

FOR SALE

384 Unit Multi Family

Apartment Homes

\$21,500,000

\$55,990 per unit

Hillcrest Woods

6201 Newberry Road

Indianapolis, IN



For more information, contact:

Michael B. Drew, CCIM

mdrew@ctmt.com

(317) 639-0470 phone

www.elInvestmentRealEstate.com



TURLEY
MARTIN
TUCKER

One American Square
Suite 1300
Indianapolis, Indiana 46282
317-639-0515
317-639-0504 Fax
www.ctmt.com

Commercial Real Estate Services

Highlights!

- TIC Debt already in place
- Value Add - Just improve occupancy
- Value Add opportunity through sub-metering gas
- \$6.4 million renovation in 1994/1998
- Currently leased over 90% as of May, 2009.
- Convenient to shopping, restaurants, schools, and downtown Indianapolis via I-465 and I-70
- Resort class amenity package including two clubhouses, swimming pool with hot tub, indoor racquetball, business center, fitness center, etc.
- Wooded Brown County like setting with rolling hills, mature landscaping and adjacent lake
- Low density community (6.1 units/acre) on 63 acres
- Proforma IRR _____% (leveraged)
- Proforma cash on cash _____% (leveraged)
- Market timing provides upside potential with increased occupancy and increased rents
- Opportunity to own renovated property significantly below replacement cost
- Large units fill underserved renter (family) base in the area
- Unique unit styles including bungalows, lofts, 1, 2, 3, and 4 bedroom units

Investment Highlights

Hillcrest Woods Apartment Homes are designed and built to take advantage of the rolling wooded site with convenient access to both downtown and suburban amenities. The property offers a variety of floor plans including one, two, three, and four bedroom units. The property is a Class B asset in a Class B+ location. This community includes 384 apartment homes in 30 one-story and three-story buildings located on 63 acres with rolling hills, dense woods, and adjacent lake. The property was built in 1971 with substantial renovations occurring in 1994 and 1998. The average unit size is 1,190 square feet. The main clubhouse includes a resort class outdoor swimming pool with waterfall, hot tub, water volleyball, and an inviting sundeck. Features also include a fitness center, business center, clubroom, full kitchen, bar, large screen TV, dance floor, billiards room, indoor racquetball court, men's and women's locker rooms, and a sound system offering indoor and outdoor music. This quality property is conveniently accessible via the Shadeland Avenue exit from I-465. The property offers the investor long-term stability, future rent growth potential and excellent value appreciation on the northeast side of Indianapolis, Indiana.

Outstanding Location

Hillcrest Woods is located at 6201 Newberry Road near the intersection of Shadeland Avenue and Fall Creek Road. The community is well located with convenient access to I-465 and I-70 interchanges. This popular neighborhood provides convenient amenities and the location provides quick access to downtown Indianapolis. The quickest route from downtown Indianapolis to the northeast side of Indianapolis takes you right past Hillcrest Woods Apartment Homes via the Shadeland Avenue exit off I-465.

Financial Highlights

Hillcrest Woods will be delivered with assumable TIC financing already in place. We are offering Hillcrest Woods Apartment Homes for sale for \$21,500,000 which is only \$55,990 per unit, and \$47.06 per rentable square foot. The stabilized proforma Net Operating Income is projected to be \$_____. As of May 2009 the property is over 90% leased. We feel a buyer should be able to improve occupancy generating an IRR in excess of _____%.

Community Features

This premier community is designed to include the features that will attract residents who appreciate the natural park like setting and convenient location.

- 1,2,3 & 4 bedroom apartments
- Unique Floor Plans
- Some of the largest square footage apartments in Indianapolis
- Walk-in closets and considerable extra storage
- Patios or balconies accessed by sliding glass doors
- Hollywood baths with oversized counter tops and vanity mirrors.
- Oversized windows with window treatments throughout
- Classic kitchen designs with Whirlpool appliances
- Wood burning fireplaces
- Individual climate controls for central heating and air conditioning
- Connections for full size washer and dryer
- Indoor racquetball/wallyball court & professional exercise center with state-of-the-art exercise equipment
- Billiards room with regulation size table
- Business center with personal computer, copier and FAX
- Resort-class pool with cascading waterfall, outdoor hot tub, water volleyball and expansive sundeck
- Children's clubhouse with year round activity center and play area with adjacent pool
- Garages and carports
- Wooded Brown County-like setting with rolling hills, mature landscaping and adjacent lake
- Resort Class clubhouse featuring Great Room with fieldstone fireplace, entertainment center with large screen TV, dance floor, party facilities & overhead bar



Comparable Rental Properties



Hillcrest Woods 6201 Newberry Road Indianapolis, IN

Built: 1971
Renovated: 1994 & 1998
Units: 384
Avg. Sq. Ft.: 1,190
Avg. Rent: \$769
Avg. Rent / Sq. Ft.: \$.64
Occupancy: 84.1%



