SUN

SUN COMMUNITIES, INC.

Supplemental Operating & Financial Data

FOURTH QUARTER 2012

Portfolio Overview
(as of December 31, 2012)

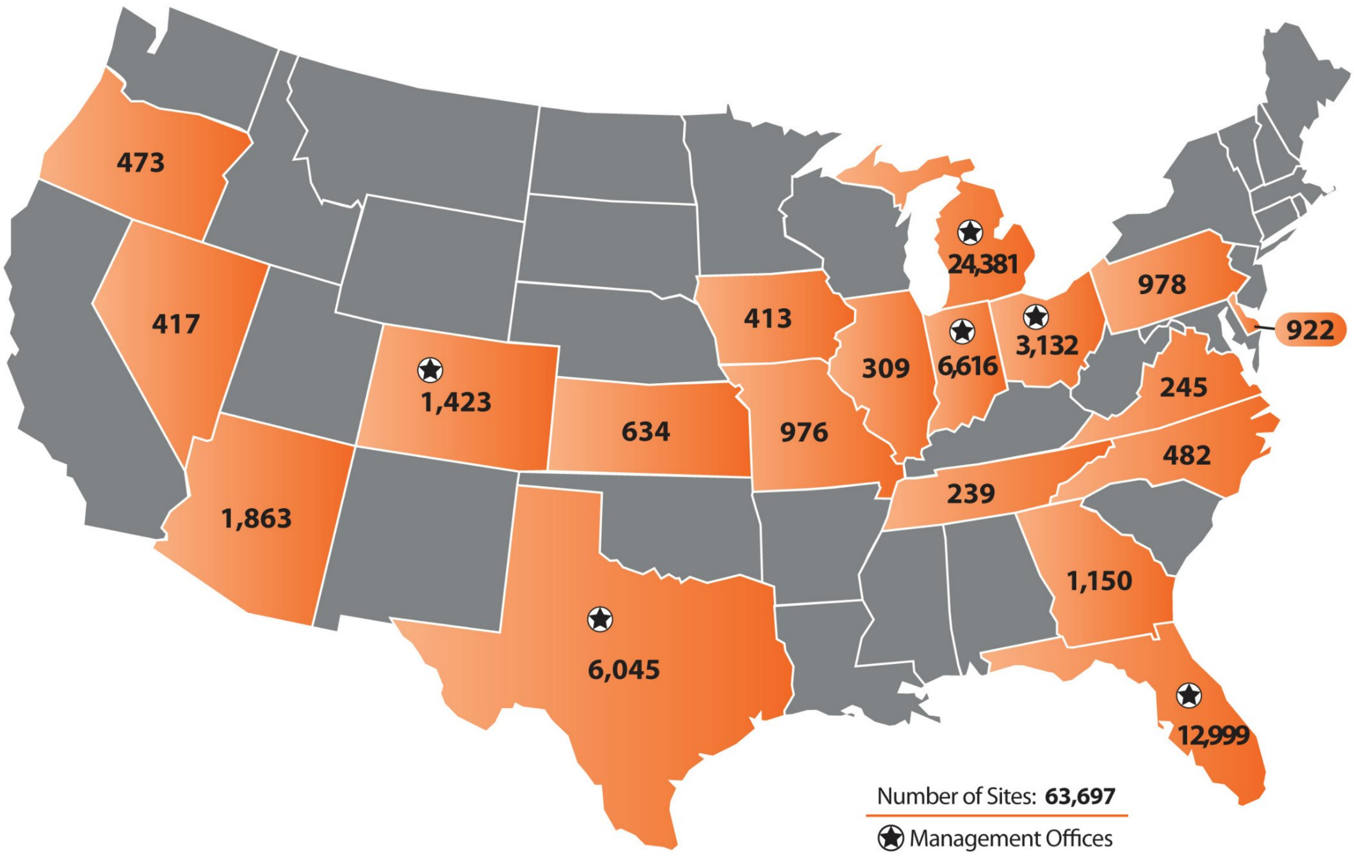

Table of Contents

Investor Information

REASEARCH COVERAGE

Bank of America Merrill Lynch	Jana Galan (646) 855-3081 jana.galan@baml.com
BMO Capital Markets	Paul Adornato (212) 885-4170 paul.adornato@bmo.com
Green Street Advisors	Andy McCulloch (949) 640-8780 amcculloch@greenstreetadvisors.com
Sidoti & Company, LLC	Jeffrey Lau (212) 453-7029 jlau@sidoti.com
Wells Fargo	Todd Stender (212) 214-8067 todd.stender@wachovia.com

