

# 2 Park Portfolio Tampa, FL

6700 N Rome Ave, Tampa,  
FL 33604

6817 N Habana Ave, Tampa,  
FL 33614

PROPERTY ADDRESS

A Well Located, 125 Lot  
Manufactured Housing  
Community

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.

ESTERSON MHC TEAM



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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	North Rome	Ralston Beach
PROPERTY ADDRESS	6700 N Rome Ave ,Tampa, FL 33604	6817 N Habana Ave ,Tampa, FL 33614
COUNTY	Hillsborough County	Hillsborough County
METRO AREA	Tampa-St. Petersburg-Clearwater MSA	Tampa-St. Petersburg-Clearwater MSA
PARCEL NUMBER(S)	103397	31093

Click Here To Access Due Diligence Items



## Site Description

PURCHASE PRICE	Unpriced, Best Offer
TOTAL RENTAL UNITS	125
TOTAL MOBILE HOME LOTS	120
TOTAL APARTMENT UNITS	5
EXPANSION APPROVED	No
TOTAL LAND AREA	8.41 Acres
ROADS	Private-Paved
FLOOD ZONE	No
OPPORTUNITY ZONE	No

## Mechanical Description

WATER SYSTEM	Public, Tenant Pays
SEWER SYSTEM	NR: Public, Tenant Pays   RB: Septic, Inc. In Rent
ELECTRIC SERVICES	Public, Tenant Pays
GAS/PROPANE SERVICES	Public, Tenant Pays
TRASH	Curbside, Landlord Pays
CABLE SERVICES	Public, Tenant Pays
LAWNCARE SERVICES	Landlord Mows Commons

# Property Description

The Esterson MHC Team is pleased to present the 2 Park Portfolio in Tampa, Florida. The portfolio consists of 125 rentable units across two communities—North Rome MHC and Ralston Beach MHC—both located in the heart of Hillsborough County.

With 124 tenants in place, the parks offer stable cash flow upon entry and excellent upside through future rent increases and continued TOH conversions. The communities are operated together and are located just 1.1 miles apart, providing operational efficiency and scale in one of Florida’s most desirable metros.

This portfolio is centrally located in the Tampa-St. Petersburg-Clearwater MSA, which is home to over 3.4 million people and is one of the fastest-growing regions in the southeastern United States. The area features a robust and diverse economy anchored by leading employers in healthcare, finance, logistics, education, and defense. Major job centers include Tampa General Hospital, BayCare Health System, MacDill Air Force Base, and the University of South Florida. Tampa’s metro population has grown by over 1% annually, supported by strong in-migration and a high quality of life. With median home prices nearing \$450,000 and average 3-bedroom apartment rents of \$2,368 per month, demand for affordable housing remains at record highs.

The portfolio consists of 125 total units. North Rome MHC has 80 units and Ralston Beach MHC has 45 units. 99 tenant-owned homes (TOH), 20 rented park-owned homes (POH), and 5 apartment units. There is one abandoned home on-site which the owners are in the process of getting the title and no vacant POHs or apartment units. Current TOH tenants pay an average lot rent of \$897 per month, while POH tenants pay an average of \$562 per month. Apartment rents are average \$936 per month. Rents across all units are below market, providing a clear opportunity for future rent growth.

The portfolio is currently 99% occupied with 124 tenants in place. Both communities are serviced by public water. North Rome MHC is on public sewer which is billed back to tenants. Ralston Beach MHC is on septic and is included in rent. Public sewer is available. Trash is serviced by curbside bins and billed back to the tenants. Electricity, gas, and cable are all billed directly to tenants. The roads are paved and privately maintained. The communities are not located in a flood zone.

With strong occupancy, below-market rents, and a high-demand affordable housing market, this investment represents a rare opportunity to secure scale in a prime Florida location. Investors will benefit from stable in-place income, future rent growth, and minimal deferred maintenance. The Tampa MSA continues to outperform national averages in population growth and housing demand, making this a highly attractive long-term asset.

