

226 Lake View Dr  
Ten Mile, TN 37880

Stabilized with Upside,  
59 Lot MH Community  
Investment Opportunity

# Sunfish Village

PROPERTY ADDRESS

INVESTMENT OPPORTUNITY



Note to the reader, you will find links throughout the OM pages containing important information, we advise that you **click** on these links to learn more.



# Welcome!

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## Guidelines

The offering is being distributed exclusively by Marcus & Millichap REIS to the investment community. Following the initial bids, the owner will select an investor to purchase the property or request from a group of investors to submit a best and final offer, from which one will be selected. The selection will be based on a variety of factors including purchase price, contract terms, financial strength, ability to close, timing and experience in closing similar transactions.

## All offers must be presented in writing and include:

- Price
- Source of capital
- Proof of funds
- Relevant experience
- Proposed schedule of due diligence and closing
- Amount of earnest money
- List of contingencies including committee approvals,
- possible 1031 exchanges, etc.

All interested investors are encouraged to schedule a property tour to visit the community and the surrounding market with an approved representative to fully appreciate its market position, quality and strong fundamentals.



# Property Overview

## Property Location

PARK NAME	Sunfish Village
PROPERTY ADDRESS	226 Lake View Dr Ten Mile, TN 37880
COUNTY	Meigs County
METRO AREA	Chattanooga MSA
PARCEL NUMBER(S)	061014 08100, 061014 08200

Click Here for Seller Materials



## Site Description

PURCHASE PRICE	No Pricing Guidance
TOTAL LAND AREA	12.7 Acres
FLOOD ZONE	Yes - Partial
OPPORTUNITY ZONE	No

## Infrastructure

WATER SYSTEM	Public, Other
SEWER SYSTEM	Private, Other
ELECTRIC SERVICES	Public, Tenant Pays
GAS/PROPANE SERVICES	Public, Tenant Pays
TRASH	N/A
CABLE SERVICES	Public, Tenant Pays
LAWNCARE SERVICES	Public
SNOW REMOVAL	No Snow

# Property Description

## High Quality RV & MH Community

The Esterson MHC Team is pleased to present Sunfish Village, a high-quality 59 unit, lake front MH Marina Community located in Ten Mile, TN. Sunfish Village sits on the beautiful 39,000 acres of Watts Bar Lake and is just 1 hour from Knoxville, Chattanooga, and Cleveland TN. These three growing MSAs have a population totaling 1.5 million people.

This community and location has endless activities for families and vacationers to do while they enjoy their trip, as well as makes a great primary or secondary residence for tenants. The amenities and activities include a boat ramp, dock for boat storage, the lake for kayaking, paddle boarding and swimming, pavilion, and much more. There are two beautiful brand-new park models available for short term rent, and a log cabin that is also available for rent.

Sunfish Village is a lifestyle community with the majority consisting of full-time tenants, however there are 3 units available for short-term rent. The community consists of 22 tenant owned homes that pay an average of \$355 per month. 11 occupied park owned homes that rent for an average of \$619 per month and 3 vacant park owned homes. 3 short term rentals consisting of 2 new park model units and a log cabin that are rented out via Airbnb that produce about \$83,000 a year in gross revenue. 2 RV tenants that pay \$350 per month. 14 dock slips that are rented out for 8 months out of the year at an average of \$128, which is well below market. 2 vacant lots that a retailer is currently selling homes on and the park owner will collect lot rent from, and 2 boat storage units that has room to fit more. Finally, there is a 2.7 acre parcel adjacent to the community that could be expanded for either 16 RV pads, or 11 mobile home pads.

The community is serviced by public water and septic. In 2021 the utility company converted 11 lots to direct bill water and has expressed a desire to convert the remaining 15 sites to direct bill as well. which are paid for by the park. 10 of those 15 sites that are not direct bill or water are currently being billed back monthly by the park. Despite being a fully stabilized, cash flowing asset, there's still plenty of upside left on the table for an incoming investor. Based on a survey we conducted of local parks, MH rent, RV rates, dock slip rates, and boat storage fees at Sunfish Village are well below market. Not only is there room to push rents, but there's also an opportunity to expand the community by an additional 11-16 sites.

***We are asking that all investors submit their best offers, as no pricing guidance will be given.***

### ▶ HIGHLIGHTS

- Multiple Different Revenue Streams with Upside
- Lake Front Community with Amenities on 39,000 Acre Lake
- 11-16 Potential Expansion Sites (MH or RV)
- Minimal Capex Requirements
- Below-Market Rents
- Nearby Lake Front Single Family Homes Selling for \$800,000+

### ▶ KNOWN ISSUES

- Some Roads Are Gravel
- Park is on Septic
- Market Size



# Investment Summary

## Pricing

OFFERING PRICE

No Pricing Guidance

## Upside Comments

Sunfish Village has a lot of upsides through many different business plans. The rents can be increased, the vacant lots and homes can be filled, the dock slips are way under market, the RVs are under market, some of the homes are not directly billed for water and can be converted to direct bill. There is more room to store boats than what is currently being stored. Also, there is an additional 2.7+/- acres that can be expanded with either 11 MH sites or 16 RV sites.

