

DERMEL PROPERTIES PORTFOLIO

[OFFERING MEMORANDUM]



CHAMPAIGN, IL 61820

15 UNITS | 60 BEDS



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OVERVIEW: 60-BED STUDENT HOUSING PORTFOLIO SPREAD ACROSS CHAMPAIGN, IL

UNIVERSITY OF ILLINOIS: 2016 TOTAL ENROLLMENT OF 44,880, ENROLLMENT UP 2,931 STUDENTS OVER THE PAST 6 YEARS, INTERNATIONAL ENROLLMENT UP 3.07% TO 10,700, UNDERGRADUATE ENROLLMENT OF 33,467

OPPORTUNITY: PREDOMINANTLY NEW CONSTRUCTION, FULLY LEASED FOR 2017-18 & 2018-19, FREE & CLEAR OF EXISTING FINANCING

PRICE	\$7,655,000
CAP RATE	6.00%
GRM	9.77
FINANCING	Free & Clear
ADDRESS	Various, Champaign, IL
UNITS	15
BEDS	60
RENTABLE SQUARE FT	32,242 SQ FT
NUMBER OF PROPERTIES	7
YEAR BUILT	1925-2013
2017-18 OCCUPANCY	100%
2018-19 PRE-LEASE	100%
MARKET OCCUPANCY	97.3%
UNIVERSITY	University of Illinois
UNIVERSITY ENROLLMENT	44,880 (Fall 2016)



The background image shows a modern, two-story house with a mix of stone and dark wood siding. A large window is visible on the upper floor, and a patio area with a light-colored stone floor is in the foreground. The sky is clear and blue.

RENT SUMMARY

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PRICING ANALYSIS

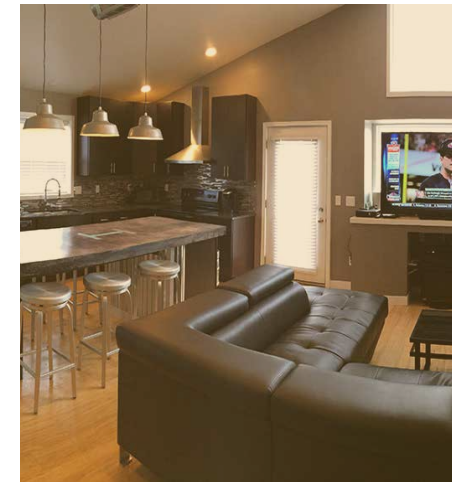
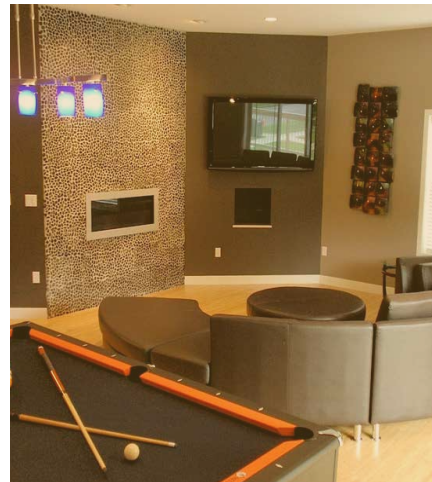
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RENT SUMMARY [FINANCIAL SUMMARY]



UNIT MIX

PROPERTY	TYPE	UNITS	BEDS	SF	TOTAL SF	ACHIEVING		PRO FORMA		MONTHLY RENT
						2017-18 RENT / BED	2017-18 RENT / SF	2017-18 RENT / BED	2017-18 RENT / SF	
405 W Green	4 Bedroom / 2 Bath	1	4	1,400	1,400	\$403	\$1.15	\$425	\$1.21	\$1,700
505 S 2nd St	4 Bedroom / 4.5 Bath	4	16	2,013	8,052	\$788	\$1.57	\$825	\$1.64	\$13,200
305 S 5th St	4 Bedroom / 4.5 Bath	2	8	2,050	4,100	\$1,109	\$2.16	\$1,000	\$1.95	\$8,000
306 S 5th St	4 Bedroom / 4.5 Bath	2	8	2,650	5,300	\$1,298	\$1.96	\$1,570	\$2.37	\$12,560
410 E Stoughton	4 Bedroom / 4.5 Bath	2	8	2,725	5,450	\$1,388	\$2.04	\$1,390	\$2.04	\$11,120
502 E Stoughton	4 Bedroom / 4.5 Bath	2	8	2,725	5,450	\$1,350	\$1.98	\$1,340	\$1.97	\$10,720
1005 S Oak	4 Bedroom / 3 Bath	2	8	1,245	2,490	\$1,164	\$3.74	\$1,200	\$3.86	\$9,600
Total / Average		15	60	2,149	32,242	\$1,078	\$2.01	\$1,115	\$2.07	\$66,900



