

OFFERING MEMORANDUM

THE COTTAGES ON 7TH

714/722 N 7TH ST

Lantana, FL 33462

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SECTION 1

PROPERTY
INFORMATION





OFFERING SUMMARY

SALE PRICE:	\$1,200,000
BUILDING SIZE:	6,077 SF
LOT SIZE:	19,602 SF
PRICE / SF:	\$197.47
CAP RATE:	5.97%
NOI:	\$71,678
YEAR BUILT:	1951
MARKET:	WPB-Miami-Ft Laud
SUBMARKET:	Lantana-Lake Worth Beach
APN:	40434434090030460 40434434090030480

PROPERTY HIGHLIGHTS

- Value Add Opportunity Through Renovations, Marketing and Rent Roll Improvements
- Walking Distance To Major 72 Acre Mixed Use Development | Water Tower Commons
- Unit Mix | 6 Studios, 5 1/1, 1 Large 1/1, Single Garage
- Individually Metered for Electric | Well Water for Irrigation | City Sewer
- R15 | Residential Multifamily Zoning 15 Units Per Acre
- Walking Distance to Lantana Sports Complex
- Biking Distance to Intracoastal front, Lantana Bicentennial Park
- 1.5 miles to Lantana Municipal Beach
- Less than 1 mile to Publix and Walkable Ocean Ave
- Folio's 40434434090030460 | 40434434090030480



PROPERTY DESCRIPTION

The Cottages on 7th is a highly desirable garden style apartment community consisting of six [6] studios and six [6] 1/1s. The subject property provides a true value add opportunity through renovations, rent raises and a quality marketing plan. Consisting of 4 buildings across two contiguous parcels, the properties are spread across .43 acres of land, giving residents ample green space and the ability to remain socially distanced from their neighbors. Parking is ample.

Walking distance to the new mixed use development of Water Tower Commons, The Cottages on 7th will provide opportunity to participate in the growth of the Town of Lantana. A well for landscape irrigation provides additional cost savings on property. With usable garage/storage space, the subject property may provide an opportunity to add laundry services on site. The condition of the interior units would welcome significant renovations to maximize the full value of the underlying real estate.

For those looking for an opportunity to add significant value in a well located, East of Interstate 95 Multifamily asset in an area seeing exceptional new growth The Cottages on 7th is an excellent choice.

LOCATION DESCRIPTION

The Cottages on 7th is located in the desirable North Broadway neighborhood in the town of Lantana. Centrally located between West Palm Beach and Delray Beach in Palm Beach County Florida. The Town of Lantana has maintained its beachside charm and gives residents an alternative retreat to the bustling city life that is typical of South Florida. Nestled just south of the popular Lake Worth Beach, this property neighbors the new 72 acre mixed use development of Water Tower Commons east of Interstate 95. The highly walkable mixed use development is being partially developed by The Related Group and will feature significant retail including but not limited to Wawa, Aldi, and many more. Phase one of Town Lantana residential portion will include 360 units and phase two will be 348 units all of which are 4 story.

Celebrating its 100th birthday, the Town of Lantana is known locally as a small fishing village that provides residents with a unique Florida experience. Residents enjoy great bike-ability with dining and entertainment up and down the popular Ocean Ave. Lantana provides an exceptional small town vibe, with multiple waterfront parks, a fishing pier and nature walk.

It is estimated that more than 11,405 people call the Town of Lantana home. The town provides residents with economic opportunity locally, and convenient access to major economic drivers in West Palm Beach and Ft Lauderdale. West Palm Beach and Lake Worth Beach to the north have seen many new investment to the area with new office, retail, and residential



LOCATION INFORMATION

BUILDING NAME	The Cottages on 7th
STREET ADDRESS	714 North 7th Street
CITY, STATE, ZIP	Lantana, FL 33462
COUNTY	Palm Beach
MARKET	WPB-Miami-Ft Laud
SUB-MARKET	Lantana-Lake Worth Beach

