

NORTHTOWN RV PARK

5481 State Route 127 | Pickneyville, IL
OFFERING MEMORANDUM



Northtown RV Park

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Exclusively Marketed by:



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01

Executive Summary

Investment Summary

NORTHTOWN RV PARK

OFFERING SUMMARY

ADDRESS	5481 State Route 127 Pickneyville IL 62274
COUNTY	Perry
MARKET	nonmetropolitan
LAND SF	100,623 SF
LAND ACRES	2.31
NUMBER OF UNITS	32
YEAR BUILT	2010
APN	1430280140
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	\$1,355,000
PRICE PER UNIT	\$42,344
OCCUPANCY	96.00%
NOI (CURRENT)	\$131,446
NOI (Pro Forma)	\$200,785
CAP RATE (CURRENT)	9.70%
CAP RATE (Pro Forma)	14.82%
GRM (CURRENT)	8.13
GRM (Pro Forma)	5.66

DEMOGRAPHICS	5 MILE	10 MILE	15 MILE
2026 Population	3,973	10,676	26,548
2026 Median HH Income	\$62,839	\$73,181	\$67,598
2026 Average HH Income	\$72,601	\$84,699	\$81,904



Investment Overview

- Northtown RV Park presents an opportunity to acquire an established, income-producing RV park on approximately 2.31 acres in Pinckneyville, Illinois. Developed in 2010, the commercially zoned property consists of 32 full-service RV sites and is not located within a flood zone. The park has developed a predominantly long-term tenant base, with approximately 95% of its occupants renting on a monthly basis. Ownership describes the typical guest profile as a combination of “forever tenants” and long-term contractors, creating an operating model that is much more residential in nature than a traditional transient or destination RV park. The owner describes Northtown as “plain...but high return on investment” and considers the property “a diamond in the rough for a savvy investor’s portfolio.”

Sites & Infrastructure

- All 32 RV sites are full-service and capable of accepting guests. Each site is equipped with 30/50-amp electrical service. There are no pull-through sites or primitive tent sites. The park is served by city water and an on-site septic system. According to ownership, the water and sewer lines are believed to be PVC. Interior roads are constructed of compressed gravel and are reported to be in good condition.
- The property intentionally maintains a relatively simple physical footprint. There is currently no bathhouse, camp store, cabins, or separate living quarters for an owner or manager. The on-site manager resides in a personally owned RV within the park. This straightforward configuration allows the property to concentrate its available acreage and infrastructure on revenue-producing RV sites rather than non-revenue-generating improvements.



Operations & Management

- Northtown RV Park benefits from established on-site management as well as a maintenance person, providing operational continuity for a new ownership group. The park does not maintain a dedicated website but does utilize a Facebook page for its online presence. With approximately 95% of tenants occupying sites on a monthly basis, the park's business model is centered heavily on extended-stay occupancy rather than short-term recreational traffic.
- Ownership indicates that Northtown is the only full-service and seasonal RV park in the immediate area. Its location between Pinckneyville and Nashville, Illinois provides convenient positioning for its long-term tenant and contractor customer base while allowing the park to serve demand from the surrounding southern Illinois market.

Rates & Value-Add Opportunities

- Current rates were most recently increased in 2026; however, ownership believes the park's rates remain low compared with other RV parks in the surrounding area. This may provide a new owner with an opportunity to evaluate additional rate adjustments while maintaining the property's historically long-term tenant profile.
- Another potential value-add opportunity involves the park's electrical system. None of the 32 sites currently have individual electrical meters in place to allow electricity consumption to be billed back to tenants. A new owner may wish to investigate the feasibility and economics of installing individual meters and implementing a utility reimbursement or direct-billing structure, subject to applicable requirements. With such a high concentration of monthly and long-term occupants, reducing owner-paid utility exposure could potentially improve operating margins.



Expansion & Additional Improvements

- The property also offers room for expansion, providing a new ownership group with the opportunity to investigate adding additional revenue-producing sites or other improvements to the existing 2.31-acre property. Any expansion would, of course, be subject to applicable zoning, permitting, utility capacity and septic requirements.
- When asked what improvements he would make if he continued to own and operate Northtown RV Park, the current owner specifically identified the addition of amenities and a solar array. These represent additional opportunities that a new owner could evaluate alongside potential site expansion, electrical submetering and future rate growth.

A Straightforward Long-Term RV Investment

- Northtown RV Park is not positioned as an amenity-heavy recreational campground—and ownership considers that simplicity part of the investment story. The property offers 32 full-service sites, a predominantly monthly tenant base, city water, established on-site management and maintenance, good-condition gravel roads, and potential opportunities for expansion and operational improvements. With no cabins, store, bathhouse, tent camping or other ancillary operations to manage, the property provides a relatively straightforward RV park operating model centered on long-term site rental income.
- For an investor willing to evaluate strategic improvements, Northtown offers several potential avenues for increasing value, including individual electrical metering, additional amenities, possible solar installation, future rental-rate adjustments and expansion of the existing park. These opportunities, combined with the owner's characterization of the property as “plain...but high return on investment,” support his description of Northtown RV Park as “a diamond in the rough for a savvy investor's portfolio.”

Strategic Southern Illinois Location

- Northtown RV Park is strategically positioned along Illinois Route 127 between Pinckneyville and Nashville, allowing the property to draw from a broader southern Illinois market rather than relying solely on demand generated within Pinckneyville. The park's location is particularly well suited to its predominantly long-term operating model, with approximately 95% of current occupants renting on a monthly basis and ownership identifying long-term contractors and “forever tenants” as the property's typical customer base.
- Pinckneyville serves as the county seat of Perry County and benefits from a diverse base of government, healthcare, corrections, education, mining and manufacturing employment. Significant area employment anchors include the Pinckneyville Correctional Center, Pinckneyville Community Hospital, Knight Hawk Coal's Prairie Eagle mining operations, Perry County government and local school districts. Nearby Du Quoin and Nashville further expand the employment and service base accessible from the property.
- This positioning can be particularly beneficial for an extended-stay RV park, where proximity to employment centers and regional job sites may be more important to occupants than the recreational amenities typically associated with destination campgrounds. Northtown's combination of full-service sites, long-term occupancy and access to multiple surrounding communities helps differentiate the property within its immediate market. Ownership reports that Northtown is the only full-service and seasonal RV park in the area.