INQUIRIES

Sun Communities welcomes questions or comments from stockholders, analysts, investment managers, media, or any prospective investor. Please address all inquiries to our investor relations department.

At Our Website	www.suncommunities.com
By Phone	(248) 208-2500
By Facsimile	(248) 208-2645
By Mail	Sun Communities, Inc. Investor Relations 27777 Franklin Road, Ste. 200 Southfield, MI 48034

Balance Sheets
(amounts in thousands)

	Quarter Ended				
	12/31/2012	9/30/2012	6/30/2012	3/31/2012	12/31/2011
ASSETS:					
Real Estate					
Land	$ 182,682	$ 156,361	$ 153,397	$ 153,412	$ 140,230
Land improvements and buildings	1,608,825	1,406,738	1,364,660	1,358,006	1,342,325
Rental homes and improvements	305,838	287,985	276,991	263,549	246,245
Furniture, fixtures and equipment	54,354	43,768	42,394	41,826	41,172
Land held for future development	25,606	24,727	25,606	25,606	24,633
Gross investment property	2,177,305	1,919,579	1,863,048	1,842,399	1,794,605
Accumulated depreciation	(659,169)	(641,452)	(626,711)	(613,191)	(597,999)
Net investment property	1,518,136	1,278,127	1,236,337	1,229,208	1,196,606
Cash and cash equivalents	29,508	38,724	4,499	15,975	5,857
Notes and other receivables	45,233	37,640	35,369	29,834	33,708
Collateralized receivables, net [1]	93,834	90,538	86,539	83,098	81,176
Inventory of manufactured homes	7,527	5,672	4,396	5,750	5,832
Other assets	59,879	50,525	45,179	44,151	44,795
Total assets	$1,754,117	$1,501,226	$1,412,319	$1,408,016	$1,367,974
LIABILITIES AND STOCKHOLDERS' EQUITY (DEFICIT):					
Liabilities					
Lines of credit	$ 29,781	$ 2,988	$ 24,631	$ 5,984	$ 129,034
Secured borrowing [1]	94,409	91,069	87,069	83,611	81,682
Mortgage loans payable	1,281,989	1,129,781	1,151,265	1,155,138	1,137,687
Preferred operating units	47,322	47,822	47,822	48,822	48,822
Other liabilities	87,626	76,749	71,673	69,085	71,404
Total liabilities	1,541,127	1,348,409	1,382,460	1,362,640	1,468,629
Stockholders' Equity (Deficit)					
Preferred stock	34	—	—	—	—
Common stock	316	315	283	283	236
Additional paid-in capital	940,202	857,809	714,052	713,854	555,981
Accumulated other comprehensive loss	(696)	(696)	(735)	(1,041)	(1,273)
Distributions in excess of accumulated earnings	(683,734)	(663,579)	(644,220)	(629,230)	(617,953)
Treasury stock at cost	(63,600)	(63,600)	(63,600)	(63,600)	(63,600)
Total SUI stockholders' equity (deficit)	192,522	130,249	5,780	20,266	(126,609)
Noncontrolling interests:					
Series A-1 preferred OP units	45,548	45,548	45,548	45,548	45,548
Common OP units	(24,572)	(22,980)	(21,469)	(20,438)	(19,594)
Consolidated variable interest entities	(508)	—	—	—	—
Total noncontrolling interest	20,468	22,568	24,079	25,110	25,954
Total stockholders' equity (deficit)	212,990	152,817	29,859	45,376	(100,655)
Total liabilities & stockholders' equity (deficit)	$1,754,117	$1,501,226	$1,412,319	$1,408,016	$1,367,974
Series A-1 preferred OP Units outstanding, if converted	1,111	1,111	1,111	1,111	1111
Common OP Units outstanding, if converted	2,069	2,070	2,070	2,072	2,072
Number of common shares outstanding	29,755	29,734	26,471	26,467	21,810

