PENNY LANE

72 UNITS | BUILT IN 2006 | RUSTON, LA

Marcus & Millichap
FLUELLEN-HOOVER
MULTIFAMILY GROUP

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Secondary Markets Team

Evan De Blanc
Associate Investments
(972) 755-5128 *direct*
Evan.DeBlanc@MarcusMillichap.com

Nick Fluellen, CCIM
Executive Managing Director Investments
(972) 755-5214 *direct*
Nick.Fluellen@MarcusMillichap.com

Bard Hoover
Senior Managing Director Investments
(972) 755-5216 *direct*
Bard.Hoover@MarcusMillichap.com

Matt Aslan
Managing Director Investments
(972) 755-5275 *direct*
Matt.Aslan@MarcusMillichap.com

John McGregor
Senior Director Investments
(972) 755-5194 *direct*
John.McGregor@MarcusMillichap.com

Alec Schenk
Associate Director Investments
(972) 755-5182 *direct*
Alec.Schenk@MarcusMillichap.com

Marcus & Millichap Capital Corporation - Debt & Equity

John Brickson
Director, MMCC Capital Markets
(913) 638-8871 *direct*
John.Brickson@MarcusMillichap.com

Broker of Record

Steve Greer
Broker of Record
(225) 376-6800 *direct*
Steve.Greer@MarcusMillichap.com

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Outstanding Student Housing Conversion Opportunity

Walkable Location to Louisiana Tech University

Penny Lane is ideally positioned within walking distance of Louisiana Tech University and conveniently located along the university's bus route, creating a compelling opportunity to reposition the property as student housing. A new owner could transition the asset from conventional multifamily to a by-the-bed leasing model, allowing for 12-month leases and parent guaranties to enhance income stability and reduce collection risk.

Growing University Enrollment Supporting Housing Demand

Louisiana Tech Achieved Highest Enrollment Since 2018

Louisiana Tech University enrolled 12,145 students in Fall 2025, marking the university's highest enrollment since 2018 and its third consecutive year of growth. The freshman class of 2,416 students was the largest domestic incoming class in the institution's more than 130-year history. Continued enrollment growth reinforces long-term demand for nearby housing and supports the viability of a student-oriented business plan.

Highly Desirable Unit Mix with Large Floor Plans

Exclusively Two- and Three-Bedroom Units Averaging 1,100 SF

The property features a highly marketable unit mix comprised entirely of spacious two- and three-bedroom floor plans averaging approximately 1,100 square feet. These larger layouts are well-suited for both conventional renters and student housing configurations, supporting strong leasing demand and flexible operational strategies.

Turkey Investment with Seamless Transition Opportunity

Existing Ownership Willing to Continue Management

Penny Lane offers a stable, turnkey investment opportunity with operational continuity already in place. Current ownership is willing to remain involved in management following the sale, providing a smooth transition for new ownership and helping preserve property performance and resident relationships.

Durable Construction with Recent Capital Improvements

Brick Exterior and Roofs Replaced in 2023

Constructed in 2006, Penny Lane benefits from durable brick construction designed for long-term operational efficiency and reduced maintenance needs. Additionally, the roofs were replaced in 2023, limiting near-term capital expenditure requirements and enhancing the long-term sustainability of the asset.

Consistent Historical Occupancy and Income Performance

Reliable Cash Flow Supported by Strong Resident Demand

The property has historically maintained steady occupancy and dependable income performance, demonstrating durable renter demand within the Ruston market. This consistent operating history provides investors with confidence in the asset's ability to continue generating stable cash flow moving forward.






Overview

Address	303 Penny Lane Ruston, LA 71270
Number of Units	72
Year Built	2006
Net Rentable Square Feet	79,200
Number of Buildings	9
Number of Floors	2

Tax Info - 2025

Appraisal District	Lincoln
Assessor's Parcel Number	1237
Current Assessed Value	$7,987,690
Tax Rate	0.8536%
Parcel Size	6.91 Acres
Density	10.42 Units per Acre
Style	Garden
Foundation	Concrete Slab
Framing	Wood
Exterior	Stucco, Brick Veneer
Roof	Pitched, 3-Tab Shingles
Age of Roof/Year Replaced	7 Roofs Replaced In the Past 6 Years

Fees and Deposits

Application Fee	$30

Laundry

Clothes Care Centers	None
Washer/Dryer Connections	Full-Size

Schools

School District	Lincoln Parish Schools
Elementary	Glen View and Cypress Springs
Junior High	Ruston
High School	Ruston

Mechanical

HVAC	Individual Units
Electricity	Individually Metered
Hot Water	Gas Hot Water Heaters
Fire Protection	Smoke Detectors

Utilities

Electricity	City of Ruston *Paid By Resident*
Water & Sewer	City of Ruston *Paid By Resident*
Gas	Delta Utilities *Paid By Resident*
Trash	City of Ruston *Paid By Owner*
Cable / Internet	Optimum *Paid By Resident*

