Ivy Chase Apartments

OFFERING MEMORANDUM

3130 S Mendenhall Rd
Memphis, TN 38115

Curtis Braden, CCIM
Braden, Braden & Braden
Principal Broker
(901) 881-2070
cbraden@bbbcre.com
TN: 284224, MS19110, AR AB00069049

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CONTENTS

Exclusively Marketed By Curtis Braden, CCIM of Braden Braden & Braden LLC

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IVY CHASE APARTMENTS

OFFERING SUMMARY

ADDRESS	3130 S Mendenhall Rd Memphis TN 38115
COUNTY	Shelby
MARKET	Memphis
SUBMARKET	Fox Meadows
BUILDING SF	135,320 SF
LAND SF	240,408 SF
LAND ACRES	5.52
NUMBER OF UNITS	171
YEAR BUILT	1973
APN	074074-00028
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

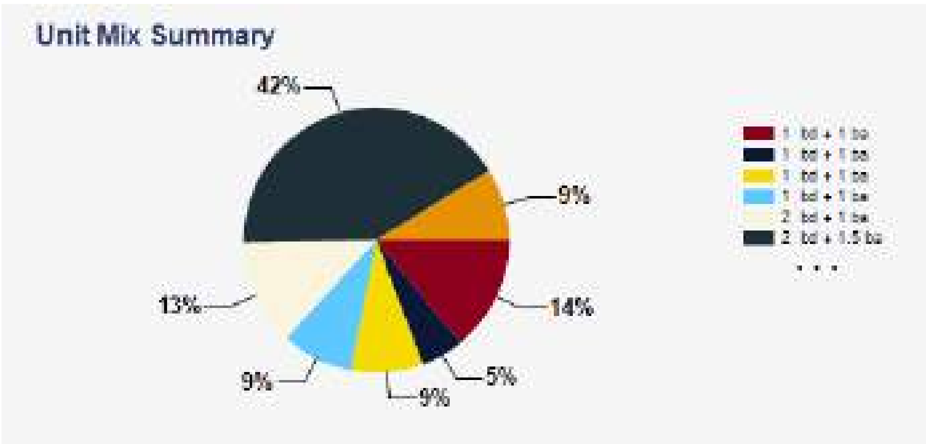
OFFERING PRICE	$10,000,000
PRICE PSF	$73.90
PRICE PER UNIT	$58,480
OCCUPANCY	75.00%
NOI (CURRENT)	$713,782
NOI (Pro Forma)	$1,224,045
CAP RATE (CURRENT)	7.14%
CAP RATE (Pro Forma)	12.24%
GRM (CURRENT)	6.99
GRM (Pro Forma)	5.37

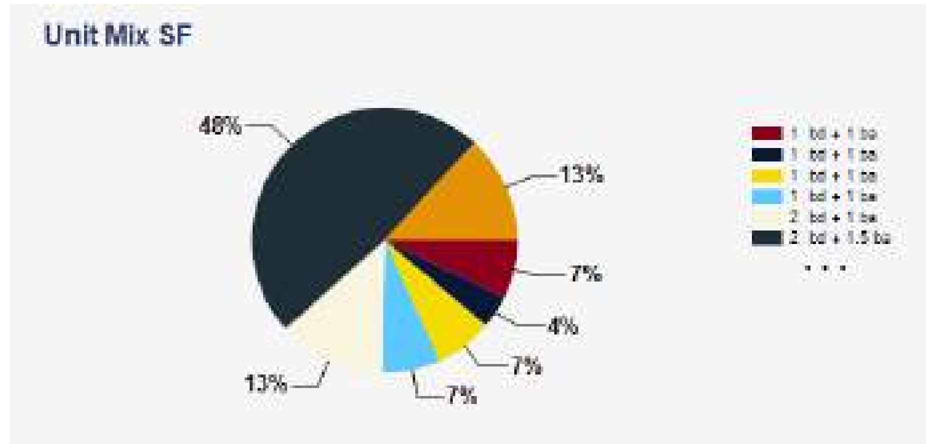
DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2022 Population	17,473	100,984	202,332
2022 Median HH Income	$40,945	$44,447	$53,493
2022 Average HH Income	$56,957	$66,013	$87,854

