

MCCLELLAN & BASKIN

MANUFACTURED HOUSING COMMUNITIES GROUP



IPA

INSTITUTIONAL
PROPERTY
ADVISORS



▲
JONATHON MCCLELLAN
Senior Managing Director Investments



▲
KYLE BASKIN
Senior Managing Director Investments



▲
CONNOR OUTCALT
Senior Vice President Investments



▲
MICHAEL DICILLO
Senior Vice President Investments



▲
TYLER DAUGSTRUP
Associate



▲
CONNOR COOK
Associate



▲
JACQUELINE SAWCHIK
Marketing Coordinator

MARKETING TEAM

McClellan and Baskin Resume

Year End Closing Statistics (Sales Volume | Sites Sold)

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

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

2020: \$1,066,915,503 | 13,555 Sites

2019: \$787,307,107 | 13,197 Sites

Jonathon McClellan & Kyle Baskin are Senior 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 651 assets totaling \$6,735,930,546. Of the 651 transactions, 635 were Manufactured Housing Communities. Over the span of the last 11 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.

\$6,735,930,546

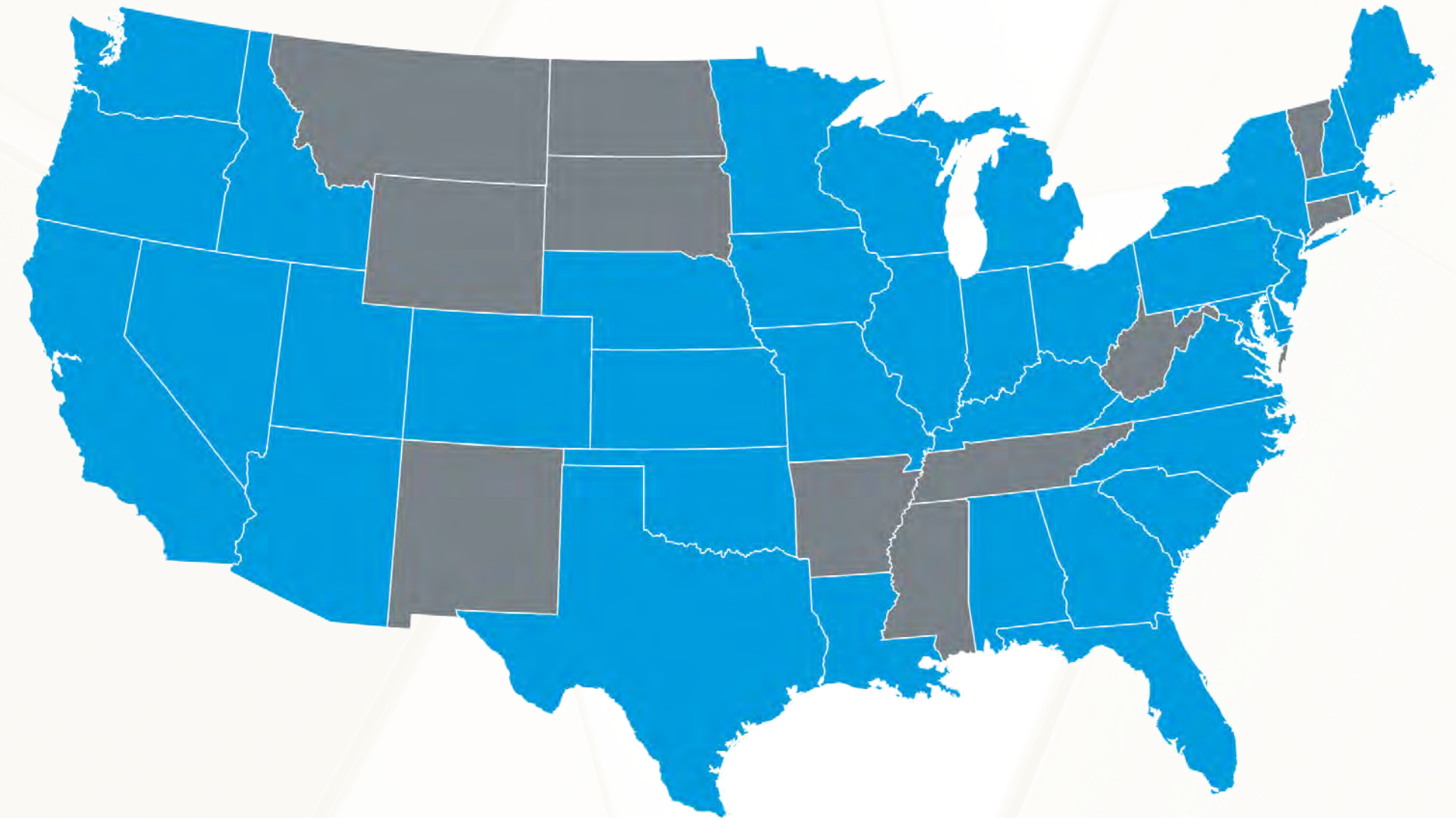
114,867

\$2,721,889,940

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

MCCLELLAN & BASKIN MANUFACTURED HOUSING COMMUNITIES GROUP

States highlighted in blue represent states that the McClellan & Baskin MHC Group have closed in.

