

The Chatt Inn - Chattanooga - TN



For more information

RAIYAN RAB

(404)-398-2090

raiyan@numarix.com

Price: \$9,000,000

Property Highlights

- Rooms: 155
- Exterior Corridor
- Lot Size: 3.23 acres
- 2 Stories
- Close to All Demand Generators
- Bank Financing Available

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RAIYAN RAB

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Property Features:

- Newly Renovated
- 4 + Acres
- Refrigerator
- Microwave
- Laundromat
- Direct Access to Bus Line
- Free WiFi + HBU
- 5,000 sqft Conference Center
- 2,100 sqft Home Slice Pizza Leased

Location Highlights:

1. Interstate Access – Located directly off Interstate I-24, providing excellent regional connectivity and direct access to Downtown Chattanooga and surrounding areas.
2. Proximity to Downtown – Approximately 3 miles from Downtown Chattanooga, home to major business, cultural, and entertainment destinations.
3. Nearby Attractions – Within 1.5 miles of Chattanooga Zoo, 1.2 miles from Warner Park, and 1 mile from Engel Stadium, with the Tennessee Aquarium and Riverfront just 3 miles away.
4. Education & Institutions – About 2.5 miles from the University of Tennessee at Chattanooga, a major educational and economic anchor in the city.
5. Recreational Landmarks – Roughly 4 miles to Lookout Mountain and Ruby Falls, two of the region's most visited natural attractions.
6. Healthcare Access – Erlanger Medical Center, one of the largest regional hospitals, is only 3 miles from the property.
7. Airport Access – Chattanooga Metropolitan Airport is located approximately 7 miles east, offering convenient commercial air travel.

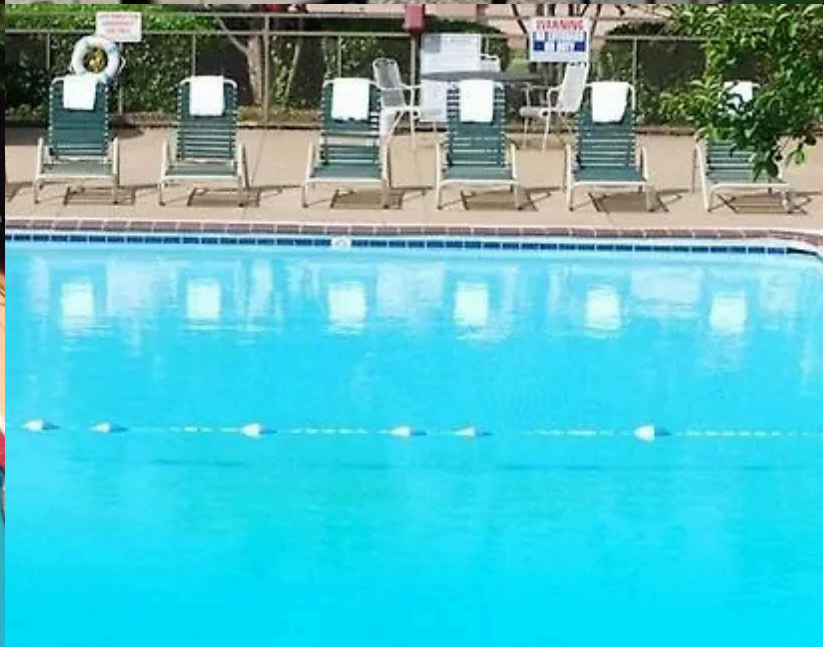
The Chatt Inn in Chattanooga, Tennessee is ideally positioned right off Interstate I-24, offering direct access to major regional corridors and excellent connectivity throughout the city. The property is located approximately 3 miles from Downtown Chattanooga, placing it within close reach of the city's commercial, cultural, and entertainment hubs. Nearby attractions include the Chattanooga Zoo at 1.5 miles, Warner Park at 1.2 miles, and Engel Stadium at just 1 mile from the property. Iconic destinations such as the Tennessee Aquarium and Chattanooga Riverfront are within 3 miles, while the University of Tennessee at Chattanooga is situated about 2.5 miles away. The property is also approximately 4 miles from Lookout Mountain and Ruby Falls, two of the region's most visited natural landmarks. Retail and dining clusters along Brainerd Road are less than 1 mile away, providing strong local amenities. For healthcare, Erlanger Medical Center is 3 miles from the site, serving as one of the largest hospitals in the region. The nearest airport is Chattanooga Metropolitan Airport, located approximately 7 miles east, offering commercial flight access to major destinations. With its strategic interstate frontage, proximity to downtown, and strong surrounding institutional and recreational demand drivers, the property presents a compelling investment opportunity in the growing Chattanooga market.

Chattanooga, Tennessee is a city in the midst of a significant economic and urban renaissance, with a range of developments poised to drive sales for local businesses. The city's focus on a "river-first" strategy, along with attracting new industries and fostering a vibrant downtown, is creating new opportunities for growth. Here are some of the key developments that could drive sales in Chattanooga:

- "The Bend" Urban Development: This is a massive, 120-acre mixed-use development transforming a former industrial site along the Tennessee River. It's designed to be a walkable, vehicle-optional community with a mix of workspaces, residential areas, retail, and entertainment venues. Projects like this create a brand-new destination that will draw in residents, corporate tenants, and visitors, driving sales across all sectors.
- New Commercial and Hotel Construction: There is a consistent pipeline of new hotels and commercial spaces opening, particularly in the downtown and Hamilton Place areas. This includes new hotel brands like Home2 Suites and Drury Hotels, as well as a variety of new restaurants and retail stores.
- Downtown Revitalization: The city is making investments in its downtown core to improve the overall environment for both residents and tourists. A new Business Resource Center is being built to support entrepreneurs and small businesses, while initiatives like the Riverfront redevelopment are creating more appealing public spaces that encourage people to stay and spend money.









Multi-Family Market Report

Chattanooga - TN USA

PREPARED BY



Raiyan Rab

Founder & Managing Broker



MULTI-FAMILY MARKET REPORT

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Overview

Chattanooga Multi-Family

12 Mo Delivered Units

1,288

12 Mo Absorption Units

1,381

Vacancy Rate

10.1%

12 Mo Asking Rent Growth

-1.8%

Multifamily construction is slowing considerably nationally, and that slowdown is particularly pronounced in Chattanooga. Only 620 units are under construction, a huge drop from the peak of 2,800, which was at the end of 2023. The slowing construction will allow the market to try to fill some of the vacant units and return to normal rent growth, underscoring a significant recalibration of Chattanooga's apartment market.

The Chattanooga multifamily market needs some balance after seven straight quarters of new supply being higher than net absorption. Over the past several years, rampant multifamily construction has produced an oversupply within the region. However, after a record-breaking surge in multifamily completions over the past few quarters, the market is bracing for a sharp pullback this year, with new unit completions expected to decline by over 90%.

Net absorption was higher than new supply delivered during 25Q2, for the first time since 23Q4. Demand has consistently been robust, but it hasn't been able to keep pace with the strong construction growth throughout much of 2023, 2024, and the start of 2025. During 25Q2, the net absorption totaled 450 units, while only 115 were delivered. This reduced a record high vacancy rate of

12.1% during 25Q1 to the current rate of 10.1%.

Annual apartment absorption totaled 1,400 units over the past year, higher than the historical average. However, the number of newly constructed units in the market has steadily increased over the past few years.

A byproduct of the rising vacancy rate has been a decline in asking rent. Over the past four quarters, asking rents have declined by about -1.8% -2.2% to the current market asking rent of \$1,370. While owners and investors hope the new construction slowdown returns rent growth to the market, renters are happy to see rents cool after spiking to 10% annual growth in the first couple of years emerging from the pandemic.

Within the capital markets, transactional activity has declined since the strong activity that took place during the post-pandemic years of 2021 and 2022, as the rise in interest rates caused a pullback in multifamily sales. Annual sales volume is \$104 million, well below the historical average. Investors believe the slowing construction activity should boost sales activity as the market struggles with poor fundamentals, including elevated vacancy and stagnant rent growth.

KEY INDICATORS

Current Quarter	Units	Vacancy Rate	Asking Rent	Effective Rent	Absorption Units	Delivered Units	Under Constr Units
4 & 5 Star	12,448	12.9%	\$1,577	\$1,542	353	0	176
3 Star	12,800	8.2%	\$1,287	\$1,274	5	0	439
1 & 2 Star	5,323	7.9%	\$1,023	\$1,016	(22)	0	0
Market	30,571	10.1%	\$1,375	\$1,353	336	0	615

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	-0.8% (YOY)	8.4%	8.6%	12.4%	2025 Q1	4.8%	2021 Q3
Absorption Units	1,381	523	651	1,667	2015 Q4	(394)	2008 Q1
Delivered Units	1,288	610	462	2,234	2024 Q4	8	2002 Q2
Demolished Units	0	1	5	16	2013 Q1	0	2025 Q2
Asking Rent Growth	-1.8%	1.9%	2.3%	10.3%	2022 Q1	-3.3%	2009 Q4
Effective Rent Growth	-2.0%	1.9%	2.4%	11.2%	2022 Q1	-3.1%	2009 Q4
Sales Volume	\$104M	\$152.3M	N/A	\$742M	2021 Q4	\$0	2006 Q2

Chattanooga's spiking vacancy level has started to decrease, thanks to a strong 25Q2, which was the first quarter in over a year to result in a greater net absorption than new apartment supply delivered to the market. During the start of 2025, the vacancy rate spiked to 12.1%, but has since dropped to the current rate of 10.1% thanks to increasing demand and reduced construction activity.

Increased employment across downtown Chattanooga has bolstered demand for housing in recent years. When extending outside of Downtown, development is primarily concentrated along the I-75 corridor, and significant employment expansions by firms such as Amazon and Volkswagen in recent years have attracted developers to the area.

Similarly to the nation, Chattanooga has observed a difference in demand trends among varying price points. For example, within the 4- & 5-Star segment, demand has remained robust over the past year, with net absorption reaching 1,300 units. Among properties built since 2020, absorption was about 1,450 units in this

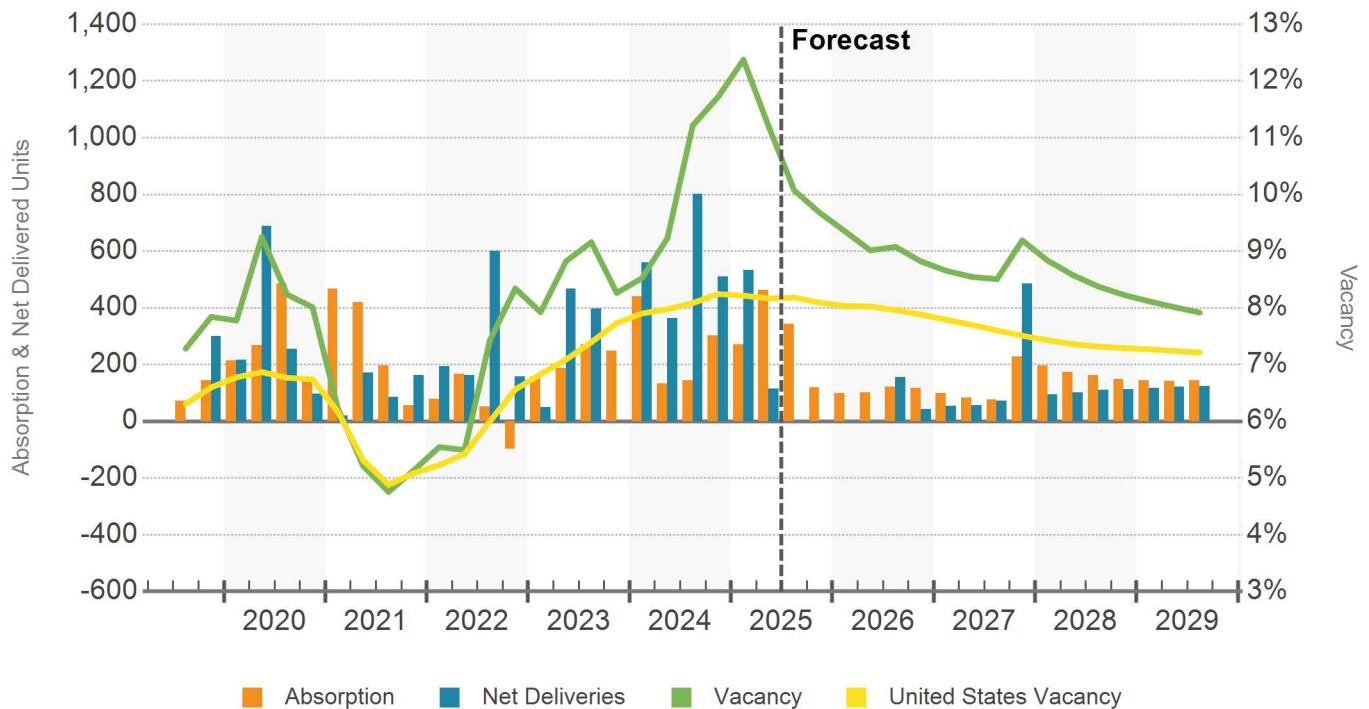
category as renters target newly built properties.

The 3-star properties also show stable demand, as net absorption totaled 200 units over the past year. However, rent growth has declined due to the heightened competition of all the new units. 1—and 2-star properties have struggled to attract tenants over the past three years as the heightened competition among all the newly constructed apartments has kept lease costs down.

Further proof that the market is trying to catch up with the rapid construction of new units is the stabilized vacancy rate, which only includes complexes that are at least 18 months old or have reached 90% occupancy. The stabilized vacancy rate is a much lower 7.5%, well below the overall vacancy which considers all units as soon as they deliver to the market.

Thanks to a construction slowdown and robust demand, the vacancy level is forecast to continue to fall throughout 2025 and 2026. Later in 2027, 400 units will be delivered which broke ground during 25Q2, however, the effect on the market fundamentals should be minor.

