



VINEVILLE COURT APARTMENTS

1975 VINEVILLE AVE | MACON, GA 31201



INTERACTIVE OFFERING MEMORANDUM



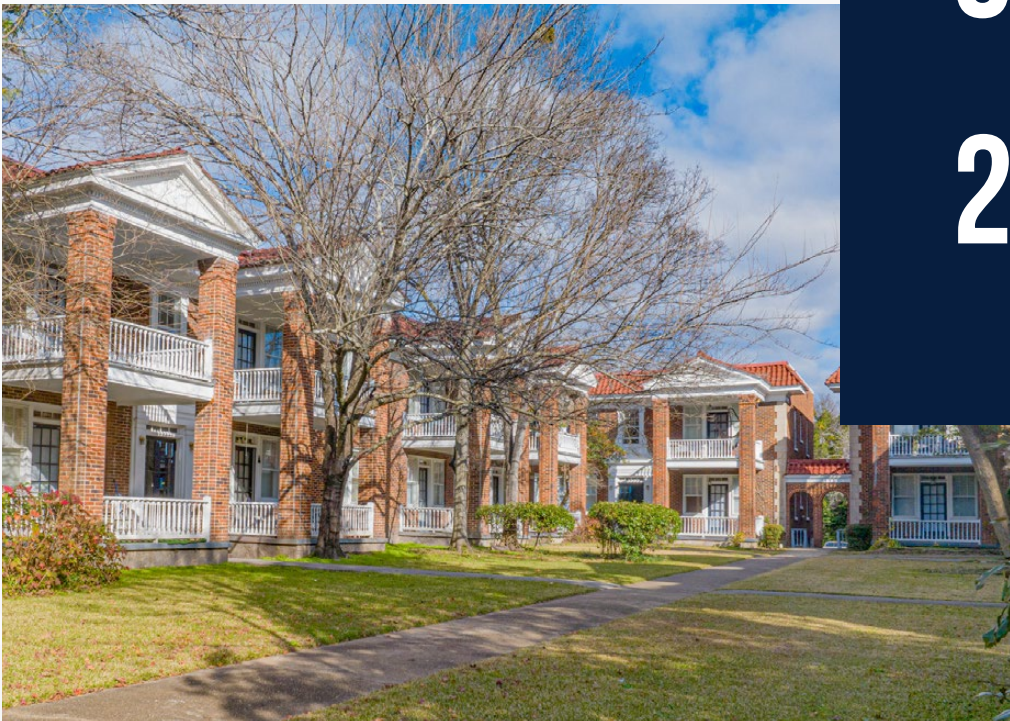
EXCLUSIVELY LISTED BY:



KYLE MATTHEWS

Broker of Record

License No. 80041 (GA)



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PROPERTY OVERVIEW

1975 VINEVILLE AVE | MACON, GA 31201

THE OPPORTUNITY

Matthews Real Estate Investment Services is proud to offer Vineville Court Apartments located at 1975 Vineville Avenue, Macon, GA 31201. This property consists of (12) One Bedroom/One Bathroom, (9) Two Bedroom/One Bathroom, and (3) Three Bedroom/One Bathroom units. This property is being offered in conjunction with Pursley Court Apartments located at 455 Pursley Street, Macon, GA 31201, which is located right next door, and conveniently close to interstate I-75, Downtown Macon, Mercer University, and a short drive to the Downtown Macon area where folks enjoy a number of shopping and dining options.

This offering presents an opportunity for an investor to purchase an asset with larger unit sizes in a high demand rental submarket of Macon. At the purchase price, this opportunity presents a higher yield in-place tax-adjusted cap rate at 8.03% with the ability to increase rents to market and push the market cap rate to 9.14%.

Vineville Court can be purchased individually or together with Pursley Court next door. Both properties are well positioned in the Macon market and present a great opportunity for the implementation of a light value-add strategy.

