

EQUITY LIFESTYLE PROPERTIES INC  
Form 10-Q  
May 01, 2014

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

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FORM 10-Q

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QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended March 31, 2014

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number: 1-11718

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EQUITY LIFESTYLE PROPERTIES, INC.  
(Exact Name of Registrant as Specified in Its Charter)

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|   |   |
|---|---|
| Maryland<br>(State or Other Jurisdiction of<br>Incorporation or Organization) | 36-3857664<br>(I.R.S. Employer<br>Identification No.) |
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|   |                     |
|---|---------------------|
| Two North Riverside Plaza, Suite 800, Chicago, Illinois<br>(Address of Principal Executive Offices)<br>(312) 279-1400<br>(Registrant's Telephone Number, Including Area Code) | 60606<br>(Zip Code) |
|---|---------------------|

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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 (§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  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer  Accelerated filer   
Non-accelerated filer  (Do not check if a smaller reporting company) 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

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date:

83,326,410 shares of Common Stock as of April 30, 2014.



Equity LifeStyle Properties, Inc.  
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Equity LifeStyle Properties, Inc.  
Consolidated Balance Sheets  
As of March 31, 2014 and December 31, 2013  
(amounts in thousands, except share and per share data)

|   | March 31,<br>2014<br>(unaudited) | December 31,<br>2013 |
|---|----------------------------------|----------------------|
| Assets  |                                  |                      |
| Investment in real estate:  |                                  |                      |
| Land  | \$1,065,368                      | \$1,025,246          |
| Land improvements   | 2,685,613                        | 2,667,213            |
| Buildings and other depreciable property  | 545,148                          | 535,647              |
|   | 4,296,129                        | 4,228,106            |
| Accumulated depreciation  | (1,087,380)                      | (1,058,540)          |
| Net investment in real estate   | 3,208,749                        | 3,169,566            |
| Cash  | 56,427                           | 58,427               |
| Notes receivable, net   | 38,610                           | 42,990               |
| Investment in unconsolidated joint ventures   | 14,477                           | 11,583               |
| Deferred financing costs, net   | 18,984                           | 19,873               |
| Deferred commission expense   | 25,806                           | 25,251               |
| Escrow deposits, goodwill, and other assets, net  | 47,509                           | 63,949               |
| Total Assets  | \$3,410,562                      | \$3,391,639          |
| Liabilities and Equity  |                                  |                      |
| Liabilities:  |                                  |                      |
| Mortgage notes payable  | \$1,976,426                      | \$1,992,368          |
| Term loan   | 200,000                          | 200,000              |
| Unsecured lines of credit   | —                                | —                    |
| Accrued payroll and other operating expenses  | 72,585                           | 65,157               |
| Deferred revenue – upfront payments from right-to-use contracts   | 69,820                           | 68,673               |
| Deferred revenue – right-to-use annual payments   | 15,341                           | 11,136               |
| Accrued interest payable  | 9,712                            | 9,416                |
| Rents and other customer payments received in advance and security deposits   | 62,466                           | 58,931               |
| Distributions payable   | 29,478                           | 22,753               |
| Total Liabilities   | 2,435,828                        | 2,428,434            |
| Equity:   |                                  |                      |
| Stockholders' Equity:   |                                  |                      |
| Preferred stock, \$0.01 par value 9,945,539 shares authorized as of March 31, 2014 and December 31, 2013; none issued and outstanding as of March 31, 2014 and December 31, 2013. As of March 31, 2014 and December 31, 2013, includes 125 shares 6% Series D Cumulative Preferred stock and 250 shares 18.75% Series E Cumulative Preferred stock; both issued and outstanding | —                                | —                    |
| 6.75% Series C Cumulative Redeemable Perpetual Preferred Stock, \$0.01 par value, 54,461 shares authorized and 54,458 issued and outstanding as of March 31, 2014 and December 31, 2013 at liquidation value  | —                                | 136,144              |
| Common stock, \$0.01 par value 200,000,000 shares authorized as of March 31, 2014 and December 31, 2013; 83,324,703 and 83,313,677 shares issued and outstanding as   | 834                              | 834                  |

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of March 31, 2014 and December 31, 2013, respectively

|   |             |             |   |
|---|-------------|-------------|---|
| Paid-in capital                                 | 1,020,925   | 1,021,365   |   |
| Distributions in excess of accumulated earnings | (253,065    | ) (264,083  | ) |
| Accumulated other comprehensive loss            | (482        | ) (927      | ) |
| Total Stockholders' Equity                      | 904,356     | 893,333     |   |
| Non-controlling interests – Common OP Units     | 70,378      | 69,872      |   |
| Total Equity                                    | 974,734     | 963,205     |   |
| Total Liabilities and Equity                    | \$3,410,562 | \$3,391,639 |   |

The accompanying notes are an integral part of the financial statements.

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Equity LifeStyle Properties, Inc.

Consolidated Statements of Income and Comprehensive Income

For the Quarters Ended March 31, 2014 and 2013

(amounts in thousands, except per share data (prior period adjusted for stock split))

(unaudited)

|  | Quarters Ended    |                   |
|--|-------------------|-------------------|
|  | March 31,<br>2014 | March 31,<br>2013 |
| Revenues:  |                   |                   |
| Community base rental income   | \$106,045         | \$100,776         |
| Rental home income   | 3,757             | 3,394             |
| Resort base rental income  | 44,949            | 40,739            |
| Right-to-use annual payments   | 11,214            | 11,523            |
| Right-to-use contracts current period, gross   | 2,923             | 2,831             |
| Right-to-use contracts, deferred, net of prior period amortization                         | (1,147)           | (1,040)           |
| Utility and other income   | 17,571            | 16,683            |
| Gross revenues from home sales   | 5,178             | 2,696             |
| Brokered resale revenues and ancillary services revenues, net                              | 1,799             | 1,795             |
| Interest income  | 2,697             | 1,898             |
| Income from other investments, net   | 1,601             | 2,480             |
| Total revenues   | 196,587           | 183,775           |
| Expenses:  |                   |                   |
| Property operating and maintenance   | 58,696            | 55,055            |
| Rental home operating and maintenance  | 1,908             | 1,870             |
| Real estate taxes  | 12,485            | 12,400            |
| Sales and marketing, gross   | 2,405             | 2,361             |
| Sales and marketing, deferred commissions, net   | (555)             | (463)             |
| Property management  | 10,632            | 10,133            |
| Depreciation on real estate assets and rental homes  | 27,642            | 26,020            |
| Amortization of in-place leases  | 1,315             | 159               |
| Cost of home sales   | 5,368             | 2,781             |
| Home selling expenses  | 569               | 527               |
| General and administrative   | 5,760             | 6,711             |
| Property rights initiatives  | 311               | 232               |
| Interest and related amortization  | 28,048            | 30,123            |
| Total expenses   | 154,584           | 147,909           |
| Income from continuing operations before equity in income of unconsolidated joint ventures | 42,003            | 35,866            |
| Equity in income of unconsolidated joint ventures  | 1,887             | 576               |
| Consolidated income from continuing operations   | 43,890            | 36,442            |
| Discontinued Operations:   |                   |                   |
| Income from discontinued operations before gain on sale of property                        | —                 | 3,068             |
| Gain on sale of property, net of tax   | —                 | 958               |
| Consolidated income from discontinued operations   | —                 | 4,026             |
| Consolidated net income  | 43,890            | 40,468            |
| Income allocated to non-controlling interests – Common OP Units                            | (3,481)           | (3,133)           |
| Series C Redeemable Perpetual Preferred Stock Dividends                                    | (2,310)           | (2,311)           |
| Net income available for Common Shares   | \$38,099          | \$35,024          |

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|   |          |          |
|---|----------|----------|
| Consolidated net income   | \$43,890 | \$40,468 |
| Other comprehensive income (“OCI”):   |          |          |
| Adjustment for fair market value of swap                                      | 445      | 442      |
| Consolidated comprehensive income   | 44,335   | 40,910   |
| Comprehensive income allocated to non-controlling interests – Common OP Units | (3,518 ) | (3,169 ) |
| Series C Redeemable Perpetual Preferred Stock Dividends                       | (2,310 ) | (2,311 ) |
| Comprehensive income attributable to Common Stockholders                      | \$38,507 | \$35,430 |

The accompanying notes are an integral part of the financial statements.

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Equity LifeStyle Properties, Inc.  
 Consolidated Statements of Income and Comprehensive Income (Continued)  
 For the Quarters Ended March 31, 2014 and 2013  
 (amounts in thousands, except per share data (prior periods adjusted for stock split))  
 (unaudited)

|  | Quarters Ended    |                   |
|--|-------------------|-------------------|
|  | March 31,<br>2014 | March 31,<br>2013 |
| Earnings per Common Share – Basic:                         |                   |                   |
| Income from continuing operations                          | \$0.46            | \$0.38            |
| Income from discontinued operations                        | \$—               | \$0.04            |
| Net income available for Common Shares                     | \$0.46            | \$0.42            |
| Earnings per Common Share – Fully Diluted:                 |                   |                   |
| Income from continuing operations                          | \$0.46            | \$0.38            |
| Income from discontinued operations                        | \$—               | \$0.04            |
| Net income available for Common Shares                     | \$0.46            | \$0.42            |
| Distributions declared per Common Share outstanding        | \$0.325           | \$0.25            |
| Weighted average Common Shares outstanding – basic         | 83,116            | 83,026            |
| Weighted average Common Shares outstanding – fully diluted | 91,353            | 91,060            |

The accompanying notes are an integral part of the financial statements.



Equity LifeStyle Properties, Inc.  
Consolidated Statements of Changes in Equity  
For the Quarter Ended March 31, 2014  
(amounts in thousands)  
(unaudited)

|   | Common<br>Stock | Paid-in<br>Capital | 6.75% Series<br>C<br>Cumulative<br>Redeemable<br>Perpetual<br>Preferred<br>Stock | Distributions<br>in Excess of<br>Accumulated<br>Earnings | Non-<br>controlling<br>interests –<br>Common OP<br>Units | Accumulated<br>Other<br>Comprehensive<br>Loss | Total<br>Equity |
|---|-----------------|--------------------|--|--|--|---|-----------------|
| Balance, December 31, 2013  | \$834           | \$1,021,365        | \$136,144  | \$ (264,083 )  | \$ 69,872  | \$ (927 )                                     | \$963,205       |
| Conversion of OP Units to common stock                              | 1               | 501                | —  | —  | (502 )   | —   | —               |
| Issuance of common stock through employee stock purchase plan       | —               | 311                | —  | —  | —  | —   | 311             |
| Compensation expenses related to stock options and restricted stock | —               | 733                | —  | —  | —  | —   | 733             |
| Adjustment for fair market value of swap                            | —               | —                  | —  | —  | —  | 445   | 445             |
| Release of common shares from escrow                                | (1 )            | (1,934 )           | —  | —  | —  | —   | (1,935 )        |
| Net income  | —               | —                  | 2,310  | 38,099   | 3,481  | —   | 43,890          |
| Distributions   | —               | —                  | (2,310 )   | (27,081 )  | (2,473 )   | —   | (31,864 )       |
| Other   | —               | (51 )              | —  | —  | —  | —   | (51 )           |
| Balance, March 31, 2014   | \$834           | \$1,020,925        | \$136,144  | \$ (253,065 )  | \$ 70,378  | \$ (482 )                                     | \$974,734       |

The accompanying notes are an integral part of the financial statements.

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Equity LifeStyle Properties, Inc.  
 Consolidated Statements of Cash Flows  
 For the Quarters Ended March 31, 2014 and 2013  
 (amounts in thousands)  
 (unaudited)

|  | March 31,<br>2014 | March 31,<br>2013 |           |
|--|-------------------|-------------------|-----------|
| Cash Flows From Operating Activities:  |                   |                   |           |
| Consolidated net income  | \$43,890          | \$40,468          |           |
| Adjustments to reconcile consolidated net income to net cash provided by operating activities: |                   |                   |           |
| Gain on sale of property, net of tax   | —                 | (958              | )         |
| Depreciation expense   | 27,830            | 26,951            |           |
| Amortization of in-place leases  | 1,315             | 159               |           |
| Amortization of loan costs   | 1,232             | 1,398             |           |
| Debt premium amortization  | (1,323            | )                 | (1,504 )  |
| Equity in income of unconsolidated joint ventures  | (1,887            | )                 | (576 )    |
| Distributions of income from unconsolidated joint ventures                                     | 1,312             | 478               |           |
| Amortization of stock-related compensation   | 733               | 1,134             |           |
| Revenue recognized from right-to-use contract upfront payments                                 | (1,776            | )                 | (1,791 )  |
| Commission expense recognized related to right-to-use contracts                                | 684               | 630               |           |
| Long term incentive plan compensation  | 475               | 481               |           |
| Provision for uncollectible rents receivable   | (606              | )                 | (42 )     |
| Changes in assets and liabilities:   |                   |                   |           |
| Notes receivable activity, net   | (937              | )                 | 471 )     |
| Deferred commission expense  | (1,239            | )                 | (1,093 )  |
| Escrow deposits, goodwill and other assets   | 8,307             | 1,614             |           |
| Accrued payroll and other operating expenses   | 6,372             | 2,477             |           |
| Deferred revenue – upfront payments from right-to-use contracts                                | 2,923             | 2,831             |           |
| Deferred revenue – right-to-use annual payments  | 4,205             | 4,922             |           |
| Rents received in advance and security deposits  | 1,719             | 926               |           |
| Net cash provided by operating activities  | 93,229            | 78,976            |           |
| Cash Flows From Investing Activities:  |                   |                   |           |
| Real estate acquisition  | (44,226           | )                 | — )       |
| Net tax deferred exchange deposit  | 10,576            | —                 |           |
| Distributions of capital from unconsolidated joint ventures                                    | 116               | —                 |           |
| Investment in unconsolidated joint ventures  | (2,500            | )                 | — )       |
| Repayments of notes receivable   | 7,115             | 3,384             |           |
| Issuance of notes receivable   | (2,245            | )                 | (1,545 )  |
| Capital improvements   | (10,000           | )                 | (17,037 ) |
| Net cash used in investing activities  | (41,164           | )                 | (15,198 ) |
| Cash Flows From Financing Activities:  |                   |                   |           |
| Net proceeds from stock options and employee stock purchase plan                               | 311               | 417               |           |
| Distributions:   |                   |                   |           |
| Common Stockholders  | (20,836           | )                 | — )       |
| Common OP Unitholders  | (1,917            | )                 | — )       |
| Preferred Stockholders   | (2,310            | )                 | (2,311 )  |
| Principal payments and mortgage debt payoff  | (29,184           | )                 | (16,926 ) |
| Debt issuance costs  | (77               | )                 | — )       |

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|                                       |          |           |   |
|---------------------------------------|----------|-----------|---|
| Other                                 | (52      | ) (277    | ) |
| Net cash used in financing activities | (54,065  | ) (19,097 | ) |
| Net (decrease) increase in cash       | (2,000   | ) 44,681  |   |
| Cash, beginning of period             | 58,427   | 37,140    |   |
| Cash, end of period                   | \$56,427 | \$81,821  |   |

The accompanying notes are an integral part of the financial statements.

