

LOUISVILLE RESIDENTIAL INVESTING REPORT

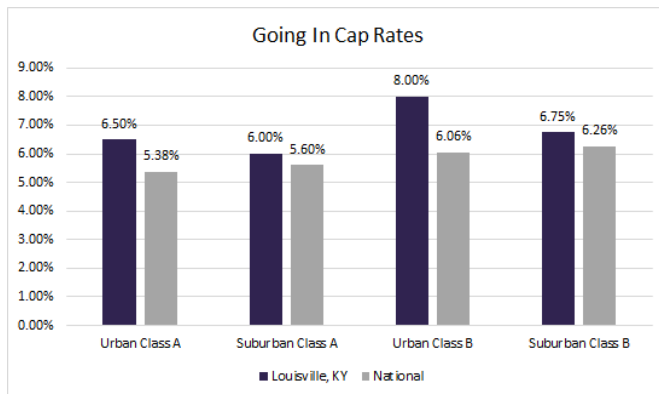


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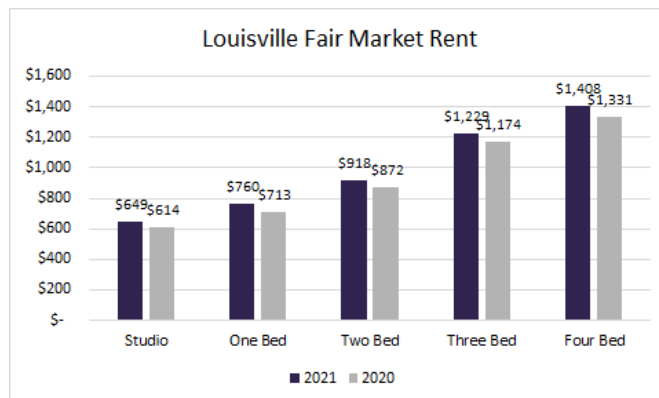
WWW.THEKINGSMANCAPITAL.COM
(502) 475-4682 | (502) 714-8765
Matthew Baker Tyler Snyder

Report was published in April 2021

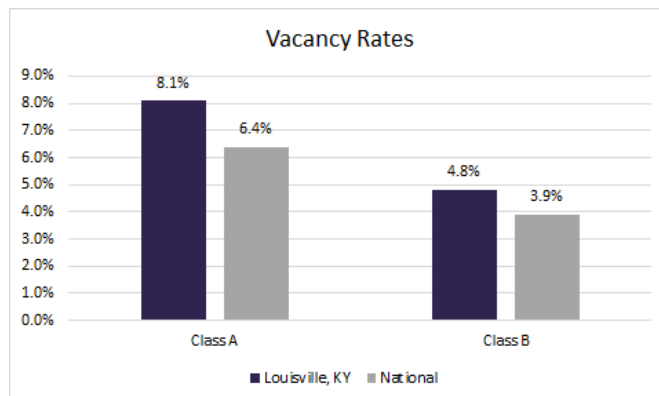
MULTI FAMILY MARKET DATA



Source: Integra Realty Resources



Source: HUD User



Source: Integra Realty Resources

MULTI-FAMILY MARKET OPINION

Even during these crazy times with eviction moratoriums and mortgage forbearance, there is still plenty of opportunities to purchase quality multi-family in the Louisville market. Whether you're starting small with a duplex or a 200 unit apartment complex, we still see many opportunities in South Louisville and Southern Indiana. Both of these areas also witness job growth which is an excellent sign for a stable market (please see Jobs Update in Unemployment & Jobs section).

- Matthew Baker

In every hot market, still lies opportunity. Investing in the multi-family sector is a bit different from what you see on the news regarding single-family. It is desirable but not always sold in a day hot. This time allows you to do the due diligence needed to buy the right property for you. The multi-family market is growing more than ever right now. Do not miss the opportunity to get in; it is always a good time with the right deal. All the first-time homebuyers who cannot compete with same-day all-cash offers will need somewhere to live!

- Tyler Snyder

HOUSING UPDATE

FORECLOSURE RATES FOR THE UNITED STATES

Top 5 States

Utah	1 in every 3738
Delaware	1 in every 5102
Florida	1 in every 6108
Illinois	1 in every 6306
Louisiana	1 in every 7812
U.S.	1 in every 12001

Source: RealtyTrac

FORECLOSURE RATES FOR LOUISVILLE, KY

Top 5 Zip Codes

40212	1 in every 2122
40203	1 in every 2660
40215	1 in every 3240
40210	1 in every 3493
40245	1 in every 4081
Louisville, KY	1 in every 6218

