



Press Release

New Acquisition: 81 Whiting Street



October 31, 2014 - Boston-based Arx Urban Capital is pleased to announce that it has closed on its fourth acquisition since its launch in early 2013. 81 Whiting Street in Lynn, MA is a 21-unit generational apartment complex less than 10 miles north of downtown Boston.

The property was 100% occupied at time of sale and consists of renovated one, two and three bedroom units with a large, potentially developable parking lot adjacent to the building. Arx

plans to upgrade units and implement an energy retrofit including the installation of solar panels. Arx's management affiliate, Green Light Property Management, will oversee the leasing and daily operations of the property.

The property was purchased in an off-market transaction through collaboration with a local broker, Lisa Sheehan of Coldwell Banker and was financed with an attractive hybrid loan from Eastern Bank.

"This acquisition fits ideally within our investment strategy—it generates an attractive, durable cash-on-cash yield and was purchased below replacement cost in a supply constrained market," said Benjie Moll, Principal at Arx.

The Lynn multifamily market has among the lowest vacancy in the state, hovering around 1-2%. The area has been a major beneficiary of rising rents in neighborhoods surrounding Boston with low-income renters being priced out of their neighborhoods. Additionally, sale prices in the area continue to rise. In 2014, the median sales price in Lynn for a single-family home rose almost 25% from the same period in 2012. Arx anticipates the property will benefit from these favorable market dynamics.

Founded in 2013, Arx Urban Capital is an innovative investment firm focused on acquiring generational real estate across supply-constrained markets benefiting from urban growth. Arx uses progressive strategies to source and operate its assets—technology, sustainability and community are utilized to unlock additional value for investors. In the past 12 months, Arx has closed or put under contract nearly \$45M in retail, apartment and mixed-use assets throughout the

Northeast. Backed by several family offices in Boston and New York, the firm continues to seek generational value-add and core multifamily, student-housing, office and retail assets that fit their investment platform.