

8-Unit Investment Portfolio Located in Jackson, TN

Dancy Deaderick Portfolio Offering Memorandum



Marcus & Millichap

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Dancy Deaderick Portfolio

101 Dancy Street
Jackson, TN 38301

310 W Deaderick Street
Jackson, TN 38301

Years Built	1960 & 1972
Number of Units	8
Lot Area	0.33 Acres
Average Unit SF	725
Average Rent	\$645
Average Rent Per SF	\$0.89
Average Pro-forma Rent	\$850
Average Pro-forma Rent Per SF	\$1.17

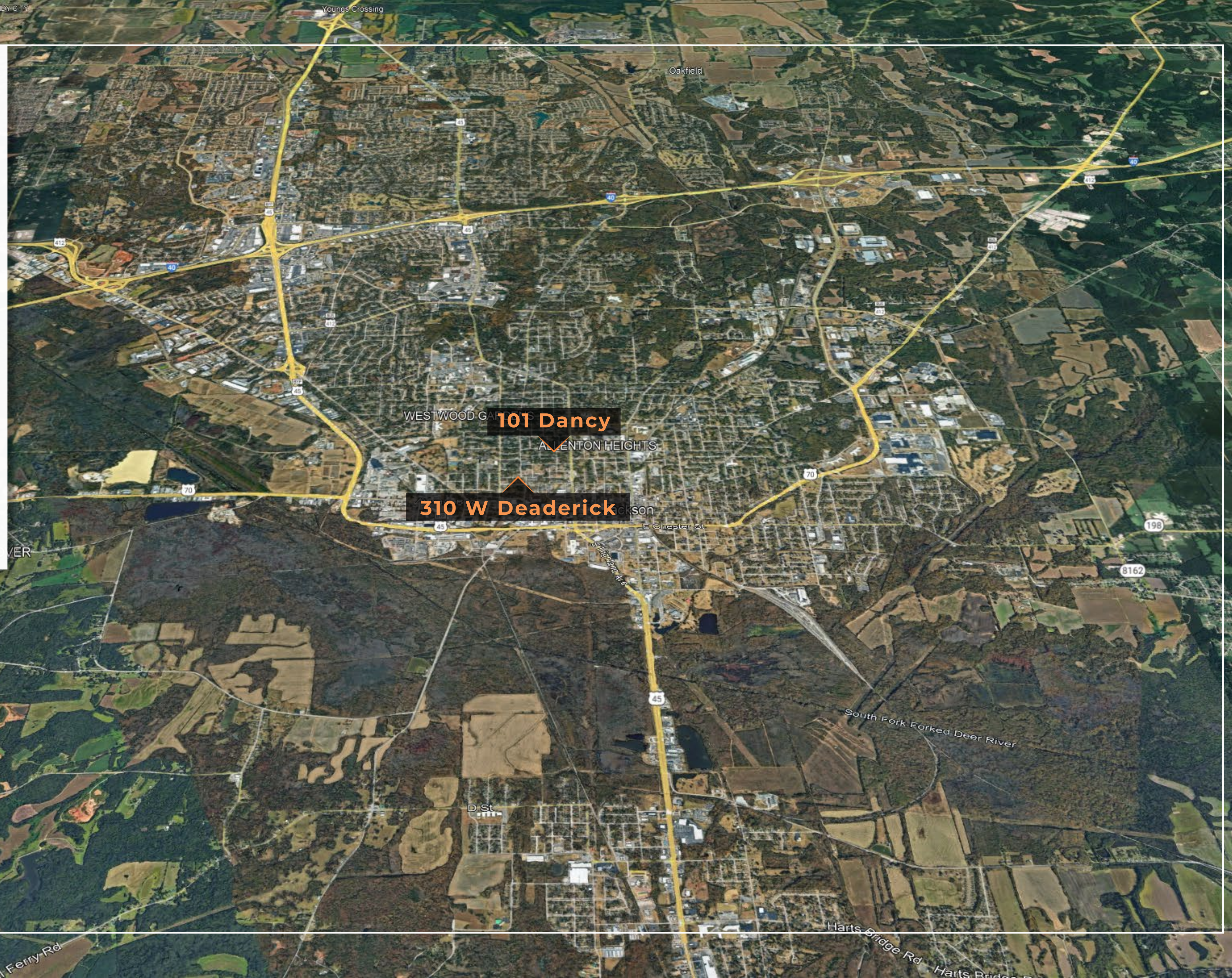


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01 | INVESTMENT SUMMARY



Marcus & Millichap

Cosgrove Advisory Group



Dancy Deaderick Portfolio

Operating Data

INCOME		CURRENT		PRO-FORMA
Gross Scheduled Rent		\$62,640		\$81,600
Less: Vacancy/Deductions	5.0%	\$3,132	5.0%	\$4,080
Total Effective Rental Income		\$59,508		\$77,520
Other Income		\$0		\$0
Effective Gross Income		\$59,508		\$77,520
Less: Expenses	34.5%	\$20,542	36.7%	\$28,442
Net Operating Income		\$38,966		\$49,078

