

MULTIFAMILY OFFERING MEMORANDUM

408 ANN STREET

408 ANN STREET, EAST LANSING, MI 48823



OFFERING MEMORANDUM

KW COMMERCIAL L PAINT CREEK

440 S Main St
Rochester, MI 48307



Each Office Independently Owned and Operated

PRESENTED BY:

BRIAN KIRKSEY, ASA, CCIM, FRICS

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The calculations and data presented are deemed to be accurate, but not guaranteed. They are intended for the purpose of illustrative projections and analysis. The information provided is not intended to replace or serve as substitute for any legal, accounting, investment, real estate, tax or other professional advice, consultation or service. The user of this software should consult with a professional in the respective legal, accounting, tax or other professional area before making any decisions.

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PROFESSIONAL BIO

408 ANN STREET



BRIAN KIRKSEY, ASA, CCIM, FRICS Resume

Managing Director



Brian is the Managing Director of the Ethos Real Estate Team of KW Commercial Paint Creek. As well as the managing director, he is also the Commercial Real Estate Director for the KW Paint Creek, Somerset and Central locations; and Regional Ambassador for KW Commercial for the Michigan and North Ohio Region.

Brian experience as a commercial broker began in 2005, and a commercial appraiser since 1997. In his career he has performed valuations and brokered all types of real estate throughout Michigan the US and parts of the Caribbean and Europe. Asset types include industrial, multiple-family, office, special use, churches, retail and development land.

Clientele have included the Federal, State, and local government(s), Fortune 500 companies, hospital systems, developers, and attorneys.

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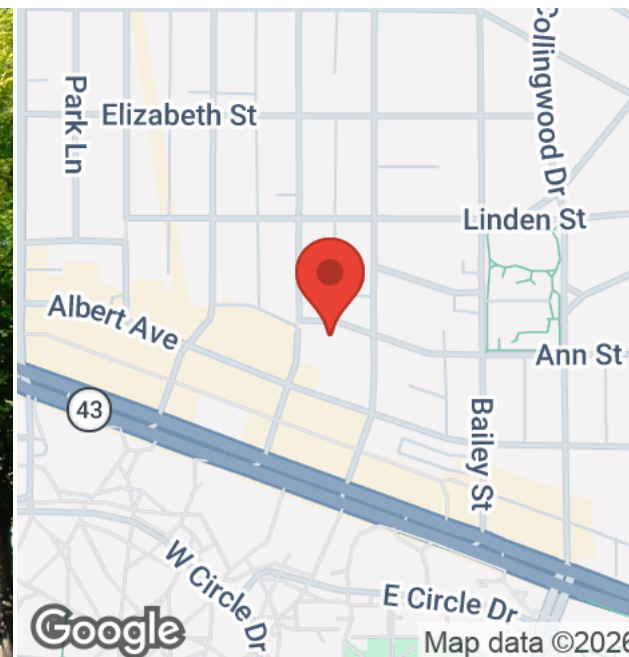
PROPERTY INFORMATION

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EXECUTIVE SUMMARY
PROPERTY PHOTOS

EXECUTIVE SUMMARY

408 ANN STREET



OFFERING SUMMARY

PRICE:	\$1,300,000
NUMBER OF UNITS:	11
BUILDING SF:	4,808
PRICE / UNIT:	\$118,000
PRICE / SF:	\$270
NOI:	\$91,465
OCCUPANCY:	100%
CAP RATE:	7.0%
LOT SIZE:	6,098 SF
RENOVATED:	2019
YEAR BUILT:	1940
ZONING:	RM-32

PROPERTY OVERVIEW

Rarely available opportunity to acquire a stabilized, income-producing student housing asset in one of Michigan's most resilient rental markets. This 11-unit apartment building – purpose-positioned for graduate student tenants – sits just three blocks from the Michigan State University campus, delivering the kind of location-driven demand that keeps vacancy risk virtually nonexistent.

The Numbers Tell the Story

Eight consecutive school years of 100% occupancy. That's not a marketing claim – it's a track record that reflects the unrelenting demand for quality, proximate housing among MSU's graduate population. Currently Operating at 11 beds with a stable, proven rent roll, the property carries a state-issued license supporting up to 22 beds, offering a clear and documented path to nearly double the income-generating capacity without a change-of-use hurdle.

