

A night photograph of a modern apartment complex. In the foreground, a large swimming pool with blue tiles and a central hot tub is illuminated. The hot tub has blue mosaic tiles and a stone-like top. Several lounge chairs are arranged around the pool. In the background, a two-story apartment building with large windows and a covered patio area is lit up. A tall palm tree stands prominently in front of the building. The sky is dark blue.

LEGACY

at Lake Charles

WALKER & DUNLOP
INVESTMENT SALES

WALKER & DUNLOP

INVESTMENT SALES

NEW ORLEANS

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St # 401,
New Orleans, LA 70130

License #BROK.0995690670-CORP

PRIMARY CONTACTS

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ATLANTA

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Suite 900

Atlanta, GA 30326

License #H-67133

DEBT CONTACTS

DAVID COLLIE

Phone 404.946.6915

Mobile 404.734.3771

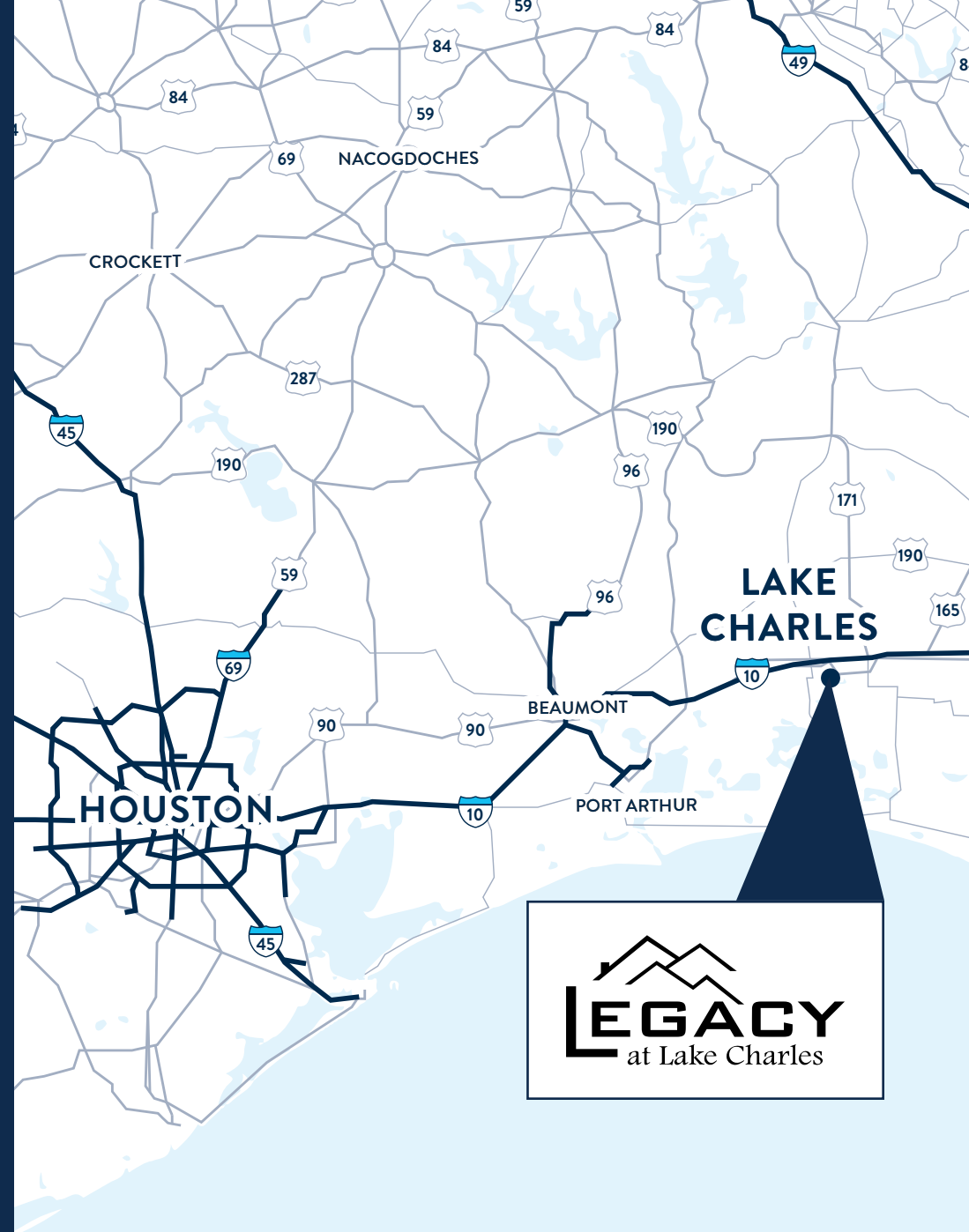
dcollie@walkerdunlop.com

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LEGACY
at Lake Charles

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The image shows a contemporary living room with a light-colored horizontal-slat wall. A dark fireplace is set into the wall, with a large, round, textured mirror mounted above it. To the left, a large glass door is open, revealing an outdoor patio with a wooden table and chairs. To the right, a large sectional sofa is positioned against a wall with three framed abstract artworks. A modern, multi-bulb pendant light hangs over the sofa. In the foreground, a grey armchair with a patterned pillow is visible. The text "EXECUTIVE SUMMARY" is overlaid in the center in a white, serif font.

EXECUTIVE SUMMARY





**5225 ELLIOTT ROAD
LAKE CHARLES, LA 70605**



YEAR BUILT

2018



UNITS

268 Units over 15 Buildings



AVG. UNIT SIZE

942 SF



TOTAL RENTABLE SF

252,396 SF



PARKING SPACES

542



SITE SIZE

19.15 Acres





LEGACY AT LAKE CHARLES

Legacy at Lake Charles is a 15-building, garden-style multifamily community located in Lake Charles, LA. Situated in the booming Southwest Louisiana economy, Legacy at Lake Charles provides residents with ease of access to employment, shopping, education and entertainment all while in an upscale living environment that is in a class as of its own.

Legacy at Lake Charles is being offered for sale on an "unpriced basis" and represents a rare opportunity to acquire an institutional quality asset in the prosperous Lake Charles submarket.

UNIT MIX SUMMARY

UNIT TYPE	# UNITS	UNIT SF	% SHARE
1 BR / 1BA	124	775	46.3%
2 BR / 2 BA	128	1,048	47.8%
3 BR / 2 BA	16	1,384	6.0%
TOTAL/AVERAGES	268	942	100%

NUMBERS TO KNOW

PROPERTY

\$1,323 AVERAGE UNIT
RENTS

LOCATION

A- NICHE GRADE FOR
PUBLIC SCHOOLS

15K JOBS WITHIN
A 7-MILE RADIUS

5M SF OF RETAIL WITHIN
A 5-MILE RADIUS

ECONOMY

\$170B INVESTED IN SUBMARKET
SINCE 2012

#1 FASTEST GROWING
MSA IN THE STATE

18% RENT TO MEDIAN
INCOME RATIO





REASONS TO OWN

BEST IN CLASS PRODUCT QUALITY

- Custom home quality finishes
- Market leading amenity package

LOCATION

- Access to top public schools in Louisiana
- Differentiated neighborhood setting while maintaining proximity to surging employment centers
- Abundant retail and entertainment options

SW LOUISIANA ECONOMY

- Unparalleled economic development
- Strong employment trends
- Durable demographics

INVESTMENT THESIS



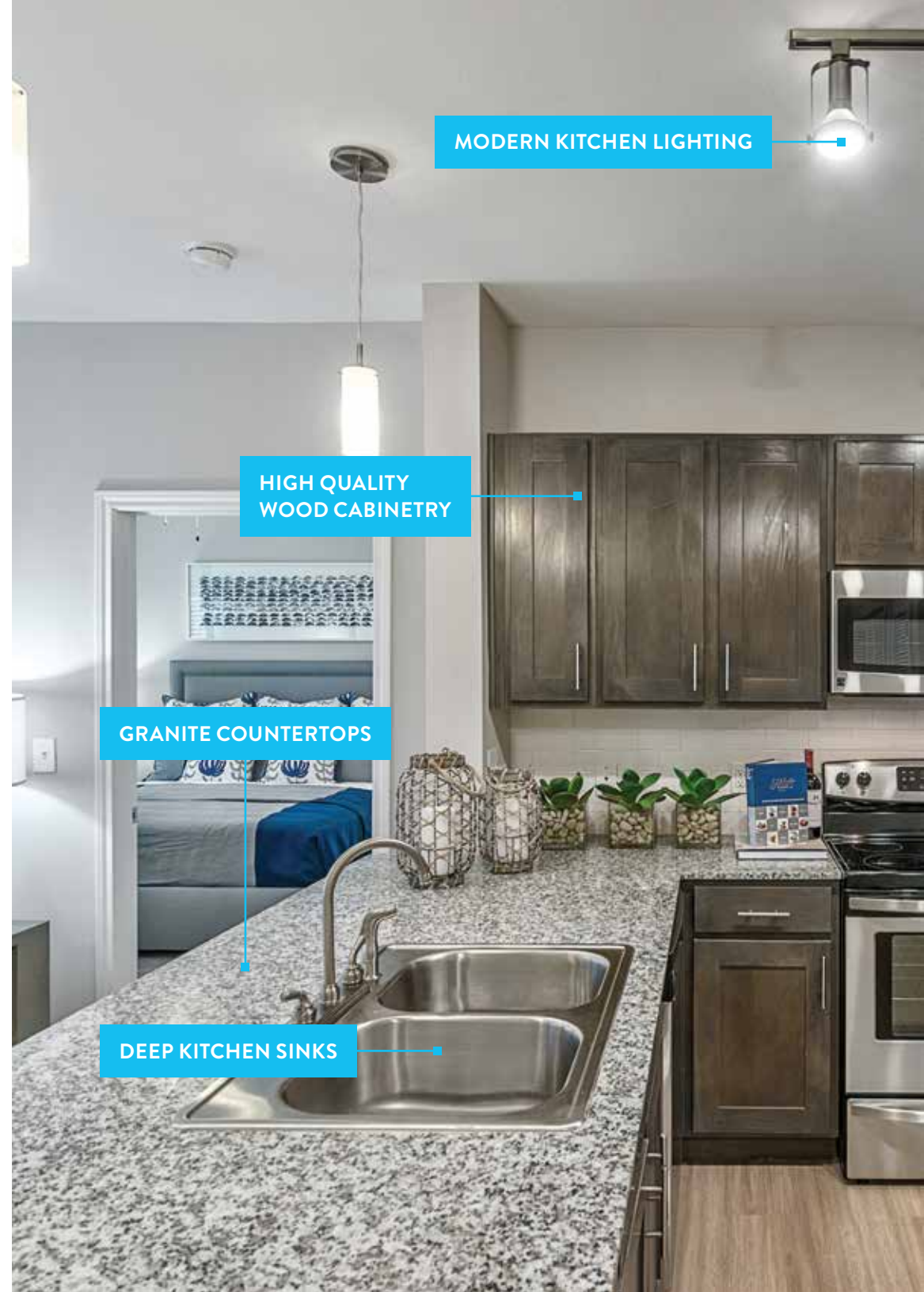
PRODUCT





BEST IN CLASS UNIT AMENITIES

- Designer ceiling fans
- Granite countertops throughout
- Deep kitchen sinks
- High quality wood cabinetry
- Plank style flooring
- Upgraded shower heads
- Tile backsplash in kitchen
- Stainless steel appliances
- Walk-in closets
- Personal balcony/patio
- Full size washer/dryer in every home
- 2" faux wood blinds