EXPENSES		CURRENT		PRO-FORMA
Real Estate Taxes		\$2,533		\$8,655
Insurance		\$2,548		\$2,625
Repairs & Maintenance		\$8,000		\$8,240
Landscaping		\$700		\$721
Operating Reserves		\$2,000		\$2,000
Management Fee		\$4,761		\$6,202
TOTAL EXPENSES		\$20,542		\$28,442
Expenses/Unit		\$2,568		\$3,555
Expenses/SF		\$3.57		\$4.95

# OF UNITS	UNIT TYPE	SQFT	SCHEDULED RENTS	MARKET RENTS
2	1 Bed 1 Bath	719	\$653	\$850

List Price:

\$620,870

Cap Rate: **6.28%**

Pro-Forma Cap Rate: **7.90%**

Marcus & Millichap has been selected to exclusively market for sale the Dancy Deaderick Portfolio in Jackson, TN. This 8-unit offering will allow potential investors to purchase a rare value-add opportunity located in one of Tennessee's fastest growing markets, Jackson, TN.

This portfolio presents investors with the opportunity to acquire two fully leased properties generating a combined monthly gross income of \$5,220. With current rents averaging \$198 below market value, there's immediate upside potential through rental increases, offering a clear path to increased cash flow and long-term value.

With the new 900,000 square foot Georgia-Pacific facility recently built as well as the \$5.6 billion Ford BlueOval City which is expected to be completed towards the end of 2027, this offering will allow potential investors to capitalize on the rapidly growing market of Jackson, TN.

Offers should be presented in the form of a non-binding Letter of Intent, spelling out the significant terms and conditions of the Purchaser's offer including, but not limited to: 1) asset pricing, 2) due diligence and closing time frame, 3) earnest money deposit, 4) a description of the debt/equity structure, and 5) qualification to close. The purchase terms shall require all cash to be paid at closing.

At no point should tenants or staff be contacted regarding the sale of the Dancy Deaderick Portfolio.



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310 W. Deaderick St. Jackson,
TN 38301

02 | INVESTMENT OVERVIEW

Dancy Deaderick Portfolio

**101 Dancy Street
Jackson, TN 38301**

**310 W Deaderick Street
Jackson, TN 38301**

Years Built: **1960-1972**

Number of Units: **8**

Investment Highlights:

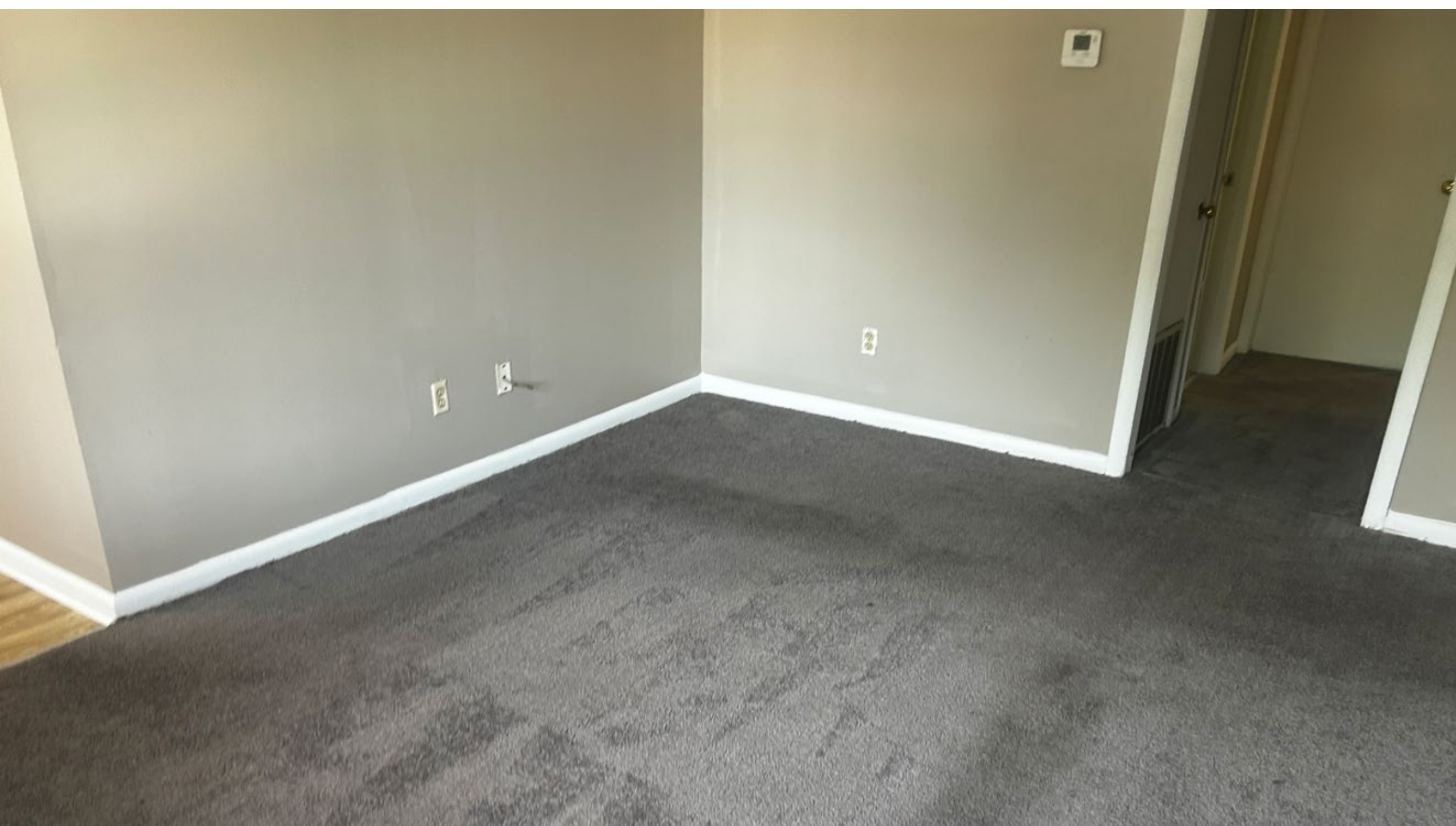
- Multifamily properties currently producing a monthly gross monthly income of \$5,220
- With current rents averaging \$198 below market value, there's immediate upside potential through rental increases, offering a clear path to increased cash flow and long-term value.
- Roof has been replaced at 310 Deaderick in 2019



