

Alpine Mobile Home Park – Buyer Information

Market Activity in the Park

- Sales have **slowed recently** compared to about a year ago when homes were selling very quickly.
 - Homes used to be **snapped up as soon as they hit the market**.
 - Some listings have been **sitting longer lately**, possibly due to interest rates or the economy.
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Park Application & Approval Process

Application Requirements

Every **adult (18+) living in the home must submit an application**.

Buyers must provide:

- Completed park application
- Copy of **driver's license**
- **Proof of income**
 - Pay stubs
 - Bank statements
 - Or other documentation

Applications can be:

- **Dropped off in person**
 - **Scanned and emailed to the park manager**
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Credit Check

- **\$45 credit check fee**

- Must be paid via:
 - Cashier's check
 - Money order

Refund policy:

- **Refunded if approved**
- **Refunded if denied**
- **Not refunded only if approved and buyer backs out after credit is run**

Important Advice from the Park Manager

Buyers should:

Apply to the park BEFORE opening escrow if possible.

Reason:

- The park must approve the buyer
- Escrow could fall apart if the buyer does not qualify for park approval.

This happens occasionally.

Space Rent Information

Current Lease Assumption

If a buyer **signs the lease before June 1**

Space rent will be:

\$1,356.45 per month

If lease is signed **after June 1**

Space rent will increase to:

\$1,431.06 per month

Annual Rent Increase

- Space rent **increases every year**
 - Typical increase: **about 5–5.5% annually**
 - Increase amount is written into the lease.
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Monthly Utility Charges

In addition to space rent, residents pay utilities billed by the park.

Fixed monthly charges

- Trash: **\$41**
- Sewer: **\$28.55**

Metered utilities

Residents are billed monthly for:

- Water
- Gas
- Electricity

Meters are read monthly and added to the statement.

Internet Options

Residents can choose their own provider.

Common options:

- **Cox**
 - **AT&T**
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Parking Rules

- Parking rules in the park are **strict**.
 - **Temporary street parking is allowed during open houses.**
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Landscaping & Exterior Changes

Buyers **own the home but not the land**.

If they want to:

- Plant landscaping
- Build outside features
- Make exterior modifications

They **must get written approval from the park first**.

Pet Policy

- **1 dog allowed**
- **Breed and weight restrictions apply** (standard aggressive breed restrictions)

Cats:

- Allowed
 - Recommended to keep **indoors due to coyotes in the area**
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Fire Insurance

Because the park is in a **fire zone**:

Homeowners typically have:

- Standard homeowners/mobile home insurance
- Plus the **California FAIR Plan**

Estimated cost mentioned by manager:

About \$1,300 per year combined

Additional Park Notes

- The park backs up to **open space**
 - Coyotes are present in the area
 - The park owner lives in **Dana Point**
 - The park manager lives in the park.
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 **Pro tip for your buyers**

You could say:

"Because it's a mobile home park, the biggest step is getting approved by the park. I always recommend my buyers apply early so there are no surprises once we're in escrow."