Seller Financing

- Ownership is willing to consider seller financing for qualified purchasers with 50% down and a two-year balloon, providing an alternative acquisition structure for investors seeking owner-financed terms.



02

Location

- Location Summary
- Local Business Map
- Traffic Counts
- Drive Times
- Drive Times (Heat Map)

Pickneyville, IL

- Pinckneyville is a city in and the county seat of Perry County, Illinois. The population was 5,066 at the 2020 census. It is named for Charles Cotesworth Pinckney, an early American diplomat and presidential candidate.

Pinckneyville is the location of the Pinckneyville Power Plant, a combustion turbine generator (CTG)-type power plant run by Ameren.

- The median home cost in Pinckneyville is \$95,600. Home appreciation the last 10 years has been 42.4%. Home Appreciation in Pinckneyville is up 12.4%.
- Renters make up 25.3% of the Pinckneyville population.
- 6.3% of houses and apartments in Pinckneyville, are available to rent.
- Estimated market ranges for rentals in Perry County, IL:

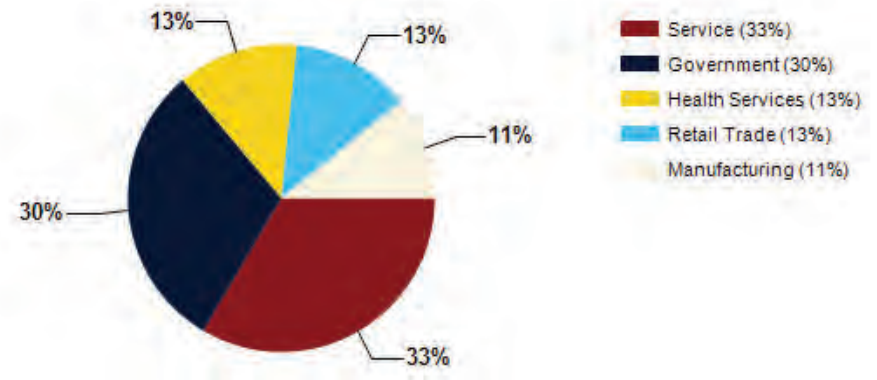
Studio: \$600–\$650
 1 BR: \$650–\$725
 2 BR: \$825–\$950
 3 BR: \$1,000–\$1,150
 4 BR: \$1,200–\$1,500+

- Pinckneyville has an unemployment rate of 5.6%. The US average is 4.2%.
- Perry County's unemployment rate was approximately 5.6% as of March 2026. The local economy is supported by a diverse mix of healthcare, government, corrections, education, mining, manufacturing and retail employment, including major area employers such as Pinckneyville Community Hospital, Pinckneyville Correctional Center and Knight Hawk Coal.
- The Median household income of a Pinckneyville resident is \$69,583 a year. The US average is \$81,604 a year.
- Pinckneyville violent crime is 9.3. (The US average is 22.7)
 Pinckneyville property crime is 11.0. (The US average is 35.4)

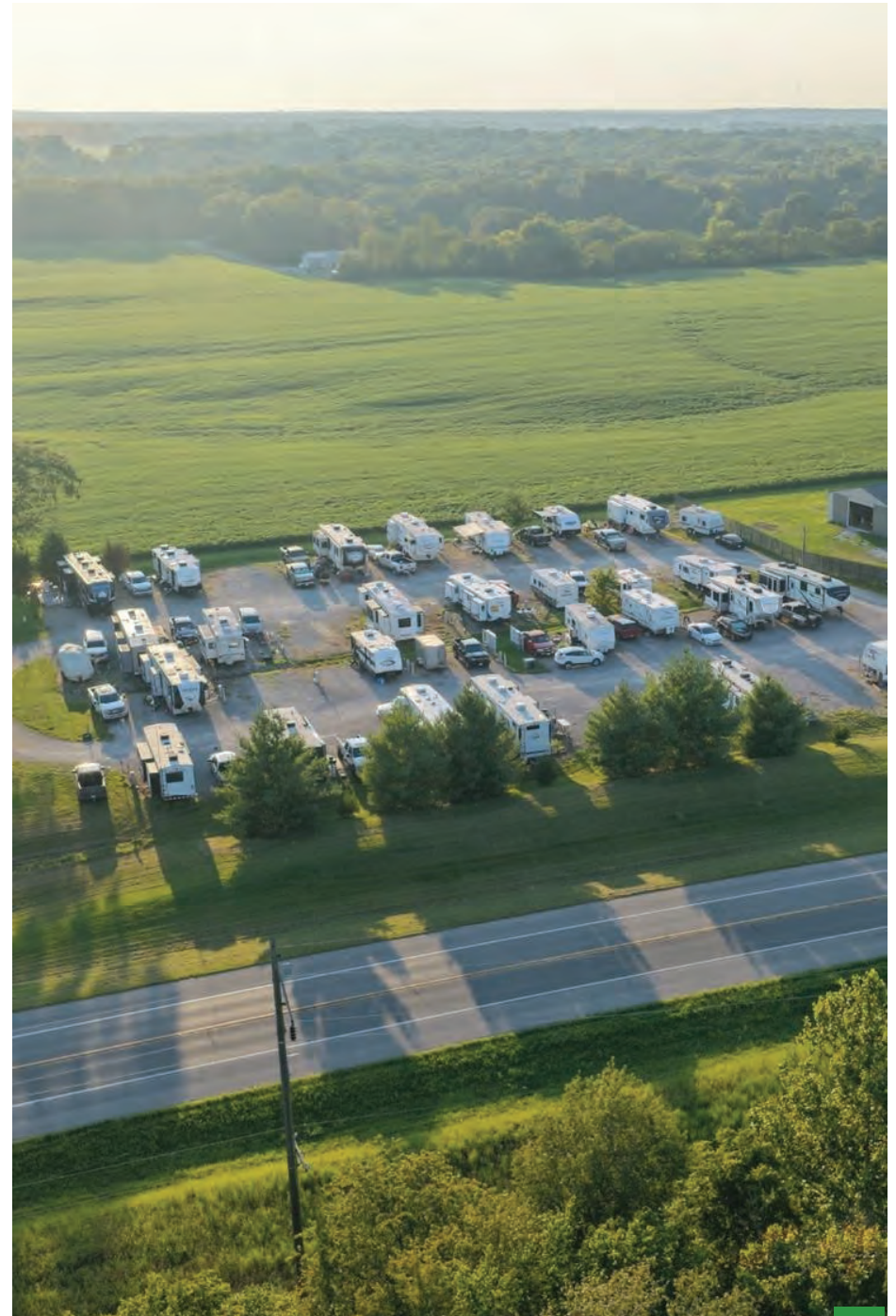
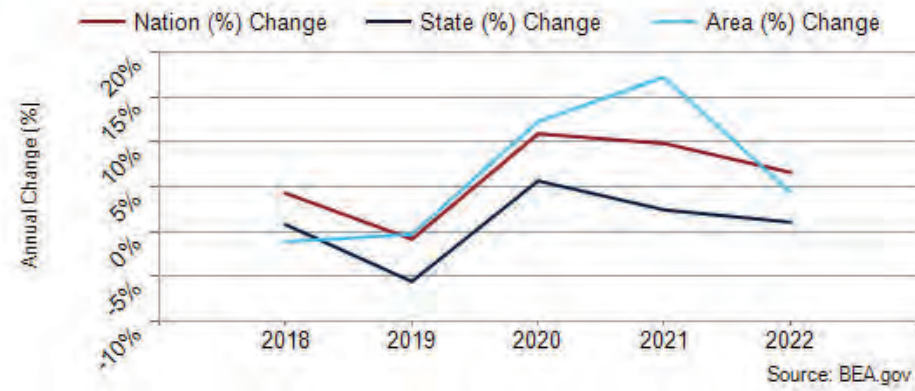
Perry County, IL

