



## WAYNESVILLE PLANTATION

81 Milan Avenue  
Lumberton, North Carolina 28358

### APPRAISAL REPORT

Date of Report: June 3, 2025

Colliers File #: CMH250723



PREPARED FOR  
Five Star Bank  
3100 Zinfandel Drive 100  
Rancho Cordova, CA 95670

PREPARED BY  
**COLLIERS INTERNATIONAL**  
VALUATION & ADVISORY SERVICES

# LETTER OF TRANSMITTAL

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June 3, 2025

**Five Star Bank**

3100 Zinfandel Drive 100  
Rancho Cordova, CA 95670

**RE: Waynesville Plantation**

81 Milan Avenue  
Lumberton, North Carolina 28358

Colliers File #: CMH250723

To Whom It May Concern:

Pursuant with our engagement, the above captioned property was appraised utilizing best practice appraisal principles for this property type. This appraisal report satisfies the scope of work and requirements agreed upon by Five Star Bank and Colliers International Valuation & Advisory Services.

The date of this report is June 3, 2025. At the request of the client, this appraisal is presented in an Appraisal Report format as defined by *USPAP* Standards Rule 2-2(a). Our appraisal format provides a detailed description of the appraisal process, subject and market data and valuation analyses.

The purpose of this appraisal is to develop opinions of the As-Is Market Value and Prospective Value Upon Stabilization of the subject property's leased fee interest. An Insurable Replacement Cost was requested but no buildings were present so none is provided. The following table conveys the final opinions of market value of the subject property that are developed within this appraisal report:

VALUE TYPE	INTEREST APPRAISED	DATE OF VALUE	VALUE
Market Value As-Is	Leased Fee	May 30, 2025	\$8,900,000
Prospective Value Upon Stabilization	Leased Fee	May 30, 2034	\$15,300,000
<b>OTHER CONCLUSIONS</b>			<b>AS OF MAY 30, 2025</b>
Insurable Replacement Cost			NA

### Subject Characteristics

The subject is a Manufactured Housing Community (All Age) totaling 242 homesites located on a 12.23-acre site at 81 Milan Avenue in Lumberton, North Carolina. The improvements were built in 2000, are in average condition and have a remaining economic life of 30 years based on our estimate. The subject property has no amenities.

### Third Party Reports

The appraisers were not provided with third party engineering and environmental report. No issues were noted on site and it is assumed there are no concerns with the subject property.

### Subject Occupancy

The subject property has a current occupancy level of 50.0%, which is below the stabilized occupancy level estimate of 88% that was developed in this appraisal. The new owner is investing in bringing in new homes and renovating older vacant homes in an attempt to achieve stabilized occupancy. With these efforts the community in the current market should be able to achieve a positive absorption. We are projecting a lease-up rate of 1.00 homesite per month. At this rate the subject property should be able to lease up to stabilized occupancy within 9 years.

### Subject Rents

The rent comparables are all local to the subject's area and are strong indicators of the appropriate rents for the subject property. Primary weight is placed on the rents that have similar physical and locational qualities compared to the subject. Secondary weight is placed on the affordability analysis. This analysis (see below) shows that the subject's rents are supported by a comparison to alternative housing options in the general area. Based on the analysis, the concluded market rent is \$535 per homesite, similar to the average rent in the comparable range. Ultimately, we concluded in line with the actual rents of \$585/site/month considering that is the rent the property is currently achieving. This higher placement within the range is justified by the newer age and overall superior condition of the subject community. Its clean, well-maintained appearance and updated infrastructure likely enhance its desirability relative to the older or less well-kept comparables, thereby supporting a premium in market rent.

AFFORDABILITY ANALYSIS					
COMPARISON/HOUSING TYPE	MH IN SUBJECT PROPERTY		SINGLE-FAMILY HOME		APARTMENTS
Bedroom/Bath Count	2/1 - 3/2 BR/BA		2/1 - 4/2 BR/BA		2 BR
Purchase Price	\$40,000	\$40,000	\$137,113	- \$150,184	-
Down Payment or Deposit	\$2,000	\$2,000	\$27,423	- \$30,037	One Months Rent
Amount Financed	\$38,000	\$38,000	\$109,690	- \$120,147	-
Rate	7.50%	7.50%	6.00%	- 6.00%	-
Term (Years)	20	20	30	- 30	-
Monthly Mortgage Payment	\$306	\$306	\$658	- \$720	-
Taxes	\$28	\$28	\$97	- \$106	-
Insurance	\$25	\$25	\$60	- \$60	-
	<b>Concluded</b>	<b>Market</b>			
Site Rent	\$585	\$535		-	-
<b>TOTAL MONTHLY PAYMENT*</b>	<b>\$944</b>	<b>\$894</b>	<b>\$815</b>	<b>- \$887</b>	<b>\$1,200 - \$1,750</b>

\* Excludes maintenance and utilities.

### Sales History

Research of the applicable public records, private data services and an interview of the current owner and/or broker revealed that the subject property has not transferred during the past three years of the effective date of value stated in this report. The subject property is under contract to sell for \$9,167,000 between Waynesville Plantation MHP LLC (Grantor) and Elias Weiner - The Boa Vida Group (Grantee). The subject is one of four assets formerly known as the Time Out Communities that are in receivership and were forced into a bankruptcy

auction. In a Fannie Mae bankruptcy auction of mobile home parks, the assets are typically sold through a structured bidding process aimed at maximizing value for creditors. One of the key stipulations is that all purchases must be made with all cash and must close within a strict 45-day period. These stringent requirements effectively eliminate a significant portion of the buyer pool, particularly those reliant on financing or requiring longer due diligence periods. As a result, the competition is generally limited to well-capitalized investors and funds capable of executing swift, non-contingent transactions. This dynamic can lead to below-market sale prices, as fewer qualified bidders are able to participate. The buyer reported that there was limited competition for the subject due to the size and price point and since they met the conditions, they won the bid. They believe they got a good price on the community and have the ability to invest additional capital and resources to lease it up to stabilized levels. The property has approximately 101 Community Owned Homes that were included in the purchase price. We were not provided with an allocation between the real estate the personal property (homes). In this case, the subject property does not meet the criteria of a market value transaction due to several key factors: it was sold through a forced bankruptcy auction, required an all-cash purchase, and had a limited and potentially less competitive buyer pool. These conditions indicate the transaction was not conducted in an open and typically motivated market environment. Our concluded value of the real estate is within 5% of the contract price and is considered reasonable and well-supported given the circumstances.

The manufactured housing industry does not have a standard rating classification. Some in the industry reference a “star” rating system. This rating classification became defunct with the passage of the National Manufactured Housing Construction and Safety Standards Act, commonly known as the HUD Code. This act went into effect on June 15, 1976. Throughout this report, for comparison purposes, we utilize a classification system typical of most real estate asset classes. Class A properties are the highest quality properties, Class B are average/moderate quality properties, and Class C are lower quality properties. The subject is a Class C manufactured housing community (MHC).

The analyses, opinions and conclusions communicated within this appraisal report were developed based upon the requirements and guidelines of the current Uniform Standards of Professional Appraisal Practice (USPAP), the requirements of the Code of Professional Ethics and the Standards of Professional Appraisal Practice of the Appraisal Institute. The report is intended to conform to the Financial Institutions Reform and Recovery and Enforcement Act (FIRREA) standards.

The report, in its entirety, including all assumptions and limiting conditions, is an integral part of, and inseparable from, this letter. *USPAP* defines an Extraordinary Assumption as, “an assignment specific-assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser’s opinions or conclusions”. *USPAP* defines a Hypothetical Condition as, “that which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis”.

The Extraordinary Assumptions and/or Hypothetical Conditions that were made during the appraisal process to arrive at our opinions of value are fully discussed below. We advise the client to consider these issues carefully given the intended use of this appraisal, as their use might have affected the assignment results.

### **EXTRAORDINARY ASSUMPTIONS**

No Extraordinary Assumptions were made for this assignment.

### **HYPOTHETICAL CONDITIONS**

No Hypothetical Conditions were made for this assignment.

**RELIANCE LANGUAGE**



The Appraisal is for the sole use of the Client; however, Client may provide only complete, final copies of the Appraisal report in its entirety (but not component parts) to third parties who shall review such reports in connection with loan underwriting or securitization efforts. Colliers International Valuation & Advisory Services is not required to explain or testify as to appraisal results other than to respond to the Client for routine and customary questions. Please note that our consent to allow the Appraisal prepared by Colliers International Valuation & Advisory Services or portions of such Appraisal, to become part of or be referenced in any public offering, the granting of such consent will be at our sole and absolute discretion and, if given, will be on condition that Colliers International Valuation & Advisory Services will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to Colliers International Valuation & Advisory Services, by a party satisfactory to Colliers International Valuation & Advisory Services. Colliers International Valuation & Advisory Services does consent to your submission of the reports to rating agencies, loan participants or your auditors in its entirety (but not component parts) without the need to provide Colliers International Valuation & Advisory Services with an Indemnification Agreement and/or Non-Reliance letter.

Colliers International Valuation & Advisory Services hereby expressly grants to Client the right to copy the Appraisal and distribute it to other parties in the transaction for which the Appraisal has been prepared, including employees of Client, other lenders in the transaction, and the borrower, if any.

Our opinion of value reflects current conditions and the likely actions of market participants as of the date of value. It is based on the available information gathered and provided to us, as presented in this report, and does not predict future performance. Changing market or property conditions can and likely will have an effect on the subject's value.

The signatures below indicate our assurance to the client that the development process and extent of analysis for this assignment adhere to the scope requirements and intended use of the appraisal. If you have any specific questions or concerns regarding the attached appraisal report, or if Colliers International Valuation & Advisory Services can be of additional assistance, please contact the individuals listed below.

Sincerely,

**COLLIERS INTERNATIONAL  
VALUATION & ADVISORY SERVICES**

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## **CERTIFICATION**

## **ASSUMPTIONS & LIMITING CONDITIONS**

## **ADDENDA**

Engagement Letter

Subject Data

Legal Description

Valuation Glossary

Qualifications of Appraisers

Qualifications of Colliers International Valuation & Advisory Services

**GENERAL INFORMATION**

<b>Property Name</b>	Waynesville Plantation
<b>Property Type</b>	Manufactured Housing Community - All Age
<b>Address</b>	81 Milan Avenue
<b>City</b>	Lumberton
<b>State</b>	North Carolina
<b>Zip Code</b>	28358
<b>County</b>	Robeson
<b>Market</b>	Raleigh
<b>Census Region</b>	South
<b>Census Subregion</b>	South Atlantic
<b>Longitude</b>	-78.969858
<b>Latitude</b>	34.548914
<b>Number Of Parcels</b>	129
<b>Assessor Parcels</b>	Multiple APNs
<b>Total Taxable Value</b>	\$1,042,000
<b>Census Tract Number</b>	9616.01

**SITE INFORMATION**

<b>Land Area</b>	<b>Acres</b>	<b>Square Feet</b>
Usable	12.23	532,739
Excess	0.00	0
<u>Surplus</u>	<u>0.00</u>	<u>0</u>
<b>Total</b>	<b>12.23</b>	<b>532,739</b>
<b>Topography</b>	Level below street grade	
<b>Shape</b>	Irregular	
<b>Access</b>	Average	
<b>Exposure</b>	Average	
<b>Appeal</b>	Average	
<b>Current Zoning</b>	Residential District, Residential-Agricultural District and Residential Single Family District (R-2, R-A and R-1)	
<b>Flood Zone</b>	Zone X (Unshaded)	
<b>Seismic Zone</b>	Medium Risk	

**IMPROVEMENT INFORMATION**

<b>Number Of Homesites</b>	242
<b>Development Density</b>	19.8 Sites/Acre (242 Sites / 12.23 Acres)
<b>Total Number Of Common Area Buildings</b>	0
<b>Number Of Stories</b>	1
<b>Year Built</b>	2000
<b>Property Class</b>	C
<b>Quality</b>	Average
<b>Condition</b>	Average
<b>Marketability</b>	Average
<b>Parking Type</b>	Homesite
<b>Number Of Parking Spaces</b>	484
<b>Parking Spaces/Homesite</b>	2.0
<b>Project Amenities</b>	The subject property has no amenities.



**HIGHEST & BEST USE**

<b>As Vacant</b>	Development of a manufactured housing community as market conditions warrant
<b>As Improved</b>	Continued use as a manufactured housing community

**EXPOSURE TIME & MARKETING PERIOD**

<b>Exposure Time</b>	Six Months or Less
<b>Marketing Period</b>	Six Months or Less

**VALUATION SUMMARY**

<b>Current Occupancy</b>	50.0%
<b>Stabilized Occupancy</b>	88.5%
<b>Estimated Lease-Up Period</b>	144 Months
<b>Current Average Rent/Homesite</b>	\$585/Homesite
<b>Concluded Average Rent/Homesite</b>	\$585/Homesite
<b>Potential Gross Income (PGI)</b>	\$1,709,140
<b>Vacancy &amp; Credit Loss</b>	50.0%
<b>Effective Gross Income (EGI)</b>	\$859,720
<b>Total Expenses</b>	\$323,724
<b>Net Operating Income (NOI)</b>	\$535,996
<b>Capitalization Rate (OAR)</b>	9.00%

**VALUATION SUMMARY**

<b>VALUATION INDICES</b>	<b>MARKET VALUE AS-IS</b>	<b>PROSPECTIVE VALUE UPON STABILIZATION</b>
<b>INTEREST APPRAISED</b>	LEASED FEE	LEASED FEE
<b>DATE OF VALUE</b>	MAY 30, 2025	MAY 30, 2034

**INCOME CAPITALIZATION APPROACH**

<b>Direct Capitalization</b>	<b>\$8,900,000</b>	<b>\$15,300,000</b>
Direct Capitalization \$/Homesite	\$36,777/Homesite	\$63,223/Homesite
Net Operating Income	\$535,996	-
NOI \$/Homesite	\$2,215/Homesite	-
Capitalization Rate	6.00%	-
<b>INCOME CONCLUSION</b>	<b>\$8,900,000</b>	<b>\$15,300,000</b>
Income Conclusion \$/Homesite	\$36,777/Homesite	\$63,223/Homesite

**SALES COMPARISON APPROACH**

<b>SALES CONCLUSION</b>	<b>\$8,800,000</b>	-
Sales Conclusion \$/Homesite	\$36,364/Homesite	-

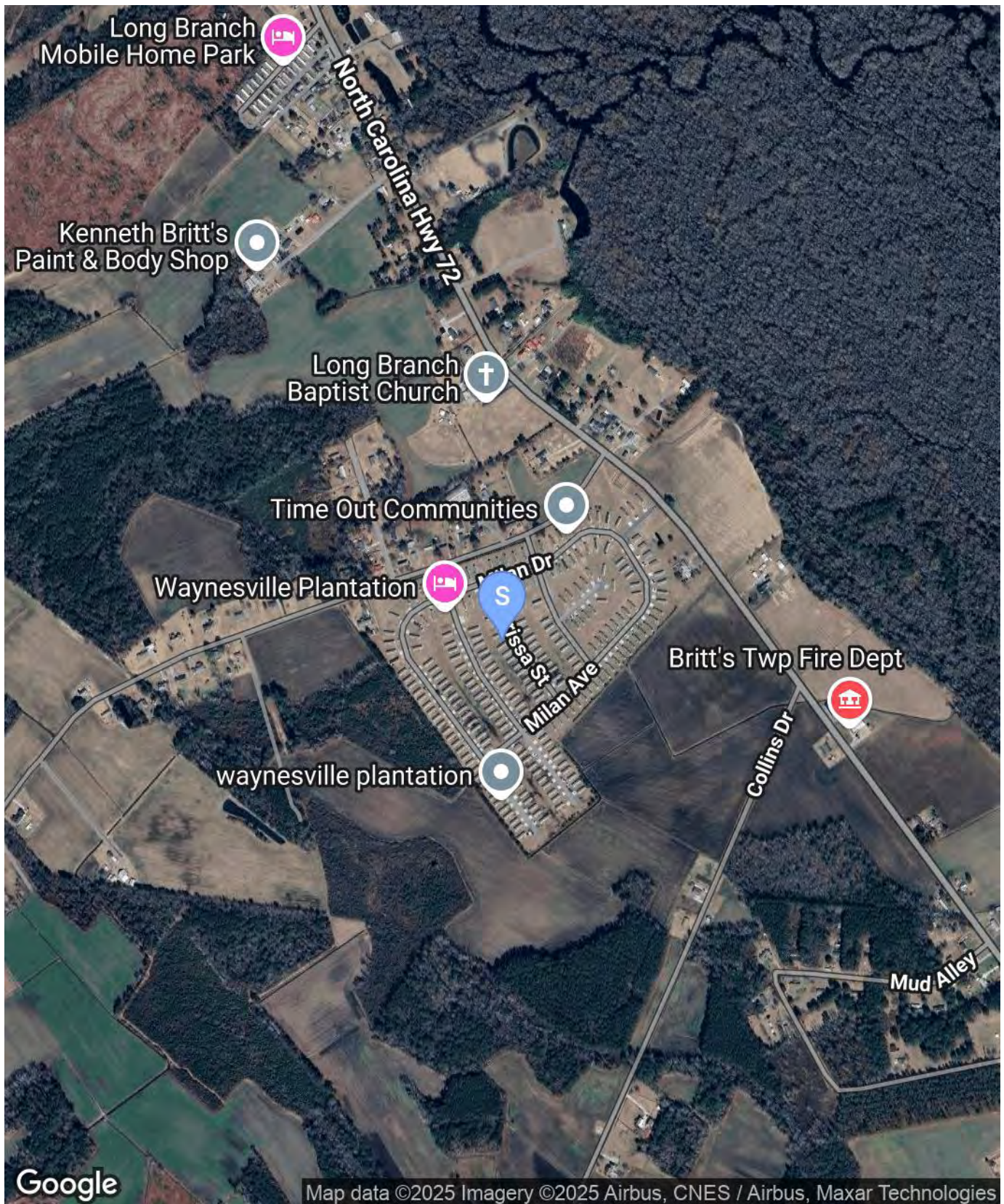
**FINAL VALUE CONCLUSION**

<b>FINAL VALUE</b>	<b>\$8,900,000</b>	<b>\$15,300,000</b>
Final \$/Homesite	\$36,777/Homesite	\$63,223/Homesite

**OTHER CONCLUSIONS**

<b>Insurable Replacement Cost</b>	<b>NA</b>
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**SUBJECT ENTRANCE**



**SUBJECT SIGN**



**WEST FACING FRONTAGE**



**NORTHEAST FACING FRONTAGE**



**STREET SCENE**



**STREET SCENE**





**STREET SCENE**



**STREET SCENE**



**EXAMPLE HOMES**



**EXAMPLE HOMES**



**EXAMPLE HOMES**



**EXAMPLE HOMES**

## PROPERTY IDENTIFICATION

The subject is a Manufactured Housing Community (All Age) property totaling 242 homesites. It is located on a 12.23-acre site at 81 Milan Avenue in Lumberton, Robeson County, North Carolina. The assessor's parcel numbers are: Multiple APNs.

The legal description of the subject property is presented in the Addenda.

## CLIENT IDENTIFICATION

The client of this specific assignment is Five Star Bank.

## PURPOSE

The purpose of this appraisal is to develop opinions of the As-Is Market Value and Prospective Value Upon Stabilization of the subject property's leased fee interest. An Insurable Replacement Cost was requested but no buildings were present so none is provided.

## INTENDED USE

The intended use of the appraisal involves a federally regulated real estate loan transaction.

The Appraisal is for the sole use of the Client; however, Client may provide only complete, final copies of the Appraisal report in its entirety (but not component parts) to third parties who shall review such reports in connection with loan underwriting or securitization efforts. Colliers International Valuation & Advisory Services is not required to explain or testify as to appraisal results other than to respond to the Client for routine and customary questions. Please note that our consent to allow the Appraisal prepared by Colliers International Valuation & Advisory Services or portions of such Appraisal, to become part of or be referenced in any public offering, the granting of such consent will be at our sole and absolute discretion and, if given, will be on condition that Colliers International Valuation & Advisory Services will be provided with an Indemnification Agreement and/or Non-Reliance letter, in a form and content satisfactory to Colliers International Valuation & Advisory Services, by a party satisfactory to Colliers International Valuation & Advisory Services. Colliers International Valuation & Advisory Services does consent to your submission of the reports to rating agencies, loan participants or your auditors in its entirety (but not component parts) without the need to provide Colliers International Valuation & Advisory Services with an Indemnification Agreement and/or Non-Reliance letter.

Colliers International Valuation & Advisory Services hereby expressly grants to Client the right to copy the Appraisal and distribute it to other parties in the transaction for which the Appraisal has been prepared, including employees of Client, other lenders in the transaction, and the borrower, if any.

## INTENDED USERS

Five Star Bank is the only intended user of this report. Use of this report by third parties and other unintended users is not permitted. This report must be used in its entirety. Reliance on any portion of the report independent of others, may lead the reader to erroneous conclusions regarding the property values. Unless approval is provided by the authors no portion of the report stands alone.

## ASSIGNMENT DATES

Date of Report	June 3, 2025
Date of Inspection	May 30, 2025
Valuation Date – As-Is	May 30, 2025
Valuation Date – Prospective Upon Stabilization	May 30, 2034

**PERSONAL INTANGIBLE PROPERTY**

The community owned homes (101) are legally considered personal property and are not considered in this appraisal.

No personal property or intangible items are included in this valuation. Removable fixtures in the clubhouse (if any) such as the kitchen appliances and hot water heaters are considered to be real estate fixtures that are essential to the use and operation of the community.

**PROPERTY AND SALES HISTORY****Current Owner**

The sale information is presented below:

## CONTINUED

[illegible]



## CONTINUED

[illegible]

30304098	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304099	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304100	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304101	Waynesville Plantation MHP LLC	December 20, 2017	\$2,400,000	02114 / 0770
30304102	Waynesville Plantation MHP LLC	December 20, 2017	\$2,400,000	02114 / 0770
30304103	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304104	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304105	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304106	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304107	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304108	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304109	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304110	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304111	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304112	Waynesville Plantation MHP LLC	December 20, 2017	\$2,400,000	02114 / 0770
30304113	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304114	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304115	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304116	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304117	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304118	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304119	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304120	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304121	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304122	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304123	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304124	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304125	Waynesville Plantation MHP LLC	December 20, 2017	\$2,400,000	02114 / 0770
30304126	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304127	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764
30304128	Waynesville Plantation MHP LLC	December 20, 2017	\$1,050,000	02114 / 0764

### Three-Year Sales History

Research of the applicable public records, private data services and an interview of the current owner and/or broker revealed that the subject property has not transferred during the past three years of the effective date of value stated in this report.

### Subject Sale Status

The subject property is under contract to sell for \$9,167,000 between Waynesville Plantation MHP LLC (Grantor) and Elias Weiner - The Boa Vida Group (Grantee). The subject is one of four assets formerly known as the Time Out Communities that are in receivership and were forced into a bankruptcy auction. In a Fannie Mae bankruptcy auction of mobile home parks, the assets are typically sold through a structured bidding process aimed at maximizing value for creditors. One of the key stipulations is that all purchases must be made with all cash and must close within a strict 45-day period. These stringent requirements effectively eliminate a significant portion of the buyer pool, particularly those reliant on financing or requiring longer due diligence periods. As a result, the competition is generally limited to well-capitalized investors and funds capable of executing swift, non-contingent transactions. This dynamic can lead to below-market sale prices, as fewer qualified bidders are able to participate. The buyer reported that there was limited competition for the subject due to the size and price point and since they met the conditions, they won the bid. They believe they got a good price on the community and have the ability to invest additional capital and resources to lease it up to stabilized levels. The property has approximately 101 Community Owned Homes that were included in the purchase price. We were not provided with an allocation between the real estate the personal property (homes). In this case, the subject property does not meet the criteria of a market value transaction due to several key factors: it was sold through a forced bankruptcy auction, required an all-cash purchase, and had a limited and potentially less competitive buyer pool. These conditions indicate the transaction was not conducted in an open and typically motivated market

environment. Our concluded value of the real estate is within 5% of the contract price and is considered reasonable and well-supported given the circumstances.

## DEFINITIONS

This section summarizes the definitions of value, property rights appraised, and value scenarios that are applicable for this appraisal assignment. All other applicable definitions for this assignment are located in the Valuation Glossary section of the Addenda.

### DEFINITIONS OF VALUE

Given the scope and intended use of this assignment, the following definition of value is applicable:

#### Market Value

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. Buyer and seller are typically motivated;
2. Both parties are well informed or well advised, and acting in what they consider their own best interests;
3. A reasonable time is allowed for exposure in the open market;
4. Payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.<sup>1</sup>

### PROPERTY RIGHTS APPRAISED

The property rights appraised constitute the leased fee interest.

#### Leased Fee Interest

The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversionary right when the lease expires.<sup>2</sup>

### VALUE SCENARIOS

#### As-Is Value

The estimate of the market value of real property in its current physical condition, use, and zoning as of the appraisal date.<sup>3</sup>

#### Prospective Value

A value opinion effective as of a specified future date. The term does not define a type of value. Instead, it identifies a value opinion as being effective at some specific future date. An opinion of value as of a prospective date is frequently sought in connection with projects that are proposed, under construction, or under conversion to a new use, or those that have not yet achieved sellout or a stabilized level of long-term occupancy.<sup>4</sup>

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<sup>1</sup> Interagency Appraisal and Evaluation Guidelines, December 10, 2010, Federal Register, Volume 75 Number 237, Page 77472

<sup>2</sup> The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, Illinois, 2022

<sup>3</sup> The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, Illinois, 2022

<sup>4</sup> The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, Illinois, 2022

## INTRODUCTION

The appraisal development and reporting processes requires gathering and analyzing information about those assignment elements necessary to properly identify the appraisal problem to be solved. The scope of work decision must include the research and analyses that are necessary to develop credible assignment results given the intended use of the appraisal. Sufficient information includes disclosure of research and analyses performed and might also include disclosure of research and analyses not performed. The scope of work for this appraisal assignment is outlined below:

- › The appraisers analyzed the regional and local area economic profiles including employment, population, household income, and real estate trends. The local area was further studied to assess the general quality and condition, and emerging development trends for the real estate market. The immediate market area was inspected and examined to consider external influences on the subject.
- › The appraisers confirmed and analyzed legal and physical features of the subject property including sizes of the site and improvements, flood plain data, seismic zone, zoning, easements and encumbrances, access and exposure of the site, and construction materials and condition of the improvements. This process also included estimating the remaining economic life of the improvements, analysis of the subject's site coverage and parking ratios compared to market standards, a process to identify deferred maintenance and a conclusion of the subject's overall functional utility.
- › The appraisers completed a manufactured housing market analysis that included national and market overviews. The Raleigh market overview analyzed supply/demand conditions using vacancy, absorption, supply change and rent change statistics. Conclusions were drawn regarding the subject property's competitive position given its physical and locational characteristics, the prevailing economic conditions and external influences.
- › The appraisers conducted a Highest and Best Use analysis, determining the highest and best use of the subject property As-Vacant and As-Improved. The analysis considered legal, locational, physical and financial feasibility characteristics of the subject property. Development of the Highest and Best Use As-Improved explored potential alternative treatments of the property including demolition, expansion, renovation, conversion, and continued use "as-is."
- › The appraisers confirmed and analyzed financial features of the subject property including income/expense data, rent roll, and tax and assessment records. This information as well as trends established by confirmed market indicators was used to forecast performance of the subject property.
- › Selection of the valuation methods was based on the identifications required in USPAP relating to the intended use, intended users, definition and date of value, relevant property characteristics and assignment conditions. As a result, this appraisal developed the Income (Direct Capitalization) and Sales Comparison approaches to value. The resulting value indicators were reconciled within the Analysis of Value Conclusions section. The appraisal develops opinions of the As-Is Market Value and Prospective Value Upon Stabilization of the subject property's leased fee interest. An Insurable Replacement Cost was requested but no buildings were present so none is provided. The reasoning for including or excluding traditional approaches to value is developed within the Valuation Methodology section.
- › Reporting of this appraisal is in an Appraisal Report format as required in USPAP Standard 2. The appraiser's analysis and conclusions are fully described within this document.
- › We understand the Competency Rule of USPAP and the authors of this report meet the standards.
- › No one provided significant real property appraisal assistance to appraisers signing this certification.

## SOURCES OF INFORMATION

The following sources were contacted to obtain relevant information:

SOURCES OF INFORMATION	
ITEM	SOURCE
Tax Information	Robeson County Tax Records
Zoning Information	Robeson County Zoning Code
Site Size Information	Robeson County Property Records
Building Size Information	Robeson County Property Records
New Construction	City of Lumberton / Robeson County
Flood Map	InterFlood
Demographics	Pitney Bowes/Gadberry Group - GroundView®
Comparable Information	See Comparable Datasheets for details
Legal Description	North Carolina General Warranty Deed from Robeson County Register of Deeds
Other Property Data	Robeson County Property Records
Rent Roll (Dated 04/22/2025)	Owner
Income/Expense Statements	Owner

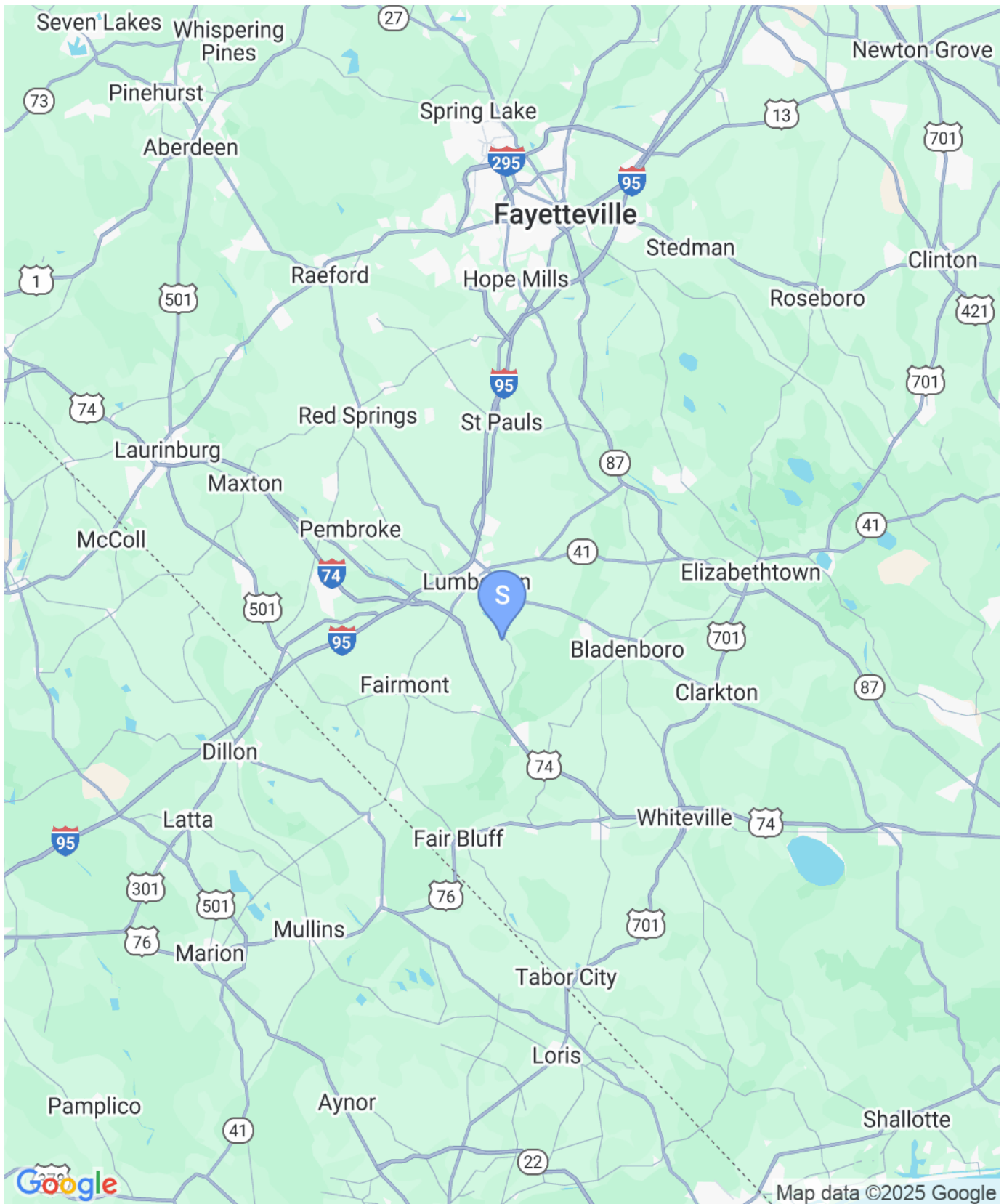
## SUBJECT PROPERTY INSPECTION

The following table illustrates the Colliers International professionals involved with this appraisal report and their status related to the property inspection.

SUBJECT PROPERTY INSPECTION			
APPRAISER	INSPECTED	EXTENT	DATE OF INSPECTION
Nancy Caniff	Yes	Exterior Only	May 30, 2025
Bruce Nell, MAI, AI-GRS, MRICS	No	-	-

The appraiser was not accompanied by anyone from the property on the inspection. There were no community-owned common area buildings and as such no interior inspection was necessary.





## INTRODUCTION

Robeson County is in southern North Carolina. According to the 2020 census, the population was 116,530. Robeson County is bordered by the counties of Cumberland to the northeast, Bladen to the east, Horry in South Carolina to the south, and Marlboro in South Carolina to the west. Main highways serving the area include Interstate 74, U.S. Routes 74, 301 and 501, and State Routes 20, 71, and 211. Air transportation is provided by Lumberton Regional Airport, a public use airport in Lumberton. The Lumber River passes through a large portion of the county. Food processing and agriculture are key industries for the county's economy. Corn, soybeans and tobacco are the main crops in the area. Other prominent industries include manufacturing, metal working, construction, and textiles.



## DEMOGRAPHIC ANALYSIS

The following is a demographic study of the region sourced by *Esri ArcGIS®*, an on-line resource center that provides information used to analyze and compare the past, present, and future trends of geographical areas. Demographic changes are often highly correlated to changes in the underlying economic climate. Periods of economic uncertainty necessarily make demographic projections somewhat less reliable than projections in more stable periods. These projections are used as a starting point, but we also consider current and localized market knowledge in interpreting them within this analysis. Please note that our demographics provider sets forth income projections in constant dollars which, by definition, reflect projections after adjustment for inflation. We are aware of other prominent demographic data providers that project income in current dollars, which do not account for inflation. A simple comparison of projections for a similar market area made under the constant and current dollar methodologies can and likely will produce data points that vary, in some cases, widely. Further, all forecasts, regardless of demographer methodology(ies), are subjective in the sense that the reliability of the forecast is subject to modeling and definitional assumptions and procedures.

### Population

According to Esri ArcGIS®, a Geographic Information System (GIS) Company, Robeson County had a 2024 population of 113,748 and experienced an annual growth rate decrease of 0.5%, which was lower than the North Carolina annual growth rate of 1.1%. The county accounted for 1.0% of the total North Carolina population (10,910,469). Within the county the population density was 120.1 people per square mile compared to the higher North Carolina population density of 224.4 people per square mile and the lower United States population density of 95.8 people per square mile.

POPULATION			
YEAR	US	NC	COUNTY
2020 Population	331,839,624	10,462,665	116,191
2024 Population	338,440,954	10,910,469	113,748
2029 Population	344,873,411	11,323,872	111,184
2020-2024 CAGR	0.5%	1.1%	(0.5%)
2024-2029 CAGR	0.4%	0.7%	(0.5%)

Source: Esri ArcGIS®

POPULATION DENSITY			
YEAR	US	NC	COUNTY
2024 Per Square Mile	95.8	224.4	120.1
2029 Per Square Mile	97.6	232.9	117.4

Source: Esri ArcGIS®



## Education

Robeson County is home to the University of North Carolina at Pembroke (UNC Pembroke). UNC Pembroke is a public co-educational American liberal arts university and one of 17 schools that constitute the University of North Carolina system. UNC Pembroke is a master's level degree-granting university with an annual enrollment of approximately 5,400 students.

## Household Trends

The 2024 Households number of households in the county was 43,033. The number of households in the county is projected to decrease by 0.02% annually, reducing the number of households to 42,989 by 2029 Households. The 2024 average household size for the county was 2.56, which was 1.19% larger than the United States average household size of 2.53 for 2024. The average household size in the county is anticipated to decrease by 0.47% annually, reducing the average household size to 2.5 by 2029.

NUMBER OF HOUSEHOLDS			
YEAR	US	NC	COUNTY
2024 Households	130,716,571	4,384,357	43,033
2029 Households	134,930,577	4,602,517	42,989
2024-2029 CAGR	0.6%	1.0%	(0.02%)

Source: Esri ArcGIS®

AVERAGE HOUSEHOLD SIZE			
YEAR	US	NC	COUNTY
2024	2.53	2.42	2.56
2029	2.50	2.40	2.50
2024-2029 CAGR	(0.24%)	(0.17%)	(0.47%)

Source: Esri ArcGIS®

Robeson County had 31.67% renter occupied units, compared to the higher 33.84% in North Carolina and the higher 35.64% in the United States.

HOUSING UNITS			
	US	NC	COUNTY
Owner Occupied	64.36%	66.16%	68.33%
Renter Occupied	35.64%	33.84%	31.67%

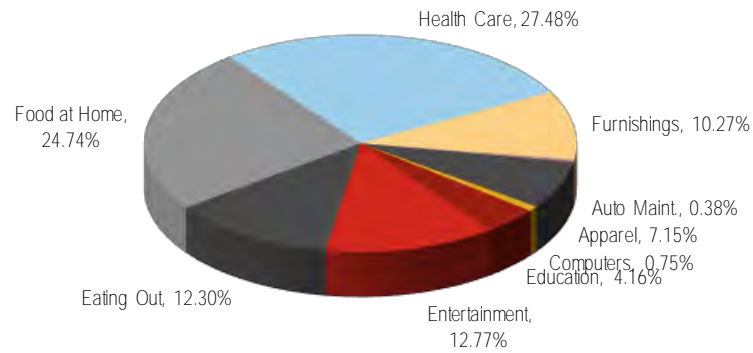
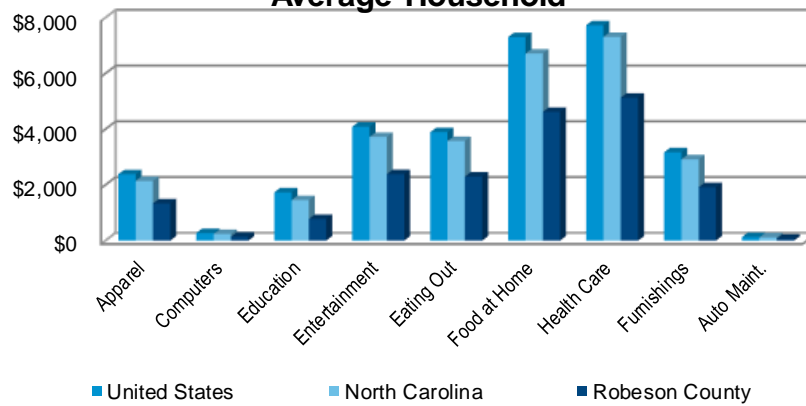
Source: Esri ArcGIS®

The 2024 median household income for the county was \$41,698, which was 47.26% lower than the United States median household income of \$79,068. The median household income for the county is projected to grow by 2.92% annually, increasing the median household income to \$48,157 by 2029.

As is often the case when the median household income levels are lower than the national average, the cost of living index is also lower. According to the American Chamber of Commerce Researchers Association (ACCRA) Cost of Living Index, the Fayetteville, NC MSA's cost of living is 96.9 compared to the national average score of 100. The ACCRA Cost of Living Index compares groceries, housing, utilities, transportation, health care and miscellaneous goods and services for over 300 urban areas.

MEDIAN HOUSEHOLD INCOME			
YEAR	US	NC	COUNTY
2024	\$79,068	\$71,629	\$41,698
2029	\$91,442	\$84,086	\$48,157
2024-2029 CAGR	2.95%	3.26%	2.92%

Source: Esri ArcGIS®

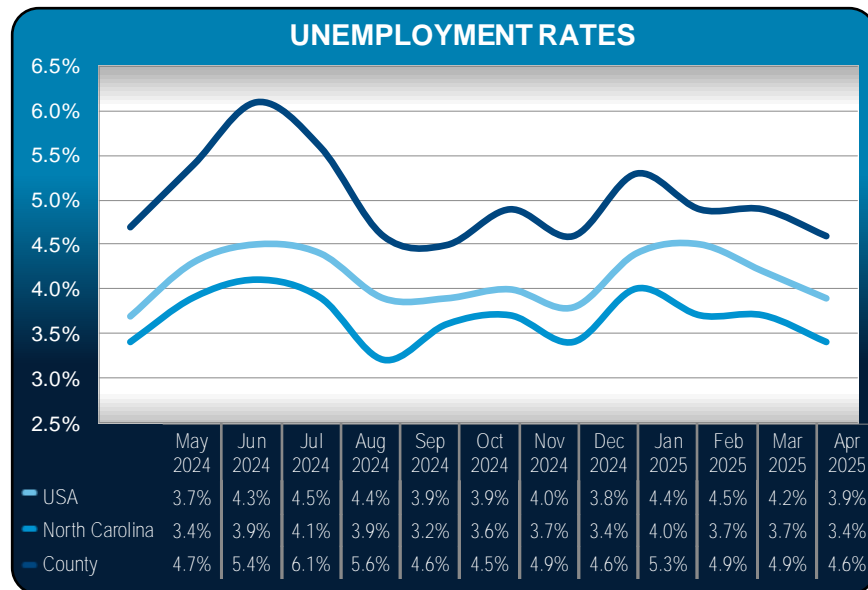
**Consumer Spending Robeson County****Consumer Spending Comparison  
Average Household**

## EMPLOYMENT

Total employment has increased annually over the past decade in the state of North Carolina by 1.5% and decreased annually by 0.8% in the county. From 2023 to 2024 unemployment increased in North Carolina by 0.1% and decreased in the county. In the state of North Carolina and in the county unemployment has decreased over the previous month by 0.3%.

EMPLOYMENT & UNEMPLOYMENT STATISTICS 2015 - 2024							
TOTAL EMPLOYMENT					UNEMPLOYMENT RATE		
North Carolina			Robeson County, NC		United States*	North Carolina	Robeson County, NC
Year	Total	% Δ Yr Ago	Total	% Δ Yr Ago			
2015	4,441,253	1.6%	46,162	0.4%	5.3%	5.7%	8.4%
2016	4,538,202	2.2%	43,128	(6.6%)	4.9%	5.1%	8.1%
2017	4,637,616	2.2%	43,468	0.8%	4.4%	4.5%	6.7%
2018	4,708,294	1.5%	43,252	(0.5%)	3.9%	4.0%	6.1%
2019	4,792,188	1.8%	44,304	2.4%	3.7%	3.9%	5.3%
2020	4,482,629	(6.5%)	41,220	(7.0%)	8.1%	7.2%	9.1%
2021	4,705,145	5.0%	41,310	0.2%	5.3%	4.9%	7.8%
2022	4,986,338	6.0%	42,667	3.3%	3.6%	3.7%	5.5%
2023	5,078,025	1.8%	43,099	1.0%	3.6%	3.5%	5.0%
2024	5,092,844	0.3%	43,003	(0.2%)	4.0%	3.6%	5.0%
<b>CAGR</b>	<b>1.5%</b>	<b>-</b>	<b>(0.8%)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

Source: U.S. Bureau of Labor Statistics \*Unadjusted Non-Seasonal Rate



## TOP EMPLOYERS

EMPLOYER NAME	INDUSTRY
Mountaire Farms of North Carolina, Inc.	Manufacturing
Public School District of Robeson County	Education
Southeastern Regional Medical Center	Healthcare/Social Assistance
Robeson County	Public Administration
University of North Carolina at Pembroke	Education
Campbell Soup Supply Company, LLC.	Manufacturing
Walmart Associates, Inc.	Wholesale/Retail Trade
Primary Health Choice, Inc.	Healthcare/Social Assistance
Food Lion	Wholesale/Retail Trade
Robeson Community College	Education

Source: <https://d4.nccommerce.com/>

The preceding chart depicts the top employers in Robeson County. Principal employers are spread throughout diverse sectors including manufacturing, education, and healthcare/social assistance. One of the largest employers is Mountaire Farms of North Carolina, Inc., an agricultural food production and processing company and one of the largest chicken companies in the United States, with operations in Arkansas, Delaware, Maryland, North Carolina, and Virginia. Another prominent employer is the Public School District of Robeson County. The school district serves approximately 24,000 students and supervises 44 schools. Southeastern Regional Medical Center is also among the top employers. The 452-bed hospital is in Lumberton and is part of Southeastern Health.

## AIRPORT STATISTICS

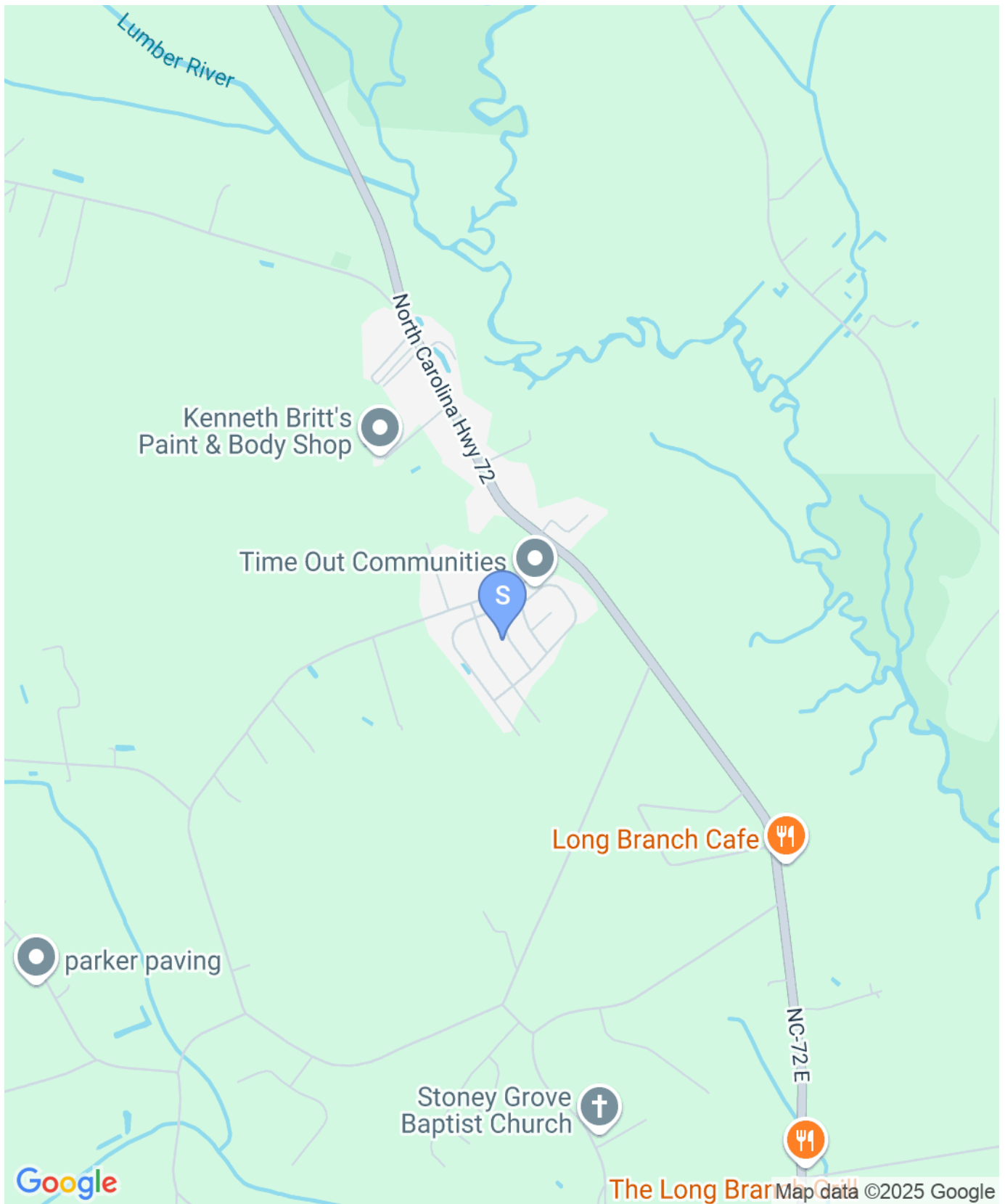
The following chart summarizes the local airport statistics.

MYRTLE BEACH INTERNATIONAL AIRPORT (MYR)		
YEAR	ENPLANED PASSENGERS	% CHG
2013	823,294	-
2014	858,288	4.3%
2015	899,855	4.8%
2016	944,849	5.0%
2017	1,131,959	19.8%
2018	1,254,307	10.8%
2019	1,285,200	2.5%
2020	545,122	(57.6%)
2021	1,579,987	189.8%
2022	1,706,591	8.0%
2023	1,658,984	(2.8%)

Source: U.S. Department of Transportation

## SUMMARY

Robeson County has a strategic location with easy access to main transportation networks. The agriculture and food manufacturing industries are considered key elements for the Robeson County's economy and its diversification will be the key to competitiveness and future success. Real estate in the Robeson County area market should ultimately enjoy relative strength in terms of value stability and appreciation for the foreseeable future.



## INTRODUCTION

In this section of the report, we provide details about the local area and describe the influences that bear on the real estate market as well as the subject property. A map of the local area is presented on the prior page. Below are insights into the local area based on fieldwork, interviews, demographic data and experience working in this market.

## LOCAL AREA PROFILE

The subject property is in Lumberton, North Carolina, the seat of Robeson County. According to the 2020 census, the population was 19,025. Lumberton is in southern North Carolina's Inner Banks region, approximately 35 miles southwest of Fayetteville, and 20 miles east of the South Carolina border. The city is bordered by St. Pauls to the north, Wisharts Township to the east, Smyrna Township to the south, and Raft Swamp Township and Pembroke to the west. Lumberton is well served by Interstate 95. Air transportation is provided by Lumberton Regional Airport, approximately four miles southwest of the city's central business district.

## DEMOGRAPHIC PROFILE

Below is a demographic study of the area, sourced by *Esri ArcGIS®*, an on-line resource center that provides information used to analyze and compare the past, present, and future trends of properties and geographical areas. Please note that our demographics provider sets forth income projections in constant dollars which, by definition, reflect projections after adjustment for inflation. We are aware of other prominent demographic data providers that project income in current dollars, which do not account for inflation. A simple comparison of projections for a similar market area made under the constant and current dollar methodologies can and likely will produce data points that vary, in some cases, widely. Further, all forecasts, regardless of demographer methodology(ies), are subjective in the sense that the reliability of the forecast is subject to modeling and definitional assumptions and procedures.

LOCAL AREA DEMOGRAPHICS							
DESCRIPTION	1 MILE	3 MILES	5 MILES	DESCRIPTION	1 MILE	3 MILES	5 MILES
<b>POPULATION</b>				<b>AVERAGE HOUSEHOLD INCOME</b>			
2010 Population	740	3,945	14,436	2024	\$72,793	\$66,568	\$61,630
2020 Population	621	3,375	12,045	2029	\$83,764	\$76,844	\$71,142
2024 Population	751	3,768	12,352	Change 2024-2029	15.07%	15.44%	15.43%
2029 Population	795	3,866	12,240	<b>MEDIAN HOUSEHOLD INCOME</b>			
Change 2010-2020	(16.08%)	(14.45%)	(16.56%)	2024	\$54,619	\$49,594	\$42,753
Change 2020-2024	20.93%	11.64%	2.55%	2029	\$65,863	\$58,930	\$48,824
Change 2024-2029	5.86%	2.60%	(0.91%)	Change 2024-2029	20.59%	18.82%	14.20%
<b>NUMBER OF HOUSEHOLDS</b>				<b>PER CAPITA INCOME</b>			
2010 Households	307	1,510	5,419	2024	\$28,007	\$25,679	\$23,590
2020 Households	236	1,312	4,584	2029	\$32,895	\$30,331	\$27,815
2024 Households	323	1,468	4,681	Change 2024-2029	17.45%	18.12%	17.91%
2029 Households	349	1,541	4,739	<b>HOUSEHOLDS BY INCOME (2022)</b>			
Change 2010-2020	(23.13%)	(13.11%)	(15.41%)	Less than \$15,000	5.54%	8.80%	15.88%
Change 2020-2024	36.86%	11.89%	2.12%	\$15,000 - \$24,999	12.80%	13.73%	13.97%
Change 2024-2029	8.05%	4.97%	1.24%	\$25,000 - \$34,999	3.81%	9.13%	10.29%
<b>HOUSING UNITS</b>				\$35,000 - \$49,999	23.53%	18.81%	17.12%
Owner Occupied	223	1,086	3,009	\$50,000 - \$74,999	12.46%	12.99%	14.74%
Renter Occupied	100	382	1,672	\$75,000 - \$99,999	16.26%	14.82%	11.24%
<b>HOUSING UNITS BY YEAR BUILT</b>				\$100,000 - \$149,999	20.42%	16.78%	11.38%
Built 2020 or Later	0	0	19	\$150,000 - \$199,999	2.77%	3.86%	4.28%
Built 2010 to 2019	18	109	319	\$200,000 or More	2.08%	1.15%	1.07%
Built 2000 to 2009	31	165	363	<b>HOUSING BY UNITS IN STRUCTURE</b>			
Built 1990 to 1999	134	660	1,523	1, Detached	139	673	2,761
Built 1980 to 1989	82	369	935	1, Attached	1	2	36
Built 1970 to 1979	21	162	857	2	0	0	182
Built 1960 to 1969	18	98	534	3 or 4	0	0	81
Built 1950 to 1959	5	78	427	5 to 9	0	0	72
Built 1940 to 1949	6	21	314	10 to 19	0	0	8
Built 1939 or Earlier	13	42	242	20 to 49	0	0	17
<b>HOME VALUES</b>				50 or More	0	0	8
Average	\$136,374	\$150,184	\$149,759	Mobile Home	188	1,022	2,357
Median	\$98,052	\$117,857	\$101,172	Boat, RV, Van, etc.	0	7	12

Source: Esri ArcGIS®

## Transportation Routes

Major traffic arteries are shown in the chart below:

MAJOR ROADWAYS & THOROUGHFARES			
HIGHWAY	DIRECTION	FUNCTION	DISTANCE FROM SUBJECT
U.S. Route 74	east-west	Local Highway	This is within five miles of the subject property.
State Route 211	north-south	Local Highway	This is within five miles of the subject property.
State Route 41	north-south	Local Highway	This is within six miles of the subject property.
Interstate 95	north-south	Interstate Highway	This is within eight miles of the subject property.
U.S. Route 301	north-south	Local Highway	This is within 10 miles of the subject property.
SURFACE STREETS	DIRECTION	FUNCTION	DISTANCE FROM SUBJECT
Milan Drive	southeast-northwest	Secondary Arterial	The subject property fronts this street.

Public transportation is not available near the subject property.

## Economic Factors

Lumberton is a regional hub for Robeson County. The city's economy is based on the agriculture, tourism, and healthcare/social assistance industries. Lumberton is influenced by the public administration industry, with numerous government offices in the city. Agriculture is a strong economic engine, with tobacco, soybeans, and



corn among the principal crops. The Southeastern Regional Medical Center in Lumberton is one of the county's largest employers serving approximately 16,000 inpatients and 65,000 emergency patients annually. Tourism is also a significant component of the local economy. Lumberton is a prominent recreational area, with numerous scenic and natural sites. Retail presence consists of restaurants, lodging, and locally owned businesses.

### Community Services

Community services and facilities are readily available in the surrounding area. These include public services such as fire stations, hospitals, police stations, and schools (all ages).

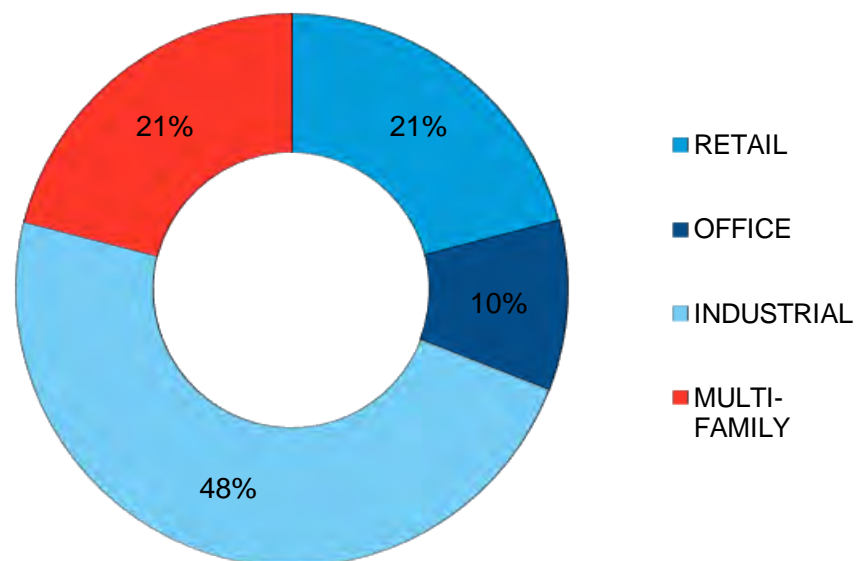
### IMMEDIATE AREA PROFILE

This section discusses uses and development trends in the immediate area that directly impact the performance and appeal of the subject property.

### Predominant Land Uses

Significant development in the immediate area consists of office, retail and industrial uses along major arterials that are interspersed with multi-family complexes and single-family residential development removed from arterials. The local area has a mix of commercial uses nearby and the composition is shown in the following graph.

### COMMERCIAL AREA COMPOSITION



©CoStar

Residential Development

Residential users in the immediate area are primarily single-family residential. According to Zillow.com, the subject's average single home price is \$137,113, which is down 0.4% since last year.



28358 Key Takeaways

Typical Home Values: \$137,113

1-year Value Change: -0.4%

(Data through April 30, 2025)

28358 Housing Market Overview

0.0% 1-year Market Forecast (April 30, 2025)

73 For sale inventory (April 30, 2025)

20 New listings (April 30, 2025)

-- Median sale to list ratio

-- Median sale price (March 31, 2025)

\$199,267 Median list price (April 30, 2025)

-- Percent of sales over list price

-- Percent of sales under list price

-- Median days to pending

(Metric availability is based on market coverage and data)



How does this data help me?

Zillow's metrics provide valuable market data by tracking market changes in different locations and housing types.



## Multi-Family Development

The following chart shows a summary of multi-family data by type in the immediate area from CoStar.

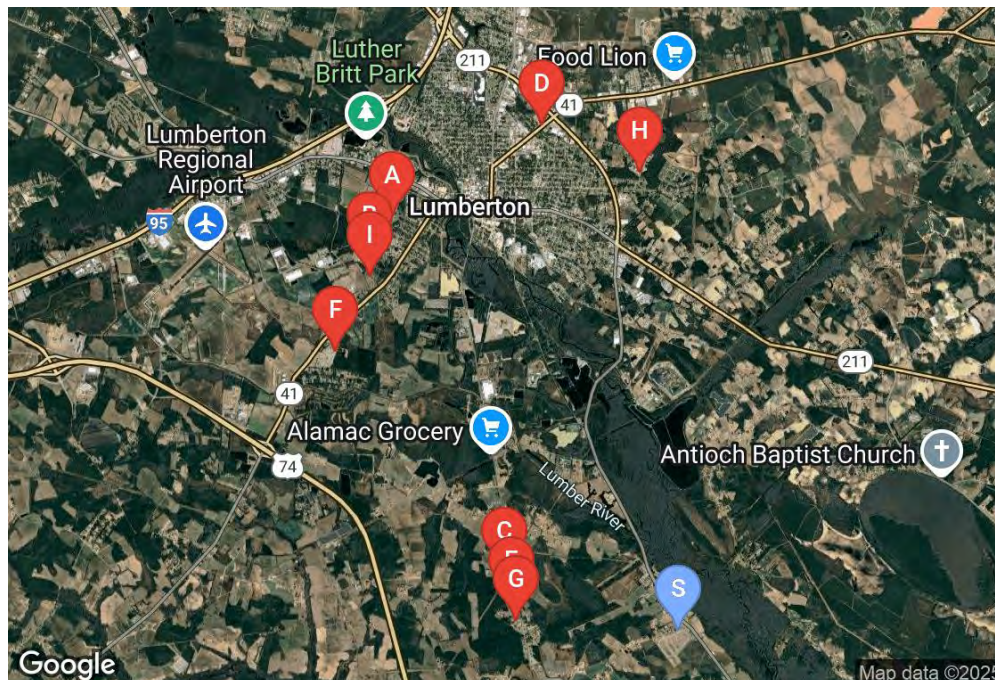
MULTIFAMILY SUMMARY			
CLASS	PROPERTIES	NRA (SF)	AVG YR BLT
B	5	349,902	1998
C	25	977,076	1974
<b>TOTAL</b>	<b>30</b>	<b>1,326,978</b>	<b>1978</b>

Source: CoStar

The three largest multi-family properties are at 406 Sinclair Street, 1000 Parkview Drive and 24 Alamac Village Drive with an NRA of 151,902 SF, 98,333 SF and 82,000 SF that were built in 1974, 1971 and 1970, respectively. The closest large multi-family property in proximity to the subject is at 73 Pebble Drive with an NRA of 67,000 SF that was built in 1970. The majority of properties were constructed before 2000. The following chart and map show the subject property and its location relative to the nine largest multi-family properties in the immediate area from CoStar.

LARGEST MULTI-FAMILY PROPERTIES						
NAME	DISTANCE	MAP PIN	CLASS	NRA (SF)	STORIES	YEAR BUILT
Holly Ridge	5.5 Miles	A	B	151,902	2	1974
Parkview Terrace Apartments	5.3 Miles	B	C	98,333	2	1971
Multi-family Building	2.0 Miles	C	C	82,000	1	1970
Meadow Branch Apartments	5.7 Miles	D	B	72,000	3	2021
Multi-family Building	1.9 Miles	E	C	67,000	1	1970
Multi-family Building	4.9 Miles	F	C	67,000	1	1970
Multi-family Building	1.8 Miles	G	C	67,000	1	1970
Northeast Pointe Apartments	5.0 Miles	H	B	64,000	2	-
First Baptist Apartments	5.1 Miles	I	C	58,966	1	1988

Source: CoStar





## Retail Development

The following chart shows a summary of retail data by type in the immediate area from CoStar.

