



INTERO COMMERCIAL

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THE COUNTRY OAKS APARTMENTS

A 144-Unit Apartment Community

2644 Ackermann Rd. | Kirby | Texas | 78219



Exclusively Listed at

\$3,250,000

SELLER FINANCING:

- \$650,000 DOWN PAYMENT
- ASSUME EXISTING LOAN
- \$716,000 SELLER CARRY @ 6.5%

- ◆ Comprehensive Unit Mix
- ◆ Spacious 1, 2 & 3 BR Floor Plans
- ◆ Extensive Renovations in 2007
- ◆ 2 Swimming Pools
- ◆ Secure Northeast Location

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PROPERTY DESCRIPTION

Country Oaks is a 144-unit property built in 1971 in northeast San Antonio. The property consists of 13 one & two story garden style buildings. The buildings were built on concrete reinforced slabs with pitched roofs and wood & stucco siding with wood framing. Each unit is individually metered for electricity and water & gas are master metered then billed back on the RUBS system. The property underwent extensive renovations in 2006, 2007, and 2008 including, but not limited to, exterior painting, new railings, parking lot upgrades, new pitched roofs, and master hot water heater replacement.



Country Oaks consists of spacious 1, 2 & 3 bedroom floor plans. All units contain a full appliance package, large walk-in closets and patios and/or balconies that include additional outside storage. 2 sparkling swimming pools and 2 coin-operated clothes care centers are located on the well-maintained 6.06 acre grounds.

Country Oaks is located on Ackermann Road approximately 7 miles from Downtown San Antonio off of Interstate 10. This location gives the residents of Country Oaks easy access to freeways and major employers such as Brook Army Medical Center, fort Sam Houston, the new AT&T Center and several large distribution centers.



Brook Army Medical Center and Fort Sam Houston were recently awarded \$536.1 million during the base realignment. This realignment is projected to bring an additional 8000+ new jobs to the base and thousands of new residents to the surrounding areas. Country Oaks is located in the preferred Judson Independent School District with the resident's children attending Hopkins Elementary School, which is located directly next door to the property. Kirby Middle School and Wagner High School are nearby.

CASH FLOW & RENT ROLL



Property Summary

Property Name: The Country Oaks
 Property Address: 2644 Ackerman Dr.
 City, State, Zip: Kirby, Tx
 Price: \$ 3,250,000
 # of Units: 144
 Land Size: 6.06 Ac
 Age: 37

Note: Existing Loan

Lender: Citi Bank
 Restrictions: Fully Assumable 1%
 Term: 30yr Amortized
 Due: June, 2015
 Rate: Adjustable
 Index: 12 MAT
 Margin: 2.35%
 Existing Rate: June, 2008 5.213%
 P&I: \$ 10,957.63
 Tax Impound: \$ 8,727.83
 Total Payment: w/ Tax Impound \$ 19,685.46
 Balance: As of 12/08 \$ 1,884,000.00

Investment Summary

GRM: 3.78
 Cap Rate: 7.73%
 Rentable Square Feet: 103,920
 Price Per Square Foot: \$ 31.27
 Price Per Unit: \$ 22,569
 Down Payment: \$ 650,000
 Down Payment %: 20%

Method Of Purchase

Terms: Assume Existing Loan 5.21%
 Amount: \$ 1,884,000
 Monthly Payment: \$ 10,958
 Seller Carry Terms: Int. Only 6.5%
 Seller Carry Amount: \$ 716,000
 Monthly Payment to Seller: \$ 3,878
 Total Monthly Payment: \$ 14,836

Rent Roll & Monthly Scheduled Income

Terms:	Assume Existing Loan	5.21%	# of Units	Bed	Bath	Sq. Ft.	Equalized Rent	Monthly Income
Amount:		\$ 1,884,000	54	1	1	567	\$ 425	\$ 22,950
Monthly Payment:		\$ 10,958	18	2	1	750	\$ 515	\$ 9,270
Seller Carry Terms:	Int. Only	6.5%	48	2	1	768	\$ 525	\$ 25,200
Seller Carry Amount:		\$ 716,000	16	2	2	870	\$ 540	\$ 8,640
Monthly Payment to Seller:		\$ 3,878	8	3	2	1140	\$ 700	\$ 5,600
Total Monthly Payment:		\$ 14,836						0

