

West Side Villages

8337 Hwy 53 & 411 New Liberty Church Rd | Braselton, GA 30517

Manufactured Housing
Investment Opportunity

Offering Memorandum



MATTHEWS™

EXCLUSIVELY LISTED BY



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Table of Contents

03

Property
Overview

08

Financial
Overview

17

Market
Overview

PROPERTY OVERVIEW

West Side Villages
Braselton, GA 30517



EXECUTIVE SUMMARY

**8337 Hwy 53 & 411 New
Liberty Church Rd**
Braselton, GA 30517

29
Lots

\$1,150
Average Rent

±21
Lot Size (AC)

Utility: City
Water & Septic
Tanks

The Opportunity

Matthews™ is proud to exclusively present West Side Villages, a unique manufactured housing investment located at 8337 Hwy 53 & 411 New Liberty Church Rd, Braselton, GA 30517. This 29-lot community is strategically positioned in a high-growth corridor of northeast Georgia, characterized by a rapidly expanding population and an affluent demographic with a median household income of approximately \$121,000. Built in 1978, the property offers investors a stabilized, high-yielding asset with significant upside potential through market rent alignment and continued operational optimization.

West Side Villages benefits from a mix of 3 Tenant-Owned Homes (TOH) and 26 Park-Owned Homes (POH), maintaining a consistent tenant base in a supply-constrained market. With favorable fundamentals in the Braselton submarket—including proximity to major employment drivers like the Northeast Georgia Medical Center and the Interstate 85 logistics corridor—this offering presents a compelling opportunity to acquire a cash-flowing alternative asset with historical 9.50%



