



Commercial Real Estate Services, Worldwide.

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Offices also in  
Coralville IA  
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## **PARKS & COMMUNITIES SELLING BRISKLY!**

Dear Land Lease Community Owner:

This month I closed on Kirkwood Estates, a 488 site manufactured home community. The sale was cash (buyer financed, through a lender) and it closed as scheduled, with the residents not being aware of the sale until it was announced the by the seller.

In 2008, our team successfully sold and closed on eleven parks and communities, all with the following characteristics:

- All were cash to the seller, with one exception.
- All sold at or above list price.
- All were marketed in such a way that residents, managers and vendors were not aware that a sale was occurring.
- All buyers and sellers were appreciative of the knowledge and experience that our team brought to the deal and how smoothly the sale and closing processes were.

Don't be fooled by negative media stories about commercial real estate and the recession. We have "ready and willing" buyers and with our years of experience and knowledge in selling parks and communities, we are getting deals done.

For a confidential, FREE and no obligation Market Evaluation of your property, call 319-378-6786 or fax or email the enclosed Market Evaluation form. You can also complete the form online on my website: [www.JoanneMStevens.com](http://www.JoanneMStevens.com). We have hundreds of buyers who want to buy and are able to get financing to buy your land lease community.

When you work with me and The Stevens Team, you get:

- Cash buyers
- Confidentiality
- Fast results
- Maximization of your sale price

Many owners have us do a free and confidential market evaluation of their community, even when they are not thinking about selling. They want to benchmark the value and find that by going through our process they get a lot of useful information on how to make their community worth more.

Sincerely,

The Stevens Team  
Joanne M. Stevens, CCIM  
NAI Iowa Realty Commercial  
Broker Associate

P.S. Call my toll-free hotline at 1-877-360-2730 for a FREE REPORT on "The Seven Mistakes to Avoid When You Sell a Mobile Home Park"(report #8002). All instructions for how to receive your report are pre-recorded, so no one will talk to you when you call.