Parking

Parking Surface	Asphalt

Personnel

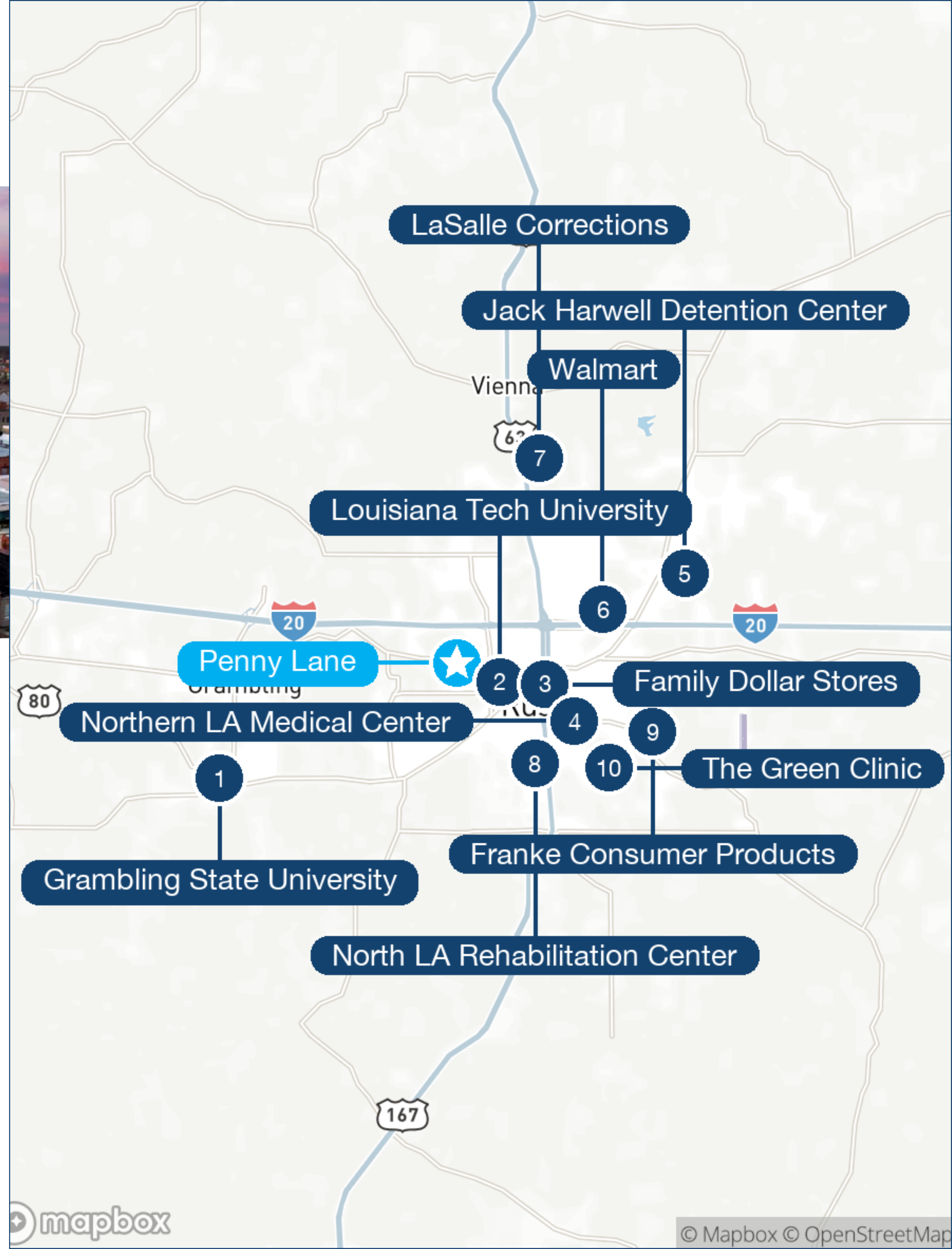
Management Company	Owner Managed

Ruston, LA

Median Household Income

$63,144	$64,402	$68,326
1-Mile Radius	3-Mile Radius	5-Mile Radius

#	Major Employers	# of Employees
1	Grambling State University	899
2	Louisiana Tech University	851
3	Family Dollar Stores	840
4	Northern LA Medical Center	600
5	Jack Harwell Detention Center	425
6	Walmart	311
7	LaSalle Corrections	250
8	North LA Rehabilitation Center	230
9	Franke Consumer Products	220
10	The Green Clinic	210



Louisiana Tech University

Nationally Recognized University Driving Education and Workforce Growth

Located less than two miles from Penny Lane, Louisiana Tech University enrolls more than 12,000 students and is widely recognized for its engineering, business, and applied sciences programs. The university serves as the economic backbone of Ruston, supporting thousands of jobs through faculty, administration, research, and student spending while fueling long-term housing demand throughout the area.

Growing Healthcare Employment Base

Regional Medical Facilities Supporting Stable Workforce Demand

Ruston benefits from a strong healthcare sector anchored by Northern Louisiana Medical Center, a full-service acute care hospital providing advanced medical services for the surrounding region. Together with Green Clinic and additional healthcare providers, the sector supports hundreds of stable, recession-resistant jobs and serves as a significant source of multifamily demand.

Interstate 20 Connectivity

Strategic Position Between Shreveport and Monroe Employment Centers

Penny Lane benefits from immediate access to Interstate 20, positioning residents within convenient reach of both Monroe and Shreveport while maintaining the affordability and lifestyle appeal of a university-oriented community. This regional connectivity enhances commuter accessibility and supports long-term renter demand.

Ruston’s Expanding Retail and Dining Corridor

Continued Commercial Growth Enhancing Resident Convenience

Ruston continues to experience commercial expansion surrounding Louisiana Tech University and the Interstate 20 corridor, with growing retail, dining, and service offerings strengthening the city’s appeal to residents. The city’s ongoing investment in downtown revitalization and infrastructure improvements continues to attract new businesses and support economic growth.

Constrained Multifamily Supply Environment

Limited New Development Supporting Occupancy Stability

Ruston's relatively limited multifamily construction pipeline and steady university-driven demand create favorable market fundamentals for existing apartment communities. High barriers to large-scale new development within the immediate area help support long-term occupancy and rental stability.

Walkable Access to Daily Needs and Amenities

Convenient Location Near Retail, Dining, and Campus Services

The property offers residents convenient access to grocery stores, restaurants, coffee shops, and everyday retail amenities surrounding the Louisiana Tech campus area. This walkable and highly accessible location enhances resident convenience and supports tenant retention.

Louisiana Tech Athletics Program

Championship-Caliber Athletic Brand Driving Enrollment and Community Engagement

Louisiana Tech has established itself as one of the premier mid-major athletic programs in the region, with dozens of conference championships across football, baseball, basketball, softball, and other sports. The university's strong athletic reputation helps attract students from across the South, driving enrollment growth, alumni engagement, and consistent economic activity throughout Ruston while enhancing the city's visibility and long-term appeal.

Radiance Technologies Microchip Facility

$370 Million Advanced Manufacturing Investment Creating High-Wage Tech Jobs

Radiance Technologies, in partnership with Louisiana Tech University and Louisiana Economic Development, recently announced plans for a new $370 million secure microchip packaging facility in Ruston. The project is expected to create approximately 150 high-skilled jobs with average salaries around $85,000 annually while strengthening Ruston's position within the national semiconductor and defense supply chain. The collaboration further enhances Louisiana Tech's engineering and technology programs, reinforcing a growing pipeline of highly educated talent and supporting long-term economic expansion in the region.

