

LAKERIDGE ESTATES MHC

8651 OH-368
Huntsville, Ohio 43324

RESTRICTED APPRAISAL REPORT

Date of Report: February 2, 2024
Colliers File #: CMH240008



PREPARED FOR
Brian Spear
Sunrise Communities
410 South Aurora Avenue
Clearwater, FL 33765

PREPARED BY
COLLIERS INTERNATIONAL
VALUATION & ADVISORY SERVICES

LETTER OF TRANSMITTAL

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February 2, 2024

Brian Spear
Sunrise Communities
410 South Aurora Avenue
Clearwater, FL 33765

RE: Lakeridge Estates MHC
8651 OH-368
Huntsville, Ohio 43324

Colliers File #: CMH240008

Mr. Spear:

Pursuant with our engagement, the above captioned property was appraised utilizing best practice appraisal principles for this property type. This appraisal report satisfies the scope of work and requirements agreed upon by Sunrise Communities and Colliers International Valuation & Advisory Services.

The date of this report is February 2, 2024. At the request of the client, this appraisal is presented in a Restricted Appraisal Report format as defined by *USPAP* Standards Rule 2-2(b). Our appraisal format provides a summary description of the appraisal process, subject and market data and valuation analyses.

The purpose of this appraisal is to develop opinions of the As-Is Market Value and Prospective Value Upon Stabilization of the subject property's leased fee interest. At the request of the client we have also completed an Insurable Replacement Cost Estimate. The Prospective Value Upon Stabilization is the projected value in 2 years with typical income and expense increases. The following table conveys the final opinions of market value of the subject property that are developed within this appraisal report:

VALUE TYPE	INTEREST APPRAISED	DATE OF VALUE	VALUE
Market Value As-Is	Leased Fee	January 3, 2024	\$15,160,000
Prospective Value Upon Stabilization	Leased Fee	January 2, 2026	\$18,170,000

Subject Characteristics

The subject is a Manufactured Housing Community (All Age) totaling 105 homesites (and 109 boat slips) located on a 24.75-acre site at 8651 OH-368 in Huntsville, Ohio. The improvements were built in 1950, are in good condition and have a remaining economic life of 25 years based on our estimate. The subject's common amenities include: pickleball court, basketball court and rv storage.

Subject Occupancy

The subject property has a current occupancy level of 100.0%, which is above the pro forma occupancy level estimate of 97% that was utilized in this appraisal. The subject property is full. We are projecting additional vacancy and/or credit loss to account for frictional and economic vacancy.

Subject Rents

The rent comparables are all local to the subject's area and are strong indicators of the appropriate rents for the subject property. Primary weight is placed on Comparable 1 And Comparable 2, which is most similar to the subject. Secondary weight is placed on the affordability analysis. This analysis (see below) shows that the subject's rents are supported by a comparison to alternative housing options in the general area. The subject homesites have a key advantage over the comparables as the subject is located on a peninsula that extends into Indian Lake. This gives most sites waterfront access. Homes on the water sell for 80% of homes that are in the area but are not adjacent or near the water. It stands to reason that a similar adjustment should be made for similar sites compared to similar off lake rentals. There were no similar communities located on the lake like the subject property. After adjustments the subject's asking rents fell between the average and median of the adjusted range. And within what were considered to be the most similar sites.

AFFORDABILITY ANALYSIS				
COMPARISON/HOUSING TYPE	MH IN SUBJECT PROPERTY	SINGLE-FAMILY HOME		APARTMENTS
Bedroom/Bath Count	2/1 - 3/2 BR/BA	2/1 - 4/2 BR/BA		2 BR
Purchase Price	\$150,000	\$325,000	- \$540,000	-
Down Payment or Deposit	\$7,500	\$65,000	- \$108,000	One Months Rent
Amount Financed	\$142,500	\$260,000	- \$432,000	-
Rate	9.50%	7.50%	- 7.50%	-
Term (Years)	20	30	- 30	-
Monthly Mortgage Payment	\$1,328	\$1,818	- \$3,021	-
Taxes	\$20	\$325	- \$540	-
Insurance	\$25	\$115	- \$135	-
Site Rent	\$850	-	-	-
TOTAL MONTHLY PAYMENT*	\$2,223	\$2,258	- \$3,696	\$2,831 - \$4,860

* Excludes maintenance and utilities.

Sales History

The subject property previously sold on January 4, 2022 as improved for \$2,478,006, as recorded in 1403 / 5099 of the Logan County Deed Records. Based on discussions with the current owner and/or broker and a review of public records and private data services, the prior sale appears to have been an arm's-length transaction and was not impacted by any concessions. The recorded price for the property was \$2,478,006. However, the total purchase price was reportedly \$12,300,000 or \$117,143 per homesite. This purchase was at a 5.10% capitalization rate. Since acquiring the subject property the owners made over \$900,000 in capital improvements and increased rents and occupancy. Given these changes the increase in value from the previous purchase is considered reasonable. The property being appraised is known to be the subject of a pending purchase and sale agreement between MCM OH LAKERIDGE LLC (Grantor) and My Sunrise Community (Grantee), but the appraiser was unable to obtain the terms of the contract. The current owner and/or broker confirmed that the property is under contract for sale but declined to disclose the details of the agreement.

Throughout this report, for comparison purposes, we utilize a classification system typical of most real estate asset classes. Class A properties are the highest quality properties, Class B are average/moderate quality properties, and Class C are lower quality properties. The subject is a Class A manufactured housing community (MHC).

The analyses, opinions and conclusions communicated within this appraisal report were developed based upon the requirements and guidelines of the current Uniform Standards of Professional Appraisal Practice (USPAP), the requirements of the Code of Professional Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute.

The report, in its entirety, including all assumptions and limiting conditions, is an integral part of, and inseparable from, this letter. *USPAP* defines an Extraordinary Assumption as, “an assignment specific-assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser’s opinions or conclusions”. *USPAP* defines a Hypothetical Condition as, “that which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis”.

The Extraordinary Assumptions and/or Hypothetical Conditions that were made during the appraisal process to arrive at our opinions of value are fully discussed below. We advise the client to consider these issues carefully given the intended use of this appraisal, as their use might have affected the assignment results.

EXTRAORDINARY ASSUMPTIONS

No Extraordinary Assumptions were made for this assignment.

HYPOTHETICAL CONDITIONS

No Hypothetical Conditions were made for this assignment.

RELIANCE LANGUAGE

The Appraisal is for the sole use of the Client; however, Client may provide only complete, final copies of the Appraisal report in its entirety (but not component parts) to third parties who shall review such reports in connection with loan underwriting or securitization efforts. Colliers International Valuation & Advisory Services is not required to explain or testify as to appraisal results other than to respond to the Client for routine and customary questions. Please note that our consent to allow the Appraisal prepared by Colliers International Valuation & Advisory Services or portions of such Appraisal, to become part of or be referenced in any public offering, the granting of such consent will be at our sole and absolute discretion and, if given, will be on condition that Colliers International Valuation & Advisory Services will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to Colliers International Valuation & Advisory Services, by a party satisfactory to Colliers International Valuation & Advisory Services. Colliers International Valuation & Advisory Services does consent to your submission of the reports to rating agencies, loan participants or your auditors in its entirety (but not component parts) without the need to provide Colliers International Valuation & Advisory Services with an Indemnification Agreement and/or Non-Reliance letter.

Colliers International Valuation & Advisory Services hereby expressly grants to Client the right to copy the Appraisal and distribute it to other parties in the transaction for which the Appraisal has been prepared, including employees of Client, other lenders in the transaction, and the borrower, if any.

Our opinion of value reflects current conditions and the likely actions of market participants as of the date of value. It is based on the available information gathered and provided to us, as presented in this report, and does not predict future performance. Changing market or property conditions can and likely will have an effect on the subject's value.

The signatures below indicate our assurance to the client that the development process and extent of analysis for this assignment adhere to the scope requirements and intended use of the appraisal. If you have any specific questions or concerns regarding the attached appraisal report, or if Colliers International Valuation & Advisory Services can be of additional assistance, please contact the individuals listed below.

Sincerely,

**COLLIERS INTERNATIONAL
VALUATION & ADVISORY SERVICES**



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Engagement Letter
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Qualifications of Colliers International Valuation & Advisory Services

GENERAL INFORMATION

Property Name	Lakeridge Estates MHC
Property Type	Manufactured Housing Community - All Age
Address	8651 OH-368
City	Huntsville
State	Ohio
Zip Code	43324
County	Logan
Core Based Statistical Area (CBSA)	Columbus, OH
Market	Logan County
Submarket	Indian Lake
Census Region	Midwest
Census Subregion	East North Central
Longitude	-83.861532
Latitude	40.488705
Number Of Parcels	2
Assessor Parcels	43-019-17-01-003-001, 43-019-13-05-042-000
Total Taxable Value	\$2,931,070
Census Tract Number	0040.00

SITE INFORMATION

Land Area	Acres	Square Feet
Usable	24.75	1,078,251
Excess	0.00	0
<u>Surplus</u>	<u>0.00</u>	<u>0</u>
Total	24.75	1,078,251
Topography	Level at street grade	
Shape	Irregular	
Access	Good	
Exposure	Good	
Appeal	Good	
Current Zoning	Unzoned (Unzoned)	
Flood Zone	Zone X (Unshaded) & Zone X (Shaded)	
Seismic Zone	Low Risk	

IMPROVEMENT INFORMATION

Number Of Homesites	105
Development Density	4.2 Units/Acre (105 Units / 24.75 Acres)
Total Number Of Common Area Buildings	2
Number Of Stories	1
Year Built	1950
Property Class	A
Quality	Good
Condition	Good
Marketability	Good
Parking Type	Homesite
Number Of Parking Spaces	105
Parking Spaces/Homesite	1.0
Project Amenities	The subject's common amenities include: pickleball court, basketball court and rv storage.

HIGHEST & BEST USE

As Vacant	Development of manufactured housing community as market conditions warrant
As Improved	Continued use as a manufactured housing community

EXPOSURE TIME & MARKETING PERIOD

Exposure Time	Six to Nine Months
Marketing Period	Six to Nine Months

VALUATION SUMMARY

Current Occupancy	100.0%
Stabilized Occupancy	97.0%
Current Average Rent/Homesite	\$847/Homesite
Concluded Average Rent/Homesite	\$850/Homesite
Potential Gross Income (PGI)	\$1,153,000
Vacancy & Credit Loss	3.0%
Effective Gross Income (EGI)	\$1,120,870
Total Expenses	\$324,829
Net Operating Income (NOI)	\$796,041
Capitalization Rate (OAR)	5.25%

VALUATION SUMMARY

VALUATION INDICES	MARKET VALUE AS-IS	PROSPECTIVE VALUE UPON STABILIZATION
INTEREST APPRAISED	LEASED FEE	LEASED FEE
DATE OF VALUE	JANUARY 3, 2024	JANUARY 2, 2026

INCOME CAPITALIZATION APPROACH

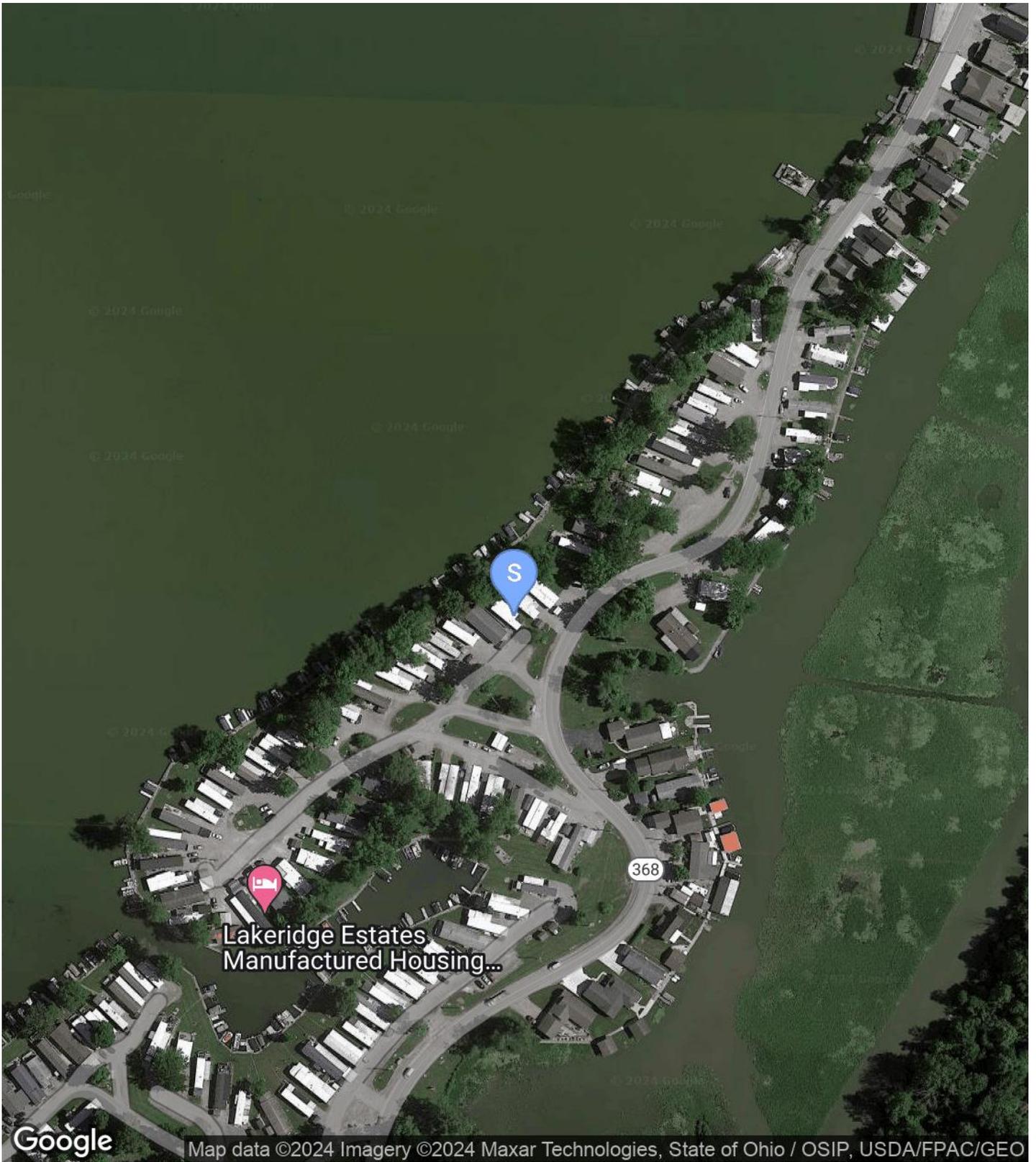
Direct Capitalization	\$15,160,000	\$18,170,000
Direct Capitalization \$/Homesite	\$144,381/Homesite	\$173,048/Homesite
Net Operating Income	\$796,041	\$954,033
NOI \$/Homesite	\$7,581/Homesite	\$9,086/Homesite
Capitalization Rate	5.25%	5.25%
INCOME CONCLUSION	\$15,160,000	\$18,170,000
Income Conclusion \$/Homesite	\$144,381/Homesite	\$173,048/Homesite

SALES COMPARISON APPROACH

SALES CONCLUSION	\$15,020,000	-
Sales Conclusion \$/Homesite	\$143,048/Homesite	-

FINAL VALUE CONCLUSION

FINAL VALUE	\$15,160,000	\$18,170,000
Final \$/Homesite	\$144,381/Homesite	\$173,048/Homesite





SUBJECT SIGN



SUBJECT ENTRANCE



FACING NORTH



FACING SOUTH



STREET SCENE



STREET SCENE



EXAMPLE HOMES



EXAMPLE HOMES



BASKETBALL COURT

PROPERTY IDENTIFICATION

The subject is a Manufactured Housing Community (All Age) property totaling 105 homesites. It is located on a 24.75-acre site at 8651 OH-368 in Huntsville, Logan County, Ohio. The assessor's parcel numbers are: 43-019-17-01-003-001, 43-019-13-05-042-000.

The legal description of the subject property is presented in the Addenda.

CLIENT IDENTIFICATION

The client of this specific assignment is Sunrise Communities.

PURPOSE

The purpose of this appraisal is to develop opinions of the As-Is Market Value and Prospective Value Upon Stabilization of the subject property's leased fee interest. At the request of the client we have also completed an Insurable Replacement Cost Estimate.

INTENDED USE

The intended use of this appraisal is to assist the client in making internal business decisions related to this asset.

INTENDED USERS

Intended users of this report include Sunrise Communities. Use of this report by third parties and other unintended users is not permitted. This report must be used in its entirety. Reliance on any portion of the report independent of others, may lead the reader to erroneous conclusions regarding the property values. Unless approval is provided by the authors no portion of the report stands alone.

ASSIGNMENT DATES

Date of Report	February 2, 2024
Date of Inspection	January 3, 2024
Valuation Date – As-Is	January 3, 2024
Valuation Date – Prospective Upon Stabilization	January 2, 2026

PERSONAL INTANGIBLE PROPERTY

The community owned homes (if any) are considered personal property and are not considered in this appraisal. No personal property or intangible items are included in this valuation.

PROPERTY AND SALES HISTORY

Current Owner

The subject title is currently recorded in the name of MCM OH LAKERIDGE LLC.

Three-Year Sales History

The subject property previously sold on January 4, 2022 as improved for \$2,478,006, as recorded in 1403 / 5099 of the Logan County Deed Records. Based on discussions with the current owner and/or broker and a review of public records and private data services, the prior sale appears to have been an arm's-length transaction and was not impacted by any concessions. The recorded price for the property was \$2,478,006. However, the total purchase price was reportedly \$12,300,000 or \$117,143 per homesite. This purchase was at a 5.10% capitalization rate. Since acquiring the subject property the owners made over \$900,000 in capital improvements and increased rents and occupancy. Given these changes the increase in value from the previous purchase is considered reasonable.

Subject Sale Status

The property being appraised is known to be the subject of a pending purchase and sale agreement between MCM OH LAKERIDGE LLC (Grantor) and My Sunrise Community (Grantee), but the appraiser was unable to obtain the terms of the contract. The current owner and/or broker confirmed that the property is under contract for sale but declined to disclose the details of the agreement.

DEFINITIONS

This section summarizes the definitions of value, property rights appraised, and value scenarios that are applicable for this appraisal assignment. All other applicable definitions for this assignment are located in the Valuation Glossary section of the Addenda.

DEFINITIONS OF VALUE

Given the scope and intended use of this assignment, the following definition of value is applicable:

Market Value

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised, and acting in what they consider their own best interests;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.¹

PROPERTY RIGHTS APPRAISED

The property rights appraised constitute the leased fee interest.

Leased Fee Interest

The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires.²

VALUE SCENARIOS**As-Is Value**

The estimate of the market value of real property in its current physical condition, use, and zoning as of the appraisal date.³

¹ Interagency Appraisal and Evaluation Guidelines, December 10, 2010, Federal Register, Volume 75 Number 237, Page 77472

² The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, Illinois, 2022

³ The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, Illinois, 2022

INTRODUCTION

The appraisal development and reporting processes requires gathering and analyzing information about those assignment elements necessary to properly identify the appraisal problem to be solved. The scope of work decision must include the research and analyses that are necessary to develop credible assignment results given the intended use of the appraisal. Sufficient information includes disclosure of research and analyses performed and might also include disclosure of research and analyses not performed. The scope of work for this appraisal assignment is outlined below:

- › The appraisers analyzed the regional and local area economic profiles including employment, population, household income, and real estate trends. The local area was further studied to assess the general quality and condition, and emerging development trends for the real estate market. The immediate market area was inspected and examined to consider external influences on the subject.
- › The appraisers confirmed and analyzed legal and physical features of the subject property including sizes of the site and improvements, flood plain data, seismic zone, zoning, easements and encumbrances, access and exposure of the site, and construction materials and condition of the improvements. This process also included estimating the remaining economic life of the improvements, analysis of the subject's site coverage and parking ratios compared to market standards, a process to identify deferred maintenance and a conclusion of the subject's overall functional utility.
- › The appraisers completed a manufactured housing market analysis that included national and market overviews. The Logan County market and Indian Lake sub-market overviews analyzed supply/demand conditions using vacancy, absorption, supply change and rent change statistics. Conclusions were drawn regarding the subject property's competitive position given its physical and locational characteristics, the prevailing economic conditions and external influences.
- › The appraisers conducted a Highest and Best Use analysis, determining the highest and best use of the subject property As-Vacant and As-Improved. The analysis considered legal, locational, physical and financial feasibility characteristics of the subject property. Development of the Highest and Best Use As-Improved explored potential alternative treatments of the property including demolition, expansion, renovation, conversion, and continued use "as-is."
- › The appraisers confirmed and analyzed financial features of the subject property including historical income/expense data, rent roll, and tax and assessment records. This information as well as trends established by confirmed market indicators was used to forecast performance of the subject property.
- › Selection of the valuation methods was based on the identifications required in USPAP relating to the intended use, intended users, definition and date of value, relevant property characteristics and assignment conditions. As a result, this appraisal developed the Income (Direct Capitalization) and Sales Comparison approaches to value. The resulting value indicators were reconciled within the Analysis of Value Conclusions section. The appraisal develops opinions of the As-Is Market Value and Prospective Value Upon Stabilization of the subject property's leased fee interest. At the request of the client we have also completed an Insurable Replacement Cost Estimate. The reasoning for including or excluding traditional approaches to value is developed within the Valuation Methodology section.
- › Reporting of this appraisal is in an Appraisal Report format as required in USPAP Standard 2. The appraiser's analysis and conclusions are summarized within this document.
- › We understand the Competency Rule of USPAP and the authors of this report meet the standards.
- › No one provided significant real property appraisal assistance to appraisers signing this certification.

SOURCES OF INFORMATION

The following sources were contacted to obtain relevant information:

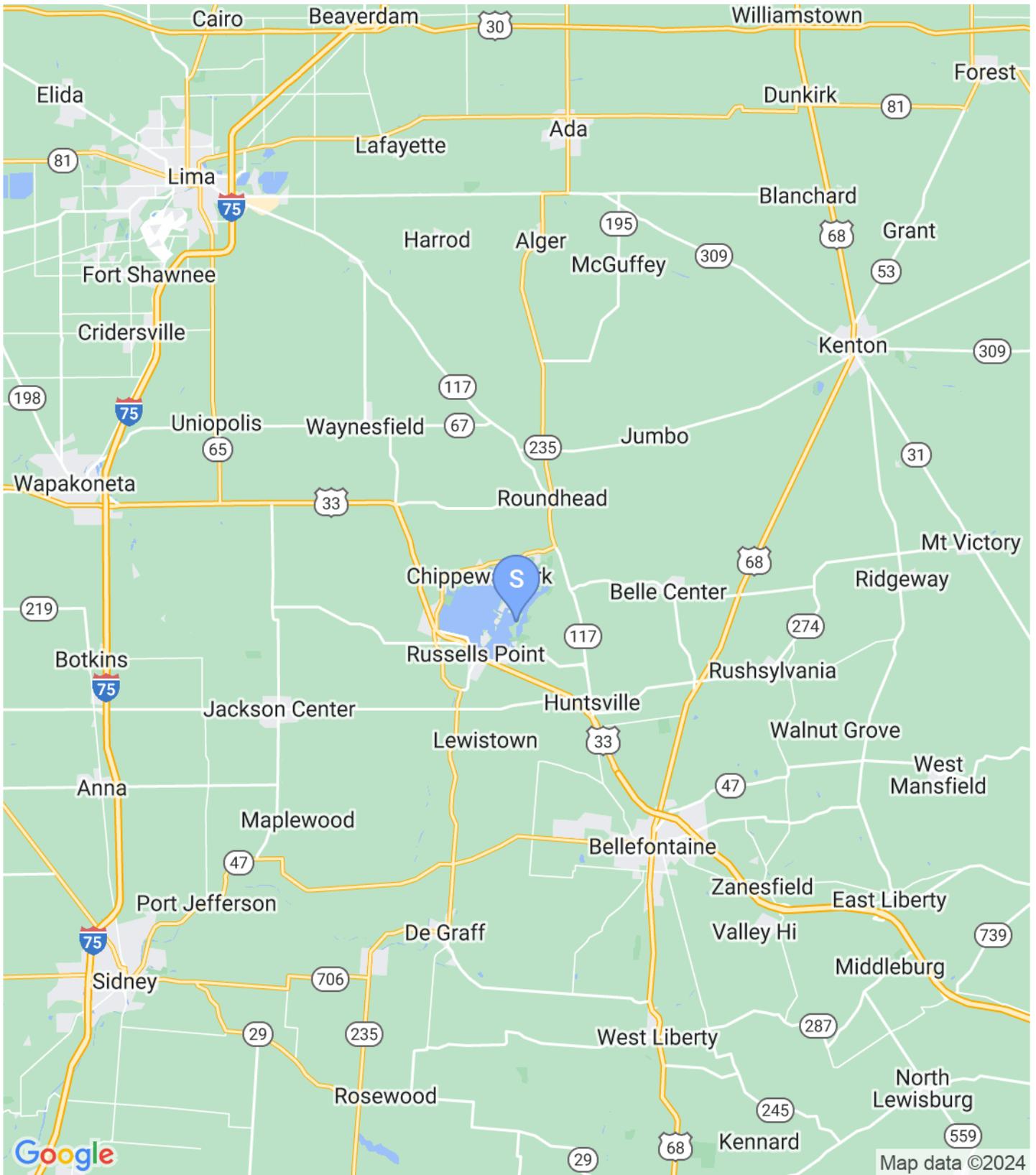
SOURCES OF INFORMATION	
ITEM	SOURCE
Tax Information	Logan County Tax Assessor
Zoning Information	City of Huntsville Zoning Code
Site Size Information	Logan County Tax Assessor
Building Size Information	Logan County Tax Assessor
New Construction	City of Huntsville / Logan County
Flood Map	InterFlood
Demographics	Pitney Bow es/Gadberry Group - GroundView®
Comparable Information	See Comparable Datasheets for details
Legal Description	Ow ner
Other Property Data	Logan County Property Records
Rent Roll (Dated 12/20/2023)	Ow ner
Income/Expense Statements	Ow ner

SUBJECT PROPERTY INSPECTION

The following table illustrates the Colliers International professionals involved with this appraisal report and their status related to the property inspection.

SUBJECT PROPERTY INSPECTION			
APPRAISER	INSPECTED	EXTENT	DATE OF INSPECTION
Chuck Schierbeck, MAI, MICP	Yes	Exterior Only	January 3, 2024

The appraiser was not accompanied by anyone from the property on the inspection. There were no community-owned common area buildings and as such no interior inspection was necessary.



INTRODUCTION

The Columbus, OH MSA is located in the central portion of the state.

DEMOGRAPHIC ANALYSIS

The following is a demographic study of the region sourced by *Pitney Bowes/Gadberry Group - GroundView®*, an on-line resource center that provides information used to analyze and compare the past, present, and future trends of geographical areas. Demographic changes are often highly correlated to changes in the underlying economic climate. Periods of economic uncertainty necessarily make demographic projections somewhat less reliable than projections in more stable periods. These projections are used as a starting point, but we also consider current and localized market knowledge in interpreting them within this analysis. Please note that our demographics provider sets forth income projections in constant dollars which, by definition, reflect projections after adjustment for inflation. We are aware of other prominent demographic data providers that project income in current dollars, which do not account for inflation. A simple comparison of projections for a similar market area made under the constant and current dollar methodologies can and likely will produce data points that vary, in some cases, widely. Further, all forecasts, regardless of demographer methodology(ies), are subjective in the sense that the reliability of the forecast is subject to modeling and definitional assumptions and procedures.

Population

According to Pitney Bowes/Gadberry Group - GroundView®, a Geographic Information System (GIS) Company, the Columbus metropolitan area had a 2022 total population of 2,174,447 and experienced an annual growth rate of 0.8%, which was higher than the Ohio annual growth rate of 0.1%. The metropolitan area accounted for 18.4% of the total Ohio population (11,803,544). Within the metropolitan area the population density was 449 people per square mile compared to the lower Ohio population density of 286 people per square mile and the lower United States population density of 93 people per square mile.

POPULATION			
YEAR	US	OH	CBSA
2020 Total Population	331,501,080	11,790,587	2,141,042
2022 Total Population	334,017,687	11,803,544	2,174,447
2027 Total Population	344,637,383	11,921,205	2,291,605
2020 - 2022 CAGR	0.4%	0.1%	0.8%
2022 - 2027 CAGR	0.6%	0.2%	1.1%

Source: Pitney Bow es/Gadberry Group - GroundView®

POPULATION DENSITY			
YEAR	US	OH	CBSA
2022 Per Square Mile	93	286	449
2027 Per Square Mile	96	289	473

Source: Pitney Bow es/Gadberry Group - GroundView®

The 2022 median age for the metropolitan area was 36.07, which was 6.40% younger than the United States median age of 38.38 for 2022. The median age in the metropolitan area is anticipated to grow by 0.45% annually, increasing the median age to 36.89 by 2027.

MEDIAN AGE			
YEAR	US	OH	CBSA
2022	38.38	39.52	36.07
2027	39.16	40.29	36.89
CAGR	0.40%	0.38%	0.45%

Source: Pitney Bow es/Gadberry Group - GroundView®

Household Trends

The 2022 number of households in the metropolitan area was 860,331. The number of households in the metropolitan area is projected to grow by 1.0% annually, increasing the number of households to 905,052 by 2027. The 2022 average household size for the metropolitan area was 2.47, which was -2.25% smaller than the United States average household size of 2.53 for 2022. The average household size in the metropolitan area is anticipated to grow by 0.05% annually, raising the average household size to 2.47 by 2027.

NUMBER OF HOUSEHOLDS				AVERAGE HOUSEHOLD SIZE			
YEAR	US	OH	CBSA	YEAR	US	OH	CBSA
2022	129,171,249	4,873,682	860,331	2022	2.53	2.36	2.47
2027	134,179,366	4,977,309	905,052	2027	2.51	2.34	2.47
CAGR	0.8%	0.4%	1.0%	CAGR	(0.11%)	(0.21%)	0.05%

Source: Pitney Bowes/Gadberry Group - GroundView®

Source: Pitney Bowes/Gadberry Group - GroundView®

The Columbus metropolitan area had 38.81% renter occupied units, compared to the lower 33.70% in Ohio and the lower 35.54% in the United States.

