

The **Manufactured Housing Educational Trust** invites mobile home park/manufactured housing community owners and others interested in the industry to participate in an opportunity for education and networking.

Breakfast Forum

Wednesday, May 24, 2017

Mobile Home Community Values, Financing, Sales



The value of your mobile home park depends on a lot of factors including its size, location, condition as well as the income and expenses. Current cost of financing may also impact the sales price (value) as well as where we are in the real estate cycle. Understanding everything that impacts the value of your property is important information to consider in making both short-term and long-term management decisions. For this month's forum, we have invited financing expert Zach Koucos (HFF) and brokers Rob Detling (Colliers International) and Vince Reynolds (Kidder Mathews) to provide answers on how to maximize the value of your property. Always an informative and interesting program!

Speakers

Zach Koucos
HFF, L.P.

Rob Detling
Colliers International

Vince Reynolds
Kidder Mathews

Industry Update

Walter Lane
Subsurface Electric, Inc.

Tri-County Update

Vickie Talley **Peter Herzog**
MHET Executive Director Inland Empire Representative

Location

Avenue of the Arts Hotel
3350 Avenue of the Arts, Costa Mesa, CA 92626
HOSTED SELF PARKING

Forum Schedule

7:30 a.m. Registration • Networking • Breakfast
7:50 a.m. Introductions • Program
9:30 a.m. Adjourn

Registration Deadline

*Please register using the form on reverse side by
Noon, Friday, May 19, 2017. Thank you!*



Thank You MHET Service & Industry Members

Please Support MHET S & I Members by Calling them FIRST!

Affordable/Non-Profit Housing

Jamboree Housing Corp. (949) 263-8676

Attorneys

Alston, Alston & Diebold (714) 556-9400

Coldren Law Offices (714) 955-6106

Cooksey, Toolen, Gage, Duffy & Woog (714) 431-1100

Dowdall Law Offices A.P.C. (714) 532-2222

Gilchrist & Rutter (310) 393-4000

Grebow & Rubin LLP (818) 783-1100

Hart King (714) 432-8700

Law Offices of Larry W. Weaver (562) 924-0900

Rudderow Law Group (949) 565-1344

Civil Engineering Services

McDermott Engineering (951) 304-0111

Community Financing

HFF, L.P. (858) 812-2351

Kidder Mathews (858) 369-3082

Wells Fargo Bank (760) 438-2153

Community Management Companies

Advantage Management, Inc. (714) 288-1191

AIM Asset Property Management, Inc. (949) 278-6915

Bessire & Casenhiser, Inc. (909) 594-0501

Community Asset Management (909) 673-0777

E.P.M. Property Management, Inc. (714) 632-1646

J&H Asset Property Management, Inc. (714) 974-0397

Les Frame Management (310) 798-1102

Newport Pacific Capital Company (949) 852-5575

St. Clair Property Management (714) 963-7466

Star MHP Management (714) 480-6628

Insurance

California Southwestern Insurance Agency (800) 848-5882

Consolidated Financial and (949) 870-3355

Insurance Services, Inc. (800) 862-7433

D.E.P. Insurance Services, Inc. (928) 774-6631

Flagstaff Insurance, Inc. (866) 644-7111

Manufactured Housing Insurance Services (866) 644-7111

Mobile Home Park Consultants

Talley and Associates, Inc. (949) 380-3300

Mobile Home Supplies and Parts

Dankat Industries (909) 930-2555

Paving

JB Bostock Company (714) 238-2121

Real Estate – Mobilehome Park Sales

Park Brokerage, Inc. (858) 586-9400

Retailer

Advantage Homes (408) 316-9854

Solar Power Systems

Horizon Solar Power (951) 926-1176

ShoreBreak Energy Solar (949) 502-0800

Utility Maintenance/Installation

Pacific States Utility Company (714) 630-3374

Subsurface Electric, Inc. (951) 354-9900

Z Electric Wire Works, Inc. (909) 783-0333

Utilities Savings Program

Procure America (949) 388-2686

S&I Directories are available at the Forum with detailed information or visit www.mhet.org

Registration: Pre-registered before May 19th

MHET Members \$50 Nonmembers \$70

Walk-up / After May 19th

MHET Members \$60 Nonmembers \$80

Cancellations for full refund must be received 48 hours prior to the event. **No-shows will be billed!**

MHET May 24, 2017 Breakfast Forum Registration Form

Please make checks payable to MHET and mail to 25241 Paseo de Alicia, Suite 120, Laguna Hills, CA 92653.

Members may register by FAX to (949) 380-3310. For more information call (949) 380-3303.

TOTAL Payment Enclosed \$ _____

Name _____ MEMBER NONMEMBER
PLEASE PRINT AS YOU WOULD LIKE NAME TO APPEAR ON NAME BADGE

Company/Park _____

Address _____

City/State/Zip _____

Telephone _____ Facsimile _____ E-Mail _____

Please Provide Names of Additional Attendees from Same Company (Use additional paper or copy this form.)

Name: _____
PLEASE PRINT AS YOU WOULD LIKE NAME TO APPEAR ON NAME BADGE

Breakfast Selection: EGG FRUIT OATMEAL

* If you are registering more than one person, please indicate who each breakfast selection is for. Only one selection per person.