

11/04/25

#08471473

[>> SKIP TO NDA](#)

Pacific Northwest Pacific Northwest 5 MHC Portfolio

★★★★★ 🏠 425 Sites +/- 👤 ALL-AGE & 55+



\$76,000,000 TARGET PRICE



PRESENTED BY



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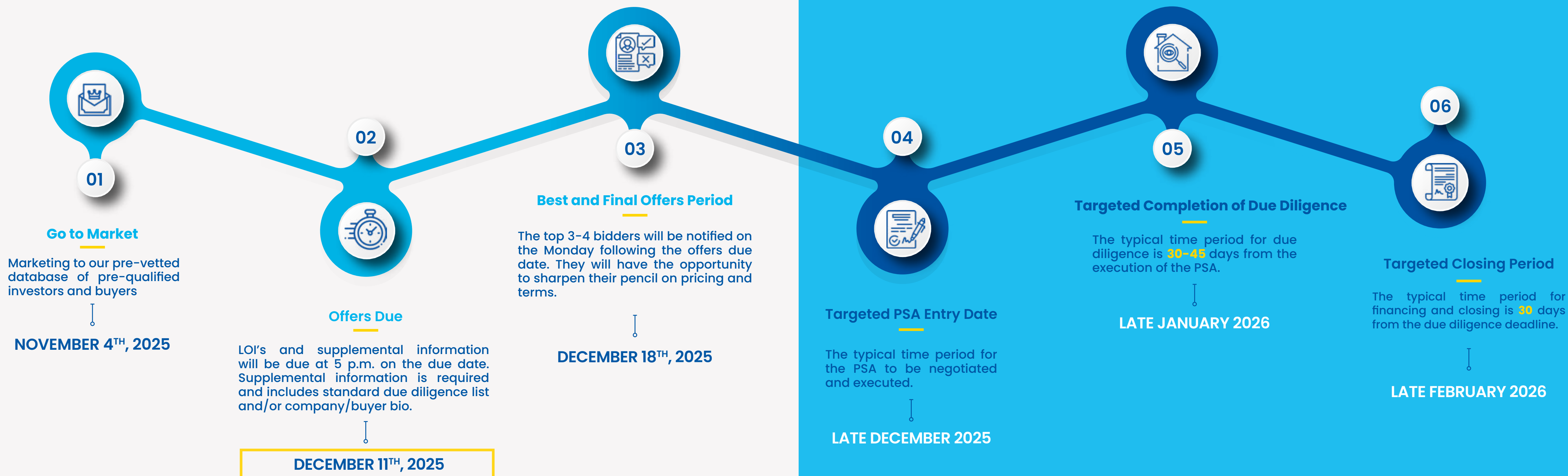
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Deal Timeline

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Portfolio Highlights

Institutional-Caliber Scale & Infrastructure

Rare opportunity to acquire a stabilized, 425+/- site manufactured housing portfolio across five communities in Washington and Oregon. Portfolio spans 80+/- acres with strong in-place infrastructure and a resident-owned home model, offering immediate scale and operational efficiency in high-barrier markets.

Stabilized Performance

Proven cash-flowing asset base with 90%+ portfolio occupancy and ~\$4M Year 1 NOI, offered at an attractive ~5% cap rate on cost. Diverse tenant base across senior and all-age communities supports long-term retention and income durability.

