



# Multi-Family Capital Markets Report

## Lafayette - LA USA

PREPARED BY

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Jason Trindade  
Broker



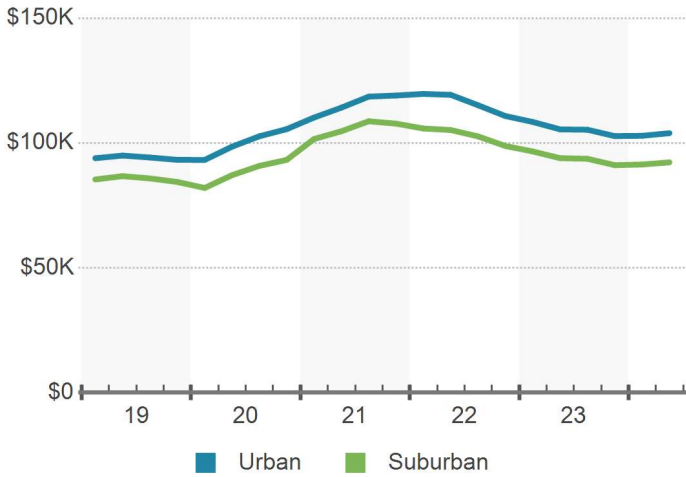
**MULTI-FAMILY CAPITAL MARKETS REPORT - MARKET**

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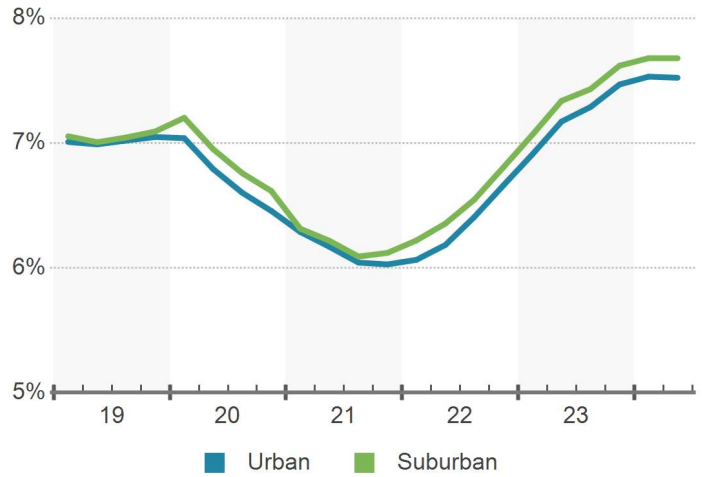
## CAPITAL MARKETS OVERVIEW

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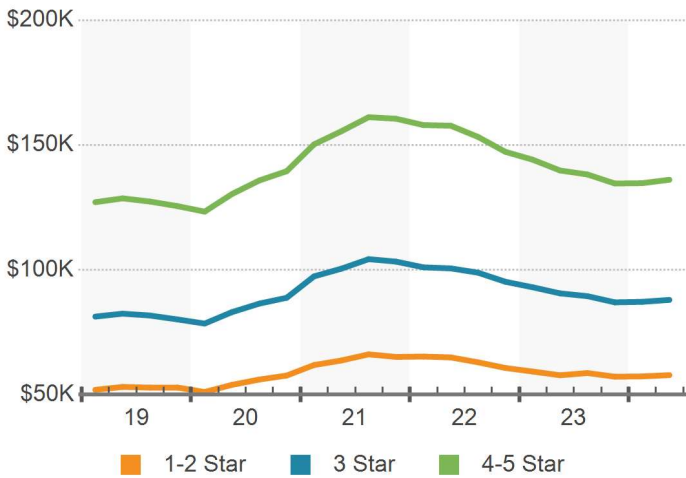
MARKET SALE PRICE PER UNIT BY LOCATION TYPE



