

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

**FORM 8-K**

**CURRENT REPORT**  
**Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934**

**Date of Report: September 15, 2015**  
(Date of earliest event reported)

**SUN COMMUNITIES, INC.**  
(Exact name of registrant as specified in its charter)

**Maryland**

(State or other jurisdiction of incorporation)

**1-12616**

(Commission File Number)

**38-2730780**

(IRS Employer Identification No.)

**27777 Franklin Rd.**  
**Suite 200**  
**Southfield, Michigan**

(Address of Principal Executive Offices)

**48034**

(Zip Code)

**(248) 208-2500**

(Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## Item 7.01 Regulation FD Disclosure

Attached as Exhibit 99.1, and incorporated by reference, to this report is an investor presentation of Sun Communities, Inc. that will be used at the Bank of America Merrill Lynch 2015 Global Real Estate Conference on Wednesday, September 16, 2015 and at the BMO Capital Markets 10th Annual North American Real Estate Conference on Monday, September 28, 2015. The presentation also will be posted on Sun Communities, Inc.'s website, [www.suncommunities.com](http://www.suncommunities.com), on September 15, 2015.

The information contained in this Item 7.01 on Current Report on Form 8-K, including Exhibit 99.1 attached hereto, is being furnished and shall not be deemed to be "filed" for purposes of the United States Securities Exchange Act of 1934, as amended (the "Exchange Act").

This report contains various "forward-looking statements" within the meaning of the United States Securities Act of 1933, as amended, and the Exchange Act, and we intend that such forward-looking statements will be subject to the safe harbors created thereby. For this purpose, any statements contained in this filing that relate to expectations, beliefs, projections, future plans and strategies, trends or prospective events or developments and similar expressions concerning matters that are not historical facts are deemed to be forward-looking statements. Words such as "forecasts," "intends," "intend," "intended," "goal," "estimate," "estimates," "expects," "expect," "expected," "project," "projected," "projections," "plans," "predicts," "potential," "seeks," "anticipates," "anticipated," "should," "could," "may," "will," "designed to," "foreseeable future," "believe," "believes," "scheduled," "guidance" and similar expressions are intended to identify forward-looking statements, although not all forward looking statements contain these words. These forward-looking statements reflect our current views with respect to future events and financial performance, but involve known and unknown risks and uncertainties, both general and specific to the matters discussed in this filing. These risks and uncertainties may cause our actual results to be materially different from any future results expressed or implied by such forward-looking statements. In addition to the risks disclosed under "Risk Factors" contained in our Annual Report on Form 10-K for the year ended December 31, 2014 and our other filings with the SEC from time to time, such risks and uncertainties include:

- changes in general economic conditions, the real estate industry and the markets in which we operate;
- difficulties in our ability to evaluate, finance, complete and integrate acquisitions, developments and expansions successfully;
- our liquidity and refinancing demands;
- our ability to obtain or refinance maturing debt;
- our ability to maintain compliance with covenants contained in our debt facilities;
- availability of capital;
- our ability to maintain rental rates and occupancy levels;
- our failure to maintain effective internal control over financial reporting and disclosure controls and procedures;
- increases in interest rates and operating costs, including insurance premiums and real property taxes;
- risks related to natural disasters;
- general volatility of the capital markets and the market price of shares of our capital stock;
- our failure to maintain our status as a REIT;
- changes in real estate and zoning laws and regulations;
- legislative or regulatory changes, including changes to laws governing the taxation of REITs;
- litigation, judgments or settlements;
- competitive market forces;
- the ability of manufactured home buyers to obtain financing; and
- the level of repossessions by manufactured home lenders.

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date the statement was made. We undertake no obligation to publicly update or revise any forward-looking statements included or incorporated by reference into this filing, whether as a result of new information, future events, changes in our expectations or otherwise, except as required by law.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. All written and oral forward-looking statements attributable to us or persons acting on our behalf are qualified in their entirety by these cautionary statements.

**Item 9.01**                      **Financial Statements and Exhibits**

(d)                              *Exhibits.*

99.1                             Investor Presentation

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this Report to be signed on its behalf by the undersigned hereunto duly authorized.

SUN COMMUNITIES, INC.

Dated: September 15, 2015

By: /s/ Karen J. Dearing  
Karen J. Dearing, Executive Vice President,  
Chief Financial Officer, Secretary and Treasurer

**EXHIBIT INDEX**

<b>Exhibit No.</b>	<b>Description</b>
99.1	Investor Presentation



Photo from community: Royal Palm Village - Hialeah, FL

SUN COMMUNITIES, INC.

SEPTEMBER 2015



Photo from community:  
Palm Creek Golf & RV Resort - Casa Grande, AZ



Photo from community:  
Blazing Star - San Antonio, TX

# FORWARD LOOKING STATEMENTS

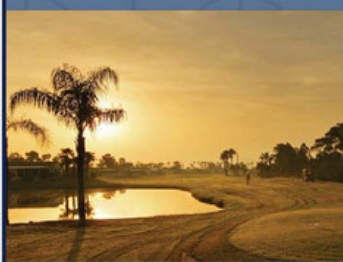
This presentation has been prepared for informational purposes only from information supplied by Sun Communities, Inc. (the "Company") and from third-party sources indicated herein. Such third-party information has not been independently verified. The Company makes no representation or warranty, expressed or implied, as to the accuracy or completeness of such information.

