

# WALNUT RIDGE APARTMENTS 

202 Walnut Hill Dr. | Easley, SC 29642
OFFERING MEMORANDUM

## FURMAN

## CAPITAL ADVISORS

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## 1

## INVESTMENT HIGHLIGHTS

## INVESTMENT HIGHLIGHTS

Executive Summary

PROPERTY SUMMARY

| Address | 202 Walnut Hill Drive <br> Easley, SC <br> 29642 |  |
| :--- | ---: | ---: |
| Site Size | 2.22 |  |
| Parcel Number | $5028-05-17-4641$ |  |
| Year Built | 2023 |  |
| Number of Units | 24 |  |
| Number of Buildings | 7 |  |
| Number of Parking | 40 |  |
| Average SF per Unit | 990 |  |
| Asking Rent per Unit | $\$ 1,400$ |  |
| Exterior Construction Material | Vinyl |  |
| Windows | 1 year old/Double Pane |  |
| Parking Lot | New |  |
| Roof | 3 tab/New |  |
| Plumbing | New |  |
| AlC |  |  |


| UTILITIES | PROVIDER/SPECS | WHO PAYS WHAT |
| :--- | :---: | ---: |
| Electric | Easley Combined Utilities | Resident |
| Water/Sewer | Easley Combined Utilities | Resident |
| Trash Removal | Republic Services | Landlord |
| Pest Control | Gregory Pest Control | Landlord |
| Landscaping | Landmark Landscaping | Landlord |
| Cable/Internet | Spectrum | Resident |


|  | UNIT MIX |  |  |  |
| :--- | :---: | :---: | ---: | ---: | ---: |
| Unit Type | Number | Avg Size | Avg Asking <br> Rent | Avg Effective <br> Rent |
| 2b/2ba | 24 | 990 | $\$ 1,400$ | $\$ 1,223$ |
| Total | 24 | 990 | $\$ 1,400$ | $\$ 1,223$ |

## COMMUNITY AMMENITIES

- Balcony
- Cable Ready
- Dishwasher
- Garbage Disposal
- Patio
- Porches
- Smoke Free
- Trash Removal
- Washer \& Dryer Connections
- Accepts Electronic Payments
- Emergency Maintenance
- Black Appliances
- Close to shopping, medical and home improvement
- Easy access to Highway 153-15 minutes to Greenville and Clemson
- Fire sprinklers in all units
- Internet hook-ups
- Pickens 01 School District


## INVESTMENT HIGHLIGHTS

Property Overview

24 brand new units, all with spacious two bedroom layouts just under 1,000 SF and modern finishes throughout.

Property is fully occupied with rents averaging $\$ 1,300$ indicating the ease to continue increases without pushback in the future.

Additional contiguous parcel under same ownership available with an opportunity to add 6 additional units in the future.

Conveniently located just 13 miles from downtown Greenville in a high growth area with easy access to retail, restaurants and grocery stores.



## MARKET

OVERVIEW

WALNUT RIDGE APARTMENTS
Easley, SC

## MARKET OVERVIEW


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## BESH' OF BOJil WOillDS

Walnut Ridge Apartments enjoys QUICK ACCESS to both the friendly and dynamic
Downtown Easley and a short drive to the award-winning Greenville, SC

## MARKET OVERVIEW

## Major Employers in Upstate, South Carolina



Walmart

## Retail

(5,000+employees)

ANMED HEALTH

## Health Care

(3,600+ employees)
$\int$ DUKE
ENERGY.
Utility
(3,700+ employees)



WALNUT RIDGE APARTMENTS
Easley, SC

## PROPERTY GALLERY

Interior Photos


## DEMOGRAPHIC <br> TRENDS

WALNUT RIDGE APARTMENTS
Easley, SC

## DEMOGRAPHIC TRENDS

202 Walnut Hill Drive, Easley, SC 29642

POPULATION TRENDS
5-Mile

| 2010 | $\mathbf{4 5 , 8 2 2}$ |
| :--- | :--- |
| 2023 | $\mathbf{5 1 , 4 6 4}$ |
| 2028 | $\mathbf{5 3 , 8 0 7}$ |

$\circ$
웅웅
51,464

2023 Population

HOUSEHOLD TRENDS
5-Mile

2010
2023
2028


20,296

AVERAGE HOUSEHOLD INCOME 2023

1-Mile
\$62,334
3-Miles
\$71,215
5-Miles
\$78,042

DEMOGRAPHIC HIGHLIGHTS
Strong surrounding household incomes make this site very attractive for a future repositioning.