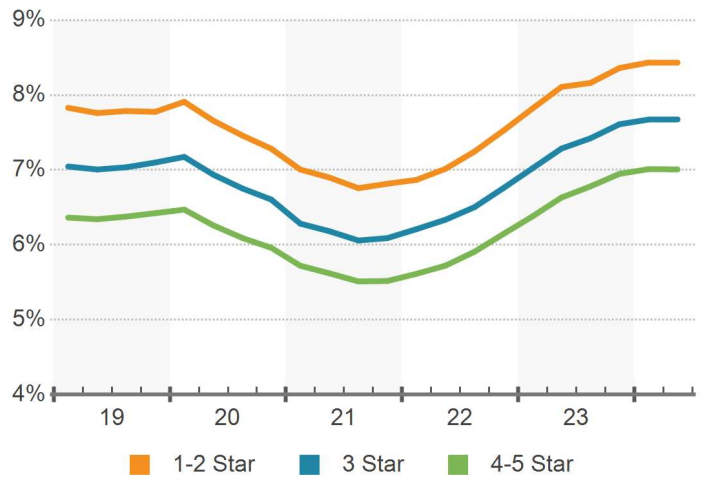
MARKET CAP RATE BY LOCATION TYPE



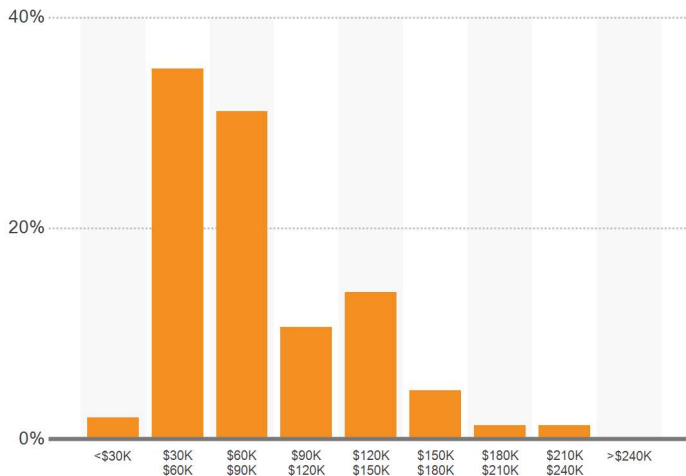
MARKET SALE PRICE PER UNIT BY STAR RATING



