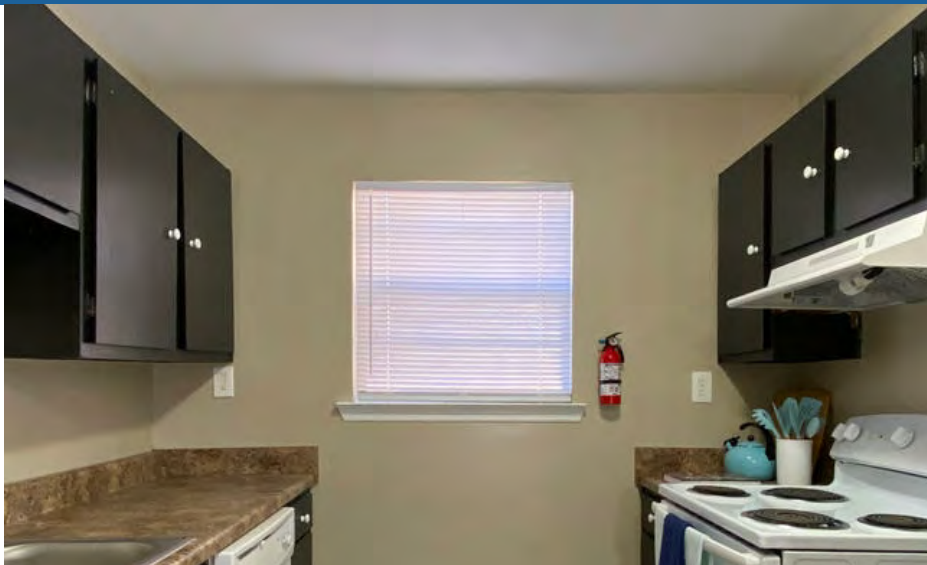




HILLCREST APARTMENTS

604 Pinson Place
Birmingham, AL 35215

OFFERING MEMORANDUM



EXCLUSIVELY PRESENTED BY:



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HILLCREST APARTMENTS

604 PINSON PLACE

BIRMINGHAM, AL 35215



Watts Realty Co., Inc.

PO Box 11425

Birmingham, AL 35202

Office: 205-251-1267

wattsrealty.com

Built By: www.crebuilder.com





PROPERTY SUMMARY

Offering Price	\$3,200,000.00
Building SqFt	32,240 SqFt
Lot Size (acres)	4.67
Levels	2
Year Built	1977,
County	Jefferson
Parcel ID / APN	13-00-14-1-000-016.000, 13-00-14-2-002-001.000

