



Supplemental Operating & Financial Data

SECOND QUARTER 2014

Portfolio Overview

(as of June 30, 2014)

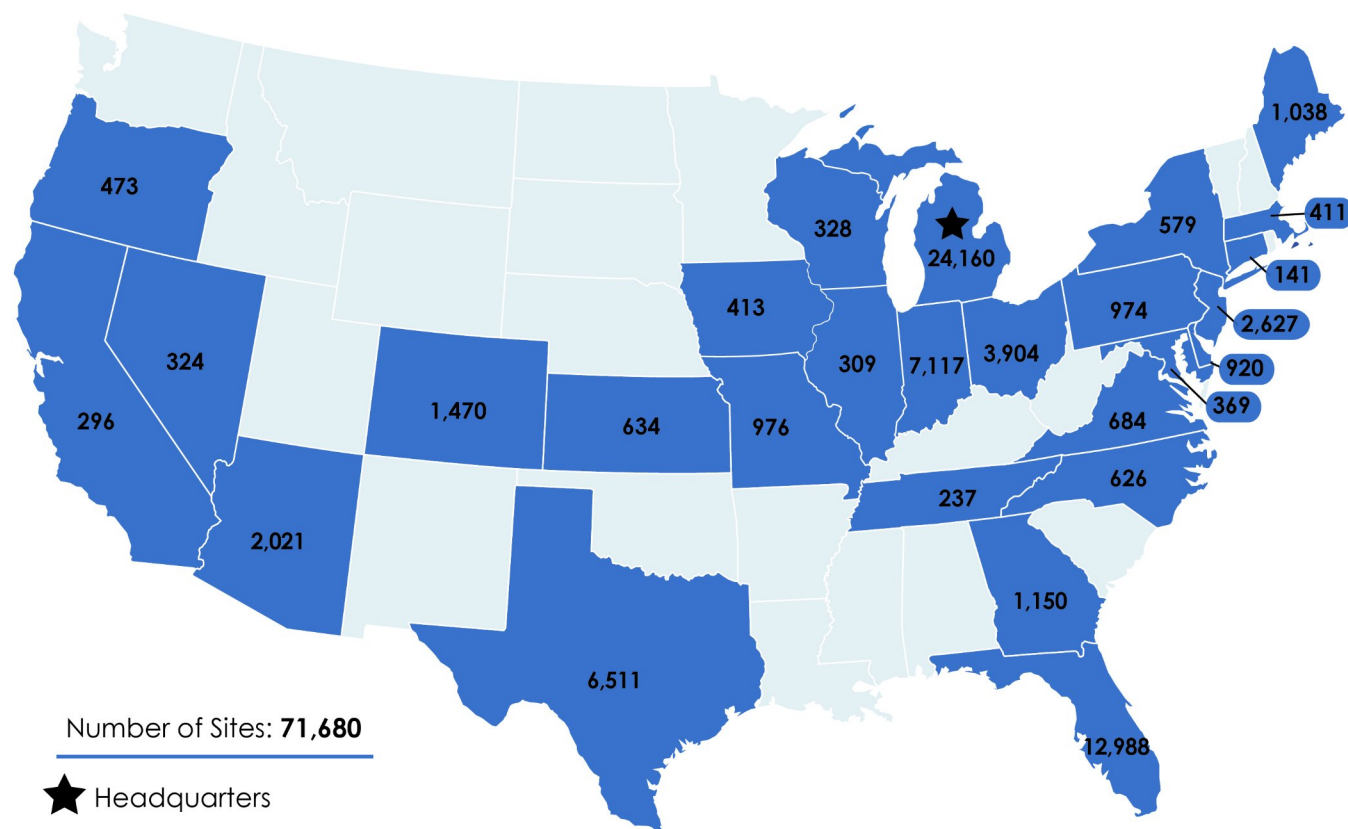


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Balance Sheets
(amounts in thousands)