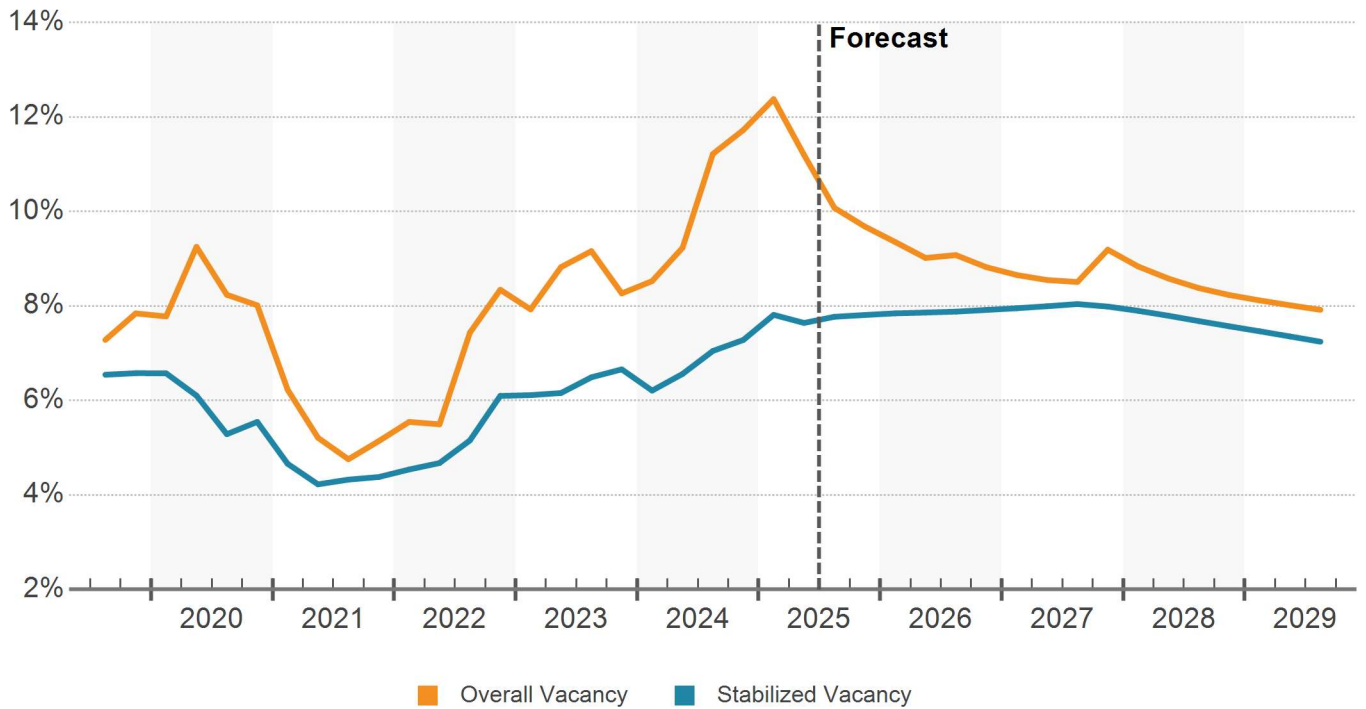
ABSORPTION, NET DELIVERIES & VACANCY



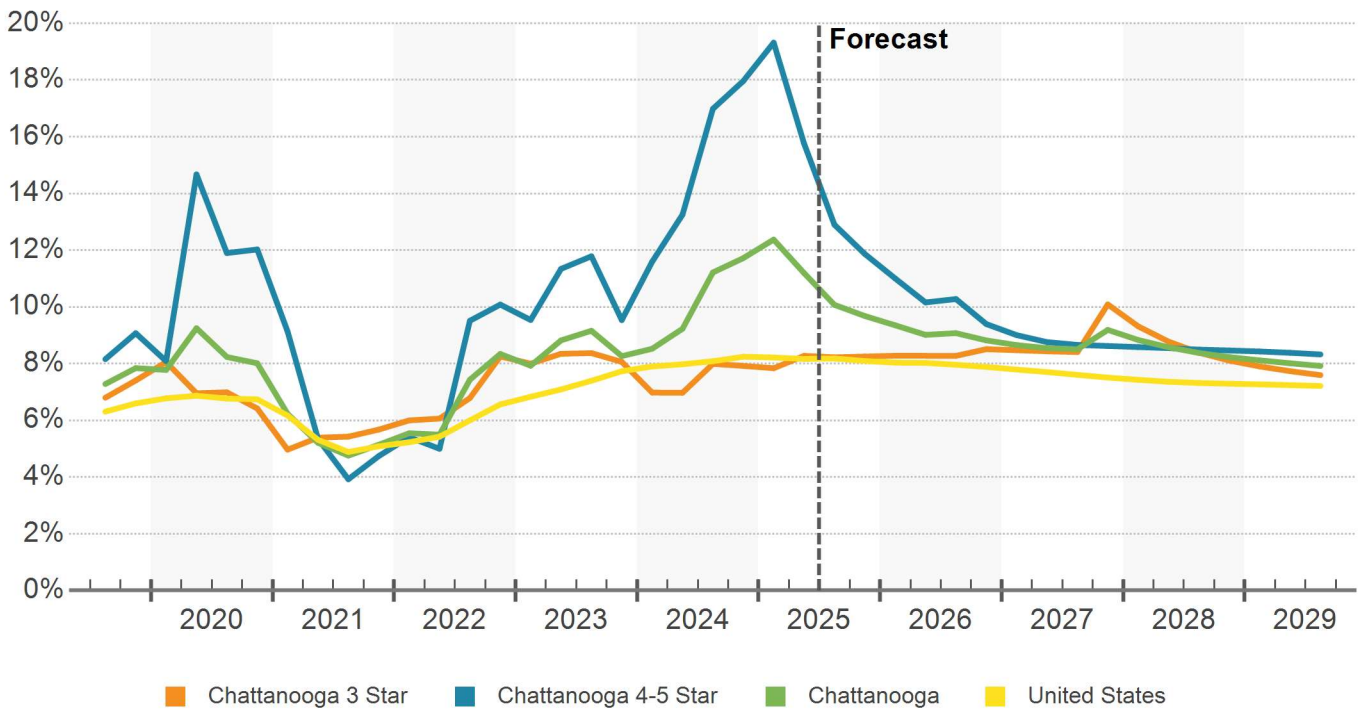
Vacancy

Chattanooga Multi-Family

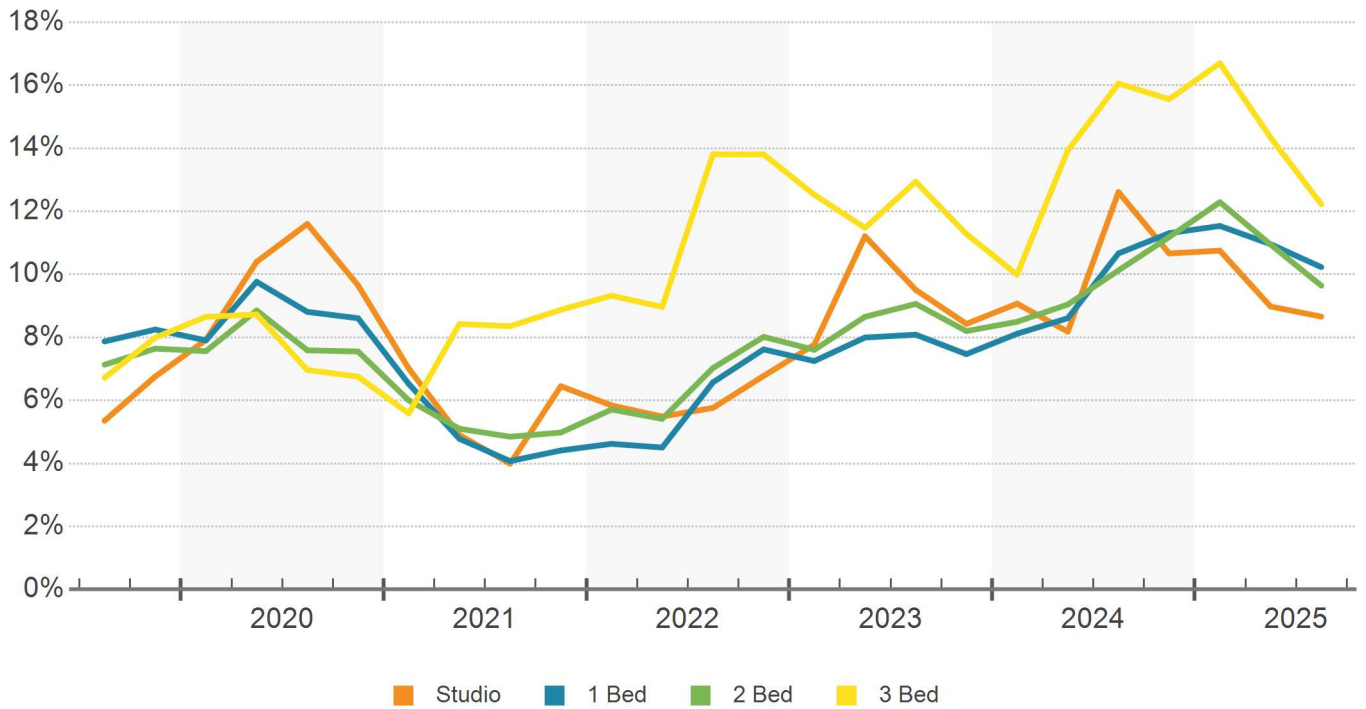
OVERALL & STABILIZED VACANCY



VACANCY RATE



VACANCY BY BEDROOM



Rent

Chattanooga Multi-Family

Rent growth has slowed tremendously in Chattanooga, following the all-time highs recorded throughout 2021. However, that hasn't been unique to Chattanooga, as many high-growth markets, particularly across the Southeast, have been experiencing similarly slowing rent growth.

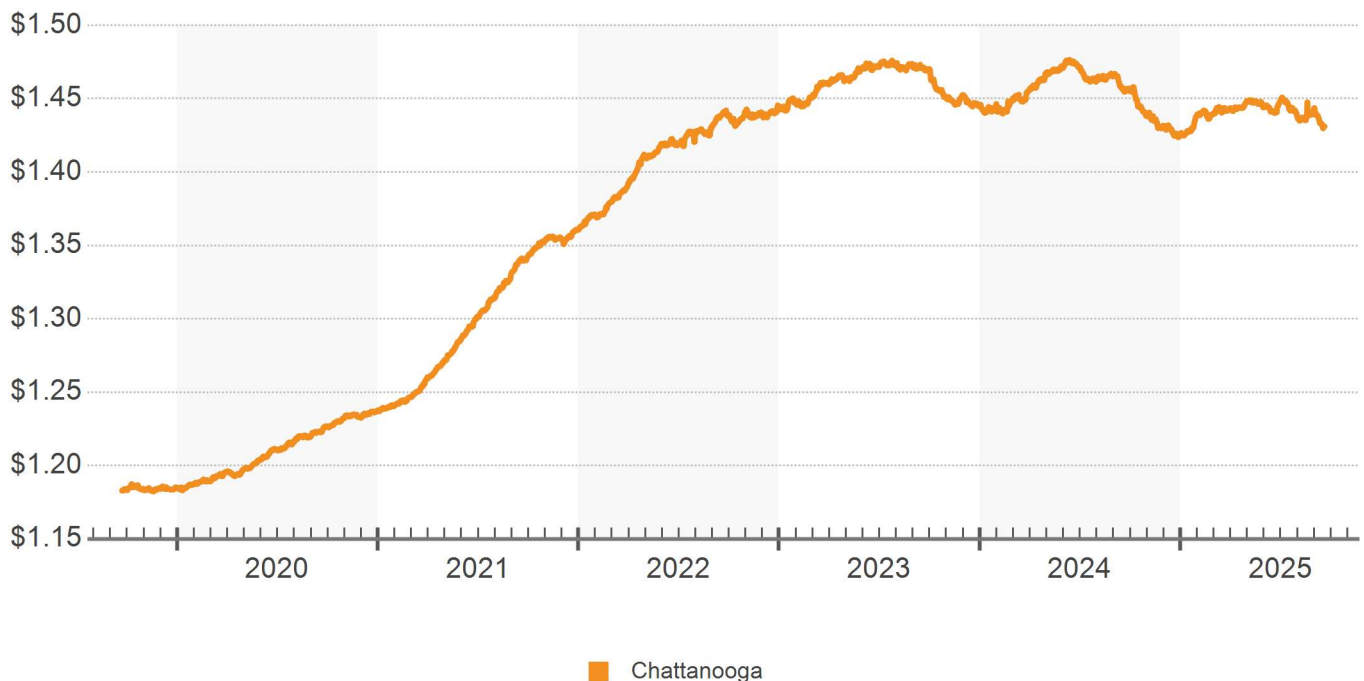
Due to a saturated supply, which has increased the market's overall vacancy, the metro's four-quarter trailing rate of asking rent has been -1.8%. Chattanooga's current rent growth trails the rest of the country, which posted gains of 0.7% in the same period. However, rent growth should slowly return to the market as demand remains robust and construction activity slows.

The slowdown in rent growth has been felt across all

market segments, as vacancies have been increasing across the board. In general, though, the more affordable the cohort of properties, the more resilient rents have been. While that would seem to fly in the face of recent demand trends, the vacancy rate is significantly tighter within the 1- & 2-Star cohorts than within the 3 Star or 4- & 5-Star cohorts. This is likely due to heightened competition among all the newly constructed apartments, which has kept lease costs down.

Chattanooga's largest submarket (by inventory), East Brainerd, has seen the largest decline in rents over the past year with a drop of -4.2%. Located just east of the downtown area, East Brainerd is recovering from robust construction activity that has delivered about 1,000 units, or 14% of its inventory, since the start of 2024.

