

September 2018

UMH PROPERTIES, INC.

Forward Looking Statements

Statements contained in this presentation that are not historical facts are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended. Also, when we use any of the words "anticipate," "assume," "believe," "estimate," "expect," "intend," or similar expressions, we are making forward-looking statements. These forward-looking statements are not guarantees and are based on our current intentions and current expectations and assumptions. These statements, intentions, expectations and assumptions involve risks and uncertainties, some of which are beyond our control that could cause actual results or events to differ materially from those we anticipate or project, such as: changes in real estate market conditions and general economic conditions; the inherent risks associated with owning real estate, including local real estate market conditions, governing laws and regulations and illiquidity of real estate investments; our ability to repay debt financing obligations; our ability to refinance amounts outstanding under our credit facilities at maturity on terms favorable to us; the loss of any member of our management team; our ability to comply with certain debt covenants; our ability to integrate acquired properties and operations into existing operations; continued availability of debt or equity capital; market conditions affecting our equity capital; changes in interest rates under our current credit facilities and under any additional variable rate debt arrangements that we may enter into in the future; our ability to implement successfully our selective acquisition strategy; our ability to maintain internal controls and procedures to ensure all transactions are accounted for properly, all relevant disclosures and filings are timely made in accordance with all rules and regulations and any potential fraud or embezzlement is thwarted or detected; changes in federal or state tax rules or regulations and any

You should not place undue reliance on these forward-looking statements, as events described or implied in such statements may not occur. We undertake no obligation to update or revise any forward-looking statements as a result of new information, future events or otherwise.

Recipients are strongly advised to read the Company's filings with the Securities and Exchange Commission because they contain important information.











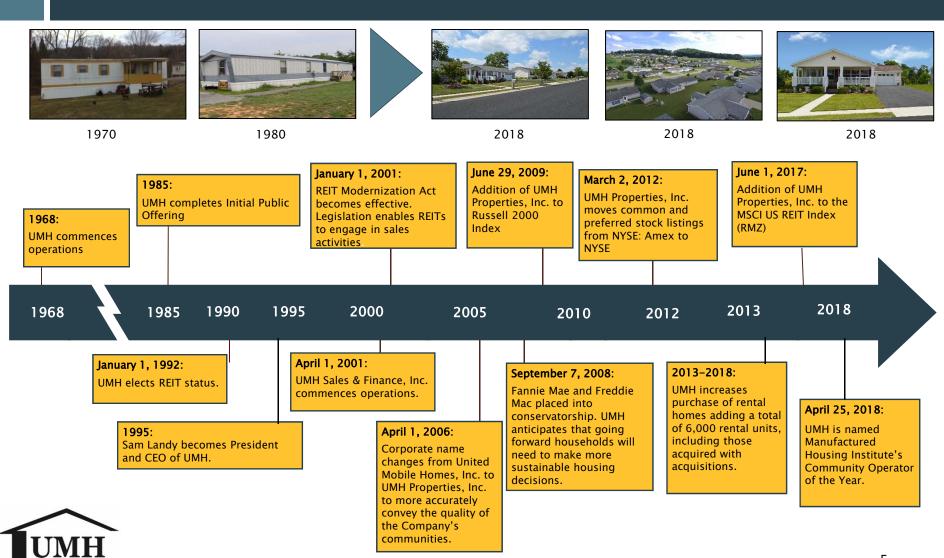


Company Overview

- UMH Properties, Inc. ("UMH" or "the Company") is a publicly owned Real Estate Investment Trust ("REIT"). The Company commenced operations in 1968 and has been operating as a public company since 1985.
- Owner and operator of manufactured home communities leasing manufactured home sites to private residential homeowners.
- Portfolio consists of 115 manufactured home communities containing approximately 20,700 developed sites located in New Jersey, New York, Ohio, Pennsylvania, Tennessee, Indiana, Michigan and Maryland.
- UMH rents homes to residents and currently has approximately 6,000 rental units. UMH anticipates adding 800 new rental homes per year with an investment of \$35.0mm in rental homes which will yield \$7mm in gross revenue annually.
- With 6,200 acres in existing communities, UMH benefits from having 3,200 acres in the Marcellus and Utica Shale Regions.
- The Company also sells homes to qualified residents through its wholly-owned taxable REIT subsidiary (UMH Sales and Finance, Inc.). The Company has sold approximately 3,750 homes since 1995.
- In addition, the Company has \$138.1 mm of marketable securities and \$26.6 mm of loan receivables in its asset portfolio as of June 30, 2018.
- Manufactured home communities provide high profit margins, recession resistant qualities and stable income streams. Additionally, the high-barrier to entry nature of manufactured home communities enhance the potential for long-term appreciation in value.