Market Rate
Rent Comparables

Penny Lane

303 Penny Lane, Ruston, LA 71270

Units	72	**Avg. SF**	1,100
Year Built	2006	**Avg. Rent**	$1,248
Occupancy	99%	**Avg. Rent/SF**	$1.13

Management Company

Owner Managed

Utilities

Residents pay water and electricity

Interior Upgrades

Resurfaced countertops

1

Homeville

2810 West Barnett Springs Avenue, Ruston, LA 71270

Units	37	**Avg. SF**	948
Year Built	2004	**Avg. Rent**	$993
Occupancy	100%	**Avg. Rent/SF**	$1.05

Management Company

Owner Managed

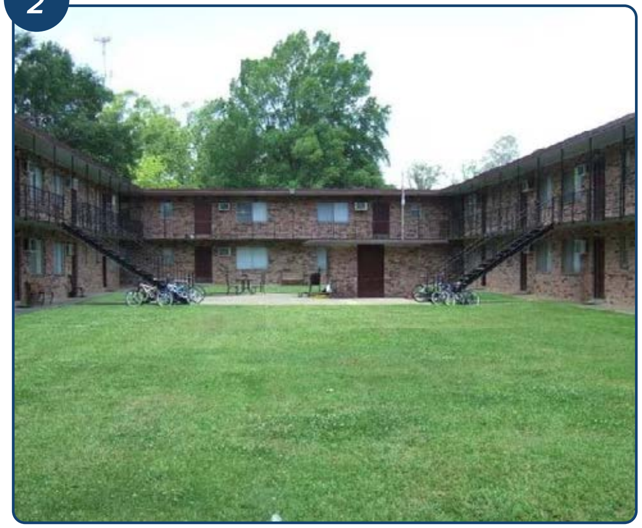
Utilities

Residents pay water and electricity

Interior Upgrades

White appliances, faux wood flooring, two-tone paint, and built-in microwave

2



Tech Town

700 Gillman Street, Ruston, LA 71270

Units	48	**Avg. SF**	680
Year Built	1975	**Avg. Rent**	$680
Occupancy	94%	**Avg. Rent/SF**	$1.00

Management Company

Green Star

Utilities

Residents pay electricity

Interior Upgrades

White appliances

3

Charleston Square

2100 West Barnett Springs Avenue, Ruston, LA 71270

Units	64	**Avg. SF**	822
Year Built	1974	**Avg. Rent**	$709
Occupancy	100%	**Avg. Rent/SF**	$0.86

