



Multifamily Property For Sale

West Willow Apartment Homes

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Table of Contents

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TABLE OF CONTENTS

PROPERTY SUMMARY	3
ADDITIONAL PHOTOS	4
REGIONAL MAP	5
AERIAL MAP	6
FINANCIAL SUMMARY	7
10 YEAR PRO-FORMA	8
VALUE ADD ANALYSIS	9
RENT ROLL	10
DEMOGRAPHICS MAP & REPORT	12
MEET THE TEAM	13

Property Summary



PROPERTY DESCRIPTION

Introducing a rare multi-family investment opportunity in Rochester, MN - West Willow Apartment Homes. This asset consists of 28 individually parceled apartment homes at the prime intersection of Valleyhigh Drive NW and 19th Street NW. All units are 2BR / 2BA in 7 separate 4 unit structures making marketing, maintenance and turnover exceptionally efficient. Each unit comes with a dedicated detached garage - a rare amenity in this apartment class. West Willow boasts an exceptionally strong history of rent growth, occupancy and leasing, with further upside available to investors with this acquisition opportunity. West Willow is located in Rochester, MN located just 2 miles from the state of Minnesota's largest ever private construction effort, Mayo Clinic's \$5 Billion Bold. Forward. Unbound! project, which is expected to bring significant population growth and housing demand to Rochester.

PROPERTY HIGHLIGHTS

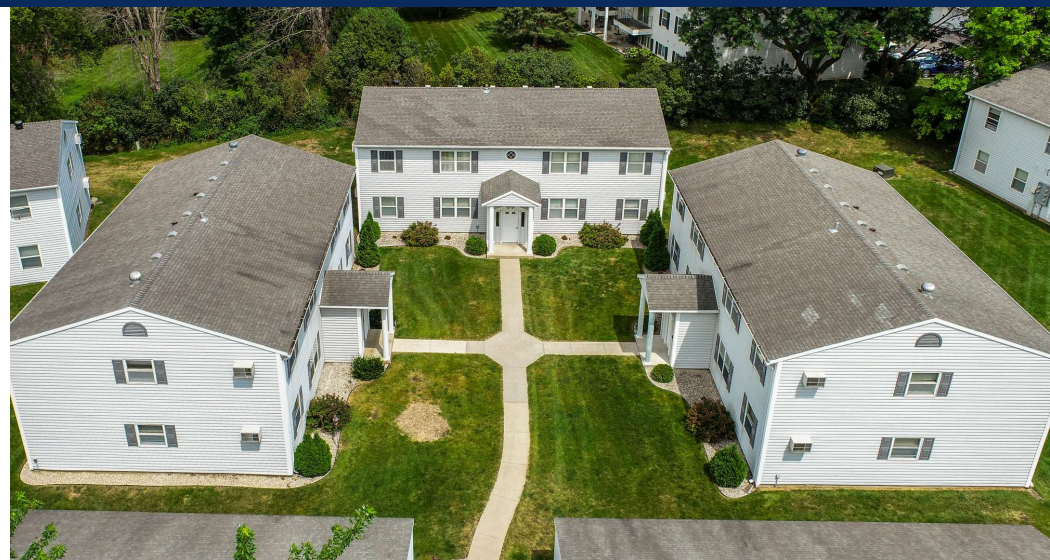
- 28 unit apartment complex in seven 4 unit buildings
- Each unit individually parceled and comes with its own detached garage
- Rent upside available via new leases and rent increases to market rates
- 2 miles from \$5 Billion Bold. Forward. Unbound! project by Mayo Clinic
- Ability to add RUBS charges to approximately 75% of current rent roll

OFFERING SUMMARY

Sale Price:	Contact Broker for Pricing Guidance
Number of Units:	28
Lot Size:	2.04 Acres
Building Size (Multiple Buildings) Approx:	25,000 SF

