

SUN COMMUNITIES INC
Form 10-K
February 23, 2016

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-K

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended December 31, 2015
Commission file number 1-12616

SUN COMMUNITIES, INC.
(Exact Name of Registrant as Specified in its Charter)

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|---|--|
| Maryland (State of Incorporation) 27777 Franklin Rd. Suite 200 Southfield, Michigan (Address of Principal Executive Offices) (248) 208-2500 (Registrant's telephone number, including area code) | 38-2730780 (I.R.S. Employer Identification No.) |
| Common Stock, Par Value \$0.01 per Share Securities Registered Pursuant to Section 12(b) of the Act | New York Stock Exchange Name of each exchange on which registered |
| 7.125% Series A Cumulative Redeemable Preferred Stock, Par Value \$0.01 per Share Securities Registered Pursuant to Section 12(b) of the Act | New York Stock Exchange Name of each exchange on which registered |
| Securities Registered Pursuant to Section 12(g) of the Act: 6.50% Series A-4 Cumulative Convertible Preferred Stock, par value \$0.01 per Share | |

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act.
Yes No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15(d) of the Exchange Act. Yes No

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T

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(§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes [X] No []

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of Registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. []

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. (Check one):

Large accelerated filer [X] Accelerated filer [] Non-accelerated filer [] Smaller reporting company []

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes [] No [X]

As of June 30, 2015, the aggregate market value of the Registrant's stock held by non-affiliates was approximately \$2,887,393,358 (computed by reference to the closing sales price of the Registrant's common stock as of June 30, 2015). For this computation, the Registrant has excluded the market value of all shares of common stock reported as beneficially owned by executive officers and directors of the Registrant; such exclusion shall not be deemed to constitute an admission that any such person is an affiliate of the Registrant.

Number of shares of common stock, \$0.01 par value per share, outstanding as of February 16, 2016: 58,391,880

Documents Incorporated By Reference

Unless provided in an amendment to this Annual Report on Form 10-K, the information required by Part III is incorporated by reference to the registrant's proxy statement to be filed pursuant to Regulation 14A, with respect to the registrant's 2015 annual meeting of stockholders.

SUN COMMUNITIES, INC.

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SUN COMMUNITIES, INC.

PART I

ITEM 1. BUSINESS

GENERAL

Sun Communities, Inc., a Maryland corporation, and all wholly-owned or majority-owned and controlled subsidiaries, including Sun Communities Operating Limited Partnership, a Michigan limited partnership (the "Operating Partnership"), and Sun Home Services, Inc. ("SHS") are referred to herein as the "Company," "us," "we," and "our". We are a self-administered and self-managed real estate investment trust ("REIT").

We are a fully integrated real estate company which, together with our affiliates and predecessors, have been in the business of acquiring, operating, developing, and expanding manufactured housing ("MH") and recreational vehicle ("RV") communities since 1975. We lease individual parcels of land ("sites") with utility access for placement of manufactured homes and RVs to our customers. We are also engaged through a taxable subsidiary, SHS, in the marketing, selling, and leasing of new and pre-owned homes to current and future residents in our communities. The operations of SHS support and enhance our occupancy levels, property performance, and cash flows.

We own, operate, and develop MH and RV communities throughout the United States ("U.S."). As of December 31, 2015, we owned and operated a portfolio of 231 properties located in 30 states (collectively, the "Properties"), including 185 MH communities, 36 RV communities, and 10 Properties containing both MH and RV sites. As of December 31, 2015, the Properties contained an aggregate of 88,612 developed sites comprised of 69,682 developed MH sites, 9,559 annual RV sites (inclusive of both annual and seasonal usage rights), 9,371 transient RV sites, and approximately 7,181 additional MH and RV sites suitable for development.

Our executive and principal property management office is located at 27777 Franklin Road, Suite 200, Southfield, Michigan 48034 and our telephone number is (248) 208-2500. We have regional property management offices located in Austin, Texas; San Antonio, Texas; Dayton, Ohio; Grand Rapids, Michigan; Elkhart, Indiana; Indianapolis, Indiana; Traverse City, Michigan; Charlotte, North Carolina; Denver, Colorado; Ft. Myers, Florida; and Orlando, Florida; and we employed an aggregate of 1,790 full and part time employees as of December 31, 2015.

Our website address is www.suncommunities.com and we make available, free of charge, on or through our website all of our periodic reports, including our Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and current reports on Form 8-K, as soon as reasonably practicable after we file such reports with the Securities and Exchange Commission (the "SEC").

STRUCTURE OF THE COMPANY

The Operating Partnership is structured as an umbrella partnership REIT, or UPREIT. In 1993, we contributed our net assets to the Operating Partnership in exchange for the sole general partner interest in the Operating Partnership and the majority of all the Operating Partnership's initial capital. We substantially conduct our operations through the Operating Partnership. The Operating Partnership owns, either directly or indirectly through other subsidiaries, all of our assets. This UPREIT structure enables us to comply with certain complex requirements under the federal tax rules and regulations applicable to REITs, and to acquire MH and RV communities in transactions that defer some or all of the sellers' tax consequences. The financial results of the Operating Partnership and our other subsidiaries are consolidated in our Consolidated Financial Statements. The financial results include certain activities that do not necessarily qualify as REIT activities under the Internal Revenue Code of 1986, as amended (the "Code"). We have formed taxable REIT subsidiaries, as defined in the Code, to engage in such activities. We use taxable REIT subsidiaries to offer certain services to our residents and engage in activities that would not otherwise be permitted

under the REIT rules if provided directly by us or by the Operating Partnership. The taxable REIT subsidiaries include our home sales business, SHS, which provides manufactured home sales, leasing, and other services to current and prospective tenants of the Properties.

Under the partnership agreement, the Operating Partnership is structured to make distributions with respect to certain of the Operating Partnership units ("OP units") at the same time that distributions are made to our common stockholders. The Operating Partnership is structured to permit limited partners holding certain classes or series of OP units to exchange those OP units for shares of our common stock (in a taxable transaction) and achieve liquidity for their investment.

As the sole general partner of the Operating Partnership, we generally have the power to manage and have complete control over the conduct of the Operating Partnership's affairs and all decisions or actions made or taken by us as the general partner pursuant to the partnership agreement are generally binding upon all of the partners and the Operating Partnership.

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We do not own all of the OP units. As of December 31, 2015, the Operating Partnership had issued and outstanding:

61,258,247 common OP units;
1,283,819 preferred OP units ("Aspen preferred OP units");
387,981 Series A-1 preferred OP units;
40,268 Series A-3 preferred OP units;
2,822,126 Series A-4 preferred OP units;
3,400,000 7.125% Series A Cumulative Redeemable Preferred OP Units ("7.125% Series A OP units");
112,400 Series B-3 preferred OP units; and
340,206 Series C preferred OP units.

As of December 31, 2015, we held:

58,395,278 common OP units, or approximately 95% of the issued and outstanding common OP units;
2,067,091 Series A-4 preferred OP units, or approximately 73% of the issued and outstanding Series A-4 preferred OP units,
all of the 7.125% Series A OP units; and
no Aspen preferred OP units, Series A-1 preferred OP units, Series A-3 preferred OP units, Series B-3 preferred OP units, or Series C preferred OP units.

Ranking and Priority

The various classes and series of OP units issued by the Operating Partnership rank as follows with respect to rights to the payment of distributions and the distribution of assets in the event of any voluntary or involuntary liquidation, dissolution or winding up of the Operating Partnership:

first, the 7.125% Series A OP units;
next, the Series A-4 preferred OP units, Aspen preferred OP units and Series A-1 preferred OP units, on parity with each other;
next, the Series C preferred OP units;
next, the Series B-3 preferred OP units;
next, the Series A-3 preferred OP units; and
finally, the common OP units.

Common OP Units

Subject to certain limitations, the holder of each common OP unit at its option may convert such common OP unit at any time into one share of our common stock. Holders of common OP units are entitled to receive distributions from the Operating Partnership as and when declared by the general partner, provided that all accrued distributions payable on OP units ranking senior to the common OP units have been paid. The holders of common OP units generally receive distributions on the same dates and in amounts equal to the distributions paid to holders of our common stock.

Aspen Preferred OP Units

Subject to certain limitations, at any time prior to January 1, 2024, the holder of each Aspen preferred OP unit at its option may convert such Aspen preferred OP unit into: (a) if the market price of our common stock is \$68.00 per share or less, 0.397 common OP units, or (b) if the market price of our common stock is greater than \$68.00 per share, the number of common OP units determined by dividing (i) the sum of (A) \$27.00 plus (B) 25% of the amount by which the market price of our common stock exceeds \$68.00 per share, by (ii) the per-share market price of our

common stock. The holders of Aspen preferred OP units are entitled to receive distributions not less than quarterly. Distributions on Aspen preferred OP units are generally paid on the same dates as distributions are paid to holders of common OP units. Each Aspen preferred OP unit is entitled to receive distributions in an amount equal to the product of (x) \$27.00, multiplied by (y) an annual rate equal to the 10-year U.S. Treasury bond yield plus 239 basis points; provided, however, that the aggregate distribution rate shall not be less than 6.5% nor more than 9%. On January 2, 2024, we are required to redeem all Aspen preferred OP units that have not been converted to common OP units. In addition, we are required to redeem the Aspen preferred OP units of any holder thereof within five days after receipt of a written demand during the existence of certain uncured Aspen preferred OP unit defaults, including our failure to pay distributions on the Aspen preferred OP units when due and our failure to provide certain security for the payment of distributions on the Aspen preferred OP units. We may also redeem Aspen preferred OP units from time to time if we and the holder thereof agree to do so.

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Series A-1 Preferred OP Units

Subject to certain limitations, the holder of each Series A-1 preferred OP unit at its option may exchange such Series A-1 preferred OP unit at any time into 2.439 shares of our common stock (which exchange rate is subject to adjustment upon stock splits, recapitalizations, and similar events). The holders of Series A-1 preferred OP units are entitled to receive distributions not less than quarterly. Distributions on Series A-1 preferred OP units are generally paid on the same dates as distributions are paid to holders of common OP units. Each Series A-1 preferred OP unit is entitled to receive distributions in an amount equal to the product of \$100.00 multiplied by an annual rate equal to 6.0%. Series A-1 preferred OP units do not have any voting or consent rights on any matter requiring the consent or approval of the Operating Partnership's limited partners.

Series A-3 Preferred OP Units

Subject to certain limitations, the holder of each Series A-3 preferred OP unit at its option may exchange such Series A-3 preferred OP unit at any time into 1.8605 shares of our common stock (which exchange rate is subject to adjustment upon stock splits, recapitalizations, and similar events). The holders of Series A-3 preferred OP units are entitled to receive distributions not less than quarterly. Each Series A-3 preferred OP unit is entitled to receive distributions in an amount equal to the product of \$100.00 multiplied by an annual rate equal to 4.5%. Series A-3 preferred OP units do not have any voting or consent rights on any matter requiring the consent or approval of the Operating Partnership's limited partners.

Series A-4 Preferred OP Units

In connection with the issuance of our 6.50% Series A-4 Cumulative Convertible Preferred Stock (the "Series A-4 Preferred Stock") in November 2014, the Operating Partnership created the Series A-4 preferred OP units as a new class of OP units. Series A-4 preferred OP units have economic and other rights and preferences substantially similar to those of the Series A-4 Preferred Stock, including rights to receive distributions at the same time and in the same amounts as distributions paid on Series A-4 Preferred Stock. Each Series A-4 preferred OP unit is exchangeable into approximately 0.4444 shares of common stock or common OP units (which exchange rate is subject to adjustment upon stock splits, recapitalizations, and similar events). The Operating Partnership issued Series A-4 preferred OP units to us in connection with our acquisition of the American Land Lease ("ALL") portfolio of MH communities from Green Courte Real Estate Partners, LLC, Green Courte Real Estate Partners II, LLC, Green Courte Real Estate Partners III, LLC and certain of their affiliated entities (collectively, the "Green Courte parties" or the "Green Courte entities"). In 2014, we issued 669,449 Series A-4 preferred OP units to the sellers as consideration for the ALL acquisition. In January 2015, we issued 200,000 Series A-4 Preferred OP units in a private placement in connection with the ALL acquisition. In June 2015, we issued 34,219 Series A-4 preferred OP units to GCP Fund III Ancillary Holding, LLC. In July 2015, we repurchased 4,066,586 Series A-4 preferred OP units. At December 31, 2015 we hold 2,067,091 Series A-4 preferred OP units. The rights of the 2,067,091 Series A-4 preferred OP units held by us mirror the economic rights of the Series A-4 preferred OP units issued to the Green Courte entities, but certain voting, consent, and other rights do not apply to the Series A-4 preferred OP units held by us.

If certain change of control transactions occur or if our common stock ceases to be listed or quoted on an exchange or quotation system, then at any time after November 26, 2019, we or the holders of shares of Series A-4 Preferred Stock and Series A-4 preferred OP units may cause all or any of those shares or units to be redeemed for cash at a redemption price equal to the sum of (i) the greater of (x) the amount that the redeemed shares of Series A-4 Preferred Stock and Series A-4 preferred OP units would have received in such transaction if they had been converted into shares of our common stock immediately prior to such transaction, or (y) \$25.00 per share, plus (ii) any accrued and

unpaid distributions thereon to, but not including, the redemption date.

7.125% Series A OP Units

In connection with the issuance of our 7.125% Series A Cumulative Redeemable Preferred Stock ("Series A Preferred Stock") in November 2012, the Operating Partnership created the 7.125% Series A OP units as a new class of OP units. All of the outstanding 7.125% Series A OP units are held by us and they have rights, preferences, and other terms substantially similar to the Series A Preferred Stock, including rights to receive distributions at the same time and in the same amounts as distributions paid on Series A Preferred Stock. The Operating Partnership issued the 7.125% Series A OP units to us in consideration of our contributing to the Operating Partnership the net proceeds of our November 2012 offering of shares of Series A Preferred Stock.

Series B-3 Preferred OP Units

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Series B-3 preferred OP units are not convertible. The holders of Series B-3 preferred OP units generally receive distributions on the same dates as distributions are paid to holders of common OP units. Each Series B-3 preferred OP unit is entitled to receive distributions in an amount equal to the product of \$100.00 multiplied by an annual rate equal to 8.0%. As of December 31, 2015, there were outstanding 36,700 Series B-3 preferred OP units which were issued on December 1, 2002, 33,450 Series B-3 preferred OP units which were issued on January 1, 2003, and 42,250 Series B-3 preferred OP units which were issued on January 5, 2004. Subject to certain limitations, (x) during the 90-day period beginning on each of the tenth through fifteenth anniversaries of the issue date of the applicable Series B-3 preferred OP units, (y) at any time after the fifteenth anniversary of the issue date of the applicable Series B-3 preferred OP units, or (z) after our receipt of notice of the death of the electing holder of a Series B-3 preferred OP unit, each holder of Series B-3 preferred OP units may require us to redeem such holder's Series B-3 preferred OP units at the redemption price of \$100.00 per unit. In addition, at any time after the fifteenth anniversary of the issue date of the applicable Series B-3 preferred OP units we may redeem, at our option, all of the Series B-3 preferred OP units of any holder thereof at the redemption price of \$100.00 per unit. Series B-3 preferred OP units do not have any voting or consent rights on any matter requiring the consent or approval of the Operating Partnership's limited partners.

Series C Preferred OP Units

Subject to certain limitations, the holder of each Series C preferred OP unit at its option may exchange such Series C preferred OP unit at any time into 1.11 shares of our common stock (which exchange rate is subject to adjustment upon stock splits, recapitalizations, and similar events). The holders of Series C preferred OP units are entitled to receive distributions not less than quarterly. Each Series C preferred OP unit is entitled to receive distributions in an amount equal to the product of \$100.00 multiplied by an annual rate equal to (i) 4.0% until April 1, 2016, (ii) 4.5% from April 1, 2016 until April 1, 2019, and (c) 5.0% after April 1, 2019. Series C preferred OP units do not have any voting or consent rights on any matter requiring the consent or approval of the Operating Partnership's limited partners.

REAL PROPERTY OPERATIONS

Properties are designed and improved for several home options of various sizes and designs and consist of both MH communities and RV communities.

A MH community is a residential subdivision designed and improved with sites for the placement of manufactured homes, related improvements, and amenities. Manufactured homes are detached, single family homes which are produced off site by manufacturers and installed on sites within the community. Manufactured homes are available in a wide array of designs, providing owners with a level of customization generally unavailable in other forms of multi-family housing developments.

Modern manufactured housing communities contain improvements similar to other garden style residential developments, including centralized entrances, paved streets, curbs and gutters, and parkways. In addition, these communities also often provide a number of amenities, such as a clubhouse, a swimming pool, shuffleboard courts, tennis courts, and laundry facilities.

A RV community is a resort or park designed and improved with sites for the placement of RVs for varied lengths of time. Properties may also provide vacation rental homes. RV communities include a number of amenities, such as restaurants, golf courses, swimming pools, tennis courts, fitness centers, planned activities, and spacious social facilities.

The owner of each home on our Properties leases the site on which the home is located. We own the underlying land, utility connections, streets, lighting, driveways, common area amenities, and other capital improvements and are responsible for enforcement of community guidelines and maintenance. Some of the Properties provide water and sewer service through public or private utilities, while others provide these services to residents from on site facilities. Each owner of a home within our Properties is responsible for the maintenance of the home and leased site. As a result, our capital expenditure needs tend to be less significant relative to multi family rental apartment complexes.

PROPERTY MANAGEMENT

Our property management strategy emphasizes intensive, hands on management by dedicated, on site district and community managers. We believe that this on site focus enables us to continually monitor and address resident concerns, the performance of competitive properties, and local market conditions. As of December 31, 2015, we employed 1,790 full and part time employees, of which 1,511 were located on site as property managers, support staff, or maintenance personnel.

Our community managers are overseen by John B. McLaren, our President and Chief Operating Officer, who has been in the manufactured housing industry since 1995, four Senior Vice Presidents of Operations and Sales, five Division Vice Presidents and

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25 Regional Vice Presidents. The Regional Vice Presidents are responsible for semi-annual market surveys of competitive communities, interaction with local manufactured home dealers, regular property inspections, and oversight of property operations and sales functions for eight to twelve properties.

Each district or community manager performs regular inspections in order to continually monitor the Property's physical condition and to effectively address tenant concerns. In addition to a district or community manager, each district or property has on-site maintenance personnel and management support staff. We hold mandatory training sessions for all new property management personnel to ensure that management policies and procedures are executed effectively and professionally. All of our property management personnel participate in on-going training to ensure that changes to management policies and procedures are implemented consistently. We offer 145 courses for our team members through our Sun University, which has led to increased knowledge and accountability for daily operations and policies and procedures.

HOME SALES AND RENTALS

SHS is engaged in the marketing, selling and leasing of new and pre-owned homes to current and future residents in our communities. Since tenants often purchase a home already on-site within a community, such services enhance occupancy and property performance. Additionally, because many of the homes on the Properties are sold through SHS, better control of home quality in our communities can be maintained than if sales services were conducted solely through third-party brokers. SHS also leases homes to prospective tenants. At December 31, 2015, SHS had 10,685 occupied leased homes in its portfolio. New homes are also purchased for the Rental Program. Leases associated with the Rental Program generally have a term of one year. The Rental Program requires intensive management of costs associated with repair and refurbishment of these homes as the tenants vacate and the homes are re-leased, similar to apartment rentals. We received approximately 47,000 applications during 2015 to live in our Properties, providing a significant "resident boarding" system allowing us to market purchasing a home to the best applicants and to rent to the remainder of approved applicants. Through the Rental Program we are able to demonstrate our product and lifestyle to the renters, while monitoring their payment history and converting qualified renters to owners.

REGULATIONS AND INSURANCE

General

MH and RV community properties are subject to various laws, ordinances and regulations, including regulations relating to recreational facilities such as swimming pools, clubhouses, and other common areas. We believe that each Property has the necessary operating permits and approvals.

Insurance

Our management believes that the Properties are covered by adequate fire, flood (where appropriate), property, and business interruption insurance provided by reputable companies with commercially reasonable deductibles and limits. We maintain a blanket policy that covers all of our Properties. We have obtained title insurance insuring fee title to the Properties in an aggregate amount which we believe to be adequate. Claims made to our insurance carriers that are determined to be recoverable are classified in other receivables as incurred.

SITE LEASES OR USAGE RIGHTS

The typical lease we enter into with a tenant for the rental of a manufactured home site is month to month or year to year, renewable upon the consent of both parties, or, in some instances, as provided by statute. Certain of our leases, mainly Florida properties, are tied to consumer price index or other indices as it relates to rent increase.

Generally, market rate adjustments are made on an annual basis. These leases are cancelable for non payment of rent, violation of community rules and regulations or other specified defaults. During the five calendar years ended December 31, 2015, on average 2.4% of the homes in our communities have been removed by their owners and 5% of the homes have been sold by their owners to a new owner who then assumes rental obligations as a community resident. The cost to move a home is approximately \$4,000 to \$10,000. The average resident remains in our communities for approximately 12 years, while the average home, which gives rise to the rental stream, remains in our communities for approximately 50 years.

Please see the Risk Factors at Item 1A, and financial statements and related notes beginning on page F-1 of this Annual Report on Form 10-K for more detailed information.

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CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This Annual Report on Form 10-K contains various “forward-looking statements” within the meaning of the Securities Act of 1933, as amended (the “Securities Act”), and the Securities Exchange Act of 1934, as amended (the “Exchange Act”), and we intend that such forward-looking statements will be subject to the safe harbors created thereby. For this purpose, any statements contained in this filing that relate to expectations, beliefs, projections, future plans and strategies, trends or prospective events or developments and similar expressions concerning matters that are not historical facts are deemed to be forward-looking statements. Words such as “forecasts,” “intends,” “intend,” “intended,” “goal,” “estimate,” “estimates,” “expects,” “expect,” “expected,” “project,” “projected,” “projections,” “plans,” “predicts,” “potential,” “anticipates,” “anticipated,” “should,” “could,” “may,” “will,” “designed to,” “foreseeable future,” “believe,” “believes,” “schedule,” “guidance” and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these words. These forward-looking statements reflect our current views with respect to future events and financial performance, but involve known and unknown risks and uncertainties, both general and specific to the matters discussed in this filing. These risks and uncertainties may cause our actual results to be materially different from any future results expressed or implied by such forward-looking statements. In addition to the risks disclosed under “Risk Factors” contained in this Annual Report on Form 10-K and our other filings with the SEC, such risks and uncertainties include but are not limited to:

- changes in general economic conditions, the real estate industry, and the markets in which we operate;
- difficulties in our ability to evaluate, finance, complete and integrate acquisitions, developments and expansions successfully;
- our liquidity and refinancing demands;
- our ability to obtain or refinance maturing debt;
- our ability to maintain compliance with covenants contained in our debt facilities;
- availability of capital;
- our ability to maintain rental rates and occupancy levels;
- our failure to maintain effective internal control over financial reporting and disclosure controls and procedures;
- increases in interest rates and operating costs, including insurance premiums and real property taxes;
- risks related to natural disasters;
- general volatility of the capital markets and the market price of shares of our capital stock;
- our failure to maintain our status as a REIT;
- changes in real estate and zoning laws and regulations;
- legislative or regulatory changes, including changes to laws governing the taxation of REITs;
- litigation, judgments or settlements;
- competitive market forces;
- the ability of manufactured home buyers to obtain financing; and
- the level of repossessions by manufactured home lenders.

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date the statement was made. We undertake no obligation to publicly update or revise any forward-looking statements included or incorporated by reference into this filing, whether as a result of new information, future events, changes in our expectations or otherwise, except as required by law.

Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee future results, levels of activity, performance or achievements. All written and oral forward-looking statements attributable to us or persons acting on our behalf are qualified in their entirety by these cautionary statements.

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ITEM 1A. RISK FACTORS

Our prospects are subject to certain uncertainties and risks. Our future results could differ materially from current results, and our actual results could differ materially from those projected in forward looking statements as a result of certain risk factors. These risk factors include, but are not limited to, those set forth below, other one time events, and important factors disclosed previously and from time to time in our other filings with the SEC.

REAL ESTATE RISKS

General economic conditions and the concentration of our properties in Florida, Michigan, Texas, and Arizona may affect our ability to generate sufficient revenue.

The market and economic conditions in our current markets generally, and specifically in metropolitan areas of our current markets, may significantly affect manufactured home occupancy or rental rates. Occupancy and rental rates, in turn, may significantly affect our revenues, and if our communities do not generate revenues sufficient to meet our operating expenses, including debt service and capital expenditures, our cash flow and ability to pay or refinance our debt obligations could be adversely affected. We derive significant amounts of our rental income from properties located in Florida, Michigan, Texas, and Arizona. As of December 31, 2015, 61 Properties, representing approximately 30.5% of developed sites, are located in Florida; 65 Properties, representing approximately 27.2% of developed sites, are located in Michigan; 16 Properties, representing approximately 7.2% of developed sites, are located in Texas; and 10 Properties, representing approximately 5.0% of developed sites, are located in Arizona. As a result of the geographic concentration of our Properties in Florida, Michigan, Texas, and Arizona, we are exposed to the risks of downturns in the local economy or other local real estate market conditions which could adversely affect occupancy rates, rental rates, and property values of properties in these markets.

Our income would also be adversely affected if tenants were unable to pay rent or if sites were unable to be rented on favorable terms. If we were unable to promptly relet or renew the leases for a significant number of the sites, or if the rental rates upon such renewal or reletting were significantly lower than expected rates, then our business and results of operations could be adversely affected. In addition, certain expenditures associated with each Property (such as real estate taxes and maintenance costs) generally are not reduced when circumstances cause a reduction in income from the Property. Furthermore, real estate investments are relatively illiquid and, therefore, will tend to limit our ability to vary our portfolio promptly in response to changes in economic or other conditions.

The following factors, among others, may adversely affect the revenues generated by our communities:

- the national and local economic climate which may be adversely impacted by, among other factors, plant closings, and industry slowdowns;

- local real estate market conditions such as the oversupply of MH and RV sites or a reduction in demand for MH and RV sites in an area;

- the number of repossessed homes in a particular market;

- the lack of an established dealer network;

- the rental market which may limit the extent to which rents may be increased to meet increased expenses without decreasing occupancy rates;

- the perceptions by prospective tenants of the safety, convenience and attractiveness of our Properties and the neighborhoods where they are located;

zoning or other regulatory restrictions;

competition from other available MH and RV communities and alternative forms of housing (such as apartment buildings and site built single family homes);

our ability to provide adequate management, maintenance and insurance;

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• increased operating costs, including insurance premiums, real estate taxes, and utilities; and

• the enactment of rent control laws or laws taxing the owners of manufactured homes.