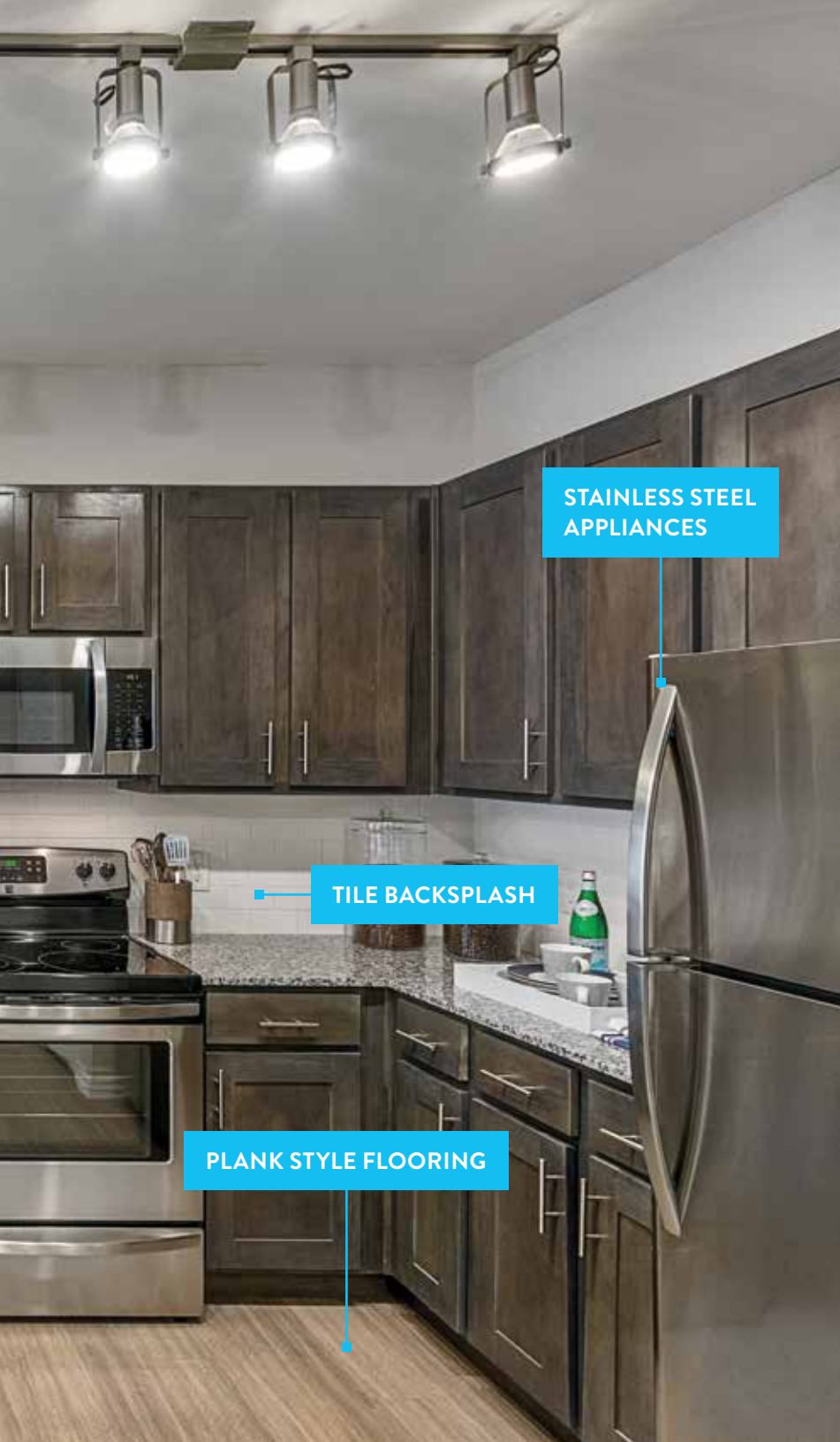


MODERN KITCHEN LIGHTING

HIGH QUALITY
WOOD CABINERY

GRANITE COUNTERTOPS

DEEP KITCHEN SINKS



STAINLESS STEEL
APPLIANCES

TILE BACKSLASH

PLANK STYLE FLOORING



PRODUCT



DESIGNER CEILING FANS





PRODUCT



PRODUCT





MARKET LEADING AMENITY PACKAGE

- Resort style swimming pool with double sun shelf
- Outdoor lounge with flat screen tv, fireplace and grills
- Billiard room
- Complimentary Starbucks coffee bar with espresso machine
- Gated access community
- 24-hour cyber café
- Leash-free bark park with hydration station
- Pet spa & washing station
- Large 24-hour club quality fitness center with health hub
- Resident package receiving
- Business center
- Carport and covered parking

