



LOfts
AT THE
HIGHLANDS

Exceptional 200-Home
Loft-Style Apartment
Community with Value-
Add Upside in Amazing
St.Louis Location



Jones Lang LaSalle Americas, Inc. ("JLL"), a
licensed real estate broker

Offering *Summary*

Jones Lang LaSalle (“JLL”) is pleased to present Lofts at the Highlands, a beautiful 200-home mid-rise apartment community adjacent to Forest Park, one of St. Louis’s most coveted locations. Originally built in 2005 as part of The Highlands planned mixed-use development, the property offers spacious loft-style layouts consisting of 12-foot lofted ceilings with an average unit size of 1,233 sf. Lofts at the Highlands offers an amazing live/work/play location with a short commute to top employers, retail, entertainment and restaurants in neighboring Clayton, Central West End, and downtown St. Louis

200-Homes in St. Louis’ #1 Location

Prime Value-Add Opportunity across from Forest Park in a dynamic live/work/play submarket

Tours

Please contact JLL to set up a tour of the properties. The owner and JLL respectfully request that interested parties refrain from contacting any on-site personnel or residents. Tours must be scheduled in advance by contacting Kevin Girard (kevin.girard@am.jll.com).

Scheduled Tour Dates:

- Tuesday, February 8th
- Tuesday, February 15th

PROPERTY SUMMARY

Name:	Lofts at the Highlands
Street Address:	1031 W Highlands Plaza Dr
City, State:	St. Louis, MO, 63110
County:	St. Louis City
Number of Homes:	200
Rentable Square Feet:	246,576 SF
Average Home Size:	1,233 SF
Occupancy:	97%
Year Built:	2005
Parking:	298
Garage:	254 rentable parking spaces
Surface:	44
Financing:	Available "All Cash"

UNIT MIX SUMMARY

Description	Count	SF	Market Rent	PSF
1 Bed	80 homes	±941	\$1,657	\$1.76
2 Bed	80 homes	±1,380	\$2,253	\$1.63
3 Bed	40 homes	±1,524	\$2,599	\$1.71
Total/Avg	200 homes	±1,233	\$2,084	\$1.69



Investment *Highlights*

Unbeatable Location

- Walking distance to the famed Forest park
- Endless restaurants, entertainment and retail options surrounding Forest park, featuring Clayton and Central West End hot spots
- Adjacent to I-64 providing easy access to top employers, universities and healthcare facilities

Untapped Upside

- Verifiable Value-Add Upside
- ~20% of units in original condition plus additional upside with premium white renovation scope

