

MCCLELLAN MHC GROUP

MARKETING PACKAGE



IPA

INSTITUTIONAL
PROPERTY
ADVISORS



JONATHON MCCLELLAN

Executive Managing Director Investments



CONNOR OUTCALT

Senior Managing Director Investments



MICHAEL DICILLO

Senior Managing Director Investments



TYLER DAUGSTRUP

Director Investments



CONNOR COOK

Director Investments



JACQUELINE SAWCHIK

Marketing Coordinator

MARKETING TEAM

McClellan MHC Group Resume

Year End Closing Statistics (Sales Volume | Sites Sold)

2025: \$577,076,403 | 7,803 Sites

2024: \$589,755,000 | 7,810 Sites

2023: \$1,297,664,356 | 16,660 Sites

2022: \$1,565,125,648 | 19,016 Sites

2021: \$1,156,764,292 | 15,163 Sites

Jonathon McClellan is an Executive Managing Director at Marcus & Millichap and Senior Director of the National Manufactured Housing Communities Group. He specializes 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 MHC Group has personally closed on 829 assets totaling \$9,081,276,755. Over the span of the last 15 years, the group has represented Receivers, Servicers, Public and Private REITs, large and small private investment groups, and national lenders.

The McClellan MHC Group has successfully served owners and operators nationwide in the disposition of Manufactured Housing Community investments. The group has established itself as a premier broker in the Manufactured Housing Communities space. With over 78 offices throughout the nation, consisting of 1,300 agents, the team is able to leverage local market knowledge while utilizing a national platform to deliver each investment to a qualified buyer.



SALES VOLUME

\$9,081,276,755

TOTAL UNITS SOLD

148,250

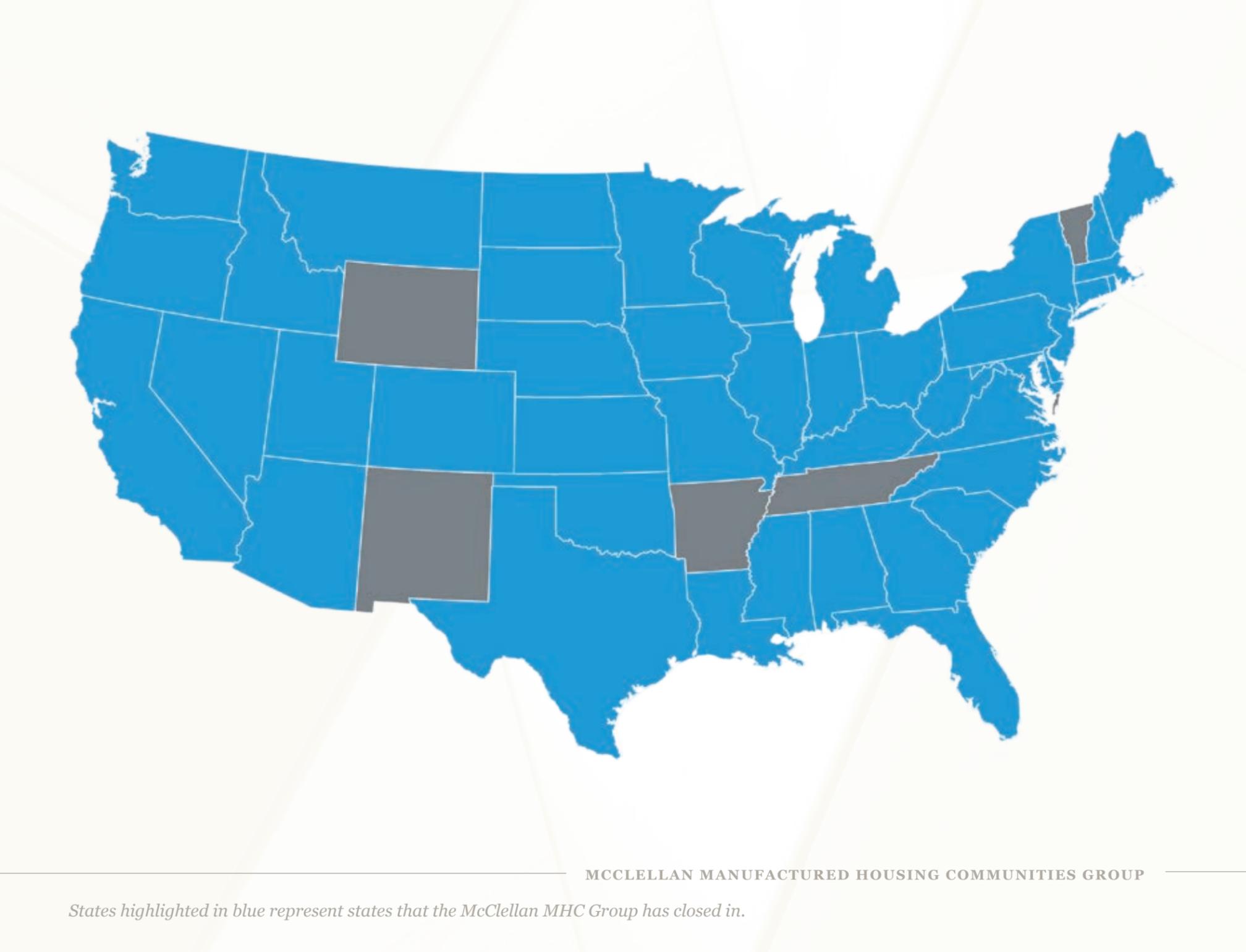
2024 AND 2025 COMBINED SALES VOLUME

\$1,166,831,403

NATIONAL TRANSACTION VOLUME

The McClellan Manufactured Housing Communities Group has seen continued success over the years.