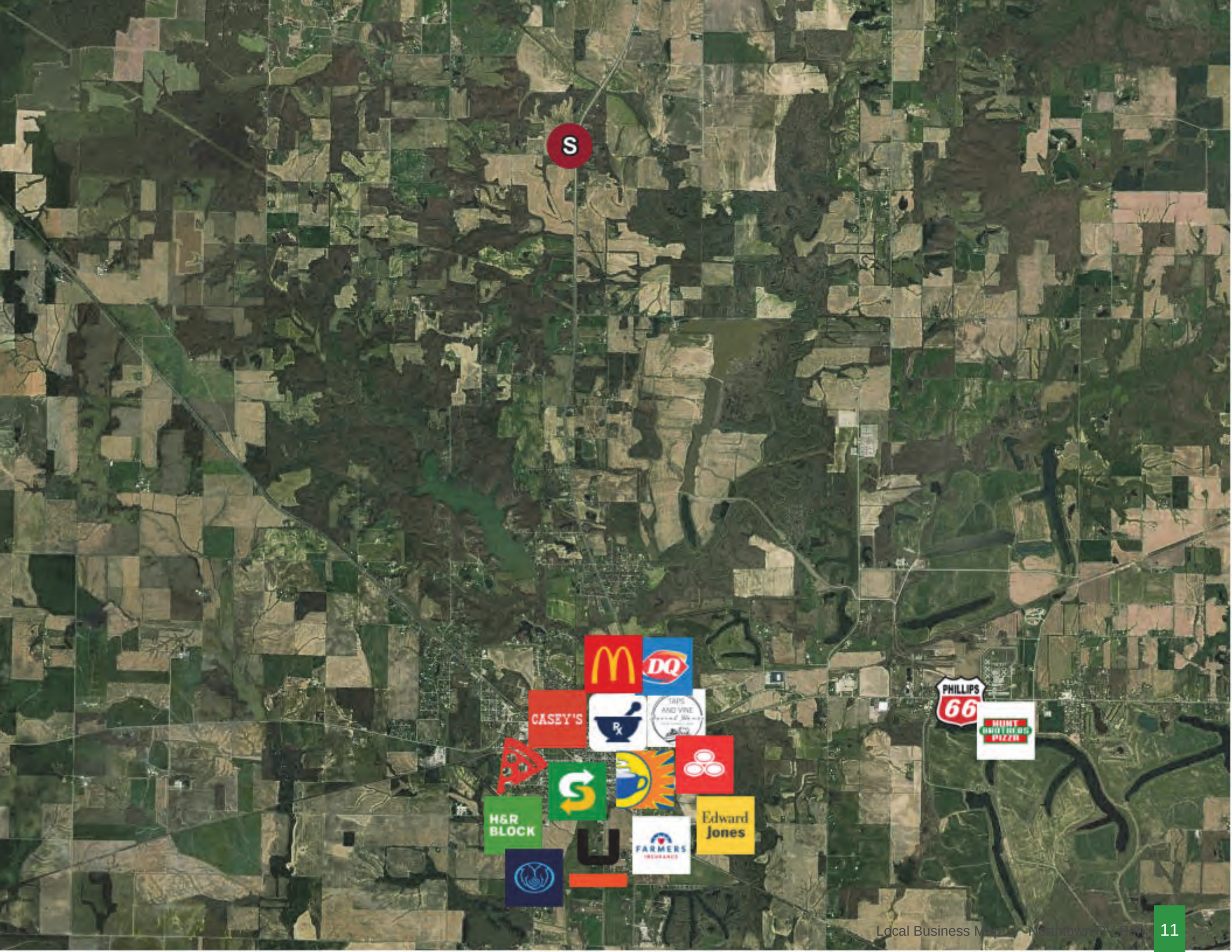
- Perry County is a county in Illinois. According to the 2020 census, it had a population of 20,945. Its county seat is Pinckneyville. It is located in the southern portion of Illinois known as "Little Egypt".
- Here are the ten largest employers in Perry County, IL:
 - Pinckneyville Correctional Center / Illinois DOC ~400
 - Pinckneyville Community Hospital ~224
 - Marshall Browning Hospital ~220
 - General Cable ~192
 - Du Quoin CUSD #300 ~180
 - Perry County Government ~124
 - Five Star Industries, Inc., ~75
 - City of Du Quoin ~53
 - Pinckneyville High School District ~47
 - City of Pinckneyville ~32

