### NELSON BROS.

Professional Real Estate, LLC

### Winter Haven Apartments

Student Housing MRE | Utah Valley University

OREM, UT



#### Property Summary

Winter Haven Apartments is an ideally positioned student housing complex that offers an abundance of unique amenities and irreplaceable location. Situated just 600 yards from the Utah Valley University Sorensen Student Center and 75 yards to the free UVU shuttle stop, students can walk or ride the shuttle to the heart of campus in just 7 minutes or less.

Adding spacious underground parking and standing a rare four stories high with two elevators, Winter haven offers an abundance of amenities not found in the total UVU or nearby Brigham Young

University student housing markets.

Winter Haven is currently 100% occupied with a strong track record of high occupancy. Further, UVU does not offer any oncampus housing. With UVU literally overflowing their classrooms and virtually no room for new development of student housing east of the I-15 freeway, Winter Haven is a compelling opportunity for investment.









### PROPERTY PROFILE

Property: Winter Haven Apartments
Address: 630 South 1200 West, Orem, UT 84058

**Built:** Building 1: 2003, Building 2: 2005

 Units:
 32

 Beds:
 248

 Occupancy:
 100%

#### Offering Details

Offering Purchase Price:	\$ 10,185,000
Investor Equity:	\$ 4,185,000
Minimum Investment (LLC Unit):	\$ 41,850
First Year Projected Income:	9.01 %
Average Projected Income:	10.19 %
Improvement Reserves:	\$ 275,000

No Closing Costs IRA Eligible

#### Loan Details

Loan Amount: \$6,000,000 Lender: Zion's Bank
Amortization: 30 Years Loan to Value: 58.91%
Interest Rate: 4.75% Term: Fixed for 7 years

The loan in non-recourse to investors with no personal liability



#### **Key Benefits**

- » 9.01% First Year Income (Paid Monthly)
- » 10.19% Average Income
- » Up to 100% Tax Sheltered Income
- » 2.21% Starting Principal Reduction Return
- » 17-20%+ Total Annual Return
- » Annual Liquidity Feature
- » Defer All Capital Gains Tax Through 1031 Exchange Upon Sale
- » Recession Resilience: 100% Occupancy















# Irreplaceable Location



**Impeccable location:** Winter Haven is located 150 Yards from UVU. Not only are students within true walking distance to campus (400 yards), they are also within a short distance to the free UVU shuttle route (75 yards). Since there are no dorms or on-campus housing, Winter Haven's large rooms with 7-8 students and dorm style, but private bathroom area, are a great option for freshman.

**Visibility:** The property's unusual height and direct visibility to the I-15 freeway provide an unlimited free marketing resource for prospective tenants, but are predominantly unused currently.





# UNIVERSITY

# UVU added over 7,000 students since Fall of 2009

- UVU was founded in the fall of 1941
- Fastest Growing University in Utah (added 3,108 students in 2009 and 3,905 in Fall 2010)
- 32,670 current student enrollment
- 31.3% expected through 2020
- Over 9,000 more students by 2020
- Over \$45M in current construction



### UVU's record growth tests funding ability "... We are trying to implement every efficiency possible and are uti-

"... We are trying to implement every efficiency possible and are utilizing every nook and cranny of this campus," said UVU's spokesman Chris Taylor, who added that the college has the least amount of space per student in the state. With a total head count of more than double what it used to be just 13 years ago, UVU is on its way to becoming the state's biggest university with 32,670 students."

"...UVU is on its way to becoming the state's biggest university with 32,670 students taking classes from the university this fall, just one pupil shy of the University of Utah's total head count."

- Deseret News, November. 1, 2010

#### UVU has largest net enrollment increase in state

"...UVU, in the next four to five years, based on a number of variables, could overtake the University of Utah as the largest public university in the state."

- Daily Herald, February 19, 2010

### Why Invest in **Utah** Student Housing



### Utah college enrollment at historic levels

"There is cause for celebration for what this institution has become. It's a destination university for students increasingly from around the state. That's a reflection of the experience students are having around here," stated UVU President Dr. Matthew Holland.