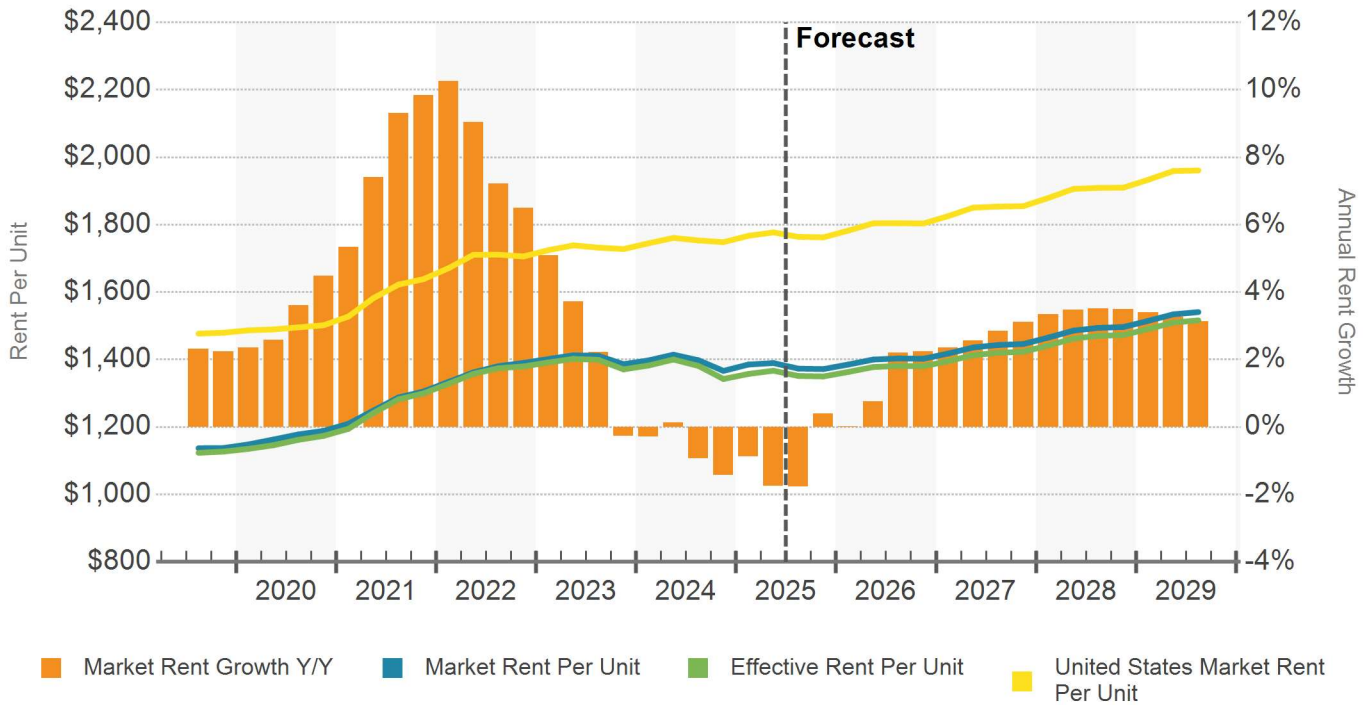
DAILY ASKING RENT PER SF



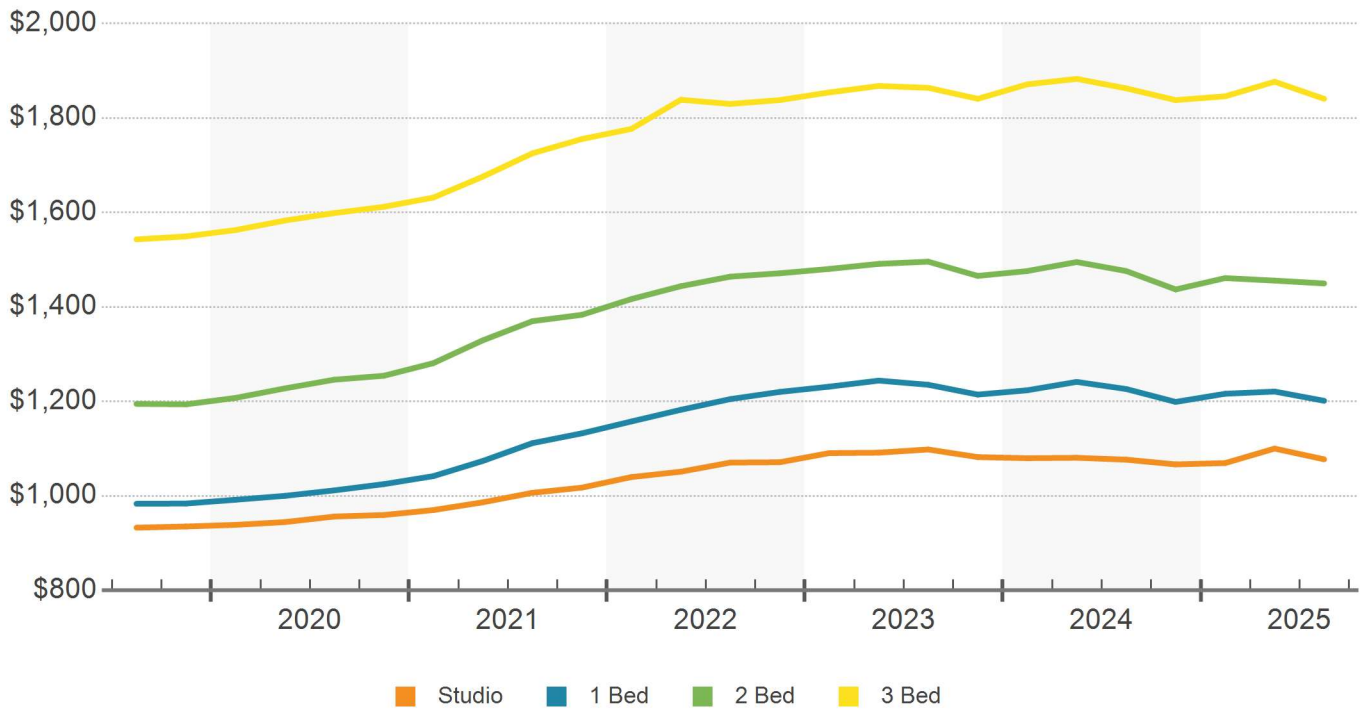
Rent

Chattanooga Multi-Family

MARKET RENT PER UNIT & RENT GROWTH



MARKET RENT PER UNIT BY BEDROOM



Rent

Chattanooga Multi-Family

4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Chattanooga	\$0.39	\$0.72	\$0.93	\$0.47	\$0.74	\$0.81	\$0.27	\$0.93	\$0.10	\$0.21	\$0.84	\$6.41
Downtown Chattanooga	\$0.39	\$0.72	\$0.94	\$0.47	\$0.74	\$0.82	\$0.27	\$0.97	\$0.10	\$0.22	\$0.87	\$6.51
East Brainerd	\$0.38	\$0.71	\$0.91	\$0.47	\$0.73	\$0.79	\$0.27	\$0.89	\$0.09	\$0.19	\$0.82	\$6.25
Hixson	\$0.39	\$0.72	\$0.94	\$0.47	\$0.74	\$0.82	\$0.27	\$0.97	\$0.10	\$0.22	\$0.87	\$6.51
North Shore	\$0.39	\$0.72	\$0.94	\$0.47	\$0.74	\$0.82	\$0.27	\$0.97	\$0.10	\$0.22	\$0.87	\$6.51
Outlying Hamilton County	\$0.39	\$0.72	\$0.94	\$0.47	\$0.74	\$0.82	\$0.27	\$0.97	\$0.10	\$0.22	\$0.87	\$6.51
Red Bank	\$0.38	\$0.69	\$0.89	\$0.46	\$0.73	\$0.76	\$0.26	\$0.81	\$0.09	\$0.16	\$0.76	\$5.99
Riverside	\$0.39	\$0.72	\$0.94	\$0.47	\$0.74	\$0.82	\$0.27	\$0.97	\$0.10	\$0.22	\$0.87	\$6.51

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Chattanooga	\$0.37	\$0.64	\$0.83	\$0.44	\$0.70	\$0.69	\$0.25	\$0.65	\$0.08	\$0.10	\$0.67	\$5.42
Downtown Chattanooga	\$0.37	\$0.67	\$0.85	\$0.45	\$0.72	\$0.70	\$0.26	\$0.65	\$0.08	\$0.10	\$0.67	\$5.52
East Brainerd	\$0.38	\$0.68	\$0.87	\$0.46	\$0.73	\$0.73	\$0.26	\$0.73	\$0.08	\$0.13	\$0.72	\$5.77
East Ridge	\$0.37	\$0.66	\$0.85	\$0.45	\$0.72	\$0.69	\$0.26	\$0.64	\$0.08	\$0.10	\$0.66	\$5.48
Fort Oglethorpe	\$0.41	\$0.46	\$0.60	\$0.33	\$0.54	\$0.59	\$0.25	\$0.68	\$0.08	\$0.10	\$0.77	\$4.81
Hixson	\$0.37	\$0.65	\$0.85	\$0.45	\$0.70	\$0.69	\$0.25	\$0.63	\$0.08	\$0.09	\$0.65	\$5.41
Lookout Mountain	\$0.37	\$0.66	\$0.85	\$0.45	\$0.72	\$0.69	\$0.26	\$0.64	\$0.08	\$0.10	\$0.66	\$5.48
Marion County	\$0.37	\$0.66	\$0.85	\$0.45	\$0.72	\$0.69	\$0.26	\$0.64	\$0.08	\$0.10	\$0.66	\$5.48
North Shore	\$0.37	\$0.66	\$0.85	\$0.45	\$0.72	\$0.69	\$0.26	\$0.64	\$0.08	\$0.10	\$0.66	\$5.48
Outlying Catoosa County	\$0.41	\$0.46	\$0.60	\$0.33	\$0.54	\$0.59	\$0.25	\$0.68	\$0.08	\$0.10	\$0.77	\$4.81
Outlying Hamilton County	\$0.37	\$0.66	\$0.85	\$0.45	\$0.72	\$0.69	\$0.26	\$0.64	\$0.08	\$0.10	\$0.66	\$5.48
Red Bank	\$0.37	\$0.64	\$0.85	\$0.44	\$0.69	\$0.70	\$0.25	\$0.66	\$0.08	\$0.10	\$0.67	\$5.45
Riverside	\$0.37	\$0.65	\$0.85	\$0.45	\$0.70	\$0.69	\$0.25	\$0.63	\$0.08	\$0.09	\$0.65	\$5.41
Rossville	\$0.24	\$0.44	\$0.51	\$0.32	\$0.52	\$0.56	\$0.24	\$0.48	\$0.08	\$0.06	\$0.62	\$4.07

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

Rent

Chattanooga Multi-Family

1 & 2 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Operating Expenses								Capital Expenditures			Total
	Mgmt.	Admin.	Payroll	Water	Utilities	Maint.	Insurance	Taxes	Appliance	Structural	Other	
Chattanooga	\$0.34	\$0.57	\$0.81	\$0.42	\$0.63	\$0.67	\$0.24	\$0.60	\$0.07	\$0.07	\$0.63	\$5.05
Downtown Chattanooga	\$0.35	\$0.58	\$0.84	\$0.43	\$0.63	\$0.68	\$0.24	\$0.61	\$0.07	\$0.07	\$0.63	\$5.13
East Brainerd	\$0.36	\$0.61	\$0.85	\$0.44	\$0.66	\$0.68	\$0.25	\$0.62	\$0.07	\$0.08	\$0.64	\$5.26
East Ridge	\$0.35	\$0.58	\$0.84	\$0.43	\$0.63	\$0.68	\$0.24	\$0.61	\$0.07	\$0.07	\$0.63	\$5.13
Fort Oglethorpe	\$0.24	\$0.44	\$0.51	\$0.32	\$0.52	\$0.56	\$0.24	\$0.48	\$0.08	\$0.06	\$0.62	\$4.07
Hixson	\$0.36	\$0.60	\$0.85	\$0.43	\$0.64	\$0.69	\$0.25	\$0.64	\$0.07	\$0.08	\$0.65	\$5.26
Lookout Mountain	\$0.35	\$0.58	\$0.84	\$0.43	\$0.63	\$0.68	\$0.24	\$0.61	\$0.07	\$0.07	\$0.63	\$5.13
Marion County	\$0.35	\$0.58	\$0.84	\$0.43	\$0.63	\$0.68	\$0.24	\$0.61	\$0.07	\$0.07	\$0.63	\$5.13
North Shore	\$0.35	\$0.58	\$0.84	\$0.43	\$0.63	\$0.68	\$0.24	\$0.61	\$0.07	\$0.07	\$0.63	\$5.13
Outlying Catoosa County	\$0.24	\$0.44	\$0.51	\$0.32	\$0.52	\$0.56	\$0.24	\$0.48	\$0.08	\$0.06	\$0.62	\$4.07
Outlying Walker County	\$0.24	\$0.44	\$0.51	\$0.32	\$0.52	\$0.56	\$0.24	\$0.48	\$0.08	\$0.06	\$0.62	\$4.07
Red Bank	\$0.36	\$0.61	\$0.85	\$0.43	\$0.66	\$0.68	\$0.25	\$0.62	\$0.07	\$0.08	\$0.64	\$5.25
Riverside	\$0.35	\$0.58	\$0.84	\$0.43	\$0.63	\$0.68	\$0.24	\$0.61	\$0.07	\$0.07	\$0.63	\$5.13
Rossville	\$0.24	\$0.44	\$0.51	\$0.32	\$0.52	\$0.56	\$0.24	\$0.48	\$0.08	\$0.06	\$0.62	\$4.07
Sequatchie County	\$0.35	\$0.58	\$0.84	\$0.43	\$0.63	\$0.68	\$0.24	\$0.61	\$0.07	\$0.07	\$0.63	\$5.13

Expenses are estimated using NCREIF, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

Construction

Chattanooga Multi-Family

After a record-breaking surge in multifamily completions over the past few quarters, the market is bracing for a sharp pullback this year, with new unit completions expected to decline by over 90%.

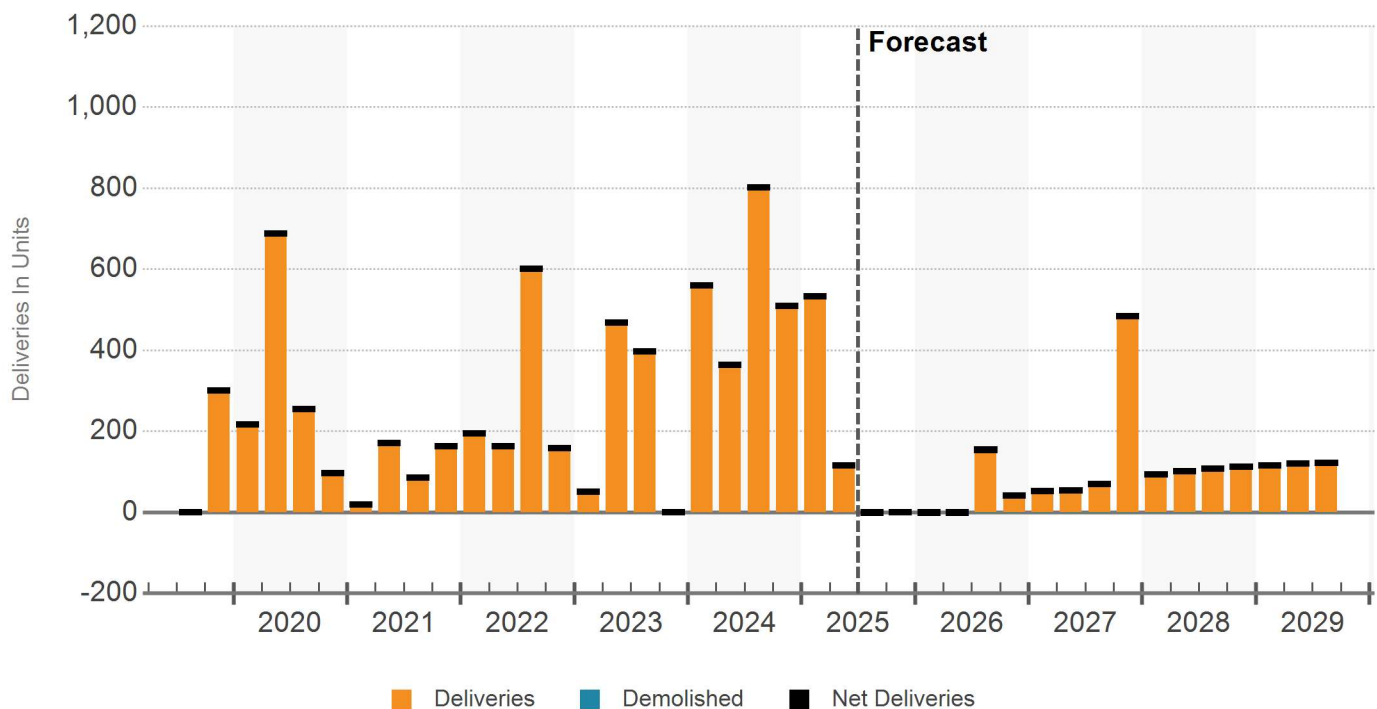
Chattanooga has been a hotbed for multifamily construction over the past several years. The metro's inventory has increased by about 5,500 units over the past five years, representing over 18% of the market's existing apartment stock.

After activity was primarily centered on the suburbs, future development will center around the Downtown Chattanooga submarket as 440 units are under development there, the most of any submarket in the metro area. East Brainerd will add an additional 340 units to the market's inventory just east of the urban core.

Since the beginning of 2022, newer projects delivered outside the urban core have mainly been concentrated along I-75. New complexes in these suburban areas are predominantly garden-style or low-rise projects. These suburban areas offer many shopping centers, highly ranked schools, and easy access to major employment nodes across the metro. Also, Amazon and Volkswagen have a strong presence in Outlying Hamilton County. Collectively, these companies employ close to 6,000 people in the area.

The composition of supply additions in recent years in Chattanooga's core differs from the suburbs. Mid-rises are more prevalent in submarkets such as Downtown Chattanooga, North Shore, and Riverside. While not entirely different from the suburban garden-style and low-rise communities, the extra height and the urban location generate a rent premium.

