



Supplemental Operating & Financial Data

FIRST QUARTER 2013

Portfolio Overview

(as of March 31, 2013)

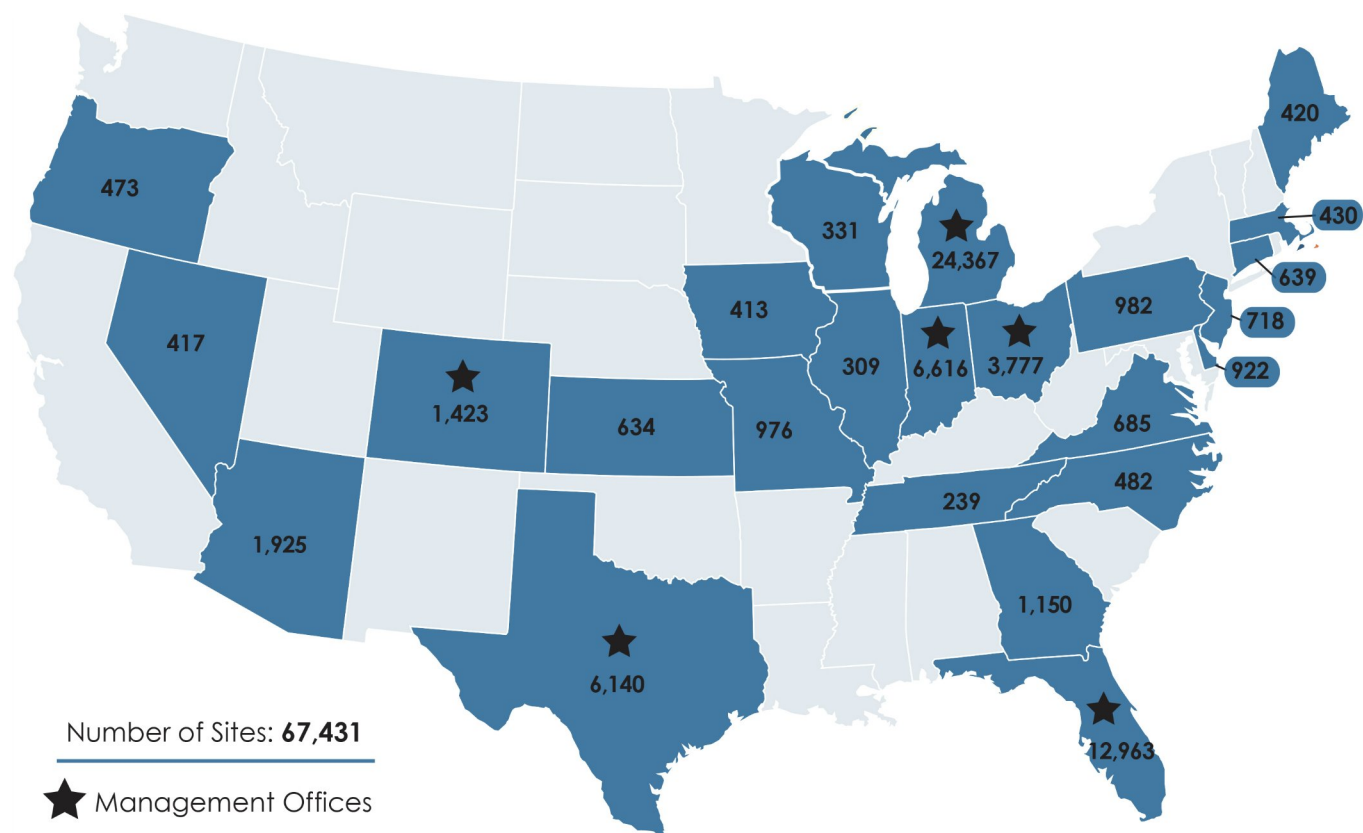


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Balance Sheets
(amounts in thousands)