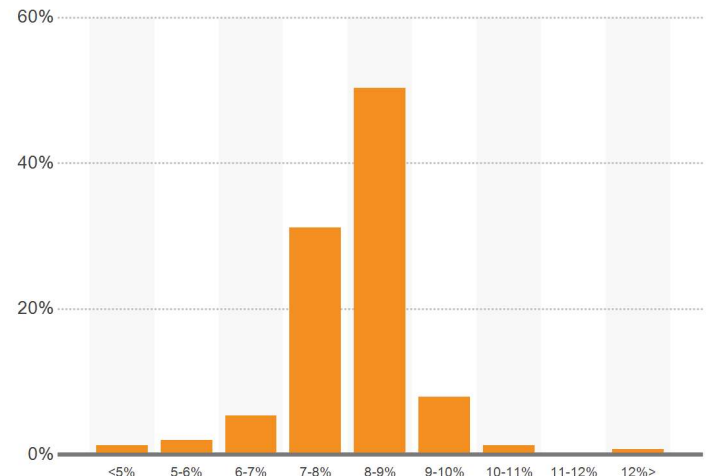
MARKET CAP RATE BY STAR RATING



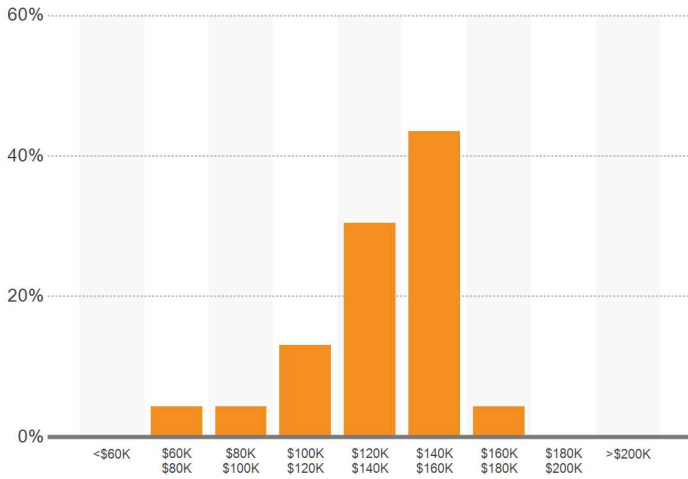
MARKET SALE PRICE PER UNIT DISTRIBUTION



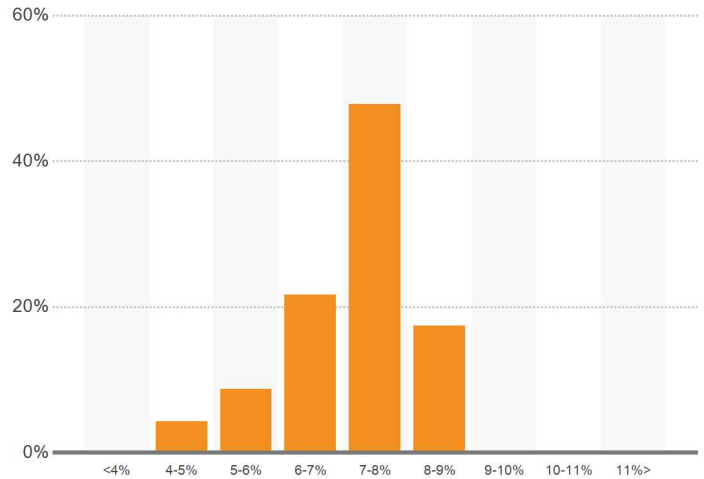
MARKET CAP RATE DISTRIBUTION



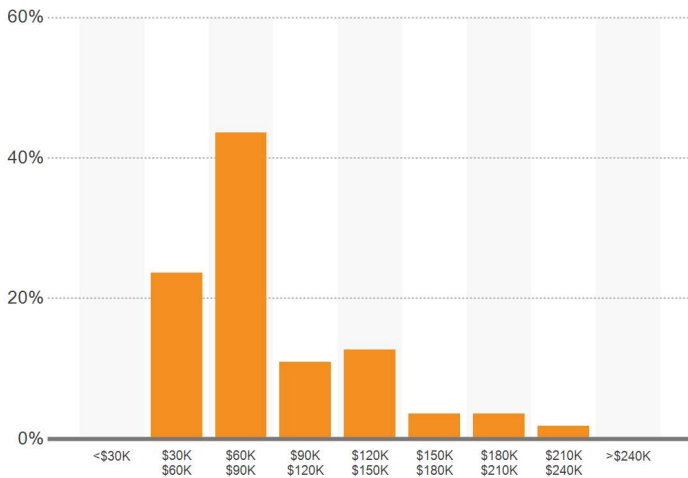
### 4-5 STAR MARKET SALE PRICE PER UNIT DISTRIBUTION



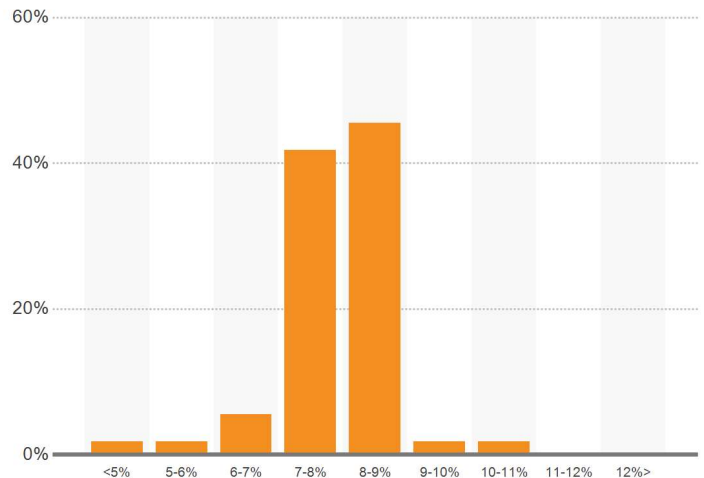
### 4-5 STAR MARKET CAP RATE DISTRIBUTION



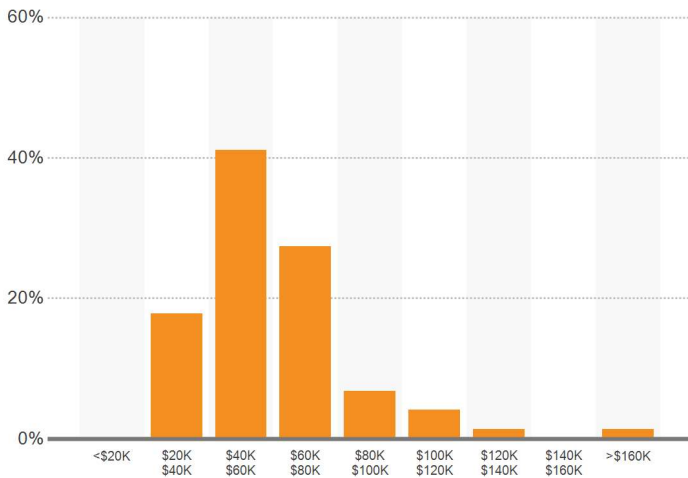
### 3 STAR MARKET SALE PRICE PER UNIT DISTRIBUTION