## Capitalized Revenues

TOTAL REVENUE (GLOBAL)
TOTAL EXPENSES (GLOBAL)
NET OPERATING INCOME (GLOBAL NOI)

## Sellers Actuals

Actual Per Seller's P&L
91.5% Occupancy
Current Taxes
Current Taxes
\$283,455
\$103,701
\$179,754





# Property Revenue & Expense

PL 0

SELLERS ACTUALS

ACTUAL PER SELLER'S P&L

91.5% OCCUPANCY

CURRENT TAXES

LOT RENT REVENUE	\$140,700
SHORT TERM RENTAL REVENUE	\$83,273
RV TENANTS REVENUE	\$8,400
BOAT STORAGE/SHED REVENUE	\$1,359
DOCK REVENUE	\$11,635
WATER REVENUE	\$5,880
FEE REVENUE (RE)	\$5,025
COLLECTIONS LOSS/BAD DEBT	\$7,537
TOTAL REVENUE	\$248,735
PROPERTY TAX	\$3,159
INSURANCE EXPENSE	\$3,360
REPAIRS & MAINTENANCE SERVICES	\$6,300
MOWING, LANDSCAPING & SNOW SERVICES	\$5,040
WATER SERVICES	\$12,960
SEWER SERVICES	\$1,512
TRASH SERVICES	\$1,620
ELECTRIC SERVICES	\$4,412
ON-SITE MANAGEMENT	\$8,213
3RD PARTY MANAGEMENT	\$8,213
SHORT TERM RENTAL EXPENSES	\$32,029
GENERAL & ADMIN SERVICES	\$4,000
TOTAL EXPENSES	\$90,818
EXPENSE RATIO	36.5%
NET OPERATING INCOME (NOI)	\$157,916
CAP RATE	7.1%
POH/RTO INCOME	\$32,208
POH/RTO EXPENSES	\$12,883
NET POH/RTO INCOME	\$19,325
CASH FLOW BEFORE DEBT	\$177,241
DEBT SERVICE - NEW LOAN	\$101,216
NET INCOME	\$76,025
CASH ON CASH RETURN	7.2%
DEBT COVERAGE RATIO (DCR)	1.56
GLOBAL DEBT COVERAGE RATIO (GDCR)	1.75
GLOBAL CAP RATE	7.1%

\*\* ALL STATED FINANCIALS ARE TO BE CONFIRMED BY BUYER \*\*



Infrastructure

Type

Comments

WATER SYSTEM	Public	Other
SEWER SYSTEM	Private	Other
ELECTRIC SERVICES	Public	Tenant Pays
GAS SERVICES	Public	Tenant Pays
TRASH SERVICES	N/A	N/A
CABLE SERVICES	Public	Tenant Pays
LAWNCARE SERVICES	Landlord Mows Commons	N/A
SNOW REMOVAL	No Snow	N/A