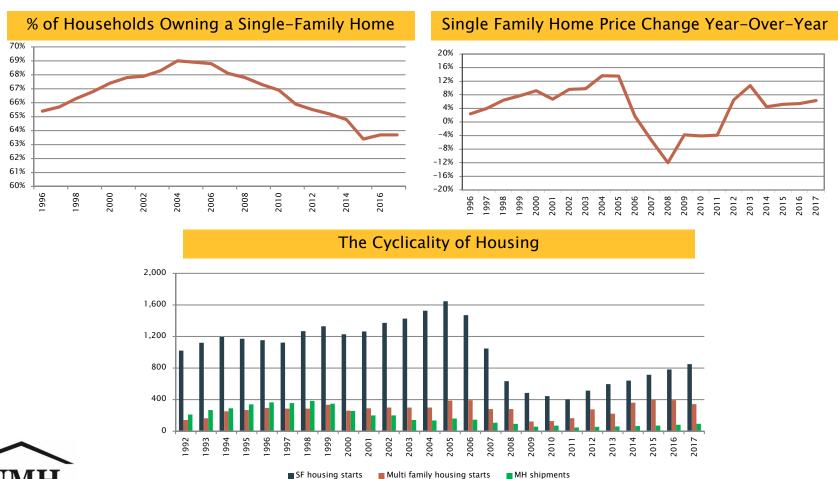


Extensive Operating History



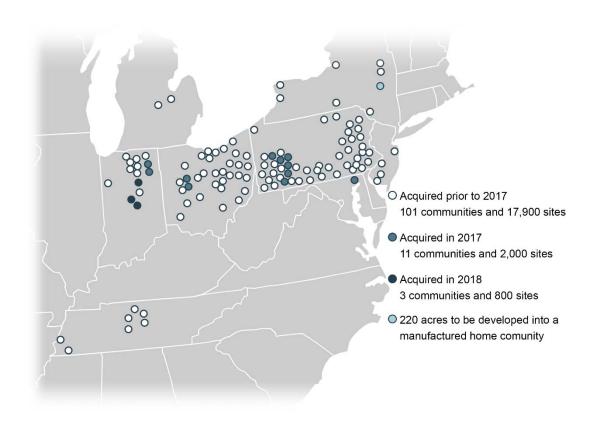
Favorable US Housing Trends

UMH is well positioned to participate in the ongoing recovery of the US housing market





Portfolio Snapshot



Portfolio Statistics

Total Communities	115
Developed Home Sites	20,700
States	8
Portfolio Occupancy	82.3%
Average Monthly Site Rent	\$431
Home Rentals as % of Sites	29.2%
Home Rental Occupancy	94.1%
Annual Turnover	Approx. 15%
Additional Acreage to Be Developed	Approx. 1,635
Gross Asset Value (\$bn)	\$1.0
Gross Real Estate Book Value (\$mm)	\$806.3
Total Market Capitalization (\$bn)	\$1.2



Financial information as of June 30, 2018. Property information reflects the acquisition of one community in Indiana completed on August 31, 2018.

¹ Gross asset value based on the book value of total real estate and other assets as of June 30, 2018 plus accumulated depreciation.

² Gross real estate book value is based on the book value of total real estate assets as of June 30, 2018 plus accumulated depreciation.

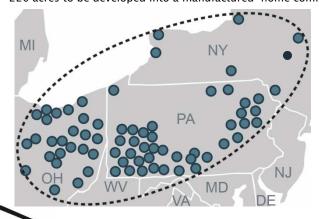
Marcellus & Utica Shale Region Exposure

- The Marcellus and Utica Shale Regions are large natural gas fields located beneath much of Pennsylvania, Ohio, West Virginia and New York.
 - Fields have the potential to be among the largest sources of natural gas in the world.
 - Activity surrounding the development of the shale regions is expected to accelerate over the next few years.
- Economies in the shale region are expected to benefit from increased employment, wealth of landowners and state and local tax revenues.
- UMH is already seeing increased demand for residential units in the region as a result of Marcellus and Utica Shale related activity. Demand for rental homes has increased substantially over the past year. UMH added 389 rental homes in the first six months of 2018.
- With over 3,200 acres in existing communities, UMH benefits from significant exposure to the Marcellus and Utica Shale Regions.

Existing Home Communities

■ Shale region ■ Home Community [71] Total Sites [approx. 10,400]

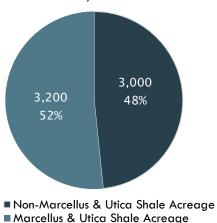
• 220 acres to be developed into a manufactured home community



Source: Wall Street research.

Total Acreage

Total - 6,200 Acres



Portfolio Capacity by State

	Communities		Developed	Sites		Avg. Monthly
	No.	%	No.	%	Avg. Occup.	Rent (\$)
Pennsylvania	48	42.1%	7,343	35.6%	80.5%	\$448
Ohio	32	28.1%	5,094	24.7%	79.5%	\$372
Indiana	13	11.4%	3,893	18.9%	81.9%	\$381
Tennessee	7	6.1%	1,696	8.2%	94.8%	\$456
New York	7	6.1%	1,154	5.6%	82.6%	\$523
New Jersey	4	3.5%	1,005	4.9%	95.6%	\$614
Michigan	2	1.8%	354	1.7%	75.4%	\$437
Maryland	1	0.9%	63	0.4%	90.5%	\$478
Total (1)	114	99.1%	20,602	99.4%	82.5%	\$431
Acquisition (2)	1	0.9%	134	0.6%	59.7%	\$234
Grand Total	115	100.0%	20,736	100.0%	82.3%	\$431



⁽¹⁾ Information as of June 30, 2018.