BUILDING INFORMATION

NOI	\$71,678.18
CAP RATE	5.97
OCCUPANCY %	95.0%
NUMBER OF FLOORS	2
YEAR BUILT	1951
NUMBER OF BUILDINGS	4

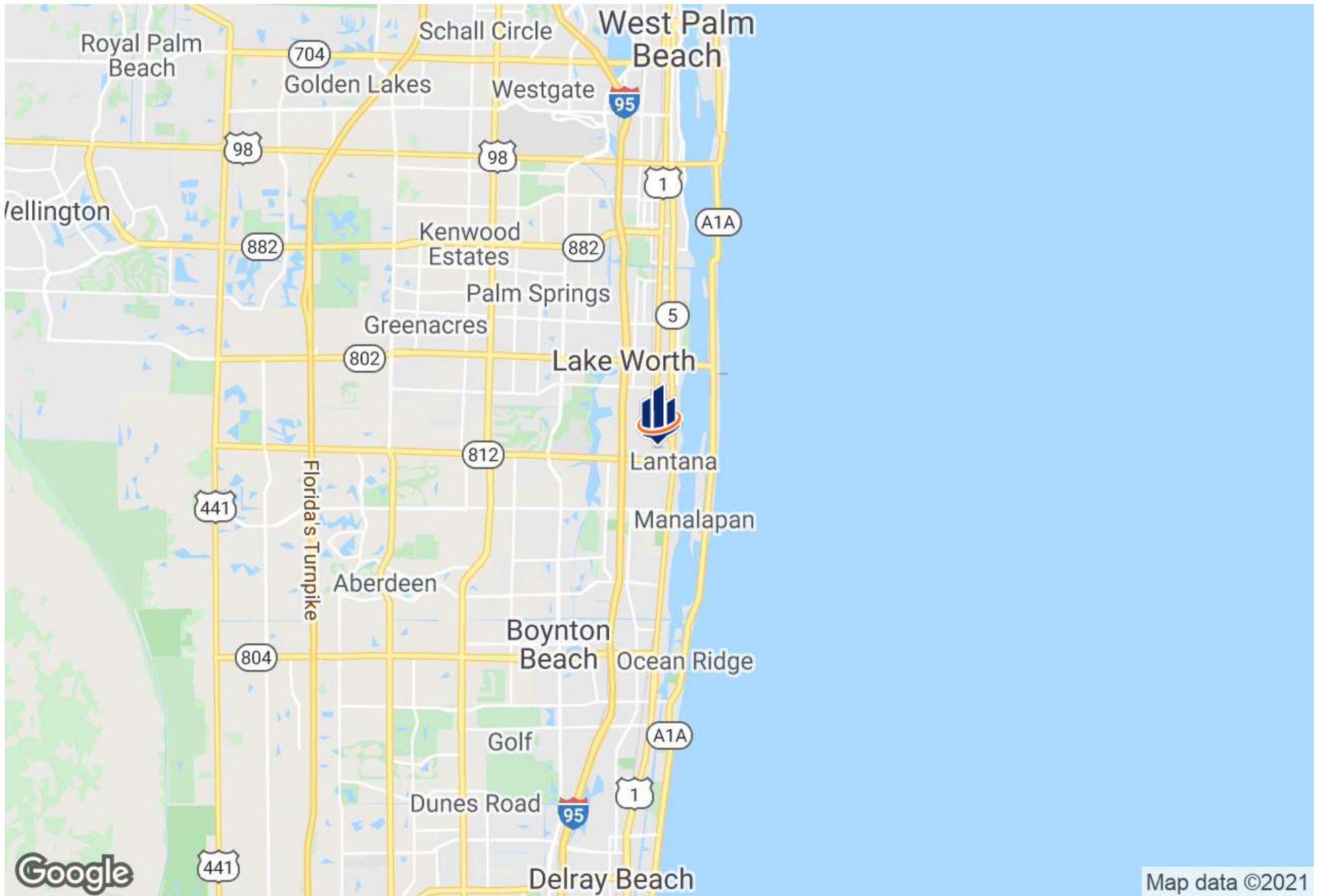
PROPERTY HIGHLIGHTS

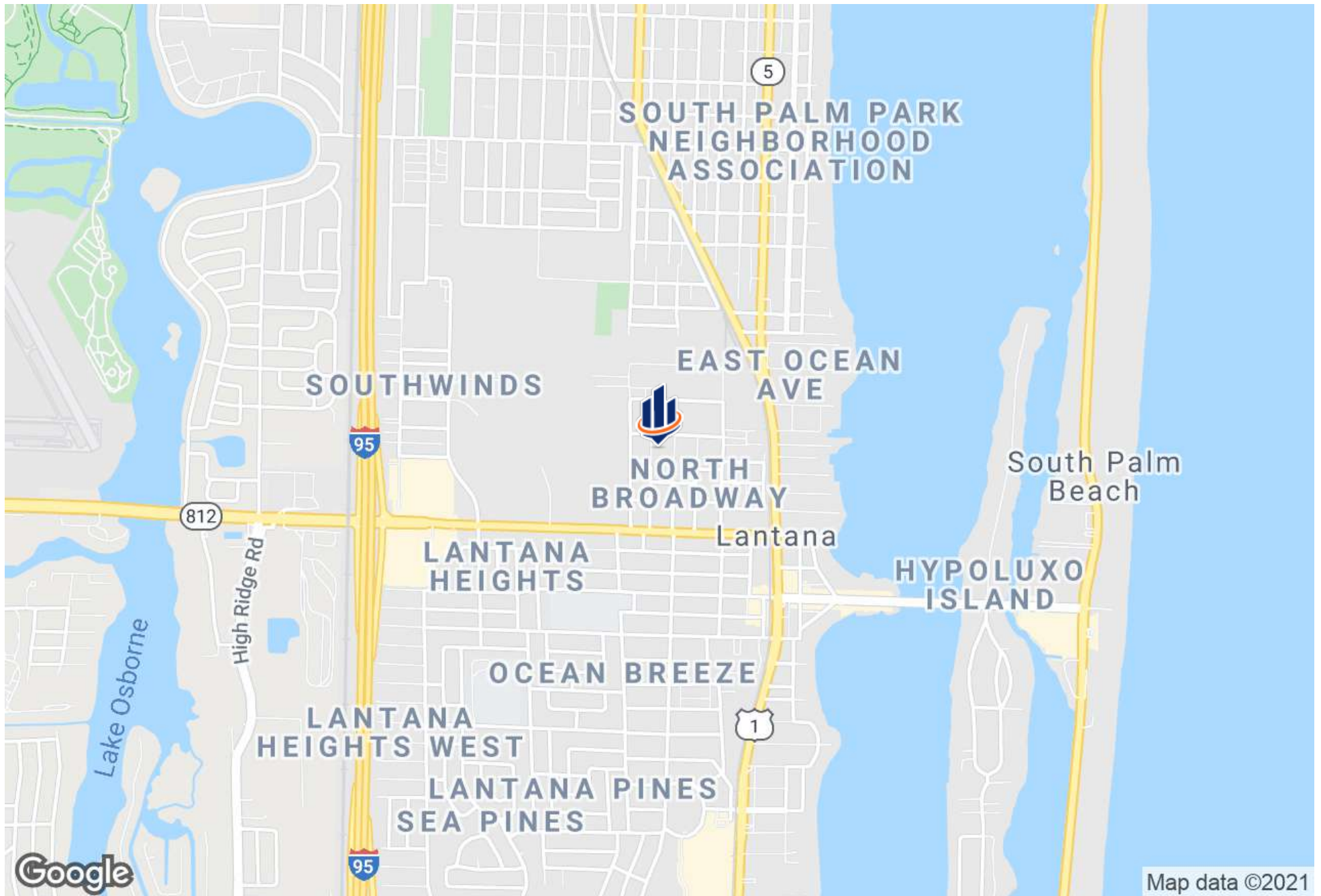
- Value Add Opportunity Through Renovations, Marketing and Rent Roll Improvements
- Walking Distance To Major 72 Acre Mixed Use Development | Water Tower Commons
- Unit Mix | 6 Studios, 5 1/1, 1 Large 1/1, Single Garage
- Individually Metered for Electric | Well Water for Irrigation | City Sewer
- R15 | Residential Multifamily Zoning 15 Units Per Acre
- Walking Distance to Lantana Sports Complex
- Biking Distance to Intracoastal front, Lantana Bicentennial Park
- 1.5 miles to Lantana Municipal Beach
- Less than 1 mile to Publix and Walkable Ocean Ave