West Willow Apartment Homes

Additional Photos

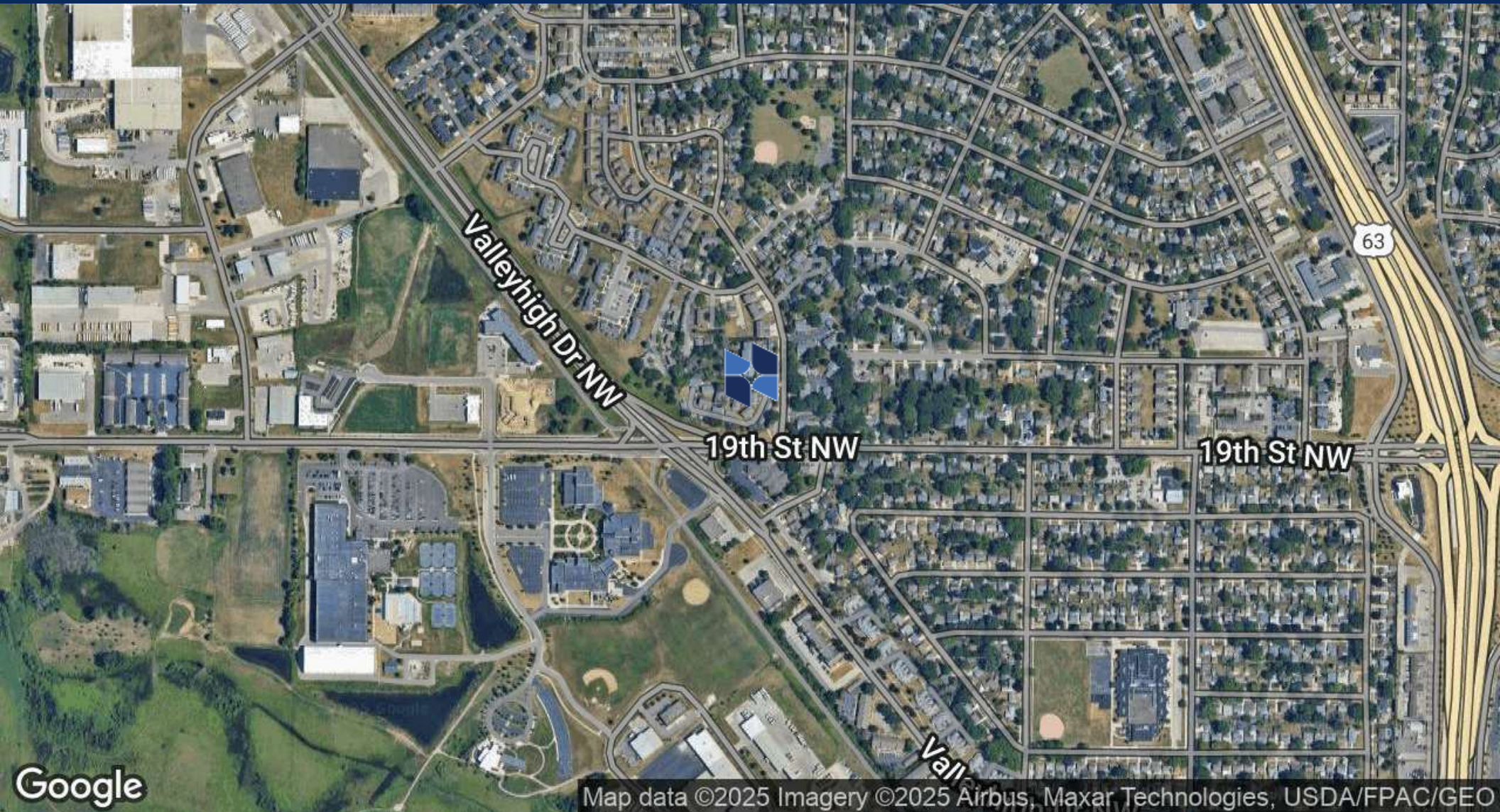


Regional Map



West Willow Apartment Homes

Aerial Map



Financial Summary

	T12 - Jan '25		2025 Budget		Proforma Assumption
	T12	per unit	Yr 1	per unit	Growth Assumptions
Income					
Rent Income	\$347,522	\$12,412	\$377,881	\$13,496	3% increase plus 3% vacancy
RUBS	\$1,186	\$42	\$3,625	\$129	50% RUBS year 2, 100% RUBS year 3+
Late Fees / Other income	\$875	\$31	\$600	\$21	3% Growth
Laundry Income	\$6,274	\$224	\$6,600	\$236	3% Growth
Total Income	\$355,857	\$12,709	\$388,706	\$9,481	
Operating Expenses					
Operating & Maintenance	\$51,543	\$1,841	\$54,358	\$1,941	3% Growth
Utilities	\$20,207	\$722	\$22,140	\$791	3% Growth
Insurance	\$17,258	\$616	\$19,706	\$704	3% Growth
Taxes	\$30,944	\$1,105	\$32,956	\$1,177	3% Growth
Management Fee	\$24,345	\$869	\$27,209	\$972	7% of Total Income
Other	\$465	\$17		\$0	Based on contracts / est. increase
Turnover	\$6,509	\$232	\$7,000		\$225/unit/year
CAPEX	N/A		N/A		\$300/unit/year
Total OpEx	\$151,271	\$5,403	\$163,369	\$3,985	
NOI	\$204,586	\$7,307	\$225,337	\$8,048	

