



evolve

ON MAIN

81 UNIT / 290 BED STUDENT HOUSING
PROPERTY PEDESTRIAN TO THE POWER 5
WASHINGTON STATE UNIVERSITY



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ABOUT JLL

For over 200 years, JLL (NYSE: JLL), a leading global commercial real estate and investment management company, has helped clients buy, build, occupy and invest in a variety of commercial, industrial, hotel, residential and retail properties. A Fortune 500 company with annual revenue of \$20.9 billion and operations in over 80 countries around the world, our more than 103,000 employees bring the power of a global platform combined with local expertise. Driven by our purpose to shape the future of real estate for a better world, we help our clients, people and communities SEE A BRIGHTER WAYSM. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit jll.com.

ON MAIN

THE OFFERING

Jones Lang LaSalle Americas, Inc. (“JLL”) is pleased to present Evolve on Main (the “Property”), an 81-unit / 290-bed boutique housing community that serves **Washington State University** (the “University” or “WSU”). Evolve on Main is distinguished amongst its peers as it is **the only student housing property located on Main Street**, providing students the unique combination of a highly desirable downtown location while still pedestrian to campus. Built in 2018, the Property offers in-demand amenities complete with a fully equipped fitness center, furnished units, numerous lounges, and more. These factors have contributed to the Property’s current occupancy of 97% and 88% prelease occupancy as of May 2023, **which is more than 15% ahead of this time last year.**

Evolve on Main serves Washington State University’s student body population of 17,827. WSU is a Power 5 University in the Pac-12, with 15 Division One sports teams. In the past two years, the University has deployed over \$21 million in campus renovations and new developments. There is another \$130 million in the development pipeline for the creation of state-of-the-art engineering and life sciences facilities.

Superior infill location and a well-curated amenity set defines Evolve on Main’s positioning in the market. New ownership has the unique opportunity to acquire an asset that needs to capture just 2.50% of the available student base to achieve 100% occupancy every year, representing a significantly lower ratio than most student housing investment opportunities of this caliber product.



PROPERTY SUMMARY

ADDRESS	455 E Main St
CITY, STATE	Pullman, WA
COUNTY	Whitman County
MSA	Pullman
UNIVERSITY	Washington State University
DISTANCE TO CAMPUS	.23 Miles
UNITS	81
BEDS	290
YEAR BUILT	2018
AVERAGE UNIT SIZE	1,035 SF

UNIT MIX

UNIT CODE	Layout	Units	Bedrooms	Floor Plan Square Footage
2X2 A TERRACE	2x2	2	4	663
2X2 B TERRACE	2x2	10	20	674
2X2 C TERRACE	2x2	2	4	705
3X2 D TERRACE	3x2	7	21	816
3X3 B TERRACE	3x3	2	6	910
3X3 C TERRACE	3x3	3	9	975
4X4 B TERRACE	4x4	46	184	1,136
4X4 C TERRACE	4x4	3	12	1,145
5X3 C TERRACE	5x3	2	10	1,290
5X5 A TERRACE	5x5	3	15	1,407
5X5 B TERRACE	5x5	1	5	1,407
TOTAL / AVG.		81	290	1,035

INVESTMENT HIGHLIGHTS



EVOLVE ON MAIN

TIER 1, POWER FIVE

Washington State University is a Tier 1, Power Five institution. Power Five schools are known for continually bringing in the most revenue, attracting top recruits, and receiving national exposure. On average, Power Five schools have higher pre-lease occupancy, rent growth, and enrollment growth than the national average.

PREMIER LOCATION

Evolve on Main is located just .23 miles from campus. In addition, it is the only WSU student housing property located in Downtown Pullman. This location gives students direct access to restaurants and shopping, while still being in walking distance to campus.

MARKET-LEADING PRELEASING OCCUPANCY

Evolve on Main is currently 97% occupied and 88% preleased for the 23/24 AY as of May 2023. The Property's impressive amenities and infill location, combined with the market's bounce back from Covid, has led to terrific preleasing velocity for the 23/24 AY that is 15% ahead of this time last year.

EXCEPTIONAL UPKEEP

The ownership group has done an exceptional job with the upkeep and renovations of Evolve on Main. Since the property was built in 2018, current ownership has deployed intentional capital for building improvements such as new furniture, gym equipment, additional community amenities.

