



THE PASSIVE INVESTORS GUIDE TO

# MOBILE HOME PARK INVESTING

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Real Estate Investing for  
Cash Flow & Legacy Wealth



[SunriseCapitalInvestors.com](http://SunriseCapitalInvestors.com)





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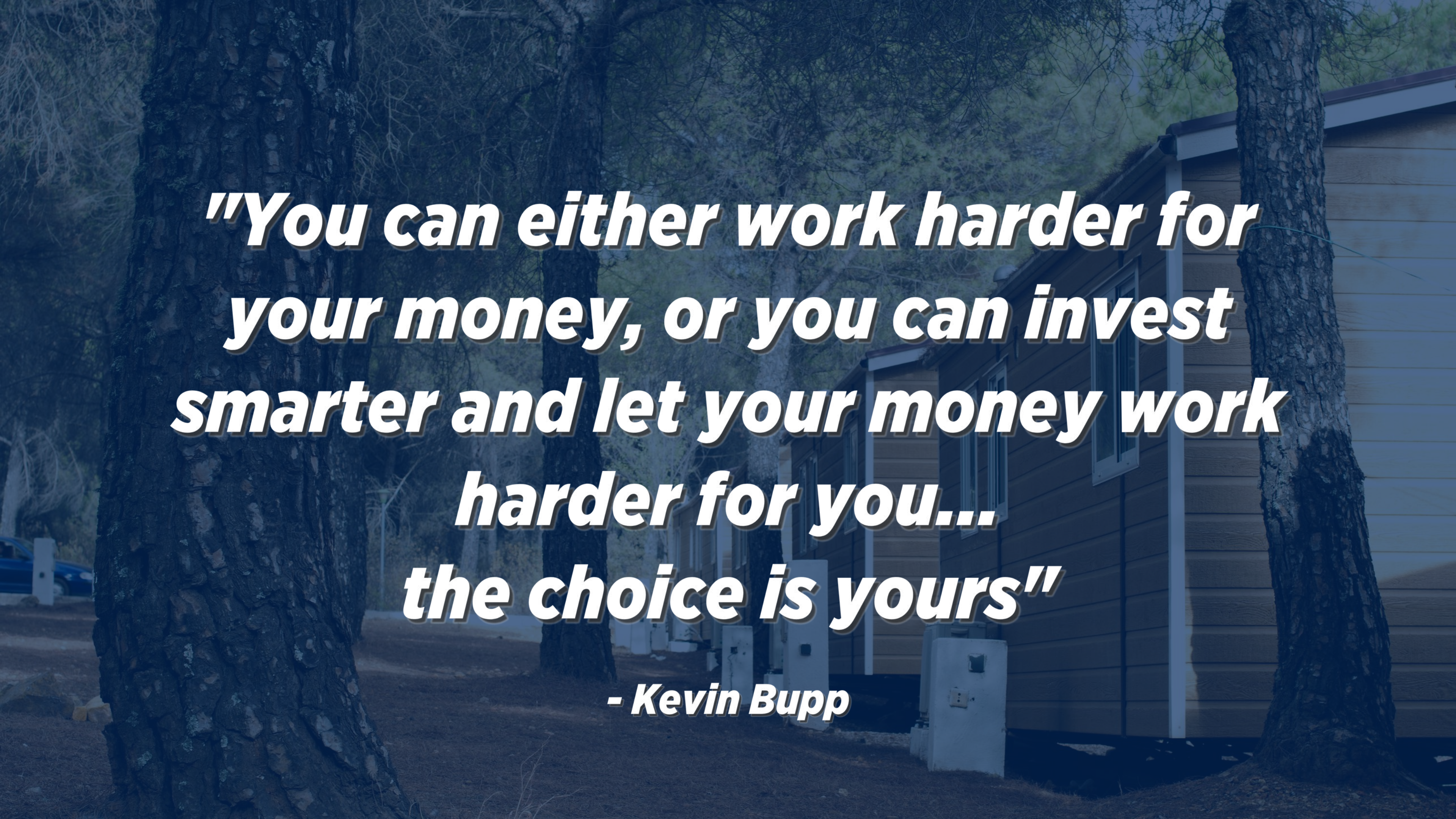
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***"You can either work harder for  
your money, or you can invest  
smarter and let your money work  
harder for you...  
the choice is yours"***

***- Kevin Bupp***



# HOW TO ACCELERATE YOUR WEALTH BUILDING

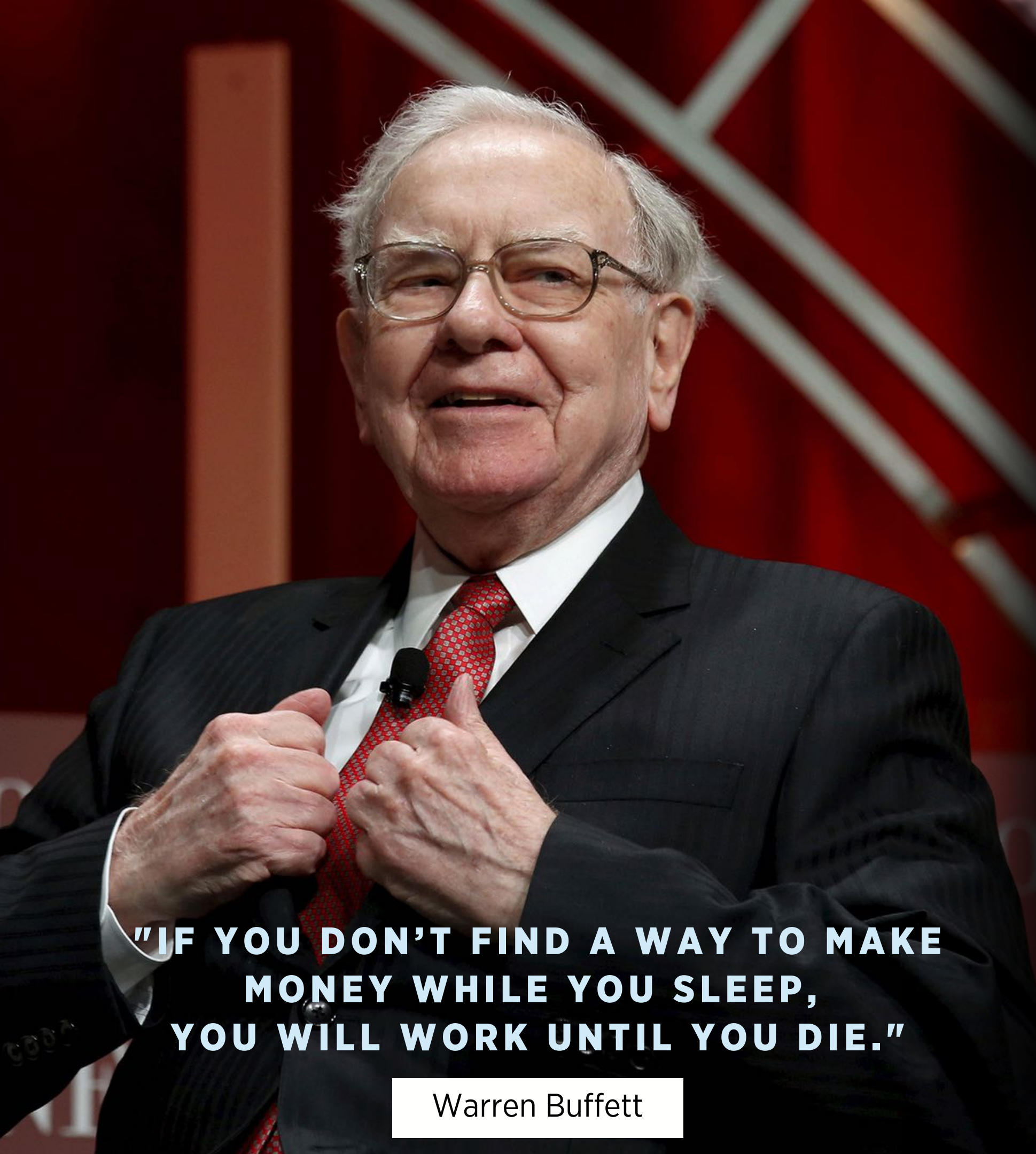
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This report is designed to provide you with a thought-provoking look at traditional investment classes, along with essential data and facts to help you decide which asset classes you should have in your portfolio.

