

HILLSIDE VILLAS

39 TOWNHOME UNITS OUT OF 118 TOTAL · NEWER CONSTRUCTION · HIGH-GROWTH SUBMARKET
ORLANDO, MSA



ASKING PRICE:
\$6,000,000

OFFERING SUMMARY

CBRE is pleased to present Hillside Villas, a bulk townhome offering consisting of 39 units out of 118 total located in the top-performing Orlando MSA. The asset is situated in west Orlando, within the rapidly-expanding Clermont / Winter Garden area. This pocket of the metro boasts plentiful demand centers, remarkable population growth, and tremendous accessibility via recently expanded highway linkages connecting Florida's Turnpike, S.R. 429, S.R. 408, & Interstate-4.

PROPERTY OVERVIEW:
632 S. Grand Highway Clermont, FL 34711

39
UNITS OUT OF 118 TOTAL

2000's
YEAR BUILT

990
AVG. UNIT SIZE

100%
OCCUPIED

\$1,089
AVERAGE MARKET
RENT PER UNIT

\$1.10
AVERAGE MARKET
RENT PER SF



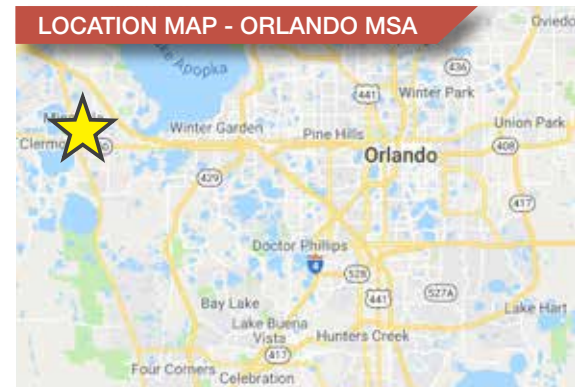
CLICK HERE
For More Information:

www.HillsideVillas39.com

INVESTMENT HIGHLIGHTS

- » Newer townhome product with excellent value add potential (\$150+/mo.) from modest interior upgrades (new appliances, wood-look flooring, cabs, counters, & lighting)
- » Incredible connectivity to the greater Orlando region via new Florida Turnpike interchange in nearby Minneola (10-mins away)
- » Less than 1-mile from a Publix Supermarket-anchored shopping center
- » 5-mins from Orlando Health's South Lake Hospital - 1,500 jobs
- » 25-minutes to Downtown Orlando's CBD via S.R. 408
- » 15-minutes north of the Walt Disney World Resort area -- the largest single-site employer in the U.S. -- via S.R. 429
- » Access to the office parks of Maitland via S.R. 429 / S.R. 414 and future connectivity to Sanford / Lake Mary (via beltway completion)
- » Exciting new development taking place nearby, highlighted by the newly opened \$750MM Margaritavilla Resort in Kissimmee and Kroger's recently announced \$63MM, 375,000 SF fulfillment center in Groveland
- » Strong Average Household Income in Clermont of \$83,844
- » The Clermont / Lake County submarket is seeing the highest rent growth of any other area in the Orlando MSA (6.8% in 2018)
- » Clermont's population has nearly tripled since 2000 and is forecast to grow by another 2.5% per year over the next five years, significantly outperforming the overall MSA projections of 2.0% per year
- » 96.6% submarket occupancy, forecast to average 95.7% over the next four years

LOCATION MAP - ORLANDO MSA



LOCAL AREA MAP

FAST FACT:

Clermont's Population Has Nearly TRIPLED Since 2000

LOCAL AREA MAP



TOP DEMAND DRIVERS NEARBY:

1. S.R. 50 / West Colonial Drive Retail Corridor
2. Florida's Turnpike Ramp (2 access points)
3. South Lake Hospital (Expanding)
4. Athletic National Training Center (NTC)
5. Clermont Landing Retail Center
6. U.S. Hwy 27 (South to Interstate-4)
7. S.R. 408 (to Downtown Orlando CBD)
8. Winter Garden Village Retail Center
9. Historic Downtown Clermont
10. Walt Disney World Resort Area
11. Historic Downtown Winter Garden
12. Orlando Health Central Campus (Ocoee)
13. Advent Health Hospital Winter Garden (Expanding)
14. Horizon's West Town Center (New Development)
15. Publix Supermarket-Anchored Shopping Center (Less than 1-mile away)



Winter Garden Village at Fowler's Grove Retail Area



South Lake Hospital - Clermont

TOP DEMAND DRIVERS NEARBY

Hillside Villas boasts an incredible location near top shopping, dining, and employment centers in the Clermont area.



Clermont Landing Shopping Center

The Clermont Landing Shopping Center is less than 2-miles away from Hillside Villas: This 346,886 SF center features nationally-recognized retailers, top dining destinations, and a 16-cinema EPIC Theater cinema.