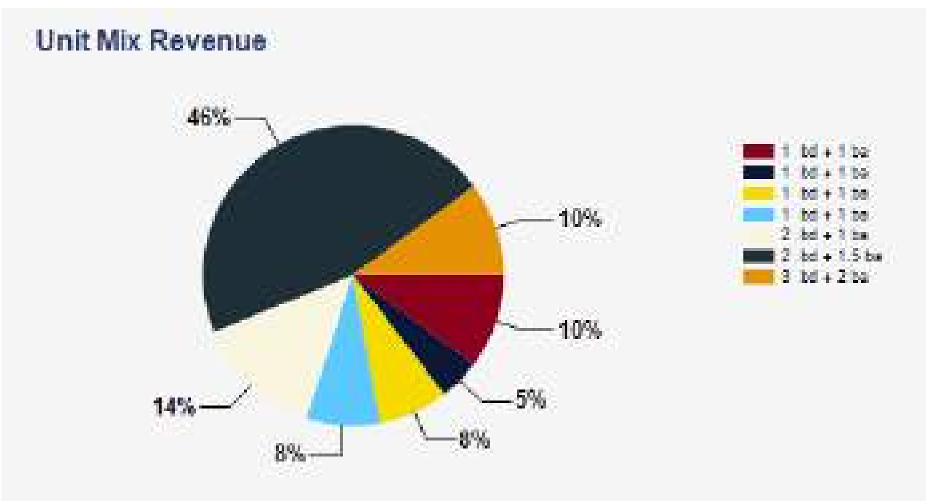
Investment Summary

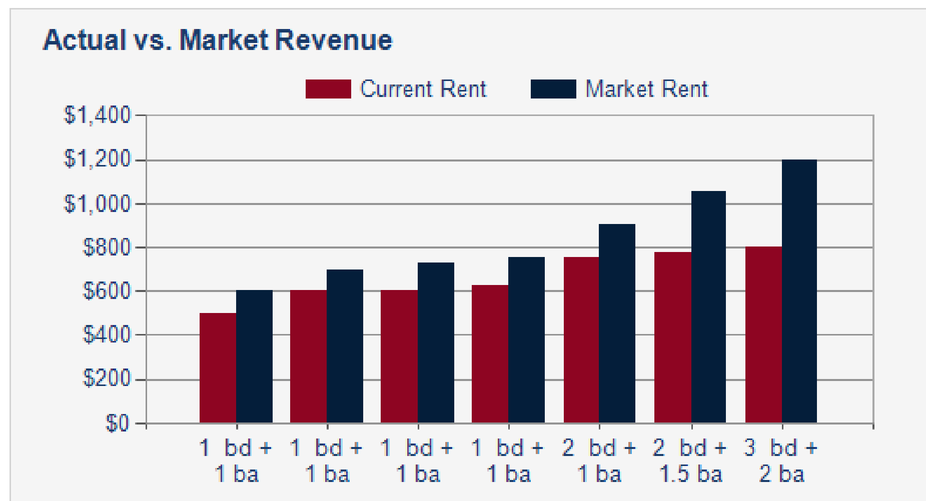
- The Ivy Chase Apartments offers a value-added opportunity to investors through improved operations and stabilization. The property is a Section 42 LIHTC complex, and its townhouse and flat styled apartments are fully occupied. Due to its last renovations taking place in 2006/2007, its potential is tremendous.