DELIVERIES & DEMOLITIONS



Properties

5

Units

615

Percent of Inventory

2.0%

Avg. No. Units

123

Property Name/Address	Rating	Units	Stories	Start	Complete	Developer/Owner
1 Phase 2 1119 Riverfront Pky	★★★★☆	400	9	Apr 2025	Dec 2027	Urban Story Ventures Urban Story Ventures
2 Shallowford Pointe 2244 Teton Trl	★★★★☆	96	2	Jan 2025	Nov 2025	Doster DGA Residential LLC
3 Hawthorne at Hixson 5855 Highway 153	★★★★☆	60	3	Dec 2024	Jan 2026	- Hawthorne Residential Partners
4 1620 Riverfront Pky	★★★★☆	39	6	Feb 2025	Jan 2026	- -
5 Lucey Quarter 901 S Holtzclaw Ave	★★★★☆	20	1	Jan 2025	Feb 2027	- Southern Spear Properties



Sales

Chattanooga Multi-Family

Since the record activity from the post-pandemic years of 2021 and 2022, investment activity has slowed. Due to rising interest rates and sluggish fundamentals, deal flow has been hampered by a lack of larger transactions.

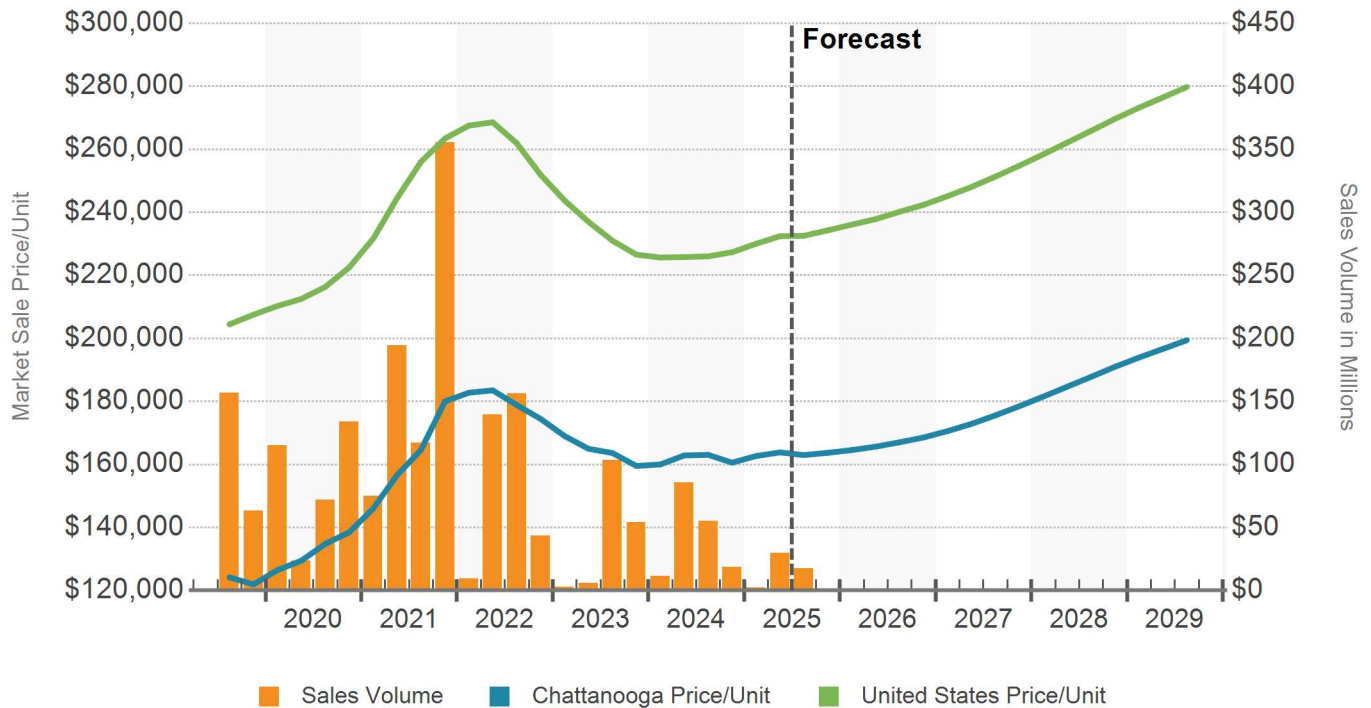
Before the recent slowing, deal flow was heavily centered on the workforce housing and naturally occurring affordable housing component of the market. Given the composition of Chattanooga's inventory, where about two-thirds of the existing units fall within either the 3 Star or 1- & 2-Star cohorts, sales activity is typically more frequent within that market segment.

Smaller deals have been most prevalent over the past couple of years, as just five communities of at least 100 units have sold. Most of the deals involve older, value-add communities such as Lily Grace Apartments. The 375-unit property, formerly known as Rustic Village and Rustic Village North, sold for \$25,500,000 or \$68,000 per unit. The apartments were built in 1977 but have undergone a series of renovations.

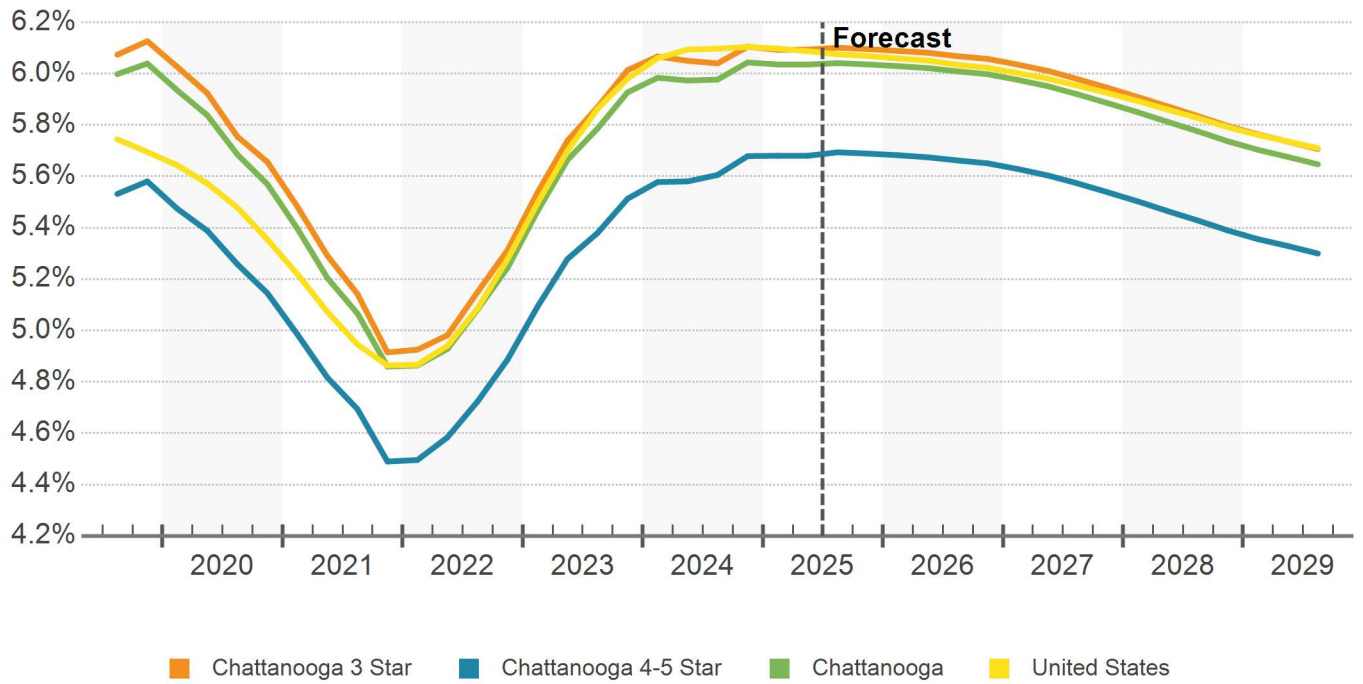
Making up only 13% of the market's overall inventory, the Hixson submarket has had the highest sales volume over the past year, totaling \$17 million. Located just northeast of the city, the area runs along the west bank of the Tennessee River. Making up most of that volume was the sale of the 147-unit Ridgeside Apartments in late 2024 for a total of \$12,500,00 or \$85,034.01 per unit.

Looking ahead, there is reason for optimism for increased sales activity in Chattanooga. Vacancy has started to decrease as 25Q2 had higher demand than new deliveries, the first time in over a year. Net absorption is expected to remain positive, and after the market has a needed pullback in new deliveries, a supply and demand balance should stabilize vacancy rates. As good fundamentals return to Chattanooga's multifamily sector, fewer concessions will be needed to fill apartments and rents will start to get back to positive growth.

SALES VOLUME & MARKET SALE PRICE PER UNIT



MARKET CAP RATE



Sale Comparables

19

Avg. Price/Unit (thous.)

\$93

Average Price (mil.)

\$6.6

Average Vacancy at Sale

14.9%

The map displays the Chattanooga, Tennessee area, with a blue outline defining the region for sale comparables. The city of Chattanooga is centrally located, with surrounding towns like Dalton, Ringgold, and Chickamauga visible. Major roads, including I-75, I-24, and US-41, are shown. The James D. Martin Skyline Wildlife Refuge is also indicated. The map includes labels for various towns and cities, as well as road numbers and distances.

Sales Attributes	Low	Average	Median	High
Sale Price	\$785,000	\$6,614,616	\$2,452,500	\$37,603,500
Price/Unit	\$15,102	\$92,593	\$84,458	\$291,500
Cap Rate	5.9%	7.3%	7.0%	9.7%
Vacancy Rate At Sale	0%	14.9%	6.3%	62.2%
Time Since Sale in Months	0.4	5.8	5.4	11.9
Property Attributes	Low	Average	Median	High
Property Size in Units	6	61	30	223
Number of Floors	1	1	2	3
Average Unit SF	176	786	775	1,882
Year Built	1945	1983	1979	2024
Star Rating	★★★★★	★★★★★ 2.5	★★★★★	★★★★★

Sales Past 12 Months

Chattanooga Multi-Family

RECENT SIGNIFICANT SALES

Property Name/Address		Property Information				Sale Information			
		Rating	Yr Built	Units	Vacancy	Sale Date	Price	Price/Unit	Price/SF
1	Valley Ridge 10 Draught St	★★★★★	2023	129	12.4%	9/26/2024	\$37,603,500	\$291,500	\$292
2	Lily Grace South 510 Central Dr	★★★★★	1977	223	6.7%	4/10/2025	\$12,750,000	\$57,174	\$50
3	Lily Grace North 4616 Sunflower Ln	★★★★★	1986	152	5.1%	4/10/2025	\$12,750,000	\$83,881	\$93
4	Compass Heights 6320 Hixson Pike	★★★★★	1979	147	15.0%	10/23/2024	\$12,500,000	\$85,034	\$90
5	Highlands Apartments 2001 S Lyerly St	★★★★★	2007	72	0%	8/15/2025	\$7,525,000	\$104,513	\$83
6	Town Creek Apartments 300 E Cooper St	★★★★★	1971	60	5.0%	4/23/2025	\$4,300,000	\$71,666	\$72
7	The Beverly 4905 Highway 58	★★★★★	1984	49	2.0%	8/15/2025	\$3,665,000	\$74,795	\$100
8	View at Midtown 3700 Cherryton Dr	★★★★★	1971	23	4.4%	8/1/2025	\$2,549,000	\$110,826	\$147
9	Anchor Point 9205 Aft Ln	★★★★★	2024	156	62.2%	2/27/2025	\$2,356,000	\$15,102	\$10
10	Town Creek Apartments 500 Cumberland Ave	★★★★★	1983	48	8.3%	12/10/2024	\$2,180,358	\$45,424	\$103
11	Calvary Park Apartments 403 Barnhardt Cir	★★★★★	1989	16	6.3%	9/10/2025	\$1,840,000	\$115,000	\$123
12	2 Killian Ave	★★★★★	1987	30	6.7%	8/12/2025	\$1,800,000	\$60,000	\$109
13	1413 Mana Ln	★★★★★	1965	12	8.3%	10/7/2024	\$1,300,000	\$108,333	\$109
14	2425 Ashmore Ave	★★★★★	1964	10	8.3%	12/30/2024	\$1,140,000	\$114,000	\$117
15	4 Whirlaway Dr	★★★★★	1978	6	0%	11/4/2024	\$790,000	\$131,666	\$173
16	506-510 N 2nd St	★★★★★	1970	10	10.0%	10/31/2024	\$785,000	\$78,500	\$109
17	1910-1918 N Chamberlain Ave	★★★★★	2024	6	0%	3/4/2025	-	-	-
18	2208 Milne St	★★★★★	1950	8	0%	8/20/2025	-	-	-
19	2368 Milne St	★★★★★	1945	8	0%	8/20/2025	-	-	-

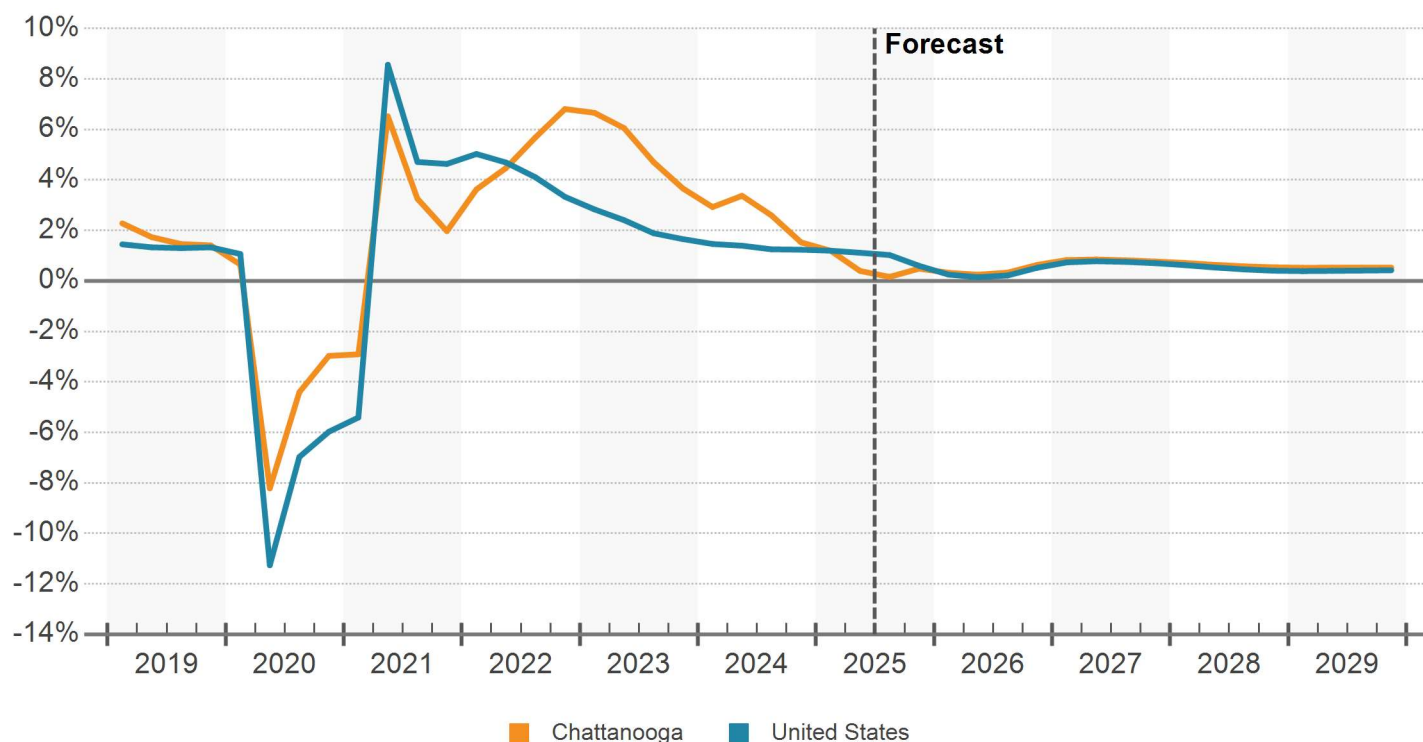
CHATTANOOGA EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	41	1.7	-0.08%	-0.87%	2.89%	0.31%	0.62%	0.10%
Trade, Transportation and Utilities	55	1.0	0.23%	0.64%	1.19%	0.83%	0.06%	0.24%
Retail Trade	29	1.0	0.55%	0.55%	1.28%	0.02%	0.31%	0.16%
Financial Activities	29	1.7	0.34%	0.95%	4.67%	1.29%	0.63%	0.29%
Government	33	0.7	0.55%	0.69%	-0.90%	0.68%	0.17%	0.23%
Natural Resources, Mining and Construction	15	0.9	1.73%	1.10%	4.01%	2.09%	0.48%	0.60%
Education and Health Services	46	0.9	1.03%	3.34%	3.06%	2.21%	0.78%	0.71%
Professional and Business Services	31	0.7	-2.12%	0.09%	1.85%	1.33%	0.73%	0.66%
Information	3	0.6	-3.41%	0.36%	2.42%	0.66%	0.21%	0.35%
Leisure and Hospitality	32	1.0	-0.75%	1.33%	1.69%	1.15%	1.32%	0.82%
Other Services	14	1.2	3.41%	1.16%	2.00%	0.73%	0.39%	0.23%
Total Employment	298	1.0	0.18%	1.03%	2.01%	1.18%	0.56%	0.45%

