



stirling

1801 W PINHOOK

LAFAYETTE, LA 70508

CONFIDENTIAL OFFERING MEMORANDUM

stirling

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CONFIDENTIALITY AGREEMENT

Confidentiality The Parties acknowledge that the existence and the terms of this Agreement and any oral or written information exchanged between the Parties in connection with the preparation and performance of this Agreement are regarded as confidential information. Each Party shall maintain confidential information, and without obtaining written consent of the other Party, it shall not disclose any relevant confidential information to any third parties, except for the information that: (a) is or will be in the public domain (other than the receiving Party's unauthorized disclosure) (b) is under the obligation to be disclosed pursuant to the applicable laws or regulations, rules of any stock exchange, or orders of the court or other government authorities; or (c) is required to be disclosed by any Party to its shareholders, investors, legal counsels or financial advisors shall be bound by confidentiality obligations similar to those set forth in this Section. Disclosure of any confidential information by the staff members or agencies hired by any Party shall be deemed disclosure of such confidential information by such Party, which Party shall be held liable for breach of this Agreement.

The Broker Opinion of Value and the contents herein is the property of Stirling and any distribution of its contents are only allowed by the written consent of the Broker.

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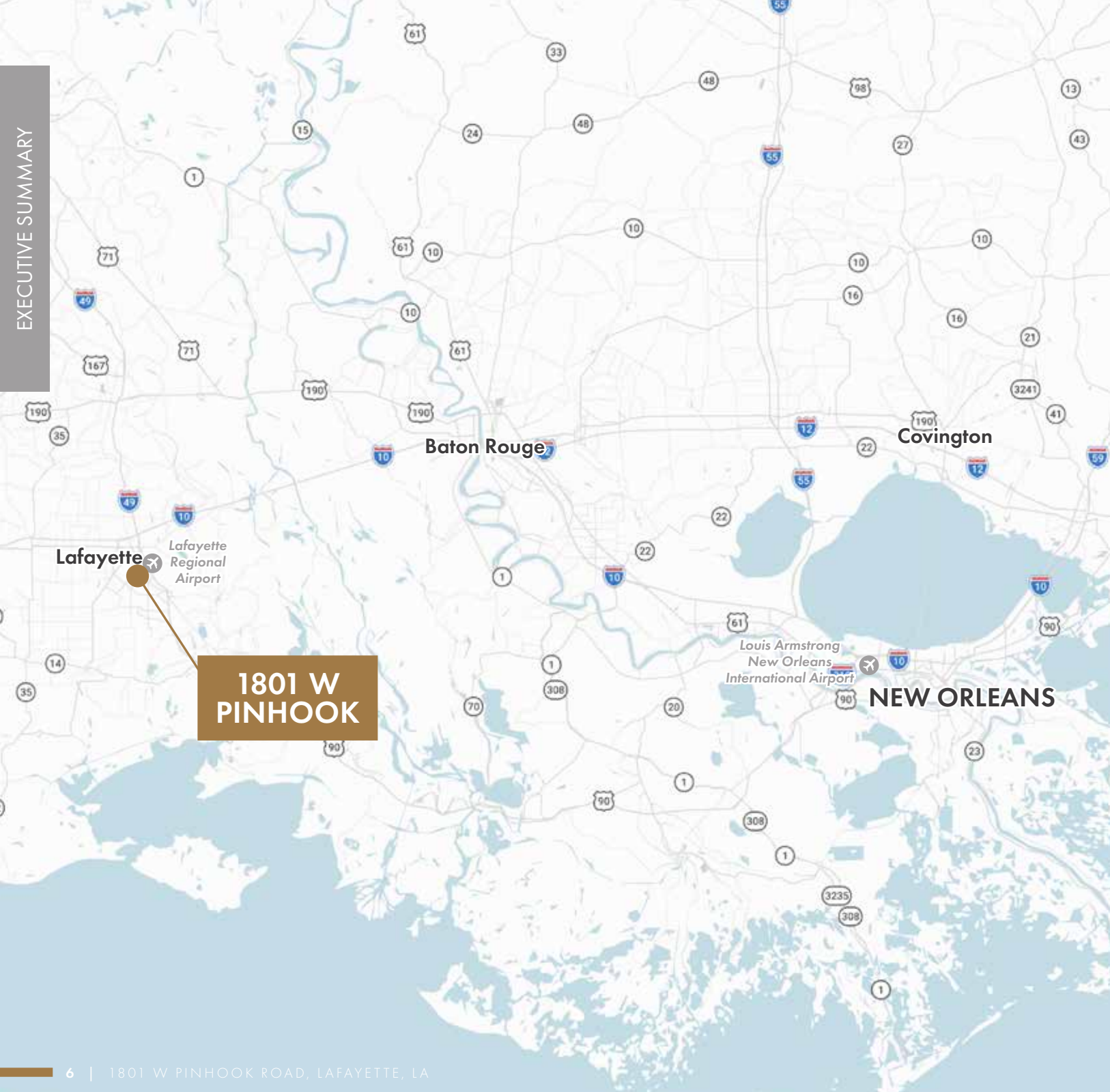
01

SECTION

EXECUTIVE SUMMARY

1801 W PINHOOK ROAD | LAFAYETTE, LA 70508





1801 W PINHOOK



PROPERTY OVERVIEW

1801 W PINHOOK ROAD | LAFAYETTE, LA 70508

OFFERING SUMMARY

Address	1801 W Pinhook Rd, Lafayette, LA 70508
Price	\$4,000,000
Number of Rooms	290
Number of Buildings	1
Number of Stories	6
Hotel Opened	March 1981
Lot Size	6.14 Acres
Combined Conference / Meeting / Ballroom Space	Approx. 31,400 SF (183.5' x 171')

