



OFFERING MEMORANDUM

THE HAVEN & MALLARD MEADOWS

915 TEAL CT
3110-3122 MALLARD DRIVE
3040, 3050, 3060 MALLARD DRIVE
COLORADO SPRINGS, CO 80901



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EXECUTIVE SUMMARY



EXECUTIVE SUMMARY

Nexus Commercial Realty is pleased to offer The Haven and Mallard Meadows Portfolio. This rare opportunity offers the ability to own 128 units all within one central, easy to manage location. Located in the 5th fastest rent growth city in America, this portfolio allows investors an extraordinary upside potential in rent increases through cosmetic improvements. This one of a kind portfolio boasts a fantastic unit mix of 12 studio's, 38 one beds, and 78 two beds. With newer mechanics in place this is a truly sound and unique investment.



PORTFOLIO SUMMARY



PORTFOLIO DETAILS

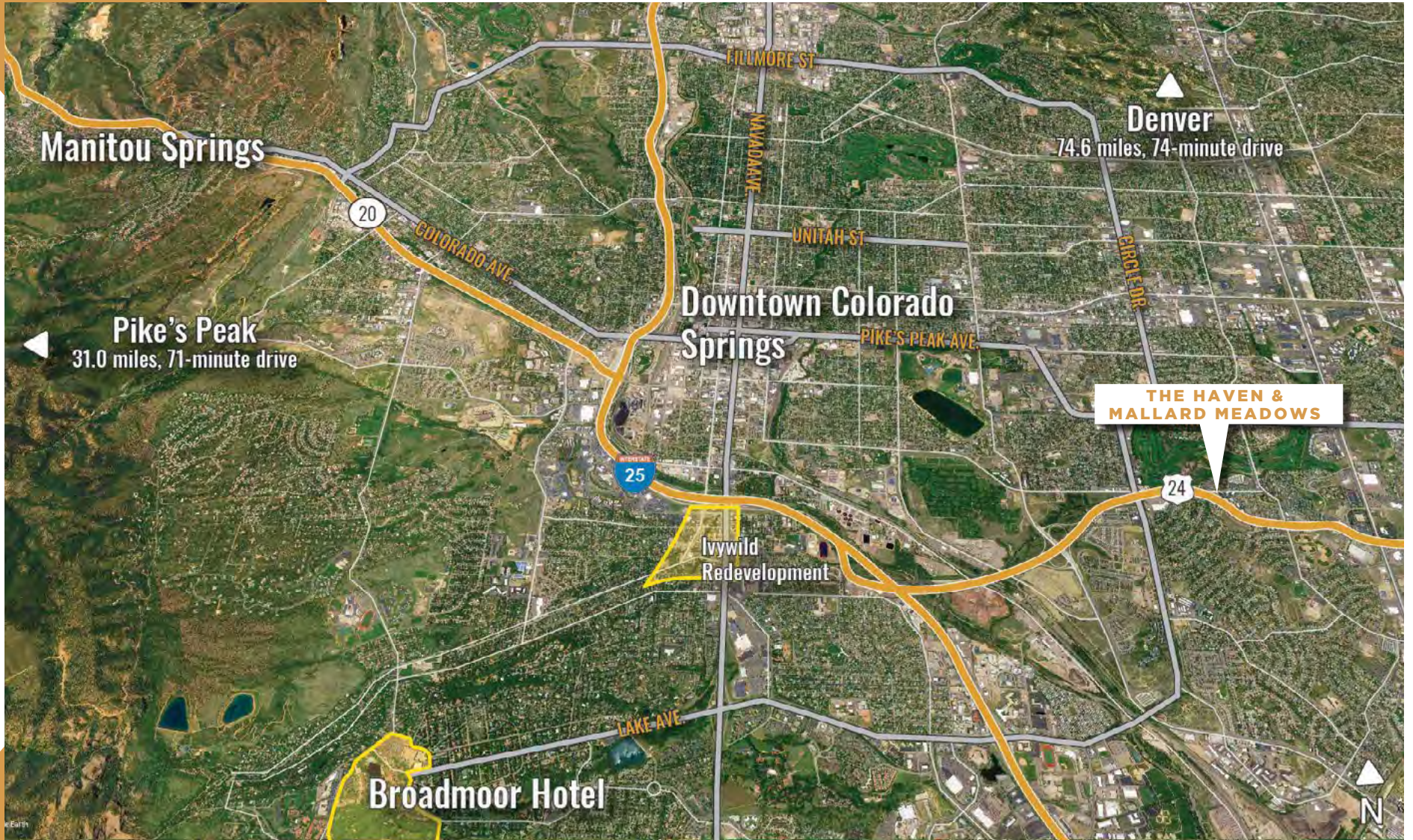
Units:	128
Building SF:	98,841
Parking:	180
Land:	160,828
Zoning:	R5
Year Built:	1969, 1985, 1969, 1970



