



Chicago  
Rockford  
International  
Airport

Rock River

Pinetree Park

Gem  
Field Park

# Management Team



**Sam Hales-CEO:**  
Launched Saratoga Group in 2011 and successfully managed over \$200M in Assets.



**Becky Smallwood-CFO:** 35 years at Controller level for Real Estate Funds.



**Josh Delcour-Senior Regional Manager:**  
Experienced retail and MHP Management Leader.



**Steve Sacher-COO:**  
Culture Creator who develops processes to increase performance and engagement.



**Fletcher Alexander-Project Manager:** 10+ years leading process-oriented teams on large capital projects.



**Luke Hales-CTO:**  
Technical and Project Lead at ExxonMobil for 10 years.

# ADVANTAGES OF MHC INVESTMENT



## **SIMPLIFIED MANAGEMENT**

Land lease communities; investor owns land and infrastructure. Home repairs by the tenants.



## **HIGH TENANT MOVING COSTS**

\$5-10k to move home. Average length of residency is nearly 12 years (12-15 months for apartment tenants)



## **FRAGMENTED OWNERSHIP**

The largest public owners combined hold less than 3% of the 50,000 communities in the US.



## **RISK-ADJUSTED RETURNS**

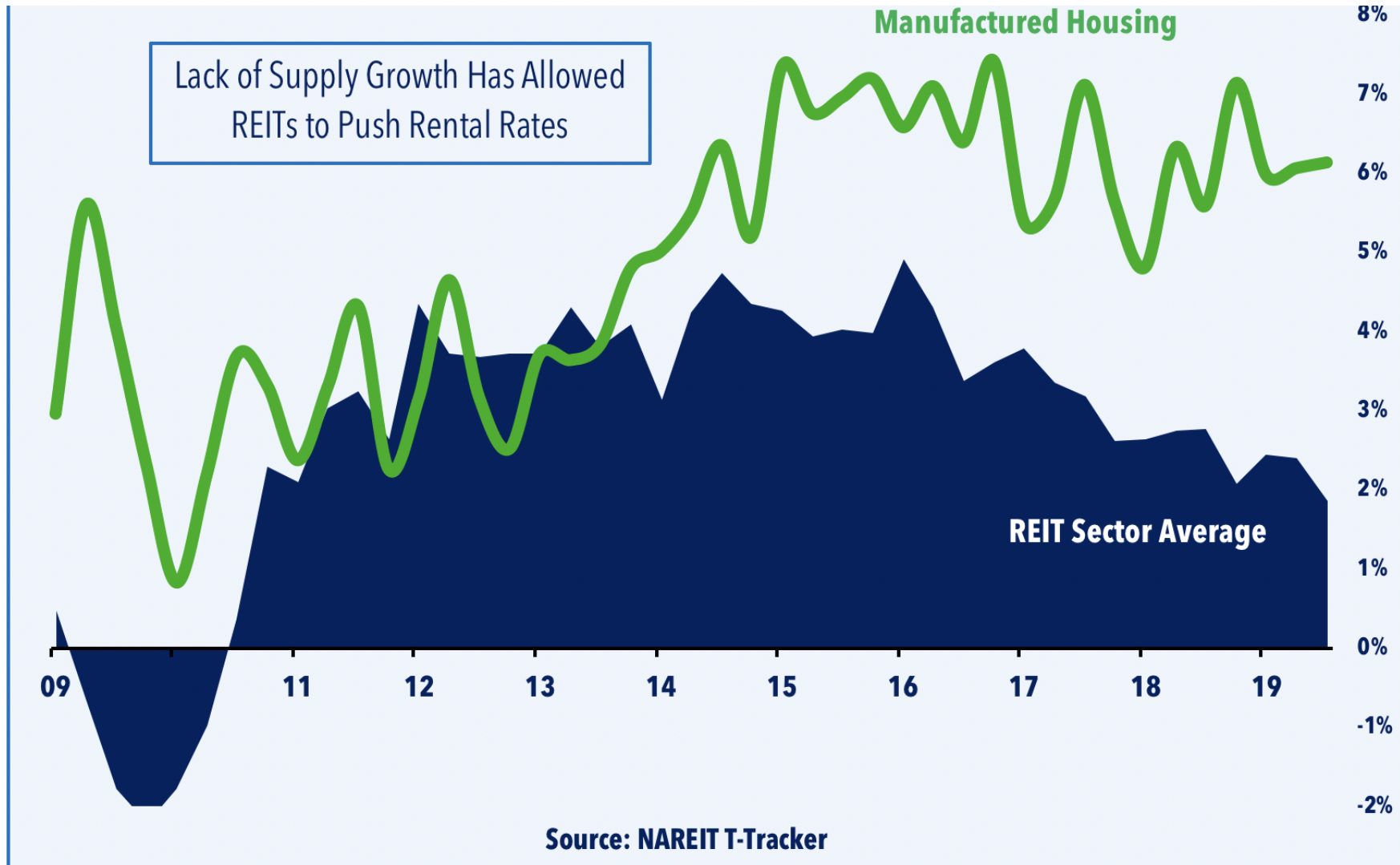
Stabilized operating expenses of 35-40%.