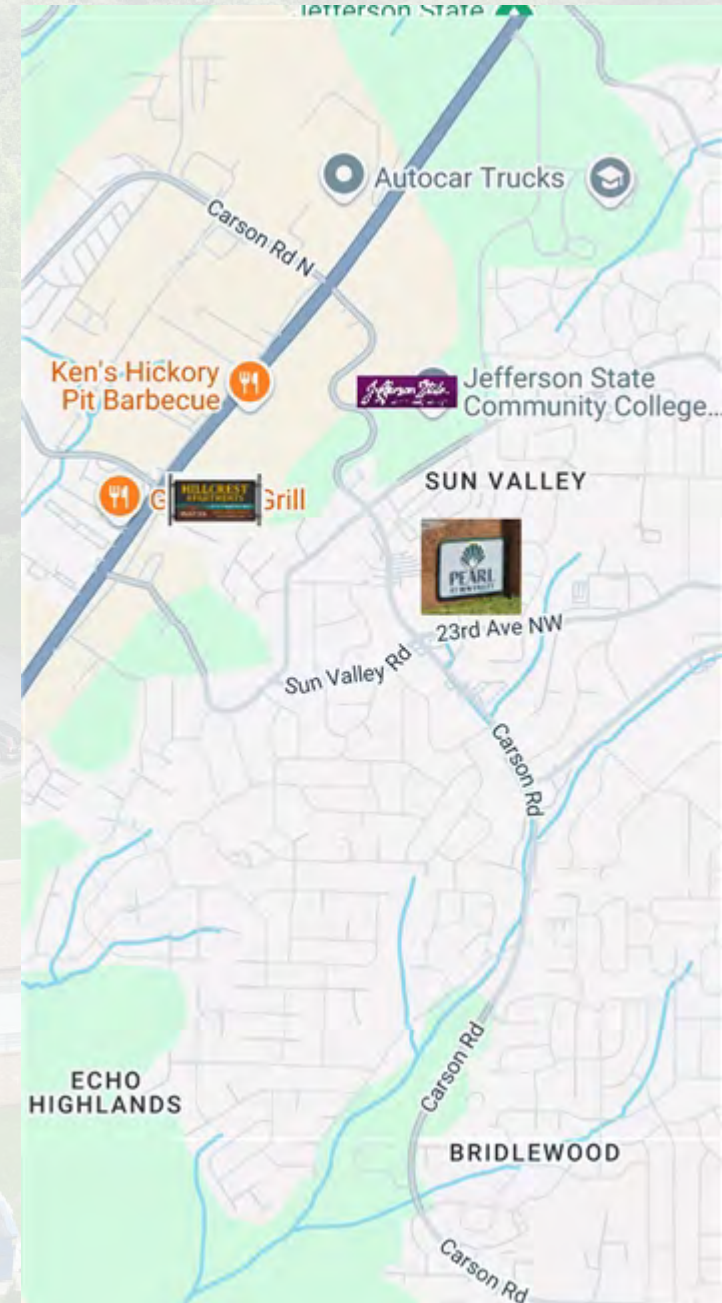
INVESTMENT SUMMARY

Rare find with high income potential, fully remodeled 44 unit apartment building located in Jefferson County, Alabama just outside of Birmingham & its surrounding municipalities. Hillcrest Apartments is close to key amenities including nationally known retail & restaurants as well as local entertainment favorites. This property attracts solid, hard working tenants looking for a somewhat rural area that is still close enough to downtown & suburbia amenities. The property offers drought tolerant landscaping, solid building materials, newer appliances, newer fixtures, newer HVAC, & newer roofs which presents the buyer with a lower maintenance & Cap Ex property.



INVESTMENT HIGHLIGHTS

- Each unit has its own washer & dryer connections with newer appliances, LVP flooring, and updated bathrooms.
- All units include newer central heat and air conditioning, spacious floor plans, and plenty of parking.
- This property offers great value for the savvy investor looking to scale. It is stabilized with value build potential on the market rents.
- One of the Lowest Property Tax in the Continental U.S.! This is due to the state's lack of state-level property taxes, low government spending and low property value.
- The region offers competitive utility rates compared to other regions, making it attractive for businesses and residents seeking cost-effective solutions.
- Why the Greater Birmingham Region?
Strategically located in the heart of the Southeast, the Greater Birmingham Region is home to a diverse and dynamic range of companies and communities. The Birmingham metro area is comprised of seven counties and a population of more than 1.1 million, making it the largest region in the state of Alabama.