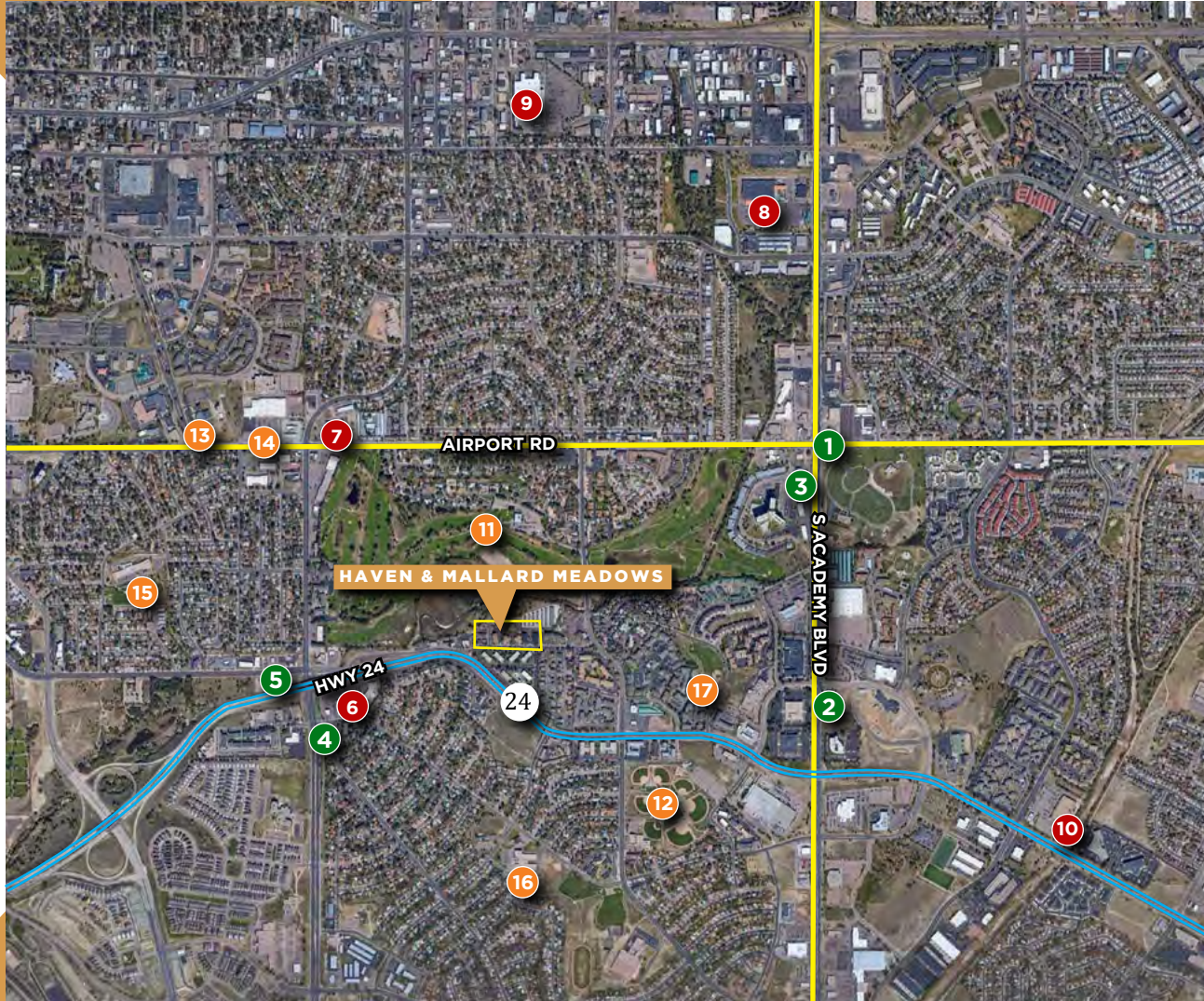
LOCATION MAP



AREA MAP



NEIGHBORHOOD MAP



DINING

- 1 Burger King
- 2 Taco Bell
- 3 Wingstop
- 4 Popeyes Louisiana Kitchen
- 5 Amy's Donuts

