

RANCHO ESTATES

1 Mahoning Drive | Rantoul, IL
OFFERING MEMORANDUM



Rancho Estates

CONTENTS

01 Executive Summary
Investment Summary

02 Location
Location Summary
Major Employers Map
Traffic Counts
Drive Times
Drive Times (Heat Map)

03 Property Description
Property Features
Property Images

04 Rent Roll
Rent Roll

05 Financial Analysis
Income & Expense Analysis

06 Demographics
General Demographics
Race Demographics

07 Company Profile
Advisor Profile

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RANCHO ESTATES

01 Executive Summary

Investment Summary



OFFERING SUMMARY

ADDRESS	1 Mahoning Drive Rantoul IL 61866
COUNTY	Champaign
MARKET	Champaign–Urbana metropolitan area
LAND SF	186,436 SF
LAND ACRES	4.28
NUMBER OF UNITS	52
YEAR BUILT	1960
YEAR RENOVATED	2019
APN	140336151006
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	\$2,100,000
PRICE PER UNIT	\$40,385
OCCUPANCY	84.00%
NOI (CURRENT)	\$169,151
NOI (Pro Forma)	\$223,587
CAP RATE (CURRENT)	8.05%
CAP RATE (Pro Forma)	10.65%
GRM (CURRENT)	7.84
GRM (Pro Forma)	6.31

DEMOGRAPHICS

	5 MILE	10 MILE	20 MILE
2026 Population	13,351	21,058	208,374
2026 Median HH Income	\$54,127	\$60,883	\$61,783
2026 Average HH Income	\$67,391	\$79,596	\$88,565



Financing Opportunity!!!

- The property is currently encumbered by a Fannie Mae loan that the seller prefers a buyer to assume. The existing loan has an approximate balance of \$1,600,000 at a favorable 4.12% interest rate. The loan is interest-only through June 2026, after which it converts to a five-year term amortized over 30 years (locked in at 4.12% until May 2031). Assumption requirements include a minimum of two years of mobile home park ownership or key principal role, a net worth exceeding \$1,000,000, and minimum liquidity of \$160,000.

Rancho Estates (General Overview)

- Rancho Estates is a 52-pad mobile home community located in Rantoul, Illinois within the Champaign–Urbana Metropolitan area. Situated on approximately 4.28 acres and originally developed in 1960, the property benefits from approved mobile home park zoning and is not located within a designated flood zone. The current ownership has operated the community for six years and manages the asset remotely through a district manager, supported by an on-site maintenance technician. The community currently operates without a full-time on-site manager. Pad sizes vary throughout the property, and residents benefit from off-street parking and a well-maintained neighborhood setting.

Rancho Estates (Occupancy & Tenant Profile)

- The community is currently operating at strong occupancy levels with 49 of 52 pads occupied. Of the existing homes, 36 are tenant-owned homes (TOH) paying an average lot rent of \$425 per month. The remaining 10 units are park-owned homes (POH) with average rents of approximately \$800 per month, and the seller holds clear title to all park-owned units. Three pads are currently vacant and may have the potential for new home placement subject to city setback requirements. One additional home is scheduled for removal due to poor condition. Approximately three residents are currently behind on rent. All residents operate under monthly lease agreements, and rent is collected electronically through the Rent Manager portal. The most recent rent adjustments were modest \$25 increases for both POH and TOH units.

Rancho Estates (Infrastructure & Utilities)

- Rancho Estates is served by municipal water and sewer, with utility costs back-billed to residents through submetering. Electricity and natural gas are directly metered and billed by the respective providers, and each pad is equipped with a 100-amp electrical pedestal. Residents are responsible for their own garbage service. The material composition of underground utility lines was not provided. The internal road network is asphalt and is reported to be in good condition, with ownership responsible for ongoing maintenance.

Rancho Estates (Operations & Maintenance)

- Operational responsibilities are efficiently structured, with tenants responsible for mowing their individual lots and clearing their own driveways during winter months. Ownership maintains vacant pads and common areas and provides snow removal for the park roads. The property has benefited from consistent operational oversight and strong administrative systems, with institutional-quality financials and documentation available for buyer due diligence.

Rancho Estates (Capital Improvements)

- Since acquisition, ownership has made several meaningful improvements to enhance the long-term quality and stability of the community. These include removal of distressed homes, tree trimming, installation of a playground, street repaving, and the addition of water meters. These investments have positioned the property for continued operational stability and future infill potential.

Rancho Estates (Value-Add Potential)

- Future upside for a new owner includes the potential infill of vacant pads, subject to municipal approval, and continued optimization of rental rates in line with market conditions. Ownership has indicated that continued infill would be their primary operational focus if they retained the asset.





02

Location

- Location Summary
- Major Employers Map
- Traffic Counts
- Drive Times
- Drive Times (Heat Map)