Top-Tier Locations

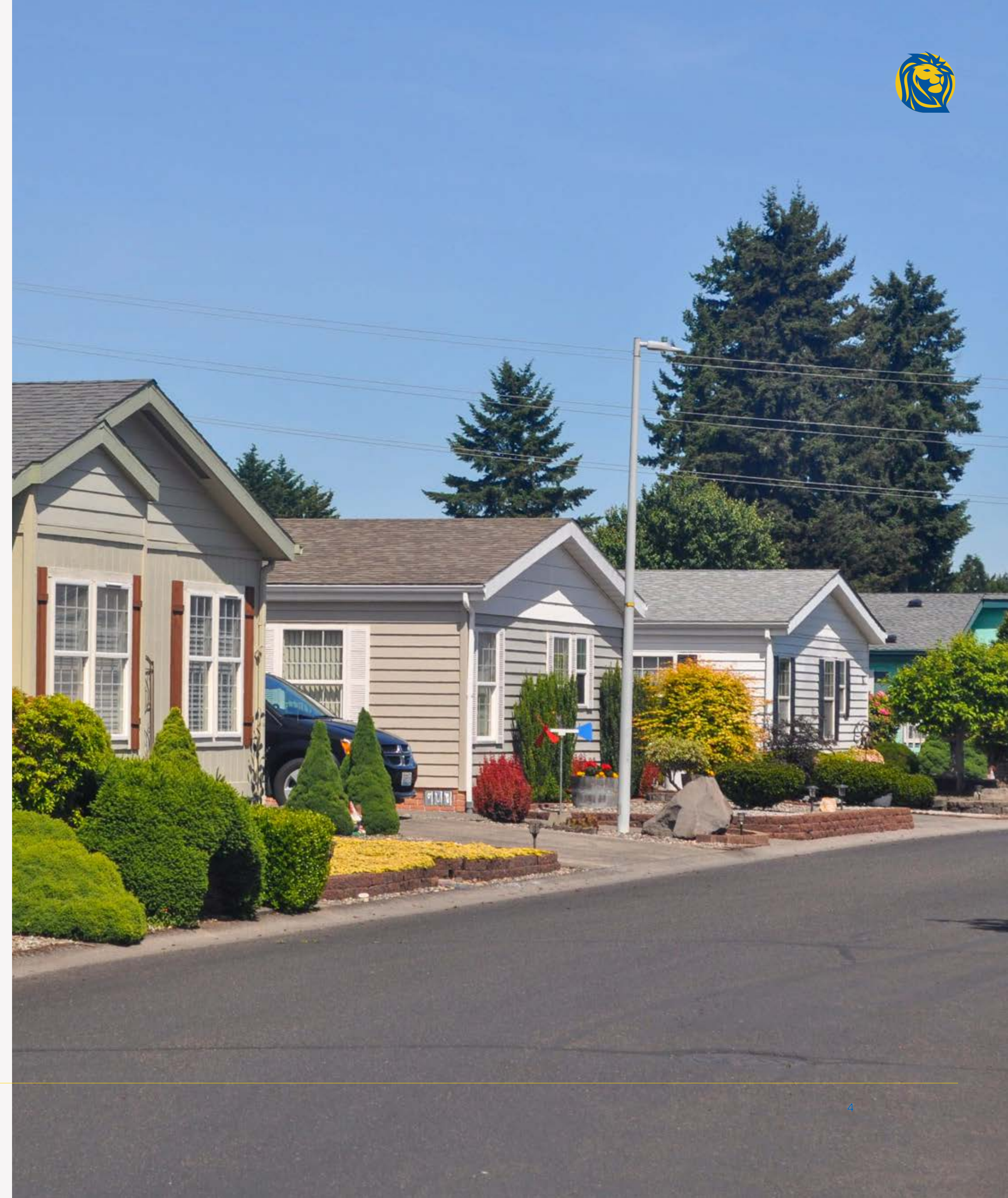
Anchored in major Washington - Oregon MSA's, the portfolio sits in high-demand, low-supply housing markets defined by rising home prices, population growth, and structural affordability gaps.

Embedded Upside | Lease-Up Potential

Year 5 projected IRR of 14% driven by rent increases within regulatory caps and infill of vacant sites. The lease up potential creates a long-term yield expansion opportunity.

Strategic Entry | Core MHC Exposure in Rent-Controlled States

Positions investors in a resilient, inflation-protected asset class amid new rent control frameworks. Inflation-protected income streams provide rare predictability within tightening regulatory environments.





Portfolio Discussion

This offering comprises a portfolio of five manufactured housing communities totaling 425+/- sites across Washington and Oregon. Located within some of the Pacific Northwest's most economically resilient markets, the portfolio provides investors with a diversified, stabilized platform in one of the nation's most supply-challenged regions for affordable housing.

The portfolio benefits from durable demographic and economic drivers, including sustained population growth, rising single-family home prices, and elevated apartment rents across the region. In Washington, where 65% of the sites are located, tenants benefit from proximity to a strong employment base with the added advantage of Washington's tax environment. Meanwhile, the Oregon communities offer long-term housing stability in markets where new supply is virtually nonexistent and housing affordability pressures continue to deepen. Across the portfolio, average site rents remain meaningfully below apartment alternatives, preserving affordability while allowing for measured rental growth even under new statewide rent control limits.