RETAIL

- 6 Market Square Shopping Center
- 7 Walgreens
- 8 The Home Depot
- 9 Walmart
- 10 Safeway

LIFESTYLE

- 11 Valley Hi Golf Course
- 12 Leon Young Sports Complex
- 13 Planet Fitness
- 14 Dr. Lester L. Williams Fire Museum
- 15 Adams Elementary School
- 16 Pikes Peak Elementary
- 17 Roy Benavidez Park



PHOTOS






THE HAVEN & MALLARD MEADOWS



915 TEAL CT
COLORADO SPRINGS
CO, 80901



PROPERTY HIGHLIGHTS

-  Attractive unit mix with large balconies.
-  Significant upside in rents through unit and landscaping upgrades.
-  Ample parking with gate controlled entry.
-  New windows throughout.
-  Easy access to Ivywild, Downtown, and airport jobs.



PROPERTY OVERVIEW

1915 TEAL CT

BUILDING DETAILS

Units:	28
Buidling SF:	17,442
Parking	43
Land	30,152
Zoning:	R5
Year Built:	1969

SYSTEMS

Gas / Elec Meters:	Master / Master
Water:	Master
Trash:	Waste Connections Colorado Springs
Roof:	Pitched
Heating:	Boiler
Cooling:	Wall Units



AREA STREET MAP



PHOTOS

915 TEAL CT










3110-3122 MALLARD DR
COLORADO SPRINGS
CO, 80901



PROPERTY HIGHLIGHTS

-  Attractive unit mix of studios, one and two beds.
-  On site management / maintenance helps control costs.
-  Significant upside in rents through unit and landscaping upgrades.
-  Ample parking with gate controlled entry.
-  New windows and roofs.



PROPERTY OVERVIEW

3110-3122 MALLARD DR

BUILDING DETAILS

Units:	46
Buidling SF:	36,498
Parking	46
Land	43,556
Zoning:	R5
Year Built:	1969, 1970

SYSTEMS

Gas / Elec Meters:	Master/ Master
Water:	Master
Trash:	Waste Connections Colorado Springs
Roof:	Flat
Heating:	Boiler
Cooling:	Wall Units



AREA STREET MAP



PHOTOS

3110-3122 MALLARD DR










**3040, 3050, 3060
MALLARD DR
COLORADO SPRINGS,
CO, 80901**



PROPERTY HIGHLIGHTS

-  All units are large 2 bed 1 bath units and 2/3 have balconies.
-  Onsite management / maintenance helps control costs.
-  Significant upside in rents through unit and landscaping upgrades.
-  Newer windows throughout.
-  Easy access to Ivywild, Downtown, and airport jobs.



PROPERTY OVERVIEW

3040,3050,3060
MALLARD DR

BUILDING DETAILS

Units:	54
Buidling SF:	44,901
Parking	91
Land	87,120
Zoning:	R5
Year Built:	1985

SYSTEMS

Gas / Elec Meters:	Separate / Baseboard Heat
Water:	Master
Trash:	Waste Connections Colorado Springs
Roof:	Pitched
Heating:	Electric Baseboard
Cooling:	Wall Units