We are asking investors to submit their best offers, as pricing guidance will not be provided. All offers must include price, inspection timelines, appropriate terms, proof of funds, a list of due diligence items required from ownership, and relevant real estate experience. This portfolio presents a new buyer with a very well located and strong stabilized community with a value-add component. Both conventional recourse, non-recourse, and bridge lending options are available.

► **HIGHLIGHTS**

- Cash Flowing Stabilized Asset With Upside
- Below Market Rents
- Public Water at Both Parks
- Public Sewer at North Rome MHC
- 17th Largest MSA in USA, Strong Growth Market

► **KNOWN ISSUES**

- 20 Park Owned Homes
- Private Sewer (Septic 1:1) at Ralston Beach MHC



# Location Information

The Tampa-St. Petersburg-Clearwater MSA, one of the largest and fastest-growing regions in the southeastern United States, boasts a diversified economy anchored by sectors including healthcare, financial services, logistics, tourism, and defense. Home to major employers such as BayCare Health System, Tampa General Hospital, Raymond James Financial, MacDill Air Force Base, and the University of South Florida, Tampa has built a reputation as a hub for innovation, commerce, and job creation.

Tampa's urban core features a dynamic blend of historic charm and modern development, with a walkable downtown, a vibrant waterfront district, and robust public infrastructure. The broader MSA encompasses a wide range of suburban and coastal communities, offering residents access to award-winning beaches, top-ranked public schools, and a lifestyle that balances business opportunity with recreational ease.

The region continues to benefit from strong population growth, fueled by domestic migration, retirees, and remote workers drawn to Florida's no state income tax policy, business-friendly climate, and high quality of life. The area's extensive transportation network—including Tampa International Airport, Port Tampa Bay, and multiple interstate highways—further enhances accessibility for both residents and employers.

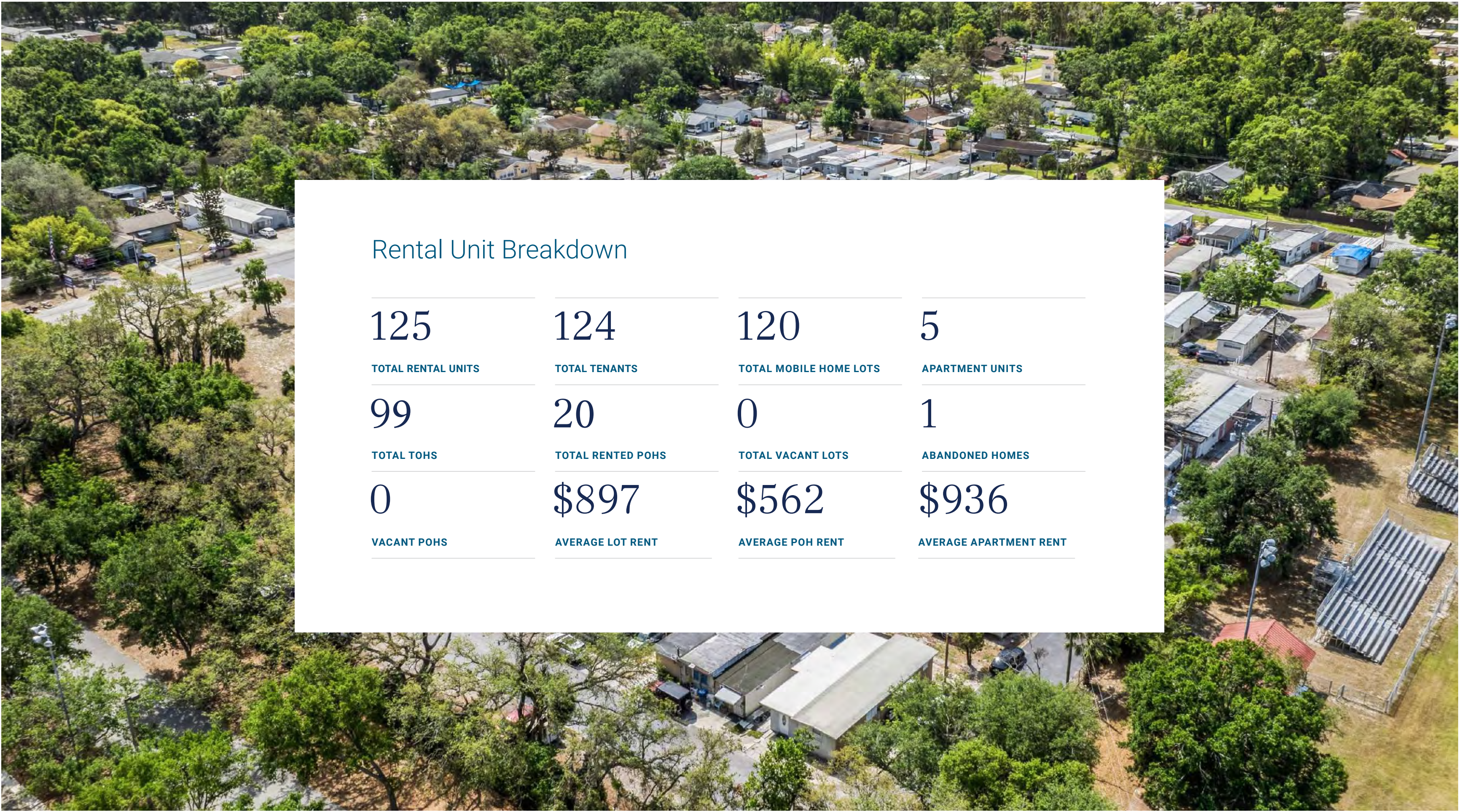
Residents of the Tampa MSA enjoy a wealth of amenities including Busch Gardens, the Tampa Riverwalk, pro sports teams, cultural institutions, and proximity to the Gulf Coast. With its sunny climate, growing economy, and diverse housing options, the Tampa metro remains one of the most attractive regions in the country for both living and investment.