⁽²⁾ Acquisition of one community in Indiana completed on August 31, 2018.

Rental Capacity by State

	Total Ren	ıtals		Avg. Monthly
	No.	%	Avg. Occup.	Rent (\$)
Pennsylvania	1,961	32.7%	93.4%	\$761
Ohio	1,485	24.8%	93.5%	\$672
Indiana	1,228	20.5%	94.5%	\$731
Tennessee	810	13.5%	95.4%	\$750
New York	297	5.0%	94.3%	\$869
Michigan	175	2.9%	94.3%	\$725
New Jersey	40	0.6%	97.5%	\$934
Maryland	-0-	0.0%	N/A	N/A
Total (1)	5,996	99.0%	94.0%	\$737
Acquisition (2)	58	1.0%	100.0%	\$527
Grand Total (1)	6,054	100.0%	94.1%	\$735



⁽¹⁾ Information as of June 30, 2018.

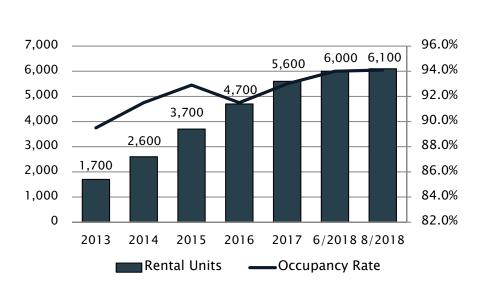
⁽²⁾ Acquisition of one community in Indiana completed on August 31, 2018.

Portfolio Growth

Total Sites

20,700 **Developed Sites** 20,000 20,000 17,800 18,000 No. of Communities 112 18,000 101 15,000 16,000 98 13,500 14,000 88 12,000 10,000 8,000 6,000 2017 8/2018 2013 2014 2015 2016

Rental Units

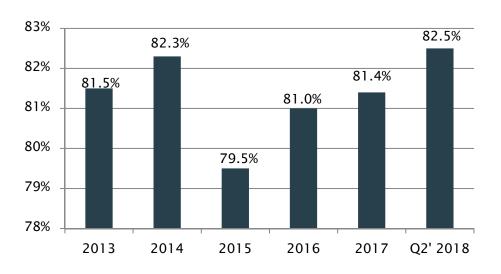


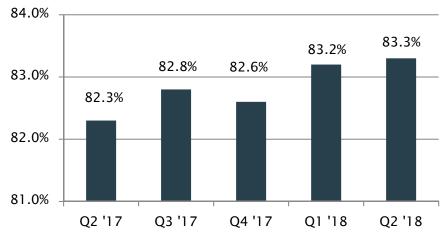


Occupancy

Total Occupancy

Same Property Occupancy







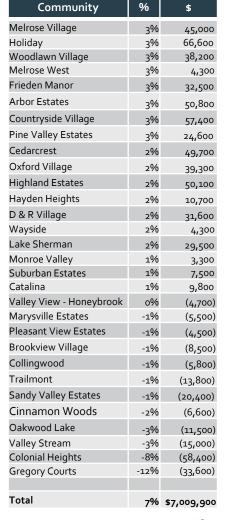
Change in Rental Revenue

Community	%	\$
Deer Meadows	35%	135,500
Hillcrest Crossing	35%	98,900
Countryside Estates OH	31%	187,000
Summit Estates	30%	177,400
Rostraver Estates	27%	92,200
Evergreen Manor	27%	56,300
Hudson Estates	22%	155,600
Countryside Estates IN	21%	148,500
Lakeview Meadows	20%	40,600
Little Chippewa	19%	52,900
Highland	19%	250,000
Meadows	19%	211,600
Woodland Manor	16%	90,300
Parke Place	16%	287,500
Crestview	16%	67,000
Broadmore	14%	348,200
Birchwood	14%	111,700
Chambersburg	14%	50,300
Kinnebrook	14%	250,200
City View	13%	40,200
Meadowood	13%	71,300
Spreading Oaks Village	13%	89,700
Valley High	13%	38,000
Sunny Acres	13%	113,400
Moosic Heights	12%	86,700
Maple Manor	12%	163,800
Valley Hills	12%	158,200
Chelsea	12%	55,800
Twin Oaks	12%	94,200
Youngstown	12%	30,700
Wood Valley Estates	12%	54,100
Olmsted Falls	11%	66,100