HOUSING UNITS			
	US	OH	CBSA
Owner Occupied	64.46%	66.30%	61.19%
Renter Occupied	35.54%	33.70%	38.81%

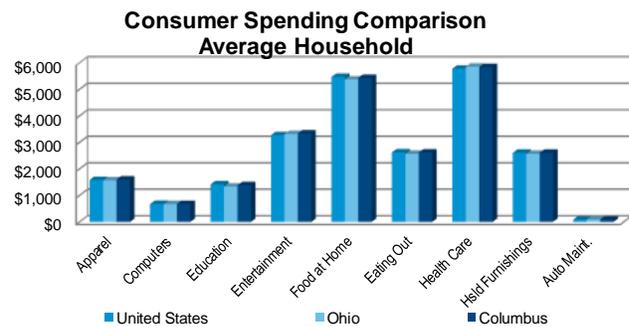
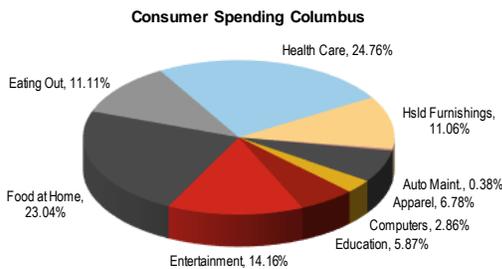
Source: Pitney Bowes/Gadberry Group - GroundView®

The 2022 median household income for the metropolitan area was \$73,296, which was 2.7% higher than the United States median household income of \$71,362. The median household income for the metropolitan area is projected to grow by 4.6% annually, increasing the median household income to \$91,757 by 2027.

According to the American Chamber of Commerce Researchers Association (ACCRA) Cost of Living Index, the Columbus, OH MSA's cost of living is 89.4 compared to the national average score of 100. The ACCRA Cost of Living Index compares groceries, housing, utilities, transportation, health care and miscellaneous goods and services for over 300 urban areas.

MEDIAN HOUSEHOLD INCOME			
YEAR	US	OH	CBSA
2022	\$71,362	\$63,619	\$73,296
2027	\$89,318	\$79,309	\$91,757
CAGR	4.6%	4.5%	4.6%

Source: Pitney Bowes/Gadberry Group - GroundView®

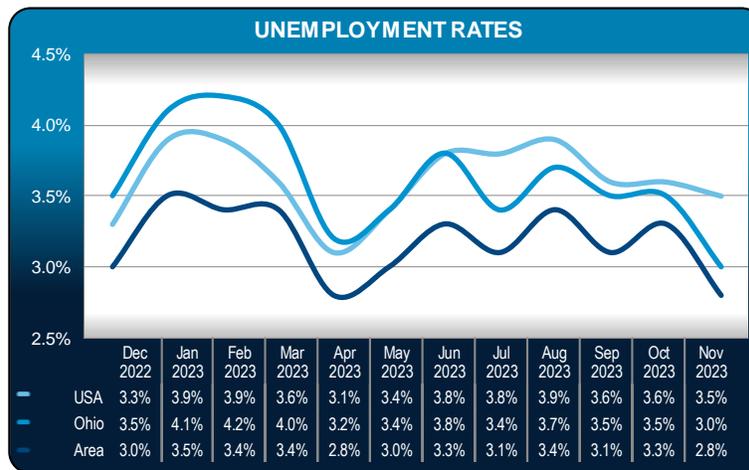


EMPLOYMENT

Total employment has increased annually over the past decade in the state of Ohio by 0.5% and increased annually by 1.5% in the area. From 2021 to 2022 unemployment decreased in Ohio by 1.1% and decreased by 1.3% in the area. In the state of Ohio unemployment has decreased over the previous month by 0.5% and decreased by 0.5% in the area.

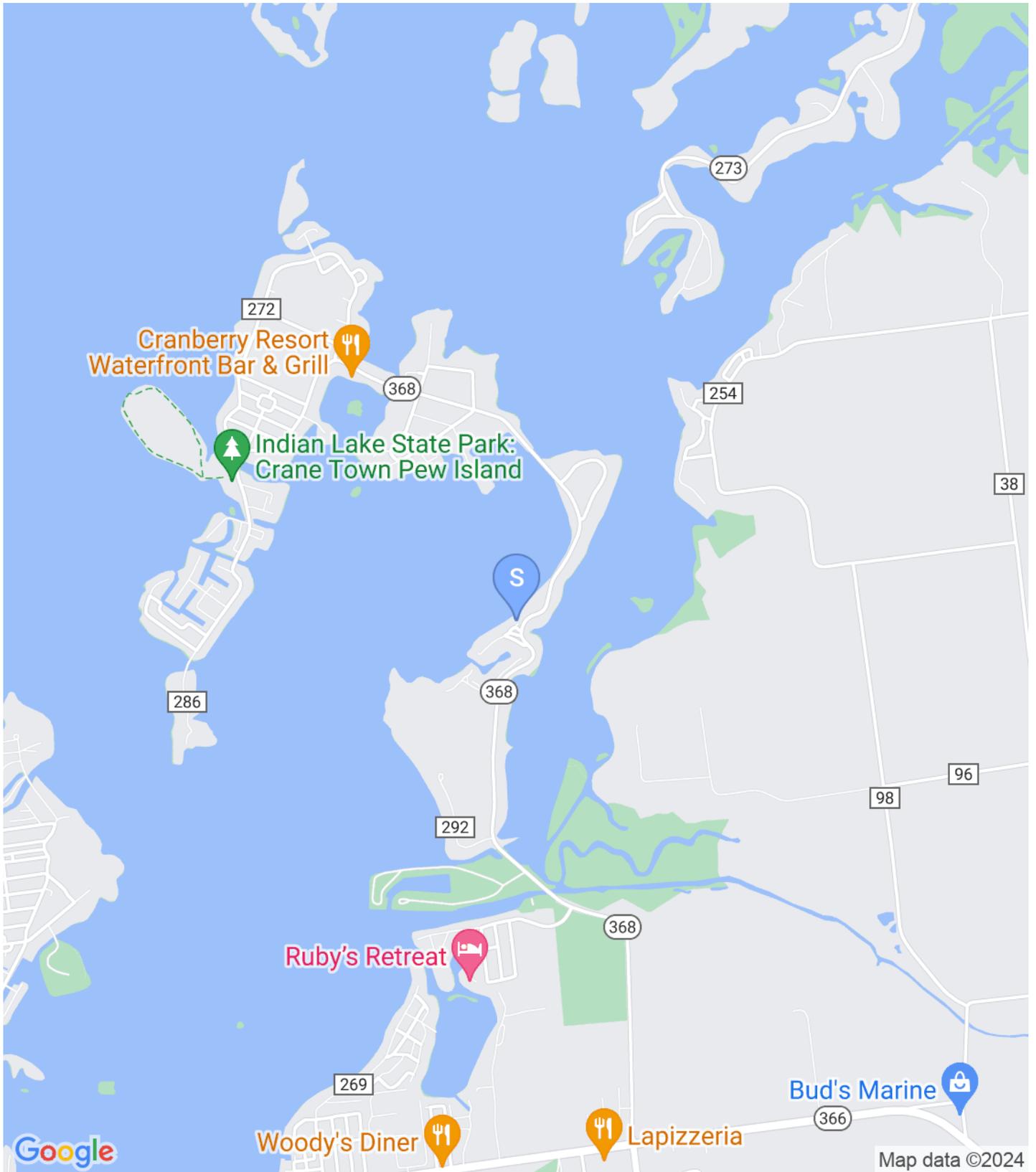
EMPLOYMENT & UNEMPLOYMENT STATISTICS 2013 - 2022							
Year	TOTAL EMPLOYMENT				UNEMPLOYMENT RATE		
	Ohio		Columbus, OH Metropolitan Statistical Area		United States*	Ohio	Columbus, OH Metropolitan Statistical Area
	Total	% Δ Yr Ago	Total	% Δ Yr Ago			
2013	5,281,459	(0.2%)	949,742	1.1%	7.4%	7.5%	6.5%
2014	5,381,787	1.9%	979,907	3.2%	6.2%	5.8%	4.9%
2015	5,427,850	0.9%	998,305	1.9%	5.3%	5.0%	4.2%
2016	5,464,097	0.7%	1,015,436	1.7%	4.9%	5.0%	4.2%
2017	5,529,479	1.2%	1,038,501	2.3%	4.4%	5.0%	4.1%
2018	5,558,124	0.5%	1,049,683	1.1%	3.9%	4.5%	3.9%
2019	5,632,572	1.3%	1,070,701	2.0%	3.7%	4.2%	3.6%
2020	5,280,930	(6.2%)	1,026,273	(4.1%)	8.1%	8.2%	7.1%
2021	5,434,815	2.9%	1,063,099	3.6%	5.3%	5.1%	4.7%
2022	5,510,327	1.4%	1,085,041	2.1%	3.6%	4.0%	3.4%
CAGR	0.5%	-	1.5%	-	-	-	-

Source: U.S. Bureau of Labor Statistics *Unadjusted Non-Seasonal Rate



TOP EMPLOYERS		
EMPLOYER NAME	EMPLOYEES	INDUSTRY
Honda East Liberty	2,750	Manufacturing
Midwest Express	1,278	Transportation/Warehousing
Honda Transmission Manufacturing	1,144	Manufacturing
AGC Automotive	660	Manufacturing
NEX Transport	597	Transportation/Warehousing
Logan County	596	Public Administration
Mary Rutan Hospital	571	Healthcare/Social Assistance
Bellefontaine City School District	342	Education
Transportation Research Center	318	Professional/Scientific/Technical Services
Spartan Nash	244	Transportation/Warehousing

Source: <https://www.growlogancounty.com>



INTRODUCTION

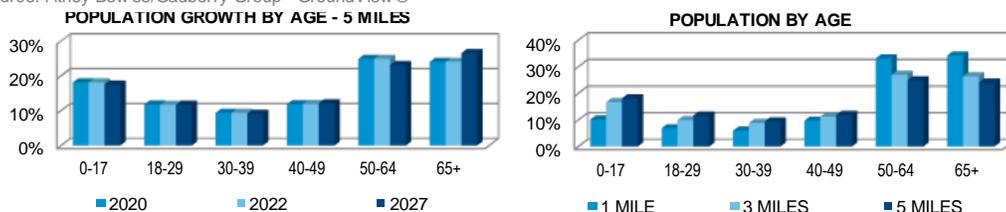
In this section of the report, we provide details about the local area and describe the influences that bear on the real estate market as well as the subject property. A map of the local area is presented on the prior page. Below are insights into the local area based on fieldwork, interviews, demographic data and experience working in this market. The subject property is located in Huntsville, Ohio, within Logan County.

DEMOGRAPHIC PROFILE

Below is a demographic study of the area, sourced by *Pitney Bowes/Gadberry Group - GroundView®*, an on-line resource center that provides information used to analyze and compare the past, present, and future trends of properties and geographical areas. Please note that our demographics provider sets forth income projections in constant dollars which, by definition, reflect projections after adjustment for inflation. We are aware of other prominent demographic data providers that project income in current dollars, which do not account for inflation. A simple comparison of projections for a similar market area made under the constant and current dollar methodologies can and likely will produce data points that vary, in some cases, widely. Further, all forecasts, regardless of demographer methodology(ies), are subjective in the sense that the reliability of the forecast is subject to modeling and definitional assumptions and procedures.

LOCAL AREA DEMOGRAPHICS							
DESCRIPTION	1 MILE	3 MILES	5 MILES	DESCRIPTION	1 MILE	3 MILES	5 MILES
POPULATION				AVERAGE HOUSEHOLD INCOME			
2010 Population	897	6,020	9,753	2022	\$124,999	\$86,458	\$83,509
2020 Population	860	5,879	9,588	2027	\$175,614	\$118,969	\$112,118
2022 Population	919	6,140	9,966	Change 2022-2027	40.49%	37.60%	34.26%
2027 Population	910	6,163	10,020	MEDIAN HOUSEHOLD INCOME			
Change 2010-2020	(4.12%)	(2.34%)	(1.69%)	2022	\$78,185	\$55,914	\$57,519
Change 2020-2022	6.86%	4.44%	3.94%	2027	\$128,408	\$81,087	\$82,090
Change 2022-2027	(0.98%)	0.37%	0.54%	Change 2022-2027	64.24%	45.02%	42.72%
POPULATION 65+				PER CAPITA INCOME			
2020 Population	296	1,556	2,303	2022	\$66,427	\$43,426	\$39,370
2022 Population	314	1,621	2,393	2027	\$95,258	\$61,045	\$53,934
2027 Population	341	1,801	2,656	Change 2022-2027	43.40%	40.57%	36.99%
Change 2020-2022	6.08%	4.18%	3.91%	2022 HOUSEHOLDS BY INCOME			
Change 2022-2027	8.60%	11.10%	10.99%	<\$15,000	4.2%	15.3%	13.4%
NUMBER OF HOUSEHOLDS				\$15,000-\$24,999	3.6%	7.9%	7.9%
2010 Households	474	2,824	4,304	\$25,000-\$34,999	19.8%	11.0%	11.1%
2020 Households	466	2,915	4,494	\$35,000-\$49,999	9.6%	8.8%	9.4%
2022 Households	499	3,090	4,713	\$50,000-\$74,999	11.2%	18.3%	18.4%
2027 Households	505	3,169	4,836	\$75,000-\$99,999	10.2%	10.8%	12.2%
Change 2010-2020	(1.69%)	3.22%	4.41%	\$100,000-\$149,999	18.6%	15.5%	16.5%
Change 2020-2022	7.08%	6.00%	4.87%	\$150,000-\$199,999	2.6%	3.6%	4.0%
Change 2022-2027	1.20%	2.56%	2.61%	\$200,000 or greater	19.6%	8.8%	6.9%
HOUSING UNITS (2022)				MEDIAN HOME VALUE			
Owner Occupied	511	2,516	3,805	2022	\$226,214	\$160,734	\$146,472
Renter Occupied	45	645	956	AVERAGE HOME VALUE			
HOUSING UNITS BY YEAR BUILT				2022			
Built 2010 or later	16	188	254	1, detached			
Built 2000 to 2009	86	365	609	452			
Built 1990 to 1999	41	541	875	2,370			
Built 1980 to 1989	40	308	432	1, attached			
Built 1970 to 1979	56	458	707	56			
Built 1960 to 1969	36	360	484	2			
Built 1950 to 1959	108	321	443	0			
Built 1940 to 1949	39	226	343	22			
Built 1939 or earlier	77	323	565	3			
				3 or 4			
				5 to 9			
				10 to 19			
				20 to 49			
				50 or more			
				Mobile home			
				45			
				Boat, RV, van, etc.			
				0			
				1			

Source: Pitney Bowes/Gadberry Group - GroundView®



Transportation Routes

Major traffic arteries are shown in the chart below:

MAJOR ROADWAYS & THOROUGHFARES			
HIGHWAY	DIRECTION	FUNCTION	DISTANCE FROM SUBJECT
U.S. Route 33	southeast-northw	Local Highway	This is within 2 miles of the subject property.
State Route 235	east-west	Local Highway	This is within 3 miles of the subject property.
State Route 117	north-south	Local Highway	This is within 3 miles of the subject property.
SURFACE STREETS	DIRECTION	FUNCTION	DISTANCE FROM SUBJECT
Buckeye Drive (SR 368)	north-south	Local Highway	The subject property fronts this street.

Community Services

Community services and facilities are readily available in the surrounding area. These include public services such as fire stations, hospitals, police stations, and schools (all ages).

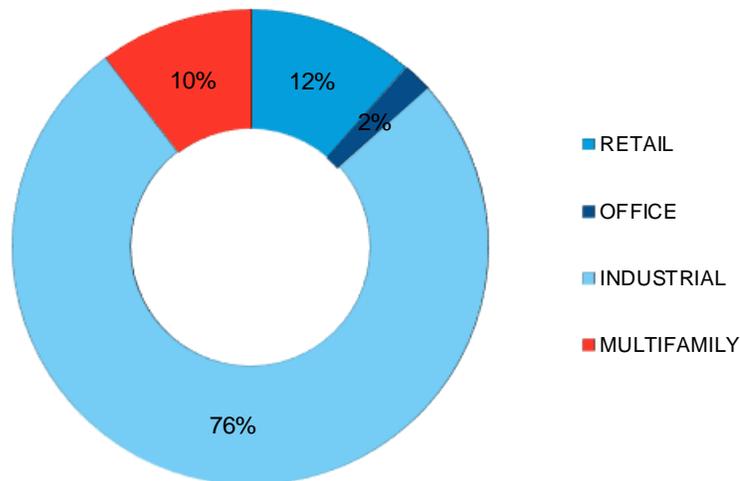
IMMEDIATE AREA PROFILE

This section discusses uses and development trends in the immediate area that directly impact the performance and appeal of the subject property.

Predominant Land Uses

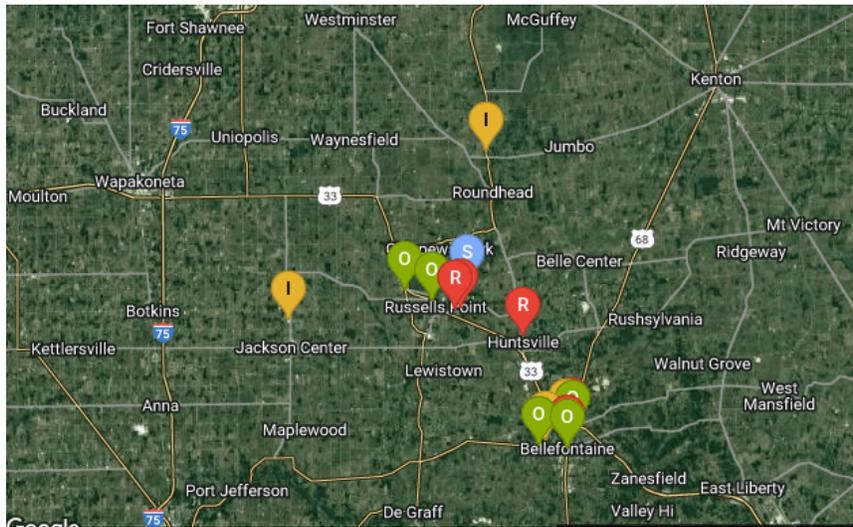
The local area has a mix of commercial uses nearby and the composition is shown in the following graph.

COMMERCIAL AREA COMPOSITION



©CoStar

The following map shows the subject property and the five largest retail, office, and industrial properties in the immediate area from CoStar.



SUBJECT PROPERTY ANALYSIS

The following discussion draws context and analysis on how the subject property is influenced by the local and immediate areas.

Subject Property Analysis

The uses adjacent to the property are noted below:

- › **North** - Governors Island, Shawnee Island, Seminole Island
- › **South** - Lake Ridge Island, Commercial
- › **East** - Undeveloped Land
- › **West** - Tecumseh Island, Winnewauken Island, Turkey Foot Island

Subject Conclusion

Trends in the local and immediate areas, adjacent uses and the property's specific location features indicate an overall typical external influence for the subject, which is concluded to have a good/excellent position in context of competing properties.

General Description The subject site consists of 2 parcels. As noted below, the subject site has 1,078,251 SF (24.75 AC) of land area. The area is estimated based on the assessor's parcel map, and may change if a professional survey determines more precise measurements. Going forward, our valuation analyses will utilize the usable site area. The following discussion summarizes the subject site size and characteristics.

Assessor Parcels See Multiple Parcel Chart For Breakdown

Number Of Parcels 2

Land Area	Acres	Square Feet
Primary Parcel	24.75	1,078,251
Excess Land	0.00	0
<u>Surplus Land</u>	<u>0.00</u>	<u>0</u>
Total Land Area	24.75	1,078,251

Shape See Multiple Parcel Chart For Breakdown

Topography Level at street grade

Zoning Unzoned

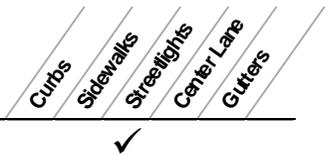
Drainage Assumed Adequate

Utilities

Water Public
Sewer Public

Street Improvements

Street	Direction	No. Lanes	Street Type
OH-368	two-way	two-lane	minor arterial



Accessibility Good

Exposure Good

Seismic The subject is in a low risk zone.

Easements A preliminary title report was not available for review. During the on-site inspection, no adverse easements or encumbrances were noted. This appraisal assumes that there is no negative value impact on the subject improvements. If questions arise regarding easements, encroachments, or other encumbrances, further research is advised.

Soils A detailed soils analysis was not available for review. Based on the development of the subject, it appears the soils are stable and suitable for the existing improvements.

Hazardous Waste We have not conducted an independent investigation to determine the presence or absence of toxins on the subject property. If questions arise, the reader is strongly cautioned to seek qualified professional assistance in this matter. Please see the Assumptions and Limiting Conditions for a full disclaimer.

Flood Zone

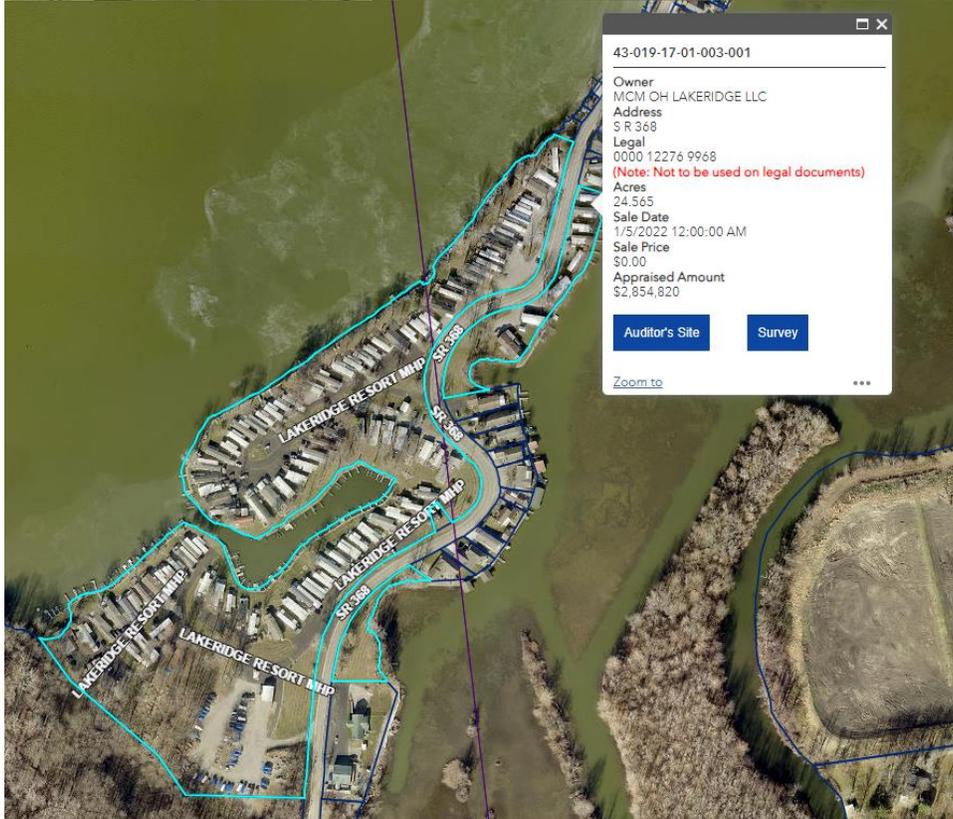
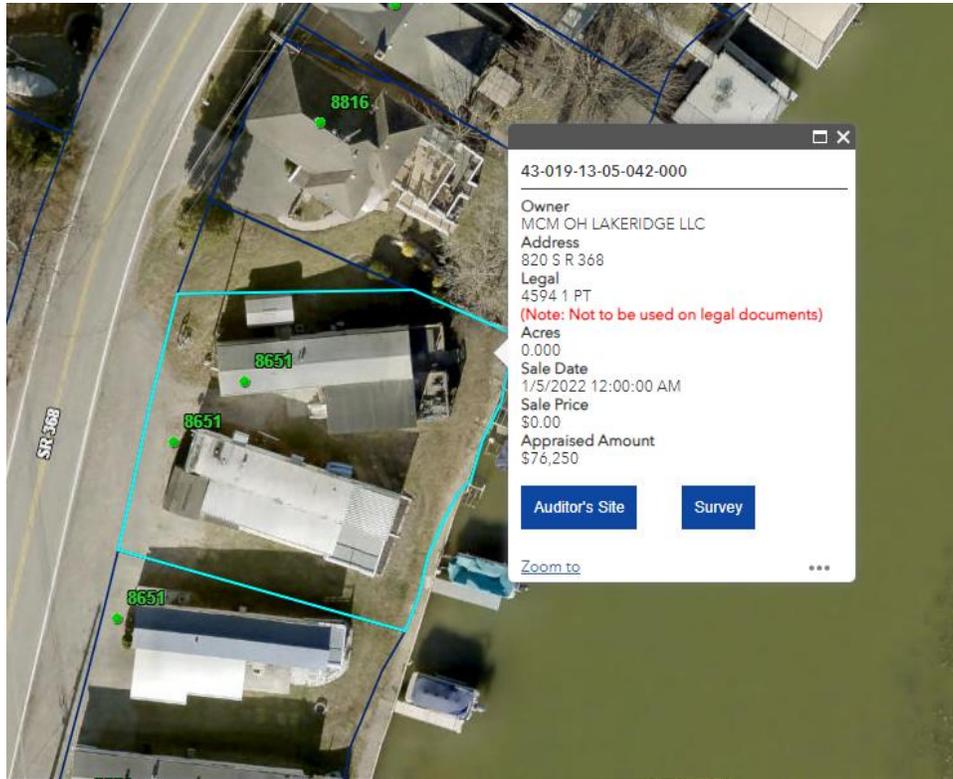
The subject property is located in the following zones: Zone X (Unshaded), Zone X (Shaded) and Zone AE. Most of the homesites appear to be primarily located in Zone X (unshaded). The boat docks are located in Zone AE and some portions of the homesites appear to be located in Zone X (shaded). It is assumed that any improvements located in a flood plain have been adequately insured and/or elevated above the flood plain. This is referenced by Community Number 390772, Panel Number 39091C0155E, dated November 30, 2023. Zone X (unshaded) is a moderate and minimal risk area. Areas of moderate or minimal hazard are studied based upon the principal source of flood in the area. However, buildings in these zones could be flooded by severe, concentrated rainfall coupled with inadequate local drainage systems. Local stormwater drainage systems are not normally considered in a community's flood insurance study. The failure of a local drainage system can create areas of high flood risk within these zones. Flood insurance is available in participating communities, but is not required by regulation in these zones. Nearly 25-percent of all flood claims filed are for structures located within these zones. Minimal risk areas outside the 1-percent and .2-percent-annual-chance floodplains. No BFEs or base flood depths are shown within these zones. (Zone X (unshaded) is used on new and revised maps in place of Zone C.) Zone X (shaded) is a moderate and minimal risk area. Areas of moderate or minimal hazard are studied based upon the principal source of flood in the area. However, buildings in these zones could be flooded by severe, concentrated rainfall coupled with inadequate local drainage systems. Local stormwater drainage systems are not normally considered in a community's flood insurance study. The failure of a local drainage system can create areas of high flood risk within these zones. Flood insurance is available in participating communities, but is not required by regulation in these zones. Nearly 25-percent of all flood claims filed are for structures located within these zones. Moderate risk areas within the 0.2-percent-annual-chance floodplain, areas of 1-percent-annual-chance flooding where average depths are less than 1 foot, areas of 1-percent-annual-chance flooding where the contributing drainage area is less than 1 square mile, and areas protected from the 1-percent-annual-chance flood by a levee. No BFEs or base flood depths are shown within these zones. (Zone X (shaded) is used on new and revised maps in place of Zone B.) Zone AE is a High Risk Special Flood Hazard Area (SFHA). Special Flood Hazard Areas represent the area subject to inundation by 1-percent-annual chance flood. Structures located within the SFHA have a 26-percent chance of flooding during the life of a standard 30-year mortgage. Federal floodplain management regulations and mandatory flood insurance purchase requirements apply in these zones. Areas subject to inundation by the 1-percent-annual-chance flood event determined by detailed methods. BFEs are shown within these zones. (Zone AE is used on new and revised maps in place of Zones A1–A30.)

MULTIPLE PARCEL SITE DESCRIPTION GRID								
PARCEL	USABLE		TOTAL		SHAPE	ACCESS	EXPOSURE	FLOOD PLAIN
	SF	AC	SF	AC				
43-019-17-01-003-001	1,070,051	24.57	1,070,051	24.57	Irregular	Good	Good	Zone X (Unshaded)
43-019-13-05-042-000	8,200	0.19	8,200	0.19	Irregular	Good	Good	Zone X (Unshaded)
TOTAL	1,078,251	24.75	1,078,251	24.75				

Conclusion

Overall, the subject site is considered a good/excellent residential site in terms of its location, exposure, and access to employment, education and shopping centers. All of these characteristics provide supporting uses for the subject site making it desirable for multifamily development. Overall there are no known factors that would limit the site's development according to its highest and best use.