	Quarter Ended				
	6/30/2014	3/31/2014	12/31/2013	9/30/2013	6/30/2013
ASSETS:					
<i>Real Estate</i>					
Land	\$ 220,019	\$ 212,901	\$ 194,404	\$ 191,589	\$ 191,603
Land improvements and buildings	1,915,042	1,897,386	1,806,546	1,752,996	1,738,992
Rental homes and improvements	439,079	414,782	393,562	375,296	353,801
Furniture, fixtures and equipment	67,979	67,432	65,086	60,139	58,397
Land held for future development	23,221	29,521	29,521	29,521	29,295
Investment property	2,665,340	2,622,022	2,489,119	2,409,541	2,372,088
Accumulated depreciation	(765,557)	(757,948)	(734,067)	(714,224)	(695,275)
Investment property, net	1,899,783	1,864,074	1,755,052	1,695,317	1,676,813
Cash and cash equivalents	7,620	9,305	4,753	4,955	6,488
Notes and other receivables	49,559	50,864	54,864	64,018	58,767
Collateralized receivables, net ⁽¹⁾	114,871	111,442	109,821	106,566	101,988
Inventory of manufactured homes	6,226	6,541	5,810	4,005	9,091
Other assets	65,921	66,006	68,936	61,830	63,621
Total assets	<u>\$2,143,980</u>	<u>\$2,108,232</u>	<u>\$1,999,236</u>	<u>\$1,936,691</u>	<u>\$1,916,768</u>
LIABILITIES AND STOCKHOLDERS' EQUITY:					
<i>Liabilities</i>					
Lines of credit	\$ 38,461	\$ 16,441	\$ 181,383	\$ 54,765	\$ 18,286
Secured borrowing ⁽¹⁾	115,660	112,208	110,510	107,243	102,633
Mortgage loans payable	1,244,635	1,249,163	1,153,905	1,199,183	1,203,534
Preferred operating units	47,022	47,022	47,022	47,022	47,322
Other liabilities	126,598	117,618	109,342	108,782	105,873
Total liabilities	<u>1,572,376</u>	<u>1,542,452</u>	<u>1,602,162</u>	<u>1,516,995</u>	<u>1,477,648</u>
<i>Stockholders' Equity</i>					
Preferred stock	34	34	34	34	34
Common stock	411	404	361	361	361
Additional paid-in capital	1,359,315	1,329,678	1,141,590	1,140,625	1,139,791
Accumulated other comprehensive loss	(277)	(277)	(366)	(454)	(535)
Distributions in excess of accumulated earnings	(799,805)	(778,766)	(761,112)	(739,197)	(720,950)
Total SUI stockholders' equity	559,678	551,073	380,507	401,369	418,701
Noncontrolling interests:					
Series A-1 preferred OP units	43,840	44,991	45,548	45,548	45,548
Series A-3 preferred OP units	3,463	3,463	3,463	3,463	3,463
Common OP units	(35,109)	(33,358)	(31,907)	(29,764)	(27,965)
Consolidated variable interest entities	(268)	(389)	(537)	(920)	(627)
Total noncontrolling interest	11,926	14,707	16,567	18,327	20,419
Total stockholders' equity	<u>571,604</u>	<u>565,780</u>	<u>397,074</u>	<u>419,696</u>	<u>439,120</u>
Total liabilities & stockholders' equity	<u>\$2,143,980</u>	<u>\$2,108,232</u>	<u>\$1,999,236</u>	<u>\$1,936,691</u>	<u>\$1,916,768</u>
Series A-1 preferred OP Units outstanding, if converted	1,069	1,087	1,111	1,111	1,111
Series A-3 preferred OP Units outstanding, if converted	75	75	75	75	75
Common OP Units outstanding, if converted	2,069	2,069	2,069	2,069	2,069
Number of common shares outstanding	41,108	40,394	36,140	36,140	36,108

Debt Analysis
(amounts in thousands)

