

# Hendricks & Partners

A National Multifamily Investment Banking Company

# Hendricks & Partners

## Recent Multifamily Transactions

## Apartments For Sale

A partial listing of new multifamily marketing assignments

**Hendricks & Partners**  
is a National  
**Multifamily**  
**Investment**  
**Banking Company**  
focused exclusively  
on providing a  
fully-integrated,  
multifamily capital  
markets platform.

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nationwide from our  
36 regional offices  
on more than  
\$15 Billion of  
apartments for sale.

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| West Coast   | Southwest / Rocky Mountain  | Texas   | Midwest  | Southeast / Central South  |
|--|---|---|--|--|
| <ul style="list-style-type: none"> <li>232 Units, San Diego, CA<br/>Price: \$28,645,000<br/>Built 1980/83 — Two-Prop Portfolio</li> <li>193 Units, Modesto, CA<br/>Price: \$15,975,000<br/>Built 1974 — Adjct to Stanislaus State</li> <li>143 Units, La Mesa, CA<br/>Price: \$26,500,000<br/>Built 1985 — Condo &amp; Apt Asset</li> <li>188 Units, West Covina, CA<br/>Price: \$22,700,000<br/>Built 1985 — Senior Housing</li> <li>536 Units, Olympia, WA<br/>Price: \$10,500,000<br/>Built 1982-87 — Three-Prop Portfolio</li> <li>150 Units, El Cajon, CA<br/>Price: \$12,650,000<br/>Built 1964 — Major Price Reduction</li> <li>72 Units, Bothell, WA<br/>Price: \$9,900,000<br/>Built 2004/08 — 1st Time to Market</li> <li>122 Units, Santa Ana, CA<br/>Price: \$21,375,000<br/>Built 1969 — On Arnold Palmer Golf Course</li> <li>39 Units, Seattle, WA<br/>Price: \$16,000,000<br/>Built 2009 — Townhome Community</li> <li>100 Units, Pomona, CA<br/>Price: \$13,395,000<br/>Built 2006 — Adjct to Western Univ</li> <li>92 Units, Seattle, WA<br/>Price: \$11,900,000<br/>Built 2008 — Landmark Asset</li> <li>61 Units, Pasadena, CA<br/>Price: \$11,900,000<br/>Built 1975 — 3.9% Assumable Loan</li> <li>180 Units, Lynnwood, WA<br/>Price: \$21,700,000<br/>Built 1977 — \$2M in Upgrades</li> <li>61 Units, Chatsworth, CA<br/>Price: \$9,650,000<br/>Built 1964 — Upside-17% Below Market Avg</li> <li>90 Units, Riverside, CA<br/>Price: \$9,500,000<br/>Built 2006/07 — Senior Housing</li> <li>64 Units, Portland, OR<br/>Price: \$4,900,000<br/>Built 1996 — Close to New Emplmnt</li> <li>42 Units, Los Angeles, CA<br/>Price: \$2,800,000<br/>Built 1927 — Historic Live-Work Prop</li> <li>62 Units, Los Angeles, CA<br/>Price: \$7,950,000<br/>Built 1961/62 — Two-Prop Portfolio</li> <li>50 Units, North Hollywood, CA<br/>Price: \$5,150,000<br/>Built 1958 — Grt Frontage on Major Street</li> <li>46 Units, Sacramento, CA<br/>Price: \$4,000,000<br/>Built 1983 — Affordable Housing</li> </ul> | <ul style="list-style-type: none"> <li>360 Units, Phoenix, AZ<br/>Price: Accepting Offers<br/>Built 2002 — Dynamic Infill Loc</li> <li>260 Units, Pueblo, CO<br/>Price: \$28,500,000<br/>Built 2005/10 — Premier Pueblo Prop</li> <li>332 Units, Scottsdale, AZ<br/>Price: Accepting Offers<br/>Built 1971 — Redev Opp</li> <li>232 Units, Albuquerque, NM<br/>Price: Accepting Offers<br/>Built 1995 — Exclnt Visibility</li> <li>204 Units, Phoenix, AZ<br/>Price: Accepting Offers<br/>Built 2008 — Luxury Class A</li> <li>268 Units, Las Vegas, NV<br/>Price: \$14,250,000<br/>Built 1996 — Lender-Owned</li> <li>168 Units, Ogden, UT<br/>Price: \$9,900,000<br/>Built 1974 — Strong In-Place Cash Flow</li> <li>176 Units, Tucson, AZ<br/>Price: Accepting Offers<br/>Built 1996 — On Arnold Palmer Golf Course</li> <li>312 Units, Phoenix, AZ<br/>Price: Accepting