FINANCIAL ANALYSIS & PRO FORMA [FINANCIAL SUMMARY]

RENTAL INCOME	TRAILING 12	2017-18 PROFORMA	%	PER SF	PER UNIT	PER BED	NOTES
Gross Potential Rent	\$776,484	\$802,800	100.00%	\$24.90	\$53,520	\$13,380	
Vacancy	\$0	-\$24,084	-3.00%	-\$0.75	-\$1,606	-\$401	Set at -3.00%
Loss / Gain to Lease	\$0	-\$8,028	-1.00%	-\$0.25	-\$535	-\$134	Set at -1.00%
Non Revenue Units	\$0	\$0	0.00%	\$0.00	\$0	\$0	Set at 0.00%
Concessions / Discounts	\$0	\$0	0.00%	\$0.00	\$0	\$0	Set at 0.00%
Bad Debt	\$0	-\$8,028	-1.00%	-\$0.25	-\$535	-\$134	Set at -1.00%
Gross Rental Income	\$776,484	\$762,660	95.00%	\$23.65	\$50,844	\$12,711	
Total Other Income	\$0	\$21,000	-	\$0.65	\$1,400	\$350	Set at \$350/bed
Total Gross Income	\$776,484	\$783,660	-	\$24.31	\$52,244	\$13,061	
EXPENSE							
Real Estate Taxes	\$76,059	\$104,343	13.31%	\$3.24	\$6,956	\$1,739	Actual TY2016 Taxes
Insurance	\$10,453	\$10,800	1.38%	\$0.33	\$720	\$180	Set at \$180/bed
Utilities	\$82,524	\$82,500	10.53%	\$2.56	\$5,500	\$1,375	Set at \$1375/bed
Maintenance / Repairs	\$53,803	\$9,000	1.15%	\$0.28	\$600	\$150	Set at \$150/bed
Cleaning / Turnover	\$0	\$9,000	1.15%	\$0.28	\$600	\$150	Set at \$150/bed
Contract Services	\$0	\$13,500	1.72%	\$0.42	\$900	\$225	Set at \$225/bed
Advertising / Marketing	\$0	\$9,000	1.15%	\$0.28	\$600	\$150	Set at \$150/bed
Payroll	\$0	\$19,500	2.49%	\$0.60	\$1,300	\$325	Set at \$325/bed
General / Administrative	\$0	\$3,000	0.38%	\$0.09	\$200	\$50	Set at \$50/bed
Management Fee	\$0	\$54,856	7.00%	\$1.70	\$3,657	\$914	Set at 7.00% of Gross Total Income
Replacement Reserves	\$9,000	\$9,000	1.15%	\$0.28	\$600	\$150	Set at \$150/bed
Total Expenses	\$231,839	\$324,500	41.41%	\$10.06	\$21,633	\$5,408	
Net Operating Income	\$544,644	\$459,160	58.59%	\$14.24	\$30,611	\$7,653	



GROWTH RATES [FINANCIAL SUMMARY]



RENTAL INCOME	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27
Gross Potential Rent		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Vacancy	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%
Loss / Gain to Lease	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%
Non Revenue Units	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Concessions / Discounts	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Bad Debt	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%	-1.00%
Total Other Income		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%