RANCHO ESTATES

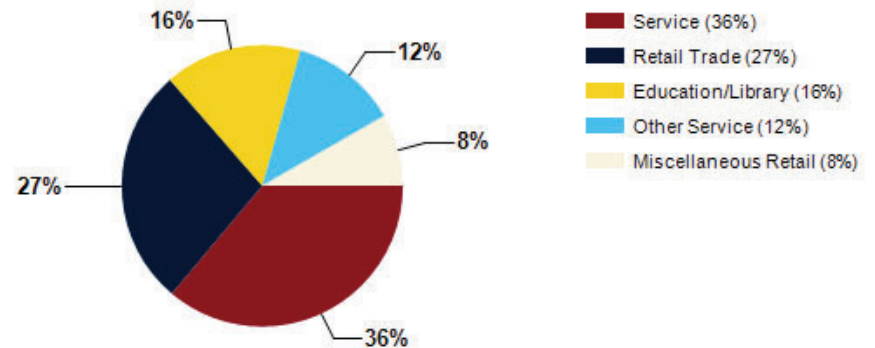
Rantoul, IL

- Rantoul is a village in northern Champaign County, Illinois. The population was 12,371 at the 2020 census. It is part of the Champaign–Urbana metropolitan area.
- The median home cost in Rantoul is \$108,100. Home appreciation the last 10 years has been 46.3%. Home Appreciation in Rantoul is up 14.5%.
- Renters make up 42.1% of the Rantoul population.
- The average 1-bedroom rents for \$760/month.
The average 2-bedroom rents for \$900/month.
The average 3-bedroom rents for \$1,170/month.
The average 4-bedroom rents for \$1,210/month.
- Rantoul has an unemployment rate of 5.0%. The US average is 6.0%.
- Future job growth over the next ten years is predicted to be 30.2%, which is lower than the US average of 33.5%.
- The Median household income of a Rantoul resident is \$44,130 a year. The US average is \$69,021 a year.
- Rantoul violent crime is 38.4. (The US average is 22.7)
Rantoul property crime is 40.4. (The US average is 35.4)
- Here are four of the largest employers in Rantoul, IL (employee counts approximate):
 - Vista Outdoor — 440 employees
 - Jeld-Wen Windows & Doors — 425 employees
 - Flex-N-Gate — 426 employees
 - Rantoul Foods — 511 employees

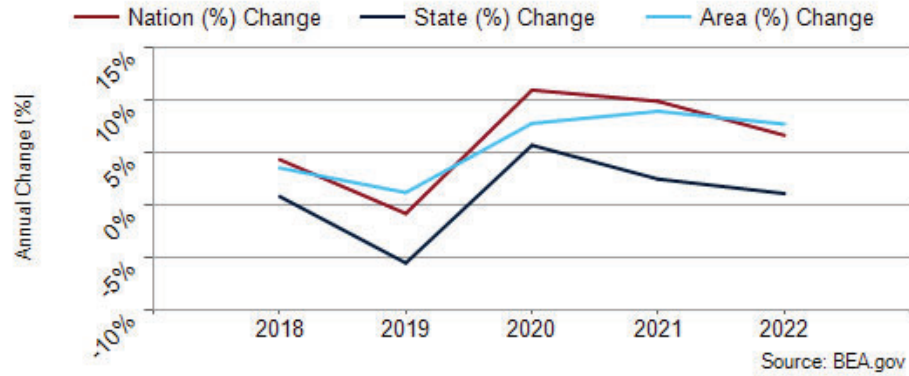
Champaign County, IL

- Champaign County is a county in the U.S. state of Illinois. As of the 2020 Census, its population was 205,865, making it the 10th-most populous county in Illinois. Its county seat is Urbana. Champaign County is part of the Champaign–Urbana metropolitan area. The twin cities of Urbana and Champaign are the only cities in the county, and they nearly surround the campus of the University of Illinois.
- Here are ten of the largest employers in Champaign County, IL, with employee counts (approximate):
 - University of Illinois at Urbana-Champaign — 26,884
 - The Carle Foundation — 7,346
 - Champaign Unit #4 School District — 1,670
 - Kraft Heinz Company — 1,300
 - OSF HealthCare — 1,150
 - Urbana School District #116 — 950
 - Christie Clinic — 915
 - FedEx Ground — 887
 - Parkland College — 883
 - City of Champaign — 636

Major Industries by Employee Count



Champaign County GDP Trend



Rantoul Foods LLC

Approx. 500 to 999 Employees
Approx. 1 mile

Jeld-Wen Windows & Doors

Approx. 500 to 999 Employees
Approx. 2 miles

Maverick Pipe Manufacturing

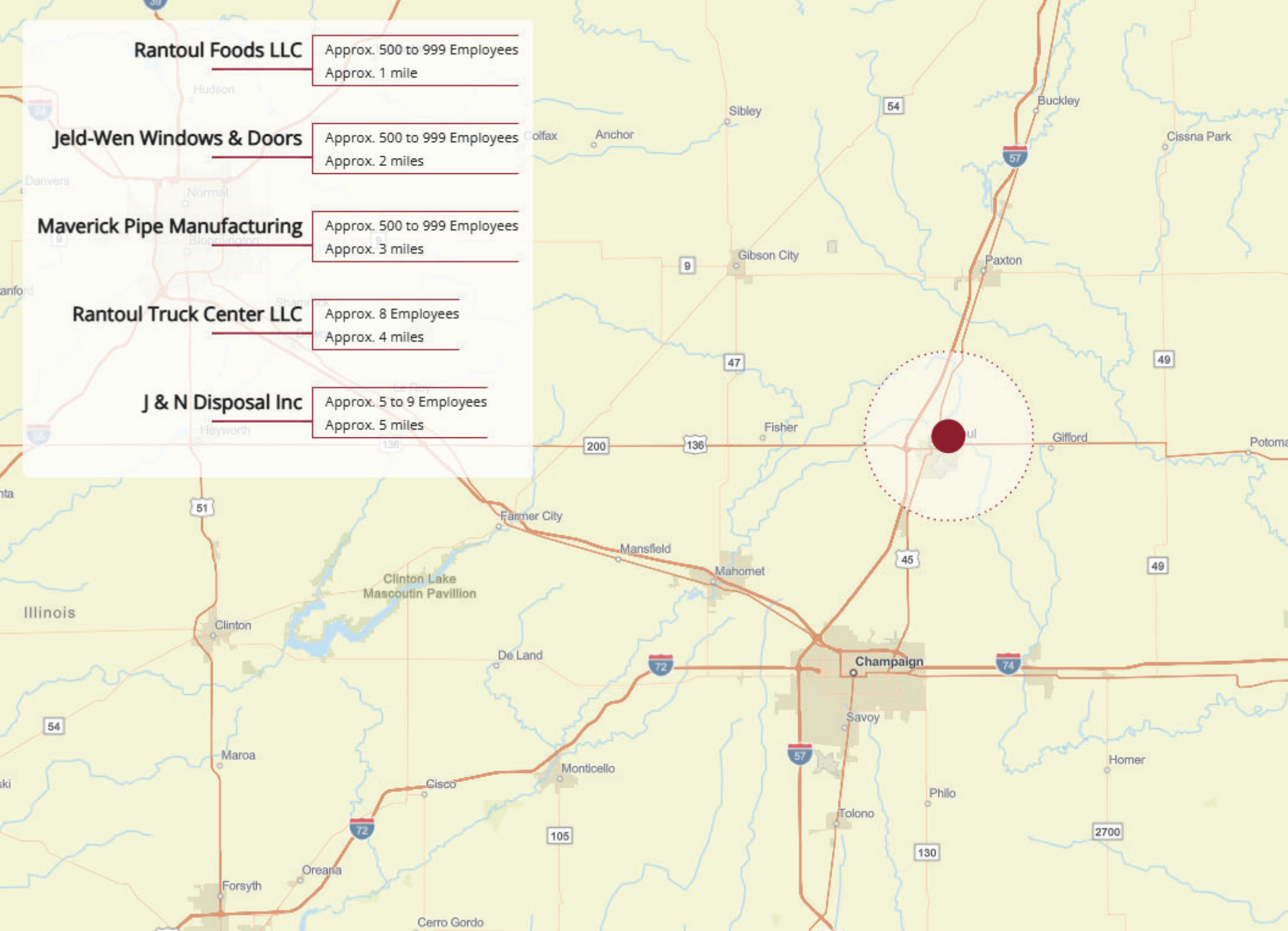
Approx. 500 to 999 Employees
Approx. 3 miles