AREA STREET MAP



PHOTOS

3040, 3050, 3060 MALLARD DR





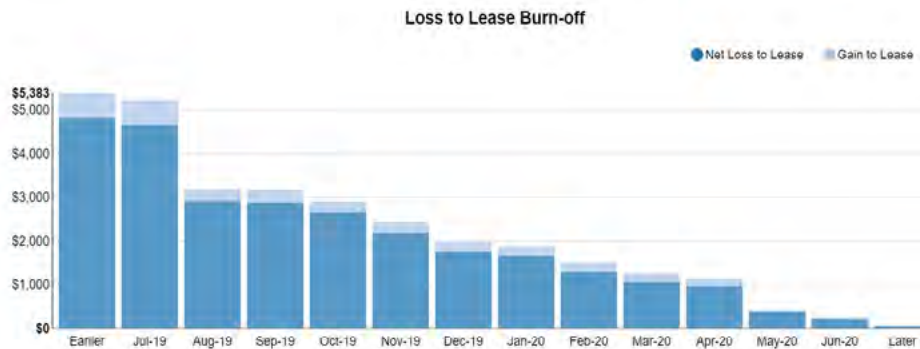
02

PORTFOLIO OVERVIEW



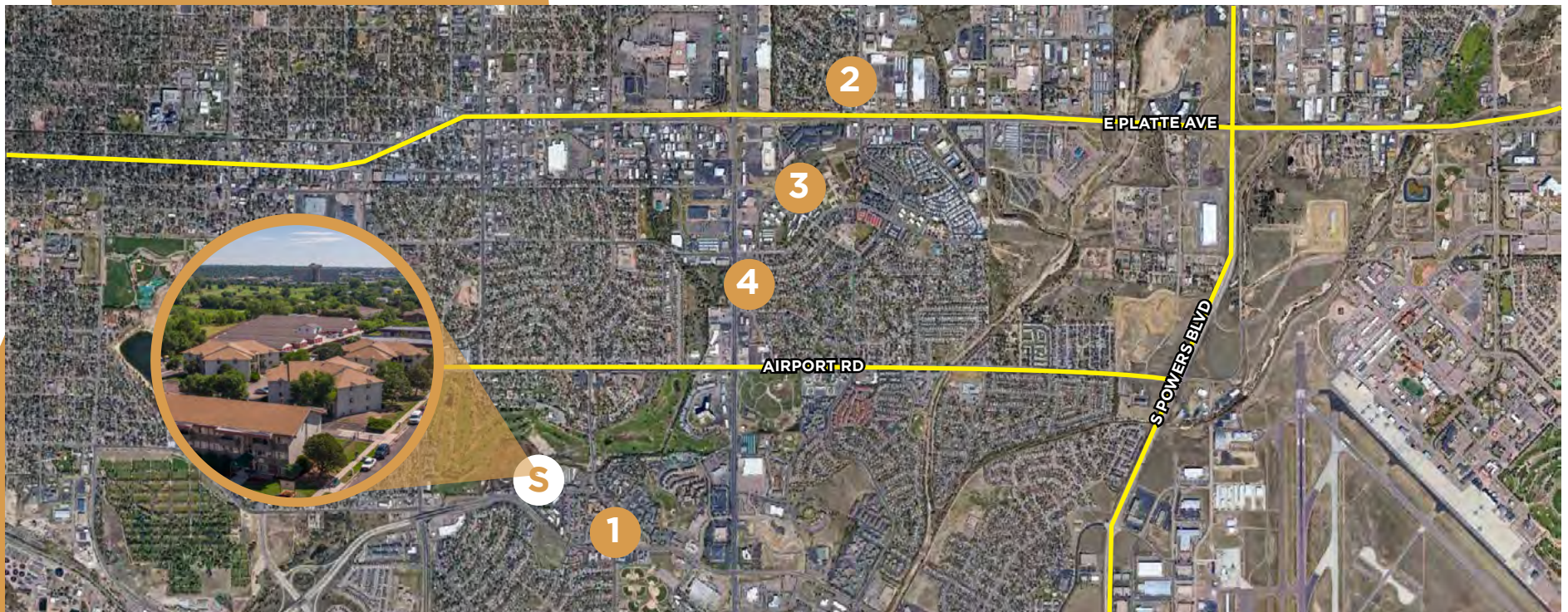
UNIT MIX & CURRENT RENTS

Unit Type	Unit Amount	Unit SF	Current Ave. Rent	Current Rent / SF	Market Rent	Market Rent / SF
Studio	12	450	\$612	\$1.36	\$650	\$1.44
1 Bed / 1 Bath	38	540	\$689	\$1.28	\$725	\$1.34
2 Bed / 1 Bath	78	885	\$849	\$0.96	\$888	\$1.00
Total / Average	128	742	\$779	\$1.09	\$817	\$1.15



SOLD COMPARABLES

Property	Address	Units	SF	Price \$	Price Per Unit	Cap Rate
(subject)	915 Teal Ct / 3110-3122 Mallard Drive & 3040,3050, 3060 Mallard Drive	128	98,841	\$15,000,000	\$117,188	5.95%
1	1170 S Chelton Rd	180	131,342	\$19,500,000	\$108,333	5.49%
2	620 N Murray Blvd	108	172,122	\$13,600,000	\$125,926	5.29%
3	158 Coleridge Ave	111	96,958	\$13,900,000	\$125,225	5.58%
4	105 S Academy Blvd	150	162,367	\$17,250,000	\$115,000	5.50%
Averages				\$16,062,500	\$118,621	5.47%



RENT COMPARABLES

STUDIO

Property	Address	Units	Units SF	Rent	Price Per SQ/FT	RUBS
(subject)	915 Teal Ct / 3110-3122 Mallard Drive & 3040,3050, 3060 Mallard Drive	12	450	\$612	\$1.36	Billedback
1	1030 S Chelton Rd.	60	504	\$855	\$1.70	Billedback
2	3165 E Fountain Blvd.	1	490	\$759	\$1.55	Billedback
Averages			497	\$807	\$1.62	