## Rental Market Snapshot – Tampa, FL MSA

- Renters comprise approximately 44% of the Tampa MSA's population, reflecting strong demand for rental housing across both urban and suburban areas.
- Vacancy rates hover near historic lows at just 4.5%, indicating limited inventory and consistent pressure on affordable rental supply.
- The Tampa MSA has a population of approximately 3.4 million residents and continues to grow at a rate exceeding 1% annually, driven by sustained immigration and economic expansion. Growth projections indicate that the Tampa MSA will continue to grow, with an estimated increase of 22% between 2023 and 2050, adding over 745,000 residents. The ZIP code 33604, experienced significant population growth, particularly in recent years. The total population is 39,071. A substantial portion of the population (31%) moved to the area between 2018 and 2020, while 10% moved in since 2021.
- The median home cost in the Tampa MSA is approximately \$449,950, with prices increasing more than 50% over the past decade, pushing more households into the rental market.
- Average 2-bedroom apartment rents are approximately \$2,158 per month, while 3-bedroom units average \$2,368 per month, further underscoring the affordability gap and growing need for alternative housing options like manufactured housing.







# Rental Unit Breakdown

125

TOTAL RENTAL UNITS

124

TOTAL TENANTS

120

TOTAL MOBILE HOME LOTS

5

APARTMENT UNITS

99

TOTAL TOHS

20

TOTAL RENTED POHS

0

TOTAL VACANT LOTS

1

ABANDONED HOMES

0

VACANT POHS

\$897

AVERAGE LOT RENT

\$562

AVERAGE POH RENT

\$936

AVERAGE APARTMENT RENT



# Investment Summary

## Pricing

Unpriced, Best Offer

## Upside Comments

Upside on this 2 Park Portfolio can be achieved by acquiring a cash-flowing asset with key operational efficiencies, increasing lot rents due to the strong affordable housing demand, and converting/selling the 20 park owned homes (POH) into tenant owned homes (TOH).