Sought-After Building Features

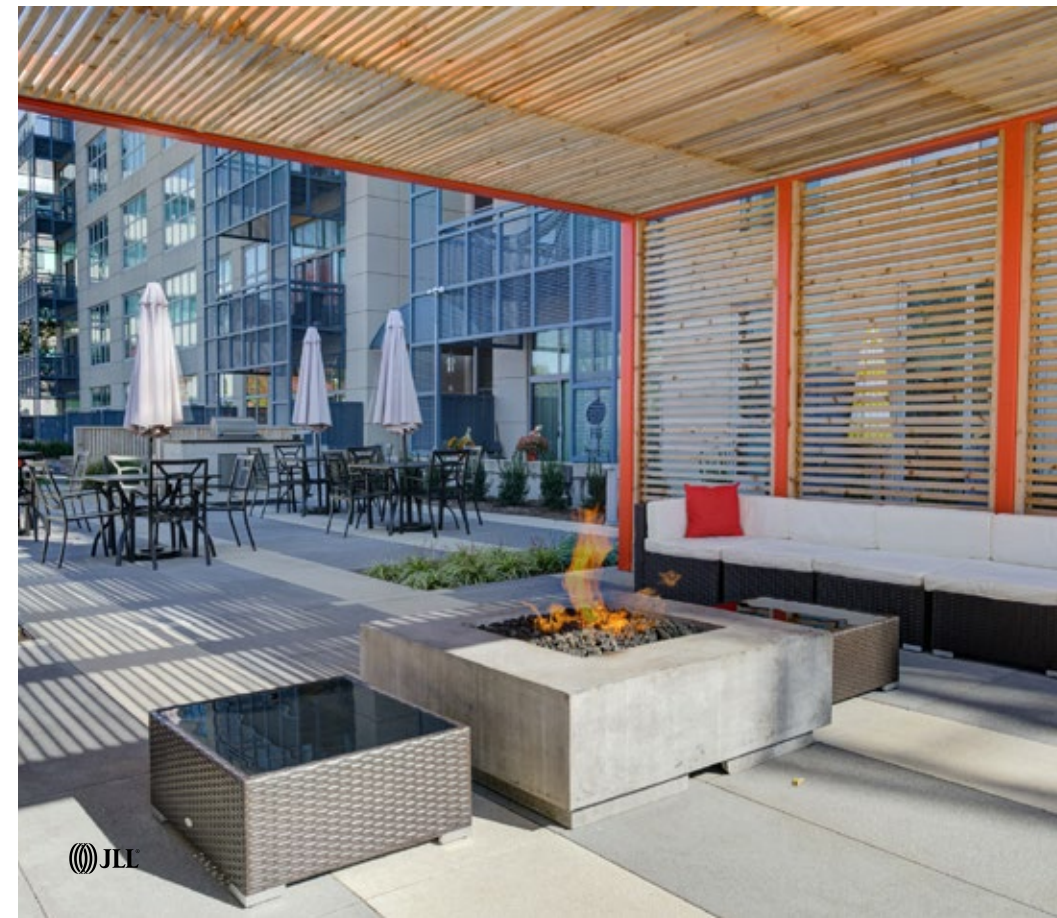
- Spacious Loft-Style Apartments
- Large Average Unit Size: 1,233
- Lofted 12' Ceilings
- In-demand community amenities

Significant Capital Investment

- Over \$2.7M in capital investments
- New clubhouse and gym equipment
- New common area improvements featuring a dip pool, grilling area and outdoor fire place

Incredible Tax Benefits and Debt Options

- Available free and clear of debt
- 9 years of tax abatement remaining





Exceptional *Loft-Style Living*



Modern Kitchen



Classic Kitchen

Future Renovation Potential

- Brand-New Full Stainless Appliance Package
- White Cabinetry
- White Quartz Countertops
- Undermount Sink
- Upgraded Kitchen Flooring

~80%+ of interiors have been enhanced with vinyl plank flooring, kitchen backsplashes, LED lighting, and nest thermostats

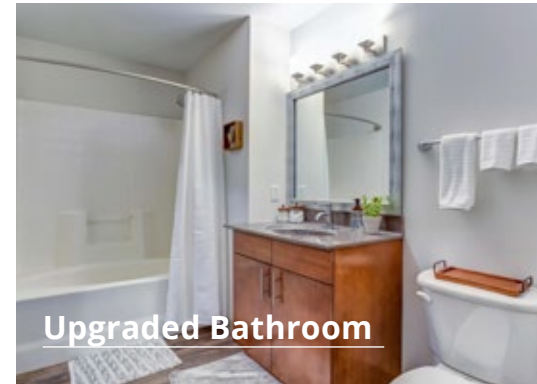
In-Demand Features & Finishes

- Large Loft-Style Open Floorplans (1,233 avg sf homes)
- 12-Foot Loft Ceilings
- Full Stainless Steel Appliance Package
- Granite Countertops
- Kitchen Island with Storage
- Vinyl Plank Hardwood Flooring

Built-In Bonuses

- In- Unit Washer and Dryer
- Nest Thermostats
- Walk-in Closets**
- Floor to Ceiling Windows**
- Private Patio & Balconies**
- Work from Home Built-in Desk**