The communities are all land-lease with primarily resident-owned homes, providing low operational intensity and minimal turnover. Current occupancy across the portfolio exceeds 90%, with several communities operating near full and sustained tenant demand supported by localized housing shortages. The large 55+ double-wide community in Washington is fully stabilized and positioned at the top end of the regional market. The other properties in Washington & Oregon, provide near-term upside through lease-up and modest rent increases.

This portfolio presents institutional and large regional investors with an immediate, scalable footprint in the Pacific Northwest's high-barrier MHC landscape. With stabilized operations, strong in-place cash flow, and attractive demographics, the portfolio aligns with both yield-focused and value-add strategies. Additional upside exists through infill, incremental rent growth, and operational streamlining across five geographically clustered assets. In a market environment defined by housing undersupply and heightened regulatory scrutiny, these communities represent an increasingly rare opportunity to capture resilient, long-duration income from an essential housing asset class.



Portfolio Overview →

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	PROPERTY #1	PROPERTY #2	PROPERTY #3	PROPERTY #4	PROPERTY #5
Property Type	MHC	MHC	MHC	MHC	MHC
Star Rating	4.5 Stars	3 Stars	3 Stars	2.5 Stars	3 Stars
Age Restriction	55+	ALL-AGE	ALL-AGE	ALL-AGE	ALL-AGE
Number of Sites	175+/-	100+/-	75+/-	15+/-	75+/-
SW/DW %	100% DW	63%/37%	75%/25%	85%/15%	84%/16%
Occupancy Rate	100.0%	75.5%	98.5%	100.0%	91.0%
Inventory %	-	6.9%	-	15.4%	1.5%
Property Acreage	25 Ac +/-	20 Ac +/-	20 Ac +/-	5 Ac +/-	5 Ac +/-
Sites/Acre	~7 Sites/Acre	~5 Sites/Acre	~4 Sites/Acre	~3 Sites/Acre	~12 Sites/Acre
Average Site Dimensions	53' x 78'	35' x 67'	30' x 69'	18' x 66'	41' x 62'
Average Site Rent	\$1,350	\$951	\$850	\$733	\$628
Flood Zone	Zone X	Zone X	Zone X	Zone AO	Zone AE
HOA	NONE	NONE	NONE	NONE	NONE
INFRASTRUCTURE					
Water Service	Municipal	Municipal	Well	Municipal	Municipal
Sewer Service	Municipal	Municipal	Septic	Municipal	Municipal
Water Line Construction	PVC	PVC	PVC	PVC	PVC
Sewer Line Construction	PVC	PVC	PVC	PVC	PVC
Water & Sewer Line Maintenance	Municipality	Community Responsibility	Community Responsibility	Community Responsibility	Community Responsibility
Water & Sewer Meters Available	Water Meters Only	None	None	None	None
Water & Sewer Billing	Tenant Responsibility	Included in Rent	Included in Rent	Included in Rent	Included in Rent
Trash Service	Curbside	Curbside	Curbside	Curbside	Curbside
Trash Billing	Included in Rent	Included in Rent	Included in Rent	Included in Rent	Included in Rent
Tenant Lawn Maintenance	Tenant Responsibility	Tenant Responsibility	Tenant Responsibility	Tenant Responsibility	Tenant Responsibility
Road Construction	Asphalt (Paved)	Asphalt (Paved)	Asphalt (Paved)	-	Asphalt (Paved)
Road Maintenance	Community Responsibility	Community Responsibility	Community Responsibility	-	Community Responsibility



Property Amenities Highlight



AMENITIES	PROPERTY #1	PROPERTY #2	PROPERTY #3	PROPERTY #4	PROPERTY #5
Pet Friendly	-	✓	✓	-	✓
Off-Street Parking	✓	✓	✓	-	✓
Paved Roads	✓	✓	✓	-	✓
Gated Entry	✓	-	-	-	-





Property #1 Photos →

<u>STREET VIEW</u>	<u>1</u>	<u>STREET VIEW</u>	<u>2</u>	<u>STREET VIEW</u>	<u>3</u>	<u>STREET VIEW</u>	<u>4</u>
<u>STREET VIEW</u>	<u>5</u>	<u>STREET VIEW</u>	<u>6</u>	<u>STREET VIEW</u>	<u>7</u>	<u>STREET VIEW</u>	<u>8</u>



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Property #2 Photos →

<i>AERIAL VIEW</i>	1	<i>STREET VIEW</i>	2	<i>STREET VIEW</i>	3	<i>STREET VIEW</i>	4
<i>STREET VIEW</i>	5	<i>STREET VIEW</i>	6	<i>STREET VIEW</i>	7	<i>STREET VIEW</i>	8

