

OPEN HOUSE

Wednesday, February 5th

11:30 AM thru 1:30 PM



ASHFORD ODESSA SQUARE

240 UNIT, CLASS "C", VALUE-ADD OPPORTUNITY IN MIDLAND, TX
Includes 101 Storage Units





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EXCLUSIVE OFFERING: *ASHFORD ODESSA SQUARE APARTMENTS*
222 N. Dixie Blvd., Odessa, TX. 79761

Presented by Houston Income Properties, Inc. and KET Enterprises Incorporated

Open House Date: *Wednesday, February 5th, 2025 from 11:30 AM thru 1:30 PM*

Offer Date: To Be Determined

Offering Process: The Property is being offered on an "All Cash" basis to qualified purchasers.

Offer Guidelines: Offers should be presented in the form of a non-binding Letter-of-Intent and must include at least:

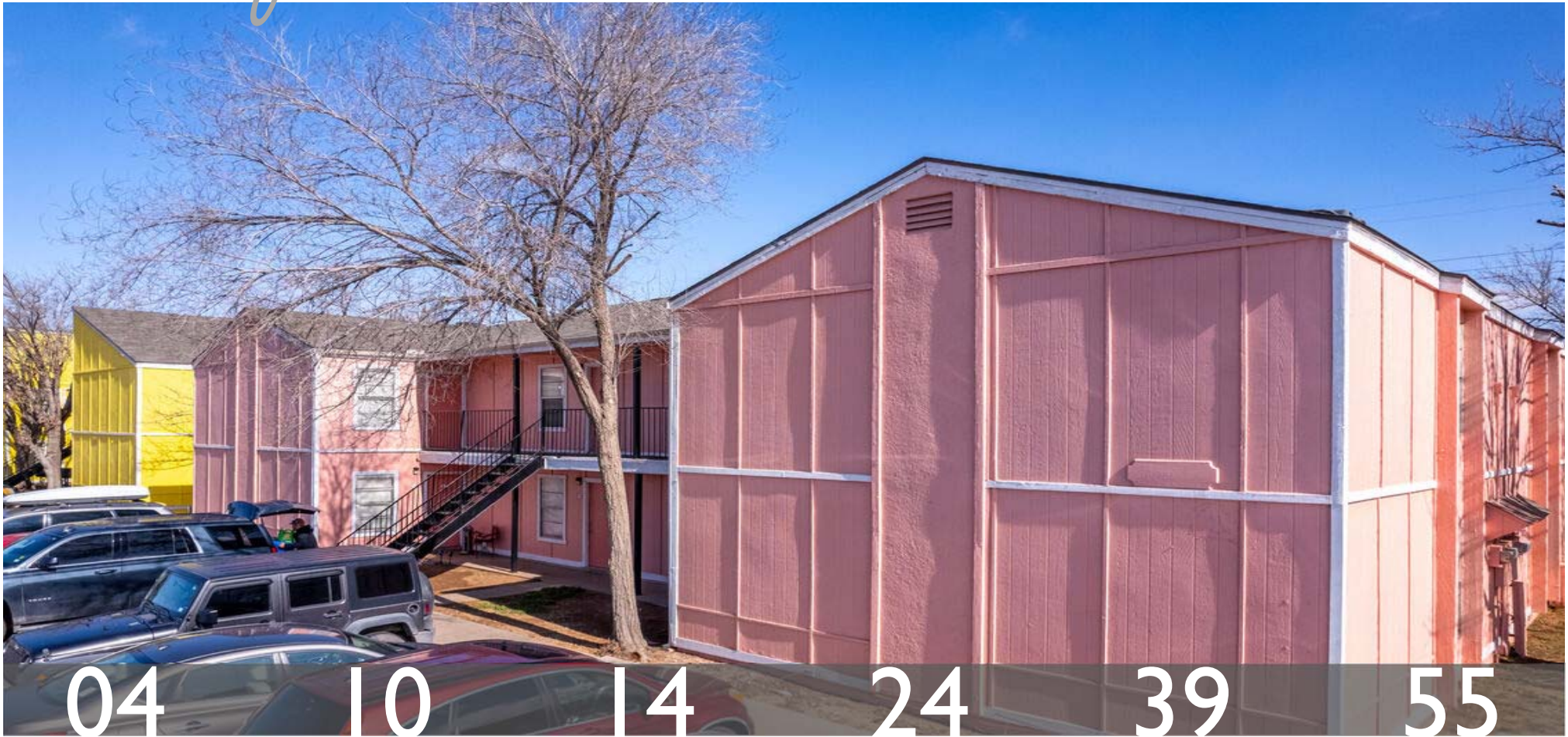
- Offer Price
- Earnest Money
- Feasibility Period
- Closing Period
- Financing Information - The property is being offered "All Cash" (new loan required)
- Other terms and conditions particular to the buyer's investment process

Site Visits: All Site Visits are to be requested through the Listing Brokers. All requests for additional information are to be made through the Listing Brokers.

Disclaimer: The offering is subject to the Disclaimer contained herein.

Principals and their representatives shall please refrain from contacting any onsite personnel or residents.

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OFFERING
OVERVIEW

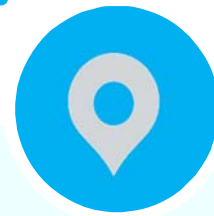
FINANCIAL
ANALYSIS

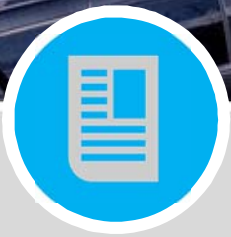
PROPERTY
OVERVIEW

MARKET
OVERVIEW

LOCATION
OVERVIEW

LEGAL





Offering Overview

Offering Summary

PROPERTY DESCRIPTION		INVESTMENT PROFILE	
Name:	Ashford Odessa Square	Type of Sale:	All Cash - New Loan Required
Address:	222 N Dixie Blvd.	ASKING PRICE:	Unpriced
City / State:	Odessa, Tx 79761	Current NOI:	\$779,827
	PLEASE DO NOT VISIT THE PROPERTY WITHOUT MAKING AN APPOINTMENT THROUGH THE BROKER.	Projected NOI:	\$975,785
Property Type:	Garden Style - 2 Story Buildings	Current Occupancy:	94% As of 12-30-2024
No. of Buildings:	10 Apt Bldgs. & 3 Mini-Storage Bldgs.	Water RUBS:	RUBS in Place
Yr. of Construction:	1972 Per ECAD	Primary Market Area:	MIDLAND / ODESSA
Materials:	Brick and Siding	Scheduled Market Rent:	\$113,573 / Mth
Number of Units:	108 and 101 Mini Storage Units	Avg. Rent / Unit:	\$1,052
Total Rentable SF:	70,388	Avg. Rent / SF:	\$1.61
Avg. Unit Size:	652 S.F.		

INVESTMENT INFORMATION: [OPEN HOUSE DATE - Wednesday, February, 5th, 2025 - 11:30 AM thru 1:30 PM](#)

Houston Income Properties, Inc., and KET Enterprises Incorporated, acting as exclusive advisors to the seller, are pleased to present the opportunity for qualified investors to acquire the fee-simple interest in the Ashford Odessa Square Apartments, a 108-unit, garden style apartment complex located in Odessa, Texas. [The property also has a 101 unit mini-storage facility housed in 3 separate buildings.](#)

Ashford Odessa Square Apartments is located in Odessa Texas, the heart of the Permian Basin, the largest oil and gas producing area of the Nation and 4th largest in the world. The property received repairs/upgrades in the last 24+ months in the amount of approximately \$15,400/unit, which includes approx. \$790K in exterior repairs/improvements, and \$862K in interior improvements. The interior improvements include some of the following and varies per unit; Flooring, New Appliances, HVAC's, Granite Countertops, Carpet, Cabinet Doors, Blinds and Upgraded Fixtures - varies by unit. All units have individual HVAC's, of which approx. 50% have been replaced in the last few years, and individual Hot water Heaters, of which approx. 33% have been replaced in the last few years. In addition, many of the appliances have also been replaced. There seems to be upside with continued exterior and interior upgrades, strong management, and with stabilization of the income.

The property includes a 3 building, 101 unit storage facility. Current management has leased approx. 21 units, leaving upside to a new owner. Continued improvements to the facility and a little more focus on renting and caring for the storage units should bring a much higher occupancy and income flow than is currently being produced from the storage facility.

Property Information

PRICING INFORMATION

Unpriced

Please do not visit the property without an appointment made through the broker!

PROPERTY INFORMATION

Units:	108
Avg. Size Unit:	652 S.F.
Year Built:	1972
Electric Meter:	Individual
Roof:	Pitched
Land (Acres) Per CAD:	4.40
Rentable Sq. Ft:	70,388

Estimated Total Collections ~ (Occupancy is {94%} as of 12-30-2024 Rent Roll)

Mth.	Nov T-3 Avg	Nov-2024	Oct-2024	Sep-2024	Aug-2024
Coll.	\$117,824	\$112,975	\$123,093	\$117,403	\$114,188

Ashford Odessa Square Apartments is a great opportunity for a local or out-of-town investor to purchase an approximately **94% occupied**, "C" grade, multi-family workforce housing community located in Odessa, Texas. Odessa is located in the heart of the Permian Basin area of Texas, which is the #1 producer of oil and gas in the Nation and 4th in the world.

The property is located less than 2-miles north of I-20, which is a major east-west Interstate Highway that runs over 1500 miles from Kent, Texas to Florence, South Carolina. I-20 is a direct route to Abilene and Dallas, Texas.

The property lies in a sub-market that has seen above average market statistics for the state of Texas and has above average population growth since 2022. Housing in the area has not been able to keep up with the growth in the area. According to Co-Star, in a 10 mile radius of Ashford Odessa Square there is only 1 property due to deliver in the next 8 quarters and it does not deliver until the 4th Qtr of 2025. The Odessa Metro has seen an average annual gain in rents of 12.1% over the past four years (CoStar).

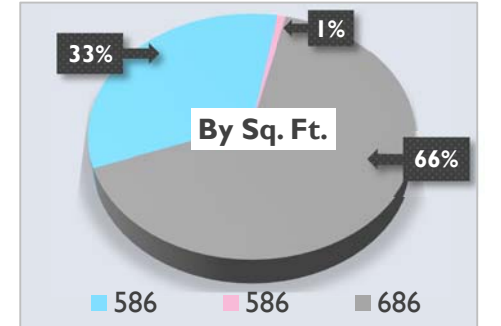
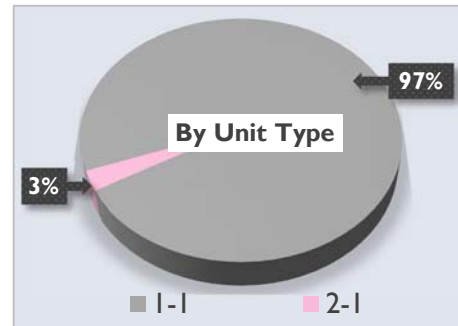
In addition, the property has 101 mini-storage units that have not been leased up by the current management. A new owner should be able to see additional income generated from the lease up of the mini-storage units.

UNIT MIX - PER OWNER CURRENT MARKET RENTS (12-30-2024)

#UNITS	UNIT TYPE	NOTES	SQ. FT.	TOTAL SQ. FT.	RENT / UNIT	TOTAL RENT	RENT PER SF
36	1-1		586	21,096	\$953	\$34,308	\$1.63
1	1-1		586	586	\$952	\$952	\$1.62
71	2-1		686	48,706	\$1,103	\$78,313	\$1.61

108	94%	652	70,388	\$1,052	\$113,573	\$1.61
TOTAL UNITS	Est. Occupancy	AVG. SQ. FT.	TOTAL SQ. FT.	AVG. RENT/U	TOTAL RENT	AVG. RENT/SF

UNIT MIX STATS



UPGRADE SUMMARY

In approximately the last 24 months the property has seen capital expenditures in the amount of approximately \$1.6M+ for the correction of deferred maintenance and improvements to the property.

Some of the improvements made are the replacement of some Appliances, Carpet and some Granite installation, Driveway / Sidewalk repair, some Landings and Stairwell / Patio Rail replacement, Exterior Paint, Fence / Access Gates repair / replacement and the replacement of approx. 50% of the HVAC's and 33% of the Individual Hot Water Heaters. Improvements vary per unit.