	Quarter Ended				
	6/30/2014	3/31/2014	12/31/2013	9/30/2013	6/30/2013
DEBT OUTSTANDING					
Lines of credit	\$ 38,461	\$ 16,441	\$ 181,383	\$ 54,765	\$ 18,286
Mortgage loans payable	1,244,635	1,249,163	1,153,905	1,199,183	1,203,534
Aspen & Series B-3 preferred operating units	47,022	47,022	47,022	47,022	47,322
Secured borrowing ⁽¹⁾	115,660	112,208	110,510	107,243	102,633
Total debt	<u>1,445,778</u>	<u>1,424,834</u>	<u>1,492,820</u>	<u>1,408,213</u>	<u>1,371,775</u>
% FIXED/FLOATING					
Fixed	81.1%	82.3%	76.9%	84.5%	86.8%
Floating	18.9%	17.7%	23.1%	15.5%	13.2%
Total	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>	<u>100.00%</u>
WEIGHTED AVERAGE INTEREST RATES					
Lines of credit	3.05%	2.31%	2.44%	2.36%	4.59%
Mortgage loans payable	4.53%	4.54%	4.73%	4.77%	4.77%
Aspen & Series B-3 preferred operating units	6.86%	6.86%	6.86%	6.86%	6.87%
Average before Secured borrowing	4.57%	4.59%	4.81%	4.74%	4.84%
Secured borrowing ⁽¹⁾	10.53%	10.60%	10.65%	10.73%	10.81%
Total average	<u>5.05%</u>	<u>5.06%</u>	<u>4.96%</u>	<u>5.20%</u>	<u>5.29%</u>
DEBT RATIOS					
Net Debt/Enterprise Value	38.5%	40.8%	45.8%	44.3%	40.0%
Net Debt + Pref. Stock/Enterprise Value	40.8%	43.3%	48.3%	47.0%	42.5%
Net Debt/Gross Assets	49.4%	49.4%	54.4%	52.9%	52.3%
COVERAGE RATIOS					
EBITDA/ Interest ⁽²⁾	3.2	3.4	2.9	3.1	2.8
EBITDA/ Interest + Pref. Distributions + Pref. Stock Distribution ⁽²⁾	2.8	3.0	2.6	2.7	2.5
MATURITIES/PRINCIPAL AMORTIZATION NEXT FIVE YEARS					
	2014	2015	2016	2017	2018
Lines of credit	\$ —	\$ 6,561	\$ —	\$ —	\$ 31,900
Mortgage loans payable:					
Maturities	11,457	55,649	280,740	54,801	—
Principal amortization	9,476	17,575	16,075	15,178	15,235
Series B-3 preferred operating units	3,670	7,570	—	—	—
Secured borrowing ⁽¹⁾	2,439	5,270	5,827	6,371	6,916
Total	<u>\$ 27,042</u>	<u>\$ 92,625</u>	<u>\$ 302,642</u>	<u>\$ 76,350</u>	<u>\$ 54,051</u>

Statements of Operations

(amounts in thousands except for per share data)

	Quarter Ended				
	6/30/2014	3/31/2014	12/31/2013	9/30/2013	6/30/2013
REVENUES:					
Income from real property <i>(excluding transient revenue)</i>	\$ 80,327	\$ 79,505	\$ 75,548	\$ 74,884	\$ 73,184
Transient revenue	5,778	7,992	2,580	5,274	2,562
Revenue from home sales	14,813	10,123	14,652	14,145	13,199
Rental home revenue	9,733	9,402	8,717	8,445	7,977
Other income	5,136	4,559	4,160	5,153	3,679
Total revenues	<u>115,787</u>	<u>111,581</u>	<u>105,657</u>	<u>107,901</u>	<u>100,601</u>
EXPENSES:					
Property operating and maintenance	25,193	23,189	21,044	24,379	22,268
Real estate taxes	6,079	6,009	5,138	5,602	5,788
Cost of home sales	11,100	7,848	10,937	10,161	9,383
Rental home operating and maintenance	5,213	5,251	6,183	5,504	4,485
General and administrative	11,513	10,312	9,294	8,154	9,181
Transaction costs	1,104	760	1,159	619	1,108
Total expenses	<u>60,202</u>	<u>53,369</u>	<u>53,755</u>	<u>54,419</u>	<u>52,213</u>
EBITDA ⁽³⁾	<u>55,585</u>	<u>58,212</u>	<u>51,902</u>	<u>53,482</u>	<u>48,388</u>
Interest	17,940	17,590	18,451	17,823	18,201
Interest on mandatorily redeemable debt	806	803	808	809	812
Depreciation and amortization	30,045	28,889	29,962	28,790	26,064
Gain on disposition of properties, net	885	—	—	—	—
Provision for state income tax	(69)	(69)	(48)	(90)	(37)
NET INCOME	<u>7,610</u>	<u>10,861</u>	<u>2,633</u>	<u>5,970</u>	<u>3,274</u>
Preferred return to Series A-1 preferred OP units	(664)	(672)	(689)	(690)	(646)
Preferred return to Series A-3 preferred OP units	(46)	(45)	(45)	(45)	(46)
Amounts attributable to noncontrolling interests	(458)	(784)	(303)	28	(33)
Series A Preferred stock distribution	(1,514)	(1,514)	(1,514)	(1,514)	(1,514)
NET INCOME ATTRIBUTABLE TO SUI	<u>4,928</u>	<u>7,846</u>	<u>82</u>	<u>3,749</u>	<u>1,035</u>
Transaction costs	1,104	760	1,159	619	1,108
Depreciation and amortization	30,374	29,168	30,157	29,242	26,242
Gain on disposition of properties, net	(885)	—	—	—	—
Gain on disposition of assets, net	(2,014)	(1,014)	(1,787)	(2,190)	(2,102)
Preferred return to Series A-1 preferred OP units	664	672	689	690	646
Preferred return to Series A-3 preferred OP units	46	45	45	45	46
Amounts attributable to noncontrolling interests	458	784	303	(28)	33
FUNDS FROM OPERATIONS ("FFO") ⁽³⁾, EXCLUDING CERTAIN ITEMS	<u>34,675</u>	<u>38,261</u>	<u>30,648</u>	<u>32,127</u>	<u>27,008</u>
Transaction costs	(1,104)	(760)	(1,159)	(619)	(1,108)
FUNDS FROM OPERATIONS ("FFO") ⁽³⁾	<u>33,571</u>	<u>37,501</u>	<u>29,489</u>	<u>31,508</u>	<u>25,900</u>
Recurring capital expenditures	(2,420)	(1,586)	(4,153)	(5,777)	(2,452)
FUNDS AVAILABLE FOR DISTRIBUTION ("FAD") ⁽³⁾	<u>\$ 31,151</u>	<u>\$ 35,915</u>	<u>\$ 25,336</u>	<u>\$ 25,731</u>	<u>\$ 23,448</u>
FFO PER SHARE/UNIT EXCLUDING CERTAIN ITEMS - DILUTED ⁽³⁾	\$ 0.78	\$ 0.95	\$ 0.78	\$ 0.82	\$ 0.69
FFO PER SHARE/UNIT - DILUTED ⁽³⁾	\$ 0.76	\$ 0.93	\$ 0.75	\$ 0.80	\$ 0.66
PAYOUT RATIO	92.3%	73.1%	98.0%	96.5%	105.2%
WEIGHTED AVG. SHARES/UNITS - BASIC	40,331	36,495	35,508	35,499	35,479
Common OP units	2,069	2,069	2,069	2,069	2,069
Restricted stock	648	645	632	629	408
Common stock issuable upon conversion of Series A-1 preferred OP units	1,082	1,107	1,111	1,111	1,111
Common stock issuable upon conversion of Series A-3 preferred OP units	75	75	75	75	75
Common stock issuable upon conversion of stock options	14	14	12	15	20
WEIGHTED AVG. SHARES/UNITS - DILUTED	44,219	40,405	39,407	39,398	39,162

