



NOT MAIN STREET, NOT WALL STREET,
WE'RE OTHERSTREET

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MEET OTHERSTREET'S MANAGING DIRECTORS



MARKET EXPERTS



RELATIONSHIP DRIVEN



INNOVATION



DEAL FLOW



ENON WINKLER

OTHERSTREET COMPANIES
MANAGING PARTNER

As a founding partner, Enon focuses on developing deal flow, raising equity, investment analysis, and disposition strategies. A veteran of the multi-family and manufactured housing industry, Enon has transacted in excess of \$2.5 billion in investment property sales. As a principal, Enon has been a partner in apartment and manufactured housing communities. As a nationally recognized member within the commercial real estate industry, Enon has developed long standing business relationships with lenders, brokers, and institutions which often allows early access to investment opportunities. Enon currently owns 5 manufactured housing communities and manages a total of 7, with 559 lots.



CASEY SHIPMAN

OTHERSTREET MANAGEMENT
MANAGING PARTNER

Casey studied at Cazenovia College and has been working in the industry since 2001. Her passion began in the campground and RV park industry where she spent 11 years creating memorable experiences for guests. Prior to joining OtherStreet, she worked for one of the largest mobile home and RV park owners in the U.S. Now, as a Managing Partner and Chief of Operations, she oversees operations for all of our communities. Her role involves a mixture of responsibilities including human resources, accounting, asset protection, and property management. She is also a licensed real estate agent and specializes in sales and acquisitions.



JIM FLETCHER

OTHERSTREET COMPANIES
SVP UNDERWRITING

Jim brings over 20 years of commercial real estate experience to his role as SVP of Underwriting. Jim has a long track record of successfully directing clients through real estate transactions, optimizing property management plans, and developing business growth strategies. With a keen focus on manufactured housing, RV, and multi-family, Jim specializes in applying his hands-on-experience, along with market knowledge to maximize profitability of operations and asset value for his clients.

WHY IS THIS IMPORTANT?

Our team's unique combination of sales, underwriting, and management experience will help you obtain the highest value for your community with as little stress on you as possible. Our goal is to help you sell your community for the best price with as little work for you as possible. Our clients can expect a smooth transaction with a strong support system every step of the way. Our personal experience in the mobile home community space allows us to bring greater value to you through our first-hand knowledge of the ins and outs of daily community operations, financial management, and behind the scenes of what it takes to run a community.

MEET OTHERSTREET

By being honest, diligent, and unconventional, we earn more trust and deliver far greater value to our clients, investors, and communities.

BROKERAGE DIRECTORS



ARMAND VIOLI
OTHERSTREET ADVISORS
VICE PRESIDENT



BRETT GARNER
OTHERSTREET ADVISORS
VICE PRESIDENT

BROKERAGE TEAM



CHRIS HARRIE
OTHERSTREET ADVISORS
ADVISOR



KEITH SCHIFF
OTHERSTREET ADVISORS
ADVISOR



ROBERT WHITTAKER
OTHERSTREET ADVISORS
ADVISOR



CESAR OVANDO
OTHERSTREET ADVISORS
ADVISOR

SUPPORT TEAM



CHEYENNE HARRIS
OTHERSTREET ADVISORS
TRANSACTION COORDINATOR



CHRISTIAN AZNAR
OTHERSTREET ADVISORS
ANALYST

MARKET EXPERTS



RELATIONSHIP DRIVEN



INNOVATION



DEAL FLOW

THE OTHERSTREET ADVANTAGE



WE ARE TRUSTED ADVISORS, NOT TRANSACTION BROKERS

- A true advisor is honest, giving expert guidance even when it's not what a client wants to hear
- As owners and operators, our team has expert knowledge in maximizing park operations and value
- You get expert guidance plus strategic introductions for insurance, capital, legal, and more



BEST IN CLASS TOOLS

- Investing in a tool-set that delivers high-value is the difference between listing your deal and selling it
- We're proud of our relationship database and invest heavily into property-focused technologies
- Your advantage is a team well-equipped with market intelligence including maps, properties, and contacts, including 1031 exchange buyers



CONSTANT COMMUNICATION

- Proactive communication is key to a successful sales and marketing strategy
- Our process is well-defined, measured, and 100% transparent with clients
- You can expect recurring strategy and update calls to discuss market traction and prospect feedback



ACTIVE ROLE FROM LISTING THROUGH CLOSING

- The keys to a successful deal are preparation, execution, and follow-through
- Our valuation process starts with pre-marketing discovery to target ideal buyers then executing due diligence to closing
- Your goal is to divest and/or acquire, your gain is that we get you to the finish line



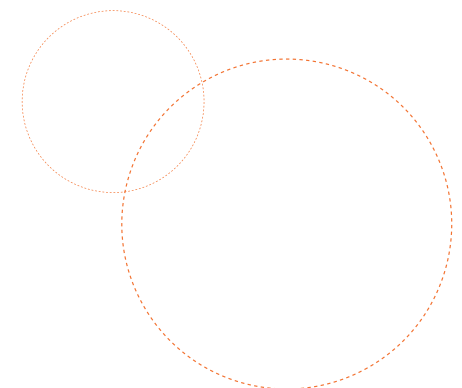
FOCUSED APPROACH

- 90% of buyers come from our own proprietary database containing >40,000 Mobile Home and RV Parks
- Our prospect lists are data driven allowing us to quickly match other community owners looking to invest
- Your dedicated team is mutually incentivized to ensure maximum value and market exposure for your property



CELEBRATION

- Closing day is the hallmark of success!
- Together, we'll celebrate your success and help you identify your next big win



VALUE PROPOSITION

Our goal is to provide value to our clients while also making the process of selling a community as stress-free as possible. We understand that each community is deserving of specialized attention and marketing and we take that responsibility seriously. That's why we offer a one-stop shop of solutions to accelerate your property and portfolio's performance.

