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PROPERTIES

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# Crown Pointe Apartments

• 84 Units • Class B • Multifamily Opportunity • Georgetown, KY





## Crown Pointe

A Value-Add Opportunity  
84 Class B Apartments  
1100 W Main Stret,  
Georgetown, KY 40324

For Additional Information and Availability

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## OVERVIEW & DISCLAIMER

RealSource Residential LLC (RealSource), with offices at 2089 E. Fort Union Blvd., Salt Lake City, Utah 84121, is sponsoring the acquisition of Crown Pointe (the "Property"), by a limited number of accredited investors indirectly through one or more limited liability companies (the "Property Owners"). This Flyer is provided for information purposes only.

The total purchase price is \$10,400,000 (\$123,000/unit) with approximately \$578,000 allocated for additional amenities and other property improvements. The anticipated Common Equity required will be approximately \$4,680,000.

Crown Pointe was built in 1994. That said, the exterior of the property is in good condition. Additional value can be realized by increasing rents to current market levels and investing capital for value-add improvements by adding community amenities and exterior and interior upgrades as shown in the budget. This Flyer contains available information received from the current owner relating to the Property location, description, broker-provided information, budget, projected returns, rental/sale comparables and investment strategies, and risk factors. Though information has been secured from sources that appear to be reliable, no representation by RealSource, either expressed or implied, is made as to the accuracy of any information on this Property. All information contained herein is further subject to correction, modification, or withdrawal without further notice. Our interest in the subject Property is based on the owner-provided information, projected cash flows, returns, and other items shown in this Executive Summary.

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## CONFIDENTIAL: For qualified investor use only

This is not an offer to sell securities. The offering of units (the "Offering") is being made by means of the Memorandum only to accredited investors who meet minimum accreditation requirements, as well as suitability standards. All prospective investors must read the Memorandum, including the "Risk Factors," prior to investing.

The Offering will not be registered under the Securities Act of 1933 or the securities laws of any state and are being offered and sold in reliance on exemptions from the registration requirements of such laws. Certain disclosure requirements which would have been applicable if the units were registered are not required to be met. Neither the Securities and Exchange Commission nor any other federal or state agency has passed upon the merits of or given their approval to the units, the Offering or the Memorandum.

## PROPERTY OVERVIEW

RealSource is currently in negotiations to secure the PSA contract for the purchase of Crown Pointe Apartments in Georgetown, KY. This is a rare and exciting opportunity for a 1031 exchange or a cash investment, and we're thrilled to be able to present it to you.

- The Scott County multifamily submarket is performing well. Costar reports 93.5% occupancy and 4.1% rent growth over the last 12 months. Demand is exceeding supply, as developers have focused on MSAs with higher rents to justify today's elevated cost of construction.
- This property was constructed in 1994 and recently underwent a partial interior renovation program.
- Crown Pointe is an asset, with partial interior renovations offered at a significant discount to replacement costs. Development in Scott County is low, with very few new units scheduled to come online in the next two years.
- It has a quality suburban location, 12 miles from the University of Kentucky, multiple hospitals, and downtown Lexington.

## Investment Highlights

**VALUE-ADD OPPORTUNITY**

Ability to capitalize on bringing rents up to the current market rate. Rental rates are currently ~\$300 - \$500 below renovated market comps. Discounted from peak pricing, investors can buy a quality 1994-built property in a great location above a 6% entrance cap rate.

**ECONOMIES OF SCALE IN LEXINGTON**

Crown Pointe is only 3.5 miles from The Mill at Georgetown, which allows us to have more favorable operating expenses and share personnel between the two properties as needed.

**A FAVORABLE STATE TO DO BUSINESS**

Georgetown is a more affordable place to live and do business, with a strong workforce. The property is only 5.7 miles away from the largest Toyota manufacturing plant in the world. Oxford Economics reports that median household income in Lexington has grown 4.8% in the last 12 months, compared to a national average of 2.0%.

**EDUCATION, HEALTHCARE, AND MANUFACTURING JOBS**

Lexington is home to the largest university in the state, the University of Kentucky, which employs over 20,000 people. It is also home to six major healthcare institutions, and 17% of the area's workforce is employed in Healthcare.

## PROPERTY STATS

1100 W Main St  
Georgetown, KY 40324

84

UNITS

\$953

RENT/UNIT

1994

YEAR BUILT

961

AVG UNIT SIZE

80,764

TOTAL SQ. FT.

