# 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: November 13, 2013** (Date of earliest event reported)

#### SUN COMMUNITIES, INC.

(Exact name of registrant as specified in its charter)

Maryland	1-12616	38-2730780		
(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)		
27777 Franklin Rd.				
Suite 200				
Southfield, Michigan		48034		
(Address of Principal Executive Offices)		(Zip Code)		
	(248) 208-2500			
(Regist Check the appropriate box below if the Form 8-K filing is intended to	rant's telephone number, including area or simultaneously satisfy the filing obligati			
[] Written communications pursuant to Rule 425 under the Se	ecurities Act (17 CFR 230.425)			
[ ] Soliciting material pursuant to Rule 14a-12 under the Exch	nange Act (17 CFR 240.14a-12)			
[] Pre-commencement communications pursuant to Rule 14d	-2(b) under the Exchange Act (17 CFR 2	240.14d-2(b))		
[ ] Pre-commencement communications nursuant to Rule 13e.	-4(c) under the Eychange Act (17 CFR 2	40 13e-4(c))		

#### Item 7.01 Regulation FD Disclosure

Attached as Exhibit 99.1 to this report is an investor presentation of Sun Communities, Inc. that will be used at REIT World 2013: NAREIT's Annual Convention on Thursday, November 14, 2013. The presentation also will be posted on Sun Communities, Inc.'s website, www.suncommunities.com, on November 13, 2013.

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 Securities Exchange Act of 1934, as amended.

This report contains various "forward-looking statements" within the meaning of the United States Securities Act of 1934, 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 report 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," "intends," "intended," "goal," "estimate," "estimates," "expects," "expects," "expect," "expected," "project," "projected," "projections," "plans," "predicts," "potential," "seeks," "anticipates," "anticipates," "should," "could," "may," "will," "designed to," "foreseeable future," "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 report. 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, 2012, 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;
- 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;
- · difficulties in completing acquisitions;
- our failure to maintain effective internal control over financial reporting and disclosure controls and procedures;
- · increase 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;
- · 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.

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 in this report, whether as a result of new information, future events, changes in our expectations or otherwise. 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.

Exhibit No. Description

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: November 13, 2013 By: /s/ Karen J. Dearing

Karen J. Dearing, Executive Vice President, Chief Financial Officer, Secretary and Treasurer

#### EXHIBIT INDEX

Exhibit No. Description

99.1 Investor presentation









Community Photos from: Peters Pond - Sandwich, MA

### 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.

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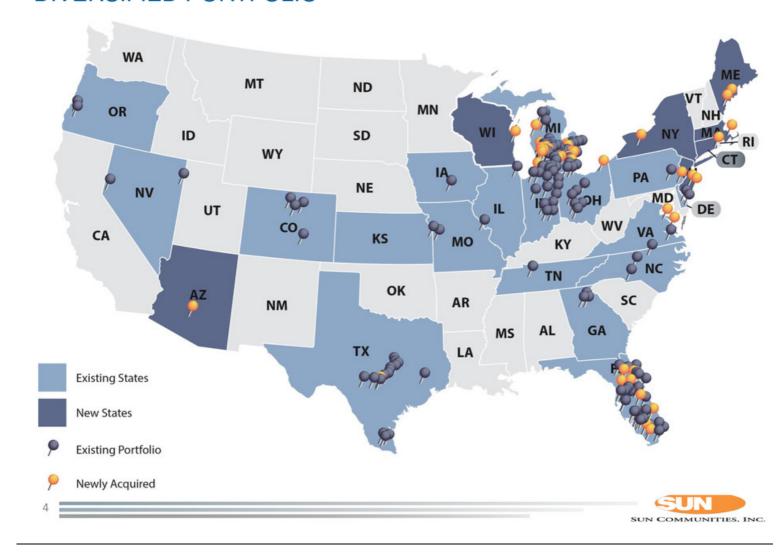


# SUN COMMUNITIES, INC. (NYSE:SUI)

- Owns, develops and manages manufactured housing ("MH") and recreational vehicle ("RV") sites
- Sells and leases new and used manufactured homes
- Sun Communities' portfolio includes 185 communities across 25 states
  - 160 MH communities:
    - 53,000 sites
    - 12 blended MH/RV communities
  - 25 RV only resorts:
    - 15,300 sites
      - Annuals 7,600
      - Transient 7,700
- Second largest publically traded REIT dedicated to the MH and RV sector



# **DIVERSIFIED PORTFOLIO**







Community Photos from: Grand Lake RV & Golf Resort - Citra, Fi

# AFFORDABILITY DRIVES MANUFACTURED HOUSING

Comparing all manufactured homes to the multifamily average, a manufactured home provides approximately 50% more space at approximately 40% less cost per square foot.