## 5 <br> PROPERTY <br> COMPARABLE

WALNUT RIDGE APARTMENTS
Easley, SC

## COMPARABLE

## Rent Properties



| PROPERTY | TOTAL <br> UNITS | YEAR <br> BUILT | AVG | ASKING | ASKING |
| :--- | :---: | :---: | :---: | :---: | :---: |
| SF | 24 | 2023 | 990 | $\$ 1,400$ | $\$ 1.41$ |
| Walnut Ridge Apartments | 224 | 2022 | 1,115 | $\$ 1,387$ | $\$ 1.24$ |
| The Farmhouse of Easley | 194 | 2007 | 987 | $\$ 1,095$ | $\$ 1.11$ |
| 2 | Auston Woods Apartments | 84 | 2015 | 1,227 | $\$ 1,344$ |
| 3 Glen Brook | 248 | 1997 | 1,179 | $\$ 1,043$ | $\$ 1.10$ |
| 4 | Shadowbrook Apartments |  |  |  | $\$ 0.88$ |

## COMPARABLE

Rent Properties
(1) The Farmhouse of Easley

105 Stewart Dr.
Easley, SC 29640
Year Built: 2022
Total Units: 224
Property Type: Garden
Total Area (SF): 224,000
Unit Mix

| Bed/Bath | Units | SF | Asking Rent | Per/SF |
| :--- | :---: | :---: | :---: | :---: |
| 1 Bed / 1 Bath | 84 | 860 | $\$ 1,175$ | $\$ 1.37$ |
| 1 Bed / 1 Bath | 4 | 900 | $\$ 1,220$ | $\$ 1.36$ |
| 2 Bed / 2 Bath | 108 | 1,255 | $\$ 1,510$ | $\$ 1.20$ |
| 2 Bed / 2 Bath | 4 | 1,265 | $\$ 1,416$ | $\$ 1.12$ |
| 3 Bed / 2 Bath | 24 | 1,390 | $\$ 1,600$ | $\$ 1.15$ |
| Total/Avg | $\mathbf{2 2 4}$ | $\mathbf{1 , 1 1 5}$ | $\mathbf{\$ 1 , 3 8 7}$ | $\mathbf{\$ 1 . 2 4}$ |

Unit Amenities
Balcony
Carpet
Ceiling Fans
Island Kitchen
Kitchen
Oven
Patio
Refrigerator
Storage Space
Tub/Shower
Washer/Dryer

## Site Amenities

Car Wash Area
Clubhouse
Fitness Center
Grill
Lounge
Pet Play Area
Pet Washing Station
Picnic Area
Pool
Storage Space

## (2) Auston Woods Apartments



Unit Mix

| Bed/Bath | Units | SF | Asking Rent | Per/SF |
| :--- | :---: | :---: | :---: | :---: |
| 1 Bed / 1 Bath | 44 | 696 | $\$ 921$ | $\$ 1.32$ |
| 1 Bed / 1 Bath | 44 | 821 | $\$ 986$ | $\$ 1.20$ |
| 2 Bed / 2 Bath | 30 | 904 | $\$ 986$ | $\$ 1.09$ |
| 2 Bed / 2 Bath | 30 | 1,029 | $\$ 1,151$ | $\$ 1.12$ |
| 3 Bed / 2 Bath | 46 | 1,451 | $\$ 1,401$ | $\$ 0.97$ |
| Total/Avg | $\mathbf{1 9 4}$ | $\mathbf{9 8 7}$ | $\mathbf{\$ 1 , 0 9 5}$ | $\mathbf{\$ 1 . 1 1}$ |

## Unit Amenities

Air Conditioning
Balcony
Grill
Patio
Storage Space
Sunroom
Walk-In Closets
Washer/Dryer Hookup
Wheelchair Accessible (Rooms)

## Site Amenities

24 Hour Access
Business Center
Car Wash Area
Fitness Center
Grill
Laundry Facilities
Maintenance on site
Media Center/Movie Theatre
Picnic Area
Pool
Property Manager on Site
Storage Space