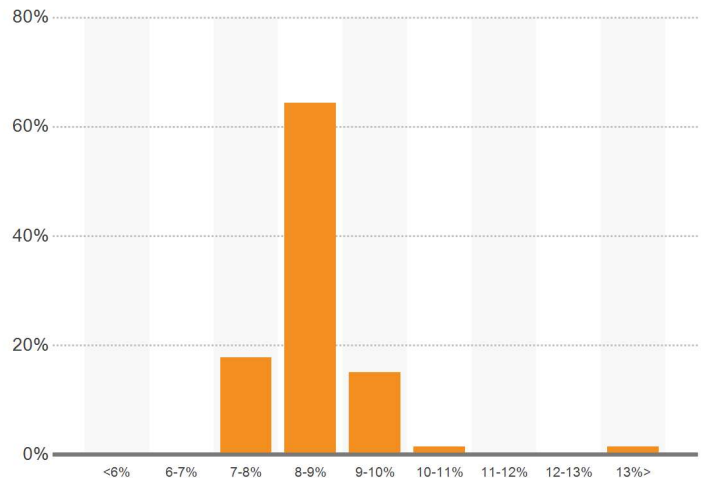
### 3 STAR MARKET CAP RATE DISTRIBUTION



### 1-2 STAR MARKET SALE PRICE PER UNIT DISTRIBUTION

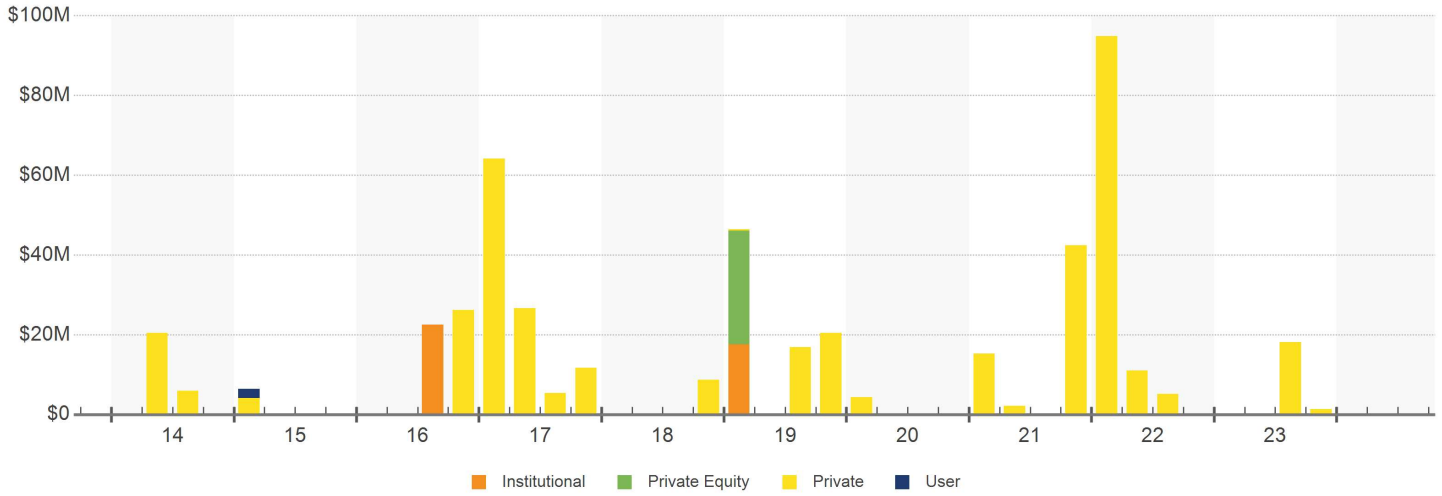


### 1-2 STAR MARKET CAP RATE DISTRIBUTION

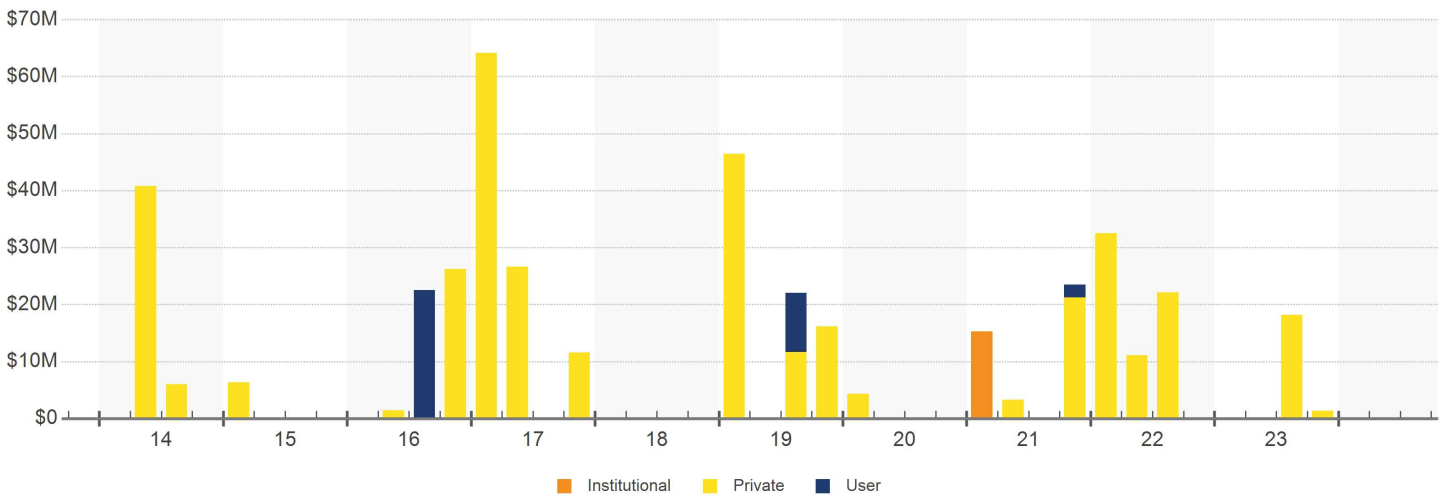


# Buying & Selling By Owner Type

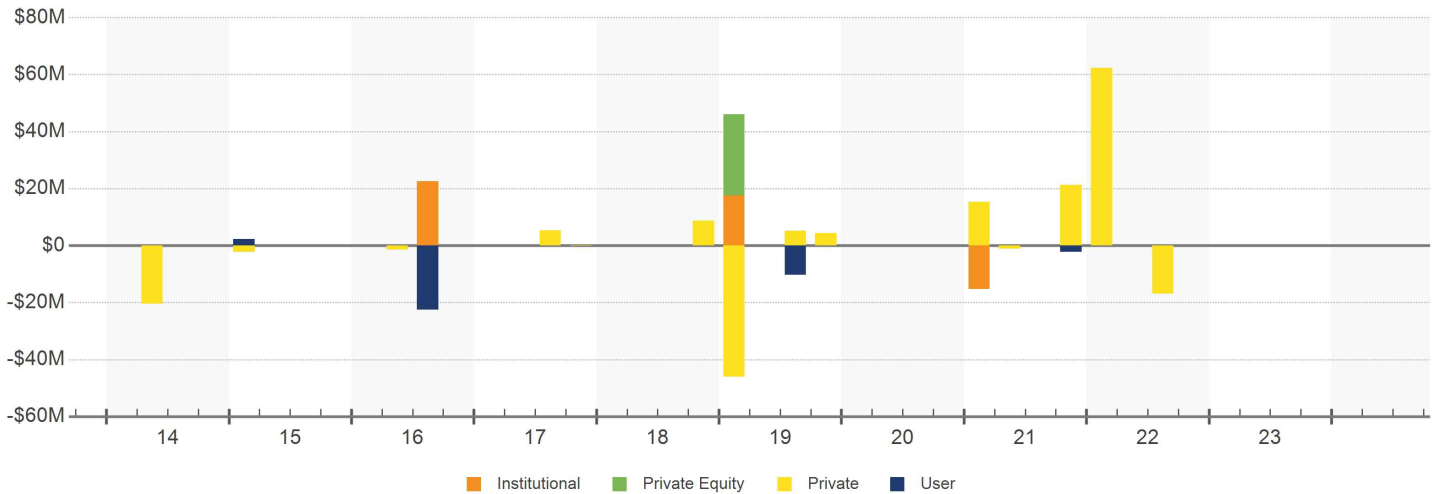
## SALES VOLUME BY BUYER TYPE



## SALES VOLUME BY SELLER TYPE

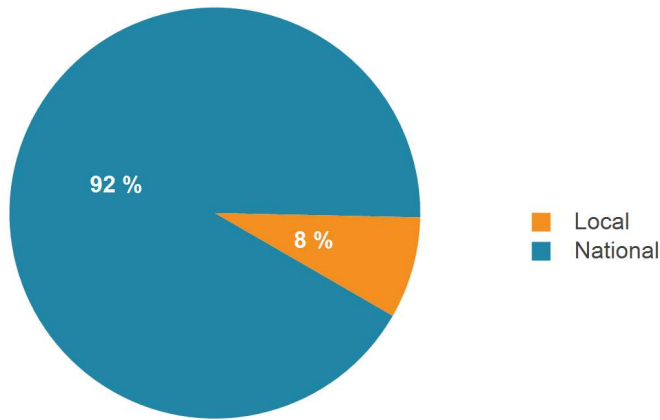


## NET BUYING & SELLING BY OWNER TYPE

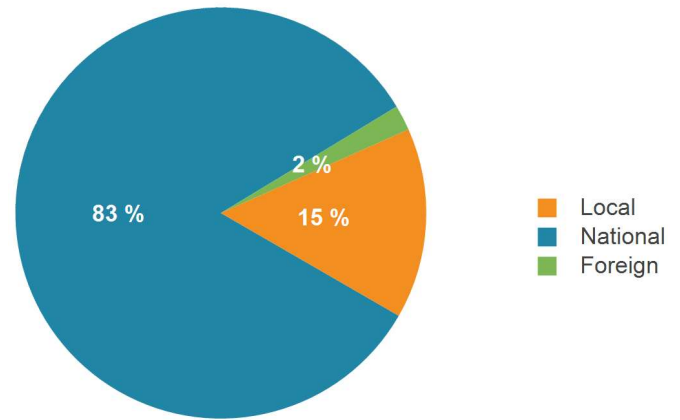


# Investment Trends By Buyer & Seller Origin

SALES VOLUME BY BUYER ORIGIN PAST 12 MONTHS



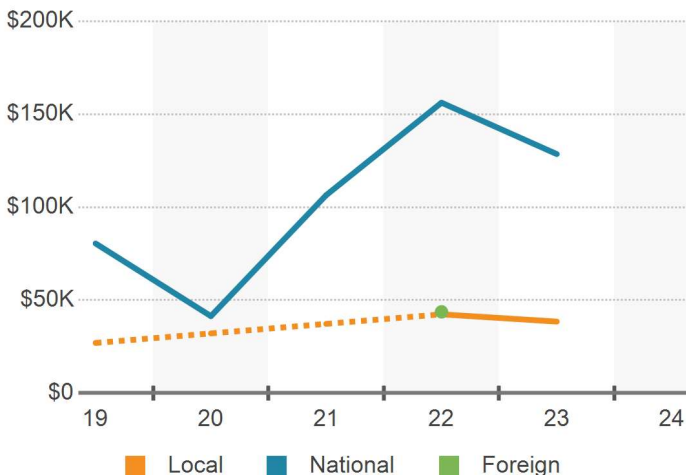
ASSET VALUE BY OWNER ORIGIN



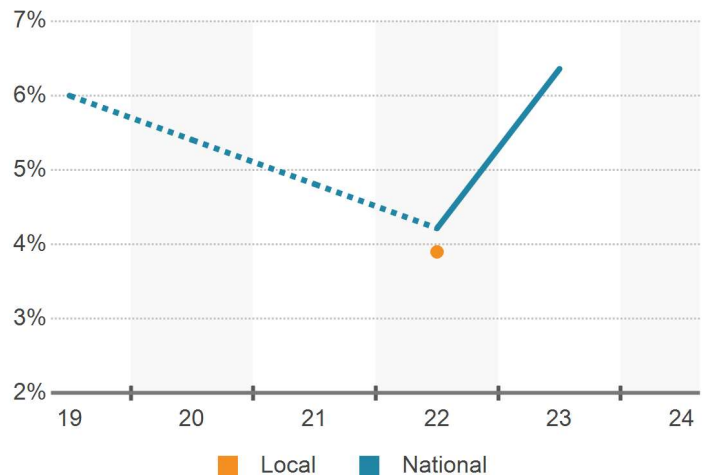
SALES VOLUME BY OWNER ORIGIN

Year	Total				Local			National			Foreign		
	Sales Volume	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans
YTD	-	-	-	-	-	-	-	-	-	-	-	-	-
2023	\$19.5M	\$1.5M	\$0	\$1.5M	\$18M	\$19.5M	-\$1.5M	-	-	-	-	-	-