7.1%

PROJECTED C/C



## PROPERTY OVERVIEW

## Projected Returns at a Purchase Price of \$10,400,000

2.0x

Projected Investor  
Equity Multiple

15.8%

Projected  
IRR

7.1%

Average  
Cash on Cash

7%

Preferred  
Return

## Market Conditions

Lexington is the second largest city in Kentucky. It consistently ranks among the top cities in which to live and do business within the U.S. Lexington is known for being the "Horse Capital of the World," with over 450 farms and 73,000 jobs related to the equine industry. With an average household income of \$78,169 and over 250,000 residents having a bachelor's degree or higher, Lexington's workforce has solid roots and is poised to continue steady growth. Relatively affordable rents leave room to grow as multifamily developers focus on higher rental rate MSAs.

## Lexington Multi-Family

## DEMOGRAPHIC TRENDS

Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	523,876	336,115,844	0.9%	0.5%	0.6%	0.5%	0.6%	0.5%
Households	220,051	131,306,641	1.0%	0.7%	1.1%	0.9%	0.7%	0.6%
Median Household Income	\$70,821	\$77,351	4.6%	2.0%	3.5%	3.9%	3.8%	3.4%
Labor Force	277,168	167,780,484	0%	0.7%	0.6%	0.8%	0.3%	0.5%
Unemployment	3.4%	3.8%	0.4%	0.2%	-0.2%	-0.3%	-	-

Source: Oxford Economics

## POPULATION GROWTH



## LABOR FORCE GROWTH



## INCOME GROWTH

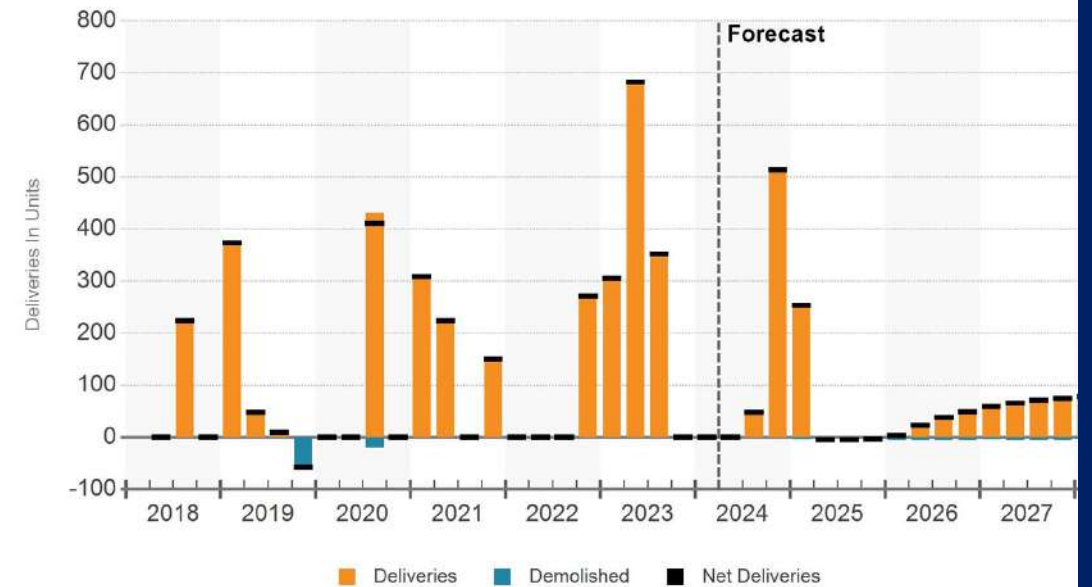


Source: Oxford Economics



## Lexington, Kentucky Multifamily New Supply Pipeline

## DELIVERIES &amp; DEMOLITIONS



Source: Costar property analytics, May 2024



PROPERTY FINANCIALS<sup>1</sup>

## Assumptions

The Proforma return calculations in this property package were developed using the assumptions shown in the table to the right and are primarily based on professional third-party data and on-site due diligence. The following are comments on selected assumptions.

**Revenue:** Annual rent growth and occupancy are based on projections from Costar and site visits by RealSource and local property management. Projections are included for illustration purposes only and do not represent actual rent growth. Additionally, nearby comparable properties currently average 93.5% occupancy.

**Lease Rent Analysis:** Recent site visits by RealSource to competing properties show a significant upside in rents, with leases over \$400 below the comparable renovated market rates. This presents a promising opportunity for increased revenue. When comparing rents to competing properties that recently completed the target value-add upgrades, rents are 35% - 53% below market depending on unit type (28% to 36%) on a rent per square foot basis.