4,808 square feet of rentable space on 0.14 acres, efficiently configured to serve the discerning graduate student renter who prioritizes walkability, quiet, and proximity to academic resources over amenity-heavy complexes further from campus. The building's compact footprint keeps operating overhead lean while the location commands premium rents driven by scarcity, not seasonality.

Beyond the bed-expansion opportunity, onsite parking represents an additional, largely untapped revenue stream in a neighborhood where parking access near campus commands real dollars from students, faculty, and staff alike. An investor stepping in today inherits a clean operation with built-in

Key Points

- Prime MSU Location – 3 blocks from campus, unmatched walkability for grad students
- 100% Occupied – Every school year for 8 consecutive years
- Double the Income – Licensed for 22 beds, currently operating at 11
- Parking Revenue – Onsite parking as an untapped additional income stream
- Turnkey Asset – 4,808 SF, stable rent roll, no repositioning needed

PROPERTY PHOTOS

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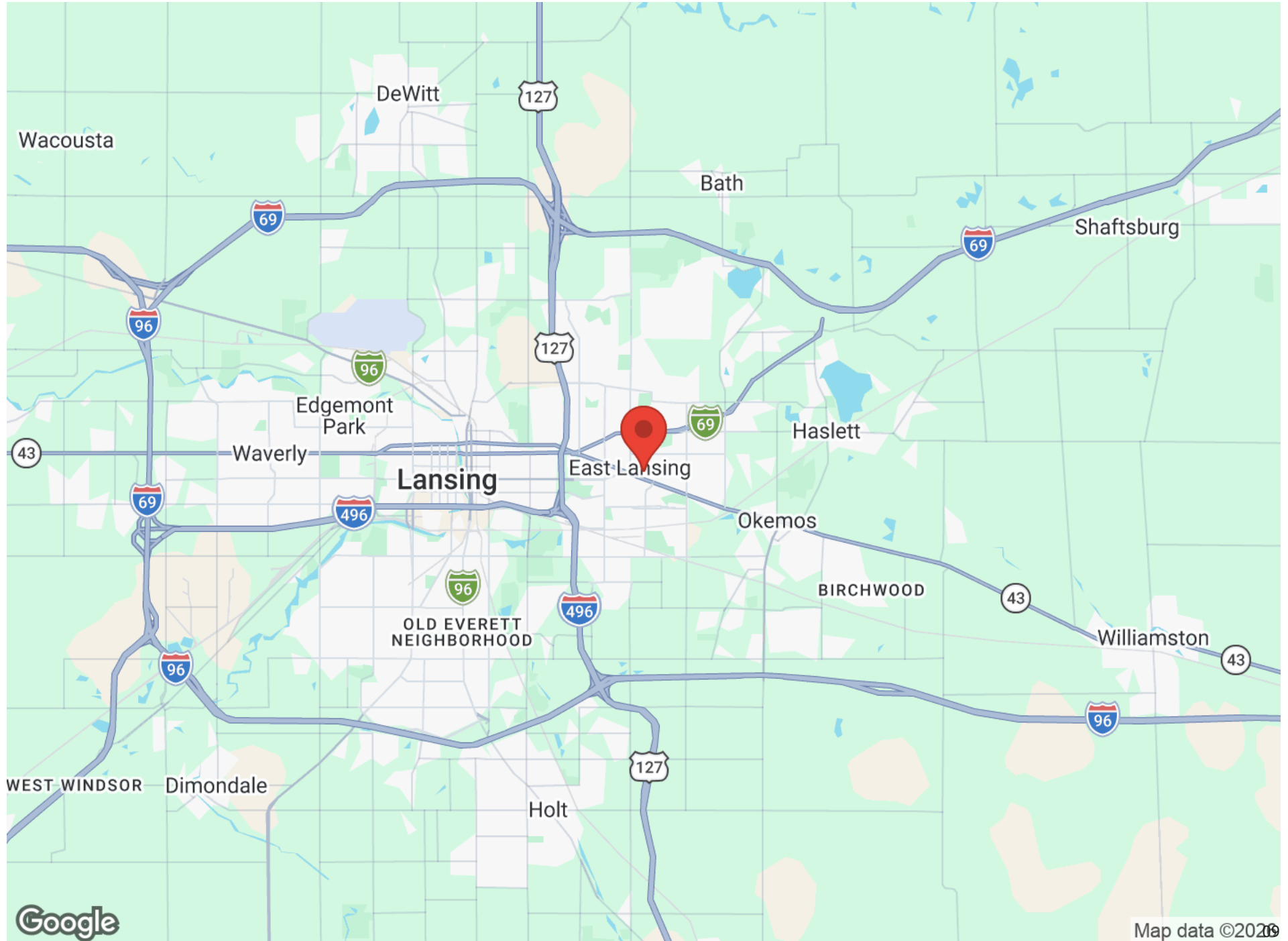
LOCATION INFORMATION