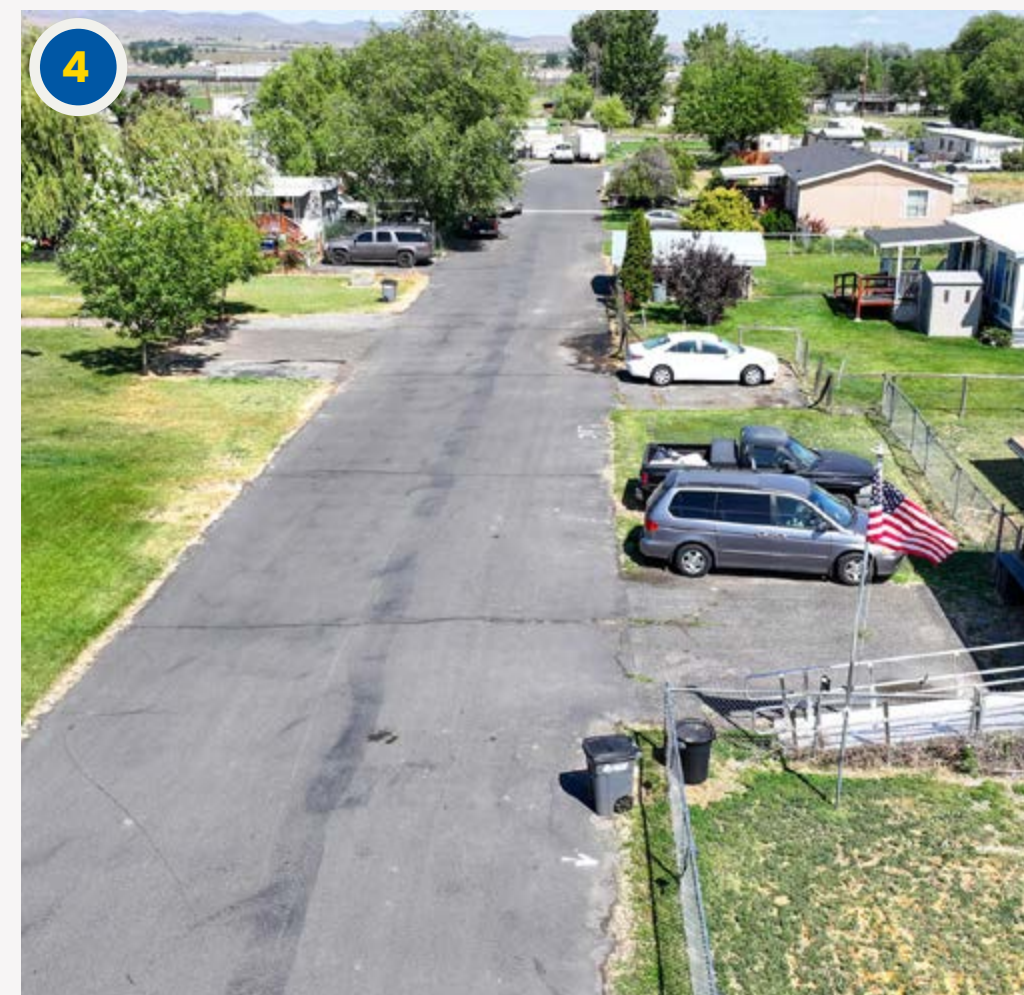


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Property #3 Photos →

<u>AERIAL VIEW</u>	<u>1</u>	<u>STREET VIEW</u>	<u>2</u>	<u>STREET VIEW</u>	<u>3</u>	<u>STREET VIEW</u>	<u>4</u>
<u>STREET VIEW</u>	<u>5</u>	<u>STREET VIEW</u>	<u>6</u>	<u>STREET VIEW</u>	<u>7</u>	<u>STREET VIEW</u>	<u>8</u>



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Property #4 Photos →

<i>AERIAL VIEW</i>	1	<i>AERIAL VIEW</i>	2	<i>STREET VIEW</i>	3	<i>STREET VIEW</i>	4
<i>STREET VIEW</i>	5	<i>STREET VIEW</i>	6	<i>STREET VIEW</i>	7	<i>STREET VIEW</i>	8



