



**Providing Secure Homes for
Low-Income Families**

Dr. Van Williams, CEO / Founder
ProActive Realty Group
www.ProactiveFunds.com

BILOXI
MANUFACTURED HOUSING
EXPO 2022

30 March 2022





Van Williams, PH.D, CPEP

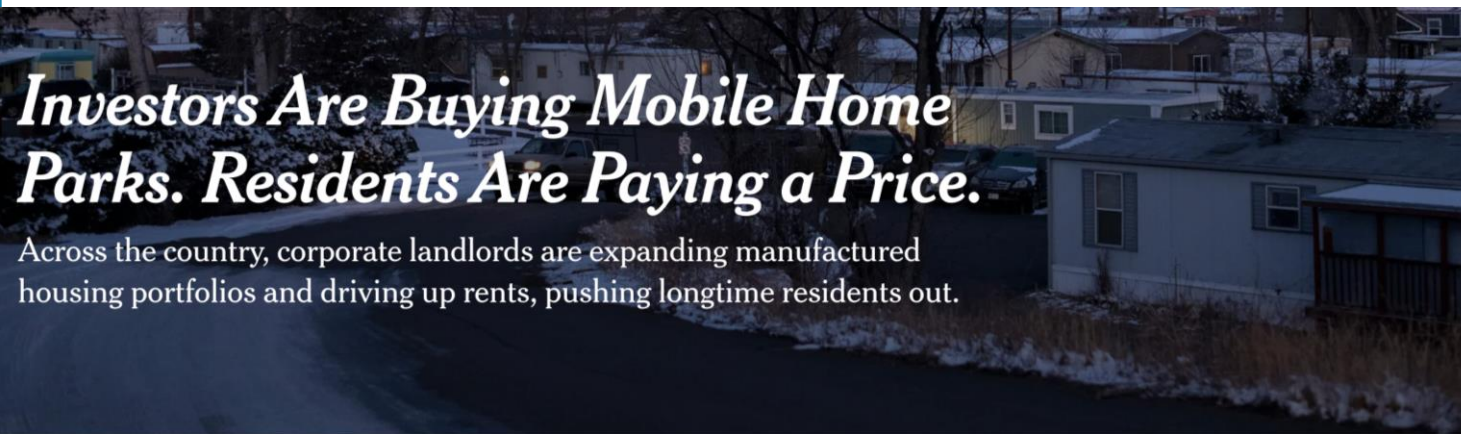
- 22 years of active experience in real estate investment and management
- Involved in buying, selling, and repositioning over \$30 million in commercial multifamily and residential real estate
- PhD in Psychology from Madison University
- Certified Private Equity Professional (CPEP) and member of the Private Equity Association
- Registered Property Manager with the International Real Estate Institute
- Certified Business Mediator with the National Association of Mediators
- Certification in Green Property Advisement from Allied Business
- Certificates in Psychology, social work and hotel & restaurant management



Mobile home parks have the most opportunity. It is the greatest business since sliced bread.

Sam Zell, April 2003

ProActive's investor returns are secured, socially aware and sustainable



Residents at the Sans Souci mobile home park in Boulder purchased the park from corporate owners last year after their rent increased. Rachel Woolf for The New York Times

