# Hunter's Way

PADS + HOMES

2005 - 2009

5.78

YEAR BUILT

**ACRES** 





OFFERING MEMORANDUM

7008 N CR 1500 Shallowater, TX





## Presented By:

#### **INVESTMENT SALES**

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#### Offering procedures

- Letter of intent
- Resume and/or business letter indicating assets owned
- Transaction references
- Banking references
- Source of equity for acquisition

#### Property tours

Prospective investors are encouraged to visit the subject property prior to submitting an offer. Please do not contact the on-site management or staff without prior approval. All property showings are by appointment only. Please contact us for more details.

#### Sales conditions

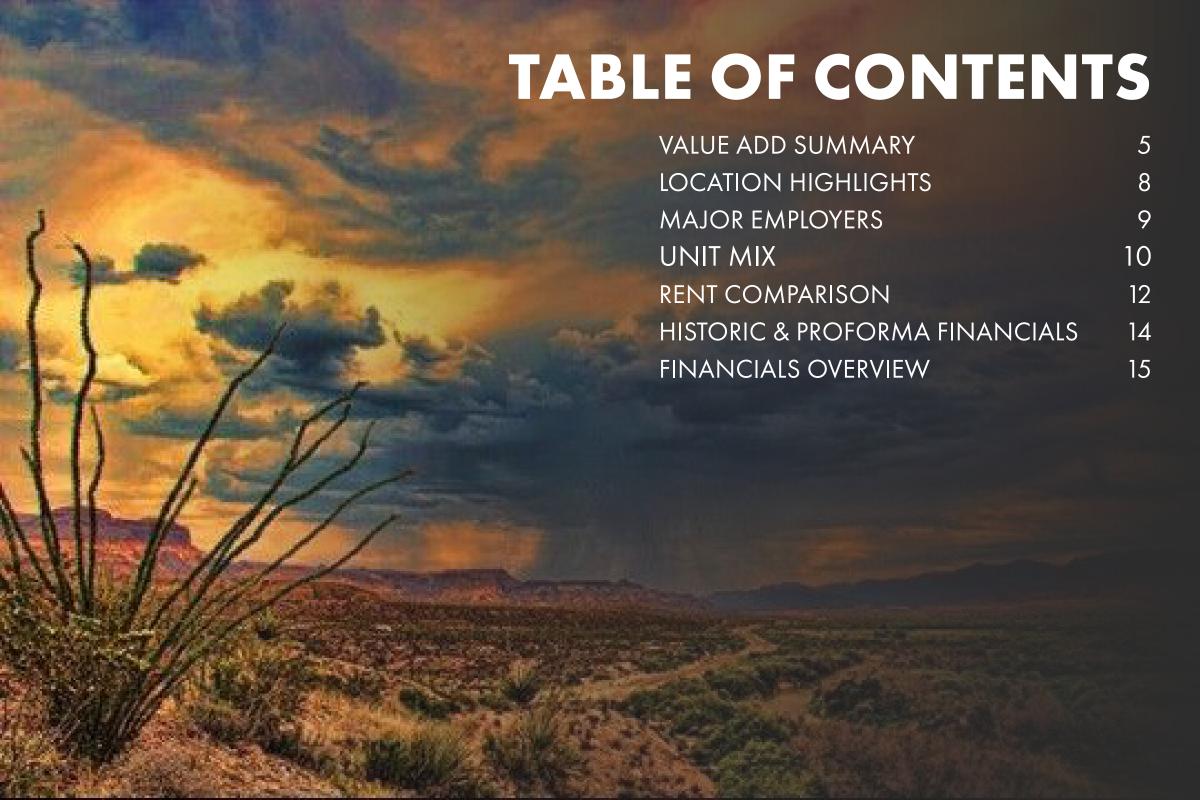
Interested prospective investors should be aware that the owner of the property is selling the property in as-is, where-is condition with all faults, if any, and without representations or warranties of any kind of nature, expressed or implied, written or oral.