101 Dancy Street Jackson, TN 38301

Year Built	1972
Number of Units	6
Lot Area	0.27 Acres
Average Unit SF	725
Average Rent	\$645
Average Rent Per SF	\$0.89
Average Pro-forma Rent	\$850
Average Pro-forma Rent Per SF	\$1.17





310 W Deaderick Street
Jackson, TN 38301

Year Built	1960
Number of Units	2
Lot Area	0.06 Acres
Average Unit SF	700
Average Rent	\$675
Average Rent Per SF	\$0.96
Average Pro-forma Rent	\$850
Average Pro-forma Rent Per SF	\$1.21



13 | 310 W Deaderick Street





03 | LOCATION OVERVIEW

Jackson, TN

The City of Jackson, known as “The Hub City,” is the 8th largest city in the state of Tennessee. While the nickname “Hub City” is a nod to Jackson’s history as a railroad town, the city’s location halfway between Nashville and Memphis along Interstate 40, as well as its rail access, being located an hour from each major river in Tennessee, and its regional airport make it a modern day, multi-modal hub. Jackson is home to six colleges and universities, as well as a state technology center. Healthcare is Jackson’s largest industry, followed by manufacturing with everything from automotive parts to Pringles potato chips being made in Jackson. Jackson serves as the retail, employment, and entertainment hub for the West Tennessee region, serving over 400,000 people on a daily basis.



Central Location

Halfway between Nashville and Memphis along Interstate 40, as well as its rail access, being located an hour from each major river in Tennessee, and its regional airport make it a modern day, multi-modal hub.



Diversifying Economy

Jackson has a strong industrial and healthcare presence, with major employers contributing to a robust job market.

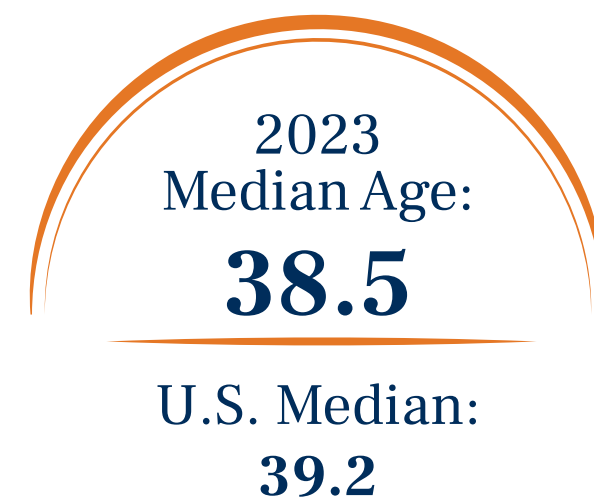


Outdoor Recreation

With nearby parks and the scenic Tennessee River, the area offers ample opportunities for fishing, hiking, and other outdoor activities, making it a great spot for nature lovers.