Annualized Operating Data

Gross Scheduled Rent: \$ 859,920
 Less Vacancy Factor:* 20% \$ 171,984
 Less Loss to Lease: 0% \$ -
 Net Rental Income: \$ 687,936
 RUBS Income: \$ 59,373
 Total Income: \$ 747,309
 Less Expenses: \$ 496,020
 Net Operating Income: \$ 251,289
 Less Debt Service: \$ 178,032
 Pre-Tax Cash Flow: \$ 73,258
Cash-On-Cash Return: 11.27%
Pro Forma Cash-On-Cash Return: 11.27%

Annualized Expenses

New Real Property Taxes: \$ 104,734
 Fire & Hazard Insurance: \$ 33,000
 Utilities: \$ 113,585
 Contracted Services: \$ 24,799
 Administrative: \$ 10,044
 Advertising & Promotion: \$ 10,337
 Prof. Full Service Management: \$ 30,549
 Payroll: \$ 125,000
 Maintenance & Repair: 5.00% \$ 34,397
 Supplies: \$ 9,575
Annual Operating Expense: 57.6821% \$ 496,020

Total Monthly Income: \$ 71,660
Gross Annual Sched. Rent: \$ 859,920

*This asset normally runs at approximately 93% occupancy. Current vacancy is higher due to infrastructure rehabilitation recently completed.

RESALE PROJECTION - POST REHAB



Property Summary

Property Name: The Country Oaks
 Property Address: 2644 Ackerman Dr.
 City, State, Zip: Kirby, Tx
 Price: \$ 5,150,000
 # of Units: 144
 Land Size: 6.06 Ac
 Age: 37

Note: Existing Loan

Lender: Citi Bank
 Restrictions: Fully Assumable 1%
 Term: 30yr Amortized
 Due: June, 2015
 Rate: Adjustable
 Index: 12 MAT
 Margin: 2.35%
 Existing Rate: June, 2008 5.213%
 P&I: \$ 10,957.00
 Tax Impound: \$ 8,727.83
 Total Payment: \$ 19,685.46
 Balance: \$ 1,884,000.00

Investment Summary

GRM: 5.99
 Cap Rate: 8.50%
 Rentable Square Feet: 103,920
 Price Per Square Foot: \$ 49.56
 Price Per Unit: \$ 35,764
 Down Payment: \$ 1,545,000
 Down Payment %: 30%

New Purchase Money First Loan

Terms: 30 Year Fixed for 5 @ 6.00%
 Amount: \$ 3,605,000
 Monthly Payment: \$ 21,614
 Seller Carry Terms:
 Seller Carry Payment: 16
 Total Monthly Payment: \$ 21,614

Rent Roll & Monthly Scheduled Income

		# of Units	Bed	Bath	Sq. Ft.	Rent	Monthly Income
Amount:	\$ 3,605,000	54	1	1	567	\$ 425	\$ 22,950
Monthly Payment:	\$ 21,614	18	2	1	750	\$ 515	\$ 9,270
Seller Carry Terms:		48	2	1	768	\$ 525	\$ 25,200
Seller Carry Payment:		16	2	2	870	\$ 540	\$ 8,640
Total Monthly Payment:	\$ 21,614	8	3	2	1140	\$ 700	\$ 5,600

Annualized Operating Data

Gross Scheduled Rent: \$ 859,920
 Less Vacancy Factor: 8% \$ 68,794
 Less Loss to Lease: \$ -
 Net Rental Income: \$ 791,126
 Fee/Misc. Income: \$ 15,000
 RUBS Income: \$ 59,373
 Total Income: \$ 865,499
 Less Expenses: \$ 427,847
 Net Operating Income: \$ 437,652
 Less Debt Service: \$ 259,366
 Pre-Tax Cash Flow: \$ 178,287
Cash-On-Cash Return: 11.54%

Annualized Expenses

New Real Property Taxes: \$ 88,000
 Fire & Hazard Insurance: \$ 42,942
 Utilities: \$ 116,333
 Contracted Services: \$ 19,545
 Administrative: \$ 10,044
 Advertising & Promotion: \$ 2,266
 Prof. Full Service Management 4% \$ 20,346
 Payroll: \$ 116,061
 Maintenance & Repair: \$ 9,810
 Supplies: \$ 2,500
Annual Operating Expense: 49.7543% \$ 427,847