Lake Castleton 7601 Carlton Arms Drive Indianapolis, IN

Built: 1976/1980
Units: 1,261
Avg. Sq. Ft.: 943
Avg. Rent: \$621
Avg. Rent / Sq. Ft.: \$.66



Shadeland Station 7135 Thatcher Indianapolis, IN

Built: 186
Units: 252
Avg. Sq. Ft.: 886
Avg. Rent: \$629
Avg. Rent / Sq. Ft.: \$.71
Occupancy: 97%



Waterside at Castleton 8380 Whipporwill Drive Indianapolis, IN

Built: 1980
Units: 400
Avg. Sq. Ft.: 783
Avg. Rent: \$627
Avg. Rent / Sq. Ft.: \$.80
Occupancy: 93%

Comparable Sales



Hillcrest Woods 6201 Newberry Road Indianapolis, IN

Built: 1971
Renovated: 1994 & 1998
Units: 384
Price/Unit: \$55,990
Price/Sq. Ft.: \$47.06
Listed For: \$21,500,000
Status: Available



Harrison Place 5812 Beattie Drive Indianapolis, IN

Built: 2000
Units: 307
Price/Unit: \$68,664
Price: \$21,100,000
Status: Closed 2008



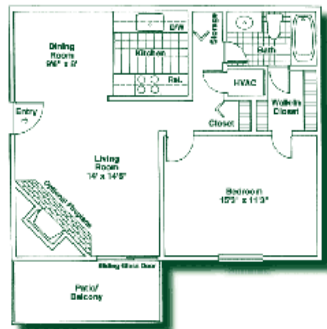
Riverchase 2730 River Chase Drive Indianapolis, IN

Built: 2001
Units: 216
Price/Unit: \$65,243
Price: \$14,100,000
Status: Closed 2008

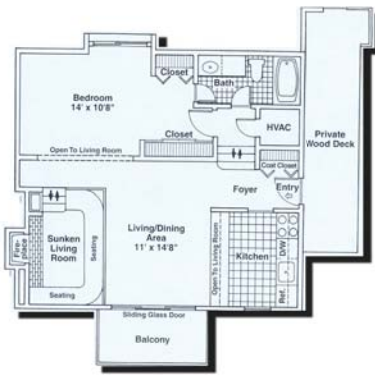


Bristol 7705 Harborside Drive Indianapolis, IN

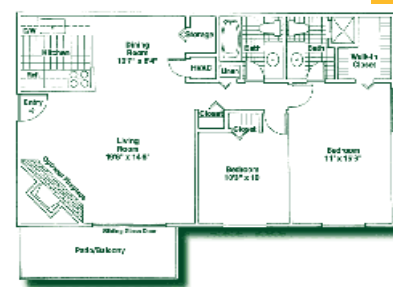
Built: 2004
Units: 261
Price/Unit: \$59,962
Price: \$15,700,000
Status: Closed 2008



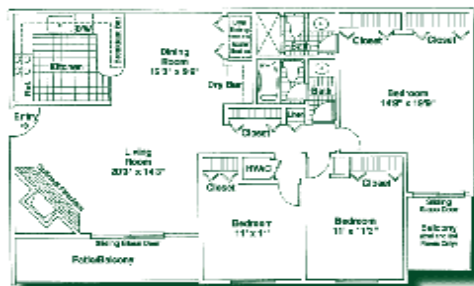
One Bedroom A



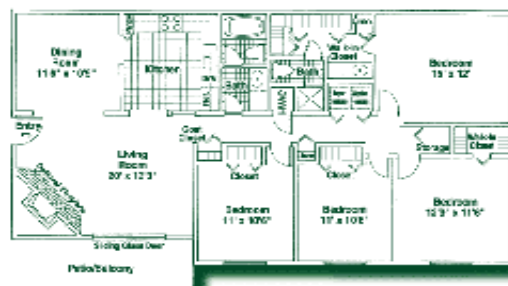
One Bedroom B



Two Bedroom



Three Bedroom



Four Bedroom

Community Features

- 252 units with washer and dryer hookups (all 1 bedroom loft units and 3 and 4 bedroom units)
- Patio or balcony with most units, many with scenic wooded views
- Storage available in each building
- Separate community center with pool
- Gatehouse with card key entry system

Main Clubhouse Features

- Resort-class outdoor pool with cascading waterfall, hot tub, water volleyball and expansive sundeck
- Fitness center
- Short term available
- Club room with full kitchen, bar, large screen TV and dance floor
- Billiards room with regulation size table
- Indoor racquetball court
- Men's and women's locker rooms
- Interior and exterior sound system
- Business center

Apartment Features

Hillcrest Woods Apartments is located on a rolling site with dense landscaping, abundant trees and adjacent lake.

