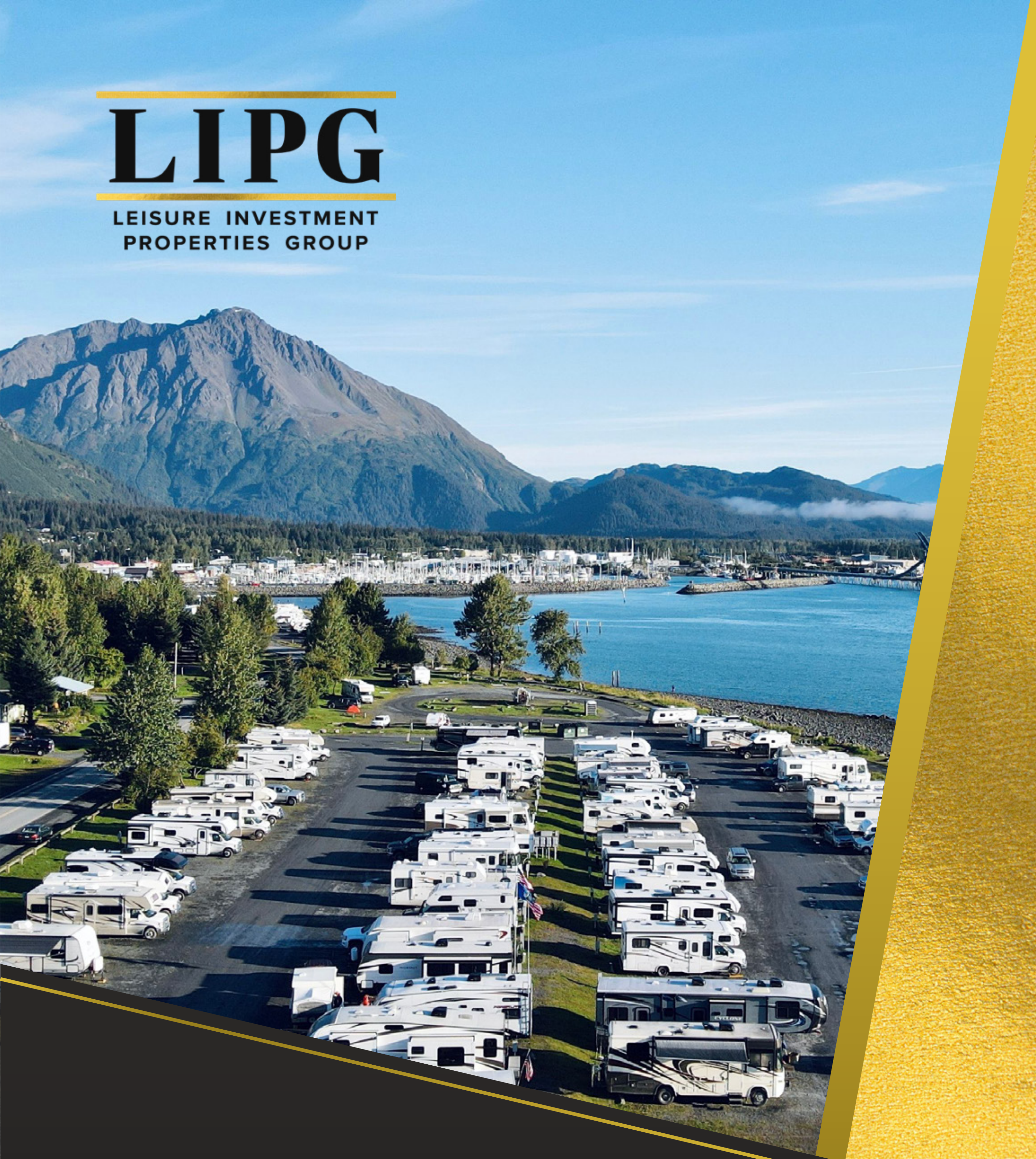
LIPG

LEISURE INVESTMENT PROPERTIES GROUP



RV & MHP INVESTMENT REPORT

2025

LIPG
LEISURE INVESTMENT PROPERTIES GROUP

2024 YEAR IN REVIEW

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VISION

To be the preeminent leader in business-driven leisure investment real estate and advisory services.

MISSION

To help our clients create and preserve wealth. We deliver exceptional transactional expertise, superior market knowledge, and the industry's most powerful marketing platform at a personal level, treating each client's best interests as our own.

GUARANTEE

Our clients will have the clarity, knowledge, and power to make sound business decisions that will maximize their investment strategies and achieve their vision for the future.

A TRUSTED VISION FOR THE FUTURE OF GOLF

Leisure Investment Properties Group (LIPG) was founded in 2009. Formerly known as the National Golf & Resort Properties Group, LIPG has become the recognized industry leader in brokerage and advisory services exclusively to the Leisure Investment Industry which includes golf courses, marinas, master-planned communities, RV Communities, resorts, and other leisure properties. Since its inception, LIPG has sold more than 200 properties by utilizing its extensive database of prospective buyers, powerful platform, and proactive marketing techniques. The management team has more than 270 years of combined experience brokering golf courses, marinas, master-planned communities, and other commercial real estate assets.