EXPENSE

Real Estate Taxes		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Insurance		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Utilities		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Maintenance / Repairs		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Cleaning / Turnover		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Contract Services		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Marketing / Advertising		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Payroll		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
General / Administrative		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%
Management Fee	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Replacement Reserves		2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%

10 YEAR CASH FLOW [FINANCIAL SUMMARY]

RENTAL INCOME	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27
Gross Potential Rent	\$802,800	\$822,870	\$843,442	\$864,528	\$886,141	\$908,295	\$931,002	\$954,277	\$978,134	\$1,002,587
Vacancy	-\$24,084	-\$24,686	-\$25,303	-\$25,936	-\$26,584	-\$27,249	-\$27,930	-\$28,628	-\$29,344	-\$30,078
Loss / Gain to Lease	-\$8,028	-\$8,229	-\$8,434	-\$8,645	-\$8,861	-\$9,083	-\$9,310	-\$9,543	-\$9,781	-\$10,026
Non Revenue Units	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Concessions / Discounts	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bad Debt	-\$8,028	-\$8,229	-\$8,434	-\$8,645	-\$8,861	-\$9,083	-\$9,310	-\$9,543	-\$9,781	-\$10,026
Gross Rental Income	\$762,660	\$781,727	\$801,270	\$821,301	\$841,834	\$862,880	\$884,452	\$906,563	\$929,227	\$952,458
Total Other Income	\$21,000	\$21,525	\$22,063	\$22,615	\$23,180	\$23,760	\$24,354	\$24,962	\$25,586	\$26,226
Total Gross Income	\$783,660	\$803,252	\$823,333	\$843,916	\$865,014	\$886,639	\$908,805	\$931,525	\$954,814	\$978,684
EXPENSE										
Real Estate Taxes	\$104,343	\$106,952	\$109,626	\$112,366	\$115,176	\$118,055	\$121,006	\$124,032	\$127,132	\$130,311
Insurance	\$10,800	\$11,070	\$11,347	\$11,630	\$11,921	\$12,219	\$12,525	\$12,838	\$13,159	\$13,488
Utilities	\$82,500	\$84,563	\$86,677	\$88,843	\$91,065	\$93,341	\$95,675	\$98,067	\$100,518	\$103,031
Maintenance / Repairs	\$9,000	\$9,225	\$9,456	\$9,692	\$9,934	\$10,183	\$10,437	\$10,698	\$10,966	\$11,240
Cleaning / Turnover	\$9,000	\$9,225	\$9,456	\$9,692	\$9,934	\$10,183	\$10,437	\$10,698	\$10,966	\$11,240
Contract Services	\$13,500	\$13,838	\$14,183	\$14,538	\$14,901	\$15,274	\$15,656	\$16,047	\$16,448	\$16,860
Marketing / Advertising	\$9,000	\$9,225	\$9,456	\$9,692	\$9,934	\$10,183	\$10,437	\$10,698	\$10,966	\$11,240
Payroll	\$19,500	\$19,988	\$20,487	\$20,999	\$21,524	\$22,062	\$22,614	\$23,179	\$23,759	\$24,353
General / Administrative	\$3,000	\$3,075	\$3,152	\$3,231	\$3,311	\$3,394	\$3,479	\$3,566	\$3,655	\$3,747
Management Fee	\$54,856	\$56,228	\$57,633	\$59,074	\$60,551	\$62,065	\$63,616	\$65,207	\$66,837	\$68,508
Replacement Reserves	\$9,000	\$9,225	\$9,456	\$9,692	\$9,934	\$10,183	\$10,437	\$10,698	\$10,966	\$11,240
Total Expenses	\$324,500	\$332,612	\$340,927	\$349,451	\$358,187	\$367,142	\$376,320	\$385,728	\$395,371	\$405,256
Net Operating Income	\$459,160	\$470,639	\$482,405	\$494,465	\$506,827	\$519,498	\$532,485	\$545,797	\$559,442	\$573,428
Debt Service	\$342,967	\$342,967	\$342,967	\$342,967	\$342,967	\$342,967	\$342,967	\$342,967	\$342,967	\$342,967
Cash Flow After Debt Service	\$116,193	\$127,672	\$139,438	\$151,498	\$163,860	\$176,530	\$189,518	\$202,830	\$216,475	\$230,461