- The Salt Lake Tribune, February 19,2010



For Immediate Release - "Utah Valley University officials today praised the Utah State Legislature's decision to fund a new science building for the space-strapped UVU campus... The UVU science building will provide 160,000 square feet, including 27 labs, 12 state-of-the-art classrooms and a 400-seat auditorium. UVU's current science building was constructed when the entire institution had only 8,000 students; today, there are more than 20,000 students taking courses in the building every semester.

-University Marketing & Communications, March 11, 2010

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### Offering Strategy

The offering strategy is to maximize the properties underutilized strengths, aggressively improve the marketing strategies, immediately add "high bang for the buck" improvements (new carpet and Paint) and take advantage of the extreme growth rate at UVU. UVU added over 3,000 new students in the 2009-2010 school year followed by an additional 3,903 more students this fall, reaching a staggering 32,670 students. Unprecedented growth. Yet there is little real estate available for development and virtually none east of the freeway where Winter Haven is located. High demand with limited supply can create rapidly increasing values.

Winter Haven Apartments is not only irreplaceably located but it also boasts many amenities and benefits that few other competing properties can offer. There are four floors with an elevator in each building (no one else has over three floors nor elevators), a large separate clubhouse (predominantly unused) and an extra spacious "community room" on each floor that can be creatively designed to enhance student benefits.

Nelson Brothers believes there is strong potential for growth in net operating income and long-term property value.



#### About Nelson Bros.

Nelson Bros. specializes in need-driven niche assets such as student housing and Assisted Living that can offer stability, recession resilience that can provide a terrific, tax sheltered income and offer tremendous growth potential based on imminent demographic trends. The Nelson Bros. have helped underwrite, manage and acquire over \$300 million in securitized real estate.

#### Winter Haven's Amenities Include...





On-site Tanning Bed

Spacious Clubhouse



105 Underground Parking Spaces

<b>Projected Net Sales Proceeds</b>	6.50%	7.00%	7.50%
Projected Value at Capitalization Rate	13,996,784	12,997,014	12,130,546
Remaining Loan Balance	(4,843,345)	(4,843,345)	(4,843,345)
(Less Sales Commission)	(699,839)	(649,851)	(606,527)
Reserves	200,000	200,000	200,000
Net Sale Proceeds	8,653,600	7,703,818	6,880,674
Cumulative Cash Flows to Investors	4,265,766	4,265,766	4,265,766
Total Cash Return	12,919,366	11,969,584	11,146,440
(Less Original Investment)	(4,185,000)	(4,185,000)	(4,185,000)
Profit Sharing	(737,060)	(452,125)	(205,182)
TOTAL PROFIT	7,997,306	7,332,459	6,756,258
Cumulative Yield	191.09%	175.21%	161.44%
Average Annualized Yield	19.11%	17.52%	16.14%
Estimated 10 Year IRR	14.35%	13.68%	13.07%

Return on Investment	*2009	*2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Effective Gross Revenue	926,856	954,808	†975,970	1,011,980	1,041,058	1,056,631	1,086,996	1,118,245	1,150,405	1,183,502	1,217,563	1,252,617
Total Operating Expenses	240,395	246,895	**223,360	257,524	279,202	292,576	308,607	315,159	321,854	328,695	335,684	342,826
Net Operating Income	686,461	707,912	752,610	754,456	761,856	764,054	778,389	803,086	828,551	854,807	881,878	909,791
Debt service			(375,586)	(375,586)	(375,586)	(375,586)	(375,586)	(375,586)	(375,586)	(398,203)	(398,203)	(398,203)
Cash return			377,024	378,870	386,269	388,468	402,803	427,500	452,965	456,604	483,675	511,588
Cash return percentage			9.01%	9.05%	9.23%	9.28%	9.62%	10.22%	10.82%	10.91%	11.56%	12.22%
Principal reduction			2.21%	2.32%	2.43%	2.55%	2.67%	2.80%	2.94%	3.08%	3.23%	3.39%
Total Return			11.22%	11.37%	11.66%	11.83%	12.30%	13.02%	13.76%	13.99%	14.79%	15.61%

<sup>\*</sup>Actual Revenue, estimated expenses and NOI †Current rental contracts \*\*Insurance and Property Taxes Paid at CLosing