ARROWPOINT AT ASHTON

30 Units
Multi-Family Acquisition
METHUEN, MA

Offering Memorandum

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OVERVIEW

INVESTMENT SUMMARY

The Opportunity

Arrowpoint Properties (the “Sponsor”) is seeking to raise approximately $2,550,000 of equity to acquire Arrowpoint at Ashton (formerly known as Ashton Place) (the “Property” or “Ashton”), a 30-unit, garden-style community located in Methuen, MA. The total purchase price of the property is $7,100,000 presenting investors with an opportunity to acquire a highly sought-after asset type in a market that Arrowpoint has been operating in for over twenty years.

Arrowpoint considers this asset type as a “light value-add”. This is a strategy with which Arrowpoint’s team is very familiar and has seen significant success over the last two decades. Arrowpoint intends to operate the asset over a five-year hold period, with most of the value-add plan executed in the first year of ownership.

Arrowpoint’s principals are seeking to obtain debt financing from Freddie Mac, originated by Marcus & Millichap Capital Markets (MMCM). They have offered very attractive terms with an initial loan amount of $4,970,000 at a fixed interest rate of 5.93% which will be interest only for the first 3 years.

Arrowpoint anticipates a sale by the end of year five at a projected exit CAP rate of 6.00%.
The sponsor expects this asset to cash flow immediately, producing an attractive first year cash-on-cash return above 6%. Over the five-year hold period, investors should expect to average close to 7.50% cash-on-cash and an internal rate of return (IRR) of 15%.

Strategic Plans for Opportunistic Returns

The strategic plan for Arrowpoint at Ashton encompasses a comprehensive approach to maximizing returns for investors. Concurrently, the development of new property branding and signage will strengthen the property's identity in the market, attracting discerning tenants seeking a modern living environment. These initiatives will be supported by optimized financing strategies, utilizing fixed-rate debt with favorable loan-to-value ratios, to ensure the successful execution of the investment thesis and drive long-term value appreciation for investors.

OVERVIEW

INVESTMENT HIGHLIGHTS

Strong Market: Methuen is part of the Boston MSA and is a growing suburban community. This sub-pocket, also known as the Merrimack Valley, attracts residents due to its access to several local employers, healthcare facilities, colleges and its general affordability.

High Demand for Homes: The Merrimack Valley has been booming for several years. Arrowpoint's experience runs deep here and has consistently operated its apartment portfolio at a very high rate of occupancy. With very limited supply, rents have continued to grow across Arrowpoint's local portfolio, averaging 3% - 5% growth each year.

Management Efficiencies: The Property is located in between other Arrowpoint owned and managed communities. Arrowpoint currently operates 182 units in the city of Methuen and another 183 units in the neighboring cities of Lawrence and Haverhill. Arrowpoint's team will look to build upon its knowledge of the area and implement effective management strategies for Arrowpoint at Ashton.

Inefficient Management Creates Upside Opportunities: The Property is currently suffering from a lack of management and operational control. The current owner, a well-known developer, has taken on some much larger development projects, leaving Ashton with minimal attention and oversight. Physically, the Property is in great shape, having been completely rebuilt in 2018–2019 due to a fire. All units, systems, roof, etc. are in "like-new" condition. However, the current owner has not pushed rents or taken advantage of other income streams at the Property. Arrowpoint will implement its own brand of professional management to increase NOI through proper marketing channels, resident retention efforts and increased revenue via its value-add program.

OVERVIEW

VALUE-ADD GROWTH STRATEGY

Arrowpoint has identified paths for NOI growth. The execution of these upside opportunities follows Arrowpoint implementing professionalized management, which is currently non-existent. The Property suffers from a lack of advertising, higher than normal expense ratios, rents that are below market and overall failure to capture maximum revenues.

Rents are Significantly Below Market: In-place rents at Ashton are well below market – There is a substantial rent gap to nearby comps and Arrowpoint feels that in-place rents at the Property are on average $267 (16%) below market for units in as-is condition. Arrowpoint's team will look to close the gap on in-place rents in year one. This will be accomplished as leases expire as well as converting the tenant-at-will (TAW) residents to fixed term leases. There are currently 19 TAW's so the conversion on that portion should happen within ninety days from acquiring the asset.

Other Income Streams: The current owner has not been taking advantage of other income streams i.e. pet rent, laundry, NSF, late fees, etc. and are not reflected in their financials. We would look to implement additional charges or other income which we figure to bring in $15,000 in additional annual income and add to the NOI growth of the Property. These will also be implemented at new lease signings.

