

OFFERING MEMORANDUM

Sams Place 29 Unit MFG Park

1 Sams Place
La Luz, NM 88337

\$1.3M	6.43%	\$83.6K
PRICE	CAP RATE	NOI

Thomas Gallegos
Team Lead
505-261-8687 (Direct)
tgallegos505@gmail.com

Berkshire Hathaway NM Commercial Real Estate

6711 Academy Rd Ste B
Albuquerque, NM 87109
505-798-6300
TomsABQhomes.com
Lic# 12275


BERKSHIRE HATHAWAY
NM COMMERCIAL REAL ESTATE

Sams Place 29 Unit MFG Park

1 Sams Place
La Luz, NM 88337

PRICE	CAP RATE	NOI
\$1,300,000	6.43%	\$83,591

CONTENTS

3	Executive Summary
4	Investment Highlights
5	Location Highlights
7	Pad Inventory
9	Valuation Summary
10	Pro Forma Analysis
11	Market Overview
12	Demographics
13	Closing

PRESENTED BY



Thomas Gallegos
Team Lead
505-261-8687
tgallegos505@gmail.com
Lic # 45240

Berkshire Hathaway NM Commercial Real Estate

6711 Academy Rd Ste B
Albuquerque, NM 87109
505-798-6300
TomsABQhomes.com
License # 12275



Executive Summary

1 Sams Place • La Luz, NM 88337

 ASKING PRICE \$1,300,000	 NOI \$83,591	 CAP RATE 6.43%
 OCCUPANCY 100%	 BASE RENT \$101,148	 EGI \$101,148

Incredible VALUE-ADD investment opportunity in the heart of La Luz, New Mexico! Situated on approximately 3.46 acres, this manufactured housing property consists of 29 platted spaces and offers significant potential for continued improvement and increased rental income.

Located just minutes from Alamogordo, residents enjoy convenient access to shopping, schools, employment, and other amenities while maintaining the quieter setting of La Luz. With existing rental income, ongoing renovations, separately metered utilities, and additional value-add potential across the 29 platted spaces, this property presents an opportunity for an investor to continue the current improvement strategy and expand the property’s income-producing potential. All these factors contribute to the pent up demand for these units. Rates have room to be increased based on area market.

The property currently has 10 renovated homes that are 100% occupied and producing rental income. The seller has been systematically improving the property, completing approximately one full home renovation every three months with a single contractor. Each rehabilitation averages approximately \$15,000 and includes substantial improvements such as roofing, plumbing, HVAC, and other necessary upgrades.

The property features separately metered electric and community water service, allowing for streamlined utility management. Some homes have also been converted to all-electric service, with the seller continuing this approach as additional homes are renovated.

PROPERTY DATA

	—
	—
	—
	—

Investment Highlights

- **29 Platted Spaces on ±3.46 Acres** — Significant existing footprint with potential for continued optimization and long-term value creation.
- **Proven Value-Add Strategy** — Current ownership is systematically renovating homes at an average investment of approximately **\$15,000 per unit**.
- **10 Renovated Homes – 100% Occupied** — Completed units are fully leased and generating rental income, demonstrating existing tenant demand.
- **Multiple Paths to Income Growth** — Opportunity to continue rehabilitating existing homes, improve operations, and evaluate utilization of the property's 29 platted spaces.
- **Separately Metered Electric** — Helps reduce owner utility exposure and simplifies ongoing property management.
- **Low Reported Property-Level Expenses** — Current ownership reports approximately **\$1,200/year in property taxes** and **\$1,200/year in general liability insurance**.
- **Strategic La Luz / Alamogordo Location** — Positioned near major regional employment and economic drivers, including **Holloman Air Force Base, White Sands Missile Range, and Alamogordo**, while offering the quieter setting of La Luz.
- **Established Renovation Program** — Seller is currently completing approximately **one full rehabilitation every three months** using a single contractor, providing a roadmap a new owner could continue or potentially accelerate.
- **All-Electric Conversion Strategy** — Select renovated homes have been converted to all-electric service, with ownership continuing this approach as additional units are improved.
- **Existing Cash Flow + Upside Potential** — Combines current rental income with a clear renovation and operational value-add opportunity.