Statement of Operations – Same Site
(amounts in thousands except for other information)

	Three Months Ended June 30,				Six Months Ended June 30,			
	2014	2013	Change	% Change	2014	2013	Change	% Change
REVENUES:								
Income from real property	\$ 72,141	\$ 67,903	\$ 4,238	6.2 %	\$ 149,865	\$ 140,622	\$ 9,243	6.6 %
PROPERTY OPERATING EXPENSES:								
Payroll and benefits	5,782	6,042	(260)	(4.3)%	11,525	11,749	(224)	(1.9)%
Legal, taxes, & insurance	1,058	898	160	17.8 %	2,302	2,057	245	11.9 %
Utilities	4,358	4,053	305	7.5 %	9,341	8,423	918	10.9 %
Supplies and repair	3,179	3,252	(73)	(2.2)%	5,365	4,914	451	9.2 %
Other	2,021	1,809	212	11.7 %	4,112	3,675	437	11.9 %
Real estate taxes	5,573	5,593	(20)	(0.4)%	11,142	11,175	(33)	(0.3)%
Property operating expenses	21,971	21,647	324	1.5 %	43,787	41,993	1,794	4.3 %
NET OPERATING INCOME ("NOI")⁽³⁾	\$ 50,170	\$ 46,256	\$ 3,914	8.5 %	\$ 106,078	\$ 98,629	\$ 7,449	7.6 %

	As of June 30,		
	2014	2013	Change
OTHER INFORMATION			
Number of properties	169	169	—
Developed sites	63,602	62,842	760
Occupied sites ⁽⁴⁾	53,358	51,639	1,719
Occupancy % ^{(4) (5)}	91.3%	90.0%	1.3%
Weighted average monthly rent per site - MH	\$ 452	\$ 438	\$ 14
Weighted average monthly rent per site - RV ⁽⁶⁾	\$ 416	\$ 407	\$ 9
Weighted average monthly rent per site - MH/RV ⁽⁵⁾	\$ 448	\$ 435	\$ 13
Sites available for development	6,118	6,699	(581)

Rental Program Summary
(amounts in thousands except for *)