*2025 Budgeted Income assumes 4% renewal increase

10 Year Pro-Forma

Growth Rate		3%	3%	3%	3%	3%	3%	3%	3%	3%
Income	2025	FY2	FY3	FY4	FY5	FY6	FY7	FY8	FY9	FY10
Rent Income	\$377,881	\$389,217	\$400,894	\$412,921	\$425,308	\$438,068	\$451,210	\$464,746	\$478,688	\$493,049
Vacancy Loss	2% '25 Budget	-\$7,784	-\$8,018	-\$8,258	-\$8,506	-\$8,761	-\$9,024	-\$9,295	-\$9,574	-\$9,861
RUBS	\$3,625	\$10,592	\$21,184	\$21,820	\$22,474	\$23,148	\$23,843	\$24,558	\$25,295	\$26,054
Late Fees / Other income	\$600	\$618	\$637	\$656	\$675	\$696	\$716	\$738	\$760	\$783
Laundry Income	\$6,600	\$6,798	\$7,002	\$7,212	\$7,428	\$7,651	\$7,881	\$8,117	\$8,361	\$8,612
Total Income	\$388,706	\$399,441	\$421,699	\$434,350	\$447,380	\$460,801	\$474,625	\$488,864	\$503,530	\$518,636
Operating Expenses										
Operating & Maintenance	\$54,358	\$55,989	\$57,668	\$59,398	\$61,180	\$63,016	\$64,906	\$66,853	\$68,859	\$70,925
Utilities	\$22,140	\$22,804	\$23,488	\$24,193	\$24,919	\$25,666	\$26,436	\$27,229	\$28,046	\$28,888
Insurance	\$19,706	\$20,297	\$20,906	\$21,533	\$22,179	\$22,845	\$23,530	\$24,236	\$24,963	\$25,712
Taxes	\$32,956	\$33,945	\$34,963	\$36,012	\$37,092	\$38,205	\$39,351	\$40,532	\$41,748	\$43,000
Management Fee	\$27,209	\$28,026	\$28,866	\$29,732	\$30,624	\$31,543	\$32,489	\$33,464	\$34,468	\$35,502
Turnover	\$7,000	\$6,300	\$6,489	\$6,684	\$6,884	\$7,091	\$7,303	\$7,523	\$7,748	\$7,981
CAPEX	N/A	\$8,400	\$8,652	\$8,912	\$9,179	\$9,454	\$9,738	\$10,030	\$10,331	\$10,641
Total OpEx	\$163,369	\$175,761	\$181,033	\$186,464	\$192,058	\$197,820	\$203,755	\$209,867	\$216,163	\$222,648
NOI	\$225,337	\$223,681	\$240,665	\$247,885	\$255,322	\$262,981	\$270,871	\$278,997	\$287,367	\$295,988

Value Add Opportunities

Unit Renovation Value Add Projections

	Cost/Unit	# Units	Total Cost
KITCHEN			
Countertops & Cabinets	\$4,500	28	\$126,000
Appliances	\$1,900	28	\$53,200
BATHROOM			
Vanity + Toilet	\$700	28	\$19,600
Plumbing + Tubs	\$950	28	\$26,600
UNIT			
Flooring	\$2,200	28	\$61,600
Paint	\$1,200	28	\$33,600
Trim	\$600	28	\$16,800
Misc	\$800	28	\$22,400
Total Cost			\$359,800.00
Total Cost/Unit			\$12,850.00

Summary

Mo. Rent Premium	Total Units	NOI Increase	Return on Capital
\$200.00	28	\$67,200.00	18.68%

Furnished Rental Value Add Opportunity Projections

Conversion to Furnished Apartments	
Cost/Unit	\$5,000
# of Unfurnished Units	28
Total Cost	\$140,000.00
Useful Life (months)	84
Vacancy Rate	7%
Value Enhancement Opportunity	
Monthly Rent Premium/Unit	\$250.00
Less: Furniture Amortization	\$59.52
Less: Addtl Maintenance Expense	\$20.00
Less: Vacancy Factor	\$17.50
Net Rent Premium/Unit	\$152.98

