



# COMMUNITY CONVERSION TRENDS





# WHY ARE RESIDENT OWNED COMMUNITIES IN SUCH A HURRY TO CONVERT BACK INTO LAND LEASE COMMUNITIES?

In 1984 a Florida state law was passed giving residents the right of first refusal when a community's owner decided to sell. This triggered a land lease to cooperative conversion phenomenon that spread throughout the state. The trend became even more popular in the 1990s as low interest rates made it easier for residents to borrow money for the purchase. **But that was 30 years ago...**

## COMMUNITY TRENDS

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Shareholders are retrieving their well-earned equity by selling their property shares in today's peak real estate market.

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Over the years, co-ops experienced the common challenges of shareholder ownership, such as risk of severe storm damage, debt accrual, rising insurance rates, management disputes, and unfilled rental vacancies. Most co-ops have kept their fees artificially low, limiting the needed reserves and expenditures to support the future of the community.

Even the most forward-thinking Co-op Boards have struggled to gain shareholder support for increased maintenance fees and reserves. Now many of these communities are troubled with low cash reserves as deferred maintenance such as roads, storm water systems and other underground utilities suffer. Clubhouses need remodeling and shuffleboard courts sit unused. Many have seawalls and docks that are failing or in need of repairs without the funds or shareholder support to repair them.

Now, we are beginning to see a reversal in that co-op conversion trend. More and more shareholders are looking to retrieve their well-earned equity by selling their shares in today's peak real estate market, without having to relocate, and without sacrificing their quality of life.

# LIFETIME LEASE PROTECTION

MHM Communities' innovative conversion approach is centered around enhancing the shareholder's quality of life. In fact, the payouts to shareholders are frequently substantial enough to cover their rent for life, allowing them to reside in their existing homes and enjoy the upgraded amenities and completely refurbished infrastructure. Can you imagine having a guaranteed lifetime lot rent amount, without having to worry about assessments or other costs of maintenance? Start enjoying your resort-style community without any of the costs impacting you - **GUARANTEED FOR LIFE.**

If you would like to know more about our conversion approach, we would love to meet with you in person or via Zoom to develop a **FREE Property Assessment.** The assessment will include a share price appraisal, illustrated property upgrades, and a list of property repair commitments that can be used later to structure an offer to purchase the property.

**Contact Paul Smith**  
**404-428-7295**  
**PSmith@MHMcommunities.com**

## TWO REASONS WHY RESIDENT OWNED COMMUNITIES ARE CONVERTING TO LAND LEASE COMMUNITIES

<h3>1</h3> <h4>SHAREHOLDERS WILL PROSPER</h4> <p><b>CASH UPFRONT</b></p> <p>Shareholders can make an incredible profit in today's peak market.</p> <p><b>REMAIN A HOMEOWNER</b></p> <p>Shareholders will not have to sell their home or move.</p> <p><b>LIVE RENT FREE</b></p> <p>Some payouts could allow shareholders to live in their current home rent free for life.</p> <p><b>LIVE STRESS FREE</b></p> <p>A guaranteed capped lot rent amount for life will be put in writing, recorded and approved by the State.</p> <p><b>LIFETIME LEASES</b></p> <p>MHM offers shareholders lifetime leases. Shareholders will review and approve their lease and prospectus before their final vote to sell.</p>	<h3>2</h3> <h4>PROPERTY NEEDS REPAIR</h4> <p><b>NO RESERVES</b></p> <p>Many communities are only one hurricane away from bankruptcy. MHM can correct infrastructure and amenity issues without cost to residents.</p> <p><b>FAILING INFRASTRUCTURE</b></p> <p>Upon sale, shareholder problems are transferred to the experts at MHM. They will repave roads, repair sea walls, and correct all sewer/storm water drainage problems.</p> <p><b>OUTDATED AMENITIES</b></p> <p>MHM will remodel the clubhouse and update amenities so residents can enjoy resort-style living to the fullest.</p> <p><b>PROPERTY ISSUES</b></p> <p>MHM offers lifetime leases that guarantee residents will no longer pay for property issues.</p>
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# MHM COMMUNITY OBJECTIVES

In our acquisition process, we search for communities that will benefit from our industry expertise. Our goal is to develop thriving communities and improve the quality of life of our residents by enacting the objectives below:

- **Enhanced Amenities** – Significant remodeling and new amenities designed with your community’s needs in mind. Be it re-purposing older unused amenities or building new amenities, our goal is to provide the environment and features that each resident would enjoy using every day.
- **Sense of Security** – Our management takes the security and comfort of our residents seriously. Each community goes through a full security evaluation. Gating entrances, installing climb-resistant fencing and cloud-based day/night security cameras are standard MHM installations.
- **Affordability** – MHM creates multi-tier options so that Shareholders can choose the lease payment option that best suits them. Each group of options includes lifetime rent guarantees. Some shareholders fear their rents will become unaffordable after they sell their shares so we developed **Lifetime Lease** options to remove that fear. Each Shareholder can choose their own lifetime rent option. The options range from minimal increases over their current maintenance fees, to slightly higher monthly rents that have larger cash payouts at closing, providing extra money now, so they can enjoy the finer things in life.
- **Monthly Expenses Guarantee** – Pass-through, pass-on, utilities, and lawn care are usually extra charges associated with most communities. MHM guarantees these types of additive charges will be free or negotiated with “not to exceed amounts” so that the Shareholders can plan for their monthly expenses for the life of their residency.
- **Social Funds** – Every month MHM allots thousands of dollars for the community to use for social events, gatherings, dances, catered meals, parties and other events. These funds are used at the sole discretion of the HOA or other elected group of residents so that social committees can plan and enjoy without having to worry about selling tickets or taking donations. All residents are welcome to each and every event.



ASK ABOUT  
LIFETIME  
LEASES

# MHM INVESTS IN COMMUNITY

MHM Communities is a dedicated owner of manufactured housing communities specializing in age-qualified 55+ senior communities. We enhance our communities by improving neighborhood infrastructure, building modern amenities, re-purposing old amenities, and expanding social activities. Our residents experience an active and social lifestyle – filled with health, happiness and friendship.

## ACQUISITION EXPERIENCE

MHM has acquired over \$3.0 billion in acquisitions over the past 20+ years. We are very experienced in evaluating and creating offers that are rock solid, no re-trading, and a 99.4% on time closing historical track record. Even during the Covid-19 pandemic, MHM acquired over \$1.2 billion in communities in Florida with 100% of them closing on time and at our committed price. Our group prides itself on creating customized programs best suited for each community and for each Shareholder.

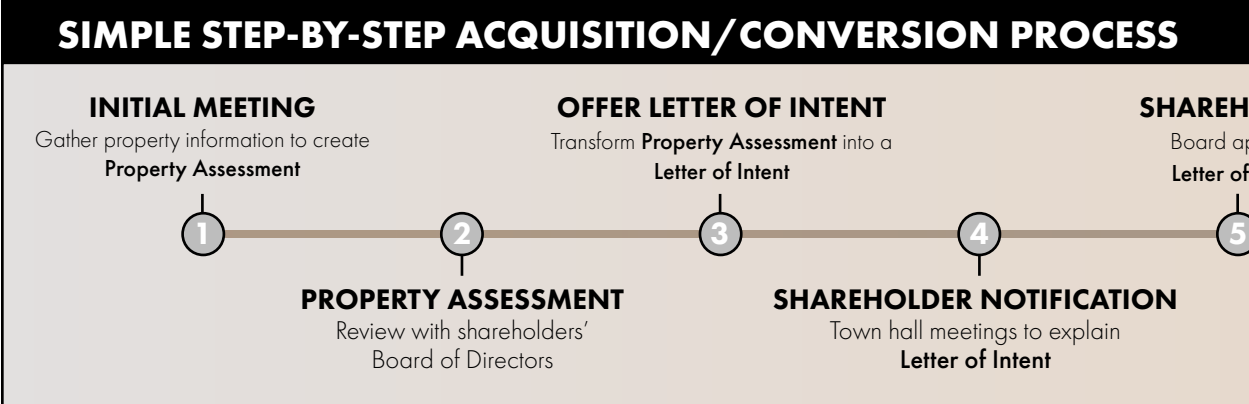
Our experienced acquisition team has been developing and maturing our relationships over the last 20+ years, gaining the trust and respect of community owners and resident owned co-ops throughout the country.

**MHM COMMUNITIES**

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Well-funded and able to pay shareholders top dollar for their community shares, repair all infrastructure problems and upgrade the amenities without having to pass any of the cost to the residents.