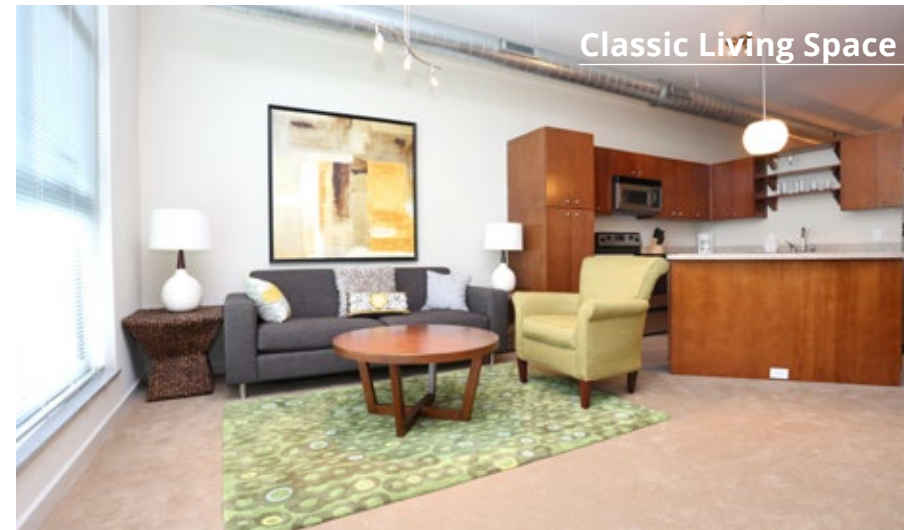
**In select units.



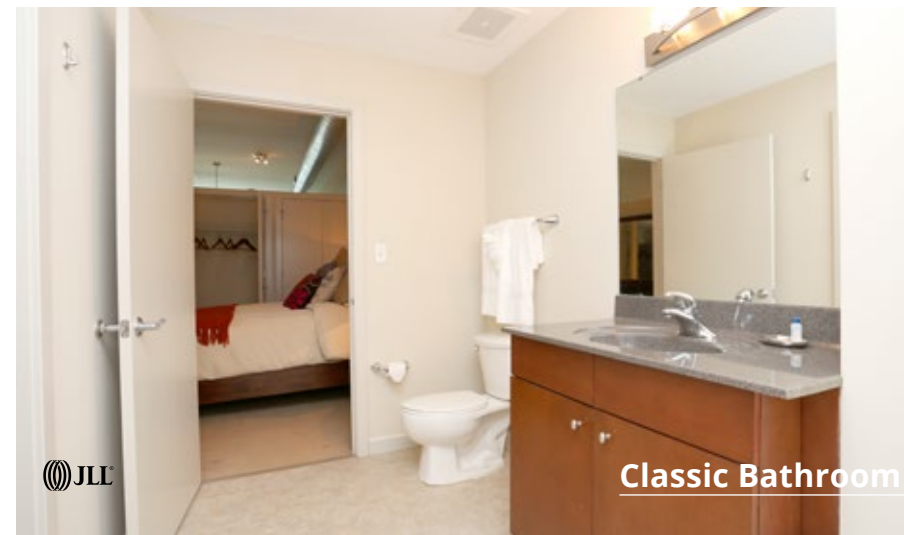
Upgraded Bathroom



Large Windows



Classic Living Space



Classic Bathroom



Potential White Renovation Scope





Outdoor Courtyard



Second-to-None *Community Amenities*

Ownership has spent nearly \$1.4m on common area amenity upgrades



Cabanas & Fire Pit



Daily Conveniences

- 24/7 cyber lounge with gourmet coffee bar
- Pet friendly
- Guest Suite for friends & family
- Controlled access parking garage
- Package receiving
- Professional onsite management
- 24/7 emergency maintenance service

Brand-New Common Areas

- Two newly-designed outdoor courtyards
- Cabanas, fire pits, outdoor grills
- Sky Lounge with billiards, kitchen and bar area
- Heated pool and hot tub

