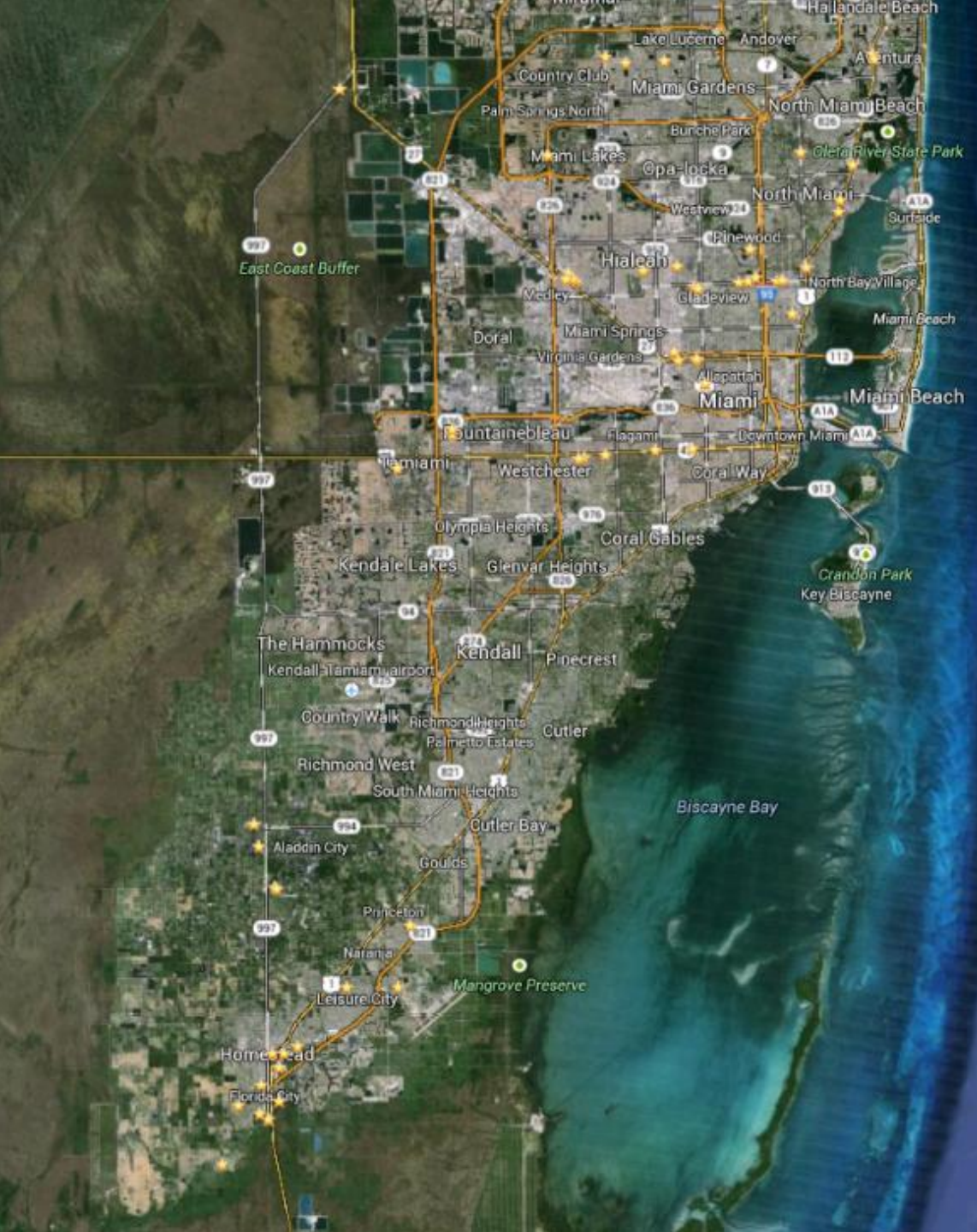


MOBILE HOMES IN MIAMI-DADE COUNTY

preserving them as a form of affordable housing

the idea

Preserving mobile home parks in Miami-Dade County as a form of affordable housing by securing funds for homeowners associations to purchase their mobile home parks when in foreclosure, or as a result of other conveyances.



miami-dade county:

- 61 parks
- 12,000+ trailers
- average lot rent is \$453/month
- average monthly income is \$974/month

how to do it

1. **financing**

2. capacity

“how to strike it rich in the trailer-park business”

Royal Duke Trailer Court financials

Lot rent is
\$500/month,
with 130 lots
= \$65,000

Used car sales lot
monthly rent
= \$11,000

Monthly revenue:
\$76,000

Annual revenue:
\$912,000

MAGAZINE 156 COMMENTS

The Cold, Hard Lessons of Mobile Home U.


By GARY RIVLIN MARCH 13, 2014

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BELLE
NOW PLAYING
GET TICKETS

“Don’t get too hung up on appearances,” Frank Rolfe reminded us as our tour bus made its way to the first of several trailer parks we would visit on a bright Saturday afternoon in Southern California. “Remember, you don’t have to live in these homes.”

It was Day 2 of Mobile Home University, an intensive, three-day course on how to strike it rich in the trailer-park business. Seventy-five or so students had signed up for the class, which Rolfe offers every other month in different places around the country. Most of the enrollees weren’t real estate speculators; they were jittery members of a hard-pressed middle class. They were nervous about retirement. Or they were worried about their jobs moving overseas. Or they were making \$100,000 a year, maybe even \$200,000, but felt the need to earn more. All of



VIEW SLIDE SHOW | 11 Photos
Going Mobile

Lars Tunbjork for The New York Times

New York Times article discussing how mobile home parks across the country are a “get quick rich” scheme.

how to do it cont.

1. **financing**

2. capacity

how to do it cont.

1. financing

2. capacity

moving forward

1. end result: more questions than answers
2. questions?