LOCATION HIGHLIGHTS

- 
- Pinson, Alabama, is known for its rich history as one of the oldest communities in the state, outdoor recreation, and the annual Alabama Butterbean Festival. It's also home to Turkey Creek Nature Preserve, known for its well-maintained trails and the endangered Vermilion darter, and the Palmerdale Homesteads. Pinson has roots dating back to the early 1800s and was one of the first settlements in Alabama. It was also a stopping point for Andrew Jackson's soldiers after the Battle of Horseshoe Bend.
 - Pinson Valley High School is a four-year public high school in the Birmingham, Alabama suburb of Pinson. It is the fifth largest of the Jefferson County Board of Education's fourteen high schools. School colors are garnet and gold, and the athletic teams are called the Indians.
 - Why the Greater Birmingham Region?
Strategically located in the heart of the Southeast, the Greater Birmingham Region is home to a diverse and dynamic range of companies and communities. The Birmingham metro area is comprised of seven counties and a population of more than 1.1 million, making it the largest region in the state of Alabama.
 - Quality of Life
The region is rooted in history and culture, with numerous museums, art galleries, theaters and parks. It is also surrounded by natural beauty, including the Appalachian Mountains, numerous lakes and state parks. It also boasts a diverse culinary scene with seven James Beard Award Winners.
 - Pinson is often described as a peaceful, family-oriented community with a welcoming atmosphere.
 - Birmingham is the "Magic City," because it has been able to reinvent itself again and again. After steel mills closed and storefronts were shuttered, we adapted as a robust financial center. Beyond the Great Recession, Birmingham emerged as a hub for life sciences and entrepreneurs of all types.
 - Home to over 200 Thriving Headquarters
The region's supportive business climate, which offers favorable tax incentives, a skilled workforce and a growing infrastructure provides a great opportunity for businesses to start, grow and thrive. In turn, this creates countless job opportunities across multiple industries. Over the past five years, 35 headquarters have announced 3,000 jobs and \$240M in capital investment.
 - Affordable Cost of Living
The region offers an affordable cost of living allowing individuals to enjoy a higher standard of living and save more money.

RENT ROLL

Unit	Tenant Name	Sqft	Annual Rent	Annual Rent/Sqft	Other Income	Lease From	Lease To	Notes
101		733	\$8,640.00	\$11.79	\$840.00	09/01/2021	08/31/2025	
102		733	\$8,640.00	\$11.79	\$840.00	05/12/2020	06/30/2026	
103		733	\$8,400.00	\$11.46	\$840.00	08/01/2024	07/31/2026	
104		0	\$8,700.00	\$0.00	\$540.00	03/01/2023	02/28/2026	
105		733	\$8,400.00	\$11.46	\$540.00	12/20/2024	12/31/2025	
106		733	\$8,400.00	\$11.46	\$540.00	12/05/2024	12/31/2025	
107		733	\$8,700.00	\$11.87	\$840.00	11/04/2022	11/30/2025	
108		733	\$8,400.00	\$11.46	\$540.00	04/10/2024	04/30/2026	
201		733	\$8,640.00	\$11.79	\$1,260.00	11/16/2024	11/30/2025	
202		733	\$8,640.00	\$11.79	\$540.00	10/01/2020	10/31/2025	
203		733	\$8,580.00	\$11.71	\$540.00	05/25/2022	05/31/2026	
204		733	\$8,100.00	\$11.05	\$1,260.00	04/01/2024	03/31/2026	
205		733	\$8,640.00	\$11.79	\$540.00	09/02/2020	09/30/2025	
206		733	\$8,400.00	\$11.46	\$540.00	04/16/2025	04/30/2026	
207		733	\$8,520.00	\$11.62	\$900.00	02/01/2022	01/31/2026	
208		733	\$8,520.00	\$11.62	\$1,380.00	01/06/2021	01/31/2026	
301		733	\$8,400.00	\$11.46	\$540.00	04/03/2024	04/30/2026	
302		733	\$8,700.00	\$11.87	\$900.00	11/01/2023	10/31/2025	
303		733	\$7,800.00	\$10.64	\$540.00	08/01/2024	07/31/2026	
304		733	\$8,580.00	\$11.71	\$540.00	03/26/2021	03/31/2026	
305		733	\$8,700.00	\$11.87	\$900.00	04/27/2023	04/30/2026	
306		733	\$8,400.00	\$11.46	\$540.00	12/23/2024	12/31/2025	
307		733	\$8,700.00	\$11.87	\$900.00	03/28/2023	03/31/2026	
308		733	\$8,400.00	\$11.46	\$1,260.00	07/12/2024	07/31/2025	
401		733	\$8,400.00	\$11.46	\$540.00	04/19/2024	04/30/2026	