The eye-opening charts and graphs contained in this report will have a profound impact on how you look at traditional investing.







# ARE YOU INVESTING LIKE THE WEALTHY?

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It's no secret the middle class, upper class, and ultra rich invest very differently. The wealthy love investing in businesses and real estate to grow their fortunes.

With stocks at extremely questionable valuations, savvy investors are diversifying into hard assets. The cost not to do so could be extremely painful, as anyone who suffered the dotcom crash in 2000 or the financial meltdown in 2008 will tell you.

On the next page you'll see a graph from American economist Edward N. Wolff that shows how each class allocates their wealth, with exact percentages showing where they put their money.

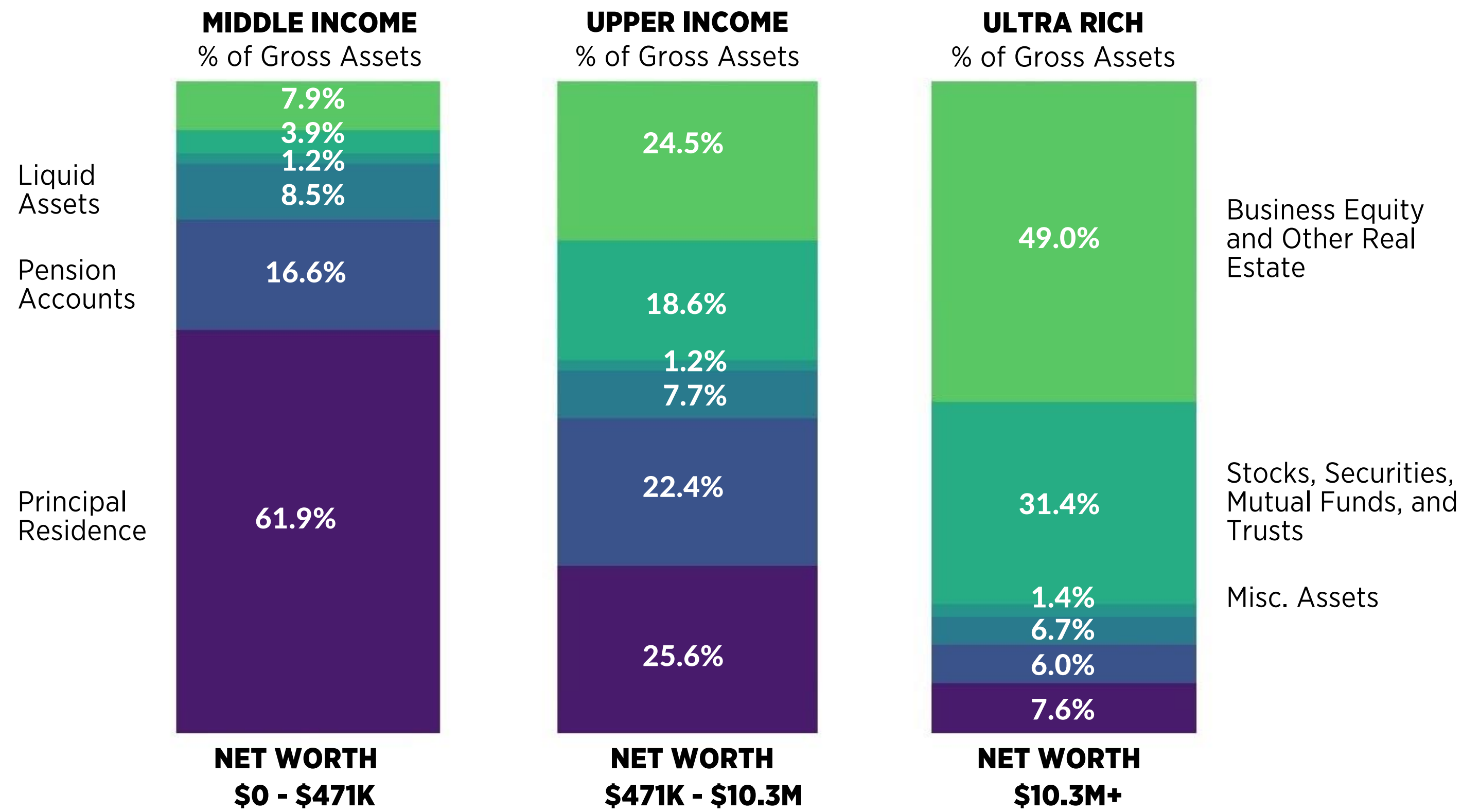
The ultra rich allocate almost 50% of their wealth towards one asset class in particular, while the middle income class allocates only 7.9%. Can you guess which it is?

**"IF YOU DON'T FIND A WAY TO MAKE MONEY WHILE YOU SLEEP, YOU WILL WORK UNTIL YOU DIE."**

Warren Buffett



# THE COMPOSITION OF WEALTH



Source: Edward N. Wolff (2017) Survey of Consumer Finances



# IMPORTANT TAKEAWAYS ON WEALTH BRACKETS

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Most middle class wealth is based on their personal residence...



The ultra rich are most heavily invested in business equity and real estate...



Now is the best time in history for you to start investing like the ultra rich...



# RISK VS REWARD

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Now let's take a different look at common investment asset classes.

The next chart shows the annualized total return vs annualized risk for asset classes.