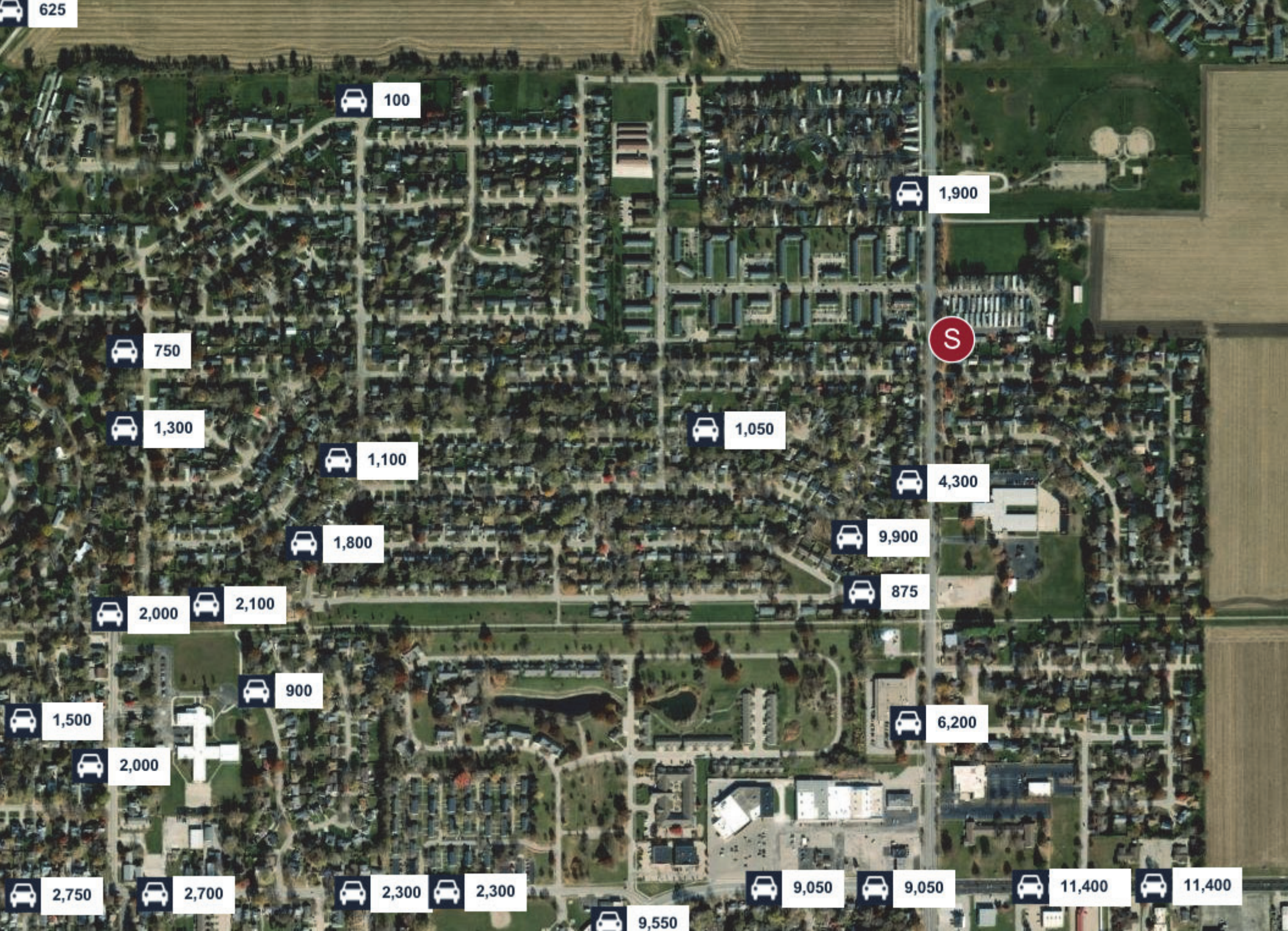
Rantoul Truck Center LLC

Approx. 8 Employees
Approx. 4 miles

J & N Disposal Inc

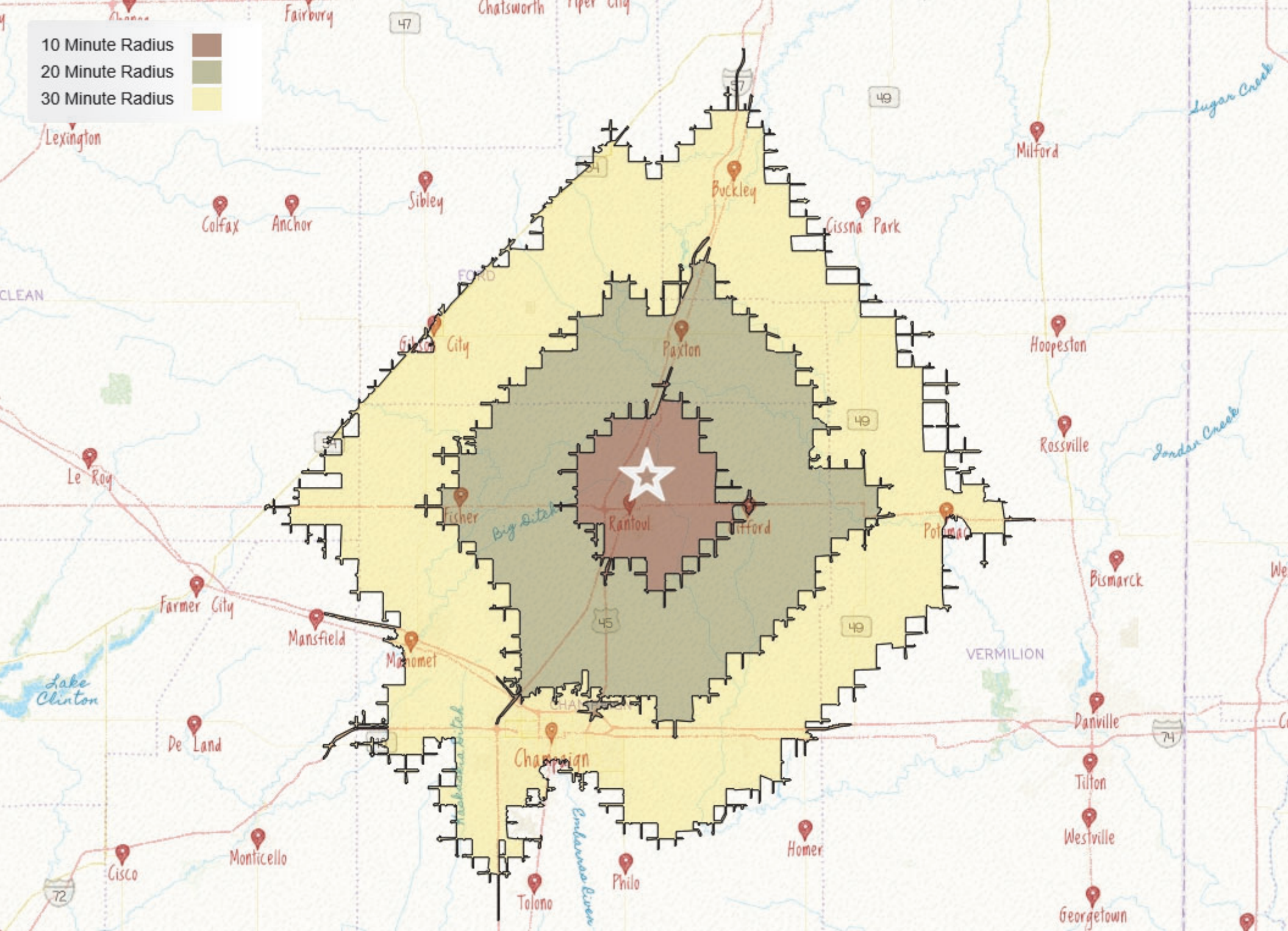
Approx. 5 to 9 Employees
Approx. 5 miles

