

Riverdale Trailer Park

Cane Street, Champlain, NY 12919



OFFERING MEMORANDUM

Riverdale Trailer Park

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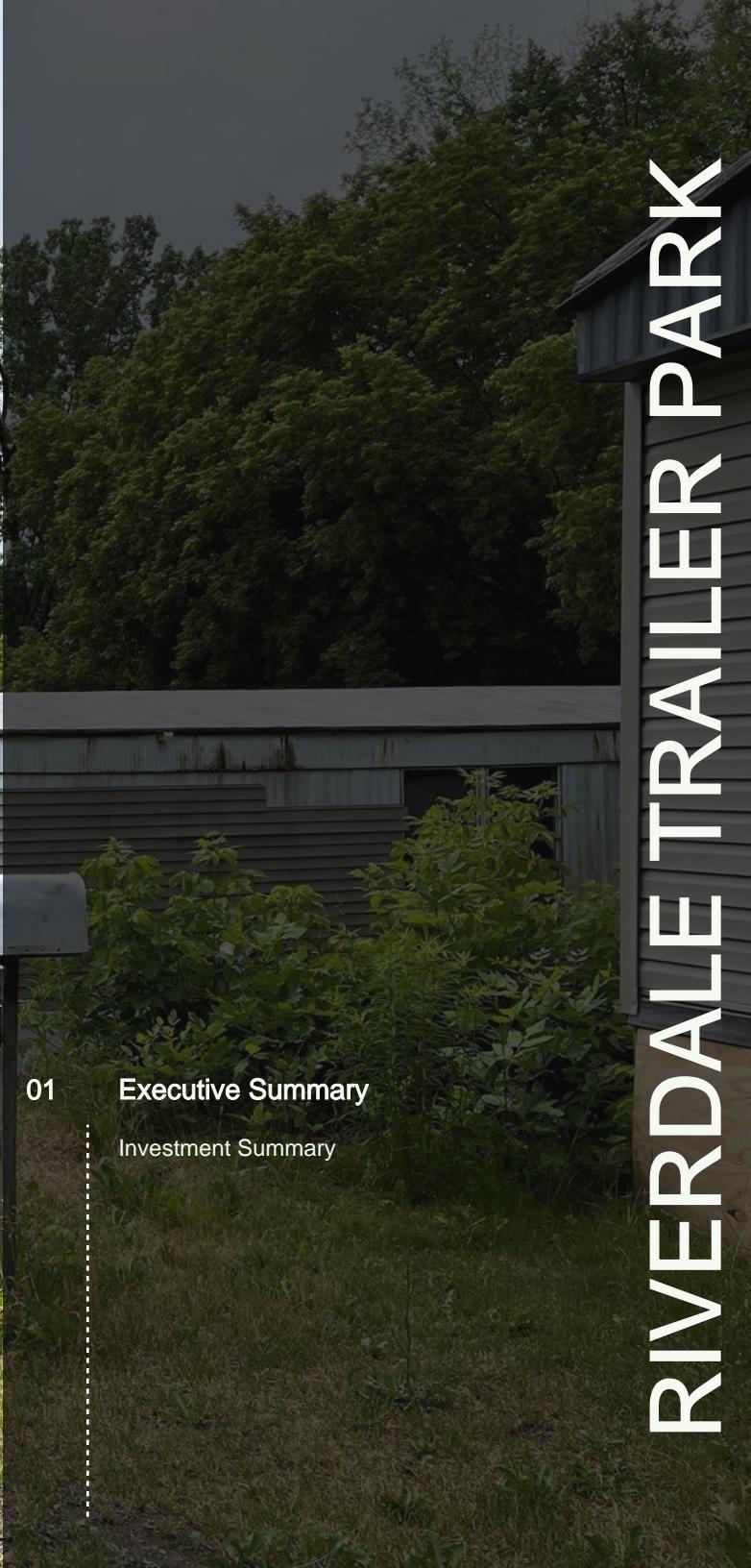
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01 **Executive Summary**

Investment Summary

OFFERING SUMMARY

ADDRESS	Cane Street Champlain NY 12919
COUNTY	Clinton County
NUMBER OF UNITS	10
YEAR BUILT	1980s
ROADS	Paved
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

OFFERING PRICE	\$799,000
PRICE PER UNIT	\$79,900
OCCUPANCY	90.00%
NOI (CURRENT)	\$69,900
NOI (Pro Forma)	\$72,852
CAP RATE (CURRENT)	8.75%
CAP RATE (Pro Forma)	9.12%
CASH ON CASH (CURRENT)	9.33%
CASH ON CASH (Pro Forma)	9.82%
GRM (CURRENT)	7.31
GRM (Pro Forma)	7.10

PROPOSED FINANCING

LOAN TYPE	Amortized
DOWN PAYMENT	\$599,000
LOAN AMOUNT	\$200,000
INTEREST RATE	5.00%
ANNUAL DEBT SERVICE	\$14,031
LOAN TO VALUE	25%
AMORTIZATION PERIOD	25 Years

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2020 Population	1,200	2,435	6,062
2020 Median HH Income	\$54,961	\$58,558	\$61,824
2020 Average HH Income	\$62,995	\$73,038	\$76,381

Water System

- Public Water System

Sewer System

- Public Sewer System

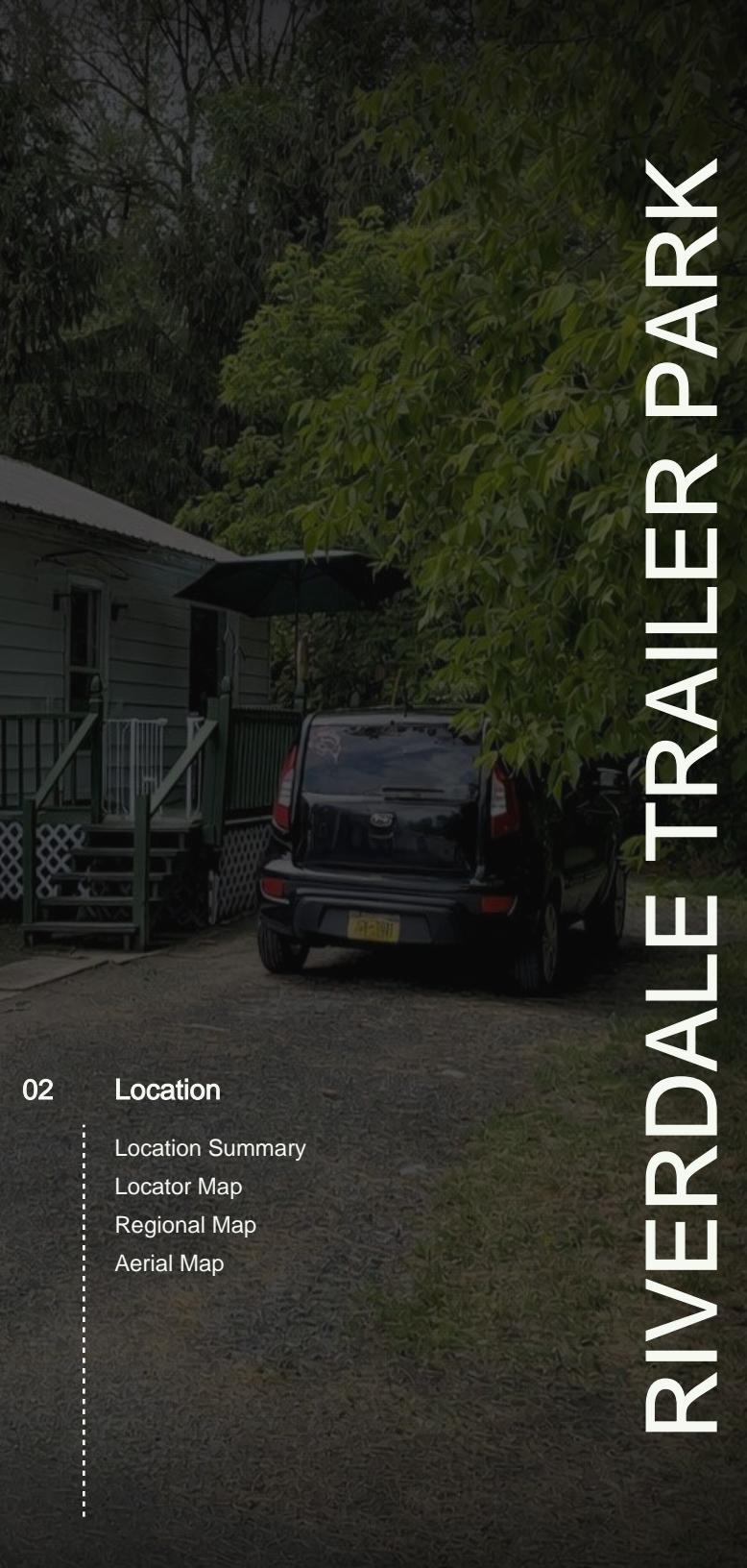
Occupancy

- 10 Units
 - 6 Park-Owned Homes
 - *1 Empty Unit
 - 2 Tenant-Owned Homes
 - 2 Single-Family Homes

