

Building a better *tomorrow*

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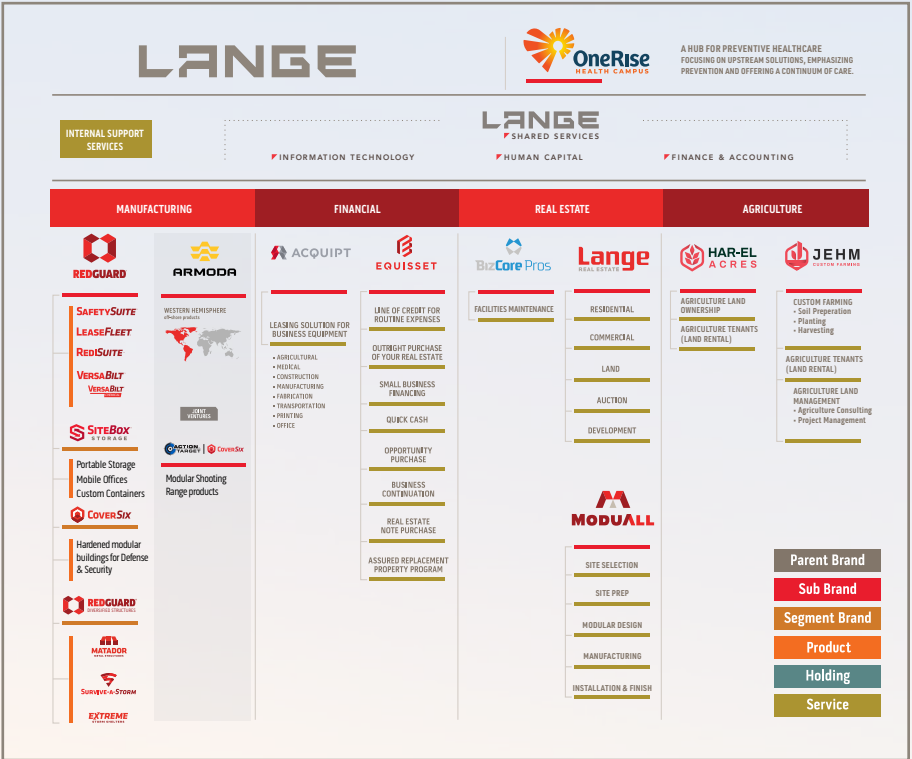


# ABOUT LANGE

Starting his own real estate business in 1981, local entrepreneur Jeff Lange and his brand of companies have been a large contributor in the redevelopment of South Wichita and the Wichita community.

In 1998, Jeff created A-Box-4U based out of Southwest Wichita where they are still based today. A-Box-4U aimed to provide the best quality portable storage and mobile office space available. In 2013, A-Box-4U was formally changed to RedGuard to better showcase all the divisions that had developed since it began. They now have segments of the company focused on different industries including but not limited to: oil and gas, renewable energy, construction, and government entities.

In addition to the growth and diversification that has been accomplished by RedGuard, Jeff's initial business, Jeff Lange Real Estate has developed into an assortment of entities focused on asset management services in real estate, finance and development. Utilizing all these entities provides a clear and collaborative approach to real estate development. Between Lange Real Estate, Equisset, an asset based nontraditional real estate lending company, Acquipt, which focuses on equipment sales and leasing, and Triple Crown Real Estate Trust, we are able to tailor a development approach specific and unique to each project.



LANGE is leading the transformation of the Crossgate District in southwest Wichita into a regional hub for industrial, commercial, and healthcare development. The KS Department of Commerce has officially designated The Paddock—a platted, shovel-ready industrial park within the district, the first Kansas Certified Site in Wichita. Recent milestones include: The State Regional Mental Health Hospital under development on the OneRise Campus. Saddlecreek Crossing is now fully leased. Remaining lots in Ironhorse Manufacturing Park are under contract; AGCO has completed it's new warehouse space. The LANGE company headquarters will relocate to the newly remodeled Portico Chase campus.

