

# 4 MHC PORTFOLIO JACKSONVILLE | ILLINOIS

**IPA** INSTITUTIONAL  
PROPERTY  
ADVISORS

THE COMMUNITIES CAN BE PURCHASED TOGETHER OR SEPARATELY





# 4 MHC PORTFOLIO JACKSONVILLE | ILLINOIS

## JONATHON MCCLELLAN

Executive Managing Director

P 216.264.2023

[jmcclellan@ipausa.com](mailto:jmcclellan@ipausa.com)

License: OH SAL.2005002219

## CONNOR OUTCALT

Senior Vice President Investments

P 216.264.2029

[coutcalt@ipausa.com](mailto:coutcalt@ipausa.com)

License: OH SAL.2015000531

## GLENN ESTERSON

Senior Vice President Investments

P 678.808.2723

[gesterson@mmreis.com](mailto:gesterson@mmreis.com)

License: NC. 272218

## KYLE BASKIN

Executive Managing Director

P 216.264.2059

[kbaskin@ipausa.com](mailto:kbaskin@ipausa.com)

License: OH SAL.2007000248

## MICHAEL DICILLO

Senior Vice President Investments

P 216.264.2034

[mdicillo@ipausa.com](mailto:mdicillo@ipausa.com)

License: OH SAL.2016003091

## STEVEN WEINSTOCK

Broker of Record - Illinois

License: 471.011175

One Mid America Plaza, Suite 200

Oakbrook Terrace, IL 60181



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# OFFERING SUMMARY

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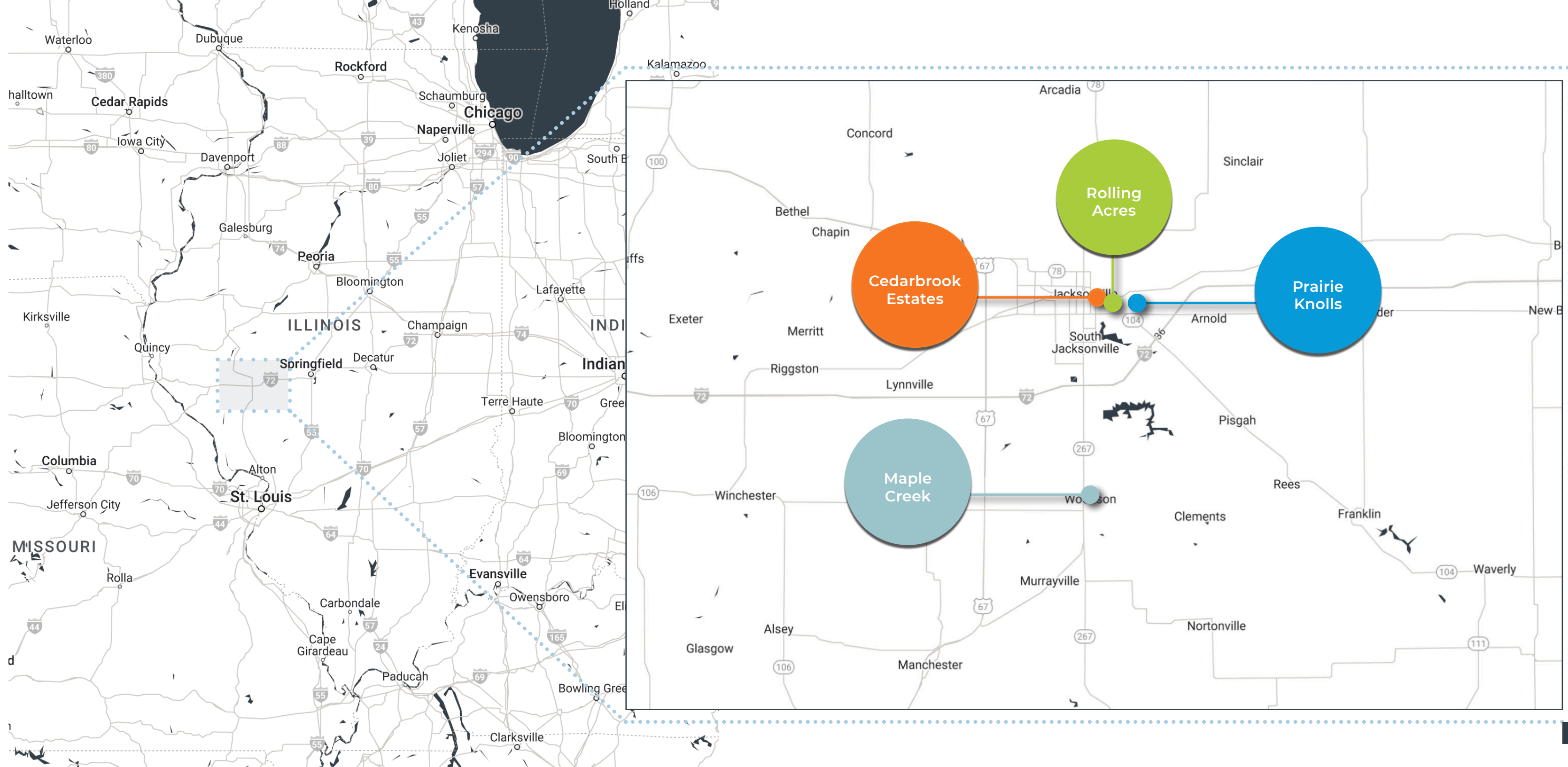