Additional Information

- Seller-Financing Available

RIVERDALE TRAILER PARK



02

Location

- Location Summary
- Locator Map
- Regional Map
- Aerial Map

Location Summary

- Located in Northern New York

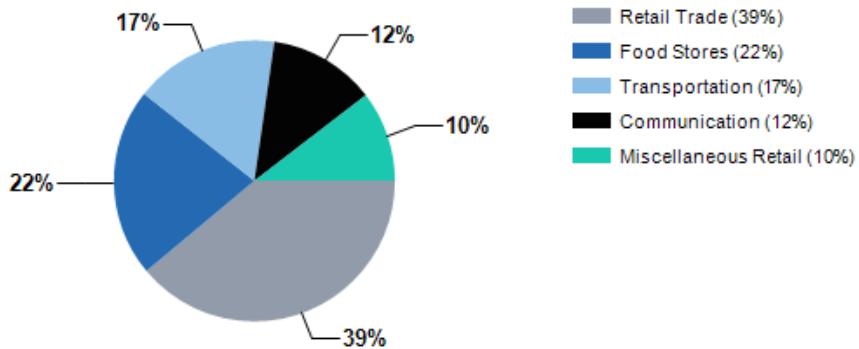
Nearby Locations

- 2 miles from Canadian Border

Transportation

- 1 Mile from interstate 87

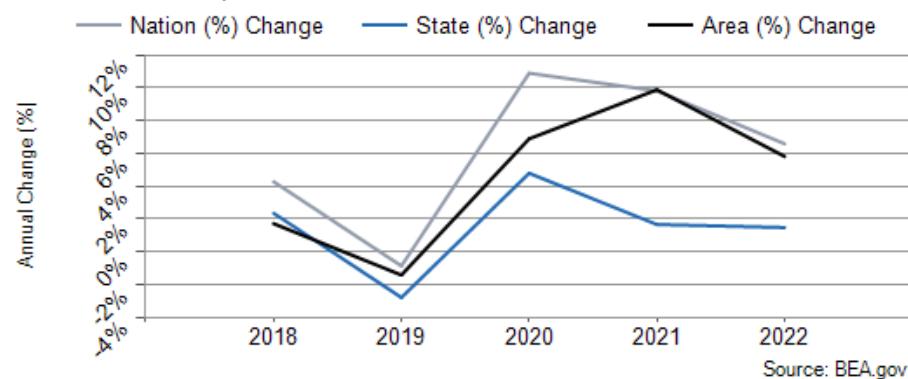
Major Industries by Employee Count

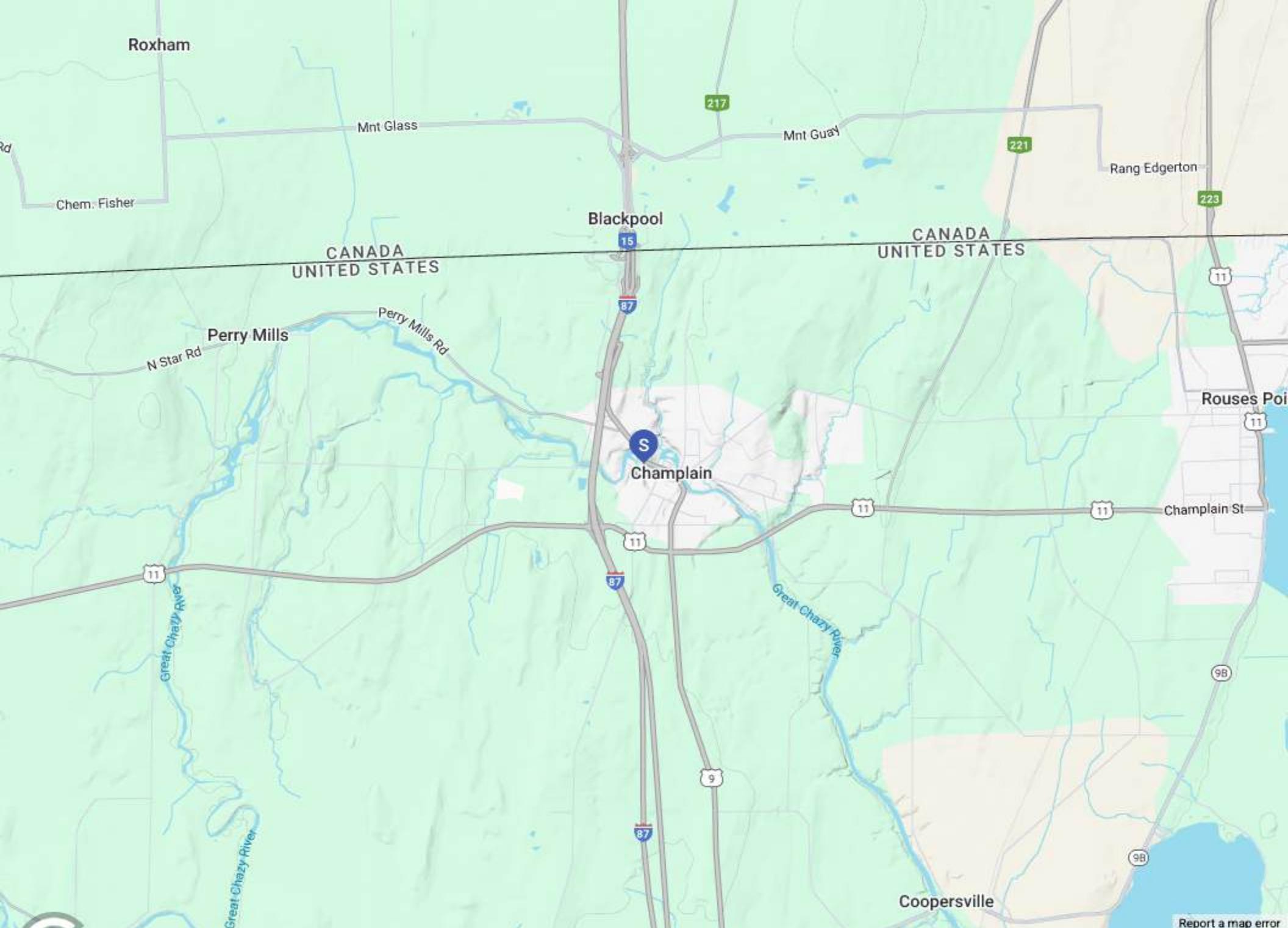


Largest Employers

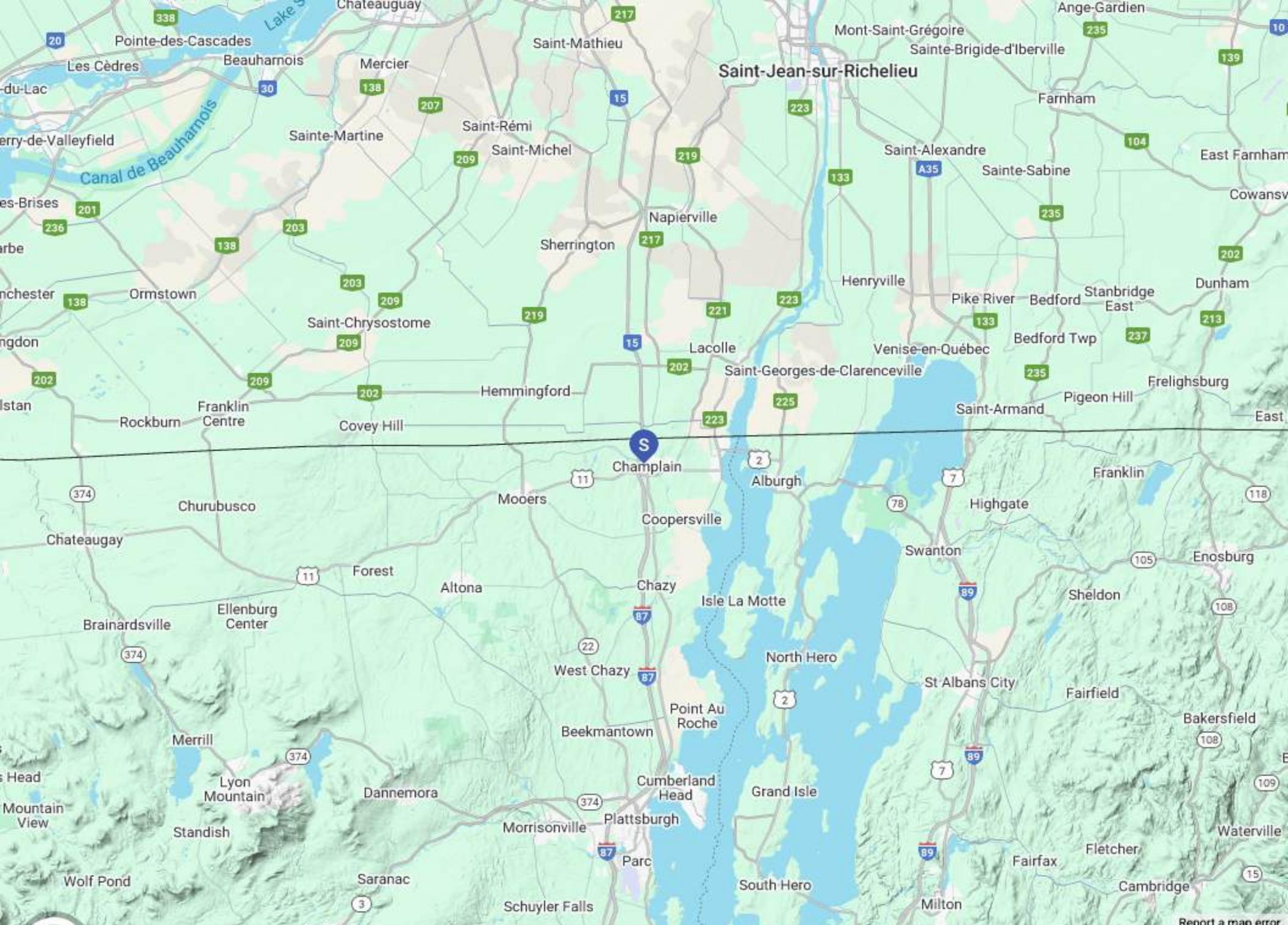
Price Chopper	100
McDonald's	50
Rite Aid	30
UPS	25
FedEx	20
Subway	15
True Value	10
U-Haul	5