Debt Analysis
(amounts in thousands)

	Quarter Ended				
	12/31/2012	9/30/2012	6/30/2012	3/31/2012	12/31/2011
DEBT OUTSTANDING					
Lines of credit	$ 29,781	$ 2,988	$ 24,631	$ 5,984	$ 129,034
Mortgage loans payable	1,281,989	1,129,781	1,151,265	1,155,138	1,137,687
Aspen & Series B-3 preferred operating units	47,322	47,822	47,822	48,822	48,822
Secured borrowing [1]	94,409	91,069	87,069	83,611	81,682
Total debt	1,453,501	1,271,660	1,310,787	1,293,555	1,397,225
% FIXED/FLOATING					
Fixed	84.7%	84.1%	81.5%	82.7%	76.9%
Floating	15.3%	15.9%	18.5%	17.3%	23.1%
Total	100.00%	100.00%	100.00%	100.00%	100.00%
WEIGHTED AVERAGE INTEREST RATES					
Lines of credit	5.74%	7.00%	3.90%	7.00%	3.84%
Mortgage loans payable	4.69%	4.77%	4.81%	4.81%	4.67%
Aspen & Series B-3 preferred operating units	6.89%	6.89%	6.89%	6.89%	6.89%
Average before Secured borrowing	4.79%	4.86%	4.87%	4.91%	4.67%
Secured borrowing [1]	10.98%	11.09%	11.12%	11.17%	11.20%
Total average	5.19%	5.31%	5.29%	5.31%	5.06%
DEBT RATIOS					
Debt/Total Capitalization	53.4%	47.5%	50.9%	51.1%	61.6%
Debt/Gross Assets	60.2%	59.3%	64.3%	64.0%	71.1%
COVERAGE RATIOS					
EBITDA/ Interest [2]	2.8	2.6	2.5	2.7	2.4
EBITDA/ Interest + Pref. Distributions [2]	2.5	2.4	2.4	2.5	2.3

MATURITIES/PRINCIPAL AMORTIZATION NEXT FIVE YEARS	2013	2014	2015	2016	2017
Lines of credit	$ 29,781	$ —	$ —	$ —	$ —
Mortgage loans payable:					
Maturities	45,827	185,809	3,834	306,585	54,949
Principal amortization	19,593	19,986	19,732	18,312	14,719
Series B-3 preferred operating units	7,315	4,225	—	—	—
Secured borrowing [1]	4,123	4,528	5,016	5,557	6,062
Total	$ 106,639	$ 214,548	$ 28,582	$ 330,454	$ 75,730

Statements of Operations
(amounts in thousands except for per share data)