Offers<br/>Built 2008 — Lrg Floor Plans-Avg 1018 SF</li> <li>344 Units, Las Vegas, NV<br/>Price: \$13,395,000<br/>Built 1988 — Assumable Financing</li> <li>180 Units, Tempe, AZ<br/>Price: Accepting Offers<br/>Built 1972 — High-Quality B Asset</li> <li>180 Units, Albuquerque, NM<br/>Price: \$10,370,000<br/>Built 1972 — NE Heights Location</li> <li>168 Units, Denver, CO<br/>Price: \$7,700,000<br/>Built 1973 — High Occupancy</li> <li>174 Units, Phoenix, AZ<br/>Price: Accepting Offers<br/>Built 1986 — Exclnt Street Frontage</li> <li>120 Units, Denver, CO<br/>Price: \$5,475,000<br/>Built 1981 — Near Light Rail</li> <li>148 Units, Phoenix, AZ<br/>Price: Accepting Offers<br/>Built 1979 — \$1.2M in Cap Improvements</li> <li>103 Units, Colorado Springs, CO<br/>Price: \$2,800,000<br/>Built 1970s — Short Sale</li> <li>63 Units, Phoenix, AZ<br/>Price: Accepting Offers<br/>Built 1981 — Recent Upgrades</li> <li>36 Units, Denver, CO<br/>Price: \$2,650,000<br/>Built 1972 — Exclnt Suburban Loc</li> <li>149 Units, Phoenix, AZ<br/>Price: Accepting Offers<br/>Built 1985 — Independent Living Comm</li> </ul> | <ul style="list-style-type: none"> <li>221 Units, Dallas, TX<br/>Price: \$26,500,000<br/>Built 1998 — All Cash Opportunity</li> <li>369 Units, El Paso, TX<br/>Price: \$49,000,000<br/>Built 2008 — Premier El Paso Prop</li> <li>840 Units, Austin, TX<br/>Price: \$25,000,000<br/>Built 1981/83 — High-Visibility I-35 Loc</li> <li>776 Units, Houston, TX<br/>Price: Accepting Offers<br/>Built 1972 — REO</li> <li>260 Units, San Antonio, TX<br/>Price: Accepting Offers<br/>Built 1980 — Special Servicer Asset</li> <li>605 Units, San Antonio, TX<br/>Price: Accepting Offers<br/>Built 1967/80 — Two-Prop Portfolio</li> <li>152 Units, El Paso, TX<br/>Price: \$17,000,000<br/>Built 2009/11 — Near Major Emplmnt</li> <li>189 Units, Dallas, TX<br/>Price: Accepting Offers<br/>Built 2008 — Luxury Mixed-Use</li> <li>288 Units, San Antonio, TX<br/>Price: Accepting Offers<br/>Built 2001 — Student Housing</li> <li>275 Units, Dallas, TX<br/>Price: \$10,200,000<br/>Built 1985 — Great In-Place Cash Flow</li> <li>152 Units, Round Rock, TX<br/>Price: \$11,900,000<br/>Built 2008-10 — Strng Austin Suburb</li> <li>360 Units, Dallas, TX<br/>Price: \$9,925,000<br/>Built 1985 — Recent Lender REO</li> <li>232 Units, El Paso, TX<br/>Price: \$9,800,000<br/>Built 1986 — 501(c)(3) Non-Profit Owned</li> <li>200 Units, San Antonio, TX<br/>Price: \$7,444,000<br/>Built 1965 — Distressed REO</li> <li>160 Units, El Paso, TX<br/>Price: Accepting Offers<br/>Built 2009 — Desirable NE Location</li> <li>176 Units, San Antonio, TX<br/>Price: Accepting Offers<br/>Built 1965 — Solid Class C</li> <li>880 Proposed Units, San Antonio, TX<br/>Price: \$6,600,000<br/>Land — 29-32 Acre Development Opp</li> <li>105 Units, San Antonio, TX<br/>Price: \$7,600,000<br/>Built 1929 — 100% HAP Elderly Contract</li> <li>123 Units, Dallas, TX<br/>Price: \$3,900,000<br/>Built 1965 — 27-Yr Continuous Ownership</li> <li>108 Units, San Antonio, TX<br/>Price: \$4,280,000<br/>Built 1995/96 — Strong Cash Flow</li> </ul> | <ul style="list-style-type: none"> <li>373 Units, Jeffersonville, IN<br/>Price: \$33,100,000<br/>Built 2009 — Strong Growth Area</li> <li>981 Units, Farmington Hills, MI<br/>Price: Accepting Offers<br/>Built 1966-71 — Upscale Community</li> <li>254 Units, Lawrence, KS<br/>Price: \$16,670,000<br/>Built 1972/87 — Div 1, Big 12 College Town</li> <li>60 Units, Chicago, IL<br/>Price: \$13,950,000<br/>Built 2011 — Premier NW Suburb Prop</li> <li>451 Units, Central Ohio<br/>Price: Accepting Offers<br/>Built 1968-72 — 3 Properties</li> <li>208 Units, St. Louis, MO<br/>Price: Accepting Offers<br/>Built 1985 — Heavy Barriers to Entry</li> <li>711 Units, West Michigan<br/>Price: Accepting Offers<br/>Built 1971-86 — 6 Properties</li> <li>101 Units, Milwaukee, WI<br/>Price: Accepting Offers<br/>Built 1989 — Ssr Hsg - Broken Condo</li> <li>170 Units, Kansas City, MO<br/>Price: \$15,582,128<br/>Built 1966/87 — \$1.5M in Renovations</li> <li>189 Units, Cleveland, OH<br/>Price: \$7,465,000<br/>Built 1912 — Renovated in 2003</li> <li>201 Units, Columbia, MO<br/>Price: \$11,900,000<br/>Built 2011 — Statst Hsg-100% Occupied</li> <li>200 Units, Dayton, OH<br/>Price: \$9,925,000<br/>Built 2009 — Premier Student Hsg</li> <li>340 Units, Akron/Kent, OH<br/>Price: Accepting Offers<br/>Built 2009/10 — 2 Premier Student Hsg</li> <li>148 Units, Lawrence, KS<br/>Price: Accepting Offers<br/>Built 1944 — Kansas University Location</li> <li>156 Units, St. Louis, MO<br/>Price: Accepting Offers<br/>Built 1988 — Inreplaceable Location</li> <li>294 Units, Gardner, KS<br/>Price: Accepting Offers<br/>Built 2009 — New/Stabilized Occupancy</li> <li>480 Units, Ann Arbor, MI<br/>Price: Accepting Offers<br/>Built 1988 — Superior Loc/New Debt Opp</li> <li>191 Units, Topeka, KS<br/>Price: \$7,300,000<br/>Built 1970 — Value-Add/ULHC</li> <li>66 Units, Chicago, IL<br/>Price: \$3,000,000<br/>Built 1974 — Tax Credit Potential</li> <li>292 Units, Westerville, OH<br/>Price: \$21,000,000<br/>Built 1986 — Lrg TH Floor Plans</li> </ul> | <ul style="list-style-type: none"> <li>400 Units, Orlando, FL<br/>Price: \$25,000,000<br/>Built 1972 — Walk to UCF Campus</li> <li>1,900 Units, Birmingham, AL<br/>Price: Accepting Offers<br/>Built 1969-93 — 5 Lender-Controlled Props</li> <li>252 Units, Gonzales, LA<br/>Price: \$25,500,000<br/>Built 2005 — Class A Asset</li> <li>544 Units, Tulsa, OK<br/>Price: \$18,500,000<br/>Built 1978 — Well-Maintained/Stabilized</li> <li>228 Units, Little Rock, AR<br/>Price: \$12,000,000<br/>Built 1973 — Prime Location</li> <li>272 Units, Montgomery, AL<br/>Price: Accepting Offers<br/>Built 2011 — Class A/Growing Submkt</li> <li>272 Units, Orlando, FL<br/>Price: Accepting Offers<br/>Development — Pre-Sale Opportunity</li> <li>245 Units, Tulsa, OK<br/>Price: Accepting Offers<br/>Built 1967 — Value-Add Opportunity</li> <li>269 Units, Chattanooga, TN<br/>Price: Accepting Offers<br/>Built 2011 — Class A/High-Quality Design</li> <li>206 Units, Little Rock, AR<br/>Price: Accepting Offers<br/>Built 1968 — New Financing</li> <li>381 Units, Louisville, KY<br/>Price: \$7,420,000<br/>Built 1968-70 — Value-Add Opportunity</li> <li>192 Units, Winter Park, FL<br/>Price: Accepting Offers<br/>Built 1974 — \$1M Clubhouse In Constrcn</li> <li>134 Units, Baton Rouge, LA<br/>Price: \$6,295,000<br/>Built 1974 — Huge Upside Potential</li> <li>176 Units, Birmingham, AL<br/>Price: \$6,952,000<br/>Built 1980 — High Occpncy &amp; Performance</li> <li>136 Units, Pascagoula, MS<br/>Price: \$4,200,000<br/>Built 1972 — Price Reduction</li> <li>150 Units, Dathan, AL<br/>Price: \$6,050,000<br/>Built 1973 — In Place 17% Cash-On-Cash</li> <li>130 Units, Frankfort, KY<br/>Price: \$2,190,000<br/>Built 1960 — Significant Cap Imprmnts</li> <li>240 Proposed Units, Riverview, FL<br/>Price: \$3,240,000<br/>Built N/A — 15-Acre Dev Opportunity</li> <li>44 Units, Orlando, FL<br/>Price: \$1,300,000<br/>Built 1984 — REO</li> <li>97 Units, Birmingham, AL<br/>Price: \$3,550,000<br/>Built 1973 — Value-Add Opportunity</li> </ul> |

