



Project Information Book

# SPURS LANE MULTIFAMILY PROJECT

120 Units - Class A Apartments – Alamo Residences at Spurs Lane





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# EXECUTIVE SUMMARY

## ABOUT THE PROJECT

Alamo residences at Spurs Lane is a 120-unit multifamily development in the South Texas Medical Centre (STMC) / USAA area, with the highest concentration of employment in San Antonio at Spurs Lane appeal to the "luxury on a budget" renter.

AMG is pleased to announce a new development to be built, near the South Texas Medical Center (STMC) neighborhood in San Antonio, Texas. The property sits just west of Interstate 10 & north of 410 Loop, providing quick access to all that San Antonio has to offer.



The planned project will be built in one of the city's most exclusive areas. With 4.3 acres of development land, the planned project will be built in one of the city's most affluent neighbourhoods.



The property is bordered by excellent public schools and high-end communities with typical house values of more than \$240,000.



The property is in an upmarket residential area with a high concentration of national and international stores, restaurants, hospitals, and a variety of other amenities nearby. Luxury communities surrounded by mayor employment, retail, and entertainment

## INVESTMENT SUMMARY

Location	300 Spurs Lane San Antonio, TX 78240
Planned Construction Start Date	March 1, 2022
Planned Certificate of Occupancy (CO) Date	May 31, 2023
Total Units	120
Net Rentable Area	99,840 SF
Average Unit Size	832 SF
Average Market Rent/Unit	\$1,550
Targeted Project IRR	26.96%
Targeted Equity Multiple	2.05
<b>Targeted Investor IRR</b>	<b>24.5%</b>

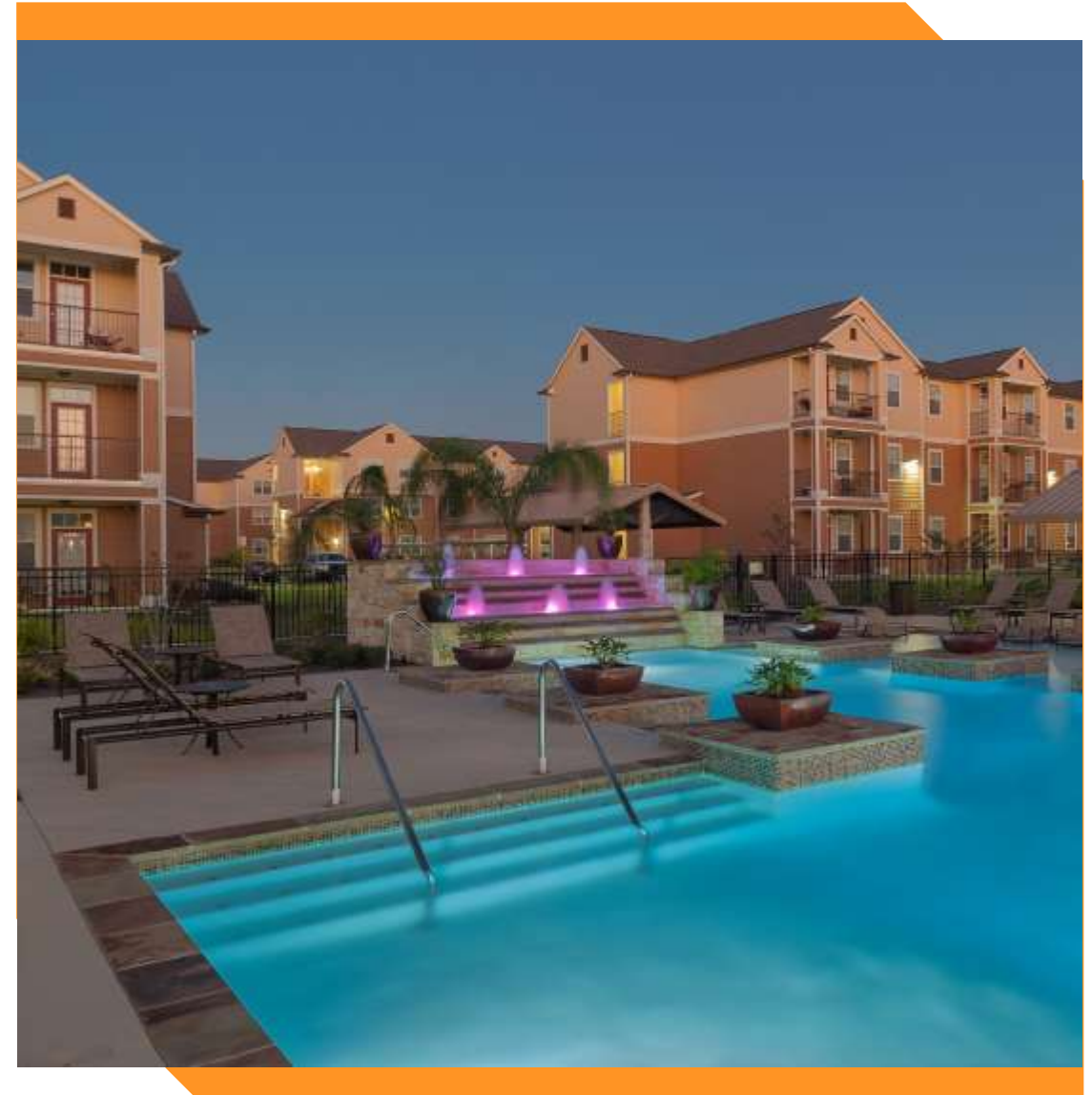
# PROJECT INFORMATION

## GENERAL PROPERTY INFORMATION

Name	Spurs Lane
Acreage	4.23 Acres
Project SF	99,840 SF
Rentable SF	99,840 SF
Units	120
Parking Spaces	206
Parking Ratio	1.72
Buildings	5
Stories	Three
Address	300 Spurs Lane
City/State	San Antonio, TX 78240
Planned Construction Start Date	03/01/2022

## LAND ACQUISITION

Land SF (4.23 Acres)	184,258 SF
Price Per SF	\$13.56
Total Cost of Land	\$2,500,000



# SOURCE AND USE SUMMARY

SOURCE	
Total Project Cost	\$23,519,988
Construction Loan Amt (% Of Cost)	75.00%
Total Loan Amount	\$17,639,991
<b>Total Project Equity</b>	<b>\$5,879,997</b>
LP Equity (90%)	\$5,291,997
GP Equity (10%)	\$588,000
Construction Period	14 Months
Construction Period Interest Only	Yes
Construction Period Interest Rate	4.50%
<b>Total Project Cost</b>	<b>\$23,519,988</b>

