



# Arbour Elite

## 2024 White Paper

This report delivers a few aspects of our company and the opportunity we provide to investors, developers, partners, and industry professionals.



# ABOUT OUR COMPANY

Arbor Elite is a syndication real estate investment group providing investors 3-10 year investment options across the Southeast. Arbor Elite includes expertise in rezone and sale in value add opportunities. We have partnered with experienced principals who have completed over 40 full real estate property cycles in 30 years. Arbor Elite finds unique investment opportunities, creative acquisition solutions and ensures our investors are paid first.

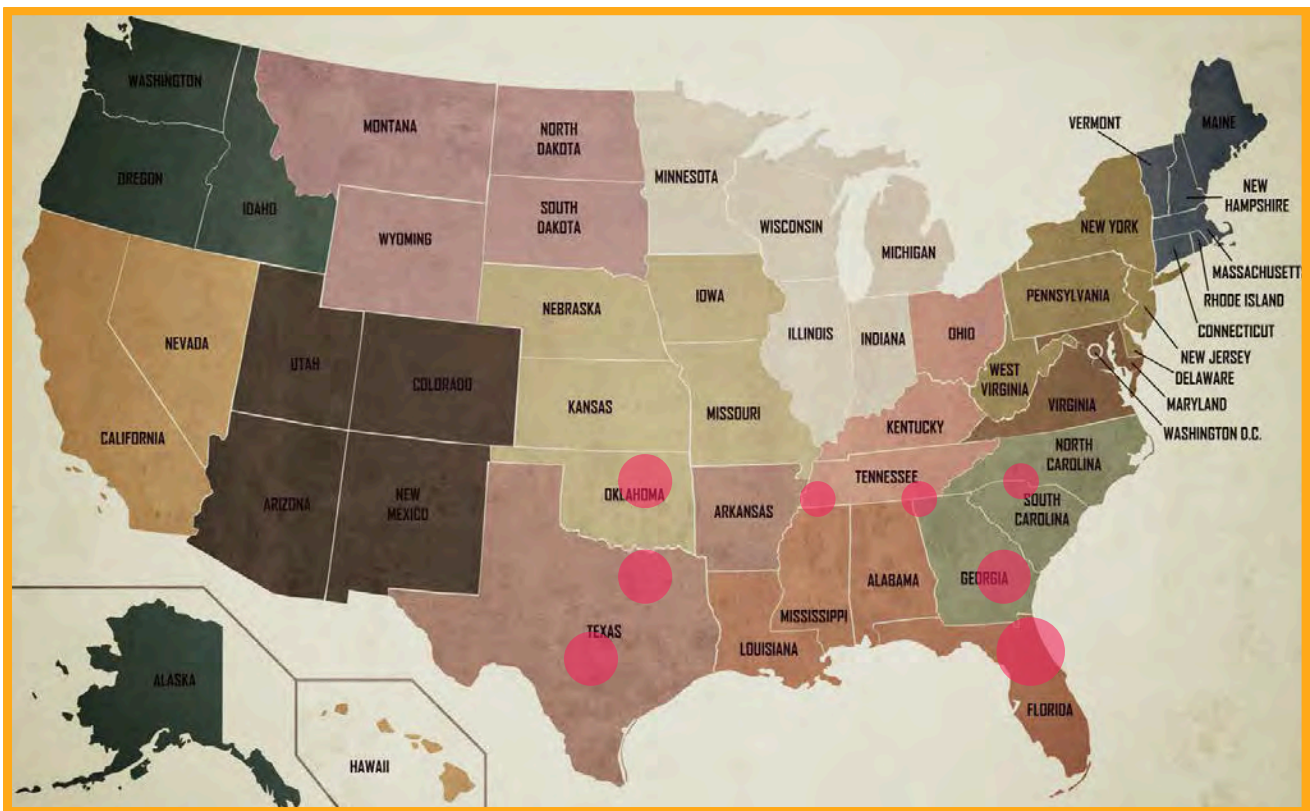
We provide RIAs, HNWI, family offices, and accredited investors with investment opportunities that expand their portfolio and growth their wealth.



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## Long term vision

Positively transform communities by developing land on existing multifamily property through strategic construction and equity partnerships in a value-add and syndication business model.



## Doing the [Im]Possible



### Market-Specific Knowledge

It's challenging to keep up with ever-changing market trends, microeconomics, and government policy when identifying submarkets and MSAs. Our boots on the ground teams, local relationships, and advanced software helps us act decisively and swiftly on investment opportunities.

### Operational Knowledge

High-level construction project managers, property management and asset management teams with expert track records boost our operational efficiency, increasing our NOI and property valuation.