Jackson, TN Economy

- Nestled between Memphis and Nashville, the Jackson region is where businesses thrive, and entrepreneurial spirit resonates across industries and communities. Jackson serves as a regional hub of over 300,000 people. Many large corporations call the area home, including Toyota Motor Manufacturing TN, Kellanova, Dixie Jackson and Stanley Black & Decker.
- With a well-connected workforce from six colleges and universities, the city fosters a culture of education and innovation. Jackson’s below-average cost of living makes it an attractive destination for individuals and businesses, providing affordable housing and a competitive business environment.
- Jackson boasts a diverse range of industries, including manufacturing, healthcare, education, and technology. This variety creates a dynamic and resilient business environment, offering numerous opportunities for job seekers and entrepreneurs alike, making Jackson a great location for relocating, expanding and startup companies.



* Forecast
Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody’s Analytics; U.S. Census Bureau

Jackson, TN Major Employers	Employees
Delta Faucet Company	1,350
Kellanova	1,342
Stanley Black & Decker	1,060
ConAgra Brands	1,000
Toyota Boshoku Tennessee	628
Pacific Manufacturing Tennessee	600
TBDN Tennessee Company	535
Toyota Motor Manufacturing Tennessee	467
Portfolio Recovery Associates	450
Kirkland’s, Inc.	436

Blue Oval City

Called BlueOval City, the complex will be constructed on a nearly 6-square-mile site in west Tennessee 43 miles west of Jackson. The site will build next-generation electric F-Series pickups and advanced batteries.

Moreover, a new BlueOval SK Battery Park is to be built in central Kentucky consisting of twin battery plants that will power a new lineup of Ford and Lincoln EVs.

Ford and SK Innovation plan to invest \$11.4 billion and create nearly 11,000 new jobs – close to 6,000 in Stanton, Tennessee, and 5,000 in Glendale, Kentucky; production of the new electric vehicles and advanced lithium-ion batteries will begin in 2025.

Three new BlueOval SK battery plants – two in Kentucky and one in Tennessee – will enable 129 gigawatt hours a year of U.S. production capacity for Ford.