USE				
COST	TOTAL	UNIT	PER SF	ALLOCATION
Land	\$2,500,000	\$20,833	\$25.04	10.63%
Hard Costs	\$16,973,808	\$141,448	\$170.01	72.17%
Soft Costs	\$2,265,180	\$18,877	\$22.69	9.63%
FF&E	\$276,000	\$2,300	\$2.76	1.17%
Impact Fees	\$600,000	\$5,000	\$6.01	2.55%
Finance & Title	\$905,000	\$7,542	\$9.06	3.85%
<b>TOTALS</b>	<b>\$2,35,19,988</b>	<b>\$1,96,000</b>	<b>\$235.58</b>	<b>100.00%</b>

## CONSTRUCTION SPEND BY MONTH



# LEASE UP AND PERMANENT FINANCIANG

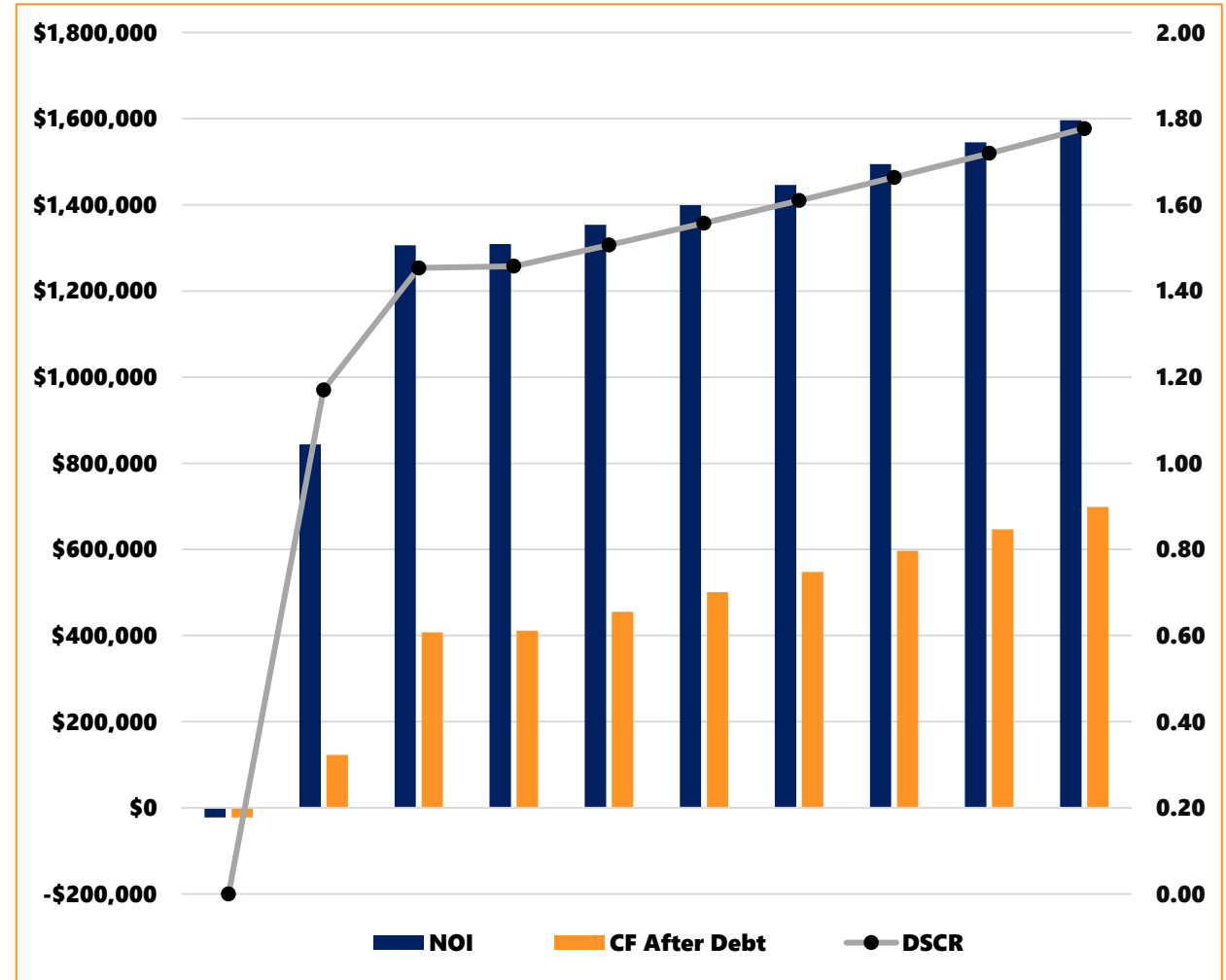
## LEASE-UP SUMMARY

Certificate of occupancy (CO) date	03/01/2023
Percentage pre-leased at CO	70%
Leases/month until stabilization	25
Stabilization date	04/01/2023
Stabilized occupancy	93%
Average targeted rent	\$1,550
Concessions-lease-up (months)	1
Net rent	\$1,421
CO month	15
Stabilization month	17
Refi month	17

## PERMANENT FINANCING


Refinance month	04/01/2023
Cap rate at refi	5.00%
Loan to value	70.00%
Loan amount	\$16,671,617
Interest rate	3.50%
Amortization	30
Stabilized NOI	\$1,190,830
Stabilized DSCR	1.33
Cost of refi (% of loan)	1.00%
Monthly payment	\$74,863
Annual payment	\$898,356

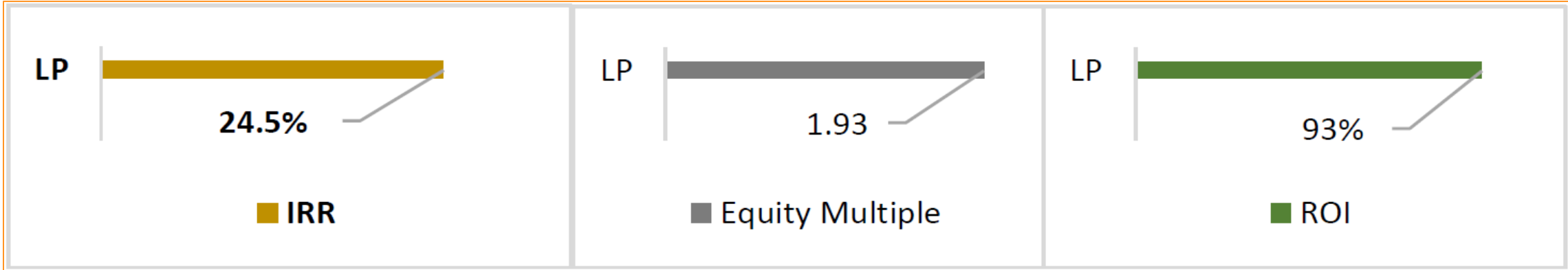
## CASH FLOW SUMMARY



# PROJECT RETURNS






## PARTNERSHIP RETURNS (NET OF FEES)

Distribution Model: IRR Waterfall 2/20 Model (2% Fee / 20% Carry)				
LP EQUITY	90.00%	\$5,291,997	LP PROFIT(80%)	\$4,922,653
GP EQUITY	10.00%	\$588,000	GP PROFIT (20%)	\$1,230,663
<b>TOTAL</b>	<b>100.00%</b>	<b>\$5,879,997</b>	<b>100%</b>	<b>\$6,153,316</b>