PROPERTY TAX

ECAD# 27750.03480.00000

Taxing Entity ate/\$100 of Value

Ector County	0.0035
City of Odessa	0.004838
Ector Co. Hosp. Dist.	0.000887
Odessa College	0.001717
Ector Cty. I S D	0.01014

2024 Tax Rate	2.108%
2025 Assmt.	\$6,912,000
Approx. Total Tax	\$145,719

CONSTRUCTION FEATURES

Age:	1972
Electric Meter:	Individual
Water:	Master - RUBS is in Place
Gas:	Master - for Laundry Room Dryers Only
A/C Type:	Individual HVAC
Hot Water:	Individual Elec. Hot Water Heaters
Roof:	Pitched
Paving:	Asphaltic Concrete
Exterior Construction:	Brick and Siding
No. of Buildings:	10 Apt Bldgs. & 3 Mini-Storage Bldgs.
# of Stories:	Garden Style - 2 Story Buildings
Units / Acre:	25
Parking:	Open Spaces

PROPERTY HIGHLIGHTS

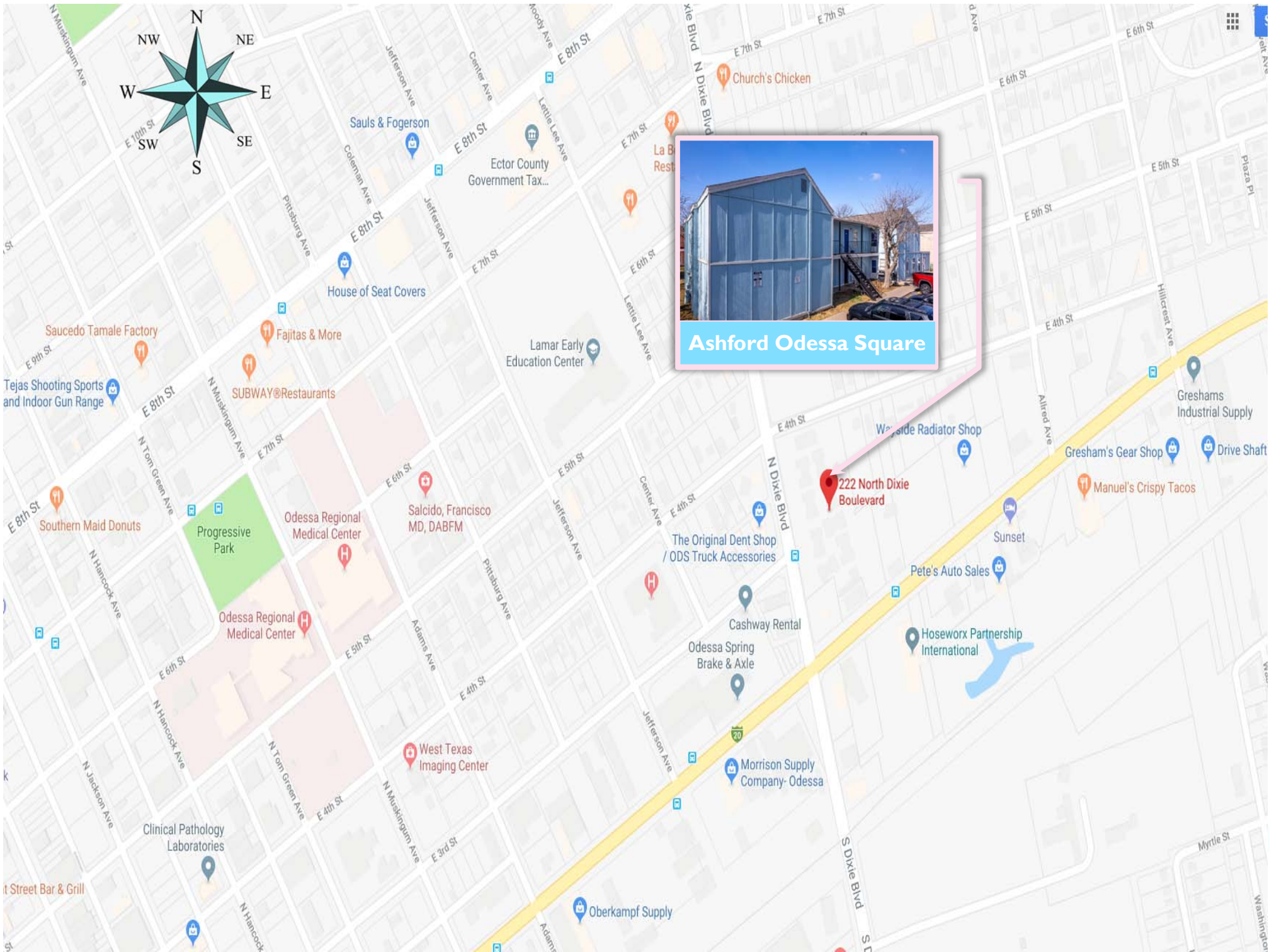
- 1.) Property is being offered "All Cash" (buyer to acquire new loan)
- 2.) 1972 Built, "C" Grade, Garden Style Apartment Complex
- 3.) [The property has 101 mini-storage units included. Good Upside with more focus given to the storage facility. Current management has only leased a few of the units.](#)
- 4.) Good location with good drive-by on major thoroughfare with over 12K cars a day
- 5.) [The current owner has spent \\$1.6M+ in CapX](#)
- 6.) Easy access to Interstate 20
- 7.) [All Roofs were replaced circa 2017](#)
- 8.) [All Electric Units with Individual Electric Hot Water Heaters](#)
- 9.) 30 units have washer and dryer connections
- 10.) Possible Upside Potential with additional Exterior, Interior and Amenity Improvements and with the aggressive leasing of the mini storage facility
- 11.) Per Owner's management, 24 Units have been totally rehabbed. The rehab includes, new flooring, new cabinets, new fixtures, new paint, new appliances and new window treatments.

Location Information

Ashford Odessa Square Apartments is surrounded by strong employment centers. The property is conveniently located near I-20 Business Loop, I-20, The University of Texas of the Permian Basin, Odessa College, Odessa Regional Medical Center and Floyd Gwin Park. In addition, dining, shopping, and entertainment are also nearby. The International Airport is 10 Miles from the property and the property has direct access to the Abilene and the Dallas-Fort Worth Metroplexes via I-20.

The property has a highly visible location on a major thoroughfare of the area. It is less than 1 mile from major retailers and dining venues.

Area schools are less than 2 miles from the property, the property is serviced by Permian High School - 2 miles, Bonham Junior High - 1.3 miles and Hays Elementary - 1.3 miles. In addition, the property has 2 EZ-Rider bus stops within walking distance.



Ashford Odessa Square



W. Ohio Ave.

20

E 4th St

Ashford Odessa Square

E Business Loop 20

N. Dixie Blvd.

N Dixie Blvd



Financial Analysis

ACTUAL AND PRO FORMA ANALYSIS

ASKING PRICE

MARKET TO DETERMINE THE PRICE

INCOME DETAILS

Current Scheduled Rents (CSR) 12-30-24 Per Owner

\$113,573 / Mo \$1,052 / Unit \$1.61 / S.F.

Actual Income Used Nov T-3 Avg \$117,824

Actual Income Used "Annualized" \$1,413,884

Leased Occupancy As of 12-30-2024 94%

Pro forma Scheduled Rents include a {0%} Rent Increase

\$113,573 / Mo \$1,052 / Unit \$1.61 / S.F.

Pro Forma Total Gross Annual Income is Post Stabilization

PROPERTY TAX DETAILS

2024 Tax Rate Actual 2.108200%

2025 Assmt. Actual \$6,912,000

Pro forma Rate Used 2024 Tax Rate 2.108200%

Pro Forma Estimated Post Sale Assmt. \$7,300,000

Pro forma Assmt. Is the 2025 Assmt increased by {6%}

EXPENSE, INSURANCE AND RESERVE DETAILS

Actual Expense Column is November 2024 Trailing 12 Months Actual, except where noted.

Est. Ins. / Unit / Yr. Actual \$605

Est. Capital Reserve / Unit Estimated \$300

PROPERTY DETAILS

Number of Apartment Units 108

Avg Unit Size 652 S.F.

Net Rentable Area 70,388

Land {Acres} Per HCAD 4.40

Units per Acre 25

Date Built / Per HCAD 1972

e-Meter Individual

RUBS - Water In Place

Hot Water Supply Individual Elec. Hot Water Heaters

HVAC Individual HVAC

Number of Storage Units 101

POST UPGRADES

INCOME (See Details on the left)	Actual	STABILIZED PRO FORMA
Gross Scheduled Rent is {Current Rent} Annualized	N/A	\$1,362,876 \$113,573 / Mo
(Loss)/Gain to Lease - Pro Forma Estimated at {3%} of GSR	N/A	(40,886) 3%
Estimated Annual Gross Potential Rental Income	N/A	1,321,990 97%
Vacancy Loss - Pro Forma Estimated at {6%} of GSR	N/A	(\$81,773) 6%
Non-Revenue Units - Pro Forma is Estimated at {1%} GSR	N/A	(13,629) 1%
Other Losses - Pro Forma is Estimated at {3%} GSR	N/A	(40,886) 3%
Total Annual Rental Income	1,007,340 {74%} of GSR	1,185,702 {87%} of GSR
Total Other Income - Actual is November 2024 T-3 Avg Annualized	406,544 \$3,764 / Unit / Yr	410,400 \$3,800 / Unit / Yr
101 Storage Units T-3 Avg Annualized - Pro forma is Est. at \$50/U & Est. 80% Occ.	10,412 \$96 / Unit / Yr	48,600 \$600 / Unit / Yr
Total Gross Annual Income	1,413,884 \$117,824 / Mo	1,644,702 \$137,059 / Mo

EXPENSES (See Details on the Left)	ACTUAL	PRO FORMA
Fixed Expenses	Except where noted	
Property Taxes (See Details on the left)	\$145,719 \$1,349 Unit	\$153,899 \$1,425 per Unit
Property Insurance {Actual and Pro Forma Estimated}	65,340 \$605 per Unit	65,340 \$605 per Unit
Franchise Tax - {Actual and Pro Forma Estimated}	6,001 \$56 per Unit	5,400 \$50 per Unit
Total Fixed Expenses	217,060 \$2,010 per Unit	219,239 \$2,030 per Unit
Utility Costs		
Electric - {Common Area and Vacants}	56,614 \$524 per Unit	56,614 \$524 per Unit
Water & Sewer & Storm Water - {Less Trash which is shown in services below}	59,819 \$554 per Unit	59,819 \$554 per Unit
Gas - {Laundry Room Dryers Only}	252 \$2 per Unit	252 \$2 per Unit
Utility Billing Service	2,610 \$24 per Unit	2,610 \$24 per Unit
Total Utility Costs	119,295 \$1,105 per Unit	119,295 \$1,105 per Unit
Other Expenses		
General & Administrative + Telephone and Internet - {Less Advertising}	48,845 \$452 per Unit	37,800 \$350 per Unit
Advertising/Marketing - {includes Advertising, Referral Fee, Move In Events}	10,024 \$93 per Unit	8,100 \$75 per Unit
Repairs/Maintenance	17,213 \$159 per Unit	54,000 \$500 per Unit
Payroll + Burden + Commissions	91,741 \$849 per Unit	118,800 \$1,100 per Unit
Services - {Trash Pick Up}	13,495 \$125 per Unit	13,495 \$125 per Unit
Management Fees - {Calculated on the Income above}	83,985 5.94%	65,788 4.00%
Total Other Expenses	265,303 \$2,457 per Unit	297,983 \$2,759 per Unit
Reserve for Replacement	32,400 \$300 per Unit	32,400 \$300 per Unit
Total Operating Expenses	634,057 \$5,871 per Unit	668,917 \$6,194 per Unit
Net Operating Income	\$779,827 \$7,221 per Unit	\$975,785 \$9,035 per Unit

10 Year Cash Flow Analysis

HOUSTON INCOME PROPERTIES, INC.

Ten Year Cash Flow Analysis

Ashford Odessa Square

UNITS: 108

SQ. FT: 70,388

AVG UNIT SIZE: 652

Year 1 has a {0%} rent increase post upgrades, see stabilized pro forma on the previous page

<u>INCOME</u>	<u>MONTHLY YEAR 1</u>	<u>YEAR 1</u>	<u>YEAR 2</u>	<u>YEAR 3</u>	<u>YEAR 4</u>	<u>YEAR 5</u>	<u>YEAR 6</u>	<u>YEAR 7</u>	<u>YEAR 8</u>	<u>YEAR 9</u>	<u>YEAR 10</u>
Annual Market Rent Growth Rates Used		0.00%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
Potential Income	\$113,573	\$1,362,876	\$1,403,762	\$1,445,875	\$1,489,251	\$1,533,929	\$1,579,947	\$1,627,345	\$1,676,166	\$1,726,451	\$1,778,244
Other Income	\$34,200	\$459,000	\$472,770	\$486,953.10	\$501,562	\$516,609	\$532,107	\$548,070	\$564,512	\$581,447	\$598,891
Gross Income	\$147,773	\$1,821,876	\$1,876,532	\$1,932,828	\$1,990,813	\$2,050,537	\$2,112,054	\$2,175,415	\$2,240,678	\$2,307,898	\$2,377,135
Vacancy / Other Losses		(\$177,174)	(\$203,546)	(\$209,652)	(\$215,941)	(\$222,420)	(\$229,092)	(\$235,965)	(\$201,140)	(\$207,174)	(\$213,389)
<i>Economic Loss % Includes Bad Debt</i>		13.0%	14.5%	14.5%	14.5%	14.5%	14.5%	14.5%	12.0%	12.0%	12.0%
EFFECTIVE GROSS INCOME		\$1,644,702	\$1,672,987	\$1,723,176	\$1,774,872	\$1,828,118	\$1,882,961	\$1,939,450	\$2,039,538	\$2,100,724	\$2,163,746
Annual Operating Expense Growth Rates U:			3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
<u>EXPENSES</u>											
Operating Expenses		(\$636,517)	(\$655,612)	(\$675,281)	(\$695,539)	(\$716,405)	(\$737,897)	(\$760,034)	(\$782,835)	(\$806,320)	(\$830,510)
Expenses / Unit		\$5,894	\$6,070	\$6,253	\$6,440	\$6,633	\$6,832	\$7,037	\$7,248	\$7,466	\$7,690
Reserve for Replacement @ {\$300} per uni		(\$32,400)	(\$32,400)	(\$32,400)	(\$32,400)	(\$32,400)	(\$32,400)	(\$32,400)	(\$32,400)	(\$32,400)	(\$32,400)
TOTAL EXPENSES		(\$668,917)	(\$688,012)	(\$707,681)	(\$727,939)	(\$748,805)	(\$770,297)	(\$792,434)	(\$815,235)	(\$838,720)	(\$862,910)
Total Expenses / Unit		\$6,194	\$6,370	\$6,553	\$6,740	\$6,933	\$7,132	\$7,337	\$7,548	\$7,766	\$7,990
NET OPERATING INCOME		\$975,785	\$984,975	\$1,015,496	\$1,046,933	\$1,079,313	\$1,112,664	\$1,147,016	\$1,224,303	\$1,262,004	\$1,300,836
NOI GROWTH RATE		25.1%	0.9%	3.1%	3.1%	3.1%	3.1%	3.1%	6.7%	3.1%	3.1%