Source: Oxford Economics

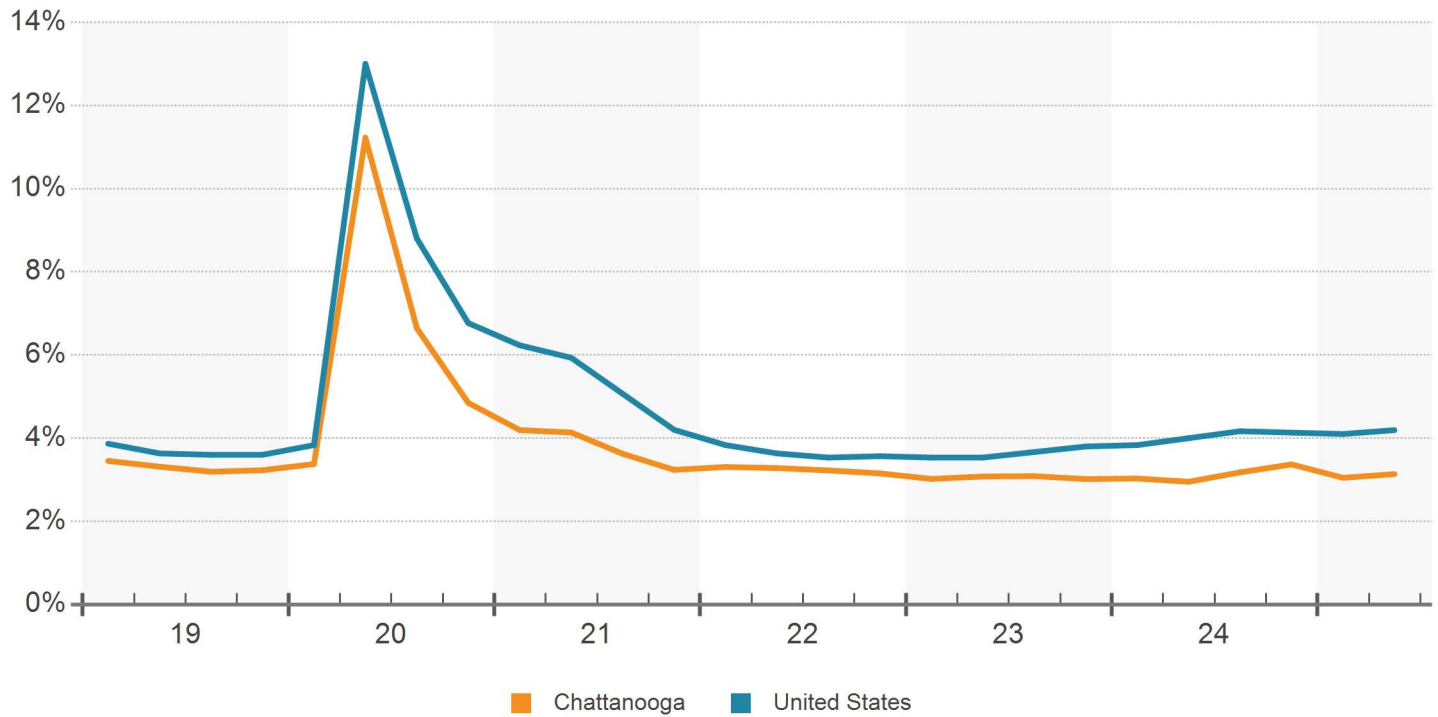
LQ = Location Quotient

JOB GROWTH (YOY)

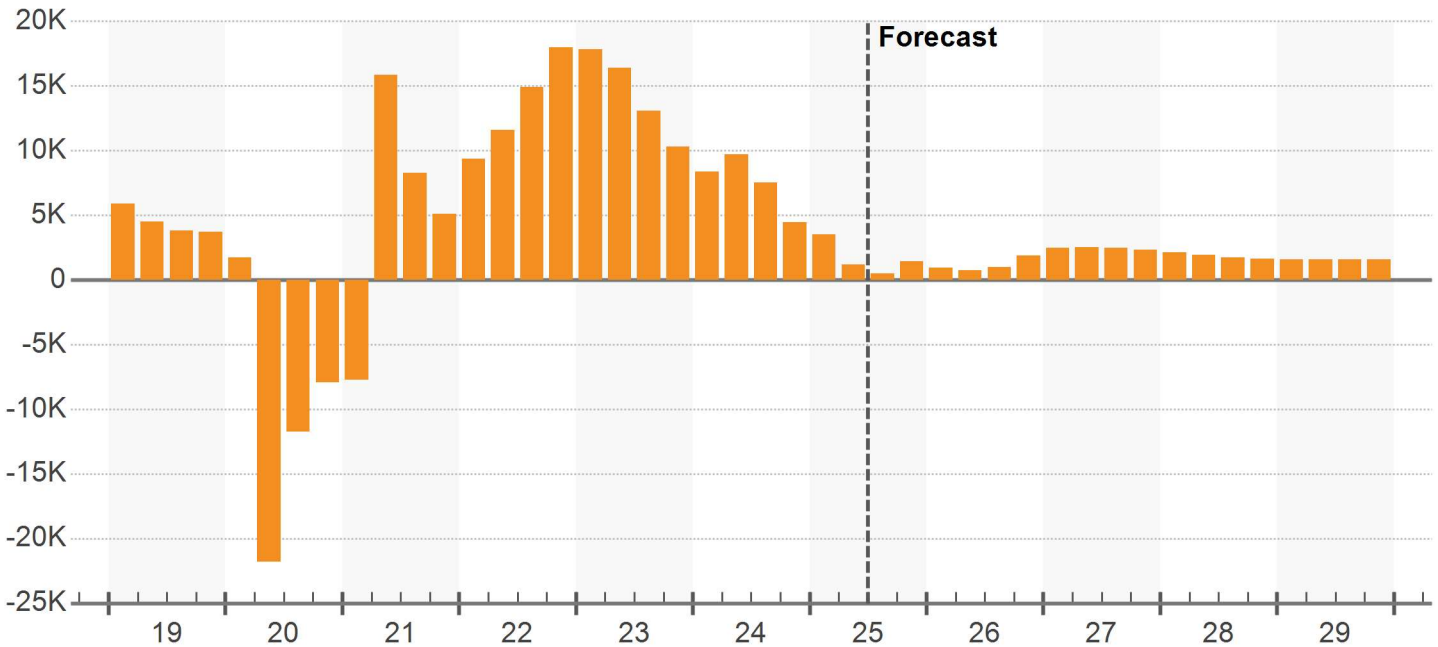


Source: Oxford Economics

UNEMPLOYMENT RATE (%)



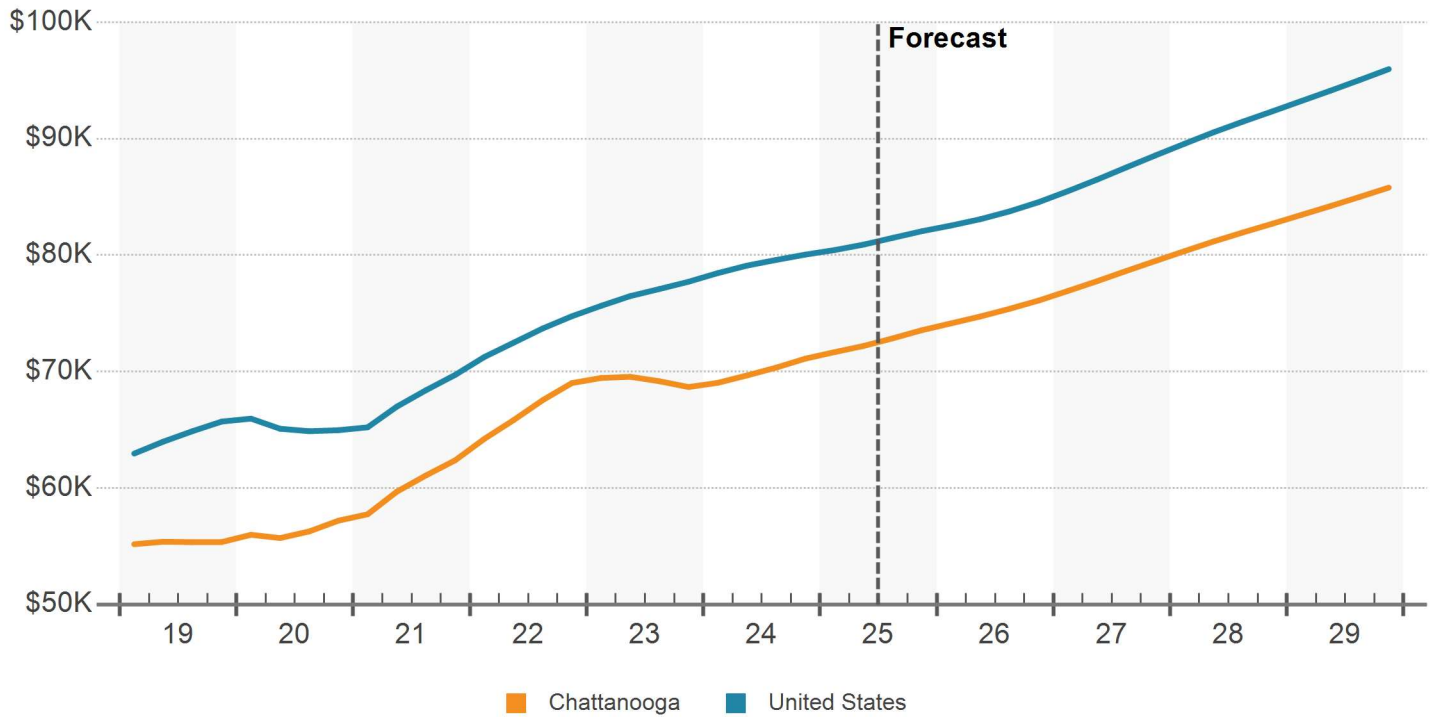
NET EMPLOYMENT CHANGE (YOY)