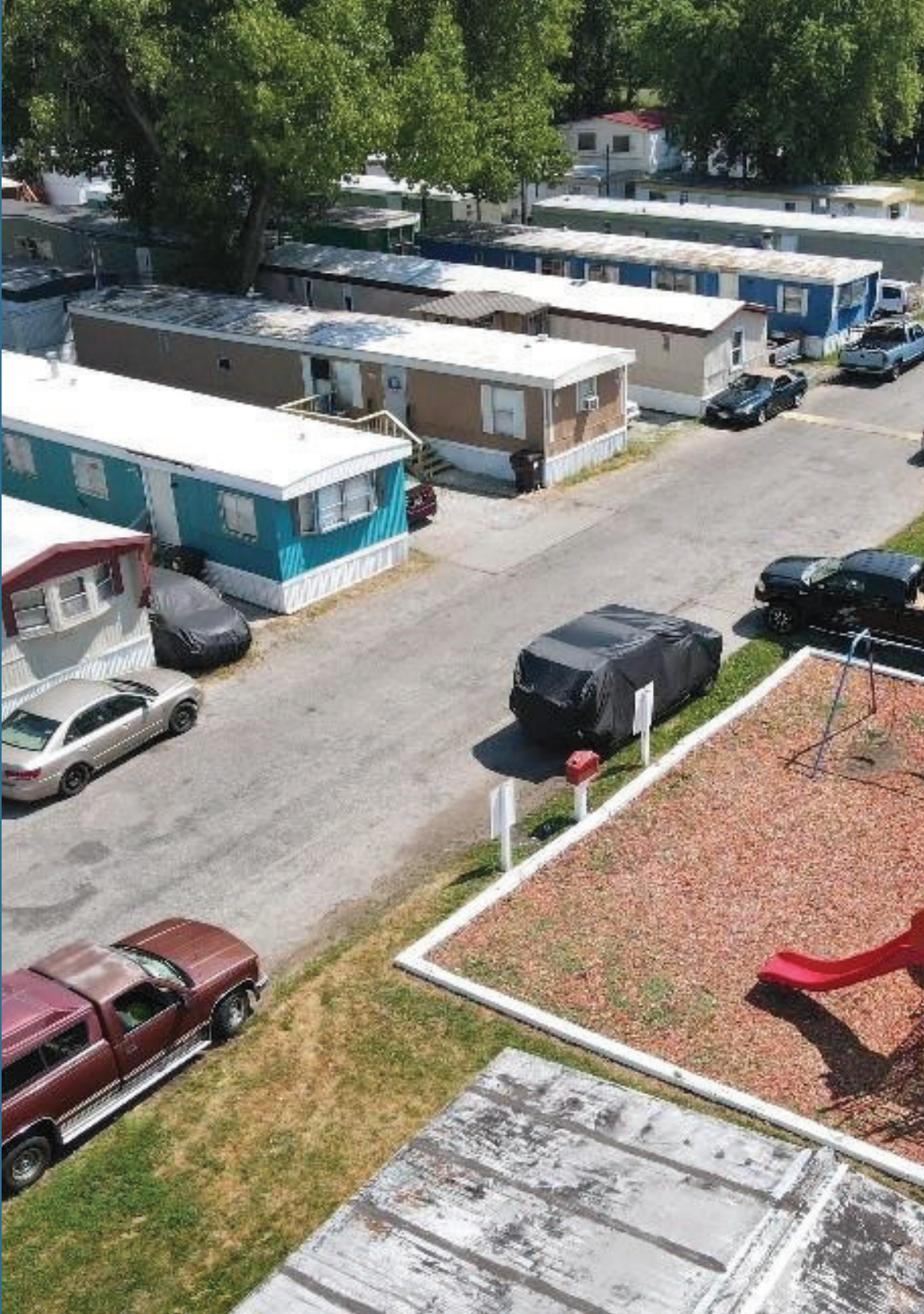






10 Minute Radius
20 Minute Radius
30 Minute Radius





03

Property Description

Property Features

Property Images

RANCHO ESTATES

PROPERTY FEATURES

NUMBER OF UNITS	52
LAND SF	186,436
LAND ACRES	4.28
YEAR BUILT	1960
YEAR RENOVATED	2019
# OF PARCELS	1
ZONING TYPE	Improved Commercial
BUILDING CLASS	C
TOPOGRAPHY	Flat
LOCATION CLASS	B-
LOT DIMENSION	331 x 566 x 340 x 536
NUMBER OF PARKING SPACES	104
PARKING RATIO	2:1

UTILITIES

WATER	Public (Backbilled to tenants)
TRASH	Private (Paid by tenants)
GAS	Public (Paid by tenants)
ELECTRIC	Public (Paid by tenants)
SEWER	Public (Backbilled to tenants)







04

Rent Roll

Rent Roll

RANCHO ESTATES

Unit	Current Rent	Market Rent	Notes
1	\$425.00	\$450.00	TOH.
2	\$425.00	\$450.00	TOH.
3	\$425.00	\$450.00	TOH.
5	\$425.00	\$450.00	TOH.
6	\$425.00	\$450.00	TOH.
7	\$425.00	\$450.00	TOH.
8	\$425.00	\$450.00	TOH.
9	\$425.00	\$450.00	TOH.
10	\$425.00	\$450.00	TOH.
12	\$425.00	\$450.00	TOH.
13	\$425.00	\$450.00	TOH.
14	\$425.00	\$450.00	TOH.
15	\$425.00	\$450.00	TOH.
16	\$425.00	\$450.00	TOH.
17	\$0.00	\$450.00	Vacant POH. 1981 Liberty. Likely demo.
18	\$425.00	\$450.00	TOH.
19	\$425.00	\$450.00	TOH.
20	\$657.00	\$685.00	POH. \$425/month pad rent + \$232/month rent charge. 1980 Manufacture Made.
21	\$425.00	\$450.00	TOH.
22	\$425.00	\$450.00	TOH.
23	\$425.00	\$450.00	TOH.
24	\$0.00	\$750.00	Vacant POH. 1975 New Centenal.
25	\$425.00	\$450.00	TOH.
26	\$425.00	\$450.00	TOH.
27	\$714.00	\$740.00	POH. POH. \$425/month pad rent + \$289/month rent charge.
28	\$425.00	\$450.00	TOH.
29	\$425.00	\$450.00	TOH.
30	\$425.00	\$450.00	TOH.
31	\$425.00	\$450.00	TOH.
32	\$425.00	\$450.00	TOH.
33	\$0.00	\$450.00	Abandoned trailer. 1978 Windsor.

Unit	Current Rent	Market Rent	Notes
34	\$425.00	\$450.00	TOH.