	Quarter Ended				
	3/31/2013	12/31/2012	9/30/2012	6/30/2012	3/31/2012
ASSETS:					
<i>Real Estate</i>					
Land	\$ 193,178	\$ 182,682	\$ 156,361	\$ 153,397	\$ 153,412
Land improvements and buildings	1,697,275	1,608,825	1,406,738	1,364,660	1,358,006
Rental homes and improvements	330,177	305,838	287,985	276,991	263,549
Furniture, fixtures and equipment	55,928	54,354	43,768	42,394	41,826
Land held for future development	25,606	25,606	24,727	25,606	25,606
Gross investment property	2,302,164	2,177,305	1,919,579	1,863,048	1,842,399
Accumulated depreciation	(677,112)	(659,169)	(641,452)	(626,711)	(613,191)
Net investment property	1,625,052	1,518,136	1,278,127	1,236,337	1,229,208
Cash and cash equivalents	61,045	29,508	38,724	4,499	15,975
Notes and other receivables	58,702	45,233	37,640	35,369	29,834
Collateralized receivables, net ⁽¹⁾	96,857	93,834	90,538	86,539	83,098
Inventory of manufactured homes	7,667	7,527	5,672	4,396	5,750
Other assets	64,477	59,879	50,525	45,179	44,151
Total assets	<u>\$1,913,800</u>	<u>\$1,754,117</u>	<u>\$1,501,226</u>	<u>\$1,412,319</u>	<u>\$1,408,016</u>
LIABILITIES AND STOCKHOLDERS' EQUITY:					
<i>Liabilities</i>					
Lines of credit	\$ 392	\$ 29,781	\$ 2,988	\$ 24,631	\$ 5,984
Secured borrowing ⁽¹⁾	97,455	94,409	91,069	87,069	83,611
Mortgage loans payable	1,211,832	1,281,989	1,129,781	1,151,265	1,155,138
Preferred operating units	47,322	47,322	47,822	47,822	48,822
Other liabilities	95,232	87,626	76,749	71,673	69,085
Total liabilities	<u>1,452,233</u>	<u>1,541,127</u>	<u>1,348,409</u>	<u>1,382,460</u>	<u>1,362,640</u>
<i>Stockholders' Equity</i>					
Preferred stock	34	34	—	—	—
Common stock	377	316	315	283	283
Additional paid-in capital	1,202,913	940,202	857,809	714,052	713,854
Accumulated other comprehensive loss	(613)	(696)	(696)	(735)	(1,041)
Distributions in excess of accumulated earnings	(699,955)	(683,734)	(663,579)	(644,220)	(629,230)
Treasury stock at cost	(63,600)	(63,600)	(63,600)	(63,600)	(63,600)
Total SUI stockholders' equity	439,156	192,522	130,249	5,780	20,266
Noncontrolling interests:					
Series A-1 preferred OP units	45,548	45,548	45,548	45,548	45,548
Series A-3 preferred OP units	3,463	—	—	—	—
Common OP units	(25,967)	(24,572)	(22,980)	(21,469)	(20,438)
Consolidated variable interest entities	(633)	(508)	—	—	—
Total noncontrolling interest	22,411	20,468	22,568	24,079	25,110
Total stockholders' equity	<u>461,567</u>	<u>212,990</u>	<u>152,817</u>	<u>29,859</u>	<u>45,376</u>
Total liabilities & stockholders' equity	<u>\$1,913,800</u>	<u>\$1,754,117</u>	<u>\$1,501,226</u>	<u>\$1,412,319</u>	<u>\$1,408,016</u>
Series A-1 preferred OP Units outstanding, if converted	1,111	1,111	1,111	1,111	1111
Series A-3 preferred OP Units outstanding, if converted	75	—	—	—	—
Common OP Units outstanding, if converted	2,069	2,069	2,070	2,070	2,072
Number of common shares outstanding	35,863	29,755	29,734	26,471	26,467

Debt Analysis
(amounts in thousands)