INSIDE THIS EDITION

Editor-in-Chief
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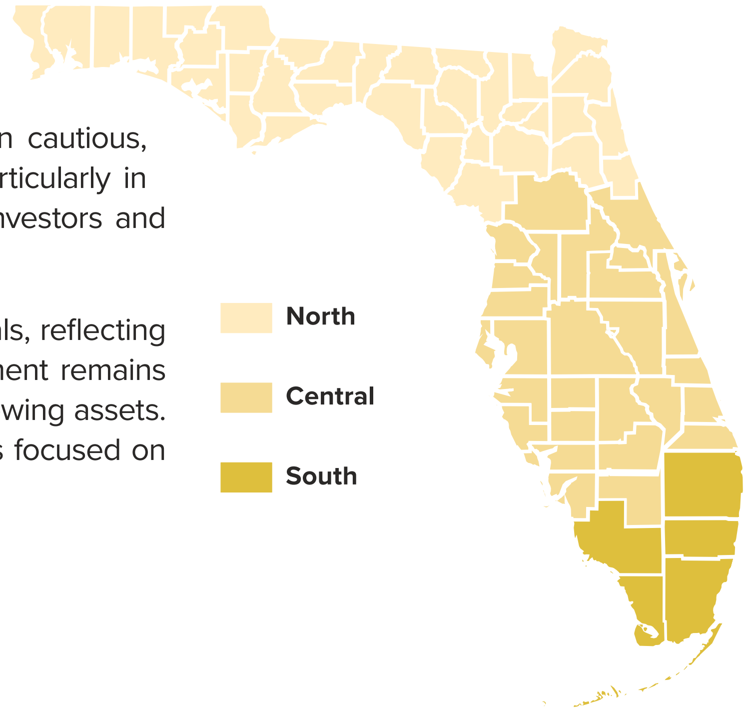
EXECUTIVE SUMMARY

The 2025 MH & RV park investment landscape is defined by selective capital deployment, operational efficiencies, and strategic financing. While interest rates remain elevated and institutional buyers remain cautious, the mid-market ($1M - $10M) continues to thrive—particularly in West-Central to East-Central Florida, where private investors and syndication groups are driving transactions.



Sales in 2024 totaled $346.7 million across 106 deals, reflecting a 12% increase year-over-year. The $1M - $10M segment remains the most active, as buyers prioritize stabilized, cash-flowing assets. Institutional capital is selectively returning but remains focused on premium, well-located properties with strong NOI.

KEY INVESTMENT TRENDS:

- Operational efficiency is now a top priority. Investors are turning to sub-metering, rent optimization, and expense control to boost NOI and increase asset valuations. A simple shift to tenant-paid utilities can increase property value by millions.
- AI-powered valuation and underwriting are reshaping how deals are structured and priced, allowing investors to identify undervalued assets and model risk with greater accuracy.
- Seller financing and assumable debt strategies are filling the financing gap as buyers navigate higher borrowing costs.

POSITIONING FOR 2025 & BEYOND:

For independent owners looking to sell, private investors seeking value, and institutional firms managing acquisitions, the best opportunities will come from operationally sound, data-driven investments. Investors who focus on NOI growth, leverage AI for underwriting, and structure deals creatively will gain a clear competitive edge in 2025.

- Leisure Investment Properties Group remains at the forefront of this evolving market, providing expert guidance, strategic brokerage services, and market intelligence to help investors succeed in the year ahead.

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State of the Market: 2025 MH & RV Park Investment Landscape

Jose A. Villao —Vice President of Investments

NAVIGATING THE ECONOMIC & REGULATORY LANDSCAPE

As the RV and Manufactured Housing (MH) investment market enters 2025, investors are faced with a dynamic landscape shaped by macroeconomic pressures, regulatory shifts, and evolving investment strategies. While demand for affordable housing and leisure-based properties remains strong, factors such as interest rates, inflation, capital market trends, and regulatory changes under the new administration are influencing deal flow and underwriting standards.

The following analysis provides a straightforward, investor-focused overview of how these economic and policy factors are shaping market conditions in leisure real estate and RV/MHP investment assets and where opportunities lie for investors at all levels—from private investor operators to institutional firms.

MACROECONOMIC CONDITIONS IMPACTING MH & RV INVESTMENTS

INTEREST RATES & CAPITAL MARKETS

Despite some stabilization in late 2024, elevated interest rates continue to weigh on investment activity. Debt remains expensive, with conventional financing in the 7-8% range, while private equity and bridge loan rates often exceed 12-15%.

As a result:

- Leveraged acquisitions remain selective, with investors prioritizing properties that offer strong in-place cash flow.
- Seller financing has become a key negotiation tool, helping buyers bridge financing gaps.

- Institutional players remain cautious, leading to a shift toward private buyers and syndication models.

However, investors who adapt their capital structures to the current environment—utilizing assumable loans, joint ventures, or creative financing—continue to transact successfully.

INFLATION & COST PRESSURES

Inflation remains a significant concern for operators, impacting:

- Insurance premiums, which have surged in Florida and other storm-prone regions.

- Labor and operational costs, requiring aggressive expense management for investors maintaining or expanding portfolios.

- Rental rate growth, which has helped offset higher expenses but remains subject to regulatory scrutiny in key markets.

While inflationary pressures persist, historically resilient demand for affordable housing and RV travel supports continued investor interest in these asset classes.

REGULATORY & POLICY SHIFTS TO WATCH IN 2025

NEW ADMINISTRATION'S IMPACT ON REAL ESTATE

The change in the White House in 2025 has brought renewed discussion around tax policy, rent control measures, and federal housing initiatives.

Potential regulatory shifts that could impact MH and RV park investors include:

- Capital Gains Tax Adjustments – Possible changes to 1031 exchanges and depreciation rules could influence hold periods and transaction structuring.

- Affordable Housing & Tenant Protections – New policies may impact MH communities, particularly in states exploring rent stabilization laws.

- Infrastructure & Incentives – Federal investment in transportation and utility infrastructure may increase asset value in high-growth areas.

LOCAL & STATE-LEVEL REGULATIONS

Beyond federal changes, state and municipal policies remain a critical factor for investors. Key considerations include:

- Zoning Restrictions – Some states remain resistant to MH & RV park expansion, limiting new supply and creating barriers to entry.