PRICING ANALYSIS [FINANCIAL SUMMARY]



Target Sale Price	\$7,655,000
Price / Unit	\$510,333
Price / Bed	\$127,583
Price / SF	\$237.42
Trailing 12 GRM	9.86
Trailing 12 CAP Rate	7.11%
Trailing 12 Cash on Cash Return	9.91%
2017-18 Pro Forma GRM	9.77
2017-18 Pro Forma CAP Rate	6.00%
2017-18 Pro Forma Cash on Cash Return	5.71%
10 Year IRR	11.48%

Financing Type	New
LTV on Sale Price	75.00%
LTV on Total Cost	73.84%
Interest Rate	4.35%
Amortization	30
Mortgage	\$5,741,250
Origination Fee (1.00%)	\$57,413
Capital Improvements	\$18,000
Due Diligence/Closing Costs	\$45,000
Total Acquisition Cost	\$7,775,413
Total Equity	\$2,034,163

\$7,655,000

TARGET SALE PRICE

Exit CAP Rate	6.75%
Exit Sale Price	\$8,495,235
Cost of Sale (3.00%)	-\$254,857
Mortgage Payoff	-\$4,575,965
Exit Net Proceeds	\$3,664,413

	EQUITY	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	2023-24	2024-25	2025-26	2026-27	NET PROCEEDS
Net Operating Income		\$459,160	\$470,639	\$482,405	\$494,465	\$506,827	\$519,498	\$532,485	\$545,797	\$559,442	\$573,428	
Debt Service		\$342,967	\$342,967	\$342,967	\$342,967	\$342,967	\$342,967	\$342,967	\$342,967	\$342,967	\$342,967	
DCR		1.34	1.37	1.41	1.44	1.48	1.51	1.55	1.59	1.63	1.67	
Cash Flow After Debt Service	-\$2,034,163	\$116,193	\$127,672	\$139,438	\$151,498	\$163,860	\$176,530	\$189,518	\$202,830	\$216,475	\$230,461	\$3,664,413
Capitalization Rate		6.00%	6.15%	6.30%	6.46%	6.62%	6.79%	6.96%	7.13%	7.31%	7.49%	6.47%
Cash on Cash Return		5.71%	6.28%	6.85%	7.45%	8.06%	8.68%	9.32%	9.97%	10.64%	11.33%	7.48%

