

MOBILE HOME & RV PARKS

The pricing schedule included in this section is provided as a guide to assist the appraiser in arriving at a reasonable and equitable estimate of the cost of developing a variety of commercial mobile home and travel trailer parks. Typical site-costs are given for five Grades of parks; the general specifications are as follows:

- A Grade Excellent quality and excellently planned parks designed to accommodate the largest tractor-drawn or on-site erected mobile homes, and to provide the user with the utmost in residential amenities, including spacious lots with extensive and attractive landscaping, ample off-street parking, and a wide variety of recreational facilities. Site areas will generally range from 3,500 to 5,000 sq. ft.

- B Grade Good quality and well planned parks designed to accommodate the larger tractor-drawn mobile homes and motor homes; with room to spare for lawns and gardens, and featuring attractive landscaping, off-street parking, and complete recreational facilities. Site areas will generally range from 2,500 to 3,500 sq. ft.

- C Grade Average quality and well planned parks designed to accommodate mobile homes up to 55' to 60' long and car drawn or motor homes and recreational vehicles; and to provide the user with adequate utility services and facilities, but rather limited recreational facilities and other such amenities. Site areas will generally range from 1,500 to 2,500 sq. ft.

- D Grade Fair quality and minimally planned parks intended primarily for semi-permanent occupancy, built to accommodate car-drawn trailers up to 40' to 45' long and recreational vehicles; and offering only minimal utility and recreational facilities. Site areas will generally range from 1,000 to 1,500 sq. ft.

- E Grade Low quality parks designed to accommodate smaller transient type trailers and recreational vehicles; and to provide the user with the minimum required facilities. Site areas will generally range from 500 to 1,500 sq. ft.

Application of the pricing schedule involves determining the Grade, which is the most representative of the subject property, selecting the corresponding base site-cost, and adjusting the base site-cost to account for any variations between the subject property and the model specifications.

BASE COST COMPONENTS

The costs per site have been developed to include the cost of normal basic on-site improvements and do not include the cost of the land, service and recreational buildings, or major recreational structures, such as swimming pools. The base components are as follows:

Engineering. . . includes the design plans and specifications of the park (exclusive of buildings), engineering and surveying fees, and public fees and permits.

Grading. . . includes the normal grading involved in leveling the site for drainage and roughing out roads, but does not include any abnormal site preparation, such as the excavation and terracing required for hill-side sites.

Street Paving. . . includes base preparation and paving.

Patios and Walks. . . includes all flat work other than street paving.

Sewer. . . includes all on-site lines, but does not include hook up charges, sewage disposal systems, or any off-site connections to trunk lines.

Water. . . includes on-site mains and site services, but does not include wells, pumps, or any off-site connections to source lines.

Electrical. . . includes on-site conduit, electrical and telephone wiring, site outlets, and street and common area lighting commensurate with the Grade, but does not include the cost of any off-site connections.

Gas. . . includes on-site piping, and site and building connections, but does not include any off-site mains.

Other Features. . . include the cost of average entrance ornamentation, landscaping, and common area development commensurate with the park Grade. (Note: Offices, pavilions, community buildings outdoor recreational facilities, i.e. swimming pools, tennis courts, etc.; are not included and should be computed separately.)

BASE COST ADJUSTMENTS

Many mobile homes and travel trailer parks are apt to possess some features which are typical of one Grade and some features which are typical of another. For example, an A Grade park may exhibit B Grade "other features" such as entrance decor, landscaping, and recreational facilities; or similarly, a park may be C Grade in all respects except for good quality streets. In such cases, the appraiser must analyze each park in terms of its individual components" in order to determine the contribution of each component to the overall cost per site. In order to facilitate this, the specifications and corresponding costs for each component are detailed, thus enabling the appraiser to adjust the base cost either upward or downward to account for any significant variations.

PERCENT (%) GOOD GUIDELINES

Mobile home parks generally can be expected to have an economic life expectancy of from 20 to 40 years, depending on the quality of the park. The components of a mobile home park, as described above, are subject to the same depreciating forces as are any other real estate improvements. Physical deterioration itself is difficult to observe, but is generally directly related to the functional and economic depreciation of the park. In a going and profitable park, the actual rate of physical deterioration is arrested somewhat by regular and normal maintenance. A park that is normally maintained will have components replaced or renewed as they age. As a park goes out of style functionally and economically, maintenance becomes more and more of a cost burden to the owner and is consequently reduced or curtailed completely, allowing the process of deterioration to accelerate.

A percent good guideline table, based upon these factors relative to the effective age of the park, is included in this section. The effective age of the park may or may not be the same as the actual age (or average age if built in several phases) of the park. Generally, if a park is judged to be in average condition for its age, the effective age will be the same as the actual age. If a park is judged to be in poor condition or good condition for its age, the effective age will be somewhat more or somewhat less than the actual age. Similarly, parks judged very poor to unsound or very good to excellent will have effective ages considerably more to considerably less than their actual ages.

The table is provided only as a guide to assist the appraiser in arriving at a reasonable estimate of normal accrued depreciation; due consideration must also be given to any abnormal factors causing further loss of value.

EFFECTIVE AGE TABLE – MOBILE HOME & RV PARKS

AGE	DEP %	AGE	DEP %
00-02	05%	15-16	40%
03-04	10%	17-18	45%
05-06	15%	19-25	50%
07-08	20%	26-29	50%
09-10	25%	30-33	60%
11-12	30%	34-35	65%
13-14	35%	36 -UP	75%

MOBILE HOME & RV PARK APPLICATION FOR PRICING SCHEDULE

Site sizes and construction components may or may not be uniform throughout the park. Various portions of the park may have been developed in different years, and designed to accommodate different types of mobile home units. In such cases, it may be necessary to sectionalize the park and to price each section as a separate unit. The procedure listed below would be equally applicable to an entire park or any section thereof.

