

# MEET BRIAN WAGERS



Founder Wagers Capital

Brian Wagers, founder of Wagers Capital, transitioned from an early sales career where he produced over \$100M in sales to becoming an active multi-family real estate operator & investor. Over 8 years & 30 multifamily deals later, he amassed a portfolio of 100 multifamily doors with no investors and partners, over 500 units with friends and family and progressed to syndication, with an active involvement in

over 5,500 doors or \$500M in apartment transactions. With experience in existing, re-development and new development real estate he is focused on helping investors produce above market returns while limiting downside.

Wagers Capital, founded by Brian in 2016, specializes in multifamily real estate investments, focusing on value-add opportunities in thriving markets such as Northwest Arkansas and Texas. The firm has built a reputation for delivering strong, risk-adjusted returns through strategic acquisitions, conservative underwriting, and active partnerships. Dedicated to improving living communities and creating long-term value, Wagers Capital aligns its success with that of its investors and partners, ensuring exceptional outcomes for all stakeholders.

## WHAT SETS BRIAN **APART**

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### **EXPERIENCE**

Involved as both a passive and active partner in \$500 million in multifamily transactions and 5,500 units across the country.



### **EXECUTION**

Completed 14 full cycle deals where he was the lead operator producing over 40% average annual returns to his investors.