OVERVIEW

Location:
11 Ashton Place Methuen, MA 01844

# of Units:
30

Year Built:
1963, Renovated 2018

Site Size:
0.55 acres

Total # of Buildings:
1

Average Unit:
573 sf

Hold Period:
Base Case – 5 years

Investment Type:
Garden-style Multi-family, Value-Add

Purchase Price:
$7,100,000

Purchase Price/unit:
$236,666

Total LP Equity:
$2,250,000

GP / Sponsor Equity:
$300,000

Senior Debt:
$4,970,000

Total Capitalization:
$7,520,000

Minimum Investment:
$100,000

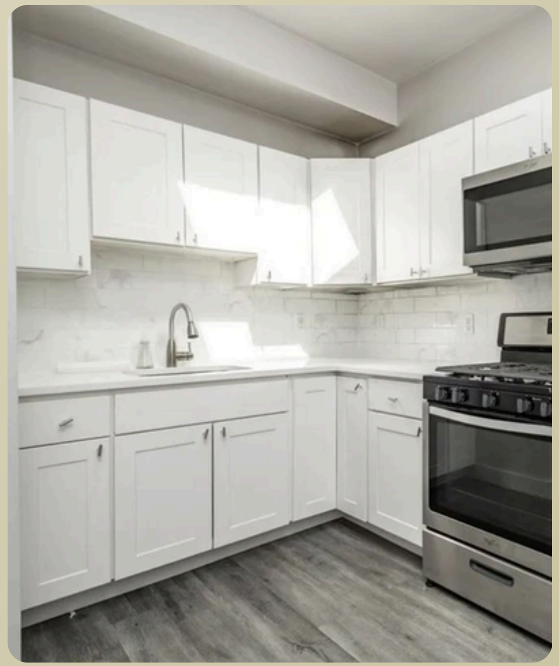
LP IRR:
14.65%

LP Average Cash on Cash:
7.28%

LP Equity Multiple:
1.86x

Anticipated Closing:
7/24/2025

Subscription Agreements Due:
6/30/2025



PROPERTY PROFILE

PROPERTY SPECIFICATIONS

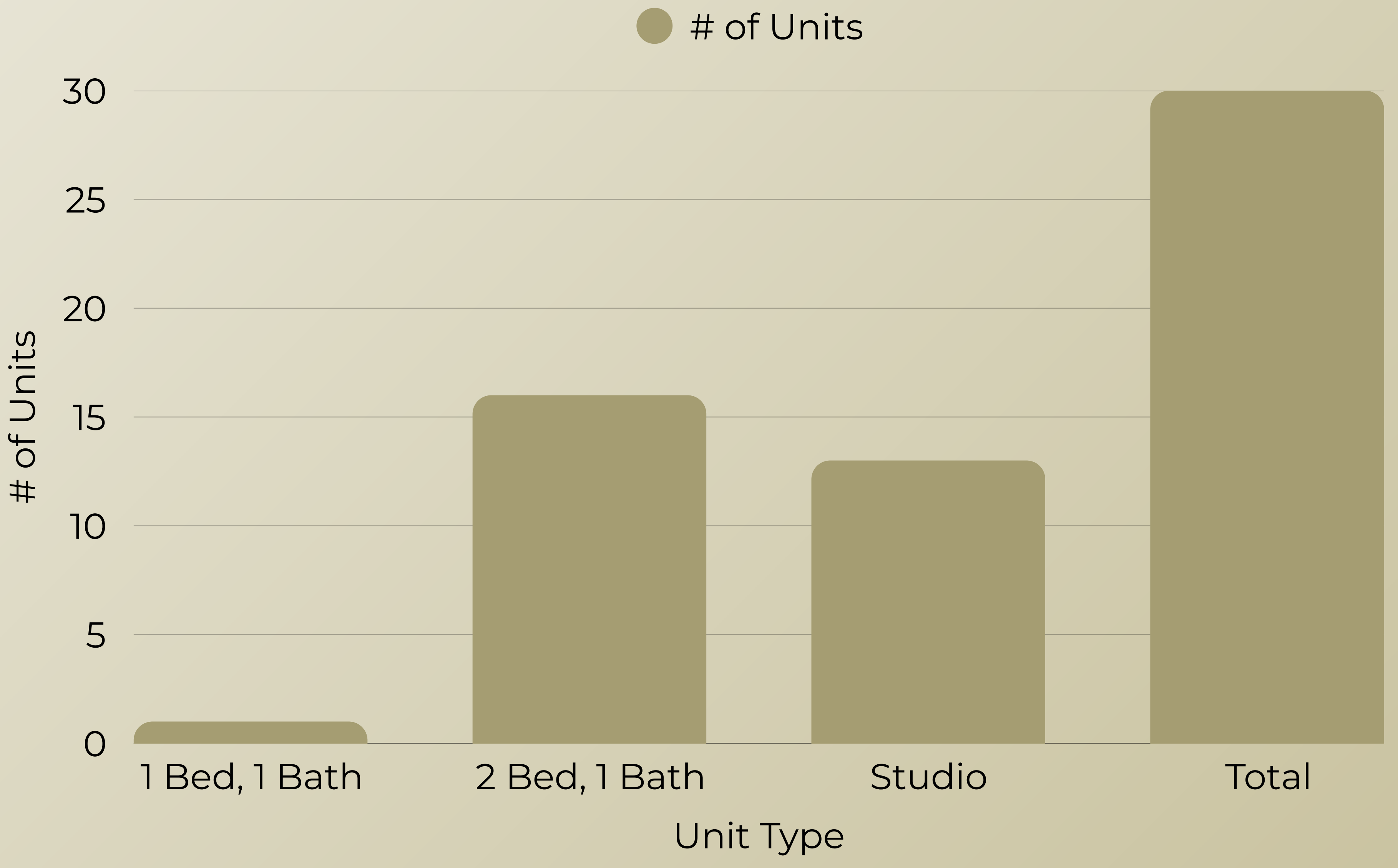
Garden Style Multifamily	Address	Property Name	Number of Units	Net Rentable Area	Number of Buildings	Year of Construction	Land Area
Garden Style Multifamily	11 Ashton Place, Methuen, MA 01844	Arrowpoint at Ashton (Formerly Ashton Place Apartments)	30	16,597 sf total / 553 sf per unit	1 (2.5 story, garden-style)	1963. Fully Rebuilt in 2018.	0.55 acres

Framing	Foundation	Life Safety	Wiring / Plumbing / HVAC	Utilities	# of Parking Spaces	Project Amenities	Unit Amenities & Features
Wood frame with brick veneer	Poured concrete	Fully sprinklered; monitored fire panel	Copper wiring PVC & cast-iron drainage Individual mini-splits	Water/Sewer Common Electric In-unit Electric Gas Heat Trash Removal	40 (surface)	Common laundry room Central mail housing Bike racks	Stone countertops & tile backsplash SS appliances Central A/C Luxury floors Open concept floorplan High-efficiency systems Recessed lighting

PROPERTY PROFILE

UNIT MIX

Unit Type	# of Units
1 Bed, 1 Bath	1
2 Bed, 1 Bath	16
Studio	13
Total	30



PROPERTY PROFILE

AMENITIES

Modern Finishes	Open Concept Layouts	White Stone Counters & Tiled Backsplash	Large Windows	Stone Counter Bathroom Vanities	Ample Off-Street Parking
Updated Bathrooms	New Kitchens	Stainless Steel Appliances	Modern Paint & Flooring	Central Air Conditioning	Non-Smoking Building
Spacious Bedrooms	Laundry Facilities	Spacious Open Concept Layouts	Tiled Showers	Laundry Facilities	Sprinkler System

THE MARKET
BOSTON MSA

MARKET OVERVIEW

The Boston metropolitan statistical area comprises nearly 286,000 professionally managed apartments across 15 submarkets. As of Q2 2025, overall vacancy tightened to 5.6% (down 0.1 percentage points year-over-year)—below its long-term average of 5.4%. Average asking rent stands at $2,958/month, up 2.7% versus the prior year.

SUPPLY & DEMAND DYNAMICS

New Deliveries
During the past 12 months, 5,786 new units were absorbed, while another 6,355 units were delivered. This represents a 91% absorption rate, which is helping to maintain tight vacancy levels.

Occupancy Trends
Strong job growth in healthcare, education, and technology has supported steady leasing velocity. With supply and demand largely in balance, vacancy has held below market norms.

