

PRAIRIE ARMS APARTMENTS

411-413 PRAIRIE ROAD, COLORADO SPRINGS, CO 80909





LISTING CONTACTS

LEE WAGNER

Director
Multifamily | Colorado & New Mexico
Direct: +1 417 459 2155
lee.wagner@cushwake.com

JEN GARCIA

Brokerage Specialist
Multifamily | Colorado & New Mexico
Direct: +1 719 992 1292
jenifer.garcia@cushwake.com

CHLOE ALLEN

Brokerage Coordinator
Multifamily | Colorado & New Mexico
Direct: +1 770 820 5024
chloe.allen@cushwake.com

CONTENTS

01

Executive Summary

02

Property Overview

03

Financials

04

Comparables

05

Location & Market

06

Broker Team &
CW Overview



01

EXECUTIVE SUMMARY

THE OFFERING

Cushman & Wakefield is pleased to present Prairie Arms Apartments, a 12 unit property that has undergone a comprehensive and full renovation, ensuring that all capital expenditure (CapEx) items have been completed to enhance its overall value and appeal. Key upgrades include the renovation of all units, the addition of in-unit washers and dryers, resealing and striping of the parking lot, and a fresh exterior paint job. These improvements position the property in excellent condition, making it a highly attractive option for investors.

Prairie Arms Apartments is strategically positioned to generate significant operational value through rent increases as existing leases roll over. With large, spacious units that feature modern updates, tenants will benefit from both comfort and functionality. Additionally, the property's location near the Olympic Training Center and a short drive to downtown provides a unique advantage, appealing to a wide demographic of potential tenants.

This is a stabilized deal with immediate and ongoing value creation opportunities, making it an attractive investment with strong future upside potential.



PRICE: **\$1,975,000**

DISCLAIMER

The Property is being offered on an 'as-is, where-is' basis. The prospective purchaser will be selected by the Owner in consultation with C&W on the basis of (i) price (ii) track record of successful closing (iii) financial strength and (iv) level of discretion to invest funds.

Written notification will be sent regarding the bid date. Initial bids must be submitted, in writing, to the attention of Lee Wagner. The Owner reserves the right to accept an offer prior to this date or to remove the Portfolio from the market at any time.



NEARBY BUSINESSES & ATTRACTIONS



An aerial photograph of a residential property, likely an apartment complex, with a large red '02' overlaid in the center. The property features a long, single-story building with a grey roof and a parking lot with several cars. The surrounding area includes other residential buildings, trees, and a hillside in the background.

02

PROPERTY OVERVIEW

PROPERTY OVERVIEW



Property Address
411-413 Prairie Road
Colorado Springs, CO 80909



Building SF
7,628 SF



Lot Area
0.34 Acres



Units
12 Units



Parking
16 Spaces



Zoning
R5



Year of Construction
1955 (2022)



Occupancy
100%

8 PRAIRIE ARMS APARTMENTS



CUSHMAN & WAKEFIELD





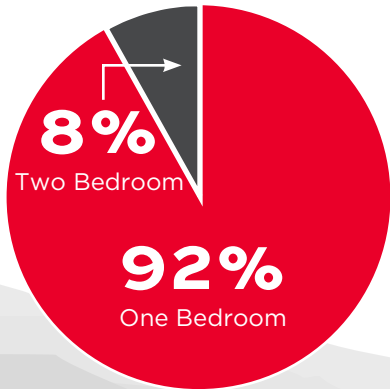
03

FINANCIALS

RENT ROLL

UNIT TYPE	UNIT COUNT	SQUARE FEET	TOTAL SQUARE FEET	AVERAGE RENT UNIT / MONTH	AVERAGE RENT SF / MONTH	MARKET RENT UNIT / MONTH	MARKET RENT SF / MONTH
One Bedroom / One Bathroom	11	613	6,743	\$1,125	\$1.83	\$1,225	\$2.20
Two Bedroom / One Bathroom	1	880	880	\$1,299	\$1.48	\$1,399	\$1.59
Total / Average	12	584	7,628	\$1,139	\$1.95	\$1,239	\$2.12