CASHFLOW UPSIDE

One of the four retail spaces on the ground floor of Evolve on Main is currently leased. Washington Federal Bank leases approximately 1,900 SF through February 2026, and a five-year lease with Amazon is expected to be executed ahead of the 23/24 AY for package lockers. Further, rents at the property are significantly below market averages despite having a superior location and vintage.

COVID BOUNCE BACK

The University's administration took a harder stance on Covid than most Power-5 Schools across the country. The resulting procedures and communication can be, in part, to blame for recent enrollment declines. As of January 2023, student and faculty no longer need to be vaccinated. Heading into the 23-24 academic school year, the number of occupied beds has significantly increased, nearing pre-pandemic levels and the University has publicly announced multiple initiatives to increase enrollment to pre-pandemic levels. Despite the recent volatility, Evolve remains a high-performing asset.

PROPERTY FEATURES

PEDESTRIAN TO CAMPUS

LUXURIOUS & FURNISHED INTERIORS WITH STAINLESS STEEL APPLIANCES

IN-UNIT WASHER & DRYER

COMPREHENSIVE AMENITY PACKAGE

ATTACHED PARKING GARAGE

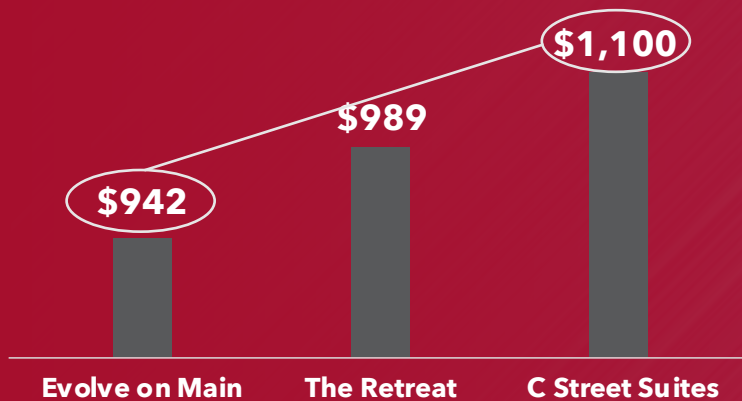
LOCATED IN DOWNTOWN PULLMAN

MARK-TO-MARKET RENT OPPORTUNITY

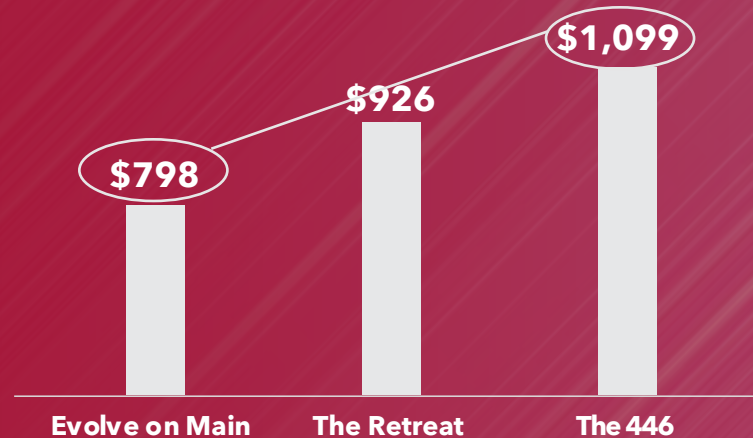
Rates for Evolve on Main are well below the rates of the same floorplan at the closest comparable properties. This imbalance creates a mark-to-market opportunity for a new owner to **increase cashflows without the need of intense capital investment**.

The difference is most evident in 3-bed units, where comparable properties are achieving a \$214/bed/month premium over Evolve on Main. In addition, Evolve on Main has 196 4-bed units that are priced \$86 below the market rents. **If the rental rates for Evolve on Main were to increase to meet the market, a new owner could benefit from an additional \$330K in cashflow each year.**

