EXCLUSIVE OFFERING





40 Units | Built 2000

19038 Fairground Rd. Robertsdale, AL 36567



INVESTMENT ADVISORS

Jeff Irish

Senior Managing Director 208.286.5013 jeff.irish@berkadia.com ID License #: DB36794

Mike Terry

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John McCrary

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BOISE OFFICE

800 W. Main St. Suite 1410 Boise. ID 83702

BIRMINGHAM OFFICE

2204 Lakeshore Drive Suite 120 Birmingham, AL 35209



a Berkshire Hathaway and Jefferies Financial Group company



RENT COMPARABLES





PROPERTY HIGHLIGHTS

- Conveniently Located Minutes from Roberstdale High School, Walmart Supercenter, Major Transportation Arteries, and Dining
- Located Approximately 35 Minutes from Downtown Mobile, Offering Residents a Variety of Entertainment and Employment Options
- Robertsdale is Located Approximately 35 Minutes from Downtown Mobile, Offering Residents a Variety of Entertainment and Employment Options
- Current Asking Rents are Well Below Max Net Tax Credit Rents
- Aerospace, Education, and Healthcare Services are the Major Industries in Baldwin County
- Fantastic AMI Growth in Baldwin County with an Increase of 14.81% Since 2020







PROPERTY SUMMARY

Briarwood Estates is a 40-unit affordable housing community located in Robertsdale, AL. The property is conveniently located minutes from major retailers including Greer's and Walmart Supercenter. Numerous restaurants, outdoor recreation, schools, and major transportation arteries are nearby as well

The property was built and placed in service in 2000 under the Section 42 Low-Income Housing Tax Credit (LIHTC) program. There are existing regulatory agreements in place which require all units to be rented to income qualifying residents earning no more than 50% of the Area Median Income (AMI) limits, which are provided by Alabama Housing Finance Authority.

Briarwood Estates offers one, two, and three bedroom apartment homes featuring washer/dryer hookup, window coverings, heating and air conditioning, and wheelchair accessible rooms. Community amenities include laundry facilities, clubhouse, playground, and picnic area.

REGULATORY INFORMATION

100%
AHFA
2000
2015
2035



MULTIFAMILY

Market segment

2000

Construction Date

4

Buildings

2

Stories

40

Total Property Units

40,450 SF

Rentable Area

1,011 SF

Average Unit Size

8.26 ACRES

Land Area

BALDWIN

County







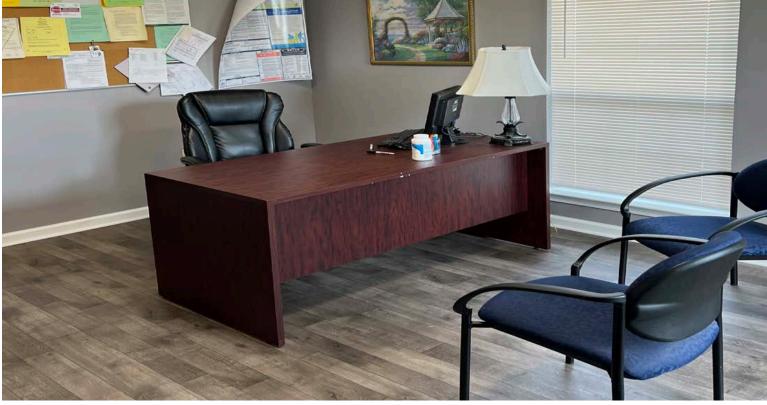
















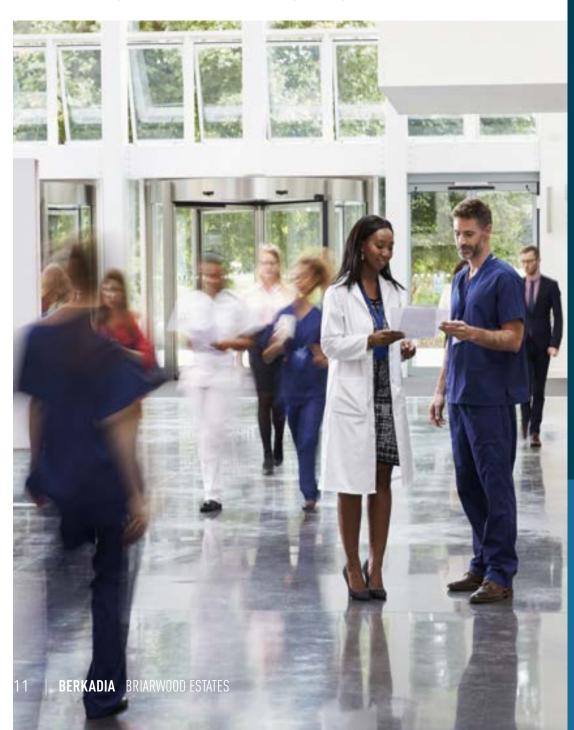
BOUNDARY AERIAL



POINTS OF INTEREST



EMPLOYMENT HUBS



SOUTH BALDWIN REGIONAL MEDICAL CENTER | 8.8 MI.