This presentation contains various "forward-looking statements" within the meaning of the United States Securities Act of 1933, as amended, and the United States Securities Exchange Act of 1934, as amended, and we intend that such forward-looking statements will be subject to the safe harbors created thereby. For this purpose, any statements contained in this presentation that relate to expectations, beliefs, projections, future plans and strategies, trends or prospective events or developments and similar expressions concerning matters that are not historical facts are deemed to be forward-looking statements. Words such as "forecasts," "intends," "intend," "intended," "goal," "estimate," "estimates," "expects," "expect," "expected," "project," "projected," "projections," "plans," "predicts," "potential," "seeks," "anticipates," "anticipated," "should," "could," "may," "will," "designed to," "foreseeable future," "believe," "believes," "scheduled," "guidance" and similar expressions are intended to identify forward-looking statements, although not all forward looking statements contain these words. These forward-looking statements reflect our current views with respect to future events and financial performance, but involve known and unknown risks and uncertainties, both general and specific to the matters discussed in this presentation. These risks and uncertainties may cause our actual results to be materially different from any future results expressed or implied by such forward-looking statements. In addition to the risks disclosed under "Risk Factors" contained in our Annual Report on Form 10-K for the year ended December 31, 2014, and our other filings with the Securities and Exchange Commission from time to time, such risks and uncertainties include:

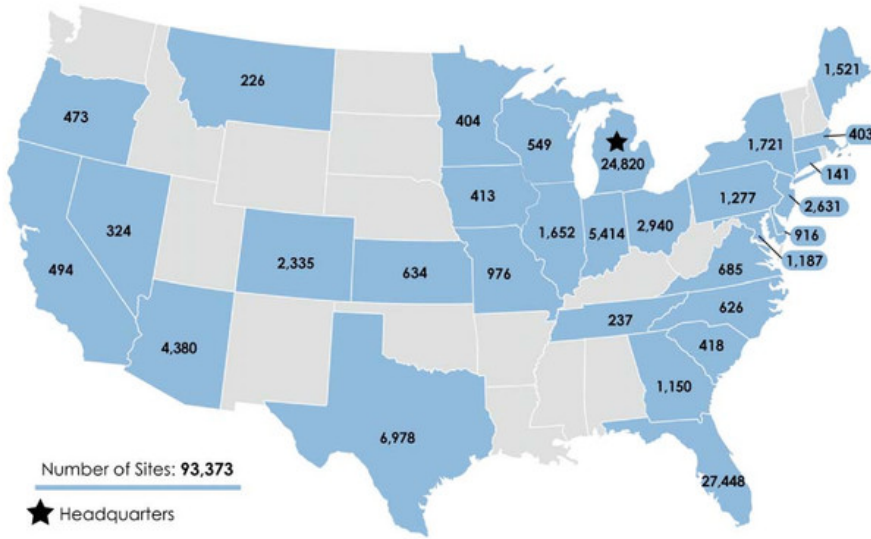
- changes in general economic conditions, the real estate industry and the markets in which we operate;
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- our liquidity and refinancing demands;
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- changes in real estate and zoning laws and regulations;
- legislative or regulatory changes, including changes to laws governing the taxation of REITs;
- litigation, judgments or settlements;
- our ability to maintain rental rates and occupancy levels;
- competitive market forces; and
- the ability of manufactured home buyers to obtain financing and the level of repossessions by manufactured home lenders.

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Photo from community: Blue Heron Pines - Punta Gorda, FL



# SUN COMMUNITIES, INC. (NYSE:SUI)



- Leading owner, operator and developer of manufactured housing (“MH”) and recreational vehicle (“RV”) communities
- Sun Communities’ current portfolio includes 251 communities consisting of 93,373 sites across 30 states
  - 200 MH communities, 37 RV resorts, and 14 communities containing both MH and RV.
    - 73,652 manufactured home sites
    - 19,721 RV sites
      - Annuals/Seasonals – 9,675
      - Transient – 10,046
- Sell and lease new and pre-owned manufactured homes as an adjunct to our core business



# AFFORDABILITY

## Affordability Drives Manufactured Housing

Comparing Sun manufactured homes to the multifamily average, a manufactured home provides approximately 24% more space at approximately 36% less cost per square foot.

### Manufactured Housing vs. Multi Family:

#### Sun – Manufactured Homes

- Average rent ≈ \$845/month or \$0.65/square foot
- Average square footage ≈ 1,300 square feet

#### Apartments

- Average rent ≈ \$1,050/month or \$1.00/square foot\*
- Average square footage ≈ 1,050 square feet

Photo from community: Riverside Club - Ruskin, FL



Source: Rent.com data

\*Represents average rent for a 2 bedroom apartment in major metropolitan areas Sun operates in as of August 2015.