- Short-Term Rental & RV Stay Regulations – As RV resorts increasingly attract long-term guests, some localities are imposing new occupancy restrictions.

- Environmental & Utility Regulations – Costs related to sewer, water, and utility upgrades continue to rise, impacting capital expenditures.

While regulatory uncertainty remains, well-positioned assets in business-friendly jurisdictions continue to see strong investor demand.

INVESTMENT TRENDS & MARKET POSITIONING

DEMAND-SUPPLY IMBALANCE FOR AFFORDABLE HOUSING

MH & RV parks remain one of the most supply-constrained asset classes, with barriers to new development keeping existing properties in high demand. Investors who can optimize operational efficiency and reposition underutilized spaces are best positioned to drive NOI growth in 2025.

- Higher lot rents & increasing demand continue to support low vacancy rates in MHPs.
- Older, non-institutional parks are being upgraded to attract capital from professional operators.

RV PARKS: GROWTH IN RESORT-STYLE AMENITIES

RV parks for sale and investment-grade leisure properties continue to see strong performance, particularly in tourist-heavy regions like Florida and the Southeast.

- Upscale, resort-style RV parks for sale and investment-grade leisure properties with premium amenities (golf courses, wineries, event spaces) command higher ADRs (average daily rates) and attract long-term guests.
- Extended-stay RV parks for sale and investment-grade leisure properties continue to blur the line between traditional MHPs and hospitality, offering alternative revenue streams.

For investors and RV park investment companies looking to expand their portfolios, identifying parks with expansion potential or upgrading sites to capture premium rental rates is a winning strategy in 2025.

BARRIERS TO ENTRY: A DEFINING MARKET ADVANTAGE

One of the most compelling factors supporting long-term value in MH & RV park investments is the high barrier to entry.

- Limited Zoning Approvals – Many municipalities actively restrict new MH & RV park development.
- Capital Intensity for Development – Rising land costs, infrastructure demands, and regulatory hurdles make new supply difficult to bring online.
- Fragmented Ownership – The market is still dominated by by private investor operators, offering opportunities for consolidation.

For existing owners and investors, this limited supply backdrop supports continued appreciation and investment resilience.

CONFLUSION: A MARKET FOR STRATEGIC INVESTORS

For tailored investment opportunities, consult with Leisure Investment Properties Group. Our expertise in RV park for sale opportunities and manufactured housing communities ensures that investors maximize returns in 2025 and beyond.

While capital markets remain tight, but property investment brokers specializing in leisure properties continue to identify strategic acquisition opportunities, and regulatory uncertainty persists, the core fundamentals of MH & RV park investments remain strong. Investors who focus on:

- Creative financing and deal structuring
- Operational improvements for NOI growth
- Targeting high-demand submarkets with favorable regulatory environments ... will be well-positioned to capitalize on the unique resilience of these asset classes in 2025 and beyond.

As market conditions in leisure real estate and MHP investment assets evolve, investors who navigate the barriers to entry, leverage strategic capital, and align with macroeconomic trends will find long-term success in the MH & RV investment landscape.

FINAL THOUGHTS

This State of the Market segment provides a high-level yet actionable overview for investors in the Leisure Investment Property space. Whether you are a private investor, institutional buyer, or operator, the key to success in 2025 lies in understanding the economic, regulatory, and market forces shaping this unique asset class.

Buyer & Investor Sentiment: 2025 Outlook for RV & Mobile Home Park Investments

Jose A. Villao —Vice President of Investments

MARKET SENTIMENT SHIFTS IN 2025

As 2025 unfolds, buyer sentiment across the RV and manufactured housing (MH) asset classes reflects a pragmatic, strategic approach. The market has evolved significantly from the aggressive acquisition phase of 2022 to the cautious reset of 2023, followed by a stabilization period in 2024. Last year, investors adapted to higher borrowing costs, shifting their focus toward mid-market transactions ($1M - $10M) and value-add opportunities. Institutional players remained selective, while private investors and syndication groups took a more active role in deal-making. Now, in 2025, the market is defined by selectivity, operational efficiency, and alternative financing structures, as investors navigate economic and regulatory uncertainties with a disciplined approach.

For private investoroperators, this is a year of evaluating exit strategies and optimizing operational efficiency. Private equity groups and mid-market buyers remain the most active, focusing on value-add acquisitions and cash-flowing properties. Meanwhile, institutional investors are returning to the market selectively, prioritizing stabilized assets with predictable NOI growth.

While elevated borrowing costs remain a headwind, investment interest in affordable housing and RV parks for sale and investment-grade leisure properties is holding steady. The need for cost-effective housing solutions and growing demand for lifestyle-driven RV resorts continues to fuel investor confidence.

HOW BUYERS ARE STRUCTURING DEALS IN 2025

In response to tight credit markets and higher interest rates, buyers are adapting with creative financing solutions and alternative acquisition strategies. The days of low-cost institutional capital fueling aggressive portfolio acquisitions are behind us, replaced by a more strategic, fundamentals-driven approach.

KEY INVESTMENT STRATEGIES BEING DEPLOYED IN 2025:

- Seller Financing is Making a Comeback

With traditional financing more expensive and underwriting more conservative, sellers are increasingly open to financing part of the transaction to attract serious buyers. This strategy allows for favorable deal structures that help buyers manage capital constraints while offering sellers a smoother exit.

- Assumable Debt is a Competitive Advantage

Properties with low-interest rate assumable loans are commanding higher demand. Investors are actively seeking opportunities where they can step into existing debt structures rather than originating new, higher-cost financing.

- Joint Ventures & Structured Capital Stacks

Private equity firms and experienced syndicators are forming joint ventures to acquire larger assets, pooling resources to offset capital costs and improve bidding power. These structured deals allow buyers to deploy capital strategically without over-leveraging.