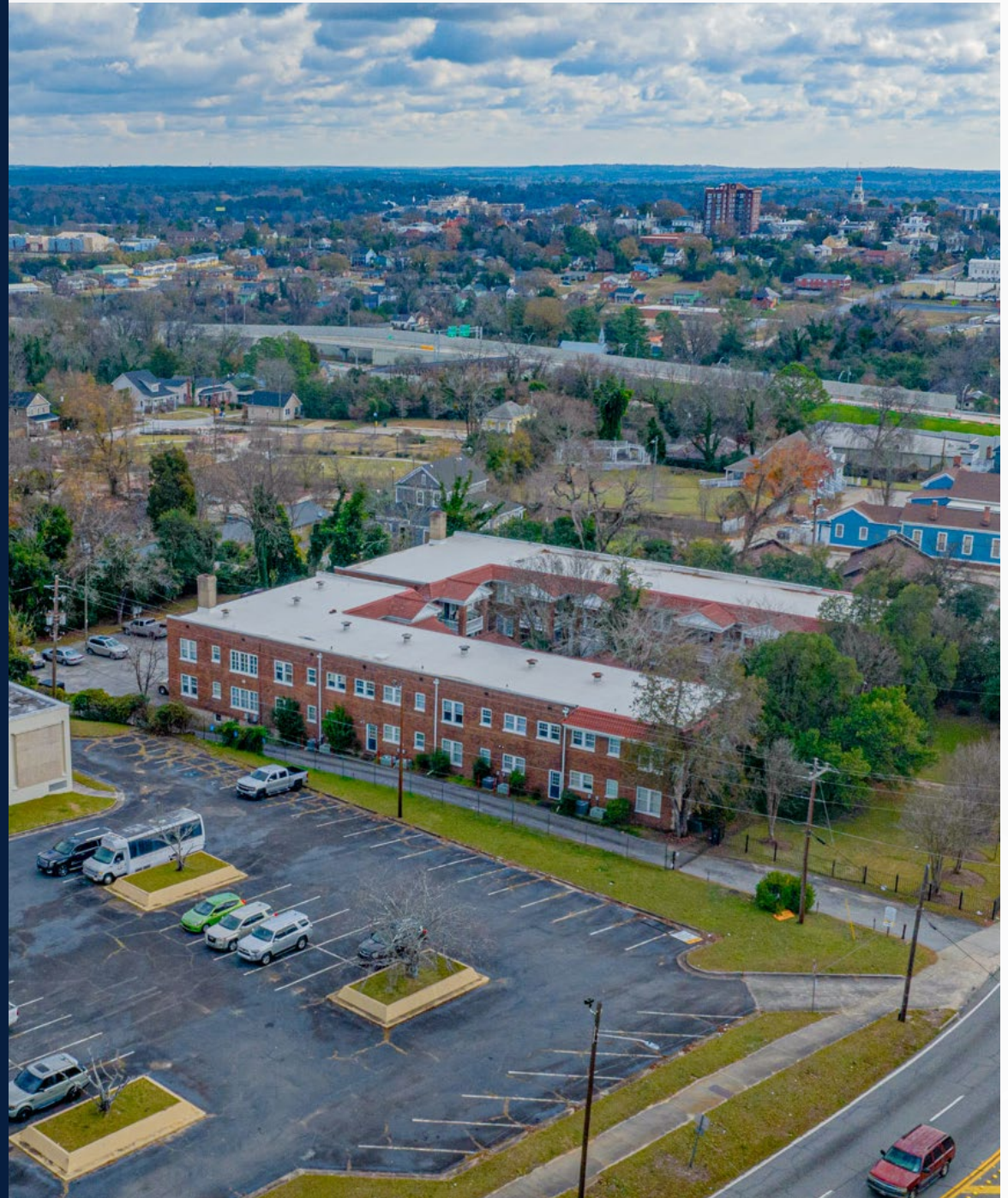


PROPERTY HIGHLIGHTS

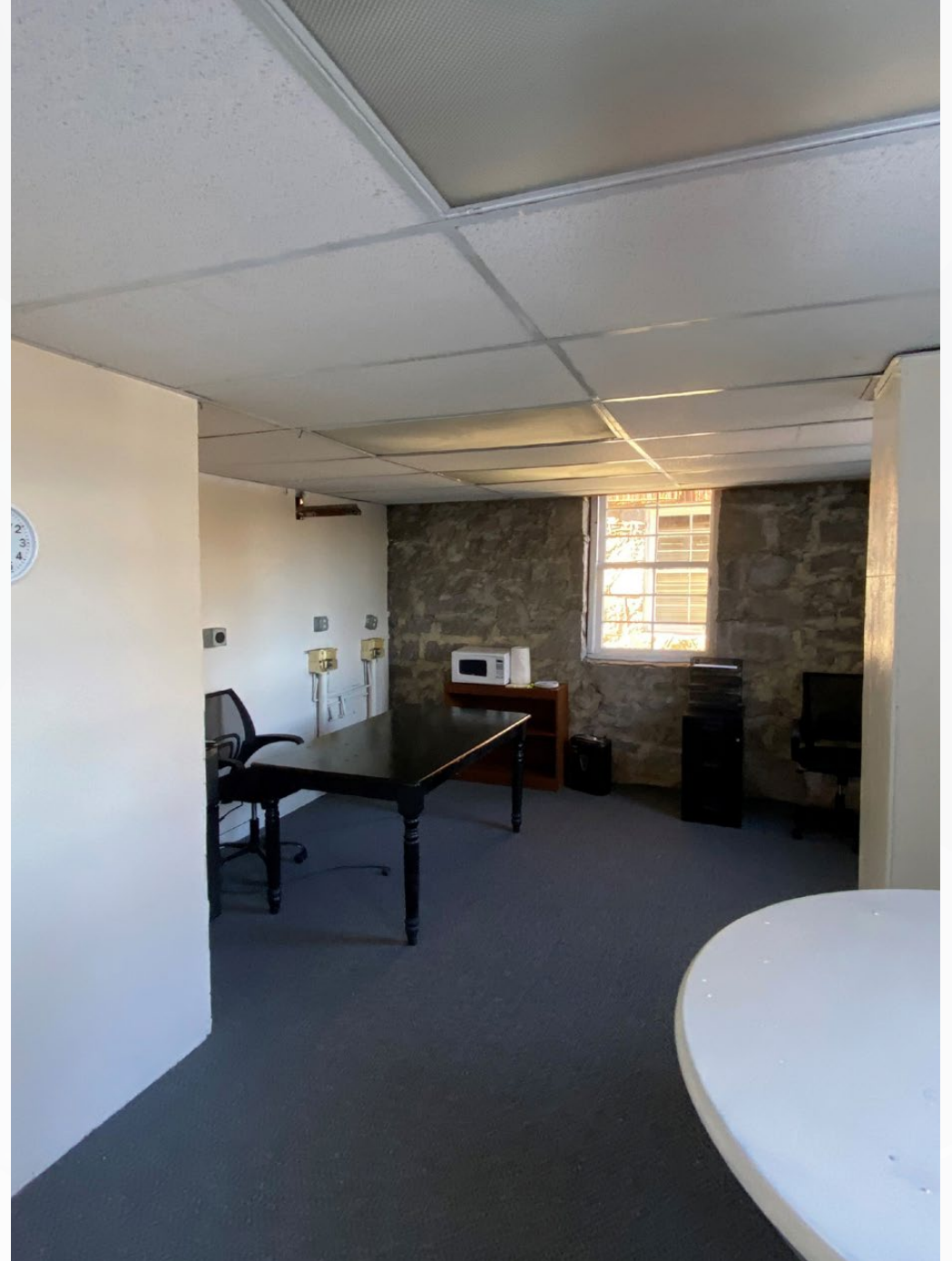
- 24 Units, Built-in 1930
- Gross Building Square Footage of 20,965 SF
- Average Unit: 874 SF
- Consists of: (12) One Bedroom/One Bathroom, (9) Two Bedroom/One Bathroom, and (3) Three Bedroom/One Bathroom units
- 1.16 Acres
- Density: 21 Units/AC
- APN: P074-0080
- Hardwood Floors and Classic Trim
- Central Heat/Air
- HVACs usually replaced 2-4/yrs
- Coin laundry facility
- New Roof on; a, b, c and d in 2022, completed e & f in 2021 (each building has 4 units in the different sections)

