



Leaders in manufactured housing community transactions

*A full-service solution for the manufactured housing
and RV resort marketplace.*



Commercial Real Estate
Debt + Equity | Investment Sales | Loan Servicing | Fund Management

northmarq.com

ABOUT US

Expertise, from start to finish.

Northmarq is an investment sales and financing leader for manufactured housing communities (MHC). Our nationwide investment sales team partners with our debt and equity professionals to provide a full range of capital options. We combine local market knowledge with the strength of a national platform to deliver personalized results to our clients.



2018

ESTABLISHED MHC GROUP
PHOENIX, AZ

50+

Nº OF MHC TRANSACTIONS
SINCE 2018

+\$300 Million

TOTAL TRANSACTION VOLUME
MHC + RV RESORTS

1000+

MHC EVALUATIONS
SINCE 2018

+\$400 Million

ACTIVE MHC ASSIGNMENTS
TOTAL VOLUME

+\$1.25 Billion

TOTAL MHC FINANCING VOLUME
SINCE 2015



Where local knowledge and creative thinking drive big results.



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TOP 5 BROKERS
MULTIFAMILY IN 2023



2023 INFLUENCERS
IN MULTIFAMILY



TOP 5 BROKERAGE
FIRMS OF 2023



NATIONAL TOP
BROKERS OF 2022

We specialize in developing customized marketing strategies that reflect the value of our clients' communities and emphasize the exceptional features of their unique properties. Our team leverages research, analytics, high-quality photography, advanced financial metrics, and strategic positioning to showcase client properties in their best light during any business cycle.



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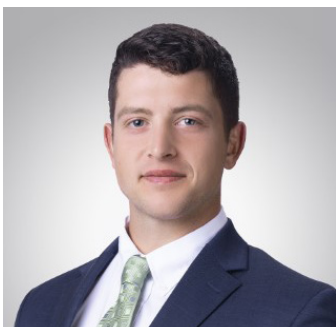
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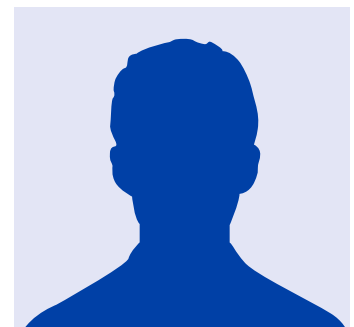
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Advising, educating, and empowering MHC owners and investors.

*Northmarq's robust investment
sales and capital markets platforms
allow our advisors to transact in any
market nationwide.*

We possess deep local market knowledge and offer industry expertise and guidance to investors looking to capitalize on ventures in the MHC sector. Our expansive network of qualified buyers ensures maximum exposure for your community as we market each listing. Furthermore, our national tracking of sales trends across all 50 states allows us to stay ahead of price and cap rate trends and identify changes in the market as the investment cycle evolves.



Beginning Point RV Park

58 Sites | Wesley Chapel FL

SALE & ACQUISITION FINANCING



Tropic Island

168 Sites | Port Aransas TX

SALE & ACQUISITION FINANCING



VIP La Feria/Breezewood Cove

402 Sites | La Feria TX

SALE & ACQUISITION FINANCING



Fulton RV Park

35 sites | Fulton TX

SALE



Country Club Village

493 Sites | Mesa AZ

SALE



Riviera Terrace

150 Sites | Anchorage AK

SALE



Field Creek Crossing

365 Sites | Santa Fe TX

SALE



Big Spring Terrace

159 Sites | Newville PA

SALE



Valley Creek Park

37 Sites | Carmel Valley CA

REFINANCING



Camelot Village

127 Sites | Prattville AL

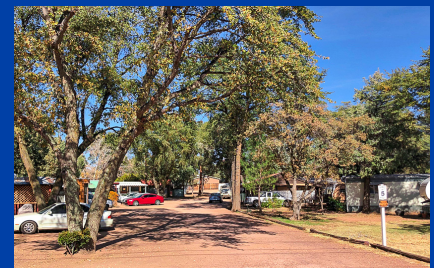
ACQUISITION FINANCING



Royal & American Eagle Estates

128 Sites | Kansas City KS

REFINANCING



Rim Country Estates

30 Sites | Payson AZ

REFINANCING

OUR DIFFERENCE

Matching communities
with the right buyer at
the right time.



NORTHMARQ

With access to buyers, sellers, and more than 600 capital and equity partners, you can rely on us to find you the right opportunity—and to maximize its potential.

Our years of experience in the MHC sector have allowed our team to build a proprietary database of more than 10,000 investors, public and private REITs, developers, operators, and lenders. As we tap into this extensive network, our clients can be confident that their communities will receive targeted marketing exposure resulting in a successful transaction.



Affordable housing and healthy yields.

Manufactured housing is an emerging—and socially essential—asset class that will continue to gain traction in the coming years.

The research organization, *The Urban Institute*, has identified MHCs as a key component in an overall strategy to alleviate housing shortages in the United States, and investors looking to diversify their commercial real estate portfolios should consider MHC assets.

From start to finish, Northmarq has the platform and the professionals to assist you with everything from listing an existing asset for sale, identifying a new community to purchase, and securing the most favorable financing options. As a direct lender, our team offers financing solutions through Fannie Mae and Freddie Mac, and we have closed more than \$9 billion in loans with federal Agencies.

