

#1

LARGEST OVERALL
COMMERCIAL
REAL-ESTATE FIRM

MANUFACTURED HOUSING & RV RESORTS *Meet The Team*



UNPARALLELED
CONNECTIVITY
UNRIVALED
RESULTS



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- Lead MH&RV strategist & broker
- 25-year veteran & MHRV specialist
- Ongoing CBRE Specialty Top Producer
- Active community owner & operator

Professional Experience:

- CBRE
- Cushman & Wakefield (BRE/NAI)
- Colliers International
- CoStar (Comps Inc.)

- MH&RV sales & marketing expert
- Active buyer prospecting & coordination
- Due diligence & transaction management
- Community ownership interest & involvement

Professional Experience

- CBRE
- Marcus & Millichap
- Inspire Communities

- MH&RV underwriting & analysis
- Financial modeling & debt
- Client reporting & deal logistics

- Sales & marketing team coordination
- Vendor logistics & management
- Maintains team operations

- Customizes all property related materials
- Maintains team members' timelines
- Administrative roles & responsibilities

SALES HIGHLIGHTS

High profile MH&RV sales experience across the U.S. & Canada

- Highest nationwide price per site sale set in 2013 in Laguna Beach, CA
- National record-setting stabilized cap rate for a non-rent-controlled park in 2017
- National Record-setting stabilized cap rate for a rent-controlled park in 2018
- Actual North American coverage & institutional sales from CA to FL, throughout the Midwest & Canada in 2019 alone.

300+ SALES
CAREER PARK SALES
NATIONWIDE

**MHRV SPECIALISTS
SINCE THE 90'S**

#1
MULTIFAMILY FIRM
SINCE 2001

ADDITIONAL TEAM DEPTH

NATALIE DAHL
MANAGING DIRECTOR

GREG MIKRUT
FINANCIAL CONSULTING
GROUP

MIKE COMBS
RESEARCH MANAGER

JAMES SCOTT
CBRE CAP, INC.
INVESTMENT BANKING

BOB YBARRA
DEBT & STRUCTURED
FINANCE

90,000+ PROFESSIONALS & 450+ OFFICES
TO LEVERAGE LOCAL MARKET EXPERTISE & COMPLIANCE