

GREYSTONE

OFFERING MEMORANDUM

\$7.1 Million Bridge Loan Request

133-145 Bentley Pky
Woodstock, GA 30188



40
Units



1990
Year Built



2019
Year Renovated



50,920 SF
Building Size



Table of Contents

TABLE OF CONTENTS

EXECUTIVE SUMMARY	3
PROPERTY INFORMATION	6
FINANCIAL ANALYSIS	13
MARKET INFORMATION	16

CONFIDENTIALITY & DISCLAIMER

All materials and information received or derived from Greystone its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither Greystone its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. Greystone will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Greystone makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Greystone does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Greystone in compliance with all applicable fair housing and equal opportunity laws.



Section 1

EXECUTIVE SUMMARY

GREYSTONE

Loan Request

EXECUTIVE SUMMARY

Greystone & Cos., Inc. has been exclusively retained to seek \$7,100,000 in loan proceeds for the refinance of Whispering Trace Apartments (the "Property"), a multifamily development that contains 40 townhomes. The Property is exceptionally located in Woodstock, Georgia, a bedroom community of Atlanta. The Property is currently 100% occupied.

The Sponsor purchased the Property in September 2019 for \$3,900,000 (\$97,500 / unit) and has since invested an additional \$840,000 (\$21,000 / unit) in interior upgrades and \$260,000 in exterior improvements. In total, 38 townhomes have been renovated to date. The remaining two townhouses will be renovated as those units turn; however, the existing tenants have continued to elect to pay higher rents and remain on the Property.

Recent leases have been executed with rents at \$1,950 / month and a recently vacant unit was marketed at \$1,800 / month and received multiple applicants. The Sponsor will increase all rents to a minimum of \$1,600 during the first year of the loan term, generating a \$80,000 increase in rental income. At \$1,600 / month, the Property's rents will still be at least \$200 below market for comparable rentals. The Sponsor will increase rents in Year 1 of the loan while continuing to maintain a fully stabilized property.

The Property is a 5-7 minute walk to downtown Woodstock. Residents are close to a number of restaurants, shopping destinations, a community amphitheater, and an indoor swimming center. Money, the digital publication for personal finance and news, named Woodstock, Georgia the #17 best place to live in America. A new mixed use development, which touches the northern property line, has been recently approved. The 12.2 acre development will contain 42,000 SF of commercial space, and 237 residential units (including 116 townhomes that are each projected to sell from \$600,000 - \$700,000). The Sponsor negotiated favorable terms with the new development including extra buffers, runoff protections, and a walking path that provides Whispering Trace residents direct path to the new commercial establishments.

LOAN REQUEST

Loan Amount	\$7,100,000
Term	3+1+1
Amortization:	Full Term Interest Only
Minimum Interest:	0-12 months
Interest Rate Type:	Fixed or Floating Rate
Recourse:	Non Principal Recourse

LOAN METRICS

Loan Basis (NRSF)	\$139
Loan Basis (\$/Unit)	\$177,500
Estimated Stabilized Value	\$11,833,721
Estimated Stabilized Loan-to-Value (LTV)	60.0%
In-Place NOI	\$578,770
In-Place NOI Debt Yield	8.2%
Stabilized NOI	\$710,023
Stabilized NOI Debt Yield	10.0%

PROPERTY INFORMATION

Total Units	40
Acreage	3.81 Acres
Total SF	50,920 SF
Occupancy	100%
Avg. In-Place Rent	\$1,443
Avg. Unit Size	1,273 SF
Year Built	1990
Year Renovated	2019
Number of Buildings	10
Submarket / County	Cherokee
Parking	On-Site Parking

Sources & Uses

Fully Funded					
Sources	Total \$	% of Total	Uses	Total \$	% of Total
Bridge Loan	\$7,100,000	100%	Prepay Existing Debt	\$5,400,000	76%
			Return of Equity	\$1,300,000	17%
			Legal, Title, Closing Costs	\$400,000	6%
Total	\$7,100,000			\$7,100,000	



Section 2

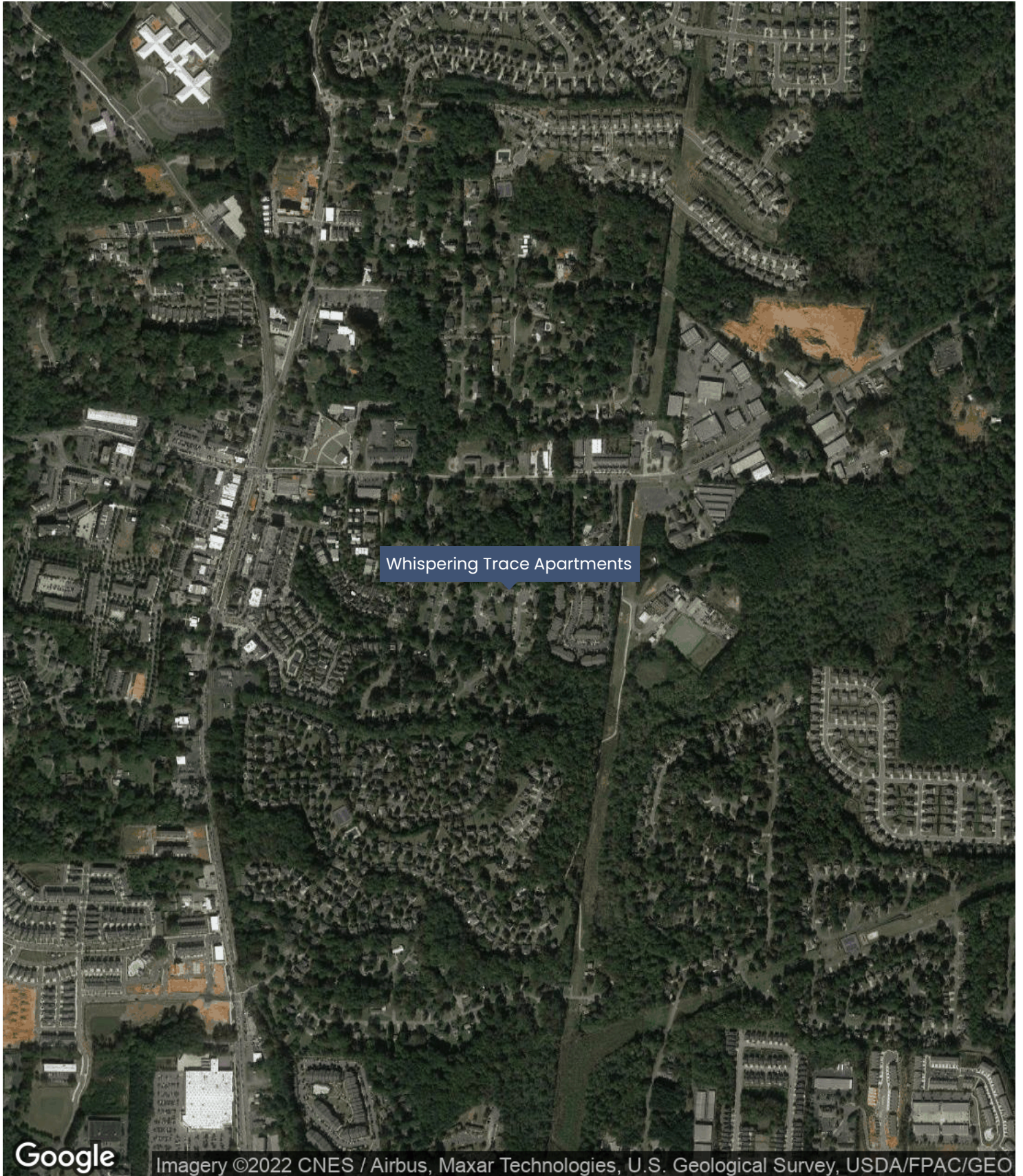
PROPERTY INFORMATION

GREYSTONE

Location Map



Aerial Map



Property Photos



Unit Mix Summary

UNIT TYPE	COUNT	% OF TOTAL	SIZE SF	RENT	RENT/SF	MARKET RENT	MARKET RENT/SF
3 Bed / 2 Bath	40	100%	1,273 SF	\$1,443	\$1.13	\$1,600	\$1.26
TOTALS/AVERAGES	40	100%	1,273 SF	\$1,443	\$1.13	\$1,600	\$1.26