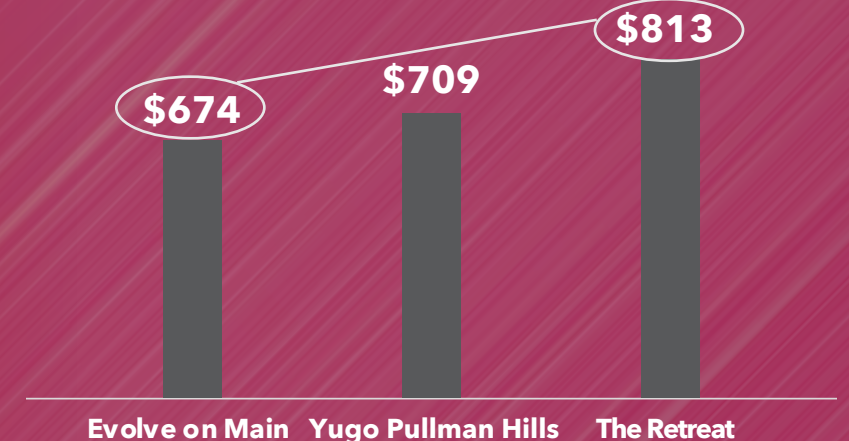
2 BED RENT PER BED



3 BED RENT PER BED



4 BED RENT PER BED



COMMUNITY AMENITIES

24-HOUR HEALTH & FITNESS
CENTER

PRIVATE STUDY ROOMS & LOUNGE

OUTDOOR RESIDENT COURTYARDS

RESERVED ONSITE PARKING

ONSITE MANAGEMENT OFFICE

ONLINE PAYMENTS

VIDEO SURVEILLANCE

ELECTRONIC COMMUNITY ACCESS

ROOFTOP LOUNGE

COMPLIMENTARY COFFEE &
BREAKFAST BAR

PRINTING STATIONS

GRILLING STATIONS & FIRE PITS

BIKE STORAGE ROOM

RELAXING SAUNA & TANNING BEDS

24/7 ONSITE EMERGENCY SERVICE

RESIDENT LOUNGE

DOWNTOWN PULLMAN LOCATION



APARTMENT FEATURES

2-,3-,4-, & 5- BEDROOM FLOOR
PLANS

QUARTZ COUNTERTOPS

EURO-STYLE CABINERY

STAINLESS-STEEL APPLIANCES

GARBAGE DISPOSALS

SHOWER SUBWAY TILING

50" FLAT-PANEL LED LIVING
ROOM TVS

HARDWOOD-STYLE FLOORS

MODERN FURNISHING IN
ALL UNITS

KITCHEN ISLAND W/ COMMUNAL
SEATING

DESIGNER BATHROOMS W/ GLASS
SHOWER DOORS

FREE WI-FI & CABLE

IN-UNIT WASHER & DRYER

CUSTOM WINDOW TREATMENTS

PET-FRIENDLY STUDENT HOUSING



WASHINGTON STATE UNIVERSITY

AN OVERVIEW

Washington State University was founded in 1890, and spans across six physical campuses. WSU is a Tier 1, Power Five institution known for its renowned medical center, and top ranked medicine, engineering, and nursing programs. WSU is also nationally recognized for its best-in-class research institution. Annually, the University dedicates over \$350 million to research expenditures, placing them in the top 10% of institutions nationally. WSU faculty and staff make a conscious effort to drive research initiatives that directly benefit the surrounding community as well as the Pacific Northwest.

At the start of the 2022-2023 application cycle, WSU allowed prospective first-year students to apply using the Common Application for the first time in the University's history. With the addition of the Common Application, the University saw a 59.4% increase in non-resident applications.

Washington State University has strong student housing fundamentals, achieving 5.28% year-over-year rent growth. There are currently no off-campus beds in the development pipeline that are within a 2-mile radius of the University, driving demand for pedestrian to campus properties.