### **Manufactured Housing vs. Multi Family:**

#### Sun - Manufactured Homes

- Average rent ≈ \$795/month or \$0.54/square foot
- Average square footage ≈ 1,470 square feet

#### **Apartments**

- Average rent ≈ \$924/month or \$0.97/square foot\*
- Average square footage ≈ 900-1,000 square feet

Source: Apartment Guides & Rent.com data \*Represents average rent for a 2 bedroom apartment in market areas Sun operates in.

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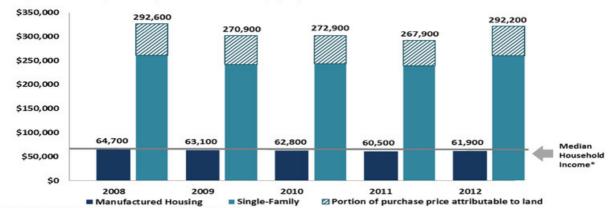
Community Photos from: Indian Creek Camping Resort - Geneva on the Lake, OH

### AFFORDABILITY DRIVES MANUFACTURED HOUSING

The median income in the 25 states Sun operates in is \$64.5K. Even with the significant drop in single family housing prices since 2008, the average single family home still costs over 4x the price of a MH unit.

#### Manufactured Housing vs. Single Family:

- · Average cost of Manufactured Housing ≈ \$61,900 or roughly 1 years income
- Average cost of Single Family ≈ \$292,200 or roughly 4 years 6 months income



\*2012 Average household income in the 25 state SUI operates in per US Census data.

Housing data from 2013 MHI Quick Facts







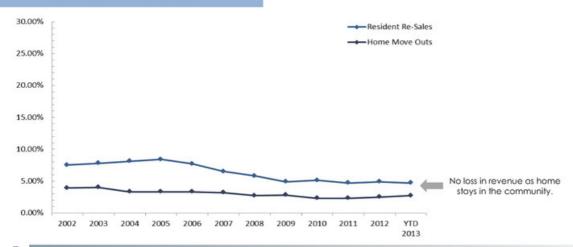
Community Photos from: Gold Coaster - Homestead, FL

# STABILITY OF REVENUE

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 13 years
- Average term of home in our communities is approximately 40 years

#### Move Outs and Re-Sales





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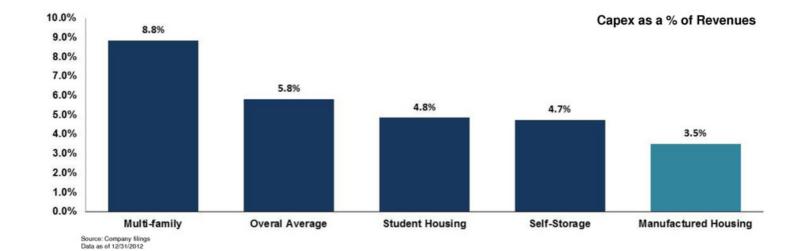




Community Photos from: North Lake Estates - Moore Haven, FL

# **CAPITAL EXPENDITURES**

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





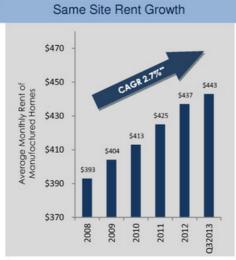




Community Photos from: Seaport RV Resort & Campground - Old Mystic, CT

# **RECESSION RESISTANT**

Same Site NOI Growth \$175 \$165 \$156.3 \$155 \$ in Millions \$145 \$135.2 \$135 \$130.2 \$131.1 \$125 \$115 2010 2009 2012 2011





- · 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

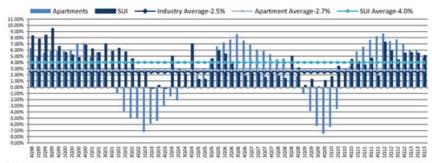


<sup>\* 2013</sup> is based on the midpoint of full year guidance of 5.6% - 5.9% year over year growth

\*\* Same Site Rent Growth and Occupancy CAGRs are based on 2008-2012 data

# SAME SITE NOI

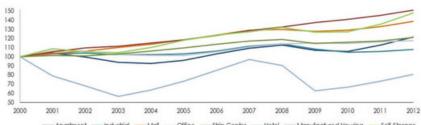
Sun's average same site NOI growth has exceeded the industry average by 1.4% over a 15 year period.