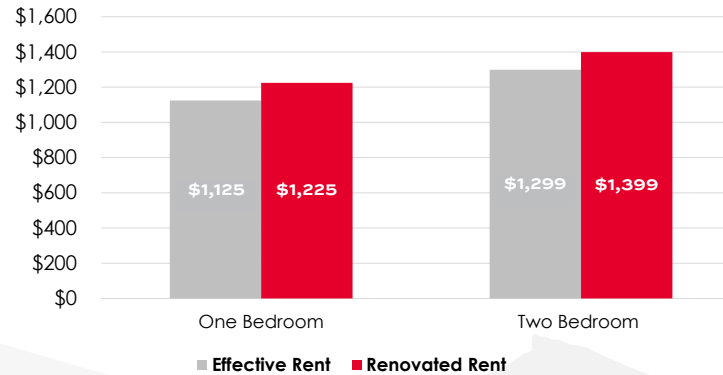
UNIT DISTRIBUTION



RENOVATION STATUS



EFFECTIVE RENT PREMIUMS



UNIT STATUS	UNIT COUNT	PERCENT
Occupied Units	12	100%
Total / Percentage	12	100%

UTILITY	METER SYSTEM
Gas	Master Metered
Electric	Individually Metered
Water/Sewer	Master Metered
Waste Removal	Master

CASH FLOW

	ACQUISITION	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Income						
Effective Rental Income						
Gross Potential Rent		183,781	189,294	194,973	200,822	206,847
Gross Scheduled Rent		183,781	189,294	194,973	200,822	206,847
Total Vacancy**		(9,189)	(9,465)	(9,749)	(10,041)	(10,342)
Total Effective Rental Income		174,592	179,830	185,224	190,781	196,505
Other Income						
Other Resident Charges		15,120	15,574	16,041	16,522	17,018
Total Other Income		15,120	15,574	16,041	16,522	17,018
Effective Gross Income		189,712	195,403	201,265	207,303	213,522
Expenses						
Controllable						
Total Property R&M		(10,252)	(10,457)	(10,667)	(10,880)	(11,097)
General & Administrative		(755)	(770)	(785)	(801)	(817)
Marketing & Advertising		(342)	(349)	(356)	(363)	(370)
Management Fee		(17,548)	(18,075)	(18,617)	(19,176)	(19,751)
Total Controllable		(28,898)	(29,651)	(30,425)	(31,219)	(32,036)
Non-Controllable						
Real Estate Taxes		(5,706)	(5,820)	(5,937)	(6,056)	(6,177)
Insurance		(9,600)	(9,792)	(9,988)	(10,188)	(10,391)
Utilities		(13,206)	(13,206)	(13,206)	(13,206)	(13,206)
Total Real Estate Taxes		(5,706)	(5,820)	(5,937)	(6,056)	(6,177)
Insurance		(9,600)	(9,792)	(9,988)	(10,188)	(10,391)
Total Utilities		(13,206)	(13,206)	(13,206)	(13,206)	(13,206)
Total Non-Controllable		(28,512)	(28,818)	(29,131)	(29,449)	(29,774)
Total Expenses		(57,410)	(58,469)	(59,555)	(60,669)	(61,810)
Net Operating Income		132,302	136,934	141,710	146,635	151,713
Purchase Price / Net Residual Value						
Purchase Price / Net Residual Value	(1,975,000)					
Cash Flow Before Debt Financing	(1,975,000)	132,302	136,934	141,710	146,635	151,713
Debt Financing						
Total Financing						
Loan Amount	1,283,750					
Debt Service - Interest		(78,095)	(78,095)	(78,095)	(78,309)	(78,095)
Cash Flow After Debt Financing	(691,250)	54,207	58,838	63,614	68,325	73,617
Investor Cash on Cash Return						
Unleveraged Returns		6.70%	6.93%	7.18%	7.42%	7.68%
Leveraged Returns	7.17%	7.84%	8.51%	9.20%	9.88%	10.65%

FINANCIALS — INCOME

		SEPTEMBER 2024 TRAILING 3 MONTH ACTUALS	% OF GSR	TAKEOVER C&W PROJECTIONS	% OF GSR	PER UNIT	YEAR ONE PARTIALLY RENOVATED PROJECTIONS	% OF GSR	YEAR TWO FULLY RENOVATED PROJECTIONS	% OF GSR
Income										
Effective Rental Income										
Gross Potential Rent	RR	164,028		178,428			183,781		189,294	
Gross Scheduled Rent		164,028		178,428			183,781		189,294	
Physical Vacancy	T3			(8,921)	5.00%	(743)	(9,189)	5.00%	(9,465)	5.00%
Total Vacancy				(8,921)	5.00%	(743)	(9,189)	5.00%	(9,465)	5.00%
Economic Occupancy		100.00%		95.00%			95.00%		95.00%	
Total Effective Rental Income		164,028	100.00%	169,507	95.00%		174,592	95.00%	179,830	95.00%
Other Income										
Other Resident Charges	RR	15,120	9.22%	15,120	8.47%	1,260	15,120	8.23%	15,574	8.23%
Total Other Income		15,120	9.22%	15,120	8.47%		15,120	8.23%	15,574	8.23%
Effective Gross Income		179,148	109.22%	184,627	103.47%		189,712	103.23%	195,403	103.23%

