



RUSTON 10 UNITS

*423 Wiltshire Lane
Ruston, LA 71270*

Contact:

Randall Boughton, CCIM, NAIOP

Phone: (225) 295-0800

Email: rboughton@latterblum.com

TABLE OF CONTENTS

2 PROPERTY INFO & DISCLAIMER

3 PROPERTY DESCRIPTION

4 PROPERTY PHOTOS

6 MUNICIPAL ADDRESSES CURRENTLY LEASED 1-22-19

7 AMENITIES

8 SUBDIVISION PLAT

9 CONFIDENTIALTY AGREEMENT

12 INVESTMENT ANALYSIS - 10 YEAR BEFORE TAX



RUSTON 10 UNITS

PROPERTY INFO:

PURCHASE PRICE:

\$2,500,000

PROPERTY ADDRESS:

423 WILTSHIRE LANE

RUSTON, LA 71270

YEAR BUILT:

PROPERTY SIZE

10 UNITS

LAND SIZE

62,500.00 SQ. FT.

NAILatter & Blum



PROPERTY DESCRIPTION

One mile from LA Tech off W Barnett Springs Avenue, is Tanyard Creek Community. Rolling hills in a private gated community offering three and four bedroom homes for students and their families.

- * Rear Parking in alleyways and Overflow parking lots; No flood insurance required
- * City approved streets, curb and gutter drainage, sidewalks and city owned street lighting; Tenant pays utilities

Gated community of 3 and 4 bedroom homes. Currently 10 leased homes leased with 240 total planned. Eight additional homes finished by Unique cottage designs. All yards have a sprinkler system and are landscaped.

Each home offers rear alleyway parking for tenants and overflow parking lots for guests.

- 11' ceilings in living area; 9' in bedrooms; 7 ½" crown moulding
- 16 SEER Air; 5.2 insulation rating; Granite Throughout
- Stainless Steel kitchen package; 25 cubic foot fridge, microwave, dishwasher, stove/range; Ceiling Fans; LED Can Lighting; 42" rear door
- Class "A" cabinets

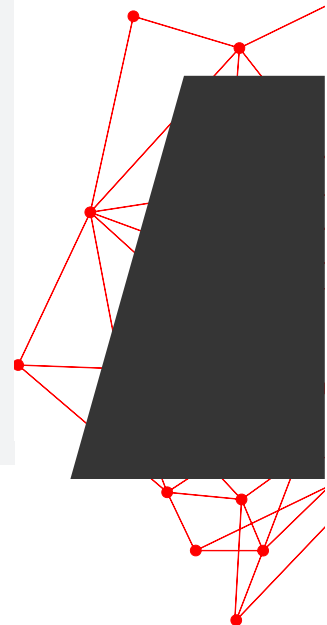
NAILatter & Blum



PROPERTY PHOTOS



PROPERTY PHOTOS



Municipal Addresses:

Ruston, Louisiana 71270

Lot #	Address	SF	Plan	Bed	Bath
1.	440 Tanyard Creek Dr.	1,482	008	3	3.5
2.	436 Tanyard Creek Dr.	1,328	003	3	3.5
3.	432 Tanyard Creek Dr.	1,328	002	3	3.5
4.	428 Tanyard Creek Dr.	1,328	001	3	3.5
5.	424 Tanyard Creek Dr.	1,421	005	3	3.5
6.	420 Tanyard Creek Dr.	1,607	009	4	4.5
7.	416 Tanyard Creek Dr.	1,447	007	3	3.5
8.	412 Tanyard Creek Dr.	1,328	010	3	3.5
9.	408 Tanyard Creek Dr.	1,328	004	3	3.5
10.	404 Tanyard Creek Dr.	1,348	011	3	3.5
11.	400 Tanyard Creek Dr.	1,328	002	3	3.5
16.	409 Tanyard Creek Dr.	1,607	09	4	4.5
17.	413 Tanyard Creek Dr.	1,324	17	3	3.5
18.	417 Tanyard Creek Dr.	1,607	22	4	4.5
19.	421 Tanyard Creek Dr.	1,325	12	3	3.5
20.	425 Tanyard Creek Dr.	1,458	13	3	3.5
21.	429 Tanyard Creek Dr.	1,328	14	3	3.5
22.	433 Tanyard Creek Dr.	1,348	11	3	3.5