- Operational Efficiency as a Value Play

Rather than relying solely on market appreciation, buyers are focusing on operational upside—optimizing rental strategies, reducing expenses, and increasing occupancy rates. Investors targeting MHPs with below-market rents and RV parks for sale and investment-grade leisure properties with expansion potential are well-positioned for long-term gains.

WHO'S BUYING WHAT? INVESTOR PROFILES IN 2025

- Private Investors & Independent Buyers: Targeting stabilized, cash-flowing parks with steady occupancy. Looking for seller-financed deals or assumable debt options to overcome financing hurdles.

- Private Equity & Mid-Market Buyers: Actively acquiring value-add properties with NOI growth potential. Focused on RV parks for sale and investment-grade leisure properties in high-demand markets and MHPs with underutilized spaces.

- Institutional Players: Selectively re-entering the market, prioritizing premium assets in prime locations. Preferring 55+ MHPs and high-end RV resorts with strong seasonal stability.

IMPACT OF THE NEW ADMINISTRATION ON INVESTMENT SENTIMENT

The new presidential administration introduces policy shifts that could impact MHP and RV investors. While specific regulatory actions remain uncertain, investors are watching key areas closely:

- Tax & Capital Gains Adjustments – Any changes to capital gains tax, 1031 exchanges, or depreciation rules could influence hold times and disposition strategies.

- Regulatory Landscape – Potential adjustments to tenant protections, rent control laws, and zoning policies may impact the long-term profitability of MHP assets.

- Infrastructure Investments – Federal funding for transportation, utilities, and housing initiatives could create new opportunities for redevelopment and expansion projects.

While these factors add a layer of uncertainty, investors remain focused on fundamentals, recognizing that demand for affordable housing and experiential RV travel will continue to drive long-term asset appreciation.

CONCLUSION: A MARKET DEFINED BY STRATEGY & SELECTIVITY

For tailored investment opportunities, consult with Leisure Investment Properties Group. Our expertise in RV resort opportunities and manufactured housing communities ensures that investors maximize returns in 2025 and beyond.

2025 is shaping up to be a year of strategic acquisitions, creative deal structuring, and selective institutional re-engagement. Buyers who can leverage alternative financing, identify value-add opportunities, and adapt to the evolving regulatory landscape will be in a prime position to capitalize on market inefficiencies.

For sellers, pricing strategy and deal flexibility will determine marketability, as buyers remain cautious but highly engaged in well-structured opportunities.

Despite macroeconomic fluctuations, Leisure Investment Properties Group continues to identify strategic acquisition opportunities in leisure investments, the core fundamentals of the MHP & RV market remain intact—strong demand, limited new supply, and resilience in economic downturns. The most successful investors in 2025 will be those who can identify inefficiencies, structure deals creatively, and execute operationally sound investment strategies.

FINAL THOUGHTS

The RV and MHP investment space remains one of the most stable, cash-flowing real estate sectors. For owners considering an exit, buyers looking to scale, and institutional players re-evaluating market positioning, 2025 offers opportunities—but only for those who approach it strategically. Institutional investors seeking premium MHP investment assets are leveraging property investment advisors to identify well-positioned acquisitions.

This segment is crafted to serve investors at all levels—small-scale investor, private equity firms, and institutional players alike. Those who adapt to the current financing climate and structure deals creatively will find the greatest success in the year ahead. Institutional investors seeking premium MHP investment assets are leveraging leisure investment advisors to identify well-positioned acquisitions.

Hidden Equity: How Smart Utility Management is Unlocking Millions in MHP & RV Park Value

Jose A. Villao —Vice President of Investments

THE OVERLOOKED GOLDMINE IN MHP & RV PARKS

For decades, mobile home park (MHP) and RV park investors have focused on rental revenue as the primary driver of asset value. However, an often-overlooked opportunity exists in utility infrastructure management—specifically through sub-metering and utility pass-through models.

Many independent owners and even some institutional investors leave money on the table by not accurately tracking and passing through utility costs to tenants. The result? Lower NOI, diminished asset valuation, and missed opportunities for operational efficiency.

By implementing smart metering technology and strategic utility pass-throughs, owners can unlock substantial hidden equity, leading to NOI increases of 15-30%, which can translate to millions in additional property value per park. The integration of AI-backed metering is transforming how mobile home parks and RV resorts manage operational costs and boost profitability.

THE FINANCIAL IMPACT OF UTILITY SUB-METERING

Most MH and RV park owners traditionally bundle utility costs into lot rents, meaning they absorb fluctuations in water, sewer, and electricity expenses. This approach limits NOI potential and makes parks more susceptible to rising costs.

KEY FINANCIAL BENEFITS OF SUB-METERING:

- NOI Boost: Transitioning from owner-paid to tenant-paid utilities increases NOI by an estimated 15-30%, significantly enhancing asset valuation.
- Higher Asset Valuation: A $50,000 NOI increase at a 7% cap rate translates to $714,000 in additional property value. Multiply this across a portfolio, and the numbers become even more compelling.
- Operational Efficiency: Smart meters enable real-time tracking of consumption, reducing waste and identifying costly leaks or inefficiencies.

CASE STUDY EXAMPLE:

A 200-lot MHP in Florida implemented water and sewer pass-throughs, leading to:

- $180,000 in annual NOI growth (from $900 per lot/year in recovered costs).
- A $2.57 million increase in property value at a 7% cap rate.

This simple operational adjustment made the park far more attractive to institutional buyers, allowing the owner to exit at a premium valuation.

REGULATORY CONSIDERATIONS: WHAT OWNERS NEED TO KNOW

While utility pass-through models offer substantial upside, regulatory frameworks vary by state and locality.