			Actual			Market		
Unit Mix	# Units	Square Feet	Current Rent	Rent PSF	Monthly Income	Market Rent	Market Rent PSF	Market Income
1 bd + 1 ba	24	455	$500	$1.10	$12,000	$600	$1.32	$14,400
1 bd + 1 ba	9	720	$600	$0.83	$5,400	$700	$0.97	$6,300
1 bd + 1 ba	15	728	$600	$0.82	$9,000	$725	$1.00	$10,875
1 bd + 1 ba	15	744	$625	$0.84	$9,375	$750	$1.01	$11,250
2 bd + 1 ba	22	939	$750	$0.80	$16,500	$900	$0.96	$19,800
2 bd + 1.5 ba	71	1,058	$775	$0.73	$55,025	$1,050	$0.99	$74,550
3 bd + 2 ba	15	1,346	$800	$0.59	$12,000	$1,200	$0.89	$18,000
Totals/Averages	**171**	**909**	**$698**	**$0.80**	**$119,300**	**$907**	**$1.03**	**$155,175**









IVY CHASE APARTMENTS

PROPERTY FEATURES

NUMBER OF UNITS	171
BUILDING SF	135,320
LAND SF	240,408
LAND ACRES	5.52
YEAR BUILT	1973
# OF PARCELS	1
ZONING TYPE	CMU-1
BUILDING CLASS	C
TOPOGRAPHY	Flat
LOCATION CLASS	C
NUMBER OF STORIES	3
NUMBER OF BUILDINGS	17
NUMBER OF PARKING SPACES	350
PARKING RATIO	2.05
SHARED AMENITY	Storage Units
UNIT AMENITY	Balcony/Patio
UNIT AMENITY	Walk-in Closets

MECHANICAL

HVAC	Central
FIRE PROTECTION	Smoke Detector

UTILITIES

WATER	Owner Pays
GAS	Tenant Pays
ELECTRIC	Tenant Pays

CONSTRUCTION

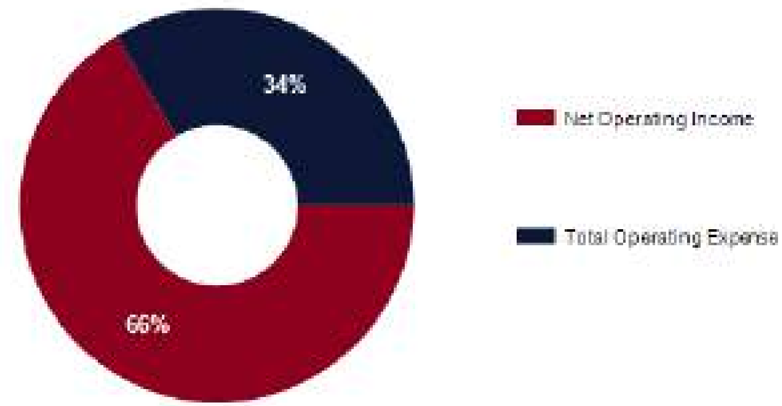
FOUNDATION	Slab
FRAMING	Wood
EXTERIOR	Stucco
PARKING SURFACE	Asphalt
ROOF	Flat
STYLE	Garden
LANDSCAPING	Trees/Shrubbery


IVY CHASE
APARTMENTS

IVY CHASE APARTMENTS

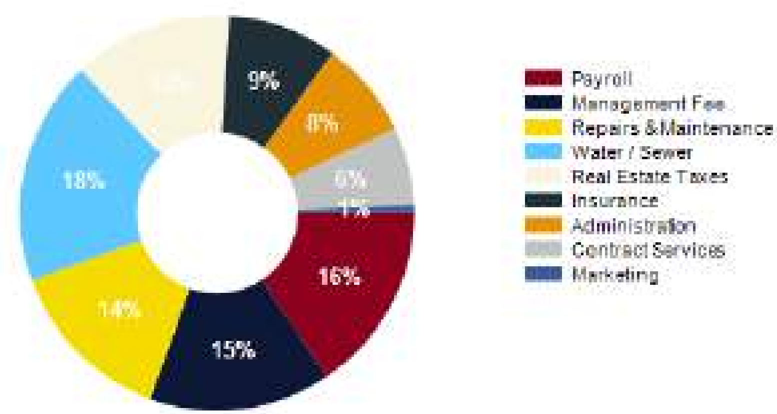
REVENUE ALLOCATION
CURRENT

INCOME	CURRENT		PRO FORMA	
Gross Potential Rent	$1,431,600		$1,862,100	
Gross Potential Income	**$1,431,600**		**$1,862,100**	
General Vacancy	-25.00%		-5.00%	
Effective Gross Income	**$1,073,700**		**$1,768,995**	
Less Expenses	$359,918	33.52%	$544,950	30.80%
Net Operating Income	**$713,782**		**$1,224,045**	