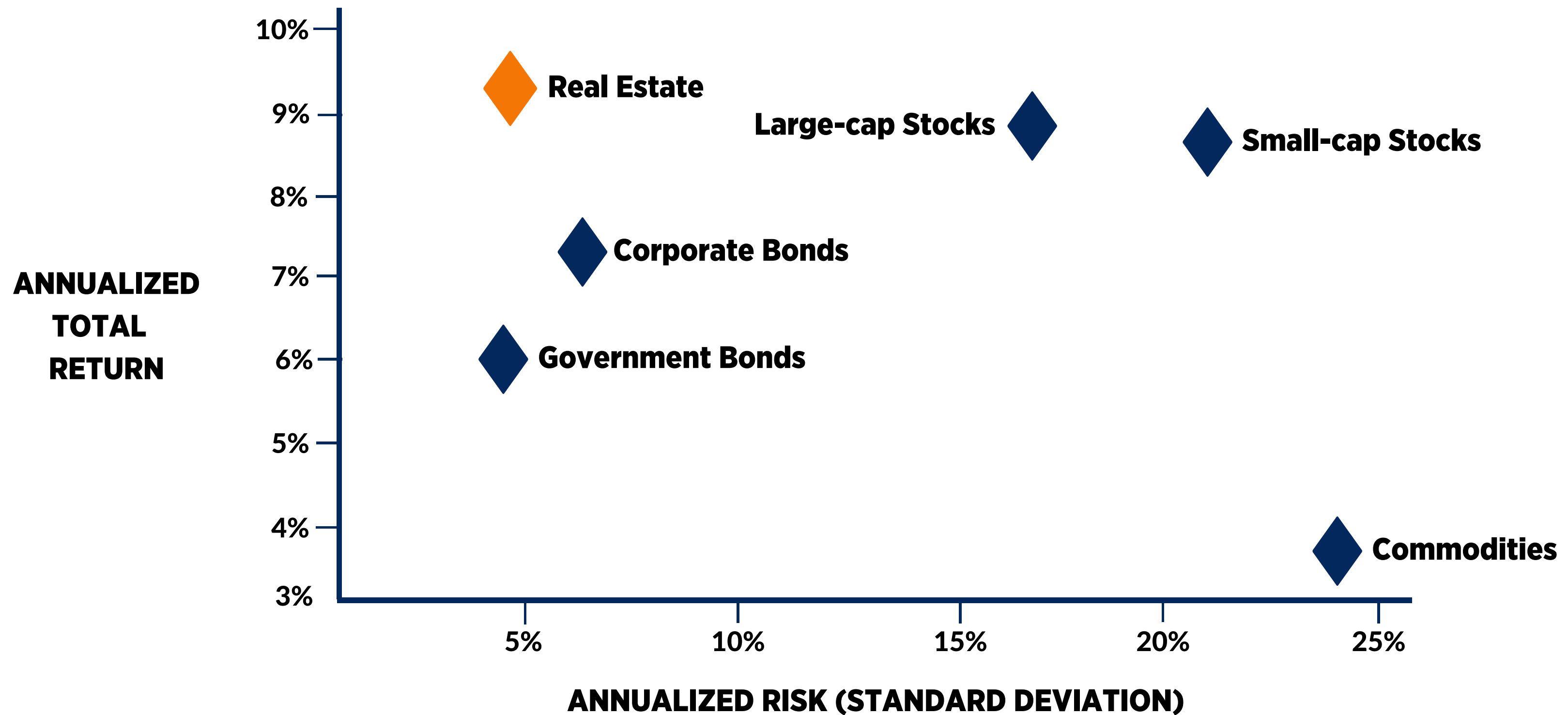
The goal is to invest in asset classes that produce the best risk-adjusted returns (higher returns with lower risks)

This chart is very profound so make sure you take a close look at the valuable insights it provides.





# ASSET CLASS RISK VS REWARD



Over a 20 year data period

Source: Thomson Reuters Datastream



# KEY TAKEAWAYS ON RISK AND VOLATILITY



## TREASURY BONDS

Low risk, but low returns. You will not change your lifestyle or create generational wealth with treasury bonds.



## EQUITIES

High risk and high returns. High volatility is common, with wild gyrations from year to year, such as up 29% one year and down 21% another.



## COMMERCIAL BONDS

Corporate bonds have higher returns than treasury bonds, but risk jumps up as well.



## COMMERCIAL REAL ESTATE

Only government bonds have lower risk (just slightly), yet commercial real estate has the highest annualized returns.



From an asset class comparison perspective, commercial real estate enjoys very high annual returns with very low annualized risk, just what we want over the long haul for our investments.



# THE TRUTH ABOUT THE STOCK MARKET

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The reality is that the actual returns on stock market investing are terrible when considering inflation, fees, and capital gains tax. The theoretical average annual return of 8.29% for stocks is actually a mere 4.21% that you can put in your pocket to enjoy.

And that's if you are one of the lucky ones that actually makes money with stocks. Greed and fear drive the stock market and it's oh so easy for stock market investors to get caught up in this trap and buy after the market has already had a big run up and then sell after a big drop.

In fact, according to Trade Brains, 90% of people that invest in the stock market actually lose money because they are not willing or able to put in the time and effort it takes to invest successfully in stocks.



# STOCK MARKET INVESTING

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## PROS

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- ⊕ Easy to buy and sell; very liquid
- ⊕ Easy to diversify
- ⊕ Low barrier to entry; can start with < \$1,000
- ⊕ 10% annual return over the last 100 years

## CONS

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- ⊖ Can be volatile with large price swings
- ⊖ Unstable for retirement planning
- ⊖ Possible to lose your entire investment
- ⊖ Time consuming to analyze a large number of stocks



# SHOULD YOU INVEST IN SINGLE FAMILY PROPERTIES?

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Many investors start investing in real estate purchasing single-family rental properties because it's easy to get started and it's relatively easy to buy and sell individual properties.

Then they do the math to calculate how many properties they need to own to replace their current income or retire comfortably. A loud gasp is usually heard at this point.

When they realize the amount of time it takes to buy and actively manage each property, and the amount of money needed for purchase, they realize this approach has significant barriers for achieving their goals.