RENT & INVESTMENT OUTLOOK

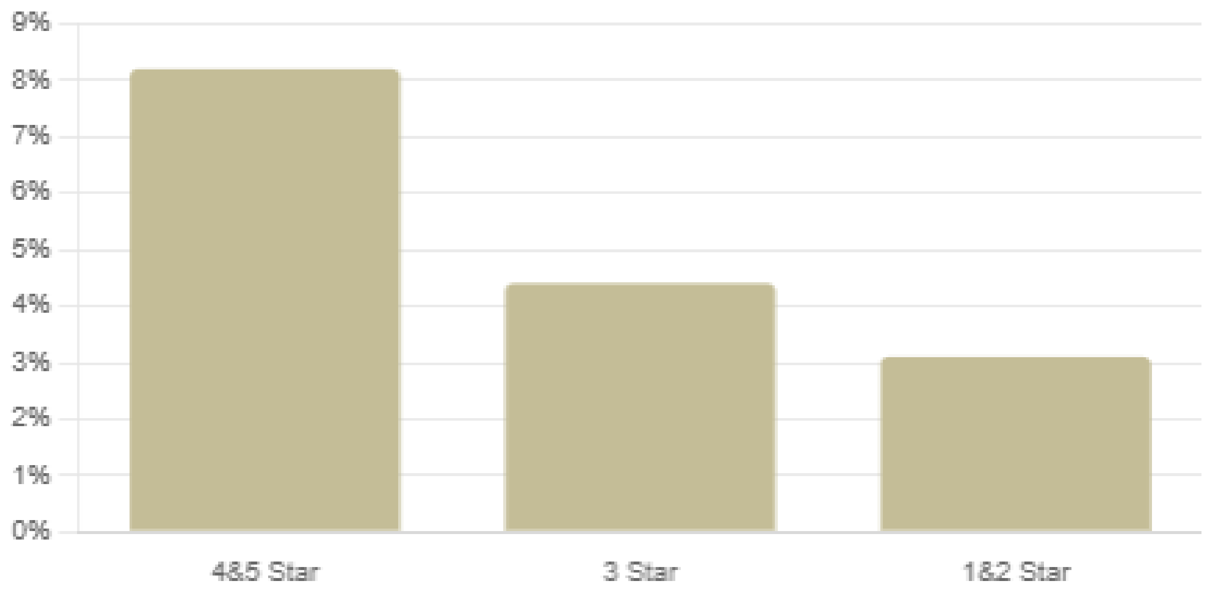
Rent Trajectory
Asking rents have grown a steady 2.7% year-over-year. Continued demand fundamentals—especially in transit-oriented and life-science corridor submarkets—should support further moderate increases.

Investor Sentiment
Investors favor core-plus and light value-add assets trading at sub-200bps over Treasuries. The balanced pipeline is expected to absorb over the next 12–18 months, preserving upside through targeted repositioning.