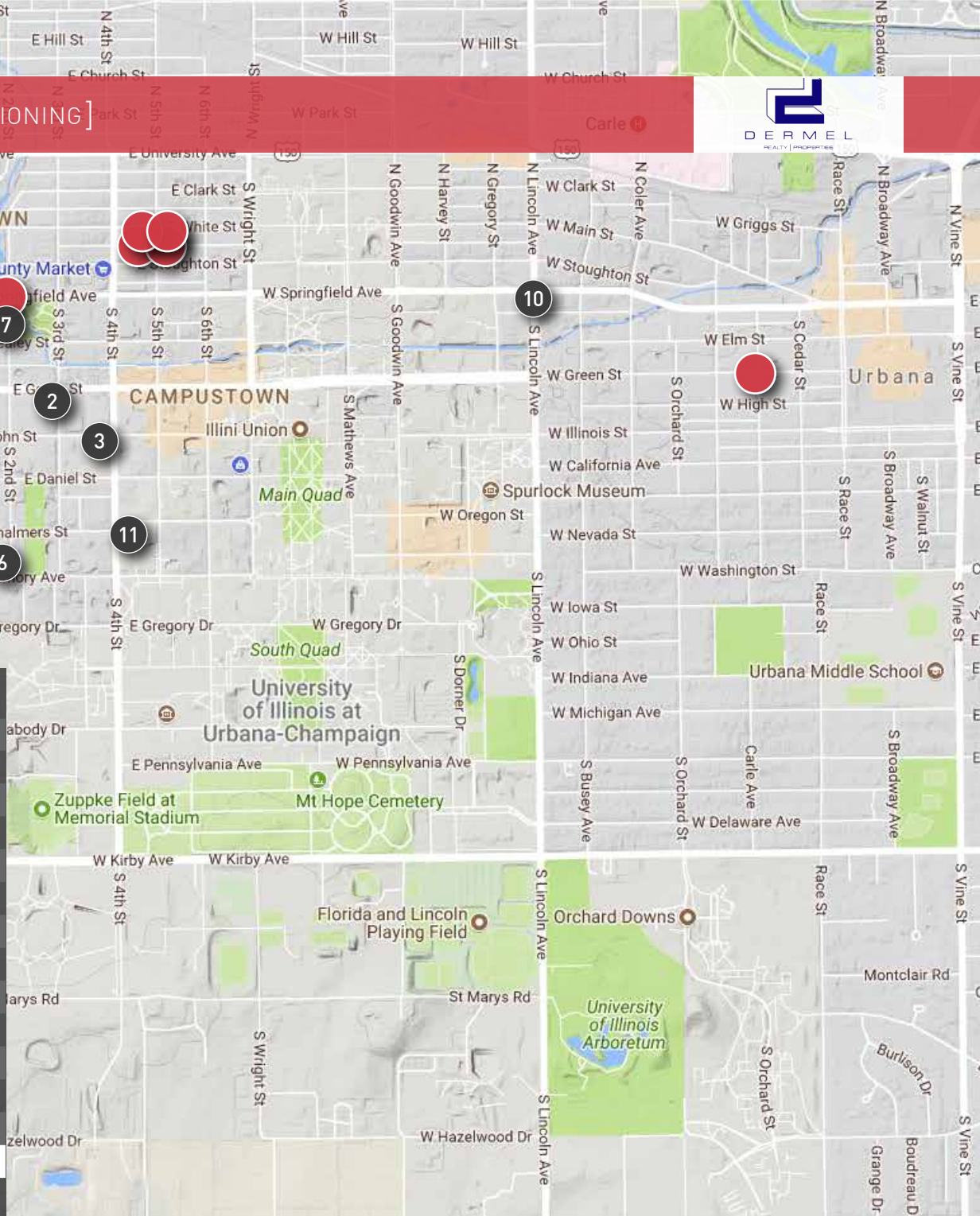




RENT COMPARABLES MAP [MARKET POSITIONING]



#	PROPERTY NAME	UNITS	AVERAGE RENT	AVERAGE SIZE	AVERAGE PSF
1.	Maywood	16	\$650	1,380	\$1.88
2.	H. Suites at Third*	21	\$699	1,455	\$1.92
3.	309 E John*	4	\$700	1,224	\$2.29
4.	Healey Place*	4	\$725	1,330	\$2.18
5.	505 S 1st	4	\$725	1,000	\$2.90
6.	106 E Armory	4	\$725	1,234	\$2.35
7.	507 S 2nd	9	\$748	1,194	\$2.50
8.	Lancaster	10	\$750	1,018	\$2.95
9.	75 Armory	14	\$758	1,008	\$3.01
7.	507 S 2nd*	5	\$770	1,272	\$2.42
10.	901 Western	12	\$780	1,202	\$2.60
11.	1008 S 4th	6	\$785	1,105	\$2.84
11.	1008 S 4th*	6	\$925	1,302	\$2.84
Average/Total		130	\$777	1,341	\$2.32
	Dermel Portfolio	15	\$1,078	2,149	\$2.01



UNIVERSITY OVERVIEW

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DEMOGRAPHICS

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44,880 FALL 2016 TOTAL ENROLLMENT

