



**Case & Associates Properties, Inc.**  
Real Estate Investment \* Leasing \* Management  
4200 E. Skelly Dr., Suite 800  
Tulsa, OK 74135-3237  
(918) 492-1983  
(918) 492-4446 Fax

February 6, 2019

Dear City Council:

### **HISTORY/BIO:**

Case & Associates Properties, Inc., is pleased to present our \$34,000,000 real estate development, Artisan Point Apartments. Case & Associates, headquartered out of Tulsa, OK was started in 1983 by Mike Case. We are a full service property management, development and investment company with ownership in each of our over 100-asset portfolio, consisting of over 30,000 apartments units and over 1,000,000 square feet of office, retail & industrial properties in 5 states and employing over 800 people. The estimated value of our real estate portfolio is over \$3 billion.

### **CONSTRUCTION EXPERIENCE:**

Over the past 20 years, we have built 50 apartment communities in 14 cities and have a great track record of working with our “neighbors”. Our goal is to provide successful professionals, young and old alike, and retirees an upscale place to call “home” with an abundance of amenities. Our residents want high amenities, security, safety and quiet, without having to worry about routine household maintenance. Most of our residents can afford a house, but they choose an apartment because they like the freedom to travel without having to worry about the maintenance of a house.

### **DEVELOPMENT:**

Artisan Point Apartments, located on Shenandoah Drive, 3 blocks east of Blackwell Road, will be a 282 unit Class A apartment community with a value of over \$34,000,000. This development will be funded without any **Incentives** provided by the City, County or State, on the contrary we have agreed to approximately \$1,000,000 for city improvements to the infrastructure, including widening Blue Prkwy, installing a Round About and upgrading the Sanitary Sewer. **This is a market rent development with NO Section 8 or Government Assistance Allowed!** The development complemented with Cottage-styled architecture features oversized floor plans, including a combination of 1 and 2 bedroom flats and townhomes, ranging in size from 789 to 1,267 square feet. Rents will range from \$1,000 per month to \$1,400 per month. **AMENITIES:** The interiors feature 9’ ceilings, stainless steel appliances, LED fireplaces, ceramic “wood-look” tile in the entry, kitchen and baths, ceramic tile backsplach in kitchens,

ceramic tile tub/shower surrounds, washer/dryer connections, ceiling fans and large walk-in closets. Additionally, there will be abundant garages with remote controls. The property features a clubhouse, a business center with Wi-Fi internet access, a fitness center, dogpark, limited access gates, picnic areas with barbeque grills, outdoor social areas including a fireplace and grills and an outdoor swimming pool. The buildings on the perimeter of the site will be 2 and 3-story building with garages below and lofts or townhomes above the garages. Landscaping and Lighting will comply with city code.

### **RESIDENTS/QUALIFYING:**

Our residents are young professionals, schoolteachers, nurses, technicians, and even retirees. Each applicant must qualify using the criteria listed below:

Criminal Background check- No felonies or previous history of violent or sexual crimes allowed at all. Parking tickets and speeding tickets are allowed but anything more than that must be explained.

Credit Check – Payment history is largely considered. Also, we check for any kind of judgments. If a person has filed bankruptcy, a minimum of 7 to 10 years before allowed to rent with Case. We do NOT want people who do NOT pay their bills.

Employment & Income Verification - Residents are required to have been employed for at least 1 year to qualify and must make at least 3 times their rent; however, our clientele's income averages 7 times their rent.

Rental History – One year of verifiable residency will be required. If the prospect has a poor rental profile, consisting of non-payment, eviction, drug use, poor housekeeping, poor supervision of children, violence or unruly or destructive behavior by applicant or occupants, their application will be denied.

Attached please find references letters from a few city leaders and our primary lender.

Please feel free to call me with any questions or concerns.

Sincerely,



CASE & ASSOCIATES PROPERTIES INC.

R. Scott Case, President





February 1, 2019

**Re: Case and Associates Multi-Family Luxury Apartments**

To whom it may concern:

My name is Michael Skates. I have been the Development Services Director for the City of Broken Arrow, Oklahoma for almost 14 years. As a suburb of Tulsa, Oklahoma and the 4<sup>th</sup> largest City in Oklahoma, we have grown from a City of approximately 84,000 in 2000 to over 110,000 in 2018.

I have had the privilege of working with Case and Associates on five (5) multi-family luxury apartment projects during my tenure. Each of these projects are unique but similar in the high quality, and aesthetic presence both with the surrounding development as well as the interior of the complex. They have met or most often exceeded our zoning code requirements.

Mike Case and his son Scott Case, as well as their associates and design teams have been excellent to work with and have always collaborated with my staff on each Luxury Apartment project. Their credibility is impeccable. Case and Associates has apartment projects in Tulsa and its suburbs as well as Oklahoma City and its suburbs. Each case property, new or remodeled, hold the same high quality and are well maintained in a first class manner.

Having Case and Associates projects in our City have definitely been an asset. I think you will find the same to be true in your City.

Sincerely,

Michael Skates, P.E., CFM  
Development Services Director



February 5, 2019

To Whom It May Concern:

My name is Janet Yowell, and I am the Executive Director of the Edmond Economic Development Authority in Edmond, Oklahoma. Case and Associates developed a multi-family project in Edmond called the Villas at Stonebridge. The project was built in two phases and contains 472 units. In a community where a multi-family project is not always an easy proposition, Case developed this project to high standards, fitting it into the surrounding mixed use area seamlessly. The amenities they provide include a pond and walking trails and are maintained to excellent conditions. This complex consistently has held an occupancy rate over ninety percent since it opened in the 2007 to 2008 timeframe.

Case and Associates has proven to be a company of their word. They have produced a high quality and aesthetic pleasing development in our community that has stood the test of time. I would recommend them for any multi-family projects you may be considering.

Sincerely,

A handwritten signature in black ink that reads 'Janet Yowell'.

Janet Yowell  
Executive Director



City Hall  
220 SE Green  
Lee's Summit, MO 64063  
Attn: City Council of Lee's Summit, MO

I am writing on behalf of Case & Associates Property, Inc. My firm, Newmark Knight Frank, is one of the largest intermediaries in the U.S. real estate industry, providing sales brokerage and debt placement to multifamily owners and developers. Just last year alone, we sold and financed almost \$33b of multifamily assets. As such, we have dealt with the vast majority of multifamily firms across the country, literally hundreds of ownership groups, the "Who's Who" of U.S. real estate. I have yet to meet an owner/developer that is as good as Mike and Scott Case.

I met Mike and Scott shortly after joining this firm in 1993 and have had the pleasure to work with them on over 100 multifamily transactions. I would estimate that I've toured and/or financed over 25 newly completed deals with them over the last 10 years. Oklahoma City, Tulsa, Wichita, Waco, Corpus Christie, Amarillo, Lubbock...all successful markets and projects. Their finished product is outstanding, one that is well recognized and well received throughout the Midwest and Southwest regions, from tenants to vendors alike. Mike and Scott are very hands-on; frequently on-site; the most efficient in their timelines, easily beating other developers we deal with on construction and lease-up times, most commonly by months. They truly are the best that we deal with nationwide. Mike Case's knowledge of multifamily construction dates back to the 1970's and thousands of units built by Roger Hardesty...his expertise is virtually unmatched in our industry.

Feel free to contact me with specific questions...I would be more than happy to come to Lee's Summit to meet personally with anyone on their behalf.

Sincerely,

A handwritten signature in blue ink, appearing to read 'SL Leitch'.

Steven Leitch  
Executive Managing Director  
Debt & Structured Finance  
Multifamily Capital Markets  
Newmark Knight Frank