PLAT MAP



ZONING MAP



Roads	Zoning
Private	R-1
Township	R-2
County	B-1
State	B-2
Other	Not Zoned
Indian Lake	<small>with the zoning subject of the road right-of-way is determined by section 120 of the zoning resolution.</small>
ODNR	

Indian Isles Zoning Map
Stokes Township
Logan County, Ohio

0 150 300 600 900 1,200
 Feet

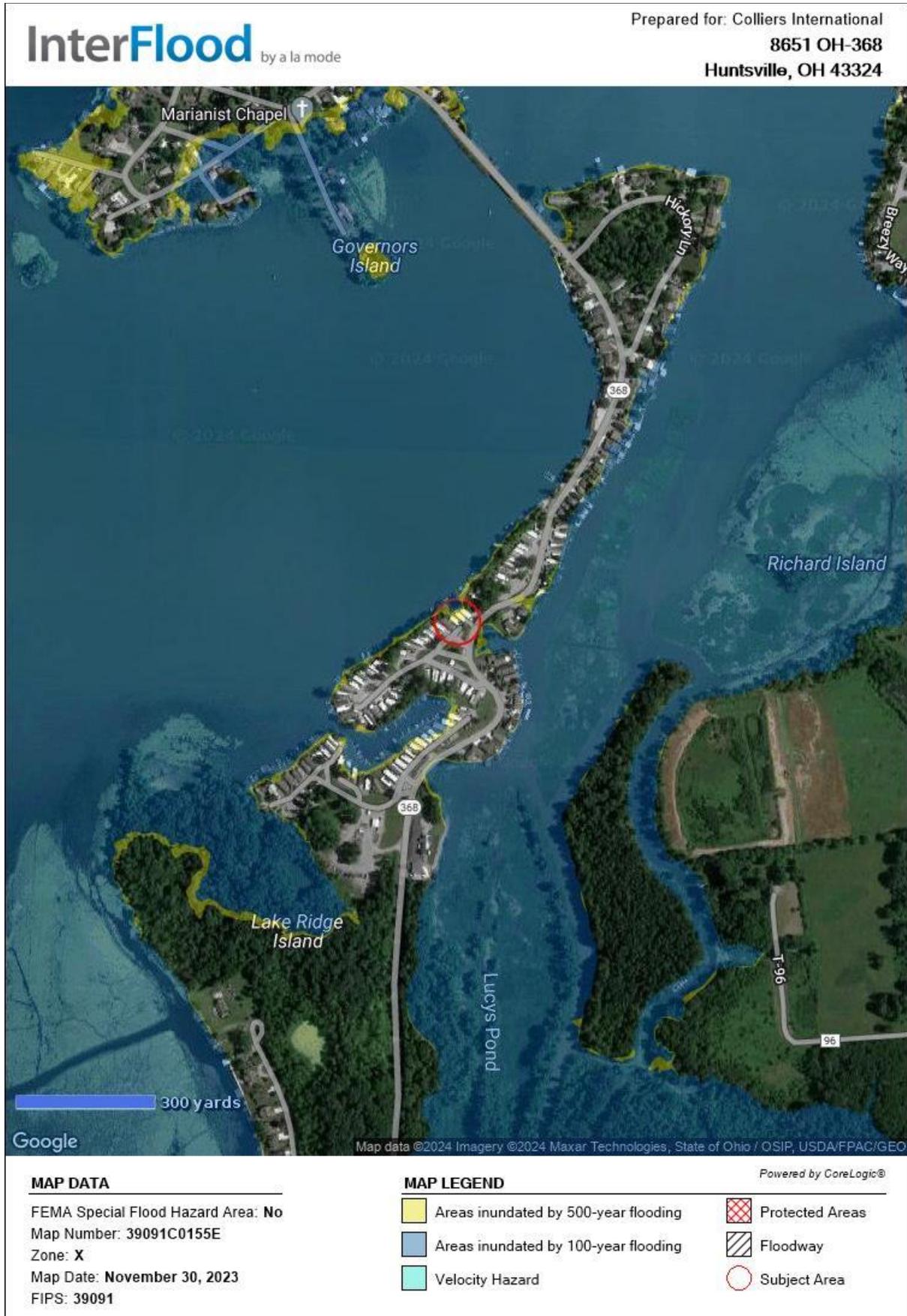
Based On
 Official Zoning Map
 Created on: Jan 2004
 Revised: Sept 2021 (ACS)

This map was prepared for use. zoning information was provided for the township, the party responsible for the accuracy and maintenance of this map.



10820 St. Rt. 347
 P.O. Box 219
 East Liberty, OH 43319
 Phone: (937) 866-3431

FLOOD MAP



Introduction The information presented below is a basic description of the existing improvements. This information is used in the valuation of the property. Reliance has been placed upon information provided by sources deemed dependable for this analysis. It is assumed that there are no hidden defects, and that all structural components are functional and operational, unless otherwise noted. If questions arise regarding the integrity of the improvements or their operational components, it may be necessary to consult additional professional resources.

Property Type	Manufactured Housing Community - All Age
Number of Homesites	105
Number Of Common Area Buildings	2
Year Built	1950
Age/Life Analysis	
Actual Age	74 Years
Effective Age	25 Years
Economic Life	50 Years
Remaining Life	25 Years - Assuming regular maintenance and periodic capital improvements
Quality	Good
Condition	Good
Appeal	Good
Marketability	Good
Density	4.2 Sites/Acre (105 Sites / 24.75 Acres)
Parking Total	105
Homesite Parking Spaces	105 - Asphalt
Parking Spaces/Homesite	1.0
Parking Comment	Parking is adequate and is consistent with the other communities in the market

Homesite Mix The subject property is primarily single section homes.

Common Area Buildings The chart below details the common area buildings at the subject property. Additionally the subject property has 109 boat slips.

BUILDING DESCRIPTION GRID									
			YEAR	EFF.	ECON.	REM.			
BUILDING	ADDRESS	GBA	BUILT	AGE	LIFE	LIFE	CONSTRUCTION	QUALITY	CONDITION
Utility Shed	8651 OH-36	352	1975	25	50	25	Wood Frame	Average/Good	Average/Good
Pole Barn	8651 OH-36	1,200	1976	25	50	25	Metal	Average	Average
TOTAL		1,552							

Project Amenities The subject's common amenities include: pickleball court, basketball court and rv storage.

Site Improvements The subject property has the following site improvements: asphalt streets

Landscaping The subject has a typical amount of landscaping. There are mature plantings surrounding the property. Plantings throughout the property include trees, flowers, mowed lawn, shrubs and hedges.

Deferred Maintenance	Deferred maintenance is measured as the cost of repairing or restoring the item to new or reasonably new condition. Based on our interview with the property manager and the onsite inspection by the field appraiser, no observable deferred maintenance exists.
Hazardous Materials	This appraisal assumes that the improvements are constructed free of all hazardous waste and toxic materials, including (but not limited to) asbestos. Please refer to the Assumptions and Limiting Conditions section regarding this issue.
ADA Compliance	This analysis assumes that the subject complies with all ADA requirements. Please refer to the Assumptions and Limiting Conditions section regarding this issue.
Conclusion	The subject improvements are a Class A manufactured housing community in good condition for their age and for the surrounding neighborhood.

INTRODUCTION

Assessment of real property is established by an assessor that is an appointed or elected official charged with determining the value of each property. The assessment is used to determine the necessary rate of taxation required to support the municipal budget. A property tax is a levy on the value of property that the owner is required to pay to the municipality in which it is situated. Multiple jurisdictions may tax the same property.

The subject property is located within Logan County. The assessed value and property tax for the current year are summarized in the following table.

ASSESSMENT & TAXES					
Tax Year	2023			Tax Rate	1.5101%
Tax Rate Area	43 STOKES TWP ILSD			Taxes Current	Yes
APN	LAND	IMPV	TOTAL	TAXABLE	BASE TAX
43-019-17-01-003-001	\$2,282,230	\$572,590	\$2,854,820	\$2,854,820	\$43,111
43-019-13-05-042-000	\$59,000	\$17,250	\$76,250	\$76,250	\$1,151
Totals	\$2,341,230	\$589,840	\$2,931,070	\$2,931,070	\$44,263
Total/Homesite	\$22,297	\$5,618	\$27,915	\$27,915	\$422

Source: Logan County Assessment & Taxation

SUBJECT PROPERTY ANALYSIS

The total taxable value for the subject property is \$2,931,070 or \$27,915/Homesite. There are no exemptions in place. Total taxes for the property are \$44,263 or \$422/Homesite.

As part of the scope of work, we researched assessment and tax information related to the subject property. The following are key factors related to local assessment and taxation policy. Real property in Logan County is assessed at 100% of market value. The equalization rate for properties located within this municipality is 100% of market value, as reported by the State of Ohio. Real property is assessed every 3 years. The next scheduled reassessment date is January 01, 2024. In addition to scheduled reassessments, in Logan County any of the following can trigger a reassessment: conversion, renovation and demolition.

In the State of Ohio, each County government is responsible for real estate assessments and taxation. Real estate is assessed on a six-year revaluation schedule with a tri-annual reassessment. Therefore, the subject's courthouse valuation may change every three years.

The sale of an individual parcel does not trigger a new assessment as is present in some states. The risk of reassessment is primarily in the contesting of assessments in school districts. In many jurisdictions, local school districts are active in tracking the real estate market; and filing assessment complaints with the County. These petitioned assessments can result in 'new' courthouse valuations; can be 50% to 100% of the individual sales price. This discounting of the sale price is due in large part to LLC transfers or "entity buys" where a buyer purchases the LLC that owns the real estate asset as opposed to buying the real estate asset itself. In discussions with attorneys hired by metro area school boards, it was indicated that the school boards were not necessarily interested in achieving 100% of the sale price, rather, they wanted to detect sales disguised as LLC transfers and force a settlement with the buyer so as to avoid a protracted legal battle.

Stated differently, the school board was attempting to maximize their net revenue by limiting the expense of getting said revenue by leaving some “money on the table” for the buyer. However this trend of school challenges is likely to be more regulated in the next few months with the implementation of the recently passed House Bill 126. Under this new bill:

1. The School District can no longer file a complaint seeking an increase in value based upon a sale price until the first tax valuation date subsequent to the sale.
2. If they do decide to file a complaint requesting an increase in value the value difference must be great than 10% of the original value AND at least \$500,000. The \$500,000 variance requirement will increase from year to year based on a product of GDP. This will be determined and set annually by the Tax Commissioner.
3. The School District can no longer appeal county decisions to the State Board of Tax Appeals beginning tax year 2022.
4. No more direct payment settlement agreements

The impact of this is as follows: (1) Beginning for tax year 2022/pay 2023, the School District can no longer drag a purchase price back to a prior tax year. Ex. Under old law, the School District could file a complaint to increase the value of a property for tax year 2022/payable in 2023 if the sale occurred at any point in the 2022 calendar year. Meaning the increased assessment becomes retroactive to a full assessment year for which the buyer did not own the property. Under new law, if a property sells in the 2022 calendar year the School District cannot file a complaint requesting to increase the value of the property until the 2023/payable in 2024 tax year. (2) The School District cannot request an increase in value unless said increase is greater than \$500,000 for tax year 2022. The requested change in value must also be at least 10% greater than the original valuation set by the County Auditor. This threshold will continue to increase slightly year over year. This change is most beneficial for our clients who own smaller buildings. Especially in instances where the most aggressive School Districts have historically chased value increase as low as \$20,000 (3) The School District cannot appeal any decision from the county, whether it's a School District original complaint or a taxpayer original complaint, to the State Board of Tax Appeals (BTA). This is where the School Districts have gained most of their leverage historically. Often times, they will file appeals with no basis to the BTA in hopes of a settlement. This has led to a complete inundation of the BTA's processes to the point where it currently takes the State upwards of 2 years to render a decision on a case that goes to trial. The second point here is that this eliminates the School District's discovery power. Meaning that the School District loses their leverage in the appeal of an entity transfer, or drop-and-swap sale, whereas no purchase price is recorded with the county. These drop-and-swap sales were previously a way to fly under the School District's radar. A few School District attorneys recently figured out how to research these sales and began aggressively chasing value increases where they believed these transfers occurred and their methods spread to all of the major cities throughout Ohio. The School Districts now lose this leverage with the inability to file any appeals to the BTA moving forward. This means that drop-and-swaps may again become a viable solution to sidestepping an increased assessment post-acquisition. This may not last long though. This topic is now atop the Auditor's Association's most wanted list of issues to fix.

In summation, HB 126 slow the School District's abilities in the appeal process. Their inability to file appeals to the BTA beginning tax year 2022 will drastically reduce unnecessary legal expenses and time. Any appeals that will be taken to the State by tax payers moving forward are likely to begin taking significantly less time as the BTA begins to clear their docket.

According to the staff representative at the Logan County tax collector's office, real estate taxes for the subject property are current as of the date of this report.

INTRODUCTION

Zoning requirements typically establish permitted and prohibited uses, building height, lot coverage, setbacks, parking and other factors that control the size and location of improvements on a site. The zoning characteristics for the subject property are summarized below:

ZONING SUMMARY	
Municipality Governing Zoning	Stokes Township Planning & Zoning Department
Current Zoning	Unzoned
Is Current Use Legally Permitted?	Yes
Zoning Change	Not Likely

ZONING REQUIREMENTS	
Conforming Use	The subject property is located in an area that is unzoned.

Source: Stokes Township Planning & Zoning Department

ZONING CONCLUSIONS

Based on the interpretation of the zoning ordinance, the subject property is an outright permitted use that could be rebuilt if unintentionally destroyed. Detailed zoning studies are typically performed by a zoning or land use expert, including attorneys, land use planners, or architects. The depth of our analysis correlates directly with the scope of this assignment, and it considers all pertinent issues that have been discovered through our due diligence. Please note that this appraisal is not intended to be a detailed determination of compliance, as that determination is beyond the scope of this real estate appraisal assignment.

SUBJECT’S MARKET AREA

This section of the report provides an overview of market trends that influence demand for manufactured home communities in the subject’s market area and surrounding areas. The major factors requiring consideration are the supply and demand conditions that influence multi-family development. The following paragraphs discuss existing supply and potential inventory. Demand will also be analyzed by examining vacancy, rent levels, and absorption rates.

JLT & Associates Data

The supplemental rents come from a survey conducted by JLT & Associates. JLT & Associates performs an annual survey of the Columbus manufactured housing market. The survey includes 42 communities, with a total of 7,791 homesites. The chart below details the composition of the market.

COLUMBUS MARKET			
	AVG COMMUNITY SIZE	COMMUNITIES	HOMESITES
All Age	186	38	7,086
Age Restricted (55+)	176	4	705
TOTAL	186	42	7,791

SUPPLY

Existing Supply

The market vacancy survey includes manufactured home communities in the subject properties. The communities included in the vacancy survey range in size from 32 sites to 105 sites. The following chart presents manufactured home community developments that are considered to compete with the subject.

VACANCY SURVEY AS OF JANUARY 2024				
PROJECT	YEAR BUILT	HOMESITES	VACANT HOMESITES	VACANCY
Lakeridge Estates MHC	1950	105	0	0.0%
Holiday Shores	1977	75	4	5.3%
Cottonwood MHP	1957	51	1	2.0%
Whispering Valley MHC	1967	32	0	0.0%
Buckeye Waters MHC	1960	59	1	1.7%
Lakeview Estates MHC	1999	81	4	4.9%
TOTAL/AVG	1968	403	10	2.5%

Source: Colliers International Valuation & Advisory Services

Proposed & Potential Supply

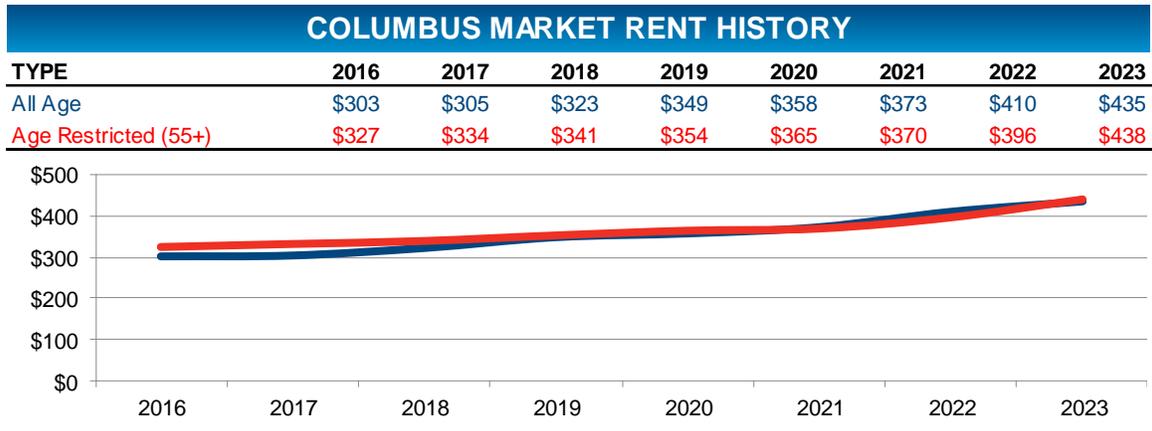
According to the City of Huntsville Planning Department, there are no manufactured home communities planned or proposed in the immediate market area. No additional communities are anticipated in the subject’s general area due to zoning restrictions, land costs, and difficulty in obtaining construction financing.

Governmental Considerations

Local governmental jurisdictions have historically viewed manufactured home communities as less desirable land uses. However, as communities are being encouraged to provide affordable housing options to receive certain funding from State and Federal sources, their need for manufactured home communities to be maintained and located in their jurisdictions has increased.

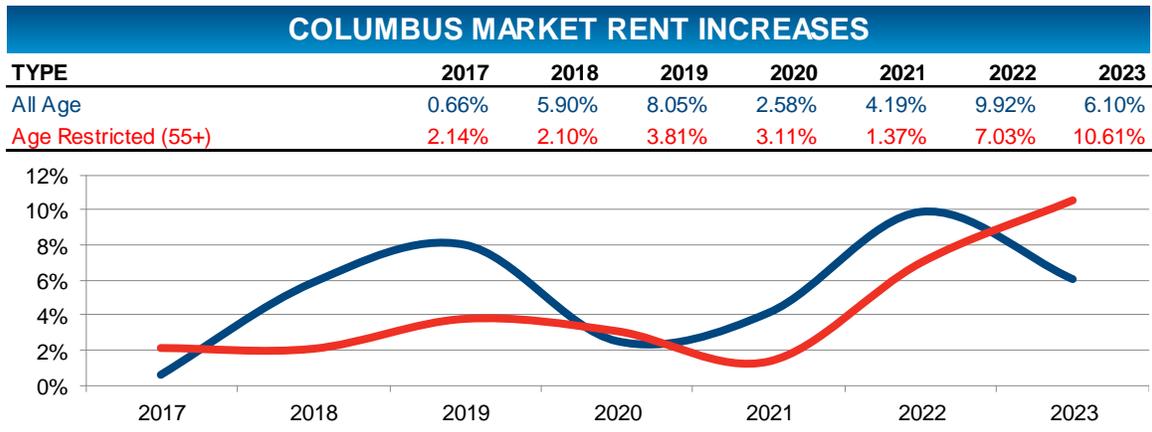
Rent Levels

The chart below details the JLT& Associates average rental data for the past several years.



Source: JLT & Associates Survey

The chart below details the JLT& Associates rental increase history.



Source: JLT & Associates Survey

Property managers in the subject’s market area indicate that rents have increased annually over the past few years. Typical rent increases are based on CPI. According to our recent survey, no concessions are currently offered on lot rent in the market and have been historically rare throughout the area. Overall, rent levels are anticipated to increase at modest rates for the next few years.

Affordability

Manufactured housing communities often provide affordable housing option, thereby creating a sustained demand for this housing type. In order to determine the affordability of owning a manufactured home in the subject property (leasing a homesite), several housing options are analyzed below. They include owning a manufactured home at the subject property, purchasing a single-family home or renting an apartment. These various housing options are evaluated to estimate the subject property’s competitive ‘position’ in the housing market. The following table illustrates the housing comparison.

AFFORDABILITY ANALYSIS				
COMPARISON/HOUSING TYPE	MH IN SUBJECT PROPERTY	SINGLE-FAMILY HOME		APARTMENTS
Bedroom/Bath Count	2/1 - 3/2 BR/BA	2/1 - 4/2 BR/BA		2 BR
Purchase Price	\$150,000	\$325,000	- \$540,000	-
Down Payment or Deposit	\$7,500	\$65,000	- \$108,000	One Months Rent
Amount Financed	\$142,500	\$260,000	- \$432,000	-
Rate	9.50%	7.50%	- 7.50%	-
Term (Years)	20	30	- 30	-
Monthly Mortgage Payment	\$1,328	\$1,818	- \$3,021	-
Taxes	\$20	\$325	- \$540	-
Insurance	\$25	\$115	- \$135	-
Site Rent	\$850	-	-	-
TOTAL MONTHLY PAYMENT*	\$2,223	\$2,258	- \$3,696	\$2,831 - \$4,860

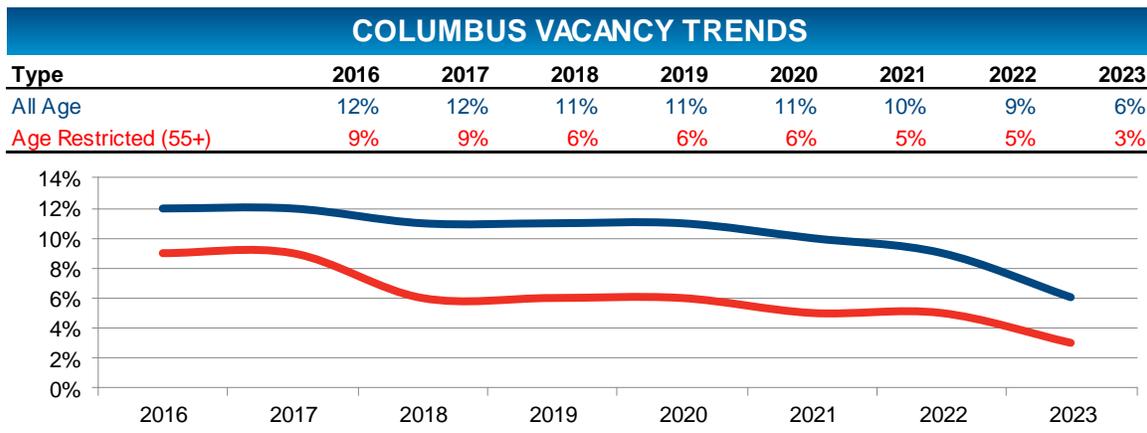
* Excludes maintenance and utilities.

Conclusion

Renting an apartment is considered to be the least similar to purchasing a manufactured home in the subject property. Many of the amenities are often inferior; in addition, apartments have common walls and no yards. Renting a manufactured home site at the subject property is considered to be most similar to purchasing a single-family home; however, the monthly cost for a manufactured home is much lower than the cost of purchasing a single-family home in the area. Overall, the monthly housing costs discussed above demonstrate the affordability of purchasing a manufactured home.

General Vacancy Conclusion

The chart below details historic vacancy trends in the subject’s market based on the JLT & Associates survey.



Source: JLT & Associates Survey

As summarized in the table below this market analysis relied on various published data sources and field research for assessing how supply/demand conditions influence the long-term vacancy estimate of the subject property.

MARKET VACANCY ANALYSIS & CONCLUSION			
MARKET DATA	MIN	MAX	AVERAGE
CIVAS Comparable Survey	0.0%	5.3%	2.5%
JLT	0.0%	0.0%	6.0%
SUBJECT ANALYSIS			Current
Subject History			0.0%
VACANCY RATE CONCLUSIONS			3.0%

Based on the subject's size, location and appeal, the competitive set analysis warrant primary consideration. The competitive set analysis indicated a current vacancy rate for directly competitive properties of 2.5%. As of the effective date of this appraisal, the subject property has a current vacancy rate of 0.0%. The subject property is full. We are projecting additional vacancy and/or credit loss to account for frictional and economic vacancy. Based on our analysis of supply/demand trends and considering the subject's actual performance, a general vacancy rate of 3.0% is concluded.

SUMMARY OF MARKET ANALYSIS

The subject is an good quality park in good condition, appears to have been regularly well-maintained over the years, and has Good appeal compared to the typical market supply. The subject's stable, quality income stream further enhances the subject's marketability. Overall, the subject has Good marketability. In the open market, the subject property type would command most interest from national and regional buyers that are actively pursuing similar small investment properties. There is currently steady buyer demand for substitute properties of the subject based on the volume of sale transactions and reports by buyers, sellers and other market participants during confirmation of market transactions. The most probable buyer is a national and regional investor.

EXPOSURE TIME & MARKETING PERIOD

Exposure time is defined as "An opinion, based on supporting market data, of the length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal." (The Dictionary of Real Estate Appraisal, Appraisal Institute, 2022). Reasonable exposure time is impacted by the aggressiveness and effectiveness of a property's exposure to market participants, availability and cost of financing, and demand for similar investments. Exposure time is best established based the recent history of marketing periods for comparable sales, discussions with market participants and information from published surveys.

Exposure Time Conclusion: Six to Nine Months

Marketing Period Conclusion: Six to Nine Months

INTRODUCTION

The highest and best use of an improved property is defined as that reasonable and most probable use that will support its highest present value. The highest and best use, or most probable use, must be legally permissible, physically possible, financially feasible, and maximally productive. This section develops the highest and best use of the subject property As-Vacant and As-Improved.

AS-VACANT ANALYSIS

Legal Factors

The subject property is not zoned. There is no zoning limit on the development of the subject property.

Physical & Locational Factors

Given the subject's location and surrounding uses, physical and locational features best support development of manufactured housing community as market conditions warrant for the site's highest and best use as-vacant.

Feasibility Factors

Financial feasibility factors generally support immediate development of the subject site.

As-Vacant Conclusion

Based on the previous discussion, the subject's highest and best use as-vacant is concluded to be development of manufactured housing community as market conditions warrant.

AS-IMPROVED ANALYSIS

The legal factors influencing the highest and best use of the property support the subject's use as-improved. Physical and location factors influencing the highest and best use of the property support the subject's use as-improved.

Alternative Uses & Feasibility Factors

In addition to legal and physical considerations, analysis of the subject property as-improved requires the treatment of two important issues: 1) consideration of alternative uses for the property; and 2) the marketability of the most probable use. The five possible alternative treatments of the property are demolition, expansion, renovation, conversion, and the subject's use as-improved. Among the five alternative uses, the subject's use as-improved is supported to be its Highest and Best Use.

Marketability Factors

As previously indicated in the Market Analysis, the subject property has good marketability. The condition of the property reflects good maintenance and appeal. In general Manufactured Housing Community supply/demand conditions and immediate market area trends support viable short and long-term operations of the subject's use as-improved.

As-Improved Conclusion

Legal, physical, and market considerations have been analyzed to evaluate the highest and best use of the property. This analysis is presented to evaluate the type of use that will generate the greatest level of future benefits possible from the property. Based on the previous discussion, the highest and best use of the subject property as-improved is concluded to be continued use as a manufactured housing community.

INTRODUCTION

The following presentation of the appraisal process deals directly with the valuation of the subject property. The following paragraphs describe the standard approaches to value that were considered for this analysis.

INCOME APPROACH

The Income Approach is based on the premise that properties are purchased for their income producing potential. It considers both the annual return on the invested principal and the return of the invested principal. This valuation technique entails careful consideration of contract rents currently in place, projected market rents, other income sources, vacancy allowances, and projected expenses associated with the efficient operation and management of the property. The relationship of these income estimates to property value, either as a single stream or a series of projected streams, is the essence of the income approach. The three fundamental methods of this valuation technique include Direct Capitalization, Discounted Cash Flow and Effective Gross Income Multiplier.

- **Direct Capitalization**

This method analyzes the relationship of one year's stabilized net operating income to total property value. The stabilized net operating income is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over a buyer's investment horizon. The implied value may be adjusted to account for non-stabilized conditions or required capital expenditures to reflect an as is value.

- **Discounted Cash Flow (DCF)**

The DCF analysis models a property's performance over a buyer's investment horizon from the date of acquisition through the projected sale of the property at the end of the holding period. Net cash flows from property operations and the reversion are discounted at a rate reflective of the property's economic and physical risk profile.

- **Effective Gross Income Multiplier**

Also known as the EGIM, this method is appropriate within the Income Approach because it is recognized that purchasers are concerned with the income-producing ability of the property. The EGIM is derived by dividing the effective gross annual income of each comparable into the sales price. The EGIM has the advantages of simplicity and easy calculation. It is based on the premise that rents and sales prices move in the same direction and, essentially, in the same proportion as do net income and sales prices. The EGIM is typically used without adjustments. The final selection of an effective income multiplier is based upon the applicability of each comparable and a range is established.

Development of the Income Approach is a specific scope requirement of this assignment. Characteristics specific to the subject property warrant that this valuation technique is developed. The subject is an investment property; therefore, the Income Approach represents the decision making process of knowledgeable buyers and sellers of this property type. The Direct Capitalization method is used in this analysis. Neither the Discounted Cash Flow analysis, nor the EGIM method contribute substantially to estimating value beyond the direct capitalization method and is not used in this analysis.

SALES COMPARISON APPROACH

The Sales Comparison Approach is based on the principle of substitution, which asserts that no one would pay more for a property than the value of similar properties in the market. This approach analyzes comparable sales by applying transactional and property adjustments in order to bracket the subject property on an appropriate unit value comparison. The sales comparison approach is applicable when sufficient data on recent market transactions is available. Alternatively, this approach may offer limited reliability because many properties have unique characteristics that cannot be accounted for in the adjustment process.

Development of the Sales Comparison Approach is a specific scope requirement of this assignment. Characteristics specific to the subject property warrant that this valuation technique to be developed. Sufficient sales data is available to provide a credible value estimate by the Sales Comparison Approach. Based on this reasoning, the Sales Comparison Approach is presented within this appraisal.

LAND VALUATION

Development land in the subject marketplace is most often valued utilizing the Sales Comparison Approach. Development of the subject site value is not a specific scope requirement of this assignment. Characteristics specific to the subject property do not warrant that a site value is developed. Therefore, this appraisal does not provide valuation of the subject site.

COST APPROACH

The Cost Approach is a set of procedures through which a value indication is derived for the fee simple estate by estimating the current cost to construct a reproduction of (or replacement for) the existing structure, including an entrepreneurial incentive or profit; deducting depreciation from the total cost; and adding the estimated land value. Adjustments may then be made to the indicated value of the fee simple estate in the subject property to reflect the value of the property interest being appraised. For investment properties, this valuation technique is most often relied upon as a test of financial feasibility for proposed construction.

Development of the Cost Approach is not a specific scope requirement of this assignment. Characteristics specific to the subject property do not warrant that this valuation technique is developed. The Cost Approach has limited applicability due to the age of the improvements and lack of market based data to support an estimate of accrued depreciation. Based on the preceding information, the Cost Approach will not be presented.

RECONCILIATION OF VALUE CONCLUSIONS

The Income (Direct Capitalization) and Sales Comparison approaches are used to value the subject property, which will be reconciled into the final opinions of market value in the Analysis of Value Conclusions section.

INTRODUCTION

As previously discussed within the Valuation Methods section, the Direct Capitalization method is used in this analysis, and Discounted Cash Flow analysis is not developed.

