

# CAMPUS LAKE APARTMENTS

## Student Housing

1100 CAMPUS LAKE DRIVE  
COTTLEVILLE, MO 63376



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# Executive Summary

Campus Lake Apartments (CLA) is a 115 bed (designed for up to 131 beds) student housing facility located on the scenic campus of St. Charles Community College (SCC) in Cottleville, Missouri.

Cottleville is in St. Charles County, Missouri. St. Charles County is Missouri's shining star. Over the last ten years, the County's population growth has outpaced the St. Louis Metro, the State of Missouri, and the U.S. as a whole.

CLA has relied solely on its prime location and partnership with St. Charles Community College (SCC) for occupancy, without any formal advertising. The property opened in January 2020 and is now completing its fifth full academic year of operation. The 2020/2021 and 2021/2022 school years were impacted by the COVID-19 pandemic, which temporarily reduced demand and rent appetite; however, growth has been strong since as demonstrated in the financial information and 95%+ occupancy levels.

**The rent increase trends at CLA have been impressive and are shown below:**

<u>Unit Type</u>	<u>Average Annual Increase</u>
4 Bed/1 bath	3.8%
2 Bed/1 bath - shared	5.7%
2 Bed/1 bath – private	6.0%
1 Bed/1 bath	N/A

Going forward, an increase of \$25-\$50 per bed/month for the 2026/2027 school year is expected, which will generate an estimated additional \$30,000-\$60,000 in revenue.

CLA was developed on a long-term ground lease with SCC which includes ±3

acres. Details are found in the Ground Lease Summary section herein. The current lease term runs through 2045, and there are two 25 year extension options with the possibility of adding more extensions. The leased tract is sized to accommodate a Phase II building. Looking ahead, SCC has expressed a strong interest in a second phase of development. This expansion would allow for SCC to continue to attract and accommodate more students requiring housing, further supporting NOI growth.



**Property Name:** Campus Lake Apartments  
**Location:** 1100 Campus Lake Dr., Cottleville, MO 63376  
**Year Built:** 2020  
**Units/Beds:** 36 Units / 115 Beds  
**Building Size:** ±37,500 SF  
**Lot Size:** ±3 Acres  
**Structure:** All-electric with 100 kW solar panels  
**Stories:** 3  
**Occupancy (2025):** 98%  
**Unique Positioning:** Only on-campus housing for St. Charles Community College (SCC)

**Sale Price:** \$7,950,000  
**2024 NOI (Actual)** \$590,387 / 7.4% Cap  
**2025 NOI (Actual)** \$519,910 / 6.5% Cap  
**2026 NOI (Projected)** \$586,514 / 7.4% Cap

# Property Overview

## UNIT MIX

Unit Mix for the 2025/2026 Year	Number of Units	Beds per Units	Beds
4 Bed / 1 Bath Private	12	4	48
2 Bed / 2 Rooms Shared / 1 Bath	10	4	40
2 Bed / 1 Bath Private (Converted)	8	2	16
2 Bed / 1 Bath Private	5	2	10
1 Bed / 1 Bath	1	1	1
	<u>36</u>		<u>115</u>

## AMENITIES

- Fully furnished units
- Full kitchen with stainless steel appliances
- In-unit washer and dryer
- 55" LED TV in every unit
- Luxury vinyl-plank flooring
- Study lounges
- Community room with vending machines
- Key fob access to units and bedrooms
- High speed internet & Wi-Fi
- Fitness trail
- Outdoor patio
- Bicycle racks