1613 N. McKenzie St., Foley, AL 36535

Thomas Hospital is a state-of-the-art facility that has served Baldwin County for more than 60 years.



300 WORKERS



112 BEDS

THOMAS HOSPITAL | 13.8 MI.

750 Morphy Ave., Fairhope, AL 36532

Thomas Hospital is a state-of-the-art facility that has served Baldwin County for more than 60 years.



900 WORKERS



189 BEDS

NOTABLE EMPLOYERS

BALDWIN EMC | 2.6 MI. | 200 EMPLOYEES

GULF COAST INTERIORS | 11.8 MI. | 4,000 EMPLOYEES

THE GRAND HOTEL GOLF RESORT & SPA | 17.5 MI. | 200 EMPLOYEES*

*Estimate

LIFESTYLE & ENTERTAINMENT



BALDWIN COUNTY COLISEUM AND ARENA | 0.4 MI.

19477 Fairground Rd., Robertsdale, AL 36567

The Baldwin County Coliseum and Arena is a hurricane shelter that also serves as a large event venue for weddings, parties, and business expos.

- Accommodates 5,000
- Home of the annual Baldwin County Fair

GARRETT PARK | 1.9 MI.

18080 Pennsylvania St., Robertsdale, AL 36567

Garrett Park offers a variety of activities including a volleyball court, horseshoe courts, a playground as well as a pavilion with picnic tables, and grills.

- Softball field
- Baseball field
- Multipurpose fields used for soccer and t-ball

HONEY BEE PARK AND BIKE TRAIL | 2.0 MI.

22780 Milwaukee St., Robertsdale, AL 36567

Honey Bee Park and Bike Trail offers trails for walking, running, and road biking.

• 1.9-mile trail

TRANSPORTATION



door public transit.

BRATS

Sources: Berkadia Research; Tetrad



UNIT MIX

UNIT TYPE	RENTAL SET-ASIDE	NUMBER OF UNITS	UNIT SIZE (RSF)	ASKING RENT	PROFORMA INCREASE	PROFORMA RENT	MAX TC RENT	CURRENT UA	MAX NET TC RENT
1 BD 1 BTH	50%	2	825	\$755	\$5	\$760	\$923	\$163	\$760
1 BD UNIT TOTAL		2	1,650	\$1,510	\$10	\$1,520	\$1,846		\$1,520
1 BD UNIT AVG			825	\$755	\$5	\$760	\$923		\$760
2 BD 2 BTH	50%	27	975	\$770	\$25	\$795	\$1,107	\$203	\$904
2 BD 2 BTH	Employee	1	975	\$770	\$23	\$793	N/A	N/A	N/A
2 BD UNIT TOTAL		28	27,300	\$21,560	\$698	\$22,258	\$29,889		\$24,408
2 BD UNIT AVG			975	\$770	\$25	\$795	\$1,067		\$872
3 BD 2 BTH	50%	10	1,150	\$790	\$25	\$815	\$1,279	\$240	\$1,039
3 BD UNIT TOTAL		10	11,500	\$7,900	\$250	\$8,150	\$12,790		\$10,390
3 BD UNIT AVG			1,150	\$790	\$25	\$815	\$1,279		\$1,039
TOTAL		40	40,450	\$30,970	\$958	\$31,928	\$44,525		\$36,318
AVERAGE			1,011	\$774	\$24	\$798	\$1,113		\$908

^{*}The unit mix above was based on the 2/28/2025 rent rolls and the 3/1/2025 UA's. The maximum allowable rents displayed above are the lessor of the 50% max gross allowable rents or the HUD Fair Market Rent.

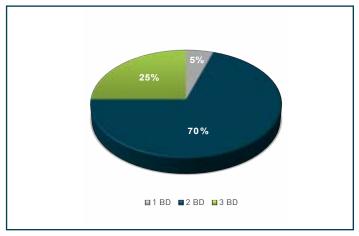
AFFORDABILITY RESTRICTIONS

LIHTC Regulatory Agreement: 40% of units are to be income-restricted at 50% AMI and 60% of units are to be income-restricted at 60% of AMI with restrictions running through December 2035. All units are rent-restricted to the lessor of 50% of AMI or the Fair Market Rent. It is assumed that the requirement owner-financed project-based rental assistance described in Section 3 (o) of the LURA has expired.

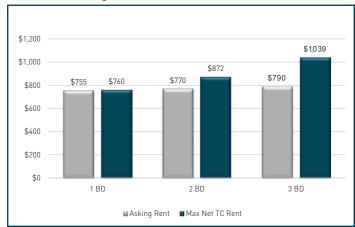
RENT & INCOME LIMITS

Baldwin County Effective Year: 2025 Area Median Income: \$93,000

Unit Breakdown by Unit Type



Asking Rents to Max Net TC Rents



^{*}Graph above does not include Employee unit.