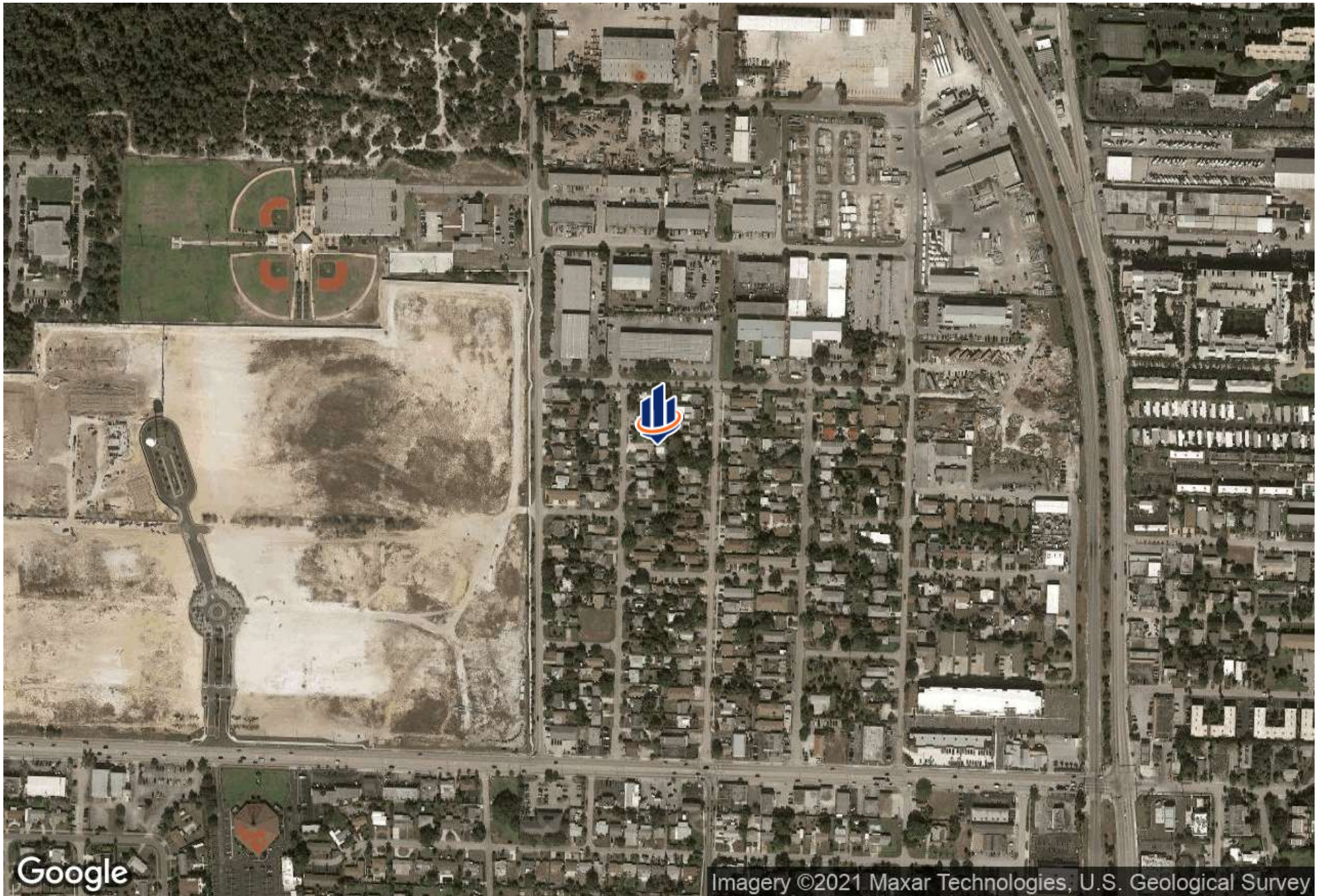
SECTION 2

LOCATION
INFORMATION









SECTION 3

ADDITIONAL
PHOTOS





SECTION 4

FINANCIAL ANALYSIS



INVESTMENT OVERVIEW

	CURRENT FINANCIALS	PRO FORMA
PRICE	\$1,200,000	\$1,200,000
PRICE PER UNIT	\$100,000	\$100,000
GRM	9.8	8.6
CAP RATE	6.0%	6.4%
CASH-ON-CASH RETURN (YR 1)	6.94%	8.37%
TOTAL RETURN (YR 1)	\$40,441 [11.23%]	\$45,570 [12.66%]
DEBT COVERAGE RATIO	1.54	1.65