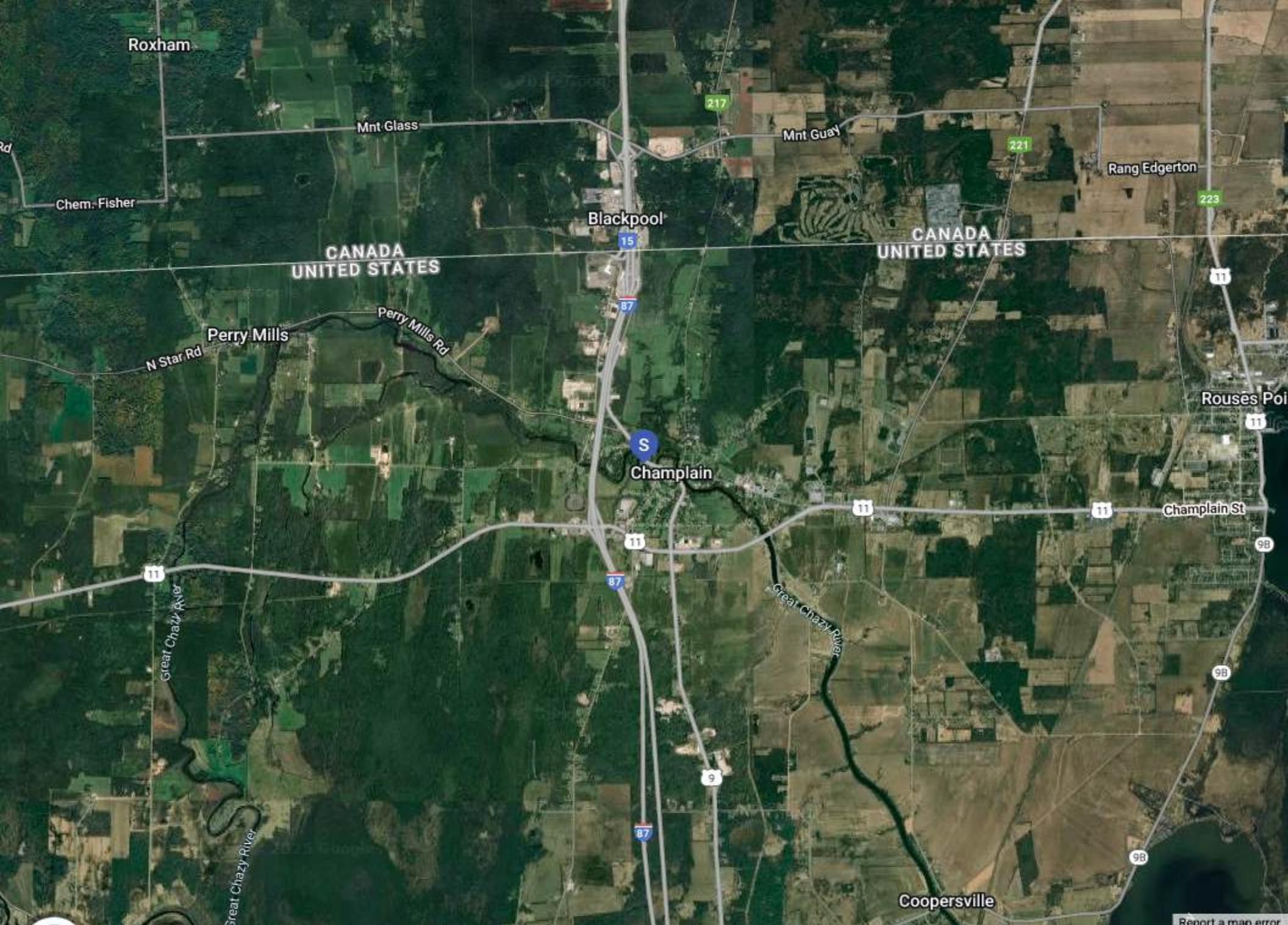
Clinton County GDP Trend