# REGIONAL & LOCAL MAP

## JACKSONVILLE | ILLINOIS

Jacksonville is a city located in the central region of the state of Illinois, United States. Situated approximately 30 miles west of the state capital, Springfield, Jacksonville serves as the county seat of Morgan County. The city is positioned along the banks of the Mauvaisterre Creek, a tributary of the Illinois River, contributing to its scenic surroundings.







## INDIVIDUAL ASSET METRICS

	Community	Sites	POH	Occ.	Avg. Rent	T-12 Income	T-12 Expenses	T-12 NOI	Adjusted T-12 + RR Income	Adjusted T-12 Expenses	Adjusted T-12 + RR NOI
1	Prairie Knolls MHP 122 Meadow Ridge Lane Jacksonville, IL 62650	164	76	82%	\$785	\$1,079,978	\$293,321	\$786,657	\$1,199,839	\$293,321	\$906,517
2	Rolling Acres MHP 1042 E Morton Avenue Jacksonville, IL 62650	156	75	65%	\$682	\$658,159	\$235,669	\$422,490	\$785,403	\$235,669	\$549,734
3	Cedarbrook Estates 544 Brooklyn Avenue Jacksonville, IL 62650	42	30	50%	\$785	\$142,679	\$74,792	\$67,887	\$187,872	\$74,792	\$113,080
4	Maple Creek MHP 3 Maple Creek Circle Woodson, IL 62695	33	14	61%	\$589	\$143,839	\$68,495	\$75,345	\$134,292	\$68,495	\$65,797
	<b>Average/Total</b>	<b>395</b>	<b>195</b>	<b>70%</b>	<b>\$777</b>	<b>\$2,024,655</b>	<b>\$672,276</b>	<b>\$1,352,379</b>	<b>\$2,307,406</b>	<b>\$672,276</b>	<b>\$1,635,129</b>

<sup>1</sup> T-12 NOI: Annualized RR Revenue with Reported Collection Loss & T12 P&L Exp.

<sup>2</sup> Adjusted T-12 + RR NOI: Annualized RR Revenue with 5% Collection Loss & T12 P&L Exp. (Adjusted), with Travel Removed





# OFFERING SUMMARY

Opportunity to Acquire 4 Manufactured Housing Communities Located in Illinois Available for Acquisition Either Collectively or Individually

<sup>1</sup> T-12 NOI: Annualized RR Revenue with Reported Collection Loss & T12 P&L Exp.

<sup>2</sup> T-12 Adjusted NOI: Annualized RR Revenue with 5% Collection Loss & T12 P&L Exp. (Adjusted), with Travel Removed

## OFFERING SUMMARY METRICS

NUMBER OF SITES	395
OCCUPANCY	70%
AVERAGE RENT	\$777
POH	195
T-12 INCOME	\$2,024,655
T-12 EXPENSES	\$672,276
T-12 NOI <sup>1</sup>	\$1,352,379
ADJUSTED T-12 INCOME	\$2,307,406
ADJUSTED T-12 EXPENSE	\$672,276
ADJUSTED T-12 NOI <sup>2</sup>	\$1,635,129





