Flagship
Communities REIT

Management's Discussion and Analysis

For the three and six months ended June 30, 2022

August 10, 2022

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Presentation

This Management's Discussion and Analysis ("MD&A") is prepared as at August 10, 2022 and outlines Flagship Communities Real Estate Investment Trust's (the "REIT" or "Flagship") operating strategies, risk profile considerations, business outlook and analysis of its financial performance and financial condition for the three and six months ended June 30, 2022 and 2021.

This MD&A should be read in conjunction with the REIT's unaudited condensed consolidated interim financial statements and accompanying notes for three and six months ended June 30, 2022 and 2021, as well as the REIT's audited consolidated financial statements and accompanying notes for the year ended December 31, 2021 and the period from August 12, 2020 (date of formation) to December 31, 2020 and accompanying annual MD&A (the "Annual MD&A"). These documents, as well as additional information relating to the REIT (including the REIT's most recently filed annual information form (the "Annual Information Form") can be accessed under the REIT's SEDAR profile at www.sedar.com or on the REIT's website at www.flagshipcommunities.com.

This MD&A is based on unaudited condensed consolidated interim financial statements prepared by management in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("the "IASB"). All amounts are stated in thousands of U.S. dollars, unless otherwise noted.

The trust units of the REIT ("Units") trade on the Toronto Stock Exchange in U.S. dollars under the symbol "MHC.U" in US Dollars and under the symbol "MHC.UN" in Canadian Dollars.

Forward Looking Statements

This MD&A contains statements that include forward-looking information (within the meaning of applicable Canadian securities laws). Forward-looking statements are identified by words such as "believe", "anticipate", "project", "expect", "intend", "plan", "will", "may", "can", "could", "would", "must", "estimate", "target", "objective" and other similar expressions, or negative versions thereof, and include statements herein concerning: the REIT's investment strategy and creation of long-term value; the REIT's intention to continue to expand, including on a clustered basis and newly-entered geographies, and to shrink its rental fleet; expected sources of funding for future acquisitions; macro characteristics and trends in the United States real estate and housing industry, as well as the manufactured housing communities ("MHC") industry specifically; the continued ability of the REIT's MHCs to be stable or strengthen in the foreseeable future and over the longer term and the REIT's target indebtedness as a percentage of Gross Book Value. These statements are based on the REIT's expectations, estimates, forecasts and projections, as well as assumptions that are inherently subject to significant business, economic and competitive uncertainties and contingencies that could cause actual results to differ materially from those that are disclosed in such forward-looking statements. While considered reasonable by management of the REIT as at the date of this MD&A, any of these expectations, estimates, forecasts, projections or assumptions could prove to be inaccurate, and as a result, the forward-looking statements based on those expectations, estimates, forecasts, projections or assumptions could be incorrect. Material factors and assumptions used by management of the REIT to develop the forward-looking information in this MD&A include, but are not limited to, the REIT's current expectations about: vacancy and rental growth rates in MHCs and the continued receipt of rental payments in line with historical collections; demographic trends in areas where the MHCs are located; the impact of COVID-19 on the MHCs; further MHC acquisitions by the REIT; the applicability of any government regulation concerning MHCs and other residential accommodations, including as a result of COVID-19; the availability of debt financing and future interest rates; expenditures and fees in connection with the ownership of MHCs; and tax laws. When relying on forward-looking statements to make decisions, the REIT cautions readers not to place undue reliance on these statements, as they are not guarantees of future performance and involve risks and uncertainties that are difficult to control or predict. A number of factors could cause actual results to differ materially from the results discussed in the forward-looking statements, including, but not limited to, the factors discussed under the heading "Risks and Uncertainties" herein, as well as risk factors discussed in the Annual Information Form. There can be no assurance that forward-looking statements will prove to be accurate as actual outcomes and results may differ materially from those expressed in these forward-looking statements. Readers, therefore, should not place undue reliance on any such forward-looking statements. Further, certain forward-looking statements included in this MD&A may be considered a "financial outlook" for purposes of applicable Canadian securities laws, and as such, the financial outlook may not be appropriate for purposes other than to understand management's current expectations and plans relating to the future, as disclosed in this MD&A. Forward-looking statements are made as of the date of this MD&A and, except as expressly required by applicable law, the REIT assumes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

Use of Estimates

The preparation of unaudited condensed consolidated interim financial statements requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, and revenue and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Significant estimates, judgements and assumptions include the fair values assigned to investment properties, class B units of Flagship Operating, LLC ("Class B Units"), Deferred Trust Units ("DTUs"), and business combinations. Actual results may differ from these estimates.

Non-IFRS Financial Measures

In this MD&A, the REIT uses certain financial measures that are not defined under IFRS including certain non-IFRS ratios, to measure, compare and explain the operating results, financial performance and cash flows of the REIT. These measures are commonly used by entities in the real estate industry as useful metrics for measuring performance. However, they do not have any standardized meaning prescribed by IFRS and are not necessarily comparable to similar measures presented by other publicly traded entities. These measures should be considered as supplemental in nature and not as a substitute for related financial information prepared in accordance with IFRS.

Funds from Operations and Adjusted Funds from Operations

In February 2019, the Real Property Association of Canada ("REALPAC") published a white paper titled "White Paper on Funds from Operations & Adjusted Funds from Operations for IFRS". The purpose of the white paper is to provide reporting issuers and investors with guidance on the definition of funds from operations ("FFO") and adjusted funds from operations ("AFFO") and to help promote more consistent disclosure from reporting issuers.

FFO is defined as IFRS consolidated net income (loss) adjusted for items such as distributions on redeemable or exchangeable units recorded as finance cost under IFRS (including distributions on the Class B Units, unrealized fair value adjustments to investment properties, loss on extinguishment of acquired mortgages payable, gain on disposition of investment properties, and depreciation). FFO should not be construed as an alternative to consolidated net income (loss) or consolidated cash flows provided by or (used in) operating activities determined in accordance with IFRS. The REIT's method of calculating FFO is substantially in accordance with REALPAC's recommendations but may differ from other issuers' methods and, accordingly, may not be comparable to FFO reported by other issuers. Refer to section "Reconciliation of FFO, FFO per Unit, AFFO and AFFO per Unit" for a reconciliation of FFO to AFFO to consolidated net income (loss).

"FFO per Unit (diluted)" is defined as FFO for the applicable period divided by the diluted weighted average Unit count (including Class B Units and DTUs) during the period.

AFFO is defined as FFO adjusted for items such as maintenance capital expenditures, and certain non-cash items such as amortization of intangible assets, premiums and discounts on debt and investments. AFFO should not be construed as an alternative to consolidated net income (loss) or consolidated cash flows provided by (used in) operating activities determined in accordance with IFRS. The REIT's method of calculating AFFO is substantially in accordance with REALPAC's recommendations. The REIT uses a capital expenditure reserve of $60 (dollars/annual) per lot and $1,000 (dollars/annual) per rental home in the AFFO calculation. This reserve is based on management's best estimate of the cost that the REIT may incur, related to maintaining the investment properties. This may differ from other issuers' methods and, accordingly, may not be comparable to AFFO reported by other issuers. Refer to section "Reconciliation of FFO, FFO per Unit, AFFO and AFFO per Unit" for a reconciliation of AFFO to consolidated net income (loss).

"AFFO Payout Ratio" is defined as total cash distributions of the REIT (including distributions on Class B Units) divided by AFFO.

"AFFO per Unit (diluted)" is defined as AFFO for the applicable period divided by the diluted weighted average Unit count (including Class B Units and DTUs) during the period.

The REIT believes these non-IFRS financial measures and ratios provide useful supplemental information to both management and investors in measuring the operating performance, financial performance and financial condition of the REIT. The REIT also uses AFFO in assessing its distribution paying capacity.

Other Real Estate Industry Metrics

Additionally, this MD&A contains several other real estate industry financial metrics:

- "Acquisitions" means the REIT's properties, excluding Same Communities (as defined below) and such measures (i.e., Acquisitions Revenue, as well as Acquisitions net operating income ("NOI") and Acquisitions NOI Margin) are used by management to evaluate period-over-period performance of such investment properties throughout both respective periods. These results reflect the impact of acquisitions of investment properties.
- "Debt to Gross Book Value Ratio" is calculated by dividing indebtedness, which consists of the total principal amounts outstanding under mortgages payable and credit facilities, by Gross Book Value (as defined below). Refer to section "Calculation of Other Real Estate Industry Metrics – Debt to Gross Book Value Ratio".
- "Gross Book Value" means, at any time, the greater of: (a) the value of the assets of the REIT and its consolidated subsidiaries, as shown on its then most recent consolidated statement of financial position prepared in accordance with IFRS, less the amount of any receivable reflecting interest rate subsidies on any debt assumed by the REIT; and (b) the historical cost of the investment properties, plus (i) the carrying value of cash and cash equivalents, (ii) the carrying value of mortgages receivable; and (iii) the historical cost of other assets and investments used in operations.
- "Liquidity" is defined as (a) cash and cash equivalents, plus (b) borrowing capacity available under any existing credit facilities.
- "NOI margin" is defined as NOI divided by total revenue. Refer to section "Calculation of Other Real Estate Industry Metrics – NOI and NOI Margin".
- "Rent Collections" is defined as the total cash collected in a period divided by total revenue charged in that same period.

- "Same Community" means all properties which have been owned and operated continuously since January 1, 2021 by the REIT and such measures (i.e., Same Community Revenue, as well as Same Community NOI, Same Community NOI Margin, Same Community occupancy and Same Community Weighted Average Lot Rent) are used by management to evaluate period-over-period performance.
- "Weighted Average Lot Rent" means the lot rent for each individual community multiplied by the total lots in that community summed for all communities divided by the total number of lots for all communities.
- "Weighted Average Mortgage Interest Rate" is calculated by multiplying each mortgage's interest rate by the mortgage balance and dividing the sum by the total mortgage balance.
- "Weighted Average Mortgage Term" is calculated by multiplying each mortgage's remaining term by the mortgage balance and dividing by the sum by the total mortgage balance.

Business Overview

Flagship Communities Real Estate Investment Trust is an unincorporated, open-ended real estate investment trust established pursuant to a declaration of trust dated as at August 12, 2020 (as subsequently amended and restated, the "Declaration of Trust") under the laws of the Province of Ontario. The registered office of the REIT is located at 199 Bay Street, Suite 4000, Toronto, Ontario, M5L 1A9, Canada. The head office of the REIT is located at 467 Erlanger Road, Erlanger, Kentucky, 41018, United States. The REIT has been formed for the purpose of owning and operating a portfolio of income-producing MHCs, and related assets, all of which are located in the United States.