Subject Income History

There are a total of 105 manufactured home sites at the subject with a current occupancy of 100.0%. The rents range from \$792/site to \$850/site per month with an average rent of \$847/site.

SUBJECT LEASING INFORMATION									
HOMESITE TYPE	HOMESITE SUMMARY			HOMESITE PERCENT OF TOTAL	% OCC- UPIED	ASKING RENT		ACTUAL RENT	
	OCC	VAC	TOT			PER SITE AVERAGE	TOTAL \$/MO	PER SITE AVERAGE	TOTAL \$/MO
	Standard	105	0			105	100.0%	100%	\$850
TOTAL/AVG	105	0	105	100%	100.0%	\$850	\$89,250	\$847	\$88,885

Subject Utility Structure

- › **Water** - Not included in the rent - directly billed from utility company
- › **Sewer** - Not included in the rent - the landlord is billed and then is reimbursed by the tenant
- › **Garbage** - Not included in the rent - directly billed from utility company
- › **Gas** - Not included in the rent - directly billed from utility company
- › **Electricity** - Not included in the rent - directly billed from utility company
- › **Cable** - Not included in the rent - directly billed from utility company

ANALYSIS OF RENT COMPARABLES

Unit of Comparison

The analysis is conducted on a rent per month basis, reflecting market behavior. This unit of comparison is predominantly used in this market.

Selection of Comparables

The rent comparables are located in the subject's local area. All of the manufactured housing communities are located in/near Huntsville, Ohio. Overall, the comparables selected in this analysis are similar properties to the subject property.

Concessions

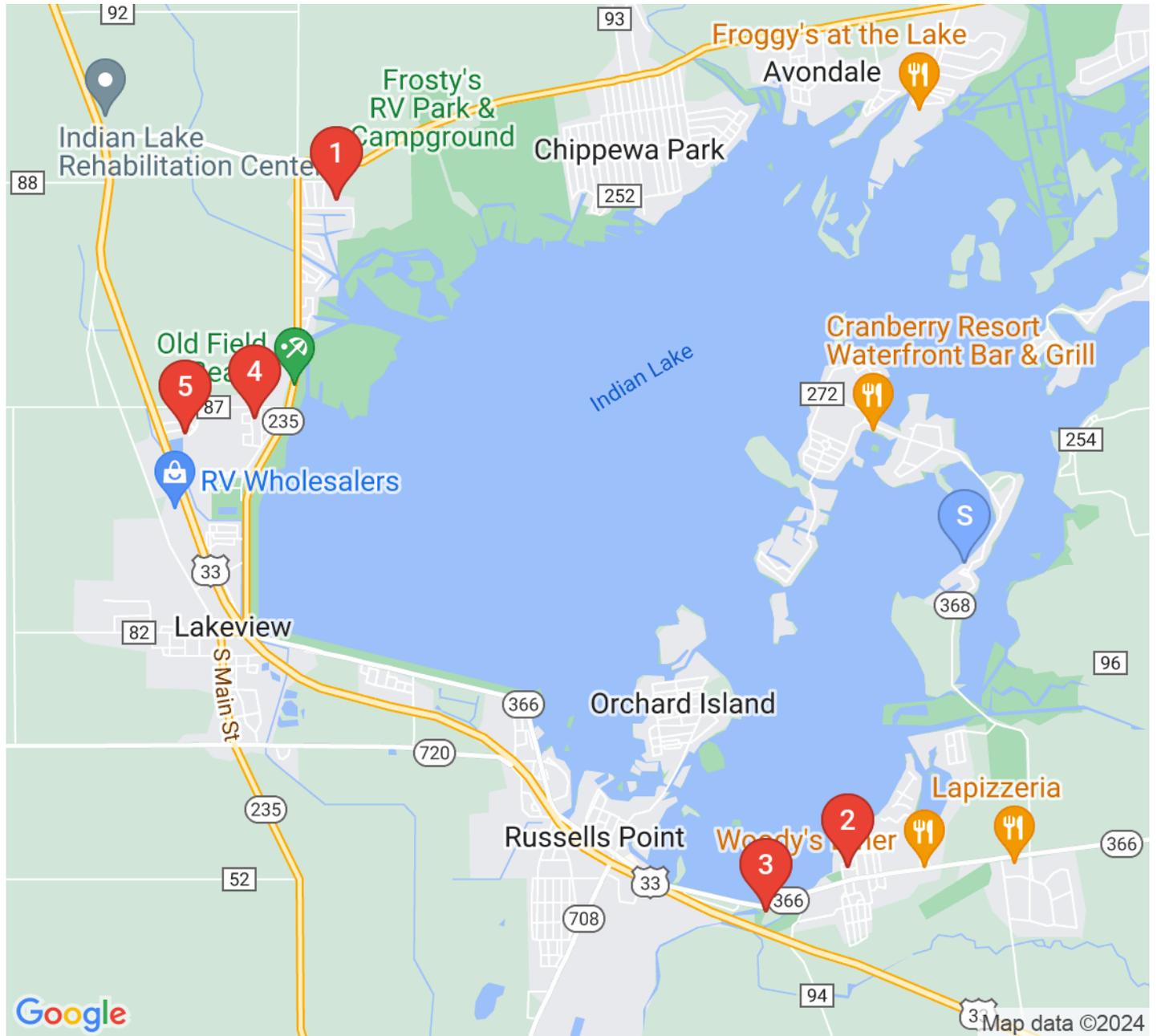
None of the comparables were offering concessions at the time of survey. Please see the data sheets for full details.

Presentation

The following presentation summarizes the comparables most similar to the subject property. A Rent Comparable Summation Table, Rent Comparable Location Map, Data Sheets, and analysis of the rent comparables is presented on the following pages.

RENT SUMMATION TABLE						
COMPARABLE	SUBJECT	COMPARABLE 1	COMPARABLE 2	COMPARABLE 3	COMPARABLE 4	COMPARABLE 5
Name	Lakeridge Estates MHC	Holiday Shores	Cottonwood MHP	Whispering Valley MHC	Buckeye Waters MHC	Lakeview Estates MHC
Address	8651 OH-368	11500 Cooper	8312 St Rt 366	8573 OH-366	10994 Ash St	11900 Duff Road
City	Huntsville	Lakeview	Russell's Point	Russells Point	Lakeview	Lakeview
State	OH	OH	OH	OH	OH	OH
Zip	43324	43331	43348	43348	43331	43331
PHYSICAL INFORMATION						
Resident Type	All Age	All Age	All Age	All Age	All Age	All Age
Property Class	A	B	B	C	B	B
Homesites	105	75	51	32	59	81
Year Built	1950	1977	1957	1967	1960	1999
Location	Good/Excellent	Good	Average/Good	Average/Good	Average/Good	Average/Good
Appeal	Good	Average/Good	Average	Average	Average	Average/Good
Quality	Good	Average/Good	Average	Average	Average	Average/Good
Condition	Good	Average/Good	Average	Average	Average	Average/Good
RENT INFORMATION						
Occupancy	100.0%	95.0%	99.0%	99.0%	99.0%	95.0%
\$/Homesite Avg	\$847	\$485	\$500	\$411	\$410	\$471

RENT COMPARABLE LOCATION MAP



COMPARABLE KEY

COMP	DISTANCE	NAME	ADDRESS	OCC %	\$/SITE AVG
SUBJECT	-	Lakeridge Estates MHC	8651 OH-368, Huntsville, OH	100.0%	\$847
No. 1	3.2 Miles	Holiday Shores	11500 Cooper, Lakeview , OH	95.0%	\$485
No. 2	1.4 Miles	Cottonwood MHP	8312 St Rt 366, Russells Point, OH	99.0%	\$500
No. 3	1.8 Miles	Whispering Valley MHC	8573 OH-366, Russells Point, OH	99.0%	\$411
No. 4	3.2 Miles	Buckeye Waters MHC	10994 Ash St, Lakeview , OH	99.0%	\$410
No. 5	3.5 Miles	Lakeview Estates MHC	11900 Duff Road, Lakeview , OH	95.0%	\$471

DISCUSSION OF RENTAL ADJUSTMENTS

Adjustments for differences between the subject property and the comparables can be made quantitatively or qualitatively. Adjustments for some differences can be derived from the market and are addressed below. Other qualitative items, such as Location, Appeal, and Condition are considered in our rent analysis conclusion.

Adjustments

The subject property and the comparables vary to some degree in terms of physical characteristics and utilities.

The primary physical property related to the subject's rent is the location by the water. The subject homesites have a key advantage over the comparables as the subject is located on a peninsula that extends into Indian Lake. This gives most sites waterfront access. The chart below compares three bedroom 2 bath home sales that have occurred in the immediate area contrasting homesites with lake frontage to those located nearby but off the water:

On Water vs. Off Water					
Address	Beds/Bath	Size	Purchase Price	Price/SF	On/Off
13782 Seminole Path	3 Bd/2 Bd	1,248	\$260,000	\$208.33	Off
10482 Seminole Shore	3 Bd/2 Bd	1,152	\$280,000	\$243.06	Off
228 Aiken Street	3 Bd/2 Bd	1,378	\$185,000	\$134.25	Off
8179 SR 366	3 Bd/2 Bd	1,295	\$253,600	\$195.83	Off
135 SR 720	3 Bd/3 Bd	1,248	\$155,000	\$124.20	Off
Average		1,264	\$230,000	\$181.13	
11205 Wilderness Way Ct	3 Bd/2 Bd	1,525	\$540,000	\$354.10	On
10526 Oak Street	3 Bd/2 Bd	1,308	\$325,000	\$248.47	On
10947 Park Drive	3 Bd/2 Bd	1,032	\$325,000	\$314.92	On
9358 Oakridge Dr	3 Bd/2 Bd	1,452	\$530,000	\$365.01	On
11285 Wilderness Way Ct.	3 Bd/2 Bd	1,404	\$460,000	\$327.64	On
Total		1,344	\$440,000	\$322.03	
Average Percent Difference				77.8%	

Homes on the water sell for 77.8% of homes that are in the area but are not adjacent or near the water. It stands to reason that a similar adjustment should be made for similar sites compared to similar off lake rentals. There were no similar communities located on the lake like the subject property. We additionally looked at other areas where there were on and off water manufactured housing communities and compared the differences in rent between the two. We looked at two properties in the Huron, Ohio area. One located on Lake Erie renting for \$850 per month and one across the road from it rent for \$450 per month or an 89%. A similar on-lake and off-lake comparison was done in Warsaw Indiana and the difference there was 67%. Finally looking at communities on the Atlantic Ocean versus nearby in-land communities showed a difference of 80%.

Rent Difference On Water MHCs vs Off Water			
Location	Off Water Average	On Water Average	Difference
Huron, Ohio Lake Erie	450	850	89%
Warsaw, IN	335	560	67%
Lewes, DE	500	950	90%
Average			82%

In the end an adjustment for on-lake rentals of 80% is considered to be reasonable.

The following grid illustrates the quantitative adjustments applied to the comparables (when necessary) in order to make the comparables similar to the subject in terms of these features. The water, sewer, and garbage adjustments are based on JLT & Associates adjustment charts which are researched with local utilities.

RENT COMPARABLE ADJUSTMENT TABLE												
	\$ ADJ.	SUBJECT	COMP 1		COMP 2		COMP 3		COMP 4		COMP 5	
PHYSICAL PROJECT FEATURES												
Location	-	On-Water	Off-Water	80%	Off-Water	80%	Off-Water	80%	Off-Water	80%	Off-Water	80%
Physical Subtotal Adjustment				80%		80%		80%		80%		80%
UTILITIES INCLUDED IN RENT												
Water	\$10	No	No	\$0	Yes	(\$10)	Yes	(\$10)	No	\$0	Yes	(\$10)
Sewer	\$19	No	No	\$0	Yes	(\$19)	Yes	(\$19)	No	\$0	Yes	(\$19)
Garbage	\$34	No	No	\$0	Yes	(\$34)	Yes	(\$34)	No	\$0	Yes	(\$34)
Utilities Subtotal Adjustment				\$0		(\$63)		(\$63)		\$0		(\$63)
TOTAL ADJUSTMENTS				\$2		(\$61)		(\$61)		\$2		(\$61)

RENT COMPARABLE ADJUSTMENT GRID

The following tables adjust the comparables to the subject property quantitatively.

RENT COMPARABLE ADJUSTMENT SUMMARY					
	NO.	EFF. RENT	ADJUSTMENTS		ADJUSTED
COMPARABLE 1	HOMESITES	\$/HOMESITE	LAKESIDE	UTILITES	\$/HOMESITE
Standard	39	\$485	80%	\$0	\$873
COMPARABLE 2					
Standard	51	\$500	80%	(\$63)	\$837
COMPARABLE 3					
Standard	32	\$411	80%	(\$63)	\$677
COMPARABLE 4					
Standard	59	\$410	80%	\$0	\$738
COMPARABLE 5					
Multi-Section	45	\$471	80%	(\$63)	\$785
Single Section	36	\$471	80%	(\$63)	\$785

MARKET RENT ANALYSIS

The following tables summarize the various indicators of market rent, and provide the market rent analysis and conclusions for the subject property.

STANDARD HOMESITE CONCLUSION				
COMP	HOMESITE TYPE	RENT/MONTH	ADJUSTED RENT/MONTH	NET
		\$/HOMESITE	\$/HOMESITE	ADJUSTMENT %
3	Standard	\$411	\$677	39.3%
1	Standard	\$485	\$873	44.4%
5	Multi-Section	\$471	\$785	40.0%
5	Single Section	\$471	\$785	40.0%
4	Standard	\$410	\$738	44.4%
2	Standard	\$500	\$837	40.3%
LOW		\$410	\$677	39.3%
HIGH		\$500	\$873	44.4%
AVERAGE		\$458	\$782	41.4%
MEDIAN		\$471	\$785	40.1%
SUBJECT ANALYSIS & CONCLUSIONS				
HOME		ASKING RENT	ACTUAL RENT	CONCLUDED RENT
SITES	HOMESITE TYPE	\$/HOMESITE	\$/HOMESITE	\$/HOMESITE
105	Standard	\$850	\$847	\$850

The rent comparables unadjusted rent per month ranges from \$410 to \$500 with an average rent of \$458. The rent comparables adjusted rent per month ranges from \$677 to \$873 with an average rent of \$782. There are 105 subject units for this unit type. Comparable 1 is a good indicator for the subject property's market rents. Comparable 2 is a good indicator for the subject property's market rents. Comparable 3 is a low indicator for the subject property's market rents. Comparable 4 is a low indicator for the subject property's market rents. Comparable 5 is a low indicator for the subject property's market rents.

The rent comparables are all local to the subject's area and are strong indicators of the appropriate rents for the subject property. Primary weight is placed on Comparable 1 And Comparable 2, which is most similar to the subject. Secondary weight is placed on the affordability analysis. This analysis (see below) shows that the subject's rents are supported by a comparison to alternative housing options in the general area. The subject homesites have a key advantage over the comparables as the subject is located on a peninsula that extends into Indian Lake. This gives most sites waterfront access. Homes on the water sell for 80% of homes that are in the area but are not adjacent or near the water. It stands to reason that a similar adjustment should be made for similar sites compared to similar off lake rentals. There were no similar communities located on the lake like the subject property. After adjustments the subject's asking rents fell between the average and median of the adjusted range. And within what were considered to be the most similar sites.

AFFORDABILITY ANALYSIS				
COMPARISON/HOUSING TYPE	MH IN SUBJECT PROPERTY	SINGLE-FAMILY HOME		APARTMENTS
Bedroom/Bath Count	2/1 - 3/2 BR/BA	2/1 - 4/2 BR/BA		2 BR
Purchase Price	\$150,000	\$325,000	- \$540,000	-
Down Payment or Deposit	\$7,500	\$65,000	- \$108,000	One Months Rent
Amount Financed	\$142,500	\$260,000	- \$432,000	-
Rate	9.50%	7.50%	- 7.50%	-
Term (Years)	20	30	- 30	-
Monthly Mortgage Payment	\$1,328	\$1,818	- \$3,021	-
Taxes	\$20	\$325	- \$540	-
Insurance	\$25	\$115	- \$135	-
Site Rent	\$850	-	-	-
TOTAL MONTHLY PAYMENT*	\$2,223	\$2,258	- \$3,696	\$2,831 - \$4,860

* Excludes maintenance and utilities.

POTENTIAL RENTAL INCOME

The gross rental income equals the total gross income based the rent conclusions presented previously and is summarized in the following table.

POTENTIAL GROSS INCOME											
HOMESITE TYPE	HOME-SITES	ASKING RENT			ACTUAL RENT			CONCLUDED MARKET RENT			CONTRACT V. MARKET
		\$/SITE (MO.)	MONTH	ANNUAL	\$/SITE (MO.)	MONTH	ANNUAL	\$/SITE (MO.)	MONTH	ANNUAL	
Standard	105	\$850	\$89,250	\$1,071,000	\$847	\$88,885	\$1,066,620	\$850	\$89,250	\$1,071,000	99.6%
TOTAL	105	\$850	\$89,250	\$1,071,000	\$847	\$88,885	\$1,066,620	\$850	\$89,250	\$1,071,000	99.6%

INCOME & EXPENSE ANALYSIS

The preceding section addressed potential risks associated with the cash flow of the subject property. Having addressed potential risks, it is appropriate to analyze historical revenues and operating expenses. Operating expenses include those items necessary to maintain the subject property and generate income at the forecasted level. Expenses associated with debt financing, depreciation, or other accounting items are disregarded. Expenses are estimated based on one or more of the following sources: (1) historical or projected operation of the subject; (2) comparable expense properties; (3) published operating sources; or (4) individual suppliers. The expense comparables reflect varying accounting methods with respect to individual line items and reserves for replacement expenses. On a line-item basis, due to the variances in accounting and classification, their applicability is diminished. The following section provides supporting information and discusses the individual expense conclusions for the subject property.

SUBJECT OPERATING HISTORICALS									
YEAR	2023			YTD 2024			COLLIERS FORECAST		
	TOTAL	\$/SITE	%EGI	TOTAL	\$/SITE	%EGI	PROFORMA		
INCOME ITEMS	TOTAL	\$/SITE	%EGI	TOTAL	\$/SITE	%EGI	TOTAL	\$/SITE	%EGI
Potential Rental Income	\$960,108	\$9,144	92.4%	\$1,028,497	\$9,795	93.0%	\$1,071,000	\$10,200	95.6%
TOTAL RENTAL INCOME	\$960,108	\$9,144	92.4%	\$1,028,497	\$9,795	93.0%	\$1,071,000	\$10,200	95.6%
OTHER INCOME									
Miscellaneous Income	\$21,303	\$203	2.1%	\$13,305	\$127	1.2%	\$17,000	\$162	1.5%
Utility Income	\$57,330	\$546	5.5%	\$64,517	\$614	5.8%	\$65,000	\$619	5.8%
TOTAL OTHER INCOME	\$78,633	\$749	7.6%	\$77,822	\$741	7.0%	\$82,000	\$781	7.3%
POTENTIAL GROSS INCOME (PGI)	\$1,038,741	\$9,893	100.0%	\$1,106,319	\$10,536	100.0%	\$1,153,000	\$10,981	102.9%
Vacancy	\$0	-	0.0%	\$0	-	0.0%	(\$32,130)	(\$306)	(2.9%)
EFFECTIVE GROSS INCOME (EGI)	\$1,038,741	\$9,893	100.0%	\$1,106,319	\$10,536	100.0%	\$1,120,870	\$10,675	100.0%
EXPENSE ITEMS									
Real Estate Taxes	(\$50,067)	(\$477)	(4.8%)	(\$47,873)	(\$456)	(4.3%)	(\$44,263)	(\$422)	(3.9%)
Property Insurance	(\$10,775)	(\$103)	(1.0%)	(\$9,463)	(\$90)	(0.9%)	(\$9,463)	(\$90)	(0.8%)
Gas & Electricity	(\$9,283)	(\$88)	(0.9%)	(\$9,152)	(\$87)	(0.8%)	(\$9,152)	(\$87)	(0.8%)
Water & Sewer	(\$86,549)	(\$824)	(8.3%)	(\$100,491)	(\$957)	(9.1%)	(\$100,491)	(\$957)	(9.0%)
Trash Removal	(\$25,482)	(\$243)	(2.5%)	(\$18,034)	(\$172)	(1.6%)	(\$18,034)	(\$172)	(1.6%)
Repairs & Maintenance	(\$57,480)	(\$547)	(5.5%)	(\$30,042)	(\$286)	(2.7%)	(\$16,065)	(\$153)	(1.4%)
Off-Site Management	(\$51,701)	(\$492)	(5.0%)	(\$55,290)	(\$527)	(5.0%)	(\$44,835)	(\$427)	(4.0%)
On-Site Management	(\$69,372)	(\$661)	(6.7%)	(\$68,877)	(\$656)	(6.2%)	(\$68,877)	(\$656)	(6.1%)
General & Administrative	(\$16,381)	(\$156)	(1.6%)	(\$3,391)	(\$32)	(0.3%)	(\$9,450)	(\$90)	(0.8%)
Reserves	\$0	-	0.0%	\$0	-	0.0%	(\$4,200)	(\$40)	(0.4%)
TOTAL EXPENSES	(\$377,089)	(\$3,591)	(36.3%)	(\$342,611)	(\$3,263)	(31.0%)	(\$324,829)	(\$3,094)	(29.0%)
NET OPERATING INCOME (NOI)	\$661,651	\$6,301	63.7%	\$763,707	\$7,273	69.0%	\$796,041	\$7,581	71.0%

OTHER INCOME

In the following section, we analyzed and made conclusions for the other income items of the subject property.

OTHER INCOME ANALYSIS & CONCLUSIONS

MISCELLANEOUS INCOME				ANALYSIS
	SUBJECT			
YEAR	TOTAL	\$/HOMESITE	%EGI	
2023	\$21,303	\$203	2.1%	The concluded amount is all inclusive of income associated with miscellaneous income. Miscellaneous Income at the subject property includes the following items: late fees, nsf fees, pet fees, other administrative fees and dock slip rent Dock Slip rentals are roughly \$50 per month which is typical in the market for similar spaces. The conclusion is based within the historical income.
YTD 2024	\$13,305	\$127	1.2%	
CONCLUSION	\$17,000	\$162	1.5%	

UTILITY INCOME				ANALYSIS
	SUBJECT			
YEAR	TOTAL	\$/HOMESITE	%EGI	
2023	\$57,330	\$546	5.5%	#N/A
YTD 2024	\$64,517	\$614	5.8%	
CONCLUSION	\$65,000	\$619	5.8%	

Vacancy and Credit Loss

This category was discussed in depth in the market analysis section of this report. Please reference that discussion for a full analysis. Our conclusions follow:

INCOME LOSS	
Vacancy Rate Conclusion	3.0%
Credit Loss Conclusion	0.0%
TOTAL	3.0%

The Other Income is based on historical data which already reflects vacancy and credit loss and no further deductions are warranted.

Effective Gross Income (EGI) Conclusion

Effective gross income equals the potential gross income less vacancy and credit loss, and is stated as follows:

EFFECTIVE GROSS INCOME (EGI)					ANALYSIS
YEAR	TOTAL	\$/HOMESITE	%EGI	Δ CHG	
2023	\$1,038,741	\$9,893	100.0%	-	The proforma is reasonable in light of operating history.
YTD 2024	\$1,106,319	\$10,536	100.0%	6.5%	
PROFORMA	\$1,120,870	\$10,675	100.0%	1.3%	

Analysis of Operating Expenses

Expenses are estimated based on one or more of the following sources: (1) historical or projected operation of the subject; (2) comparable expense properties; (3) published operating sources; or (4) individual suppliers. The expense comparables reflect varying accounting methods with respect to individual line items and reserves for replacement expenses. On a line-item basis, due to the variances in accounting and classification, their applicability is diminished. The following section provides supporting information and discusses the individual expense conclusions for the subject property. The operating expenses for the subject property were presented previously. The following chart summarizes comparable expenses.

EXPENSE COMPARABLES															
COMPARABLE	COMP 1	COMP 2	COMP 3	COMP 4	COMP 5	COMP 6	LOW	HIGH	AVG						
City	Loveland	Fairfield	Ravenna	Lakeside Marblehead	Fostoria	Lockbourne	-	-	-						
State	OH	OH	OH	OH	OH	OH	-	-	-						
Expense Year	2023	2023	2023	2022	2022	2022	2022	2023	2023						
Actual/Budget	Actual	Actual	Actual	Actual	Actual	Actual	-	-	-						
Homesites	269	83	172	100	105	293	83	293	170						
Building Class	B	B	B	B	B	B	-	-	-						
Year Built	1978	1955	1965	1963	1960	1955	1955	1978	1963						
Rental Income	\$3,479	\$5,838	\$5,163	\$5,712	\$2,298	\$7,739	\$2,298	\$7,739	\$5,038						
Miscellaneous Income	\$286	\$1,831	\$698	\$767	\$364	\$1,360	\$286	\$1,831	\$884						
Miscellaneous Income % EGI	7.9%	24.6%	11.9%	11.8%	13.7%	25.7%	7.9%	25.7%	15.9%						
EGI (\$/HOMESITE)	\$3,640	\$7,428	\$5,861	\$6,479	\$2,662	\$5,284	\$2,662	\$7,428	\$5,226						
EXPENSE ITEMS	\$/HOMESITE	%EGI	\$/HOMESITE	%EGI	\$/HOMESITE	%EGI	\$/HOMESITE	%EGI	\$/HOMESITE	%EGI	\$/HOMESITE	%EGI	LOW	HIGH	AVG
Real Estate Taxes	\$165	4.5%	\$227	3.1%	\$240	4.1%	\$274	4.2%	\$156	5.9%	\$144	2.7%	\$144	\$274	\$201
Property Insurance	\$35	1.0%	\$55	0.7%	\$30	0.5%	\$100	1.5%	\$172	6.5%	\$36	0.7%	\$30	\$172	\$71
Gas & Electricity	\$25	0.7%	\$1,244	16.7%	\$25	0.4%	\$61	0.9%	\$158	5.9%	\$165	3.1%	\$25	\$1,244	\$280
Water & Sewer	\$282	7.7%	\$568	7.6%	\$792	13.5%	\$387	6.0%	\$305	11.4%	\$408	7.7%	\$282	\$792	\$457
Trash Removal	\$139	3.8%	\$156	2.1%	\$153	2.6%	\$103	1.6%	\$149	5.6%	\$183	3.5%	\$103	\$183	\$147
Repairs & Maintenance	\$120	3.3%	\$134	1.8%	\$296	5.0%	\$164	2.5%	\$60	2.3%	\$144	2.7%	\$60	\$296	\$153
Off-Site Management	\$115	3.2%	\$297	4.0%	\$233	4.0%	\$111	1.7%	\$138	5.2%	\$268	5.1%	\$111	\$297	\$194
%EGI	3.2%	4.0%	4.0%	4.0%	1.7%	5.2%	5.1%	1.7%	5.2%	3.9%					
On-Site Management	\$548	15.0%	\$267	3.6%	\$383	6.5%	\$453	7.0%	\$514	19.3%	\$290	5.5%	\$267	\$548	\$409
General & Administrative	\$89	2.4%	\$505	6.8%	\$464	7.9%	\$62	1.0%	\$142	5.3%	\$108	2.0%	\$62	\$505	\$228
Reserves	\$40	1.1%	\$40	0.5%	\$40	0.7%	\$40	0.6%	\$40	1.5%	\$40	0.8%	\$40	\$40	\$40
TOTAL EXPENSES (\$/HOMESITE)	\$1,558	42.8%	\$3,493	47.0%	\$2,655	45.3%	\$1,755	27.1%	\$1,835	68.9%	\$1,787	33.8%	\$1,558	\$3,493	\$2,180

Reserves for replacements are not typical cash expenditures, but rather the annualized cost of major expense in the future. Typical expenses range from \$20 - \$60/site. The comparables did not include an allocation for reserves; therefore, for this analysis, an amount of \$40/site is utilized for comparison purposes.

Conclusion of Operating Expenses

In the following section we discuss the individual expense conclusions for the subject property.

EXPENSE ANALYSIS & CONCLUSIONS

REAL ESTATE TAXES							ANALYSIS
YEAR	SUBJECT			EXPENSE COMPS			
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI	
2023	\$50,067	\$477	4.8%	1	\$165	4.5%	The concluded taxes are based on the current taxes of the subject. Please refer to the Assessments and Taxes section for additional details.
YTD 2024	\$47,873	\$456	4.3%	2	\$227	3.1%	
				3	\$240	4.1%	
				4	\$274	4.2%	
				5	\$156	5.9%	
				6	\$144	2.7%	
CONCLUSION	\$44,263	\$422	3.9%	AVG	\$201	4.1%	

PROPERTY INSURANCE							ANALYSIS
YEAR	SUBJECT			EXPENSE COMPS			
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI	
2023	\$10,775	\$103	1.0%	1	\$35	1.0%	This expense includes all premiums and costs incurred for insurance covering structures, public liability, rental value, and equipment. The conclusion is based on the ytd 2024 historical expense.
YTD 2024	\$9,463	\$90	0.9%	2	\$55	0.7%	
				3	\$30	0.5%	
				4	\$100	1.5%	
				5	\$172	6.5%	
				6	\$36	0.7%	
CONCLUSION	\$9,463	\$90	0.8%	AVG	\$71	1.8%	

GAS & ELECTRICITY							ANALYSIS
YEAR	SUBJECT			EXPENSE COMPS			
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI	
2023	\$9,283	\$88	0.9%	1	\$25	0.7%	This expense includes all gas and electricity costs for the subject. The conclusion is based on the ytd 2024 historical expense.
YTD 2024	\$9,152	\$87	0.8%	2	\$1,244	16.7%	
				3	\$25	0.4%	
				4	\$61	0.9%	
				5	\$158	5.9%	
				6	\$165	3.1%	
CONCLUSION	\$9,152	\$87	0.8%	AVG	\$280	4.6%	

WATER & SEWER							ANALYSIS
YEAR	SUBJECT			EXPENSE COMPS			
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI	
2023	\$86,549	\$824	8.3%	1	\$282	7.7%	This expense includes all water and sewer costs related to the common area of the subject. The conclusion is based on the ytd 2024 historical expense.
YTD 2024	\$100,491	\$957	9.1%	2	\$568	7.6%	
				3	\$792	13.5%	
				4	\$387	6.0%	
				5	\$305	11.4%	
				6	\$408	7.7%	
CONCLUSION	\$100,491	\$957	9.0%	AVG	\$457	9.0%	

TRASH REMOVAL							ANALYSIS
YEAR	SUBJECT			EXPENSE COMPS			
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI	
2023	\$25,482	\$243	2.5%	1	\$139	3.8%	This category includes trash removal expenses for the subject. The conclusion is based on the ytd 2024 historical expense.
YTD 2024	\$18,034	\$172	1.6%	2	\$156	2.1%	
				3	\$153	2.6%	
				4	\$103	1.6%	
				5	\$149	5.6%	
				6	\$183	3.5%	
CONCLUSION	\$18,034	\$172	1.6%	AVG	\$147	3.2%	

REPAIRS & MAINTENANCE						
YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
2023	\$57,480	\$547	5.5%	1	\$120	3.3%
YTD 2024	\$30,042	\$286	2.7%	2	\$134	1.8%
				3	\$296	5.0%
				4	\$164	2.5%
				5	\$60	2.3%
				6	\$144	2.7%
CONCLUSION	\$16,065	\$153	1.4%	AVG	\$153	2.9%

ANALYSIS

This expense covers the cost of all other routine maintenance and repairs. Historical amount appear to include some capital items. As such a repairs and maintenance expense near the average of the comparables is used. The conclusion is based on the ytd 2024 historical expense.

