

# Acquisition Examples

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An aerial photograph of a residential complex in Las Vegas, NV. The complex consists of several multi-story buildings with terracotta-tiled roofs and light-colored facades. A large, irregularly shaped swimming pool with bright blue water is situated in the center of the complex, surrounded by numerous palm trees and some greenery. In the background, the Las Vegas city skyline is visible under a clear blue sky with some light clouds. The text "Example #1" and "Las Vegas, NV" is overlaid in the top left corner, and "Sold for 39% below peak price in 2022" is overlaid in the bottom right corner.

# Example #1

## Las Vegas, NV

Sold for 39% below  
peak price in 2022

# Example Property #1 Profile:

- Building Class: B
- Year Built: 1990
- Units: 168
- Price: \$27,000,000 (\$160,714/unit)
- Pro Forma NOI: \$1,420,909
- Pro Forma Cap Rate: 6.86%
- Employment growth is 2nd in the nation
- Close to major employers
- Motivated seller, upcoming loan maturity

# Example #2

## Alabaster, AL



17% LP IRR


Partner Operator Pro forma

# Example Property #2 Benefits

- Building Class: B
- Year Built: 1998
- Units: 312
- Price: \$45,650,000 (\$146,314 / unit)
- Stabilized occupancy (98%)
- Pro Forma NOI: \$1,293,744
- Pro Forma Cap Rate: 5.79%
- Assumable loan with 6.5 years of term and a fixed rate of 3.78%



# Example #3 Orlando, FL



Just closed at a 35%  
discount on its 2022  
purchase price.

# Example Property #3 Benefits

- Building Class: A
- Year Built: 2021
- Units: 250
- Price: \$69,550,000 (\$278,200/unit)
- Pro Forma Cap Rate: 5.63%
- Est. Gross IRR: 20.94%
- Excellent location with high barriers of entry
- 26% below replacement cost
- Purchase price represents a \$30K/unit discount from recently purchased comparable assets in the submarket



# Example #4

## Irving, TX

Just sold at a 30–35% discount to replacement cost by a fund in order to meet its redemption queue.

# Example Property #4

- Building Class: A
- Year Built: 2006
- Units: 341
- Price: \$82,750,000 (\$242,669/unit)
- Est. Gross IRR: 18.36%
- 85% of the units are unrenovated leaving a lot of room for upside in renovation premiums
- Submarket with significant barriers to entry for new development.

# Example #5

## Indianapolis, IN

LP IRR of 17.4%



# Example Property #5

- Building Class: C
- Units: 342
- Price: \$39,250,000
- Target LP IRR: 17.4%
- Strong going in Cap Rate at 7.12%
- Strong Workforce demand
- The property is offered with assumable debt at 5.72% for 7 years
- Recent CapEx, including roofs in '23.

# Conclusion & Call to Action

- For more information or to invest, go to:  
[aare.com/reit](http://aare.com/reit)
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