MCCLELLAN MANUFACTURED HOUSING COMMUNITIES GROUP



States highlighted in blue represent states that the McClellan MHC Group has closed in.

MCCLELLAN MANUFACTURED HOUSING COMMUNITIES GROUP

Recent Notable Closings



CONFIDENTIAL MHC

Sale Date: November 2025
Location: Washington
Units: 125+



AGE RESTRICTED MHC

Sale Date: October 2025
Location: Florida
Units: ~550



CONFIDENTIAL FLORIDA MHC

Sale Date: August 2025
Location: Florida
Units: 250+



2 MHC PORTFOLIO

Sale Date: April 2025
Location: Florida
Units: 285



NATIONWIDE PORTFOLIO

Sale Date: November 2023
Location: Nationwide
Units: 7,665



3 MHC PORTFOLIO

Sale Date: August 2023
Location: Maine
Units: 681



CONFIDENTIAL WEST COAST

Sale Date: July 2023
Location: West Coast
Units: 100+



LIBERTY ACRES

Sale Date: July 2023
Location: Kansas City MSA
Units: 220



TWO CONFIDENTIAL MHC'S

Sale Date: December 2024
Location: Michigan
Units: 500+



CONFIDENTIAL MHC

Sale Date: December 2024
Location: Colorado
Units: 375+



TWO CONFIDENTIAL MHC'S

Sale Date: November 2024
Location: Iowa
Units: 588



CONFIDENTIAL MHC

Sale Date: September 2024
Location: Southern CA
Units: 771



CONFIDENTIAL MHC

Sale Date: May 2023
Location: Arizona
Units: ~200



CONFIDENTIAL MHC

Sale Date: March 2023
Location: Colorado
Units: 375+



CONFIDENTIAL MHC

Sale Date: January 2023
Location: Maryland
Units: 100+



CONFIDENTIAL MHC

Sale Date: December 2022
Location: USA
Units: 200+



CONFIDENTIAL MHC

Sale Date: August 2024
Location: Maine
Units: ~325



CONFIDENTIAL MHC

Sale Date: July 2024
Location: Idaho
Units: 92



CONFIDENTIAL TEXAS MHC

Sale Date: July 2024
Location: Texas
Units: 66



CONFIDENTIAL FLORIDA MHC

Sale Date: May 2024
Location: Florida
Units: 146



CONFIDENTIAL MHC

Sale Date: October 2022
Location: Arizona
Units: 300+



UPPER MIDWEST PORTFOLIO

Sale Date: September 2022
Location: Midwest
Units: 5,322



CONFIDENTIAL MHC

Sale Date: September 2022
Location: California
Units: ~80



CONFIDENTIAL MHC

Sale Date: September 2022
Location: South Dakota
Units: 750+

Recent Notable Closings



WINTER HAVEN MHC

Sale Date: September 2022
Location: Florida
Units: 238



CONFIDENTIAL MHC

Sale Date: September 2022
Location: Florida
Units: 400



CONFIDENTIAL MHC

Sale Date: August 2022
Location: Colorado
Units: 325+



CONFIDENTIAL MHC

Sale Date: July 2022
Location: Florida
Units: 225+



CONFIDENTIAL MHC

Sale Date: January 2022
Location: Massachusetts
Units: ~175



CONFIDENTIAL MHC

Sale Date: January 2022
Location: Colorado
Units: 325+



CONFIDENTIAL MHC

Sale Date: December 2021
Location: New Jersey
Units: 450



CONFIDENTIAL MHC

Sale Date: December 2021
Location: Florida
Units: 307



CONFIDENTIAL MHC

Sale Date: June 2022
Location: Indiana
Units: 200+



CONFIDENTIAL MHC

Sale Date: June 2022
Location: Nevada
Units: ~175



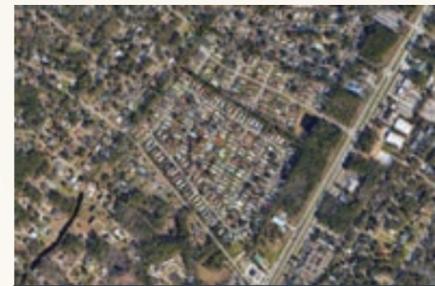
CONFIDENTIAL MHC

Sale Date: June 2022
Location: Arizona
Units: ~175



CONFIDENTIAL RV RESORT

Sale Date: June 2022
Location: California
Units: 139



CONFIDENTIAL MHC

Sale Date: December 2021
Location: South Carolina
Units: 210



CONFIDENTIAL MHC

Sale Date: November 2021
Location: New Jersey
Units: ~300



CONFIDENTIAL RV RESORT

Sale Date: October 2021
Location: Maine
Units: 125



CONFIDENTIAL 4 MHC PORTFOLIO

Sale Date: August 2021
Location: AZ/IL/MO
Units: 1,137



CONFIDENTIAL MHC

Sale Date: June 2022
Location: Washington
Units: 66



CONFIDENTIAL 4 MHC PORTFOLIO

Sale Date: April 2022
Location: Nationwide
Units: 654



CONFIDENTIAL MHC

Sale Date: April 2022
Location: Minnesota
Units: ~175



CONFIDENTIAL MHC

Sale Date: February 2022
Location: Florida
Units: ~350



CONFIDENTIAL 4 MHC PORTFOLIO

Sale Date: July 2021
Location: Florida and Ohio
Units: 943



CONFIDENTIAL FLORIDA MHC

Sale Date: July 2021
Location: Florida
Units: 243



CONFIDENTIAL MHC

Sale Date: July 2021
Location: Florida
Units: 225+



CONFIDENTIAL 5 MHC PORTFOLIO

Sale Date: June 2021
Location: Southeast USA
Units: 1,250+

MCCLELLAN MHC GROUP

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Marcus & Millichap