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Equity LifeStyle Properties, Inc.  
 Consolidated Statements of Cash Flows (continued)  
 For the Quarters Ended March 31, 2014 and 2013  
 (amounts in thousands)  
 (unaudited)

|   | March 31,<br>2014 | March 31,<br>2013 |
|---|-------------------|-------------------|
| Supplemental Information:   |                   |                   |
| Cash paid during the period for interest                                    | \$27,929          | \$30,485          |
| Non-cash activities (increase/(decrease)):                                  |                   |                   |
| Capital improvements – used homes acquired by repossessions                 | \$446             | \$599             |
| Net repayments of notes receivable – used homes acquired by repossessions   | \$(446            | ) \$(599          |
| Building and other depreciable property – reclassification of rental homes  | \$4,203           | \$2,474           |
| Escrow deposits and other assets – reclassification of rental homes         | \$(4,203          | ) \$(2,474        |
| Acquisitions:   |                   |                   |
| Investment in real estate   | \$61,781          | \$—               |
| Deferred financing costs, net   | \$(180            | ) \$—             |
| Rents and other customer payments received in advance and security deposits | \$1,817           | \$—               |
| Accrued payroll and other operating expenses                                | \$941             | \$—               |
| Escrow deposits and other assets  | \$412             | \$—               |
| Debt assumed and financed on acquisition                                    | \$14,564          | \$—               |

The accompanying notes are an integral part of the financial statements.

Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements

Definition of Terms

Equity LifeStyle Properties, Inc., a Maryland corporation, together with MHC Operating Limited Partnership (the “Operating Partnership”) and other consolidated subsidiaries (“Subsidiaries”) are referred to herein as “we,” “us,” and “our.” Capitalized terms used but not defined herein are as defined in our Annual Report on Form 10-K (“2013 Form 10-K”) for the year ended December 31, 2013.

Basis of Presentation

These unaudited Consolidated Financial Statements have been prepared pursuant to Securities and Exchange Commission (“SEC”) rules and regulations. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles (“GAAP”) for complete financial statements and should be read in conjunction with the financial statements and notes thereto included in the 2013 Form 10-K. The following notes to the Consolidated Financial Statements highlight significant changes to the notes included in the 2013 Form 10-K and present interim disclosures as required by the SEC. The accompanying Consolidated Financial Statements reflect, in the opinion of management, all adjustments and estimates necessary for a fair presentation of the interim financial statements, which are of a normal, recurring nature. Revenues are subject to seasonal fluctuations and accordingly, quarterly interim results may not be indicative of full year results.

On July 15, 2013, we effected a two-for-one stock split of our common stock (see Note 2 in the Notes to Consolidated Financial Statements contained in this Form 10-Q). All common stock and Common Operating Partnership Unit share and per share data in the accompanying Consolidated Financial Statements and notes, have been adjusted retroactively to reflect the stock split.

Note 1 – Summary of Significant Accounting Policies

We follow accounting standards set by the Financial Accounting Standards Board, commonly referred to as the “FASB.” The FASB sets GAAP, which we follow to ensure that we consistently report our financial condition, results of operations and cash flows. References to GAAP issued by the FASB in these footnotes are to the FASB Accounting Standards Codification (the “Codification”).

(a) Basis of Consolidation

The accompanying Consolidated Financial Statements include the consolidation of our accounts. We do not have controlling interests in any of our joint ventures (“JV”), which are therefore treated under the equity method of accounting and not consolidated in our financial statements. The holders of limited partnership interests in the Operating Partnership (“Common OP Unitholders”) receive an allocation of net income that is based on their respective ownership percentage of the Operating Partnership which is shown in our Consolidated Financial Statements as Non-controlling interests-Common OP Units. All significant intercompany balances and transactions have been eliminated in consolidation.

(b) Real Estate

Our policy is to estimate useful lives or salvage values associated with our real estate assets and to depreciate the assets based on our estimates. We review useful lives periodically to ensure that these estimates accurately reflect the economic use of the assets. In January 2014, we completed a review of the useful lives and salvage values of our manufactured homes. During the first quarter 2014, we prospectively changed the depreciable life of our new manufactured homes to 25 years straight-lined with no residual value and our used manufactured homes to 10-25 years straight-lined. This change in estimate did not have a material impact in our financial statements.

(c) Identified Intangibles and Goodwill

We record acquired intangible assets at their estimated fair value separate and apart from goodwill. We amortize identified intangible assets and liabilities that are determined to have finite lives over the period the assets and liabilities are expected to contribute directly or indirectly to the future cash flows of the property or business acquired. In accordance with the Codification Sub-Topic “Impairment or Disposal of Long Lived Assets” (“FASB ASC 360-10-35”), intangible assets subject to amortization are reviewed for impairment whenever events or changes in

circumstances indicate that their carrying amount may not be recoverable. An impairment loss is recognized if the carrying amount of an intangible asset is not recoverable and its carrying amount exceeds its estimated fair value. The excess of the cost of an acquired entity over the net of the amounts assigned to assets acquired (including identified intangible assets) and liabilities assumed is recorded as goodwill. In accordance with Codification Topic "Goodwill and Other Intangible Assets" ("FASB ASC 350"), goodwill is not amortized but is tested for impairment at a level of reporting referred to

Equity LifeStyle Properties, Inc.

Notes to Consolidated Financial Statements

Note 1 – Summary of Significant Accounting Policies (continued)

as a reporting unit on an annual basis, or more frequently if events or changes in circumstances indicate that the asset might be impaired.

As of March 31, 2014 and December 31, 2013, the gross carrying amounts of identified intangible assets and goodwill, a component of “Escrow deposits, goodwill and other assets, net” on our consolidated balance sheets, were approximately \$12.1 million. As of March 31, 2014 and December 31, 2013, this amount was comprised of approximately \$4.3 million of identified intangible assets and approximately \$7.8 million of goodwill. Accumulated amortization of identified intangible assets was approximately \$2.0 million and \$1.9 million as of March 31, 2014 and December 31, 2013, respectively. For each of the quarters ended March 31, 2014 and 2013, amortization expense for the identified intangible assets was approximately \$0.1 million.

Estimated amortization of identified intangible assets for each of the next five years are as follows (amounts in thousands):

| Year ending December 31, | Amount |
|--------------------------|--------|
| 2014                     | \$349  |
| 2015                     | 349    |
| 2016                     | 251    |
| 2017                     | 87     |
| 2018                     | 87     |

(d) Restricted Cash

Cash as of March 31, 2014 and December 31, 2013 included approximately \$5.2 million of restricted cash for the payment of capital improvements, insurance or real estate taxes.

(e) Fair Value of Financial Instruments

Our financial instruments include notes receivable, accounts receivable, accounts payable, other accrued expenses, interest rate swaps and mortgage notes payable. We disclose the estimated fair value of our financial instruments according to a fair value hierarchy (Level 1, 2 and 3).

Our mortgage notes payable and term loan had a fair value of approximately \$2.3 billion and \$2.2 billion as of March 31, 2014 and December 31, 2013, respectively, measured using quoted prices and observable inputs from similar liabilities (Level 2). At March 31, 2014 and December 31, 2013, our cash flow hedge of interest rate risk included in accrued payroll and other operating expenses was measured using quoted prices and observable inputs from similar assets and liabilities (Level 2). We consider our own credit risk as well as the credit risk of our counterparties when evaluating the fair value of our derivative. The fair values of our notes receivable approximate their carrying or contract values.

(f) Deferred Financing Costs, net

Deferred financing costs, net include fees and costs incurred to obtain long-term financing. The costs are being amortized over the terms of the respective loans on a basis that approximates level yield. Unamortized deferred financing fees are written-off when debt is retired before the maturity date. Upon amendment of the line of credit or refinancing of mortgage debt, unamortized deferred financing fees are accounted for in accordance with Codification Sub-Topic “Modifications and Extinguishments” (“FASB ASC 470-50-40”). Accumulated amortization for such costs was \$26.5 million and \$25.4 million at March 31, 2014 and December 31, 2013, respectively.

(g) Reclassifications

Certain 2013 amounts have been reclassified to conform to the 2014 presentation. Income statement amounts for disposed Properties have been reclassified to “Discontinued operations” on the Consolidated Statements of Income and Comprehensive Income for all periods presented. In addition, certain prior period disclosures in the accompanying footnotes have been revised to exclude amounts which have been reclassified to discontinued operations. These reclassifications had no material effect on the Consolidated Statements of Income and Comprehensive Income.





Equity LifeStyle Properties, Inc.

Notes to Consolidated Financial Statements

Note 1 – Summary of Significant Accounting Policies (continued)

(h) Recent Accounting Pronouncements

In April 2014, the FASB issued Accounting Standard Update 2014-08, “Property, Plant, and Equipment: Reporting Discontinued Operations and Disclosures of Disposals of Components of an Entity” (“ASU 2014-08”). Effective on January 1, 2015, the definition of discontinued operations has been revised to limit the criteria for the classification and presentation to disposals of components of a company that represent strategic shifts that have (or will have) a major effect on a company’s operations and financial results. Required expanded disclosures for disposals or disposal groups that qualify for discontinued operations are intended to provide users of financial statements with enhanced information about the assets, liabilities, revenues and expenses of such discontinued operations. While the threshold for a disposal or disposal group to qualify for discontinued operations has been revised, this pronouncement retains the held for sale classification and presentation concepts of previous authoritative literature. Accordingly, under this pronouncement, a disposal or disposal group may qualify for held for sale classification but not meet the threshold for discontinued operations treatment. This pronouncement allows for early adoption permitted January 1, 2014. Pursuant to its terms we have elected to early adopt this pronouncement effective January 1, 2014. The adoption of this pronouncement did not have an impact on our consolidated financial statements for the quarter ended March 31, 2014.

Note 2 – Earnings Per Common Share

Earnings per common share are based on the weighted average number of common shares outstanding during each year. Codification Topic “Earnings Per Share” (“FASB ASC 260”) defines the calculation of basic and fully diluted earnings per share. Basic and fully diluted earnings per share are based on the weighted average shares outstanding during each period and basic earnings per share exclude any dilutive effects of options, unvested restricted shares and convertible securities. The conversion of OP Units has been excluded from the basic earnings per share calculation. The conversion of an OP Unit for a share of common stock has no material effect on earnings per common share on a fully diluted basis.

On June 25, 2013, we announced a two-for-one split, to be effected by and in the form of a stock dividend, to be paid on July 15, 2013. On July 15, 2013, each common shareholder of record on July 5, 2013, received one additional share of common stock for each share held. The incremental par value was recorded as an increase to the common stock account on our balance sheet to reflect the newly issued shares and such amount was offset by a reduction in the paid-in capital account on our balance sheet. Pursuant to the anti-dilution provision in the Operating Partnership’s Agreement of Limited Partnership, the stock split also affected the common OP units.

Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements

Note 2 – Earnings Per Common Share (continued)

The following table sets forth the computation of the basic and diluted earnings per common share for the quarters ended March 31, 2014 and 2013 (amounts in thousands, except per share data, prior period adjusted for stock split):

|  | Quarters Ended |          |
|--|----------------|----------|
|  | March 31,      |          |
|  | 2014           | 2013     |
| Numerators:  |                |          |
| Income from Continuing Operations:   |                |          |
| Income from continuing operations  | \$43,890       | \$36,442 |
| Amounts allocated to dilutive securities   | (3,481 )       | (2,802 ) |
| Preferred Stock distributions  | (2,310 )       | (2,311 ) |
| Income from continuing operations available to Common Shares – basic                 | 38,099         | 31,329   |
| Amounts allocated to dilutive securities   | 3,481          | 2,802    |
| Income from continuing operations available to Common Shares – fully diluted         | \$41,580       | \$34,131 |
| Income from Discontinued Operations:   |                |          |
| Income from discontinued operations, net of amounts allocated to dilutive securities | \$—            | \$3,695  |
| Net Income Available for Common Shares:  |                |          |
| Net income available for Common Shares – basic                                       | \$38,099       | \$35,024 |
| Amounts allocated to dilutive securities   | 3,481          | 3,133    |
| Net income available for Common Shares – fully diluted                               | \$41,580       | \$38,157 |
| Denominator:   |                |          |
| Weighted average Common Shares outstanding – basic                                   | 83,116         | 83,026   |
| Effect of dilutive securities:   |                |          |
| Redemption of Common OP Units for Common Shares                                      | 7,635          | 7,458    |
| Stock options and restricted shares  | 602            | 576      |
| Weighted average Common Shares outstanding – fully diluted                           | 91,353         | 91,060   |
| Earnings per Common Share – Basic:   |                |          |
| Income from continuing operations  | \$0.46         | \$0.38   |
| Income from discontinued operations  | —              | 0.04     |
| Net income available for Common Shares   | \$0.46         | \$0.42   |
| Earnings per Common Share – Fully Diluted:   |                |          |
| Income from continuing operations  | \$0.46         | \$0.38   |
| Income from discontinued operations  | —              | 0.04     |
| Net income available for Common Shares   | \$0.46         | \$0.42   |

Note 3 – Common Stock and Other Equity Related Transactions

On March 31, 2014, we paid a \$0.421875 per share distribution on our Depositary Shares (each representing 1/100 of a share of our Series C Preferred Stock) to stockholders of record on March 21, 2014.