OPERATING DATA

	CURRENT FINANCIALS	PRO FORMA
GROSS SCHEDULED INCOME	\$122,700	\$139,200
TOTAL SCHEDULED INCOME	\$122,700	\$139,200
VACANCY COST	\$6,135	\$6,960
GROSS INCOME	\$116,565	\$132,240
OPERATING EXPENSES	\$44,886	\$55,433
NET OPERATING INCOME	\$71,678	\$76,806

FINANCING DATA

	CURRENT FINANCIALS	PRO FORMA
DOWN PAYMENT	\$360,000	\$360,000
LOAN AMOUNT	\$840,000	\$840,000
DEBT SERVICE	\$46,682	\$46,682
DEBT SERVICE MONTHLY	\$3,890	\$3,890
PRINCIPAL REDUCTION (YR 1)	\$15,445	\$15,445

INCOME SUMMARY	CURRENT FINANCIALS	PER UNIT	PRO FORMA	PER UNIT
RENTAL INCOME	\$122,700	\$10,225.00	\$139,200	\$11,600.00
VACANCY COST	-\$6,135	-\$511	-\$6,960	-\$580
GROSS INCOME	\$116,565	\$9,713	\$133,065	\$11,088

EXPENSE SUMMARY	CURRENT FINANCIALS	PER UNIT	PRO FORMA	PER UNIT
REAL ESTATE TAXES	\$12,591	\$1,049.32	\$22,661	\$1,888.44
PROPERTY MANAGEMENT [5%]	\$6,135	\$511.25	\$6,612	\$551.00
ELECTRIC	\$600	\$50.00	\$600	\$50.00
GAS	\$1,440	\$120.00	\$1,440	\$120.00
WATER/SEWER	\$4,320	\$360.00	\$4,320	\$360.00
LANDSCAPE MAINTENANCE	\$1,800	\$150.00	\$1,800	\$150.00
PEST CONTROL	\$1,200	\$100.00	\$1,200	\$100.00
REPAIRS & MAINTENANCE	\$4,800	\$400.00	\$4,800	\$400.00
RESERVES FOR REPLACEMENTS	\$2,400	\$200.00	\$2,400	\$200.00
PROPERTY INSURANCE	\$9,600	\$800.00	\$9,600	\$800.00
GROSS EXPENSES	\$44,886	\$3,740.57	\$55,433	\$4,619.44
NET OPERATING INCOME	\$71,678	\$5,973.18	\$76,806	\$6,400.56

Property Taxes Estimated as follows: $\$1,200,000 \times .80$ [assessed value assumption] = $\$960,000 \times 2.04558\%$ [20.4558 millage rate] = $\$19,637.56 + \$3,967.92$ [non ad valorem assessment] = $\$23,605.48 \times .96$ [early pay discount] = $\$22,661.26$

UNIT NUMBER	UNIT BED	UNIT BATH	UNIT SIZE (SF)	CURRENT RENT	CURRENT RENT (PER SF)	MARKET RENT	MARKET RENT/SF
714-1	0	1	350	\$600	\$1.71	\$900	\$2.57
714-2	1	1	550	\$1,000	\$1.82	\$1,000	\$1.82
714-3	1	1	550	\$850	\$1.55	\$1,000	\$1.82
714-4	1	1	550	\$925	\$1.68	\$1,000	\$1.82
714-5	1	1	550	\$1,000	\$1.82	\$1,000	\$1.82
714-6	1	1	550	\$900	\$1.64	\$1,000	\$1.82
714-7	0	1	350	\$800	\$2.29	\$900	\$2.57
722-1	0	1	350	\$800	\$2.29	\$900	\$2.57
722-2	0	1	350	\$900	\$2.57	\$900	\$2.57
722-3	0	1	350	\$800	\$2.29	\$900	\$2.57
722-4	0	1	350	\$700	\$2.00	\$900	\$2.57
722-5	1	1	800	\$950	\$1.19	\$1,200	\$1.50
TOTALS/AVERAGES			5,650	\$10,225	\$1.81	\$11,600	\$2.17

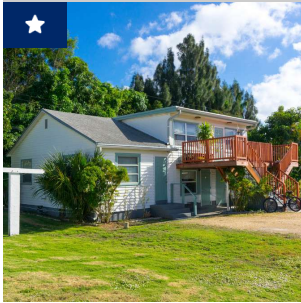
***Units 714-2, 714-5, 714-7, 722-2, are currently vacant but filled in at market with standard vacancy deduction of 5% taken.