Total Monthly Income: \$ 71,660
Gross Annual Sched. Rent: \$ 859,920

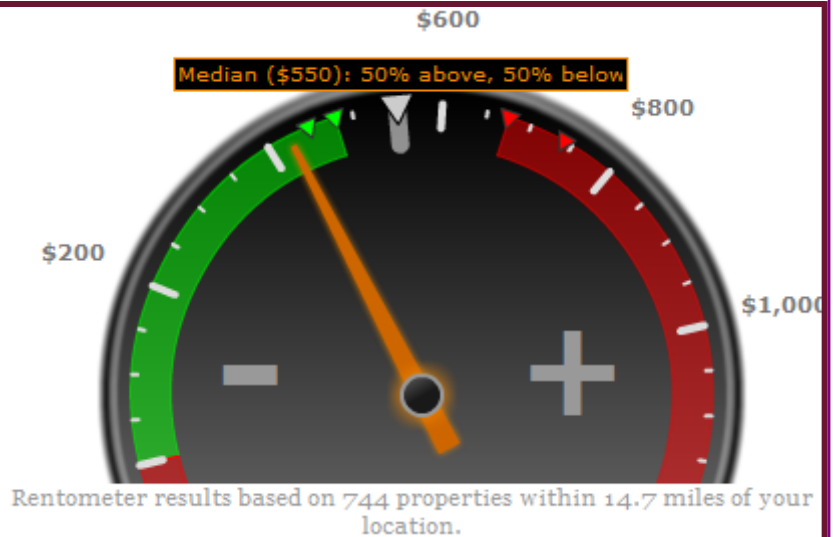
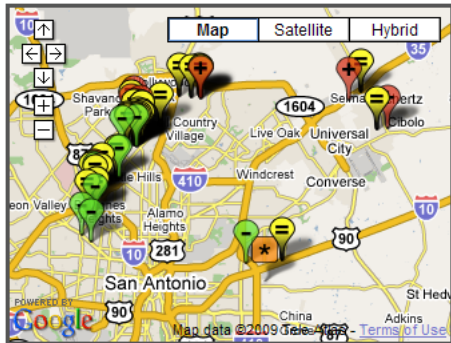
LOCAL RENTAL RATES



\$425, 1 bed, 2644 Ackermann, San Antonio, TX 78219

About 6% listings are lower priced.

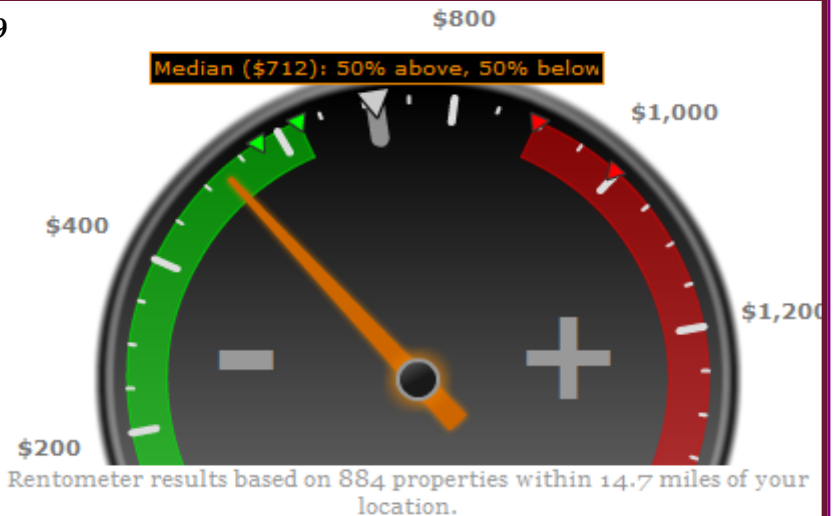
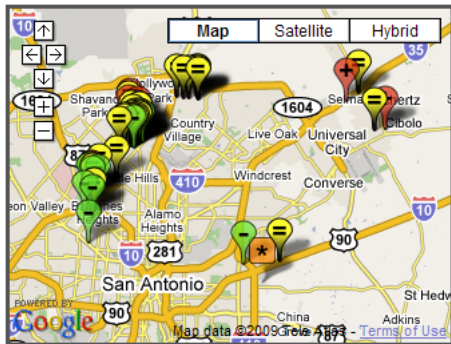
A 1 Bedroom Unit has a Median Price of \$550



\$525, 2 bed, 2644 Ackermann, San Antonio, TX 78219

About 4% listings are lower priced.