## **LIMITED SUPPLY**

Approx 50k communities. This number shrinks slightly each year through re-development



# MHPs: Same Store NOI Growth



# MHP vs Other QOZ Funds

	Hotel Development	Class A Development	QOZ Business	Mobile Home Park Fund
Idiosyncratic Risk	High	Med	Very High	Low
Diversification	Low	Low	Med	High
Current Cash Flow?	No	No	No	Yes
Future Cash Flow	Med	Med	Unpredictable	High
Good during Recession?	No	No	Depends	Yes

# Covid-19: Rent Collections

		<h2>April Rent Collection Survey &amp; Results</h2>		
REIT Sector	NAREIT (4/20)	NAREIT (5/4)	Reported Average	
Industrial	99.2%	98.0%	91.6%	
Apartment	93.5%	93.3%	95.8%	
Manufactured Housing	--	97.1%	97.0%	
Office	89.3%	92.7%	92.1%	
Self-Storage	--	--	93.8%	
Healthcare	85.7%	88.3%	96.1%	
Net Lease	--	70.0%	73.3%	
Shopping Center	46.2%	47.1%	58.6%	
Malls*	25.0%	--	30.0%	

Source: NAREIT (5.4.2020). Survey included participation from 54 listed equity REITs representing 44% of the FTSE Nareit All Equity REIT total equity market capitalization. Adding the publicly disclosed data, there are now 70 REITs in the sample, representing \$508 billion in equity market capitalization or 56% of the FTSE Nareit All Equity REIT total equity market capitalization. Mall collection based on initial survey published on 4.20.20.

# Social Distancing: Apartment vs MHP



# Financial Projections

Return Summary			
	<u>IRR</u>	<u>Equity Multiple</u>	<u>Avg CoC</u>
<b>Limited Partner (Class A)</b>	<b>18.6%</b>	<b>3.3</b>	<b>19.1%</b>