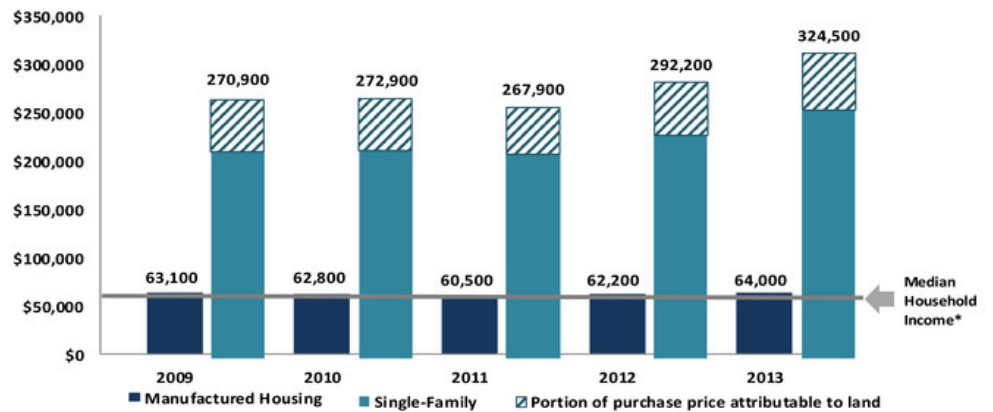
# AFFORDABILITY

## Affordability Drives Manufactured Housing

The median income in the 30 states in which Sun operates is \$59,000 and the average income in a MH community is roughly half the median income. The average single family home costs over 5x the price of a MH unit.

### Manufactured Housing vs. Single Family

- Average cost of Manufactured Housing ≈ \$64,000 or roughly 1 years median income
  - Average cost of Single Family ≈ \$324,500 or roughly 5 years median income



\* 2013 Average 2 person household income - 30 states in which SUI operates per US Census data. Housing data from 2014 MHI Quick Facts

Photo from community: Seaport - Mystic, CT

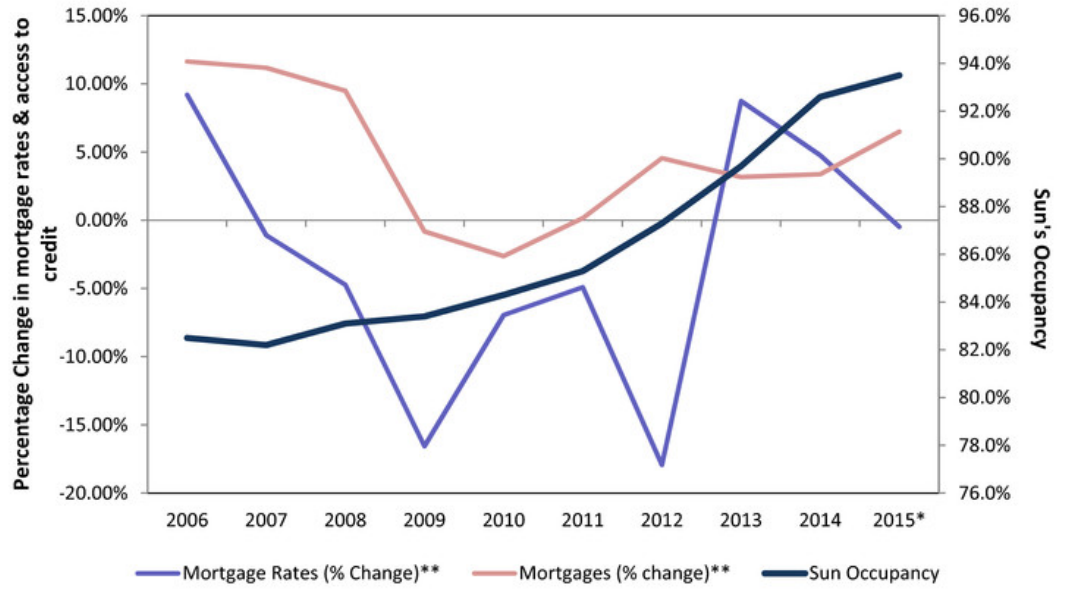


**SUN**  
SUN COMMUNITIES, INC.

# AFFORDABILITY

## Affordability Drives Manufactured Housing

Sun's occupancy continues to grow through various changes in the single family market.



\*\*\*Data from IBISWorld is based on 30-year conventional mortgage rates and borrowing capacity advanced by a commercial bank to include industrial, real estate, and consumer loans.

Photo from community: Fort Whaley - Whaleyville, MD



# STABILITY OF REVENUE

## Stable and Growing Revenues

### Move Outs and Re-Sales

Stable and growing revenue due to:

- Low turnover of owner occupied sites due to high cost to move a home (\$4,000-\$10,000)
- Average tenure of our residents in our communities is 12 years
- Average term of home in our communities is approximately 45 years