Management Company

Standard Enterprises

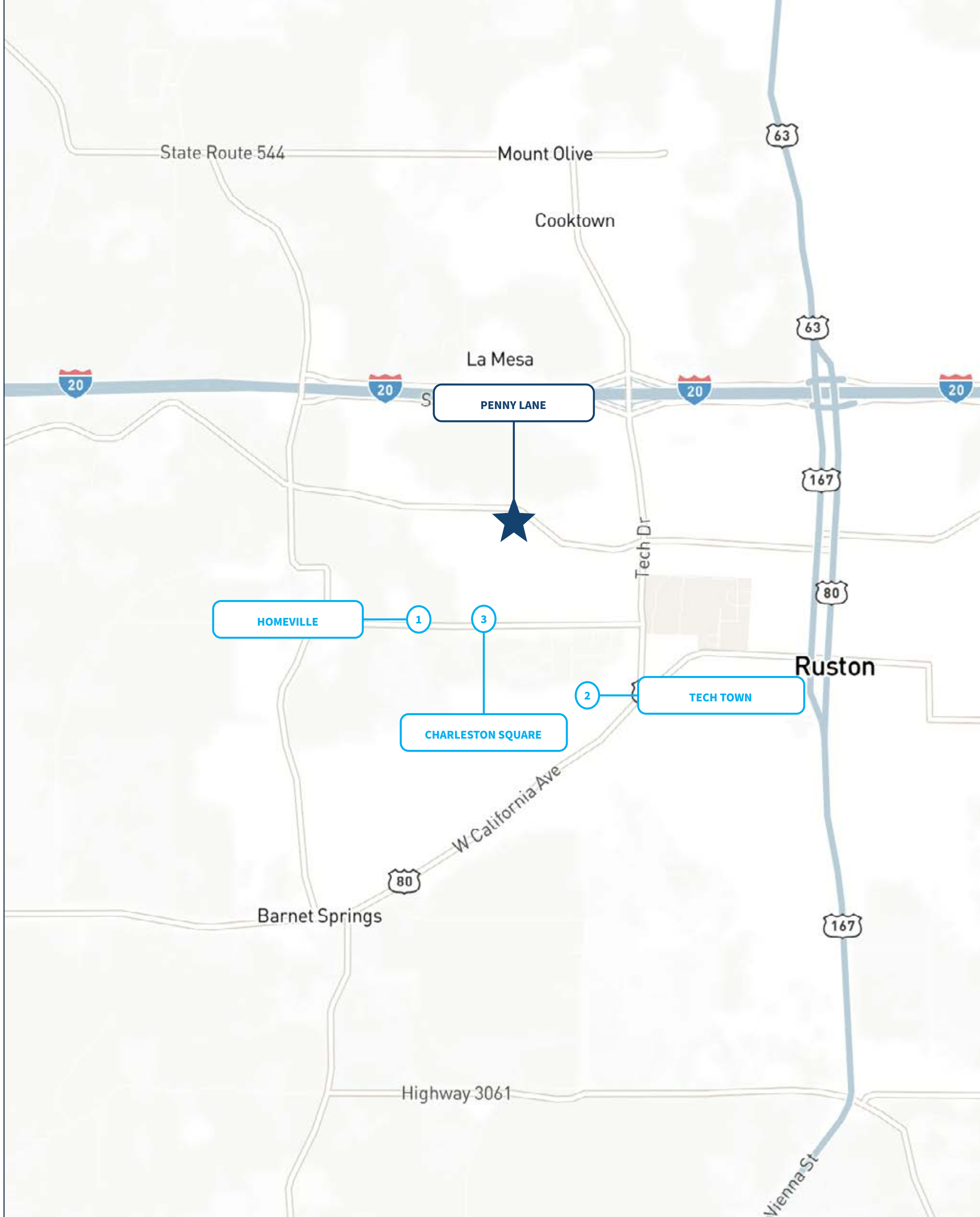
Utilities

Residents pay electricity

Interior Upgrades

White appliances and faux wood flooring

72 Units | Built in 2006



Two-Bedroom | 1,000 SF

	Property	Unit Type	Desc.	# Units	SF	Rent	Rent/SF	New Rent	Rent/SF	Premium	% Increase
								Potential Market Rent			
	Penny Lane	2 Bed / 2 Bath	B1	36	1,000	$1,200	$1.20	$1,230	$1.23	$30	2.5%
	Homeville	2 Bed / 2 Bath		12	994	$1,003	$1.01				
i.	Tech Town	2 Bed / 1 Bath		24	784	$725	$0.92				
i.	Charleston Square	2 Bed / 1 Bath		10	855	$705	$0.82				
i.	Charleston Square	2 Bed / 2 Bath		10	945	$725	$0.77				
	Total / Average			**92**	**921**	**$945**	**$1.03**				

Rent Adjustments to Match Subject Property Utility Structure
i. -$55 adjustment for water.

Three-Bedroom | 1,200 SF

	Property	Unit Type	Desc.	# Units	SF	Rent	Rent/SF	New Rent	Rent/SF	Premium	% Increase
								Potential Market Rent			
	Penny Lane	3 Bed / 2 Bath	C1	36	1,200	$1,295	$1.08	$1,350	$1.12	$55	4.2%
	Homeville	3 Bed / 2 Bath		10	1,253	$1,304	$1.04				
i.	Charleston Square	3 Bed / 2 Bath		12	1,110	$775	$0.70				
	Total / Average			**58**	**1,191**	**$1,189**	**$1.00**				

Rent Adjustments to Match Subject Property Utility Structure
i. -$65 adjustment for water.

Market Rate
Unit Mix

Floorplan	Desc.	Units	SF	% of Units	Rent	Rent/SF	Pro Forma Projections Rent	Pro Forma Projections Rent/SF
2 Bed / 2 Bath	B1	36	1,000	50%	$1,200	$1.20	$1,230	$1.23
3 Bed / 2 Bath	C1	36	1,200	50%	$1,295	$1.08	$1,350	$1.12
Total/Average		**72**	**1,100 SF**	**100%**	**$1,248**	**$1.13**	**$1,290**	**$1.17**

2 Bed
36 Units | 1,000 Avg. SF

3 Bed
36 Units | 1,200 Avg. SF

Market Rate
Current/Pro Forma

Income	Current/Actual T3 Apr 2026		Per Unit	Per SF	% Change	Pro Forma		Per Unit	Per SF
Market Rent	$1,077,840		$14,970	$13.61	3.41%	$1,114,560		$15,480	$14.07
Loss to Lease	($59,182)	5.49%	($822)	($0.75)	(62.33%)	($22,291)	2.00%	($310)	($0.28)
Gross Potential Rent	**$1,018,658**		**$14,148**	**$12.86**	**7.23%**	**$1,092,269**		**$15,170**	**$13.79**
Concessions	$0	0.00%	$0	$0		($8,192)	0.75%	($114)	($0.10)
Credit Loss	$0	0.00%	$0	$0		($10,923)	1.00%	($152)	($0.14)
Vacancy	($15,090)	1.48%	($210)	($0.19)	261.92%	($54,613)	5.00%	($759)	($0.69)
Total Rental Income	**$1,003,569**		**$13,938**	**$12.67**	**1.49%**	**$1,018,541**		**$14,146**	**$12.86**
Other Income	$37,214		$517	$0.47	2.00%	$37,958		$527	$0.48
Effective Gross Income	**$1,040,783**		**$14,455**	**$13.14**	**1.51%**	**$1,056,499**		**$14,674**	**$13.34**
Expenses	**T12 Apr 2026**		**Per Unit**	**Per SF**		**Pro Forma**		**Per Unit**	**Per SF**
Administrative	$14,186		$197	$0.18	(49.25%)	$7,200		$100	$0.09
Advertising	$0		$0	$0.00		$5,400		$75	$0.07
Repairs & Maintenance	$60,812		$845	$0.77	(17.12%)	$50,400		$700	$0.64
Contract Services	$39,025		$542	$0.49	(16.98%)	$32,400		$450	$0.41
Electricity	$8,118		$113	$0.10	2.00%	$8,281		$115	$0.10
Gas	$255		$4	$0.00	2.00%	$260		$4	$0.00
Water & Sewer	$38,353		$533	$0.48	2.00%	$39,120		$543	$0.49
Total Variable Expenses	**$160,749**		**$2,233**	**$2.03**	**(11.00%)**	**$143,060**		**$1,987**	**$1.81**
Real Estate Taxes	$68,183		$947	$0.86	0.15%	$68,288		$948	$0.86
Management Fee (4.60%)	$47,876		$665	$0.60	32.40%	$63,390	6.00%	$880	$0.80
Insurance	$64,812		$900	$0.82	(11.13%)	$57,600		$800	$0.73
Replacement Reserves	$18,000		$250	$0.23	0.00%	$18,000		$250	$0.23
Total Fixed Expenses	**$198,871**		**$2,762**	**$2.51**	**4.23%**	**$207,278**		**$2,879**	**$2.62**
Total Expenses	**$359,620**		**$4,995**	**$4.54**	**(2.58%)**	**$350,338**		**$4,866**	**$4.42**
NET OPERATING INCOME	**$681,162**		**$9,461**	**$8.60**	**3.67%**	**$706,161**		**$9,808**	**$8.92**

Market Rate
Underwriting Notes

Current / Actual

Income

All Income Items Underwritten T3 Apr 2026 Except the Following:

Concessions - T3 Apr 2026

Other Income - T12

Expenses

All Expenses Underwritten T12 Apr 2026 Except the Following:

Repairs & Maintenance - T12 Apr 2026 Except: AC/Heating Repairs, Electrical Repairs/ Supplies, New Appliances

Real Estate Taxes - Current Tax Assessed Value of $7,987,690

Management Fee - 4.6% of EGI

Replacement Reserves - $250 per Unit

Pro Forma / Year One

Income

Market Rent - Increased by 3.41%

Loss to Lease - 2.0% of Market Rent

Concessions - 0.75% of Gross Potential Income

Credit Loss - 1.0% of Gross Potential Income

Vacancy - 5.0% of Gross Potential Income

Other Income - Increased by 2.0%

Expenses

All Expenses Grown by 2.0% Except the Following:

Administrative - $100 Per Unit

Advertising - $80 Per Unit

Repairs & Maintenance - $700 Per Unit

Contract Services - $450 Per Unit

Real Estate Taxes - Based on Estimated Tax Assessed Value of $8,000,000

Management Fee - 6.0% of EGI

Insurance - Adjusted to Industry Standard

Replacement Reserves - $250 per Unit

Market Rate
Five-Year Cash Flow Model

Income	Current/Actual T3 Apr 2026	Pro Forma	Year 2	Year 3	Year 4	Year 5
Market Rent	$1,077,840	$1,114,560	$1,142,424	$1,170,985	$1,200,259	$1,230,266
Loss to Lease	($59,182)	($22,291)	($22,848)	($23,420)	($24,005)	($24,605)
Gross Potential Rent	**$1,018,658**	**$1,092,269**	**$1,119,576**	**$1,147,565**	**$1,176,254**	**$1,205,660**
Concessions	$0	($8,192)	($8,397)	($8,607)	($8,822)	($9,042)
Credit Loss	$0	($10,923)	($11,196)	($11,476)	($11,763)	($12,057)
Vacancy	($15,090)	($54,613)	($55,979)	($57,378)	($58,813)	($60,283)
Total Rental Income	**$1,003,569**	**$1,018,541**	**$1,044,004**	**$1,070,104**	**$1,096,857**	**$1,124,278**
Other Income	$37,214	$37,958	$38,718	$39,492	$40,282	$41,087
Effective Gross Income	**$1,040,783**	**$1,056,499**	**$1,082,722**	**$1,109,596**	**$1,137,139**	**$1,165,366**

Expenses	T12 Apr 2026	Pro Forma	Year 2	Year 3	Year 4	Year 5
Administrative	$14,186	$7,200	$7,344	$7,491	$7,641	$7,794
Advertising	$0	$5,400	$5,508	$5,618	$5,731	$5,845
Repairs & Maintenance	$60,812	$50,400	$51,408	$52,436	$53,485	$54,555
Contract Services	$39,025	$32,400	$33,048	$33,709	$34,383	$35,071
Electricity	$8,118	$8,281	$8,446	$8,615	$8,787	$8,963
Gas	$255	$260	$265	$270	$276	$281
Water & Sewer	$38,353	$39,120	$39,902	$40,700	$41,514	$42,345
Total Variable Expenses	**$160,749**	**$143,060**	**$145,921**	**$148,840**	**$151,817**	**$154,853**
Real Estate Taxes	$68,183	$68,288	$69,654	$71,047	$72,468	$73,917
Management Fee (4.60%)	$47,876	$63,390	$64,963	$66,576	$68,228	$69,922
Insurance	$64,812	$57,600	$58,752	$59,927	$61,126	$62,348
Replacement Reserves	$18,000	$18,000	$18,000	$18,000	$18,000	$18,000
Total Fixed Expenses	**$198,871**	**$207,278**	**$211,369**	**$215,550**	**$219,822**	**$224,187**
Total Expenses	**$359,620**	**$350,338**	**$357,291**	**$364,390**	**$371,638**	**$379,040**
NET OPERATING INCOME	**$681,162**	**$706,161**	**$725,431**	**$745,207**	**$765,500**	**$786,326**

Student Housing

Rent Comparables

Penny Lane

303 Penny Lane, Ruston, LA 71270

Beds	180	**Avg. SF**	440
Units	72	**Avg. Rent/Bed**	$702
Year Built	2006	**Avg. Rent/SF**	$1.60

Management Company

Owner Managed

Utilities

Residents pay water and electricity

Interior Upgrades

No interior upgrades

1

The Preserve at Tech

1913 West Alabama Avenue, Ruston, LA 71270

Beds	588	**Avg. SF**	408
Units	168	**Avg. Rent/Bed**	$842
Year Built	2021	**Avg. Rent/SF**	$2.07

Management Company

RISE Real Estate

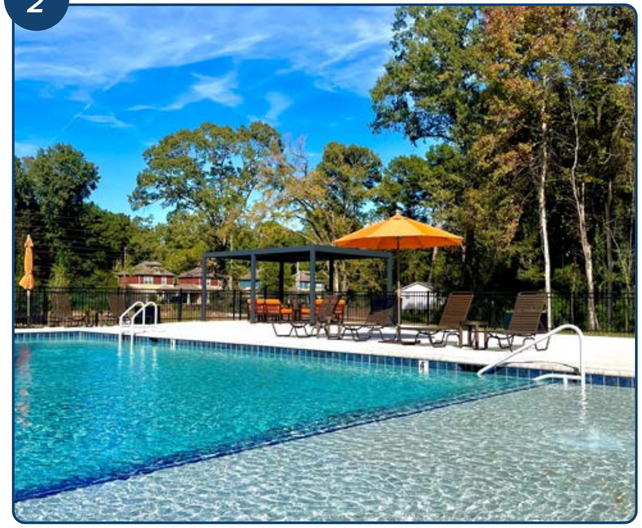
Utilities

Residents pay electricity

Interior Upgrades

Stainless steel appliances, faux wood flooring, granite countertops, fully furnished, two-tone paint, built-in microwave, modern light fixtures, two inch blinds, and brushed nickel fixtures

2



Ivy Row at LA Tech

2501 Barnett Springs Avenue, Ruston, LA 71270

Beds	231	**Avg. SF**	418
Units	63	**Avg. Rent/Bed**	$798
Year Built	2024	**Avg. Rent/SF**	$1.91