Source: Citi Investment research, August 2013. "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: Green Street Advisors, company filings.

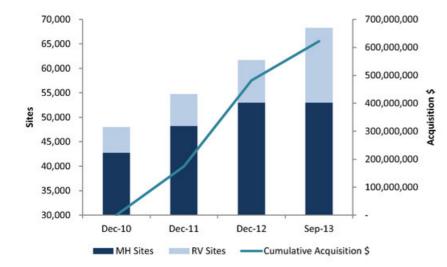




Community Photos from: Jellystone Park™ of Western New York - North Java, NY

### **GROWTH THROUGH ACQUISITIONS**

Since June 2011, Sun has completed over \$620 million of acquisitions, increasing the number of sites and communities by 42% and 36%, respectively, diversifying from both a business segment and geographic perspective.



### Seeking opportunities with:

- · Potential to increase occupancy
- Below market rents
- Expansion capabilities
- Geographic diversification





### KENTLAND

Number of Communities: 18 Location: Michigan Sites: 5,430

Acquisition date: June 11 Purchase Price: \$139.3 Million

- Expect 40% growth in NOI in 2.5 years
- Increased occupancy from 82% to 96% since acquisition



### RUDGATE

Number of Communities: 6 | Location: Michigan Sites: 3,594

Acquisition date: Nov 12 Purchase Price: \$132.5 Million

- Estimated NOI growth of 15-20% within 2 years
- Increased occupancy from 90% to 95% since acquisition



#### Number of Communities: 10 Location: Northern Seaboard (NJ, VA, PA, MA, ME, WI) Sites: 3,581

Acquisition date: Feb 13
Purchase Price: \$111.5 Million

### MORGAN

 \$10M of capital expenditures to reposition the properties

 High teen NOI growth expected in next 12 months



### PALM CREEK

Number of Communities: 1 Location: Casa Grande, AZ Sites: 1,910

Acquisition date: Dec 12 Purchase Price: \$88.0 Million

- Expected growth in NOI between 15-20% within 2 years
- Expansion sites 515 MH or 990 RV











Big Timber Lake - Cape May Court House, NJ









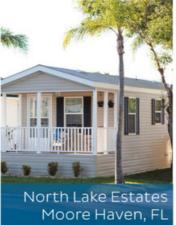


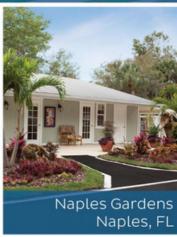
Three Lakes - Hudson, FL









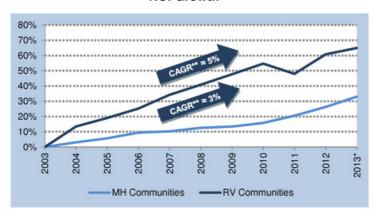




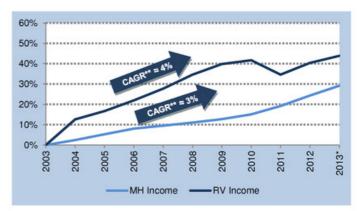
# GROWTH THROUGH ACQUISITION OF RV COMMUNITIES

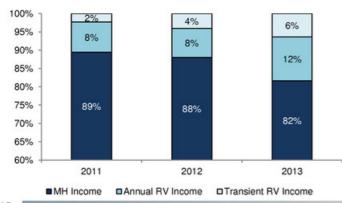
Sun's RV communities have exhibited stronger growth than its MH communities over a 10 year period on both the top and bottom lines.