Community Amenities



COMMUNITY AMENITIES

- Walkable community
- Green space
- Community garden
- Dog park
- Fire pits
- Smoke-free
- BBQ/Picnic area
- Outdoor kitchen with stainless steel, gas grill
- Outdoor playground

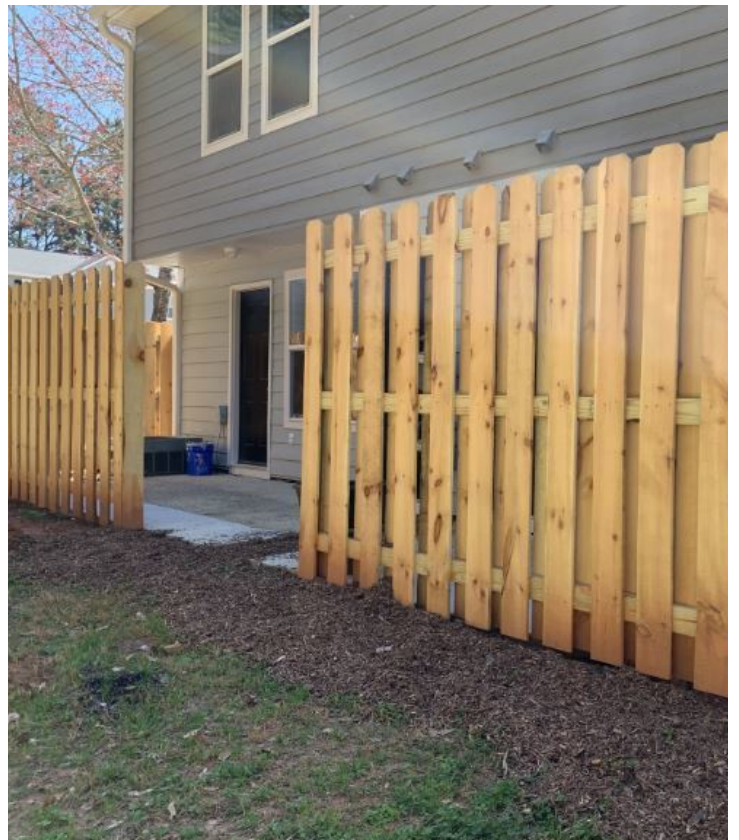


Apartment Features



UNIT FEATURES INCLUDE

- All newly remodeled homes include new kitchen, in-home washer/dryer unit options, updated bathrooms, flooring, and light fixtures
- Gourmet kitchens with granite countertops and a sleek subway tile backsplash
- In-home washer/dryer connections
- Covered entries
- Fenced patios





Section 3

FINANCIAL ANALYSIS

GREYSTONE

Annual Cash Flow

Annual Pro-Forma	T-12	In-Place	Year 1	Year 2	Year 3	Year 4	Year 5
Market Rent	\$668,261	\$768,000	\$806,400	\$846,720	\$872,122	\$898,285	\$925,234
Loss to Lease	\$0	(\$75,552)	(\$40,320)	\$0	\$0	\$0	\$0
% of Market Rent		9.8%	5.0%	0.0%	0.0%	0.0%	0.0%
Total GPR	\$668,261	\$692,448	\$766,080	\$846,720	\$872,122	\$898,285	\$925,234
Vacancy %	0.0	0.0	1.9	2.0	2.0	2.0	2.0
Vacancy & Bad Debt	\$0	\$0	(\$15,322)	(\$16,934)	(\$17,442)	(\$17,966)	(\$18,505)
Net Rental Income	\$668,261	\$692,448	\$750,758	\$829,786	\$854,679	\$880,320	\$906,729
Other Income	\$16,273	\$20,160	\$21,168	\$22,226	\$23,338	\$24,505	\$25,730
Effective Gross Income	\$684,534	\$712,608	\$771,926	\$852,012	\$878,017	\$904,824	\$932,459
Utilities	(\$1,669)	(\$1,669)	(\$1,719)	(\$1,771)	(\$1,824)	(\$1,878)	(\$1,935)
Repairs & Maintenance	(\$15,099)	(\$15,099)	(\$15,552)	(\$16,019)	(\$16,499)	(\$16,994)	(\$17,504)
Landscape/Contracts	(\$21,214)	(\$21,214)	(\$21,850)	(\$22,506)	(\$23,181)	(\$23,877)	(\$24,593)
Administration	(\$8,575)	(\$8,575)	(\$8,832)	(\$9,097)	(\$9,370)	(\$9,651)	(\$9,941)
Marketing	(\$2,933)	(\$2,933)	(\$3,021)	(\$3,112)	(\$3,205)	(\$3,301)	(\$3,400)
Total Controllable Expenses	(\$49,490)	(\$49,490)	(\$50,975)	(\$52,504)	(\$54,079)	(\$55,701)	(\$57,372)
Real Estate Taxes	(\$35,676)	(\$35,676)	(\$36,746)	(\$37,849)	(\$38,984)	(\$40,154)	(\$41,358)
Insurance	(\$20,172)	(\$20,172)	(\$20,777)	(\$21,400)	(\$22,042)	(\$22,704)	(\$23,385)
Property Management Fee	(\$28,500)	(\$28,500)	(\$29,355)	(\$30,236)	(\$31,143)	(\$32,077)	(\$33,039)
Total Non-Controllable Expenses	(\$84,348)	(\$84,348)	(\$86,878)	(\$89,485)	(\$92,169)	(\$94,934)	(\$97,782)
Operating Expenses	(\$133,838)	(\$133,838)	(\$137,853)	(\$141,989)	(\$146,248)	(\$150,636)	(\$155,155)
NOI	\$550,696	\$578,770	\$634,073	\$710,023	\$731,768	\$754,188	\$777,304
Fully Funded Loan Balance	\$7,100,000	\$7,100,000	\$7,100,000	\$7,100,000	\$7,100,000	\$7,100,000	\$7,100,000
Debt Yield	8%	8.2	8.9	10.0	10.3	10.6	10.9
DSCR (IO)	1.00x	1.05x	1.15x	1.29x	1.33x	1.37x	1.41x
DSCR (Amort)	.90x	.95x	1.04x	1.16x	1.20x	1.24x	1.27x

Historical CapEx Schedule

Recent Capital Expenditures (2019 - Present)

Expense	Total \$	\$ / Unit	% of Total
Exterior Upgrades	\$ 260,000	\$6,500	23.6%
Interior Upgrades	\$ 840,000	\$21,000	76.4%
Total	\$ 1,100,000	\$27,500	100.0%