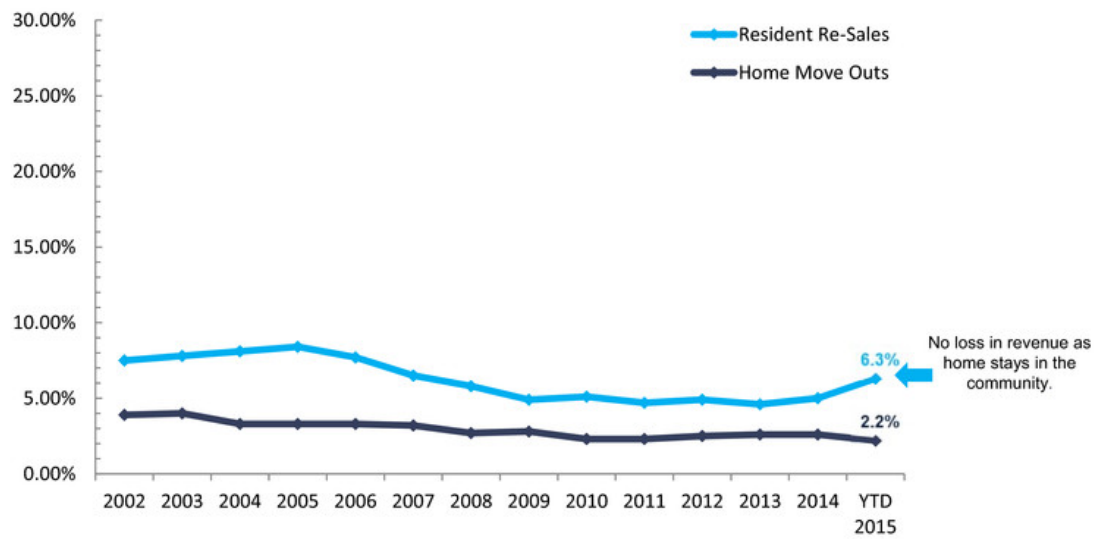
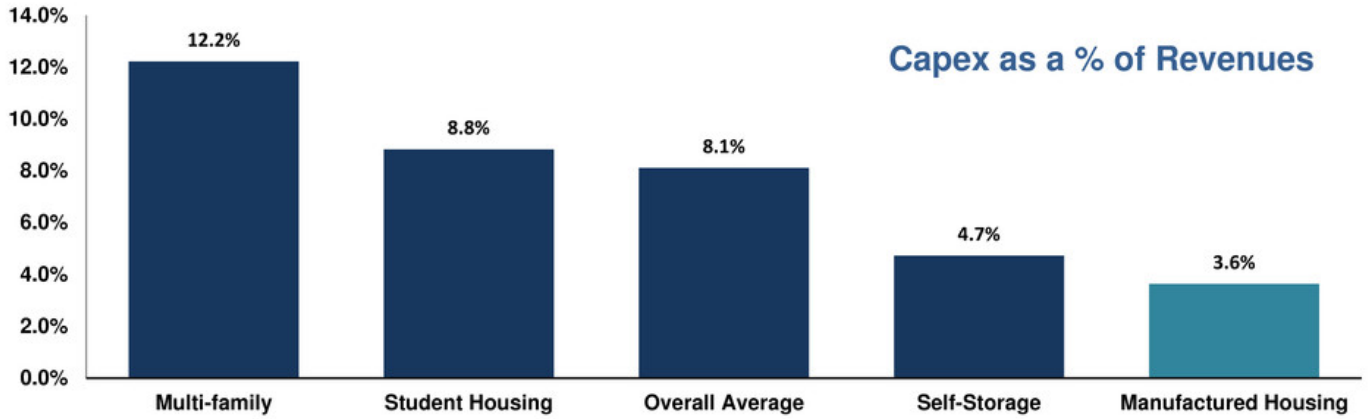