Major Industries by Employee Count



Perry County GDP Trend

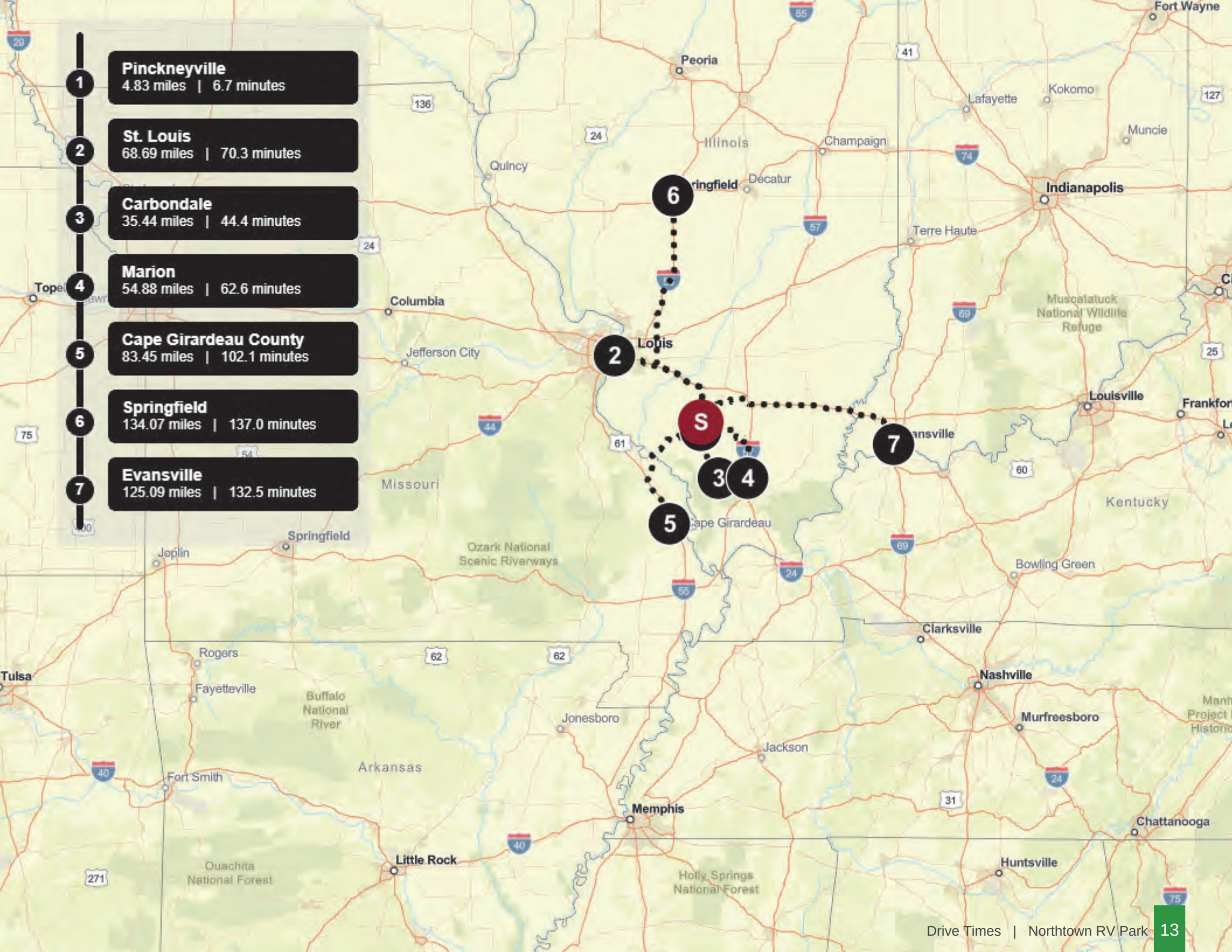


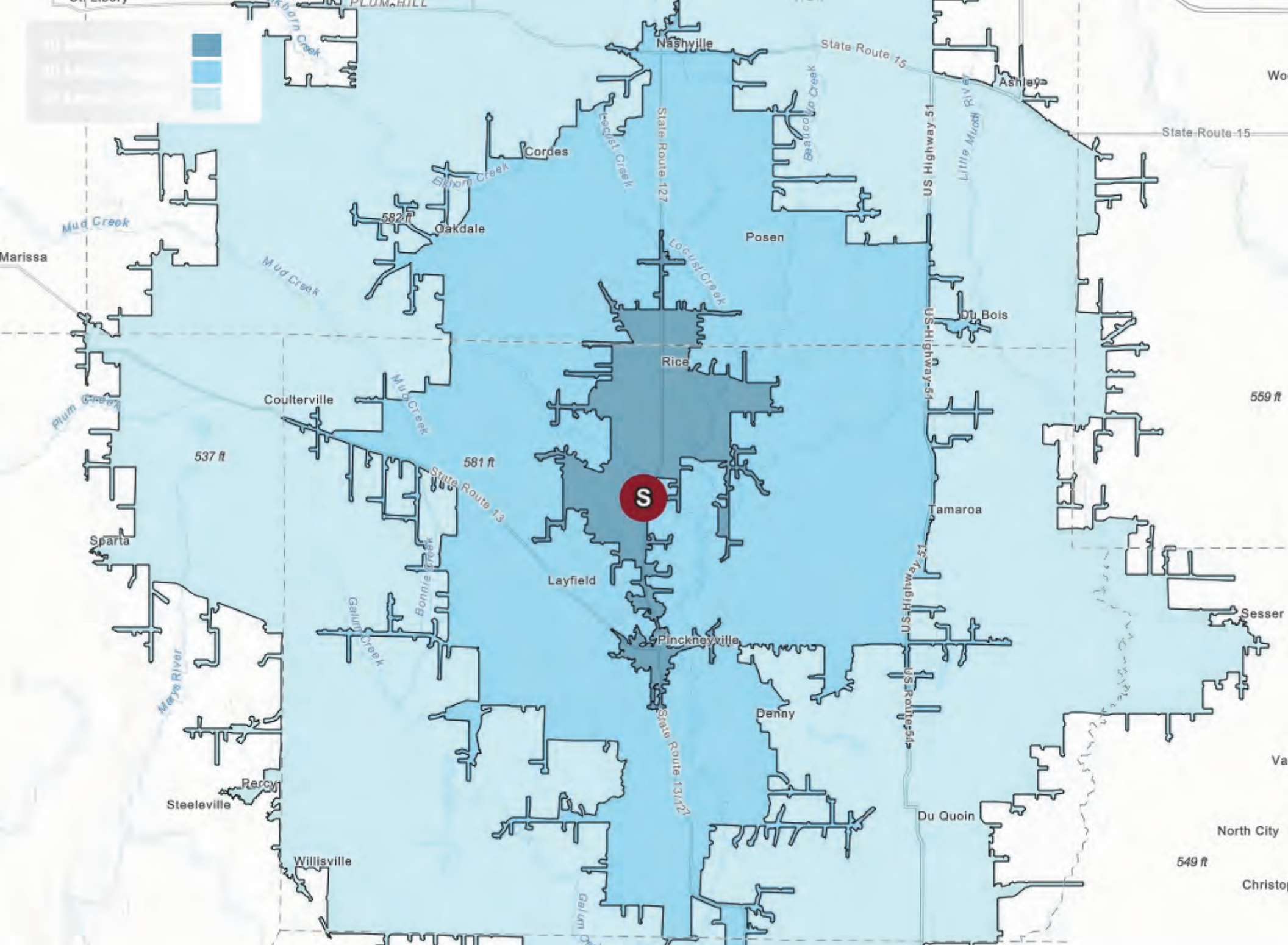


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Property Description

Property Features

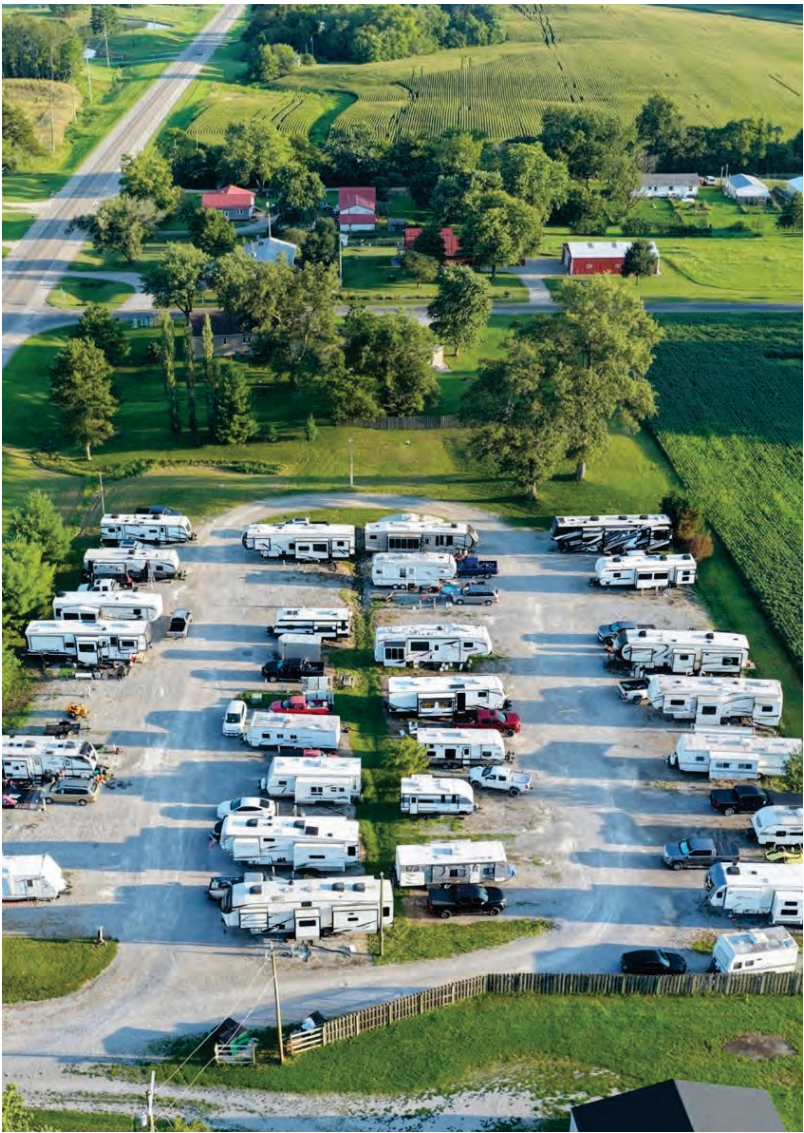
NORTHTOWN RV PARK

PROPERTY FEATURES

NUMBER OF UNITS	32
LAND SF	100,623
LAND ACRES	2.31
YEAR BUILT	2010
# OF PARCELS	1
ZONING TYPE	Commercial
BUILDING CLASS	B
TOPOGRAPHY	Flat
LOCATION CLASS	C
LOT DIMENSION	391 x 284 x 367 x 243
NUMBER OF PARKING SPACES	64
PARKING RATIO	2:1

UTILITIES

WATER	City (Paid by park)
TRASH	Private (Paid by park)
GAS	N/A
ELECTRIC	Public (Paid by park)