# UNIT MIX AND MONTHLY RENT BY UNIT MIX

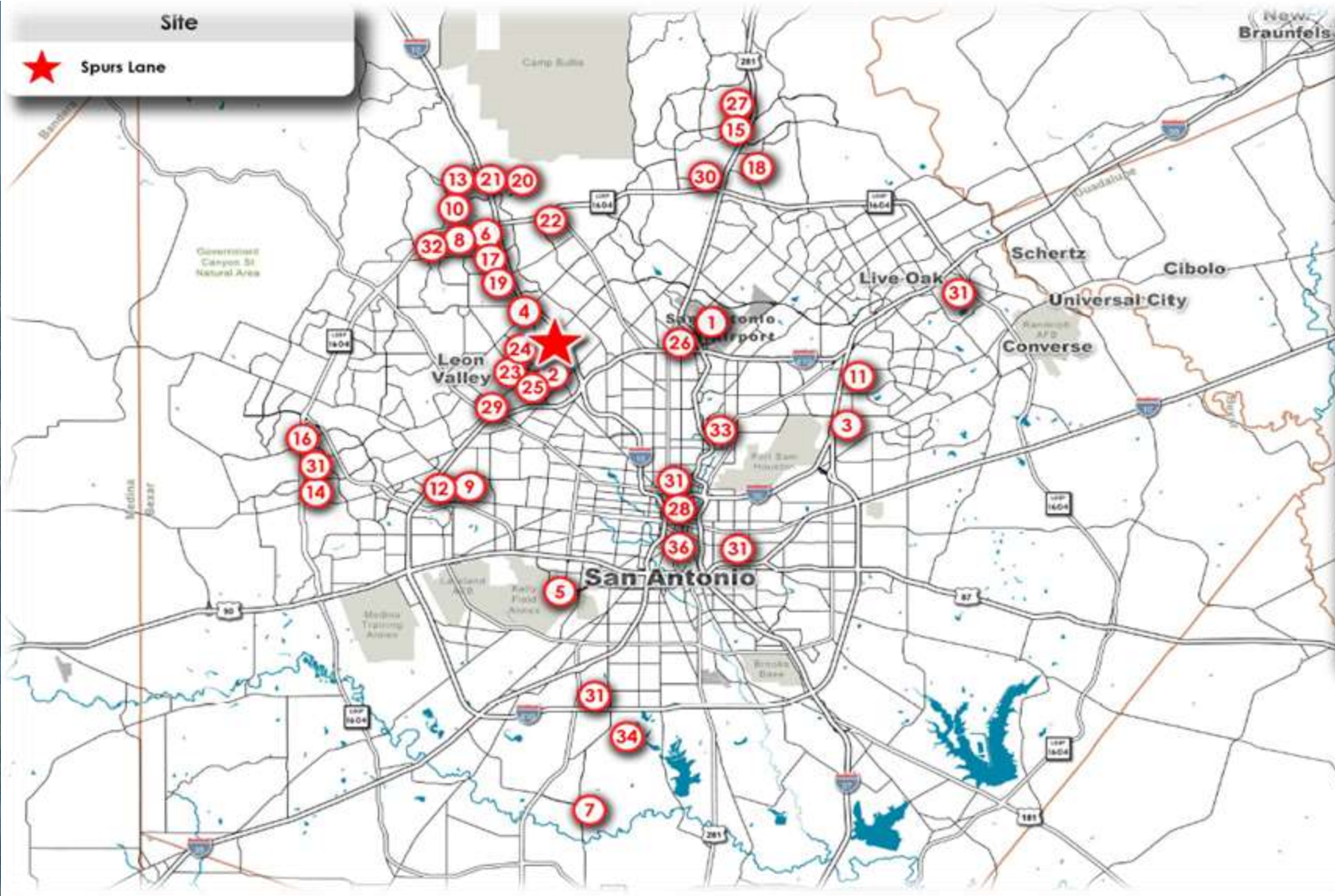
UNIT MIX						
UNIT TYPE	UNIT COUNT	UNIT SIZE	TOTAL SF	MONTHLY RENT/UNIT	MONTHLY RENT/SF	MONTHLY RENT (TOTAL)
Studio	60	656	39,360	\$1,300	\$1.98	\$78,000
1 Bedroom 1 Bath	30	997	29,910	\$1,785	\$1.79	\$53,550
1 Bedroom 1 Bath	30	1,019	30,570	\$1,815	\$1.78	\$54,450
Total/Avg	120	832	99,840	\$1,550	\$1.86	\$186,000