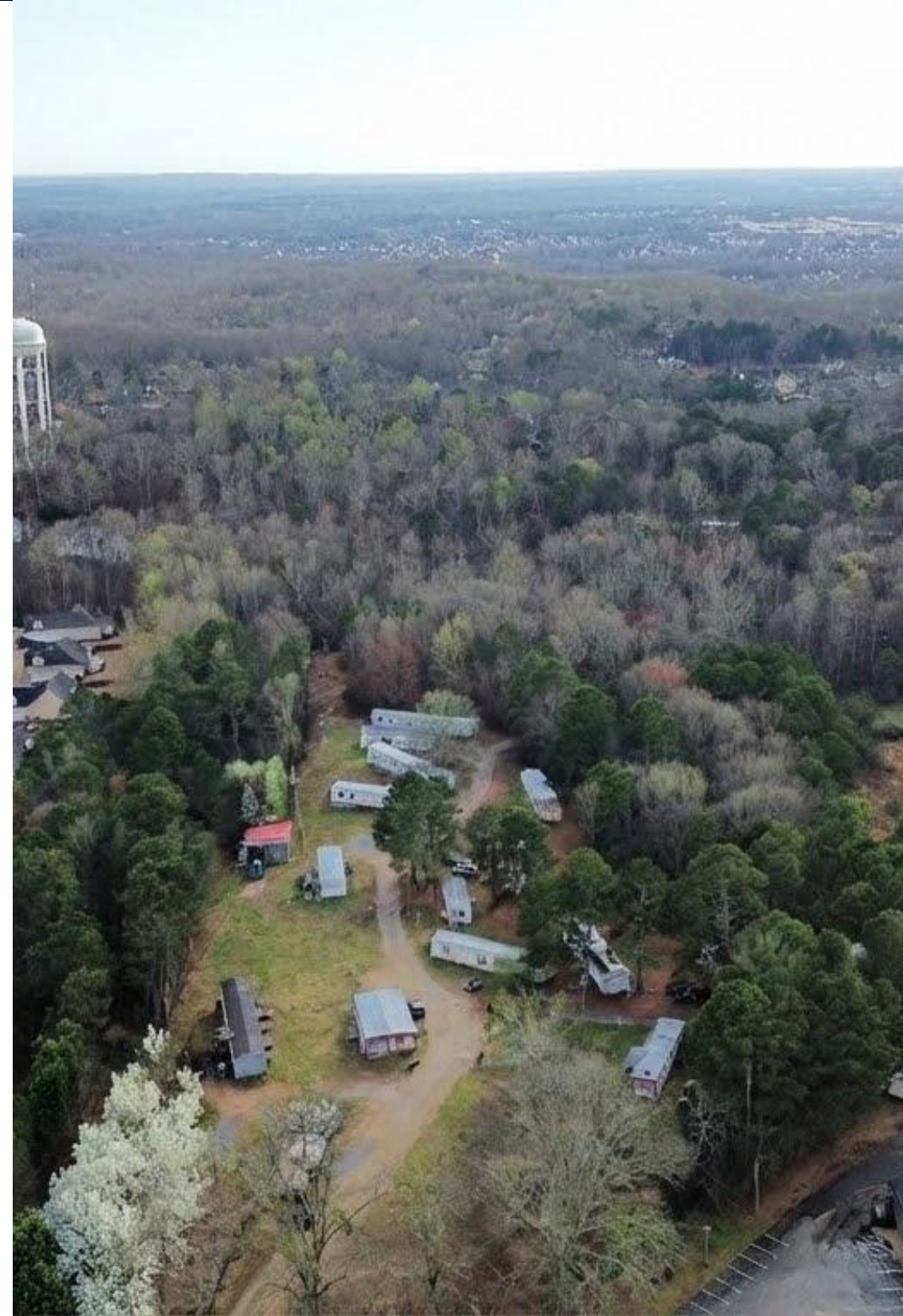
INVESTMENT HIGHLIGHTS

Property Highlights

- 29 Total Lots situated on a combined 21.6 Acres across two backing parcels.
- **Unit Mix:** 26 Park-Owned Homes (90%) and 3 Tenant-Owned Homes (10%).
- **High Occupancy:** Currently 100% occupied with consistent long-term tenants.
- **Spacious Density:** Exceptionally low-density layout of almost 1 unit per acre.
- **Revenue Growth:** Current average lot rent is \$575, with a clear path to market rents of \$600+.
- **Utilities:** City Water directly billed back to tenants and Septic Tanks
- **Rents: Extremely high parked owned home rents, averaging \$1,150 per month**
- **Strong Returns:** Historical Cap Rate of 9.50%
- **Scale:** Large average lot size of approximately 980 SF per unit within the 1978 build.
- **Valuation:** property valued at \$2.55M.

Site and Infrastructure Highlights

- **Dual Parcel Connectivity:** The property consists of two different parcels that back up to one another, providing specialized access and expansion potential.
- **POH Value:** Significant value-add component with \$1.1M attributed to the Park-Owned Home inventory.
- **Utility Efficiency:** Pro forma estimates include managed utility/fuel costs with an expense ratio stabilized at approximately 40.69% to 45.7%.
- **Professional Management:** Opportunity to improve margins through a 10% management fee structure or transitioning to self-management.
- **Low Complexity:** Infrastructure-light asset relative to traditional multifamily, focused on land value and manufactured housing stability.



INVESTMENT HIGHLIGHTS



Location Highlights

- **Strategic Connectivity:** Situated along Hwy 53, offering direct access to Interstate 85 and a 45–50 minute commute to downtown Atlanta.
- **Affluent Demographics:** Located in a market with a \$459,400 median property value
- **Economic Drivers:** Immediate proximity to Château Élan Winery and Resort and the Northeast Georgia Medical Center Braselton, one of the state's fastest-growing healthcare campuses.
- **Rapid Growth:** The local population is projected to grow by over 20% in the next five years within a 3-mile radius.
- **Limited Supply:** High homeownership rates (74.4%) and neighborhood stability create high demand for affordable alternative housing options like West Side Villages.
- **Business Friendly:** Situated in the landlord-friendly Georgia market, benefiting from the state's favorable operating and tax conditions.



53



Stovall and Company

51 Minutes
Downtown Atlanta

58 Minutes
Hartsfield-Jackson
Atlanta International Airport

Subject Property

± 24,000 VPD



+ Northeast Georgia Medical Center
±100 Beds



New Development | Arcadia 347



± 41,000 VPD

Braselton



HAVERTY'S

amazon



53



FINANCIAL OVERVIEW

West Side Villages
Braselton, GA 30517



FINANCIAL SUMMARY

\$2,551,458

List Price

\$87,981

Price Per Lot

9.51%

Cap Rate

\$1,150

Average Rent

Unit Mix

Total Units	Unit Mix	Unit Mix %	Current Lot Rent	Park Owned Additional Rent	All In Rent	Market Lot Rent	Market All in Rent	Total Current Monthly Rent	Market Monthly Rent
3	TOH	10%	\$575	\$0	\$575	\$600	\$600	\$1,725	\$1,800
26	POH	90%	\$575	\$550	\$1,125	\$600	\$1,150	\$14,950	\$15,600
	Average		\$575	\$550	\$850	\$600	\$875	\$16,675	\$17,400
29	Total		\$16,675	\$14,300	\$24,650	\$17,400	\$25,375		