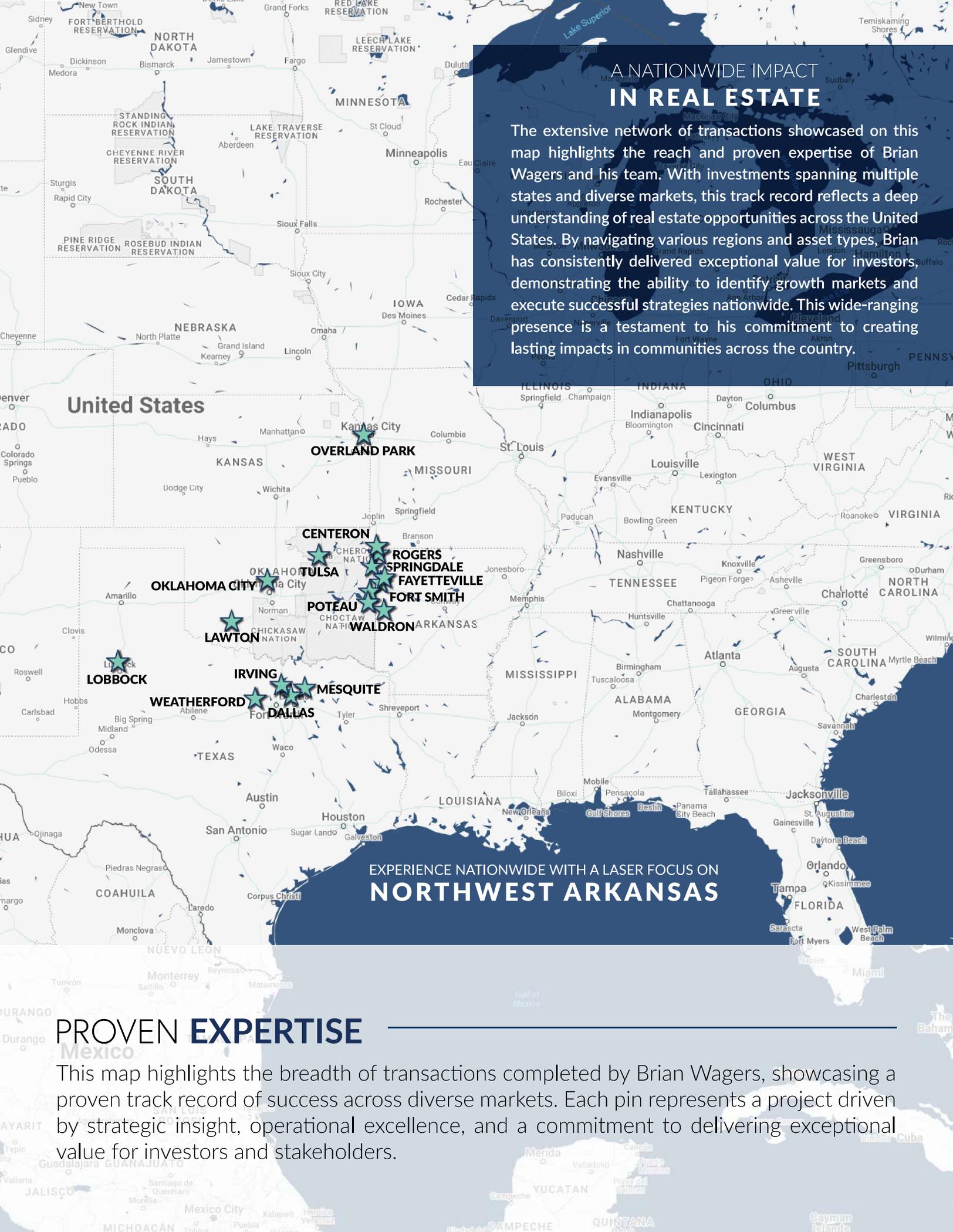
### **MARKET INSIGHT**

Comprehensive knowledge of thriving multifamily markets across the U.S. markets across the U.S. with a hyper focus on

# TRANSACTION HIGHLIGHTS

## Wagers Professional Portfolio

ADDRESS	UNIT COUNT	ASSET CLASS	PROJECT TYPE	PURCHASE DATE	PURCHASE PRICE
609 Zachary, Springdale, AR	1	Single Family	Value-Add	2017	\$89,000
1414 Powell, Springdale, AR	12	Multi-Family	Value-Add	2017	\$498,000
Christy Kim, Springdale, AR	20	Multi-Family	Value-Add	2018	\$1,015,000
315 Texas, Springdale, AR	12	Multi-Family	Value-Add	2018	\$675,000
400 N Campbell Dr, Springdale, AR	52	Multi-Family	Value-Add	2019	\$2,500,000
407 Park Street, Springdale, AR	22	Multi-Family	Value-Add	2019	\$720,000
2001 Powell, Springdale, AR	7	Multi-Family	Value-Add	2019	\$160,000
1701 S W End St, Springdale, AR	82	Multi-Family	Value-Add	2019	\$2,900,000
1318 W Centennial, Rogers, AR	8	Multi-Family	Value-Add	2019	\$595,000
4421 W Windsor, Fort Smith, AR	59	Multi-Family	Value-Add	2020	\$1,500,000
1510 Kristen Dr, Fort Smith, AR	43	Multi-Family	Value-Add	2020	\$1,150,000
1032 S 40th St, Van Buren, AR	44	Multi-Family	Value-Add	2020	\$1,480,000
1805 S Y St, Fort Smith, AR	14	Multi-Family	Value-Add	2020	\$390,000
849 Elm St, Waldron, AR	79	Multi-Family	Value-Add	2021	\$1,980,000
309 Broadway St, Van Buren, AR	12	Multi-Family	Value-Add	2021	\$325,000