 <p><b>832</b> Avg. SF</p>	 <p><b>\$1,550</b> Avg. Rent</p>	 <p><b>\$1.86</b> Avg. Rent PSF</p>	 <p><b>\$186,000</b> Gross Monthly</p>	 <p><b>\$1,214,830</b> Annual NOI</p>
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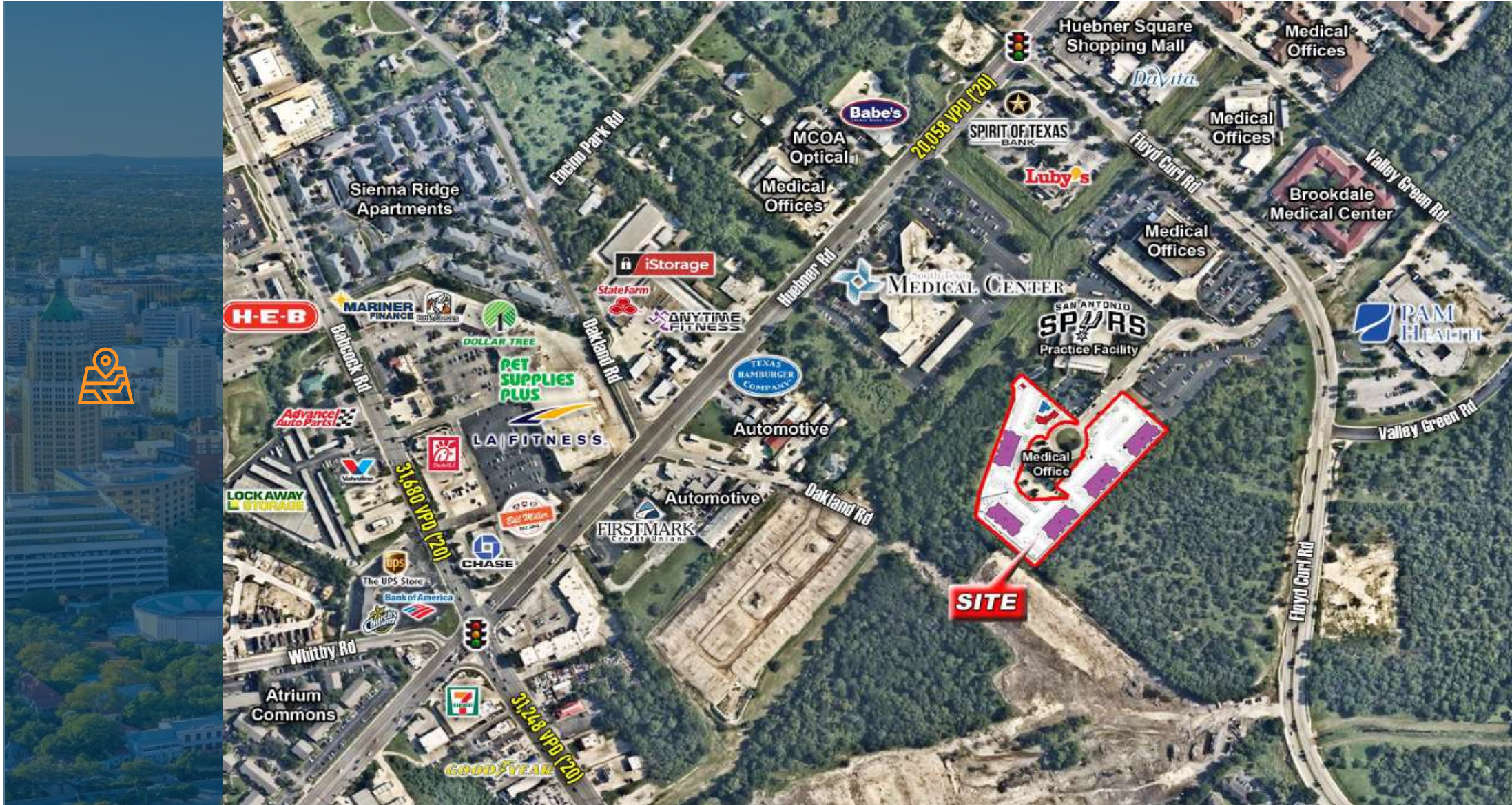


# MAJOR EMPLOYERS



Major Employers		
1	Employers	Jobs
1	San Antonio International Airport	100,000
2	South Texas Medical Center	58,730
3	HEB	30,000
4	USAA Corporate Headquarters	24,000
5	Fort San Antonio	14,000
6	Valero	10,000
7	Toyota	7,200
8	University of Texas at San Antonio	6,850
9	Southwest Research Institute/Group	5,270
10	Harland Clarke	5,000
11	Rackspace	3,540
12	TMAC	3,000
13	Six Flags Over Texas	3,000
14	SeaWorld of Texas	2,800
15	iHeart Radio	2,800
16	Wells Fargo	2,500
17	Security Service Federal Credit Union	1,800
18	Andeavor	1,500
19	Acelity	1,500
20	NuStar Energy	1,200
21	Medtronic	1,200
22	Clear Channel	2,800
23	Christus Santa Rosa	3,000
24	Methodist Healthcare	9,420
25	UT Health Science Center	5,800
26	SWBC	1,200
27	JP Morgan Chase	2,000
28	Baptist Health System	6,383
29	Northside ISD	12,000
30	Methodist Hospital Stone Oak	11,000
<b>Higher Education</b>		
31	Alamo College District	90,000
32	University of Texas at San Antonio	32,000
33	University of The Incarnate Word	8,175
34	Texas A&M University - San Antonio	4,500
35	Other Universities & Colleges	9,000
<b>Other</b>		
36	Central Business District	+75,000