RENT ROLL

Unit	Tenant Name	Sqft	Annual Rent	Annual Rent/Sqft	Other Income	Lease From	Lease To	Notes
403		733	\$8,400.00	\$11.46	\$900.00	01/16/2025	01/31/2026	
404		733	\$8,580.00	\$11.71	\$900.00	07/14/2021	07/31/2026	
405		733	\$8,400.00	\$11.46	\$900.00	08/12/2024	08/31/2025	
406		733	\$8,400.00	\$11.46	\$540.00	08/01/2024	07/31/2026	
407		733	\$8,400.00	\$11.46	\$900.00	11/27/2024	11/30/20025	
408		733	\$8,400.00	\$11.46	\$540.00	06/02/2025	05/31/2026	
501		733	\$8,400.00	\$11.46	\$540.00	04/10/2024	04/30/2026	
502		733	\$8,460.00	\$11.54	\$900.00	06/14/2024	06/30/2026	
503		733	\$8,400.00	\$11.46	\$540.00	01/17/2025	01/31/2026	
504		733	\$7,800.00	\$10.64	\$540.00	01/06/2025	01/31/2026	
505		733	\$8,400.00	\$11.46	\$900.00	04/22/2024	04/30/2026	
506		733	\$8,700.00	\$11.87	\$540.00	12/01/2023	12/31/2025	
507		733	\$8,400.00	\$11.46	\$1,260.00	02/21/2025	02/28/2026	
508		733	\$8,700.00	\$11.87	\$540.00	12/06/2023	12/31/2025	
601		600	\$6,600.00	\$11.00	\$540.00	04/28/2025	04/30/2026	
602		860	\$8,400.00	\$9.77	\$540.00	08/06/2024	08/31/2025	
603		600	\$6,660.00	\$11.10	\$540.00	11/24/2021	11/30/2025	
604		860	\$10,800.00	\$12.56	\$1,080.00	06/16/2023	06/30/2026	
402	Vacancy	733	\$8,700.00	\$11.87				
	Total Occupied	30774	\$362,700.00					
	Total Vacant	733	\$8,700.00					
Total		31507	\$371,400.00		\$32,280.00			

OVERVIEW & ASSUMPTIONS

Pricing Summary

Pricing	\$3,200,000.00
Price PSF	\$101.56
In Place NOI	\$220,893.00
In Place Cap Rate	6.90%
Year 1 NOI	\$235,021.80
Year 1 Cap Rate	7.34%
Year 1 Leveraged Cash / Cash Return	7.34%

General Information

Analysis Period	5
Analysis Start Date	09/01/2025
Expense Source	Proforma
Income Growth Rate	3.50%
Additional Income Growth Rate	4.00%
Market Rent/SF	\$11.79

Expense Breakdown

General Expenses	
Utilities & Waste Services	\$46,840.00
Landscaping	\$9,600.00
Pest & Termite	\$2,283.00
Maintenance & Repairs (Proforma Budget)	\$35,000.00
Total General Expenses	\$93,723.00
Property Insurance	\$24,252.00
Property Tax	\$37,112.00
Management Fee	\$19,000.00
Total Expenses	\$174,087.00

CASH FLOW PROJECTIONS

	In Place	Year 1	Year 2	Year 3	Year 4	Year 5
POTENTIAL GROSS REVENUE						
BASE RENTAL REVENUE	\$371,400.00	\$384,399.00	\$397,852.97	\$411,777.82	\$426,190.04	\$441,106.69
ABSORPTION & TURNOVER VACANCY	\$(8,700.00)	\$(8,700.00)	\$(8,700.00)	\$(8,700.00)	\$(8,700.00)	\$(8,700.00)
SCHEDULED BASE RENTAL REVENUE	\$362,700.00	\$375,699.00	\$389,152.97	\$403,077.82	\$417,490.04	\$432,406.69
UTIL/OTHER INCOME/ELEC	\$32,280.00	\$33,409.80	\$34,579.14	\$35,789.41	\$37,042.04	\$38,338.51
TOTAL POTENTIAL GROSS REVENUE	\$394,980.00	\$409,108.80	\$423,732.11	\$438,867.23	\$454,532.08	\$470,745.21
EFFECTIVE GROSS REVENUE	\$394,980.00	\$409,108.80	\$423,732.11	\$438,867.23	\$454,532.08	\$470,745.21
OPERATING EXPENSES						
PROPERTY TAX	\$37,112.00	\$37,112.00	\$37,112.00	\$37,112.00	\$37,112.00	\$37,112.00
INSURANCE	\$24,252.00	\$24,252.00	\$24,252.00	\$24,252.00	\$24,252.00	\$24,252.00
MANAGEMENT FEE	\$19,000.00	\$19,000.00	\$19,000.00	\$19,000.00	\$19,000.00	\$19,000.00
GENERAL EXPENSES	\$93,723.00	\$93,723.00	\$93,723.00	\$93,723.00	\$93,723.00	\$93,723.00
TOTAL OPERATING EXPENSES	\$174,087.00	\$174,087.00	\$174,087.00	\$174,087.00	\$174,087.00	\$174,087.00
NET OPERATING INCOME	\$220,893.00	\$235,021.80	\$249,645.11	\$264,780.23	\$280,445.08	\$296,658.21
CAP RATE		7.34%	7.80%	8.27%	8.76%	9.27%