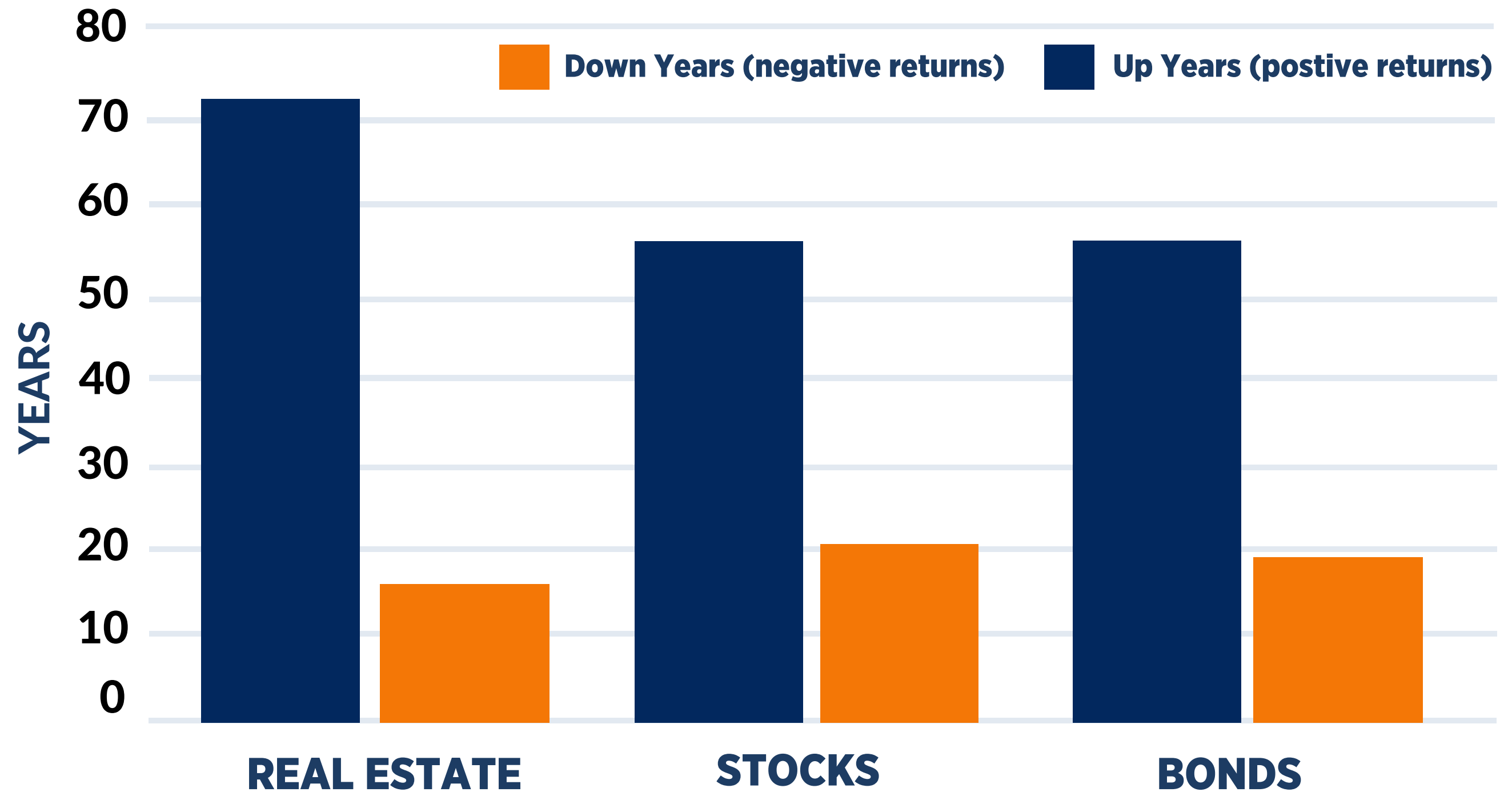


# UP VS DOWN YEARS

Because most people have not seen this type of data, after all, it's not something your stock broker is going to share with you, we'd like to show you one more staggering chart.

This view of up vs down years for real estate, stocks and bonds really hit home for me.

Where would you like to have your hard-earned money invested?







# COMMERCIAL REAL ESTATE INVESTING

Investing in commercial real estate is great from a risk to reward standpoint, but it requires specific knowledge to find good deals, painstaking due diligence to make sure the investment makes sense financially, large down payments and closing costs, and ongoing management after purchase.

Until recently these obstacles have made this asset class out of reach for most investors. At Sunrise Capital Investors, our mission is to utilize our experience, industry relationships, networks, and access to equity to provide you with high-quality, completely passive investment opportunities in the commercial real estate industry.

Based on our research we have chosen to specialize in commercial real estate investing, allowing you to reap the significant rewards of this asset class without detailed knowledge or a significant time commitment.



# COMMERCIAL REAL ESTATE: PROS AND CONS

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## PROS

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- ⊕ Extraordinary tax benefits
- ⊕ Leverage
- ⊕ Physical asset
- ⊕ Cash flow + upside
- ⊕ Hedge against inflation and recession
- ⊕ Tenants pay down mortgage

## CONS

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- ⊖ Not very liquid
- ⊖ High barrier to entry (minimum investment)
- ⊖ Time consuming
- ⊖ Management intensive



# IS ACTIVE OR PASSIVE REAL ESTATE INVESTING RIGHT FOR YOU?

## ACTIVE

- ✓ Willing to deal with tenants, termites and toilets
- ✓ Have the knowledge to make strategic decisions
- ✓ Able to pay for unforeseen vacancies and repairs
- ✓ Have the time to handle acquisition and management paperwork
- ✓ Can provide information to bookkeeper and CPA
- ✓ Can build and lead a team of brokers, property managers, and contractors

## PASSIVE

- ✓ No time/desire to deal with day-to-day issues
- ✓ Willing to let experts make strategic decisions
- ✓ Only want to risk initial capital investment
- ✓ Too busy to deal with acquisition and management paperwork
- ✓ Let sponsor deal with bookkeepers and CPAs
- ✓ Choose sponsor and let them build and manage team