Competition affects occupancy levels and rents which could adversely affect our revenues.

All of our Properties are located in developed areas that include other MH and RV community properties. The number of competitive MH and RV community properties in a particular area could have a material adverse effect on our ability to lease sites and increase rents charged at our Properties or at any newly acquired properties. We may be competing with others with greater resources and whose officers and directors have more experience than our officers and directors. In addition, other forms of multi family residential properties, such as private and federally funded or assisted multi family housing projects and single family housing, provide housing alternatives to potential tenants of MH and RV communities.

Our ability to sell or lease manufactured homes may be affected by various factors, which may in turn adversely affect our profitability.

SHS operates in the manufactured home market offering manufactured home sales and leasing services to tenants and prospective tenants of our communities. The market for the sale and lease of manufactured homes may be adversely affected by the following factors:

• downturns in economic conditions which adversely impact the housing market;

• an oversupply of, or a reduced demand for, manufactured homes;

• the difficulty facing potential purchasers in obtaining affordable financing as a result of heightened lending criteria; and

• an increase or decrease in the rate of manufactured home repossessions which provide aggressively priced competition to new manufactured home sales.

Any of the above listed factors could adversely impact our rate of manufactured home sales and leases, which would result in a decrease in profitability.

We may not be able to integrate or finance our acquisitions and our acquisitions may not perform as expected.

We have acquired and intend to continue to acquire MH and RV communities on a select basis. Our acquisition activities and their success are subject to the following risks:

- we may be unable to acquire a desired property because of competition from other well capitalized real estate investors, including both publicly traded real estate investment trusts and institutional investment funds;

• even if we enter into an acquisition agreement for a property, it is usually subject to customary conditions to closing, including completion of due diligence investigations to our satisfaction, which may not be satisfied;

• even if we are able to acquire a desired property, competition from other real estate investors may significantly increase the purchase price;

• we may be unable to finance acquisitions on favorable terms;

acquired properties may fail to perform as expected;

acquired properties may be located in new markets where we face risks associated with a lack of market knowledge or understanding of the local economy, lack of business relationships in the area, and unfamiliarity with local governmental and permitting procedures; and

we may be unable to quickly and efficiently integrate new acquisitions, particularly acquisitions of portfolios of properties, into our existing operations.

If any of the above occurred, our business and results of operations could be adversely affected.

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In addition, we may acquire properties subject to liabilities and without any recourse, or with only limited recourse, with respect to unknown liabilities. As a result, if a liability were to be asserted against us based upon ownership of those properties, we might have to pay substantial sums to settle it, which could adversely affect our cash flow.

Increases in taxes and regulatory compliance costs may reduce our net income.

Costs resulting from changes in real estate laws, income taxes, service or other taxes, generally are not passed through to tenants under leases and may adversely affect our funds from operations and our ability to pay or refinance our debt. Similarly, changes in laws increasing the potential liability for environmental conditions existing on properties or increasing the restrictions on discharges or other conditions may result in significant unanticipated expenditures, which would adversely affect our business and results of operations.

We may not be able to integrate or finance our expansion and development activities.

From time to time, we engage in the construction and development of new communities or expansion of existing communities, and may continue to engage in the development and construction business in the future. Our construction and development pipeline may be exposed to the following risks which are in addition to those risks associated with the ownership and operation of established MH and RV communities:

- we may not be able to obtain financing with favorable terms for community development which may make us unable to proceed with the development;

- we may be unable to obtain, or face delays in obtaining, necessary zoning, building and other governmental permits and authorizations, which could result in increased costs and delays, and even require us to abandon development of the community entirely if we are unable to obtain such permits or authorizations;

- we may abandon development opportunities that we have already begun to explore and as a result we may not recover expenses already incurred in connection with exploring such development opportunities;

- we may be unable to complete construction and lease up of a community on schedule resulting in increased debt service expense and construction costs;

- we may incur construction and development costs for a community which exceed our original estimates due to increased materials, labor or other costs, which could make completion of the community uneconomical and we may not be able to increase rents to compensate for the increase in development costs which may impact our profitability;

- we may be unable to secure long term financing on completion of development resulting in increased debt service and lower profitability; and

- occupancy rates and rents at a newly developed community may fluctuate depending on several factors, including market and economic conditions, which may result in the community not being profitable.

If any of the above occurred, our business and results of operations could be adversely affected.

Rent control legislation may harm our ability to increase rents.

State and local rent control laws in certain jurisdictions may limit our ability to increase rents and to recover increases in operating expenses and the costs of capital improvements. Enactment of such laws has been considered from time

to time in other jurisdictions. Certain Properties are located, and we may purchase additional properties, in markets that are either subject to rent control or in which rent-limiting legislation exists or may be enacted.

We may be subject to environmental liability.

Under various federal, state and local laws, ordinances and regulations, an owner or operator of real estate is liable for the costs of removal or remediation of certain hazardous substances at, on, under or in such property. Such laws often impose such liability without regard to whether the owner knew of, or was responsible for, the presence of such hazardous substances. The presence of such substances, or the failure to properly remediate such substances, may adversely affect the owner's ability to sell or rent such

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property, to borrow using such property as collateral or to develop such property. Persons who arrange for the disposal or treatment of hazardous substances also may be liable for the costs of removal or remediation of such substances at a disposal or treatment facility owned or operated by another person. In addition, certain environmental laws impose liability for the management and disposal of asbestos containing materials and for the release of such materials into the air. These laws may provide for third parties to seek recovery from owners or operators of real properties for personal injury associated with asbestos containing materials. In connection with the ownership, operation, management, and development of real properties, we may be considered an owner or operator of such properties and, therefore, are potentially liable for removal or remediation costs, and also may be liable for governmental fines and injuries to persons and property. When we arrange for the treatment or disposal of hazardous substances at landfills or other facilities owned by other persons, we may be liable for the removal or remediation costs at such facilities.

All of the Properties have been subject to a Phase I or similar environmental audit (which involves general inspections without soil sampling or ground water analysis) completed by independent environmental consultants. These environmental audits have not revealed any significant environmental liability that would have a material adverse effect on our business. These audits cannot reflect conditions arising after the studies were completed, and no assurances can be given that existing environmental studies reveal all environmental liabilities, that any prior owner or operator of a property or neighboring owner or operator did not create any material environmental condition not known to us, or that a material environmental condition does not otherwise exist as to any one or more Properties.

Losses in excess of our insurance coverage or uninsured losses could adversely affect our cash flow.

We maintain comprehensive liability, fire, flood (where appropriate), property, and business interruption insurance provided by reputable companies with commercially reasonable deductibles and limits. Certain types of losses, however, may be either uninsurable or not economically insurable, such as losses due to earthquakes, riots, or acts of war. In the event an uninsured loss occurs, we could lose both our investment in and anticipated profits and cash flow from the affected property. Any loss could adversely affect our ability to repay our debt.

FINANCING AND INVESTMENT RISKS

Our significant amount of debt could limit our operational flexibility or otherwise adversely affect our financial condition.

We have a significant amount of debt. As of December 31, 2015, we had approximately \$2.3 billion of total debt outstanding, consisting of approximately \$2.2 billion in debt that is collateralized by mortgage liens on 160 of the Properties, \$140.4 million that is secured by collateralized receivables, and \$45.9 million that is unsecured debt. As of December 31, 2015, we had \$25.0 million outstanding on our senior revolving credit facility. If we fail to meet our obligations under our secured debt, the lenders would be entitled to foreclose on all or some of the collateral securing such debt which could have a material adverse effect on us and our ability to make expected distributions, and could threaten our continued viability.

We are subject to the risks normally associated with debt financing, including the following risks:

our cash flow may be insufficient to meet required payments of principal and interest, or require us to dedicate a substantial portion of our cash flow to pay our debt and the interest associated with our debt rather than to other areas of our business;

- our existing indebtedness may limit our operating flexibility due to financial and other restrictive covenants, including restrictions on incurring additional debt;

it may be more difficult for us to obtain additional financing in the future for our operations, working capital requirements, capital expenditures, debt service or other general requirements;

• we may be more vulnerable in the event of adverse economic and industry conditions or a downturn in our business;

• we may be placed at a competitive disadvantage compared to our competitors that have less debt; and

• we may not be able to refinance at all or on favorable terms, as our debt matures.

If any of the above risks occurred, our financial condition and results of operations could be materially adversely affected.

We may incur substantially more debt, which would increase the risks associated with our substantial leverage.

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Despite our current indebtedness levels, we may incur substantially more debt in the future. If new debt is added to our current debt levels, an even greater portion of our cash flow will be needed to satisfy our debt service obligations. As a result, the related risks that we now face could intensify and increase the risk of a default on our indebtedness.

TAX RISKS

We may suffer adverse tax consequences and be unable to attract capital if we fail to qualify as a REIT.

We believe that since our taxable year ended December 31, 1994, we have been organized and operated, and intend to continue to operate, so as to qualify for taxation as a REIT under the Code. Although we believe that we have been and will continue to be organized and have operated and will continue to operate so as to qualify for taxation as a REIT, we cannot be assured that we have been or will continue to be organized or operated in a manner to so qualify or remain so qualified. Qualification as a REIT involves the satisfaction of numerous requirements (some on an annual and quarterly basis) established under highly technical and complex Code provisions for which there are only limited judicial or administrative interpretations, and involves the determination of various factual matters and circumstances not entirely within our control. In addition, frequent changes occur in the area of REIT taxation, which require us to continually monitor our tax status.

If we fail to qualify as a REIT in any taxable year, our taxable income could be subject to U.S. federal income tax at regular corporate rates (including any applicable alternative minimum tax). Moreover, unless entitled to relief under certain statutory provisions, we also would be disqualified from treatment as a REIT for the four taxable years following the year during which qualification was lost. This treatment would reduce our net earnings available for investment or distribution to stockholders because of the additional tax liability to us for the years involved. In addition, distributions to stockholders would no longer be required to be made.

We intend for the Operating Partnership to be taxed as a partnership, but we cannot guarantee that it will qualify.

We believe that the Operating Partnership has been organized as a partnership and will qualify for treatment as such under the Code. However, if the Operating Partnership is deemed to be a “publicly traded partnership,” it will be treated as a corporation instead of a partnership for federal income tax purposes unless at least 90% of its income is qualifying income as defined in the Code. The income requirements applicable to REITs and the definition of “qualifying income” for purposes of this 90% test are similar in most respects. Qualifying income for the 90% test generally includes passive income, such as specified types of real property rents, dividends, and interest. We believe that the Operating Partnership has and will continue to meet this 90% test, but we cannot guarantee that it has or will. If the Operating Partnership were to be taxed as a regular corporation, it would incur substantial tax liabilities, we would fail to qualify as a REIT for federal income tax purposes, and our ability to raise additional capital could be significantly impaired.

Our ability to accumulate cash may be restricted due to certain REIT distribution requirements.

In order to qualify as a REIT, we must distribute to our stockholders at least 90% of our REIT taxable income (calculated without any deduction for dividends paid and excluding net capital gain) and to avoid federal income taxation, our distributions must not be less than 100% of our REIT taxable income, including capital gains. As a result of the distribution requirements, we do not expect to accumulate significant amounts of cash. Accordingly, these distributions could significantly reduce the cash available to us in subsequent periods to fund our operations and future growth.

Our taxable REIT subsidiaries, or TRSs, are subject to special rules that may result in increased taxes.

As a REIT, we must pay a 100% penalty tax on certain payments that we receive if the economic arrangements between us and any of our TRSs are not comparable to similar arrangements between unrelated parties. The Internal Revenue Service may successfully assert that the economic arrangements of any of our inter-company transactions are not comparable to similar arrangements between unrelated parties.

Dividends payable by REITs do not qualify for the reduced tax rates applicable to certain dividends.

The maximum federal tax rate for certain qualified dividends payable to domestic stockholders that are individuals, trusts and estates is 20%. Dividends payable by REITs, however, are generally not eligible for this reduced rate. Although this rule does not adversely affect the taxation of REITs or dividends paid by REITs, the more favorable rates applicable to regular qualified corporate dividends could cause investors who are individuals, trusts and estates to perceive investments in REITs to be relatively less

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competitive than investments in stock of non-REIT corporations that pay dividends, which could adversely affect the comparative value of the stock of REITs, including our common stock and preferred stock.

Complying with REIT requirements may cause us to forego otherwise attractive opportunities.

To remain qualified as a REIT for federal income tax purposes, we must continually satisfy requirements and tests under the tax law concerning, among other things, the sources of our income, the nature and diversification of our assets, the amounts we distribute to our stockholders and the ownership of our stock. In order to meet these tests, we may be required to forego or limit attractive business or investment opportunities and distribute all of our net earnings rather than invest in attractive opportunities or hold larger liquid reserves. Therefore, compliance with the REIT requirements may hinder our ability to operate solely to maximize profits.

Our ability to use net operating loss carryforwards to reduce future tax payments may be limited if we experience a change in ownership, or if taxable income does not reach sufficient levels.

Under Section 382 of the Code, if a corporation undergoes an "ownership change" (generally defined as a greater than 50% change (by value) in its equity ownership over a rolling three-year period), the corporation's ability to use its pre-ownership-change net operating loss carryforwards to offset its post-ownership-change income may be limited. We may experience ownership changes in the future. If an ownership change were to occur, we would be limited in the portion of net operating loss carryforwards that we could use in the future to offset taxable income for U.S. federal income tax purposes.

BUSINESS RISKS

Some of our directors and officers may have conflicts of interest with respect to certain related party transactions and other business interests.

Ownership of Origen. We own approximately 19.3% of the outstanding shares of Origen Financial, Inc. ("Origen") common stock and Shiffman Origen LLC (which is owned by Gary A. Shiffman (our Chairman and Chief Executive Officer), and members of Mr. Shiffman's family and related trusts) owns approximately 3.9% of the outstanding shares of Origen common stock. Gary A. Shiffman is a member of the Board of Directors of Origen, and one of our directors, Arthur A. Weiss, was the trustee of a Shiffman family trust that beneficially owned Origen common stock. Ronald A. Klein, one of our directors, is the Chief Executive Officer and a director of Origen. Mr. Klein owns approximately 1.8% of the outstanding shares of Origen common stock. Mr. Shiffman, Mr. Weiss and Brian M. Hermelin, another of our directors, each beneficially owns less than 1% of the outstanding shares of Origen common stock. Accordingly, in all transactions involving Origen, Mr. Shiffman, Mr. Weiss, Mr. Hermelin or Mr. Klein may have a conflict of interest with respect to their respective obligations as our officer and/or director.

Lease of Executive Offices. Gary A. Shiffman, together with certain of his family members, indirectly owns a 16% equity interest in American Center LLC, the entity from which we lease office space for our principal executive offices. Each of Arthur A. Weiss and Ronald A. Klein owns a less than one percent indirect interest in American Center LLC. Under this lease agreement, we lease approximately 62,900 rentable square feet. The initial term of the lease is until October 31, 2026, and the base rent is \$16.95 per square foot (gross) until October 31, 2016, with graduated rental increases thereafter. Each of Mr. Shiffman, Mr. Weiss and Mr. Klein may have a conflict of interest with respect to his obligations as our officer and/or director and his ownership interest in American Center LLC.

Legal Counsel. During 2015, Jaffe, Raitt, Heuer, & Weiss, Professional Corporation acted as our general counsel and represented us in various matters. Arthur A. Weiss, one of our directors, is the Chairman of the Board of Directors and a shareholder of such firm. We incurred legal fees and expenses owed to Jaffe, Raitt, Heuer, & Weiss of

approximately \$4.6 million, \$7.5 million and \$3.2 million in the years ended December 31, 2015, 2014 and 2013, respectively.

Tax Consequences Upon Sale of Properties. Gary A. Shiffman holds limited partnership interests in the Operating Partnership which were received in connection with the contribution of properties from partnerships previously affiliated with him. Prior to any redemption of these limited partnership interests for our common stock, Mr. Shiffman will have tax consequences different from those on us and our public stockholders upon the sale of any of these partnerships. Therefore, we and Mr. Shiffman may have different objectives regarding the appropriate pricing and timing of any sale of those properties.

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We rely on key management.

We are dependent on the efforts of our executive officers, Gary A. Shiffman, John B. McLaren, Karen J. Dearing, and Jonathan M. Colman. The loss of services of one or more of these executive officers could have a temporary adverse effect on our operations. We do not currently maintain or contemplate obtaining any “key-man” life insurance on the Executive Officers.

Certain provisions in our governing documents may make it difficult for a third-party to acquire us.

9.8% Ownership Limit. In order to qualify and maintain our qualification as a REIT, not more than 50% of the outstanding shares of our capital stock may be owned, directly or indirectly, by five or fewer individuals. Thus, ownership of more than 9.8%, in number of shares or value, of the issued and outstanding shares of our capital stock by any single stockholder has been restricted, with certain exceptions, for the purpose of maintaining our qualification as a REIT under the Code. Such restrictions in our charter do not apply to Milton M. Shiffman, Gary A. Shiffman, and Robert B. Bayer; trustees, personal representatives and agents to the extent acting for them or their respective estates; or certain of their respective relatives.

The 9.8% ownership limit, as well as our ability to issue additional shares of common stock or shares of other stock (which may have rights and preferences over the common stock), may discourage a change of control of the Company and may also: (1) deter tender offers for the common stock, which offers may be advantageous to stockholders; and (2) limit the opportunity for stockholders to receive a premium for their common stock that might otherwise exist if an investor were attempting to assemble a block of common stock in excess of 9.8% of our outstanding shares or otherwise effect a change of control of the Company.

Preferred Stock. Our charter authorizes the Board of Directors to issue up to 20,000,000 shares of preferred stock and to establish the preferences and rights (including the right to vote and the right to convert into shares of common stock) of any shares issued.

Our charter designates 3,450,000 shares of preferred stock as 7.125% Series A Cumulative Redeemable Preferred Stock, \$0.01 par value per share, and issued 3,400,000 of such shares of stock. Our charter designates 6,364,770 shares of preferred stock as 6.50% Series A-4 Cumulative Convertible Preferred Stock, \$0.01 par value per share of which 2,067,091 shares were issued and outstanding as of December 31, 2015. The power to issue preferred stock could have the effect of delaying or preventing a change in control of the Company even if a change in control were in the stockholders' interest.

Upon the occurrence of certain change of control events, the result of which is that shares of our common stock and the common securities of the acquiring or surviving entity (or ADRs representing such securities) are not listed on the New York Stock Exchange (“NYSE”), the NYSE MKT or NASDAQ or listed or quoted on an exchange or quotation system that is a successor to the NYSE, the NYSE MKT or NASDAQ, holders of shares of Series A Preferred Stock will have the right, subject to certain limitations, to convert some or all of their shares of Series A Preferred Stock into shares of our common stock (or equivalent value of alternative consideration) and under these circumstances we will also have a special optional redemption right to redeem the shares of Series A Preferred Stock. Upon such a conversion, the holders of shares of Series A Preferred Stock will be limited to a maximum number of shares of our common stock. If our common stock price, as determined in accordance with our charter for these purposes, is less than \$20.97, subject to adjustment, the holders will receive a maximum of 1.1925 shares of our common stock per shares of Series A Preferred Stock, which may result in a holder receiving value that is less than the liquidation preference of the Series A Preferred Stock. Subject to certain limitations, upon written notice to us, each holder of shares of Series A-4 Preferred Stock at its option may convert each share of Series A-4 Preferred Stock held by it for that number of shares of our common stock equal to the quotient obtained by dividing \$25.00 by the then-applicable

conversion price. The initial conversion price is \$56.25, so initially each share of Series A-4 Preferred Stock is convertible into approximately 0.4444 shares of common stock. The conversion price is subject to adjustment upon various events. At our option, instead of issuing the shares of common stock to the converting holder of Series A-4 Preferred Stock as described above, we may make a cash payment to the converting holder with respect to each share of Series A-4 Preferred Stock the holder desires to convert equal to the fair market value of one share of our common stock. If, at any time after November 26, 2019, the volume weighted average of the daily volume weighted average price of a share of our common stock on the NYSE equals or exceeds 115.5% of the then prevailing conversion price for at least 20 trading days in a period of 30 consecutive trading days, then, within 10 days thereafter, upon written notice to the holders thereof, we may convert each outstanding share of Series A-4 Preferred Stock into that number of shares of common stock equal to the quotient obtained by dividing \$25.00 by the then prevailing conversion price.

These features of the Series A Preferred Stock and Series A-4 Preferred Stock may have the effect of inhibiting a third-party from making an acquisition proposal for the Company or of delaying, deferring or preventing a change of control of the Company under circumstances that otherwise could provide the holders of our common stock and preferred stock with the opportunity to realize a premium over the then-current market price or that stockholders may otherwise believe is in their best interests.

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Rights Plan. We adopted a stockholders' rights plan in 2008 that provides our stockholders (other than a stockholder attempting to acquire a 15% or greater interest in us) with the right to purchase our stock at a discount in the event any person attempts to acquire a 15% or greater interest in us. Because this plan could make it more expensive for a person to acquire a controlling interest in us, it could have the effect of delaying or preventing a change in control even if a change in control were in the stockholders' interest.

Certain provisions of Maryland law could inhibit changes in control, which may discourage third parties from conducting a tender offer or seeking other change of control transactions that could involve a premium price for our common stock or that our stockholders otherwise believe to be in their best interest.

Certain provisions of the Maryland General Corporation Law, ("MGCL"), may have the effect of inhibiting a third-party from making a proposal to acquire us or of impeding a change of control under circumstances that otherwise could provide the holders of shares of our capital stock with the opportunity to realize a premium over the then-prevailing market price of such shares, including:

“business combination” provisions that, subject to limitations, prohibit certain business combinations between us and an “interested stockholder” (defined generally as any person who beneficially owns 10% or more of the voting power of our shares or an affiliate thereof or an affiliate or associate of ours who was the beneficial owner, directly or indirectly, of 10% or more of the voting power of our then outstanding voting stock at any time within the two-year period immediately prior to the date in question) for five years after the most recent date on which the stockholder becomes an interested stockholder, and thereafter impose fair price and/or supermajority and stockholder voting requirements on these combinations; and

“control share” provisions that provide that “control shares” of our company (defined as shares that, when aggregated with other shares controlled by the stockholder, entitle the stockholder to exercise one of three increasing ranges of voting power in electing directors) acquired in a “control share acquisition” (defined as the direct or indirect acquisition of ownership or control of issued and outstanding “control shares”) have no voting rights except to the extent approved by our stockholders by the affirmative vote of at least two-thirds of all the votes entitled to be cast on the matter, excluding all interested shares.

The provisions of the MGCL relating to business combinations do not apply, however, to business combinations that are approved or exempted by our Board of Directors prior to the time that the interested stockholder becomes an interested stockholder. As permitted by the statute, our Board of Directors has by resolution exempted Milton M. Shiffman, Robert B. Bayer, and Gary A. Shiffman, their affiliates and all persons acting in concert or as a group with the foregoing, from the business combination provisions of the MGCL and, consequently, the five-year prohibition and the supermajority vote requirements will not apply to business combinations between us and these persons. As a result, these persons may be able to enter into business combinations with us that may not be in the best interests of our stockholders without compliance by our Company with the supermajority vote requirements and the other provisions of the statute.

Also, pursuant to a provision in our bylaws, we have exempted any acquisition of our stock from the control share provisions of the MGCL. However, our Board of Directors may by amendment to our bylaws opt in to the control share provisions of the MGCL at any time in the future.

Additionally, Subtitle 8 of Title 3 of the MGCL permits our Board of Directors, without stockholder approval and regardless of what is currently provided in our charter or bylaws, to elect to be subject to certain provisions relating to corporate governance that may have the effect of delaying, deferring or preventing a transaction or a change of control of our company that might involve a premium to the market price of our common stock or otherwise be in our stockholders' best interests. These provisions include a classified board; two-thirds vote to remove a director; that the

number of directors may only be fixed by the Board of Directors; that vacancies on the board as a result of an increase in the size of the board or due to death, resignation or removal can only be filled by the board, and the director appointed to fill the vacancy serves for the remainder of the full term of the class of director in which the vacancy occurred; and a majority requirement for the calling by stockholders of special meetings. Other than a classified board, the filling of vacancies as a result of the removal of a director and a majority requirement for the calling by stockholders of special meetings, we are already subject to these provisions, either by provisions of our charter and bylaws unrelated to Subtitle 8 or by reason of an election to be subject to certain provisions of Subtitle 8. In the future, our Board of Directors may elect, without stockholder approval, to make us subject to the provisions of Subtitle 8 to which we are not currently subject.

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Changes in our investment and financing policies may be made without stockholder approval.

Our investment and financing policies, and our policies with respect to certain other activities, including our growth, debt, capitalization, distributions, REIT status, and operating policies, are determined by our Board of Directors. Although the Board of Directors has no present intention to do so, these policies may be amended or revised from time to time at the discretion of the Board of Directors without notice to or a vote of our stockholders. Accordingly, stockholders may not have control over changes in our policies and changes in our policies may not fully serve the interests of all stockholders.

Substantial sales of our common stock could cause our stock price to fall.

The sale or issuance of substantial amounts of our common stock or preferred stock, whether directly by us or in the secondary market, the perception that such sales could occur or the availability of future issuances of shares of our common stock, preferred stock, OP units or other securities convertible into or exchangeable or exercisable for our common stock or preferred stock, could materially and adversely affect the market price of our common stock or preferred stock and our ability to raise capital through future offerings of equity or equity-related securities. In addition, we may issue capital stock that is senior to our common stock in the future for a number of reasons, including to finance our operations and business strategy, to adjust our ratio of debt to equity or for other reasons.

Based on the applicable conversion ratios then in effect, as of February 16, 2016, in the future we may issue to the limited partners of the Operating Partnership, up to approximately 2.8 million shares of our common stock in exchange for their OP units. The limited partners may sell such shares pursuant to registration rights, if available, or an available exemption from registration. As of February 16, 2016, options to purchase 24,500 shares of our common stock were outstanding under our equity incentive plans. We currently have the authority to issue restricted stock awards or options to purchase up to an additional 1,799,874 shares of our common stock pursuant to our equity incentive plans. In addition, we entered into an At the Market Offering Sales Agreement in June 2015 to issue and sell shares of common stock. As of February 16, 2016, our Board of Directors had authorized us to sell approximately an additional \$207.0 million of common stock under this agreement. No prediction can be made regarding the effect that future sales of shares of our common stock or our other securities will have on the market price of shares.

An increase in interest rates may have an adverse effect on the price of our common stock.