FINANCIAL SUMMARY

Annual Operating Summary

	Pro Forma Estimates	Historical	Per Unit	Year 1 Adjusted	Per Unit	Market	Per Unit
Tenant Owned Income		\$20,700		\$208,800	Market Rent	\$208,800	4%
Park Owned Income	No			\$0	Market Rent	\$0	
Less Vacancy	-7.5%	\$0	0.00%	-\$15,660	-10.0%	-\$10,440	-5.0%
Loss/Gain to Lease	0.0%	\$0	0.00%	\$0	-1.0%	-\$2,088	-1.0%
Less Concessions	0.00%	\$0	0.00%	-\$522	-0.3%	-\$522	-0.25%
Less Change in Delinquency	-1.00%	\$0	0.00%	-\$2,088	-1.0%	-\$522	-0.25%
Other Income	2.00% Over Actual	\$26,400	\$910	\$26,928	\$929	\$26,928	\$929
Gross Operating Income		\$47,100		\$217,458		\$222,156	
Expenses		\$55,019	116.8%	\$94,852	40.69%	\$95,321	40.98%
Tenant Owned Net Operating Income		-\$7,919	-\$273	\$122,606	\$4,228	\$126,835	\$4,374
POH Summary							
POH Rents	Yes	\$309,054	\$10,657	\$171,720	Market Rent	\$171,720	
POH Vacancy	-10.0%		0.00%	-\$17,172	-10.0%	-\$5,152	-3.0%
POH Expense	3.00% Over Actual	\$58,525	\$2,018	\$60,280	\$2,079	\$60,280	\$2,079
Net POH Income		\$250,529	\$8,639	\$94,268		\$106,288	
Total Net Operating Income		\$242,610	\$1,833	\$216,874	\$2,978	\$233,123	\$5,534





FINANCIAL SUMMARY

	Pro Forma Estimates		% of Current SGI	Historical	Per Unit	Proforma	Per Unit	Market	Per Unit	% of SGI
Real Estate Taxes	-		87.26%	\$18,063	\$623	\$24,511	\$845	\$24,511	\$845	11.7%
Off-Site Management	10.0%	x GOI	0.00%	\$0	\$0	\$21,746	\$750	\$22,216	\$766	10.6%
Insurance	\$400	Per Unit	54.61%	\$11,304	\$390	\$11,600	\$400	\$11,600	\$400	5.6%
General and Administrative	\$150	Per Unit	7.66%	\$1,585	\$55	\$4,350	\$150	\$4,350	\$150	2.1%
Contract Services	\$25	Per Unit	0.21%	\$43	\$1	\$725	\$25	\$725	\$25	0.3%
Landscaping/Grounds	\$85	Per Unit	0.00%	\$0	\$0	\$2,465	\$85	\$2,465	\$85	1.2%
Repairs & Maintenance	\$100	Per Unit	0.00%	\$0	\$0	\$2,900	\$100	\$2,900	\$100	1.4%
Trash Removal	\$25	Per Unit	0.00%	\$0	\$0	\$725	\$25	\$725	\$25	0.3%
Other Utilities/Fuel/Gas	2%	Over Actual	115.46%	\$23,901	\$824	\$24,379	\$841	\$24,379	\$841	11.7%
Marketing/Advertising	\$50	Per Unit	0.60%	\$124	\$4	\$1,450	\$50	\$1,450	\$50	0.7%
Total Expenses			116.81%	\$55,019	\$1,897	\$94,852	\$3,271	\$95,321	\$3,287	45.7%
				Current	Per Unit	% of SGI				
Non-controllable expenses: Taxes, Ins., Reserves				\$29,367	\$1,013	14.1%				
Total Expense without Taxes & Reserves				\$36,956	\$1,274	17.70%				