On April 11, 2014, we paid a \$0.325 per share distribution to common stockholders of record on March 28, 2014.

Note 4 – Investment in Real Estate

Land improvements consist primarily of improvements such as grading, landscaping and infrastructure items such as streets, sidewalks or water mains. Buildings and other depreciable property consist of permanent buildings in the Properties such as clubhouses, laundry facilities, maintenance storage facilities, rental units and furniture, fixtures, equipment, and in-place leases.

#### Acquisitions

All acquisitions have been accounted for utilizing the acquisition method of accounting in accordance with FASB ASC 805 and, accordingly, the results of operations of acquired assets are included in the statements of operations from the dates of acquisition. Certain purchase price adjustments may be made within one year following the acquisition and applied retroactively to the date of acquisition.

In January 2014, we completed the acquisition of two resort properties, Blackhawk Resort, a 490-Site property and Lakeland Resort, a 682-Site property. On December 17, 2013, we closed on the acquisition of Neshonoc Resort, a 284-Site property. The

Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements

Note 4 – Investment in Real Estate (continued)

portfolio purchase price of \$31.8 million was funded with available cash and the assumption of mortgage debt of approximately \$18.7 million, excluding note premiums of \$1.3 million.

On March 10, 2014, we exercised a purchase option and purchased the land related to our Colony Cove Property which was part of our 2011 Hometown acquisition. The total purchase price of \$35.9 million was funded with available cash. In connection with the acquisition of the land, we terminated the ground lease related to the Property. During the quarter ended March 31, 2014, we received the final distribution of 51,290 shares of our common stock from the escrow funded by the seller.

During the year ended December 31, 2013, we acquired Fiesta Key, a resort Property with 324 Sites for a purchase price of approximately \$24.6 million funded with available cash. We also acquired from certain affiliates of Riverside Communities three manufactured home communities (the “Riverside Acquisition”) located in the Chicago metropolitan area collectively containing approximately 1,207 Sites for a stated purchase price of \$102.0 million. The purchase price was funded with approximately \$9.7 million of limited partnership interests in our Operating Partnership, equivalent to 240,969 OP units, and the remainder was funded with available cash.

The following table summarizes the estimated fair value of the assets acquired and liabilities assumed in the acquisitions for the quarter ended March 31, 2014 and year ended December 31, 2013, which we determined using level two and level three inputs (amounts in thousands):

|                               | Quarter<br>Ended March<br>31, 2014 | Year Ended<br>December 31,<br>2013 |
|-------------------------------|------------------------------------|------------------------------------|
| Assets acquired               |                                    |                                    |
| Land                          | \$40,807                           | \$41,022                           |
| Depreciable property          | 20,632                             | 87,306                             |
| Manufactured homes            | 769                                | 1,155                              |
| In-place leases               | 773                                | 3,910                              |
| Net investment in real estate | \$62,981                           | \$133,393                          |
| Other Assets                  | \$1,197                            | \$1,025                            |
| Total Assets acquired         | \$64,178                           | \$134,418                          |
| Liabilities assumed           |                                    |                                    |
| Mortgage notes payable        | 14,230                             | 5,382                              |
| Other liabilities             | 2,757                              | 1,777                              |
| Total Liabilities assumed     | 16,987                             | 7,159                              |
| Net assets acquired           | \$47,191                           | \$127,259                          |

Dispositions and real estate held for disposition

During the year ended December 31, 2013, we closed on the sale of 11 manufactured home communities located in Michigan (the “Michigan Properties”) collectively containing approximately 5,344 sites for a net purchase price of approximately \$165.0 million.



Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements

Note 4 – Investment in Real Estate (continued)

Results of operations for the Michigan Properties have been presented separately as discontinued operations for the quarter ended March 31, 2013 in the Consolidated Statements of Income and Comprehensive Income. The following table summarizes the components of income and expense relating to discontinued operations for the quarter ended March 31, 2013 (amounts in thousands):

|  | Quarter Ended<br>March 31,<br>2013 |   |
|--|------------------------------------|---|
| Community base rental home income            | \$5,037                            |   |
| Rental income                                | 770                                |   |
| Utility and other income                     | 483                                |   |
| Discontinued property operating revenues     | 6,290                              |   |
| Property operating expenses                  | 2,567                              |   |
| Income from discontinued property operations | 3,723                              |   |
| Loss from home sales operations              | (34                                | ) |
| Other income and expenses                    | 272                                |   |
| Interest and amortization                    | (130                               | ) |
| Depreciation and in place lease amortization | (763                               | ) |
| Discontinued operations, net                 | \$3,068                            |   |

During the year ended December 31, 2013, we recognized approximately \$1.0 million of gain on the sale of a property as a result of a new U.S. Federal tax law that eliminated a previously accrued built-in-gain tax liability related to the disposition of the Cascade property during 2012.

As of March 31, 2014, we have no properties designated as held for disposition pursuant to FASB ASC 360-10-35.

Note 5 – Investment in Unconsolidated Joint Ventures

We recorded approximately \$1.9 million and \$0.6 million (net of approximately \$0.2 million and \$0.3 million of depreciation expense) of equity in income from unconsolidated joint ventures for each of the quarters ended March 31, 2014 and 2013, respectively. We received approximately \$1.4 million and \$0.5 million in distributions from such joint ventures for each of the quarters ended March 31, 2014 and 2013, respectively. Approximately \$1.1 million of the distributions received exceeded our basis in our joint venture and as such was recorded in income from unconsolidated joint ventures for the quarter ended March 31, 2014.

During the year ended December 31, 2013, we entered into an agreement with an unaffiliated third party to create a new joint venture named ECHO Financing, LLC (the “ECHO JV”). We entered into the ECHO JV in order to buy and sell homes, as well as to offer another financing option to purchasers of homes at our Properties. Each party to the venture made an initial contribution of \$1.0 million in exchange for a pro rata ownership interest in the joint venture, which resulted in us owning 50% of the ECHO JV. We account for our investment in the ECHO JV using the equity method of accounting, since we do not have a controlling direct or indirect voting interest, but we can exercise significant influence with respect to its operations and major decisions.





Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements

Note 5 – Investment in Joint Ventures (continued)

The following table summarizes our investment in unconsolidated joint ventures (investment amounts in thousands with the number of Properties shown parenthetically as of March 31, 2014 and December 31, 2013):

| Investment | Location      | Number of Sites | Economic Interest <sup>(a)</sup> | Investment as of |                   | JV Income for the Quarters Ended |                |
|------------|---------------|-----------------|----------------------------------|------------------|-------------------|----------------------------------|----------------|
|            |               |                 |                                  | March 31, 2014   | December 31, 2013 | March 31, 2014                   | March 31, 2013 |
| Meadows    | Various (2,2) | 1,027           | 50 %                             | \$ 1,806         | \$ 1,679          | \$ 277                           | \$ 286         |
| Lakeshore  | Florida (2,2) | 342             | 65 %                             | 46               | 145               | 1,179                            | 65             |
| Voyager    | Arizona (1,1) | 1,706           | 50 % <sup>(b)</sup>              | 7,449            | 7,074             | 438                              | 413            |
| Other      | Various (0,0) | —               | 20 %                             | —                | —                 | —                                | (188 )         |
| ECHO JV    | Various (0,0) | —               | 50 %                             | 5,176            | 2,685             | (7 )                             | —              |
|            |               | 3,075           |                                  | \$ 14,477        | \$ 11,583         | \$ 1,887                         | \$ 576         |

(a) The percentages shown approximate our economic interest as of March 31, 2014. Our legal ownership interest may differ.

(b) Voyager joint venture primarily consists of a 50% interest in Voyager RV Resort and 33% interest in the utility providing water to the Property.

Note 6 – Notes Receivable

Occasionally, we make loans to finance the sale of homes to our customers or purchase loans made by others to finance the sale of homes to our customers (“Chattel Loans”). The Chattel Loans receivable require monthly principal and interest payments and are collateralized by homes at certain of the Properties. As of March 31, 2014 and December 31, 2013, we had approximately \$21.3 million and \$21.9 million, respectively, of these Chattel Loans included in notes receivable. As of March 31, 2014, the Chattel Loans receivable had a stated per annum average rate of approximately 7.8%, with a yield of 19.6%, and had an average term remaining of approximately 12 years. These Chattel Loans are recorded net of allowances of approximately \$0.4 million as of March 31, 2014 and December 31, 2013.

We also provide financing for nonrefundable sales of new or upgrades to existing right to use contracts (“Contracts Receivable”). As of March 31, 2014 and December 31, 2013, we had approximately \$17.1 million and \$17.2 million, respectively, of Contracts Receivable, net of allowances of approximately \$0.3 million and \$0.6 million, respectively. These Contracts Receivable represent loans to customers who have entered into right-to-use contracts. The Contracts Receivable yield interest at a stated per annum average rate of 16%, have a weighted average term remaining of approximately four years and require monthly payments of principal and interest.

Note 7 – Borrowing Arrangements

Mortgage Notes Payable

As of March 31, 2014 and December 31, 2013, we had outstanding mortgage indebtedness of approximately \$1,976 million and \$1,992 million, respectively. The weighted average interest rate including the impact of premium/discount amortization on this mortgage indebtedness for the quarter ended March 31, 2014 was approximately 5.3% per

annum. The debt bears interest at stated rates of 3.9% to 8.9% per annum and matures on various dates ranging from 2014 to 2038. The debt encumbered a total of 144 and 147 of our Properties as of March 31, 2014 and December 31, 2013, respectively, and the carrying value of such Properties was approximately \$2,403 million and \$2,378 million, respectively, as of such dates.

During the quarter ended March 31, 2014, we paid off five mortgages totaling approximately \$20.7 million, with a weighted average interest rate of 5.63% per annum. We also assumed approximately \$13.3 million of mortgage debt, excluding note premiums of \$1.0 million, secured by the Blackhawk and Lakeland resort properties with a weighted average stated interest rate of 6.48% per annum which are set to mature in 2017 and 2018.

On April 1, 2014, we completed our \$430 million long-term refinancing plan initiated in 2013. We closed on four loans with total proceeds of \$54.0 million that are secured by two manufactured home communities and two RV resorts with a weighted average interest rate of 4.54% per annum and are set to mature in 2034 and 2038. These proceeds were used to pay off five mortgages totaling approximately \$31.9 million, with a weighted average interest rate of 5.63% per annum.

#### Term Loan

Our \$200.0 million Term Loan (the "Term Loan") matures on June 30, 2017, has an interest rate of LIBOR plus 1.85% to 2.80% per annum and, subject to certain conditions, may be prepaid at any time without premium or penalty after July 1, 2014.

Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements

Note 7 – Borrowing Arrangements (continued)

Prior to July 1, 2014, a prepayment penalty of 2% of the amount prepaid would be owed. The spread over LIBOR is variable based on leverage measured quarterly throughout the loan term. The Term Loan contains customary representations, warranties and negative and affirmative covenants, and provides for acceleration of principal and payment of all other amounts payable thereunder upon the occurrence of certain events of default. In connection with the Term Loan, we also entered into a three year, \$200.0 million LIBOR notional Swap Agreement (the “Swap”) allowing us to trade our variable interest rate for a fixed interest rate on the Term Loan. (see Note 8 in the Notes to Consolidated Financial Statements contained in this Form 10-Q for further information on the accounting for the Swap.)

Unsecured Line of Credit

As of March 31, 2014 and December 31, 2013, our unsecured Line of Credit (“LOC”) had availability of \$380 million with no amounts outstanding. Our LOC bears a LIBOR rate plus a maximum of 1.40% to 2.00%, contains a 0.25% to 0.40% facility fee and has a maturity date of September 15, 2016. We have a one year extension option under our LOC.

As of March 31, 2014, we are in compliance in all material aspects with the covenants in our borrowing arrangements.

Note 8 – Derivative Instruments and Hedging Activities

Cash Flow Hedges of Interest Rate Risk

In connection with the Term Loan, we entered into a Swap (see Note 7 in the Notes to the Consolidated Financial Statements contained in this Form 10-Q for information about the Term Loan related to the Swap) that fixes the underlying LIBOR rate on the Term Loan at 1.11% per annum for the first three years and matures on July 1, 2014. Based on actual leverage as of March 31, 2014, our spread over LIBOR was 1.95%, resulting in an actual all-in interest rate of 3.06% per annum. We have designated the Swap as a cash flow hedge. No gain or loss was recognized in the Consolidated Statements of Income and Comprehensive Income related to hedge ineffectiveness or to amounts excluded from effectiveness testing on our cash flow hedge during the quarter ended March 31, 2014.

Amounts reported in accumulated other comprehensive loss on the Consolidated Balance Sheets related to derivatives will be reclassified to interest expense as interest payments are made on our variable-rate debt. Through the remaining term of the swap, July 1, 2014, we estimate that an additional \$0.5 million will be reclassified as an increase to interest expense.

Derivative Instruments and Hedging Activities

The table below presents the fair value of our derivative financial instrument as well as our classification on our Consolidated Balance Sheets as of March 31, 2014 and December 31, 2013 (amounts in thousands).

|                    | Balance Sheet Location                       | March 31,<br>2014 | December 31,<br>2013 |
|--------------------|--|-------------------|----------------------|
| Interest Rate Swap | Accrued payroll and other operating expenses | \$483             | \$928                |

Tabular Disclosure of the Effect of Derivative Instruments on the Income Statement

The tables below present the effect of our derivative financial instrument on the Consolidated Statements of Income and Comprehensive Income for the quarters ended March 31, 2014 and 2013 (amounts in thousands).

| Derivatives in Cash Flow Hedging Relationship | Amount of loss recognized in OCI on derivative (effective portion) |                   | Location of loss reclassified from accumulated OCI into income (effective portion) | Amount of loss reclassified from accumulated OCI into income (effective portion) |                   |
|---|--|-------------------|--|--|-------------------|
|   | March 31,<br>2014  | March 31,<br>2013 |  | March 31,<br>2014  | March 31,<br>2013 |
|   |  |                   |  |  |                   |

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|                    |      |     |                  |       |       |
|--------------------|------|-----|------------------|-------|-------|
| Interest Rate Swap | \$25 | \$7 | Interest Expense | \$470 | \$449 |
|--------------------|------|-----|------------------|-------|-------|

We determined that no adjustment was necessary for nonperformance risk on our derivative obligation. As of March 31, 2014, we have not posted any collateral related to this agreement.

Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements

Note 9 – Deferred Revenue-entry of right-to-use contracts and Deferred Commission Expense

Upfront payments received upon the entry of right-to-use contracts are recognized in accordance with FASB ASC 605. We recognize the up-front non-refundable payments over the estimated customer life, which, based on historical attrition rates, we have estimated to be between one to 31 years. The commissions paid on the entry of right-to-use contracts are deferred and amortized over the same period as the related revenue.

Components of the change in deferred revenue-right-to-use contracts and deferred commission expense are as follows (amounts in thousands):

|   | Quarters Ended March 31, |          |
|---|--------------------------|----------|
|   | 2014                     | 2013     |
| Deferred revenue – right-to-use contracts, as of January 1, | \$68,673                 | \$62,979 |
| Deferral of new right-to-use contracts                      | 2,923                    | 2,831    |
| Deferred revenue recognized                                 | (1,776                   | ) (1,791 |
| Net increase in deferred revenue                            | 1,147                    | 1,040    |
| Deferred revenue – right-to-use contracts, as of March 31,  | \$69,820                 | \$64,019 |
| Deferred commission expense, as of January 1,               | \$25,251                 | \$22,842 |
| Costs deferred  | 1,239                    | 1,093    |
| Commission expense recognized                               | (684                     | ) (630   |
| Net increase in deferred commission expense                 | 555                      | 463      |
| Deferred commission expense, as of March 31,                | \$25,806                 | \$23,305 |

Note 10 – Stock Option Plan and Stock Grants

We account for our stock-based compensation in accordance with the Codification Topic “Compensation – Stock Compensation” (“FASB ASC 718”).

Stock-based compensation expense, reported in “General and administrative” on the Consolidated Statements of Income and Comprehensive Income, for the quarters ended March 31, 2014 and 2013 was approximately \$0.7 million and \$1.1 million, respectively.

Our Stock Option and Stock Award Plan (the “Plan”) was adopted in December 1992 and was amended and restated from time to time, most recently effective March 23, 2001 for a ten year term. After March 23, 2011, when the Plan expired, we granted to certain directors, executive officers and a consultant a total of 383,330 shares of restricted stock, net of the number of shares that were subsequently forfeited before vesting, in private placements exempt from registration. All the restricted stock shares issued (the “Restricted Stock Grants”) were approved by our Board of Directors at the recommendation of the Compensation, Nominating, and Corporate Governance Committee of our Board of Directors. The expiration of the Plan did not materially impact the accounting for these awards. At our 2014 Annual Meeting of Stockholders, we are asking our stockholders to ratify the Restricted Stock Grants. During the quarter ended March 31, 2014, there were no restricted stock grants issued.

Note 11 – Long-Term Cash Incentive Plan

On January 24, 2013, our Compensation, Nominating and Corporate Governance Committee (the “Committee”) approved a Long-Term Cash Incentive Plan Award (the “2013 LTIP”) to provide a long-term cash bonus opportunity to certain members of our management. The 2013 LTIP was approved by the Committee pursuant to the authority set forth in the Long Term Cash Incentive Plan approved by the Board of Directors on May 15, 2007. The total cumulative payment for all participants (the “Eligible Payment”) is based upon certain performance conditions being met over a three year period ending December 31, 2015.

The Committee has responsibility for administering the 2013 LTIP and may use its reasonable discretion to adjust the performance criteria or Eligible Payments to take into account the impact of any major or unforeseen transaction or

event. Our executive officers are not participants in the 2013 LTIP. The Eligible Payment will be paid in cash upon completion of our annual audit for the 2015 fiscal year and upon satisfaction of the vesting conditions as outlined in the 2013 LTIP and, including employer costs, is currently estimated to be approximately \$5.8 million. As of March 31, 2014, we had accrued compensation expense of approximately \$2.4 million for the 2013 LTIP, including approximately \$0.5 million in the three months ended March 31, 2014 and 2013.

Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements

Note 11 – Long-Term Cash Incentive Plan (continued)

The amount accrued for the 2013 LTIP reflects our evaluation of the 2013 LTIP based on forecasts and other available information and is subject to performance in line with forecasts and final evaluation and determination by the Committee. There can be no assurances that our estimates of the probable outcome will be representative of the actual outcome.

Note 12 – Commitments and Contingencies

California Rent Control Litigation

As part of our effort to realize the value of our Properties subject to rent control, we have previously initiated lawsuits against certain localities in California with the goal of achieving a level of regulatory fairness in California's rent control jurisdictions, and in particular those jurisdictions that prohibit increasing rents to market upon turnover. Such regulations allow tenants to sell their homes for a price that includes a premium above the intrinsic value of the homes. The premium represents the value of the future discounted rent-controlled rents, which is fully capitalized into the prices of the homes sold. In our view, such regulations result in a transfer to the tenants of the value of our land, which would otherwise be reflected in market rents. We have discovered through the litigation process that certain municipalities considered condemning our Properties at values well below the value of the underlying land. In our view, a failure to articulate market rents for Sites governed by restrictive rent control would put us at risk for condemnation or eminent domain proceedings based on artificially reduced rents. Such a physical taking, should it occur, could represent substantial lost value to stockholders. We are cognizant of the need for affordable housing in the jurisdictions, but assert that restrictive rent regulation does not promote this purpose because tenants pay to their sellers as part of the purchase price of the home all the future rent savings that are expected to result from the rent control regulations, eliminating any supposed improvement in the affordability of housing. In a more well-balanced regulatory environment, we would receive market rents that would eliminate the price premium for homes, which would trade at or near their intrinsic value. Such efforts have included the following matters:

City of San Rafael

We sued the City of San Rafael on October 13, 2000 in the U.S. District Court for the Northern District of California, challenging its rent control ordinance (the "Ordinance") on constitutional grounds. We believe the litigation was settled by the City's agreement to amend the ordinance to permit adjustments to market rent upon turnover. The City subsequently rejected the settlement agreement. The Court refused to enforce the settlement agreement, and submitted to a jury the claim that it had been breached. In October 2002, a jury found no breach of the settlement agreement. Our constitutional claims against the City were tried in a bench trial during April 2007. On April 17, 2009, the Court issued its Order for Entry of Judgment in our favor (the "April 2009 Order"). On June 10, 2009, the Court ordered the City to pay us net fees and costs of approximately \$2.1 million. On June 30, 2009, as anticipated by the April 2009 Order, the Court entered final judgment that gradually phased out the City's Site rent regulation scheme that the Court found unconstitutional. Pursuant to the final judgment, existing residents of our Property in San Rafael would be able to continue to pay Site rent as if the Ordinance were to remain in effect for a period of 10 years, enforcement of the Ordinance was immediately enjoined with respect to new residents of the Property, and the Ordinance would expire entirely ten years from the June 30, 2009 date of judgment.

The City and the residents' association (which intervened in the case) appealed, and we cross-appealed. On April 17, 2013, the United States Court of Appeals for the Ninth Circuit issued an opinion in which, among other rulings, it reversed the trial court's determinations that the Ordinance had unconstitutionally taken our property and that we were entitled to an award of attorneys' fees and costs, and affirmed the jury verdict that the City had not breached the settlement agreement and affirmed the award to the City of approximately \$1.25 million of attorneys' fees and costs on the settlement agreement claims. On May 1, 2013, we filed with the Court of Appeals a petition for panel rehearing

and rehearing en banc, which was denied on June 3, 2013. On June 26, 2013, the Court of Appeals' mandate issued. On September 3, 2013, we filed a petition for review by the U.S. Supreme Court. On September 10, 2013, the City and the residents' association each waived the right to respond to our petition. On October 7, 2013, the Supreme Court requested that a response be filed, which was filed on December 6, 2013. We filed a reply supporting our petition on December 20, 2013. On January 13, 2014, the Supreme Court issued an order denying our petition for review. During the year ended December 31, 2013, we paid approximately \$1.4 million related to the ruling of the Court of Appeals. On July 10, 2013, we paid to the City \$1.27 million to satisfy, including interest, the attorneys' fees and costs judgment affirmed by the Court of Appeals. In August 2013, we also paid to the City approximately \$0.08 million to satisfy its claim for attorney's fees on appeal.



Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements  
Note 12 – Commitments and Contingencies (continued)

City of Santee

On January 31, 2012, we sued the City of Santee in the United States District for the Southern District of California alleging that the City's rent control ordinance effectuates a regulatory and private taking of our property and is unconstitutional under the Fifth and Fourteenth Amendments to the United States Constitution. On April 2, 2012, the City filed a motion to dismiss the complaint. On December 21, 2012, the Court entered an order in which it: (a) denied the City's motion to dismiss our private taking and substantive due process claims; (b) granted the City's motion to dismiss our procedural due process claim as not cognizable because of the availability of a state remedy of a writ of mandamus; and (c) granted the City's motion to dismiss our regulatory taking claim as being not ripe. In addition, we also filed in the California Superior Court on February 1, 2012 a petition for a writ of administrative mandamus, and on September 28, 2012 a motion for writ of administrative mandamus, seeking orders directing that a rent increase petition we had filed with the City be granted. On April 5, 2013, the Court denied our petition for writ of administrative mandamus. On June 3, 2013, we filed an appeal to the California Court of Appeal from the denial of our petition for writ of administrative mandamus.

On September 26, 2013, we entered a settlement agreement with the City of Santee pursuant to which the City agreed to the entry of a peremptory writ of mandate by the Superior Court directing the City to grant us a special adjustment under the City's rent control ordinance permitting us, subject to the terms of the agreement, to increase Site rents at the Meadowbrook community through January 1, 2034 as follows: (a) a one-time 2.5% rent increase on all Sites in January 2014; plus (b) annual rent increases of 100% of the consumer price index (CPI) beginning in 2014; and (c) a 10% increase in the rent on a site upon turnover of that site. Absent the settlement, the rent control ordinance limited us to annual rent increases of at most 70% of CPI with no increases on turnover of a site.

Colony Park

On December 1, 2006, a group of tenants at our Colony Park Property in Ceres, California filed a complaint in the California Superior Court for Stanislaus County alleging that we had failed to properly maintain the Property and had improperly reduced the services provided to the tenants, among other allegations. We answered the complaint by denying all material allegations and filed a counterclaim for declaratory relief and damages. The case proceeded in Superior Court because our motion to compel arbitration was denied and the denial was upheld on appeal. Trial of the case began on July 27, 2010. After just over three months of trial in which the plaintiffs asked the jury to award a total of approximately \$6.8 million in damages, the jury rendered verdicts awarding a total of less than \$44,000 to six out of the 72 plaintiffs, and awarding nothing to the other 66 plaintiffs. The plaintiff's who were awarded nothing filed a motion for a new trial or alternatively for judgment notwithstanding the jury's verdict, which the Court denied on February 14, 2011. All but three of the 66 plaintiffs to whom the jury awarded nothing appealed. Oral argument in the appeal was held on September 19, 2013 and the matter was taken under submission by the California Court of Appeal. By orders entered on December 14, 2011, the Superior Court awarded us approximately \$2.0 million in attorneys' fees and other costs jointly and severally against the plaintiffs to whom the jury awarded nothing, and awarded no attorneys' fees or costs to either side with respect to the six plaintiffs to whom the jury awarded less than \$44,000. Plaintiffs filed an appeal from the approximately \$2.0 million award of our attorneys' fees and other costs. Oral argument in that appeal was also held on September 19, 2013. On December 3, 2013, the Court of Appeal issued a partially published opinion that rejected all of plaintiffs' claims on appeal except one, relating to whether the park's rules prohibited the renting of spaces to recreational vehicles. The Court of Appeal reversed the judgment on the recreational vehicle issue and remanded for further proceedings regarding that issue. Because the judgment was reversed, the award of attorney's fees and other costs was also reversed. Both sides filed rehearing petitions with the Court of Appeal. On December 31, 2013, the Court of Appeal granted the defendants' rehearing petition and ordered the parties to submit supplemental briefing, which the parties did. On March 10, 2014, the Court of Appeal issued a new partially published opinion in which it again rejected all of plaintiffs' claims on appeal except the one relating to whether the park's rules prohibited the renting of spaces to recreational vehicles, reversing the judgment on that issue and remanding it for further proceedings, and accordingly vacating the award of attorney's fees and other costs.

California Hawaiian

On April 30, 2009, a group of tenants at our California Hawaiian Property in San Jose, California filed a complaint in the California Superior Court for Santa Clara County, Case No. 109CV140751, alleging that we have failed to properly maintain the Property and have improperly reduced the services provided to the tenants, among other allegations. We moved to compel arbitration and stay the proceedings, to dismiss the case, and to strike portions of the complaint. By order dated October 8, 2009, the Court granted our motion to compel arbitration and stayed the court proceedings pending the outcome of the arbitration. The plaintiffs filed with the California Court of Appeal a petition for a writ seeking to overturn the trial court's arbitration and stay orders. On

Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements  
Note 12 – Commitments and Contingencies (continued)

May 10, 2011, the Court of Appeal granted the petition and ordered the trial court to vacate its order compelling arbitration and to restore the matter to its litigation calendar for further proceedings. On May 24, 2011, we filed a petition for rehearing requesting the Court of Appeal to reconsider its May 10, 2011 decision. On June 8, 2011, the Court of Appeal denied the petition for rehearing. On June 16, 2011, we filed with the California Supreme Court a petition for review of the Court of Appeal's decision. On August 17, 2011, the California Supreme Court denied the petition for review.

