



Kastleman & Associates

Multi-Family and Commercial Properties

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APARTMENT BUYING CRITERIA

- AGE:** Any
- SIZE:** Prefer \$2-15 million. Larger or smaller deals are considered on a case-by-case basis.
- # UNITS:** Flexible. The dollar amount is more important. Ideally, the deal would be 100+ units. We really prefer a package (2 or more) properties owned by the same Seller. We will also look at packages of duplexes or 4-plexes.
- PROPERTY TYPE:** “B” or “C” bread and butter properties. Do not want a major rehab.
- FINANCING:** We need to be able to pay off existing debt, unless it is a special situation or particularly good deal.
- METERING:** Any
- ROOFS:** Any
- LOCATION:** We are presently buying in the following cities and their suburbs:
- Austin, TX.
Birmingham, AL.
Jackson, MS.
Jacksonville, FL.
Lubbock, TX.
Kansas City, KS. or MO. We especially like Wyandotte County, Kansas.
Memphis, TN.
Montgomery, AL.
Oklahoma City, OK.
San Antonio, TX.
Santa Monica, CA. (and surrounding areas)
Syracuse, NY.
- Other cities will be considered on a case-by-case basis.
- OTHER:**
- (1) We do not participate in your fee.
 - (2) We are not interested in major rehab deals. Minor rehab or repositioning is OK.
 - (3) Strong preference is given to package deals (2 or more) owned by the same Seller
 - (4) Section 8 deals will be considered
 - (5) We will often buy deals nobody else will consider.

Please do not let the fee get in the way of your showing (or not showing) a deal to me, especially a good deal! I am happy to pay the fee to you if you are unable to work it out with the owner or a cooperating broker or if the fee being offered is too small for you to mess with. Having been an apartment broker myself for many years, I understand your motivation and hard work and am happy to pay for a deal when the situation dictates.

Sometimes the best way to find out whether or not a particular deal would be of interest is to email or fax a summary. Please feel free to call, fax or send an email to Bryan Kastleman to discuss any of this.

Bryan Kastleman

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