DISTRIBUTION OF EXPENSES
CURRENT

EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	$47,380	$277	$70,000	$409
Insurance	$32,273	$189	$40,000	$234
Management Fee (5.00% of EGI)	$53,685	$314	$88,450	$517
Marketing	$2,254	$13	$12,000	$70
Repairs & Maintenance	$50,355	$294	$85,500	$500
Water / Sewer	$66,065	$386	$80,000	$468
Contract Services	$23,015	$135	$24,000	$140
Administration	$28,750	$168	$25,000	$146
Payroll	$56,141	$328	$120,000	$702
Total Operating Expense	**$359,918**	**$2,105**	**$544,950**	**$3,187**
Expense / SF	$2.66		$4.03	
% of EGI	33.52%		30.80%	



Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

GLOBAL

Offering Price	**$10,000,000**
Analysis Period	**5 year(s)**
Millage Rate (not a growth rate)	**0.47000%**

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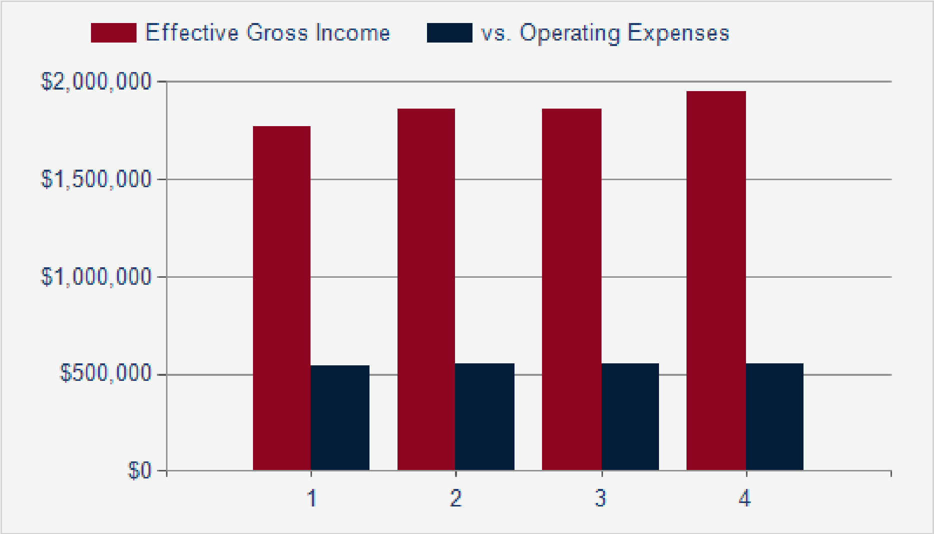
INCOME - Growth Rates	Year 3	Year 4	Year 5
Gross Potential Rent	5.00%		5.00%

Calendar Year	CURRENT	Pro Forma	Year 3	Year 4	Year 5
Gross Revenue					
Gross Rental Income	$1,431,600	$1,862,100	$1,955,205	$1,955,205	$2,052,965
General Vacancy	-25.00%	-5.00%	-5.00%	-5.00%	-5.00%
Effective Gross Income	**$1,073,700**	**$1,768,995**	**$1,857,445**	**$1,857,445**	**$1,950,317**
Operating Expenses					
Real Estate Taxes	$47,380	$70,000	$70,000	$70,000	$70,000
Insurance	$32,273	$40,000	$40,000	$40,000	$40,000
Management Fee	$53,685	$88,450	$92,872	$92,872	$97,516
Marketing	$2,254	$12,000	$12,000	$12,000	$12,000
Repairs & Maintenance	$50,355	$85,500	$85,500	$85,500	$85,500
Water / Sewer	$66,065	$80,000	$80,000	$80,000	$80,000
Contract Services	$23,015	$24,000	$24,000	$24,000	$24,000
Administration	$28,750	$25,000	$25,000	$25,000	$25,000
Payroll	$56,141	$120,000	$120,000	$120,000	$120,000
Total Operating Expense	**$359,918**	**$544,950**	**$549,372**	**$549,372**	**$554,016**
Net Operating Income	**$713,782**	**$1,224,045**	**$1,308,073**	**$1,308,073**	**$1,396,301**