Source: RealtyTrac

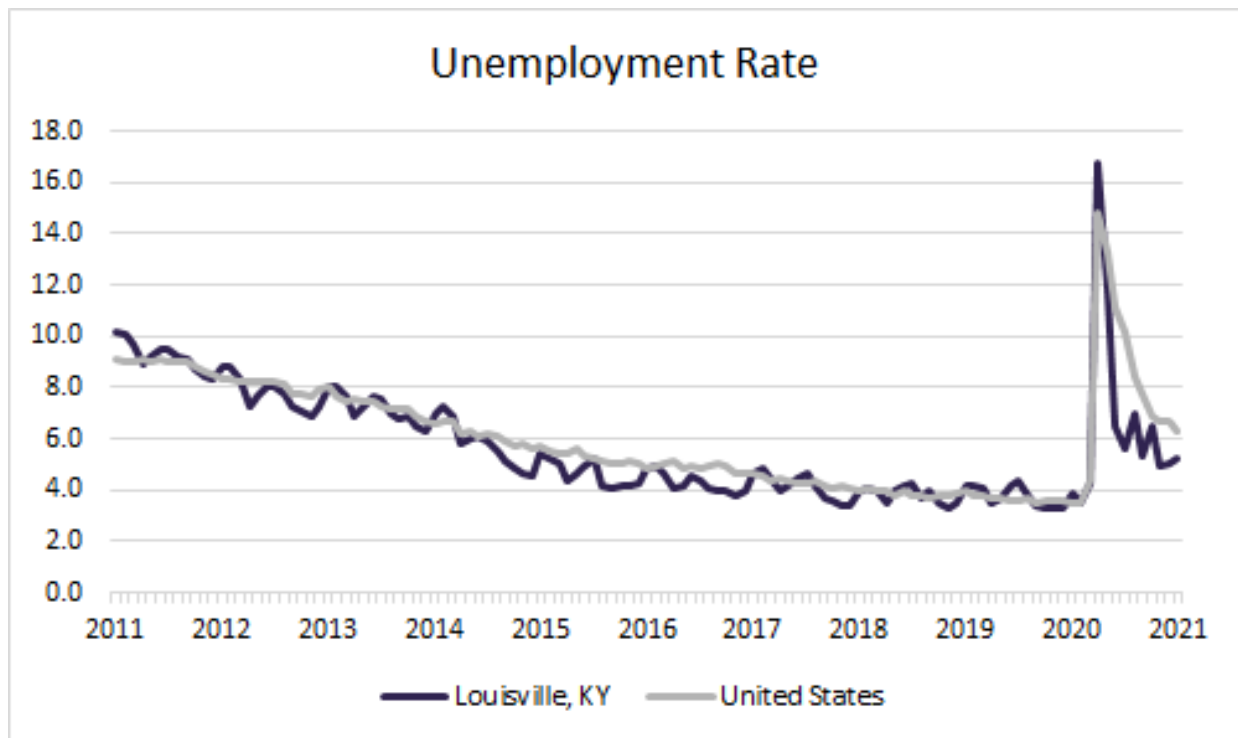
SINGLE-FAMILY INVESTMENT UPDATE

Purchasing a single-family home (SFH) as an investment right now in the Louisville market can be challenging. In most areas of town, single-family investments do not cash flow, and you are banking on equity and appreciation. With this being such a seller's market, it's nearly impossible to find a good deal in a good neighborhood.

However, we do see some potential opportunities in the future. Eventually, the mortgage forbearance will end, and homeowners who haven't been making their mortgage payments will either have to refinance, do a loan modification, sell their property, or foreclose. Since people today have so much equity in their homes, compared to 2008, it is much more likely we will see a surge in inventory from homeowners selling their homes rather than foreclosing. If there is enough inventory that hits the market, there is a chance that it will drive down prices.

The area that interests us the most is the 40245 zip code. According to RealtyTrac, it is in the top 5 worst areas in Louisville in foreclosure rates. This part of town is where many middle to high-income families live, making it a very stable region in the city. So if you can find cash flowing SFH in a part of town with sound economics, that can lead to a great ROI in the future.

UNEMPLOYMENT & JOBS



Source: Bureau of Labor Statistics

Jobs Update

- Eberspaecher North America Inc., a system developer and supplier of exhaust technology, thermal management systems, and automotive electronics will create over 200 new jobs in Louisville, KY, with the new facility. The company will be located in Pleasure Ridge Park and invest over \$30 million into the new facility.
- Economic report shows River Ridge Commerce Center created and supported over 17,500 jobs in 2020. The River Ridge Commerce Center included 60 companies and nearly 10,500 jobs in 2020.
- Northwest Ordinance Distilling, located in New Albany, is hiring over 100 new people. According to a news release, bottling technicians can make up to \$49,300, and electricians can make up to \$76,600
- Nurses understaffed by the hundreds at UofL Health. Many nurses left to be traveling nurses due to competitive pay, room, and board, and travel assignments.



About Kingsman Capital

Kingsman Capital, LLC is a real estate investment company that offers passive investment opportunities to individuals looking to invest in multi-family real estate. Our goal is to invest in cash-flowing, value-add properties that meet our investor's needs and help improve the communities we support. We look for submarkets with population and employment growth, which are critical indicators of a growing rental market. We also help investors who want to purchase and invest in their properties actively. For more information, please visit www.thekingsmancapital.com, or for a free consultation, please call us at one of the numbers listed below.



Matthew Baker
Co-Founder
(502) 475-4682
matthewsbaker95@gmail.com



Tyler Snyder
Co-Founder
(502) 714-8765
tasnyd02@gmail.com