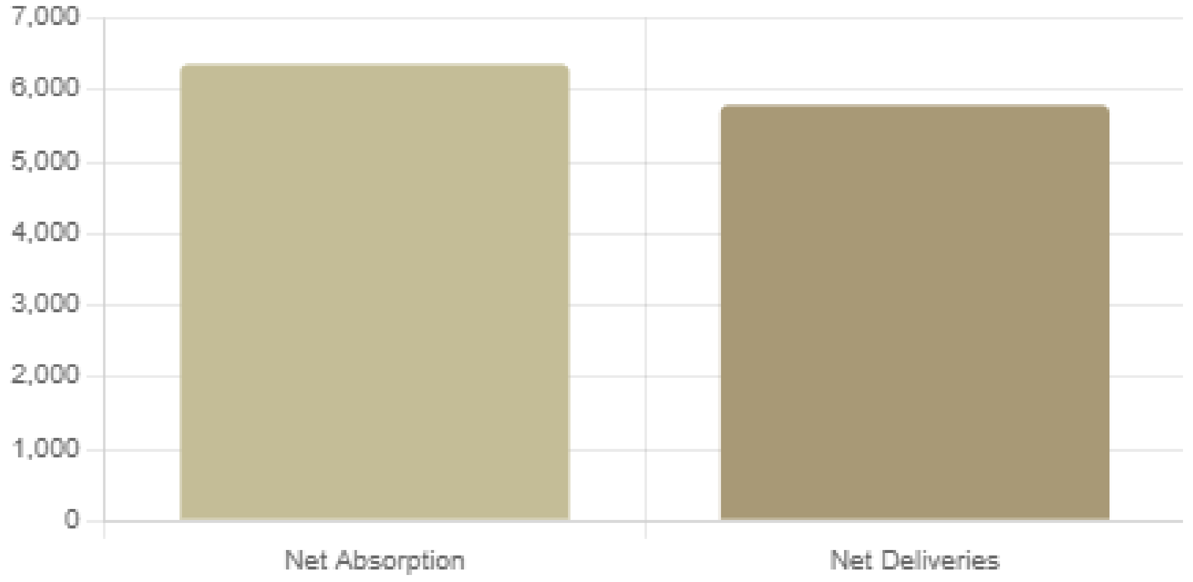
THE MARKET

BOSTON DATA

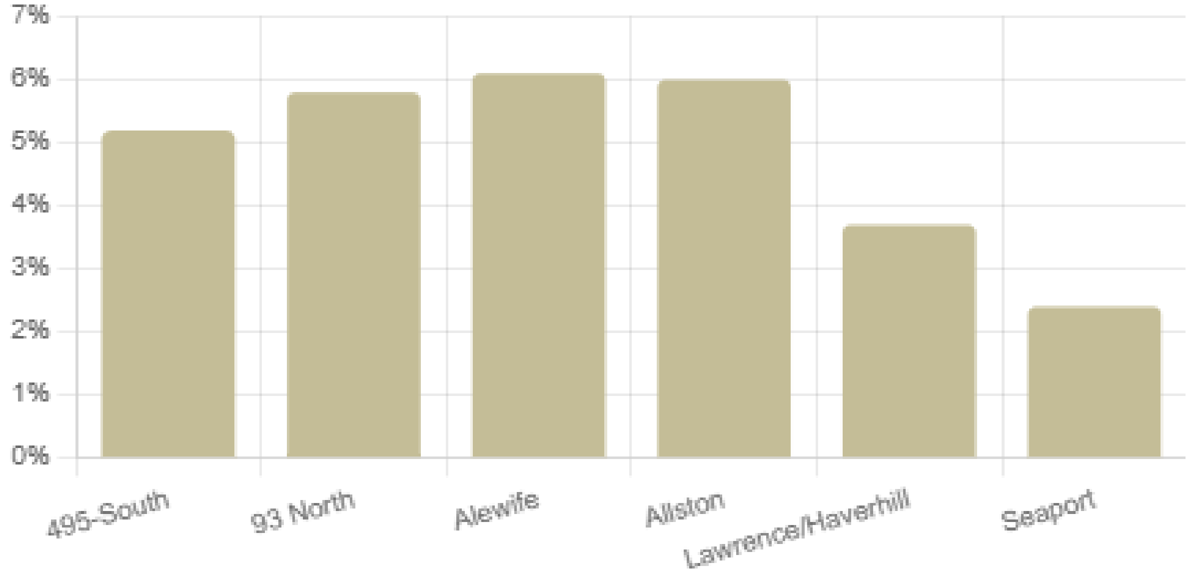
Vacancy Rate by Class



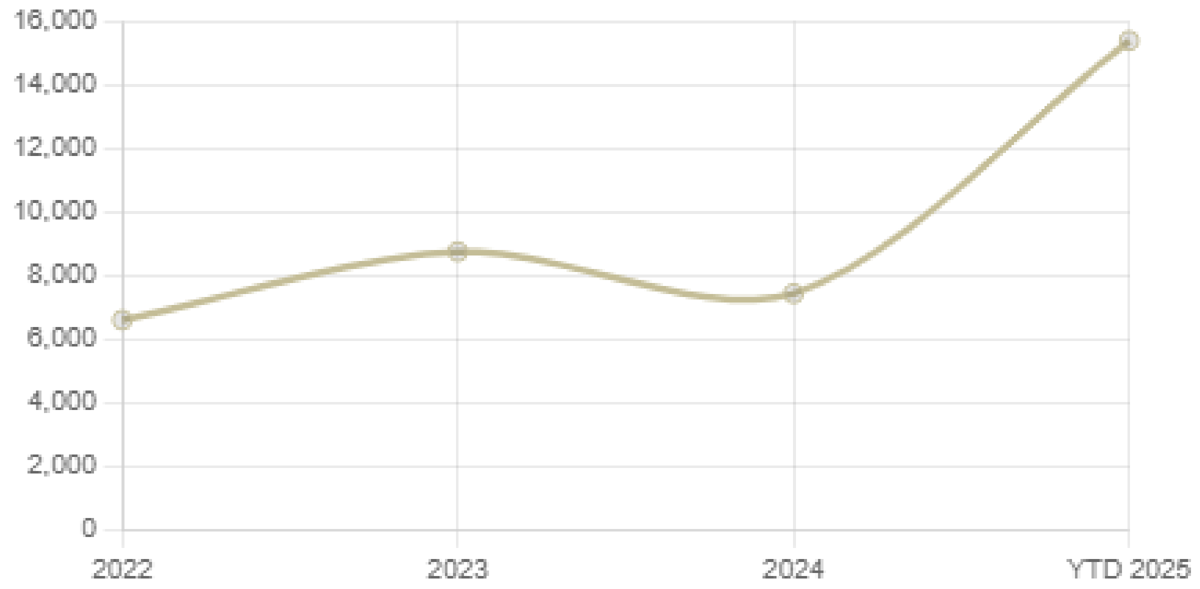
Supply vs. Absorption



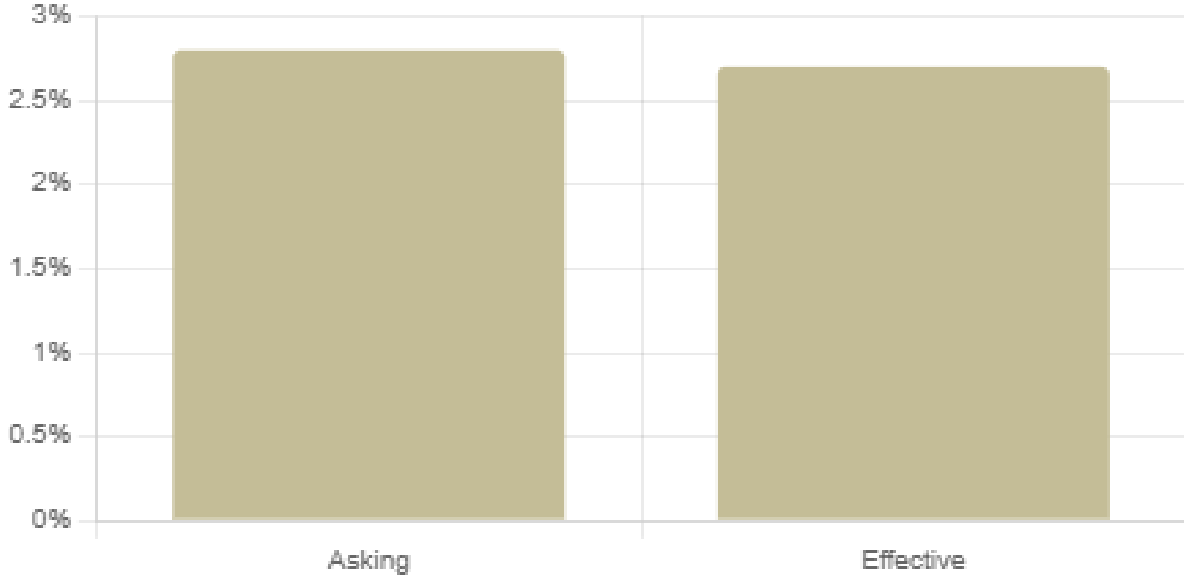
Submarket Vacancy



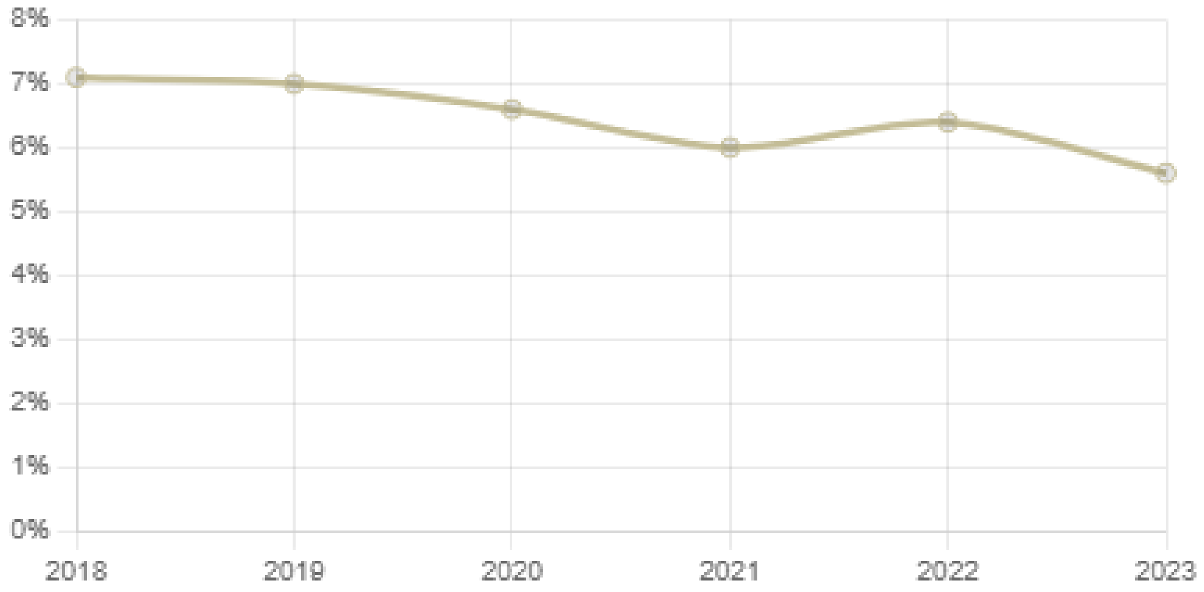
Pipeline Units



Rent Growth



Cap Rate Trends



SUB- MARKET

METHUEN, MA

MARKET OVERVIEW

Methuen sits at the northern edge of Boston's Merrimack Valley submarket, offering an attractive blend of affordability and proximity to major employment centers. As of Q2 2025, the submarket vacancy rate tightened to 3.0%, a full 60 basis points below the metro average, reflecting strong leasing demand.