1 BED

Property	Address	Units	Units SF	Rent	Price Per SQ/FT	RUBS
(subject)	915 Teal Ct / 3110-3122 Mallard Drive & 3040,3050, 3060 Mallard Drive	38	540	\$689	\$1.28	Billedback
1	1030 S Chelton Rd.	60	642	\$1,126	\$1.75	Billedback
2	3030 E Fountain Blvd.	103	744	\$858	\$1.15	Billedback
3	1170 South Chelton Rd.	90	620	\$895	\$1.44	No
4	3165 E Fountain Blvd.	30	800	\$750	\$0.94	Billedback
Averages			702	\$907	\$1.32	

2 BED

Property	Address	Units	Units SF	Rent	Price Per SQ/FT	RUBS
(subject)	915 Teal Ct / 3110-3122 Mallard Drive & 3040,3050, 3060 Mallard Drive	78	885	\$849	\$0.96	Billedback
1	1030 S Chelton Rd.	44	906	\$1,006	\$1.11	Billedback
2	3030 E Fountain Blvd.	52	950	\$968	\$1.02	Billedback
3	1170 South Chelton Rd.	45	813	\$900	\$1.11	No
Averages			890	\$958	\$1.08	



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FINANCIAL OVERVIEW



INVESTMENT SUMMARY

Purchase Price:	\$15,000,000
Units:	128
Price Per Unit:	\$117,188
Total SF:	98,841
Price Per SF:	\$152
T3 Cap Rate:	5.59%
Year 1 Cap Rate:	5.95%
Year 1 Cash Flows:	\$428,572
5 Year IRR:	14.59%

DEBT SUMMARY

Loan to Value:	75.00%
Loan Amount:	\$11,250,000
Loan Term:	10 Years
Interest Rate:	4.13%
Interest Only Period:	12 Months
Amortization:	30 Years



CASH FLOW PROJECTIONS

	T3	Year 1	Year 2	Year 3	Year 4	Year 5
REVENUE						
Gross Potential Revenue	\$1,197,360	\$1,255,080	\$1,292,732	\$1,331,514	\$1,371,460	\$1,412,604
Vacancy	(\$59,868)	(\$62,754)	(\$64,637)	(\$66,576)	(\$68,573)	(\$70,630)
Rental Revenue	\$1,137,492	\$1,192,326	\$1,228,096	\$1,264,939	\$1,302,887	\$1,341,973
Expense Reimbursements	\$139,341	\$139,341	\$143,521	\$147,827	\$152,262	\$156,830
Other Residential Income	\$49,115	\$49,115	\$50,588	\$52,106	\$53,669	\$55,279
Effective Gross Revenue	\$1,325,948	\$1,380,782	\$1,422,206	\$1,464,872	\$1,508,818	\$1,554,082
EXPENSES						
Repairs and Maintenance	(\$139,910)	(\$139,910)	(\$144,107)	(\$148,431)	(\$152,883)	(\$157,470)
Utilities	(\$141,133)	(\$141,133)	(\$145,367)	(\$149,728)	(\$154,220)	(\$158,847)
Insurance	(\$36,550)	(\$36,550)	(\$37,647)	(\$38,776)	(\$39,939)	(\$41,137)
Real Estate Taxes	(\$29,554)	(\$29,554)	(\$30,441)	(\$31,354)	(\$32,294)	(\$33,263)
Property Management	(\$102,600)	(\$102,600)	(\$105,678)	(\$108,848)	(\$112,114)	(\$115,477)
Admin and Other	(\$38,400)	(\$38,400)	(\$39,552)	(\$40,739)	(\$41,961)	(\$43,220)
Total Expenses	(\$488,147)	(\$488,147)	(\$502,792)	(\$517,876)	(\$533,412)	(\$549,414)
Expenses Per Unit	(\$3,814)	(\$3,814)	(\$3,928)	(\$4,046)	(\$4,167)	(\$4,292)
Net Operating Income	\$837,801	\$892,635	\$919,414	\$946,996	\$975,406	\$1,004,668
Cap Rate	5.59%	5.95%	6.13%	6.31%	6.50%	6.70%
Debt Service - Yr 1	(\$464,063)	(\$464,063)	(\$654,277)	(\$654,277)	(\$654,277)	(\$654,277)
Total Cash Flow	\$373,738	\$428,572	\$265,137	\$292,719	\$321,129	\$350,391
Cash on Cash Return	9.97%	11.43%	7.07%	7.81%	8.56%	9.34%



