



CASA BANDERA

Apartment Homes

LAS CRUCES, NM



INVESTMENT SUMMARY



INVESTMENT OVERVIEW

Jones Lang LaSalle Americas, Inc. or its state-licensed affiliate has been exclusively retained to offer an opportunity for qualified investors to purchase the fee simple interest in Casa Bandera (the "Property"). Located in Las Cruces, New Mexico, Casa Bandera provides investors an opportunity to acquire a well-maintained class "A" asset consisting of 232 units. Positioned along University Avenue in the heart of the city, Casa Bandera sits just one block east of Interstate-10 and just over one mile from both Interstate-25 and Main St./SH-70. This ideal location places residents adjacent to two of the largest economic drivers in the region, New Mexico State University and the Las Cruces Convention Center, and just over one mile from Memorial Medical Center. Completed in 2002, Casa Bandera presents the opportunity for ownership to increase effective rental rates by implementing an interior renovation program as the Property features 100% "classic" units. The Property is in excellent physical condition as current ownership has invested nearly \$375,000 of capital into the asset including LED lighting upgrade, adding a dog park, recoating the pool deck, restriping the parking lot, clubhouse décor and paint, new fitness equipment, exterior paint and repairs to railings and patio posts, and a rear fence.



INVESTMENT HIGHLIGHTS

EXCEPTIONAL ASSET POSITIONING IN MARKET WITH STRONG MULTIFAMILY FUNDAMENTALS

The Las Cruces market enjoys strong fundamentals ensuring strong current and future property performance. Over the last 5 years, since 2019, average effective rent growth for the market has been 7.67% with an average occupancy of 96.1%. The Las Cruces market has seen very little conventional new construction with only 1,923 units being delivered in the past 23 years. Outside of a newly delivered 162-unit asset which is completing lease-up currently, the last delivered property was in 2018. This bodes extremely well for the existing product and ensures well-positioned assets such as Casa Bandera will continue to experience strong property performance and supports interior upgrades and enhancements.

STRONG PROPERTY PERFORMANCE – 10.6% YOY RENT GROWTH, AVERAGE OCCUPANCY OF 96%+

The Property enjoys strong operations given its positioning within the Las Cruces market. Over the past 12 months, average occupancy has been over 96% with effective rents increasing 10.6% over last year. Additionally, effective rents have increased 5.0% on the most recent lease trade outs while occupancy is 97.4%. Currently the effective rents at Casa Bandera trail the competitive set by \$231 allowing for further rent increases.

100% OF UNITS IN CLASSIC CONDITION PRESENTS OUTSTANDING VALUE-ADD OPPORTUNITY, \$231 BELOW COMPS

Casa Bandera provides new ownership the opportunity to achieve healthy rent premiums to bridge the \$231 gap with the rental comparables by completing interior renovations. Potential upgrades at the Property include:



STAINLESS STEEL APPLIANCES



FAUX WOOD FLOORING



UPGRADED LIGHTING AND FIXTURES



2" WOOD BLINDS



RESURFACED COUNTERTOPS



TILE BACKSPLASH

Further upside includes the addition of covered parking, leasing or repurposing the vacant 1,830 SF commercial space, and enhancing the pool and outdoor grilling areas.

SIGNIFICANT SURROUNDING ECONOMIC DRIVERS



NEW MEXICO STATE UNIVERSITY

- Largest employer in the area
- 3,800 faculty and staff
- 14,000+ enrollment
- \$2.6 billion economic impact



MEMORIAL MEDICAL CENTER

- Ranked as the #1 hospital in the Mesilla Valley
- Over 1,400 employees
- Award-winning, 199-bed hospital serving more than 300,000 residents



WHITE SANDS MISSILE RANGE

- Premier military test range in the U.S.
- More than 5,000 soldiers, civilian, and contractor employees
- \$1.9 billion economic impact



WHITE SANDS NATIONAL PARK

- Largest natural wonders in the world
- Over 700,000 annual visitors from all over the world
- 275 square mile national park

EXCELLENT LOCATION NEARBY QUALITY RETAIL & NEIGHBORHOOD SERVICES

Casa Banda is in close proximity to several major retail centers including Dillard's and JCPenney anchored Mesilla Valley Mall that consists of more than 80+ specialty stores including Barnes & Noble, H&M, and Cineport Theaters. In addition, residents at the Property enjoy convenient access to grocers and retail centers including Albertson's, Sprouts Farmers Market, Target, Walmart, Best Buy, Ross, Marshall's, Kohl's, Home Depot, and Lowe's Home Improvement. Other neighborhood services within walking distance of the property consist of Walgreen's, CVS, Chick-fil-a, and Starbucks.



PROPERTY DESCRIPTION

Address:	855 East University Ave. Las Cruces, NM 88001
Year Built:	2002
Current Occupancy:	98.7% (as of 2/27/24)
Total Units:	232
Average Unit Size:	977 SF
Rentable Square Footage:	226,604 SF
Commercial Space	1,830
Commercial Space Leased	0%
Number of Buildings	14
Land Area:	11.93 acres
Density:	19.45 units per acre
Parking:	450 total spaces or 1.94 spaces per unit

UNIT MIX: AS OF FEBRUARY 27, 2024

Units	Unit Description	Unit Type	% of Total	SF	Market Rent	Rent per SF	Effective Rent	Effective Rent PSF
31	1 BR - 1 BA	A1	13%	557	\$1,323	\$1.80	\$1,126	\$1.54
5	1 BR - 1 BA	A1 hc	2%	708	\$1,241	\$1.69	\$1,025	\$1.40
127	2 BR - 2 BA	B1	55%	814	\$1,539	\$1.58	\$1,250	\$1.28
21	2 BR - 2 BA	B1 up	9%	913	\$1,584	\$1.63	\$1,306	\$1.34
48	3 BR - 3 BA	C1	21%	876	\$1,643	\$1.41	\$1,423	\$1.22
232			100%	916	\$1,529	\$1.57	\$1,268	\$1.30

COMMUNITY AMENITIES:

- Sparkling swimming pool
- 24-hour fitness center
- Shaded poolside cabana
- Business center
- Resident clubhouse
- Pet park
- Basketball court
- Gazebo
- BBQ grills
- Ample greenspace

UNIT FEATURES:

- White appliances
- Wood-style flooring
- Laminate countertops
- Brushed nickel hardware
- Washer/dryer in all units
- Patio/balcony
- Ceiling fans with light kits
- Walk-in closet

**In select unit*



NEW MEXICO STATE
UNIVERSITY GOLF COURSE

ORGAN MOUNTAINS



EL PASO, TEXAS
42 Miles



- 14,000+ STUDENTS
- 3,800 FACULTY & STAFF
- \$2.6 BILLION ECONOMIC IMPACT

CASA BANDERA
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LAS CRUCES APARTMENT MARKET OVERVIEW

19.2% RENT CHANGE
OVER PREVIOUS 24 MONTHS

95.1%
AVG OCCUPANCY

\$1,197 (\$1.37 PSF)
AVG EFFECTIVE RENTS (4Q23)

ADDITIONAL INFORMATION

**IF YOU HAVE ANY QUESTIONS OR REQUIRE ADDITIONAL INFORMATION,
PLEASE CONTACT ANY OF THE INDIVIDUALS BELOW.**

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FOR QUESTIONS REGARDING DEBT STRUCTURES ON THIS PROPERTY, PLEASE CONTACT:

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OFFER DATE: TBD

TIMING: All submissions must include specific terms relating to Due Diligence and Closing time periods.

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