#### Communications

All communications, inquiries and requests, including property tours, should be addressed to the listing agent.







Property Name	Hunter's Way
Address	7008 N CR 1500
Market	Shallowater (Lubbock MSA)
No. Of Units	16
Year Built (Mobile Homes)	2005-2009
Year Built (Single Family Homes)	Unknown
# of Buildings	16
# of Stories	1

TAX INFORMATION	Lubbock CAD
Parcel ID	R321369, R321364, R321362, R321362, R97698, R321367, R321373, R321365, R321368, R321366, R321372, R321371, R321363, R321374, R321370, R321361
Current Assessed Value (2024)	\$249,708
Tax Rate	1.71%
Land Area	5.78 Acres

#### UTILITIES

Electricity	Paid by Tenant
Water and Sewer	Well Water and Septic - Paid by Owner
Trash	Paid by Owner
Gas	NA
Telephone	Paid by Tenant
Cable	Paid by Tenant
Internet	Paid by Tenant

CONSTRUCTION	
Style	Mobile Homes, Single Family
Roof	Pitched composition
HVAC	Individual HVAC
Electricity	Individually Metered
Hot Water	Individual electric
SCHOOLS	
Elementary	Shallowater ISD
Junior High	Shallowater ISD
High School	Shallowater ISD
Colleges and Universities	Texas Tech, LCU, South Plains College
LAUNDRY	
Washer/Dryer Connections	In unit
Contract Term Remaining	NA
PERSONNEL	
Management Company	Owner managed
Leasing Office	None on site
Maintenance	None on site

Property Name: Market: Units: Year of Construction of mobile homes:	Hunter's Way Shallowater (Lubbock MSA) 16 2005-2009
Price: Renovation of one single family home: All In Costs: Loan Amount: Equity Needed:	\$795,000 \$35,000 \$873,723 \$559,000 \$314,723
In Place NOI: In Place Cap Rate: Stabilized NOI: Stabilized Cap Rate:	\$69,673 8.8% \$71,178 9.0%
Value Add Plan: Sell off 16 homes @ 75k each Annual lot rent \$300/space/mo	\$1,200,000 \$57,600

### **EXECUTIVE SUMMARY**

Hunter's Way Mobile Home Community consists of 14 mobile homes and 2 single family residences on 5.78 acres. The current rents average \$729 and include the lot rent and rent for the unit. Potential ways to boost the value would be to sell off the mobile homes and charge lot rent only, and owner finance them. The owner currently pays the water/sewer/trash bill. This is a good opportunity to own affordable housing in a great school district.

### Excellent Location 15 Minutes from Lubbock

Hunter's Way Mobile Home Community is located northwest of Lubbock in Shallowater TX. Shallowater ISD is a very desirable and top-rated school district. The Lubbock MSA population is a estimated at over 329,000 people as of 2023.