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**Converting your community is a big decision, but there is no better time than the present.**

**Real estate prices are at their peak, rising interest rates will bring property prices down, and infrastructure problems only get worse with time.**

**We've been helping age-qualified senior communities like yours make smart and informed community decisions for over 20 years. Protecting your home's value while enhancing the quality of life within the community is a major part of that decision.**

**Contact Paul Smith today by calling 404-428-7295 or by emailing [PSmith@MHMcommunities.com](mailto:PSmith@MHMcommunities.com) and let us guide you through a process where everyone wins.**

**LEASE AND PROSPECTUS CREATION**

Lease, prospectus, and other commitments are put into writing

**SALE CLOSING**

Transfer of ownership from shareholders to MHM  
**SHAREHOLDERS ARE PAID**

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**DUE DILIGENCE**

Verification of information previously gathered

**SHAREHOLDER VOTE**

Giving the board the ability to move forward with sale

**PROPERTY UPGRADES**

Infrastructure is repaired, amenities are upgraded, and buildings are updated







## **PROPERTY MANAGEMENT**

To best serve our communities, MHM combines key internal management with professional third-party property management. Newby Management (one of Florida's top MHC management companies) is our professional on-site management group. Newby has over 41 years of experience and currently manage over 47 Florida communities, specializing in 55+ senior communities. With the local resources and experience in place, Newby handles the day-to-day operations of our communities, making sure the proper services are available so that current and future residents can relax and thrive.

The MHM strategy of utilizing professional third-party property management allows our core team to focus on the "big picture" - improving the quality of life of our residents.

**COMMUNITY UPGRADES**

Investing capital into our communities ensures long-term stability within each location. Our residents desire to live in fresh upscale communities while still maintaining their affordable cost of living. Residents who are more social and active in their community increase the longevity of their residency. This also creates a more welcoming environment for new residents. To ensure each resident has input in their community’s future, we engage the residents through surveys and town hall meetings to understand how best to re-purpose and/or add new amenities to their liking. Each community has its own unique demographic and desired activities. Identifying these helps us dial in on which enhancements will have the most impact on the lives of our residents.

For example, residents at The Falls voted to upgrade the pool area for entertaining and relaxing. Other updates at this community include adding a full outdoor kitchen, dog park with pet spa, 3 pickleball courts, a 9-hole micro-golf course, and plenty of shaded seating with outdoor TVs and fire pits.





At other communities, we have gated entrances, built community docks, repaved roads, brick paved driveways, remodeled clubhouses, developed new sports centers, and built dog parks with dog spas.





# MHM COMMUNITIES MANAGEMENT TEAM

The management team is made up of innovative professionals in acquisitions, finance, operations, construction management, home sales, marketing, and community relations. Our company is resident-focused and well-capitalized to make large community investments for continued growth. As a solution-based team, we highly value our residents and take pride in the quality of our communities.



**BOB MILLER, CEO and Founder**

Mr. Miller is the founder and CEO of MHM Communities and has owned and operated over 100 manufactured housing communities in seven states including Florida for the last 20 years. He has managed communities with over 10,000 units across 21 states within the course of his career and completed the acquisition and disposition of mobile home communities totaling approximately \$3.9 billion in transaction volume. Prior to founding MHM Communities, Mr. Miller was CEO of Fairlane Holdings, a private commercial real estate and development company, as well as a note acquisition specialty group. He also served in the capacity of Divisional President and Senior Executive Vice President of various public and private companies early on in his career. Mr. Miller holds a degree in Business Administration and Finance. He is a Licensed Helicopter Flight Instructor as well as a Commercial Airline Pilot. In his professional affiliations, he is an active member of the Manufactured Housing Institute (MHI) and other MHC associations.

Administrative offices in the Cleveland Tennessee Jetport



**PAUL SMITH**

Community Acquisitions Manager

Mr. Smith is a Florida Licensed Community Association Manager that specializes in 55+ Resident Owned Communities. Mr. Smith has held senior acquisition and merger management positions in the resort and hotel hospitality industry and public markets. Mr. Smith holds an Honors Business Administration Degree from Canada's Ivy School of Business Administration.

# MHM HOMES DESIGN, SALES, AND COMMUNITY

MHM uses Jacobsen Homes throughout our communities because of their well-known quality, durability and craftsmanship. They feature optional finishes like enclosed garages, granite counter-tops, stainless steel appliances, and porcelain-tiled bathrooms.



We also invest in our community sales managers so they are fully knowledgeable about new and used homes to better serve the residents. Whether building new homes for future residents or customizing the perfect dream home for current residents, we have a wide portfolio of homes that will fit any lifestyle.