Key Factors to Consider:

- State-Level Restrictions: Some states (e.g., California, Oregon) impose caps on utility pass-throughs or require specific tenant disclosures.
- HUD & Fair Housing Compliance: Federal guidelines require clear billing transparency to prevent overcharging.
- Local Water & Sewer Ordinances: Certain municipalities limit sub-metering installation, requiring owners to work with city utilities for approval.

For investors seeking to maximize park NOI, understanding local regulations and legal compliance is crucial to avoiding penalties while still unlocking value.

SMART METERING TECHNOLOGY: THE NEXT FRONTIER IN UTILITY OPTIMIZATION

One of the most significant advancements in utility cost management is the adoption of smart metering technology. Unlike traditional mechanical meters, smart meters automate real-time utility tracking, enabling: The integration of AI-backed metering is transforming how mobile home parks and RV resorts manage operational costs and boost profitability.

Benefits of Smart Meters for MHP & RV Parks:

- Accurate Billing: Reduces tenant disputes and ensures every unit pays for actual consumption.

- Leak & Theft Detection: AI-driven sensors can alert operators to leaks or abnormal usage, reducing unnecessary expenses.

- Remote Monitoring & Automated Readings: Eliminates the need for manual readings, saving time and labor costs.

- Dynamic Pricing Adjustments: AI-enabled meters allow owners to adjust pricing models based on seasonal demand.

As manufactured housing communities and RV resorts, two of the most resilient leisure properties owners look to modernize operations, adopting smart metering technology will be a game-changer for long-term asset optimization. The integration of AI-backed metering is transforming how mobile home parks and RV resorts manage operational costs and boost profitability.

INVESTOR TAKEAWAYS: HOW UTILITY OPTIMIZATION CREATES SCALABLE GROWTH

For investors considering acquiring or repositioning manufactured housing communities and RV resorts, two of the most resilient leisure properties assets, identifying underutilized utility pass-through opportunities can be a major value-add strategy.

KEY INVESTMENT STRATEGIES:

- Look for Parks Without Sub-Metering: These assets often present the highest upside with simple operational improvements.

- Underwrite NOI Growth Potential: Analyze current utility expenses vs. what can be passed through to tenants.

- Factor in State & Local Compliance Risks: Ensure the market allows full or partial pass-through models before underwriting a deal.

- Leverage Smart Metering to Future-Proof Assets: Parks that integrate AI-driven monitoring attract institutional capital and long-term buyers.

- For Sellers: Boosting NOI through sub-metering prior to a sale can significantly increase property valuation and investor interest.

- For Buyers: Identifying parks with utility inefficiencies provides an opportunity to unlock hidden equity and drive higher cash-on-cash returns.

- For Institutional Investors: Standardizing utility cost optimization across a portfolio can enhance scalability and profitability.

TURNING UTILITY INFRASTRUCTURE INTO AN INVESTMENT ADVANTAGE

For exclusive investment strategies, consult with Leisure Investment Properties Group. Our expertise in asset optimization for leisure properties ensures investors maximize NOI and valuation. Contact our leisure property investment advisors today.

In 2025, operational efficiencies will separate high-performing manufactured housing communities and RV resorts, two of the most resilient leisure properties from underperforming assets. As cost pressures increase, investors, RV park investment companies, and leisure property investment advisors who fail to optimize utility infrastructure will fall behind those who leverage smart technology and NOI-enhancing strategies.

By transitioning to tenant-paid utilities, integrating smart meters, and aligning with regulatory compliance, owners can:

- Reduce operational risk
- Increase NOI and asset valuation
- Attract institutional capital and long-term buyers

For investors looking to stay ahead in a competitive market, utility optimization in leisure real estate and MHP investment assets is no longer optional—it's a necessity.

LIPG stands at the forefront of helping manufactured housing communities and RV resorts, two of the most resilient leisure properties investors unlock hidden equity through smarter asset management. Contact us today to explore how we can help you maximize your portfolio value.

RV Park and Mobile Home Park Investments Market Analysis: 2024 Sales Report

Greg Lewis - Senior Managing Director of Capital Markets

*Disclaimer: The information presented in this report is derived from **publicly available sources** across **27 Central Florida counties** and does not include all potential RV park and mobile home park transactions. **Stock sales and unreported private transactions may not be represented.** Additionally, **some properties operate as rental-based communities, while others function as lot lease properties,** impacting valuation metrics. This data is **provided for informational purposes only and should not be solely relied upon for investment decisions.***

EXECUTIVE SUMMARY

The **RV Park and Mobile Home Park (MHP) investment market in Central Florida** experienced a year of stabilization and renewed confidence in 2024 following the market correction of 2023. This report analyzes sales dispositions across 27 Central Florida counties, home to 3,335 mobile home and RV communities totaling approximately 429,000 sites. The region continues to attract a broad spectrum of investors, including private buyers, syndication groups, and institutional firms, each adapting to shifting capital conditions and evolving market strategies.

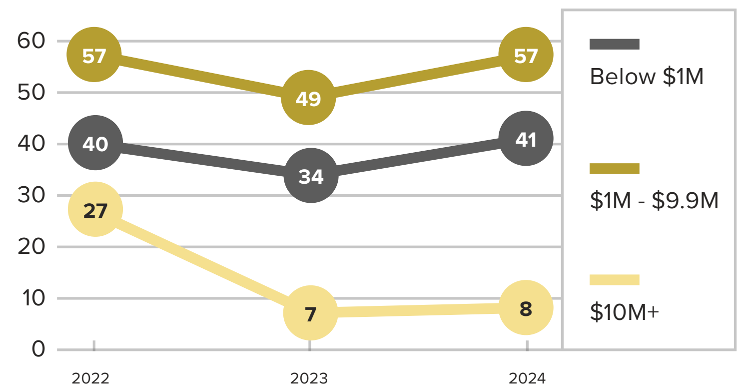
Total **sales volume in 2024 reached $346.7 million across 106 transactions,** reflecting a **12% increase over 2023.** This growth was driven primarily by mid-market transactions, which accounted for **over 50% of all deals,** demonstrating **continued demand for cash-flowing, operationally stable assets**. However, **high-value transactions ($10M+) continued to lag,** with only **a slight improvement** over 2023 levels.