The trial commenced on January 27, 2014. On April 14-15, 2014, the jury entered verdicts against our operating partnership of approximately \$15.3 million in compensatory damages and approximately \$95.8 million in punitive damages. At March 31, 2014, based on the information available to us, a material loss was neither probable nor estimable. We have taken into consideration the events that have occurred after the reporting period and before the financial statements were issued, including the jury verdicts. We will vigorously seek to overturn these verdicts in the trial court or on appeal, including but not limited to asking the trial judge to grant a new trial and to reduce the damages. We anticipate a lengthy time period to achieve resolution of this case.

Given the uncertainty related to the ultimate resolution of this case as well as the time period to reach a conclusion, we are unable to provide an estimate of any possible loss. We currently estimate a range of possible outcomes between zero and \$111.0 million based on all of the facts presented. At this time, we cannot determine that any amount within the range is a better estimate and therefore we conclude that we should accrue the minimum of zero as of March 31, 2014. We will continue to evaluate the possible outcomes of this case in light of future developments and their potential impact on factors relevant to our assessment of any possible loss.

Other

In addition to legal matters discussed above, we are involved in various other legal and regulatory proceedings ("Other Proceedings") arising in the ordinary course of business. The Other Proceedings include, but are not limited to, notices, consent decrees, information requests, and additional permit requirements and other similar enforcement actions by governmental agencies relating to our water and wastewater treatment plants and other waste treatment facilities. Additionally, in the ordinary course of business, our operations are subject to audit by various taxing authorities. Management believes these Other Proceedings taken together do not represent a material liability. In addition, to the extent any such proceedings or audits relate to newly acquired Properties, we consider any potential indemnification obligations of sellers in our favor.

Note 13 – Reportable Segments

Operating segments are defined as components of an entity for which separate financial information is available that is evaluated regularly by the chief operating decision maker. The chief operating decision maker evaluates and assesses performance on a monthly basis. Segment operating performance is measured on Net Operating Income ("NOI"). NOI is defined as total operating revenues less total operating expenses. Segments are assessed before interest income, depreciation and amortization of in-place leases.

We have two reportable segments which are: (i) Property Operations and (ii) Home Sales and Rentals Operations. The Property Operations segment owns and operates land lease Properties and the Home Sales and Rentals Operations segment purchases, sells and leases homes at the Properties.

All revenues are from external customers and there is no customer who contributed 10% or more of our total revenues during the quarters ended March 31, 2014 or 2013.



Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements

Note 13 – Reportable Segments (continued)

The following tables summarize our segment financial information for the quarters ended March 31, 2014 and 2013 (amounts in thousands):

Quarter Ended March 31, 2014

|   | Property<br>Operations | Home Sales<br>and Rentals<br>Operations | Consolidated |
|---|------------------------|---|--------------|
| Operations revenues                               | \$183,059              | \$9,230                                 | \$192,289    |
| Operations expenses                               | (83,663                | ) (7,845                                | ) (91,508    |
| Income from segment operations                    | 99,396                 | 1,385                                   | 100,781      |
| Interest income                                   | 797                    | 1,109                                   | 1,906        |
| Depreciation on real estate and rental homes      | (24,858                | ) (2,784                                | ) (27,642    |
| Amortization of in-place leases                   | (1,315                 | ) —                                     | (1,315       |
| Income from operations                            | \$74,020               | \$(290                                  | ) 73,730     |
| Reconciliation to Consolidated net income         |                        |   |              |
| Corporate interest income                         |                        |   | 791          |
| Income from other investments, net                |                        |   | 1,601        |
| General and administrative                        |                        |   | (5,760       |
| Interest and related amortization                 |                        |   | (28,048      |
| Property rights initiatives                       |                        |   | (311         |
| Equity in income of unconsolidated joint ventures |                        |   | 1,887        |
| Consolidated net income                           |                        |   | \$43,890     |
| Total assets                                      | \$3,118,684            | \$291,878                               | \$3,410,562  |
| Capital improvements                              | \$4,994                | \$5,006                                 | \$10,000     |

Quarter Ended March 31, 2013

|   | Property<br>Operations | Home Sales<br>and Rentals<br>Operations | Consolidated |
|---|------------------------|---|--------------|
| Operations revenues                               | \$172,990              | \$6,407                                 | \$179,397    |
| Operations expenses                               | (79,486                | ) (5,178                                | ) (84,664    |
| Income from segment operations                    | 93,504                 | 1,229                                   | 94,733       |
| Interest income                                   | 801                    | 977                                     | 1,778        |
| Depreciation on real estate and rental homes      | (24,375                | ) (1,645                                | ) (26,020    |
| Amortization of in-place leases                   | (159                   | ) —                                     | (159         |
| Income from operations                            | \$69,771               | \$561                                   | 70,332       |
| Reconciliation to Consolidated net income         |                        |   |              |
| Corporate interest income                         |                        |   | 120          |
| Income from other investments, net                |                        |   | 2,480        |
| General and administrative                        |                        |   | (6,711       |
| Interest and related amortization                 |                        |   | (30,123      |
| Property rights initiatives                       |                        |   | (232         |
| Equity in income of unconsolidated joint ventures |                        |   | 576          |
| Discontinued operations                           |                        |   | 3,068        |
| Gain on sale of property, net of tax              |                        |   | 958          |
| Consolidated net income                           |                        |   | \$40,468     |

|  |             |           |             |
|--|-------------|-----------|-------------|
| Assets held for use                        | \$3,012,069 | \$294,692 | \$3,306,761 |
| Assets held for disposition <sup>(a)</sup> |             |           | \$119,805   |
| Total assets                               |             |           | \$3,426,566 |
| Capital improvements                       | \$4,311     | \$12,726  | \$17,037    |

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(a) Asset balances as of March 31, 2013 for Properties held for disposition, have been reclassified to “Assets held for disposition.”

Equity LifeStyle Properties, Inc.  
Notes to Consolidated Financial Statements

Note 13 – Reportable Segments (continued)

The following table summarizes our financial information for the Property Operations segment, specific to continuing operations, for the quarters ended March 31, 2014 and 2013 (amounts in thousands):

|   | Quarters Ended    |                   |
|---|-------------------|-------------------|
|   | March 31,<br>2014 | March 31,<br>2013 |
| Revenues:                                       |                   |                   |
| Community base rental income                    | \$106,045         | \$100,776         |
| Resort base rental income                       | 44,949            | 40,739            |
| Right-to-use annual payments                    | 11,214            | 11,523            |
| Right-to-use contracts current period, gross    | 2,923             | 2,831             |
| Right-to-use contracts current period, deferred | (1,147 )          | (1,040 )          |
| Utility income and other                        | 17,571            | 16,683            |
| Ancillary services revenues, net                | 1,504             | 1,478             |
| Total property operations revenues              | 183,059           | 172,990           |
| Expenses:                                       |                   |                   |
| Property operating and maintenance              | 58,696            | 55,055            |
| Real estate taxes                               | 12,485            | 12,400            |
| Sales and marketing, gross                      | 2,405             | 2,361             |
| Sales and marketing deferred commissions, net   | (555 )            | (463 )            |
| Property management                             | 10,632            | 10,133            |
| Total property operations expenses              | 83,663            | 79,486            |
| Income from property operations segment         | \$99,396          | \$93,504          |

The following table summarizes our financial information for the Home Sales and Rentals Operations segment, specific to continuing operations, for the quarters ended March 31, 2014 and 2013 (amounts in thousands):

|   | Quarters Ended    |                   |
|---|-------------------|-------------------|
|   | March 31,<br>2014 | March 31,<br>2013 |
| Revenues:   |                   |                   |
| Gross revenue from home sales                         | \$5,178           | \$2,696           |
| Brokered resale revenues, net                         | 295               | 317               |
| Rental home income <sup>(a)</sup>                     | 3,757             | 3,394             |
| Total revenues  | 9,230             | 6,407             |
| Expenses:   |                   |                   |
| Cost of home sales                                    | 5,368             | 2,781             |
| Home selling expenses                                 | 569               | 527               |
| Rental home operating and maintenance                 | 1,908             | 1,870             |
| Total expenses  | 7,845             | 5,178             |
| Income from home sales and rentals operations segment | \$1,385           | \$1,229           |

(a) Segment information does not include Site rental income included in Community base rental income.

Item 2. Management’s Discussion and Analysis of Financial Condition and Results of Operations

Overview

We are a self-administered, self-managed, real estate investment trust (“REIT”) with headquarters in Chicago, Illinois. We are a fully integrated owner and operator of lifestyle-oriented properties (“Properties”). We lease individual developed areas (“Sites”) with access to utilities for placement of factory built homes, cottages, cabins or recreational vehicles (“RVs”). Customers may lease individual Sites or purchase right-to-use contracts providing the customer access to specific Properties for limited stays. We were formed to continue the property operations, business objectives and acquisition strategies of an entity that had owned and operated Properties since 1969. As of March 31, 2014, we owned or had an ownership interest in a portfolio of 379 Properties located throughout the United States and Canada containing 140,333 residential Sites. These Properties are located in 32 states and British Columbia (with the number of Properties in each state or province shown parenthetically) as follows: Florida (120), California (49), Arizona (41), Texas (17), Pennsylvania (15), Washington (14), Colorado (10), Wisconsin (10), Oregon (9), North Carolina (8), Delaware (7), Indiana (7), Nevada (7), New York (7), Virginia (7), Illinois (5), Maine (5), Massachusetts (5), Idaho (4), Michigan (4), Minnesota (4), New Jersey (4), South Carolina (3), Utah (3), Maryland (2), New Hampshire (2), North Dakota (2), Ohio (2), Tennessee (2), Alabama (1), Connecticut (1), Kentucky (1), and British Columbia (1).

This report includes certain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. When used, words such as “anticipate,” “expect,” “believe,” “project,” “intend,” “may be” and “will be” or similar words or phrases, or the negative thereof, unless the context requires otherwise, are intended to identify forward-looking statements and may include without limitation, information regarding our expectations, goals or intentions regarding the future, and the expected effect of recent acquisitions on us. These forward-looking statements are subject to numerous assumptions, risks and uncertainties, including, but not limited to:

- our ability to control costs, real estate market conditions, the actual rate of decline in customers, the actual use of Sites by customers and our success in acquiring new customers at our Properties (including those that we may acquire);
- our ability to maintain historical or increase future rental rates and occupancy with respect to Properties currently owned or that we may acquire;
- our ability to retain and attract customers renewing, upgrading and entering right-to-use contracts;
- our assumptions about rental and home sales markets;
- our ability to manage counterparty risk;
- in the age-qualified Properties, home sales results could be impacted by the ability of potential home buyers to sell their existing residences as well as by financial, credit and capital markets volatility;
- results from home sales and occupancy will continue to be impacted by local economic conditions, lack of affordable manufactured home financing and competition from alternative housing options including site-built single-family housing;
- impact of government intervention to stabilize site-built single family housing and not manufactured housing;
- effective integration of recent acquisitions and our estimates regarding the future performance of recent acquisitions;
- the completion of future transactions in their entirety, if any, and timing and effective integration with respect thereto;
- unanticipated costs or unforeseen liabilities associated with recent acquisitions;
- ability to obtain financing or refinance existing debt on favorable terms or at all;
- the effect of interest rates;
- the dilutive effects of issuing additional securities;
- the effect of accounting for the entry of contracts with customers representing a right-to-use the Properties under the Codification Topic “Revenue Recognition;”
- the outcome of the case currently pending in the California Superior Court for Santa Clara County, Case No. 109CV140751, involving our California Hawaiian manufactured home property; and
- other risks indicated from time to time in our filings with the Securities and Exchange Commission.

These forward-looking statements are based on management’s present expectations and beliefs about future events. As with any projection or forecast, these statements are inherently susceptible to uncertainty and changes in circumstances. We are under no obligation to, and expressly disclaim any obligation to, update or alter our



forward-looking statements whether as a result of such changes, new information, subsequent events or otherwise. Management's discussion and analysis of financial condition and results of operations include certain financial measures in management's view of the business which we believe are meaningful as they allow the investor the ability to understand key operating details of our business both with and without regard to certain accounting conventions or items which may not always be indicative of recurring annual cash flow of the portfolio.

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The following chart lists the Properties acquired, invested in, or sold since January 1, 2013 through March 31, 2014.

| Property                              | Transaction Date   | Sites    |
|---------------------------------------|--------------------|----------|
| Total Sites as of January 1, 2013     |                    | 142,679  |
| Property or Portfolio:                |                    |          |
| Acquisitions:                         |                    |          |
| Pheasant Lake                         | August 1, 2013     | 613      |
| Rainbow Lake                          | August 1, 2013     | 270      |
| Westwood Estates                      | August 1, 2013     | 324      |
| Fiesta Key                            | September 16, 2013 | 324      |
| Neshonoc                              | December 17, 2013  | 284      |
| Blackhawk                             | January 7, 2014    | 490      |
| Lakeland                              | January 24, 2014   | 682      |
| Expansion Site Development and other: |                    |          |
| Sites added (reconfigured) in 2013    |                    | (24 )    |
| Sites added (reconfigured) in 2014    |                    | 35       |
| Dispositions:                         |                    |          |
| Avon on the Lake                      | July 23, 2013      | (616 )   |
| Cranberry Lake                        | July 23, 2013      | (328 )   |
| Fairchild Lake                        | July 23, 2013      | (344 )   |
| Grand Blanc Crossing                  | July 23, 2013      | (478 )   |
| Holly Hills                           | July 23, 2013      | (241 )   |
| Oakland Glens                         | July 23, 2013      | (724 )   |
| Old Orchard                           | July 23, 2013      | (200 )   |
| Royal Estates                         | July 23, 2013      | (183 )   |
| Westbrook                             | July 23, 2013      | (387 )   |
| Westbridge Manor                      | July 23, 2013      | (1,424 ) |
| Ferrand Estates                       | September 25, 2013 | (419 )   |
| Total Sites as of March 31, 2014      |                    | 140,333  |

The gross investment in real estate has increased approximately \$68 million to \$4,296 million as of March 31, 2014 from \$4,228 million as of December 31, 2013 primarily due to the acquisition of the Blackhawk and Lakeland resort properties and Colony Cove land purchase.