NOTE: Year One shows the NOI growth rate starting from the owners Actual NOI column on

Value Projection at 60 Months

PROPERTY INFORMATION

Number of Units:	108	Approx. NRA:	70,388
Year Built:	1972	Average Unit Size:	652 S.F.
Roofs:	Pitched	Proposed Mthly. Mkt. Rent at 60 Mths (5 YRS):	\$127,827 \$1,184 / Unit \$1.82 / S. F.
HVAC System:	Individual HVAC		
Metering: Electric:	Individual	Projection is based on the stabilized year 1 pro forma with a 3% rent and a 3% expense growth rate for years 2 thru 5	
Water, Trash, Pest, Ga	Water RUBS in Place		
Hot Water:	Individual Elec. Hot Water Heaters		
Est. Occupancy at Stabilization:	94%		

STABILIZED PRO FORMA

Projected at 60 Months Post Purchase and Income Stabilization

REVENUE AND COLLECTIONS

		% of Gross Potential Income
Total Gross Rent Potential	\$1,533,928.94	100%
Vacancy/Other Rental Losses (Economic Loss)	(\$222,420)	{15%} of Gross Rent Potential
Estimated Gross Potential Income	\$1,311,509	86%
Total Other Income Potential	\$516,609	\$4,783 / Unit
Total Estimated Gross Annual Income	\$1,828,118	

EXPENSES

Total Expenses ~ (average Unit size is {652 S.F.})

Estimated Stabilized Net Operating Income

(at 60 Months Post Stabilization)

\$1,079,313

Estimated Potential Value Based
on Stabilized NOI of
{ \$1,079,313 }
(at 60 Mths Post Stabilization)

Cap Rate	Value Generated	
7.25%	\$14,887,071	\$137,843/U \$211.50/SF
7.50%	\$14,390,835	\$133,248/U \$204.45/SF
7.75%	\$13,926,615	\$128,950/U \$197.85/SF



Property Overview



ASHFORD ODESSA SQUARE

Unit Features (Interior appointments may vary in each unit)

- ❖ Frost-Free Refrigerator
- ❖ Private Dining Room
- ❖ Individual Controlled A/C and Heat
- ❖ White Appliances
- ❖ All Electric Kitchen
- ❖ Faux Wood Floors
- ❖ Individual Electric Hot Water Heaters
- ❖ Carpet
- ❖ Tile Floors
- ❖ Window Coverings
- ❖ Shower / Bath Combination
- ❖ Double Stainless Steel Sinks
- ❖ Disposals
- ❖ Ceiling Fans
- ❖ Mini Blinds

Property Amenities

- ❖ Seconds From Interstate Hwy I-20
- ❖ On-Site Management
- ❖ Public Parks Nearby
- ❖ High Speed Internet and Cable TV Available
- ❖ Close to Major Employment
- ❖ Near Shopping and Dining
- ❖ Located on a Major Thoroughfare
- ❖ On Site Laundry
- ❖ Mini-Storage Facility

Sample Floor Plans



Icon of a bed - Icon of a person in a shower - 586 S.F.

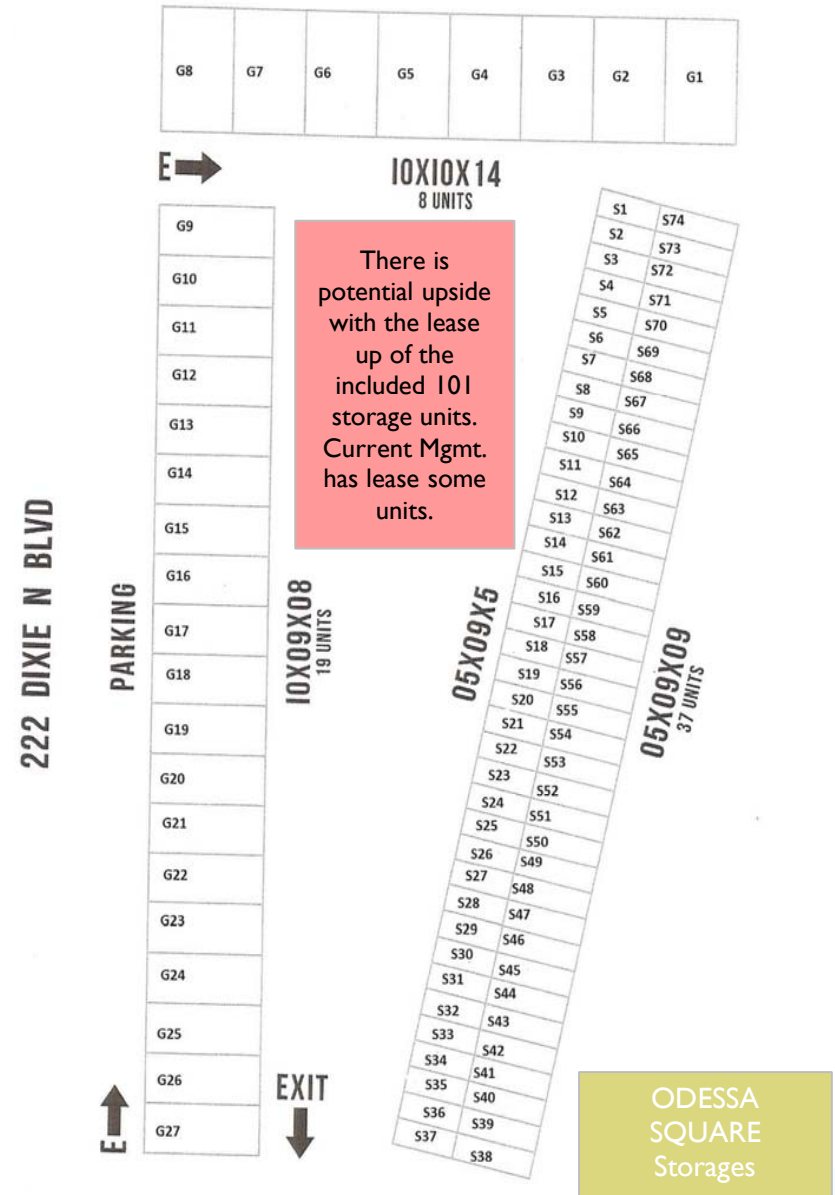


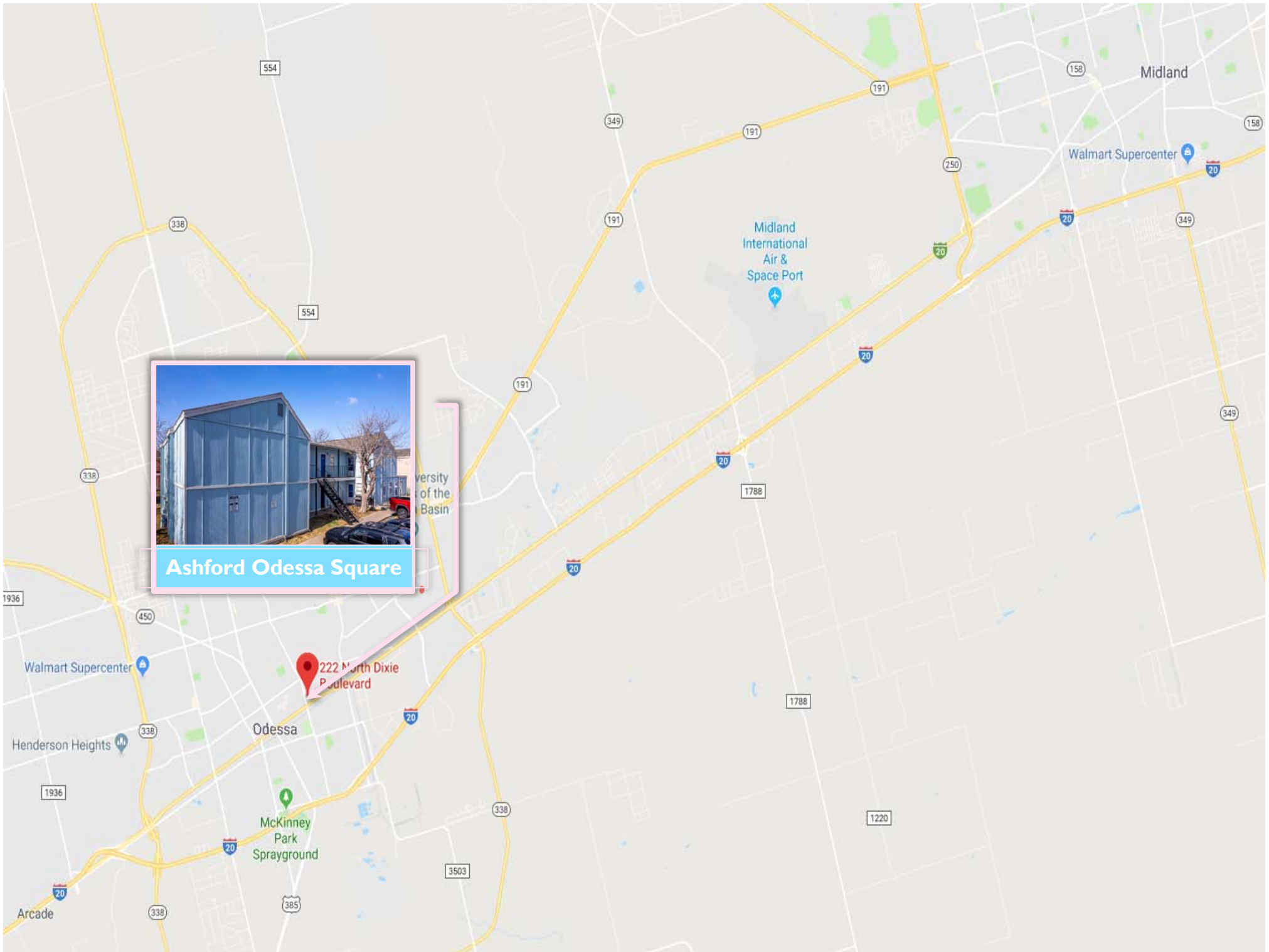
Icon of a bed - Icon of a bed - Icon of a person in a shower - 686 S.F.