**Value-Add Rent Increase:** Based on site visits, professional third-party property condition reports, and current rents for comparable properties, including those that have been upgraded and experience completing the same with prior acquisitions, about \$578,294 has been budgeted for capital improvements. Capital improvement projects include fully renovating unit interiors, adding hard surface countertops, adding backsplashes, new lighting fixtures, new paint, and new outlet covers. Exterior clean-up and curb appeal improvements upgrades are projected to be completed in the first year, and the unit interior upgrades will be done in less than one year. Most interior upgrades will be done near the same time to minimize the impact on occupancy, with painting as units become available through normal turnover. The projected average monthly rent increase per unit following renovation is \$244, which will add approximately \$233,654 annually to income. These projected value-added rent bumps will bring rents more in line with comparable properties with this level of finish and amenities.

**Exit Cap Rate:** The proforma appreciation shown in this flyer on the next page uses the 6.25% exit cap to estimate resale value. It is included for illustration purposes only and does not represent projected appreciation, an actual cap rate at the sale of the property, or the timing of when the property may sell.

## ASSUMPTIONS

Est. hold period (yrs)	5	RS acquisition fee	2.25%		
Est. sales expense at sale	1.00%	Asset management fee	0.30%		
Estimated exit CAP (acquisition cap 6.1%)	6.25%	Offsite mgr fee (pct inc.)	3.50%		
	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
Occupancy	94.0%	94.0%	95.0%	95.0%	95.0%
AXIOMetrics/Costar projected rent increase	3.0%	3.0%	3.0%	3.0%	3.0%
Rent increase to market	0.0%	0.0%	0.0%	0.0%	0.0%
Value-add increase	20.6%	5.7%			
Effective rent increase	17.4%	21.2%	5.1%	4.7%	4.8%
Concessions	1.0%	0.5%	0.3%	0.3%	0.3%
Bad debt	0.8%	0.5%	0.5%	0.5%	0.5%
Insurance expense	41.2%	3.0%	3.0%	3.0%	3.0%
Property tax expense	30.5%	5.0%	2.0%	2.0%	3.0%
Other operating expenses	2.0%	2.0%	2.0%	2.0%	2.0%
Reserves/door	250	260	270	280	290

\*Effective rent increase was derived from annual rent increase for each unit on its lease renewal date.

**Insurance:** The estimated insurance premium based upon our experience owning and managing several assets in the MSA. The HUD loan may require us to inherit a certain policy that is in place with the current loan.

**Property Taxes:** Property taxes are straightforward in Kentucky. RealSource will receive a property tax estimate from a local property tax advisor in due diligence. The underwriting assumes the property taxes will increase by 3% per year beginning year two, which aligns with our assumption for annual rental rate increases.

1. There can be no assurance these objectives will be achieved.

## RETURNS FROM OPERATIONS

RETURN FROM OPERATIONS						
	Year 1	Year 2	Year 3	Year 4	Year 5	Total
NOI after capex (for detail see Proforma Budget)	601,171	798,615	858,501	908,448	961,513	4,128,248
Mortgage expense	(463,508)	(463,508)	(463,508)	(463,508)	(463,508)	(2,317,539)
Asset management fee <sup>1</sup>	(31,200)	(31,200)	(31,200)	(31,200)	(31,200)	(156,000)
Operating cash flow	106,463	303,907	363,793	413,740	466,806	1,654,708
Remaining operating cash flow	106,463	303,907	363,793	413,740	466,806	1,654,708
Common Equity 7.0% preferred	106,463	303,907	363,793	413,740	451,038	1,638,941
Total 7.0% preferred return	106,463	303,907	363,793	413,740	451,038	1,638,941
Remaining operating cash flow	-	-	-	-	15,767	15,767
Common equity share of remaining cash flow*	0	-	-	-	11,825	11,825
* Common equity income allocation:						

PROFORMA APPRECIATION		
Estimated sale price	15,384,000	15,384,000
Estimated closing expenses	(154,000)	(154,000)
Initial mortgage principal	(6,936,800)	(6,936,800)
Return of loan principal paid down	353,851	353,851
Equity	8,647,051	8,647,051
Return of Common Equity principal	(4,682,689)	(4,682,689)
Net appreciation	3,964,362	3,964,362
Common Equity share net appreciation*	2,942,459	2,942,459
* Common equity income allocation:		

COMMON EQUITY CASH FLOW						
Investment						(4,682,689)
Preferred return (7.0%) <sup>2</sup>	106,463	303,907	363,793	413,740	451,038	1,638,941
Share remaining operating cash flow	-	-	-	-	11,825	11,825
Total operating cash flow	106,463	303,907	363,793	413,740	462,864	1,650,767
Return of basis					4,682,689	4,682,689
Net appreciation					2,942,459	2,942,459
Total distributions	106,463	303,907	363,793	413,740	8,088,011	4,593,226