	Quarter Ended				
	12/31/2012	9/30/2012	6/30/2012	3/31/2012	12/31/2011
REVENUES:					
Income from real property	$ 66,943	$ 63,015	$ 61,507	$ 64,296	$ 59,262
Revenue from home sales	13,634	10,461	11,439	9,613	7,756
Rental home revenue	7,075	6,712	6,511	6,291	5,883
Other income	3,983	3,536	4,822	3,678	4,035
Total revenues	91,635	83,724	84,279	83,878	76,936
EXPENSES:					
Property operating and maintenance	17,578	18,067	17,168	16,026	15,384
Real estate taxes	4,466	4,933	4,936	4,872	4,830
Cost of home sales	10,383	7,791	8,971	7,773	6,143
Rental home operating and maintenance	5,051	5,118	4,148	3,824	4,516
General and administrative	7,154	7,176	7,420	7,267	7,377
Acquisition related costs	2,862	847	423	164	450
Total expenses	47,494	43,932	43,066	39,926	38,700
EBITDA [(3)]	44,141	39,792	41,213	43,952	38,236
Interest	(17,215)	(17,066)	(16,781)	(16,797)	(17,349)
Interest on mandatorily redeemable debt	(822)	(825)	(833)	(841)	(844)
Depreciation and amortization	(26,647)	(22,092)	(21,067)	(19,868)	(20,645)
Asset impairment charge	—	—	—	—	(1,382)
Provision for state income tax	(59)	(84)	(53)	(53)	(128)
NET INCOME (LOSS)	(602)	(275)	2,479	6,393	(2,112)
Preferred return to Series A-1 preferred OP units	(585)	(586)	(579)	(579)	(586)
Amounts attributable to noncontrolling interests	781	211	(237)	(437)	475
Series A Preferred Stock Distribution	(1,026)	—	—	—	—
NET INCOME (LOSS) ATTRIBUTABLE TO SUI	(1,432)	(650)	1,663	5,377	(2,223)
Acquisition related costs	2,862	847	423	164	450
Asset impairment charge	—	—	—	—	1,382
Depreciation and amortization	26,779	22,365	21,318	20,115	20,903
Gain on disposition of assets, net	(1,813)	(1,427)	(1,101)	(796)	(488)
Preferred return to Series A-1 preferred OP units	585	586	579	579	586
Amounts attributable to noncontrolling interests	(781)	(211)	237	437	(475)
FUNDS FROM OPERATIONS ("FFO") [(3)], EXCLUDING CERTAIN ITEMS	26,200	21,510	23,119	25,876	20,135
Acquisition related costs	(2,862)	(847)	(423)	(164)	(450)
FUNDS FROM OPERATIONS ("FFO") [(3)]	23,338	20,663	22,696	25,712	19,685
Recurring capital expenditures	(2,887)	(2,712)	(2,301)	(1,314)	(2,780)
FUNDS AVAILABLE FOR DISTRIBUTION ("FAD") [(3)]	$ 20,451	$ 17,951	$ 20,395	$ 24,398	$ 16,905
FFO PER SHARE/UNIT EXCLUDING CERTAIN ITEMS - DILUTED [(3)]	$ 0.80	$ 0.71	$ 0.78	$ 0.90	$ 0.81
FFO PER SHARE/UNIT – DILUTED [(3)]	$ 0.71	$ 0.68	$ 0.77	$ 0.89	$ 0.79
PAYOUT RATIO	98.0%	100.4%	88.2%	61.7%	86.3%
WEIGHTED AVG. SHARES/UNITS - BASIC	**29,444**	**26,938**	**26,469**	**25,587**	**21,474**
Common OP units	2,070	2,070	2,071	2,072	2,072
Restricted stock	294	289	—	—	276
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 stock options	15	18	16	18	14
WEIGHTED AVG. SHARES/UNITS - DILUTED	**32,934**	**30,426**	**29,667**	**28,788**	**24,947**

Statement of Operations – Same Site

(amounts in thousands except for other information)

	Three Months Ended December 31,				Twelve Months Ended December 31,			
	2012	2011	Change	% Change	2012	2011	Change	% Change
REVENUES:								
Income from real property	$ 52,374	$ 50,249	$ 2,125	4.2 %	$ 207,849	$ 198,806	$ 9,043	4.5 %
PROPERTY OPERATING EXPENSES:								
Payroll and benefits	3,935	3,647	288	7.9 %	15,766	15,414	352	2.3 %
Legal, taxes, & insurance	717	766	(49)	(6.4)%	2,652	2,993	(341)	(11.4)%
Utilities	2,743	2,601	142	5.5 %	11,288	11,004	284	2.6 %
Supplies and repair	1,786	1,905	(119)	(6.2)%	8,428	8,163	265	3.2 %
Other	1,484	1,317	167	12.7 %	5,737	5,119	618	12.1 %
Real estate taxes	4,034	3,999	35	0.9 %	16,157	16,055	102	0.6 %
Property operating expenses	14,699	14,235	464	3.3 %	60,028	58,748	1,280	2.2 %
NET OPERATING INCOME ("NOI")[3]	$ 37,675	$ 36,014	$ 1,661	4.6 %	$ 147,821	$ 140,058	$ 7,763	5.5 %

