



**NEWBURY
MANAGEMENT
SERVICES**

A Strategy for Success

The Manufactured Home Community Management Specialists



- 1 | Property Management & Receivership
- 2 | Professional Management Staff
- 3 | Management & Reporting Systems
- 4 | Corporate Overview & Contact Information



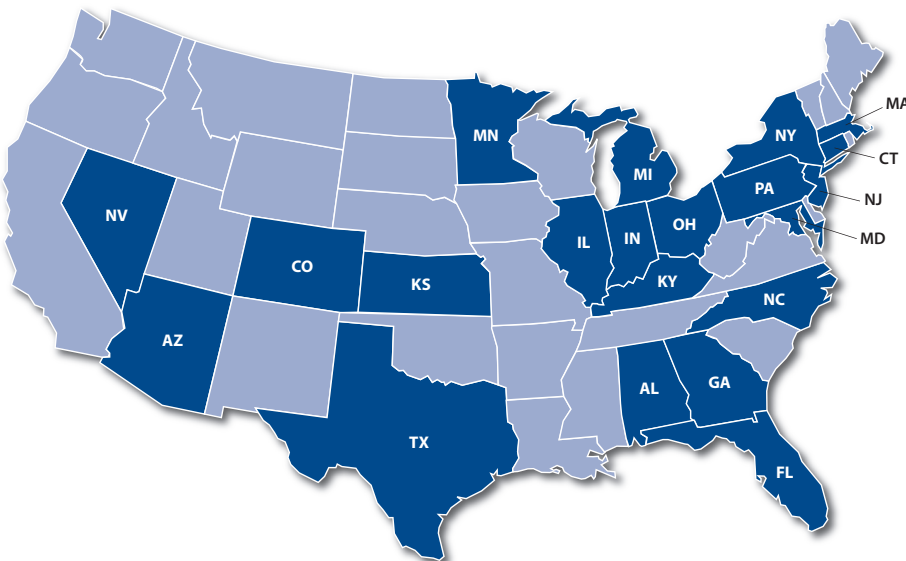
Newbury Management Services & Its Affiliates

Since 1988, Newbury Management Service's affiliate, RHP Properties, has rapidly expanded its manufactured home community portfolio throughout the nation. Today, RHP Properties is one of the largest owners of manufactured home communities in the United States.

Property Management & Receivership Services

Newbury Management Services (NMS), has a highly defined operational path, efficient analytical systems and processes in place for third party professional Management and Receivership Services for manufactured home communities. Our professional staff of over 500 employees, including top level CPAs, Management Professionals, and Information Technology, has proven experience that has made RHP Properties and Newbury Management Services one of the largest owners and managers of manufactured home communities in the U.S.

Our proven methods for managing our own properties have provided a platform for cost effective, high quality receivership services that excel at mitigating physical and financial waste, while creating maximum value for our clients. These factors have enabled us to maintain strong relationships with courts and clients alike.



- NMS and RHP own and manage manufactured home communities in 21 States.
- Newbury Management Services is one of the largest manufactured home community management companies in the industry.
- Our proven methods for managing our own properties have provided a platform for cost effective, high-quality 3rd party property management services for lenders and the courts.

The Newbury Management Services Team

NMS specializes in the unique challenges that manufactured home communities face, including handling the maintenance and regulation of specialized utility needs for communities or converting vacant and untitled homes to resident occupied homeowners, which will increase the rent roll and the bottom line. The NMS team quickly and efficiently get the job done.

Community Assessment

From minor deferred maintenance to overseeing large infrastructure capital improvement projects, our in-house staff efficiently gets the job done. Our 23 years of experience have given us an unparalleled ability to assess and prioritize the needs of distressed communities.

Community and Home Preparation

NMS specializes in refurbishing and preserving manufactured home communities and homes. Our team works closely with state and federal health and building agencies to make sure communities are operating in full compliance of local, state, and federal codes. From waste water treatment and private utilities, compliance and licensing, to the titling and sales of abandoned homes — we have the internal resources in place for success.

Management Staffing and Training

NMS has a substantial HR department that recruits, qualifies, and trains effective community managers to oversee day to day management duties in our communities. Our extensive in-house training and competitive benefit packages ensure our employees are fully prepared and eager to work.

Sales and Marketing

NMS and its affiliate Bayshore Home Sales, are experienced in the sales and marketing of new and used manufactured homes throughout the United States. Bayshore utilizes several channels to market homes, including an expert sales staff, significant web presence (www.bayshorehomesales.com) and print advertising.

Our comprehensive in-house team of over 500 Employees, includes:

- Appraisers
- Collections (Current & Bad Debt)
- Compliance Experts
 - Federal HUD Requirements
 - State Health Departments
 - Local Building Codes
- CPAs
- Executive and Regional Management
- Home Sales & Marketing
- Human Resources
 - Staffing
 - Training
- Information Technology
- Manufactured Home Financing
 - Originators
 - Servicers
- Manufactured Home Title Experts
- Private Utility Specialists
 - Waste Water Treatment
 - Septic Fields
 - Private Well Water Systems



Newbury Management Services Analysis and Reporting

Our state of the art internal analysis systems give us the ability to provide transparent reporting for all needs to institutional clients of all sizes. Combined with our 23 years of experience, this allows us to quickly provide our clients accurate community assessments, budgets, and gain control in all areas of distressed manufactured home community management, including:

- Rent Collection & Occupancy Stabilization
- Professional Record Keeping & Management Reporting
- Home Sales & Marketing
- On-site Staffing
- Physical Needs & Capital Improvement
- Expert Accounting

Once a property is stabilized, NMS offers additional services, including:

- Strategic Planning
- On-going Property Management Services
- Marketing and Sales Consulting

Newbury Management Services Clients Include:





Newbury Management Services & RHP Properties Corporate Profile

RHP Properties, Inc. is an accomplished real estate investment firm specializing in the acquisition and professional management of manufactured home communities.

The firms utilize the latest real estate software reporting systems, generates expert financial and management reports, and work closely with their institutional partners.

Their success stems from an ability to effectively target and acquire productive, well-located properties whose value can be enhanced through professional long-term management.

RHP owns and manages thousands of housing units in well-located communities throughout the United States. Their combined value is approximately \$1 billion. Properties include: over 120 manufactured housing communities totaling 25,000 home sites and 13 apartment properties with over 3,500 units in Michigan.

NMS and RHP employ more than 500 professionals combined at their Farmington Hills, Michigan corporate headquarters, regional offices, and on-site management across the country.

Contact Us

For additional information regarding our management services or general inquiries, please contact us in the manner most convenient for you:

Ross H. Partrich, CEO

RHP Properties, Inc. &
Newbury Management Services
31200 Northwestern Highway
Farmington Hills, MI 48334

(248) 626-0737 voice
(248) 626-3082 fax
rpartrich@rhp-properties.com
www.rhp-properties.com

Joshua Mermell, Director of Asset Management

Newbury Management Services
31200 Northwestern Highway
Farmington Hills, MI 48334

(248) 626-0737 voice
(248) 626-3082 fax
jmermell@rhp-properties.com
www.rhp-properties.com