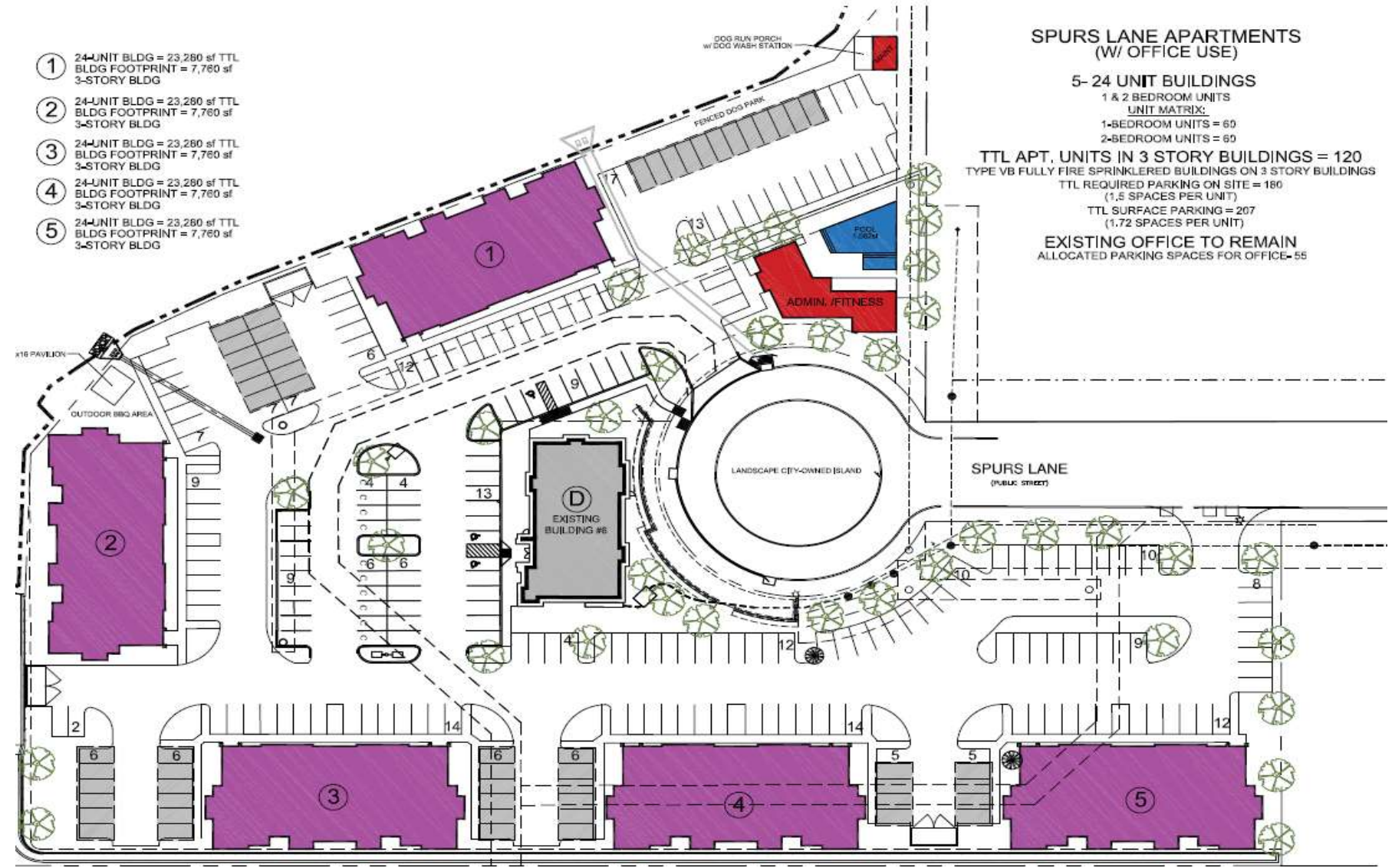
# PROJECT SITE MAP



# PROJECT SITE PLAN



- ① 24-UNIT BLDG = 23,280 sf TTL  
BLDG FOOTPRINT = 7,760 sf  
3-STORY BLDG
- ② 24-UNIT BLDG = 23,280 sf TTL  
BLDG FOOTPRINT = 7,760 sf  
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BLDG FOOTPRINT = 7,760 sf  
3-STORY BLDG
- ⑤ 24-UNIT BLDG = 23,280 sf TTL  
BLDG FOOTPRINT = 7,760 sf  
3-STORY BLDG



## SPURS LANE APARTMENTS (W/ OFFICE USE)

### 5- 24 UNIT BUILDINGS

- 1 & 2 BEDROOM UNITS
- UNIT MATRIX:
- 1-BEDROOM UNITS = 60
- 2-BEDROOM UNITS = 60

TTL APT. UNITS IN 3 STORY BUILDINGS = 120  
 TYPE VB FULLY FIRE SPRINKLERED BUILDINGS ON 3 STORY BUILDINGS  
 TTL REQUIRED PARKING ON SITE = 180  
 (1.5 SPACES PER UNIT)  
 TTL SURFACE PARKING = 207  
 (1.72 SPACES PER UNIT)

EXISTING OFFICE TO REMAIN  
 ALLOCATED PARKING SPACES FOR OFFICE-55

# COMMUNITY AMENITIES



Swimming pool with fountain and sundeck	Fitness center and conference room	Open-air social area with deluxe grill stations	Outdoor Music And Television	Dog Park
Pet Washing And Grooming Station	Club Room With Coffee Bar	Wi-fi Access In Common Areas	Controlled And Monitored Access Gates	Private Garages Available