One of the factors that may influence the price of our common stock in the public market will be the annual distributions to stockholders relative to the prevailing market price of the common stock. An increase in market interest rates may tend to make the common stock less attractive relative to other investments, which could adversely affect the market price of our common stock.

The volatility in economic conditions and the financial markets may adversely affect our industry, business and financial performance.

The U.S. rate environment, monetary policy change in China, Japan and the Euro area, falling oil prices, and turmoil in emerging markets have created uncertainty and volatility in the U.S. and global economies. Continued economic uncertainty, both nationally and internationally, causes increased volatility in investor confidence thereby creating similar volatility in the availability of both debt and equity capital in the financial markets. The other risk factors presented in this Annual Report on Form 10-K discuss some of the principal risks inherent in our business, including liquidity risks, operational risks, and credit risks, among others. Turbulence in financial markets accentuates each of these risks and magnifies their potential effect on us. If such volatility is experienced in future periods, there could be an adverse impact on our access to capital, stock price and our operating results.

Our business operations may not generate the cash needed to make distributions on our capital stock or to service our indebtedness, and we may adjust our common stock distribution policy.

Our ability to make distributions on our common stock and preferred stock, and payments on our indebtedness and to fund planned capital expenditures will depend on our ability to generate cash in the future. We cannot assure you that our business will generate sufficient cash flow from operations or that future borrowings will be available to us in an amount sufficient to enable us to make distributions on our common stock or preferred stock, to pay our indebtedness or to fund our other liquidity needs.

The decision to declare and pay distributions on shares of our common stock in the future, as well as the timing, amount and composition of any such future distributions, will be at the sole discretion of our Board of Directors in light of conditions then existing, including our earnings, financial condition, capital requirements, debt maturities, the availability of debt and equity capital,

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applicable REIT and legal restrictions and the general overall economic conditions and other factors. Any change in our distribution policy could have a material adverse effect on the market price of our common stock.

Our ability to pay distributions is limited by the requirements of Maryland law.

Our ability to pay distributions on our common stock and preferred stock is limited by the laws of Maryland. Under Maryland law, a Maryland corporation generally may not make a distribution if, after giving effect to the distribution, the corporation would not be able to pay its debts as they become due in the usual course of business, or the corporation's total assets would be less than the sum of its total liabilities plus, unless the corporation's charter provides otherwise, the amount that would be needed, if the corporation were dissolved at the time of the distribution, to satisfy the preferential rights upon dissolution of stockholders whose preferential rights are superior to those receiving the distribution, provided, however, that a Maryland corporation may make a distribution from: (i) its net earnings for the fiscal year in which the distribution is made; (ii) its net earnings for the preceding fiscal year; or (iii) the sum of its net earnings for its preceding eight fiscal quarters even if, after such distribution, the corporation's total assets would be less than its total liabilities. Accordingly, we generally may not make a distribution on our common stock or preferred stock if, after giving effect to the distribution, we would not be able to pay our debts as they become due in the usual course of business or, unless paid from one of the permitted sources of net earnings as described above, our total assets would be less than the sum of our total liabilities plus, unless the terms of such class or series of stock provide otherwise, the amount that would be needed to satisfy the preferential rights upon dissolution of the holders of shares of any class or series of stock then outstanding, if any, with preferential rights upon dissolution senior to those of our common stock or currently outstanding preferred stock.

We may not be able to pay distributions upon events of default under our financing documents.

Some of our financing documents contain restrictions on distributions upon the occurrence of events of default thereunder. If such an event of default occurs, such as our failure to pay principal at maturity or interest when due for a specified period of time, we would be prohibited from making payments on our common stock and preferred stock.

Our share price could be volatile and could decline, resulting in a substantial or complete loss on our stockholders' investment.

The stock markets, including the NYSE on which we list our common stock and Series A Preferred Stock, have experienced significant price and volume fluctuations. As a result, the market price of our common stock and preferred stock could be similarly volatile, and investors in our common stock and preferred stock may experience a decrease in the value of their shares, including decreases unrelated to our operating performance or prospects. The price of our common stock and preferred stock could be subject to wide fluctuations in response to a number of factors, including:

- issuances of other equity securities in the future, including new series or classes of preferred stock;
- our operating performance and the performance of other similar companies;
- our ability to maintain compliance with covenants contained in our debt facilities;
- actual or anticipated variations in our operating results, funds from operations, cash flows or liquidity;
- changes in expectations of future financial performance or changes in our earnings estimates or those of analysts;

•changes in our distribution policy;

•publication of research reports about us or the real estate industry generally;

•increases in market interest rates that lead purchasers of our common stock to demand a higher dividend yield;

•changes in market valuations of similar companies;

•increases in market interest rates that lend purchasers of our common stock and preferred stock to demand a higher dividend yield;

SUN COMMUNITIES, INC.

• adverse market reaction to the amount of our debt outstanding at any time, the amount of our debt maturing in the near- and medium-term and our ability to refinance our debt, or our plans to incur additional debt in the future;

• additions or departures of key management personnel;

• speculation in the press or investment community;

• equity issuances by us, or share resales by our stockholders or the perception that such issuances or resales may occur;

• actions by institutional stockholders; and

• general market and economic conditions.

Many of the factors listed above are beyond our control. Those factors may cause the market price of our common stock or preferred stock to decline significantly, regardless of our financial condition, results of operations and prospects. It is impossible to provide any assurance that the market price of our common stock or preferred stock will not fall in the future, and it may be difficult for holders to resell shares of our common stock or preferred stock at prices they find attractive, or at all. In the past, securities class action litigation has often been instituted against companies following periods of volatility in their stock price. This type of litigation could result in substantial costs and divert our management's attention and resources.

Our Series A Preferred Stock and Series A-4 Preferred Stock has not been rated.

We have not sought to obtain a rating for our Series A Preferred Stock or Series A-4 Preferred Stock. No assurance can be given, however, that one or more rating agencies might not independently determine to issue such a rating or that such a rating, if issued, would not adversely affect the market price of the Series A Preferred Stock or Series A-4 Preferred Stock. In addition, we may elect in the future to obtain a rating of the Series A Preferred Stock or Series A-4 Preferred Stock, which could adversely affect the market price of such preferred stock. Ratings only reflect the views of the rating agency or agencies issuing the ratings and such ratings could be revised downward, placed on a watch list or withdrawn entirely at the discretion of the issuing rating agency if in its judgment circumstances so warrant. Any such downward revision, placing on a watch list or withdrawal of a rating could have an adverse effect on the market price of the Series A Preferred Stock or Series A-4 Preferred Stock.

Security breaches and other disruptions could compromise our information and expose us to liability, which would cause our business and reputation to suffer.

In the ordinary course of our business, we collect and store sensitive data, including our proprietary business information and that of our tenants and clients and personally identifiable information of our employees, in our facility and on our network. Despite our security measures, our information technology and infrastructure may be vulnerable to attacks by hackers or breached due to employee error, malfeasance or other disruptions. Any such breach could compromise our network and the information stored there could be accessed, publicly disclosed, lost or stolen. Any such access, disclosure or other loss of information could result in legal claims or proceedings, disrupt our operations, damage our reputation, and cause a loss of confidence, which could adversely affect our business.

SUN COMMUNITIES, INC.

ITEM 1B. UNRESOLVED STAFF COMMENTS

None.

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SUN COMMUNITIES, INC.

ITEM 2. PROPERTIES

As of December 31, 2015, the Properties were located in 30 states and consisted of 185 MH communities, 36 RV communities, and 10 properties containing both MH and RV sites. As of December 31, 2015, the Properties contained an aggregate of 88,612 developed sites comprised of 69,682 developed manufactured home sites, 9,559 annual RV sites (inclusive of both annual and seasonal usage rights), 9,371 transient RV sites, and approximately 7,181 additional MH and RV sites suitable for development. Most of the Properties include amenities oriented toward family and retirement living. Of the 231 Properties, 114 have more than 300 developed sites, with the largest having 1,109 developed manufactured home sites. See "Real Estate and Accumulated Depreciation, Schedule III", included in our Consolidated Financial Statements, for detail on Properties that are encumbered.

As of December 31, 2015, the Properties had an occupancy rate of 95.0% excluding transient RV sites. Since January 1, 2015, the Properties have averaged an aggregate annual turnover of homes (where the home is moved out of the community) of approximately 2.0% and an average annual turnover of residents (where the resident-owned home is sold and remains within the community, typically without interruption of rental income) of approximately 5.9%. The average renewal rate for residents in our Rental Program was 62.1% for the year ended December 31, 2015.

We believe that our Properties' high amenity levels contribute to low turnover and generally high occupancy rates. All of the Properties provide residents with attractive amenities with most offering a clubhouse, a swimming pool, and laundry facilities. Many of the Properties offer additional amenities such as sauna/whirlpool spas, tennis, shuffleboard, basketball courts, and/or exercise rooms. Many RV communities offer incremental amenities including golf, pro shops, restaurants, zip lines, waterparks, watersports, and thematic experiences.

We have concentrated our communities within certain geographic areas in order to achieve economies of scale in management and operation. The Properties are principally concentrated in the Midwestern, Southern, Northeastern and Southeastern U.S. We believe that geographic diversification helps to insulate the portfolio from regional economic influences.

The following tables set forth certain information relating to the properties owned as of December 31, 2015. The occupancy percentage includes MH sites and annual RV sites, and excludes transient RV sites.

| Property | MH/RV | City | State | MH and Transient | | Occupancy | | Occupancy as of | | Occupancy as of | |
|------------------------------------|-------|--------------|-------|--------------------------------|-------------------------|----------------|----------------|-----------------|-------------|-----------------|---|
| | | | | Annual RV Sites as of 12/31/15 | RV Sites as of 12/31/15 | as of 12/31/15 | as of 12/31/15 | of 12/31/14 | of 12/31/13 | | |
| MIDWEST | | | | | | | | | | | |
| Michigan | | | | | | | | | | | |
| Academy/West Pointe ⁽¹⁾ | MH | Canton | MI | 441 | — | 97 | % | 96 | % | 92 | % |
| Allendale Meadows Mobile Village | MH | Allendale | MI | 352 | — | 99 | % | 96 | % | 89 | % |
| Alpine Meadows Mobile Village | MH | Grand Rapids | MI | 403 | — | 99 | % | 99 | % | 98 | % |
| Apple Carr Village | MH | Muskegon | MI | 529 | — | 90 | % | 87 | % | 83 | % |
| Brentwood Mobile Village | MH | Kentwood | MI | 195 | — | 100 | % | 99 | % | 97 | % |
| Brookside Village | MH | Kentwood | MI | 196 | — | 100 | % | 99 | % | 100 | % |
| Byron Center Mobile Village | MH | Byron Center | MI | 143 | — | 98 | % | 99 | % | 94 | % |
| Camelot Villa | MH | Macomb | MI | 712 | — | 95 | % | 86 | % | 79 | % |

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| | | | | | | | | | | | |
|--------------------------------|----|-------------|----|-----|---|-----|---|-----|---|----|---|
| Cider Mill Crossings | MH | Fenton | MI | 262 | — | 98 | % | 91 | % | 72 | % |
| Cider Mill Village | MH | Middleville | MI | 258 | — | 96 | % | 89 | % | 83 | % |
| Continental North | MH | Davison | MI | 474 | — | 62 | % | 56 | % | 54 | % |
| Country Acres Mobile Village | MH | Cadillac | MI | 182 | — | 91 | % | 98 | % | 95 | % |
| Country Hills Village | MH | Hudsonville | MI | 239 | — | 100 | % | 100 | % | 98 | % |
| Country Meadows Mobile Village | MH | Flat Rock | MI | 577 | — | 96 | % | 97 | % | 97 | % |
| Country Meadows Village | MH | Caledonia | MI | 307 | — | 99 | % | 100 | % | 95 | % |
| Creekwood Meadows | MH | Burton | MI | 336 | — | 88 | % | 79 | % | 76 | % |

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SUN COMMUNITIES, INC.

| Property | MH/RV | City | State | MH and Transient | | Occupancy | | Occupancy as of | | Occupancy as of | |
|-------------------------------------|-------|------------------|-------|-------------------------|----------------------|----------------|------------------|-----------------|------------------|-----------------|------------------|
| | | | | RV Sites as of 12/31/15 | Sites as of 12/31/15 | as of 12/31/15 | as of 12/31/15 | of 12/31/14 | of 12/31/13 | | |
| Cutler Estates Mobile Village | MH | Grand Rapids | MI | 259 | — | 98 | % | 95 | % | 95 | % |
| Dutton Mill Village | MH | Caledonia | MI | 307 | — | 100 | % | 99 | % | 98 | % |
| East Village Estates | MH | Washington Twp. | MI | 708 | — | 99 | % | 99 | % | 99 | % |
| Egelcraft | MH | Muskegon | MI | 458 | — | 96 | % | 95 | % | N/A | |
| Fisherman's Cove | MH | Flint | MI | 162 | — | 96 | % | 96 | % | 94 | % |
| Frenchtown Villa/Elizabeth Woods | MH | Newport | MI | 1,060 | — | 78 | % | 73 | % | N/A | |
| Grand Mobile Estates | MH | Grand Rapids | MI | 219 | — | 95 | % | 84 | % | 76 | % |
| Hamlin | MH | Webberville | MI | 209 | — | 91 | % | 91 | % | 87 | % |
| Hickory Hills Village | MH | Battle Creek | MI | 283 | — | 100 | % | 98 | % | 98 | % |
| Hidden Ridge RV Resort | RV | Hopkins | MI | 130 | 147 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ |
| Holiday West Village | MH | Holland | MI | 341 | — | 99 | % | 99 | % | 99 | % |
| Holly Village / Hawaiian Gardens | MH | Holly | MI | 425 | — | 97 | % | 93 | % | 96 | % |
| Hunters Crossing | MH | Capac | MI | 114 | — | 100 | % | 97 | % | 90 | % |
| Hunters Glen | MH | Wayland | MI | 280 | — | 97 | % | 87 | % ⁽¹⁾ | 79 | % ⁽¹⁾ |
| Kensington Meadows | MH | Lansing | MI | 290 | — | 99 | % | 97 | % | 98 | % |
| Kings Court Mobile Village | MH | Traverse City | MI | 639 | — | 100 | % | 100 | % | 99 | % |
| Knollwood Estates | MH | Allendale | MI | 161 | — | 97 | % | 96 | % | 94 | % |
| Lafayette Place | MH | Warren | MI | 254 | — | 80 | % | 74 | % | 71 | % |
| Lakeview | MH | Ypsilanti | MI | 392 | — | 99 | % | 97 | % | 97 | % |
| Leisure Village | MH | Belmont | MI | 238 | — | 100 | % | 100 | % | 100 | % |
| Lincoln Estates | MH | Holland | MI | 191 | — | 100 | % | 97 | % | 98 | % |
| Meadow Lake Estates | MH | White Lake | MI | 425 | — | 96 | % | 98 | % | 95 | % |
| Meadowbrook Estates | MH | Monroe | MI | 453 | — | 94 | % | 93 | % | 94 | % |
| Meadowlands of Gibraltar | MH | Rockwood | MI | 320 | — | 84 | % | N/A | | N/A | |
| Northville Crossings | MH | Northville | MI | 756 | — | 99 | % | 100 | % | 91 | % |
| Oak Island Village | MH | East Lansing | MI | 250 | — | 98 | % | 99 | % | 97 | % |
| Pinebrook Village | MH | Grand Rapids | MI | 185 | — | 99 | % | 99 | % | 92 | % |
| Presidential Estates Mobile Village | MH | Hudsonville | MI | 364 | — | 99 | % | 98 | % | 97 | % |
| Richmond Place | MH | Richmond | MI | 117 | — | 86 | % | 80 | % | 86 | % |
| River Haven Village | MH | Grand Haven | MI | 721 | — | 70 | % | 67 | % | 64 | % |
| Rudgate Clinton | MH | Clinton Township | MI | 667 | — | 98 | % | 97 | % | 96 | % |
| Rudgate Manor | MH | Sterling Heights | MI | 931 | — | 99 | % | 99 | % | 96 | % |
| Scio Farms Estates | MH | Ann Arbor | MI | 913 | — | 99 | % | 99 | % | 98 | % |
| Sheffield Estates | MH | Auburn Hills | MI | 228 | — | 97 | % | 96 | % | 92 | % |
| Silver Springs | MH | Clinton Township | MI | 547 | — | 98 | % | 99 | % | 96 | % |

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| | | | | | | | | | | | |
|-------------------|----|--------------|----|-----|---|-----|---|----|---|----|---|
| Southwood Village | MH | Grand Rapids | MI | 394 | — | 100 | % | 99 | % | 99 | % |
| St. Clair Place | MH | St. Clair | MI | 100 | — | 78 | % | 75 | % | 74 | % |
| Sunset Ridge | MH | Portland | MI | 190 | — | 98 | % | 98 | % | 95 | % |

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SUN COMMUNITIES, INC.

| Property | MH/RV | City | State | MH and Transient | | Occupancy | | Occupancy as of | | Occupancy as of | |
|--|-------|--------------------|-------|--------------------------------|-------------------------|----------------|------------------|-----------------|------------------|-----------------|------------------|
| | | | | Annual RV Sites as of 12/31/15 | RV Sites as of 12/31/15 | as of 12/31/15 | as of 12/31/15 | of 12/31/14 | of 12/31/13 | | |
| Sycamore Village | MH | Mason | MI | 396 | — | 100 | % | 99 | % | 99 | % |
| Tamarac Village | MH | Ludington | MI | 298 | — | 99 | % | 99 | % | 99 | % |
| Tamarac Village | RV | Ludington | MI | 104 | 13 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ |
| Timberline Estates | MH | Coopersville | MI | 296 | — | 99 | % | 98 | % | 94 | % |
| Town & Country Mobile Village | MH | Traverse City | MI | 192 | — | 99 | % | 99 | % | 100 | % |
| Warren Dunes Village | MH | Bridgman | MI | 188 | — | 100 | % | 99 | % | 95 | % |
| Waverly Shores Village | MH | Holland | MI | 326 | — | 100 | % | 100 | % | 100 | % |
| West Village Estates | MH | Romulus | MI | 628 | — | 98 | % | 99 | % | 100 | % |
| White Lake Mobile Home Village | MH | White Lake | MI | 315 | — | 97 | % | 96 | % | 96 | % |
| Windham Hills Estates | MH | Jackson | MI | 402 | — | 95 | % | 93 | % | 85 | % |
| Windsor Woods Village | MH | Wayland | MI | 314 | — | 98 | % | 96 | % | 90 | % |
| Woodhaven Place | MH | Woodhaven | MI | 220 | — | 93 | % | 91 | % | 96 | % |
| Michigan Total | | | | 23,966 | 160 | 95 | % | 92 | % | 88 | % |
| Indiana | | | | | | | | | | | |
| Brookside Mobile Home Village | MH | Goshen | IN | 570 | — | 77 | % | 74 | % | 71 | % |
| Carrington Pointe | MH | Ft. Wayne | IN | 320 | — | 93 | % | 87 | % | 82 | % |
| Clear Water Mobile Village | MH | South Bend | IN | 227 | — | 94 | % | 92 | % | 92 | % |
| Cobus Green Mobile Home Park | MH | Osceola | IN | 386 | — | 89 | % | 90 | % | 78 | % |
| Deerfield Run | MH | Anderson | IN | 175 | — | 87 | % | 78 | % | 73 | % |
| Four Seasons | MH | Elkhart | IN | 218 | — | 92 | % | 95 | % | 92 | % |
| Lake Rudolph RV Campground & RV Resort | RV | Santa Claus | IN | — | 501 | N/A | ⁽³⁾ | N/A | ⁽³⁾ | N/A | |
| Liberty Farms | MH | Valparaiso | IN | 220 | — | 96 | % | 98 | % | 98 | % |
| Pebble Creek | MH | Greenwood | IN | 257 | — | 97 | % | 98 | % | 93 | % |
| Pine Hills | MH | Middlebury | IN | 129 | — | 99 | % | 91 | % | 90 | % |
| Roxbury Park | MH | Goshen | IN | 398 | — | 99 | % | 98 | % | 99 | % |
| Indiana Total | | | | 2,900 | 501 | 91 | % | 75 | % | 71 | % |
| Ohio | | | | | | | | | | | |
| Apple Creek Manufactured Home Community and Self Storage | MH | Amelia | OH | 176 | — | 96 | % | 93 | % | 93 | % |
| East Fork | MH | Batavia | OH | 350 | — | 85 | % ⁽²⁾ | 74 | % ⁽²⁾ | 90 | % |
| Indian Creek RV & Camping Resort | RV | Geneva on the Lake | OH | 358 | 210 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ |
| Oakwood Village | MH | Miamisburg | OH | 511 | — | 98 | % | 97 | % | 98 | % |
| Orchard Lake | MH | Milford | OH | 147 | — | 98 | % | 96 | % | 99 | % |
| Westbrook Senior Village | MH | Toledo | OH | 112 | — | 99 | % | 96 | % | 96 | % |

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| | | | | | | | | | | | |
|-------------------|----|---------|----|-------|-----|----|---|----|---|----|---|
| Westbrook Village | MH | Toledo | OH | 344 | — | 95 | % | 94 | % | 94 | % |
| Willowbrook Place | MH | Toledo | OH | 266 | — | 97 | % | 95 | % | 94 | % |
| Woodside Terrace | MH | Holland | OH | 439 | — | 91 | % | 91 | % | 87 | % |
| Ohio Total | | | | 2,703 | 210 | 95 | % | 88 | % | 89 | % |

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SUN COMMUNITIES, INC.

| Property | MH/RV | City | State | MH and Transient | | Occupancy as of 12/31/15 | Occupancy as of 12/31/14 | | Occupancy as of 12/31/13 | | |
|---------------------------------|-------|---------------|-------|--------------------------------|-------------------------|--------------------------|--------------------------|-----|--------------------------|-----|------------------|
| | | | | Annual RV Sites as of 12/31/15 | RV Sites as of 12/31/15 | | % | % | % | % | |
| SOUTH | | | | | | | | | | | |
| Texas | | | | | | | | | | | |
| Blazing Star | RV | San Antonio | TX | 89 | 173 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ |
| Boulder Ridge | MH | Pflugerville | TX | 526 | — | 99 | % | 99 | % | 99 | % |
| Branch Creek Estates | MH | Austin | TX | 392 | — | 100 | % | 100 | % | 100 | % |
| Chisholm Point Estates | MH | Pflugerville | TX | 417 | — | 98 | % | 98 | % | 99 | % |
| Comal Farms | MH | New Braunfels | TX | 355 | — | 98 | % ⁽²⁾ | 98 | % ⁽²⁾ | 99 | % |
| La Hacienda RV Resort | RV | Austin | TX | — | 241 | N/A | ⁽³⁾ | N/A | | N/A | |
| Oak Crest | MH | Austin | TX | 433 | — | 99 | % | 98 | % | 100 | % |
| Pecan Branch | MH | Georgetown | TX | 69 | — | 94 | % | 96 | % | 94 | % |
| Pine Trace | MH | Houston | TX | 680 | — | 92 | % ⁽²⁾ | 83 | % | 99 | % |
| River Ranch | MH | Austin | TX | 748 | — | 90 | % ⁽²⁾ | 99 | % ⁽²⁾ | 73 | % ⁽¹⁾ |
| River Ridge | MH | Austin | TX | 515 | — | 99 | % | 99 | % | 100 | % |
| Saddlebrook | MH | San Marcos | TX | 562 | — | 61 | % ⁽²⁾ | 98 | % | 99 | % |
| Stonebridge | MH | San Antonio | TX | 335 | — | 97 | % | 99 | % | 98 | % |
| Summit Ridge | MH | Converse | TX | 446 | — | 93 | % | 98 | % | 91 | % |
| Sunset Ridge | MH | Kyle | TX | 171 | — | 99 | % | 100 | % | 100 | % |
| Woodlake Trails | MH | San Antonio | TX | 227 | — | 91 | % ⁽²⁾ | 98 | % | 98 | % |
| Texas Total | | | | 5,965 | 414 | 93 | % | 97 | % | 96 | % |
| SOUTHEAST | | | | | | | | | | | |
| Florida | | | | | | | | | | | |
| Arbor Terrace RV Park | RV | Bradenton | FL | 148 | 213 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ |
| Ariana Village Mobile Home Park | MH | Lakeland | FL | 207 | — | 96 | % | 95 | % | 94 | % |
| Blue Heron Pines | MH | Punta Gorda | FL | 387 | — | 96 | % | N/A | | N/A | |
| Blueberry Hill | RV | Bushnell | FL | 200 | 205 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ |
| Brentwood Estates | MH | Hudson | FL | 190 | — | 85 | % | N/A | | N/A | |
| Buttonwood Bay | MH | Sebring | FL | 407 | — | 100 | % | 100 | % | 100 | % |
| Buttonwood Bay | RV | Sebring | FL | 371 | 161 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ |
| Carriage Cove | MH | Sanford | FL | 464 | — | 97 | % | 95 | % | N/A | |
| Club Naples | RV | Naples | FL | 182 | 123 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ |
| Cypress Greens | MH | Lake Alfred | FL | 259 | — | 96 | % | N/A | | N/A | |
| Deerwood | MH | Orlando | FL | 569 | — | 92 | % | N/A | | N/A | |
| Fairfield Village | MH | Ocala | FL | 293 | — | 97 | % | N/A | | N/A | |
| Forest View | MH | Homosassa | FL | 304 | — | 92 | % | N/A | | N/A | |
| Gold Coaster | MH | Homestead | FL | 481 | 64 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 98 | % ⁽³⁾ |
| Grand Lakes | RV | Citra | FL | 217 | 187 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ |
| Groves RV Resort | RV | Ft. Myers | FL | 186 | 83 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ |
| Gulfstream Harbor | MH | Orlando | FL | 974 | — | 90 | % | N/A | | N/A | |
| The Hamptons | MH | Auburndale | FL | 829 | — | 99 | % | N/A | | N/A | |
| Holly Forest Estates | MH | Holly Hill | FL | 402 | — | 99 | % | 99 | % | 99 | % |

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SUN COMMUNITIES, INC.