	As of December 31,		
	2012	2011	Change
OTHER INFORMATION			
Number of properties	136	136	—
Developed sites	48,222	47,850	372
Occupied sites [4]	39,860	39,230	630
Occupancy % [4] [5]	86.7%	85.8%	0.9%
Weighted average monthly rent per site - MH [6]	$ 437	$ 425	$ 12
Weighted average monthly rent per site - Permanent RV [6]	$ 453	$ 431	$ 22
Sites available for development	4,908	5,247	(339)

Rental Program Summary

(amounts in thousands except for *)

	Three Months Ended December 31,				Twelve Months Ended December 31,			
	2012	2011	Change	% Change	2012	2011	Change	% Change
REVENUES:								
Rental home revenue	$ 7,075	$ 5,883	$ 1,192	20.3%	$ 26,589	$ 22,290	$ 4,299	19.3%
Site rent included in Income from real property	10,272	8,490	1,782	21.0%	38,636	31,897	6,739	21.1%
Rental program revenue	17,347	14,373	2,974	20.7%	65,225	54,187	11,038	20.4%
EXPENSES:								
Commissions	560	479	81	16.9%	2,207	1,908	299	15.7%
Repairs and refurbishment	2,434	2,335	99	4.2%	9,002	8,080	922	11.4%
Taxes and insurance	958	794	164	20.7%	3,467	3,100	367	11.8%
Marketing and other	1,099	908	191	21.0%	3,465	3,108	357	11.5%
Rental program operating and maintenance	5,051	4,516	535	11.8%	18,141	16,196	1,945	12.0%
NET OPERATING INCOME ("NOI") (3)	$ 12,296	$ 9,857	$ 2,439	24.7%	$ 47,084	$ 37,991	$ 9,093	23.9%
Occupied rental home information as of December 31, 2012 and 2011:								
Number of occupied rentals, end of period*					8,110	7,047	1,063	15.1%
Investment in occupied rental homes					$ 287,261	$ 237,383	$ 49,878	21.0%
Number of sold rental homes*					953	789	164	20.8%
Weighted average monthly rental rate*					$ 782	$ 756	$ 26	3.4%

Acquisition Summary - Properties Acquired in 2011 and 2012
(amounts in thousands except for statistical data)

	Three Months Ended December 31, 2012	Twelve Months Ended December 31, 2012
REVENUES:		
Income from real property	$ 11,029	$ 34,134
Revenue from home sales	1,218	2,742
Rental home revenue	667	1,692
Total revenues	12,914	38,568
COSTS AND EXPENSES:		
Property operating and maintenance	3,374	11,191
Real estate taxes	432	3,050
Cost of home sales	1,013	2,194
Rental home operating and maintenance	275	682
Total expenses	5,094	17,117
NET OPERATING INCOME ("NOI") (3)	$ 7,820	$ 21,451
Home sales volume :		
Pre-owned Homes	28	89

	As of December 31, 2012
Other information:	
Number of properties	37
Developed sites	11,573
Occupied sites (6)	10,552
Occupancy % (6)	91.2%
Weighted average monthly rent per site (5)	$ 406
Occupied rental home information :	
Number of occupied rentals, end of period	650
Investment in occupied rental homes *(in thousands)*	$ 24,571
Number of sold rental homes	30
Weighted average monthly rental rate	$ 829

Property Summary

(includes MH and Perm RV's)