## Capitalized Revenues

	P&L 0	P&L 1
	T-12 P&L - From Seller	T-1 P&L - From Seller
TOTAL GROSS INCOME (ALL REVENUES)	\$1,631,083	\$1,702,123
TOTAL GROSS EXPENSE (ALL EXPENSES)	\$574,316	\$574,316
GLOBAL NOI:	\$982,120	\$1,053,160

## Park Revenues

TOTAL INCOME (PARK ONLY)	\$1,317,389	\$1,472,443
TOTAL EXPENSES (PARK ONLY)	\$493,877	\$493,877
NET OPERATING INCOME (PARK ONLY)	\$823,512	\$978,565

## Park Owned Home Revenues

	P&L 0	P&L 1
TOTAL POH & RTO REVENUE	\$239,048	\$155,034
POH & RTO EXPENSES	\$80,439	\$80,439
POH / RTO NET INCOME	\$158,609	\$74,595

Property Revenue & Expense

Property Revenue & Expense	P&L 0	P&L 1	Comments
	Sellers Actuals	Sellers Actuals	
	REVENUE: T12 P&L	REVENUE: RR, MARCH, 2025	
	ACTUAL PER SELLER RECORDS	CURRENT RENTS PER RR	
	REVENUE AS REPORTED	99.2% OCCUPANCY	
	EXPENSE AS REPORTED	EXPENSE AS REPORTED	
LOT RENT REVENUE	\$1,153,032	\$1,280,474	P&L 0,1: As Reported
ADMIN FEE REVENUE	\$0	\$4,836	\$3.25/m per tenant “Admin Fee”
APARTMENT REVENUE	\$33,372	\$56,148	P&L 0,1: As Reported
UTILITY REVENUE	\$59,908	\$59,908	P&L 0,1: As Reported (Includes Water & Sewer)
TRASH REVENUE	\$88,406	\$88,406	P&L 0,1: As Reported
FEE REVENUE (RE)	\$57,317	\$57,317	P&L 0,1: As Reported
COLLECTIONS LOSS/BAD DEBT	\$74,646	\$74,646	P&L 0,1: As Reported
TOTAL REVENUE	\$1,317,389	\$1,472,443	
PROPERTY TAX	\$71,053	\$71,053	P&L 0,1: As Reported
INSURANCE EXPENSE	\$81,602	\$81,602	P&L 0,1: As Reported
REPAIRS & MAINTENANCE SERVICES	\$9,090	\$9,090	P&L 0,1: As Reported
MOWING, LANDSCAPING & SNOW SERVICES	\$20,380	\$20,380	P&L 0,1: As Reported
UTILITY SERVICES	\$87,179	\$87,179	P&L 0,1: As Reported (Includes Water & Sewer)
TRASH SERVICES	\$60,594	\$60,594	P&L 0,1: As Reported
ELECTRIC SERVICES	\$15,892	\$15,892	P&L 0,1: As Reported
MANAGEMENT	\$128,765	\$128,765	P&L 0,1: As Reported
GENERAL & ADMIN SERVICES	\$19,323	\$19,323	P&L 0,1: As Reported
TOTAL EXPENSES	\$493,877	\$493,877	
EXPENSE RATIO	37%	34%	
NET OPERATING INCOME (NOI)	\$823,512	\$978,565	
POH INCOME	\$239,048	\$155,034	P&L 0,1: As Reported
POH/RTO EXPENSES	\$80,439	\$80,439	P&L 0,1: As Reported
NET POH/RTO INCOME	\$158,609	\$74,595	
CASH FLOW BEFORE DEBT	\$982,120	\$1,053,160	



## Advertised Pricing

REAL ESTATE VALUE

POH VALUE

TOTAL VALUE

## P&L 1

Unpriced, Best Offer

Unpriced, Best Offer

Unpriced, Best Offer

## Unit Types

## Count

## Avg Rent

TOTAL RENTABLE UNITS

125

TOTAL MOBILE HOME UNITS

120

TENANT OWNED HOME

99

\$897

RENTED PARK OWNED HOME (POH)

20

\$562

APARTMENT

5

\$936

VACANT PARK OWNED HOME (POH)