| Property | MH/RV | City | State | MH and Transient | | Occupancy | | Occupancy as of | | Occupancy as of | |
|-----------------------------|-------|------------------|-------|--------------------------------|-------------------------|----------------|----------------|-----------------|-------------|-----------------|------|
| | | | | Annual RV Sites as of 12/31/15 | RV Sites as of 12/31/15 | as of 12/31/15 | as of 12/31/15 | of 12/31/14 | of 12/31/13 | | |
| Indian Creek Park | MH | Ft. Myers Beach | FL | 353 | — | 100 | % | 100 | % | 100 | % |
| Indian Creek Park | RV | Ft. Myers Beach | FL | 966 | 112 | 100 | %(3) | 100 | %(3) | 100 | %(3) |
| Island Lakes | MH | Merritt Island | FL | 301 | — | 100 | % | 100 | % | 100 | % |
| Kings Lake | MH | DeBary | FL | 245 | — | 100 | % | 100 | % | 100 | % |
| King's Pointe | MH | Lake Alfred | FL | 226 | — | 98 | % | N/A | | N/A | |
| La Costa Village | MH | Port Orange | FL | 658 | — | 100 | % | N/A | | N/A | |
| Lake Juliana Landings | MH | Auburndale | FL | 274 | — | 97 | % | 97 | % | 97 | % |
| Lake Pointe Village | MH | Mulberry | FL | 362 | — | 99 | % | N/A | | N/A | |
| Lake San Marino RV Park | RV | Naples | FL | 218 | 189 | 100 | %(3) | 100 | %(3) | 100 | %(3) |
| Lakeshore Landings | MH | Orlando | FL | 306 | — | 97 | % | 95 | % | N/A | |
| Lakeshore Villas | MH | Tampa | FL | 282 | — | 96 | % | N/A | | N/A | |
| Lamplighter | MH | Port Orange | FL | 260 | — | 97 | % | N/A | | N/A | |
| Meadowbrook Village | MH | Tampa | FL | 257 | — | 99 | % | 100 | % | 100 | % |
| Naples RV Resort | RV | Naples | FL | 98 | 67 | 100 | %(3) | 100 | %(3) | 100 | %(3) |
| North Lake | RV | Moore Haven | FL | 197 | 75 | 100 | %(3) | 100 | %(3) | 100 | %(3) |
| Orange City RV Resort | MH | Orange City | FL | 4 | — | 100 | % | 100 | % | 100 | % |
| Orange City RV Resort | RV | Orange City | FL | 250 | 271 | 100 | %(3) | 100 | %(3) | 100 | %(3) |
| Orange Tree Village | MH | Orange City | FL | 246 | — | 100 | % | 100 | % | 100 | % |
| Palm Key Village | MH | Davenport | FL | 204 | — | 96 | % | N/A | | N/A | |
| Park Place | MH | Sebastian | FL | 475 | — | 87 | % | N/A | | N/A | |
| Park Royale | MH | Pinellas Park | FL | 309 | — | 96 | % | N/A | | N/A | |
| Pelican Bay | MH | Micco | FL | 216 | — | 84 | % | N/A | | N/A | |
| Plantation Landings | MH | Haines City | FL | 394 | — | 99 | % | N/A | | N/A | |
| Rainbow RV Resort | MH | Frostproof | FL | 37 | — | 100 | % | 100 | % | 100 | % |
| Rainbow RV Resort | RV | Frostproof | FL | 346 | 116 | 100 | %(3) | 100 | %(3) | 100 | %(3) |
| The Ridge | MH | Davenport | FL | 481 | — | 93 | % | N/A | | N/A | |
| Riverside Club | MH | Ruskin | FL | 728 | — | 76 | % | N/A | | N/A | |
| Rock Crusher Canyon RV Park | RV | Crystal River | FL | 80 | 311 | 100 | %(3) | N/A | | N/A | |
| Royal Country | MH | Miami | FL | 864 | — | 100 | % | 100 | % | 100 | % |
| Royal Palm Village | MH | Haines City | FL | 395 | — | 74 | % | N/A | | N/A | |
| Saddle Oak Club | MH | Ocala | FL | 376 | — | 100 | % | 100 | % | 99 | % |
| Savanna Club | MH | Port St. Lucie | FL | 1,068 | — | 97 | % | N/A | | N/A | |
| Serendipity | MH | North Fort Myers | FL | 338 | — | 92 | % | N/A | | N/A | |
| Siesta Bay RV Park | RV | Ft. Myers | FL | 719 | 78 | 100 | %(3) | 100 | %(3) | 100 | %(3) |
| Southport Springs | MH | Zephyrhills | FL | 544 | — | 98 | % | N/A | | N/A | |
| Stonebrook | MH | Homosassa | FL | 216 | — | 89 | % | N/A | | N/A | |
| Sundance | MH | Zephyrhills | FL | 332 | — | 100 | % | N/A | | N/A | |
| Sunlake Estates | MH | Grand Island | FL | 416 | — | 91 | % | N/A | | N/A | |
| Tampa East | MH | Dover | FL | 31 | — | 100 | % | 100 | % | 100 | % |
| Tampa East | RV | Dover | FL | 217 | 452 | 100 | %(3) | 100 | %(3) | 100 | %(3) |

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| | | | | | | | | | | | |
|-------------|----|--------|----|-----|-----|-----|------------------|-----|------------------|-----|------------------|
| Three Lakes | RV | Hudson | FL | 191 | 116 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ |
|-------------|----|--------|----|-----|-----|-----|------------------|-----|------------------|-----|------------------|

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SUN COMMUNITIES, INC.

| Property | MH/RV | City | State | MH and Annual RV Sites as of 12/31/15 | Transient RV Sites as of 12/31/15 | Occupancy as of 12/31/15 | Occupancy as of 12/31/14 | Occupancy as of 12/31/13 |
|--------------------------------|-------|-----------------|-------|---------------------------------------|-----------------------------------|--------------------------|--------------------------|--------------------------|
| Vizcaya Lakes | MH | Port Charlotte | FL | 113 | — | 72 % | N/A | N/A |
| Walden Woods | MH | Homosassa | FL | 426 | — | 100 % | N/A | N/A |
| Water Oak Country Club Estates | MH | Lady Lake | FL | 1,109 | — | 100 % | 100 % | 99 % |
| Westside Ridge | MH | Auburndale | FL | 219 | — | 100 % | N/A | N/A |
| Windmill Village | MH | Davenport | FL | 509 | — | 98 % | N/A | N/A |
| Woodlands at Church Lake | MH | Groveland | FL | 290 | — | 67 % | N/A | N/A |
| Florida Total | | | | 24,216 | 2,823 | 96 % | 99 % | 99 % |
| SOUTHWEST | | | | | | | | |
| Arizona | | | | | | | | |
| Blue Star/Lost Dutchman | MH | Apache Junction | AZ | 189 | — | 82 % | 100 % | N/A |
| Blue Star/Lost Dutchman | RV | Apache Junction | AZ | 5 | 182 | 100 % ⁽³⁾ | N/A ⁽³⁾ | N/A |
| Brentwood West | MH | Mesa | AZ | 350 | — | 97 % | 95 % | N/A |
| Desert Harbor | MH | Apache Junction | AZ | 205 | — | 100 % | 100 % | N/A |
| Fiesta Village | MH | Mesa | AZ | 158 | 10 | 78 % | 74 % | N/A |
| La Casa Blanca | MH | Apache Junction | AZ | 198 | — | 98 % | 99 % | N/A |
| Mountain View | MH | Mesa | AZ | 170 | — | 98 % | 99 % | N/A |
| Palm Creek Golf & RV Resort | MH | Casa Grande | AZ | 263 | | 73 % ⁽²⁾ | 58 % ⁽²⁾ | 94 % |
| Palm Creek Golf & RV Resort | RV | Casa Grande | AZ | 871 | 895 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |
| Rancho Mirage | MH | Apache Junction | AZ | 312 | — | 99 % | 98 % | N/A |
| Reserve at Fox Creek | MH | Bullhead City | AZ | 312 | — | 91 % | 89 % | N/A |
| Sun Valley | MH | Apache Junction | AZ | 268 | — | 88 % | 88 % | N/A |
| Arizona Total | | | | 3,301 | 1,087 | 93 % | 91 % | 99 % |
| Colorado | | | | | | | | |
| Cave Creek | MH | Evans | CO | 447 | — | 98 % | 77 % ⁽²⁾ | 98 % |
| Eagle Crest | MH | Firestone | CO | 441 | — | 99 % | 100 % | 99 % |
| The Grove at Alta Ridge | MH | Thornton | CO | 409 | — | 100 % | 99 % | N/A |
| North Point Estates | MH | Pueblo | CO | 108 | — | 99 % | 100 % | 95 % |
| Skyline | MH | Fort Collins | CO | 170 | — | 99 % | 98 % | N/A |
| Swan Meadow Village | MH | Dillon | CO | 175 | — | 99 % | 99 % | N/A |
| Timber Ridge | MH | Ft. Collins | CO | 585 | — | 100 % | 100 % | 100 % |
| Colorado Total | | | | 2,335 | — | 99 % | 95 % | 99 % |

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OTHER

| | | | | | | | | | | | |
|------------------------|----|-------------|----|-----|-----|-----|------|-----|------|-----|------|
| Oak Creek | MH | Coarsegold | CA | 198 | — | 97 | % | 97 | % | N/A | |
| Vines RV Resort | RV | Paso Robles | CA | — | 130 | N/A | (3) | N/A | | N/A | |
| Wine Country RV Resort | RV | Paso Robles | CA | — | 166 | N/A | (3) | N/A | | N/A | |
| Seaport RV Resort | RV | Old Mystic | CT | 40 | 101 | 100 | %(3) | 100 | %(3) | 100 | %(3) |

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SUN COMMUNITIES, INC.

| Property | MH/RV | City | State | MH and Annual RV Sites as of 12/31/15 | Transient RV Sites as of 12/31/15 | Occupancy as of 12/31/15 | Occupancy as of 12/31/14 | Occupancy as of 12/31/13 |
|---|-------|-------------------|-------|---------------------------------------|-----------------------------------|--------------------------|--------------------------|--------------------------|
| High Pointe | MH | Frederica | DE | 409 | — | 97 % | 98 % | 96 % |
| Sea Air Village | MH | Rehoboth Beach | DE | 372 | — | 98 % | 99 % | 99 % |
| Sea Air Village | RV | Rehoboth Beach | DE | 125 | 10 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |
| Countryside Atlanta | MH | Lawrenceville | GA | 271 | — | 100 % ⁽⁴⁾ | 100 % ⁽⁴⁾ | 100 % ⁽⁴⁾ |
| Countryside Gwinnett | MH | Buford | GA | 331 | — | 99 % | 99 % | 99 % |
| Countryside Lake Lanier | MH | Buford | GA | 548 | — | 99 % | 99 % | 92 % |
| Autumn Ridge | MH | Ankeny | IA | 413 | — | 99 % | 99 % | 99 % |
| Candlelight Village | MH | Sauk Village | IL | 309 | — | 95 % | 97 % | 97 % |
| Maple Brook | MH | Matteson | IL | 441 | — | 100 % | 100 % | N/A |
| Oak Ridge | MH | Manteno | IL | 426 | — | 87 % | 86 % | N/A |
| Wildwood Community | MH | Sandwich | IL | 476 | — | 100 % | 98 % | N/A |
| Peter's Pond RV Resort | RV | Sandwich | MA | 308 | 98 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |
| Castaways RV Resort & Campground | RV | Berlin | MD | 7 | 386 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | N/A |
| Fort Whaley | RV | Whaleyville | MD | — | 210 | N/A ⁽³⁾ | N/A | N/A |
| Frontier Town | RV | Ocean City | MD | — | 584 | N/A ⁽³⁾ | N/A | N/A |
| Maplewood Manor | MH | Brunswick | ME | 296 | — | 98 % | 96 % | N/A |
| Merrymeeting | MH | Brunswick | ME | 43 | — | 81 % | 72 % | N/A |
| Saco/Old Orchard Beach KOA | RV | Saco | ME | — | 127 | N/A ⁽³⁾ | N/A ⁽³⁾ | N/A |
| Town & Country Village | MH | Lisbon | ME | 144 | — | 92 % | 81 % | N/A |
| Wagon Wheel RV Resort & Campground | RV | Old Orchard Beach | ME | 189 | 92 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |
| Wild Acres RV Resort & Campground | RV | Old Orchard Beach | ME | 245 | 385 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |
| Southern Hills/Northridge Place | MH | Stewartville | MN | 404 | — | 93 % | 85 % | N/A |
| Pin Oak Parc | MH | O'Fallon | MO | 502 | — | 92 % | 90 % | 86 % |
| Southfork | MH | Belton | MO | 474 | — | 65 % | 64 % | 62 % |
| Countryside Village | MH | Great Falls | MT | 226 | — | 97 % | 98 % | N/A |
| Glen Laurel | MH | Concord | NC | 260 | — | 99 % | 99 % | 88 % ⁽¹⁾ |
| Meadowbrook | MH | Charlotte | NC | 321 | — | 99 % | 82 % ⁽²⁾ | 59 % |
| Big Timber Lake RV Resort | RV | Cape May | NJ | 283 | 245 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |
| Driftwood Camping Resort | RV | Clermont | NJ | 608 | 99 | 100 % ⁽⁴⁾ | 100 % ⁽⁴⁾ | N/A |
| Lake Laurie RV & Camping Resort | RV | Cape May | NJ | 325 | 394 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |
| Seashore Campsites RV Park and Campground | RV | Cape May | NJ | 433 | 243 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | N/A |
| Sun Villa Estates | MH | Reno | NV | 324 | — | 99 % | 99 % | 97 % |
| | RV | Greenfield Park | NY | 72 | 203 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |

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| | | | | | | | | | | |
|--|----|-------------|----|-----|-----|-----|------------------|-----|------------------|-----|
| Jellystone Park(TM) at Birchwood Acres | | | | | | | | | | |
| Jellystone Park(TM) of Western New York | RV | North Java | NY | 5 | 296 | 100 | % ⁽³⁾ | 100 | % ⁽³⁾ | N/A |
| Parkside Village | MH | Cheektowaga | NY | 156 | — | 100 | % | 100 | % | N/A |
| Sky Harbor | MH | Cheektowaga | NY | 522 | — | 91 | % | 90 | % | N/A |
| The Villas at Calla Pointe | MH | Cheektowaga | NY | 116 | — | 99 | % | 100 | % | N/A |

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SUN COMMUNITIES, INC.

| Property | MH/RV | City | State | MH and Annual RV Sites as of 12/31/15 | Transient RV Sites as of 12/31/15 | Occupancy as of 12/31/15 | Occupancy as of 12/31/14 | Occupancy as of 12/31/13 |
|---------------------------------------|-------|---------------|-------|---------------------------------------|-----------------------------------|--------------------------|--------------------------|--------------------------|
| Forest Meadows | MH | Philomath | OR | 75 | — | 100 % | 100 % | 100 % |
| Woodland Park Estates | MH | Eugene | OR | 398 | — | 100 % | 100 % | 100 % |
| Countryside Estates | MH | Mckean | PA | 304 | — | 98 % | 94 % | N/A |
| Lake In Wood | RV | Narvon | PA | 275 | 145 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |
| Pheasant Ridge | MH | Lancaster | PA | 553 | — | 100 % | 100 % | 100 % |
| Lakeside Crossing | MH | Conway | SC | 419 | — | 89 % | N/A | N/A |
| Bell Crossing | MH | Clarksville | TN | 237 | — | 98 % | 99 % | 90 % |
| Gwynn's Island RV Resort & Campground | RV | Gwynn | VA | 98 | 19 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |
| New Point RV Resort | RV | New Point | VA | 190 | 133 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |
| Pine Ridge | MH | Prince George | VA | 245 | — | 97 % | 97 % | 98 % |
| Thunderhill Estates | MH | Sturgeon Bay | WI | 226 | — | 93 % | 87 % | N/A |
| Westward Ho RV Resort & Campground | RV | Glenbeulah | WI | 213 | 110 | 100 % ⁽³⁾ | 100 % ⁽³⁾ | 100 % ⁽³⁾ |
| Other Total | | | | 13,855 | 4,176 | 96 % | 94 % | 91 % |
| TOTAL / AVERAGE | | | | 79,241 | 9,371 | 95 % | 93 % | 90 % |

(1) Occupancy in these Properties reflects the fact that these communities are ground-up developments and have not reached full occupancy.

(2) Occupancy in these Properties reflects the fact that these communities are in a lease-up phase following an expansion.

(3) Occupancy percentage excludes transient RV sites. Percentage calculated by dividing revenue producing sites by developed sites. A revenue producing site is defined as a site that is occupied by a paying resident or reserved by a customer with annual or seasonal usage rights. A developed site is defined as an adequate sized parcel of land that has road and utility access which is zoned and licensed (if required) for use as a home site.

(4) The number of developed sites and occupancy percentage at this Property includes sites that have been covered under our comprehensive insurance coverage (subject to deductibles and certain limitations) for both property damage and business interruption from a flood that caused substantial damage to this Property.

SUN COMMUNITIES, INC.

ITEM 3. LEGAL PROCEEDINGS

We are involved in various legal proceedings arising in the ordinary course of business. All such proceedings, taken together, are not expected to have a material adverse impact on our results of operations or financial condition.

ITEM 4. MINE SAFETY DISCLOSURES

None.

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SUN COMMUNITIES, INC.

EXECUTIVE OFFICERS OF THE REGISTRANT

The persons listed below are our executive officers.

| Name | Age | Title |
|--------------------|-----|--|
| Gary A. Shiffman | 61 | Chairman and Chief Executive Officer |
| John B. McLaren | 45 | President and Chief Operating Officer |
| Karen J. Dearing | 51 | Executive Vice President, Treasurer, Chief Financial Officer and Secretary |
| Jonathan M. Colman | 60 | Executive Vice President |

Gary A. Shiffman is our Chairman and Chief Executive Officer and has been a director and an executive officer since our inception in 1993. He is a member of our Executive Committee. He has been actively involved in the management, acquisition, construction and development of manufactured housing communities and has developed an extensive network of industry relationships over the past thirty years. He has overseen the acquisition, rezoning, development, expansion and marketing of numerous manufactured home communities, as well as recreational vehicle communities. Additionally, Mr. Shiffman, through his family related interests, has had significant direct holdings in various real estate asset classes, which include office, multi-family, industrial, residential and retail. Mr. Shiffman is an executive officer and a director of SHS and all of our other corporate subsidiaries. Mr. Shiffman is also a director of Origen Financial, Inc. ("Origen").

John B. McLaren has been in the manufactured housing industry since 1995. He has served as our President since February 2014 and as our Chief Operating Officer since February 2008. From February 2008 to February 2014, he served as an Executive Vice President of the Company. From August 2005 to February 2008, he was Senior Vice President of SHS with overall responsibility for home sales and leasing. Mr. McLaren spent approximately three years as Vice President of Leasing & Service for SHS with responsibility for developing and leading our Rental Program and also has experience in the multi-family REIT segment and the chattel lending industry.

Karen J. Dearing joined us in October 1998 as the Director of Finance where she worked extensively with accounting and finance matters related to our ground up developments and expansions. Ms. Dearing became our Corporate Controller in 2002, a Senior Vice President in 2006, and Executive Vice President and Chief Financial Officer in February 2008. She is responsible for the overall management of our information technology, accounting, tax and finance departments, and all internal and external financial reporting. Prior to working for us, Ms. Dearing had eight years of experience as the Financial Controller of a privately-owned automotive supplier and five years' experience as a certified public accountant with Deloitte.

Jonathan M. Colman joined us in 1994 as Vice President-Acquisitions and became a Senior Vice President in 1995 and an Executive Vice President in March 2003. A certified public accountant, Mr. Colman has over thirty years of experience in the manufactured housing community industry. He has been involved in the acquisition, financing and management of over 75 manufactured housing communities for two of the 10 largest manufactured housing community owners, including Uniprop, Inc. during its syndication of over \$90.0 million in public limited partnerships in the late 1980s. Mr. Colman is also a Vice President of all of our corporate subsidiaries.

SUN COMMUNITIES, INC.

PART II

ITEM MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND
5. ISSUER PURCHASES OF EQUITY SECURITIES

Market Information

Our common stock has been listed on the NYSE since December 8, 1993, and traded under the symbol "SUI". The following table sets forth the high and low sales prices per share for the common stock for the periods indicated as reported by the NYSE and the distributions per share paid by us with respect to each period:

| Year Ended December 31, 2015 | High | Low | Distributions | |
|------------------------------|---------|---------|---------------|-----|
| 1st Quarter | \$71.40 | \$60.74 | \$0.65 | |
| 2nd Quarter | \$67.35 | \$60.29 | \$0.65 | |
| 3rd Quarter | \$70.56 | \$61.61 | \$0.65 | |
| 4th Quarter | \$72.92 | \$61.65 | \$0.65 | (1) |
| Year Ended December 31, 2014 | High | Low | Distributions | |
| 1st Quarter | \$48.70 | \$41.65 | \$0.65 | |
| 2nd Quarter | \$50.84 | \$42.97 | \$0.65 | |
| 3rd Quarter | \$55.00 | \$49.36 | \$0.65 | |
| 4th Quarter | \$64.22 | \$50.25 | \$0.65 | (2) |

(1) Paid on January 15, 2016, to stockholders of record on December 31, 2015

(2) Paid on January 16, 2015, to stockholders of record on December 31, 2014

On February 16, 2016, the closing share price of our common stock was \$65.86 per share on the NYSE, and there were 220 holders of record for the 58,391,880 million outstanding shares of common stock. On February 16, 2016, the Operating Partnership had (i) 2,862,969 common OP units issued and outstanding, not held by us, which were convertible into an equal number of shares of our common stock, (ii) 1,283,819 Aspen preferred OP units issued and outstanding which were exchangeable for 509,676 shares of our common stock, (iii) 387,981 Series A-1 preferred OP units issued and outstanding which were exchangeable for 946,293 shares of our common stock, (iv) 40,268 Series A-3 preferred OP units issued and outstanding which were exchangeable for 74,919 shares of our common stock, (v) 754,035 Series A-4 preferred OP units issued and outstanding, not held by us, which were exchangeable for 335,127 shares of our common stock, and (vi) 640,206 Series C preferred OP units issued and outstanding which were exchangeable for 377,969 shares of our common stock.

We have historically paid regular quarterly distributions to holders of our common stock and common OP units. In addition, we are obligated to make distributions to holders of shares of Series A Preferred Stock, Series A-4 Preferred Stock, Aspen preferred OP units, Series A-1 preferred OP units, Series A-3 preferred OP units, Series A-4 preferred OP units, Series B-3 preferred OP units and Series C preferred OP units. See "Structure of the Company" under Part I, Item 1 of this Annual Report on Form 10-K. Our ability to make distributions on our common and preferred stock and OP units, payments on our indebtedness, and to fund planned capital expenditures will depend on our ability to generate cash in the future. The decision to declare and pay distributions on shares of our common stock and common OP units in the future, as well as the timing, amount, and composition of any such future distributions, will be at the sole discretion of our Board of Directors in light of conditions then existing, including our earnings, financial condition, capital requirements, debt maturities, the availability of debt and equity capital, applicable REIT and legal restrictions, general overall economic conditions, and other factors.

SUN COMMUNITIES, INC.

Securities Authorized for Issuance Under Equity Compensation Plans

The following table reflects information about the securities authorized for issuance under our equity compensation plans as of December 31, 2015.

| Plan Category | Number of securities to be issued upon exercise of outstanding options, warrants and rights | Weighted-average exercise price of outstanding options, warrants and rights | Number of securities remaining available for future issuance under equity compensation plans (excluding securities reflected in column a) |
|--|---|---|---|
| | (a) | (b) | (c) |
| Equity compensation plans approved by shareholders | 24,500 | \$29.11 | 1,799,874 |
| Equity compensation plans not approved by shareholders | — | — | — |
| Total | 24,500 | \$29.11 | 1,799,874 |

Issuer Purchases of Equity Securities

In November 2004, our Board of Directors authorized us to repurchase up to 1,000,000 shares of our common stock. We have 400,000 common shares remaining in the repurchase program. No common shares were repurchased under this program during 2015. There is no expiration date specified for the repurchase program.

Recent Sales of Unregistered Securities

From time to time, we may issue shares of common stock in exchange for OP units that may be tendered to the Operating Partnership for redemption in accordance with the terms and provisions of the limited partnership agreement of the Operating Partnership. Such shares are issued based on the exchange ratios and formulas described in “Structure of the Company” under Part I, Item 1 of this Annual Report on Form 10-K.

Holders of common OP units have converted 99,849 units, 9,110 units and zero units to common stock for the years ended December 31, 2015, 2014, and 2013, respectively.

Holders of Series A-1 preferred OP units converted 41,116 units into 100,277 shares of common stock during the year ended December 31, 2015, and 26,379 units into 64,335 shares of common stock during the year ended December 31, 2014. No Series A-1 preferred OP units were converted into common stock during 2013.

Holders of Series A-4 preferred OP units converted 114,414 units into 50,848 shares of common stock during the year ended December 31, 2015. No Series A-4 preferred OP units were converted into common stock during 2014.

Holders of Series A-4 preferred stock converted 231,093 shares into 102,708 shares of common stock during the year ended December 31, 2015. No Series A-4 preferred stock were converted into common stock during 2014.

All of the securities described above were issued in private placements in reliance on Section 4(a)(2) of the Securities Act, including Regulation D promulgated thereunder, based on certain investment representations made by the parties to whom the securities were issued. No underwriters were used in connection with any of such issuances.

SUN COMMUNITIES, INC.

Performance Graph

Set forth below is a line graph comparing the yearly percentage change in the cumulative total shareholder return on our common stock against the cumulative total return of a broad market index composed of all issuers listed on the NYSE and an industry index comprised of fifteen publicly traded residential real estate investment trusts, for the five year period ending on December 31, 2015. This line graph assumes a \$100 investment on December 31, 2010, a reinvestment of distributions and actual increase of the market value of our common stock relative to an initial investment of \$100. The comparisons in this table are required by the SEC and are not intended to forecast or be indicative of possible future performance of our common stock.

| Index | As of December 31, | | | | | |
|--|--------------------|----------|----------|----------|----------|----------|
| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
| Sun Communities, Inc. | \$100.00 | \$119.66 | \$138.64 | \$156.60 | \$233.58 | \$275.27 |
| SNL US REIT Residential | \$100.00 | \$114.55 | \$121.88 | \$118.45 | \$162.09 | \$188.59 |
| NYSE Market Index | \$100.00 | \$96.33 | \$111.89 | \$141.41 | \$151.12 | \$145.12 |
| SUI Peer Group 2015 Index ⁽¹⁾ | \$100.00 | \$115.48 | \$125.08 | \$115.41 | \$159.75 | \$181.45 |
| SUI Peer Group 2014 Index ⁽²⁾ | \$100.00 | \$115.12 | \$124.79 | \$115.25 | \$159.28 | \$181.76 |

⁽¹⁾ Includes American Campus Communities, Inc., American Capital Agency Corp., Apartment Investment and Management Company, AvalonBay Communities, Inc., Camden Property Trust, Education Realty Trust, Inc., Equity Lifestyles Properties, Inc., Equity Residential, Essex Property Trust, Inc., MAA, Senior Housing Properties Trust and UDR, Inc.