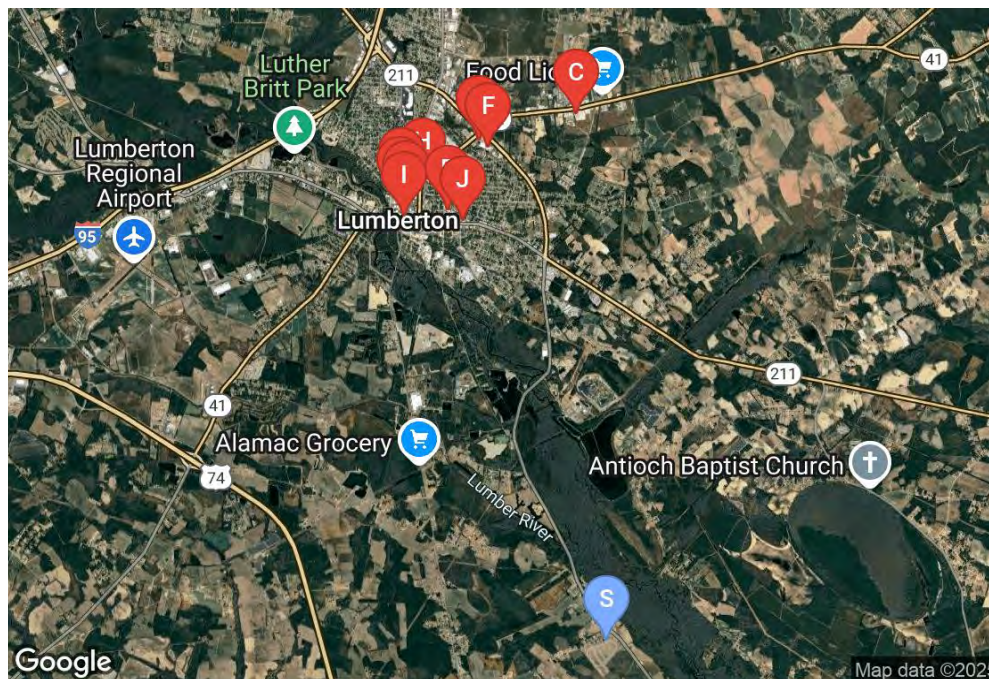
RETAIL SUMMARY					
TYPE	PROPERTIES	NRA (SF)	AVG YR BLT	OCCUPANCY	AVG RENT
General Retail	257	1,324,119	1960	99.4	\$15.37
<b>TOTAL</b>	<b>257</b>	<b>1,324,119</b>	<b>1960</b>	<b>99.4</b>	<b>\$15.37</b>

Source: CoStar

The three largest retail properties are at 1731-1785 North Roberts Avenue, 500 North Chestnut Street and 3500 East Elizabethtown Road with an NRA of 89,260 SF, 53,552 SF and 33,510 SF, respectively. The closest large retail property in proximity to the subject is at 1002 East 5th Street with an NRA of 15,562 SF that was built in 1966. All of the properties were constructed before 2000. The following chart and map show the subject property and its location relative to the 10 largest retail properties in the immediate area from CoStar.

LARGEST SHOPPING CENTERS							
NAME	DISTANCE	MAP PIN	TYPE	NRA (SF)	% LEASED	YEAR BUILT	AVG RENT
Big Lots Plaza	5.7 Miles	A	Community Center	89,260	93.4	1970	N/Av
Retail Building	5.3 Miles	B	General Retail	53,552	100.0	-	N/Av
Retail Building	5.8 Miles	C	General Retail	33,510	100.0	1970	N/Av
Retail Building	5.4 Miles	D	General Retail	25,626	100.0	1928	N/Av
Retail Building	5.1 Miles	E	General Retail	23,883	100.0	-	N/Av
Retail Building	5.6 Miles	F	General Retail	19,345	100.0	-	N/Av
Retail Building	5.4 Miles	G	General Retail	18,081	100.0	-	N/Av
Retail Building	5.4 Miles	H	General Retail	17,714	100.0	1965	N/Av
Retail Building	5.2 Miles	I	General Retail	16,200	100.0	1940	N/Av
Retail Building	4.9 Miles	J	General Retail	15,562	100.0	1966	N/Av

Source: CoStar



## Office Development

The following chart shows a summary of office data by class in the immediate area from CoStar.

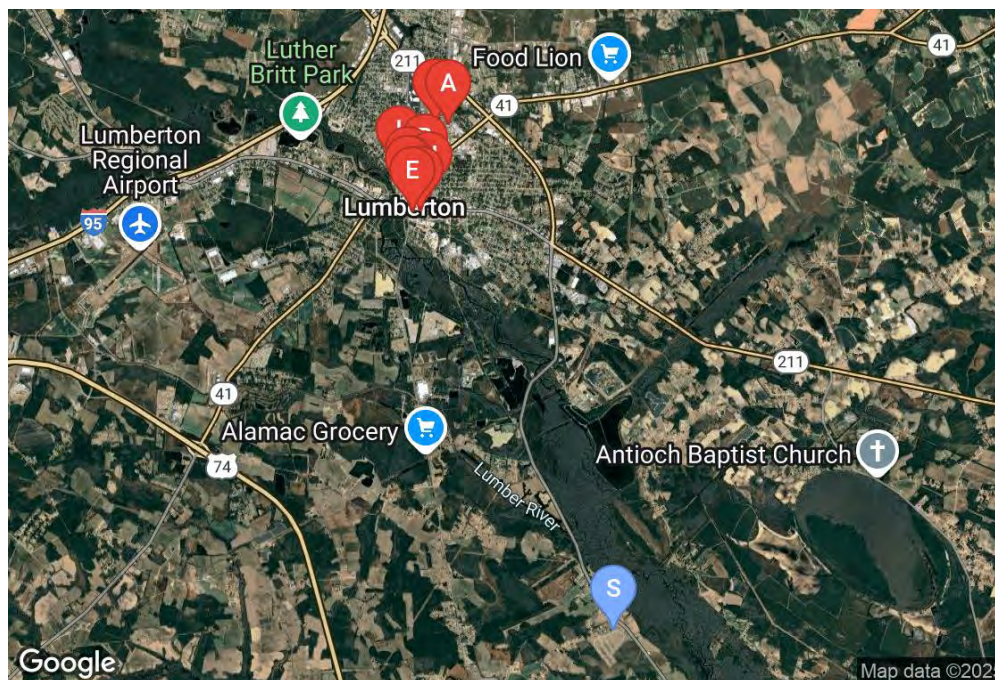
OFFICE SUMMARY					
CLASS	PROPERTIES	NRA (SF)	AVG YR BLT	OCCUPANCY	AVG RENT
B	9	42,085	1961	100.0	-
C	115	587,204	1959	99.6	\$12.00
<b>TOTAL</b>	<b>124</b>	<b>629,289</b>	<b>1959</b>	<b>99.6</b>	<b>\$12.00</b>

Source: CoStar

The three largest office properties are at 2003 Godwin Avenue, 801 North Pine Street and 315 North Chestnut Street with an NRA of 57,321 SF, 23,722 SF and 18,966 SF that were built in 2003, 1940 and 1928, respectively. The closest large office property in proximity to the subject is at 314 East 2nd Street with an NRA of 16,740 SF that was built in 1934. The majority of properties were constructed before 2000. The following chart and map show the subject property and its location relative to the 10 largest office properties in the immediate area from CoStar.

LARGEST OFFICE BUILDINGS							
NAME	DISTANCE	MAP PIN	CLASS	NRA (SF)	% LEASED	YEAR BUILT	AVG RENT
Office Building	5.8 Miles	A	C	57,321	100.0	2003	N/Av
Office Building	5.4 Miles	B	C	23,722	100.0	1940	N/Av
Carolina Civic Center	5.2 Miles	C	C	18,966	100.0	1928	N/Av
Office Building	5.2 Miles	D	B	17,000	100.0	1925	N/Av
Office Building	5.1 Miles	E	C	16,756	100.0	-	N/Av
Office Building	5.1 Miles	F	C	16,740	100.0	1934	N/Av
Office Building	5.3 Miles	G	C	15,757	100.0	1960	N/Av
Office Building	5.2 Miles	H	C	15,688	100.0	1940	N/Av
Office Building	5.6 Miles	I	C	15,281	100.0	1936	N/Av
Office Building	5.9 Miles	J	C	12,595	100.0	1950	N/Av

Source: CoStar





## Industrial Development

The following chart shows a summary of industrial data by type in the immediate area from CoStar.

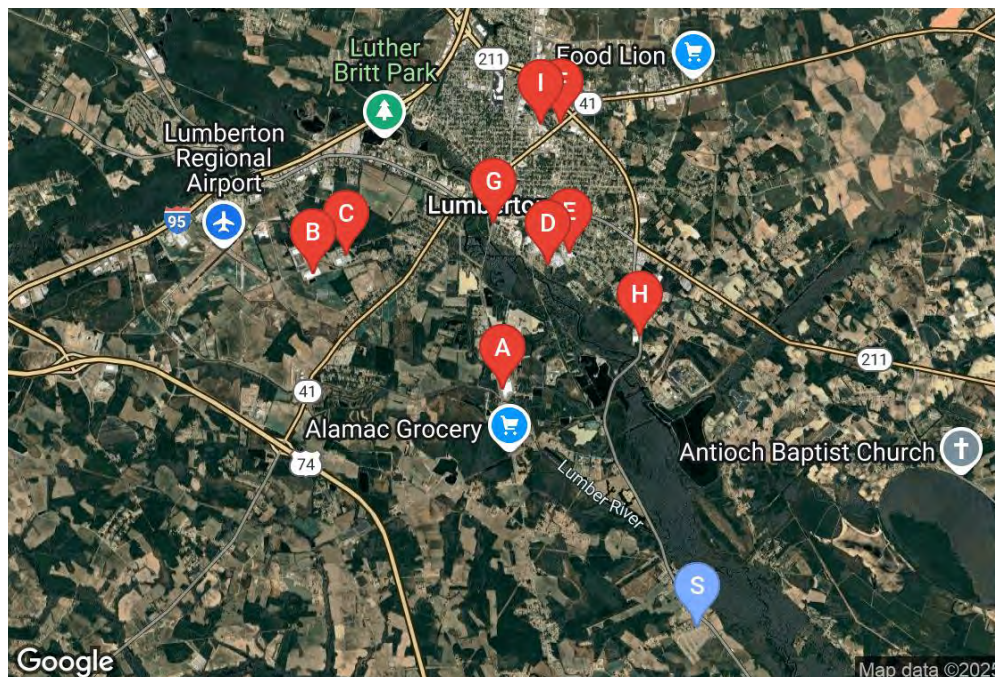
INDUSTRIAL SUMMARY					
TYPE	PROPERTIES	NRA (SF)	AVG YR BLT	OCCUPANCY	AVG RENT
Industrial	49	2,759,409	1962	96.1	\$2.85
Flex	26	277,597	1970	100.0	-
<b>TOTAL</b>	<b>75</b>	<b>3,037,006</b>	<b>1965</b>	<b>97.4</b>	<b>\$2.85</b>

Source: CoStar

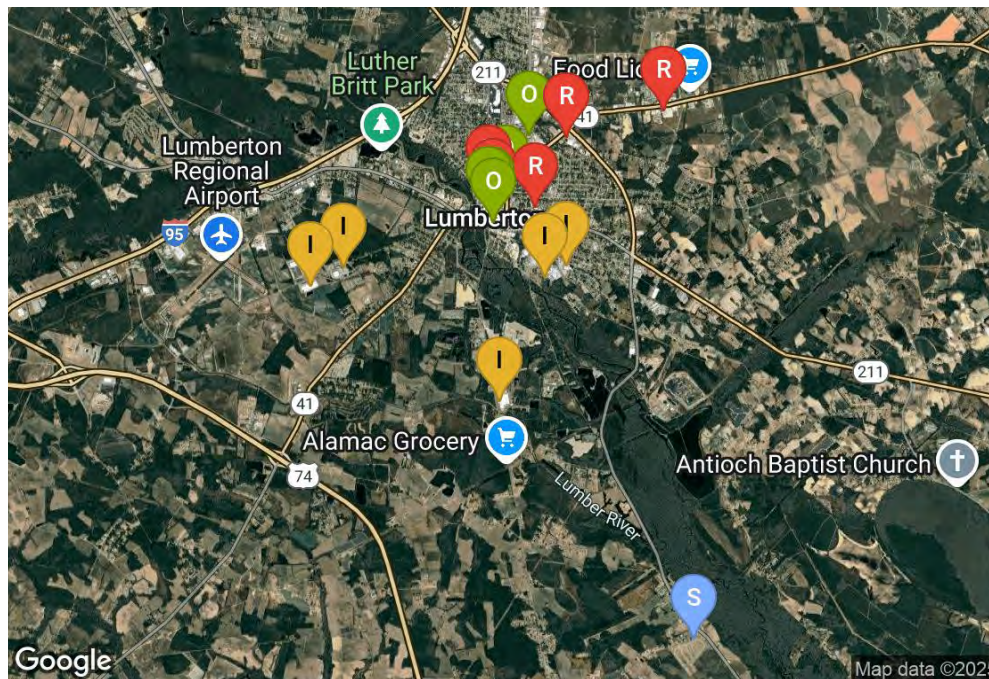
The three largest industrial properties are at 1885 Alamac Road, 2901 Kenny Biggs Road and 2801 Kenny Biggs Road with an NRA of 415,000 SF, 297,300 SF and 261,925 SF that were built in 1962, 1987 and 1990, respectively. The closest large industrial property in proximity to the subject is at 5518 Highway 72 East with an NRA of 86,400 SF. All of the properties were constructed before 2000. The following chart and map show the subject property and its location relative to the nine largest industrial properties in the immediate area from CoStar.

LARGEST INDUSTRIAL PROPERTIES							
NAME	DISTANCE	MAP PIN	TYPE	NRA (SF)	% LEASED	YEAR BUILT	AVG RENT
Industrial Building	3.4 Miles	A	Industrial	415,000	7.3	1962	N/Av
Industrial Building	5.7 Miles	B	Industrial	297,300	100.0	1987	N/Av
Industrial Building	5.6 Miles	C	Industrial	261,925	100.0	1990	N/Av
Industrial Building	4.3 Miles	D	Industrial	247,407	100.0	1968	N/Av
Industrial Building	4.3 Miles	E	Industrial	148,480	100.0	1960	N/Av
Industrial Building	5.7 Miles	F	Industrial	109,423	100.0	1930	N/Av
Industrial Building	5.0 Miles	G	Industrial	92,000	100.0	1940	N/Av
Industrial Building	3.3 Miles	H	Industrial	86,400	100.0	-	N/Av
Industrial Building	5.8 Miles	I	Industrial	83,589	100.0	-	N/Av

Source: CoStar



The following map shows the subject property and the five largest retail, office, and industrial properties in the immediate area from CoStar.



## SUBJECT PROPERTY ANALYSIS

The following discussion draws context and analysis on how the subject property is influenced by the local and immediate areas.

### Subject Property Analysis

The uses adjacent to the property are noted below:

- › **North** - Long Branch Drive, Single-family residential neighborhood
- › **South** - Vacant land
- › **East** - North Carolina Highway 72, Vacant land, Single-family residential neighborhood
- › **West** - Vacant land

### Subject Conclusion

Trends in the local and immediate areas, adjacent uses and the property's specific location features indicate an overall typical external influence for the subject, which is concluded to have an average position in context of competing properties.



**General Description** The subject site consists of 129 parcels. As noted below, the subject site has 532,739 SF (12.23 AC) of land area. The area is estimated based on the assessor's parcel map, and may change if a professional survey determines more precise measurements. Going forward, our valuation analyses will utilize the usable site area. The following discussion summarizes the subject site size and characteristics.

**Assessor Parcels** See Multiple Parcel Chart For Breakdown

**Number Of Parcels** 129

Land Area	Acres	Square Feet
Avg. Per Parcel	12.23	532,739
Excess Land	0.00	0
<u>Surplus Land</u>	<u>0.00</u>	<u>0</u>
<b>Total Land Area</b>	<b>12.29</b>	<b>532,739</b>

**Shape** See Multiple Parcel Chart For Breakdown

**Topography** Level below street grade

**Zoning** Residential District, Residential-Agricultural District and Residential Single Family District

**Drainage** Assumed Adequate

#### Utilities

Water	Public
Sewer	Septic

Street Improvements	Street	Direction	No. Lanes	Street Type	Curbs	Sidewalks	Streetslights	Center Lane	Gutters
Milan Avenue	Secondary Street	two-way	two-lane	minor arterial		✓			

**Frontage** The subject has approximately 4,800 feet of frontage on Milan Drive.

**Accessibility** **Average** - The accessibility of the subject is rated as average. The subject is accessed from one street, with the main entrance and primary point of ingress/egress being Milan Avenue. U.S. Route 74 is a major transportation arterial within proximity to the subject, providing linkage to the surrounding area.

**Exposure** **Average** - The subject has average exposure, as it is located along a minor arterial. The project's exposure rating takes into account its average visibility and its average traffic count.

**Seismic** The subject is in a medium risk zone.

**Easements** A preliminary title report was not available for review. During the on-site inspection, no adverse easements or encumbrances were noted. This appraisal assumes that there is no negative value impact on the subject improvements. If questions arise regarding easements, encroachments, or other encumbrances, further research is advised.

**Soils**

A detailed soils analysis was not available for review. Based on the development of the subject, it appears the soils are stable and suitable for the existing improvements.

**Flood Zone**

The subject property is located in Zone X (Unshaded). This is referenced by Community Number 370202, Panel Number 37155C0209K, dated December 06, 2019. Zone X (unshaded) is a moderate and minimal risk area. Areas of moderate or minimal hazard are studied based upon the principal source of flood in the area. However, buildings in these zones could be flooded by severe, concentrated rainfall coupled with inadequate local drainage systems. Local stormwater drainage systems are not normally considered in a community's flood insurance study. The failure of a local drainage system can create areas of high flood risk within these zones. Flood insurance is available in participating communities, but is not required by regulation in these zones. Nearly 25-percent of all flood claims filed are for structures located within these zones. Minimal risk areas outside the 1-percent and .2-percent-annual-chance floodplains. No BFEs or base flood depths are shown within these zones. (Zone X (unshaded) is used on new and revised maps in place of Zone C.)

# **MULTIPLE PARCEL SITE DESCRIPTION GRID**

PARCEL	USABLE		TOTAL		SHAPE	ACCESS	EXPOSURE	FLOOD
	SF	AC	SF	AC				PLAIN
030303015	51,836	1.19	51,836	1.19	Irregular	Average	Average	Zone X (Unshaded)
030304001	16,553	0.38	16,553	0.38	Irregular	Average	Average	Zone X (Unshaded)
030304002	16,553	0.38	16,553	0.38	Rectangular	Average	Average	Zone X (Unshaded)
030304003	15,682	0.36	15,682	0.36	Rectangular	Average	Average	Zone X (Unshaded)
030304004	15,246	0.35	15,246	0.35	Irregular	Average	Average	Zone X (Unshaded)
030304005	17,424	0.40	17,424	0.40	Irregular	Average	Average	Zone X (Unshaded)
030304006	22,216	0.51	22,216	0.51	Irregular	Average	Average	Zone X (Unshaded)
030304007	16,117	0.37	16,117	0.37	Rectangular	Average	Average	Zone X (Unshaded)
030304008	29,185	0.67	29,185	0.67	Irregular	Average	Average	Zone X (Unshaded)
030304009	22,651	0.52	22,651	0.52	Irregular	Average	Average	Zone X (Unshaded)
030304010	18,731	0.43	18,731	0.43	Rectangular	Average	Average	Zone X (Unshaded)
030304011	16,553	0.38	16,553	0.38	Rectangular	Average	Average	Zone X (Unshaded)
030304012	16,553	0.38	16,553	0.38	Rectangular	Average	Average	Zone X (Unshaded)
030304013	16,117	0.37	16,117	0.37	Rectangular	Average	Average	Zone X (Unshaded)
030304014	18,295	0.42	18,295	0.42	Rectangular	Average	Average	Zone X (Unshaded)
030304015	20,473	0.47	20,473	0.47	Irregular	Average	Average	Zone X (Unshaded)
030304016	34,848	0.80	34,848	0.80	Irregular	Average	Average	Zone X (Unshaded)
030304017	27,443	0.63	27,443	0.63	Irregular	Average	Average	Zone X (Unshaded)
030304018	27,878	0.64	27,878	0.64	Irregular	Average	Average	Zone X (Unshaded)
030304019	32,670	0.75	32,670	0.75	Irregular	Average	Average	Zone X (Unshaded)
030304020	22,651	0.52	22,651	0.52	Rectangular	Average	Average	Zone X (Unshaded)
030304021	29,185	0.67	29,185	0.67	Rectangular	Average	Average	Zone X (Unshaded)
030304022	22,651	0.52	22,651	0.52	Rectangular	Average	Average	Zone X (Unshaded)
030304023	22,651	0.52	22,651	0.52	Rectangular	Average	Average	Zone X (Unshaded)
030304024	22,651	0.52	22,651	0.52	Rectangular	Average	Average	Zone X (Unshaded)
030304025	19,166	0.44	19,166	0.44	Irregular	Average	Average	Zone X (Unshaded)
030304026	16,553	0.38	16,553	0.38	Irregular	Average	Average	Zone X (Unshaded)
030304027	21,344	0.49	21,344	0.49	Irregular	Average	Average	Zone X (Unshaded)
030304028	23,522	0.54	23,522	0.54	Irregular	Average	Average	Zone X (Unshaded)
030304029	20,909	0.48	20,909	0.48	Rectangular	Average	Average	Zone X (Unshaded)
030304030	18,295	0.42	18,295	0.42	Irregular	Average	Average	Zone X (Unshaded)
030304031	24,829	0.57	24,829	0.57	Irregular	Average	Average	Zone X (Unshaded)
030304032	26,572	0.61	26,572	0.61	Irregular	Average	Average	Zone X (Unshaded)
030304033	21,780	0.50	21,780	0.50	Irregular	Average	Average	Zone X (Unshaded)
030304034	15,246	0.35	15,246	0.35	Rectangular	Average	Average	Zone X (Unshaded)
030304035	15,246	0.35	15,246	0.35	Rectangular	Average	Average	Zone X (Unshaded)

## **Hazardous Waste**

We have not conducted an independent investigation to determine the presence or absence of toxins on the subject property. If questions arise, the reader is strongly cautioned to seek qualified professional assistance in this matter. Please see the Assumptions and Limiting Conditions for a full disclaimer.

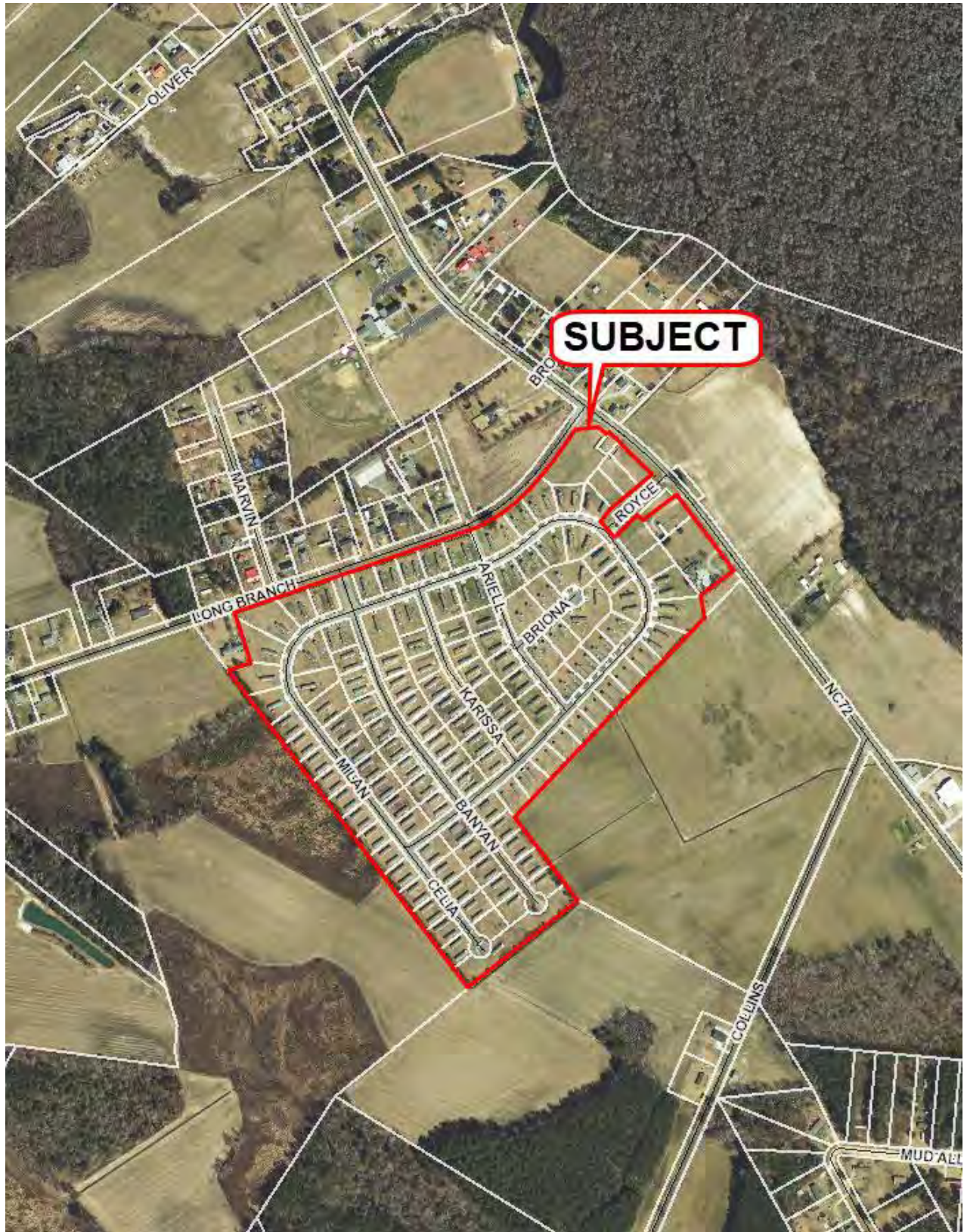
## **Conclusion**

Overall, the subject site is considered a average residential site in terms of its location, exposure, and access to employment, education and shopping centers.

All of these characteristics provide supporting uses for the subject site making it desirable for multifamily development. Overall there are no known factors that would limit the site's development according to its highest and best use.

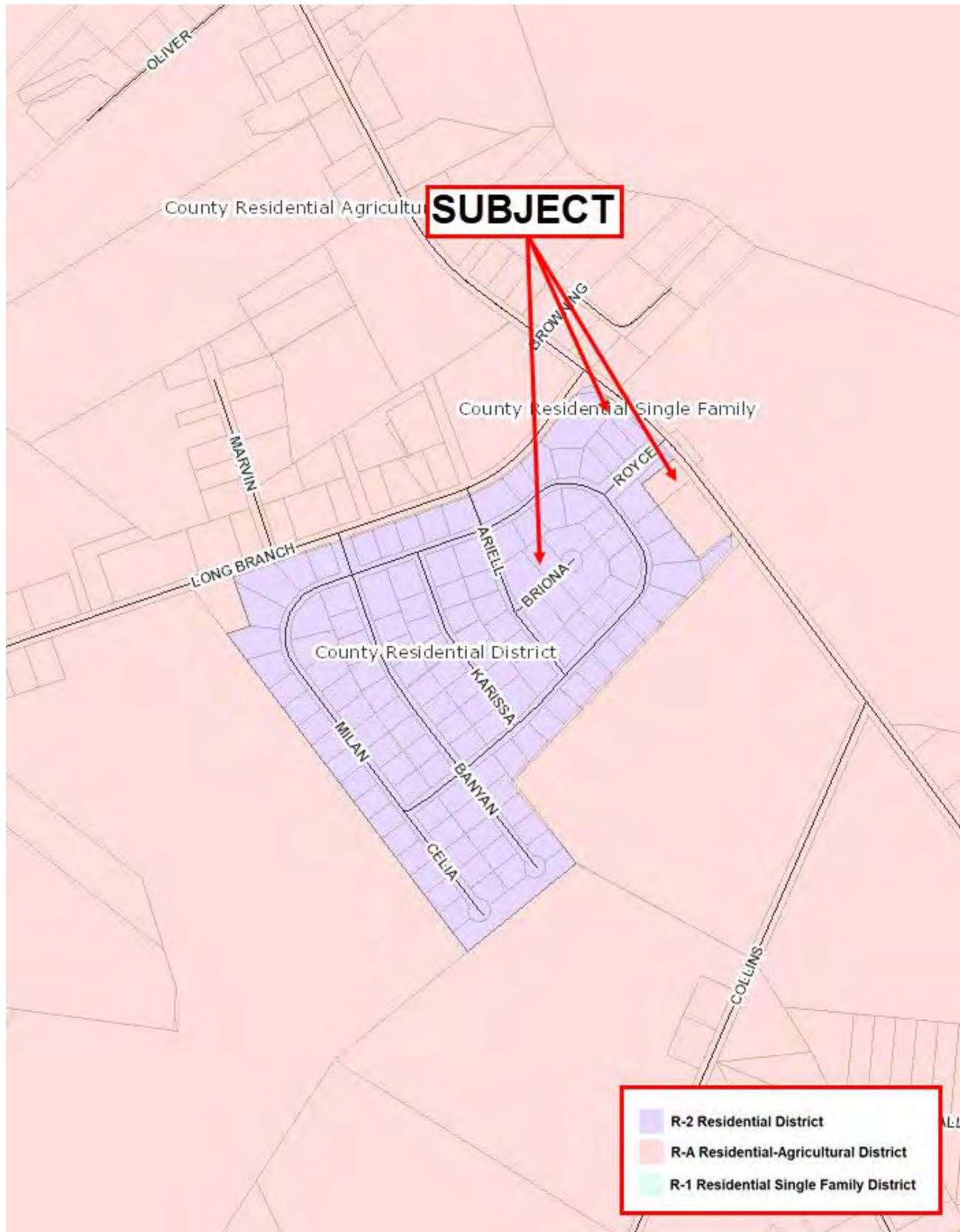


## PARCEL MAP





## ZONING MAP





## FLOOD MAP



Introduction	The information presented below is a basic description of the existing improvements. This information is used in the valuation of the property. Reliance has been placed upon information provided by sources deemed dependable for this analysis. It is assumed that there are no hidden defects, and that all structural components are functional and operational, unless otherwise noted. If questions arise regarding the integrity of the improvements or their operational components, it may be necessary to consult additional professional resources.														
Property Type	Manufactured Housing Community - All Age														
Number of Homesites	242														
Number Of Common Area Buildings	0														
Year Built	2000														
Age/Life Analysis															
Actual Age	25 Years														
Effective Age	25 Years														
Economic Life	55 Years														
Remaining Life	30 Years - Assuming regular maintenance and periodic capital improvements														
Quality	Average														
Condition	Average														
Appeal	Average														
Marketability	Average														
Density	19.8 Sites/Acre (242 Sites / 12.23 Acres)														
Parking Total	484														
Homesite Parking Spaces	484 - Concrete														
On Street Parking Spaces	0 -														
Parking Spaces/Homesite	2.0														
Parking Comment	Parking is adequate and is consistent with the other communities in the market														
Homesite Mix	The chart below details the homesite mix at the subject property.														
	<table><tr><th colspan="3">HOMESITE MIX</th></tr><tr><th>HOMESITE TYPES</th><th>NO. HOMESITES</th><th>% OF TOTAL</th></tr><tr><td>Standard</td><td>242</td><td>100.0%</td></tr><tr><td>TOTAL</td><td>242</td><td>100%</td></tr></table>			HOMESITE MIX			HOMESITE TYPES	NO. HOMESITES	% OF TOTAL	Standard	242	100.0%	TOTAL	242	100%
HOMESITE MIX															
HOMESITE TYPES	NO. HOMESITES	% OF TOTAL													
Standard	242	100.0%													
TOTAL	242	100%													
Common Area Buildings	There are no common area buildings at the subject property.														
Project Amenities	The subject property has no amenities.														
Site Improvements	The subject property has the following site improvements: asphalt streets, gutters and street lights.														



**SALES OFFICE****MAIL CENTER****Landscaping**

The subject has a typical amount of landscaping. There are mature plantings surrounding the property. Plantings throughout the property include trees and mowed lawn.

**Deferred Maintenance**

Deferred maintenance is measured as the cost of repairing or restoring the item to new or reasonably new condition. Based on our interview with the property manager and the onsite inspection by the field appraiser, no observable deferred maintenance exists.

**Hazardous Materials**

This appraisal assumes that the improvements are constructed free of all hazardous waste and toxic materials, including (but not limited to) asbestos. Please refer to the Assumptions and Limiting Conditions section regarding this issue.

**ADA Compliance**

This analysis assumes that the subject complies with all ADA requirements. Please refer to the Assumptions and Limiting Conditions section regarding this issue.

**Conclusion**

The subject improvements are a Class C manufactured housing community in average condition for their age and for the surrounding neighborhood.

INTRODUCTION

Assessment of real property is established by an assessor that is an appointed or elected official charged with determining the value of each property. The assessment is used to determine the necessary rate of taxation required to support the municipal budget. A property tax is a levy on the value of property that the owner is required to pay to the municipality in which it is situated. Multiple jurisdictions may tax the same property.

The subject property is located within Robeson County. The assessed value and property tax for the current year are summarized in the following table.

ASSESSMENT & TAXES							
Tax Year	2024-2025			Tax Rate		0.8500%	
Tax District	036			Taxes Current		Yes	
APN	LAND	IMPV	TOTAL	EXEMPTIONS	TAXABLE	BASE TAX	
030303015	\$4,000	\$0	\$4,000	\$0	\$4,000	\$34	
030304001	\$2,500	\$1,600	\$4,100	\$0	\$4,100	\$35	
030304002	\$2,500	\$1,600	\$4,100	\$0	\$4,100	\$35	
030304003	\$2,500	\$0	\$2,500	\$0	\$2,500	\$21	
030304004	\$5,000	\$2,400	\$7,400	\$0	\$7,400	\$63	
030304005	\$5,000	\$2,200	\$7,200	\$0	\$7,200	\$61	
030304006	\$8,300	\$2,400	\$10,700	\$0	\$10,700	\$91	
030304007	\$8,300	\$2,400	\$10,700	\$0	\$10,700	\$91	
030304008	\$8,300	\$2,400	\$10,700	\$0	\$10,700	\$91	
030304009	\$8,300	\$2,200	\$10,500	\$0	\$10,500	\$89	
030304010	\$8,300	\$3,200	\$11,500	\$0	\$11,500	\$98	
030304011	\$8,300	\$2,800	\$11,100	\$0	\$11,100	\$94	
030304012	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304013	\$5,000	\$700	\$5,700	\$0	\$5,700	\$48	
030304014	\$8,300	\$2,300	\$10,600	\$0	\$10,600	\$90	
030304015	\$5,000	\$700	\$5,700	\$0	\$5,700	\$48	
030304016	\$5,000	\$700	\$5,700	\$0	\$5,700	\$48	
030304017	\$5,000	\$700	\$5,700	\$0	\$5,700	\$48	
030304018	\$5,000	\$700	\$5,700	\$0	\$5,700	\$48	
030304019	\$8,300	\$2,200	\$10,500	\$0	\$10,500	\$89	
030304020	\$8,300	\$2,200	\$10,500	\$0	\$10,500	\$89	
030304021	\$5,900	\$1,400	\$7,300	\$0	\$7,300	\$62	
030304022	\$5,000	\$700	\$5,700	\$0	\$5,700	\$48	
030304023	\$5,000	\$1,800	\$6,800	\$0	\$6,800	\$58	
030304024	\$5,000	\$700	\$5,700	\$0	\$5,700	\$48	
030304025	\$5,000	\$2,200	\$7,200	\$0	\$7,200	\$61	
030304026	\$5,000	\$1,600	\$6,600	\$0	\$6,600	\$56	
030304027	\$5,000	\$700	\$5,700	\$0	\$5,700	\$48	
030304028	\$5,000	\$900	\$5,900	\$0	\$5,900	\$50	
030304029	\$5,000	\$1,600	\$6,600	\$0	\$6,600	\$56	
030304030	\$5,000	\$0	\$5,000	\$0	\$5,000	\$43	
030304031	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304032	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304033	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304034	\$2,500	\$4,900	\$7,400	\$0	\$7,400	\$63	
030304035	\$5,000	\$4,800	\$9,800	\$0	\$9,800	\$84	
030304036	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304037	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304038	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304039	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304040	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304041	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304042	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304043	\$2,500	\$1,600	\$4,100	\$0	\$4,100	\$35	
030304044	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304045	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304046	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304047	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304048	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304049	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304050	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304051	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304052	\$2,500	\$1,600	\$4,100	\$0	\$4,100	\$35	
030304053	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304054	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304055	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304056	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304057	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304058	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304059	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304060	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304061	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304062	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304063	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304064	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304065	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304066	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304067	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304068	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304069	\$5,000	\$3,300	\$8,300	\$0	\$8,300	\$71	
030304070	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304071	\$5,000	\$1,500	\$6,500	\$0	\$6,500	\$55	
030304072	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304073	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304074	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304075	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304076	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304077	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304078	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304079	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304080	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304081	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304082	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304083	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304084	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304085	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304086	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304087	\$8,300	\$1,600	\$9,900	\$0	\$9,900	\$84	
030304088	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304089	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304090	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304091	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304092	\$2,500	\$4,100	\$6,600	\$0	\$6,600	\$56	
030304093	\$4,100	\$3,300	\$7,400	\$0	\$7,400	\$63	
030304094	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304095	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304096	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304097	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304098	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304099	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304100	\$8,300	\$3,300	\$11,600	\$0	\$11,600	\$99	
030304101	\$5,000	\$900	\$5,900	\$0	\$5,900	\$50	
030304102	\$8,300	\$900	\$9,200	\$0	\$9,200	\$78	
030304103	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304104	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304105	\$2,500	\$1,600	\$4,100	\$0	\$4,100	\$35	
030304106	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304107	\$2,500	\$3,300	\$5,800	\$0	\$5,800	\$49	
030304108	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304109	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304110	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304111	\$8,300	\$3,200	\$11,500	\$0	\$11,500	\$98	
030304112	\$5,000	\$900	\$5,900	\$0	\$5,900	\$50	
030304113	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304114	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304115	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304116	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304117	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304118	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304119	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304120	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304121	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304122	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304123	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304124	\$8,300	\$3,100	\$11,400	\$0	\$11,400	\$97	
030304125	\$5,000	\$2,000	\$7,000	\$0	\$7,000	\$60	
030304126	\$2,500	\$0	\$2,500	\$0	\$2,500	\$21	
030304127	\$2,500	\$0	\$2,500	\$0	\$2,500	\$21	
030304128	\$3,700	\$0	\$3,700	\$0	\$3,700	\$31	
Totals	\$697,000	\$345,000	\$1,042,000	\$0	\$1,042,000	\$8,057	
Total/Homesite	\$2,680	\$1,426	\$4,306	\$0	\$4,306	\$37	

Source: Robeson County Assessment & Taxation

## SUBJECT PROPERTY ANALYSIS

The total taxable value for the subject property is \$1,042,000 or \$4,306/Homesite. There are no exemptions in place. Total taxes for the property are \$8,857 or \$37/Homesite.

As part of the scope of work, we researched assessment and tax information related to the subject property. The following are key factors related to local assessment and taxation policy. Real property in Robeson County is assessed at 100% of market value. Real property is assessed every six years. The next scheduled reassessment date is January 1, 2030. In addition to scheduled reassessments, in Robeson County any of the following can trigger a reassessment: conversion, renovation and demolition.

According to the staff representative at the Robeson County tax collector's office, real estate taxes for the subject property are current as of the date of this report.

## TAX COMPARABLES

To determine if the assessment and taxes on the subject property are reasonable, we considered historical information, as well as information from similar properties in the market. They are illustrated in the table below.

TAX COMPARABLES									
	SUBJECT	COMP 1	COMP 2	COMP 3	COMP 4	COMP 5	LOW	HIGH	AVG
Property Name	Waynesville Plantation	Jamestown	Eastview Village Manufactured Home Community	Taylor Park Manufactured Home Community	Rosewood	Countryside Village Manufactured Home Community			
Address	81 Milan Avenue	268 Ronald Boulevard	56 Beulah Church Road	600 Warwick Mill Road	3525 East Elizabethtown Road	800 Old Whiteville Road			
City, State	Lumberton, NC	Lumberton, NC	Lumberton, NC	Lumberton, NC	Lumberton, NC	Lumberton, NC			
APN	Multiple APNs	160501008	29050300704	324102039, 324103025	101201010	290501017			
Year Built	2000		1986		1970				
Homesites	242	100	46	52	130	80			
<b>Taxable \$</b>	\$1,042,000	\$651,900	\$453,100	\$266,700	\$1,219,300	\$374,400	\$266,700	\$1,219,300	\$593,080
<b>Taxable \$/Site</b>	\$4,306	\$6,519	\$9,850	\$5,129	\$9,379	\$4,680	\$4,680	\$9,850	\$7,111
<b>Total Taxes</b>	\$8,857	\$5,735	\$3,759	\$3,614	\$17,367	\$5,073	\$3,614	\$17,367	\$7,109
<b>Taxes Per Site</b>	\$37	\$57	\$82	\$69	\$134	\$63	\$57	\$134	\$81

The comparable properties reflect taxes ranging from \$57 to \$134/Homesite with an average of \$81/Homesite. The taxes for the subject property are within this range.

## CONCLUSION

The subject property is assessed in line with comparable properties. Therefore, it is our opinion that the subject's real estate assessment and taxes are at market levels.

There is risk associated with an increased assessment in the next reassessment cycle of 2030. We projected the taxes at that time based on an anticipated occupancy that should be achievable by an experienced owner/operator.



**APPLICABILITY OF CURRENT TAX LIABILITY**

Prospective Market Value Yr 5	\$13,980,000
x Adjustment for County RMV	100%
= Estimated Assessed Value	\$13,980,000
x Current Millage Rate (\$1,000)	0.850
= <b>Stabilized Taxes Estimate</b>	<b>\$11,883</b>
+ Non Ad-Valorem Taxes	\$0
= <b>Stabilized Taxes Estimate</b>	<b>\$11,883</b>
- Less Discount Early Payment - 4%	(\$475)
= <b>Stabilized Tax Estimate</b>	<b>\$11,408</b>
<b>Stabilized Taxes/Homesite</b>	<b>\$47</b>

The taxes were grossed up in Year 5 and then grown at 3% thereafter to reflect the taxes appropriate for the Stabilized Proforma.

## INTRODUCTION

Zoning requirements typically establish permitted and prohibited uses, building height, lot coverage, setbacks, parking and other factors that control the size and location of improvements on a site. The zoning characteristics for the subject property are summarized below:

### Residential District (R-2)

ZONING SUMMARY			
Municipality Governing Zoning	Robeson County Planning & Zoning Department		
Current Zoning	Residential District (R-2)		
Permitted Uses	Uses including but not limited to: residential uses, and civic		
Prohibited Uses	Any other use not listed as permitted nor compatible with the district purpose and intent.		
Current Use	Manufactured Housing Community		
Is Current Use Legally Permitted?	Yes		
Zoning Change	Not Likely		
ZONING REQUIREMENTS			
Conforming Use	The existing improvements represent a legal conforming use permitted via special use permit approval within this zone		
Minimum Lot Area Per Unit (SF)	7,000		
Minimum Lot Width At Building Line (Feet)	60		
Minimum Lot Depth (Feet)	100		
Minimum Yard Setbacks			
Front From The ROW Of The Street (Feet)	30		
Rear (Feet)	20% of lot depth		
Each Side (Feet)	10		
Street Side (Feet)	20		
Subject Density (Sites/Acre)	19.8		
Maximum Density (Sites/Acre)	No maximum density requirements		
SUBJECT PARKING REQUIREMENT			
Manufactured Home Park Area	Site	Required Spaces/Site	Required Spaces
	242	1.50	363
Single-Family Residence Area	Unit	Required Spaces/Unit	
		1.50	
Cemetery Area	Seats	Required Spaces/Seat	
		1.13	
Required Parking Spaces			363
Parking Spaces Provided			484

Source: Robeson County Planning & Zoning Department

## ZONING CONCLUSIONS

Based on the interpretation of the zoning ordinance, the subject property is a legal conforming use permitted via a special use permit approval specific to the subject development that could be rebuilt if unintentionally destroyed. The current use is permitted for ongoing use, but is subject for review upon proposed major renovation and/or full redevelopment of the site.

**Residential-Agricultural District (R-A)**

<b>ZONING SUMMARY</b>	
<b>Municipality Governing Zoning</b>	Robeson County Planning & Zoning Department
<b>Current Zoning</b>	Residential-Agricultural District (R-A)
<b>Permitted Uses</b>	Uses including but not limited to: cemeteries, agricultural uses, retail uses, care facilities, and civic uses.
<b>Prohibited Uses</b>	Any other use not listed as permitted nor compatible with the district purpose and intent.
<b>Current Use</b>	Cemetery
<b>Is Current Use Legally Permitted?</b>	Yes
<b>Zoning Change</b>	Not Likely

<b>ZONING REQUIREMENTS</b>	
<b>Conforming Use</b>	The existing improvements represent a conforming use within this zone
<b>Minimum Lot Area Per Unit (SF)</b>	20,000
<b>Minimum Lot Width Per Unit (Feet)</b>	110
<b>Maximum Lot Coverage</b>	20%
<b>Minimum Yard Setbacks</b>	
Front From The Center Of Highway (Feet)	70
Front From Property Line (Feet)	40
Rear (Feet)	20% of lot depth
Side (Feet)	15
Street Side (Feet)	20
<b>Subject Density (Sites/Acre)</b>	828.6
<b>Maximum Density (Sites/Acre)</b>	No maximum density requirements
<b>Maximum Building Height (Feet)</b>	35

Source: Robeson County Planning &amp; Zoning Department

**Residential Single Family District (R-1)**

<b>ZONING SUMMARY</b>	
<b>Municipality Governing Zoning</b>	Robeson County Planning & Zoning Department
<b>Current Zoning</b>	Residential Single Family District (R-1)
<b>Permitted Uses</b>	Uses including but not limited to: residential uses limited to single-family dwellings, and civic uses.
<b>Prohibited Uses</b>	Any other use not listed as permitted nor compatible with the district purpose and intent.
<b>Current Use</b>	Single-Family Residence
<b>Is Current Use Legally Permitted?</b>	Yes
<b>Zoning Change</b>	Not Likely

ZONING REQUIREMENTS	
<b>Conforming Use</b>	The existing improvements represent a conforming use within this zone
<b>Minimum Lot Area Per Unit (SF)</b>	15,000
<b>Minimum Lot Width At Building Line (Feet)</b>	85
<b>Minimum Lot Depth (Feet)</b>	150
<b>Minimum Yard Setbacks</b>	
Front From The ROW Of The Street	30
Rear (Feet)	20% of lot depth
Each Side (Feet)	10
Street Side (Feet)	20
<b>Subject Density (Sites/Acre)</b>	828.6
<b>Maximum Density (Sites/Acre)</b>	No maximum density requirements

Source: Robeson County Planning & Zoning Department

## ZONING CONCLUSIONS

Based on the interpretation of the zoning ordinance, the subject property is an outright permitted use that could be rebuilt if unintentionally destroyed.

Detailed zoning studies are typically performed by a zoning or land use expert, including attorneys, land use planners, or architects. The depth of our analysis correlates directly with the scope of this assignment, and it considers all pertinent issues that have been discovered through our due diligence. Please note that this appraisal is not intended to be a detailed determination of compliance, as that determination is beyond the scope of this real estate appraisal assignment.

## DEFINITIONS

As with all real estate, the manufactured housing industry has its own language. Market participants (buyers, sellers, lenders, and third parties such as brokers, inspectors, and appraisers) and community residents (those that live in manufactured housing communities) often use phrases such as Mobile Home Park or manufactured housing community, and mobile home or manufactured house interchangeably. The following provides definitions for key phrases and concepts in the industry.

### **Factory Built**

A factory built home is built off site under a controlled environment, and then located to the site. Some minimal finish may (and probably will) be required on-site.

### **Mobile Home**

By definition, a mobile home is a factory built housing unit built prior to June 15, 1976 before the Housing and Urban Development (HUD) code came into effect. Under this code, all homes are now built according to Federal Manufactured Home Construction and Safety Standards.

### **Manufactured Home**

A manufactured home is a factory built housing unit built to meet or exceed the HUD code that came into effect June 15, 1976. A manufactured home has (or should have unless it was removed) a metal tag certifying that it was built in compliance with the HUD Code affixed to the outside of the home.

### **Modular Home**

A modular home is a factory built home built after June 15, 1976 that is built in accordance with local (city, county, and/or state) building code requirements. Usually, a modular home is built to BOCA, UBC, or SEBC requirements. Theoretically, a factory built home could be built to both the HUD Code and another code—the home would be considered a manufactured home because it meets the HUD Code.

### **Manufactured Housing Community (MHC)**

A manufactured housing community is a residential community within which manufactured homes are sited. A MHC is sometimes called a mobile home park or a trailer park—these phrases are left over from the 1950s-1970s—current industry nomenclature prefers the phrase manufactured housing community. Typically, a MHC is also a land lease community where the residents own their home and pay a rent (usually monthly) for their site.

### **Single Section**

A factory built home that is delivered to the home site in one section is considered a single-sectional. This phrase is preferred to singlewide which is non-specific. Single section homes are typically 18 feet or less in width and 90 feet or less in length.

### **Multi-section**

A factory built home that is delivered to the home site in more than one section is considered a multi-sectional. This phrase is preferred to doublewide which is non-specific. Multi-section homes are twenty feet or more in width and are 90 feet or less in length.



**SINGLE SECTION****MULTI-SECTION**

## INTRODUCTION

The manufactured housing industry is unique in that it is a combination of individual home ownership and home site rental. The portion of the industry most relevant to the appraisal of the subject properties are the home site rental, as the interest typically appraised is the interest held by the community owner. The other portion (home ownership) is also relevant because the rental of the site is dependent on a potential tenant's ability to place a home on it. So while the value of the homes is not directly considered in the analysis, the ability of potential tenants to place homes on the sites is considered in the analysis. An in depth discussion of manufactured housing construction, sales, ownership and financing is presented below.

### Manufactured Housing History

The evolution of the manufactured housing community (MHC) began in the 1920s, when the first camping trailer was built in Michigan. Camping trailers adapted to other uses such as short term, transportable housing.

The need for short term housing, on-base housing during World War II resulted in the creation of house trailers. House trailers were the next generation of camping trailers. Post World War II, the need for short term, off-base housing emerged, due in part to large construction projects (dams, highways, pipelines, energy facilities) in undeveloped areas. House trailers were ideal for this type of housing. Post construction, the trailers could move to the next location. The trailers were expanded, refined, and improved, and became mobile homes in the 1960s. Mobile home parks were developments in which mobile homes were placed.

The phrase manufactured home came into being in the mid-1970s with the passage and enactment of the National Manufactured Housing Construction and Safety Standards Act, commonly known as the HUD Code. This act, and these standards, went into effect on June 15, 1976. The Act required that factory built homes be built in accordance with the HUD Code. (Factory built homes built after this date, constructed in accordance with a code other than the HUD Code, are known as modular homes.) Due to enactment of these standards, there has not been a *mobile home* built in the United States since June 15, 1976. Finally, on October 8, 1990, Congress enacted Public Law 96-399, officially changing the phrase "mobile home" to "manufactured home".

Improvements in the public perception of manufactured housing makes the manufactured homes more attractive to people who otherwise would not have considered it. Along with stricter building codes, the manufactured housing industry has been successful in banishing false concepts regarding construction of manufactured housing. Historically, manufactured homes had the reputation of being unsafe, as they were thought to be more prone to fire and wind than conventional housing. However, studies have shown that site built homes are more likely to experience a fire.

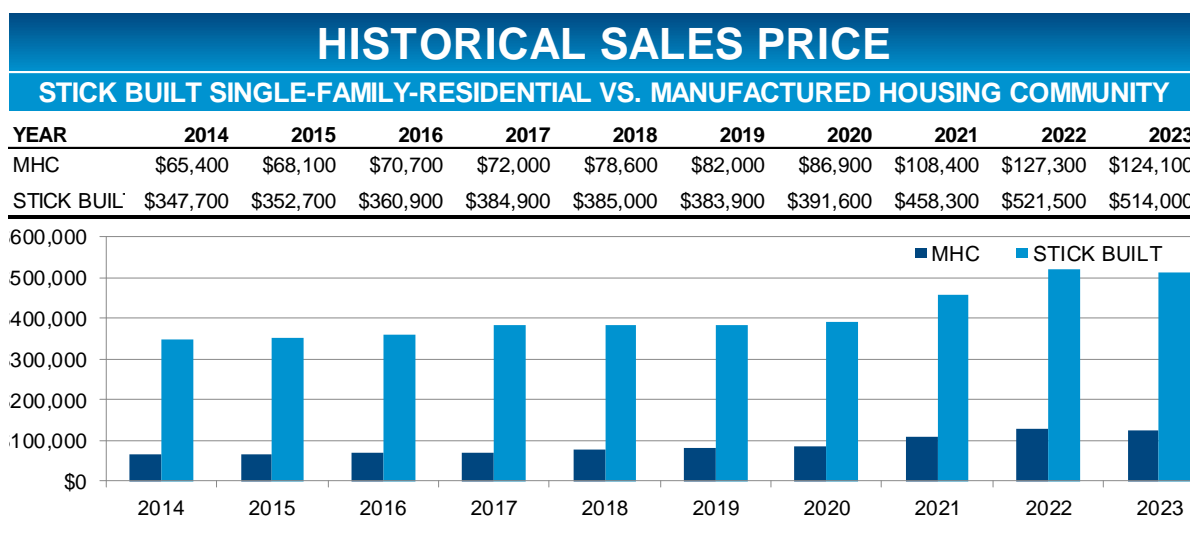
Regarding the “wind factor,” most homes are built to withstand winds of up to 70 miles per hour. Tornadoes usually have winds ranging from 112 to 200 miles per hour. Neither site built homes nor manufactured homes are designed to withstand these excessive winds. Manufactured homes have also had the perception of being a depreciating asset once purchased, much like a vehicle. Although age is a factor, the condition of the home is the most significant factor.

## KEY FACTORS

Location is the primary factor in the resale of a manufactured home. A permanently sited, well-maintained manufactured home may appreciate in value at the same rate as the surrounding neighborhood. A study conducted by Foremost Insurance Company, indicated that manufactured homes built since 1973 have appreciated on a nationwide basis.

Another study conducted by the University of Georgia, indicated the average life expectancy of a manufactured home is 55 years. In addition to better construction techniques and a higher quality product, manufactured homes have also increased in size, ranging from 700 to 2,400 square feet with up to five bedrooms.

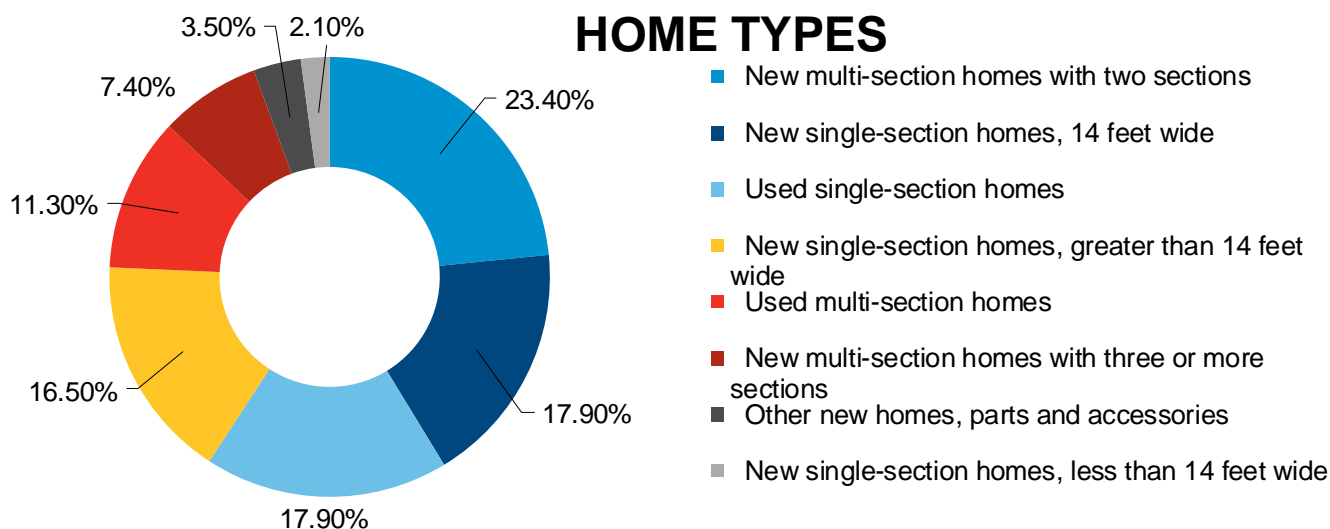
The construction and design of manufactured housing has greatly improved and has proven more cost effective than conventional site-built housing. Factory built homes typically cost 20% to 30% of comparable site built houses. This lower cost is attributed to factors involved in the actual construction of manufactured housing, such as no weather delays, volume savings resulting from bulk purchases of materials, quality control at each step of construction, and assembly line construction. This difference in costs is attractive to first time homebuyers. The following chart details the cost of a manufactured home versus a single family residential home:



Source: U.S. Commerce Department's Census Bureau via U.S. Department of Housing and Urban Development

## MARKET SEGMENTS

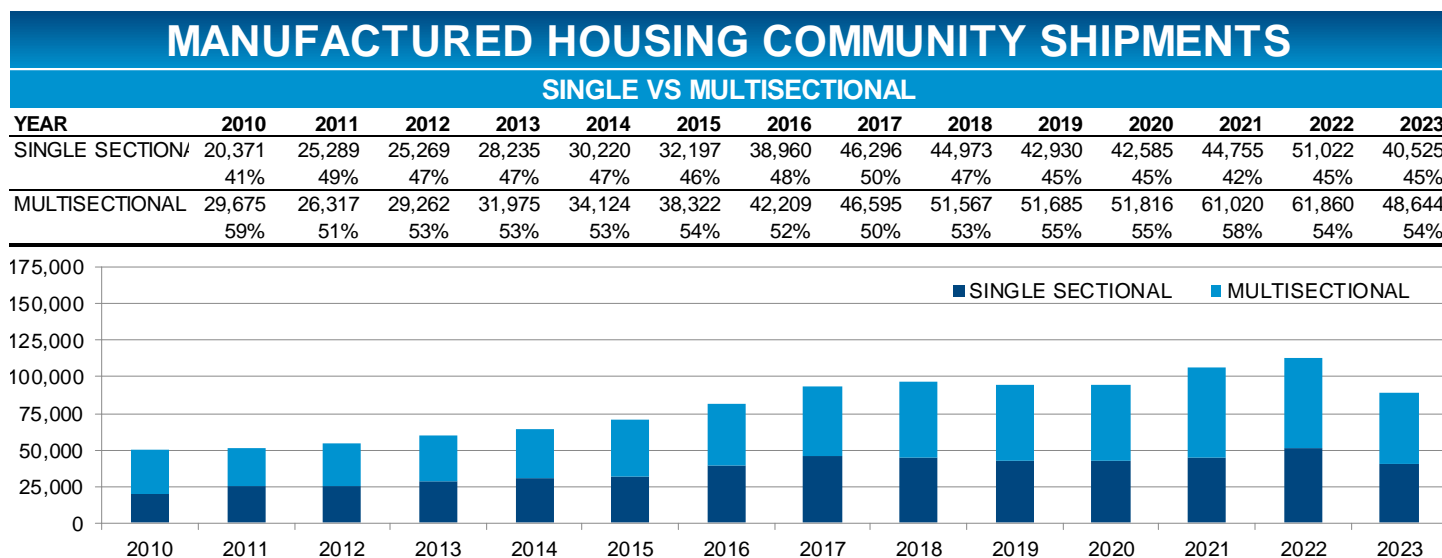
The following chart details the percentages for home sales according to type of home sold.



The largest product segment is new multi-section homes with two sections, which accounts for approximately 23.4% of revenue. Total new homes account for 67.3% of industry revenue. Used homes, which account for 29.3% of industry revenue, are obtained through trade-ins or repossessed homes purchased from or sold on a consignment basis for consumer finance companies. Multi-section homes account for approximately 78% of industry revenue compared with 61.2% in 1998. Higher demand for multi-section homes has been driven by a greater acceptance of manufactured homes as a variable housing alternative by higher-income buyers.

## NEW HOME MIX

The following chart shows the distribution between single and multi-section homes in new home shipments over the past decade. The trend is toward a balance between single and multi-section homes.



Source: U.S. Commerce Department's Census Bureau via U.S. Department of Housing and Urban Development

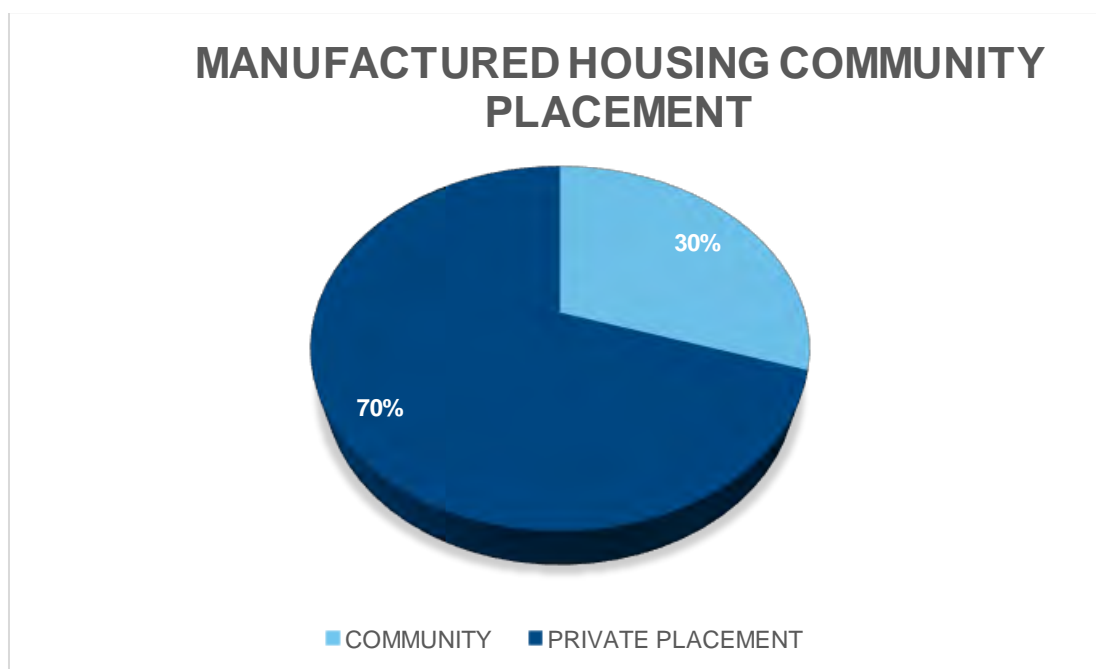
## MANUFACTURED HOUSING COMMUNITY OWNERSHIP (ALSO KNOWN AS LAND LEASE COMMUNITIES)

### Investors

Historically, the typical manufactured home community investor was a small partnership or individuals. However, as the communities have improved in design and image, as well as proven to be low risk investments, REITs, pension funds or national investment groups have begun including them in their portfolios.