EXECUTIVE SUMMARY

INVESTMENT OVERVIEW

- **INVESTMENT OPPORTUNITY:** A versatile commercial asset at 1801 W Pinhook Rd in Lafayette, LA, positioned to support a broad mix of commercial applications—from retail showroom and medical/office to flex space and boutique hospitality concepts—thanks to prominent frontage, strong visibility, and flexible floorplates.
- **WHY IT MATTERS:** The property sits on a high-traffic corridor in Lafayette with a growing economy driven by education, healthcare, energy services, and a robust service sector. The asset is well-suited for a multi-tenant strategy, value-add re-tenanting, and potential rezoning entitlements to maximize use-cases.
- **VALUE PROPOSITION:** The versatility reduces reliance on a single anchor tenant, enables staggered rent-ups, and accommodates evolving market demand. With strategic leasing and targeted capex (visibility upgrades, frontage improvements, signage, and amenity enhancements), the asset can capture above-market rent for well-located, flexible commercial space.

PROPERTY SNAPSHOT	
Size and Structure	~80,000 SF building, 6 stories, reinforced concrete
Year Built	1981
Site	6+ Acres
Parking	~350 Spaces (~4.4 per 1,000 SF)
Current Condition	Hotel is closed; no active rent roll or operating data available
	Commercial Heavy
Zoning	The "CH" districts implement the Commercial/Office future land use category of PlanLafayette. This district allows compact development patterns, but provides flexibility for front parking, loading, and building design features for heavy commercial or service-oriented uses. CH is the most intensive commercial zoning district.
Frontage and Characteristics	Prominent frontage on a high-visibility corridor; scalable floorplates; robust structure suitable for reconfiguration into multi-tenant office, medical/showroom, or hospitality-adjacent uses

INVESTMENT THESIS

- **FLEXIBLE-USE OPPORTUNITY:** The 80,000 SF, six-story concrete asset on a large site is adaptable for a multi-tenant office/medical/showroom mix, with potential for upper-floor creative office or executive suites and ground-floor showroom/retail. The closed hotel condition presents a blank slate for repositioning.
- **MARKET CONTEXT:** Lafayette's diversified economy (education, healthcare, energy services, services) along the West Pinhook corridor supports demand for flexible, high-visibility space. Size, elevation, and parking support phased value-add leasing.

VALUE CREATION LEVERS:

- **MULTI-TENANT STRATEGY:** Diversified tenant mix to reduce rollover risk and improve occupancy durability
- **FRONTAGE/AMENITIES:** Signage, façade refresh, lighting, ingress/egress improvements, and parking optimization to lift attractiveness and rents
- **SPACE RECONFIGURATION:** Floorplate flexibility, potential mezzanine or optimized vertical circulation; elevator/CORE improvements as needed

POSSIBLE INVESTMENT OPPORTUNITIES

SCENARIO A: MULTI-TENANT REDEVELOPMENT

Ground-floor showroom/retail with upper floors configured for flex office or medical suites; phased leasing approach

SCENARIO B: ANCHOR-PLUS-SATELLITE OFFICE

One or two anchor-style tenants + multiple smaller tenants; core/amenity improvements prioritized

SCENARIO C: HOTEL-ADJACENT / MIXED USE

Ground floor café / food service w/ flexible upper floor space for transient and/or extended stay visitors

Possible Branding Opportunity w/ underserved flag in the market. Key money potential

SCENARIO D: MULTIFAMILY APARTMENTS – CLASS A DEVELOPMENT IN SOUTH LAFAYETTE



1801 W
PINHOOK

**INTERSECTION OF PINHOOK ROAD
AND KALISTE SALOOM ROAD**

Commercial Real-estate Traffic Estimates
Indicate **≈60,000 VEHICLES PER DAY**
Combined Exposure

This corridor ranks among the highest traffic
volumes in Lafayette outside the interstates.

SUMMARY OF TERMS



TERMS OF SALE

Property is offered 'as is' unencumbered by debt and 3rd party management



PROPERTY TOURS

Prospective Buyers are encouraged to visit the subject property prior to submitted offers.

However, ALL tours must be property scheduled with the Stirling Hotel Team, in advance.

At no time, shall Buyers and/or it representatives contact on site management or visit without property written approval



ASSUMABLE DEBT

The Debt is not assumable

INVESTMENT HIGHLIGHTS



LAFAYETTE, LOUISIANA

Lafayette (population ~420,000) is the fifth-largest metro in Louisiana and a regional distribution and oil & gas hub, with about 6% of local jobs tied to oil exploration (vs. 2% statewide).

The metro supports roughly 190,000 jobs, with employment up 0.6% year-over-year, an unemployment rate near 4.0%, and a labor force participation rate close to 70%.

Higher education and healthcare are key economic pillars: the University of Louisiana at Lafayette enrolls over 19,000 students and generates ~\$271 M annually for the local economy (>\$2.5B statewide). Major employers include the Lafayette Parish School System and Lafayette General Health, each with more than 4,000 employees.