⁽²⁾ Includes the same companies as SUI Peer Group 2015 Index, with the exception of Associated Estates Realty Corporation, and Home Properties, Inc. in 2014.

The information included under the heading “Performance Graph” is not to be treated as “soliciting material” or as “filed” with the SEC, and is not incorporated by reference into any filing by the Company under the Securities Act or the Exchange Act that is made on, before or after the date of filing of this Annual Report on Form 10-K.

SUN COMMUNITIES, INC.

ITEM 6. SELECTED FINANCIAL DATA

The following table sets forth selected financial and operating information on a historical basis. The historical financial data has been derived from our historical financial statements. The following information should be read in conjunction with the information included in "Management's Discussion and Analysis of Financial Condition and Results of Operations," and the Consolidated Financial Statements and the Notes thereto.

| | Year Ended December 31, | | | | |
|--|---|---------------------|---------------------|---------------------|---------------------|
| | 2015 | 2014 ⁽¹⁾ | 2013 ⁽¹⁾ | 2012 ⁽¹⁾ | 2011 ⁽¹⁾ |
| | (In thousands, except for share related data) | | | | |
| OPERATING DATA: | | | | | |
| Revenues | \$674,731 | \$484,259 | \$422,713 | \$341,400 | \$290,592 |
| Net income attributable to Sun Communities, Inc. common stockholders | \$137,325 | \$22,376 | \$10,610 | \$4,958 | \$(1,086) |
| Earnings per share - basic | \$2.53 | \$0.54 | \$0.31 | \$0.19 | \$(0.05) |
| Earnings per share - diluted | \$2.52 | \$0.54 | \$0.31 | \$0.18 | \$(0.05) |
| Cash distributions declared per common share ⁽²⁾ | \$2.60 | \$2.60 | \$2.52 | \$2.52 | \$3.15 |
| BALANCE SHEET DATA: | | | | | |
| Investment property before accumulated depreciation | \$4,573,522 | \$3,363,917 | \$2,489,119 | \$2,177,305 | \$1,794,605 |
| Total assets | \$4,190,551 | \$2,937,692 | \$1,994,904 | \$1,754,628 | \$1,367,974 |
| Total debt and lines of credit | \$2,345,049 | \$1,832,087 | \$1,492,820 | \$1,453,501 | \$1,397,225 |
| Total stockholders' equity (deficit) | \$1,536,581 | \$907,820 | \$383,541 | \$199,457 | \$(114,188) |
| OTHER FINANCIAL DATA: | | | | | |
| Net operating income (NOI) ⁽³⁾ from: | | | | | |
| Real property operations | \$335,567 | \$232,478 | \$203,176 | \$167,715 | \$146,876 |
| Home sales and home rentals | \$42,067 | \$29,341 | \$26,620 | \$18,677 | \$12,954 |
| Funds from operations (FFO) ⁽³⁾ | \$192,128 | \$134,549 | \$117,583 | \$92,409 | \$73,691 |
| Adjustments to FFO | 18,431 | 13,807 | 3,928 | 4,296 | 1,564 |
| FFO excluding certain items | \$210,559 | \$148,356 | \$121,511 | \$96,705 | \$75,255 |
| FFO per share excluding certain items - fully diluted | \$3.63 | \$3.37 | \$3.22 | \$3.19 | \$3.13 |

⁽¹⁾ Financial information has been revised to reflect certain reclassifications in prior periods to conform to current period presentation.

⁽²⁾ In 2011, we paid \$2.52 in cash distributions per common share and declared \$3.15 in distributions per common share.

⁽³⁾ Refer to Item 7, Supplemental Measures, for information regarding the presentation of the NOI financial measure and FFO financial measure.

SUN COMMUNITIES, INC.

ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATION

The following discussion and analysis of the consolidated financial condition and results of operations should be read in conjunction with the Consolidated Financial Statements and Notes thereto included in this Annual Report on Form 10-K.

EXECUTIVE SUMMARY

2015 Accomplishments:

- Completed acquisitions of 34 MH communities and 4 RV communities, which included the final purchase of communities from the \$1.3 billion ALL transaction.

- Closed on the disposition of 17 MH communities, and 3 MH and RV combined communities for \$224.5 million in gross proceeds.

- Achieved Same Site Net Operating Income ("NOI") ⁽³⁾ growth of 9.1%.

- Closed an underwritten registered public offering for 3.7 million shares of common stock with net proceeds of approximately \$233.1 million after deducting offering related expenses.

- Gained 1,905 revenue producing sites, a new single year record.

- Sold 2,483 homes, a new single year record, and an increase of 26%.

Property Operations:

Occupancy in our Properties as well as our ability to increase rental rates directly affects revenues. Our revenue streams are predominantly derived from customers renting our sites on a long-term basis. Our Same Site properties continue to achieve revenue and occupancy increases which drive continued NOI⁽³⁾ growth. Home sales are at their historical high, and we expect to continue to increase the number of homes sold in our communities.

| Portfolio Information: | Year Ended December 31, | | | |
|---|-------------------------|-----------|-----------|---|
| | 2015 | 2014 | 2013 | |
| Occupancy % - Total Portfolio - MH and annual RV ⁽¹⁾ | 95.0 | % 92.6 | % 89.7 | % |
| Occupancy % - Same Site - MH and annual RV ⁽¹⁾⁽²⁾ | 95.9 | % 93.2 | % 91.5 | % |
| Funds from operations excluding certain items ⁽³⁾ | \$3.63 | \$3.37 | \$3.22 | |
| NOI ⁽³⁾ - Total Portfolio | \$335,567 | \$232,478 | \$203,176 | |
| NOI ⁽³⁾ - Same Site | \$220,470 | \$202,069 | \$191,938 | |
| Homes Sold | 2,483 | 1,966 | 1,929 | |
| Number of Occupied Rental Homes | 10,685 | 10,973 | 9,726 | |

⁽¹⁾ Occupancy % includes MH and annual RV sites, and exclude transient RV sites.

⁽²⁾ Occupancy % excludes recently completed but vacant expansion sites.

⁽³⁾ Refer to Supplemental Measures within this Item, for information regarding the presentation of the NOI financial measure and funds from operations excluding certain items financial measure.

SUN COMMUNITIES, INC.

Acquisition and Disposition Activity:

During the past three years, we have completed acquisitions of 90 properties with over 33,184 sites located in high growth areas and retirement and vacation destinations such as Florida, California, and Eastern coastal areas such as Old Orchard Beach, Maine; Cape May, New Jersey; Chesapeake Bay, Virginia; and Cape Cod, Massachusetts.

The following graph depicts our acquisitions during 2015 and 2014:

During 2015, we completed 38 acquisitions consisting of 34 MH communities, and 4 RV communities. The following table is a list of our acquisitions for 2015, excluding the second phase of the ALL acquisition:

| Property/Portfolio | Location | Type | Total Consideration | Number of sites - MH/Annual | Number of sites - Transient | Expansion Sites |
|------------------------------|----------------------|------|---------------------|-----------------------------|-----------------------------|-----------------|
| Meadowlands | Rockwood, MI | MH | \$2,550 | 321 | — | — |
| Berger (Multiple properties) | Various Cities in FL | MH | \$95,344 | 3,136 | — | 380 |
| Lakeside Crossing | Conway, SC | MH | \$32,518 | 419 | — | 300 |
| La Hacienda | Austin, TX | RV | \$27,275 | — | 241 | — |
| Frontier Town | Ocean City, MD | RV | \$62,196 | — | 584 | 200 |
| Fort Whaley | Whaleyville, MD | RV | \$5,704 | — | 210 | 90 |
| Rock Crusher | Crystal River, FL | RV | \$6,072 | 80 | 311 | — |

During 2014, we announced our acquisition of the ALL properties for a purchase price of \$1.3 billion, which is our largest acquisition to date. The ALL portfolio includes 59 MH communities comprised of over 19,000 sites. This acquisition provides us with a portfolio of large, well-located high-quality communities with attractive amenities and potential for occupancy and rent growth. It increased our overall geographic diversification and the size of our age-restricted portfolio with additional exposure in the sought after Florida and Arizona markets. Approximately 56% of the communities are located in Florida and 73% are considered age-restricted, adding significant growth to our existing highly-stable, age-restricted portfolio.

The acquisition was completed in two phases. We acquired 33 properties, which we operate as 32 communities, in November 2014, and we acquired the remaining 26 properties in January 2015.

We continue to experience an active pipeline of acquisition opportunities and will seek to enhance the growth of the Company through continued selective acquisitions.

We continually review the properties in our portfolio to ensure that they fit our business objectives. During 2015, we sold 17 MH and 3 MH and RV combined communities for gross proceeds of \$224.5 million, which were primarily located in lower growth markets and no longer meet our strategic objectives. A gain of \$125.4 million is recorded in "Gain on disposition of properties, net" in our Consolidated Statements of Operations.

SUN COMMUNITIES, INC.

The number of disposal properties by state for our MH communities and RV communities during 2015 and 2014 are shown below:

Expansion Activity:

We have been focused on expansion opportunities adjacent to our existing communities, and we have developed nearly 1,500 sites over the past three years. We expanded 646 sites at four properties in 2015. The total cost to construct the sites was approximately \$17.5 million. We continue to expand our properties utilizing our inventory of owned and entitled land (approximately 7,200 to be developed sites) and expect to construct over 1,000 additional sites in 2016.

Capital Activity:

We closed an underwritten registered public offering during 2015 totaling 3.7 million shares of common stock with net proceeds of approximately \$233.1 million after deducting offering related expenses. Proceeds from the capital were used to pay down our revolving line of credit allowing us to reduce our leverage levels as well as providing liquidity for future acquisitions.

SUN COMMUNITIES, INC.

Markets

The following table identifies the Company's largest markets by number of sites:

| Major Market | Number of Properties | Total Sites | Percentage of Total Sites | |
|----------------|----------------------|-------------|---------------------------|---|
| Florida | 61 | 27,039 | 30.5 | % |
| Michigan | 65 | 24,126 | 27.2 | % |
| Texas | 16 | 6,379 | 7.2 | % |
| Arizona | 10 | 4,388 | 5.0 | % |
| Indiana | 11 | 3,401 | 3.8 | % |
| Ohio | 9 | 2,913 | 3.3 | % |
| New Jersey | 4 | 2,630 | 3.0 | % |
| Colorado | 7 | 2,335 | 2.6 | % |
| Illinois | 4 | 1,652 | 1.9 | % |
| Maine | 6 | 1,521 | 1.7 | % |
| New York | 5 | 1,370 | 1.5 | % |
| Pennsylvania | 3 | 1,277 | 1.4 | % |
| Maryland | 3 | 1,187 | 1.3 | % |
| Georgia | 3 | 1,150 | 1.3 | % |
| Missouri | 2 | 976 | 1.1 | % |
| Delaware | 2 | 916 | 1.0 | % |
| Virginia | 3 | 685 | 0.8 | % |
| North Carolina | 2 | 581 | 0.7 | % |
| Wisconsin | 2 | 549 | 0.6 | % |
| California | 3 | 494 | 0.6 | % |
| Oregon | 2 | 473 | 0.5 | % |
| South Carolina | 1 | 419 | 0.5 | % |
| Iowa | 1 | 413 | 0.5 | % |
| Massachusetts | 1 | 406 | 0.5 | % |
| Minnesota | 1 | 404 | 0.5 | % |
| Nevada | 1 | 324 | 0.4 | % |
| Tennessee | 1 | 237 | 0.3 | % |
| Montana | 1 | 226 | 0.3 | % |
| Connecticut | 1 | 141 | 0.2 | % |
| TOTAL | 231 | 88,612 | | |

A large geographic concentration of our properties are in Florida, Michigan, Texas and Arizona. As a result of our recent acquisitions, we have increased the concentration of our properties located in other areas of the U.S., predominantly in high growth areas and retirement and vacation destinations, such as California and the Northeastern coastal areas. Several of our acquisitions in these areas have been RV communities. Through our expansion into RV communities, we have experienced strong revenue growth. The age demographic of RV communities is attractive, as the population of retirement age baby boomers in the U.S. is growing. RV communities have become a trending vacation opportunity not only for the retiree population, but as an affordable vacation alternative for families.

SUN COMMUNITIES, INC.

SUPPLEMENTAL MEASURES

In addition to the results reported in accordance with generally accepted accounting principles in the U.S. ("GAAP"), we have provided information regarding NOI in the following tables. NOI is derived from revenues minus property operating and maintenance expenses and real estate taxes. We use NOI as the primary basis to evaluate the performance of our operations. A reconciliation of NOI to net income attributable to Sun Communities, Inc. common stockholders is included in "Results of Operations" below.

We believe that NOI is helpful to investors and analysts as a measure of operating performance because it is an indicator of the return on property investment and provides a method of comparing property performance over time. We use NOI as a key management tool when evaluating performance and growth of particular properties and/or groups of properties. The principal limitation of NOI is that it excludes depreciation, amortization, interest expense, and non-property specific expenses such as general and administrative expenses, all of which are significant costs, and therefore, NOI is a measure of the operating performance of our properties rather than of the Company overall. We believe that these costs included in net income often have no effect on the market value of our property and therefore limit its use as a performance measure. In addition, such expenses are often incurred at a parent company level and therefore are not necessarily linked to the performance of a real estate asset.

NOI should not be considered a substitute for the reported results prepared in accordance with GAAP. NOI should not be considered as an alternative to net income as an indicator of our financial performance, or to cash flows as a measure of liquidity; nor is it indicative of funds available for our cash needs, including our ability to make cash distributions. NOI, as determined and presented by us, may not be comparable to related or similarly titled measures reported by other companies.

We also provide information regarding Funds From Operations ("FFO"). We consider FFO an appropriate supplemental measure of the financial and operational performance of an equity REIT. Under the National Association of Real Estate Investment Trusts ("NAREIT") definition, FFO represents net income (loss) (computed in accordance with GAAP), excluding extraordinary items (as defined under GAAP), and gain (loss) on sales of depreciable property, plus real estate related depreciation and amortization (excluding amortization of financing costs), and after adjustments for unconsolidated partnerships and joint ventures. Management also uses FFO excluding certain items, a non-GAAP financial measure, which excludes certain gain and loss items that management considers unrelated to the operational and financial performance of our core business. We believe that this provides investors with another financial measure of our operating performance that is more comparable when evaluating period over period results. A discussion of FFO, FFO excluding certain items, a reconciliation of FFO to net income, and FFO to FFO excluding certain items are included in the presentation of FFO in our "Results of Operations" below.

SUN COMMUNITIES, INC.

RESULTS OF OPERATIONS

We report operating results under two segments: Real Property Operations and Home Sales and Rentals. The Real Property Operations segment owns, operates, and develops MH communities and RV communities throughout the U.S. and is in the business of acquiring, operating, and expanding MH and RV communities. The Home Sales and Rentals segment offers manufactured home sales and leasing services to tenants and prospective tenants of our communities. We evaluate segment operating performance based on NOI and gross profit.

COMPARISON OF THE YEARS ENDED DECEMBER 31, 2015 AND 2014

REAL PROPERTY OPERATIONS – TOTAL PORTFOLIO

The following tables reflect certain financial and other information for our Total Portfolio as of and for the years ended December 31, 2015 and 2014:

| Financial Information (in thousands) | Year Ended December 31, | | | |
|--|-------------------------|-----------|-----------|----------|
| | 2015 | 2014 | Change | % Change |
| Income from Real Property | \$506,078 | \$357,793 | \$148,285 | 41.4 % |
| Property operating expenses: | | | | |
| Payroll and benefits | 40,207 | 30,107 | 10,100 | 33.5 % |
| Legal, taxes, and insurance | 7,263 | 5,089 | 2,174 | 42.7 % |
| Utilities | 53,112 | 41,275 | 11,837 | 28.7 % |
| Supplies and repair | 19,075 | 13,535 | 5,540 | 40.9 % |
| Other | 16,140 | 11,128 | 5,012 | 45.0 % |
| Real estate taxes | 34,714 | 24,181 | 10,533 | 43.6 % |
| Property operating expenses | 170,511 | 125,315 | 45,196 | 36.1 % |
| Real Property NOI | \$335,567 | \$232,478 | \$103,089 | 44.3 % |
| | As of December 31, | | | |
| Other Information | 2015 | 2014 | Change | % Change |
| Number of properties | 231 | 217 | 14 | 6.5 % |
| Overall occupancy ⁽¹⁾ | 95.0 % | 92.6 % | 2.4 % | % |
| Sites available for development | 7,181 | 6,987 | 194 | 2.8 % |
| Monthly base rent per site - MH | \$484 | \$464 | \$20 | 4.3 % |
| Monthly base rent per site - RV ⁽²⁾ | \$423 | \$409 | \$14 | 3.4 % |
| Monthly base rent per site - Total | \$477 | \$456 | \$21 | 4.6 % |

⁽¹⁾ Occupied sites and occupancy % include MH and annual RV sites, and exclude transient RV sites, which are included in total developed sites.

⁽²⁾ Monthly base rent pertains to annual RV sites and excludes transient RV sites.

The 44.3% growth in Real Property NOI consists of \$87.8 million from newly acquired properties and \$18.4 million from our Same Site properties as detailed below, which is offset by a \$3.1 million reduction for disposed properties.

SUN COMMUNITIES, INC.

REAL PROPERTY OPERATIONS – SAME SITE

A key management tool used when evaluating performance and growth of our properties is a comparison of Same Site communities. Same Site communities consist of properties owned and operated throughout 2015 and 2014. The Same Site data may change from time-to-time depending on acquisitions, dispositions, management discretion, significant transactions, or unique situations. The Same Site data in this Form 10-K includes all properties which we have owned and operated continuously since January 1, 2014.

In order to evaluate the growth of the Same Site communities, management has classified certain items differently than our GAAP statements. The reclassification difference between our GAAP statements and our Same Site portfolio is the reclassification of water and sewer revenues from income from real property to utilities. A significant portion of our water and sewer utility charges are re-billed to our residents. We reclassify these amounts to reflect the utility expenses associated with our Same Site portfolio net of recovery.

The following tables reflect certain financial and other information for our Same Site communities as of and for the years ended December 31, 2015 and 2014:

| Financial Information (in thousands) | Year Ended December 31, | | | | |
|--------------------------------------|-------------------------|-----------|----------|----------|---|
| | 2015 | 2014 | Change | % Change | |
| Income from Real Property | \$312,117 | \$290,012 | \$22,105 | 7.6 | % |
| Property operating expenses: | | | | | |
| Payroll and benefits | 26,108 | 24,609 | 1,499 | 6.1 | % |
| Legal, taxes, and insurance | 5,090 | 4,461 | 629 | 14.1 | % |
| Utilities | 18,349 | 17,513 | 836 | 4.8 | % |
| Supplies and repair | 11,986 | 11,433 | 553 | 4.8 | % |
| Other | 8,789 | 8,951 | (162) | (1.8) | % |
| Real estate taxes | 21,325 | 20,976 | 349 | 1.7 | % |
| Property operating expenses | 91,647 | 87,943 | 3,704 | 4.2 | % |
| Real Property NOI | \$220,470 | \$202,069 | \$18,401 | 9.1 | % |

| Other Information ⁽¹⁾ | As of December 31, | | | | |
|--|--------------------|--------|----------------------|----------|---|
| | 2015 | 2014 | Change | % Change | |
| Number of properties | 157 | 157 | — | — | % |
| Overall occupancy ^{(2) (3)} | 95.9 | % 93.2 | % ⁽⁵⁾ 2.7 | | % |
| Sites available for development | 5,229 | 6,003 | (774) | (12.9) | % |
| Monthly base rent per site - MH | \$481 | \$465 | \$16 | 3.4 | % |
| Monthly base rent per site - RV ⁽⁴⁾ | \$421 | \$409 | \$12 | 2.9 | % |
| Monthly base rent per site - Total | \$472 | \$457 | \$15 | 3.3 | % |

⁽¹⁾ Excludes 18 properties that were disposed during 2015 (refer to Note 2 to our Consolidated Financial Statements).

⁽²⁾ Occupancy % includes MH and annual/seasonal RV sites, and excludes recently completed but vacant expansion sites and transient RV sites.

⁽³⁾ Occupancy % for 2014 has been adjusted to reflect incremental growth year over year from filled expansion sites and the conversion of transient RV sites to annual / seasonal RV sites..

⁽⁴⁾ Monthly base rent pertains to annual RV sites and excludes transient RV sites.

- (5) Occupancy reflects current year gains from expansion sites and the conversion of transient RV guests to annual/seasonal RV contracts as vacant in 2014.

The 9.1% growth in NOI is primarily due to increased revenues of \$22.1 million partially offset by a \$3.7 million increase in expenses.

Income from real property revenue consists of MH and RV site rent, and miscellaneous other property revenues. The 7.6% growth in income from real property was due to a combination of factors. Revenue from our MH and RV portfolio increased \$18.3 million due to average rental rate increases of 3.3% a 2.7% increase in occupancy and the increased number of occupied home sites. Additionally, other revenues increased \$1.8 million primarily due to increases in month to month fees, utilities income, trash income and cable television royalties.

SUN COMMUNITIES, INC.

Property operating expenses increased approximately \$3.7 million, or 4.2%, compared to 2014. Of that increase, supplies and repair expense increased \$0.6 million primarily related to higher landscaping and tree trimming. Utilities increased \$0.8 million primarily as a result of increased electric and trash removal costs. Legal, taxes, and insurance expenses increased \$0.6 million primarily related to increased property and casualty insurance.

HOME SALES AND RENTALS

We purchase new homes and acquire pre-owned and repossessed manufactured homes, generally located within our communities, from lenders, dealers, and former residents to lease or sell to current and prospective residents.

The following table reflects certain financial and statistical information for our Home Sales Program for the years ended December 31, 2015 and 2014 (in thousands, except for average selling prices and statistical information):

| Financial Information | Year Ended December 31, | | | |
|---|-------------------------|----------|-----------|----------|
| | 2015 | 2014 | Change | % Change |
| New home sales | \$22,208 | \$9,464 | \$12,744 | 134.7 % |
| Pre-owned home sales | 57,520 | 44,490 | 13,030 | 29.3 % |
| Revenue from homes sales | 79,728 | 53,954 | 25,774 | 47.8 % |
| New home cost of sales | 18,620 | 7,977 | 10,643 | 133.4 % |
| Pre-owned home cost of sales | 40,321 | 32,579 | 7,742 | 23.8 % |
| Cost of home sales | 58,941 | 40,556 | 18,385 | 45.3 % |
| NOI / Gross profit | \$20,787 | \$13,398 | \$7,389 | 55.2 % |
| Gross profit – new homes | \$3,588 | \$1,487 | \$2,101 | 141.3 % |
| Gross margin % – new homes | 16.2 % | 15.7 % | 0.5 % | |
| Average selling price – new homes | \$81,346 | \$83,750 | \$(2,404) | (2.9)% |
| Gross profit – pre-owned homes | \$17,199 | \$11,911 | \$5,288 | 44.4 % |
| Gross margin % – pre-owned homes | 29.9 % | 26.8 % | 3.1 % | |
| Average selling price – pre-owned homes | \$26,027 | \$24,010 | \$2,017 | 8.4 % |
| Statistical Information | | | | |
| Home sales volume: | | | | |
| New home sales | 273 | 113 | 160 | 141.6 % |
| Pre-owned home sales | 2,210 | 1,853 | 357 | 19.3 % |
| Total homes sold | 2,483 | 1,966 | 517 | 26.3 % |

Home Sales Gross profit increased \$2.1 million on new home sales and increased \$5.3 million on pre-owned home sales. The increased profit on new and pre-owned home sales is primarily due to increases in volume of both new and pre-owned home sales during the year.

SUN COMMUNITIES, INC.

The following table reflects certain financial and other information for our Rental Program as of and for the years ended December 31, 2015 and 2014 (in thousands, except for statistical information):

| Financial Information | Year Ended December | | Change | % | |
|---|---------------------|-----------|----------|--------|----------|
| | 2015 | 2014 | | Change | % Change |
| Rental home revenue | \$46,236 | \$39,213 | \$7,023 | 17.9 | % |
| Site rent from Rental Program ⁽¹⁾ | 61,952 | 54,289 | 7,663 | 14.1 | % |
| Rental Program revenue | 108,188 | 93,502 | 14,686 | 15.7 | % |
| Expenses | | | | | |
| Commissions | 3,216 | 2,607 | 609 | 23.4 | % |
| Repairs and refurbishment | 12,326 | 11,068 | 1,258 | 11.4 | % |
| Taxes and insurance | 5,638 | 5,286 | 352 | 6.7 | % |
| Marketing and other | 3,776 | 4,309 | (533) | (12.4) |)% |
| Rental Program operating and maintenance | 24,956 | 23,270 | 1,686 | 7.2 | % |
| Rental Program NOI | \$83,232 | \$70,232 | \$13,000 | 18.5 | % |
| Other Information | | | | | |
| Number of occupied rentals, end of period | 10,685 | 10,973 | (288) | (2.6) |)% |
| Investment in occupied rental homes, end of period | \$448,837 | \$429,605 | \$19,232 | 4.5 | % |
| Number of sold rental homes | 908 | 799 | 109 | 13.6 | % |
| Weighted average monthly rental rate, end of period | \$858 | \$822 | \$36 | 4.4 | % |

⁽¹⁾ The renter's monthly payment includes the site rent and an amount attributable to the leasing of the home. The site rent is reflected in the Real Property Operations segment. For purposes of management analysis, the site rent is included in the Rental Program revenue to evaluate the incremental revenue gains associated with implementation of the Rental Program, and assess the overall growth and performance of Rental Program and financial impact to our operations.

The 18.5% growth in NOI is primarily a result of increased rental income throughout the year. While the number of occupied rentals as of December 31, 2015, reflects a decline due to the 20 disposed communities during 2015, the rental income associated with the majority of those communities was earned through November. We renew approximately 60% of our rental home leases primarily at current market rates or above existing rates.

The \$1.7 million increase in operating and maintenance expenses was primarily a result of a \$1.3 million increase in repair and refurbishment expenses, of which \$0.7 million was due to increased refurbishment costs related to occupant turnover and \$0.5 million was due to increased repair costs on occupied home rentals. In addition, insurance and personal property and use taxes increased by \$0.4 million.

SUN COMMUNITIES, INC.