LOCAL POINTS OF INTEREST	MILES
U.S. Highway 27	0.1
S.R. 50 /West Colonial Drive	0.5
Publix Supermarket	0.8
Clermont Landing Shopping Center	1.1
EPIC Theaters of Clermont	1.1
Orlando Health's South Lake Hospital	1.1
Lucky's Market Grocery Store (NEW)	1.1
Historic Downtown Clermont	1.2
National Training Center (NTC)	1.3
Super Target	2.1
Florida's Turnpike	2.8
Legends Golf & Country Club	3.6
Lake Louisa State Park	6.8
Kroger Fulfillment Center **Coming Soon**	7.5
Winter Garden Village Shopping Center	9.4
Advent Health Hospital (Winter Garden)	9.4
S. R. 408 (East/West Expressway)	12.2
Orlando Health Central Campus (Ocoee)	12.8
Walt Disney World Resort Area	16.2
NEW \$750MM "Margaritaville" Resort	16.7
Interstate-4	17.7
Universal Orlando Resort	18.1
Upscale Town of Celebration	20
Downtown Orlando	21.5
Amazon/FedEx/Walmart Distribution Centers	21.8
Orlando International Airport (MCO)	27.1



Orlando Health's South Lake Hospital is just 5-minutes from Hillside Villas and features a 170-bed hospital as part of its 160-acre health, wellness and education campus, which employs over 1,500 medical professionals.



The National Training Center (NTC), home to the LiveWell Fitness Center is a warm-weather training destination for hundreds of high school, collegiate, professional and amateur athletes from around the country and the world.



Florida Citrus Tower

Built in 1956, this impressive tower boasts 360-degree views from its 226 ft.-high observation deck -- this unique Florida landmark is less than 1-mile from Hillside Villas.



Lake Louisa State Park

Nestled in the foothills of Clermont, Lake Louisa State Park is a 4,372-acre Florida State Park that features 20+ miles of trails and allows for fun outdoor activities including bicycling, canoeing, kayaking and paddleboarding.

ORLANDO

"the strongest market in the nation"



#1

Metro in the U.S. for Job Growth
Y-o-Y as of Feb-2019 (3.9%)

U.S. BLS

#1

Metro in the U.S. for
Forecast Job Growth in 2019

CBRE-EA

#1

Travel Destination in the U.S.
72 MILLION visitors in 2017

VisitOrlando.com

#4

Metro in the U.S. for %
Population Growth in 2017

U.S. Census Bureau

Major Employers in the Orlando MSA



ORLANDO MARKET HIGHLIGHTS & ACCOLADES

- » Over the last 5-years, Orlando has averaged job growth of 4.1% per year, while the broad U.S. market averaged just 1.8%
- » Top 10 metro for number of total jobs created in the past year (50,000; as of Feb-2019)
- » Ranked #6 metro in U.S. for effective rent growth at 4.7% in 4Q18 (CBRE-EA)
- » 3.2% Unemployment Rate (Feb-2019) compared to 3.8% for the U.S. overall
- » One of the Top 25 largest U.S. metros by population (±2.6-Million residents)
- » Forecast to see 4.5% multifamily rent growth in 2019 (CBRE-EA)
- » Strong occupancy rate at 96% as of 1Q19 (AxioMetrics)
- » Forecast to average 95% multifamily occupancy over the next 3 years
- » Top 10 U.S. metro for Net Migration from 2010-2017 (U.S. Census)
- » Orlando's Population grew by 17.2% from 2010-2018
- » Population is forecast to grow by 2.03% per year through 2023
- » \$10+ Billion in infrastructure improvements currently underway
- » Boasts a more balanced economy with rapidly growing sectors such as professional & business, healthcare, research, and technology
- » Home to the 2nd & 7th largest hospitals in the U.S. (by bed count)
- » Home to the 2nd largest university in the U.S. (University of Central Florida)
- » New "SunRail" commuter train system added in 2014 spanning 4 counties
- » Florida: NO State income tax, great weather, and pro-business environment



PROPERTY FEATURES

COMMUNITY AMENITIES

Hillside Villas offers unique amenities that include the following:

- » Resort-Style Swimming Pool
- » Direct-Unit Access
- » Stunning Views of Clermont's Rolling Hills
- » Surface Parking

**\$150+ PER MONTH
VALUE ADD UPSIDE**



APARTMENT HOME INTERIORS

Hillside Villas features 2-, & 3-bedroom floorplans while offering incredible value add upside from strategic unit interior renovations / upgrades. Unit interiors are well-designed and include the following:

- » Single-Family Home-Like Living
- » Spacious 2-, & 3-Bedroom Floorplans
- » Unique Loft-Style Units
- » Direct Access Entry
- » Private Porches & Patios
- » Yard / Green Space Areas for Each Unit
- » Vaulted Ceilings
- » Tile & Carpet Flooring
- » Washer/Dryer in Each Unit
- » Plenty of Storage Space



HILLSIDE VILLAS UNIT MIX

UNIT TYPE	# UNITS	% of TOTAL	SIZE (SF)	AVG. MKT RENT/UNIT	RENT \$/SF	MONTHLY RENT
2 BR/2 BA	23	59.0%	924	\$1,025	\$1.11	\$23,575
2 BR/2 BA Loft	13	33.3%	1,048	\$1,200	\$1.15	\$15,600
3 BR/2 BA	3	7.7%	1,247	\$1,100	\$0.88	\$3,300
TOTAL/AVG.	39	100.0%	990	\$1,089	\$1.10	\$42,475