RENT ROLL

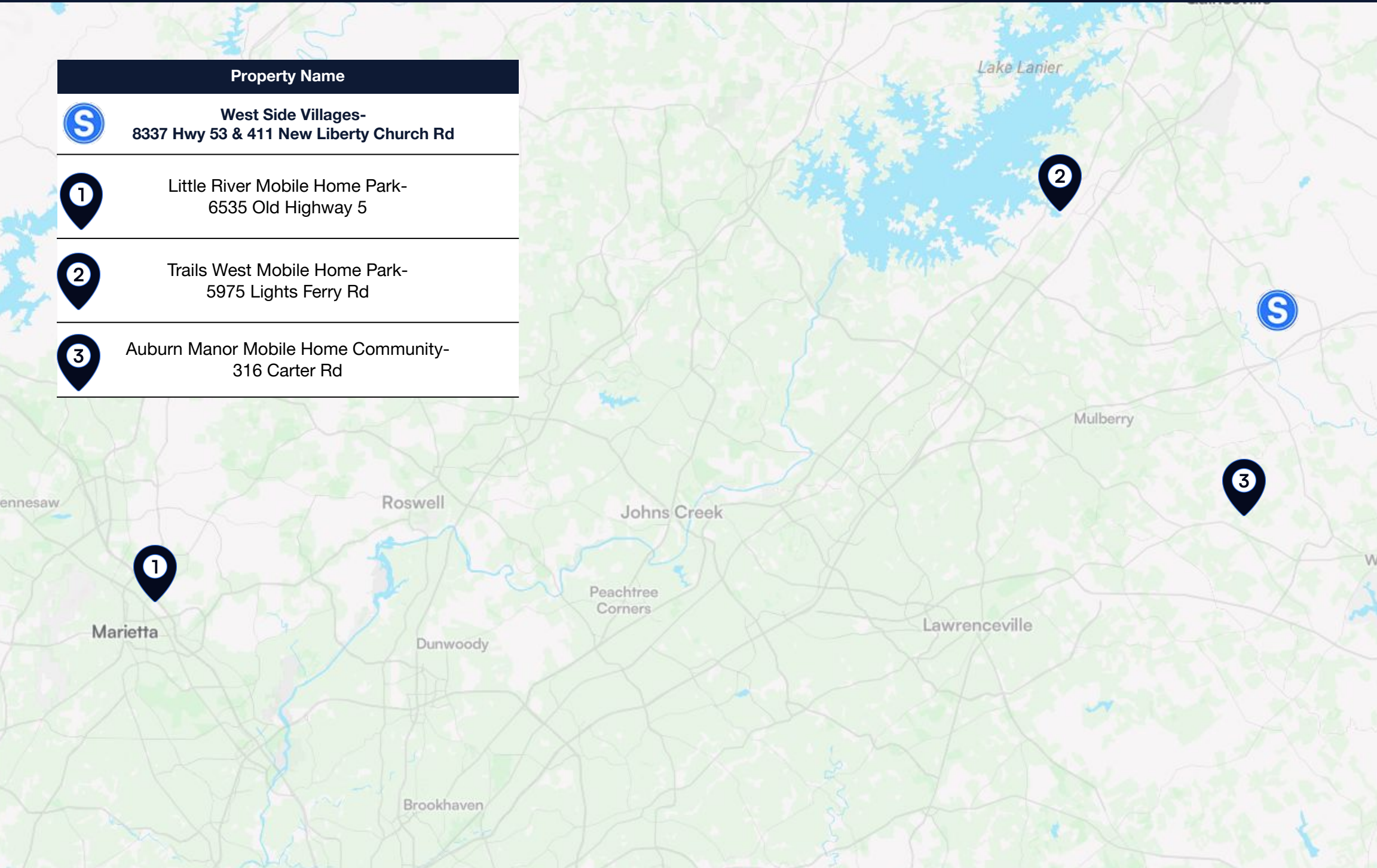
Unit Mix		Unit #	Current Lot Rent	Market Lot Rent	All In Total Rent	Park Owned Additional Rent
POH	Park Owned	1	\$575	\$600	\$1,500	\$900
POH	Park Owned	2	\$575	\$600	\$1,270	\$670
POH	Park Owned	3	\$575	\$600	\$1,150	\$550
POH	Park Owned	4	\$575	\$600	\$1,100	\$500
POH	Park Owned	5	\$575	\$600	\$1,250	\$650
POH	Park Owned	6	\$575	\$600	\$1,000	\$400
POH	Park Owned	7	\$575	\$600	\$1,020	\$420
POH	Park Owned	8	\$575	\$600	\$1,060	\$460
POH	Park Owned	9	\$575	\$600	\$1,100	\$500
POH	Park Owned	10	\$575	\$600	\$1,800	\$1,200
POH	Park Owned	11	\$575	\$600	\$1,100	\$500
POH	Park Owned	12	\$575	\$600	\$1,000	\$400
POH	Park Owned	13	\$575	\$600	\$1,000	\$400
POH	Park Owned	14	\$575	\$600	\$985	\$385
POH	Park Owned	15	\$575	\$600	\$1,200	\$600
POH	Park Owned	16	\$575	\$600	\$985	\$385
POH	Park Owned	17	\$575	\$600	\$1,020	\$420
POH	Park Owned	18	\$575	\$600	\$1,200	\$600
POH	Park Owned	19	\$575	\$600	\$975	\$375
POH	Park Owned	20	\$575	\$600	\$1,025	\$425
POH	Park Owned	21	\$575	\$600	\$1,150	\$550
POH	Park Owned	22	\$575	\$600	\$1,150	\$550
POH	Park Owned	23	\$575	\$600	\$1,250	\$650
POH	Park Owned	24	\$575	\$600	\$1,350	\$750
POH	Park Owned	25	\$575	\$600	\$1,170	\$570
POH	Park Owned	26	\$575	\$600	\$1,100	\$500
TOH	Tenant Owned	27	\$575	\$600	\$0	\$0
TOH	Tenant Owned	28	\$575	\$600	\$0	\$0
TOH	Tenant Owned	29	\$575	\$600	\$0	\$0
Totals			\$16,675	\$17,400	\$29,910	\$14,310
Averages			\$575	\$600	\$358,920	\$171,720