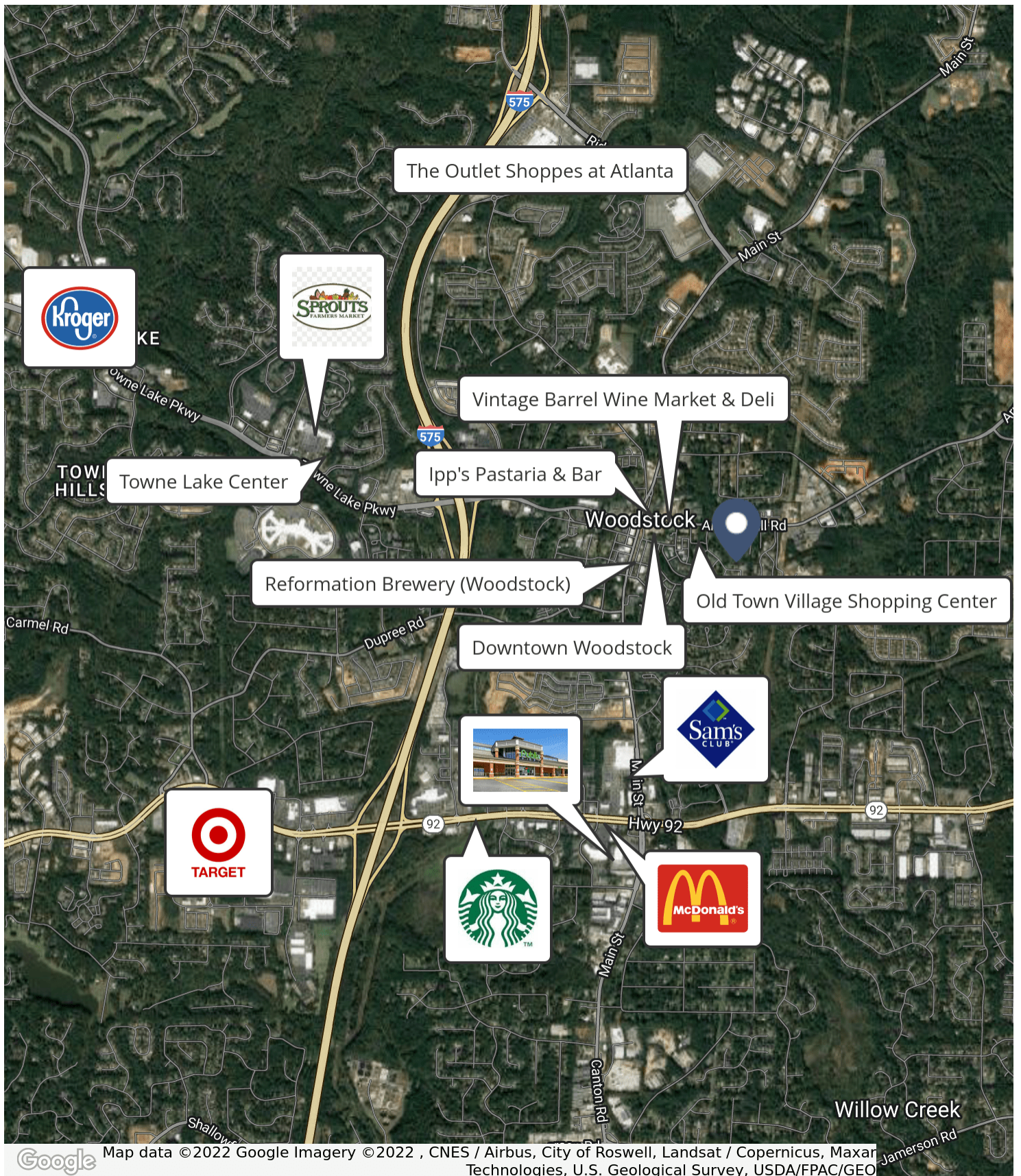


Section 4

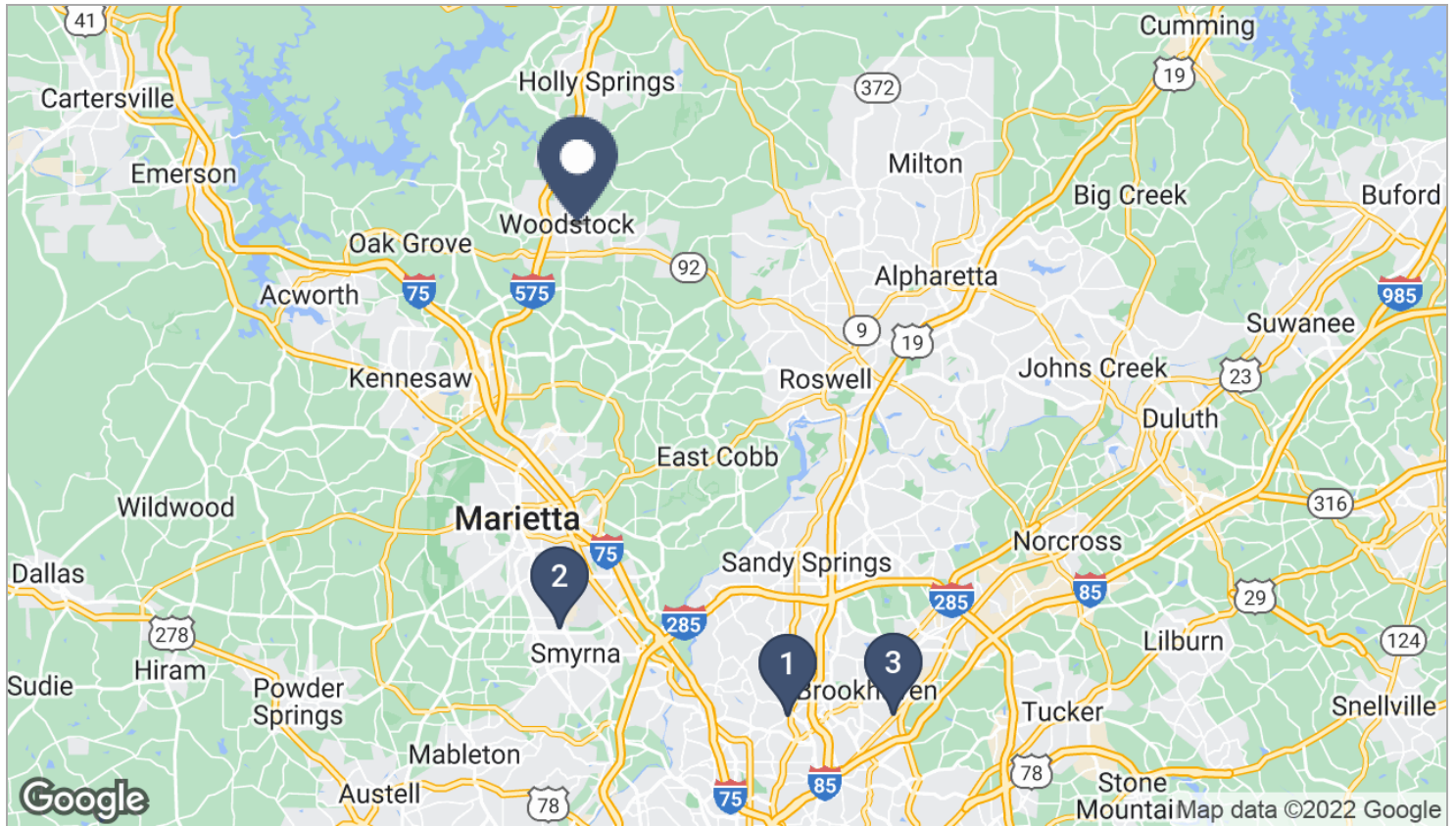
MARKET INFORMATION

GREYSTONE

Retailer Map

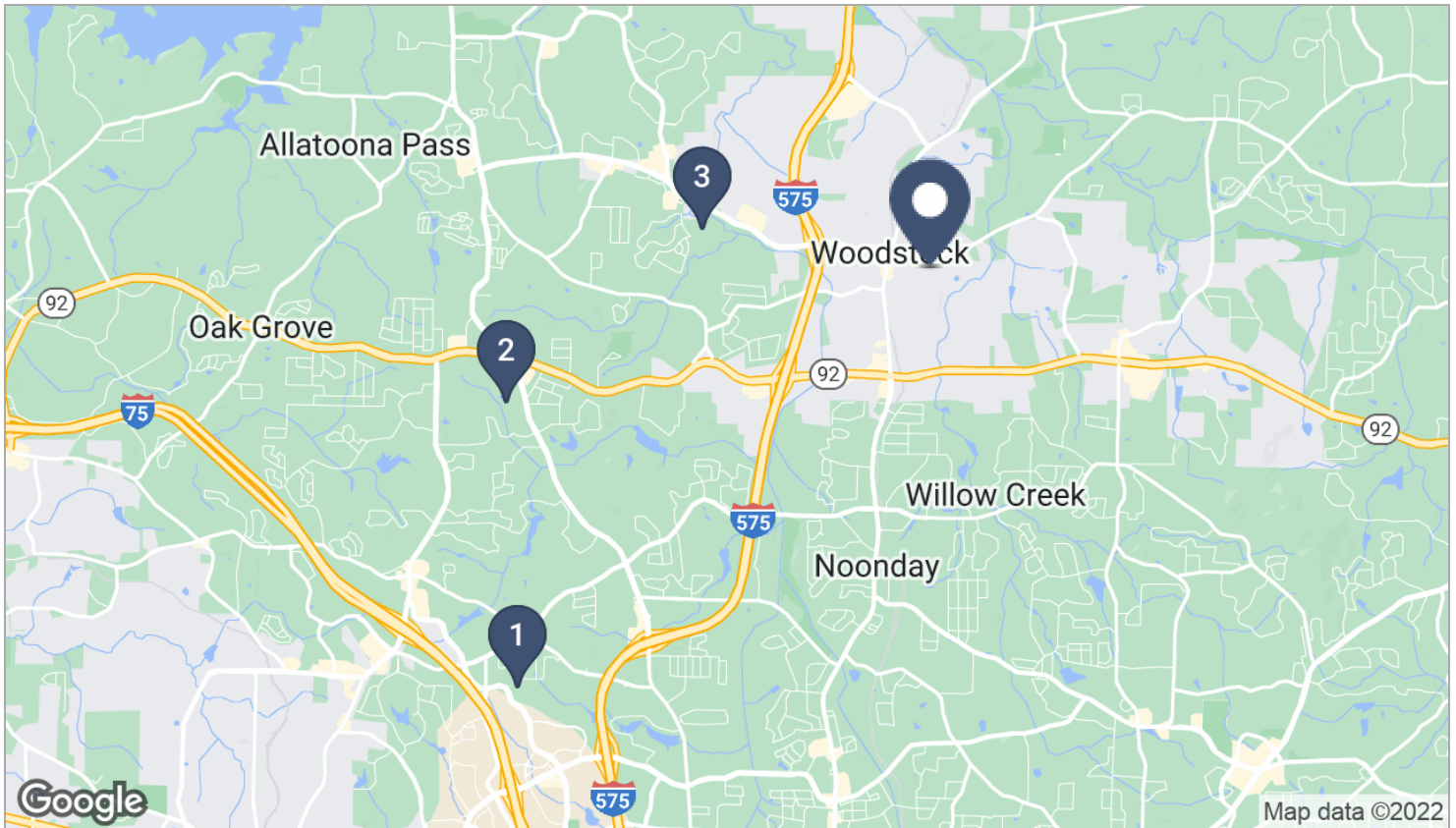


Sale Comps Map & Summary



	NAME/ADDRESS	PRICE	NO. UNITS	PRICE/UNIT	DEAL STATUS
★	Whispering Trace Apartments 133-145 Bentley Pky Woodstock, GA	\$7,100,000	40	\$177,500	Subject Property
1	VIC at Buckhead 3518 Roswell Rd NE Atlanta, GA	\$8,500,000	40	\$212,500	Sold 9/30/2022
2	1000 Belmont 1000 Belmont Smyrna, GA	\$13,899,600	72	\$193,050	Sold 7/29/2022
3	Villas de las Colinas 3 Apartments 3630 Buford Hwy NE Atlanta, GA	\$10,750,000	62	\$173,387	Sold 12/30/2021
AVERAGES		\$11,049,867	58	\$192,979	

Rent Comps Map & Summary



	NAME/ADDRESS	NO. UNITS	AVG SIZE	AVG RENT	OCCUPANCY	SPACE SIZE
★	Whispering Trace Apartments 133-145 Bentley Pky Woodstock, GA	40	1,273 SF	\$1,443	100%	-
1	Avenues of Kennesaw East & West 3900 George Busbee Pkwy NW Kennesaw, GA	548	1,350 SF	\$2,067	96%	31,050 SF
2	Gregory Lane 466 Gregory Ln Acworth, GA	112	1,176 SF	\$1,770	99%	30,576 SF
3	The Palmer 1345 Towne Lake Hills S Dr Woodstock, GA	502	1,350 SF	\$1,825	94%	126,900 SF
	AVERAGES	387	1,292 SF	\$1,887	97%	62,842 SF