PRODUCT



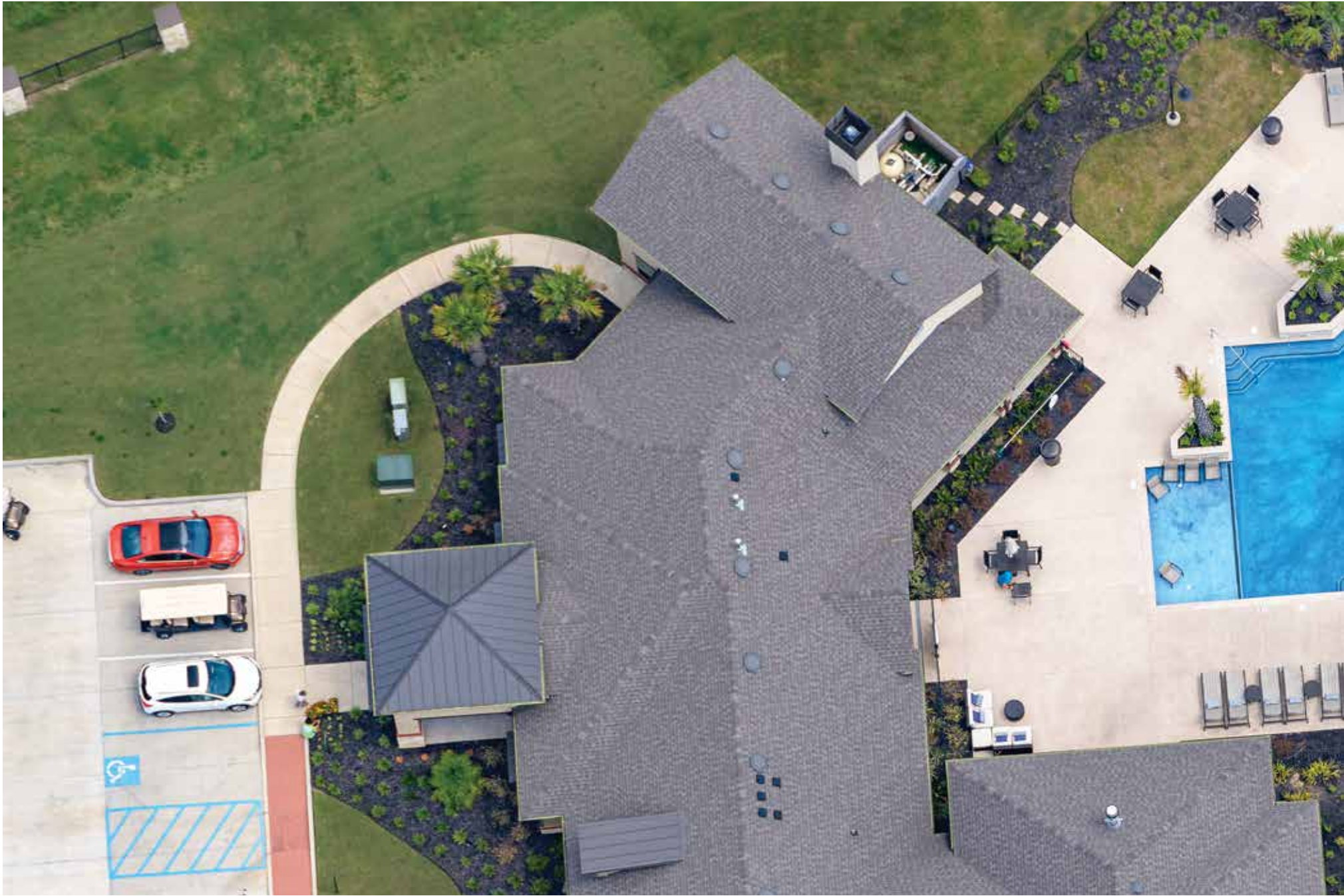


LARGEST DOG PARK IN COMP SET



73% OF MILLENNIALS OWN PETS*—ONLY ONE OTHER PROPERTY
AMONG THE COMPARABLES FEATURES A DOG PARK

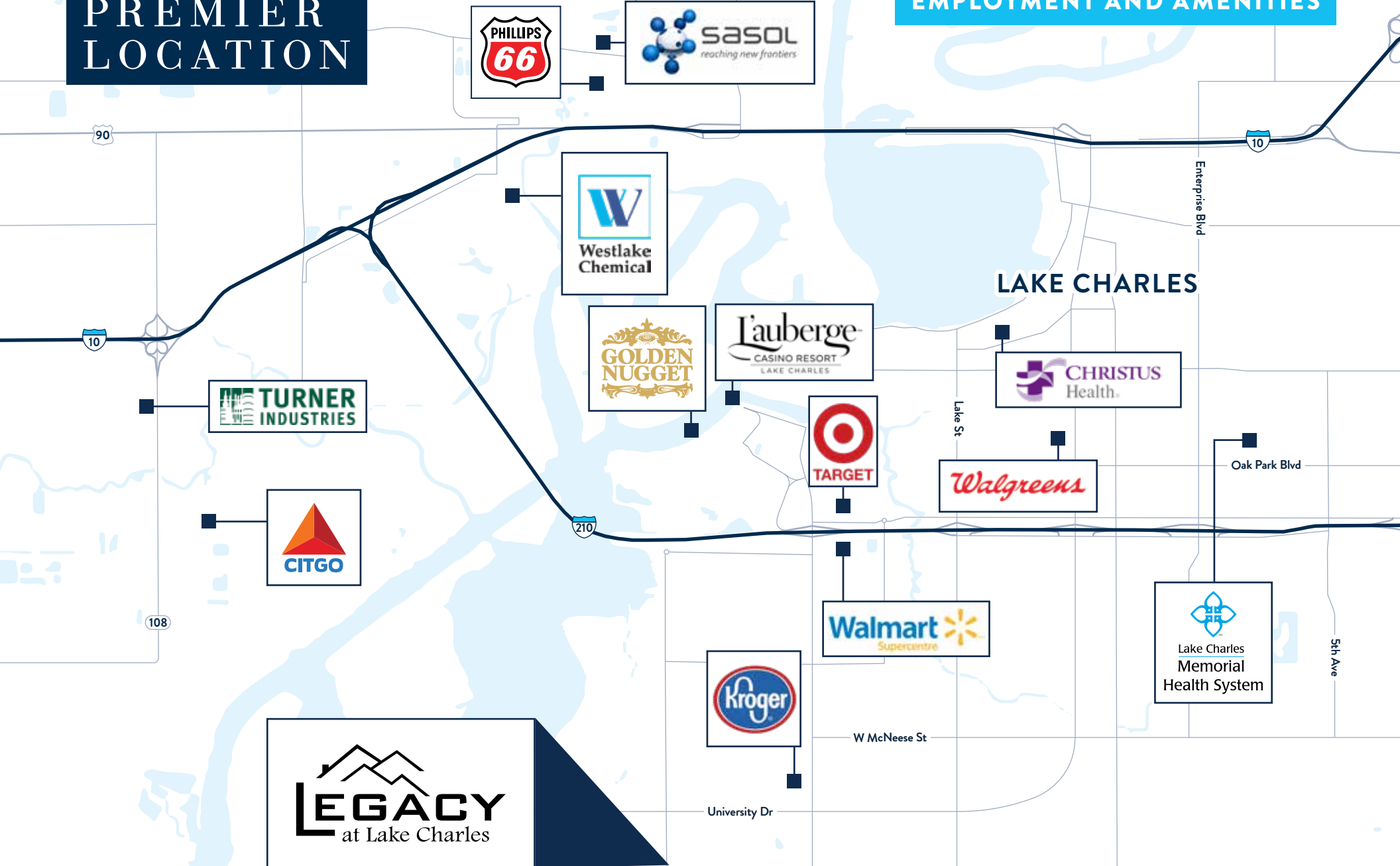
*American Pet Products Association





PREMIER LOCATION

EMPLOYMENT AND AMENITIES










EMPLOYS: 800



EMPLOYS: 1,084



EMPLOYS: 1,700+



LAKE CHARLES



EMPLOYS: 1,650

**ALL MAJOR EMPLOYERS
WITHIN A 15 MINUTE DRIVE**



EMPLOYS: 1,514



EMPLOYS: 1,300



EMPLOYS: 900



LAKE CHARLES



EMPLOYS: 1,500



EMPLOYS: 1,042




LAKE CHARLES

5 MIN DRIVE



LAKE CHARLES



EMPLOYS: 2,100

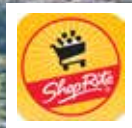
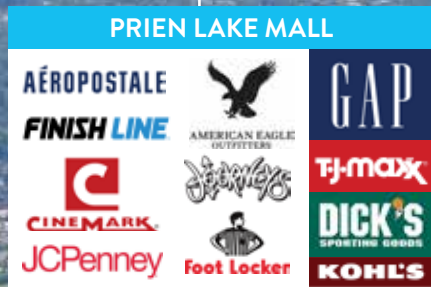
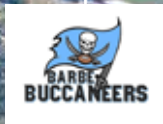


LAKE CHARLES

ELLIOT RD



LEGACY
at Lake Charles



ST. JOHNS ELEMENTARY SCHOOL
- 0.6 MILES SOUTH



ABUNDANT RETAIL IN IMMEDIATE AREA

ALL LOCATIONS WITHIN 5 MILES OF THE PROPERTY



Marshalls

Walgreens



FIVE GUYS
BURGERS and FRIES

Walmart



ACCESS TO TOP SCHOOLS IN THE STATE

A- **ST. JOHN ELEMENTARY**
0.5 MILES

- Undergone expansion in the last two years

B+ **S.J. WELSH MIDDLE SCHOOL**
2.3 MILES

A- **A.M. BARBE HIGH SCHOOL**
1.7 MILES

- #1 Public high school in Calcasieu Parish



St. John Elementary School

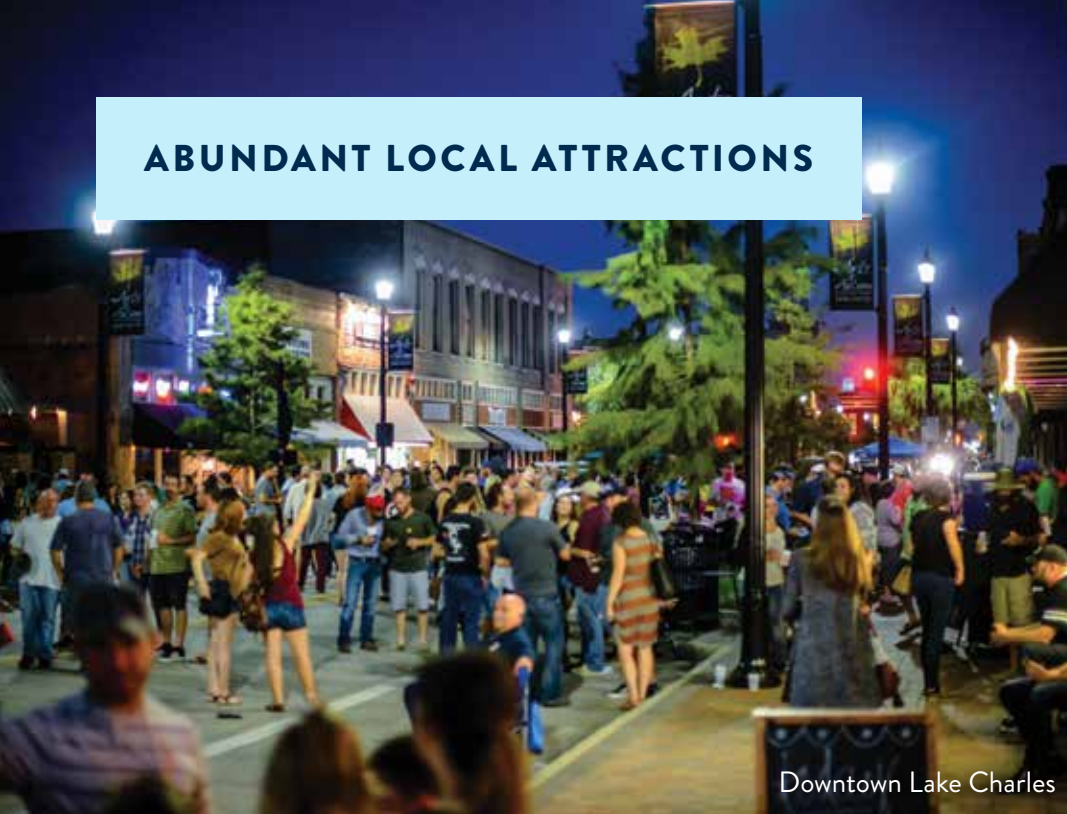


SJ Welsh Middle School



AM Barbe High School

ABUNDANT LOCAL ATTRACTIONS



Downtown Lake Charles



Golden Nugget Resort

Downtown Lake Charles



Mallard Cove Golf Course





Creole Nature Walk



Lake Charles Winter Beer Festival



Gulf Coast Shrimp and Jazz Festival

MCNEESE STATE UNIVERSITY

MSU RANKED **ONE OF THE BEST
REGIONAL UNIVERSITIES** IN THE
SOUTH FOR 8 CONSECUTIVE YEARS

(source: US News & World Report, 2018)

#3 BEST VALUE COLLEGES FOR
ENGINEERING MAJORS

(source: Payscale)

