Colliers Practice Group

Manufactured Housing & RV Group

Colliers

Accelerating success.

What We **Offer**

Benefits of working with our specialists

Colliers MHRV Group offers a diverse collection of relevant industry experience including community ownership and management, acquisitions, disposition, debt and equity finance, land development, market research and property marketing to a database of nearly 75,000 contacts of investors. Our team has experience in investment sales, appraisals and debt placement totaling over $400B and more than 20,000 MH sites globally and has been involved in the successful in the closing of multiple large-scale insititutional trades across the U.S. and Canada (including Keystone, $199M, CAPREIT, $740M and Parkbridge, $790M).

This Executive-level team is supported by a strong roster of professionals that have been in Commercial Real Estate for 30+ years with institutional experience with banks and private equity groups. This ensures streamlined execution and best in class service to our clients.

Services

- Acquisitions & Dispositions
- Debt & Equity
- Expert Underwriting
- Appraisals & Valuation
- 1031 Exchanges

Your Leading **Experts**

The MHRV Team is led by some of the industry's most **established and respected experts**, including Michael Nissley and Bruce Nell, who have decades of experience in the MHRV space.

Michael J. Nissley is the **founder of the Manufactured Housing & RV Group and leads the team as the Vice Chair and National Director.** He works closely with his team to oversee the execution of the team's Manufactured Home, Recreational Vehicle Community, and Land development assignments. This includes the strategic positioning of offerings, coordination of the financial underwriting processes, and interaction with key decision-makers within industry REITs, large institutional investment firms, family offices, and owner-operators.

Nissley has been an integral part in the sale, consulting, vauation, financing and appraisals of more than $100 billion of commercial real estate assets, with assignments that have included Parkbridge, Keystone, Carlyle, Sun, RHP, ELS, Inspire, and Yes! Communities, to name a few.

Bruce Nell serves as Senior Vice President for the Colliers Valuation division and the Global Practice Group Leader for the Manufactured Housing Community team. He has extensive experience in commercial real estate, having completed assignments in all 50 states, including Washington D.C., Canada, Australia and Europe.

Bruce has been nationally recognized for work with manufactured home communities and RV resorts having been involved in well over $400 billion valuations and appraisals, over 20,000 MHRV parks specifically in the asset class and over $700 billion in all asset types. He has been consistently named the top appraiser in the Colliers North Americas. Nell has been a frequent speaker on MHC valuation for the Manufactured Housing Institute, as well as several state and regional associations.

MHRV Notable **Transactions**

Built on the strength of our long-standing relationships and commitment to our clients' success.

CAPREIT MHC Portfolio Canada

Purchase Price: **$740M**
Site Size: **75 MHC's**

Keystone Communities MHC Portfolio | Canada

Purchase Price: **$199M**
Site Size: **±4,000 sites**

Equity Lifestyle MHC Portfolio | Michigan

Purchase Price: **$165M**
Site Size: **11 MHC's**

Loggerhead Marinas Portfolio | Florida

Purchase Price: **$144M**
Site Size: **11 Marinas & 2,300 Slips**

Market Street MHC Portfolio | U.S.A.