### Barriers To Entry

Generally, barriers to entry are considered to be significant across the US. It may be costly to purchase suitable land to begin operations. This varies between regions and is generally dependent on existing populations, infrastructure, facilities, transport, and development. Zoning is the biggest barrier to new construction. This is generally due to a negative public perception of these facilities. Additionally, it may take several years to achieve high occupancy rates, which can hinder revenue growth.

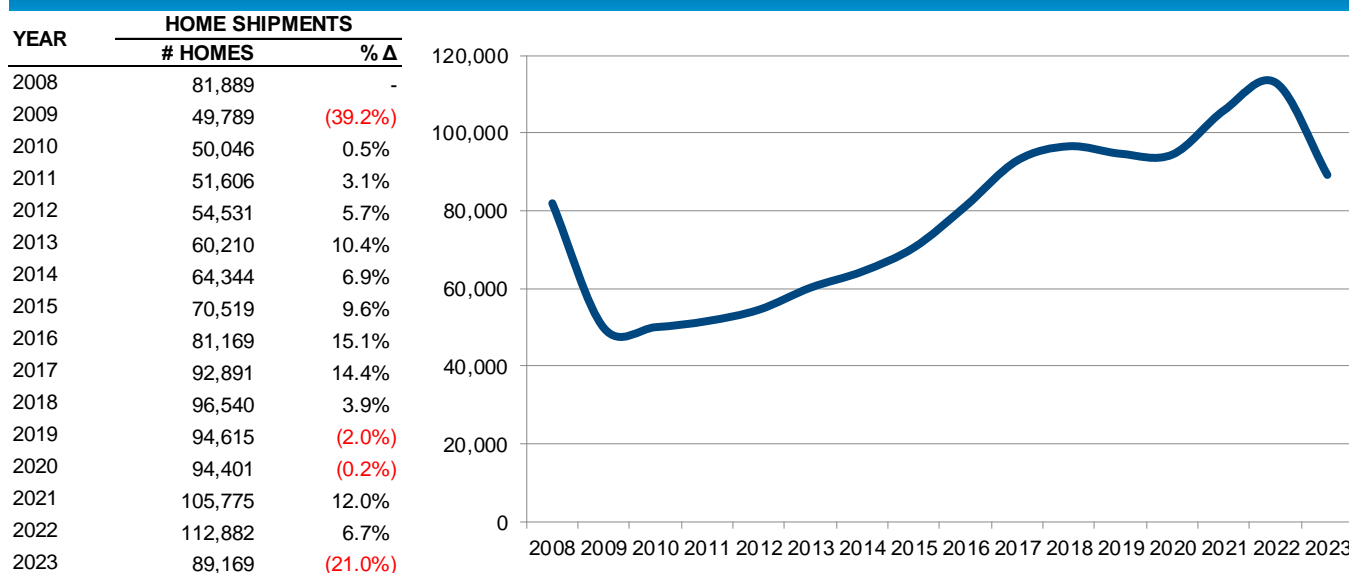


## MANUFACTURED HOME SHIPMENTS

Manufactured home shipments steadily increased from 1991 to 1998, according to the Manufactured Housing Institute (MHI). The peak of the market was 1998 when nearly 373,000 new units were delivered to the market. This growth trend was primarily fueled by a combination of economics and demographics. The following chart shows trends in the shipment of homes over the past several years.



## MANUFACTURED HOME SHIPMENTS



Source: U.S. Commerce Department's Census Bureau via Institute for Building Technology & Safety

During 2006, industry revenue continued to rise as interest rates increased and demand for low-cost housing grew. The inventory of unsold site-built homes reached a historically high peak in the second half of 2006. This continued to quell demand for manufactured housing.

In 2007, the large supply of available, moderately priced, site-built homes continued to suppress revenue growth in the industry. Average Monthly Manufactured Housing Shipments per year are estimated to have declined by 18.5% in 2007. This trend of declining shipments continued through 2009 before trending back upward through 2018, when it reached pre-recessions levels. Shipment trends appear to have generally continued to increase through 2022 before experiencing a significant decline in 2023.

### CLASSIFICATIONS/QUALITY RATINGS

#### Types of Communities

The first distinction that can be made between communities is between lifestyle and affordable housing. Lifestyle communities typically have newer, higher quality homes and community amenities. Affordable housing communities have a higher percentage of older used homes and few if any amenities. Ultimately most manufactured housing communities are “affordable” housing. However, these communities are geared toward lower income families than the typical single family community. Investors in manufactured housing typically specialize in one type of community and there are distinct investment philosophies that are tied to each type.

The next distinction that can be made is between all age and senior or age restricted (55+) communities. The all age community is the largest segment representing ±60% of the market. Operators of these sites provide leases for vacant lots within an established manufactured home community for all ages. These leases are usually on a month-by-month basis or for an entire year. Families and first-time homebuyers are large users of these manufactured home sites. This is due to these facilities providing a more affordable means of home ownership, an increase in popularity of manufactured home sites for families and as holiday homes. All-age communities are typically a mix of affordable and lifestyle.

The age restricted or 55+ communities generally provide more facilities and services for occupants, who tend to stay for longer periods of time than the family and first home buyers segments. This segment has increased in popularity for retirees. These communities are primarily lifestyle communities.

## Rating System

A star rating system is a common system with an origin in the Woodall Rating Guide. The guide ceased to be published in the early 1970s and most of the highest rated communities in existence today were constructed since 1980, at least a decade after the guide ceased publication. There is no standard rating system. Many have their own rating criteria that they reference.

In this appraisal we utilize an alphabetic classification system. The highest classified buildings are Class A. Quality but slightly inferior assets are Class B. Class C buildings are the oldest buildings, lowest quality, and often have no amenities. These are still functional assets in fair to average condition. Assets that are not functional and in poor condition are not classified. This system reflects industry standards and can be translated to both industry vernacular and standards used in other related real estate industries, most notably apartment complexes. The following chart shows our classification overview.

MANUFACTURED HOUSING COMMUNITIES RATING GUIDE				
CATEGORY	CLASS A	CLASS B	CLASS C	UNRATABLE
Density	Low (4-7 sites/acre)	Medium (10 sites/acre or less)	High (15 sites/acre or less)	High (15+ sites per acre)
Age	Built Since 1980	Built Since 1970	Built Prior to 1980	Built Prior to 1980
Amenities	Resort Style	Standard to None (if high enough quality)	Few to none	None
Quality/Layout	Subdivision Quality	High Quality grid or curvilinear layout	Medium to Low Quality/ Typical Grid Layout	Grid Layout
Roads	Asphalt or Concrete	Asphalt or Concrete	Mostly Asphalt or Concrete (Some Gravel & Dirt)	All Gravel & Dirt
Utilities	Public Utilities	Usually Public Utilities	Mix of Public and Private	Mix of Public and Private
Parking	2 Off-Street per Site	1 to 2 Off Street per Site	Mix of Off Street and On Road	On Road Parking Only
Homes (Quality)	Excellent	Good to Excellent	Average to Good	Fair
Homes (Age)	Built After 1980	Majority Built after 1980	Built after 1976	Built before 1976
Homes (Mix)	Mostly Multi-Section	Single and Multisection	Primarily Single Sectional	Primarily Single Sectional
COMPARISON TO STAR RATING				
Star Rating (Non-Woodall)	Five Star	Three to Four Star	Two to Three Star	One Star or Unratable
Star Rating (Woodall)	N/A	N/A	N/A	N/A

## DEMAND FACTORS

### Demographics

For each of the two types of communities previously detailed there are differing demographic bases. All-Age communities typically serve low income earners and first time home owners. Senior (55+) communities serve low to high middle income retirees. There are also some higher income retirees who see manufactured housing as an option to maintain multiple residences.

Location aspects desired by residents in All-Age communities include proximity to employment, shopping, and major traffic arteries. Affordable housing community residents are employed primarily in industrial parks and retail centers rather than in offices. For those with children, school districts play a major role in choice of location. Manufactured housing can offer an entry point to a high quality school district for an affordable monthly payment.

Location aspects for Senior (55+) communities are different. Important to these residents are community amenities, climate, proximity to family, along with medical and retail support services. For some these homes are an affordable second home.

Another factor is the ease of relocation. For people who work in jobs that require regular geographic relocation, manufactured home sites provide an affordable and easy way to move between states as required for employment or personal reasons.

### The Economy

Manufactured housing follows shifts in the economy as does other forms of residential real estate, but it often works at counter cycles.

Several factors have combined to increase the demand for manufactured housing communities over the last few years, specifically, the declining homeownership and household formation rates. Since the collapse of the housing bubble, both people and banks have become more averse to financial risk, especially for mortgages. Homeownership became harder to obtain and coupled with the sharp increase in foreclosures, many renters were back in the market for manufactured housing communities. Job losses, decreased incomes, reduced asset values and other financial hits that occurred as a result of the Great Recession forced others to downsize as well. Another wave of former homeowners may be entering the rental market soon as a recent Inspector General report indicates that nearly half of the mortgages modified in 2009 under the Home Affordable Modification Program (HAMP) are in default again.

Homeownership rates have steadily declined from a historical high of 69.2% in 4Q 2004 to a low of 63.7% in 4Q 2016. Since then, homeownership rates have inched back upward to 65.8% in 4Q 2020. For each one percentage point decline in homeownership, there is a shift of approximately 1.1 million households to the rental market. Interest rates remain at all-time lows, resulting in a surge in single-family sales as fence-sitters move in to the market. Single-family home prices rose 13.0% from last year as builders are unable to put homes up fast enough to keep up with residential demand.

## COMPETITION

There are two types of competition for a manufactured housing community. The first is the most obvious; a community must directly compete with other manufactured housing communities in the market for residents. The second is the indirect competition the properties have from single family homes and from apartments:

### Direct

There are several factors that influence a customer's decision to lease a site within a particular manufactured home community, including

- › **Homes** - As with single family residential residents want the quality of the homes in their community to be as good if not better than their own. The quality of manufactured homes has improved significantly in recent years. So communities with a higher percentage of newer homes are more attractive.
- › **Amenities** - Most manufactured home communities offer a wide range of community facilities, such as swimming pools, clubhouses, cable television services, golf courses and others. Particularly for retirees or those who intend to utilize the facilities provided, the quality and condition of amenities can be very important.
- › **Quality** - Factors that go into the quality of a community include the streets, homes, lighting, amenities, and parking. These all contribute to the overall “feel” of the community. The previous discussion on lifestyle versus affordable housing bears repeating here. Lifestyle communities tend to be higher quality communities. However, simply because a community is an affordable housing option does not necessarily mean it is a low quality community. A well located affordable housing community may well be better maintained and have a higher occupancy than a competing lifestyle community.
- › **Management/Reputation** - If a manufactured home community, or the operating company, has a poor reputation for quality of facilities, resident noise, or lack of service, this can result in lost revenues and residents. Well maintained, friendly, and clean communities are more likely to be preferable to potential and existing residents. The impact of management is hard to overlook. A competent manager, with experience in selling and financing homes or with renting in a primarily rental home community, is invaluable. They can be the difference between maintaining or increasing occupancy and losing residents. Likewise the ability of a management company to provide homes for sales and financing is equally important. This is one reason for recent consolidation that has taken place in the industry. Smaller owner/operators are increasingly having difficulty in this area.
- › **Costs** - Costs include the purchase and finance of a home, rents, and utilities. This again has been an issue for smaller owner/operators. A community located in an area with high utility costs may have to offer much lower rent to attract residents from the lower utility cost areas in the market.
- › **Location** - For people looking to live within a particular region, or close to family, relatives or friends, the location of a manufactured home community may be the most important consideration. For an established manufactured home community with a high occupancy rate, a lack of good quality lots in a good position can deter new residents. Similarly, if a site is located near an undesirable feature, such as electricity towers or a freeway, this may be difficult to lease out.

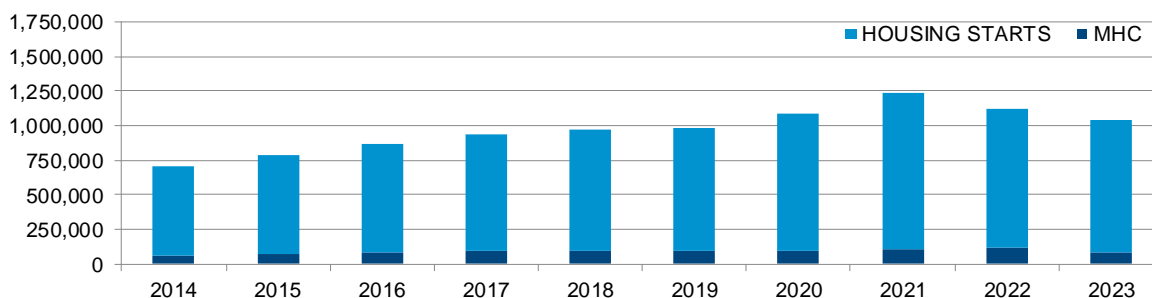
### Indirect

Manufactured housing sits somewhere between apartments and single family residential on the spectrum of home ownership. Residents typically own their own home but rent the land. In retirement areas and in many lifestyle communities the relationship to other components of the residential market more closely resembles single family residential. However, for affordable housing communities and for communities with a high percentage of community owned rental homes the relationship more closely resembles apartments. The following chart details the percentages of new housing starts to manufactured housing shipments:



## HOUSING STARTS VS. SHIPMENTS

YEAR	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
MHC	64,331	70,544	81,136	92,902	96,555	94,615	94,390	105,775	112,882	89,169
HOUSING START	648,000	715,000	782,000	849,000	876,000	888,000	991,000	1,127,000	1,005,000	948,000
TOTAL	712,331	785,544	863,136	941,902	972,555	982,615	1,085,390	1,228,772	1,117,882	1,037,169
MHC (% of Total)	9%	9%	9%	10%	10%	10%	9%	9%	10%	9%



Source: U.S. Commerce Department's Census Bureau via U.S. Department of Housing and Urban Development

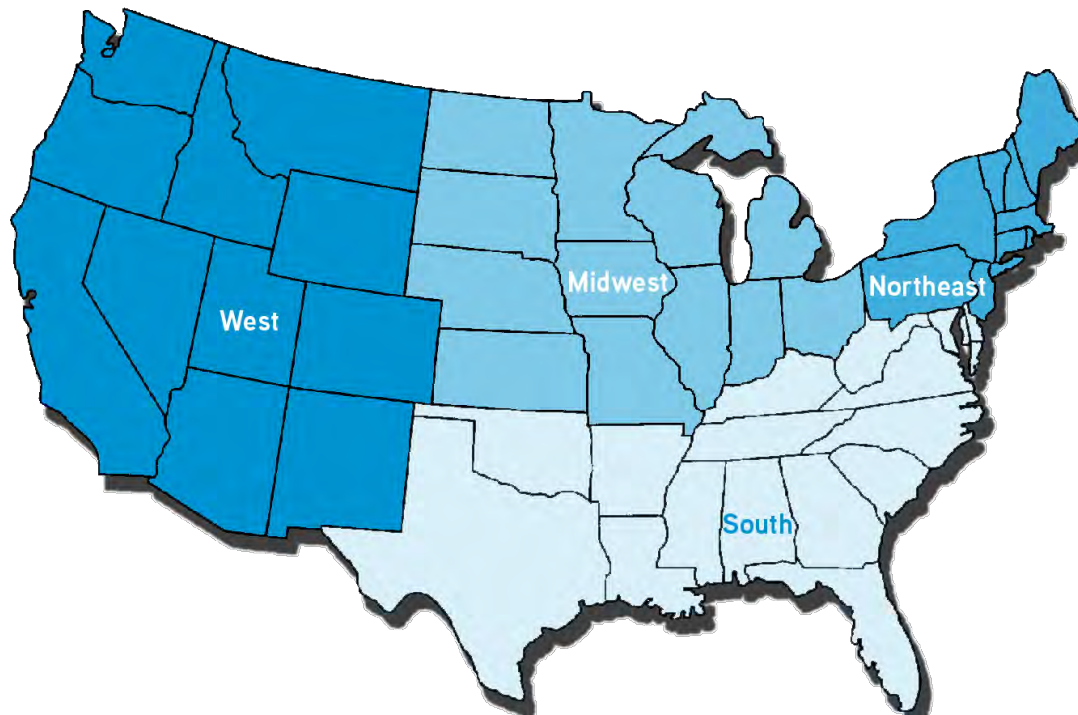
You can see the relationship between manufactured housing demonstrates the relationship overall between single family residential and manufactured housing. During the height of the housing bubble the number of shipments decreased significantly relative to new housing starts. This was also a period of declining occupancy in many communities. The crash of single family markets resulted in an increase (relative to new housing starts) in the percentage of shipments to housing starts. Below are some factors that impact potential residents decision-making regarding living in manufactured housing communities.

- › **The total price of a manufactured home and lot rent.** The purchase of a manufactured home and rent of a community lot is generally considerably more affordable than a traditional home and land package. For this reason, manufactured home communities are popular with the over 55 years of age group, first home buyers, families, and low income groups. Community owners generally try to get the cost of the home and the lot rent to equal less than the average rent of a comparable 2 to 3 bedroom apartment in the property's area.
- › **The level of interest rates and mortgage defaults.** During periods of low mortgage interest rates, demand for manufactured home sites decreases as people feel they can afford a traditional home and land, apartment or condominium. However, as interest rates increase, mortgage defaults can result in stronger demand for more affordable alternatives.
- › **Attractiveness of manufactured homes.** Newer homes are more comparable to single family or site built homes.
- › **The social status of living in a manufactured home community.** The lower costs are often offset by a perceived lower level of social status. This has been reduced somewhat by improvements in the public perception of manufactured homes. In the past, manufactured home communities had a negative image of poor, unkempt housing, with dilapidated cars parked in the yards, creating an eyesore for neighboring property owners. Fortunately, for the manufactured home industry, the "trailer park" image is giving way to a newer concept; well designed and groomed communities which closely resemble conventional subdivisions.

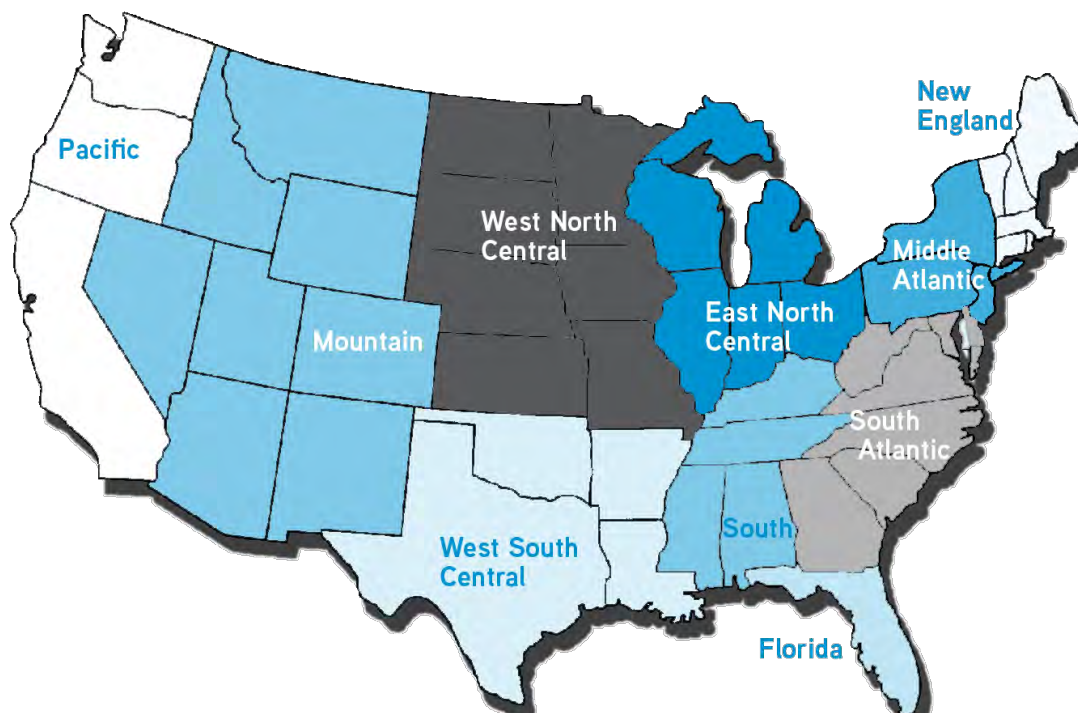
## REGIONAL ANALYSIS

National MHC data was available from state governments, manufactured housing industry groups, and the federal government. The Census Bureau identifies four major regions in the country which are further subdivided into nine “sub”-regions. For the purpose of analysis an additional “sub”-region is added. Florida is a unique enough state that it is separated from the “South Atlantic” sub-region and analyzed separately. The following maps show the delineation of the regions and sub regions.

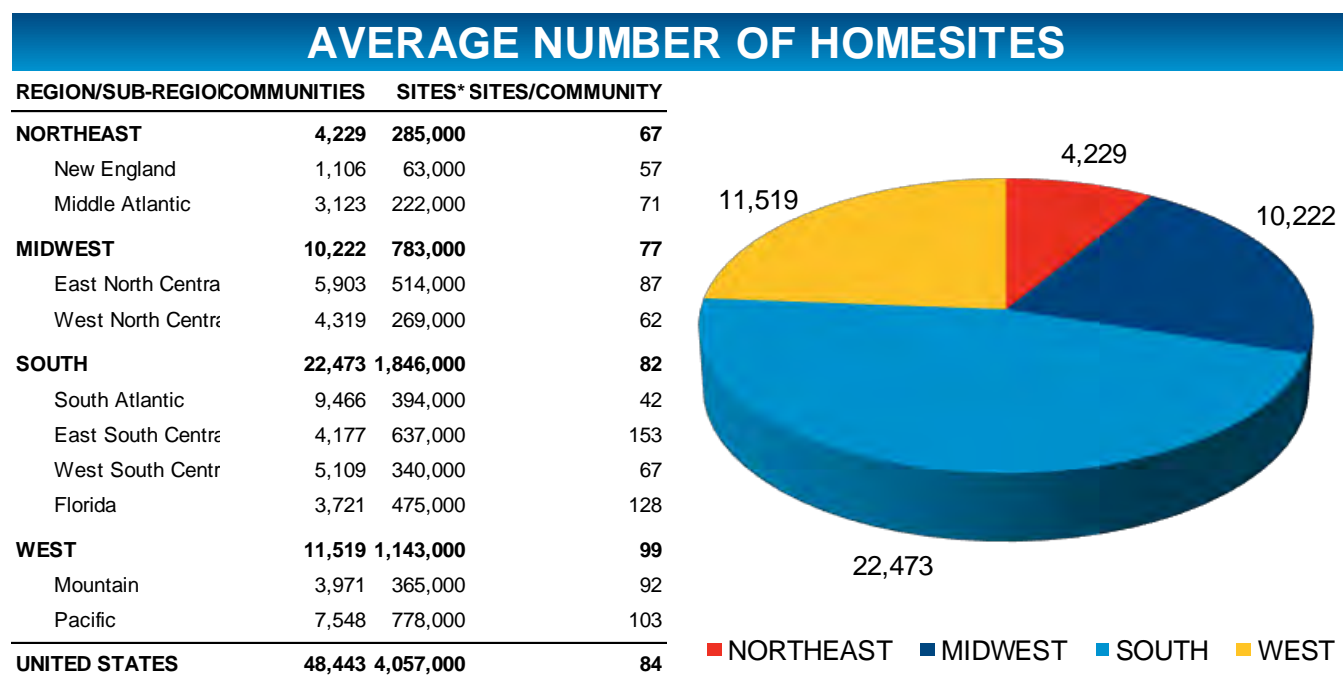
### Regions



### Sub-Regions



The following chart shows the different regions and sub-regions and identifies the number of communities and homesites in each area.



The northeast is the smallest region and the South is the largest. The Pacific sub-region is the largest sub-region, while the New England sub-region is the smallest. The East South Central has the largest communities (on average) with the Florida having the second largest. The South Atlantic has the smallest communities with an average of 42 sites per property. The following paragraphs examine each region separately.

#### Northeast

New York and Pennsylvania have the most communities with just under 1,500 homesites each. New Jersey, Massachusetts, and Connecticut have the largest communities with average community sizes of 151, 146, and 124 respectively.

#### Midwest

Michigan has the most homesites in the Midwest with nearly 200,000 homesites. This is mostly the result of larger properties. Michigan communities have most homesites per community in the Midwest, with an average of 155 homesites per community. Ohio has the most communities but with much fewer sites per community at 68.

#### South

Florida has more homesites than any other state by a significant margin with over 400,000 homesites. North Carolina has ±4,100 communities but they have an average size of just 30 homesites per community.

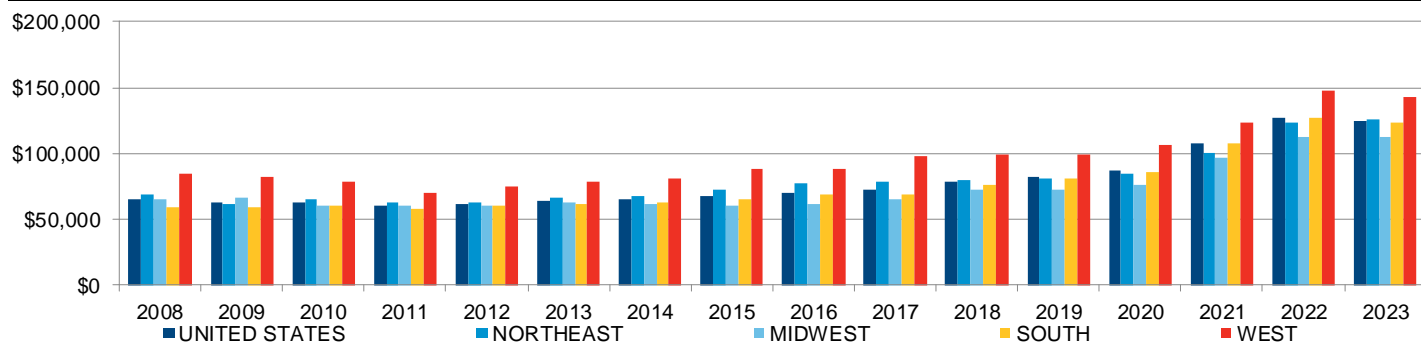
#### West

California has the most homesites of any state in the country and consequently in the west as well. It has over 560,000 sites in nearly 4,000 communities. The average number of homesites in California's communities is 151. Other states with many communities include Arizona (±1,000), Colorado (±1,100), Oregon, (±1,400), and Washington (±2,100).

The following chart shows the average home price by region in the United States. The Western region has the highest priced homes with the Pacific sub-region having the highest cost of living overall.

### AVERAGE SALES PRICE OF NEW MANUFACTURED HOMES BY REGION & SIZE OF HOME

UNITED STATES				NORTHEAST			MIDWEST			SOUTH			WEST		
YEAR	TOTAL	SINGLE	DOUBLE	TOTAL	SINGLE	DOUBLE	TOTAL	SINGLE	DOUBLE	TOTAL	SINGLE	DOUBLE	TOTAL	SINGLE	DOUBLE
2008	\$64,700	\$38,000	\$75,800	\$68,400	\$46,100	\$77,700	\$65,700	\$39,400	\$74,500	\$59,600	\$36,900	\$72,700	\$84,900	\$42,700	\$87,100
2009	\$63,100	\$39,600	\$74,500	\$61,400	\$44,200	\$69,300	\$66,200	\$41,100	\$75,700	\$59,400	\$38,700	\$72,800	\$82,100	\$44,500	\$83,300
2010	\$62,800	\$39,500	\$74,500	\$65,700	\$44,000	\$76,900	\$60,600	\$41,400	\$74,500	\$60,100	\$38,600	\$72,700	\$78,600	\$42,100	\$82,000
2011	\$60,500	\$40,600	\$73,900	\$62,700	\$41,600	\$75,800	\$60,800	\$42,800	\$76,500	\$58,400	\$40,000	\$71,900	\$70,600	\$41,800	\$80,200
2012	\$62,200	\$41,100	\$75,700	\$63,400	\$41,300	\$76,400	\$60,900	\$43,300	\$77,300	\$60,100	\$40,700	\$73,600	\$75,300	\$41,500	\$84,200
2013	\$64,000	\$42,200	\$78,600	\$66,500	\$44,300	\$79,600	\$62,900	\$43,300	\$80,000	\$61,200	\$41,700	\$76,500	\$79,100	\$44,600	\$86,600
2014	\$65,358	\$45,050	\$82,058	\$68,258	\$47,483	\$84,900	\$61,100	\$46,425	\$80,742	\$63,000	\$44,175	\$79,617	\$81,017	\$48,308	\$91,050
2015	\$68,058	\$45,550	\$86,700	\$72,533	\$50,125	\$91,158	\$60,708	\$46,433	\$83,808	\$65,133	\$44,575	\$82,642	\$88,800	\$47,108	#####
2016	\$70,658	\$46,850	\$89,458	\$76,900	\$48,925	\$99,508	\$61,700	\$46,383	\$86,417	\$68,625	\$45,667	\$86,392	\$88,225	\$55,058	#####
2017	\$71,983	\$48,283	\$92,808	\$78,608	\$52,442	\$97,775	\$65,108	\$47,733	\$87,142	\$68,300	\$47,883	\$88,592	\$97,900	\$50,658	#####
2018	\$78,600	\$52,592	\$99,542	\$80,008	\$53,567	#####	\$72,308	\$53,658	\$96,933	\$75,875	\$51,692	\$96,717	\$99,133	\$57,900	#####
2019	\$82,033	\$53,158	#####	\$80,975	\$54,017	#####	\$72,100	\$53,883	\$98,567	\$80,725	\$52,833	#####	\$99,600	\$52,617	#####
2020	\$87,000	\$57,300	#####	\$85,200	\$57,900	#####	\$76,700	\$57,000	#####	\$85,800	\$56,800	#####	#####	\$61,800	#####
2021	#####	\$72,600	#####	#####	\$71,600	#####	\$96,400	\$71,500	#####	#####	\$73,100	#####	#####	\$72,200	#####
2022	#####	\$86,100	#####	#####	\$87,192	#####	#####	\$86,033	#####	#####	\$85,433	#####	#####	\$87,483	#####
2023	#####	\$84,633	#####	#####	\$90,008	#####	#####	\$84,983	#####	#####	\$83,408	#####	#####	\$88,300	#####



Source: U.S. Commerce Department's Census Bureau via U.S. Department of Housing and Urban Development



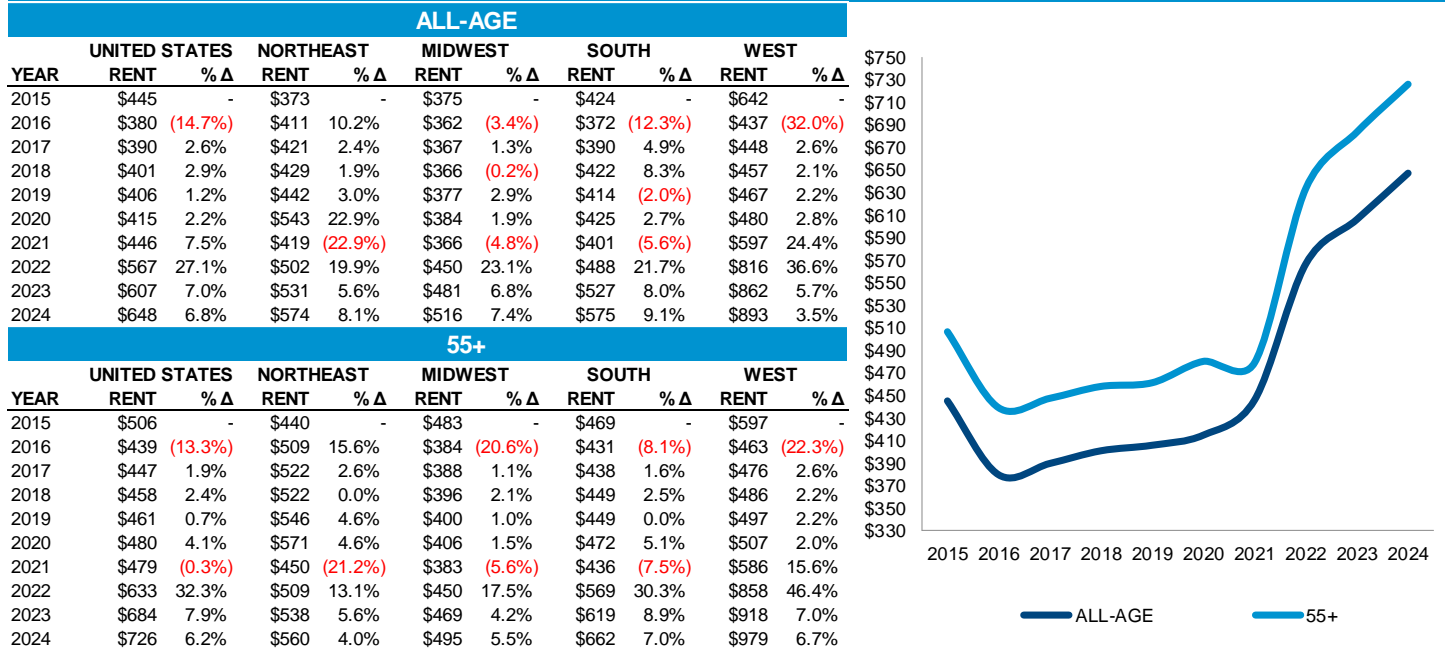
## NATIONAL RENT & OCCUPANCY TRENDS

JLT & Associates performs an annual survey of seventy-one major markets throughout the United States and includes 751 “55+” communities with 197,936 homesites and 1,285 “All Ages” communities with 362,936 homesites. These surveys include rent and occupancy trends.

### Rent Trends

The following chart details rent trends in the different regions and nationally. The rents are also categorized by all-age versus age-restricted (55+) communities. Generally speaking age-restricted communities command higher rents. Rents have been increasing steadily over the past several years.

## NATIONAL RENT TRENDS

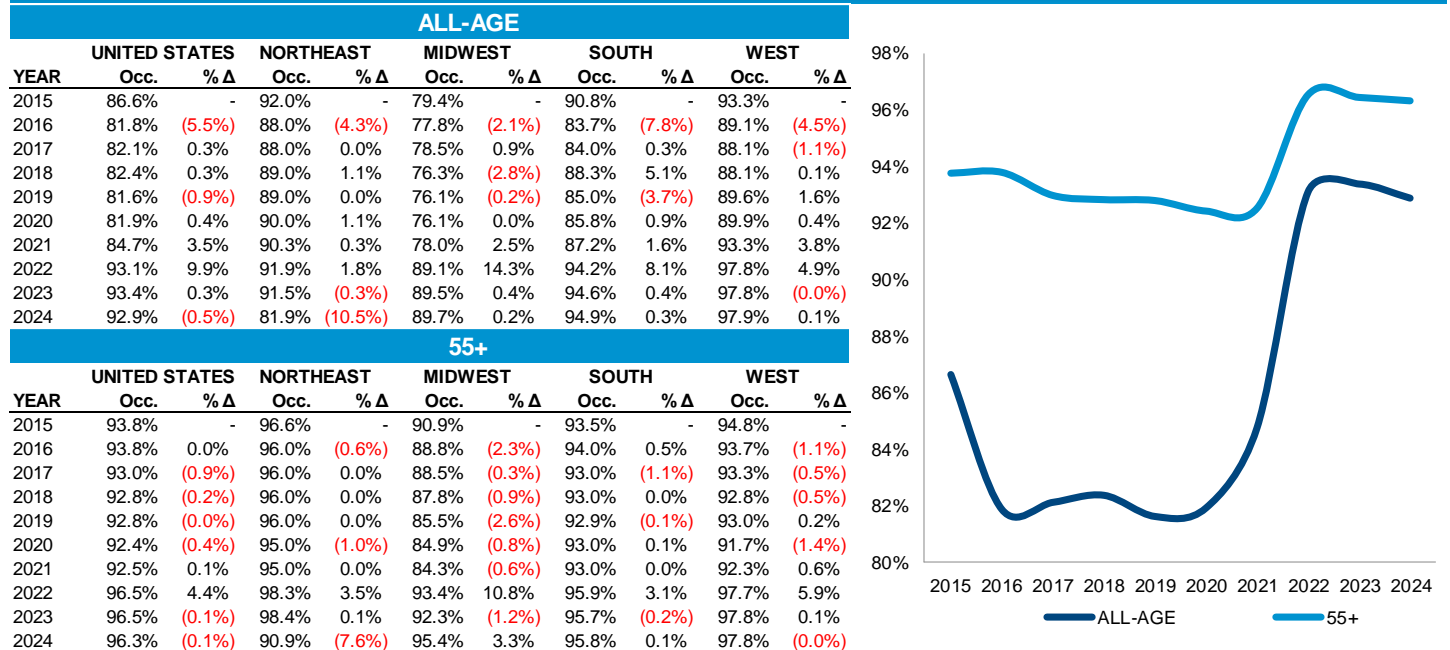


Source: JLT & Associates

## Occupancy Trends

The following chart details occupancy trends over the past couple of years both regionally and nationally. The rents are also categorized by all-age versus age-restricted (55+) communities. Generally speaking age-restricted communities are better occupied.

### NATIONAL OCCUPANCY TRENDS



Source: JLT & Associates

## SUBJECT'S MARKET AREA

This section of the report provides an overview of market trends that influence demand for manufactured home communities in the subject's market area and surrounding areas. The major factors requiring consideration are the supply and demand conditions that influence multi-family development. The following paragraphs discuss existing supply and potential inventory. Demand will also be analyzed by examining vacancy, rent levels, and absorption rates.

### JLT & Associates Data

The supplemental rents come from a survey conducted by JLT & Associates. JLT & Associates performs an annual survey of the Raleigh manufactured housing market. The survey includes 14 communities, with a total of 2,601 homesites. The chart below details the composition of the market.

RALEIGH MARKET			
	AVG COMMUNITY SIZE	COMMUNITIES	HOMESITES
All Age	186	14	2,601
<b>TOTAL</b>	<b>186</b>	<b>14</b>	<b>2,601</b>

## SUPPLY

### Existing Supply

The market vacancy survey includes manufactured home communities in the subject property's market area. The communities included in the vacancy survey range in size from 52 sites to 296 sites. The following chart presents manufactured home community developments that are considered to compete with the subject.

VACANCY SURVEY AS OF MAY 2025				
PROJECT	YEAR BUILT	HOMESITES	VACANT HOMESITES	VACANCY
Waynesville Plantation	2000	242	121	50.0%
Rosewood	1970	125	28	22.4%
Jamestown	1990	296	47	15.9%
Taylor Park MHC	1985	52	7	13.5%
Rockfish Estates	1985	71	2	2.8%
Cape Fear Estates	1993	183	13	7.1%
Southlawn	1980	228	0	0.0%
<b>TOTAL/AVG</b>	<b>1986</b>	<b>1,197</b>	<b>218</b>	<b>18.2%</b>
<b>TOTAL/AVG (Excl. Unstabilized Properties)</b>	<b>1984</b>	<b>955</b>	<b>97</b>	<b>10.2%</b>

Source: Colliers International Valuation & Advisory Services

We are also aware that H&H Communities currently has 12 MHC assets in the Lumberton/Fayetteville area. We have excluded these assets from the analysis since they strictly offer the lot and home package and could not break out lot rent separately when requested. They also declined to report on the current occupancy.

### Proposed & Potential Supply

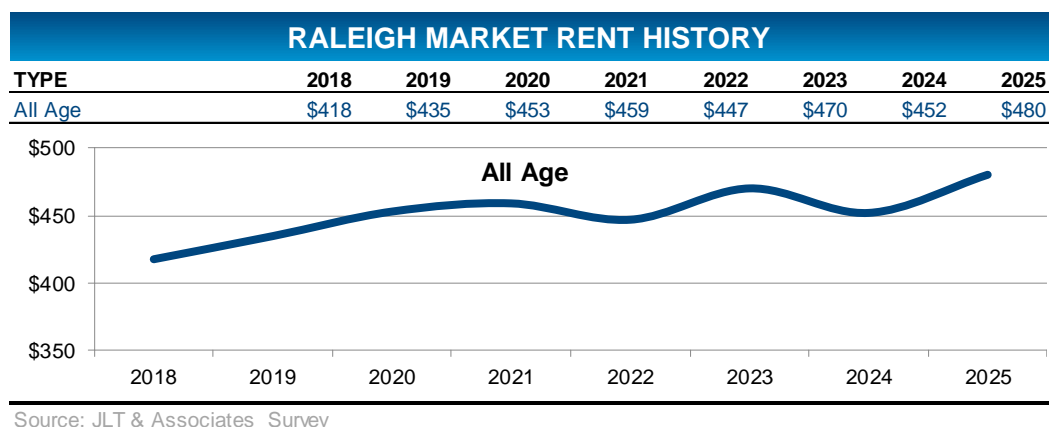
According to the City of Lumberton Planning Department, there are no manufactured home communities planned or proposed in the immediate market area. No additional communities are anticipated in the subject's general area due to zoning restrictions, land costs, and difficulty in obtaining construction financing.

### Governmental Considerations

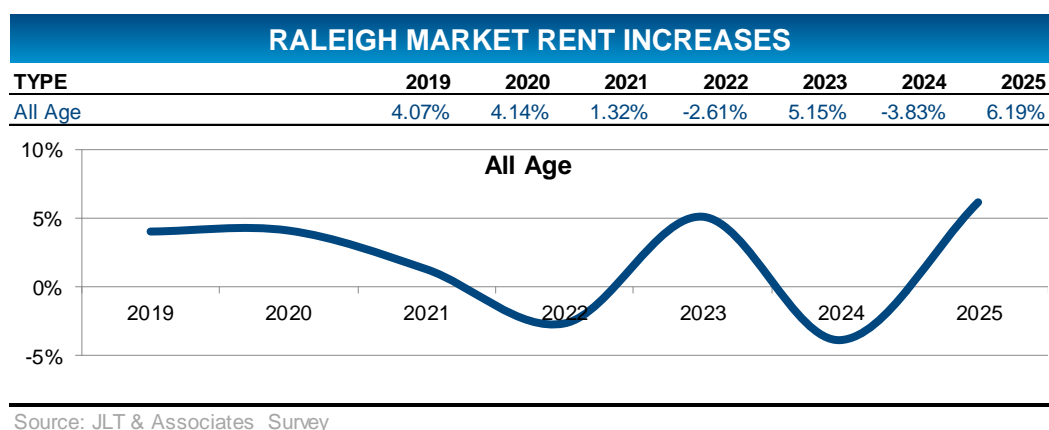
Local governmental jurisdictions have historically viewed manufactured home communities as less desirable land uses. However, as communities are being encouraged to provide affordable housing options to receive certain funding from State and Federal sources, their need for manufactured home communities to be maintained and located in their jurisdictions has increased.

## Rent Levels

The chart below details the JLT & Associates average rental data for the past several years.



The chart below details the JLT & Associates rental increase history.



Property managers in the subject's market area indicate that rents have increased annually over the past few years. Typical rent increases are based on CPI. According to our recent survey, no concessions are currently offered on lot rent in the market and have been historically rare throughout the area. Overall, rent levels are anticipated to increase at modest rates for the next few years.

## Affordability

Manufactured housing communities often provide affordable housing option, thereby creating a sustained demand for this housing type. In order to determine the affordability of owning a manufactured home in the subject property (leasing a homesite), several housing options are analyzed below. They include owning a manufactured home at the subject property, purchasing a single-family home or renting an apartment. These various housing options are evaluated to estimate the subject property's competitive 'position' in the housing market. The following table illustrates the housing comparison.



AFFORDABILITY ANALYSIS					
COMPARISON/HOUSING TYPE	MH IN SUBJECT PROPERTY		SINGLE-FAMILY HOME		APARTMENTS
Bedroom/Bath Count	2/1 - 3/2 BR/BA		2/1 - 4/2 BR/BA		2 BR
Purchase Price	\$40,000	\$40,000	\$137,113	- \$150,184	-
Down Payment or Deposit	\$2,000	\$2,000	\$27,423	- \$30,037	One Months Rent
Amount Financed	\$38,000	\$38,000	\$109,690	- \$120,147	-
Rate	7.50%	7.50%	6.00%	- 6.00%	-
Term (Years)	20	20	30	- 30	-
Monthly Mortgage Payment	\$306	\$306	\$658	- \$720	-
Taxes	\$28	\$28	\$97	- \$106	-
Insurance	\$25	\$25	\$60	- \$60	-
	Concluded	Market			
Site Rent	\$585	\$535	-	-	-
<b>TOTAL MONTHLY PAYMENT*</b>	<b>\$944</b>	<b>\$894</b>	<b>\$815</b>	<b>- \$887</b>	<b>\$1,200 - \$1,750</b>

\* Excludes maintenance and utilities.

### Manufactured Homes in the Subject Property

The costs for purchasing a manufactured home in the subject property include the costs of the home (down payment, monthly mortgage payments), taxes, insurance, and the monthly homesite rent. The purchase price utilized is based upon the typical price of homes recently listed/sold at the subject property. The homes that are located in the community would typically include seller or bank financing. Seller financing typically has higher rates with shorter terms than traditional bank financing. The taxes and insurance estimates are made based on typical rates. These costs are added to the current average site rent at the subject property. The indicated monthly expense is displayed in the table above.

### Apartment

The asking rents at apartment complexes within or near the subject's neighborhood and surrounding areas were researched for this analysis. The city has a good mix of one, two and three bedroom units. The total cost of renting sites at the subject property is below the range of rents at apartment complexes in the subject's immediate area. Therefore, in comparison to renting an apartment the subject's rents are considered reasonable.

### Single Family

The costs for purchasing a single-family home includes the price of the home (down payment and monthly mortgage payment), real estate taxes, and insurance. The purchase price is based upon the current average price of single-family homes in the subject's area (based on Census Data). The finance rates are based upon current financing options for single-family homes. The taxes are based upon information provided by the county. The insurance for these homes is based on typical insurance rate for single-family rates in the subject area. The total monthly expense is presented in the table above. The total cost of renting a site at the subject property is above the total cost of owning a home in the subject's immediate area. Therefore, in comparison to home ownership the subject's rents are considered reasonable.

### Conclusion

Renting an apartment is considered to be the least similar to purchasing a manufactured home in the subject property. Many of the amenities are often inferior; in addition, apartments have common walls and no yards. Renting a manufactured home site at the subject property is considered to be most similar to purchasing a single-family home; however, the monthly cost for a manufactured home is much lower than the cost of purchasing a single-family home in the area. Overall, the monthly housing costs discussed above demonstrate the affordability of purchasing a manufactured home.

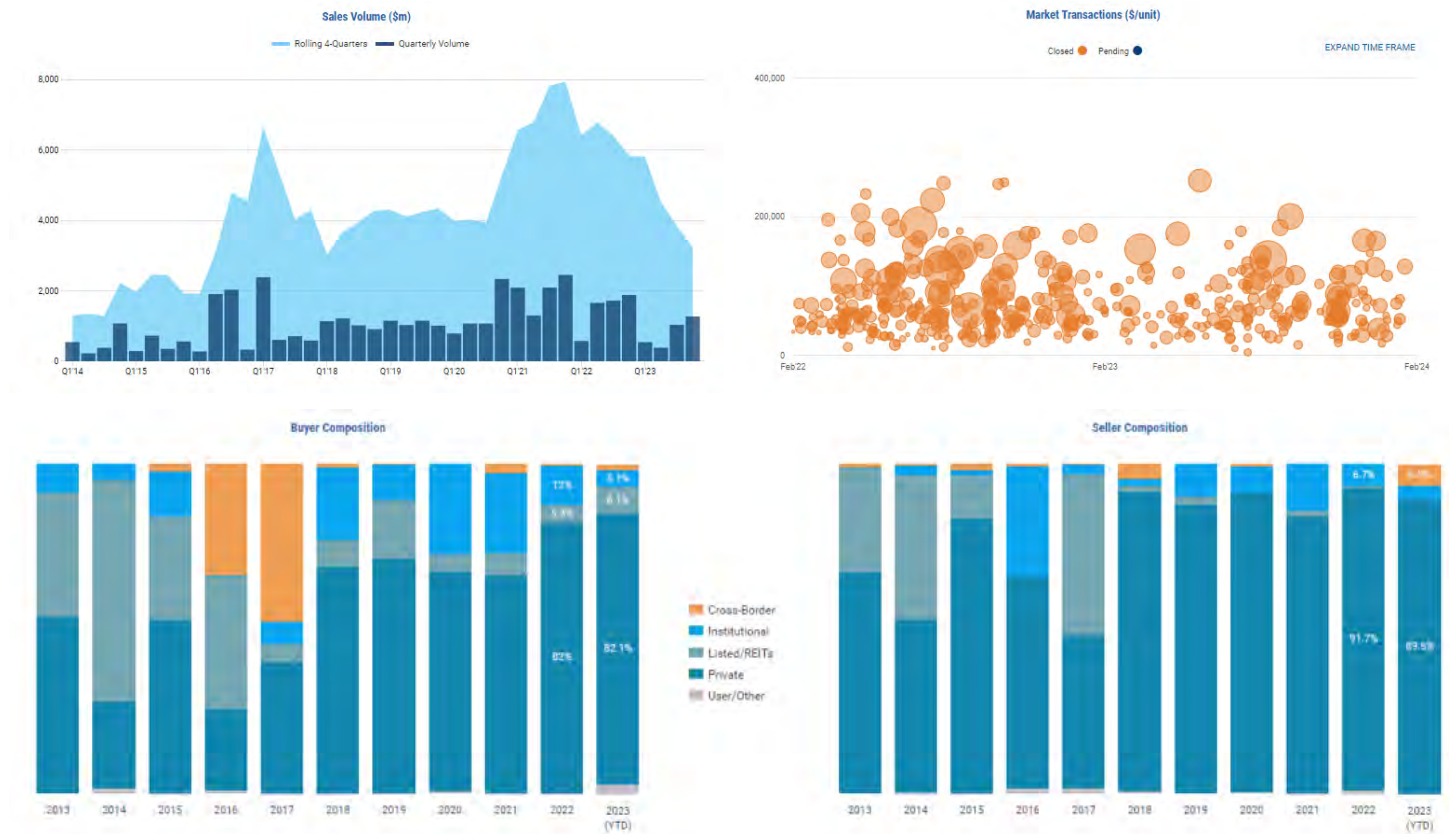
## SUBJECT MARKETABILITY


The subject is an average quality park in average condition, and has average appeal compared to the typical market supply. The subject's growing, quality income stream further enhances the subject's marketability. Overall, the subject has average to good marketability. The subject would likely attract a local or regional investor experienced in manufactured housing community ownership.


## TRANSACTION TRENDS

### Most Probable Buyer Profile/Activity

The following data is taken from the most recent Real Capital Analytics report on the top buyers and sellers in the country along with national sales volume trends.



Top Buyers				Past 24 Months 			All Time	
Rank	Buyer	City, State / Country	Investor Type	▼ Acq (\$m)	# Props	Avg. Price (\$m)	Total Global Acq (\$m)	# Props
1	Cove Communities	Phoenix, AZ , USA	Dev/Own	\$935.8	5	\$187.2	\$1,379.9	15
2	Oak Wood Properties	Dallas, TX , USA	Dev/Own	\$591.4	46	\$12.9	\$591.4	46
3	RHP Properties	Farmington, MI , USA	Dev/Own	\$504.8	61	\$8.3	\$2,665.0	233
4	Havenpark Capital Partners	Orem, UT , USA	Dev/Own	\$383.3	13	\$29.5	\$781.2	47
5	Legacy Communities MHP	Scottsdale, AZ , USA	Dev/Own	\$282.4	16	\$17.6	\$725.6	44
6	Crow Holdings	Dallas, TX , USA	Eq. Fund	\$264.0	10	\$26.4	\$16,179.3	820
7	Cobblestone Real Estate	Oak Brook, IL , USA	Dev/Own	\$239.4	11	\$21.8	\$538.8	40
8	Carlyle Group	Washington, DC , USA	Eq. Fund	\$153.9	5	\$30.8	\$33,235.4	1,631
9	BoaVida Group	Sacramento, CA , USA	Dev/Own	\$152.0	13	\$11.7	\$228.1	26
10	Cascade Corporate Management	Sacramento, CA , USA	Dev/Own	\$112.4	10	\$11.2	\$379.6	55
11	Capital Square 1031	Glen Allen, VA , USA	Dev/Own	\$104.9	2	\$52.5	\$4,909.7	147
12	Sun Communities Inc	Southfield, MI , USA	Pub. REIT	\$101.1	6	\$16.9	\$4,237.6	261
13	Waterfall Asset Mgmt	New York, NY , USA	Inv. Mgr.	\$100.0	54	\$1.9	\$955.4	78
14	Cook Properties NY	Rochester, NY , USA	Dev/Own	\$100.0	54	\$1.9	\$153.1	63
15	UMH	Freehold, NJ , USA	Pub. REIT	\$98.9	8	\$12.4	\$516.0	79
16	Open Door Capital LLC	Atlanta, GA , USA	Dev/Own	\$98.3	10	\$9.8	\$150.3	17
17	Equity Lifestyle Props	Chicago, IL , USA	Pub. REIT	\$85.6	4	\$21.4	\$1,324.8	68
18	DLP Capital Advisors	Bethlehem, PA , USA	Eq. Fund	\$63.0	2	\$31.5	\$1,756.3	78
19	River Pointe MHP LLC	Englewood, NJ , USA	Dev/Own	\$62.4	12	\$5.2	\$62.4	12
20	Three Pillar Communities	Los Altos, CA , USA	Dev/Own	\$57.6	9	\$6.4	\$127.5	20

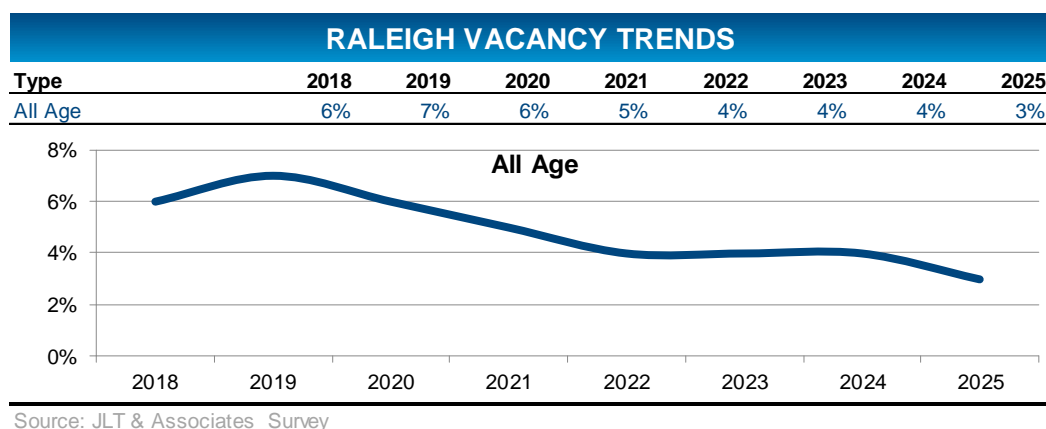
Top Sellers				Past 24 Months 			All Time	
Rank	Seller	City, State / Country	Investor Type	▼ Disp (\$m)	# Props	Avg. Price (\$m)	Total Global Disp (\$m)	# Props
1	The Blair Group	Lakeland, FL , USA	Dev/Own	\$935.8	5	\$187.2	\$935.8	5
2	Moore Enterprises	Irving, TX , USA	Dev/Own	\$591.4	46	\$12.9	\$591.4	46
3	Brookfield AM	Toronto, Ontario , CAN	Inv. Mgr.	\$559.2	27	\$20.7	\$73,010.7	1,411
4	ADG	Menomonee Falls, WI , USA	Dev/Own	\$260.0	50	\$5.2	\$407.6	61
5	Havenpark Capital Partners	Orem, UT , USA	Dev/Own	\$233.3	16	\$14.6	\$249.0	20
6	RHP Properties	Farmington, MI , USA	Dev/Own	\$188.5	8	\$23.6	\$2,335.1	155
7	Apollo Global RE	New York, NY , USA	Eq. Fund	\$166.0	13	\$12.8	\$16,652.2	505
8	Crow Holdings	Dallas, TX , USA	Eq. Fund	\$127.5	4	\$31.9	\$35,624.1	1,199
9	PGIM Real Estate	Newark, NJ , USA	Insur.	\$122.2	4	\$30.6	\$89,143.7	1,940
10	Affordable Props Inc	Caledonia, NY , USA	Dev/Own	\$100.0	54	\$1.9	\$116.1	55
11	Legacy Communities MHP	Scottsdale, AZ , USA	Dev/Own	\$86.4	1	\$86.4	\$420.7	17
12	Corrigan Group	Arizona City, AZ , USA	Dev/Own	\$85.0	1	\$85.0	\$100.0	2
13	Continental Communities	Oak Brook, IL , USA	Dev/Own	\$84.5	1	\$84.5	\$293.9	22
14	Mason Hiller Company	Redwood City, CA , USA	Dev/Own	\$81.8	2	\$40.9	\$114.1	5
15	FollettUSA	Sacramento, CA , USA	Dev/Own	\$75.0	1	\$75.0	\$358.3	24
16	Placido Holdings	West Palm Beach, FL , USA	Dev/Own	\$74.2	7	\$10.6	\$74.2	7
17	Branton Communities	IA , USA	Dev/Own	\$69.3	3	\$23.1	\$82.2	7
18	Trinity Advisors LLC	Houston, TX , USA	Dev/Own	\$50.0	11	\$4.5	\$50.0	11
19	Colonial East	Milton, DE , USA	Dev/Own	\$49.8	2	\$24.9	\$49.8	2
20	Comfort Communities LLC	El Cajon, CA , USA	Dev/Own	\$45.0	6	\$7.5	\$45.0	6

The data from RCA shows large spikes in volume activity due to portfolio transactions with a general upward trend. Cross border and private buyers have made up the largest segment of the buyer pool in recent years showing the increasing diversification in demand for MHC assets.

In the open market, the subject property type would command most interest from regional and local buyers that are actively pursuing similar standard investment properties. There is currently steady buyer demand for substitute properties of the subject based on the volume of sale transactions and reports by buyers, sellers and other market participants during confirmation of market transactions. The most probable buyer is a regional and local investor.

### General Vacancy Conclusion

The chart below details historic vacancy trends in the subject's market based on the JLT & Associates survey.



As summarized in the table below this market analysis relied on various published data sources and field research for assessing how supply/demand conditions influence the long-term vacancy estimate of the subject property.

MARKET VACANCY ANALYSIS & CONCLUSION			
MARKET DATA	MIN	MAX	AVERAGE
CIVAS Comparable Survey	0.0%	50.0%	18.2%
JLT			3.0%
SUBJECT ANALYSIS			
			Current
Subject History			50.0%
VACANCY RATE CONCLUSIONS			50.0%

Based on the subject's size, location and appeal, the market and submarket analyses warrant primary consideration. The competitive set analysis indicated a current vacancy rate for directly competitive properties of 18.2%. As of the effective date of this appraisal, the subject property has a current vacancy rate of 50.0%. Excluding Subject the remaining properties range from 0.00% to 22.40% and average 10.16%. The new owner is investing in bringing in new homes and renovating older vacant homes in an attempt to achieve stabilized occupancy. With these efforts the community in the current market should be able to achieve a positive absorption. We are projecting a lease-up rate of 1.00 homesite per month. At this rate the subject property should be able to lease up to stabilized occupancy within 9 years.

### Absorption

Another indication of demand is the recent absorption rates of new communities. Manufactured housing community development state-wide has slowed significantly in the last 20 years providing limited current absorption data. The chart below details absorption in the market and our conclusion.



ABSORPTION			
COMMUNITY	LOCATION	UNITS	ABSORPTION
Clayton Acres	Raleigh	9	0.75/Month
Valley Woods	Raleigh	7	0.58/Month
South Mountain Estates	Charlotte	20	1.67/Month
Waterway View	Myrtle Beach	10	0.83/Month
Windjammer Village	Myrtle Beach	15	1.25/Month
Lexington Village	Columbia, SC	11	0.92/Month
Westwood	Columbia, SC	7	0.58/Month
<b>AVERAGE</b>			<b>0.94/Month</b>
<b>MEDIAN</b>			<b>0.83/Month</b>
Based on a consideration of the subject's characteristics and the market data we are concluding to a lease-up of 3.00 homesites per quarter. At this rate the subject property will lease-up by May 30, 2034.			
<b>CONCLUSION</b>			<b>3.00/Quarter</b>

## BROKER / MARKET PARTICIPANT INTERVIEWS

Interviews with brokers and other market participants were conducted to put previously discussed trends and data into better context of what is really occurring in the marketplace.

SALES PERSPECTIVE INTERVIEW	
Name	Hunter Gofus
Company	NMHC Group
Location	Midwest/ Mid-Atlantic
Survey Date	2Q 2025
Survey Property Profile	Manufactured Housing Community

According to Hunter Gofus, sale transactions have been strong over the past six months for the subject property type, with most activity being seen from national and regional buyers. The market participant reported that quality investment opportunities are currently in greatest demand. This property type is considered to have somewhat limited availability, with few listings offered within the marketplace. Based on these factors, conditions are in equilibrium in regard to negotiating sale terms. Marketing periods are ranging from 0 to 6 months, with an average approximately 3 months. Currently capitalization rates for stabilized assets range from 6.50% to 8.50%, with an average of 7.50%. Discount rates range from 8.00% to 10.00%, with an average of 9.00%. Investors are projecting residual capitalization rates ranging from 7.00% to 9.00%, with an average of -. Finally, the most typical sales commission for this property type is 2% and 3% of the sale price. Hunter noted that the Mid-Atlantic market and especially the western NC market has continued to see strong growth in overall pricing for this asset. He noted that just 3 years ago \$40k per site was typical and now he is seeing trades and activity at near \$70k per site. He noted that stabilized cap rates are likely near 7%, however, operators are willing to pay down into the low 5% for assets that are under market rents and have upside.

SALES PERSPECTIVE INTERVIEW	
Name	Dylan Hellberg
Company	Marcus and Millchap
Location	Mid-Atlantic
Survey Date	2Q 2025
Survey Property Profile	Manufactured Housing Community

According to Dylan Hellberg, sale transactions have been moderate over the past six months for the subject property type, with most activity being seen from national and regional buyers. The market participant reported

that standard investment opportunities are currently in greatest demand. This property type is considered to have somewhat limited availability, with few listings offered within the marketplace. Based on these factors, conditions are in equilibrium in regard to negotiating sale terms. Marketing periods are ranging from 0 to 6 months, with an average approximately 3 months. Currently capitalization rates for stabilized assets range from 4.50% to 7.50%, with an average of 6.50%. Discount rates range from 6.00% to 9.00%, with an average of 8.00%. Investors are projecting residual capitalization rates ranging from 5.00% to 8.00%, with an average of -. Finally, the most typical sales commission for this property type is 2% and 3% of the sale price. Dylan noted that the price per site has continued to increase significantly over the last two years. He noted that the norm is likely around \$50-60k per site and with continued rental increases due to affordability demand that soon price per site would begin pushing 70k per site. He noted that he would expect only less than \$50k per site in rural tertiary markets. When asked about cap rates he stated that buyers are looking to stabilize near 7.5%. He noted some buyers are not worried about buying at 4-4.5% cap rates due to upside and some are still ok with negative leverage on the onset of their hold. He noted in the mid-Atlantic market communities with 100-150 sites and above would be more appealing and place some downward pressure on the cap rate.