2022	\$128.9M	\$1.2M	\$33.7M	-\$32.5M	\$127.5M	\$95M	\$32.5M	\$262.5K	\$262.5K	\$0			\$0
2021	\$88.5M	-	\$0	\$0	\$84M	\$84M	-\$2	\$0	\$0	\$0			\$0
2020	\$4.6M	\$0	\$1M	-\$1M	\$4.4M	\$2.9M	\$1.5M	-	\$725K	-\$725K			
2019	\$112.7M	\$3.4M	\$22.9M	-\$19.6M	\$109.4M	\$72.2M	\$37.2M	-	\$17.6M	-\$17.6M			
2018	\$8.8M	-	-	-	\$8.8M	\$8.8M	\$0	-	-	-			
2017	\$120.1M	\$220K	\$220K	\$0	\$73.7M	\$119.1M	-\$45.4M	\$45.4M	-	\$45.4M			\$45.4M
2016	\$51.6M	\$2.8M	-	\$2.8M	\$35.7M	\$29.1M	\$6.6M	\$13.1M	\$22.6M	-\$9.4M			
2015	\$8.3M	\$6.1M	\$4.4M	\$1.7M	\$2.2M	\$3.9M	-\$1.7M	-	\$0	\$0			\$0
2014	\$46.8M	\$6M	\$44.8M	-\$38.8M	\$40.8M	\$2M	\$38.8M	-	-	-			

SALE PRICE PER UNIT BY BUYER ORIGIN



CAP RATE BY BUYER ORIGIN



# Submarket Sales Trends

## SUBMARKET SALES TRANSACTIONS PAST 12 MONTHS

Submarket Name	Sales Volume	Transactions	Transacted Units	Avg Units	Mkt Cap Rate	Mkt Sale Price/Unit
Central Lafayette Parish	\$18,000,000	2	140	70	7.7%	\$89,560
South Lafayette Parish	\$1,540,000	1	40	40	7.3%	\$128,462



