



## Dun-Bar East Apartments

# OFFERING MEMORANDUM

# Presented By:

## INVESTMENT SALES

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## MARKETING

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### Offering procedures

- Letter of intent
- Resume and/or business letter indicating assets owned
- Transaction references
- Banking references
- Source of equity for acquisition

### Property tours

Prospective investors are encouraged to visit the subject property prior to submitting an offer. Please do not contact the on-site management or staff without prior approval. All property showings are by appointment only. Please contact us for more details.

### Sales conditions

Interested prospective investors should be aware that the owner of the property is selling the property in as-is, where-is condition with all faults, if any, and without representations or warranties of any kind of nature, expressed or implied, written or oral.

### Communications

All communications, inquiries and requests, including property tours, should be addressed to the listing agent.



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**PROPERTY** **Dun-Bar East**

Address	1728 Pulliam / 1701 Upton
Market	San Angelo, TX
# of Units	76
Year Built	1971
# of Stories	2
# of Buildings	7

**TAX INFORMATION** **Tom Green CAD**

Parcel ID	R34681
Current Assessed Value (2026)	\$1,416,350
Tax Rate	2.34%

**OTHER**

2 Laundry Rooms + 1 Large Storage Structure (originally a bar)

**UTILITIES**

All Bills Paid.

Water - 5 master meters serve the full block, with 3 located on the north half (for sale). All buildings are on city water. Landscaping is supplied by two water wells on the north half.

Electric - 2 master meters for the whole block.

Gas - 2 master meters for the whole block. Used for hot water heaters on 4 of the bulidings + the restaurant on the south half.

**SCHOOLS & UNIVERSITY**

Holiman Elementary School	0.8 mi
Lincoln Middle School	3.7 mi
Lake View High School	3.0 mi
Angelo State University	4.9 mi

**AIRFORCE BASE & DATA CENTER**

Goodfellow Airforce Base	3.3 mi
Skybox Data Center Development	7.5 mi

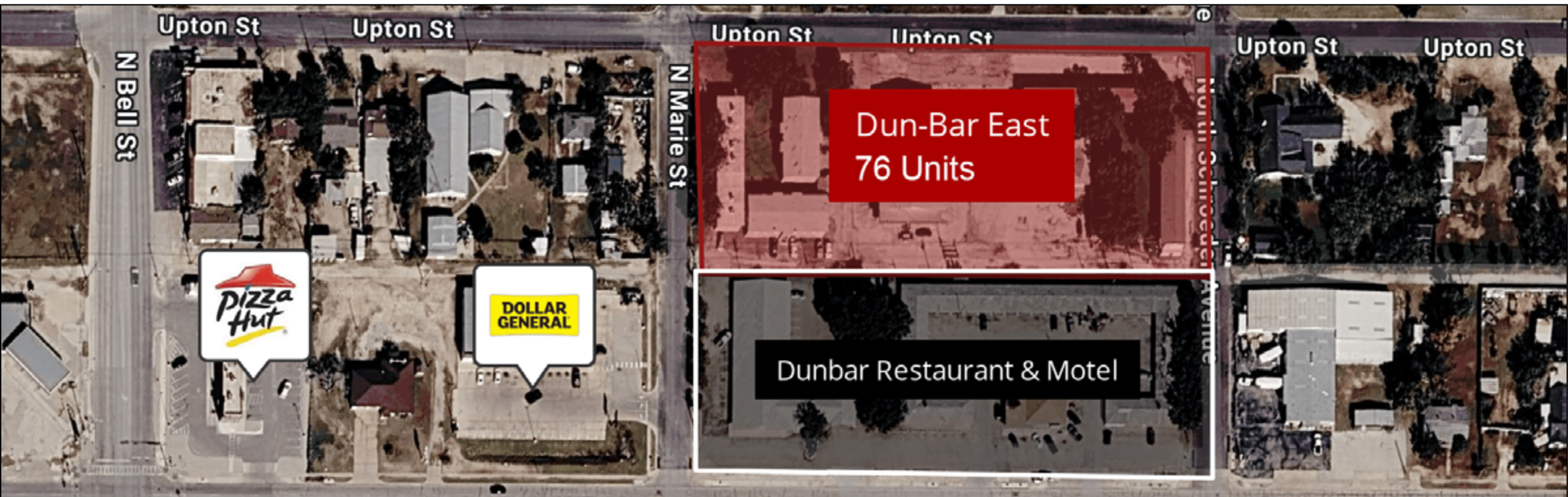
With decades of family ownership and significant under-utilization, Dun-Bar East offers a compelling opportunity for a buyer to capture value by filling vacancies and operating the north half of the block as a standalone asset. The property totals 76 units, consisting of five apartment buildings (44 units) and one motel building (32 units), along with two common laundry rooms and a former bar structure currently used as storage. Despite being in decent condition, the apartments remain largely vacant as the owners have prioritized their restaurant and motel operations on the south half of the block, creating meaningful upside for a new operator to establish an independent complex on the north half of the block.