	Quarter Ended				
	3/31/2013	12/31/2012	9/30/2012	6/30/2012	3/31/2012
DEBT OUTSTANDING					
Lines of credit	\$ 392	\$ 29,781	\$ 2,988	\$ 24,631	\$ 5,984
Mortgage loans payable	1,211,832	1,281,989	1,129,781	1,151,265	1,155,138
Aspen & Series B-3 preferred operating units	47,322	47,322	47,822	47,822	48,822
Secured borrowing ⁽¹⁾	97,455	94,409	91,069	87,069	83,611
Total debt	<u>1,357,001</u>	<u>1,453,501</u>	<u>1,271,660</u>	<u>1,310,787</u>	<u>1,293,555</u>
% FIXED/FLOATING					
Fixed	87.9%	84.7%	84.1%	81.5%	82.7%
Floating	12.1%	15.3%	15.9%	18.5%	17.3%
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	7.00%	5.74%	7.00%	3.90%	7.00%
Mortgage loans payable	4.81%	4.69%	4.77%	4.81%	4.81%
Aspen & Series B-3 preferred operating units	6.89%	6.89%	6.89%	6.89%	6.89%
Average before Secured borrowing	4.89%	4.79%	4.86%	4.87%	4.91%
Secured borrowing ⁽¹⁾	10.89%	10.98%	11.09%	11.12%	11.17%
Total average	<u>5.32%</u>	<u>5.19%</u>	<u>5.31%</u>	<u>5.29%</u>	<u>5.31%</u>
DEBT RATIOS					
Net Debt/Enterprise Value	39.1%	50.4%	45.9%	49.1%	49.9%
Net Debt + Pref. Stock/Enterprise Value	42.8%	55.1%	45.9%	49.1%	49.9%
Net Debt/Gross Assets	50.0%	59.0%	57.5%	61.9%	63.2%
COVERAGE RATIOS					
EBITDA/ Interest ⁽²⁾	3.0	2.8	2.6	2.5	2.7
EBITDA/ Interest + Pref. Distributions + Pref. Stock Distribution ⁽²⁾	2.7	2.5	2.4	2.4	2.5
MATURITIES/PRINCIPAL AMORTIZATION NEXT FIVE YEARS					
	April-Dec 2013	2014	2015	2016	2017
Lines of credit	\$ 392	\$ —	\$ —	\$ —	\$ —
Mortgage loans payable:					
Maturities	9,849	185,809	3,834	280,780	54,949
Principal amortization	14,123	19,095	18,748	17,328	14,719
Series B-3 preferred operating units	3,970	7,570	—	—	—
Secured borrowing ⁽¹⁾	3,169	4,598	5,095	5,641	6,153
Total	<u>\$ 31,503</u>	<u>\$ 217,072</u>	<u>\$ 27,677</u>	<u>\$ 303,749</u>	<u>\$ 75,821</u>

Statements of Operations

(amounts in thousands except for per share data)