*\*In Selected Units*

# APARTMENT INTERIOR FEATURES

Modern Floor Plans with Abundant Natural Light

Faux vinyl Harwood-style Floors

Energy Star Black Appliances

Quartz Or Granite Countertops With double Sinks

Tiled Backsplash

Designer Pendant Light

Large Entertaining Island

2" Faux-wood Blinds



Full-size Washer/Dryer Connections

Custom Tub & Shower Surrounds

Walk-in Showers & Garden Tubs\*

Spacious Walk-in Closets

Private Patios And Balconies\*

Nine-foot Ceiling

Wi-Fi Smart Locks\*

Pet Yards\*

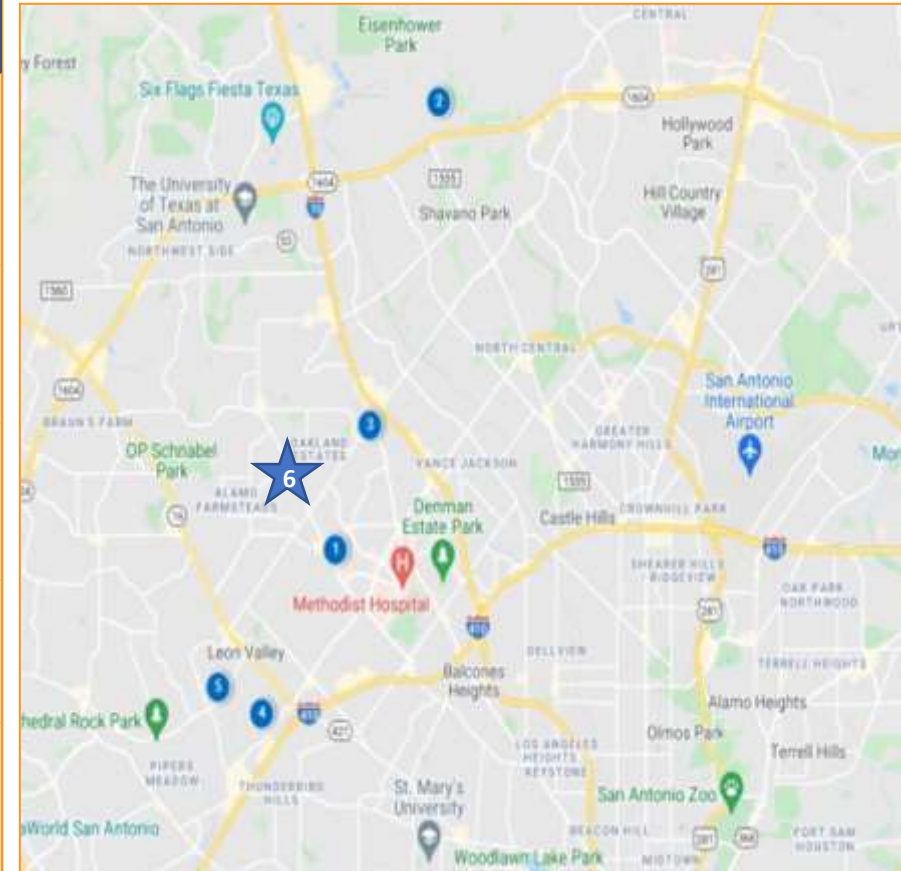
*\*In Selected Units*

# PROJECT PROFORMA

Years	1	2	3	4	5	6	7	8	9	10
<b>Income</b>										
Gross Potential Rent	\$22,32,000	\$22,32,000	\$22,98,960	\$23,67,929	\$24,38,967	\$25,12,136	\$25,87,500	\$26,65,125	\$27,45,078	\$28,27,431
Gain (Loss) to Lease	(22,320)	(22,320)	-	-	-	-	-	-	-	-
<b>Total GPR</b>	\$22,09,680	\$22,09,680	\$22,98,960	\$23,67,929	\$24,38,967	\$25,12,136	\$25,87,500	\$26,65,125	\$27,45,078	\$28,27,431
Concessions	-	(1,80,045)	(22,990)	(23,679)	(24,390)	(25,121)	(25,875)	(26,651)	(27,451)	(28,274)
Vacancy Loss	(22,32,000)	(5,34,589)	(1,37,938)	(1,42,076)	(1,46,338)	(1,50,728)	(1,55,250)	(1,59,907)	(1,64,705)	(1,69,646)
Bad Debt	-	(8,809)	(5,747)	(5,920)	(6,097)	(6,280)	(6,469)	(6,663)	(6,863)	(7,069)
<b>Net Effective</b>	(22,320)	\$14,86,238	\$21,32,285	\$21,96,254	\$22,62,142	\$23,30,006	\$23,99,906	\$24,71,903	\$25,46,060	\$26,22,442
Employee Discounts	-	(4,393)	(5,690)	(5,861)	(6,036)	(6,218)	(6,404)	(6,596)	(6,794)	(6,998)
Model Unit Loss	-	(4,393)	(5,690)	(5,861)	(6,036)	(6,218)	(6,404)	(6,596)	(6,794)	(6,998)
Pet Rent	-	14,313	18,540	19,096	19,669	20,259	20,867	21,493	22,138	22,802
Parking	-	14,790	19,158	19,733	20,325	20,934	21,562	22,209	22,876	23,562
RUBS	-	30,915	40,046	41,248	42,485	43,760	45,073	46,425	47,817	49,252
Other	-	40,075	51,912	53,469	55,073	56,726	58,427	60,180	61,986	63,845
<b>Effective Gross Income</b>	(22,320)	\$15,77,545	\$22,50,562	\$23,18,079	\$23,87,621	\$24,59,250	\$25,33,027	\$26,09,018	\$26,87,289	\$27,67,907
<b>Expenses</b>										
Administrative	-	25,000	30,900	31,827	32,782	33,765	34,778	35,822	36,896	38,003
Marketing	-	25,000	30,900	31,827	32,782	33,765	34,778	35,822	36,896	38,003
Management Fee	-	54,246	67,048	69,059	71,131	73,265	75,463	77,727	80,059	82,460
Payroll	-	1,20,000	1,48,320	1,52,770	1,57,353	1,62,073	1,66,935	1,71,944	1,77,102	1,82,415
Utilities	-	57,500	71,070	73,202	75,398	77,660	79,990	82,390	84,861	87,407
R&M	-	30,000	37,080	38,192	39,338	40,518	41,734	42,986	44,275	45,604
Turnover	-	25,000	30,900	31,827	32,782	33,765	34,778	35,822	36,896	38,003
Contract Services	-	25,000	30,900	31,827	32,782	33,765	34,778	35,822	36,896	38,003
Insurance	-	25,000	30,900	31,827	32,782	33,765	34,778	35,822	36,896	38,003
Apt. RE Taxes	-	3,27,273	4,41,818	4,90,909	5,00,727	5,10,742	5,20,957	5,31,376	5,42,003	5,52,843
<b>Total Expenses</b>	\$0	\$7,14,019	\$9,19,836	\$9,83,268	\$10,07,857	\$10,33,085	\$10,58,970	\$10,85,530	\$11,12,782	\$11,40,745
<b>Net Operating Income</b>	(22,320)	\$8,63,526	\$13,30,726	\$13,34,811	\$13,79,765	\$14,26,165	\$14,74,057	\$15,23,489	\$15,74,507	\$16,27,162
<b>Reserves</b>	-	(20,000)	(24,720)	(25,462)	(26,225)	(27,012)	(27,823)	(28,657)	(29,517)	(30,402)
<b>NOI After Reserves</b>	(22,320)	\$8,43,526	\$13,06,006	\$13,09,350	\$13,53,539	\$13,99,153	\$14,46,235	\$14,94,831	\$15,44,990	\$15,96,760
<b>Debt Service</b>	-	(7,20,778)	(8,98,356)	(8,98,356)	(8,98,356)	(8,98,356)	(8,98,356)	(8,98,356)	(8,98,356)	(8,98,356)
<b>Construction Draw at C.O.</b>	20,460	1,41,131	-	-	-	-	-	-	-	-
<b>Operating Cash Flow</b>	(1,860)	\$2,63,880	\$4,07,650	\$4,10,993	\$4,55,183	\$5,00,797	\$5,47,879	\$5,96,475	\$6,46,634	\$6,98,404

# RENT COMPS

S. No.	PROPERTY NAME	ADDRESS	YEAR BUILT	TOTAL UNITS	STORIES	AVERAGE UNIT SIZE (SF)	EFFECTIVE RENT	EFFECTIVE RPSF	OCCUPANCY
01	Addison Medical Center Apartments	2810 Babcock Rd, San Antonio, TX 78229	2019	216	5	824	\$1,562	\$1.90	95.8%
02	Birwood Heights	4003 N Loop 1604 W, San Antonio, TX 78257	2019	312	3	975	\$1,513	\$1.55	96.5%
03	Palmetto Pointe	4835 Usaa Blvd, San Antonio, TX 78240	2020	328	3	1,000	\$1,529	\$1.53	95.7%
04	Park on Wurzbach	4707 Wurzbach Rd, San Antonio, TX 78238,	2019	264	3	936	\$1,621	\$1.73	96.6%
05	Timberhill Commons	5072 Timberhill Dr, San Antonio, TX 78238	2020	340	3	820	\$1,550	\$1.89	96.5%
06	<b>SPURS LANE ALAMO RESIDENCES</b>	<b>300 Spurs Lane San Antonio, TX 78240</b>	<b>2023</b>	<b>120</b>	<b>3</b>	<b>832</b>	<b>\$1,550</b>	<b>\$1.86</b>	<b>NA</b>
<b>Our Project</b>									