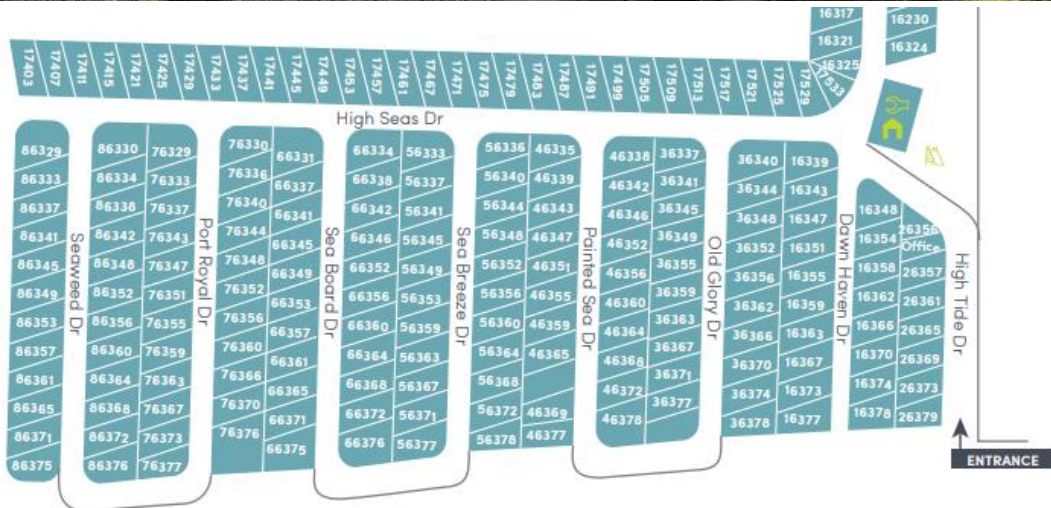
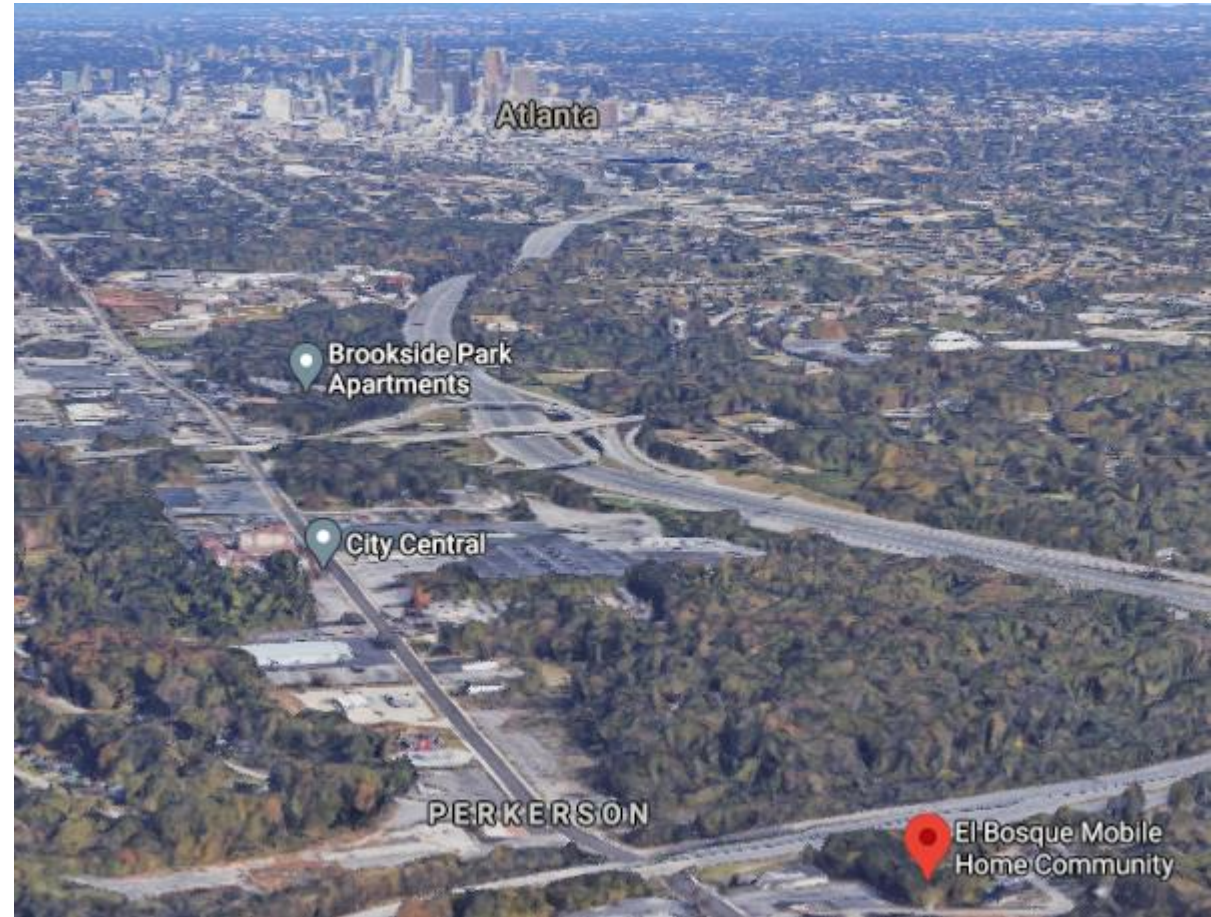
Sample \$100,000 Investment - Limited Partner (Class A)											
	<u>Investment</u>	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>6</u>	<u>7</u>	<u>8</u>	<u>9</u>	<u>10</u>
Total Investor Yield		3.3%	7.4%	9.5%	10.7%	93.9%	7.4%	9.3%	11.3%	13.0%	161.7%
Cash Flow - Limited Partner (Class A)	(\$100,000)	\$ 3,305	\$ 7,447	\$ 9,520	\$ 10,732	\$ 10,967	\$ 7,433	\$ 9,305	\$ 11,328	\$ 13,007	\$ 25,641
Cash Flow - Disposition		\$ -	\$ -	\$ -	\$ -	\$ 82,912	\$ -	\$ -	\$ -	\$ -	\$ 136,014
<b>Total Return - Limited Partner (Class A)</b>	<b>(\$100,000)</b>	<b>\$3,305</b>	<b>\$7,447</b>	<b>\$9,520</b>	<b>\$10,732</b>	<b>\$93,879</b>	<b>\$7,433</b>	<b>\$9,305</b>	<b>\$11,328</b>	<b>\$13,007</b>	<b>\$161,654</b>



# Capital Project Examples



# Identified Properties





## SARATOGA MHP FUND VII

[Invest Now](#)

<b>Total Fund Size:</b>	\$30,000,000
<b>Projected IRR:</b>	15-20%
<b>Preferred Return:</b>	7%
<b>Projected Equity Multiple:</b>	3.3
<b>Minimum Investment:</b>	\$100,000

### MHP FUND VII

Saratoga MHP Fund VII, LLC ("Saratoga" or the "Sponsor") is pleased to provide this summary to accredited investors to assist in their analysis of participation in the ownership of Saratoga MHP Fund VII ("Fund VII"). It is anticipated that with a target raise of \$30M Fund VII will purchase 25-40 MH Communities. This is Saratoga Group's third Opportunity Zone Fund focused exclusively on the purchase of MH Communities. Our latest OZ Fund (Fund IV) purchased 14 communities and over 1000 spaces with a total capital raise of \$16M.

Saratoga Group was established in 2009 as a Private Equity Investment Manager. Saratoga has invested over \$150M in real estate. Projects have ranged in size from small affordable homes to commercial construction developments. We believe that there will continue to be a shortage of

### DOCUMENTS

- [Saratoga MHP Fund VII - Investor Overview](#)
- [LLC Agreement- MHP Fund VII](#)
- [Disclosure Document - MHP Fund VII](#)
- [Investment Agreement - MHP Fund VII](#)

### FEEDBACK

**How interested are you in this offering?**

(1 = low, 5 = high)

 1  2  3  4  5