Initials _____

10 Units

- **Gated subdivision**
- **Rear Parking in alleyways and Overflow parking lots**
- **No flood insurance required**
- **City approved streets, curb and gutter drainage, sidewalks and city owned street lighting**
- **Tenant pays utilities**

- 11' ceilings in living area – 9' in bedrooms 7 ½" crown moulding
- 16 SEER Air
- 5.2 insulation rating
- Granite Throughout
- Stainless Steel kitchen package; 25 cubic foot fridge, microwave, dishwasher, stove/range
- Ceiling Fans
- LED Can Lighting
- 42" rear door
- Class "A" cabinets
- Fast heating water heaters
-
- All units wired for security and fire (Tenant pays for outside monitoring)
- All units have sprinkled lawns – owner pays for mowing

High speed internet and cable (Owner pays \$32 / month per unit on a five year contract)

Confidentiality Agreement

THIS CONFIDENTIALITY AGREEMENT (“Agreement”) is made and agreed to for the benefit of the Seller(s) and Seller’s agents Latter & Blum, Inc./Realtors® by the undersigned party (“Receiving Party”).

NOW, THEREFORE, in consideration of the privileges granted to Receiving Party with respect to receiving certain confidential information, Receiving Party hereby agrees with Seller(s) as follows:

Section 1: Confidential Materials

The Seller(s) is offering certain commercial property and land described as **Tanvard Creek Student Housing, Ruston, LA** (individually, “Asset” and collectively “Assets”). Receiving Party has requested from the Seller(s) information for the certain Assets (“Information”), and the Seller(s) is willing to provide the Receiving Party with the requested Information for Receiving Party’s use; provided that Receiving Party executes and delivers this Agreement as a condition to the release of the Information to Receiving Party. The Information contains finances, reports and other confidential and/or proprietary information in Seller(s) possession (collectively, “Confidential Materials”).

Section 2: Inspection of the Confidential Materials

The Confidential Materials shall be received for use by the Receiving Party only in accordance with the following procedures:

- (a) The Receiving Party shall keep the Confidential Materials confidential and shall use the Confidential Materials solely for the purposes of (i) evaluating the suitability of the Asset for purchase, and/or (ii) interesting a prospective buyer in the Asset and for no other purposes. Receiving Party shall not disclose the Confidential Materials to any person other than directors, officer, partners, employees, agents, contractors, advisors, and clients of Receiving Party or its affiliates (collectively, “Representatives”) and may only disclose the Confidential Materials to Representatives on a “need to know” basis. Prior to receipt of any Confidential Materials, Receiving Party shall require its Representatives to agree to be bound by the terms of this agreement. Receiving Party shall be responsible for any breach of this Agreement by any of its Representatives or by any party receiving Confidential Materials from or through Receiving Party.
- (b) Neither Receiving Party nor its Representatives shall make any reproduction of Confidential Materials (other than handwritten summaries, notes, or self-generated computer records) except for the express purposes of evaluating the Asset for purchase or interesting a potential buyer in such Asset.

Section 3: No Representations or Warranties

Receiving Party acknowledges and understands that the Information may have been prepared by parties other than the Seller(s) and that the Seller makes no representation or warranty whatsoever, express or implied, with respect to the content, completeness or accuracy of the Information. Receiving Party hereby releases the Seller(s) and Seller’s agents, employees, contractors, officer, directors, and representatives, from all claims, demands, causes of action, losses, damages, liabilities, cost or expenses (including attorney’s fees, whether suit is instituted or not) against or incurred by Receiving Party by reason of the Information.

