



# PEPPERTREE

## APARTMENTS

221 PEPPERTREE LANE | WINCHESTER, VA 22601

**194-UNIT PREMIER VIRGINIA VALUE-ADD OPPORTUNITY**

EXECUTIVE SUMMARY



**194**  
UNITS

**918**  
AVG. SF

**1987**  
YEAR BUILT

**95%+**  
HISTORICAL  
OCCUPANCY

**100%**  
OF UNIT MIX UNRENOVATED

**3.95%**  
ANNUAL PROJECTED RENT GROWTH  
[2025-2028]

**5.53%**  
ASSUMABLE DEBT  
5 YEARS IO REMAINING

**Jones Lang LaSalle Americas, Inc.** ("JLL") is pleased to present the opportunity to acquire **Peppertree Apartments** ("the Property"), a 1987 vintage, 194-unit property located in Winchester, Virginia. Peppertree Apartments presents a comprehensive renovation strategy to capture immense achievable value-add upside through in-unit, common area, and amenity renovations. The investment opportunity is highlighted by the Property's continued strong performance and a unit mix comprised of 75% two-bedroom and three-bedroom units. Due to a lack of competitive housing supply, Winchester fundamentals regularly outperform, and strong third-party research projects ~4% annual rent growth through 2028, highlighting the inherent growth at Peppertree Apartments. The Property also boasts area-leading Winchester demographics including \$108K average household incomes and estimated 19% growth in home values over the next 5-years.

Peppertree Apartments' highly desirable suburban Virginia location features over 4.2 million SF of retail and 1.1 million SF of office within a two-mile radius of the Property and has direct proximity to the prominent employment base and demand drivers throughout the region. Winchester City's premier employment hub features top employers FEMA, US Army Corps of Engineers, and Shenandoah University. Peppertree Apartments is strategically positioned adjacent to I-81, creating unmatched connectivity to Northern Virginia, Washington, DC, and the Amazon Distribution Center providing over 1,500 jobs.

Peppertree Apartments offers a rare Winchester value-add acquisition opportunity poised to benefit from property-level renovations as well as the inherent future market growth. This, coupled with the Property's strength in fundamentals, will allow an investor to acquire a compelling value-add asset that features attractive going-in yield and significant future upside.





# INVESTMENT HIGHLIGHTS



## **PREMIER VALUE-ADD OPPORTUNITY IN A COMPELLING VIRGINIA SUBMARKET**

Ability to renovate 100% of the unit mix and achieve outsized returns



## **COMPELLING IN-PLACE CASH FLOW AND STRONG PROPERTY-LEVEL PERFORMANCE**

Continued desirable property-level fundamentals and historical vacancy below 5%



## **ATTRACTIVE IN-PLACE FINANCING LIMITS INTEREST RATE VOLATILITY CONCERNS**

\$30MM loan, 5.53% fixed interest rate, interest only through 2029



## **EXCEPTIONAL WINCHESTER GROWTH STORY**

3.95% average annual rent growth projected through 2028 with minimal current and future supply projected



## **DIRECT PROXIMITY TO PROMINENT EMPLOYMENT BASE & DEMAND DRIVERS**

Adjacent to I-81, Shenandoah University, the Winchester Medical Center and historic Downtown Winchester



## **STRONG EMPLOYMENT AND RETAIL-CENTRIC LOCATION**

4.2MM SF of retail and 1.1MM SF of office within a 2-mile radius of the property



## **EXCEPTIONAL RENTER DEMOGRAPHICS**

\$456,822 Average Home Value, 19% estimated 5-year home value growth, \$107,968 Average Household Income, 16% estimated 5-year HHI growth, and 3.5% unemployment rate