RETAIL MARKET OVERVIEW

LAFAYETTE, LOUISIANA RETAIL MARKET 2026				
Metric	Lafayette	5 year average	10 year average	National average
Properties traded (past year)	75 properties	—	—	—
Inventory turnover (past year)	770,000 SF	230,000 SF (annual avg)	220,000 SF (annual avg)	—
Retail sales volume (past year)	\$101.0M	\$95.1M (annual avg)	\$77.2M (annual avg)	—
Estimated market pricing (overall)	\$157/SF	—	—	\$247/SF
Market pricing — Neighborhood center	\$126/SF	—	—	—
Market pricing — Power center	\$115/SF	—	—	—
Market pricing — Strip center	\$135/SF	—	—	—
Market pricing — Mall	\$270/SF	—	—	—
Market pricing — General retail	\$156/SF	—	—	—
Estimated market cap rate (retail)	8.60%	—	—	7.30%

Retail Sales as of March 27th 2026 in Lafayette, La according to CoStar



INVESTMENT HIGHLIGHTS

LAFAYETTE OFFICE OUTLOOK

- As of Q1 2026, Lafayette's office market maintains a tight vacancy rate of 2.1%, down 0.4 percentage points year-over-year following 7,000 SF of new deliveries and 49,000 SF of net absorption. This vacancy compares with the market's five and ten year averages of 3.7% and 4.6%, respectively; vacancy is forecast to end 2026 at 2.5%.
- Total inventory is approximately 11.5 million SF, comprised of roughly 680,000 SF of 4–5 Star space, 5.5 million SF of 3 Star, and 5.4 million SF of 1–2 Star.
- Listed availability is about 250,000 SF (2.2% availability). **No office space is under construction as of Q1 2026**; the 10 year average under construction inventory is ~6,700 SF.
- Market rents average \$21.00/SF overall, with \$27.00/SF for 4–5 Star, \$21.00/SF for 3 Star, and \$19.80/SF for 1–2 Star assets. Rents rose **2.1%** year-over-year in Lafayette (vs. 1.2% nationally); by tier: 1.5% (4–5 Star), 2.7% (3 Star), and 1.6% (1–2 Star).
- Five and ten year average annual rent growth are 4.8% and 3.0%, respectively. Annual rent growth is forecast to finish 2026 at **1.2%** (national forecast: 0.9%).
- Estimated office market pricing in Lafayette is \$92/SF compared to the national average of \$267/SF.
- Average market pricing for Lafayette is estimated at \$93/SF for 3 Star assets, and \$93/SF for 1- & 2-Star buildings.
- The estimated market cap rate for Lafayette office is 12.8% compared to the national average of 9.1%.



Downtown Lafayette



Downtown Lafayette

LAFAYETTE HOSPITALITY OUTLOOK

Lafayette's hospitality market comprises 87 properties totaling approximately 6,400 rooms. The room mix is roughly evenly split between Upscale/Upper Midscale (≈3,100 rooms) and Midscale/Economy (≈3,200 rooms).

12 Mo Occupancy	12 Mo ADR	12 Mo RevPAR	12 Mo Supply	12 Mo Demand
54.7%	\$98	\$54	2.3M	1.3M



ABOUT THE TEAM



MANISH D STHANKI, CCIM

Managing Director – Hospitality Investment Sales
Louisiana License #: 99561907
Mississippi License #: 21633

With over 25 years of experience in real estate, Manish Sthanki stands out as one of the select agents simultaneously possessing the highest hotel and real estate certifications in the industry, a CHA and CCIM. Born and raised in Baton Rouge, Manish received his MBA from Louisiana State University and has been actively involved in numerous hotel developments since the early 2000s. Over the years, his tenacity and strong negotiation skills fostered robust working relationships with operators, vendors, and franchisers across the Gulf region.

Currently serving as the director of over 40 family-owned commercial properties throughout Southern Louisiana, Manish can utilize his owner/operator experience to maximize value to his clients. In addition to his solid educational foundation and years of industry knowledge, he achieved recognition as the 2017 Regional Newcomer of the Year with his previous National Brokerage firm. More recently, in 2023, Manish was Top 10 in regional sales volume and continues to surpass regional hotel price-per-room sales records consistently.



CHAD RIGBY, CCIM

Managing Director – Multifamily Sales

As the Managing Director of Multifamily Sales in Stirling's Investment Advisors Division, Chad Rigby leads a team that oversees all facets of multifamily investment sales and marketing, including transaction management, market analysis, valuation, underwriting, and client development in Louisiana, Mississippi, and the Gulf South. With over a decade of experience in the real estate industry, Mr. Rigby began his career as a transaction manager at ARA Newmark, where he gained expertise in deal underwriting, market analysis, and business development. He then joined Stream Realty to launch a multifamily investment sales platform for major market brokerage firms before founding Rigby Advisors, a multifamily consulting firm. Over the course of his career, Mr. Rigby has had the privilege of transacting more than \$1 billion in real estate sales and selling over 14,000 units, working tirelessly to help his clients achieve their investment goals.

In addition to his industry experience, Mr. Rigby holds a Bachelor's degree in International Trade and Finance from Louisiana State University, a real estate associate broker license in Louisiana, Mississippi, and Arkansas, and the highly-regarded Certified Commercial Investment Member (CCIM) designation.



JOSH STEVENSON

Advisor

A native of Youngsville, Louisiana, Josh graduated from the University of South Alabama with a degree in Interdisciplinary Studies. During his four years as a Division I college baseball player, he competed at LSU, Ohio State, and South Alabama, developing a competitive mindset, strong work ethic, and disciplined approach that continue to drive his professional success.

Now based in Stirling's Lafayette office, Josh is eager to build his career in commercial real estate, focusing on brokerage and client relationships across the Louisiana market. His ability to perform under pressure, paired with his team-oriented mindset, makes him a valuable partner to both clients and colleagues.

Outside the office, Josh enjoys hunting, fishing, and spending time outdoors—activities that reflect his appreciation for persistence, focus, and balance in both work and life.