FINANCIALS — EXPENSES

		SEPTEMBER 2024 TRAILING 12 MONTH ACTUALS	% OF EGI	TAKEOVER C&W PROJECTIONS	% OF EGI	PER UNIT	YEAR ONE PARTIALLY RENOVATED PROJECTIONS	% OF EGI	YEAR TWO FULLY RENOVATED PROJECTIONS	% OF EGI
Expenses										
Controllable										
Repairs & Maintenance	T12	6,337	3.54%	6,337	3.43%	528	6,337	3.34%	6,464	3.31%
General & Administrative	T12	755	0.42%	755	0.41%	63	755	0.40%	770	0.39%
Marketing & Advertising	T12	342	0.19%	342	0.19%	29	342	0.18%	349	0.18%
Management Fee***	T12	15,549	8.68%	17,078	9.25%	1,423	17,548	9.25%	18,075	9.25%
Turnover	T12	3,915	2.19%	3,915	2.12%	326	3,915	2.06%	3,993	2.04%
Total Controllable		26,898	15.01%	28,427	15.40%	2,369	28,898	15.23%	29,651	15.17%
Non-Controllable										
Real Estate Taxes	FY2023	5,706	3.19%	5,706	3.09%	476	5,706	3.01%	5,820	2.98%
Insurance	\$800/unit	9,600	5.36%	9,600	5.20%	800	9,600	5.06%	9,792	5.01%
Utilities	\$1,101/Unit	13,206	7.37%	13,206	7.15%	1,101	13,206	6.96%	13,206	6.76%
Total Non-Controllable		28,512	15.92%	28,512	15.44%	2,376	28,512	15.03%	28,818	14.75%
Total Expenses		55,411	30.93%	56,939	30.84%	4,745	57,410	30.26%	58,469	29.92%
Net Operating Income		123,737	69.07%	127,687	69.16%	10,641	132,302	69.74%	136,934	70.08%
Cash Flow Before Financing		123,737		127,687			132,302		136,934	
Total Debt Service****		78,095		78,095			78,095		78,095	
Cash Flow After Debt Service		45,642		49,592			54,207		58,838	