SUPPLY & ABSORPTION

Over the past 12 months, 159 net units were absorbed in Methuen, keeping vacancy below long-term norms despite minimal new construction in the immediate submarket. Limited near-term pipeline in Lawrence/Haverhill (just over 700 units under construction) suggests fundamentals will remain tight.

RENT TRENDS

Rents in Methuen average $2.104 per square foot, modestly below the Boston-metro average of $2.958/sf but still demonstrating solid growth—historical rent increases have averaged around 4% annually, outpacing the metro's 2.7% growth rate.

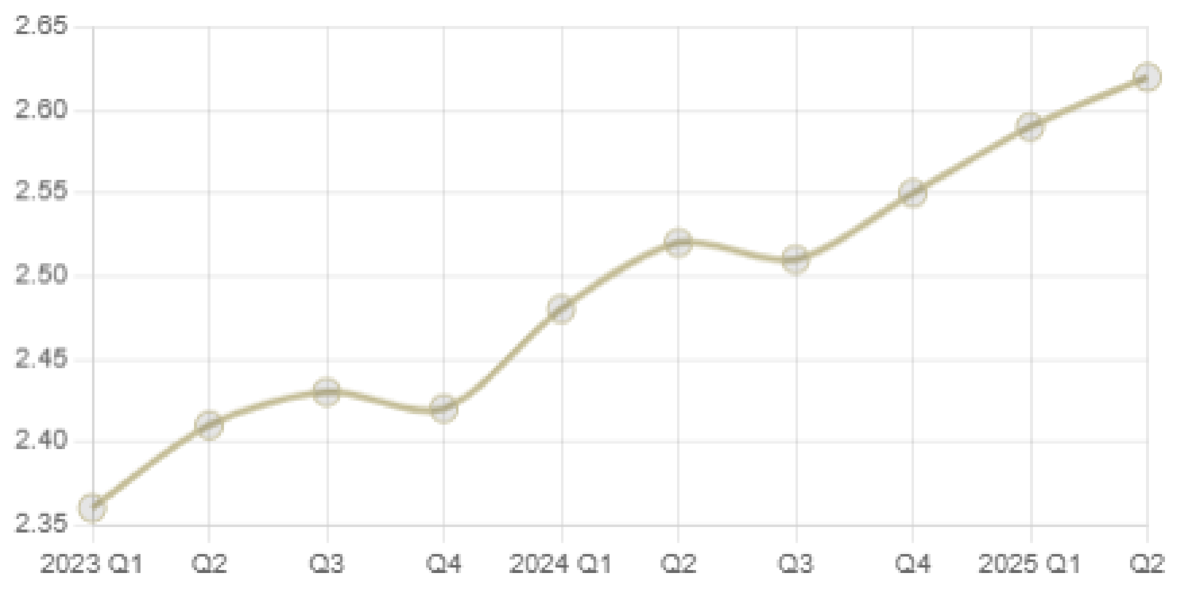
DEMAND DRIVERS

Local fundamentals are underpinned by a diversified economy: residents work in manufacturing, R&D, healthcare, and technology. Major employers like Amazon, Procter & Gamble, and Raytheon anchor the market, while easy access to Boston's life-science and higher-education corridors fuels consistent leasing velocity.