SALES COMPARABLES


Property Name	Property City	Sale Date	Sale Price	Units	POH	TOH	Price Per Lot	Vacancy	Cap Rate	Avg Lot Rent	Market Lot Rent	Avg POH Rent	Market POH Rent
 West Side Villages- 8337 Hwy 53 & 411 New Liberty Church Rd	Braselton	-	\$2,551,460	29	26	3	\$87,981	0.00%	9.51%	\$575	\$600	\$1,150	\$1,350
 Little River Mobile Home Park- 6535 Old Highway 5	Woodstock	9/12/2025	\$3,500,000	34	32	2	\$102,941	6.00%	4.00%	\$650	\$700	\$1,150	\$1,350
 Trails West Mobile Home Park- 5975 Lights Ferry Rd	Flowery Branch	8/7/2025	\$15,175,000	140	-	-	\$108,393	9.00%	6.46%	\$700	\$750	\$1,400	\$1,600
 Auburn Manor Mobile Home Community- 316 Carter Rd	Auburn	3/6/2025	\$5,220,000	62	3	59	\$84,194	9.70%	-	\$600	\$650	\$1,000	\$1,200
Average			\$6,611,615	66	20	21	\$95,877	6.05%	6.66%	\$631	\$675	\$1,175	\$1,375

SALES COMPARABLES MAP

Property Name	
	West Side Villages- 8337 Hwy 53 & 411 New Liberty Church Rd
	Little River Mobile Home Park- 6535 Old Highway 5
	Trails West Mobile Home Park- 5975 Lights Ferry Rd
	Auburn Manor Mobile Home Community- 316 Carter Rd