711 38.4

Population Median Age



1.1%

2024 Unemployment Rate



2.16%

2023-2028 Population: Annual Growth Rate

## 3 miles



5,762

Population Median Age

37.9



2.5%

2024 Unemployment Rate

1.43%

2023-2028 Population: Annual Growth Rate



10,967 Population

37.6 Median Age



2.6%

2024 Unemployment Rate

1.28%

2023-2028 Population: Annual Growth Rate

#### **HOUSING STATS**



Median Home Value



% Rentals

\$74,007

Median Household Income



**Vacant Housing Units** 

Household Size

63 Rental Unit Demand

\$276,165 Median Home Value



% Rentals

**HOUSING STATS** 

\$73,903 Median Household



6.7% Vacant Housing Units

Household Size



Rental Unit Demand

\$278,284 Median Home Value

26.4% % Rentals

\$77,008

Median Household Income

**HOUSING STATS** 

9.5%

Vacant Housing Units

Household Size

1,041

Rental Unit Demand

#### **Housing Costs**

Average Mortgage \$1,548

> **Average Rent** \$1,415

\$200 \$400 \$600 \$800 \$1,000 \$1,200 \$1,400 \$1,600 \$1,800 \$2,000 \$2,200

#### **Housing Costs**

\$200 \$400 \$600 \$800 \$1,000 \$1,200 \$1,400 \$1,600 \$1,800 \$2,000

## Average Mortgage \$1,447 **Average Rent** \$1,412

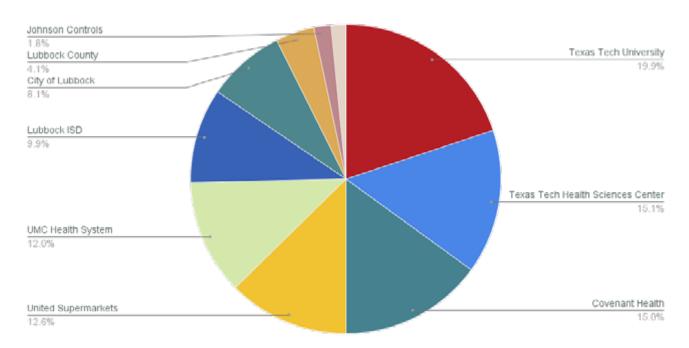
#### **Housing Costs**

**Average Mortgage** \$1,492

**Average Rent** \$1,333

\$200 \$400 \$600 \$800 \$1,000 \$1,200 \$1,400 \$1,600 \$1,800 \$2,000

	Company	Industry	Employees
1	Texas Tech University	Education	6,635
2	Texas Tech Health Sciences Center	Education	5,017
3	Covenant Health	Hospitals	5,000
4	United Supermarkets	Supermarket	4,199
5	UMC Health System	Hospitals	4,000
6	Lubbock ISD	Education	3,300
7	City of Lubbock	Municipal	2,700
8	Lubbock County	Municipal	1,355
9	Johnson Controls	Manufacturing	600
10	UMC Physician Network Services	Medical	500



## Hunter's Way 7008 N CR 1500

Property Overview							
Units	16						
Occupancy	96%						
Year Built	2005-2009						
Utilities	Tenants pay electric, Owner pays water/sewer/trash						

Unit Type	No. of Units	Avg. SF	Asking Rent				
Hunter's Way Mobile Homes	14	934	\$725				
2 BR house	1	1000	\$750				
Front house	1	1008	\$770				
Totals / Avg.	16	943	\$729				

<sup>\*</sup>Mobile Home/House Sq Ft Averages are Estimates

GPR	\$140,040
<b>GPR / Month</b>	\$11,670





		2023	Nov	2024 T11	Stabilized		
Rental Income							
Gross Potential Rents	\$	140,040	\$	140,040	\$	144,941	
Economic Vacancy	\$	(30,738)	\$	(13,070)	\$	(14,494)	
Net Rental Income	<u>\$</u>	<u>109,302</u>	<u>\$</u>	<u>126,970</u>	<u>\$</u>	<u>130,447</u>	
Gross Operating Income	<u>\$</u>	<u>109,302</u>	<u>\$</u>	<u>126,970</u>	<u>\$</u>	<u>130,447</u>	
Operating Expenses							
Repairs & Maintenance	\$	19,007	\$	21,238	\$	20,800	
Management Fee	\$	10,931	\$	12,746	\$	13,045	
Property Taxes	\$	4,697	\$	3,359	\$	4,758	
Insurance	\$	11,246	\$	15,549	\$	14,400	
Cleaning	\$	2,320	\$	1,013	\$	2,320	
Supplies	\$	16	\$	111			
Trash	\$	3,831	\$	3,282	\$	3,946	
Total Operating Expenses	<u>\$</u>	<u>52,048</u>	<u>\$</u>	<u>57,297</u>	<u>\$</u>	<u>59,269</u>	
Net Operating Income (NOI)	<u>\$</u>	<u>57,254</u>	<u>\$</u>	<u>69,673</u>	<u>\$</u>	<u>71,178</u>	