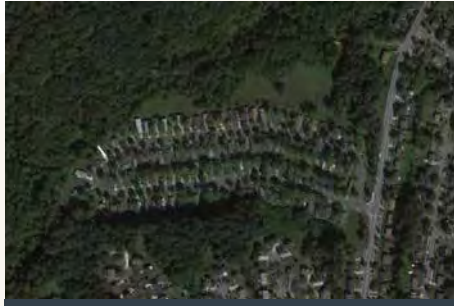


Recent Notable Closings



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: October 2022
Location: Arizona
Units: 300+



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: June 2022
Location: Washington
Units: 66



CONFIDENTIAL 4 MHC PORTFOLIO

Sale Date: April 2022
Location: Nationwide
Units: 654



CONFIDENTIAL MHC

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



CONFIDENTIAL MHC

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



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: April 2022
Location: Minnesota
Units: ~175



CONFIDENTIAL MHC

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



CONFIDENTIAL MHC

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



CONFIDENTIAL MHC

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



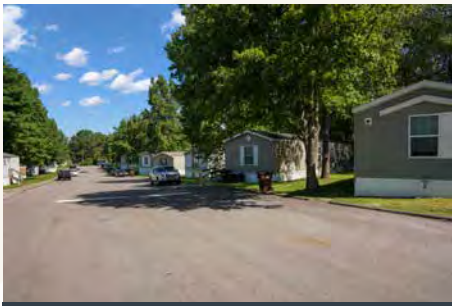
CONFIDENTIAL MHC

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



CONFIDENTIAL MHC

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



CONFIDENTIAL MHC

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



CONFIDENTIAL MHC

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



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: December 2021
Location: South Carolina
Units: 210



CONFIDENTIAL MHC

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

Recent Notable Closings



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 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 PORTFOLIO

Sale Date: October 2020
Location: Mid Atlantic
Units: 1,000+



CONFIDENTIAL RV RESORT

Sale Date: October 2020
Location: New Jersey
Units: 300+



WEST COAST RV RESORT

Sale Date: October 2020
Location: West Coast USA
Units: 100 +/-



CONFIDENTIAL MHC PORTFOLIO

Sale Date: September 2020
Location: Michigan
Units: 1,200 +/-



CONFIDENTIAL MHC

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



CONFIDENTIAL 5 MHC PORTFOLIO

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



CONFIDENTIAL MHC

Sale Date: April 2021
Location: Maryland
Units: 200+



CONFIDENTIAL RV RESORT

Sale Date: April 2021
Location: Florida
Units: 200+



CONFIDENTIAL MHC PORTFOLIO

Sale Date: August 2020
Location: Maine
Units: ~270



CONFIDENTIAL MHC PORTFOLIO

Sale Date: July 2020
Location: Massachusetts
Units: 300 +/-



CONFIDENTIAL MHC PORTFOLIO

Sale Date: June 2020
Location: Confidential
Units: 1,500+



CONFIDENTIAL MHC PORTFOLIO

Sale Date: April 2020
Location: Nationwide
Units: 1,800+



CONFIDENTIAL 4 MHC PORTFOLIO

Sale Date: February 2021
Location: AZ/CA/NV
Units: 845



CONFIDENTIAL RV RESORT

Sale Date: December 2020
Location: Florida
Units: 200+



CONFIDENTIAL MHP & MARINA

Sale Date: December 2020
Location: East Coast
Units: 300+



TWO CONFIDENTIAL MHC'S

Sale Date: November 2020
Location: Maine
Units: 350+



MIDWEST MHC

Sale Date: March 2020
Location: Midwest
Units: 221



VILLAGE OF COOL BRANCH

Sale Date: March 2020
Location: Seaford, DE
Units: 238



WEST COAST MHC

Sale Date: February 2020
Location: West Coast
Units: 200+/-



WEST COAST MHC

Sale Date: February 2020
Location: West Coast
Units: 400+/-

MCCLELLAN & BASKIN MHC GROUP

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Marcus & Millichap