49 US 71, Waldron, AR	121	Commercial	Value-Add	2021	\$600,000
3602 Country Club Rd, Irving TX	125	Multi-Family	Redevelopment	2021	\$9,250,000
250 Uvalde Dr, Houston, TX	446	Multi-Family	Value-Add	2021	\$40,500,000
3500 Fernandio Dr, Columbia, SC	226	Multi-Family	Value-Add	2021	\$22,500,000
530 N Albert Pike, Columbia, SC	72	Multi-Family	Value-Add	2022	\$2,592,000
6611 E Latimer Place, Tulsa OK	20	Multi-Family	Value-Add	2022	\$910,000
2301 S Bamboo St, Mesquite, TX	190	Multi-Family	Value-Add	2022	\$17,100,000
2111 N Broadway St, Poteau OK	380	Storage	Value-Add	2022	\$3,000,000
335 Eldrige Dr, Jacksonville, FL	336	Conversion	Hotel Conversion	2022	\$16,200,000
3600 Kinkead Ave, Fort Smith, AR	145	Redevelopment	Redevelopment	2022	\$900,000
1709 E Centerton, Centerton, AR	276	Multi-Family	Core Plus	2023	\$73,200,000
2710 W Wilkie Rd, Rapid City SD	278	Multi-Family	Core Plus	2023	\$46,700,000
13900 Newton St, Overland Park KS	200	Multi-Family	Value-Add	2023	\$44,500,000
4515 Kinkead Ave, Fort Smith, AR	18	Multi-Family	Value-Add	2024	\$910,000
312 NE McAlister, Burleson TX	144	Multi-Family	Core Plus	2024	\$23,000,000
Mountain Ave Springdale, AR	200	Development	-	2024	\$37,000,000
201 Beeler St Poteau, OK	86	Multi-Family	Value-Add	2025	\$4,000,000
Mountain View Fayetteville, AR	220	Development	-	2025	\$41,000,000
5201 Spralding Ave Fort Smith, AR	62	Multi-Family	Value-Add	2025	\$3,500,000



