



# 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](http://northmarq.com)

# 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

+\$1.5 Billion

TOTAL MHC FINANCING VOLUME  
SINCE 2018

+\$470 Million

TOTAL SALES VOLUME  
MHC + RV RESORTS

+\$85 Million

ACTIVE MHC ASSIGNMENTS  
TOTAL VOLUME

1000+

MHC EVALUATIONS  
SINCE 2018

350

Nº OF MHC DEALS FINANCED  
SINCE 2015



# Where local knowledge and creative thinking drive big results

*With our capital advisors by your side, you can build an investment strategy that supports your goals and helps communities.*

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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# 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.



### **Suncrest Country Club**

359 Sites | Palm Desert CA

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



### **Dimond Estates**

522 Sites | Anchorage AK

SALE & ACQUISITION FINANCING



### **Country Club Village**

493 Sites | Mesa AZ

SALE



### **Emerald Coast Estates**

78 Sites | Bookings OR

SALE



### **Red Maple Acres & Mayo's MHC**

277 Sites | Lehigh Valley PA

SALE



### **Big Spring Terrace**

159 Sites | Newville PA

SALE



### **6-Property Georgia Portfolio**

373 Sites | West-Central GA

REFINANCING



### **Palo Verde Hills**

50 Sites | Apache Junction

REFINANCING



### **Oak Shadows**

105 Sites | San Andreas CA

REFINANCING



### **Commerce Station RV Resort**

165 Sites | Commerce GA

REFINANCING

Matching communities  
with the right buyer at  
the right time



*With access to buyers, sellers, and more than 750 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.



# Industry-leading capital markets resource invested in your success

*As a company built on the founding principles of integrity, we work hard to make every transaction successful.*

What started as a small residential mortgage company 60 years ago has grown into a leading, national firm capable of supporting commercial real estate debt, equity, investment sales, loan servicing, and fund management across every type of multifamily and commercial asset class.

Based on strong values and integrity, our culture attracts the best minds in the industry. We empower our teams to put

clients first and deliver creative and innovative solutions that drive value.

We built our platform to be agile, with a nationwide network of experts and advisors across deeply connected offices leveraging best-in-class technology to stay ahead of industry trends. The result is a collaborative, unified team working to support you at every stage of your transaction.



63 Years

FOUNDED IN 1962

+\$69.5 Billion

TOTAL TRANSACTION VOLUME\*

5700+

ANNUAL TRANSACTIONS\*

+\$78 Billion

SERVICING VOLUME\*

6800+

ACTIVE LOANS\*

775+

CAPITAL SOURCES

\* Transactions from 2022-2024



## 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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