RV Parks and MHPs remain **attractive asset classes,** offering **strong cash flow potential and resilience against broader market volatility.** The affordability-driven demand for **manufactured housing** and the **growing RV lifestyle trend** continue to support **long-term investor interest** in these properties.

MARKET SEGMENTATION

Sales Performance by Price Tranches (2022 - 2024)						
	2022		2023		2024	
Sales Price Range	Sales Volume	Deals	Sales Volume	Deals	Sales Volume	Deals
Below $1M	$24,448,200	40	$21,098,000	34	$27,880,869	41
$1M - $9.9M	$211,091,957	57	$136,836,200	49	$178,893,881	57
$10M+	$699,809,200	27	$152,098,500	7	$139,913,750	8

KEY MARKET TAKEAWAYS



STRENGTH IN MID-MARKET DEALS ($1M - $10M)

- This price range dominated sales volume and deal count, making up the majority of transactions in both 2023 and 2024.
- Institutional buyers have scaled back, allowing regional and private investors to take a more prominent role.
- Investors are targeting stabilized properties with strong rental income over speculative development.
- The average sale price in this segment was $3.14M, with a median price of $2.1M, demonstrating strong demand for quality assets at stabilized cap rates.

HIGH-VALUE TRANSACTIONS ($10M+) CONTINUE TO STRUGGLE

- Sales in this category fell from $700M in 2022 to just $152M in 2023 (-78%), as institutional capital withdrew from aggressive acquisitions.
- 2024 saw only a modest improvement, with higher financing costs and limited institutional appetite slowing deal flow.
- The average sale price in this segment was $31M, but the median price was significantly lower at $21.4M, showing that fewer ultra-premium assets transacted.

AFFORDABLE HOUSING DEMAND SUPPORTS MHP STABILITY

- Mobile home parks remain a highly sought-after asset class, as they provide a solution to the growing housing affordability crisis.
- Strong demand for lot leases and rental units continues to drive occupancy and rental growth in high-density markets.

RV PARKS MAINTAIN INVESTOR APPEAL

- RV parks, particularly those with resort-style amenities, continue to generate strong buyer interest.
- The rise of RV ownership and extended-stay trends is helping to sustain and grow rental income potential.

YEAR-OVER-YEAR INSIGHTS

2022 - THE INSTITUTIONAL BOOM

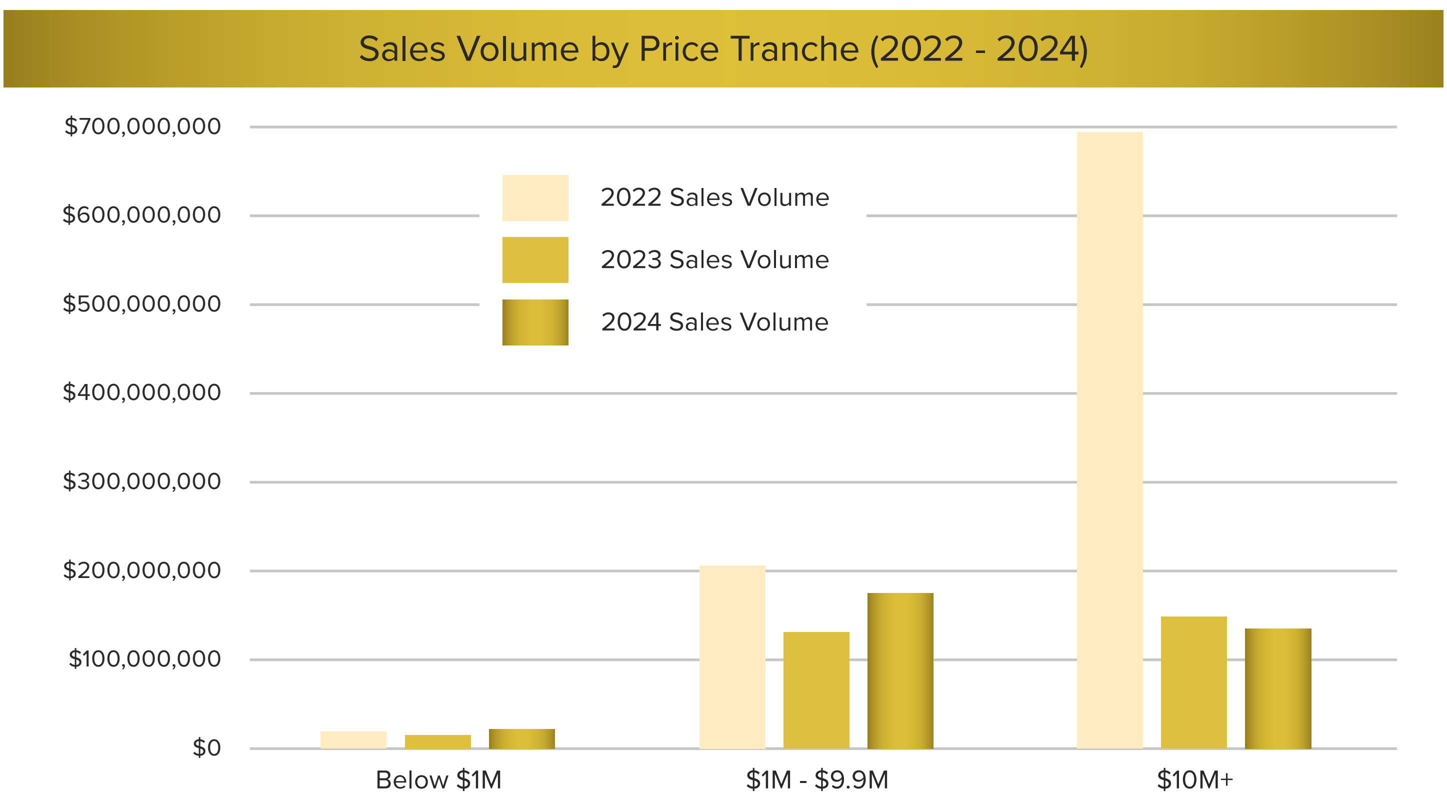
- A record-breaking year, with $935M in total sales volume across 124 deals.
- Institutional investors aggressively pursued high-value transactions ($10M+), leading to 27 deals in that category alone.