The operations of the REIT commenced on October 7, 2020 when it completed its initial public offering ("IPO" of 6,250,000 Units) for gross proceeds of $93,750. Following certain reorganization transactions, upon closing of the IPO, the vendor of certain of the REIT's initial MHCs merged with and into Flagship Operating, LLC, a limited liability company subsidiary of the REIT, and the vendor of certain further of the REIT's initial MHCs was contributed to Flagship Operating, LLC. As a result, upon completion of the merger and contribution, and certain related transactions, some of which took place on November 2, 2020, all of the REIT's initial MHCs and the remaining assets comprising the REIT's initial "portfolio" are now indirectly held by the REIT through its indirect ownership of Flagship Operating, LLC. The initial portfolio was comprised of 45 MHCs with 8,255 lots located in four contiguous states in the U.S.: (i) Kentucky; (ii) Indiana; (iii) Ohio; and (iv) Tennessee (the "Initial Communities"). The Initial Communities are strategically concentrated in key markets where REIT management has comprehensive knowledge and experience, including the REIT's largest markets of Louisville, Cincinnati and Evansville. Proceeds from the IPO were also used to repay approximately $13,600 of indebtedness and to fund transaction costs associated with the offering.

On February 9, 2021, the REIT announced the acquisition of two MHCs consisting of an aggregate of 151 lots and the acquisition of 8 additional lots adjacent to an already-owned community, for an aggregate purchase price of approximately $6,050. One new community was within the REIT's existing geographic footprint with 77 lots in the Louisville, Kentucky market. The second new community, however, was Flagship's first entry into the Bowling Green, Kentucky market. This community has 74 lots and is located approximately 60 miles north of Nashville, Tennessee.

On May 12, 2021, the REIT announced the acquisition of a MHC consisting of 167 lots and a fleet of manufactured homes for a purchase price of approximately $5,300 ("Anderson Pointe"). This community was the first acquisition outside of the REIT's main geographic footprint. The acquisition of Anderson Pointe, was a strategic move by the REIT and represents an expansion into Little Rock, Arkansas.

On June 9, 2021, the REIT filed a supplement to its base shelf prospectus dated May 7, 2021 and entered into an underwriting agreement for the purpose of completing an equity offering (the "June 2021 Offering") that closed on June 14, 2021. Pursuant to the June 2021 Offering, the REIT raised gross proceeds of $81,000 (including from the exercise, in part, of an over-allotment option by the underwriters of the offering) through the issuance of 4,500,000 Units at a price of $18.00 per Unit. The net proceeds from the exercise of the June 2021 Offering were used by the REIT to fund the acquisition of Anderson Pointe, as well as future acquisitions and for general business purposes.

On July 2, 2021, the REIT acquired two MHCs comprising 677 lots for an aggregate purchase price of approximately $65,100 (the "July 2021 Acquisitions"). The July 2021 Acquisitions, along with the acquisition of Anderson Pointe and other previously completed acquisitions, represent the REIT's strategic entry into Missouri and Arkansas while further consolidating its operating footprint in existing markets.

On August 10, 2021 the REIT signed a loan commitment, for which the July 2021 Acquisitions are collateral, for $29,700. The interest rate on the note is 3.08% fixed for 20 years with the first 84 monthly payments being interest only. These funds were used to fund future acquisitions and for general business purposes.

On August 23, 2021 the REIT acquired a 231 lot MHC located in Springfield, Illinois for a purchase price of approximately $16,300. This MHC was the REIT's first property in the state of Illinois. Consistent with the REIT's clustering strategy, which is designed to maximize operating efficiencies and provide opportunities for rent growth, the REIT intends to continue sourcing acquisitions in Missouri, Arkansas, and Illinois as well as other adjacent markets with a focus on expanding the REIT's contiguous portfolio.

On October 22, 2021, the REIT announced that the Board of Trustees approved a 5% increase to its monthly cash distribution to holders of Units ("Unitholders") to $0.0446 per Unit or $0.5355 per Unit on an annual basis. The new monthly cash distribution commenced with the November 2021 distribution, paid in December 2021.

On October 25, 2021 the REIT announced the acquisition of two RV resort communities for an aggregate purchase price of approximately $8,350. The RV resorts are located in Wapakoneta, Ohio and Walton, Kentucky and include 75+ acres and 467 sites.

On November 11, 2021, the REIT announced the acquisition of three MHCs from two separate vendor groups comprising 957 lots for an aggregate purchase price of approximately $56,800 (the "November 2021 Acquisitions"). Two of the November 2021 Acquisitions are located in Arkansas, with the third located in Lexington, Kentucky. Each of these three communities are within the REITs existing operating footprint and consistent with the REIT's clustering strategy, which is designed to maximize operating efficiencies and provide opportunities for rent growth.

On November 11, 2021, the REIT filed a supplement to its base shelf prospectus dated May 7, 2021, and entered into an underwriting agreement for the purpose of completing an equity offering (the "November 2021 Offering") that closed on November 18, 2021. Pursuant to the November 2021 Offering, the REIT raised gross proceeds of $46,489 (including from the exercise, in part, of an over-allotment option by the underwriters of the offering) through the issuance of 2,415,000 Units at a price of $19.25 per Unit. The net proceeds from the exercise of the November 2021 Offering were used by the REIT to fund a portion of the November 2021 Acquisitions.

On November 15, 2021, the borrowed $8,700 from a life insurance lender, for which one MHC was collateral. The interest rate on the note is 3.18% fixed for 20 years with the first 81 monthly payments being interest only. These funds were used to fund future acquisitions and for general business purposes.

On February 15, 2022 the REIT acquired a 13-acre manufactured housing resort community from a related party, Empower Park, LLC ("Empower"), for approximately $8,200. This resort community consists of 100 lots, with a 99% occupancy rate (as of the date of acquisition), and a 141-boat slip marina.

On March 24, 2022 the REIT borrowed $9,049 from an agency lender, for which one MHC was the collateral. The interest rate on the note is 4.37% fixed for 30 years with the first 180 monthly payments being interest only.

On April 13, 2022 the REIT borrowed $18,000 from a life insurance lender, for which one MHC was the collateral. The interest rate on the note is 3.80% fixed for 20 years with the first 60 monthly payments being interest only. These funds will be used to fund future acquisitions and for general business purposes.

On April 29, 2022, the REIT acquired an MHC in Riverton Illinois which included 103 lots and 74 rental homes for $6,250. The community was 89% occupied as of time of the acquisition and is the REITs second community in Illinois.

On May 17, 2022, the REIT filed a supplement to its base shelf prospectus, dated May 7, 2021, and entered into an equity distribution agreement for the purpose of completing an at-the-market offering (the "ATM Offering"). Pursuant to the ATM Offering, the REIT may issue Units, from time to time, up to an aggregate amount of $50,000. As of August 10, 2022 the REIT has not issued any Units under the ATM Offering.

On May 18, 2022, the REIT acquired two MHCs in Florence Kentucky which included 345 lots for $22,500. The community was 70% occupied as of time of the acquisition and further increases the REIT concentration in core states which enhances efficiencies and achieves economies of scale.

On June 30, 2022 the REIT borrowed $14,421 as a supplemental borrowing on its Fannie Mae credit facility for which ten communities are the collateral. The interest rate on this note is 5.79% for 12 years with all payments being interest only for the full term. These funds will be used to fund future acquisitions and for general business purposes.

On July 7, 2022 the REIT borrowed $10,700 from a life insurance lender, for which one MHC was the collateral. The interest rate on the note is 4.98% for 20 years with the first 60 monthly payments being interest only. These funds will be used to fund future acquisitions and for general business purposes.

As at June 30, 2022, the REIT owned a 100% interest in a portfolio of 64 MHCs with 11,443 lots as well as two RV resort communities with 470 sites, located in seven contiguous states: (i) Arkansas; (ii) Illinois; (iii) Indiana; (iv) Kentucky; (v) Missouri; (vi) Ohio; and (vii) Tennessee. These MHCs and RV resort communities are strategically concentrated in key markets where management has comprehensive knowledge and experience, including the REIT's largest markets of Louisville, Cincinnati and Evansville. As at June 30, 2022, the REIT also owned a fleet of approximately 1,100 manufactured homes for lease to residents. Although, from time to time, the rental home fleet may grow as a result of property acquisitions, the REIT plans to continue its strategy of shrinking the rental fleet as the market allows.

The REIT is internally managed by a vertically integrated team of seasoned MHC professionals with expertise across the spectrum of real estate investment management, including: acquisitions, underwriting, financing, asset management, property management, operations, development and redevelopment, accounting, regulatory affairs, marketing, and human resources.

The primary objectives of the REIT are to:

- Provide Unitholders an opportunity to invest in a portfolio of MHCs located in attractive U.S. markets;
- Provide Unitholders with predictable, sustainable and growing cash distributions;
- Enhance the value of the REIT's portfolio and maximize the long-term value of the Units through proactive asset and property management, disciplined capital management and value-add investment opportunities; and
- Expand the asset base of the REIT in its existing operational footprint and target growth markets by leveraging management's extensive industry experience and relationships to acquire MHCs that are expected to be accretive to the REIT's AFFO per Unit.

COVID-19 Update

Since the onset of the pandemic, the REIT's first and foremost priority has been the health and safety of its residents, employees, partners and communities. The REIT continues to take the necessary steps and precautions to lessen the spread of COVID-19 and prioritize good health.

The REIT believes COVID-19 has amplified the benefits of MHCs versus multi-family apartments. Multi-family apartments typically have smaller living spaces, fewer bedrooms and bathrooms, shared indoor walls, shared laundry facilities, common areas, and shared HVAC systems. Given the current landscape, these conditions, especially the shared facilities and common areas, are sub-optimal when everyone is mindful of social distancing requirements.

Overall, Rent Collections have largely been consistent with pre-pandemic trends. Many rental assistance programs in the REIT's markets have begun expiring during 2022. As these programs end, the REIT will continue to monitor collections to ensure it maintains its strong track record of collecting its rents. As of June 30, 2022 the REIT has not experienced any significant increase in bad debt expense since the onset of COVID-19.