### SUMMARY OF MARKET ANALYSIS

The subject is an average quality park in average condition, appears to have been regularly well-maintained over the years, and has Average appeal compared to the typical market supply. The subject's stable, quality income stream further enhances the subject's marketability. Overall, the subject has Average marketability. In the open market, the subject property type would command most interest from regional and local buyers that are actively pursuing similar standard investment properties. There is currently steady buyer demand for substitute properties of the subject based on the volume of sale transactions and reports by buyers, sellers and other market participants during confirmation of market transactions. The most probable buyer is a regional and local investor.

### EXPOSURE TIME & MARKETING PERIOD

Exposure time is defined as "An opinion, based on supporting market data, of the length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal." (The Dictionary of Real Estate Appraisal, Appraisal Institute, 2022). Reasonable exposure time is impacted by the aggressiveness and effectiveness of a property's exposure to market participants, availability and cost of financing, and demand for similar investments. Exposure time is best established based the recent history of marketing periods for comparable sales, discussions with market participants and information from published surveys.

The following information was taken into consideration to develop estimates of exposure time and marketing period for the subject property:

EXPOSURE TIME & MARKETING PERIOD				
SOURCE	QUARTER	RANGE		AVG
PriceWaterhouse Coopers				
National Apartment Market	1Q 25	3.0 to	15.0	6.9
Market Participant	2Q 2025	0.0 to	6.0	3.0
AVERAGE		1.5 to	10.5	5.0

The availability of acquisition financing factors into exposure time. In recent quarters, financing has been available for well-positioned commercial real estate, particularly for stabilized assets within core MSAs and owner/user deals. For second tier or marginal properties, financing has been available but subject to more stringent requirements. Based on review of the local capital market, we conclude that adequate financing options would have been available to consummate a sale of the property on the date of value.

**Exposure Time Conclusion**

The preceding information generally supports an exposure time range from six months or less for Manufactured Housing Community (All Age) properties. The subject property is of average quality and is in average condition. Based on its overall physical and locational characteristics, the subject has average overall appeal to investors. Considering these factors, a reasonable estimate of exposure time for the subject property is six months or less.

**Marketing Period Conclusion**

Marketing period is very similar to exposure time, but reflects a projected time period to sell the property, rather than a retrospective estimate. We have reviewed open listings and discussed the market with local participants, and given the nature of the subject property, we feel that a time period of six months or less is supported for the subject's marketing period.

INTRODUCTION

The highest and best use of an improved property is defined as that reasonable and most probable use that will support its highest present value. The highest and best use, or most probable use, must be legally permissible, physically possible, financially feasible, and maximally productive. This section develops the highest and best use of the subject property As-Vacant and As-Improved.

AS-VACANT ANALYSIS

Legal Factors

The legal factors that possibly influence the highest and best use of the subject site are discussed in this section. Private restrictions, zoning, building codes, historic district controls, and environmental regulations are considered, if applicable to the subject site. The zoning characteristics for the subject property are summarized below:

ZONING SUMMARY	
Municipality Governing Zoning	Robeson County Planning & Zoning Department
Current Zoning	Residential District (R-2)
Permitted Uses	Uses including but not limited to: residential uses, and civic
Prohibited Uses	Any other use not listed as permitted nor compatible with the district purpose and intent.
Current Use	Manufactured Housing Community
Is Current Use Legally Permitted?	Yes
Zoning Change	Not Likely

The potential use that meets the requirements of the legal permissibility test is a manufactured housing community.

Physical & Locational Factors

Regarding physical characteristics, the subject site is irregular in shape and has level topography with average access and average exposure. The uses adjacent to the property are noted below:

- › North - Long Branch Drive, Single-Family Residential Neighborhood
- › South - Vacant Land
- › East - North Carolina Highway 72, Vacant Land, Single-Family Residential Neighborhood
- › West - Vacant Land

Given the subject’s location and surrounding uses, physical and locational features best support development of a manufactured housing community as market conditions warrant for the site’s highest and best use as-vacant.

Feasibility Factors

The financial feasibility of those uses that meet the legal and physical tests discussed is analyzed further in this section. Supply and demand conditions affect the financial feasibility of possible uses. Indicators of feasibility, which typically indicate favorable or non-favorable supply and demand conditions, include construction financing and proposed projects. Financial feasibility factors generally support immediate development of the subject site.

As-Vacant Conclusion

Based on the previous discussion, the subject’s highest and best use as-vacant is concluded to be development of a manufactured housing community as market conditions warrant.



## AS-IMPROVED ANALYSIS

### Legal Factors

The subject's Manufactured Housing Community use (as-improved) is currently zoned Residential District (R-2). The existing improvements represent a legal conforming use permitted via special use permit approval within this zone. The legal factors influencing the highest and best use of the property support the subject's use as-improved.

### Physical & Locational Factors

The physical and location characteristics of the subject improvements have been previously discussed in this report. In summary, the subject's improvements were constructed in 2000 and have a remaining economic life of 30 years based on our estimate. The project is of average quality construction and in average condition, with adequate service amenities. The subject improvements as-improved are sufficiently supported by site features including its irregular shape, level topography, average access and average exposure. Further, the subject's location support the subject improvements as-improved with similar and homogeneous developments present in the subject's immediate market area. Physical and location factors influencing the highest and best use of the property support the subject's use as-improved.

### Alternative Uses & Feasibility Factors

In addition to legal and physical considerations, analysis of the subject property as-improved requires the treatment of two important issues: 1) consideration of alternative uses for the property; and 2) the marketability of the most probable use. The five possible alternative treatments of the property are demolition, expansion, renovation, conversion, and the subject's use as-improved.

- › **Demolition** The subject improvements contribute significant value above the current land value. Therefore, demolition is not applicable in this case.
- › **Expansion** The subject property comprises approximately 12.29 acres (532738.8 SF) and is improved with an all age manufactured housing community development. The subject site does not contain additional site area for expansion. Therefore, expansion of the subject is not considered a viable option.
- › **Renovation** The subject property is approximately 25 years old and is in average condition. Renovation, in the form of capital expenditures, would not increase the rent levels or value appreciably. For this reason, renovation is not appropriate.
- › **Conversion** Taking the subject property's manufactured housing community (all age) use and converting it to another use is neither appropriate nor applicable to this property.
- › **Continued Use "As-Is"** The final option is the continued use of the property 'As-Is'. This is legal, physically possible, and financially feasible. Therefore, continued use, as a manufactured housing community (all age), is considered appropriate.

Among the five alternative uses, the subject's use as-improved is supported to be its Highest and Best Use.

### Marketability Factors

As previously indicated in the Market Analysis, the subject property has average marketability. The condition of the property reflects average maintenance and appeal. In general Manufactured Housing Community supply/demand conditions and immediate market area trends support viable short and long-term operations of the subject's use as-improved.

### As-Improved Conclusion

Legal, physical, and market considerations have been analyzed to evaluate the highest and best use of the property. This analysis is presented to evaluate the type of use that will generate the greatest level of future

benefits possible from the property. Based on the previous discussion, the highest and best use of the subject property as-improved is concluded to be continued use as a manufactured housing community.

## INTRODUCTION

The following presentation of the appraisal process deals directly with the valuation of the subject property. The following paragraphs describe the standard approaches to value that were considered for this analysis.

## INCOME APPROACH

The Income Approach is based on the premise that properties are purchased for their income producing potential. It considers both the annual return on the invested principal and the return of the invested principal. This valuation technique entails careful consideration of contract rents currently in place, projected market rents, other income sources, vacancy allowances, and projected expenses associated with the efficient operation and management of the property. The relationship of these income estimates to property value, either as a single stream or a series of projected streams, is the essence of the income approach. The three fundamental methods of this valuation technique include Direct Capitalization, Discounted Cash Flow and Effective Gross Income Multiplier.

- **Direct Capitalization**

This method analyzes the relationship of one year's stabilized net operating income to total property value. The stabilized net operating income is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over a buyer's investment horizon. The implied value may be adjusted to account for non-stabilized conditions or required capital expenditures to reflect an as is value.

- **Discounted Cash Flow (DCF)**

The DCF analysis models a property's performance over a buyer's investment horizon from the date of acquisition through the projected sale of the property at the end of the holding period. Net cash flows from property operations and the reversion are discounted at a rate reflective of the property's economic and physical risk profile.

- **Effective Gross Income Multiplier**

Also known as the EGIM, this method is appropriate within the Income Approach because it is recognized that purchasers are concerned with the income-producing ability of the property. The EGIM is derived by dividing the effective gross annual income of each comparable into the sales price. The EGIM has the advantages of simplicity and easy calculation. It is based on the premise that rents and sales prices move in the same direction and, essentially, in the same proportion as do net income and sales prices. The EGIM is typically used without adjustments. The final selection of an effective income multiplier is based upon the applicability of each comparable and a range is established.

Development of the Income Approach is a specific scope requirement of this assignment. Characteristics specific to the subject property warrant that this valuation technique is developed. The subject is an investment property; therefore, the Income Approach represents the decision making process of knowledgeable buyers and sellers of this property type. The Direct Capitalization method is used in this analysis. Neither the Discounted Cash Flow analysis, nor the EGIM method contribute substantially to estimating value beyond the direct capitalization method and is not used in this analysis.

## SALES COMPARISON APPROACH

The Sales Comparison Approach is based on the principle of substitution, which asserts that no one would pay more for a property than the value of similar properties in the market. This approach analyzes comparable sales by applying transactional and property adjustments in order to bracket the subject property on an appropriate unit value comparison. The sales comparison approach is applicable when sufficient data on recent market transactions is available. Alternatively, this approach may offer limited reliability because many properties have unique characteristics that cannot be accounted for in the adjustment process.

Development of the Sales Comparison Approach is a specific scope requirement of this assignment. Characteristics specific to the subject property warrant that this valuation technique to be developed. Sufficient sales data is available to provide a credible value estimate by the Sales Comparison Approach. Based on this reasoning, the Sales Comparison Approach is presented within this appraisal.

### **LAND VALUATION**

Development land in the subject marketplace is most often valued utilizing the Sales Comparison Approach. Development of the subject site value is not a specific scope requirement of this assignment. Characteristics specific to the subject property do not warrant that a site value is developed. Therefore, this appraisal does not provide valuation of the subject site.

### **COST APPROACH**

The Cost Approach is a set of procedures through which a value indication is derived for the fee simple estate by estimating the current cost to construct a reproduction of (or replacement for) the existing structure, including an entrepreneurial incentive or profit; deducting depreciation from the total cost; and adding the estimated land value. Adjustments may then be made to the indicated value of the fee simple estate in the subject property to reflect the value of the property interest being appraised. For investment properties, this valuation technique is most often relied upon as a test of financial feasibility for proposed construction.

Development of the Cost Approach is not a specific scope requirement of this assignment. Characteristics specific to the subject property do not warrant that this valuation technique is developed. The Cost Approach has limited applicability due to the age of the improvements and lack of market based data to support an estimate of accrued depreciation. Based on the preceding information, the Cost Approach will not be presented.

### **RECONCILIATION OF VALUE CONCLUSIONS**

The Income (Direct Capitalization) and Sales Comparison approaches are used to value the subject property, which will be reconciled into the final opinions of market value in the Analysis of Value Conclusions section.



## INTRODUCTION

As previously discussed within the Valuation Methods section, the Direct Capitalization method is used in this analysis, and Discounted Cash Flow analysis is not developed.

### Subject Income History

There are a total of 242 manufactured home sites at the subject with a current occupancy of 50.0%. The average rent is \$585/site. The chart below details the rent history at the subject property.

SUBJECT LEASING INFORMATION									
HOMESITE TYPE	HOMESITE SUMMARY			HOMESITE PERCENT OF TOTAL	% OCC- UPIED	ASKING RENT		ACTUAL RENT	
	OCC	VAC	TOT			PER SITE	TOTAL	PER SITE	TOTAL
						AVERAGE	\$/MO	AVERAGE	\$/MO
Standard	121	121	242	100.0%	50%	\$585	\$141,570	\$585	\$141,570
TOTAL/AVG	121	121	242	100%	50.0%	\$585	\$141,570	\$585	\$141,570

### Subject Utility Structure

- › **Water** - Not included in the rent - directly billed from utility company
- › **Sewer** - Included in the rent
- › **Garbage** - Included in the rent
- › **Gas** - Not included in the rent - directly billed from utility company
- › **Electricity** - Not included in the rent - directly billed from utility company
- › **Cable** - Not included in the rent - directly billed from utility company

## ANALYSIS OF RENT COMPARABLES

### Unit of Comparison

The analysis is conducted on a rent per month basis, reflecting market behavior. This unit of comparison is predominantly used in this market.

### Selection of Comparables

The rent comparables are located in the subject's local area. We are also aware that H&H Communities currently has 12 MHC assets in the Lumberton/Fayetteville area. We have excluded these assets from the analysis since they strictly offer the lot and home rent combined and could not break out lot rent separately when requested. They also declined to report on the current occupancy. Therefore, we expanded our search to nearby areas. Overall, the comparables selected in this analysis are similar properties to the subject property.

### Concessions

None of the comparables were offering concessions at the time of survey. Please see the data sheets for full details.

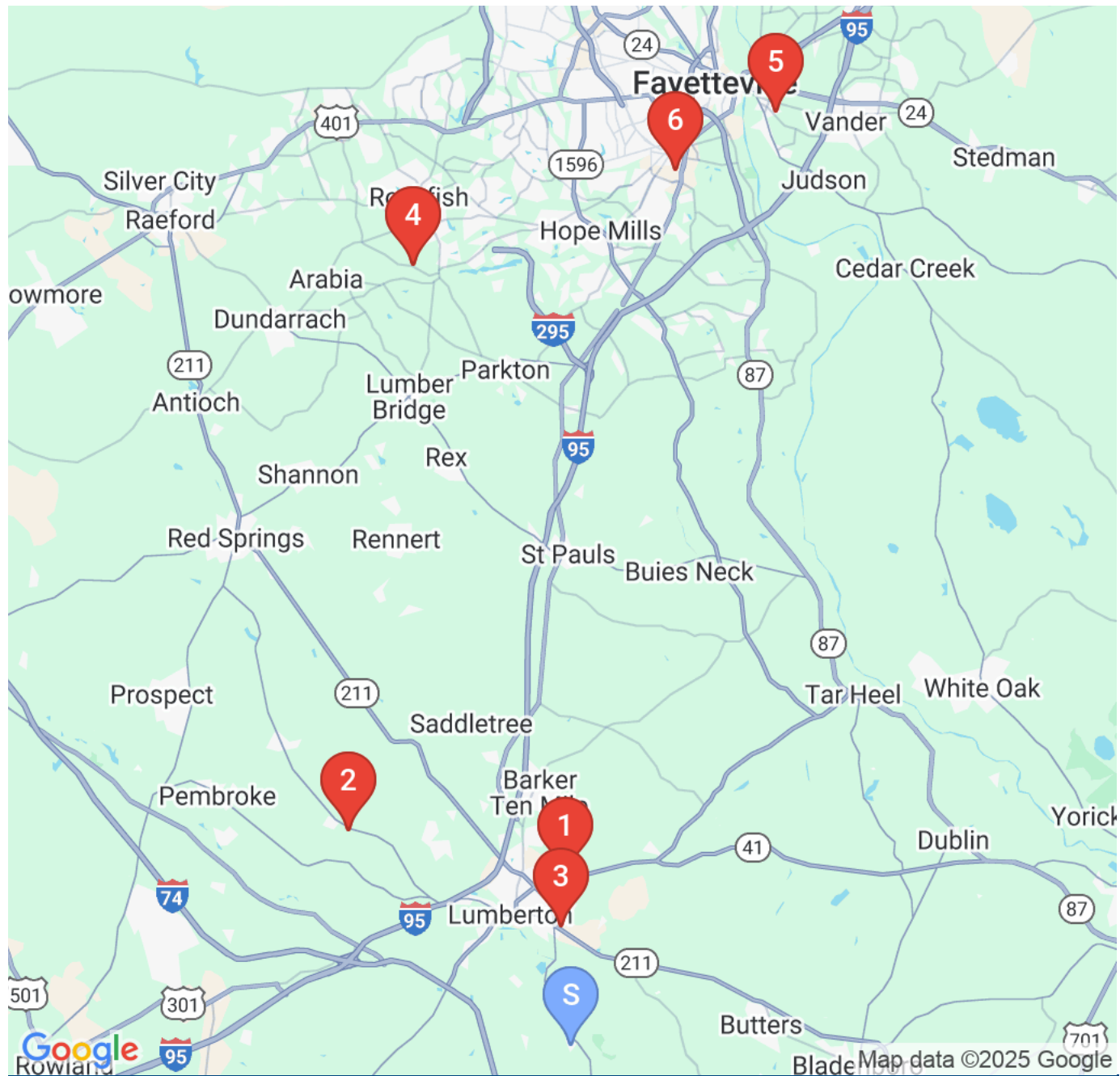
### Presentation

The following presentation summarizes the comparables most similar to the subject property. A Rent Comparable Summation Table, Rent Comparable Location Map, Data Sheets, and analysis of the rent comparables is presented on the following pages.

## RENT SUMMATION TABLE

COMPARABLE	SUBJECT	COMPARABLE 1	COMPARABLE 2	COMPARABLE 3	COMPARABLE 4	COMPARABLE 5	COMPARABLE 6
<b>Name</b>	Waynesville Plantation	Rosewood	Jamestown	Taylor Park MHC	Rockfish Estates	Cape Fear Estates	Southlawn
<b>Address</b>	81 Milan Avenue	3525 East Elizabethtown Road	268 Ronald Blvd	600 Warwick Mill Road	101 Beltons Loop	2620 Cattail Circle	188 Maple St
<b>City</b>	Lumberton	Lumberton	Lumberton	Lumberton	Raeford	Fayetteville	Fayetteville
<b>State</b>	NC	NC	NC	NC	NC	NC	NC
<b>Zip</b>	28358	28358	28360	28358	28376	28312	28312
PHYSICAL INFORMATION							
<b>Resident Type</b>	All Age	All Age	All Age	All Age	All Age	All Age	All Age
<b>Property Class</b>	C	C	C	B	C	B	B
<b>Homesites</b>	242	125	296	52	71	183	228
<b>Year Built</b>	2000	1970	1990	1985	1985	1993	1980
<b>Location</b>	Average	Average	Average	Average	Average	Average	Average/Good
<b>Appeal</b>	Average	Average	Average	Average	Average	Average	Average
<b>Quality</b>	Average	Average	Average	Average	Average	Average	Average
<b>Condition</b>	Average	Average	Average	Average	Average	Average/Good	Average
RENT INFORMATION							
<b>Occupancy</b>	50.0%	78.0%	84.0%	86.0%	97.0%	93.0%	100.0%
<b>\$/Homesite Avg</b>	\$585	\$450	\$450	\$585	\$520	\$600	\$405

## RENT COMPARABLE LOCATION MAP



## COMPARABLE KEY

COMP	DISTANCE	NAME	ADDRESS	OCC %	\$/SITE AVG
SUBJECT	-	Waynesville Plantation	81 Milan Avenue, Lumberton, NC	50.0%	\$585
No. 1	6.1 Miles	Rosewood	3525 East Elizabethtown Road, Lumberton, NC	78.0%	\$450
No. 2	11.2 Miles	Jamestown	268 Ronald Blvd, Lumberton, NC	84.0%	\$450
No. 3	4.3 Miles	Taylor Park MHC	600 Warwick Mill Road, Lumberton, NC	86.0%	\$585
No. 4	28.8 Miles	Rockfish Estates	101 Beltons Loop, Raeford, NC	97.0%	\$520
No. 5	34.5 Miles	Cape Fear Estates	2620 Cattail Circle, Fayetteville, NC	93.0%	\$600
No. 6	31.8 Miles	Southlawn	188 Maple St, Fayetteville, NC	100.0%	\$405

**COMPARABLE 1****LOCATION INFORMATION**

Name Rosewood  
 Address 3525 East Elizabethtown Road  
 City, State, Zip Code Lumberton, NC, 28358

**PHYSICAL INFORMATION**

Project Design Manufactured Housing  
 Number of Units 125  
 Year Built 1970  
 Resident Type All Age  
 Location Average  
 Quality Average  
 Condition Average  
 Appeal Average  
 Street Construction Asphalt  
 Homesite Parking Asphalt  
 Total Parking Spaces 250  
 Spaces Per Homesite 2

Amenities None

**ROSEWOOD****OCCUPANCY**

Vacant Units 28  
 Occupancy Rate 78%

**CONFIRMATION**

Name Office Manager  
 Source RPM  
 Date 6/3/2025  
 Phone Number +1 910 593 5252

**UTILITIES**

UTILITIES	INCL. IN RENT	NOT INCL. IN RENT
Electricity		✓
Water		✓
Sewer		✓
Garbage		✓
Gas		✓
Cable/Satellite		✓

**UNIT MIX**

DESCRIPTION	SITES	LOW	HIGH	AVG RENT
Standard	125	\$450	\$450	\$450

**REMARKS**

This is a single entry access community from E Elizabethtown Rd. This community is located 2.5 miles northeast of downtown Lumberton and 2.5 miles east of I-95. Market rent does not include utilities.

**COMPARABLE 2****LOCATION INFORMATION**

Name Jamestown  
 Address 268 Ronald Blvd  
 City, State, Zip Code Lumberton, NC, 28360

**PHYSICAL INFORMATION**

Project Design Manufactured Housing  
 Number of Units 296  
 Year Built 1990  
 Resident Type All Age  
 Location Average  
 Quality Average  
 Condition Average  
 Appeal Average  
 Street Construction Asphalt  
 Homesite Parking Asphalt  
 Total Parking Spaces 592  
 Spaces Per Homesite 2

Amenities None

**JAMESTOWN****OCCUPANCY / ABSORPTION**

Vacant Units 47  
 Occupancy Rate 84%

**CONFIRMATION**

Name Office Manager  
 Source Jamestown  
 Date 6/3/2025  
 Phone Number +1 910 802 4579

**UTILITIES INCL. IN RENT NOT INCL. IN RENT**

UTILITIES	INCL. IN RENT	NOT INCL. IN RENT
Electricity		✓
Water		✓
Sewer	✓	
Garbage	✓	
Gas		✓
Cable/Satellite		✓

**UNIT MIX**

DESCRIPTION	UNITS	LOW	HIGH	AVG RENT
Standard	296	\$450	\$450	\$450

**REMARKS**

This community has single entry access from NC-72. It is located 4.5 miles north of the I-75 and I-95 interchange. It is located 4.5 miles northwest of Lumberton Regional Airport and 6.5 miles northwest of downtown Lumberton. Market rent includes sewer and trash.



**COMPARABLE 3****LOCATION INFORMATION**

Name Taylor Park MHC  
 Address 600 Warwick Mill Road  
 City, State, Zip Code Lumberton, NC, 28358  
 MSA Counties not in a metropolitan area

**PHYSICAL INFORMATION**

Project Design Manufactured Housing  
 Number of Units 52  
 Year Built 1985  
 Resident Type All Age  
 Location Average  
 Quality Average  
 Condition Average  
 Appeal Average  
 Street Construction Asphalt  
 Homesite Parking Asphalt  
 Total Parking Spaces 104  
 Spaces Per Homesite 2

Amenities None

**TAYLOR PARK MHC****OCCUPANCY / ABSORPTION**

Vacant Units 7  
 Occupancy Rate 86%

**CONFIRMATION**

Name Manager  
 Source Taylor Park MHC  
 Date 6/3/2025  
 Phone Number +1 910 370 0426

UTILITIES	INCL. IN RENT	NOT INCL. IN RENT	REMARKS
-----------	---------------	-------------------	---------

Electricity		✓	Trash is included in the rent.
Water		✓	
Sewer		✓	
Garbage	✓		
Gas		✓	
Cable/Satellite		✓	

**UNIT MIX**

DESCRIPTION	UNITS	LOW	HIGH	AVG RENT
Single Section	52	\$585	\$585	\$585

**COMPARABLE 4****LOCATION INFORMATION**

Name Rockfish Estates  
 Address 101 Beltons Loop  
 City, State, Zip Code Raeford, NC, 28376  
 MSA Fayetteville, NC

**PHYSICAL INFORMATION**

Project Design Manufactured Housing  
 Number of Units 71  
 Year Built 1985  
 Resident Type All Age  
 Location Average  
 Quality Average  
 Condition Average  
 Appeal Average  
 Street Construction Asphalt

Amenities None

**ROCKFISH ESTATES****OCCUPANCY / ABSORPTION**

Vacant Units 2  
 Occupancy Rate 97%

**CONFIRMATION**

Name Manager  
 Source Rock Fish Mobile Home Community  
 Date 5/9/2025  
 Phone Number +1 910 312 0064

UTILITIES	INCL. IN RENT	NOT INCL. IN RENT
-----------	---------------	-------------------

Electricity		✓
Water		✓
Sewer		✓
Garbage		✓
Gas		✓
Cable/Satellite		✓

**UNIT MIX**

DESCRIPTION	UNITS	LOW	HIGH	AVG RENT
Standard	71	\$520	\$520	\$520

**REMARKS**

This property is located on the north side of Pittman Grove Church Rd  
 It is 3.77 km (2.34 mi) away from Rockfish

**COMPARABLE 5****LOCATION INFORMATION**

Name Cape Fear Estates  
 Address 2620 Cattail Circle  
 City, State, Zip Code Fayetteville, NC, 28312  
 MSA Fayetteville, NC

**PHYSICAL INFORMATION**

Project Design Manufactured Housing  
 Number of Units 183  
 Year Built 1993  
 Resident Type All Age  
 Location Average  
 Quality Average  
 Condition Average/Good  
 Appeal Average  
 Street Construction Asphalt

Amenities None

**UTILITIES****INCL. IN RENT****NOT INCL. IN RENT**

Electricity ✓  
 Water ✓  
 Sewer ✓  
 Garbage ✓  
 Gas ✓  
 Cable/Satellite ✓

**UNIT MIX**

DESCRIPTION	UNITS	LOW	HIGH	AVG RENT
Standard	183	\$600	\$600	\$600

**CAPE FEAR ESTATES****OCCUPANCY / ABSORPTION**

Vacant Units 13  
 Occupancy Rate 93%

**CONFIRMATION**

Name Manager  
 Source Cape Fear Estates  
 Date 5/9/2025  
 Phone Number +1 252 219 3228

**REMARKS**

This property is located on the east side of Sapona Rd. It is approximately 2.52 miles away from Fayetteville, NC

**COMPARABLE 6****LOCATION INFORMATION**

Name Southlawn  
 Address 188 Maple St  
 City, State, Zip Code Fayetteville, NC, 28312  
 MSA Fayetteville, NC

**PHYSICAL INFORMATION**

Project Design Manufactured Housing  
 Number of Units 228  
 Year Built 1980  
 Resident Type All Age  
 Location Average/Good  
 Quality Average  
 Condition Average  
 Appeal Average  
 Street Construction Asphalt

**SOUTHLAWN****OCCUPANCY / ABSORPTION**

Vacant Units 0  
 Occupancy Rate 100%

**CONFIRMATION**

Name Manager  
 Source Inspire Communities  
 Date 4/25/2025  
 Phone Number +1 910 485 5897

Amenities Asphalt Streets, Clubhouse, Parking  
 Driveway, Playground, Sport Court, Street  
 Lights and Clubhouse (1)

**UTILITIES**

UTILITIES	INCL. IN RENT	NOT INCL. IN RENT
Electricity		✓
Water		✓
Sewer		✓
Garbage		✓
Gas		✓
Cable/Satellite		✓

**REMARKS**

Southlawn is located on the south side of Fayetteville. The property is located near the airport.

**UNIT MIX**

DESCRIPTION	UNITS	LOW	HIGH	AVG RENT
Standard	228	\$405	\$405	\$405

## DISCUSSION OF RENTAL ADJUSTMENTS

Adjustments for differences between the subject property and the comparables can be made quantitatively or qualitatively. Adjustments for some differences can be derived from the market and are addressed below. Other items for which dollar adjustments are more difficult to derive are addressed in the Qualitative Adjustments paragraph.

## Adjustments

The subject property and the comparables vary to some degree in terms of physical characteristics, project amenities, parking, and utilities. The following grid illustrates the quantitative adjustments applied to the comparables (when necessary) in order to make the comparables similar to the subject in terms of these features.

RENT COMPARABLE ADJUSTMENT TABLE													
	\$ ADJ.	SUBJECT	COMP 1	COMP 2	COMP 3	COMP 4	COMP 5	COMP 6					
PHYSICAL PROJECT FEATURES													
Location	-	Average	Average	Average	Average	Average	Average	Average	Average	Average	Average	Average/Good	
Appeal	-	Average	Average	Average	Average	Average	Average	Average	Average	Average	Average	Average	
Condition	-	Average	Average	Average	Average	Average	Average	Average	Average	Average/Good	Average	Average	
<b>Physical Subtotal Adjustment</b>			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
PROJECT AMENITIES													
Clubhouse	\$10	0	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	1 (\$10)
Pool	\$15	0	0	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0 \$0
<b>Project Amenities Subtotal Adjustment</b>			\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$10)
UTILITIES INCLUDED IN RENT													
Water	\$25	No	No	\$0	No	\$0	No	\$0	No	\$0	No	\$0	No \$0
Sewer	\$30	Yes	No	\$30	Yes	\$0	No	\$30	No	\$30	No	\$30	No \$30
Garbage	\$15	Yes	No	\$15	Yes	\$0	Yes	\$0	No	\$15	No	\$15	No \$15
<b>Utilities Subtotal Adjustment</b>			\$45	\$0	\$30	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45
<b>TOTAL ADJUSTMENTS</b>			\$45	\$0	\$30	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$35



## RENT COMPARABLE ADJUSTMENT GRID

The following tables adjust the comparables to the subject property quantitatively.

RENT COMPARABLE ADJUSTMENT SUMMARY								
	NO.	EFF. RENT	ADJUSTMENTS				TOTAL	ADJUSTED
COMPARABLE 1	HOMESITES	\$/HOMESITE	PHYSICAL	PROJECT	PARKING	UTILITIES	ADJ	\$/HOMESITE
Standard	125	\$450	\$0	\$0	\$0	\$45	\$45	\$495
COMPARABLE 2								
Standard	296	\$450	\$0	\$0	\$0	\$0	\$0	\$450
COMPARABLE 3								
Single Section	52	\$585	\$0	\$0	\$0	\$30	\$30	\$615
COMPARABLE 4								
Standard	71	\$520	\$0	\$0	\$0	\$45	\$45	\$565
COMPARABLE 5								
Standard	183	\$600	\$0	\$0	\$0	\$45	\$45	\$645
COMPARABLE 6								
Standard	228	\$405	\$0	(\$10)	\$0	\$45	\$35	\$440

## MARKET RENT ANALYSIS

The following tables summarize the various indicators of market rent, and provide the market rent analysis and conclusions for the subject property.

STANDARD HOMESITE CONCLUSION					
COMP	HOMESITE TYPE	RENT/MONTH	ADJUSTED RENT/MONTH		NET
		\$/HOMESITE	\$/HOMESITE	ADJUSTMENT %	
6	Standard	\$405	\$440		8.0%
2	Standard	\$450	\$450		0.0%
1	Standard	\$450	\$495		9.1%
4	Standard	\$520	\$565		8.0%
3	Single Section	\$585	\$615		4.9%
5	Standard	\$600	\$645		7.0%
LOW		\$405	\$440		0.0%
HIGH		\$600	\$645		9.1%
AVERAGE		\$502	\$535		6.1%
MEDIAN		\$485	\$530		7.5%
SUBJECT ANALYSIS & CONCLUSIONS					
HOME		ASKING RENT	ACTUAL RENT	MARKET RENT	CONCLUDED RENT
SITES	HOMESITE TYPE	\$/HOMESITE	\$/HOMESITE	\$/HOMESITE	\$/HOMESITE
242	Standard	\$585	\$585	\$535	\$585

The rent comparables unadjusted rent per month ranges from \$405 to \$600 with an average rent of \$502. The rent comparables adjusted rent per month ranges from \$440 to \$645 with an average rent of \$535. There are 242 subject units for this unit type.

The rent comparables are all local to the subject's area and are strong indicators of the appropriate rents for the subject property. Primary weight is placed on the rents that have similar physical and locational qualities compared to the subject. Secondary weight is placed on the affordability analysis. This analysis (see below) shows that the subject's rents are supported by a comparison to alternative housing options in the general area. Based on the analysis, the concluded market rent is \$535 per homesite, similar to the average rent in the comparable range. Ultimately, we concluded in line with the actual rents of \$585/site/month considering that is the rent the property is currently achieving. This higher placement within the range is justified by the newer age and overall superior condition of the subject community. Its clean, well-maintained appearance and updated infrastructure likely enhance its desirability relative to the older or less well-kept comparables, thereby supporting a premium in market rent.

AFFORDABILITY ANALYSIS					
COMPARISON/HOUSING TYPE	MH IN SUBJECT PROPERTY		SINGLE-FAMILY HOME		APARTMENTS
Bedroom/Bath Count	2/1 - 3/2 BR/BA		2/1 - 4/2 BR/BA		2 BR
Purchase Price	\$40,000	\$40,000	\$137,113	- \$150,184	-
Down Payment or Deposit	\$2,000	\$2,000	\$27,423	- \$30,037	One Months Rent
Amount Financed	\$38,000	\$38,000	\$109,690	- \$120,147	-
Rate	7.50%	7.50%	6.00%	- 6.00%	-
Term (Years)	20	20	30	- 30	-
Monthly Mortgage Payment	\$306	\$306	\$658	- \$720	-
Taxes	\$28	\$28	\$97	- \$106	-
Insurance	\$25	\$25	\$60	- \$60	-
	Concluded	Market			
Site Rent	\$585	\$535	-	-	-
<b>TOTAL MONTHLY PAYMENT*</b>	<b>\$944</b>	<b>\$894</b>	<b>\$815</b>	<b>- \$887</b>	<b>\$1,200 - \$1,750</b>

\* Excludes maintenance and utilities.

## POTENTIAL RENTAL INCOME

The gross rental income equals the total gross income based the rent conclusions presented previously and is summarized in the following table.

POTENTIAL GROSS INCOME													
HOMESITE TYPE	HOME- SITES	ASKING RENT			ACTUAL RENT			MARKET RENT			CONCLUDED RENT		
		\$/SITE (MO.)	MONTH	ANNUAL	\$/SITE (MO.)	MONTH	ANNUAL	\$/SITE (MO.)	MONTH	ANNUAL	\$/SITE (MO.)	MONTH	ANNUAL
Standard	242	\$585	\$141,570	\$1,698,840	\$585	\$141,570	\$1,698,840	\$535	\$129,470	\$1,553,640	\$585	\$141,570	\$1,698,840
TOTAL	242	\$585	\$141,570	\$1,698,840	\$585	\$141,570	\$1,698,840	\$535	\$129,470	\$1,553,640	\$585	\$141,570	\$1,698,840

## INCOME & EXPENSE ANALYSIS

The preceding section addressed potential risks associated with the cash flow of the subject property. Having addressed potential risks, it is appropriate to analyze historical revenues and operating expenses. Operating expenses include those items necessary to maintain the subject property and generate income at the forecasted level. Expenses associated with debt financing, depreciation, or other accounting items are disregarded. Expenses are estimated based on one or more of the following sources: (1) historical or projected operation of the subject; (2) comparable expense properties; (3) published operating sources; or (4) individual suppliers. The expense comparables reflect varying accounting methods with respect to individual line items and reserves for replacement expenses. On a line-item basis, due to the variances in accounting and classification, their applicability is diminished. The following section provides supporting information and discusses the individual expense conclusions for the subject property.

SUBJECT OPERATING HISTORICALS						
			COLLIERS FORECAST			
YEAR	T-12 Mar 2025		PROFORMA		DCF YR 9	
INCOME ITEMS	TOTAL	\$/SITE	TOTAL	\$/SITE	TOTAL	\$/SITE
Potential Rental Income	\$733,829	\$3,032	\$1,698,840	\$7,020	\$2,152,040	\$8,893
<b>TOTAL RENTAL INCOME</b>	<b>\$733,829</b>	<b>\$3,032</b>	<b>\$1,698,840</b>	<b>\$7,020</b>	<b>\$2,152,040</b>	<b>\$8,893</b>
<b>OTHER INCOME</b>						
Miscellaneous Income	\$10,272	\$42	\$10,300	\$43	\$13,048	\$54
<b>TOTAL OTHER INCOME</b>	<b>\$10,272</b>	<b>\$42</b>	<b>\$10,300</b>	<b>\$43</b>	<b>\$13,048</b>	<b>\$54</b>
<b>POTENTIAL GROSS INCOME (PGI)</b>	<b>\$744,101</b>	<b>\$3,075</b>	<b>\$1,709,140</b>	<b>\$7,063</b>	<b>\$2,165,088</b>	<b>\$8,947</b>
Vacancy	\$0	-	(\$849,420)	(\$3,510)	(\$248,996)	(\$1,029)
<b>EFFECTIVE GROSS INCOME (EGI)</b>	<b>\$744,101</b>	<b>\$3,075</b>	<b>\$859,720</b>	<b>\$3,553</b>	<b>\$1,916,092</b>	<b>\$7,918</b>
<b>EXPENSE ITEMS</b>						
Real Estate Taxes	(\$93,520)	(\$386)	(\$8,857)	(\$37)	(\$106,770)	(\$441)
Property Insurance	(\$65,373)	(\$270)	(\$42,350)	(\$175)	(\$53,649)	(\$222)
Gas & Electricity	(\$1,026)	(\$4)	(\$968)	(\$4)	(\$1,228)	(\$5)
Water & Sewer	(\$3,838)	(\$16)	(\$4,840)	(\$20)	(\$6,131)	(\$25)
Trash Removal	(\$41,054)	(\$170)	(\$41,140)	(\$170)	(\$52,115)	(\$215)
Repairs & Maintenance	(\$21,770)	(\$90)	(\$48,400)	(\$200)	(\$61,312)	(\$253)
Off-Site Management	(\$82,227)	(\$340)	(\$34,389)	(\$142)	(\$76,644)	(\$317)
On-Site Management	(\$131,107)	(\$542)	(\$96,800)	(\$400)	(\$122,624)	(\$507)
General & Administrative	(\$32,622)	(\$135)	(\$36,300)	(\$150)	(\$45,983)	(\$190)
Reserves	\$0	-	(\$9,680)	(\$40)	(\$9,680)	(\$40)
<b>TOTAL EXPENSES</b>	<b>(\$472,536)</b>	<b>(\$1,953)</b>	<b>(\$323,724)</b>	<b>(\$1,338)</b>	<b>(\$536,136)</b>	<b>(\$2,215)</b>
<b>NET OPERATING INCOME (NOI)</b>	<b>\$271,565</b>	<b>\$1,122</b>	<b>\$535,996</b>	<b>\$2,215</b>	<b>\$1,379,956</b>	<b>\$5,702</b>

## OTHER INCOME

In the following section, we analyzed and made conclusions for the other income items of the subject property.

## OTHER INCOME ANALYSIS &amp; CONCLUSIONS

## MISCELLANEOUS INCOME

## ANALYSIS

YEAR	SUBJECT		
	TOTAL \$/HOMESITE		%EGI
T-12 Mar 2025	\$10,272	\$42	1.4%
DCF YR 9	\$13,048	\$54	0.7%
<b>CONCLUSION</b>	<b>\$10,300</b>	<b>\$43</b>	<b>1.2%</b>

The concluded amount is all inclusive of income associated with miscellaneous income. Miscellaneous Income at the subject property includes the following items: late fees, nsf fees, pet fees and other administrative fees. The conclusion is based on the t-12 mar 2025 historical income.

## Vacancy and Credit Loss

This category was discussed in depth in the market analysis section of this report. Please reference that discussion for a full analysis. Our conclusions follow:

## INCOME LOSS

Vacancy Rate Conclusion	50.0%
<b>TOTAL</b>	<b>50.0%</b>

## Effective Gross Income (EGI) Conclusion

Effective gross income equals the potential gross income less vacancy and credit loss, and is stated as follows:

## EFFECTIVE GROSS INCOME (EGI)

YEAR	TOTAL \$/HOMESITE		%EGI	Δ CHG	ANALYSIS
T-12 Mar 2025	\$744,101	\$3,075	100.0%	-	This substantial growth in Year 9 underscores the income upside potential through stabilization and operational improvements.
PROFORMA	\$859,720	\$3,553	100.0%	15.5%	
DCF YR 9	\$1,916,092	\$7,918	100.0%	122.9%	

## Analysis of Operating Expenses

Expenses are estimated based on one or more of the following sources: (1) historical or projected operation of the subject; (2) comparable expense properties; (3) published operating sources; or (4) individual suppliers. The expense comparables reflect varying accounting methods with respect to individual line items and reserves for replacement expenses. On a line-item basis, due to the variances in accounting and classification, their applicability is diminished. The following section provides supporting information and discusses the individual expense conclusions for the subject property. The operating expenses for the subject property were presented previously. The following chart summarizes comparable expenses.



## EXPENSE COMPARABLES

COMPARABLE	COMP 1	COMP 2	COMP 3	COMP 4	COMP 5	COMP 6	LOW	HIGH	AVG
City	Graham	Burlington	Charlotte	Spring Lake	Greenville	Fayetteville	-	-	-
State	NC	NC	NC	NC	NC	NC	-	-	-
Expense Year	2025	2024	2025	2024	2024	2025	2024	2025	2025
Actual/Budget	Estimate	Proforma	Proforma	Actual	Actual	Actual	-	-	-
Homesites	116	38	206	156	270	293	38	293	180
Building Class	B	C	C	C	B	B	-	-	-
Year Built	1950	1993	1973	1960	1999	1993	1950	1999	1978
Rental Income	\$5,394	\$5,400	\$8,520	\$4,556	\$2,106	\$3,054	\$2,106	\$8,520	\$4,838
Miscellaneous Income	\$0	\$632	\$617	\$0	\$19	\$0	\$0	\$632	\$211
Miscellaneous Income % EGI	0.0%	10.8%	7.1%	0.0%	0.9%	0.0%	0.0%	10.8%	3.1%
<b>EGI (\$/HOMESITE)</b>	<b>\$6,712</b>	<b>\$5,870</b>	<b>\$8,711</b>	<b>\$3,412</b>	<b>\$2,124</b>	<b>\$3,357</b>	<b>\$2,124</b>	<b>\$8,711</b>	<b>\$5,031</b>

EXPENSE ITEMS	\$/HOMESITE	%EGI	\$/HOMESITE	%EGI	\$/HOMESITE	%EGI	\$/HOMESITE	%EGI	\$/HOMESITE	%EGI	\$/HOMESITE	%EGI	LOW	HIGH	AVG
Real Estate Taxes	\$67	1.0%	\$87	1.5%	\$286	3.3%	\$201	5.9%	\$147	6.9%	\$39	1.2%	\$39	\$286	\$138
Property Insurance	\$198	2.9%	\$100	1.7%	\$150	1.7%	\$106	3.1%	\$170	8.0%	\$52	1.5%	\$52	\$198	\$129
Utilities	\$1,621	24.1%	\$1,132	19.3%	\$788	9.0%	\$330	9.7%	\$99	4.7%	\$235	7.0%	\$99	\$1,621	\$701
Repairs & Maintenance	\$232	3.5%	\$250	4.3%	\$250	2.9%	\$367	10.8%	\$34	1.6%	\$187	5.6%	\$34	\$367	\$220
Off-Site Management	\$201	3.0%	\$235	4.0%	\$250	2.9%	\$155	4.5%	\$63	3.0%	\$133	4.0%	\$63	\$250	\$173
%EGI	3.0%		4.0%		2.9%		4.5%		3.0%		4.0%		2.9%	4.5%	3.6%
On-Site Management	-	-	\$250	4.3%	\$275	3.2%	\$462	13.5%	\$111	5.2%	\$940	28.0%	\$111	\$940	\$408
General & Administrative	\$77	1.2%	\$75	1.3%	\$65	0.7%	\$716	21.0%	\$39	1.8%	\$176	5.2%	\$39	\$716	\$191
Reserves	\$45	0.7%	\$40	0.7%	\$45	0.5%	\$40	1.2%	\$40	1.9%	-	-	\$40	\$45	\$42
<b>TOTAL EXPENSES (\$/HOMESITE)</b>	<b>\$2,441</b>	<b>36.4%</b>	<b>\$2,168</b>	<b>36.9%</b>	<b>\$2,109</b>	<b>24.2%</b>	<b>\$2,377</b>	<b>69.7%</b>	<b>\$703</b>	<b>33.1%</b>	<b>\$1,762</b>	<b>52.5%</b>	<b>\$703</b>	<b>\$2,441</b>	<b>\$1,927</b>

Reserves for replacements are not typical cash expenditures, but rather the annualized cost of major expense in the future. Typical expenses range from \$20 - \$60/site. The comparables did not include an allocation for reserves; therefore, for this analysis, an amount of \$40/site is utilized for comparison purposes.

## Conclusion of Operating Expenses

In the following section we discuss the individual expense conclusions for the subject property.

## EXPENSE ANALYSIS &amp; CONCLUSIONS

## REAL ESTATE TAXES

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
T-12 Mar 2025	\$93,520	\$386	12.6%	1	\$67	1.0%
				2	\$87	1.5%
DCF YR 9	\$106,770	\$441	5.6%	3	\$286	3.3%
				4	\$201	5.9%
				5	\$147	6.9%
				6	\$39	1.2%
<b>CONCLUSION</b>	<b>\$8,857</b>	<b>\$37</b>	<b>1.0%</b>	<b>AVG</b>	<b>\$138</b>	<b>3.3%</b>

## ANALYSIS

The concluded taxes are based on the current taxes of the subject. Please refer to the Assessments and Taxes section for additional details.

## PROPERTY INSURANCE

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
T-12 Mar 2025	\$65,373	\$270	8.8%	1	\$198	2.9%
				2	\$100	1.7%
DCF YR 9	\$53,649	\$222	2.8%	3	\$150	1.7%
				4	\$106	3.1%
				5	\$170	8.0%
				6	\$52	1.5%
<b>CONCLUSION</b>	<b>\$42,350</b>	<b>\$175</b>	<b>4.9%</b>	<b>AVG</b>	<b>\$129</b>	<b>3.2%</b>

## ANALYSIS

This expense includes all premiums and costs incurred for insurance covering structures, public liability, rental value, and equipment. The subject's most recent historical expenses have slightly fluctuated, but demonstrated a relatively narrow expense range. The conclusion is based on the expense comparable information.

**GAS & ELECTRICITY**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
T-12 Mar 2025	\$1,026	\$4	0.1%	1	\$4	0.0%
				2	\$77	0.0%
DCF YR 9	\$1,228	\$5	0.1%	3	-	0.0%
				4	\$97	0.0%
				5	\$81	0.0%
				6	\$27	0.0%
<b>CONCLUSION</b>	<b>\$968</b>	<b>\$4</b>	<b>0.1%</b>	<b>AVG</b>	<b>\$57</b>	<b>0.0%</b>

**ANALYSIS**

This expense includes all gas and electricity costs for the subject. The conclusion is based on the t-12 mar 2025 historical expense.

**WATER & SEWER**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
T-12 Mar 2025	\$3,838	\$16	0.5%	1	\$1,078	0.0%
				2	\$922	0.0%
DCF YR 9	\$6,131	\$25	0.3%	3	-	0.0%
				4	\$38	0.0%
				5	\$13	0.0%
				6	\$37	0.0%
<b>CONCLUSION</b>	<b>\$4,840</b>	<b>\$20</b>	<b>0.6%</b>	<b>AVG</b>	<b>\$418</b>	<b>0.0%</b>

**ANALYSIS**

This expense includes all water and sewer costs related to the common area of the subject. The conclusion is based on the t-12 mar 2025 historical expense.

**TRASH REMOVAL**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
T-12 Mar 2025	\$41,054	\$170	5.5%	1	\$539	0.0%
				2	\$134	0.0%
DCF YR 9	\$52,115	\$215	2.7%	3	-	0.0%
				4	\$195	0.0%
				5	\$4	0.0%
				6	\$171	0.0%
<b>CONCLUSION</b>	<b>\$41,140</b>	<b>\$170</b>	<b>4.8%</b>	<b>AVG</b>	<b>\$209</b>	<b>0.0%</b>

**ANALYSIS**

This category includes trash removal expenses for the subject. The conclusion is based on the t-12 mar 2025 historical expense.

**REPAIRS & MAINTENANCE**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
T-12 Mar 2025	\$21,770	\$90	2.9%	1	\$232	3.5%
				2	\$250	4.3%
DCF YR 9	\$61,312	\$253	3.2%	3	\$250	2.9%
				4	\$367	10.8%
				5	\$34	1.6%
				6	\$187	5.6%
<b>CONCLUSION</b>	<b>\$48,400</b>	<b>\$200</b>	<b>5.6%</b>	<b>AVG</b>	<b>\$220</b>	<b>4.8%</b>

**ANALYSIS**

This expense covers the cost of all other routine maintenance and repairs. The subject's sewer is provided via septic tanks so we relied on the expense comps for the conclusion. The conclusion is based on the expense comparable information.

**OFF-SITE MANAGEMENT**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
T-12 Mar 2025	\$82,227	\$340	11.1%	1	\$201	3.0%
				2	\$235	4.0%
DCF YR 9	\$76,644	\$317	4.0%	3	\$250	2.9%
				4	\$155	4.5%
				5	\$63	3.0%
				6	\$133	4.0%
<b>CONCLUSION</b>	<b>\$34,389</b>	<b>\$142</b>	<b>4.0%</b>	<b>AVG</b>	<b>\$173</b>	<b>3.6%</b>

**ANALYSIS**

This expense reflects the professional management service for the subject. Typically this category is based on 2.5% to 6.0% of EGI. Larger, stable assets tend to fall toward the middle to low-end of this range. The conclusion is based on the expense comparable information.

**ON-SITE MANAGEMENT**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
T-12 Mar 2025	\$131,107	\$542	17.6%	1	-	0.0%
DCF YR 9	\$122,624	\$507	6.4%	2	\$250	4.3%
				3	\$275	3.2%
				4	\$462	13.5%
				5	\$111	5.2%
				6	\$940	28.0%
<b>CONCLUSION</b>	<b>\$96,800</b>	<b>\$400</b>	<b>11.3%</b>	<b>AVG</b>	<b>\$408</b>	<b>9.0%</b>

**ANALYSIS**

This expense includes wages, salaries, and free rent for the on-site management. The conclusion is based on the historical expenses and the expense comparable information.

**GENERAL & ADMINISTRATIVE**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
T-12 Mar 2025	\$32,622	\$135	4.4%	1	\$77	1.2%
DCF YR 9	\$45,983	\$190	2.4%	2	\$75	1.3%
				3	\$65	0.7%
				4	\$716	21.0%
				5	\$39	1.8%
				6	\$176	5.2%
<b>CONCLUSION</b>	<b>\$36,300</b>	<b>\$150</b>	<b>4.2%</b>	<b>AVG</b>	<b>\$191</b>	<b>5.2%</b>

**ANALYSIS**

This expense includes office supplies, accounting, legal fees, other professional fees, and all other administrative costs. The conclusion is based on the historical expenses and the expense comparable information.

**RESERVES**

YEAR	SUBJECT			EXPENSE COMPS		
	TOTAL	\$/HOMESITE	%EGI	COMP	\$/HOMESITE	%EGI
T-12 Mar 2025	\$0		0.0%	1	\$45	0.7%
DCF YR 9	\$9,680	\$40	0.5%	2	\$40	0.7%
				3	\$45	0.5%
				4	\$40	1.2%
				5	\$40	1.9%
				6	-	0.0%
<b>CONCLUSION</b>	<b>\$9,680</b>	<b>\$40</b>	<b>1.1%</b>	<b>AVG</b>	<b>\$42</b>	<b>0.8%</b>

**ANALYSIS**

Reserves for replacements are not typical cash expenditures, but rather the annualized cost of major expense in the future. Based on a review of PCAs and Offering Memorandums reserves typically range from \$30 to \$60/Site. The expense conclusion considers the subject's age and condition. The conclusion is based on the expense comparable information.

TOTAL EXPENSES		LOW	HIGH	CONCLUSION	
SUBJECT HISTORICAL \$/HOMESITE		\$1,953	\$1,953	The subject's expenses are within the range of the expense comparables on a per homesite basis. They are within the range of the sales comparables on a per homesite basis. They are within the range of the expense comparables on a percent of EGI basis. Finally, the subject's expenses on a percent of EGI basis are within the range of the sales comparables.	
EXPENSE COMPARABLES \$/HOME		\$703	\$2,441		
SALE COMPARABLE \$/HOMESITE		\$1,153	\$2,280		
SUBJECT HISTORICAL %EGI		63.5%	63.5%		
EXPENSE COMPARABLES %EGI		24.2%	69.7%		
SALE COMPARABLES %EGI		23.6%	44.6%		
TOTAL EXPENSES \$/HOMESITE		\$1,338			
TOTAL EXPENSES %EGI		37.7%			
<b>TOTAL EXPENSES</b>		<b>\$323,724</b>			

**Net Operating Income (NOI) Conclusion**

Net Operating Income is equal to the effective gross income less the estimated expenses, and is stated as follows:

NET OPERATING INCOME (NOI)					
YEAR	TOTAL \$/HOMESITE	%EGI	Δ	CHG	ANALYSIS
T-12 Mar 2025	\$271,565	\$1,122	36.5%	-	This progression reflects the property's potential for substantial financial improvement as occupancy stabilizes and rent increases are implemented over time.
PROFORMA	\$535,996	\$2,215	62.3%	97.4%	
DCF YR 9	\$1,379,956	\$5,702	72.0%	157.5%	

## INVESTMENT MARKET ANALYSIS

### Development of Capitalization Rate

The going-in capitalization rate, also known as overall rate (OAR), can be determined using several sources and methods. In developing our opinion of OAR, the following techniques were used:

- › Comparable Sales (Sales Comparison Approach)
- › Investor Surveys
- › Band of Investment Technique
- › Debt Coverage Ratio Technique

### Comparable Sales

The following table presents a summary of the comparable sales used ahead in the Sales Comparison Approach, and the capitalization rates from each of those sales.

CAPITALIZATION RATE COMPARABLES (OAR)												
NAME	CITY	ST	SALE DATE	YR BLT	CLASS	OCC	HOMESITES	\$/HOMESITE	SALE PRICE	NOI	NOI/HOMESITE	CAP RATE
1 Columbia Portfolio	Columbia	SC	December 19, 2024	1955	C	97.7%	133	\$45,113	\$6,000,000	\$465,006	\$3,496	7.75%
2 Oakland Glen MHC	Concord	NC	October 30, 2024	1975	C	93.1%	125	\$53,680	\$6,710,000	\$370,500	\$2,964	5.52%
3 Gastonia Estates	Gastonia	NC	October 30, 2024	1970	B	95.0%	91	\$60,330	\$5,490,000	\$311,220	\$3,420	5.67%
4 White Pines Pointe MHP	Beckley	W	May 14, 2024	1970	B	92.5%	120	\$32,048	\$3,845,712	\$252,607	\$2,105	6.57%
5 Fairgrove MHC	Reidsville	NC	March 1, 2024	1983	C	88.0%	96	\$55,208	\$5,300,000	\$357,668	\$3,726	6.75%
<b>LOW</b>			March 2024	1955		88.0%	91	\$32,048	\$3,845,712	\$252,607	\$2,105	<b>5.52%</b>
<b>HIGH</b>			December 2024	1983		97.7%	133	\$60,330	\$6,710,000	\$465,006	\$3,726	<b>7.75%</b>
<b>AVERAGE</b>			August 2024	1971		93.3%	113	\$49,276	\$5,469,142	\$351,400	\$3,142	<b>6.45%</b>
<b>MEDIAN</b>			October 2024									<b>6.57%</b>
<b>SUBJECT</b>	<b>Lumberton</b>	<b>NC</b>		<b>2000</b>		<b>50%</b>	<b>242</b>			<b>\$535,996</b>	<b>\$2,215</b>	
<b>INDICATED CAPITALIZATION RATE (OAR)</b>												<b>6.00%</b>

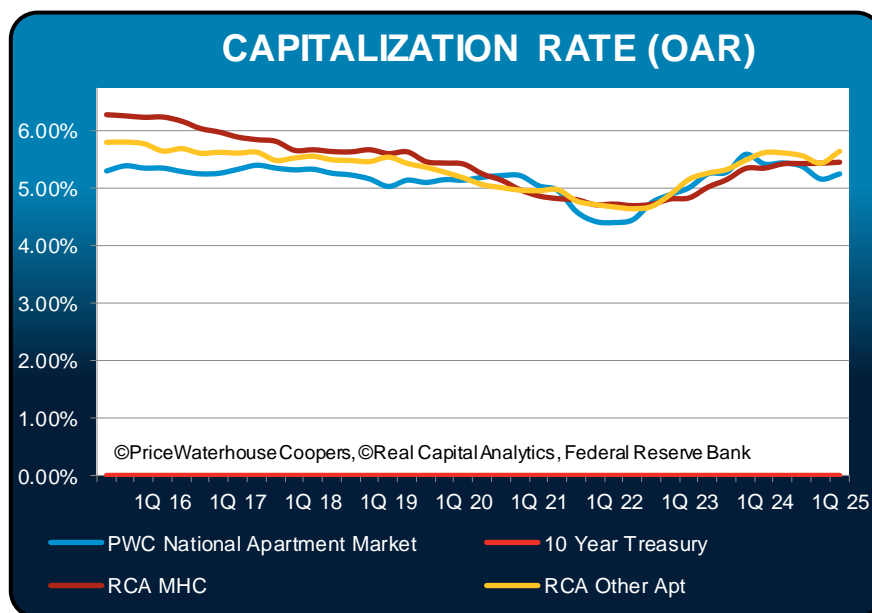
The capitalization rate comparables presented reflect sales of five MHC's across North and South Carolina, with sale dates ranging from March to December 2024. The indicated cap rates span from 5.25% to 7.75%, with an average of 6.45% and a median of 6.57%. These properties vary in age, with construction years ranging from 1955 to 1983, and occupancy rates between 88.0% and 97.7%. The average price per homesite is \$49,276, and average NOI per homesite is \$3,142.

A capitalization rate of **5.50%** is concluded for the subject property on an As-Is basis. This lower rate, while beneath the average of the comparables, is supported by the subject's newer construction quality and the significant upside potential inherent in its current unstabilized status. In many cases, buyers are willing to accept a lower going-in cap rate on transitional or lease-up properties, recognizing the opportunity to achieve increased occupancy and implement rent increases over time. This future income growth potential reduces perceived risk for experienced investors, resulting in a lower cap rate being justified despite the property's present underperformance.

### Investor Surveys

The potential investor pool for the subject asset includes national, regional and local investors. While all of these groups place emphasis on local cap rates, regional and national investors would also strongly consider national cap rate trends from investor surveys due to the potential to invest in other regions that are offering competitive rates of return.

The following graph provides a historical illustration of capitalization rate statistics as surveyed by investors that we considered to be relevant to the subject property.



Spreads between apartment capitalization rates and manufactured housing communities have declined over the past several years to the point where the difference between the two is minor. As we see in the chart above, over the past six months, there has been a trend towards increasing capitalization rates in the US commercial real estate market. According to reports by Real Capital Analytics and CBRE, cap rates for these sectors have been on the rise, reversing a trend of declining cap rates observed in previous quarters. This is in line with economic theory, which suggests that cap rates tend to increase when interest rates rise. Indeed, rising interest rates have been a concern for many real estate investors, as indicated by a recent survey by PwC.

Despite the trend towards rising cap rates, many real estate investors are currently taking a "wait and see" approach, holding off on making major investment decisions until there are clearer indications of market stability. This caution is understandable given the economic uncertainty and potential risks associated with rising interest rates. However, the manufactured housing community asset class has not seen a significant uptick in capitalization rate as investors consider this a stable asset class to invest in during uncertain economic times.

The below table shows the decline in overall sales activity; however, it also highlights the stability of the capitalization rates in this asset class.

National Capitalization Rates 2022/2024		
Dates	Number of Sales	Average Cap Rate
01/22-06/22	198	5.92%
07/22-12/22	201	5.51%
01/23-06/23	62	5.89%
07/23-12/23	61	5.95%
01/24-07/24	70	5.90%
08/24-12/24	64	5.90%
* Colliers Data		



The following table provides the most recent survey results from investors and our independent market participant interview.

CAPITALIZATION RATE SURVEYS (OAR)				
SOURCE	QUARTER	RANGE		AVG
PriceWaterhouse Coopers				
National Apartment Market	1Q 25	4.00%	to 6.25%	5.25%
Real Capital Analytics				
MHC	1Q 25			5.45%
Other Apt	1Q 25			5.65%
10 Year Treasury	1Q 25	-	to -	0.00%
Third Party Data Range		4.00%	to 6.25%	5.13%
Market Participant Interview				
Hunter Gofus	2Q 2025	6.50%	to 8.50%	7.50%
Dylan Hellberg	2Q 2025	4.50%	to 7.50%	6.50%
Market Participant Interview Range	2Q 2025	4.50%	to 8.50%	6.75%
AVERAGE		5.00%	to 7.42%	6.07%

### Band of Investment Technique

Because most properties are purchased with debt and equity capital, the overall capitalization rate must satisfy the market return requirements of both investment positions. Lenders must anticipate receiving a competitive interest rate commensurate with the perceived risk of the investment or they will not make funds available. Lenders also require that the principal amount of the loan be repaid through amortization payments. Similarly, equity investors must anticipate receiving a competitive equity cash return commensurate with the perceived risk or they will invest their funds elsewhere.

To analyze the capitalization rate from a financial position, the Band of Investment Technique is used. Available financing information indicates the following terms:

BAND OF INVESTMENT ASSUMPTIONS	
Loan Amortization Period	30 Years
Interest Rate	6.00%
Loan-to-Value (LTV) Ratio	60%
Mortgage Constant	7.19%

Equity dividend rates vary depending upon motivations of buyers and financing terms. The previous terms and an appropriate equity dividend rate are used in the Band of Investments calculations, which are presented on the following chart.

BAND OF INVESTMENT CALCULATION					
Mortgage Component	60%	x	7.19%	=	4.317%
Equity Component	40%	x	8.00%	=	3.200%
Indicated Capitalization Rate					7.517%
<b>INDICATED CAPITALIZATION RATE</b>					<b>7.52%</b>

### Debt Coverage Ratio Technique

An alternate method to calculating capitalization rates based on financing metrics is the Debt Coverage Ratio method, which uses the relationship between the DCR, LTV, and mortgage constant to conclude to a rate value. This technique is based on the assumptions previously discussed and a DCR of 1.35x. The following calculation indicates the cap rate conclusion by this method:

**DEBT COVERAGE RATIO CALCULATION**

Debt Coverage Ratio	1.35
Loan-to-Value (LTV) Ratio	60%
Mortgage Constant	7.19%
<b>INDICATED CAPITALIZATION RATE</b>	<b>5.83%</b>

**Capitalization Rate Conclusion**

Taking all factors into consideration, the following table summarizes the various capitalization rate indicators and provides the final capitalization rate conclusion.