OTHER NOTES FOR BOTH PROPERTIES:

- Wiring was replaced in 1996 to copper
- Plumbing was replaced in 1996 to PVC
- New Ap New Appliances in 1996 – replaced as needed over the years
- No W/D hookups
- Current ownership added W/D to 6 units at Vineville. Opportunity to continue with this in the rest of the units



LEASING OFFICE





FINANCIAL OVERVIEW

1975 VINEVILLE AVE | MACON, GA 31201

INVESTMENT SUMMARY

| 1975 VINEVILLE AVE MACON, GA 31201 | |
|---------------------------------------|------------|
| Number of Units: | 24 |
| Year Built: | 1930 |
| APN: | P074-0080 |
| Building SF: | ±20,965 SF |
| Average SF Per Unit: | ±874 SF |
| Lot Size (Acres): | ±1.16 AC |
| Density: | 21 |

PRICING

| PRICE | PRICE/UNIT | PRICE/FOOT | CURRENT PROFORMA TAX-ADJUSTED | | MARKET | |
|-------------|------------|------------|-------------------------------|------|----------|------|
| | | | CAP RATE | GRM | CAP RATE | GRM |
| \$1,891,000 | \$78,792 | \$90.20 | 8.03% | 7.17 | 9.14% | 6.54 |

UNIT MIX & SCHEDULE INCOME

| TOTAL UNITS | UNIT MIX | UNIT MIX % | AVG SF | AVG RENT PSF | CURRENT | | MARKET | | |
|--------------------------------|----------|------------|--------|--------------|--------------|------------------|------------------|-----------|--------------|
| | | | | | AVERAGE RENT | MONTHLY RENT | AVERAGE RENT | RENT PPSF | MONTHLY RENT |
| 12 | 1/1 | 50% | 737 | \$1.12 | \$825 | \$9,894 | \$900 | \$1.22 | \$10,800 |
| 8 | 2/1 | 38% | 931 | \$0.92 | \$871 | \$6,966 | \$1,025 | \$1.08 | \$8,200 |
| 4 | 3/1 | 13% | 1,250 | \$0.84 | \$945 | \$3,780 | \$1,125 | \$0.99 | \$4,500 |
| Scheduled Monthly Rent: | | | | | | \$20,640 | \$23,500 | | |
| Scheduled Yearly Rent: | | | | | | \$247,680 | \$282,000 | | |

ANNUAL OPERATING SUMMARY

| | CURRENT PROFORMA TAX-ADJUSTED | | YEAR 2 STABILIZED | |
|-----------------------------|-------------------------------|-------------|-------------------|------------|
| Gross Potential Rent | \$282,000 | Market Rent | \$290,460 | 17% Upside |
| Less Vacancy | -\$14,100 | -5.0% | -\$14,523 | -5.0% |
| Loss/Gain to Lease | -\$25,380 | -9.0% | -\$8,714 | -3.0% |
| Less Concessions | -\$1,410 | -0.5% | -\$1,452 | -0.5% |
| Less Change in Delinquency | -\$1,410 | -0.5% | -\$1,452 | -0.5% |
| Other Income | \$7,200 | \$300 | \$7,344 | \$306 |
| Gross Operating Income: | \$246,900 | | \$271,663 | |
| Expenses | \$95,086 | 36.43% | \$98,858 | 34.54% |
| NET OPERATING INCOME | \$151,814 | \$6,326 | \$172,805 | \$7,200 |
| Loan Payments | \$93,229 | | \$93,229 | |
| Pre-Tax Cash Flow | \$58,585 | 8.85% | \$79,576 | 12.02% |
| Plus Principal Reduction | \$13,739 | | \$13,739 | |
| Total Return Before Taxes | \$72,324 | 10.93% | \$93,315 | 14.10% |

FINANCING

| | | | |
|------------------|-------------|-----------------|----------|
| Loan Amount | \$1,229,150 | Terms | 30 Years |
| Down Payment 35% | \$661,850 | Interest | 6.50% |
| Yearly Payment | \$93,229 | Monthly Payment | \$7,769 |
| Debt Coverage | 1.35X | | |

FINANCING INQUIRIES

For financing please reach out to:

ZACHARY AHMAD & CLARK FINNEY

(972) 636-8449

(214) 530-5496

zachary.ahmad@matthews.com

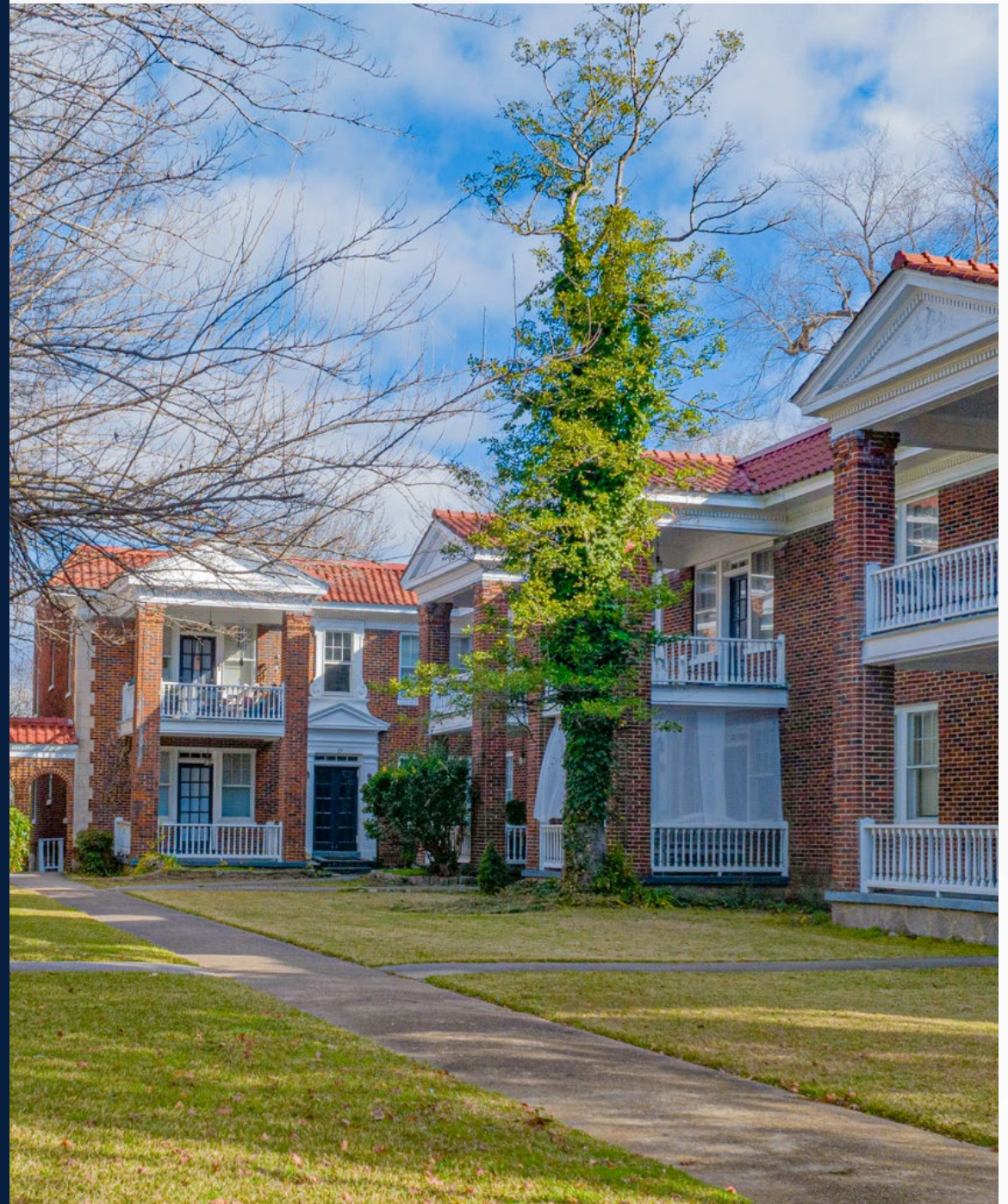
clark.finney@matthews.com

PRO FORMA FINANCIAL ANALYSIS

| | PRO FORMA ESTIMATES | | CURRENT PROFORMA TAX-ADJUSTED | PER UNIT | MARKET | PER UNIT | % OF SGI |
|---|---------------------|----------|----------------------------------|-----------------|-----------------|----------------|--------------|
| Real Estate Taxes | % of Purchase Price | | \$15,368 | \$640 | \$15,752 | \$656 | 5.4% |
| Property Management Fee | 7.5% | x GOI | \$18,518 | \$772 | \$20,375 | \$849 | 7.0% |
| Insurance | \$550 | Per Unit | \$13,200 | \$550 | \$13,530 | \$564 | 4.7% |
| General and Administrative | \$150 | Per Unit | \$3,600 | \$150 | \$3,690 | \$154 | 1.3% |
| Contract Services | \$50 | Per Unit | \$1,200 | \$50 | \$1,230 | \$51 | 0.4% |
| Landscaping/Grounds | \$150 | Per Unit | \$3,600 | \$150 | \$3,690 | \$154 | 1.3% |
| Turnover | \$275 | Per Unit | \$6,600 | \$275 | \$6,765 | \$282 | 2.3% |
| Repairs & Maintenance | \$550 | Per Unit | \$13,200 | \$550 | \$13,530 | \$564 | 4.7% |
| Electricity | \$25 | Per Unit | \$600 | \$25 | \$615 | \$26 | 0.2% |
| Water/Sewer | \$500 | Per Unit | \$12,000 | \$500 | \$12,300 | \$513 | 4.2% |
| Trash Removal | \$0 | Per Unit | \$0 | \$0 | \$0 | \$51 | 0.4% |
| Marketing/Advertising | \$50 | Per Unit | \$1,200 | \$50 | \$1,230 | \$256 | 2.1% |
| Reserves | \$250 | Per Unit | \$6,000 | \$250 | \$6,150 | \$256 | 2.1% |
| TOTAL EXPENSES | | | \$95,086 | \$3,962 | \$98,858 | \$4,119 | 34.0% |
| | | | <u>Current</u> | <u>Per Unit</u> | <u>% of SGI</u> | | |
| Non-controllable expenses: Taxes, Ins., Reserves: | | | \$0 | \$0 | 0.0% | | |
| Total Expense without Taxes & Reserves | | | \$851 | \$35 | 0.30% | | |