02

SECTION

PROPERTY DESCRIPTION

1801 W PINHOOK ROAD | LAFAYETTE, LA 70508



PROPERTY DETAILS

CONSTRUCTION DETAILS

Gross Building Area	80,325 sq ft
Typical Floor	13,388 sq ft
Year Built	1981
Renovated	January 2015
Land Use Code	Hotel- Resort
Parish Land Use Code	22055
Parcel Number	6010037
Parking Ratio	1.21/room
Parking Spaces	Surface - 350
Construction	Reinforced Concrete
Elevators	3

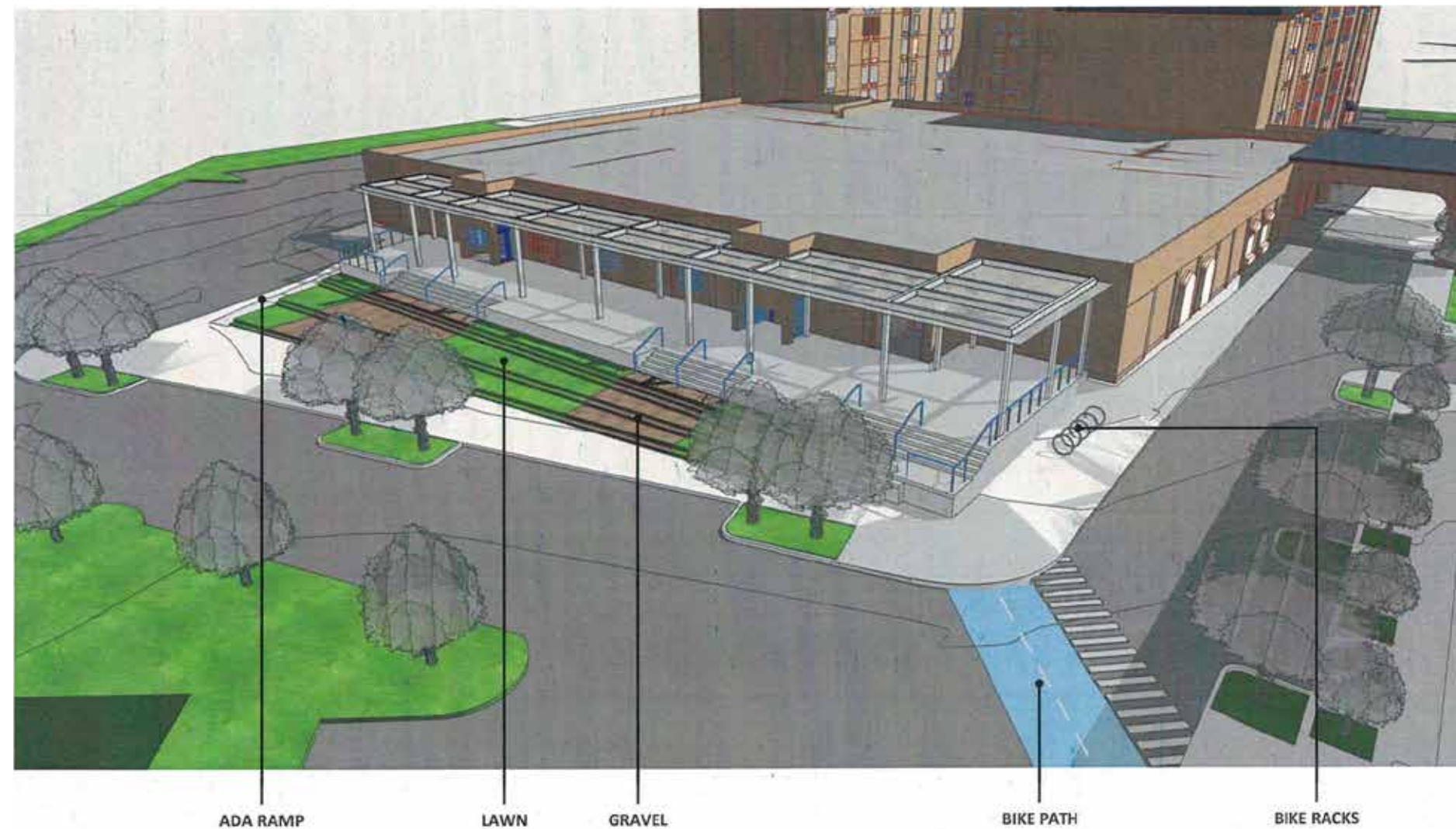