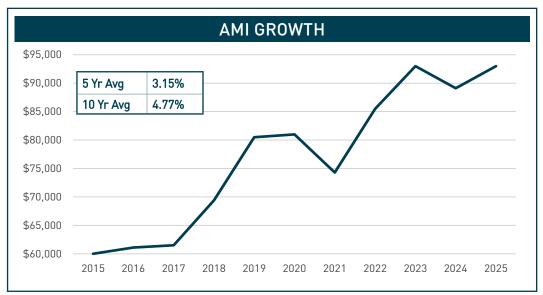
Briarwood Estates is a Section 42 LIHTC property which means that federal tax credits were given to help finance the property. The property currently is required to hold the maximum rent charged at or below a level considered appropriate for the households that have incomes at or below 50% of the local Area Median Income (AMI) for the county.

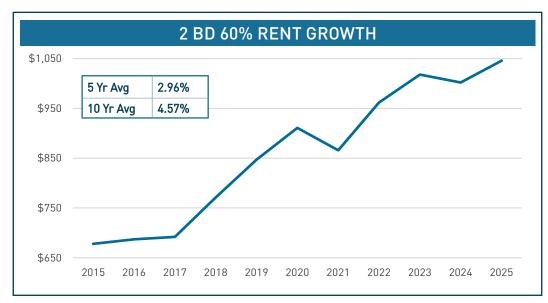
TAX CREDIT PROPERTY INCOME LIMITS						
INCOME	50%					
1 Person	\$34,450					
2 Person	\$39,400					
3 Person	\$44,300					
4 Person	\$49,200					
5 Person	\$53,150					
6 Person	\$57,100					
7 Person	\$61,050					

TAX CREDIT MAXIMUM ALLOWABLE RENTS									
Set Aside	Unit Type	# of Units	Max TC Rent	UA	Max Net Rent				
50%	1 BD	2	\$923	\$163	\$760				
50%	2 BD	27	\$1,067	\$203	\$904				
50%	3 BD	10	\$1,279	\$240	\$1,039				

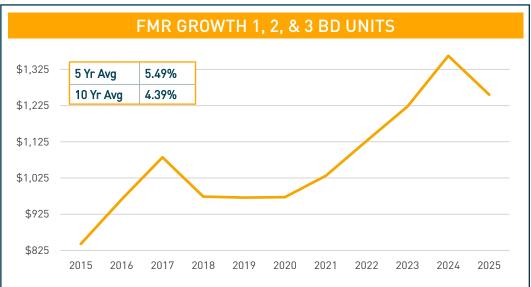
HISTORICAL RENT & INCOME LIMITS

BALDWIN COUNTY | ALABAMA









EXECUTIVE SUMMARY

PROPERTY INFORMATION							
Name	Briarwood Estates						
Address	19038 Fairground Road						
City, State, Zip	Robertsdale, AL 36567						
County	Baldwin						
Market Segment	Family						
Year Built	2000						
Placed In Service	2000						
Defer Credit Start Year?	No						
End of Initial Tax Credit Compliance Period	December 31, 2015						
End of LIHTC Restrictions	December 31, 2035						