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Calendar Year	CURRENT	Pro Forma	Year 3	Year 4	Year 5
CAP Rate	7.14%	12.24%	13.08%	13.08%	13.96%
Operating Expense Ratio	33.52%	30.80%	29.57%	29.57%	28.40%
Gross Multiplier (GRM)	6.99	5.37	5.11	5.11	4.87
Breakeven Ratio	25.14%	29.27%	28.10%	28.10%	26.99%
Price / SF	$73.90	$73.90	$73.90	$73.90	$73.90
Price / Unit	$58,480	$58,480	$58,480	$58,480	$58,480
Income / SF	$7.93	$13.07	$13.72	$13.72	$14.41
Expense / SF	$2.65	$4.02	$4.05	$4.05	$4.09

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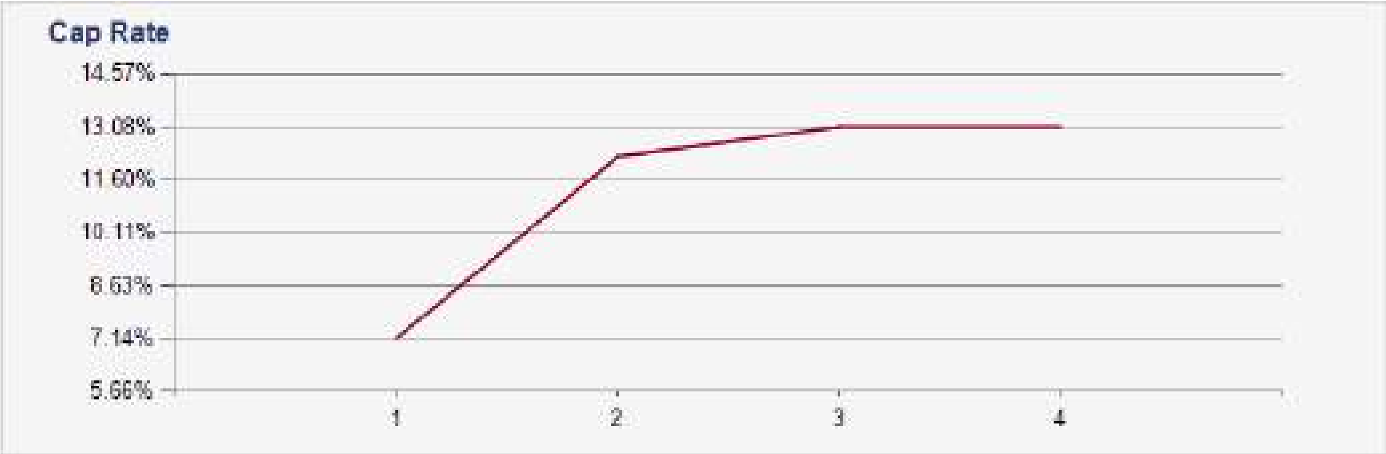
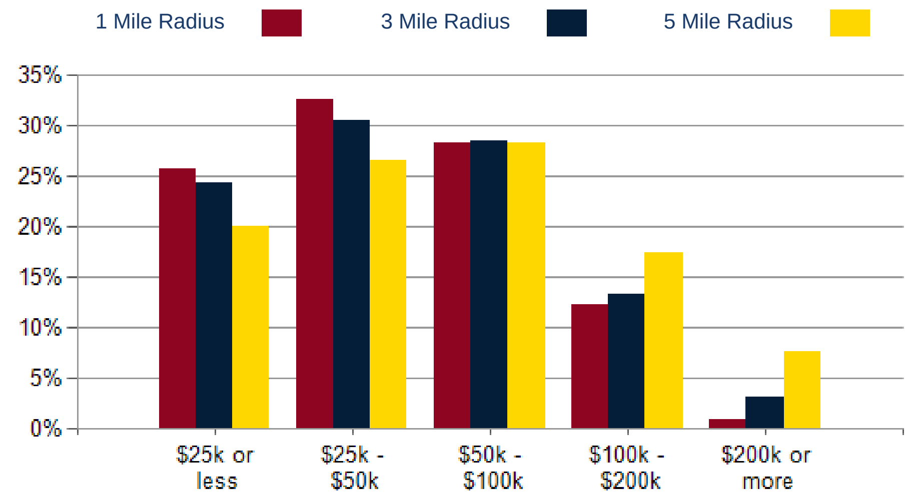