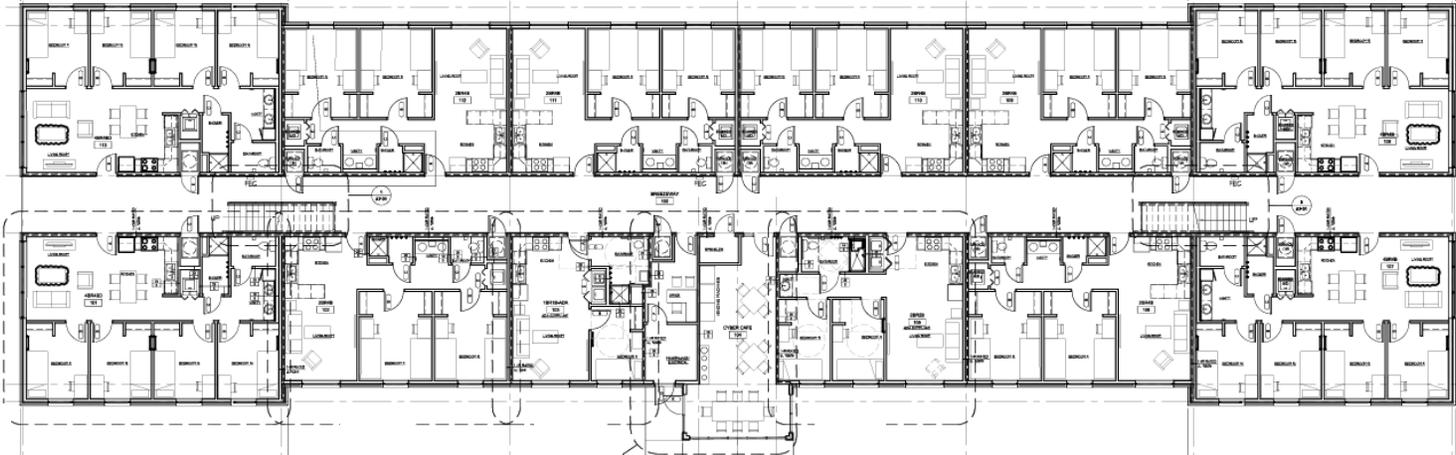
## SUSTAINABILITY

- All-electric building with 100 kW solar array
- Approx. \$24,000 in annual electricity savings