35	\$0.00	\$750.00	Vacant POH. 1975 Concord.
36	\$425.00	\$450.00	TOH.
37	\$425.00	\$450.00	TOH.
38	\$425.00	\$450.00	TOH.
39	\$425.00	\$450.00	TOH.
40	\$0.00	\$750.00	Abandoned trailer. 1981 Skyline.
41	\$425.00	\$450.00	TOH.
42	\$425.00	\$450.00	TOH.
43	\$0.00	\$450.00	Vacant POH. 1978 Skyline. Likely DEMO.
44	\$425.00	\$450.00	TOH.
45	\$1,014.00	\$1,040.00	POH. POH. \$425/month pad rent + \$589/month rent charge. 1990 Liberty.
46	\$425.00	\$450.00	TOH.
47	\$425.00	\$450.00	TOH.
48	\$425.00	\$450.00	TOH.
49	\$425.00	\$450.00	TOH.
50	\$425.00	\$450.00	TOH.
51	\$425.00	\$450.00	TOH.
52	\$425.00	\$450.00	TOH.
53	\$0.00	\$450.00	Vacant POH. 1975 Elcona. Likely demo.
54	\$0.00	\$450.00	Vacant POH. 1977 Windsor.
Totals / Averages	\$19,810.00	\$25,415.00	

Notes: Rent roll provided to listing agent on February 11th, 2026. Seller has great records and we can produce updated rent rolls upon request.

RANCHO ESTATES

05 Financial Analysis

Income & Expense Analysis

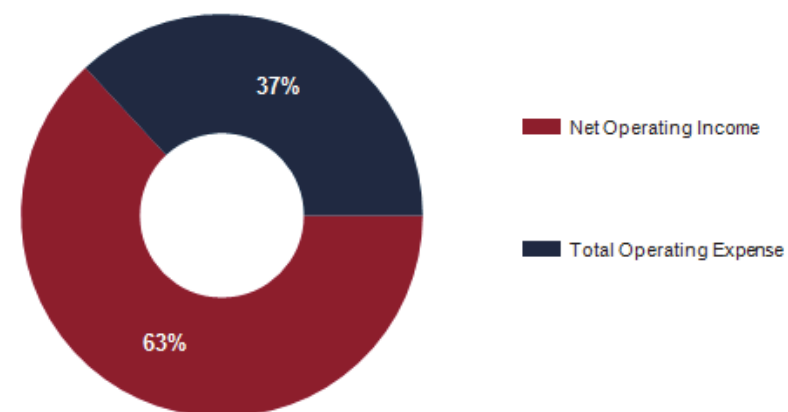


REVENUE ALLOCATION
CURRENT

INCOME	CURRENT		PRO FORMA	
Lot Rental Income	\$206,151	76.9%	\$251,751	75.6%
Home Rental Income	\$12,384	4.6%	\$26,784	8.0%
Water/Sewer	\$30,302	11.3%	\$34,608	10.4%
Late Fees	\$9,359	3.5%	\$9,826	3.0%
Application Fees	\$1,800	0.7%	\$1,800	0.5%
NSF Fees	\$800	0.3%	\$800	0.2%
Violation Fees	\$2,550	1.0%	\$2,550	0.8%
Loan Interest	\$4,675	1.7%	\$4,675	1.4%
Occupancy *	84.00%		100.00%	
Effective Gross Income	\$268,021		\$332,794	
Less Expenses	\$98,870	36.88%	\$109,207	32.81%
Net Operating Income	\$169,151		\$223,587	

* vacancy amount factored into gross revenue

Income Notes: Pro Forma reflects a \$25/month increase across all tenants and reflects four new trailers being rented at \$750/month (currently vacant POH and/or abandoned units).