The impacts of COVID-19 are continually evolving, and the REIT continues to evaluate and adapt to the new realities brought on by the global pandemic. The REIT will continue to closely monitor COVID-19 developments and will update health and safety policies as required to ensure the highest level of safety for the REIT's residents and employees.

Highlights

Three months ended June 30, 2022

- Revenue for the three months ended June 30, 2022 was $14,363 which was $4,528 higher than the three months ended June 30, 2021 which was $9,835.
- Same Community Revenue[1] for the three months ended June 30, 2022 was $10,085, which was $703 higher than the three months ended June 30, 2021 which was $9,381.
- Net Income and Comprehensive Income for the three months ended June 30, 2022 was $26,024 compared to a Net Loss of $1,945 for the three months ended June 30, 2021.
- AFFO per unit (diluted) [2] for the three months ended June 30, 2022 was $.240 compared to $0.210 for the three months ended June 30, 2021 which was an increase of $0.03 per Unit and 14.3%.
- NOI for the three months ended June 30, 2022 was $9,460 compared to $6,430 for the three months ended June 30, 2021, an increase of $3,030.
- Same Community NOI[1] for the three months ended June 30, 2022 was $6,723 compared to $6,199 for the three months ended June 30, 2021, an increase of $524.
- NOI Margin[1] for the three months ended June 30, 2022 was 65.9% compared to 65.4% for the three months ended June 30, 2021, an increase of 0.5%.
- Same Community NOI Margin[1] for the three months ended June 30, 2022 was 66.7% compared to 66.1% for the three months ended June 30, 2021, an increase of .6%.
- Net Income (loss) and Comprehensive Income (loss) per Unit (diluted) for the three months ended June 30, 2022 was $1.33 versus $(0.15) for the three months ended June 30, 2021.
- Debt to Gross Book Value[1] as at June 30, 2022 was 40.4% compared to 37.8% as at March 31, 2022 and 37.8% as at December 31, 2021.
- Total occupancy was 83.3% as at June 30, 2022, a 0.2% increase compared to March 31, 2022 and a .5% increase compared to December 31, 2021.
- Same Community[1] occupancy increased to 82.4% as at June 30, 2022 compared to 81.3% as at March 31, 2022, an increase of 1.1%.
- Rent Collections[1] for the three months ended June 30, 2022 was 98.2%, which is slightly down from 98.8% for the three months ended June 30, 2021 and down from 99% for the three months ended March 31, 2022.

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[1] Refer to section *"Other Real Estate Industry Metrics".*

[2] *Refer to section "Non-IFRS Financial Measures".*

Six months ended June 30, 2022

- Revenue for the six months ended June 30, 2022 was $28,056 which was $8,572 higher than the six months ended June 30, 2021 ($19,484.)
- Same Community Revenue[2] for the six months ended June 30, 2022 was $20,088, which was $1,252 higher than the six months ended June 30, 2021 ($18,836).
- Net Income and Comprehensive Income for the six months ended June 30, 2022 was $28,456 which was $23,770 more than the six months ended June 30, 2021 ($4,686).
- AFFO per unit (diluted) [2] for the six months ended June 30, 2022 was $.488 compared to $0.446 for the six months ended June 30, 2021 which was an increase of $0.042 per Unit and 9.4%.
- NOI for the six months ended June 30, 2022 was $18,718 compared to $12,870 for the six months ended June 30, 2021, an increase of $5,848.
- Same Community NOI[1] for the six months ended June 30, 2022 was $13,506 compared to $12,642 for the six months ended June 30, 2021, an increase of $863.
- NOI Margin[1] for the six months ended June 30, 2022 was 66.7% compared to 66.1% for the six months ended June 30, 2021, an increase of 0.6%.
- Same Community NOI Margin[1] for the six months ended June 30, 2022 was 67.2% compared to 67.1% for the six months ended June 30, 2021, an increase of 0.1%.
- Net Income and Comprehensive Income per Unit (diluted) for the six months ended June 30, 2022 was $1.45 versus $0.36 for the six months ended June 30, 2021.
- Rent Collections[1] for the six months ended June 30, 2022 was 98.6%, which is slightly down from 99.2% for the six months ended June 30, 2021.

[1] Refer to section *"Other Real Estate Industry Metrics".*
[2] *Refer to section "Non-IFRS Financial Measures".*

Amounts in Thousands of US Dollars (except for per unit amounts)

Business Performance Measures

The following tables presents an overview of certain performance measures of the REIT as at June 30, 2022 and December 31, 2021 or for the three and six months ended June 30, 2022 or June 30, 2021.

	As at June 30, 2022	As at December 31, 2022
Total communities	66	63
Total lots	11,913	11,328
Weighted average lot rent*	$384	$369
Occupancy	83.3%	82.8%
Debt to Gross Book Value*	40.4%	37.3%
Weighted average mortgage Interest Rate*	3.60%	3.43%
Weighted average mortage term*	11.5	10.7

* Refer to section *"Other Real Estate Industry Metrics".*

		For the three months ended June 30, 2022		For the three months ended June 30, 2021
Rental revenue and related income	$	14,363	$	9,835
Net income (loss) and comprehensive income (loss)	$	26,024	$	(1,945)
Net income (loss) and comprehensive income (loss) per unit (basic)	$	1.84	$	(0.25)
Net income (loss) and comprehensive income (loss) per unit (diluted)	$	1.33	$	(0.15)
Distribtutions Declared per unit (Units)	$	0.134	$	0.128
Distribtutions Declared per unit (B Units)	$	0.134	$	0.128
NOI	$	9,460	$	6,430
NOI Margin**		65.9%		65.4%
FFO*	$	5,434	$	3,342
FFO Per Unit* (diluted)	$	0.277	$	0.255
AFFO*	$	4,716	$	2,754
AFFO Per Unit* (diluted)	$	0.240	$	0.210
AFFO Payout Ratio*		55.7%		60.7%
Weighted average units (basic)		14,141,185		7,899,082
Weighted average units (diluted)		19,631,420		13,113,557

** Refer to section "Non-IFRS Financial Measures".*

Amounts in Thousands of US Dollars (except for per unit amounts)

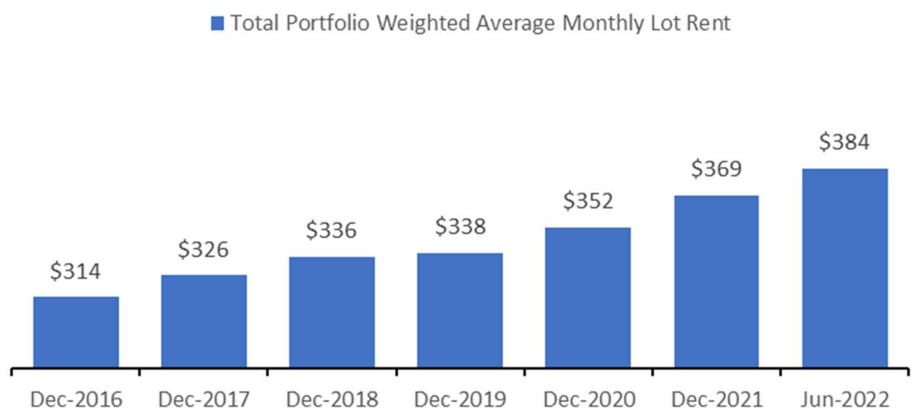
	For the six months ended June 30, 2022	For the six months ended June 30, 2021
Rental revenue and related income	$ 28,056	$ 19,484
Net income and comprehensive income	$ 28,456	$ 4,686
Net income and comprehensive income per unit (basic)	$ 2.01	$ 0.61
Net income and comprehensive income per unit (diluted)	$ 1.45	$ 0.36
Distribtutions Declared per unit (Units)	$ 0.268	$ 0.255
Distribtutions Declared per unit (B Units)	$ 0.268	$ 0.255
NOI*	$ 18,718	$ 12,870
NOI Margin*	66.7%	66.1%
FFO*	$ 10,999	$ 6,840
FFO Per Unit* (diluted)	$ 0.561	$ 0.528
AFFO*	$ 9,572	$ 5,782
AFFO Per Unit* (diluted)	$ 0.488	$ 0.446
AFFO Payout Ratio*	54.8%	57.1%
Weighted average units (basic)	14,141,185	7,623,975
Weighted average units (diluted)	19,619,342	12,949,304

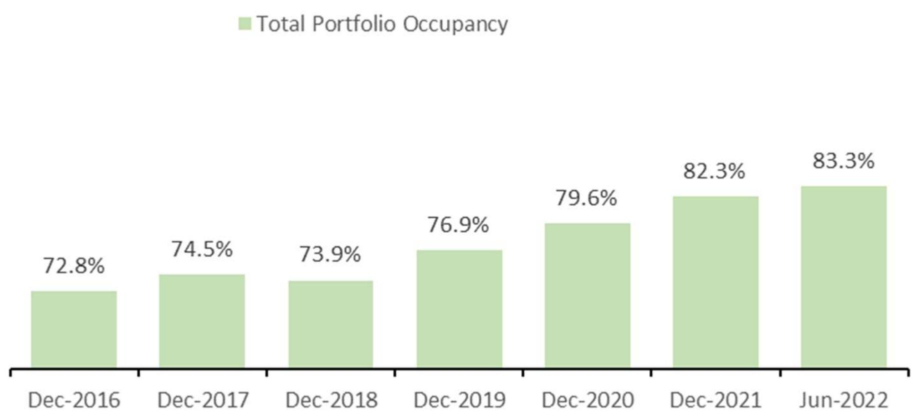
* *Refer to section "Non-IFRS Financial Measures".*

The following table highlights certain information about communities as at June 30, 2022, organized by Metropolitan Statistical Area ("MSA"):

MSA	State	Number of lots	$ Average Lot Rent	Occupancy
Louisville	KY	3,427	$ 406	83.3%
Lexington	KY	878	$ 367	92.9%
Paducah	KY	365	$ 253	85.8%
Cincinnati	OH	2,835	$ 404	85.9%
Dayton	OH	125	$ 468	96.0%
Evansville	IN	2,192	$ 341	72.4%
Knoxville	TN	164	$ 310	95.7%
Little Rock	AR	619	$ 350	65.9%
St Louis	MO	502	$ 510	95.0%
Springfield	IL	336	$ 396	90.8%
Other		470	$ 302	96.6%
Total Portfolio		11,913	$ 384	83.3%

The charts below show the total portfolio Weighted Average Lot Rent (see section "Other Real Estate Industry Metrics") and occupancy growth since 2016 for communities owned by the REIT in that year:





Amounts in Thousands of US Dollars (except for per unit amounts)

The following tables highlight certain financial performance measures of the REIT for the three and six months ended June 30, 2022 versus the three and six months ended June 30, 2021.

