



IN THE NEWS

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ARA's National Manufactured Housing Team Executes \$330 Million Sale

Largest Brokered Deal Comprised of 16- Properties Totaling 5,919 Home Sites in Four States

Austin, TX (January 9, 2012) – Atlanta-headquartered ARA, the largest privately held, full-service investment advisory brokerage firm in the nation focusing exclusively on the multihousing industry, is pleased to announce the sale of a high quality 16-property, all-age manufactured home community portfolio containing 5,919 land lease home sites located in the states of Arizona, Colorado, Michigan and Texas. The sale also includes related assets, including manufactured homes and resident loans.

ARA National Manufactured Housing Group Co-Directors, Todd Fletcher, based in Denver, CO, and Andrew Shih, based in Austin, TX, represented the seller, Hometown America, a large private owner/operator based in Chicago, IL, in the transaction. The buyer, American Manufactured Communities REIT ("AMC"), is a privately-held REIT newly formed to acquire, own and operate manufactured housing communities and related assets, including manufactured homes and loans to residents, in certain markets throughout the United States.

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AMC's senior management team is deeply experienced in the industry and is led by CEO Erik Hagen, a respected industry veteran in the operations, management, and acquisitions of manufactured home communities.

"The portfolio originated when we represented Hometown America in the sale of their Texas portfolio consisting of six properties containing almost 2,200 home sites. We were able to successfully increase the size of the portfolio by matching the wants and needs of both buyer and seller," said Shih. "AMC wanted an appropriately sized portfolio, with scale sufficient to launch the company and create management efficiencies out of the gate. They also wanted higher quality assets, which these all are, in strong sub-markets. Our client had been exploring the idea of exiting certain markets over a period of time and by adding the ten additional properties to the original Texas group, it helped them to achieve their goal in a much quicker fashion."

The portfolio consisted of mostly Class A communities totaling 5,919 sites that offer attractive amenity packages in desirable locations across four states. The high quality portfolio consists of six all-age communities in Texas (four in the Dallas/Fort Worth metroplex, and two in Austin), six in Colorado (five in the Denver/Boulder area, and one outside of Fort Collins), two in Arizona, and two in Michigan, in addition to a related portfolio of manufactured homes and loans to residents secured by their homes.

“Todd, Andrew and the rest of the ARA team did an outstanding job. They achieved the result we were looking for and completed the last step in repositioning our portfolio. This allows us to re-focus our efforts on seeking high quality acquisitions to augment our remaining core portfolio of properties,” said Pat Zilis, co-President and CFO of Hometown America. He added “It was impressive that ARA accomplished this goal by finding an under-the-radar buyer that now adds another large, well-capitalized owner to our sector. The ARA team’s ability to shepherd this sophisticated transaction through the closing process demonstrates the level of professionalism, experience, and patience they bring to each assignment. It is a substantive achievement by everyone involved and a good sign for the sector to see a deal of this size and structure get to the finish line.”

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The sale included all of the home notes and home inventory at the respective communities. Property financing of the acquisition was provided via eight Fannie Mae loans originated by Grandbridge Capital, three CMBS loans from UBS, and three existing loans that were assumed.

“Ultimately, this sale is a success because our client, Hometown America, is happy with the result and our performance, and that is what we value most at ARA,” said Fletcher. “In addition, it is exciting because it may be the largest brokered sale in the history of our sector and it reinforces our belief that hiring a national platform with a product-specific focus on the asset class like ARA’s adds significant value to our clients.”

To schedule an interview with an ARA executive regarding this transaction or for more information about ARA, nationally please contact Lisa Robinson at lrobinson@ARAUSA.com, 678.553.9360 or Amy Morris at amorris@ARAUSA.com, 678.553.9366; in the ARA Manufactured Housing national office, Andrew Shih at ashih@ARAUSA.com or 512.637.1219.

About ARA

Atlanta-headquartered ARA is the largest privately held, full-service investment advisory firm in the nation that focuses exclusively on the brokerage, financing and capital sourcing of multihousing properties including conventional, affordable, distressed assets, notes sales, seniors, student & manufactured housing and multihousing land. ARA is comprised of the country’s top investment professionals who leverage a unique and fully integrated cooperative business platform of shared information, relationships and technology driven solutions. ARA’s

unified enterprise approach ensures that clients are delivered the broadest asset exposure, effective matching of buyers and sellers, and the shortest transaction timeframes in the industry. The combination of resources, unparalleled market expertise and nationwide presence in the multihousing marketplace has resulted in average annual production volume of \$5.5 billion in real estate transactions since 2005. For detailed information on ARA's extensive multihousing investment services, visit www.arausa.com.