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Property #5 Photos →

<u>AERIAL VIEW</u>	<u>1</u>	<u>STREET VIEW</u>	<u>2</u>	<u>STREET VIEW</u>	<u>3</u>	<u>STREET VIEW</u>	<u>4</u>
<u>STREET VIEW</u>	<u>5</u>	<u>STREET VIEW</u>	<u>6</u>	<u>STREET VIEW</u>	<u>7</u>	<u>STREET VIEW</u>	<u>8</u>



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Purchase Overview →

PURCHASE OVERVIEW

TARGET PRICE	\$76,000,000
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Home Inventory Price	\$250,000
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COMMUNITY PRICE	\$75,750,000
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Down Payment	\$29,525,000
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Loan Amount	\$46,225,000
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PER SITE OVERVIEW

Purchase Price Per Site	\$168,350 - \$189,400
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Revenue Per Site	\$11,650 - \$13,100
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Expense Per Site	(\$2,800 - \$3,150)
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DISPOSITION ASSUMPTIONS

Exit Capitalization Rate	5.00%
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Projected Selling Expenses	3.00%
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FINANCIAL MEASUREMENTS

	YEAR 1	YEAR 3	YEAR 5
EFFECTIVE GROSS INCOME	5,235,002	6,009,728	6,781,683
Less: Operating Expenses	(1,268,435)	(1,731,514)	(1,875,541)
Operating Expenses Ratio	24.2%	28.8%	27.7%
NET OPERATING INCOME	3,966,567	4,278,215	4,906,142
Less: Annual Debt Service	(2,773,500)	(2,773,500)	(2,773,500)
Debt Coverage Ratio	1.43	1.54	1.77
NET CASH FLOW	1,193,067	1,504,715	2,132,642
Cap. Rate on Cost*	5.17%	5.58%	6.40%
Exit Cap. Rate Assumption	5.00%	5.00%	5.00%
Economic Occupancy %	94.1%	97.9%	100.0%
Gross Rent Multiplier	14.5	14.2	14.5
CASH ON CASH RETURN*	3.9%	4.8%	6.8%
INTERNAL RATE OF RETURN (IRR)*	4.8%	10.5%	14.1%

*Return calculation is based only on the Community Price

Proposed Financing Overview →

PROPOSED FINANCING OVERVIEW

Total Equity Contribution	\$29,775,000
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LOAN AMOUNT	\$46,225,000
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Loan to Value	61%
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Interest Rate	6.00%
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Amortization	30 Years
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Interest Only Period	5 Years
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Loan Term	5 Years
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Interest Only Payment	\$231,125
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Amortization Payment	\$277,142
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Financing Type	CMBS w/2pt Buy Down
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Quote Date	October 2025
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1ST YEAR CAP RATE

5.2%



PRICE/SITE

\$168,350 - \$189,400



INTEREST RATE

6.00%



LOAN TERM

5 Years



FINANCING TYPE

CMBS



Pro Forma Growth Assumptions →

START DATE & HOLD PERIOD	- Pro Forma Start Date: 1/1/2026 - Projected Hold Period: 5+ Years				
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
RENTAL REVENUE GROWTH					
Property #1	5%	5%	5%	5%	5%
Property #2*	\$17	5%	5%	5%	5%
Property #3**	\$21	5%	5%	5%	5%
Property #4	6%	6%	6%	6%	6%
Property #5	6%	6%	6%	6%	6%
	*Budgeted 5% rent increase is set to go into effect on the lease anniversary date. It results in ~4.5 months of rent increases captured in year 1 or an effective 1.8% increase. **Rent increase is budgeted to increase by 5% in July 2026. This results in 6 months of rent increase captured in Year 1 or an effective 2.5% increase.				
LEASE UP	- Property #1: None - Property #2: 6 leased up sites per year from Yr 1 to Yr 3 and 7 sites leased up in Yr 4 - Property #3: 1 site leased up in Yr 1 - Property #4: None - Property #5: 5 Sites & 1 commercial unit leased up in Yr 2				
GLOBAL OTHER INCOME GROWTH	- Global other income growth of 5% per year				
OFF-SITE MANAGEMENT FEES	- Budgeted to remain at 4.0% of EGI				
LEASE UP OPERATIONAL EXPENSE	- Budgeted 15% of lease up revenue from Hidden Village for the increased burden on maintenance and administrative operations.				
GLOBAL EXPENSE GROWTH	- Global expense growth of 3% per year				
REAL ESTATE TAXES	- Tax Reassessment Liability: We estimate the property market value of the real estate will double after closing. This assumes a 20% allocation to goodwill. We project the increased taxes to go into effect in year 2. We estimate a potential tax increase of ~\$335k in year 2 of the hold period				
PROPOSED FINANCING OVERVIEW					
INTEREST RATE	LOAN AMOUNT	AMORTIZATION	INTEREST ONLY PERIOD	LOAN TERM	FINANCING TYPE
6.00%	\$46,225,000	30 Years	5 Years	5 Years	CMBS w/2pt Buy Down