	For the three months ended June 30, 2022	For the three months ended June 30, 2021	Variance
Rental revenue and related income	$ 14,363	$ 9,835	$ 4,528
Revenue, Same Community[1]	$ 10,085	$ 9,381	$ 704
Revenue, Acquisitions[1]	$ 4,278	$ 454	$ 3,824
Net income (loss) and comprehensive income (loss)	$ 26,024	$ (1,945)	$ 27,969
NOI, total portfolio	$ 9,460	$ 6,430	$ 3,030
NOI , Same Community[1]	$ 6,723	$ 6,199	$ 524
NOI , Acquisitions[1]	$ 2,737	$ 231	$ 2,506
NOI Margin[1], total portfolio	65.9%	65.4%	0.5%
NOI margin[1], Same Community[1]	66.7%	66.1%	0.6%
NOI Margin[1], Acquisitions[1]	64.0%	50.9%	13.1%
FFO[2]	$ 5,434	$ 3,342	$ 2,092
FFO Per Unit[2]	$ 0.277	$ 0.255	$ 0.022
AFFO[2]	$ 4,716	$ 2,754	$ 1,962
AFFO per Unit[2]	$ 0.240	$ 0.210	$ 0.030
AFFO Payout Ratio[2]	55.7%	60.7%	-5.0%
Weighted average units (Diluted)	19,631,420	13,113,557	6,517,863

[1] Refer to section *"Other Real Estate Industry Metrics".*
[2] Refer to section *"Non-IFRS Financial Measures".*

All per unit measures included in the table above are diluted (including Class B Units and DTUs).

Amounts in Thousands of US Dollars (except for per unit amounts)

	For the six months ended June 30, 2022		For the six months ended June 30, 2021		Variance	
Rental revenue and related income	$	28,056	$	19,484	$	8,572
Revenue, Same Community[1]	$	20,088	$	18,836	$	1,252
Revenue, Acquisitions[1]	$	7,968	$	648	$	7,320
Net income (loss) and comprehensive income (loss)	$	28,456	$	4,686	$	23,770
NOI, total portfolio	$	18,718	$	12,870	$	5,848
NOI , Same Community[1]	$	13,506	$	12,642	$	864
NOI , Acquisitions[1]	$	5,212	$	228	$	4,984
NOI Margin[1], total portfolio		66.7%		66.1%		0.6%
NOI margin[1], Same Community[1]		67.2%		67.1%		0.1%
NOI Margin[1], Acquisitions[1]		65.4%		35.2%		30.2%
FFO[2]	$	10,999	$	6,840	$	4,159
FFO Per Unit[2]	$	0.561	$	0.528	$	0.033
AFFO[2]	$	9,572	$	5,782	$	3,790
AFFO per Unit[2]	$	0.488	$	0.446	$	0.042
AFFO Payout Ratio[2]		54.8%		57.1%		-2.3%
Weighted average units (Diluted)		19,619,342		12,949,304		6,670,038

[1] Refer to section *“Other Real Estate Industry Metrics”.*
[2] Refer to section *“Non-IFRS Financial Measures”.*

All per unit measures included in the table above are diluted (including Class B Units and DTUs).

Amounts in Thousands of US Dollars (except for per unit amounts)

Selected Quarterly Financial Information

Performance measures	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020***
Total communities	66	64	63	58	55	54	52
Total lots	11,913	11,454	11,328	9,904	8,960	8,793	8,634
Weighted Average Lot Rent*	$ 384	$ 385	$ 369	$ 365	$ 359	$ 361	$ 352
Occupancy	83.3%	83.1%	82.8%	81.9%	80.7%	80.2%	79.6%
Rental revenue and related income	$ 14,363	$ 13,693	$ 12,192	$ 11,399	$ 9,835	$ 9,649	$ 8,304
Net income (loss) and comprehensive income (loss)	$ 26,024	$ 2,433	$ 53,451	$ 1,870	$ (1,945)	$ 6,631	$ 47,338
Net income (loss) and comprehensive income (loss) per unit (basic)	$ 1.84	$ 0.17	$ 4.28	$ 0.16	$ (0.25)	$ 0.92	$ 6.71
Net income (loss) and comprehensive income (loss) per unit (diluted)	$ 1.33	$ 0.12	$ 3.04	$ 0.11	$ (0.15)	$ 0.52	$ 3.86
NOI	$ 9,460	$ 9,258	$ 8,199	$ 7,592	$ 6,430	$ 6,440	$ 5,497
NOI Margin**	65.9%	67.6%	67.2%	66.6%	65.4%	66.7%	66.2%
FFO*	$ 5,434	$ 5,563	$ 4,614	$ 4,403	$ 3,342	$ 3,498	$ 2,697
FFO Per Unit* (diluted)	$ 0.277	$ 0.284	$ 0.263	$ 0.257	$ 0.255	$ 0.276	$ 0.220
AFFO*	$ 4,716	$ 4,854	$ 3,920	$ 3,742	$ 2,754	$ 3,028	$ 2,227
AFFO Per Unit* (diluted)	$ 0.240	$ 0.248	$ 0.223	$ 0.218	$ 0.210	$ 0.239	$ 0.182
AFFO Payout Ratio*	55.7%	54.0%	59.5%	58.5%	60.7%	53.3%	67.0%

** Refer to section "Non-IFRS Financial Measures".*

*** Refer to section "Other Real Estate Industry Metrics".*

**** This information is for the period October 7, 2020 through December 31, 2020*

Amounts in Thousands of US Dollars (except for per unit amounts)

Review of Selected Operating Information – Q2 2022

The following tables highlight selected financial information of the REIT. This information has been compiled from the unaudited condensed consolidated interim financial statements and notes thereto and should be read in conjunction with the unaudited condensed consolidated interim financial statements and notes.

The following table highlights certain operating information of the REIT for the three and six months ended June 30, 2022 versus the three and six months ended June 30, 2021.

	For the three months ended June 30, 2022	For the three months ended June 30, 2021	Variance	For the six months ended June 30, 2022	For the six months ended June 30, 2021	Variance
Revenue						
Rental revenue and related income	$ 14,363	$ 9,835	$ 4,528	$ 28,056	$ 19,484	$ 8,572
Expenses (Income)						
Property operating expenses	$ 4,903	$ 3,405	$ 1,498	$ 9,338	$ 6,614	$ 2,724
General and administrative	$ 1,745	$ 1,398	$ 347	$ 3,494	$ 2,689	$ 805
Finance costs from operations	$ 2,570	$ 1,960	$ 610	$ 4,804	$ 3,877	$ 927
Accretion of mark-to-market adjustment on mortgage payable						$ -
adjustment on mortgages payable	$ (258)	$ (258)	$ -	$ (515)	$ (515)	
Depreciation	$ 66	$ 41	$ 25	$ 133	$ 74	$ 59
Other (income)	$ (31)	$ (12)	$ (19)	$ (64)	$ (21)	$ (43)
Fair value adjustment - Class B units	$ (24,821)	$ 12,455	$ (37,276)	$ (21,637)	$ 14,737	$ (36,374)
Distributions on Class B units	$ 732	$ 692	$ 40	$ 1,462	$ 1,385	$ 77
Fair value adjustment - investment properties	$ 3,512	$ (8,085)	$ 11,597	$ 2,662	$ (14,278)	$ 16,940
Fair value adjustment - unit-based compensation	$ (79)	$ -	$ (79)	$ (77)	$ -	$ (77)
Transaction Costs	$ -	$ 184	$ (184)	$ -	$ 236	$ (236)
	$ (11,661)	$ 11,780	$ (23,441)	$ (400)	$ 14,798	$ (15,198)
Net income (loss) and comprehensive income (loss)	$ 26,024	$ (1,945)	$ 27,969	$ 28,456	$ 4,686	$ 23,770

Amounts in Thousands of US Dollars (except for per unit amounts)

Revenue

	For the three months ended June 30, 2022	For the three months ended June 30, 2021	Variance	Variance %
Rental revenue and related income	$ 14,363	$ 9,835	$ 4,528	46.0%

Rental revenue consists of lot rent, home rent, utility reimbursements, and other miscellaneous income collected at the communities. For the three months ended June 30, 2022, the higher revenue as compared to the prior period was primarily driven by acquisitions as well as lot rent increases and occupancy increases across the portfolio. New acquisitions accounted for $3,824 of the increase versus the prior period. Same Community Revenues were approximately $704 higher than the prior period. The increase in Same Community Revenue was a result of increasing monthly lot rent year over year as well as growth in Same Community Occupancy and increases in utility revenue.

	For the six months ended June 30, 2022	For the six months ended June 30, 2021	Variance	Variance %
Rental revenue and related income	$ 28,056	$ 19,484	$ 8,572	44.0%

For the six months ended June 30, 2022, the higher revenue as compared to the prior period was primarily driven by acquisitions as well as lot rent increases and occupancy increases across the portfolio. New acquisitions accounted for $7,320 of the increase versus the prior period. Same Community Revenues were approximately $1,252 higher than the prior period. The increase in Same Community Revenue was a result of increasing monthly lot rent year over year as well as growth in Same Community occupancy and increases in utility revenue.

Property Operating Expenses

The following tables highlight property operating expenses of the REIT.

	For the three months ended June 30, 2022	For the three months ended June 30, 2021	Variance	Variance %
Operating expenses	$ 4,903	$ 3,405	$ 1,498	44.0%

Operating expenses are comprised mainly of utilities, common area and maintenance expenses, payroll, insurance, property taxes and other costs associated with the management and maintenance of the investment properties. Operating expenses increased by $1,498 for the three months ended June 30, 2022 versus the three months ended June 30, 2021. The drivers for the increase were new communities acquired during 2021 and 2022 as well as inflationary pressures on wages, utilities and repairs and maintenance costs. New acquisitions accounted for $1,541 of the spend in operating expenses.

