



MULTI-FAMILY ACQUISITION BUY BOX



ACTIVELY ACQUIRING MULTI-FAMILY PROPERTIES NATIONWIDE

We seek well-located assets where hands-on experience in acquisitions, financing, construction, management and operations can create long-term value.

TARGET PROPERTIES

- 50+ units
- Class C or B properties
- Properties with below-market rents
- Properties with deferred maintenance but solid underlying construction
- Mom-and-pop or long-term ownership situations
- Properties with management or operational inefficiencies
- Distressed or underperforming properties with a clear path to stabilization
- Properties with excess land or expansion potential
- Markets with employment and population support

ACQUISITION FLEXIBILITY

- Stabilized or underperforming properties
- Family-owned or owner-operated properties; retiring owners
- Properties needing capital or operational improvements
- Creative structures, seller financing / owner carry
- Assumable or favorable existing financing
- Cash purchases
- Conventional Financing
- Capital partnerships

VALUE-ADD OPPORTUNITIES

- Below-market rents
- Renovation of outdated units
- Interior upgrades
- Exterior improvements and curb appeal
- Improved property management
- Reducing excessive operating expenses
- Improving occupancy
- Improving security, lighting, landscaping, and common areas
- Implementing professional marketing and leasing

GENERALLY NOT A FIT

- Severe environmental contamination
- Properties with significant unresolved title or legal problems
- High-crime locations
- Markets with sustained population or employment decline
- Deals requiring substantial negative cash flow for an extended period
- Properties with major foundation, fire, mold, or structural issues unless heavily discounted

GEOGRAPHIC FOCUS:

Nationwide - with emphasis on growing employment and population markets.

WHY PINNACLE

40+ years in real estate, finance, construction, management and operations, including ownership of multifamily, manufactured housing, RV parks and campgrounds, resorts and other operating real estate.

HAVE AN OPPORTUNITY?

We want to hear about it.

PINNACLE FINANCIAL SERVICES

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