OTHER INCOME STATEMENT ITEMS

The following table summarizes other income and expenses for the years ended December 31, 2015 and 2014 (amounts in thousands):

| | Year Ended December 31, | | Change | Change | |
|---|-------------------------|-----------|-----------|---------|---|
| | 2015 | 2014 | | | % |
| Ancillary revenues, net | \$7,013 | \$5,217 | \$1,796 | 34.4 | % |
| Interest income | \$15,938 | \$14,462 | \$1,476 | 10.2 | % |
| Brokerage commissions and other revenues | \$2,219 | \$1,036 | \$1,183 | 114.2 | % |
| Real property general and administrative | \$40,235 | \$31,769 | \$8,466 | 26.6 | % |
| Home sales and rentals general and administrative | \$14,696 | \$10,853 | \$3,843 | 35.4 | % |
| Transaction costs | \$17,803 | \$18,259 | \$(456) | (2.5) | % |
| Depreciation and amortization | \$177,637 | \$133,726 | \$43,911 | 32.8 | % |
| Asset impairment charge | \$— | \$837 | \$(837) | (100.0) | % |
| Interest expense | \$110,878 | \$76,981 | \$33,897 | 44.0 | % |
| Gain on disposition of properties, net | \$125,376 | \$17,654 | \$107,722 | 610.2 | % |
| Gain on settlement | \$— | \$4,452 | \$(4,452) | (100.0) | % |
| Distributions from affiliates | \$7,500 | \$1,200 | \$6,300 | 525.0 | % |
| Preferred stock redemption costs | \$4,328 | \$— | \$4,328 | N/A | |

Ancillary revenues, net increased during the year ended December 31, 2015, by \$1.8 million, from the year ended December 31, 2014, primarily due to increased vacation rental income of \$1.7 million.

Interest income increased during the year ended December 31, 2015, by \$1.5 million, from the year ended December 31, 2014, primarily due to an increase in interest income from collateralized receivables of \$1.5 million related to an increase in our note portfolio.

Brokerage commissions and other revenues increased during the year ended December 31, 2015, by \$1.2 million, from the year ended December 31, 2014, primarily due to an increase in the number of brokered homes sold.

Real property general and administrative expenses increased during the year ended December 31, 2015, by \$8.5 million, from the year ended December 31, 2014, primarily due to increased expenses related to salaries, wages and related taxes of \$3.5 million as a result of our acquisitions and increased headcount year over year, increased deferred compensation of \$2.2 million, increased training, travel, and office expenses of \$0.9 million, increased expenses for software support and maintenance, director fees, and regulatory fees of \$0.7 million, increased consulting costs of \$0.5 million, increased corporate insurance of \$0.4 million, and increased other miscellaneous expenses of \$0.3 million.

Home sales and rentals general and administrative expenses increased during the year ended December 31, 2015, by \$3.8 million, from the year ended December 31, 2014, primarily due to increased expenses related to salaries, wages, and related taxes of \$2.5 million, increased commissions on home sales of \$1.0 million, and increased advertising expenses of \$0.3 million.

Depreciation and amortization expenses increased during the year ended December 31, 2015, by \$43.9 million, from the year ended December 31, 2014, primarily a result of additional depreciation and amortization of \$33.3 million primarily related to our newly acquired properties (See Note 2 in our Consolidated Financial Statements), an additional \$4.6 million related to depreciation on investment property for use in our rental program, an additional \$1.6

million related to depreciation on investment property for our vacation rental property, and an additional \$4.4 million related to the amortization of in-place leases and promotions.

Asset impairment charge of \$0.8 million during the year ended December 31, 2014, was a result of an impairment loss recorded on a long-lived asset for our MH and RV community in La Feria, Texas during 2014. We did not recognize any impairment charge during the year ended December 31, 2015.

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Interest expense on debt, including interest on mandatorily redeemable preferred OP units, increased during the year ended December 31, 2015, by \$33.9 million, from the year ended December 31, 2014, primarily as a result of a \$25.2 million increase in mortgage interest due to the acquisition of the ALL and Berger properties, increased interest on miscellaneous other long-term debt of \$15.6 million, increased interest expense associated with our secured borrowing arrangements of \$1.5 million, and increased other interest expenses of \$0.5 million primarily related to deferred financing costs. The increases in interest expense were partially offset by \$8.9 million of mark to market adjustments on assumed debt.

Gain on disposition of properties, net increased during the year ended December 31, 2015, by \$107.7 million to \$125.4 million from \$17.7 million for the year ended December 31, 2014, primarily as a result of the sale of 20 properties during the year ended December 31, 2015, compared to the sale of 10 properties during the year ended December 31, 2014 (see Note 2 in our Consolidated Financial Statements).

Gain on settlement of \$4.5 million in 2014 is the result of a settlement reached with the selling entities of 10 RV communities that we acquired in February 2013. The settlement was related to various warranties, representations, and indemnities included in the agreements under which we acquired the RV communities, including a covenant made by the sellers related to the 2012 revenue of the acquired properties. No such gain was recorded in 2015.

Distributions from affiliate increased during the year ended December 31, 2015, by \$6.3 million, from the year ended December 31, 2014, as we received a \$7.5 million distribution from Origen in 2015 as part of its dissolution.

Preferred stock redemption costs increased during the year ended December 31, 2015, by \$4.3 million, from the year ended December 31, 2014, as a result of a repurchase agreement with certain holders of the Company's Series A-4 Preferred Stock (see Note 9 in our Consolidated Financial Statements).

SUN COMMUNITIES, INC.

COMPARISON OF THE YEARS ENDED DECEMBER 31, 2014 AND 2013

REAL PROPERTY OPERATIONS – TOTAL PORTFOLIO

The following tables reflect certain financial and other information for our Total Portfolio as of and for the years ended December 31, 2014 and 2013:

| Financial Information (in thousands) | Year Ended December 31, | | | | |
|--|-------------------------|-----------|----------|----------|---|
| | 2014 | 2013 | Change | % Change | |
| Income from Real Property | \$357,793 | \$313,097 | \$44,696 | 14.3 | % |
| Property operating expenses: | | | | | |
| Payroll and benefits | 30,107 | 26,750 | 3,357 | 12.5 | % |
| Legal, taxes, and insurance | 5,089 | 4,769 | 320 | 6.7 | % |
| Utilities | 41,275 | 36,071 | 5,204 | 14.4 | % |
| Supplies and repair | 13,535 | 11,213 | 2,322 | 20.7 | % |
| Other | 11,128 | 8,834 | 2,294 | 26.0 | % |
| Real estate taxes | 24,181 | 22,284 | 1,897 | 8.5 | % |
| Property operating expenses | 125,315 | 109,921 | 15,394 | 14.0 | % |
| Real Property NOI | \$232,478 | \$203,176 | \$29,302 | 14.4 | % |
| | | | | | |
| | As of December 31, | | | | |
| Other Information | 2014 | 2013 | Change | % Change | |
| Number of properties | 217 | 188 | 29 | 15.4 | % |
| | | | | | |
| Overall occupancy ⁽¹⁾ | 92.6 | % 89.7 | % 2.9 | % | |
| | | | | | |
| Sites available for development | 6,987 | 6,339 | 648 | 10.2 | % |
| | | | | | |
| Monthly base rent per site - MH | \$464 | \$445 | \$19 | 4.3 | % |
| Monthly base rent per site - RV ⁽²⁾ | \$409 | \$376 | \$33 | 8.8 | % |
| Monthly base rent per site - Total | \$456 | \$436 | \$20 | 4.6 | % |

⁽¹⁾ Occupied sites and occupancy % include MH and annual RV sites and excludes transient RV sites, which are included in total developed sites.

⁽²⁾ Monthly base rent pertains to annual RV sites and excludes transient RV sites.

The 14.4% growth in Real Property NOI was primarily due to \$14.5 million from newly acquired properties and \$14.8 million from Same Site properties as detailed below.

SUN COMMUNITIES, INC.

REAL PROPERTY OPERATIONS – SAME SITE

The Same Site information in this comparison of the years ended December 31, 2014 and 2013 includes all properties which we have owned and operated continuously since January 1, 2013.

| Financial Information (in thousands) | Year Ended December 31, | | | | |
|--|-------------------------|-----------|----------|----------|----|
| | 2014 | 2013 | Change | % Change | |
| Income from Real Property | \$291,720 | \$273,574 | \$18,146 | 6.6 | % |
| Property operating expenses: | | | | | |
| Payroll and benefits | 22,585 | 22,918 | (333) | (1.5) |)% |
| Legal, taxes, and insurance | 4,630 | 4,390 | 240 | 5.5 | % |
| Utilities | 16,593 | 15,620 | 973 | 6.2 | % |
| Supplies and repair | 11,396 | 10,222 | 1,174 | 11.5 | % |
| Other | 8,354 | 7,610 | 744 | 9.8 | % |
| Real estate taxes | 21,418 | 20,876 | 542 | 2.6 | % |
| Property operating expenses | 84,976 | 81,636 | 3,340 | 4.1 | % |
| Real Property NOI | \$206,744 | \$191,938 | \$14,806 | 7.7 | % |
| | As of December 31, | | | | |
| Other Information | 2014 | 2013 | Change | % Change | |
| Number of properties | 163 | 163 | — | — | % |
| Overall occupancy ⁽¹⁾ ⁽²⁾ ⁽³⁾ | 92.6 | % 89.6 | % 3.0 | % % | |
| Sites available for development | 5,823 | 6,339 | (516) | (8.1) |)% |
| Monthly base rent per site - MH ⁽⁴⁾ | \$461 | \$446 | \$15 | 3.4 | % |
| Monthly base rent per site - RV ⁽⁴⁾ | \$413 | \$405 | \$8 | 2.0 | % |
| Monthly base rent per site - Total | \$456 | \$442 | \$14 | 3.2 | % |

⁽¹⁾ Occupied sites and occupancy % include MH and annual RV sites, and excludes transient RV sites.

⁽²⁾ Occupancy % includes MH and annual/seasonal RV sites, and excludes recently completed but vacant expansion sites and transient RV sites.

⁽³⁾ Occupancy % for 2014 has been adjusted to reflect incremental growth year over year from filled expansion sites and the conversion of transient RV sites to annual / seasonal RV sites.

⁽⁴⁾ Monthly base rent pertains to annual RV sites and excludes transient RV sites.

The 7.7% growth in NOI is primarily due to increased revenues of \$18.1 million partially offset by a \$3.3 million increase in expenses.

Income from real property revenue consists of MH and RV site rent, and miscellaneous other property revenues. The 6.6% growth in income from real property was due to a combination of factors. Revenue from our MH and RV portfolio increased \$17.1 million due to weighted average rental rate increases of 3.2% and the increased number of occupied home sites. Additionally, other revenues increased \$1.1 million primarily due to increases in late fees and insufficient fund charges, month to month fees, application fees, trash income and cable television royalties.

Property operating expenses increased approximately \$3.3 million, or 4.1%, compared to 2013. Of that increase, supplies and repair increased \$1.2 million, of which approximately \$0.5 million was primarily related to weather related maintenance and repair costs resulting from extreme temperatures experienced in certain areas of the country

during the first part of 2014, \$0.4 million was related to lawn services and tree trimming and removal and \$0.2 million was related to general community maintenance and vehicle maintenance. Utilities increased \$1.0 million primarily as a result of increased gas, electric and trash removal costs. Real estate taxes increased by \$0.5 million, and other expenses increased by \$0.7 million primarily due to increases in bad debt expense and miscellaneous expenses such as software maintenance expense and bank service and credit card processing charges.

SUN COMMUNITIES, INC.

HOME SALES AND RENTALS

The following table reflects certain financial and statistical information for our Home Sales Program for the years ended December 31, 2014 and 2013 (in thousands, except for average selling prices and statistical information):

| Financial Information | Year Ended December 31, | | | |
|---|-------------------------|----------|------------|----------|
| | 2014 | 2013 | Change | % Change |
| New home sales | \$9,464 | \$6,645 | \$2,819 | 42.4 % |
| Pre-owned home sales | 44,490 | 48,207 | (3,717) | (7.7)% |
| Revenue from homes sales | 53,954 | 54,852 | (898) | (1.6)% |
| New home cost of sales | 7,977 | 5,557 | 2,420 | 43.5 % |
| Pre-owned home cost of sales | 32,579 | 34,740 | (2,161) | (6.2)% |
| Cost of home sales | 40,556 | 40,297 | 259 | 0.6 % |
| NOI / Gross profit | \$13,398 | \$14,555 | \$(1,157) | (7.9)% |
| Gross profit – new homes | \$1,487 | \$1,088 | \$399 | 36.7 % |
| Gross margin % – new homes | 15.7 % | 16.4 % | (0.7)% | |
| Average selling price – new homes | \$83,750 | \$78,179 | \$5,571 | 7.1 % |
| Gross profit – pre-owned homes | \$11,911 | \$13,467 | \$(1,556) | (11.6)% |
| Gross margin % – pre-owned homes | 26.8 % | 27.9 % | (1.1)% | |
| Average selling price – pre-owned homes | \$24,010 | \$26,142 | \$(2,132) | (8.2)% |
| Statistical Information | | | | |
| Home sales volume: | | | | |
| New home sales | 113 | 85 | 28 | 32.9 % |
| Pre-owned home sales | 1,853 | 1,844 | 9 | 0.5 % |
| Total homes sold | 1,966 | 1,929 | 37 | 1.9 % |

Home Sales Gross profit increased \$0.4 million on new home sales and decreased \$1.6 million on pre-owned home sales. The increased profit on new home sales is primarily due to an increase in volume of home sales. The decreased profit on pre-owned home sales is primarily a result of decreased per unit selling prices in 2014.

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The following table reflects certain financial and other information for our Rental Program as of and for the years ended December 31, 2014 and 2013 (in thousands, except for statistical information):

| Financial Information | Year Ended December | | Change | % | |
|---|---------------------|-----------|----------|--------|----------|
| | 2014 | 2013 | | Change | % Change |
| Rental home revenue | \$39,213 | \$32,500 | \$6,713 | 20.7 | % |
| Site rent from Rental Program ⁽¹⁾ | 54,289 | 46,416 | 7,873 | 17.0 | % |
| Rental Program revenue | 93,502 | 78,916 | 14,586 | 18.5 | % |
| Expenses | | | | | |
| Commissions | 2,607 | 2,507 | 100 | 4.0 | % |
| Repairs and refurbishment | 11,068 | 9,411 | 1,657 | 17.6 | % |
| Taxes and insurance | 5,286 | 4,446 | 840 | 18.9 | % |
| Marketing and other | 4,309 | 4,071 | 238 | 5.8 | % |
| Rental Program operating and maintenance | 23,270 | 20,435 | 2,835 | 13.9 | % |
| Rental Program NOI | \$70,232 | \$58,481 | \$11,751 | 20.1 | % |
| Other Information | | | | | |
| Number of occupied rentals, end of period | 10,973 | 9,726 | 1,247 | 12.8 | % |
| Investment in occupied rental homes, end of period | \$429,605 | \$355,789 | \$73,816 | 20.7 | % |
| Number of sold rental homes | 799 | 924 | (125) | (13.5) | % |
| Weighted average monthly rental rate, end of period | \$822 | \$796 | \$26 | 3.3 | % |

⁽¹⁾ The renter's monthly payment includes the site rent and an amount attributable to the leasing of the home. The site rent is reflected in the Real Property Operations segment. For purposes of management analysis, the site rent is included in the Rental Program revenue to evaluate the incremental revenue gains associated with implementation of the Rental Program, and assess the overall growth and performance of Rental Program and financial impact to our operations.

The 20.1% growth in NOI is primarily as a result of the increased number of residents participating in the Rental Program and from increased monthly rental rates as indicated in the table above. We renew approximately 60% of our rental home leases primarily at current market rates or above existing rates.

The increase in operating and maintenance expense of \$2.8 million was primarily a result of increased repair and refurbishment expenses of \$1.7 million, of which \$0.9 million was due to increased refurbishment costs related to occupant turnover and \$0.8 million was due to increased repair costs on occupied home rentals. In addition, insurance and personal property and use taxes increased \$0.8 million due to the additional number of homes in the Rental Program and bad debt expense increased \$0.6 million, partially offset by a decrease in advertising expense of \$0.4 million.

SUN COMMUNITIES, INC.

OTHER INCOME STATEMENT ITEMS

The following table summarizes other income and expenses for the years ended December 31, 2014 and 2013 (amounts in thousands):

| | Year Ended December 31, | | Change | % Change | |
|---|-------------------------|-----------|-----------|----------|----|
| | 2014 | 2013 | | | |
| Ancillary revenues, net | \$5,217 | \$1,151 | \$4,066 | 353.3 | % |
| Interest income | \$14,462 | \$13,073 | \$1,389 | 10.6 | % |
| Brokerage commissions and other revenues | \$1,036 | \$549 | \$487 | 88.7 | % |
| Real property general and administrative | \$31,769 | \$25,941 | \$5,828 | 22.5 | % |
| Home sales and rentals general and administrative | \$10,853 | \$9,913 | \$940 | 9.5 | % |
| Transaction costs | \$18,259 | \$3,928 | \$14,331 | 364.8 | % |
| Depreciation and amortization | \$133,726 | \$110,078 | \$23,648 | 21.5 | % |
| Asset impairment charge | \$837 | \$— | \$837 | N/A | |
| Interest expense | \$76,981 | \$76,577 | \$404 | 0.5 | % |
| Gain on disposition of properties, net | \$17,654 | \$— | \$17,654 | N/A | |
| Gain on settlement | \$4,452 | \$— | \$4,452 | N/A | |
| Distributions from affiliates | \$1,200 | \$2,250 | \$(1,050) | (46.7) |)% |

Ancillary revenues, net increased \$4.1 million primarily related to increased vacation rental income of \$3.2 million and increased merchandise income. The increased merchandise income was primarily a result of our acquisition of six RV communities during 2014 and a full year of activity for the 14 RV communities acquired in 2013.

Interest income increased \$1.4 million primarily due to an increase in interest income from collateralized receivables of \$1.2 million.

Real property general and administrative expenses increased \$5.8 million primarily due to increased salaries, wages and bonus expense of \$2.3 million as a result of our acquisition and increased headcount year over year, increased deferred compensation of \$1.7 million due to awards of restricted stock to our executives and key employees, increased legal expense of \$0.7 million and increased other expenses of \$1.2 million primarily related to increased consulting fees, director fees, corporate office rent and software support and maintenance fees.

Transaction costs increased primarily due to due diligence and other transaction costs related to the ALL acquisition (see Note 2 of our Consolidated Financial Statements).

Depreciation and amortization expenses increased as a result of additional depreciation and amortization of \$16.2 million primarily related to our newly acquired properties (See Note 2 of our Consolidated Financial Statements), \$5.7 million related to depreciation on investment property for use in our rental program, \$2.3 million related to depreciation on investment property for our vacation rental property, and \$1.7 million related to the amortization of in place leases and promotions, partially offset by \$2.6 million related to the write off of the remaining net book value for assets replaced during the year.

Asset impairment charge of \$0.8 million is a result of an impairment loss recorded on a long-lived asset for our MH and RV community in La Feria, Texas during 2014. We did not recognize any impairment losses in 2013.

Gain on disposition of properties, net of \$17.7 million is a result of the sale of 10 MH properties during the year ended December 31, 2014 (see Note 2 of our Consolidated Financial Statements). We did not dispose of any properties in

2013.

Gain on settlement of \$4.5 million is the result of a settlement reached with the selling entities of 10 RV communities that we acquired in February 2013. The settlement was related to various warranties, representations and indemnities included in the agreements under which we acquired the RV communities, including a covenant made by the sellers related to the 2012 revenue of the acquired properties. No such gain was recorded in 2013.

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Distributions from affiliate decreased \$1.1 million. We suspended equity accounting in 2010 on our affiliate, Origen, as our investment balance is zero. The income recorded in 2014 is distribution income. The amount of the distribution is determined by Origen on a quarterly basis. See Note 7 of our Consolidated Financial Statements.

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The following table is a summary of our consolidated financial results which are discussed in more detail in the following paragraphs (in thousands):

| | Year Ended December 31, | | |
|--|-------------------------|------------|------------|
| | 2015 | 2014 | 2013 |
| Real Property NOI | \$335,567 | \$232,478 | \$203,176 |
| Rental Program NOI | 83,232 | 70,232 | 58,481 |
| Home Sales NOI/Gross profit | 20,787 | 13,398 | 14,555 |
| Ancillary NOI/Gross profit | 7,013 | 5,217 | 1,151 |
| Site rent from Rental Program (included in Real Property NOI) ⁽¹⁾ | (61,952) |) (54,289 |) (46,416 |
| NOI/Gross profit | 384,647 | 267,036 | 230,947 |
| Adjustments to arrive at net income: | | | |
| Other revenues | 18,157 | 15,498 | 13,622 |
| General and administrative | (54,931) |) (42,622 |) (35,854 |
| Transaction costs | (17,803) |) (18,259 |) (3,928 |
| Depreciation and amortization | (177,637) |) (133,726 |) (110,078 |
| Asset impairment charge | — | (837 |) — |
| Extinguishment of debt | (2,800) |) — | — |
| Interest expense | (110,878) |) (76,981 |) (76,577 |
| Gain on disposition of properties, net | 125,376 | 17,654 | — |
| Gain on settlement | — | 4,452 | — |
| Provision for state income taxes | (158) |) (219 |) (234 |
| Income tax expense - reduction of deferred tax asset | (1,000) |) — | — |
| Distributions from affiliate | 7,500 | 1,200 | 2,250 |
| Net income | 170,473 | 33,196 | 20,148 |
| Less: Preferred return to Series A-1 preferred OP units | 2,431 | 2,654 | 2,598 |
| Less: Preferred return to Series A-3 preferred OP units | 181 | 181 | 166 |
| Less: Preferred return to Series A-4 preferred OP units | 1,340 | 100 | — |
| Less: Preferred return to Series C preferred OP units | 1,021 | — | — |
| Less: Amounts attributable to noncontrolling interests | 10,054 | 1,752 | 718 |
| Net income attributable to Sun Communities, Inc. | 155,446 | 28,509 | 16,666 |
| Less: Preferred stock distributions | 13,793 | 6,133 | 6,056 |
| Less: Preferred stock redemption costs | 4,328 | — | — |
| Net income attributable to Sun Communities, Inc. common stockholders | \$137,325 | \$22,376 | \$10,610 |

⁽¹⁾ The renter's monthly payment includes the site rent and an amount attributable to the leasing of the home. The site rent is reflected in the Real Property Operations segment. For purposes of management analysis, the site rent is included in the Rental Program revenue to evaluate the incremental revenue gains associated with implementation of the Rental Program, and to assess the overall growth and performance of Rental Program and financial impact on our operations.

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FUNDS FROM OPERATIONS

We provide information regarding FFO as a supplemental measure of financial and operating performance. FFO is defined by NAREIT as net income (loss) (computed in accordance with GAAP), excluding extraordinary items (as defined under GAAP), and gain (loss) on sales of depreciable operating property, plus real estate related depreciation and amortization (excluding amortization of financing costs), and after adjustments for unconsolidated partnerships and joint ventures. Due to the variety among owners of identical assets in similar condition (based on historical cost accounting and useful life estimates), we believe excluding gains and losses related to sales of previously depreciated operating real estate assets, excluding impairment charges and excluding real estate asset depreciation and amortization, provides a better indicator of our operating performance. FFO is a useful supplemental measure of our operating performance because it reflects the impact to operations from trends in occupancy rates, rental rates, and operating costs, providing perspective not readily apparent from net income (loss). Management believes that the use of FFO has been beneficial in improving the understanding of operating results of REITs among the investing public and making comparisons of REIT operating results more meaningful. Management, the investment community, and banking institutions routinely use FFO, together with other measures, to measure operating performance in our industry. Further, management uses FFO for planning and forecasting future periods.

Because FFO excludes significant economic components of net income (loss) including depreciation and amortization, FFO should be used as an adjunct to net income (loss) and not as an alternative to net income (loss). The principal limitation of FFO is that it does not represent cash flow from operations as defined by GAAP and is a supplemental measure of performance that does not replace net income (loss) as a measure of performance or net cash provided by operating activities as a measure of liquidity. In addition, FFO is not intended as a measure of a REIT's ability to meet debt principal repayments and other cash requirements, nor as a measure of working capital. FFO only provides investors with an additional performance measure. FFO is compiled in accordance with its interpretation of standards established by NAREIT, which may not be comparable to FFO reported by other REITs that do not define the term in accordance with the current NAREIT definition or that interpret the current NAREIT definition differently.

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The following table reconciles net income to FFO data for diluted purposes for the years ended December 31, 2015, 2014 and 2013 (in thousands):

| | Year Ended December 31, | | |
|---|-------------------------|-----------|-----------|
| | 2015 | 2014 | 2013 |
| Net income attributable to Sun Communities, Inc. common stockholders | \$137,325 | \$22,376 | \$10,610 |
| Adjustments: | | | |
| Preferred return to Series A-1 preferred OP units | 2,431 | — | 2,598 |
| Preferred return to Series A-3 preferred OP units | 181 | 181 | 166 |
| Amounts attributable to noncontrolling interests | 9,644 | 1,086 | 718 |
| Preferred distribution to Series A-4 Preferred Stock | — | 76 | — |
| Preferred return to Series A-4 preferred OP units | — | 100 | — |
| Depreciation and amortization | 178,048 | 134,252 | 111,083 |
| Asset impairment charge | — | 837 | — |
| Gain on disposition of properties, net | (125,376) | (17,654) | — |
| Gain on disposition of assets | (10,125) | (6,705) | (7,592) |
| FFO attributable to Sun Communities, Inc. common stockholders and dilutive convertible securities ⁽¹⁾ | \$192,128 | \$134,549 | \$117,583 |
| Adjustments: | | | |
| Transaction costs | 17,803 | 18,259 | 3,928 |
| Distribution from affiliate | (7,500) | — | — |
| Gain on settlement | — | (4,452) | — |
| Preferred stock redemption costs | 4,328 | — | — |
| Extinguishment of debt | 2,800 | — | — |
| Income tax expense - reduction of deferred tax asset | 1,000 | — | — |
| FFO attributable to Sun Communities, Inc. common stockholders and dilutive convertible securities excluding certain items ⁽¹⁾ | \$210,559 | \$148,356 | \$121,511 |
| Weighted average common shares outstanding: | 53,686 | 41,337 | 34,228 |
| Add: | | | |
| Common stock issuable upon conversion of stock options | 16 | 16 | 15 |
| Restricted stock | 411 | 237 | 167 |
| Series A-4 Preferred Stock | — | 215 | — |
| Common OP units | 2,803 | 2,114 | 2,069 |
| Common stock issuable upon conversion of Series A-4 preferred OP units | — | 28 | — |
| Common stock issuable upon conversion of Series A-3 preferred OP units | 75 | 75 | 67 |
| Common stock issuable upon conversion of Series A-1 preferred OP units | 988 | — | 1,111 |
| Weighted average common shares outstanding - fully diluted | 57,979 | 44,022 | 37,657 |
| FFO attributable to Sun Communities, Inc. common stockholders and dilutive convertible securities per Share - fully diluted | \$3.31 | \$3.06 | \$3.12 |
| FFO attributable to Sun Communities, Inc. common stockholders and dilutive convertible securities per Share excluding certain items - fully diluted | \$3.63 | \$3.37 | \$3.22 |

(1) The effect of certain anti-dilutive convertible securities is excluded from these items.