Property Exterior Photos



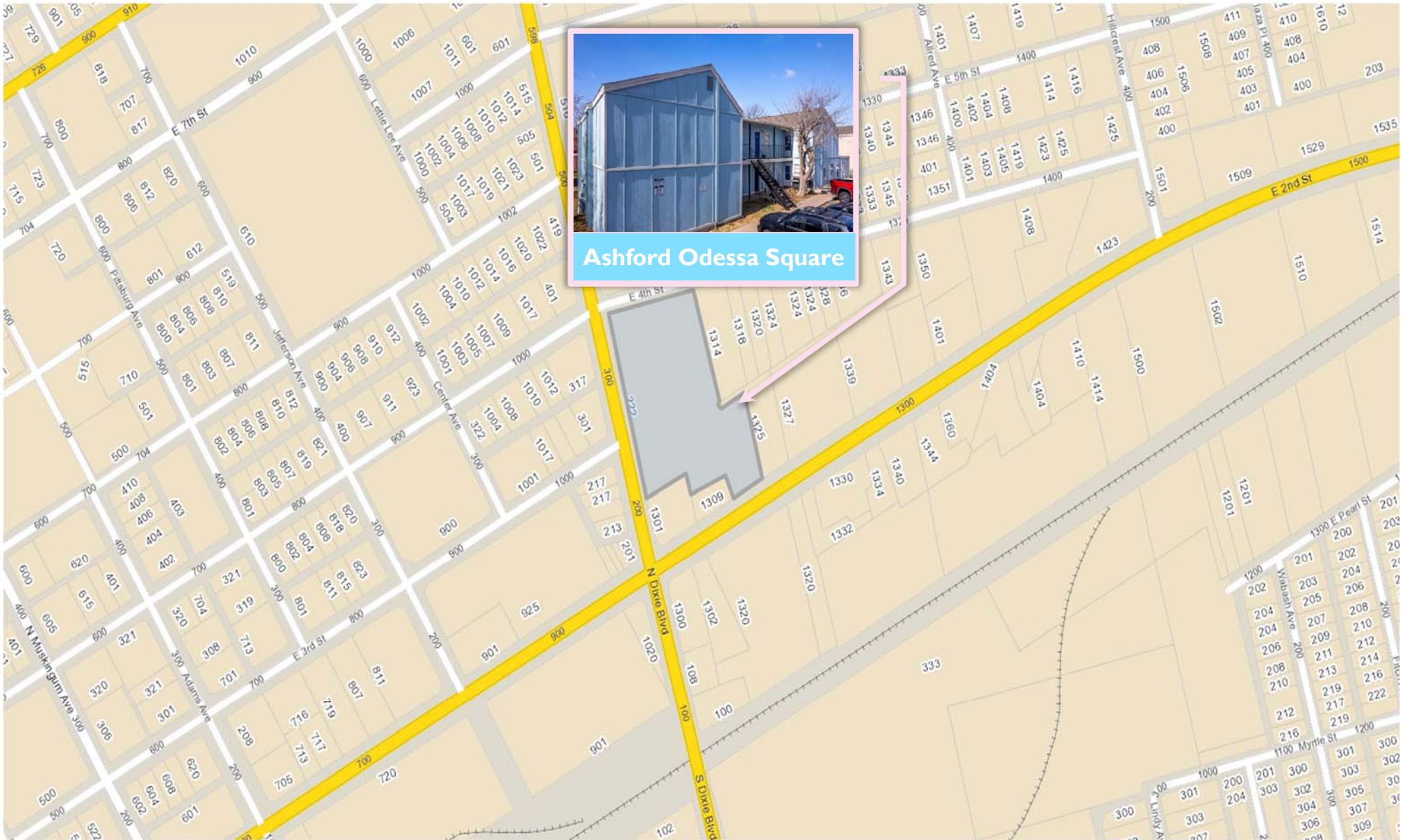
Site Plans for Apartments & Storage Facility







Ector County Appraisal District



Flood Map







Market Overview

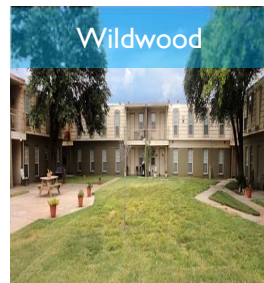
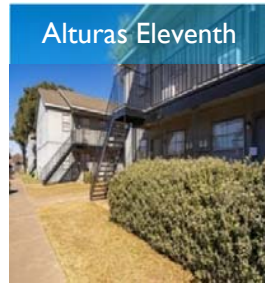
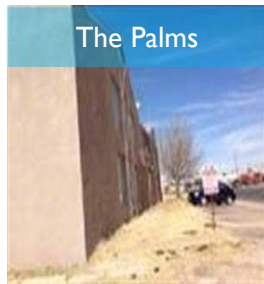
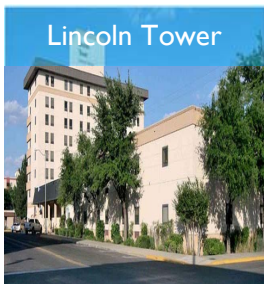


Interior Property Photos

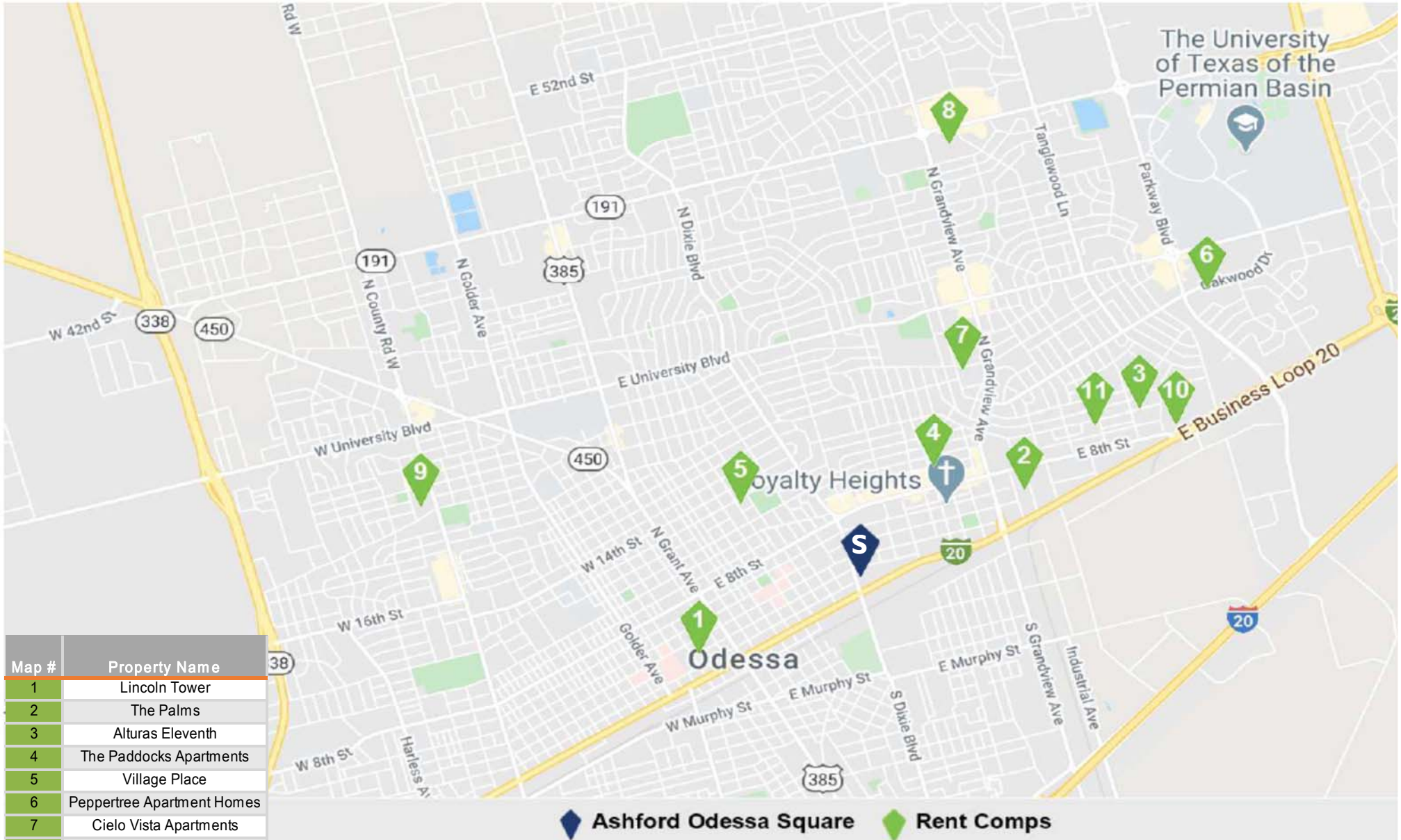


Comparative Market Survey Summary

Map #	Property Name	Address	Yr Blt/Ren	Stories	Units	Avg Square Feet	Avg. Rent/SF	Avg. Rent/Unit	Studio	1 Bed	2 Bed	3 Bed	Occ%
1	Lincoln Tower	311 W 4th St	1950	8	118	560	\$3.25	\$1,824	\$1,332	\$1,845	\$2,282	-	50%
2	The Palms	613 Express Way	1956	2	39	446	\$1.83	\$818	\$680	\$889	\$1,070	-	69%
3	Alturas Eleventh	2828 E 11th St	1973	2	120	518	\$2.16	\$1,120	-	\$1,038	\$1,202	-	92%
4	The Paddocks Apartments	2100 E 10th St	1982	2	59	618	\$1.49	\$929	-	\$924	\$1,075	-	85%
5	Village Place	1220 Adams Ave	1971	2	100	791	\$1.51	\$1,193	-	\$851	\$951	\$1,252	98%
6	Peppertree Apartment Homes	4600 Oakwood Dr	1975	2	181	644	\$1.77	\$1,140	-	\$1,039	\$1,392	\$1,900	91%
7	Cielo Vista Apartments	2320 E 21st St	1974	2	56	976	\$0.99	\$969	\$680	\$897	\$1,049	-	96%
8	Briarwood Village Apartments	3904 Englewood Cir	1961	2	74	1012	\$1.00	\$1,012	-	\$841	\$1,213	-	97%
9	Wildwood Terrace Apartments	2201 Westwood Dr	1962	1	56	948	\$1.43	\$1,360	-	\$1,052	\$1,360	\$1,668	96%
10	Southgate	2735 E 8th St	1976	2	180	843	\$1.53	\$1,289	-	\$1,169	\$1,286	\$1,764	98%
11	Clayton Manor	2654 E 11th St	1966	2	85	994	\$1.71	\$1,702	-	\$1,320	\$2,131	-	99%
Totals / Average					1,068	759	\$1.70	\$1,288	\$897	\$1,079	\$1,365	\$1,646	88%
Subject	Ashford Odessa Square	222 N Dixie Blvd	1972	2	108	652	\$1.61	\$1,052	-	\$953	\$1,103	-	93%



Rent Comparative Map



Map #	Property Name
1	Lincoln Tower
2	The Palms
3	Alturas Eleventh
4	The Paddocks Apartments
5	Village Place
6	Peppertree Apartment Homes
7	Cielo Vista Apartments
8	Briarwood Village Apartments
9	Wildwood Terrace Apartments
10	Southgate
11	Clayton Manor
Subject	Ashford Odessa Square

Property Summary Report

311 W 4th St - Lincoln Tower
Odessa, TX 79761 - Midland & Odessa Submarket



BUILDING	
Type	3 Star Mid-Rise Apartments
Year Built	1950
Units	118
GBA	104,738 SF
Stories	8
Rent Type	Market
Market Segment	Senior
LAND	
Land Acres	1.72 AC
Parcels	22000-00475-00000

BUILDING AMENITIES

Unit Amenities

- Air Conditioning
- Heating
- Refrigerator
- Wheelchair Accessible (Rooms)
- Carpet
- Kitchen
- Tub/Shower

Site Amenities

- House Sitter Services
- Meal Service
- Laundry Facilities
- Spa

BEDROOM SUMMARY

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Totals	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All Studios	506	39	33.1%	-	-	\$1,332	\$2.63	\$1,319	\$2.61	1.0%
All 1 Beds	500	39	33.1%	-	-	\$1,845	\$3.69	\$1,826	\$3.65	1.0%
All 2 Beds	672	40	33.9%	-	-	\$2,282	\$3.40	\$2,259	\$3.36	1.0%
Totals	560	118	100.0%	-	-	\$1,824	\$3.25	\$1,805	\$3.22	1.0%

UNIT MIX

Models			Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
Studio	1	506	39	33.1%	-	-	\$1,332	\$2.63	\$1,319	\$2.61	1.0%
1	1	500	39	33.1%	-	-	\$1,845	\$3.69	\$1,826	\$3.65	1.0%
2	2	672	40	33.9%	-	-	\$2,282	\$3.40	\$2,259	\$3.36	1.0%

Property Summary Report

613 Express Way - The Palms
Odessa, TX 79761 - Midland & Odessa Submarket



BUILDING	
Type	2 Star Low-Rise Apartments
Year Built	1956
Units	39
GBA	21,613 SF
Stories	2
Rent Type	Market
Market Segment	All
LAND	
Land Acres	1.05 AC
Parcels	09000-00101-00000

BUILDING AMENITIES

Unit Amenities

- Kitchen
- Refrigerator
- Oven

Site Amenities

- Property Manager on Site

BEDROOM SUMMARY

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Totals	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All Studios	350	15	38.5%	1	6.7%	\$680	\$1.94	\$673	\$1.92	1.0%
All 1 Beds	500	22	56.4%	4	18.2%	\$889	\$1.78	\$880	\$1.76	1.0%
All 2 Beds	575	2	5.1%	-	-	\$1,070	\$1.86	\$1,060	\$1.84	1.0%
Totals	446	39	100.0%	5	13.5%	\$818	\$1.83	\$809	\$1.81	1.0%

UNIT MIX

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions	
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
Studio	1	350	15	38.5%	1	6.7%	\$680	\$1.94	\$673	\$1.92	1.0%
1	1	500	22	56.4%	4	18.2%	\$889	\$1.78	\$880	\$1.76	1.0%
2	1	550	1	2.6%	-	-	\$1,032	\$1.88	\$1,022	\$1.86	1.0%
2	2	600	1	2.6%	-	-	\$1,108	\$1.85	\$1,097	\$1.83	1.0%

Property Summary Report

2828 E 11th St - Alturas Eleventh
Odessa, TX 79761 - Midland & Odessa Submarket



BUILDING	
Type	2 Star Garden Apartments
Year Built	1973
Units	120
GBA	75,054 SF
Stories	2
Metering	Individually Metered
Rent Type	Market
Market Segment	All