Management Company

Caliber Living

Utilities

Residents pays electricity

Interior Upgrades

Stainless steel appliances, faux wood flooring, quartz countertops, fully furnished, gooseneck kitchen faucet, built-in microwave, modern light fixtures, two inch blinds, contemporary ceiling fans, and brushed nickel fixtures

3

The Annex of Ruston

509 West Line Avenue, Ruston, LA 71270

Beds	324	**Avg. SF**	341
Units	118	**Avg. Rent/Bed**	$540
Year Built	2021	**Avg. Rent/SF**	$1.58

Management Company

The Annex Group

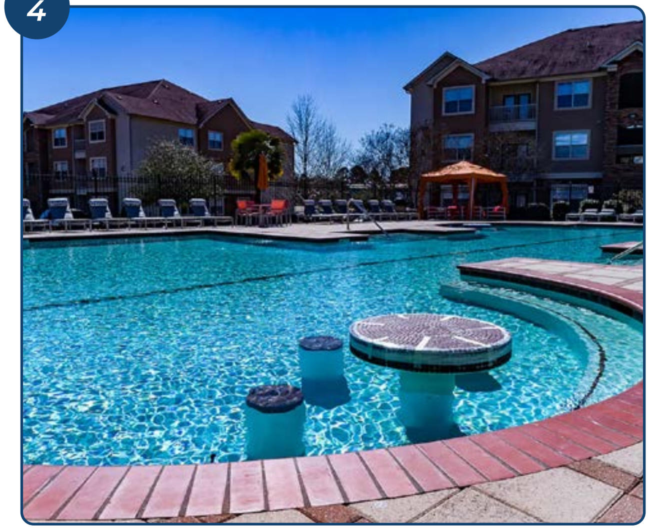
Utilities

Residents pay electricity

Interior Upgrades

Black appliances, faux wood flooring, fully furnished, two-tone paint, built-in microwave, and modern light fixtures

4



University Crossing

1201 West California Avenue, Ruston, LA 71270

Beds	552	**Avg. SF**	359
Units	144	**Avg. Rent/Bed**	$506
Year Built	2007	**Avg. Rent/SF**	$1.41

Management Company

CLS Living

Utilities

All bills paid

Interior Upgrades

White appliances, faux wood flooring, fully furnished, two-tone paint, gooseneck kitchen faucet, and built-in microwave

5

The Heights Ruston

1812 West Alabama Avenue, Ruston, LA 71270

Beds	432	**Avg. SF**	375
Units	120	**Avg. Rent/Bed**	$515
Year Built	2008	**Avg. Rent/SF**	$1.38

Management Company

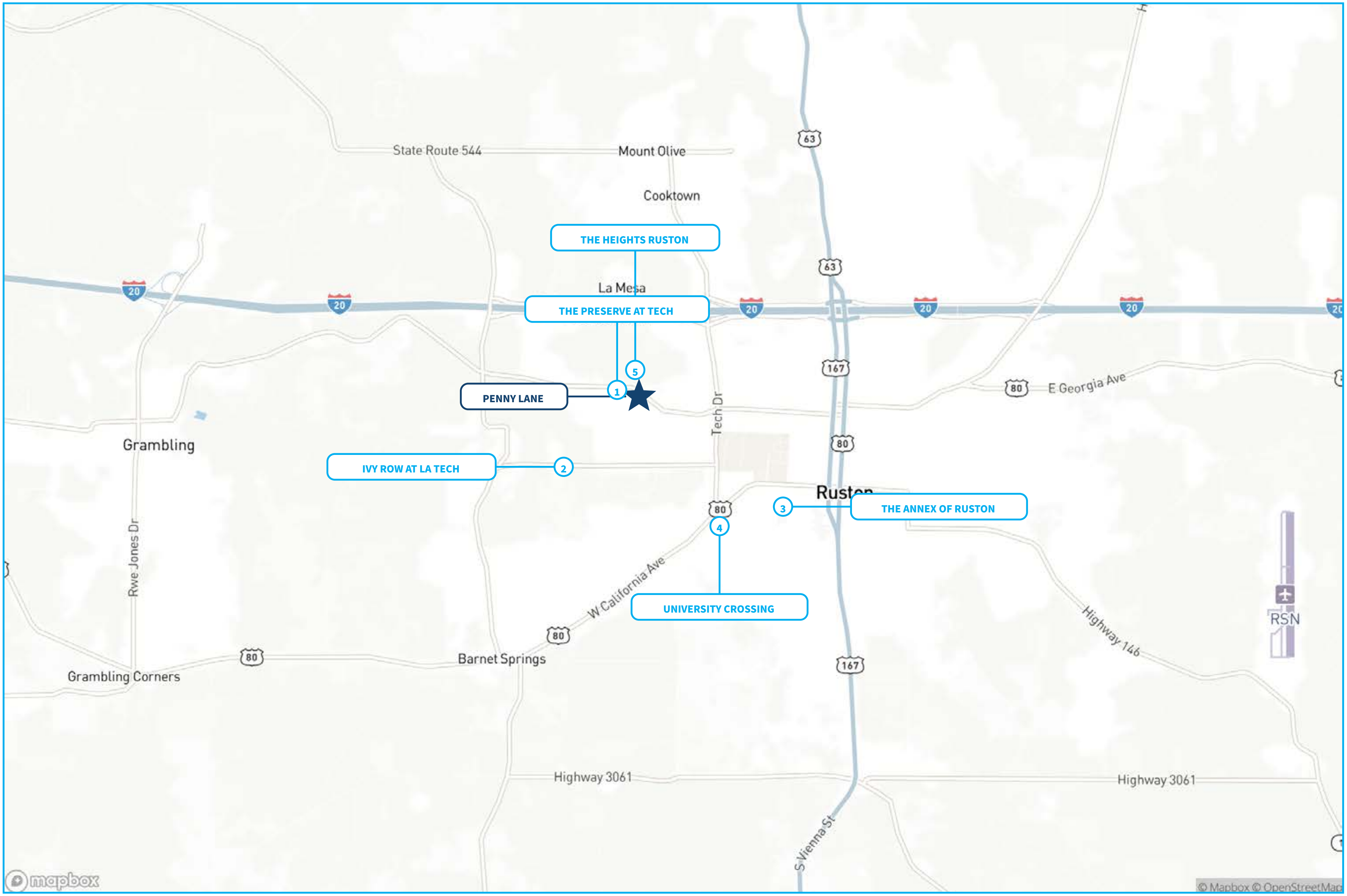
Altair Real Estate Services

Utilities

Residents pay electricity

Interior Upgrades

White appliances, faux wood flooring, resurfaced countertops, fully furnished, and built-in microwave