RENDERING STREET VIEW



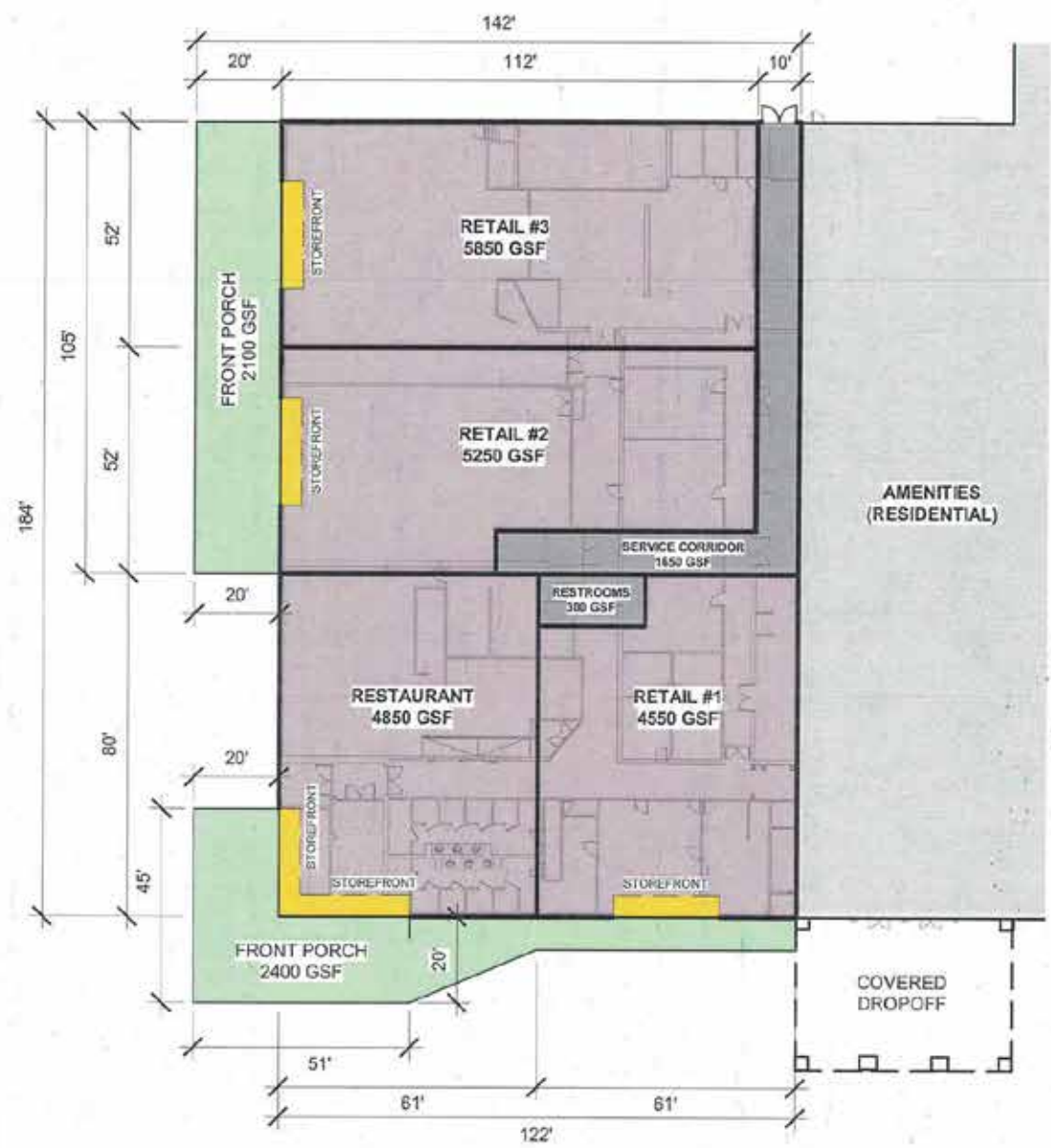
Renderings depict a conceptual vision of potential site enhancements, including a proposed pad site (shown in grey) and a future bike path (shown in blue); these elements are illustrative only and not currently in place.

RENDERING STREET VIEW



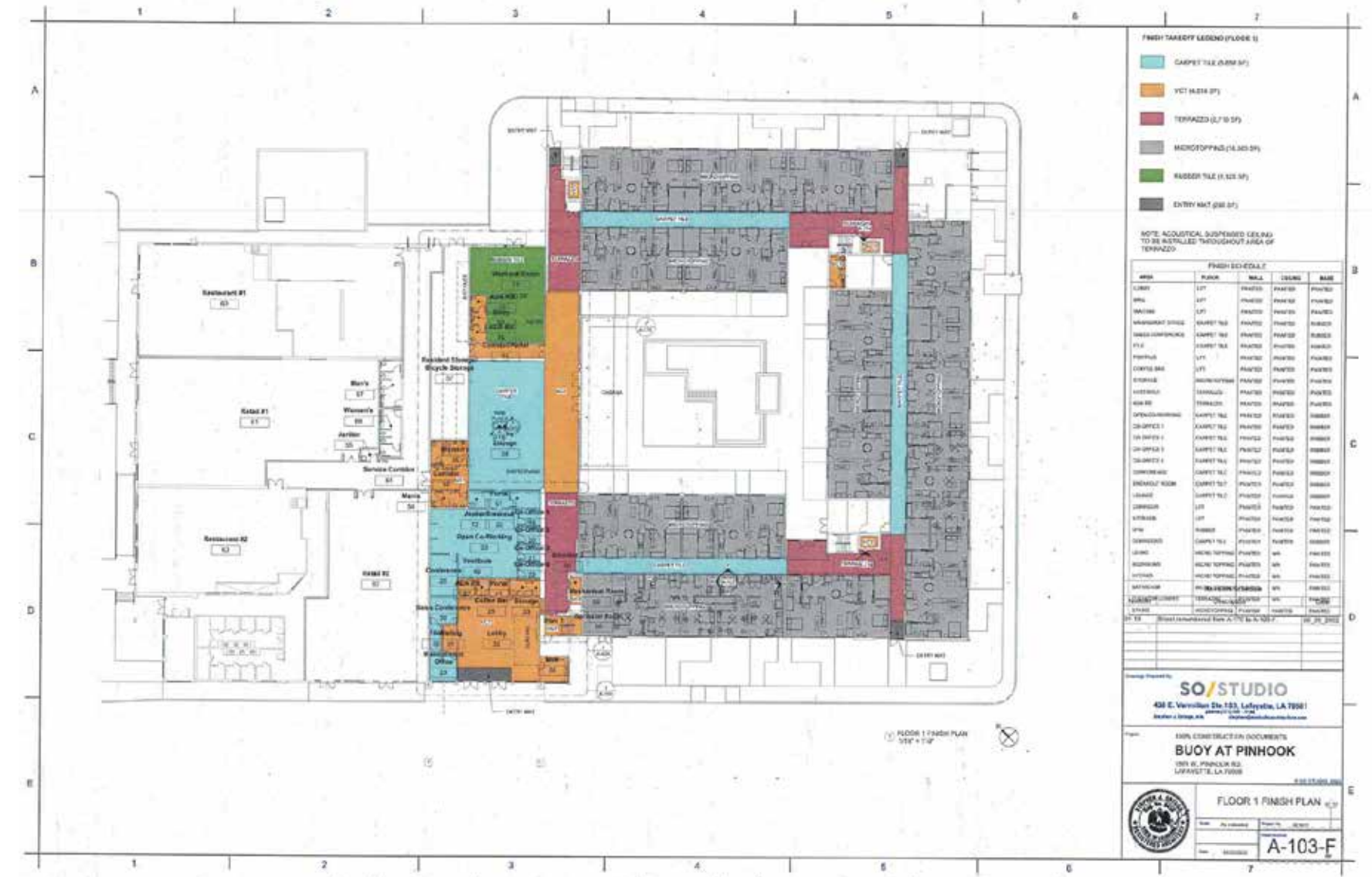
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PROPOSED RETAIL