# Recent Significant Sales

## Lafayette Multi-Family

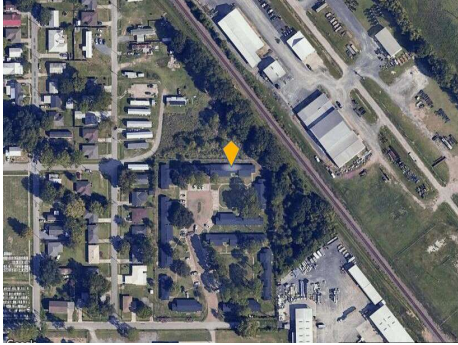


### 3601 Kaliste Saloom Rd • The Highlands Lafayette



Lafayette, LA 70508

Sale Date	Sep 2023	Buyer	The Medve Group, Inc. (USA)
Sale Price	\$16.7M (\$143.5K/Unit)	Seller	Inland Real Estate Group... (USA)
Cap Rate	6.4% (Pro Forma)	Broker	Cushman & Wakefield
Leased	100%	Sale Type	Investment
Hold Period	120 Months		
Units	116		
Year Built	2008		



### 219 Leon St



Broussard, LA 70518

Sale Date	Aug 2023	Buyer	Troyanowski Properties LLC (USA)
Sale Price	\$1.5M (\$38.5K/Unit)	Broker	Keller Williams Realty Lafayette
Leased	93%	Seller	Le Quyen Tan & Diem (USA)
Hold Period	20+ Years	Sale Type	Investment
Units	40		
Year Built	1985		



### 2401 E Simcoe St • Parkside Apartments



Lafayette, LA 70501

Sale Date	Dec 2023	Buyer	Gian Durand (USA)
Sale Price	\$1.4M (\$56.3K/Unit)	Seller	Daryl A Battaglia (USA)
Leased	100%	Sale Type	Investment
Hold Period	22 Months		
Units	24		
Year Built	1979		