#### **NOI Growth**



#### Income Growth





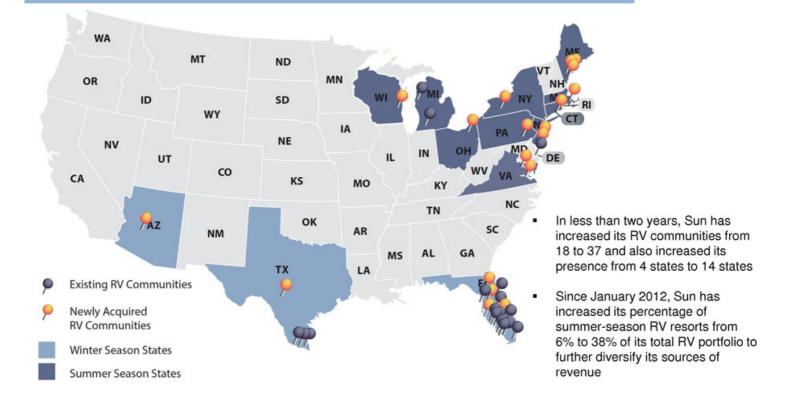
RV income is expected to be ≈ 18% of total income from property for 2013, up from 12% in 2012

"Year-end 2013 is projected from actuals through 9/30/13.
"10-Year CAGRs are calculated for properties owned since 1/1/2003.



### **DIVERSIFIED RV PORTFOLIO**

Through recent acquisitions of northern RV resorts, Sun has achieved a more consistent stream of transient RV revenue over the calendar year.







#### Community Photos from: Palm Creek - Casa Grande, AZ

### **RV INDUSTRY**

RV travel is 23% to 59% less expensive than other vacation types. At current fuel prices the cost of fuel would have to more than <u>quadruple</u> for a family of four, and more than <u>double</u> for an adult couple for an RV vacation to lose economic advantage over other forms of travel.

- The average age of an RV owner is 48 years old with a median income of \$62K
  - RV owners travel an average of 4,500 miles annually
  - Average trip duration is 28 to 35 days
- Retiring baby boomers
  - RV ownership rates grew to 9.3% in the 55+ age group
  - From 2008-2013 the number adults age 50+ has increased at 2.2% annualized and is expected to exceed this pace over the next 5 years
  - Expected to be wealthier and live longer than other generations giving them time and funds to positively contribute to the industry for years to come
- Middle aged families with children under 18 in the household
  - RV ownership rates grew to 11.2% in the 35-54 age group
  - Steady increases in population for this group are expected through 2060 with 4% projected growth through 2020

Sources: IBISWorld, RVIA, & US Census Bureau. \*Ownership rates are as of year end 2011.

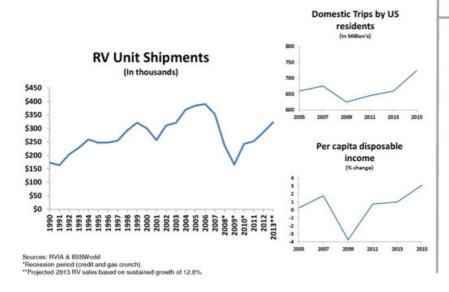






Community Photos from: Lake in Wood - Lancaster, PA

# **RV INDUSTRY: GROWTH CONTRIBUTORS**



### **High Demand**

- Shipments are expected to reach a 6 year high in 2013
- 13,000 RV parks in the U.S for 8.9 million RV's
- Growth in disposable income positively affects the industry
- Through 2018 domestic travel is forecast to increase at an average rate of 3.2% per year
- Through 2018 inbound travel is forecast to increase at 3.7% per year





Community Photos from: Woodlake Trails - San Antonio, TX

# **GROWTH THROUGH EXPANSION OPPORTUNITIES**

- Inventory of over 6,700 zoned and entitled sites available for expansion at 35 communities
- Expanding in communities with strong demand evidenced by occupancy of ~95%
- Expansion lease-up is driven by sales, rental and relocation programs
- Over 1,200 sites to be completed Q3 2013-Q4 2014
- 3,600 sites planned for development in the next 5 years







Community Photos from: Wild Acres - Old Orchard Beach, ME

### STRATEGIC BALANCE SHEET MANAGEMENT

Financial flexibility has positioned Sun to de-lever substantially while expanding via acquisitions.

