

TOM PARKS



Tom Parks spent 32 years as a State District Attorney and practicing law in the private sector. He has been a proven Commercial Investment Real Estate specialist in two states for over thirty years. Tom has been on faculty at Tampa College and FMU since 1990 and served as Department Chair of Paralegal Studies between 1993-2009. He is a licensed Real Estate instructor in the State of Florida.

Tom specializes in the Brokerage of RV and Mobile Home Parks, and is among the top producers in the State of Florida. Specifically Tom is recognized for organizing, coordinating, and obtaining financing for co-operative's wherein the residents of rental mobile home communities organize to form a co-operative in order to purchase an own their own park.

At this time Tom has successfully closed over Nine Hundred Million Dollars (\$900,000,000.00) in gross sales. He is considered the industry leader and innovator both in organizing investment groups into TIC's in order to take advantage of federal tax laws, maximizing investment returns, as well as using a Delaware Statutory Trust (DST) in effecting a tax deferred exit strategy.

More recently Tom has used his experience in organizing a "Conversion" of parks to cooperatives to be able to structure and effect "Reconversions" wherein shareholders of cooperatives may reap a profit from their investments and gain liquidity in their retirement. Tom is also a multi park owner himself, and as such is an active member of FMHA (Florida Mobile Home Association). All of which gives him a special insight into this niche market group.

Representative Transactions

| COMMUNITY SOLD | SITES | LOCATION |
|----------------------|-------|---------------------|
| ALLIGATOR | 320 | Punta Gorda, FL |
| ARBOR OAKS | 157 | Zephyrhills, FL |
| AQUA ISLES | 365 | LaBelle, FL |
| BAYONET POINT | 163 | Hudson, FL |
| BREEZY OAKS | 103 | Bushnell, FL |
| BRIARWOOD RV | 133 | Largo, FL |
| BUTTONWOOD VILLAGE | 270 | Punta Gorda, FL |
| COUNTRY OAKS | 84 | Zephyrhills, FL |
| CRYSTAL LAKE PARK | 599 | Avon Park, FL |
| FISH HAVEN LODGE | 90 | Auburndale, FL |
| FOREST LAKE ESTATES | 1174 | Zephyrhills, FL |
| GROVE RIDGE RV | 250 | Dade City, FL |
| HARBOR VIEW MHP | 471 | New Port Richey, FL |
| HIBISCUS MHP | 152 | Mt. Dora, FL |
| HILLCREST RV | 496 | Zephyrhills, FL |
| HOLIDAY | 613 | Holiday, FL |
| HILLSIDE | 188 | Zephyrhills, FL |
| IMPERIAL OAKS | 147 | New Port Richey FL |
| JIM'S RV | 150 | Zephyrhills, FL |
| LAKESIDE VILLAGE | 237 | Leesburg FL |
| LANTANA CASCADE | 452 | West Palm Beach, FL |
| LIVINGSTON | 65 | Luta, FL |
| LUCERNE LAKE | 140 | Auburndale, FL |
| MAPLE CORNER | 95 | Labelle FL |
| PINECREST | 172 | Zephyrhills FL |
| MANY MANSIONS RV | 225 | Dade City, FL |
| MARINA COVE MHP | 215 | Sebring, FL |
| MEADOWBROOK MHP | 190 | Lakeland, FL |
| ORANGEWOOD ACRES | 210 | Lake Wales, FL |
| PALM LAKE CO-OP | 923 | Palm Beach, FL |
| POINSETTIA | 322 | Ft. Myers, FL |
| RAINBOW VILLAGE | 382 | Zephyrhills, FL |
| REGENCY HEIGHTS | 381 | Clearwater, FL |
| RIDGECREST RESORT | 301 | Leesburg |
| RIVER BAY MHP | 305 | Tampa, FL |
| SINGING FOREST | 189 | Floral City, FL |
| SLEEPY HOLLOW | 397 | Zephyrhills, FL |
| SOUTHERN COMFORT | 175 | Clearwater, FL |
| SOUTHGATE MHP | 169 | Clearwater, FL |
| SUNBURST | 323 | Dade City FL |
| SPANISH TRAILS WEST | 220 | Zephyrhills, FL |
| SUNCOAST GATEWAY MHP | 174 | New Port Richey, FL |
| SUNDANCE | 333 | Zephyrhills, FL |
| SUNSHINE LAKE | 248 | New Port Richey, FL |
| SUNSHINE RV RESORT | 441 | Lake Placid, FL |
| THE RESERVE | 140 | Homosassa, FL |
| TOPICS RV | 231 | Spring Hill, FL |
| TRY MOR | 66 | Bradenton, FL |
| VERO PALM ESTATES | 285 | Vero Beach, FL |
| WATERS EDGE RV | 217 | Zephyrhills, FL |
| WEBSTER RV | 227 | Webster, FL |
| WEST WIND VILLAGE | 140 | Homosassa, FL |
| WHITES RV RESORT | 270 | Zephyrhills, FL |
| WOODLAND ESTATES | 60 | Ruskin, FL |

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