SALES COMPARABLES

Hillcrest Apartments

604 Pinson Place

Birmingham, Alabama 35215



Hillcrest Apts is unincorporated Jefferson County. It's priced competitively at \$72,727.27 per unit. Pearl at Sun Valley is a RECENT & DIRECT sale comparable that is only 0.6 miles from Hillcrest Apts. The major difference : Pearl at Sun Valley is within the municipality of Center Point. Unincorporated county is more investor friendly & less milage rate on property taxes among others bonuses.

Pearl at Sun Valley

2301-2321 7th St NW

Center Point, Alabama 35215



Symonette Management sold this 48-unit, 42,554 square foot multi-family property to a private individual for \$3,375,000. The property was 92% occupied at the time of the sale. The information in the comparable has been verified by the listing broker and the true buyer. This sold at \$70,312.50 per door only 1.5 miles away by car or 0.6 miles direct path. (Located within the City of Center Point)

Price	\$3,200,000.00
Sale Date	Active
Cap Rate%	7.34
Net Operating Income	\$220,893.00
Building Size	32,240 Sqft
Lot Size	4.67 Acres
Number of Units	44.00
Occupancy %	98.00
Market Rent (PSF)	\$0.96

Price	\$3,375,000.00
Sale Date	03/25/2025
Building Size	43,200 Sqft
Lot Size	2.57 Acres
Number of Units	48.00
Occupancy %	92.00
Market Rent (PSF)	\$1.04

SALES COMPARABLES

Madison Park

2349 8th St NW

Center Point, Alabama 35215

The 336,976 square foot/332-unit multifamily community sold for \$32,500,000 or \$97,892 per unit. Located at 2349 8th Street NW in Center Point, Alabama, Madison Park has a unit mix of one-to-four bedroom ranging from 682 to 1596 square feet. Rents range from \$645 to \$1170 per unit. The community boasts a playground, pool, and tennis court. Occupancy was reported at 96% at time of sale.

Price	\$32,500,000.00
Sale Date	04/12/2022
Building Size	336,976 Sqft
Lot Size	22.59 Acres
Number of Units	332.00
Occupancy %	96.00

Uptown Villas

1428 FL Shuttlesworth Drive

Birmingham, Alabama 35234

This comparable represents the listing of a 32-unit apartment property, Uptown Villas. This property is currently listed for \$2,490,000, or \$77,813 per unit. The property is 97% leased with average in-place rents of \$709 per month (9.44 multiplier based on 31 rented units). The average asking rent is \$761 per month (8.52 multiplier at 100% occupancy). Expense information was not available.