Source: corporate.ford.com



Source: corporate.ford.com

\$5.6 Billion
Planned Investment in TN

3,600
Acre Site

6,000
Expected jobs

2025
Completion date

\$3.5 Billion
Expected to add per year to
Tennessee's gross state product

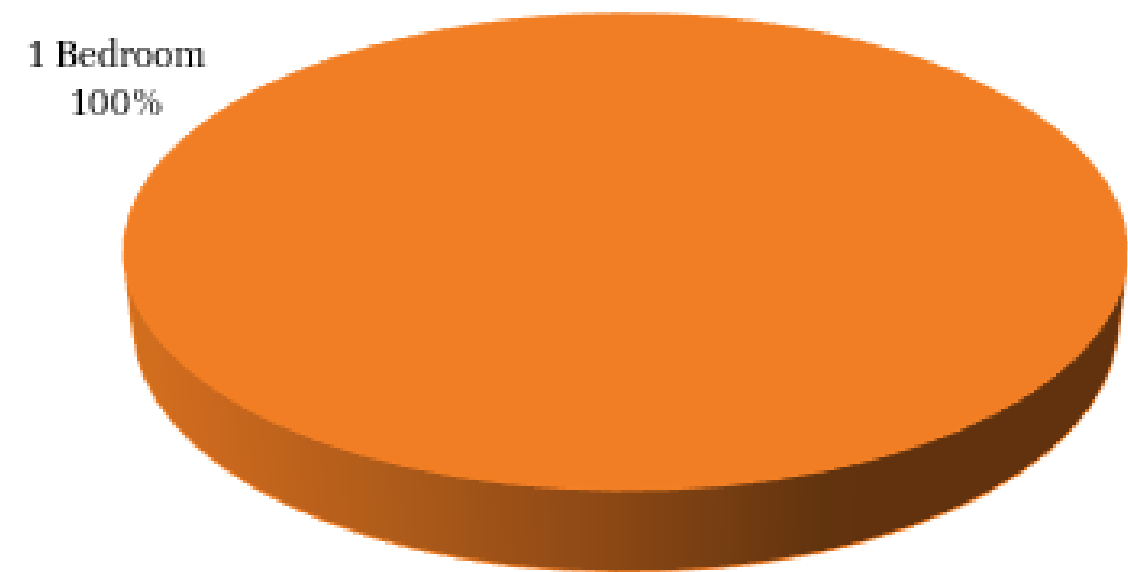


04 | FINANCIAL OVERVIEW

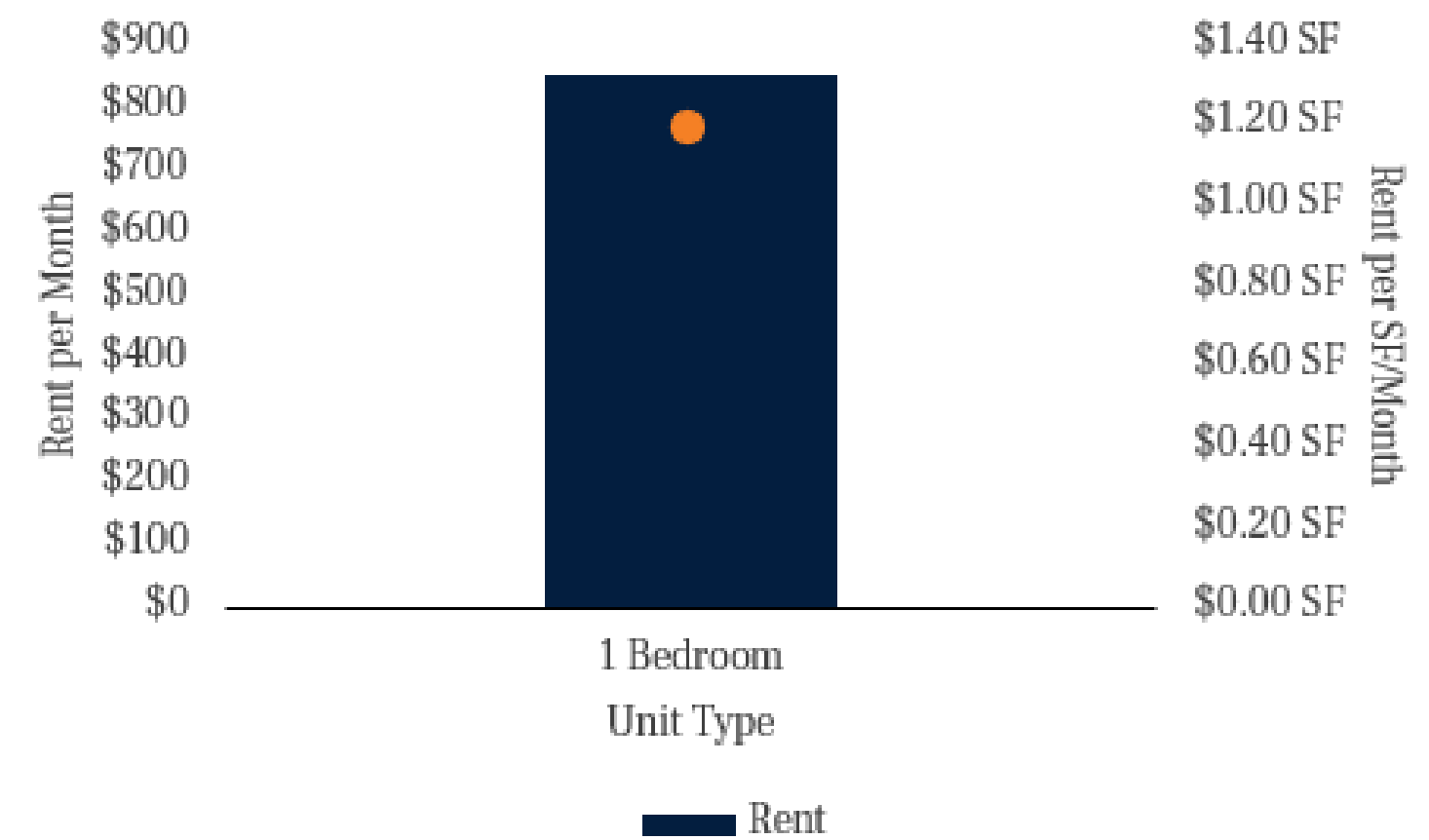
Rent Roll Summary

UNIT TYPE	# OF UNITS	AVG SQ FEET	RENTAL RANGE	SCHEDULED			POTENTIAL		
				AVERAGE RENT	AVERAGE RENT / SF	MONTHLY	AVERAGE RENT	AVERAGE RENT / SF	MONTHLY
1 Bed 1 Bath	8	719	\$575 - \$700	\$653	\$0.91	\$5,220	\$850	\$1.18	\$6,800
Totals/Weighted Averages	8	719		\$653	\$0.91	\$5,220	\$850	\$1.18	\$6,800
Gross Annualized Rents				\$62,640			\$81,600		