The New York Times

March 27, 2022

March 29, 2022



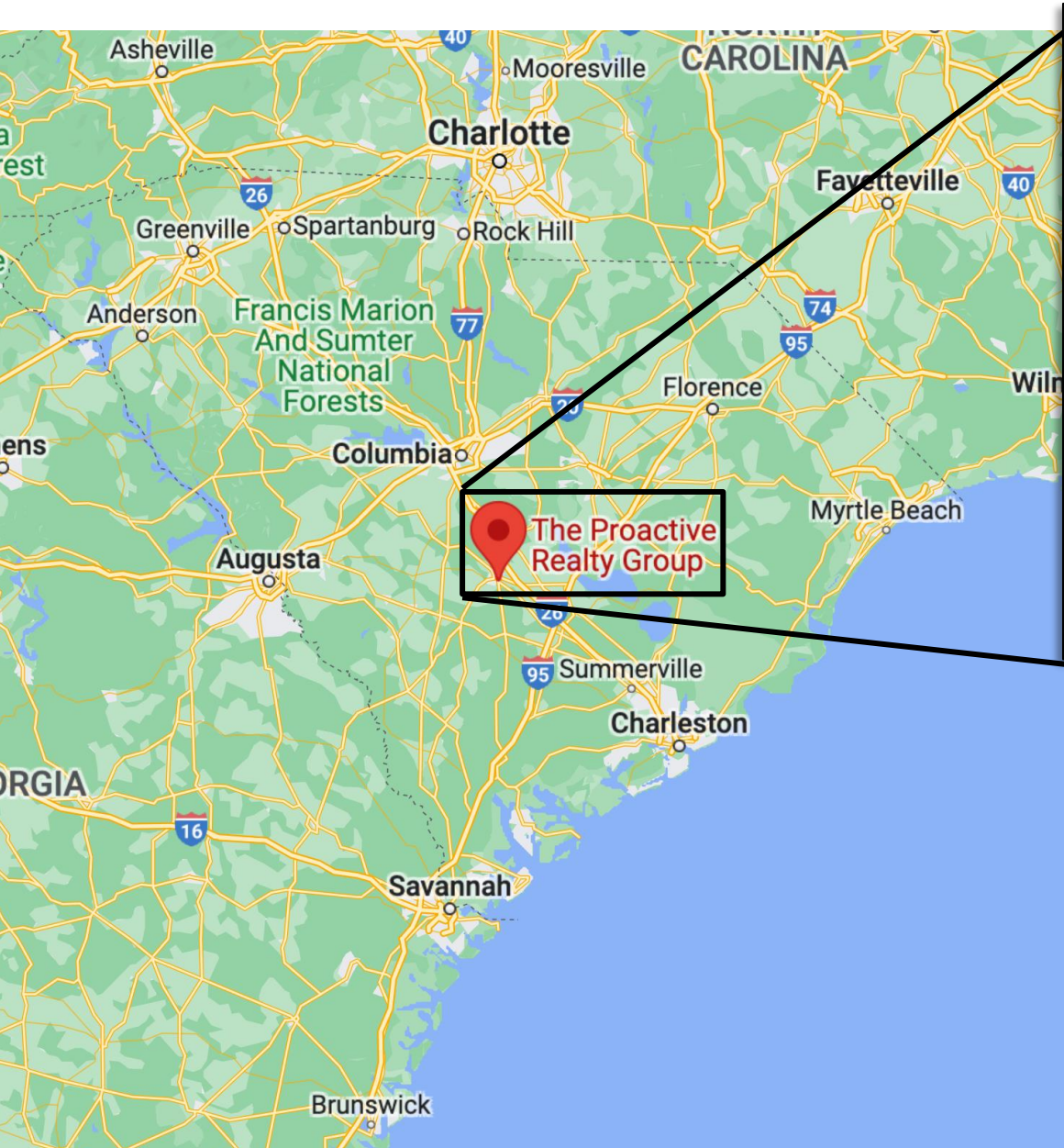
THE SUNDAY TIMES

Race to buy trailer park homes in US property boom



**Changing lives through affordable housing,
benefiting homeowners, investors and society.**

Where I started



100 Banashee Circle,
Orangeburg, SC 29115

187
spaces

City water
& Sewer

39.8
acres

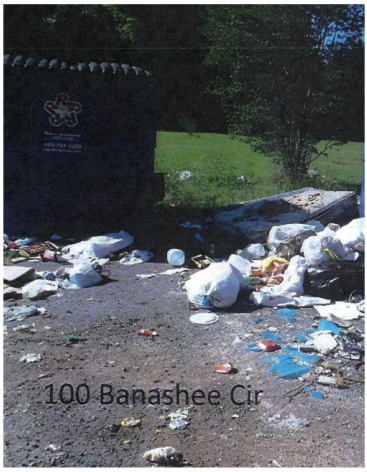
Where I started (cont'd)



Code enforcement court in **week 1**

75 code violations

Where I started (cont'd)



2 months into the project...



Where we started

Q4' 2018

- Purchased the park that was weeks away from being condemned.
- Contained 120 units of which 43 units had to be completely removed or torn down.
- Next, 55+ evictions, including both resident and the mobile home unit out of the park.
- In 2018 this was mostly cleaning up, tear downs, evictions and getting the maintenance of the park up to code.

2019

- Due to the eviction process I completed all 55+ evictions in 2019.
- \$14,000 repairing the main entrance to the park called Bahashee Circle that was completely demolished and worn down.
- Fell ill to Covid-19 for several weeks, hospitalized at Kaiser Permanente Hospital in Walnut Creek, California and was transferred to a rehab center in San Leandro California.
- Removed 15 mobile homes this year.

2020

- As far as financing, everything grinded to a halt due to Covid-19.
- Banks were not financing and I had to rely on my own resources to keep progress moving on the park.
- Qualified for a small PPP loan, which I used to hire a crew of 5 people to landscape and remodel 4 houses and sold them on a lease to own basis.
- Bought 3 new pedestal mail boxes and a zero turn lawn mower.
- Removed 20 mobile homes in 2020.

2021

- Bought 3 more pedestal mail boxes and I took out 2 more houses as of September 28, 2021.
- As of September 28, 2021, 49 paying residences of which 6 were from new housing purchased in August 2021.
- 121 open spaces to place brand new mobile homes on.
- Together the 49 paying residences plus the 121 open spaces equals 170 total units.
- To date, the park is ready to purchase and place the remaining 121 units on the open lots.

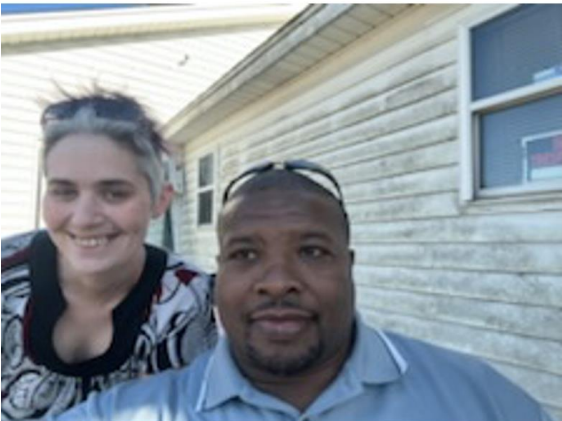
Where we are today



Where we are today (cont'd)



Where we are today (cont'd)





Thank you very much!