UNDERWRITING NOTES:

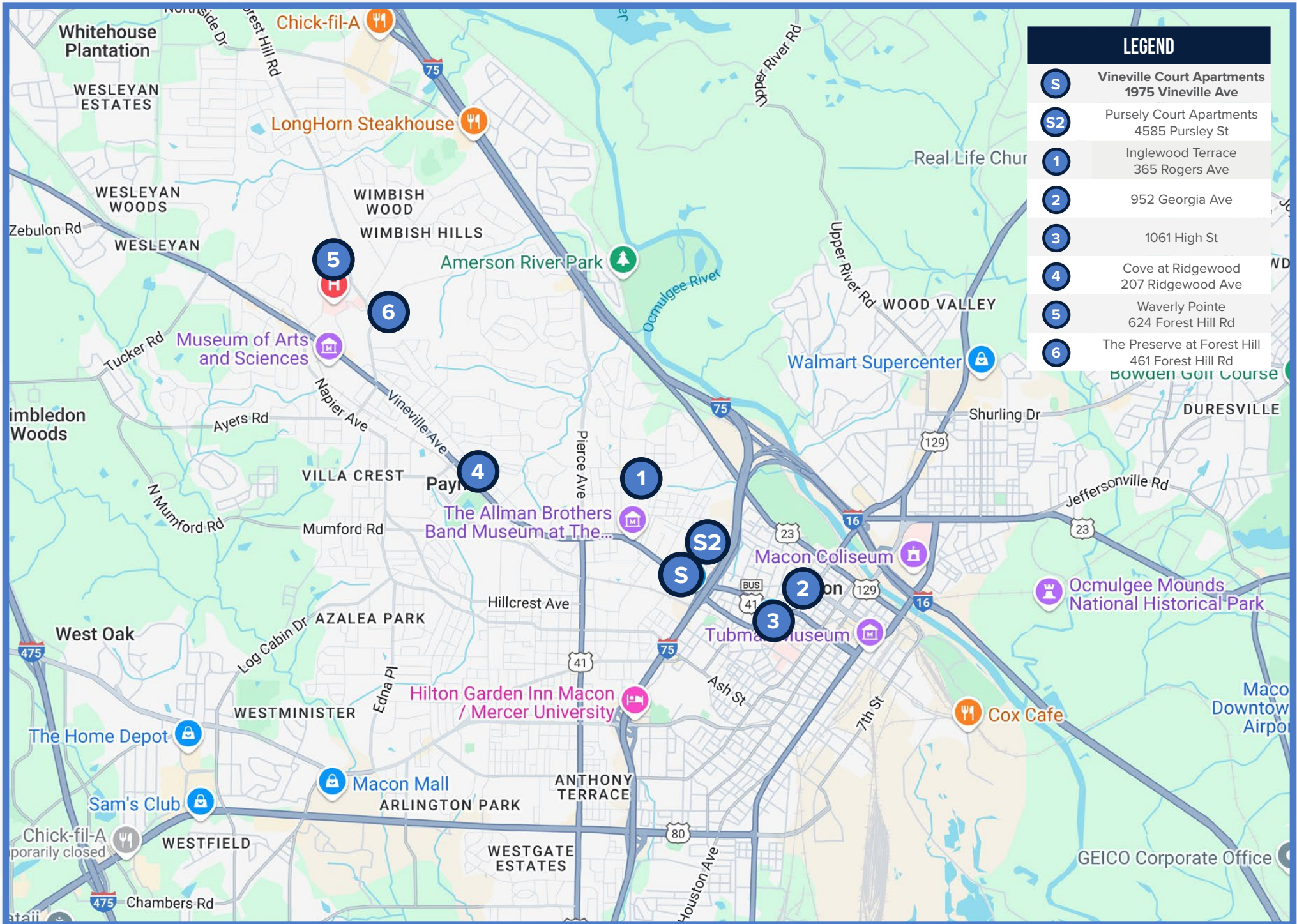
- Taxes Adjusted to 80% of the Purchase price.
- 40% of the price to find the assessed value multiplied by the millage rate of 25.397, then multiplied by 80% to find the total estimated figure.
- 7.5% Property Management Fee Assumption
- \$550/unit Assumption for Insurance.
- NOTE: The owner currently self-insures.
- Adjusting General Admin & Legal to \$150/unit, which is more in-line with market assumptions.
- Contract Services - Added in \$50/unit for Pest Control.
- Landscaping: One tenant currently does the landscaping for \$100 off his monthly rent.
- Market Assumptions for Landscaping are \$300/mo
- Turnover adjusted to \$275/unit. This is an estimate based on market expenses for this line item as current ownership is running this very lean
- Adjusted R&M to \$550/unit. Historical figures are high from the previous owner (prior to 2024) because he incorporated a lot of one-time capital expenses. R&M is now down significantly with the current ownership. \$550/unit is an estimate based on market expenses.
- Individually Metered for Electricity, but there is a small expense for outside lights.
- Water/Sewer – Runs around \$1,000/mo
- Current ownership is getting quotes obtaining approval for this property to be individually metered for Water/ Sewer expense.
- Waste Removal is included in the Taxes.
- Marketing/Advertising – Assumed \$50/unit for online presence.
- Added in \$250/unit in Reserves to be in line with most Debt providers.