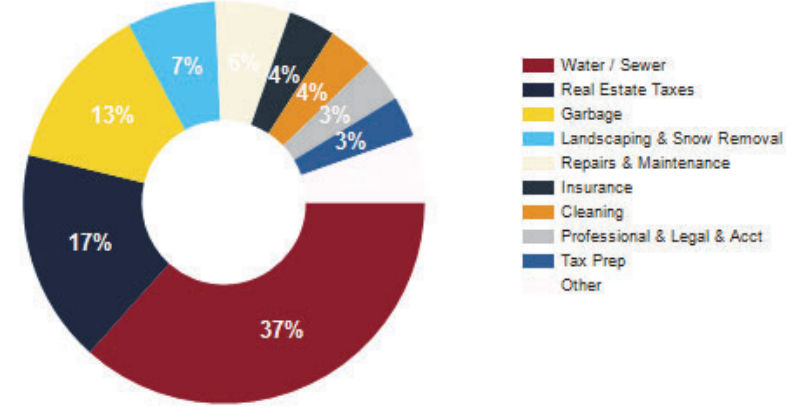


Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	\$16,963	\$326	\$17,811	\$343
Insurance	\$3,736	\$72	\$3,922	\$75
Management Fee			\$5,400	\$104
Professional & Legal & Acct	\$3,424	\$66	\$3,595	\$69
Repairs & Maintenance	\$6,000	\$115	\$6,300	\$121
Water / Sewer	\$36,226	\$697	\$38,037	\$731
Landscaping & Snow Removal	\$7,056	\$136	\$7,408	\$142
Cleaning	\$3,682	\$71	\$3,866	\$74
Garbage	\$13,218	\$254	\$13,878	\$267
Marketing	\$345	\$7	\$362	\$7
Supplies	\$202	\$4	\$212	\$4
Office	\$403	\$8	\$423	\$8
License	\$2,324	\$45	\$2,440	\$47
Background checks	\$886	\$17	\$930	\$18
Electric	\$122	\$2	\$128	\$2
Gas/Propane	\$91	\$2	\$95	\$2
Signage/Banners	\$474	\$9	\$497	\$10
Tax Prep	\$3,260	\$63	\$3,423	\$66
Postage	\$60	\$1	\$63	\$1
E-pay processing	\$148	\$3	\$155	\$3
Bond	\$250	\$5	\$262	\$5
Total Operating Expense	\$98,870	\$1,901	\$109,207	\$2,100
% of EGI	36.88%		32.81%	

DISTRIBUTION OF EXPENSES

CURRENT



Expense Notes: "Current numbers include some broker adjustments based on market norms."

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06

Demographics

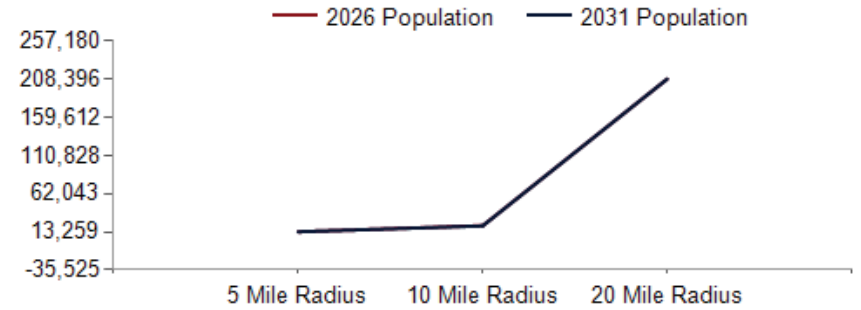
General Demographics

Race Demographics

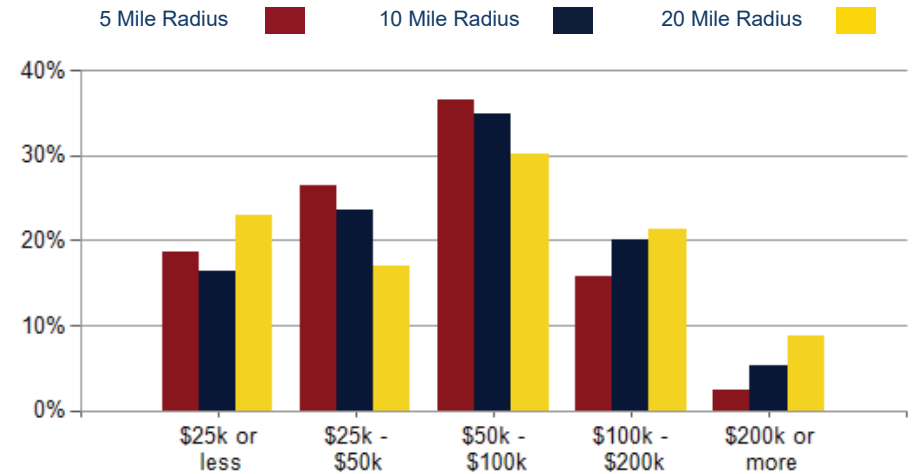
RANCHO ESTATES

POPULATION	5 MILE	10 MILE	20 MILE
2000 Population	14,725	23,147	184,996
2010 Population	14,503	22,672	205,006
2026 Population	13,351	21,058	208,374
2031 Population	13,259	20,897	208,396
2026 African American	2,900	3,027	29,872
2026 American Indian	79	102	856
2026 Asian	151	175	25,518
2026 Hispanic	2,275	2,639	17,835
2026 Other Race	1,344	1,495	8,191
2026 White	7,402	14,326	127,861
2026 Multiracial	1,459	1,916	15,950
2026-2031: Population: Growth Rate	-0.70%	-0.75%	0.00%