## COMPARABLE

## Rent Properties



335 Rock Springs Rd.
Easley, SC 29642
Year Built: 2015
Total Units:
Property Type: Garden
Total Area (SF): 103,068

Unit Mix

| Bed/Bath | Units | SF | Asking Rent | Per/SF |
| :--- | :---: | :---: | :---: | :---: |
| 2 Bed / 2 Bath | 84 | 1,227 | $\$ 1,344$ | $\$ 1.10$ |
| Total/Avg | $\mathbf{8 4}$ | $\mathbf{1 , 2 2 7}$ | $\mathbf{\$ 1 , 3 4 4}$ | $\mathbf{\$ 1 . 1 0}$ |

## Unit Amenities

Air Conditioning
Built-In Bookshelves
Cable Ready
Carpet
Ceiling Fans
Dishwasher
Granite Countertops
Heating
Kitchen
Microwave
Oven
Patio
Refrigerator
Tub/Shower
Views
Vinyl Flooring
Walk-In Closets
Washer/Dryer Hookup

## 4) Shadowbrook Apartments



Unit Mix

| Bed/Bath | Units | SF | Asking Rent | Per/SF |
| :--- | :---: | :---: | :---: | :---: |
| 1 Bed / 1 Bath | 56 | 930 | $\$ 946$ | $\$ 1.02$ |
| 2 Bed / 2 Bath | 156 | 1,200 | $\$ 1,046$ | $\$ 0.87$ |
| 3 Bed / 2 Bath | 36 | 1,475 | $\$ 1,186$ | $\$ 0.80$ |
| Total/Avg | $\mathbf{2 4 8}$ | $\mathbf{1 , 1 7 9}$ | $\mathbf{\$ 1 , 0 4 3}$ | $\mathbf{\$ 0 . 8 8}$ |

## Unit Amenities

Air Conditioning
Balcony
Ceiling Fans
Dishwasher
Freezer
Grill
Heating
Storage Space
Walk-In Closets
Washer/Dryer Hookup
Wheelchair Accessible (Rooms)

## Site Amenities

24 Hour Access
Controlled Access
Corporate Suites
Courtyard
Elevator
Fenced Lot
Fitness Center
Grill
Laundry Facilities
Maintenance on site
Picnic Area
Pool
Property Manager on Site
Storage Space

## COMPARABLE



## COMPARABLE

Sale Properties

## (1) Marbella Townhomes



Unit Mix

| Bed/Bath | Units | SF | Asking Rent | Per/SF |
| :--- | :---: | :---: | :---: | :---: |
| 3 Bed / 2.5 Bath | 78 | 1,426 | $\$ 1,650$ | $\$ 1.16$ |
| 3 Bed / 3.5 Bath | 4 | 1,920 | $\$ 1,799$ | $\$ 0.94$ |
| Total/Avg | $\mathbf{8 2}$ | $\mathbf{1 , 4 5 0}$ | $\mathbf{\$ 1 , 6 5 7}$ | $\mathbf{\$ 1 . 1 4}$ |

## Building Amenities

Dishwasher
Disposal
Kitchen
Microwave
Oven
Range
Refrigerator
Tub/Shower
Views

## Valley View Townes



116 Aspen Valley Trl
Fountain Inn, SC 29644
Year Built:
Total Units: 132
Property Type: Townhome
Total Area (SF): 188,030 SF
Sale Price: \$26,403,000
\$200,023
Unit Mix

| Bed/Bath | Units | SF | Asking Rent | Per/SF |
| :--- | :---: | :---: | :---: | :---: |
| 3 Bed / 2.5 Bath | 46 | 1,416 | $\$ 1,694$ | $\$ 1.20$ |
| 3 Bed / 2.5 Bath | 86 | 1,429 | $\$ 1,639$ | $\$ 1.15$ |
| Total/Avg | $\mathbf{1 3 2}$ | $\mathbf{1 , 4 2 4}$ | $\mathbf{\$ 1 , 6 5 8}$ | $\mathbf{\$ 1 . 1 6}$ |

## Unit Amenities

Air Conditioning

## Site Amenities

Cable Ready
Online Services
Pool
Property Manager on Site
Walking/Biking Trails

Heating
Kitchen
Oven
Range
Stainless Steel Appliances
Tub/Shower
Washer/Dryer

## COMPARABLE

Sale Properties
(3) The Farmhouse of Easley


| 105 Stewart Dr. |  |
| :--- | ---: |
| Easley, SC 29640 |  |
| Year Built: | 2022 |
| Total Units: | 224 |
| Property Type: | Garden |
| Total Area (SF): | 224,000 SF |
| Sale Price: | $\$ 40,350,000$ |
| Price/Unit: | $\$ 180,134$ |