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REGIONAL MAP
LOCATION MAPS
AERIAL MAP

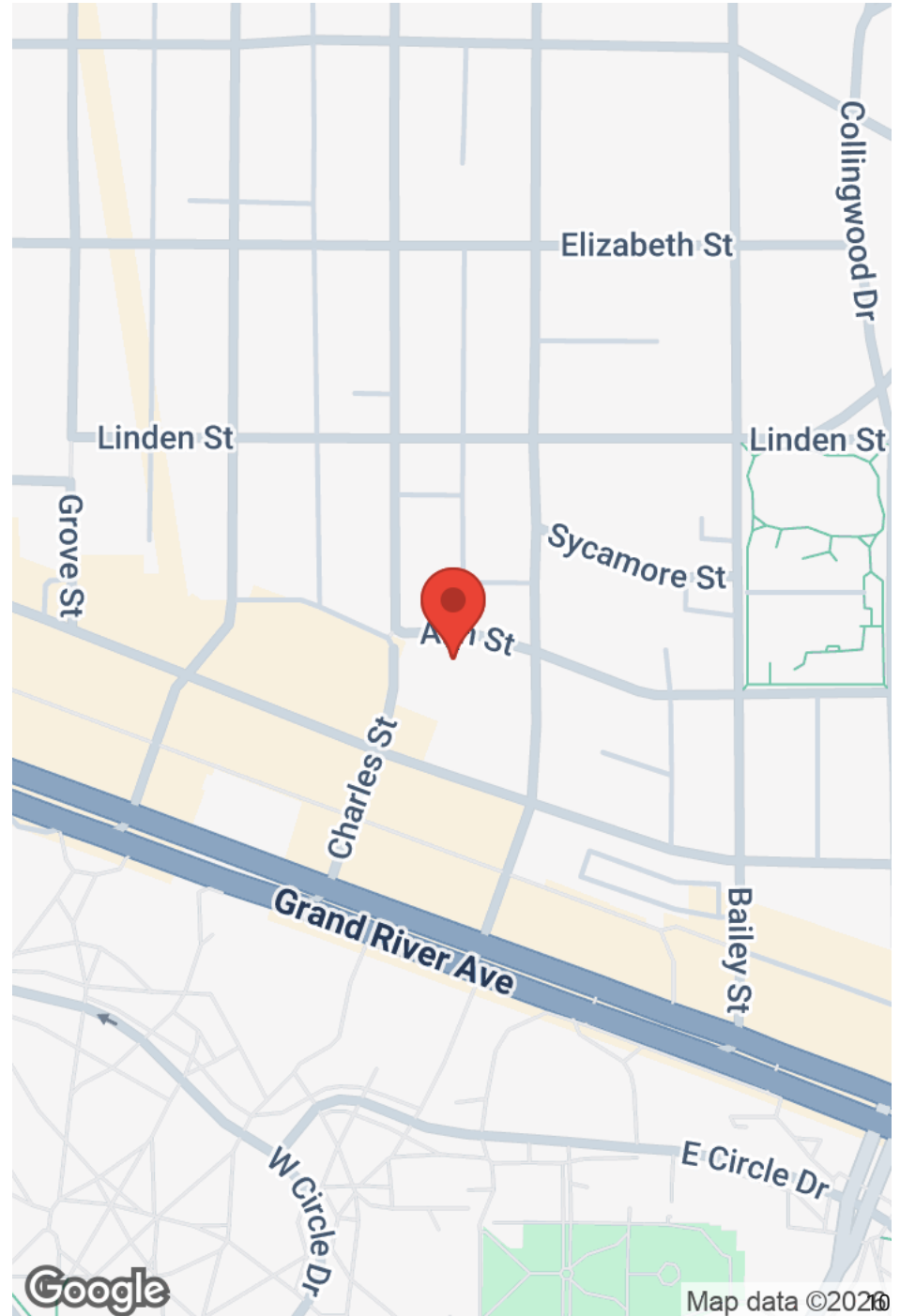