2023 - THE MARKET CORRECTION

- Sales volume dropped by 66.8% to $310M, reflecting rising interest rates and economic uncertainty.
- High-value deals collapsed (-78%), as large buyers stepped back.
- Mid-tier transactions ($1M - $10M) remained active, accounting for over 50% of all deals.

2024 - MARKET STABILIZATION & RENEWED CONFIDENCE

- Total sales volume rebounded by 12% to $346.7M, driven by an increase in mid-market transactions.
- Total spaces sold increased by 32%, signaling growing investor confidence.
- The $1M - $10M segment remained the strongest category, while high-value deals saw only a marginal recovery.
- Average and median pricing suggests that transaction volume is driven by well-performing, income-producing assets rather than speculative land plays.



INVESTMENT OUTLOOK FOR 2025

Despite the fluctuations of the past three years, RV parks and mobile home communities continue to prove their resilience as stable, income-producing assets. Looking ahead to 2025, several key investment themes will likely define the market:

MID-MARKET ($1M - $10M) WILL CONTINUE TO DOMINATE

- Private buyers and regional investors will remain active, particularly as financing remains selective.
- Expect steady demand for cash-flowing, well-occupied parks.

INSTITUTIONAL ACTIVITY IN $10M+ DEALS WILL TAKE TIME TO RECOVER

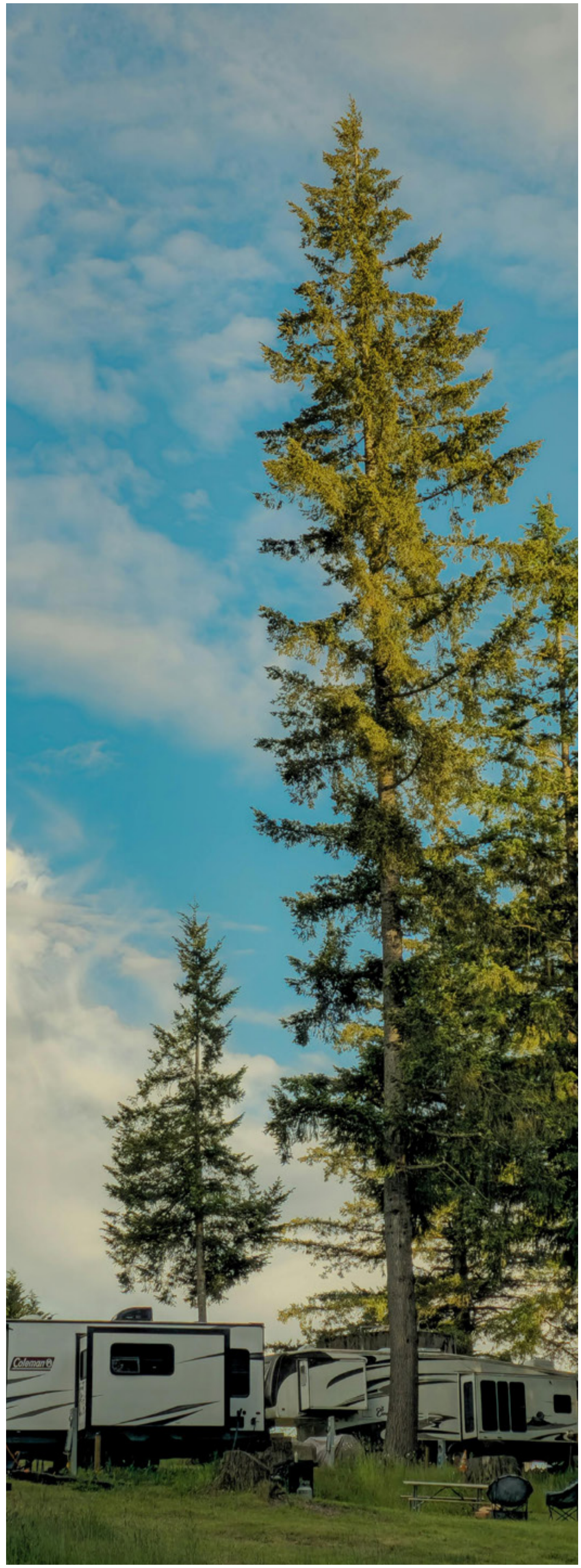
- Larger investors remain cautious about aggressive expansions.
- Only well-located, stabilized assets with strong NOI will command institutional attention.

SELLER FINANCING & OFF-MARKET TRANSACTIONS WILL INCREASE

- As debt markets remain restrictive, creative financing solutions such as seller carrybacks and JV partnerships will be more common.

RV PARKS WILL SEE CONTINUED INTEREST

- The rise in RV travel and extended-stay parks is likely to support continued appreciation in this segment.
- Resorts with premium amenities and long-term rental demand will be the most attractive to buyers.