RENT ROLL

| # | UNIT | MIX | RENT | SF | MARKET RENT |
|-----------------|------|-----|-----------------|---------------|-----------------|
| 1 | A-1 | 2/1 | \$824 | 950 | \$1,025 |
| 2 | A-2 | 1/1 | \$840 | 750 | \$900 |
| 3 | A-3 | 2/1 | \$940 | 950 | \$1,025 |
| 4 | A-4 | 1/1 | \$840 | 750 | \$900 |
| 5 | B-1 | 1/1 | \$780 | 750 | \$900 |
| 6 | B-2 | 2/1 | \$700 | 950 | \$1,025 |
| 7 | B-3 | 1/1 | \$850 | 750 | \$900 |
| 8 | B-4 | 2/1 | \$800 | 950 | \$1,025 |
| 9 | C-1 | 3/1 | \$940 | 1,250 | \$1,125 |
| 10 | C-2 | 1/1 | \$997 | 750 | \$900 |
| 11 | C-3 | 3/1 | \$950 | 1,250 | \$1,125 |
| 12 | C-4 | 1/1 | \$750 | 750 | \$900 |
| 13 | D-1 | 1/1 | \$850 | 750 | \$900 |
| 14 | D-2 | 2/1 | \$815 | 775 | \$1,125 |
| 15 | D-3 | 1/1 | \$780 | 590 | \$900 |
| 16 | D-4 | 3/1 | \$1,075 | 1,250 | \$1,125 |
| 17 | E-1 | 2/1 | \$950 | 950 | \$1,025 |
| 18 | E-2 | 1/1 | \$775 | 750 | \$900 |
| 19 | E-3 | 2/1 | \$1,152 | 950 | \$1,025 |
| 20 | E-4 | 1/1 | \$1,087 | 750 | \$900 |
| 21 | F-1 | 1/1 | \$695 | 750 | \$900 |
| 22 | F-2 | 2/1 | \$750 | 950 | \$1,025 |
| 23 | F-3 | 1/1 | \$650 | 750 | \$900 |
| 24 | F-4 | 2/1 | \$850 | 950 | \$1,025 |
| Totals | | | \$20,640 | 20,965 | \$23,500 |
| Averages | | | \$860 | 874 | \$979 |