	Three Months Ended June 30,				Six Months Ended June 30,			
	2014	2013	Change	% Change	2014	2013	Change	% Change
REVENUES:								
Rental home revenue	\$ 9,733	\$ 7,977	\$ 1,756	22.0 %	\$ 19,135	\$ 15,338	\$ 3,797	24.8 %
Site rent included in Income from real property	13,514	11,466	2,048	17.9 %	26,616	22,231	4,385	19.7 %
Rental Program revenue	23,247	19,443	3,804	19.6 %	45,751	37,569	8,182	21.8 %
EXPENSES:								
Commissions	621	615	6	1.0 %	1,222	1,254	(32)	(2.6)%
Repairs and refurbishment	2,405	1,915	490	25.6 %	4,810	3,677	1,133	30.8 %
Taxes and insurance	1,254	1,014	240	23.7 %	2,622	2,100	522	24.9 %
Marketing and other	933	941	(8)	(0.9)%	1,810	1,717	93	5.4 %
Rental Program operating and maintenance	5,213	4,485	728	16.2 %	10,464	8,748	1,716	19.6 %
NET OPERATING INCOME ("NOI")⁽³⁾	<u>\$ 18,034</u>	<u>\$ 14,958</u>	<u>\$ 3,076</u>	20.6 %	<u>\$ 35,287</u>	<u>\$ 28,821</u>	<u>\$ 6,466</u>	22.4 %
Occupied rental home information as of June 30, 2014 and 2013:								
Number of occupied rentals, end of period*	10,226	8,978	1,248	13.9 %				
Investment in occupied rental homes	\$ 384,064	\$ 323,696	\$ 60,368	18.6 %				
Number of sold rental homes*	354	450	(96)	(21.3)%				
Weighted average monthly rental rate*	\$ 804	\$ 788	\$ 16	2.0 %				

Homes Sales Summary
(amounts in thousands except for *)

	Three Months Ended June 30,				Six Months Ended June 30,			
	2014	2013	Change	% Change	2014	2013	Change	% Change
New home sales	\$ 2,412	\$ 1,250	\$1,162	93.0 %	\$ 4,575	\$ 2,326	\$ 2,249	96.7 %
Pre-owned home sales	12,401	11,949	452	3.8 %	20,361	23,729	(3,368)	(14.2)%
Revenue from home sales	14,813	13,199	1,614	12.2 %	24,936	26,055	(1,119)	(4.3)%
New home cost of sales	2,041	1,106	935	84.5 %	3,875	2,021	1,854	91.7 %
Pre-owned home cost of sales	9,059	8,277	782	9.4 %	15,073	17,178	(2,105)	(12.3)%
Cost of home sales	11,100	9,383	1,717	18.3 %	18,948	19,199	(251)	(1.3)%
NOI / Gross Profit ⁽²⁾	\$ 3,713	\$ 3,816	\$ (103)	(2.7)%	\$ 5,988	\$ 6,856	\$ (868)	(12.7)%
Gross profit – new homes	\$ 371	\$ 144	\$ 227	>100%	\$ 700	\$ 305	\$ 395	>100%
Gross margin % – new homes	15.4%	11.5%	3.9 %		15.3%	13.1%	2.2 %	
Average selling price - new homes*	\$80,129	\$76,832	\$3,297	4.3 %	\$84,730	\$68,417	\$16,313	23.8 %
Gross profit – pre-owned homes	\$ 3,342	\$ 3,672	\$ (330)	(9.0)%	\$ 5,288	\$ 6,551	\$ (1,263)	(19.3)%
Gross margin % – pre-owned homes	26.9%	30.7%	(3.8)%		26.0%	27.6%	(1.6)%	
Average selling price - pre-owned homes*	\$25,107	\$25,975	\$ (868)	(3.3)%	\$24,354	\$26,018	\$ (1,664)	(6.4)%
Home sales volume:								
New home sales	27	20	7	35.0 %	54	34	20	58.8 %
Pre-owned home sales	494	460	34	7.4 %	836	912	(76)	(8.3)%
Total homes sold	521	480	41	8.5 %	890	946	(56)	(5.9)%

Acquisition Summary - Properties Acquired in 2013 and 2014
(amounts in thousands except for statistical data)

	Three Months Ended June 30, 2014	Six Months Ended June 30, 2014
REVENUES:		
Income from real property <i>(excluding transient revenue)</i>	\$ 4,767	\$ 8,243
Transient revenue	4,064	4,506
Revenue from home sales	147	244
Rental home revenue	126	256
Ancillary revenues, net	1,297	1,227
Total revenues	10,401	14,476
COSTS AND EXPENSES:		
Property operating and maintenance	3,940	5,431
Real estate taxes	447	801
Cost of home sales	101	177
Rental home operating and maintenance	60	103
Total expenses	4,548	6,512
NET OPERATING INCOME ("NOI") ⁽³⁾	\$ 5,853	\$ 7,964

	As of June 30, 2014
Other information:	
Number of properties	21
Developed sites	8,078
Occupied sites ⁽⁴⁾	3,741
Occupancy % ⁽⁴⁾	96.6%
Weighted average monthly rent per site - MH	\$ 399
Weighted average monthly rent per site - RV ⁽⁶⁾	\$ 357
Weighted average monthly rent per site - MH/RV ⁽⁵⁾	\$ 365