The AI Advantage: How Predictive Technology is Transforming MHP & RV Park Valuations in 2025

Jose A. Villao —Vice President of Investments

A PARADIGM SHIFT IN ASSET VALUATION

For decades, mobile home parks (MHPs) and RV parks have been valued using conventional underwriting models—cap rates, net operating income (NOI), and comparable sales. While effective, these methods often fail to capture dynamic market shifts, operational inefficiencies, and predictive value drivers.

In 2025, Predictive AI is reshaping the valuation landscape in leisure real estate and MHP investment assets, offering investors, brokers, and operators a data-driven approach to asset pricing that enhances accuracy, reduces risk, and unlocks hidden opportunities. The ability to analyze real-time data is transforming how mobile home park and RV park assets are evaluated.

This shift isn't just a tech trend—it's a competitive necessity. AI-powered valuation models are outperforming traditional methods by integrating macroeconomic trends, tenant demographics, operational data, and financing conditions to predict future asset performance more effectively than ever before.

THE EVOLUTION OF MHP & RV PARK VALUATIONS

Traditional valuation approaches have always relied on a rearview mirror perspective—looking at historical sales data, static cap rates, and regional comps. However, in today's fast-evolving market, these models can undervalue high-potential assets or fail to detect hidden risks.

Predictive AI flips this approach on its head by incorporating forward-looking indicators, such as:

- Market demand forecasting—identifying which submarkets are poised for growth.

- Tenant turnover and rent sensitivity analysis—predicting revenue stability.
- Operational efficiency benchmarks—modeling expense reduction and income optimization strategies.
- Macroeconomic stress testing—assessing how interest rates, employment trends, and regulatory shifts affect valuation. The ability to analyze real-time data is transforming how mobile home parks and RV resort assets are evaluated.

For investors, RV park investment companies, and property investment brokers, this means more precise underwriting, better deal structuring, and stronger negotiation leverage.

How Predictive AI Enhances MHP & RV Park Investment Strategy The ability to analyze real-time data is transforming how mobile home parks and RV park assets are evaluated.

IDENTIFYING EMERGING MARKETS BEFORE THEY BOOM

Predictive AI models scan population growth, migration patterns, and economic drivers to identify submarkets where MHPs and RV parks are likely to appreciate in value. For example, regions with high job growth and increasing rental demand are prime targets for investors. The ability to analyze real-time data is transforming how mobile home parks and RV park assets are evaluated.

AI-BACKED RISK ASSESSMENT: REDUCING UNCERTAINTY

Investors can now model NOI sensitivity under different scenarios—testing how vacancy rates, utility costs, or rent controls might impact long-term asset value. This stress-testing approach helps institutional buyers de-risk large-scale acquisitions while giving private investors a tactical advantage in portfolio selection.

PINPOINTING UNDERPRICED & MISMANAGED ASSETS

AI-powered analytics can detect underperforming properties that present value-add opportunities. For instance, a park with below-market rents, inefficient expense structures, or underutilized pad spaces might be flagged as an undervalued asset primed for repositioning.

ENHANCED BUYER & SELLER NEGOTIATION STRATEGIES

By leveraging predictive modeling, sellers can command higher valuations backed by AI-driven data, while buyers can make more informed offers by identifying risks traditional underwriting may overlook.

WHO BENEFITS FROM AI-DRIVEN VALUATIONS?

FOR SELLERS

- Avoid undervaluing assets by demonstrating hidden value drivers (e.g., sub-metering potential, expansion opportunities).
- Optimize exit strategies by selling at peak market timing based on demand forecasts.

FOR INVESTORS

- Identify high-growth, high-yield properties before they hit the market.
- Avoid overpaying for assets with hidden operational inefficiencies.

FOR INSTITUTIONAL BUYERS:

- Improve portfolio allocation strategies by targeting assets with long-term NOI growth potential.
- Scale acquisitions with AI-driven underwriting models that process market intelligence at scale.

BARRIERS TO ENTRY & COMPETITIVE EDGE

While AI-powered valuation is a game changer, it remains underutilized in the fragmented MHP & RV park market. Unlike multifamily or office CRE, this sector still has independent operators who rely on outdated valuation models.

For tech-forward brokers and investors, this presents a competitive edge—those who embrace AI-driven insights will be able to price assets more accurately, negotiate more effectively, and capitalize on mispriced deals.

Furthermore, the barriers to entry in MHP & RV parks remain high due to zoning restrictions, regulatory hurdles, and limited new development. Predictive AI allows investors to navigate these complexities with data-driven precision, ensuring long-term profitability. The ability to analyze real-time data is transforming how mobile home parks and RV park assets are evaluated.

CONCLUSION: THE FUTURE OF MHP & RV PARK VALUATIONS

For exclusive investment insights, consult with Leisure Investment Properties Group. Our expertise in AI-driven MHP investment assets ensures that investors stay ahead in a dynamic market. Contact our property investment brokers today.

2025 marks a turning point in how MHP & RV parks are valued. Investors and brokers who integrate Predictive AI into their valuation methodologies will have a clear advantage in pricing, underwriting, and executing deals. The ability to analyze real-time data is transforming how mobile home parks and RV park assets are evaluated.

As the industry continues to evolve, leveraging AI-powered analytics is no longer optional—it's essential for staying ahead in an increasingly data-driven market.

For sellers looking to maximize value, buyers aiming to uncover hidden opportunities, and institutional firms scaling their portfolios, Predictive AI is the future of intelligent investing in MHP & RV parks. The ability to analyze real-time data is transforming how mobile home parks and RV resort assets are evaluated.

Would you like a strategic AI-driven valuation for your MHP or RV park asset? LIPG is at the forefront of this technological shift—contact us today to explore how AI-backed insights can optimize your investment strategy.

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