Fitness Focus

- 24/7 two-story fitness studio
- Virtual fitness programs



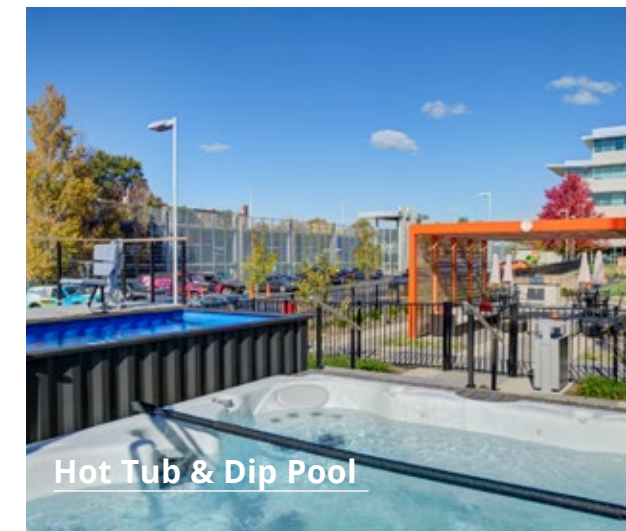
Coffee Bar



Fitness Center



Resident Lounge



Hot Tub & Dip Pool



Billiards

Local *Demand Drivers*

Lofts at the Highlands prime location provides residents immediate access to the area's top demand drivers, including employers, Forest Park, Central West End, downtown Clayton, and elite healthcare and education options.

The Delmar Loop
The Delmar Loop is an 8-block strip lined with trendy shops, a variety of restaurants, live music, the St. Louis Walk of Fame, and more!

One of the 10 Greatest Streets in America
- American Planning Association

Central West End
Central West End ("CWE") boasts one of St. Louis' most beautiful and historic neighborhoods. CWE is well-known for its upscale nature with sidewalk cafes, high-end restaurants, endless dining options, shopping, and entertainment.

America's Top 10 Neighborhoods
- American Planning Association

Downtown Clayton
With its robust employment opportunities and vibrant community, it is no wonder downtown Clayton is recognized as the region's second downtown. Many of St. Louis' top employers are located within the Clayton CBD including, Centene, Graybar Electric, and Olin Corporation.

←
The Delmar Loop
10 minute drive

←
Downtown Clayton
10 minute drive

←
Washington University
10 minute drive



Forest Park



KINGSHIGHWAY BLVD.



BARNES JEWISH Hospital
JQ HealthCare
6min drive

Cortex Innovation Community
10min drive



Washington University in St. Louis
SCHOOL OF MEDICINE
10min drive

Children's
St. Louis Children's Hospital

Central West End Neighborhood
8min drive

Downtown St. Louis

Fun Times at *Forest Park*

Forest Park is one the largest urban parks in the country and contains a skating rink, golf courses, miles of multi-use paths, in addition to the following incredible attractions:

FREE ACTIVITIES!

Forest Park is a provider of St. Louis best FREE activities, ranging from free admission to the St. Louis Art Museum and the St. Louis Zoo, to free hikes throughout its 1,300-acres!

Forest Park #1 Best City Park in America

- Thrillist, 2017

Other Park Activities

- St. Louis Zoo
- St. Louis Art Museum
- St. Louis Science Center
- Missouri Historical Society
- Muny Outdoor Theater
- Countless sports facilities, multiple golf courses, picnic sites, cafes, and athletic fields

Adjacent to Lofts at the Highlands



St. Louis Zoo Named Best Zoo in the Country in 2018

- St. Louis Business Journal, May 2018



Muny Outdoor Theater Nation's Oldest and Largest Outdoor Theater

Premier Healthcare

Lofts at the Highlands is within a 15 minute drive of Missouri's top hospitals, including 3 ranked in the top 10.

State Rank	Hospitals	Minutes From Properties
#1	Barnes-Jewish Hospital	6 minutes
#2	Missouri Baptist Medical Center	15 minutes
#2	Mercy Hospital St. Louis	15 minutes

Source: US News And World Report, 2021



Barnes-Jewish hospital

Higher Education

The St. Louis Metro is home to two top 100 universities - Washington University (#14) and St. Louis University (#103) - both of which are within a 10 minute drive from the property.

Other noteworthy colleges include Missouri University of Science and Technology, Maryville University of St. Louis, and University of Missouri - St. Louis.

 Washington University in St. Louis



Excellent Rental Value Near Forest Park

Forest Park is surrounded by a mix of mini-mansions and historic homes. Per Redfin, the average sale price over the last 12 months for homes around Forest Park was over \$800,000, making renting a financially sensible option for those who want to live near Forest Park.