## INVESTMENT HIGHLIGHTS

- Opportunity to acquire 4 manufactured housing communities in close proximity to Springfield, Illinois, encompassing a total of 395 sites. These communities are available for purchase either as a portfolio or individually, providing flexibility for potential investors.
- All of the communities receive public water and sewer.
- Among the 195 homes owned by the park, with an average year of 2015, approximately 75%, or 147 units, were built in 2018 or later.
- All 4 communities are situated within a 15 minute drive of each other. This proximity facilitates operational and management efficiencies for a new investor looking to capitalize on these strategic geographic arrangements.
- This represents a value-add real estate opportunity within manufactured housing communities. The potential for enhancement and increased value exists through strategic improvements, management optimization, or other value-creating initiatives. This investment provides a chance for savvy investors to capitalize on the growth and improvement potential within the manufactured housing sector.



# PROPERTY DETAILS

## 02

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CEDARBROOK ESTATES - 20

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NEARBY RETAILERS - 24







PRAIRIE KNOLLS | PROPERTY DETAILS & UTILITIES

PROPERTY DETAILS

COMMUNITY NAME	PRAIRIE KNOLLS
COMMUNITY ADDRESS	122 MEADOW RIDGE LN, JACKSONVILLE, IL
NUMBER OF SITES	164
TOTAL TENANTS	134
PARK OWNED HOMES	76
VACANT LOTS & HOMES	30
AVERAGE RENT	\$785
OCCUPANCY	82%
T-12 NOI <sup>1</sup>	\$786,657
ADJUSTED T-12 NOI <sup>2</sup>	\$906,517
LOT SIZE	51.8 ACRES

<sup>1</sup> T-12 NOI: Annualized RR Revenue with Reported Collection Loss & T12 P&L Expenses

<sup>2</sup> T-12 Adjusted NOI: Annualized RR Revenue with 5% Collection Loss & T12 P&L Expenses (Adjusted), with Travel Removed

UTILITIES

PUBLIC WATER	TENANT   DIRECT BILLED
PUBLIC SEWER	TENANT   DIRECT BILLED
ELECTRIC	TENANT   DIRECT BILLED
TRASH	INCLUDED IN RENT
CABLE/INTERNET	TENANT   DIRECT BILLED





ROLLING ACRES | PROPERTY DETAILS & UTILITIES

## PROPERTY DETAILS

COMMUNITY NAME	ROLLING ACRES
COMMUNITY ADDRESS	1042 E MORTON AVE, JACKSONVILLE, IL
NUMBER OF SITES	156
TOTAL TENANTS	101
PARK OWNED HOMES	75
VACANT LOTS & HOMES	55
AVERAGE RENT	\$682
OCCUPANCY	65%
T-12 NOI <sup>1</sup>	\$422,490
ADJUSTED T-12 NOI <sup>1</sup>	\$549,734
LOT SIZE	39.39 ACRES

<sup>1</sup> T-12 NOI: Annualized RR Revenue with Reported Collection Loss & T12 P&L Expenses

<sup>2</sup> T-12 Adjusted NOI: Annualized RR Revenue with 5% Collection Loss & T12 P&L Expenses (Adjusted), with Travel Removed

## UTILITIES

PUBLIC WATER	TENANT   DIRECT BILLED
PUBLIC SEWER	TENANT   DIRECT BILLED
ELECTRIC	TENANT   DIRECT BILLED
TRASH	INCLUDED IN RENT
CABLE/INTERNET	TENANT   DIRECT BILLED





## PROPERTY DETAILS

COMMUNITY NAME	CEDARBROOK ESTATES
COMMUNITY ADDRESS	544 BROOKLYN AVE, JACKSONVILLE, IL
NUMBER OF SITES	42
TOTAL TENANTS	21
PARK OWNED HOMES	30
VACANT LOTS & HOMES	21
AVERAGE RENT	\$785
OCCUPANCY	50%
T-12 NOI <sup>1</sup>	\$67,887
ADJUSTED T-12 NOI <sup>2</sup>	\$113,080
LOT SIZE	10.43 ACRES

<sup>1</sup> T-12 NOI: Annualized RR Revenue with Reported Collection Loss & T12 P&L Expenses

<sup>2</sup> T-12 Adjusted NOI: Annualized RR Revenue with 5% Collection Loss & T12 P&L Expenses (Adjusted), with Travel Removed