Community	%	\$	Community	%	\$
River Valley Estates	11%	100,000	Valley View Ephrata 1	6%	38,500
Hillside Estates	10%	43,200	Valley View Ephrata 2	6%	15,800
Waterfalls Village	10%	120,300	Sunnyside	6%	23,900
Woods Edge	10%	188,800	Mountaintop	6%	16,500
Dallas	10%	51,700	Forest Park Village	5%	94,200
Heather Highlands	10%	176,000	Pine Ridge/Pine Manor	5%	67,400
Independence Park	10%	50,500	Worthington Arms	5%	65,500
Carsons	10%	46,900	Cross Keys Village	5%	37,000
Holiday- IN	10%	158,500	Southern Terrace	4%	20,100
Port Royal Village	9%	179,100	Brookside Village	4%	33,300
Springfield Meadows	9%	36,200	Boardwalk	4%	34,100
Twin Pines	9%	105,900	Southwind Village	4%	66,400
Voyager Estates	8%	52,000	Weatherly Estates	4%	73,700
Hillcrest Estates	8%	56,800	Auburn Estates	4%	8,700
Somerset Estates	8%	81,600	Huntingdon Pointe	4%	7,500
Laurel Woods	7%	71,000	Fairview Manor	4%	90,600
Clinton	7%	37,700	Holly Acres	4%	23,000
Forest Creek	7%	82,600	Rolling Hills	4%	20,300
Candlewick Court	7%	65,000	Allentown	4%	101,000
Shady Hills	6%	92,000	Cranberry Village	4%	52,000
Evergreen Estates	6%	15,600	Oak Ridge	4%	49,000
Evergreen Village	6%	14,700	Green Acres	4%	4,500

Change by State

Community	%	\$
Indiana	12%	\$1,714,100
Michigan	10%	176,700
Ohio	8%	1,585,700
New York	8%	607,300
Pennsylvania	7%	2,258,800
New Jersey	5%	297,000
Tennessee	3%	376,900
Maryland	-2%	(6,600)





^{*} From June 2017 to June 2018, forty-one communities increased revenue by 10% or more, including nine communities that increased revenue by 20% or more.

^{* *} The change in revenue is based on June 2017 annualized compared to June 2018 annualized.

Same Property Net Operating Income

	For Three Months Ended			For Six Months Ended						
	6/30/2018	6/30/2017	Change	% Change	6/30/2018		5/30/2017		Change	% Change
Community Net Operating Incor	me									
Rental and Related Income \$	25,751,032	\$ 24,106,858	\$ 1,644,174	6.8%	\$ 50,925,071	\$	47,744,334	\$	3,180,737	6.7%
Community Operating Expenses	10,970,969	10,566,816	404,153	3.8%	22,159,672	_	20,932,719	_	1,226,953	5.9%
Community NOI \$	14,780,063	\$_13,540,042	\$1,240,021	9.2%	\$ 28,765,399	\$_	26,811,615	\$_	1,953,784	7.3%

	6/3	0/2018	6	/30/2017	% Change
Other Information					
Total Sites		17,916		17,878	0.2%
Occupied Sites		14,919		14,720	1.4%
Occupancy %		83.3%		82.3%	100bps
Number of Properties		101		101	N/A
Total Rentals		5,635		4,959	13.6%
Occupied Rentals		5,311		4,663	13.9%
Rental Occupancy		94.3%		94.0%	30bps
Monthly Rent Per Site	\$	444	\$	429	3.5%
Monthly Rent Per Home Rental Including Site	\$	734	\$	716	2.5%



Potential for Significant Rental Unit Returns

Historical Investments						
(\$ in MM except per unit data)	2013	2014	2015	2016	2017	2018
Rental Units	1.700	2,600	3,700	4.700	5,600	6,000
Investment	\$61.7	\$91.7	\$134.7	\$172.9	\$217.0	\$233.3
Average Investment Per Unit	\$36,322	\$35,277	\$36,405	\$36,787	\$38,750	\$38,883
Average Monthly Rents per Unit	\$664	\$704	\$720	\$709	\$726	\$737
End of Period Occupancy	89.5%	91.5%	92.9%	91.5%	93.0%	94.0%

Illustrative Rental Unit Economics - 800 New Units pe	er Year				
	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Units	800	1,600	2,400	3,200	4,000
Cost per Unit (1)	\$44,000	\$46,200	\$48,510	\$50,936	\$53,482
Average Monthly Rent per Unit (2)	\$740	\$755	\$770	\$785	\$801
Total Investment (\$MM)	\$35.2	\$72.2	\$111.0	\$151.7	\$194.5
Rental Revenue from Units (2)	\$6.7	\$13.9	\$21.5	\$29.5	\$38.0
Incremental Costs (3)	(1.7)	(3.5)	(5.4)	(7.4)	(9.5)
Net Contribution from New Rental Units	\$5.0	\$10.4	\$16.1	\$22.1	\$28.5
Assumed Interest Expense	(0.9)	(1.8)	(2.8)	(3.8)	(4.9)
Incremental FFO	\$4.1	\$8.6	\$13.3	\$18.3	\$23.6
Gross Unlevered Return on Investment	14.2%	14.4%	14.5%	14.6%	14.6%
Illustrative Levered Return (4)	23.2%	23.9%	24.0%	24.2%	24.3%