### TOP OWNERS

Company Name	Owned Units	Owned Props	Avg Units	12 Mo Bought	12 Mo Sold	12 Mo Net Trans
Morgan Properties	972	4	243	-	-	-
Olayan America	972	4	243	-	-	-
Olayan Group	972	4	243	-	-	-
Wampold Companies	744	1	744	-	-	-
Kushner Companies	710	3	236	-	-	-
The Medve Group, Inc.	658	4	164	\$16,650,000	-	\$16,650,000
Stirling Properties	610	4	152	-	-	-
Sachs Companies	576	2	288	-	-	-
STOA Group	564	2	282	-	-	-
Haley Associates Limited Partnership	563	2	281	-	-	-
Cagan's Realty Inc.	545	4	136	-	-	-
Vintage Realty Company	409	3	136	-	-	-
Maestri-Murrell Commercial Real Estate	400	3	133	-	-	-
Stirling Properties	384	1	384	-	-	-
Monarch Investment and Managemen...	384	1	384	-	-	-
RR Company of America	369	4	92	-	-	-
Saxony Properties	346	1	346	-	-	-
SB Pacific Group	340	2	170	-	-	-
A.C. Lewis Management	321	2	160	-	-	-
Global Ministries Foundation	320	2	160	-	-	-
Global Asset Alternatives	312	1	312	-	-	-
LYND	304	1	304	-	-	-
The Lynd Company	304	1	304	-	-	-
Newmark	296	1	296	-	-	-
Newmark	296	1	296	-	-	-
A.R. Building Company	276	1	276	-	-	-
Dial Equities	266	1	266	-	-	-
Rhodium Capital Advisors	266	1	266	-	-	-
Juniper Investment Group	264	1	264	-	-	-
Sherry L Castillo	250	1	250	-	-	-
Phillip Manchester	240	1	240	-	-	-
Glenn Stewart Development	240	1	240	-	-	-
Patriot Services Group	228	2	114	-	-	-
MLP Management	216	1	216	-	-	-
The Fairfield Group	200	1	200	-	-	-
B. Wayne Brown	180	1	180	-	-	-
Lafayette Council on Aging, Inc.	175	1	175	-	-	-
Castille Properties & Investments LLC	166	3	55	-	-	-
Amesbury Companies	164	1	164	-	-	-
Antaeus Inc.	164	1	164	-	-	-
Joel Mittelman	160	1	160	-	-	-
John R Arms	158	1	158	-	-	-

## TOP BUYERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted Units	Avg Units	Cap Rate	Sale Price/Unit
The Medve Group, Inc.	\$16,650,000	1	116	116	6.4%	\$143,534
Troyanowski Properties LLC	\$1,540,000	1	40	40	-	\$38,500
Gian Durand	\$1,350,000	1	24	24	-	\$56,250

## TOP SELLERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted Units	Avg Units	Cap Rate	Sale Price/Unit
Inland Real Estate Group of Companies, Inc.	\$16,650,000	1	116	116	6.4%	\$143,534
Le Quyen Tan & Diem	\$1,540,000	1	40	40	-	\$38,500
Daryl A Battaglia	\$1,350,000	1	24	24	-	\$56,250

## TOP BROKERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted Units	Avg Units	Cap Rate	Sale Price/Unit
Cushman & Wakefield	\$8,325,000	1	58	58	3.2%	\$143,534
Larry G. Schedler & Associates	\$8,325,000	1	58	58	3.2%	\$143,534
Keller Williams Realty	\$1,540,000	1	40	40	-	\$38,500

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$114,441	225	7.2%
2027	-	-	-	-	-	-	\$106,809	210	7.5%
2026	-	-	-	-	-	-	\$99,497	195	7.7%
2025	-	-	-	-	-	-	\$92,771	182	8.0%
2024	-	-	-	-	-	-	\$89,409	176	7.9%
YTD	-	-	-	-	-	-	\$90,538	178	7.7%
2023	4	\$19.5M	1.6%	\$6,513,333	\$108,556	6.4%	\$89,554	176	7.7%
2022	16	\$128.9M	10.2%	\$18,417,857	\$151,320	5.5%	\$97,477	191	6.8%
2021	10	\$88.5M	15.4%	\$17,705,000	\$96,432	-	\$105,725	208	6.2%
2020	4	\$4.6M	2.3%	\$2,315,000	\$40,261	19.6%	\$91,703	180	6.6%
2019	10	\$112.7M	10.2%	\$11,274,100	\$75,920	6.0%	\$82,896	163	7.1%
2018	5	\$8.8M	1.3%	\$4,380,000	\$56,883	8.0%	\$82,954	163	7.1%
2017	8	\$120.1M	7.8%	\$17,162,143	\$118,593	7.6%	\$80,948	159	7.1%
2016	5	\$51.6M	6.8%	\$17,206,667	\$68,735	5.0%	\$79,522	156	7.1%
2015	4	\$8.3M	5.2%	\$4,170,000	\$36,579	-	\$79,086	155	6.9%
2014	6	\$46.8M	6.7%	\$15,598,333	\$96,485	-	\$76,897	151	7.0%
2013	6	\$44.4M	7.2%	\$8,874,600	\$70,658	7.6%	\$70,989	139	7.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