Renting vs. Buying Around Forest Park

Average Sale Price	\$800,000
Estimated Monthly Mortgage Payment*	\$4,515
Monthly Average In-Place Rents at Lofts at the Highlands	\$1,746
Monthly Savings for Renting vs. Owning	\$2,749

*Calculation assumption: 30-yr fixed mortgage at 3.125%, 10% down payment. Zillow Mortgage Calculator

~3X more expensive to buy a house around Forest Park than rent at Lofts at the Highlands

Pricey Homes Sold Around Forest Park



Stately Mansion

Sale Price: **\$2M**



Historic Home

Sale Price: **\$1.2M**



Sprawling Estate

Sale Price: **\$1M**

Impressive Area Demographics

Lofts at the Highlands is located in one of the most desirable neighborhoods of St. Louis. The area attracts highly-educated residents who are well compensated and seeking to live close to employers in downtown St. Louis, Clayton, Central West End, and Forest Park neighborhoods.



\$107,500

Average Household Income

High Average HHI within a 0.5 mile radius of the property



34

Average Age

Young professionals within a 0.5 mile radius of the property



69%

Highly Educated

Over 62% of the population within a 1 mile radius is college educated



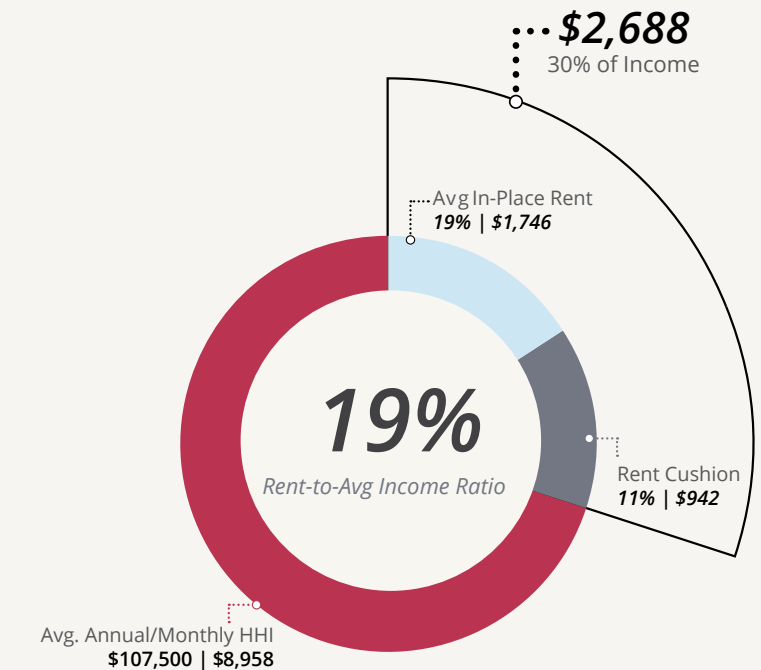
83%

White Collar Jobs

Residents within a 0.5 mile radius are high earners and skilled workers

High Area HHI Supports Rent Growth

The high resident incomes at Lofts at the Highlands are well within the 30% affordability test for rent as a fraction of total income. The property's effective rents are just 19% of the average household income of residents living at the property, leaving a buffer of 11%, and room to grow effective rents organically.



Dynamic Economy

St. Louis' \$150 billion + economy is headlined by its major industries such as healthcare, education, bio-science, manufacturing and professional services. However, it is the diversity of the St. Louis economy that provides stability to the region and an array of employment opportunities spanning from financial services to manufacturing to start-ups.

Source: St. Louis Regional Chamber, Oct 2019

Healthcare

Compared to other MSAs, St. Louis has a significantly high concentration of healthcare professionals. BJC HealthCare is one of the largest nonprofit healthcare organizations in the country. With just over 28,000 employees across 15 hospitals and multiple community health locations, BJC HealthCare is the largest employer in St. Louis.



#18
Best Hospital in the US -Barnes-Jewish Hospital
-US News & World Report, 2020

Aerospace

Greater St. Louis leads in advanced manufacturing thanks to a thriving aerospace supplier industry, including Boeing's Defense, Space & Security division.



5th Largest Employer in St. Louis metro.
- Dun & Bradstreet, 2021










Start-Ups

The St. Louis MO-IL metro area saw over \$225 million in total venture capital investment, with Agricultural Technology and Biotech representing 20% and 41% respective.

Source: Venture Capital database, St. Louis Regional Chamber, April 9, 2019.