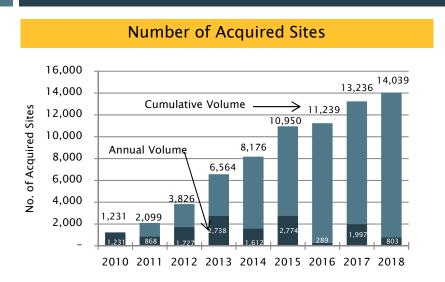
⁽¹⁾ Assumes 5% annual construction cost inflation

⁽²⁾ Assumes 95% occupancy and 3% annual rent growth

⁽³⁾ Assumes 25% of revenues

⁽⁴⁾ Assumes 50% leverage with 5% weighted average cost of debt

Pace of Opportunistic Acquisitions





Year of Acquisition	Number of Communities	Sites	Occupied Sites	Occupancy %	Price	Average price per site	Total Acres
2015	10	2,774	1,764	64%	\$81,217,000	\$29,278	71 <i>7</i>
2016	3	289	215	74%	\$7,277,000	\$25,180	219
2017	11	1,997	1,333	67%	\$63,290,000	\$31,692	602
2018	3	803	688	86%	\$24,000,000	\$29,888	278



Value-Added Acquisitions

A Case Study - Weatherly Estates







◆ Located in Lebanon, TN, 28 miles east of Nashville, TN.

Number of Sites: 270
Date of Acquisition: March 10, 2006
Purchase Price: \$5,200,000
Purchase Price per Site: \$19,000
Capitalization Subsequent to Acquisition (including \$3.9m in rental homes): \$4,300,000
Total Capital Investment: \$9,500,000

	At Acquisition	Today	Increase
Occupancy Percent	59%	97%	38.0%
Number of Rentals	5	116	111
Site Rent	\$330	\$461	39.7%
Rental and Related Income*	\$642,000	\$1,822,000	183.8%
Net Operating Income*	\$419,000	\$1,078,000	157.3%
Investment/ Value per site **	N/A	\$57,000	N/A
Investment/ Value of Community **	N/A	\$15,400,000	N/A



Value-Added Acquisitions

A Case Study - Countryside Village







◆ Located in Columbia, TN, 46 miles south of Nashville, TN.

Number of Sites:

Date of Acquisition:

Purchase Price:

Purchase Price per Site:

Capitalization Subsequent to Acquisition (including \$5.9m in rental homes):

Total Capital Investment:

\$347

June 29, 2011

\$3,719,000

\$17,000

\$17,000

\$6,300,000

\$10,019,000

	At Acquisition	Today	Increase	
Occupancy Percent	55%	95%	40.0%	
Number of Rentals	79	221	142	
Site Rent	\$302	\$362	19.9%	
Rental and Related Income*	\$953,000	\$2,278,000	139.0%	
Net Operating Income*	\$497,000	\$1,493,000	200.4%	
Investment/ Value per site **	N/A	\$61,500	N/A	
Investment/ Value of Community **	N/A	\$21,328,600	N/A	



Value-Added Acquisitions

A Case Study - Holiday Village







• Located in Nashville, TN, "Music City" and home of the Grand Ole Opry.

Number of Sites:

Date of Acquisition:

Purchase Price:

Purchase Price per Site:

Capitalization Subsequent to Acquisition (including \$1.4m in rental homes):

Total Capital Investment:

\$266

April 2, 2013

\$7,250,000

\$26,000

\$26,000

\$2,100,000

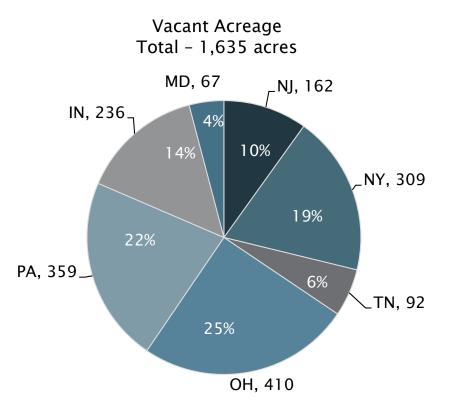
\$9,350,000

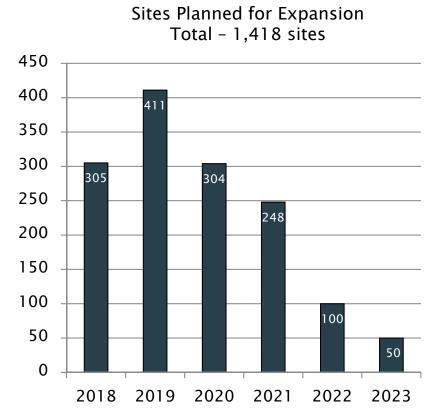
	At Acquisition	Today	Increase	
Occupancy Percent	82%	98%	16.0%	
Number of Rentals	6	113	107	
Site Rent	\$425	\$486	14.4%	
Rental and Related Income*	\$1,141,000	\$1,987,000	74.1%	
Net Operating Income*	\$408,000	\$1,258,000	208.3%	
Investment/ Value per site **	N/A	\$67,600	N/A	
Investment/ Value of Community **	N/A	\$17,971,400	N/A	



Vacant Land to Expand

- UMH has approximately 1,635 vacant acres available for future development.
- Potential for 4 sites per vacant acre at an estimated cost of \$60,000 per site.