Unit Mix

| Bed/Bath | Units | SF | Asking Rent | Per/SF |
| :--- | :---: | :---: | :---: | :---: |
| 1 Bed / 1 Bath | 84 | 860 | $\$ 1,175$ | $\$ 1.37$ |
| 1 Bed / 1 Bath | 4 | 900 | $\$ 1,220$ | $\$ 1.36$ |
| 2 Bed / 2 Bath | 108 | 1,255 | $\$ 1,510$ | $\$ 1.20$ |
| 2 Bed / 2 Bath | 4 | 1,265 | $\$ 1,416$ | $\$ 1.12$ |
| 3 Bed / 2 Bath | 24 | 1,390 | $\$ 1,600$ | $\$ 1.15$ |
| Total/Avg | $\mathbf{2 2 4}$ | $\mathbf{1 , 1 1 5}$ | $\mathbf{\$ 1 , 3 8 7}$ | $\mathbf{\$ 1 . 2 4}$ |

Unit Amenities
Site Amenities
Balcony
Car Wash Area
Carpet
Clubhouse
Ceiling Fans
Fitness Center
Island Kitchen
Grill
Kitchen
Lounge
Pet Play Area
Oven
Pet Washing Station
Patio
Picnic Area
Pool
Storage Space


WALNUT RIDGE APARTMENTS
Easley, SC

## FINANCIALS

Pro Forma Assumptions

## YEAR 1 PRO FORMA ASSUMPTIONS

GROSS POTENTIAL RENT: Gross potential rent is determined by asking rents at current market levels and is anticipated to increase by 3\% annually in years 3-5.

VACANCY LOSS: Vacancy loss is forecast at $5.00 \%$ in years 1-5.
OTHER INCOME: Other income is based on historical operations.
REPAIRS \& MAINTENANCE EXPENSE: Repairs and maintenance expense is based on market operations.
UTILITIES EXPENSE: Utilities expense is based on historical operations
GENERAL \& ADMINISTRATIVE EXPENSE: General \& administrative expense is based on market operations.
PAYROLL: Payroll expense is based on the current staff, wages, benefits, as well as market operations.
MANAGEMENT FEE: Management fee is based on historical and market operations.
INSURANCE: Insurance is based on historical and market operations.
TAXES: Taxes are based on actual millage rates and a projected assessed value at point of sale. Taxes are estimates only.