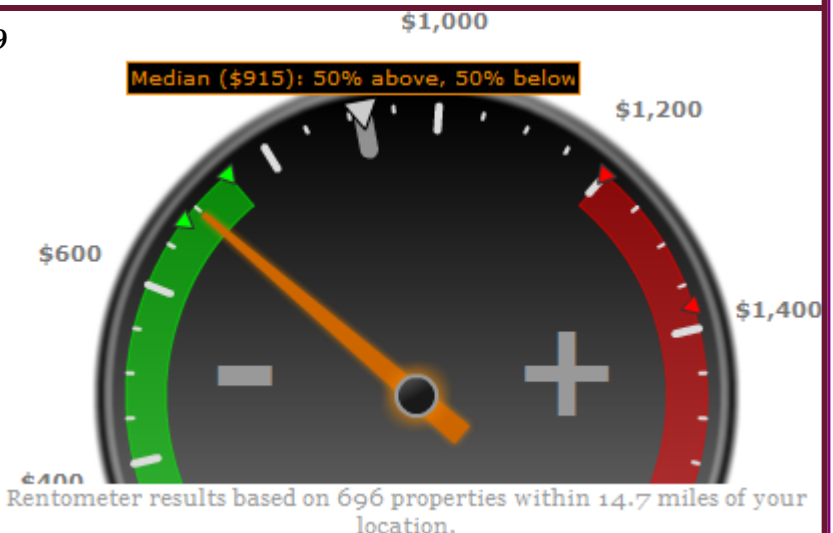
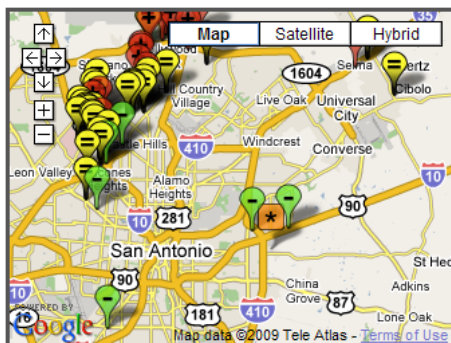
A 2 Bedroom Unit has a Median Price of \$712



\$700, 3 bed, 2644 Ackermann, San Antonio, TX 78219

About 14% listings are lower priced.

A 3 Bedroom Unit has a Median Price of \$915



100 + UNIT SALES - BEXAR COUNTY

Trailing 6 Months



11245 Sir Winston St - San Antonio, TX

Property Type:	Multifamily Garden/Low-Rise	Sale Date:	9/12/2008
No. Units:	116	Sale Price:	\$11,212,500.00
Building Size:	213,635 SF	Price/Unit:	\$96,659.48
Year Built:	1983		

4041 Medical Dr - San Antonio, TX

Property Type:	Multifamily Garden/Low-Rise	Sale Date:	1/7/2009
No. Units:	160	Sale Price:	\$12,256,250.00
Building Size:	307,051 SF	Price/Unit:	\$76,601.56
Year Built:	1983		

950 E Bitters Rd - San Antonio, TX

Property Type:	Multifamily Garden/Low-Rise	Sale Date:	12/23/2008
No. Units:	220	Sale Price:	\$7,612,500.00
Building Size:	161,694 SF	Price/Unit:	\$34,602.27
Year Built:	1979		

Whispering Hills - 13658 O Connor Rd, San Antonio, TX

Property Type:	Multifamily Garden/Low-Rise	Sale Date:	12/18/2008
No. Units:	164	Sale Price:	\$6,500,000.00
Building Size:	148,092 SF	Price/Unit:	\$39,634.15
Year Built:	1981		

12626 Blanco Rd - San Antonio, TX

Property Type:	Multifamily Garden/Low-Rise	Sale Date:	11/25/2008
No. Units:	176	Sale Price:	\$10,300,000.00
Building Size:	183,215 SF	Price/Unit:	\$58,522.73
Year Built:	1982		



SAN ANTONIO

San Antonio is the 2nd largest city in the state of Texas and the 7th largest in the United States. Located in the northern part of south Texas, it is the seat of Bexar County with a population of almost 1.3 million. The metropolitan area has a population of over 1.9 million and San Antonio is the 4th fastest growing city in the United States. The city has always experienced a steady population growth and it has doubled in size in the past 35 years.



