

# 7 Reasons to Own a Resort Home

There will never be a better time to discover the advantages of Klines Resort living. Here's why:

1. **Price Stability:** While manufactured homes typically lose value with age, well-maintained homes at Klines Resort have consistently held their value, and have recently risen in value. Of course market fluctuations will occur, but buying a home at Klines is as sound an investment as other single family housing.
2. **Affordability:** We have the most economical type of owner-occupied housing available. Your initial investment is much less than condos or site-built homes, with great amenities and without the commissions or high property taxes typical of homes with lake access.
3. **Community:** Neighbors who care about each other are the rule, not the exception. Social interaction, helping hands, and watchful eyes help make Klines Resort a truly special place.
4. **Freedom:** The home is yours. You can furnish, decorate, landscape and improve your home and enjoy the benefits for years to come. Come and go as you please; we can help watch or even winterize your home while you are gone. Since all the homes at Klines Resort are owner-occupied, we all benefit from the pride in ownership evident throughout the community.
5. **Savings:** Your resort lease includes water, sewer, trash, use of community facilities, and most activities. If you are a seasonal resident you save even more with our snowbird discount. Low taxes, minimal yard maintenance, and low utility bills help you enjoy the many fringe benefits the Resort offers.
6. **Proven Management:** No one likes surprises, especially when they involve finances. Over our 50 year history, Resort rents and fees have approximately followed the rate of inflation. Management strives to be fair and consistent. When changes occur, we pledge to fully communicate our plans and the reasons behind them.
7. **Location, location, location:** Portage Lake and our beautiful rural area make a great home base. Yet the Resort's proximity to Kalamazoo and surrounding communities insures easy access to travel, medical care, veteran's services, and more! We're near 8 public golf courses, 3 major highways, 3 regional airports, outlet malls, beaches, casinos, and universities.

Could this be your time to own a home at Klines Resort?

# Phil's Corner

It's hard to compare "apples to apples" when it comes to retirement living. Facilities & amenities vary widely, as do taxes and fees. We believe the resort offers one of the most attractive and affordable options around, but understanding that requires more than just a simple "rent" comparison. Here are some factors to remember when comparing the costs at the resort to other retirement housing options:

- 1. Compare your initial investment:** Why tie up a large amount of your savings in a home, just to be taxed on its value? Manufactured homes at Klines cost significantly less than condos or traditional homes. For a fraction of a condo's price, you get a nice home with lake access, low taxes, and amenities. Often folks are able to pay cash for a resort home, eliminating mortgage payments and fees entirely. And that lets you keep more of your retirement funds invested for your retirement.
- 2. Compare what's included: Your rent includes water, sewer, trash, roads, street lights, parks and recreation, clubhouse and more,** along with their management and maintenance. There are no recreation or activity fees, memberships, special road assessments, etc. It's all included in your rent.
- 3. Compare the tax advantages:** Other than the title fee and sales tax at time of purchase, the Michigan specific tax of \$3 a month - **\$36 a year** – covers the taxes on your home. The only additional property taxes are for leasehold improvements (garages, sheds, porches, etc.) and are typically under \$100 a year.
- 4. Compare the lifestyle:** Opportunities to meet and do things with your neighbors are better in a community that provides facilities and activities like the Resort's. Even if we don't offer your favorite pastime (golf anyone?), there are reasonably priced options nearby. And if you are looking for an all-sports lake, Portage Lake is one of the nicest around!

Roughly one third of your monthly payment is used for actual site "rent." Another 1/3 pays for services to your home like water, sewer, trash, recycling, street lights, tree trimming, snowplowing, etc. The final 1/3 pays for amenities - clubhouse, outdoor recreation, lakefront, woods and trails - and the insurance, maintenance and taxes associated with them.

Even our optional services are reasonably priced. Storage fees, dock privileges, clubhouse rental, and other services are priced well below market. Our recent collaboration with the Commission on Aging is bringing more free activities and great meals to your doorstep. Our goal is not to profit from these services, but to enhance the resort lifestyle.

Take all this into account when comparing the Resort to a condo or other alternative, and I think you'll agree that Klines Resort is a great value!

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