

Mobile Home Park Advantage

Build the financing case around the park and its operations.

EXISTING PARKS | GENERAL-ROUTE LEVERAGE REVIEW

Who it is for

Investors considering commercial bridge financing for an eligible existing mobile home park. The request should explain the land, spaces, home ownership and operating model rather than treating the park as a conventional apartment building.

Ideal properties and transactions

An existing park with a defined acquisition or refinance objective and a credible operating and exit strategy. Separate tenant-owned homes from park-owned homes, occupied sites from vacant pads and real estate income from other revenue. Disclose infrastructure needs early.

Credit, experience and liquidity

The flyer references a general-route maximum of 70% LTC/LTV and an indicated general-route credit screen of 650. Capacity is tailored and qualification considers park operations, cash flow and exit. These are general references, not a complete park-specific approval matrix. Explain sponsor and management experience, other obligations and cash available after closing. Separate transaction funds, required reserves and your own operating cushion. Ask which verification requirements apply to the selected route.

BRING THE COMPLETE COMMERCIAL SCENARIO

Property + operations + value + requested loan + financing purpose

Subject to underwriting. Not a commitment to lend. Images are AI-generated and illustrative.

Mobile Home Park Advantage | Planning guide

Leverage and valuation framework

Separate accepted cost, as-is value and any prospective value supported by the approved structure. LTV compares debt with the lender's accepted value; LTC uses eligible transaction or project costs. Purchase, refinance and cash-out can have different limits. Account for existing liens, closing costs, holdbacks and reserves before estimating usable proceeds. Ask which constraint governs and how property use, condition and cash flow affect the final advance. Headline capacity is not a cash-to-close calculation. Request a sources-and-uses worksheet that separates the closing advance, any future funding and funds retained for reserves. For a refinance, distinguish the gross loan amount from cash remaining after payoffs and all transaction expenses.

Income and operating review

Prepare a pad-level rent roll, collections, occupancy and operating expenses. Explain whether utility charges are included, recovered or paid directly by residents. Identify income from park-owned homes separately and ask how each income stream is treated in the lender's valuation and coverage review.

Program structure and execution

Review ownership and condition of roads, utilities, water and wastewater systems, access and common facilities. Identify required repairs, vacant-pad plans and any material operating restrictions. An existing-park bridge route should not be assumed to finance land development, new construction or every expansion plan.

Property and location considerations

Confirm the legal property use, zoning, access, occupancy and insurance suitability. Identify tenant or operator concentration, deferred maintenance, major systems and any environmental or specialized-use concerns before ordering reports. The relevant property and operating approvals must be checked independently. Ask which conditions must be resolved before funding and verify state availability. A property's marketing category alone does not establish an eligible loan purpose or approved collateral. Identify who is responsible for maintenance, repairs and compliance under each lease or operating agreement. A tenant or operator obligation should still be reviewed for its practical effect on the collateral and the owner's cash needs.

Holding period, exits and stress tests

Set a holding period and compare the proposed loan with any planned sale, refinance or change in ownership. Model weaker income, a vacancy or operating disruption, higher expenses and an unexpected repair. Include financing and transaction costs when estimating the final outcome. Ask about maturity, prepayment, adjustment or extension provisions and guarantees. Future refinancing depends on then-current operations, condition, valuation and available lending terms, and is not guaranteed. If repayment depends on another lender, identify the performance and property conditions that takeout requires. Keep a contingency plan for additional holding time rather than treating a projected sale or refinance date as committed cash.

Documentation to prepare

Provide a site/pad schedule, ownership split, utility information, operating history, current debt or purchase documents and the business plan. Include infrastructure budgets and the support for a sale or refinance exit without relying solely on a projected occupancy increase. Add ownership/entity records and the property, title and insurance information specified in the approved checklist. Provide sensitive identity and financial records through Karpata's secure process rather than in a public quote request. Explain unusual conditions and identify documents still pending.

Limitations and questions to resolve

All terms require borrower, credit, property and program approval and may not apply together. Confirm pricing, fees, reserves, guarantees, permitted use of proceeds and funding conditions in writing. Program descriptions and document alternatives are starting points for review rather than loan commitments. Educational preparation questions do not add undisclosed lender policy. This is eligible business-purpose real estate financing, not a consumer home mortgage. Final approved documents govern the transaction.

LET'S REVIEW YOUR NEXT COMMERCIAL PROPERTY

Request a quote | KarpataFinance.com | 480-846-1001

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