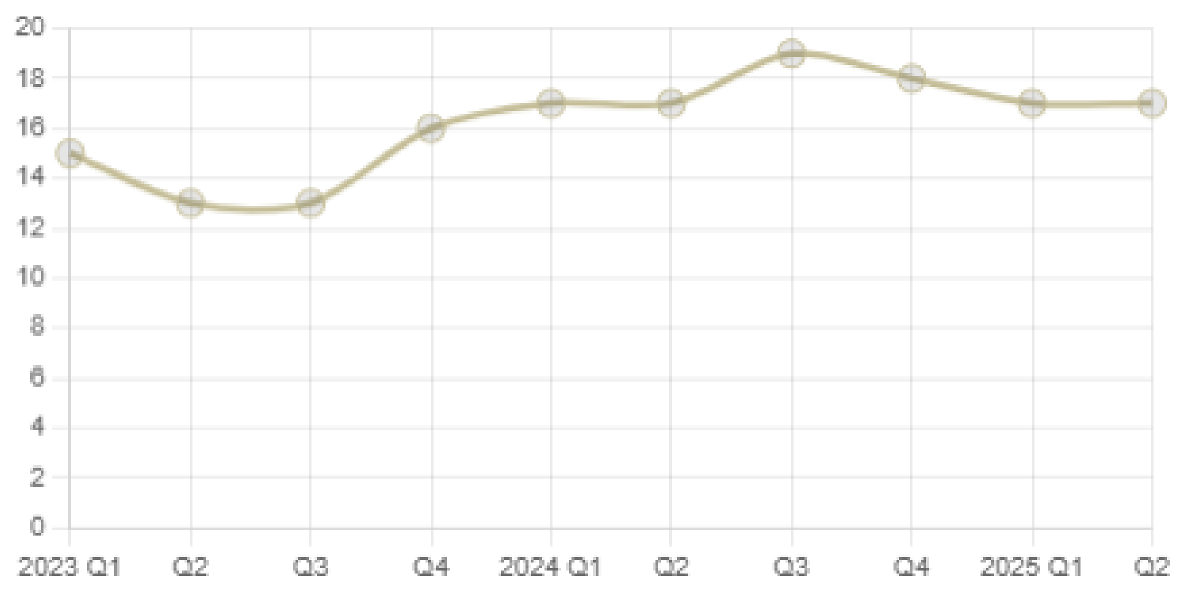
SUB- MARKET

METHUEN DATA

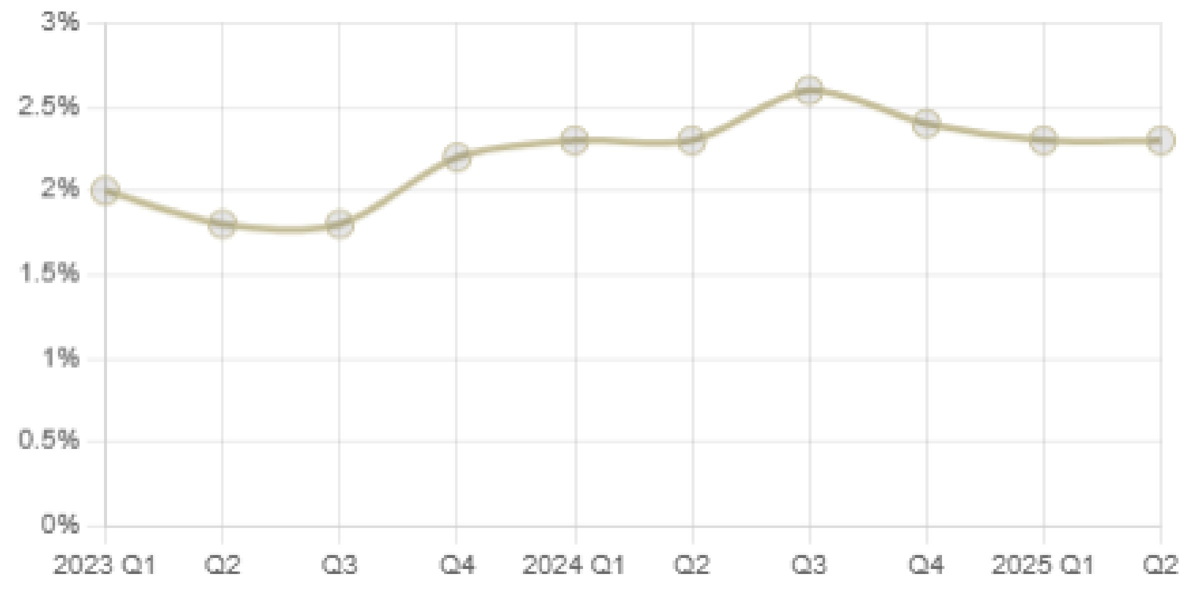
Avg Rent / SF (Last 10 Quarters)



Net Unit Absorption (Last 10 Quarters)



Vacancy Rate (Last 10 Quarters)



Under Construction Summary

Total Units
741

% of Inventory
2.3%

Avg Units/Project
185

Projects
4

Deliveries (Last 12 Months)

Units Delivered
395

Properties Delivered
5

Avg Rent / Unit
$2,461

Vacancy Rate
19.0%

SUB- MARKET

NEARBY AMENITIES

MARKET BASKET

19 Heron Dr,
Methuen, MA

1.6 mi from Ashton

THE LOOP SHOPPING CENTER

500 Phoenix Ave,
Methuen, MA

3.3 mi from Ashton

ROCKINGHAM PARK MALL

145 S Broadway,
Salem, NH

2.9 mi from Ashton

LAWRENCE GENERAL HOSPITAL

1 General St,
Lawrence, MA

2.1 mi from Ashton

GREYCOURT STATE PARK

Revolution Dr,
Methuen, MA

1.4 mi from Ashton

CVS PHARMACY

361 S Broadway,
Methuen, MA

1.5 mi from Ashton

LOWE'S HOME IMPROVEMENT

1 Holiday Dr,
Methuen, MA

2.0 mi from Ashton

ORANGETHEORY FITNESS

92 Hampshire St,
Methuen, MA

1.8 mi from Ashton

COMPS

RENTAL COMPS

ARROWPOINT AT ASHTON

Address: 11 Ashton Place, Methuen
Year Built: 1963
Units: 30
Avg Rent: $1,671

Unit Type	Avg Rent
Studio	$1,352
1 Bed	$1,850
2 Bed	$1,919

PRINCETON AT MT. VERNON

Address: 479 S Broadway, Lawrence
Year Built: 1970
Units: 144
Avg Rent: $2,060

Unit Type	Avg Rent
1 Bed	$1,990
2 Bed	$2,130

LOWELL ARMS APARTMENTS

Address: 193 Lowell St, Methuen
Year Built: 1971
Units: 48
Avg Rent: $2,060

Unit Type	Avg Rent
1 Bed	$2,070
2 Bed	$2,050

SAUNDERS CROSSING

Address: 11 Diamond St, Lawrence
Year Built: 1972
Units: 222
Avg Rent: $2,190

Unit Type	Avg Rent
1 Bed	$1,860
2 Bed	$2,280
3 Bed	$2,410

COLONIAL VILLAGE

Address: 27 Independence Dr, Methuen
Year Built: 1970
Units: 148
Avg Rent: $2,080

