

LEAD SHEET EXAMPLE

MHP

Date: _____

Park name: _____ State: _____

Owner name/age: _____

Phone number: _____

Email: _____

Address: _____

City/state/ZIP: _____

Top 5

1. Lots: _____

2. Occupied: _____

3. Lot rent: _____

A. Last rent increase: _____

4. Park owned: _____ Tenant owned: _____

5. Delinquency rate: _____

Follow-up #1: _____

Follow-up #2: _____

Follow-up #3: _____

Follow-up #4: _____

Remember to get P&L and rent roll

Utilities

1. Water - private or public: _____

2. Sewer - private or public: _____

A. Private: septic, sewer treatment plant, or lagoon: _____

3. Trash - who pays/how much: _____

4. Power/gas - who pays/how much: _____

Notes

Infrastructure

1. Acreage/sizes: _____

2. Type of roads & conditions: _____

3. Lights/utility lines conditions: _____

4. Trees - need cutting? _____

5. Flood plain? _____

6. Other cap-ex needed? _____

7. Taxes: _____

Management

1. How is it managed: _____

2. On site office? _____ Age/repairs needed? _____

3. Seller motivation: _____

Financing

1. OWC/Assume: _____

2. Asking price: _____