Value-Added Expansion

A Case Study - Fairview Manor







◆ Located in Vineland, NJ, 35 miles west of Atlantic City, NJ

Number of Sites (at Acquisition/Today): Date of Acquisition:

Purchase Price:

nuichase rrice.

Purchase Price per Site:

Capitalization Subsequent to Acquisition:

Total Capital Investment:

Net sales during expansion period:

148/317 November 15, 1985 \$1,350,000 \$9,000 \$6,400,000 \$7,750,000 \$2,932,000

	Before Expansion	Today	Increase	
Occupancy Percent	91%	94%	3.0%	
Number of Sites	160	317	157	
Site Rent	\$315	\$616	95.6%	
Rental and Related Income*	\$617,000	\$2,350,000	280.9%	
Net Operating Income*	\$289,000	\$1,521,000	426.3%	
Investment/ Value per site **	N/A	\$68,500	N/A	
Investment/ Value of Community **	N/A	\$21,728,600	N/A	



^{*}Before expansion- 1996; annualized; Today - June 30, 2018 annualized.

^{**}Value calculated based on a 7% Cap Rate.

Value-Added Expansion

A Case Study - Highland Estates







◆ Located in Kutztown, PA, located 70 miles outside of Philadelphia, PA

Number of Sites (at Acquisition/Today):

Date of Acquisition:

Purchase Price:

\$2,040,000

Purchase Price per Site:
\$11,000

Capitalization Subsequent to Acquisition:

Total Capital Investment:

Net sales during expansion period:

\$186/318

August 29, 1988

\$2,040,000

\$11,000,000

\$10,000,000

\$12,040,000

\$1,886,000

	Before Expansion	Today	Increase/Decrease	
Occupancy Percent	97%	97%	0.0%	
Number of Sites	192	318	126	
Site Rent	\$302	\$544	80.1%	
Rental and Related Income*	\$683,000	\$2,354,000	244.7%	
Net Operating Income*	\$450,000	\$1,460,000	224.4%	
Investment/ Value per site **	N/A	\$65,600	N/A	
Investment/ Value of Community**	N/A	\$20,857,100	N/A	

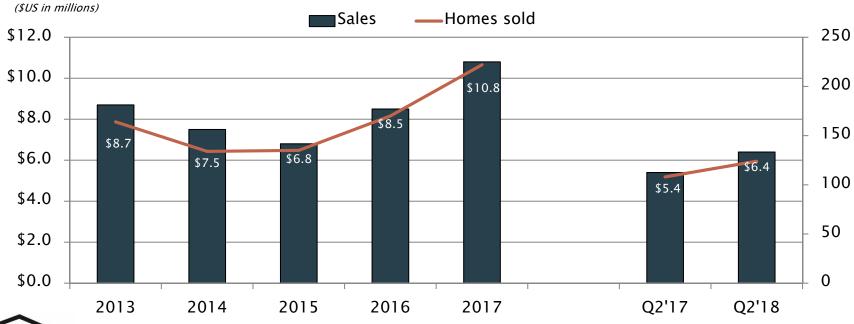


^{*}Before expansion- 1996; Today - June 30, 2018 annualized.

^{**}Value calculated based on a 7% Cap Rate.

UMH Sales & Finance, Inc. ("S&F")

- Commenced operations in 2001 as a taxable REIT subsidiary.
- Conducts sales and financing of manufactured homes in its communities.
- Focus on increasing occupancy and enhancing the value of communities.
- Sales price per unit was approximately \$50k over the past twelve months.
- Sales reached a record of \$15.8mm in 2006 prior to the housing downturn.
- ♦ Sold a total of 3,751 homes since 1996.

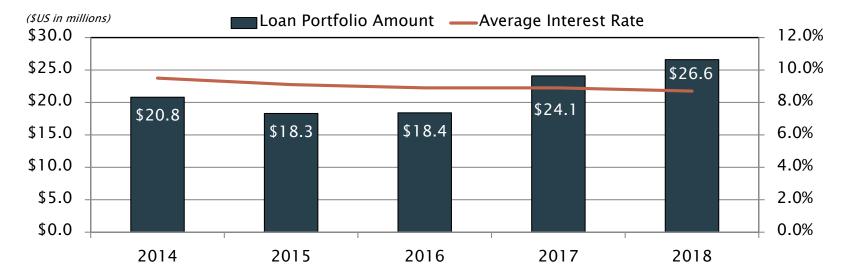




Information as of June 30, 2018.