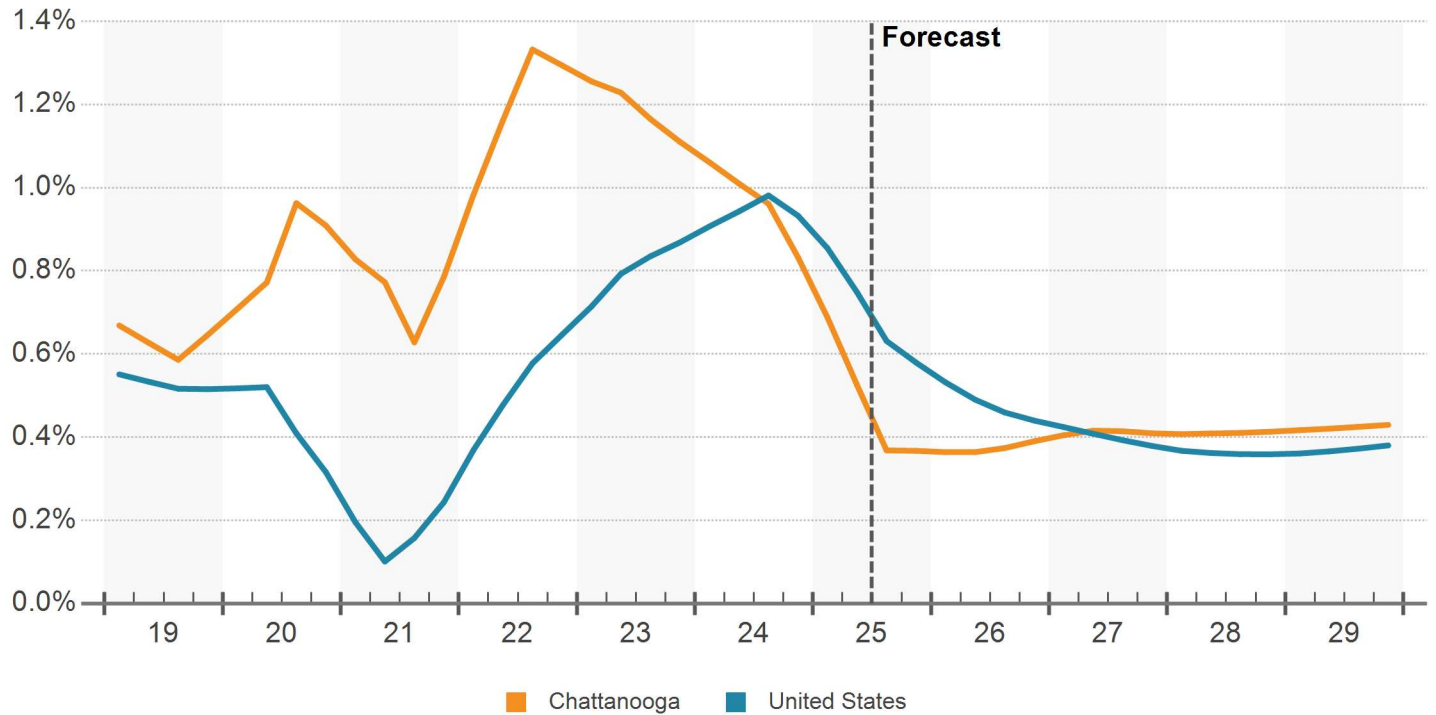
Economy

Chattanooga Multi-Family

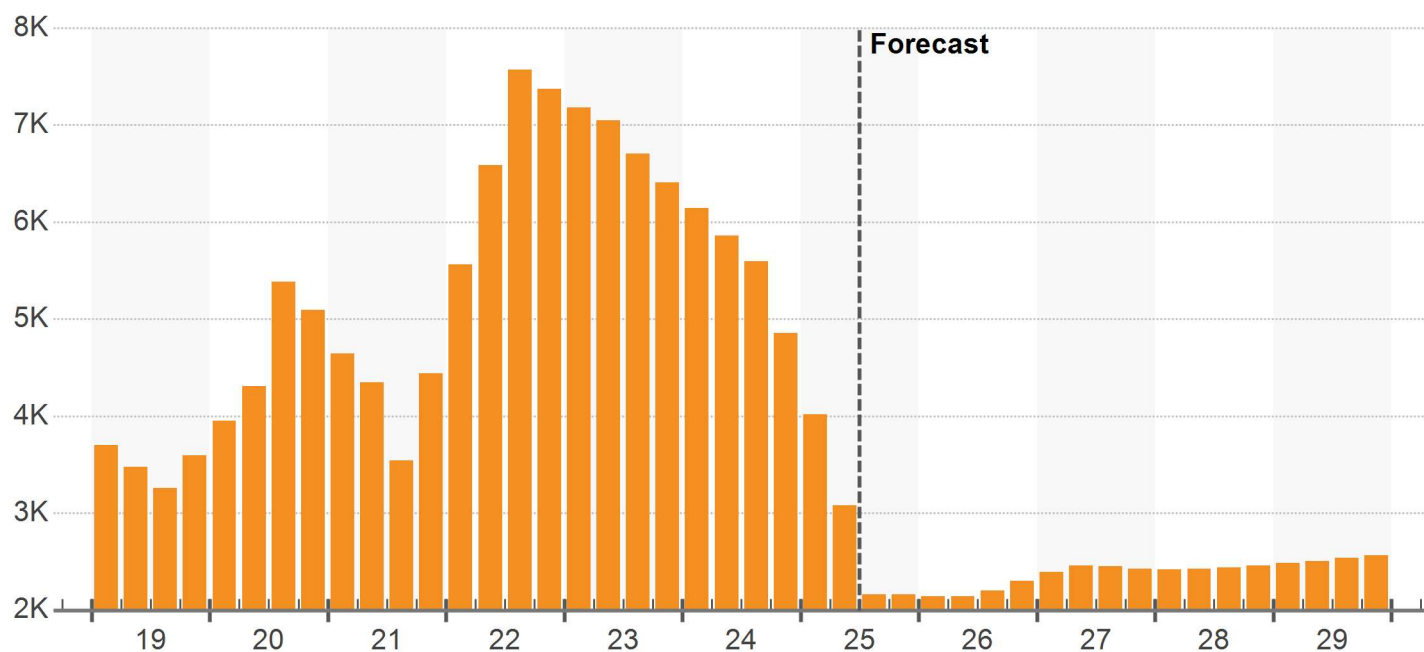
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

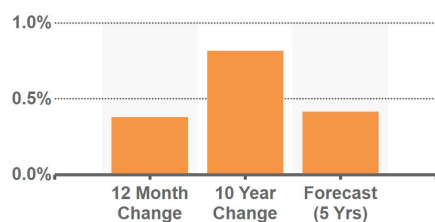


DEMOGRAPHIC TRENDS

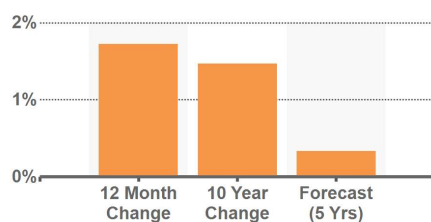
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	590,178	342,226,094	0.4%	0.6%	0.8%	0.6%	0.4%	0.4%
Households	239,407	134,562,719	0.5%	0.8%	1.3%	1.0%	0.5%	0.5%
Median Household Income	\$72,817	\$81,449	3.6%	2.4%	4.4%	4.0%	3.9%	3.9%
Labor Force	293,796	170,843,922	1.7%	1.4%	1.5%	0.8%	0.3%	0.3%
Unemployment	3.1%	4.2%	0%	0%	-0.2%	-0.1%	-	-

Source: Oxford Economics

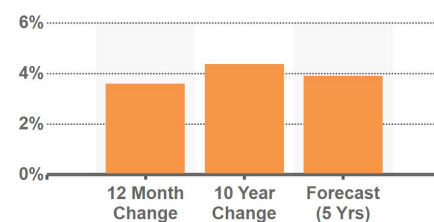
POPULATION GROWTH



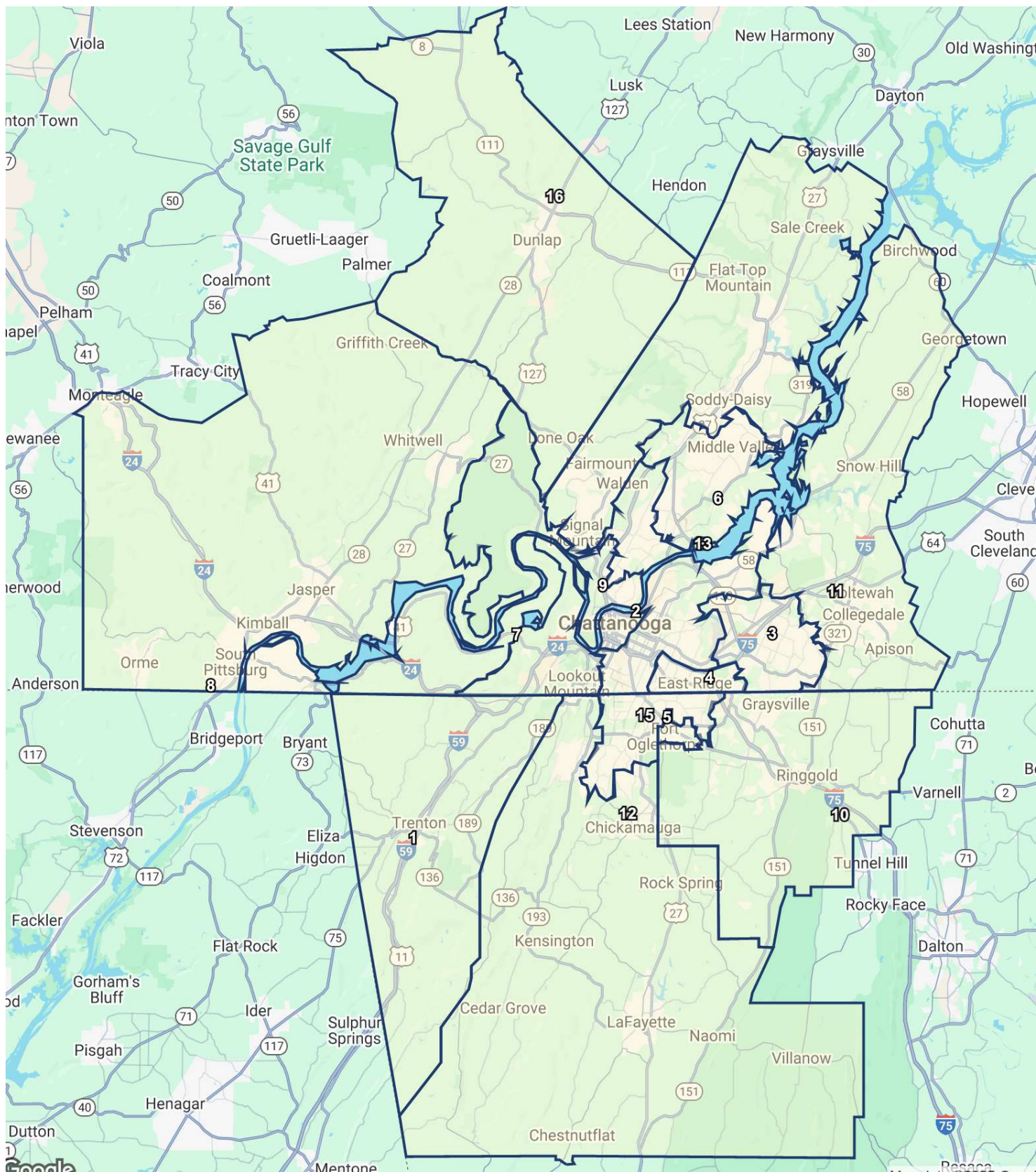
LABOR FORCE GROWTH



INCOME GROWTH



Source: Oxford Economics



Submarkets

Chattanooga Multi-Family

SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	Units	% Market	Rank	Bldgs	Units	Percent	Rank	Bldgs	Units	Percent	Rank
1	Dade County	5	152	0.5%	13	0	0	0%	-	0	0	0%	-
2	Downtown Chattanooga	73	3,892	12.7%	3	2	64	1.6%	4	2	439	11.3%	1
3	East Brainerd	37	6,981	22.8%	1	2	612	8.8%	1	1	96	1.4%	2
4	East Ridge	27	1,551	5.1%	8	0	0	0%	-	0	0	0%	-
5	Fort Oglethorpe	15	1,164	3.8%	9	0	0	0%	-	0	0	0%	-
6	Hixson	32	2,195	7.2%	7	1	9	0.4%	7	1	60	2.7%	3
7	Lookout Mountain	6	57	0.2%	15	0	0	0%	-	0	0	0%	-
8	Marion County	5	97	0.3%	14	0	0	0%	-	0	0	0%	-
9	North Shore	37	2,595	8.5%	6	1	24	0.9%	6	0	0	0%	-
10	Outlying Catoosa County	16	657	2.1%	10	2	253	38.5%	2	0	0	0%	-
11	Outlying Hamilton County	22	2,601	8.5%	5	0	0	0%	-	0	0	0%	-
12	Outlying Walker County	9	204	0.7%	12	0	0	0%	-	0	0	0%	-
13	Red Bank	52	3,854	12.6%	4	0	0	0%	-	0	0	0%	-
14	Riverside	71	3,977	13.0%	2	4	224	5.6%	3	1	20	0.5%	4
15	Rossville	14	549	1.8%	11	1	44	8.0%	5	0	0	0%	-
16	Sequatchie County	4	45	0.1%	16	0	0	0%	-	0	0	0%	-

SUBMARKET RENT

No.	Market	Asking Rents				Effective Rents					
		Per Unit	Per SF	Rank	Yr. Growth	Per Unit	Per SF	Rank	Yr. Growth	Concession	Rank
1	Dade County	\$414	\$0.41	15	4.2%	\$413	\$0.41	15	4.2%	0.3%	16
2	Downtown Chattanooga	\$1,454	\$1.75	1	-2.3%	\$1,433	\$1.73	1	-3.2%	1.4%	4
3	East Brainerd	\$1,403	\$1.41	6	-3.2%	\$1,374	\$1.38	6	-3.2%	2.1%	3
4	East Ridge	\$1,102	\$1.21	11	1.1%	\$1,095	\$1.20	11	1.0%	0.7%	12
5	Fort Oglethorpe	\$1,110	\$1.35	9	1.6%	\$1,102	\$1.34	9	1.4%	0.7%	11
6	Hixson	\$1,458	\$1.32	10	-3.1%	\$1,447	\$1.31	10	-2.7%	0.7%	9
7	Lookout Mountain	\$877	\$1.19	12	1.1%	\$874	\$1.18	12	1.0%	0.4%	15
8	Marion County	\$903	\$1.36	8	0.5%	\$895	\$1.35	8	0.6%	0.9%	8
9	North Shore	\$1,560	\$1.53	2	0.3%	\$1,507	\$1.48	2	-1.2%	3.4%	2
10	Outlying Catoosa County	\$1,393	\$1.52	3	-1.3%	\$1,337	\$1.46	3	-4.7%	4.1%	1
11	Outlying Hamilton County	\$1,538	\$1.44	5	-3.1%	\$1,519	\$1.42	5	-3.4%	1.2%	7
12	Outlying Walker County	\$838	\$0.90	14	1.8%	\$834	\$0.89	14	1.8%	0.5%	14
13	Red Bank	\$1,314	\$1.38	7	-2.7%	\$1,306	\$1.37	7	-2.9%	0.6%	13
14	Riverside	\$1,268	\$1.44	4	0.8%	\$1,252	\$1.42	4	0.7%	1.3%	6
15	Rossville	\$1,265	\$1.07	13	-0.1%	\$1,248	\$1.05	13	-0.9%	1.3%	5
16	Sequatchie County	\$466	-	-	-	\$463	-	-	-	0.7%	10

Submarkets

Chattanooga Multi-Family

SUBMARKET VACANCY & ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		Units	Percent	Rank	Units	% of Inv	Rank	Construc. Ratio
1	Dade County	4	2.5%	1	0	0%	-	-
2	Downtown Chattanooga	340	8.7%	10	(35)	-0.9%	16	-
3	East Brainerd	846	12.1%	15	388	5.6%	2	1.6
4	East Ridge	105	6.8%	5	1	0.1%	10	-
5	Fort Oglethorpe	75	6.4%	4	(9)	-0.8%	15	-
6	Hixson	260	11.8%	13	120	5.5%	5	-
7	Lookout Mountain	5	8.2%	9	0	0%	-	-
8	Marion County	7	7.3%	6	2	2.2%	9	-
9	North Shore	241	9.3%	11	164	6.3%	3	-
10	Outlying Catoosa County	158	24.0%	16	161	24.5%	4	1.5
11	Outlying Hamilton County	205	7.9%	8	95	3.6%	6	-
12	Outlying Walker County	8	3.7%	2	0	0%	-	-
13	Red Bank	303	7.9%	7	31	0.8%	7	-
14	Riverside	474	11.9%	14	440	11.1%	1	0.4
15	Rossville	54	9.8%	12	28	5.1%	8	1.6
16	Sequatchie County	3	6.4%	3	0	0%	-	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	32,313	480	1.5%	566	1.8%	0.8
2028	31,833	413	1.3%	681	2.1%	0.6
2027	31,420	658	2.1%	485	1.5%	1.4
2026	30,762	193	0.6%	439	1.4%	0.4
2025	30,569	646	2.2%	1,193	3.9%	0.5
YTD	30,571	648	2.2%	1,067	3.5%	0.6
2024	29,923	2,234	8.1%	1,014	3.4%	2.2
2023	27,689	915	3.4%	864	3.1%	1.1
2022	26,774	1,114	4.3%	199	0.7%	5.6
2021	25,660	438	1.7%	1,140	4.4%	0.4
2020	25,222	1,257	5.2%	1,114	4.4%	1.1
2019	23,965	773	3.3%	711	3.0%	1.1
2018	23,192	535	2.4%	829	3.6%	0.6
2017	22,657	1,145	5.3%	530	2.3%	2.2
2016	21,512	160	0.7%	440	2.0%	0.4
2015	21,352	1,269	6.3%	1,667	7.8%	0.8
2014	20,083	811	4.2%	267	1.3%	3.0
2013	19,272	412	2.2%	245	1.3%	1.7

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	13,775	485	3.6%	472	3.4%	1.0
2028	13,290	419	3.3%	404	3.0%	1.0
2027	12,871	264	2.1%	339	2.6%	0.8
2026	12,607	159	1.3%	452	3.6%	0.4
2025	12,448	541	4.5%	1,202	9.7%	0.5
YTD	12,448	541	4.5%	1,070	8.6%	0.5
2024	11,907	1,939	19.5%	750	6.3%	2.6
2023	9,968	834	9.1%	807	8.1%	1.0
2022	9,134	787	9.4%	262	2.9%	3.0
2021	8,347	248	3.1%	825	9.9%	0.3
2020	8,099	770	10.5%	461	5.7%	1.7
2019	7,329	677	10.2%	764	10.4%	0.9
2018	6,652	358	5.7%	442	6.6%	0.8
2017	6,294	989	18.6%	536	8.5%	1.8
2016	5,305	105	2.0%	398	7.5%	0.3
2015	5,200	1,212	30.4%	1,106	21.3%	1.1
2014	3,988	551	16.0%	207	5.2%	2.7
2013	3,437	278	8.8%	255	7.4%	1.1