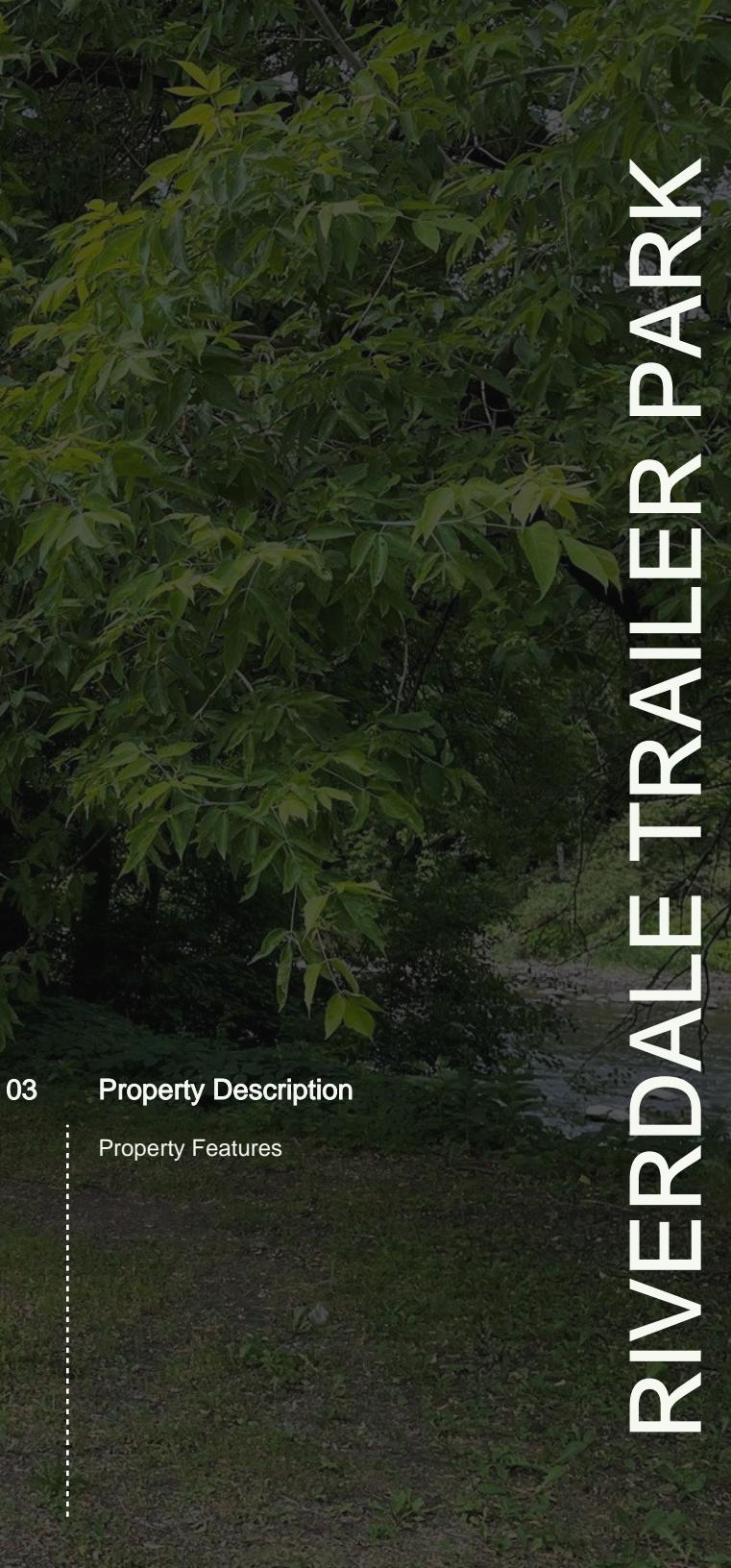
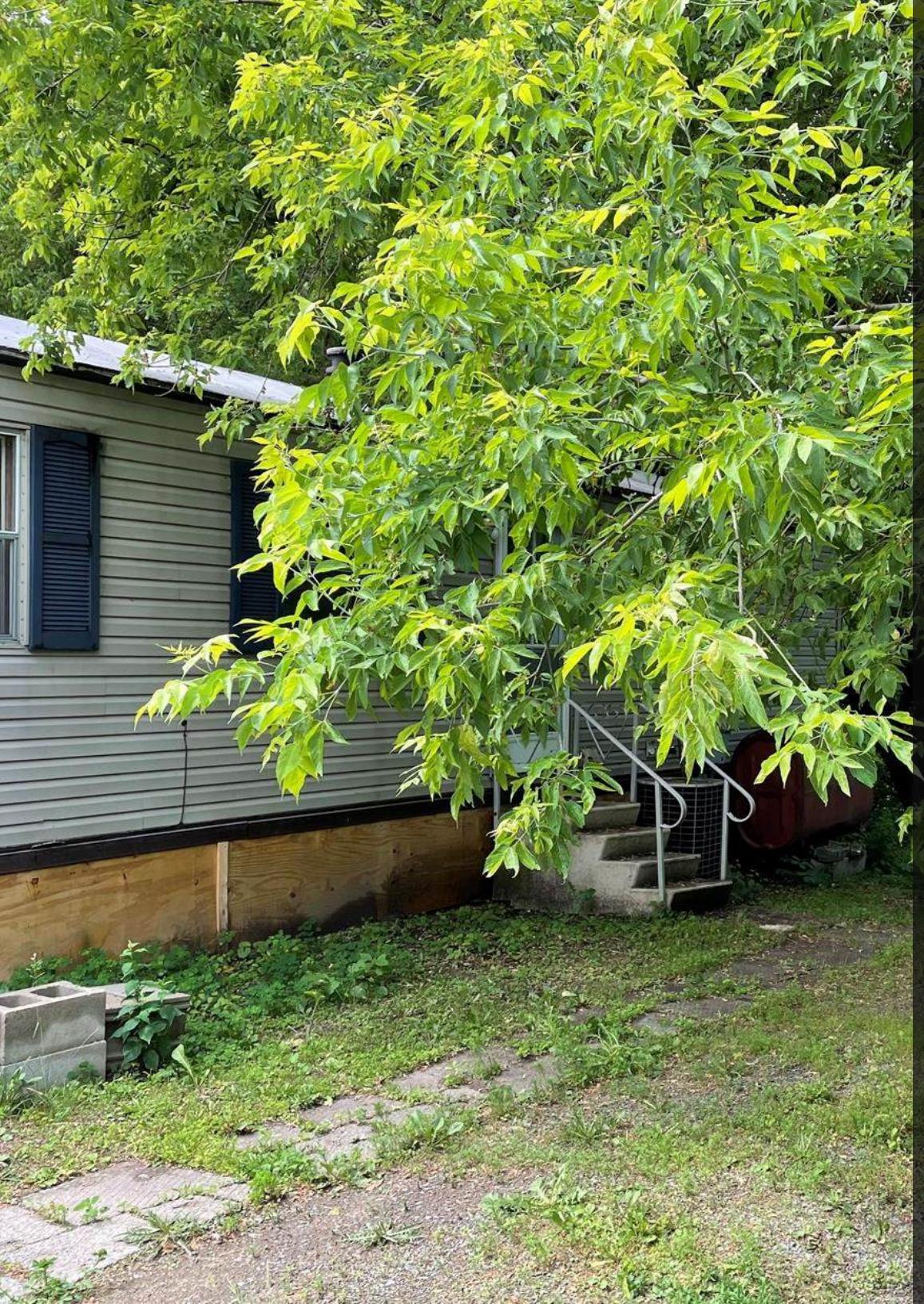