Loan Portfolio Overview

- Historically, UMH provided financing to qualified buyers of its manufactured homes.
- Due to regulatory issues, commencing in 2014, new loans were financed by 21st Mortgage Corporation, a division of Berkshire Hathaway. Effective January 2016, new loans are processed through Triad Financial Services and funded by the Company.
- \$26.6mm loan portfolio with a weighted average interest rate of approximately 8.7%.
- Portfolio comprised of approximately 830 homes located throughout 72 communities.
- ♦ Most loans require a 10% down payment and principal amortization ranging from 15-25 years.
- Portfolio generates approximately \$4.3mm in principal and interest payments annually.



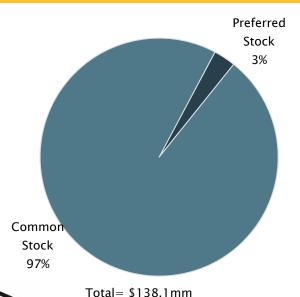


Information as of June 30, 2018. — 24 —

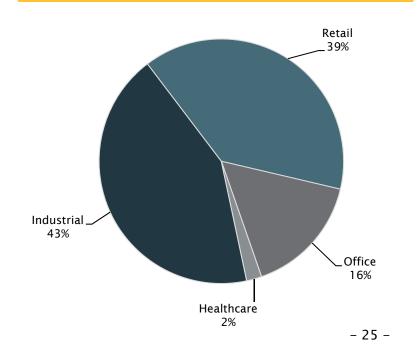
REIT Securities Portfolio Overview

- ◆ Total value of \$138.1mm as of 6/30/18.
- UMH's REIT securities portfolio provides attractive yields (currently 8.1%), diversification and additional liquidity.
- Securities portfolio represents approximately 13% of total undepreciated assets.
- ♦ \$39.5mm of securities portfolio is invested in the common stock of affiliate Monmouth Real Estate Investment Corporation ("MNR") with an unrealized gain of \$18.0 million as of 6/30/18.
- ♦ UMH has unrealized gains of \$2.2mm as of 6/30/18.

Securities by Type



Securities by Industry

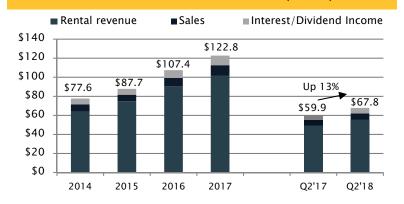


UMH PROPERTIES INC

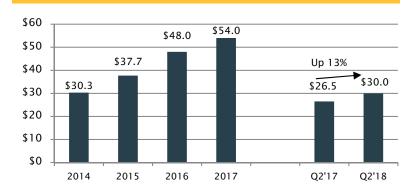
Financial Information as of June 30, 2018.

Financial Highlights

Revenue and Other Income (\$mm)



Community NOI Growth (\$mm)



Core Funds from Operations¹ (\$mm)



Normalized Funds from Operations² (\$mm)



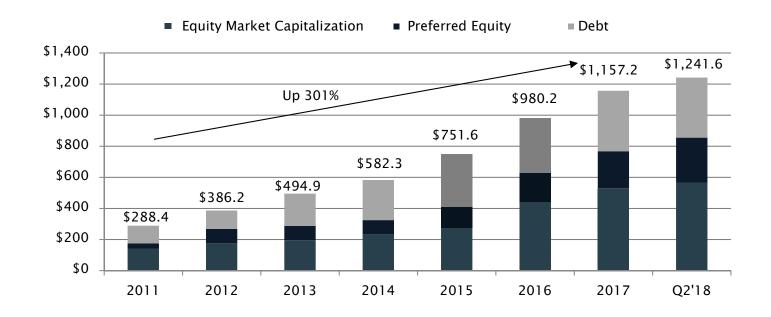


Financial Information as of and for the six months ended June 30, 2018.

- 1. We define Core Funds From Operations (Core FFO) as FFO plus costs of early extinguishment of debt, change in the fair value of marketable securities and costs associated with the redemption of preferred stock.
- 2. We define Normalized Funds from Operations (Normalized FFO) as FFO excluding gains and losses realized on marketable securities investments and certain non-recurring charges.

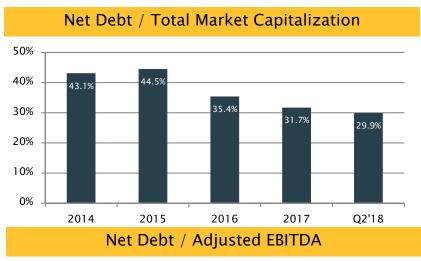
Company Growth

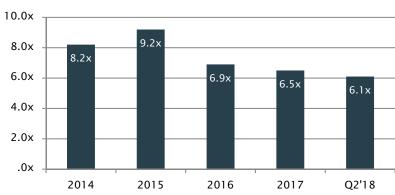
Capital Structure (\$mm)