Photo from community: River Ranch - Austin, TX



## CAPITAL EXPENDITURES

**Manufactured housing is a low capex business relative to its peers as it is largely a land ownership business.**



Source: Company filings  
Data as of 12/31/2014



# RECESSION RESISTANT

Photos from community: Bell Crossing

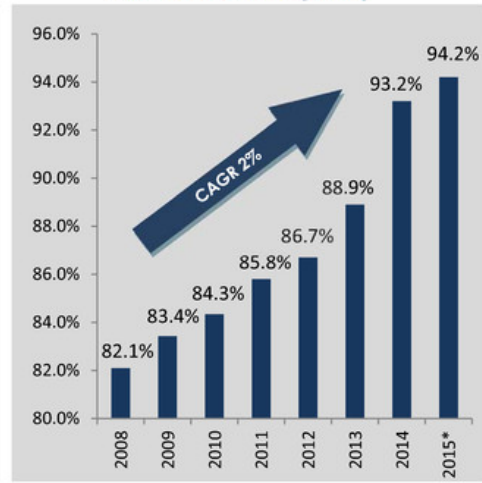
### Same Site NOI Growth



### Same Site Rent Growth



### Same Site Occupancy

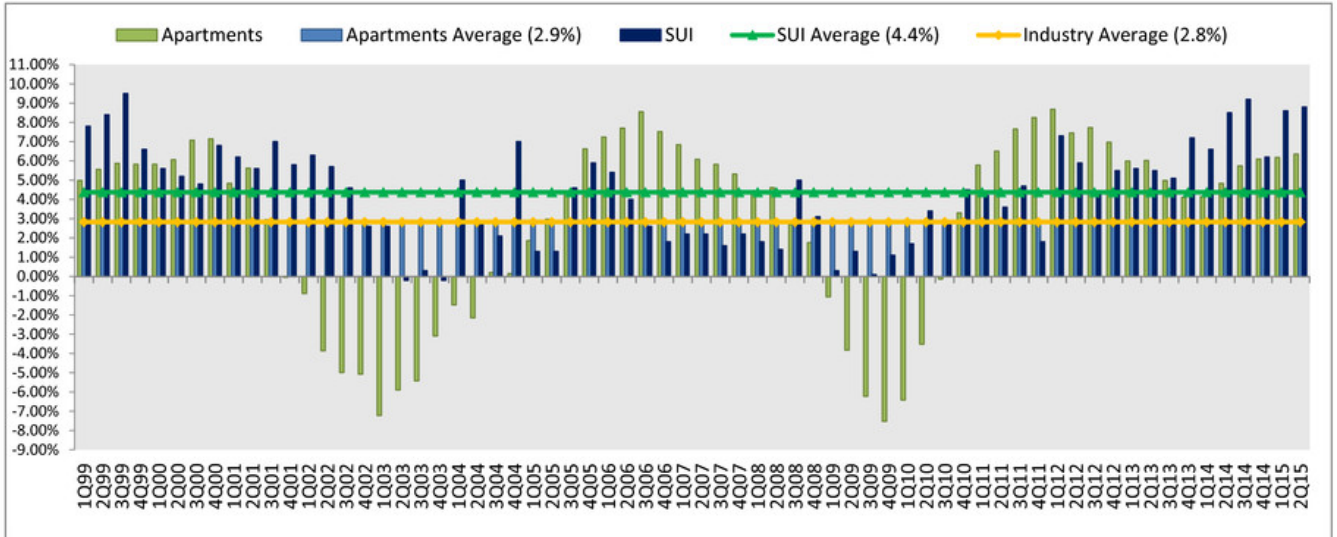


\*Projection based on midpoint of 2015 guidance

- Low annual resident turnover results in stability of income and occupancy
- Strong and consistent rental growth creating a stable revenue stream
- Occupancy gains are a function of Sun's integrated platform, including leasing, sales, and financing

# SAME SITE NOI

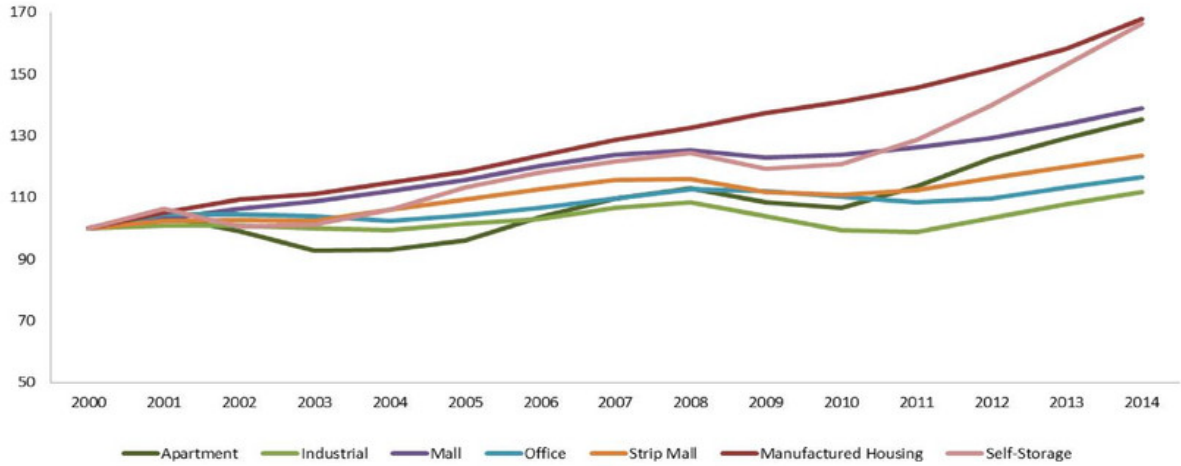
Sun's average same site NOI growth has exceeded the Industry Average by 160 bps and Apartment Average by 150 bps over a 16 year period.



Source: Citi Investment research, August 2015. "REITs" includes an index of REITs across a variety of asset classes including self storage, mixed office, regional malls, shopping centers, multifamily, student housing, manufactured homes and specialty

# SAME SITE INDEXED NOI GROWTH

**MH is the most recession resistant sector of the housing and commercial real estate sectors and has consistently outperformed multifamily in same site NOI growth since 2000.**



Source: SNL



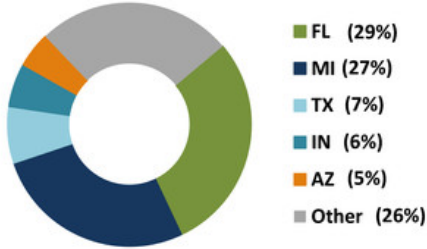


# REALIGNING THE PORTFOLIO

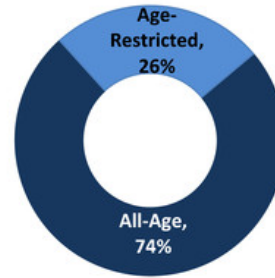
Photos from community: Rock Crusher

Sun is reshaping its portfolio through strategic acquisitions, dispositions and expansions.

## Geographic Diversification



## Demographic Profile



- Average population growth in all acquisitions and development states is ~ 9%.
- Over half of the acquisitions are in Southern and Western states where population growth averages 15%.
  - 80% of RV communities acquired are on or within 10 miles of the ocean, a lake or a river.
- Sun has completed 14 property dispositions primarily in states where population growth averages <3%.

\*Information from 2011 to September 2015  
 \*\*Population growth information taken from usa.com and the US census

## TIMELINE : STRATEGIC ACQUISITIONS

Since May 2011, Sun has acquired over \$2.5 billion of communities, increasing its number of sites and communities by 85% and 96%, respectively.

### 2011

136 communities  
54,811 sites

- 17 MH & 1 RV properties Kentland Acquisition growing the portfolio.