UNIT TYPE	COUNT	% TOTAL	SIZE (SF)	MARKET RENT	MARKET RENT/SF
STUDIO	6	50.0	350	\$900	\$2.57
1/1	5	41.7	550	\$1,000	\$1.82
1/1	1	8.3	800	\$1,200	\$1.50
TOTALS/AVERAGES	12	100%	5,650	\$11,600	\$2.05

SECTION 5

SALE
COMPARABLES





SUBJECT PROPERTY

714 North 7th Street | Lantana, FL 33462

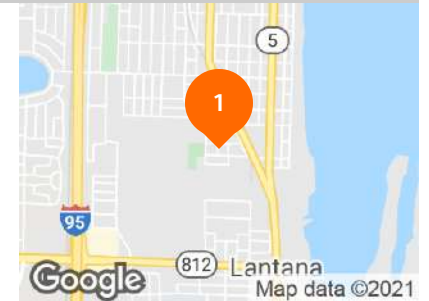
Sale Price:	\$1,200,000	Year Built:	1951	Building SF:	6,077 SF
Price PSF:	\$197.47	No. Units:	12	Price / Unit:	\$100,000
GRM:	9.78	CAP:	5.97%	NOI:	\$71,678



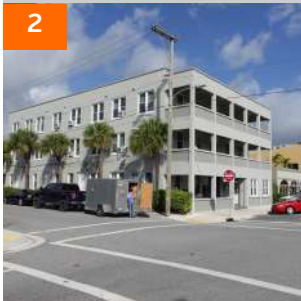
714 LATONA AVENUE

714 Latona Avenue | Lake Worth Beach, FL 33460

Sale Price:	\$945,000	Lot Size:	0.2 Acres	Year Built:	1960
Building SF:	4,242 SF	Price PSF:	\$222.77	No. Units:	9
Price / Unit:	\$105,000				



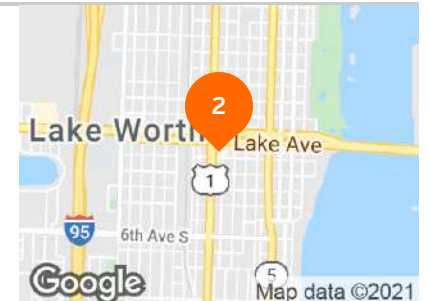
Currently Pending with an ask price per CoStar of \$945K



35 S J STREET

35 S J Street | Lake Worth Beach, FL 33460

Sale Price:	\$2,712,800	Lot Size:	0.2 Acres	Year Built:	1923
Building SF:	12,750 SF	Price PSF:	\$212.77	No. Units:	25
Price / Unit:	\$108,512	Closed:	12/17/2020	Occupancy:	94%



Needs Extensive Renovation Through Out. Wood Frame Construction. Single Electric Meter

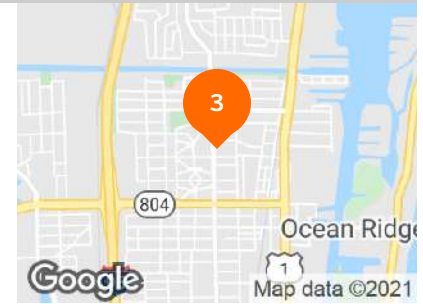


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101 NE 6TH AVENUE

101 NE 6th Avenue | Boynton Beach, FL 33435

Sale Price:	\$2,500,000	Lot Size:	58,806 SF	Year Built:	1974
Building SF:	16,108 SF	Price PSF:	\$155.20	No. Units:	23
Price / Unit:	\$108,695	Closed:	09/01/2020	Occupancy:	97%



Appears to have needed a new roof at time of sale per research. CoStar shows all 2 bedrooms.

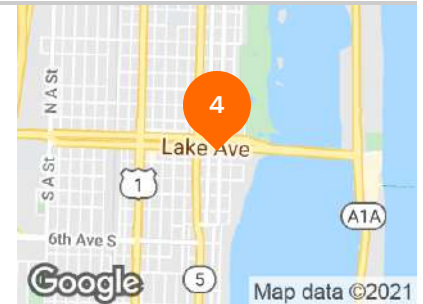


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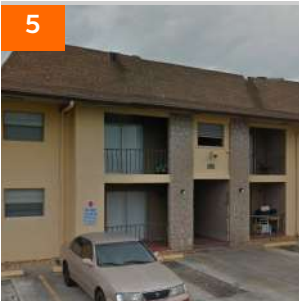
15 S PALMWAY

15 S Palmway | Lake Worth Beach, FL 33460

Sale Price:	\$2,050,000	Lot Size:	0.31 Acres	Year Built:	1952
Building SF:	9,557 SF	Price PSF:	\$214.50	No. Units:	13
Price / Unit:	\$157,692	Closed:	01/21/2021	Occupancy:	97%



Highly Renovated and Well Located. Mid Century



5

809 S K STREET

809 S K Street | Lake Worth Beach, FL 33460

Sale Price:	\$1,447,500	Lot Size:	0.31 Acres	Year Built:	1974
Building SF:	8,671 SF	Price PSF:	\$166.94	No. Units:	12
Price / Unit:	\$120,625	Closed:	01/21/2021	Occupancy:	94%



Looks to need TLC

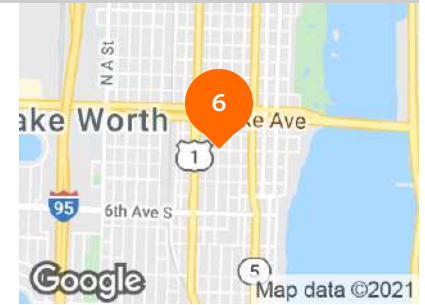
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208 S K ST LAKE WORTH FL 33460

208 S K St | Lake Worth, FL 33460

Sale Price:	\$600,000	Lot Size:	10,018 SF	Year Built:	1928
Building SF:	3,553 SF	Price PSF:	\$168.87	No. Units:	5
Price / Unit:	\$120,000	Closed:	06/01/2020	Occupancy:	100%