	Quarter Ended				
	3/31/2013	12/31/2012	9/30/2012	6/30/2012	3/31/2012
REVENUES:					
Income from real property	\$ 79,065	\$ 66,943	\$ 63,015	\$ 61,507	\$ 64,296
Revenue from home sales	12,856	13,634	10,461	11,439	9,613
Rental home revenue	7,656	7,075	6,712	6,511	6,291
Other income	4,202	3,983	3,536	4,822	3,678
Total revenues	<u>103,779</u>	<u>91,635</u>	<u>83,724</u>	<u>84,279</u>	<u>83,878</u>
EXPENSES:					
Property operating and maintenance	19,946	17,578	18,067	17,168	16,026
Real estate taxes	5,756	4,466	4,933	4,936	4,872
Cost of home sales	9,816	10,383	7,791	8,971	7,773
Rental home operating and maintenance	4,292	5,051	5,118	4,148	3,824
General and administrative	9,662	7,154	7,176	7,420	7,267
Acquisition related costs	1,042	2,862	847	423	164
Total expenses	<u>50,514</u>	<u>47,494</u>	<u>43,932</u>	<u>43,066</u>	<u>39,926</u>
EBITDA ⁽³⁾	<u>53,265</u>	<u>44,141</u>	<u>39,792</u>	<u>41,213</u>	<u>43,952</u>
Interest	(18,864)	(17,215)	(17,066)	(16,781)	(16,797)
Interest on mandatorily redeemable debt	(809)	(822)	(825)	(833)	(841)
Depreciation and amortization	(25,262)	(26,647)	(22,092)	(21,067)	(19,868)
Provision for state income tax	(59)	(59)	(84)	(53)	(53)
NET INCOME (LOSS)	<u>8,271</u>	<u>(602)</u>	<u>(275)</u>	<u>2,479</u>	<u>6,393</u>
Preferred return to Series A-1 preferred OP units	(573)	(585)	(586)	(579)	(579)
Preferred return to Series A-3 preferred OP units	(30)	—	—	—	—
Amounts attributable to noncontrolling interests	(410)	781	211	(237)	(437)
Series A Preferred Stock Distribution	(1,514)	(1,026)	—	—	—
NET INCOME (LOSS) ATTRIBUTABLE TO SUI	<u>5,744</u>	<u>(1,432)</u>	<u>(650)</u>	<u>1,663</u>	<u>5,377</u>
Acquisition related costs	1,042	2,862	847	423	164
Depreciation and amortization	25,442	26,779	22,365	21,318	20,115
Gain on disposition of assets, net	(1,513)	(1,813)	(1,427)	(1,101)	(796)
Preferred return to Series A-1 preferred OP units	573	585	586	579	579
Preferred return to Series A-3 preferred OP units	30	—	—	—	—
Amounts attributable to noncontrolling interests	410	(781)	(211)	237	437
FUNDS FROM OPERATIONS ("FFO") ⁽³⁾, EXCLUDING CERTAIN ITEMS	<u>31,728</u>	<u>26,200</u>	<u>21,510</u>	<u>23,119</u>	<u>25,876</u>
Acquisition related costs	(1,042)	(2,862)	(847)	(423)	(164)
FUNDS FROM OPERATIONS ("FFO") ⁽³⁾	<u>30,686</u>	<u>23,338</u>	<u>20,663</u>	<u>22,696</u>	<u>25,712</u>
Recurring capital expenditures	(1,664)	(2,887)	(2,712)	(2,301)	(1,314)
FUNDS AVAILABLE FOR DISTRIBUTION ("FAD") ⁽³⁾	<u>\$ 29,022</u>	<u>\$ 20,451</u>	<u>\$ 17,951</u>	<u>\$ 20,395</u>	<u>\$ 24,398</u>
FFO PER SHARE/UNIT EXCLUDING CERTAIN ITEMS - DILUTED ⁽³⁾					
	\$ 0.93	\$ 0.80	\$ 0.71	\$ 0.78	\$ 0.90
FFO PER SHARE/UNIT – DILUTED ⁽³⁾	<u>\$ 0.90</u>	<u>\$ 0.71</u>	<u>\$ 0.68</u>	<u>\$ 0.77</u>	<u>\$ 0.89</u>
PAYOUT RATIO	69.1%	98.0%	100.4%	88.2%	61.7%
WEIGHTED AVG. SHARES/UNITS - BASIC	<u>30,427</u>	<u>29,444</u>	<u>26,938</u>	<u>26,469</u>	<u>25,587</u>
Common OP units	2,069	2,070	2,070	2,071	2,072
Restricted stock	347	294	289	—	—
Common stock issuable upon conversion of Series A-1 preferred OP units	1,111	1,111	1,111	1,111	1,111
Common stock issuable upon conversion of Series A-3 preferred OP units	43	—	—	—	—
Common stock issuable upon conversion of stock options	15	15	18	16	18
WEIGHTED AVG. SHARES/UNITS - DILUTED	<u>34,012</u>	<u>32,934</u>	<u>30,426</u>	<u>29,667</u>	<u>28,788</u>

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

	Three Months Ended March 31,			
	2013	2012	Change	% Change
REVENUES:				
Income from real property	\$ 62,935	\$ 59,989	\$ 2,946	4.9 %
PROPERTY OPERATING EXPENSES:				
Payroll and benefits	4,998	4,675	323	6.9 %
Legal, taxes, & insurance	1,057	700	357	51.0 %
Utilities	3,696	3,593	103	2.9 %
Supplies and repair	1,483	1,726	(243)	(14.1)%
Other	1,348	1,443	(95)	(6.6)%
Real estate taxes	4,957	4,855	102	2.1 %
Property operating expenses	17,539	16,992	547	3.2 %
NET OPERATING INCOME ("NOI")⁽³⁾	\$ 45,396	\$ 42,997	\$ 2,399	5.6 %

	As of March 31,		
	2013	2012	Change
OTHER INFORMATION			
Number of properties	159	159	—
Developed sites	55,233	54,699	534
Occupied sites ⁽⁴⁾	46,004	44,498	1,506
Occupancy % ^{(4) (5)}	88.0%	86.1%	1.9%
Weighted average monthly rent per site - MH	\$ 437	\$ 425	\$ 12
Weighted average monthly rent per site - Annual RV ⁽⁶⁾	\$ 418	\$ 405	\$ 13
Sites available for development	6,104	6,451	(347)