Total Number of Units 40
Net Rentable Square Feet 40,450 SF

FINANCIAL SUMMARY

PRICING FIGURES - WITH PROPOSED NEW FINANCING

 PRICE
 \$4,450,925

 Price per Unit
 \$111,273

 Price per SF
 \$110.04





INCOME & EXPENSES

		2-28-2025 YTD	DED UNIT		2-28-2025 RR /	DED UNIT		PROFORMA	DED 11111	
PERATIONAL ANALYSIS		Annualized	PER UNIT	U	Inderwritten Exp	PER UNIT		PROFORMA	PER UNIT	
NCOME										
Gross Potential Rent		\$371,640	\$9,291		\$371,640	\$9,291		\$383,137	\$9,578	
Gain (Loss) to Lease	0.00%	\$0	\$0	(1.61%)	(\$5,988)	(\$150)	(1.00%)	(\$3,831)	(\$96)	J
POTENTIAL RENTAL INCOME		\$371,640	\$9,291		\$365,652	\$9,141		\$379,306	\$9,483	
% Increase over Prior Year					-1.61%			3.73%		
Economic Loss										
Vacancy Loss	3.27%	(\$12,150)	(\$304)	2.53%	(\$9,240)	(\$231)	3.50%	(\$13,276)	(\$332)	
Bad Debt	0.42%	(\$8,340)	(\$209)	0.42%	(\$1,551)	(\$39)	0.50%	(\$1,897)	(\$47)	J
Concessions	0.00%	\$0	\$0	0.00%	\$0	\$0	0.00%	\$0	\$0	
Total Economic Loss	3.69%	(\$20,490)	(\$512)	2.95%	(\$10,791)	(\$270)	4.00%	(\$15,172)	(\$379)	Ī
NET RENTAL INCOME		\$351,150	\$8,779		\$354,861	\$8,872		\$364,134	\$9,103	
Other Income										
Late Charges		\$2,730	\$68		\$2,730	\$68		\$2,730	\$68	
Application Fees		\$1,350	\$34		\$1,350	\$34		\$1,350	\$34	
Misc. Other Income		\$0	\$0		\$0	\$0		\$0	\$0	_
Total Other Income		\$4,080	\$102		\$4,080	\$102		\$4,080	\$102	
EFFECTIVE GROSS INCOME		\$355,230	\$8,881		\$358,941	\$8,974		\$368,214	\$9,205	
EXPENSES										
FIXED OPERATIONAL EXPENSE										
Total Real Estate Property Taxes	6.04%	\$21,456	\$536	5.67%	\$20,351	\$509	5.53%	\$20,351	\$509	
Total Property Insurance Expense	14.14%	\$50,244	\$1,256	14.70%	\$52,756	\$1,319	14.33%	\$52,756	\$1,319	
Total Property Utility Expense	5.37%	\$19,074	\$477	5.31%	\$19,074	\$477	5.18%	\$19,074	\$477	
TOTAL FIXED OPERATIONAL EXP	25.55%	\$90,774	\$2,269	25.68%	\$92,181	\$2,305	25.03%	\$92,181	\$2,305	_
ARIABLE OPERATIONAL EXPENSE										
Total Maint. Contract Services	3.06%	\$10,860	\$272	3.03%	\$10,860	\$272	2.95%	\$10,860	\$272	
Total Repairs & Maintenance	20.67%	\$73,440	\$1,836	8.36%	\$30,000	\$750	8.15%	\$30,000	\$750	
Total Administrative Expenses	20.54%	\$72,966	\$1,824	4.46%	\$16,000	\$400	4.35%	\$16,000	\$400	
Total Leasing & Marketing	2.53%	\$9,000	\$225	2.51%	\$9,000	\$225	2.44%	\$9,000	\$225	
Total Payroll and Salary Expenses	8.13%	\$28,878	\$722	8.05%	\$28,878	\$722	7.84%	\$28,878	\$722	
Property Management Fee	5.99%	\$21,288	\$532	6.00%	\$21,536	\$538	6.00%	\$22,093	\$552	
OTAL VARIABLE OPERATIONAL EXP	60.93%	\$216,432	\$5,411	32.39%	\$116,274	\$2,907	31.73%	\$116,831	\$2,921	-
OTAL FIXED & VARIABLE EXPENSES	86.48%	\$307,206	\$7,680	58.08%	\$208,456	\$5,211	56.76%	\$209,012	\$5,225	
Reserves & Replacements		\$12,000	\$300		\$12,000	\$300		\$12,000	\$300	
OTAL OPERATING EXPENSES	89.86%	\$319,206	\$7,980	61.42%	\$220,456	\$5,511	60.02%	\$221,012	\$5,525	
ET OPERATING INCOME		\$36,024	\$901		\$138,485	\$3,462		\$147,202	\$3,680	

NOTES TO INCOME & EXPENSES

NOTES TO PROFORMA

- 1) Potential Rental Income: Analysis assumes Proforma Rents as displayed on the Unit Mix page, annualized. A 1% loss to lease is included as the higher rents are implemented and burned off in Year 2 of the model.
- (2) Vacancy: Based on the 2/28/2025 rent rolls, occupancy is 97.5%. The analysis uses a 3.5% vacancy going forward as an estimate of market underwriting.
- (3) Real Estate Taxes: See notes below.
- [4] Insurance: The analysis assumes a 10% increase to the annualized insurance expense seen over January and February 2025.
- [5] Repairs & Maintenance: Reduced to \$750 per unit in the Proforma based on LIHTC comparables in the market.
- (6) Administrative: The Proforma assumes a reduction to \$400 per unit based on expenses observed at comparable LIHTC properties.

REAL ESTATE TAX ANALYSIS

Parcel #: 48-03-08-0-000-007.001

Total Market Value Exemptions	2025 \$2,719,200 \$0	<u>Proforma</u> \$2,800,776 \$0
Value after Exemptions	\$2,719,200	\$2,800,776
Assessment Ratio	20.00%	20.00%
Assessed Value	\$543,840	\$560,155
Tax Rate	3.633%	3.633%
Ad Valorem Taxes	\$19,758	\$20,351
Total Taxes Due	\$19,758	\$20,351