**CAPITALIZATION RATE CONCLUSION (OAR)**

SOURCE	QUARTER	RANGE	AVG
Comparable Sales		5.52% to 7.75%	6.45%
Third Party Data	1Q 25	4.00% to 6.25%	5.13%
Market Participant Interviews	2Q 2025	4.50% to 8.50%	6.75%
Band of Investment Technique			7.52%
Debt Coverage Ratio			5.83%
<b>AVERAGE</b>		4.67% to 7.50%	6.33%
<b>CAPITALIZATION CONCLUSION</b>			<b>6.00%</b>

Based on the data available for this analysis, a cap rate between **5.50% and 6.50%** is best supported for the subject property. Overall, a capitalization rate in the middle of the range, or **6.00%**, is concluded for this analysis.

**Prospective Valuation**

The subject is estimated to reach stabilization in Year 9 following a lease up of about 3 homesites per quarter. We modeled the Prospective Direct Cap on the following inputs:

**Rent Growth Projection**

Below is information provided by forward looking investor surveys that we used to support 3% rent growth:

**MARKET RENT CHANGE FORECAST**

SOURCE	QUARTER	RANGE	AVG
<b>PriceWaterhouse Coopers</b>			
National Apartment Market	1Q 25	0.00% to 4.00%	2.40%
<b>AVERAGE</b>		<b>0.0% to 4.0%</b>	<b>2.4%</b>

**Expense Growth**

Below is information provided by investor surveys that we used to support 3% expense growth:

**EXPENSE CHANGE**

SOURCE	QUARTER	RANGE	AVG
<b>PriceWaterhouse Coopers</b>			
National Apartment Market	1Q 25	3.00% to 5.00%	3.55%
<b>US BLS CPI 10-Year Snap Shot</b>	April 25		3.04%
<b>US BLS CPI 3-Year Snap Shot</b>	April 25		3.15%
<b>AVERAGE</b>		<b>3.0% to 5.0%</b>	<b>3.2%</b>

**Inflation Assumptions**

The following table summarizes all inflation assumptions that were used in our prospective analysis:

**INFLATION ASSUMPTIONS**

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
YEAR ENDING	APR-26	APR-27	APR-28	APR-29	APR-30	APR-31	APR-32	APR-33	APR-34	APR-35
Rent	-	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Other Income	-	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Expenses	-	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Variable Inc./Exp. Growth	-	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%

**Fill Rate**

The buyers have indicated a desire to improve the subject's occupancy. For purposes of this analysis; an absorption of 3 home sites per quarter is estimated.

**STABILIZED DIRECT CAPITALIZATION**

This method analyzes the relationship of one year's stabilized net operating income to total property value. The stabilized net operating income is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over a buyer's investment horizon.

The subject property is expected to attain stabilized occupancy in year 9. The following table summarizes our opinion of market value for the subject property via Direct Capitalization including the Prospective Value Upon Stabilization (Capitalized Value) in year 9 as of May 30, 2034.

<b>DIRECT CAPITALIZATION SUMMATION TABLE (YEAR 9)</b>				
<b>INCOME ITEMS</b>	<b>%PGI</b>	<b>%EGI</b>	<b>\$/HOMESITE</b>	<b>TOTAL</b>
Potential Rental Income			\$8,893	\$2,152,040
<b>TOTAL RENTAL INCOME</b>			<b>\$8,893</b>	<b>\$2,152,040</b>
<b>OTHER INCOME</b>				
Miscellaneous Income			\$53.92	\$13,048
<b>TOTAL OTHER INCOME</b>			<b>\$53.92</b>	<b>\$13,048</b>
<b>POTENTIAL GROSS INCOME (PGI)</b>			<b>\$8,947</b>	<b>\$2,165,088</b>
<b>INCOME LOSS</b>				
Vacancy	(11.5%)		(\$1,029)	(\$248,996)
<b>TOTAL INCOME LOSS</b>	<b>(11.5%)</b>		<b>(\$1,029)</b>	<b>(\$248,996)</b>
<b>EFFECTIVE GROSS INCOME (EGI)</b>	<b>88.5%</b>		<b>\$7,918</b>	<b>\$1,916,092</b>
Real Estate Taxes	(4.9%)	(5.6%)	(\$441)	(\$106,770)
Property Insurance	(2.5%)	(2.8%)	(\$222)	(\$53,649)
Gas & Electricity	(0.1%)	(0.1%)	(\$5)	(\$1,228)
Water & Sewer	(0.3%)	(0.3%)	(\$25)	(\$6,131)
Trash Removal	(2.4%)	(2.7%)	(\$215)	(\$52,115)
Repairs & Maintenance	(2.8%)	(3.2%)	(\$253)	(\$61,312)
Off-Site Management	(3.5%)	(4.0%)	(\$317)	(\$76,644)
On-Site Management	(5.7%)	(6.4%)	(\$507)	(\$122,624)
General & Administrative	(2.1%)	(2.4%)	(\$190)	(\$45,983)
Reserves	(0.4%)	(0.5%)	(\$40)	(\$9,680)
<b>TOTAL EXPENSES</b>	<b>(24.8%)</b>	<b>(28.0%)</b>	<b>(\$2,215)</b>	<b>(\$536,136)</b>
<b>NET OPERATING INCOME (NOI)</b>	<b>63.7%</b>	<b>72.0%</b>	<b>\$5,702</b>	<b>\$1,379,956</b>
Capitalization Rate				9.00%
Capitalized Value				\$15,332,844
<b>PROSPECTIVE VALUE UPON STABILIZATION</b>			<b>\$63,223</b>	<b>\$15,300,000</b>

Rounded to nearest \$100,000

**AS-IS DIRECT CAPITALIZATION**

This method analyzes the relationship of one year's stabilized net operating income to total property value. The stabilized net operating income is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over a buyer's investment horizon. The implied value may be adjusted to account for non-stabilized conditions or required capital expenditures to reflect an as is value.

The following table summarizes our opinion of market value via direct capitalization for the subject property's As-Is Value as of May 30, 2025.

<b>DIRECT CAPITALIZATION SUMMATION TABLE</b>				
<b>HOMESITE TYPE</b>	<b>HOMESITES</b>	<b>\$/HOMESITE</b>	<b>TOTAL</b>	
Standard	242	\$7,020	\$1,698,840	
<b>TOTAL</b>	<b>242</b>	<b>\$7,020</b>	<b>\$1,698,840</b>	
<b>INCOME ITEMS</b>	<b>%PGI</b>	<b>%EGI</b>	<b>\$/HOMESITE</b>	<b>TOTAL</b>
Potential Rental Income (PRI)			\$7,020	\$1,698,840
<b>TOTAL RENTAL INCOME</b>			<b>\$7,020</b>	<b>\$1,698,840</b>
<b>OTHER INCOME</b>				
Miscellaneous Income			\$43	\$10,300
<b>TOTAL OTHER INCOME</b>			<b>\$43</b>	<b>\$10,300</b>
<b>POTENTIAL GROSS INCOME (PGI)</b>			<b>\$7,063</b>	<b>\$1,709,140</b>
<b>INCOME LOSS</b>				
Vacancy	(50.0%) of PRI		(\$3,510)	(\$849,420)
<b>TOTAL INCOME LOSS</b>	<b>(49.7%)</b>		<b>(\$3,510)</b>	<b>(\$849,420)</b>
<b>EFFECTIVE GROSS INCOME (EGI)</b>	<b>50.3%</b>		<b>\$3,553</b>	<b>\$859,720</b>
<b>EXPENSE ITEMS</b>				
Real Estate Taxes	(0.5%)	(1.0%)	(\$37)	(\$8,857)
Property Insurance	(2.5%)	(4.9%)	(\$175)	(\$42,350)
Gas & Electricity	(0.1%)	(0.1%)	(\$4)	(\$968)
Water & Sewer	(0.3%)	(0.6%)	(\$20)	(\$4,840)
Trash Removal	(2.4%)	(4.8%)	(\$170)	(\$41,140)
Repairs & Maintenance	(2.8%)	(5.6%)	(\$200)	(\$48,400)
Off-Site Management	(2.0%)	(4.0%)	(\$142)	(\$34,389)
On-Site Management	(5.7%)	(11.3%)	(\$400)	(\$96,800)
General & Administrative	(2.1%)	(4.2%)	(\$150)	(\$36,300)
Reserves	(0.6%)	(1.1%)	(\$40)	(\$9,680)
<b>TOTAL EXPENSES</b>	<b>(18.9%)</b>	<b>(37.7%)</b>	<b>(\$1,338)</b>	<b>(\$323,724)</b>
<b>NET OPERATING INCOME (NOI)</b>	<b>31.4%</b>	<b>62.3%</b>	<b>\$2,215</b>	<b>\$535,996</b>
Capitalization Rate				6.00%
Capitalized Value				\$8,933,270
<b>AS-IS MARKET VALUE</b>			<b>\$36,777</b>	<b>\$8,900,000</b>

Rounded to nearest \$100,000



## RECONCILIATION OF INCOME APPROACH VALUES

The following table summarizes the opinion for market value that was developed by the Direct Capitalization method of the income approach.

VALUATION INDICES	MARKET VALUE AS-IS	PROSPECTIVE VALUE UPON STABILIZATION
INTEREST APPRAISED	LEASED FEE	LEASED FEE
DATE OF VALUE	MAY 30, 2025	MAY 30, 2034
INCOME CAPITALIZATION APPROACH		
<b>Direct Capitalization</b>	<b>\$8,900,000</b>	<b>\$15,300,000</b>
Direct Capitalization \$/Homesite	\$36,777/Homesite	\$63,223/Homesite
Net Operating Income	\$535,996	-
NOI \$/Homesite	\$2,215/Homesite	-
Capitalization Rate	6.00%	-
<b>INCOME CONCLUSION</b>	<b>\$8,900,000</b>	<b>\$15,300,000</b>
Income Conclusion \$/Homesite	\$36,777/Homesite	\$63,223/Homesite

INTRODUCTION

The Sales Comparison Approach is based on the principle of substitution, which asserts that a buyer would not pay more for a property than the value of similar properties in the market. This approach analyzes comparable sales by applying transactional and property adjustments to bracket the subject property within an appropriate unit value comparison.

UNIT OF COMPARISON

The most relevant unit of comparison is the price per homesite. This indicator best reflects the analysis used by buyers and sellers in this market for improved properties with similar design and utility.

COMPARABLE SELECTION

In selecting comparables, emphasis was placed on confirming recent improved sales of properties that match the highest and best use, and buyer/seller profile of the subject property. Regional influences do not impact MHCs near the same degree as other property types (i.e. apartments). In addition, there are far fewer sales of MHCs than other property types (i.e. apartments), resulting in a much smaller dataset from which to choose, The buyer profile for this property was stated as a local or regional or national buyer. Given a variety of factors, it is appropriate to utilize sales that are the most similar in size (number of spaces), occupancy, and overall rent levels. Therefore, our search was expanded to include sales from the following states: South Carolina, North Carolina and West Virginia. Overall, the sales selected represent the best comparables available for this analysis.

ADJUSTMENT PROCESS

Quantitative adjustments are made to the comparable sales. The following adjustments or general market trends were considered for the basis of valuation.

Transactional Adjustments

Dollar adjustments to the comparable sales were considered and made when warranted for transactional adjustments in the sequence shown below:

Property Rights Transferred	The valuation of the subject site was completed on a leased fee basis. If warranted, leased fee, leasehold and/or partial interest sales were adjusted accordingly.
Financing Terms	The subject property was valued on a cash equivalent basis. Adjustments were made to the comparables involving financing terms atypical of the marketplace.
Conditions of Sale	This adjustment accounts for extraordinary motivation on the part of the buyer or seller often associated with distressed sales.
Expenditures After Purchase	Adjustments were applied if physical conditions warranted expenditures on the part of the buyer to bring the comparable up to functional standards. Most often this adjustment accounts for costs associated with deferred maintenance.
Market Conditions	Market conditions adjustments were based on a review of historical sale data, market participant interviews and review of current versus historical pricing. Based on our research, the following table summarizes the market conditions adjustment applied in this analysis.

MARKET CONDITIONS ADJUSTMENT			
Per Year As Of	May 2025	(As-Is)	3%

The analysis applies an upward market conditions adjustment of 3% annually reflecting the conditions between the oldest comparable sale date up through the effective valuation date.

### Property Adjustments

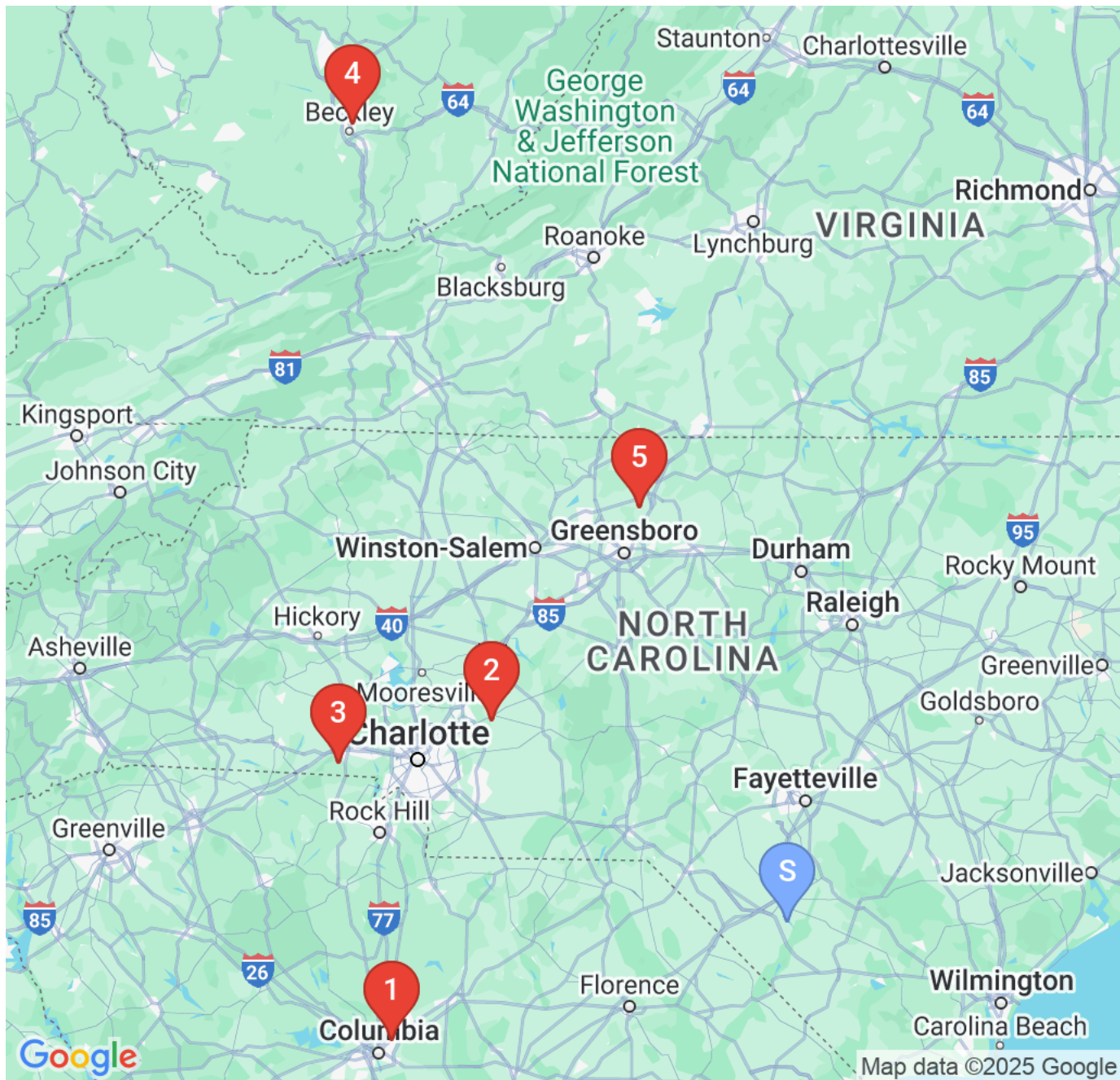
Quantitative percentage adjustments are also made for location and physical characteristics such as size, age, site and parking ratios, access, exposure, quality and condition, as well as other applicable elements of comparison. Where possible the adjustments applied are based on paired data or other statistical analysis. It should be stressed that the adjustments are subjective in nature and are meant to illustrate our logic in deriving a value opinion for the subject property.

### PRESENTATION

The following Sales Summation Table, Location Map and data sheets summarize the improved sales data. Following these items, the comparable sales are adjusted for applicable elements of comparison and the opinion of value by the Sales Comparison Approach is concluded.

IMPROVED SALES SUMMATION TABLE						
COMPARABLE	SUBJECT	COMPARABLE 1	COMPARABLE 2	COMPARABLE 3	COMPARABLE 4	COMPARABLE 5
<b>Name</b>	Waynesville Plantation	Columbia Portfolio	Oakland Glen MHC	Gastonia Estates	White Pines Pointe MHP	Fairgrove MHC
<b>Address</b>	81 Milan Avenue	1400 Bella Vista Drive	2600 Monta Dr	102 Wedowee Ln	112 Cessna Street	100 Capitol Loop
<b>City</b>	Lumberton	Columbia	Concord	Gastonia	Beckley	Reidsville
<b>State</b>	NC	SC	NC	NC	WV	NC
<b>Zip</b>	28358	29223	28025	28052	25801	27320
<b>County</b>	Robeson	Richland	Cabarrus	Gaston	Raleigh	Rockingham
PHYSICAL INFORMATION						
<b>Project Design</b>	All Age	Manufactured Housing	Manufactured Housing	Manufactured Housing	Manufactured Housing	Manufactured Housing
<b>Class</b>	C	C	C	B	B	C
<b>Homesites</b>	242	133	125	91	120	96
<b>Density</b>	19.8	3.3	4.6	4.3	7.9	2.6
<b>Land Area (AC)</b>	12.2	40.1	27.2	21.3	15.3	36.2
<b>Land Area (SF)</b>	532,739	1,747,627	1,186,139	927,828	665,597	1,578,179
<b>Year Built</b>	2000	1955	1975	1970	1970	1983
<b>Parking/Homesite</b>	2.0	2	2	2	2	2.083
<b>Parking Total</b>	484	266	250	182	240	200
<b>Location</b>	Average	Average	Average/Good	Average	Fair/Average	Average
<b>Quality</b>	Average	Average	Average	Average	Average	Average
<b>Condition</b>	Average	Average	Average	Average	Average	Average
<b>Appeal</b>	Average	Average	Average	Average	Average	Average
SALE INFORMATION						
<b>Date</b>		12/19/2024	10/30/2024	10/30/2024	5/14/2024	3/1/2024
<b>Status</b>		In Contract	Recorded	Recorded	Recorded	Recorded
<b>Rights Transferred</b>		Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
<b>Transaction Price</b>		\$6,000,000	\$6,710,000	\$5,490,000	\$3,845,712	\$5,100,000
<b>Transaction \$/Homesite</b>		\$45,113	\$53,680	\$60,330	\$32,048	\$53,125
<b>Analysis Price</b>		\$6,000,000	\$6,710,000	\$5,490,000	\$3,845,712	\$5,300,000
<b>Expenses % PGI</b>		38%	33%	38%	41%	23%
<b>Expenses % EGI</b>		38%	35%	40%	45%	24%
<b>NOI/Unit</b>	\$2,215	\$3,496	\$2,964	\$3,420	\$2,105	\$3,726
<b>Occupancy</b>	50.0%	97.7%	93.1%	95.0%	92.5%	88.0%
<b>Capitalization Rate</b>		7.75%	5.52%	5.67%	6.57%	6.75%
<b>PGIM</b>		8.00	11.18	10.05	7.80	10.78
<b>EGIM</b>		8.00	11.77	10.58	8.44	11.32

## SALES LOCATION MAP



## COMPARABLE KEY

COMP	DISTANCE	NAME	ADDRESS	OCC.	SALE DATE	OAR	\$/SITE
SUBJECT	-	Waynesville Plantation	81 Milan Avenue, Lumberton, NC	50.0%	-	-	-
No. 1	119.3 Miles	Columbia Portfolio	1400 Bella Vista Drive, Columbia, SC	97.7%	12/19/2024	7.75%	\$45,113
No. 2	102.3 Miles	Oakland Glen MHC	2600 Monta Dr, Concord, NC	93.1%	10/30/2024	5.52%	\$53,680
No. 3	136.5 Miles	Gastonia Estates	102 Wedowee Ln, Gastonia, NC	95.0%	10/30/2024	5.67%	\$60,330
No. 4	255.9 Miles	White Pines Pointe MHP	112 Cessna Street, Beckley, WV	92.5%	5/14/2024	6.57%	\$32,048
No. 5	124.9 Miles	Fairgrove MHC	100 Capitol Loop, Reidsville, NC	88.0%	3/1/2024	6.75%	\$55,208

**COMPARABLE 1****LOCATION INFORMATION**

Name	Columbia Portfolio
Address	1400 Bella Vista Drive
City, State, Zip Code	Columbia, SC, 29223
County	Richland
MSA	Columbia, SC

**SALE INFORMATION**

Buyer	MH Estates LLC
Seller	W & G Investments, LLC, Meadow Lane, LLC
Transaction Date	12/19/2024
Transaction Status	In Contract
Transaction Price	\$6,000,000
Rights Transferred	Fee Simple
Financing	Conventional
Conditions of Sale	Under Contract

**PHYSICAL INFORMATION**

Project Type	Manufactured Housing
Homesites	133
Year Built	1955
Quality / Condition	Average / Average
Appeal	Average
Site Size	40.1 Acres (1,747,627 SF)
Zoning	Residential
Street Construction	Asphalt
Total Parking Spaces	266
Spaces Per Homesite	2

Amenities None

**UNIT MIX**

<u>DESCRIPTION</u>	<u>NO. HOMESITES</u>
Standard	133

**COLUMBIA PORTFOLIO****OPERATING INCOME**

	<u>PER HOMESITE</u>	<u>TOTAL</u>
Rent Income	\$5,400	\$718,200
Other Income	\$238	\$31,600
Gross Income	\$5,638	\$749,800
Vacancy @ 0.0%	\$0	\$0
Effective Gross Income	\$5,638	\$749,800
Expenses	(\$2,141)	(\$284,794)
Net Operating Income	\$3,496	\$465,006
Occupancy at Sale		97.7%
Expense % of PGI / EGI	38%	38%

**ANALYSIS INFORMATION**

Price/Homesite	\$45,112.78
Adjusted Price/Homesite	\$36,451.13
Capitalization Rate	7.75%
PGIM / EGIM	8.00 8.00

**CONFIRMATION**

Name	Confidential
Company	Confidential
Source	Appraisal Document
Date / Phone Number	03/31/2025 Confidential

**REMARKS**

This represents 4 MHC's in Columbia, SC. They are located within a quarter mile of U.S. Route 1, within two miles of Interstate 20 and within three miles of Interstate 77. This is an off market transaction whereby the seller was approached directly. The buyer is an experienced MHC asset owner and negotiated a favorable price. The rents at all 4 communities appear to be operating below the comparable range and have upside potential. Furthermore, while not analyzed herein, there are numerous park owned homes that will be converted into tenant owned homes with higher rents through the buyer's home dealership. The cap rate of 7.75% is based on a rent increase subsequent to closing and actual expenses inclusive of off-site management fees and reserves.



**COMPARABLE 2****LOCATION INFORMATION**

Name	Oakland Glen MHC
Address	2600 Monta Dr
City, State, Zip Code	Concord, NC, 28025
County	Cabarrus
MSA	Charlotte-Concord-Gastonia, NC-SC
APN	5569 46 4811 0000

**SALE INFORMATION**

Buyer	FG Communities Inc.
Seller	Affordable Communities
Transaction Date	10/30/2024
Transaction Status	Recorded
Transaction Price	\$6,710,000
Recorded Date	10/30/2024
Recorded Price	\$6,710,000
Analysis Price	\$6,710,000
Rights Transferred	Fee Simple
Financing	Conventional
Conditions of Sale	Arms-Length

**PHYSICAL INFORMATION**

Project Type	Manufactured Housing
Homesites	125
Year Built	1975
Quality / Condition	Average / Average
Appeal	Average
Site Size	27.2 Acres (1,186,139 SF)
Zoning	CR
Street Construction	Asphalt
Homesite Parking	Asphalt
Total Parking Spaces	250
Spaces Per Homesite	2
Amenities	Basketball, Playground and Clubhouse (1)

**UNIT MIX**

<u>DESCRIPTION</u>	<u>NO. HOMESITES</u>
Single Section	100
Multi-Section	25

**OAKLAND GLEN MHC****OPERATING INCOME**

	<u>PER HOMESITE</u>	<u>TOTAL</u>
Rent Income	\$4,800	\$600,000
Other Income	\$0	\$0
Gross Income	\$4,800	\$600,000
Vacancy @ 5.0%	(\$240)	(\$30,000)
Effective Gross Income	\$4,560	\$570,000
Expenses	(\$1,596)	(\$199,500)
Net Operating Income	\$2,964	\$370,500
Occupancy at Sale		93.1%
Expense % of PGI / EGI	33%	35%

**ANALYSIS INFORMATION**

Price/Homesite	\$53,680.00
Adjusted Price/Homesite	\$41,065.20
Capitalization Rate	5.52%
PGIM / EGIM	11.18 11.77

**CONFIRMATION**

Name	Confidential
Company	Confidential
Source	Seller
Date / Phone Number	12/12/2024 Confidential

**REMARKS**

This property is located on the south side of Cold Springs Rd. It is approximately 6.69 miles away from Concord, NC. This property sold with a 4.5% in place cap rate. Rents are estimated to be around \$75/month below market. If we apply a market typical rent, vacancy (5%) and expense ration (35%) the indicated cap rate is around 5.5%.

**COMPARABLE 3****LOCATION INFORMATION**

Name	Gastonia Estates
Address	102 Wedowee Ln
City, State, Zip Code	Gastonia, NC, 28052
County	Gaston
MSA	Charlotte-Concord-Gastonia, NC-SC
APN	142914, 145816

**SALE INFORMATION**

Transaction Date	10/30/2024
Transaction Status	Recorded
Transaction Price	\$5,490,000
Recorded Date	10/30/2024
Analysis Price	\$5,490,000
Rights Transferred	Fee Simple

**PHYSICAL INFORMATION**

Project Type	Manufactured Housing
Homesites	91
Year Built	1970
Quality / Condition	Average / Average
Appeal	Average
Site Size	21.3 Acres (927,828 SF)
Street Construction	Asphalt
Total Parking Spaces	182
Spaces Per Homesite	2

Amenities None

**UNIT MIX**

<u>DESCRIPTION</u>	<u>NO. HOMESITES</u>
Standard	91

**GASTONIA ESTATES****OPERATING INCOME**

	<u>PER HOMESITE</u>	<u>TOTAL</u>
Rent Income	\$6,000	\$546,000
Other Income	\$0	\$0
Gross Income	\$6,000	\$546,000
Vacancy @ 5.0%	(\$300)	(\$27,300)
Effective Gross Income	\$5,700	\$518,700
Expenses	(\$2,280)	(\$207,480)
Net Operating Income	\$3,420	\$311,220
Occupancy at Sale		95.0%
Expense % of PGI / EGI	38%	40%

**ANALYSIS INFORMATION**

Price/Homesite	\$60,329.67
Adjusted Price/Homesite	\$49,229.01
Capitalization Rate	5.67%
PGIM / EGIM	10.05 10.58

**CONFIRMATION**

Name	Confidential
Company	Confidential
Source	Property Owner
Date / Phone Number	01/31/2025 Confidential

**REMARKS**

The property is located within three miles of U.S. Route 321. Access to the property is offered through a full-access driveway on Wedowee Lane. The cap rate was estimated using market rent of \$500 with a market vacancy of 5% and a 40% expense ratio.

**COMPARABLE 4****LOCATION INFORMATION**

Name	White Pines Pointe MHP
Address	112 Cessna Street
City, State, Zip Code	Beckley, WV, 25801
County	Raleigh

**SALE INFORMATION**

Buyer	CESSNA MHC LP
Seller	ROYCE WHITE PINES LLC
Transaction Date	05/14/2024
Transaction Status	Recorded
Transaction Price	\$3,845,712
Recorded Date	05/14/2024
Analysis Price	\$3,845,712
Recording Number	5083-317
Rights Transferred	Fee Simple
Conditions of Sale	Arms-Length

**PHYSICAL INFORMATION**

Project Type	Manufactured Housing
Homesites	120
Year Built	1970
Quality / Condition	Average / Average
Appeal	Average
Site Size	15.3 Acres (665,597 SF)
Zoning	Rural/Residential District
Street Construction	Asphalt
Total Parking Spaces	240
Spaces Per Homesite	2

Amenities                      Playground and Clubhouse (1)

**UNIT MIX**

<u>DESCRIPTION</u>	<u>NO. HOMESITES</u>
Single Section	114
Multi-Section	6

**WHITE PINES POINTE MHP****OPERATING INCOME**

	<u>PER HOMESITE</u>	<u>TOTAL</u>
Rent Income	\$3,924	\$470,880
Other Income	\$187	\$22,400
Gross Income	\$4,111	\$493,280
Vacancy @ 8.0%	(\$314)	(\$37,670)
Effective Gross Income	\$3,797	\$455,610
Expenses	(\$1,692)	(\$203,003)
Net Operating Income	\$2,105	\$252,607
Occupancy at Sale		92.5%
Expense % of PGI / EGI	41%	45%

**ANALYSIS INFORMATION**

Price/Homesite	\$32,047.60
Adjusted Price/Homesite	\$29,708.13
Capitalization Rate	6.57%
PGIM / EGIM	7.80      8.44

**CONFIRMATION**

Name	Confidential
Company	Confidential
Source	Assessor
Date / Phone Number	09/17/2024      Confidential

**REMARKS**

The total sales price was \$4,904,487, however, there was an allocation for \$1,059,000 for community owned homes. Therefore, we included the real estate only price in our analysis. The indicated cap rate is a proforma cap rate inclusive of reserves and 8% vacancy.

**COMPARABLE 5****LOCATION INFORMATION**

Name	Fairgrove MHC
Address	100 Capitol Loop
City, State, Zip Code	Reidsville, NC, 27320
County	Rockingham
APN	138683

**SALE INFORMATION**

Buyer	The Foundry Companies LLC
Transaction Date	03/1/2024
Transaction Status	Recorded
Transaction Price	\$5,100,000
Recorded Date	07/1/2024
Analysis Price	\$5,300,000
Rights Transferred	Fee Simple
Financing	Conventional
Conditions of Sale	Arms-Length
Marketing Time	1 Months

**PHYSICAL INFORMATION**

Project Type	Manufactured Housing
Homesites	96
Year Built	1983
Quality / Condition	Average / Average
Appeal	Average
Site Size	36.2 Acres (1,578,179 SF)
Zoning	RM
Street Construction	Asphalt
Total Parking Spaces	200
Spaces Per Homesite	2.083

Amenities None

**UNIT MIX**

<u>DESCRIPTION</u>	<u>NO. HOMESITES</u>
Standard	95
Cottage	1

**FAIRGROVE MHC****OPERATING INCOME**

	<u>PER HOMESITE</u>	<u>TOTAL</u>
Rent Income	\$4,807	\$461,472
Other Income	\$313	\$30,000
Gross Income	\$5,120	\$491,472
Vacancy @ 5.0%	(\$240)	(\$23,074)
Effective Gross Income	\$4,879	\$468,398
Expenses	(\$1,153)	(\$110,730)
Net Operating Income	\$3,726	\$357,668
Occupancy at Sale		88.0%
Expense % of PGI / EGI	23%	24%

**ANALYSIS INFORMATION**

Price/Homesite	\$55,208.33
Adjusted Price/Homesite	\$45,933.33
Capitalization Rate	6.75%
PGIM / EGIM	10.78 11.32

**CONFIRMATION**

Name	Confidential
Company	Confidential
Source	Appraiser
Date / Phone Number	06/7/2024 Confidential

**REMARKS**

This property was openly listed on January 30th 2024 and within two weeks had over 15 offers, two of which were very near asking price of 5.3m. There was an estimated deferred maintenance of around \$300,000 for roadway repairs. Rents were around \$40 below market and there was opportunity to fill in 10-11 homesites. This was appealing to the buyer. The buyer also intends to implement utility re-imbursement. Our indicated proforma year one cap rate with utility reimbursement, reserves, and on-site management included is 6.75%. The indicated cap rate of 5.50% from actual T-12 expenses does not include reserves or on-site management.



## IMPROVED SALES ADJUSTMENT TABLE

COMPARABLE	SUBJECT	COMPARABLE	COMPARABLE	COMPARABLE	COMPARABLE	COMPARABLE
Address	81 Milan Avenue	1400 Bella Vista Drive	2600 Monta Dr	102 Wedowee Ln	112 Cessna Street	100 Capitol Loop
City, State	Lumberton, NC	Columbia, SC	Concord, NC	Gastonia, NC	Beckley, WV	Reidsville, NC
Units	242	133	125	91	120	96
Density	19.8	3.3	4.6	4.3	7.9	2.6
Land Area (AC)	12.2	40.1	27.2	21.3	15.3	36.2
Land Area (SF)	532,739	1,747,627	1,186,139	927,828	665,597	1,578,179
Year Built	2000	1955	1975	1970	1970	1983
Location	Average	Average	Average/Good	Average	Fair/Average	Average
Quality	Average	Average	Average	Average	Average	Average
Condition	Average	Average	Average	Average	Average	Average
Appeal	Average	Average	Average	Average	Average	Average

## SALE INFORMATION

Date	12/19/2024	10/30/2024	10/30/2024	5/14/2024	3/1/2024
Status	In Contract	Recorded	Recorded	Recorded	Recorded
Rights Transferred	Fee Simple	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Occupancy	50.0%	97.7%	93.1%	95.0%	92.5%
Capitalization Rate		7.8%	5.5%	5.7%	6.6%
NOI/Homesite		\$3,496	\$2,964	\$3,420	\$2,105
Transaction Price		\$6,000,000	\$6,710,000	\$5,490,000	\$3,845,712
Analysis Price		\$6,000,000	\$6,710,000	\$5,490,000	\$3,845,712
\$/Homesite		\$45,113	\$53,680	\$60,330	\$32,048

## TRANSACTIONAL ADJUSTMENTS

Property Rights	0%	0%	0%	0%	0%
Financing	0%	0%	0%	0%	0%
Conditions of Sale	0%	0%	0%	0%	0%
Expenditures After the Sale	0%	0%	0%	0%	0%
Market Conditions <sup>1</sup>	1%	2%	2%	3%	4%
Subtotal Transactional Adj Price	\$45,564	\$54,754	\$61,536	\$33,009	\$57,417

## PROPERTY ADJUSTMENTS

Location	0%	-5%	0%	5%	0%
Quality	0%	0%	0%	0%	0%
Condition	0%	0%	0%	0%	0%
Age	0%	0%	0%	0%	0%
Number Of Homesites	5%	5%	5%	5%	5%
Density	-5%	-5%	-5%	0%	-5%
Amenities	0%	0%	0%	0%	0%
Economic/Occupancy	-20%	-20%	-20%	-20%	-20%
Subtotal Property Adjustment	-20%	-25%	-20%	-10%	-20%

<b>TOTAL ADJUSTED \$/HOMESITE</b>	<b>\$36,451</b>	<b>\$41,065</b>	<b>\$49,229</b>	<b>\$29,708</b>	<b>\$45,933</b>
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STATISTICS	UNADJUSTED	ADJUSTED
LOW	\$32,048	\$29,708
HIGH	\$60,330	\$49,229
MEDIAN	\$53,680	\$41,065
AVERAGE	\$49,276	\$40,477

<sup>1</sup> Market Conditions Adjustment - 3%

Date of Value (for adjustment calculations): 5/30/25



## SALES COMPARABLE ANALYSIS

### Introduction

The comparable sales indicate an adjusted value range from \$29,708 to \$49,229/Homesite, with a median of \$41,065/Homesite and an average of \$40,477/Homesite. The range of total gross adjustment applied to the comparables was from 31% to 37%, with an average gross adjustment across all comparables of 33%. The level of total adjustment applied to the comparables is considered minimal, an indication that the dataset is applicable to the subject and increases the credibility of the analysis. The adjustment process for each comparable sale is discussed in the following paragraphs.

### Discussion of Adjustments

Comparable 1 (\$36,451/Homesite as adjusted) required a total upward transaction adjustment of 1%. This property sold during a time when the market for manufactured housing communities was weaker and this sale is adjusted upward. This comparable required a total downward adjustment of -20% for property characteristics. Small communities have less homesites to spread expenses across. This community is adjusted upward for its inferior size. This property has a superior density and is adjusted downward. This property has superior economic/occupancy compared to the subject property and is adjusted downward. The total gross adjustment applied to this comparable was 31%. The substantial level of gross adjustments required for this comparable was justified due to the comparable's varying attributes. Considering these factors, this comparable is given primary consideration as a value indicator for the subject.

Comparable 2 (\$41,065/Homesite as adjusted) required a total upward transaction adjustment of 2%. This property sold during a time when the market for manufactured housing communities was weaker and this sale is adjusted upward. This comparable required a total downward adjustment of -25% for property characteristics. Overall, this property is considered to have a superior location to the subject property and is adjusted downward. Small communities have less homesites to spread expenses across. This community is adjusted upward for its inferior size. This property has a superior density and is adjusted downward. This property has superior economic/occupancy compared to the subject property and is adjusted downward. The total gross adjustment applied to this comparable was 37%. The substantial level of gross adjustments required for this comparable was justified due to the comparable's varying attributes. Considering these factors, this comparable is given secondary consideration as a value indicator for the subject.

Comparable 3 (\$49,229/Homesite as adjusted) required a total upward transaction adjustment of 2%. This property sold during a time when the market for manufactured housing communities was weaker and this sale is adjusted upward. This comparable required a total downward adjustment of -20% for property characteristics. Small communities have less homesites to spread expenses across. This community is adjusted upward for its inferior size. This property has a superior density and is adjusted downward. This property has superior economic/occupancy compared to the subject property and is adjusted downward. The total gross adjustment applied to this comparable was 32%. The substantial level of gross adjustments required for this comparable was justified due to the comparable's varying attributes. Considering these factors, this comparable is given minimal consideration as a value indicator for the subject.

Comparable 4 (\$29,708/Homesite as adjusted) required a total upward transaction adjustment of 3%. This property sold during a time when the market for manufactured housing communities was weaker and this sale is adjusted upward. This comparable required a total downward adjustment of -10% for property characteristics. Overall, this property is considered to have an inferior location to the subject property and is adjusted upward. Small communities have less homesites to spread expenses across. This community is adjusted upward for its inferior size. This property has superior economic/occupancy compared to the subject property and is adjusted downward. The total gross adjustment applied to this comparable was 33%. The substantial level of gross

adjustments required for this comparable was justified due to the comparable's varying attributes. Considering these factors, this comparable is given secondary consideration as a value indicator for the subject.

Comparable 5 (\$45,933/Homesite as adjusted) required a total upward transaction adjustment of 4%. This property sold during a time when the market for manufactured housing communities was weaker and this sale is adjusted upward. This comparable required a total downward adjustment of -20% for property characteristics. Small communities have less homesites to spread expenses across. This community is adjusted upward for its inferior size. This property has a superior density and is adjusted downward. This property has superior economic/occupancy compared to the subject property and is adjusted downward. The total gross adjustment applied to this comparable was 34%. The substantial level of gross adjustments required for this comparable was justified due to the comparable's varying attributes. Considering these factors, this comparable is given secondary consideration as a value indicator for the subject.

### SALES COMPARISON APPROACH CONCLUSION

The comparable sales indicate an adjusted value range from \$29,708 to \$49,229/Homesite, with a median of \$41,065/Homesite and an average of \$40,477/Homesite. Based on the results of the preceding analysis, Comparable 1 (\$36,451/Homesite adjusted) is given primary consideration for the subject's opinion of value.

**A manufactured home community located in Fayetteville, NC, comprising approximately 300 homesites, is currently under contract at an estimated price of \$45,000 per homesite. The property is approximately 65% occupied and is being acquired at an in-place capitalization rate of 5.0%. This transaction reflects a recent, market-based data point and provides relevant support for the subject property's valuation.**

**Additionally, a recent sale in Jacksonville, NC involved a community with 68 homesites, all consisting of community-owned homes, and a reported occupancy rate of 78%. The property sold for \$4,370,000, equating to \$64,264 per homesite. After allocating a portion of the purchase price to the value of the homes, the implied value attributable to the real estate on a stabilized basis is approximately \$52,265 per homesite. This transaction further supports current market pricing for assets with similar characteristics and stabilization potential.**

The following table summarizes the analysis of the comparables, reports the reconciled price per Homesite value conclusion, and presents the concluded value of the subject property.

SALES COMPARISON APPROACH CONCLUSION (\$/HOMESITE)								
COMP	ANALYSIS PRICE	ADJUSTMENT				NET ADJ %	GROSS ADJ %	WEIGHT GIVEN
		TRANSACTIONAL	ADJUSTED	PROPERTY	FINAL			
1	\$45,113	1%	\$45,564	-20%	\$36,451	-19%	31%	PRIMARY
2	\$53,680	2%	\$54,754	-25%	\$41,065	-24%	37%	SECONDARY
3	\$60,330	2%	\$61,536	-20%	\$49,229	-18%	32%	MINIMAL
4	\$32,048	3%	\$33,009	-10%	\$29,708	-7%	33%	SECONDARY
5	\$55,208	4%	\$57,417	-20%	\$45,933	-17%	34%	SECONDARY
LOW	\$29,708						AVERAGE	\$40,477
HIGH	\$49,229						MEDIAN	\$41,065
		SUBJECT HOMESITES		\$/HOMESITE CONCLUSION		VALUE		
AS-IS MARKET VALUE		242	x	\$36,500	=	\$8,800,000		

<sup>1</sup>Cumulative <sup>2</sup>Additive

Rounded to nearest \$100,000

The subject property is under contract to sell for \$9,167,000 between Waynesville Plantation MHP LLC (Grantor) and Elias Weiner - The Boa Vida Group (Grantee). The subject is one of four assets formerly known as the Time

Out Communities that are in receivership and were forced into a bankruptcy auction. In a Fannie Mae bankruptcy auction of mobile home parks, the assets are typically sold through a structured bidding process aimed at maximizing value for creditors. One of the key stipulations is that all purchases must be made with all cash and must close within a strict 45-day period. These stringent requirements effectively eliminate a significant portion of the buyer pool, particularly those reliant on financing or requiring longer due diligence periods. As a result, the competition is generally limited to well-capitalized investors and funds capable of executing swift, non-contingent transactions. This dynamic can lead to below-market sale prices, as fewer qualified bidders are able to participate. The buyer reported that there was limited competition for the subject due to the size and price point and since they met the conditions, they won the bid. They believe they got a good price on the community and have the ability to invest additional capital and resources to lease it up to stabilized levels. The property has approximately 101 Community Owned Homes that were included in the purchase price. We were not provided with an allocation between the real estate the personal property (homes). In this case, the subject property does not meet the criteria of a market value transaction due to several key factors: it was sold through a forced bankruptcy auction, required an all-cash purchase, and had a limited and potentially less competitive buyer pool. These conditions indicate the transaction was not conducted in an open and typically motivated market environment. Our concluded value of the real estate is within 5% of the contract price and is considered reasonable and well-supported given the circumstances.

## INTRODUCTION

The Reconciliation of Value Conclusions is the final step in the appraisal process and involves the weighing of the individual valuation techniques in relationship to their substantiation by market data, and the reliability and applicability of each valuation technique to the subject property. Understanding the profiles of potential buyers and their typical reliance on each approach to value strongly influences the weighting process.

As previously discussed, the **Cost Approach** was not presented in this analysis. The exclusion of the Cost Approach does not diminish the credibility of the value conclusion.

The price per unit method has been presented in the **Sales Comparison Approach**. There have been a few recent MHC sales of properties similar to the subject in the market area in the current market conditions, which decreases the validity of this approach. Recognizing the shifting market conditions, investors would typically give secondary weight to the Sales Comparison Approach in determining value. Therefore, supporting weight is given to the Sales Comparison Approach in this analysis.

The **Income Approach** to value is generally considered to be the best and most accurate measure of the value of income-producing properties. In this analysis, the Direct Cap method was developed for the income approach value. The value estimate by this approach best reflects the analysis that knowledgeable buyers and sellers carry out in their decision-making processes regarding this type of property. Sufficient market data was available to reliably estimate gross income, vacancy, expenses and capitalization rate for the subject property. The Income Approach is given primary emphasis in the analysis.

In the open market, the subject property type would command most interest from regional and local buyers that are actively pursuing similar standard investment properties. There is currently steady buyer demand for substitute properties of the subject based on the volume of sale transactions and reports by buyers, sellers and other market participants during confirmation of market transactions. The most probable buyer is a regional and local investor.

## PRESENTATION OF VALUE CONCLUSIONS

Our opinion of value reflects current conditions and the likely actions of market participants as of the date of value. It is based on the available information gathered and provided to us, as presented in this report, and does not predict future performance. Changing market or property conditions can and likely will have an effect on the subject's value.

The following table summarizes our final opinions of the As-Is Market Value and Prospective Value Upon Stabilization of the subject property's leased fee interest. An Insurable Replacement Cost was requested but no buildings were present so none is provided.

## ANALYSIS OF VALUE CONCLUSIONS

VALUATION INDICES	MARKET VALUE AS-IS	PROSPECTIVE VALUE UPON STABILIZATION
<b>INTEREST APPRAISED</b>	LEASED FEE	LEASED FEE
<b>DATE OF VALUE</b>	MAY 30, 2025	MAY 30, 2034
Sales Comparison Approach	\$8,800,000	-
Income Approach	\$8,900,000	\$15,300,000
<b>FINAL VALUE CONCLUSION</b>	<b>\$8,900,000</b>	<b>\$15,300,000</b>
\$/Homesite	\$36,777/Homesite	\$63,223/Homesite
Exposure Time	Six Months or Less	
Marketing Period	Six Months or Less	
<b>OTHER CONCLUSIONS</b>	<b>AS OF MAY 30, 2025</b>	
Insurable Replacement Cost	NA	





We certify that, to the best of our knowledge and belief:

- › The statements of fact contained in this report are true and correct.
- › The reported analyses, opinions, and conclusions of the signers are limited only by the reported assumptions and limiting conditions, and are our personal, impartial, and unbiased professional analyses, opinions, and conclusions.
- › The signers of this report have no present or prospective interest in the property that is the subject of this report, and no personal interest with respect to the parties involved.
- › Nancy Caniff has performed no services, as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment. Bruce Nell, MAI, AI-GRS, MRICS has performed no services, as an appraiser or in any other capacity regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.
- › The signers are not biased with respect to the property that is the subject of this report or to the parties involved with this assignment.
- › The engagement in this assignment was not contingent upon developing or reporting predetermined results.
- › The compensation for completing this assignment is not contingent upon the development or reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the value opinion, the attainment of a stipulated result, or the occurrence of a subsequent event directly related to the intended use of this appraisal.
- › The reported analysis, opinions, and conclusions were developed, and this report has been prepared, in conformity with the *Uniform Standards of Professional Appraisal Practice* and the *Code of Professional Ethics and Standards of Professional Appraisal Practice* of the Appraisal Institute.
- › Nancy Caniff inspected the property that is the subject of this report. Bruce Nell, MAI, AI-GRS, MRICS did not inspect the property that is the subject of this report.
- › No one provided significant real property appraisal assistance to appraisers signing this certification.

The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives.

As of the date of this report Bruce Nell, MAI, AI-GRS, MRICS completed the continuing education program for Designated Members of the Appraisal Institute. As of the date of this report Nancy Caniff has completed the Standards and Ethics Education Requirement for Candidates of the Appraisal Institute.

June 3, 2025

Date

Nancy Caniff


Senior Valuation Specialist

Certified General Real Estate Appraiser

State of North Carolina License #A8479

+1 904 316 2124

nancy.caniff@colliers.com

June 3, 2025

Date

Bruce Nell, MAI, AI-GRS, MRICS

Senior Vice President | Advisory Services

Certified General Real Estate Appraiser

State of North Carolina License #A7941

+1 614 437 4687

bruce.nell@colliers.com

This appraisal is subject to the following assumptions and limiting conditions:

- › The appraisers may or may not have been provided with a survey of the subject property. If further verification is required, a survey by a registered surveyor is advised.
- › We assume no responsibility for matters legal in character, nor do we render any opinion as to title, which is assumed to be marketable. All existing liens, encumbrances, and assessments have been disregarded, unless otherwise noted, and the property is appraised as though free and clear, under responsible ownership, and competent management.
- › The exhibits in this report are included to assist the reader in visualizing the property. We have made no survey of the property and assume no responsibility in connection with such matters.
- › Unless otherwise noted herein, it is assumed that there are no encroachments, zoning, or restrictive violations existing in the subject property.
- › The appraisers assume no responsibility for determining if the property requires environmental approval by the appropriate governing agencies, nor if it is in violation thereof, unless otherwise noted herein.
- › Information presented in this report has been obtained from reliable sources, and it is assumed that the information is accurate.
- › This report shall be used for its intended purpose only, and by the party to whom it is addressed. Possession of this report does not include the right of publication.
- › The appraisers may not be required to give testimony or to appear in court by reason of this appraisal, with reference to the property in question, unless prior arrangements have been made therefore.
- › The statements of value and all conclusions shall apply as of the dates shown herein.
- › There is no present or contemplated future interest in the property by the appraisers which is not specifically disclosed in this report.
- › Without the written consent or approval of the authors neither all, nor any part of, the contents of this report shall be conveyed to the public through advertising, public relations, news, sales, or other media. This applies particularly to value conclusions and to the identity of the appraisers and the firm with which the appraisers are connected.
- › This report must be used in its entirety. Reliance on any portion of the report independent of others, may lead the reader to erroneous conclusions regarding the property values. Unless approval is provided by the authors no portion of the report stands alone.
- › The valuation stated herein assumes professional management and operation of the buildings throughout the lifetime of the improvements, with an adequate maintenance and repair program.
- › The liability of Colliers International Valuation & Advisory Services, its principals, agents, and employees is limited to the client. Further, there is no accountability, obligation, or liability to any third party. If this report is placed in the hands of anyone other than the client, the client shall make such party aware of all limiting conditions and assumptions of the assignment and related discussions. The appraisers are in no way responsible for any costs incurred to discover or correct any deficiency in the property.
- › The appraisers are not qualified to detect the presence of toxic or hazardous substances or materials which may influence or be associated with the property or any adjacent properties, has made no investigation or analysis as to the presence of such materials, and expressly disclaims any duty to note the degree of fault. Colliers International Valuation & Advisory Services and its principals, agents, employees, shall not be liable for any costs, expenses, assessments, or penalties, or diminution in value,

property damage, or personal injury (including death) resulting from or otherwise attributable to toxic or hazardous substances or materials, including without limitation hazardous waste, asbestos material, formaldehyde, or any smoke, vapors, soot, fumes, acids, alkalis, toxic chemicals, liquids, solids or gasses, waste materials or other irritants, contaminants or pollutants.

- › The appraisers assume no responsibility for determining if the subject property complies with the *Americans with Disabilities Act (ADA)*. Colliers International Valuation & Advisory Services, its principals, agents, and employees, shall not be liable for any costs, expenses, assessments, penalties or diminution in value resulting from non-compliance. This appraisal assumes that the subject meets an acceptable level of compliance with *ADA* standards; if the subject is not in compliance, the eventual renovation costs and/or penalties would negatively impact the present value of the subject. If the magnitude and time of the cost were known today, they would be reduced from the reported value conclusion.
- › An on-site inspection of the subject property was conducted. No evidence of asbestos materials on-site was noted. A Phase 1 Environmental Assessment was not provided for this analysis. This analysis assumes that no asbestos or other hazardous materials are stored or found in or on the subject property. If evidence of hazardous materials of any kind occurs, the reader should seek qualified professional assistance. If hazardous materials are discovered and if future market conditions indicate an impact on value and increased perceived risk, a revision of the concluded values may be necessary.
- › A detailed soils study was not provided for this analysis. The subject's soils and sub-soil conditions are assumed to be suitable based upon a visual inspection, which did not indicate evidence of excessive settling or unstable soils. No certification is made regarding the stability or suitability of the soil or sub-soil conditions.
- › This analysis assumes that the financial information provided for this appraisal, including rent rolls and historical income and expense statements; accurately reflect the current and historical operations of the subject property.

Engagement Letter

Subject Data

Legal Description

Valuation Glossary

Qualifications of Appraisers

Qualifications of Colliers International Valuation & Advisory Services





**May 27, 2025**

**Jeffrey Shouse  
Colliers International**

**Subject: Commercial RE Appraisal**

**Property Type: Commercial-Real Estate-Other RE  
Property Address: 120 Milan Dr. Lumberton, NC 28358**

**Jeffrey Shouse:**

The following is our request for appraisal services in the form of an engagement letter. Please review the terms of this request and if you agree, sign, scan, and return via email to [appraisals@fivestarb.com](mailto:appraisals@fivestarb.com).

#### **GENERAL TERMS**

This letter is for professional appraisal services and represents your authorization to prepare an independent appraisal report for Five Star Bank. Five Star Bank is the client and the intended user of the report. The intended use of the appraisal involves a federally regulated real estate loan transaction. Therefore, you shall perform this report as an independent contractor and not as an employee/partner, principal, or agent of Five Star Bank. The appraisal assignment involves the **Leased Fee** interest in the above-referenced subject property.

Values Requested:

- **As-Is**
- **As-Stabilized**
- **Insurable RCV & ACV**

#### **Insurable Values**

For regulatory purposes, a "building" is defined as a walled and roofed structure, other than a gas or liquid storage tank, that is principally above ground and affixed to a permanent site.

Please confirm if all structures on the property are permanently affixed to the site. Provide the "Insurable Replacement Cost" and "Actual Cash Value" for each structure individually. For each permanent structure, include the following in the report:

1. **Location:** Identify the location by Assessor's Parcel Number(APN) and mark it on an aerial view map with structures clearly labeled.
2. **Visual Documentation:** Include clear photos of each permanent structure.
3. **Detailed Descriptions:** Provide detailed descriptions of each permanent structure.



### **Special Request Related to Marijuana Activity:**

Five Star Bank will not finance properties if marijuana is grown, processed or sold on the premises. This includes any products containing THC (for example “edibles”). Please notify the Bank immediately if any such activity is observed on the property and cease all appraisal activities until the Bank can determine if the assignment can continue. If the circumstance results in the Bank cancelling the assignment, the appraiser will be compensated for all costs incurred to that point.

### **Fees and Delivery Time:**

The fee for appraisal services rendered shall be **\$4,500.00**. The date of completion shall be on or before **6/3/2025**. Unless an extension is approved by an officer of this bank, a fee of \$100.00 may be deducted from the stipulated fee for this assignment for each day that the report is late.

### **COMPLETE SCOPE APPRAISAL REQUIREMENTS**

The appraisal must conform to, and satisfy, the requirements of the regulations adopted by the Federal Deposit Insurance Corporation in order to comply with Title XI of the Federal Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA) as well as the Uniform Standards of Professional Appraisal Practice (USPAP). In accordance with the USPAP effective January 1, 2018, the scope of work must always be sufficient to produce credible assignment results. Further, it is the appraiser's responsibility to ensure that the scope of work performed is sufficient and not misleading. At a minimum, the scope of work for this assignment is as follows:

1. The appraisal report must include a section that outlines the scope of work that was performed.
2. Disclosure of Competency - This appraisal report shall make an affirmative statement that the appraiser is competent to complete this report in accordance with the competency provision in the USPAP. In the absence of an affirmative statement, the appraiser must disclose any lack of knowledge and/or experience for this assignment and any necessary steps taken to comply with the competency provision in the USPAP.
3. Defined Market Value - The type of value estimate desired in this report is a **Leased Fee** market value. Definitions of other types of values must be approved by an officer of this institution prior to acceptance of the appraisal report. No alternative definitions are acceptable to this institution.

Market value is defined as the most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition are the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- a. Buyer and seller are typically motivated;
- b. Both parties are well informed or well advised, and acting in what they consider their own best interests;
- c. A reasonable time is allowed for exposure in the open market;
- d. Payment is made in terms of cash in U. S. dollars or in terms of financial arrangements comparable thereto; and



- e. The price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.
4. A complete interior and exterior inspection of the subject property, indicating how building size and land area were determined.
5. Analysis of highest and best use as though vacant and as improved or proposed.
6. Development of all applicable valuation approaches (Cost, Sales Comparison and Income Capitalization). Clear explanation of reasons for exclusion of any approach not deemed applicable. Photographs of the comparable building sales and rentals are required.
7. Disclosure of tax assessment information; current and forecast property taxes.
8. Disclosure, analysis and reconciliation of all sales, agreements of sale, offers, options or listings of the subject property within three (3) years prior to the effective date of value; to be discussed within the context of the final opinion of market value.
9. In addition to conforming to the USPAP, the governing agency's appraisal regulations require that appraisals supporting federally related transactions must:
  - a. Be written and contain sufficient information and analysis to support the regulated institution's decision to engage in the transaction, consistent with the agreed scope of work.
  - b. Analyze and report appropriate deductions and discounts for proposed construction or renovation, partially leased buildings, non-market lease terms, and tract developments with unsold units.
  - c. Be based upon the definition of market value in the regulation.
  - d. Be performed by a state licensed general appraiser in accordance with the regulatory requirements.
10. A copy of this letter must be included in the appraisal report.
11. A copy of the appraiser(s) license(s) must be included in this report.
12. A copy of the appraiser(s) resume(s)/qualifications must be included in the report.
13. A copy of the appraiser(s) current Errors and Omissions Insurance policy must be included in the report.
14. Appraiser is to include census track and block as part of the property description.
15. A statement is required and must be included in the appraisal report certifying that the appraiser has no direct or indirect interest in the property, that the appraiser has no stake of any sort in the outcome of any decision affecting the property that may be based in whole or in part on the appraisal and that the appraiser has not been influenced by any interested party in determining the estimate of market value.
16. Any additional requirements as discussed with Five Star Bank and/or as noted later in this



engagement letter.

Past experience with regulatory authorities suggests that major areas of particular concern are that the appraisal contains recent and appropriate comparables, that market trends are analyzed, and that discounts or deductions for marketing periods are recognized (if applicable). Accordingly, if the opinion of the absorption or exposure time exceeds one year, a discounted cash flow analysis is required to arrive at market value that reflects no more than a one year absorption or exposure term. The date of valuation in all cases must be a current or "As-Is" date, typically the same date as the date of your inspection. The values reported are not to include any upward trending of cash flows.

If the above fairly sets out your understanding of this appraisal assignment and the specifications pertaining thereto, please signify by signing below at the space provided and returning this letter to the undersigned. In the meantime, unless word is received from you to the contrary, we will assume that you are proceeding with the subject assignment as stated.

#### **CLIENT AND INTENDED USER**

Five Star Bank is the client for this report. The appraisal shall be ordered/requested by the Collateral Program Officer (or their designee) and payment shall be made directly from Five Star Bank to the appraiser. All documents furnished to the appraiser from the Bank are to be considered confidential information to the appraiser pursuant to the disclosure requirements in the confidentiality section of the ethics provision and the relevant Statement on Appraisal Standards.

#### **COMMENTS AND/OR ADDITIONAL REQUIREMENTS**

Unless otherwise directed, please provide one (1) electronic copy of the Appraisal Report to Five Star Bank.

***Send the electronic copy to:*** Appraisals@fivestarbank.com

#### **USE OF AI MODELS IN APPRAISAL REPORT**

The appraisal report must disclose if any AI model has been utilized. For each section where an AI model has been used, clearly cite its application.

#### **REQUIREMENTS FOR MANUFACTURED HOUSING & RV COMMUNITIES**

- Please identify any park owned manufactured homes.
- If parked owned, please identify any that are permanently affixed.
- Aerial map needs to have any homes that are park owned and/or permanently affixed labeled.
- Generate an insurable replacement value and actual cash value for any homes that are BOTH park owned and permanently affixed.
- Please ensure that the labeling of structures is consistent throughout the report.
- Provide photos of all permanent structures and sample photos of non-permanently affixed homes clearly labeled.



Permanently Affixed Defined -

- Be affixed to a permanent foundation that may be a poured masonry slab, foundation walls, piers, or blocks, so that the wheels and axles of the mobile home do not support its weight; and
- Be anchored to a permanent foundation to resist flotation, collapse, or lateral movement:
  - By providing over-the-top or frame ties to ground anchors; or
  - In accordance with manufacturer's specifications





## FIVE STAR BANK COLLATERAL VALUATION PROGRAM

*To ensure all appraisal reports yield independent valuation opinions, employees of Five Star Bank are expressly prohibited from making statements to appraisers that would impair their ability to offer unbiased opinions. However, communication between Loan Officers and appraisers is encouraged as long as it relates to the exchange of information necessary to complete the assignment. This typically includes preliminary title reports, sales contracts, leases, and financial statements. It may also include information related to comparable transactions, offered to the appraiser for his or her consideration. Five Star Bank's Collateral Valuation Program Officer (the undersigned) is responsible for addressing issues such as report quality, timeliness and appraise/employee conduct. If you wish to discuss the conduct of a Five Star Bank employee related to this assignment, please contact me directly.*

### SUBJECT PROPERTY ACCESS

Please contact **Brian Menold** at **916-768-6302** or **brian@theboavidagroup.com** to arrange a site visit or for additional information/documentation.