The table below provides a breakdown of operating expenses for the period:

Amounts in Thousands of US Dollars (except for per unit amounts)

Operating Expenses	For the three months ended June 30, 2022	For the three months ended June 30, 2021
Utilities	$ 1,579	$ 1,121
Payroll and benefits	$ 1,012	$ 834
Taxes and insurance	$ 1,313	$ 766
Repairs and maintenance	$ 421	$ 314
Other	$ 578	$ 370
Total Operating Expenses	**$ 4,903**	**$ 3,405**

	For the six months ended June 30, 2022	For the six months ended June 30, 2021	Variance	Variance %
Operating expenses	$ 9,338	$ 6,614	$ 2,724	41.2%

Operating expenses increased by $2,724 for the six months ended June 30, 2022 versus the six months ended June 30, 2021. The drivers for the increase were new communities acquired during 2021 and 2022 as well as inflationary pressures on wages, utilities and repairs and maintenance costs.

The table below provides a breakdown of operating expenses for the period:

Operating Expenses	For the six months ended June 30, 2022	For the six months ended June 30, 2021
Utilities	$ 3,295	$ 2,345
Payroll and benefits	$ 1,935	$ 1,567
Taxes and insurance	$ 2,409	$ 1,492
Repairs and maintenance	$ 722	$ 524
Other	$ 977	$ 686
Total Operating Expenses	**$ 9,338**	**$ 6,614**

General and Administrative

The following tables highlight general and administrative expenses of the REIT.

	For the three months ended June 30, 2022	For the three months ended June 30, 2021	Variance	Variance %
General and administrative	$ 1,745	$ 1,398	$ 347	24.8%

General and administrative expenses include legal fees, audit fees, salaries and benefits for certain REIT employees, trustee fees, transfer agent fees, taxes, insurance and other administrative costs. For the three months ended June 30, 2022, the $347 higher spend compared to the prior period is primarily the result of higher payroll and benefits as well as travel.

Amounts in Thousands of US Dollars (except for per unit amounts)

The table below provides a breakdown of general and administrative expenses:

General and administrative	For the three months ended June 30, 2022	For the three months ended June 30, 2021
Payroll and benefits	$ 1,000	$ 830
Legal / Consulting	$ 124	$ 88
Audit and tax fees	$ 117	$ 106
Taxes and insurance	$ 115	$ 98
Trustee fees	$ 102	$ 67
Travel	$ 126	$ 48
Other	$ 161	$ 161
Total General and administrative	**$ 1,745**	**$ 1,398**

	For the six months ended June 30, 2022	For the six months ended June 30, 2021	Variance	Variance %
General and administrative	$ 3,494	$ 2,689	$ 805	29.9%

For the six months ended June 30, 2022, the $805 higher spend compared to the prior period is primarily the result of higher payroll and benefits as well as travel.

The table below provides a breakdown of general and administrative expenses:

General and administrative	For the six months ended June 30, 2022	For the six months ended June 30, 2021
Payroll and benefits	$ 2,066	$ 1,482
Legal / Consulting	$ 256	$ 335
Audit and tax fees	$ 189	$ 217
Taxes and insurance	$ 227	$ 188
Trustee fees	$ 202	$ 132
Travel	$ 241	$ 103
Other	$ 313	$ 232
Total General and administrative	**$ 3,494**	**$ 2,689**

Finance Cost from Operations

	For the three months ended June 30, 2022	For the three months ended June 30, 2021	Variance	Variance %
Finance costs from operations	$ 2,570	$ 1,960	$ 610	31.1%

Finance costs from operations consist of interest expense on loans and borrowings, amortization of deferred financing costs and other miscellaneous interest expense. For this period, interest expense on loans and borrowings accounted for $2,414 and miscellaneous interest expense was $153. Amortized deferred financing cost was $3. The increase versus the three months ended June 30, 2021 is the result of the REIT's new debt placed during 2021 and 2022.

Amounts in Thousands of US Dollars (except for per unit amounts)

	For the six months ended June 30, 2022	For the six months ended June 30, 2021	Variance	Variance %
Finance costs from operations	$ 4,804	$ 3,877	$ 927	23.9%

For this period, interest expense on loans and borrowings accounted for $4,518 and miscellaneous interest expense was $280. Amortized deferred financing cost was $6. The increase versus the six months ended June 30, 2021 is the result of the REIT's new debt placed during 2021 and 2022.

Other (Income)

	For the three months ended June 30, 2022	For the three months ended June 30, 2021	Variance	Variance %
Other (income)	$ (31)	$ (12)	$ 19	158.3%

Other (income) is made up of property management fees, asset management fees and note receivable interest that the REIT charges to Empower Park – see "Transactions with Related Parties". For the three months ended June 30, 2022, other income was higher than the prior period due to note receivable interest and management fees charged to Empower in the period.

	For the six months ended June 30, 2022	For the six months ended June 30, 2021	Variance	Variance %
Other (income)	$ (64)	$ (21)	$ (43)	2.0

For the six months ended June 30, 2022, other income was higher than the prior period due to note receivable interest and management fees charged to Empower in the period.

Fair Value Adjustment - Class B Units

For the three and six months ended June 30, 2022 the REIT recognized a fair value gain on Class B Units of $24,821 and $21,637, respectively ($12,455 loss and $14,737 loss for the three and six months ended June 30, 2021). Class B Units are measured at fair value with any changes in fair value recorded in "fair value adjustment – Class B Units" on the condensed consolidated interim statement of net income and comprehensive income. The fair value as at June 30, 2022 and December 31, 2021 were calculated using the Unit closing price as at the end of the respective reporting period.

Distributions on Class B Units

The Class B Units are redeemable for cash or Units, at the option of the REIT, and, therefore, the Class B Units meet the definition of a financial liability under IAS 32. The distributions paid to the holders of Class B Units are treated as interest expense and reflected on the condensed consolidated interim statement of net income and comprehensive income within the REIT's financial statements. For the three and six months ended June 30, 2022 the REIT paid distributions on Class B Units of $733 and $1461, respectively ($692 and $1,385 for the three and six months ended June 30, 2021).

Amounts in Thousands of US Dollars (except for per unit amounts)

Fair Value Adjustment – Investment Properties

In accordance with IFRS, management has elected to use the fair value model to account for investment properties. Overall, the fair value of investment properties decreased by $3,512 and $2,662 for the three and six months ended June 30, 2022 (increase of $8,085 and $14,278 for the three and six months ended June 30, 2021). Fair value adjustments were determined based on the movement of various parameters, including changes in NOI and capitalization rates. The major driver of this decreased fair value for the three and six months ended June 30, 2022 was a decrease in fair value of rental homes in various communities as well as a decrease in NOI in one MHC acquired during 2021. This MHC was a value-add asset where occupancy was expected to decline during the first year of ownership as capital investments and community updates were completed.

Transaction Costs

	For the three months ended June 30, 2022	For the three months ended June 30, 2021	Variance	Variance %
Transaction costs	$ -	$ 184	$ (184)	-100.0%

Transaction costs are cost that relate to a stock market listing, or are otherwise not incremental and directly attributable to issuing new securities and are therefore recorded as an expense in the statement of net income and comprehensive income. For the three months ended June 30, 2022 the REIT incurred no transaction cost ($184 for the three months ended June 30, 2021).

	For the six months ended June 30, 2022	For the six months ended June 30, 2021	Variance	Variance %
Transaction costs	$ -	$ 236	$ (236)	-100.0%

For the six months ended June 30, 2022 the REIT incurred no transaction cost ($236 for the six months ended June 30, 2021).

Amounts in Thousands of US Dollars (except for per unit amounts)

Net Income and Comprehensive Income

	For the three months ended June 30, 2022	For the three months ended June 30, 2021	Variance	Variance %
Net income (loss) and comprehensive Income (loss)	$ 26,024	$ (1,945)	$ 27,969	-1438.0%

Net income and comprehensive income for the three months ended June 30, 2022 was $27,969 more than the prior period as a result of the fair value gain on Class B Units for the six months ended June 30, 2022 being significantly larger than in the same period in 2021 as well as other variance previously described.

	For the six months ended June 30, 2022	For the six months ended June 30, 2021	Variance	Variance %
Net income and comprehensive Income	$ 28,456	$ 4,686	$ 23,770	507.3%

Net income and comprehensive income for the six months ended June 30, 2022 was $23,770 more than the prior period as a result of the fair value gain on B-Units for the three months ended June 30, 2022 being significantly larger than in the same period in 2021 as well as other variance previously described.

NOI, FFO, AFFO

Below is a summary of the NOI, FFO and AFFO for the three and six months ended June 30, 2022 and 2021. The weighted average unit count (diluted) for the three and six months ended June 30, 2022 was 19,631,420 and 19,619,342, respectively (13,113,557 and 12,949,304 for the three and six months ended June 30, 2021, respectively). As at June 30, 2022, there were 19,631,420 Units outstanding (including the combined number of Units, Class B Units and DTUs).

AFFO per Unit for the three and six months ended June 30, 2022 exceeded the three months and six months ended June 30, 2021 by 14.3% and 9.4% respectively. FFO per Unit for the three and six months ended June 30, 2022 exceeded the three and six months ended June 30, 2021 by 8.6% and 6.3% respectively. These increases were primarily driven by the REIT’s accretive acquisition strategy during 2021 and continued Same Community NOI growth.

Same Community Revenues for the three and six months ended June 30, 2022 exceeded the three and six months ended June 30, 2021 by $703 and $1,252, respectively. This increase is driven by lot rent increases implemented during the period, occupancy growth throughout the year and increases in utility revenues.

Cost containment efforts also helped contribute to the positive results. Continued focus on labor efficiencies throughout the communities as well as water and sewer savings had a positive impact on property operating expenses.

Amounts in Thousands of US Dollars (except for per unit amounts)

The following tables highlight a summary of the NOI, FFO and AFFO of the REIT.