Price	\$2,490,000.00
Sale Date	Active
Building Size	25,696 Sqft
Lot Size	0.94 Acres
Number of Units	32.00
Occupancy %	97.00







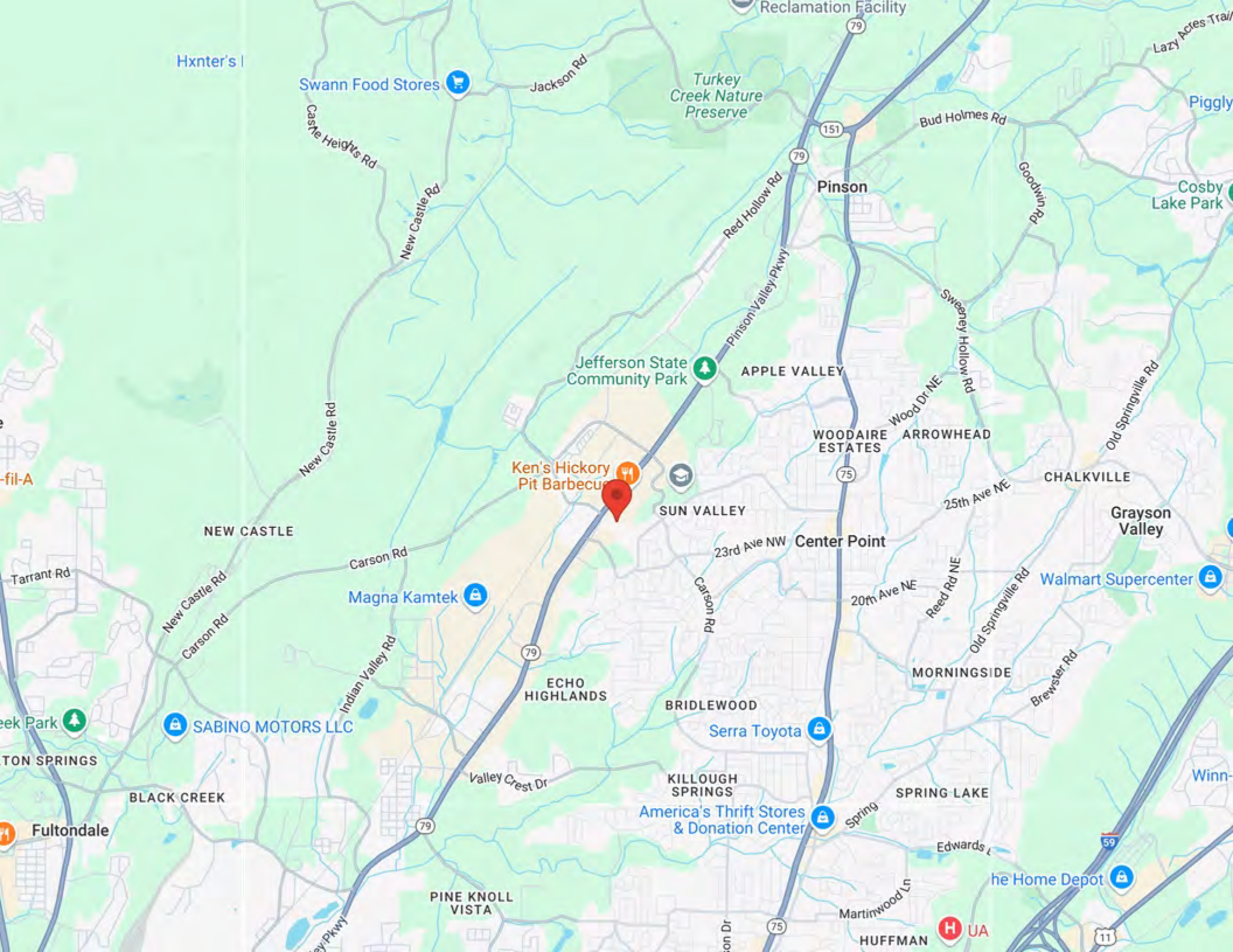
DEMOGRAPHICS

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	5,019	37,525	83,934
2010 Population	4,845	37,195	83,174
2025 Population	4,443	35,393	81,593
2030 Population	4,352	34,842	80,412
2025-2030 Growth Rate	-0.41 %	-0.31 %	-0.29 %
2025 Daytime Population	4,527	28,746	69,109