WSU HIGHLIGHTS

Top 15%
of Public Universities

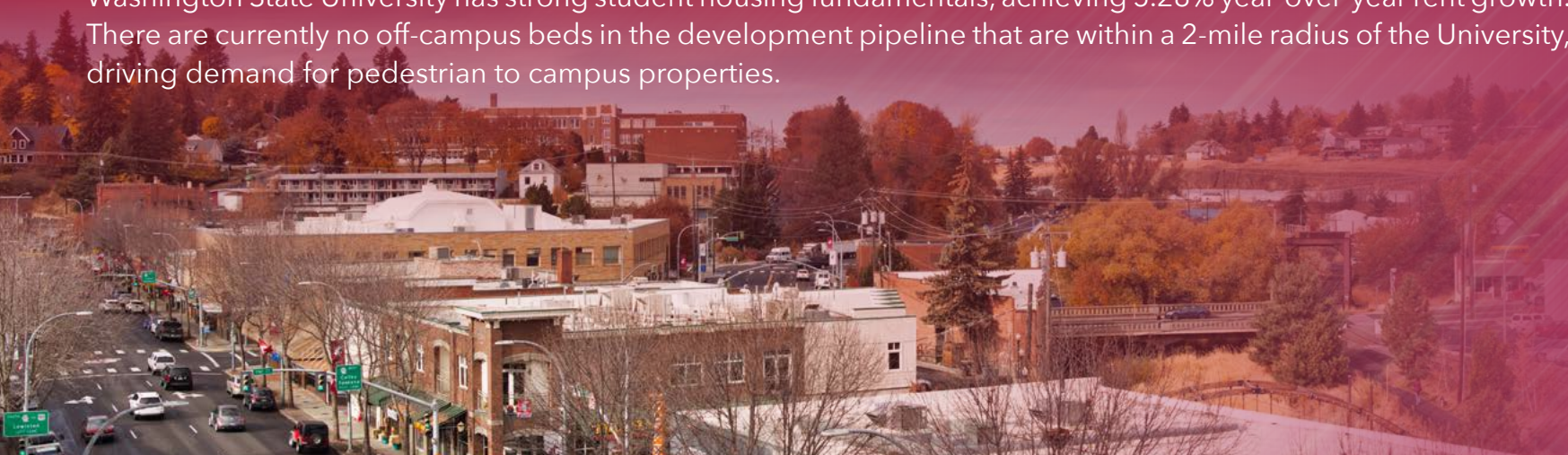
Top 6%
of Colleges with the Best
Athletics in America

Washington State University's
College of Veterinary Medicine
ranks 15th among its peers

College of Nursing ranked 27th
for its Doctor of Nursing Program
out of 169 Programs Nationwide

Top 3% of Colleges
with the Best Professors in America

\$21 Million
of new developments and
renovations in 2022



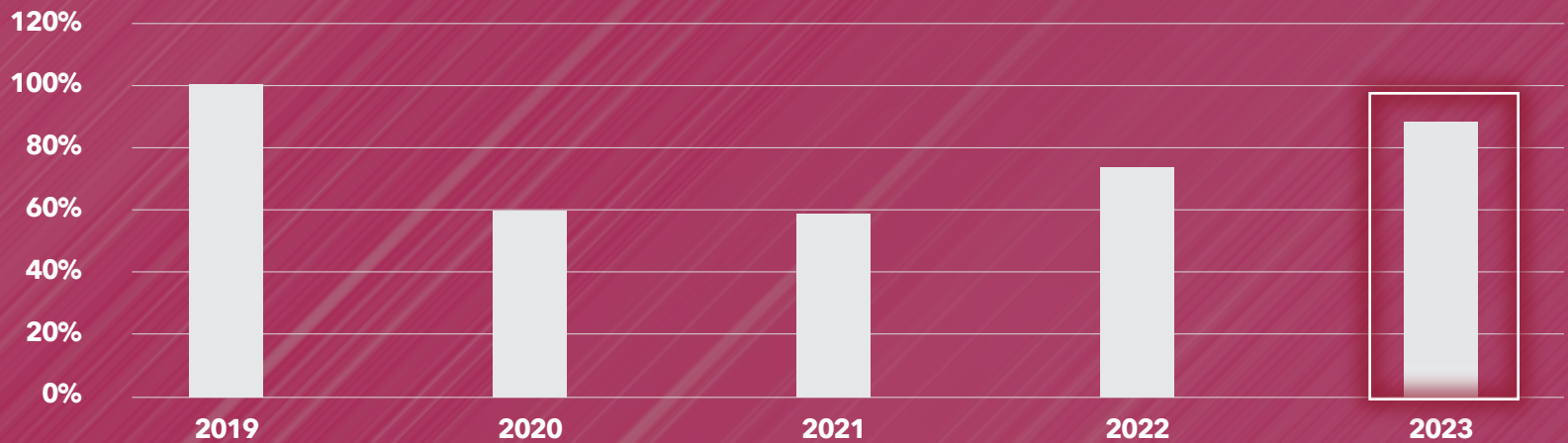
COVID BOUNCE BACK

Washington State University was hit particularly hard by the pandemic. According to a study by the Washington Student Achievement Council, only 50% of Washington State high school graduates enrolled in college for the Fall 2021 semester. Given that 75% of WSU Pullman students are Washington residents, this directly impacted the University's enrollment. Following the pandemic, WSU has made substantial efforts to increase enrollment and bring students back to campus. The University has received over \$63 million in Covid-19 relief funds to assist with these efforts. With intentional recruitment efforts, new campus developments, and continued academic excellence, WSU is anticipating a 0.5% enrollment growth YOY.