COMMON EQUITY 7.0% PREFERRED RETURN BALANCE <sup>2</sup>						
Beginning balance	-	221,325	245,207	209,202	123,250	-
Current year addition (7.0% times prior year basis)	327,788	327,788	327,788	327,788	327,788	1,638,941
Current year preferred return	327,788	549,114	572,995	536,990	451,038	1,638,941
Less distributions received	106,463	303,907	363,793	413,740	451,038	1,638,941
					-	-
Ending balance to carry over (0 if met 7.0%)	221,325	245,207	209,202	123,250	-	-

## COMMON EQUITY PROFORMA RETURN

Basis for return calculation (equity)	4,682,689	4,682,689	4,682,689	4,682,689	4,682,689	4,682,689
Cash return from operations	2.3%	6.5%	7.8%	8.8%	9.9%	35.3%
Net appreciation					62.8%	62.8%
Common Equity total return percent	2.3%	6.5%	7.8%	8.8%	72.7%	98.1%
IRR <sup>3</sup>	106,463	303,907	363,793	413,740	8,088,011	15.7%

## RETURN OF COMMON EQUITY BALANCE

Beginning balance	4,682,689	4,682,689	4,682,689	4,682,689	4,682,689	4,682,689
Return from refinance proceeds						-
Net appreciation					(4,682,689)	(4,682,689)
Ending balance	4,682,689	4,682,689	4,682,689	4,682,689	-	-

The following illustrates proforma returns based on the property package assumptions. Please review these assumptions. Cash returns are not offset with any depreciation expense or income related taxes.

## 1. Asset Management Fee:

RealSource Asset Management (RSAM) will receive an asset management fee of 0.30% of the purchase price, or \$31,200 annually, to be prorated and paid monthly.

## 2. 7% Common Equity Preferred Return:

The members will receive a cumulative 7% preferred return on invested equity from operating income, subject to profitability. If, in any year, the annual operating cash flow is insufficient to pay the preferred return, the unpaid preferred return will accrue and be paid from future operating cash flow. Cash flow over the preferred return will be allocated 75% to the members and 25% to the manager, which will be RealSource or an affiliate. Distributions are anticipated to be paid monthly.

## 3. IRR or Internal Rate of Return:

IRR is one of the most popular methods used to compare alternative investments and estimate the profitability of potential investments. The internal rate of return is a discount rate that makes the net present value (NPV) of all cash flows from a project equal to zero. The IRR is calculated by time-weighting annual cash flows, including the initial investment shown above as a negative, followed by the annual cash flows and the return of the original acquisition cost and net owner appreciation. Please note the exit cap rate used in this calculation is for illustration purposes only and does not represent projected appreciation.



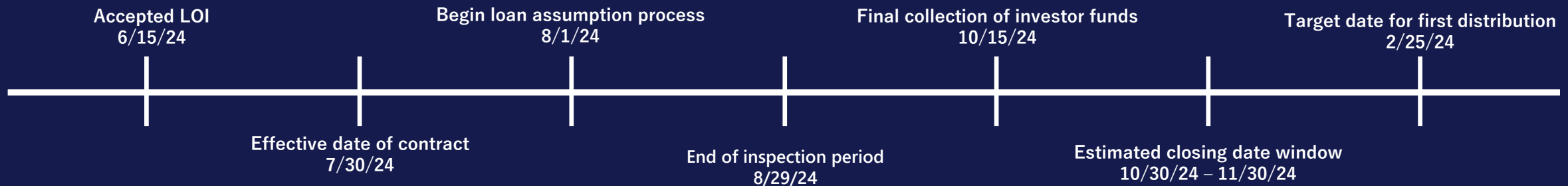
## RETURNS FROM OPERATIONS

## Closing Timeline

In 2020, a smaller syndicator acquired Crown Pointe with a variable rate loan, a decision that eventually led to cashflow challenges. Fast forward to September 2023, the syndicator initiated a HUD refinance process as a strategy to hold the property beyond the loan's maturity at the end of July 2024. Mounting pressure from two majority owners pushed the sponsor to sell the property this year. RealSource is set to assume the fixed 5.8% HUD loan, offering future rate buy-down options and no penalty for early exit after ten years. HUD inspected the property and found less than \$90,000 in major deferred maintenance, requiring the seller to escrow reserve funds. HUD appraised Crown Pointe at \$11.1 million.