PERSONAL ATTENTION

- Smaller firm that translates into personal attention to you and your community
- Not just a number
- We will travel to meet you and view your community in-person
- Confidentiality and discretion when reviewing your financials and discussing your park



STRONG SUPPORT SYSTEM

- Complete specialized team that will assist you with every part of the process
- Dedicated underwriters to help you find the most accurate value for your community
- In-house transaction management to assist you through the entire sale process
- Support for first-time sellers with clear plans and communication

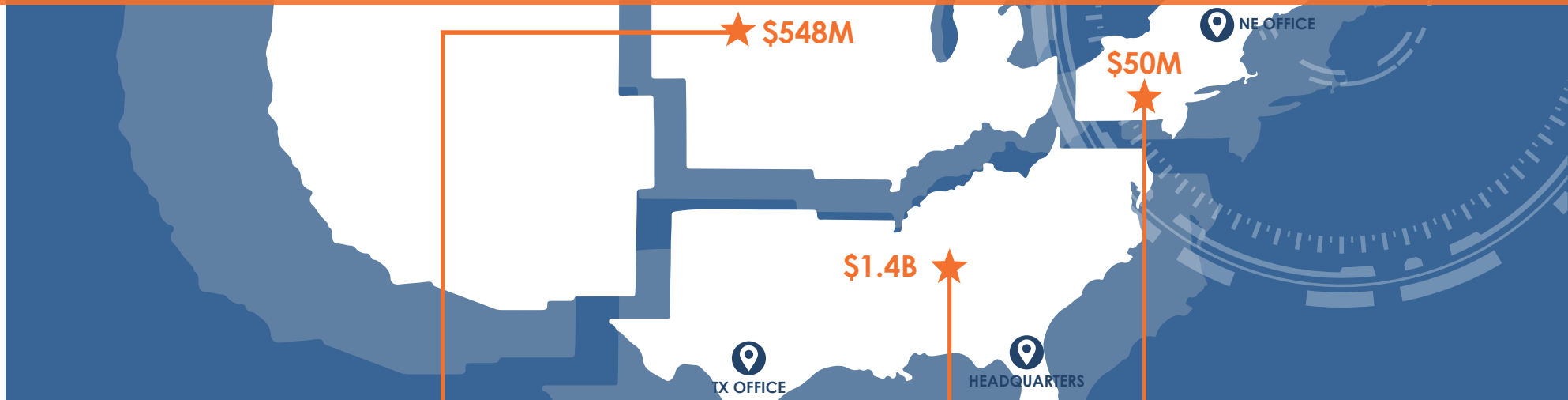


MAXIMIZE YOUR VALUE

- We provide a detailed evaluation of your community to see where it stands and how it compares to the competition
- No stone unturned, we will contact all nearby owners big or small
- We save you time by filtering out Buyers who aren't credible
- We market to our database of 20,000+ mobile home investors and owners



ACCELERATE YOUR SUCCESS



TRANSACTIONS

\$548M
VOLUME

57
PROPERTIES

14,000+
UNITS / LOTS

MIDWEST

TRANSACTIONS

\$1.4B
VOLUME

189
PROPERTIES

28,000+
UNITS / LOTS

SOUTHEAST

TRANSACTIONS

\$50M
VOLUME

28
PROPERTIES

2,000
UNITS / LOTS

NORTHEAST

270+
TRANSACTIONS

\$2B+
SALES

\$7.2B+
EVALUATIONS

\$1.5B
CAPITAL

PARTIAL CLIENT LIST:

Equity Lifestyle Communities

Carlyle Group

Zeman Communities

Affordable Communities Group

Summit Communities

Lakeshore Communities

Meritus Communities

Park Stone Capital

Lawson Communities

Moore Communities

Blackstone

Roots Management



I have closed multiple transactions with Enon. His team's processes and his ability to navigate challenges are superior to most. We recommend Enon regularly and will continue to do so.

MIKE CONLON | Owner of Affordable Communities Group

Enon completed a very complicated transaction on our behalf. Along the way he kept me calm and negotiated hard on my behalf which in the end netted us a much higher number than we would have achieved without him. He is an excellent Broker.



WALTER LAWSON | Owner of Lawson Communities



I almost took an offer that was unsolicited. After speaking with Enon, he advised me we could get up to \$1M more and he delivered. We are glad we did not leave that much money on the table.

STEVE MOORE | Owner of Moore Communities

I have had the pleasure of knowing Enon for only 12 short months. We closed one deal with him but hope to close many many more in the near future. The one deal he procured for us was "off market". Enon did a great job convincing the seller that we were the right buyers among a strong field of competitors. He was right there with us all the way to the closing table and has been a valuable resource since then.



JEFF COOK | Owner of Cook Properties NY

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