UnderWriting Guidelines for MHC

Property: Address:

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Senior or Family Community	لـــبــــا			
F	#	%		
Single-Wide Sites	0	#DIV/0!		
Double-Wide or larger Sites	0	#DIV/0!		
Total	0			
Circle Mide Henry in the	ام	#DD1//01		
Single-Wide Homes in place	0	#DIV/0!		
Double-Wide Homes in place Total	0	#DIV/0!		
Sites Occupied	#DIV/0!			
Sites Occupied	#010/0:		Yes/No Notes:	
Homes conform to federal const/safety standards(HUD Code)				
Paved Roads				
Rolled or Concrete Curbs				
% of pads that can accomidate double-wide home				
At least 50% or greater of sites double-wide				
Minimum of 50 sites				
Density of 12 homes/acre or less (state density)				
All homes professionally skirted				
All Hitches/jack posts concealed				
Min 2 off-street paved/planned parking per site				
Tenant-occupied homes < 25% of total.				
Tenant-occupied homes < 35% of total.				
Competetive amenities				
High quality landscaping and signage				
Contiguous parcel				
Construction complete				
All public underground utilities complying with Guide/local code				
Compliance with current zoning				
Occupancy 90%+				
Excellent property condition				
Range of tenure of MH tenants (oldest to most recent)				
Vacated sites are replaced with new Mobile Homes				
Any piece of MH Community located in a flood zon	ne			
Borrower:				
Strong net worth & liquidity for loan size				
Significant positive MHC ownership experience				
Qualified experienced with MHC management				
Market:				
Seasonal?				
SedSUIIdi:			——	

Notes:

Long term viability? Demand?

- ${\bf 1.}\ Please\ provide\ pictures\ of\ the\ properties,\ specifically\ showing\ landscaping\ and\ entrance\ signage.$
- 2. Who is paying for Utilities? Are Utilities public or private (sewage plant, septic system, etc)?
- ${\it 3. Are the Amenity packages competitive in the marketplace?}\\$
- 4. What are the terms of the leases (are there any escalation clauses)? Leases should not allow for sub-letting? Rent control?
- 5. Is there a Master Lease arrangement affecting any of the MH Sites?
- 6. Is the MH Community in a Flood Zone?
- 7. Are new Manufactured Homes are being placed in the MH Community as MH Sites are vacated?
- 8. Concessions? Are allowances given to defray set up costs for tenants bringing in new homes? How much. Is this ongoing or as needed?
- 9. Number of homes where finance company has taken possession and is paying pad rent?
- 10. Number of foreclosed homes abandoned by finance company (stopped paying pad rent)? Number of homes with Conseco financing?
- 11. Number of homes where borrower has taken possession as a result of home owner or finance company defaulting on pad rent?
- 12. Is Borrower allowing dealers to place homes and pay pad rent until home is sold? (should be counted as vacant).

- 13. Three year history of homes that are sold in place (inventory(both occupied and vacant), price and marketing time)?
- 14. Annual turnover history. Norms for stable Community: Physical 2% to 4%; Residents Senior up to 10%. Family up to 15%.
- 15. Are the borrower or principals of borrower involved in retail sale of homes or home financing?
- 16. Wholesale/retail home market conditions in area.
- 17. Is there any employment concentration at the MH Communities?