-The U.S. Department of Housing and Urban Development (HUD) offers loans with competitive interest rates, long terms, higher leverages, and is fully amortizing and non-recourse. Although a HUD loan has no interest only period the HUD loan has other benefits such as amortizing over 35 years and having a lower interest rate. This makes the monthly payment about the same as an interest only 30-year amortizing loan

-The timeline below is an estimate as the HUD loan assumption process ranges from 90-120 days and can take longer in certain situations. We are available to provide more details for those with specific timing needs such as a 1031 exchange. We are committed to expediting the closing process to accommodate investors with tight deadlines or those seeking a 1031 exchange landing spot.





## DEMAND DRIVERS

## Toyota investing \$1.3 billion in Georgetown plant

By TOM LATEK, Kentucky Today Feb 6, 2024 Updated Feb 7, 2024

GEORGETOWN, Ky. (KT) – Toyota announced Tuesday plans to invest \$1.3 billion at the Toyota Motor Manufacturing, Kentucky (TMMK) facility in Georgetown, reinforcing the company's commitment to long-term job stability at the central Kentucky plant.

The announcement builds on the company's May 2023 announcement to invest \$591 million in future projects and increase its job retention commitment with the state by 700 full-time employees to establish the company's first U.S.-assembled battery electric vehicle (BEV) in Scott County.

"You cannot think of the Bluegrass region and Scott County without thinking of Toyota," said Gov. Andy Beshear. "We are grateful that they continue to invest in our commonwealth and continue to set a standard for high-quality, well-paying jobs for our citizens. Thank you, Toyota, for yet another \$1 billion-plus investment coming to Kentucky."

Last year, the automaker announced they will produce an all-new, three-row battery electric SUV at TMMK. The increased investment further supports that commitment and will add a battery pack assembly line at the facility, with batteries to be supplied by Toyota Battery Manufacturing North Carolina. The project brings the plant's total investment to nearly \$10 billion since it began operation.



Located in Georgetown, Kentucky, you'll find a \$8 billion testament to the ingenuity, pride and skill of Kentucky workers. TMMK is the largest Toyota manufacturing facility in the world and Toyota's first wholly-owned vehicle plant in the U.S. Today, TMMK employs more than 8,000 team members on 1,300 acres. As many as 550,000 vehicles a year roll off the lines here, including the Avalon, Avalon Hybrid, Camry, Camry Hybrid and the Lexus ES 350.<sup>5</sup>



**1986**

GROUNDBREAKING

**433,848**

UNITS ASSEMBLED IN  
2023

**9,950**

JOBS CREATED



## Demographic Overview

From 2021 to 2022, employment in Georgetown, KY, grew at a rate of 4.45%, from 18.6k to 19.4k.

The most common employment sectors for those who live in Georgetown, KY, are Manufacturing (5,144 people), Health Care and Social Assistance (2,202 people), and Retail Trade (1,983 people). This chart shows the share breakdown of the primary industries for residents of Georgetown, KY, though some of these residents may live in Georgetown, KY, and work somewhere else.

The industries with the best median earnings for men in 2022 are Finance & Insurance, & Real Estate & Rental & Leasing (\$68,889), Manufacturing (\$67,885), and Transportation & Warehousing & Utilities (\$65,504). The industries with the best median earnings for women in 2022 are Construction (\$68,173), Information (\$57,454), and Manufacturing (\$49,864).

## Georgetown, KY

Place in: [Scott County, KY](#), [Lexington-Fayette, KY Metro Area](#), [Kentucky](#), [United States](#)

**37,510**

Population

17.3 square miles

2,167.4 people per square mile

Census data: ACS 2022 5-year unless noted

**30.9%**

Bachelor's degree or higher

about three-quarters of the rate in the Lexington-Fayette, KY Metro Area: 39.9%

about 20 percent higher than the rate in Kentucky: 26.5%

Age

**32.8**

Median age

about 90 percent of the figure in the Lexington-Fayette, KY Metro Area: 36.5

about 80 percent of the figure in Kentucky: 39.1

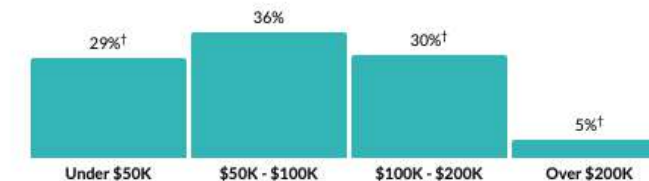
**\$74,530**

Median household income

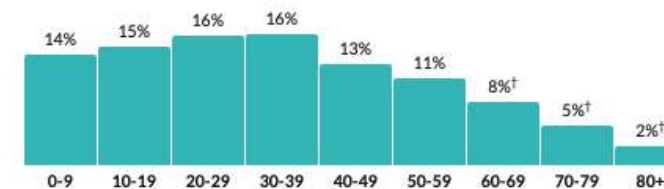
about 10 percent higher than the amount in the Lexington-Fayette, KY Metro Area: \$68,089