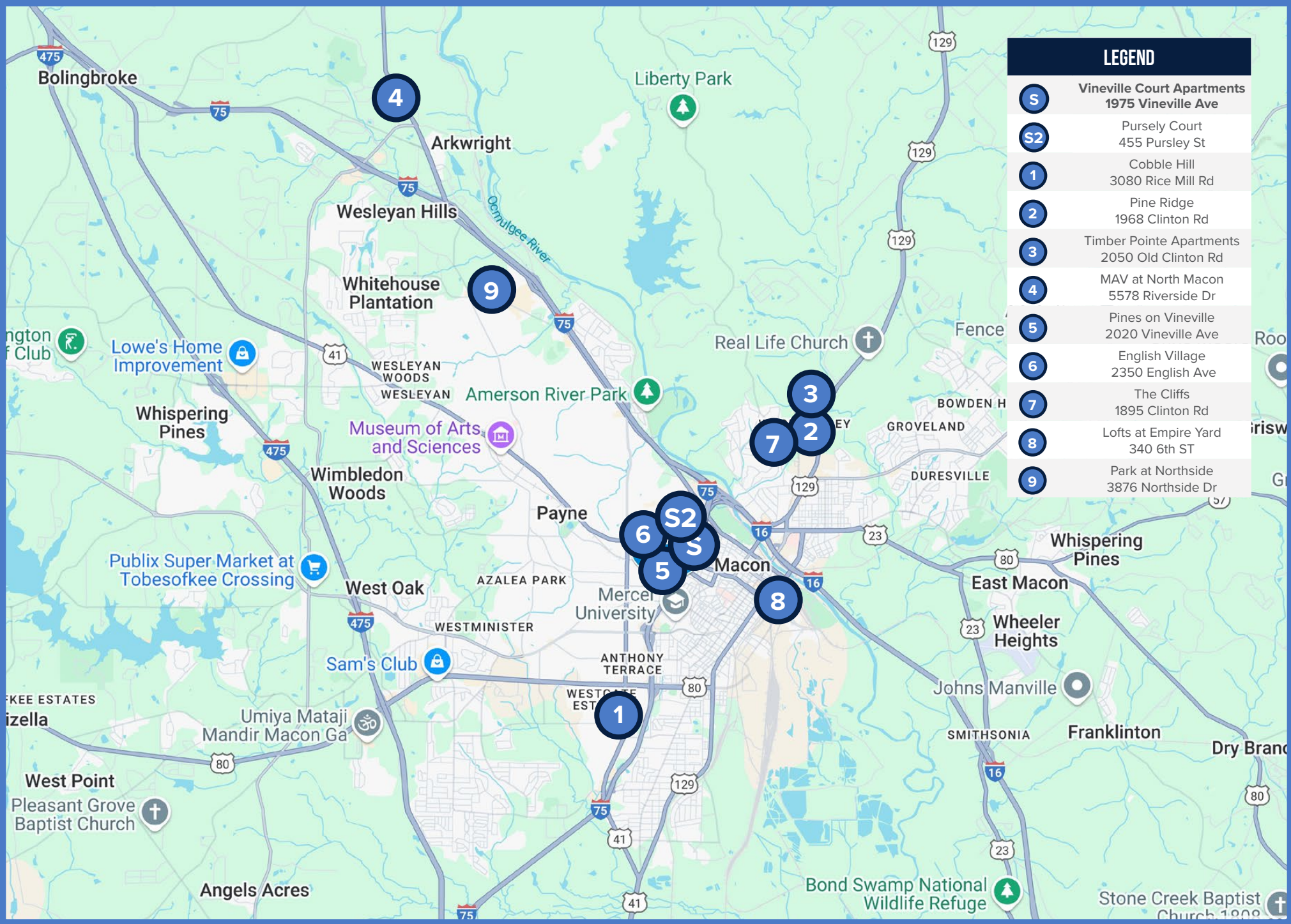
RENT COMPARABLES



RENT COMPARABLES

| | PROPERTY NAME | CITY | UNITS | BUILDING SIZE (SF) | YEAR BUILT | UNIT MIX | MONTHLY RENT | SF | PRICE/SF |
|----------|---|-------|-------|--------------------|------------|----------|--------------|----------|----------|
| S | Vineville Court Apartments 1975 Vineville Ave | Macon | 24 | 20,965 | 1930 | 1+1 | \$825 | 727 | \$1.13 |
| | | | | | | 2+1 | \$871 | 950 | \$0.92 |
| | | | | | | 3+1 | \$945 | 1,131 | \$0.84 |
| S2 | Pursely Court Apartments 4585 Pursley St | Macon | 26 | 11,700 | 1955 | 1+1 | \$631 | 450 | \$1.40 |
| 1 | Inglewood Terrace 365 Rogers Ave | Macon | 80 | 74,240 | 1973 | 1+1 | \$990 | 900 | \$1.10 |
| | | | | | | 2+1 | \$1,150 | 1,120 | \$1.03 |
| | | | | | | 3+2 | \$1,100 | 1,200 | \$0.92 |
| 2 | 952 Georgia Ave | Macon | 5 | 25,265 | 1890 | 1+1 | \$975 | 865 | \$1.13 |
| 3 | 1061 High St | Macon | 4 | 4,792 | 1885 | 1+1 | \$795 | 1,000 | - |
| 4 | Cove at Ridgewood 207 Ridgewood Ave | Macon | 36 | 48,312 | 1962 | 2+1 | \$1,075 | 1,400 | \$0.77 |
| | | | | | | 3+1.5 | \$1,200 | 1,600 | \$0.75 |
| | | | | | | | | | |
| 5 | Waverly Pointe 624 Forest Hill Rd | Macon | 100 | 108,100 | 1971 | 1+1 | \$825 | 550 | \$1.50 |
| | | | | | | 2+1.5 | \$975 | 1,100 | \$0.89 |
| | | | | | | 3+1.5 | \$1,100 | 1,295 | \$0.85 |
| | | | | | | 3+2 | \$1,200 | 1,295 | \$0.93 |
| 6 | The Preserve at Forest Hill 461 Forest Hill Rd | Macon | 116 | 134,096 | 1979 | 2+1 | \$1,049 | 1,100 | \$0.95 |
| | | | | | | 2+1.5 | \$1,099 | 1,110 | \$0.99 |
| | | | | | | 3+2 | \$1,475 | 1,520 | \$0.97 |
| Averages | | | | | | 1 Beds | \$896 | \$828.75 | \$1.24 |
| | | | | | | 2 Beds | \$1,070 | 1,166 | \$0.92 |
| | | | | | | 3 Beds | \$1,215 | 1,382 | \$0.88 |