04
COMPARABLES

SALE COMPS



2640 E MONUMENT STREET

Address: 2640 E Monument Street, Colorado Springs, CO 80909

Units: 8

Sale Price: \$1,400,000

Price/Unit: \$168,800



305 MAY DRIVE

Address: 305 May Drive, Colorado Springs, CO 80905

Units: 12

Sale Price: \$1,900,000

Price/Unit: \$155,800



BEL MAR APARTMENTS

Address: 623 N Weber Street, Colorado Springs, CO 80903

Units: 22

Sale Price: \$4,075,000

Price/Unit: \$185,227



417-419 SWOPE AVENUE

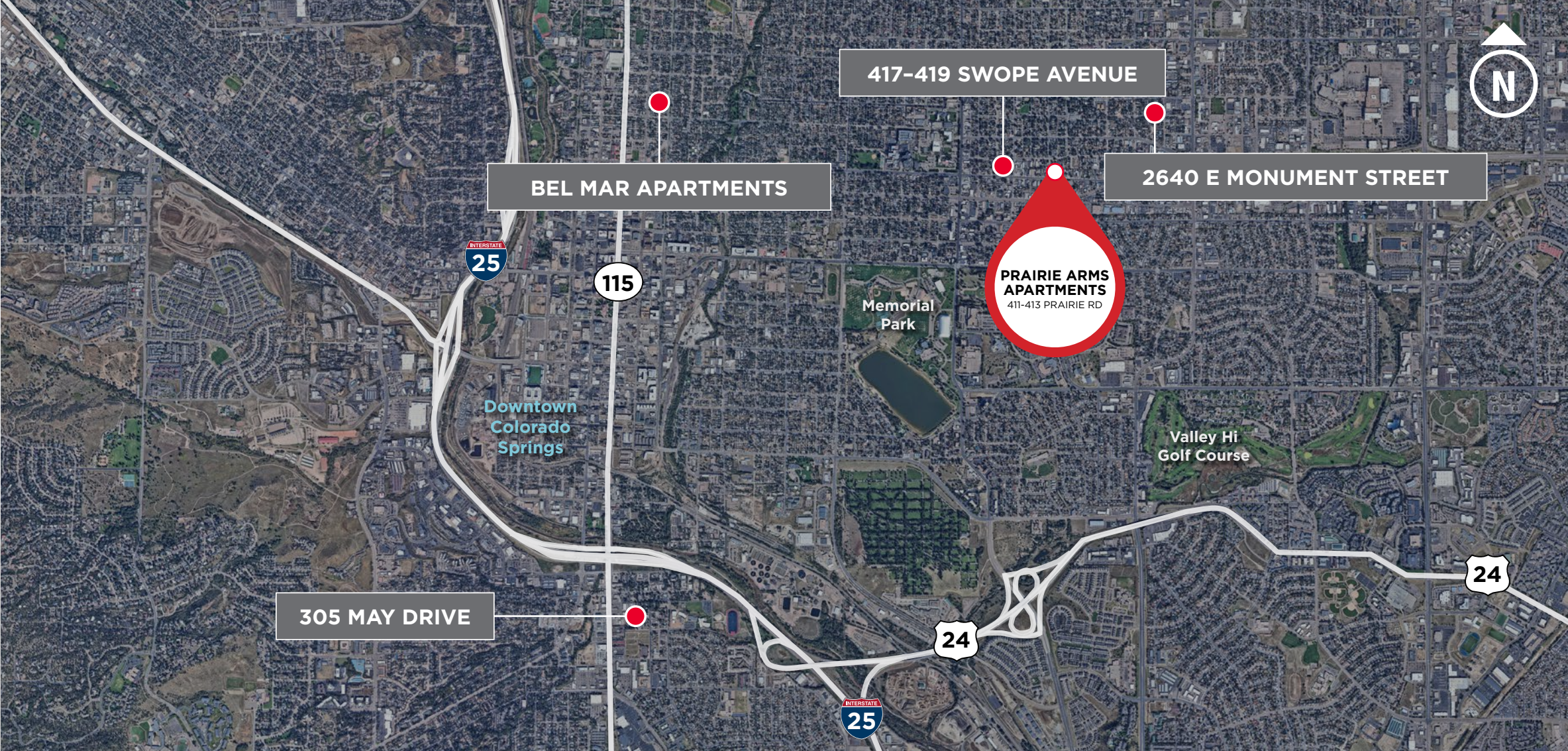
Address: 417-419 Swope Avenue, Colorado Springs, CO 80909