HISTORICAL ANALYSIS

T3

REVENUE

Gross Potential Revenue	\$1,197,360
Vacancy	(\$59,868)
Rental Revenue	\$1,137,492
Expense Reimbursements	\$139,341
Other Residential Income	\$49,115
Effective Gross Revenue	\$1,325,948

EXPENSES

Repairs and Maintenance	(\$139,910)
Utilities	(\$141,133)
Insurance	(\$36,550)
Real Estate Taxes	(\$29,554)
Property Management	(\$102,600)
Admin and Other	(\$38,400)

Total Expenses **(\$488,147)**

Expenses Per Unit (\$3,814)

Net Operating Income **\$837,801**

Cap Rate 5.59%



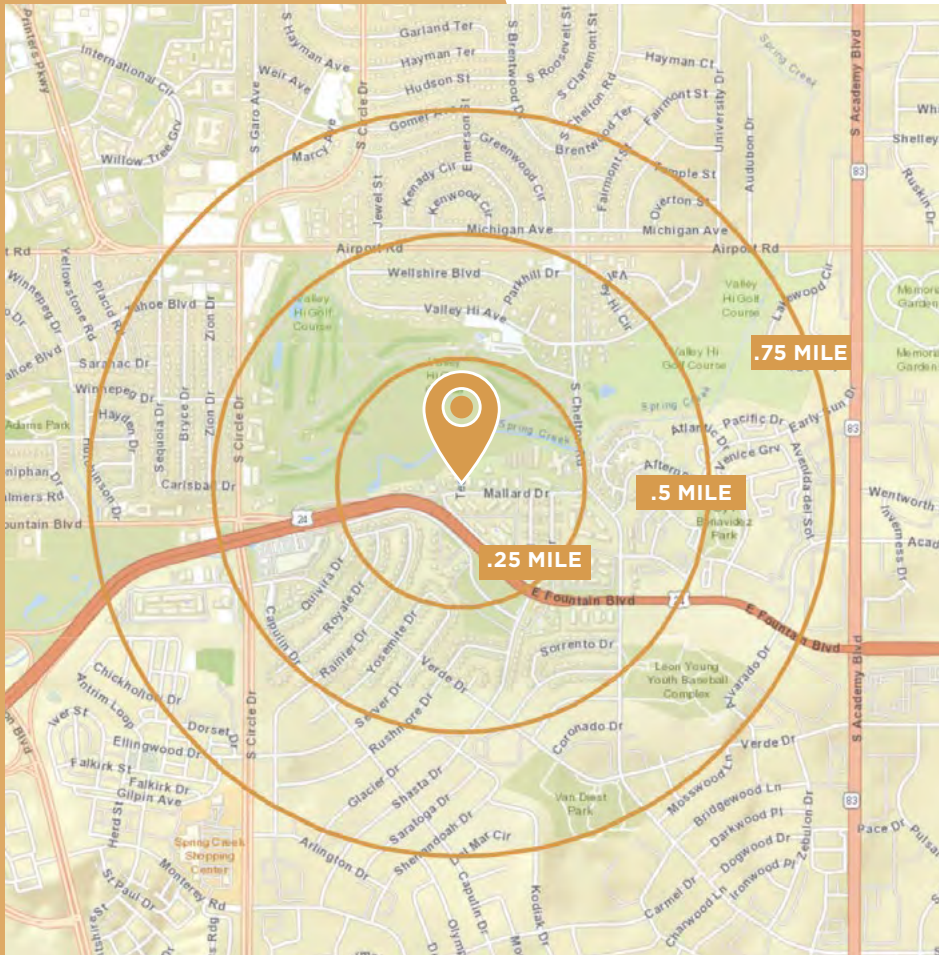


04

LOCATION OVERVIEW



DEMOGRAPHICS



Census 2018 Summary	.25m	.5m	.75m
Population	1,903	6,351	12,350
Households	683	2,615	5,072
Families	376	1,425	2,848
Average Household Size	2.71	2.38	2.40
Owner Occupied Housing Units	162	769	1,957
Renter Occupied Housing Units	521	1,845	3,116
Median Age	30.2	30.0	31.0
Median Household Income	\$31,328	\$33,516	\$37,272
Average Household Income	\$42,103	\$43,183	\$47,086

Census 2023 Summary	.25m	.5m	.75m
Population	2,001	6,644	12,906
Households	722	2,747	5,325
Families	394	1,481	2,955
Average Household Size	2.70	2.38	2.39
Owner Occupied Housing Units	177	834	2,109
Renter Occupied Housing Units	545	1,913	3,216
Median Age	30.3	29.8	30.9
Median Household Income	\$36,060	\$38,371	\$42,329
Average Household Income	\$48,190	\$50,412	\$55,513



COLORADO SPRINGS NOTABLE RANKINGS

#2 BEST PLACES TO LIVE

(U.S. NEWS & WORLD REPORT, 2018)

#1 Mountain City

(Money Magazine, 2016)

3rd Best City for Livability

(U.S. NEWS & WORLD REPORT, 2016)

Top 5 Rent Growth Market in the U.S.