33,347 FALL 2016 UNDERGRADUATE ENROLLMENT

16,650 BEDS ON CAMPUS

36.88% PERCENTAGE OF STUDENTS LIVING ON CAMPUS

- In fall 2016, total enrollment at the University of Illinois' flagship campus in Urbana-Champaign (UI-UC) was a school record 44,880, an increase of 1.80% from the previous fall and well above the five-year annual average of 1.05%.
- UI-UC enrolled 10,700 students from other countries last fall. Long a magnet for elite talent from all over the world, the University of Illinois now has the fifth highest international enrollment in the United States. Total international student enrollment has grown by 5.95% y/o/y since 2011, gaining a total of 2,679 students over that span.
- In fall 2016, first time freshman enrollment hit an all time high of 7,593 students. While the increase was only 28 students, it is encouraging to note that this was the first year since 2010 that freshman enrollment didn't swing drastically one way or the other. While the general trend has been up, enrollment dipped below 7,000 during three of the past six freshman classes.
- UI-UC's student athletes are known as the Fighting Illini and compete in the storied Big Ten Conference in the NCAA's Division I in 21 Varsity sports. The Fighting Illini lay claim to over twenty-five National Championships dating back to 1900.

ENROLLMENT HISTORY	2012	2013	2014	2015	2016
GRADUATE & PROFESSIONAL	10,982	11,104	11,024	11,209	11,413
UNDERGRADUATE	31,901	32,294	32,579	32,878	33,467
FRESHMAN	6,933	7,331	6,937	7,565	7,593
INTERNATIONAL	8,660	9,421	9,886	10,381	10,700
TOTAL	42,883	43,398	43,603	44,087	44,880



DEMOGRAPHICS [MARKET OVERVIEW]

RADIUS	1 MILE	3 MILE	5 MILE
POPULATION			
2015 Total Population	34,938	102,604	143,479
2015 Households	10,850	40,631	57,118
Population Change 2010-2015	-1,026	1,292	3,751
Household Change 2010-2015	-623	-468	164
% Population Change 2010-2015	-2.85%	1.28%	2.68%
% Household Change 2010-2015	-5.43%	-1.14%	0.29%
Population Change 2000-2015	2,492	6,981	18,579
Household Change 2000-2015	262	1,975	7,020
% Population Change 2000 to 2015	7.68%	7.30%	14.88%
% Household Change 2000 to 2015	2.47%	5.11%	14.01%

RADIUS	1 MILE	3 MILE	5 MILE
HOUSING			
2015 Housing Units	11,243	41,073	53,101
2015 Occupied Housing Units	10,588	38,656	50,098
2015 Owner Occupied Housing Units	1,130	15,393	24,178
2015 Renter Occupied Housing Units	9,458	23,263	25,920
2015 Vacant Housing Units	655	2,417	3,003
% 2015 Occupied Housing Units	94.17%	94.12%	94.34%
% 2015 Owner occupied housing units	10.67%	39.82%	48.26%
% 2015 Renter occupied housing units	89.33%	60.18%	51.74%
% 2000 Vacant housing units	5.83%	5.88%	5.66%

RADIUS	1 MILE	3 MILE	5 MILE
POPULATION BY RACE			
2015 White alone	21,542	64,278	93,679
2015 Black or African American alone	4,133	16,976	22,343
2015 American Indian & Alaska Native alone	80	301	382
2015 Asian alone	7,107	14,186	18,346
2015 Native Hawaiian and OPI alone	64	126	139
2015 Some Other Race alone	985	3,376	3,972
2015 Two or More Races alone	1,027	3,361	4,618
2015 Hispanic	2,372	7,640	9,313
2015 Not Hispanic	32,566	94,964	134,166
% 2015 White alone	61.66%	62.65%	65.29%
% 2015 Black or African American alone	11.83%	16.55%	15.57%
% 2015 American Indian & Alaska Native alone	0.23%	0.29%	0.27%
% 2015 Asian alone	20.34%	13.83%	12.79%
% 2015 Native Hawaiian and OPI alone	0.18%	0.12%	0.10%
% 2015 Some Other Race alone	2.82%	3.29%	2.77%
% 2015 Two or More Races alone	2.94%	3.28%	3.22%
% 2015 Hispanic	6.79%	7.45%	6.49%
% 2015 Not Hispanic	93.21%	92.55%	93.51%

RADIUS	1 MILE	3 MILE	5 MILE
INCOME			
2015 Household Income: Median	\$15,477	\$33,263	\$40,122
2015 Household Income: Average	\$26,994	\$51,995	\$60,676
2015 Per Capita Income	\$12,814	\$24,141	\$27,126