Report a map error





RIVERDALE TRAILER PARK

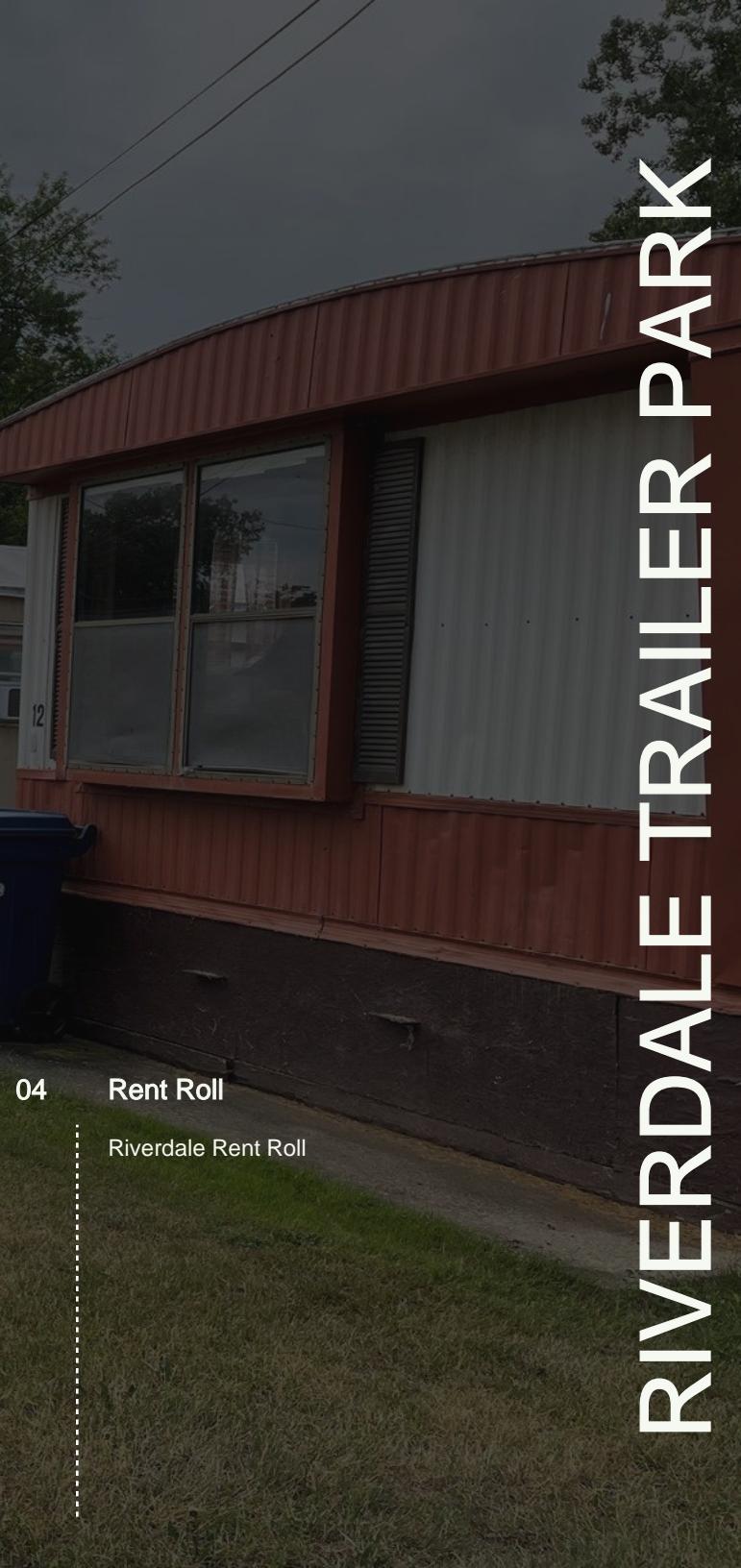


03 Property Description

Property Features

PROPERTY FEATURES

NUMBER OF UNITS	10
# OF PARCELS	2
YEAR BUILT	1980s
ROADS	Paved



04

Rent Roll

Riverdale Rent Roll

RIVERDALE TRAILER PARK

Rent Roll				
Lot	Rent Amount	Housing Type	Ownership	Notes
4 Cane St	\$ 1,000.00	Mobile Home	Park	
6 Cane St	\$ 1,000.00	Mobile Home	Park	
8 Cane St	\$ 1,000.00	Mobile Home	Park	
10 Cane St	\$ 1,000.00	Mobile Home	Park	
12 Cane St	\$ 400.00	Mobile Home	Park	
14 Cane St	\$ 1,000.00	Mobile Home	Park	
16 Cane St	\$ -	Mobile Home	Park	
Main Street	\$ 400.00	Mobile Home	Tenant	
9 Cane St	\$ 1,200.00	Single Family Home	Park	
18 Cane St	\$ 1,200.00	Single Family Home	Park	1 Car Garage Included
Month	\$ 8,200.00			
Year	\$ 98,400.00			



05

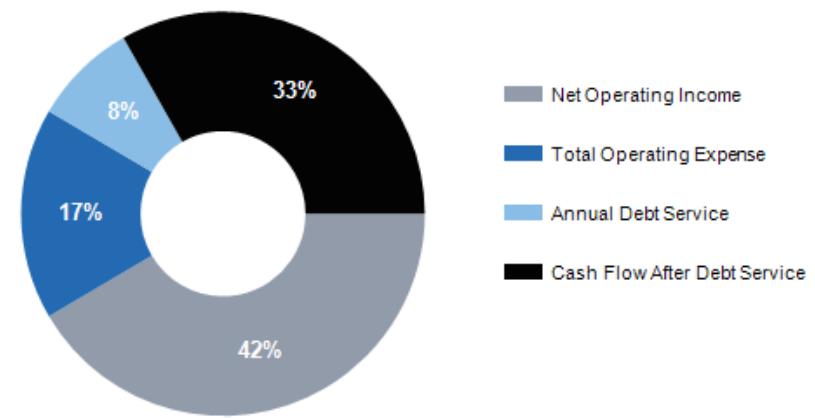
Financial Analysis

- Income & Expense Analysis
- Multi-Year Cash Flow Assumptions
- Cash Flow Analysis
- Financial Metrics

REVENUE ALLOCATION

CURRENT

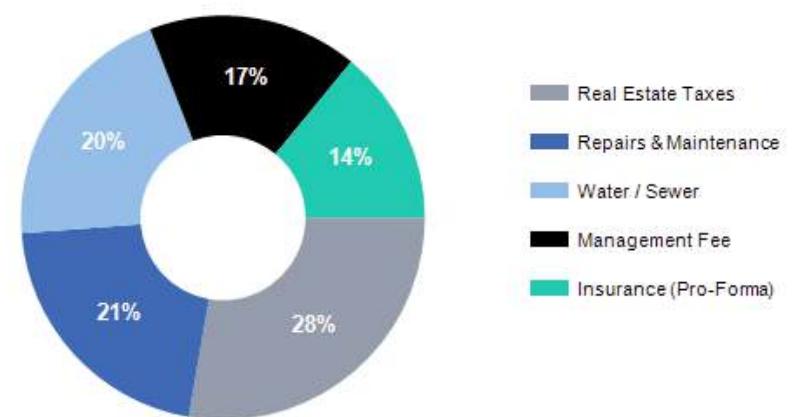
INCOME	CURRENT	PRO FORMA		
Gross Potential Rent	\$109,333	\$112,612		
Gross Potential Income	\$109,333	\$112,612		
General Vacancy	-\$10,933	9.99%	-\$11,260	9.99%
Effective Gross Income	\$98,400	\$101,352		
Less Expenses	\$28,500	28.96%	\$28,500	28.11%
Net Operating Income	\$69,900	\$72,852		
Annual Debt Service	\$14,031		\$14,031	
Cash flow	\$55,869	\$58,821		
Debt Coverage Ratio	4.98		5.19	



DISTRIBUTION OF EXPENSES

CURRENT

EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	\$7,900	\$790	\$7,900	\$790
Insurance (Pro-Forma)	\$4,000	\$400	\$4,000	\$400
Management Fee	\$4,800	\$480	\$4,800	\$480
Repairs & Maintenance	\$6,000	\$600	\$6,000	\$600
Water / Sewer	\$5,800	\$580	\$5,800	\$580
Total Operating Expense	\$28,500	\$2,850	\$28,500	\$2,850
Annual Debt Service	\$14,031		\$14,031	
% of EGI	28.96%		28.11%	



Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

GLOBAL

Offering Price	\$799,000
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EXPENSES - Growth Rates