## NEW HOMES

Our New Home Sales Program features Jacobsen Homes - the best in the business. These high-quality homes are comparable to stick built single family homes with finishes such as fiber cement siding, architectural shingled roofs, drywall interiors with beautiful ceramics, granite counter tops, stainless steel upgraded appliances, and porcelain tiled bathrooms. Enclosed garages and brick paver driveways make it difficult even for experts to know if it was a site-built or factory-built home.

MHM Homes combine the finest homes with the best trained Home Sales Team located on site at each community to drive the new and used home sales initiatives.



# RECENT ACQUISITION PORTFOLIO

## FLORIDA PROPERTIES

MHM Communities is the best Manufactured Home Community operator in the industry. With years of experience in acquisitions, development and operations, we consistently create successful communities. Our core competencies are effective and well-vetted to create a safe, affordable and social environment. We have a growing portfolio of communities located on both coasts of Florida and throughout the central part of the state. Each location is supported by one of the top property management groups in Florida, allowing residents to spend more time relaxing and having fun in their golden years of retirement.









**COUNTRY LAKES VILLAGES I & II, Palmetto, FL**

Former ROCs, Country Lakes Village I and Country Lakes Village II have 471 manufactured home sites within the two senior communities in the lovely, country-like setting of Palmetto, FL. Both communities are only minutes away from Tampa Bay. Both communities operate as one and residents are welcome to utilize all amenities available on both properties. Residents enjoy repaved roads and brick-paver driveways, as well as luxury amenities like the remodeled clubhouses, upgraded heated pools, new tiki bar pavilions, outdoor kitchens, dog parks, pickleball and cornhole courts, resurfaced shuffleboard courts, new fire pits, and micro-golf course. We also plan to enhance security with new guardhouses, entrance and exit gates, and security cameras in the near future.





## **COACH HOUSE**, Palmetto, FL

Coach House is a 55+ senior community with over 420 home sites located in Palmetto, FL. This community is near the beautiful white sandy beaches of Florida's west coast, where residents have an abundance of fine dining and shopping options. Residents at Coach House benefit from the luxury amenities this community has to offer. With a heated swimming pool, tiki bar with an outdoor kitchen, an on-site fishing pond, a shuffleboard court stadium, micro-golf course, pickleball courts, and fire pit, this community has a variety of amenities to meet each resident's unique needs and lifestyle. The community clubhouse also houses the new fitness center, library, laundry room, and activity rooms for social gatherings and events.



## **FAIRLANE HARBOR**, Vero Beach, FL

Fairlane Harbor is an active 55+ community made up of 232 manufactured home sites in Vero Beach, FL. Vero Beach is well-known for its breathtaking beaches along the Atlantic including a variety of natural and cultural activities. Residents enjoy an array of luxury amenities like a heated pool, pickleball courts, fishing pier, new intercostal docks, boat launch, river front docks, and micro-golf course in this safely gated community. The activities clubhouse hosts monthly lunches, live entertainment, holiday dinners, and tournaments, just to name a few.







**FOXWOOD VILLAGE**, Lakeland, FL

Foxwood Village is a comfortable 55+ senior community with 350 mobile home sites nestled in central Florida convenient to Tampa and Orlando. Residents of this community enjoy a variety of amenities, such as a new gated entrance, dog park, and outdoor pool party pavilion. Residents also enjoy the new pickleball courts, new fitness equipment, pool heater, hot tub, fire pit, and a large remodeled clubhouse used for social activities and events. Foxwood boasts large spacious lots with wide roads and has a strong sense of community.



## **HARBOR VIEW**, Port Charlotte, FL

Harbor View is a well-designed 55+ senior community with 147 manufactured home sites right by the Peace River and minutes to the Gulf of Mexico. Located in Port Charlotte, FL, residents can explore nearby beaches or enjoy community amenities like the remodeled clubhouse, new fishing dock, gated entrance, social clubs and events, and library lounge. Our improvement plan includes installing a new pool, building a community boat dock, and private beach with fire pit. This is truly seaside living at its best.





## **TREASURE ISLE, Port Orange, FL**

Treasure Isle is a gated and attractive 55+ community with 140 manufactured home sites located in Port Orange, FL. Convenient to Daytona, residents have access to big city life while residing in a small community setting. This community boasts a recreational center with a lounge, billiards, and community library. There are plenty of events and activities for the residents to enjoy like weekly bingo night, group travel bus trips, holiday dinners, yearly BBQ parties, and a yearly strawberry social. To keep active, residents have a heated pool and cornhole boards on site, and there are golf courses, tennis courts, and fishing areas nearby.



