OUR STORY

• One of the nation’s largest real estate networks with 382 properties containing over 141,000 sites in 32 states and British Columbia

• Unique business model
  ▸ Own the land
  ▸ Low maintenance costs/customer turnover costs
  ▸ Lease developed sites

• High-quality real estate locations
  ▸ >80 properties with lake, river or ocean frontage
  ▸ >100 properties within 10 miles of coastal United States
  ▸ Property locations are strongly correlated with population migration
  ▸ Property locations in retirement and vacation destinations

• Stable, Predictable Financial Performance and Fundamentals
  ▸ Balance Sheet Flexibility

• In business for more than 40 years
PROPERTY LOCATIONS
STEADY, PREDICTABLE REVENUE STREAMS

- Property/Site composition
  - 209 manufactured/resort home communities
    - 75,600 sites
  - 173 RV resorts
    - 65,500 sites
      - Annuals 21,800
      - Seasonal 9,400
      - Transient 10,000
      - Membership sites 24,300

Note:
1) Property revenue buckets reflect Company’s estimated 2013 property operating revenues.
OUR CUSTOMERS

• Customers own the units they place on our sites
  › Manufactured homes
  › Resort cottages (park models)
  › Recreational Vehicles

• We offer a lifestyle and a variety of product options to meet our customers’ needs

• We seek to create long-term relationships with our customers
FAVORABLE CUSTOMER DEMOGRAPHICS

- **80M Baby Boomers**
  - The population of people 50-74 is expected to grow 24% from 2010 to 2025.

U.S. Population Over Age 50 (in millions)

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**RV Owners**

- 8M - 9M RV Owners
- 192K RV sales in 2011
- Average of 42K RV Owners within 100 miles of each ELS Resort

**Note:**
### TRACK RECORD

<table>
<thead>
<tr>
<th>Item</th>
<th>IPO Year - 1993</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Properties</td>
<td>41</td>
<td>382</td>
</tr>
<tr>
<td>Sites</td>
<td>12,312</td>
<td>141,077</td>
</tr>
<tr>
<td>States</td>
<td>16</td>
<td>32</td>
</tr>
<tr>
<td>FFO Per Share</td>
<td>$0.94</td>
<td>$4.59</td>
</tr>
<tr>
<td>Common Stock Price</td>
<td>$12.88</td>
<td>$65.64</td>
</tr>
<tr>
<td>Enterprise Value</td>
<td>$296 million</td>
<td>$5.4 billion</td>
</tr>
<tr>
<td>Dividend Paid Cumulative</td>
<td>-</td>
<td>$30.50</td>
</tr>
<tr>
<td>Cumulative Total Return</td>
<td>-</td>
<td>1,187%</td>
</tr>
<tr>
<td>S&amp;P 500 Total Return</td>
<td>-</td>
<td>372%</td>
</tr>
</tbody>
</table>

Note:
1) See page 16 for definition of FFO and for additional information about this table see footnote 2 on page 16.
2) The 1993 stock price is split-adjusted; the 2012 price is the closing price as of November 30, 2012.
3) 2012 amount is as of November 30, 2012. See page 10.
5) Source: SNL Financial from IPO through November 30, 2012 (calculation assumes common dividend reinvestment).

### 5 Year - Total Return Performance

- ELS (+58%)
- SNL US REIT Equity (+26%)
- S&P 500 (+7%)

### 10 Year - Total Return Performance

- ELS (+242%)
- SNL US REIT Equity (+209%)
- S&P 500 (+85%)

Notes:
Source: SNL Financial
1) Total return calculation assumes dividend reinvestment.
2) SNL US REIT Equity; Includes all publicly traded (NYSE, NYSE Amex, NASDAQ, OTC BB, Pink Sheets) Equity REITs in SNL’s coverage universe.
ELS has maintained positive same store NOI growth in all quarters since at least Q3 ’98.

Q3 1998-Q3 2012\(^{(1)}\)

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Same Store NOI Averages:</strong></td>
<td></td>
</tr>
<tr>
<td>ELS</td>
<td>3.8%</td>
</tr>
<tr>
<td>REITs</td>
<td>2.4%</td>
</tr>
<tr>
<td>Apartments</td>
<td>2.4%</td>
</tr>
</tbody>
</table>

Note:
\(^{(1)}\) Source for Same Store NOI data: Citi Investment Research, December 2012. Earliest quarter collected by Citi is third quarter of 1998. “REIT Industry” includes an index of REITs across a variety of asset classes, including regional malls, shopping centers, multifamily, student housing, manufactured homes, self storage, office, industrial, mixed office and specialty.
ELS VS. MULTIFAMILY
SAME STORE NOI INDEXED GROWTH

ELS compounded Same Store NOI growth rates significantly outperformed the REIT Multifamily industry since 1999