IVY CHASE APARTMENTS

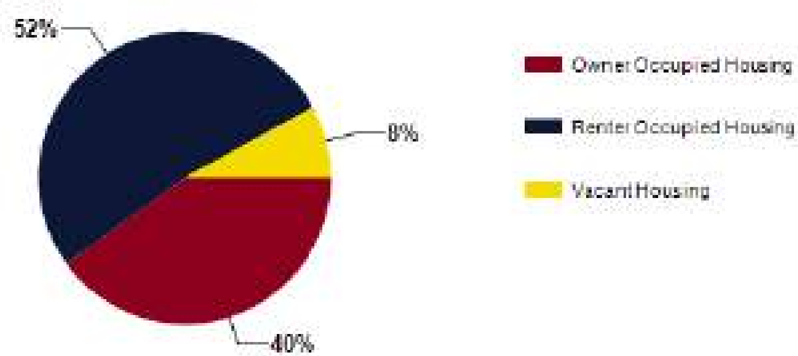
POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	16,530	105,237	208,633
2010 Population	16,208	101,075	202,164
2022 Population	17,473	100,984	202,332
2027 Population	17,236	100,161	199,952
2022 African American	13,325	63,271	113,784
2022 American Indian	113	552	978
2022 Asian	366	1,142	4,171
2022 Hispanic	2,593	15,232	24,400
2022 Other Race	1,990	11,445	17,553
2022 White	1,071	20,146	56,881
2022 Multiracial	602	4,391	8,889
2022-2027: Population: Growth Rate	-1.35%	-0.80%	-1.20%

2022 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than $15,000	883	4,686	8,246
$15,000-$24,999	707	4,770	7,782
$25,000-$34,999	999	5,404	9,010
$35,000-$49,999	1,015	6,490	12,254
$50,000-$74,999	1,040	6,881	13,774
$75,000-$99,999	703	4,217	8,861
$100,000-$149,999	614	4,193	10,510
$150,000-$199,999	140	999	3,456
$200,000 or greater	54	1,219	6,055
Median HH Income	$40,945	$44,447	$53,493
Average HH Income	$56,957	$66,013	$87,854