LANGE excels at bringing a creative, collaborative approach to the real estate development process. Since the start of the original real estate company back in 1981, Lange has provided local jobs for over 40 years and is continuing to grow and increase the economic footprint of the city.





# Lange Real Estate

At Lange Real Estate, we do more than buy and sell properties—we drive progress. Since our inception in 1981, we have led impactful commercial and residential developments, revitalizing spaces and creating thriving communities for people and businesses. With a team of more than 45 experienced realtors, we bring deep industry expertise and a commitment to building a better future.

## What We Do

With expertise in commercial and residential real estate, land development, finance, and marketing, we offer a dynamic, solutions-driven approach. Our specialized team structures deals, provides capital solutions, and executes strategic marketing to bring projects to life.

## Lange Real Estate Specializations

**Commercial Sales & Leasing:** Expertise in retail, office, industrial, and mixed-use properties.

**Development & Project Management:** Partnering with landowners and investors to create residential, commercial, and mixed-use developments.

**Land & Investment Sales:** Specializing in land acquisitions and sales with a focus on growth potential.

**Residential Sales & Development:** Marketing and selling new neighborhoods, including single-family and multi-family communities.

**Auction Services:** Conducting land, residential, and commercial real estate auctions.

**Real Estate Financing:** Providing tailored investment solutions through Equisset and Lange Capital.

**Support Services:** Offering Marketing, Administrative, Transaction, and Compliance support.

# TEAM



## Rachel Lange-Mills

President and Supervising Broker  
rachell@langere.com  
c: 316. 765.5764  
o: 316.529.3100

Rachel Lange-Mills brings a wealth of expertise to her role as Supervising Broker and President of Lange Real Estate. With a dynamic career trajectory spanning 11 years with LANGE companies, Rachel's journey from Sales to Director of Real Estate to Supervising Broker and President showcases her unparalleled dedication and leadership within the industry. Hailing from Conway Springs, Kansas, Rachel's passion for real estate was nurtured from a young age by her father and founder of Lange Real Estate, Jeff Lange. Her transition into the real estate industry was seamless, driven by her dedication to helping clients achieve their property goals. With a strong foundation in her Bachelor of Science degree in Marketing with a Real Estate emphasis from Kansas State University, Rachel's commitment to excellence is evident in her approach to client interactions. Rachel's personalized approach ensures that each client receives tailored solutions to meet their unique needs and desires. Her unwavering dedication to understanding their goals ensures that every project is approached with precision and care, guaranteeing client satisfaction at every turn.



## Jeff Lange

Managing Partner  
jeffl@langere.com  
c: 316.617-4711  
o: 316.529-3100

Real estate has been a passion of Jeff's since becoming an agent in 1981. Over the years, he has enjoyed developing knowledge and experience in nearly every type of real estate activity. Some of his real estate experience includes selling farms and ranches, homes, and commercial properties. He has also created residential developments, mobile home parks and commercial developments. Building up the talents of those involved with Lange Real Estate is the core purpose of the company, which, in turn, delivers great results for its clients.



## Kameron Rich, CCIM

Commercial Sales Lead  
kameronr@langere.com  
c: 316.305-6922  
o: 316.529-3100

Kameron joined Lange Real Estate in 2024 as a Commercial Sales Lead specializing in retail, office sales/leasing, and site selection. A lifelong resident of Wichita, Kameron graduated with a Bachelor of Science degree majoring in Marketing with an emphasis in Real Estate from Wichita State University. Kameron brings with her over 10 years of experience in commercial real estate. Kameron is steadfast in her commitment to understanding the unique needs and desires of each client. She approaches every project with a tailored strategy, ensuring that her clients' property aspirations are not just met but exceeded



## Ryan Mills

Development Director  
ryanm@langere.com  
c: 316. 648.4272  
o: 316.529-3100

Ryan Mills leads development at Lange Real Estate, bringing over a decade of experience in residential, mixed-use, and commercial projects. In his three years with the company, he has helped drive growth through tools like STAR Bonds, TIF, RHID, and CIDs. Known for his ability to build strong relationships with municipalities. He firmly believes in forging partnerships that align with a shared vision of community growth and prosperity. Ryan champions Lange Development's "full package" approach, which relies on the combined expertise and knowledge of the team to drive successful and sustainable developments. Outside of work, he values time with his wife and four children.