REGIONAL MAP

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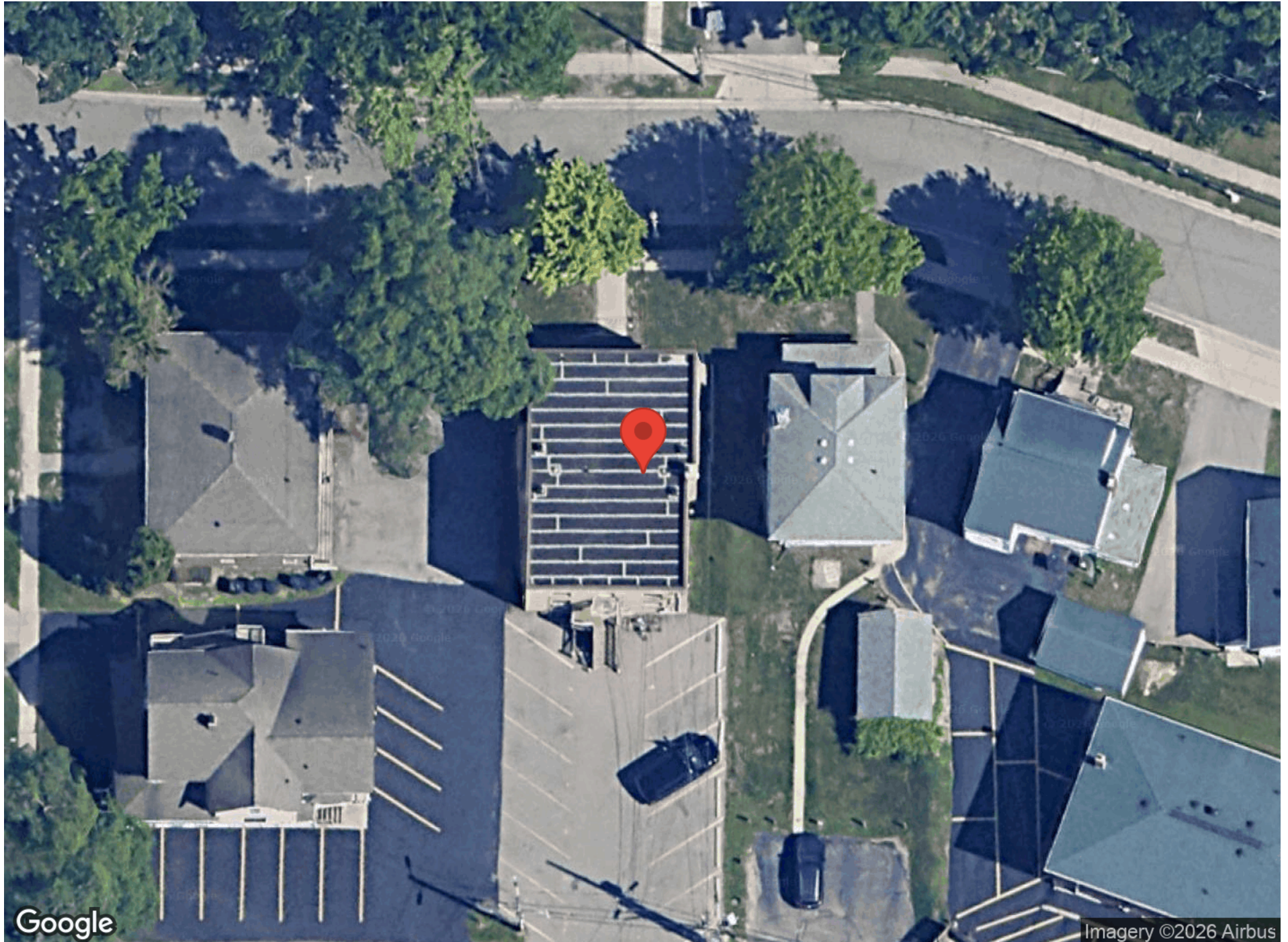
LOCATION MAPS