Notes

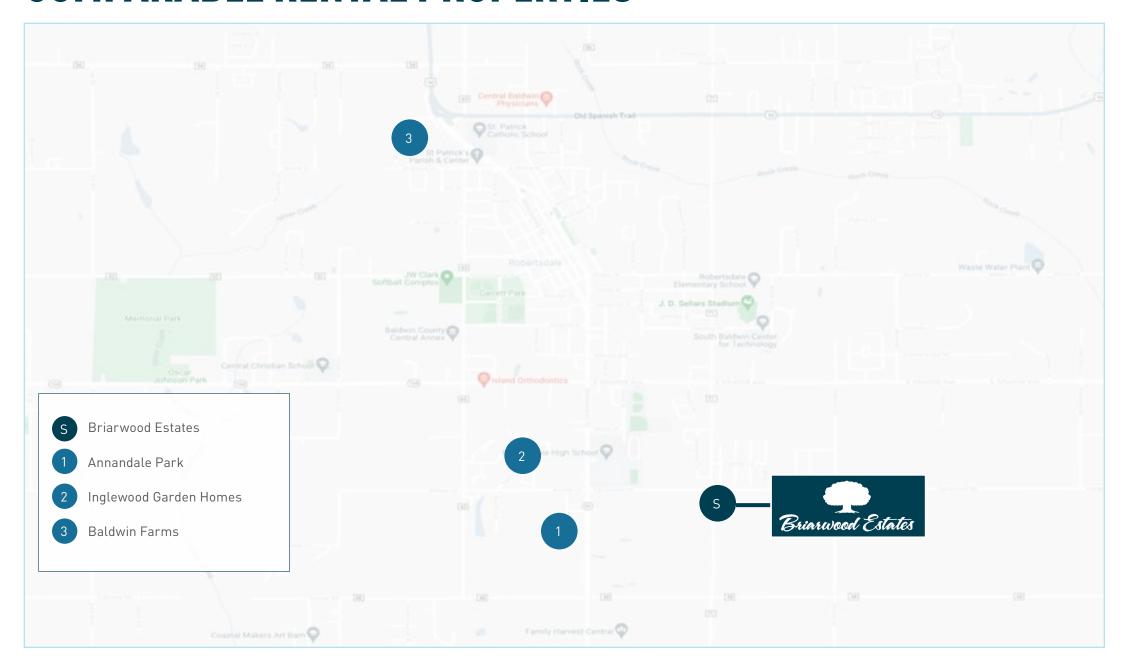
Per the County Assessor, taxes are calculated by using a 20% assessment ratio and a 3.60% tax rate. Properties are assessed every year based on the Income approach. Additionally, sales do not trigger reassessments. The Proforma assumes a 3% increase in the assessed value.

CASH FLOW

PROPERTY CASH FLOW ANALYSIS - ASSUMPTION	NS									
CASH FLOW SUMMARY	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Potential Rent Growth	NA	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Loss to Lease	-1.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Vacancy	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%
Bad Debt	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%
Concessions	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Other Income Growth	NA	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Property Taxes	NA	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%
Insurance	NA	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Utilities	NA (000/	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Property Management Fee	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%
Other Expenses Replacement Reserves	NA NA	2.50% 0.00%								
Replacement Reserves	INA	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
INCOME						*****		*	*	
Gross Potential Rent	\$383,137	\$394,631	\$406,470	\$418,664	\$431,224	\$444,161	\$457,486	\$471,210	\$485,347	\$499,907
Gain (Loss) to Lease	(\$3,831)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
POTENTIAL RENTAL INCOME	\$379,306	\$394,631	\$406,470	\$418,664	\$431,224	\$444,161	\$457,486	\$471,210	\$485,347	\$499,907
Economic Operational Loss										
Vacancy Loss	(\$13,276)	(\$13,812)	(\$14,226)	(\$14,653)	(\$15,093)	(\$15,546)	(\$16,012)	(\$16,492)	(\$16,987)	(\$17,497)
Bad Debt	(\$1,897)	(\$1,973)	(\$2,032)	(\$2,093)	(\$2,156)	(\$2,221)	(\$2,287)	(\$2,356)	(\$2,427)	(\$2,500)
Concessions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Operational Loss	(\$15,172)	(\$15,785)	(\$16,259)	(\$16,747)	(\$17,249)	(\$17,766)	(\$18,299)	(\$18,848)	(\$19,414)	(\$19,996)
NET RENTAL INCOME	\$364,134	\$378,846	\$390,211	\$401,918	\$413,975	\$426,395	\$439,186	\$452,362	\$465,933	\$479,911
Total Other Income	\$4,080	\$4,182	\$4,287	\$4,394	\$4,504	\$4,616	\$4,732	\$4,850	\$4,971	\$5,095
EFFECTIVE GROSS INCOME	\$368,214	\$383,028	\$394,498	\$406,312	\$418,479	\$431,011	\$443,918	\$457,212	\$470,904	\$485,006
OPERATIONAL EXPENSES										
FIXED OPERATIONAL EXPENSE	_									
Total Real Estate Property Taxes	\$20,351	\$21,369	\$22,437	\$23,559	\$24,737	\$25,974	\$27,272	\$28,636	\$30,068	\$31,571
Total Property Insurance Expense	\$52,756	\$54,075	\$55,427	\$56,813	\$58,233	\$59,689	\$61,181	\$62,711	\$64,278	\$65,885
Total Property Utility Expense	\$19,074	\$19,551	\$20,040	\$20,541	\$21,054	\$21,580	\$22,120	\$22,673	\$23,240	\$23,821
TOTAL FIXED OPERATIONAL EXP	\$92,181	\$94,994	\$97,904	\$100,912	\$104,024	\$107,243	\$110,573	\$114,019	\$117,586	\$121,277
VARIABLE OPERATIONAL EXPENSE										
Total Maint. Contract Services	\$10,860	\$11,132	\$11,410	\$11,695	\$11,987	\$12,287	\$12,594	\$12,909	\$13,232	\$13,563
Total Repairs & Maintenance	\$30,000	\$30,750	\$31,519	\$32,307	\$33,114	\$33,942	\$34,791	\$35,661	\$36,552	\$37,466
Total Administrative Expenses	\$16,000	\$16,400	\$16,810	\$17,230	\$17,661	\$18,103	\$18,555	\$19,019	\$19,494	\$19,982
Total Leasing & Marketing	\$9,000	\$9,225	\$9,456	\$9,692	\$9,934	\$10,183	\$10,437	\$10,698	\$10,966	\$11,240
Total Payroll and Salary Expenses	\$28,878	\$29,600	\$30,340	\$31,098	\$31,876	\$32,673	\$33,490	\$34,327	\$35,185	\$36,065
Property Management Fee	\$22,093	\$22,982	\$23,670	\$24,379	\$25,109	\$25,861	\$26,635	\$27,433	\$28,254	\$29,100
TOTAL VARIABLE OPERATIONAL EXP	\$116,831	\$120,088	\$123,204	\$126,401	\$129,682	\$133,048	\$136,502	\$140,046	\$143,683	\$147,415
								<u> </u>		
TOTAL FIXED & VARIABLE EXPENSE	\$209,012	\$215,083	\$221,108	\$227,313	\$233,706	\$240,291	\$247,075	\$254,066	\$261,269	\$268,692
Replacement Reserves	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000
TOTAL OPERATING EXPENSES	\$221,012	\$227,083	\$233,108	\$239,313	\$245,706	\$252,291	\$259,075	\$266,066	\$273,269	\$280,692
PROPERTY NET OPERATING INCOME	\$147,202	\$155,945	\$161,390	\$166,998	\$172,773	\$178,720	\$184,843	\$191,146	\$197,635	\$204,314