Construction	Exterior Walls	Roofs	HVAC	Water Heater
Masonry/Frame	Paint Over Stucco/Siding	Asphalt Shingle	Split System Condenser & Air Handler	Tank System in Each Unit



BUDGET & PRO FORMA

Hillside Villas - 39 units out of 118			
OPERATING BUDGET AND PRO FORMA			
	2019 Budget	Year 1 Pro Forma	Notes
INCOME			
Gross Potential Rent	\$509,700	\$509,700	Equal to Current Rent Roll
Projected Market Rent Increases	\$0	\$15,291	3.00% in Year 1
Value Add Rent increases	\$0	\$21,600	\$150/mo. on 12 units in Yr1
Net Market Rent	\$509,700	\$546,591	
Less: Vacancy Loss	(\$12,743)	(\$21,864)	4.00%
Less: Concessions	\$0	\$0	0.00%
Less: Non-Revenue Units	\$0	\$0	0.00%
Less: Bad Debt	(\$5,097)	(\$2,733)	0.50%
Effective Rental Income	\$491,860	\$521,994	\$13,384 per unit
Other Income			
Other Income	\$0	\$1,950	\$50 per unit
Total Other Income	\$0	\$1,950	
EFFECTIVE GROSS INCOME	\$491,860	\$523,944	\$13,434 per unit
EXPENSES			
Utilities	\$0	\$250	for vacant units
Repair & Maintenance	\$25,000	\$25,000	includes unit turnover expenses
General & Administrative	\$1,749	\$1,950	\$50 per unit
Management Fees	\$25,000	\$20,958	4.00% of EGI
Insurance	\$37,000	\$33,150	\$850 per unit
Real Estate Taxes*	\$58,000	\$59,450	2.50% increase over Budget
HOA Fee	\$46,800	\$47,970	2.50% increase over Budget
TOTAL OPERATING EXPENSES	\$193,549	\$188,728	\$4,839 per unit
NET OPERATING INCOME	\$298,311	\$335,217	\$8,595 per unit
CAPITAL RESERVES			
Capital Reserves	\$0	\$5,850	\$150 per unit
CAPITAL RESERVES		\$5,850	
NET OPERATING CASH FLOW (Before Debt)	\$298,311	\$329,367	\$8,445 per unit

You are solely responsible for independently verifying the information in this memorandum. Any reliance on it is solely at your own risk.

PRO FORMA DETAIL

Hillside Villas - 39 units out of 118				
YEAR 1 PRO FORMA				
	Monthly	Annual	Per Unit	Percentage of EGI
INCOME				
Gross Potential Rent	\$42,475	\$509,700	\$13,069	97.28%
Projected Market Rent Increases	\$1,274	\$15,291	\$392	2.92%
Value Add Rent Increases	\$1,800	\$21,600	\$554	4.12%
Net Market Rent	\$43,749	\$546,591	\$13,461	100.20%
Less: Vacancy Loss	(\$1,822)	(\$21,864)	(\$561)	-4.17%
Less: Concessions	\$0	\$0	\$0	0.00%
Less: Model/Employee Units	\$0	\$0	\$0	0.00%
Less: Bad Debt	(\$228)	(\$2,733)	(\$70)	-0.52%
Effective Rental Income	\$41,700	\$521,994	\$12,831	95.51%
Other Income				
Other Income	\$163	\$1,950	\$50	0.37%
Total Other Income	\$163	\$1,950	\$50	0.37%
EFFECTIVE GROSS INCOME	\$41,862	\$523,944	\$12,881	95.88%
EXPENSES				
Utilities	\$21	\$250	\$6	0.05%
Repair & Maintenance	\$2,083	\$25,000	\$641	4.77%
General & Administrative	\$163	\$1,950	\$50	0.37%
Management Fees	\$1,746	\$20,958	\$537	4.00%
Insurance	\$2,763	\$33,150	\$850	6.33%
Real Estate Taxes*	\$4,954	\$59,450	\$1,524	11.35%
HOA Fee	\$3,998	\$47,970	\$1,230	9.16%
TOTAL OPERATING EXPENSES	\$15,727	\$188,728	\$4,839	36.02%
NET OPERATING INCOME	\$26,135	\$335,217	\$8,041	59.86%
CAPITAL RESERVES				
Capital Reserves	\$488	\$5,850	\$150	1.12%
CAPITAL RESERVES	\$488	\$5,850	\$150	1.12%
NET OPERATING CASH FLOW (Before Debt)	\$25,647	\$329,367	\$7,891	58.74%

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This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose.

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All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

 **CLICK HERE**
For More Information:
www.HillsideVillas39.com

HILLSIDE VILLAS

39 UNITS OUT OF 118 TOTAL
HIGH-GROWTH SUBMARKET
ORLANDO MSA

CBRE FLORIDA MULTIFAMILY TEAM

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