## UTILITIES

PUBLIC WATER	TENANT   BILLED BACK
PUBLIC SEWER	TENANT   BILLED BACK
ELECTRIC	TENANT   DIRECT BILLED
TRASH	INCLUDED IN RENT
CABLE/INTERNET	TENANT   DIRECT BILLED





MAPLE CREEK | PROPERTY DETAILS & UTILITIES

## PROPERTY DETAILS

COMMUNITY NAME	MAPLE CREEK MHP
COMMUNITY ADDRESS	3 MAPLE CREEK CIRCLE, WOODSON, IL
NUMBER OF SITES	33
TOTAL TENANTS	20
PARK OWNED HOMES	14
VACANT LOTS & HOMES	13
AVERAGE RENT	\$589
OCCUPANCY	61%
T-12 NOI <sup>1</sup>	\$75,345
ADJUSTED T-12 NOI <sup>2</sup>	\$65,797
LOT SIZE	6.5 ACRES

<sup>1</sup> T-12 NOI: Annualized RR Revenue with Reported Collection Loss & T12 P&L Expenses

<sup>2</sup> T-12 Adjusted NOI: Annualized RR Revenue with 5% Collection Loss & T12 P&L Expenses (Adjusted), with Travel Removed

## UTILITIES

PUBLIC WATER	TENANT   BILLED BACK
PUBLIC SEWER	TENANT   BILLED BACK
ELECTRIC	TENANT   DIRECT BILLED
TRASH	INCLUDED IN RENT
CABLE/INTERNET	TENANT   DIRECT BILLED







# BROKERAGE TEAM

## 03

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BROKERAGE TEAM - 28





# BROKERAGE TEAM



▲ **JONATHON MCCLELLAN**  
*Executive Managing Director*



▲ **KYLE BASKIN**  
*Executive Managing Director*



▲ **CONNOR OUTCALT**  
*Senior Vice President*



▲ **MICHAEL DICILLO**  
*Senior Vice President*

*Jonathon McClellan & Kyle Baskin are Executive Managing Directors at Marcus & Millichap and Senior Directors of the National Manufactured Housing Communities Group. They specialize in the sales and marketing of Manufactured Housing Communities nationwide. Connor Outcalt and Michael DiCillo joined the team in 2015 and 2016 where they have been specializing in Major MSAs throughout the nation.*

*Since 2005, the McClellan & Baskin MHC Group has personally closed on 720 assets totaling \$7,783,959,902. Over the span of the last 15 years, McClellan & Baskin have represented Receivers, Servicers, Public & Private REITs, Large and Small Private Investment Groups and National Lenders.*

*In 2022, Marcus & Millichap closed on \$2,200,000,000 of Manufactured Housing Communities nationwide, of which, the McClellan & Baskin Group was responsible for \$1,565,125,648.*

*McClellan & Baskin have successfully served owners and operators nationwide in the disposition of Manufactured Housing Community Investments. They have established themselves as the premier broker in the Manufactured Housing Communities space. With over 78 offices throughout the nation, consisting of 1,300 agents, McClellan & Baskin are able to share their local market knowledge with property owners, as well as reach out to a national platform to deliver the sale of an investment to a qualified buyer.*

# BROKERAGE TEAM



▲ **GLENN ESTERSON**  
*Senior Vice President*



▲ **DYLAN HELLBERG**  
*Associate*

*In the 20 years Glenn has been in commercial real estate he has brokered hundreds of millions of dollars worth of affordable housing apartments, manufactured housing and RV communities throughout the United States. He has successfully transacted more than 350 times for his clients. In addition to his work as a broker, Glenn has owned and operated mobile home communities, run a number of small businesses, and owned other commercial real estate assets.*

*Most recently Glenn has authored and published the industry's newest book called *The Mobile Home Park Manifesto*. Glenn resides in Wilmington, NC.*



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### JONATHON MCCLELLAN

Executive Managing Director

P 216.264.2023

jmcclellan@ipausa.com

License: OH SAL.2005002219

### CONNOR OUTCALT

Senior Vice President Investments

P 216.264.2029

coutcalt@ipausa.com

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P 678.808.2723

gesterson@mmreis.com

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kbaskin@ipausa.com

License: OH SAL.2007000248

### MICHAEL DICILLO

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P 216.264.2034

mdicillo@ipausa.com

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