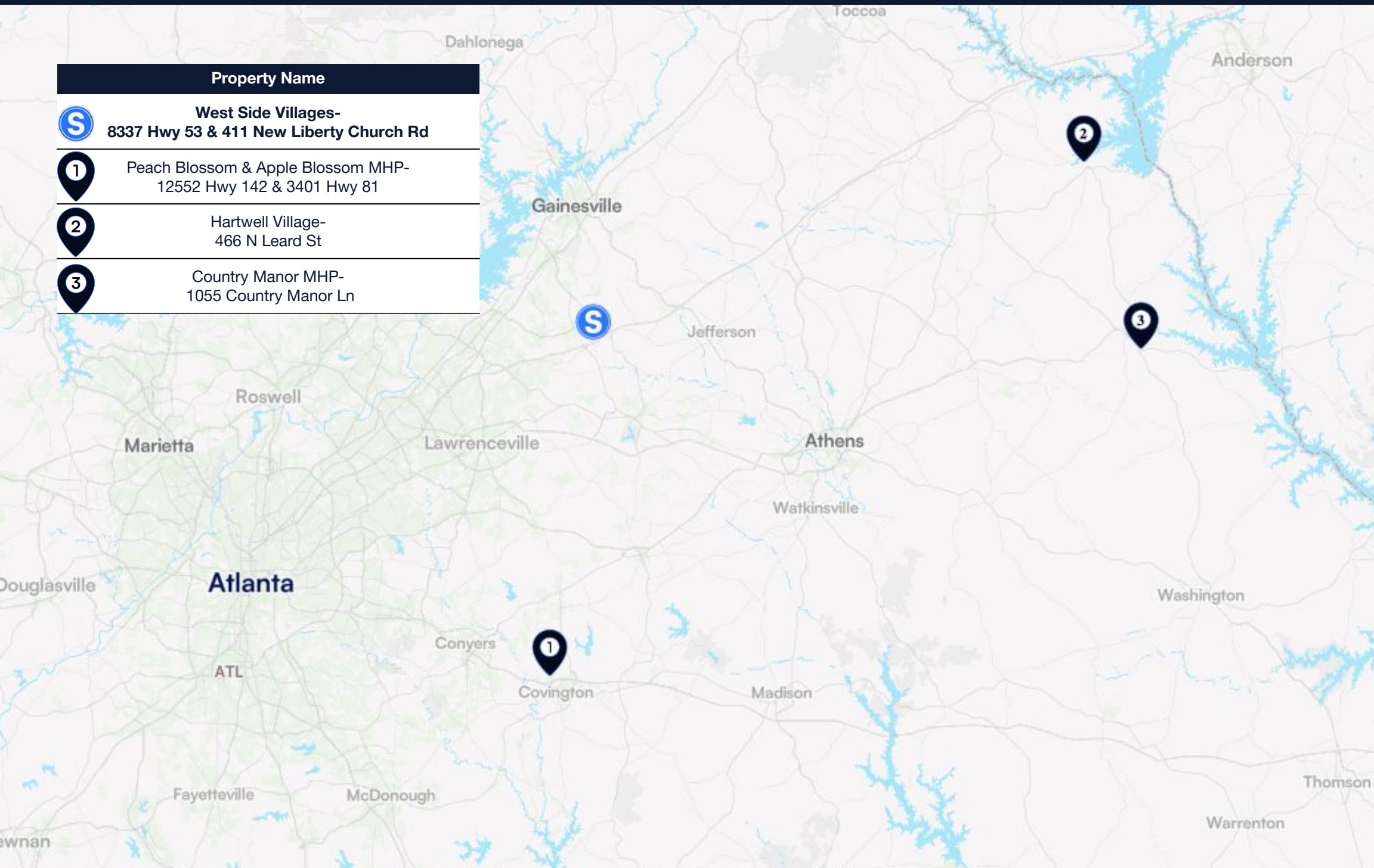


RENT COMPARABLES

Property Name	City	Lots	TOH	POH	RTO	Vacant	Occupancy	Current Lot Rents	Market Lot Rents	Current POH Rents	Market POH Rents
 West Side Villages- 8337 Hwy 53 & 411 New Liberty Church Rd	Braselton	29	3	26	0	0	100.00%	\$575	\$600	\$1,150	\$1,200
 Peach Blossom & Apple Blossom Mobile Home Park 12552 Hwy 142 & 3401 Hwy 81	Oxford	50	32	17	0	0	100%	\$450	\$550	\$800	\$1,000
 Hartwell Village 466 N Leard St	Hartwell	50	7	0	32	11	78.00%	\$422	\$550	\$850	\$1,000
 Country Manor Mobile Home Park 1055 Country Manor Ln	Elberton	27	2	24	0	0	96.00%	\$200	\$500	\$725	\$800
Averages		39	11	17	8	3	94%	\$412	\$550	\$881	\$1,000

RENT COMPARABLES MAP

Property Name	
	West Side Villages- 8337 Hwy 53 & 411 New Liberty Church Rd
	Peach Blossom & Apple Blossom MHP- 12552 Hwy 142 & 3401 Hwy 81
	Hartwell Village- 466 N Leard St
	Country Manor MHP- 1055 Country Manor Ln



