

# PROVEN TRACK RECORD

Resident ownership is a way for homeowners in manufactured home communities to purchase their land. You as the seller, or your representative, works with NeighborWorks Montana to negotiate a purchase, and then NeighborWorks Montana works with residents to form a corporation, complete real estate due diligence, and secure financing. We make this process smooth and just like what you would experience in working with any other buyer. We help you meet your price and timing goals for selling your property. We keep you informed through the whole process and work hard to make sure the transaction is a win for all parties.

NeighborWorks Montana has a proven track record of successfully completing these types of deals. There are now eight resident-owned communities in Montana that have been created with our support. Our partner, ROC USA, has built on over 30 years of experience doing these kinds of transactions in New Hampshire. Since 2008, ROC USA Capital has delivered over \$150 million in acquisition and permanent financing to enable 56 resident corporations in 11 states to buy their communities as ROCs. As a ROC USA affiliate NeighborWorks Montana makes it



Call us for a confidential conversation about whether selling to your residents is right for you:



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## LOOKING TO SELL?

Your best buyer may be the residents!




## WHY SELL TO YOUR RESIDENTS?

For you, as a community owner, selling a community marks the conclusion of your service to your customers. If you are like most community owners, you have operated the community for many years knowing that it gave people an affordable place to live. There are many benefits to selling to your residents. When you sell to your residents you will earn a market rate return on your investment. You will receive a smooth and easy sale process with a buyer with a proven track record. Another benefit of selling to your residents is that you can take advantage of the Montana capital gains tax exclusion. Ask us for more info, or talk to your tax accountant about how this might benefit you. We are confident that your sale will continue the legacy of affordable housing you've provided. The residents you have served will have the opportunity to further secure their futures through resident ownership.

## HOW IT WORKS

1. We negotiate a contract with you, the seller.
2. We meet with residents, if they are interested in the opportunity we help them form a corporation.
3. We guide residents through real estate due diligence including title, appraisal and property conditions assessment.
4. We work with residents to apply for financing.
5. After the purchase, we support residents long-term on leadership development, loan servicing, and community projects.




"Selling to my residents made me feel like I could be confident that what I had started wasn't going to change and that the people I cared about would never be forced to leave."

Tim Ohler  
Former Owner

"I had gotten to know the tenants while we owned it and I can see that many of them were really decent people. A lot of them lived month to month and I could see they just didn't need to be disrupted from their homes. I think it was a good transaction, I've been in real estate for over 30 years and I'd do it again."

George Everett  
Former Owner



"The transaction actually went a lot smoother than we figured. I wish we had one of these every week!"

Dick Rostad, seller's broker,  
Marwest Realty Owner/Broker,  
Missoula

"I was involved in two resident-owned community sales in Missoula, and I couldn't be more proud of, or thankful for the experience. The guidance provided by NeighborWorks Montana and ROC USA representatives to community members is invaluable."

Vickie Honzel  
ERA Lambros Real Estate