

# CENTURY 21<sup>®</sup> COMMERCIAL MANUFACTURED HOUSING COMMUNITIES



## THE OPPORTUNITY

CENTURY 21<sup>®</sup> Commercial sales professionals understand that evaluating commercial real estate means understanding the potential return on investment. Whether this is your first venture at entrepreneurship or you are a well-established business owner, your interests are always our number-one priority. CENTURY 21 Commercial sales professionals can help you to locate, evaluate and negotiate commercial real estate while understanding your concerns, including asset value, productivity, efficiency and investment preservation.

The CENTURY 21 Commercial Network realizes that investment value is based on your specific objectives and offers assistance while keeping in line with your interests, goals and capabilities.

## MANUFACTURED HOUSING COMMUNITIES OVERVIEW

Manufactured housing communities can be a good option—whether you are looking to buy, lease, or invest. These properties are communities where residents generally own their homes and rent the land. The community may offer various amenities, such as a pool, clubhouse, tennis courts and activities. Communities could have established restrictions, such as age requirements for retirement living. Properties may be utilized for income, tax relief and appreciation. However, you should consult with your tax advisor about specific tax and financial advice.

## PROPERTY CHARACTERISTICS

These communities are typically characterized by the total number of lots. Fully serviced lots may include electrical, sewer and water hookup. Lots may also be seasonal or have winterization capabilities for year-round occupancy. The land is usually rented on a yearly lease, but communities might offer day or week terms, as well.

Evaluations may include many financials, as well as occupancy rate and geographic location. Proximity to attractions, highways and cities, as well as other factors, may contribute to the value of the property and influence decisions. CENTURY 21 professionals can facilitate the process of measuring cash flow, cap rate and net operating income figures, all of which are factors when evaluating this type of investment.

## SPECIAL CONSIDERATIONS

CENTURY 21 Commercial sales professionals can facilitate the process of analyzing location, trends, populations and other demographics that may help to minimize risk. In addition, CENTURY 21 Commercial sales professionals have access to resources that can help to assess the challenges associated with zoning, environmental and occupancy requirements. A Cash-Flow Model might also be used to analyze and estimate an investment's income, expenses, and yield. The availability of forecasted conditions in the real estate market and the impact on a given property may also be used to evaluate each potential investment.

## EXPERIENCE AT YOUR SERVICE

The CENTURY 21 Commercial Network leverages the distinguished reputation of the Century 21 Real Estate Corporation—the franchisor of the world's largest residential real estate sales organization, providing comprehensive training, management, administrative and marketing support for the CENTURY 21 System.

This System brings together industry resources, technology and the experience of more than 118,000 trained professionals at independently owned and operated franchised broker offices in more than 40 countries and territories worldwide.

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*Gold means Sold*

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