0

VACANT APARTMENT

0

ABANDONED HOME

1

VACANT MOBILE HOME LOT

0

## Infrastructure

## Type

## Who Pays

WATER SYSTEM

Public

Tenant Pays

SEWER SYSTEM

Public

Tenant Pays

TRASH

Curbside

Tenant Pays

ELECTRIC SERVICES

Public

Tenant Pays

GAS/PROPANE SERVICES

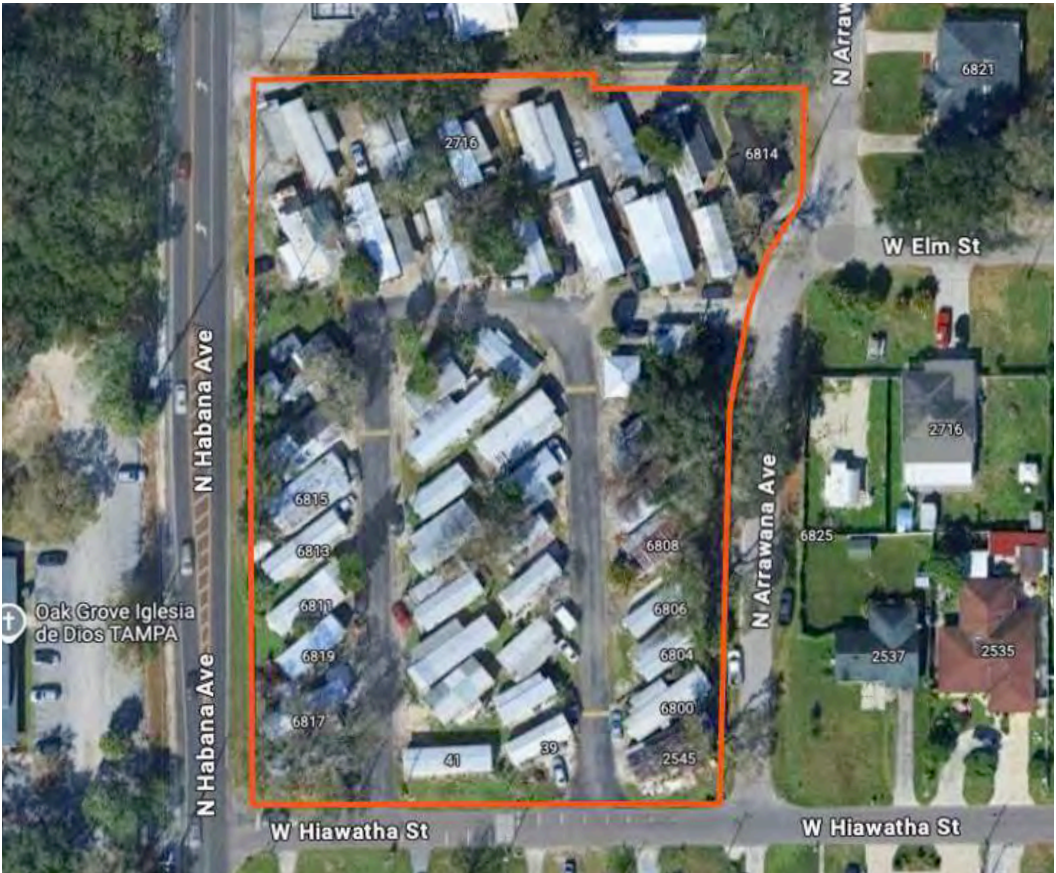
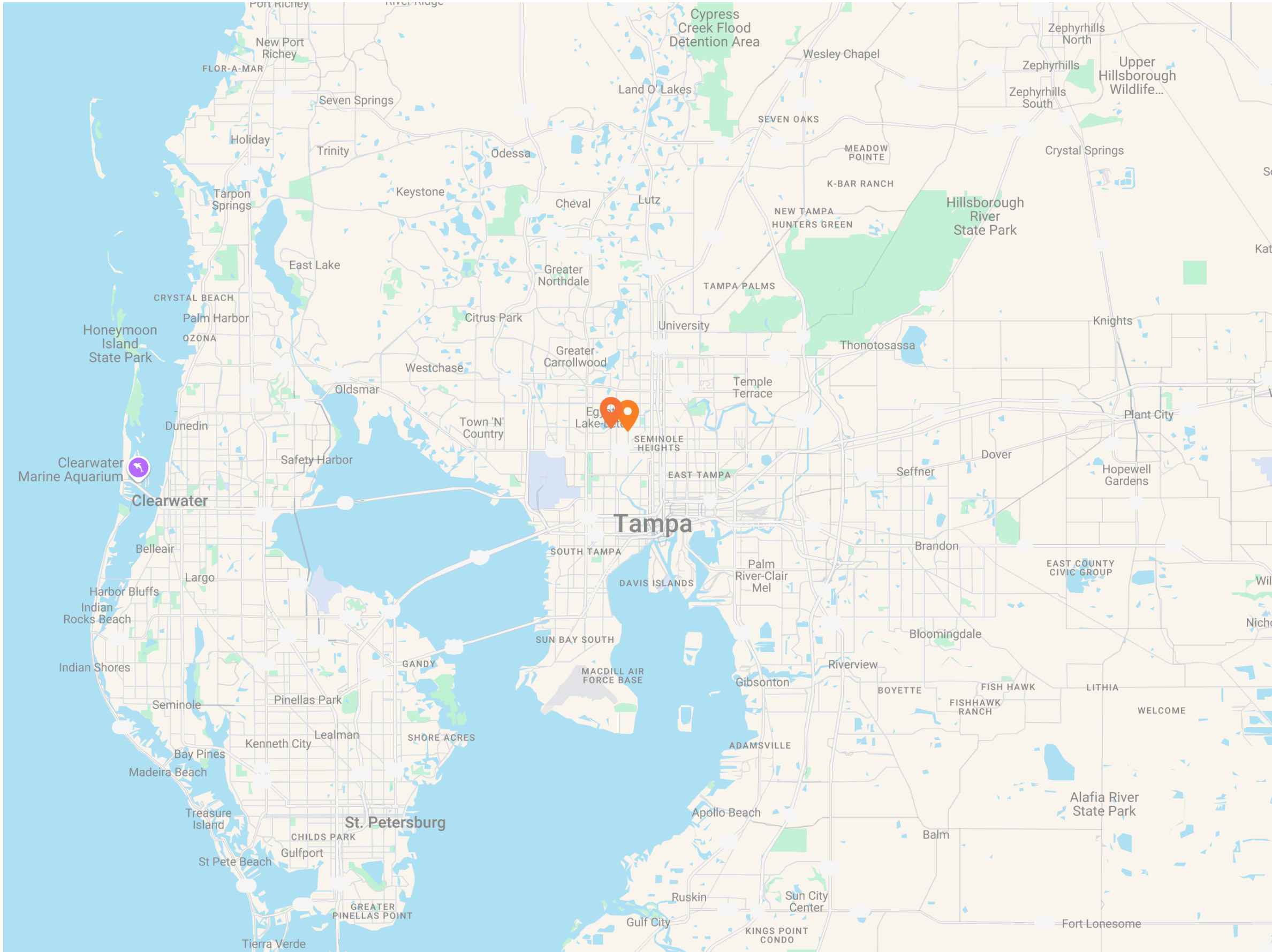
Public