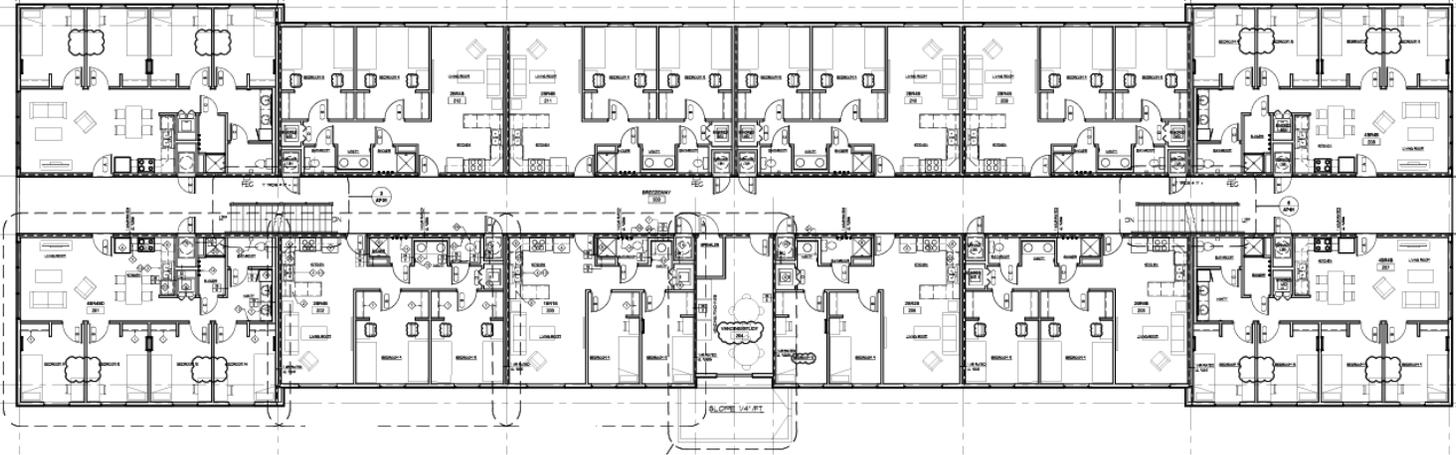


# Building Floor Plans

**1ST FLOOR PLAN**

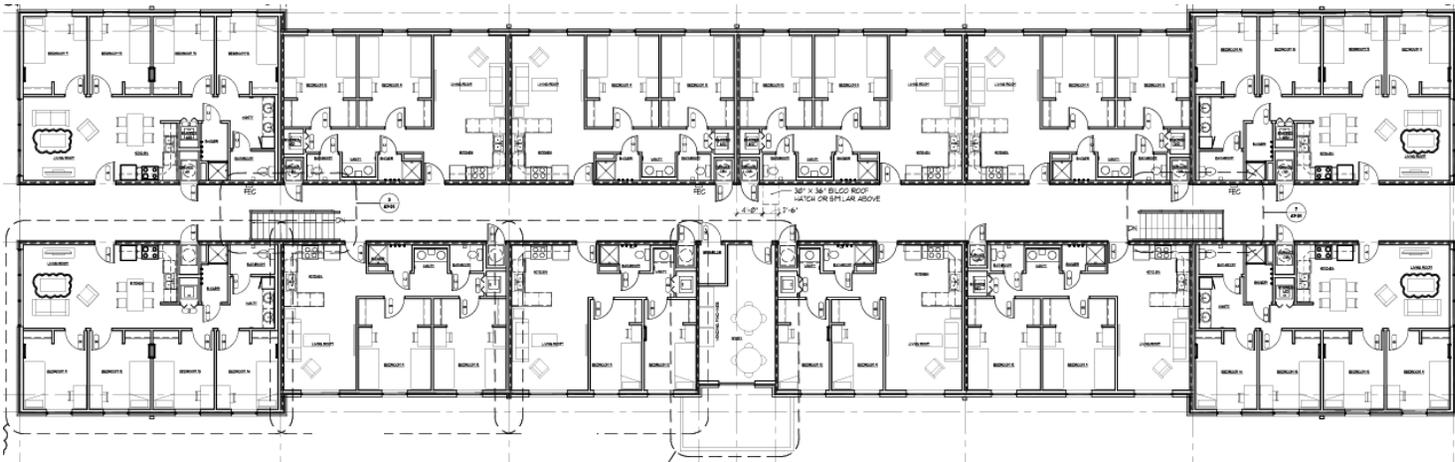


**2ND FLOOR PLAN**



# Building Floor Plans

**3RD FLOOR PLAN**



# Room Floor Plans



## 2 BED / 1 BATH (PRIVATE ROOM)

Compartmentalized bathroom layout with double vanity

[VIRTUAL ROOM TOUR](#)



## 2 BED / 1 BATH (SHARED ROOM)

Compartmentalized bathroom layout with double vanity

[VIRTUAL ROOM TOUR](#)

(continued on next page)

# Room Floor Plans (cont.)



## 4 BED / 1 BATH (PRIVATE ROOM)

Compartmentalized bathroom layout with double vanity

VIRTUAL ROOM TOUR

# Interior & Exterior Photos



# Interior & Exterior Photos



# Campus Map



[VIEW INTERACTIVE MAP](#)

# Investment Highlights

- **Adjacent and affiliated with SCC** – primary student housing provider
  - **Long-term ground lease with SCC including full maintenance**
  - **Solar array saving approx. \$24,000/year in utility costs**
  - **Fully furnished units with all utilities, internet, and TV included**
  - **Expansion opportunity for ±60 additional beds (Phase II)**
  - **Growing international student demand and athletic program enrollment**
  - **Consistent occupancy supported by SCC’s steady full-time student base**
- **2024 NOI (Actual) \$590,387 / 7.4% Cap**
  - **2025 NOI (Actual) \$519,910 / 6.5% Cap**
  - **2026 NOI (Projected) \$586,514 / 7.4% Cap**
- **Sale Price: \$7,950,000**

## FUTURE UPSIDE

### Income growth is likely over the next several years:

- High occupancy to date driven by location and SCC affiliation, with no formal marketing
- Post-COVID enrollment rebound complete after 5 years of operation

- Rents increased in 2024–2025; additional \$25–\$50/bed/month projected for 2026–2027 (\$30K–\$60K revenue potential)
- Stable operating expenses and increased deposit requirements will support income

## EXPANSION OPPORTUNITY

- SCC has expressed interest in a Phase II development
- Plans for ±60 additional beds with more 1-bedroom configurations
- Enhances unit mix and rental income potential
- Maintains SCC partnership and operational support





# Financial Overview: 2020-2024 (Actual)

Account	2020	2021	2022	2023	2024
Application Fee Income	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Operating and Maintenance Income	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Construction Fee	\$0	\$0	\$0	\$0	\$0
Lease Fee Income	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Specialty Income	\$0	\$0	\$0	\$0	\$0
Interest Income	\$0	\$0	\$0	\$0	\$0
Net Income	\$116,000	\$116,000	\$116,000	\$116,000	\$116,000
Expense of Capital	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Net Loss	\$0	\$0	\$0	\$0	\$0
Other Income	\$0	\$0	\$0	\$0	\$0
Net Loss	\$0	\$0	\$0	\$0	\$0
<b>TOTAL INCOME</b>	<b>\$116,000</b>	<b>\$116,000</b>	<b>\$116,000</b>	<b>\$116,000</b>	<b>\$116,000</b>
<b>EXPENSES</b>					
Accounting, Legal and Professional Fees	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Advertising and Promotion	\$0	\$0	\$0	\$0	\$0
Bank Fees	\$0	\$0	\$0	\$0	\$0
Building and Maintenance	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Construction Fee	\$0	\$0	\$0	\$0	\$0
Construction Fee	\$0	\$0	\$0	\$0	\$0
Insurance	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Lease Fee	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Management Fee	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Marketing	\$0	\$0	\$0	\$0	\$0
Net	\$0	\$0	\$0	\$0	\$0
Property and Inventory Supplies	\$0	\$0	\$0	\$0	\$0
Storage and Rental	\$0	\$0	\$0	\$0	\$0
Property Taxes	\$0	\$0	\$0	\$0	\$0
Transportation Costs for Non-Residents	\$0	\$0	\$0	\$0	\$0
Utilities	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Building Maintenance & Repair	\$0	\$0	\$0	\$0	\$0
<b>TOTAL EXPENSES</b>	<b>\$116,000</b>	<b>\$116,000</b>	<b>\$116,000</b>	<b>\$116,000</b>	<b>\$116,000</b>
<b>NET OPERATING INCOME</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