	Property Name	Location	Rental Status	Dist(mi)	Built/Reno	Units	Occupancy	Avg SF	Average Rent	Avg Market Rent/SF
S	BRIARWOOD ESTATE	ROBERTSDALE	AFFORDABLE	-	2000	40	98%	1,011	\$774	\$0.77
1	Annandale Park	Robertsdale	Affordable	0.66	2008	104	99%	1,032	\$1,084	\$1.05
2	Inglewood	Robertsdale	Affordable	0.80	2008	76	99%	1,479	\$1,125	\$0.76
3	Baldwin Farms	Robertsdale	Market	2.13	2001/2021	152	96%	1,145	\$1,463	\$1.28
	Average(s)					332	98%	1,187	\$1,267	\$1.07









BRIARWOOD ESTATES

19038 FAIRGROUND RD. ROBERTSDALE, AL 36567

BUILT 2000 UNITS 40 OCCUPANCY

98%

ANNANDALE PARK

21325 ANNANDALE DR. ROBERTSDALE, AL 36567

BUILT 2008 UNITS 104 99% **OCCUPANCY**

INGLEWOOD GARDEN HOMES

21635 SANDY SPRINGS CIR. ROBERTSDALE, AL 36567

2008 BUILT 76 UNITS 99% OCCUPANCY

UNIT TYPE	UNIT SF	RENT	RENT/SF
1 BD	825	\$755	\$0.92
2 BD	975	\$770	\$0.79
3 BD	1,150	\$790	\$0.69

UNIT TYPE	UNIT SF	RENT	RENT/SF
1 BD	803	\$888	\$1.11
2 BD	1,008	\$1,062	\$1.05
3 BD	1,190	\$1,222	\$1.03

UNIT TYPE	UNIT SF	RENT	RENT/SF
3 BD	1,479	\$1,125	\$0.76

NOTES:

LIHTC PROPERTY WITH 60% AMI. TENANTS PAY WATER, SEWER, AND ELECTRIC.

NOTES:

LIHTC PROPERTY WITH 60% AMI. TENANTS PAY WATER, SEWER, AND ELECTRIC.