OFF-SITE MANAGEMENT						
YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
2023	\$51,701	\$492	5.0%	1	\$115	3.2%
YTD 2024	\$55,290	\$527	5.0%	2	\$297	4.0%
				3	\$233	4.0%
				4	\$111	1.7%
				5	\$138	5.2%
				6	\$268	5.1%
CONCLUSION	\$44,835	\$427	4.0%	AVG	\$194	3.9%

ANALYSIS

This expense reflects the professional management service for the subject. Typically this category is based on 2.5% to 6.0% of EGI. Larger, stable assets tend to fall toward the middle to low-end of this range. Off-site is somewhat high. An amount near the average of the comparables is considered reasonable. The conclusion is based on the expense comparable information.

ON-SITE MANAGEMENT						
YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
2023	\$69,372	\$661	6.7%	1	\$548	15.0%
YTD 2024	\$68,877	\$656	6.2%	2	\$267	3.6%
				3	\$383	6.5%
				4	\$453	7.0%
				5	\$514	19.3%
				6	\$290	5.5%
CONCLUSION	\$68,877	\$656	6.1%	AVG	\$409	9.5%

ANALYSIS

This expense includes wages, salaries, and free rent for the on-site management. Given the unique nature of the subject property an on-site management amount above the range is considered reasonable. The conclusion is based on the ytd 2024 historical expense.

GENERAL & ADMINISTRATIVE						
YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
2023	\$16,381	\$156	1.6%	1	\$89	2.4%
YTD 2024	\$3,391	\$32	0.3%	2	\$505	6.8%
				3	\$464	7.9%
				4	\$62	1.0%
				5	\$142	5.3%
				6	\$108	2.0%
CONCLUSION	\$9,450	\$90	0.8%	AVG	\$228	4.2%

ANALYSIS

This expense includes office supplies, accounting, legal fees, other professional fees, and all other administrative costs. The subject appears to have had a drop off in this expense. However, 2023 amounts are below the comparable data. An expense just below the historical average and near the low end of the comparable range is utilized. The conclusion is based on the historical expenses and the expense comparable information.

RESERVES						
YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
2023	\$0		0.0%	1	\$40	1.1%
YTD 2024	\$0		0.0%	2	\$40	0.5%
				3	\$40	0.7%
				4	\$40	0.6%
				5	\$40	1.5%
				6	\$40	0.8%
CONCLUSION	\$4,200	\$40	0.4%	AVG	\$40	0.9%

ANALYSIS

Reserves for replacements are not typical cash expenditures, but rather the annualized cost of major expense in the future. Based on a review of PCAs and Offering Memorandums reserves typically range from \$30 to \$60/Site. The expense conclusion considers the subject's age and condition.

TOTAL EXPENSES	LOW	HIGH
SUBJECT HISTORICAL \$/HOMESITE	\$3,263	\$3,591
EXPENSE COMPARABLES \$/HOMESITE	\$1,558	\$3,493
SALE COMPARABLE \$/HOMESITE	\$1,177	\$3,733
SUBJECT HISTORICAL %EGI	31.0%	36.3%
EXPENSE COMPARABLES %EGI	27.1%	68.9%
SALE COMPARABLES %EGI	18.6%	43.8%
TOTAL EXPENSES \$/HOMESITE	\$3,094	
TOTAL EXPENSES %EGI	29.0%	
TOTAL EXPENSES	\$324,829	

CONCLUSION

The subject's expenses are within the range of the expense comparables on a per homesite basis. They are within the range of the sales comparables on a per homesite basis. They are within the range of the expense comparables on a percent of EGI basis. Finally, the subject's expenses on a percent of EGI basis are within the range of the sales comparables. Overall, the subject's expenses are supported.

Net Operating Income (NOI) Conclusion

Net Operating Income is equal to the effective gross income less the estimated expenses, and is stated as follows:

NET OPERATING INCOME (NOI)					
YEAR	TOTAL	\$/HOMESITE	%EGI	Δ CHG	ANALYSIS
2023	\$661,651	\$6,301	63.7%	-	The proforma is reasonable in light of operating history.
YTD 2024	\$763,707	\$7,273	69.0%	15.4%	
PROFORMA	\$796,041	\$7,581	71.0%	4.2%	

INVESTMENT MARKET ANALYSIS

Development of Capitalization Rate

The going-in capitalization rate, also known as overall rate (OAR), can be determined using several sources and methods. In developing our opinion of OAR, the following techniques were used:

- › Comparable Sales (Sales Comparison Approach)
- › Investor Surveys
- › Band of Investment Technique
- › Debt Coverage Ratio Technique

Comparable Sales

The following table presents a summary of the comparable sales used ahead in the Sales Comparison Approach, and the capitalization rates from each of those sales.

CAPITALIZATION RATE COMPARABLES (OAR)													
NAME	CITY	ST	SALE DATE	YR	BLT	CLASS	OCC	HOMESITES	\$/HOMESITE	SALE PRICE	NOI	NOI/HOMESITE	CAP RATE
1 Bay City MHP	Millsboro	DE	March 1, 2023	1970		B	78.0%	328	\$128,049	\$42,000,000	\$2,191,655	\$6,682	5.22%
2 Carriage Way	New	MI	September 16, 2022	1978		B	91.0%	798	\$115,288	\$92,000,000	\$4,117,738	\$5,160	4.48%
3 Hidden River North and Sout Adrian		MI	July 1, 2022	1994		B	99.0%	413	\$92,010	\$38,000,000	\$1,847,972	\$4,475	4.86%
4 Waters Edge Estates MHC	Worth	IL	June 29, 2022	1950		B	85.5%	172	\$129,360	\$22,250,000	\$616,325	\$3,583	2.77%
5 Southeast Mobile Estates	Temple	MD	January 1, 2023	1964		B	95.1%	123	\$176,829	\$21,750,000	\$783,000	\$6,366	3.60%
LOW			June 2022	1950			78.0%	123	\$92,010	\$21,750,000	\$616,325	\$3,583	2.77%
HIGH			March 2023	1994			99.0%	798	\$176,829	\$92,000,000	\$4,117,738	\$6,682	5.22%
AVERAGE			October 2022	1971			89.7%	367	\$128,307	\$43,200,000	\$1,911,338	\$5,253	4.19%
MEDIAN			September 2022										4.48%
SUBJECT	Huntsville	OH		1950			100%	105			\$796,041	\$7,581	
INDICATED CAPITALIZATION RATE (OAR)												5.25%	

The proximity of properties near roads, public transportation, and the city's employment hub all affect cap rates. Transitional or peripheral neighborhoods typically have higher cap rates because of higher employment volatility and variable demand, compared to higher demand and stable places, which typically have lower cap rates. This might result in more frequent tenant turnover, greater lease expenses, and other things that affect operating cash flows.

Recent market instability has resulted in decelerating price growth and continued interest rate increases. An increase in cap rates should logically follow. However, the anticipation of higher rents and greater NOI can offset higher interest rates.

Many MHC investors have been taking a wait and see approach with regard to acquisitions, resulting in a decrease in the number of recent transactions. This has resulted in fewer comparable sales representative of current market conditions. Our analysis considers recent sales from Delaware, Michigan, Illinois and Maryland.

Capitalization rates range from 2.77% to 5.22% and average 4.19%. Comparable 1 is a good indicator for the subject's capitalization rate. Comparable 2 is a low indicator for the subject's capitalization rate. Comparable 3 is a low indicator for the subject's capitalization rate. Comparable 4 is a low indicator for the subject's capitalization rate. Comparable 5 is a low indicator for the subject's capitalization rate. The subject's concluded NOI/site of \$7,581 is higher than the average of the comparables at \$5,253/site. Overall, the subject has a higher risk profile. The subject property sold in 2022 at a capitalization rate of 5.10%. Since acquiring the subject property the current owner has made improvements making it a more desirable investment. This places downward pressure on the capitalization rate. Offsetting this is the impact of inflation and rising interest rates. Overall, these factors are somewhat offsetting, with a slightly greater weight placed on market conditions. In the end a rate just above the rate paid in 2022 is considered reasonable. In the end a rate just above the range is considered reasonable.

Investor Surveys

The following table provides the most recent survey results from investors.

CAPITALIZATION RATE SURVEYS (OAR)				
SOURCE	QUARTER	RANGE		AVG
PriceWaterhouse Coopers				
National Apartment Market	3Q 23	3.75%	to 8.00%	5.28%
Real Capital Analytics				
MHC	3Q 23			5.11%
Other Apt	3Q 23			5.30%
10 Year Treasury	3Q 23	-	-	4.15%
AVERAGE		3.75%	to 8.00%	5.23%

Band of Investment Technique

To analyze the capitalization rate from a financial position, the Band of Investment Technique is used. Available financing information indicates the following terms:

BAND OF INVESTMENT ASSUMPTIONS	
Loan Amortization Period	30 Years
Interest Rate	6.40%
Loan-to-Value (LTV) Ratio	65%
Mortgage Constant	7.51%

Equity dividend rates vary depending upon motivations of buyers and financing terms. The previous terms and an appropriate equity dividend rate are used in the Band of Investments calculations, which are presented on the following chart.

BAND OF INVESTMENT CALCULATION					
Mortgage Component	65%	x	7.51%	=	4.879%
Equity Component	35%	x	6.00%	=	2.100%
Indicated Capitalization Rate					6.979%
INDICATED CAPITALIZATION RATE					6.98%

It should be noted investors rarely employ the band of investment approach as it does not account for loans with a substantial interest-only component, which are frequently found on the market. Further it fails to reflect the leveraged equity returns most investors base their purchasing decisions upon. Finally, it doesn't dynamically take into account changes over time. This is a weakness, especially in the current market when the economy is moving quickly with inflationary pressures. As such, a better measure is the Debt Coverage Ratio which is presented below.

Debt Coverage Ratio Technique

An alternate method to calculating capitalization rates based on financing metrics is the Debt Coverage Ratio method, which uses the relationship between the DCR, LTV, and mortgage constant to conclude to a rate value. This technique is based on the assumptions previously discussed and a DCR of 1.35x. The following calculation indicates the cap rate conclusion by this method:

DEBT COVERAGE RATIO CALCULATION	
Debt Coverage Ratio	1.35
Loan-to-Value (LTV) Ratio	65%
Mortgage Constant	7.51%
INDICATED CAPITALIZATION RATE	6.59%

Capitalization Rate Conclusion

Taking all factors into consideration, the following table summarizes the various capitalization rate indicators and provides the final capitalization rate conclusion.

CAPITALIZATION RATE CONCLUSION (OAR)			
SOURCE	QUARTER	RANGE	AVG
Comparable Sales		2.77% to 5.22%	4.19%
Investor Surveys	3Q 23	3.75% to 8.00%	5.23%
Band of Investment Technique			6.98%
Debt Coverage Ratio Technique			6.59%
AVERAGE		3.26% to 6.61%	5.92%
CAPITALIZATION CONCLUSION			5.25%

Based on the data available for this analysis, a cap rate between **4.75% and 5.75%** is best supported for the subject property. Overall, a capitalization rate in the middle of the range, or **5.25%**, is concluded for this analysis.

AS-IS DIRECT CAPITALIZATION

This method analyzes the relationship of one year's stabilized net operating income to total property value. The stabilized net operating income is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over a buyer's investment horizon. The implied value may be adjusted to account for non-stabilized conditions or required capital expenditures to reflect an as is value.

The following table summarizes our opinion of market value via direct capitalization for the subject property's As-Is Value as of January 3, 2024.

DIRECT CAPITALIZATION SUMMATION TABLE				
HOMESITE TYPE		HOMESITES	\$/HOMESITE	TOTAL
Standard		105	\$10,200	\$1,071,000
TOTAL		105	\$10,200	\$1,071,000
INCOME ITEMS	%PGI	%EGI	\$/HOMESITE	TOTAL
Potential Rental Income			\$10,200	\$1,071,000
TOTAL RENTAL INCOME			\$10,200	\$1,071,000
OTHER INCOME				
Miscellaneous Income			\$162	\$17,000
Utility Income			\$619	\$65,000
TOTAL OTHER INCOME			\$781	\$82,000
POTENTIAL GROSS INCOME (PGI)			\$10,981	\$1,153,000
INCOME LOSS				
Vacancy	(3.0%)		(\$306)	(\$32,130)
TOTAL INCOME LOSS			(\$306)	(\$32,130)
EFFECTIVE GROSS INCOME (EGI)			\$10,675	\$1,120,870
EXPENSE ITEMS				
Real Estate Taxes	(3.8%)	(3.9%)	(\$422)	(\$44,263)
Property Insurance	(0.8%)	(0.8%)	(\$90)	(\$9,463)
Gas & Electricity	(0.8%)	(0.8%)	(\$87)	(\$9,152)
Water & Sewer	(8.7%)	(9.0%)	(\$957)	(\$100,491)
Trash Removal	(1.6%)	(1.6%)	(\$172)	(\$18,034)
Repairs & Maintenance	(1.4%)	(1.4%)	(\$153)	(\$16,065)
Off-Site Management	(3.9%)	(4.0%)	(\$427)	(\$44,835)
On-Site Management	(6.0%)	(6.1%)	(\$656)	(\$68,877)
General & Administrative	(0.8%)	(0.8%)	(\$90)	(\$9,450)
Reserves	(0.4%)	(0.4%)	(\$40)	(\$4,200)
TOTAL EXPENSES	(28.2%)	(29.0%)	(\$3,094)	(\$324,829)
NET OPERATING INCOME (NOI)			\$7,581	\$796,041
Capitalization Rate				5.25%
Capitalized Value				\$15,162,689
AS-IS MARKET VALUE			\$144,381	\$15,160,000

Rounded to nearest \$10,000

STABILIZED DIRECT CAPITALIZATION

This method analyzes the relationship of one year's stabilized net operating income to total property value. The stabilized net operating income is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over a buyer's investment horizon. The implied value may be adjusted to account for non-stabilized conditions or required capital expenditures to reflect an as is value.

The Prospective Value Upon Stabilization is the projected value in 2 years with we are projecting a 7% year 1 rent increase. Additionally, the subject property is overstaffed and will be downsizing current staff. The projected staff expense is expected to be half of the current amount in year 2. Finally, the utility income is projected to be higher due to fixes in the billing system at the utility provider. The following table summarizes our opinion of market value for the subject property via Direct Capitalization including the Prospective Value Upon Stabilization (Capitalized Value) in year 3 as of January 2, 2026.

DIRECT CAPITALIZATION SUMMATION TABLE (YEAR 3)				
INCOME ITEMS	%PGI	%EGI	\$/HOMESITE	TOTAL
Potential Rental Income			\$11,351	\$1,191,809
TOTAL RENTAL INCOME			\$11,351	\$1,191,809
OTHER INCOME				
Miscellaneous Income			\$168.45	\$17,687
Utility Income			\$777.14	\$81,600
TOTAL OTHER INCOME			\$945.59	\$99,287
POTENTIAL GROSS INCOME (PGI)			\$12,296	\$1,291,096
INCOME LOSS				
Vacancy	(3.0%)		(\$341)	(\$35,754)
TOTAL INCOME LOSS	(2.8%)		(\$341)	(\$35,754)
EFFECTIVE GROSS INCOME (EGI)			\$11,956	\$1,255,342
EXPENSE ITEMS				
Real Estate Taxes	(3.6%)	(3.7%)	(\$439)	(\$46,051)
Property Insurance	(0.8%)	(0.8%)	(\$96)	(\$10,039)
Gas & Electricity	(0.7%)	(0.8%)	(\$91)	(\$9,522)
Water & Sewer	(8.1%)	(8.3%)	(\$996)	(\$104,551)
Trash Removal	(1.5%)	(1.5%)	(\$179)	(\$18,763)
Repairs & Maintenance	(1.3%)	(1.4%)	(\$162)	(\$17,043)
Off-Site Management	(3.9%)	(4.0%)	(\$478)	(\$50,214)
On-Site Management	(2.4%)	(2.5%)	(\$294)	(\$30,900)
General & Administrative	(0.8%)	(0.8%)	(\$95)	(\$10,026)
Reserves	(0.3%)	(0.3%)	(\$40)	(\$4,200)
TOTAL EXPENSES	(23.3%)	(24.0%)	(\$2,870)	(\$301,309)
NET OPERATING INCOME (NOI)			\$9,086	\$954,033
Capitalization Rate				5.25%
Capitalized Value				\$18,172,058
PROSPECTIVE VALUE UPON STABILIZATION			\$173,048	\$18,170,000

Rounded to nearest \$10,000

INTRODUCTION

The Sales Comparison Approach is based on the principle of substitution, which asserts that a buyer would not pay more for a property than the value of similar properties in the market. This approach analyzes comparable sales by applying transactional and property adjustments to bracket the subject property within an appropriate unit value comparison.

UNIT OF COMPARISON

The most relevant unit of comparison is the price per homesite. This indicator best reflects the analysis used by buyers and sellers in this market for improved properties with similar design and utility.

COMPARABLE SELECTION

We completed a thorough search for similar improved sales in terms of property type, location, physical characteristics, and date of sale. In selecting comparables, emphasis was placed on confirming recent improved sales of properties that match the highest and best use, and buyer/seller profile of the subject property. Regional influences do not impact MHCs near the same degree as other property types (i.e. apartments). In addition, there are far fewer sales of MHCs than other property types (i.e. apartments), resulting in a much smaller dataset from which to choose, which decreases the validity of this approach. The buyer profile for this property was stated as are a regional or national buyer. Due to the subject's characteristics, and the comparatively small number of MHC sales, it is appropriate to utilize sales that are the most similar in size (number of spaces), occupancy, and overall rent levels. Therefore, our search was expanded to include sales from the following states: Delaware, Michigan, Illinois and Maryland. Overall, the sales selected represent the best comparables available for this analysis.

ADJUSTMENT PROCESS

Quantitative adjustments are made to the comparable sales. The following adjustments or general market trends were considered for the basis of valuation.

Transactional Adjustments

Dollar adjustments to the comparable sales were considered and made when warranted for transactional adjustments in the sequence shown below:

Property Rights Transferred	The valuation of the subject site was completed on a leased fee basis. If warranted, leased fee, leasehold and/or partial interest sales were adjusted accordingly.
Financing Terms	The subject property was valued on a cash equivalent basis. Adjustments were made to the comparables involving financing terms atypical of the marketplace.
Conditions of Sale	This adjustment accounts for extraordinary motivation on the part of the buyer or seller often associated with distressed sales.
Expenditures After Purchase	Adjustments were applied if physical conditions warranted expenditures on the part of the buyer to bring the comparable up to functional standards. Most often this adjustment accounts for costs associated with deferred maintenance.
Market Conditions	Market conditions adjustments were based on a review of historical sale data, market participant interviews and review of current versus historical pricing. Based on our research, the following table summarizes the market conditions adjustment applied in this analysis.

MARKET CONDITIONS ADJUSTMENT

Per Year As Of	January 2024	(As-Is)	0%
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The market has exhibited a cooling off in transaction activity from 4th Quarter 2022 up through the effective valuation date; considering the lack of recent sales and combining an understanding of the desirability of the asset class from an investor perspective, a market conditions adjustment is not warranted at this time until further local sales can be analyzed to determine an appropriate adjustment, if any.

Property Adjustments

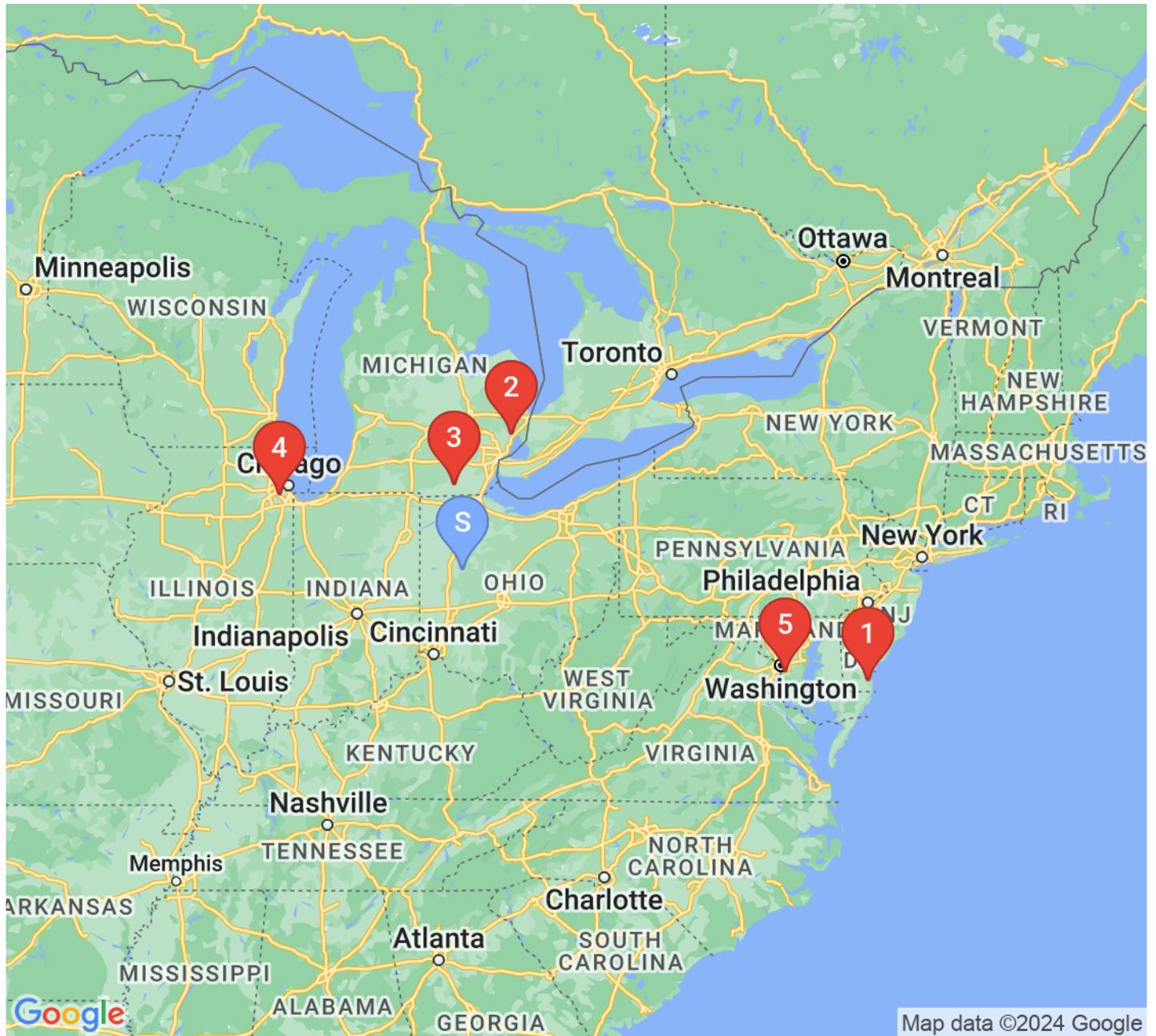
Quantitative percentage adjustments are also made for location and physical characteristics such as size, age, site and parking ratios, access, exposure, quality and condition, as well as other applicable elements of comparison. Where possible the adjustments applied are based on paired data or other statistical analysis. It should be stressed that the adjustments are subjective in nature and are meant to illustrate our logic in deriving a value opinion for the subject property.

PRESENTATION

The following Sales Summation Table, Location Map and data sheets summarize the improved sales data. Following these items, the comparable sales are adjusted for applicable elements of comparison and the opinion of value by the Sales Comparison Approach is concluded.

IMPROVED SALES SUMMATION TABLE						
COMPARABLE	SUBJECT	COMPARABLE 1	COMPARABLE 2	COMPARABLE 3	COMPARABLE 4	COMPARABLE 5
Name	Lakeridge Estates MHC	Bay City MHP	Carriage Way	Hidden River North and South	Waters Edge Estates MHC	Southeast Mobile Estates
Address	8651 OH-368	34677 Long Neck Road	29800 Guilford Cir	3251 S Adrian Hwy	7225 SW Hwy	8601 Temple Hill Road
City	Huntsville	Millsboro	New Baltimore	Adrian	Worth	Temple Hills
State	OH	DE	MI	MI	IL	MD
Zip	43324	19966	48047	49221	60482	20748
County	Logan	Sussex	Macomb	Lenaw ee	Cook	Prince George's
PHYSICAL INFORMATION						
Project Design	All Age	Manufactured Housing	All Age	Manufactured Housing	Manufactured Housing	Manufactured Housing
Class	A	B	B	B	B	B
Homesites	105	328	798	413	172	123
Density	4.2	4.0	6.1	4.0	17.6	3.7
Land Area (AC)	24.8	82.0	130.5	103.2	9.8	33.1
Land Area (SF)	1,078,251	3,572,791	5,685,016	4,495,392	426,017	1,440,878
Year Built	1950	1970	1978	1994	1950	1964
Parking/Homesite	1.0	1.829	2	2	2.25	1.967
Parking Total	105	600	1596	826	387	242
Location	Good/Excellent	Good/Excellent	Average/Good	Average/Good	Good/Excellent	Excellent
Quality	Good	Average/Good	Average/Good	Average/Good	Average/Good	Good
Condition	Good	Average/Good	Average/Good	Average/Good	Average/Good	Good
Appeal	Good	Average/Good	Average/Good	Average/Good	Average/Good	Good
SALE INFORMATION						
Date		3/1/2023	9/16/2022	7/1/2022	6/29/2022	1/1/2023
Status		Recorded	Recorded	Recorded	Recorded	Recorded
Parcel Number		-	9835809550	Various	-	09-0878900, 09-
Rights Transferred		Leased Fee	Leased Fee	Leased Fee	Leased Fee	Leased Fee
Transaction Price		\$42,000,000	\$92,000,000	\$38,000,000	\$22,250,000	\$21,750,000
Transaction \$/Homesite		\$128,049	\$115,288	\$92,010	\$129,360	\$176,829
Recorded Date		6/1/2023	9/16/2022	7/1/2022	6/29/2022	1/1/2023
Recorded Price		\$42,000,000	\$92,000,000	\$38,000,000	\$22,250,000	\$21,750,000
Analysis Price		\$42,000,000	\$92,000,000	\$38,000,000	\$22,250,000	\$21,750,000
NOI/Unit	\$7,581	\$6,682	\$5,160	\$4,475	\$3,583	\$6,366
Occupancy	100.0%	78.0%	91.0%	99.0%	85.5%	95.1%
Capitalization Rate		5.22%	4.48%	4.86%	2.77%	3.60%

SALES LOCATION MAP



COMPARABLE KEY

COMP	DISTANCE	NAME	ADDRESS	OCC.	SALE DATE	OAR	\$/SITE
SUBJECT	-	Lakeridge Estates MHC	8651 OH-368, Huntsville, OH	100.0%	-	-	-
No. 1	482.0 Miles	Bay City MHP	34677 Long Neck Road, Millsboro, DE	78.0%	3/1/2023	5.22%	\$128,049
No. 2	161.1 Miles	Carriage Way	29800 Guilford Cir, New Baltimore, MI	91.0%	9/16/2022	4.48%	\$115,288
No. 3	95.9 Miles	Hidden River North and Sou	3251 S Adrian Hwy, Adrian, MI	99.0%	7/1/2022	4.86%	\$92,010
No. 4	221.3 Miles	Waters Edge Estates MHC	7225 SW Hwy, Worth, IL	85.5%	6/29/2022	2.77%	\$129,360
No. 5	387.4 Miles	Southeast Mobile Estates	8601 Temple Hill Road, Temple Hills, MD	95.1%	1/1/2023	3.60%	\$176,829

IMPROVED SALES ADJUSTMENT TABLE

COMPARABLE	SUBJECT	COMPARABLE 1	COMPARABLE 2	COMPARABLE 3	COMPARABLE 4	COMPARABLE 5
Address	8651 OH-368	34677 Long Neck Road	29800 Guilford Cir	3251 S Adrian Hwy	7225 SW Hwy	8601 Temple Hill Road
City, State	Huntsville, OH	Millsboro, DE	New Baltimore, MI	Adrian, MI	Worth, IL	Temple Hills, MD
Units	105	328	798	413	172	123
Density	4.2	4.0	6.1	4.0	17.6	3.7
Land Area (AC)	24.8	82.0	130.5	103.2	9.8	33.1
Land Area (SF)	1,078,251	3,572,791	5,685,016	4,495,392	426,017	1,440,878
Year Built	1950	1970	1978	1994	1950	1964
Location	Good/Excellent	Good/Excellent	Average/Good	Average/Good	Good/Excellent	Excellent
Quality	Good	Average/Good	Average/Good	Average/Good	Average/Good	Good
Condition	Good	Average/Good	Average/Good	Average/Good	Average/Good	Good
Appeal	Good	Average/Good	Average/Good	Average/Good	Average/Good	Good
SALE INFORMATION						
Date		3/1/2023	9/16/2022	7/1/2022	6/29/2022	1/1/2023
Status		Recorded	Recorded	Recorded	Recorded	Recorded
Rights Transferred		Leased Fee	Leased Fee	Leased Fee	Leased Fee	Leased Fee
Occupancy	100.0%	78.0%	91.0%	99.0%	85.5%	95.1%
Capitalization Rate		5.2%	4.5%	4.9%	2.8%	3.6%
NOI/Homesite		\$6,682	\$5,160	\$4,475	\$3,583	\$6,366
Transaction Price		\$42,000,000	\$92,000,000	\$38,000,000	\$22,250,000	\$21,750,000
Recorded Date		6/1/2023	9/16/2022	7/1/2022	6/29/2022	1/1/2023
Recorded Price		\$42,000,000	\$92,000,000	\$38,000,000	\$22,250,000	\$21,750,000
Analysis Price		\$42,000,000	\$92,000,000	\$38,000,000	\$22,250,000	\$21,750,000
\$/Homesite		\$128,049	\$115,288	\$92,010	\$129,360	\$176,829
TRANSACTIONAL ADJUSTMENTS						
Property Rights		0%	0%	0%	0%	0%
Financing		0%	0%	0%	0%	0%
Conditions of Sale		0%	0%	0%	0%	0%
Expenditures After the Sale		0%	0%	0%	0%	0%
Market Conditions¹		0%	0%	0%	0%	0%
Subtotal Transactional Adj Price		\$128,049	\$115,288	\$92,010	\$129,360	\$176,829
PROPERTY ADJUSTMENTS						
Location		0%	20%	20%	0%	-10%
Quality		5%	5%	5%	5%	0%
Condition		5%	5%	5%	5%	0%
Age		0%	0%	-5%	0%	0%
Number Of Homesites		0%	0%	0%	0%	0%
Density		0%	0%	0%	5%	0%
Amenities		0%	0%	0%	0%	0%
Subtotal Property Adjustment		10%	30%	25%	15%	-10%
TOTAL ADJUSTED \$/HOMESITE		\$140,854	\$149,875	\$115,012	\$148,765	\$159,146
STATISTICS	UNADJUSTED	ADJUSTED				
LOW	\$92,010	\$115,012				
HIGH	\$176,829	\$159,146				
MEDIAN	\$128,049	\$148,765				
AVERAGE	\$128,307	\$142,730				

¹ Market Conditions Adjustment - 0%

Date of Value (for adjustment calculations): 1/3/24

SALES COMPARISON APPROACH CONCLUSION

The comparable sales indicate an adjusted value range from \$115,012 to \$159,146/Homesite, with a median of \$148,765/Homesite and an average of \$142,730/Homesite. Based on the results of the preceding analysis, Comparable 1 (\$140,854/Homesite adjusted), Comparable 2 (\$149,875/Homesite adjusted), Comparable 3 (\$115,012/Homesite adjusted) and Comparable 4 (\$148,765/Homesite adjusted) are given primary consideration for the subject's opinion of value.