## Heather Stevenson

Residential Sales Team Lead  
heathers@langere.com  
c: 316. 993.8451  
o: 316.529-3100

Since becoming a full-time real estate agent in 2018, Heather has dedicated herself to providing exceptional service to her clients. Heather's love for real estate stems from her natural inclination to explore homes and make others happy. She specializes in both listing and buying residential properties, taking great pleasure in assisting clients with preparing their homes for the market and ensuring every detail is attended to.



## Mark Elder

Development Project Manager  
marke@langere.com  
o: 316.529-3100

Mark Elder brings nearly 20 years of public-sector experience in economic development, land use, and redevelopment to his role as Project Manager at Lange Real Estate. With a deep understanding of tools like TIF, STAR Bonds, and CIDs, he is known for navigating municipal processes and building consensus through a practical, partnership-driven approach to community-focused development—often involving public-private collaboration. At Lange Development Mark brings a unique blend of technical knowledge and practical experience to projects, ensuring alignment with scope, schedule, and budget while coordinating with stakeholders.



## Allison Belt

Contracts & Legal Affairs Manager  
allisonb@thelangecompanies.com  
o: 316.529-3100

As Contracts & Legal Affairs Manager, Allison ensures the integrity and compliance of all legal documentation and real estate transactions. With a keen eye for detail and deep knowledge of contract law, Allison oversees drafting, reviewing, and managing contracts to protect the interests of both the company and its clients. She serves as a key advisor to the brokerage team, providing guidance on legal matters, risk mitigation, and regulatory compliance.

## Development Services

At Lange Real Estate, we leverage a blend of innovative strategies to highlight the value and potential of your development project, engaging potential investors and partners through a variety of channels. Our focus extends beyond traditional methods, ensuring your project captures attention in a crowded marketplace. Let us showcase the distinct advantages of your development, from site selection to project completion, and our comprehensive approach to drive the success of your venture.

### Consulting and Master Planning

Our consulting and master planning services provide comprehensive guidance for your development project. From crafting initial concepts to devising detailed plans, we ensure a cohesive strategy that considers all facets of development. Our expertise in planning creates a roadmap for success, integrating market analysis, land use, infrastructure, incentive strategies, and sustainable design, all tailored to create a roadmap to enhance the community and future development growth.

### Financial Modeling

Evaluate investment opportunities, forecast financial performance, and optimize return on investment. We provide the data-driven insights to make informed decisions, ensuring your project's financial success from inception to completion.

### Construction Capital Solutions

We offer tailored capital solutions to fund your project, navigating through the complexities of financing to secure the best terms and rates. Keeping your project on budget and is delivered on time, without compromising quality or design.

### City & State Incentives

Lange Real Estate excels in partnering with city and state government leaders to unlock government funding programs for development projects; such as: TIF (Tax Increment Financing) | CID (Community Improvement District) | STAR (Sales Tax & Revenue Bonds) | RHID (Rural Housing Incentive Districts) | MIH (Moderate Income Housing)

### Real Estate Site Selection

Our site selection process involves thorough market analysis, demographic and geographic studies, and future growth projections to identify the optimal location for your project. We focus on maximizing the site's potential to meet your project's goals and enhance its marketability.

## Development Services – Continued

### Site Engineering/Zoning/Platting/Permitting

We navigate the intricate processes of engineering, zoning, platting, and permitting. Our team ensures that all regulatory requirements are met efficiently, paving the way for a smooth development process without unnecessary delays.

### Contracting the Purchase/Lease of the Land

We manage all aspects of the acquisition process, from due diligence to closing, ensuring a secure foundation for your project.

### Contracting the Operator Lease of the Total Facility

We specialize in structuring and negotiating operator leases that align with your project's objectives. Our approach maximizes operational efficiency and profitability, ensuring the long-term success of your facility.