Unit Type	Avg Rent
1 Bed	$1,810
2 Bed	$2,090
3 Bed	$2,330

226 COMMON

Address: 226 Common St, Lawrence
Year Built: 2022
Units: 41
Avg Rent: $2,580

Unit Type	Avg Rent
Studio	$2,340
1 Bed	$2,390
2 Bed	$2,710

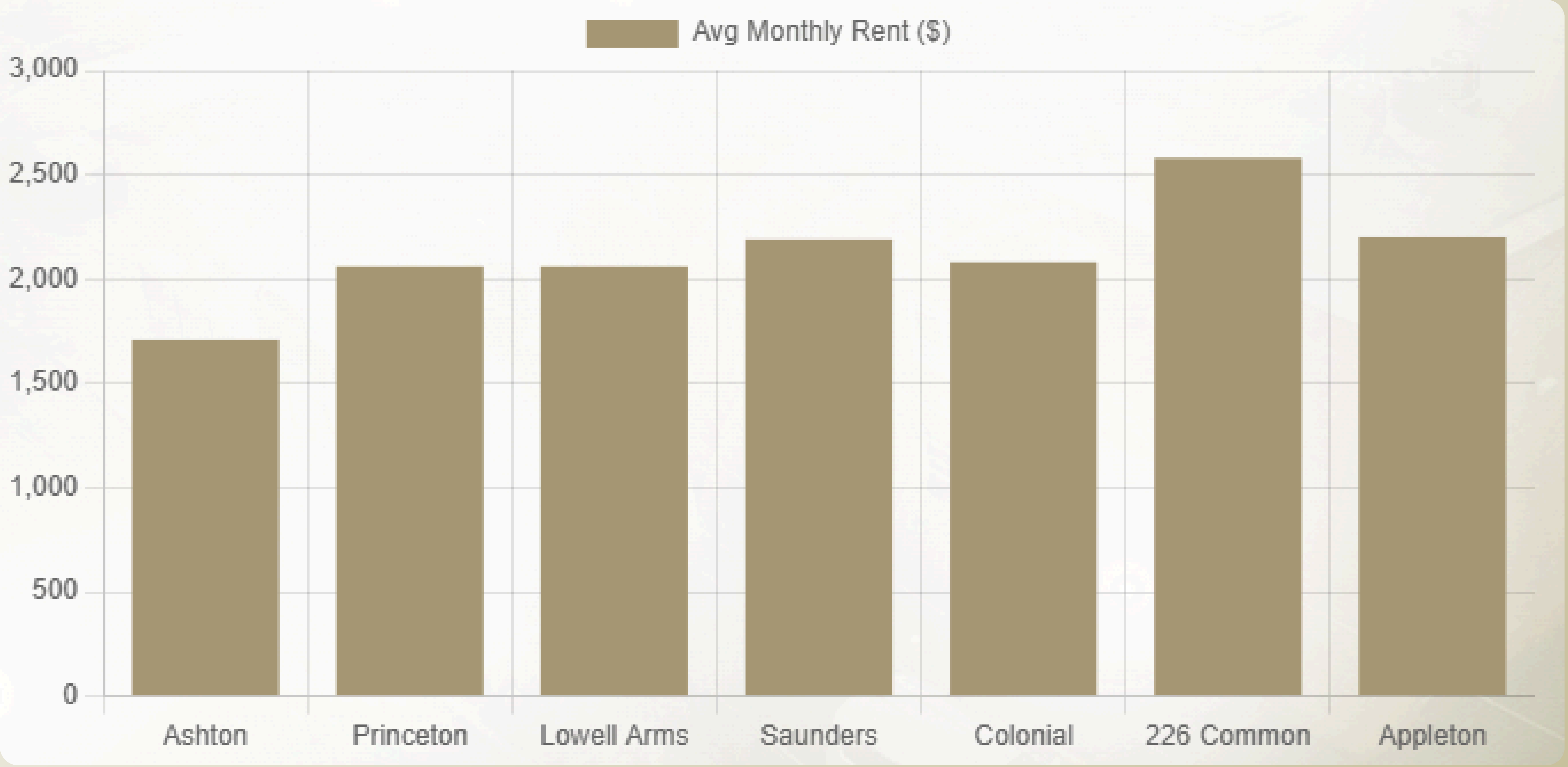
APPLETON SQUARE

Address: 171 East St, Methuen
Year Built: 1988
Units: 140
Avg Rent: $2,200

Unit Type	Avg Rent
1 Bed	$1,970
2 Bed	$2,220
3 Bed	$2,490

COMPS

RENTAL COMPS



COMPS

SALES COMPS

ARROWPOINT AT ASHTON

Address: 11 Ashton Place, Methuen, MA 01844
Year Built: 1963 (Renovated 2018)
Units: 30
Vacancy: 3.1%
Sale Date: 7/24/2025
Sale Price: $7,100,000
Price/Unit: $236,666
Price/SF: $413

ARROWPOINT AT SOUTH GROVE

Address: 0–2 S Grove St, Haverhill, MA
Year Built: 1908
Units: 40
Vacancy: 2.5%
Sale Date: 4/2/2025
Sale Price: $12,100,000
Price/Unit: $302,500
Price/SF: $292

105 STATE ST

Address: 105 State St, Newburyport, MA
Year Built: 1850
Units: 14
Vacancy: –
Sale Date: 4/1/2025
Sale Price: $3,000,000
Price/Unit: $214,286
Price/SF: $512

APPLETON OAKS

Address: 241 Drakeside Rd, Hampton, NH
Year Built: 2004
Units: 113
Vacancy: 0%
Sale Date: 4/1/2025
Sale Price: $31,500,000
Price/Unit: $278,761
Price/SF: $268

WASHINGTON MILL 240

Address: 240–270 Canal St, Lawrence, MA
Year Built: 1880
Units: 435
Vacancy: 5.1%
Sale Date: 10/17/2024
Sale Price: $121,750,000
Price/Unit: $279,885
Price/SF: $362

THE ELLIS FACTORY

Address: 24 Essex St, Haverhill, MA
Year Built: 1920
Units: 59
Vacancy: 0%
Sale Date: 10/8/2024
Sale Price: $13,700,000
Price/Unit: $232,203
Price/SF: $230

TUDOR CREST ESTATES

Address: 2 Autumn Way, Seabrook, NH
Year Built: 1993
Units: 36
Vacancy: 0%
Sale Date: 6/5/2024
Sale Price: $9,100,000
Price/Unit: $252,778
Price/SF: $236

FINANCIALS
DEBT TERMS

Loan Type	Agency (Freddie Mac), Non-Recourse
Loan Proceeds	$4,970,000
Interest Only (mos)	36
Amortization (yrs)	30
Interest Rate	5.93% - Fixed
Term (yrs)	5
Pre-Payment Penalty	3%, 2%, 1%, 1%, 1% (last 3 mos open)
Max LTV/LTC	70%
Origination Fee	0.50%

FINANCIALS

SOURCES & USES

Sources	$	$/Unit	%
Senior Debt	$4,970,000	$165,667	66.09%
Equity	$2,550,000	$85,000	33.91%
GP / Sponsor Equity	$300,000	$10,000	11.76%
LP / JV Equity	$2,250,000	$75,000	88.24%
Total Sources	**$7,520,000**	**$250,667**	100.00%
Uses	$	$/Unit	%
Purchase Price	$7,100,000	$236,667	94.41%
Working Capital / CapEx Budget	$119,000	$3,967	1.58%
Transactional Costs	$173,950	$5,798	2.31%
Acquisition Fee	$106,500	$3,550	1.42%
Legal & Due Diligence	$20,550	$685	0.27%
Total Uses	**$7,520,000**	**$250,667**	100.00%

FINANCIALS

CAPITAL STACK

GP (Class B) $300,000	**GP (Class B)** The Sponsor's $300K investment sits alongside that of LP investors, and is treated to the same return structure. Then, once all Class A preferred distributions have been met, the Sponsor, in a Class B capacity, participates in the carried interest (“promote”), sharing in the upside profits above the hurdle thresholds, thereby aligning its interests with those of the LPs.
LP (Class A) $2,250,000	**Limited Partner (Class A)** Class A investors hold a subordinate position only to the debt. Operational cash flow will be distributed quarterlon a pari-passu basis until the first hurdle rate of 8% is achieved (preferred return). Then, any profits from a sale will be distributed on an 85/15 basis in favor of the Class A investors, until the second hurdle rate, 15%, is achieved, then on a 75/25 basis in favor of the Class A investors above the 15% return threshold.
Debt $4,970,000	**Debt** Debt is first in the capital stack and carries the senior position. It must be paid back before any equity distributions occur.