Outlook

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. Revenues are subject to seasonal fluctuations and accordingly, quarterly interim results may not be indicative of full fiscal year results.

The following table shows the breakdown of our Sites by type. Our community Sites and annual resort Sites are leased on an annual basis. Seasonal Sites are leased to customers generally for three to six months. Transient Sites are leased to customers on a short-term basis. The revenue from seasonal and transient Sites is generally higher during the first and third quarters. We expect to service over 100,000 customers at our transient Sites in 2014 and we consider this revenue stream to be our most volatile as it is subject to weather conditions and other factors affecting the marginal RV customer's vacation and travel preferences. Sites designated as right-to-use Sites are primarily utilized to service the approximately 96,400 customers who have entered into right-to-use contracts. We also have interests in joint venture Properties for which revenue is classified as Equity in income from unconsolidated joint ventures in the Consolidated Statements of Income and Comprehensive Income.

|                 |                                     |
|-----------------|-------------------------------------|
|                 | Total Sites as of<br>March 31, 2014 |
| Community sites | 69,900                              |
| Resort sites:   |                                     |

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|                               |         |
|-------------------------------|---------|
| Annual                        | 24,300  |
| Seasonal                      | 9,100   |
| Transient                     | 9,800   |
| Right-to-use <sup>(1)</sup>   | 24,100  |
| Joint Ventures <sup>(2)</sup> | 3,100   |
|                               | 140,300 |

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<sup>(1)</sup> Includes approximately 4,900 Sites rented on an annual basis.

<sup>(2)</sup> Joint ventures have approximately 2,200 annual Sites, approximately 400 Seasonal sites and approximately 500 Transient sites.

The following comparisons exclude the results from the 11 Properties that have been reclassified to “Discontinued operations” on the Consolidated Statements of Income and Comprehensive Income (see Note 4 in the Notes to the Consolidated Financial Statements contained in this Form 10-Q).

A significant portion of our rental agreements on community Sites tie rent increases directly or indirectly to published Consumer Price Index (“CPI”) statistics that are issued from June through September of the year prior to the increase effective date. We currently expect our 2014 Core community base rental income to increase approximately 3.0% compared to 2013. The expected increase consists of a 2.6% rate increase and occupancy gains of approximately 0.4%.

Nineteen of our 49 California Properties, our seven Delaware Properties and one of our five Massachusetts Properties are affected by state and local rent control regulations. The impact of the rent control regulations is to limit our ability to implement rent increases based on prevailing market conditions. The regulations generally provide the ability to increase rates by a percentage of the increase in the CPI. The limit on rent increases may range from 60% to 100% of CPI with certain maximum limits depending on the jurisdiction.

Beginning in 2013, we have seen an increase in the sales volume of new and used homes in our communities. We attribute this increase to various factors including management's focus on increasing the number of homeowners within our communities, changes to incentive structures for our on-site personnel to emphasize home sales rather than rentals and willingness of an increasing number of customers to commit their capital to purchase a home in our communities. Our Core Portfolio (as defined below) used home sales in our manufactured home communities during the quarter ended March 31, 2014, increased 12.2% over the same period of the prior year. This is 25.1% more than first quarter of 2012.

In the years following the disruption in the site-built housing market, our home sales business was negatively impacted by our customers' inability to sell their existing site-built homes and relocate to their retirement destination. As a result, we focused on home rental rather than sales as our primary source of occupancy upon turnover. As we managed and expanded our portfolio of rental homes, we placed homes in communities where we believed we could successfully sell homes as the market improved. We continue to allocate capital to home purchases based on our assessment of market conditions and emphasize home sales in that assessment.

In 2013 we entered into a joint venture, ECHO Financing, LLC, with a home manufacturer to buy and sell homes, as well as to offer another financing option to purchasers of homes at our Properties. Chattel financing options available today include community owner funded programs or third party lender programs which provide subsidized financing to customers and require the community owner to guarantee customer defaults. Third party lender programs have stringent underwriting criteria, sizable down payment requirements, short loan amortization and high interest rates. As of March 31, 2014, we had 5,503 occupied manufactured home rentals. For the quarters ended March 31, 2014 and 2013, rental program net operating income was approximately \$9.1 million and \$9.4 million, respectively, net of rental asset depreciation expense of approximately \$2.8 million and \$1.6 million, respectively. The increase in rental asset depreciation expense is due to the change in the accounting policy (see Note 1 in the Notes to Consolidated Financial Statements contained in this Form 10-Q). Approximately \$10.0 million and \$9.5 million of rental operations revenue was included in community base rental income for the quarters ended March 31, 2014 and 2013, respectively. We continue to evaluate home rental operations and may continue to invest in additional units.

In our resort Properties, we are focused on engaging with our existing customers and providing them the lifestyle they seek as well as attracting additional customers interested in our Properties. We continue to see growth in our annual revenues. First quarter Core annual revenues were 5.2% higher than the first quarter of last year. Our customer base is loyal and engaged in the lifestyle we offer at our Properties. We have annual customers who have stayed ten years with us and our member base includes members who have camped with us for more than twenty years. Our social media presence has increased within this member base.

In the spring of 2010, we introduced low-cost membership products that focus on the installed base of approximately nine million RV owners. Such products include right-to-use contracts that entitle the customer to use certain Properties. We are offering a Zone Park Pass (“ZPP”), which can be purchased for one to five zones of the United States and requires annual payments. Beginning on February 1, 2013, the required annual payments increased from \$499 to

\$525. The ZPP replaces high cost products that were typically entered into at Properties after tours and lengthy sales presentations. Prior to 2010, we incurred significant costs to generate leads, conduct tours and make sales presentations. A single zone ZPP requires no additional upfront payment while additional zones may be purchased for modest additional upfront payments. Since inception we have entered into approximately 40,500 ZPPs. For the quarter ended March 31, 2014, we entered into approximately 2,800 ZPPs, or a 6.5% increase from approximately 2,600 ZPPs for the quarter ended March 31, 2013. Of the 2,800 ZPP's activated during the quarter ended March 31, 2014, approximately 1,500 were sold to dues paying members.

In 2012, we initiated a program with RV dealers to feature our ZPP as part of the dealers' sales and marketing efforts. In return, we provide the dealer with a ZPP membership to give to their customers in connection with the purchase of an RV. Since

the inception of the ZPP program with the RV dealers and we have activated 8,914 ZPPs. While certain RV dealers make up-front cash payments in exchange for the ZPP they bundle with an RV sale, no cash is received from the members during the first year of membership for memberships activated through the RV dealer program.

Existing customers are eligible to upgrade their right-to-use contract from time-to-time. An upgrade is currently distinguishable from a new right-to-use contract that a customer would enter into by, depending on the type of upgrade, offering (1) increased length of consecutive stay by 50% (i.e., up to 28 days); (2) ability to make earlier advance reservations; (3) discounts on rental units; (4) access to additional Properties, which may include use of Sites at non-membership RV Properties and (5) membership in discount travel programs. Each upgrade contract requires a nonrefundable upfront payment. We may finance the nonrefundable upfront payment.

We actively seek to acquire additional Properties and currently are engaged in negotiations relating to the possible acquisition of a number of Properties. At any time these negotiations are at varying stages, which may include contracts outstanding to acquire certain Properties, which are subject to satisfactory completion of our due diligence review.

#### Critical Accounting Policies and Estimates

Refer to the 2013 Form 10-K for a discussion of our critical accounting policies, which includes impairment of real estate assets and investments, revenue recognition and notes and contracts receivable. There have been no changes to these policies during the quarter ended March 31, 2014.

## Comparison of the Quarter Ended March 31, 2014 to the Quarter Ended March 31, 2013

The following tables for the comparison of the quarter ended March 31, 2014 to the quarter ended March 31, 2013 exclude the results from the 11 Properties that have been reclassified to “Discontinued operations” on the Consolidated Statements of Income and Comprehensive Income. When combined, the Income from property operations, Income from home sales and other and Total other expenses, net presented in the tables below reconcile to Income from continuing operations before equity in income of unconsolidated joint ventures on the Consolidated Statements of Income and Comprehensive Income.

## Income from Property Operations

The following table summarizes certain financial and statistical data for the Property Operations for all Properties owned and operated for the same period in both years (“Core Portfolio”) and the total portfolio for the quarters ended March 31, 2014 and 2013 (amounts in thousands). The Core Portfolio may change from time-to-time depending on acquisitions, dispositions and significant transactions or unique situations. The Core Portfolio in this Form 10-Q includes all Properties acquired prior to December 31, 2012 and which we have owned and operated continuously since January 1, 2013.

|  | Core Portfolio |            |                         |             | Total Portfolio |            |                         |             |   |  |
|--|----------------|------------|-------------------------|-------------|-----------------|------------|-------------------------|-------------|---|--|
|  | 2014           | 2013       | Increase/<br>(Decrease) | %<br>Change | 2014            | 2013       | Increase/<br>(Decrease) | %<br>Change |   |  |
| Community base rental income   | \$ 104,066     | \$ 100,776 | \$ 3,290                | 3.3         | % \$ 106,045    | \$ 100,776 | \$ 5,269                | 5.2         | % |  |
| Rental home income   | 3,741          | 3,394      | 347                     | 10.2        | % 3,757         | 3,394      | 363                     | 10.7        | % |  |
| Resort base rental income  | 43,438         | 40,739     | 2,699                   | 6.6         | % 44,949        | 40,739     | 4,210                   | 10.3        | % |  |
| Right-to-use annual payments   | 11,214         | 11,523     | (309)                   | (2.7)       | % 11,214        | 11,523     | (309)                   | (2.7)       | % |  |
| Right-to-use contracts current period, gross                                 | 2,923          | 2,831      | 92                      | 3.2         | % 2,923         | 2,831      | 92                      | 3.2         | % |  |
| Utility and other income   | 17,383         | 16,681     | 702                     | 4.2         | % 17,571        | 16,683     | 888                     | 5.3         | % |  |
| Property operating revenues, excluding deferrals                             | 182,765        | 175,944    | 6,821                   | 3.9         | % 186,459       | 175,946    | 10,513                  | 6.0         | % |  |
| Property operating and maintenance   | 57,608         | 55,025     | 2,583                   | 4.7         | % 58,696        | 55,055     | 3,641                   | 6.6         | % |  |
| Rental home operating and maintenance  | 1,901          | 1,870      | 31                      | 1.7         | % 1,908         | 1,870      | 38                      | 2.0         | % |  |
| Real estate taxes  | 12,174         | 12,400     | (226)                   | (1.8)       | % 12,485        | 12,400     | 85                      | 0.7         | % |  |
| Sales and marketing, gross   | 2,405          | 2,361      | 44                      | 1.9         | % 2,405         | 2,361      | 44                      | 1.9         | % |  |
| Property operating expenses, excluding deferrals and Property management     | 74,088         | 71,656     | 2,432                   | 3.4         | % 75,494        | 71,686     | 3,808                   | 5.3         | % |  |
| Income from property operations, excluding deferrals and Property management | 108,677        | 104,288    | 4,389                   | 4.2         | % 110,965       | 104,260    | 6,705                   | 6.4         | % |  |
| Property management  | 10,632         | 10,133     | 499                     | 4.9         | % 10,632        | 10,133     | 499                     | 4.9         | % |  |

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|   |          |          |         |     |   |          |          |         |     |   |
|---|----------|----------|---------|-----|---|----------|----------|---------|-----|---|
| Income from property operations, excluding deferrals                    | 98,045   | 94,155   | 3,890   | 4.1 | % | 100,333  | 94,127   | 6,206   | 6.6 | % |
| Right-to-use contracts, deferred and sales and marketing, deferred, net | 592      | 577      | \$15    | 2.6 | % | 592      | 577      | \$15    | 2.6 | % |
| Income from property operations   | \$97,453 | \$93,578 | \$3,875 | 4.1 | % | \$99,741 | \$93,550 | \$6,191 | 6.6 | % |

The 3.3% increase in Core Portfolio community base rental income primarily reflects a 2.8% increase in rates and a 0.5% increase in occupancy. The average monthly base rent per site increased to \$549 in 2014 from \$534 in 2013. The average occupancy increased to 92.0% in 2014 from 91.6% in 2013. The increase in Core property operating and maintenance expenses was primarily driven by increased utility expenses due to higher electric and gas usage, as well as an increase in rates across the portfolio driven by below average temperatures.



Resort base rental income is comprised of the following (amounts in thousands):

|                           | Core Portfolio |          |          |          | Total Portfolio |          |          |          |   |
|---------------------------|----------------|----------|----------|----------|-----------------|----------|----------|----------|---|
|                           | 2014           | 2013     | Variance | % Change | 2014            | 2013     | Variance | % Change |   |
| Annual                    | \$24,232       | \$23,024 | \$1,208  | 5.2      | % \$25,023      | \$23,024 | \$1,999  | 8.7      | % |
| Seasonal                  | 12,605         | 11,848   | 757      | 6.4      | % 12,776        | 11,848   | 928      | 7.8      | % |
| Transient                 | 6,601          | 5,867    | 734      | 12.5     | % 7,150         | 5,867    | 1,283    | 21.9     | % |
| Resort base rental income | \$43,438       | \$40,739 | \$2,699  | 6.6      | % \$44,949      | \$40,739 | \$4,210  | 10.3     | % |

The increase in rental home income and rental home operating and maintenance are discussed in further detail in the Rental Operations table below.

The 2.7% decrease in right-to-use annual payments is primarily due to a decrease in member count. During the quarter ending March 31, 2014, our member count decreased by 1,880 members compared to the same period in 2013.

Right-to-use contracts current period, gross, net of sales and marketing, gross, increased primarily due to higher upgrade sales. During the first quarter of 2014 there were 658 upgrade sales with an average price per sale of \$4,687.

This compares to 651 upgrade sales with an average price per sale of \$4,530 for the first quarter of 2013.