The following table summarizes the analysis of the comparables, reports the reconciled price per Homesite value conclusion, and presents the concluded value of the subject property.

SALES COMPARISON APPROACH CONCLUSION (\$/HOMESITE)								
COMP	ANALYSIS PRICE	ADJUSTMENT				NET ADJ %	GROSS ADJ %	WEIGHT GIVEN
		TRANSACTIONAL¹	ADJUSTED	PROPERTY²	FINAL			
1	\$128,049	0%	\$128,049	10%	\$140,854	10%	10%	PRIMARY
2	\$115,288	0%	\$115,288	30%	\$149,875	30%	30%	PRIMARY
3	\$92,010	0%	\$92,010	25%	\$115,012	25%	35%	PRIMARY
4	\$129,360	0%	\$129,360	15%	\$148,765	15%	15%	PRIMARY
5	\$176,829	0%	\$176,829	-10%	\$159,146	-10%	10%	MINIMAL
LOW	\$115,012					AVERAGE		\$142,730
HIGH	\$159,146					MEDIAN		\$148,765
			SUBJECT HOMESITES		\$/HOMESITE CONCLUSION			VALUE
AS-IS MARKET VALUE			105	x	\$143,000	=		\$15,020,000

¹Cumulative ²Additive

Rounded to nearest \$10,000

INTRODUCTION

The Reconciliation of Value Conclusions is the final step in the appraisal process and involves the weighing of the individual valuation techniques in relationship to their substantiation by market data, and the reliability and applicability of each valuation technique to the subject property. Understanding the profiles of potential buyers and their typical reliance on each approach to value strongly influences the weighting process.

As previously discussed, the **Cost Approach** was not presented in this analysis. The exclusion of the Cost Approach does not diminish the credibility of the value conclusion.

The price per unit method has been presented in the **Sales Comparison Approach**. There have been a few recent MHC sales of properties similar to the subject in the market area in the current market conditions, which decreases the validity of this approach. Recognizing the shifting market conditions, investors would typically give secondary weight to the Sales Comparison Approach in determining value. Therefore, supporting weight is given to the Sales Comparison Approach in this analysis.

The **Income Approach** to value is generally considered to be the best and most accurate measure of the value of income-producing properties. In this analysis, the Direct Capitalization method was developed and reconciled into a final Income Approach value. The value estimate by this approach best reflects the analysis that knowledgeable buyers and sellers carry out in their decision-making processes regarding this type of property. Sufficient market data was available to reliably estimate gross income, vacancy, expenses and capitalization rate for the subject property. The Income Approach is given primary emphasis in the analysis.

In the open market, the subject property type would command most interest from national and regional buyers that are actively pursuing similar small investment properties. There is currently steady buyer demand for substitute properties of the subject based on the volume of sale transactions and reports by buyers, sellers and other market participants during confirmation of market transactions. The most probable buyer is a national and regional investor.

PRESENTATION OF VALUE CONCLUSIONS

Our opinion of value reflects current conditions and the likely actions of market participants as of the date of value. It is based on the available information gathered and provided to us, as presented in this report, and does not predict future performance. Changing market or property conditions can and likely will have an effect on the subject's value.

With primary emphasis on the income capitalization approach; the following table summarizes our final opinions of the As-Is Market Value and Prospective Value Upon Stabilization of the subject property's leased fee interest. At the request of the client we have also completed an Insurable Replacement Cost Estimate.

ANALYSIS OF VALUE CONCLUSIONS		
VALUATION INDICES	MARKET VALUE AS-IS	PROSPECTIVE VALUE UPON STABILIZATION
INTEREST APPRAISED	LEASED FEE	LEASED FEE
DATE OF VALUE	JANUARY 3, 2024	JANUARY 2, 2026
Sales Comparison Approach	\$15,020,000	-
Income Approach	\$15,160,000	\$18,170,000
FINAL VALUE CONCLUSION	\$15,160,000	\$18,170,000
\$/Homesite	\$144,381/Homesite	\$173,048/Homesite
Exposure Time	Six to Nine Months	
Marketing Period	Six to Nine Months	

We certify that, to the best of our knowledge and belief:

- › The statements of fact contained in this report are true and correct.
- › The reported analyses, opinions, and conclusions of the signers are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- › The signers of this report have no present or prospective interest in the property that is the subject of this report, and no personal interest with respect to the parties involved.
- › Chuck Schierbeck, MAI, MICP has performed no services, as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment. Bruce Nell, MAI, AI-GRS, MRICS has performed no services, as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- › The signers are not biased with respect to the property that is the subject of this report or to the parties involved with this assignment.
- › The engagement in this assignment was not contingent upon developing or reporting predetermined results.
- › The compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- › The reported analysis, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice* and the *Code of Professional Ethics and Standards of Professional Appraisal Practice* of the Appraisal Institute.
- › Chuck Schierbeck, MAI, MICP inspected the property that is the subject of this report. Bruce Nell, MAI, AI-GRS, MRICS did not inspect the property that is the subject of this report.
- › No one provided significant real property appraisal assistance to appraisers signing this certification.
- › The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.

As of the date of this report Chuck Schierbeck, MAI, MICP and Bruce Nell, MAI, AI-GRS, MRICS completed the continuing education program for Designated Members of the Appraisal Institute. As of the date of this report Chuck Schierbeck, MAI, MICP and Bruce Nell, MAI, AI-GRS, MRICS have completed the Standards and Ethics Education Requirement for (Candidates or Practicing Affiliates) of the Appraisal Institute.



February 2, 2024

Chuck Schierbeck, MAI, MICP
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 Certified General Real Estate Appraiser
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 +1 614 437 4690
 chuck.schierbeck@colliers.com

Date



February 2, 2024

Bruce Nell, MAI, AI-GRS, MRICS
 Executive Managing Director | National Practices
 Certified General Real Estate Appraiser
 State of Ohio License #2004000079
 +1 614 437 4687
 bruce.nell@colliers.com

Date

This appraisal is subject to the following assumptions and limiting conditions:

- › The appraisers may or may not have been provided with a survey of the subject property. If further verification is required, a survey by a registered surveyor is advised.
- › We assume no responsibility for matters legal in character, nor do we render any opinion as to title, which is assumed to be marketable. All existing liens, encumbrances, and assessments have been disregarded, unless otherwise noted, and the property is appraised as though free and clear, under responsible ownership, and competent management.
- › The exhibits in this report are included to assist the reader in visualizing the property. We have made no survey of the property and assume no responsibility in connection with such matters.
- › Unless otherwise noted herein, it is assumed that there are no encroachments, zoning, or restrictive violations existing in the subject property.
- › The appraisers assume no responsibility for determining if the property requires environmental approval by the appropriate governing agencies, nor if it is in violation thereof, unless otherwise noted herein.
- › Information presented in this report has been obtained from reliable sources, and it is assumed that the information is accurate.
- › This report shall be used for its intended purpose only, and by the party to whom it is addressed. Possession of this report does not include the right of publication.
- › The appraisers may not be required to give testimony or to appear in court by reason of this appraisal, with reference to the property in question, unless prior arrangements have been made therefore.
- › The statements of value and all conclusions shall apply as of the dates shown herein.
- › There is no present or contemplated future interest in the property by the appraisers which is not specifically disclosed in this report.
- › Without the written consent or approval of the authors neither all, nor any part of, the contents of this report shall be conveyed to the public through advertising, public relations, news, sales, or other media. This applies particularly to value conclusions and to the identity of the appraisers and the firm with which the appraisers are connected.
- › This report must be used in its entirety. Reliance on any portion of the report independent of others, may lead the reader to erroneous conclusions regarding the property values. Unless approval is provided by the authors no portion of the report stands alone.
- › The valuation stated herein assumes professional management and operation of the buildings throughout the lifetime of the improvements, with an adequate maintenance and repair program.
- › The liability of Colliers International Valuation & Advisory Services, its principals, agents, and employees is limited to the client. Further, there is no accountability, obligation, or liability to any third party. If this report is placed in the hands of anyone other than the client, the client shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions. The appraisers are in no way responsible for any costs incurred to discover or correct any deficiency in the property.

- › The appraisers are not qualified to detect the presence of toxic or hazardous substances or materials which may influence or be associated with the property or any adjacent properties, has made no investigation or analysis as to the presence of such materials, and expressly disclaims any duty to note the degree of fault. Colliers International Valuation & Advisory Services and its principals, agents, employees, shall not be liable for any costs, expenses, assessments, or penalties, or diminution in value, property damage, or personal injury (including death) resulting from or otherwise attributable to toxic or hazardous substances or materials, including without limitation hazardous waste, asbestos material, formaldehyde, or any smoke, vapors, soot, fumes, acids, alkalis, toxic chemicals, liquids, solids or gasses, waste materials or other irritants, contaminants or pollutants.
- › The appraisers assume no responsibility for determining if the subject property complies with the *Americans with Disabilities Act (ADA)*. Colliers International Valuation & Advisory Services, its principals, agents, and employees, shall not be liable for any costs, expenses, assessments, penalties or diminution in value resulting from non-compliance. This appraisal assumes that the subject meets an acceptable level of compliance with *ADA* standards; if the subject is not in compliance, the eventual renovation costs and/or penalties would negatively impact the present value of the subject. If the magnitude and time of the cost were known today, they would be reduced from the reported value conclusion.
- › An on-site inspection of the subject property was conducted. No evidence of asbestos materials on-site was noted. A Phase 1 Environmental Assessment was not provided for this analysis. This analysis assumes that no asbestos or other hazardous materials are stored or found in or on the subject property. If evidence of hazardous materials of any kind occurs, the reader should seek qualified professional assistance. If hazardous materials are discovered and if future market conditions indicate an impact on value and increased perceived risk, a revision of the concluded values may be necessary.
- › A detailed soils study was not provided for this analysis. The subject's soils and sub-soil conditions are assumed to be suitable based upon a visual inspection, which did not indicate evidence of excessive settling or unstable soils. No certification is made regarding the stability or suitability of the soil or sub-soil conditions.
- › This analysis assumes that the financial information provided for this appraisal, including rent rolls and historical income and expense statements; accurately reflect the current and historical operations of the subject property.

Insurable Replacement Cost

Engagement Letter

Subject Data

Valuation Glossary

Qualifications of Appraisers

Qualifications of Colliers International Valuation & Advisory Services

Professional Service Agreement



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January 3, 2024

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RE: Appraisal of Lakeridge Estates MHC

Dear Brian Spear:

Thank you for considering Colliers International Valuation & Advisory Services, LLC for the assignment identified in the below stated Professional Service Agreement. Please sign one copy of the agreement and return it to me, thereby indicating your authorization for us to proceed with this assignment and your acceptance of the attached Terms and Conditions.

<u>PROFESSIONAL SERVICE AGREEMENT</u> ("Agreement")	
Project	Lakeridge Estates MHC ("Property")
Location	8651 OH-368, Huntsville, OH 43324
Project Description	The subject is a manufactured housing community.
Parties	Colliers International Valuation & Advisory Services, LLC ("CIVAS") and Sunrise Communities (herein at times referred to as "Client")
Intended User	The appraisal will be prepared for Sunrise Communities. Intended users include the Client. No other users are intended.
Intended Use	The report to be performed under this Agreement ("Appraisal") is intended only for use in Internal Decision Making – Purchase decision. The report is not intended for any other use.
Purpose	Market Value
Type of Appraisal	CIVAS will produce a Restricted Report in which the appraiser's analysis and conclusions will be stated within this document.
Rights Appraised	Fee Simple
Date of Value	Date of inspection (or other date defined by appraiser)

Professional Service Agreement

Continued

Scope of Work	<p>CIVAS and/or its designated affiliate will provide the Appraisal in accordance with USPAP, FIRREA, and the Code of Ethics and Certifications Standards of the Appraisal Institute and State Licensing Laws. CIVAS will research relevant market data and perform analysis to the extent necessary to produce credible appraisal results.</p> <p>Based on our discussions with the Client, the Client has requested the following valuation scenarios:</p> <ul style="list-style-type: none">› As Is› Prospective Upon Stabilization <p>CIVAS anticipates developing the following valuation approaches:</p> <ul style="list-style-type: none">› Sales Comparison Approach› Income Capitalization Approach (including Direct Capitalization) <p>No observation of the subject property will be performed.</p> <p>Please note if it's a requirement per the client's underwriting guidelines to analyze and report all approaches to value, this will be performed although some approaches may be limited in application.</p> <p>The scope of work will be included in the Appraisal. A copy of the Assumptions and Limiting Conditions, which appear in the Appraisal, is available upon request.</p>
Delivery	<p>Draft Appraisal: Delivered ten (10) business days from the date of authorization, receipt of property specific information and receipt of retainer payment.</p> <p>Final Appraisal: Delivered three (3) days after completion of client review and authorization to deliver final report(s).</p>
Professional Fee	\$5,000
Expenses	Fee includes all associated expenses.
No. of Reports	<p>One (1) Electronic Draft Appraisal and One (1) Electronic Final Appraisal.</p> <p>No printed copies will be delivered to the client.</p>
Retainer	<p>A retainer of 50% of the fee is required prior to our proceeding.</p> <p><u>To Pay By Check:</u> Please remit all payments to Colliers International Valuation & Advisory Services 26791 Network Place Chicago, IL 60673-1267 **Please include the property name or address on the memo line**</p> <p><u>Wire Instructions:</u> JP Morgan Chase Bank, NA Chicago, IL 70-2322/719 Account Name: Colliers International Valuation & Advisory Services, LLC Account No. 899559074 ABA No. 021000021 ACH Payment Transit Routing Number: 071000013 Swift code for International Wires ONLY: CHASUS33 **Please include the property name or address in addenda/memo payment information**</p> <p>Please send notification to CIVASAccounting@colliers.com when payment has been sent.</p>
Payment Terms	<p>CIVAS will invoice Client for the Appraisal in its entirety (Less Retainer) at the delivery of the draft report. When a full retainer has been paid, invoice and amount due are \$0.</p> <p>Final payment is due and payable within five (5) business days upon delivery of the electronic copy of the final report or within thirty (30) days of your receipt of the draft report, whichever is sooner. If a draft report is requested, the fee is considered earned upon delivery of the draft report. If for any reason the client cancels the work before work was completed or for reasons beyond Colliers' control, then the client would pay for an agreed amount for work completed.</p>
Acceptance Date	These specifications are subject to modification if this Agreement is not accepted within three (3) business days from the date of this letter.

Professional Service Agreement

Continued

Terms and Conditions

The attached Terms and Conditions and Specific Property Data Request are deemed a part of this Agreement as though set forth in full herein. The following is a list of information needed to begin and complete our analysis. The Client signing this Agreement or the party sending the specific property data certifies that all the information provided is accurate and complete as of the date of this request, and that any updates, revisions or additional relevant information that comes into control or possession of the Client prior to the date on which the Appraisal is delivered shall be provided to CIVAS immediately. Please forward with the Agreement or as soon as possible.

- › Survey with Legal Description & Site Size
- › Title Report
- › Wetland Delineation Map (if applicable)
- › Engineering studies, soil tests or environmental assessments
- › Ground lease (if applicable)
- › Existing Building or Improvement Plans
- › Individual Floor or Unit Plans
- › Current County Property Tax Bill
- › Details on any Sale, Contract, or listing of the property in the past 3 years
- › Construction Cost/Budget (within past 3 years)
- › Detailed list of personal property items
- › Property Condition Report
- › Details regarding the historical and future replacement schedule (i.e., carpets, appliances, cabinetry, laundry facilities, HVAC, etc.)
- › Capital improvements history (2 years) & budget
- › Three year & YTD Income & Expenses
- › Current Budget
- › Detailed occupancy report for the past 3 years and YTD
- › Detailed current certified rent roll indicating any vacant units and in-place rents
- › Details regarding any pending changes to the rent roll including any negotiated side deals to delay or forgive rent payments
- › Aged Accounts/Delinquency Report
- › Details regarding any concessions currently being offered for new and existing tenants
- › Marketing plan and/or local competitive study, if available
- › Copy of recent Appraisals or Market Studies
- › Name and telephone number of property contact for physical inspection and additional information needed during the appraisal process
- › Property Contact _____

In addition to the items requested above, please forward any additional materials you would consider relevant in the analysis of the subject property.

Reliance Language

The Appraisal is for the sole use of the Client; however, Client may provide only complete, final copies of the Appraisal report in its entirety (but not component parts) to third parties who shall review such reports in connection with the stated Intended Use. CIVAS is not required to explain or testify as to appraisal results other than to respond to the Client for routine and customary questions. Please note that our consent to allow the Appraisal prepared by CIVAS or portions of such Appraisal, to become part of or be referenced in any public offering, the granting of such consent will be at our sole and absolute discretion and, if given, will be on condition that CIVAS will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to CIVAS, by a party satisfactory to CIVAS. CIVAS hereby expressly grants to client the right to copy the Appraisal and distribute it to employees of client and to your accountants/auditors in its entirety (but not component parts) without the need to provide CIVAS with an Indemnification Agreement and/or Non-Reliance letter.

If you have questions regarding the enclosed, please feel free to contact me. CIVAS appreciates this opportunity to be of service to you on this assignment and looks forward to serving you. If you have additional questions, please contact us.

I, **Brian Spear**, agree to the above stated terms and authorize Colliers International Valuation & Advisory Services, LLC to prepare the above referenced appraisal.

 _____ Date: 1/3/24

Brian Spear
Sunrise Communities

Respectfully,

Colliers International Valuation & Advisory Services, LLC



Nancy A. Caniff
Senior Valuation Specialist
Direct +904.316.2124
Nancy.caniff@colliers.com

Terms and Conditions

"T&C"

- 1) The Appraisal will be subject to Colliers International Valuation & Advisory Services, LLC's ("CIVAS") Assumptions and Limiting Conditions that are incorporated into each appraisal, and any Extraordinary Assumptions and Hypothetical Conditions that may be incorporated into each appraisal.
- 2) Any capitalized, non-defined words shall have the same meaning as defined in the Agreement to which these T&Cs are attached.
- 3) Client is defined as the party signing the Agreement and shall be responsible for payment of the fees stipulated in the Agreement. Payment of the fee for the Appraisal is not contingent on the appraised value(s) or the outcome of the report(s). Additional fees will be charged on an hourly basis for any work that may exceed the scope of this proposal, including performing additional valuation scenarios, additional research, and conference calls, meetings, deposition preparation, deposition, trial testimony or travel that may exceed the time allotted by CIVAS for an assignment of this nature. If CIVAS is requested to cease working on the Appraisal for any reason prior to the completion of the appraisal(s), CIVAS will be entitled to bill the Client for the time spent to date at CIVAS' hourly rates for the personnel involved. The Client will be billed a minimum \$500 or at a rate of \$250 per hour for associate time, \$300 per hour for valuation services director, \$400 per hour for managing director, and \$450 per hour for executive managing director. If the Client delays completion of the assignment beyond ninety (90) days, the fee may be renegotiated. This may result in the total fee exceeding the original agreed fee agreed upon cost.
- 4) Client agrees to pay all fees and expenses, including attorney's fees, incurred by CIVAS in connection with the collection or attempted collection of the fees and expenses. In the event Client fails to make payments when due and payable, the amount due shall bear interest at 1.5% per month or the maximum rate permitted in the state in which the CIVAS office executing the Agreement is located, whichever is lesser.
- 5) The fee is due upon delivery of the final report or within thirty (30) days of your receipt of the draft report, whichever is sooner. If a draft is requested, the fee is considered earned upon delivery of our draft report.
- 6) In the event that either party commences any legal action relating to the provisions of the Agreement, including collection, the prevailing party shall be entitled to its actual attorneys' fees and costs. The Agreement shall be governed by and construed in accordance with the laws of the state where the CIVAS office executing the Agreement is located. The venue of any action arising out of the Agreement shall be the county where the CIVAS office executing the Agreement is located. Client will have up to thirty (30) days from receipt of the Draft Appraisal to review and communicate its review to CIVAS. CIVAS reserves the right to bill Client for additional appraisal efforts that may arise from the Client not responding within with this time period.
- 7) CIVAS does not make any representation or warranty, express or implied, as to the accuracy or completeness of the information or the state of affairs of the Property furnished to CIVAS by Client. In the event that any such information is inaccurate, misleading or incomplete, CIVAS shall have no responsibility or liability for any matters relating thereto (whether to the Client or to any third party).
- 8) CIVAS shall have no responsibility for legal matters, questions of survey or title, soil or subsoil conditions, engineering, or other similar technical matters. The Appraisal will not constitute a survey of the Property analyzed.
- 9) Client shall provide CIVAS with such materials with respect to the Appraisal as requested by CIVAS and which are in the possession or under the control of Client. Client shall provide CIVAS with sufficient access to the Property to be analyzed and hereby grants permission for entry, unless discussed in advance to the contrary.
- 10) The data gathered in the course of the Appraisal (except data furnished by Client) and the Appraisal prepared pursuant to the Agreement are, and will remain, the property of CIVAS. With respect to data provided by Client, such data shall be confidential, and CIVAS shall not disclose any information identified as confidential furnished to CIVAS. Notwithstanding the foregoing, CIVAS is authorized by Client to disclose all or any portion of the Appraisal and the related data to appropriate representatives of the Appraisal Institute if such disclosure is required to enable CIVAS to comply with the Bylaws and Regulations of such Institute as now or hereafter in effect.
- 11) Unless specifically noted, CIVAS does not assume any duty to analyze or examine the Property or adjacent property for the possible presence of toxic and/or hazardous substances or materials (including but not exclusive to asbestos, PCB transformers, or other toxic, hazardous, or contaminated substances and/or underground storage tanks (hazardous material), or the cost of encapsulation or removal thereof) and accepts no liability regarding the issue. If such materials exist, CIVAS defers to the expertise of professionals specifically trained in analyzing the cost to remediate, which will not be a part of the appraisal fee proposal. The Appraisal will contain a comprehensive disclaimer to this effect.
- 12) CIVAS understands that there is no major or significant deferred maintenance in the Property which would require the expertise of a professional cost estimator or contractor. If such repairs are needed, the estimates are to be prepared by others, and are not a part of the fee contemplated in the Agreement.
- 13) Client acknowledges that CIVAS is being retained hereunder as an independent contractor to perform the services described herein and nothing in the Agreement shall be deemed to create any other relationship between Client and CIVAS. The Agreement shall be deemed concluded and the services hereunder completed upon delivery to Client of the Appraisal discussed herein.
- 14) Client agrees that its only remedy for losses or damages relating to the Agreement shall be limited to the amount of the appraisal fee paid by the Client and in no circumstances shall CIVAS be liable for any losses or damages in excess of this amount. Should the Client, or any other entitled party, make a claim against CIVAS, its directors, officers, employees and other affiliates and shareholders, relating to this engagement or the appraisal(s), the maximum damages recoverable from CIVAS, its

Professional Service Agreement

Continued

directors, officers, employees and other affiliates and shareholders, shall be the amount of funds actually collected by CIVAS under the Agreement, and no claim shall be made for any consequential or punitive damages.

- 15) If CIVAS or any of its employees receives a subpoena or other judicial notification to produce documents or provide testimony involving the Appraisal in connection with a lawsuit or related proceeding, CIVAS will notify the Client of receipt of the subpoena or notification. However, if CIVAS is not part of the lawsuit or proceedings, Client agrees to compensate CIVAS for the professional time required and to reimburse CIVAS for the expenses incurred in responding to any such subpoena or judicial notification, including any attorneys' fees, as they are incurred. CIVAS is to be compensated at the prevailing hourly rates of the personnel responding to the subpoena or command for testimony.
- 16) If expert witness testimony is required in connection with the Appraisal, the following hourly rates will apply. The Client will be billed at the rate of \$250 per hour for associate time, \$350 per hour for valuation services director, \$400 per hour for managing director, and \$450 per hour for executive managing director. The hourly billings pertain to court preparation, waiting and travel time, document review and preparation (excludes appraisal report) and all meetings related to court testimony.
- 17) Client shall indemnify and hold CIVAS, its parent, subsidiaries, affiliates, its officers, directors, employees and agents ("CIVAS Indemnities"), fully harmless against all losses, damages, claims, and expenses of any kind whatsoever (including costs and reasonable attorneys' fees), sustained or incurred by a third party as a result of the negligence or intentional acts or omissions of Client (including any failure to perform any duty imposed by law), any misrepresentation, distortion or if Client fails to provide complete and accurate information to CIVAS, for which recovery is sought against the CIVAS Indemnities; however, such obligation to defend and indemnify shall not apply to the extent caused by the negligent act or willful misconduct of CIVAS. Client shall indemnify and hold CIVAS Indemnities harmless from any claims, expenses, judgments or other items or costs arising as a result of the Client's failure or the failure of any of the Client's agents to provide a complete copy of the Appraisal to any third party. LIMITATION OF LIABILITY. EXCEPT FOR THE INDEMNIFICATION PROVISION ABOVE, ANYTHING IN THE AGREEMENT TO THE CONTRARY NOTWITHSTANDING, UNDER NO CIRCUMSTANCES WHATSOEVER SHALL EITHER PARTY BE LIABLE TO THE OTHER FOR ANY SPECIAL, CONSEQUENTIAL, PUNITIVE, OR INCIDENTAL DAMAGES OF ANY KIND WHATSOEVER.
- 18) CIVAS agrees to maintain Professional Liability Insurance in the amount of \$1,000,000 and General Liability insurance in the amount of \$2,000,000, as well as Workers Compensation per local regulatory requirements. CIVAS will endeavor to provide Client with written notice regarding any cancellation of any such insurance. CIVAS will provide Client with certificates of insurance naming Client as an additional insured on the General Liability policy upon request.
- 19) The Appraisal and the name Colliers International Valuation & Advisory Services may not be used in any marketing or investment material or offering memoranda without CIVAS' prior written consent. CIVAS, its employees and appraisers have no liability to any recipients of any prepared material and disclaim all liability to any party other than the Client.
- 20) Unless CIVAS consents in writing, the Appraisal cannot be used by any party or for any purpose other than the Client for the purposes specified in the Agreement. Should the Client provide a copy of this Appraisal to any person or entity not authorized by CIVAS in writing, Client hereby agrees to hold CIVAS, its directors, officers, employees and other affiliates and shareholders, harmless from all damages, expenses, claims and costs, including any attorney's fees. The Client acknowledges that any opinions and conclusions expressed by the professionals of CIVAS pursuant to the Agreement are made as employees and not as individuals. CIVAS' responsibility is limited to the Client, and the use of the Appraisal or related product by third parties shall be solely at the risk of the Client and/or third parties.
- 21) The use of this appraisal shall be used only for the purpose as set forth in the Intended Use section of the Agreement. In the event that the client wishes to use this report or portions of this report for any other purpose such as, to become part of or be referenced in, any offering or other material intended for the review of others, or to be submitted to others, will be at the Client's sole and absolute discretion and, if given, will be on condition that CIVAS will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to CIVAS and the Client, by a party satisfactory to CIVAS and the Client. CIVAS does consent to Client submission of the complete Appraisal to rating agencies, loan participants or your accountants/auditors without the need to provide us with an Indemnification Agreement and/or Non-Reliance letter.



Parcel: 43-019-17-01-003-001

Year: 2022

JACK RESER

Logan County Auditor | Logan County, Ohio



SUMMARY

Table with 4 columns: Deeded Name, Owner, Taxpayer, and various details like Tax District, School District, Location, CD Year, Acres, Map Number, Legal, Land Use, Subdivision, Routing Number, Sales Amount.