# COMMERCIAL REAL ESTATE BENEFITS



**CASH FLOW**



**PROPERTY  
APPRECIATION**



**LEVERAGE**



**STABILITY**



**TAX BENEFITS**



**AMORTIZATION**



**HEDGE AGAINST  
INFLATION**



**LOW RISK  
HIGH RETURNS**

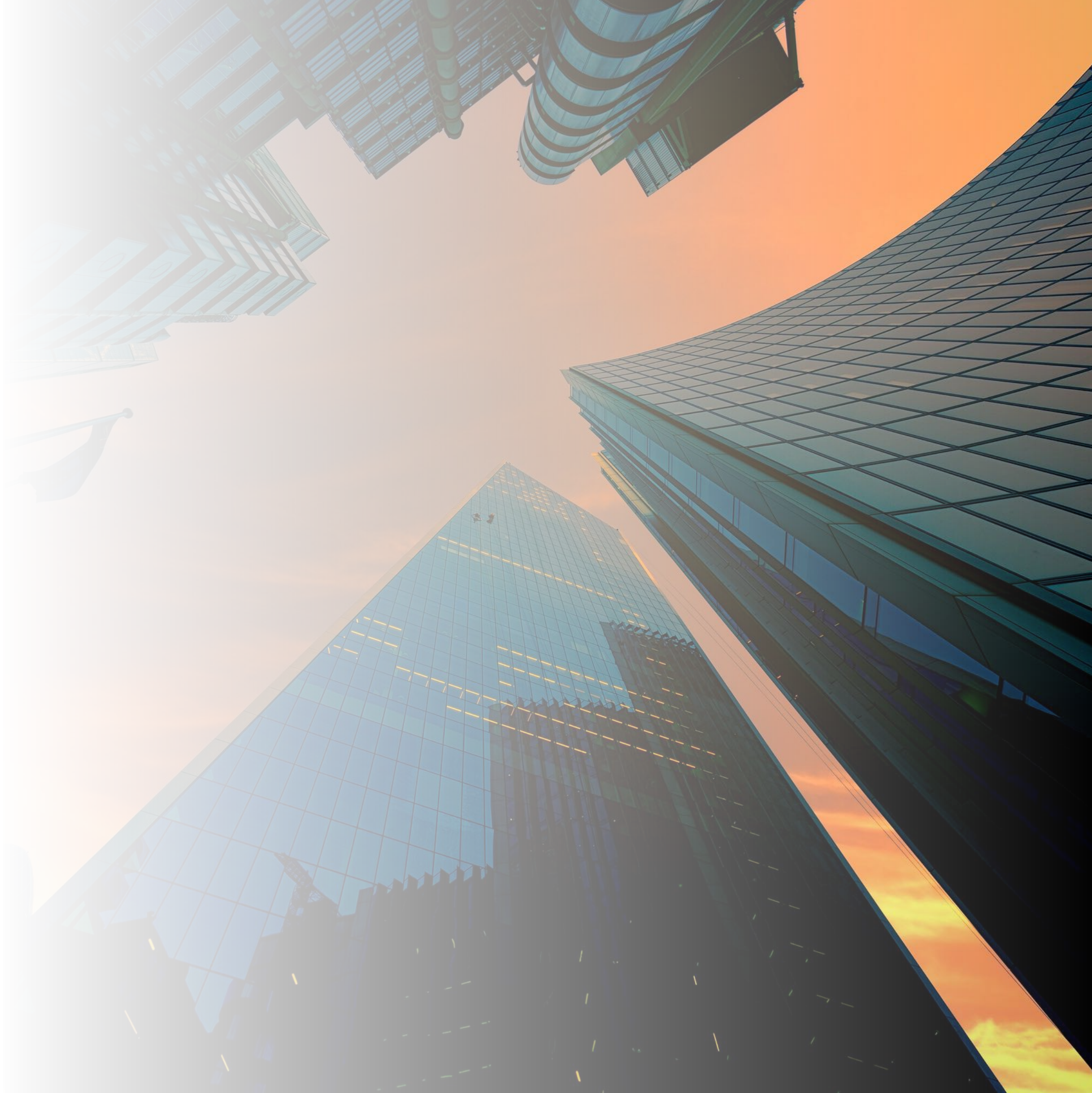


# 6 MAIN TYPES OF COMMERCIAL REAL ESTATE

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Commercial property assets can be allocated among six major property types:

1. Office
2. Hospitality
3. Industrial
4. Retail
5. Apartments
6. Mobile Home Parks (Our preferred asset type)







# OFFICE SPACE

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Prior to the pandemic of 2020, companies believed having offices for their workforce was critical to productivity, culture, and to hiring top talent.

Then COVID-19 hit and companies were forced to implement extended work from home policies for a large population of their workforce.

For most companies, with the effective use of videoconferencing and other forms of digital collaboration, the results have been far better than imagined.

Given the macro trends being seen toward working from home, the office market is anticipated to take a tremendous hit in Central Business Districts in the months and years to come.



# HOSPITALITY

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Despite a slight recovery post-pandemic, outlook remains uncertain for hospitality in 2024. Though we've seen a modest uptick in Revenue Per Available Room (RevPAR) in 2023, performance is nowhere close to returning to pre-pandemic levels.

2020's impact on travel and hospitality has led to deep, lasting effects, more severe than any previous crisis, including 9/11. Occupancy rates are nowhere close to rebounding, with luxury stays and international travel only partially mitigating the downturn. Operational challenges persist, with health and safety protocols introduced during the pandemic now a permanent fixture, increasing operational costs and limiting capacity.







# INDUSTRIAL

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The industrial sector is growing, propelled by the sustained increase in e-commerce demand and strategic moves towards reshoring manufacturing.

Short-term trends in e-commerce have shifted from health safety motivations to a broader adaptation of digital shopping habits, indicating a lasting change in consumer behavior beyond immediate pandemic concerns.

However, for industrial real estate investors, this evolving landscape poses challenges, such as increased competition for prime locations and the potential for oversupply in markets unable to keep pace with the rapid changes in consumer and manufacturing dynamics.



# RETAIL

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The retail real estate landscape has evolved significantly, with both large malls and neighborhood centers adapting to new consumer behaviors and technological advancements.

While malls are reinventing themselves to blend digital and physical shopping experiences, neighborhood centers strive to sustain their appeal amidst the redefinition of essential retail. This period of adjustment reflects a broader market recalibration, introducing a mix of opportunities and uncertainties for investors as the sector seeks a new balance between innovation and traditional retail values.







# MULTIFAMILY

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The multifamily real estate sector, traditionally viewed as a resilient asset class, is confronting significant headwinds in 2024, marking what some industry observers have termed the "Multifamily Meltdown."

Despite the sector's appeal due to millennials delaying homeownership and retiring baby boomers seeking rental accommodations, the landscape has drastically shifted. A combination of soaring interest rates, a slowdown in rental demand, and an oversaturation of market supply has led to heightened concerns.

A spike in multifamily loan losses as debts from the 2021 peak come due has put an otherwise very reliable asset class on shakier ground



# MOBILE HOME PARKS

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Mobile home parks are one of the most stable and profitable asset classes in the U.S. They tend to perform well in downturns, and there is a shrinking supply with increasing demand. And unlike multifamily, tenants rarely leave because moving is expensive.

Mobile home parks have been neglected by real estate investors for decades but that is starting to change. They have outperformed every other real estate sector for the last several decades, and they are projected to continue to outperform other sectors for as far as the eye can see.

We'll take a closer look at mobile home park investing after we explore the significant tax benefits associated with real estate investing.





A close-up, slightly blurred image of a person's hand using a calculator. The hand is positioned over the calculator, with fingers pressing keys. In the background, there are financial documents, including what appears to be a tax form with a green section and a red line. The overall image has a blue tint.

# ARE YOUR TAXES A BURDEN?

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If taxes are a primary concern when making investing decisions, you are not alone. We hear it time and time again when we talk with investors. They sacrifice and work harder to get ahead, only to fall behind at the end of the year – due to a larger-than-necessary tax obligation.

The sad truth is the average accredited investor's biggest expense is taxes. Between state, federal, and local taxes, we pay \$5.29 trillion of taxes a year as a nation, or 29% of national income!

One of the things that makes commercial real estate investing so attractive to the top earners in the country is the ability to create significantly tax-advantaged income that doesn't require you to trade your precious time for dollars. These tax advantages are not available to stock and bond investors, another strike against traditional asset classes touted by most financial advisors.



# THE IMPORTANCE OF TAX SHIELDING

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Real estate has tax advantages in excess of practically every other type of investment, whether you are starting a business, investing in bonds, precious metals, stocks, etc.

The United States government incentivizes investors to invest in real estate by providing lucrative tax breaks for real estate investors. Let's take a closer look.

One of the most powerful benefits of investing in real estate is claiming depreciation "paper losses" on an investment property according to a multi-year schedule that the IRS mandates. In essence, the IRS allows you to deduct a portion of the property's value each year, which has the effect of offsetting income from that property, thus lowering your tax liability. On the next page, we'll explore this practice further.





# HOW TO GET OUTSIZED TAX BENEFITS

The U.S. government encourages people to invest in real estate by providing outsized tax benefits when they do so.

**1. Depreciation** - This allows real estate investors to deduct a portion of the value of an investment property as an expense annually, even though no actual cash outlay is required. A valuable tax advantage.

**3. Cost Segregation** - A specialized process that identifies and separates short-life assets (e.g., fixtures, appliances) from the longer-life structure of a property. These assets are then depreciated over 5-7 years, often doubling or tripling the depreciation benefits during the initial five years of ownership.