LAND	
Land Acres	4.39 AC
Zoning	MF1
Parcels	07150-00010-00000

BUILDING AMENITIES

Unit Amenities

- Air Conditioning
- Disposal
- Kitchen
- Range
- Tub/Shower
- Dishwasher
- Heating
- Oven
- Refrigerator

Site Amenities

- 24 Hour Access
- Maintenance on site
- Tenant Controlled HVAC
- Grill
- Property Manager on Site

BEDROOM SUMMARY

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Totals	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All 1 Beds	483	60	50.0%	9	15.0%	\$1,038	\$2.15	\$1,029	\$2.13	0.9%
All 2 Beds	552	60	50.0%	2	3.3%	\$1,202	\$2.18	\$1,191	\$2.16	0.9%
Totals	518	120	100.0%	11	9.2%	\$1,120	\$2.16	\$1,110	\$2.15	0.9%

UNIT MIX

Models			Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
1	1	483	60	50.0%	9	15.0%	\$1,038	\$2.15	\$1,029	\$2.13	0.9%
2	1	552	60	50.0%	2	3.3%	\$1,202	\$2.18	\$1,191	\$2.16	0.9%

Property Summary Report

2100 E 10th St - The Paddocks Apartments
Odessa, TX 79761 - Midland & Odessa Submarket



BUILDING

Type	3 Star Low-Rise Apartments
Year Built	1982
Units	59
GBA	55,000 SF
Stories	2
Rent Type	Market
Market Segment	All

LAND

Land Acres	0.75 AC
Parcels	12100-00930-00000

BUILDING AMENITIES

Unit Amenities

- Air Conditioning
- Dishwasher
- Disposal
- Freezer
- Grill
- Heating
- Kitchen
- Microwave
- Oven
- Range
- Refrigerator
- Tub/Shower

Site Amenities

- 24 Hour Access
- Grill
- Maintenance on site
- Online Services
- Package Service
- Picnic Area
- Property Manager on Site
- Public Transportation

BEDROOM SUMMARY

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Totals	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All 1 Beds	619	57	96.6%	5	8.8%	\$924	\$1.49	\$924	\$1.49	0.0%
All 2 Beds	800	2	3.4%	-	-	\$1,075	\$1.34	\$1,065	\$1.33	1.0%
Totals	625	59	100.0%	5	8.8%	\$929	\$1.49	\$929	\$1.49	0.0%

UNIT MIX

Models			Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
1	1	615	36	61.0%	2	5.6%	\$890	\$1.45	\$890	\$1.45	0.0%
1	1	625	21	35.6%	3	14.3%	\$983	\$1.57	\$983	\$1.57	0.0%
2	1	800	2	3.4%	-	-	\$1,075	\$1.34	\$1,065	\$1.33	1.0%

Property Summary Report

1220 Adams Ave - Village Place
Odessa, TX 79761 - Midland & Odessa Submarket



BUILDING

Type	2 Star Garden Apartments
Year Built	1971
Year Renov	2024
Units	100
GBA	83,290 SF
Stories	2
Metering	Individually Metered
Rent Type	Market
Market Segment	All

LAND

Land Acres	5.22 AC
Zoning	MF
Parcels	23000-00030-00000, 23000-00040-00000

BUILDING AMENITIES

Unit Amenities

- Cable Ready
- Heating
- Oven
- Refrigerator
- Tub/Shower
- Freezer
- Kitchen
- Range
- Tile Floors

Site Amenities

- Laundry Facilities

BEDROOM SUMMARY

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Totals	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All 1 Beds	520	8	8.0%	1	12.5%	\$851	\$1.64	\$848	\$1.63	0.4%
All 2 Beds	630	24	24.0%	0	0.0%	\$951	\$1.51	\$947	\$1.50	0.4%
All 3 Beds	875	50	50.0%	2	4.0%	\$1,252	\$1.43	\$1,246	\$1.42	0.4%
All 4 Beds	895	18	18.0%	0	0.0%	\$1,502	\$1.68	\$1,496	\$1.67	0.4%
Totals	791	100	100.0%	3	3.0%	\$1,193	\$1.51	\$1,188	\$1.50	0.4%

UNIT MIX

Models			Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%



Property Summary Report

4600 Oakwood Dr - Peppertree Apartment Homes
Odessa, TX 79761 - Midland & Odessa Submarket

★★★★



BUILDING

Type	2 Star Garden Apartments
Year Built	1975
Year Renov	2017
Units	181
GBA	140,781 SF
Stories	2
Metering	Individually Metered
Construction	Masonry
Rent Type	Market
Market Segment	All

LAND

Land Acres	5.34 AC
Zoning	None
Parcels	32660-04095-01000

BUILDING AMENITIES

Unit Amenities

- Ceiling Fans
- Dishwasher
- Disposal
- Kitchen
- Oven
- Refrigerator
- Tub/Shower

Site Amenities

- Basketball Court
- Laundry Facilities
- Maintenance on site
- Pool
- Property Manager on Site

BEDROOM SUMMARY

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Totals	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All 1 Beds	562	131	72.4%	18	13.7%	\$1,039	\$1.85	\$1,029	\$1.83	1.0%
All 2 Beds	846	49	27.1%	1	2.0%	\$1,392	\$1.64	\$1,386	\$1.64	0.4%
All 3 Beds	1,350	1	0.6%	0	0.0%	\$1,900	\$1.41	\$1,881	\$1.39	1.0%
Totals	644	181	100.0%	19	10.5%	\$1,140	\$1.77	\$1,130	\$1.76	0.8%

UNIT MIX

Models			Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
1	1	505	98	54.1%	17	17.4%	\$999	\$1.98	\$989	\$1.96	1.0%
1	1	663	17	9.4%	0	0.0%	\$1,126	\$1.70	\$1,115	\$1.68	1.0%

Property Summary Report

2320 E 21st St - Cielo Vista Apartments
 Odessa, TX 79761 - Midland & Odessa Submarket



BUILDING	
Type	3 Star Garden Apartments
Year Built	1974
Units	56
GBA	96,162 SF
Stories	2
Metering	Individually Metered
Rent Type	Market
Market Segment	All
LAND	
Land Acres	4.48 AC
Parcels	07000-09416-00000

BUILDING AMENITIES

Unit Amenities

- Air Conditioning
- Heating
- Kitchen

Site Amenities

- Laundry Facilities
- Property Manager on Site

BEDROOM SUMMARY

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Totals	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All Studios	560	4	7.1%	1	25.0%	\$680	\$1.21	\$676	\$1.21	0.5%
All 1 Beds	700	20	35.7%	1	5.0%	\$897	\$1.28	\$893	\$1.28	0.5%
All 2 Beds	1,200	32	57.1%	1	3.1%	\$1,049	\$0.87	\$1,044	\$0.87	0.6%
Totals	976	56	100.0%	3	5.4%	\$969	\$0.99	\$963	\$0.99	0.5%

UNIT MIX

Models			Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
Studio	1	560	4	7.1%	1	25.0%	\$680	\$1.21	\$676	\$1.21	0.5%
1	1	700	20	35.7%	1	5.0%	\$897	\$1.28	\$893	\$1.28	0.5%
2	1.5	1,200	32	57.1%	1	3.1%	\$1,049	\$0.87	\$1,044	\$0.87	0.6%

Property Summary Report

3904 Englewood Cir - Briarwood Village Apartments
Odessa, TX 79762 - Submarket



BUILDING

Type	2 Star Garden Apartments
Year Built	1961
Units	74
GBA	85,849 SF
Stories	2
Rent Type	Market
Market Segment	All

LAND

Land Acres	4.54 AC
Parcels	36600-07928-00000

BUILDING AMENITIES

- Air Conditioning
- Cable Ready
- Kitchen

BEDROOM SUMMARY

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Totals	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All 1 Beds	850	40	54.1%	1	2.5%	\$841	\$0.99	\$837	\$0.99	0.5%
All 2 Beds	1,194	34	45.9%	-	-	\$1,213	\$1.02	\$1,207	\$1.01	0.5%
Totals	1,008	74	100.0%	1	2.5%	\$1,012	\$1.00	\$1,007	\$1.00	0.5%

UNIT MIX

Models			Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
1	1	850	40	54.1%	1	2.5%	\$841	\$0.99	\$837	\$0.99	0.5%
2	1.5	1,150	4	5.4%	-	-	\$1,120	\$0.97	\$1,115	\$0.97	0.5%
2	1.5	1,200	30	40.5%	-	-	\$1,225	\$1.02	\$1,219	\$1.02	0.5%

FEES

Application Fee \$50

TRANSPORTATION

Airport 18 min drive to Midland International Air And Space Port
Walk Score® Somewhat Walkable (68)

Property Summary Report

2201 Westwood Dr - Wildwood Terrace Apartments
 Odessa, TX 79763 - Midland & Odessa Submarket



BUILDING	
Type	2 Star Garden Apartments
Year Built	1962
Units	56
GBA	47,392 SF
Stories	1
Metering	Individually Metered
Rent Type	Market/Affordable
Market Segment	All
LAND	
Land Acres	3.23 AC
Zoning	MF-1
Parcels	35800-00025-00000

BUILDING AMENITIES

Unit Amenities

- Air Conditioning
- Cable Ready
- Dishwasher
- Kitchen
- Patio
- Tile Floors
- Washer/Dryer Hookup
- Balcony
- Carpet
- Heating
- Pantry
- Refrigerator
- Walk-In Closets
- Window Coverings

Site Amenities

- 24 Hour Access
- Grill
- Maintenance on site
- Business Center
- Laundry Facilities
- Picnic Area

BEDROOM SUMMARY

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Totals	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All 1 Beds	652	8	14.3%	-	-	\$1,052	\$1.61	\$1,045	\$1.60	0.6%
All 2 Beds	905	40	71.4%	-	-	\$1,360	\$1.50	\$1,350	\$1.49	0.7%
All 3 Beds	1,461	8	14.3%	-	-	\$1,668	\$1.14	\$1,658	\$1.13	0.6%
Totals	948	56	100.0%	-	-	\$1,360	\$1.43	\$1,351	\$1.42	0.7%

UNIT MIX

Models			Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%

Property Summary Report

2735 E 8th St - Southgate
 Odessa, TX 79761 - Midland & Odessa Submarket



BUILDING	
Type	3 Star Garden Apartments
Year Built	1976
Units	180
GBA	209,460 SF
Stories	2
Metering	Individually Metered
Construction	Masonry
Rent Type	Market
Market Segment	All

LAND	
Land Acres	11.59 AC
Parcels	37040-00010-00000

BUILDING AMENITIES

Unit Amenities

- Air Conditioning
- Ceiling Fans
- Dishwasher
- Fireplace
- Microwave
- Range
- Tub/Shower
- Balcony
- Dining Room
- Disposal
- Kitchen
- Patio
- Refrigerator
- Washer/Dryer Hookup

Site Amenities

- Basketball Court
- Fitness Center
- Laundry Service
- Property Manager on Site
- Clubhouse
- Laundry Facilities
- Playground
- Tennis Court

BEDROOM SUMMARY

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Totals	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All 1 Beds	654	44	24.4%	2	4.6%	\$1,169	\$1.79	\$1,164	\$1.78	0.4%
All 2 Beds	888	124	68.9%	6	4.8%	\$1,286	\$1.45	\$1,281	\$1.44	0.4%
All 3 Beds	1,064	12	6.7%	0	0.0%	\$1,764	\$1.66	\$1,757	\$1.65	0.4%
Totals	843	180	100.0%	8	4.4%	\$1,289	\$1.53	\$1,284	\$1.52	0.4%

UNIT MIX

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions	
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%

Property Summary Report

2654 E 11th St - Clayton Manor
 Odessa, TX 79761 - Midland & Odessa Submarket



BUILDING	
Type	3 Star Garden Apartments
Year Built	1966
Units	85
GBA	85,096 SF
Stories	2
Metering	Individually Metered
Rent Type	Market
Market Segment	All
LAND	
Land Acres	4.44 AC
Zoning	B1
Parcels	07000-09760-00000

BUILDING AMENITIES

Unit Amenities

- Air Conditioning
- Ceiling Fans
- Disposal
- Heating
- Microwave
- Range
- Storage Space
- Walk-In Closets
- Cable Ready
- Dishwasher
- Fireplace
- High Speed Internet Access
- Oven
- Refrigerator
- Views

Site Amenities

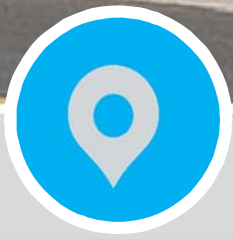
- Clubhouse
- Gated
- Laundry Facilities
- Pool
- Courtyard
- Grill
- Picnic Area

BEDROOM SUMMARY

Models		Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Totals	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%
All 1 Beds	704	45	52.9%	-	-	\$1,320	\$1.87	\$1,315	\$1.87	0.3%
All 2 Beds	1,320	40	47.1%	0	0.0%	\$2,131	\$1.61	\$2,124	\$1.61	0.3%
Totals	994	85	100.0%	0	0.0%	\$1,702	\$1.71	\$1,696	\$1.71	0.3%