Rent Comps



WHISPERING TRACE APARTMENTS

133-145 Bentley Pky, Woodstock, GA 30188

UNIT TYPE:	COUNT:	RENT:	SIZE SF:	RENT/SF:
3 Bed / 2 Bath	40	\$1,443	1,273 SF	\$1.13
TOTALS	40	\$57,720	50,920 SF	\$1.13



AVENUES OF KENNESAW EAST & WEST

3900 George Busbee Pkwy NW, Kennesaw, GA 30144

UNIT TYPE:	COUNT:	RENT:	SIZE SF:	RENT/SF:
3 Bed	23	\$2,067	1,350 SF	\$1.53
TOTALS	23	\$47,541	31,050 SF	\$1.53



GREGORY LANE

466 Gregory Ln, Acworth, GA 30102

UNIT TYPE:	COUNT:	RENT:	SIZE SF:	RENT/SF:
3 Bed	26	\$1,770	1,176 SF	\$1.51
TOTALS	26	\$46,020	30,576 SF	\$1.51

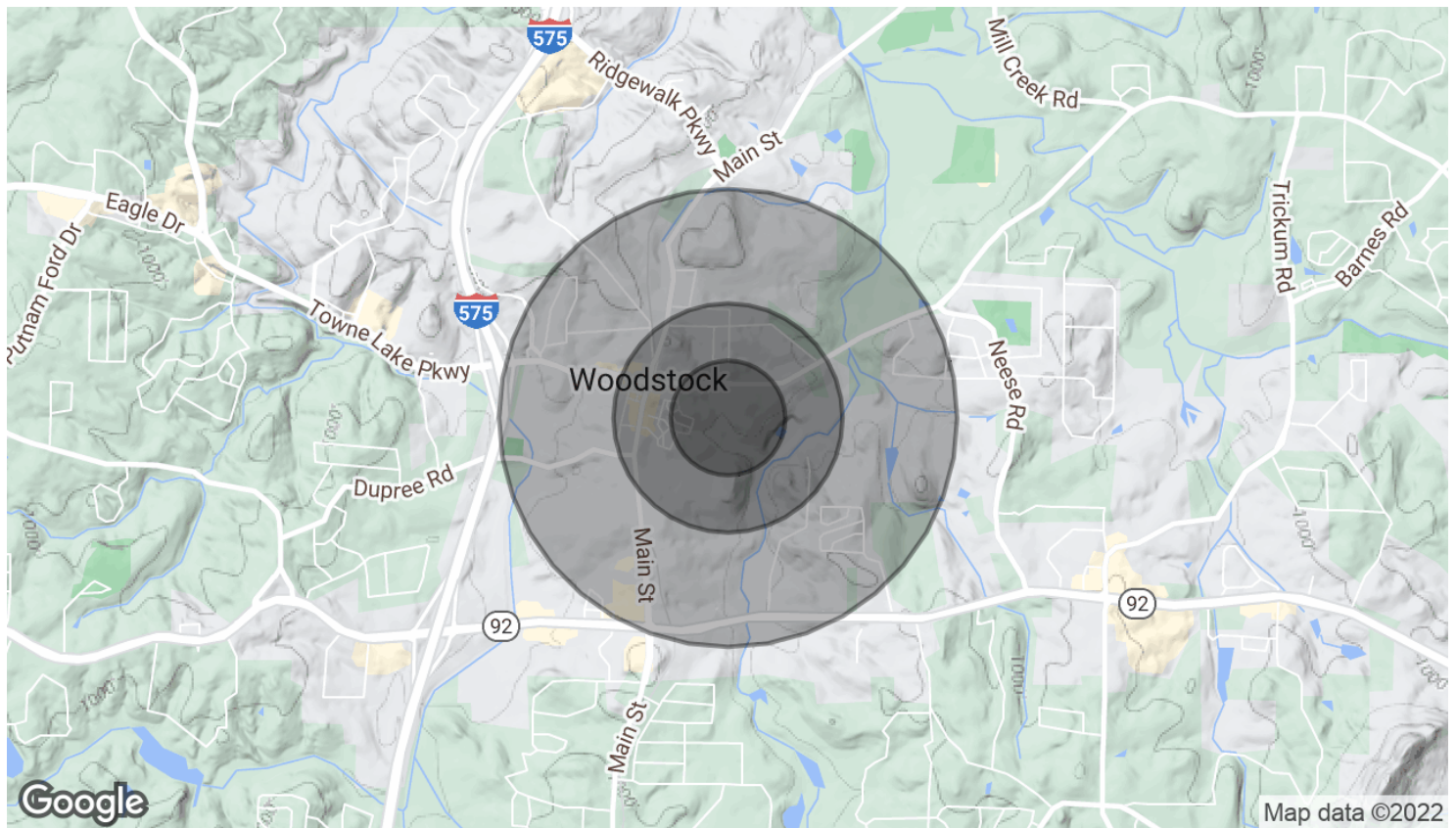


THE PALMER

1345 Towne Lake Hills S Dr, Woodstock, GA 30189

UNIT TYPE:	COUNT:	RENT:	SIZE SF:	RENT/SF:
3 Bed	94	\$1,825	1,350 SF	\$1.35
TOTALS	94	\$171,550	126,900 SF	\$1.35

Demographics Map & Report



POPULATION

	0.25 MILES	0.5 MILES	1 MILE
Total Population	880	2,507	7,343
Average Age	31.1	33.2	34.0
Average Age (Male)	28.9	29.8	29.9
Average Age (Female)	30.9	33.9	35.7

HOUSEHOLDS & INCOME

	0.25 MILES	0.5 MILES	1 MILE
Total Households	356	1,042	2,994
# of Persons per HH	2.5	2.4	2.5
Average HH Income	\$62,169	\$74,723	\$84,418
Average House Value	\$171,887	\$266,042	\$303,061

* Demographic data derived from 2020 ACS - US Census

12 Mo. Delivered Units

100

12 Mo. Absorption Units

(80)

Vacancy Rate

5.7%

12 Mo. Asking Rent Growth

0.6%

Multifamily fundamentals in Cherokee County have improved significantly over the past few quarters, as impressive demand has pushed the submarket's vacancy rate lower and helped shift pricing power in the favor of landlords. While submarket vacancies were elevated for a few years due to the influx of new supply, those new properties leased quickly, pushing the submarket's vacancy rate to a record low. Rent growth in Cherokee County has outperformed the metro average since the onset of the pandemic, and though year-over-year gains have started to moderate over the past few quarters, trailing 12-month rent growth of 0.6% is still outpacing the Atlanta market average.

Cherokee County has benefited from robust population

growth in recent years. The county has added roughly 50,000 residents since 2010, representing a 20% increase in population. Median incomes are some of the highest among suburban submarkets in the metro, and the county is commutable to job nodes in North Fulton and Cumberland.

Average pricing here is slightly above the metro average, and assets typically sell for similar pricing to comparable properties in other northern suburban submarkets such as North Fulton and Sandy Springs/Dunwoody. National and institutional investors have been active in Cherokee County of late and have targeted some of the submarket's newest properties.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	6,258	5.5%	\$1,820	\$1,811	(2)	0	1,185
3 Star	3,021	6.6%	\$1,526	\$1,514	4	0	168
1 & 2 Star	553	3.0%	\$964	\$960	0	0	0
Submarket	9,832	5.7%	\$1,705	\$1,695	2	0	1,353

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	1.8%	7.9%	10.0%	14.4%	2003 Q4	3.6%	2021 Q3
Absorption Units	(80)	263	283	1,006	2020 Q2	(114)	2022 Q3
Delivered Units	100	284	408	1,185	2019 Q4	0	2018 Q4
Demolished Units	0	3	19	60	2010 Q1	0	2022 Q3
Asking Rent Growth (YOY)	0.6%	2.3%	1.0%	26.0%	2021 Q3	-7.4%	2003 Q4
Effective Rent Growth (YOY)	0.3%	2.3%	1.0%	26.8%	2021 Q3	-7.6%	2003 Q4
Sales Volume	\$409M	\$85.9M	N/A	\$473.8M	2022 Q2	\$0	2011 Q1

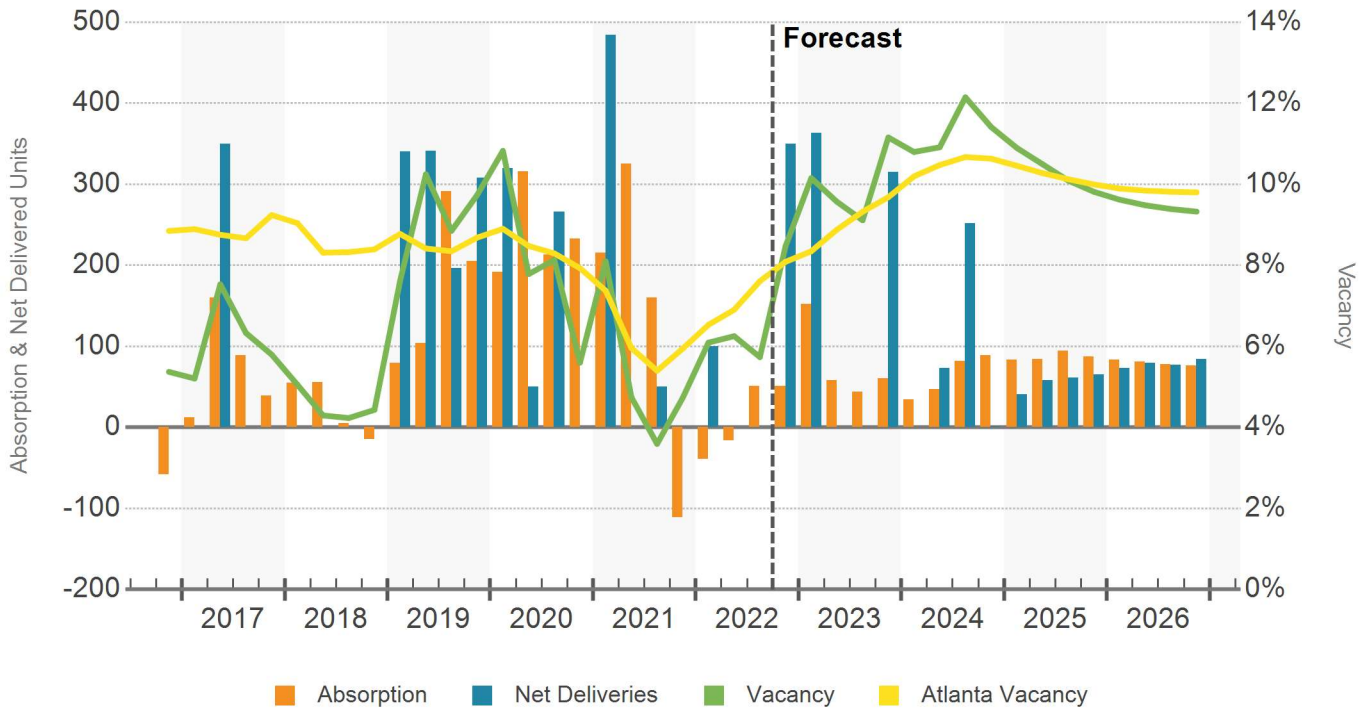
Vacancies are likely to rise in the near term in Cherokee County, as roughly 1,400 are under construction, accounting for 13.8% of the submarket's inventory. But recent arrivals have benefited from strong demand. Properties like The Darby and The Grand Reserve at Canton leased up at a rate of about 20 units per month, while The View at Woodstock averaged roughly 25 units per month. More recently, the Quincy, a 339-unit project, opened in early 2021 and averaged 40 units per month lease-up.