State Route 544
Mount Olive
Cooktown
THE HEIGHTS RUSTON
La Mesa
THE PRESERVE AT TECH
5
PENNY LANE
1
Grambling
IVY ROW AT LA TECH
2
Tech Dr
E Georgia Ave
Ruston
3
THE ANNEX OF RUSTON
4
W California Ave
UNIVERSITY CROSSING
Rwe Jones Dr
Barnet Springs
Grambling Corners
Highway 146
RSN
Highway 3061
Highway 3061
S Vienna St
mapbox
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Two-Bedroom | 1,000 SF

	Property	Unit Type	Desc.	# Units	Beds	SF	Rent/Bed	Rent/SF	Projected Rent/Bed	Projected Rent/SF
i.	The Annex of Ruston	2 Bed / 2 Bath		37	2	700	$662	$1.89		
iii.	University Crossing	2 Bed / 2 Bath		12	2	914	$736	$1.61		
	Penny Lane	2 Bed / 2 Bath	B1	36	2	1,000	-	-	$780	$1.56
i.	The Heights Ruston	2 Bed / 2 Bath		24	2	976	$708	$1.45		
	Total / Average			**109**	**218**	**883**	**$719**	**$1.63**		

Rent Adjustments to Match Subject Property Utility Structure

i. -$28 adjustment for water.

iii. -$28 for water and -$45 for electricity.

Three-Bedroom | 1,200 SF

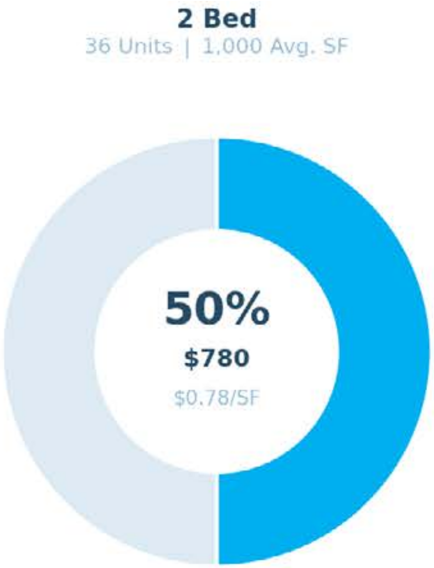
	Property	Unit Type	Desc.	# Units	Beds	SF	Rent/Bed	Rent/SF	Projected Rent/Bed	Projected Rent/SF
	Ivy Row at LA Tech	3 Bed / 3 Bath		21	3	1,366	$846	$1.86		
i.	The Preserve at Tech	3 Bed / 3 Bath		84	3	1,344	$739	$1.65		
	Penny Lane	3 Bed / 2 Bath	C1	36	3	1,200	-	-	$650	$1.62
i.	The Annex of Ruston	3 Bed / 3 Bath		26	3	1,000	$478	$1.44		
	Total / Average			**167**	**501**	**1,262**	**$693**	**$1.65**		

Rent Adjustments to Match Subject Property Utility Structure

i. -$22 adjustment for water.

Student Housing
Unit Mix

Floorplan	Desc.	Units	Beds	SF	% of Units	By-the-Bed Projections	
						Rent/Bed	Rent/SF
2 Bed / 2 Bath	B1	36	72	1,000	50%	$780	$1.56
3 Bed / 2 Bath	C1	36	108	1,200	50%	$650	$1.62
Total/Average		**72**	**180**	**1,100 SF**	**100%**	**$702**	**$1.60**



Student Housing
As Stabilized

Income	As Stabilized		Per Unit	Per Bed	Per SF
Market Rent	$1,516,320		$21,060	$8,424	$19.15
Loss to Lease	($30,326)	2.00%	($421)	($168)	($0.38)
Gross Potential Rent	**$1,485,994**		**$20,639**	**$8,256**	**$18.76**
Concessions	($11,145)	0.75%	($155)	($62)	($0.14)
Credit Loss	($14,860)	1.00%	($206)	($83)	($0.19)
Vacancy	($74,300)	5.00%	($1,032)	($413)	($0.94)
Total Rental Income	**$1,385,689**		**$19,246**	**$7,698**	**$17.50**
Other Income	$37,958		$527	$211	$0.48
Effective Gross Income	**$1,423,647**		**$19,773**	**$7,909**	**$17.98**

Expenses	As Stabilized		Per Unit	Per Bed	Per SF
Administrative	$7,200		$100	$40	$0.09
Advertising	$5,400		$75	$30	$0.07
Repairs & Maintenance	$50,400		$700	$280	$0.64
Contract Services	$32,400		$450	$180	$0.41
Electricity	$8,281		$115	$46	$0.10
Gas	$260		$4	$1	$0.00
Water & Sewer	$39,120		$543	$217	$0.49
Total Variable Expenses	**$215,060**		**$2,987**	**$1,195**	**$2.72**
Real Estate Taxes	$68,288		$948	$379	$0.86
Management Fee (4.60%)	$85,419	6.00%	$1,186	$475	$1.08
Insurance	$64,800		$900	$360	$0.82
Replacement Reserves	$45,000		$625	$250	$0.57
Total Fixed Expenses	**$263,507**		**$3,660**	**$1,464**	**$3.33**
Total Expenses	**$478,567**		**$6,647**	**$2,659**	**$6.04**
NET OPERATING INCOME	**$945,080**		**$13,126**	**$5,250**	**$11.93**