UNIT MIX

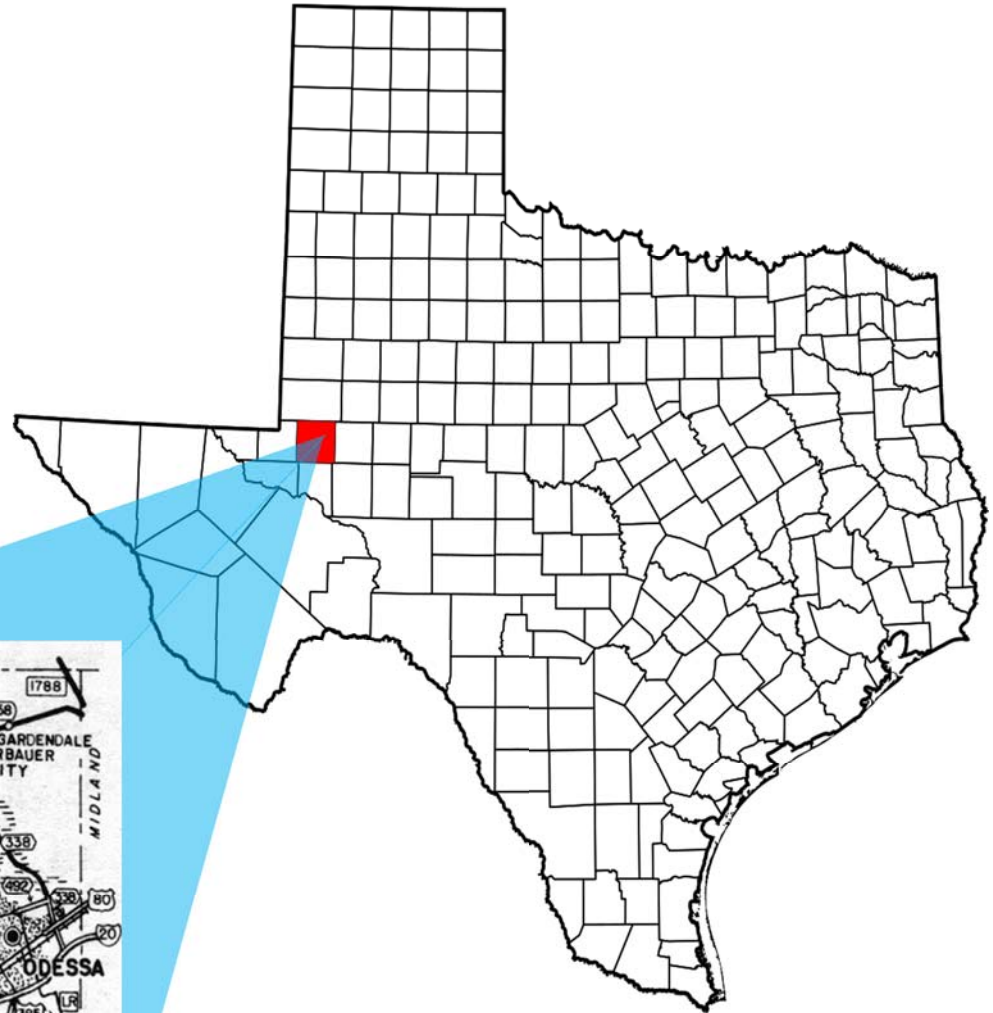
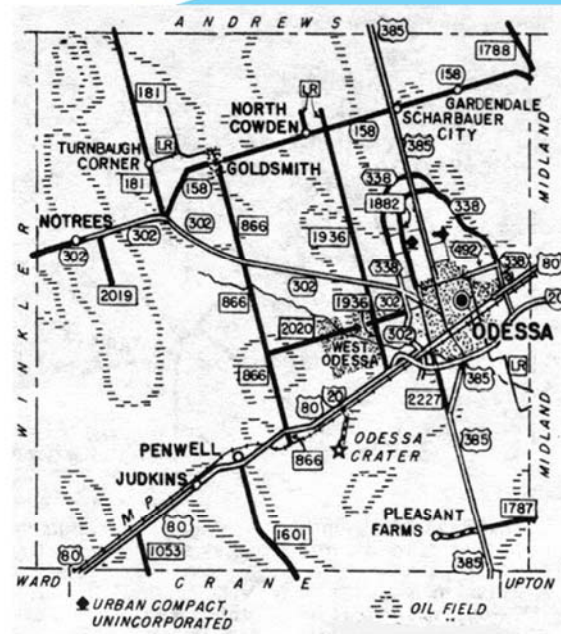
Models			Counts		Units Available		Avg Asking Rent		Avg Effective Rent		Concessions
Beds	Baths	Avg SF	Units	Mix %	Units	Percent	Per Unit	Per SF	Per Unit	Per SF	%



Location Overview

County Location Map

Ashford Odessa Square is located in the city of Odessa, Texas, which is located in Ector County, which is the largest supplier of crude oil in the Nation.



Ector
County Map

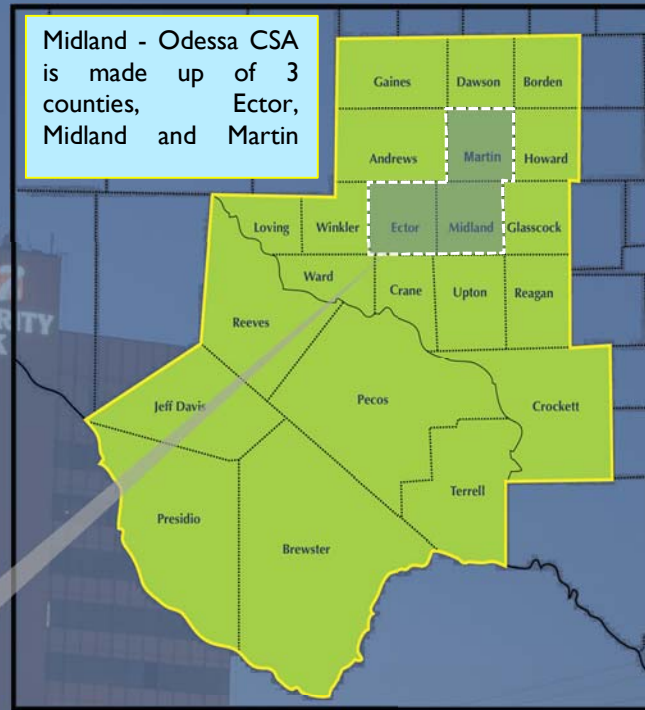
Midland-Odessa CSA

CITY OF ODESSA
Located in Ector County
44 square miles
120,568+ Residents

ECTOR COUNTY
902 square miles
162,124+ Residents

MIDLAND - ODESSA CSA
Made up of 3 Counties
2,720 square miles
334,702 Residents

Midland - Odessa CSA
is made up of 3
counties,
Ector,
Midland and
Martin



Community Profile

The following community information is intended to assist you in determining whether Odessa is the best place for your expansion or relocation plans. Please do not hesitate to contact the Odessa Chamber of Commerce Economic Development Department if you are unable to find exactly what you are looking for in this community profile.

Life in Odessa

Odessa is a vibrant, growing community with a population that becomes more culturally diverse every day. Life in Odessa is not just about business. It is about a community that welcomes its citizens with open arms. Not just in the business community, but in our everyday lives.

Spirit of Growth

Located in the largest single source of oil and gas deposits in the United States, Odessa has long been known for its rich resources. In recent years, new businesses have come to the city that have diversified the economy. Odessa is a focal point for product distribution for many national and international companies outside of the oil and gas industry.

Odessa proudly boasts world-class cultural and recreational opportunities as well as healthcare facilities and transportation often associated with larger cities. Financial incentives, quality site selection and coordination, a qualified workforce, easy access to foreign markets, and our greatest resource, our community, make it easy to do business in Odessa, Texas. Odessa has proven to be ideal for business. With abundant energy and 24/7 manufacturing support, Odessa has the infrastructure, skilled workforce and business climate to ensure your company succeeds.

Population

Ector County	162,124
City of Odessa	120,568



Higher Education



(1.3 miles southwest of the property)
Texas Tech Health Sciences Center

- Six campuses statewide
- Enrollment over 1,100 students across all campuses
- 78 full and part-time faculty
- Employs 543 people
- Schools of Health Professions, Medicine, and Nursing
- 9 School of Medicine Programs including Fellowship and Residency Programs
- 2 School of Nursing Undergraduate Programs and one School of Nursing Graduate Program



(1.6 miles northwest of the property)
Odessa College

- Enrollment Over 6,600 Students
- Employs 189 Total Faculty Members
- Student to Faculty Ratio is 24:1
- Average Class size 20-29 for Undergraduates
- 120+ Associate and Certificate Degree Programs
- 30+ Occupational / Technical Programs



(2.9 miles northeast of the property)
University of Texas Permian Basin

- Enrollment over 7,600 Students
- Employs over 250 Faculty Members
- Student to Faculty ratio is 22:1
- Average Class Size is 20-29 for Undergraduates
- 35+ Undergraduate Degrees
- 18+ Graduate Degree Programs
- \$51,600 - Average First-Year Salary for all University of Texas Permian Basin Graduates

Odessa is located in the Permian Basin, which is hands down the #1 producer of oil & gas in the United States and 4th in the world. The area provides service, equipment, and manufacturing to a massive world petroleum market. Even though Odessa's economy has diversified significantly in recent years, Odessa is still considered one of the major oil field technology and manufacturing economies of the world.

In recent years, new businesses coming to the city have diversified the economy. Odessa is a focal point for product distribution for many national and international companies outside of the oil and gas industry as well as a vibrant, growing community with a population that becomes more culturally diverse every day. Odessa proudly boasts world-class cultural and recreational opportunities as well as healthcare facilities and transportation often associated with larger cities.

Many national and international companies outside the oil and gas industry view Odessa's diversified economy as pivotal for product distribution. In fact, several companies that sell goods worldwide have large distribution centers here. Global economies rely on these strategically located regional distribution hubs to supplement each company's robust inventory.

Odessa is strategically located to be a major distribution center for international goods. According to data from the U.S. Department of Commerce, trade with Mexico continues to grow and provides tremendous benefits statewide. Located in the central part of the United States in the Central Time Zone, Odessa's multi-lane interstate access and an advanced transportation system make shipping goods in and out of Odessa a breeze. Maps of Odessa show how well it is connected to the rest of the state, the U.S. and the world.

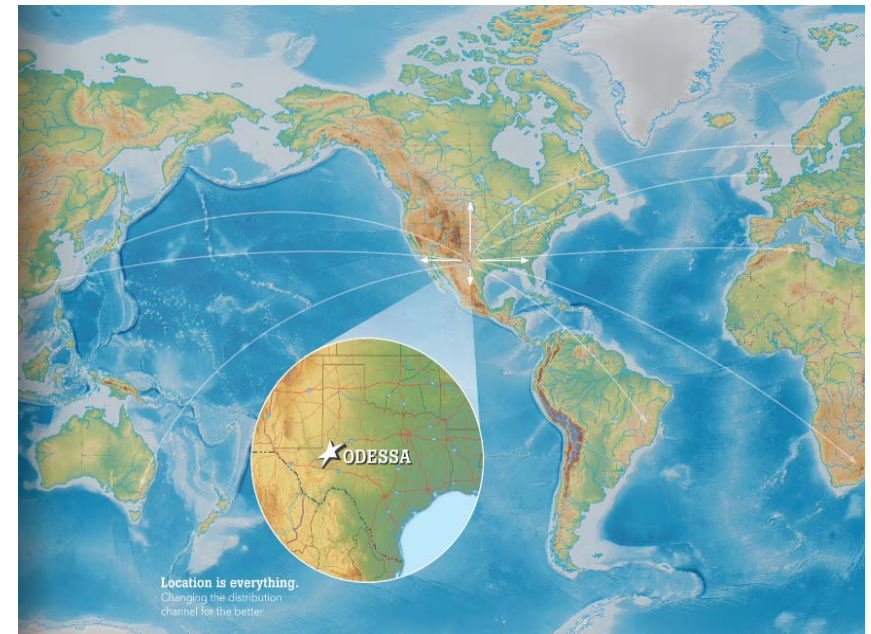
Odessa has grown to be the healthcare hub for the surrounding communities with state-of-the-art services and technology. Of the top ten employers in the community, four are in the healthcare field. There are more than 200 physicians representing a wide variety of specialties, including cardiovascular surgery, emergency care, and comprehensive cancer care. In addition, there are more than 80 dentists in the community.

Odessa's acute care hospitals, Medical Center Hospital and Odessa Regional Medical Center, have a combined total of 632 licensed beds. The Texas Tech University Health Sciences Center (TTUHSC) in Odessa is dedicated to improving the quality of healthcare, medical education, and medical research in the Permian Basin. In addition to several medical residency programs, TTUHSC also offers Bachelor's and doctorate degrees in many healthcare fields.

With abundant energy and 24/7 manufacturing support, Odessa has the infrastructure, skilled workforce and business climate to ensure a company's success. Response is critical in this industry and the skilled workforce understands that. From machinery manufacturing to chemical and metal manufacturing, Odessa has been the longstanding leader in manufacturing support.

Distribution of Resources

Odessa is strategically located to be a major distribution center. Many national and international companies inside and outside of the oil and gas industry view Odessa's diversified economy as pivotal for product distribution. In fact, several companies that sell goods worldwide have large distribution centers here. Global economies rely on these strategically located regional distribution hubs to supplement their robust inventory.