Rental Program Summary
(amounts in thousands except for *)

	Three Months Ended March 31,			
	2013	2012	Change	% Change
REVENUES:				
Rental home revenue	\$ 7,656	\$ 6,291	\$ 1,365	21.7 %
Site rent included in Income from real property	10,765	9,045	1,720	19.0 %
Rental program revenue	18,421	15,336	3,085	20.1 %
EXPENSES:				
Commissions	643	533	110	20.6 %
Repairs and refurbishment	1,777	1,846	(69)	(3.7)%
Taxes and insurance	1,088	805	283	35.2 %
Marketing and other	784	640	144	22.5 %
Rental program operating and maintenance	4,292	3,824	468	12.2 %
NET OPERATING INCOME ("NOI") ⁽³⁾	\$ 14,129	\$ 11,512	\$ 2,617	22.7 %
Occupied rental home information as of December 31, 2012 and 2011:				
Number of occupied rentals, end of period*	8,584	7,349	1,235	16.8 %
Investment in occupied rental homes	\$306,211	\$249,818	\$ 56,393	22.6 %
Number of sold rental homes*	236	218	18	8.3 %
Weighted average monthly rental rate*	\$ 793	\$ 764	\$ 29	3.8 %

Acquisition Summary - Properties Acquired in 2012 and 2013
(amounts in thousands except for statistical data)

	Three Months Ended March 31, 2013
REVENUES:	
Income from real property	\$ 12,122
Revenue from home sales	1,056
Rental home revenue	192
Ancillary revenues, net	417
Total revenues	<u>13,787</u>
COSTS AND EXPENSES:	
Property operating and maintenance	3,355
Real estate taxes	800
Cost of home sales	890
Rental home operating and maintenance	68
Total expenses	<u>5,113</u>
NET OPERATING INCOME ("NOI") ⁽³⁾	<u>\$ 8,674</u>
Home sales volume :	
Pre-owned Homes	34
	As of March 31, 2013
Other information:	
Number of properties	24
Developed sites	12,198
Occupied sites ⁽⁴⁾	7,383
Occupancy % ⁽⁴⁾	94.4%
Weighted average monthly rent per site ⁽⁷⁾	\$ 415
Occupied rental home information :	
Number of occupied rentals, end of period	166
Investment in occupied rental homes (<i>in thousands</i>)	\$ 5,903
Weighted average monthly rental rate	\$ 873

Property Summary
(includes MH and Annual RV's)

COMMUNITIES	Quarter Ended				
	3/31/2013	12/31/2012	9/30/2012	6/30/2012	3/31/2012
MICHIGAN ⁽⁴⁾					
Communities	73	73	67	66	66
Sites for development	2,166	2,166	1,799	1,799	1,799
Developed sites	24,189	24,096	20,503	19,745	19,745
Occupied	20,908	20,471	17,199	16,437	16,177
Occupancy %	86.4%	85.0%	83.9%	83.2%	81.9%
FLORIDA ⁽⁴⁾					
Communities	27	27	26	26	26
Sites for development	187	187	206	206	206
Developed sites	9,852	9,452	9,350	9,350	9,358
Occupied	9,794	9,385	9,218	9,240	9,251
Occupancy %	99.4%	99.3%	98.6%	98.8%	98.9%
INDIANA					
Communities	18	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	4,582	4,472	4,499	4,476	4,445
Occupancy %	69.3%	67.6%	68.0%	67.7%	67.2%
TEXAS ⁽⁴⁾					
Communities	18	18	18	17	17
Sites for development	2,586	2,586	2,680	2,914	2,914
Developed sites	5,463	5,252	5,135	4,904	4,905
Occupied	5,158	4,943	4,874	4,806	4,742
Occupancy %	94.4%	94.1%	94.9%	98.0%	96.7%
OHIO ⁽⁴⁾					
Communities	12	11	11	11	11
Sites for development	135	135	135	135	135
Developed sites	3,452	3,132	3,132	3,132	3,132
Occupied	3,095	2,747	2,752	2,753	2,737
Occupancy %	89.7%	87.7%	87.9%	87.9%	87.4%
COLORADO					
Communities	4	4	4	4	4
Sites for development	464	464	464	464	464
Developed sites	1,423	1,423	1,423	1,423	1,423
Occupied	1,405	1,395	1,378	1,372	1,357
Occupancy %	98.7%	98.0%	96.8%	96.4%	95.4%
OTHER STATES ⁽⁴⁾					
Communities	31	22	20	20	20
Sites for development	909	909	359	359	359
Developed sites	9,252	7,766	6,809	6,809	6,816
Occupied	8,445	6,999	6,038	6,017	5,982
Occupancy %	91.3%	90.1%	88.7%	88.4%	87.8%