Student Housing
Five-Year Cash Flow Model

Income	As Stabilized	Year 2	Year 3	Year 4	Year 5
Market Rent	$1,516,320	$1,554,228	$1,593,084	$1,632,911	$1,673,734
Loss to Lease	($30,326)	($31,085)	($31,862)	($32,658)	($33,475)
Gross Potential Rent	**$1,485,994**	**$1,523,143**	**$1,561,222**	**$1,600,253**	**$1,640,259**
Concessions	($11,145)	($11,424)	($11,709)	($12,002)	($12,302)
Credit Loss	($14,860)	($15,231)	($15,612)	($16,003)	($16,403)
Vacancy	($74,300)	($76,157)	($78,061)	($80,013)	($82,013)
Total Rental Income	**$1,385,689**	**$1,420,331**	**$1,455,840**	**$1,492,236**	**$1,529,541**
Other Income	$37,958	$38,718	$39,492	$40,282	$41,087
Effective Gross Income	**$1,423,647**	**$1,459,049**	**$1,495,331**	**$1,532,517**	**$1,570,629**

Expenses	As Stabilized	Year 2	Year 3	Year 4	Year 5
Administrative	$7,200	$7,344	$7,491	$7,641	$7,794
Advertising	$5,400	$5,508	$5,618	$5,731	$5,845
Repairs & Maintenance	$50,400	$51,408	$52,436	$53,485	$54,555
Contract Services	$32,400	$33,048	$33,709	$34,383	$35,071
Electricity	$8,281	$8,446	$8,615	$8,787	$8,963
Gas	$260	$265	$270	$276	$281
Water & Sewer	$39,120	$39,902	$40,700	$41,514	$42,345
Total Variable Expenses	**$215,060**	**$219,361**	**$223,749**	**$228,224**	**$232,788**
Real Estate Taxes	$68,288	$69,654	$71,047	$72,468	$73,917
Management Fee (4.60%)	$85,419	$87,543	$89,720	$91,951	$94,238
Insurance	$64,800	$66,096	$67,418	$68,766	$70,142
Replacement Reserves	$45,000	$45,000	$45,000	$45,000	$45,000
Total Fixed Expenses	**$263,507**	**$268,293**	**$273,185**	**$278,185**	**$283,296**
Total Expenses	**$478,567**	**$487,654**	**$496,933**	**$506,409**	**$516,085**
NET OPERATING INCOME	**$945,080**	**$971,395**	**$998,398**	**$1,026,109**	**$1,054,544**

Offering Procedures

Prospective investors wishing to make an offer are requested to submit:

- Letter of Intent
- Resume and/or Business Letter Indicating Recent or Current Assets Owned and Purchased
- Transaction References
- Banking References
- Source of Equity for Acquisition

Interest Offered

One hundred percent fee simple interest in Penny Lane, located at: 303 Penny Lane, Ruston, LA 71270.

Terms

Penny Lane is being offered on an all-cash basis, with new financing available.

Property Tours

Prospective investors are encouraged to visit the subject property prior to submitting an offer. Please DO NOT contact the on-site management or staff without prior approval. All property showings are by appointment only. Please contact your Marcus & Millichap agent for more details.

Sale Conditions

Interested prospective investors should be aware that the owner of the property is selling the property in as-is, where-is condition with all faults, if any, and without representations or warranties of any kind of nature, expressed or implied, written or oral.

Offer Due Date

The owner of Penny Lane has requested that all offers be submitted. The call for offers date has yet to be determined.

Communications

All communications, inquiries and requests, including property tours, should be addressed to the listing agents.

Confidentiality Agreement

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and it should not be made available to any other person or entity without the written consent of Marcus & Millichap. By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property at this time, please return this offering memorandum to Marcus & Millichap.

Interested prospective buyers should be aware that the owner of the property is selling the property in as is, where is condition with all faults, if any, and without representations or warranties of any kind or nature, expressed or implied, written or oral, other than the special warranty of title contained in the deed. This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective buyers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBS or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this offering memorandum has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

The owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers regarding the property and/or to terminate discussions with any entity at any time with or without notice. The owner shall have no legal commitment or obligations to any entity reviewing the offering memorandum or making an offer to purchase the property unless a written agreement for the purchase of the property has been fully executed, delivered, and approved by the owner and its legal counsel, and any conditions to the owner's obligation thereunder have been satisfied or waived.

Any rent or income information in this offering memorandum, with the exception of actual, historical rent collections, represent good faith projections of potential future rent only, and Marcus & Millichap makes no representations as to whether such rent may actually be attainable. Local, state, and federal laws regarding restrictions on rent increases may make these projections impossible, and Buyer and its advisors should conduct their own investigation to determine whether such rent increases are legally permitted and reasonably attainable.

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ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.

PLEASE CONTACT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

ACTIVITY ID: ZAH0060246, FH20260521.1134

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies.

Broker of Record

Steve Greer
Broker of Record
(225) 376-6800 *direct*
Steve.Greer@MarcusMillichap.com

PENNY LANE

72 Units | Built in 2006 | Ruston, LA

Secondary Markets Team

Evan De Blanc
Associate Investments
(972) 755-5128 *direct*
Evan.DeBlanc@MarcusMillichap.com

Nick Fluellen, CCIM
Executive Managing Director Investments
(972) 755-5214 *direct*
Nick.Fluellen@MarcusMillichap.com

Bard Hoover
Senior Managing Director Investments
(972) 755-5216 *direct*
Bard.Hoover@MarcusMillichap.com

Matt Aslan
Managing Director Investments
(972) 755-5275 *direct*
Matt.Aslan@MarcusMillichap.com

John McGregor
Senior Director Investments
(972) 755-5194 *direct*
John.McGregor@MarcusMillichap.com

Alec Schenk
Associate Director Investments
(972) 755-5182 *direct*
Alec.Schenk@MarcusMillichap.com

Marcus & Millichap Capital Corporation - Debt & Equity

John Brickson
Director, MMCC Capital Markets
(913) 638-8871 *direct*
John.Brickson@MarcusMillichap.com

Broker of Record

Steve Greer
Broker of Record
(225) 376-6800 *direct*
Steve.Greer@MarcusMillichap.com

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