Tenant Pays





► Location Map and Property Parcel





► Ralston Beach Photos





► North Rome Photos





# Brokerage Team

With a career spanning over two decades Glenn Esterson is one of the top professionals in the Manufactured Housing Industry. Since 2020, Glenn and his team have facilitated the sale of hundreds of parks, worth over a billion dollars. In addition to being a former park owner, Glenn’s extensive industry experience includes owning and operating several industry-supportive businesses, providing him and his team and their clients a comprehensive understanding of the industry. These efforts ultimately gives him a unique perspective that provides an advantage for his clients in buying and selling land lease communities across U.S. markets.

He works exclusively with institutions, syndications, and private investors, serving as their primary real estate investment advisor for acquisition and disposition needs. His dedication, expertise, and results-driven approach continue to position him and his team as industry leading experts.

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▶ **ESTERSON TEAM MHC**

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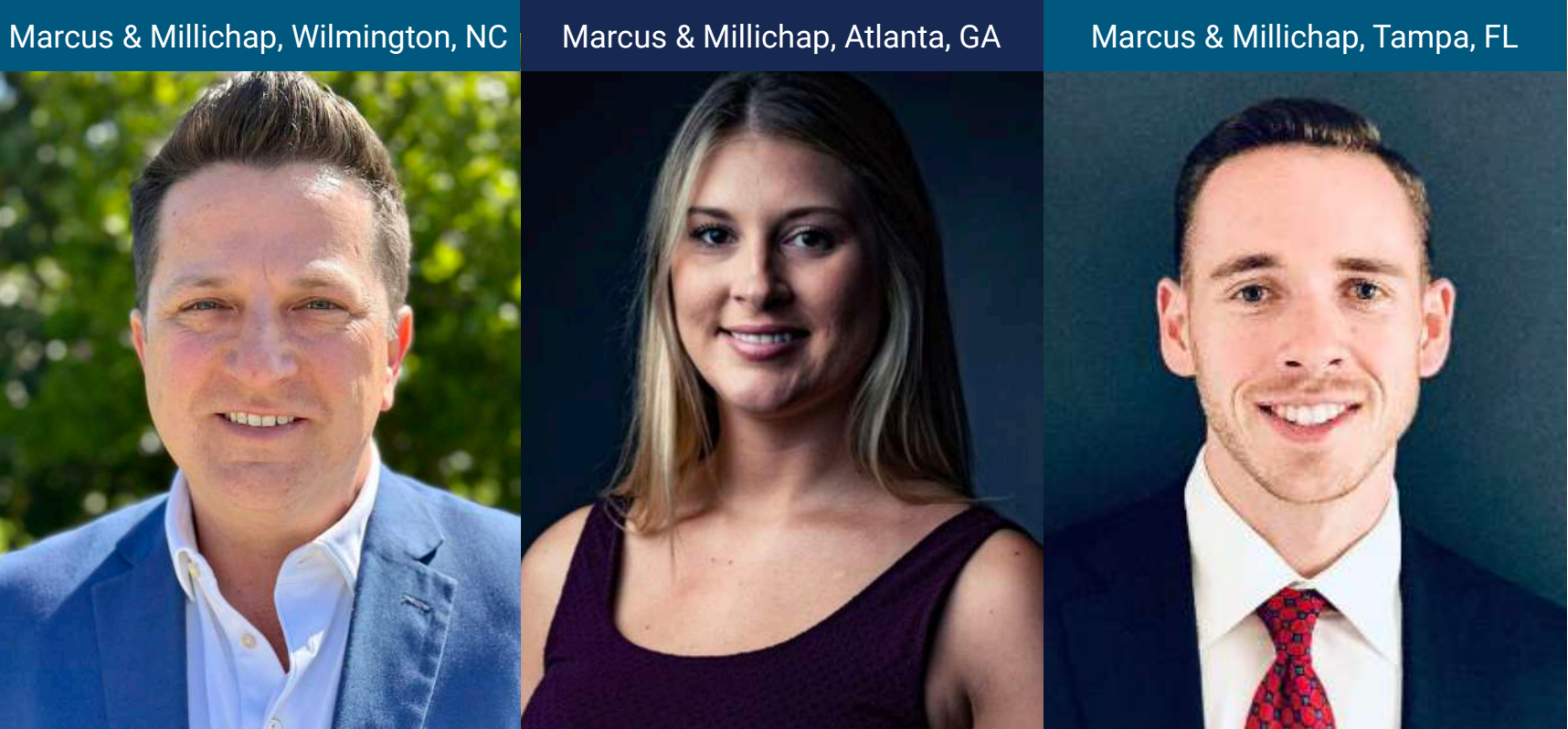
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FOUNDER & CEO



**Dylan Hellberg**  
VICE PRESIDENT



**Cole Burchill**  
TEAM AGENT



**Justin Jeffries**  
DIRECTOR OF OPERATIONS



**Sallie Whitehurst**  
LICENSED ASSISTANT



**Taylor Murphy**  
LEAD DATA MANAGER





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