Market Overview

West Side Villages
Braselton, GA 30517



Braselton, Georgia

Market Demographics

14,500

Total Population

\$95,000

Median HH Income

5,200

of Households

78%

Homeownership Rate



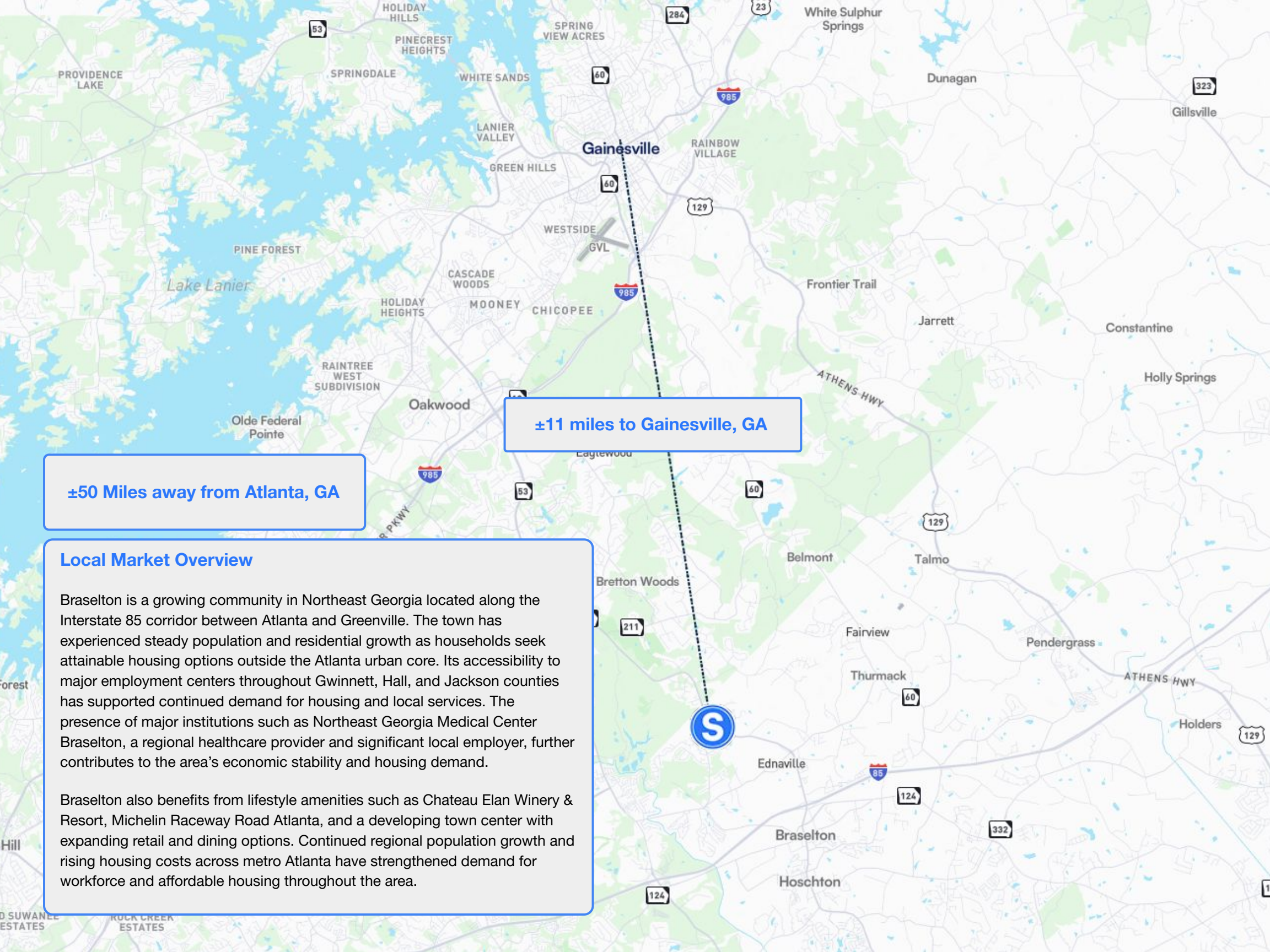
Local Market Overview

Braselton, located in Jackson, Gwinnett, Hall, and Barrow counties in Northeast Georgia, has emerged as one of the fastest-growing suburban communities within the greater Atlanta metropolitan area. Benefiting from proximity to Interstate 85 and convenient access to major employment centers in Gwinnett County and Northeast Georgia, the town has experienced sustained population growth as households seek affordable housing options outside Atlanta's urban core. The surrounding region has seen strong household formation driven by logistics expansion, healthcare employment, and advanced manufacturing. Residential demand has followed employment growth along the I-85 corridor, making the area attractive for workforce housing and attainable living options such as manufactured housing communities.

The local economy is anchored by a mix of healthcare institutions, logistics and distribution hubs, advanced manufacturing, and tourism centered around Chateau Elan Winery & Resort and the Road Atlanta motorsports complex. As the Atlanta metro continues expanding northward, Braselton has benefited from infrastructure improvements, new residential master-planned communities, and retail development serving the growing population base. Manufactured housing communities in the region are particularly well-positioned as demand for affordable housing options increases while traditional single-family home prices continue to rise across the broader metro area.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	2,691	22,571	57,654
Current Year Estimate	2,171	19,033	48,750
2020 Census	1,801	16,202	40,376
Growth Current Year-Five-Year	23.94%	18.58%	18.27%
Growth 2020-Current Year	20.56%	17.48%	20.74%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	912	7,942	21,103
Current Year Estimate	718	6,547	17,388
2020 Census	609	5,600	14,034
Growth Current Year-Five-Year	26.96%	21.30%	21.36%
Growth 2020-Current Year	17.94%	16.92%	23.91%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$168,181	\$144,301	\$138,934