BALDWIN FARMS

17830 BALDWIN FARMS PL. ROBERTSDALE, AL 36567

BUILT/RENO 2001/2021

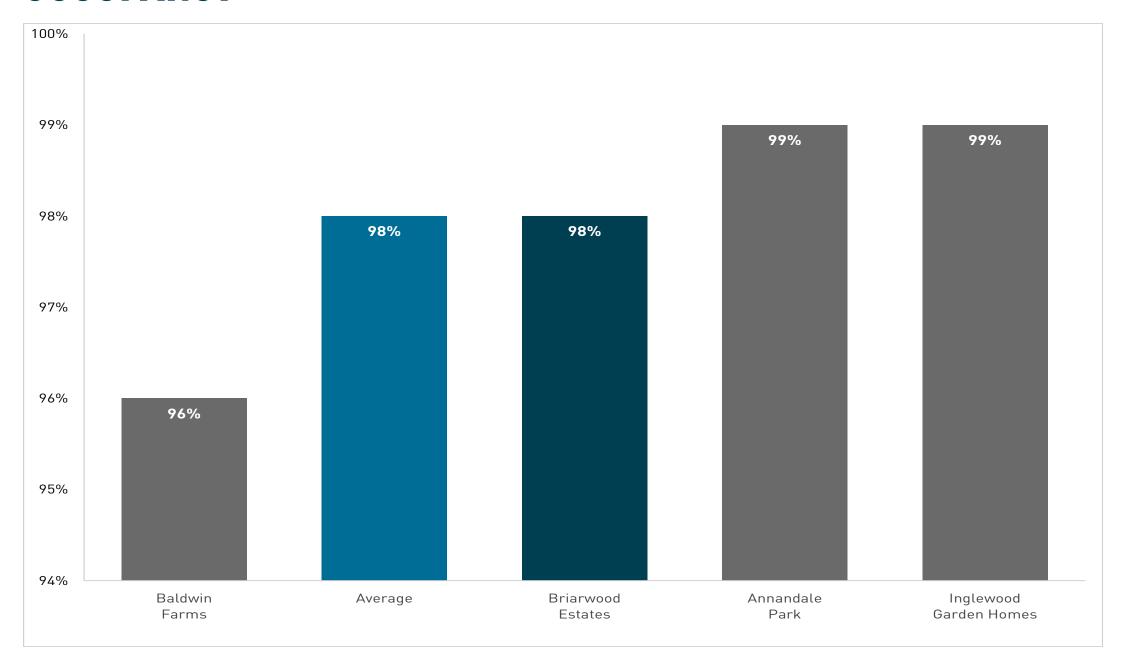
UNITS 152 **OCCUPANCY** 96%

UNIT TYPE	UNIT SF	RENT	RENT/SF
1 BD	864	\$1,267	\$1.47
2 BD	1,118	\$1,516	\$1.36
3 BD	1,374	\$1,550	\$1.13

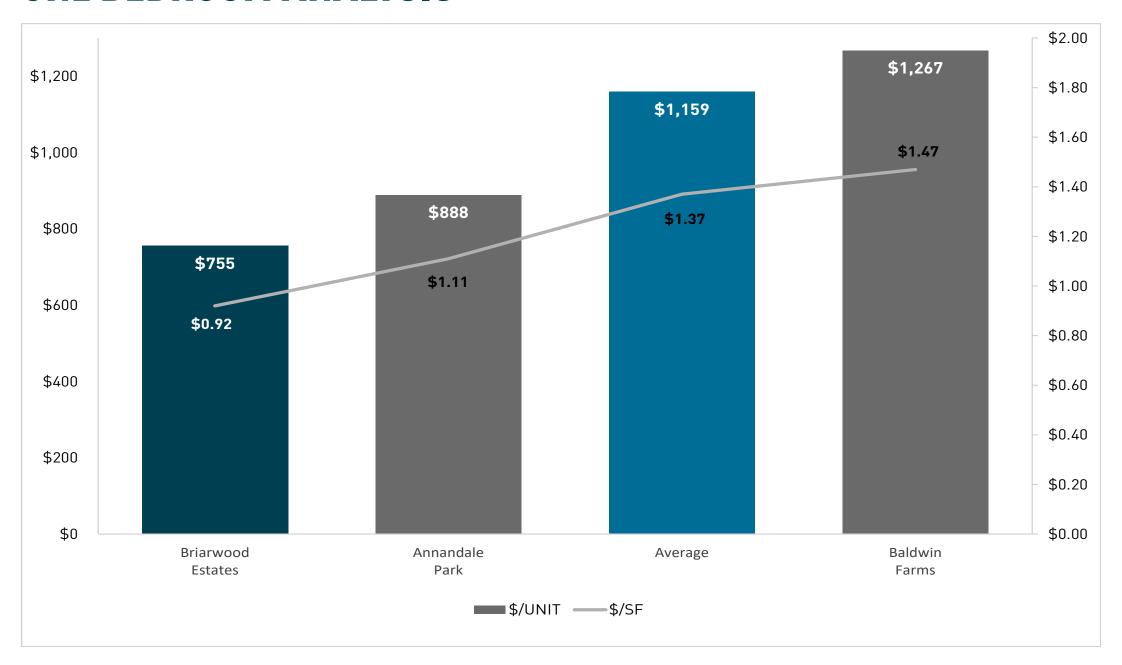
NOTES:

TENANTS PAY WATER, SEWER, AND ELECTRIC.