Appendix

Chattanooga Multi-Family

3 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	13,239	0	0%	80	0.6%	0
2028	13,239	0	0%	262	2.0%	0
2027	13,239	400	3.1%	157	1.2%	2.5
2026	12,839	39	0.3%	1	0%	39.0
2025	12,800	107	0.8%	56	0.4%	1.9
YTD	12,800	107	0.8%	58	0.5%	1.8
2024	12,693	289	2.3%	284	2.2%	1.0
2023	12,404	81	0.7%	99	0.8%	0.8
2022	12,323	319	2.7%	(17)	-0.1%	-
2021	12,004	182	1.5%	260	2.2%	0.7
2020	11,822	424	3.7%	508	4.3%	0.8
2019	11,398	96	0.8%	(40)	-0.4%	-
2018	11,302	156	1.4%	341	3.0%	0.5
2017	11,146	156	1.4%	(45)	-0.4%	-
2016	10,990	55	0.5%	52	0.5%	1.1
2015	10,935	57	0.5%	420	3.8%	0.1
2014	10,878	260	2.4%	49	0.5%	5.3
2013	10,618	134	1.3%	11	0.1%	12.2

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Absorption		
	Units	Growth	% Growth	Units	% of Inv	Construction Ratio
2029	5,299	(5)	-0.1%	14	0.3%	-
2028	5,304	(6)	-0.1%	15	0.3%	-
2027	5,310	(6)	-0.1%	(11)	-0.2%	0.5
2026	5,316	(5)	-0.1%	(14)	-0.3%	0.4
2025	5,321	(2)	0%	(65)	-1.2%	0
YTD	5,323	0	0%	(61)	-1.1%	0
2024	5,323	6	0.1%	(20)	-0.4%	-
2023	5,317	0	0%	(42)	-0.8%	0
2022	5,317	8	0.2%	(46)	-0.9%	-
2021	5,309	8	0.2%	55	1.0%	0.1
2020	5,301	63	1.2%	145	2.7%	0.4
2019	5,238	0	0%	(13)	-0.2%	0
2018	5,238	21	0.4%	46	0.9%	0.5
2017	5,217	0	0%	39	0.7%	0
2016	5,217	0	0%	(10)	-0.2%	0
2015	5,217	0	0%	141	2.7%	0
2014	5,217	0	0%	11	0.2%	0
2013	5,217	0	0%	(21)	-0.4%	0

Appendix

Chattanooga Multi-Family

OVERALL VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	2,532	7.8%	(0.4)	\$1,542	\$1.61	3.0%	(0.5)	\$1,517	\$1.58
2028	2,620	8.2%	(1.0)	\$1,497	\$1.56	3.5%	0.4	\$1,473	\$1.54
2027	2,888	9.2%	0.4	\$1,446	\$1.51	3.1%	0.9	\$1,423	\$1.48
2026	2,713	8.8%	(0.9)	\$1,402	\$1.46	2.2%	1.8	\$1,380	\$1.44
2025	2,959	9.7%	(2.0)	\$1,372	\$1.43	0.4%	1.8	\$1,350	\$1.41
YTD	3,086	10.1%	(1.6)	\$1,375	\$1.43	-1.8%	(0.4)	\$1,353	\$1.41
2024	3,507	11.7%	3.5	\$1,367	\$1.42	-1.4%	(1.2)	\$1,342	\$1.40
2023	2,288	8.3%	(0.1)	\$1,386	\$1.44	-0.3%	(6.8)	\$1,371	\$1.43
2022	2,233	8.3%	3.2	\$1,390	\$1.45	6.5%	(3.3)	\$1,380	\$1.44
2021	1,319	5.1%	(2.9)	\$1,306	\$1.36	9.8%	5.4	\$1,300	\$1.35
2020	2,021	8.0%	0.2	\$1,189	\$1.24	4.5%	2.2	\$1,174	\$1.22
2019	1,879	7.8%	0	\$1,138	\$1.18	2.2%	(0.7)	\$1,127	\$1.17
2018	1,817	7.8%	(1.5)	\$1,113	\$1.16	3.0%	0.3	\$1,093	\$1.14
2017	2,110	9.3%	2.4	\$1,081	\$1.12	2.7%	0.6	\$1,054	\$1.10
2016	1,494	6.9%	(1.4)	\$1,052	\$1.10	2.1%	(0.8)	\$1,031	\$1.07
2015	1,775	8.3%	(2.5)	\$1,030	\$1.07	2.9%	0.7	\$1,007	\$1.05
2014	2,169	10.8%	2.4	\$1,001	\$1.04	2.2%	(0.7)	\$982	\$1.02
2013	1,625	8.4%	0.7	\$979	\$1.02	2.9%	-	\$962	\$1

4 & 5 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	1,137	8.3%	(0.2)	\$1,778	\$1.74	3.1%	(0.5)	\$1,739	\$1.70
2028	1,125	8.5%	(0.2)	\$1,725	\$1.69	3.6%	0.3	\$1,687	\$1.65
2027	1,110	8.6%	(0.8)	\$1,666	\$1.63	3.2%	0.9	\$1,628	\$1.59
2026	1,185	9.4%	(2.5)	\$1,613	\$1.58	2.3%	2.5	\$1,577	\$1.54
2025	1,477	11.9%	(6.1)	\$1,577	\$1.54	-0.2%	2.1	\$1,542	\$1.51
YTD	1,609	12.9%	(5.0)	\$1,577	\$1.54	-2.5%	(0.2)	\$1,542	\$1.50
2024	2,139	18.0%	8.4	\$1,580	\$1.54	-2.3%	(1.8)	\$1,544	\$1.51
2023	951	9.5%	(0.5)	\$1,618	\$1.58	-0.6%	(5.1)	\$1,595	\$1.56
2022	921	10.1%	5.3	\$1,627	\$1.59	4.5%	(4.2)	\$1,614	\$1.57
2021	396	4.7%	(7.3)	\$1,556	\$1.52	8.7%	5.6	\$1,547	\$1.51
2020	974	12.0%	3.0	\$1,431	\$1.40	3.2%	1.8	\$1,414	\$1.38
2019	665	9.1%	(2.2)	\$1,387	\$1.35	1.4%	(0.9)	\$1,379	\$1.35
2018	752	11.3%	(2.0)	\$1,369	\$1.34	2.3%	0.5	\$1,340	\$1.31
2017	837	13.3%	6.1	\$1,338	\$1.31	1.8%	0	\$1,305	\$1.27
2016	383	7.2%	(5.8)	\$1,314	\$1.28	1.8%	0.3	\$1,289	\$1.26
2015	676	13.0%	(1.3)	\$1,291	\$1.26	1.5%	(0.6)	\$1,258	\$1.23
2014	571	14.3%	7.7	\$1,272	\$1.24	2.1%	(0.6)	\$1,253	\$1.22
2013	227	6.6%	0.1	\$1,246	\$1.22	2.7%	-	\$1,225	\$1.20

Appendix

Chattanooga Multi-Family

3 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	993	7.5%	(0.6)	\$1,433	\$1.54	2.9%	(0.5)	\$1,418	\$1.52
2028	1,073	8.1%	(2.0)	\$1,392	\$1.49	3.4%	0.4	\$1,378	\$1.48
2027	1,336	10.1%	1.6	\$1,346	\$1.45	3.0%	0.8	\$1,332	\$1.43
2026	1,093	8.5%	0.3	\$1,307	\$1.40	2.1%	1.4	\$1,294	\$1.39
2025	1,056	8.2%	0.3	\$1,280	\$1.37	0.7%	1.8	\$1,267	\$1.36
YTD	1,054	8.2%	0.3	\$1,287	\$1.38	-1.8%	(0.7)	\$1,274	\$1.37
2024	1,005	7.9%	(0.1)	\$1,271	\$1.36	-1.1%	(0.6)	\$1,253	\$1.34
2023	1,000	8.1%	(0.2)	\$1,285	\$1.38	-0.5%	(9.3)	\$1,274	\$1.37
2022	1,017	8.3%	2.6	\$1,292	\$1.38	8.8%	(3.6)	\$1,281	\$1.37
2021	681	5.7%	(0.7)	\$1,187	\$1.27	12.4%	6.5	\$1,184	\$1.27
2020	759	6.4%	(1.0)	\$1,056	\$1.13	5.9%	2.7	\$1,042	\$1.12
2019	844	7.4%	1.1	\$998	\$1.07	3.2%	(0.4)	\$983	\$1.05
2018	708	6.3%	(1.7)	\$967	\$1.04	3.6%	(0.2)	\$951	\$1.02
2017	892	8.0%	1.7	\$933	\$1	3.8%	1.4	\$908	\$0.97
2016	691	6.3%	0	\$899	\$0.96	2.4%	(2.5)	\$878	\$0.94
2015	687	6.3%	(3.3)	\$877	\$0.94	4.9%	2.5	\$860	\$0.92
2014	1,046	9.6%	1.8	\$836	\$0.90	2.4%	(0.8)	\$813	\$0.87
2013	835	7.9%	1.1	\$817	\$0.87	3.2%	-	\$799	\$0.86

1 & 2 STAR VACANCY & RENT

Year	Vacancy			Market Rent				Effective Rents	
	Units	Percent	Ppts Chg	Per Unit	Per SF	% Growth	Ppts Chg	Units	Per SF
2029	401	7.6%	(0.4)	\$1,151	\$1.36	3.0%	(0.5)	\$1,144	\$1.35
2028	422	8.0%	(0.4)	\$1,118	\$1.32	3.5%	0.4	\$1,111	\$1.31
2027	442	8.3%	0.1	\$1,080	\$1.27	3.1%	0.9	\$1,074	\$1.26
2026	436	8.2%	0.2	\$1,048	\$1.23	2.2%	0.1	\$1,042	\$1.23
2025	426	8.0%	1.2	\$1,026	\$1.21	2.1%	0.5	\$1,019	\$1.20
YTD	423	7.9%	1.1	\$1,023	\$1.20	1.4%	(0.2)	\$1,016	\$1.19
2024	363	6.8%	0.5	\$1,005	\$1.18	1.5%	(0.4)	\$1,000	\$1.18
2023	338	6.4%	0.8	\$990	\$1.16	1.9%	(6.0)	\$985	\$1.16
2022	296	5.6%	1.0	\$971	\$1.14	8.0%	1.5	\$967	\$1.13
2021	242	4.6%	(0.9)	\$899	\$1.05	6.5%	0.2	\$896	\$1.05
2020	288	5.4%	(1.6)	\$845	\$0.99	6.3%	2.9	\$836	\$0.98
2019	370	7.1%	0.3	\$795	\$0.93	3.3%	(0.9)	\$789	\$0.92
2018	357	6.8%	(0.5)	\$769	\$0.90	4.3%	0.5	\$760	\$0.89
2017	381	7.3%	(0.8)	\$738	\$0.86	3.7%	0.6	\$725	\$0.84
2016	421	8.1%	0.2	\$711	\$0.83	3.1%	(0.9)	\$699	\$0.81
2015	412	7.9%	(2.7)	\$690	\$0.80	4.0%	1.4	\$679	\$0.79
2014	552	10.6%	(0.2)	\$664	\$0.77	2.5%	(0.6)	\$656	\$0.76
2013	563	10.8%	0.4	\$647	\$0.75	3.2%	-	\$642	\$0.75

Appendix

Chattanooga Multi-Family

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	\$202,030	376	5.6%
2028	-	-	0%	-	-	-	\$190,981	355	5.7%
2027	-	-	0%	-	-	-	\$178,478	332	5.9%
2026	-	-	0%	-	-	-	\$168,556	313	6.0%
2025	-	-	-	-	-	-	\$163,708	304	6.0%
YTD	9	\$49.5M	2.6%	\$5,503,889	\$63,425	6.8%	\$163,052	303	6.0%
2024	16	\$170.9M	3.9%	\$10,679,929	\$147,182	6.8%	\$160,574	299	6.0%
2023	19	\$165.6M	3.6%	\$9,741,505	\$172,326	7.4%	\$159,529	297	5.9%
2022	38	\$348M	10.6%	\$9,941,960	\$133,321	6.6%	\$174,453	324	5.2%
2021	52	\$742M	18.6%	\$14,840,832	\$166,042	6.5%	\$180,021	335	4.9%
2020	36	\$344.3M	11.1%	\$11,475,333	\$126,288	7.4%	\$138,470	257	5.6%
2019	44	\$279.2M	13.1%	\$6,810,290	\$91,548	8.0%	\$121,948	227	6.0%
2018	24	\$162.2M	9.0%	\$7,051,462	\$77,823	7.3%	\$118,015	219	6.1%
2017	26	\$138.9M	8.3%	\$6,039,457	\$78,038	8.4%	\$110,694	206	6.2%
2016	28	\$277.4M	15.2%	\$10,668,530	\$89,565	6.4%	\$104,683	195	6.3%
2015	21	\$39M	4.5%	\$2,052,422	\$58,553	7.0%	\$98,032	182	6.4%
2014	23	\$168.3M	11.8%	\$7,316,170	\$70,941	7.0%	\$90,774	169	6.6%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred. The price index is not smoothed.

4 & 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	\$260,660	371	5.3%
2028	-	-	0%	-	-	-	\$246,184	350	5.4%
2027	-	-	0%	-	-	-	\$229,795	327	5.5%
2026	-	-	0%	-	-	-	\$216,770	308	5.7%
2025	-	-	-	-	-	-	\$210,424	299	5.7%
YTD	2	\$9.9M	1.8%	\$4,940,500	\$43,338	-	\$209,544	298	5.7%
2024	1	\$37.6M	1.1%	\$37,603,500	\$291,500	5.9%	\$206,893	294	5.7%
2023	1	\$79.2M	3.0%	\$79,200,000	\$264,000	-	\$208,252	296	5.5%
2022	5	\$91.1M	8.3%	\$22,769,344	\$156,490	-	\$227,230	323	4.9%
2021	9	\$406.5M	21.6%	\$45,166,667	\$225,083	4.5%	\$235,719	335	4.5%
2020	1	\$63.2M	3.5%	\$63,150,000	\$223,145	5.3%	\$182,680	260	5.1%
2019	2	\$74.2M	6.2%	\$37,100,000	\$164,159	5.2%	\$160,965	229	5.6%
2018	2	\$60.1M	8.0%	\$30,025,000	\$112,876	5.8%	\$156,469	223	5.6%
2017	2	\$72.4M	9.0%	\$36,200,000	\$127,690	5.7%	\$147,283	210	5.7%
2016	4	\$125.9M	22.7%	\$31,475,000	\$104,742	5.9%	\$138,669	197	5.8%
2015	1	\$4.7M	0.8%	\$4,675,000	\$116,875	7.0%	\$129,915	185	5.9%
2014	2	\$55.2M	13.3%	\$27,587,500	\$104,104	6.1%	\$119,922	171	6.0%

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3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	\$173,382	375	5.7%
2028	-	-	0%	-	-	-	\$164,046	354	5.8%
2027	-	-	0%	-	-	-	\$153,482	332	5.9%
2026	-	-	0%	-	-	-	\$145,126	313	6.1%
2025	-	-	-	-	-	-	\$141,048	305	6.1%
YTD	1	\$1.8M	0.2%	\$1,800,000	\$60,000	6.4%	\$140,552	304	6.1%
2024	9	\$122.2M	7.1%	\$13,582,778	\$136,130	6.3%	\$138,215	299	6.1%
2023	5	\$61.6M	3.3%	\$12,327,669	\$152,193	-	\$136,043	294	6.0%
2022	19	\$213.6M	14.0%	\$11,867,067	\$124,916	-	\$149,327	323	5.3%
2021	20	\$201.1M	14.4%	\$11,171,568	\$139,645	6.9%	\$154,910	335	4.9%
2020	19	\$248.4M	17.2%	\$16,560,667	\$125,523	6.9%	\$117,397	254	5.7%
2019	17	\$171.6M	16.4%	\$10,094,559	\$91,573	6.7%	\$103,055	223	6.1%
2018	11	\$83.3M	9.5%	\$7,568,641	\$77,231	7.4%	\$99,692	215	6.2%
2017	10	\$30M	5.7%	\$4,286,429	\$55,360	8.3%	\$93,880	203	6.3%
2016	13	\$144M	15.9%	\$11,996,241	\$82,638	6.2%	\$89,182	193	6.4%
2015	9	\$27.1M	6.4%	\$3,873,789	\$67,120	6.0%	\$83,636	181	6.5%
2014	13	\$103.9M	14.2%	\$7,991,248	\$67,153	6.5%	\$77,747	168	6.6%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred. The price index is not smoothed.