Purchase Price: **$115M**
Site Size: **12 MHC's**

Lightning MHC Portfolio | Florida

Purchase Price: **$114M**
Site Size: **~1,000 Sites & 14 MHC's**

Institutional RV Resort Portfolio | Canada

Purchase Price: **$91M**
Site Size: **±3,000 Sites**

Thunder MHC Portfolio Florida

Purchase Price: **$86M**
Site Size: **1,015 Sites**

Ocala North RV Resort Florida

Purchase Price: **$33M**
Site Size: **385 Sites**

Wildwood RV Village Florida

Purchase Price: **$32M**
Site Size: **504 Sites**

Ozarks RV Portfolio Missouri

Purchase Price: **$30M**
Site Size: **780 Sites**

Coastal Mid-Atlantic RV Resort

Purchase Price: **±$30M**
Site Size: **450+ Sites**

Largest Canadian MHRV Transcation

$790M | 85 MHC/RVP's

Parkbridge Lifestyle Communities | Canada

Carlyle MHC Portfolio U.S.A

Purchase Price: **$74M**
Site Size: **3 MHC's**

Laguna Terrace MHC California

Purchase Price: **$71M**
Site Size: **157 sites**

Tennessee Luxury RV & Businesses Resort

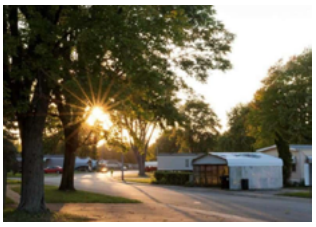
Purchase Price: **±$45M**
Site Size: **200+ Sites**

Yes MHC Portfolio U.S.A

Purchase Price: **$34M**
Site Size: **1,456 Sites**

River Plantation RV Resort | Texas

Purchase Price: **$23M**
Site Size: **360 Sites**



Royal Highlander MHC Illinois

Purchase Price: **$17M**
Site Size: **271 Sites**

Woodland Acres MHC Illinois

Purchase Price: **$16M**
Site Size: **231 Sites**

Washington Waterfront Resort

Purchase Price: **±$11M**
Site Size: **137 Sites**

Meet the **Team**

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Vice President

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Richard **Knapp**
Director

Michael **Barnett**
Analyst

Capital Markets

Kari **Pell**
Vice President

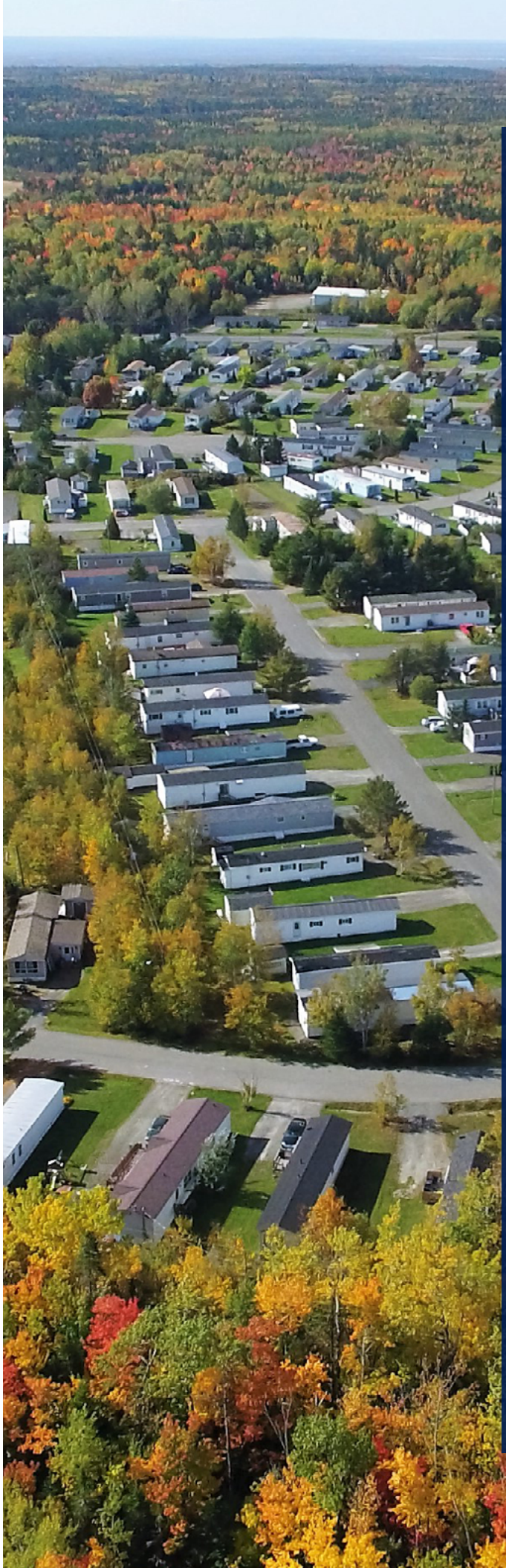
Due Diligence, Operations & Marketing Expertise

David **Nissley**
Associate

Kristin **Maranges**
Senior Client Services Coordinator

Ashley **Armstrong**
Marketing Specialist

Kristen **Nissley**
Marketing Coordinator



Proven **MHRV Expertise**

$400 Billion of MHRV Appraisals

Each year the Valuation & Advisory team appraises more than 2,000 manufactured home communities ranging from single to large multi-state portfolios.