#### DEBT-Since 2011:

- Refinanced \$122.7 million of debt to 2021
- Extended FNMA secured debt of \$365.6 million from 2014 to 2023

#### **EQUITY**

- Raised over \$550.0 million of common equity, primarily through three successful follow-on offerings in January and September 2012 and March 2013
- Accessed the preferred market via an inaugural \$85.0 million offering preferred stock in November 2012

#### LINE OF CREDIT

- Closed \$350.0 million Senior secured credit facility on May 15, 2013
  - \$250 million expansion capability
  - Reduced spread to LIBOR + 1.65%\* from LIBOR + 2.25%
  - Reduced unused fees by 5 bps

\*Margin is based on the company's current leverage ratio

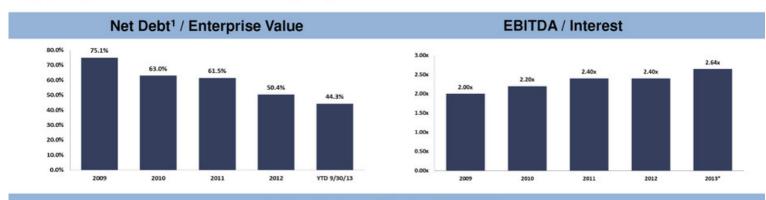




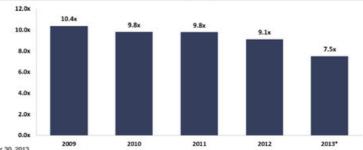


Community Photos from: Blazing Star - San Antonio, TX

# CONSERVATIVE BALANCE SHEET



### Debt + Preferred Equity / EBITDA\*



(1) Including preferred OP units
"Calculated based on trailing 12 months ended September 30, 2013

SUN COMMUNITIES, INC.





Community Photos from: Westward Ho RV Resort & Campground - Glenbeulah, WI

### INSULATION FROM RISING INTEREST RATES

#### Sun's Business Model is insulated from rising interest rates.

- Interest rates have risen recently, but remain low relative to historical levels
- Sun's debt is mostly fixed rate (85%) with limited exposure to floating rate debt (15%).
- Sun is proactively refinancing existing debt prior to maturities
- Sun's strong growth profile and ability to decrease leverage helps mitigate rising interest rates
- Ability to access improving CMBS and other financing markets





### EXPERIENCED AND PROVEN LEADERSHIP TEAM

Key executives have a combined 80 years experience in the industry and over 65 years at the company. Senior Management team has a combined 72 years at the company.

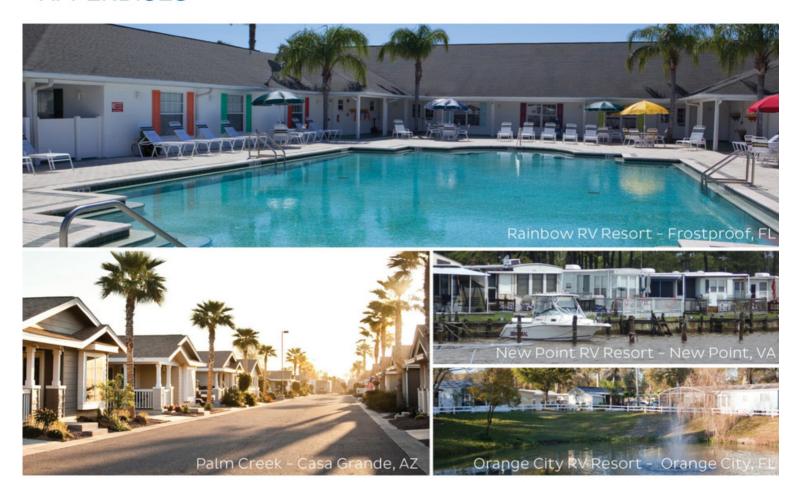
Gary A. Shiffman - Chairman and Chief Executive Officer
Karen J. Dearing - Chief Financial Officer
John B. McLaren - Chief Operating Officer
Jonathan M. Colman - Executive Vice President of Acquisitions

#### Provided the vision and leadership to generate consistent profitability through all cycles.

- · Developed home rental, underwriting and financing programs driving growth
- Great Recession 2008: Minimal loss of occupancy, maintained dividend, avoided sale of stock at extremely dilutive levels
- Recruited a deep bench
- Assimilated community growth of 36% (49 communities) over the last 27 months
- · Achieved unmatched performance metrics in occupancy growth, home rentals and home sales
- · Reduced leverage, extended debt maturities, and maintained financial flexibility during period of growth



# **APPENDICES**



SUN SUN COMMUNITIES, INC.