San Antonio has a diversified economy with 4 primary focuses; financial services, health care, national defense and tourism. Located northwest of the city center is the South Texas Medical Center. This center is the chief catalyst for a \$14 billion biomedical industry. It employs over 27,000 people with a combined budget of \$2.8 billion. San Antonio is the only city in the United States hosting 3 Level 1 trauma centers within the city limits.

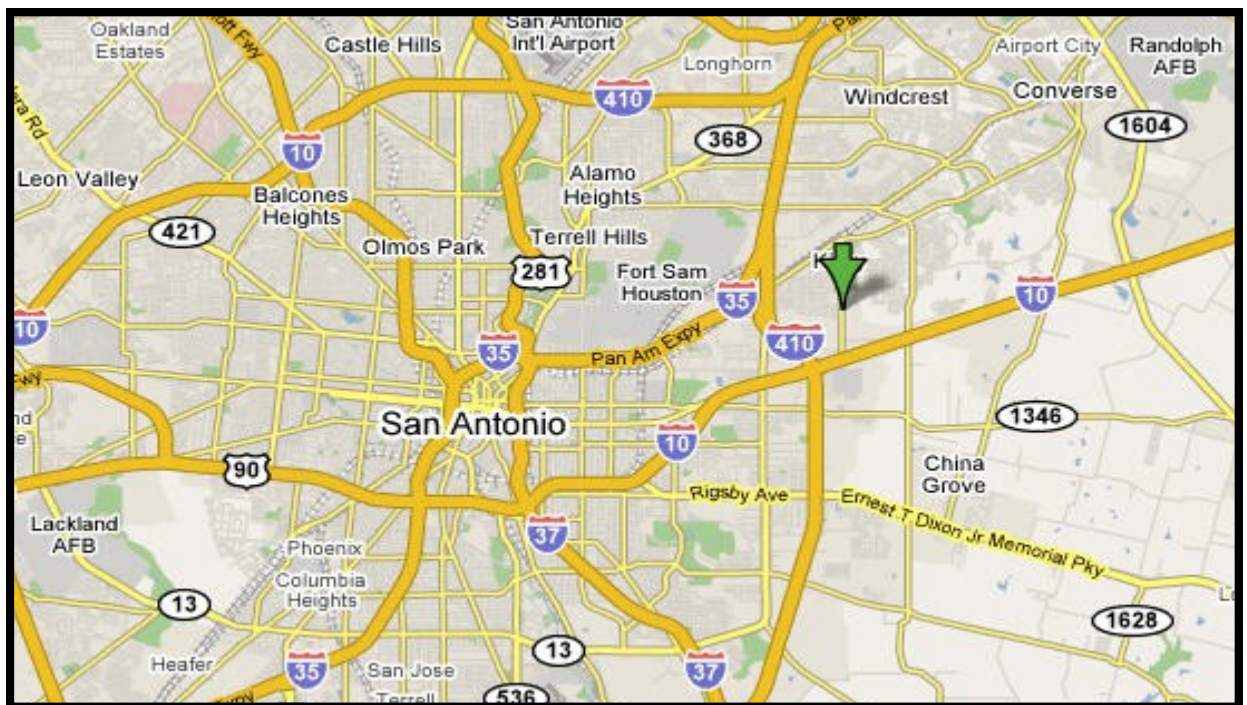
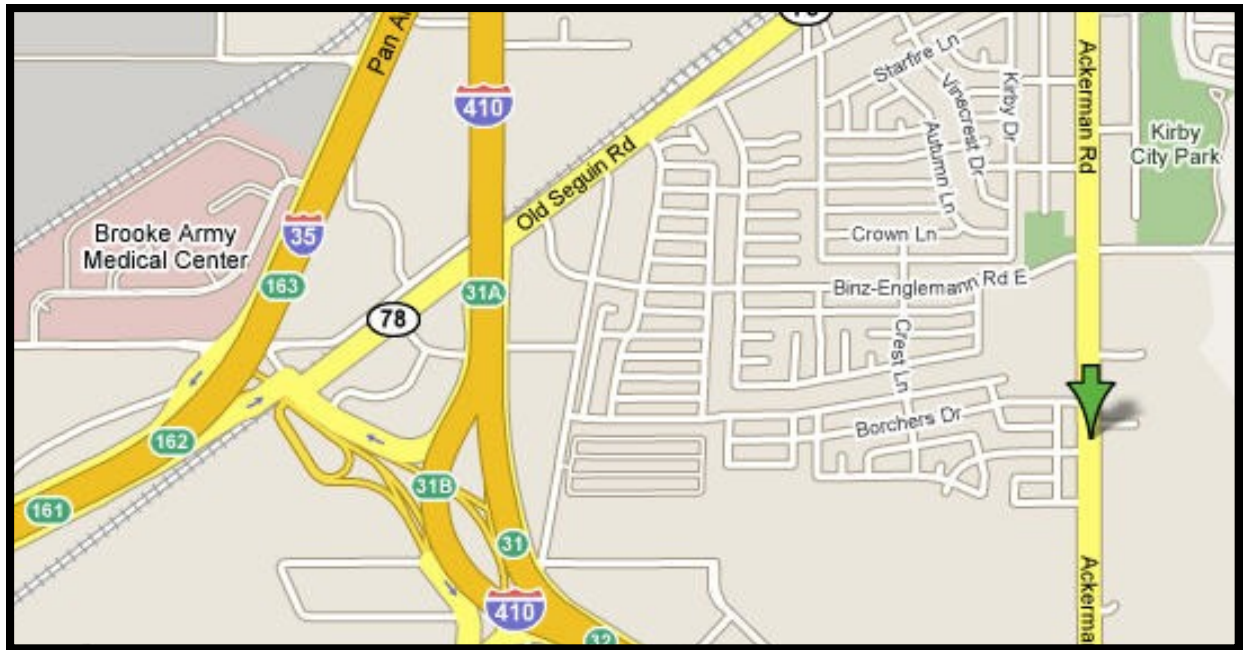
The city is also home to one of the country's largest military concentrations. Fort Sam Houston on the city's northeast side hosts Brooke Army Medical Center, focus of the U.S. Army's medical command and training functions. Lackland Air force Base on the city's west side is one of the world's largest training complexes. The defense industry in San Antonio employs over 89,000 and provides a \$5.2 billion impact to the city's economy.