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AERIAL MAP

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LEASE REPORTS

LEASE RENT ROLL

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LEASE RENT ROLL

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Tenant	Suite	Size	Start	Expires	\$/RSF	Rent
Tenant 1	1	475	08/01/25	07/31/26	\$21.47	\$10,200
Tenant 2	2	475	08/01/25	07/31/26	\$25.26	\$12,000
Tenant 3	4	475	08/01/25	07/31/26	\$25.26	\$12,000
Tenant 4	5	475	08/01/25	07/31/26	\$25.26	\$12,000
Tenant 5	6	475	08/01/25	07/31/26	\$25.26	\$12,000
Tenant 6	7	475	08/01/25	07/31/26	\$25.26	\$12,000
Tenant 7	8	475	08/01/25	07/31/26	\$25.26	\$12,000
Tenant 8	9	475	08/01/25	07/31/26	\$25.26	\$12,000
Tenant 9	10	475	08/01/25	07/31/26	\$24.00	\$11,400
Tenant 10	11	475	08/01/25	07/31/26	\$24.00	\$11,400
Tenant 11	12	475	08/01/25	07/31/26	\$25.26	\$12,000



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FINANCIAL ANALYSIS

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PRO FORMA SUMMARY
OPERATING INCOME ANALYSIS

PRO FORMA SUMMARY

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Income

Description	Actual	Per SF
Gross Potential Rent	\$129,000	\$24.69
- Less: Vacancy	\$0	\$0.00
Effective Gross Income	\$129,000	\$24.69

Operating Expenses

Description	Actual	Per SF
Building Insurance	\$1,830	\$0.35
Grounds Maintenance	\$2,240	\$0.43
Misc	\$725	\$0.14
Repairs	\$675	\$0.13
Taxes - Real Estate	\$20,400	\$3.90
Trash Removal	\$300	\$0.06
Utilities	\$7,765	\$1.49
Total Expenses	(\$33,935)	(\$6.49)
Net Operating Income	\$95,065	\$18.19

PRO FORMA SUMMARY

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Investment Summary

Price	\$1,300,000
Units	11
RSF	5,225
Price/RSF	\$248.80
Lot Size	5,924 sf
Floors	2
APN	20-02-18-151-003
Cap Rate	7.31%

Financing Summary

Loan 1 (Fixed)	\$960,000
Initial Equity	\$340,000
Interest Rate	6.5%
Term	20 years
Monthly Payment	\$7,158
DCR	1.11