5 Year Pro Forma →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
INCOME					
Potential Rental Income	5,275,208	5,488,136	5,766,200	6,057,632	6,364,088
Rent Increase Income	205,236	259,596	271,800	286,008	301,296
Lease Up	40,038	152,040	270,072	371,442	440,064
Less: Vacancy	(352,200)	(359,892)	(378,360)	(397,992)	(418,440)
Less: Rental/LTO Premium	(63,000)	(63,000)	(63,000)	(63,000)	(63,000)
Other Income	129,720	136,206	143,016	150,167	157,675
EFFECTIVE GROSS INCOME	5,235,002	5,613,086	6,009,728	6,404,257	6,781,683
EXPENSES					
Advertising	8,500	8,755	9,018	9,288	9,567
Electric	52,000	53,560	55,167	56,822	58,526
General & Administrative	32,000	32,960	33,949	34,967	36,016
Insurance	36,800	37,904	39,041	40,212	41,419
Licenses & Permits	8,000	8,240	8,487	8,742	9,004
Meals, Travel, & Entertainment	5,000	5,150	5,305	5,464	5,628
Off-Site Management Fees	209,400	224,523	240,389	256,170	271,267
Payroll Expense	225,000	231,750	238,703	245,864	253,239
Professional Fees	14,000	14,420	14,853	15,298	15,757
Real Estate Taxes	233,563	240,570	247,787	255,221	262,877
Real Estate Taxes Reassessment		334,323	344,352	354,683	365,323
Repairs & Maintenance	105,000	108,150	111,395	114,736	118,178
Replacement Reserves	20,850	21,476	22,120	22,783	23,467
Trash	82,300	84,769	87,312	89,931	92,629
Water & Sewer	230,800	237,724	244,856	252,201	259,767
Lease Up Operational Expense	5,222	16,443	28,782	43,305	52,875
TOTAL EXPENSES	1,268,435	1,660,716	1,731,514	1,805,688	1,875,541
NET OPERATING INCOME	3,966,567	3,952,370	4,278,215	4,598,569	4,906,142
LESS: ANNUAL DEBT SERVICE	(2,773,500)	(2,773,500)	(2,773,500)	(2,773,500)	(2,773,500)
NET CASH FLOW	1,193,067	1,178,870	1,504,715	1,825,069	2,132,642



Cash Flow Analysis →

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
OPERATING INCOME SUMMARY					
Effective Rental Income	5,105,282	5,476,880	5,866,712	6,254,090	6,624,008
Other Income	129,720	136,206	143,016	150,167	157,675
EFFECTIVE GROSS INCOME	5,235,002	5,613,086	6,009,728	6,404,257	6,781,683
Less: Operating Expenses	(1,268,435)	(1,660,716)	(1,731,514)	(1,805,688)	(1,875,541)
Operating Expense Ratio	24.2%	29.6%	28.8%	28.2%	27.7%
NET OPERATING INCOME	3,966,567	3,952,370	4,278,215	4,598,569	4,906,142
Less: Annual Debt Service	(2,773,500)	(2,773,500)	(2,773,500)	(2,773,500)	(2,773,500)
NET CASH FLOW	1,193,067	1,178,870	1,504,715	1,825,069	2,132,642
PROPERTY RESALE ANALYSIS					
Projected Sales Price	79,331,341	79,047,392	85,564,294	91,971,376	98,122,840
Less: Selling Expenses	(2,379,940)	(2,371,422)	(2,566,929)	(2,759,141)	(2,943,685)
Less: Loan Balance	(46,225,000)	(46,225,000)	(46,225,000)	(46,225,000)	(46,225,000)
NET SALE PROCEEDS	30,726,401	30,450,970	36,772,365	42,987,234	48,954,155
CASH SUMMARY					
Net Cash Flow	1,193,067	1,178,870	1,504,715	1,825,069	2,132,642
Previous Years Net Cash Flow		1,193,067	2,371,937	3,876,651	5,701,720
Net Sale Proceeds	30,726,401	30,450,970	36,772,365	42,987,234	48,954,155
Interest Rate Buy Down	(924,500)				
Down Payment	(29,525,000)	(30,449,500)	(30,449,500)	(30,449,500)	(30,449,500)
TOTAL CASH GENERATED	1,469,968	2,373,407	10,199,516	18,239,455	26,339,017
FINANCIAL MEASUREMENTS					
Cap. Rate on Cost*	5.2%	5.2%	5.6%	6.0%	6.4%
Exit Cap. Rate Assumption	5.0%	5.0%	5.0%	5.0%	5.0%
Loan Constant	6.0%	6.0%	6.0%	6.0%	6.0%
Debt Coverage Ratio	1.43	1.43	1.54	1.66	1.77
Loan to Value Ratio*	58%	58%	54%	50%	47%
Gross Rent Multiplier	14.5	14.1	14.2	14.4	14.5
Cash on Cash Return*	3.9%	3.8%	4.8%	5.8%	6.8%
Internal Rate of Return (IRR)*	4.8%	3.9%	10.5%	13.1%	14.1%