Section 4: Indemnification

Receiving Party shall defend, indemnify and hold harmless Seller(s) and Seller’s agent from and against any and all claims, demands, causes of action, losses, damages, liabilities, judgment, costs and expenses (including attorney’s fees, whether suit is instituted or not) (collectively, “Claims”) asserted against or incurred by the Seller as a result of any violation of or failure to comply with, the provisions of this Agreement by Receiving Party or its Representatives.

Section 5: Default

If Seller determines that Receiving Party has defaulted under or has breached any provision of this Agreement, Seller(s) may, in its sole and absolute discretion, refuse to consider an offer to purchase from Receiving Party (or any client of Receiving Party's) or to allow Receiving Party to purchase any other assets offered for sale by the Seller(s). The rights and remedies described in this Section 5 shall be available in addition to, not in lieu of, any other legal or equitable right or remedy to which Seller(s) is entitled on account of Receiving Party's default of any of the provisions of this agreement, including, without limitation, the seeking of an injunction to prevent breaches of this Agreement and an order compelling specific performance of this Agreement. Seller(s) shall not be deemed to have waived any of its rights or remedies on account of its failure, delay or forbearance in exercising any such right or remedy in a particular instance.

Section 6: Notices

All notices, waivers, demands, requests or other communications required or permitted by this Agreement (collectively, "Notices") shall be in writing, properly addressed, and shall be effective upon delivery (a) by postal delivery, (b) by established overnight commercial courier with delivery prepaid or duly charged, or (c) by registered mail, return receipt requested, first class postage prepaid as follows:

Latter & Blum, Inc./Realtors®
Commercial Sales Group
1700 City Farm Drive
Baton Rouge, LA 70806
Attn: **Randall B. Boughton**

If to Receiving Party:

or to any other addressee as any party entitled to receive notice under this Agreement shall designate, from time to time, by Notice given to the others in the manner provided in this Section 6.

Section 7: Termination

The restrictions in this Agreement shall terminate upon the purchase of the Asset by Receiving Party, solely with respect to the Asset acquired. Regardless of any purchase, however, any claim by Seller(s) based on (a) a breach of or default under any provision of this Agreement or (b) the indemnification in Section 4, which claim arose from events occurring prior to such purchase shall not be extinguished unless waived by Seller(s) in writing. The terms and conditions of this Agreement shall remain in full force and effect indefinitely with respect to any portion of the Asset not acquired by Receiving Party.

Section 8: Entire Agreement; Counterparts

- (1) This Agreement represents the entire agreement between Receiving Party and Seller(s) relating to the receipt and use of any Confidential Materials Receiving Party may have obtained whether prior to or after the execution of this Agreement.
- (2) This Agreement may be executed in multiple counterparts, each of which shall be deemed to be the original, but all of which taken together shall constitute one and the same agreement.

Section 9: Joint and Several Liability

Each Party executing this Agreement is jointly and severally liable for all obligations, covenants and agreements of the Receiving Party under this agreement.

Receiving Party: _____
Print Name: _____
Title: _____
Address: _____
Address: _____
Date: _____

By: _____

INITIAL INVESTMENT

Purchase Price	\$2,500,000
+ Acquisition Costs	\$25,000
- Mortgage(s)	\$1,750,000
+ Loan Fees & Points	\$17,500
Initial Investment	\$792,500

MORTGAGE DATA

Loan Amount	\$1,750,000
Interest Rate	5.150%
Amortization Period	30 Years
Periodic Payment	\$9,555
Annual Debt Service	\$114,666