50+ Years of Experience

Exclusively focused in the MHRV asset class and many of our team members are MH & RV Park owners and property managers themselves.

Maximize your Park Value

Demand amoung Investors for manufactured home properties and RV resorts remains strong despite economic headwinds. We will help you get the best deal in the current market.

Off-Market Opportunities

Our team's extensive experience uniquely positions us to offer a wealth of exclusive off-market proeprties, strategically advantageous for 1031 exchange buyers seeking optimal investment opportunities.

30+ Years of Institutional Experience

We leverage unparalleled knowledge, expertise, and strategic relationships with banks & private equity groups within the industry to ensure our clients' interests are expertly served and advanced.

Local to global **impact**

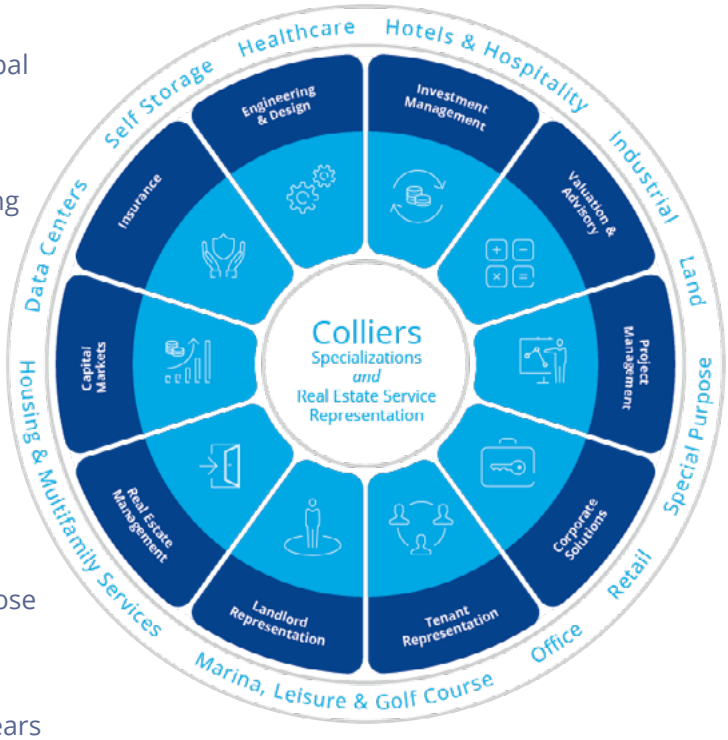
When it comes to serving our clients, our experts collaborate daily across markets and around the globe.

Our difference

We are enterprising. With our deep-seated global relationships, our experts in 66 countries are experienced in working together, delivering unique advisory service, corroboratively pushing our clients to think differently and facilitating results that exceed our clients' expectations — every single time.

Our culture encourages our people to think differently, to share innovative ideas and to create effective solutions that accelerate our clients' success. Many of the world's mostinnovative and successful companies choose us when they need trusted, expert advice.

Our clients depend on our ability to draw on years of direct experience in their local markets. Our professionals know their communities and the industry inside and out. Whether you are a local firm or a global organization, we provide creative solutions for all your real estate needs.



Colliers at a **glance**

$5.5B Annual revenue	**70** Countries we operate in	**$108B** Assets under management
46,000 Lease and sale transactions	**2B** Square feet managed	**24,000** Professionals

Number of countries includes affiliates

All statistics are for 2025, are in U.S. dollars and include affliates

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