*Return Calculation based only on Community Value





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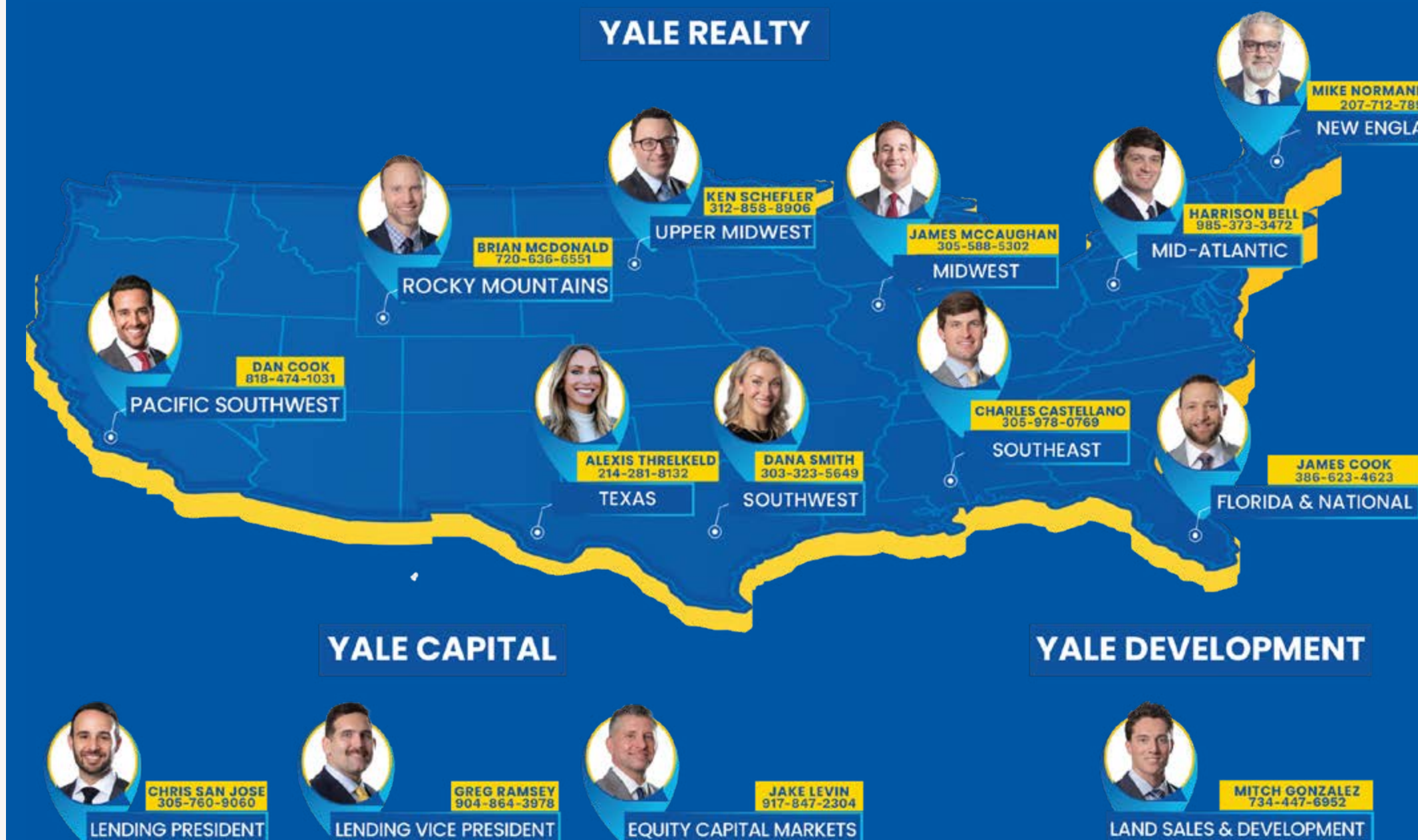
Access to our exclusive network of 4,000+ pre-qualified buyers and 200+ specialized lenders and an Equity Division that establishes partnerships between operators and capital.