Income	Nov '24 T11	% of GPR	Per Unit	Stabilized	% of GPR	Per Unit
<b>Gross Potential Rents</b>	\$140,040	100.0%	\$8,753	\$144,941	100.0%	\$9,059
Economic Vacancy	-\$13,070	-9.3%	-\$817	-\$14,494	-10.0%	-\$906
Net Rental Income	\$126,970	90.7%	\$7,936	\$130,447	90.0%	\$8,153
Total Operating Income	\$126,970	90.7%	\$7,936	\$130,447	90.0%	\$8,153
Expenses		% of GPR	Per Unit	Stabilized	% of GPR	Per Unit
Repairs & Maintenance	\$21,238	15.2%	\$1,327	\$20,800	14.4%	\$1,300
Management Fee	\$12,746	9.1%	\$797	\$13,045	9.0%	\$815
Property Taxes	\$3,359	2.4%	\$210	\$4,758	3.3%	\$297
Insurance	\$15,549	11.1%	\$972	\$14,400	9.9%	\$900
Cleaning	\$1,013	0.7%	\$63	\$2,320	1.6%	\$145
Supplies	\$111	0.1%	\$7	\$0	0.0%	\$0
Trash	\$3,282	2.3%	\$205	\$3,946	2.7%	\$247
Total Expenses	\$57,297	40.9%	\$3,581	\$59,269	40.9%	\$3,704
Net Operating Income	\$69,673	49.8%	\$4,355	\$71,178	49.1%	\$4,449

Income	No	v '24 T11	,	Year 1	Year 2	,	Year 3	Year 4	,	Year 5
Gross Potential Rents	\$	140,040	\$	144,941	\$ 150,014	\$	155,265	\$ 160,699	\$	166,324
Economic Vacancy	\$	(13,070)	\$	(14,494)	\$ (15,001)	\$	(15,526)	\$ (16,070)	\$	(16,632)
Net Rental Income	\$	126,970	\$	130,447	\$ 135,013	\$	139,738	\$ 144,629	\$	149,691
Total Operating Income	\$	126,970	\$	130,447	\$ 135,013	\$	139,738	\$ 144,629	\$	149,691
Europe										
Expenses										
Repairs & Maintenance	\$	21,238	\$	20,800	\$ 21,424	\$	22,067	\$ 22,729	\$	23,411
Management Fee	\$	12,746	\$	13,045	\$ 13,501	\$	13,974	\$ 14,463	\$	14,969
Property Taxes	\$	3,359	\$	4,758	\$ 4,901	\$	5,048	\$ 5,199	\$	5,355
Insurance	\$	15,549	\$	14,400	\$ 14,832	\$	15,277	\$ 15,735	\$	16,207
Cleaning	\$	1,013	\$	2,320	\$ 2,390	\$	2,461	\$ 2,535	\$	2,611
Trash	\$	3,282	\$	3,946	\$ 4,065	\$	4,187	\$ 4,312	\$	4,442
Total Expenses	\$	57,297	\$	59,269	\$ 61,112	\$	63,013	\$ 64,974	\$	66,995
Net Operating Income	\$	69,673	\$	71,178	\$ 73,901	\$	76,725	\$ 79,656	\$	82,696