about 25 percent higher than the amount in Kentucky: \$60,183

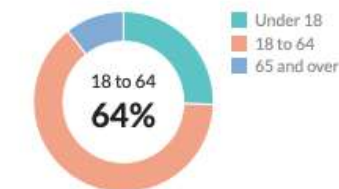
Household income



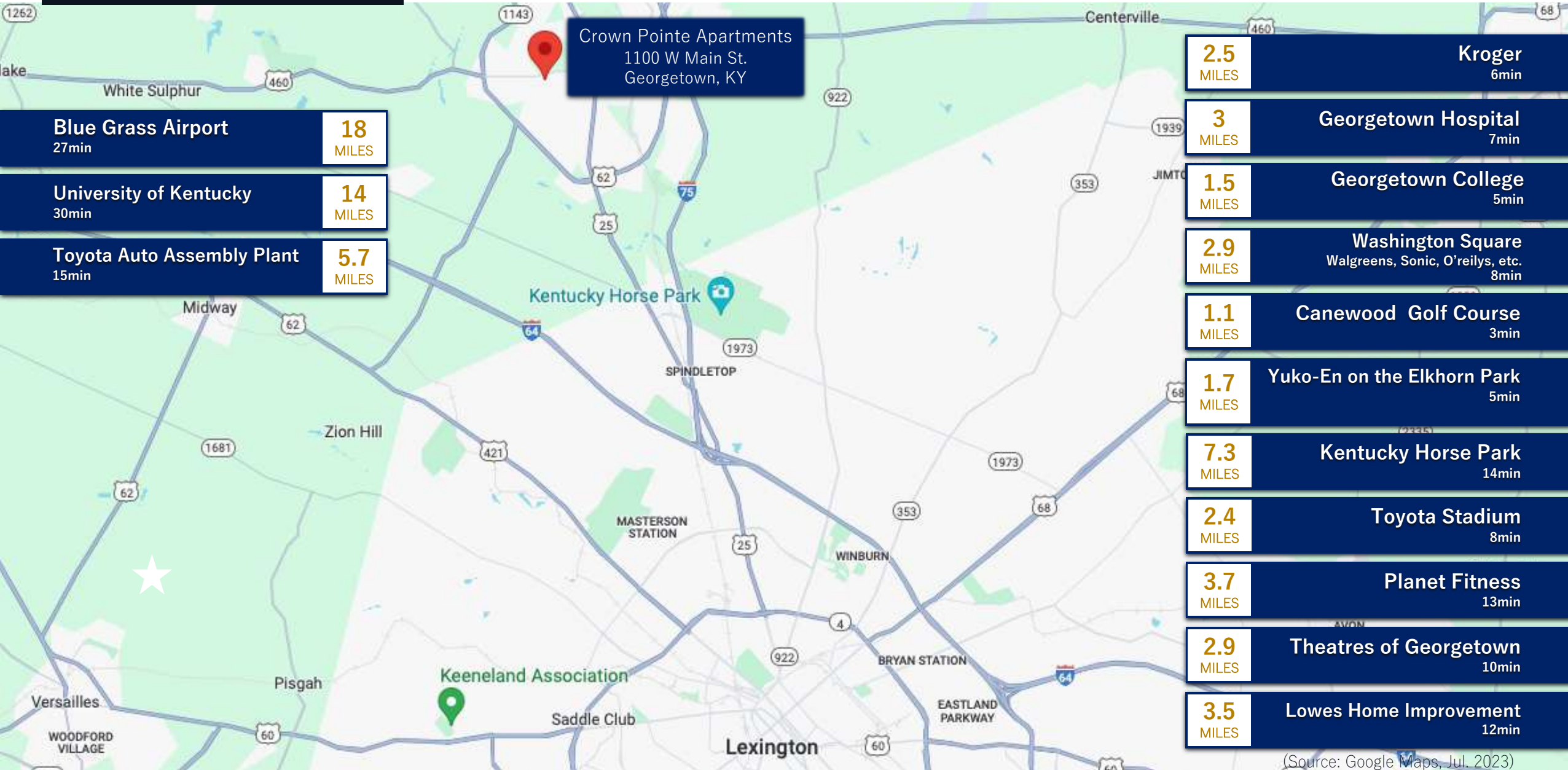
Population by age range



Population by age category



## LOCATION OVERVIEW



(Source: Google Maps, Jul. 2023)