Kitchens

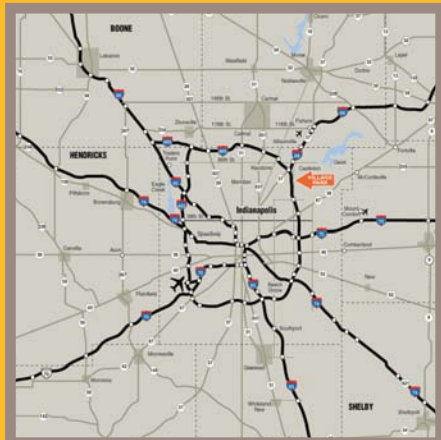
- Wood cabinets
- Frost-free refrigerators
- Self-cleaning ovens with range hoods
- Dishwashers and disposals in all units
- Stainless steel double-sinks

Bathrooms

- White sinks and toilets in most units
- White ceramic tubs with fiberglass surround in most units

Unit Mix Current Street Rents (May 2009)

Unit Type	# of Units	Size	Market Rents as of February 2009			Gross Potential Rent
			Rent per Month	Rent Per SF	NRA (#)	
One bedroom - One bath	30	725	\$565	\$0.78	21,750	\$16,950.00
One bedroom - One bath	4	725	\$585	\$0.81	2,900	\$2,340.00
One bedroom - One bath	2	725	\$600	\$0.83	1,450	\$1,200.00
One bedroom - One bath	24	825	\$624	\$0.76	19,800	\$14,976.00
Two bedroom - Two bath	16	1,000	\$660	\$0.66	16,000	\$10,560.00
Two bedroom - Two bath	41	1,000	\$675	\$0.68	41,000	\$27,675.00
Two bedroom - Two bath	7	1,000	\$690	\$0.69	7,000	\$4,830.00
Two bedroom - Two bath	22	1,000	\$695	\$0.70	22,000	\$15,290.00
Two bedroom - Two bath	10	1,000	\$710	\$0.71	10,000	\$7,100.00
Three bedroom - Two bath	1	1,350	\$770	\$0.57	1,350	\$770.00
Three bedroom - Two bath	1	1,350	\$805	\$0.60	1,350	\$805.00
Three bedroom - Two bath	30	1,350	\$820	\$0.61	40,500	\$24,600.00
Three bedroom - Two bath	77	1,350	\$835	\$0.62	103,950	\$64,293.00
Three bedroom - Two bath	14	1,350	\$850	\$0.63	18,900	\$11,900.00
Three bedroom - Two bath	30	1,350	\$855	\$0.63	40,500	\$25,650.00
Three bedroom - Two bath	27	1,350	\$895	\$0.66	36,450	\$24,165.00
Four bedroom - Two bath	7	1,500	\$880	\$0.59	10,500	\$6,160.00
Four bedroom - Two bath	26	1,500	\$895	\$0.60	39,000	\$23,270.00
Four bedroom - Two bath	9	1,500	\$910	\$0.61	13,500	\$8,190.00
Four bedroom - Two bath	3	1,525	\$910	\$0.60	4,575	\$2,730.00
Four bedroom - Two bath	1	1,525	\$880	\$0.58	1,525	\$880.00
Four bedroom - Two bath	2	1,525	\$895	\$0.59	3,050	\$1,790.00
Total/Average	384	1,206	\$771	\$0.64	\$457,050	\$296,126.00



Pro Forma

Pro Forma Operating Statement - Stabilized Hillcrest Woods Apartments

	Total Amount	\$/Unit	\$/NRSF
POTENTIAL GROSS REVENUES			
Potential Rental Revenue	\$3,434,280	\$8,943	\$7.52
Scheduled Base Rental Revenue	3,434,280	\$8,943	\$7.52
Other Income	200,000	\$520.83	\$.43
Loss to Lease - Adjustment	(65,000)	\$169.27	\$.14
Concessions	(76,304)	\$198.70	\$.16
TOTAL POTENTIAL GROSS REVENUE	3,492,976	\$9,096.29	\$7.64
General Vacancy	(171,714)	\$447.17	\$.37
EFFECTIVE GROSS REVENUE	3,321,262	\$8,649.12	\$7.27
OPERATING EXPENSES			
Payroll	342,244	\$891.26	\$.74
Administrative	279,970	\$729.08	\$.61
Grounds	63,539	\$170.67	\$.14
Marketing	88,145	\$229.54	\$.19
Maintenance	70,583	\$183.80	\$.15
Security	5,047	\$13.14	\$.01
Apartment Turnover	118,075	\$307.48	\$.25
Utilities	288,830	\$752.16	\$.63
Taxes	344,572	\$897.32	\$.75
Insurance	115,108	\$299.76	\$.25
TOTAL OPERATING EXPENSES	1,716,113	\$4,469.04	\$3.76
NET OPERATING INCOME	1,605,149	\$4,180.07	\$3.51



TURLEY
MARTIN
TUCKER

2500 One American Square
Indianapolis, Indiana 46282
317-639-0470
317-639-0504 Fax
www.ctmt.com

For More Information Contact
Michael B. Drew
mdrew@ctmt.com
www.elInvestmentRealEstate.com

Commercial Real Estate Services