

THE SPARTAN SHIELD

Spartan Invest - Quarter 4, 2019



Spartan Invest Year in Review

2019 was a busy year for all of us at Spartan! Not only did we move into a new building, we held our first annual Spartan Summit, we moved into the Huntsville market, we added several new positions to our workforce, and we sold 299 properties! We now have 989 properties that are currently managed and marketed by Alabama Rental Property.

Our CEO, Lindsay Davis, won many awards this year. We are so proud of her leadership and cannot wait to see what she will do in the future!

- Birmingham Business Journal
 - Rising Star of Real Estate & Construction
 - CEO of the Year
 - Top 40 Under 40 of the Decade
- Stevie Awards for Women in Business
 - Woman of the Year
 - Female Executive of the Year

2019 Stats

Purchased Properties - 273
Renovated - 311 not including new construction
Sold Properties - 299
New Investors - 165
New Employees - 13

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Market News

With our 2019 jump into Huntsville, Alabama, we have added an entirely new market full of job creation and real estate potential. Birmingham is also continuing to grow and thrive, and the future looks bright. Click on the text of any article to learn more!

2021 World Games Venues Selected in Birmingham:

- Legion Field and McLendon Park
- Sloss Furnaces
- The Crossplex and Bill Harris Arena
- Boutwell Auditorium
- Avondale Park

Huntsville named 11th Best Place to live in the United States

The FBI is Building a \$1 Billion Campus in Huntsville, Alabama

Carvana to Build \$40 Million Bessemer Distribution Center, to Hire 450

Huntsville Housing Market is Sizzling

Where Buyers Are Cashing In! The Top 10 U.S. Markets for Flipping

- Birmingham ranked #2

Billions of Dollars of Economic Growth in the Works for Huntsville, Alabama.

- Lockheed Martin, 272 Jobs
- DaikyoNishikawa, 380 Jobs
- Vuteq USA, 200 Jobs
- YKT Alabama, 650 Jobs
- Ascend Performance Materials, 150 Jobs
- Blue Origin Rocket Engine Manufacturer, 342 Jobs
- BOCAR Auto Parts Manufacturer, 300 Jobs
- Facebook Data Center, 100 Jobs
- Google Data Center, 100 Jobs
- Mazda-Toyota Manufacturing, 4,000 Jobs
- MidCity Huntsville
- Toyota Field

Spartan Invest Market Reports

- Huntsville Market
- Birmingham Market

Our very own Maureen McCann co-authored a book called *Real Estate Investing for Women*, which launches on January 15, 2020!

New Construction

Spartan's construction team not only oversees the restoration of the properties we purchase, they also oversee the development of the properties we build. Providing our investors with newly constructed rental homes allows them the ability to diversify their portfolio without having to lift a finger. We began constructing new homes in 2019, with three different floor-plans in process.



2019 Spartan Stars

At Spartan Invest, we like to celebrate hard work. These are people who go above and beyond to provide quality service, teamwork, and performance within their roles. See below for our 2019 Spartan Stars!



Amanda Johnston / Director of Maintenance

Amanda has one of the longest tenures of anyone in Alabama Rental Property and oversees the maintenance and moveouts of over 1000 properties. She's grown the department to include two on-staff maintenance technicians and has implemented many new processes to make the maintenance department more efficient. Great work, AJ!

What is your favorite thing about working for Spartan Invest?

I love the people I work with. They are like family!

Taylor Esdale / Closing Coordinator

Since joining Spartan Invest in August 2018, Taylor has been an enormous asset to our team and has played a vital role in our closing of 299 properties this past year. In her role as Closing Coordinator, she walks investors through the closing of their properties and attends home inspections and appraisals. We're so lucky to have Taylor on our team!

What is your favorite thing about working for Spartan Invest?

I am able to implement new ideas, work with amazing coworkers, and have fun while doing it!



Josh Franks / Construction Supervisor

Josh joined the ARP team as a leasing agent in 2019 and was quickly promoted to Construction Supervisor with Spartan. In this role, he has had a tremendous impact on our overall renovation quality and turn-time and is always willing to go above and beyond. His loyalty and dedication make him one of the most beloved members of our team.

What is your favorite thing about working for Spartan Invest?

I have been given an opportunity to grow from the minute I set foot inside the door. As the company rapidly evolves, I am allowed to grow along with it, and with that comes new challenges and opportunities to make myself a vital member of the company. At Spartan, talent is nurtured by leaders to bring the company and the quality of our product to the highest standards possible.



Miranda Maxam / AR Manager

Miranda found her way to the Accounts Receivable Manager role with ARP after excelling as Acquisitions Assistant with Spartan. In this role, she maintains consistent expectations with tenants regarding rent payments and ensures that noncompliant tenants move through the eviction process as swiftly and efficiently as possible in order to keep cash flowing for investors. Miranda's work ethic is like none other. Congrats!

What is your favorite thing about working for Spartan Invest?

My favorite thing is having such a great leadership team that allows you to learn, grow, and be able to use your skill set to positively affect the lives of the tenants we interact with on a daily basis. The culture is the driving force at Spartan and it shows!



2019 Highlights

Thank you for helping to make 2019 so special! We are looking forward to everything 2020 will bring and cannot wait to share it with you!



Spartan Invest News



We have our Spartan Summit 2020 dates secured!

October 8th through October 10th
at the Westin in Birmingham, AL

Our first confirmed speaker is Keith Weinhold from Get Rich Education!

Click here to receive updates for the 2020
Spartan Summit!



We will be participating in the 2020 Corporate Challenge in Birmingham. This event serves to raise money for Redemptive Cycles. Their non-profit shop sells new and used bikes at an affordable price, and repairs bikes on a sliding scale system. The Earn-A-Bike program allows those in need to work in the shop learning how to repair and maintain a bicycle, then leave with a bike of their own. The impact a bicycle can have for someone is incredible, and the Earn-A-Bike program is just one way Redemptive Cycles is invested in, and improving our community in Birmingham.



Spartan Invest employees were able to contribute to the Christmas gifts of seven children supported by AIDS Alabama. We were thrilled for the opportunity to contribute to making their Christmases special!