Annual Net Rent Premium/Furnished Unit	\$1,835.71
Return on Capital	37%

Note: property does not currently have furnished units

Rent Roll

SUITE	BEDROOMS	BATHROOMS	SIZE SF	RENT	RENT / SF	MARKET RENT	MARKET RENT / SF	SECURITY DEPOSIT	LEASE START	LEASE END
1	2	1	832 SF	\$1,250	\$1.50	\$1,250	\$1.50	\$1,250	12/05/2022	03/31/2025
2	2	1	864 SF	\$1,100	\$1.27	\$1,250	\$1.45	\$1,600	09/10/2021	04/30/2025
3	2	1	832 SF	\$1,100	\$1.32	\$1,250	\$1.50	\$1,000	08/08/2023	07/31/2025
4	2	1	720 SF	\$1,050	\$1.46	\$1,150	\$1.60	\$1,000	09/05/2023	08/31/2025
5	2	1	832 SF	\$1,100	\$1.32	\$1,250	\$1.50	\$1,000	05/03/2023	04/30/2025
6	2	1	864 SF	\$1,100	\$1.27	\$1,250	\$1.45	\$675	05/15/2014	04/30/2025
7	2	1	832 SF	\$1,100	\$1.32	\$1,250	\$1.50	\$500	10/10/2007	04/30/2025
8	2	1	720 SF	\$1,050	\$1.46	\$1,150	\$1.60	\$1,500	09/08/2018	04/30/2025
9	2	1	832 SF	\$1,100	\$1.32	\$1,250	\$1.50	\$1,000	07/01/2023	06/30/2025
10	2	1	864 SF	\$1,100	\$1.27	\$1,250	\$1.45	\$800	10/15/2021	04/30/2025
11	2	1	832 SF	\$1,100	\$1.32	\$1,250	\$1.50	\$1,100	05/13/2024	05/31/2025
12	2	1	720 SF	\$1,002	\$1.39	\$1,150	\$1.60	\$1,000	07/10/2018	6/31/2025
13	2	1	832 SF	\$1,100	\$1.32	\$1,250	\$1.50	\$1,100	05/04/2024	04/30/2025
14	2	1	864 SF	\$1,100	\$1.27	\$1,250	\$1.45	\$900	06/10/2022	06/30/2025
15	2	1	832 SF	\$1,100	\$1.32	\$1,250	\$1.50	\$2,000	09/10/2022	09/30/2025
16	2	1	720 SF	\$1,000	\$1.39	\$1,150	\$1.60	\$750	04/15/2020	04/30/2025
17	2	1	832 SF	\$1,250	\$1.50	\$1,250	\$1.50	\$1,250	11/01/24	10/31/2025
18	2	1	864 SF	\$1,100	\$1.27	\$1,250	\$1.45	\$800	05/01/2021	04/30/2025
19	2	1	832 SF	\$1,100	\$1.32	\$1,250	\$1.50	\$800	01/17/2020	04/30/2025
20	2	1	720 SF	\$1,050	\$1.46	\$1,150	\$1.60	\$1,050	05/01/2024	04/30/2025
21	2	1	832 SF	\$1,100	\$1.32	\$1,250	\$1.50	\$1,000	08/03/2023	07/31/2025
22	2	1	864 SF	\$1,100	\$1.27	\$1,250	\$1.45	\$2,000	03/10/2023	03/31/2025