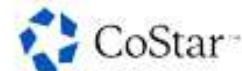
## Lexington Multifamily Forecasts

## 4 &amp; 5 STAR VACANCY &amp; RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2028	789	6.3%	(0.3)	\$1,602	\$1.62	2.7%	(0.3)	\$1,593	\$1.61
2027	805	6.6%	0	\$1,560	\$1.57	3.0%	(0.5)	\$1,552	\$1.57
2026	789	6.7%	(0.4)	\$1,515	\$1.53	3.5%	(0.3)	\$1,507	\$1.52
2025	833	7.1%	(0.5)	\$1,464	\$1.48	3.8%	(0.9)	\$1,456	\$1.47
2024	869	7.6%	1.1	\$1,411	\$1.42	4.7%	(0.1)	\$1,403	\$1.42
YTD	499	4.5%	(2.0)	\$1,409	\$1.42	4.2%	(0.6)	\$1,401	\$1.41
2023	716	6.5%	(0.8)	\$1,348	\$1.36	4.8%	(1.1)	\$1,333	\$1.34
2022	748	7.3%	2.4	\$1,286	\$1.30	5.9%	(5.4)	\$1,281	\$1.29
2021	488	4.9%	(0.5)	\$1,215	\$1.23	11.3%	7.1	\$1,209	\$1.22
2020	515	5.3%	(3.4)	\$1,092	\$1.10	4.2%	2.7	\$1,081	\$1.09
2019	842	8.7%	(0.6)	\$1,048	\$1.06	1.5%	(0.2)	\$1,032	\$1.04
2018	868	9.3%	(1.8)	\$1,032	\$1.04	1.8%	0.6	\$995	\$1
2017	985	11.1%	0	\$1,014	\$1.02	1.2%	(1.0)	\$972	\$0.98
2016	943	11.1%	2.9	\$1,002	\$1.01	2.2%	(1.6)	\$980	\$0.99
2015	625	8.2%	(1.7)	\$980	\$0.99	3.7%	2.1	\$958	\$0.96
2014	679	9.9%	2.2	\$945	\$0.95	1.6%	(1.4)	\$912	\$0.92
2013	472	7.6%	(0.4)	\$930	\$0.94	3.0%	1.3	\$917	\$0.92
2012	463	8.0%	1.0	\$903	\$0.91	1.7%	-	\$892	\$0.90



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717297



6/3/2024  
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## UNIT MIX

Fir Plan Code	Unit Mix			Sq Ft	Total Sq Ft	Pct Ttd SF	Occu-pancy	Avg Lease		
	Ren Status	Qty	Pct					Avg Rent	Annual Income	Rent /SF
2/1.00	Full	20	23.8%	923	18,460	22.9%	100.0%	924	221,760	1.00
2/1.50	Full	40	47.6%	936	37,440	46.4%	97.5%	947	443,070	1.01
2/2.00	Full	24	28.6%	1,036	24,864	30.8%	91.7%	989	261,090	0.95

## PROJECTED LOAN TERMS

Loan Amount: \$6,9360,800  
 Loan-to-Value Ratio: 67%  
 Term: 30-Year Fixed Rate  
 Interest Rate: 5.80%

Project Required Equity: \$4.68M





## RENT COMPARABLES

## Due Diligence

Though information has been secured from sources that appear to be reliable, no representation by RealSource, either expressed or implied, is made as to the accuracy of any information on this Property.



Unit Type	Sq. Ft.	Rent	Rent/Sq. Ft.
2x1	924	\$924	\$1.00
2x1.5	947	\$975	\$1.01
2x2	989	\$1,029	\$0.99

**Subject Property: Crown Pointe**

1100 W Main St  
84 Units Built 1994



Unit Type	Sq. Ft.	Rent	Rent/Sq. Ft.
2x1.5	1,268	\$1,499	\$1.18
2x1.5	1,400	\$1,421	\$1.02
2x2	1,000	\$1,550	1.55

**Haverford Place**

101 Haverford Path  
160 Units Built 2001 Renovations 2018

	2x1 Sq. Ft.	2x1 Avg. Rent	2x1 \$/SF	2x2 Sq. Ft.	2x2 Avg. Rent	2x2 \$/Sq. Ft.
Comparable Properties	1,042	\$1,414	\$1.36	1,029	\$1,299	\$1.26
Crown Pointe	923	\$924	\$1.00	972	\$962	\$0.99
Difference	119	\$490	\$0.36	57	\$337	\$0.27