Tenant Annual Scheduled Income

Tenant	Actual
Totals	\$129,000

Annualized Income

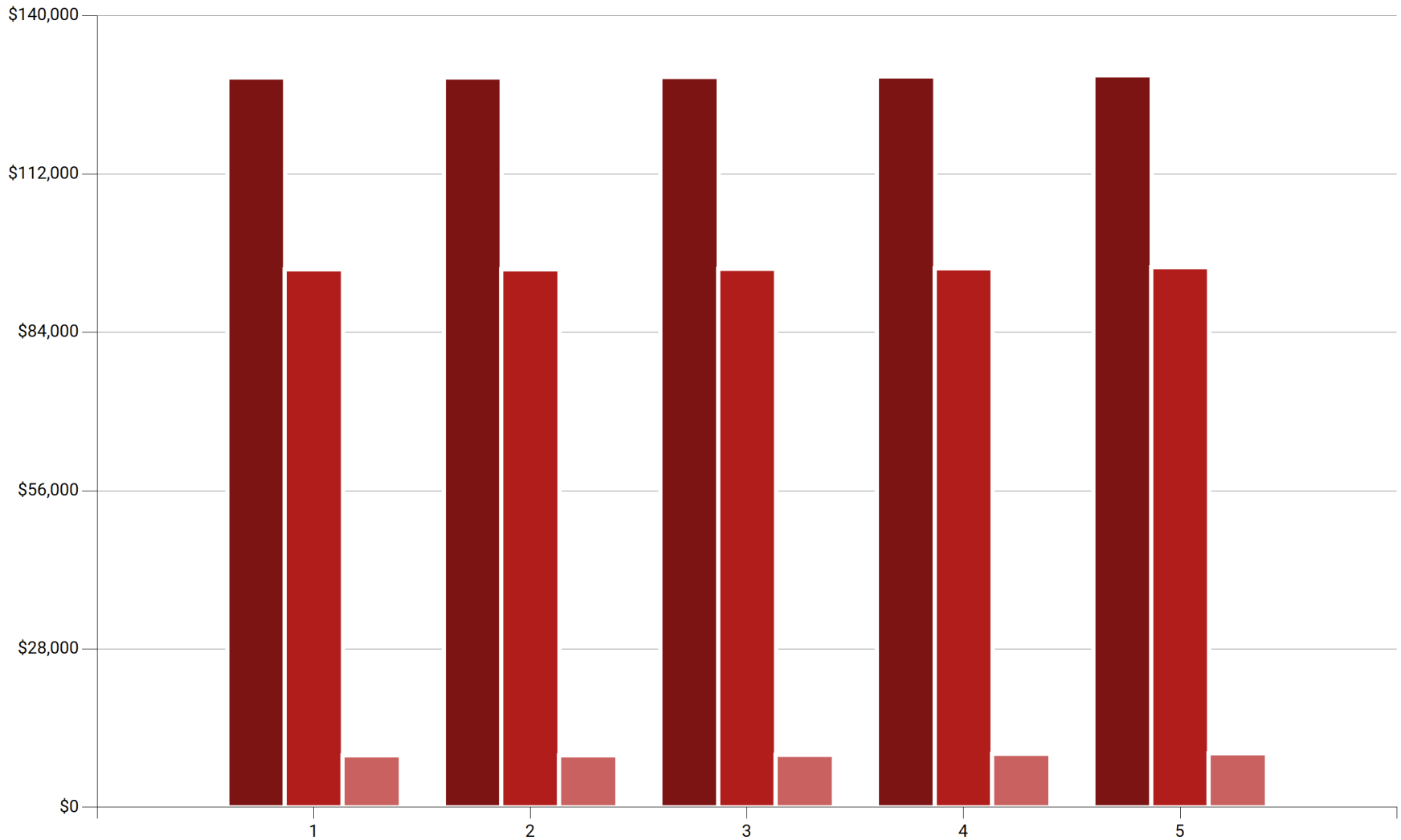
Description	Actual
Gross Potential Rent	\$129,000
- Less: Vacancy	\$0
Effective Gross Income	\$129,000
- Less: Expenses	(\$33,935)
Net Operating Income	\$95,065
- Debt Service	(\$85,890)
Net Cash Flow after Debt Service	\$9,175
+ Principal Reduction	\$24,203
Total Return	\$33,378

Annualized Expenses

Description	Actual
Building Insurance	\$1,830
Grounds Maintenance	\$2,240
Misc	\$725
Repairs	\$675
Taxes - Real Estate	\$20,400
Trash Removal	\$300
Utilities	\$7,765
Total Expenses	\$33,935
Expenses Per RSF	\$6.49

OPERATING INCOME ANALYSIS

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Year	Gross Operating Income	Net Operating Income	Net Cash Flow (b/t)
1	\$129,000	\$95,065	\$9,175
2	\$129,000	\$95,065	\$9,175
3	\$129,110	\$95,175	\$9,285
4	\$129,242	\$95,307	\$9,417
5	\$129,374	\$95,439	\$9,549