**MAPLEWOOD ESTATES**, Port Orange, FL

Maplewood Estates is a resort-style, 55+ senior community of 272 manufactured home sites situated in the peaceful town of Port Orange, FL, just down the road from Daytona Beach. Residents have access to a variety of community activities like a heated pool and hot tub, computer lab, and a fitness center, all within a pet-friendly environment. The community clubhouse hosts a variety of social activities making sure there is something for everyone. Maplewood Estates is the adjacent sister community to Treasure Isle. These side-by-side communities operate now as one and enjoy mutual synergistic operational savings.







## **TWIN PALMS, Lakeland, FL**

Twin Palms is a vibrant 55+ senior community nestled in beautiful Lakeland, FL, just minutes from all the Orlando theme parks. Twin Palms has numerous community amenities including a large, heated pool, shuffleboard courts, dog park, fire pit, and tiki hut lounge for outdoor fun. The community clubhouse is home to a variety of social activities and seasonal celebrations for residents to enjoy like card games, crafts, coffee hours, parties, and breakfast events to name a few.





## **SUN KEY VILLAGE, Palmetto, FL**

Sun Key Village is a pleasant 55+ senior community with 197 home sites convenient to major interstates and roadways in beautiful Palmetto, FL. Residents of Sun Key enjoy a large pond for fishing and relaxing, along with a variety of activities like shuffleboard, micro-golf, a new pool pavilion, and a remodeled clubhouse. The residents host plenty of social entertainment and games, from holiday events to poker tournaments. The new clubhouse features a fitness center, billiard room, library, and a new commercial grade kitchen for community events.



## **THE FALLS AT ORMOND BEACH,**

Ormond Beach, FL

The Falls at Ormond Beach is a luxury 55+ senior community with 599 manufactured home sites along Florida's East Coast near the popular Daytona Beach. Residents are only a short distance from local golf courses, fishing, shopping, fine dining, and local beaches. This active community has its own fishing lake, fitness center, sports areas, and library, as well as a heated pool and hot tub for all residents and their guests to enjoy. Residents also enjoy a completely remodeled clubhouse, new fencing, lush landscaping, a new gated entrance, and a 9-hole micro-golf course.







**MIDWAY ESTATES**, Vero Beach, FL

Midway Estates is a gated and active 55+ community with 182 mobile home sites located in Vero Beach, convenient to some of the most beautiful beaches in the state. Residents here enjoy outdoor sports like pickleball, cornhole, bocce ball, Pe'tanque, and a micro-golf course. There is even a temperature-controlled pool and a hot tub for relaxing recreation. The HOA Activities Committee plans many fun activities like sports tournaments, weekly events, and social activities to create a healthy and happy environment for the residents year-round.





**WHISPERING PINES**, Kissimmee, FL

Whispering Pines is a gated 55+ community of 304 manufactured homes tucked away in a relaxed, wooded neighborhood of Kissimmee and only a short driving distance to all the popular Orlando attractions. Residents can enjoy a variety of amenities like the BBQ area, shuffleboard courts, heated pool and jacuzzi, fitness center, library, billiard and card tables, shuffleboard, horseshoes, dog park, and a gazebo with picnic area. Community members also take part in social activities like bingo, dinners, seasonal events, and live entertainment.





**PALM LAKE CLUB, Sebastian, FL**

Palm Lake Club is a cozy 55+ resort community with 123 home sites nestled in Sebastian, Florida near state parks and gorgeous beaches. Residents enjoy numerous amenities within this gated community including an inviting heated pool, fully stocked library, and a variety of community activities within a pet-friendly environment. This community also features a 16-acre lake and a huge screened-in patio. The spacious clubhouse hosts an array of events like bingo, dancing, dinners, and seasonal parties.





## **HOLIDAY PARK, Lakeland, FL**

Holiday Park is a thriving 55+ community with 214 home sites conveniently located in Lakeland, Florida, just a short drive to all the Orlando theme parks and shopping malls. Residents in this gated community have luxury amenities including a heated pool, a shuffleboard court, a pickleball court, a fire pit, a grilling area, a putting course, a dog park, and a library. Holiday Park also hosts regular events like monthly potluck dinners, weekly arts and crafts, yearly strawberry social, and weekly sports competitions.