Balance Sheet Metrics





Net Debt – Securities / Total Market Capitalization



Fixed Charge Coverage¹



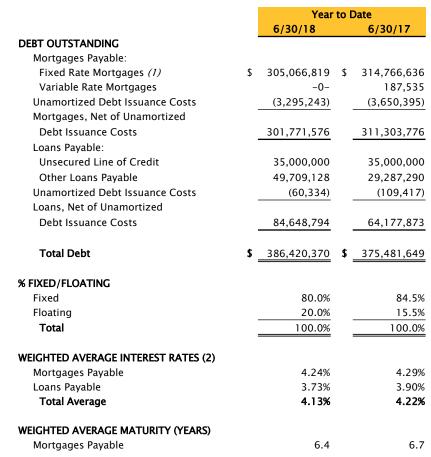


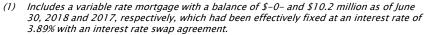
¹ Fixed charges include interest expense, capitalized interest and preferred distributions. Financial Information as of and for the quarter ended June 30, 2018.

Debt Analysis

\$350 \$295.1 \$300 \$250 \$200 \$150 \$100 \$51.6 \$50 \$21.0 \$7.1 \$12.3 \$2.7 \$0 2018 2020 2022 Thereafter 2019 2021

Debt Maturity Schedule (\$US in millions)





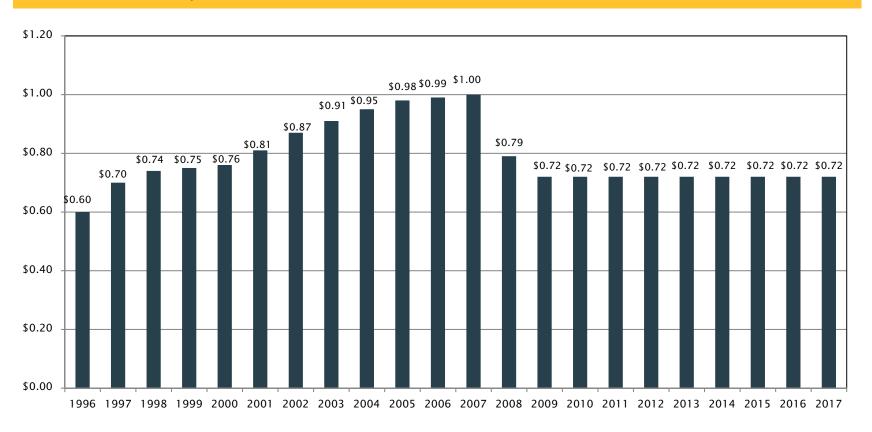
⁽²⁾ Weighted average interest rates do not include the effect of unamortized debt issuance costs.



■ Mortgages ■ Loans

Strong Record of Regular Distributions

Annual Dividend per Share (1996 - 2017)





Compelling Valuation with Significant Upside

- Current market valuation significantly undervalues portfolio at \$39k per site
- Private market valuations for sites range from \$50k to \$70k per site

				Private Market		
Equity Market Capitalization	45.6%	\$566.4	Site Valuations	\$50,000	\$60,000	\$70,000
Preferred Stock	23.3%	288.8				
Total Equity Capitalization	68.9%	\$855.2	Total Implied Site Values	\$1,030.0	\$1,236.0	\$1,442.0
			Plus: Non-Site Related Adjustments	436.4	436.4	436.4
Debt Outstanding	31.1%	386.4	Total Market Capitalization	\$1,466.4	\$1,672.4	\$1,878.4
Total Market Capitalization	100.0%	\$1,241.6				
			Less: Debt Outstanding	(386.4)	(386.4)	(386.4)
Less: Cash & Cash Equivalents		\$(15.2)	Less: Preferred Stock	(288.8)	(288.8)	(288.8)
Less: Securities Available for Sale		(138.1)				
Less: Inventory		(23.2)	Implied Equity Market Capitalization	\$791.3	\$997.3	\$1,203.3
Less: Notes Receivable		(26.6)				
Less: Rental Homes & Accessories (1)	_	(233.3)	Shares Outstanding	36.9	36.9	36.9
Total Non-Site Related Adjustments		\$(436.4)				
			Implied NAV	\$21.44	\$27.03	\$32.61
Adjusted Market Capitalization		\$805.2	Implied Premium to Current Share Price of \$15.30 (2)	40.2%	76.6%	113.1%
Owned Sites		20,600				
Implied Public Market Value per Site		\$39,085				

Note: Data as of June 30, 2018.

⁽²⁾ As of close of business on August 2, 2018.



⁽¹⁾ Represents approximately \$44,000 investment for each of the Company's 6,000 rental units at June 30, 2018.

Investment Highlights

- Long-term track record of profitability
- Strong acquisition track record with a sizeable current acquisition pipeline
- Well positioned for housing market rebound
- ◆ Significant upside in real estate portfolio 82.3% occupancy
- Strong balance sheet and stable credit metrics
- Well positioned to benefit from the rapidly expanding energy sector investments being made in our region
- Significant potential growth through adding rental units
- Proven access to institutional capital
- Compelling value relative to implied Net Asset Value
- Proven ability to add value through acquisitions and expansions
- Inside Ownership: 11%
- Experienced management team



Total Return Performance