Rent Roll

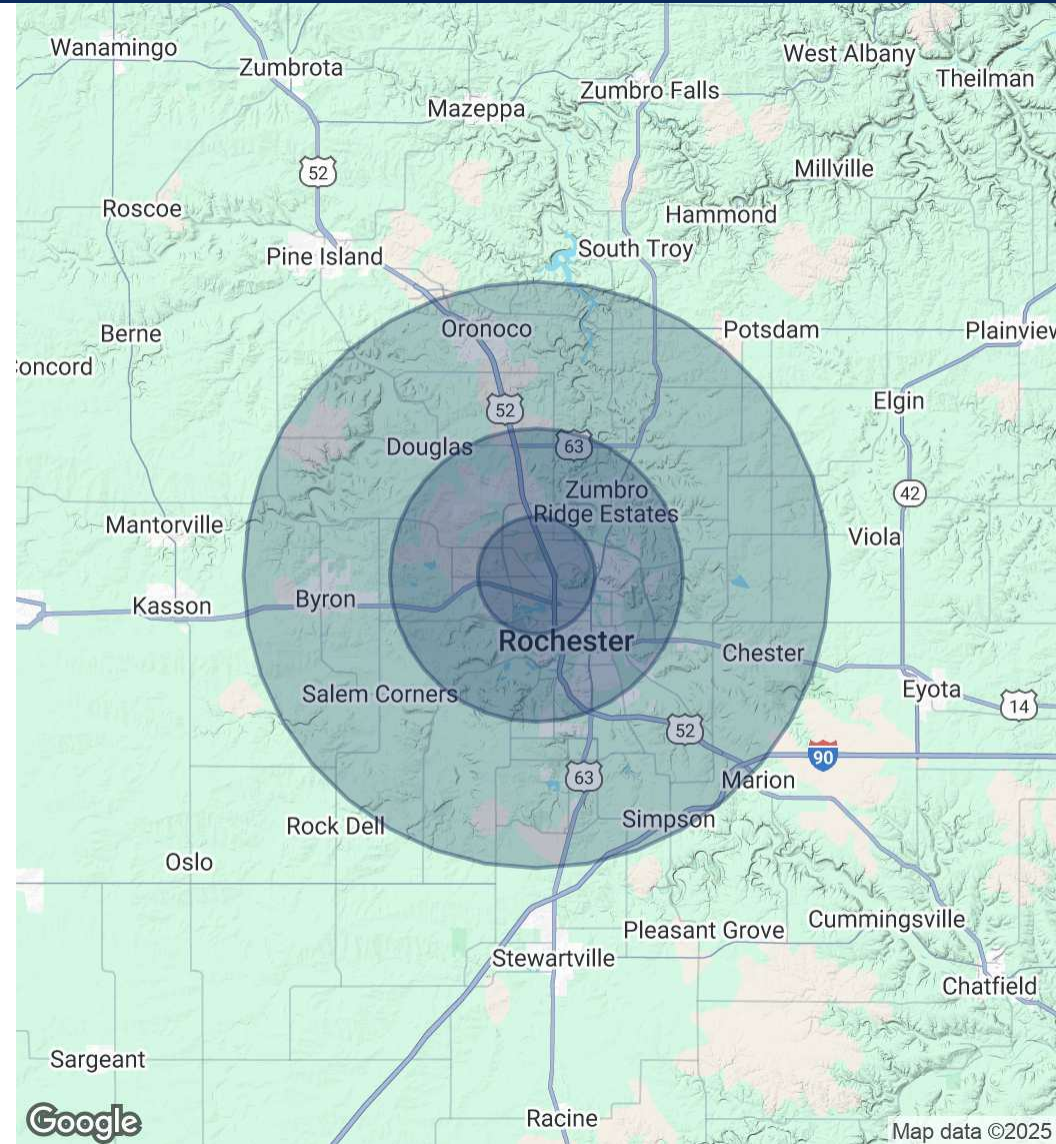
SUITE	BEDROOMS	BATHROOMS	SIZE SF	RENT	RENT / SF	MARKET RENT	MARKET RENT / SF	SECURITY DEPOSIT	LEASE START	LEASE END
23	2	1	832 SF	\$1,100	\$1.32	\$1,250	\$1.50	\$550	12/01/2010	04/30/2025
24	2	1	720 SF	\$1,100	\$1.53	\$1,150	\$1.60	\$1,000	09/04/2023	05/31/2025
25	2	1	832 SF	\$1,000	\$1.20	\$1,250	\$1.50	\$975	07/04/2024	02/28/2025
26	2	1	864 SF	\$1,100	\$1.27	\$1,250	\$1.45	\$1,100	08/01/2024	07/31/2025
27	2	1	832 SF	\$1,100	\$1.32	\$1,250	\$1.50	\$800	06/26/2021	04/30/2025
28	2	1	720 SF	\$1,090	\$1.51	\$1,150	\$1.60	\$1,250	09/01/2018	M2M
TOTALS			22,736 SF	\$30,642	\$37.81	\$34,300	\$42.35	\$29,750		
AVERAGES			812 SF	\$1,094	\$1.35	\$1,225	\$1.51	\$1,063		

Demographics Map & Report

POPULATION	2 MILES	5 MILES	10 MILES
Total Population	36,557	115,635	148,945
Average Age	39	40	39
Average Age (Male)	38	38	38
Average Age (Female)	41	41	40

HOUSEHOLDS & INCOME	2 MILES	5 MILES	10 MILES
Total Households	15,820	47,845	60,180
# of Persons per HH	2.3	2.4	2.5
Average HH Income	\$99,689	\$124,142	\$131,506
Average House Value	\$321,149	\$367,081	\$385,872

Demographics data derived from AlphaMap



— Meet the Team



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