Sincerely,

Appraisals@fivestarbanc.com

Five Star Bank


800-416-6117

3100 Zinfandel Dr. #100

Rancho Cordova, CA 95670

Acceptance of the terms of this engagement letter:

### Colliers International

By: \_\_\_\_\_

Name: **Jeffrey Shouse**

Date: 05.27.25

Signatory Appraiser: **Nancy Caniff**

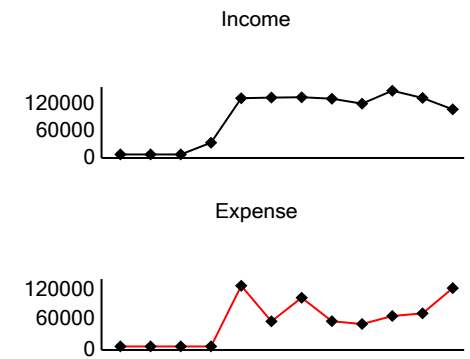
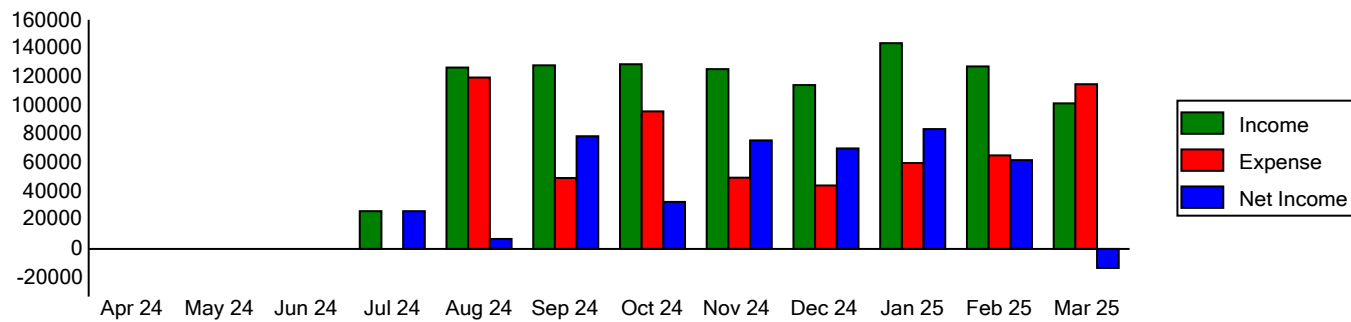
# Profit & Loss 12 Month Recap

Property: Waynesville Plantation  
Monthly recap 04/01/24 - 03/31/25 (cash basis)

	APR 24	MAY 24	JUN 24	JUL 24	AUG 24	SEP 24	OCT 24	NOV 24	DEC 24	JAN 25	FEB 25	MAR 25	TOTAL
<b>INCOME</b>													
4000 Rental Income													
4010 Lot Rent	0.00	0.00	0.00	5,502.00	90,633.71	95,065.16	98,142.44	92,456.52	87,860.33	99,891.86	90,131.61	81,721.51	741,405.14
4030 Home Rent	0.00	0.00	0.00	3,184.00	35,767.29	36,064.83	33,902.00	33,013.25	31,081.77	35,846.90	32,624.25	31,048.65	272,532.94
4035 Filing Fees	0.00	0.00	0.00	401.00	136.00	369.00	76.00	85.00	0.00	0.00	254.84	42.16	1,364.00
4050 Late Fees	0.00	0.00	0.00	135.00	422.05	553.17	864.25	1,104.41	845.30	1,106.02	-368.02	671.45	5,333.63
4075 less Tenant Disco	0.00	0.00	0.00	0.00	0.00	-250.00	-830.97	0.00	0.00	0.00	0.00	0.00	-1,080.97
4000 Other Rental Inco	0.00	0.00	0.00	0.00	0.00	84.00	0.00	0.00	0.00	0.00	0.00	0.00	84.00
4000 Total Rental Inco	0.00	0.00	0.00	9,222.00	126,959.05	131,886.16	132,153.72	126,659.18	119,787.40	136,844.78	122,642.68	113,483.77	1,019,638.74
4004 Rental Concession	0.00	0.00	0.00	0.00	-885.00	-885.00	-885.00	-885.00	-885.00	-885.00	-885.00	-300.00	-6,495.00
4190 NSF Fee	0.00	0.00	0.00	0.00	0.00	125.00	75.00	150.00	150.00	150.00	100.00	114.00	864.00
4195 Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,859.25	822.33	109.65	2,791.23
4300 Utility Income													
4310 Water & Sewer	0.00	0.00	0.00	0.00	0.00	0.00	-65.00	0.00	0.00	0.00	0.00	0.00	-65.00
4350 Water/Sewer/Tras	0.00	0.00	0.00	0.00	0.00	0.00	-100.00	0.00	0.00	0.00	0.00	0.00	-100.00
4300 Total Utility Incom	0.00	0.00	0.00	0.00	0.00	0.00	-165.00	0.00	0.00	0.00	0.00	0.00	-165.00
4950 Interest Income	0.00	0.00	0.00	0.00	26.20	26.21	27.08	22.87	22.58	242.29	233.04	258.49	858.76
4998 Unallocated Overpa	0.00	0.00	0.00	17,141.23	556.93	-2,951.96	-2,248.67	-389.55	-4,623.59	5,507.54	4,496.32	-11,962.74	5,525.51
<b>TOTAL INCOME</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>26,363.23</b>	<b>126,657.18</b>	<b>128,200.41</b>	<b>128,957.13</b>	<b>125,557.50</b>	<b>114,451.39</b>	<b>143,718.86</b>	<b>127,409.37</b>	<b>101,703.17</b>	<b>1,023,018.24</b>
<b>EXPENSE</b>													
5010 Repairs & Maintena													
5015 Carpet and Floori	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	294.89	0.00	0.00	0.00	294.89
5018 Appliances	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,450.00	0.00	0.00	4,594.13	1,103.20	8,147.33
5020 Repairs & Mainte	0.00	0.00	0.00	0.00	1,788.02	6,569.64	5,599.55	4,825.43	2,881.64	3,517.64	2,070.17	4,841.16	32,093.25
5025 Cleaning	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-300.00	350.00	-400.00	285.00	-65.00
5048 Landscape Mainte	0.00	0.00	0.00	0.00	5,000.01	3,000.00	10,120.00	0.00	3,000.00	0.00	450.00	0.00	21,570.01
50233 Plumbing Repair	0.00	0.00	0.00	0.00	0.00	5,640.40	0.00	0.00	0.00	0.00	0.00	0.00	5,640.40
50235 Electrical Repair	0.00	0.00	0.00	0.00	0.00	3,113.29	0.00	0.00	0.00	0.00	0.00	0.00	3,113.29
5010 Total Repairs & M	0.00	0.00	0.00	0.00	6,788.03	18,323.33	15,719.55	7,275.43	5,876.53	3,867.64	6,714.30	6,229.36	70,794.17
5050 Insurance													
5062 Property/Liability I	0.00	0.00	0.00	0.00	0.00	0.00	3,731.20	0.00	0.00	6,139.23	6,691.48	48,810.70	65,372.61
5050 Total Insurance	0.00	0.00	0.00	0.00	0.00	0.00	3,731.20	0.00	0.00	6,139.23	6,691.48	48,810.70	65,372.61
5155 Park Inspections	0.00	0.00	0.00	0.00	0.00	1,075.00	0.00	0.00	0.00	0.00	0.00	0.00	1,075.00
5220 Utilities													
5221 Telephone & Inter	0.00	0.00	0.00	0.00	104.98	0.00	343.95	0.00	139.97	139.97	139.97	139.97	1,008.81
5230 Water & Sewer	0.00	0.00	0.00	0.00	0.00	0.00	90.00	0.00	0.00	0.00	10.00	100.00	200.00
5231 Water	0.00	0.00	0.00	0.00	0.00	3,568.29	70.00	0.00	0.00	0.00	0.00	0.00	3,638.29

	APR 24	MAY 24	JUN 24	JUL 24	AUG 24	SEP 24	OCT 24	NOV 24	DEC 24	JAN 25	FEB 25	MAR 25	TOTAL
5240 Gas & Electric	0.00	0.00	0.00	0.00	188.82	0.00	0.00	69.58	127.25	390.97	249.18	0.00	1,025.80
5250 Trash Removal	0.00	0.00	0.00	0.00	0.00	3,828.00	3,828.00	4,378.00	7,991.75	5,889.00	10,986.00	4,153.00	41,053.75
5220 Total Utilities	0.00	0.00	0.00	0.00	293.80	7,396.29	4,331.95	4,447.58	8,258.97	6,419.94	11,385.15	4,392.97	46,926.65
5500 Home Repairs & Ma													
5505 Home Repairs	0.00	0.00	0.00	0.00	174.89	6,752.38	16,878.16	15,562.66	5,658.00	4,685.00	3,565.00	19,823.00	73,099.09
5500 Total Home Repa	0.00	0.00	0.00	0.00	174.89	6,752.38	16,878.16	15,562.66	5,658.00	4,685.00	3,565.00	19,823.00	73,099.09
5516 Termite and Pest Cc	0.00	0.00	0.00	0.00	0.00	0.00	150.00	-150.00	0.00	0.00	200.00	0.00	200.00
5530 Demolition and Disp	0.00	0.00	0.00	0.00	104.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	104.98
6000 Park Payroll Expens													
6001 Manager/Office P	0.00	0.00	0.00	0.00	7,003.83	5,307.69	5,655.65	7,053.59	8,524.82	12,531.46	9,371.54	8,479.10	63,927.68
6002 Maintenance Pay	0.00	0.00	0.00	0.00	0.00	334.36	7,512.18	9,101.43	3,049.02	7,086.46	9,500.82	8,870.96	45,455.23
6003 Sales Payroll & C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	600.00	400.00	1,000.00
6005 Employer's Payro	0.00	0.00	0.00	0.00	766.36	606.73	1,429.26	1,740.65	1,224.35	2,139.26	2,067.36	1,850.87	11,824.84
6006 Payroll Service E	0.00	0.00	0.00	0.00	143.53	234.06	236.71	849.33	240.26	447.80	459.94	363.70	2,975.33
6007 Workers Comp In	0.00	0.00	0.00	0.00	47.61	42.75	187.98	229.09	120.33	226.26	256.88	236.94	1,347.84
6008 Bonus	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	150.00
6009 Health Insurance	0.00	0.00	0.00	0.00	33.49	22.32	266.12	306.00	440.81	861.21	702.62	665.71	3,298.28
6000 Total Park Payroll	0.00	0.00	0.00	0.00	7,994.82	6,547.91	15,287.90	19,280.09	13,749.59	23,292.45	22,959.16	20,867.28	129,979.20
6015 Advertising	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	795.87	122.66	146.85	114.76	1,180.14
6020 Automobile	0.00	0.00	0.00	0.00	667.32	0.00	48.91	0.00	0.00	40.00	0.00	0.00	756.23
6025 Bank and Service Cl	0.00	0.00	0.00	0.00	46.00	101.21	191.08	142.56	129.36	81.40	164.80	141.80	998.21
6026 Cell Phone	0.00	0.00	0.00	0.00	0.00	0.00	64.81	0.00	0.00	0.00	0.00	0.00	64.81
6028 Computer Expense	0.00	0.00	0.00	0.00	493.81	0.00	41.98	0.00	72.96	72.96	0.00	0.00	681.71
6030 Credit/Background C	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-156.00	-451.75	-607.75
6031 Rent Manager Expe	0.00	0.00	0.00	0.00	347.50	0.00	0.00	0.00	0.00	520.00	260.00	0.00	1,127.50
6036 Eviction Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,566.00	1,260.00	0.00	0.00	2,826.00
6053 Meals & Entertainm	0.00	0.00	0.00	0.00	0.00	0.00	234.67	0.00	0.00	0.00	134.84	170.46	539.97
6054 Management / Rece	0.00	0.00	0.00	0.00	6,590.74	6,566.36	27,049.00	3,002.67	6,690.27	11,953.75	11,228.83	9,145.65	82,227.27
6057 Memberships, Dues	0.00	0.00	0.00	0.00	0.00	49.50	67.35	0.00	90.00	801.96	49.00	605.96	1,663.77
6060 Office Expense	0.00	0.00	0.00	0.00	2,148.00	1,820.98	2,713.18	2,166.68	882.32	350.52	1,003.32	713.85	11,798.85
6062 Postage	0.00	0.00	0.00	0.00	15.33	0.00	88.24	13.24	64.22	87.56	99.15	40.13	407.87
6065 Professional Fees													
6067 Legal Fees	0.00	0.00	0.00	0.00	0.00	0.00	6,534.00	-2,952.00	0.00	0.00	0.00	105.00	3,687.00
6065 Total Profession	0.00	0.00	0.00	0.00	0.00	0.00	6,534.00	-2,952.00	0.00	0.00	0.00	105.00	3,687.00
6070 Tax - Property	0.00	0.00	0.00	0.00	93,519.62	0.00	0.00	0.00	0.00	0.00	0.00	0.00	93,519.62
6075 Travel	0.00	0.00	0.00	0.00	0.00	858.43	2,778.15	747.72	301.50	0.00	930.67	311.83	5,928.30
6105 Receiver Bond	0.00	0.00	0.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
6107 Signage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	206.20	155.78	323.88	0.00	0.00	685.86
6110 Commissions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00	4,000.00
6112 Uniforms	0.00	0.00	0.00	0.00	0.00	0.00	183.11	0.00	0.00	0.00	0.00	0.00	183.11
<b>TOTAL EXPENSE</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>119,684.84</b>	<b>49,491.39</b>	<b>96,093.24</b>	<b>49,742.83</b>	<b>44,291.37</b>	<b>60,018.95</b>	<b>65,376.55</b>	<b>115,021.00</b>	<b>599,720.17</b>
<b>NET INCOME</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>26,363.23</b>	<b>6,972.34</b>	<b>78,709.02</b>	<b>32,863.89</b>	<b>75,814.67</b>	<b>70,160.02</b>	<b>83,699.91</b>	<b>62,032.82</b>	<b>-13,317.83</b>	<b>423,298.07</b>

	APR 24	MAY 24	JUN 24	JUL 24	AUG 24	SEP 24	OCT 24	NOV 24	DEC 24	JAN 25	FEB 25	MAR 25	TOTAL
<b>NET INCOME SUMMARY</b>													
Income	0.00	0.00	0.00	26,363.23	126,657.18	128,200.41	128,957.13	125,557.50	114,451.39	143,718.86	127,409.37	101,703.17	1,023,018.24
Expense	0.00	0.00	0.00	0.00	-119,684.84	-49,491.39	-96,093.24	-49,742.83	-44,291.37	-60,018.95	-65,376.55	-115,021.00	-599,720.17
<b>NET INCOME</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>26,363.23</b>	<b>6,972.34</b>	<b>78,709.02</b>	<b>32,863.89</b>	<b>75,814.67</b>	<b>70,160.02</b>	<b>83,699.91</b>	<b>62,032.82</b>	<b>-13,317.83</b>	<b>423,298.07</b>



# Rent Roll Analysis

Property: Waynesville Plantation

As of 04/22/25

Tenant Name	Unit	Unit Type	Sq Ft	Market Rent	Rent	Vacancy Loss	Misc Charges	Total Charges	Balance	Security Deposit	Increase Amount	Last Rent Increase	Move In	Move Out	Lease End
Waynesville Plantation															
<VACANT>	235 Milan (W ABAN		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	284 Milan (W ABAN		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	26 Milan (W/ COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	28 Briona (W COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	35 Briona (W COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	37 Briona (W COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	45 Briona (W COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	45 Celia (W/ COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	50 Milan (W/ COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	52 Briona (W COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	56 Celia (W/ COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	56 Milan (W/ COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	61 Milan (W/ COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	63 Karissa (I COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	69 Celia (W/ COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	72 Karissa (I COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	75 Celia (W/ COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	80 Karissa (I COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	81 Milan (W/ COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	87 Karissa (I COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	93 Banyan (I COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	94 Milan (W/ COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	95 Celia (W/ COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	98 Banyan (I COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	102 Karissa COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	103 Banyan COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	105 Celia (W COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	109 Karissa COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	110 Banyan COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	110 Karissa COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	119 Ariella (I COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	125 Banyan COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	131 Karissa COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	132 Banyan COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	142 Karissa COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	149 Banyan COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	150 Banyan COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	151 Ariella (I COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	152 Karissa COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				
<VACANT>	159 Banyan COH		0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				





[illegible]



<VACANT>	834 Milan (W COH	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
<VACANT>	848 Milan (W COH	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
<VACANT>	855 Milan (W COH	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
<VACANT>	896 Milan (W COH	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
<VACANT>	27 Karissa (W COH- Market	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
<VACANT>	53 Briona (W COH- Market	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
<VACANT>	68 Celia (W COH- Market	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
<VACANT>	80 Banyan (W COH- Market	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
<VACANT>	120 Banyan COH- Market	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
	8 Royce (W COHR	0	0.00	675.00	0.00	300.00	975.00	-1.00	0.00	675.00	12/01/24	11/5/24
	14 Celia (W COHR	0	0.00	875.00	0.00	300.00	1,175.00	0.00	1,000.00	875.00	08/01/24	11/9/21
	15 Celia (W COHR	0	0.00	1,300.00	0.00	300.00	1,600.00	0.00	0.00	1,300.00	08/01/24	7/14/23
	16 Royce (W COHR	0	0.00	675.00	0.00	0.00	675.00	0.00	1,000.00	675.00	08/01/24	5/27/22
	18 Briona (W COHR	0	0.00	675.00	0.00	300.00	975.00	-2.60	1,000.00	675.00	08/01/24	11/15/21
	18 Milan (W COHR	0	0.00	675.00	0.00	300.00	975.00	-1.00	1,000.00	675.00	08/01/24	3/31/23
	20 Briona (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	8/19/22
	21 Briona (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	1/17/24
	25 Celia (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	10/15/21
	26 Celia (W COHR	0	0.00	875.00	0.00	300.00	1,175.00	-10.00	0.00	875.00	08/01/24	5/11/23
	26 Royce (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	5/20/24
	30 Briona (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	11/17/23
	31 Milan (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	3/15/23
	32 Milan (W COHR	0	0.00	675.00	0.00	300.00	975.00	-10.00	0.00	675.00	08/01/24	9/20/23
	34 Celia (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	7/10/23
	37 Celia (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	2/28/22
	42 Milan (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	7/12/23
	46 Celia (W COHR	0	0.00	875.00	0.00	300.00	1,175.00	0.00	1,000.00	875.00	08/01/24	5/1/24
	55 Briona (W COHR	0	0.00	675.00	0.00	300.00	975.00	60.81	1,000.00	675.00	08/01/24	5/28/24
	57 Celia (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	12/13/21
	75 Karissa (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	7/12/23
	78 Celia (W COHR	0	0.00	300.00	0.00	875.00	1,175.00	1,190.00	1,175.00	300.00	03/17/25	3/17/25
	86 Celia (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	10/31/23
	89 Celia (W COHR	0	0.00	675.00	0.00	300.00	975.00	1,000.00	1,000.00	675.00	08/01/24	8/10/22
	89 Milan (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	12/31/17
	90 Karissa (W COHR	0	0.00	875.00	0.00	300.00	1,175.00	90.00	0.00	875.00	08/01/24	12/12/23
	96 Celia (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	6/29/22
	96 Milan (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	5/29/20
	99 Karissa (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	8/29/23
	103 Milan (W COHR	0	0.00	675.00	0.00	300.00	975.00	-14.75	1,000.00	675.00	08/01/24	2/9/24
	104 Celia (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	4/28/22
	109 Ariella (W COHR	0	0.00	675.00	0.00	300.00	975.00	-315.00	1,185.00	675.00	08/01/24	9/30/20
	110 Milan (W COHR	0	0.00	875.00	0.00	300.00	1,175.00	-33.84	1,175.00	875.00	08/01/24	3/13/24
	115 Banyan COHR	0	0.00	875.00	0.00	300.00	1,175.00	90.00	1,000.00	875.00	08/01/24	3/11/21
	119 Karissa COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	12/12/22
	124 Karissa COHR	0	0.00	300.00	0.00	875.00	1,175.00	-2,350.00	1,175.00	300.00	04/11/25	4/11/25
	131 Ariella (W COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	11/5/21
	139 Banyan COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,175.00	675.00	08/01/24	3/10/23
	140 Banyan COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	1/23/24
	143 Karissa COHR	0	0.00	875.00	0.00	300.00	1,175.00	0.00	1,175.00	875.00	08/01/24	5/6/23

	147 Ariella (\ COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	7/17/23	
	150 Milan (\ COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	2/28/22	3/31/22
	151 Milan (\ COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	4/28/23	
	157 Karissa COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	8/3/22	
	162 Milan (\ COHR	0	0.00	675.00	0.00	300.00	975.00	10.00	1,000.00	675.00	08/01/24	3/5/24	
	165 Ariella (\ COHR	0	0.00	675.00	0.00	300.00	975.00	980.00	0.00	675.00	08/01/24	4/9/21	
	168 Milan (\ COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	975.00	675.00	01/10/25	1/10/25	1/9/26



	172 Banyan	COHR	0	0.00	875.00	0.00	300.00	1,175.00	0.00	1,000.00	875.00	08/01/24	10/1/21	
	174 Karissa	COHR	0	0.00	675.00	0.00	300.00	975.00	-10.00	1,000.00	675.00	08/01/24	8/31/21	
	- 177 Ariella (\	COHR	0	0.00	300.00	0.00	675.00	975.00	0.00	975.00	300.00	02/03/25	2/3/25	3/2/26
	181 Banyan	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	9/1/21	
	182 Banyan	COHR	0	0.00	300.00	0.00	675.00	975.00	0.00	975.00	300.00	01/23/25	1/27/25	2/26/26
	214 Banyan	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	5/17/24	
	221 Banyan	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	1/3/22	
	234 Banyan	COHR	0	0.00	875.00	0.00	300.00	1,175.00	0.00	1,000.00	875.00	08/01/24	2/10/22	
	253 Banyan	COHR	0	0.00	1,300.00	0.00	300.00	1,600.00	0.00	1,600.00	1,300.00	08/01/24	3/7/23	
	254 Banyan	COHR	0	0.00	300.00	0.00	1,100.00	1,400.00	-1,762.50	1,400.00	-395.00	04/24/21	4/1/25	4/30/26
	274 Banyan	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	5/31/24	
	279 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	6/18/20	
	285 Banyan	COHR	0	0.00	675.00	0.00	300.00	975.00	-1,015.00	1,000.00	675.00	08/01/24	10/21/22	11/30/22
	317 Banyan	COHR	0	0.00	675.00	0.00	300.00	975.00	161.00	1,000.00	675.00	08/01/24	1/24/23	
	327 Banyan	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	5/25/22	
	334 Banyan	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,300.00	675.00	08/01/24	5/20/24	
	ic 335 Banyan	COHR	0	0.00	675.00	0.00	300.00	975.00	-5.23	1,000.00	675.00	08/01/24	12/6/22	12/31/22
	345 Banyan	COHR	0	0.00	675.00	0.00	300.00	975.00	990.00	0.00	675.00	08/01/24	9/11/23	
	346 Banyan	COHR	0	0.00	675.00	0.00	300.00	975.00	15.00	1,000.00	675.00	08/01/24	3/20/23	
	st 369 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	5/3/22	
	376 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	10/29/21	
	ç 379 Milan (\	COHR	0	0.00	300.00	0.00	875.00	1,175.00	-0.01	1,175.00	300.00	03/07/25	3/7/25	3/6/26
	386 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	3/17/22	
	398 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	4/3/23	
	er 410 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	10/29/21	
	a 418 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	3/30/23	
	n 438 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	7/8/24	
	459 Milan (\	COHR	0	0.00	875.00	0.00	300.00	1,175.00	0.00	1,000.00	875.00	08/01/24	12/20/21	
	471 Milan (\	COHR	0	0.00	875.00	0.00	300.00	1,175.00	0.00	1,000.00	875.00	08/01/24	11/30/21	
	479 Milan (\	COHR	0	0.00	875.00	0.00	300.00	1,175.00	2,400.00	0.00	875.00	08/01/24	7/13/23	
	494 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	8/3/23	9/30/23
	rl 512 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	2,075.00	0.00	675.00	08/01/24	12/28/23	
	530 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	490.00	1,000.00	675.00	08/01/24	3/31/22	
	626 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	3/16/23	
	636 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	-200.00	1,000.00	675.00	08/01/24	3/5/24	
	668 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	10/27/21	
	683 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	12/21/23	1/31/24
	e 736 Milan (\	COHR	0	0.00	300.00	0.00	675.00	975.00	-1,950.00	975.00	300.00	04/11/25	4/11/25	5/10/26
	750 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	990.00	1,000.00	675.00	08/01/24	5/10/24	
	751 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	190.00	0.00	675.00	08/01/24	11/13/23	
	758 Milan (\	COHR	0	0.00	300.00	0.00	875.00	1,175.00	139.99	1,175.00	300.00	02/24/25	2/24/25	3/23/26
	774 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	5/16/24	6/30/24
	h 775 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	-30.00	0.00	675.00	08/01/24	3/11/22	
	778 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	0.00	675.00	08/01/24	8/28/23	
	ta 783 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	65.00	1,000.00	675.00	08/01/24	5/5/23	
	794 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	2/28/23	
	797 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	8/17/20	8/31/21
	798 Milan (\	COHR	0	0.00	300.00	0.00	875.00	1,175.00	0.00	1,762.50	300.00	03/03/25	3/3/25	4/2/26
	J 831 Milan (\	COHR	0	0.00	675.00	0.00	300.00	975.00	0.00	1,000.00	675.00	08/01/24	7/31/22	

[illegible]

<VACANT>	186 Milan (W LOT	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
<VACANT>	197 Milan (W LOT	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
<VACANT>	211 Milan (W LOT	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
<VACANT>	259 Milan (W LOT	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
<VACANT>	288 Milan (W LOT	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
<VACANT>	304 Milan (W LOT	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
<VACANT>	895 Milan (W LOT	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
<VACANT>	904 Milan (W LOT	0	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			
	21 Milan (W/ OO	0	0.00	585.00	0.00	0.00	585.00	0.00	0.00	585.00	08/01/24	12/31/17	
	30 Karissa (W OO	0	0.00	585.00	0.00	0.00	585.00	0.00	0.00	585.00	08/01/24	1/1/18	9/1/18
	53 Milan (W/ OO	0	0.00	585.00	0.00	0.00	585.00	0.00	0.00	585.00	08/01/24	12/4/20	
	56 Briona (W OO	0	0.00	585.00	0.00	0.00	585.00	-0.59	0.00	585.00	08/01/24	8/18/20	8/31/21
	68 Milan (W/ OO	0	0.00	585.00	0.00	0.00	585.00	0.00	0.00	585.00	08/01/24	11/6/19	
	87 Ariella (W OO	0	0.00	585.00	0.00	0.00	585.00	0.00	0.00	585.00	08/01/24	1/29/19	
	113 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	0.00	520.00	585.00	08/01/24	12/31/17	
	134 Karissa OO	0	0.00	585.00	0.00	0.00	585.00	-0.75	0.00	585.00	08/01/24	5/1/23	
	137 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	600.00	0.00	585.00	08/01/24	12/31/17	
	148 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	1,200.00	0.00	585.00	08/01/24	7/26/18	
	161 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	0.00	1,000.00	585.00	08/01/24	6/9/23	
	203 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	0.00	0.00	585.00	08/01/24	7/3/18	8/1/18
	204 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	0.00	0.00	585.00	08/01/24	6/22/19	
	206 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	-40.00	0.00	585.00	08/01/24	9/27/18	11/1/18
	268 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	-10.00	0.00	585.00	08/01/24	7/6/18	
	276 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	-0.55	0.00	585.00	08/01/24	3/12/18	4/1/18
	317 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	0.00	0.00	585.00	08/01/24	4/30/18	6/1/18
328 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	300.00	0.00	585.00	08/01/24	6/22/20	6/30/21	
342 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	0.00	0.00	585.00	08/01/24	12/31/17		
842 Milan (W OO	0	0.00	585.00	0.00	0.00	585.00	100.00	0.00	585.00	08/01/24	8/17/20	8/31/21	
		0	0.00	81,625.00	0.00	34,800.00	116,425.00	5,414.76	78,692.50	80,930.00			

Totals for Waynesville Plantation

Sq Ft	Market Rent	Rent	Vacancy Loss	Misc Charges	Total Charges	Balance	Security Deposit	Increase Amount
0	0.00	81,625.00	0.00	34,800.00	116,425.00	5,414.76	78,692.50	80,930.00

Report Summary

Detail	Value
Total Possible Rent	81,625.00
Vacancy Rent	0.00
Occupied Unit Rent	81,625.00
# of Units	242
Vacant Units	121
Occupancy	50.0%

# Welcome to Crexi!

The following is an outline of the process to opening escrow. Please follow the next steps accordingly:

1

If you have not already spoken with a Crexi representative, please contact [crexicontracts@crexi.com](mailto:crexicontracts@crexi.com) to assist with contract and closing details.

2

Please sign the attached purchase documents as soon as possible.

3

Escrow will provide you with the wiring instructions for your Earnest Money Deposit separately when the contract has been executed. As soon as you are in receipt of the instructions, send your deposit without delay.

4

Please email confirmation of your wire confirmation or Federal Reference Number to [Vwalsh@crexi.com](mailto:Vwalsh@crexi.com)

5

Please familiarize yourself with the Closing Portal now available to you on your [Crexi.com](http://Crexi.com) account. This is where all closing communications and documents will be stored.

Crexi Closing Specialist  
Vanessa Walsh  
714-365-7130  
[Vwalsh@crexi.com](mailto:Vwalsh@crexi.com)

DS  
EW

CREXI 



First American Title Insurance  
Company National Commercial  
Services  
8311 W. Sunset Road, Suite 100  
Las Vegas, NV 89113

## INCOMING WIRE INSTRUCTIONS

BENEFICIARY NAME: First American Title Insurance Company National Commercial Services  
BENEFICIARY ADDRESS: 8311 W. Sunset Road, Suite 100, Las Vegas, NV 89113  
BANK NAME: First American Trust-Santa Ana  
ADDRESS: 5 First American Way, Santa Ana, CA 92707  
BANK ACCOUNT NO.: 3020430000  
ROUTING NUMBER: 122241255  
SWIFT Code: FATUUS66



PLEASE REFERENCE THE FOLLOWING:  
PROPERTY: 81 Milan Avenue et al, Lumberton, NC 28358  
FILE NUMBER: NCS-1258354-HHLV (ad)

Failure to reference all of the above information may result in a delay of your funds being applied to your file.

**NOTICE: IN ORDER TO INVEST EARNST MONEY DEPOSITS IN AN INTEREST BEARING ACCOUNT A W-9 IS REQUIRED. ESCROW AGENT SHALL HAVE NO OBLIGATION TO INVEST FUNDS UNLESS A COMPLETED W-9 IS PROVIDED.**

PLEASE NOTE: With cybercrimes on the increase, it is important to be ever vigilant. If you receive an e-mail or any other communication that appears to be generated from a First American employee that contains new, revised or altered bank wire instructions, consider it suspect and call our office at a number you trust. Our bank wire instructions rarely change.

If funds are coming from other than buyer, seller or Lender please contact your Escrow Officer before remitting for additional requirements

ACH Transfers are NOT wire transfers: An ACH transfer is not immediately available funds and requires additional time for clearance. An ACH transfer cannot be confirmed for earnest money, additional funds due in connection with your transaction or closing funds until the ten business day clearance period has expired. The acceptance of ACH transfers is subject to state law.

Contact our office at (702)855-0878, Anastasia Dion, or , Trent Thomas before remitting such a transfer for more details.

Contact our office at (702)855-0878, Anastasia Dion, or , Trent Thomas when funds are sent.

In the event funds are received after 2:30 PM (Pacific Time), we cannot guarantee funding by close of business that day. The Company will not be responsible for additional interest, penalties, fees, or charges that may be due.



**Please be prepared to provide answers to this questionnaire if you are the Winning Bidder, thank you.**

## **Buyer Interview Questionnaire**

### **Ownership Entity**

What type of ownership entity will acquire this property?

N/A

Who are the key principals of the ownership group? Please identify each individual and/or any entity (SPE, LLC, etc.) which will own, control or hold an economic interest in the buying entity. For each entity which will own, control or hold an economic interest in the buying entity, please also identify each individual or entity which will own, control or hold an economic interest in that entity. This list should continue until all natural persons owning any listed entity are identified. For each entity or individual identified, please provide the percentage of ownership interest and address.

N/A

In which state is the buying entity organized? In which city and state are the buying entity and/or individuals located?

N/a

What other similar properties do the principals own and/or manage? Please provide the property name, address, and number of units. Do you manage properties yourself or use third party management?

Na

Have all principals involved toured the property and walked vacant units? Have all the principals reviewed the underwriting?

NA

How many properties and total units have the principals acquired in the last 12 months and all-time?

NS

How many years have the principals been investing in multifamily?

NA

Have any key principals defaulted on loans to Fannie Mae, Freddie Mac, or HUD? If yes, explain.

NA

## Equity

How much equity will be used to acquire the asset?

NA

What/Who are the major sources for this equity?

NA

Has the equity provider toured the property? Has the equity provider reviewed the underwriting?

NA

Is the equity readily available? Please show proof of funds.

NA

## Financing

Has a lender completed a preliminary underwriting of this asset?

NA

What is the amount of loan proceeds this lender has quoted?

NA

What approvals must still be obtained to complete the financing?

NA

Have you done business with this lender before? If so, please give details.

NA

## Due Diligence Process

Briefly describe how you conducted your due diligence.

NA

What are your assumptions for up-front capital improvements? Please detail specific categories.

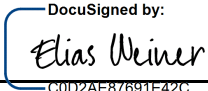

NA

Were the costs noted above determined internally or by third party contractor?

nA

What is your business plan for this property?

NA

**Buyer signature:**    
C0D2AE87691E42C...

**Date:** 5/21/2025

## **PURCHASE AND SALE AGREEMENT AND JOINT ESCROW INSTRUCTIONS**

**THIS PURCHASE AND SALE AGREEMENT AND JOINT ESCROW INSTRUCTIONS** (this “**Agreement**”) between Purchaser (defined below) and Seller (defined below) is effective as of the date Seller (defined below) signs this Agreement (the “**Effective Date**”).

### **BACKGROUND**

- A.** Waynesville Plantation MHP, LLC (“**Waynesville Plantation**”) owns certain parcels of land more particularly described on **Exhibit "A"** attached hereto (the “**Land**”) and WP-TOPPOS LLC (together with Waynesville Plantation, “**Owner**”) owns certain Personal Property (defined below) more particularly described on **Exhibit “A”**.
- B.** The Land and other Property (defined below) is currently the subject of litigation between Owner and Federal National Mortgage Association (“**Plaintiff**”), and such litigation is currently pending in the General Court of Justice, Superior Court Division of Robeson County, North Carolina (the “**Court**”) as Case No. 24-CVS-1823 (the “**Action**”).
- C.** Pursuant to that certain Consent Order Appointing Receiver and Granting Related Injunctive Relief entered by the Court on June 21, 2024, in the Action (the “**Receiver Order**”), the Court appointed Seller (defined below) as receiver over the Property (defined below).
- D.** The Receiver Order provides that the Seller (defined below) is appointed with the usual powers and directives as receiver of the Property (defined below) and is additionally empowered to “market[] and sell[] the [Property] as a going concern, subject to Court approval and Plaintiff’s prior written approval...”.”
- E.** Plaintiff consents to the sale of the Property (defined below) by Seller.
- F.** Prior to the Effective Date, Purchaser (defined below) has had the opportunity to conduct all due diligence with regard to the Property (defined below) and waives all other rights to conduct any other investigation of or at the Property (defined below).
- G.** Seller (defined below) agrees to sell the Property (defined below) and Purchaser agrees to purchase the Property from Seller.
- H.** The parties acknowledge that this Agreement remains subject to Court review and approval.

**NOW, THEREFORE**, in consideration of the mutual agreements and covenants contained herein and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, Seller and Purchaser agree as follows:

## AGREEMENT

**1. KEY TERMS.** The following defined terms in this Agreement have the meanings set forth in this Section.

1.1 Seller: Trigild IVL, LLC (“Seller” or the “Receiver”), not in its individual capacity but solely in its capacity as court-appointed receiver pursuant to that certain Consent Order Appointing Receiver and Granting Related Injunctive Relief entered on June 21, 2024, by the General Court of Justice, Superior Court Division of Robeson County, North Carolina, in Case No. 24-CVS-1823.

Mailing Address: Attn: Ian Lagowitz  
Trigild IVL, LLC  
24 Church Street  
Montclair, NJ 07042

Email: ian.lagowitz@trigild.com  
Phone: (973) 226-1950

1.2 Seller’s Attorney: Melanie Raubach, Hamilton Stephens Steele + Martin, PLLC.

Mailing Address: Attn: Melanie Raubach  
Hamilton Stephens Steele + Martin, PLLC  
525 N. Tryon St., Ste. 1400  
Charlotte, NC 28202

Email: mraubach@lawhssm.com  
Phone: (704) 227-1059

1.3 Purchaser: THE BOAVIDA GROUP, LP, a Delaware limited partnership

Mailing Address: 1910 Terracina Rd, Sacramento, CA 95834

Email: eli@theboavidagroup.com cc: brian@theboavidagroup.com

Phone: 916-768-6302

1.4 Purchaser’s Attorney:

Email:

Phone:

1.5 Escrow Agent: First American Title Insurance Company

Escrow Officer: Anastasia Dion

Mailing Address: 8311 West Sunset Road., Suite 100 Las Vegas, NV 89113

Email: adion@firstam.com

Phone: 702-266-8980 and 702-855-0878

1.6 Title Company: First American Title Insurance Company

Escrow Officer: Anastasia Dion

Mailing Address: 8311 West Sunset Road., Suite 100 Las Vegas, NV 89113

Email: adion@firstam.com

Phone: 702-266-8980 and 702-855-0878

1.7 Seller's Broker: Jason Green, SFR Realty LLC and Kolman Bubis, Sunstone Real Estate Advisors

Mailing Address: 954 W. Washington Blvd, Suite 415 Chicago, IL 60607

Email: kolman@sunstonerea.com

Phone: 312-568-4818

License Number: 319349

State of License: NC

1.8 Purchaser's Broker (if any): \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

License Number: \_\_\_\_\_

State of License: \_\_\_\_\_

Cooperating Broker Fee (if any): Not applicable

1.9 Purchase Price. \$ 9,167,000.00 (which equals the Winning Purchaser's Offer of \$ 8,900,000.00, plus the Marketing Fee, as defined below, of \$ 267,000.00). The Purchase Price shall be paid in accordance with the terms of this Agreement.

1.10 Earnest Money Deposit. \$ 916,700.00 (if blank, then Greater of \$20,000.00 or 10% of the Purchase Price)



1.11 Closing Date. 45 days following the execution of this Agreement or within 15 calendar days after satisfaction of the consent and approval requirement in Section 7.2.1., below, whichever is later.

1.12 Closing Cost Allocation: See Section 8 (Closing Costs and Allocations).

1.13 Marketing Fee. Three percent (3%) of the Winning Purchaser's Offer or \$20,000, whichever is greater, payable to Crexi.

## 2. THE PROPERTY.

2.1 Description & Agreement to Convey. Subject to the terms and conditions of this Agreement, Seller agrees to sell, assign and convey, and Purchaser hereby agrees to purchase and acquire, all of Seller's right, title and interest in and to the following (the "**Property**") on the Closing Date. The "**Property**" shall include the following:

2.1.1 Land. The land located at the common street address of 120 Milan Avenue, Lumberton, North Carolina, 28358, and legally described in **Exhibit A** (the "**Land**").

2.1.2 Personal Property: The mobile homes titled to Owner and located on the Land (each a "**Mobile Home**" and together the "**Mobile Homes**") are included in the Property unless specifically excluded by addendum or amendment to this Agreement.

2.1.3 Improvements: All buildings (the "**Buildings**"), improvements, parking facilities and other permanent fixtures located on the Land (collectively, the "**Improvements**") and all easements, hereditaments, appurtenances, development rights, and other benefits, if any, pertaining to or affecting the Land (collectively, the "**Easements**"). The Land, Buildings, Improvements and Easements are hereinafter collectively referred to as the "**Real Property**".

2.1.4 Contracts. All service, maintenance, supply, or other contracts relating to the operation of the Property, and all other such assignable contracts or agreements in effect as of the Closing Date (collectively, the "**Contracts**").

2.1.5 Intangible Property. Any and all permits, warranties, telephone numbers, architectural or engineering plans and specifications and development rights that exist as of the Closing Date and relate to the Real Property (collectively, the "**Intangible Property**").

2.1.6 Leases. Any and all written leases, tenancies, licenses and other rights of occupancy or use of or for any portion of the Real Property and any of the Mobile Homes (including all amendments, renewals and extensions thereof) (collectively, "**Leases**").

## 3. EARNEST MONEY DEPOSIT.

3.1 Deposit. Purchaser must deposit the full amount of the Earnest Money Deposit to Escrow Agent no later than 5:00 p.m. in the time zone where the Property is located on the first (1st) business day following Purchaser being declared the winning bidder (even if the sale is subject to Seller's confirmation). The escrow ("**Escrow**") for the purchase of the Property shall

be opened upon Escrow Agent's receipt of the Earnest Money Deposit and a fully signed copy of this Agreement. Purchaser agrees that Earnest Money Deposit is non-refundable (except as specifically described in this Agreement). If Purchaser shall fail to timely make the Earnest Money Deposit, Purchaser will be in default under this Agreement and Seller will be entitled to terminate this Agreement and exercise any and all other remedies.

3.2 Maintenance of Earnest Money Deposit. Escrow Agent will hold the Earnest Money Deposit in a non-interest bearing account.

3.3 Disposition of Earnest Money. The Earnest Money Deposit actually received by the Escrow/Closing Agent will be applied to the Purchase Price at closing, shall immediately become nonrefundable, and at Seller's request, shall be immediately released to Seller. The Escrow Agent is authorized to disperse the Earnest Money Deposit pursuant to this Section, without further instruction from Buyer and Seller. The Earnest Money Deposit shall be applied as a credit to Buyer at Closing.

3.4 Payment. On or before 2:00 p.m. (in the time zone where the Property is located) on the Closing Date, Purchaser shall pay to the Escrow Agent in immediately available funds the Purchase Price, less the Earnest Money Deposit and subject to further adjustments for prorations and credits required to be made in accordance with the terms of this Agreement. On or before 5:00 p.m. (in the time zone where the Property is located) on the Closing Date, provided all conditions to Closing have been met hereunder, Purchaser shall instruct Escrow Agent to wire in immediately available funds: (a) the Purchase Price (subject to further adjustments for prorations and credits required to be made in accordance with the terms of this Agreement), less the Marketing Fee, to Seller; and (b) the Marketing Fee to Seller's Broker (or as Seller's Broker may designate in writing to Escrow Agent), to such bank account(s) as Seller and Seller's Broker may designate.

3.5 Closing. The purchase and sale of the Property shall be consummated ("Close" or "Closing") on the Closing Date unless Seller and Purchaser agree to a different Closing Date in writing.

#### **4. INSPECTIONS AND APPROVALS.**

4.1 Inspections. Purchaser acknowledges, understands and agrees that it has had reasonable opportunity to access the Property and conduct inspections of the Property and further agrees that it waives any and all rights to any additional access to or inspections of the Property.

4.2 Inspection of Documents. Purchaser acknowledges receipt of all relevant materials relating to the Property ("Property Documents"). Purchaser acknowledges, understands and agrees that the Property Documents may have been prepared by parties other than Seller and that Seller makes no representation or warranty whatsoever, express or implied, as to the completeness, content or accuracy of the Property Documents. Purchaser specifically releases Seller and Plaintiff from all claims, demands, causes of action, judgments, losses, damages, liabilities, costs and expenses (including without limitation attorney's fees whether suit is instituted or not), whether known or unknown, liquidated or contingent (collectively "Claims") asserted against or incurred by Purchaser by reason of the information contained in, or that should have

been contained in, the Property Documents. The provisions of this Section shall survive Closing, or the earlier termination of this Agreement.

4.3 Survey. As part of the Property Documents, Purchaser acknowledges that Seller has delivered to Purchaser or made available for inspection the most recent survey of the Land, if any, in its possession (the “**Existing Survey**”). Purchaser may, prior to the Effective Date, at its sole cost and expense, order an update to the Existing Survey (or if there is no Existing Survey, a new survey) (the Existing Survey, as updated, or a new survey, the “**Survey**”). Under no circumstance is Seller obligated to provide an Existing Survey or procure a new Survey.

4.4 Title Commitment. Within five (5) days after the Effective Date, if one has not already been provided to Purchaser by Seller, Purchaser shall order from Escrow Agent a Commitment for Title Insurance (the “**Title Commitment**”), setting forth the status of title to the Land and all exceptions which would appear in an Owner’s Policy of Title Insurance, specifying Purchaser as the named insured and showing the Winning Purchaser’s Offer as the policy amount.

4.5 Permitted Exceptions. Purchaser shall accept title to the Property, subject to the following exceptions (the “**Permitted Exceptions**”):

4.5.1 All matters affecting or relating to the title of the Property which are of record on the date of the Title Commitment.

4.5.2 All matters disclosed on the Survey or that would be disclosed by an accurate survey or physical inspection of the Property.

4.5.3 The lien of non-delinquent taxes, assessments and other usual and customary charges assessed against the owners of real property in the state in which the Land is located.

4.5.4 All matters disclosed by the Property Documents.

4.5.5 The right of third parties under the Contracts and Leases.

4.5.6 All building and zoning laws, codes and regulations affecting the Property, including all proffers, special exceptions, conditions, site plan approvals, and other similar matters, if any, relating to the zoning of the Property.

4.5.7 All covenants, restrictions, and rights and all easements and agreements for the erection and/or maintenance of water, gas, steam, electric, telephone, sewer, or other utility pipelines, poles, wires, conduits, or other like facilities, and appurtenances thereto, over, across, and under the Property (collectively, “**Rights**”), including, without limitation, that certain easement \_\_\_\_\_, provided as to any such exceptions that are not set forth in the Property Documents or this Section 4.5.7, do not interfere with the Property’s present use, do not prohibit the maintenance and operation of the Property, and do not impose any financial or other obligations on the Purchaser.

4.6 Contracts and Leases. Purchaser shall assume all Contracts and Leases at Closing.

**5. SELLER'S OBLIGATIONS PRIOR TO CLOSING.** Following the Effective Date and until the Closing, Seller and/or Seller's agents or representatives shall:

5.1 Taxes and Liens. Clear all delinquent taxes and liens applicable to the Property as stated on the Title Commitment.

5.2 Insurance. Keep the Property insured, in an amount sufficient to satisfy any coinsurance requirement or stipulation, against fire and other hazards covered by extended coverage endorsement and comprehensive public liability insurance against claims for bodily injury, death and property damage occurring in, on or about the Property.

5.3 Property Notices. Provide to Purchaser, immediately upon the receipt thereof, any and all written notices relating to the Property received by Seller or its agents or representatives from any governmental or quasi-governmental instrumentality, insurance company, vendor or other party under any of the Contracts, or from any other entity or party, which notices are of a type not normally received in the ordinary course of Seller's business, or which may have a material effect upon the Property or result in a material change in a representation or warranty made by Seller hereunder.

5.4 Compliance with Agreements. Take all actions necessary to comply with all agreements, covenants, encumbrances and obligations affecting or relating to the Property and the ownership, operation and maintenance thereof, including without limitation the Contracts and Leases. Seller shall pay any and all utility bills, tax bills and other invoices and expenses relating to the Property, as and when the same become due, except as otherwise expressly provided herein.

5.5 New Contracts. Seller may, without the prior consent of Purchaser, enter into any new Contracts, provided that Seller shall provide Purchaser written notice of such actions and such Contracts shall be terminable with no more than thirty (30) days' notice.

5.6 Operation. Maintain the Property in good condition and make repairs and/or replacements in the ordinary course of business in connection with any damage to the Property, and deliver the Property to Purchaser at Closing in the condition existing as of the Effective Date, normal wear and tear and damage by casualty excepted.

5.7 Leases. Seller may (a) amend or terminate any Leases; (b) consent to the assignment of any Leases or subleasing of any of the Property; or (c) enter into any new Lease of the Property or any portion thereof, provided that Seller provides Purchaser with written notice and obtains Purchaser's prior written consent for such actions, which consent shall not be unreasonably withheld, conditioned or delayed, and further provided that such consent shall not be required for any amendment or termination (i) arising out of the exercise of any of the tenants' expansion, renewal, or other rights expressly set forth in the Leases, (ii) confirming the commencement or expiration dates of the Leases, (iii) relating to any assignment or sublease permitted under the Leases without Seller's consent, or (iv) that does not materially adversely affect the amount of rent payable by the applicable tenant or landlord's or tenants' obligations and rights under the Leases.

**6. REPRESENTATIONS AND WARRANTIES.**

6.1 By Seller. Seller represents and warrants to Purchaser as of the Effective Date that:

6.1.1 Authority. The individual(s) executing this Agreement on behalf of Seller has the legal power, right, and actual authority to act on behalf of Seller. Pursuant to the Receiver Order, Seller has the power and authority to enter into this Agreement; provided, however that the Agreement remains subject to Court approval and to Plaintiff's written approval .

6.1.2 Foreign Person. Seller is not a "foreign person" as defined in Section 1445 of the Internal Revenue Code of 1986, as amended, and the regulations thereunder.

6.1.3 OFAC. Seller is not a person or entity with whom U.S. persons or entities are restricted from doing business under regulations of the Office of Foreign Asset Control ("OFAC") of the Department of the Treasury (including those named on OFAC's Specially Designated Nationals and Blocked Persons List) or under any statute or executive order (including the September 24, 2001, Executive Order Blocking Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism).

6.2 Limitation on Remedies. Notwithstanding anything herein to the contrary, if Purchaser discovers prior to Closing that one or more of the representations and warranties under the provisions of this Section are false or untrue as of the Closing Date, Purchaser's sole remedy will be to exercise its rights as set forth in the Section of this Agreement entitled "Seller Default."

6.3 Survival. The representations and warranties by Seller set forth in this Section shall not survive Closing of this transaction, and no action or claim may be brought against Seller by Purchaser or any affiliate of Purchaser with respect to a breach of such representations or warranties or any action, suit or other proceedings commenced or pursued, for or in respect of any breach of any representation or warranty made by Seller in this Agreement from and after the Closing.

6.4 By Purchaser. Purchaser represents and warrants to Seller as of the Effective Date that:

6.4.1 Formation; Authority. Purchaser is duly formed, validly existing, and in good standing under laws of the State of its formation. Purchaser has full power and authority to enter into this Agreement and to perform this Agreement. The execution, delivery, and performance of this Agreement by Purchaser has been duly and validly authorized by all necessary action on the part of Purchaser and all required consents and approvals have been duly obtained. All requisite action has been taken by Purchaser in connection with the entering into of this Agreement and the instruments referenced herein and the consummation of the transactions contemplated hereby. The individual(s) executing this Agreement and the instruments referenced herein on behalf of Purchaser have the legal power, right, and actual authority to bind Purchaser to the terms and conditions hereof and thereof.

6.4.2 No Conflicts. Neither the execution of this Agreement nor the consummation of the transactions contemplated in this Agreement will constitute a violation of, be in conflict with, or constitute a default under any term or provision of any agreement or other instrument to which Purchaser is bound.

6.4.3 Funds. Purchaser has the requisite funds in cash or cash equivalents to pay the Purchase Price and any other sums due and owing from Purchaser under this Agreement; it being agreed and acknowledged that in no event shall this Agreement or the Closing be contingent or conditioned upon Purchaser obtaining financing or other funds necessary to pay the Purchase Price.

6.4.4 OFAC. Purchaser is not a person or entity with whom U.S. persons or entities are restricted from doing business under regulations of OFAC of the Department of the Treasury (including those named on OFAC's Specially Designated Nationals and Blocked Persons List) or under any statute or executive order (including the September 24, 2001, Executive Order Blocking Property and Prohibiting Transactions with Persons Who Commit, Threaten to Commit, or Support Terrorism).

6.4.5 No petition in bankruptcy (voluntary or otherwise), assignment for the benefit of creditors, or petition seeking reorganization or arrangement or other action under Federal or state bankruptcy law is pending against or, to the best of Purchaser's knowledge, contemplated by Purchaser.

6.4.6 There are no actions, suits, claims or other proceedings pending or, to the best of Purchaser's knowledge, contemplated or threatened against Purchaser, which if determined adversely to Seller, could adversely affect its ability to perform its obligations hereunder.

The representations and warranties of Buyer contained herein shall not be deemed to have merged with the Deed and will survive Closing.

6.5 Broker. Seller and Purchaser each represents to the other that it has had no dealings, negotiations, or consultations with any broker, representative, employee, agent or other intermediary in connection with the sale of the Property, except that Purchaser has retained the services of Purchaser's Broker (if any) and Seller has retained the services of Seller's Broker. Seller shall be solely responsible for paying the fees and commissions owed to Seller's Broker, pursuant to a separate written agreement between Seller and Seller's Broker, and Purchaser shall be solely responsible for paying the fees and commissions owed to Purchaser's Broker (if any), pursuant to a separate written agreement between Purchaser and Purchaser's Broker (if any); provided, however, if Seller's Broker has agreed to offer a Cooperating Broker Fee (in which case the Cooperating Broker Fee shall have been advertised on the Website (as defined herein)), then Seller's Broker shall be responsible to pay a Cooperating Broker Fee to Purchaser's Broker (if any) in the amount set forth in this Agreement.

## 6.6 Property Condition.

6.6.1 Release of Claims. Purchaser releases Seller, Owner, and Plaintiff from any and all Claims (whether known or unknown, and whether contingent or liquidated) arising from or related to (a) any defects, errors or omissions in the design or construction of the Property, whether the same are a result of negligence or otherwise; or (b) other conditions (including environmental conditions) affecting the Property, whether the same are a result of negligence or otherwise. The release set forth in this Section specifically includes any Claims under any Environmental Laws, under the Americans with Disabilities Act of 1990, 42 U.S.C. §§



12101 et seq., or with respect to any environmental risk. “**Environmental Laws**” includes, but is not limited to, the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act (42 U.S.C. §§6901 et seq.), the Comprehensive Environmental Response, Compensation and Liability Act of 1980 (42 U.S.C. §§ 9601 et seq.), the Emergency Planning and Community Right to Know Act (42 U.S.C. §§11001 et seq.), the Clean Air Act (42 U.S.C. §§7401 et seq.), the Clean Water Act (33 U.S.C. §§1251 et seq.), the Toxic Substances Control Act (15 U.S.C. §§2601 et seq.), the Hazardous Materials Transportation Act ( 49 U.S.C. §§1801 et seq.), the Occupational Safety and Health Act (29 U.S.C. §§651 et seq.), the Federal Insecticide, Fungicide and Rodenticide Act (7 U.S.C. §§136 et seq.), and the Safe Drinking Water Act (42 U.S.C. §§300f et seq.), as any of the same may be amended from time to time, and any state or local law dealing with environmental matters, and any regulations, orders, rules, procedures, guidelines and the like promulgated in connection therewith, regardless of whether the same are in existence on the date of this Agreement. The conveyed Property is being conveyed “As Is”, “Where Is”, and “With All Faults” as of the Closing Date, without any representation or warranty whatsoever as to its condition, fitness for any particular purpose, merchantability or any other warranty, express or implied other than as set forth in this Agreement.

6.6.2 Acknowledgment of Inspection. Purchaser acknowledges and agrees that (a) Purchaser had an opportunity to inspect the Property and its operations prior to the Effective Date, (b) if this transaction is consummated, Purchaser will be purchasing the Property pursuant to Purchaser’s independent examination, study, inspection and knowledge of the Property, and (c) Purchaser is relying upon its own determination of the value and condition of the Property and not on any information provided or to be provided by Seller. Purchaser is relying solely upon its own inspections, investigations, research and analyses in entering into this Agreement and is not relying in any way upon any representations or warranties (except those expressly provided in this Agreement), statements, plans, specifications, cost estimates, studies, reports, descriptions, guidelines or other information or material furnished by Seller or its representatives to Purchaser or its representatives, whether oral or written, express or implied, of any nature whatsoever regarding any such matters.

6.6.3 RELEASE. PURCHASER RELEASES SELLER, OWNER, PLAINTIFF, AND ANY SERVICER, AGENT, REPRESENTATIVE, MANAGER, AFFILIATE, OFFICER, PARTNER, SHAREHOLDER OR EMPLOYEE OF SELLER, OWNER, OR PLAINTIFF (A “**SELLER RELATED PARTY**,” TOGETHER, THE “**SELLER RELATED PARTIES**”) FROM ALL CLAIMS, LOSSES, DAMAGES, LIABILITIES, COSTS AND EXPENSES WHICH PURCHASER OR ANY PARTY RELATED TO OR AFFILIATED WITH PURCHASER (A “**PURCHASER RELATED PARTY**”) HAS OR MAY HAVE ARISING FROM OR RELATED TO ANY MATTER OR THING RELATED TO THE PHYSICAL CONDITION OF THE PROPERTY, ANY CONSTRUCTION DEFECTS, ANY ERRORS OR OMISSIONS IN THE DESIGN OR CONSTRUCTION OF THE PROPERTY AND ANY ENVIRONMENTAL CONDITIONS AT, IN, ON OR UNDER THE PROPERTY, AND PURCHASER WILL NOT LOOK TO SELLER OR ANY SELLER RELATED PARTY IN CONNECTION WITH THE FOREGOING FOR ANY REDRESS OR RELIEF.

6.6.4 ASSUMPTION. EFFECTIVE AS OF THE CLOSING DATE, PURCHASER WILL ASSUME ALL OF SELLER’S LIABILITIES AND OBLIGATIONS

WITH RESPECT TO THE LEASES, CONTRACTS, AND INTANGIBLE PROPERTY ARISING AND ACCRUING FROM AND AFTER THE CLOSING DATE.

6.6.5 SURVIVAL. THE ACKNOWLEDGMENTS AND AGREEMENTS OF PURCHASER SET FORTH IN THIS SECTION WILL SURVIVE THE CLOSING.

## 7. CONDITIONS PRECEDENT TO CLOSING.

7.1 Purchaser's Conditions. Purchaser's obligations to Close are subject to the following conditions precedent:

7.1.1 The representations and warranties of Seller in this Agreement are true, complete and accurate in all material respects as of the Closing Date, and Seller has performed in all material respects all covenants and obligations required to be performed by Seller on or before the Closing Date.

7.1.2 The Escrow Agent is irrevocably committed to issue to Purchaser an ALTA form owner's policy of title insurance (the "**Purchaser's Title Policy**") in the amount of the Purchase Price, less Marketing Fee, showing fee title to the Real Property vested solely in Purchaser and subject only to the following: (a) the standard, preprinted exclusions to Purchaser's Title Policy; (b) liens to secure payment of real estate taxes and assessments not yet due and payable; (c) matters affecting the Real Property created by or consented to by Purchaser; and (d) Permitted Exceptions.

7.2 Seller's Conditions. Seller's obligations to Close are subject to the following conditions precedent:

7.2.1 Consent and Approval. Written approval of this Agreement by Plaintiff and entry of a non-appealable, final Order by the Court approving this Agreement and authorizing Seller to consummate the sale transaction. In connection with the condition precedent of this Section 7.2.1, Purchaser hereby agrees and acknowledges that if the Court disapproves, rejects, or otherwise declines to permit, or delays, the sale of the Property to Purchaser, none of the Seller Related Parties shall have any liability to Purchaser by reason thereof, in which case the Deposit shall be returned as Purchaser's sole and exclusive remedy.

7.2.2 Continuance of the Receivership. The Court shall not have discharged Seller as receiver over the Property in the Action. In connection with the condition precedent of this Section 7.2.2, Purchaser hereby agrees and acknowledges that (a) the Court may discharge Seller as receiver over the Property for any reason or for no reason at all and (b) if the Court discharges Seller as receiver over the Property, none of the Seller Related Parties shall have any liability to Purchaser by reason thereof. Purchaser agrees to take any and all reasonable steps required of it by Seller or Plaintiff concerning any procedures or actions relating to the winding up and termination of the receivership and discontinuation of the legal action against the Owner.

7.2.3 Purchaser's representations and warranties contained in this Agreement shall be true, complete and accurate in all material respects as of the Closing Date.

7.2.4 Purchaser shall have performed in all material respects all covenants and obligations required to be performed by Purchaser on or before the Closing Date.

7.3 Waiver of Conditions. Either party may waive its respective closing conditions in its sole discretion. By proceeding to Closing, each party waives its respective closing conditions and irrevocably releases the other party from any liability arising from any facts known by such waiving party that would otherwise have resulted in a failure of a closing condition.

## 8. CLOSING COSTS AND PRORATIONS.

8.1 Pre-Closing Costs. Purchaser and Seller acknowledge that the Escrow Agent may incur certain costs while processing this transaction which must be paid prior to Closing. The Escrow Agent is authorized and instructed to release funds for payment of such costs prior to Closing from funds deposited into Escrow by Purchaser. Such funds are not refundable, and the Escrow Agent is released from any liability for payment of any such funds released through the Escrow prior to the Closing. The Escrow Agent is authorized to charge the appropriate party for costs incurred, or credit the appropriate party for credits, as applicable at Closing or upon termination of this Agreement.

8.2 Closing Cost Allocation: Purchaser and Seller shall pay closing costs as described in this Section 8.2 (and the Escrow Agent is authorized to (i) pay Seller's costs from Seller's proceeds, and (ii) pay Purchaser's costs from funds deposited into Escrow by Purchaser):

Closing Costs (as applicable)	Seller Pays	Purchaser Pays	50% Seller/ 50% Purchaser
Title Search Fee		X	
Owner's Title Insurance Policy (Standard Coverage)		X	
Additional Title Coverage or Endorsements Requested by Purchaser		X	
Lender's Title Insurance Policy		X	
Closing Agent Fees			X
State and/or Local Transfer Taxes	X		
Credit Reports, Loan Fees, Loan Points, Reports and Inspections Required by Purchaser's Lender, Appraisal Fees, Mortgage Notarization and Recording Fees, and All Other Costs In Connection With Purchaser's Loan		X	
Seller's Loan Prepayment Fees and All Other Costs In Connection With Seller's Existing Loan	X		
Deed Notarization and Recording Fees		X	
Real Estate Broker/Agent Commissions Due Listing Broker	X		
Offered Cooperating Real Estate Broker/Agent Commissions Due Purchaser's Broker (if any)	X		
Additional Real Estate Broker/Agent Commissions Due Purchaser's Broker (if Any)		X	

Any Reports and Inspections Requested by Purchaser		X	
Marketing Fee Payable to Crexi		X	
Seller's Attorney Fees	X		
Purchaser's Attorney Fees		X	
All Other Closing Costs			X

8.3 Prorations. All revenues collected, and all expenses, including, but not limited to rents and any other amounts paid by tenants, personal property taxes, installment payments of special assessment liens, vault charges, sewer charges, utility charges, reimbursement of maintenance and repair expenses and normally prorated operating expenses billed or paid as of the Closing Date (or estimates for invoices for such operating expenses which are unbilled as of the Closing Date but shall include expenses applicable to a time period on or after the Closing Date), shall be prorated as of 11:59 p.m. on the day before the Closing Date and shall be adjusted against the Purchase Price due at Closing. Purchaser shall receive a credit against the Purchase Price at Closing in an amount equal to any and all refundable tenant security deposits in Seller's possession with respect to the Leases. Seller and Purchaser acknowledge and agree that no re-proration shall occur post-Closing for any reason, known or unknown at the time of Closing or thereafter, and all proration figures included in the Settlement Statement (as defined herein) shall be final upon execution by the parties.

8.3.1 Receivables. Purchaser shall purchase all accounts receivable due as of 11:59 p.m., in the time zone where the Property is located, the day before the Closing Date, in addition to the Purchase Price. As used herein, the term "**Accounts Receivable**" shall mean all outstanding debts one hundred twenty (120) days or less past due including, but not limited to, past-due rents for tenants under Leases that are still tenants of the Property on the Closing Date.

(a) Rents. All non-delinquent rents, charges, and revenue of any kind receivable from the Leases will be prorated at Closing. Seller will receive all rents, charges, and other revenue of any kind receivable from the Leases up to, but not including, the Closing to be disbursed to Plaintiff or otherwise in accordance with the provisions of the Receiver Order. No proration will be made with respect to any delinquent rents of any kind receivable from the Leases for any period before Closing. All amounts collected by Purchaser subsequent to Closing relating to delinquent rents will be promptly remitted to Seller; provided, however, all rents received by Purchaser after Closing will be applied first to the rent period in which the Closing occurred, second to satisfy delinquent rent obligations for any period before Closing and third to any current rent period following the Closing. Seller will retain all ownership rights relating to any such delinquent rents, and if Purchaser has not collected the same within thirty (30) days from the Closing, then Seller may take such action as it deems necessary to collect such delinquent rents, including the commencement of an action against a Tenant or any other person liable for such delinquent rents, but not including any action for eviction or other action seeking to terminate such Tenant's occupancy of its premises.