### Professional

Our clients are true professionals in every sense of the word. Intelligent, capable, and expert in their field of work.

### Strategic Capital Allocators

Our clients are excellent stewards of their earnings. They have capital ready to deploy for new investments.

### Ambitious

We are proud to work with clients who are goal setters and ambitious individuals. They like investments that give them a sense of pride and ownership.



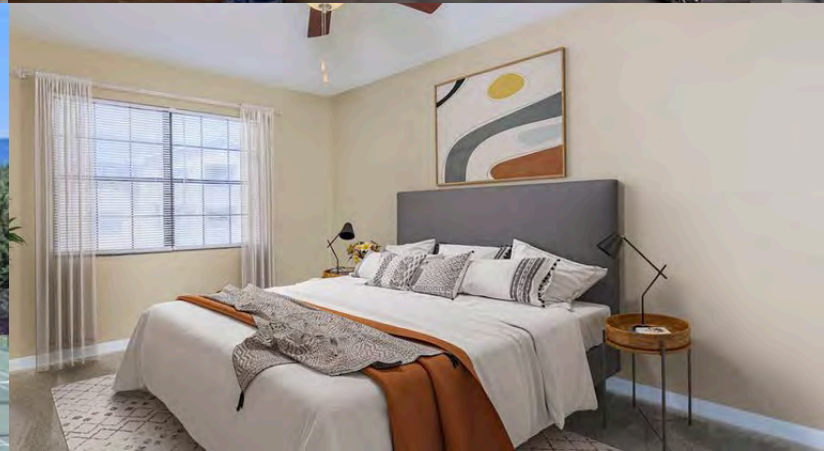
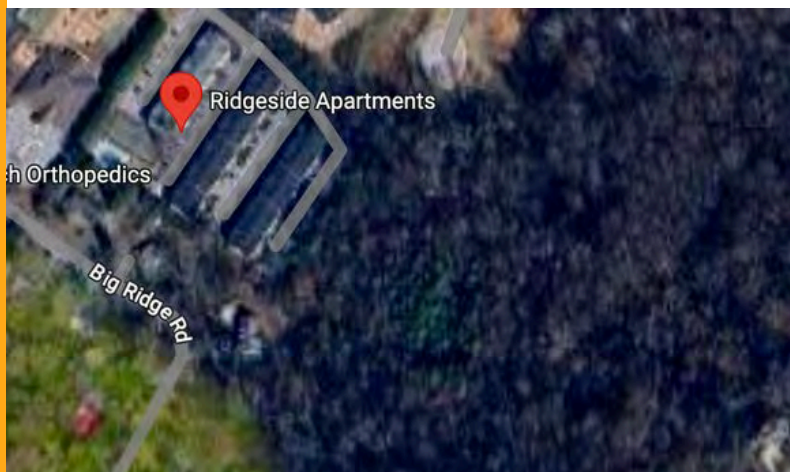
# CASE STUDY

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## Ridgeside Apartments Hixson, TN

- Equity Return: 72.8%
- Total Return: 135.8%
- Doubling size of property by adding 100 units
- 10 year hold period
- Immediate value add market rent upside \$200
- 4-4.8 acres of buildable land
- Assumable agency debt at 4.03%

Arbour Elite within 48 hours under detail and diligence has turned around underwriting, analysis, and development of initial business plan early on for GPs and KPs to further evaluate, enhance business plan and capture deal opportunities. Part of our research entails confirming county, tax, title and property information with Hamilton County.



## What are we investing in?

### Property

- Class A, B, C existing multifamily buildings
  - Bonus on additional undeveloped acreage
- Income-generating value add opportunities
- \$200+ average below market rents (similar vintage/sf)
- Opportunity for rezone
- 80% minimum physical occupancy
- 85% minimum economic vacancy
- Off market opportunities and pocket listings
- High priority on assumable debt

### Market

- Job Growth increasing YOY compared to national average
- Unemployment decreasing YOY compared national average
- Taxes lower than compared national average
- Steady population growth
- Redevelopment or new economic development in area
- 35%-60% area homeownership with renter income employers
- Job diversity
- Favorable government incentives and positive business climate

### Exit Strategies:

- Value-add equity play
- Additional construction on existing units
- 3, 5, 10 year hold with return

### Target Markets:

#### Florida

- Jacksonville
- Ocala
- Gainesville

#### Georgia

- Augusta

#### Tennessee

- Memphis
- Chattanooga

#### North Carolina

- Charlotte
- Triangle Area

#### Oklahoma

- Tulsa
- Oklahoma City
- Stillwater

#### Texas

- San Antonio
- Arlington

Our key principals are currently investing in these markets.