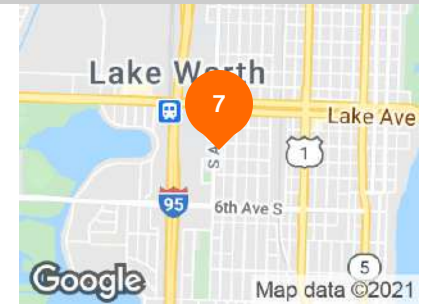
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225 S B STREET

225 S B Street | Lake Worth Beach, FL 33460

Sale Price:	\$1,360,000	Lot Size:	13,500 SF	Year Built:	1967
Building SF:	8,487 SF	Price PSF:	\$160.25	No. Units:	16
Price / Unit:	\$85,000	Closed:	09/15/2020	Occupancy:	95%



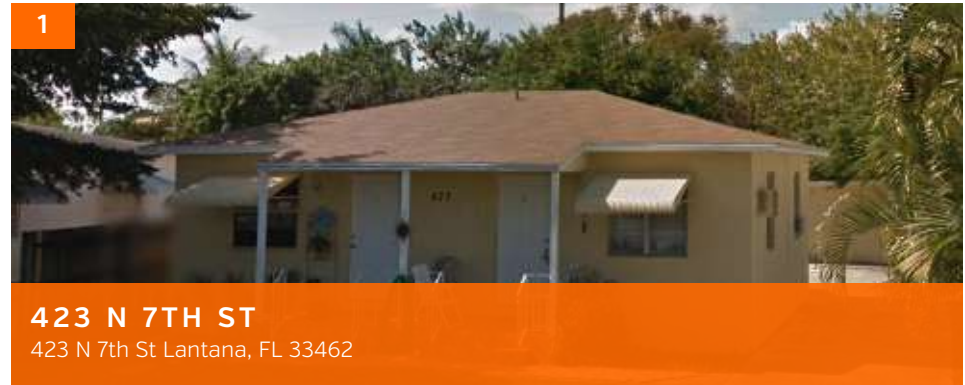
Wall A/C units, needing of renovations.

SUBJECT PROPERTY		PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	# OF UNITS	
The Cottages on 7th 714 North 7th Street Lantana, FL 33462		\$1,200,000	6,077 SF	\$197.47	\$100,000	12	
SALE COMPS		PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	# OF UNITS	CLOSE
1	714 Latona Avenue 714 Latona Avenue Lake Worth Beach, FL 33460	\$945,000	4,242 SF	\$222.77	\$105,000	9	On Market
2	35 S J Street 35 S J Street Lake Worth Beach, FL 33460	\$2,712,800	12,750 SF	\$212.77	\$108,512	25	12/17/2020
3	101 NE 6th Avenue 101 NE 6th Avenue Boynton Beach, FL 33435	\$2,500,000	16,108 SF	\$155.20	\$108,695	23	09/01/2020
4	15 S Palmway 15 S Palmway Lake Worth Beach, FL 33460	\$2,050,000	9,557 SF	\$214.50	\$157,692	13	01/21/2021
5	809 S K Street 809 S K Street Lake Worth Beach, FL 33460	\$1,447,500	8,671 SF	\$166.94	\$120,625	12	01/21/2021
6	208 S K St Lake Worth FL 33460 208 S K St Lake Worth, FL 33460	\$600,000	3,553 SF	\$168.87	\$120,000	5	06/01/2020
7	225 S B Street 225 S B Street Lake Worth Beach, FL 33460	\$1,360,000	8,487 SF	\$160.25	\$85,000	16	09/15/2020
		PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	# OF UNITS	CLOSE
TOTALS/AVERAGES		\$1,659,329	9,053 SF	\$183.29	\$112,802	14.71	

SECTION 6

RENT
COMPARABLES





Year Built: 1951 Lot Size: 19,602 SF No. Units: 12
Avg. Rent: \$812 Avg. Size: 470 SF Avg. Rent/SF: \$1.73

Year Built: 1953 Bldg Size: 1,425 SF Lot Size: 5,404 SF
No. Units: 2 Occupancy: 98% Avg. Size: 400 SF
Avg. Rent/SF: \$2.63 Avg. Rent: \$1,050

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT SF
STUDIO	6	50.0%	350	\$2.29
1/1	5	41.7%	550	\$1.45
1/1	1	8.3%	800	\$1.19
TOTALS / AVERAGES	12	100%	5,650	\$1.73

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT SF
1/1	2	100%	400	\$1,050.00	\$2.63
TOTALS / AVERAGES	2	100%	800	\$2,100.00	\$2.63



701 S G ST

701 S G St Lake Worth Beach, FL 33460



Year Built:	1971	Bldg Size:	10 SF	Lot Size:	23,522 SF
No. Units:	13	Occupancy:	98%	Avg. Size:	793 SF
Avg. Rent/SF:	\$1.47	Avg. Rent:	\$1,165		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT SF
1/1	2	15.4%	650	\$975.00	\$1.50
2/1	11	84.6%	820	\$1,200.00	\$1.46
TOTALS / AVERAGES	13	100%	10,320	\$15,150.00	\$1.47



712-714 S F ST

712-714 S F St Lake Worth Beach, FL 33460



Year Built:	1973	Bldg Size:	6,504 SF	Lot Size:	13,503 SF
No. Units:	8	Occupancy:	95%	Avg. Size:	800 SF
Avg. Rent/SF:	\$1.06	Avg. Rent:	\$850		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT SF
2/1	8	100%	800	\$850.00	\$1.06
TOTALS / AVERAGES	8	100%	6,400	\$6,800.00	\$1.06