1ST LIEN

CASH FLOW

	Year 1 Mar-2020	Year 2 Mar-2021	Year 3 Mar-2022	Year 4 Mar-2023	Year 5 Mar-2024	Year 6 Mar-2025	Year 7 Mar-2026	Year 8 Mar-2027	Year 9 Mar-2028	Year 10 Mar-2029
For the Year Ending										
POTENTIAL RENTAL INCOME (PRI)	\$232,240	\$232,240	\$232,240	\$243,852	\$243,852	\$243,852	\$256,045	\$256,045	\$256,045	\$256,045
- Vacancy / Credit Loss	\$9,290	\$9,290	\$9,290	\$9,754	\$9,754	\$9,754	\$10,242	\$10,242	\$10,242	\$10,242
EFFECTIVE RENTAL INCOME	\$222,950	\$222,950	\$222,950	\$234,098	\$234,098	\$234,098	\$245,803	\$245,803	\$245,803	\$245,803
+ Other Income	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040
GROSS OPERATING INCOME (GOI)	\$227,990	\$227,990	\$227,990	\$239,138	\$239,138	\$239,138	\$250,843	\$250,843	\$250,843	\$250,843
- Operating Expenses	\$58,799	\$58,884	\$58,970	\$60,060	\$60,224	\$60,313	\$61,456	\$61,546	\$61,637	\$61,729
NET OPERATING INCOME (NOI)	\$169,191	\$169,106	\$169,020	\$179,078	\$178,914	\$178,825	\$189,387	\$189,297	\$189,206	\$189,114
Net Operating Income (NOI)	\$169,191	\$169,106	\$169,020	\$179,078	\$178,914	\$178,825	\$189,387	\$189,297	\$189,206	\$189,114
- Annual Debt Service 1st Lien	\$114,666	\$114,666	\$114,666	\$114,666	\$114,666	\$114,666	\$114,666	\$114,666	\$114,666	\$114,666
CASH FLOW BEFORE TAXES	\$54,525	\$54,440	\$54,354	\$64,412	\$64,248	\$64,159	\$74,721	\$74,631	\$74,540	\$74,448
Sales Proceeds	1	2	3	4	5	6	7	8	9	10
Sales Price	\$2,416,000	\$2,415,000	\$2,558,000	\$2,556,000	\$2,555,000	\$2,706,000	\$2,704,000	\$2,703,000	\$2,702,000	\$2,700,000
- Sales Expenses	\$120,800	\$120,750	\$127,900	\$127,800	\$127,750	\$135,300	\$135,200	\$135,150	\$135,100	\$135,000
- Mortgage Balance 1st Lien	\$1,724,872	\$1,698,419	\$1,670,570	\$1,641,254	\$1,610,391	\$1,577,901	\$1,543,697	\$1,507,690	\$1,469,784	\$1,429,880
Sales Proceeds Before Tax	\$570,328	\$595,831	\$759,530	\$786,946	\$816,859	\$992,799	\$1,025,103	\$1,060,160	\$1,097,116	\$1,135,120
Investments Measures										
Loan-to-Value (LTV) - 1st Lien	71.39%	70.33%	65.31%	64.21%	63.03%	58.31%	57.09%	55.78%	54.4%	52.96%
Debt Service Coverage Ratio (DSCR)	1.48	1.47	1.47	1.56	1.56	1.56	1.65	1.65	1.65	1.65
Before Tax Cash on Cash	6.88%	6.87%	6.86%	8.13%	8.11%	8.10%	9.43%	9.42%	9.41%	9.39%
Unleveraged Property Yield (IRR)	N/A	2.18%	5.51%	5.91%	6.16%	7.12%	7.14%	7.16%	7.18%	7.18%
Equity Yield (IRR)	N/A	N/A	5.56%	7.00%	7.84%	10.62%	10.64%	10.65%	10.64%	10.61%



Randall Boughton, CCIM,
 NAIOP
 Phone: (225) 285-9800
 Email: rboughton@latterblum.com
 http://latterblum.com
 1700 City Farm Drive, Baton Rouge, LA 70806

DISCLAIMER: All information is based on estimated forecast and are intended for the purpose of general informational use only. The information presented herein is provided as a service without warranty of any kind. Neither NAI, Latter & Blum, nor CRE Tech, Inc. assume any liability for errors or omissions. This information is not intended to replace or serve as a substitute for any legal, investment, real estate or other professional advice, consultation or service.