7,638 ENROLLED STUDENTS
ACCORDING TO US NEWS
AND WORLD REPORT

3.5 MILES FROM
THE PROPERTY







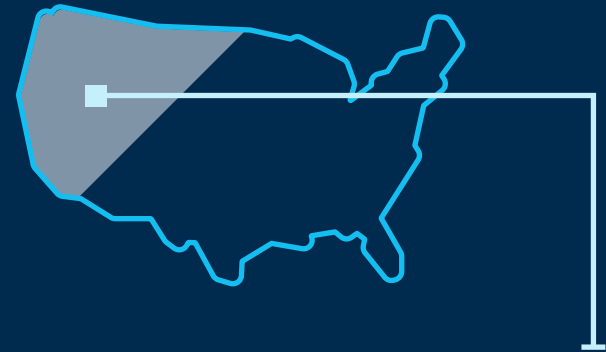






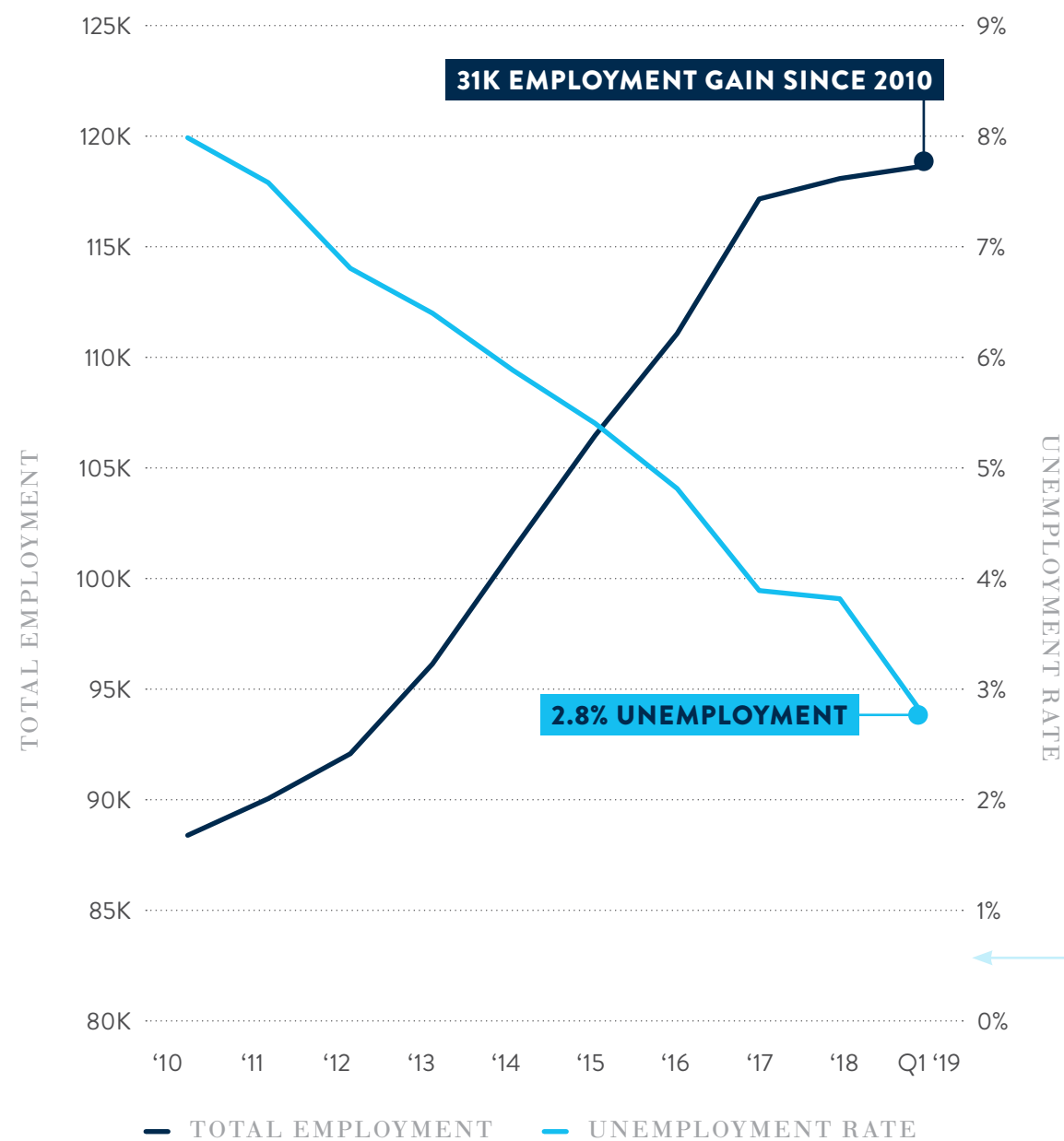
SW LOUISIANA - UNPRECEDENTED ECONOMIC DEVELOPMENT

\$170B IN INDUSTRIAL EXPANSION
SINCE 2012



BY COMPARISON, **\$170B** IS EQUAL TO 1/3 OF THE
TOTAL CAPITAL INVESTED IN THE UNITED STATES
IN ONE YEAR

STATE LEADING EMPLOYMENT GROWTH



2019 & 2020

9,300 JOBS ARE EXPECTED TO BE CREATED IN LAKE CHARLES MSA

EMPLOYMENT GROWTH IN LOUISIANA'S MAJOR MARKETS SINCE 2010:

33.9% LAKE CHARLES

12.7% BATON ROUGE

10.2% NEW ORLEANS



IN 2020 LAKE CHARLES WILL SEE

2.3X

JOB GROWTH OF
BATON ROUGE

+

2.7X

JOB GROWTH OF
NEW ORLEANS

Louisiana Economic Outlook

31% INCREASE IN GROSS REVENUE OF CASINOS
OVER THE LAST 3 YEARS

36% INCREASE IN TOTAL EMPLOYMENT AT 3 CASINOS
(*Louisiana Economic Outlook - 2019*)

#1 FASTEST GROWING MSA IN THE STATE
(*Louisiana Economic Outlook - 2019*)

#1 LOWEST REGIONAL COST OF LIVING IN LOUISIANA
(*American Press, 2019*)

#1 FASTEST GROWING GDP IN THE STATE
(*The Bureau of Economic Analysis*)

#3 STATE ON FORBES "BEST SMALL
PLACES FOR BUSINESS AND CAREERS" LIST

#7 WSJ'S HOTTEST SMALL METRO
LABOR MARKETS

ECONOMIC DRIVERS & DEVELOPMENT

PROXIMATE PROJECTS UNDER CONSTRUCTION



\$44B PROJECTS UNDER CONSTRUCTION

In Southwest Louisiana



14.5K ESTIMATED PERMANENT JOBS IN THE PIPELINE

From projects under construction or announced



SASOL CHEMICAL

Already added 650 jobs from 2018 - Q1 2019

- \$12.9 Billion Cost of Latest Project
- 700 Perm. Sasol & 358 CTR Jobs
- 2,395 New Indirect Jobs
- \$88,000 - Average Salary



Westlake Chemical

WESTLAKE CHEMICAL

\$3B Petrochemical expansion to be complete by Q2 2019

- 264 Direct Jobs
- 2,300 New Indirect Jobs
- \$77,699 - Average Salary



Sasol Chemical



Westlake Chemical Plant

UNDER CONSTRUCTION & RECENTLY DELIVERED



MAGNOLIA LNG

- \$4.4 billion project cost
- 200 permanent jobs
- Average salary: \$75,000
- 1,500 construction jobs created



DRIFTWOOD EXPORT PROJECT

- \$30 billion project cost
- 350 new permanent jobs created
- Average salary: \$90,000
- 6.4k jobs created during the construction phase



CITADEL COMPLETIONS

- \$17.6 million louisiana aerospace investment
- 256 permanent jobs created
- Average salary: \$80,000
- 347 new indirect jobs



LAKE CHARLES LNG

- \$16 billion project cost
- 200 new full-time positions
- 5,000 local jobs created during construction phase




P66 ISOMERIZATION UNIT

- \$200 million capital investment
- 500 construction jobs created
- Delivering Q3 2019



ENTERGY POWER PLANT

- \$872 million total capital investment
- 970 new indirect jobs
- 217 permanent jobs created
- 700 new construction jobs



Liquefied Natural Gas (LNG) is a liquefied form of natural gas, which has a much smaller volume than natural gas in its gaseous form.

“The outlook for LNG demand is set to grow at twice the rate of gas demand, at 4 to 5% a year between 2015 and 2030.”

– Royal Dutch Shell 2017 LNG Outlook



Louisiana “is poised to become the center of the LNG Universe”

- Business Report

OVER \$90 BILLION IN LNG PROJECTS PROPOSED, UNDER CONSTRUCTION OR EXPECTED TO BEGIN CONSTRUCTION IN LOUISIANA THIS DECADE

TENS OF BILLIONS OF DOLLARS ARE EXPECTED TO BE SPENT IN LOUISIANA BUSINESSES AS A RESULT OF THE LNG EXPORT INDUSTRY

MORE THAN 30,000 TEMPORARY CONSTRUCTION JOBS ARE EXPECTED

PROJECTED TO CREATE APPROXIMATELY 2,000 GOOD-PAYING, PERMANENT JOBS FOR LOUISIANANS

OVERALL, LNG EXPORTS ARE EXPECTED TO CREATE APPROXIMATELY 75,000 JOBS ACROSS LOUISIANA

BY 2020, THE U.S. IS EXPECTED TO BE THE THIRD-LARGEST LNG EXPORTER IN THE WORLD. THE VAST MAJORITY WILL FLOW THROUGH LOUISIANAN PORTS.