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# Room Breakdown & Rents

## Historical Rents:

UNIT MIX	2020	2020/2021	2021/2022	2022/2023	2023/2024	2024/2025	AVG ANNUAL INC.
4 BED/1 BATH	\$649	\$649	\$679	\$679	\$729	\$779	3.8%
2 BED/1 BATH - SHARED	\$479	\$549	\$549	\$579	\$579	\$629	5.7%
2 BED/1 BATH - PRIVATE	\$699	\$799	\$799	\$829	\$879	\$929	6.0%
1 BED/1 BATH	N/A	N/A	\$1,200	\$1,200	\$1,200	\$1,200	0.0%

## Projected 2025/2026 Unit Mix and Rents:

UNIT MIX	NUMBER OF UNITS	BEDS PER UNITS	BED COUNT	PROJECTED RENT
4 BED / 1 BATH PRIVATE	12	4	48	\$879
2 BED / 2 ROOMS SHARED / 1 BATH	10	4	40	\$629
2 BED / 1 BATH PRIVATE (CONVERTED)	8	2	16	\$1,029
2 BED / 1 BATH PRIVATE	5	2	10	\$1,029
1 BED / 1 BATH	<u>1</u>	1	<u>1</u>	\$1,199
	36		115	

# Ground Lease Highlights



**Lease Commencement Date:** January 1, 2020

**Term:** 25 Years (through December 31, 2045)

**Lease Amount:** \$29,688 annually

**Rent Increases:** CPI adjustments in Years 6, 11, 16, and 21

**Subordination:** Landlord will subordinate to a Leasehold mortgage

**Maintenance:** At no cost to Tenant, Landlord is responsible for grass cutting, snow/ice removal from roadways, parking areas, sidewalks, and other hard surfaces

**Renewals:** Two (2) twenty-five (25) year renewal rights with the possibility of adding more extensions.

# Location Overview

## ST. CHARLES COMMUNITY COLLEGE (SCC)

- Public two-year college with ~6,363 students (55% full-time)
- Offers associate degrees, transfer pathways, and workforce training
- Rated in top 20% of Missouri community colleges (affordability, earnings, community size)
- Campus Lake Apartments is the only on-campus housing option
- Information on St. Charles Community College can be found [here](#).



## COTTLEVILLE, MO

- Rapidly growing St. Charles County suburb
- Top-rated schools, walkable town center, family-friendly amenities
- Proximity to Chesterfield, I-70, Lambert International Airport
- Strong residential and retail growth
- Consistently ranked among Missouri's most desirable towns
- Cottleville was named as the #2 safest city in Missouri in the 2025 SafeWise Safest Cities Report which can be viewed [here](#).



# Location Overview

## ST. CHARLES COUNTY, MO

- St. Charles County is the third most populous county in Missouri and continues to be the fastest-growing.
- As of July 1, 2024, St. Charles County's population is estimated at 423,726, reflecting a growth from 416,659 in 2023. Projections indicate the population will reach approximately 470,437 by 2030, marking a 15.97% increase from 2020.
- The County is home to significant investments, including General Motors' \$1.5 billion re-investment in their Wentzville Assembly Plant—the largest-ever private investment in Missouri. Other major employers include MasterCard Worldwide, CitiGroup, Allianz Global, The Boeing Company, Nike, and Coca-Cola.
- St. Charles County boasts a labor force participation rate of 69.3%, surpassing Missouri's state average of 62.5%.
- St. Charles County accounts for approximately 40% of all new single-family housing permits issued annually in the St. Louis region.
- St. Charles County is recognized for its strong infrastructure, excellent schools, low crime rates, and a favorable tax environment, making it an attractive location for both residents and businesses.





# CAMPUS LAKE APARTMENTS

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