## A NATIONWIDE IMPACT IN REAL ESTATE

The extensive network of transactions showcased on this map highlights the reach and proven expertise of Brian Wagers and his team. With investments spanning multiple states and diverse markets, this track record reflects a deep understanding of real estate opportunities across the United States. By navigating various regions and asset types, Brian has consistently delivered exceptional value for investors, demonstrating the ability to identify growth markets and execute successful strategies nationwide. This wide-ranging presence is a testament to his commitment to creating lasting impacts in communities across the country.

United States

EXPERIENCE NATIONWIDE WITH A LASER FOCUS ON  
**NORTHWEST ARKANSAS**

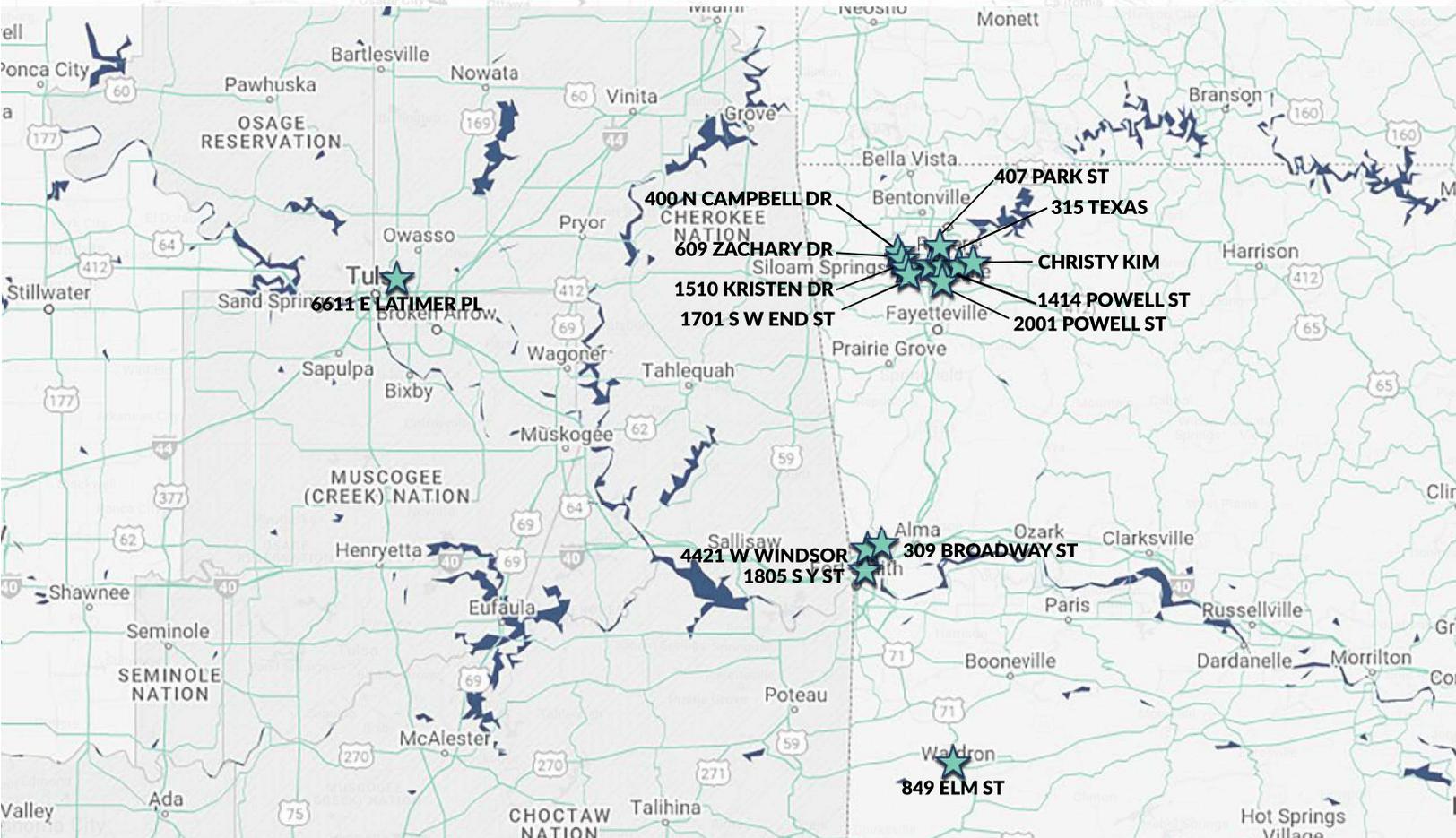
## PROVEN EXPERTISE

This map highlights the breadth of transactions completed by Brian Wagers, showcasing a proven track record of success across diverse markets. Each pin represents a project driven by strategic insight, operational excellence, and a commitment to delivering exceptional value for investors and stakeholders.

# FULL CYCLE DEALS

ADDRESS	MARKET	UNIT COUNT	DELIVERED INVESTOR RETURNS
609 Zachary, Springdale, AR	Springdale, AR	1	52% AAR
1414 Powell, Springdale, AR	Springdale, AR	12	41% AAR
1501 Christy, Springdale, AR	Springdale, AR	20	22% AAR
315 Texas, Springdale, AR	Springdale, AR	12	41% AAR
400 N Campbell Dr, Springdale, AR	Springdale, AR	52	34% AAR
407 Park Street, Springdale, AR	Springdale, AR	22	41% AAR
2001 Powell, Springdale, AR	Springdale, AR	7	35% AAR
1701 S W End St, Springdale, AR	Springdale, AR	82	51% AAR
4421 W Windsor, Fort Smith, AR	Fort Smith, AR	59	60% AAR
1510 Kristen Dr, Fort Smith, AR	Fort Smith, AR	43	60% AAR
1805 S Y St, Fort Smith, AR	Fort Smith, AR	14	40% AAR
849 Elm St, Waldron, AR	Waldron, AR	79	17% AAR
309 Broadway St, Van Buren, AR	Van Buren, AR	12	21% AAR
6611 E Latimer Place, Tulsa OK	Tulsa OK	20	32% AAR

\*AAR = Average Annual Returns Net to Investors



# CASE STUDIES



## FOXFIRE CASE STUDY

82 Units – Springdale AR – Value Add Multi-Family

### INVESTMENT SUMMARY

- Investment Strategy: Value-Add –C-Class
- Total Cap. / Unit: \$3,000,000
- Acq. / Exit Date: March 2019/ Sept 2021
- Projected Returns: 21.76%AAR/17.35%IRR/6.8%COG
- Realized Returns: **50.99% AAR/43.68%IRR/6.13%COG**