Source: Louisiana Energy Export Association

DEMOGRAPHICS

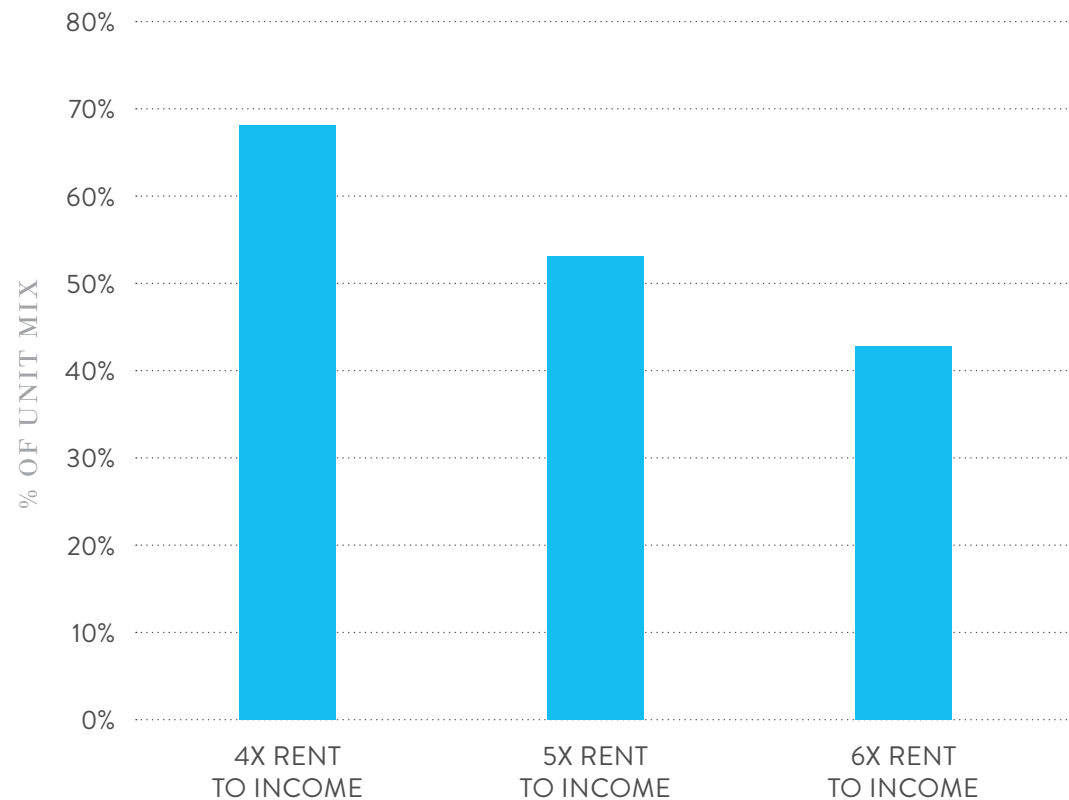
DURABLE DEMOGRAPHICS CREATE STABLE CASH FLOW

\$117K AVERAGE HH
INCOME

\$84K MEDIAN HH
INCOME

58% ROOM TO INCREASE
RENTS (IN ORDER TO
ACHIEVE 30% RENT TO MEDIAN
INCOME RATIO)

IN PLACE RENT TO MEDIAN INCOME RATIOS



DIVERSE RESIDENT BASE

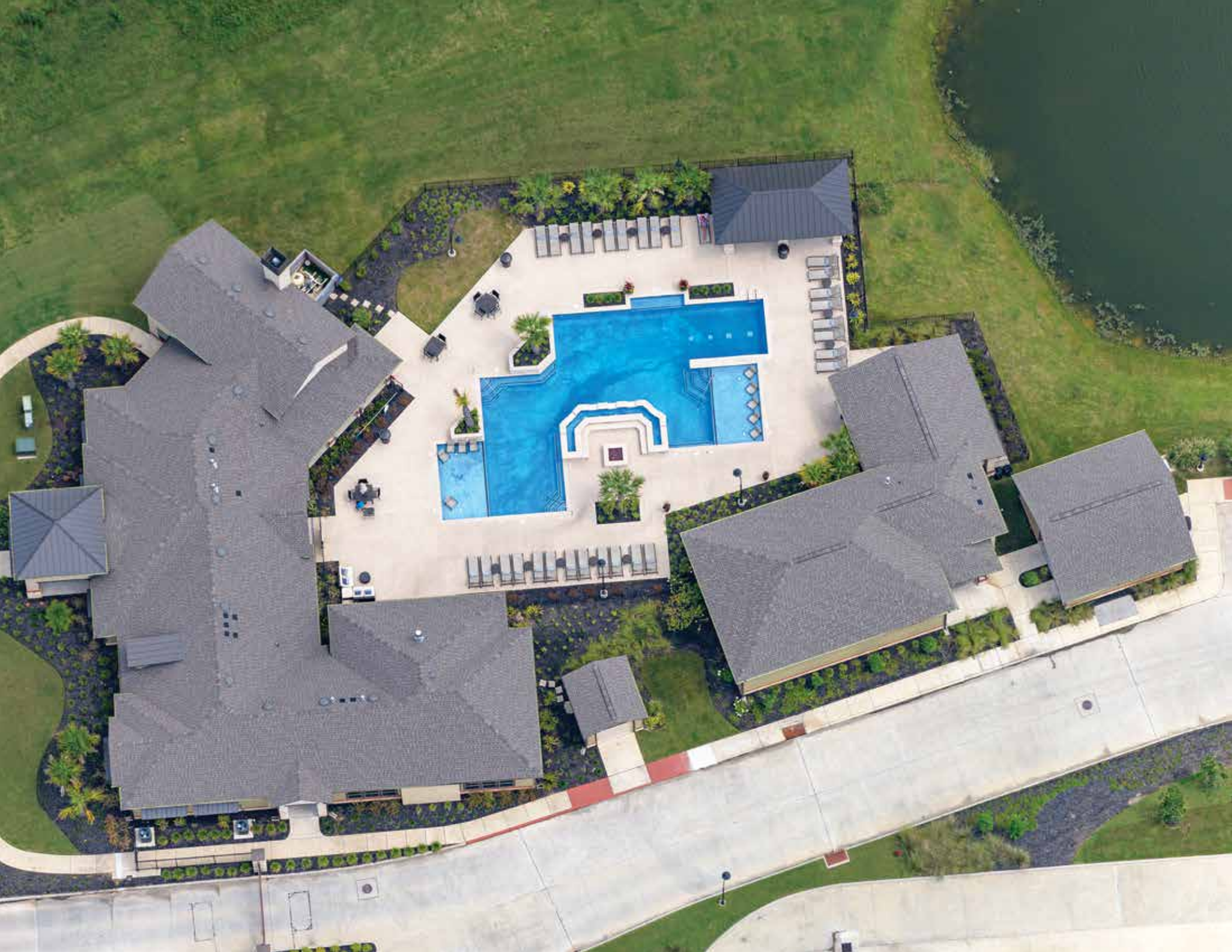
RESIDENTS AT LEGACY AT LAKE CHARLES ARE EMPLOYED BY THE REGIONS MOST SUBSTANTIAL PRIVATE AND PUBLIC COMPANIES





PROPERTY DESCRIPTION





LEGACY AT LAKE CHARLES

BUILDING DESCRIPTION

Year Completed	2018
No. of Buildings	15 residential buildings, 1 clubhouse
Total Units	268
Total SF	252,396
Average SF	942
No. Floors	2 & 3
Exterior Walls / Facade	Combination of siding, stucco, and manufactured stone over OSB plywood, gypsum sheathing, and wood frame construction
Stairs	Concrete & Steel
Windows	Double pane, single hung vinyl windows with vinyl frames
Doors	Exterior Front Door: Steel clad thermal entrance door; Exterior Porch/Balcony Door: Steel clad thermal doors with glass insert; Storage Door Exterior: Steel clad thermal storage room door
Roofs	CertainTeed composition dimensional, 30-year self-sealing, class "A" label at all buildings and clubhouse
Washer / Dryer	Included in all units

MECHANICAL / ELECTRICAL / PLUMBING

HVAC	Each apartment unit shall be furnished with properly sized Goodman Company condenser and fan coil unit or equal heating and air conditioning system
Water Heater	Electric
Electrical	Separately metered electrical circuit breaker panel in each unit
Wiring	Copper wiring - aluminum service conductors
Plumbing Supply	SDR-26 PVC or equal & Class 200 PVC, C.P.V.C.
Fire Protection	Fire sprinkler system to be designed and installed per NFPA 13R, 1999 edition

GARAGES / PARKING / STORAGE

Garages	32
Standard Spaces	486
Handicap	24
Total	542
Spaces Per Unit Ratio	2.02

SITE

Site Size	19.05 acres
Density	19.12 acres

TAXING AUTHORITY

Jurisdiction	City of Lake Charles - Calcasieu Parish
Real Estate ID number	00933082A
Assessment Ratio	10% of sale price. Please consult your tax advisor.
Reassessment Year	2020
2018 Millage Rate	.09675

UTILITY INFORMATION

UTILITY / SERVICE	PROVIDER	PAID BY
Gas	Centerpoint Energy	Tenant
Electricity	Entergy	Tenant
Water / Sewer	Lake Charles Water	Tenant
Trash Removal	Waste Management	Owner
Cable / Internet / Phone	AT&T/Suddenlink	Tenant

PROMINENT FLOOR PLANS

The remainder of floor plans can be found in virtual deal room.



ACADIANA

1 BD / 1 BA
748 SF
60 UNITS / 22%



BEAUREGARD

1 BD / 1 BA
785 SF
40 UNITS / 15%



CLAIBORNE

2 BD / 2 BA
1,035 SF
48 UNITS / 18%



DESOTO

2 BR / 2 BA
1,043 SF
72 UNITS / 27%

A photograph of a modern office lobby. In the center is a round, dark wood table with a pedestal base, holding a small potted plant. Above the table hangs a large, circular chandelier with many small lights. The floor is made of large, light-colored tiles. On the left and right are open doorways leading to other rooms. In the background, there's a hallway with an 'EXIT' sign and a glass door. The walls are a neutral color with crown molding.