Units: 4

Sale Price: \$720,000

Price/Unit: \$180,000

SALE COMPS MAP



RENT COMPS

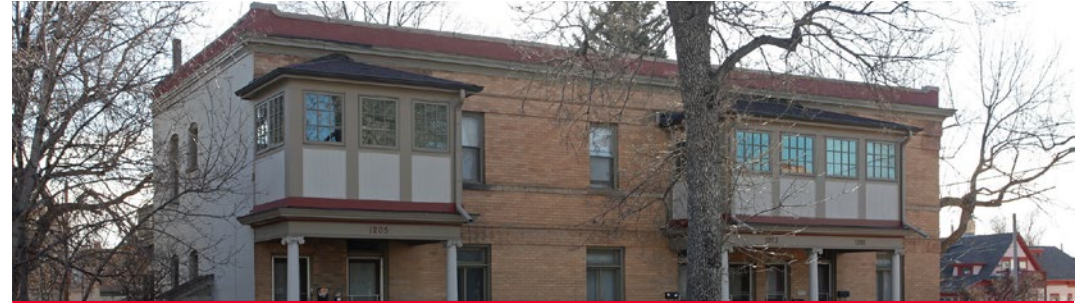


BEL MAR APARTMENTS

Address: 623 N Weber Street, Colorado Springs, CO 80903

Unit Type: 1 Bed / 1 Bath

Rent Cost: \$1,350



LEGACY APARTMENTS

Address: 1201 N Nevada Avenue, Colorado Springs, CO 80903

Unit Type: 1 Bed / 1 Bath

Rent Cost: \$1,300



2625 E WILLAMETTE AVENUE

Address: 2625 E Willamette Avenue, Colorado Springs, CO 80909

Unit Type: 1 Bed / 1 Bath

Rent Cost: \$1,100



2409 E PIKES PEAK AVENUE

Address: 2409 E Pikes Peak Avenue, Colorado Springs, CO 80909

Unit Type: 2 Bed / 1 Bath

Rent Cost: \$1,400

RENT COMPS MAP



An aerial photograph of a city, likely Denver, Colorado, showing a dense urban area with various buildings, streets, and parking lots. In the background, a range of mountains is visible under a clear blue sky. The image is used as a background for a presentation slide.

05

LOCATION & MARKET

WHY COLORADO SPRINGS?

Founded in 1871 by General William Jackson Palmer, Colorado Springs has transformed from a resort community to a thriving hub of culture, national pride and natural beauty. Colorado's second largest city is nestled against the backdrop of beautiful mountain landscapes and provides vibrant and diverse communities, a thriving workforce and an unparalleled quality of life for its residents.

Colorado Springs consistently ranks national lists as one of the best places to live, and with shorter commute times, great schools and affordable housing, these accolades are likely to continue for years to come. Located just short, 1.5-hour drive from Downtown Denver, Colorado, Colorado Springs is well-positioned for business and residential growth.

A popular tourist destination, due in large part to its access to a beautiful climate and breathtaking outdoor exploration opportunities, Colorado Springs is home to many attractions including Garden of the Gods, Pikes Peak, the United States Olympic Headquarters and Training Center, Cheyenne Mountain Zoo, the United States Air Force Academy, and the world-renowned Broadmoor Hotel.

The Colorado Springs Chamber & Economic Development attributes the region's growth to the development of business expansions in technology, defense, and manufacturing, alongside a strong workforce and skilled talent pipeline. Diverse economic drivers, an incredible quality of life and a vibrant downtown keep Colorado Springs on the map for innovation and investment.

Colorado Springs is a pioneering powerhouse that offers world-class innovation, accessibility and opportunity.

Colorado: Business Comes to Life, siterelection.com

COLORADO SPRINGS ACCOLADES

#2
Most Desirable
Place to Live



Real Estate News, 2023-2024

#2
Most Innovative School



Colorado College
U.S. News & World Report, 2022

Top 50
Best Place to
Travel Worldwide



Forbes, 2023



#15
Best Performing City

Milken Institute, 2024



11.9M
Annual Visitors

*Downtown Partnership of
Colorado Springs, 2023*

#2
City to Walk Your Dog



LawnStarter.com, 2023

#9
Best Places to
Live in the U.S.



Real Estate News, 2023-2024

Top 10
Most Desirable Cities



that College Students Want to
Live Post Graduation
Axios and Generation Lab, 2022