Odessa Development Corporation's target industry analysis conducted by Golden Shovel Agency (GSA)

STRENGTHS

Workforce and Site Availability

Odessa's workforce is a standout feature, boasting a skilled labor pool that can cater to a variety of industries. Coupled with ample site availability, which offers ready-to-develop land for new and expanding businesses, Odessa becomes an irresistible destination for companies looking to establish or grow their presence.

Infrastructure and Regulatory Climate

The city's infrastructure, including transportation networks, utilities, and communications systems, was highlighted as a significant asset. Additionally, Odessa's favorable tax and regulatory environments create a business-friendly climate that encourages investment and expansion. These factors collectively position Odessa as a prime location for business growth.

Community Support

Surveys and interviews with local leaders have revealed a strong community commitment to supporting growing companies. This support is characterized by a collaborative spirit and the availability of resources to assist businesses at various stages of development. The collaboration between local government, educational institutions, and economic development organizations creates a nurturing environment for business success. The ODC recognizes the crucial role of local businesses in this economic development plan and is committed to fostering a strong partnership with them.

Industry Interconnectedness and Economic Resilience

Notably, the analysis underscored the interconnected nature of the recommended industries, such as renewable energy manufacturing, professional services and construction. This interconnectedness fosters a resilient economy that can withstand market fluctuations and external shocks better. It aligns with Odessa's historical role in ensuring U.S. energy independence and national security, positioning the city to continue contributing significantly to these critical areas.

KEY INDUSTRY FOCUS

The ODC is dedicated to fostering growth and innovation by attracting and nurturing key industries identified through comprehensive recommendations from GSA. Focusing on these industries addresses crucial national and local needs and ensures long-term economic resilience and prosperity for Odessa.

Renewable Energy Manufacturing Hub

Odessa has long been a powerhouse for the United States' energy independence, historically relying on fossil fuels. Odessa is uniquely positioned to lead this transformation as the nation pivots toward renewable energy. By becoming a manufacturing hub for renewable energy components like solar panels, wind turbine parts, and battery storage, Odessa can reduce reliance on foreign-made parts and enhance U.S. energy security.

Renewable Energy

Federal policy and financial incentives have catalyzed significant investments in renewable energy. The Permian Basin, already an established energy hub, can expand its definition to include all forms of energy production. Odessa has the natural assets the renewable energy industry needs, primarily abundant solar and wind, along with the land necessary for utility-scale projects, where significant investments are being made.

Advanced Manufacturing

Odessa's thriving energy and manufacturing sectors urgently need additional suppliers. By expanding manufacturing capabilities within Odessa, the entire Permian Basin will have enhanced operational efficiency and economic output. The existing manufacturing needs are diverse, including parts for oil and gas equipment, renewable energy components, pumps, motors, valves, fittings, batteries, and automation equipment. Additionally, machine and welding shops and 3D manufacturing facilities would significantly augment Odessa's business ecosystem. Odessa's strategic interstate and rail access is ideal for shipping finished products nationwide.

Professional Services Sector

To support business expansion and retain local revenue, the ODC aims to grow the professional services sector. Odessa offers professional office space and access to an international airport, making it convenient for professional services companies to establish and expand operations. In cybersecurity, engineering, design, staffing, and office support, opportunities abound.

Construction Industry Growth

As Odessa prepares for significant population growth, the construction industry must expand to meet the demand. The influx of thousands of new jobs will necessitate the construction of homes and commercial properties. Odessa College's programs will be crucial in developing the skilled trades and construction workers needed for this expansion.

The Odessa Development Corporation is committed to continuing to develop Odessa into a thriving, diverse economy. By attracting renewable energy manufacturers, expanding the professional services sector, growing the construction industry, and enhancing retail and entertainment options, Odessa is poised to become a beacon of economic resilience and quality of life in Texas. Local companies will benefit from a more robust, self-sufficient economy, while new businesses will find a welcoming, supportive environment to thrive.

Major Employers in Odessa



TOP EMPLOYERS - ODESSA

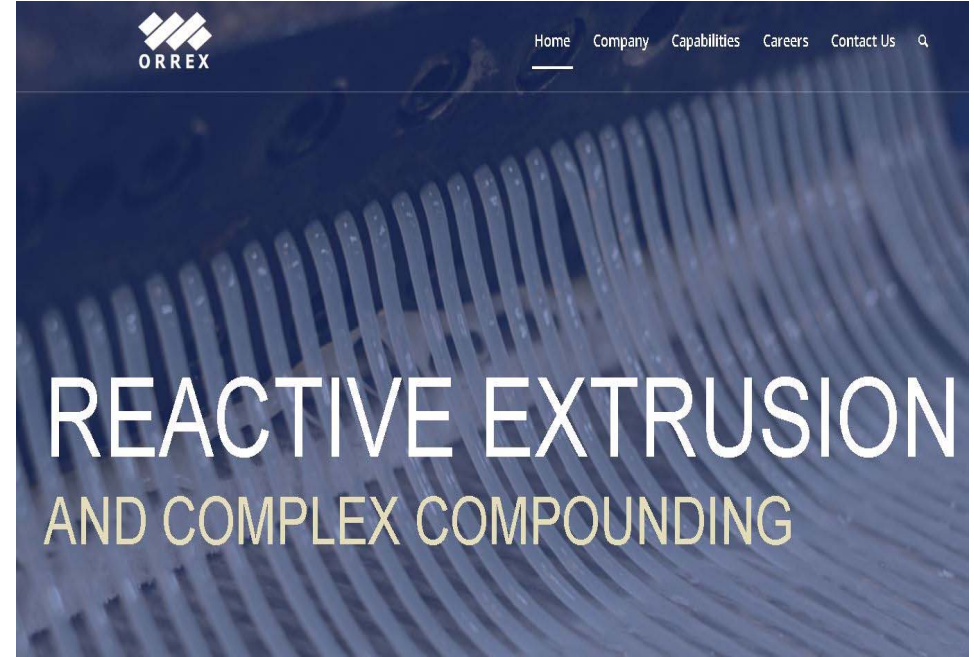
	COMPANY	# OF EMPLOYERS
1	Ector County I.S.D.	3,527
2	Halliburton	2,500
3	Saulsbury Companies	2,398
4	Medical Center Health Systems	2,000
5	Keane Group	1,285
6	City of Odessa	911
7	Walmart	869
8	Odessa Regional Medical Center	735
9	Bobby Cox Companies, Inc.	698
10	Ector County	649
11	H-E-B	600
12	University of Texas – Permian Basin	550
13	Texas Tech University Health Science Center	542
14	Weatherford	530
15	Albertson's /Market Street	521
16	Sewell Family of Dealerships	514
17	Select Energy Oil Field Services	500
18	FTS International	470
19	Power Line Energy Services / Sun Electric	450
20	Investment Corporation of America	398
21	TechnipFMC	370
22	Odessa College	365
23	Lithia Motors	332
24	Jones Bros Dirt & Paving	275
25	REXtac LLC	265
26	Lowe's Home Improvement	250
27	Lowe's Market Place	239

Area Development



(5.3 miles northeast of the property)

Rental King - Rental King will be building a new equipment rental yard in Odessa as they move out of their current Midland location. Rental King is a heavy machinery rental company, specializing in forklifts, manlifts, light towers, compressors and more. It will be expanding its operation and has committed to making a multi-million dollar investment in Odessa as well as creating 12 new jobs.



(4.5 miles southeast of the property)

Orrex - The ODC Board approved a \$2.1 million business expansion grant to Orrex Plastic Companies. Orrex manufactures a variety of technical plastic products which are used in a wide array of applications on many national brands. Orrex will be adding 16 new jobs to their existing workforce of more than 160 current employees.

Area Development



(6.3 miles southeast of the property)

Liberty Energy - Liberty Energy broke ground on their new \$50 million facility located in Odessa's Leeco Industrial Park between US Highway 80 and Interstate 20, the \$34M state-of-the-art facility will include office space, workshop, 50,000 square foot warehouse and truck wash facility and training facility. The project is a win-win for Odessa. It keeps 1,000 full-time employees in Odessa and allows Liberty to add another 500 full-time positions.



(9 miles northeast of the property)

ICA Development, Inc. (ICA) - has planned a 150-acre mixed-use development in Odessa near State Hwy. 191 and Yukon Road, which will include industrial parks, commercial development and retail development. The resolution for infrastructure support was approved by Odessa Development Corporation in Feb 2024.



(10 miles northeast of the property)

Bass Pro Shops and Tracker Boats - North America's premier outdoor and conservation company, is planning to develop a 100,000 sq. ft. destination facility to serve the entire Permian Basin region near Odessa's current Cinergy location on a 15-acre tract of land located at 8200 E. Hwy 191 in Odessa. This location is expected to open sometime in spring of 2025.



(35 miles west of the property)

1PointFive's Direct Air Capture (DAC) - In 2023 1PointFive broke ground on its Direct Air Capture (DAC) project in Western Ector County. With a staggering investment exceeding \$1 billion, this project promises enduring positive implications for Odessa and Ector County. The project is anticipated to capture up to one million metric tons of carbon dioxide annually, propelling environmental responsibility, employing over 1,000 individuals during construction, and sustaining 75 jobs upon operation in late 2024. This will be world's biggest direct air carbon capture facility.

Area Development



(1.7 miles southwest of the property)

Standard Industrial Manufacturing - Standard Industrial Manufacturing expanded its facility in Odessa from 4,000 to 22,000 square feet in 2023. With a capital investment of \$3.46 million and an ODC grant of \$900,551.82 over five years, this expansion generates 22 full-time jobs while retaining eight existing positions.



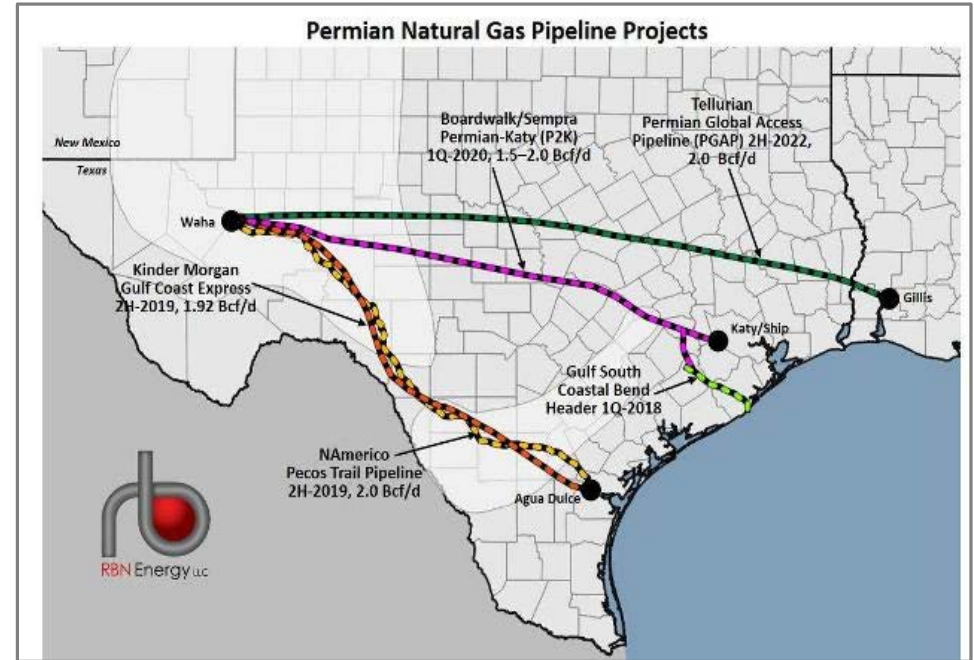
(10.3 miles southeast of the property)

Downing Wellhead Equipment - Downing Wellhead Equipment consolidated its two Permian Basin operations into a singular Odessa location. A \$1.9 million capital investment will create 54 new full-time jobs and the retention of 57 positions.



(14.5 miles southwest of the property)

GCC Permian's Expansion - GCC Permian, a vital player in Ector County's construction industry, is expanding and modernizing its existing plant. With a \$750 million capital, the expansion adds 3,000 metric tons daily of clinker production capacity. This move creates five new full-time jobs and retains 104 existing positions, contributing to Odessa's status as an industrial powerhouse. The capacity will come online by mid-2025.