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LIQUIDITY AND CAPITAL RESOURCES

Our principal liquidity demands have historically been, and are expected to continue to be, distributions to our stockholders and the unit holders of the Operating Partnership, capital improvement of properties, the purchase of new and pre-owned homes, property acquisitions, development and expansion of properties, and debt repayment.

Subject to market conditions, we intend to continue to look for opportunities to expand our development pipeline and acquire existing communities. We also intend to continue to strengthen our capital and liquidity positions by continuing to focus on our core fundamentals, which are generating positive cash flows from operations, maintaining appropriate debt levels and leverage ratios, and controlling overhead costs. We intend to meet our liquidity requirements through available cash balances, cash flows generated from operations, draws on our credit facility, and the use of debt and equity offerings under our shelf registration statement.

We acquired 38 communities in 2015, 34 MH communities and 4 RV communities. See Note 2 in our Consolidated Financial Statements for details on the acquisitions, and Note 8 in our Consolidated Financial Statements for related debt transactions.

We will continue to evaluate acquisition opportunities that meet our criteria for acquisition. Should additional investment opportunities arise in 2016, we intend to finance the acquisitions through available cash, secured financings, draws on our credit facilities, the assumption of existing debt on the properties, and the issuance of certain equity securities.

During the year ended December 31, 2015, we invested \$40.9 million in the acquisition of homes intended for the Rental Program net of proceeds from third-party financing from homes sales. Expenditures for 2016 will depend upon the condition of the markets for repossessions and new home sales, as well as rental homes. We have the ability to finance new home purchases with a \$12.0 million manufactured home floor plan facility. Our ability to purchase homes for sale or rent may be limited by cash received from third party financing of our home sales, available manufactured home floor plan financing, and working capital available on our lines of credit.

Our cash flow activities are summarized as follows (in thousands):

| | Year Ended December 31, | | |
|---|-------------------------|-------------|-------------|
| | 2015 | 2014 | 2013 |
| Net Cash Provided by Operating Activities | \$182,263 | \$133,320 | \$114,683 |
| Net Cash Used in Investing Activities | \$(413,184) | \$(550,705) | \$(352,412) |
| Net Cash Provided by Financing Activities | \$192,548 | \$496,091 | \$212,974 |

Cash and cash equivalents decreased by \$38.4 million from \$83.5 million as of December 31, 2014, to \$45.1 million as of December 31, 2015.

Operating Activities

Net cash provided by operating activities increased by \$49.0 million from \$133.3 million for the year ended December 31, 2014 to \$182.3 million for the year ended December 31, 2015.

Our net cash provided by operating activities may be adversely impacted by, among other things: (a) the market and economic conditions in our current markets generally, and specifically in metropolitan areas of our current markets; (b) lower occupancy and rental rates of our properties; (c) increased operating costs, such as wage and benefit costs, insurance premiums, real estate taxes and utilities, that cannot be passed on to our tenants; (d) decreased sales of

manufactured homes; and (e) current volatility in economic conditions and the financial markets. See Part I, Item 1A, “Risk Factors” in this Annual Report on Form 10-K.

Investing Activities

Net cash used for investing activities was \$413.2 million for the year ended December 31, 2015, compared to \$550.7 million for the year ended December 31, 2014. The decrease is primarily related to decreased cash invested in acquisitions during 2015 as compared to 2014, as well as a decrease in payments for deposits for acquisitions. Additionally, we generated increased proceeds

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related to the disposition of 17 MH communities and 3 MH and RV combined communities (see Note 2 in our Consolidated Financial Statements). These items are partially offset by our increase in cash used for investments in properties.

Financing Activities

Net cash provided by financing activities was \$192.5 million for the year ended December 31, 2015, compared to \$496.1 million for the year ended December 31, 2014. The decrease is primarily related to a single equity offering in 2015 compared with two larger equity offerings in 2014. We also used cash for the redemption of the Series A-4 preferred stock in 2015 with no redemption occurring in 2014. Lastly, more cash was used in 2015 for distributions to stockholders, OP unit holders and preferred OP unit holders than in the prior year.

We continually evaluate our debt maturities, and, based on management's current assessment, believe we have viable financing and refinancing alternatives that will not materially adversely impact our expected financial results. We pursue borrowing opportunities with a variety of different lending institutions and are assessing our debt maturities and financing needs in 2016 and beyond to try to best position the Company if current credit market conditions change.

Financial Flexibility

In August 2015 we amended and restated our senior revolving credit facility with Citibank, N.A. and certain other lenders in the amount of \$450.0 million, comprised of a \$392.0 million revolving loan and \$58.0 million term loan (the "Facility"). The Facility has a four year term ending August 19, 2019, which can be extended for two additional six-month periods at our option, subject to the satisfaction of certain conditions as defined in the credit agreement. The credit agreement also provides for, subject to the satisfaction of certain conditions, additional commitments in an amount not to exceed \$300.0 million. If additional borrowings are made pursuant to any such additional commitments, the aggregate borrowing limit under the Facility may be increased up to \$750.0 million. The Facility bears interest at a floating rate based on the Eurodollar rate plus a margin that is determined based on our leverage ratio calculated in accordance with the credit agreement, which can range from 1.40% to 2.25% for the revolving loan and 1.35% to 2.20% for the term loan. As of December 31, 2015, the margin on our leverage ratio was 1.45% and 1.40% on the revolving and term loans, respectively. We had no borrowings on the revolving loan and \$25.0 million on the term loan totaling \$25.0 million in borrowings as of December 31, 2015, with a weighted average interest rate of 1.62%. As of December 31, 2014, there was no amount outstanding under our previous credit facility.

The Facility provides us with the ability to issue letters of credit. Our issuance of letters of credit does not increase our borrowings outstanding under our line of credit, but it does reduce the borrowing amount available. At December 31, 2015, we had outstanding letters of credit to back standby letters of credit totaling approximately \$3.4 million.

Pursuant to the terms of the Facility, we are subject to various financial and other covenants. We are currently in compliance with these covenants. The most restrictive financial covenants for the Facility are as follows:

| Covenant | Requirement | As of 12/31/15 |
|-------------------------------------|-------------|----------------|
| Maximum Leverage Ratio | < 65.0% | 41.4% |
| Minimum Fixed Charge Coverage Ratio | > 1.40 | 2.32 |
| Minimum Tangible Net Worth | \$1,911,350 | \$2,477,436 |
| Maximum Dividend Payout Ratio | < 95.0% | 74.8% |

Market and Economic Conditions

U.S. rate environment, monetary policy change in China, Japan and the Eurozone, falling oil prices, and turmoil in emerging markets are factors that are influencing financial markets as we move into 2016. Questions still exist on whether the U.S. economy will sustain the growth indicators it has reported and whether or when the U.S. Federal Reserve will further increase interest rates during 2016 due to economic uncertainties, as well as how Japan and the Eurozone will recover amidst easing monetary policy. The possible negative effects on the world economy of the recent Chinese stock market decline and additional global turmoil keep economic outlooks tempered. While the U.S. economy looks poised for self-sustaining growth, the global economy is seeing modest improvement led by developed countries. Continued economic uncertainty, both nationally and internationally, causes increased volatility in investor confidence thereby creating similar volatility in the availability of both debt and equity capital. If such volatility is experienced in future periods, our industry, business and results of operations may be adversely impacted.

SUN COMMUNITIES, INC.

We anticipate meeting our long-term liquidity requirements, such as scheduled debt maturities, large property acquisitions, and Operating Partnership unit redemptions through the issuance of certain debt or equity securities and/or the collateralization of our properties. At December 31, 2015, we had 73 unencumbered properties with an estimated market value of \$963.4 million. 63 of these unencumbered properties support the borrowing base for our \$450.0 million line of credit. From time to time, we may also issue shares of our capital stock, issue equity units in our Operating Partnership, obtain debt financing, or sell selected assets. Our ability to finance our long-term liquidity requirements in such a manner will be affected by numerous economic factors affecting the manufactured housing community industry at the time, including the availability and cost of mortgage debt, our financial condition, the operating history of the properties, the state of the debt and equity markets, and the general national, regional, and local economic conditions. When it becomes necessary for us to approach the credit markets, the volatility in those markets could make borrowing more difficult to secure, more expensive, or effectively unavailable. See “Risk Factors” in Part I, Item 1A in this Annual Report on Form 10-K. If we are unable to obtain additional debt or equity financing on acceptable terms, our business, results of operations and financial condition would be adversely impacted.

Contractual Cash Obligations

Our primary long-term liquidity needs are principal payments on outstanding indebtedness. As of December 31, 2015, our outstanding contractual obligations, including interest expense, were as follows:

| | Total Due | Payments Due By Period (In thousands) | | | |
|---|-------------|--|-----------|-----------|---------------|
| | | <1 year | 1-3 years | 3-5 years | After 5 years |
| Contractual Cash Obligations ⁽¹⁾ | | | | | |
| Collateralized term loans - FNMA | \$759,017 | \$18,196 | \$100,756 | \$136,237 | \$503,828 |
| Collateralized term loans - FMCC | 197,418 | — | 6,769 | 7,387 | 183,262 |
| Collateralized term loans - Life Company | 498,680 | 11,378 | 22,810 | 33,944 | 430,548 |
| Collateralized term loans - CMBS | 636,874 | 108,560 | 87,470 | 17,510 | 423,334 |
| Preferred OP units - mandatorily redeemable | 45,903 | 11,240 | — | — | 34,663 |
| Lines of credit | 25,000 | — | — | 25,000 | — |
| Secured borrowing | 140,440 | 5,398 | 12,387 | 14,663 | 107,992 |
| Total principal payments | 2,303,332 | 154,772 | 230,192 | 234,741 | 1,683,627 |
| Interest expense ⁽²⁾ | 800,365 | 120,377 | 177,967 | 157,381 | 344,640 |
| Operating leases | 13,285 | 1,072 | 2,238 | 2,364 | 7,611 |
| Total contractual obligations | \$3,116,982 | \$276,221 | \$410,397 | \$394,486 | \$2,035,878 |

⁽¹⁾ Our contractual cash obligations exclude debt premiums/discounts.

⁽²⁾ Our contractual cash obligation related to interest expense is calculated based on the current debt levels, rates and maturities as of December 31, 2015 (excluding secured borrowings), and actual payments required in future periods may be different than the amounts included above.

As of December 31, 2015, our net debt to enterprise value approximated 34.0% (assuming conversion of all common OP units, Series A-1 preferred OP units, Series A-3 preferred OP units, Series A-4 preferred OP units, and Series C preferred OP units to shares of common stock). Our debt has a weighted average maturity of approximately 8.4 years and a weighted average interest rate of 5.0%.

Capital expenditures for the years ended December 31, 2015 and 2014 included recurring capital expenditures of \$20.3 million and \$10.2 million, respectively. We are committed to the continued upkeep of our properties and therefore do not expect a decline in our recurring capital expenditures during 2016.

SUN COMMUNITIES, INC.

CRITICAL ACCOUNTING POLICIES AND ESTIMATES

Management's Discussion and Analysis of Financial Condition and Results of Operations discuss our Consolidated Financial Statements, which have been prepared in accordance with GAAP. The preparation of these financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the dates of the financial statements and the reported amounts of revenues and expenses during the reporting periods. In preparing these financial statements, management has made its best estimate and judgment of certain amounts included in the financial statements. Nevertheless, actual results may differ from these estimates under different assumptions or conditions. Management believes the following critical accounting policies, among others, affect its more significant judgments and estimates used in the preparation of our Consolidated Financial Statements:

Investment Property

Investment property is recorded at cost, less accumulated depreciation. We review the carrying value of long-lived assets to be held and used for impairment quarterly or whenever events or changes in circumstances indicate a possible impairment. Our primary indicator for potential impairment is based on NOI trends period over period. Circumstances that may prompt a test of recoverability may also include a significant decrease in the anticipated market price, an adverse change to the extent or manner in which an asset may be used or in its physical condition or other such events that may significantly change the value of the long-lived asset. An impairment loss is recognized when a long-lived asset's carrying value is not recoverable and exceeds estimated fair value. We estimate the fair value of our long-lived assets based on discounted future cash flows and any potential disposition proceeds for a given asset. Forecasting cash flows requires management to make estimates and assumptions about such variables as the estimated holding period, rental rates, occupancy, development, and operating expenses during the holding period, as well as disposition proceeds. Management uses its best judgment when developing these estimates and assumptions, but the development of the projected future cash flows is based on subjective variables. Future events could occur which would cause us to conclude that impairment indicators exist, and significant adverse changes in national, regional, or local market conditions or trends may cause us to change the estimates and assumptions used in our impairment analysis. The results of an impairment analysis could be material to our financial statements.

We periodically receive offers from interested parties to purchase certain of our properties. These offers may be the result of an active program initiated by us to sell the property, or from an unsolicited offer to purchase the property. The typical sale process involves a significant negotiation and due diligence period between us and the potential purchaser. As the intent of this process is to determine if there are items that would cause the purchaser to be unwilling to purchase or we would be unwilling to sell, it is not unusual for such potential offers of sale/purchase to be withdrawn as such issues arise. We classify assets as "held for sale" when it is probable, in our opinion, that a sale transaction will be completed within one year. This typically occurs when all significant contingencies surrounding the closing have been resolved, which often corresponds with the closing date.

We allocate the purchase price of properties to net tangible and identified intangible assets acquired based on their fair values. In making estimates of fair values for purposes of allocating purchase price, we utilize an independent third-party to value the net tangible and identified intangible assets in connection with the acquisition of the respective property. We provide historical and pro forma financial information obtained about each property, as well as any other information needed in order for the third-party to ascertain the fair value of the tangible and intangible assets (including in-place leases) acquired.

Capitalized Costs

We capitalize certain costs incurred in connection with the development, redevelopment, capital enhancement and leasing of our properties. Management is required to use professional judgment in determining whether such costs meet the criteria for immediate expense or capitalization. The amounts are dependent on the volume and timing of such activities and the costs associated with such activities. Maintenance, repairs and minor improvements to properties are expensed when incurred. Renovations and improvements to properties are capitalized and depreciated over their estimated useful lives and construction costs related to the development of new community or expansion sites are capitalized until the property is substantially complete. Costs incurred to initially renovate pre-owned and repossessed homes that we acquire for our Rental Program are capitalized and costs incurred to refurbish the homes at turnover and repair the homes while occupied are expensed. Certain expenditures to dealers and residents related to obtaining lessees in our communities are capitalized and amortized over a seven year period based on the anticipated term of occupancy of a resident. Costs associated with implementing our computer systems are capitalized and amortized over the estimated useful lives of the related software and hardware. Costs incurred to obtain new financing are capitalized and amortized over the terms of the related loan agreement using the straight-line method (which approximates the effective interest method).

SUN COMMUNITIES, INC.

Notes and Other Receivables

We make financing available to purchasers of manufactured homes generally located in our communities. The notes are collateralized by the underlying manufactured home sold. Notes receivable include both installment loans purchased by the Company as well as transferred loans that have not met the requirements for sale accounting which are presented herein as collateralized receivables. For purposes of accounting policy, all notes receivable are considered one homogeneous segment, as the notes are typically underwritten using the same requirements and terms. Notes receivable are reported at their outstanding unpaid principal balance adjusted for an allowance for loan loss. Interest income is accrued based upon the unpaid principal balance of the loans.

Past due status of our notes receivable is determined based upon the contractual terms of the note. When a note receivable becomes 60 days delinquent, we stop accruing interest on the note receivable. The interest on nonaccrual loans is accounted for on the cash basis until qualifying for return to accrual. Loans are returned to accrual when all principal and interest amounts contractually due are brought current and future payments are reasonably assured. Loans on a nonaccrual status were immaterial at December 31, 2015 and 2014. The ability to collect our notes receivable is measured based on current and historical information and events. We consider numerous factors including: length of delinquency, estimated costs to lease or sell, and repossession history. Our experience supports a high recovery rate for notes receivable; however there is some degree of uncertainty about the recoverability of our investment in these notes receivable. We are generally able to recover our recorded investment in uncollectible notes receivable by repossessing the homes on the notes retained by us and repurchasing the homes on the collateralized receivables, and subsequently selling or leasing these homes to potential residents in our communities. We have established a loan loss reserve based on our estimated unrecoverable costs associated with repossessed/repurchased homes. We estimate our unrecoverable costs to be the repurchase price of the home collateralizing the note receivable plus repair and remarketing costs in excess of the estimated selling price of the home being repossessed. A historical average of this excess cost is calculated based on prior repossessions/repurchases and is applied to our estimated annual future repossessions to create the allowance for both installment and collateralized notes receivable.

We evaluate the collectability of a loan based on our ability to collect the scheduled payments of principal and interest when due according to the contractual terms of the loan agreement. We generally see that if the obligor is delinquent on the loan they are also delinquent on site rent. If the scheduled payment is delinquent more than five to seven days, dependent on state law, we begin the repossession and eviction process simultaneously. This process generally takes 30 to 45 days; due to the short time frame from delinquent loan to repossession we do not evaluate the note receivables for impairments. No loans were considered impaired as of December 31, 2015 and 2014.

We evaluate the credit quality of our notes receivable at the inception of the receivable. We consider the following factors in order to determine the credit quality of the applicant - rental payment history; home debt to income ratio; loan value to the collateralized asset; total debt to income ratio; length of employment; previous landlord references; and FICO scores.

Other receivables are generally comprised of amounts due from residents for rent and related charges, home sale proceeds receivable from sales near year end and various other miscellaneous receivables. Accounts receivable from residents are typically due within 30 days and stated at amounts due from residents net of an allowance for doubtful accounts. Accounts outstanding longer than the contractual payment terms are considered past due. We evaluate the recoverability of our receivables whenever events occur or there are changes in circumstances such that management believes it is probable that it will be unable to collect all amounts due according to the contractual terms of the loan and lease agreements. Receivables related to community rents are reserved when we believe that collection is less than probable, which is generally after a resident balance reaches 60 to 90 days past due.

Revenue Recognition

Rental income attributable to site and home leases is recorded on a straight-line basis when earned from tenants. Leases entered into by tenants are generally for one year terms but may range from month-to-month to two years and are renewable by mutual agreement from us and the resident, or in some cases, as provided by state statute. Revenue from the sale of manufactured homes is recognized upon transfer of title at the closing of the sales transaction. Interest income on notes receivable is recorded on a level yield basis over the life of the notes. We report certain taxes collected from the resident and remitted to taxing authorities in revenue.

Refer to Note 1 to our Consolidated Financial Statements for additional information on certain critical accounting policies and estimate.

Impact of New Accounting Standards

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SUN COMMUNITIES, INC.

See Note 17 to our Consolidated Financial Statements, "Recent Accounting Pronouncements" within this Annual Report on Form 10-K.

Off-Balance Sheet Arrangements

The Company does not have any off-balance sheet arrangements with any unconsolidated entities that it believes have or are reasonably likely to have a material effect on its financial condition, results of operations, liquidity, or capital resources.

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SUN COMMUNITIES, INC.

ITEM 7A. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Our principal market risk exposure is interest rate risk. We mitigate this risk by maintaining prudent amounts of leverage, minimizing capital costs, and interest expense while continuously evaluating all available debt and equity resources and following established risk management policies and procedures, which include the periodic use of derivatives. Our primary strategy in entering into derivative contracts is to minimize the variability that interest rate changes could have on our future cash flows. We generally employ derivative instruments that effectively convert a portion of our variable rate debt to fixed rate debt. We do not enter into derivative instruments for speculative purposes.

We have two derivative contracts consisting of two interest rate cap agreements with a total notional amount of \$160.1 million as of December 31, 2015. The first interest rate cap agreement has a cap rate of 9.00%, a notional amount of \$150.1 million, and a termination date of April 2018. The second interest rate cap agreement has a cap rate of 11.02%, a notional amount of \$10.0 million and a termination date of October 2016.

Our remaining variable rate debt totals \$183.3 million and \$166.4 million as of December 31, 2015 and 2014, respectively, which bear interest at Prime or various LIBOR rates. If Prime or LIBOR increased or decreased by 1.0% during the year ended December 31, 2015 and 2014, we believe our interest expense would have increased or decreased by approximately \$2.2 million and \$2.8 million based on the \$223.2 million and \$279.1 million average balances outstanding under our variable rate debt facilities for the years ended December 31, 2015 and 2014, respectively.

SUN COMMUNITIES, INC.

ITEM 8. FINANCIAL STATEMENTS AND SUPPLEMENTARY DATA

Financial statements and supplementary data are filed herewith under Item 15.

ITEM 9. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE

None.

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SUN COMMUNITIES, INC.

ITEM 9A. CONTROLS AND PROCEDURES

Evaluation of Disclosure Controls and Procedures

Our management is responsible for establishing and maintaining disclosure controls and procedures as defined in the rules promulgated under the Exchange Act. Under the supervision and with the participation of our management, including our Chief Executive Officer, Gary A. Shiffman, and Chief Financial Officer, Karen J. Dearing, we evaluated the effectiveness of the design and operation of our disclosure controls and procedures as of December 31, 2015. Based upon that evaluation, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures were effective as of December 31, 2015, to ensure that information we are required to disclose in our filings with the SEC under the Exchange Act is recorded, processed, summarized and reported, within the time periods specified in the SEC's rules and forms, and to ensure that information we are required to disclose in the reports that we file under the Exchange Act is accumulated and communicated to our management, including its principal executive officer and principal financial officer, as appropriate to allow timely decisions regarding required disclosure.

Design and Evaluation of Internal Control Over Financial Reporting

Pursuant to Section 404 of the Sarbanes-Oxley Act of 2002, we have included a report of management's assessment of the design and effectiveness of our internal controls as part of this Annual Report on Form 10-K for the fiscal year ended December 31, 2015. Our independent registered public accounting firm also attested to, and reported on, the effectiveness of internal control over financial reporting. Management's report and the independent registered public accounting firm's attestation report are included in our 2015 financial statements under the captions entitled "Management's Report on Internal Control Over Financial Reporting" and "Report of Independent Registered Public Accounting Firm".

Changes in Internal Control Over Financial Reporting

There have been no changes in our internal control over financial reporting during the period ended December 31, 2015 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

SUN COMMUNITIES, INC.

ITEM 9B. OTHER INFORMATION

None.

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SUN COMMUNITIES, INC.

PART III

ITEM 10. DIRECTORS, EXECUTIVE OFFICERS AND CORPORATE GOVERNANCE

Pursuant to instruction 3 to paragraph (b) of Item 401 of Regulation S-K, certain information regarding our executive officers is contained in Part I of this Form 10-K. Unless provided in an amendment to this Annual Report on Form 10-K, the other information required by this Item is incorporated herein by reference to the applicable information in the proxy statement for our 2016 annual meeting, including the information set forth under the captions "Board of Directors and Corporate Governance - Incumbent Directors and Nominees," "Management and Executive Compensation - Executive Officers," "Section 16(a) Beneficial Ownership Reporting Compliance," "Board of Directors and Corporate Governance - Board of Directors and Committees" and "Board of Directors and Corporate Governance - Consideration of Director Nominees."

ITEM 11. EXECUTIVE COMPENSATION

Unless provided in an amendment to this Annual Report on Form 10-K, the information required by this Item is incorporated by reference to the applicable information in the proxy statement for our 2016 annual meeting, including the information set forth under the captions "Management and Executive Compensation," "Board of Directors and Corporate Governance - Director Compensation Table," "Compensation Committee Interlocks and Insider Participation" and "Compensation Committee Report." The information in the section of an amending to this Annual Report on Form 10-K or the proxy statement for our 2015 annual meeting captioned "Compensation Committee Report" is incorporated by reference herein but shall be deemed furnished, not filed, and shall not be deemed to be incorporated by reference into any filing we make under the Securities Act of 1933 or the Securities Exchange Act of 1934.

ITEM 12. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT AND RELATED STOCKHOLDER MATTERS

Unless provided in an amendment to this Annual Report on Form 10-K, the information required by this Item is incorporated by reference to the applicable information in the proxy statement for our 2016 annual meeting, including the information set forth under the captions "Security Ownership of Certain Beneficial Owners and Management" and "Securities Authorized for Issuance under Equity Compensation Plans."

ITEM 13. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS, AND DIRECTOR INDEPENDENCE

Unless provided in an amendment to this Annual Report on Form 10-K, the information required by this Item is incorporated by reference to the proxy statement for our 2016 annual meeting, including the information set forth under the captions "Certain Relationships and Related Transactions and Director Independence," "Board of Directors and Corporate Governance - Board of Directors and Committees" and "Board of Directors and Corporate Governance - Board Leadership Structure and Independence of Non-Employee Directors."

ITEM 14. PRINCIPAL ACCOUNTANT FEES AND SERVICES

Unless provided in an amendment to this Annual Report on Form 10-K, the information required by this Item is incorporated by reference to the proxy statement for our 2016 annual meeting, including the information set forth under the caption "Ratification of Selection of Grant Thornton LLP."

PART IV

ITEM 15. EXHIBITS AND FINANCIAL STATEMENT SCHEDULES

The following documents are filed herewith as part of this Form 10-K:

1. Financial Statements.

A list of the financial statements required to be filed as a part of this Form 10 K is shown in the “Index to the Consolidated Financial Statements and Financial Statement Schedules” filed herewith.

2. Financial Schedules

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SUN COMMUNITIES, INC.

A list of the financial statement schedules required to be filed as a part of this Form 10-K is shown in the “Index to the Consolidated Financial Statements and Financial Statement Schedules” filed herewith.

3. Exhibits.

A list of the exhibits required by Item 601 of Regulation S-K to be filed as a part of this Form 10-K is shown on the “Exhibit Index” filed herewith.

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SUN COMMUNITIES, INC.