### Development Prep of the Site

Our comprehensive site preparation services include everything from demolition and grading to utility installation. We prepare your site for construction, ensuring it meets all project specifications and regulatory standards.

### Site Work

Comprehensive planning and organization to ensure the site is fully prepared for development with essential infrastructure such as roads, utilities, and drainage systems. We excel in navigating local regulations and maximizing city and county funding to support these efforts efficiently.

### Engineering and Architecture for the Building Design

Collaborate with engineers and architects to bring your project to life. Our innovative design solutions not only meet your functional requirements but also push the boundaries of aesthetics, sustainability, and efficiency.

### Final Inspection for Sign Off on a Completed Project

Our meticulous approach to the final inspection ensures every aspect of the project meets or exceeds industry standards. We facilitate a seamless sign-off process, guaranteeing a smooth transition to the next phase of your project's lifecycle.

### Sale and Contracting of the Property to an Investor

Our strategic sales and marketing techniques are designed to attract and secure investors. We handle all aspects of the sale and contracting process, ensuring optimal returns on your investment.



# Commercial Development

At the heart of Lange Real Estate’s Development team is a deep commitment to creating commercial developments that catalyze community growth and enrichment. Beginning with the revitalization of the Crossgate District in Southwest Wichita, an area once underserved, we’ve taken the lessons learned to Park City. This approach embodies our community-building philosophy, demonstrating our belief in the transformative power of thoughtful development to establish sustainable communities and nurture lasting connections.



*\*Click on logo to view more details on development.*



# Residential Development

Lange Real Estate is dedicated to developing residential communities that are not just places to live but spaces where life can flourish. Through our commitment to sustainable development, community engagement, and enhancing the livability of our neighborhoods, we are not only constructing homes but are also building the foundation for vibrant, cohesive communities.



*\*Click on logo to view more details on development.*





Valuation Services

Accurate and comprehensive property valuations are critical for informed decision-making in commercial real estate.

Lange Real Estate provides in-depth market analyses, leveraging competitive comparisons, recent sales data, and lease trends to determine property value. Our valuation approach ensures clients receive precise insights tailored to current market conditions, whether for sales, acquisitions, or lease negotiations.

SOLD LISTINGS | Lange



6700 S Oliver St- Derby, KS  
Sold Price: \$330,000  
Above Grade SF: 4,250  
Price Per SF: \$77.64  
Sold Date: 11/7/2024



9745 S 135th W, Clearwater, KS  
Sold Price: \$400,000  
Above Grade SF: 7,200  
Price Per SF: \$55.55  
Sold Date: 2/25/2025



5760 N Broadway, Park City, KS  
Sold Price: \$420,000  
Above Grade SF: 6,380  
Price Per SF: \$65.83  
Sold Date: 3/3/2025

ACTIVE LISTINGS | Lange



201 S Cedar Ave, Valley Center, KS  
Asking Price: \$950,000  
Above Grade SF: 17,860  
Price Per SF: \$53.19  
Days On Market: 705 Days



6960 N Broadway, Park City, KS  
Asking Price: \$500,000  
Above Grade SF: 6,000  
Price Per SF: \$83.33  
Days On Market: 119 Days



5929 N Broadway, Park City, KS  
Asking Price: \$500,000  
Above Grade SF: 10,000  
Price Per SF: \$50  
Days On Market: 1113 Days

LEASE COMPS | Lange



105 E. Clay, Valley Center, KS  
Lease Rate: \$5.00 PSF  
Above Grade SF: 8,104



6247 N. Hydraulic, Park City, KS  
Asking Price: \$6.24 PSF  
Above Grade SF: 10,098



5815 N Broadway, Park City, KS  
Asking Price: \$9.41 PSF  
Above Grade SF: 2,040

# Marketing Strategy

*A tailored marketing plan is pivotal to a successful real estate transaction. By seamlessly blending innovative techniques, we not only showcase your property's unique features but also engage potential buyers across diverse channels. Trust Lange Real Estate to go beyond the conventional, ensuring your property stands out in a competitive market, and let our multifaceted marketing approach pave the way to a successful transaction.*

## Property Brochure

A high-quality brochure is created and included in email marketing and advertising platforms targeting buyers and brokers. Brochures feature property information, highlights, photos, aerial drone images of the property and a map clearly defining the location and surroundings.