**SPURS LANE ALAMO RESIDENCES**



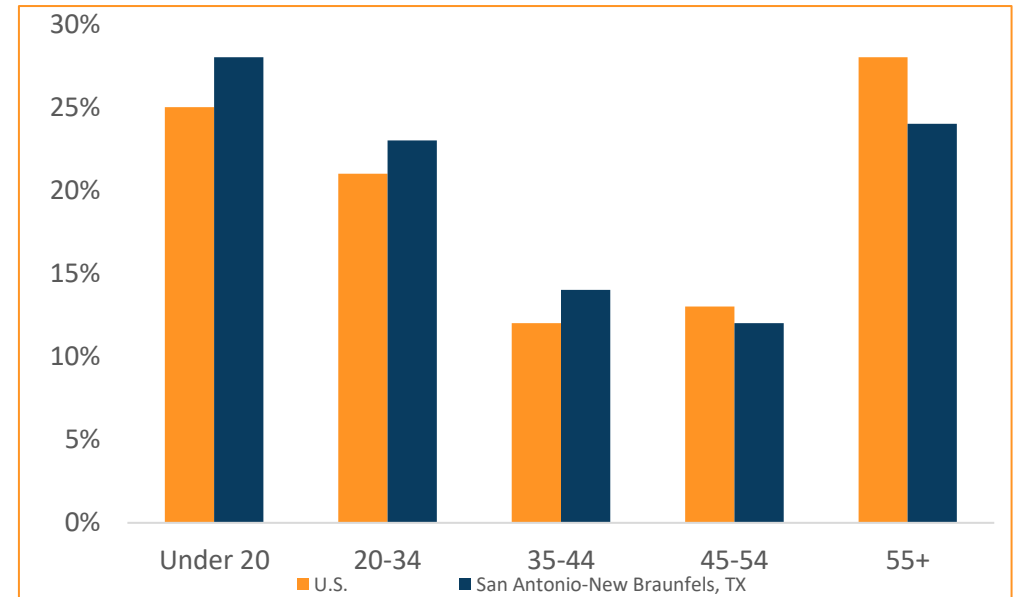


## REAL ESTATE AND ATTRACTIVE RENTAL MARKET

San Antonio has one of the most stable rental markets in the country. As house sales in San Antonio continue to rise, prices rise, and availability tightens, making rental property in San Antonio an increasingly appealing investment. House sales and prices in San Antonio have risen, while the number of available properties for sale has tightened.

- In San Antonio, home prices have risen by 20.1 percent in the last year
- Home values in San Antonio have soared by more than 49% in the last five years
- A single-family home for sale in San Antonio costs \$149 per square foot
- According to reports, San Antonio has 102 neighbourhoods. that Oak Park - Northwood is the most expensive neighbourhood with a median listing price of \$750,000
- San Antonio has one of the most stable rental markets in the United States. Approximately 60% of the rental applications came from renters who were relocating inside the city.
- The outstanding performance of San Antonio's rental market is one of the reasons WalletHub ranks San Antonio as one of the top cities for renters using the same important indicators that real estate investors use, such as real estate market activity, cost of living, and employment growth.

## POPULATION BY AGE – WELL BALANCED CITY DEMOGRAPHICS



# SAN ANTONIO DEMOGRAPHICS AND KEY FACTS

## SAN ANTONIO - DEMOGRAPHICS

- 20.3%**  
POPULATION GROWTH (2010-2020)
- 6.4%**  
UNEMPLOYMENT RATE (DEC 2020)
- 86**  
COST OF LIVING INDEX
- 3.1%**  
PRE-COVID UNEMPLOYMENT RATE (FEB 2020)
- \$80,440**  
AVERAGE FAMILY INCOME

**2.57 MILLION** ESTIMATED POPULATION



## SAN ANTONIO - KEY FACTS AND FIGURES

<b>3rd Fastest Growing Economy in the U.S.</b>	<b>Top 10 U.S. Metro Area for Millennials</b>	<b>0% State and Local Income Tax</b>
<b>#5 Best City for Young Graduates</b>	<b>#1 Friendliest City in the United States</b>	<b>#2 Largest Growth in Millennial Population</b>
<b>#1 State for Doing Business</b>	<b>#8 Best Place to Retire in the Country</b>	<b>Most Stable Texas Rental Market</b>

# SUBMARKET MULTIFAMILY OVERVIEW

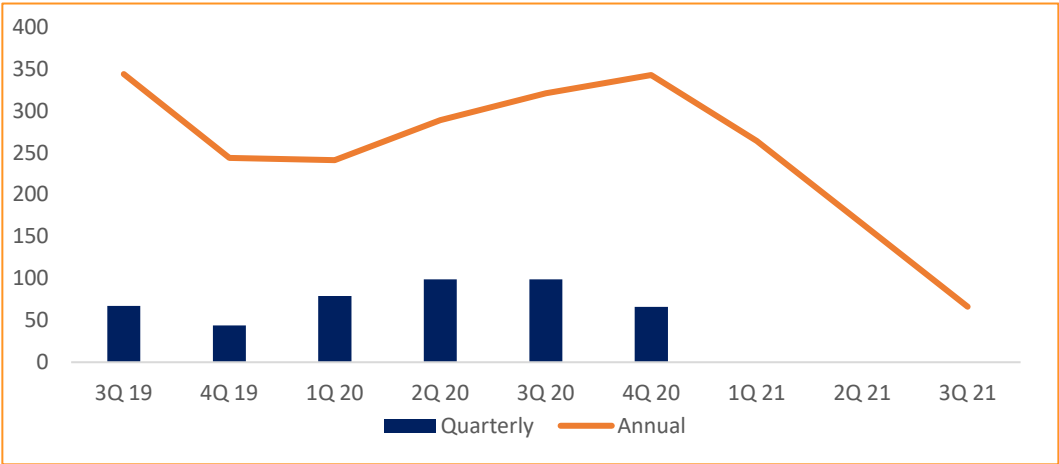
## MEDICAL CENTER SUBMARKET – SPURS LANE

Submarket Supply Demand Outlook		
	SUBMARKET	METRO
Existing Multifamily Units	29,132	215,961
Sampled Units	26,025	169,460
Percent Sampled	89.30%	78.5%
SUPPLY AND DEMAND		
Quarterly Supply (units)	0	1,003
Annual Supply (units)	66	5,107
Annual Inventory Change	0.20%	2.4
Five-Year Average Annual Supply (units)	343	5,619
Five-Year Peak in Annual Supply (units)	599	6,810
Five-Year Trough in Annual Supply (units)	66	4,359
Quarterly Demand (units)	689	4,963
Annual Demand (units)	721	8,843
OCCUPANCY		
Current Rate	95.30%	95.8%
Quarterly Change	2.4	1.9
Annual Change	2.3	1.9
Five-Year Peak	95.30%	95.8%
Five-Year Trough	91.40%	92.6%
Five-Year Average	92.90%	93.5%