This area has seen strong population growth and household formation in recent years, driving demand for housing. The submarket has well-regarded public schools, strong retail and healthcare nodes, and easy

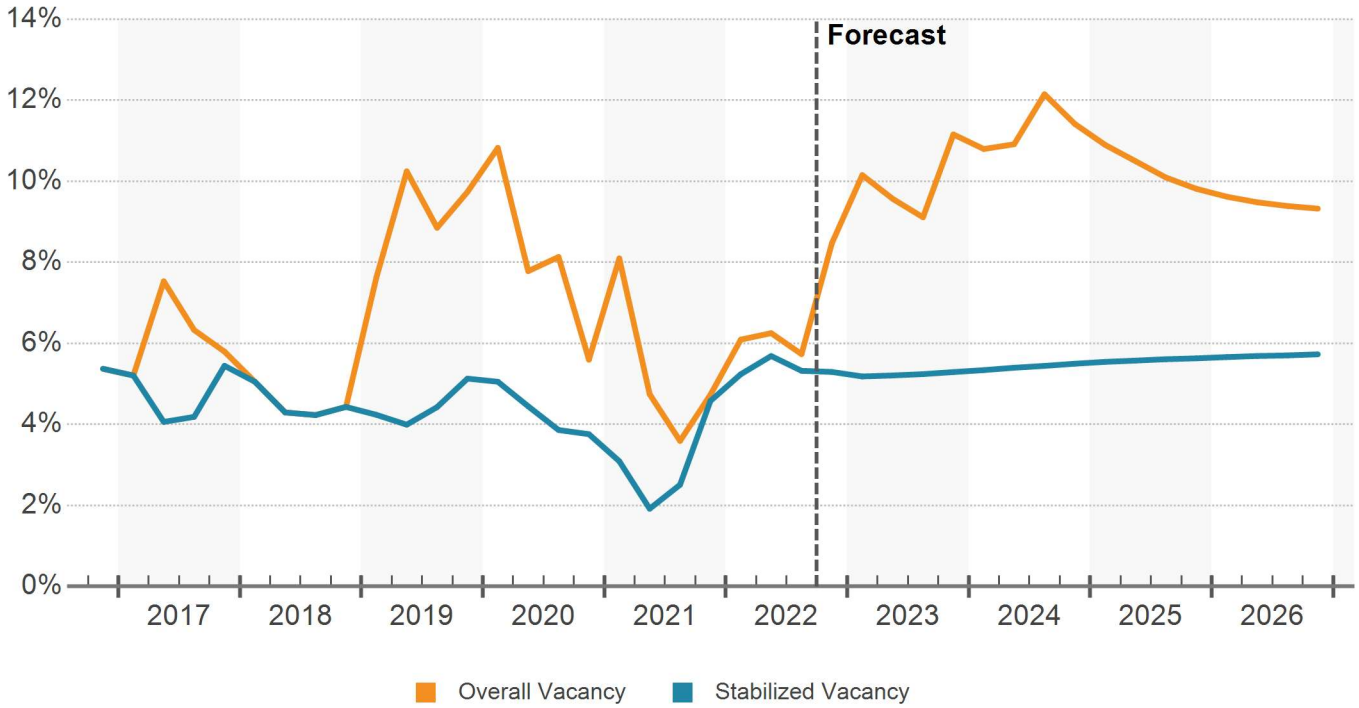
access to I-575. Cherokee County has traditionally been a bedroom community to the Atlanta metro, and much of its growth has been spurred by those seeking more affordable homes.

Workers are concentrated in the education and healthcare, professional, scientific, and management sectors, and the percent of adults who hold a bachelor's degree or higher roughly matches the Atlanta average. Median incomes in the county are above \$80,000, and a high proportion of workers commute to major job centers in neighboring Cobb County. These commutes were helped by the recently completed I-75 Express Lane project.