### 2012

173 communities  
63,697 sites

- Further strengthened the MH portfolio with the 6 community Rudgate Acquisition.
- Acquired Palm Creek, an irreplaceable age restricted asset.



### 2013

188 communities  
69,789 sites

- Geographic & RV Diversification with 10 RV community Morgan acquisition entering 5 new states.



### 2014

217 communities  
79,554 sites

- Closed 1<sup>st</sup> phase of "ALL" 59 high quality, age-restricted community acquisition, strengthening & diversifying the portfolio.



### 2015

251 communities  
93,373 sites

- Final closing of "ALL" acquisition enhancing the portfolio by adding FL and 26 age-restricted communities.
- Acquired 8 MH communities, adding 3 age-restricted communities and 4 RV Resorts.



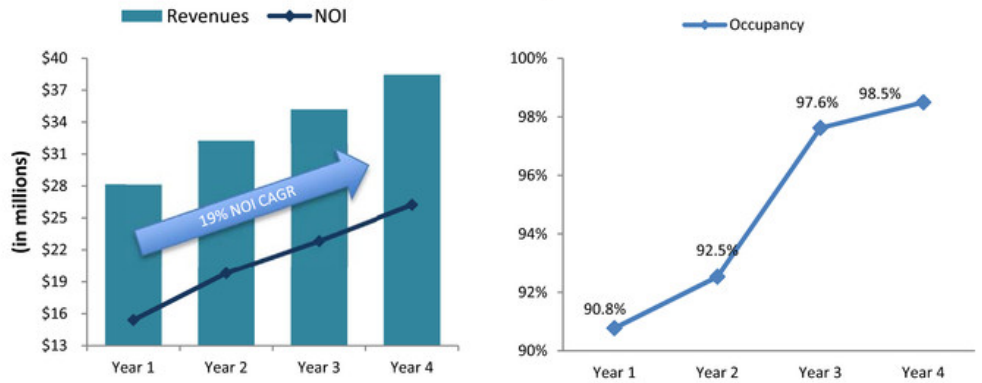
# GROWTH THROUGH ACCRETIVE ACQUISITIONS

Photo from community: Frontier Town - Berlin, MD

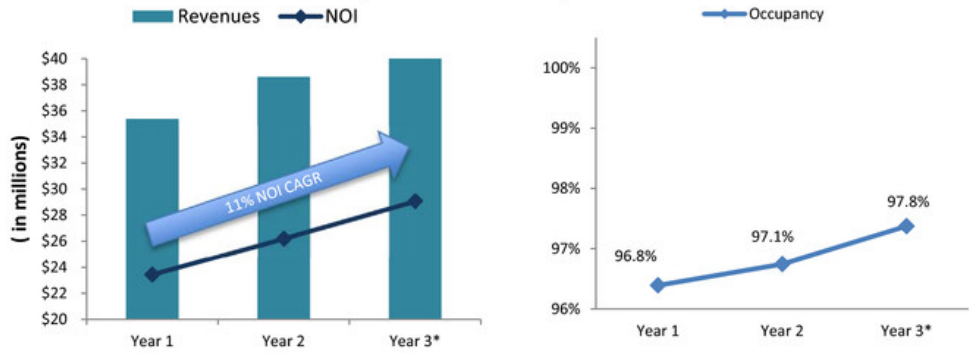


## A Look at Acquisition Performance

### 2011 Acquisitions (26 Communities)



### 2012 Acquisitions (11 Communities)\*



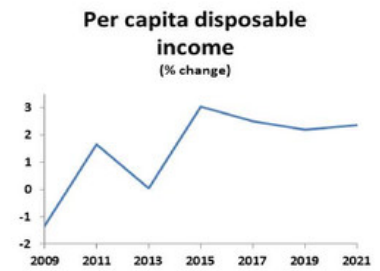
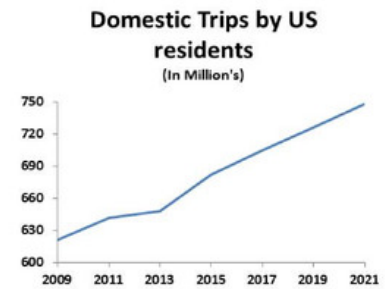
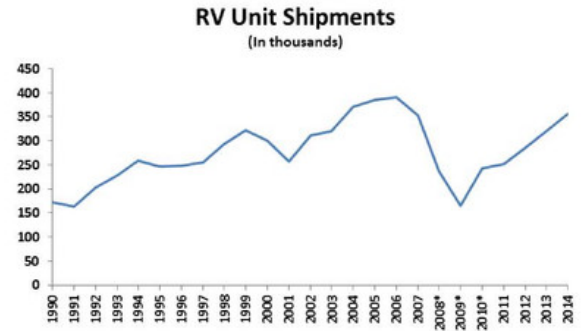
\*2012 Acquisitions Year 3 represents actuals through July 2015 plus projection for balance of 2015.

# RV INDUSTRY : GROWTH CONTRIBUTORS

## RV INDUSTRY: High Demand/ Steady Growth

### Contributors

- In the 5 years to 2020, industry revenue is expected to increase at approximately 1.6% to \$6 billion
- Shipments reached a 7 year high in 2014 and a 6.5% year-over-year increase is projected for 2015
- Adults aged 50 and over accounted for more than 40% of total campers and this demographic has a high level of disposable income
- Growth in disposable income positively affects the industry and is expected to average 2.4% through 2020
- Through 2020 domestic travel is forecast to increase at an average rate of 1.6% per year
- Through 2020 inbound travel is forecast to increase at 4.2% per year



Sources: RVIA , GoRVing.com & IBISWorld  
\*Recession period (credit and gas crunch).