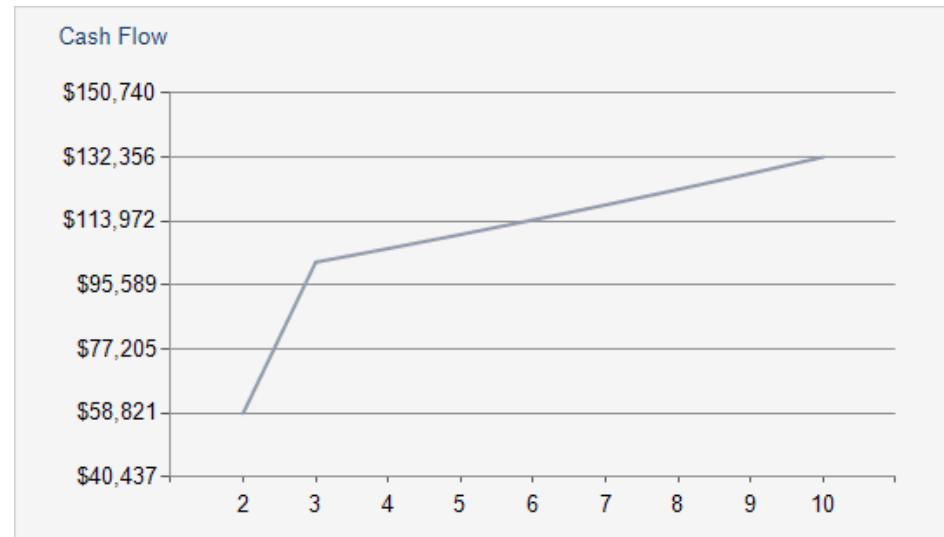
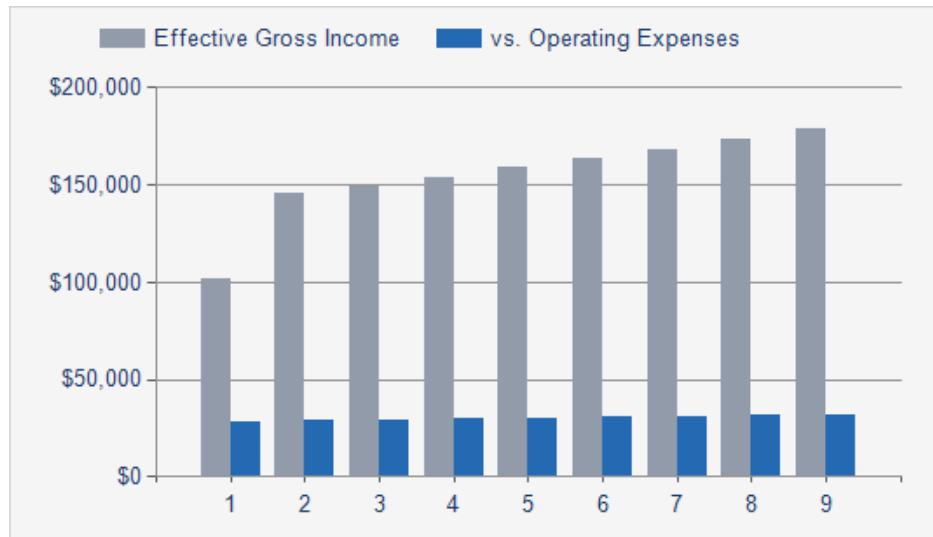
Real Estate Taxes	1.50%
Insurance (Pro-Forma)	1.50%
Management Fee	1.50%
Repairs & Maintenance	1.50%
Water / Sewer	1.50%

PROPOSED FINANCING

Loan Type	Amortized
Down Payment	\$599,000
Loan Amount	\$200,000
Interest Rate	5.00%
Annual Debt Service	\$14,031
Loan to Value	25%
Amortization Period	25 Years

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Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Revenue										
Gross Rental Income	\$109,333	\$112,612	\$145,131	\$149,485	\$153,969	\$158,588	\$163,346	\$168,246	\$173,294	\$178,492
General Vacancy	-\$10,933	-\$11,260	-0.00%	-0.00%	-0.00%	-0.00%	-0.00%	-0.00%	-0.00%	-0.00%
Effective Gross Income	\$98,400	\$101,352	\$145,131	\$149,485	\$153,969	\$158,588	\$163,346	\$168,246	\$173,294	\$178,492
Operating Expenses										
Real Estate Taxes	\$7,900	\$7,900	\$8,019	\$8,139	\$8,261	\$8,385	\$8,511	\$8,638	\$8,768	\$8,899
Insurance (Pro-Forma)	\$4,000	\$4,000	\$4,060	\$4,121	\$4,183	\$4,245	\$4,309	\$4,374	\$4,439	\$4,506
Management Fee	\$4,800	\$4,800	\$4,872	\$4,945	\$5,019	\$5,095	\$5,171	\$5,249	\$5,327	\$5,407
Repairs & Maintenance	\$6,000	\$6,000	\$6,090	\$6,181	\$6,274	\$6,368	\$6,464	\$6,561	\$6,659	\$6,759
Water / Sewer	\$5,800	\$5,800	\$5,887	\$5,975	\$6,065	\$6,156	\$6,248	\$6,342	\$6,437	\$6,534
Total Operating Expense	\$28,500	\$28,500	\$28,928	\$29,361	\$29,802	\$30,249	\$30,703	\$31,163	\$31,631	\$32,105
Net Operating Income	\$69,900	\$72,852	\$116,204	\$120,124	\$124,167	\$128,339	\$132,643	\$137,083	\$141,663	\$146,387
Annual Debt Service	\$14,031	\$14,031	\$14,031	\$14,031	\$14,031	\$14,031	\$14,031	\$14,031	\$14,031	\$14,031
Cash Flow	\$55,869	\$58,821	\$102,172	\$106,092	\$110,136	\$114,308	\$118,612	\$123,052	\$127,632	\$132,356

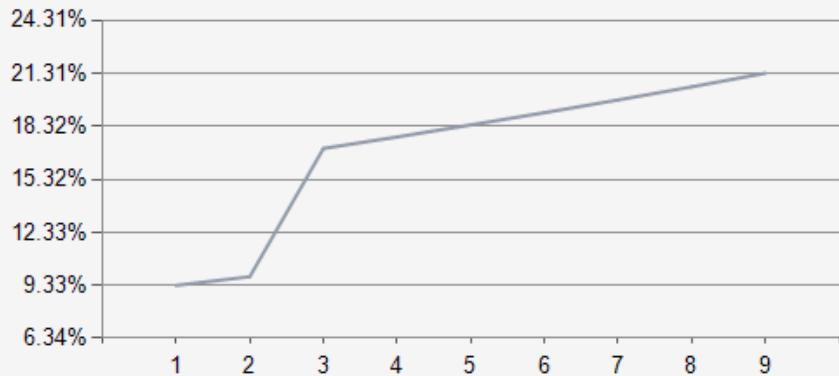


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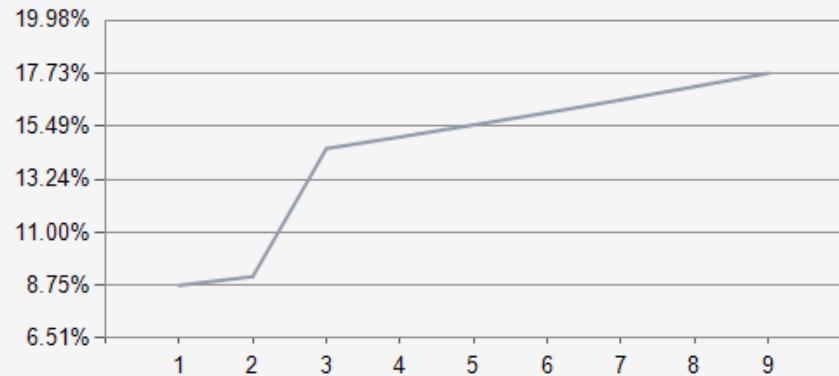
Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cash on Cash Return b/t	9.33%	9.82%	17.06%	17.71%	18.39%	19.08%	19.80%	20.54%	21.31%	22.10%
CAP Rate	8.75%	9.12%	14.54%	15.03%	15.54%	16.06%	16.60%	17.16%	17.73%	18.32%
Debt Coverage Ratio	4.98	5.19	8.28	8.56	8.85	9.15	9.45	9.77	10.10	10.43
Operating Expense Ratio	28.96%	28.11%	19.93%	19.64%	19.35%	19.07%	18.79%	18.52%	18.25%	17.98%
Gross Multiplier (GRM)	7.31	7.10	5.51	5.35	5.19	5.04	4.89	4.75	4.61	4.48
Loan to Value	25.04%	24.52%	23.97%	23.40%	22.81%	22.18%	21.53%	20.84%	20.10%	19.33%
Breakeven Ratio	38.90%	37.77%	29.60%	29.03%	28.47%	27.92%	27.39%	26.86%	26.35%	25.85%
Price / Unit	\$79,900	\$79,900	\$79,900	\$79,900	\$79,900	\$79,900	\$79,900	\$79,900	\$79,900	\$79,900