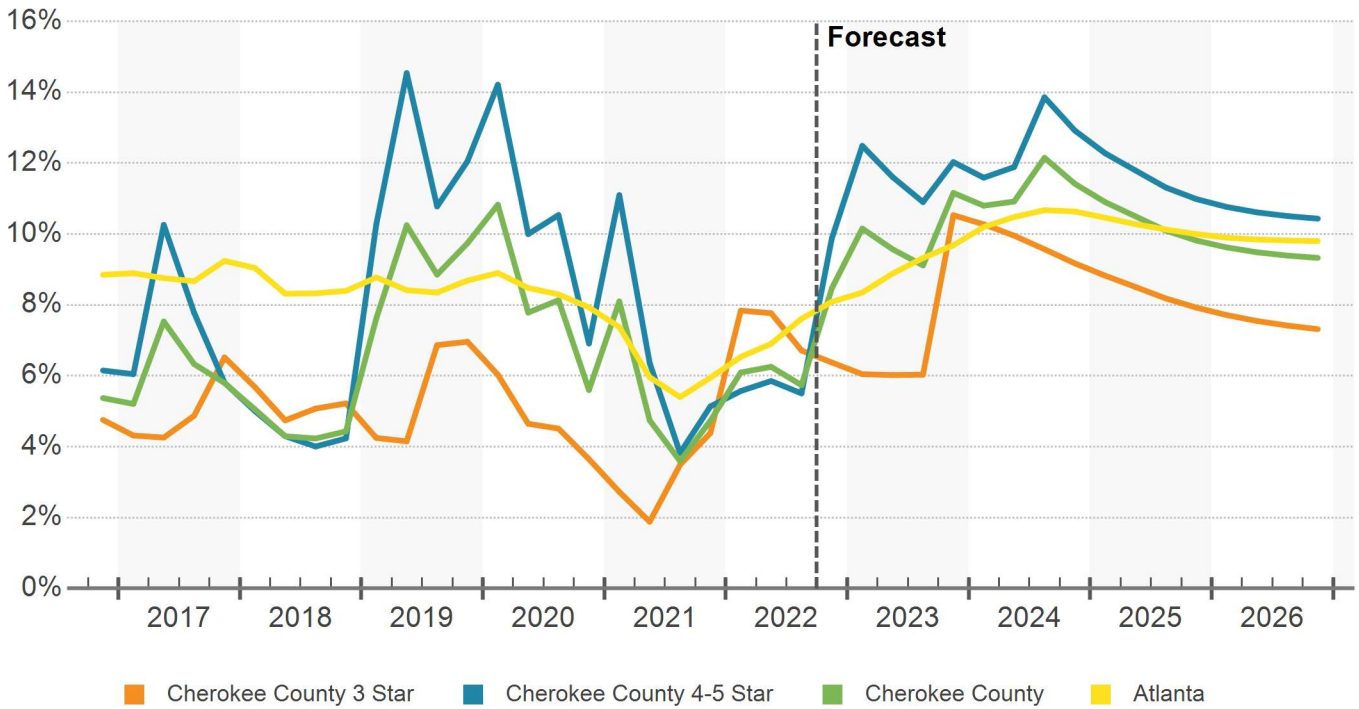
ABSORPTION, NET DELIVERIES & VACANCY



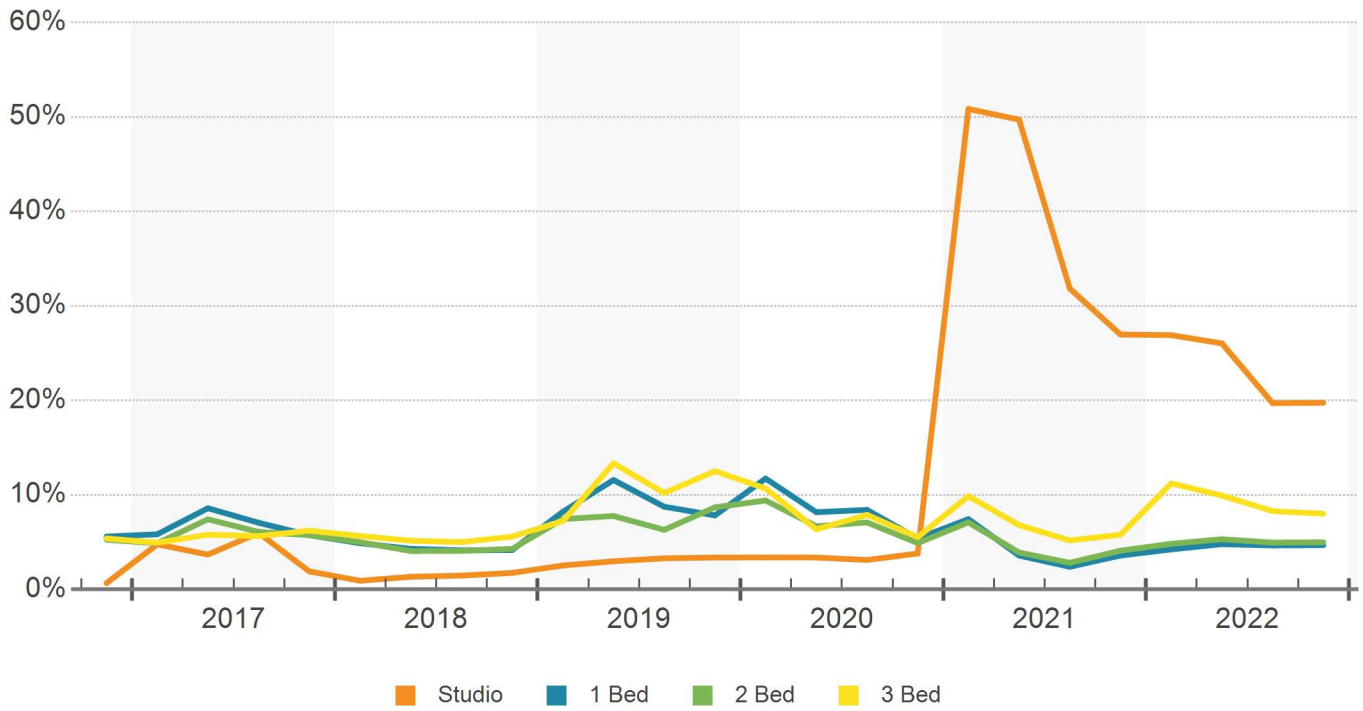
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM



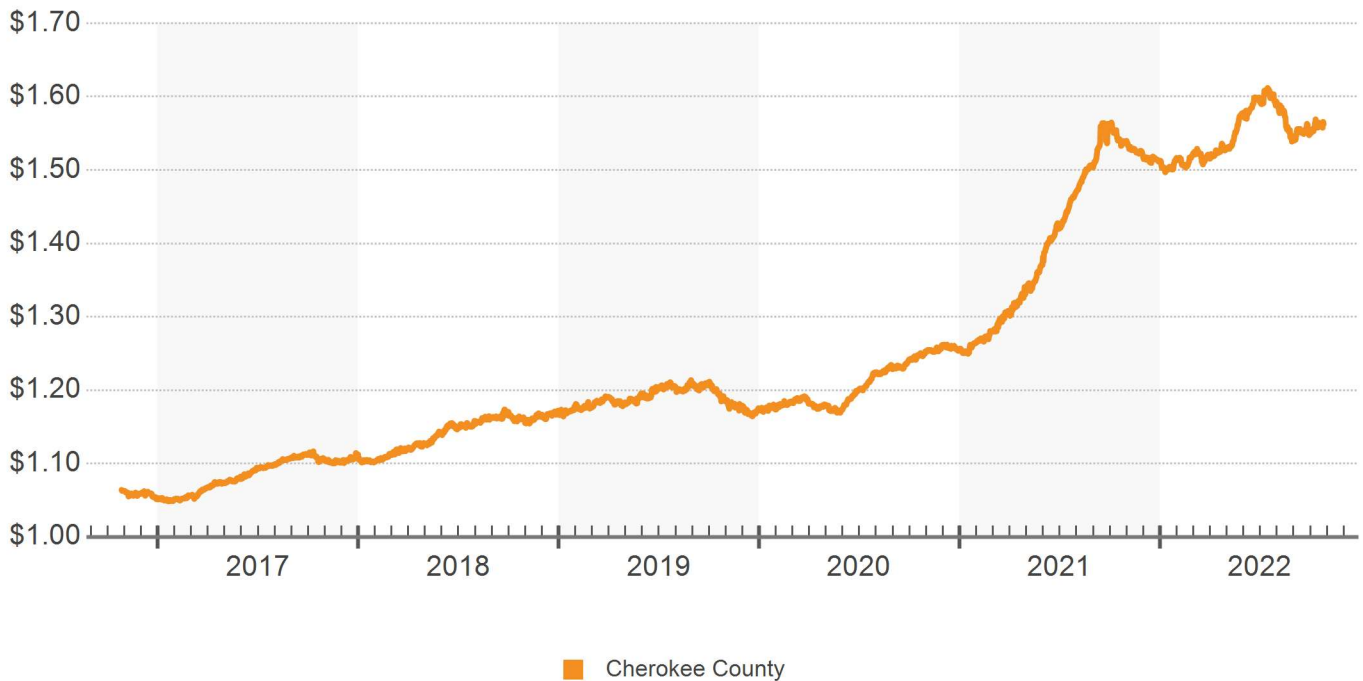
Like in many fast-growing exurban submarkets across Atlanta, Cherokee County apartment rents have surged, and year-over-year rent growth remains over par at 0.6%. Although gains are likely to abate further in the coming months as the market normalizes, demand for housing in this part of the metro remains robust and should help keep pricing power in the favor of landlords in the near term.