2022 Household Income



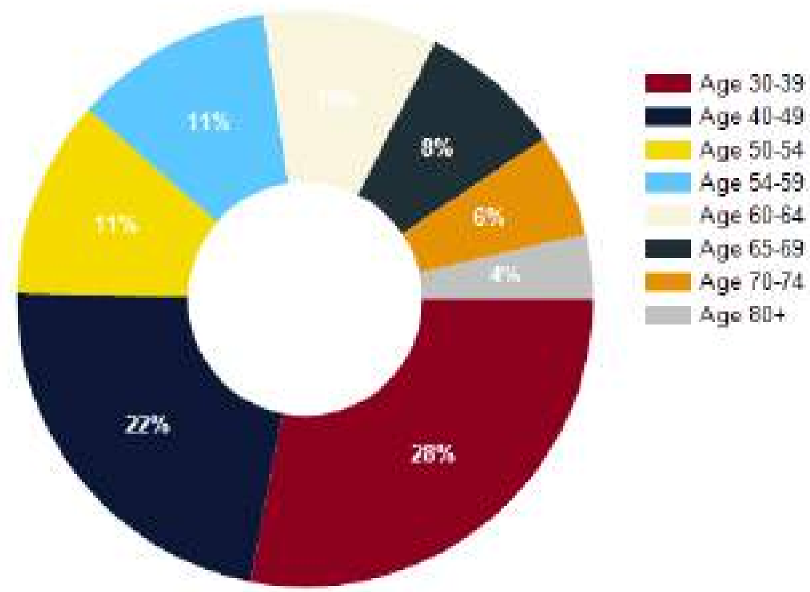
2022 Own vs. Rent - 1 Mile Radius



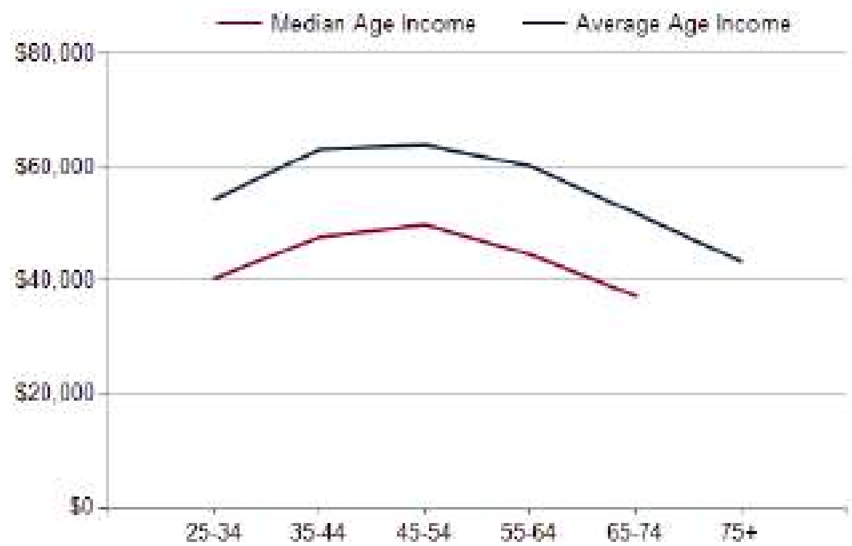
Source: esri

2022 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2022 Population Age 30-34	1,379	8,021	14,830
2022 Population Age 35-39	1,174	7,330	13,729
2022 Population Age 40-44	1,011	6,312	12,409
2022 Population Age 45-49	1,014	5,742	11,926
2022 Population Age 50-54	1,013	5,242	11,362
2022 Population Age 55-59	1,023	5,363	11,816
2022 Population Age 60-64	889	4,862	11,468
2022 Population Age 65-69	738	4,126	10,027
2022 Population Age 70-74	529	2,989	7,816
2022 Population Age 75-79	328	1,886	4,891
2022 Population Age 80-84	199	1,368	3,286
2022 Population Age 85+	173	2,000	3,991
2022 Population Age 18+	12,813	74,908	154,392
2022 Median Age	33	33	36
2027 Median Age	34	34	37

Population By Age



2022 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	$40,428	$42,835	$50,415
Average Household Income 25-34	$54,371	$60,236	$72,026
Median Household Income 35-44	$47,753	$51,917	$61,781
Average Household Income 35-44	$63,198	$74,389	$93,288
Median Household Income 45-54	$49,888	$50,839	$61,079
Average Household Income 45-54	$63,996	$72,507	$99,594
Median Household Income 55-64	$44,619	$50,074	$60,610
Average Household Income 55-64	$60,173	$72,649	$102,529
Median Household Income 65-74	$37,321	$43,088	$51,992
Average Household Income 65-74	$51,914	$65,789	$91,395
Average Household Income 75+	$43,436	$56,066	$79,672



IVY CHASE APARTMENTS

BRADEN, BRADEN & BRADEN
COMMERCIAL REAL ESTATE

Ever existing is a general insecurity in real estate market stabilization, thus, our company has set itself the task of providing quality investment services for our clients and catalyzing strong economic assets for the communities in which we live and invest.