PROPOSED RETAIL
 JANUARY 14, 2022
 BUOY
 SO STUDIO PROJECT NO. 021011

PROPOSED RETAIL & FIRST FLOOR LAYOUT WITH AMENITIES



POTENTIAL PAD FOR RETAIL - POSSIBLE DRIVE THRU



03

SECTION

MARKET OVERVIEW

1801 W PINHOOK ROAD | LAFAYETTE, LA 70508



MARKET OVERVIEW

SOUTH LAFAYETTE MULTIFAMILY MARKET

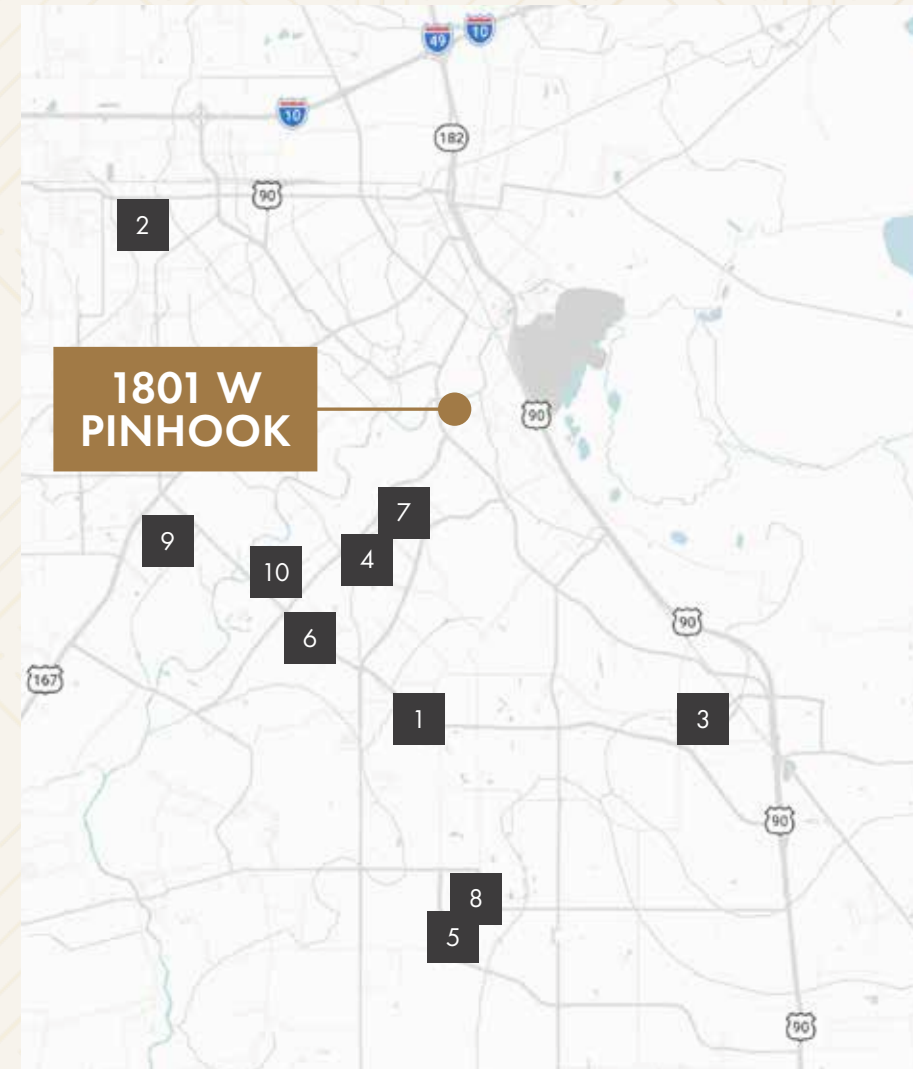
Class A multifamily in South Lafayette continues to command average asking rents of approximately \$1,551 per unit, well above the broader Lafayette average, underscoring the submarket's ability to support premium product. While vacancy remains elevated on paper following the recent supply wave, several of the newest communities are already being absorbed, with Waters at Settler's Trace having completed lease-up and Sugar Mill Villas and Silo Creek expected to round out lease-up by year-end.

With those projects moving through the final stages of absorption and no additional units currently under construction, the market appears to be nearing the end of its latest lease-up cycle. That should position South Lafayette for improving occupancy, reduced competitive pressure, and a more favorable setup for future Class A development. For a well-located site on the Pinhook Corridor, it points to an opportunity to deliver into a market where the newest supply is being digested and the outlook ahead is increasingly constructive.