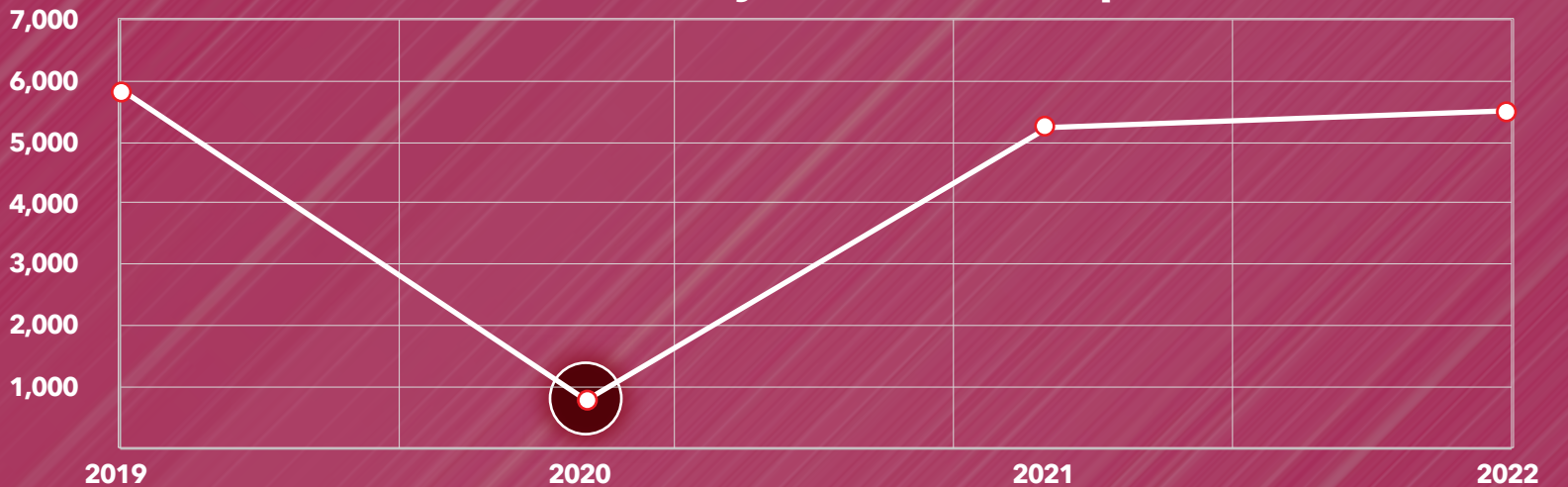
The University has taken immediate steps to increase enrollment. In fact, all out-of-state students who enroll at WSU this fall with grade point averages above 3.0 can receive up to \$11,000 in awards annually. WSU has said they have significantly increased their marketing efforts to re-stabilize enrollment.

Despite enrollment not recovering as quickly as anticipated, the student housing market recovered almost immediately. During 2020, the number of University-Owned occupied beds fell to 775. The following year, that number of occupied beds increased 576%. Today, the number of University-Owned occupied beds is only 5% below pre-pandemic levels. The off-campus student housing market wasn't hit as hard, falling to 83% during the Fall of 2021. The following year, occupancy increased 9% and it is continuing to improve.

Evolve on Main Preleasing Occupancy June 1st YOY



WSU Pullman University - Owned Occupied Beds



WASHINGTON STATE UNIVERSITY

- PULLMAN COMMUNITY CENTER
- COUGAR PLAZA
- RICO'S PUBLIC HOUSE
- TERRACOTTA PULLMAN
- PIZZA PERFECTION
- THE BLACK CYPRESS
- MY OFFICE BAR & GRILL
- THAI GINGER RESTAURANT
- DOM'S DONUTS
- LUMBERYARD
- NEILL PUBLIC LIBRARY
- PORCH LIGHT PIZZA
- THOMAS HAMMER COFFEE ROASTERS
- ANATOLIA BAKERY
- OAK PULLMAN
- SUGAR BABE BAKERY
- PARADISE CREEK BREWERY
- PULLMAN DEPOT HERITAGE CENTER
- BRELSFORD WSU VISITOR CENTER
- ROOST COFFEE & MARKET

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Evolve on Main is the only student housing property centrally located amongst Pullman's specialty boutique shopping and restaurants

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