Unit Type	Sq. Ft.	Rent	Rent/Sq. Ft.
2x2	1,008	\$1,399	\$1.39

**Aberdine**

154 Aberdine Way  
129 Units Built 1997



Unit Type	Sq. Ft.	Rent	Rent/Sq. Ft.
2x1	816	\$1,047	\$1.28
3x1	947	\$1,605	\$1.69

**Colt's Crossing**

159 Elkhorn Meadows Dr  
144 Units Built 1997 Renovations 2019



Unit Type	Sq. Ft.	Rent	Rent/Sq. Ft.
2x2	1,100	\$1,495	\$1.35

**Georgetown Square**

111 Hiawatha Trail  
Built 1990 est. 50 units

## SALES COMPARABLE ANALYSIS

SALE COMPARABLES FOR ACQUISITION PRICE											
			Property		Average	Average	Avg Ttl	Avg Price/			
			Year Built	Class	Average Price	Units	Price/ Unit	Square Ft	Sq Ft	Avg Sq Ft	Avg CAP
Comparables properties average			1994	B	30,054,667	218	137,865	211,535	142.08	970	4.5%
Crown Pointe			1994	B	10,400,000	84	123,810	80,764	128.77	961	6.3%
Difference							-14,056		-13.31	-9	1.9%
Percent Difference							-10.2%		-9.4%	-0.9%	
Comparables Properties											
1	Reserve at Hamburg	Date Sold	Apr 24	Price	47,300,000	Units	318	Square Feet	273,944	Avg Sq Ft	861
	3200 Todds Rd	Year Built	1996	Distance		Price/Unit	148,742	Price/Sq Ft	172.66	CAP Rate	
	Lexington, KY 40509	Comments	Costar rates 3-Star							Class	b
2	Shilito Park	Date Sold	Jan 23	Price	33,264,000	Units	216	Square Feet	219,320	Avg Sq Ft	1,015
	3500 Beaver Place Rd	Year Built	1991	Distance		Price/Unit	154,000	Price/Sq Ft	151.67	CAP Rate	4.47%
	Lexington, KY 40503	Comments	Costar rates 3-star, Renovated in 2022							Class	b
3	Imperial Pointe	Date Sold	Nov 22	Price	9,600,000	Units	120	Square Feet	141,342	Avg Sq Ft	1,178
	101 Imperial Pointe	Year Built	1996	Distance		Price/Unit	80,000	Price/Sq Ft	67.92	CAP Rate	
	Nicholasville, KY 40356	Comments	Costar rates 3-Star							Class	



Property Photos



## REALSOURCE EXECUTIVES

**Nate Hanks, CCIM – CEO**

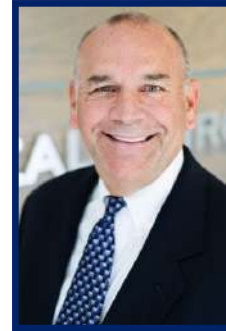
Nate has over 25 years of experience in the real estate industry, with many of these years acquiring and managing his own properties as well as managing and owning several businesses to train and help clients invest in commercial real estate. Nate received his CCIM designation in 2003 and currently serves as a board member and past president of the Utah Chapter.

**V. Kelly Randall – President**

Since 1979, Kelly has worked in increasingly important positions in public and private accounting. He spent 12 years with Ernst & Young and served as CFO for companies in manufacturing, software and real estate. He has had extensive involvement in public and private financings, budgeting, reporting, information systems, mergers and acquisitions and personnel management, and is proficient in SEC accounting and reporting.

**Jeff Hanks, CPA – CFO**

Jeff has over 27 years of finance and accounting experience in small to large high growth private and public companies. He has over 15 years of experience in the public sector, with focus on mergers and acquisitions, financing and reporting, audit issues and SEC reporting. He served several years as a director for a public company and director and treasurer with a non-profit organization.

**Mark Hanks – COO**

Mark has over 30 years of experience as President/CEO in owning, managing, and operating several different businesses in the property management, manufacturing and services industries. He joined the RealSource team in 2005 and under his direction has grown the property management division to over 5,500 units. Mark has served on several National advisory committees and Boards.

**Steven Moreira CCIM, CIPS – Managing Broker**

Steven served as the 2016 President of the National CCIM Institute in Chicago and was the 2015 Chairman of NAR Commercial Alliance. He has both Mortgage and Real Estate Brokers licenses in FL, GA, IL, and UT. Steven has been involved in every phase of the Real Estate Industry since 1978 as a broker, builder developer, property manager–principal, and lender, completing hundreds of millions of dollars in transactions of every property type.

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