(AXIOMETRICS)

National Hub for Cybersecurity - ROOT9B - #1 Security Company in the World

(U.S. NEWS & WORLD REPORT, 2016)

10% Increase in Median Home Prices Y-O-Y

(NATIONAL ASSOCIATION OF REALTORS, 2018)



COLORADO SPRINGS

The 186-square mile city of Colorado Springs is located near the base of one of the most famous American mountains, Pikes Peak, and 61 miles south of Denver. With an estimated population of 456,568, Colorado Springs is the most populous city in El Paso County and it is estimated that the population will increase 58.6% by 2050.

Colorado Springs consistently receives high rankings such as

#1 Best Big City in “Best Places to Live” by Money magazine

#1 Outside Magazine’s list of America’s Best Cities

#2 on U.S. News list of most desirable cities.

Along with many trails and parks, major attractions include:

**Pikes Peak
Garden of the Gods Park
The Broadmoor Seven Falls
Cave Of The Winds Mountain
Cheyenne Mountain Heritage Center
Cheyenne Mountain Zoo
Colorado Springs Fine Arts Center
Colorado Springs Pioneers
Peterson Air and Space Museum
United States Air Force Academy**

Colorado Springs is also home to the Colorado Springs Olympic Training Center and the headquarters of the United States Olympic Committee. In addition, a number of United States national federations for individual Olympic sports have their headquarters in Colorado Springs.

*Some information sourced from <https://www.visitcos.com/about-cvb/about-colorado-springs/>.



BROADMOOR HOTEL

The Broadmoor in Colorado Springs is known for being a member of the Historic Hotels of America of the National Trust for Historic Preservation, as well as the longest-running consecutive winner of both the AAA Five-Diamond and Forbes Five-Star awards. The property originally started as a dairy farm, was turned into a casino in 1891, and became a hotel in 1918. Blending European elegance and Western hospitality, The Broadmoor has been the destination of a long list of presidents, statesmen, foreign dignitaries, sports stars, and celebrities. The Broadmoor is not only the premier attraction for the Springs, but draws consistent visitors nationwide.

The Broadmoor continues to offer impeccable service, distinctive amenities, and endless opportunities to explore the picturesque mountains, streams, and canyons that have inspired generations. The hotel offers over 185,000 square feet of meeting space and 779 rooms including suites, cottages, and cabins. Fine dining includes 18 award-winning restaurants and lounges, including the Five Diamond Penrose Room. The Forbes Five-Star Spa at The Broadmoor offers luxurious spa services. The Broadmoor features three of Colorado's championship golf courses and is also ranked among the Top 10 tennis resorts in the United States. Additionally, there are 26 specialty shops located across from the resort. Nearby activities include fly fishing, horseback riding, waterfall treks, and ziplining adventures.



AIR FORCE ACADEMY

The U.S. Air Force Academy, located north of Colorado Springs, is both a military organization and university for the undergraduate education of officers for the United States Air Force. Graduates of the four-year program receive a Bachelor of Science degree and most are commissioned as second lieutenants. The Academy is also one of the largest tourist attractions in Colorado, welcoming more than one-million visitors each year.

The U.S. Air Force Academy is among the most selective colleges in the United States. Candidates are judged based on their academic achievement, demonstrated leadership, athletics and character. The academy offers more than 500 courses across 32 academic disciplines. To gain admission, candidates must also pass a fitness test, undergo a thorough medical examination and secure a nomination, which usually comes from one of the candidate's members of Congress. Recent incoming classes have usually consisted of about 1,400 cadets; just under 1,000 of those usually make it through to graduation. Cadets pay no tuition, but are committed to serve a number of years in the military service after graduation.

In addition to serving 4,400 cadets, the U.S. Air Force Academy employs 300 Air Force and civilian support personnel and manages more than \$250 million worth of staff agencies and faculty resources. The surrounding military community includes 25,000 people, including 3,000 military, civilian, and contract personnel who conduct all base-level support activities, including law enforcement and force protection, civil engineering, communications, logistics, financial management, the clinic, and other services.