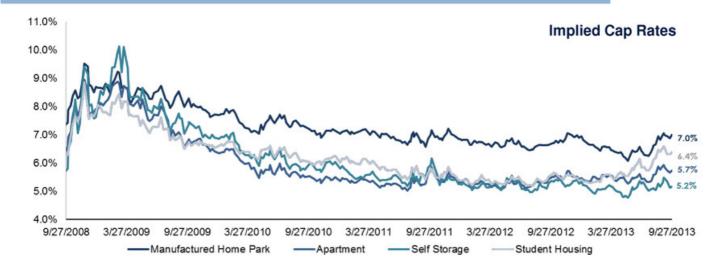




Community Photos from: Buttonwood Bay - Sebring, FL

# PERFORMANCE VS. CONSUMER REIT PEERS

The manufactured housing REITs have largely been ignored by investors in the past decade and are all at relatively large spreads to similar consumer-sensitive REITs



Source: Green Street Advisor



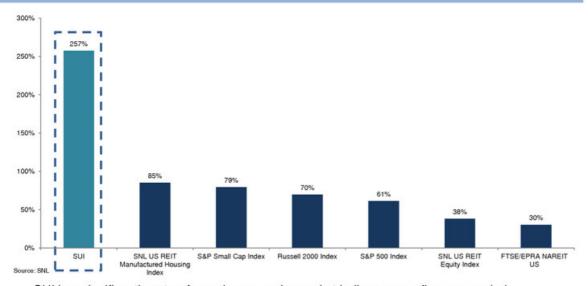




Community Photos from: Gwynn's Island RV Resort - Gwynn, VA

# PERFORMANCE VS. INDICES

#### 5-year Total Returns by Index as of 9/30/2013



- SUI has significantly outperformed many major market indices over a five year period



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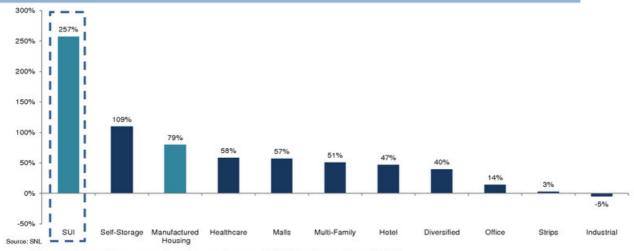




Community Photos from: Indian Creek - Fort Myers Beach, FL

# PERFORMANCE VS. REIT SECTORS

#### 5-year Total Returns by REIT Sector as of 9/30/2013



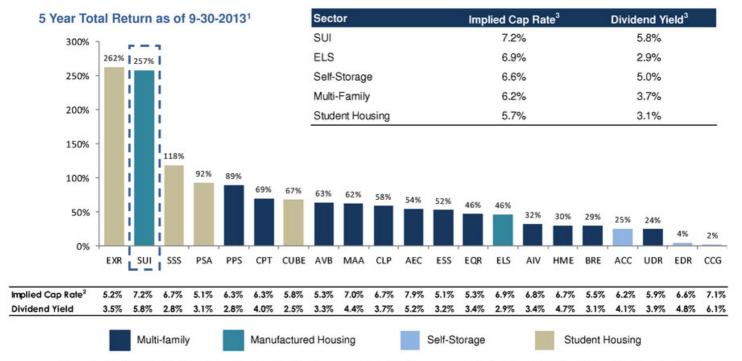
- Manufactured homes outperformed many REIT sectors since 2008
- Manufactured housing REITs have offered one of the most attractive historical returns among all REIT sectors

SUN SUN COMMUNITIES, INC.

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### PERFORMANCE VS. CONSUMER DRIVEN REITS

Sun has one of the highest 5-year total return of any company in the consumer-driven REIT space.



Even following its stock out-performance, Sun's current implied cap rate and dividend yield reflect a highly attractive valuation level

(1) SNL

(2) Green Street Advisors except SSS, sourced from SNL (3) Arithmetic, not on a market cap weighted basis