Unit Distribution



Unit Rent



Operating Statement

INCOME	CURRENT		PRO-FORMA		NOTES	PER UNIT	PER SF
Gross Potential Rent	81,600		81,600			10,200	14.19
Loss / Gain to Lease	(18,960)	23.2%	0			0	0.00
Gross Scheduled Rent	62,640		81,600			10,200	14.19
Physical Vacancy	(3,132)	5.0%	(4,080)	5.0%	[1]	(510)	(0.71)
Total Vacancy	(\$3,132)	5.0%	(\$4,080)	5.0%		(\$510)	(\$1)
Effective Gross Income	\$59,508		\$77,520			\$9,690	\$13.48

EXPENSES	CURRENT		PRO-FORMA		NOTES	PER UNIT	PER SF
Real Estate Taxes	2,533		8,655		[2]	1,082	1.51
Insurance	2,548		2,625		[3]	328	0.46
Repairs & Maintenance	8,000		8,240		[3,4]	1,030	1.43
Landscaping	700		721		[3,5]	90	0.13
Operating Reserves	2,000		2,000		[6]	250	0.35
Management Fee	4,761	8.0%	6,202	8.0%	[7]	775	1.08
Total Expenses	\$20,542		\$28,442			\$3,555	\$4.95
Expenses as % of EGI	34.5%		36.7%				
Net Operating Income	\$38,966		\$49,078			\$6,135	\$8.54

[1] Market Assumption

[2] Pro-Forma Taxes based on listed price

[3] 3% Increase due to Inflation

[4] Repairs & Maintenance: \$1,000/Unit

[5] Landscaping: \$100 x 7 months

[6] Operating Reserves: \$250/Unit

[7] 8% Management Fee

Rent Comparables



Bradford Chase

Date Surveyed: 6/10/2025

24 Williamsburg Village Drive, Jackson, TN 38305

 148 Units

 Occupancy: 98%

 Year Built: 1988

UNIT TYPE	SF	RENT LOW	RENT HIGH	RENT AVG.	RENT/SF
1 Bed 1 Bath	608	\$1,045	\$1,090	\$1,068	\$1.76
1 Bed 1 Bath	729	\$1,055	\$1,155	\$1,105	\$1.52
2 Bed 2 Bath	980	\$1,265	\$1,320	\$1,293	\$1.32

Application Fees / Administration Fees \$10 Application / \$150 Admin Fee

Water & Sewer Responsibility

Trash Removal Responsibility

Amenities Pool, fitness center, and laundry facilities

Status of W/D Connections Yes



The Pointe at 731

Date Surveyed: 6/10/2025

100 Parkwood Terrace, Jackson, TN 38301

 84 Units

 Occupancy: 95%

 Year Built: 1997

UNIT TYPE	SF	RENT LOW	RENT HIGH	RENT AVG.	RENT/SF
1 Bed 1 Bath	958	\$999	\$1,099	\$1,049	\$1.09
2 Bed 2 Bath	1,150	\$1,099	\$1,249	\$1,174	\$1.02
3 Bed 2 Bath	1,341	\$1,325	\$1,325	\$1,325	\$0.99

Application Fees / Administration Fees \$50 Application Fee

Water & Sewer Responsibility Landlord

Trash Removal Responsibility Landlord

Amenities Pool, laundry facilities, and playground

Status of W/D Connections Yes

Rent Comparables



Patricia Terrace Apartments

Date Surveyed: 6/10/2025

1585 Hollywood Drive, Jackson, TN 38305

102 Units

Occupancy: 95%

Year Built: 1972

UNIT TYPE	SF	RENT LOW	RENT HIGH	RENT AVG.	RENT/SF
1 Bed 1 Bath	730	\$850	\$850	\$850	\$1.16
2 Bed 1.5 Bath	935	\$925	\$950	\$938	\$1.00
2 Bed 1.5 Bath Towhome	1,200	\$1,150	\$1,150	\$1,150	\$0.96

Application Fees / Administration Fees \$50 Application / \$150 Admin Fee

Water & Sewer Responsibility

Trash Removal Responsibility

Amenities Laundry facilities

Status of W/D Connections No



The Hermitage

Date Surveyed: 6/10/2025

189 Old hickory Boulevard, Jackson, TN 38305

227 Units

Occupancy: 94%

Year Built: 1971

UNIT TYPE	SF	RENT LOW	RENT HIGH	RENT AVG.	RENT/SF
1 Bed 1 Bath	648	\$987	\$1,077	\$1,032	\$1.59
2 Bed 1 Bath	920	\$934	\$1,013	\$974	\$1.06
2 Bed 1.5 Bath	1,112	\$1,059	\$1,059	\$1,059	\$0.95

