

# Q1 2024 RESULTS

**Q1 SALES HIGHLIGHTS**

**3.5★** TEXAS

**\$38M+/-** **MHC PORTFOLIO**




**475+/- Sites**

**Q1** **TOTAL PRODUCTION**  
**\$157,243,000**



**Q1** **TOTAL SITES/UNITS**  
**2,035+**



**Q1** **TOTAL PROPERTIES**  
**11 IN 7 STATES**



**4★** MIDWEST

**RECORD SETTING REGIONAL SALE** **MH COMMUNITY**



**CONFIDENTIAL**

**3★** NORTH CAROLINA

**\$4M+/-** **HYBRID COMMUNITY**



**80+/- Sites**

**2.5★** ILLINOIS

**\$2.12M+/-** **MH COMMUNITY**



**115+/- Sites**



**YALE WINS 4<sup>TH</sup> CONSECUTIVE MHI EXCELLENCE AWARD, SECURING 7<sup>TH</sup> WIN IN A DECADE**

Yale clinched its 4th consecutive MHI Excellence Award for Community Broker/ Lender of the Year, marking our 7th win in the last 10 years. This achievement underscores our legacy of success and outstanding reputation within the industry.



# Q1-2024 FINANCING HIGHLIGHTS

**EQUITY** UPPER MIDWEST  
**\$8.2M** **MHC**  
**PORTFOLIO**



LP Equity 485+/- Sites

## YALE RAISES \$8.2M IN EQUITY FOR \$20M MH PORTFOLIO INVESTMENT

Yale successfully secures \$8.2 million in LP equity for a \$20 million off-market acquisition of an Upper Midwest MHC portfolio. This value-add deal involved raising JV limited partner equity through a non-exclusive engagement, ensuring optimal execution. The investment also offers flexibility for the Sponsor's future endeavors.

**ACQUISITION LOAN** PENNSYLVANIA  
**\$10.65M+/-** **MHC**



Freddie Mac 200+/- Sites

**ACQUISITION LOAN** FLORIDA  
**\$8.25M+/-** **HYBRID**  
**PORTFOLIO**



CMBS 150+/- Sites

**REFINANCE LOAN** PENNSYLVANIA  
**\$5.38M+/-** **MH**  
**COMMUNITY**



Freddie Mac 155+/- Sites

**ACQUISITION LOAN** NORTH CAROLINA  
**\$2.85M+/-** **MH**  
**COMMUNITY**



Bank 95+/- Sites

**ACQUISITION LOAN** PENNSYLVANIA  
**\$2.28M+/-** **MH**  
**COMMUNITY**



Freddie Mac 70+/- Sites

**ACQUISITION LOAN** NORTH CAROLINA  
**\$2.15M+/-** **HYBRID**  
**COMMUNITY**



CMBS 75+/- Sites