513 PINE RIDGE AVE

513 Pine Ridge Ave Lantana, FL 33462



Year Built:	1984	Bldg Size:	4,896 SF	Lot Size:	13,117 SF
No. Units:	4	Occupancy:	95%	Avg. Size:	1,200 SF
Avg. Rent/SF:	\$1.10	Avg. Rent:	\$1,325		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT SF
2/2	4	100%	1,200	\$1,325.00	\$1.10
TOTALS / AVERAGES	4	100%	4,800	\$5,300.00	\$1.10



701 ATLANTA AVE

701 Atlanta Ave Lantana, FL 33462



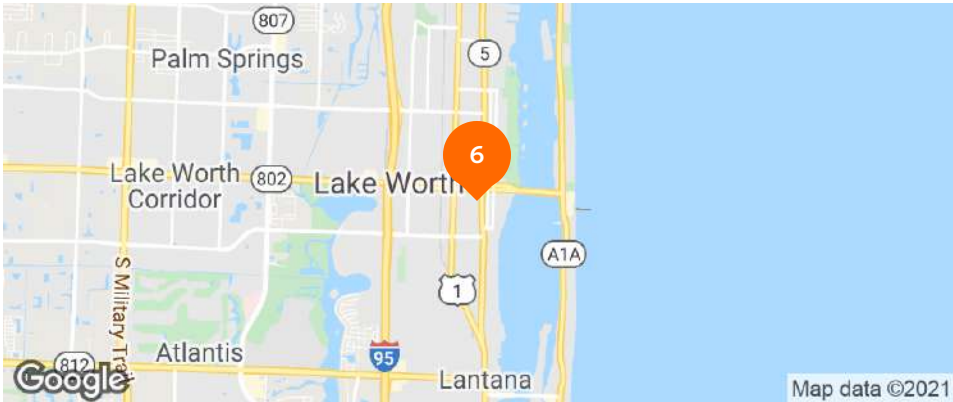
Year Built:	1972	Bldg Size:	4,796 SF	Lot Size:	8,712 SF
No. Units:	6	Occupancy:	97%	Avg. Size:	766 SF
Avg. Rent/SF:	\$1.11	Avg. Rent:	\$850		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT SF
1/1	2	33.3%	600	\$750.00	\$1.25
2/2	4	66.7%	850	\$900.00	\$1.06
TOTALS / AVERAGES	6	100%	4,600	\$5,100.00	\$1.11



6

131 S FEDERAL HIGHWAY LAKE WORTH BEACH, FL 33460
 131 S Federal Highway Lake Worth Beach, FL 33460



Year Built: 1924 **Bldg Size:** 3,112 SF **Lot Size:** 13,521 SF
No. Units: 5 **Occupancy:** 97% **Avg. Size:** 580 SF
Avg. Rent/SF: \$2.52 **Avg. Rent:** \$1,460

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT SF
STUDIO	4	80%	480	\$1,375.00	\$2.86
3/1	1	20%	980	\$1,800.00	\$1.84
TOTALS / AVERAGES	5	100%	2,900	\$7,300.00	\$2.52



7

1525 S N ST
 1525 S N St Lake Worth Beach, FL 33460



Year Built: 1971 **Bldg Size:** 4,851 SF **Lot Size:** 12,196 SF
No. Units: 7 **Occupancy:** 100% **Avg. Size:** 690 SF
Avg. Rent/SF: \$1.05 **Avg. Rent:** \$725

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT SF
1/1	7	100%	690	\$725.00	\$1.05
TOTALS / AVERAGES	7	100%	4,830	\$5,075.00	\$1.05

	SUBJECT PROPERTY	RENT/SF	AVAILABLE SF	BLDG SF	# OF UNITS	OCCUPANCY %
	The Cottages on 7th 714 North 7th Street Lantana, FL 33462	\$1.73	0 SF	6,077 SF	12	95.0%
	RENT COMPS	RENT/SF	AVAILABLE SF	BLDG SF	# OF UNITS	OCCUPANCY %
1	423 N 7th St 423 N 7th St Lantana, FL 33462	\$2.63	800 SF	1,425 SF	2	98%
2	701 S G St 701 S G St Lake Worth Beach, FL 33460	\$1.47	10,320 SF	10 SF	13	98%
3	712-714 S F St 712-714 S F St Lake Worth Beach, FL 33460	\$1.06	6,400 SF	6,504 SF	8	95%
4	513 Pine Ridge Ave 513 Pine Ridge Ave Lantana, FL 33462	\$1.10	4,800 SF	4,896 SF	4	95%
5	701 Atlanta Ave 701 Atlanta Ave Lantana, FL 33462	\$1.11	4,600 SF	4,796 SF	6	97%
6	131 S Federal Highway Lake Worth Beach, FL 33460 131 S Federal Highway Lake Worth Beach, FL 33460	\$2.52	2,900 SF	3,112 SF	5	97%
7	1525 S N St 1525 S N St Lake Worth Beach, FL 33460	\$1.05	4,830 SF	4,851 SF	7	100%
		RENT/SF	AVAILABLE SF	BLDG SF	# OF UNITS	OCCUPANCY %
	TOTALS/AVERAGES	\$1.56	4,950 SF	3,656 SF	6.43	97.14%

SECTION 7

ADVISOR BIOS





JOHN ANDREWS

Senior Advisor

john.andrews@svn.com

Direct: 561.613.1403 | **Cell:** 561.613.1403

PROFESSIONAL BACKGROUND

As a true Boca Raton native, John spent much of his younger years in or on the water. Most summers were spent in Islamorada, where he and his two brothers learned to fish and dive for lobster as young as 6 years old. His love for the water continues to this day, mostly expressed through spearfishing on the local reefs, or freediving out in 1,000 feet of crystal clear Gulf Stream water chasing mahi mahi. In this fast paced world John finds his peace and clarity 80' under the ocean's surface on one breath of air.