	Quarter Ended				
COMMUNITIES	**12/31/2012**	**9/30/2012**	**6/30/2012**	**3/31/2012**	**12/31/2011**
MICHIGAN (6)					
Communities	73	67	66	66	66
Sites for development	2,166	1,799	1,799	1,799	1,799
Developed sites	24,096	20,503	19,745	19,745	19,743
Occupied	20,471	17,199	16,437	16,177	15,980
Occupancy %	85.0%	83.9%	83.2%	81.9%	80.9%
FLORIDA (6)					
Communities	27	26	26	26	23
Sites for development	187	206	206	206	206
Developed sites	9,452	9,350	9,350	9,358	9,165
Occupied	9,385	9,218	9,240	9,251	9,055
Occupancy %	99.3%	98.6%	98.8%	98.9%	98.8%
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	4,472	4,499	4,476	4,445	4,437
Occupancy %	67.6%	68.0%	67.7%	67.2%	67.1%
TEXAS (6)					
Communities	18	18	17	17	17
Sites for development	2,586	2,680	2,914	2,914	2,906
Developed sites	5,252	5,135	4,904	4,905	4,909
Occupied	4,943	4,874	4,806	4,742	4,692
Occupancy %	94.1%	94.9%	98.0%	96.7%	95.6%
OHIO					
Communities	11	11	11	11	11
Sites for development	135	135	135	135	135
Developed sites	3,132	3,132	3,132	3,132	3,132
Occupied	2,747	2,752	2,753	2,737	2,721
Occupancy %	87.7%	87.9%	87.9%	87.4%	86.9%
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	1,395	1,378	1,372	1,357	1,336
Occupancy %	98.0%	96.8%	96.4%	95.4%	93.9%
OTHER STATES (6)					
Communities	22	20	20	20	20
Sites for development	909	359	359	359	359
Developed sites	7,766	6,809	6,809	6,816	6,814
Occupied	6,999	6,038	6,017	5,982	5,983
Occupancy %	90.1%	88.7%	88.4%	87.8%	87.8%

Property Summary
(includes MH and Perm RV's)

COMMUNITIES	Quarter Ended 12/31/2012	9/30/2012	6/30/2012	3/31/2012	12/31/2011
TOTAL - PORTFOLIO					
Communities	173	164	162	162	159
Sites for development	6,969	6,165	6,399	6,399	6,391
Developed sites	57,737	52,968	51,979	51,995	51,802
Occupied	50,412	45,958	45,101	44,691	44,204
Occupancy %	87.3%	86.8%	86.8%	86.0%	85.3%
TRANSIENT RV PORTFOLIO SUMMARY					
States					
Florida	3,547	3,144	3,122	3,116	2,195
Michigan	285	284	285	285	286
Texas	793	791	528	525	527
Delaware	3	4	7	—	1
Pennsylvania	425	—	—	—	—
Arizona	907	—	—	—	—
Total transient RV sites	5,960	4,223	3,942	3,926	3,009

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)
2010	$ 142	$ 6,792	$ 2,173	$ —	$ 3,462	$ 800
2011	$ 150	$ 8,168	$ 3,521	$ 167,326	$ 5,931	$ 506
2012	$ 145	$ 9,214	$ 5,812	$ 292,695	$ 13,424	$ 427

Operating Statistics for Manufactured Homes and Permanent RV's

MARKETS	Resident Move-outs (12)	Net Leased Sites (13)	New Home Sales	Pre-owned Home Sales	Brokered Resales
Michigan	479	661	4	633	64
Florida	85	(26)	58	88	254
Indiana	233	35	1	227	19
Ohio	82	26	1	103	1
Texas	89	251	5	335	31
Colorado	22	59	3	110	7
Other states	136	63	4	170	41
YTD ended December 31, 2012	1,126	1,069	76	1,666	417

TOTAL FOR YEAR ENDED	Resident Move-outs (12)	Net Leased Sites	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 (12)	Resident Re-sales
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 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 permanent recreational vehicle sites, and excludes transient recreational vehicle sites. Occupancy percentage excludes recently completed but vacant expansion sites.

(5) Occupancy percentage excludes recently completed but vacant expansion sites.

(6) Weighted average rent pertains to manufactured housing and excludes permanent recreational vehicle sites and 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 repairs, 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) Move outs listed for 2004-2012 exclude move outs by finance companies.

(13) Net leased sites do not include sites acquired in that year.