 Square
  yurbuds
  Answers.com
  lockerdomo

This "Start-Up City" has a track record of successful start-ups like Square and Answer.com



#2
in Top 10 Rising Cities for Startups
-Forbes, 2019


St. Louis listed as one of the five up-and-coming tech hotspots
- Livability, 2019



#1 City for Innovation
- Entrepreneur.com

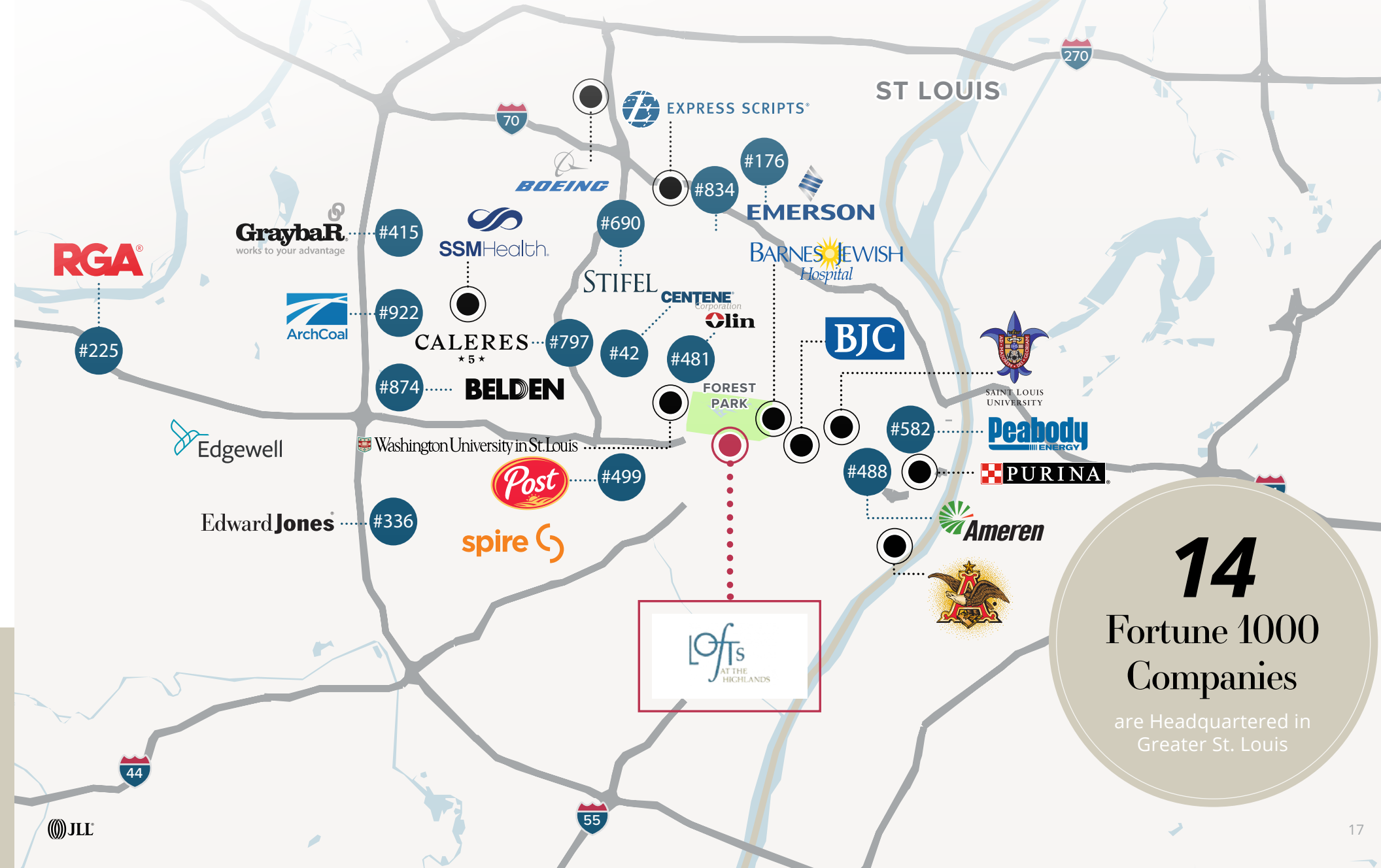


#3 Largest inland port system in the country
- thefreightway.com



Plethora of Top Employers

Residents at Lofts at Highlands have convenient access to St. Louis' top employers located in the nearby St. Louis CBD, downtown Clayton, and the greater St. Louis area.