Braden, Braden & Braden is an established full-service real estate firm founded in 2003 and proudly originated and based in Memphis, TN. The company is the largest minority commercial real estate firm in the states of Tennessee, Mississippi, and Arkansas, as it is comprised of highly experienced and highly skilled brokers.

Braden, Braden & Braden's reputation is founded on the ability to deliver a wide range of commercial real estate investment services to long-time clients, corporate organizations, government entities, and high-value individuals in addition to individuals who are new to commercial real estate investing. More specifically, we are practiced in the acquisition and disposition of residential & commercial assets, commercial leasing, and analysis of financial, demographic, and market data. Our company is fully equipped to handle all deals within the scope of our services and the intention is to enable clients both local and nationwide to take advantage of our services, valuable strategies, and standard of eminence to accomplish all real-estate goals.

OUR MISSION STATEMENT

At Braden, Braden & Braden, our mission is to educate, encourage, and assist members of our community to secure quality investments. We provide our clients with advantageous property solutions, to encourage community development & expansion and to foster trusted, long-term relationships with our clients by maintaining our reputation as a premier, full-service commercial real estate brokerage firm. Our strategies are based on maximum exposure and optimal results for every deal. Licensed in Tennessee, Mississippi, and Arkansas.

OUR VISION

Alongside the mission we commit to our clients, the company operates under a vision of revolutionizing the “face” of the commercial real estate profession by developing and cultivating black real estate professionals, thereby increasing the number of minority individuals in a historically less diverse profession.

Curtis Braden, CCIM
Principal Broker

Mr. Curtis Braden, CCIM is the Founder and CEO of Braden, Braden & Braden LLC which was established in March 2003. Curtis is a practiced professional in the research, acquisition, disposition, leasing, financing, developing and managing of commercial real estate.

With more than thirty years of experience in the real estate industry, Mr. Braden has closed hundreds of investment real estate transactions valued at over five hundred million dollars. Mr. Braden attended Southwest Community College and the University of Memphis majoring in Banking and Finance, Thereafter, he attained his Real Estate Certificate and founded Braden, Braden, & Braden, LLC., where he began a career developing respected relationships through exclusive representation of buyers, sellers, and owners throughout the Memphis area. Mr. Braden also built a respectable portfolio of real estate that included residential houses, apartments, retail strips, office buildings and land. In 2008, Mr. Braden expanded his company by partnering with Marcus & Millichap to offer his service throughout the United States and broaden his company platform.

Curtis Braden is the current immediate Past President of CCIM Memphis Chapter after serving as president of the chapter in 2023 and vice president in 2022. Curtis is also a member of the National Multi Housing Group and has achieved numerous awards and distinctions, including a multi-year Multi-Million Dollar Club Member and Commercial Pinnacle Club member as awarded by the Memphis Area Association of Realtors (MAAR), Top Office Broker for consecutive 10 years, SIA award, and Outstanding Performance in Sales & Investment Real Estate in 2017 and 2018. Mr. Braden is also a 2024 Graduate of Leadership MAAR.

Mr. Braden also serves his community through MOMU - Men of Memphis United and 100 Black Men of Memphis and he serves on the board of Memphis Orange Mound 3.0 as well as the 2022 board of the Memphis and Shelby County PAL. In addition, Mr. Braden currently serves as a board member for the Boys & Girls Club of Memphis.

Ivy Chase Apartments

CONFIDENTIALITY and DISCLAIMER

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 Braden, Braden & Braden and it should not be made available to any other person or entity without the written consent of Braden, Braden & Braden.

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 Braden, Braden & Braden. 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. Braden, Braden & Braden 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 or 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, Braden, Braden & Braden has not verified, and will not verify, any of the information contained herein, nor has Braden, Braden & Braden 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.

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