**In a land development project, several factors should be carefully evaluated to ensure its success. These evaluations typically include:**

1. **Location Analysis:** Assessing the location's suitability for the intended development is crucial. Factors such as proximity to amenities, transportation networks, employment centers, and market demand should be considered.
2. **Market Demand Assessment:** Understanding the demand for the type of development we plan to undertake is vital. Analyze factors like population growth, demographics, rental or purchase trends, and competitive landscape to ensure the project aligns with market demand.
3. **Zoning and Regulatory Requirements:** Thoroughly review local zoning regulations, land use plans, building codes, and other regulatory requirements to ensure compliance. Evaluate any restrictions or limitations that may affect the development's feasibility or design.
4. **Financial Feasibility:** Conduct a detailed financial analysis to determine the project's profitability and viability. Evaluate acquisition costs, construction expenses, financing options, projected revenue, operating expenses, and potential risks to assess the project's financial feasibility.
5. **Project Management Considerations:** Evaluate the project's complexity, timeline, and resource requirements. Consider the availability of skilled professionals, contractors, and project management expertise to ensure efficient execution and timely completion.



## Our edge:

Vacant Land and Property Card Search

Commercial Title Policy

Zoning Review and Analysis

Title Search (to find defects to buy down the price on property)

- Historical success negotiating prices during due diligence with discounts from PP up to \$500,000 to \$5MM with average discount at \$1.7MM.

Miscellaneous (CO-OP, Mobile Home with DMV Review, Mineral Rights)

\$12MM Portfolio Management Experience

Place equity partners

Key Principal Proven Track Record over 28 years

- Asset Management
- Property Management (97% physical occupancy from 1986-2000)
- Construction Management
- Underwriting
- Capital Allocation
- Conservative Debt (Agency loan to value ratio 40%)
- Combined portfolio value of \$187MM

Provide unique opportunities for equity partners on general partnership team to acquire, hold, and dispose

## Big Three Target Returns:

IRR: 15%+

CoC: 8%+

Equity multiple: 2x

# TEAM LEADS



**Barbara Shelton**  
Underwriter

While transitioning from her tech career and with a background in single family portfolio as a lead profits management executive of portfolios up to 12 million and title policy underwriter, Barbara is now a multifamily underwriter. Barbara has a keen eye for analyzing complex real estate transactions. Her background enables her to produce creative prospects within deal flow utilizing initial title search tactics to provide negotiation leverage. Barbara ensures our investments are underwritten in a conservative fashion, with precision and insight to current market trends. Her strategic approach to underwriting has consistently proven successful, attracting investors who trust her expertise and appreciate her commitment to delivering exceptional results.



**John Logan**  
Acquisition

John Logan is a seasoned real estate professional who has raised over \$5 million, with a unique investment approach that aligns with intuition. With his many years in residential fix & flip, he has a focus on acquiring and managing high-yielding properties across the United States, he leverages his expertise to put money to work effectively. John excels in identifying lucrative opportunities and implementing a strategy that feels right. With a track record of success, he has generated impressive returns for his investors and he looks to continue that in the multi-family space.



**Ashleigh Shim**  
Capital Allocator

Ashleigh J. Shim is a licensed real estate professional and an active investor in real estate. She has a sharp mind for pooling team resources and allocating capital to ensure a smart acquisition, closing, and exit strategy. She founded and co-operated a six-figure soccer academy in her 20s. Ashleigh represented Jamaica in the 2019 Women's World Cup and is now developing a project to deliver more access to quality training for players worldwide via mobile application. Traveling the world while playing professional soccer taught her tremendous lessons she still uses in her daily life. She will obtain a Series 6 license in May 2024.

# KEY PRINCIPALS



## **Michael McClure**

MagJoe & RPG Restoration  
Managed and built over 6000 units  
Norman, OK

Partner in multifamily development and management company from 1986-2006. 30 years of Investing, Financing, Restoring, and Management of all types of Real Estate Investments, including Multifamily, Commercial, and Residential Properties. Completed 40 full cycle real estate deals as an operator and general partner valued over \$100MM.



## **Kyle McKuhen**

Hammerhead Ventures  
Sarasota, FL

Operating and investing in 1000+ units Kyle served in the US Army in Intelligence and Special Operations. After serving in the Army, Kyle built and sold a Government Contracting business focused on R&D and specialty Intelligence services. He founded Hammerhead Ventures as a private investing and operational platform focused on Real Estate, Angel/Venture, Crypto, and Sports investing and ownership. Kyle's SREO includes ~\$85MM valuation of real estate.

# GET IN TOUCH

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Discover Your Next Investment Opportunity

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