1 & 2 STAR SALES

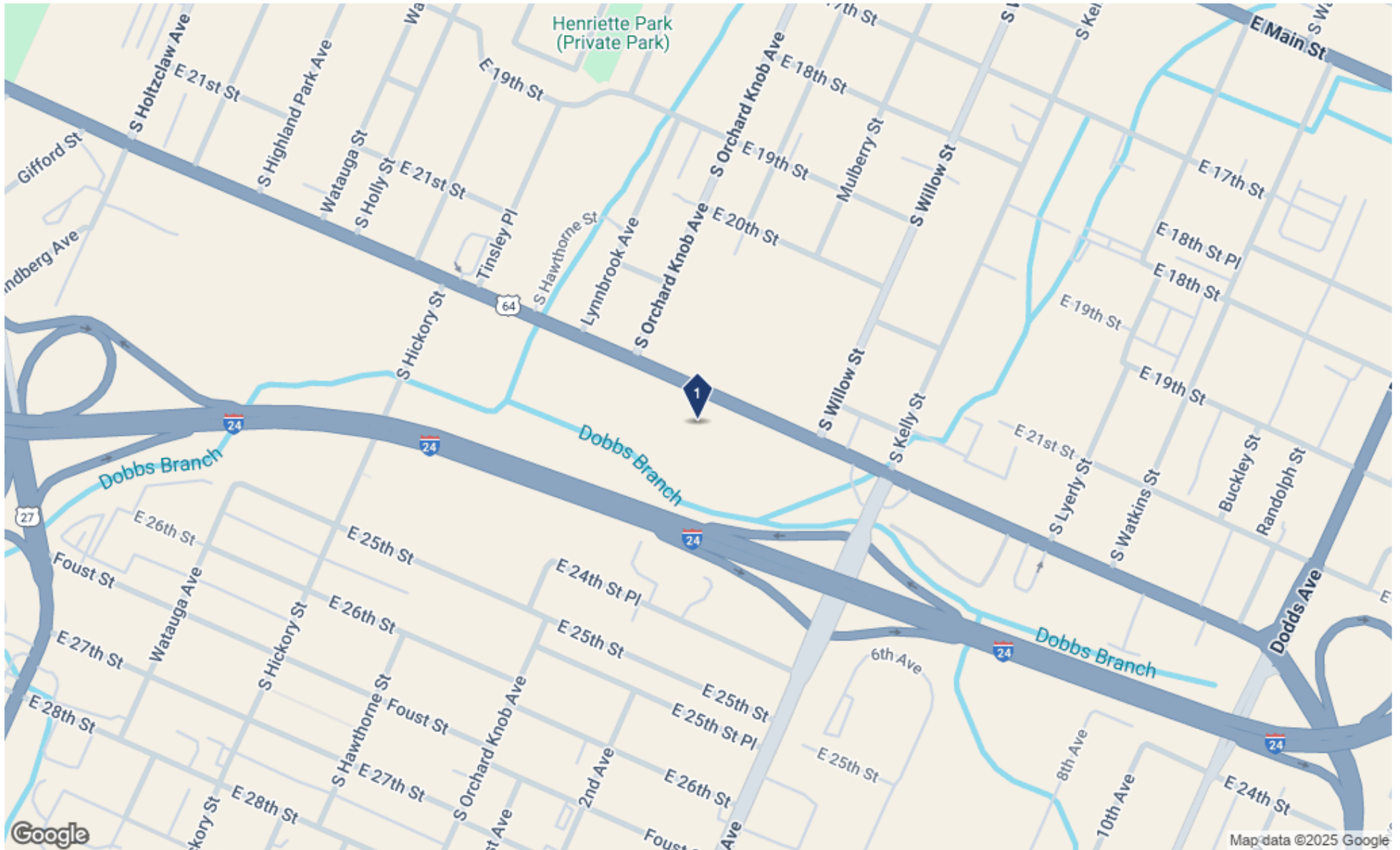
Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2029	-	-	0%	-	-	-	\$134,235	404	6.3%
2028	-	-	0%	-	-	-	\$127,054	382	6.4%
2027	-	-	0%	-	-	-	\$118,942	358	6.6%
2026	-	-	0%	-	-	-	\$112,485	339	6.7%
2025	-	-	-	-	-	-	\$109,272	329	6.7%
YTD	6	\$37.9M	9.8%	\$6,309,000	\$72,379	7.0%	\$108,749	327	6.7%
2024	6	\$11M	2.5%	\$1,838,393	\$82,316	9.7%	\$106,337	320	6.8%
2023	13	\$24.8M	5.2%	\$2,251,567	\$96,747	7.4%	\$102,393	308	6.7%
2022	14	\$43.3M	6.5%	\$3,329,538	\$136,113	6.6%	\$111,779	336	5.9%
2021	23	\$134.5M	23.0%	\$5,845,800	\$109,937	6.6%	\$110,382	332	5.6%
2020	16	\$32.7M	9.2%	\$2,335,714	\$70,474	7.9%	\$86,034	259	6.4%
2019	25	\$33.4M	15.5%	\$1,518,836	\$46,152	9.3%	\$76,402	230	6.9%
2018	11	\$18.9M	9.2%	\$1,887,858	\$39,828	8.0%	\$72,387	218	7.0%
2017	14	\$36.5M	12.9%	\$2,607,321	\$54,400	8.9%	\$65,739	198	7.2%
2016	11	\$7.5M	6.0%	\$752,689	\$49,195	9.1%	\$62,633	189	7.3%
2015	11	\$7.2M	4.3%	\$654,955	\$32,453	8.0%	\$58,224	175	7.4%
2014	8	\$9.2M	5.7%	\$1,151,337	\$31,223	8.1%	\$54,050	163	7.6%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred. The price index is not smoothed.

DELIVERIES & UNDER CONSTRUCTION

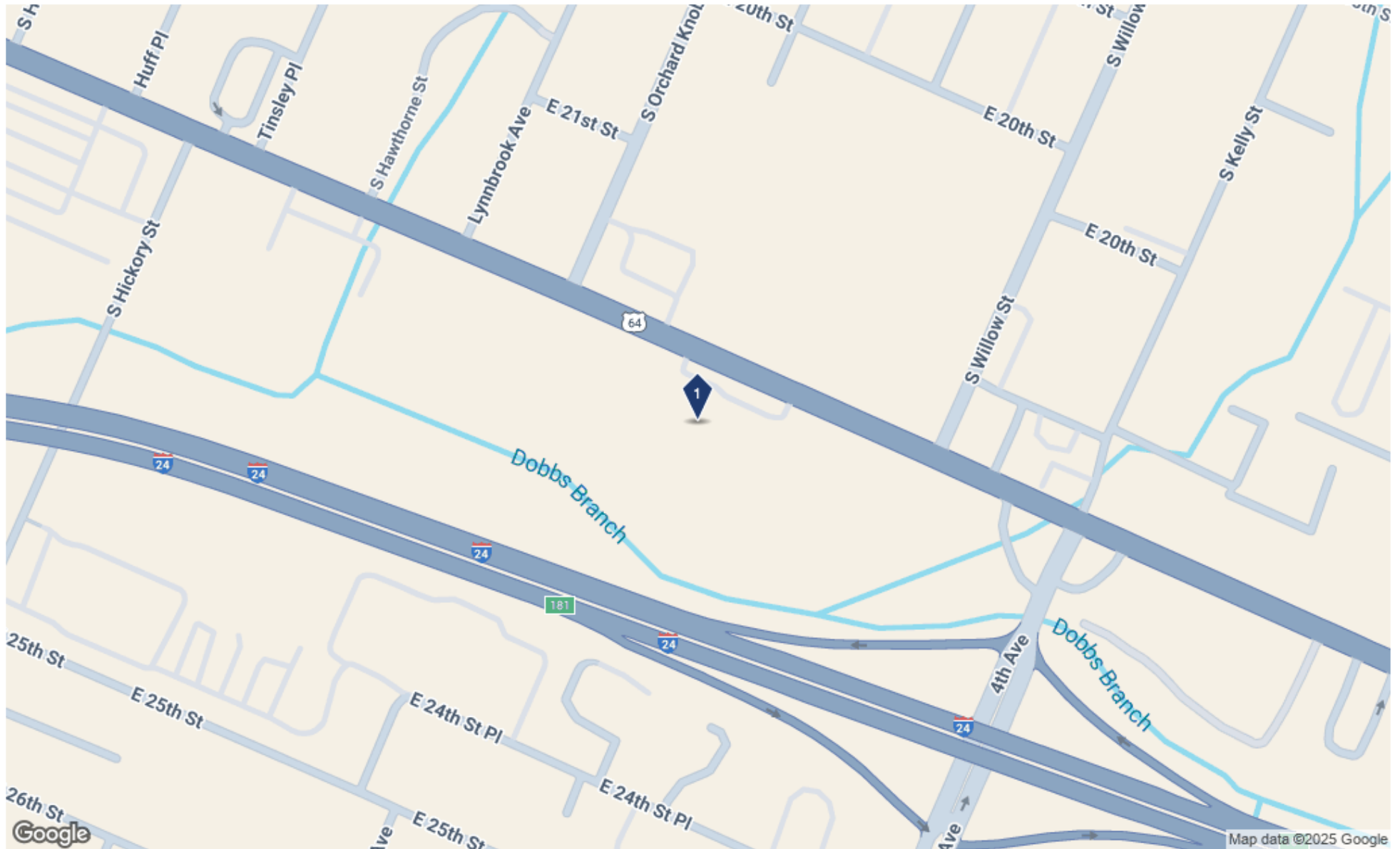
Year	Inventory			Deliveries		Net Deliveries		Under Construction	
	Bldgs	Units	Vacancy	Bldgs	Units	Bldgs	Units	Bldgs	Units
2029	-	32,315	7.8%	-	486	-	480	-	-
2028	-	31,835	8.2%	-	418	-	413	-	-
2027	-	31,422	9.2%	-	665	-	659	-	-
2026	-	30,763	8.8%	-	198	-	193	-	-
2025	-	30,570	9.7%	-	648	-	647	-	-
YTD	425	30,571	10.1%	5	648	5	648	5	615
2024	420	29,923	11.7%	16	2,234	16	2,234	6	708
2023	404	27,689	8.3%	10	915	10	915	20	2,830
2022	394	26,774	8.3%	13	1,114	13	1,114	16	1,810
2021	381	25,660	5.1%	7	438	7	438	13	1,123
2020	374	25,222	8.0%	15	1,257	15	1,257	9	624
2019	359	23,965	7.8%	5	773	5	773	18	1,347
2018	354	23,192	7.8%	8	535	8	535	14	1,377
2017	346	22,657	9.3%	10	1,145	10	1,145	12	1,446
2016	336	21,512	6.9%	5	160	5	160	13	1,587
2015	331	21,352	8.3%	8	1,274	7	1,269	5	229
2014	324	20,083	10.8%	4	811	4	811	7	1,026
2013	320	19,272	8.4%	3	412	3	412	6	863





The Chatt Inn - 2000 E 23rd St

Chattanooga, Tennessee 37404 (Hamilton County) - Chattanooga Surrounding Submarket






The Chatt Inn - 2000 E 23rd St

Chattanooga, Tennessee 37404 (Hamilton County) - Chattanooga Surrounding Submarket

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Demographic Summary Report

The Chatt Inn							
2000 E 23rd St, Chattanooga, TN 37404							
Building Type: Hospitality		Total Available: 0 SF					
Class: -		% Leased: 0%					
RBA: 106,162 SF		Rent/SF/Yr: -					
Typical Floor: 53,081 SF							
Radius	1 Mile		3 Mile		5 Mile		
Population							
2029 Projection	11,378		84,262		154,849		
2024 Estimate	10,525		78,135		144,885		
2020 Census	9,390		70,312		134,890		
Growth 2024 - 2029	8.10%		7.84%		6.88%		
Growth 2020 - 2024	12.09%		11.13%		7.41%		
2024 Population by Hispanic Origin	3,552		10,198		14,102		
2024 Population	10,525		78,135		144,885		
White	3,435	32.64%	38,088	48.75%	84,390	58.25%	
Black	3,491	33.17%	27,055	34.63%	40,077	27.66%	
Am. Indian & Alaskan	116	1.10%	282	0.36%	454	0.31%	
Asian	16	0.15%	697	0.89%	1,560	1.08%	
Hawaiian & Pacific Island	7	0.07%	18	0.02%	67	0.05%	
Other	3,458	32.86%	11,995	15.35%	18,338	12.66%	
U.S. Armed Forces	7		34		73		
Households							
2029 Projection	3,862		34,998		65,543		
2024 Estimate	3,567		32,330		61,155		
2020 Census	3,189		28,693		56,541		
Growth 2024 - 2029	8.27%		8.25%		7.18%		
Growth 2020 - 2024	11.85%		12.68%		8.16%		
Owner Occupied	1,236	34.65%	12,826	39.67%	29,306	47.92%	
Renter Occupied	2,331	65.35%	19,503	60.32%	31,849	52.08%	
2024 Households by HH Income	3,567		32,329		61,153		
Income: <\$25,000	1,265	35.46%	10,445	32.31%	17,527	28.66%	
Income: \$25,000 - \$50,000	1,020	28.60%	7,714	23.86%	14,384	23.52%	
Income: \$50,000 - \$75,000	526	14.75%	4,837	14.96%	9,604	15.70%	
Income: \$75,000 - \$100,000	346	9.70%	3,243	10.03%	7,301	11.94%	
Income: \$100,000 - \$125,000	202	5.66%	2,382	7.37%	4,330	7.08%	
Income: \$125,000 - \$150,000	56	1.57%	1,230	3.80%	2,638	4.31%	
Income: \$150,000 - \$200,000	67	1.88%	1,146	3.54%	2,327	3.81%	
Income: \$200,000+	85	2.38%	1,332	4.12%	3,042	4.97%	
2024 Avg Household Income	\$51,463		\$63,389		\$68,607		
2024 Med Household Income	\$33,678		\$41,292		\$46,652		