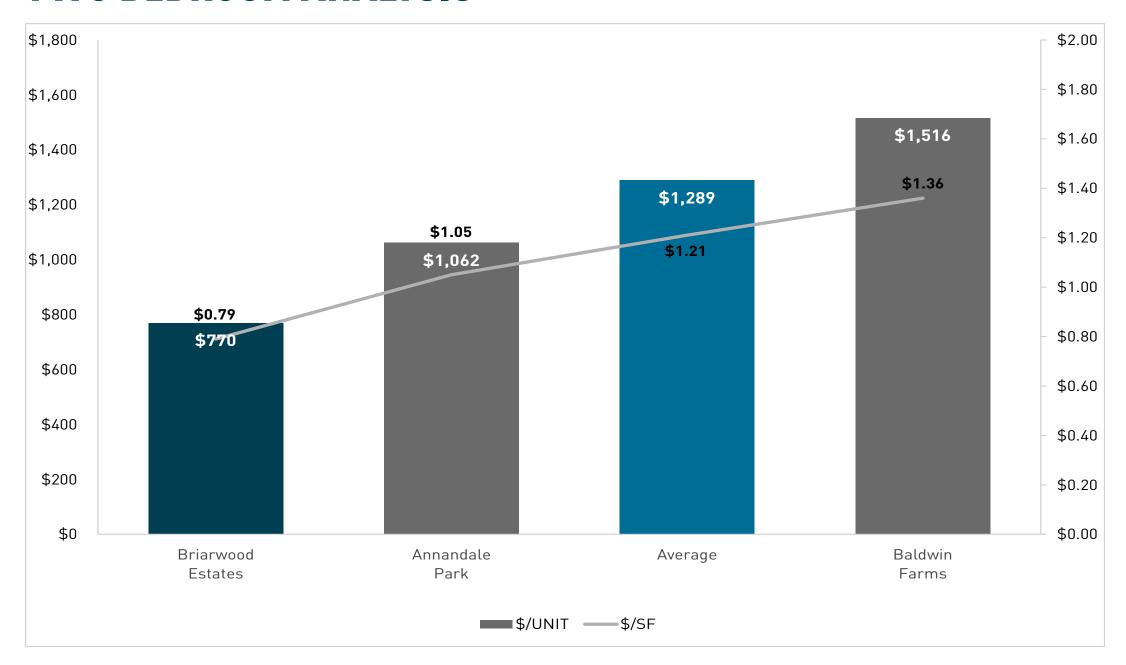
OCCUPANCY



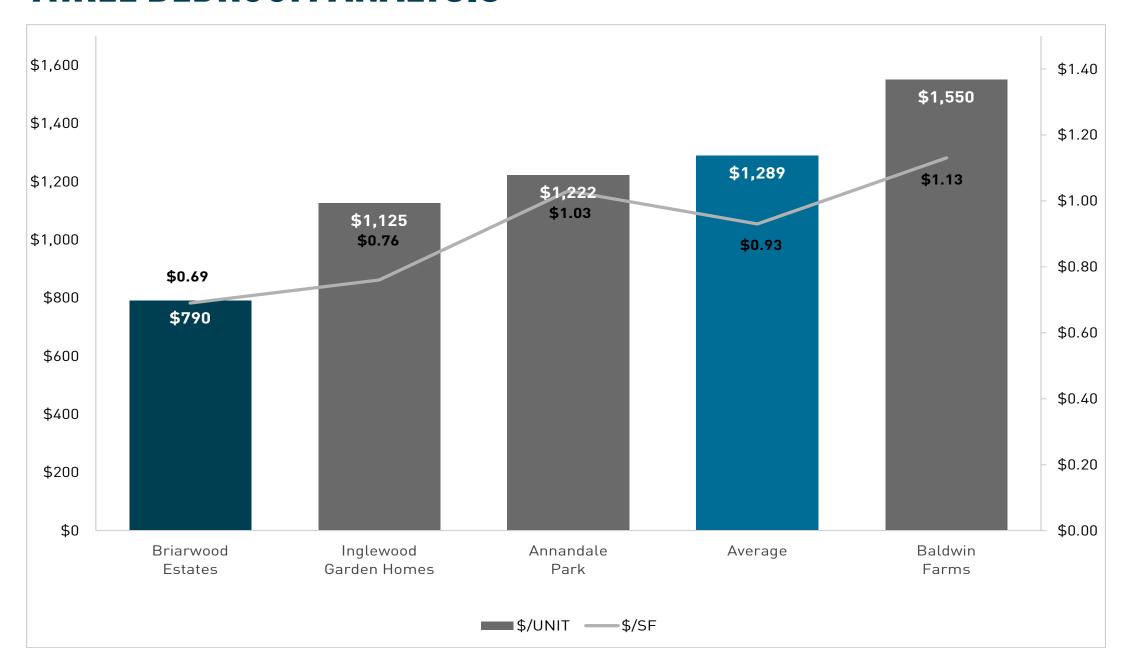
ONE BEDROOM ANALYSIS



TWO BEDROOM ANALYSIS



THREE BEDROOM ANALYSIS



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