Apartments command \$1,710/month on average in the Cherokee County Submarket, right in line with the Atlanta metro's average rental rate. Cherokee County has enjoyed an exceptional stretch of rent growth over a longer time frame. Apartment rents today are

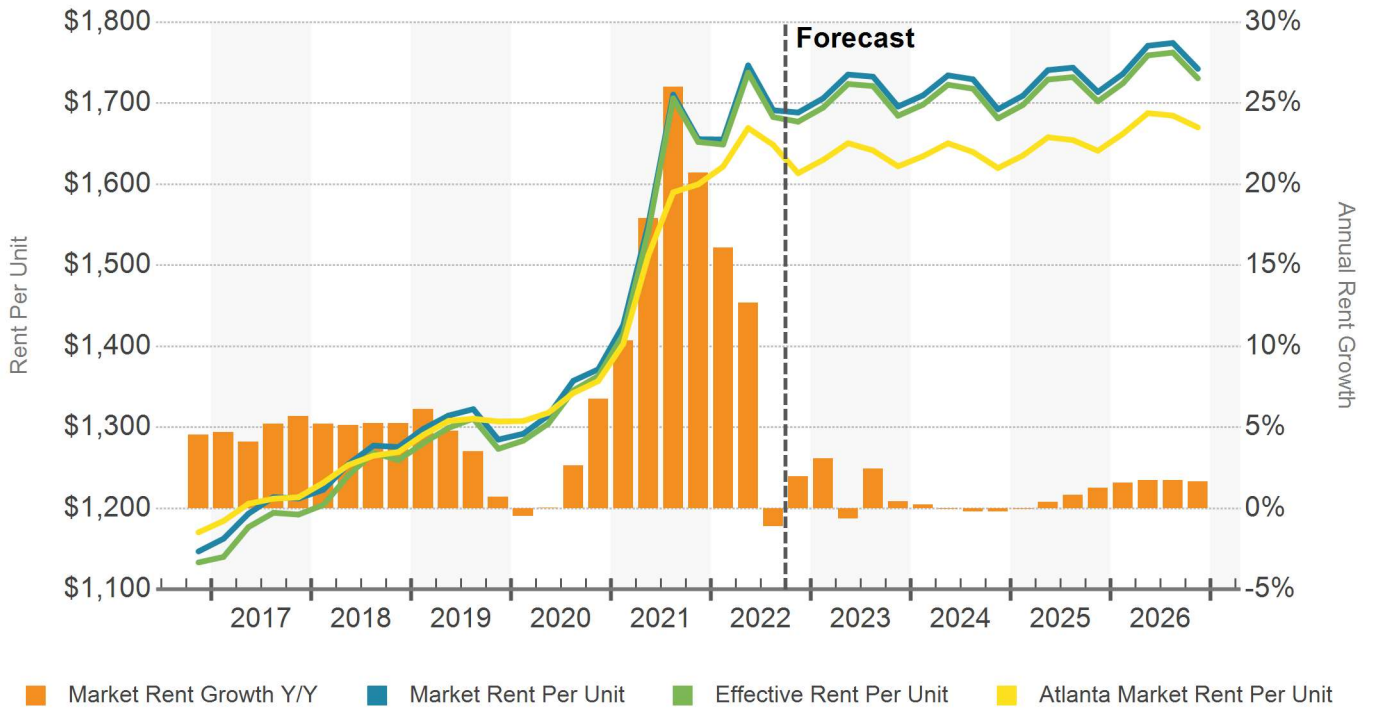
77.0% higher than they were 10 years ago. That beats the already impressive trend in the metro, where rents have cumulatively increased by 68.0% over the past decade.

Rents on new assets are significantly lower than those in closer-in suburban submarkets. Some of the newest deliveries in Cherokee County, like the 320-unit View at Woodstock and the 339-unit Quincy, are asking about \$1.80-\$2/SF. In comparison, rents in top-of-the-line new builds in submarkets like Cumberland/Galleria, Sandy Springs/Dunwoody, and North Fulton typically seek \$2.20/SF or more.

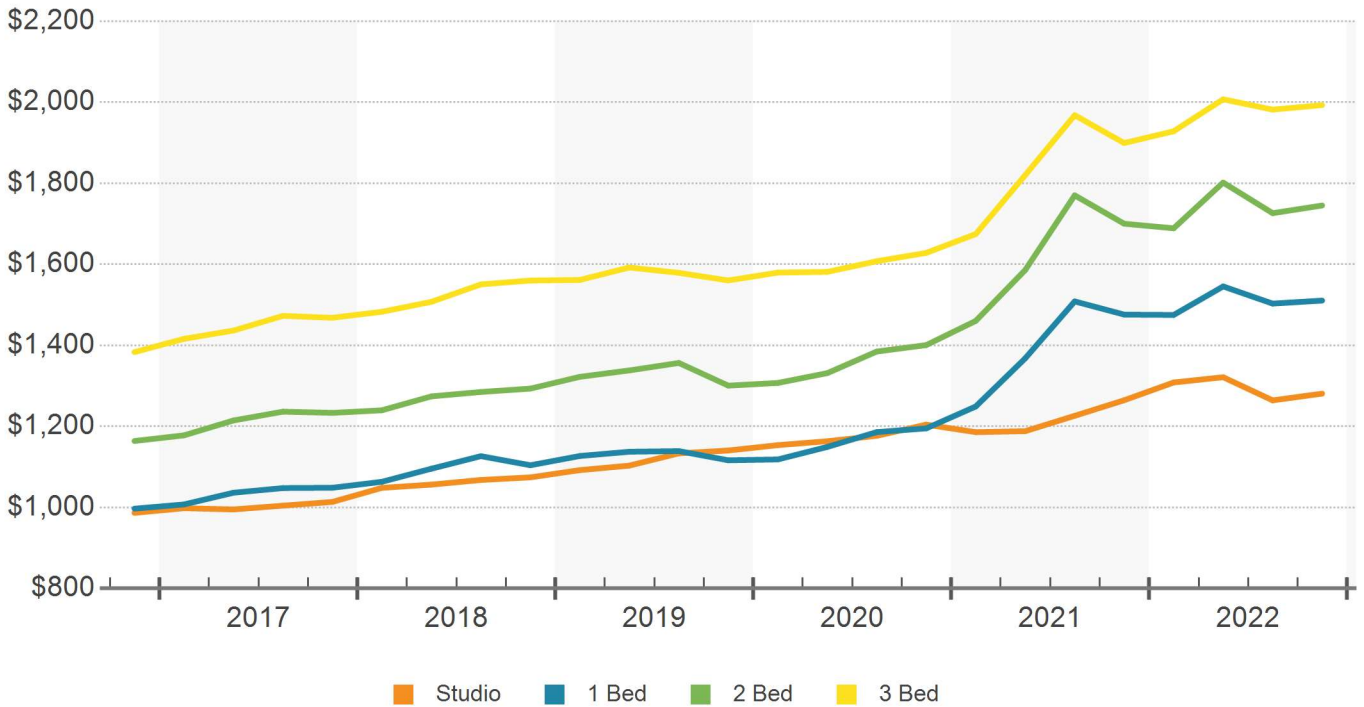
DAILY ASKING RENT PER SF



MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM



GREYSTONE

Greystone Contacts:

THOMAS WAYDA

Managing Director

917.421.4534

Thomas.Wayda@greyco.com

152 W 57th Street

New York City, NY 10019

www.greystone.com

Copyright ©2022 Greystone & Co. II LLC. All Rights Reserved. Although the information contained herein has been obtained from sources deemed reliable, Greystone Real Estate Advisors LLC makes no express or implied guaranty, warranty, or representation that the information is complete or accurate. Further, any projections, opinions, assumptions, or estimates used or offered herein are for the purpose of example only and do not and cannot be deemed to represent the present or future performance of the subject property. Accordingly, Greystone Real Estate Advisors LLC recommends that you conduct your own investigation of the property in order to reach your own conclusions or opinions as to value of the property. Physical condition of the property, including without limitation the potential presence of mold, asbestos, lead based paint, and hazardous materials may affect the property, its value, and may, if present, pose health risks. The property should be independently examined by experts selected by you. Any recipient of these materials from Greystone Real Estate Advisors LLC should not and may not rely on these materials for any purpose beyond general introductory information concerning the property.