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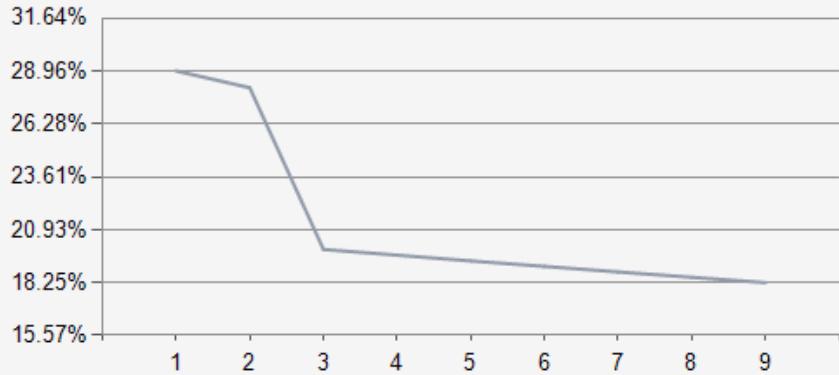
Cash on Cash



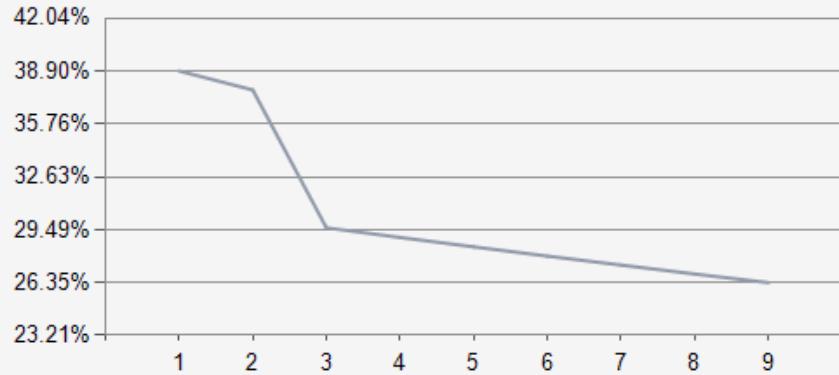
Cap Rate



Operating Expense Ratio



Breakeven Ratio



RIVERDALE TRAILER PARK

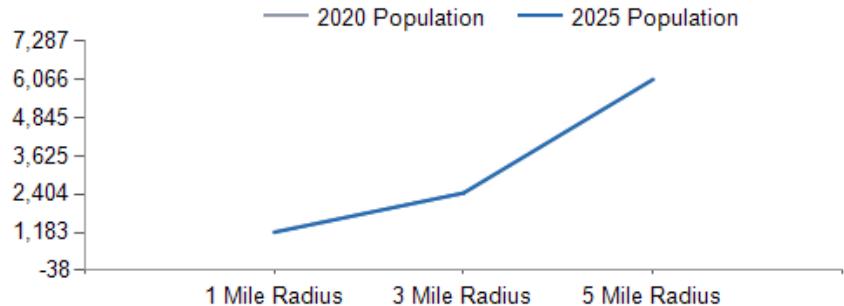
06 Demographics

General Demographics

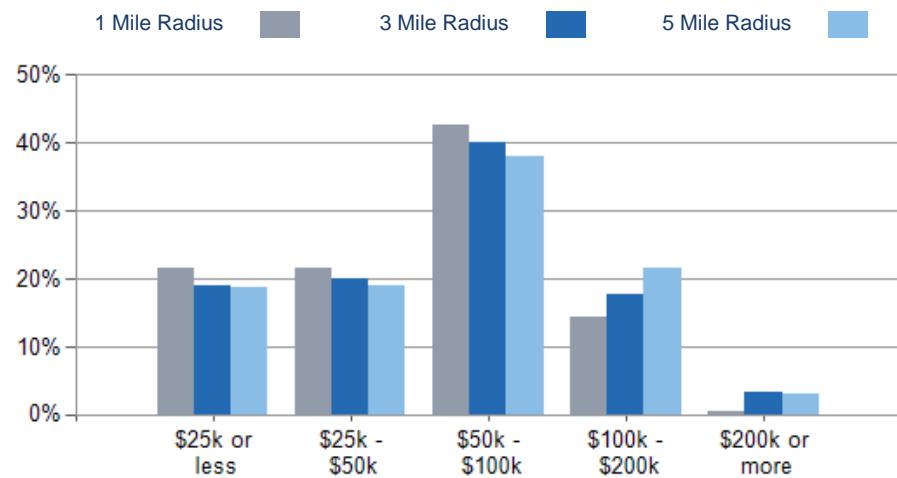


POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	1,238	2,326	5,879
2010 Population	1,209	2,330	5,864
2020 Population	1,200	2,435	6,062
2025 Population	1,183	2,444	6,066
2020 African American	2	4	31
2020 American Indian	3	7	18
2020 Asian	17	26	87
2020 Hispanic	30	49	109
2020 Other Race	0	5	15
2020 White	1,155	2,350	5,826
2020 Multiracial	23	42	83
2020-2025: Population: Growth Rate	-1.40%	0.35%	0.05%

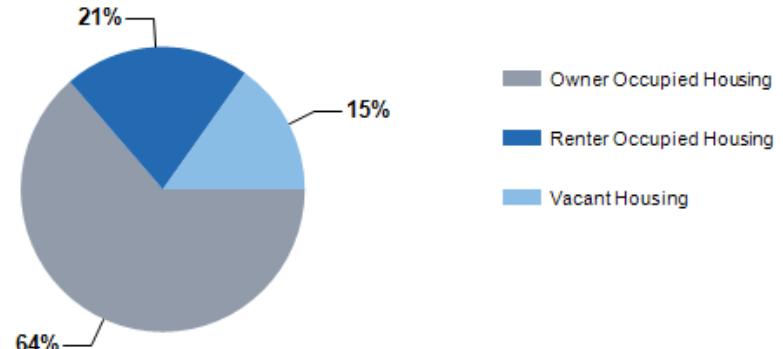
2020 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	63	102	275
\$15,000-\$24,999	48	89	217
\$25,000-\$34,999	49	85	184
\$35,000-\$49,999	62	117	317
\$50,000-\$74,999	129	244	567
\$75,000-\$99,999	91	159	433
\$100,000-\$149,999	51	139	401
\$150,000-\$199,999	23	39	168
\$200,000 or greater	2	32	77
Median HH Income	\$54,961	\$58,558	\$61,824
Average HH Income	\$62,995	\$73,038	\$76,381