**2. Bonus Depreciation** - An exceptional tax benefit that accelerates depreciation, enabling commercial real estate investors to claim a substantial portion of the allowable depreciation in the first year of ownership.

**4. 1031 Exchange** - A tax-deferral strategy that allows investors to reinvest proceeds from the sale of a property into a similar "like-kind" property, deferring capital gains taxes on the profit.



# TAX SHIELDING EXAMPLE

Purchase Price	\$10,000,000	Year 1 Depreciation % of Sales Price	17.5%
Down Payment (35%)	\$3,500,000	Year 1 Total Depreciation Paper Loss	\$1,750,000
Loan Amount	\$6,500,000		
		Depreciation Pass-through to each Investor	(\$50,000)
Total Investors	35	Net Tax on Investors Cash-on-Cash Return	(\$42,000)
Investment per Investor	\$100,000		
Investor Cash-on-Cash Return	8%		
Investor Cash-on-Cash Return (Yearly)	\$8,000		

\*Example based on conservative 50% Bonus Depreciation estimate for 2024



It's important to note that as the investor you aren't paying any tax on your cash-on-cash return. In fact, you will show a taxable loss that will carry forward for future years that can be used to offset gains from this property or even other current or future passive income you will generate!



# MOBILE HOME PARKS AND TAX SHIELDING

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**The tax write off from mobile home parks often exceeds all other types of real estate investments including office, commercial and apartments.**



The Tax Cuts and Job Act of 2017 provides extremely favorable treatment for mobile home parks



**Our Growth & Income Fund investors are expected to receive a 50-70%+ write-off on their investment in the first year.**



In 2023, fund investors received a 135% offset of passive income on their investment



This tax shield benefits investors with K-1 passive income and can also be carried forward in subsequent years





# HOW WE HELP INVESTORS

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Our mission at Sunrise Capital Investors (SCI) is to help as many people as possible generate cash flow and build legacy wealth through commercial real estate investing. We help accredited investors earn passive income that gets them closer to financial freedom.

Our investment strategy is to buy mobile home parks in niche market segments which are currently out of favor, inefficient and in which there is less competition. We acquire properties, improve operations and cash flow, and provide distributions to our investors.

SCI specifically targets low-risk, cash-flowing assets that generate capital preservation, immediate income, and equity growth through repositioning and increasing the net operating income.



# 5 PILLARS OF OUR INVESTMENT STRATEGY

1

## SEEK FAVORABLE LONG-TERM ECONOMICS

We invest in niches where the demand grows at a higher rate than the new supply coming online to help create outsized investment returns.

2

## BUY RECESSION- RESISTANT ASSETS

Capital protection is key to building legacy wealth. Focusing on recession-resistant assets allows us to protect the downside risk. When the economy is going well, the rising tide lifts all boats.

3

## FIND A FRAGMENTED NICHE

We like asset classes where institutional capital hasn't yet consolidated the space. In a fragmented niche, we are often able to acquire assets from smaller 'mom-and-pop' owners who may be less sophisticated than institutional players.

4

## CREATE OFF-MARKET TRANSACTIONS

Our core competency is to buy deals in off-market transactions directly from the owner. We use unique marketing tactics that have been refined over 20 years and have sent out hundreds of thousands of pieces of direct mail and made tens of thousands of phone calls.

5

## INVEST FOR CASH FLOW & LEGACY WEALTH

To avoid outsized risk, we only acquire assets which have positive cash flow from day one. We do not attempt to time the market. Our acquisitions must also have the opportunity to create legacy wealth. Real wealth grows over time through efficient management of capital, buying right, and investing for the long term.



An aerial photograph of a suburban neighborhood. The houses are mostly single-story with light-colored siding and dark roofs. They are arranged in a grid-like pattern with green lawns and some trees. A road runs through the middle of the neighborhood. In the background, there are more trees and a clear blue sky.

# OUR VALUE ADD STRATEGY

During the turnaround stage, SCI will stabilize the park, recapture the loss-to-lease, lower expenses, and reduce vacancy. We are typically able to accomplish this feat within 18-24 months. The goal is to inject minimal capital for maximum effect.

The immediate aesthetic improvements in the community can be very impactful, often kicking off a virtuous cycle of resident pride of ownership where homeowners clean up their own property and demand the same from their neighbors. This provides long term value to both the residents and our bottom line.

In addition to looking nicer, the community will generate more net income and will have built-in sweat equity.



# MOBILE HOME PARKS VS APARTMENTS

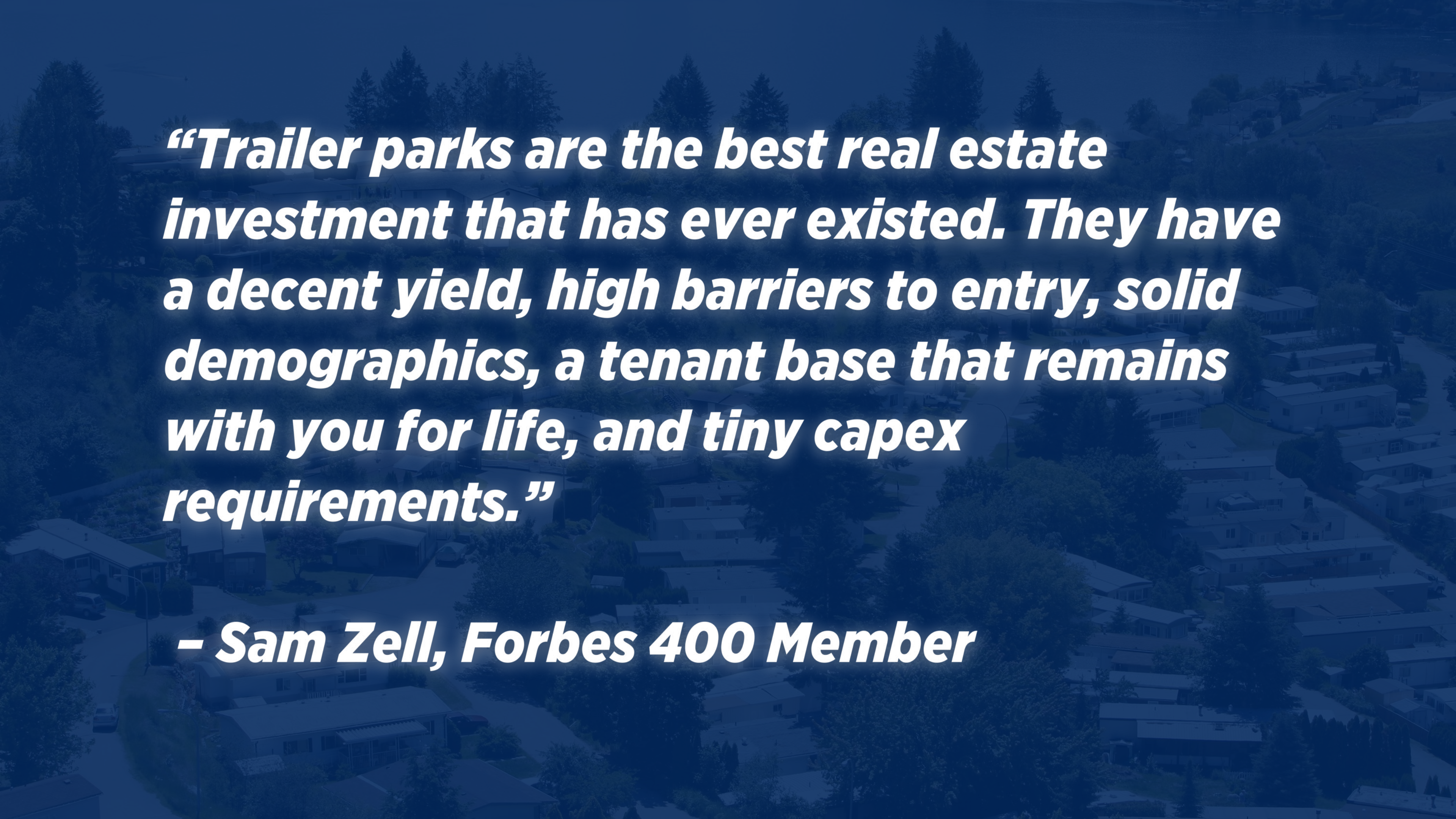
Both are timeless, tried and true asset classes that provides a basic essential human need and are still in demand during market ups and downs.