### VALUE CREATION

- Foxfire at take over had average rents of \$450 across the 1br and 2br portfolio and achieved \$100 increase
- Completed re-siding, roof work, exterior painting to bring a new curb appeal to the property as well as renovated and turned over half of the units
- Implemented professional property management and added a unit from a previous space used as a leasing office
- Wagers Capital sourced and signed for the transactions, debt, equity, and led 3rd party property management, construction and vendors through the business plan and exit

# CASE STUDIES



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## WINDSOR SUNSET

102 Units – Ft. Smith AR – Value Add Multi - Family

### INVESTMENT SUMMARY

- Investment Strategy: Value-Add –C-Class
- Total Cap. / Unit: \$2,650,000 /\$26,000
- Acq. / Exit Date: March 2020/ May 2022
- Projected Returns: 26.96%AAR/19.95%IRR/8%COG
- Realized Returns: **155.53% AAR/60.06%IRR/8.09%COG**

### VALUE CREATION

- Windsor and Sunset were two assets that were being self managed by the owners
- We were able to successfully rehab all deferred maintenance, install new plumbing, and turn close to 50% of the units to bring them to market rents while increasing the NOI of the property
- Wagers Capital sourced and signed for the transactions, debt, equity, and led 3rd party property management, construction and vendors through the business plan and exit

# CASE STUDIES



## KINKEAD VILLAGE

145 Units – Ft. Smith AR – Redevelopment Multi-Family

### INVESTMENT SUMMARY

- Investment Strategy: Re-Development–C-Class
- Total Cap. / Unit: \$11,000,000 /\$75,000
- Acq. Date: December 2022
- Land & Acquisition: \$980,000
- Estimated construction: \$10,020,000

### VALUE CREATION

- Kinkead Village was sourced from the lender that the property had gone back to after sitting vacant for nearly 10 years which Wagers Capital was able to purchase via a cash sale.
- We were able to demo 2 buildings, strip all buildings down to studs, dig out previous plumbing, replace walls, siding, roofs, windows, full interiors, and work with the city on permitting throughout
- Kinkead Village is getting ready for its first residents as of March 2025 at original timing and budget plans

# VISUAL SUCCESS

**BEFORE**

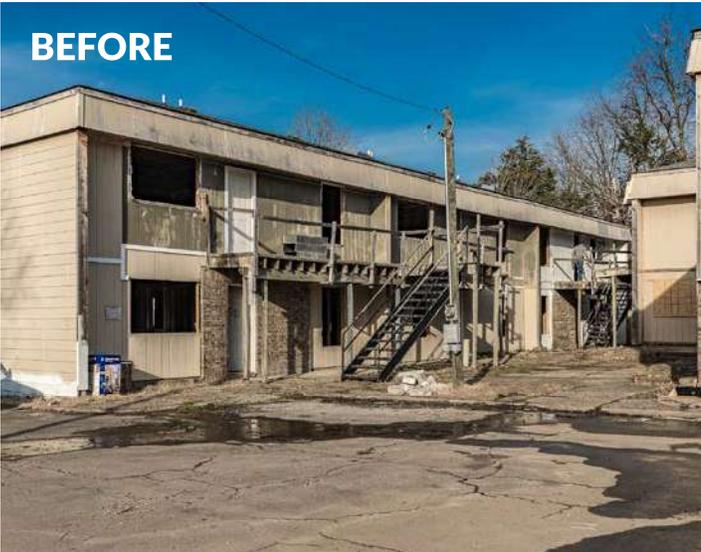


**AFTER**



**PARK ST - SPRINGDALE, AR**

**BEFORE**



**AFTER**



**3600 KINKEAD AVE - FORT SMITH, AR**