Application Fees / Administration Fees \$75 Application / \$200 Admin Fee

Water & Sewer Responsibility

Trash Removal Responsibility

Amenities Pool and laundry facilities

Status of W/D Connections Yes

Rent Comparables



The Pointe at Boardwalk

Date Surveyed: 6/10/2025

100 Boardwalk Cove, Jackson, TN 38301

 96 Units

 Occupancy: 97%

 Year Built: 1998

UNIT TYPE	SF	RENT LOW	RENT HIGH	RENT AVG.	RENT/SF
2 Bed 2 Bath	1,150	\$1,199	\$1,324	\$1,262	\$1.10
3 Bed 2 Bath	1,349	\$1,125	\$1,325	\$1,225	\$0.91

Application Fees / Administration Fees \$50 Application Fee

Water & Sewer Responsibility

Trash Removal Responsibility

Amenities Fitness center, pool, and playground

Status of W/D Connections Yes



Whispering Oaks

Date Surveyed: 6/10/2025

1985 Campbell Street, Jackson, TN 38305

 50 Units

 Occupancy: 98%

 Year Built: 1995

UNIT TYPE	SF	RENT LOW	RENT HIGH	RENT AVG.	RENT/SF
1 Bed 1 Bath	760	\$1,070	\$1,070	\$1,070	\$1.41
2 Bed 2 Bath	1,080	\$1,378	\$1,378	\$1,378	\$1.28

Application Fees / Administration Fees \$50 Application / \$100 Admin Fee

Water & Sewer Responsibility

Trash Removal Responsibility

Amenities Gated and laundry facilities

Status of W/D Connections Yes

Rent Comparables

1 Bedroom Sorted by Net Rent Highest to Lowest

PROPERTY	YEAR BUILT	UNIT TYPE	W/D CONNECTIONS	SF	MARKET RENT	NET RENT	NET RENT/SF
Bradford Chase	1988	1 Bed 1 Bath	Yes	729	\$1,105	\$1,105	\$1.52
Whispering Oaks	1995	1 Bed 1 Bath	Yes	760	\$1,070	\$1,070	\$1.41
Bradford Chase	1988	1 Bed 1 Bath	Yes	608	\$1,068	\$1,068	\$1.76
The Pointe at 731	1997	1 Bed 1 Bath	Yes	958	\$1,049	\$1,049	\$1.09
The Hermitage	1971	1 Bed 1 Bath	Yes	648	\$1,032	\$1,032	\$1.59
Patricica Terrace Apartments	1971	1 Bed 1 Bath	No	730	\$850	\$850	\$1.16
310 W Deaderick Street	1960	1 Bed 1 Bath	-	700	\$675	\$675	\$0.96
101 Dancy Street	1972	1 Bed 1 Bath	-	725	\$645	\$645	\$0.89
Averages				732	\$937	\$937	\$1.30

1 Bedroom Sorted by Net Rent/SF Highest to Lowest

PROPERTY	YEAR BUILT	UNIT TYPE	W/D CONNECTIONS	SF	MARKET RENT	NET RENT	NET RENT/SF
Bradford Chase	1988	1 Bed 1 Bath	Yes	608	\$1,068	\$1,068	\$1.76
The Hermitage	1971	1 Bed 1 Bath	Yes	648	\$1,032	\$1,032	\$1.59
Bradford Chase	1988	1 Bed 1 Bath	Yes	729	\$1,105	\$1,105	\$1.52
Whispering Oaks	1995	1 Bed 1 Bath	Yes	760	\$1,070	\$1,070	\$1.41
Patricica Terrace Apartments	1971	1 Bed 1 Bath	No	730	\$850	\$850	\$1.16
The Pointe at 731	1997	1 Bed 1 Bath	Yes	958	\$1,049	\$1,049	\$1.09
310 W Deaderick Street	1960	1 Bed 1 Bath	-	700	\$675	\$675	\$0.96
101 Dancy Street	1972	1 Bed 1 Bath	-	725	\$645	\$645	\$0.89
Averages				732	\$937	\$937	\$1.30



05 | DEMOGRAPHICS

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Population	5,160	28,926	66,971
2023 Estimate			
Total Population	5,180	28,802	66,259
2020 Census			
Total Population	5,350	29,204	66,145
2010 Census			
Total Population	5,636	30,302	65,856
Daytime Population			
2023 Estimate	8,095	50,527	88,967
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Households	2,277	12,208	26,842
2023 Estimate			
Total Households	2,278	12,109	26,452
Average (Mean) Household Size	2.1	2.2	2.4
2020 Census			
Total Households	2,264	12,032	26,189
2010 Census			
Total Households	2,351	11,865	25,295
Growth 2023-2028	0.0%	0.8%	1.5%
HOUSING UNITS	1 Mile	3 Miles	5 Miles
Occupied Units			
2028 Projection	2,736	13,942	29,923
2023 Estimate	2,710	13,802	29,471
Owner Occupied	766	6,004	14,598
Renter Occupied	1,512	6,105	11,854
Vacant	432	1,693	3,019
Persons In Units			
2023 Estimate Total Occupied Units	2,278	12,109	26,452
1 Person Units	42.4%	36.1%	32.0%
2 Person Units	27.9%	32.7%	32.8%
3 Person Units	14.0%	14.9%	16.7%
4 Person Units	8.3%	8.8%	10.4%
5 Person Units	4.8%	4.6%	5.2%
6+ Person Units	2.6%	2.9%	2.9%