## Highlights

- Immediate value-add through vacancy capture and management.
- Less than 10 minutes from upcoming \$7B Skybox Data Center development.
- Undersupplied housing submarket expecting high-salary jobs.
- 93.8% Market Occupancy (May 2026 ALN Apartment Data)

Dun-Bar East is one of the closest housing assets to the upcoming \$7-billion Skybox Data Center. Located just 10 minutes from the development site near the Red Creek Substation, the property sits in an undersupplied submarket poised for significant long-term appreciation. With the San Angelo City Council's rezoning approval in January 2026, the project has taken the next steps towards a multi-phase, 7-year build-out projected to begin in late 2026. As a result, the property is positioned to capture a decade of sustained demand, initially from thousands of construction professionals, and long-term from a high-income tenant base of tech staff with salaries ranging from \$84,000 to \$126,000.





Dun-Bar East





Skybox Data Center

Dun-Bar East

San Angelo

ALVERY JUNCTION

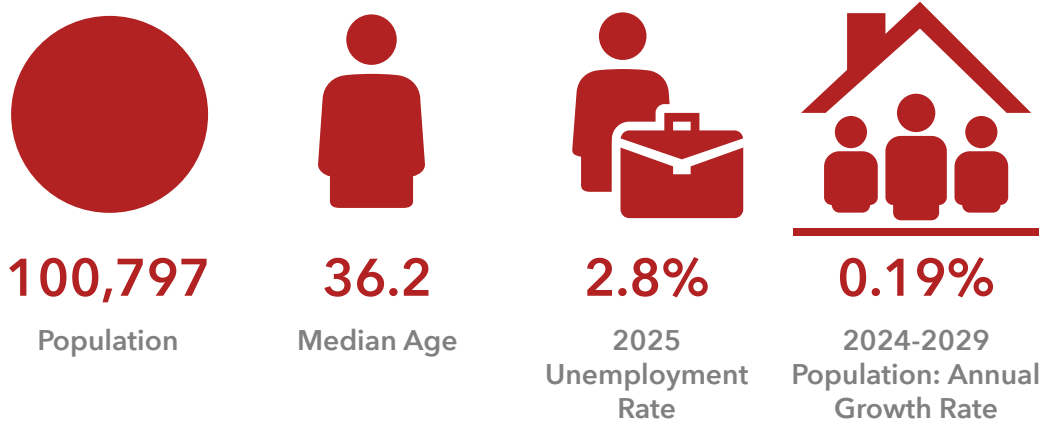
GOODFELLOW AIR FORCE BASE

Veribes

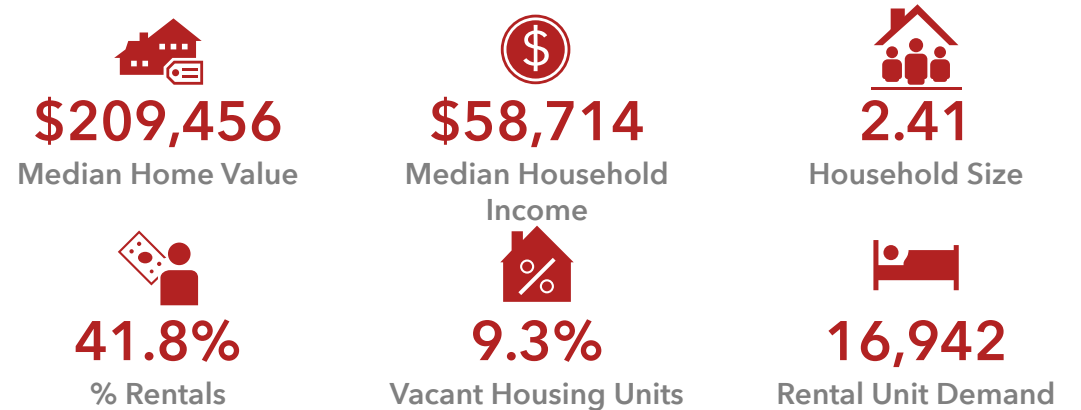
## MARKET OVERVIEW

San Angelo serves as the economic hub of West Texas' Concho Valley, positioned along the intersection of U.S. Highways 67, 87, and 277 between the Permian Basin and Central Texas. The city's economy demonstrates notable diversification across defense, healthcare, education, manufacturing, and energy sectors, anchored by Goodfellow Air Force Base, Shannon Medical Center, and Angelo State University.

signal significant economic momentum, including Skybox Data Centers' approved 350-acre, six-building hyperscale campus near Highway 67 North, designed to leverage the region's reliable power infrastructure for AI operations. The San Angelo Rail Port provides dual rail service for manufacturers and logistics operations, while the city maintains a cost of living approximately 4 percent below the national average. Angelo State University's 9,779-student enrollment drives consistent housing demand, while Goodfellow Air Force Base's status as the region's largest employer provides income for over 24,000 personnel and dependents, reinforcing economic stability.