## Online Advertising

Online advertising is one of the most important parts of a marketing strategy. We promote listings across numerous premier digital platforms to showcase your property at no additional cost to you.



## Social Media

Embrace the dynamic intersection of commerce and connectivity as we utilize our social media accounts to promote our listings and activity.



## Networking

Our agents serve as ambassadors within the commercial sphere, cultivating meaningful connections that transcend industry boundaries. View your agent's professional profile to see what community initiatives they are involved with.

## Video Marketing

Whether it's drone videography or property walk-throughs, our team utilizes the power of video to showcase your property in the best light possible.

## Signage

Our dedicated marketing team works to elevate your property's visibility by providing crafted signage solutions.

## Email Marketing

Our agents utilize the power of targeted email campaigns to engage our audience of prospects and brokers, ensuring your property remains at the forefront of their investment considerations.

## Print Marketing

In today's digital age, print advertising remains pivotal in real estate. By placing ads in newspapers and trade publications as part of our advertising plan, we ensure broad visibility to reach diverse audiences and bring maximum attention to your property.





**Email marketing campaigns** with access to approximately 30,000 real estate contacts, allowing targeted outreach to brokers, investors, and business owners actively seeking real estate opportunities.



**Paddock Lot Prices**

**Lot 1, Block A** | \$2,304,736.00  
1511 acres - \$3.50 PSF = \$569,496 sq. ft.  
**Lot 1, Block B** | \$2,068,725.00  
1454 acres - \$3.25 PSF = \$33,454 sq. ft.  
**Lot 1, Block C** | \$4,585,123.60  
277 acres - \$3.80 PSF = 1,206,612 sq. ft.  
**Lot 2, Block B** | \$1,803,907.32  
14.28 acres - \$2.90 PSF = 622,037 sq. ft.

**Frontage Lots - \$10.00 PSF**  
**Lot A** - \$1430 sq ft - \$514,300.00  
**Lot B** - \$2,090 sq ft - \$500,000.00  
**Lot C** - \$2,090 sq ft Hard corner - \$502,900.00  
**Lot D** - 4846 sq ft Hard corner - \$484,600.00  
**Lot E** - 48750 sq ft - \$487,500.00  
**Lot F** - 49,600 sq ft - \$490,600.00  
**Lot G** - UNDER CONTRACT  
**Lot H** - \$5,094 sq ft - \$550,940.00

### Demographics

	1 Mile	3 Miles	5 Miles
Population:	11,740	109,050	236,810
Total Households:	4,248	43,139	90,381
Median Household Income:	\$62,211	\$68,953	\$76,222



For more information  
Jeff Leach

 **Jeff Lowrance**  
Commercial Real Estate Sales & Leasing  
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316.218.2814

The Kansas Department of Commerce has officially designated The Paddock, a platted and shovel-ready Industrial Park in southwest Wichita's Crossgate District, as a Kansas Certified Site. It offers the first Industrial Certified Site in Wichita, KS. Covering nearly 90 acres of developable land between West MacArthur and Meridian, The Paddock offers businesses looking to relocate to Kansas or expand the room to grow, with individual lots ranging from 1 to 27 acres and convenient highway access to downtown Wichita and Eisenhower National Airport.



For more information  
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**Jeff Lowrance**  
Commercial Real Estate Sales & Leasing  
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316.218.2814



# Client Testimonials: Proven Success & Trusted Partnerships

Lange Real Estate has a proven track record of collaborating with municipalities and government agencies to drive strategic real estate initiatives. From community-driven residential developments to large-scale commercial projects, we work closely with public entities to create impactful solutions that benefit local communities.