04

Rent Roll

Rent Roll

Unit	Current Rent	Market Rent	Notes
1	\$600.00	\$600.00	
2	\$600.00	\$600.00	
3	\$600.00	\$600.00	
4	\$600.00	\$600.00	
5	\$300.00	\$600.00	Park manager receives a \$300/month discount for services.
6	\$600.00	\$600.00	
7	\$600.00	\$600.00	
8	\$600.00	\$600.00	
9	\$600.00	\$600.00	
10	\$600.00	\$600.00	
11	\$600.00	\$600.00	
12	\$600.00	\$600.00	
13	\$600.00	\$600.00	
14	\$600.00	\$600.00	
15	\$600.00	\$600.00	
16	\$0.00	\$600.00	Vacant.
17	\$600.00	\$600.00	
18	\$600.00	\$600.00	
19	\$600.00	\$600.00	
20	\$600.00	\$600.00	
21	\$600.00	\$600.00	
22	\$600.00	\$600.00	
23	\$600.00	\$600.00	
24	\$600.00	\$600.00	
25	\$600.00	\$600.00	
26	\$600.00	\$600.00	
27	\$600.00	\$600.00	
28	\$600.00	\$600.00	
29	\$600.00	\$600.00	
30	\$600.00	\$600.00	
31	\$600.00	\$600.00	
32	\$600.00	\$600.00	

Unit	Current Rent	Market Rent	Notes
Storage 1	\$100.00	\$100.00	
Totals / Averages	\$18,400.00	\$19,300.00	



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Financial Analysis

Income & Expense Analysis

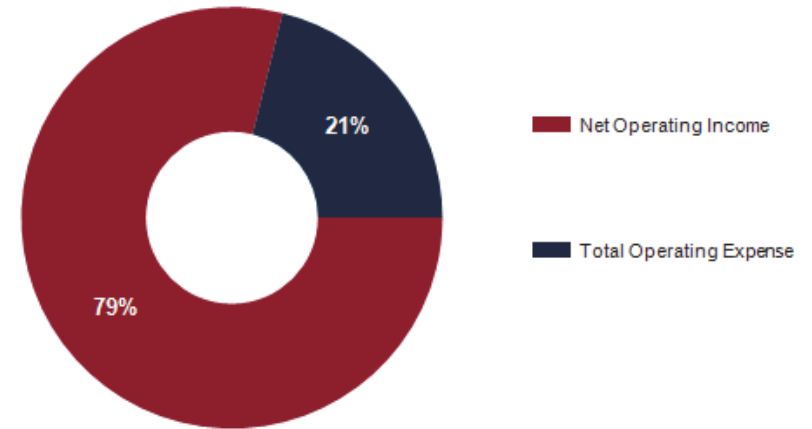
NORTHTOWN RV PARK

REVENUE ALLOCATION CURRENT

INCOME	CURRENT	PRO FORMA	
Gross Scheduled Rent	\$166,654	\$219,600	91.7%
Electrical reimbursement		\$20,000	8.3%
Occupancy *	96.00%	100.00%	
Effective Gross Income	\$166,654	\$239,600	
Less Expenses	\$35,208	\$38,815	16.19%
Net Operating Income	\$131,446	\$200,785	

* vacancy amount factored into gross revenue

Income Notes: Current income a T12 through July 15th, 2026. Pro forma reflects the CURRENT rent roll being annualized, as well as electrical meters being added to bill back electrical expense.

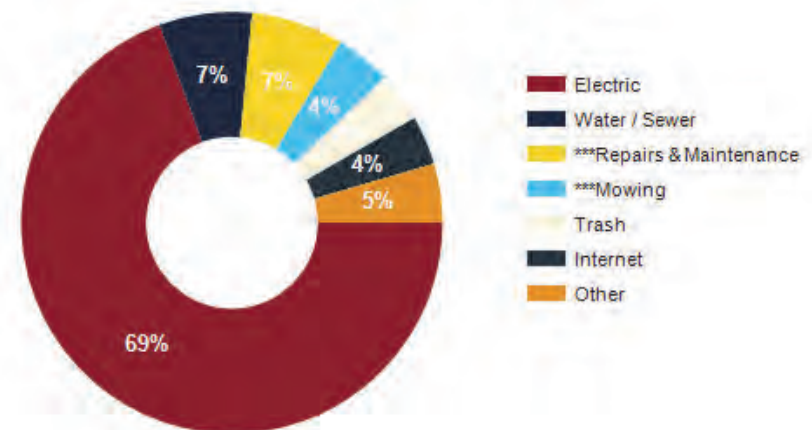


EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	\$674	\$21	\$1,348	\$42
Insurance	\$131	\$4	\$131	\$4
Internet	\$1,330	\$42	\$1,396	\$44
***Repairs & Maintenance	\$2,500	\$78	\$2,500	\$78
Water / Sewer	\$2,506	\$78	\$2,762	\$86
Trash	\$1,340	\$42	\$1,407	\$44
***Mowing	\$1,500	\$47	\$1,500	\$47
Electric	\$24,441	\$764	\$26,946	\$842
Advertising	\$786	\$25	\$825	\$26
Total Operating Expense	\$35,208	\$1,100	\$38,815	\$1,213
% of EGI	21.12%		16.19%	

Expense Notes: ***R&M and mowing are broker estimates.