#9
on list of Best
Large Cities



to Start a Business
*WalletHub
U.S. News & World Report, 2022*

COLORADO SPRINGS DEMOGRAPHICS



POPULATION

502,306



MEDIAN HOME PRICE

\$515,694



AVERAGE ANNUAL SALARY

\$57,530



MEDIAN AGE

36



COLLEGE EDUCATED

40.2%



MEDIAN HOUSEHOLD INCOME

\$79,026



AVERAGE # OF DAYS OF SUNSHINE

300



AVERAGE ANNUAL PRECIPITATION

13.49 in

TOP COLORADO SPRINGS EMPLOYERS



INFORMATION
TECHNOLOGY



RESORT HOSPITALITY



CITY GOVERNMENT



HIGHER EDUCATION



TELECOMMUNICATIONS



NON-PROFIT



HEALTHCARE CUSTOMER
SUPPORT



INFORMATION
TECHNOLOGY



INFORMATION
TECHNOLOGY



HEALTHCARE



AEROSPACE/
ENGINEERING



AEROSPACE/
ENGINEERING



INFORMATION
TECHNOLOGY



MILITARY
INSTALLATION



INSURANCE



MILITARY
INSTALLATION



HOSPITALITY



TELECOMMUNICATIONS



MILITARY INSTALLATION



HIGHER EDUCATION

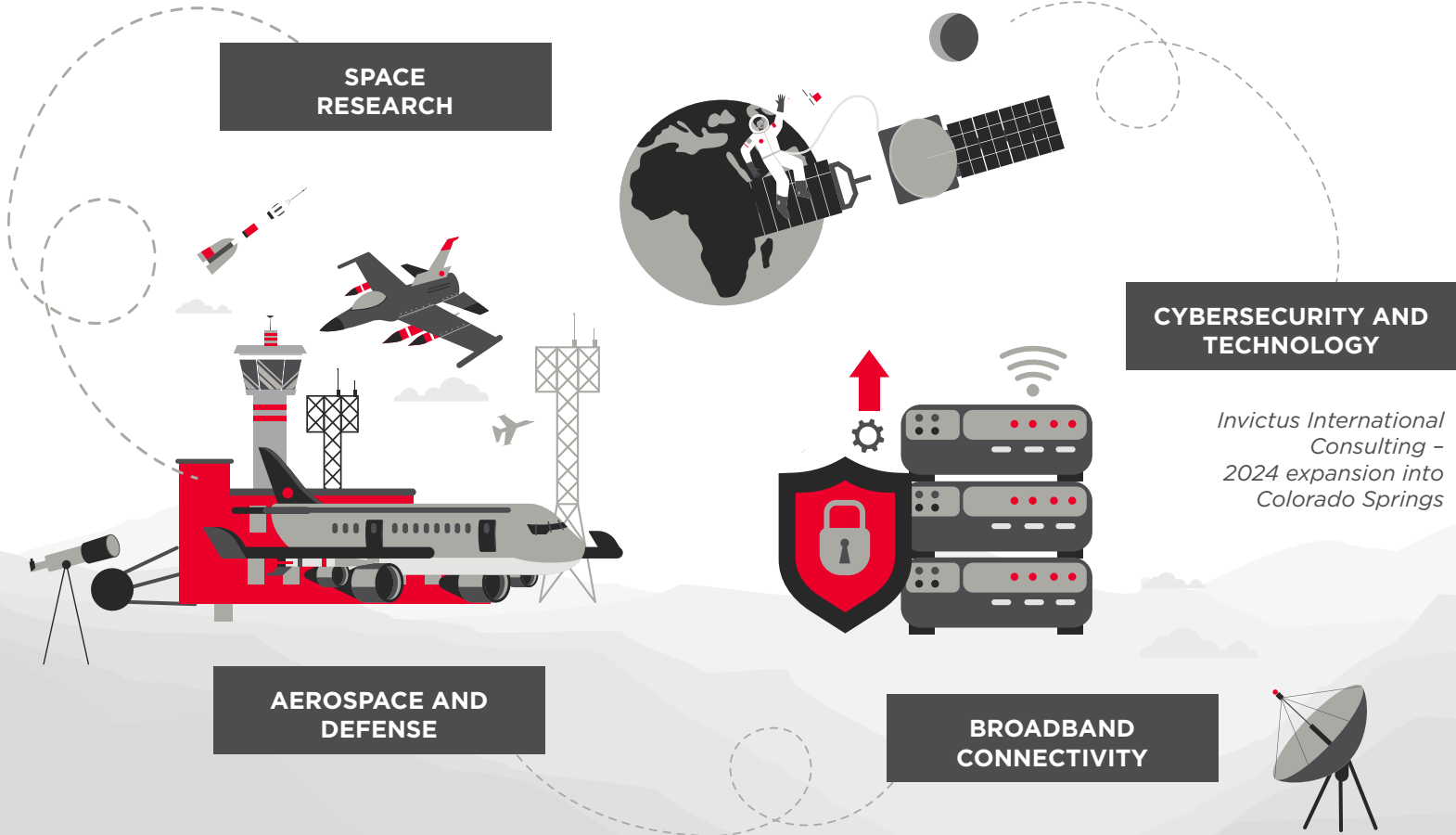


MANUFACTURING

Source: <https://denverrelocationguide.com/top-public-employers-in-colorado-springs/>

TOP INDUSTRIES

Expansions and new operations announced in 2023 will bring over \$2 billion in projected capital investments and almost 3,000 projected new jobs. That is also nearly \$1 billion in estimated economic output for our community — and could mean an additional 4,000 new service jobs that will be needed across the city to support these new businesses and their staff. (Coloradosprings.gov)