	For the three months ended June 30, 2022	For the three months ended June 30, 2021	**Variance**	**Variance %**
NOI	$ 9,460	$ 6,430	$ 3,030	47.1%
NOI Margin**	65.9%	65.4%	0.5%	0.8%
FFO*	$ 5,434	$ 3,342	$ 2,092	62.6%
FFO Per Unit*	$ 0.277	$ 0.255	$ 0.022	8.6%
AFFO*	$ 4,716	$ 2,754	$ 1,962	71.2%
AFFO per Unit*	$ 0.240	$ 0.210	$ 0.030	14.3%
AFFO Payout Ratio*	55.7%	60.7%	-5.0%	-8.2%

	For the six months ended June 30, 2022	For the six months ended June 30, 2021	**Variance**	**Variance %**
NOI	$ 18,718	$ 12,870	$ 5,848	45.4%
NOI Margin**	66.7%	66.1%	0.6%	1.0%
FFO*	$ 10,999	$ 6,840	$ 4,159	60.8%
FFO Per Unit*	$ 0.561	$ 0.528	$ 0.033	6.3%
AFFO*	$ 9,572	$ 5,782	$ 3,790	65.5%
AFFO per Unit*	$ 0.488	$ 0.446	$ 0.042	9.4%
AFFO Payout Ratio*	54.8%	57.1%	-2.3%	-4.0%

** Refer to section “Non-IFRS Financial Measures”.*

*** Refer to section “Other Real Estate Industry Metrics”.*

Amounts in Thousands of US Dollars (except for per unit amounts)

Reconciliation of FFO, FFO per Unit, AFFO and AFFO per Unit

The REIT uses the following non-IFRS key performance indicators: FFO, FFO Per Unit, AFFO, AFFO per Unit.

The calculations of these measures and the reconciliation to net income and comprehensive income, are set out in the following tables:

	For the three months ended June 30, 2022		For the three months ended June 30, 2021	
Net income (loss) and comprehensive income (loss)	$	26,024	$	(1,945)
Adjustments to arrive at FFO				
Depreciation	$	66	$	41
Fair value adjustment - Class B units	$	(24,821)	$	12,455
Distributions on Class B units	$	732	$	692
Fair value adjustment - investment properties	$	3,512	$	(8,085)
Fair value adjustment - unit based compensation	$	(79)	$	-
Transaction costs	$	-	$	184
Funds from Operations ("FFO")	$	5,434	$	3,342
FFO Per Unit (diluted)	$	0.277	$	0.255
Adjustments to arrive at AFFO				
Accretion of mark-to-market adjustment on mortgage payable	$	(258)	$	(258)
Capital Expenditure Reserves	$	(460)	$	(330)
Adjusted Funds from Operations ("AFFO")	$	4,716	$	2,754
AFFO Per Unit (diluted)	$	0.240	$	0.210

In the calculation of AFFO, the REIT uses a capital expenditure reserve of $60 (dollars/annual) per lot and $1,000 (dollars/annual) per rental home. This reserve is based on management's best estimate of the cost that the REIT may incur, related to maintaining the investment properties. For the three months ended June 30, 2022, the capital expenditure reserve was $460 as compared to actual spending of $499 (for the three months ended June 30, 2021 the capital expenditure reserve was $330 as compared to actual spending of $245).

Amounts in Thousands of US Dollars (except for per unit amounts)

		For the six months ended June 30, 2022		For the six months ended June 30, 2021
Net income and comprehensive income	$	28,456	$	4,686
Adjustments to arrive at FFO				
Depreciation	$	133	$	74
Fair value adjustment - Class B units	$	(21,637)	$	14,737
Distributions on Class B units	$	1,462	$	1,385
Fair value adjustment - investment properties	$	2,662	$	(14,278)
Fair value adjustment - unit based compensation	$	(77)	$	-
Transaction costs	$	-	$	236
Funds from Operations ("FFO")	$	10,999	$	6,840
FFO Per Unit (diluted)	$	0.561	$	0.528
Adjustments to arrive at AFFO				
Accretion of mark-to-market adjustment on mortgage payable	$	(515)	$	(515)
Capital Expenditure Reserves	$	(912)	$	(543)
Adjusted Funds from Operations ("AFFO")	$	9,572	$	5,782
AFFO Per Unit (diluted)	$	0.488	$	0.446

For the six months ended June 30, 2022, the capital expenditure reserve was $912 as compared to actual spending of $822 (for the six months ended June 30, 2021 the capital expenditure reserve was $543 as compared to actual spending of $462).

Amounts in Thousands of US Dollars (except for per unit amounts)

Calculation of Other Real Estate Industry Metrics

NOI and NOI Margin

The REIT uses the following non-IFRS key performance indicators: NOI and NOI Margin.

The tables below lay out the calculation of the REIT's NOI for the three and six months ended June 30, 2022:

NOI

	For the three months ended June 30, 2022	For the three months ended June 30, 2021
Net income (loss) and comprehensive income (loss)	$ 26,024	$ (1,945)
Adjustments to arrive at NOI		
General and administrative	$ 1,745	$ 1,398
Finance costs from operations	$ 2,570	$ 1,960
Accretion of mark-to-market adjustment on mortgage payable	$ (258)	$ (258)
Depreciation	$ 66	$ 41
Other (income)	$ (31)	$ (12)
Fair value adjustment - Class B units	$ (24,821)	$ 12,455
Distributions on Class B units	$ 732	$ 692
Fair value adjustment - investment properties	$ 3,512	$ (8,085)
Fair value adjustment - unit based compensation	$ (79)	$ -
Transaction Costs	$ -	$ 184
NOI	$ 9,460	$ 6,430

	For the six months ended June 30, 2022	For the six months ended June 30, 2021
Net income and comprehensive income	$ 28,456	$ 4,686
Adjustments to arrive at NOI		
General and administrative	$ 3,494	$ 2,689
Finance costs from operations	$ 4,804	$ 3,877
Accretion of mark-to-market adjustment on mortgage payable	$ (515)	$ (515)
Depreciation	$ 133	$ 74
Other (income)	$ (64)	$ (21)
Fair value adjustment - Class B units	$ (21,637)	$ 14,737
Distributions on Class B units	$ 1,462	$ 1,385
Fair value adjustment - investment properties	$ 2,662	$ (14,278)
Fair value adjustment - unit based compensation	$ (77)	$ -
Transaction Costs	$ -	$ 236
NOI	$ 18,718	$ 12,870

Amounts in Thousands of US Dollars (except for per unit amounts)

NOI Margin

	For the three months ended June 30, 2022	For the three months ended June 30, 2021
Rental revenue and related income	$ 14,363	$ 9,835
Property operating expenses	$ 4,903	$ 3,405
Net Operating Income ("NOI")	**$ 9,460**	**$ 6,430**
NOI Margin	**65.9%**	**65.4%**

	For the six months ended June 30, 2022	For the six months ended June 30, 2021
Rental revenue and related income	$ 28,056	$ 19,484
Property operating expenses	$ 9,338	$ 6,614
Net Operating Income ("NOI")	**$ 18,718**	**$ 12,870**
NOI Margin	**66.7%**	**66.1%**

Debt to Gross Book Value

The following table lays out the REIT's Debt to Gross Book Value.

	As at June 30, 2022	As at December 31, 2021
Mortgages payable (current portion)	$ 712	$ 637
Mortgages payable (non-current portion)	$ 298,509	$ 258,474
Total mortages payable ("Debt")	$ 299,221	$ 259,111
Gross Book Value	$ 741,105	$ 695,125
Debt to Gross Book Value	**40.4%**	**37.3%**

Since December 31, 2021 the REIT has increased the Debt to Gross Book Value by 10.1%. The REIT has completed three debt financings totaling $41,470.

Liquidity and Capital Resources

As at June 30, 2022 and December 31, 2021, the capital structure of the REIT was as follows:

	As at June 30, 2022	As at December 31, 2021
Indebtedness		
Mortgages payable (current portion)	$ 712	$ 637
Mortgages payable (non-current portion)	$ 298,509	$ 258,474
Class B Units	$ 83,916	$ 104,856
	$ 383,137	$ 363,967
Unitholders equity		
Unitholders equity	$ 347,366	$ 322,694
Total capitalization	**$ 730,503**	**$ 686,661**

Liquidity and capital resources are used to fund capital investments in the investment properties, acquisition activities, servicing of debt obligations and distributions to Unitholders. The principal source of liquidity is cash flow generated from property operations. For the six months ended June 30, 2022, net cash from operating activities was $14,560. Business operations are also financed using property-specific mortgages, and equity financing.

On May 12, 2021, the REIT closed on a $5,000 working capital line of credit. The line is for three years with a floating interest rate at 0.5% above the Wall Street Journal Prime rate. Payments will be interest only for the full term. As at June 30, 2022, the REIT had $1,000 outstanding on this line of credit (as at December 31, 2021 - $Nil).

As at June 30, 2022, Liquidity[1] was $23,446 (as at December 31, 2021 liquidity was $20,451) consisting of cash, cash equivalents, and available capacity on lines of credit.

The REIT expects to be able to meet all obligations as they become due using some or all of the following sources of liquidity:

- cash flow generated from property operations;
- property-specific mortgages; and
- existing cash and cash equivalents on hand

In addition, subject to market conditions, the REIT may raise funding through equity financing. On May 7, 2021, the REIT filed a (final) short form base shelf prospectus, pursuant to which, for a period of 25 months thereafter, the REIT (and Unitholders) may sell up to an aggregate of $300,000 of (i) Units; (ii) senior or subordinated unsecured debt securities of the REIT; (iii) subscription receipts; (iv) warrants; and (v) securities comprised of more than one of the foregoing, or any combination thereof. Subsequently, the REIT filed a supplement to that prospectus, and entered into underwriting agreements for the purpose of completing the June 2021 Offering and the November 2021 Offering. The REIT raised gross proceeds of $81,000 pursuant to the June 2021 Offering through the issuance of 4,500,000 Units at a price of $18.00 per Unit. The REIT raised gross proceeds of $46,489 pursuant to the November 2021 Offering through the issuance of 2,415,000 Units at a price of $19.25 per Unit.

On May 17, 2022, the REIT filed a supplement to the (final) short form base shelf prospectus, pursuant to which, for a period of 12 months thereafter, the REIT (and Unitholders) may sell up to an aggregate of $50,000 of Units pursuant to the ATM Offering.

The REIT believes that its capital structure will provide it with financial flexibility to pursue future growth strategies. However, the REIT's ability to fund operating expenses, capital expenditures and future debt service

[1] Refer to section "*Other Real Estate Industry Metrics*".

Amounts in Thousands of US Dollars (except for per unit amounts)

requirements will depend on, among other things, future operating performance, which will be affected by general economic, industry, financial and other factors, including factors beyond the REIT's control.

The REIT currently has twenty unencumbered investment properties with a total fair value of $65,499 as at June 30, 2022.

The table below sets out the upcoming principal payments due by year.