San Antonio's corporate profile includes Advantage Rent-a-Car, AT&T, Clear Channel Communications, Frost National Bank, H-E-B, Southwest Research Institute, Tesror Petroleum Company, USAA, Valero Energy Corporation, Toyota Manufacturing Texas & NuStar Energy all headquartered within the city. Companies not headquartered in the city but with a strong presence include Bank of America, Boeing, Washington Mutual, Caremark RX, the Capital Group Companies, Citibank, QVC, Wachovia Bank & Lowe's.

San Antonio is a popular tourist destination. The jewel of the city is the famous Riverwalk which meanders through the downtown area. The most visited attraction is the Alamo.

San Antonio hosts over 100,000 students across its higher education facilities which include The University of Texas at San Antonio, Wayland Baptist University, Trinity University, Texas A&M

MAPS



AERIAL PHOTOS



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DISCLAIMER

The information contained herein is intended to supply any interested parties considering a potential investment in said property with an overview of the summary information of the asset. This information is designed to establish a preliminary interest via how the property may perform. All information contained herein has been collected from sources deemed to be reliable. However, this information does not purport to present all information regarding the subject property, and it is not intended to be a substitute for a complete and thorough due diligence investigation, analysis, and audit of all aspects of the asset. Neither the Seller, Intero Commercial nor any of its agents have made any investigation of the actual property, the tenants, the operating history, financial reports, leases, square footage, age or any potential environmental problems that may exist and make now warranty or representation whatsoever concerning these issues. Any pro formas, projections, opinions, assumptions or estimates used are for example only and do not necessarily represent the current or future performance of the property. As with any investment asset considered by a potential investor, all physical, financial, historical and implied information should be thoroughly investigated by any investor. Potential Buyers are advised and encouraged to perform any and all investigations and inspections appropriate to the purchase of a multi-residential property.