The following growth rate percentages exclude property management expense (amounts in thousands):

|  | Core Portfolio |           |          |          | Total Portfolio |           |          |          |   |
|--|----------------|-----------|----------|----------|-----------------|-----------|----------|----------|---|
|  | 2014           | 2013      | Variance | % Change | 2014            | 2013      | Variance | % Change |   |
| Property operating revenues, excluding Right-to-use contracts current period, gross                                    | \$179,842      | \$173,113 | \$6,729  | 3.9      | % \$183,536     | \$173,115 | \$10,421 | 6.0      | % |
| Property operating expenses, excluding Sales and marketing, gross  | 71,683         | 69,295    | 2,388    | 3.4      | % 73,089        | 69,325    | 3,764    | 5.4      | % |
| Income from property operations, excluding Right-to-use contracts current period, gross and Sales and marketing, gross | \$108,159      | \$103,818 | \$4,341  | 4.2      | % \$110,447     | \$103,790 | \$6,657  | 6.4      | % |

The increase in total portfolio income from property operations is due primarily to increases in Core community base rental income and Core resort base rental income and the impact of the 2013 and 2014 acquisitions, offset by increased utility expenses.

#### Home Sales Operations

The following table summarizes certain financial and statistical data for the Home Sales Operations for the quarters ended March 31, 2014 and 2013 (amounts in thousands, except home sales volumes).

|   | 2014    | 2013    | Variance | % Change |    |
|---|---------|---------|----------|----------|----|
| Gross revenues from new home sales                            | \$1,994 | \$481   | \$1,513  | 314.6    | %  |
| Cost of new home sales  | (1,812) | (472)   | (1,340)  | (283.9)  | %) |
| Gross profit from new home sales                              | 182     | 9       | 173      | 1,922.2  | %  |
| Gross revenues from used home sales                           | 3,184   | 2,215   | 969      | 43.7     | %  |
| Cost of used home sales                                       | (3,556) | (2,309) | (1,247)  | (54.0)   | %) |
| Gross loss from used home sales                               | (372)   | (94)    | (278)    | (295.7)  | %) |
| Brokered resale revenues and ancillary services revenues, net | 1,799   | 1,795   | 4        | 0.2      | %  |

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|   |         |         |        |         |    |
|---|---------|---------|--------|---------|----|
| Home selling expenses                       | (569    | ) (527  | ) (42  | ) (8.0  | )% |
| Income from home sales operations and other | \$1,040 | \$1,183 | \$(143 | ) (12.1 | )% |
| Home sales volumes                          |         |         |        |         |    |
| New home sales <sup>(1)</sup>               | 45      | 10      | 35     | 350.0   | %  |
| Used home sales                             | 380     | 341     | 39     | 11.4    | %  |
| Brokered home resales                       | 226     | 220     | 6      | 2.7     | %  |

<sup>(1)</sup> Includes 14 home sales through our Echo joint venture for the quarter ended March 31, 2014.

The decrease in income from home sales operations and other is primarily due to decreased gross profits on used home sales.

## Rental Operations

The following table summarizes certain financial and statistical data for manufactured home Rental Operations for the quarters ended March 31, 2014 and 2013 (amounts in thousands, except rental unit volumes).

|   | 2014      | 2013      | Variance | %<br>Change |    |
|---|-----------|-----------|----------|-------------|----|
| Manufactured homes:                                     |           |           |          |             |    |
| New Home  | \$5,825   | \$5,384   | \$441    | 8.2         | %  |
| Used Home   | 7,892     | 7,467     | 425      | 5.7         | %  |
| Rental operations revenue <sup>(1)</sup>                | 13,717    | 12,851    | 866      | 6.7         | %  |
| Rental home operating and maintenance                   | (1,908)   | (1,870)   | (38)     | (2.0)       | )% |
| Income from rental operations                           | 11,809    | 10,981    | 828      | 7.5         | %  |
| Depreciation on rental homes <sup>(2)</sup>             | (2,750)   | (1,562)   | (1,188)  | (76.1)      | )% |
| Income from rental operations, net of depreciation      | \$9,059   | \$9,419   | \$(360)  | (3.8)       | )% |
| Gross investment in new manufactured home rental units  | \$113,470 | \$109,558 | \$3,912  | 3.6         | %  |
| Gross investment in used manufactured home rental units | \$64,334  | \$60,472  | \$3,862  | 6.4         | %  |
| Net investment in new manufactured home rental units    | \$99,237  | \$99,155  | \$82     | 0.1         | %  |
| Net investment in used manufactured home rental units   | \$53,890  | \$53,923  | \$(33)   | (0.1)       | )% |
| Number of occupied rentals – new, end of period         | 2,097     | 1,928     | 169      | 8.8         | %  |
| Number of occupied rentals – used, end of period        | 3,406     | 3,391     | 15       | 0.4         | %  |

Approximately \$10.0 million and \$9.5 million for the quarters ended March 31, 2014 and 2013, respectively, of Site rental income are included in Community base rental income in the Income from Property Operations table.

(1) The remainder of home rental income is included in Rental home income in the Income from Property Operations table.

(2) Included in depreciation on real estate and other costs in the Consolidated Statements of Income and Comprehensive Income.

The increase in income from rental operations is due primarily to a higher number of rental units. In the ordinary course of business, we acquire used homes from customers through purchase, foreclosure on a lien or abandonment. In a vibrant new home sale market, older homes may be removed from sites and replaced with new homes. In the current environment, however, used homes are rented either in the condition received or after warranted rehabilitation. We continue to evaluate rental units and, depending on market conditions, may invest in additional new homes.

## Other Income and Expenses

The following table summarizes other income and expenses for the quarters ended March 31, 2014 and 2013 (amounts in thousands).

|   | 2014       | 2013       | Variance  | %<br>Change |    |
|---|------------|------------|-----------|-------------|----|
| Depreciation on real estate and rental homes          | \$(27,642) | \$(26,020) | \$(1,622) | (6.2)       | )% |
| Amortization of in-place leases                       | (1,315)    | (159)      | (1,156)   | (727.0)     | )% |
| Interest income                                       | 2,697      | 1,898      | 799       | 42.1        | %  |
| Income from other investments, net                    | 1,601      | 2,480      | (879)     | (35.4)      | )% |
| General and administrative (net of transaction costs) | (5,270)    | (6,711)    | 1,441     | 21.5        | %  |
| Transaction costs                                     | (490)      | —          | (490)     | (100.0)     | )% |

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|                                   |           |   |           |   |       |   |       |    |
|-----------------------------------|-----------|---|-----------|---|-------|---|-------|----|
| Property rights initiatives       | (311      | ) | (232      | ) | (79   | ) | (34.1 | )% |
| Interest and related amortization | (28,048   | ) | (30,123   | ) | 2,075 |   | 6.9   | %  |
| Total other expenses, net         | \$(58,778 | ) | \$(58,867 | ) | \$89  |   | 0.2   | %  |

Depreciation on real estate and rental homes increased primarily due to the change in the depreciable life of our new and used manufactured homes.

Amortization of in-place leases increased due primarily to the expected one-year life of in-place leases. In-place lease amortization in 2014 includes the amortization of in-place leases at five Properties and in 2013 includes the amortization at two Properties.

Interest income increased \$0.8 million primarily due to the collection of a previously reserved loan. The decrease in Income from other investments, net is primarily due to the \$1.0 million fair value of the contingent asset related to our Colony Cove property recognized during the first quarter 2013. General and administrative favorable variance is driven by lower legal

costs and professional fees. Transaction costs increased due to the acquisition of the Blackhawk and Lakeland resort properties and the Colony Cove land purchase.

Interest and related amortization decreased primarily due to a decrease in secured debt and lower weighted average interest rates due to the long-term refinancing plan initiated in 2013.

## Liquidity and Capital Resources

### Liquidity

Our primary demands for liquidity include payment of operating expenses, debt service, including principal and interest, capital improvements on properties, purchasing both new and pre-owned homes, acquisitions of new Properties, and distributions. We expect these demands for liquidity to continue for the short-term and long-term. Our commitment to capital improvements on existing assets is anticipated to be consistent with last year. Our primary sources of cash include operating cash flows, proceeds from financings, borrowings under our LOC and proceeds from issuance of equity and debt securities. We have entered into equity distribution agreements with sales agents, pursuant to which we may sell, from time-to-time, shares of our common stock, par value \$0.01 per share, having an aggregate offering price of up to \$125.0 million. We have not sold any common stock to date under the equity distribution agreements. In addition, we have available liquidity in the form of authorized and unissued preferred stock of approximately 9.9 million shares and authorized common stock in an unallocated shelf registration statement which was automatically effective when filed with the SEC.

On November 25, 2013, we amended our charter to increase from 100,000,000 to 200,000,000 the number of shares of common stock, par value \$0.01 per share, we are authorized to issue. This amendment was previously approved by our Board of

Directors and stockholders and was described in detail in our definitive proxy materials previously filed with the Securities and Exchange Commission on October 17, 2013.

One of our stated objectives is to maintain financial flexibility. Achieving this objective allows us to take advantage of strategic opportunities that may arise. We believe effective management of our balance sheet, including maintaining various access points to raise capital, manage future debt maturities and borrow at competitive rates enables us to meet this objective. We believe we currently have sufficient liquidity, in the form of \$56.4 million of cash as of March 31, 2014 and \$380.0 million available on our LOC, to satisfy our near term obligations.

We expect to meet our short-term liquidity requirements, including all distributions, generally through net cash provided by operating activities and availability under our existing LOC. We consider these resources to be adequate to meet our operating requirements for capital improvements, amortizing debt and payment of dividends and distributions.

We expect to meet certain long-term liquidity requirements such as scheduled debt maturities, property acquisitions and capital improvements by use of our current cash balance, long-term collateralized and uncollateralized borrowings including borrowings under the existing LOC and the issuance of debt securities or our additional equity securities, in addition to net cash provided by operating activities. As of March 31, 2014, we have approximately \$66.0 million remaining scheduled debt maturities in 2014. We expect to satisfy our 2014 maturities with existing cash, anticipated operating cash flow, and \$54.0 million in loan proceeds received on April 1, 2014.

During the quarter ended March 31, 2014, we paid off five mortgages totaling approximately \$20.7 million, with a weighted average interest rate of 5.63% per annum. During the quarter ended March 31, 2014, we also assumed approximately \$13.3 million of mortgage debt, excluding note premiums of \$1.0 million, secured by the Blackhawk and Lakeland resort properties with a weighted average stated interest rate of 6.48% per annum which are set to mature in 2017 and 2018.

On April 1, 2014, we closed on four loans with total proceeds of \$54.0 million which are secured by two manufactured home communities and two RV resorts and carry a weighted average interest rate of 4.54% per annum. These proceeds were used to pay off five mortgages totaling approximately \$31.9 million, with a weighted average interest rate of 5.63% per annum.

The table below summarizes cash flow activity for the quarters ended March 31, 2014 and 2013 (amounts in thousands).

|   | Quarters Ended<br>March 31, |            |
|---|-----------------------------|------------|
|   | 2014                        | 2013       |
| Net cash provided by operating activities | \$93,229                    | \$78,976   |
| Net cash used in investing activities     | (41,164                     | ) (15,198  |
| Net cash used in financing activities     | (54,065                     | ) (19,097  |
| Net (decrease) increase in cash           | \$(2,000                    | ) \$44,681 |

### Operating Activities

Net cash provided by operating activities increased \$14.3 million for the quarter ended March 31, 2014, as compared to the net cash provided by operating activities for the quarter ended March 31, 2013. The increase in cash provided by operating activities is primarily due to an increase of \$6.7 million in escrow deposits, goodwill and other assets, \$3.9 in accrued payroll and other operating expenses and \$3.4 million in property operating income.

### Investing Activities

Net cash used in investing activities was \$41.2 million for the quarter ended March 31, 2014 compared to \$15.2 million for the quarter ended March 31, 2013. Significant components of net cash provided by (used in) investing activities include:

We paid approximately \$44.2 million in 2014 to acquire the Blackhawk and Lakeland resort properties and the Colony Cove land purchase (see Note 4 in the Notes to Consolidated Financial Statements contained in this Form 10-Q for a description of our recent acquisitions).

We used approximately \$10.6 million of the net tax deferred exchange deposits to acquire the Blackhawk and Lakeland resort properties.

We paid approximately \$10.0 million related to capital improvements in 2014 compared to \$17.0 million in 2013 (see table below).

We paid approximately \$2.5 million to our Echo joint venture offset by a distribution from one of our joint ventures (see Note 5 in the Notes to Consolidated Financial Statements contained in this Form 10-Q for a description of our joint ventures).

We received approximately \$7.1 million of repayments on notes receivable in 2014 compared to \$3.4 million in 2013 partially offset by issuances of new notes receivable of \$2.2 million in 2014 compared to \$1.5 million in 2013 (see Note 6 in the Notes to Consolidated Financial Statements contained in this Form 10-Q for further discussion).

### Capital Improvements

The table below summarizes capital improvements activity for the quarters ended March 31, 2014 and 2013 (amounts in thousands).

|                                 | Quarters Ended           |          |
|---------------------------------|--------------------------|----------|
|                                 | March 31, <sup>(1)</sup> |          |
|                                 | 2014                     | 2013     |
| Recurring Cap Ex <sup>(2)</sup> | \$4,312                  | \$4,080  |
| Development <sup>(3)</sup>      | 307                      | 131      |
| New home investments            | 2,469                    | 7,267    |
| Used home investments           | 2,537                    | 5,458    |
| Total Property                  | 9,625                    | 16,936   |
| Corporate                       | 375                      | 101      |
| Total Capital improvements      | \$10,000                 | \$17,037 |

(1) Excludes non-cash activity of approximately \$0.4 million and \$0.6 million of used homes acquired by repossessions of Chattel Loans collateral for both the quarters ended March 31, 2014 and 2013, respectively.

(2) Recurring capital expenditures (“Recurring CapEx”) are primarily comprised of common area improvements, furniture, and mechanical improvements.

(3) Development primarily represents costs to improve and upgrade Property infrastructure or amenities.