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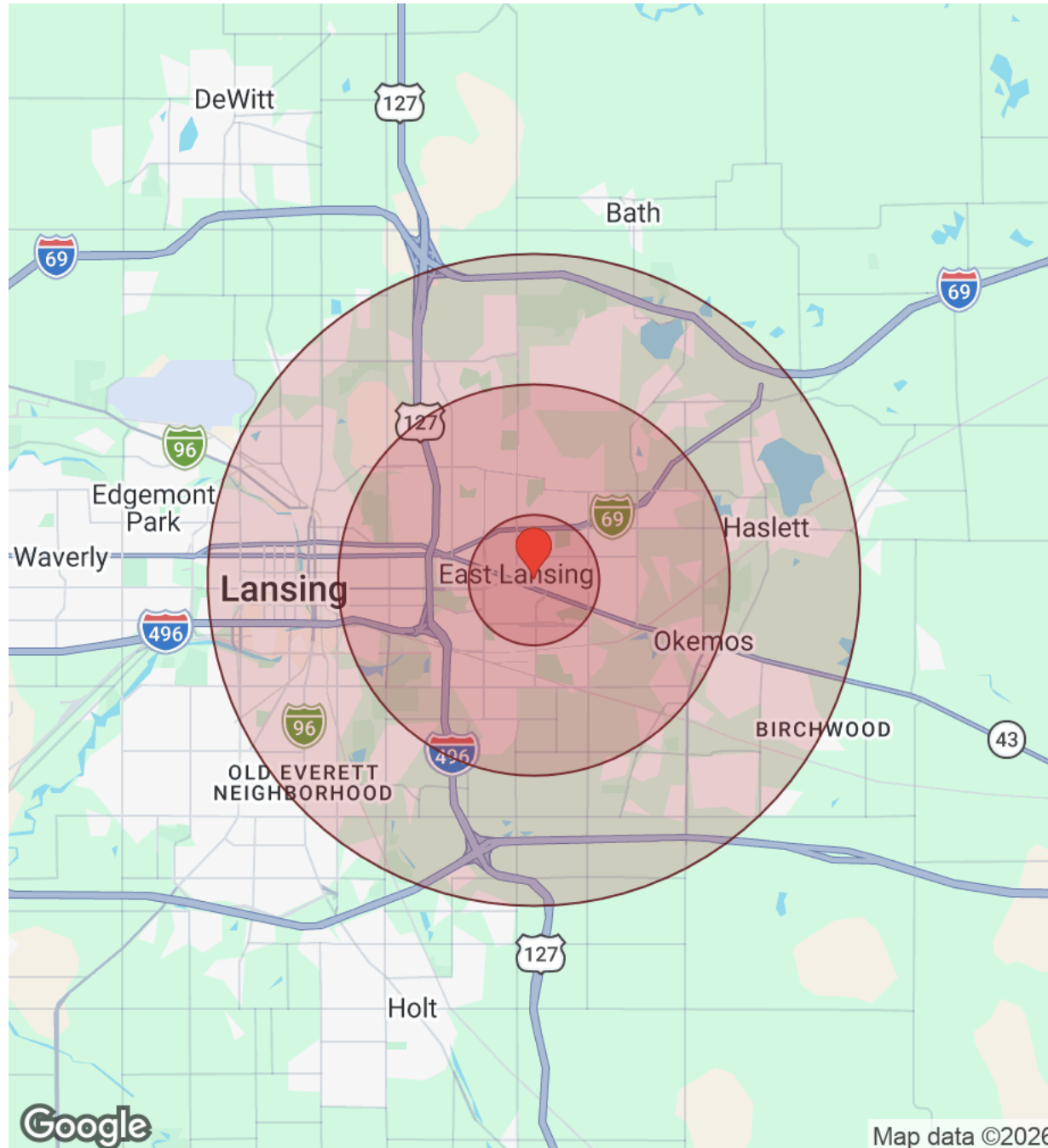
TRADE AREA OVERVIEW

DEMOGRAPHICS

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DEMOGRAPHICS

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Distance: ● 1 Mile ● 3 Miles ● 5 Miles

Population	1 Mile	3 Miles	5 Miles
Male	19,892	51,811	95,752
Female	6,988	35,181	79,154
Total Population	26,880	86,992	174,906

Race / Ethnicity	1 Mile	3 Miles	5 Miles
White	18,910	56,901	113,164
Black	3,739	11,083	22,196
Am In/AK Nat	54	191	420
Hawaiian	19	43	52
Hispanic	1,409	6,194	14,780
Asian	2,051	9,169	16,948
Multiracial	613	3,201	6,909
Other	86	209	455

Housing	1 Mile	3 Miles	5 Miles
Total Units	7,319	35,567	78,005
Occupied	6,818	33,259	72,946
Owner Occupied	1,990	13,390	34,232
Renter Occupied	4,828	19,869	38,714
Vacant	501	2,308	5,059

Age	1 Mile	3 Miles	5 Miles
Ages 0 - 14	1,788	10,157	25,367
Ages 15 - 24	19,431	37,246	50,651
Ages 25 - 54	3,637	24,528	61,659
Ages 55 - 64	726	5,214	14,299
Ages 65+	1,298	9,847	22,931

Income	1 Mile	3 Miles	5 Miles
Median	\$42,202	\$57,691	\$63,759
Under \$15k	1,638	5,459	9,187
\$15k - \$25k	571	2,522	5,526
\$25k - \$35k	665	3,194	6,318
\$35k - \$50k	906	3,624	8,344
\$50k - \$75k	689	5,263	12,319
\$75k - \$100k	596	3,377	8,795
\$100k - \$150k	823	4,802	11,246
\$150k - \$200k	386	2,459	5,014
Over \$200k	543	2,558	6,197

Map data ©2026