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In 2017 I purchased 6 acres of undeveloped land from a timber company in Silsbee, Texas, right outside the city limits. I had a dream and a desire to develop a small community, and I set out to build duplex homes, and quickly realized that I was not in a financial position for such an undertaking. Not being fully knowledgeable about the exorbitant cost of construction, I began exploring other options. Being in a rural area trailer parks dot the landscape and are a norm in my community and with my property being outside the city limits, I faced no restrictions from the city in developing a mobile home park. In addition, city water was available which did help defray some of the infrastructure cost. The first person I had to convince was my husband.

I did my research, I spoke with park operators, I joined a property investment group and spent a lot of time riding and looking at trailer parks. I even learned that Warren Buffet owns Clayton Homes which was a sign of a good investment to me.

After establishing an address, getting permits from the county, clearing the land, which was no small undertaking, we put in a sewer grinder system and worked with the utility companies to power the park, put in a road, driveways, and built pads for the units. We used \$150,000 in life insurance proceeds from my dad to help purchase/fund our first five brand new three- bedroom, two -bathroom units.

We accepted our first tenant in 2019 and Kelly Estates is now home to seven low-income families. The majority of the tenants rent is subsidized through HUD (housing urban development). In addition to the mobile home park. Kelly Estates owns several other properties throughout the Golden Triangle and is poised for expansion.