The average operating expenses for a mobile home park (MHP) are typically 30-50% of the gross income as compared to apartments which have an expense ratio of 50-60%. One of the biggest advantages of mobile home park ownership is not only the decreased operating expense margin but the reasoning behind it.

Mobile Home Parks, where you rent the land to the home owners, have a much lower turnover ratio compared to apartments. In most cases, once a home is moved into a park, the home will stay there for 25+ years. When people are ready to move they will sell the home in the park and you will have a new homeowner.







***“Trailer parks are the best real estate investment that has ever existed. They have a decent yield, high barriers to entry, solid demographics, a tenant base that remains with you for life, and tiny capex requirements.”***

***– Sam Zell, Forbes 400 Member***



# PRIVATE MARKET SECTOR ALLOCATION

	NOI Growth		Private-Mkt
	'25-'28	Long-Term	DCF Expected Return
<b>Manuf Home</b>	<b>4.4%</b>	<b>3.3%</b>	<b>8.0</b>
<b>Health Care</b>	3.9%	1.3%	7.9
<b>Tower</b>	3.9%	3.1%	7.7
<b>Net Lease</b>	0.4%	0.2%	7.5
<b>Strip Center</b>	3.1%	1.9%	7.4
<b>Self-Storage</b>	2.5%	2.0%	7.3
<b>Industrial</b>	7.3%	2.5%	7.2
<b>Cold Storage</b>	7.0%	2.0%	7.2
<b>Apartment</b>	3.1%	2.1%	7.1
<b>Single-Family Rental</b>	4.6%	2.3%	6.8
<b>Office</b>	1.6%	1.2%	6.7
<b>Lodging</b>	2.1%	1.2%	6.7
<b>Life Science</b>	2.4%	1.8%	6.4
<b>U.S. Wtd. Average</b>	3.6%	2.1%	7.5



# WHY INVEST IN MHPS?

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**1. Strong and increasing demand.** As middle and lower class families continue to be pressured financially, growing demand for inexpensive housing makes MHPs the most attractive housing option for those hovering near the poverty line.

**2. Artificially Constrained Supply.** Due to increasingly burdensome zoning regulations, few MHPs are being built. These government regulations artificially constrain the supply of MHPs. In addition, profit margins for MHP developers are often inferior to those in the apartment industry.

**3. Low tenant turnover.** The cost of moving a mobile home is roughly \$5,000. This is very high cost for most of the residents in a mobile home park. In most cases, once the home is moved into a park, that home will stay for many years.

**4. Access to Exclusive Off-Market Deals.** Through the Sunrise fund, investors can participate in purchasing at a steep discount to the prices one must pay to own MHPs through a publicly traded REIT. These off-market deals are purchased directly from owners who have not maximized the NOI of their investment. Acquisitions are negotiated based on the current NOI, which can be increased shortly after closing on the property.

**5. Recession resistant.** MHPs outperformed other real estate sectors during the most recent recession. Demand for our product (affordable housing) actually increases as the economy tightens. The unique, favorable economics of MHPs produce superior risk-adjusted returns for investors.





# MHP INVESTORS MAKE MONEY 5 WAYS

1. Produces consistent cash flow that is 100% passive
2. Leverage due to the lender providing a large part of the cash
3. Equity, with the rent income paying off the mortgage over time
4. Appreciation due to rising property values
5. Tax benefits for real estate investors



# TOP 10 KEY BENEFITS OF INVESTING IN MOBILE HOME PARKS

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1. Consistent cash flow
2. Low risk, high returns
3. Cash dividends
4. Professionally managed
5. Hedge against inflation and recessions
6. Real estate tax incentives
7. Forced appreciation
8. Principal pay-down
9. Double-digit returns are common, even in down economies
10. Macro trends creating more demand



# **BENEFITS OF INVESTING IN MHPS WITH US**



**PASSIVE INCOME**



**BEST RISK-  
ADJUSTED RETURNS**



**DIVERSIFICATION**



**TAX BENEFITS**



**BENEFIT  
SUPPLY/DEMAND  
IMBALANCE**



**RECESSION-  
RESISTANT**



# MEET OUR TEAM



**KEVIN BUPP**

Kevin Bupp leads the strategic vision of SCI. As host of two top-ranked real estate investing podcasts, his real estate investment advice has been downloaded millions of times by folks in over 125 countries. With over \$500 million of real estate transactions under his belt, Kevin's extensive investment experience spans the gamut of apartment buildings, single-family homes, office buildings, parking facilities, raw land, condos, and mobile home parks.

With over two decades of experience, Kevin also educates investors how to locate, negotiate, and acquire commercial real estate to generate cash flow and legacy wealth for their families. He shares his experience through "The Mobile Home Park Investing Podcast" and the "Real Estate Investing for Cash Flow" podcast, which provide listeners with insights into his investment philosophy. In addition to his real estate endeavors, Kevin is passionate about giving back, and is the founder of several charitable organizations, including RunningForBrews.com, a social running club with more than 10,000 active members, and "72 Hours to Key West," an annual 280 mile bike ride to benefit impoverished families during the holidays.



**BRIAN SPEAR**

Brian Spear currently handles investor relations, marketing, and regulatory compliance for SCI. Brian has helped investors allocate over \$100mm to mobile home parks and parking facilities in an effort to drive attractive risk-adjusted returns. He has an extensive background in market evaluation, property analysis, acquisitions and management. To improve deal flow, Brian systematized the process to build and track relationships with mobile home park brokers nationwide. Prior to joining SCI, Brian travelled throughout the country to perform audits for multinational telecommunications companies. Over time, Brian worked in 49 states and amassed valuable insights into different MSAs around the country. His ability to drive growth and improve productivity helped grow his former company from inception to a valuation in excess of \$50mm in less than a decade. Brian graduated from the University of Kentucky with a Bachelor of Business Administration in Marketing. He attended UK on a baseball scholarship and was voted captain of a team that ultimately had six MLB alums. He was also named CoSIDA ESPN the Magazine Academic All-District.