©Copyright 2019-2020 CRE Tech, Inc. All Rights Reserved.

RUSTON 10 UNITS
423 Wiltshire Lane, Ruston, LA, 71270
Fiscal Year Beginning April 2019

INCOME

For the Year Ending	Year 1 Mar-2020	Year 2 Mar-2021	Year 3 Mar-2022	Year 4 Mar-2023	Year 5 Mar-2024	Year 6 Mar-2025	Year 7 Mar-2026	Year 8 Mar-2027	Year 9 Mar-2028	Year 10 Mar-2029
POTENTIAL RENTAL INCOME (PRI)	\$232,240	\$232,240	\$232,240	\$243,852	\$243,852	\$243,852	\$256,045	\$256,045	\$256,045	\$256,045
- Vacancy / Credit Loss	\$9,290	\$9,290	\$9,290	\$9,754	\$9,754	\$9,754	\$10,242	\$10,242	\$10,242	\$10,242
EFFECTIVE RENTAL INCOME (ERI)	\$222,950	\$222,950	\$222,950	\$234,098	\$234,098	\$234,098	\$245,803	\$245,803	\$245,803	\$245,803
+ Other Income	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040	\$5,040
GROSS OPERATING INCOME (GOI)	\$227,990	\$227,990	\$227,990	\$239,138	\$239,138	\$239,138	\$250,843	\$250,843	\$250,843	\$250,843
EXPENSE DETAIL										
Real Estate Taxes	\$21,640	\$21,640	\$21,640	\$21,640	\$21,640	\$21,640	\$21,640	\$21,640	\$21,640	\$21,640
Property Insurance	\$10,000	\$10,050	\$10,100	\$10,151	\$10,202	\$10,253	\$10,304	\$10,355	\$10,407	\$10,459
Property Management	\$11,400	\$11,400	\$11,400	\$11,957	\$11,957	\$11,957	\$12,542	\$12,542	\$12,542	\$12,542
Utilities : Electric	\$1,400	\$1,407	\$1,414	\$1,421	\$1,428	\$1,435	\$1,443	\$1,450	\$1,457	\$1,464
Miscellaneous Contract Services	\$3,840	\$3,840	\$3,840	\$3,840	\$3,917	\$3,917	\$3,917	\$3,917	\$3,917	\$3,917
Landscape Maintenance	\$1,400	\$1,428	\$1,457	\$1,486	\$1,515	\$1,546	\$1,577	\$1,608	\$1,640	\$1,673
Reserve Account	\$9,120	\$9,120	\$9,120	\$9,566	\$9,566	\$9,566	\$10,034	\$10,034	\$10,034	\$10,034
TOTAL OPERATING EXPENSES	\$58,799	\$58,884	\$58,970	\$60,060	\$60,224	\$60,313	\$61,456	\$61,546	\$61,637	\$61,729
NET OPERATING INCOME (NOI)	\$169,191	\$169,106	\$169,020	\$179,078	\$178,914	\$178,825	\$189,387	\$189,297	\$189,206	\$189,114



Randall Boughton, CCIM,
NAIOP
NALatter & Blum
Phone: (225) 285-9800
Email: rboughton@latterblum.com
http://latterblum.com
1700 City Farm Drive, Baton Rouge, LA 70806

DISCLAIMER: All information is based on estimated forecast and are intended for the purpose of general insights and analysis. This document, its contents, forecasts, and analysis, without warranty of any kind, neither NAI, L&B, Blum, nor CRE Tech, Inc. assume any liability for errors or omissions. This information is not intended to replace or serve as a substitute for any legal, investment, real estate or other professional advice, consultation or service.