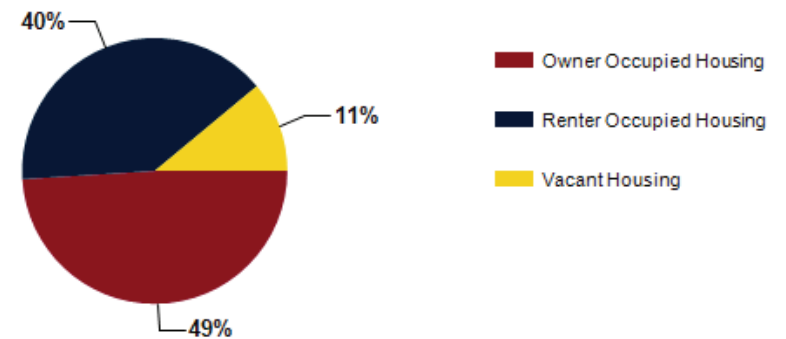
2026 HOUSEHOLD INCOME	5 MILE	10 MILE	20 MILE
less than \$15,000	670	903	13,811
\$15,000-\$24,999	396	558	6,508
\$25,000-\$34,999	622	862	6,892
\$35,000-\$49,999	891	1,248	8,089
\$50,000-\$74,999	1,233	1,756	14,982
\$75,000-\$99,999	864	1,369	11,742
\$100,000-\$149,999	731	1,377	13,106
\$150,000-\$199,999	177	425	5,729
\$200,000 or greater	142	467	7,763
Median HH Income	\$54,127	\$60,883	\$61,783
Average HH Income	\$67,391	\$79,596	\$88,565



2026 Household Income



2026 Own vs. Rent - 5 Mile Radius

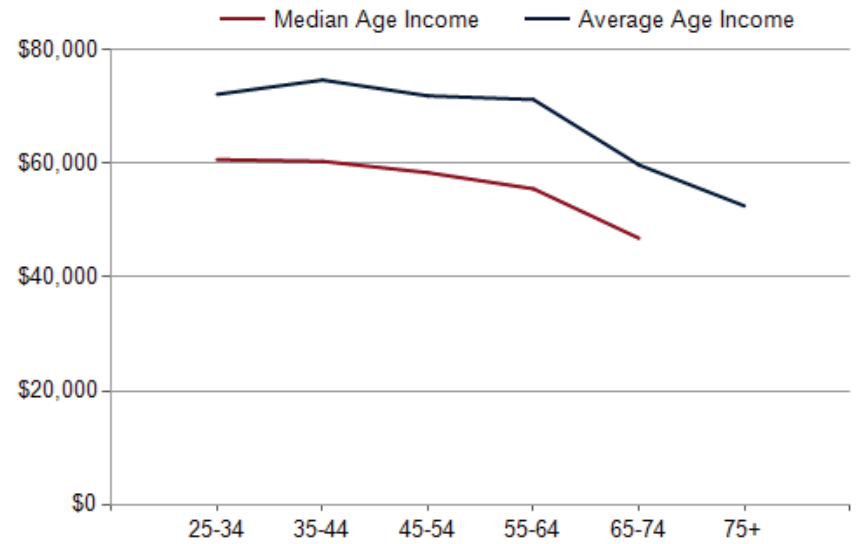
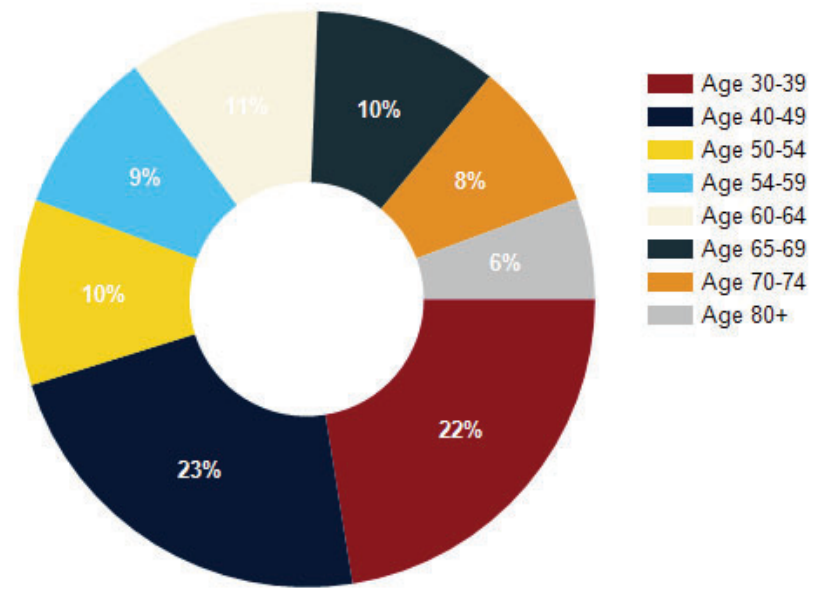


Source: esri

2026 POPULATION BY AGE	5 MILE	10 MILE	20 MILE
2026 Population Age 30-34	766	1,199	13,923
2026 Population Age 35-39	910	1,394	12,633
2026 Population Age 40-44	893	1,410	11,877
2026 Population Age 45-49	804	1,266	10,247
2026 Population Age 50-54	777	1,213	9,730
2026 Population Age 55-59	692	1,170	9,099
2026 Population Age 60-64	802	1,362	9,840
2026 Population Age 65-69	773	1,301	9,704
2026 Population Age 70-74	625	1,104	8,451
2026 Population Age 75-79	423	745	5,926
2026 Population Age 80-84	262	481	3,680
2026 Population Age 85+	287	544	3,754
2026 Population Age 18+	10,020	16,144	170,145
2026 Median Age	38	40	32
2031 Median Age	40	42	32