## Hendricks & Partners

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|                  |               |             |                     |                |                  |
|------------------|---------------|-------------|---------------------|----------------|------------------|
| Alabama          | Dallas        | Las Vegas   | Mississippi         | Phoenix        | Seattle          |
| Albuquerque      | Denver        | Lexington   | Newport Beach       | Portland       | South Bay LA     |
| Austin           | Des Moines    | Little Rock | North Los Angeles   | Sacramento     | St. Louis        |
| Chicago          | El Paso       | Louisiana   | North Orange County | Salt Lake City | Tampa            |
| Cincinnati       | Houston       | Louisville  | Oklahoma City       | San Antonio    | Tucson           |
| Cleveland        | Indianapolis  | Michigan    | Ontario             | San Diego      | Tulsa            |
| Colorado Springs | Inland Empire | Milwaukee   | Orlando             | San Francisco  | West Los Angeles |
| Columbus         | Kansas City   | Minneapolis | Pasadena            |                |                  |

As the nation's #1 apartment sales and research firm, Hendricks & Partners has expanded its services to include multifamily debt placement, structured finance, and private equity as part of a full menu of investment banking services. Now with the largest multifamily investment banking platform in the country, the firm is expanding its national coverage area while providing one-stop-shopping for all apartment owners nationwide. With 200 apartment professionals in 36 offices nationwide, Hendricks & Partners prides itself on providing a comprehensive array of financial services specifically geared towards the needs of every apartment investor.

*Our results speak for themselves...*

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| SOLD<br>On behalf of an Institutional Owner<br>882 Units<br>Seattle, WA<br>\$151,000,000 | SOLD<br>On behalf of a Private Investment Group<br>287 Units<br>Tampa, FL<br>\$47,300,000   | SOLD<br>On behalf of a Multifamily Developer<br>724 Units<br>Phoenix, AZ<br>\$76,000,000 | SOLD<br>On behalf of a Private Investment Group<br>287 Units<br>Rochester, NY<br>\$51,000,000 | SOLD<br>On behalf of a Private Investor<br>1,008 Units<br>Columbus, OH<br>\$50,200,000   |
| SOLD<br>On behalf of a Private Investor<br>228 Units<br>Lexington, KY<br>\$41,000,000    | SOLD<br>On behalf of an Institutional Owner<br>165 Units<br>Los Angeles, CA<br>\$38,100,000 | SOLD<br>On behalf of a Private Investor<br>240 Units<br>Birmingham, AL<br>\$31,700,000   | SOLD<br>On behalf of an Institutional Owner<br>486 Units<br>St. Louis, MO<br>\$30,100,000     | SOLD<br>On behalf of an Institutional Owner<br>542 Units<br>Portland, OR<br>\$53,900,000 |