Additionally, our in-house loan servicing team will partner with you for the life of your loan. Northmarq also represents nearly 100 life insurance companies and investment advisors through correspondent agreements. Our long-standing relationships with some of the largest capital sources in the country ensure the best outcome for each of our clients.

We combine all these areas of expertise to provide our clients with a unified transaction platform that minimizes surprises and protects the value of your investment.



BUILT TO THRIVE

A world of opportunity needs a Northmarq.

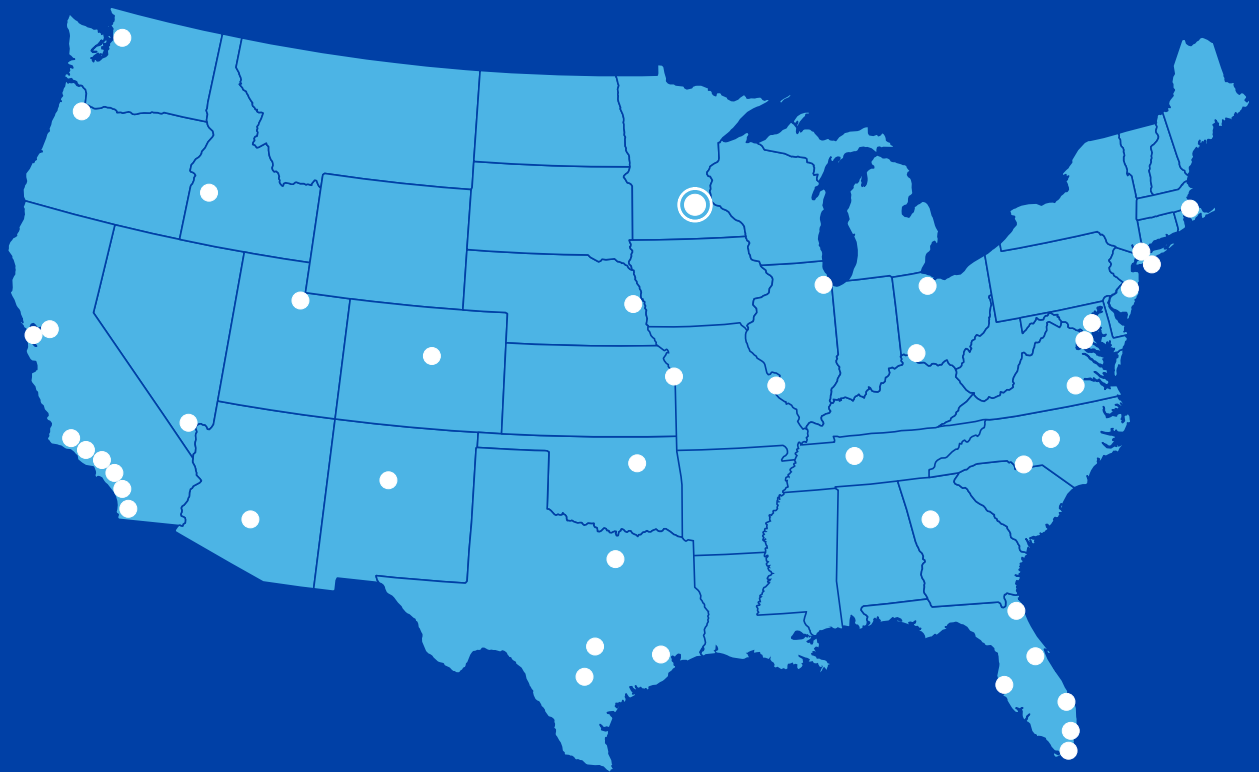
*Success comes from
brilliant, driven people
working together
toward a common goal.*

Northmarq is a leading provider of CRE debt, equity, investment sales, and loan servicing. We're leading because of what we offer you. It started over 60 years ago with our founding principles of fair play and doing what it takes to make transactions successful for all concerned.

Along the way, we've built a platform unlike any other—with a flexible structure to allow for access to every single expert in

our company. Our talent is the best in the business. Not just in skill, but in hustle. Our fast-growing national network of deeply connected local offices means we can see opportunity the moment it arises, anywhere.

And all of this is powered by a technology platform that is second to none, uniting our entire workforce to make sure you get the most out of your transaction.



60 Years

FOUNDED IN 1960

+\$37 Billion

TOTAL TRANSACTION VOLUME

1500+

ANNUAL TRANSACTIONS

+\$70 Billion

SERVICING VOLUME

7000+

ACTIVE LOANS

600+

CAPITAL SERVICES



Leaders in manufactured housing.

For more information, please contact:

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MHC research you can trust.

Northmarq offers robust research on market trends, transactions, and investment opportunities for MHCs, ensuring our clients have timely and relevant information to make the best possible transaction decisions.

Our quarterly MHC research report examines the economic drivers and fundamentals of the sector, including occupancy rates, rent trends, and time series analysis. We also track national, regional, and local investment trends, including sales velocity, pricing, and cap rate trends.

Whether you currently own MHC assets or are just discovering this growing sector, we invite you to partner with Northmarq for all your investment needs.

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