±50 Miles away from Atlanta, GA

±11 miles to Gainesville, GA

Local Market Overview

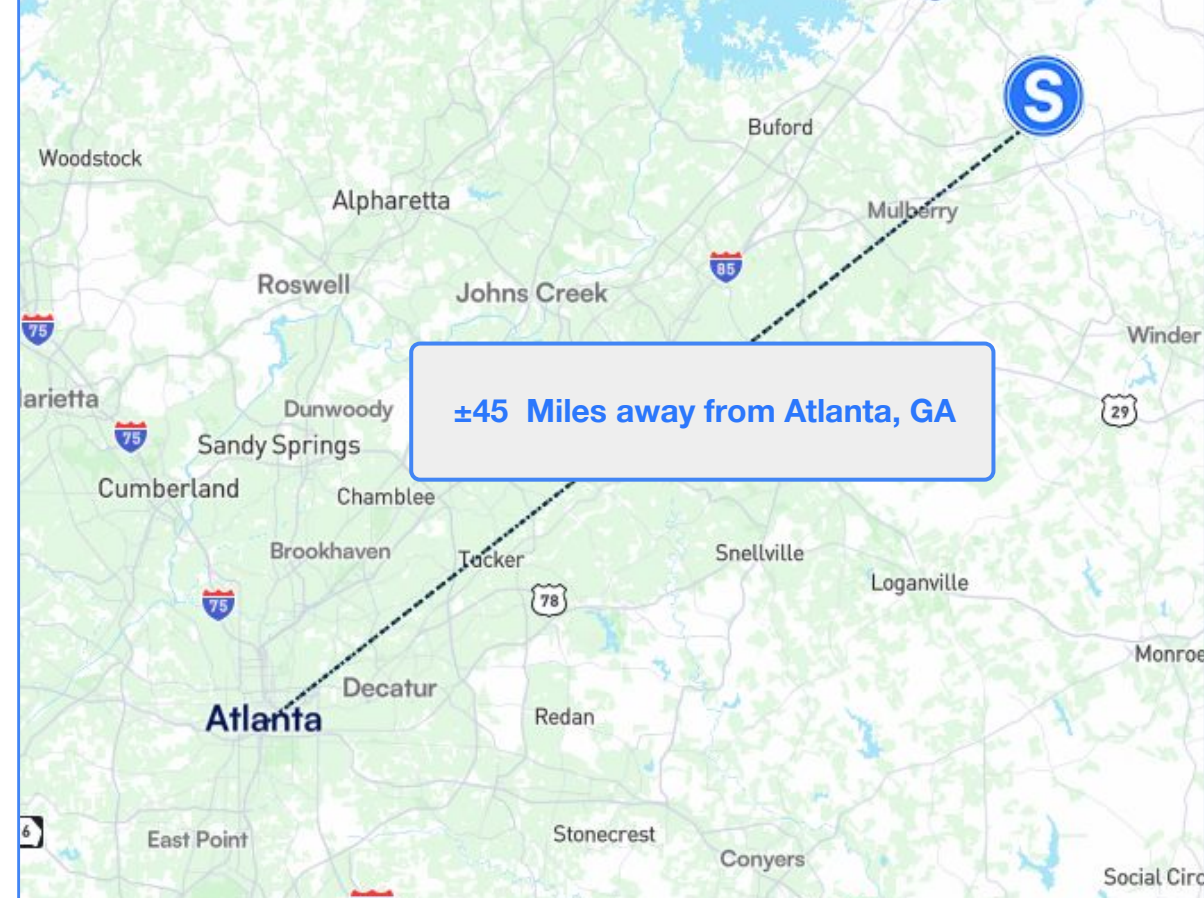
Braselton is a growing community in Northeast Georgia located along the Interstate 85 corridor between Atlanta and Greenville. The town has experienced steady population and residential growth as households seek attainable housing options outside the Atlanta urban core. Its accessibility to major employment centers throughout Gwinnett, Hall, and Jackson counties has supported continued demand for housing and local services. The presence of major institutions such as Northeast Georgia Medical Center Braselton, a regional healthcare provider and significant local employer, further contributes to the area's economic stability and housing demand.

Braselton also benefits from lifestyle amenities such as Chateau Elan Winery & Resort, Michelin Raceway Road Atlanta, and a developing town center with expanding retail and dining options. Continued regional population growth and rising housing costs across metro Atlanta have strengthened demand for workforce and affordable housing throughout the area.

Atlanta, Georgia

Local Market Overview

Atlanta, Georgia, located approximately **45 miles southwest of Braselton along Interstate 85**, serves as the primary economic and employment center for the region. As the core of the Southeast's largest metropolitan area, Atlanta hosts major corporations, logistics hubs, and one of the world's busiest airports at **Hartsfield-Jackson Atlanta International Airport**. Braselton's direct access to the I-85 corridor allows residents and businesses to benefit from proximity to Atlanta's extensive employment base and economic activity while maintaining a suburban setting within Northeast Georgia's growing residential corridor.



Attractions

- **Georgia Aquarium** – One of the largest aquariums in the world with whale sharks, manta rays, and huge underwater tunnels.
- **World of Coca-Cola** – Museum about the history of Coca-Cola with exhibits and drink tastings.
- **Centennial Olympic Park** – Downtown park built for the **1996 Olympics** with the Fountain of Rings.
- **SkyView Atlanta** – A giant Ferris wheel giving views of the Atlanta skyline.



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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 8337 Hwy 53 | Braselton, GA 30517 ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

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