VALUE

Table with 3 columns: District, Land Use, Appraised, Assessed, and Taxable. Includes rows for Land, Improvement, Total, CAUV, Homestead, OOC, and Taxable.

CURRENT CHARGES

Table with 5 columns: Full Rate, Effective Rate, Qualifying Rate, Prior, First, Second, Total. Includes rows for Tax, Special, Total, Paid, and Due.

TRANSFER HISTORY

Table with 7 columns: Date, Conveyance, Deed Type, Sales Amount, Valid, # of Properties. Lists transfer events with dates like 01/05/2022, 01/04/2022, 12/20/2021, and 11/01/2002.

LAND

Table with 4 columns: Type, Dimensions, Description, Value. Lists land types like A0-R.O.W. and A1-PRIMARY SITE.

OTHER IMPROVEMENT

Table with 9 columns: Card, Type, Year Built, Year Remodeled, Condition, Dimensions, Description, Size, Value. Lists improvements like 25-UTILITY SHED, 27-POLE BARN DF, etc.

UTILITIES

Table with 9 columns: Water, Sewer, Electric, Gas, Well, Septic. Shows utility status for each category.



Parcel: 43-019-13-05-042-000

Year: 2022

JACK RESER

Logan County Auditor | Logan County, Ohio



SUMMARY

Table with property details including Deeded Name (MCM OH LAKERIDGE LLC), Owner, Taxpayer, Tax District, School District, Neighborhood, Location, CD Year, Map Number, Acres, Land Use, Subdivision, Legal, Routing Number, and Sales Amount.

VALUE

Table showing appraised and assessed values for Land (59,000 / 20,650), Improvement (17,250 / 6,040), and Total (76,250 / 26,690). Includes categories like CAUV, Homestead, OOC, and Taxable.

CURRENT CHARGES

Table of current charges including Full Rate (66.450000), Effective Rate (46.009676), Qualifying Rate (38.783804), and a breakdown by tax type (Tax, Special, Total, Paid, Due) with Prior, First, Second, and Total columns.

TRANSFER HISTORY

Table of transfer history with columns for Date, Conveyance, Deed Type, Sales Amount, Valid, and # of Properties. Includes transactions from 2003 to 2022.

LAND

Table for land details including Type (G1-SITE VALUE), Dimensions (50000.0000), Description (Gross Value), and Value (59,000).

OTHER IMPROVEMENT

Table of other improvements with columns for Card, Type, Year Built, Year Remodeled, Condition, Dimensions, Description, Size, and Value. Lists items like CANOPY, PORCH, WOOD DECK, PIER, RETAINING WALL, and MOBILE HOME PAD.

UTILITIES

Table of utility status for Water, Sewer, Electric, Gas, Well, Septic, and other services.

SKETCH

Card 1

ID	Description	Size	Floor	Floor Area (ft ²)	Living Area (ft ²)
3	67-PIER-SMALL BOAT DOCK	2	Total	0	0
4	12-ENCL PORCH	312			
5	09-CANOPY	380			
6	13-WOOD DECK	234			
7	13-WOOD DECK	288			



Rent Roll & Recurring Charges

OH Region
As of 12/20/23

Tenant	ID	Site	Site Type	RCON	SITRC	Total
MCM OH Lakeridge, LLC						
Ogden, Ken	922	1A	Lot	0.00	850.00	850.00
Monnier, Dave	923	2A	Lot	0.00	850.00	850.00
Bloom, Don	924	3A	Lot	0.00	850.00	850.00
Grossman, Laura	925	4A	Lot	0.00	850.00	850.00
Obert, Herman	926	5A	Lot	0.00	850.00	850.00
Spears, Kevin	1265	6A	Lot	0.00	850.00	850.00
Watson, Doug	928	7A	Lot	0.00	850.00	850.00
Kaufman, Greg	929	8A	Lot	0.00	850.00	850.00
Ryan, Brad	930	9A	Lot	0.00	850.00	850.00
Miller, Charles	1409	10A	Lot	0.00	850.00	850.00
Stacy, Kristy	932	11A	Lot	0.00	850.00	850.00
Stotz, Andrew	1382	12A	Lot	0.00	850.00	850.00
Sims, Dorothy	934	13A	Lot	0.00	850.00	850.00
Richards, Joan	935	14A	Lot	0.00	850.00	850.00
Boyer, John	936	15A	Lot	0.00	850.00	850.00
Webb, Jimmy	1600	20B	Lot	0.00	850.00	850.00
Bussell, Nora	938	21B	Lot	0.00	850.00	850.00
Shelton, Steve	939	23B	Lot	0.00	850.00	850.00
Dean, Tom	940	24B	Lot	0.00	850.00	850.00
Hefner, Luke	941	25B	Lot	0.00	850.00	850.00
Ratliff, James	942	26B	Lot	0.00	850.00	850.00
Bacome, Jim	943	27B	Lot	0.00	850.00	850.00
Swartz, Dan	1489	28B	Lot	0.00	850.00	850.00
Barnhill, Jeremy	1528	29B	Lot	0.00	850.00	850.00
Garza, Anjelina	946	30B	Lot	0.00	850.00	850.00
Elford, Mark	947	32B	Lot	0.00	850.00	850.00
Thimmes, Craig	948	33B	Lot	0.00	850.00	850.00
Kennedy, Larry	949	34B	Lot	0.00	850.00	850.00
Turner, Ken	950	35B	Lot	-25.00	850.00	825.00
Nussbaum, Brent	951	36B	Lot	0.00	850.00	850.00
Cull, Tony	952	37B	Lot	0.00	850.00	850.00
Stormer, Phil	953	38B	Lot	0.00	850.00	850.00
Needham, Mark	954	39B	Lot	0.00	850.00	850.00
Joseph, Bradley	1235	40B	Lot	0.00	850.00	850.00
Koenig, Bob	956	41B	Lot	-25.00	850.00	825.00
Carney, Aimee	957	43B	Lot	0.00	850.00	850.00
Holloway, Rita	958	44B	Lot	0.00	850.00	850.00
Fuller, Dick	959	45B	Lot	0.00	850.00	850.00
Arnzen, Ted	960	46B	Lot	0.00	850.00	850.00
Colangelo, Donita	1389	47B	Lot	0.00	850.00	850.00

Tenant	ID	Site	Site Type	RCON	SITRC	Total
Hill Irrevocable Trust, F	962	48B	Lot	0.00	850.00	850.00
Hadden, Jason	963	49B	Lot	0.00	850.00	850.00
Darden, Chlore	964	60C	Lot	0.00	850.00	850.00
Caswell, Christopher	1252	61C	Lot	0.00	850.00	850.00
Henderson, Shaun	1483	62C	Lot	0.00	850.00	850.00
Gould, John	967	63C	Lot	0.00	850.00	850.00
Butler, Tony	968	64C	Lot	0.00	850.00	850.00
Dennison, Mike	969	65C	Lot	0.00	850.00	850.00
Fabian, Bob	970	66C	Lot	0.00	850.00	850.00
Jansen, Karla	971	67C	Lot	0.00	850.00	850.00
Kaiser, Lisa	972	68C	Lot	0.00	850.00	850.00
Hanna, Mark	1293	69C	Lot	0.00	850.00	850.00
McLain, Roger	974	70C	Lot	-25.00	850.00	825.00
Irrevocable Trust, The	975	71C	Lot	0.00	850.00	850.00
Henn, Cindy	976	72C	Lot	0.00	850.00	850.00
Hill, Joe	977	73C	Lot	0.00	850.00	850.00
Hart, Heather	978	74C	Lot	0.00	850.00	850.00
Egger, Jeff	979	75C	Lot	0.00	850.00	850.00
Ott, Jeff	980	76C	Lot	0.00	850.00	850.00
Drake, Rick	981	80D	Lot	0.00	850.00	850.00
Cable, Kevin	982	81D	Lot	0.00	850.00	850.00
Wenzler, Benita	983	82D	Lot	0.00	850.00	850.00
Blackwell, Kenny	984	83D	Lot	0.00	850.00	850.00
Cullop, Mike	985	84D	Lot	0.00	850.00	850.00
Zonak, Sam	1497	85D	Lot	0.00	850.00	850.00
Bowers, Rebecca	987	88D	Lot	0.00	850.00	850.00
Dietz, Lawrence	988	89D	Lot	0.00	850.00	850.00
Elrod, Dave	989	91D	Lot	0.00	850.00	850.00
Hall, Robert	990	92D	Lot	0.00	850.00	850.00
McAlpin, Nancy	1313	98E	Lot	0.00	850.00	850.00
Unterbrink, Larry	992	99E	Lot	0.00	850.00	850.00
Rowley, Tony	993	100E	Lot	0.00	850.00	850.00
Searfoss, Joseph	994	101E	Lot	0.00	850.00	850.00
Bayless, Carol	995	102E	Lot	0.00	850.00	850.00
Webb, Jimmy	1256	103E	Lot	0.00	850.00	850.00
Feltner, Scott	997	104E	Lot	0.00	850.00	850.00
Rench, Amanda	998	105E	Lot	0.00	850.00	850.00
Richardson, Mark	1097	106E	Lot	0.00	850.00	850.00
Gailer, Thomas	1000	107E	Lot	0.00	850.00	850.00
Heitkamp, Nickolas	1001	108E	Lot	0.00	792.00	792.00
McKee, Gary	1002	109E	Lot	0.00	850.00	850.00
Dahm, Rick	1003	110E	Lot	0.00	850.00	850.00
Krueger, Sharon	1004	111E	Lot	0.00	850.00	850.00
Ferguson, Bob	1005	112E	Lot	0.00	850.00	850.00
Townsend, Robin	1336	113E	Lot	0.00	792.00	792.00
Kern, Lenell	1007	114E	Lot	0.00	850.00	850.00

Tenant	ID	Site	Site Type	RCON	SITRC	Total
Corbin, Victor	1008	115E	Lot	0.00	850.00	850.00
Ambos, Rick	1009	116E	Lot	0.00	850.00	850.00
Bringardner, Jacob	1251	117E	Lot	0.00	850.00	850.00
Boller, Robert	1011	118E	Lot	0.00	850.00	850.00
Moore, Pam	1012	119E	Lot	0.00	850.00	850.00
Cannazzaro, Bev	1013	120E	Lot	0.00	850.00	850.00
Posey, Nancy	1596	121E	Lot	0.00	850.00	850.00
Jaswa, Jeff	1015	122E	Lot	0.00	850.00	850.00
Frost, Kyle	1016	123E	Lot	0.00	850.00	850.00
Ricketts, Larry	1141	124E	Lot	0.00	850.00	850.00
Carpenter, James	1018	125E	Lot	0.00	850.00	850.00
Siler, David	1224	126E	Lot	0.00	850.00	850.00
Vogel, Karen	1291	127E	Lot	0.00	850.00	850.00
Collett, John	1021	128E	Lot	0.00	850.00	850.00
Gross, Dominic	1344	129E	Lot	0.00	792.00	792.00
Swartz, Jason	1367	130E	Lot	0.00	792.00	792.00
Small, Doug	1024	131E	Lot	0.00	850.00	850.00
Wiseman, Mike	1025	132E	Lot	0.00	850.00	850.00
Biederman, Marianne	1355	133E	Lot	0.00	792.00	792.00
Property Total				-75.00	88960.00	88885.00
Property Counts	105	105		3	105	

Rent Roll & Recurring Charges (Summary)

Totals for 105 Tenants

Charge Type	Description	Customers	% Charged	% of Total \$	Amount
RCON	Rental Concession	3	2.9%	-0.1%	(75.00)
SITRC	Site Rent	105	100.0%	100.1%	88,960.00
Total receipts:					88,885.00

12/20/23 Angelica Field



TTM INCOME STATEMENT
MCM OH Lakeridge, LLC
December 2022

	January 2022	February 2022	March 2022	April 2022	May 2022	June 2022	July 2022	August 2022	September 2022	October 2022	November 2022	December 2022	
Park Revenue													
Park Rent	75,285	75,285	75,285	75,285	82,935	82,935	82,935	82,935	82,935	82,935	82,935	82,935	964,620
Park Vacancy Loss	0	0	0	0	0	0	0	0	0	0	0	0	0
Park Dock Slip Rent	0	0	0	0	2,185	979	324	326	0	0	0	0	3,814
Park NSF Fees	0	0	0	0	0	0	0	0	0	50	0	0	50
Park Late Fees	0	0	0	0	0	0	0	0	740	610	510	610	2,470
Park Pet Fees	0	0	0	0	0	0	0	0	0	0	0	0	0
Park Rent Concession	0	0	0	0	(421)	(350)	(2,046)	(200)	(1,121)	(125)	(125)	(125)	(4,513)
Park Shed/Storage Fees	0	0	0	0	0	0	0	0	0	0	0	0	0
Park Water Fees	4,778	4,778	4,778	4,778	4,778	4,778	4,778	4,778	4,778	4,778	4,778	4,778	57,330
Park Application Fees	0	40	40	0	40	0	40	140	120	0	40	0	460
Park Other Income	4,025	0	0	0	0	0	0	0	9,844	0	0	641	14,510
Total Park Revenue	84,087	80,103	80,103	80,063	89,517	88,341	86,031	87,979	97,295	88,248	88,138	88,839	1,038,741
Park Expenses													
Park R&M Electrical	0	0	0	5	0	0	0	0	0	0	243	0	248
Park Pest Control	0	0	0	0	0	0	0	0	912	0	0	0	912
PAD Payroll	3,987	5,782	5,422	6,209	5,816	4,601	5,758	5,000	5,000	5,000	5,000	7,500	65,074
Park Landscaping	0	0	0	0	1	5,000	5,363	5,725	5,363	6,703	7,132	7,000	42,286
Park R&M - Plumbing	1,350	(1,228)	0	0	0	590	121	0	0	450	881	0	2,164
Park R&M - Other	488	1,776	561	548	405	302	127	64	65	0	200	0	4,536
Park Snow Removal	2,896	1,609	1,180	1,180	2,601	0	0	0	0	0	0	0	9,465
Park Credit Checks	0	0	0	0	0	0	0	0	149	113	0	43	304
Park Admin Expense	0	0	0	0	0	0	0	0	0	0	0	0	0
Park Property Mgmt Fees	4,003	4,005	4,005	4,003	4,476	4,379	4,305	4,399	4,865	4,412	4,407	4,442	51,701
Park Insurance	526	526	526	526	526	526	526	526	526	526	526	704	6,492
Park Telephone	20	41	41	21	21	20	21	21	41	21	41	56	369
Park Internet/Cable	198	(140)	78	98	98	99	98	98	78	98	78	98	979
Park Electric/Gas	207	726	778	666	331	380	558	628	629	1,280	694	546	7,423
Park Employer Tax	294	598	552	210	441	329	280	522	492	365	365	547	4,995
Dock Fee Expense	0	0	0	1,175	1,175	1,175	1,175	1,175	1,175	1,175	0	0	8,225
Park Real Estate Tax	3,751	3,751	3,751	3,751	3,751	3,751	3,751	3,751	3,751	3,812	3,751	3,751	45,073
Park Other Utilities	0	0	0	0	0	0	0	0	0	0	0	0	0
Park Water/Sewer	4,778	4,778	4,778	4,777	4,778	4,778	4,777	4,778	4,777	4,778	4,778	4,778	57,331
Park Well Monitoring	1,630	3,655	2,328	3,415	2,904	2,192	2,139	2,384	2,334	2,121	2,140	1,976	29,218
Park Workers Comp Insurance	0	0	498	0	0	0	0	0	0	337	0	563	1,399
Park Bad Debit/Write Off	0	0	0	0	0	0	0	0	0	0	0	0	0
Park Employee Hiring Expense	330	0	0	0	0	0	0	0	0	0	0	0	330
Park Fuel	49	290	325	275	559	362	0	0	0	0	0	0	1,860
PAD Advertising/Marketing	84	0	0	0	75	0	75	75	75	75	75	75	610
PAD Advertising/Marketing-Digital	0	0	0	44	0	0	0	0	83	127	127	136	517
PAD Legal Fees	0	0	0	0	0	0	0	50	250	125	257	0	682
PAD SEO/Website	0	0	0	0	192	0	0	0	0	500	0	0	692
PAD Travel	0	86	0	0	0	0	0	0	0	0	0	0	86
Park Repairs & Maintenance - Auto	0	0	0	0	282	0	0	0	0	0	0	0	282
Park Dues & Subscriptions	0	0	81	90	21	47	5	0	45	45	45	45	427
Park Equipment Rental	0	0	0	25	819	0	0	0	0	0	0	0	845
Park Licenses/Permits	589	0	79	0	314	0	0	0	0	0	0	791	1,773
Park Office Supplies	548	273	1,124	837	412	(64)	0	148	543	598	262	287	4,968
Park Postage/Shipping	0	35	34	116	40	0	0	0	0	0	31	0	255
Park Meals and Entertainment	0	54	63	163	89	136	0	0	0	0	0	0	505
Park Small Tools & Equipment	271	352	915	264	384	1,436	0	0	17	0	101	0	3,740
Park Trash Removal	1,600	1,603	1,627	2,281	1,970	1,949	2,243	2,762	2,656	3,504	1,652	1,635	25,482
Park Auto Insurance	0	0	0	0	115	0	0	0	0	0	0	0	115
Park Health Insurance Expense	0	248	213	231	231	231	346	231	231	231	231	346	2,769
Park Payroll Service Fees	0	213	213	319	213	213	213	213	319	213	213	292	2,632
Park ZeGo - Cash Application	0	100	76	78	76	88	105	89	99	79	99	79	967
Park Resident Relations	0	0	0	0	95	0	0	1,881	0	0	0	0	1,976
Total Park Expenses	27,599	29,130	29,249	31,307	33,211	32,520	31,985	34,519	34,476	36,689	33,328	35,690	389,702
Park NOI	56,488	50,972	50,854	48,756	56,306	55,821	54,045	53,460	62,820	51,559	54,809	53,149	
Park Expense Ratio %	32.8%	36.4%	36.5%	39.1%	37.1%	36.8%	37.2%	39.2%	35.4%	41.6%	37.8%	40.2%	



TTM INCOME STATEMENT
MCM OH Lakeridge, LLC
December 2022

	January 2022	February 2022	March 2022	April 2022	May 2022	June 2022	July 2022	August 2022	September 2022	October 2022	November 2022	December 2022
Park Expense Ratio % (at stabilized vac	32.8%	36.4%	36.5%	39.1%	37.1%	36.8%	37.2%	39.2%	35.4%	41.6%	37.8%	40.2%
Park - Payroll Expense Ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Park - Water/Sewer Expense Ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Park - Real Estate Taxes Expense Ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Park - R&M/Misc. Expense Ratio	32.8%	36.4%	36.5%	39.1%	37.1%	36.8%	37.2%	39.2%	35.4%	41.6%	37.8%	40.2%
POH Revenue												
Total POH Revenue	0	0	0	0	0	0	0	0	0	0	0	0
POH Expenses												
POH Advertising/Marketing	0	0	0	0	0	0	0	0	0	0	0	0
Moving Expenses	0	1,000	(1,000)	0	0	0	0	0	0	0	0	0
Total POH Expenses	0	1,000	(1,000)	0	0	0	0	0	0	0	0	0
POH NOI	0	(1,000)	1,000	0	0	0	0	(0)	0	0	0	0
POH Expense Ratio %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total NOI (Park and POH)	56,488	49,972	51,854	48,756	56,306	55,821	54,045	53,460	62,820	51,559	54,809	53,149
POH Sales and Costs												
POH Sales Revenue	0	0	0	0	0	0	0	0	0	0	0	0
POH Home Sale Costs including Commi:	0	0	0	0	0	0	0	0	0	0	0	0
Total POH Sales and Costs	0	0	0	0	0	0	0	0	0	0	0	0
Other Revenue												
Total Other Revenue	0	0	0	0	0	0	0	0	0	0	0	0
Other Expenses												
Computer Expenses	0	0	19	166	78	0	0	0	0	0	0	0
Computer Software-Salesforce	0	0	0	0	32	0	0	0	0	0	0	0
Management Fees												
Asset Management Fees	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497
Total Management Fees	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497
Interest Expense												
Interest Expense	1,720	0	0	0	0	0	0	0	0	0	0	0
Newmark Interest Expense	26,658	24,078	26,658	25,798	26,657	25,798	26,657	26,658	25,798	26,658	25,798	26,658
Total Interest Expense	28,378	24,078	26,658	25,798	26,657	25,798	26,657	26,658	25,798	26,658	25,798	26,658
Deprec & Amort												
Park Depreciation Expense	30,582	28,647	31,808	30,840	32,194	31,347	32,559	33,896	35,472	38,029	36,890	38,174
Amortization Expense	3,375	3,150	3,488	3,375	3,488	3,375	3,488	3,488	3,375	3,488	3,375	3,488
POH Depreciation Expense	0	0	0	0	0	0	0	0	0	0	0	0
Total Deprec & Amort	33,957	31,797	35,296	34,215	35,682	34,722	36,046	37,384	38,847	41,517	40,265	41,661
Total Other Expenses	65,832	59,372	65,470	63,676	65,946	64,017	66,201	67,539	68,142	71,672	69,560	71,816
Total Other	(65,832)	(59,372)	(65,470)	(63,676)	(65,946)	(64,017)	(66,201)	(67,539)	(68,142)	(71,672)	(69,560)	(71,816)
Total NOI	(9,344)	(9,400)	(13,617)	(14,920)	(9,640)	(8,196)	(12,155)	(14,079)	(5,322)	(20,113)	(14,751)	(18,667)



TTM INCOME STATEMENT

Portfolio
November 2023

	December 2022	January 2023	February 2023	March 2023	April 2023	May 2023	June 2023	July 2023	August 2023	September 2023	October 2023	November 2023	TTM
Park Revenue													
4000 Park Rent	82,935	82,935	82,935	82,935	83,010	83,010	88,380	89,288	87,820	88,786	88,786	88,902	1,029,722
4005 Park Dock Slip Rent	0	0	0	0	0	3,575	1,340	390	65	0	0	0	5,370
4060 Park NSF Fees	0	0	0	0	0	0	0	0	50	0	0	0	50
4075 Park Late Fees	610	295	245	245	360	180	265	180	65	180	165	130	2,920
4090 Park Rent Concession	(125)	(125)	(100)	(100)	(100)	(100)	(100)	(100)	(100)	(100)	(100)	(75)	(1,225)
4105 Park Water Fees	4,778	4,778	191	4,800	(1,673)	(637)	(794)	85	(29)	170	227	153	12,048
4110 Park Sewer Fees	0	0	5,202	5,303	5,252	5,303	5,202	5,252	5,151	5,303	5,252	5,252	52,470
4125 Park Application Fees	0	80	40	40	60	80	0	80	40	0	40	0	460
4140 Park Other Income - Cable/Internet	641	0	1,058	0	(264)	945	0	0	1,143	(236)	0	1,218	4,505
Total Park Revenue	88,839	87,963	89,570	93,223	86,644	92,356	94,292	95,175	94,205	94,103	94,370	95,580	1,106,319
Park Expenses													
5030 PAD Payroll	7,500	5,000	5,000	5,000	5,000	5,000	7,500	5,000	5,000	5,000	5,000	5,000	65,000
5040 Park Landscaping	7,000	0	(7,000)	0	0	3,229	4,325	5,277	3,577	4,076	5,242	4,075	29,801
5050 Park R&M - Plumbing	0	0	61	0	0	0	0	0	0	295	0	400	756
5065 Park Snow Removal	0	241	0	0	0	0	0	0	0	0	0	0	241
5105 Park Credit Checks	43	95	43	0	85	59	118	77	177	42	0	29	767
5120 Park Property Mgmt Fees	4,442	4,398	4,448	4,661	4,332	4,618	4,715	4,759	4,715	4,705	4,718	4,779	55,290
5130 Park Insurance	704	704	116	410	410	410	410	410	410	410	410	410	5,215
5145 Park Telephone	56	51	31	30	32	57	57	30	30	30	30	30	465
5150 Park Internet/Cable	98	108	128	135	133	108	108	135	135	135	135	135	1,492
5155 Park Electric/Gas	546	1,053	992	808	886	919	646	626	608	683	507	723	8,999
5180 Dock Fee Expense	0	0	0	0	1,175	1,175	1,175	1,175	1,175	1,175	1,175	0	8,225
5195 Park Real Estate Tax	3,751	4,011	4,011	4,011	4,011	4,011	4,011	4,011	4,011	4,011	4,011	4,011	47,873
5220 Park Water/Sewer	4,778	4,800	6,348	5,406	5,797	7,255	5,353	6,711	6,225	5,807	5,773	5,791	70,044
5221 Park Well Monitoring	1,976	2,683	3,402	2,650	1,944	2,615	2,492	1,868	2,374	2,565	2,206	3,672	30,447
5225 Park Workers Comp Insurance	563	(427)	0	278	0	(135)	0	0	0	0	0	0	279
5260 Park Fuel	0	0	0	0	0	0	75	0	0	0	78	0	153
6080 Park Equipment Rental	0	0	0	0	0	0	0	0	85	0	0	0	85
6085 Park Licenses/Permits	791	0	0	0	0	0	0	0	0	0	0	224	1,015
6095 Park Postage/Shipping	0	0	0	32	0	0	0	0	0	0	0	0	32
6160 Park Trash Removal	1,635	1,978	3,367	2,547	2,525	592	1,185	1,182	586	1,224	606	606	18,034
6250 Park Health Insurance Expense	346	231	323	323	323	323	485	323	323	323	323	323	3,969
6265 Park Workers Compensation	0	0	278	0	0	0	0	0	0	0	111	0	390
6270 Park Payroll Service Fees	292	213	193	319	223	223	330	223	223	335	223	223	3,022
Total Park Expenses	34,521	25,139	21,742	26,611	26,876	30,459	32,983	31,807	29,655	30,817	30,549	30,433	351,592
Park NOI	54,318	62,823	67,828	66,612	59,768	61,897	61,309	63,368	64,550	63,286	63,821	65,147	754,727
Park Expense Ratio %	38.9%	28.6%	24.3%	28.5%	31.0%	33.0%	35.0%	33.4%	31.5%	32.7%	32.4%	31.8%	31.8%
Park Expense Ratio % (at stabilized vacancy)	38.9%	28.6%	24.3%	28.5%	31.0%	33.0%	35.0%	33.4%	31.5%	32.7%	32.4%	31.8%	31.8%
Park - Payroll Expense Ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Park - Water/Sewer Expense Ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Park - Real Estate Taxes Expense Ratio	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Park - R&M/Misc. Expense Ratio	38.9%	28.6%	24.3%	28.5%	31.0%	33.0%	35.0%	33.4%	31.5%	32.7%	32.4%	31.8%	31.8%



TTM INCOME STATEMENT

Portfolio
November 2023

	December 2022	January 2023	February 2023	March 2023	April 2023	May 2023	June 2023	July 2023	August 2023	September 2023	October 2023	November 2023	TTM
POH Revenue													
Total POH Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
POH Expenses													
5015 POH R&M Electrical	0	0	302	0	218	0	177	0	0	0	610	175	1,482
5055 POH R&M - Other	0	0	0	0	81	9	11	51	80	0	200	0	433
5160 Employer Tax	547	522	494	366	1,284	319	478	319	364	364	364	364	5,783
5306 POH Legal Fees	0	0	0	0	0	0	0	0	2,043	325	465	300	3,133
6110 POH Small Tools & Equipment	0	0	0	0	0	0	249	0	58	0	0	0	307
Total POH Expenses	547	522	796	366	1,583	327	914	370	2,545	689	1,639	839	11,138
POH NOI	(547)	(522)	(796)	(366)	(1,583)	(327)	(914)	(370)	(2,545)	(689)	(1,639)	(839)	(11,138)
POH Expense Ratio %	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total NOI (Park and POH)	53,771	62,301	67,032	66,246	58,185	61,569	60,395	62,998	62,005	62,597	62,182	64,308	743,589
POH Sales and Costs													
4040 POH Sales Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
5265 POH Home Sale Costs including Commissions	0	0	0	0	0	0	0	0	0	0	0	0	0
5265 POH Commissions	0	0	0	0	0	0	0	0	0	0	0	0	0
Total POH Sales and Costs	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Revenue													
Total Other Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Expenses													
5125 Home Sales - Advertising/Marketing	0	0	0	0	0	0	0	0	0	0	0	349	349
5240 POH Travel	0	0	0	0	0	188	0	0	0	0	0	0	188
5302 Home Sales - Advertising/Marketing	75	44	0	15	0	0	215	0	0	0	253	0	602
5303 POH Advertising/Marketing-Digital	136	127	342	342	215	342	127	342	342	342	250	733	3,643
5309 POH SEO/Website	0	192	0	0	0	0	0	0	0	0	0	0	192
6075 POH Dues & Subscriptions	45	45	0	0	0	0	0	0	0	0	0	0	91
6090 Sales Office Supplies	287	287	310	0	229	229	562	296	368	155	587	241	3,552
6291 POH MCM ZeGo -Cash App SaaS	79	103	93	99	110	115	136	113	124	103	113	110	1,297
Management Fees													
5200 Asset Management Fees	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	41,964
Total Management Fees	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	3,497	41,964
Interest Expense													
6234 Newmark Interest Expense	26,658	26,658	24,078	26,658	25,798	26,658	25,798	26,658	26,658	25,798	26,658	25,798	313,873
Total Interest Expense	26,658	26,658	24,078	26,658	25,798	26,658	25,798	26,658	26,658	25,798	26,658	25,798	313,873
Deprec & Amort													



TTM INCOME STATEMENT

Portfolio
November 2023

	December	January	February	March	April	May	June	July	August	September	October	November	
	2022	2023	2023	2023	2023	2023	2023	2023	2023	2023	2023	2023	TTM
5250 Park Depreciation Expense	38,174	38,199	34,734	38,496	37,379	38,706	37,865	39,418	39,937	39,109	40,382	39,116	461,514
5251 Amortization Expense	3,488	3,488	3,150	3,488	3,375	3,488	3,375	3,488	3,488	3,375	3,488	3,488	41,176
Total Deprec & Amort	41,661	41,687	37,884	41,984	40,754	42,193	41,240	42,905	43,425	42,484	43,869	42,604	502,690
Total Other Expenses	72,438	72,640	66,204	72,595	70,603	73,222	71,575	73,811	74,414	72,380	75,227	73,332	868,441
Total Other	(72,438)	(72,640)	(66,204)	(72,595)	(70,603)	(73,222)	(71,575)	(73,811)	(74,414)	(72,380)	(75,227)	(73,332)	(868,441)
Total NOI	(18,667)	(10,339)	828	(6,349)	(12,418)	(11,652)	(11,180)	(10,813)	(12,409)	(9,783)	(13,045)	(9,024)	(124,852)



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Area of Expertise

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Valuation of commercial property, including preparation of appraisal reports, supply and demand analysis, financial and site feasibility, and overall market examination. Charles Schierbeck is nationally recognized for work with manufactured home communities. In addition to this niche property type, he has extensive experience in all commercial real estate, having completed assignments in 40+ states. Projects range from office buildings, regional shopping malls, industrial facilities and various multifamily residential developments.

