

# RAW Land & Home — Investor Guide

## FROM DIRT TO DOORSTEP · NORTH TEXAS LAND-HOME PACKAGES

A practical playbook for investors funding turnkey manufactured-home developments across 17 counties of North Texas. Five proven deal structures, expected returns, underwriting criteria, and the operating model behind every project.

## Why Manufactured Housing

The U.S. is short roughly 4–7 million homes. Site-built construction can't close the gap at the price point most working families can afford. Modern HUD-code manufactured homes are factory-built to the same structural and energy standards as site-built homes — at 30–50% lower cost per square foot and 90–120 day delivery.

North Texas is the strongest growth corridor in the country. Dallas–Fort Worth adds ~150,000 residents per year. The entry-level supply is gone. Land-home packages priced from \$185k–\$285k clear the market in days.

## Investment Models

### 1. Cash Purchase

Investor buys a finished land-home package outright and holds for rent or resells. Cleanest title, fastest close.

**Target return:** 10–14% cash-on-cash · 18–24% IRR

### 2. Seller Finance

Investor funds the package; RAW originates the owner-finance note to the end-buyer. Investor holds the note and collects monthly P&I.

**Target return:** 9–11% net yield · 15–20 yr term

### 3. Note Sale

Investor funds the package; RAW seasons the note 6–12 months then sells to a note buyer at a discount. Investor recycles capital quickly.

**Target return:** 1.4–1.7x MOIC in 12–18 months

### 4. Joint Venture

Investor provides capital, RAW provides land, entitlements, build, and sale execution. Profits split 50/50 or 60/40 after capital return.

**Target return:** 25–40% IRR · 1.5–2.0x MOIC

## 5. Private Lending

Investor lends against a specific project at 1st-lien position. Short-term (6–12 mo), interest-only, secured by land + improvements.

**Target return:** 10–13% annualized · 60–70% LTV

# Sample Land-Home Package Economics

Line Item	Amount
Raw land (0.5–1.0 ac)	\$ 38,000
Site work, utilities, pad	\$ 28,000
HUD-code home (3/2, 1,400 sf)	\$ 112,000
Delivery, set, finish-out	\$ 14,000
Soft costs, permits, holding	\$ 8,000
<b>All-in cost basis</b>	<b>\$ 200,000</b>
Retail sale price	\$ 259,000
<b>Gross profit</b>	<b>\$ 59,000</b>
<b>Gross margin</b>	<b>29.5%</b>

*Numbers are representative — actual deal economics vary by county, lot, and home spec. Use the interactive calculator on the Investor Center to model your specific package.*

## How to Engage

1. Schedule an intro call with the RAW capital team.
2. Receive the current deal pipeline + underwriting package.
3. Select the structure and counties that fit your thesis.
4. Fund via wire or self-directed IRA.
5. Receive monthly investor reporting + access to the live deal dashboard.

## Underwriting Standards

Every project clears: clear title + survey, county/MUD approval, soils & septic feasibility, comp-based ARV with 15% cushion, fixed-price builder contract, and an exit path identified before capital is deployed.

*RAW Land & Home, LLC · North Texas · rawlandandhome.com*

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