Sugar Mill Villas

RENT COMPARABLES MAP



MARKET OVERVIEW

RENT COMPARABLES

	1	2	3	4	5	6	7	8	9	10
Property Name	Reserve at River Place	The Waters at West Village	Parkway Villas	Parc Gardens	Sugar Mill Villas	Silo Creek Apartments	La Veranda	Waterview at Sugar Mill Pond	Robley Place Apartments	The Waters at Settlers Trace
Property Address	5530 Ambassador Caffery Blvd	1313 Apollo Rd	101 Barnes Ln	1521 Camellia Blvd	1931 Chemin Metairie Rd	110 Frem Boustany Dr	210 Polly Ln	201 Prescott Blvd	1100 Robley Dr	536 Settlers Trace Blvd
City	Lafayette	Scott	Broussard	Lafayette	Youngsville	Lafayette	Lafayette	Youngsville	Lafayette	Lafayette
State	LA	LA	LA	LA	LA	LA	LA	LA	LA	LA
Zip	70508	70583	70518	70508	70592	70508-6927	70508-4930	70592	70503	70508
Number Of Units	240	216	154	174	257	252	220	164	248	348
RBA	259,800	220,000	155,000	174,000	164,000	252,000	394,878	167,272	350,000	348,000
Market Name	Lafayette, LA	Lafayette, LA	Lafayette, LA	Lafayette, LA	Lafayette, LA	Lafayette, LA	Lafayette, LA	Lafayette, LA	Lafayette, LA	Lafayette, LA
Year Built	2019	2024	2024	2020	2021	2025	2017	2015	2016	2024
Vacancy %	12.9%	10.2%	16.2%	3.4%	30.0%	46.4%	11.8%	9.1%	4.4%	6.6%
Avg Unit SF	1,095	1,005	875	1,254	1,127	926	1,143	794	1,009	1,012
Avg Asking/Unit	\$1,332	\$1,327	\$1,618	\$1,744	\$1,528	\$1,575	\$1,360	\$1,324	\$1,435	\$1,476
Avg Asking/SF	\$1.22	\$1.32	\$1.85	\$1.39	\$1.35	\$1.70	\$1.19	\$1.67	\$1.42	\$1.46
Avg Effective/Unit	\$1,318	\$1,313	\$1,603	\$1,735	\$1,513	\$1,480	\$1,347	\$1,311	\$1,427	\$1,465
Avg Effective/SF	\$1.20	\$1.31	\$1.83	\$1.38	\$1.34	\$1.60	\$1.18	\$1.65	\$1.41	\$1.45
Avg Concessions %	1.00	1.00	0.90	0.50	1.00	6.00	1.00	1.00	0.60	0.80
1 BR Asking Rent/SF	\$1.33	\$1.39	\$1.84	\$1.53	\$1.56	\$1.85	\$1.61	\$1.89	\$1.60	\$1.60
1 BR Asking Rent/Unit	\$1,220	\$1,196	\$1,611	\$1,503	\$1,310	\$1,346	\$1,211	\$1,242	\$1,252	\$1,382
2 BR Asking Rent/SF	\$1.16	\$1.29	\$1.85	\$1.41	\$1.27	\$1.61	\$1.12	\$1.45	\$1.32	\$1.41
2 BR Asking Rent/Unit	\$1,408	\$1,408	\$1,618	\$1,791	\$1,590	\$1,669	\$1,373	\$1,446	\$1,495	\$1,543
3 BR Asking Rent/SF	\$1.03	\$1.19		\$1.28	\$1.29	\$1.51	\$1.09		\$1.37	\$1.20
3 BR Asking Rent/Unit	\$1,575	\$1,629		\$1,922	\$1,842	\$2,046	\$1,551		\$1,848	\$1,648

NEIGHBORHOOD OVERVIEW

MAIN POINTS OF INTEREST

The intersection of Pinhook Road and Kaliste Saloom Road in Lafayette is one of the main commercial corridors in the city. It's packed with restaurants, shopping centers, hotels, and a few nearby neighborhoods that locals frequent. Here are some notable points of interest around that intersection.

PARC LAFAYETTE (MAJOR LIFESTYLE CENTER)

1921 Kaliste Saloom Rd, Lafayette, LA 70508

- European-style outdoor shopping and dining center
- Boutiques, restaurants, salons, and event spaces
- Often hosts community events and has a splash pad
- It's one of the nicer walkable commercial areas in Lafayette and a popular hangout spot.

parclafayette.com

RIVER RANCH

1100 Camellia Blvd, Lafayette, LA 70508

- Upscale neighborhood with town center
- Restaurants, bars, boutiques
- Walking paths and small parks
- Frequent live music and outdoor events
- It's a mixed residential and commercial community with strong Louisiana architectural influences