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

DISTRIBUTION OF EXPENSES CURRENT





06

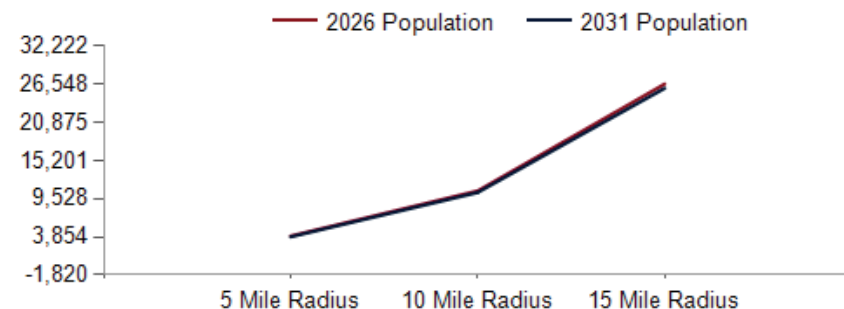
Demographics

General Demographics

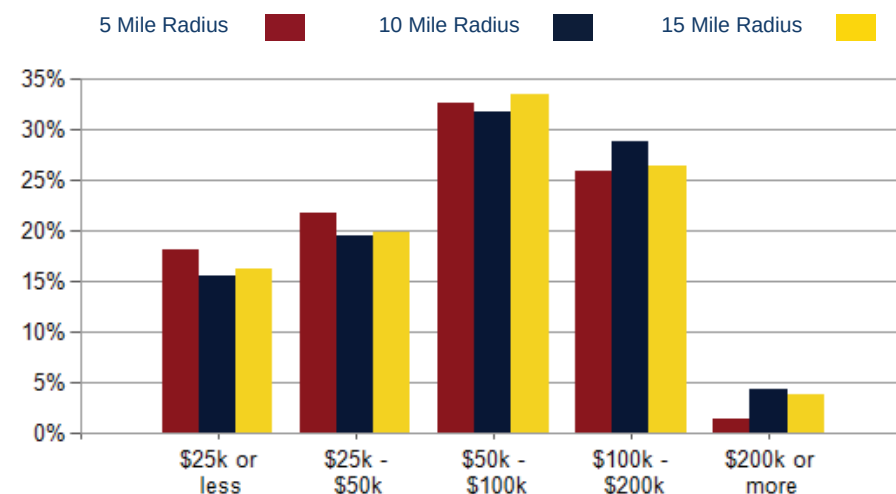
Race Demographics

POPULATION	5 MILE	10 MILE	15 MILE
2000 Population	4,618	12,036	30,406
2010 Population	4,437	12,037	29,680
2026 Population	3,973	10,676	26,548
2031 Population	3,854	10,442	25,927
2026 African American	67	1,309	1,761
2026 American Indian	8	26	73
2026 Asian	26	62	201
2026 Hispanic	89	495	907
2026 Other Race	32	328	469
2026 White	3,689	8,619	23,005
2026 Multiracial	150	333	1,028
2026-2031: Population: Growth Rate	-3.05%	-2.20%	-2.35%

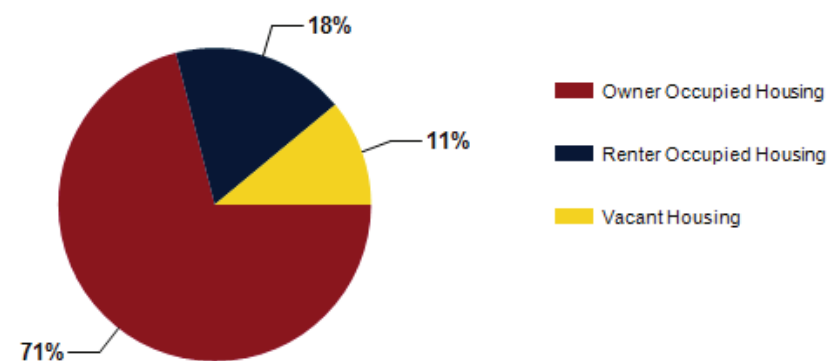
2026 HOUSEHOLD INCOME	5 MILE	10 MILE	15 MILE
less than \$15,000	214	390	928
\$15,000-\$24,999	114	218	830
\$25,000-\$34,999	212	345	951
\$35,000-\$49,999	182	421	1,203
\$50,000-\$74,999	299	620	1,997
\$75,000-\$99,999	291	622	1,610
\$100,000-\$149,999	382	829	2,055
\$150,000-\$199,999	86	298	794
\$200,000 or greater	26	174	425
Median HH Income	\$62,839	\$73,181	\$67,598
Average HH Income	\$72,601	\$84,699	\$81,904



2026 Household Income



2026 Own vs. Rent - 5 Mile Radius

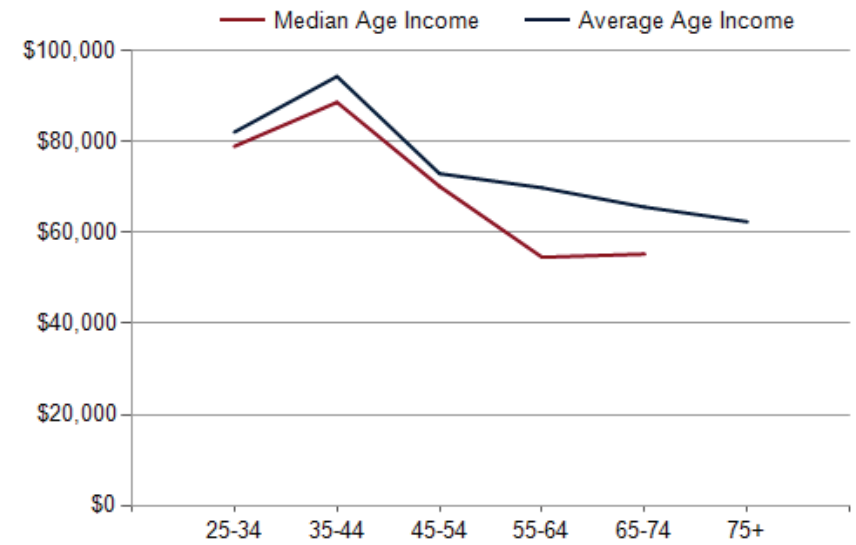
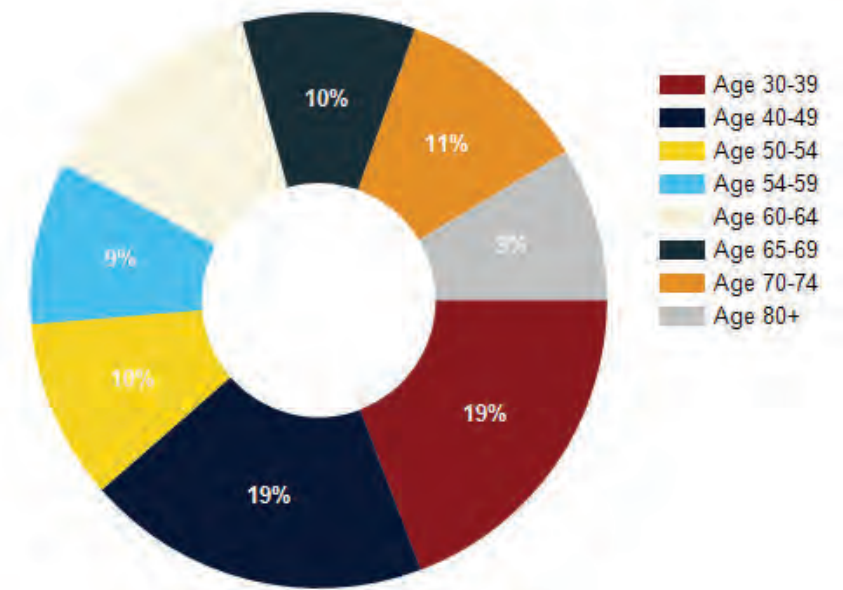