(b) Security Deposits. Purchaser shall be credited, and Seller shall be charged, with the balance of the security deposits then in Seller's actual, physical possession.

Purchaser agrees that Seller may not have all security deposits paid under the Leases in Purchaser's possession, and there shall be no credit at Closing for security deposits paid under the Leases but not in Seller's actual, physical possession.

(c) Operating Expenses. Any common area maintenance, elevator maintenance, utility, taxes other than real estate taxes such as rental taxes, other expenses incurred in connection with operating the Property that Seller pays, and any other costs incurred in the ordinary course of business, or the management and operation of the Property shall be prorated on an accrual basis. Seller shall pay all such expenses that accrue prior to the Closing, and Purchaser shall pay all such expenses accruing on the Closing and thereafter.

8.3.2 Operating Expense Reconciliation. Purchaser acknowledges and agrees that Seller shall not be required to prepare or complete any reconciliation of operating expenses to determine if tenants of the Property have overpaid or underpaid operating expenses for the year in which Closing occurs or any year prior to the Closing Date. Upon the consummation of Closing, Purchaser shall be responsible for all obligations as landlord under the Leases pursuant to the Assignment and Assumption Agreement (as defined herein), including preparation and/or completion of any outstanding reconciliation of operating expenses required under the Leases, as well as refunding tenants for any overpaid amounts or collecting from tenants any underpaid amounts determined by such reconciliation, regardless of whether such obligations of landlord arose prior to the Closing Date. Seller and Purchaser acknowledge and agree that no post-Closing re-proration shall occur based on Purchaser's reconciliations of operating expenses.

8.3.3 Leasing Costs. Unless expressly set forth in an addendum or an amendment to this Agreement, Purchaser is not required to pay any leasing costs paid by, or due from Seller, on or before the Closing Date, whenever accrued, including, but not limited to, any and all tenant improvement allowances and leasing commissions for Leases, and costs associated with preparing lease documents for the Property (the "Leasing Costs").

8.3.4 Utility Deposits. Seller shall be entitled to any refundable deposits held for utility accounts affecting the Property.

8.3.5 At least two (2) Business Days prior to the Closing, the parties shall agree upon all of the prorations to be made and submit a statement to Escrow Holder setting forth the same. In the event that any prorations, apportionments or computations made under this Section 8 shall require final adjustment, then the parties shall make the appropriate adjustments promptly when accurate information becomes available and either party hereto shall be entitled to an adjustment to correct the same, but in no event shall such final adjustment occur later than ninety (90) days following the Closing. Any corrected adjustment or proration shall be paid in cash to the party entitled thereto within ten (10) days after completion of the reconciliation. This Section 8 shall survive the Closing.

8.4 Taxes. General real estate taxes and special assessments relating to the Property payable during the year in which Closing occurs shall be prorated on a calendar year basis with respect to the Property as of the day before the Closing Date. If Closing shall occur before the actual taxes and special assessments payable during such year are known, the apportionment of taxes shall be upon the basis of taxes for the Property payable during the immediately preceding

year. If, as the result of an appeal of the assessed valuation of the Property for any real estate tax year prior to (or including) the Closing, there is issued after Closing an administrative ruling, judicial decision or settlement by which the assessed value of the Property for such tax year is reduced, and a real estate tax refund issued, Seller shall be entitled to all such refunds relating to the period prior to Closing. If Seller engaged the tax appeal agent then the tax appeal agent shall remain responsible solely to Seller for such appeal. If the appeal is successfully culminated either prior to or after the proposed sale transaction, and Purchaser would benefit from such appeal for the current or subsequent tax year, then Purchaser shall pay a pro-rata share portion of the costs and expenses incurred by Seller in connection with the appeal.

8.5 In General. Any other costs or charges of closing this transaction not specifically mentioned in this Agreement shall be paid and adjusted in accordance with local custom or ordinance in the jurisdiction in which the Property is located.

8.6 Purpose and Intent. Except as expressly provided herein, the purpose and intent as to the provisions of prorations and apportionments set forth in this Section and elsewhere in this Agreement are that Seller shall bear all expenses of ownership and operation of the Property and shall receive all income therefrom accruing through midnight of the day preceding the Closing, and Purchaser shall bear all such expenses and receive all such income accruing thereafter.

## 9. CLOSING AND ESCROW.

9.1 Seller's Documents. On or before the Closing Date, Seller must deliver to Escrow Agent the following original documents, signed and, if applicable, acknowledged (collectively, the "Seller's Documents"):

9.1.1 A Special Warranty Deed, in the form customarily used for similar transactions in the state where the Property is located (the "Deed"), conveying title to Purchaser of the Real Property.

9.1.2 An affidavit pursuant to the Foreign Investment and Real Property Tax Act.

9.1.3 An Assignment and Assumption Agreement and Bill of Sale in the form attached hereto as Exhibit B (the "Assignment and Assumption Agreement").

9.1.4 A sample Tenant Notification Letter in the form attached hereto as Exhibit C (the "Notice to Tenants").

9.1.5 The joint settlement statement (the "Settlement Statement"), prepared by Escrow Agent.

9.1.6 Such other documents, certificates and other instruments as may be reasonably required by Escrow Agent to consummate the transaction contemplated in this Agreement.

9.2 Purchaser's Documents. On or before the Closing Date, Purchaser must (a) deliver to Escrow Agent the Purchase Price less the Marketing Fee, plus Purchaser's share of



closing costs, prorations and expenses as described in this Agreement, (b) pay Seller's Broker the Marketing Fee, and (c) deliver to Escrow Agent the following original documents, signed and, if applicable, acknowledged (collectively, the "**Purchaser's Documents**"):

9.2.1 The Assignment and Assumption Agreement;

9.2.2 Evidence of Purchaser's authority, and the authority of the person executing any documents at Closing on behalf of Purchaser, acceptable to Seller and Escrow Agent, to enter into the transactions contemplated by this Agreement.

9.2.3 The Notice to Tenants.

9.2.4 The Settlement Statement.

9.2.5 Such other documents, certificates and instruments as may be reasonably required to consummate the transaction contemplated in this Agreement.

9.3 Possession. At the Closing, Purchaser will be entitled to possession of the Property, subject to the Permitted Exceptions.

9.4 Escrow Closing. At Closing, the Escrow Agent is authorized and irrevocably instructed to do the following:

9.4.1 Record the Deed.

9.4.2 Pay all fees, costs, deed and transfer taxes for the sale of the Property that are required to be paid by Seller and Purchaser under this Agreement, the portion of any fees charged by the Escrow Agent which are payable by Seller and Purchaser (if any) and other expenses relating to the sale of the Property which are required to be paid by Seller and Purchaser.

9.4.3 Pay to Seller the balance of the Purchase Price and any other funds remaining in the Escrow after the Closing.

Copies of all Purchaser's Documents, final Settlement Statements and copy of Deed will be submitted to Crexi Technologies, LLC ("**Crexi**"), via email to vWalsh@crexi.com, at the same time such Purchaser's Documents are delivered to the Escrow Agent.

## **10. DAMAGE, DESTRUCTION AND CONDEMNATION.**

10.1 Casualty. Except as provided herein, Seller assumes all risk of loss or damage to the Property by fire or other casualty until consummation of Closing, at which time all risk of loss or damage to the Property by fire or other casualty shall be transferred to Purchaser. If at any time after the Effective Date but on or prior to the Closing Date any portion of the Property is destroyed or damaged as a result of fire or any other cause whatsoever, Seller shall promptly give written notice thereof to Purchaser. If the estimated cost to repair the damage or destruction exceeds more than half of the Purchase Price, as reasonably estimated by Seller, Purchaser shall have the right to terminate this Agreement by written notice to Seller within ten (10) days following the date upon which Purchaser receives Seller's written notice of the destruction or damage, in which event this Agreement shall terminate, the Earnest Money Deposit shall be returned to Purchaser and neither party shall have any further obligation to the other, other than those obligations that expressly survive termination of this Agreement. If Purchaser does not elect to so terminate this Agreement within said ten (10) day period, or if the cost of repair is equal to or less than half of the Purchase Price, this Agreement shall remain in full force and effect and the parties shall proceed to Closing without any reduction or adjustment in the Purchase Price, except that all insurance proceeds will be assigned to Purchaser and Seller will pay to Purchaser any deductible under Seller's insurance policy.

10.2 Condemnation. In the event, at any time on or prior to the Closing Date, any action or proceeding is filed under which the Property, or any portion thereof, may be taken pursuant to any law, ordinance or regulation or by condemnation or the right of eminent domain, Seller shall promptly give written notice thereof (which notice shall describe the type of action being taken against the Property, and which portions of the Property will be affected thereby) to Purchaser. If the taking would substantially prevent Purchaser from continuing the existing use of the Property, then Purchaser shall have the right to terminate this Agreement by written notice to Seller within ten (10) days following the date upon which Purchaser receives Seller's written notice of such action or proceeding, in which event this Agreement shall terminate, the Earnest Money Deposit shall be returned to Purchaser and neither party shall have any further obligation to the other, other than those obligations that expressly survive termination of this Agreement. If Purchaser does not elect to so terminate this Agreement within said ten (10) day period, this Agreement shall remain in full force and effect and the parties shall proceed to closing without any reduction or adjustment in the Purchase Price, except that all condemnation proceeds will be assigned to Purchaser.

## **11. TERMINATION FOR BREACH AND CANCELLATION OF ESCROW.**

11.1 Default by Seller. In the event that the Closing does not occur as herein provided by reason of any default of Seller and provided Purchaser is not otherwise in default, Purchaser may, at its option and as its exclusive remedy, terminate this Agreement by giving written notice of termination to Seller whereupon Escrow Holder will return to Purchaser the Earnest Money Deposit and both Purchaser and Seller will be relieved of any further obligations or liabilities hereunder, except for those obligations which expressly survive any termination hereof. Purchaser hereby waives any right to specific performance it may have and except as specifically set forth in this Section 11, Purchaser does hereby specifically waive any right to

pursue any other remedy at law or equity for such default of Seller, including, without limitation, any right to seek, claim or obtain damages, punitive damages, or consequential damages.

11.2 Termination Due to Breach. Subject to Section 11.1 above, if Closing does not or cannot occur on or before the Closing Date due to a breach of this Agreement by Purchaser or Seller, then the non-breaching party may terminate this Agreement and cancel the Escrow by written notice to the breaching party and the Escrow Agent. If Purchaser fails to timely deposit the Earnest Money Deposit, then Seller may immediately terminate this Agreement by written notice to Purchaser. Upon any such termination and/or cancellation, the breaching party shall pay all cancellation fees of Escrow Agent. If Seller is the breaching party, the Escrow Agent shall return the Earnest Money Deposit to Purchaser, and Purchaser shall be entitled to pursue remedies at law or in equity. If Purchaser is the breaching party, then the following shall apply:

PURCHASER AND SELLER AGREE THAT IT WOULD BE EXTREMELY DIFFICULT TO DETERMINE SELLER'S ACTUAL DAMAGES RESULTING FROM A BREACH BY PURCHASER. IN THE EVENT OF A BREACH BY PURCHASER, SELLER SHALL BE ENTITLED TO AN AMOUNT EQUAL TO THE EARNEST MONEY DEPOSIT AS LIQUIDATED DAMAGES AND AS SELLER'S EXCLUSIVE REMEDY. PURCHASER AGREES THAT SUCH AMOUNT IS A REASONABLE PRE-ESTIMATE OF SELLER'S ACTUAL DAMAGES FOR BREACH OF THIS AGREEMENT AND IS NOT A PENALTY. IF ESCROW AGENT IS IN POSSESSION OF THE EARNEST MONEY DEPOSIT, THEN ESCROW AGENT SHALL DELIVER THE EARNEST MONEY DEPOSIT TO SELLER. DESPITE THE FOREGOING, IF APPLICABLE LAW LIMITS THE AMOUNT OF THE LIQUIDATED DAMAGES PAYABLE TO SELLER UPON A BREACH BY PURCHASER, SELLER SHALL ONLY BE ENTITLED TO THE AMOUNT PERMITTED BY LAW, AND ANY EXCESS SHALL BE PROMPTLY RETURNED TO PURCHASER. PURCHASER EXPRESSLY WAIVES AND RELEASES ANY LIEN (OR RIGHTS THERETO) THAT PURCHASER MAY HAVE WITH RESPECT TO THE PROPERTY IN CONNECTION WITH THIS AGREEMENT.

Seller's Initials EW / \_\_\_\_\_ Purchaser's Initials EW / \_\_\_\_\_

11.3 Indemnities; Defaults after Closing or Termination. The limitations on the parties' remedies set forth in Sections 11.1 and 11.2 will not be deemed to prohibit either party from (i) specifically seeking indemnification and defense from the other for any matter with respect to which such other party has agreed hereunder to provide indemnification and defense or from seeking damages from such other party in the event it fails or refuses to provide such indemnification and defense; (ii) seeking damages incurred during the period of time after Closing that a representation or warranty by the other party hereunder survives Closing, for the other party's breach of such representation or warranty discovered after such Closing; or (iii) seeking damages or such equitable relief as may be available for the other party's failure to perform after any termination of this Agreement any obligation hereunder which expressly survives such termination; provided, however, that, except as set forth in Section 11.2 above, in no event will either party be entitled to recover any punitive, consequential, or speculative damages. This Section 11.3 shall survive the Closing.

11.4 Limited Liability. Notwithstanding anything to the contrary herein, Purchaser agrees to look solely to Seller's interest in the Property for the satisfaction of any liability or obligation arising under this Agreement and further agrees not to sue or otherwise seek to enforce any personal obligation against any Seller Related Parties with respect to any matters arising hereunder. Notwithstanding anything to the contrary contained herein: (a) any claim asserted against Seller must be brought in accordance with North Carolina law and the terms of the Receiver Order; (b) the maximum aggregate liability of Seller (or any Seller Related Party), and the maximum aggregate amount which may be awarded to and collected by Purchaser (including, without limitation, for any breach of any representation, warranty, and/or covenant of Seller) for any Claim under this Agreement or any documents executed pursuant hereto or in connection herewith, including, without limitation, the Exhibits attached hereto (together, the "**Other Documents**"), shall, under no circumstances whatsoever, exceed \$50,000.00 (the "**CAP Amount**"); (c) no such Claim against Seller will be actionable unless Purchaser notifies Seller in writing of such Claim and commences a "legal action" thereon within the period commencing on the Closing and expiring on the earlier of (i) that date three (3) months after the Closing or (ii) the date Court discharges Seller as receiver over the Property; and (d) no such Claim by Purchaser alleging a breach by Seller of this Agreement or any of the Other Documents may be made, and Seller shall not be liable for any judgment in any action based upon any such Claim, unless and until such Claim, either alone or together with any other Claims by Purchaser, alleges in good faith damages in excess of \$25,000.00 (the "**Floor Amount**"), in which event Seller's liability respecting any final judgment concerning such Claim(s) shall be for the entire amount thereof, subject to the CAP Amount set forth in clause (a) above; provided, however, that if any such final judgment is for an amount that is less than or equal to the Floor Amount, then Seller shall have no liability with respect thereto. This Section 11.4 shall survive the Closing.

11.5 Costs Upon Termination and Cancellation of Escrow. Except as otherwise set forth in this Section 11, upon termination of this Agreement and cancellation of Escrow pursuant to this Section 11, all costs incurred in connection with the transactions contemplated by this Agreement (including, without limitation, payments for loan applications, inspections, appraisals, and other reports) shall be the sole responsibility of the party incurring such costs.

11.6 Escrow Agent Authorization. If Escrow Agent receives a written notice from a party to cancel the Escrow in accordance with this Section 11, and Escrow Agent can confirm that the other party also received the notice, Escrow Agent is authorized to comply with the notice if Escrow Agent does not receive a written objection within 10 calendar days after such other party received the notice.

11.7 Termination. Upon any termination of this Agreement pursuant to any right of a party to terminate set forth in this Agreement, (a) the Earnest Money Deposit shall be paid over to the party entitled to the same, (b) all documents deposited by Purchaser and Seller into escrow shall be returned by Escrow Agent to the party depositing the same, and (c) all copies of all Property Documents provided to Purchaser by Seller shall be returned to Seller, whereupon the parties will have no continuing liability to each other, unless otherwise expressly stated in any provision of this Agreement. Notwithstanding anything to the contrary provided by this Agreement, in the event Purchaser fails to close on or before the Closing Date, Purchaser hereby authorizes the Escrow Agent to release the Earnest Money Deposit to the Seller.

11.8 Attorneys' Fees. Notwithstanding anything to the contrary in this Agreement, in the event that either Seller or Purchaser, as the case may be, shall bring a lawsuit against the other party for breach of such party's obligations under this Agreement, the losing party shall pay the prevailing party's costs and expenses incurred in connection with such litigation, including without limitation reasonable attorneys' fees. The "prevailing party" shall be determined by the court hearing such matter.

## **12. MATTERS OF RECEIVERSHIP.**

12.1 Effect of Receiver Order. Purchaser agrees and acknowledges that (a) the Property is owned by Owner, (b) Seller does not own or have title to the Property, and (c) the Property is subject to receivership pursuant to the Receiver Order. Purchaser hereby agrees and acknowledges that neither Seller nor Seller Related Parties has had an opportunity to fully inspect the Property or the Due Diligence Items and Seller and Seller Related Parties make no representations or warranties as to the condition of either the Property or the Due Diligence Items. Purchaser represents and warrants that Purchase, if Purchaser has deemed necessary in its sole discretion, has consulted with counsel regarding the effect of the Receiver Order.

12.2 No Personal Liability. Purchaser, by the execution hereof, hereby agrees that this Agreement and all documents executed in connection herewith, are executed and delivered by Seller not in its own right, but solely in the exercise of the powers conferred upon Seller by the Court in the Receiver Order. Purchaser expressly acknowledges and agrees that no personal liability is assumed by, nor shall at any time be asserted or enforceable against, Seller or Seller Related Parties on account of this Agreement or the Other Documents. Subject to Section 11.4 above, Purchaser acknowledges and agrees that (a) any liability of Seller or Seller Related Parties provided for under this Agreement or the Other Documents, whether in contract, tort or otherwise, shall be limited to the assets of the Receivership Estate and any insurance coverage maintained by Owner or Seller in connection with the Property and the proceeds thereof, and (b) Purchaser shall have no recourse to any other assets of Seller or Seller Related Parties or against the assets of the Receivership Estate after the Court discharges Seller of its duties as receiver over the Property.

12.3 Conflict with Court Orders. Notwithstanding any other provision in this Agreement, Seller shall have no obligation to perform in any manner under this Agreement or the Other Documents that is contrary to or in excess of its powers and authorities as described with particularity in the Receiver Order or any other order of Court, and if there is any conflict between the terms of this Agreement and the provisions of any such order, Seller shall comply with the terms of the Court's orders.

12.4 Survival of Closing. This Section 12 shall survive the Closing or any termination of this Agreement.

**13. NOTICES.** Any notice required or permitted to be given hereunder may be served by a party or its attorney and must be in writing, and shall be deemed to be given (a) when hand-delivered, (b) one (1) business day after pickup by Emery Air Freight, United Parcel Service (Overnight) or Federal Express, or another similar overnight express service, (c) when transmitted by telecopy or facsimile, provided that confirmation of the receipt of same is noted upon transmission of same by the sender's telecopy machine, or (d) when transmitted by electronic correspondence, in any case addressed or sent to the parties at their respective addresses set forth hereinabove, or in each case to such other address as either party may from time to time designate by giving notice in writing pursuant to this Section to the other party. Telephone numbers are for informational purposes only. Effective notice will be deemed given only as provided above, except as otherwise expressly provided in this Agreement.

**14. CONFIDENTIALITY.** Purchaser agrees that (a) except as otherwise required by law, (b) except to the extent Purchaser considers such documents or information reasonably necessary to prosecute and/or defend any Claim made with respect to the Property or this Agreement, and (c) except to the extent reasonably necessary to deliver such documents or information to Purchaser's employees, paralegals, attorneys, partners, lenders, and/or consultants in connection with Purchaser's evaluation of this transaction, (i) Purchaser and Purchaser's Parties shall keep the contents of any materials, reports, documents, data, test results, and other information related to the transaction contemplated hereby, including, without limitation, the Due Diligence Items and all information regarding Purchaser's acquisition or ownership of the Property strictly confidential, and (ii) Purchaser and Purchaser Parties shall keep and maintain the contents of this Agreement strictly confidential. Purchaser acknowledges that significant portions of the Due Diligence Items are proprietary in nature and that Seller would suffer significant and irreparable harm in the event of the misuse or disclosure of the Due Diligence Items. Without affecting any other rights or remedies that either party may have, Purchaser acknowledges and agrees that Seller shall be entitled to seek the remedies of injunction, specific performance, and other equitable relief for any breach, threatened breach, or anticipatory breach of the provisions of this Section 14 by Purchaser or any of Purchaser Parties. Purchaser further acknowledges and agrees that this Agreement is subject to Court Approval; Seller may file this Agreement with the Court for approval and may serve copies of this Agreement on the master service list (or on whomsoever else the Court may direct) in the Action in connection therewith. This Section 14 shall survive any termination of this Agreement but shall not survive the Closing.

**15. MISCELLANEOUS.**

**15.1 Entire Agreement.** This Agreement, together with the Schedules and Exhibits attached hereto, all of which are incorporated by reference, is the entire agreement between the parties with respect to the subject matter hereof, and no alteration, modification or interpretation hereof shall be binding unless in writing and signed by both parties.

**15.2 Severability.** If any provision of this Agreement or its application to any party or circumstances shall be determined by any court of competent jurisdiction to be invalid and unenforceable to any extent, the remainder of this Agreement or the application of such provision to such person or circumstances, other than those as to which it is so determined invalid or unenforceable, shall not be affected thereby, and each provision hereof shall be valid and shall be enforced to the fullest extent permitted by law.



15.3 Applicable Law. This Agreement shall be construed and enforced in accordance with the internal laws of the State in which the Property is located. Purchaser irrevocably consents and submits to the jurisdiction of the court in which the Receivership is pending and waives any objection based on venue of *forum non conveniens* with respect to any action instituted in those courts arising under this Agreement or in any way connected or related or incidental to the dealings of Purchaser and Seller in respect of this Agreement or any related transactions, in each case whether now existing or later arising, and whether in contract, tort, equity or otherwise, and agrees that any dispute with respect to any of those matters will be heard only in the courts described above.

15.4 Assignability. Purchaser may not assign or record all or any part of this Agreement without the express prior written consent of Seller. Despite the foregoing, Purchaser may assign this Agreement to any entity wholly owned, directly or indirectly, by Purchaser; provided, however, that, in such event, the undersigned Purchaser shall remain liable for the obligations of Purchaser under this Agreement.

15.5 Successors Bound. This Agreement shall be binding upon and inure to the benefit of Purchaser and Seller and their respective successors and permitted assigns.

15.6 No Public Disclosure. Prior to Closing, all press releases or other dissemination of information to the media or responses to requests from the media for information relating to the transaction contemplated herein shall be subject to the prior written consent of Purchaser and Seller. For the avoidance of doubt, the filing and service of this Agreement for Court approval shall not be construed as a violation of this section, or any section, of the Agreement.

15.7 Captions; Interpretation. The captions in this Agreement are inserted only as a matter of convenience and for reference and in no way define, limit or describe the scope of this Agreement or the scope or content of any of its provisions. Whenever the context may require, words used in this Agreement shall include the corresponding feminine, masculine, or neuter forms, and the singular shall include the plural and vice versa. Unless the context expressly indicates otherwise, all references to "Section" are to sections of this Agreement.

15.8 No Partnership. Nothing contained in this Agreement shall be construed to create a partnership or joint venture between the parties or their successors-in-interest or permitted assigns.

15.9 Time of Essence. Time is of the essence with respect to the performance of the obligations of Seller and Purchaser under this Agreement. Notwithstanding the foregoing, the parties agree and acknowledge that this Agreement remains subject to approval by the Court. In the event delay occurs in connection with Court approval, it shall not result in a default on the part of Seller under this Agreement.

15.10 Counterparts and Electronic Signatures. This Agreement may be executed and delivered in any number of counterparts, each of which so executed and delivered shall be deemed to be an original and all of which shall constitute one and the same instrument. Facsimile, documents executed, scanned and transmitted electronically and electronic signatures shall be

deemed original signatures for purposes of this Agreement and all matters related thereto, with such facsimile, scanned and electronic signatures having the same legal effect as original signatures. Seller and Purchaser agree that this Agreement, any Addendum thereto or any other document necessary for the consummation of the transaction contemplated by this Agreement shall be accepted, executed or agreed to through the use of an electronic signature in accordance with the Electronic Signatures in Global and National Commerce Act (“**E-Sign Act**”), Title 15, United States Code, Sections 7001 et seq., the Uniform Electronic Transaction Act (“**UETA**”) and any applicable state law. Any document accepted, executed or agreed to in conformity with such laws will be binding on both Seller and Purchaser the same as if it were physically executed, and Purchaser hereby consents to the use of any third-party electronic signature capture service providers as may be chosen by Seller.

15.11 Recordation. Purchaser and Seller agree not to record this Agreement or any memorandum hereof.

15.12 Proper Execution. This Agreement shall have no binding force and effect on either party unless and until both Purchaser and Seller shall have executed and delivered this Agreement.

15.13 Waiver. No waiver of any breach of any agreement or provision contained herein shall be deemed a waiver of any preceding or succeeding breach of any other agreement or provision herein contained. No extension of time for the performance of any obligation or act shall be deemed an extension of time for the performance of any other obligation or act.

15.14 Business Days. If any date herein set forth for the performance of any obligations by Seller or Purchaser or for the delivery of any instrument or notice as herein provided should fall on a Saturday, Sunday or Legal Holiday (hereinafter defined), the compliance with such obligations or delivery shall be deemed acceptable on the next business day following such Saturday, Sunday or Legal Holiday. As used herein, the term “**Legal Holiday**” shall mean any local or federal holiday on which post offices are closed in the state in which the Property is located.

15.15 Back-Up Contracts. Notwithstanding anything herein to the contrary, Seller reserves the right to continue marketing the Property for sale and to entertain letters of intent regarding the sale of the Property while this Agreement is outstanding, provided Seller shall not enter into any binding back-up agreements with respect to the sale of the Property for so long as this Agreement is in force.

15.16 Waiver of Jury Trial. PURCHASER WAIVES ANY RIGHT TO TRIAL BY JURY OF ANY CLAIM, DEMAND, ACTION OR CAUSE OF ACTION (I) ARISING UNDER THIS AGREEMENT, (II) IN ANY WAY CONNECTED WITH OR RELATED OR INCIDENTAL TO THE DEALINGS OF PURCHASER AND SELLER IN RESPECT OF THIS AGREEMENT OR RELATED TRANSACTIONS, IN EACH CASE WHETHER NOW EXISTING OR LATER ARISING, AND WHETHER IN CONTRACT, TORT, EQUITY, OR OTHERWISE. PURCHASER AGREES AND CONSENTS THAT ANY SUCH CLAIM, DEMAND, ACTION, OR CAUSE OF ACTION WILL BE DECIDED BY COURT TRIAL WITHOUT A JURY AND THAT SELLER MAY FILE A COPY OF THIS AGREEMENT WITH

ANY COURT AS WRITTEN EVIDENCE OF THE CONSENT OF PURCHASER TO THE WAIVER OF ITS RIGHT TO TRIAL BY JURY.

15.17 Third Party Beneficiary. Purchaser and Seller expressly acknowledge and agree that this Agreement is, in part, for the benefit of Plaintiff, which will receive some or all of the proceeds of sale of the Property, and that Plaintiff is a third party beneficiary of this Agreement. Aside from Purchaser, Seller, and Plaintiff, no other person or entity is entitled to the benefit or may enforce any of the provisions of this Agreement, except where expressly provided herein to the contrary.

15.18 Purchaser Representation and Consent. Purchaser acknowledges and confirms that it has had every opportunity to obtain legal representation in this matter and, if the name of Purchaser's counsel is not set forth in this Agreement then Purchaser has either intentionally declined to obtain representation, or not advised Seller of its representation; further, Purchaser confirms that it is a sophisticated purchaser of similar commercial properties, is familiar with all rights and remedies of the laws of the jurisdiction governing this Agreement, and specifically waives any right to further representation. Purchaser confirms and acknowledges that it is not relying on any legal advice from Seller, Seller's counsel, Seller's Broker, Crexi, or any other party in this matter.

15.19 Auction Terms and Conditions. Purchaser represents and warrants that Purchaser has received, read and accepts all terms and conditions pertaining to the sale of the Property (the "**Terms and Conditions**"), which have been made available on the auction website [www.crexix.com](http://www.crexix.com) (the "**Website**") and which Terms and Conditions are incorporated herein by reference. In the event of any conflict or inconsistency between the Terms and Conditions and this Agreement, this Agreement shall control and prevail in all respects.

15.20 Purchaser and Buyer. When used in this Agreement or any document concerning the parties to this Agreement, the terms "Purchaser" and "Buyer" shall have the same meaning and be used interchangeably.

15.21 Section 1031 Like-Kind Exchange. Either Seller or Purchaser may consummate the purchase of the Property as part of a so-called like kind exchange (the "**Exchange**") pursuant to Section 1031 of the Internal Revenue Code of 1986, as amended (the "**Code**"), provided that: (a) the Closing shall not be delayed or adversely affected by reason of the Exchange, nor shall the consummation or accomplishment of the Exchange be a condition to Purchaser's or Seller's obligations under this Agreement; (b) either Seller or Purchaser may effectuate the Exchange through a qualified intermediary, so long as neither of their respective rights and obligations under this Agreement are adversely affected thereby; and (c) neither Seller nor Purchaser shall be required to make an assignment of the purchase agreement for the exchange property or be required to acquire or hold title to any real property for the purposes of consummating the Exchange. Neither Seller nor Purchaser shall, by this Agreement or acquiescence to the Exchange, (i) have their rights under this Agreement adversely affected or diminished in any manner, or (ii) be responsible for compliance with or be deemed to have warranted to the other that the Exchange in fact complies with Section 1031 of the Code.

15.22 Prohibited Persons and Transactions. Purchaser represents and warrants to Purchaser's knowledge: (i) Purchaser is not a Prohibited Person (defined below); (ii) none of its investors, affiliates or brokers or other agents (if any), acting or benefiting in any capacity in connection with this Agreement is a Prohibited Person; (iii) the funds or other assets Purchaser will transfer to Seller under this Agreement are not the property of, or beneficially owned, directly or indirectly, by a Prohibited Person; and (iv) the funds or other assets Purchaser will transfer to Seller under this Agreement are not the proceeds of specified unlawful activity as defined by 18 U.S.C. § 1956(c)(7). "**Prohibited Person**" means any of the following: (a) a person or entity that is listed in the Annex to, or is otherwise subject to the provisions of, Executive Order No. 13224 on Terrorist Financing (effective September 24, 2001) (the "**Executive Order**"); (b) a person or entity owned or controlled by, or acting for or on behalf of any person or entity that is listed in the Annex to, or is otherwise subject to the provisions of, the Executive Order; (c) a person or entity that is named as a "specially designated national" or "blocked person" on the most current list published by the U.S. Treasury Department's Office of Foreign Assets Control ("**OFAC**") at its official website, <http://www.treas.gov/offices/enforcement/ofac>; (d) a person or entity that is otherwise the target of any economic sanctions program currently administered by OFAC; or (e) a person or entity that is affiliated with any person or entity identified in clause (a), (b), (c) and/or (d) above. The foregoing representations shall survive Closing and any termination of this Agreement.

15.23 Local Requirements. Some counties, cities, municipalities and other state subdivisions may require a certificate of occupancy, certificate of use or code compliance certificate and/or inspection ("**Local Requirement**") in order to transfer and/or occupy the Property. If a Local Requirement is required for the Property to be transferred to or occupied by Purchaser, Purchaser waives such Local Requirements to the extent waivable. To the extent any such Local Requirement is not waivable by Purchaser, Purchaser shall comply with the Local Requirement at Purchaser's sole cost, including, without limitation, the correction of any violations or performance of other work which may be required in connection therewith. Seller makes no representation as to whether a Local Requirement applies. Purchaser shall indemnify, defend and hold Seller harmless from and against all fines, penalties, costs, expenses, claims and liabilities arising out of or relating to any Local Requirements. This paragraph shall survive Closing indefinitely.

15.24 Form of Agreement. Purchaser and Seller acknowledge that no representation, recommendation or warranty is made by Crexi or any broker relating to the legal sufficiency or tax consequences of this Agreement or any attachments hereto, and Purchaser and Seller each represent and warrant that it has consulted with, had the opportunity to consult with or waived the right to consult with counsel in connection with this Agreement.

15.25 Riders. If any state-specific riders or other addenda are attached hereto ("**Riders**"), the terms of such Riders are incorporated herein by reference and to the extent of any conflict between the terms of this Agreement and the terms of any such Riders, the terms of the Riders shall control.

## 16. ESCROW AGREEMENT

16.1 Deposit. Escrow Agent agrees to deposit the Earnest Money Deposit. Upon written notification from Seller or Purchaser in accordance with the terms of this Agreement, Escrow Agent shall release the funds in accordance with and pursuant to the written instructions. In the event of a dispute between any of the parties hereto sufficient in the sole discretion of Escrow Agent to justify its doing so, Escrow Agent shall be entitled to tender unto the registry or custody of any court of competent jurisdiction all money or property in its hands held under the terms of this Agreement, together with such legal pleading as it deems appropriate, and thereupon be discharged.

16.2 Escrow. Seller and Purchaser covenant and agree that in performing any of its duties under this Agreement, Escrow Agent shall not be liable for any loss, costs or damage which it may incur as a result of serving as Escrow Agent hereunder, except for any loss, costs or damage arising out of its willful default or gross negligence. Accordingly, Escrow Agent shall not incur any liability with respect to (i) any action taken or omitted to be taken in good faith upon advice of its counsel given with respect to any questions relating to its duties and responsibilities, or (ii) to any action taken or omitted to be taken in reliance upon any document, including any written notice of instruction provided for in this Agreement, not only as to its due execution and the validity and effectiveness of its provisions, but also to the truth and accuracy of any information contained therein, which Escrow Agent shall in good faith believe to be genuine, to have been signed or presented by a proper person or persons and to conform with the provisions of this Agreement.

16.3 Indemnity. Seller and Purchaser hereby agree to indemnify and hold harmless Escrow Agent against any and all losses, claims, damages, liabilities and expenses, including without limitation, reasonable costs **of investigation and attorneys'** fees and disbursements which may be imposed upon or incurred by Escrow Agent in connection with its serving as Escrow Agent hereunder, except for any loss, costs or damage arising out of its willful default or gross negligence. The provisions of this Section shall survive a termination of this Agreement.


16.4 Substitution of Escrow Agent. If Purchaser desires to utilize an escrow agent other than the Escrow Agent originally named herein, Purchaser may request a substitution of escrow agent by written notice to Seller. Seller shall be permitted to accept or reject any such requested substitution of **escrow agent in Seller's sole and absolute discretion. If Seller accepts the requested substitution, then** Purchaser shall be solely responsible to pay any and all escrow cancellation and transfer fees associated with the cancellation of the escrow with the originally named escrow agent and the transfer of the file to the substituted escrow agent, along with any increase in closing costs incurred by Seller as a result of such substitution of the escrow agent. If Seller rejects the requested substitution of escrow agent, then Purchaser and Seller shall continue under this Agreement with the originally named Escrow Agent hereunder.

*[Signature Pages Follow]*

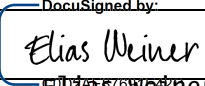
**IN WITNESS WHEREOF**, Purchaser and Seller have executed this Agreement on the dates set forth below, effective as of the date first set forth above.

**SELLER:**

**Trigild IVL, LLC** not in its individual capacity but solely in its capacity as court-appointed receiver pursuant to that certain Consent Order Appointing Receiver and Granting Related Injunctive Relief entered on June 21, 2024, by the General Court of Justice, Superior Court Division of Robeson County, North Carolina, in Case No. 24-CVS-1823,

Signed by:  
By:   
Name: Ian V. Lagowitz  
Title: Managing Partner of Trigild IVL, LLC  
Date: 5/22/2025

**PURCHASER:**

THE BOAVIDA GROUP, LP  
a Delaware limited partnership  
By:   
Name: Elias Weiner  
Title: Manager of General Partner  
Date: 5/21/2025

By: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Date: \_\_\_\_\_



ACKNOWLEDGEMENT BY ESCROW AGENT

IN WITNESS WHEREOF, Escrow Agent has signed this Agreement for the limited purposes set forth herein.

ESCROW AGENT:

First American Title Insurance Company

Signed by:

By: Anastasia Dion

Name: Anastasia Dion

Title: Sr. Commercial Escrow Officer

Date: 5/22/2025

**EXHIBIT A**

**Real Property Description**

# EXHIBIT A - REAL PROPERTY DESCRIPTION

LYING AND BEING IN BRITTS TOWNSHIP, ROBESON COUNTY, NORTH CAROLINA, AND BEING FURTHER DESCRIBED AS FOLLOWS:

BEING ALL THOSE CERTAIN LOTS NUMBERED 1 THROUGH 125, RESERVED AREA CONTAINING 1.19 ACRES, RECREATION AREA CONTAINING 1.52 ACRES, BUFFER AREA CONTAINING 0.36, AND BUFFER AREA CONTAINING 0.25 ACRES, AS DEPICTED ON THAT CERTAIN MAP OR PLAT CAPTIONED, "RECOMBINATION PLAT OF WAYNESVILLE PLANTATION", DATED JANUARY 16, 2020, BY POWERS SURVEYING, PROFESSIONAL LAND SURVEYORS, WHICH SAID MAP IS RECORDED IN MAP BOOK 54, PAGES 200-203 IN THE OFFICE OF THE REGISTER OF DEEDS OF ROBESON COUNTY, NORTH CAROLINA, AND INCORPORATED HEREIN BY REFERENCE FOR GREATER CERTAINTY OF DESCRIPTION.

ALSO DESCRIBED AS FOLLOWS:

LYING AND BEING IN BRITTS TOWNSHIP, ROBESON COUNTY, NORTH CAROLINA, ABOUT 0.71 MILES SOUTHEAST OF THE INTERSECTION OF NORTH CAROLINA HIGHWAY 72 EAST AND POPES CROSSING ROAD (SR 2207), BOUNDED ON THE NORTHEAST BY NORTH CAROLINA HIGHWAY 72 EAST (60' PUBLIC RIGHT-OF-WAY) AND BY THE LANDS OF TINA M. BAKER (DEED BOOK 1584, PAGE 507); BOUNDED ON THE NORTHWEST BY LONG BRANCH DRIVE (SR 2216 60' PUBLIC RIGHT-OF-WAY); BOUNDED ON THE WEST BY THE LANDS OF ORLINDA RAMOS (DEED BOOK 1849, PAGE 254); BOUNDED ON THE SOUTHWEST BY THE LANDS OF DONALD E. STONE, JR. (DEED BOOK 1357, PAGE 825); AND BOUNDED ON THE SOUTHEAST BY THE LANDS OF DONNA LYNN BRITT & CHARLES M. BRITT, JR. (DEED BOOK 1326, PAGE 491) AND BY THE LANDS OF BARBARA ANN THOMPSON (DEED BOOK 888, PAGE 309).

BEGINNING AT AN EXISTING IRON ROD, BEING ALSO THE NORTHEAST CORNER OF THE LANDS OF ORLINDA RAMOS (DEED BOOK 1849, PAGE 254) AND SHOWN ON A MAP RECORDED IN MAP BOOK 54, PAGE 200-203, AND HAVING NORTH CAROLINA NORTH AMERICAN DATUM OF 1983 (2011 ADJUSTMENT) GRID COORDINATES OF NORTHING = 291065.83 FEET AND EASTING = 2008134.36 FEET AND RUNS THENCE FROM SAID POINT OF BEGINNING AND WITH THE SOUTHERN RIGHT-OF-WAY OF LONG BRANCH DRIVE (SR 2216 60' PUBLIC RIGHT-OF-WAY) NORTH 71 DEGREES 10 MINUTES 17 SECONDS EAST 484.00 FEET TO AN EXISTING IRON ROD; THENCE FROM SAID EXISTING IRON ROD AND CONTINUING WITH THE SOUTHERN RIGHT-OF-WAY NORTH 71 DEGREES 10 MINUTES 17 SECONDS EAST 100.00 FEET TO A SET IRON ROD; THENCE FROM SAID IRON ROD NORTH 71 DEGREES 10 MINUTES 17 SECONDS EAST 438.04 FEET TO AN EXISTING IRON ROD; THENCE FROM SAID EXISTING IRON ROD NORTH 70 DEGREES 49 MINUTES 40 SECONDS EAST 47.16 FEET TO AN EXISTING IRON

ROD; THENCE FROM SAID EXISTING IRON ROD NORTH 69 DEGREES 26 MINUTES 16 SECONDS EAST 84.49 FEET TO A SET IRON ROD; THENCE FROM SAID IRON ROD NORTH 65 DEGREES 31 MINUTES 29 SECONDS EAST 50.01 FEET TO A SET IRON ROD; THENCE FROM SAID IRON ROD NORTH 61 DEGREES 37 MINUTES 15 SECONDS EAST 147.91 FEET TO AN EXISTING IRON ROD; THENCE FROM SAID EXISTING IRON ROD NORTH 52 DEGREES 12 MINUTES 47 SECONDS EAST 110.06 FEET TO AN EXISTING IRON ROD; THENCE FROM SAID EXISTING IRON ROD NORTH 43 DEGREES 21 MINUTES 54 SECONDS EAST 141.10 FEET TO AN EXISTING IRON ROD; THENCE FROM SAID EXISTING IRON ROD NORTH 37 DEGREES 34 MINUTES 19 SECONDS EAST 60.91 FEET TO A SET IRON ROD; THENCE FROM SAID IRON ROD NORTH 36 DEGREES 24 MINUTES 26 SECONDS EAST 209.54 FEET TO A SET IRON ROD BEING LOCATED SOUTH 20 DEGREES 35 MINUTES 51 SECONDS WEST 125.25 FEET FROM A MAG NAIL SET AT OR ABOUT THE CENTERLINE INTERSECTION OF LONG BRANCH DRIVE (SR 2216 60' PUBLIC RIGHT-OF-WAY) AND NORTH CAROLINA HIGHWAY 72 EAST (60' PUBLIC RIGHT-OF-WAY); THENCE FROM SAID IRON ROD NORTH 81 DEGREES 46 MINUTES 18 SECONDS EAST 112.84 FEET TO A SET IRON ROD IN THE SOUTHERN RIGHT-OF-WAY OF NORTH CAROLINA HIGHWAY 72 EAST (60' PUBLIC RIGHT-OF-WAY); THENCE FROM SAID IRON ROD AND CONTINUING WITH THE SOUTHERN RIGHT-OF-WAY SOUTH 51 DEGREES 27 MINUTES 30 SECONDS EAST 51.15 FEET TO A SET IRON ROD; THENCE FROM SAID IRON ROD SOUTH 37 DEGREES 34 MINUTES 30 SECONDS WEST 81.34 FEET TO AN EXISTING IRON PIPE BEING THE SOUTHWEST CORNER OF AN EXISTING CEMETERY; THENCE WITH SAID IRON PIPE AND WITH THE SOUTHERN LINE OF THE CEMETERY SOUTH 54 DEGREES 16 MINUTES 53 SECONDS EAST 59.42 FEET TO AN EXISTING IRON PIPE; THENCE FROM SAID IRON PIPE AND WITH THE EAST LINE OF THE CEMETERY NORTH 38 DEGREES 33 MINUTES 23 SECONDS EAST 75.89 FEET TO A SET IRON ROD ON THE RIGHT-OF-WAY OF NORTH CAROLINA HIGHWAY 72; THENCE FROM SAID IRON ROD SOUTH 48 DEGREES 17 MINUTES 50 SECONDS EAST 219.29 FEET TO A SET IRON ROD; THENCE FROM SAID IRON ROD SOUTH 46 DEGREES 03 MINUTES 31 SECONDS EAST 80.16 FEET TO A SET IRON ROD; THENCE FROM SAID IRON ROD SOUTH 41 DEGREES 53 MINUTES 48 SECONDS EAST 68.10 FEET TO A SET IRON ROD; THENCE FROM SAID IRON ROD, AND LEAVING THE SOUTHERN RIGHT-OF-WAY OF NORTH CAROLINA HIGHWAY 72 EAST, SOUTH 52 DEGREES 45 MINUTES 27 SECONDS WEST 182.19 FEET TO AN EXISTING IRON PIPE; THENCE FROM SAID EXISTING IRON PIPE SOUTH 37 DEGREES 12 MINUTES 18 SECONDS EAST 434.68 FEET TO AN EXISTING IRON PIPE; THENCE FROM SAID EXISTING IRON PIPE NORTH 52 DEGREES 48 MINUTES 33 SECONDS EAST 199.90 FEET TO A SET IRON ROD IN THE SOUTHERN RIGHT-OF-WAY OF NORTH CAROLINA HIGHWAY 72 EAST; THENCE FROM SAID IRON ROD AND CONTINUING WITH THE SOUTHERN RIGHT-OF-WAY SOUTH 37 DEGREES 02 MINUTES 28 SECONDS EAST 51.92 FEET TO A SET IRON ROD; THENCE FROM SAID IRON ROD AND LEAVING THE SOUTHERN RIGHT-OF-WAY OF NORTH CAROLINA HIGHWAY 72 EAST SOUTH 43 DEGREES 00 MINUTES 32 SECONDS WEST 1549.78 FEET TO A SET IRON ROD IN A

DITCH; THENCE FROM SAID IRON ROD AND WITH THE DITCH LINE SOUTH 37 DEGREES 15 MINUTES 41 SECONDS 494.71 FEET TO A SET IRON ROD; THENCE FROM SAID IRON ROD AND WITH THE DITCH LINE SOUTH 51 DEGREES 33 MINUTES 50 SECONDS WEST 663.00 FEET TO AN IRON ROD SET ON A DITCH BANK; THENCE FROM SAID IRON ROD AND FOLLOWING THE SOUTH SIDE OF A DITCH NORTH 37 DEGREES 14 MINUTES 25 SECONDS WEST 1880.84 FEET TO A SET IRON ROD, BEING ALSO THE SOUTHWEST CORNER OF THE LANDS OF ORLINDA RAMOS (DEED BOOK 1849, PAGE 254); THENCE FROM SAID IRON ROD AND LEAVING THE DITCH BANK NORTH 71 DEGREES 15 MINUTES 54 SECONDS EAST TO A SET IRON ROD; THENCE FROM SAID IRON ROD NORTH 18 DEGREES 48 MINUTES 53 SECONDS WEST 250.00 TO THE POINT OF BEGINNING CONTAINING 66.58 ACRES, SUBJECT TO AN INCLUDING ANY RIGHTS TO ACCESS AND UTILITY EASEMENTS AS SHOWN ON A MAP RECORDED IN MAP BOOK 54, PAGE 200-203, ROBESON COUNTY REGISTRY, AND SUBJECT TO ANY RIGHTS OF WAYS OR EASEMENTS OF RECORD.

EXHIBIT A - PERSONAL PROPERTY DESCRIPTION

COMMUNITY			VIN MATCHES												
NAME	PROPERTY ADDRESS	UNIT NUMBER	OWNER 1	OWNER 2	LIENHOLDER 1	LIENHOLDER 2	VIN #	TITLE (Post Inspection)	CLASS	OCCUPANCY	M&T COLLATERAL	NOTES			
Waynesville	101 Ariella St	101 Ariella (WAP)							Lot Only	Vacant	NO				
Waynesville	102 Karissa St	102 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047549TN	YES	Lot & MH	Vacant	YES				
Waynesville	103 Banyan Ave	103 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047758TN	YES	Lot & MH	Vacant	YES	Coach destroyed by fire on 11/10/23.			
Waynesville	103 Milan Ave	103 Milan (WAP)	WP Toppos, LLC		None		CWP036343TN	YES	Lot & MH	Occupied	YES	NO LIENHOLDER			
Waynesville	104 Celia Dr	104 Celia (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP049231TN	YES	Lot & MH	Occupied	YES				
												VIN on title is CWP049309TNAC. CSC stated the discrepancy was common and no need to revise.			
Waynesville	105 Celia Drive	105 Celia (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP049309TNAC	YES	Lot & MH	Vacant	YES				
Waynesville	109 Ariella St	109 Ariella (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP043183TN	YES	Lot & MH	Occupied	YES				
Waynesville	109 Karissa St	109 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP049411TN	YES	Lot & MH	Vacant	YES				
Waynesville	110 Banyan Ave	110 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047952TN	YES	Lot & MH	Vacant	YES				
Waynesville	110 Karissa St	110 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047940TN	YES	Lot & MH	Vacant	YES				
												VIN on title is G129143. CSC stated the discrepancy was common and no need to revise.			
Waynesville	110 Milan Ave	110 Milan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		G129143TN	YES	Lot & MH	Occupied	YES				
Waynesville	113 Milan Ave	113 Milan (WAP)							Lot Only	Occupied	NO	Tenant Owned Home			
Waynesville	115 Banyan Ave	115 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB034686AL	YES	Lot & MH	Occupied	YES				
Waynesville	119 Ariella St	119 Ariella (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP043359TN	YES	Lot & MH	Vacant	YES				
Waynesville	119 Karissa St	119 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP049423TN	YES	Lot & MH	Occupied	YES				
Waynesville	120 Banyan Ave	120 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047974TN	YES	Lot & MH	Vacant	YES				
Waynesville	124 Karissa St	124 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB035796AL	YES	Lot & MH	Vacant	YES				
Waynesville	125 Banyan Ave	125 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047968TN	YES	Lot & MH	Vacant	YES				
Waynesville	131 Ariella St	131 Ariella (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP043349TN	YES	Lot & MH	Occupied	YES				
Waynesville	131 Karissa St	131 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB036882AL	YES	Lot & MH	Vacant	YES				
Waynesville	132 Banyan Ave	132 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047988TN	YES	Lot & MH	Vacant	YES				
Waynesville	134 Karissa St	134 Karissa (WAP)							Lot Only	Occupied	NO	Tenant Owned Home			
Waynesville	137 Milan Ave	137 Milan (WAP)							Lot Only	Occupied	NO	Tenant Owned Home			
Waynesville	139 Banyan Ave	139 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047984TN	YES	Lot & MH	Occupied	YES				
Waynesville	14 Celia Dr.	14 Celia (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB036902AL	YES	Lot & MH	Occupied	YES				
Waynesville	140 Banyan Ave	140 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB033955AL	YES	Lot & MH	Occupied	YES				
Waynesville	142 Karissa St	142 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB036028AL	YES	Lot & MH	Vacant	YES				
Waynesville	143 Karissa St	143 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB036907AL	YES	Lot & MH	Occupied	YES				
Waynesville	147 Ariella St	147 Ariella (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP043358TN	YES	Lot & MH	Occupied	YES				
												Not included in original LSA collateral, but on CSC list for title assignments. OWNER FINANCING TO BUYER BY TIMEOUT. TENANT EVICTION COMPLETED FOR UNPAID LOT RENT. TENANT IS DECEASED. INCLUDE IN SALE.			
Waynesville	148 Milan Ave	148 Milan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		G129147	YES	Lot & MH	Vacant	YES				
Waynesville	149 Banyan Ave.	149 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047729TN	YES	Lot & MH	Vacant	YES				
Waynesville	15 Celia Dr.	15 Celia (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047812TNAB	YES	Lot & MH	Occupied	YES				
Waynesville	150 Banyan Ave.	150 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB036873AL	YES	Lot & MH	Vacant	YES				
Waynesville	150 Milan Ave	150 Milan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP0434289TN	YES	Lot & MH	Occupied	YES				
Waynesville	151 Ariella St	151 Ariella (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP043347TN	YES	Lot & MH	Vacant	YES				
Waynesville	151 Milan Ave	151 Milan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP034292TN	YES	Lot & MH	Occupied	YES				
Waynesville	152 Karissa St	152 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB034680AL	YES	Lot & MH	Vacant	YES				
Waynesville	157 Karissa St	157 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP043848TN	YES	Lot & MH	Occupied	YES				
Waynesville	159 Banyan Ave.	159 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047722TN	YES	Lot & MH	Vacant	YES				
												NO LIENHOLDER - UNABLE TO LOCATE DMV RECORD			
Waynesville	16 Royce Ave	16 Royce (WAP)	WP Toppos, LLC		None		SRB038397AL	YES	Lot & MH	Occupied	YES				
Waynesville	161 Milan Ave	161 Milan (WAP)							Lot Only	Occupied	NO	Tenant Owned Home			
Waynesville	162 Banyan Ave.	162 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB036874AL	YES	Lot & MH	Vacant	YES				
Waynesville	162 Karissa St	162 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB036061AL	YES	Lot & MH	Vacant	YES				
												Not included in original LSA collateral, but on CSC list for title assignments.			
Waynesville	162 Milan Ave	162 Milan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP034293TN	YES	Lot & MH	Occupied	YES				
Waynesville	165 Ariella St	165 Ariella (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP043351TN	YES	Lot & MH	Occupied	YES				
												Owned by Toppos LLC w/M&T LH (BK7). PM is collecting home, lot & water. EXCLUDE MH FROM SALE			
Waynesville	168 Milan Ave	168 Milan (WAP)	Toppos LLC		M&T Realty Capital Corp		CWP051724TN		Lot Only	Occupied	YES				
Waynesville	169 Karissa St	169 Karissa (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP044532TN	YES	Lot & MH	Vacant	YES				
Waynesville	171 Banyan Ave	171 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		SRB034298AL	YES	Lot & MH	Vacant	YES				
Waynesville	172 Banyan Ave	172 Banyan (WAP)	WP Toppos, LLC		M&T Realty Capital Corp		CWP047962TN	YES	Lot & MH	Occupied	YES				



Waynesville	174 Karissa St	174 Karissa (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP047448TN	YES	Lot & MH	Occupied	YES	Owned by Park Lane Finance. \$0 Home Rent, Lot Rent & Water Records Found.
Waynesville	177 Ariella St	177 Ariella (WAP)	JERRY EDMOND WHITBELINDA FAYE WHITT PARK LANE FINANCE SOLUTIONS, LLC		CWP043348TN		Lot Only	Occupied	NO	
Waynesville	18 Briona Ave	18 Briona (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043360TN	YES	Lot & MH	Occupied	YES	
Waynesville	18 Milan Ave	18 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP036133TN	YES	Lot & MH	Occupied	YES	
Waynesville	181 Banyan Ave	181 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP047757TN	YES	Lot & MH	Occupied	YES	
Waynesville	182 Banyan Ave.	182 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP047948TN	YES	Lot & MH	Occupied	YES	
Waynesville	182 Milan Ave	182 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP036479TN	YES	Lot & MH	Vacant	YES	
Waynesville	186 Milan Ave	186 Milan (WAP)					Lot Only	Vacant	NO	
Waynesville	193 Banyan Ave	193 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP047980TN	YES	Lot & MH	Vacant	YES	
Waynesville	194 Banyan Ave.	194 Banyan (WAP)	?	?	SRB036888AL	NO TITLE	Lot Only	Vacant	YES	Title not received. No further action pursued by MTRCC. Unable to Locate DMV Record. EXCLUDE MH FROM SALE
Waynesville	197 Milan Ave	197 Milan (WAP)					Lot Only	Vacant	NO	
Waynesville	20 Briona Ave	20 Briona (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043346TN	YES	Lot & MH	Occupied	YES	Unable to Locate DMV Record.
Waynesville	202 Banyan Ave.	202 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB034574AL	YES	Lot & MH	Vacant	YES	
Waynesville	203 Banyan Ave	203 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB034697AL	YES	Lot & MH	Vacant	YES	Not included in original LSA collateral, but on CSC list for title assignments. OWNER FINANCING TO BUYER BY TIMEOUT. TENANT IS CURRENT. IAN TO PROVIDE TITLE TO BUYER WITH M&T RELEASE. EXCLUDE FROM SALE.
Waynesville	203 Milan Ave	203 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	H187385G	YES	Lot Only	Occupied	YES	
Waynesville	204 Milan Ave	204 Milan (WAP)					Lot Only	Occupied	NO	
Waynesville	206 Milan Ave	206 Milan (WAP)					Lot Only	Occupied	NO	
Waynesville	21 Briona Ave	21 Briona (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043363TN	YES	Lot & MH	Occupied	YES	
Waynesville	21 Milan Ave	21 Milan (WAP)					Lot Only	Occupied	NO	
Waynesville	211 Milan Ave	211 Milan (WAP)					Lot Only	Vacant	NO	
Waynesville	213 Banyan Ave	213 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB034514AL	YES	Lot & MH	Vacant	YES	
Waynesville	214 Banyan Ave.	214 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB033168AL	YES	Lot & MH	Occupied	YES	
Waynesville	217 Milan Ave	217 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049433TN	YES	Lot & MH	Vacant	YES	
Waynesville	221 Banyan Ave	221 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB033728AL	YES	Lot & MH	Occupied	YES	NO LIENHOLDER
Waynesville	222 Banyan Ave.	222 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048253TN	YES	Lot & MH	Vacant	YES	
Waynesville	228 Milan Ave, Lot 13	228 Milan (WAP)	WP Toppos, LLC	None	CWP048815TN	YES	Lot & MH	Vacant	YES	NO LIENHOLDER
Waynesville	231 Banyan Ave	231 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB034596AL	YES	Lot & MH	Vacant	YES	
Waynesville	234 Banyan Ave.	234 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB034350AL	YES	Lot & MH	Occupied	YES	Tenant Owned Home
Waynesville	235 Milan Ave	235 Milan (WAP)	ROBERT MONTELEETO THOMPSON	WHEEL ESTATE FINANCIAL LLC	H187390G		Lot Only	Occupied	NO	
Waynesville	238 Milan Ave	238 Milan (WAP)	WP Toppos, LLC	None	GI28754	YES	Lot & MH	Vacant	YES	NO LIENHOLDER
Waynesville	25 Celia Dr.	25 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049053TN	YES	Lot & MH	Occupied	YES	
Waynesville	253 Banyan Ave	253 Banyan (WAP)	WP-Toppos, LLC	None	SA4080793ALAB	YES	Lot & MH	Occupied	YES	NO LIENHOLDER
Waynesville	254 Banyan Ave	254 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048430TNAB	YES	Lot & MH	Occupied	YES	
Waynesville	259 Milan Ave	259 Milan (WAP)					Lot Only	Vacant	NO	Unable to Locate DMV Record.
Waynesville	26 Celia Dr.	26 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB034762AL	YES	Lot & MH	Occupied	YES	
Waynesville	26 Milan Ave	26 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	H178546G	YES	Lot & MH	Vacant	YES	Not included in original LSA collateral, but on CSC list for title assignments.
Waynesville	26 Royce Ave	26 Royce (WAP)	WP Toppos, LLC	None	SRB038463AL	YES	Lot & MH	Occupied	YES	
Waynesville	260 Banyan Ave	260 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049255TN	YES	Lot & MH	Vacant	YES	NO LIENHOLDER
Waynesville	263 Banyan Ave	263 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037127AL	YES	Lot & MH	Vacant	YES	
Waynesville	268 Milan Ave	268 Milan (WAP)					Lot Only	Occupied	NO	Tenant Owned Home
Waynesville	27 Karissa St	27 Karissa (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	MINC86209	YES	Lot & MH	Vacant	YES	
Waynesville	273 Banyan Ave	273 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048620TN	YES	Lot & MH	Vacant	YES	Unable to Locate DMV Record.
Waynesville	274 Banyan Ave	274 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049254TN	YES	Lot & MH	Occupied	YES	
Waynesville	276 Milan Ave	276 Milan (WAP)					Lot Only	Occupied	NO	Tenant Owned Home
Waynesville	279 Milan Ave	279 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP034295TN	YES	Lot & MH	Occupied	YES	
Waynesville	28 Briona Ave	28 Briona (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043353TN	YES	Lot & MH	Vacant	YES	YES
Waynesville	282 Milan Ave Lot 15	282 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048814TN	YES	Lot & MH	Vacant	YES	
Waynesville	284 Banyan Ave	284 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049256TN	YES	Lot & MH	Vacant	YES	Tenant Owned Home
Waynesville	284 Milan Ave	284 Milan (WAP)					Lot Only	Vacant	NO	
Waynesville	285 Banyan Ave	285 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049070TN	YES	Lot & MH	Occupied	YES	