Parc Lafayette



River Ranch

MAJOR POINTS OF INTEREST

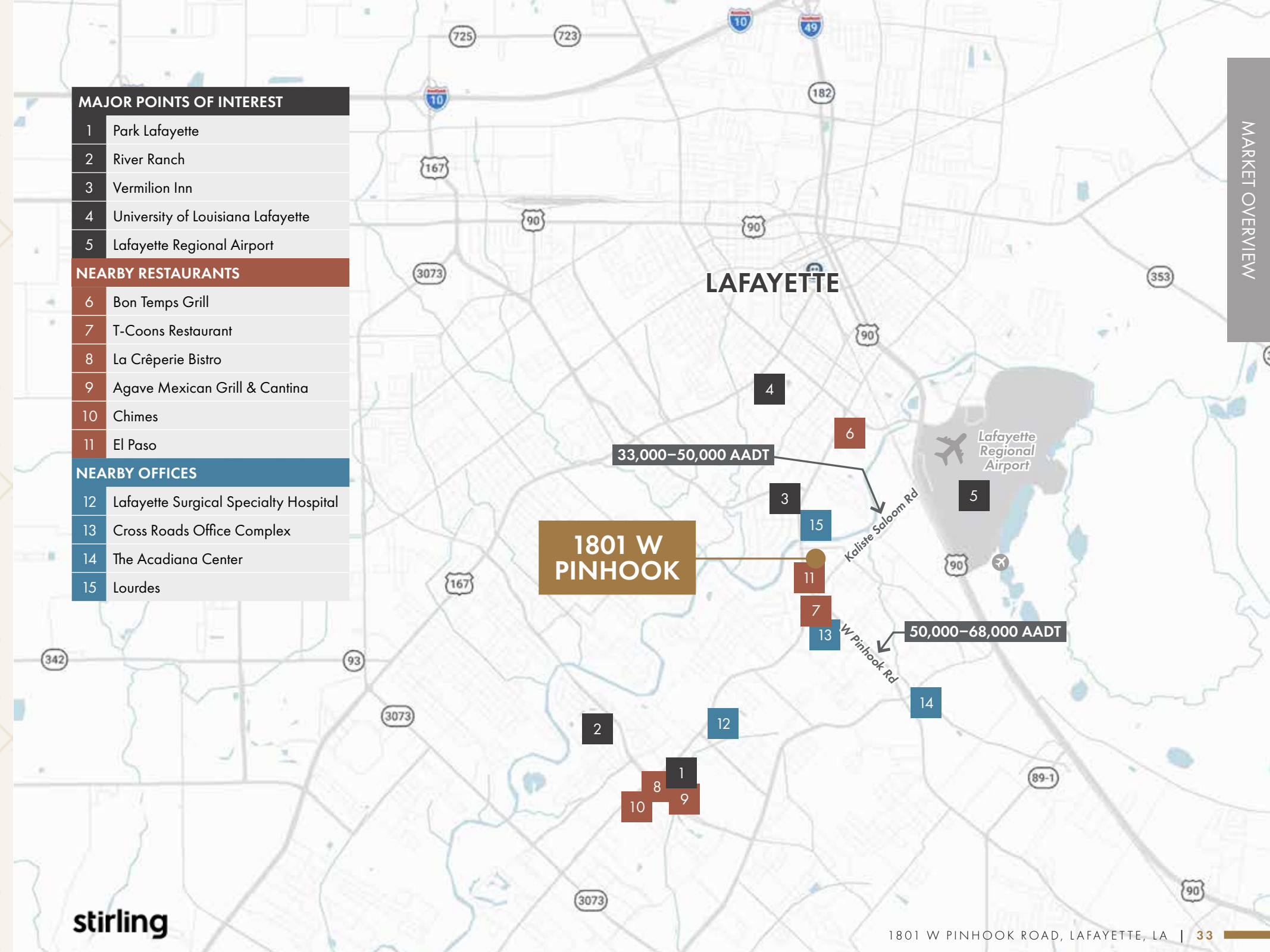
- 1 Park Lafayette
- 2 River Ranch
- 3 Vermilion Inn
- 4 University of Louisiana Lafayette
- 5 Lafayette Regional Airport

NEARBY RESTAURANTS

- 6 Bon Temps Grill
- 7 T-Coons Restaurant
- 8 La Crêperie Bistro
- 9 Agave Mexican Grill & Cantina
- 10 Chimes
- 11 El Paso

NEARBY OFFICES

- 12 Lafayette Surgical Specialty Hospital
- 13 Cross Roads Office Complex
- 14 The Acadiana Center
- 15 Lourdes



NEIGHBORHOOD OVERVIEW

RESTAURANT CORRIDOR

The area surrounding 1801 W Pinhook is locally known for its dense concentration of restaurants. Numerous national chains and local favorites are located within a quarter mile, making it a popular dining destination. Several well-known Cajun restaurants nearby include:



Bon Temps Grill



Parish Biscuit



La Creperie Bistro



Marcello's



Ruth's Chris



River Ranch

SHOPPING CENTERS & RETAIL CLUSTERS

Typical businesses here include:

- restaurants
- salons
- small boutiques
- fitness studios
- medical offices
- specialty retail stores

The corridor has seen steady residential and hotel growth, which keeps the area busy throughout the day and evening.

HOTELS AND TRAVEL SERVICES

As a major arterial corridor in Lafayette, the intersection is home to several nearby hotels, making it a convenient hub for visitors traveling between the airport, downtown, and Youngsville.



Café Vermilionville

NEARBY HISTORICAL LANDMARK

A short drive north of Pinhook Road is the Vermilion Inn, an 1835 Greek Revival structure now operating as Café Vermilionville. The property is listed on the National Register of Historic Places.

NEIGHBORHOOD OVERVIEW

OFFICES NEAR PINHOOK KALISTE SALOOM



Lafayette Surgical Specialty Hospital



Acadiana Center



Park Tower



Pinhook Tower

UNIVERSITY OF LOUISIANA – LAFAYETTE

104 E University Ave, Lafayette La.

Approx 20,000 students

ULL is known for the following:

- Strong engineering programs, especially petroleum and computer engineering, with applied research ties to energy and industry.
- Research activity and a growing research profile (R1 aspirations/expanded research centers and partnerships).
- Nursing, nursing-related health programs, and allied health training.
- Distinctive programs in computer science, cybersecurity, and digital media/animation.
- Cajun culture, music, and regional studies—strong local cultural engagement (folk music, Cajun/zydeco traditions).
- Ragin’ Cajuns athletics, with spirited football and baseball followings.
- Entrepreneurship and industry partnerships via the Innovation & Research Park and business incubation.



University of Louisiana



Lafayette International Airport

LAFAYETTE INTERNATIONAL AIRPORT

- Typically a couple dozen commercial departures/arrivals per day (many flights to nearby hub airports). 200 Terminal Drive, Lafayette, La 70508
- Most recent full year (2025, airport data): 297,706 enplanements + 293,154 deplanements = 590,860 total passengers ~1,620 travelers per day (590,860 ÷ 365)
- Carriers serving Lafayette Regional Airport (LFT)
 - American Airlines – service to Dallas / Fort Worth (DFW)
 - Delta Airlines – service to Atlanta (ATL)
 - United Airlines – service to Houston International (IAH)
 - Allegiant – limited / seasonal

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