SALES COMPARABLES



SALES COMPARABLES

| | PROPERTY NAME | CITY | SALE PRICE | PER UNIT | SALE DATE | UNITS | BUILDING (SF) | PSF | YEAR BUILT | 10 YR | CAP RATE | AVG UNIT SF |
|----------|--|-------|--------------|-----------|------------|-------|---------------|----------|------------|--------|----------|-------------|
| S | Vineville Court Apartments 1975 Vineville Ave | Macon | \$1,891,000 | \$78,792 | TBD | 24 | 22,800 | \$82.94 | 1930 | 4.47% | 8.03% | 950 |
| S2 | Pursely Court 455 Pursley St | Macon | \$1,490,000 | \$57,308 | TBD | 26 | 11,700 | \$127.35 | 1955 | 4.47% | 7.51% | 450 |
| 1 | Cobble Hill 3080 Rice Mill Rd | Macon | \$4,125,000 | \$60,662 | 12/23/2024 | 68 | 64,925 | \$63.53 | 1967 | 4.24% | 8.18% | 955 |
| 2 | Pine Ridge 1968 Clinton Rd | Macon | \$5,575,000 | \$67,169 | 11/8/2024 | 83 | 80,716 | \$69.07 | 1969 | 3.70% | 8.29% | 972 |
| 3 | Timber Pointe Apartments 2050 Old Clinton Rd | Macon | \$10,750,000 | \$70,724 | 9/30/2024 | 152 | 135,510 | \$79.33 | 1983 | 3.98% | 5.48% | 892 |
| 4 | MAV at North Macon 5578 Riverside Dr | Macon | \$17,500,000 | \$115,132 | 9/12/2024 | 152 | 153,824 | \$113.77 | 1993 | 4.187% | - | 1,012 |
| 5 | Pines on Vineville 2020 Vineville Ave | Macon | \$2,600,000 | \$65,000 | 7/30/2024 | 40 | 26,240 | \$99.09 | 1961 | 4.56% | 7.92% | 656 |
| 6 | English Village 2350 English Ave | Macon | \$3,252,000 | \$66,367 | 4/1/2024 | 49 | 58,450 | \$55.64 | 1972 | 3.863% | 5.62% | 1,193 |
| 7 | The Cliffs 1895 Clinton Rd | Macon | \$9,987,000 | \$70,331 | 4/26/2024 | 142 | 165,684 | \$60.28 | 1970 | 4.46% | 7.37% | - |
| 8 | Lofts at Empire Yard 340 6th ST | Macon | \$5,450,000 | \$194,643 | 3/26/2024 | 28 | 29,853 | \$182.56 | 2020 | 4.470% | 6.48% | 1,066 |
| 9 | Park at Northside 3876 Northside Dr | Macon | \$15,936,000 | \$83,000 | 3/25/2024 | 192 | 203,520 | \$78.30 | 1975 | 4.460% | | |
| Averages | | | | \$88,114 | | | | \$89.06 | | | 7.05% | |



FAMILY DOLLAR


CUBESMART
self storage

VINEVILLE TOWER NON-PROFIT ORGANIZATION

 MILLER MAGNET MIDDLE SCHOOL
547 STUDENTS

Goodwill

VINEVILLE AVE ± 12,600 VPD

 SILVERWOOD APARTMENTS



2009 VINEVILLE MANAGEMENT

FORSYTH ST ± 11,000 VPD



SUBJECT PROPERTY

PURSLEY ST

GEORGIA EYE CARE CENTER



**NATALIE OLIVIA FORD COZART
PEDIATRIC DENTIST**

 JEFFERSON LONG PARK



THE OFFICE AT COLLEGE HILL

ATRIUM HEALTH NAVICENT MEDICAL CENTER
637 BEDS

ST. PAUL APARTMENTS & VILLAGE

INTERSTATE 75 ± 79,000 VPD



SUBJECT PROPERTY



FORSYTH ST ± 11,000 VPD

FORD AND IVEY FAMILY DENTISTRY

SCOTTISH RITE BODIES

VINEVILLE AVE ± 12,600 VPD

MERCER UNIVERSITY
1.6 MILES AWAY



MARKET OVERVIEW

1975 VINEVILLE AVE | MACON, GA 31201

MACON, GA

Macon, Georgia, is a city with a rich history and vibrant culture that reflects its Southern heritage. Nestled in the heart of the state, Macon serves as a crossroads of tradition and modernity. The city is renowned for its antebellum architecture, exemplified by the grandiose Hay House and the historic district's charming streets lined with well-preserved homes from the 19th century. Macon is also deeply intertwined with the musical legacy of the South, earning the nickname "The Song and Soul of the South." The city played a pivotal role in the development of rhythm and blues, and it has been home to legendary artists like Little Richard and Otis Redding. Visitors can explore the rich musical heritage at the Allman Brothers Band Museum at the Big House or enjoy the annual Macon Film Festival. The Ocmulgee National Monument, with its ancient Native American mounds, adds a touch of archaeological significance to the city. Macon, with its warm hospitality and diverse cultural offerings, stands as a testament to the enduring spirit of the American South.

ECONOMY

The city maintains a diverse and evolving economy that reflects both its historical roots and adaptability to contemporary industries. Traditionally known for its role as a transportation hub, Macon continues to benefit from its strategic location at the crossroads of major highways and railways. The city's economy is bolstered by sectors such as logistics, distribution, and manufacturing, with several companies leveraging Macon's logistical advantages for efficient supply chain operations. Additionally, healthcare and education play crucial roles in the local economy, with major institutions like Mercer University and the Medical Center, Navicent Health, contributing significantly. Macon has also witnessed growth in the fields of aerospace and advanced manufacturing, attracting businesses seeking a supportive and well-connected business environment. As the city continues to diversify its economic base, Macon remains resilient and forward-looking, fostering a business-friendly environment while preserving the charm of its historical Southern identity.

DEMOGRAPHICS

| POPULATION | 1-MILE | 3-MILE | 5-MILE |
|-----------------------|----------|----------|----------|
| 2030 Projection | 10,914 | 54,067 | 95,696 |
| 2024 Estimate | 10,647 | 52,987 | 94,305 |
| Growth: 2024-2030 | 0.5% | 0.4% | 0.3% |
| HOUSEHOLDS | 1-MILE | 3-MILE | 5-MILE |
| 2030 Projection | 5,092 | 21,666 | 37,492 |
| 2024 Estimate | 4,958 | 21,206 | 36,928 |
| Growth: 2024-2030 | 0.5% | 0.4% | 0.3% |
| INCOME | 1-MILE | 3-MILE | 5-MILE |
| Avg. Household Income | \$51,592 | \$49,180 | \$53,913 |



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **ADDRESS** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services™. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews Real Estate Investment Services™ is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services™, the property, or the seller by such entity.

Owner and Matthews Real Estate Investment Services™ expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

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