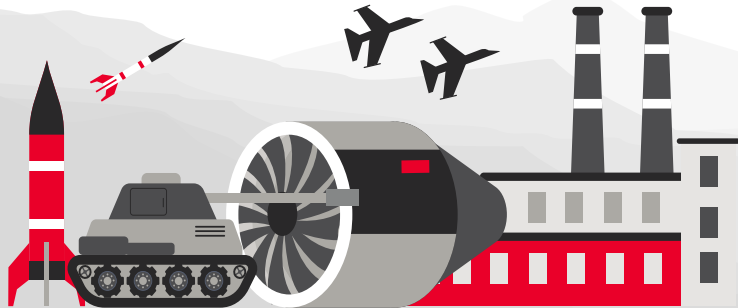
DIVERSE ECONOMIC DRIVERS

The Pikes Peak Region boasts a strong and diverse economy and a thriving environment that supports business innovation and growth. Colorado Springs has more than 200 space, aerospace, and defense companies, many of which work in government and the commercial sector. Additionally, the city is strong in advanced manufacturing, cyber and software technology, healthcare, and tourism, which helps keep the economy diversified, resilient, and strong. (Colorado Springs Chamber & EDC)

AEROSPACE AND DEFENSE

The aerospace and defense industry is a significant economic driver in Colorado Springs. The city is home to a cluster of aerospace companies, including defense contractors, research organizations and aerospace manufacturing firms. These companies contribute to the local economy by providing high-paying jobs, driving innovation and supporting related industries.

Military and Aerospace Defense account for nearly 40% of economic output (about \$10B annually)



TOURISM AND HOSPITALITY

Colorado Springs attracts a significant number of tourists each year, thanks to its natural beauty, outdoor recreational opportunities and historic attractions. The city serves as a gateway to popular destinations like Pikes Peak, Garden of the Gods and the Manitou Cliff Dwellings. The tourism and hospitality industry plays a vital role in the local economy, providing jobs, generating revenue from accommodations, restaurants, and entertainment, and supporting related services.

EDUCATION AND RESEARCH

The city of Colorado Springs is home to several prominent educational institutions, including the University of Colorado Springs (UCCS) and the United States Air Force Academy. These institutions drive research and innovation, attract students and academics, and provide a skilled workforce for various industries.

DIVERSE ECONOMIC DRIVERS CONTINUED



HIGH-TECH AND CYBERSECURITY

Colorado Springs has a thriving high-tech sector, with a particular focus on cybersecurity and information technology. The city is home to numerous tech companies, research institutions and cybersecurity firms. The presence of U.S. military installations and the National Cybersecurity Center further bolsters this industry's growth, attracting talent and investment to the region.

Colorado Springs is home to:

- National Cybersecurity Center
- Catalyst Campus
- Space ISAC
- Invictus International Consulting

HEALTHCARE AND MEDICAL SERVICES

Colorado Springs has a robust healthcare sector that includes hospitals, medical research facilities and a wide range of healthcare services. The presence of major healthcare providers and specialized clinics contributes to the city's economy by creating jobs, attracting medical professionals and serving as a regional healthcare hub.

BIG PROJECTS

USSPACECOM

U.S. SPACE COMMAND

\$187M contract, 5-year project, 300+ jobs

Space Command could bring the region a long-term economic boost of over \$1 billion.



PEAK INNOVATION PARK

1,600-acre master-planned business park

Will include 90,000 sf Space Warfighting Center



FORD AMPHITHEATER

8,000-seat open-air amphitheater, opening in 2024

Part of a \$90 million entertainment campus and iconic Colorado Springs views.

LIVING IN COLORADO SPRINGS

Colorado Springs boasts scenic landscapes, innovative education institutions and culture-rich communities throughout its footprint of over 200 square miles (Colorado's largest city in land mass). The city offers a true live-work-play environment, as it's home to over 65 art galleries, artistic centers, an exciting nightlife and plenty of options for any sports or outdoor enthusiast. Colorado Springs has a strong emphasis on education, with reputable schools, colleges and universities. The city's low crime rate, affordable housing and access to healthcare also contribute to the high quality of life enjoyed by its residents.

ALTITUDE AND NATURAL BEAUTY

Colorado Springs boasts an impressive elevation of approximately 6,035 feet (1,839 meters) above sea level, making it one of the highest cities in the United States. This high-altitude location provides the city with breathtaking mountain views, crisp mountain air and a favorable climate for any outdoor activity. Nestled at the eastern foot of the Rocky Mountains, Colorado Springs is renowned for its stunning natural beauty. The city is also home to numerous natural attractions, including the iconic Garden of the Gods, Pikes Peak and the Manitou Incline - a challenging hiking trail with a 2,000-foot elevation gain.