14
Fortune 1000
Companies
are Headquartered in
Greater St. Louis

Cortex Innovation Community = New Investment Driver

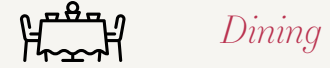
The Cortex Innovation Community is within a 10-minute drive from Lofts at 1 Thousand, and is centrally located between St. Louis' Central West End and Forest Park Southeast Neighborhoods. This massive innovation community intends to generate thousands of jobs, new tax revenue for the City of St. Louis, and become a leading innovation district across the U.S.

The community is home to technology-related startups, corporate research and development teams, manufacturers, nonprofit organizations, restaurants, innovation meeting spaces, entrepreneurs, artists, designers, researchers, students, and anyone who wants to build a product, grow a business, or make connections.

15,000 Permanent Jobs	200 Acre Hub of Business, Innovation, and Technology	\$2.1B Total Regional Economic Output (in 2018)
425 Companies	11 Innovation Centers & Activators + 3 More Coming	6,000 Employees
\$950M+ Of Leveraged Investments in Neighborhood Retail & Residential Development	>\$40M Net New Taxes Generated	

Source: Cortextsl.com

Neighborhood Amenities:



Dining



Gym



Coffee



Community



Hotel



Parking

Partner / Founders



Convenient *Transportation*

Lofts at the Highlands is located approximately 15 minutes/6mi west of downtown St. Louis. Close proximity to major highways I-64, I-170 and I-70 allow for easy access to St. Louis' international airport, St. Louis CBD, Central West End, downtown Clayton and other surrounding area amenities and neighborhoods. The St. Louis metropolitan transportation system (Metro) provides convenient transportation throughout metropolitan St. Louis through its MetroBus and MetroLink Light Rail systems. With the Metro system's MetroBus and MetroLink Light Rail nearby, residents are able to use a variety of transportation modes to reach employment and entertainment options.



MetroLink

- 36mi/38 - station rail system
- 7 min, 2mi to CWE MetroLink Station



MetroBus

- 410 buses/83 routes
- 0.2 mi / 5min walk to nearest bus
- ~30 min to downtown St. Louis



Immediate Highway Access

- ~3min/0.3mi to I-64 / US-40
- ~10min/3.5mi to I-170
- ~10min/5.3mi to downtown St. Louis via I-64



Lambert-St. Louis International Airport

- ~20 min/13.5mi via I-70 and I-70

Gateway to
the
Midwest

Meet Me In *St. Louis*

With more than 100 parks, beloved professional sports teams, The Gateway Arch, art institutes and museums, and endless historical attractions, St. Louis can offer residents and visitors an abundance of entertainment and recreation options for everyone to enjoy.



**Anheuser Busch
St. Louis Brewery**
12min / 6.5mi drive



Busch Stadium
10min / 5.5mi drive



**Enterprise
Center**
8min / 5mi drive



**Soldiers Memorial
Military Museum**
10min / 5.5mi drive



Stifel Theatre
10min / 5.5mi drive



City Museum
12 min / 5.5mi drive
drive



**America's Center
Convention
Complex**
13min / 7mi drive



Gateway Arch
13min / 7mi drive

**Cost of Living
6% Below
Average**

- Forbes, 2019

**Top 20 Most
Fun Cities in
America**

- WalletHub, 2018

**#2 "Top 10 U.S.
Cities for Food
Lovers"**

- Travel + Leisure, March 2019

**15 Fortune 1000
companies
headquarters**

- Fortune, 2019

**One of "The 10
Best Cities in the
U.S. to Move to
Right Now"**

- Curbed 2020

**2019 Top 100
Best Places
to Live**

- Livability 2019

**#9 "Best City for
Women to Start
a Business in
2018"**

- Business.org, 2018

**Top 40
Start-Up
Cities**

- Business.org, 2018



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