Home sales volume :	
Pre-owned homes	37

Occupied rental home information :	
Number of occupied rentals, end of period	101
Investment in occupied rental homes <i>(in thousands)</i>	\$ 2,147
Weighted average monthly rental rate	\$ 794

Property Summary

(includes MH and Annual/Seasonal RV's)

COMMUNITIES	6/30/2014	3/31/2014	12/31/2013	9/30/2013	6/30/2013
MICHIGAN ⁽⁴⁾					
Communities	71	74	74	73	73
Sites for development	2,168	2,168	2,168	2,166	2,166
Developed sites	23,985	24,913	24,912	24,199	24,189
Occupied	21,791	22,083	21,963	21,286	21,137
Occupancy %	90.9%	88.6%	88.2%	88.0%	87.4%
FLORIDA ⁽⁴⁾					
Communities	27	27	27	27	27
Sites for development	142	142	142	187	187
Developed sites	10,146	10,025	9,883	9,777	9,793
Occupied	10,019	9,966	9,825	9,752	9,756
Occupancy %	98.7%	99.4%	99.4%	99.7%	99.6%
INDIANA					
Communities	19	18	18	18	18
Sites for development	522	522	522	522	522
Developed sites	6,616	6,616	6,616	6,616	6,616
Occupied	4,725	4,711	4,667	4,614	4,649
Occupancy %	71.4%	71.2%	70.5%	69.7%	70.3%
TEXAS ⁽⁴⁾					
Communities	18	18	18	18	18
Sites for development	2,330	2,328	2,328	2,406	2,316
Developed sites	5,823	5,735	5,730	5,524	5,531
Occupied	5,664	5,608	5,499	5,291	5,214
Occupancy %	97.3%	97.8%	96.0%	95.8%	94.3%
OHIO ⁽⁴⁾					
Communities	12	12	12	12	12
Sites for development	—	—	110	135	135
Developed sites	3,599	3,600	3,476	3,455	3,457
Occupied	3,140	3,121	3,107	3,099	3,102
Occupancy %	87.2%	86.7%	89.4%	89.7%	89.7%
COLORADO					
Communities	4	4	4	4	4
Sites for development	462	462	462	464	464
Developed sites	1,470	1,423	1,423	1,423	1,423
Occupied	1,418	1,412	1,411	1,406	1,398
Occupancy %	96.5%	99.2%	99.2%	98.8%	98.2%
OTHER STATES ⁽⁴⁾					
Communities	39	39	35	33	33
Sites for development	728	544	607	847	909
Developed sites	11,073	11,033	9,761	9,560	9,604
Occupied	10,342	10,243	8,987	8,835	8,826
Occupancy %	93.4%	92.8%	92.1%	92.4%	91.9%

Property Summary

(includes MH and Annual/Seasonal RV's)

COMMUNITIES	6/30/2014	3/31/2014	12/31/2013	9/30/2013	6/30/2013
TOTAL - PORTFOLIO ⁽⁴⁾					
Communities	190	192	188	185	185
Sites for development	6,352	6,166	6,339	6,727	6,699
Developed sites	62,712	63,345	61,801	60,554	60,613
Occupied	57,099	57,144	55,459	54,283	54,082
Occupancy %	91.0%	90.2%	89.7%	89.6%	89.2%
TRANSIENT RV PORTFOLIO SUMMARY					
States					
Michigan	175	181	182	176	185
Florida	2,842	2,964	3,107	3,169	3,153
Indiana	501	—	—	—	—
Texas	688	676	681	698	687
Ohio	305	304	313	309	307
Arizona	904	923	1,047	1,065	1,033
Maine	629	514	535	535	237
New Jersey	1,037	1,068	699	698	693
New York	526	530	524	299	299
Other States	1,361	1,386	900	766	1,070
Total transient RV sites	8,968	8,546	7,988	7,715	7,664

Capital Improvements, Development, and Acquisitions

(amounts in thousands except for *)

	Recurring Capital Expenditures Average/Site*	Recurring Capital Expenditures ⁽⁷⁾	Lot Modifications ⁽⁸⁾	Acquisitions ⁽⁹⁾	Expansion & Development ⁽¹⁰⁾	Revenue Producing ⁽¹¹⁾
2012	\$ 145	\$ 9,214	\$ 5,812	\$ 292,695	\$ 13,424	\$ 427
2013	\$ 201	\$ 14,046	\$ 8,001	\$ 187,373	\$ 17,985	\$ 759
YTD 2014	\$ 55	\$ 4,006	\$ 4,505	\$ 136,231	\$ 12,245	\$ 684