# MEET OUR TEAM



**TODD DELEON**

Over the past 25+ years, Todd has built a diverse career with industry names like Brunswick, Hollywood Entertainment, and 7-Eleven. His career trajectory showcases his versatility, having held various titles and roles ranging from General Manager to Divisional Vice President. His leadership acumen is evident in his oversight of teams spanning from 25 to 5,000 associates. Todd's responsibilities have been significant, with him managing up to \$800 million in annual revenue during his tenure. In the Manufacture Home sector, Todd has managed assets of 20,000 sites across 19 states. His passion for Property Management especially in the Mobile Home sector led Todd to become the President of Operations/Asset Manager for Sunrise Communities in early January 2024.



**SAM SIMONIAN**

Sam Simonian brings over two decades of real estate experience and passion to the Sunrise team, having guided three real estate private equity family of funds from inception to \$375M in AUM, including the grand prize winner of the Forbes Top U.S. Opportunity Zone Fund. In his past roles as CFO and COO, Sam spearheaded innumerable business growth and improvement initiatives, leading cross-functional teams to deliver data-driven, truly transformational, results. In addition to his love for real estate, Sam is also passionate about continuous lifelong personal growth and improvement, earning a Master's degree in Management and Systems from NYU, Certificates in Accounting and Finance from UCLA, and a Bachelor's degree in Economics from UC Riverside, each earned with honors.



# CEDARHURST & WALSTON MHP CASE STUDY

Salisbury, MD | [Off-Market Acquisition](#) | [Nov 2017](#)

Purchase Price: [\\$2.6mm](#)

What We Did: Sunrise negotiated a combined \$2.6mm purchase price for the properties. Upon acquisition, Sunrise replaced on-site management, pumped septic tanks, demolished unsalvageable abandoned homes, renovated salvageable park-owned-homes, and power washed units. Once aesthetics improved, Sunrise set about recapturing the loss-to-lease.

Outcome: Sunrise grew the NOI substantially, ultimately increasing lot rents to just beneath the market rate. In June 2019, Sunrise executed a cash-out refinance on the property, and returned all investor capital within two years. Investors now have an infinite cash-on-cash return while retaining equity in an asset that appraised for more than \$6mm. Within two years, Sunrise created over \$3.5mm in sweat equity on an original investment of \$1.1mm. By 2022, the real estate was worth well over \$10mm, more than quadruple the value at acquisition.

[SEE MORE CASE STUDIES HERE](#)





# LAKERIDGE ESTATES CASE STUDY

Huntsville, OH | [Off-Market Acquisition](#) | [March 2024](#)

Purchase Price: [\\$13.6mm](#)

The Plan: We have it under contract for \$13.6 million, with an appraised value of nearly \$15.2 million, providing \$1.5 million in instant equity. This acquisition further increases the cumulative sweat equity in Fund 4 to \$6.9 million. With planned improvements, we project the park's value to reach approximately \$18.2 million within the first two years, nearly doubling our investment.

Additionally, we've secured a favorable loan with a 3.3% interest rate for the next eight years, enhancing the deal's attractiveness by ensuring strong cash flow. This loan, combined with our planned improvements, positions Lake Ridge as a highly lucrative investment, promising both immediate returns and long-term growth.

Outcome: Situated in a region with a burgeoning demand for affordable, high-end recreational living, Lakeridge stands out as an irreplaceable property. With its 100 all-waterfront spaces, it caters to a significant market niche, underpinned by a strong demand for luxurious yet affordable waterfront living options. The economic and lifestyle appeal of Central Ohio, coupled with the property's unique positioning and the substantial instant equity generated upon acquisition, positions Lakeridge as a highly desirable investment. This offers investors a promising avenue for sustained and robust returns, capitalizing on the unmatched appeal and potential for rental growth in a market where such offerings are scarce.





# RIDGEBROOK HILLS MHP CASE STUDY

Fort Wayne, IN | [Off-Market Acquisition](#) | [December 2023](#)

The Ridgebrook Hills mobile home community in Fort Wayne, Indiana, stands out as a prime investment for several compelling reasons. Upon acquisition, Sunrise Capital Investors (SCI) created an impressive \$5.4 million in instant equity, translating to an immediate 20% return on equity for investors. This significant financial uplift showcases SCI's ability to identify and capitalize on undervalued assets, ensuring immediate value creation.

The Outlook: Positioned in Indiana's second-largest city, Ridgebrook Hills is an institutional-grade property that benefits from being in a highly desirable and expanding housing market. As the largest community in the area with 738 spaces, it meets a substantial demand for affordable housing, evidenced by the near 90% occupancy rates in the region (what's more, the park itself boasts ~95% occupancy). The economic dynamism of Fort Wayne, fueled by diverse industries and significant corporate investments, further bolsters the investment's appeal. The combination of strategic location, high current occupancy, and potential for rent and amenity enhancements, along with the substantial instant equity generated by SCI, makes Ridgebrook Hills a particularly attractive opportunity for robust and sustained investor returns for years to come.





# HOW YOU CAN INVEST PASSIVELY WITH US

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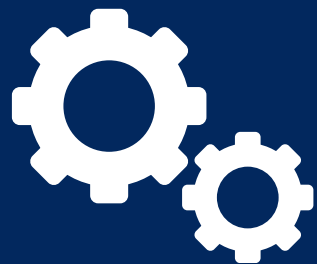
## **WE FIND THE PROPERTY**

We leverage our extensive national network to find great deals, negotiate the purchase, and finance the properties. We seek to acquire each property at a discount to its intrinsic value, providing investors with a comfortable margin of safety.



## **YOU INVEST**

You invest in our SCI GROWTH & INCOME FUND IV and become a direct-owner of the actual real estate.



## **WE ADD VALUE AND MANAGE EVERYTHING**

We oversee every aspect of the deal including management, maintenance, tenant issues and rent collections. SCI improves operations to increase the cash flow and add value to the property.



## **YOU RECEIVE PASSIVE INCOME AND SIGNIFICANT TAX SAVINGS**

You sit back, relax and enjoy the benefits of passive income from the rents we collect. Distributions from cash flow are distributed quarterly.



# OUR CURRENT FUND OFFERING

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When you invest in the fund, you get immediate diversification into multiple assets that we acquired in off-market, direct-to-owner transactions that are already performing and have built-in sweat equity.

**Book a Call**

For an overview of our current offering, feel free to [watch the webinar here](#).

When the fund is open, investments are being accepted on a first-come, first-serve basis.



# BOTTOM LINE

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There's a reason ultra successful investors choose real estate; it's one of the most powerful tools for generating wealth. Not only does it generate highly tax advantaged income, but investors benefit from its stability and natural appreciation.

Do you have this essential component in your portfolio? If not, maybe it's time to see if you qualify to review our investment opportunities. We're here to help you take advantage of the many benefits of this amazing asset class!

There is no obligation, so let's connect.







# For additional Information



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**Get Started With Fund 4**