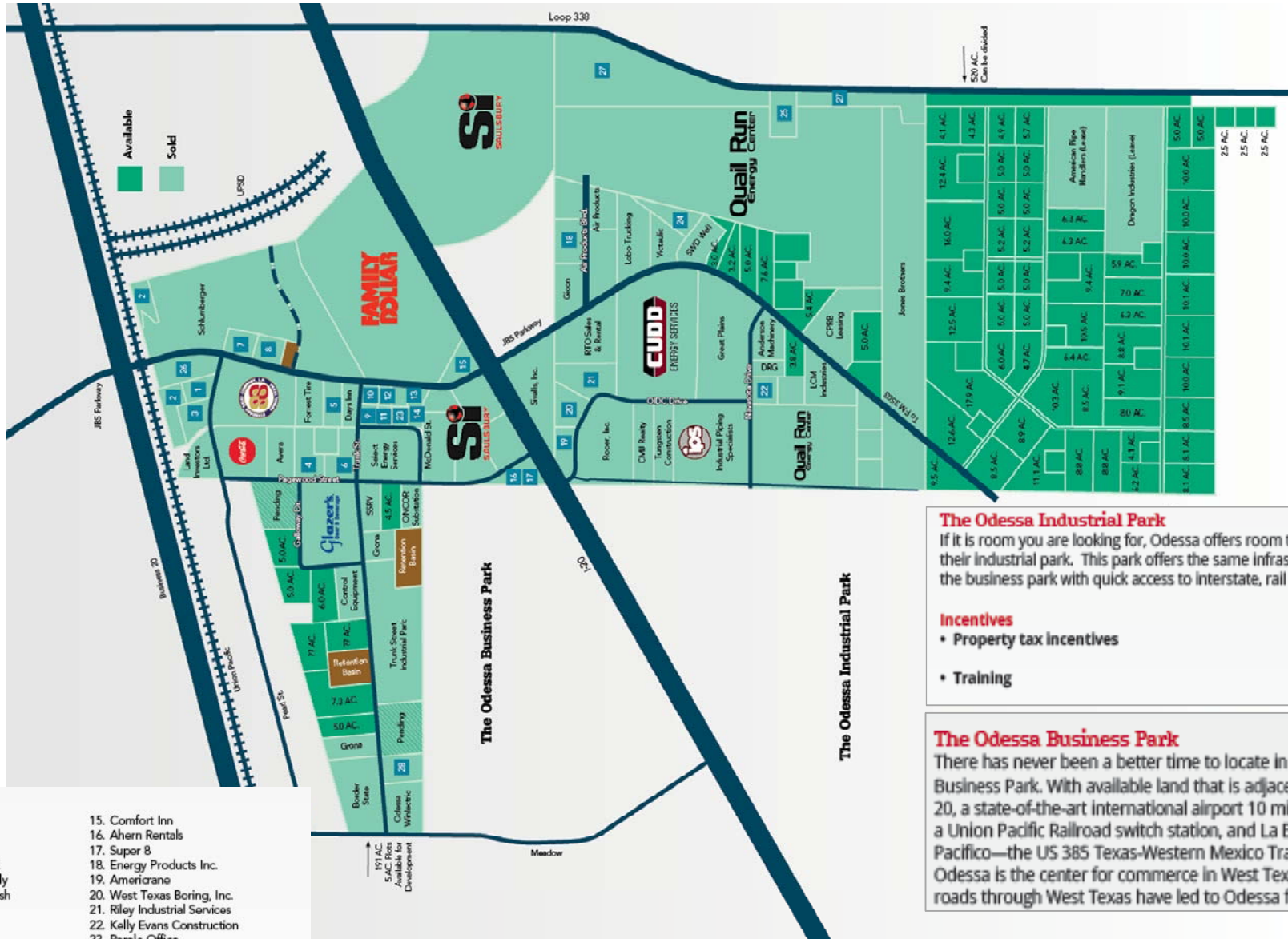


(58.3 miles southwest of the property)

Permian Highway Pipeline - near Pecos, an approximately 430-mile-long natural gas pipeline provides additional takeaway capacity to the region. The Kinder Morgan pipeline, runs from the Pecos area to the Katy area, near Houston, transporting natural gas from the Permian Basin to various markets across Texas, as the pipeline cuts right through the hill country of Texas just south of Austin. The pipeline generates between \$2 billion and \$3 billion a year in taxes and fees paid to the state. The counties the pipeline runs through receive about \$42 million a year divided among them on an annual basis.

GROW ODESSA BUSINESS AND INDUSTRIAL PARK

2 MILES EAST OF ODESSA SQUARE APARTMENTS



LEGEND

- 1. Fabco
- 2. Union Pacific
- 3. Christmas in Action
- 4. West Texas Food Bank
- 5. Reinforcing Steel Supply
- 6. Desert Oasis Truck Wash
- 7. Olivia Management
- 8. Graybar
- 9. Logan Oil Tools
- 10. Odessa Extended Stay
- 11. Kline Oil Tools
- 12. 1st Staffing Group, USA
- 13. Candlewood Suites
- 14. Hotel Staybridge
- 15. Comfort Inn
- 16. Ahern Rentals
- 17. Super 8
- 18. Energy Products Inc.
- 19. Americrane
- 20. West Texas Boring, Inc.
- 21. Riley Industrial Services
- 22. Kelly Evans Construction
- 23. Parola Office
- 24. SWD Well
- 25. SS Services
- 26. Fabco
- 27. Saulsbury Midstream Investment, Inc.
- 28. A-1 Construction

The Odessa Industrial Park
 If it is room you are looking for, Odessa offers room to grow in their industrial park. This park offers the same infrastructure as the business park with quick access to interstate, rail and air.

Incentives

- Property tax incentives
- Training

The Odessa Business Park
 There has never been a better time to locate in Odessa's Business Park. With available land that is adjacent to Interstate 20, a state-of-the-art international airport 10 minutes away, a Union Pacific Railroad switch station, and La Entrada al Pacifico—the US 385 Texas-Western Mexico Trade Route, Odessa is the center for commerce in West Texas. In fact, all roads through West Texas have led to Odessa for a long time.

Odessa, TX MSA	Odessa MSA	
Population		
Estimated Population (2024)	164,973	
Projected Population (2029)	180,891	
Census Population (2020)	165,171	
Census Population (2010)	137,130	
Projected Annual Growth (2024 to 2029)	15,918	1.9%
Historical Annual Growth (2020 to 2024)	-198	-
Historical Annual Growth (2010 to 2020)	28,041	5.1%
Estimated Population Density (2024)	183	psm
Trade Area Size	902.3	sq mi
Race & Ethnicity		
White (2024)	77,145	46.8%
Black or African American (2024)	8,800	5.3%
American Indian or Alaska Native (2024)	1,684	1.0%
Asian (2024)	2,400	1.5%
Hawaiian or Pacific Islander (2024)	355	0.2%
Other Race (2024)	34,658	21.0%
Two or More Races (2024)	39,931	24.2%
Not Hispanic or Latino Population (2024)	57,930	35.1%
Hispanic or Latino Population (2024)	107,043	64.9%
Not Hispanic or Latino Population (2029)	65,146	36.0%
Hispanic or Latino Population (2029)	115,745	64.0%
Not Hispanic or Latino Population (2020)	65,120	39.4%
Hispanic or Latino Population (2020)	100,051	60.6%
Not Hispanic or Latino Population (2010)	64,799	47.3%
Hispanic or Latino Population (2010)	72,331	52.7%
Projected Hispanic Annual Growth (2024 to 2029)	8,702	1.6%
Historic Hispanic Annual Growth (2010 to 2024)	34,712	3.4%

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Odessa, TX MSA	Odessa MSA	
Households		
Estimated Households (2024)	55,500	
Projected Households (2029)	60,700	
Census Households (2020)	57,336	
Census Households (2010)	48,688	
Estimated Households with Children (2024)	21,591	38.9%
Estimated Average Household Size (2024)	2.93	
Average Household Income		
Estimated Average Household Income (2024)	\$111,590	
Projected Average Household Income (2029)	\$115,635	
Estimated Average Family Income (2024)	\$129,687	
Median Household Income		
Estimated Median Household Income (2024)	\$80,104	
Projected Median Household Income (2029)	\$81,100	
Estimated Median Family Income (2024)	\$94,567	
Per Capita Income		
Estimated Per Capita Income (2024)	\$37,627	
Projected Per Capita Income (2029)	\$38,881	
Estimated Per Capita Income 5 Year Growth	\$1,254	3.3%
Estimated Average Household Net Worth (2024)	\$892,258	
Daytime Demos (2024)		
Total Businesses	6,318	
Total Employees	62,453	
Company Headquarter Businesses	244	3.9%
Company Headquarter Employees	11,432	18.3%
Employee Population per Business	9.9	
Residential Population per Business	26.1	

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Neighborhood Demographics

Odessa Square 222 N Dixie Blvd, Odessa, TX 79761	1 mi radius	2 mi radius	3 mi radius
Population			
Estimated Population (2024)	8,179	36,640	70,893
Projected Population (2029)	8,401	37,498	72,444
Census Population (2020)	8,516	39,195	77,350
Census Population (2010)	8,493	39,206	77,302
Projected Annual Growth (2024 to 2029)	222 0.5%	857 0.5%	1,552 0.4%
Historical Annual Growth (2020 to 2024)	-337 -1.0%	-2,555 -1.6%	-6,458 -2.1%
Historical Annual Growth (2010 to 2020)	23 -	-11 -	48 -
Estimated Population Density (2024)	2,605 psm	2,917 psm	2,508 psm
Trade Area Size	3.1 sq mi	12.6 sq mi	28.3 sq mi
Race & Ethnicity			
White (2024)	3,165 38.7%	15,690 42.8%	31,877 45.0%
Black or African American (2024)	892 10.9%	2,930 8.0%	5,163 7.3%
American Indian or Alaska Native (2024)	67 0.8%	391 1.1%	792 1.1%
Asian (2024)	51 0.6%	313 0.9%	833 1.2%
Hawaiian or Pacific Islander (2024)	17 0.2%	92 0.3%	188 0.3%
Other Race (2024)	1,997 24.4%	8,631 23.6%	15,200 21.4%
Two or More Races (2024)	1,989 24.3%	8,594 23.5%	16,839 23.8%
Not Hispanic or Latino Population (2024)	2,474 30.3%	11,404 31.1%	23,768 33.5%
Hispanic or Latino Population (2024)	5,705 69.7%	25,237 68.9%	47,124 66.5%
Not Hispanic or Latino Population (2029)	2,777 33.1%	12,561 33.5%	25,522 35.2%
Hispanic or Latino Population (2029)	5,624 66.9%	24,936 66.5%	46,922 64.8%
Not Hispanic or Latino Population (2020)	2,637 31.0%	12,751 32.5%	28,202 36.5%
Hispanic or Latino Population (2020)	5,879 69.0%	26,444 67.5%	49,149 63.5%
Not Hispanic or Latino Population (2010)	3,186 37.5%	15,470 39.5%	34,090 44.1%
Hispanic or Latino Population (2010)	5,306 62.5%	23,735 60.5%	43,212 55.9%
Projected Hispanic Annual Growth (2024 to 2029)	-81 -0.3%	-300 -0.2%	-202 -
Historic Hispanic Annual Growth (2010 to 2024)	398 0.5%	1,501 0.5%	3,912 0.6%

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Odessa Square 222 N Dixie Blvd, Odessa, TX 79761	1 mi radius	2 mi radius	3 mi radius
Households			
Estimated Households (2024)	2,715	12,291	24,464
Projected Households (2029)	2,792	12,587	25,003
Census Households (2020)	2,928	13,280	26,938
Census Households (2010)	2,967	13,575	27,580
Estimated Households with Children (2024)	1,112 40.9%	4,718 38.4%	8,947 36.6%
Estimated Average Household Size (2024)	2.97	2.94	2.85
Average Household Income			
Estimated Average Household Income (2024)	\$81,004	\$90,216	\$94,687
Projected Average Household Income (2029)	\$81,384	\$90,681	\$95,981
Estimated Average Family Income (2024)	\$95,131	\$106,440	\$111,693
Median Household Income			
Estimated Median Household Income (2024)	\$66,316	\$70,023	\$74,546
Projected Median Household Income (2029)	\$65,034	\$69,687	\$74,093
Estimated Median Family Income (2024)	\$75,986	\$84,000	\$86,277
Per Capita Income			
Estimated Per Capita Income (2024)	\$27,086	\$30,398	\$32,790
Projected Per Capita Income (2029)	\$27,241	\$30,570	\$33,240
Estimated Per Capita Income 5 Year Growth	\$155 0.6%	\$172 0.6%	\$450 1.4%
Estimated Average Household Net Worth (2024)	\$700,878	\$773,703	\$780,819
Daytime Demos (2024)			
Total Businesses	742	2,157	3,600
Total Employees	7,073	24,108	38,496
Company Headquarter Businesses	33 4.4%	80 3.7%	144 4.0%
Company Headquarter Employees	1,398 19.8%	5,810 24.1%	8,187 21.3%
Employee Population per Business	9.5	11.2	10.7
Residential Population per Business	11.0	17.0	19.7

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Information About Brokerage Services

11-2-2015

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

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.

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 or subagent by the buyer or buyer’s agent.

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.

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.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker’s duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

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.

Houston Income Properties, Inc.	<u>393404</u>	<u>N/A</u>	<u>713.783.6262</u>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Jim Hurd	<u>393404</u>	<u>jhurd@houstonincomeproperties.com</u>	<u>713.783.6262</u>
Designated Broker of Firm	License No.	Email	Phone
_____ Licensed Supervisor of Sales Agent/Associate	_____ License No.	_____ Email	_____ Phone
_____ Sales Agent/Associate’s Name	_____ License No.	_____ Email	_____ Phone

Regulated by the Texas Real Estate Commission

**Information available at
www.trec.texas.gov IABS I-0**

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No commission or finder's fee shall be payable to any party by the Owners nor any affiliate or agent thereof in connection with the sale of the Property unless otherwise agreed to by the Owners in writing.



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