With a regional labor pool exceeding 140,000 across a 10-county area, San Angelo maintains stable employment without reliance on a single industry. Recent infrastructure developments



## REGIONAL EMPLOYMENT DRIVERS



### **Goodfellow Air Force Base:**

The installation serves as the region's largest employer, providing income for over 24,000 military personnel, civilian employees, contractors, and their dependents. As a specialized training center for intelligence, surveillance, and reconnaissance operations, Goodfellow maintains consistent personnel levels and generates substantial economic impact through direct employment and related defense contractor operations. The base's permanent mission status ensures long-term employment stability for the regional economy.



### **Shannon Medical Center:**

The 395-bed regional medical facility anchors San Angelo's healthcare sector with 4,149 employees, functioning as the

primary acute care provider for a 24-county service area spanning West Texas. As part of a comprehensive healthcare system including multiple clinics and specialty services, Shannon drives the city's largest employment sector while attracting medical professionals and supporting workers from surrounding communities, creating sustained demand for professional housing and related services.



### **Angelo State University:**

The public university enrolled 9,779 students in Fall 2024 and employs 1,558 faculty and staff. As a comprehensive regional institution offering programs from bachelor's through master's degrees, Angelo State contributes to workforce development across multiple sectors while generating housing demand from both on-campus residential students and off-campus renters. The university's designation as Texas' only FAA-approved Air Traffic Control Training program and its nationally recognized cybersecurity operations center demonstrate specialized program strength that attracts out-of-area students and supports regional industry needs.





# Dun-Bar East

1728 Pulliam / 1701 Upton

Property Overview	
Units	76
Apartment Occupancy (44 units)	56.82%
Apartment Occupancy Date (44 units)	5/27/2026
Year Built	1971
Utilities	Central. All Bills Paid.
Laundry	On-Site.

Unit Type	No. of Units	Avg. SF	Avg. Leased Rent	Rent/SF	Proforma Rent	Rent/SF
1 Bed / 1 Bath ( <i>Apartment</i> )	22	466	\$788	\$1.69	\$788	\$1.69
1 Bed / 1 Bath ( <i>Apartment</i> )	16	576	\$825	\$1.43	\$825	\$1.43
2 Bed / 1 Bath ( <i>Apartment</i> )	5	-	\$1,100	-	\$1,100	-
3 Bed / 1.5 Bath ( <i>Apartment</i> )	1	-	\$1,500	-	\$1,500	-
Studio - Furnished ( <i>Motel</i> )	32	-	\$339-\$452 ( <i>weekly</i> )	-	\$600	-
<b>Totals / Avg.</b>	<b>76</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>\$747</b>	<b>-</b>

<b>GPR</b>	<b>\$680,832</b>
<b>GPR / Month</b>	<b>\$56,736</b>



Date of Comps: (06.09.2026)

## Rent Comparables

### One-Bedroom Units

Property Name	Address	Unit Type Detail	Completed Year	Unit Size	Actual Rent	Actual Rent Per SqFt
Eagle Rock Apartments	850 Paint Rock Rd	1 Bd / 1 Ba	1974	690	\$1,035	\$1.50
Concho Vista Apartments	505 E Harris Ave	1 Bd / 1 Ba	1970	570	\$775	\$1.36
Aura Pointe Apartments	12 E 29th St	1 Bd / 1 Ba	1983	473	\$880	\$1.86
The Brixton	555 Smith Blvd	1 Bd / 1 Ba	1986	494	\$1,047	\$2.12
The Retreat @ College Hills	2431 College Hills Blvd	1 Bd / 1 Ba	1977	720	\$1,149	\$1.60
Averages of Comparables				589	\$ 977	\$ 1.66

### Two-Bedroom Units

Property Name	Address	Unit Type Detail	Completed Year	Unit Size	Actual Rent	Actual Rent Per SqFt
Eagle Rock Apartments	850 Paint Rock Rd	2 Bd / 1 Ba	1974	850	\$1,300	\$1.53
3zero2 River Walk	302 Allen St	2 Bd / 1 Ba	1971	780	\$975	\$1.25
Aura Pointe Apartments	12 E 29th St	2 Bd / 1 Ba	1983	600	\$920	\$1.53
The Brixton	555 Smith Blvd	2 Bd / 2 Ba	1986	900	\$1,245	\$1.38
The Retreat @ College Hills	2431 College Hills Blvd	2 Bd / 2 Ba	1977	1035	\$1,159	\$1.12
Averages of Comparables				833	\$ 1,120	\$ 1.34