©Copyright 2019-2029 CRE Tech, Inc. All Rights Reserved.



ASSUMPTION / INPUTS

Purchase Price	\$2,500,000
Year 1 Potential Income	\$232,240
Vacancy & Credit Loss	4.00%
Year 1 Expenses	\$58,799
Acquisition CAP Rate	6.77%
Sale Price - CAP Rate	7.00%

Acquisition Costs (% of Purchase Price)	1.00%
Annual Income Increase	Custom
Other Income Increase	0.00%
Annual Expense Increase	N/A
Loan Fees & Points	1.00%
Cost of Sale upon Disposition	5.00%

10-YEAR EQUITY YIELD & EFFECTIVE LOAN RATE

Unleveraged Investment		+		Financing Cash Flow		=		Equity Investment	
Cash Flow & 10-year Yield				& Effective Rate				Cash Flow & 10-year Yield	
N	\$	N	\$	N	\$	N	\$	N	\$
0	(\$2,525,000)	0	\$1,732,500	0		0		0	(\$792,500)
1	\$169,191	1	(\$114,666)	1		1		1	\$54,525
2	\$169,106	2	(\$114,666)	2		2		2	\$54,440
3	\$169,020	3	(\$114,666)	3		3		3	\$54,354
4	\$179,078	4	(\$114,666)	4		4		4	\$64,412
5	\$178,914	5	(\$114,666)	5		5		5	\$64,248
6	\$178,825	6	(\$114,666)	6		6		6	\$64,159
7	\$189,387	7	(\$114,666)	7		7		7	\$74,721
8	\$189,297	8	(\$114,666)	8		8		8	\$74,631
9	\$189,206	9	(\$114,666)	9		9		9	\$74,540
10	\$2,754,114	10	(\$1,544,545)	10		10		10	\$1,209,569