## FINANCIALS

Rent Analysis


## FINANCIALS

Financial Summary \& Proforma

| Income |  |  | FCA PRO FORMA YEAR 1 |  | EXTENDED PRO FORMA |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | YEAR 2 | YEAR 3 | YEAR 4 | YEAR 5 |
|  | TOTAL | PER UNIT |  |  | TOTAL | PER UNIT | TOTAL | TOTAL | TOTAL | TOTAL |
| Market Rent | \$374,400 | \$15,600 | \$403,200 | \$16,800 | \$423,360 | \$440,294 | \$457,906 | \$476,222 |
| Gain/(Loss) to Lease | $(\$ 22,184)$ | (\$924) | $(\$ 18,540)$ | (\$773) | (\$9,060) | \$0 | \$0 | \$0 |
| \|Total Gross P otential Rent | \$352,216 | \$14,676 | \$384,660 | \$16,028 | \$414,300 | \$440,294 | \$457,906 | \$476,222 |
| Vacancy Loss | $(\$ 4,360)$ | 1.24\% | (\$19,233) | 5.00\% | (\$21,168) | $(\$ 22,015)$ | $(\$ 22,895)$ | $(\$ 23,811)$ |
| Concessions | $(\$ 7,600)$ | 2.16\% | \$0 | 0.00\% | \$0 | \$0 | \$0 | \$0 |
| Model/Down/Employee Units | \$0 | 0.00\% | \$0 | 0.00\% | \$0 | \$0 | \$0 | \$0 |
| Bad Debt-Rent Write-Off | \$0 | 0.00\% | \$0 | 0.00\% | \$0 | \$0 | \$0 | \$0 |
| Total Rent Deductions | (\$11,960) | 3.40\% | (\$19,233) | 5.00\% | (\$21,168) | (\$22,015) | (\$22,895) | $(\$ 23,811)$ |
| NET RENTAL INCOME | \$340,256 | \$14,177 | \$365,427 | \$15,226 | \$393,132 | \$418,280 | \$435,011 | \$452,411 |
| Late Fees | \$880 | \$37 | \$906 | \$38 | \$925 | \$943 | \$962 | \$981 |
| Laundry Income | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Garage Rental | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Application Fees | \$600 | \$25 | \$618 | \$26 | \$630 | \$643 | \$656 | \$669 |
| Utility Reimbursement | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Other Income | \$1,944 | \$81 | \$2,002 | \$83 | \$2,042 | \$2,083 | \$2,125 | \$2,167 |
| Total Other Income | \$3,424 | \$143 | \$3,527 | \$147 | \$3,597 | \$3,669 | \$3,743 | \$3,817 |
| TOTAL OPERATING INCOME | \$343,680 | \$14,320 | \$368,954 | \$15,373 | \$396,729 | \$421,949 | \$438,753 | \$456,229 |
| Expenses |  |  |  |  |  |  |  |  |
| General Repairs \& MaintenanLandscapingPest ControlContract ServicesTurnoverRepairs \& Maintenance | \$4,904 | \$204 | \$5,051 | \$210 | \$5,152 | \$5,255 | \$5,360 | \$5,467 |
|  | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
|  | \$3,960 | \$165 | \$4,079 | \$170 | \$4,160 | \$4,244 | \$4,328 | \$4,415 |
|  | \$268 | \$11 | \$276 | \$12 | \$282 | \$287 | \$293 | \$299 |
|  | \$680 | \$28 | \$700 | \$29 | \$714 | \$729 | \$743 | \$758 |
|  | \$9,812 | \$409 | \$10,106 | \$421 | \$10,308 | \$10,515 | \$10,725 | \$10,939 |
| Utilities | \$7,716 | \$322 | \$7,947 | \$331 | \$8,186 | \$8,431 | \$8,684 | \$8,945 |
| General \& Administrative | \$17,216 | \$717 | \$17,732 | \$739 | \$18,087 | \$18,449 | \$18,818 | \$19,194 |
| Advertising | \$6,588 | \$275 | \$6,786 | \$283 | \$6,921 | \$7,060 | \$7,201 | \$7,345 |
| Legal/Professional Fees | \$1,608 | \$67 | \$1,656 | \$69 | \$1,689 | \$1,723 | \$1,758 | \$1,793 |
| Payroll | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Management Fee | \$0 | \$0 | \$29,516 | 8.00\% | \$31,738 | \$33,756 | \$35,100 | \$36,498 |
| Insurance2 | \$4,800 | \$200 | \$6,500 | \$271 | \$6,565 | \$6,631 | \$6,697 | \$6,764 |
| Property Tax3 <br> Total Other Expenses | \$6,608 | \$275 | \$43,697 | \$1,821 | \$44,134 | \$44,575 | \$45,021 | \$45,471 |
|  | \$19,604 | \$817 | \$88,155 | \$2,443 | \$91,048 | \$93,745 | \$95,777 | \$97,871 |
| TOTAL EXPENSES | \$54,348 | \$2,265 | \$123,941 | \$5,164 | \$127,629 | \$131,140 | \$134,004 | \$136,950 |
| NET OPERATING INCOME | \$289,332 | \$12,055 | \$245,012 | \$10,209 | \$269,100 | \$290,809 | \$304,750 | \$319,279 |
| Capital Reserves | \$6,000 | \$250 | \$6,000 | \$250 | \$6,000 | \$6,000 | \$6,000 | \$6,000 |
| NET OPERATING INCOME (After Reserves) | \$283,332 | \$11,805 | \$239,012 | \$9,959 | \$263,100 | \$284,809 | \$298,750 | \$313,279 |
| NOI Adjusted for Increase in Taxes | \$246,243 | \$10,260 |  |  |  |  |  |  |

${ }^{1}$ Actual operating statement adjusted to exclude nonrecurring expenses 2Actual operating statement adjusted to reflect 2023 property taxes

# FURMAN CAPITAL ADVISORS 

101 E. WASHINGTON STREET, SUITE 400 | GREENVILLE, SC 29601 864.235.6855 | FURMANCAPITAL.COM