2020 Household Income



2020 Own vs. Rent - 1 Mile Radius

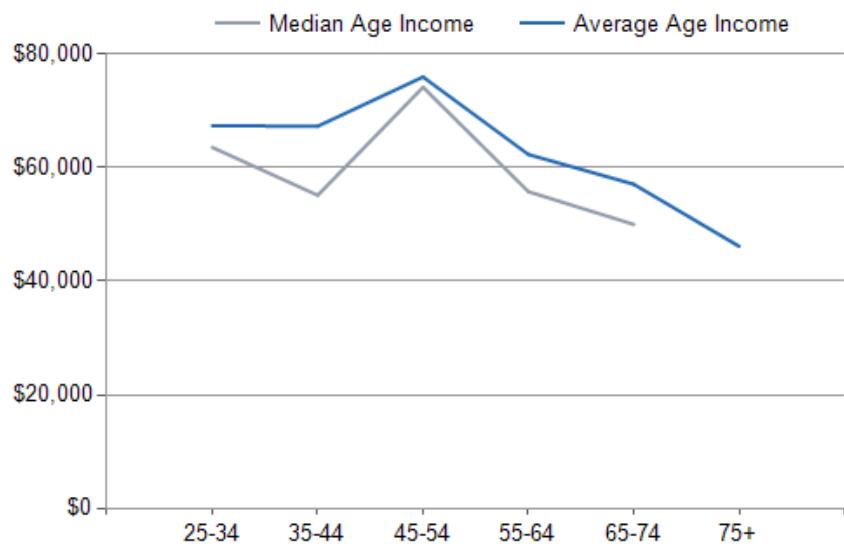
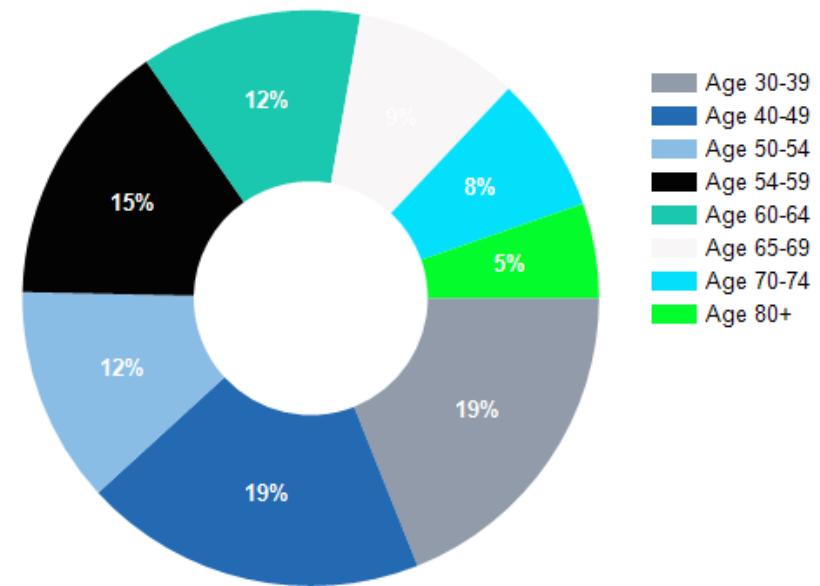


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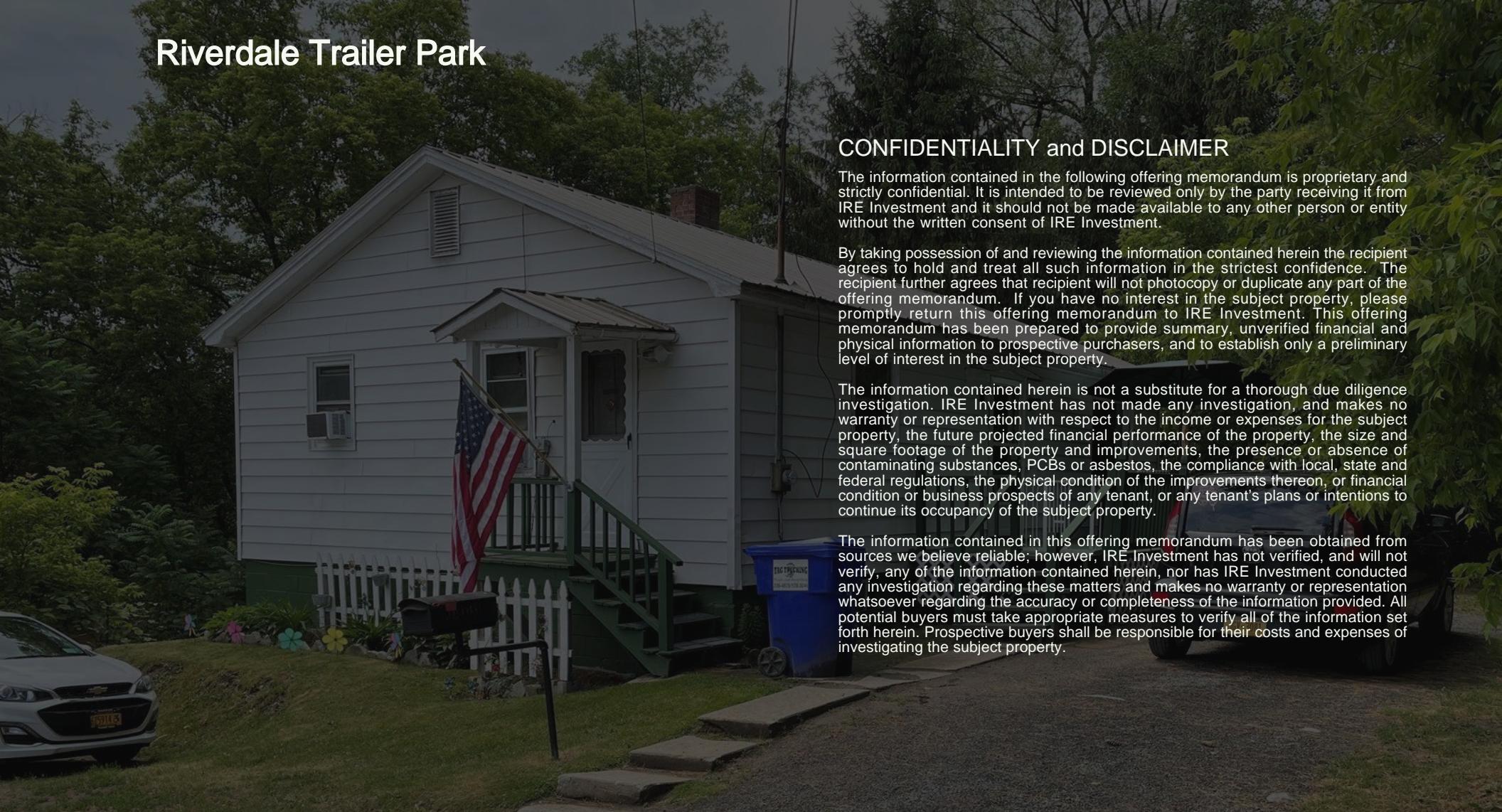
2020 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2020 Population Age 30-34	74	157	385
2020 Population Age 35-39	65	141	391
2020 Population Age 40-44	65	129	300
2020 Population Age 45-49	76	157	418
2020 Population Age 50-54	89	190	469
2020 Population Age 55-59	110	226	555
2020 Population Age 60-64	91	186	482
2020 Population Age 65-69	68	146	400
2020 Population Age 70-74	56	108	304
2020 Population Age 75-79	39	80	217
2020 Population Age 80-84	27	48	131
2020 Population Age 85+	27	46	118
2020 Population Age 18+	951	1,960	4,980
2020 Median Age	44	44	46
2025 Median Age	44	45	46

2020 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$63,575	\$65,868	\$69,340
Average Household Income 25-34	\$67,396	\$74,873	\$78,087
Median Household Income 35-44	\$55,139	\$59,479	\$75,817
Average Household Income 35-44	\$67,293	\$77,189	\$87,972
Median Household Income 45-54	\$74,167	\$76,127	\$79,530
Average Household Income 45-54	\$75,980	\$91,506	\$93,373
Median Household Income 55-64	\$55,769	\$60,699	\$67,943
Average Household Income 55-64	\$62,322	\$70,487	\$78,568
Median Household Income 65-74	\$50,000	\$52,853	\$53,081
Average Household Income 65-74	\$57,073	\$71,365	\$69,008
Average Household Income 75+	\$46,135	\$47,269	\$47,129

Population By Age



Riverdale Trailer Park



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