<table>
<thead>
<tr>
<th>Year Period</th>
<th>ELS</th>
<th>Multifamily</th>
</tr>
</thead>
<tbody>
<tr>
<td>1996-2001</td>
<td>12.9x</td>
<td>11.0x</td>
</tr>
<tr>
<td>2002-2011</td>
<td>16.9x</td>
<td>18.2x</td>
</tr>
<tr>
<td>2012</td>
<td>14.8x</td>
<td>19.1x</td>
</tr>
</tbody>
</table>

Note:
1) Source: Citi Investment Research, August 2012. Same Store Indexed Growth assumes initial investment of $100 multiplied by the annual same store NOI growth rate.
2) Source: Citi Investment Research, August 2012. Averages equal annualized quarterly same store NOI averages collected by Citi. See page 16.
3) Source: SNL Financial. Average FFO Multiple for the period calculated on a trailing 12 month basis. Multiple equals stock price divided by FFO per share.
ELS VS. MULTIFAMILY
FFO/SHARE AND TOTAL RETURN

While ELS and SNL Multifamily Index have had similar total returns, ELS has far outpaced Multifamily Index in FFO/share growth.

Note:
1) Growth in FFO/Share and Total Return assumes initial investment of $100 multiplied by the annual FFO/Share and Total Return growth rates, respectively. Total Return assumes dividend reinvestment.
CAPITAL STRUCTURE
As of November 30, 2012 (In $US millions)

- Total enterprise value\(^{(1)}\) is $5.4 billion
- Debt to enterprise value is 42%
- $380 million available line of credit

Note:
1) Stock price as of 11/30/2012.
Funds from Operations (“FFO”) is a non-GAAP financial measure. The Company believes that FFO, as defined by the Board of Governors of the National Association of Real Estate Investment Trusts (“NAREIT”), is generally an appropriate measure of performance for an equity REIT. While FFO is a relevant and widely used measure of operating performance for equity REITs, it does not represent cash flow from operations or net income as defined by GAAP, and it should not be considered as an alternative to these indicators in evaluating liquidity or operating performance.

The Company defines FFO as net income, computed in accordance with GAAP, excluding gains or actual or estimated losses from sales of properties, plus real estate related depreciation and amortization, and after adjustments for unconsolidated partnerships and joint ventures. Adjustments for unconsolidated partnerships and joint ventures are calculated to reflect FFO on the same basis. The Company receives up-front non-refundable payments from the entry of right-to-use contracts. In accordance with GAAP, the upfront non-refundable payments and related commissions are deferred and amortized over the estimated customer life. Although the NAREIT definition of FFO does not address the treatment of nonrefundable right-to-use payments, the Company believes that it is appropriate to adjust for the impact of the deferral activity in its calculation of FFO. The Company believes that FFO is helpful to investors as one of several measures of the performance of an equity REIT. The Company further believes that by excluding the effect of depreciation, amortization and gains or actual or estimated losses from sales of real estate, all of which are based on historical costs and which may be of limited relevance in evaluating current performance, FFO can facilitate comparisons of operating performance between periods and among other equity REITs. The Company believes that the adjustment to FFO for the net revenue deferral of upfront non-refundable payments and expense deferral of right-to-use contract commissions also facilitates the comparison to other equity REITs. Investors should review FFO, along with GAAP net income and cash flow from operating activities, investing activities and financing activities, when evaluating an equity REIT’s operating performance. The Company computes FFO in accordance with its interpretation of standards established by NAREIT, which may not be comparable to FFO reported by other REITs that do not define the term in accordance with the current NAREIT definition or that interpret the current NAREIT definition differently than the Company does. FFO does not represent cash generated from operating activities in accordance with GAAP, nor does it represent cash available to pay distributions and should not be considered as an alternative to net income, determined in accordance with GAAP, as an indication of the Company’s financial performance, or to cash flow from operating activities, determined in accordance with GAAP, as a measure of the Company’s liquidity, nor is it indicative of funds available to fund its cash needs, including its ability to make cash distributions.

Net Income to FFO Reconciliation (In $US millions) *(1)*

<table>
<thead>
<tr>
<th>Year</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>120.4</td>
<td>126.0</td>
<td>208.6</td>
<td>227.3</td>
<td></td>
</tr>
</tbody>
</table>

Note:

*(1)* 2012 and 2013 amounts are the midpoint of an estimated range. See the Third Quarter 2012 Earnings Release and Supplemental Financial Information furnished with the SEC as Exhibit 99.1 to the Form 8-K filed on October 23, 2012 (the “Supplemental Package”).

*(2)* 1993 amount was determined from amounts presented in the 1996 Form 10-K. 2012 amount is the midpoint of the estimated 2012 FFO per share range of $4.54 to $4.64 disclosed in the Supplemental Package.