Seasoned in marketing and business development, John has a strong belief in the concept of Kaizen in both professional and personal environments. This belief serves John well as a Senior Advisor at SVN; where he specializes in identifying value-add opportunities for clients in commercial real estate. Truly listening to clients needs and goals, his objective is to provide his clients with the very best commercial real estate advice possible.

Being deeply involved in the market and so aligned with the values built in to the Core Covenants of SVN, John constantly strives to bring immense value to his clients, community and colleagues through collaboration, hard work, and strategic asset management.

If John's not talking CRE, he's probably spending time with his family, trying to get some friends together for a fishing trip, planning for the next 70 mile per hour boat he wants to buy, or something having to do with Ohio State Buckeyes football. Half of the Andrew's family is from Columbus, and John was born and raised to bleed scarlet and gray. Go Bucks!

John's wife and young son are the true source of his drive and inspiration. Though it seems like a pretty common source of inspiration to most, it's all that John needs. John's family fuels his desire to live a wonderful and fulfilled life. He loves spending time together with them and their dogs at home, the beach, or on the boat.

EDUCATION

Florida Atlantic University
Bachelor's of Business Administration - Management, Marketing

MEMBERSHIPS

Multifamily Product Council | DBQHS Board Director - Affordable Housing



STEVEN PAULSEN

Senior Advisor

steven.paulsen@svn.com

Direct: 561.282.9299 | **Cell:** 561.929.4098

PROFESSIONAL BACKGROUND

Steven Paulsen is a Team Leader and Senior Advisor of Investment Sales for SVN Commercial Partners. Seventeen years of real estate sales and management, Mr. Paulsen is well-positioned to provide exemplary advisory services to his clients' in the South Florida market. Steven Paulsen at his core believes in the power of absolute collaboration with all brokers and buyers. The SVN International Platform perfectly aligns with how he and his team approach Investment Sales commercial real estate. With maximum exposure comes maximum demand. This allows for Mr. Paulsen and Team to drive both price and term in an already competitive marketplace.

Steven Paulsen is a Florida native with a deep passion for his craft. A career that began in 2003 as a Real Estate agent with a local broker in Coconut Creek, he progressed to become a licensed Broker a year later. Mr. Paulsen is proud to have opened his own real estate office where he served as broker and leader of an award-winning team of seventeen other productive agents.

Steven has found great joy in community activism including past relationships with Big Brothers and Big Sisters of Broward County. Always the activist, he has served as president of multiple condominium association boards and land associations. Serving in positions of leadership is a passion that has served himself and those around him well and Mr. Paulsen continues to seek board positions in the real estate space.

Steven Paulsen spends his spare time as a loving father engaging in local school functions and learning events. During his personal time with family and friends, he finds great joy in experiencing the lifestyle South Florida provides, namely boating activities. A lover of the water through fishing and leisure activities. There is a good chance that if you cannot reach him by phone on a Sunday, he is at the sandbar or tied to a buoy off South Florida's picturesque coast.

Always an innate leader capable of great things, it is the goal of Steven Paulsen to bring an exceptional value proposition to his clients while leveraging the national platform of SVN to always put client interests above his own. Best practices and fostering a systematic approach to the acquisition and disposition of commercial real estate assets are key strengths to his overall approach to maximizing client outcomes.

SVN core covenants align perfectly with him, "Above all else put your clients' interests above your own". Steven Paulsen's favorite quote is, "Do not put off tomorrow what can be done today".

MEMBERSHIPS

Multifamily Product Council

DBQHS Board Director - Affordable Housing



AUSTIN LITTLEPAGE

Advisor

austin.littlepage@svn.com

Direct: 561.282.9297 | **Cell:** 410.971.3207

FL #3427888

PROFESSIONAL BACKGROUND

Austin Littlepage is an Investment Sales Advisor for SVN Commercial Partners and SVN International respectively. Mr. Littlepage is well connected with Private Equity real estate owners up and down the east coast. Highly collaborative, Austin excels at connecting dots that others may not see. The SVN Platform and Core Covenants align perfectly with his own particularly, "always looking out for the clients' best interest". Working within the company culture of absolute collaboration has served his clients' well and opened opportunities that otherwise might not be available.

As well, Austin has an innate passion for watching the local community grow through smart and responsible development. Seeing a community regentify has been a guiding force behind the thirst for his own professional development. Taking a long view approach to his budding career brings a certain excitement that he cherishes as he builds on his early success.

Always the entrepreneur, Austin Littlepage has invested greatly in sharpening his skills to bring exceptional value to his clients' portfolio goals. Ongoing communication with product specialists across the SVN platform has been the experience needed to continue his professional growth. Leveraging the available resources is paramount to his business. Real Estate ownership is a family legacy that Austin plans to continue.

Mr. Littlepage grew up in a coastal community outside of Baltimore, Maryland. His appreciation for Florida and the beautiful natural resources found here will provide him further love for his new hometown. Hobbies include all the water activities, South Florida food scene, as well as being a passionate Baltimore Ravens fan.

Austin's favorite quote is, "Build your own dreams, or someone else will hire you to build theirs." – Farrah Gray

EDUCATION

Lynn University- Bachelors degree in Communications and Social Media Marketing

MEMBERSHIPS

Miami Beach Chamber of Commerce

PRESENTED BY:

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