Waynesville	286 Milan Ave Lot 16	286 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037945AL	YES	Lot & MH	Vacant	YES	Tenant Owned Home
Waynesville	288 Milan Ave	288 Milan (WAP)					Lot Only	Vacant	NO	
Waynesville	293 Milan Ave	293 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP034306TN	YES	Lot & MH	Vacant	YES	
Waynesville	294 Banyan Ave	294 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048602TN	YES	Lot & MH	Vacant	YES	
Waynesville	295 Banyan Ave	295 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036968AL	YES	Lot & MH	Vacant	YES	
Waynesville	30 Briona Ave	30 Briona (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043352TN	YES	Lot & MH	Occupied	YES	
Waynesville	30 Karissa Ave, Lot 15	30 Karissa (WAP)					Lot Only	Occupied	NO	
Waynesville	302 Milan Ave, Lot 17	302 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037946AL	YES	Lot & MH	Vacant	YES	
Waynesville	304 Milan Ave	304 Milan (WAP)					Lot Only	Vacant	NO	
Waynesville	305 Banyan Ave	305 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048619TN	YES	Lot & MH	Vacant	YES	
Waynesville	306 Banyan Ave	306 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049073TN	YES	Lot & MH	Vacant	YES	Not on any original collateral lists.
Waynesville	31 Milan Ave	31 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	H187393G	YES	Lot & MH	Occupied	YES	
Waynesville	316 Banyan Ave	316 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049409TN	YES	Lot & MH	Vacant	YES	
Waynesville	317 Banyan Ave	317 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049249TN	YES	Lot & MH	Occupied	YES	
Waynesville	317 Milan Ave	317 Milan (WAP)					Lot Only	Occupied	NO	
Waynesville	32 Milan Ave	32 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP036159TN	YES	Lot & MH	Occupied	YES	
Waynesville	326 Banyan Ave	326 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049408TN	YES	Lot & MH	Vacant	YES	
Waynesville	326 Milan Ave, Lot 18	326 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037948AL	YES	Lot & MH	Vacant	YES	
Waynesville	327 Banyan Ave	327 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049081TN	YES	Lot & MH	Occupied	YES	
Waynesville	328 Milan Ave	328 Milan (WAP)					Lot Only	Occupied	NO	
Waynesville	334 Banyan Ave	334 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049406TN	YES	Lot & MH	Occupied	YES	Tenant Owned Home
Waynesville	335 Banyan Ave	335 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049076TN	YES	Lot & MH	Occupied	YES	
Waynesville	34 Celia Dr.	34 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036984AL	YES	Lot & MH	Occupied	YES	
Waynesville	342 Milan Ave	342 Milan (WAP)					Lot Only	Occupied	NO	
Waynesville	343 Milan Ave	343 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB040209AL	YES	Lot & MH	Vacant	YES	
Waynesville	345 Banyan Ave	345 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049089TN	YES	Lot & MH	Occupied	YES	
Waynesville	346 Banyan Ave	346 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049426TN	YES	Lot & MH	Occupied	YES	
Waynesville	35 Briona Ave	35 Briona (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043356TN	YES	Lot & MH	Vacant	YES	
Waynesville	369 Milan Ave	369 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048768TN	YES	Lot & MH	Occupied	YES	
Waynesville	37 Briona Ave	37 Briona (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043382TN	YES	Lot & MH	Vacant	YES	
Waynesville	37 Celia Dr.	37 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049083TN	YES	Lot & MH	Occupied	YES	Owned by Toppos LLC & OUTSIDE LIENHOLDER (BK?), PM is collecting home, lot & water. EXCLUDE MH FROM SALE
Waynesville	376 Milan Ave.	376 Milan (WAP)	Toppos LLC	T O GO TRANSPORT LLC	SRB036954AL		Lot Only	Occupied	YES	
Waynesville	379 Milan Ave.	379 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036912AL	YES	Lot & MH	Occupied	YES	
Waynesville	386 Milan Ave.	386 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036889AL	YES	Lot & MH	Occupied	YES	
Waynesville	395 Milan Ave.	395 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036898AL	YES	Lot & MH	Vacant	YES	
Waynesville	397 Milan Ave.	397 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037100AL	YES	Lot & MH	Vacant	YES	
Waynesville	398 Milan Ave.	398 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036971AL	YES	Lot & MH	Occupied	YES	
Waynesville	410 Milan Ave.	410 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036896AL	YES	Lot & MH	Occupied	YES	
Waynesville	417 Milan Ave.	417 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036916AL	YES	Lot & MH	Vacant	YES	
Waynesville	418 Milan Ave.	418 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP047818TN	YES	Lot & MH	Occupied	YES	
Waynesville	42 Milan Ave	42 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	H187400G	YES	Lot & MH	Occupied	YES	Title not received. No further action pursued by MTRCC. Unable to Locate DMV Record. EXCLUDE MH FROM SALE
Waynesville	429 Milan Ave.	429 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036956AL	YES	Lot & MH	Vacant	YES	
Waynesville	432 Milan Ave.	432 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048400TN	YES	Lot & MH	Vacant	YES	
Waynesville	438 Milan Ave.	438 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036895AL	YES	Lot & MH	Occupied	YES	
Waynesville	439 Milan Ave.	439 Milan (WAP)	?	?	CWP048471TN	NO TITLE	Lot Only	Vacant	YES	
Waynesville	449 Milan Ave.	449 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036891AL	YES	Lot & MH	Vacant	YES	
Waynesville	45 Briona Ave	45 Briona (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043209TN	YES	Lot & MH	Vacant	YES	
Waynesville	45 Celia Dr.	45 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049226TN	YES	Lot & MH	Vacant	YES	
Waynesville	450 Milan Ave.	450 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037135AL	YES	Lot & MH	Vacant	YES	
Waynesville	459 Milan Ave.	459 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036950AL	YES	Lot & MH	Occupied	YES	

Waynesville	46 Celia Dr.	46 Celia (WAP)	WP Toppos, LLC	None	CWP047977TN	YES	Lot & MH	Occupied	YES	NO LIENHOLDER
Waynesville	460 Milan Ave.	460 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037137AL	YES	Lot & MH	Vacant	YES	
Waynesville	471 Milan Ave.	471 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037125AL	YES	Lot & MH	Occupied	YES	
Waynesville	472 Milan Ave.	472 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037144AL	YES	Lot & MH	Vacant	YES	
Waynesville	479 Milan Ave.	479 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB034036AL	YES	Lot & MH	Occupied	YES	
Waynesville	482 Milan Ave.	482 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037124AL	YES	Lot & MH	Vacant	YES	
Waynesville	491 Milan Ave.	491 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037112AL	YES	Lot & MH	Vacant	YES	
Waynesville	494 Milan Ave.	494 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037126AL	YES	Lot & MH	Occupied	YES	
Waynesville	50 Milan Ave	50 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP034287TN	YES	Lot & MH	Vacant	YES	
Waynesville	500 Milan Ave.	500 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037123AL	YES	Lot & MH	Vacant	YES	
Waynesville	501 Milan Ave.	501 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048458TN	YES	Lot & MH	Vacant	YES	
Waynesville	511 Milan Ave.	511 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048449TN	YES	Lot & MH	Vacant	YES	
Waynesville	512 Milan Ave.	512 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037142AL	YES	Lot & MH	Occupied	YES	
Waynesville	52 Briona Ave	52 Briona (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043376TN	YES	Lot & MH	Vacant	YES	
Waynesville	521 Milan Ave	521 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048432TNAB	YES	Lot & MH	Vacant	YES	
Waynesville	522 Milan Ave	522 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP047822TN	YES	Lot & MH	Vacant	YES	
Waynesville	53 Briona Ave	53 Briona (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043182TN	YES	Lot & MH	Vacant	YES	
Waynesville	53 Milan Ave	53 Milan (WAP)					Lot Only	Occupied	NO	
Waynesville	530 Milan Ave	530 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP047953TN	YES	Lot & MH	Occupied	YES	
Waynesville	55 Briona Ave	55 Briona (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043221TN	YES	Lot & MH	Occupied	YES	
Waynesville	56 Briona Ave	56 Briona (WAP)					Lot Only	Occupied	NO	
Waynesville	56 Celia Dr.	56 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP047957TN	YES	Lot & MH	Vacant	YES	Tenant Owned Home
Waynesville	56 Milan Ave	56 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	H187386G	YES	Lot & MH	Vacant	YES	
Waynesville	57 Celia Dr.	57 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049090TN	YES	Lot & MH	Occupied	YES	Owned by Northpoint. No Home Rent, Lot Rent & Water Records Found
Waynesville	61 Milan Ave	61 Milan (WAP)					Lot Only	Vacant	NO	
Waynesville	626 Milan Ave.	626 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049071TN	YES	Lot & MH	Occupied	YES	Owned by Toppos LLC & OUTSIDE LIENHOLDER (BK?). PM is collecting home, lot & water. EXCLUDE MH FROM SALE
Waynesville	63 Karissa St	63 Karissa (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036860AL	YES	Lot & MH	Vacant	YES	
Waynesville	636 Milan Ave.	636 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049074TN	YES	Lot & MH	Occupied	YES	
Waynesville	650 Milan Ave	650 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048600TN	YES	Lot & MH	Vacant	YES	
Waynesville	658 Milan Ave.	658 Milan (WAP)	Toppos LLC	CHCTN. LLC	CWP049300TNAC		Lot Only	Vacant	YES	
Waynesville	668 Milan Ave	668 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049299TN	YES	Lot & MH	Occupied	YES	
Waynesville	673 Milan Ave	673 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043634TN	YES	Lot & MH	Vacant	YES	
Waynesville	676 Milan Ave.	676 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037116AL	YES	Lot & MH	Vacant	YES	
Waynesville	68 Celia Dr.	68 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036919AL	YES	Lot & MH	Vacant	YES	
Waynesville	68 Milan Ave	68 Milan (WAP)					Lot Only	Occupied	NO	
Waynesville	683 Milan Ave	683 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043593TN	YES	Lot & MH	Occupied	YES	
Waynesville	686 Milan Ave	686 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037121AL	YES	Lot & MH	Vacant	YES	
Waynesville	69 Celia Dr.	69 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049084TN	YES	Lot & MH	Vacant	YES	
Waynesville	698 Milan Ave	698 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP044550TN	YES	Lot & MH	Vacant	YES	
Waynesville	708 Milan Ave	708 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048265TN	YES	Lot & MH	Vacant	YES	
Waynesville	718 Milan Ave	718 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048260TN	YES	Lot & MH	Vacant	YES	
Waynesville	72 Karissa St	72 Karissa (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP047497TN	YES	Lot & MH	Vacant	YES	
Waynesville	730 Milan Ave	730 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048618TN	YES	Lot & MH	Vacant	YES	
Waynesville	736 Milan Ave.	736 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037097AL	YES	Lot & MH	Vacant	YES	
Waynesville	74 Banyan Ave	74 Banyan (WAP)					Lot Only	Vacant	NO	Tenant Owned Home
Waynesville	75 Celia Dr.	75 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049230TN	YES	Lot & MH	Vacant	YES	
Waynesville	75 Karissa St	75 Karissa (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036867AL	YES	Lot & MH	Occupied	YES	
Waynesville	750 Milan Ave	750 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037098AL	YES	Lot & MH	Occupied	YES	
Waynesville	751 Milan Ave	751 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043602TN	YES	Lot & MH	Occupied	YES	
Waynesville	758 Milan Ave.	758 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB035794AL	YES	Lot & MH	Occupied	YES	

Waynesville	763 Milan Ave	763 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043627TN	YES	Lot & MH	Vacant	YES	LOT ONLY. MH IS OWNED BY DW-TOPPOS (VACANT PROPERTY). MH TO BE SOLD WITH DOGWOOD. Not included in original LSA collateral, but on CSC list for title assignments.
Waynesville	774 Milan Ave	774 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036046AL	YES	Lot & MH	Occupied	YES	
Waynesville	775 Milan Ave	775 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043606TN	YES	Lot & MH	Occupied	YES	
Waynesville	778 Milan Ave.	778 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036048AL	YES	Lot & MH	Occupied	YES	
Waynesville	78 Celia Dr.	78 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036869AL	YES	Lot & MH	Occupied	YES	
Waynesville	783 Milan Ave	783 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043588TN	YES	Lot & MH	Occupied	YES	
Waynesville	794 Milan Ave	794 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037132AL	YES	Lot & MH	Occupied	YES	
Waynesville	797 Milan Ave	797 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043624TN	YES	Lot & MH	Occupied	YES	
Waynesville	798 Milan Ave.	798 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037118AL	YES	Lot & MH	Occupied	YES	
Waynesville	8 Royce Ave	8 Royce (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB038333AL	YES	Lot & MH	Occupied	YES	
Waynesville	80 Banyan Ave	80 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp			Lot Only	Vacant	YES	Tenant Owned Home
Waynesville	80 Karissa St	80 Karissa (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036027AL	YES	Lot & MH	Vacant	YES	
Waynesville	809 Milan Ave	809 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043601TN	YES	Lot & MH	Vacant	YES	
Waynesville	81 Milan Ave	81 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP035894TN	YES	Lot & MH	Vacant	YES	
Waynesville	812 Milan Ave.	812 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048599TN	YES	Lot & MH	Vacant	YES	
Waynesville	814 Milan Ave	814 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048603TN	YES	Lot & MH	Vacant	YES	
Waynesville	828 Milan Ave	828 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043009TN	YES	Lot & MH	Vacant	YES	
Waynesville	831 Milan Ave	831 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP042986TN	YES	Lot & MH	Occupied	YES	
Waynesville	834 Milan Ave	834 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP042989TN	YES	Lot & MH	Vacant	YES	
Waynesville	842 Milan Ave	842 Milan (WAP)					Lot Only	Occupied	NO	
Waynesville	848 Milan Ave	848 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043631TN	YES	Lot & MH	Vacant	YES	NO LIENHOLDER
Waynesville	855 Milan Ave	855 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP042998TN	YES	Lot & MH	Vacant	YES	
Waynesville	86 Celia Dr	86 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB037109AL	YES	Lot & MH	Occupied	YES	
Waynesville	864 Milan Ave	864 Milan (WAP)	WP Toppos, LLC	None	CWP049939TNAB	YES	Lot & MH	Occupied	YES	
Waynesville	868 Milan Ave	868 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049931TNAB	YES	Lot & MH	Occupied	YES	
Waynesville	87 Ariella St	87 Ariella (WAP)					Lot Only	Occupied	NO	
Waynesville	87 Karissa St	87 Karissa (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP048264TN	YES	Lot & MH	Vacant	YES	
Waynesville	873 Milan Ave	873 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP043004TN	YES	Lot & MH	Occupied	YES	
Waynesville	881 Milan Ave	881 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB030653AL	YES	Lot & MH	Occupied	YES	
Waynesville	886 Milan Ave	886 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049937TNAB	YES	Lot & MH	Occupied	YES	
Waynesville	89 Celia Dr.	89 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049082TN	YES	Lot & MH	Occupied	YES	VIN on title is CWP049308TNAC. CSC stated the discrepancy was common and no need to revise.
Waynesville	89 Milan Ave	89 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	H187392G	YES	Lot & MH	Occupied	YES	
Waynesville	895 Milan Ave	895 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP035892TN	YES	Lot & MH	Vacant	YES	
Waynesville	896 Milan Ave	896 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049930TNAB	YES	Lot & MH	Vacant	YES	
Waynesville	90 Karissa St	90 Karissa (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036003AL	YES	Lot & MH	Occupied	YES	
Waynesville	904 Milan Ave	904 Milan (WAP)					Lot Only	Vacant	NO	
Waynesville	93 Banyan Ave	93 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP047753TN	YES	Lot & MH	Vacant	YES	
Waynesville	94 Milan Ave	94 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	H187389G	YES	Lot & MH	Vacant	YES	
Waynesville	95 Celia Dr, Lot 57	95 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049308TNAC	YES	Lot & MH	Vacant	YES	
Waynesville	96 Celia Dr.	96 Celia (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP049227TN	YES	Lot & MH	Occupied	YES	
Waynesville	96 Milan Ave	96 Milan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	CWP034288TN	YES	Lot & MH	Occupied	YES	
Waynesville	98 Banyan Ave	98 Banyan (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB034699AL	YES	Lot & MH	Vacant	YES	
Waynesville	99 Karissa St	99 Karissa (WAP)	WP Toppos, LLC	M&T Realty Capital Corp	SRB036861AL	YES	Lot & MH	Occupied	YES	

**EXHIBIT B**

**Form of Assignment and Assumption Agreement and Bill of Sale**

---

**ASSIGNMENT AND ASSUMPTION AGREEMENT AND BILL OF SALE**

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**THIS ASSIGNMENT AND ASSUMPTION AGREEMENT AND BILL OF SALE**, by and between Trigild IVL, LLC, a Delaware limited liability company, not in its individual capacity but solely in its capacity as court-appointed receiver pursuant to that certain Consent Order Appointing Receiver and Granting Related Injunctive Relief entered on June 21, 2024, by the General Court of Justice, Superior Court Division of Robeson County, North Carolina, in Case No. 24-CVS-1823 (“**Assignor**”), and \_\_\_\_\_, a \_\_\_\_\_ (“**Assignee**”).

**WHEREAS**, Assignor and Assignee entered into that certain Purchase and Sale Agreement and Joint Escrow Instructions (“**Agreement**”) dated \_\_\_\_\_, 20\_\_, for the sale and purchase of certain “Property,” consisting of certain “Real Property” (as more particularly described in **Exhibit A**), “Mobile Homes”, “Leases”, “Contracts” and he “Intangible Property”, as said terms are defined in the Agreement;

**WHEREAS**, Assignor desires to quitclaim unto Assignee all of Assignor’s right, title and interest in and to the Mobile Homes, Leases, Contracts and Intangible Property as hereinafter provided; and

**WHEREAS**, Assignee desires to assume the duties and obligations of Assignor with respect to the Mobile Homes, Leases, Contracts and Intangible Property.

**NOW, THEREFORE**, in accordance with the Agreement and in consideration of the sum of Ten Dollars (\$10.00), the sufficiency and receipt of which are hereby acknowledged, the parties do hereby covenant and agree as follows and take the following actions:

1. Assignor does hereby quitclaim unto Assignee all of the Assignor’s right, title and interest in and to the following property to the extent the same is transferable by Assignor:

- (a) the Mobile Homes;
- (b) the Leases;
- (c) the Contracts; and
- (d) the Intangible Property.

In addition, if and to the extent required by applicable law, Assignor does hereby quitclaim unto Assignee all of Assignor's right, title, and interest in and to any and all refundable tenant deposits (and required interest thereon, if any) in Assignor's possession with respect to the Leases and Contracts as of the date of this Assignment and Assumption Agreement (collectively, the "**Tenant Deposits**").

2. THE MOBILE HOMES, LEASES, CONTRACTS AND INTANGIBLE PROPERTY ARE BEING QUITCLAIMED "AS IS," "WHERE IS," AND "WITH ALL FAULTS" AS OF THE DATE OF THIS ASSIGNMENT AND ASSUMPTION AGREEMENT, WITHOUT ANY REPRESENTATION OR WARRANTY WHATSOEVER AS TO THEIR CONDITION, FITNESS FOR ANY PARTICULAR PURPOSE, MERCHANTABILITY OR ANY OTHER WARRANTY, EXPRESS OR IMPLIED. ASSIGNOR SPECIFICALLY DISCLAIMS ANY WARRANTY, GUARANTY OR REPRESENTATION, ORAL OR WRITTEN, PAST OR PRESENT, EXPRESS OR IMPLIED, CONCERNING THE LEASES, CONTRACTS AND INTANGIBLE PROPERTY OR ASSIGNOR'S TITLE THERETO. ASSIGNEE IS HEREBY THUS ACQUIRING THE LEASES, CONTRACTS AND INTANGIBLE PROPERTY BASED SOLELY UPON ASSIGNEE'S OWN INDEPENDENT INVESTIGATIONS AND INSPECTIONS OF THAT PROPERTY AND NOT IN RELIANCE UPON ANY INFORMATION PROVIDED BY ASSIGNOR OR ASSIGNOR'S AGENTS OR CONTRACTORS.

3. Assignee hereby accepts the foregoing assignment of the Mobile Homes, Leases, Contracts and Intangible Property and hereby assumes all duties and obligations of Assignor with respect to (a) the Mobile Homes, Contracts, Leases and Intangible Property for the period on and after the date of this Assignment and Assumption Agreement, and (b) any and all Tenant Deposits, whether Assignee has received those deposits or interest or a credit therefor at Closing or not. Assignee shall defend, indemnify and hold harmless Assignor from and against any and all "Claims" asserted against or incurred by Assignor in connection with (a) any acts or omissions, on or after the date of this Assignment and Assumption Agreement, with respect to the Mobile Homes, Leases, Contracts and Intangible Property, save and except those relating to operating expense reconciliations under the Leases, which shall be for any time period including time periods prior to the date of this Assignment and Assumption Agreement, and/or (b) the Tenant Deposits. "**Claims**" means claims, demands, causes of action, losses, damages, liabilities, judgments, costs and expenses (including attorneys' fees, whether suit is instituted or not).

4. This Assignment and Assumption Agreement shall be (a) binding upon, and inure to the benefit of, the parties to this Assignment and Assumption Agreement and their respective heirs, legal representatives, successors and assigns, and (b) construed in accordance with the laws of the jurisdiction in which the Real Property is located, without regard to the application of choice of law principles, except to the extent such laws are superseded by federal law.

***[Signature Pages Follow]***



**IN WITNESS WHEREOF**, Assignor has signed and delivered this Assignment and Assumption Agreement as of the \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

**ASSIGNOR:**

\_\_\_\_\_

By:\_\_\_\_\_

Print Name:\_\_\_\_\_

Title:\_\_\_\_\_

**ASSIGNEE:**

\_\_\_\_\_

By:\_\_\_\_\_

Print Name:\_\_\_\_\_

Title:\_\_\_\_\_

EXHIBIT A

Legal Description of the Property

EXHIBIT C

Form of Notice to Tenants

As of \_\_\_\_\_, 2025

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Re: Notice of Change of Ownership of \_\_\_\_\_ (the “*Property*”)

Dear Resident:

You are hereby notified as follows:

1. That as of the date hereof, Trigild IVL, LLC, a Delaware limited liability company, not in its individual capacity but solely in its capacity as court-appointed receiver pursuant to that certain Consent Order Appointing Receiver and Granting Related Injunctive Relief entered on June 21, 2024, by the General Court of Justice, Superior Court Division of Robeson County, North Carolina, in Case No. 24-CVS-1823, has transferred, sold, assigned, and conveyed the Property to \_\_\_\_\_, a \_\_\_\_\_ (the “*New Owner*”).

2. The New Owner is, as of the date hereof, responsible for your tenant security deposit with respect to your leased premises at the Property.

3. Future rental payments with respect to your leased premises at the Property should be made to the New Owner at the following address: \_\_\_\_\_.

“SELLER”

\_\_\_\_\_

”NEW OWNER”

\_\_\_\_\_

## Certificate Of Completion

Envelope Id: 60038D9E-41E9-436C-AAC4-20F0CE971595

Subject: Please DocuSign: CREXi | 81 Milan Dr, Lumberton, NC 28358 | Purchase & Sale Agreement

Source Envelope:

Document Pages: 47

Certificate Pages: 6

AutoNav: Enabled

Envelopeld Stamping: Enabled

Time Zone: (UTC-08:00) Pacific Time (US & Canada)

Status: Completed

Envelope Originator:

Valorie Valenzuela

5510 Lincoln Blvd Ste 400

Playa Vista, CA 90094

vvalenzuela@crexi.com

IP Address: 2600:1702:31:45

## Record Tracking

Status: Original

5/21/2025 12:07:12 PM

Holder: Valorie Valenzuela

vvalenzuela@crexi.com

Location: DocuSign

Status: Original

5/21/2025 12:22:01 PM

Holder: Crexi Auctions

crexicontracts@crexi.com

Location: DocuSign

## Signer Events

Elias Weiner

Eli@theboavidagroup.com

Manager of General Partner

Security Level: Email, Account Authentication (None)

## Signature

DocuSigned by:

*Elias Weiner*  
C0D2AE87891E42C...

Signature Adoption: Pre-selected Style

Using IP Address: 23.252.95.14

## Timestamp

Sent: 5/21/2025 12:19:52 PM

Resent: 5/21/2025 12:39:20 PM

Resent: 5/21/2025 1:03:05 PM

Viewed: 5/21/2025 1:05:43 PM

Signed: 5/21/2025 1:15:36 PM

## Electronic Record and Signature Disclosure:

Accepted: 5/21/2025 1:15:35 PM

ID: e6594b26-aff2-474b-8c4e-612db376b8b4

Ian Lagowitz

ian.lagowitz@trigild.com

Receiver Managing Partner

Security Level: Email, Account Authentication (None)

Signed by:

*Ian Lagowitz*  
11F40FEACE544FE...

Signature Adoption: Drawn on Device

Using IP Address: 104.28.94.207

Signed using mobile

Sent: 5/21/2025 1:15:44 PM

Viewed: 5/22/2025 3:04:42 AM

Signed: 5/22/2025 3:05:09 AM

## Electronic Record and Signature Disclosure:

Accepted: 5/22/2025 3:04:42 AM

ID: ce6f1d35-82c5-4982-a326-093c3282ce97

Anastasia Dion

adion@firstam.com

Sr. Commercial Escrow Officer

Security Level: Email, Account Authentication (None)

DocuSigned by:

*Anastasia Dion*  
B02BCBD8959F433...

Signature Adoption: Pre-selected Style

Using IP Address: 65.203.150.126

Sent: 5/22/2025 3:05:14 AM

Viewed: 5/22/2025 11:22:44 AM

Signed: 5/22/2025 11:22:53 AM

## Electronic Record and Signature Disclosure:

Accepted: 5/22/2025 11:22:44 AM

ID: 8914c923-21ad-494b-8f3c-b9ec3a141a81

## In Person Signer Events

## Signature

## Timestamp

## Editor Delivery Events

## Status

## Timestamp

## Agent Delivery Events

## Status

## Timestamp

## Intermediary Delivery Events

## Status

## Timestamp

Certified Delivery Events	Status	Timestamp
<b>Carbon Copy Events</b>	<b>Status</b>	<b>Timestamp</b>
Brandy Smith brandy@crexi.com Head of Institutional Business Crex Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/21/2025 12:19:52 PM Viewed: 5/21/2025 12:20:08 PM
Alexsis Aguirre aaguirre@crexi.com Client Manager, Transactions Crex Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/21/2025 12:19:52 PM Viewed: 5/22/2025 11:23:29 AM
Brian Menold brian@theboavidagroup.com Acquisitions The BoaVida Group, LP Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Accepted: 5/21/2025 12:20:31 PM ID: 05d3d45f-5289-4a22-a014-e186fc189a29	COPIED	Sent: 5/21/2025 1:15:39 PM Viewed: 5/21/2025 1:18:50 PM
Brandy Smith brandy@crexi.com Head of Institutional Business Crex Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/21/2025 1:15:38 PM Viewed: 5/21/2025 1:15:55 PM
Sonya Bokano Sonya@Crex.com VP of Transactions Crex Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/21/2025 1:15:39 PM Viewed: 5/22/2025 11:23:45 AM
Valorie Valenzuela vvalenzuela@crexi.com Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/21/2025 1:15:41 PM Viewed: 5/22/2025 11:23:49 AM
Kolman Bubis kolman@sunstonereaa.com Owner Tranquilo Communities, LLC Security Level: Email, Account Authentication (None)	COPIED	Sent: 5/21/2025 1:15:40 PM Viewed: 5/21/2025 1:15:56 PM

Carbon Copy Events	Status	Timestamp
<b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign  Zach Sheck zach@sunstonerea.com Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/21/2025 1:15:41 PM Viewed: 5/21/2025 1:15:59 PM
Melanie Raubach mraubach@lawhssm.com Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/21/2025 1:15:42 PM
Eric Taylor eric.taylor@trigild.com Authorized Agent Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/21/2025 1:15:43 PM Viewed: 5/21/2025 1:21:24 PM
Elias Weiner Eli@theboavidagroup.com Manager of General Partner Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Accepted: 5/21/2025 1:16:15 PM ID: 81fb6dd5-e524-426b-89e8-9f568c1fb11f	COPIED	Sent: 5/22/2025 3:05:12 AM
Brandy Smith brandy@crexi.com Head of Institutional Business Crexi Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/22/2025 3:05:12 AM
Melanie Raubach mraubach@lawhssm.com Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/22/2025 11:22:58 AM
Eric Taylor eric.taylor@trigild.com Authorized Agent Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/22/2025 11:22:59 AM
Michael Grazier mgrazier@trimont.com Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b>	COPIED	Sent: 5/22/2025 11:23:00 AM



Carbon Copy Events	Status	Timestamp
Not Offered via DocuSign		
Noel Rabb nrabb@trimont.com Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/22/2025 11:23:01 AM
Amy Sogga amy_sogga@fanniema.com Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/22/2025 11:23:02 AM
Andrew S. Hallas Iii ahallas@crexi.com Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/22/2025 11:23:03 AM Viewed: 5/22/2025 11:23:39 AM
Vanessa Walsh vwalsh@crexi.com Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign	COPIED	Sent: 5/22/2025 11:23:04 AM Viewed: 5/22/2025 11:23:41 AM
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps
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Envelope Updated	Security Checked	5/21/2025 12:39:19 PM
Envelope Updated	Security Checked	5/21/2025 12:39:19 PM
Envelope Updated	Security Checked	5/21/2025 12:39:19 PM
Envelope Updated	Security Checked	5/21/2025 12:39:20 PM
Certified Delivered	Security Checked	5/22/2025 11:22:44 AM
Signing Complete	Security Checked	5/22/2025 11:22:53 AM
Completed	Security Checked	5/22/2025 11:23:04 AM
Payment Events	Status	Timestamps
Electronic Record and Signature Disclosure		

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At any time, you may request from us a paper copy of any record provided or made available electronically to you by us. You will have the ability to download and print documents we send to you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a limited period of time (usually 30 days) after such documents are first sent to you. After such time, if you wish for us to send you paper copies of any such documents from our office to you, you will be charged a \$0.00 per-page fee. You may request delivery of such paper copies from us by following the procedure described below.

### **Withdrawing your consent**

If you decide to receive notices and disclosures from us electronically, you may at any time change your mind and tell us that thereafter you want to receive required notices and disclosures only in paper format. How you must inform us of your decision to receive future notices and disclosure in paper format and withdraw your consent to receive notices and disclosures electronically is described below.

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If you elect to receive required notices and disclosures only in paper format, it will slow the speed at which we can complete certain steps in transactions with you and delivering services to you because we will need first to send the required notices or disclosures to you in paper format, and then wait until we receive back from you your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from us or to sign electronically documents from us.

### **All notices and disclosures will be sent to you electronically**

Unless you tell us otherwise in accordance with the procedures described herein, we will provide electronically to you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you during the course of our relationship with you. To reduce the chance of you inadvertently not receiving any notice or disclosure, we prefer to provide all of the required notices and disclosures to you by the same method and to the same address that you have given us. Thus, you can receive all the disclosures and notices electronically or in paper format through the paper mail delivery system. If you do not agree with this process, please let us know as described below. Please also see the paragraph immediately above that describes the consequences of your electing not to receive delivery of the notices and disclosures electronically from us.

### **How to contact Transactions:**

You may contact us to let us know of your changes as to how we may contact you electronically, to request paper copies of certain information from us, and to withdraw your prior consent to receive notices and disclosures electronically as follows:

To contact us by email send messages to: [sonya@crexi.com](mailto:sonya@crexi.com)

### **To advise Transactions of your new email address**

To let us know of a change in your email address where we should send notices and disclosures electronically to you, you must send an email message to us at [sonya@crexi.com](mailto:sonya@crexi.com) and in the body of such request you must state: your previous

email address, your new email address. We do not require any other information from you to change your email address.

If you created a DocuSign account, you may update it with your new email address through your account preferences.

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### **To withdraw your consent with Transactions**

To inform us that you no longer wish to receive future notices and disclosures in electronic format you may:

- i. decline to sign a document from within your signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may;
- ii. send us an email to [sonya@crexi.com](mailto:sonya@crexi.com) and in the body of such request you must state your email, full name, mailing address, and telephone number. We do not need any other information from you to withdraw consent.. The consequences of your withdrawing consent for online documents will be that transactions may take a longer time to process..

### **Required hardware and software**

The minimum system requirements for using the DocuSign system may change over time. The current system requirements are found here: <https://support.docusign.com/guides/signer-guide-signing-system-requirements>.

### **Acknowledging your access and consent to receive and sign documents electronically**

To confirm to us that you can access this information electronically, which will be similar to other electronic notices and disclosures that we will provide to you, please confirm that you have read this ERSD, and (i) that you are able to print on paper or electronically save this ERSD for your future reference and access; or (ii) that you are able to email this ERSD to an email address where you will be able to print on paper or save it for your future reference and access. Further, if you consent to receiving notices and disclosures exclusively in electronic format as described herein, then select the check-box next to 'I agree to use electronic records and signatures' before clicking 'CONTINUE' within the DocuSign system.

By selecting the check-box next to 'I agree to use electronic records and signatures', you confirm that:

- You can access and read this Electronic Record and Signature Disclosure; and
- You can print on paper this Electronic Record and Signature Disclosure, or save or send this Electronic Record and Disclosure to a location where you can print it, for future reference and access; and
- Until or unless you notify Transactions as described above, you consent to receive exclusively through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by Transactions during the course of your relationship with Transactions.

## Valuation Glossary 2024

Unless specified otherwise, these definitions were extracted or paraphrased from the following sources or publications:

- The Dictionary of Real Estate Appraisal, Seventh Edition, Appraisal Institute, Chicago, Illinois, 2022 (Dictionary).
- Uniform Standards of Professional Appraisal Practice, 2020-2023 Edition (USPAP).
- The Appraisal of Real Estate, Fifteenth Edition, Appraisal Institute, Chicago, Illinois, 2020 (15th Edition).

### Absolute Net Lease

A lease in which the tenant pays all expenses including structural maintenance, building reserves, and management; often a long-term lease to a credit tenant. *(Dictionary)*

### Ad Valorem Tax

A real estate tax based on the assessed value of the property, which is not necessarily equivalent to its market value. *(15th Edition)*

### Arm's-length Transaction

A transaction between unrelated parties who are each acting in his or her own best interest. *(Dictionary)*

### As-Is Market Value

The estimate of the market value of real property in its current physical condition, use, and zoning as of the appraisal date. *(Dictionary)*

### Assessed Value

The value of a property according to the tax rolls in ad valorem taxation; may be higher or lower than market value, or based on an assessment ratio that is a percentage of market value. *(Dictionary)*

### Average Daily Room Rate (ADR)

In the lodging industry, the net rooms revenue derived from the sale of guest rooms divided by the number of paid occupied rooms. *(Dictionary)*

### Band of Investment

A technique in which the capitalization rates attributable to components of an investment are weighted and combined to derive a weighted-average rate attributable to the total investment. *(Dictionary)*

### Cash-Equivalent Price

The sale price of a property that is equivalent to what a cash buyer would pay. *(Dictionary)*

### Common Area

The total area within a property that is not designed for sale or rental but is available for common use by all owners, tenants, or their invitees, e.g., parking and its appurtenances, malls, sidewalks, landscaped areas, recreation areas, public toilets, truck and service facilities. *(Dictionary)*

### Contract Rent

The actual rental income specified in a lease. *(15th Edition)*

### Cost Approach

A set of procedures through which a value indication is derived for the fee simple estate by estimating the cost new as of the effective date of the appraisal to construct a reproduction of (or replacement for) the existing structure, including an entrepreneurial incentive; deducting depreciation from the total cost; and adding the estimated land value. The contributory value of any site improvements that have not already been considered in the total cost can be added on a depreciated-cost basis. Adjustments may then be made to the indicated value of the fee simple estate in the subject property to reflect the value of the property rights being appraised. *(Dictionary)*

### Curable Functional Obsolescence

An element of depreciation; a curable defect caused by a flaw involving the structure, materials, or design, which can be practically and economically corrected. *(Dictionary)*

### Debt Coverage Ratio (DCR)

The ratio of net operating income to annual debt service, which measures the relative ability of a property to meet its debt service out of net operating income; also called *debt service coverage ratio (DSCR)*. *(Dictionary)*

### Deferred Maintenance

Items of wear and tear on a property that should be fixed now to protect the value or income-producing ability of a property. *(Dictionary)*

### Depreciation

In appraisal, a loss in the value of improvements from any cause; the difference between the cost of an improvement on the effective date of the appraisal and the value of the improvement on the same date. *(Dictionary)*

### Direct Costs

Expenditures for the labor and materials used in the construction of improvements; also called *hard costs*. *(Dictionary)*

### Discounted Cash Flow (DCF) Analysis

The procedure in which a discount rate is applied to a set of projected income streams and a reversion. The analyst specifies the quantity, variability, timing, and duration of the income streams and the quantity and timing of the reversion, and discounts each to its present value at a specified yield rate. *(Dictionary)*

### Discount Rate

A rate of return on capital used to convert future payments or receipts into present value. (*Dictionary*)

### Disposition Value

The most probable price that a specified interest in property should bring under the following conditions:

1. Consummation of a sale within a specified time, which is shorter than the typical exposure time for such a property in that market.
2. The property is subjected to market conditions prevailing as of the date of valuation.
3. Both the buyer and seller are acting prudently and knowledgeably.
4. The seller is under compulsion to sell.
5. The buyer is typically motivated.
6. Both parties are acting in what they consider their best interests.
7. An adequate marketing effort will be made during the exposure time.
8. Payment will be made in cash in U.S. dollars (or the local currency) or in terms of financial arrangements comparable thereto.
9. The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

This definition can also be modified to provide for valuation with specified financing terms. (*Dictionary*)

### Easement

The right to use another's land for a stated purpose. Access or right-of-way easements may be acquired by private parties or public utilities. Governments may be the beneficiaries of easements placed on privately owned land that is dedicated to conservation, open space, or preservation. (*15th Edition*)

### Economic Life

The period over which improvements to real estate contribute to property value. (*Dictionary*)

### Effective Age

The age of property that is based on the amount of observed deterioration and obsolescence it has sustained, which may be different from its chronological age. (*Dictionary*)

### Effective Date

The date on which the appraisal or review opinion applies (SVP) (*Dictionary*)

### Effective Gross Income (EGI)

The anticipated income from all operations of the real estate after an allowance is made for vacancy and collection losses and an addition is made for any other income. (*Dictionary*)

### Effective Gross Income Multiplier (EGIM)

The ratio between the sale price (or value) of a property and its effective gross income. (*Dictionary*)

### Effective Rent

The total base rent, or minimum rent stipulated in a lease, over the specified lease term minus rent concessions - e.g. free rent, excessive tenant improvements, moving allowances, lease buyouts, cash allowances, and other lease incentives. (*15th Edition*)

### Eminent Domain

The right of government to take private property for public use upon the payment of just compensation. The Fifth Amendment of the U.S. Constitution, also known as the *takings clause*, guarantees payment of just compensation upon appropriation of private property. (*Dictionary*)

### Entrepreneurial Incentive

The amount an entrepreneur expects or wants to receive as compensation for providing coordination and expertise and assuming the risks associated with the development of a project. Entrepreneurial incentive is the expectation of future reward as opposed to the profit actually earned on the project. (*Dictionary*)

### Entrepreneurial Profit

A market-derived figure that represents the amount an entrepreneur received for his or her contribution to a past project to compensate for his or her time, effort, knowledge, and risk; the difference between the total cost of a property (cost of development) and its market value (property value after completion), which represents the entrepreneur's compensation for the risk and expertise associated with development. An entrepreneur is motivated by the prospect of future value enhancement (i.e., the entrepreneurial incentive). An entrepreneur who successfully creates value through new development, expansion, renovation, or an innovative change of use is rewarded by entrepreneurial profit. Entrepreneurs may also fail and suffer losses. (*Dictionary*)

### Excess Land

Land that is not needed to serve or support the existing use. The highest and best use of the excess land may or may not be the same as the highest and best use of the improved parcel. Excess land has the potential to be sold separately and is valued separately. (*Dictionary*)

### Excess Rent

The amount by which contract rent exceeds market rent at the time of the appraisal; created by a lease favorable to the lessor and may reflect superior management, a lease execution in an earlier, stronger rental market, or an agreement of the parties. Due to the higher risk inherent in the receipt of excess rent, it may be calculated separately and capitalized or discounted at a higher rate in the income capitalization approach. (*15th Edition*)

### Expense Stop

A clause in a lease that limits the landlord's expense obligation, which results in the lessee paying any operating expenses above a stated level or amount. (*Dictionary*)

### Exposure Time

An opinion, based on supporting market data, of the length of time that the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal. (USPAP)

### Extraordinary Assumption

An assignment-specific assumption as of the effective date regarding uncertain information used in an analysis which, if found to be false, could alter the appraiser's opinions or conclusions. Uncertain information might include physical, legal, or economic characteristics of the subject property; or conditions external to the property, such as market conditions or trends; or the integrity of data used in an analysis. An extraordinary assumption may be used in an assignment only if:

- It is required to properly develop credible opinions and conclusions;
- The appraiser has a reasonable basis for the extraordinary assumption;
- Use of the extraordinary assumption results in a credible analysis; and
- The appraiser complies with the disclosure requirements set forth in USPAP for extraordinary assumptions. (USPAP)

### External Obsolescence

A type of depreciation; a diminution in value caused by negative external influences and generally incurable on the part of the owner, landlord, or tenant. The external influence may be either temporary or permanent. There are two forms of external obsolescence: economic and locational. (Dictionary)

### Fair Market Value

In nontechnical usage, a term that is equivalent to the contemporary usage of *market value*.

As used in condemnation, litigation, income tax, and property tax situations, a term that is similar in concept to market value but may be defined explicitly by the relevant agency or interpreted differently by court precedent. (Dictionary)

### Feasibility Analysis

A study of the cost-benefit relationship of an economic endeavor. (USPAP)

### Fee Simple Estate

Absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power and escheat. (Dictionary)

### Floor Area Ratio (FAR)

The relationship between the above-ground floor area of a building, as described by the zoning or building code, and the area of the plot on which it stands; in planning and zoning, often expressed as a decimal, e.g., a ratio of 2.0 indicates that

the permissible floor area of a building is twice the total land area. (Dictionary)

### Functional Obsolescence

The impairment of functional capacity of improvements according to market tastes and standards. (Dictionary)

### Functional Utility

The ability of a property or building to be useful and to perform the function for which it is intended according to current market tastes and standards; the efficiency of a building's use in terms of architectural style, design and layout, traffic patterns, and the size and type of rooms. (Dictionary)

### Furniture, Fixtures, and Equipment (FF&E)

Business trade fixtures and personal property, exclusive of inventory. (Dictionary)

### Going-concern

An established and operating business having an indefinite future life. (Dictionary)

### Going-concern Value

An outdated label for the market value of all the tangible and intangible assets of an established and operating business with an indefinite life, as if sold in aggregate; more accurately termed the *market value of the going concern or market value of the total assets of the business*. (Dictionary)

### Gross Building Area (GBA)

Total floor area of a building, excluding unenclosed areas, measured from the exterior of the walls of the above-grade area. This includes mezzanines and basements if and when typically included in the market area of the type of property involved. (Dictionary)

### Gross Leasable Area (GLA)

Total floor area designed for the occupancy and exclusive use of tenants, including basements and mezzanines; measured from the center of joint partitioning to the outside wall surfaces. (Dictionary)

### Gross Living Area (GLA)

Total area of finished, above-grade residential space area; calculated by measuring the outside perimeter of the structure and includes only finished, habitable, above-grade living space. (Finished basements and attic areas are not generally included in total gross living area. Local practices, however, may differ.) (Dictionary)

### Highest & Best Use

The reasonably probable use of property that results in the highest value. The four criteria that the highest and best use must meet are legal permissibility, physical possibility, financial feasibility, and maximum productivity. The use of an asset that maximizes its potential and that is possible, legally permissible, and financially feasible. The highest and best use may be for continuation of an asset's existing use or for some alternative use. This is determined by the use that a market



participant would have in mind for the asset when formulating the price that it would be willing to bid (IVS). *(Dictionary)*

### **Hypothetical Condition**

A condition, directly related to a specific assignment, which is contrary to what is known by the appraiser to exist on the effective date of the assignment results, but is used for the purpose of analysis. Hypothetical conditions are contrary to known facts about physical, legal, or economic characteristics of the subject property; or about conditions external to the property, such as market conditions or trends; or about the integrity of data used in an analysis. *(USPAP)*

### **Income Capitalization Approach**

In the income capitalization approach, an appraiser analyzes a property's capacity to generate future benefits and capitalizes the income into an indication of present value. The principle of anticipation is fundamental to this approach. Techniques and procedures from this approach are used to analyze comparable sales data and to measure obsolescence in the cost approach. *(15th Edition)*

### **Incurable Functional Obsolescence**

An element of depreciation; a defect caused by a deficiency or superadequacy involving the structure, materials, or design that cannot be practically or economically corrected as of the effective date of the appraisal. *(Dictionary)*

### **Indirect Costs**

Expenditures or allowances for items other than labor and materials that are necessary for construction, but are not typically part of the construction contract. Indirect costs may include administrative costs, professional fees, financing costs and the interest paid on construction loans, taxes and the builder's or developer's all-risk insurance during construction, and marketing, sales, and lease-up costs incurred to achieve occupancy or sale. Also called *soft costs*. *(Dictionary)*

### **Interim Use**

The use contemplated by the market participants that the subject real estate can be put to while waiting for certain subsequent factors to occur. *(Dictionary)*

### **Investment Value**

The value of a property to a particular investor or class of investors based on the investor's specific requirements. Investment value may be different from market value because it depends on a set of investment criteria that are not necessarily typical of the market. *(Dictionary)*

### **Leased Fee Interest**

The ownership interest held by the lessor, which includes the right to receive the contract rent specified in the lease plus the reversion right when the lease expires. *(Dictionary)*

### **Leasehold Estate**

The right held by the lessee to use and occupy real estate for a stated term and under the conditions specified in the lease. *(Dictionary)*

### **Legal Nonconforming Use**

A use that was lawfully established and maintained, but no longer conforms to the use regulations of its current zoning; sometimes known as a legally nonconforming use. *(Dictionary)*

### **Liquidation Value**

The most probable price that a specified interest in property should bring under the following conditions:

1. Consummation of a sale within a short time period.
2. The property is subjected to market conditions prevailing as of the date of valuation.
3. Both the buyer and seller are acting prudently and knowledgeably.
4. The seller is under extreme compulsion to sell.
5. The buyer is typically motivated.
6. Both parties are acting in what they consider to be their best interests.
7. A normal marketing effort is not possible due to the brief exposure time.
8. Payment will be made in cash in U.S. dollars (or the local currency) or in terms of financial arrangements comparable thereto.
9. The price represents the normal consideration for the property sold, unaffected by special or creative financing or sales concessions granted by anyone associated with the sale.

This definition can also be modified to provide for valuation with specified financing terms. *(Dictionary)*

### **Market Area**

The geographic region from which a majority of demand comes and in which the majority of competition is located. Depending on the market, a market area may be further subdivided into components such as primary, secondary, and tertiary market areas, or the competitive market area may be distinguished from the general market area. *(Dictionary)*

### **Market Rent**

The most probable rent that a property should bring in a competitive and open market under all conditions requisite to a fair lease transaction, the lessee and lessor each acting prudently and knowledgeably, and assuming the rent is not affected by undue stimulus. *(Dictionary)*

### **Market Study**

An analysis of the market conditions of supply, demand, and pricing for a specific property type in a specific area. *(Dictionary)*

### **Market Value (Most Common Non-FRT)**

The most probable price, as of a specific date, in cash, or in terms equivalent to cash, or in other precisely revealed terms, for which the specified property rights should sell after reasonable exposure in a competitive market under all conditions requisite to a fair sale, with the buyer and seller each acting prudently, knowledgeably, and for self-interest, and assuming that neither is under undue distress. *(Dictionary)*

### Market Value (Interagency Guidelines)

The most probable price which a property should bring in a competitive and open market under all conditions requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition is the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

1. buyer and seller are typically motivated;
2. both parties are well informed or well advised, and acting in what they consider their own best interests;
3. a reasonable time is allowed for exposure in the open market;
4. payment is made in terms of cash in U.S. dollars or in terms of financial arrangements comparable thereto; and
5. the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale. ( 12 CFR, Part 34, Subpart C - Appraisals, 34.42(h)).

### Marketability Analysis

The study of how a specific property is expected to perform in a specific market. A marketability analysis expands on a market analysis by addressing a specific property. *(Dictionary)*

### Neighborhood Analysis

The objective analysis of observable or quantifiable data indicating discernible patterns of urban growth, structure, and change that may detract from or enhance property values; focuses on four sets of considerations that influence value: social, economic, governmental, and environmental factors. *(Dictionary)*

### Net Net Net Lease

An alternative term for a type of net lease. In some markets, a net net net lease is defined as a lease in which the tenant assumes all expenses (fixed and variable) of operating a property except that the landlord is responsible for structural maintenance, building reserves, and management. Also called *NNN lease, triple net lease, or fully net lease*. *(Dictionary)*

### Net Operating Income (NOI)

The actual or anticipated net income that remains after all operating expenses are deducted from effective gross income but before mortgage debt service and book depreciation are deducted. Note: This definition mirrors the convention used in corporate finance and business valuation for EBITDA (earnings before interest, taxes, depreciation, and amortization). *(15th Edition)*

### Obsolescence

One cause of depreciation; an impairment of desirability and usefulness caused by new inventions, changes in design, improved processes for production, or external factors that make a property less desirable and valuable for a continued use; may be either functional or external. *(Dictionary)*

### Off-site Costs

Costs incurred in the development of a project excluding on-site costs such as grading and construction of the building and other improvements; also called *common costs* or *off-site improvement costs*. *(Dictionary)*

### On-site Costs

Costs incurred for the actual construction of buildings and improvements on a particular site. *(Dictionary)*

### Overage Rent

The percentage rent paid over and above the guaranteed minimum rent or base rent; calculated as a percentage of sales in excess of a specified breakeven sales volume. *(15th Edition)*

### Overall Capitalization Rate (OAR)

The relationship between a single year's net operating income expectancy and the total property price or value. *(Dictionary)*

### Parking Ratio

The ratio of parking area or parking spaces to an economic or physical unit of comparison. Minimum required parking ratios for various land uses are often stated in zoning ordinances. *(Dictionary)*

### Potential Gross Income (PGI)

The total income attributable to property at full occupancy before vacancy and operating expenses are deducted. *(Dictionary)*

### Potential Gross Income Multiplier (PGIM)

The ratio between the sale price (or value) of a property and its annual potential gross income. *(Dictionary)*

### Present Value (PV)

The value of a future payment or series of future payments discounted to the current date or to time period zero. *(Dictionary)*

### Prospective Opinion of Value

A value opinion effective as of a specified future date. The term does not define a type of value. Instead, it identifies a value opinion as effective at some specific future date. An opinion of value as of a prospective date is frequently sought in connection with projects that are proposed, under construction, or under conversion to a new use, or those that have not achieved sellout or a stabilized level of long-term occupancy. *(Dictionary)*

### Qualitative Adjustment

An indication that one property is superior, inferior, or similar to another property. Note that the common usage of the term is a misnomer in that an adjustment to the sale price of a comparable property is not made. Rather, the indication of a property's superiority or inferiority to another is used in relative comparison analysis, bracketing, and other forms of qualitative analysis. *(Dictionary)*

### Quantitative Adjustment

In the application of the sales comparison and income capitalization approaches, a numerical (dollar or percentage) adjustment to the sale price, rent, or expense amount of a comparable property to account for the effect on value of a difference between each comparable property and the subject property. (*Dictionary*)

### Rentable Area

The amount of space on which the rent is based; calculated according to local practice. (*Dictionary*)

### Replacement Cost

The estimated cost to construct, at current prices as of a specific date, a substitute for a building or other improvements, using modern materials and current standards, design, and layout. (*Dictionary*)

### Replacement Cost for Insurance Purposes

The estimated cost, at current prices as of the effective date of valuation, of a substitute for the building being valued, using modern materials and current standards, design and layout for insurance coverage purposes guaranteeing that damaged property is replaced with a new property (i.e., depreciation is not deducted). (*Dictionary*)

### Reproduction Cost

The estimated cost to construct, at current prices as of the effective date of the appraisal, an exact duplicate or replica of the building being appraised, using the same or similar materials, construction standards, design, layout, and quality of workmanship and embodying all the deficiencies, superadequacies, and obsolescence of the subject building. (*Dictionary*)

### Retrospective Value Opinion

A value opinion effective as of a specified historical date. The term *retrospective* does not define a type of value. Instead, it identifies a value opinion as being effective at some specific prior date. Value as of a historical date is frequently sought in connection with property tax appeals, damage models, lease renegotiation, deficiency judgments, estate tax, and condemnation. Inclusion of the type of value with this term is appropriate, e.g., "retrospective market value opinion." (*Dictionary*)

### Sales Comparison Approach

The process of deriving a value indication for the subject property by comparing sales of similar properties to the property being appraised, identifying appropriate units of comparison, and making adjustments to the sale prices (or unit prices, as appropriate) of the comparable properties based on relevant, market-derived elements of comparison. The sales comparison approach may be used to value improved properties, vacant land, or land being considered vacant when an adequate supply of comparable sales is available. (*Dictionary*)

### Scope of Work

The type and extent of research and analysis in an appraisal or appraisal review assignment. Scope of work includes, but is not limited to:

- The extent to which the property is identified;
- The extent to which tangible property is inspected;
- The type and extent of data researched; and
- The type and extent of analysis applied to arrive at opinions or conclusions. (*USPAP*)

### Shopping Center Types

**Neighborhood Shopping Center:** The smallest type of shopping center, generally with a gross leasable area of between 30,000 and 100,000 square feet. Typical anchors include supermarkets. Neighborhood shopping centers offer convenience goods and personal services and usually depend on a market population support of 3,000 to 40,000 people.

**Community Shopping Center:** A shopping center of 100,000 to 400,000 square feet that usually contains one junior department store, a variety store, discount or department store. A community shopping center generally has between 20 and 70 retail tenants and a market population support of 40,000 to 150,000 people.

**Regional Shopping Center:** A shopping center of 300,000 to 900,000 square feet that is built around one or two full-line department stores of approximately 200,000 square feet each plus small tenant spaces. This type of center is typically supported by a minimum population of 150,000 people.

**Super-Regional Center:** A large center of 600,000 to 2.0 million square feet anchored by three or more full-line department stores. This type of center is typically supported by a population area of 300,000 people. (*15th Edition*)

### Sum of the Retail Values

The sum of the separate and distinct market value opinions for each of the units in a condominium; subdivision development, or portfolio of properties, as of the date of valuation. The aggregate of retail values does not represent the value of all the units as sold together in a single transaction; it is simply the total of the individual market value conclusions. An appraisal has an effective date, but summing the sales prices of multiple units over an extended period of time will not be the value on that one day unless the prices are discounted to make the value equivalent to what another developer or investor would pay for the bulk purchase of the units. Also called the *aggregate of the retail values* or *aggregate retail selling price*. (*Dictionary*)

### Superadequacy

An excess in the capacity or quality of a structure or structural component; determined by market standards. (*Dictionary*)

**Surplus Land**

Land that is not currently needed to support the existing use but cannot be separated from the property and sold off for another use. Surplus land does not have an independent highest and best use and may or may not contribute value to the improved parcel. *(Dictionary)*

**Tenant Improvements (TIs)**

1. Fixed improvements to the land or structures installed for use by a lessee.
2. The original installation of finished tenant space in a construction project; subject to periodic change for succeeding tenants. *(Dictionary)*

**Usable Area**

The area that is actually used by the tenants measured from the inside of the exterior walls to the inside of walls separating the space from hallways and common areas. *(Dictionary)*

**Useful Life**

The period of time over which a structure or a component of a property may reasonably be expected to perform the function for which it was designed. *(Dictionary)*

**Vacancy and Collection Loss**

A deduction from potential gross income (PGI) made to reflect income deductions due to vacancies, tenant turnover, and nonpayment of rent; also called *vacancy and credit loss* or *vacancy and contingency loss*. *(Dictionary)*

**Yield Capitalization**

A method used to convert future benefits into present value by (1) discounting each future benefit at an appropriate yield rate, or (2) developing an overall rate that explicitly reflects the investment's income pattern, holding period, value change, and yield rate. *(Dictionary)*



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Methodist University, Bachelor  
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#### State Certifications

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Georgia  
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South Carolina

## Nancy A. Caniff

#### Area of Expertise

Nancy Caniff joined Colliers International Valuation & Advisory Services in 2012 and has over 20 years of appraisal experience. She currently provides valuation and advisory services throughout the Southeastern United States.

Since the beginning of her career, she has focused on various housing developments including specialty properties such as beachfront condominiums as well as subdivisions. Later in her career, special focus was given to Manufactured Housing Community (MHC) assets and she is currently a member of the company's National Practice Group for MHC/RV. Experience in this asset type includes the valuation of MHCs, Resident Owned Communities, RV Parks, and Park Owned Homes.

She also has experience with student housing, LIHTC, Section 8, and HUD properties. Other property types appraised include mixed use centers, worship centers, branch banks, office, industrial, single tenant net leased retail, restaurants and vacant land. She has ongoing appraisal experience with a current license in Florida, Georgia, South and North Carolina.

Mrs. Caniff is a General Candidate for Designation pursuing MAI designated membership in the Appraisal Institute.

#### Affiliations or Memberships

Appraisal Institute, Candidate for Designation

#### Appraisal Institute Courses

- Advanced Income Capitalization
- Advanced Sales Comparison & Cost Approach
- Highest & Best Use and Market Analysis
- Business Practices and Ethics
- Florida Law Update
- 15-Hour and 7-Hour National USPAP
- Report Writing & Valuation Analysis
- Analyzing Operating Expenses
- Advanced Concepts & Case Studies
- Quantitative Analysis

#### Other Related Courses

- Declining Markets and Sales Concessions
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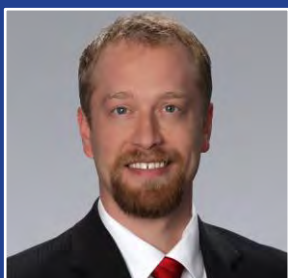
Appraiser's Signature

*[Signature]*

Executive Director

**EXPIRES JUNE 30, 2026**





Executive Managing Director  
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## Bruce Nell, MAI, AI-GRS, MRICS

### Area of Expertise

Bruce Nell, MAI, AI-GRS, MRICS, serves as Executive Managing Director | National Practices for Colliers Valuation & Advisory Services (CIVAS) as well as manages the Ohio | Tennessee Valley and MidAtlantic regions. As EMD of Practice Groups, Bruce oversees the development and operations of all valuation and advisory services practice groups at CVAS.

As EMD of the Ohio | Tennessee Valley and Mid-Atlantic regions, he leads a dynamic team focused on the valuation and advisory services of all commercial real estate. The regional team includes 50+ staff members located across offices in Michigan, Pennsylvania, Ohio, Kentucky, West Virginia, Tennessee, Maryland, Virginia & DC.

Bruce has extensive personal experience in commercial real estate valuation, having completed assignments in all 50 states, Washington D.C, Puerto Rico, Mexico & Canada. Projects range from CBD high-rise buildings, regional shopping malls, large industrial parks, and multifamily residential developments. Over his career, he's been involved in well over \$500 billion in real estate valuation and advisory. He has also facilitated client needs in Central & South America, Europe, Oceania, and Asia.

### Affiliations or Memberships

MRICS Member, Royal Institution of Chartered Surveyors

Masters in Commercial Property - MICP

Member of the Appraisal Institute

AI-GRS Member Designation - General Review Specialist

Member: Mortgage Bankers Association

Member: Manufactured Housing Institute

Member: National Communities Council

Member: Urban Land Institute (ULI)

Member: Western Manufactured Housing Communities Association (WMA)

### Education or Qualifications

The Ohio State University,  
Columbus, Ohio

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University, Columbus, Ohio

### State Certifications

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Arizona	New York
California	North Carolina
Colorado	North Dakota
Delaware	Ohio
Florida	Oklahoma
Georgia	Oregon
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Indiana	South Carolina
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Appraiser's Signature

*[Signature]*  
Executive Director

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The Colliers logo is located in the top right corner. It consists of the word "Colliers" in a white serif font, set against a dark blue rectangular background. Below the text are three horizontal stripes in yellow, red, and blue.

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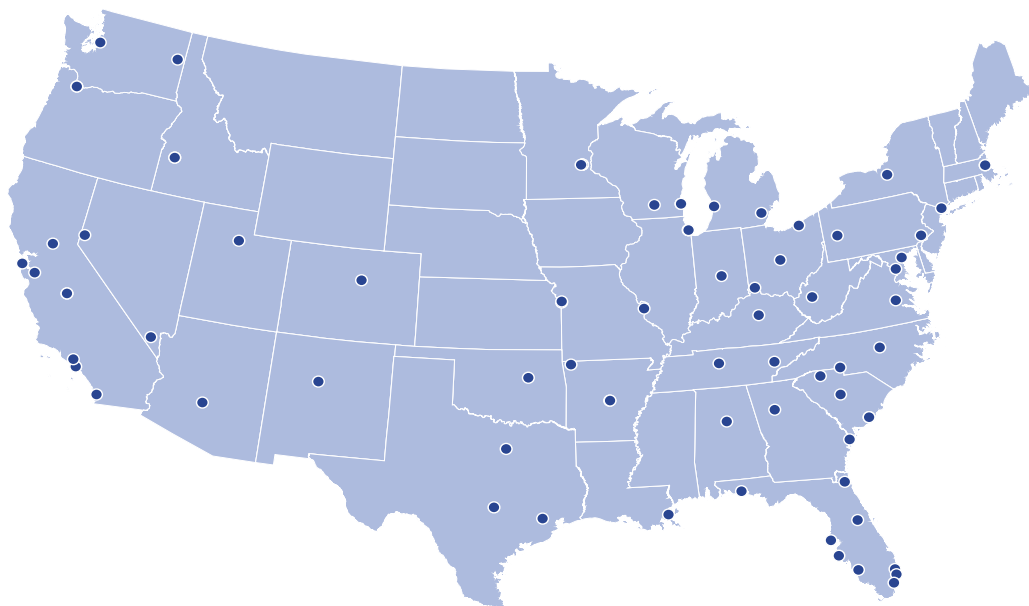
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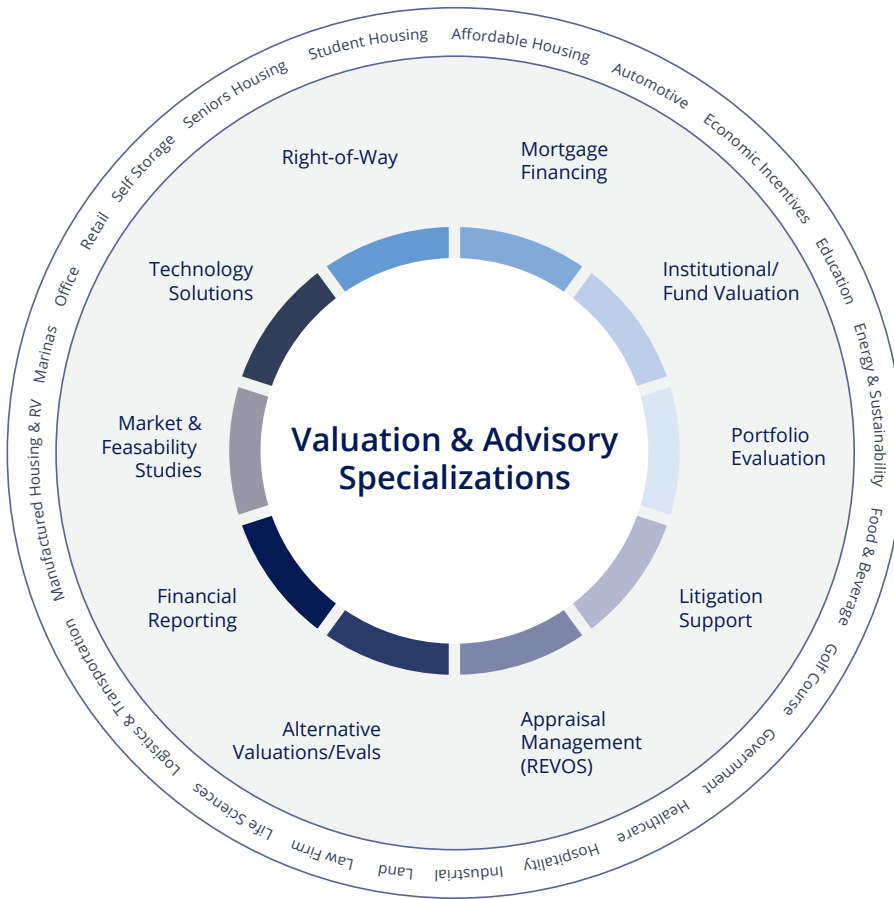
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Today's business climate places valuation in a more pivotal position than ever before. All our appraisals are evaluated and approved by an experienced review team to ensure our clients receive concise and timely appraisals. With clear, prompt reporting and a comprehensive, big picture approach, Colliers' valuation and advisory reports give our clients the information they need to make better business decisions.



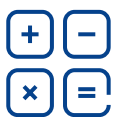


# What We Do



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assignments completed annually



60+

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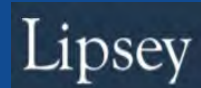
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## Our Experts

To learn more about our Regional and Market Valuation Experts, please click on or scan the QR code.



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