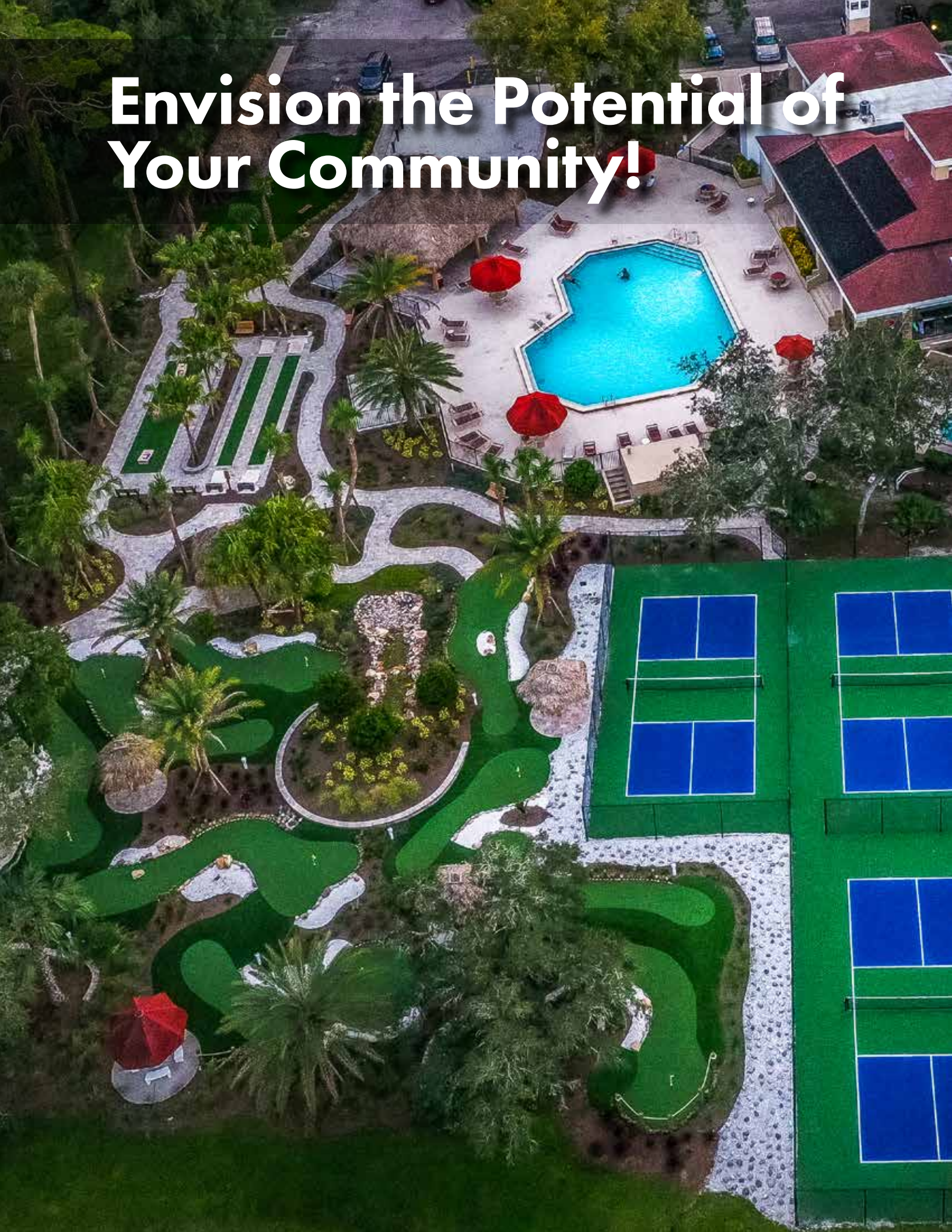


## **OTHER MHM PROPERTIES**

There are other MHM Properties held in separate SPE entities which are internally referred to as our Legacy Properties. These properties are mature, stable and operating in multiple southern states.



**Envision the Potential of  
Your Community!**







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[MHMcommunities.com](http://MHMcommunities.com)

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Confidential Information

**WE ARE COMMITTED TO IMPROVING  
THE QUALITY OF LIFE OF OUR RESIDENTS  
BY ENHANCING OUR COMMUNITIES  
THROUGH SUBSTANTIAL INVESTMENTS,  
PROFESSIONAL MANAGEMENT,  
AND THOUGHTFUL STEWARDSHIP.**