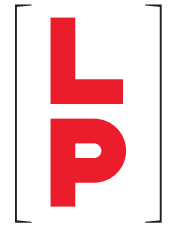


# Manufactured Housing

Our Manufactured Housing team is dedicated to advising institutional owner-operators, entrepreneurial investors, and other players nationwide through middle-market transactions in the manufactured housing sector. We understand the characteristics unique to this niche in the real estate market and take a business-oriented approach to identify and resolve challenges, deliver cost-efficient advising, and protect our clients' interests.



Levenfeld  
Pearlstein

## HOW WE DELIVER VALUE

***We understand the nuances of due diligence in this niche.*** Due diligence for manufactured housing deals often involves evaluating existing infrastructure and inventory, understanding applicable zoning laws, and identifying potential insurance challenges, in addition to conducting general financial and market analysis. Our significant experience in this space prepares our clients to make prudent investing decisions.

***We staff for efficiency.*** Every member of our team, from the partners to the paralegals, is highly experienced with the distinct lines of business involved in manufactured housing, including lease agreements, sales of homes, and consumer financing. Our team hits the ground running on every matter. Partners advise on high-level strategy, and associates and paralegals facilitate the production and execution of key documents to ensure our clients receive excellent value throughout the representation.

***Our practice is truly national.*** The LP team represents manufactured housing clients across the country. We are familiar with the state-by-state rules and nuances of regional manufactured housing markets, and our strong relationships with local counsel and advisors in each of these states ensures our clients always receive up-to-date advising. For clients with holdings in multiple markets, our team provides continuity and comprehensive advising tailored to the unique aspects of each location and business goal.



## Representative Matters

LP's representations include acquisitions, dispositions, and financing of manufactured housing communities including Freddie Mac and Fannie Mae loans, portfolio acquisitions, joint ventures, and defeasances. Some recent matters include:

- Represented a seller of four manufactured housing communities in Chicago's south suburbs in a single multisite transaction valued at \$71 million and involving a complex, bifurcated closing.
- [matter #2]
- [matter #3]
- [matter #4]

## The LP Way

We know the demands of the industry can be challenging. We believe that responsiveness, high-quality work, efficiency, and reasonable fees are just the basics of doing good work for our clients. We are a law firm that operates like a business. Our unique business strategy is The LP Way™, a structure for the whole firm to deliver a consistent, exceptional client experience. Every person at LP provides exceptional client service because The LP Way offers both the framework and the reason for doing so. We have created processes that align everything and everyone at LP to one goal: *providing an exceptional client experience.*

the **LP** way™

- 1** Attract and retain talent
- 2** Lead by example
- 3** Cultivate effective teams
- 4** Align systems
- 5** Ask for feedback

*exceptional client experience*

## CONTACTS



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