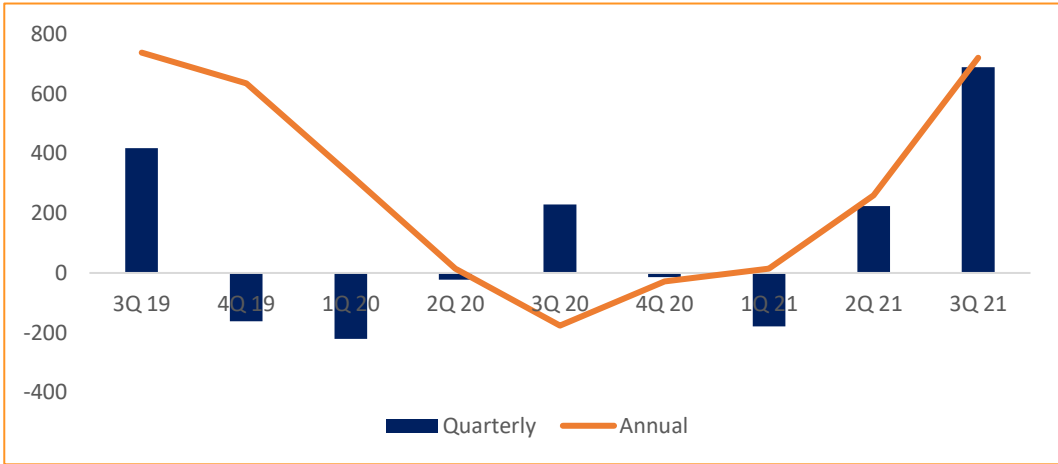
Submarket Rent and Revenue Change Outlook		
	SUBMARKET	METRO
Average Multifamily Monthly Rent	\$1,039	\$1,131
Rent Per Square Foot	\$1.24	\$1,325
Quarterly Change	6.00%	6.2%
Annual Change	10.50%	11.0%
Five-Year Peak in Annual Change	10.50%	11.0%
Five-Year Trough in Annual Change	-1.40%	-0.9%
Five-Year Average in Annual Change	2.10%	2.1%
REVENUE CHANGE		
Quarterly Change	8.40%	8.1%
Annual Change	12.80%	12.9%
Five-Year Peak in Annual Change	12.80%	12.9%
Five-Year Trough in Annual Change	-2.60%	-1.6%
Five-Year Average in Annual Change	2.10%	2.2%
ONE-YEAR FORECAST		
Annual Supply (units)	0	3,844
Annual Demand (units)	-135	2,584
Occupancy	94.80%	95.3%
Annual Occupancy Change	-0.5	-0.5%

# SUBMARKET SUPPLY DEMAND OVERVIEW

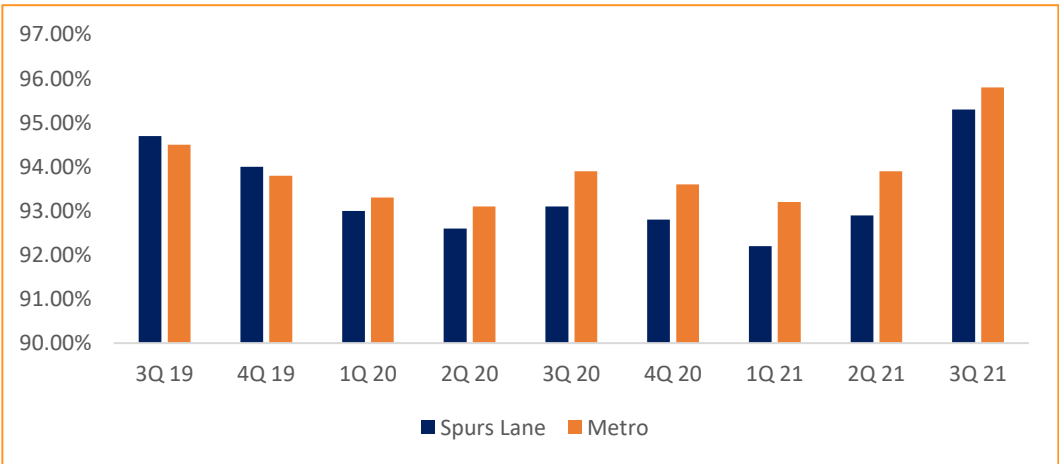
## SUPPLY



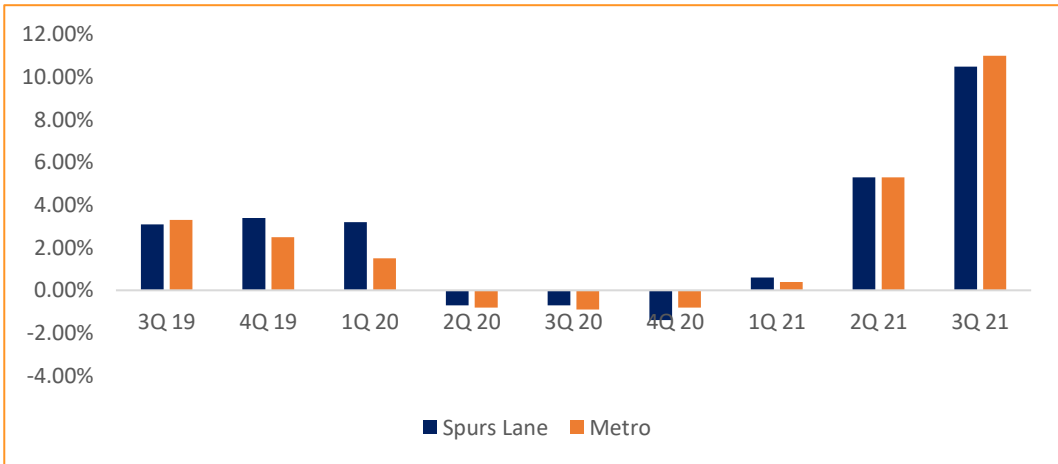
## DEMAND



## OCCUPANCY



## ANNUAL RENT CHANGE



# ARCHITECTURAL RENDERING OF PROJECT



# ARCHITECTURAL RENDERING OF PROJECT



# ARCHITECTURAL RENDERING OF PROJECT



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