FINANCIAL INFORMATION

LEGACY AT LAKE CHARLES PROFORMA OPERATING STATEMENT

	YEAR 1 PROFORMA	% OF GROSS POT.	PER UNIT	PER SF	FOOTNOTE
INCOME					
Gross Scheduled Rental Income	\$4,445,984	101.0%	\$16,589	\$17.62	1
Less: Loss-to-Lease	-\$42,986	-1.0%	-\$160	-\$0.17	2
GROSS POTENTIAL RENTAL INCOME	\$4,402,999	100.0%	\$16,429	\$17.44	
Vacancy Loss	-\$220,150	-5.000%	-\$821	-\$0.87	3
Concession Loss	\$0	0.000%	\$0	\$0.00	4
Non-Revenue Units	-\$15,949	-0.362%	-\$60	-\$0.06	5
Credit Loss	-\$8,806	-0.200%	-\$33	-\$0.03	6
NET RENTAL INCOME	\$4,158,093	94.4%	\$15,515	\$16.47	
Garage/Storage Income	\$24,990	0.6%	\$93	\$0.10	7
Other Income	\$151,794	3.4%	\$566	\$0.60	8
RUBS	\$67,000	1.5%	\$250	\$0.27	9
EFFECTIVE GROSS INCOME	\$4,401,877	98.5%	\$16,425	\$17.44	
Monthly	\$366,823				
EXPENSES					
Utilities (Net)	\$113,900	2.6%	\$425	\$0.45	10
Repairs & Maintenance	\$33,500	0.8%	\$125	\$0.13	11
Make Ready Expense	\$46,900	1.1%	\$175	\$0.19	12
Contract Services	\$46,900	1.1%	\$175	\$0.19	13
Marketing	\$107,200	2.4%	\$400	\$0.42	14
Payroll Expense	\$358,566	8.1%	\$1,338	\$1.42	15
General & Administrative	\$80,400	1.8%	\$300	\$0.32	16
Real Estate Taxes	\$351,877	8.0%	\$1,313	\$1.39	17
Insurance	\$93,800	2.1%	\$350	\$0.37	18
Management Fees	\$121,038	2.7%	\$452	\$0.48	19
TOTAL OPERATING EXPENSES	\$1,354,082	30.8%	\$5,053	\$5.36	
NET OPERATING INCOME	\$3,047,795	69.2%	\$11,372	\$12.08	
Replacement Reserves	\$46,900	1.1%	\$175	\$0.19	20
NET CASH FLOW	\$3,000,895	70.3%	\$11,197	\$11.89	

1 GROSS SCHEDULED INCOME

The Proforma assumes Gross Scheduled Rental Income of \$4,445,984 (\$370,499 per month or \$1,382 per unit). The gross scheduled rental income in the sales proforma is based on the most recent leasing activity at the Property. Proforma rents are current market rents trended 4%--Current CoStar projections of the Lake Charles market are 8%. The Proforma assumes a net effective pricing model with no concessions.

FLOORPLAN	UNIT TYPE	# OF UNITS	UNIT SIZE	PROFORMA RENTS	PROFORMA RENT/SF	PROFORMA MO. RENTAL INCOME	ANNUAL INCOME
152-11ed	1 BD/1 BA	12	801	\$1,329	\$1.66	\$15,949	\$191,393
152-11eu	1 BD/1 BA	12	850	\$1,312	\$1.54	\$15,747	\$188,970
152-1x1a	1 BD/1 BA	60	748	\$1,134	\$1.52	\$68,010	\$816,123
152-1x1b	1 BD/1 BA	40	785	\$1,233	\$1.57	\$49,318	\$591,822
152-2x2c	2 BD/2 BA	48	1,035	\$1,459	\$1.41	\$70,032	\$840,387
152-2x2d	2 BD/2 BA	72	1,043	\$1,489	\$1.43	\$107,239	\$1,286,866
152-2x2f	2 BD/2 BA	8	1,174	\$1,690	\$1.44	\$13,520	\$162,240
152-3gdn	3 BD/2 BA	8	1,356	\$1,887	\$1.39	\$15,094	\$181,126
152-3gu	3 BD/2 BA	8	1,411	\$1,949	\$1.38	\$15,588	\$187,057
TOTAL		268	942	\$1,382	\$1.47	\$370,499	\$4,445,984

2 LOSS TO LEASE

The Proforma calculates the Year 1 Loss to Lease assuming the investment period begins November 1, 2019. The Loss to Lease model considers in place rents at the per unit level and calculates the total Loss to Lease based on the existing expiration schedule and rollover model. The Proforma assumes a 50% retention ratio. New leases are marked to the Year 1 market rent in the Gross Scheduled Income table. Renewal leases are marked to the lesser of Proforma market rent or 7.0% over the current in place rent. Resulting Loss to Lease in Year 1 is 0.98%.

	NOV-19	DEC-19	JAN-20	FEB-20	MAR-20	APR-20	MAY-20	JUN-20	JUL-20	AUG-20	SEP-20	OCT-20	TOTAL
Gross Scheduled	\$370,499	\$370,499	\$370,499	\$370,499	\$370,499	\$370,499	\$370,499	\$370,499	\$370,499	\$370,499	\$370,499	\$370,499	\$4,445,984
Loss to Lease	-\$8,491	-\$7,676	-\$6,794	-\$6,243	-\$5,569	-\$4,377	-\$2,691	-\$1,168	-\$302	\$108	\$108	\$108	-\$42,986
GPR	\$362,008	\$362,823	\$363,705	\$364,255	\$364,930	\$366,122	\$367,807	\$369,331	\$370,196	\$370,607	\$370,607	\$370,607	\$4,402,999

3 VACANCY LOSS

The Proforma assumes 5% vacancy loss.

4 CONCESSION LOSS

The Property has signed most new leases with a one month upfront concession. The Proforma assumes no concessions in Year One.

5 NON-REVENUE UNITS

The Proforma assumes the Property operates with a single, one-bedroom model unit—which is approximately 0.36% of Gross Scheduled Income.

FLOOR PLAN	UNIT TYPE	UNIT SIZE	PROFORMA RENT
152-11ed	1 BD/1 BA	801	\$1,329
ANNUALIZED			\$15,949

6 CREDIT LOSS

The Proforma assumes a credit loss provision of 0.20% of Gross Scheduled Income, which is consistent with what the Property has seen historically.

7 PARKING/STORAGE INCOME

There are 70 reserved carport spaces on site. These spaces have a current charge of \$35/space. The Proforma assumes 85% occupancy of reserved carport spaces at stabilization.

TYPE	UNITS	RENT	OCCUPANCY	ANNUAL INCOME
Detached Carport	70	\$35	85%	\$24,990

8 OTHER INCOME

Other Income is summarized in the table below. Assumptions are based on a 50% retention ratio, which creates demand for 134 new leases per year. The Proforma assumes 80% of applicants are approved.

TYPE	FEE DESCRIPTION	FEE	ANNUAL INCOME
NSF fees	Fee for Bounced Check - assumes 2 per month	\$50	\$1,200
Application fee	Application fee (mandatory); 1.5 applicants per unit	\$50	\$12,563
Administrative Fee	Administrative fee, mandatory for all approved lease applicants	\$150	\$20,100
Pet Fee	Assumes 35% of residents have one pet	\$350	\$16,415
Pet Rent	Assumes 35% of residents have one pet	\$20	\$22,512
Early Termination	2 early terms per month at average of one months Mkt Rent	\$1,382	\$24,884
Late Fees	Assumes 5% of residents pay late (3 day grace period)	\$150	\$24,120
Miscellaneous	Damage Fees, Vending, Laundry, Cable Revenue Sharing, Misc		\$30,000
TOTAL			\$151,794

9 RUBS

Water/Sewer - The Property is sub-metered for W/S and collects 100% of the amount used by residents. **Electric** - Residents are required to sign up for electric bills in their name. **Trash** - Trash is billed directly to residents monthly.

10 UTILITIES

Utility expenses include electricity, gas, and water—these are gross figures. All units are separately metered for electricity while water/sewer is sub-metered. The utility expense is projected based on trailing operations as well as market expense comparables of this size.

11 REPAIRS AND MAINTENANCE

The Repairs and Maintenance expense includes all routine on-site maintenance items. Assumptions are based on historical operations at the Property.

12 MAKE READY

Make Ready expense assumes a turnover cost of \$350 per unit at a 50% retention ratio. At \$175 per unit, the Make Ready expense is in line with comparable properties.

13 CONTRACT SERVICES

The Proforma includes landscaping, cleaning, extermination, cable and alarm expense. These contracts are estimated to be in line with comparable properties.

15 PAYROLL

Payroll expenses are projected based upon four office and two maintenance personnel as well as one housekeeper. The rates shown below are the current rates being paid at the Property during its lease up. Payroll assumptions are outlined in the following table.

POSITION	SALARY	BONUS	PAYROLL LOAD	TOTAL EXPENSE	PER UNIT
Property Manager	\$52,000	\$4,500	\$15,820	\$72,320	\$270
Assistant Manager	\$47,000	\$2,500	\$13,860	\$63,360	\$236
Leasing Agent	\$33,280	\$8,000	\$11,558	\$52,838	\$197
Leasing Agent	\$28,080	\$8,000	\$10,102	\$46,182	\$172
Maintenance Director	\$36,400	\$3,000	\$11,032	\$50,432	\$188
Maintenance Tech	\$28,080	\$1,500	\$8,282	\$37,862	\$141
Housekeeper	\$27,040	\$750	\$7,781	\$35,571	\$133
TOTAL	\$251,880	\$28,250	\$78,436	\$358,566	\$1,338

Average Payroll Load 28%

16 GENERAL & ADMINISTRATIVE

General and administrative expense are based on the Property’s historical operations as well as stabilized budgeted expenses.

14 MARKETING

The Proforma assumes a \$400 per unit marketing expense. This expense is consistent with the market rate expense for a Property of this size in a competitive market and nearing the end of lease up/entering stabilization. In addition to advertising activities, marketing expense also includes resident events. The Property utilized little to no gift cards during lease up as well as a negligible amount of locater services.

17 REAL ESTATE TAXES

Calcasieu Parish taxes are assessed on a four-year cycle. 2016 was the last reassessment year, and thus the Property taxes are scheduled to be reassessed in 2020. Buyers should consult tax professionals for guidance on anticipated real estate tax liability.

PROFORMA REAL ESTATE TAX ASSUMPTIONS	
Taxing Authority	Calcasieu Parish/Louisiana
Parcel ID#	00933082A
Assessment Ratio	10%
Millage Rate	0.09675
PROJECTED YEAR 1 RE TAXES (POST-SALE), GROSS	\$443,195

18 INSURANCE

Insurance assumption of \$350 is in line with historical monthly expense as well as the stabilized budgeted expenses.

19 MANAGEMENT FEES

For the proforma, a management fee of 2.75% of total collections was assumed.

20 REPLACEMENT RESERVES

Replacement reserves are underwritten at \$175 per unit in the Proforma.







SALES COMPARABLES

The following table highlights six apartment sales deemed comparable to Legacy at Lake Charles. All are considered to be Class-A, value-add opportunities and offer a similar amenity base and good access to local/regional employment nodes.