Operating Statistics for Manufactured Homes and Annual/Seasonal RV's

MARKETS	Resident Move-outs	Net Leased Sites ⁽¹²⁾	New Home Sales	Pre-owned Home Sales	Brokered Resales
Michigan	230	272	3	431	27
Florida	107	194	26	34	148
Indiana	76	58	—	104	5
Ohio	53	33	—	41	1
Texas	105	165	2	111	13
Colorado	5	7	—	41	7
Other states	238	258	23	74	116
YTD ended June 30, 2014	814	987	54	836	317

TOTAL FOR YEAR ENDED	Resident Move-outs	Net Leased Sites ⁽¹²⁾	New Home Sales	Pre-owned Home Sales	Brokered Re-sales
2013	1,391	1,885	85	1,844	562
2012	1,126	1,069	76	1,666	417
2011	949	892	28	1,411	353
2010	890	563	36	1,339	320
2009	1,049	224	71	1,045	348
2008	1,018	(47)	122	843	341
2007	1,200	(148)	76	636	394
2006	1,250	(500)	121	371	539
2005	1,252	103	179	246	593
2004	1,228	(709)	180	357	683

PERCENTAGE TRENDS	Resident Move-outs	Resident Re-sales
YTD 2014	2.9%	5.0%
2013	2.6%	4.6%
2012	2.5%	4.9%
2011	2.3%	4.7%
2010	2.3%	5.1%
2009	2.8%	4.9%
2008	2.7%	5.8%
2007	3.2%	6.5%
2006	3.3%	7.7%
2005	3.3%	8.4%
2004	3.3%	8.1%

Footnotes to Supplemental Data

- (1) This is a transferred asset transaction which has been classified as collateralized receivables and the cash received from this transaction has been classified as a secured borrowing. The interest income and interest expense accrue at the same rate/amount.
- (2) The coverage ratios have been adjusted to exclude acquisition related costs. See Statement of Operations on page 7 for detailed amounts.
- (3) Investors in and analysts following the real estate industry utilize funds from operations (“FFO”), net operating income (“NOI”), EBITDA and funds available for distribution (“FAD”) as supplemental performance measures. We believe FFO, NOI, EBITDA and FAD are appropriate measures given their wide use by and relevance to investors and analysts. FFO, reflecting the assumption that real estate values rise or fall with market conditions, principally adjusts for the effects of GAAP depreciation/amortization of real estate assets. NOI provides a measure of rental operations and does not factor in depreciation/amortization and non-property specific expenses such as general and administrative expenses. EBITDA provides a further tool to evaluate ability to incur and service debt and to fund dividends and other cash needs. FAD provides information to evaluate our ability to fund dividends. In addition, FFO, NOI, EBITDA and FAD are commonly used in various ratios, pricing multiples/yields and returns and valuation calculations used to measure financial position, performance and value.

Funds from operations (“FFO”) is defined by the National Association of Real Estate Investment Trusts (“NAREIT”) as net income (loss) computed in accordance with generally accepted accounting principles (“GAAP”), excluding gains (or losses) from sales of depreciable operating property, plus real estate-related depreciation and amortization, and after adjustments for unconsolidated partnerships and joint ventures. FFO is a non-GAAP financial measure that management believes is a useful supplemental measure of our operating performance. Management generally considers FFO to be a useful measure for reviewing comparative operating and financial performance because, by excluding gains and losses related to sales of previously depreciated operating real estate assets, impairment and excluding real estate asset depreciation and amortization (which can vary among owners of identical assets in similar condition based on historical cost accounting and useful life estimates), FFO provides a performance measure that, when compared year over year, reflects the impact to operations from trends in occupancy rates, rental rates, and operating costs, providing perspective not readily apparent from net income (loss). Management believes that the use of FFO has been beneficial in improving the understanding of operating results of REITs among the investing public and making comparisons of REIT operating results more meaningful. FFO is computed in accordance with our interpretation of standards established by NAREIT, which may not be comparable to FFO reported by other REITs that do not define the term in accordance with the current NAREIT definition or interpret the current NAREIT definition differently.

Because FFO excludes significant economic components of net income (loss) including depreciation and amortization, FFO should be used as an adjunct to net income (loss) and not as an alternative to net income (loss). The principal limitation of FFO is that it does not represent cash flow from operations as defined by GAAP and is a supplemental measure of performance that does not replace net income (loss) as a measure of performance or net cash provided by operating activities as a measure of liquidity. In addition, FFO is not intended as a measure of a REIT’s ability to meet debt principal repayments and other cash requirements, nor as a measure of working capital. FFO only provides investors with an additional performance measure that, when combined with measures computed in accordance with GAAP such as net income (loss), cash flow from operating activities, investing activities and financing activities, provide investors with an indication of our ability to service debt and to fund acquisitions and other expenditures. Other REITs may use different methods for calculating FFO, accordingly, our FFO may not be comparable to other REITs.

