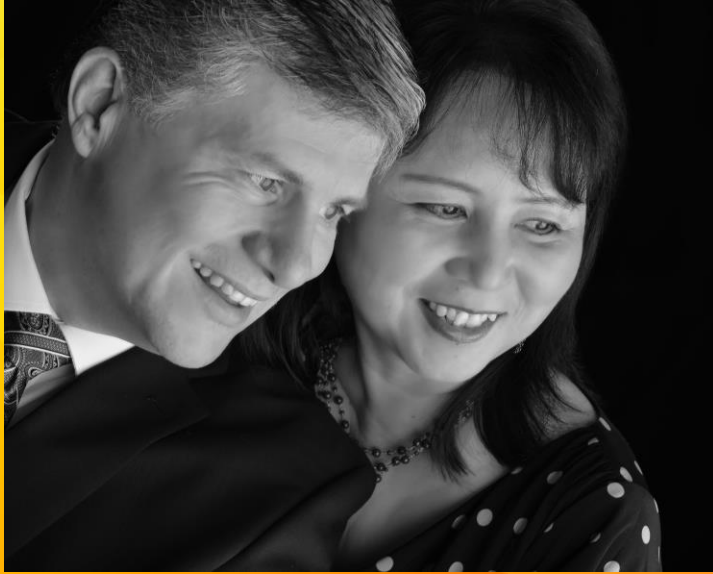




Caiyun & Walt Johns

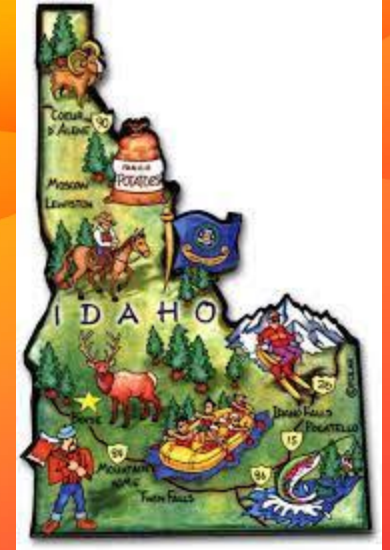
Mobile Homes



Market (Boise - Idaho)

Yes, that's in the USA

- The GEM State
- Famous Idaho Potatoes
- Home of Boise State University and the (BSU) Blue Football Field
- Great Ski Resorts
- 2.3 Million Acres of Wilderness
- Population of Idaho 1.9 million



Housing Market

- **Single Family Home**
 - Median Sold Price
 - Price Per Sq Ft.
 - Avg Days on Market
 - Vacancy Rate
- **Apartment Rents**
 - Avg Rents-
 - 2-3 BDR
 - Vacancy
- **To Build**
 - \$\$\$ Per Sq Ft
 - Days to Build
- **Mobile Home Lot Rents**
 - \$250 - \$600
 - 20% vacancy across the Treasure Valley



Why Mobile Homes?

- Lower Capital requirement for purchase
- Lower Capital requirement for Labor and Material to remodel
- Creates a significant CASH FLOW to be used for other investments quickly. (BE THE BANK)
- Very low legal oversight or governance to manage asset.
- Utilize Legal Notes and Title company for asset protection.

OUR STRATEGY

“Use **CAPITAL** generated from **BUYING, SELLING, & TRADING**, Mobile Homes to acquire Single Family Houses to create more long-term **RENTAL INCOME.**”



\$\$\$ The Math Example \$\$\$

1st Year

4 Mobile Home

4 Mobile Homes with a payment of \$350 each month...

$$4 \times \$350 = \$1,400 \text{ per month}$$

$$12 \text{ Months} \times \$1,400 = \$16,800$$

2nd Year

8 Mobile Home

4 Mobile Homes with a payment of \$350 each month...

Plus 4 more Mobile Homes with a payment of \$350 each month.

$$8 \times \$350 = \$2,800 \text{ per month}$$

$$12 \text{ Months} \times \$2,800 = \$33,600$$

3rd Year

12 Mobile Home

8 Mobile Homes with a payment of \$350 each month...

Plus 4 more Mobile Homes with a payment of \$350 each month.

$$12 \times \$350 = \$4,200 \text{ per month}$$

$$12 \text{ Months} \times \$4,200 = \$50,400$$

Return On Investment (ROI)

First 13 Deals

\$129,000 invested
generated **\$715,000** in revenue
\$585,000 in profit
over 5 to 10 years

A TURNKEY CASH FLIP



1970 - 2 BR 1 BATH

Purchased for \$6,500

Sold for \$12,000

PROFIT \$5,500

Sold on PAYMENTS

1996 (66 x 14) 3 BR x 2 Bath

PAID **\$12,000**

TURNKEY ON INSIDE

PAINTED HOME & DECK

SOLD FOUR WEEKS



Painted Mobile Home and Deck



FIRST TIME WITH A SPRAYER



Profit \$27,000 | \$320 Monthly

Taxes per month:	\$ 20.00	Mobile Home and Contents Sold in AS IS Condition No warranty is Implied or Given Buyer(s) Initial <u>JM</u>
Insurance per month:	\$ 21.73	
Loan Payment per month:	\$278.27	
Total monthly payment	\$320.00	
Annual Percentage Rate	15%	
Amount Financed	\$19,500.00	
Terms	14 years	
Number Of Payments Per Year	12	
Finance Charge	\$27,249.82	

TOTAL OF PAYMENTS \$46,749.36 (*excluding insurance and taxes*) is the amount you will have paid when you have made all scheduled payments.

Payable in 168 monthly installments of \$320.00 each, beginning on 1 July, 2014.

Large Doublewide Deal



1996 (28 x 68) 3 BR 3 Bath

Paid \$14,000

Turnkey on INSIDE

Mainly Cosmetic work

Moved, Painted & Added Deck

MOVED IT 18 MILES

We Jacked it up!



Pulled it up hill!



Turned it! Tugged it!



COST US \$2,500 to MOVE

Got it on the road



Sat it back down



Updated it



PARK PAID \$5,000 of the MOVE FEE + 2 Months Lot Rent

SOLD for \$35K with \$8K CASH DOWN



With tax and insurance monthly payment is **\$400**

Amount	\$	27000
Term	20 YR	0 Mo
Rate	15 . 0	%
Monthly Payment		
		\$355.53
Monthly Interest		
		\$243.03
Total Interest		
		\$58,327.96
Total Amount		
		\$85,327.96
<i>i</i>		

A few tips that worked for us...

1. Don't be afraid to try.
2. Build a working relationship with park managers.
3. Ask park managers to refer you to other parks.
4. Use ACTION TO NOTIFY letter for the park when lot rent is missed.
5. Always know the park rules and never deviate.
6. Support park in all actions and never get in the middle of disputes.
7. Let the buyer tell you how much they can afford to pay down.
8. Let the buyer tell you how much they want payments to be.
MAKE THEM AFFORDABLE
9. Know the rental market and stay just under it for payments.
10. Use park resources, i.e. (Contractors, Movers, Occupants)

LIVE YOUR DREAMS



We hope you live your dreams...