Unit Types

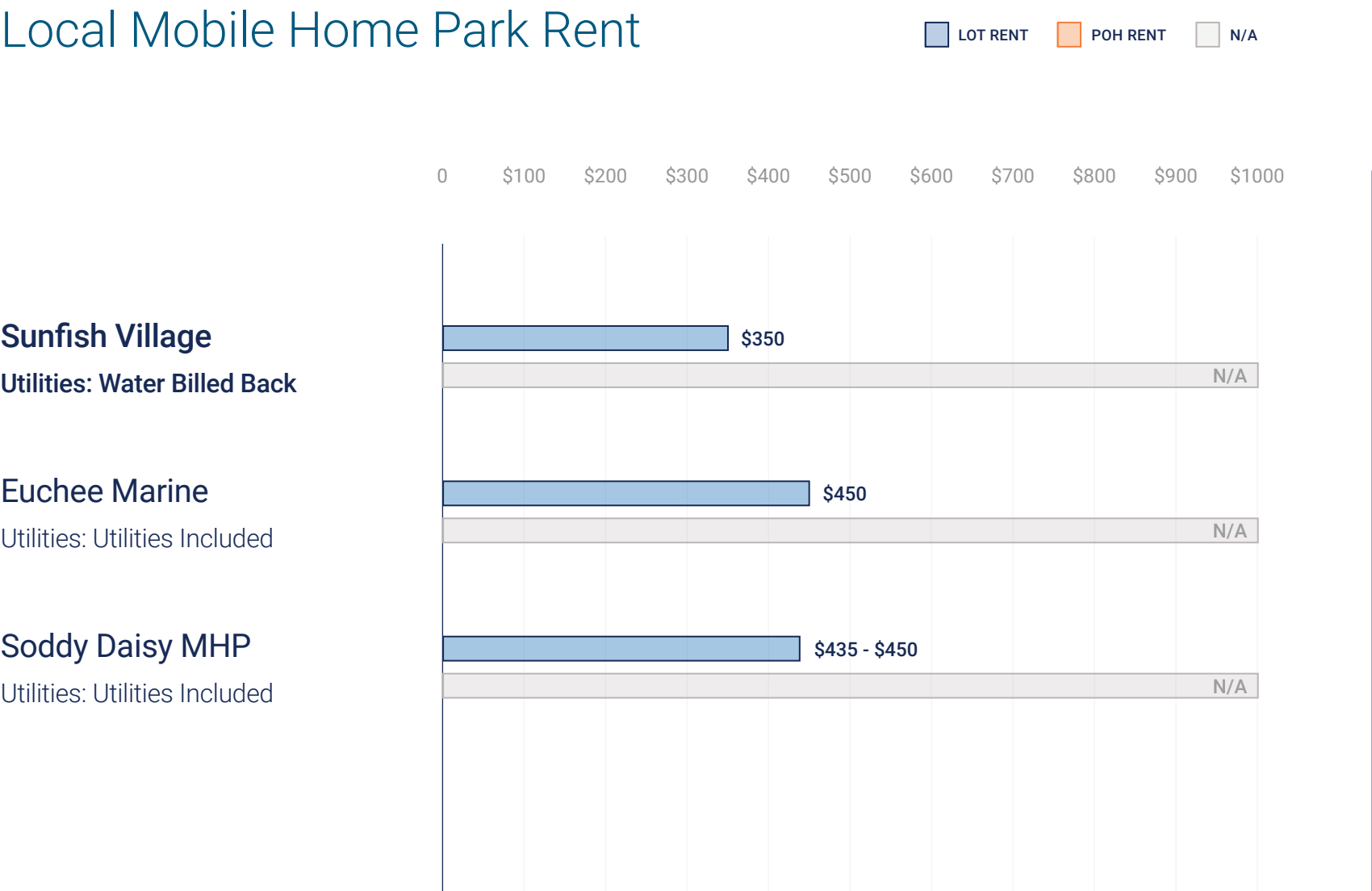
Count

Comments

TENANT OWNED HOME	22	\$355 AVG
RENTED PARK OWNED HOME (POH)	11	\$619 AVG
RENT TO OWN MOBILE HOME (RTO)	0	
STORAGE	2	
SHORT TERM RENTALS	3	\$83,272 Gross Revenue
RV TENANTS	2	\$350 AVG
DOCK SLIPS	14	Currently 13 Rented at \$128 AVG - 8 Mo
VACANT PARK OWNED HOME (POH)	3	
VACANT SHORT TERM RENTALS	0	
VACANT RV TENANTS	0	
ABANDONED HOME	0	
VACANT MOBILE HOME LOT	2	Retailer Currently Selling Two Homes
TOTAL CAPITALIZED UNITS	59	



## Local Mobile Home Park Rent



## Rent Comp Comments

Rents of nearby Marinas, RV Parks, & Mobile Home Parks are mostly \$400-\$450 monthly rent for RVs, weekly and daily rates are higher on a monthly pro-rated basis. The two true MH comps are above \$400 and the dock slips for surrounding parks average between \$185-\$225 for uncovered docks, and \$250+ for covered docks.