Year	Principal payments due during period	% of Total Principal
2022	$ 344	0.1%
2023	$ 732	0.2%
2024	$ 769	0.3%
2025	$ 817	0.3%
2026	$ 863	0.3%
Thereafter	$ 291,619	98.8%
TOTAL	$ 295,144	

Debt Financing

The REIT seeks to maintain a debt profile consisting of borrowings from various sources of low-cost capital, which may include debt from regional and national banks, government-sponsored entities such as Fannie Mae and Freddie Mac, insurance companies, CMBS lenders and publicly issued bonds.

The REIT's overall borrowing philosophy is to obtain secured debt, principally on a fixed rate or effectively fixed rate basis, which will allow the REIT to: (i) achieve and maintain staggered maturities to lessen exposure to re-financing risk in any particular period; (ii) achieve and maintain fixed rates to lessen exposure to interest rate fluctuations; and (iii) extend loan terms and fixed rate periods as long as possible when borrowing conditions are favorable. Subject to market conditions and the growth of the REIT, management currently intends to target Debt to Gross Book Value of approximately 45%-55% of Gross Book Value. Interest rates and loan maturities will be reviewed on a regular basis to ensure appropriate debt management strategies are implemented.

As at June 30, 2022, the REIT's Debt to Gross Book Value ratio was 40.4% (as at December 31, 2021 – 37.3%, as at June 30, 2021 – 39.7%). The REIT's Weighted Average Mortgage Interest Rate (see section "Other Real Estate Industry Metrics") as at June 30, 2022 was 3.60% (100% fixed rate) (as at December 31, 2021 – 3.43%, as at June 30, 2021 – 3.49%) and a Weighted Average Mortgage Term (see section "Other Real Estate Industry Metrics") to maturity of 11.5 years (as at December 31, 2021 – 10.7 years, as at June 30, 2021 - 9.6 years). The REIT's mortgages mature at various dates beginning in 2027. Outside of the regular principal amortization of existing loans and borrowings; there are no balloon payments due in the next twelve months.

As at June 30, 2022, the REIT was in compliance with all debt covenants with various lenders.

Pursuant to the Declaration of Trust, the REIT shall not incur or assume any indebtedness if, after giving effect to the incurrence or assumption of such indebtedness, the total indebtedness of the REIT (including convertible debentures) would be more than 65% of Gross Book Value.

Class B Units

In conjunction with the IPO, and as partial consideration for the Initial Communities, Flagship Operating, LLC issued Class B Units to certain retained interest holders. The holders of Class B Units are entitled to receive distributions from Flagship Operating, LLC proportionately to the distributions made by the REIT to holders of Units. The Class B Units are redeemable by the holder thereof for cash or Units (on a one-for-one basis subject to customary anti-dilution adjustments), as determined by Flagship Operating, LLC and as directed by the REIT in its sole discretion, subject to certain limitations and restrictions, and therefore are considered a puttable instrument. As a result, the Class B Units have been classified as financial liabilities and are measured at FVTPL (fair value through profit or loss). The fair value of the Class B Units is measured every period, with changes in measurement recorded in Fair value adjustment – Class B Units in the condensed consolidated interim statement of net income and comprehensive income. Distributions on Class B Units are recorded as finance cost in the unaudited condensed consolidated interim financial statements in the period in which they become payable.

As at August 10, 2022, the total number of Class B Units outstanding was 5,470,388 (as at December 31, 2021 - 5,432,940).

Unit-Based Compensation

The REIT adopted the Omnibus Equity Incentive Plan on December 1, 2020. On May 10, 2021 Unitholders passed an ordinary resolution at the REIT's unitholder meeting to approve the Omnibus Equity Incentive Plan, including any previous grants of award and all unallocated awards issuable thereunder. The Equity Incentive Plan provides for awards of Restricted Units ("RUs"), Performance Units ("PUs"), DTUs and Options, each as defined therein. Awards under the Equity Incentive Plan may be settled by Units issued from treasury or, if so elected by the participant and subject to the approval of the Board of Trustees, cash measured by the value of the Units on the settlement date. Awards earn additional Units for distributions that would otherwise have been payable in cash. These additional Units vest on the same basis as the initial units to which they relate.

Under the Equity Incentive Plan, non-employee trustees have the option to elect to receive up to 100% of trustee fees, that are otherwise payable in cash, in the form of DTUs. Accordingly, the number of DTUs to be awarded to a non-employee trustee is equal to (i) the value of the trustee fees that the non-employee trustee elects to receive in the form of DTUs, (ii) divided by the volume-weighted average closing price of a Unit on the

TSX for the five trading days immediately preceding the date of grant. Once made, elections are irrevocable for the year in respect of which they are made and are effective for subsequent calendar years until terminated by the non-employee trustee. DTUs granted to non-employee trustees vest immediately upon grant.

DTUs are recorded in trustee fees, included in general and administrative expenses on the consolidated statement of net income and comprehensive income, at the volume-weighted average closing price of a Unit on the TSX for the five trading days immediately preceding the date of grant. The liability is measured every period, and upon settlement, with changes in measurement recorded in Fair value adjustment – DTUs on the consolidated statement of net income and comprehensive income.

As at August 10, 2022, the total number of DTUs outstanding was 26,422 (as at December 31, 2021 – 11,210), while no RUs or PUs have been granted.

Units

The REIT is authorized to issue an unlimited number of Units. No Unit has any preference or priority over another. Each Unit represents a Unitholder's proportionate undivided beneficial ownership interest in the REIT and confers the right to one vote at any meeting of Unitholders and to participate pro rata in any distributions by the REIT, whether of net income, net capital gain or other amounts and, in the event of termination or winding-up of the REIT, in the net assets of the REIT remaining after satisfaction of all liabilities. Units are fully paid and non-assessable when issued and are transferable.

As at August 10, 2022, the total number of Units outstanding was 14,141,185 (as at December 31, 2021 – 14,141,185).

Distributions

The REIT has adopted a distribution policy pursuant to which the REIT and Flagship Operating, LLC make cash distributions to Unitholders, holders of Class B Units, and holders of DTUs respectively, on a monthly basis. Pursuant to this distribution policy, distributions are paid to Unitholders, holders of Class B Units, and holder of DTUs of record at the close of business on the last business day of a month on or about the 15th day of the following month. Distributions must be approved by the board of trustees of the REIT and are subject to change depending on the general economic outlook and financial performance of the REIT. The REIT does not use net income in accordance with IFRS as the basis to establish the level of distributions as net income includes, among other items, non-cash fair value adjustments related to its property portfolio.

Amounts in Thousands of US Dollars (except for per unit amounts)

In accordance with National Policy 41-201 - Income Trusts and Other Indirect Offerings, the REIT provides the following additional disclosure relating to cash distributions:

	For the three months ended June 30, 2022	For the three months ended June 30, 2021	For the six months ended June 30, 2022	For the six months ended June 30, 2021
Cash Provided by operating activities	$ 8,480	$ 5,095	$ 14,560	$ 10,282
Less finance cost from operations	$ 2,570	$ 1,960	$ 4,804	$ 3,877
	$ 5,910	$ 3,135	$ 9,756	$ 6,405
Less distributions paid to unitholders	$ 1,892	$ 923	$ 3,784	$ 1,843
Less distributions paid to Class B unitholders	$ 733	$ 692	$ 1,461	$ 1,385
Excess cash provided by operating activities over distributions paid	$ 3,285	$ 1,520	$ 4,511	$ 3,177
Net income and comprehensive income	$ 26,024	$ (1,945)	$ 28,456	$ 4,686
Less distributions paid to unitholders	$ 1,892	$ 923	$ 3,784	$ 1,843
Excess net income and comprehensive income over distributions paid	$ 24,132	$ (2,868)	$ 24,672	$ 2,843

Total distributions declared to Unitholders and holders of Class B Units were $2,622 and $5,246 for the three and six months ended June 30, 2022, respectively ($1,615 and $3,419 for the three and six months ended June 30, 2021, respectively).

On October 22, 2021 the REIT announced that the Board of Trustees approved a 5% increase to its monthly cash distribution to unitholders to $0.0446 per REIT unit or $0.5355 per REIT unit on an annual basis. The new monthly cash distribution commenced with the November 2021 distribution which were paid in December 2021.

The AFFO Payout Ratio[1] for the three and six months ended June 30, 2022 was 55.7% and 54.8% compared to 60.7% and 57.1%, respectively, in the comparable period in 2021.

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[1] Refer to section *"Non-IFRS Financial Measures"*.

Amounts in Thousands of US Dollars (except for per unit amounts)

Contractual Commitments

The following table provides information on the carrying balance and the non-discounted contractual maturities of financial liabilities of the REIT with fixed repayment terms as at June 30, 2022:

	Carrying amount	Contractual cash flows	1 Year	1 to 2 Years	2 to 5 years	5+ years
Trade and Other Payables	$ 801	$ 801	$ 801	$ -	$ -	$ -
Other Liabilities	$ 8,801	$ 8,801	$ 8,801	$ -	$ -	$ -
Mortgages Payable	$ 299,221	$ 410,956	$ 11,361	$ 22,876	$ 58,468	$ 318,251
	$ 308,823	$ 420,558	$ 20,963	$ 22,876	$ 58,468	$ 318,251

Investment Property Portfolio

A property is determined to be an investment property when it is held either to earn rental income, capital appreciation or for both. Investment properties include land, buildings, land improvements, and building improvements. The REIT's investment properties consist of MHCs and a fleet of rental homes for lease to residents of the MHCs. The REIT used a combination of internal valuation methodologies and external appraisals to value the investment properties. The estimated fair value of the MHC's was determined using the direct capitalization income method. The direct capitalization method analyzes the relationship of one year's NOI to total property value. The NOI is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over an investment horizon. The implied value may be adjusted to account for non-stabilized conditions or required capital expenditures to reflect an as is value.