FINANCIALS

PROFORMA | REVENUE

REVENUE	$/Unit/SF	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Potential Rent	$23,258	$697,740	$718,672	$740,232	$762,439	$785,313
Gross Potential Income	**$23,258**	**$697,740**	**$718,672**	**$740,232**	**$762,439**	**$785,313**
Vacancy Loss	$698	($20,932)	($21,560)	($22,207)	($22,873)	($23,559)
Loss to Lease	$1,722	($51,650)	($10,780)	($11,103)	($11,437)	($11,780)
Bad Debt	$116	($3,489)	($3,593)	($3,701)	($3,812)	($3,927)
Net Rental Income	**$20,722**	**$621,669**	**$682,739**	**$703,221**	**$724,317**	**$746,047**
Other Income						
NSF/Late Fees	$43	$1,300	$1,339	$1,379	$1,421	$1,463
Laundry Income	$250	$7,500	$7,725	$7,957	$8,195	$8,441
Pet Fee Income	$100	$3,000	$3,090	$3,183	$3,278	$3,377
Termination Fee	$133	$4,000	$4,120	$4,244	$4,371	$4,502
Total Other Income	**$527**	**$15,800**	**$16,274**	**$16,762**	**$17,265**	**$17,783**
Effective Gross Income	**$21,249**	**$637,469**	**$699,013**	**$719,983**	**$741,582**	**$763,830**
Total EGI per Unit			*$23,300*	*$23,999*	*$24,719*	*$25,461*

FINANCIALS

PROFORMA | EXPENSES & NOI

OPERATING EXPENSES						
Insurance	$600	$18,000	$18,540	$19,096	$19,669	$20,259
Property Management Fees	$1,062	$31,873	$34,951	$35,999	$37,079	$38,191
Legal & Administrative	$267	$8,000	$8,240	$8,487	$8,742	$9,004
Utilities	$900	$27,000	$27,810	$28,644	$29,504	$30,389
General R&M	$1,500	$45,000	$46,350	$47,741	$49,173	$50,648
Real Estate Taxes	$1,831	$54,933	$63,850	$65,766	$67,739	$69,771
Total Operating Expenses	**$6,160**	**$184,807**	**$199,741**	**$205,733**	**$211,905**	**$218,262**
Total Expenses per Unit			*$6,658*	*$6,858*	*$7,064*	*$7,275*
OPERATING EXPENSES						
Insurance	$600	$18,000	$18,540	$19,096	$19,669	$20,259
Property Management Fees	$1,062	$31,873	$34,951	$35,999	$37,079	$38,191
Legal & Administrative	$267	$8,000	$8,240	$8,487	$8,742	$9,004
Utilities	$900	$27,000	$27,810	$28,644	$29,504	$30,389
General R&M	$1,500	$45,000	$46,350	$47,741	$49,173	$50,648
Real Estate Taxes	$1,831	$54,933	$63,850	$65,766	$67,739	$69,771

NOI	**$15,089**	**$452,662**	**$499,272**	**$514,250**	**$529,677**	**$545,568**
NOI per Unit			*$16,642*	*$17,142*	*$17,656*	*$18,186*

FINANCIALS
PROFORMA | EXPENSES & CASH FLOW

CORPORATE EXPENSES						
Legal		$1,733	$1,785	$1,839	$1,894	$1,951
Accounting/Admin		$1,850	$1,906	$1,963	$2,022	$2,082
Total Corporate Expenses		**$3,583**	**$3,691**	**$3,802**	**$3,916**	**$4,033**
Net Cash Flow Before Debt		**$449,079**	**$495,581**	**$510,448**	**$525,762**	**$541,535**
DEBT SERVICE						
Senior Loan		($294,721)	($294,721)	($294,721)	($354,892)	($354,892)
Net Cash Flow After Debt		**$154,358**	**$200,860**	**$215,727**	**$170,869**	**$186,642**

FINANCIALS

WATERFALL

From %	Up To %	Split (Class A / Class B)
0.00%	8.00%	100 / 0
8.00%	15.00%	85 / 15
15.00%	100.00%	75 / 25

FINANCIALS
SENSITIVITY ANALYSIS

Exit Cap Rate	IRR (Gross)	IRR (Net)
5.50%	19.56%	18.49%
5.75%	17.67%	16.53%
6.00% Base Case	15.82%	14.60%
6.25%	14.01%	12.69%
6.50%	12.21%	10.80%

TEAM

ARROWPOINT PROPERTIES

ARROWPOINT PROPERTIES

50+ Years

$227M Portfolio

1200+ Units

Strategy Overview

Improved NOI from renovations

Repositioned tenant base

Cap rate compression from improved neighborhood

Goal

Increase cash flow & reposition the property for appreciation in 12–36 months

TEAM

CASE STUDIES

Highland Estates

Location	Pelham, NH
Units	48
Acquisition	Aug 2015 · $4.3M
Disposition	Dec 2017 · $5.25M
Hold Period	27 months
NOI @ Acq.	$309,542
NOI @ Exit	$347,580
Return	22.81% IRR · 1.82× EM

Rivers Edge

Location	Haverhill, MA
Units	164
Acquisition	Aug 2016 · $15.6M
Disposition	Jul 2019 · $21.8M
Hold Period	35 months
Rent @ Acq.	$1,112
Rent @ Exit	$1,267
Return	32.12% IRR · 2.16× EM

Union Grove

Location	Methuen, MA
Units	36
Acquisition	Apr 2018 · $3.89M
Disposition	Jun 2021 · $6.5M
Hold Period	38 months
Rent @ Acq.	$905
Rent @ Exit	$1,400
Return	26.0% IRR · 1.97× EM

TEAM
ARROWPOINT PROPERTIES

David Lamattina
Founder & Owner

603-289-1372
david@arrowpointproperties.com

Experienced owner/operator in MFH since 2004.

1,500+ units acquired/sold, $250M aggregate value.
Expertise across deal analysis, acquisitions, property & construction management, asset management and dispositions.

Track record in raising private equity from institutional and accredited investors and providing above-average returns on invested capital.

Jay Goldberg
Managing Partner

978-239-6087
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Experienced in residential & commercial properties since 2003.

Has acquired, renovated, and managed hundreds of MFH units while delivering compounded value.

Deep relationships, market knowledge and background in leading all aspects of real estate transactions.

Background at Ernst & Young's Real Estate Consulting Transaction Group, Merchandise Mart Properties in Chicago, and holds a Massachusetts real estate license.

Anthony Arone
Managing Partner

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Experienced investment professional and founding principal of NextVenture LLC.

NextVenture deploys investor capital in RE development & SME growth opportunities.

BS in Engineering from Brown; MS in Engineering from Boston University; MBA from MIT Sloan School of Management.

Background in consulting & advising on valuation, strategy, real estate development, and risk management. Managed M&A and valuation at Gordon Brothers and corporate strategy at American Science & Engineering.

THANK YOU

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