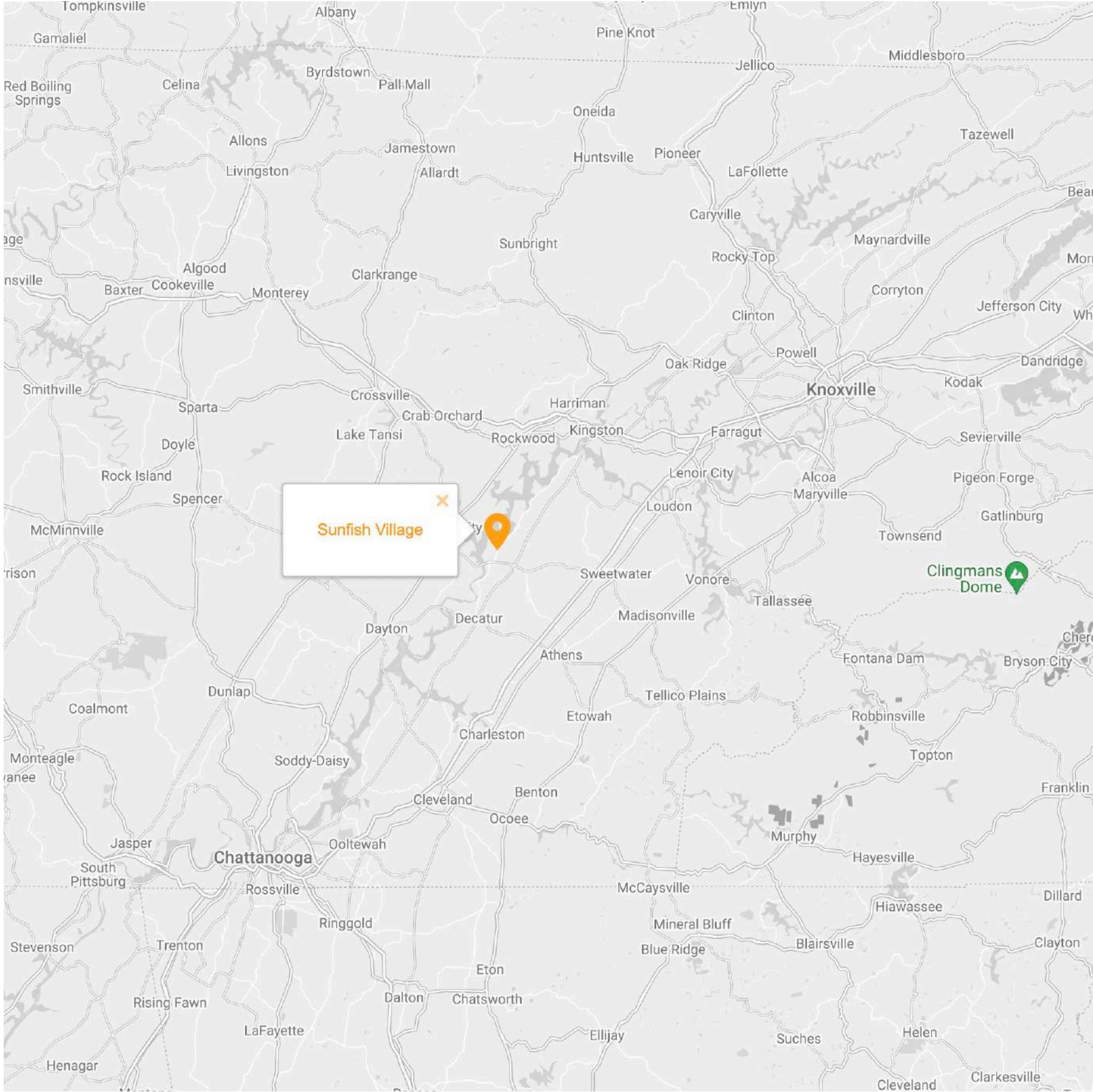
As our study shows, there are multiple different revenue streams that are below market in Sun ish Village and can be increased to add revenue and value for the next investor.

## Local Market Statistics

	County	MSA	MSA
	MEIGS	CHATTANOOGA MSA	KNOXVILLE MSA
POPULATION	12,532	569,931	878,124
GROWTH	2.20%	5.80%	4.70%
MEDIUM HOME PRICE	\$191,300	\$215,300	\$230,100
AVERAGE 2BD APARTMENT RENT	\$676	\$883	\$943
MEDIAN INCOME	\$33,061	\$46,228	\$44,906



► Location Map and Property Parcel





▶ RV Expansion Opportunity





► Mobile Home Expansion Opportunity









► Property Photos





► Property Photos





► Property Photos





► Property Photos





# Brokerage Team

Parker Kelly is a member of the Esterson MHC Team of Marcus & Millichap run by Glenn Esterson. He is headquartered in Atlanta, GA and currently specializes in MHP sales ranging from the East Coast to the Midwest.

Parker started his career in real estate just as he graduated from East Carolina University. He has a strong background in land acquisitions, development and new construction home sales. Parker joined Marcus & Millichap as an investment sales broker, specializing in Manufactured Housing and RV Parks and has a great track record of closings in the MHP and RV Park space.

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▶ **ESTERSON TEAM MHC**

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**Glenn D. Esterson**  
FIRST VICE PRESIDENT



**James Dickens**  
LEAD UNDERWRITER



**Parker Kelly**  
TEAM AGENT



**Dyland Hellberg**  
TEAM AGENT



**Ryan Brands**  
TEAM AGENT



**Sallie Whitehurst**  
LICENSED ASSISTANT





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BROKER OF RECORD