The investment property portfolio had 66 communities as at June 30, 2022 (as at December 31, 2021 - 63). A reconciliation of the carrying amount for investment properties at the beginning and end of the period is set out below:

	As at June 30, 2022	As at December 31, 2021
Investment properties, opening balance	$ 670,523	$ 428,391
Capital expenditures	$ 5,076	$ 6,672
Acquisitions of investment properties	$ 37,258	$ 158,107
Disposal of investment properties	$ (874)	$ (1,460)
Change in fair value of investment properties	$ (2,662)	$ 78,813
Total investment properties, end of period	**$ 709,321**	**$ 670,523**

Amounts in Thousands of US Dollars (except for per unit amounts)

Investment Property Valuation

A significant increase (decrease) in estimated rents or occupancy rates, per annum in isolation would result in a significantly higher (lower) fair value. A significant increase (decrease) in capitalization rate estimates in isolation would result in significantly lower (higher) fair value. The REIT used an internal valuation process to value the investment properties as at June 30, 2022 and December 31, 2021. The REIT engages third party appraisers to prepare valuations of the communities such that the entire portfolio is appraised at least once every year. The REIT uses these appraisals along with other market data to determine fair value.

The high, low, and overall weighted average of the capitalization rates applicable to the community portfolio are set out below along with the impact of a 25 basis-point increase or (decrease) in the weighted average capitalization rate on the carrying value of investment properties in a dollar and percentage terms:

	As at June 30, 2022	As at December 31, 2021
Capitalization Rates of Investment Properties		
High	6.95%	7.00%
Low	4.00%	4.50%
Weigthed Average	4.69%	4.73%
% Change		
+0.025	5.08%	5.05%
-0.025	(5.66%)	(5.61%)
$ Change		
+0.025	$34,491	$32,439
-0.025	($38,413)	($36,097)

Cash Flows

The REIT held cash and cash equivalents of $3,995 as at June 30, 2022. The changes in cash flows are as follows:

	For the six months ended June 30, 2022	For the six months ended June 30, 2021
Cash provided by operating activities	$ 14,560	$ 10,282
Cash provided by financing activities	$ 31,576	$ 72,594
Cash used in investing activities	$ (42,141)	$ (15,080)
Change in cash and cash equivalents during the period	$ 3,995	$ 67,796

Operating activities for the six months ended June 30, 2022

Operating activities for the period generated a net cash inflow of $14,560 (for the six months ended June 30, 2021 - $10,282). This cash flow from operating activities was largely driven by cash inflows from normal business operations (net income adjusted for non-cash items and financing activities).

Financing activities for the six months ended June 30, 2022

Financing activities for the period generated a net cash inflow of $31,576 ($72,594 for the six months ended June 30, 2021). This was largely driven by proceeds from mortgages payable of $41,470. These inflows were offset by distributions paid to Unit holders and Class B Unit holders of $3,784 and $1,461 respectively as well as interest paid of $4,798.

Investing activities for the six months ended June 30, 2022

Investing activities for the period resulted in a net cash outflow of $42,141 ($15,080 for the six months ended June 30, 2021). This was largely driven by the acquisitions of investment property completed as well as capital expenditures on investment properties during the six months ended June 30, 2022.

Transactions with Related Parties

In connection with the IPO, the REIT indirectly acquired the Initial Communities from entities owned and managed by certain executive officers of the REIT, as a result of which the REIT's Chief Executive Officer and Chief Investment Officer acquired beneficial ownership, or control or direction over, directly or indirectly, 17,408 Units and 5,396,687 Class B Units.

On closing of the IPO, the REIT and Empower, an entity majority-owned by the REIT's Chief Executive Officer and Chief Investment Officer, entered into certain agreements that govern the relationships between such parties and their affiliates. Empower will acquire and develop MHCs that do not meet the REIT's investment criteria and conduct home sales, including sales of manufactured homes located on investment properties, under the ''You Got it Homes'' brand.

The condensed consolidated interim financial statements include the following related party transactions:

- On July 2, 2021 the REIT entered into a promissory note ("Note Receivable-Related Party") in the amount of $2,460 with Empower Park. The Note Receivable-Related Party includes monthly interest only payments, which began on August 2, 2021, through maturity on July 2, 2031 at which time the entire principal balance and any unpaid interest is due. The Note Receivable-Related Party incurs interest at the Prime rate. For the three and six months ended June 30, 2022, interest revenue was $26 and $45, respectively ($Nil for both the three and six months ended June 30, 2021).

- On February 15, 2022, the REIT acquired a 13-acre manufactured housing resort community from a Empower, for approximately $8,200 of which a portion of the consideration was settle in Class B Units of the REIT and a portion in cash.
- Payroll and benefits include $286 and $924 incurred to key management personnel during the three and six months ended June 30, 2022, respectively, which includes short-term employee payroll and benefits ($298 and $689 for the three and six months ended June 30, 2021, respectively).
- For the three and six months ended June 30, 2022, the REIT billed Empower a total of $382 and $638, of which $352 and $582 was payroll and benefits, $20 and $34 was management fees, and $10 and $22 was other miscellaneous items, respectively ($354 and $614; $312 and $551; $15 and $21; $27 and $42 or the three and six months ended June 30, 2021, respectively). As at June 30, 2022 and December 31, 2021, the REIT had a receivable, included in tenant and other receivables, net, from Empower of $152 and $149, respectively.
- For the three and six months ended June 30, 2022 and 2021, the REIT was billed for services provided by related parties that included HVAC, paving/concrete repair, IT and landscape services. As at June 30,2022 and December 31, 2021, the REIT had total accounts payable and accrued liabilities due to related parties of $701 and $11, respectively.

Amounts in Thousands of US Dollars (except for per unit amounts)

The table below breaks out billings from each related party:

Company Name	Ownership & Control	Description of Services	For the three months ended June 30, 2022	For the three months ended June 30, 2021	For the six months ended June 30, 2022	For the six months ended June 30, 2021
Call Now HVAC	50% owned by the REIT's Chief Executive Officer ("CEO"), Chief Investment Officer ("CIO") and another holder of Class B Units. Managing member of the entity is a non-related party	Provides HVAC services for the communities including installing new air conditioner units as well as services existing units.	$107	$145	$198	$207
BG3	100% owned by the brother of the REIT's CEO.	Provides landscaping services for various investment properties.	$65	$13	$173	$89
JDK	100% owned by the brother of the REIT's CEO.	IT and desktop support	$9	$10	$28	$20
Empower Park	Wholly owned by the REIT's CEO, CIO and another holder of Class B Units.	Empower acquires and develop MHCs that do not meet the REIT's Iinvestment Ccriteria and conducts home sales, including sales of manufactured homes located on the Initial Communities. Per agreement with Empower Park, the REIT will pay floor plan interest on homes within the Initial Communities as well as reimburse Empower for any gross profit losses on homes sales within the Initial Communities	$744	$66	$1,095	$99
		Total	**$925**	**$234**	**$1,494**	**$415**

The large increase in spending versus prior year with Empower Park is the result of the REIT buying homes from Empower to add to the rental fleet within various communities.

Management believes these related party transactions were done on commercial terms normally attainable from third parties.

Critical Accounting Estimates and Assumptions

Management makes estimates and assumptions concerning the future. The resulting accounting estimates may differ from actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying values of assets and liabilities within the next financial period are outlined below. There have been no updates to matters covered by this section since the Annual MD&A

Investment properties

A property is determined to be an investment property when it is held either to earn rental income, capital appreciation or for both. Investment properties include land, buildings, land improvements, and building improvements. The REIT used a combination of internal valuation methodologies and external appraisals to value the investment properties. The estimated fair value of the investment properties was determined using the direct capitalization income method. The direct capitalization income method analyzes the relationship of one year's NOI to total property value. The NOI is capitalized at a rate that implicitly considers expected growth in cash flow and growth in property value over an investment horizon. The implied value may be adjusted to account for non-stabilized conditions or required capital expenditures to reflect an as is value.

A significant increase (decrease) in estimated rents or occupancy rates, per annum in isolation would result in a significantly higher (lower) fair value. A significant increase (decrease) in capitalization rate estimates in isolation would result in significantly lower (higher) fair value.

Changes in Accounting Policies

Changes to significant accounting policies are described below (as applicable).

- Trust Units

If an equity offering is considered likely, professional, consulting, regulatory and other costs directly attributable to the offering are recorded as deferred issuance costs until the equity offering is completed. When the offering is completed, any related deferred issuance costs are recorded against the proceeds from the offering. Deferred issuance costs related to an equity offering that is not complete are charged directly to transaction expense.

- Standards issued but not yet effective for the three and six months ended June 30, 2022:

IAS 1 - Presentation of Financial Statements ("IAS 1"), was amended in January 2020. The IASB issued amendments to IAS 1 to specify the requirements for classifying liabilities as current or noncurrent. The amendments clarify the definition of a right to defer settlement and specify that the conditions which exist at the end of the reporting period are those which will be used to determine if a right to defer settlement of a liability exists. The amendments are effective for annual periods beginning on or after January 1, 2023. The amendments must be applied retrospectively in accordance with IAS 8 - Accounting Policies, Changes in Accounting Estimates and Errors. Earlier application is permitted. The REIT is currently assessing the impact of this standard.

Disclosure Controls and Internal Controls Over Financial Reporting

There have been no changes in the internal control over financial reporting of the REIT during the three and six months ended June 30, 2022, that have materially affected, or are reasonably likely to materially affect, the REIT's internal control over financial reporting.

Management, including the Chief Executive Officer and Chief Financial Officer, does not expect that control systems of the REIT will prevent or detect all errors and all fraud or will be effective under all potential future conditions. A control system is subject to inherent limitations and, no matter how well designed and operated, can provide only reasonable, not absolute, assurance that the control systems objectives will be met. Further, the design of a control system must reflect that there are resource constraints, and the benefits of controls must be considered relative to their costs. Inherent limitations include the realities that judgments in decision making can be faulty, and that breakdowns can occur because of simple errors or mistakes. Controls can also be circumvented by individual acts of some persons, by collusion of two or more people or by management override of the controls. Due to the inherent limitations in a cost-effective control system, misstatements due to error or fraud may occur and not be detected. The design of any control system is also based in part upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential conditions. Projections of any evaluations of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Risk and Uncertainties

The REIT faces a variety of significant and diverse risks, many of which are inherent in the business conducted by the REIT. The Annual Information Form contains a detailed summary of risk factors pertaining to the REIT and its business. The disclosures in this MD&A are subject to the risk factors outlined in the Annual Information Form. Other risks and uncertainties that the REIT does not presently consider to be material, or of which the REIT is not presently aware, may become important factors that affect the REIT's future financial condition and results of operations. The occurrence of any of the risks discussed in the Annual Information Form could materially and adversely affect the business, prospects, financial condition, results of operations, cash flow or the ability of the REIT to make cash distributions to Unitholders or value of the Units of the REIT.