Source: esri

2026 POPULATION BY AGE	5 MILE	10 MILE	15 MILE
2026 Population Age 30-34	238	780	1,674
2026 Population Age 35-39	240	791	1,699
2026 Population Age 40-44	227	648	1,638
2026 Population Age 45-49	253	684	1,645
2026 Population Age 50-54	251	629	1,629
2026 Population Age 55-59	227	612	1,542
2026 Population Age 60-64	321	780	1,930
2026 Population Age 65-69	241	617	1,671
2026 Population Age 70-74	272	549	1,562
2026 Population Age 75-79	214	452	1,146
2026 Population Age 80-84	98	262	809
2026 Population Age 85+	139	288	808
2026 Population Age 18+	3,243	9,023	21,740
2026 Median Age	46	41	43
2031 Median Age	47	42	44

2026 INCOME BY AGE	5 MILE	10 MILE	15 MILE
Median Household Income 25-34	\$79,009	\$83,378	\$68,808
Average Household Income 25-34	\$82,137	\$94,170	\$82,164
Median Household Income 35-44	\$88,693	\$95,116	\$86,834
Average Household Income 35-44	\$94,377	\$107,973	\$101,976
Median Household Income 45-54	\$70,191	\$82,857	\$84,489
Average Household Income 45-54	\$72,995	\$88,022	\$93,186
Median Household Income 55-64	\$54,604	\$68,931	\$70,993
Average Household Income 55-64	\$69,880	\$80,401	\$84,194
Median Household Income 65-74	\$55,287	\$61,064	\$59,094
Average Household Income 65-74	\$65,630	\$77,504	\$72,996
Average Household Income 75+	\$62,414	\$71,419	\$65,640

Population By Age



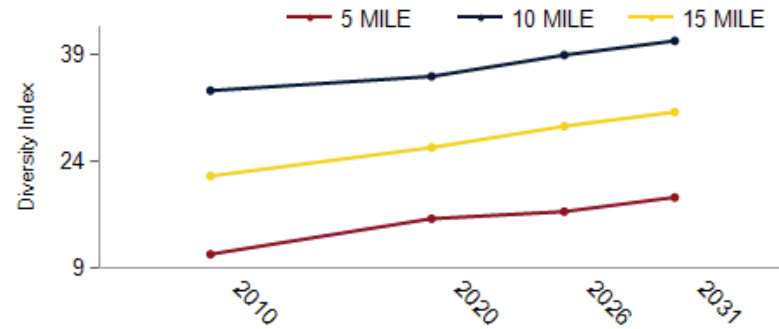
DIVERSITY INDEX	5 MILE	10 MILE	15 MILE
Diversity Index (+5 years)	19	41	31
Diversity Index (current year)	17	39	29
Diversity Index (2020)	16	36	27
Diversity Index (2010)	11	34	22

POPULATION BY RACE



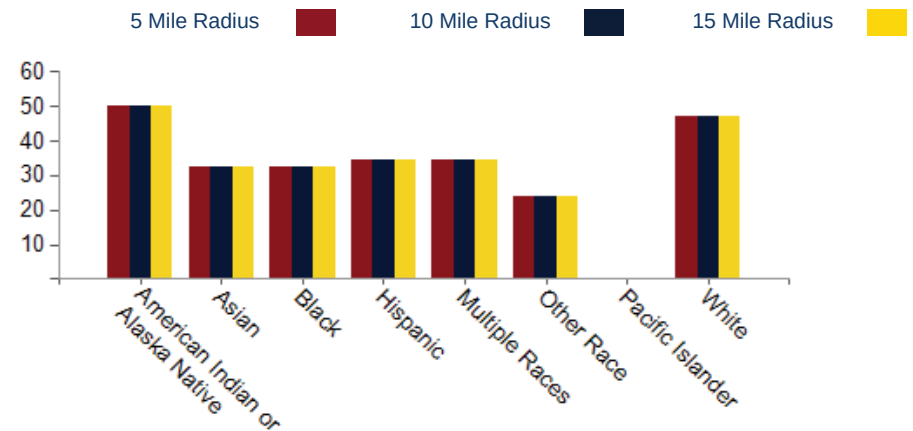
2026 POPULATION BY RACE	5 MILE	10 MILE	15 MILE
African American	2%	12%	6%
American Indian	0%	0%	0%
Asian	1%	1%	1%
Hispanic	2%	4%	3%
Multiracial	4%	3%	4%
Other Race	1%	3%	2%
White	91%	77%	84%

POPULATION DIVERSITY



2026 MEDIAN AGE BY RACE	5 MILE	10 MILE	15 MILE
Median American Indian/Alaska Native Age	50	40	41
Median Asian Age	33	36	37
Median Black Age	32	31	31
Median Hispanic Age	35	32	31
Median Multiple Races Age	34	32	29
Median Other Race Age	24	33	33
Median Pacific Islander Age	0	0	24
Median White Age	47	46	46

2026 MEDIAN AGE BY RACE



NORTHTOWN RV PARK

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 am a blessed single dad to two amazing children. My oldest son, Jonathon, is 26 and works for State Farm Corporate. My daughter, Reagan, is 16 and is a junior. My hobbies include watching sports, sports announcing, & going to church.

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Northtown RV Park

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By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property, please promptly return this offering memorandum to MR LANDMAN. This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective purchasers, and to establish only a preliminary level of interest in the subject property.

The information contained herein is not a substitute for a thorough due diligence investigation. MR LANDMAN has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property.

The information contained in this offering memorandum has been obtained from sources we believe reliable; however, MR LANDMAN has not verified, and will not verify, any of the information contained herein, nor has MR LANDMAN conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

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