OUTDOOR RECREATION

With its proximity to the Rocky Mountains, Colorado Springs offers an unparalleled gateway to numerous hiking and biking trails, rock climbing destinations and camping spots. It has over 9,000 acres of parks and open spaces and 230 miles of hiking & biking trails.

LIVING IN COLORADO SPRINGS

MILITARY PRESENCE

Colorado Springs houses several prominent military installations, including the United States Air Force Academy, the Peterson Air Force Base, Shriever Air Force Base and the North American Aerospace Defense Command (NORAD). These military institutions play a crucial role in national defense and aerospace operations.

Colorado has the second-largest space economy in the U.S., with more than

240,000 workers in the state's aerospace industry alone.

(Colorado Springs Chamber & EDC)

OLYMPIC CITY USA



Colorado Springs is proudly named “Olympic City USA”, serving as the headquarters for the United States Olympic Committee and the home of the United States Olympic Training Center. This prestigious designation emphasizes the significance of Colorado Springs within the world of sports and highlights its commitment to supporting elite athletes.



06

BROKER TEAM & CW OVERVIEW

CUSHMAN & WAKEFIELD TEAM

INVESTMENT SALES



LEE WAGNER
Director



PATRICK KNOWLTON
Executive Director



JEFF DIMMEN
Senior Director



NIC POLASKI
Associate



KEVIN PHELAN
Senior Director



JEN GARCIA
Brokerage Specialist



CHLOE ALLEN
Brokerage Coordinator

INVESTMENT SALES CONTACTS



LEE WAGNER

Director
Multifamily | Colorado & New Mexico
Direct: +1 417 459 2155
lee.wagner@cushwake.com



JEN GARCIA

Brokerage Specialist
Multifamily | Colorado & New Mexico
Direct: +1 719 992 1292
jenifer.garcia@cushwake.com



CHLOE ALLEN

Brokerage Coordinator
Multifamily | Colorado & New Mexico
Direct: +1 770 820 5024
chloe.allen@cushwake.com

1401 Lawrence Street | Denver, Colorado 80202 | +1 303 292 3700 | [cushmanwakefield.com](https://www.cushmanwakefield.com)

THIS IS A CONFIDENTIAL MEMORANDUM intended solely for your limited use to determine whether you wish to express an interest in the property located at 316 E Brookside Street, Colorado Springs, CO 80905, as more particularly described herein ("Property"). This confidential memorandum contains brief, selected information pertaining to the business affairs of the Property's owner ("Owner") and has been prepared by Cushman & Wakefield, the Owner's exclusive agent, primarily from information supplied by the Owner. Although representatives of the Owner have reviewed this confidential memorandum, it does not purport to be all-inclusive or contain all of the information that a potential investor may desire. Neither the Owner, nor any of its members, officers, directors, employees or agents, nor Cushman & Wakefield make any representation or warranty, expressed or implied, as to the accuracy or completeness of any of the information contained herein. Both Owner and Cushman & Wakefield disclaim any liability which may be based on such information, errors therein, or omissions therefrom. All financial data contained herein is unaudited. The projections and pro-forma information contained herein represent estimates based on assumptions considered reasonable under the circumstances. No representations or warranties, expressed or implied, are made that the actual results will conform to such projections. There is no representation as to environmental conditions of the property, or as to any other aspect of the property. By your receipt of this confidential memorandum, you agree that this memorandum and the information contained herein are of a confidential nature and that you will hold and treat them in the strictest of confidence, and that you will not, directly or indirectly, disclose or permit anyone else to disclose this memorandum or any part of the contents in any fashion or manner detrimental to the interests of the Owner. Further, you agree not to discuss this memorandum with any other institution, potential investor or tenant without the express permission of Cushman & Wakefield and the Owner. Upon request, the recipient will promptly return this confidential memorandum and any other material received from the Owner or Cushman & Wakefield without retaining any copies thereof. This confidential memorandum shall not be deemed an indication of the state of affairs of the Owner or constitute an indication that there has been no change in the business or affairs of the Owner since the date of preparation of this memorandum. Neither the Owner nor Cushman & Wakefield undertakes any obligation to provide additional information or to correct or update any of the information contained in this confidential memorandum.