PROPERTY	SALE DATE	YEAR BUILT	# OF UNITS	AVG SF	AVG EFF RENTS	AVG EFF RENTS/SF	SALE PRICE	PRICE/ UNIT	PRICE/ SF	CORRELATED PRICE/UNIT	CORRELATED PRICE/SF
Legacy at Lake Charles	TBD	2018	268	942	\$1,329	\$1.41					
COMPARABLE TRIANGLE SALES											
Millenium Towne Center (Baton Rouge)	Apr-19	2007	276	1,033	\$1,303	\$1.26	\$49,700,000	\$180,072	\$174	\$183,666	\$195
Springs at Fermaux Town Center (Slidell)	Sep-18	2015	296	1,003	\$1,167	\$1.16	\$44,600,000	\$150,676	\$150	\$171,592	\$182
Watervue Apartments	Oct-17	2016	264	862	\$1,278	\$1.48	\$43,080,000	\$163,182	\$189	\$169,694	\$180
The District (Baton Rouge)	Oct-17	2015	312	914	\$1,388	\$1.52	\$61,000,000	\$195,513	\$214	\$187,202	\$199
Saulet Apartments	Aug-17	2001	703	885	\$1,522	\$1.72	\$134,000,000	\$190,612	\$215	\$166,441	\$177
West M Apartments	Sep-16	2010	356	1,034	\$1,196	\$1.16	\$59,109,000	\$166,037	\$161	\$184,500	\$196
AVERAGES								\$172,361	\$184	\$177,182	\$188

A photograph of a modern apartment complex at dusk. The building has a dark grey shingled roof with several skylights and a central gabled section. The exterior walls are a mix of light-colored horizontal siding and darker wood paneling. Large windows and glass doors are illuminated from within, casting a warm glow. In the foreground, a large palm tree stands on the left, its fronds silhouetted against the twilight sky. To the right, another palm tree is partially visible. A swimming pool with blue water is in the center, surrounded by a concrete deck. Several lounge chairs are arranged around the pool. A black metal fence runs along the back of the pool area. In the background, a patio area with a blue umbrella and outdoor furniture is visible. A fire pit with a fire is in the bottom right corner. The overall atmosphere is serene and modern.

RENTAL MARKET



RENT COMPARABLES

- 1 ADVENIR AT LAKE CHARLES
- 2 WATERVUE APARTMENTS
- 3 WEST M
- 4 SPRINGS AT COUNTRY CLUB APARTMENTS
- 5 EVERGREEN AT RIVEROAKS
- 6 BELL SAVANNE APARTMENT HOMES

LAKE CHARLES

6

**LEGACY**
at Lake Charles

3

W McNeese St

5

4

1

2

University Dr

12th St

Oak Park Blvd

5th Ave

Enterprise Blvd

Lake St

Old Spanish Trail



SUBJECT

LEGACY AT LAKE CHARLES

5225 Elliot
Lake Charles, LA 70605
337.480.2755

PROPERTY INFORMATION

Owner	Brownstone Group
Manager	Hawthorne Residential Partners
Year Built	2018
Total Units	268
Total Rentable Sq. Ft.	252,396
Avg. Unit Size	942
Electric	Resident
Water	Resident
Heat	Electric

UNIT MIX & RENTAL RATES

UNIT TYPE	UNITS	UNIT SF	MKT. RENT	LESS: ADJ	NET RENT	NET RENT/SF
1BR	12	801	\$1,278	\$0	\$1,278	\$1.60
1BR	12	850	\$1,253	\$0	\$1,253	\$1.47
1BR	60	748	\$1,091	\$0	\$1,091	\$1.46
1BR	40	785	\$1,194	\$0	\$1,194	\$1.52
2BR	48	1,035	\$1,401	\$0	\$1,401	\$1.35
2BR	72	1,043	\$1,430	\$0	\$1,430	\$1.37
2BR	8	1,174	\$1,627	\$0	\$1,627	\$1.39
3BR	8	1,356	\$1,800	\$0	\$1,800	\$1.33
3BR	8	1,411	\$1,869	\$0	\$1,869	\$1.32
TOTALS/AVERAGES	268	942	\$1,329	\$0	\$1,329	\$1.41



RENT COMPARABLE 1 ADVENIR AT LAKE CHARLES

1531 Country Club Road
Lake Charles, LA 70605
337.562.1101

PROPERTY INFORMATION

Owner	Advenir Real Estate
Manager	Advenir Real Estate
Year Built	2017
Total Units	224
Total Rentable Sq. Ft.	198,168
Avg. Unit Size	885
Electric	Resident
Water	Resident
Heat	Electric

UNIT MIX & RENTAL RATES

UNIT TYPE	UNITS	UNIT SF	MKT. RENT	LESS: ADJ	NET RENT	NET RENT/SF
1BR	48	665	\$919	\$0	\$919	\$1.38
1BR	48	762	\$997	\$0	\$997	\$1.31
2BR	40	905	\$1,084	\$0	\$1,084	\$1.20
2BR	40	961	\$1,207	\$0	\$1,207	\$1.26
2BR	24	1,026	\$1,155	\$0	\$1,155	\$1.13
3BR	24	1,267	\$1,407	\$0	\$1,407	\$1.11
TOTALS/AVERAGES	224	885	\$1,094	\$0	\$1,094	\$1.24



RENT COMPARABLE 2

WATERVUE APARTMENTS

1225 Country Club Road
Lake Charles, LA 70605
337.475.0196

PROPERTY INFORMATION

Owner	Pasco
Manager	Greystar
Year Built	2016
Total Units	264
Total Rentable Sq. Ft.	236,028
Avg. Unit Size	894
Electric	Resident
Water	Resident
Heat	Electric

UNIT MIX & RENTAL RATES

UNIT TYPE	UNITS	UNIT SF	MKT. RENT	LESS: ADJ	NET RENT	NET RENT/SF
1BR	72	651	\$1,180.00	\$0	\$1,180	\$1.81
1BR	64	807	\$1,280.00	\$0	\$1,280	\$1.59
2BR	48	985	\$1,380.00	\$0	\$1,380	\$1.40
2BR	68	1086	\$1,440.00	\$0	\$1,440	\$1.33
3BR	12	1365	\$1,860.00	\$0	\$1,860	\$1.36
TOTALS/AVERAGES	264	894	\$1,338	\$0	\$1,338	\$1.50



RENT COMPARABLE 3

WEST M

1330 W McNeese St
Lake Charles, LA 70605
337.478.8449

PROPERTY INFORMATION

Owner	BH Management
Manager	BH Management
Year Built	2017
Total Units	366
Total Rentable Sq. Ft.	386,532
Avg. Unit Size	1,056
Electric	Resident
Water	Resident
Heat	Electric

UNIT MIX & RENTAL RATES

UNIT TYPE	UNITS	UNIT SF	MKT. RENT	LESS: ADJ	NET RENT	NET RENT/SF
1BR	42	720	\$978.00	\$0	\$978	\$1.36
1BR	69	822	\$998.00	\$0	\$998	\$1.21
1BR	36	1031	\$1,274.00	\$0	\$1,274	\$1.24
2BR	12	1013	\$1,013.00	\$0	\$1,013	\$1.00
2BR	123	1074	\$1,026.00	\$0	\$1,026	\$0.96
2BR	12	1122	\$1,061.00	\$0	\$1,061	\$0.95
2BR	30	1338	\$1,426.00	\$0	\$1,426	\$1.07
3BR	42	1538	\$1,425.00	\$0	\$1,425	\$0.93
TOTALS/AVERAGES	366	1,056	\$1,119	\$0	\$1,119	\$1.06



RENT COMPARABLE 4

SPRINGS AT COUNTRY CLUB

2130 Country Club Rd
Lake Charles, LA 70605
337.405.7820

PROPERTY INFORMATION

Owner	Continental Properties
Manager	Continental Properties
Year Built	2016
Total Units	252
Total Rentable Sq. Ft.	249,564
Avg. Unit Size	990
Electric	Resident
Water	Resident
Heat	Electric

UNIT MIX & RENTAL RATES

UNIT TYPE	UNITS	UNIT SF	MKT. RENT	LESS: ADJ	NET RENT	NET RENT/SF
Studio	6	537	\$929.00	\$0	\$929	\$1.73
Studio	24	650	\$1,016.00	\$0	\$1,016	\$1.56
1BR	15	797	\$1,153.00	\$0	\$1,153	\$1.45
1BR	9	897	\$1,313.00	\$0	\$1,313	\$1.46
1BR	24	830	\$1,079.00	\$0	\$1,079	\$1.30
1BR	24	907	\$1,069.00	\$0	\$1,069	\$1.18
1BR	24	933	\$1,109.00	\$0	\$1,109	\$1.19
2BR	12	1062	\$1,340.00	\$0	\$1,340	\$1.26
2BR	18	1062	\$1,456.00	\$0	\$1,456	\$1.37
2BR	3	1150	\$1,334.00	\$0	\$1,334	\$1.16
2BR	9	1088	\$1,429.00	\$0	\$1,429	\$1.31
2BR	30	1088	\$1,470.00	\$0	\$1,470	\$1.35
2BR	18	1202	\$1,337.00	\$0	\$1,337	\$1.11
2BR	12	1202	\$1,317.00	\$0	\$1,317	\$1.10
3BR	3	1302	\$1,415.00	\$0	\$1,415	\$1.09
3BR	9	1302	\$1,809.00	\$0	\$1,809	\$1.39
3BR	12	1434	\$1,574.00	\$0	\$1,574	\$1.10
TOTALS/AVERAGES	252	990	\$1,269	\$0	\$1,269	\$1.28



RENT COMPARABLE 5 EVERGREEN AT RIVER OAKS

4650 Nelson Road
Lake Charles, LA 70605
337.474.9445

PROPERTY INFORMATION

Owner	Evergreen Residential
Manager	Pegasus
Year Built	2014
Total Units	312
Total Rentable Sq. Ft.	288,219
Avg. Unit Size	924
Electric	Resident
Water	Resident
Heat	Electric