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- 30 Year AM, up to Full Term Interest-Only
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- Non-Recourse
- 5 to 10 Year Terms
- 30 Year AM, up to Full-Term Interest-Only
- Up to 80% LTC
- Non-Recourse

Bank Loans

- 5 to 10 Year Terms
- Up to 30 Year AM, Partial Interest-Only
- Up to 80% LTC
- Recourse or Partial Recourse

Bridge Loans

- 2 to 4 Year Terms
- Interest-Only
- Up to 80% LTC Including Cap-Ex
- Non-Recourse, Flexible/No Prepayment Penalty

Equity

- Sourcing Single Investor Funds for Proven MHC and RV Operators/Developers
- Development, Portfolio Expansion, Recapitalizations
- Flexible Deal Structure; Common, Preferred and Joint Venture Equity



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Non Disclosure Agreement

Regarding Property: Offering #08471473 - 425+/- Site 5 MHC Portfolio in Pacific Northwest

Our policy requires that we obtain this Non-Disclosure Agreement (the "Agreement") before disclosing certain information about certain real estate that may be available for sale or investment. This information must be kept confidential. In consideration of Yale Realty Advisors ("Yale") and Dan Cook (or any party designated by Dan Cook) (the "Broker") providing the information on such real estate which may be available for purchase or for sale (the "Potential Transaction"), I understand and agree:

1. (a) That any confidential or proprietary information (the "Confidential Information") of the potential selling party (the "Seller") provided is sensitive and confidential, and that its disclosure to others may be damaging to the Seller. I agree that upon the earlier of: (i) two (2) years from the date of this Agreement and (ii) the request of Broker, Yale or Seller, any Confidential Information furnished to me shall be either returned or destroyed, and I shall certify to such destruction.

(b) Not to disclose, for a period of two (2) years from the date I sign this Agreement, any Confidential Information regarding the Potential Transaction to any other person who has not also signed this Agreement or a joinder thereto, except to the extent necessary to secure the advice and recommendations of my employees, officers, directors, members, managers, advisors, attorneys, accounts or financing sources (collectively, the "Representatives") regarding the Potential Transaction. "Confidential Information," as used in this Agreement, shall include the fact that the Potential Transaction is for sale or open to offers, and any other data provided. My Representatives shall abide by the terms of this Agreement, and I agree to be liable for any breach of the provisions of this Agreement by any of my Representatives.

(c) Not to contact the Seller or its Representatives, suppliers or customers except through the Broker. I shall present all correspondence, inquiries, offers to purchase and negotiations relating to the Potential Transaction directly to the Broker, and all such negotiations shall be conducted exclusively through the Broker. At such a time as a LOI or PSA is reached regarding the Potential Transaction, I agree to copy the Broker on all communication and negotiations related to the Potential Transaction.

2. That all information regarding the Potential Transaction is provided by the Seller or other sources and is not verified by the Broker or Yale. The Broker and Yale have done their best to ensure the accuracy of said information, but the Broker and Yale make no, representation or warranty, express or implied, as to the accuracy of such information. I agree that the Broker and Yale are not responsible for the accuracy of any other information I receive, and I agree to indemnify and hold the Broker, Yale, and each of their Representatives harmless from any claims or damages which may occur by reason of the inaccuracy or incompleteness of any information provided to me with respect to any Potential Transaction.

I acknowledge that I have received an exact copy of this Agreement and that I have read this Agreement carefully and fully understand it.

Signature

Date

Printed Name

Email

Company

Phone

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