Photo from community: La Hacienda - Austin, TX

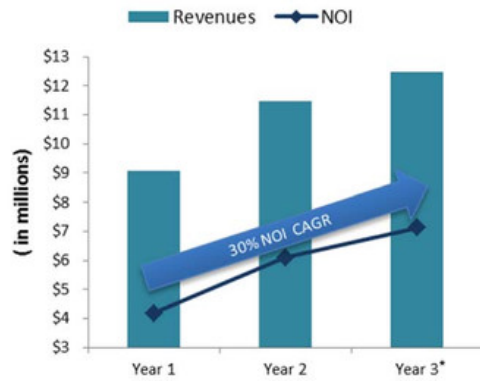


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# SUN RV PORTFOLIO PERFORMANCE

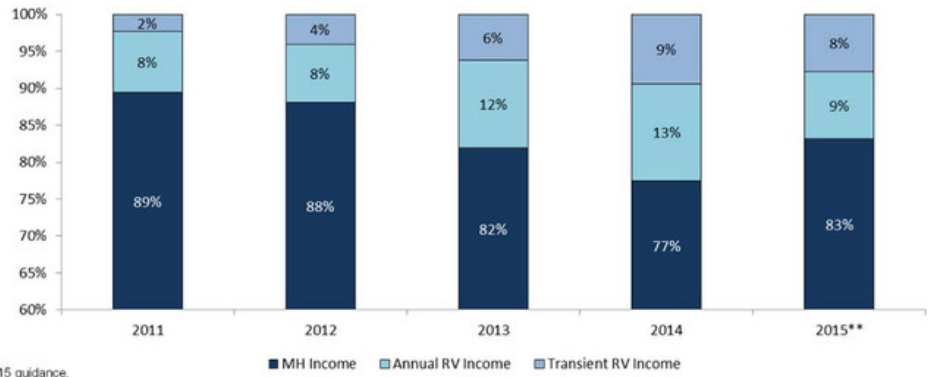
## Strong RV Portfolio Performance

### NOI and Income Growth – 2013 Morgan acquisition (10 properties)



\*Year 3 represents actuals through July 2015 plus projection for balance of 2015.

### Percentage of revenues from RV resorts increased from 10% in 2011 to an estimated 17% in 2015



\*\*Based on 2015 guidance.

Photo from community: Driftwood - Cape May Court House, NJ



## GROWTH THROUGH EXPANSION OPPORTUNITIES

### Strong Growth and Returns from Expansions

- Inventory of over 8,100 zoned and entitled sites available for expansion at 48 communities in 15 states
- Expanding in communities with strong demand evidenced by occupancy of ~95%
- Expansion lease-up is driven by sales, rental and relocation programs
- Approximately 700 sites expected to be developed at 5 communities in TX and CA by end of 2015
- 4,100 sites planned for development in the next 4 years
- Assuming a 100 site expansion at \$45,000 per site, that is leased up in a year (8 sites/month), results in an unlevered return of 15%-17%\*