NOI is derived from revenues minus property operating expenses and real estate taxes. NOI does not represent cash generated from operating activities in accordance with GAAP and should not be considered to be an alternative to net income (loss) (determined in accordance with GAAP) as an indication of our financial performance or to be an alternative to cash flow from operating activities (determined in accordance with GAAP) as a measure of our liquidity; nor is it indicative of funds available for our cash needs, including its ability to make cash distributions. We believe that net income (loss) is the most directly comparable GAAP measurement to NOI. Because of the inclusion of items such as interest, depreciation, and amortization, the use of net income (loss) as a performance measure is limited as these items may not accurately reflect the actual change in market value of a property, in the case of depreciation and in the case of interest, may not necessarily be linked to the operating performance of a real estate asset, as it is often incurred at a parent company level and not at a property level. We believe that NOI is helpful to investors as a measure of operating performance because it is an indicator of the return on property investment, and provides a method of comparing property performance over time. We use NOI as a key management

Footnotes to Supplemental Data - continued

tool when evaluating performance and growth of particular properties and/or groups of properties. The principal limitation of NOI is that it excludes depreciation, amortization and non-property specific expenses such as general and administrative expenses, all of which are significant costs, and therefore, NOI is a measure of the operating performance of the properties of the Company rather than of the Company overall.

EBITDA is defined as NOI plus other income, plus (minus) equity earnings (loss) from affiliates, minus general and administrative expenses. EBITDA includes EBITDA from discontinued operations. FAD is defined as FFO minus recurring capital expenditures. Recurring capital expenditures are those expenditures necessary to maintain asset quality, including major road, driveway and pool repairs, and clubhouse renovations and adding or replacing street lights, playground equipment, signage and maintenance facilities.

FFO, NOI, EBITDA and FAD do not represent cash generated from operating activities in accordance with GAAP and are not necessarily indicative of cash available to fund cash needs, including the repayment of principal on debt and payment of dividends and distributions. FFO, NOI, EBITDA, and FAD should not be considered as alternatives to net income (loss) (calculated in accordance with GAAP) for purposes of evaluating our operating performance, or cash flows (calculated in accordance with GAAP) as a measure of liquidity. FFO, NOI, EBITDA and FAD as calculated by us may not be comparable to similarly titled, but differently calculated, measures of other REITs or to the definition of FFO published by NAREIT.

- (4) Includes manufactured housing and annual/seasonal recreational vehicle sites, and excludes transient recreational vehicle sites, which are included in total developed sites.
- (5) Occupancy percentage excludes recently completed but vacant expansion sites.
- (6) Weighted average rent pertains to annual/seasonal recreational vehicle sites and excludes transient recreational vehicle sites.
- (7) Includes capital expenditures necessary to maintain asset quality, including purchasing and replacing assets used to operate the community. These capital expenditures include items such as major road, driveway, and pool improvements, clubhouse renovations, and adding or replacing street lights, playground equipment, signage, maintenance facilities, manager housing and property vehicles. The minimum capitalized amount or project is five hundred dollars.
- (8) Includes capital expenditures which improve the asset quality of the community. These costs are incurred when an existing older home moves out, and the site is prepared for a new home, more often than not, a multi-sectional home. These activities which are mandated by strict manufacturer's installation requirements and State building code include items such as new foundations, driveways, and utility upgrades.
- (9) Acquisitions represent the purchase price of existing operating communities and land parcels to develop expansions or new communities. Acquisitions also include deferred maintenance identified during due diligence and those capital improvements necessary to bring the community up to Sun's standards. These include items such as upgrading clubhouses, landscaping, new street light systems, new mail delivery systems, pool renovation including larger decks, heaters, and furniture, new maintenance facilities, and new signage including main signs and internal road signs. These are considered acquisition costs and although identified during due diligence, they sometimes require six to twelve months after closing to complete.
- (10) Expansion and development costs consist primarily of construction costs and costs necessary to complete home site improvements.
- (11) Capital costs related to revenue generating activities, consisting primarily of garages, sheds, and sub-metering of water, sewer and electricity. Occasionally, a special capital project requested by residents and accompanied by an extra rental increase will be classified as revenue producing.
- (12) Net leased sites do not include sites acquired in that year.