### Financing Activities

Net cash used in financing activities was \$54.1 million for the quarter ended March 31, 2014 compared to net cash used in financing activities of \$19.1 million for the quarter ended March 31, 2013. Significant components of net cash used in financing activities include:

We paid approximately \$8.5 million of amortizing principal debt and approximately \$20.7 million of maturing mortgages in 2014 (see Note 7 in the Notes to Consolidated Financial Statements contained in this Form 10-Q for a description of our borrowing arrangements).

We paid approximately \$25.1 million of distributions in 2014 to common stockholders, common OP unitholders and preferred stockholders and paid approximately \$0.1 million for other, offset by proceeds received of approximately \$0.3

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million from the exercise of stock options and the sale of shares through the employee stock purchase plan (see Note 3 in the Notes to Consolidated Financial Statements contained in this Form 10-Q for a description of our equity transactions).

We paid approximately \$8.6 million of amortizing principal debt and paid approximately \$8.3 million of maturing mortgages in 2013.

We paid approximately \$2.3 million of distributions in 2013 to preferred stockholders and paid approximately \$0.3 million for other, offset by proceeds received of approximately \$0.4 million from the exercise of stock options and the sale of shares through the employee stock purchase plan.

#### Contractual Obligations

As of March 31, 2014, we were subject to certain contractual payment obligations as described in the table below (amounts in thousands):

|                                      | Total <sup>(5)</sup> | 2014             | 2015             | 2016             | 2017             | 2018             | Thereafter         |
|--------------------------------------|----------------------|------------------|------------------|------------------|------------------|------------------|--------------------|
| Long Term Borrowings <sup>(1)</sup>  | \$2,158,688          | \$94,036         | \$307,755        | \$246,231        | \$315,522        | \$215,571        | \$979,573          |
| Interest Expense <sup>(2)</sup>      | 579,813              | 82,064           | 103,448          | 82,234           | 70,659           | 57,019           | 184,389            |
| Operating Lease LOC                  | 15,208               | 1,408            | 1,922            | 1,954            | 1,987            | 2,032            | 5,905              |
| Maintenance Fee <sup>(3)</sup>       | 2,850                | 871              | 1,156            | 823              | —                | —                | —                  |
| Ground Lease <sup>(4)</sup>          | 20,853               | 1,935            | 1,941            | 1,948            | 1,953            | 1,955            | 11,121             |
| <b>Total Contractual Obligations</b> | <b>\$2,777,412</b>   | <b>\$180,314</b> | <b>\$416,222</b> | <b>\$333,190</b> | <b>\$390,121</b> | <b>\$276,577</b> | <b>\$1,180,988</b> |
| Weighted average interest rates      | 5.00                 | % 5.21           | % 5.19           | % 5.10           | % 5.16           | % 5.28           | % 4.62             |

(1) Balance excludes note premiums of \$17.7 million. Balances include debt maturing and scheduled periodic principal payments.

(2) Amounts include interest expected to be incurred on our secured debt based on obligations outstanding as of March 31, 2014.

(3) Assumes we will not exercise our one year extension option on September 15, 2016 and assumes we will maintain our current leverage ratios as defined by the LOC.

(4) We also lease land under non-cancelable operating leases at certain of the Properties expiring in various years from 2015 to 2054. The majority of the lease terms require twelve equal payments per year plus additional rents calculated as a percentage of gross revenues.

(5) We do not include insurance, property taxes and cancelable contracts in the contractual obligations table.

We believe that we will be able to refinance our maturing debt obligations on a secured or unsecured basis; however, to the extent we are unable to refinance our debt as it matures, we believe that we will be able to repay such maturing debt from operating cash flow, asset sales and/or the proceeds from equity issuances. With respect to any refinancing of maturing debt, our future cash flow requirements could be impacted by significant changes in interest rates or other debt terms, including required amortization payments.

#### Inflation

Substantially all of the leases at the Properties allow for monthly or annual rent increases which provide us with the opportunity to achieve increases, where justified by the market, as each lease matures. Such types of leases generally minimize our risks of inflation. In addition, our resort Properties are not generally subject to leases and rents are established for these sites on an annual basis. Our right-to-use contracts generally provide for an annual dues increase,

but dues may be frozen under the terms of certain contracts if the customer is over 61 years old.

Off Balance Sheet Arrangements

As of March 31, 2014, we have no off balance sheet arrangements.

### Funds From Operations

Funds from Operations (“FFO”) is a non-GAAP financial measure. We believe FFO, as defined by the Board of Governors of the National Association of Real Estate Investment Trusts (“NAREIT”), is generally an appropriate measure of performance for an equity REIT. While FFO is a relevant and widely used measure of operating performance for equity REITs, it does not represent cash flow from operations or net income as defined by GAAP, and it should not be considered as an alternative to these indicators in evaluating liquidity or operating performance. We define FFO as net income, computed in accordance with GAAP, excluding gains and actual or estimated losses from sales of Properties, plus real estate related depreciation and amortization, impairments, if any, and after adjustments for unconsolidated partnerships and joint ventures. Adjustments for unconsolidated partnerships and joint ventures are calculated to reflect FFO on the same basis. We receive up-front non-refundable payments from the entry of right-to-use contracts. In accordance with GAAP, the upfront non-refundable payments and related commissions are deferred and amortized over the estimated customer life. Although the NAREIT definition of FFO does not address the treatment of non-refundable right-to-use payments, we believe that it is appropriate to adjust for the impact of the deferral activity in our calculation of FFO.

Normalized Funds from Operations (“Normalized FFO”) is a non-GAAP measure. We define Normalized FFO as FFO excluding the following non-operating income and expense items: a) the financial impact of contingent consideration; b) gains and losses from early debt extinguishment, including prepayment penalties and defeasance costs; c) property acquisition and other transaction costs related to mergers and acquisitions; and d) other miscellaneous non-comparable items.

We believe that FFO and Normalized FFO are helpful to investors as supplemental measures of the performance of an equity REIT. We believe that by excluding the effect of depreciation, amortization and actual or estimated gains or losses from sales of real estate, all of which are based on historical costs and which may be of limited relevance in evaluating current performance, FFO can facilitate comparisons of operating performance between periods and among other equity REITs. We further believe that Normalized FFO provides useful information to investors, analysts and our management because it allows them to compare our operating performance to the operating performance of other real estate companies and between periods on a consistent basis without having to account for differences not related to our operations. For example, we believe that excluding the early extinguishment of debt, property acquisition and other transaction costs related to mergers and acquisitions and the change in fair value of our contingent consideration asset from Normalized FFO allows investors, analysts and our management to assess the sustainability of operating performance in future periods because these costs do not affect the future operations of the Properties. In some cases, we provide information about identified non-cash components of FFO and Normalized FFO because it allows investors, analysts and our management to assess the impact of those items.

Investors should review FFO and Normalized FFO along with GAAP net income and cash flow from operating activities, investing activities and financing activities, when evaluating an equity REIT’s operating performance. We compute FFO in accordance with our 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 than we do. Normalized FFO presented herein is not necessarily comparable to normalized FFO presented by other real estate companies due to the fact that not all real estate companies use the same methodology for computing this amount. FFO and Normalized FFO do not represent cash generated from operating activities in accordance with GAAP, nor do they represent cash available to pay distributions and should not be considered as an alternative to net income, determined in accordance with GAAP, as an indication of our financial performance, or to cash flow from operating activities, determined in accordance with GAAP, as a measure of our liquidity, nor is it indicative of funds available to fund our cash needs, including our ability to make cash distributions.

The following table presents a calculation of FFO and Normalized FFO for the quarters ended March 31, 2014 and 2013 (amounts in thousands):

|   | Quarters Ended March<br>31, |          |
|---|-----------------------------|----------|
|   | 2014                        | 2013     |
| Computation of funds from operations:                       |                             |          |
| Net income available for common shares                      | \$38,099                    | \$35,024 |
| Income allocated to common OP units                         | 3,481                       | 3,133    |
| Right-to-use contract upfront payments, deferred, net       | 1,147                       | 1,040    |
| Right-to-use contract commissions, deferred, net            | (555 )                      | (463 )   |
| Depreciation on real estate assets                          | 24,892                      | 24,458   |
| Depreciation on real estate assets, discontinued operations | —                           | 763      |
| Depreciation on rental homes                                | 2,750                       | 1,562    |
| Amortization of in-place leases                             | 1,315                       | 159      |
| Depreciation on unconsolidated joint ventures               | 227                         | 273      |
| Gain on sale of property, net of tax                        | —                           | (958 )   |
| FFO available for common shares                             | 71,356                      | 64,991   |
| Change in fair value of contingent consideration asset      | (65 )                       | (1,018 ) |
| Transaction costs   | 490                         | —        |
| Normalized FFO available for common shares                  | \$71,781                    | \$63,973 |
| Weighted average common shares outstanding – fully diluted  | 91,353                      | 91,060   |

### Item 3. Quantitative and Qualitative Disclosure of Market Risk

Market risk is the risk of loss from adverse changes in market prices and interest rates. Our earnings, cash flows and fair values relevant to financial instruments are dependent on prevailing market interest rates. The primary market risk we face is long-term indebtedness, which bears interest at fixed and variable rates. The fair value of our long-term debt obligations is affected by changes in market interest rates with scheduled maturities from 2014 to 2038. At March 31, 2014, approximately 100% or approximately \$2.1 billion of our outstanding secured debt had fixed interest rates, which minimizes the market risk until the debt matures. For each increase in interest rates of 1% (or 100 basis points), the fair value of the total outstanding debt would decrease by approximately \$139.5 million. For each decrease in interest rates of 1% (or 100 basis points), the fair value of the total outstanding debt would increase by approximately \$122.5 million. If interest rates were to increase or decrease by 1%, there would be no effect on interest expense or cash flows as our outstanding secured debt has fixed interest rates.

As of March 31, 2014, none of our outstanding secured debt was short-term. Our \$200.0 million Term Loan has variable rates based on LIBOR plus 1.85% to 2.80% per annum, which we fixed the underlying LIBOR rate at 1.11% per annum for the first three years.

### Item 4. Controls and Procedures

#### Evaluation of Disclosure Controls and Procedures

Our management, with the participation of our Chief Executive Officer (principal executive officer) and Chief Financial Officer (principal financial officer), has evaluated the effectiveness of our disclosure controls and procedures as of March 31, 2014. Based on that evaluation, our Chief Executive Officer and Chief Financial Officer concluded that our disclosure controls and procedures were effective to give reasonable assurances to the timely collection, evaluation and disclosure of information relating to us that would potentially be subject to disclosure under the Securities and Exchange Act of 1934, as amended (the "Exchange Act"), and the rules and regulations promulgated thereunder as of March 31, 2014.

Notwithstanding the foregoing, a control system, no matter how well designed and operated, can provide only reasonable, not absolute, assurance that it will detect or uncover failures within us to disclose material information otherwise required to be set forth in our periodic reports.

#### Changes in Internal Control Over Financial Reporting

During the first quarter of 2014, there were no changes in our internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

## Part II – Other Information

### Item 1. Legal Proceedings

See Note 12 of the Consolidated Financial Statements contained herein.

### Item 1A. Risk Factors

Except for the following, there have been no material changes to the risk factors discussed in “Item 1A. Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2013.

Our Performance and Common Stock Value Are Subject to Risks Associated With the Real Estate Industry.

We included a risk factor in our 2013 Form 10-K related to our insurance coverage - Some Potential Losses Are Not Covered by Insurance, whereby we disclosed that our then current property and casualty insurance policies were to expire on April 1, 2014 and that we planned to renew those policies. Those policies that were in effect on March 31, 2014, were renewed on April 1, 2014. We have a \$100 million loss limit with respect to our all-risk property insurance program including named windstorms, which include, for example, hurricanes. This loss limit is subject to additional sub-limits as set forth in the policy form, including, among others, a \$25 million loss limit for an earthquake in California. Policy deductibles primarily range from a \$125,000 minimum to 5% per unit of insurance for most catastrophic events. A deductible indicates our maximum exposure, subject to policy limits and sub-limits, in the event of a loss.

### Risk of Tenant Litigation.

On April 14-15, 2014, a jury in the California Superior Court for Santa Clara County, Case No. 109CV140751, entered verdicts against our operating partnership of approximately \$15.3 million in compensatory damages and approximately \$95.8 million in punitive damages. We will vigorously seek to overturn these verdicts in the trial court or on appeal, including but not limited to asking the trial judge to grant a new trial and to reduce the damages. We anticipate a lengthy time period to achieve resolution of this case. In the event we are not successful in overturning or reducing the amount of the verdicts, the resulting obligation could have a material adverse impact on our consolidated financial statements. In addition, satisfaction of any potential obligation may have an adverse impact on our liquidity.

### Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

None.

### Item 3. Defaults Upon Senior Securities

None.

### Item 4. Mine Safety Disclosure

None.

### Item 5. Other Information

None.

Item 6. Exhibit Index

- 31.1 Certification of Chief Financial Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.  
31.2 Certification of Chief Executive Officer Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.  
32.1 Certification of Chief Financial Officer Pursuant to 18 U.S.C. Section 1350.  
32.2 Certification of Chief Executive Officer Pursuant to 18 U.S.C. Section 1350.
- The following materials from Equity LifeStyle Properties, Inc.'s Quarterly Report on Form 10-Q for the quarter ended March 31, 2014 formatted in XBRL (Extensible Business Reporting Language):
- 101 (i) Consolidated Balance Sheets, (ii) Consolidated Statements of Income and Comprehensive Income, (iii) Consolidated Statements of Changes in Equity, (iv) Consolidated Statements of Cash Flow, and (v) Notes to Consolidated Financial Statements, filed herewith.

Pursuant to the requirements 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.

EQUITY LIFESTYLE PROPERTIES, INC.

Date: April 30, 2014

By: /s/ Marguerite Nader  
Marguerite Nader  
President and Chief Executive Officer  
(Principal Executive Officer)

Date: April 30, 2014

By: /s/ Paul Seavey  
Paul Seavey  
Executive Vice President, Chief Financial Officer and  
Treasurer  
(Principal Financial Officer)

Date: April 30, 2014

By: /s/ John Los  
John Los  
Senior Vice President and Chief Accounting Officer  
(Principal Accounting Officer)