Property Summary
(includes MH and Annual RV's)

COMMUNITIES	Quarter Ended				
	3/31/2013	12/31/2012	9/30/2012	6/30/2012	3/31/2012
TOTAL - PORTFOLIO ⁽⁴⁾					
Communities	183	173	164	162	162
Sites for development	6,969	6,969	6,165	6,399	6,399
Developed sites	60,247	57,737	52,968	51,979	51,995
Occupied	53,387	50,412	45,958	45,101	44,691
Occupancy %	88.6%	87.3%	86.8%	86.8%	86.0%
TRANSIENT RV PORTFOLIO SUMMARY					
States					
Florida	3,111	3,547	3,144	3,122	3,116
Texas	677	793	791	528	525
Arizona	1,048	907	—	—	—
Connecticut	437	—	—	—	—
Ohio	325	—	—	—	—
New Jersey	438	—	—	—	—
Other States	1,148	713	288	292	285
Total transient RV sites	<u>7,184</u>	<u>5,960</u>	<u>4,223</u>	<u>3,942</u>	<u>3,926</u>

Capital Improvements, Development, and Acquisitions
(amounts in thousands except for *)

	Recurring Capital Expenditures Average/Site*	Recurring Capital Expenditures ⁽⁸⁾	Lot Modifications ⁽⁹⁾	Acquisitions ⁽¹⁰⁾	Expansion & Development ⁽¹¹⁾	Revenue Producing ⁽¹²⁾
2011	\$ 150	\$ 8,168	\$ 3,521	\$ 167,326	\$ 5,931	\$ 506
2012	\$ 145	\$ 9,214	\$ 5,812	\$ 292,695	\$ 13,424	\$ 427
YTD 2013	\$ 25	\$ 1,664	\$ 1,452	\$ 109,160	\$ 3,324	\$ 21

Operating Statistics for Manufactured Homes and Annual RV's

MARKETS	Resident Move-outs ⁽¹³⁾	Net Leased Sites ⁽¹⁴⁾	New Home Sales	Pre-owned Home Sales	Brokered Resales
Michigan	115	344	1	192	11
Florida	33	6	9	18	107
Indiana	40	110	.	60	8
Ohio	15	28	—	35	—
Texas	24	102	2	79	10
Colorado	3	10	1	13	2
Other states	19	21	1	55	32
YTD ended March 31, 2013	249	621	14	452	170

TOTAL FOR YEAR ENDED	Resident Move-outs ⁽¹³⁾	Net Leased Sites ⁽¹⁴⁾	New Home Sales	Pre-owned Home Sales	Brokered Re-sales
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
2003	1,437	(895)	257	283	626
2002	1,386	(158)	286	174	592
2001	1,212	171	438	327	584
2000	847	299	416	182	863

PERCENTAGE TRENDS	Resident Move-outs ⁽¹³⁾	Resident Re-sales
YTD 2013	2.0%	4.5%
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%
2003	4.0%	7.8%
2002	3.9%	7.5%
2001	3.4%	7.4%
2000	2.4%	8.6%

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 recreational vehicle sites, and excludes transient recreational vehicle sites.
- (5) Occupancy percentage excludes recently completed but vacant expansion sites.
- (6) Weighted average rent pertains to annual recreational vehicle sites and excludes transient recreational vehicle sites.
- (7) Weighted average rent pertains to manufactured housing and excludes annual recreational vehicle sites and transient recreational vehicle sites
- (8) 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.
- (9) 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.
- (10) 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.
- (11) Expansion and development costs consist primarily of construction costs and costs necessary to complete home site improvements.
- (12) 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.
- (13) Move outs listed for 2004-2013 exclude move outs by finance companies.
- (14) Net leased sites do not include sites acquired in that year.