4 & 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$172,500	226	6.5%
2027	-	-	-	-	-	-	\$160,604	210	6.7%
2026	-	-	-	-	-	-	\$149,313	195	7.0%
2025	-	-	-	-	-	-	\$138,986	182	7.2%
2024	-	-	-	-	-	-	\$134,143	176	7.2%
YTD	-	-	-	-	-	-	\$136,074	178	7.0%
2023	-	-	-	-	-	-	\$134,589	176	6.9%
2022	2	\$93.5M	16.8%	\$46,750,000	\$190,816	4.4%	\$147,274	193	6.1%
2021	2	\$42.4M	17.2%	\$42,400,000	\$192,727	-	\$160,541	210	5.5%
2020	-	-	-	-	-	-	\$139,510	183	6.0%
2019	1	\$31.1M	8.1%	\$31,100,000	\$141,364	5.8%	\$125,524	164	6.4%
2018	-	-	-	-	-	-	\$127,033	166	6.3%
2017	1	\$41M	7.3%	\$40,960,000	\$243,810	-	\$124,412	163	6.3%
2016	-	-	-	-	-	-	\$123,103	161	6.2%
2015	-	-	-	-	-	-	\$122,990	161	6.1%
2014	2	\$40.8M	22.2%	\$40,800,000	\$145,714	-	\$118,965	156	6.2%
2013	-	-	-	-	-	-	\$109,064	143	6.4%

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### 3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$111,246	220	7.1%
2027	-	-	-	-	-	-	\$103,833	205	7.4%
2026	-	-	-	-	-	-	\$96,717	191	7.7%
2025	-	-	-	-	-	-	\$90,177	178	7.9%
2024	-	-	-	-	-	-	\$86,856	172	7.9%
YTD	-	-	-	-	-	-	\$87,928	174	7.7%
2023	2	\$16.7M	2.3%	\$16,650,000	\$143,534	6.4%	\$86,969	172	7.6%
2022	5	\$21.2M	2.4%	\$21,200,000	\$220,833	-	\$95,203	188	6.8%
2021	5	\$30.6M	19.3%	\$30,600,000	\$88,439	-	\$103,281	204	6.1%
2020	1	\$0	1.7%	-	-	-	\$88,790	175	6.6%
2019	4	\$45.5M	8.8%	\$11,372,750	\$70,202	6.3%	\$80,115	158	7.1%
2018	-	-	-	-	-	-	\$80,292	159	7.1%
2017	6	\$78.4M	12.1%	\$15,675,000	\$97,846	7.6%	\$78,215	155	7.0%
2016	2	\$48.8M	8.9%	\$24,400,000	\$75,077	5.0%	\$76,636	151	7.0%
2015	1	\$0	5.2%	-	-	-	\$76,024	150	6.9%
2014	1	\$2M	1.4%	\$2,000,000	\$20,000	-	\$74,386	147	6.9%
2013	3	\$44M	8.6%	\$14,650,000	\$71,814	6.9%	\$69,099	137	7.2%

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### 1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/Unit	Avg Cap Rate	Price/Unit	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$72,457	236	7.9%
2027	-	-	-	-	-	-	\$67,935	221	8.2%
2026	-	-	-	-	-	-	\$63,538	207	8.4%
2025	-	-	-	-	-	-	\$59,438	194	8.7%
2024	-	-	-	-	-	-	\$57,219	186	8.7%
YTD	-	-	-	-	-	-	\$57,788	188	8.4%
2023	2	\$2.9M	1.4%	\$1,445,000	\$45,156	-	\$57,173	186	8.4%
2022	9	\$14.2M	18.9%	\$3,556,250	\$53,477	7.8%	\$60,653	198	7.5%
2021	3	\$15.5M	7.8%	\$5,175,000	\$44,105	-	\$65,086	212	6.8%
2020	3	\$4.6M	4.8%	\$2,315,000	\$40,261	19.6%	\$57,624	188	7.3%
2019	5	\$36.2M	13.7%	\$7,230,000	\$58,590	-	\$52,826	172	7.8%
2018	5	\$8.8M	4.0%	\$4,380,000	\$56,883	8.0%	\$51,490	168	7.8%
2017	1	\$800K	1.0%	\$800,000	\$18,182	-	\$50,110	163	7.8%
2016	3	\$2.8M	6.7%	\$2,820,000	\$27,921	-	\$48,855	159	7.8%
2015	3	\$8.3M	7.3%	\$4,170,000	\$36,579	-	\$48,462	158	7.7%
2014	3	\$4M	9.8%	\$3,995,000	\$38,048	-	\$46,814	152	7.7%
2013	3	\$423K	7.4%	\$211,500	\$26,438	9.0%	\$43,098	140	8.0%

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