1. Identify the park (or section thereof) by name, and record the following data on the property record card:
 - Entire “improved” land area. Do not include unimproved areas held in reserve for future expansion (Make an additional note on reserve land area if any).
 - Total number of spaces.
 - Year of completion. (If developed in phases, describe the number of spaces completed each year).
 - Compute the average site size by dividing the total improved land area by the number of sites. If individual sites vary significantly in size, make a note of this and if possible, estimate the range of site sizes within the computed average site size.
 - Width and composition of streets, extent of patios and walks, utilities available to sites.

2. Analyze the various construction components of the subject property, giving special consideration to: the extent of planning, whether or not abnormal grading was required, the extent and quality of the streets, curbing, patios and walks, the quality of utility installation: minimum or good code, the use of private sewage treatment facilities, the source of water, public or private, the electrical service to each site, availability of hydrants and gas at each site, whether electrical conduits and other transmission lines were installed above or below ground, the extent and quality of entrance décor, landscaping, and recreational facilities, and any other characteristics essential to establishing the proper grade level of the park.

3. Determine the quality Grade of the park by comparing its components, as analyzed above, with the given specifications for each Grade and select the corresponding base cost per site.
4. Note (on the property record card, along with the data recorded in Step No. 1) any significant variations between the construction components of the subject property and the base specifications for the selected Grade.
5. Adjust the base cost to account for significant variations between the construction components of the subject property and the base specifications for the selected Grade, as considered in Step No. 4.
6. Multiply the average replacement cost per site, as derived in Step No. 5, by the total number of sites, to arrive at the total replacement cost.
7. Determine the effective age based on the condition, desirability and usefulness of the park relative to its actual (or average) age. Determine the proper percent good allowance based on the effective age, and apply it to the total replacement cost derived in Step No. 6 to arrive at the depreciated value of the park.
8. Sketch, list, and compute, by using the appropriate pricing schedule, the replacement cost and depreciated value of other improvements not included in the base site costs. This will include all permanent buildings and recreational facilities, such as swimming pools, tennis courts, etc.

MOBILE HOME & RV PARKS

The average quality park is designed to provide the user with adequate utility services and facilities. Recreational amenities are limited or nonexistent with streets and landscaping of minimal planning and construction.

Normal on site improvements include; low cost concrete or asphalt pads and walks, and enough grading to allow adequate site preparation, drainage, and leveling, minimal on site electrical service, on site well and septic service, on site public or private water and sewer systems.

The value attributed to land, and the cost of any supportive structures, are not included in the base cost site.

Any variation in overall quality from average should be reflected by the appropriate quality grade adjustment.

REPLACEMENT COST PER SITE

MOBILE HOME PARK	COST PER SITE	RV PARK	COST PER SITE
A GRADE	\$12400	A GRADE	\$6200
B GRADE	\$10000	B GARDE	\$5000
C GRADE	\$8000	C GRADE	\$4000
D GRADE	\$6800	D GRADE	\$3400
E GRADE	\$4400	E GRADE	\$2200

For mobile homes or recreational vehicle sites located in rural areas of Haywood County that are not part of a planned park, have minimal site improvements or are secondary sites located on parcels where other main area structures exist; use quality grade "D" or "E".

OPERATING STATEMENT-MOBILE HOME PARKS

OPERATING PERIOD: YEAR ROUND _____ SEASONAL _____

AVAILABLE RENTAL SITES: MOBILE HOME _____ TRAVEL TRAILER _____

RENT SCHEDULE-PER MONTH BASIS

_____ SITES @ \$ _____ PER MONTH _____ SITES @ \$ _____ PER MONTH

_____ SITES @ \$ _____ PER MONTH _____ SITES @ \$ _____ PER MONTH

**ANNUAL GROSS POTENTIAL INCOME @ 100%
OCCUPANCY DURING OPERATING PERIOD**

\$ _____

OPERATING STATEMENT FOR YEAR 20_____

INCOME:

RENTAL REVENUE: \$ _____
OTHER REVENUE: \$ _____
(LAUNDRY/VENDING/ETC)

TOTAL REVENUE

\$ _____

EXPENSES:

MANAGEMENT & PAYROLL \$ _____
REPAIRS & MAINTENANCE \$ _____
UTILITIES \$ _____
REAL ESTATE TAXES \$ _____
INSURANCE \$ _____
ADMINISTRATIVE \$ _____
(LEGAL/ETC)
OTHER \$ _____
(EXPLAIN)

TOTAL EXPENSES

\$ _____

(DO NOT INCLUDE DEBT SERVICE, MORTGAGE INTEREST OR DEPRECIATION AS EXPENSE)

SIGNATURE (OWNER/MANAGER/AGENT)

DATE

TELEPHONE #

**HAYWOOD COUNTY GENERAL REAPPRAISAL
MOBILE HOME/RV PARK QUESTIONNAIRE**

Park Name: _____

Physical Location: _____

Park Owner: _____ Address: _____

Phone Number (Home) _____ (Business/Cell) _____

Total Number of Rentable Mobile Home Spaces: _____

Total Number of Rentable R/V or Camper Spaces: _____

Average Number of Vacant Spaces: Monthly: _____ Annually: _____

Rent per Mobile Home Space: _____ Month _____ Week _____ Annual

Rent per R/V or Camper Space: _____ Month _____ Week _____ Annual

Does Rent Include Any of the Following? (Check if Applicable)

Maintenance

Water and Sewer

Trash Pickup

Lawn Maintenance: _____

Well and Septic _____

Included: _____

Street Maintenance: _____

City Water & Sewer _____

Not Included: _____

Private Water & Sewer: _____

Other Considerations (Please Explain)