Senior Appraiser, Crown Appraisal Group, Columbus, Ohio

International Customer Service Representative, National City Bank, Columbus, Ohio

Responsible for the transfer of international currencies. Co-designed the Excel based program that managed the department's operations.

Affiliations or Memberships

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Masters in Commercial Property - MICP

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Zoom in

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CURRENT ISSUE DATE:

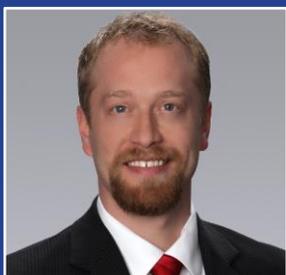
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USPAP DUE DATE:

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Delaware	Ohio
Florida	Oklahoma
Georgia	Oregon
Illinois	Pennsylvania
Indiana	South Carolina
Iowa	Tennessee
Kansas	Texas
Kentucky	Utah
Maryland	Virginia
Massachusetts	Washington
Michigan	Washington DC
Minnesota	West Virginia
Missouri	Wisconsin
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Area of Expertise

Bruce Nell, MAI, AI-GRS, MRICS, serves as Executive Managing Director | National Practices for Colliers Valuation & Advisory Services (CIVAS) as well as manages the Ohio | Tennessee Valley and MidAtlantic regions. As EMD of Practice Groups, Bruce oversees the development and operations of all valuation and advisory services practice groups at CVAS.

As EMD of the Ohio | Tennessee Valley and Mid-Atlantic regions, he leads a dynamic team focused on the valuation and advisory services of all commercial real estate. The regional team includes 50+ staff members located across offices in Michigan, Pennsylvania, Ohio, Kentucky, West Virginia, Tennessee, Maryland, Virginia & DC.

Bruce has extensive personal experience in commercial real estate valuation, having completed assignments in all 50 states, Washington D.C, Puerto Rico, Mexico & Canada. Projects range from CBD high-rise buildings, regional shopping malls, large industrial parks, and multifamily residential developments. Over his career, he's been involved in well over \$500 billion in real estate valuation and advisory. He has also facilitated client needs in Central & South America, Europe, Oceania, and Asia.

Affiliations or Memberships

MRICS Member, Royal Institution of Chartered Surveyors

Masters in Commercial Property - MICP

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AI-GRS Member Designation - General Review Specialist

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Member: Manufactured Housing Institute

Member: National Communities Council

Member: Urban Land Institute (ULI)

Member: Western Manufactured Housing Communities Association (WMA)

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Valuation Glossary 2023

Unless specified otherwise, these definitions were extracted from the following sources or publications:

The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, Illinois, 2022 (Dictionary).

Uniform Standards of Professional Appraisal Practice, 2020-2023 Edition (USPAP).

The Appraisal of Real Estate, Fifteenth Edition, Appraisal Institute, Chicago, Illinois, 2020 (15th Edition).

Absolute Net Lease

A lease in which the tenant pays all expenses including structural maintenance, building reserves, and management; often a long-term lease to a credit tenant. *(Dictionary)*

Ad Valorem Tax

A real estate tax based on the assessed value of the property, which is not necessarily equivalent to its market value. *(15th Edition)*

Arm's-length Transaction

A transaction between unrelated parties who are each acting in his or her own best interest. *(Dictionary)*

As-Is Market Value

The estimate of the market value of real property in its current physical condition, use, and zoning as of the appraisal date. *(Dictionary)*

Assessed Value

The value of a property according to the tax rolls in ad valorem taxation; may be higher or lower than market value, or based on an assessment ratio that is a percentage of market value. *(Dictionary)*

Average Daily Room Rate (ADR)

In the lodging industry, the net rooms revenue derived from the sale of guest rooms divided by the number of paid occupied rooms. *(Dictionary)*

Band of Investment

A technique in which the capitalization rates attributable to components of an investment are weighted and combined to derive a weighted-average rate attributable to the total investment. *(Dictionary)*

Cash-Equivalent Price

The sale price of a property that is equivalent to what a cash buyer would pay. *(Dictionary)*

Common Area

The total area within a property that is not designed for sale or rental but is available for common use by all owners, tenants, or their invitees, e.g., parking and its appurtenances, malls, sidewalks, landscaped areas, recreation areas, public toilets, truck and service facilities. *(Dictionary)*

Contract Rent

The actual rental income specified in a lease. *(15th Edition)*

Cost Approach

A set of procedures through which a value indication is derived for the fee simple estate by estimating the cost new as of the effective date of the appraisal to construct a reproduction of (or replacement for) the existing structure, including an entrepreneurial incentive; deducting depreciation from the total cost; and adding the estimated land value. The contributory value of any site improvements that have not already been considered in the total cost can be added on a depreciated-cost basis. Adjustments may then be made to the indicated value of the fee simple estate in the subject property to reflect the value of the property rights being appraised. *(Dictionary)*

Curable Functional Obsolescence

An element of depreciation; a curable defect caused by a flaw involving the structure, materials, or design, which can be practically and economically corrected. *(Dictionary)*

Debt Coverage Ratio (DCR)

The ratio of net operating income to annual debt service, which measures the relative ability of a property to meet its debt service out of net operating income; also called *debt service coverage ratio (DSCR)*. *(Dictionary)*

Deferred Maintenance

Items of wear and tear on a property that should be fixed now to protect the value or income-producing ability of a property. *(Dictionary)*

Depreciation

In appraisal, a loss in the value of improvements from any cause; the difference between the cost of an improvement on the effective date of the appraisal and the value of the improvement on the same date. *(Dictionary)*

Direct Costs

Expenditures for the labor and materials used in the construction of improvements; also called *hard costs*. *(Dictionary)*

Discounted Cash Flow (DCF) Analysis

The procedure in which a discount rate is applied to a set of projected income streams and a reversion. The analyst specifies the quantity, variability, timing, and duration of the income streams and the quantity and timing of the reversion, and discounts each to its present value at a specified yield rate. *(Dictionary)*

Discount Rate

A rate of return on capital used to convert future payments or receipts into present value. *(Dictionary)*

Disposition Value

The most probable price that a specified interest in property should bring under the following conditions:

1. Consummation of a sale within a specified time, which is shorter than the typical exposure time for such a property in that market.
2. The property is subjected to market conditions prevailing as of the date of valuation.
3. Both the buyer and seller are acting prudently and knowledgeably.
4. The seller is under compulsion to sell.
5. The buyer is typically motivated.
6. Both parties are acting in what they consider their best interests.
7. An adequate marketing effort will be made during the exposure time.
8. Payment will be made in cash in U.S. dollars (or the local currency) or in terms of financial arrangements comparable thereto.
9. The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

This definition can also be modified to provide for valuation with specified financing terms. *(Dictionary)*

Easement

The right to use another's land for a stated purpose. Access or right-of-way easements may be acquired by private parties or public utilities. Governments may be the beneficiaries of easements placed on privately owned land that is dedicated to conservation, open space, or preservation. *(15th Edition)*

Economic Life

The period over which improvements to real estate contribute to property value. *(Dictionary)*

Effective Age

The age of property that is based on the amount of observed deterioration and obsolescence it has sustained, which may be different from its chronological age. *(Dictionary)*

Effective Date

The date on which the appraisal or review opinion applies (SVP) *(Dictionary)*

Effective Gross Income (EGI)

The anticipated income from all operations of the real estate after an allowance is made for vacancy and collection losses and an addition is made for any other income. *(Dictionary)*

Effective Gross Income Multiplier (EGIM)

The ratio between the sale price (or value) of a property and its effective gross income. *(Dictionary)*

Effective Rent

The total base rent, or minimum rent stipulated in a lease, over the specified lease term minus rent concessions - e.g. free rent, excessive tenant improvements, moving allowances, lease buyouts, cash allowances, and other lease incentives. *(15th Edition)*

Eminent Domain

The right of government to take private property for public use upon the payment of just compensation. The Fifth Amendment of the U.S. Constitution, also known as the *takings clause*, guarantees payment of just compensation upon appropriation of private property. *(Dictionary)*

Entrepreneurial Incentive

The amount an entrepreneur expects or wants to receive as compensation for providing coordination and expertise and assuming the risks associated with the development of a project. Entrepreneurial incentive is the expectation of future reward as opposed to the profit actually earned on the project. *(Dictionary)*

Entrepreneurial Profit

A market-derived figure that represents the amount an entrepreneur received for his or her contribution to a past project to compensate for his or her time, effort, knowledge, and risk; the difference between the total cost of a property (cost of development) and its market value (property value after completion), which represents the entrepreneur's compensation for the risk and expertise associated with development. An entrepreneur is motivated by the prospect of future value enhancement (i.e., the entrepreneurial incentive). An entrepreneur who successfully creates value through new development, expansion, renovation, or an innovative change of use is rewarded by entrepreneurial profit. Entrepreneurs may also fail and suffer losses. *(Dictionary)*

Excess Land

Land that is not needed to serve or support the existing use. The highest and best use of the excess land may or may not be the same as the highest and best use of the improved parcel. Excess land has the potential to be sold separately and is valued separately. *(Dictionary)*

Excess Rent

The amount by which contract rent exceeds market rent at the time of the appraisal; created by a lease favorable to the lessor and may reflect superior management, a lease execution in an earlier, stronger rental market, or an agreement of the parties. Due to the higher risk inherent in the receipt of excess rent, it may be calculated separately and capitalized or discounted at a higher rate in the income capitalization approach. *(15th Edition)*

Expense Stop

A clause in a lease that limits the landlord's expense obligation, which results in the lessee paying any operating expenses above a stated level or amount. *(Dictionary)*

Exposure Time

An opinion, based on supporting market data, of the length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal. *(USPAP)*

Extraordinary Assumption

An assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions. Uncertain information might include physical, legal, or economic characteristics of the subject property; or conditions external to the property, such as market conditions or trends; or the integrity of data used in an analysis. An extraordinary assumption may be used in an assignment only if:

- It is required to properly develop credible opinions and conclusions;
- The appraiser has a reasonable basis for the extraordinary assumption;
- Use of the extraordinary assumption results in a credible analysis; and
- The appraiser complies with the disclosure requirements set forth in USPAP for extraordinary assumptions. *(USPAP)*

External Obsolescence

A type of depreciation; a diminution in value caused by negative external influences and generally incurable on the part of the owner, landlord, or tenant. The external influence may be either temporary or permanent. There are two forms of external obsolescence: economic and locational. *(Dictionary)*

Fair Market Value

In nontechnical usage, a term that is equivalent to the contemporary usage of *market value*.

As used in condemnation, litigation, income tax, and property tax situations, a term that is similar in concept to market value but may be defined explicitly by the relevant agency or interpreted differently by court precedent. *(Dictionary)*

Feasibility Analysis

A study of the cost-benefit relationship of an economic endeavor. *(USPAP)*

Fee Simple Estate

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power and escheat. *(Dictionary)*

Floor Area Ratio (FAR)

The relationship between the above-ground floor area of a building, as described by the zoning or building code, and the area of the plot on which it stands; in planning and zoning, often expressed as a decimal, e.g., a ratio of 2.0 indicates that the permissible floor area of a building is twice the total land area. *(Dictionary)*

Functional Obsolescence

The impairment of functional capacity of improvements according to market tastes and standards. *(Dictionary)*

Functional Utility

The ability of a property or building to be useful and to perform the function for which it is intended according to current market tastes and standards; the efficiency of a building's use in terms of architectural style, design and layout, traffic patterns, and the size and type of rooms. *(Dictionary)*

Furniture, Fixtures, and Equipment (FF&E)

Business trade fixtures and personal property, exclusive of inventory. *(Dictionary)*

Going-concern

An established and operating business having an indefinite future life. *(Dictionary)*

Going-concern Value

An outdated label for the market value of all the tangible and intangible assets of an established and operating business with an indefinite life, as if sold in aggregate; more accurately termed the *market value of the going concern* or *market value of the total assets of the business*. *(Dictionary)*

Gross Building Area (GBA)

Total floor area of a building, excluding unenclosed areas, measured from the exterior of the walls of the above-grade area. This includes mezzanines and basements if and when typically included in the market area of the type of property involved. *(Dictionary)*

Gross Leasable Area (GLA)

Total floor area designed for the occupancy and exclusive use of tenants, including basements and mezzanines; measured from the center of joint partitioning to the outside wall surfaces. *(Dictionary)*

Gross Living Area (GLA)

Total area of finished, above-grade residential space area; calculated by measuring the outside perimeter of the structure and includes only finished, habitable, above-grade living space. (Finished basements and attic areas are not generally included in total gross living area. Local practices, however, may differ.) *(Dictionary)*

Highest & Best Use

The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity. The use of an asset that maximizes its potential and that is possible, legally permissible, and financially feasible. The highest and best use may be for continuation of an asset's existing use or for some alternative use. This is determined by the use that a market participant would have in mind for the asset when formulating the price that it would be willing to bid (IVS). *(Dictionary)*

Hypothetical Condition

A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis. *(USPAP)*

Income Capitalization Approach

In the income capitalization approach, an appraiser analyzes a property's capacity to generate future benefits and capitalizes the income into an indication of present value. The principle of anticipation is fundamental to this approach. Techniques and procedures from this approach are used to analyze comparable sales data and to measure obsolescence in the cost approach. *(15th Edition)*

Incurable Functional Obsolescence

An element of depreciation; a defect caused by a deficiency or superadequacy involving the structure, materials, or design that cannot be practically or economically corrected as of the effective date of the appraisal. *(Dictionary)*

Indirect Costs

Expenditures or allowances for items other than labor and materials that are necessary for construction, but are not typically part of the construction contract. Indirect costs may include administrative costs, professional fees, financing

costs and the interest paid on construction loans, taxes and the builder's or developer's all-risk insurance during construction, and marketing, sales, and lease-up costs incurred to achieve occupancy or sale. Also called *soft costs*. *(Dictionary)*

Interim Use

The use contemplated by the market participants that the subject real estate can be put to while waiting for certain subsequent factors to occur. *(Dictionary)*

Investment Value

The value of a property to a particular investor or class of investors based on the investor's specific requirements. Investment value may be different from market value because it depends on a set of investment criteria that are not necessarily typical of the market. *(Dictionary)*

Leased Fee Interest

The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversion right when the lease expires. *(Dictionary)*

Leasehold Estate

The right held by the lessee to use and occupy real estate for a stated term and under the conditions specified in the lease. *(Dictionary)*

Legal Nonconforming Use

A use that was lawfully established and maintained, but no longer conforms to the use regulations of its current zoning; sometimes known as a legally nonconforming use. *(Dictionary)*

Liquidation Value

The most probable price that a specified interest in property should bring under the following conditions:

1. Consummation of a sale within a short time period.
2. The property is subjected to market conditions prevailing as of the date of valuation.
3. Both the buyer and seller are acting prudently and knowledgeably.
4. The seller is under extreme compulsion to sell.
5. The buyer is typically motivated.
6. Both parties are acting in what they consider to be their best interests.
7. A normal marketing effort is not possible due to the brief exposure time.
8. Payment will be made in cash in U.S. dollars (or the local currency) or in terms of financial arrangements comparable thereto.
9. The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

This definition can also be modified to provide for valuation with specified financing terms. *(Dictionary)*

Market Area

The geographic region from which a majority of demand comes and in which the majority of competition is located. Depending on the market, a market area may be further subdivided into components such as primary, secondary, and tertiary market areas, or the competitive market area may be distinguished from the general market area. *(Dictionary)*

Market Rent

The most probable rent that a property should bring in a competitive and open market under all conditions requisite to a fair lease transaction, the lessee and lessor each acting prudently and knowledgeably, and assuming the rent is not affected by undue stimulus. *(Dictionary)*

Market Study

An analysis of the market conditions of supply, demand, and pricing for a specific property type in a specific area. *(Dictionary)*

Market Value (Most Common Non-FRT)

The most probable price, as of a specific date, in cash, or in terms equivalent to cash, or in other precisely revealed terms, for which the specified property rights should sell after reasonable exposure in a competitive market under all conditions requisite to a fair sale, with the buyer and seller each acting prudently, knowledgeably, and for self-interest, and assuming that neither is under undue distress. *(Dictionary)*

Market Value (Interagency Guidelines)

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. buyer and seller are typically motivated;
2. both parties are well informed or well advised, and acting in what they consider their own best interests;
3. a reasonable time is allowed for exposure in the open market;
4. payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. (Interagency Appraisal and Evaluation Guidelines, Federal Register, December 10, 2010.

Marketability Analysis

The study of how a specific property is expected to perform in a specific market. A marketability analysis expands on a market analysis by addressing a specific property. *(Dictionary)*

Neighborhood Analysis

The objective analysis of observable or quantifiable data indicating discernible patterns of urban growth, structure, and change that may detract from or enhance property values; focuses on four sets of considerations that influence value: social, economic, governmental, and environmental factors. *(Dictionary)*

Net Net Net Lease

An alternative term for a type of net lease. In some markets, a net net net lease is defined as a lease in which the tenant assumes all expenses (fixed and variable) of operating a property except that the landlord is responsible for structural maintenance, building reserves, and management. Also called *NNN lease, triple net lease, or fully net lease*. *(Dictionary)*

Net Operating Income (NOI)

The actual or anticipated net income that remains after all operating expenses are deducted from effective gross income but before mortgage debt service and book depreciation are deducted. Note: This definition mirrors the convention used in corporate finance and business valuation for EBITDA (earnings before interest, taxes, depreciation, and amortization). *(15th Edition)*

Obsolescence

One cause of depreciation; an impairment of desirability and usefulness caused by new inventions, changes in design, improved processes for production, or external factors that make a property less desirable and valuable for a continued use; may be either functional or external. *(Dictionary)*

Off-site Costs

Costs incurred in the development of a project excluding on-site costs such as grading and construction of the building and other improvements; also called *common costs* or *off-site improvement costs*. *(Dictionary)*

On-site Costs

Costs incurred for the actual construction of buildings and improvements on a particular site. *(Dictionary)*

Overage Rent

The percentage rent paid over and above the guaranteed minimum rent or base rent; calculated as a percentage of sales in excess of a specified breakeven sales volume. *(15th Edition)*

Overall Capitalization Rate (OAR)

The relationship between a single year's net operating income expectancy and the total property price or value. *(Dictionary)*

Parking Ratio

The ratio of parking area or parking spaces to an economic or physical unit of comparison. Minimum required parking ratios for various land uses are often stated in zoning ordinances. *(Dictionary)*

Potential Gross Income (PGI)

The total income attributable to property at full occupancy before vacancy and operating expenses are deducted. *(Dictionary)*

Potential Gross Income Multiplier (PGIM)

The ratio between the sale price (or value) of a property and its annual potential gross income. *(Dictionary)*

Present Value (PV)

The value of a future payment or series of future payments discounted to the current date or to time period zero. *(Dictionary)*

Prospective Opinion of Value

A value opinion effective as of a specified future date. The term does not define a type of value. Instead, it identifies a value opinion as effective at some specific future date. An opinion of value as of a prospective date is frequently sought in connection with projects that are proposed, under construction, or under conversion to a new use, or those that have not achieved sellout or a stabilized level of long-term occupancy. *(Dictionary)*

Qualitative Adjustment

An indication that one property is superior, inferior, or similar to another property. Note that the common usage of the term is a misnomer in that an adjustment to the sale price of a comparable property is not made. Rather, the indication of a property's superiority or inferiority to another is used in relative comparison analysis, bracketing, and other forms of qualitative analysis. *(Dictionary)*

Quantitative Adjustment

In the application of the sales comparison and income capitalization approaches, a numerical (dollar or percentage) adjustment to the sale price, rent, or expense amount of a comparable property to account for the effect on value of a difference between each comparable property and the subject property. *(Dictionary)*

Rentable Area

The amount of space on which the rent is based; calculated according to local practice. *(Dictionary)*

Replacement Cost

The estimated cost to construct, at current prices as of a specific date, a substitute for a building or other improvements, using modern materials and current standards, design, and layout. *(Dictionary)*

Replacement Cost for Insurance Purposes

The estimated cost, at current prices as of the effective date of valuation, of a substitute for the building being valued, using modern materials and current standards, design and layout for insurance coverage purposes guaranteeing that damaged property is replaced with a new property (i.e., depreciation is not deducted). *(Dictionary)*

Reproduction Cost

The estimated cost to construct, at current prices as of the effective date of the appraisal, an exact duplicate or replica of the building being appraised, using the same or similar materials, construction standards, design, layout, and quality of workmanship and embodying all the deficiencies, superadequacies, and obsolescence of the subject building. *(Dictionary)*

Retrospective Value Opinion

A value opinion effective as of a specified historical date. The term *retrospective* does not define a type of value. Instead, it identifies a value opinion as being effective at some specific prior date. Value as of a historical date is frequently sought in connection with property tax appeals, damage models, lease renegotiation, deficiency judgments, estate tax, and condemnation. Inclusion of the type of value with this term is appropriate, e.g., "retrospective market value opinion." *(Dictionary)*

Sales Comparison Approach

The process of deriving a value indication for the subject property by comparing sales of similar properties to the property being appraised, identifying appropriate units of comparison, and making adjustments to the sale prices (or unit prices, as appropriate) of the comparable properties based on relevant, market-derived elements of comparison. The sales comparison approach may be used to value improved properties, vacant land, or land being considered vacant when an adequate supply of comparable sales is available. *(Dictionary)*

Scope of Work

The type and extent of research and analysis in an appraisal or appraisal review assignment. Scope of work includes, but is not limited to:

The extent to which the property is identified;

The extent to which tangible property is inspected;

The type and extent of data researched; and

The type and extent of analysis applied to arrive at opinions or conclusions. *(USPAP)*

Shopping Center Types

Neighborhood Shopping Center: The smallest type of shopping center, generally with a gross leasable area of between 30,000 and 100,000 square feet. Typical anchors include supermarkets. Neighborhood shopping centers offer convenience goods and personal services and usually depend on a market population support of 3,000 to 40,000 people.

Community Shopping Center: A shopping center of 100,000 to 400,000 square feet that usually contains one junior department store, a variety store, discount or department store. A community shopping center generally has between 20 and 70 retail tenants and a market population support of 40,000 to 150,000 people.

Regional Shopping Center: A shopping center of 300,000 to 900,000 square feet that is built around one or two full-line department stores of approximately 200,000 square feet each plus small tenant spaces. This type of center is typically supported by a minimum population of 150,000 people.

Super-Regional Center: A large center of 600,000 to 2.0 million square feet anchored by three or more full-line department stores. This type of center is typically supported by a population area of 300,000 people. *(15th Edition)*

Sum of the Retail Values

The sum of the separate and distinct market value opinions for each of the units in a condominium; subdivision development, or portfolio of properties, as of the date of valuation. The aggregate of retail values does not represent the value of all the units as sold together in a single transaction; it is simply the total of the individual market value conclusions. An appraisal has an effective date, but summing the sales prices of multiple units over an extended period of time will not be the value on that one day unless the prices are discounted to make the value equivalent to what another developer or investor would pay for the bulk purchase of the units. Also called the *aggregate of the retail values* or *aggregate retail selling price*. *(Dictionary)*

Superadequacy

An excess in the capacity or quality of a structure or structural component; determined by market standards. *(Dictionary)*

Surplus Land

Land that is not currently needed to support the existing use but cannot be separated from the property and sold off for another use. Surplus land does not have an independent highest and best use and may or may not contribute value to the improved parcel. *(Dictionary)*

Tenant Improvements (TIs)

1. Fixed improvements to the land or structures installed for use by a lessee.
2. The original installation of finished tenant space in a construction project; subject to periodic change for succeeding tenants. *(Dictionary)*

Usable Area

The area that is actually used by the tenants measured from the inside of the exterior walls to the inside of walls separating the space from hallways and common areas. *(Dictionary)*

Useful Life

The period of time over which a structure or a component of a property may reasonably be expected to perform the function for which it was designed. *(Dictionary)*

Vacancy and Collection Loss

A deduction from potential gross income (*PGI*) made to reflect income deductions due to vacancies, tenant turnover, and nonpayment of rent; also called *vacancy and credit loss* or *vacancy and contingency loss*. *(Dictionary)*

Yield Capitalization

A method used to convert future benefits into present value by (1) discounting each future benefit at an appropriate yield rate, or (2) developing an overall rate that explicitly reflects the investment's income pattern, holding period, value change, and yield rate. *(Dictionary)*



Colliers

Valuation & Advisory Services

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Commitment to high-end client service, coupled with Colliers' unparalleled market intelligence and resources, differentiates us as the firm of choice in the real estate industry.

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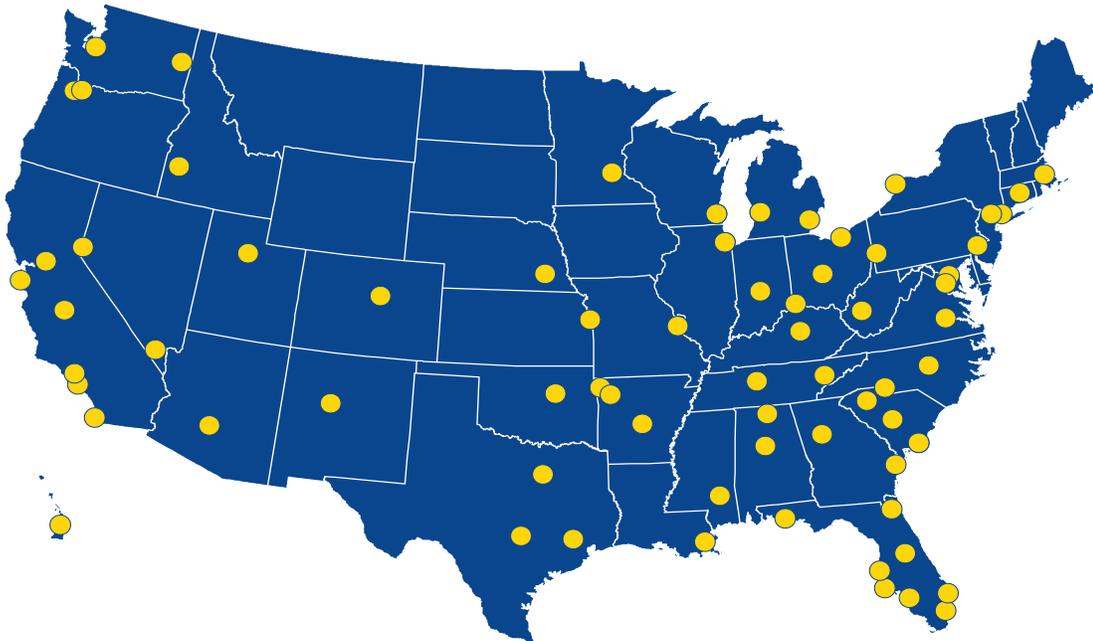
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Technology

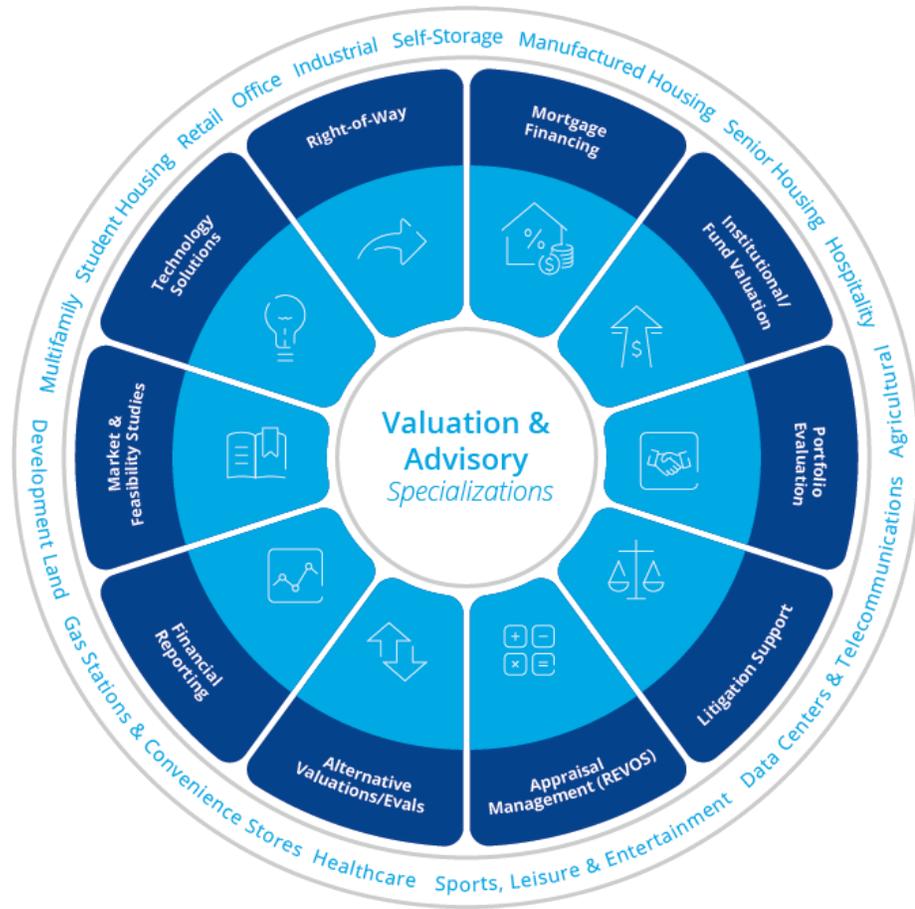
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