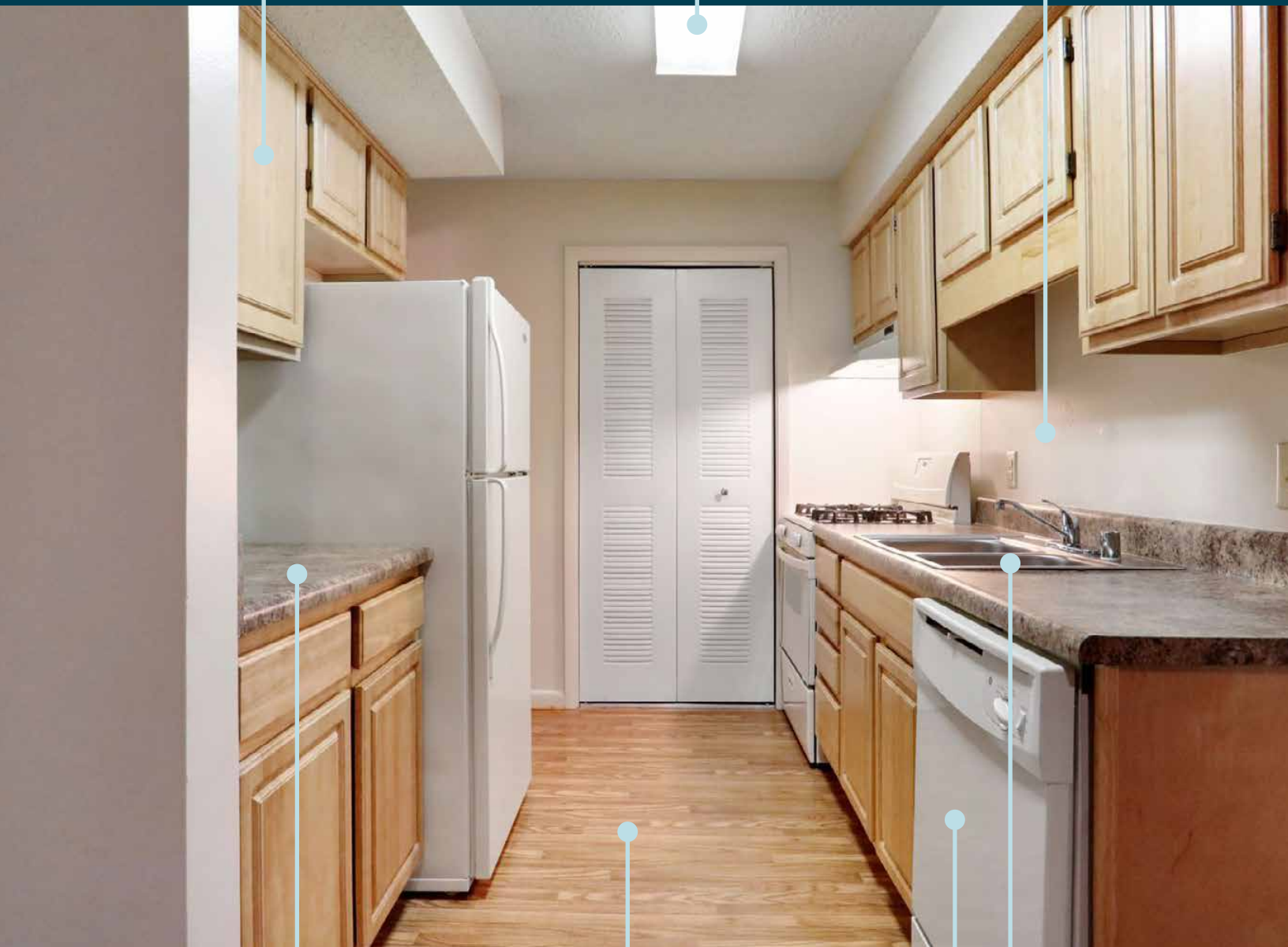
# SIGNIFICANT VALUE-ADD UPSIDE THROUGH IN-UNIT RENOVATIONS

Peppertree Apartments features 186 unrenovated units (96% of the unit mix) and 8 previously upgraded (4% of the unit mix). The Property provides the opportunity to achieve significant rental upside by renovating all of the units to a premium finish level. Current rents are a 25% (\$400+) discount to Class-A assets in the submarket, providing significant room to grow rents through a renovation program. Additionally, Peppertree Apartments presents to opportunity to activate and modernize the common area amenities throughout the Property.

Modern Cabinets

Updated Light Fixtures

Tile Backsplash



Quartz Countertops

Wood Plank Floors

Stainless Steel Appliances

Undermount Sinks

# PROPERTY OVERVIEW



PROPERTY OVERVIEW	
ADDRESS	221 Peppertree Lane Winchester, VA 22601
YEAR BUILT	1987
TOTAL UNITS	194
AVERAGE UNIT SIZE	918
NUMBER OF BUILDINGS	16
NUMBER OF STORIES	3
TOTAL RENTABLE SQUARE FOOTAGE	178,040
PARKING SPACES	334

UNIT MIX SUMMARY				
# of Units	% of Units	Unit Type	Avg. SF	Total SF
48	24.7%	1BR	745	35,760
111	57.2%	2BR	934	103,647
7	3.6%	2BR - Prior Upgrade	941	6,585
27	13.9%	3BR	1,145	30,902
1	0.5%	3BR - Prior Upgrade	1,146	1,146
<b>194</b>	<b>100%</b>	<b>Total</b>	<b>918</b>	<b>178,040</b>

## ADDITIONAL COMMON AREA/AMENITY UPSIDE



Resident Lounge



Fitness Center



# PREMIER SUBURBAN WINCHESTER LOCATION

## OUTSTANDING REGIONAL CONNECTIVITY TO I-81

## OUTSTANDING RENTER DEMOGRAPHICS

*Within a 3-mile radius*

**\$456,822 Average Home Value**

19% estimated 5-year home value growth

**\$107,968 Average Household Income**

16% estimated 5-year HHI growth

**3.5% Unemployment Rate**

**18% Rent to Income Ratio**

## TOP EMPLOYERS WITHIN THE REGION



M&H



AMERICAN WOODMARK



FEMA







  
**PEPPERTREE**  
APARTMENTS


  
**Publix**  
First Mid-Atlantic  
Publix supermarket

**Valley Avenue**  
**Whester Station**  
50K+ SF Retail  
   


**Hope Drive**

**Papermill Road**

**Weems Lane**

**Walmart** 

**Pleasant Valley Road**

**Pleasant Valley Marketplace**  
100K+ SF of Retail  
 **Staples**   
 **cicis pizza** 





**Legge Boulevard**







**Apple Blossom Mall**  
+/- 475K SF of Retail across 80+ stores  
 **AÉROPOSTALE**   
    
 

 **SHENANDOAH**  
UNIVERSITY



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