## Lange Real Estate Awards and Recognition

- 2024 -Lange Real Estate - Top Developers
- 2024 -Park City Arena - Project/Deals of the Year
- 2021 -Award of Honor Cosmic Pet Expansion
- 2020 -Terra Cotta Tower - Deal of the Year
- 2019 - Steeple Bay In The Crossgate District - Deal Of The Year
- 2018 - Real Estate Award Project of the Year Industrial
- 2018 - Hyperpet - Ironhouse Manufacturing Park - Projects of the year





FOR YOUTH DEVELOPMENT  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

GREATER WICHITA YMCA  
402 N. Market | Wichita, Kansas 67202  
P 316.219.9622 F 316.858.1540 | ymcawich

November 29, 2023

Dear Mental Health Hospital Selection Committee,

The Greater Wichita YMCA is thankful that our South YMCA leadership has been part of the conversation around the OneRise Health Campus and the services. The location of the future site is very close to our campus, so building this relationship will be a strength in bettering our south community.

Our mission is to put Christian principals into practice through programs that promote healthy lifestyles, strong families, and positive youth development to build health spirit, mind and body for all, regardless of ability to pay. We believe we can extend this mission beyond our walls to the community in need through relationships such as we are building with OneRise.

The establishment of a State Regional Mental Health Hospital on the OneRise Health Campus seems to be one of the solutions to the mental health issues we have seen rise. The Y is thankful to be at the table for future discussions on how to support and be involved in this process and implementation.

Thank you for considering our community as a healthy place for all.

Sincerely,

Mim McKenzie  
Chief Operating Officer

Facilities Division  
Phone: 973-2230

August 7, 2025

Re: Letter of Recommendation for Adam Tannehill Chief Networking Officer

To Whom It May Concern,

I am pleased to write this letter of recommendation for Adam Tannehill, Chief Networking Officer at Lange Real Estate. I had the opportunity to work closely with Adam and the commercial sales team during the sale of two former school buildings, and I was consistently impressed by their professionalism, strategic marketing approach, and commitment to keeping all stakeholders informed throughout the process.

Lange Real Estate demonstrated a deep understanding of the real estate market and brought a high level of expertise to every stage of the process. Their ability to market the properties effectively and generate interest was instrumental in achieving successful outcomes. Equally important was the dedication to communication—Lange Real Estate ensured that progress updates were timely, clear, and comprehensive, which made the entire experience smooth and efficient.

Lange’s integrity, attention to detail, and collaborative spirit make them standout professionals in their field. I would confidently recommend Lange Real Estate for any opportunity that requires strong leadership, market insight, and a client-focused approach.

Sincerely,

Shane Schumacher  
Property Management  
Wichita Public Schools



Ascension

January 6, 2025

To whom it may concern,

On behalf of Ascension, I am writing to express our strong support for the LANGE Companies and the transformative North Downtown project. This development represents a remarkable opportunity to contribute to the revitalization of our city, creating a vibrant hub that integrates business, housing, community, and innovation in ways that align with Ascension’s commitment to fostering holistic community well-being.

LANGE’s vision for the North Downtown project, including the focus on mixed-use spaces and community-centered amenities, is a critical step toward addressing both economic and social needs in our community.

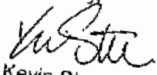
By fostering collaboration across sectors, this project has the potential to positively impact the lives of countless residents, providing opportunities for growth, employment, engagement, and access to essential resources.

We are particularly encouraged by LANGE’s dedication to creating developments that prioritize collaboration and long-term value. The North Downtown project will not only serve as an economic driver but also as a cornerstone for strengthening partnerships between health care, education, and the community.

Ascension values partnerships with organizations like LANGE that demonstrate both vision and execution, and we believe this project exemplifies the type of forward-thinking development that can serve as a model for the region. We are confident in LANGE’s ability to deliver a high-quality, impactful project, and we look forward to the positive outcomes this initiative will bring to the community.

Please know that Ascension is prepared to support your efforts in any way possible as you continue to move this project forward. We remain committed to exploring opportunities for collaboration and working together to ensure the success of this vital initiative.

Sincerely,

  
Kevin Strecker, Ministry Market CEO  
Ascension Via Christi