2025 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15000	225	1,582	3,159
\$15000-24999	203	1,344	2,795
\$25000-34999	196	1,450	3,065
\$35000-49999	253	1,870	3,944
\$50000-74999	266	2,676	6,414
\$75000-99999	127	1,546	4,452
\$100000-149999	230	1,728	4,317
\$150000-199999	136	745	1,840
\$200000 or greater	127	554	1,446
Median HH Income	\$ 50,604	\$ 53,361	\$ 59,140
Average HH Income	\$ 80,530	\$ 71,045	\$ 76,209



HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Households	1,933	14,542	32,668
2010 Total Households	1,809	14,077	32,153
2025 Total Households	1,764	13,496	31,431
2030 Total Households	1,741	13,355	31,116
2025 Average Household Size	2.47	2.6	2.57
2025 Owner Occupied Housing	870	7,063	19,407
2030 Owner Occupied Housing	875	7,062	19,351
2025 Renter Occupied Housing	894	6,433	12,024
2030 Renter Occupied Housing	867	6,294	11,765
2025 Vacant Housing	333	2,011	3,888
2025 Total Housing	2,097	15,507	35,319



Hxnter's |

Swann Food Stores

Jackson Rd

Turkey
Creek Nature
Preserve

79

Pinson

Bud Holmes Rd

Piggly

Cosby
Lake Park

Jefferson State
Community Park

APPLE VALLEY

WOODAIRE
ESTATES

ARROWHEAD

CHALKVILLE

Grayson
Valley

Ken's Hickory
Pit Barbecue

SUN VALLEY

Center Point

Walmart Supercenter

NEW CASTLE

Carson Rd

Magna Kamtek

23rd Ave NW

20th Ave NE

Reed Rd NE

Old Springville Rd

MORNINGSIDE

Brewster Rd

New Castle Rd
Carson Rd

Indian Valley Rd

79

ECHO
HIGHLANDS

BRIDLEWOOD

Serra Toyota

KILLOUGH
SPRINGS

America's Thrift Stores
& Donation Center

SPRING LAKE

Edwards

he Home Depot

HUFFMAN

H UA

PINE KNOLL
VISTA

79

75

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59

-fil-A

Tarrant Rd

Peak Park

TON SPRINGS

BLACK CREEK

Fultondale

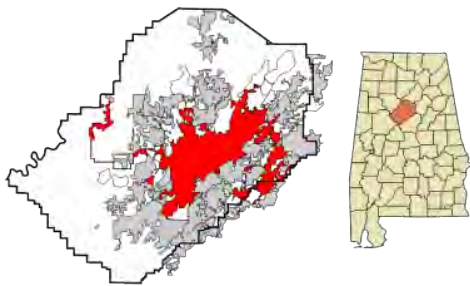
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ABOUT BIRMINGHAM

Birmingham (BUR-ming-ham) is a city in the north central region of Alabama, United States. It is the second-most populous city in the state with a population of 200,733 at the 2020 census and estimated at 196,357 in 2024, while the Birmingham metropolitan area with over 1.19 million residents is the largest metropolitan area in Alabama and 47th-most populous in the US. Birmingham serves as a major regional economic, medical, and educational hub of the Deep South, Piedmont, and Appalachian regions. It is the county seat of Jefferson County.



CITY OF BIRMINGHAM

Incorporated	12/18/1871
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AREA

City	149.5 sq mi
Land	147 sq mi
Water	2.5 sq mi

POPULATION

Population	200,733
Estimate (2024)	196,357
Rank	131
Density	1,365.37 sq mi
Urban	774,956

CONFIDENTIALITY STATEMENT

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from WATTS REALTY CO., INC. and it should not be made available to any other person or entity without the written consent of WATTS REALTY CO., INC..

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 WATTS REALTY CO., INC.. 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. WATTS REALTY CO., INC. 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 of 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, WATTS REALTY CO., INC. has not verified, and will not verify, any of the information contained herein, nor has WATTS REALTY CO., INC. 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.

**PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.
PLEASE CONTACT THE WATTS REALTY CO., INC. ADVISOR
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