	Stabilized	
<b>Rental Income</b>		
Gross Potential Rent	\$	680,832
Economic Vacancy	\$	(68,083)
<b>Net Rental Income</b>	<b>\$</b>	<b><u>612,749</u></b>

Projected  
10.0%

<b>Gross Operating Income</b>	<b>\$</b>	<b><u>612,749</u></b>
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**Operating Expenses**

Admin & Advertising	\$	15,200
Contract Services	\$	19,000
Repairs & Maintenance	\$	53,200
Management Fee	\$	49,020
Property Taxes	\$	52,561
Insurance	\$	60,800
Gas	\$	8,740
Electric - Common	\$	15,200
Water & Sewer	\$	41,800
<b>Total Operating Expenses</b>	<b>\$</b>	<b><u>315,521</u></b>

<b>Net Operating Income (NOI)</b>	<b>\$</b>	<b><u>297,228</u></b>
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Profroma Cap Rate --> **13.21%**

**Underwriting  
Notes & Ratios**      **Proforma**

<b>Economic Occupancy</b>	<b>90%</b>
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<b>Gross Income</b>	<b>90%</b>
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\$200	per unit
\$250	per unit
\$700	per unit
8%	of GOI
100%	sales price * tax rate
\$800	per unit
\$115	per unit
\$200	per unit
\$550	per unit
<b>Expenses</b>	<b>46%</b>
<b>NOI</b>	<b>44%</b>



## FINANCING AVAILABLE

Commercial Mortgage Scenarios

### Dun-Bar East Apartments

44 Apartment Units • 32 Motel Units • 2 Laundry Rooms

Property Address: 1728 Pulliam / 1701 Upton, San Angelo, TX 76905

Conventional Commercial		DSCR Investor Loan		Bridge Loan	
Purchase Price	\$2,250,000	Purchase Price	\$2,250,000	Purchase Price	\$2,250,000
Down Payment	\$562,500 (25%)	Down Payment	\$562,500 (25%)	Down Payment	\$675,000 (30%)
Loan Amount	\$1,687,500	Loan Amount	\$1,687,500	Loan Amount	\$1,575,000
Interest Rate	7.00%	Interest Rate	8.25%	Interest Rate	9.50%
Amortization	25 Years	Amortization	30 Years	Payment Type	Interest Only
Fixed Term	5 Years	Fixed Term	--	Loan Term	24 Months
Estimated DSCR	1.80x	Estimated DSCR	1.69x	Estimated DSCR	1.72x
<b>Est. Monthly P&amp;I</b>	<b>\$11,930</b>	<b>Est. Monthly P&amp;I</b>	<b>\$12,680</b>	<b>Est. Mo. Payment</b>	<b>\$12,469</b>
Cash Needed at Closing: <b>\$600,000 - \$650,000</b>		Cash Needed at Closing: <b>\$600,000 - \$675,000</b>		Cash Needed at Closing: <b>\$725,000 - \$800,000</b>	

#### KEY COMMERCIAL FINANCING HIGHLIGHTS FOR BUYERS:

- **Strong Asset Metrics:** All three loan programs demonstrate healthy estimated Debt Service Coverage Ratios (DSCR above 1.60x), making this property an attractive candidate for standard and expedited commercial underwriting.
- **Capital Flexibility:** Options scale from a competitive 5-year fixed conventional structure up to a flexible 24-month interest-only Bridge execution for immediate capital repositioning.
- **Closing Cost Guidance:** Estimated cash needed at closing figures include down payment adjustments, standard commercial closing fees, and necessary initial reserves.

Disclaimer: Financing terms shown are estimates only and are subject to change without notice. Loan approval, rates, terms, and down payment requirements are subject to borrower qualifications, property review, appraisal, and lender underwriting guidelines. This is not a commitment to lend.

**Sid C**  
Commercial Mortgage Broker  
Phone: (214) 989-8882  
Email: sid@altimaloans.com

**Altima Loans**  
Commercial Lending Division  
**EQUAL HOUSING LENDER**

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## Information About Brokerage Services

*Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

11-03-2025



**TYPES OF REAL ESTATE LICENSE HOLDERS:**

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

**A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):**

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

**WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS:** A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code. **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

**A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:**

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - o that the owner will accept a price less than the written asking price;
  - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - o any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:**

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant opinions or advice regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement that contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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Name of Sponsoring Broker (Licensed Individual or Business Entity)	License No.	Email	Phone
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Name of Licensed Supervisor of Sales Agent/Associate, if applicable	License No.	Email	Phone
_____	_____	_____	_____
Name of Sales Agent/Associate	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials \_\_\_\_\_ Date \_\_\_\_\_

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