SIGNATURES

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

| | |
|-------------------|---|
| February 23, 2016 | SUN COMMUNITIES, INC. (Registrant) By /s/ Gary A. Shiffman Gary A. Shiffman Chief Executive Officer |
|-------------------|---|

Pursuant to the requirements of the Securities Exchange Act of 1934, this Annual Report on Form 10-K has been signed by the following persons on behalf of the registrant and in the capacities and on the dates indicated.

| Name | Capacity | Date |
|--|--|-------------------|
| /s/ Gary A. Shiffman Gary A. Shiffman | Chief Executive Officer and Chairman of the Board of Directors (Principal Executive Officer) | February 23, 2016 |
| /s/ Karen J. Dearing Karen J. Dearing | Executive Vice President, Chief Financial Officer, Treasurer, Secretary (Principal Financial Officer and Principal Accounting Officer) | February 23, 2016 |
| /s/ Stephanie W. Bergeron Stephanie W. Bergeron | Director | February 23, 2016 |
| /s/ James R. Goldman James R. Goldman | Director | February 23, 2016 |
| /s/ Brian M. Hermelin Brian M. Hermelin | Director | February 23, 2016 |
| /s/ Ronald A. Klein Ronald A. Klein | Director | February 23, 2016 |
| /s/ Paul D. Lapidés Paul D. Lapidés | Director | February 23, 2016 |
| /s/ Clunet R. Lewis Clunet R. Lewis | Director | February 23, 2016 |
| /s/ Ronald L. Piasecki Ronald L. Piasecki | Director | February 23, 2016 |
| /s/ Randall K. Rowe Randall K. Rowe | Director | February 23, 2016 |
| /s/ Arthur A. Weiss Arthur A. Weiss | Director | February 23, 2016 |

SUN COMMUNITIES, INC.

EXHIBIT INDEX

| Exhibit Number | Description | Method of Filing |
|----------------|---|---|
| 2.1 | Omnibus Agreement, dated July 30, 2014, by and among Green Courte Real Estate Partners, LLC, GCP REIT II, GCP REIT III, American Land Lease, Inc., Asset Investors Operating Partnership, L.P., Sun Communities, Inc., Sun Communities Operating Limited Partnership and Sun Home Services, Inc.* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed August 5, 2014 |
| 2.2 | Contribution Agreement, dated July 30, 2014, by and between Green Courte Real Estate Partners, LLC and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed August 5, 2014 |
| 2.3 | Contribution Agreement, dated July 30, 2014, by and between Green Courte Real Estate Partners, LLC and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed August 5, 2014 |
| 2.4 | Contribution Agreement, dated July 30, 2014, by and between Green Courte Real Estate Partners, LLC and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed August 5, 2014 |
| 2.5 | Contribution Agreement, dated July 30, 2014, by and between Green Courte Real Estate Partners, LLC and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed August 5, 2014 |
| 2.6 | Membership Interest Purchase Agreement, dated July 30, 2014, between Asset Investors Operating Partnership, L.P. and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed August 5, 2014 |
| 2.7 | Membership Interest Purchase Agreement, dated July 30, 2014, between GCP REIT III and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed August 5, 2014 |
| 2.8 | Merger Agreement, dated July 30, 2014, by and between Sun Communities, Inc., Sun Maryland, Inc. and GCP REIT II* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed August 5, 2014 |
| 2.9 | Merger Agreement, dated July 30, 2014, by and between Sun Communities, Inc., Sun Maryland, Inc. and GCP REIT III* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed August 5, 2014 |
| 2.10 | Subscription Agreement, dated July 30, 2014, by and among Green Courte Real Estate Partners III, LLC, Sun Communities, Inc. and Sun Communities Operating Limited Partnership | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed August 5, 2014 |
| 2.11 | Contribution Agreement (Deerwood I) dated December 4, 2014, by and among Deerwood I Sponsor, LLC, Deerwood I Holding, LLC, Deerwood I Park, LLC and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed December 10, 2014 |
| 2.12 | | |

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| | Contribution Agreement (Deerwood II) dated December 4, 2014, by and among Deerwood II Sponsor, LLC, Deerwood II Holding, LLC, Deerwood II Park, LLC and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed December 10, 2014 |
| 2.13 | Contribution Agreement (Hamptons) dated December 4, 2014, by and among Hamptons Sponsor, LLC, Hamptons Holding, LLC, Hamptons Park, LLC and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed December 10, 2014 |
| 2.14 | Contribution Agreement (Palm Key Village) dated December 4, 2014, by and among Palm Key Village Sponsor, LLC, Palm Key Village Holding, LLC, Palm Key Village Park, LLC and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed December 10, 2014 |
| 2.15 | Contribution Agreement dated December 4, 2014, by and among 481 Associates, Route 27 Associates, Ltd. and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed December 10, 2014 |
| 2.16 | Contribution Agreement (Southport Springs) dated December 4, 2014, by and among Southport Springs Sponsor, LLC, Southport Springs Holding, LLC, Southport Springs Park, LLC and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed December 10, 2014 |
| 2.17 | Contribution Agreement (Windmill Village) dated December 4, 2014, by and among Windmill Village Sponsor, LLC, Windmill Village Holding, LLC, Windmill Village Park, LLC and Sun Communities Operating Limited Partnership* | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed December 10, 2014 |
| 3.1 | Amended and Restated Articles of Incorporation of Sun Communities, Inc. | Incorporated by reference to Sun Communities, Inc.'s Registration Statement No. 33 69340 |
| 3.2 | Articles Supplementary of Board of Directors of Sun Communities, Inc. Designating a Series of Preferred Stock | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed October 15, 1999 |
| 3.3 | Articles Supplementary, dated October 16, 2006 | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed October 19, 2006 |
| 3.4 | Articles Supplementary of Board of Directors Classifying and Designating a Series of Preferred Stock as Junior Participating Preferred Stock and Fixing Distribution and Other Preferences and Rights of Such Series | Incorporated by reference to Sun Communities, Inc.'s Registration Statement on Form 8-A filed June 3, 2008 |
| 3.5 | Articles of Amendment dated June 13, 1997 | Incorporated by reference to Sun Communities, Inc.'s Registration Statement on Form 8-A filed November 19, 2012 |

SUN COMMUNITIES, INC.

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| 3.6 | Articles Supplementary designating 7.125% Series A Cumulative Redeemable Preferred Stock dated November 9, 2012 | Incorporated by reference to Sun Communities, Inc.'s Registration Statement on Form 8-A filed November 19, 2012 |
| 3.7 | Articles Supplementary canceling and reclassifying 9.125% Series A Cumulative Redeemable Perpetual Preferred Stock dated November 9, 2012 | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed November 19, 2012 |
| 3.8 | Articles of Amendment dated July 24, 2013 | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed July 29, 2013 |
| 3.9 | Articles Supplementary designating 6.50% Series A-4 Cumulative Convertible Preferred Stock dated November 25, 2014 | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed December 2, 2014 |
| 3.10 | Articles of Amendment dated July 22, 2015 | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed July 22, 2015 |
| 3.11 | Second Amended and Restated Bylaws | Incorporated by reference to Sun Communities, Inc.'s Annual Report on Form 10-K for the year ended December 31, 2014 |
| 4.1 | Rights Agreement, dated as of June 2, 2008, between Sun Communities, Inc. and Computershare Trust Company, N.A., as Rights Agent | Incorporated by reference to Sun Communities, Inc.'s Registration Statement on Form 8-A filed June 3, 2008 |
| 4.2 | Sun Communities, Inc. 2015 Equity Incentive Plan# | Incorporated by reference to Sun Communities, Inc.'s Proxy Statement dated April 29, 2015 for the Annual meeting of Stockholders held July 20, 2015 |
| 4.3 | Form of certificate evidencing common stock | Incorporated by reference to Sun Communities, Inc.'s Registration Statement on Form 8-A filed November 9, 2012 |
| 4.4 | Form of certificate evidencing 7.125% Series A Cumulative Redeemable Preferred Stock | Incorporated by reference to Sun Communities, Inc.'s Registration Statement on Form 8-A filed November 9, 2012 |
| 4.5 | Registration Rights Agreement dated February 8, 2013 among Sun Communities, Inc., and the holders of Series A-3 Preferred Units that are parties thereto | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed February 12, 2013 |
| 4.6 | First Amendment to Rights Agreement, dated July 30, 2014, by and between Sun Communities, Inc. and Computershare Trust Company, N.A. | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K |

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|------|--|---|
| | | Filed August 5, 2014 |
| 4.7 | Registration Rights Agreement dated November 26, 2014, among Sun Communities, Inc. and the holders of Registrable Shares | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed December 2, 2014 |
| 4.8 | Form of certificate evidencing 6.50% Series A-4 Cumulative Convertible Preferred Stock | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed December 2, 2014 |
| 10.1 | Form of Stock Option Agreement between Sun Communities, Inc. and certain directors, officers and other individuals# | Incorporated by reference to Sun Communities, Inc.'s Registration Statement No. 33 69340 |
| 10.2 | Amended and Restated 1993 Non-Employee Director Stock Option Plan# | Incorporated by reference to Sun Communities, Inc.'s Registration Statement No. 33 80972 |
| 10.3 | Form of Non-Employee Director Stock Option Agreement between Sun Communities, Inc. and certain directors# | Incorporated by reference to Sun Communities, Inc.'s Registration Statement No. 33 80972 |
| 10.4 | Long Term Incentive Plan# | Incorporated by reference to Sun Communities, Inc.'s Annual Report on Form 10-K for the year ended December 31, 1997 |
| 10.5 | Second Amended and Restated 1993 Stock Option Plan# | Incorporated by reference to Sun Communities, Inc.'s Proxy Statement, filed April 28, 1999 |
| 10.6 | Lease, dated November 1, 2002, by and between the Operating Partnership as Tenant and American Center LLC as Landlord | Incorporated by reference to Sun Communities, Inc.'s Annual Report on Form 10-K for the year ended December 31, December 31, 2002, as amended |
| 10.7 | Form of Restricted Stock Award Agreement# | Incorporated by reference to Sun Communities, Inc.'s Annual Report on Form 10-K for the year ended December 31, 2004 |

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SUN COMMUNITIES, INC.

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| 10.8 | Restricted Stock Award Agreement between Sun Communities, Inc. and Karen J. Dearing, dated February 5, 2008# | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed February 7, 2008 |
| 10.9 | Employment Agreement dated May 19, 2015 among Sun Communities, Inc., Sun Communities Operating Limited Partnership and John B. McLaren# | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed May 20, 2015 |
| 10.10 | Employment Agreement July 16, 2015 among Sun Communities, Inc., Sun Communities Operating Limited Partnership and Karen J. Dearing# | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed July 17, 2015 |
| 10.11 | Third Lease Modification dated October 31, 2011 by and between the Operating Partnership as Tenant and American Center LLC as Landlord | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 10-K for the year ended December 31, 2011 |
| 10.12 | First Amended and Restated 2004 Non-Employee Director Option Plan# | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed July 25, 2012 |
| 10.13 | Amended and Restated Credit Agreement, dated August 19, 2015, among Sun Communities Operating Limited Partnership, as Borrower, Citibank, N.A., as Administrative Agent, Swing Line Lender and L/C Issuer, Citigroup Global markets, Inc. and Merrill Lynch, Pierce, Fenner & Smith Incorporated, and BMO Capital Markets, as Joint Lead Arrangers and Joint Book Running Managers, Bank of America, N.A. and Bank of Montreal, as Co-Syndication Agent, Fifth Third Bank, an Ohio Banking Corporation and Regions Bank, as Co-Documentation Agents | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed August 24, 2015 |
| 10.14 | At the Market Offering Sales Agreement, dated June 17, 2015, among Sun Communities, Inc., Sun Communities Operating Limited Partnership, BMO Capital Markets Corp., Merrill Lynch, Pierce, Fenner and Smith Incorporated and Citigroup Global Markets Inc. | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K file June 17, 2015 |
| 10.15 | Employment Agreement dated June 20, 2013 among Sun Communities, Inc., Sun Communities Operating Limited Partnership and Gary A. Shiffman# | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed June 24, 2013 |
| 10.16 | Third Amended and Restated Agreement of Limited Partnership of Sun Communities Operating Limited Partnership, dated June 19, 2014. | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed June 23, 2014 |
| 10.17 | First Amendment to Employment Agreement among Sun Communities, Inc., Sun Communities Operating Limited Partnership and Gary A. Shiffman dated July 15, 2014# | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed July 15, 2014 |
| 10.18 | First Amendment to Employment Agreement among Sun Communities, Inc., Sun Communities Operating Limited Partnership and John B. McLaren dated July 15, 2014# | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed July 15, 2014 |

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| | | |
|-------|--|---|
| 10.19 | First Amendment to Employment Agreement among Sun Communities, Inc., Sun Communities Operating Limited Partnership and Karen J. Dearing dated July 15, 2014# | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed July 15, 2014 |
| 10.20 | First Amendment to Restricted Stock Award Agreement between Sun Communities, Inc. and Gary A. Shiffman dated July 15, 2014# | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed July 15, 2014 |
| 10.21 | Amendment No. 2 dated November 26, 2014, to the Third Amended and Restated Agreement of Limited Partnership of Sun Communities Operating Limited Partnership | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed December 2, 2014 |
| 10.22 | Amendment No. 7, dated April 1, 2015, to the Third Amended and Restated Agreement of Limited Partnership of Sun Communities Operating Limited Partnership | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed April 2, 2015 |
| 10.23 | Amendment No. 8, dated April 22, 2015, to the Third Amended and Restated Agreement of Limited Partnership of Sun Communities Operating Limited Partnership | Incorporated by reference to Sun Communities, Inc.'s Quarterly Report on Form 10-Q for the quarter ended March 31, 2015 |
| 10.24 | Repurchase Agreement dated July 29, 2015, by and among Green Courte Real Estate Partners II, LLC, GCP Fund II REIT, LLC, GCP Fund II Ancillary Holdings, LLC and Sun Communities, Inc. | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed July 30, 2015 |
| 10.25 | Sun Communities, Inc. Executive Compensation "Clawback" Policy# | Incorporated by reference to Sun Communities, Inc.'s Current Report on Form 8-K filed July 15, 2014 |
| 21.1 | List of Subsidiaries of Sun Communities, Inc. | Filed herewith |
| 23.1 | Consent of Grant Thornton LLP | Filed herewith |
| 31.1 | Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 | Filed herewith |
| 31.2 | Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 | Filed herewith |
| 32.1 | Certification of Chief Executive Officer and Chief Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 | Furnished herewith |
| 101.1 | The following Sun Communities, Inc. financial information, formatted in XBRL (eXtensible Business Reporting Language): (i) Consolidated Balance Sheets as of December 31, 2014 and 2013, (ii) Consolidated Statements of Operations for the Years Ended December 31, 2014, 2013 and 2012, (iii) Consolidated Statements of Stockholders' Equity (Deficit) and Comprehensive Loss for the Years Ended December 31, 2014, 2013 and 2012, (v) Consolidated Statements of Cash Flows, for the Years Ended December 31, 2014, 2013 and 2012; (v) Notes to Consolidated Financial Statements, and (vi) Schedule III - Real Estate and Accumulated Depreciation | Filed herewith |

SUN COMMUNITIES, INC.

Certain schedules and exhibits have been omitted pursuant to Item 601(b)(2) of Regulation S-K because such
* schedules and exhibits do not contain information which is material to an investment decision or which is not
otherwise disclosed in the filed agreements. The Company will furnish the omitted schedules and exhibits to the
Securities and Exchange Commission upon request by the Commission.

#Management contract or compensatory plan or arrangement.

SUN COMMUNITIES, INC.

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FINANCIAL STATEMENT SCHEDULE

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SUN COMMUNITIES, INC.

Management's Report on Internal Control Over Financial Reporting

Management is responsible for establishing and maintaining adequate internal control over financial reporting as defined in Rule 13a-15(f) and 15d-15(f) promulgated under the Securities Exchange Act of 1934, as amended. Our internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles and includes those policies and procedures that:

pertain to the maintenance of records that in reasonable detail accurately and fairly reflect the transactions and dispositions of our assets;

provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles;

provide reasonable assurance that receipts and expenditures are being made only in accordance with authorization of our management and directors; and

provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of our assets that could have a material adverse effect on the financial statements.

All internal control systems, no matter how well designed, have inherent limitations and can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Further, the design of a control system must reflect the fact that there are resource constraints, and the benefits of controls must be considered relative to their costs. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within the Company have been detected. Even those systems determined to be effective can provide only reasonable assurance with respect to financial statement preparation and presentation.

Management assessed the effectiveness of our internal control over financial reporting as of December 31, 2015. In making this assessment, management used the criteria for effective internal control over financial reporting set forth in "Internal Control – Integrated Framework (2013)" issued by the Committee of Sponsoring Organizations of the Treadway Commission. Based on this assessment, management determined that, as of December 31, 2015, our internal control over financial reporting was effective.

Grant Thornton LLP, an independent registered public accounting firm, has issued an attestation report on our internal control over financial reporting as of December 31, 2015, and their report is included herein.

SUN COMMUNITIES, INC.

Report of Independent Registered Public Accounting Firm

Board of Directors and Stockholders
Sun Communities, Inc.

We have audited the accompanying consolidated balance sheets of Sun Communities, Inc. (a Maryland corporation) and subsidiaries (the "Company") as of December 31, 2015 and 2014, and the related consolidated statements of operations, comprehensive income, stockholders' equity, and cash flows for each of the three years in the period ended December 31, 2015. Our audits of the basic consolidated financial statements included the financial statement schedule listed in the index appearing under Item 15. These financial statements and financial statement schedule are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements and financial statement schedule based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Sun Communities, Inc. and subsidiaries as of December 31, 2015 and 2014, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 2015 in conformity with accounting principles generally accepted in the United States of America. Also in our opinion, the related financial statement schedule, when considered in relation to the basic consolidated financial statements taken as a whole, presents fairly, in all material respects, the information set forth therein.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the Company's internal control over financial reporting as of December 31, 2015, based on criteria established in the 2013 Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO), and our report dated February 23, 2016 expressed an unqualified opinion.

/s/ GRANT THORNTON LLP
GRANT THORNTON LLP

Southfield, Michigan
February 23, 2016

SUN COMMUNITIES, INC.

Report of Independent Registered Public Accounting Firm

Board of Directors and Stockholders
Sun Communities, Inc.

We have audited the internal control over financial reporting of Sun Communities, Inc. (a Maryland corporation) and subsidiaries (the "Company") as of December 31, 2015, based on criteria established in the 2013 Internal Control-Integrated Framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (COSO). The Company's management is responsible for maintaining effective internal control over financial reporting and for its assessment of the effectiveness of internal control over financial reporting, included in the accompanying Management's Report on Internal Control Over Financial Reporting. Our responsibility is to express an opinion on the Company's internal control over financial reporting based on our audit.

We conducted our audit in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether effective internal control over financial reporting was maintained in all material respects. Our audit included obtaining an understanding of internal control over financial reporting, assessing the risk that a material weakness exists, testing and evaluating the design and operating effectiveness of internal control based on the assessed risk, and performing such other procedures as we considered necessary in the circumstances. We believe that our audit provides a reasonable basis for our opinion.

A company's internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

In our opinion, the Company maintained, in all material respects, effective internal control over financial reporting as of December 31, 2015, based on criteria established in the 2013 Internal Control-Integrated Framework issued by COSO.

We also have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated financial statements of the Company as of and for the year ended December 31, 2015, and our report dated February 23, 2016 expressed an unqualified opinion on those financial statements.

/s/ GRANT THORNTON LLP

GRANT THORNTON LLP

Southfield, Michigan
February 23, 2016

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SUN COMMUNITIES, INC.
CONSOLIDATED BALANCE SHEETS
(In thousands, except per share amounts)

| | As of December 31, | |
|--|--------------------|--------------------|
| | 2015 | 2014 |
| ASSETS | | |
| Land | \$451,340 | \$309,386 |
| Land improvements and buildings | 3,535,909 | 2,509,827 |
| Rental homes and improvements | 460,480 | 439,163 |
| Furniture, fixtures, and equipment | 102,746 | 81,586 |
| Land held for future development | 23,047 | 23,955 |
| Investment property | 4,573,522 | 3,363,917 |
| Accumulated depreciation | (852,407) | (795,753) |
| Investment property, net (including \$92,009 and \$94,230 for consolidated variable interest entities at December 31, 2015 and December 31, 2014; see Note 7) | 3,721,115 | 2,568,164 |
| Cash and cash equivalents | 45,086 | 83,459 |
| Inventory of manufactured homes | 14,828 | 8,860 |
| Notes and other receivables, net | 47,972 | 51,895 |
| Collateralized receivables, net | 139,768 | 122,962 |
| Other assets, net | 221,782 | 102,352 |
| TOTAL ASSETS | \$4,190,551 | \$2,937,692 |
| LIABILITIES | | |
| Mortgage loans payable (including \$64,082 and \$65,849 for consolidated variable interest entities at December 31, 2015 and December 31, 2014; see Note 7) | \$2,133,706 | \$1,656,740 |
| Secured borrowings on collateralized receivables | 140,440 | 123,650 |
| Preferred OP units - mandatorily redeemable | 45,903 | 45,903 |
| Lines of credit | 25,000 | 5,794 |
| Distributions payable | 41,265 | 35,084 |
| Other liabilities (including \$4,091 and \$1,139 for consolidated variable interest entities at December 31, 2015 and December 31, 2014; see Note 7) | 184,859 | 130,369 |
| TOTAL LIABILITIES | 2,571,173 | 1,997,540 |
| Commitments and contingencies | | |
| Series A-4 preferred stock, \$0.01 par value. Issued and outstanding: 2,067 shares at December 31, 2015 and 483 shares at December 31, 2014 | 61,732 | 13,610 |
| Series A-4 preferred OP units | 21,065 | 18,722 |
| STOCKHOLDERS' EQUITY | | |
| Series A preferred stock, \$0.01 par value. Issued and outstanding: 3,400 shares at December 31, 2015 and December 31, 2014 | 34 | 34 |
| Common stock, \$0.01 par value. Authorized: 180,000 shares; Issued and outstanding: 58,395 shares at December 31, 2015 and 48,573 shares at December 31, 2014 | 584 | 486 |
| Additional paid-in capital | 2,319,314 | 1,741,154 |
| Distributions in excess of accumulated earnings | (864,122) | (863,545) |
| Total Sun Communities, Inc. stockholders' equity | 1,455,810 | 878,129 |
| Noncontrolling interests: | | |
| Common and preferred OP units | 82,538 | 30,107 |
| Consolidated variable interest entities | (1,767) | (416) |
| Total noncontrolling interests | 80,771 | 29,691 |
| TOTAL STOCKHOLDERS' EQUITY | 1,536,581 | 907,820 |

| | | |
|--|-------------|-------------|
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$4,190,551 | \$2,937,692 |
|--|-------------|-------------|

See accompanying Notes to Consolidated Financial Statements.

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SUN COMMUNITIES, INC.
CONSOLIDATED STATEMENTS OF OPERATIONS

(In thousands, except per share amounts)

| | Year Ended December 31, | | |
|--|-------------------------|-----------|-----------|
| | 2015 | 2014 | 2013 |
| REVENUES | | | |
| Income from real property | \$506,078 | \$357,793 | \$313,097 |
| Revenue from home sales | 79,728 | 53,954 | 54,852 |
| Rental home revenue | 46,236 | 39,213 | 32,500 |
| Ancillary revenues | 24,532 | 17,801 | 8,642 |
| Interest | 15,938 | 14,462 | 13,073 |
| Brokerage commissions and other income, net | 2,219 | 1,036 | 549 |
| Total revenues | 674,731 | 484,259 | 422,713 |
| COSTS AND EXPENSES | | | |
| Property operating and maintenance | 135,797 | 101,134 | 87,637 |
| Real estate taxes | 34,714 | 24,181 | 22,284 |
| Cost of home sales | 58,941 | 40,556 | 40,297 |
| Rental home operating and maintenance | 24,956 | 23,270 | 20,435 |
| Ancillary expenses | 17,519 | 12,584 | 7,491 |
| General and administrative - real property | 40,235 | 31,769 | 25,941 |
| General and administrative - home sales and rentals | 14,696 | 10,853 | 9,913 |
| Transaction costs | 17,803 | 18,259 | 3,928 |
| Depreciation and amortization | 177,637 | 133,726 | 110,078 |
| Asset impairment charge | — | 837 | — |
| Extinguishment of debt | 2,800 | — | — |
| Interest | 107,659 | 73,771 | 73,339 |
| Interest on mandatorily redeemable preferred OP units | 3,219 | 3,210 | 3,238 |
| Total expenses | 635,976 | 474,150 | 404,581 |
| Income before other gains (losses) | 38,755 | 10,109 | 18,132 |
| Gain on disposition of properties, net | 125,376 | 17,654 | — |
| Gain on settlement | — | 4,452 | — |
| Provision for state income taxes | (158) | (219) | (234) |
| Income tax expense - reduction of deferred tax asset | (1,000) | — | — |
| Distributions from affiliate | 7,500 | 1,200 | 2,250 |
| Net income | 170,473 | 33,196 | 20,148 |
| Less: Preferred return to Series A-1 preferred OP units | 2,431 | 2,654 | 2,598 |
| Less: Preferred return to Series A-3 preferred OP units | 181 | 181 | 166 |
| Less: Preferred return to Series A-4 preferred OP units | 1,340 | 100 | — |
| Less: Preferred return to Series C preferred OP units | 1,021 | — | — |
| Less: Amounts attributable to noncontrolling interests | 10,054 | 1,752 | 718 |
| Net income attributable to Sun Communities, Inc. | 155,446 | 28,509 | 16,666 |
| Less: Preferred stock distributions | 13,793 | 6,133 | 6,056 |
| Less: Preferred stock redemption costs | 4,328 | — | — |
| Net income attributable to Sun Communities, Inc. common stockholders | \$137,325 | \$22,376 | \$10,610 |
| Weighted average common shares outstanding: | | | |
| Basic | 53,686 | 41,337 | 34,228 |
| Diluted | 53,702 | 41,805 | 34,410 |
| Earnings per share (See Note 13): | | | |
| Basic | \$2.53 | \$0.54 | \$0.31 |

| | | | |
|---------|--------|--------|--------|
| Diluted | \$2.52 | \$0.54 | \$0.31 |
|---------|--------|--------|--------|

See accompanying Notes to Consolidated Financial Statements.

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SUN COMMUNITIES, INC.
 CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
 (In thousands)

| | Year Ended December 31, | | |
|---|-------------------------|----------|----------|
| | 2015 | 2014 | 2013 |
| Net income | \$170,473 | \$33,196 | \$20,148 |
| Unrealized gain on interest rate swaps | — | 97 | 362 |
| Total comprehensive income | 170,473 | 33,293 | 20,510 |
| Less: Comprehensive income attributable to the noncontrolling interests | 10,054 | 1,483 | 750 |
| Comprehensive income attributable to Sun Communities, Inc. | | | |