The academy is also well-known for its stunning chapel. The \$3.5 million aluminum, glass, and steel structure is 150 feet tall and features 17 spires. The chapel was recently named one of CNN's most epic churches in America. The building contains a separate chapel for four major religious faiths — Protestant, Catholic, Jewish, and Buddhist — plus an all-faiths room used by Muslim cadets and available for members of the other faiths as well. Each chapel has its own entrance, and services may be held simultaneously without interfering with one another.

*Some information sourced from <http://www.usafa.af.mil/About-Us/Base-Information>



MILITARY IN COLORADO SPRINGS

Colorado Springs is heavily influenced by the military. Approximately 5.40% of the city's population is in the military, and the military presence accounts for nearly 40% of the city's economy with an annual impact of \$2.5 billion. Additionally, a significant number of defense corporations and bases are located within the area. El Paso County is unique as the only county in the nation that is home to five military commands:

Fort Carson

U.S. Air Force Academy

Peterson Air Force Base

Schriever Air Force Base

Cheyenne Mountain

Together, these bases employ approximately 60,000 people and contribute almost \$6 billion to the local economy. Putting these numbers in context, the Pikes Peak region has a population of almost 680,000 people and a salaried workforce of 257,000 people.

Although the military population in Colorado Springs has been declining over the past few years due to reduced defense spending from the 2011 sequestration plan, some of the military bases, such as Fort Carson, have added to their capabilities and troop levels as other bases around the country were forced to close. Andy Merritt, Chief Defense Industry Officer of the Colorado Springs Regional Business Alliance, continues to work with many people, organizations and the regional government to support our military retention efforts. Military operations in Colorado Springs have been supported, enhanced, and grown in the area for over fifty years.

*Some information sourced from <http://www.coloradospringsforward.org/military/>



U.S. OLYMPIC MUSEUM

The U.S. Olympic Museum will be located where many Olympic and Paralympic dreams begin - at 6,035 feet above sea level, in the shadow of Pikes Peak - just a few blocks away from the United States Olympic Committee headquarters in Colorado Springs. This will be the first full-fledged Olympic museum in the United States and will be developed on 1.7 acres of land in Colorado Springs' Southwest Downtown Urban Renewal District, creating a stunning gateway to Downtown Colorado Springs and America the Beautiful Park. It is set to open in 2018 and has an estimated cost of roughly \$75 million.

The Olympic Training Center draws about 130,000 visitors a year. Museum officials are expecting their 60,000-square-foot showcase to eventually draw up to 350,000 a year, with more than half the visitors coming from outside the state. The 60,000-square-foot building will embody the forward-looking values of Team USA, with 20,000 square feet of highly interactive exhibit space, a state-of-the-art theater, gift shop, café, and broadcast studio



MANITOU SPRINGS

Manitou Springs is a small town located at the base of Pike's Peak, just 15 minutes west of Colorado Springs with about six miles from one downtown to the other. "Manitou" is a Native American word meaning "great spirit." The Ute, Cheyenne and other Native Americans considered this area sacred for its healing springs and clean mountain air. Manitou Springs features eight naturally carbonated mineral spring fountains, which are free to use. Health and wellness continues to be a draw for residents and visitors who come to the area for its unparalleled quality of life and holistic, spiritually uplifting charm. Additionally, with Colorado Springs banning recreational marijuana stores, Manitou Springs has emerged as the closest option for those in Colorado Springs to purchase marijuana.

Manitou Springs is a vibrant artisan community with art, music, theater, and sidewalk sculpture displays. The Historic District is lined with unique art galleries, one of a kind gift shops, and trading posts with handcrafted Native American treasures. It is also home to dozens of artists and art galleries.

Manitou Springs is known for its proximity to Pikes Peak. The Manitou and Pikes Peak Cog Railway take travelers to the top of Pikes Peak with an elevation of 14,115 feet. For those that prefer to walk, there are a variety of hiking trails leading to spectacular views at the top, with the 13-mile Barr Trail serving as one of the most popular routes. The area also features the famous Garden of the Gods Park and The Incline, a popular hiking trail that gains over 2,000 feet of elevation in less than 1 mile. The Cave of the Winds, Miramont Castle, and Cliff Dwellings Museum are also popular destinations. Additionally, the North Pole and Santa's Workshop, Cheyenne Mountain Zoo, Seven Falls, Dinosaur Resource Center, Colorado Wolf and Wildlife Center, and the Air Force Academy are all a short drive away.



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