*\*assuming a 6% cap rate and exiting in 5 years*

Photo from community: Cave Creek - Evans, CO

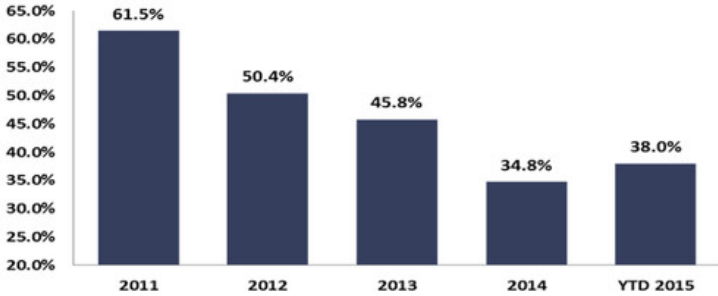




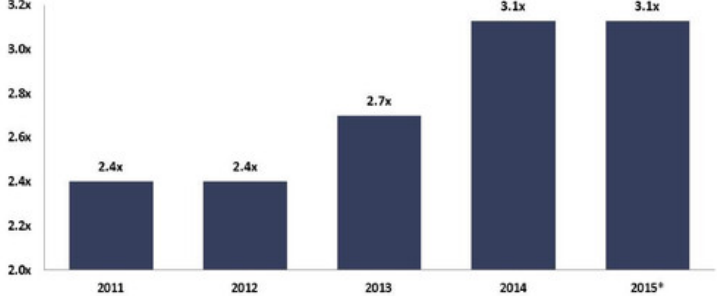
# CONSERVATIVE BALANCE SHEET

Photos from community: Summit Ridge

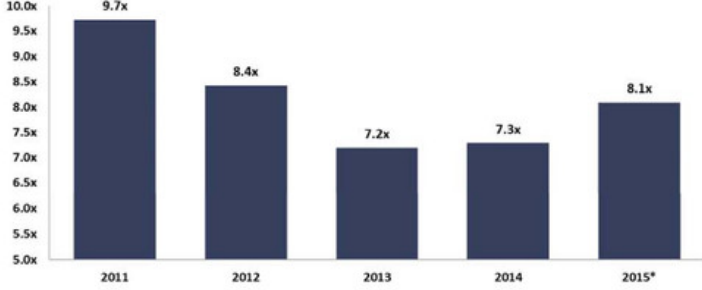
**Net Debt / Enterprise Value**



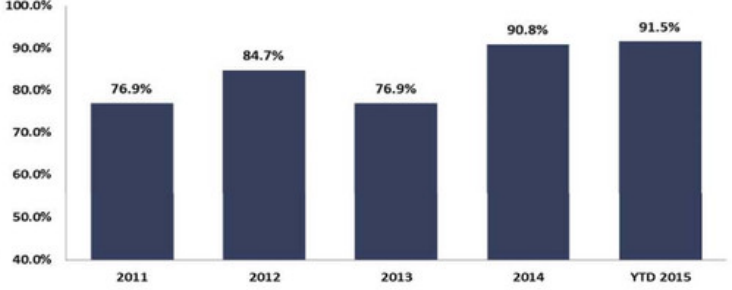
**EBITDA / Interest**



**Net Debt / EBITDA**



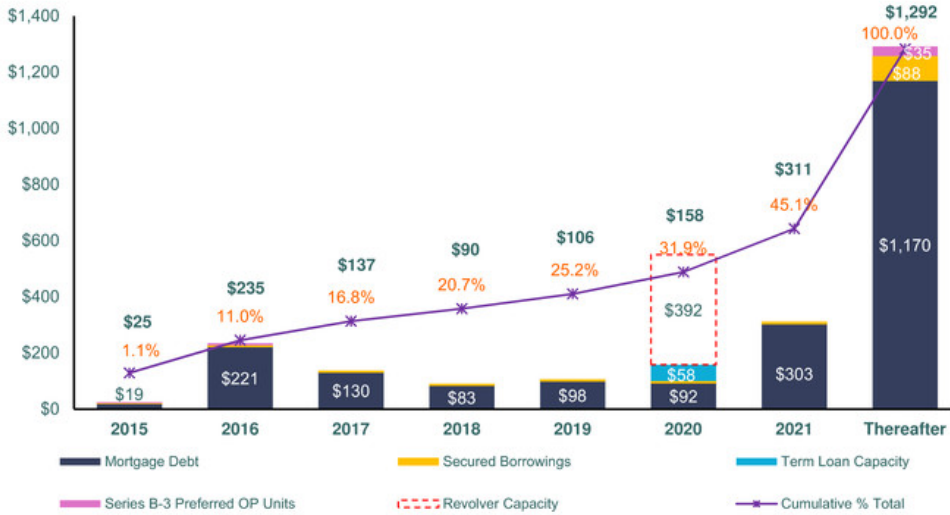
**Fixed Debt (%)**



\*Calculated based on trailing 12 months ended June 30, 2015 which only includes a partial year of EBITDA for 2015 acquisitions.

## STAGGERED DEBT MATURITIES

The company has a well laddered debt maturity schedule with only approximately 20% of debt coming due before 2019



### Unsecured Line of Credit Refinanced

- Increased total potential capacity, inclusive of the accordion, from \$600M to \$750M
- Reduced spread to LIBOR by 10bps
- Added a Term loan component for \$58M
- Improved covenants and lowered unused fees
- Extended the maturity date from 2018 to 2020

\*Data as of 6/30/2015, adjusted for line of credit refinance on 8/19/2015





Photo from community: Lake Laurie - Cape May, NJ



Photo from community: Park Royale - Pinellas Park, FL



Photo from community: La Hacienda - Austin, TX



Photo from community: River Bend - Austin, TX



Photo from community: Palm Creek Golf & RV Resort - Casa Grande, AZ

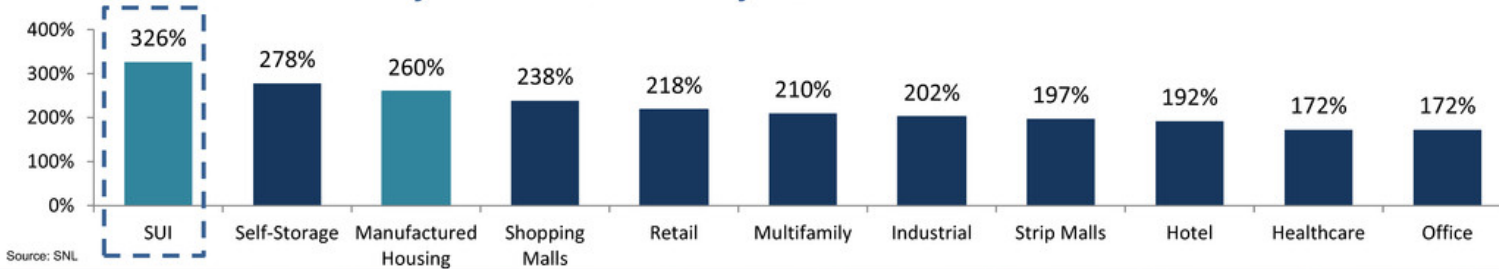
## PERFORMANCE VS. INDICES

Sun has outperformed all major REIT sector indices and many major market indices over the last five years.

### 5-year Total Returns by Index as of 6-30-2015



### 5-year Total Returns by REIT Sector as 6-30-2015



SUN COMMUNITIES, INC.