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2023 Estimate			
\$200,000 or More	1.8%	3.5%	3.6%
\$150,000 - \$199,000	1.4%	5.4%	5.2%
\$100,000 - \$149,000	7.7%	10.6%	12.9%
\$75,000 - \$99,999	8.0%	8.9%	10.2%
\$50,000 - \$74,999	19.7%	18.7%	18.7%
\$35,000 - \$49,999	13.4%	13.9%	13.3%
\$25,000 - \$34,999	11.3%	9.7%	8.9%
\$15,000 - \$24,999	12.7%	12.3%	11.2%
Under \$15,000	24.1%	17.1%	16.0%
Average Household Income	\$50,403	\$67,497	\$71,280
Median Household Income	\$37,435	\$46,132	\$50,747
Per Capita Income	\$22,206	\$29,343	\$29,198
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2023 Estimate Total Population	5,180	28,802	66,259
Under 20	31.3%	26.9%	27.1%
20 to 34 Years	22.6%	21.7%	21.0%
35 to 39 Years	5.7%	5.1%	5.6%
40 to 49 Years	9.8%	10.3%	11.2%
50 to 64 Years	15.2%	18.4%	19.1%
Age 65+	15.4%	17.6%	16.1%
Median Age	32.2	36.4	36.7
Population 25+ by Education Level			
2023 Estimate Population Age 25+	3,188	18,545	43,170
Elementary (0-8)	4.4%	3.9%	3.2%
Some High School (9-11)	9.8%	8.4%	8.2%
High School Graduate (12)	37.0%	31.7%	31.2%
Some College (13-15)	23.4%	21.9%	21.9%
Associate Degree Only	4.2%	5.9%	6.4%
Bachelors Degree Only	12.3%	16.2%	17.5%
Graduate Degree	8.9%	12.0%	11.6%
Population by Gender			
2023 Estimate Total Population	5,180	28,802	66,259
Male Population	44.7%	46.0%	46.9%
Female Population	55.3%	54.0%	53.1%



Population

In 2023, the population in your selected geography is 66,259. The population has changed by 0.61 since 2010. It is estimated that the population in your area will be 66,971 five years from now, which represents a change of 1.1 percent from the current year. The current population is 46.9 percent male and 53.1 percent female. The median age of the population in your area is 36.7, compared with the U.S. average, which is 38.7. The population density in your area is 843 people per square mile.



Households

There are currently 26,452 households in your selected geography. The number of households has changed by 4.57 since 2010. It is estimated that the number of households in your area will be 26,842 five years from now, which represents a change of 1.5 percent from the current year. The average household size in your area is 2.3 people.



Income

In 2023, the median household income for your selected geography is \$50,747, compared with the U.S. average, which is currently \$68,480. The median household income for your area has changed by 34.45 since 2010. It is estimated that the median household income in your area will be \$60,460 five years from now, which represents a change of 19.1 percent from the current year.

The current year per capita income in your area is \$29,198, compared with the U.S. average, which is \$39,249. The current year's average household income in your area is \$71,280, compared with the U.S. average, which is \$100,106.



Employment

In 2023, 33,297 people in your selected area were employed. The 2010 Census revealed that 59 of employees are in white-collar occupations in this geography, and 21.6 are in blue-collar occupations. In 2023, unemployment in this area was 5.0 percent. In 2010, the average time traveled to work was 19.00 minutes.



Housing

The median housing value in your area was \$170,307 in 2023, compared with the U.S. median of \$268,796. In 2010, there were 14,384.00 owner-occupied housing units and 10,911.00 renter-occupied housing units in your area.



Education

The selected area in 2023 had a higher level of educational attainment when compared with the U.S averages. Only 11.6 percent of the selected area's residents had earned a graduate degree compared with the national average of 12.7 percent, and 17.5 percent completed a bachelor's degree, compared with the national average of 20.2 percent.

The number of area residents with an associate degree was lower than the nation's at 6.4 percent vs. 8.5 percent, respectively.

The area had more high-school graduates, 31.2 percent vs. 26.9 percent for the nation. The percentage of residents who completed some college is also higher than the average for the nation, at 21.9 percent in the selected area compared with the 20.1 percent in the U.S.

8-Unit Investment Portfolio Located in Jackson, TN

Dancy Deaderick Portfolio Offering Memorandum