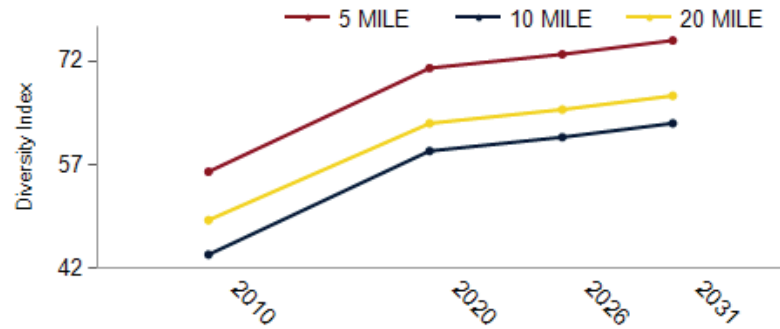
2026 INCOME BY AGE	5 MILE	10 MILE	20 MILE
Median Household Income 25-34	\$60,702	\$69,229	\$60,423
Average Household Income 25-34	\$72,190	\$86,003	\$81,963
Median Household Income 35-44	\$60,392	\$71,932	\$86,573
Average Household Income 35-44	\$74,706	\$91,597	\$114,713
Median Household Income 45-54	\$58,393	\$68,477	\$90,447
Average Household Income 45-54	\$71,919	\$86,265	\$119,631
Median Household Income 55-64	\$55,551	\$63,756	\$80,002
Average Household Income 55-64	\$71,261	\$82,903	\$108,034
Median Household Income 65-74	\$46,865	\$53,563	\$64,382
Average Household Income 65-74	\$59,764	\$71,025	\$89,269
Average Household Income 75+	\$52,549	\$59,500	\$70,545

Population By Age

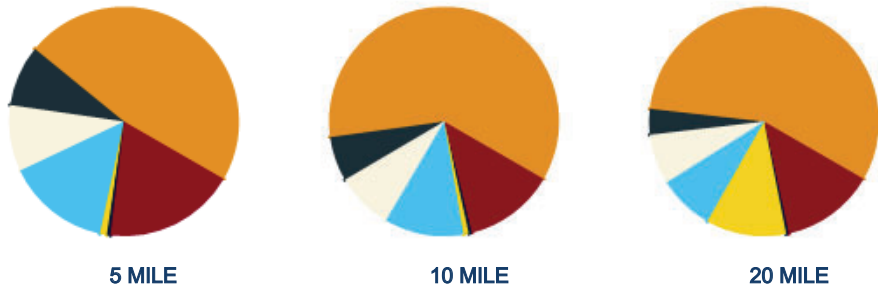


DIVERSITY INDEX	5 MILE	10 MILE	20 MILE
Diversity Index (+5 years)	75	63	67
Diversity Index (current year)	73	61	65
Diversity Index (2020)	71	59	63
Diversity Index (2010)	57	44	49

POPULATION DIVERSITY



POPULATION BY RACE

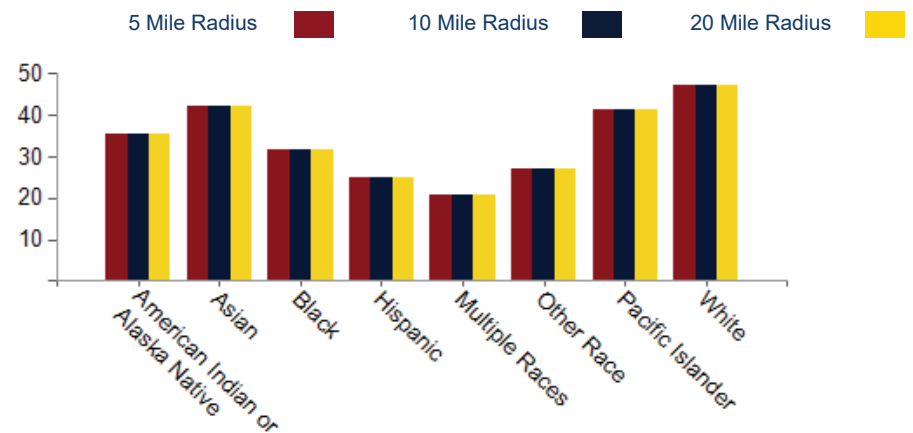


2026 POPULATION BY RACE	5 MILE	10 MILE	20 MILE
African American	19%	13%	13%
American Indian	1%	0%	0%
Asian	1%	1%	11%
Hispanic	15%	11%	8%
Multiracial	9%	8%	7%
Other Race	9%	6%	4%
White	47%	60%	57%

2026 MEDIAN AGE BY RACE

2026 MEDIAN AGE BY RACE	5 MILE	10 MILE	20 MILE
Median American Indian/Alaska Native Age	36	36	32
Median Asian Age	42	42	24
Median Black Age	32	32	29
Median Hispanic Age	25	25	23
Median Multiple Races Age	21	22	23
Median Other Race Age	27	27	24
Median Pacific Islander Age	41	41	34
Median White Age	47	46	38

2026 MEDIAN AGE BY RACE



RANCHO ESTATES

07 **Company Profile**

Advisor Profile

07



Jon Fisher
Designated Managing Broker

I was raised on the original family farm that was settled back in the mid-1860's. I graduated from Unity High School in 1991 where I served as the class president. I attended the University of Illinois where I graduated with a degree in agricultural economics in 1995. After graduating college, I started my own agri-business and grew it into an international enterprise that had customers in all 50 states and 15 foreign countries. I was honored to have been named the 2015 Illinois Friend of Agriculture Award Winner by the Illinois Department of Agriculture.

I am a blessed single dad to two amazing children. My oldest son, Jonathon, is 25 and works for State Farm Corporate. My daughter, Reagan, is 15 and is a sophomore. My hobbies include watching sports & going to church.

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Licensed Iowa Broker Officer, MR. LANDMAN, LLC, License #B68919000
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Licensed South Dakota Broker, MR. LANDMAN, LLC, License #20262
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Licensed Kentucky Principal Broker, MR. LANDMAN, LLC, License #284073
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Licensed West Virginia Broker, License #WVB260301161

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Exclusively Marketed by:



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