UNIT MIX & RENTAL RATES

UNIT TYPE	UNITS	UNIT SF	MKT. RENT	LESS: ADJ	NET RENT	NET RENT/SF
1BR	40	618	\$800.00	\$0	\$800	\$1.29
1BR	56	664	\$925.00	\$0	\$925	\$1.39
1BR	40	739	\$850.00	\$0	\$850	\$1.15
2BR/1BA	12	969	\$999.00	\$0	\$999	\$1.03
2BR/1BA	12	1005	\$999.00	\$0	\$999	\$0.99
2BR/2BA	29	1037	\$1,049.00	\$0	\$1,049	\$1.01
2BR/2BA	27	1075	\$1,049.00	\$0	\$1,049	\$0.98
2BR/2BA	64	1108	\$1,175.00	\$0	\$1,175	\$1.06
3BR	7	1182	\$1,275.00	\$0	\$1,275	\$1.08
3BR	9	1239	\$1,275.00	\$0	\$1,275	\$1.03
3BR	16	1477	\$1,449.00	\$0	\$1,449	\$0.98
TOTALS/AVERAGES	312	924	\$1,023	\$0	\$1,023	\$1.11



RENT COMPARABLE 6

BELL SAVANNE

1000 Carlyss Dr
Lake Charles, LA 70605
337.583.8533

PROPERTY INFORMATION

Owner	Vintage Realty
Manager	Vintage Realty
Year Built	2017
Total Units	208
Total Rentable Sq. Ft.	196,656
Avg. Unit Size	945
Electric	Resident
Water	Resident
Heat	Electric

UNIT MIX & RENTAL RATES

UNIT TYPE	UNITS	UNIT SF	MKT. RENT	LESS: ADJ	NET RENT	NET RENT/SF
1BR	32	670	\$1,186	\$0	\$1,186	\$1.77
1BR	64	724	\$1,266	\$0	\$1,266	\$1.75
2BR	64	1143	\$1,544	\$0	\$1,544	\$1.35
2BR	32	1110	\$1,610	\$0	\$1,610	\$1.45
3BR	16	1263	\$1,964	\$0	\$1,964	\$1.56
TOTALS/AVERAGES	208	945	\$1,446	\$0	\$1,446	\$1.53

RENT COMPARABLE ANALYSIS

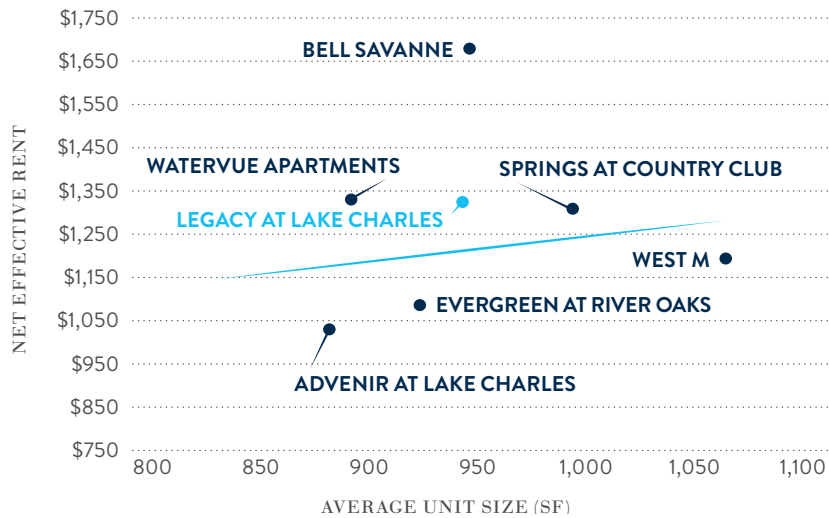
ALL UNIT SORT SUMMARY

PROPERTY	UNITS	UNIT SF	NET EFF RENT	NET EFF RENT/SF
Bell Savanne	208	945	\$1,668	\$1.76
Legacy at Lake Charles	268	942	\$1,329	\$1.41
Watervue Apartments	264	894	\$1,328	\$1.49
Springs at Country Club	252	990	\$1,306	\$1.32
West M	366	1,056	\$1,188	\$1.12
Evergreen at River Oaks	312	924	\$1,082	\$1.17
Advenir at Lake Charles	224	885	\$1,030	\$1.16

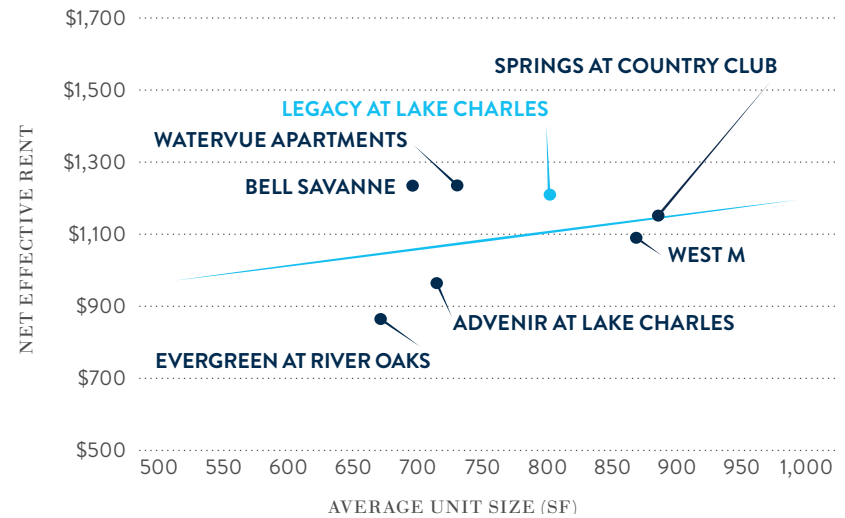
ONE-BEDROOM SORT SUMMARY

PROPERTY	UNITS	UNIT SF	NET EFF RENT	NET EFF RENT/SF
Watervue Apartments	136	729	\$1,230	\$1.69
Bell Savanne	96	697	\$1,226	\$1.76
Legacy at Lake Charles	124	796	\$1,204	\$1.51
Springs at Country Club	96	873	\$1,145	\$1.31
West M	147	858	\$1,083	\$1.26
Evergreen at River Oaks	136	674	\$858	\$1.27

ALL UNIT SORT SUMMARY



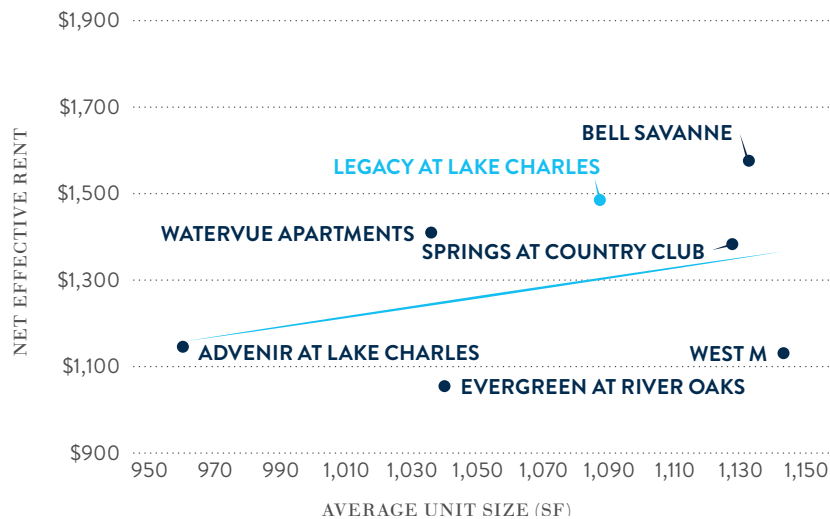
ONE-BEDROOM SORT SUMMARY



TWO-BEDROOM SORT SUMMARY

PROPERTY	UNITS	UNIT SF	NET EFF RENT	NET EFF RENT/SF
Bell Savanne	96	1,127	\$1,577	\$1.40
Legacy at Lake Charles	128	1,084	\$1,486	\$1.37
Watervue Apartments	116	1,036	\$1,410	\$1.36
Springs at Country Club	102	1,122	\$1,383	\$1.23
Advenir at Lake Charles	104	964	\$1,149	\$1.19
Evergreen at River Oaks	144	1,039	\$1,054	\$1.01

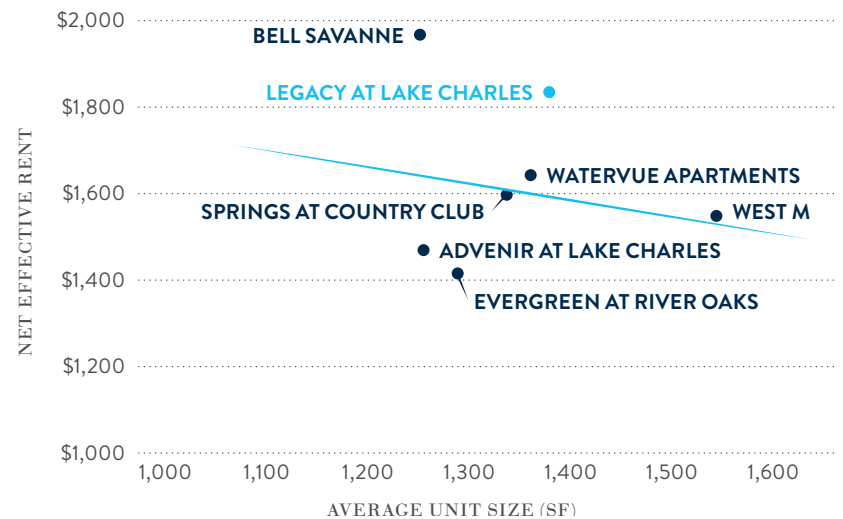
TWO-BEDROOM SORT SUMMARY



THREE-BEDROOM SORT SUMMARY

PROPERTY	UNITS	UNIT SF	NET EFF RENT	NET EFF RENT/SF
Bell Savanne	16	1,263	\$1,964	\$1.56
Legacy at Lake Charles	16	1,384	\$1,834	\$1.33
Watervue Apartments	12	1,365	\$1,640	\$1.20
Springs at Country Club	24	1,346	\$1,599	\$1.19
West M	42	1,538	\$1,541	\$1.00
Advenir at Lake Charles	24	1,267	\$1,463	\$1.15
Evergreen at River Oaks	32	1,299	\$1,416	\$1.09

THREE-BEDROOM SORT SUMMARY





NEW ORLEANS

643 Magazine, St # 401,
New Orleans, LA 70130

ATLANTA

Tower 200
3348 Peachtree Road NE, Suite 900
Atlanta, GA 30326

W&D

WalkerDunlop.com