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| SOLD<br>On behalf of an Institutional Owner<br>1,395 Units<br>Kansas City, MO<br>Confidential | SOLD<br>On behalf of a Multifamily Developer<br>351 Units<br>Seattle, WA<br>\$60,700,000 | SOLD<br>On behalf of an Institutional Owner<br>824 Units<br>Phoenix, AZ<br>\$41,300,000 | SOLD<br>On behalf of a Private Investment Group<br>1,040 Units<br>San Antonio, TX<br>Confidential | SOLD<br>On behalf of an Institutional Owner<br>286 Units<br>Anaheim, CA<br>\$43,000,000 |
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| SOLD<br>On behalf of a Private Investor<br>165 Units<br>Tustin, CA<br>\$25,500,000 | SOLD<br>On behalf of an Institutional Owner<br>336 Units<br>Bradenton, FL<br>\$23,000,000 | SOLD<br>On behalf of a Private Investment Group<br>201 Units<br>Iowa City, IA<br>\$21,200,000 | SOLD<br>On behalf of an Institutional Owner<br>198 Units<br>Cincinnati, OH<br>\$19,300,000 | SOLD<br>On behalf of a Private Investor<br>256 Units<br>Albuquerque, NM<br>\$18,000,000 |
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| SOLD<br>On behalf of a Private Investment Group<br>332 Units<br>Sacramento, CA<br>\$19,200,000 | SOLD<br>On behalf of a Private Investor<br>323 Units<br>Dallas, TX<br>\$14,000,000 | SOLD<br>On behalf of a Private Investor<br>225 Units<br>Detroit, MI<br>\$12,000,000 | SOLD<br>On behalf of a Private Investment Group<br>188 Units<br>Wichita, KS<br>\$10,000,000 | SOLD<br>On behalf of a Multifamily Developer<br>123 Units<br>Louisville, KY<br>\$10,400,000 |
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| SOLD<br>On behalf of a Private Investor<br>284 Units<br>Austin, TX<br>\$14,000,000 | SOLD<br>On behalf of an Institutional Owner<br>192 Units<br>Houston, TX<br>\$10,000,000 | SOLD<br>On behalf of an Institutional Owner<br>258 Units<br>Las Vegas, NV<br>\$9,300,000 | SOLD<br>On behalf of an Institutional Owner<br>410 Units<br>Tucson, AZ<br>\$9,100,000 | SOLD<br>On behalf of a Private Investment Group<br>63 Units<br>Salt Lake City, UT<br>\$5,600,000 |
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| SOLD<br>On behalf of a Private Investment Group<br>112 Units<br>San Diego, CA<br>\$20,000,000 | SOLD<br>On behalf of a Private Investor<br>127 Units<br>Albuquerque, NM<br>\$10,000,000 | SOLD<br>On behalf of a Private Investor<br>51 Units<br>Pasadena, CA<br>\$6,000,000 | SOLD<br>On behalf of a Private Investor<br>322 Units<br>Dallas, TX<br>\$11,500,000 | SOLD<br>On behalf of a Multifamily Developer<br>240 Units<br>Phoenix, AZ<br>\$40,000,000 |
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| SOLD<br>On behalf of an Institutional Owner<br>328 Units<br>Montgomery, AL<br>\$8,900,000 | SOLD<br>On behalf of a Private Investment Group<br>208 Units<br>Orlando, FL<br>\$15,800,000 | SOLD<br>On behalf of a Private Investor<br>360 Units<br>Oklahoma City, OK<br>\$26,700,000 | SOLD<br>On behalf of a Private Investment Group<br>352 Units<br>Tulsa, OK<br>\$14,700,000 | SOLD<br>On behalf of a Private Investor<br>149 Units<br>Palm Springs, CA<br>\$19,500,000 |
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| SOLD<br>On behalf of a Multifamily Developer<br>280 Units<br>Phoenix, AZ<br>\$32,325,000 | SOLD<br>On behalf of a Multifamily Developer<br>127 Units<br>South Bend, IN<br>\$27,000,000 | SOLD<br>On behalf of a Private Investor<br>142 Units<br>Portland, OR<br>\$7,950,000 | SOLD<br>On behalf of a Private Investment Group<br>154 Units<br>Detroit, MI<br>\$10,300,000 | SOLD<br>On behalf of an Institutional Owner<br>237 Units<br>Long Beach, CA<br>\$34,500,000 |
|--|---|---|---|--|