	Cı	urrent	,	Year 1	,	Year 2	,	Year 3	`	Year 4	,	Year 5
Net Operating Income	\$	69,673	\$	71,178	\$	73,901	\$	76,725	\$	79,656	\$	82,696
Cash Flows												
Annual Debt Service			\$	59,279	\$	59,279	\$	59,279	\$	59,279	\$	59,279
Cash Flow			\$	11,899	\$	14,621	\$	17,446	\$	20,376	\$	23,417
	•											
Debt Paydown												
Loan Paydown			\$	10,793	\$	11,776	\$	12,849	\$	14,019	\$	15,296
Outro Anni etc	ı											
Sales Analysis			Φ.	1 026 740	Φ,	1 064 004	Φ,	1 007 027	Φ.	1 111 560	Φ.	1 1 1 2 1 0 1
Projected Sales Price Cost of Sale				1,036,740 72,572	ъ \$	1,061,904 74,333		1,087,837 76,149	ъ \$	1,114,563 78,019	ъ \$	1,142,104 79,947
Loan Balance			\$ \$	548,207	Ф \$	536,431	\$ \$	523,582	Ф \$	509,563	Ф \$	79,947 494,267
Refunded Reserves and Prepaids			φ \$	34,158	φ \$	34,158	φ \$	34,158	Ф \$	34,158	φ \$	34,158
Sales Proceeds			φ \$	450,120	φ \$	485,297	φ \$	522,264	φ \$	561,138	φ \$	602,048
Odics i rocceds			Ψ	700,120	Ψ	400,201	Ψ	022,20 <del>+</del>	Ψ	301,100	Ψ	002,040
Return Metrics												
DSCR		1.18		1.20		1.25		1.29		1.34		1.40
Cap Rate / Yield on Cost	;	8.4%		8.6%		8.9%		9.2%		9.6%		10.0%
Total Return				7.2%		8.4%		9.6%		10.9%		12.3%
<b>Equity Multiple</b>				1.5		1.6		1.8		2.0		2.2
Cash on Cash Return				3.8%		4.6%		5.5%		6.5%		7.4%
Average Cash on Cash Return				3.8%		4.2%		4.7%		5.1%		5.6%
Unlevered IRR				23.2%		16.5%		14.4%		13.4%		12.8%
Levered IRR				46.8%		27.9%		22.3%		19.6%		18.0%
	I											
Assumptions:				0.50/		0.50/		0.50/		0.50/		0.50/
Rental and Other Income Growth				3.5%		3.5%		3.5%		3.5%		3.5%
Vacancy				10.0% 3.0%		10.0%		10.0%		10.0%		10.0% 3.0%
Expense Growth				3.0%		3.0% 35.0%		3.0% 35.0%		3.0% 35.0%		35.0%
Property Tax Assessment % Exit Cap Rate				7.0%		7.1%		7.2%		7.3%		35.0% 7.4%
Cost of Sale				7.0%		7.1%		7.2% 7.0%		7.3% 7.0%		7.4% 7.0%
COST OF SAIR				7.070		1.070		1.070		1.070		7.070

<sup>\*</sup>Projected Sales Price based on following year's tax adjusted NOI

#### Financing

	Bank
Loan to Value:	64%
Loan Amount:	\$559,000
Interest Rate:	8.75%
Amortization:	240
Term:	5
Years of Interest Only:	-
Loan Starting Year:	1
Amortized Monthly Payment:	\$4,940
Annual Debt Service:	\$59,279



<sup>\*</sup> This proforma is based on multiple assumptions and is not a guarantee of future performance. Actual results may vary.



#### Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

#### TYPES OF REAL ESTATE LICENSE HOLDERS:

- . A BROKER is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A SALES AGENT must be sponsored by a broker and works with clients on behalf of the broker.

#### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- · Put the interests of the client above all others, including the broker's own interests;
- · Inform the client of any material information about the property or transaction received by the broker;
- . Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

#### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- · Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- . Must not, unless specifically authorized in writing to do so by the party, disclose:
- o that the owner will accept a price less than the written asking price;
- o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
- any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

#### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- . The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- . Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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Pam Titzell Licensed Supervisor of Sales Agent/ Associate	0465722 License No.	<u>pamtitzell@kw.com</u> Email	(806)	773-0088 Phone
Sales Agent/Associate's Name	License No.	Email	_	Phone
Buyer/Tena				

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

Greg Brownd

Keler Williams Realty, Inc.

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All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Keller Williams Lubbock in compliance with all applicable fair housing and equal opportunity laws.

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