Property IRR/Yield = 7.18%

Effective Loan Rate = 5.25%

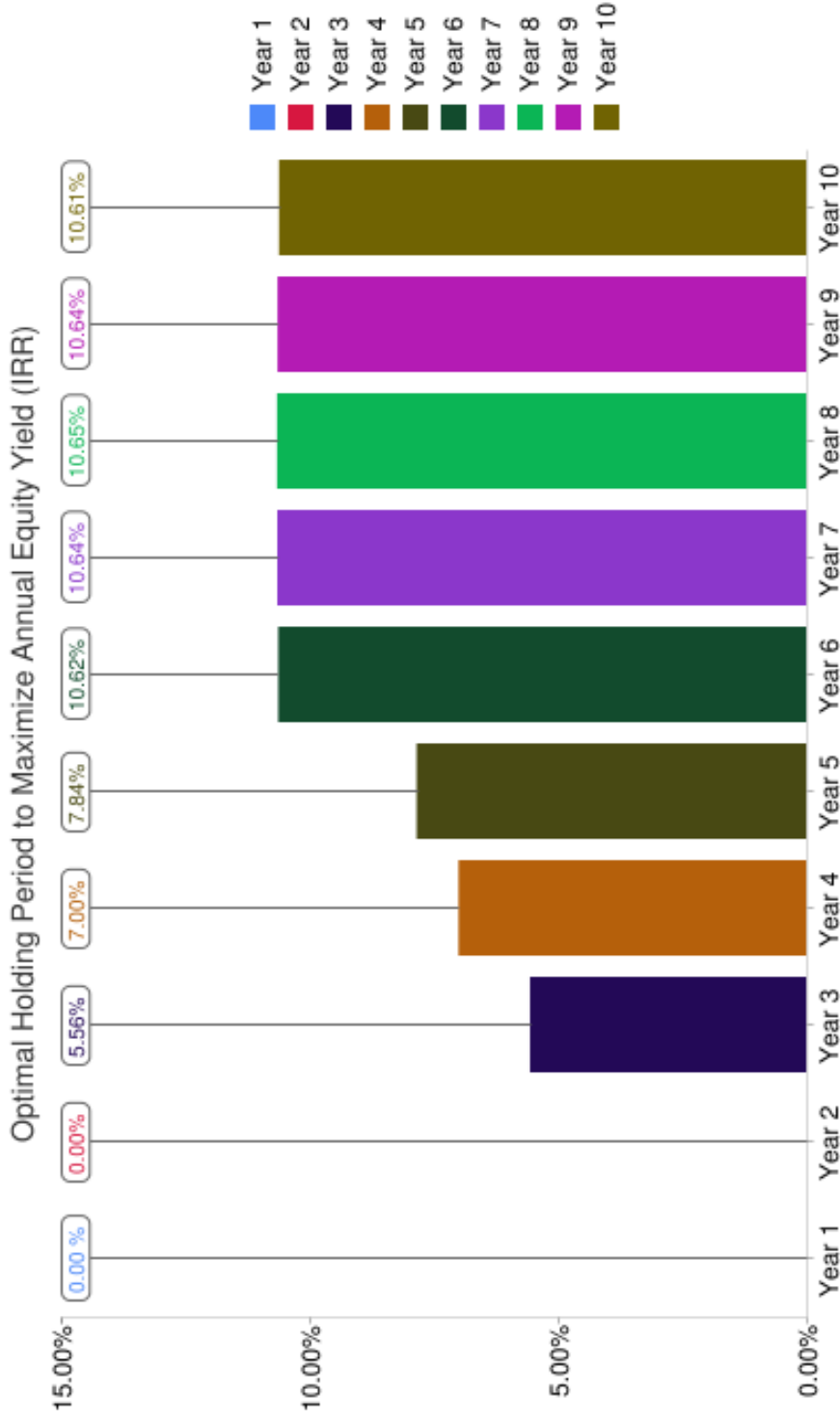
Equity IRR/Yield = 10.61%

Positive Leverage! Leverage INCREASED the Yield by 3.42%



Randall Boughton, CCIM,
 NAIOP
 NAI Lattner & Blum
 Phone: (225) 285-9800
 Email: rboughton@latterblum.com
 http://latterblum.com
 1700 City Farm Drive, Baton Rouge, LA 70806

DISCLAIMER: All information is based on estimated forecast and are intended for the purpose of general informational use only. This document, its contents, and any data, figures, tables, or charts, are provided as a guide only and do not constitute an offer of investment, real estate or other professional advice, consultation or service. No liability for errors or omissions. This information is not intended to replace or serve as a substitute for any legal, investment, real estate or other professional advice, consultation or service.
 ©Copyright 2011-2019 CRE Tech, Inc. All Rights Reserved.



The Equity Yield by Year graph represents the total ANNUAL return based on the year of disposition of the property. This graph shows the optimal holding period for the investment in order to maximize the annual equity yield. For example, the Year 5 Equity Yield percentage represents the annual yield received for years 1-5, assuming you sell the property at the end of year 5.

Randall Boughton, CCIM,
 NAIOP
 NAI Latter & Blum
 Phone: (225) 285-9800
 Email: rboughton@latterblum.com
 http://latterblum.com
 1700 City Farm Drive, Baton Rouge, LA 70806

DISCLAIMER: All information is based on estimated forecast and are intended for the purpose of general guidance only. This document represents best efforts without warranty of any kind. Neither NAI Latter & Blum nor CRE Tech, Inc. assume any liability for error or omission. This information is not intended to replace or serve as a substitute for any legal, investment, real estate or other professional advice, consultation or service.
 ©Copyright 2019 CRE Tech, Inc. All Rights Reserved.



NAILatter & Blum

NAI LATTER & BLUM
*RANDALL BOUGHTON,
CCIM, NAIOP*



(225) 295-0800

rboughton@latterblum.com

1700 City Farm Drive, Baton Rouge, LA, 70806, United States