Asking Price	\$1,300,000
NOI	\$83,591
Cap Rate	6.43%
Occupancy	100%
Base Rent	\$101,148
EGI	\$101,148
GRM	12.85

Location Highlights

- **La Luz, New Mexico Location** – Quiet residential setting just minutes from Alamogordo and its major services and amenities.
- **Convenient Access to Alamogordo** – Easy access to shopping, schools, healthcare, dining, and employment centers.
- **Strong Regional Employment Drivers** – Proximity to major Otero County employers and institutions, including Holloman Air Force Base and White Sands Missile Range.
- **Outdoor & Lifestyle Appeal** – Near the Sacramento Mountains and recreation destinations surrounding the Alamogordo area.
- **Established Rental Demand** – Location benefits from demand generated by nearby military, government, tourism, and local employment.
- **Convenient Waste Disposal** – Public dump station located approximately one mile from the property.



LOCATION

Address	1 Sams Place
City	La Luz
State	New Mexico
Zip Code	88337
County	US
Coordinates	32.9795702,-105.9389532

AIRPORTS

Three Rivers Airport	24.9 mi
Alamogordo-White Sands Regional Airport	10.2 mi
ALAMOGORDO RC 'ERS	5.0 mi

HIGHWAYS

US 54;US 70	2.4 mi
North White Sands Boulevard	3.0 mi
Charlie Lee Memorial Relief Route	3.0 mi
Saint Francis Drive	7.4 mi



WHITE SANDS
NATIONAL PARK

~25 Miles | 30 Min

54

TULAROSA

~9 Miles | 12 Min

70

54

LA LUZ
MOBILE HOME PARK

54



HOLLOMAN
AIR FORCE BASE

~13 Miles | 18 Min
(Approx. 3,500+ Employees)

Walmart
Supercenter



H-E-B



Lowes

ALAMOGORDO

~6 Miles | 10 Min



NEW MEXICO STATE UNIVERSITY
ALAMOGORDO

~6 Miles | 10 Min

Holloman AFB

70

54



SPACE MUSEUM

~6 Miles | 10 Min



ALAMOGORDO-
WHITE SANDS
REGIONAL AIRPORT

~8 Miles | 12 Min

82



CLOUDCROFT

~30 Miles | 40 Min

Wimsatt

~38 Miles | 50 Min

Twin Forks

~40 Miles | 55 Min

KEY DRIVERS OF DEMAND



Holloman Air Force Base
(~13 miles, 18 min)



New Mexico State University – Alamogordo
(~6 miles, 10 min)



White Sands Missile Range
(~15 miles, 20 min)



White Sands National Park
(~25 miles, 30 min)



Major Retail & Services
(Walmart, Sam's Club, H-E-B, Home Depot, Lowe's)



Lincoln National Forest
(Outdoor Recreation)



BENSON RIDGE TRAIL

Hiking • Mountain Biking
~35 Min



SUNSPOT

Solar Observatory

~55 Miles | 1 Hr 10 Min

Pad Inventory

Unit	Unit Type	SF	Monthly	Annual Rent	Pro-Forma / Mo	Pro-Forma / Yr
1 Sams Court	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
2 Sams Court	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
3 Sams Court	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
4 Sams Court	Manufactured Home	0	\$829.00	\$9,948.00	\$900.00	\$10,800.00
5 Sams Court	Manufactured Home	0	\$799.00	\$9,588.00	\$900.00	\$10,800.00
6 Sams Court	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
6 Sams Place	Manufactured Home	0	\$899.00	\$10,788.00	\$900.00	\$10,800.00
7 Sams Court	Manufactured Home	0	\$799.00	\$9,588.00	\$900.00	\$10,800.00
8 Sams Court	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
10 Sams Court	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
11 Sams Court	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
11 Sams Place	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
13 Sams Court	Manufactured Home	0	\$900.00	\$10,800.00	\$900.00	\$10,800.00
15 Sams Court	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
15 Sams Place	Manufactured Home	0	\$795.00	\$9,540.00	\$900.00	\$10,800.00

Pad Inventory (continued)

Unit	Unit Type	SF	Monthly	Annual Rent	Pro-Forma / Mo	Pro-Forma / Yr
17 Sams Place	Manufactured Home	0	\$715.00	\$8,580.00	\$900.00	\$10,800.00
19 Section Road	Manufactured Home	0	\$899.00	\$10,788.00	\$900.00	\$10,800.00
21 Section Road	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
25 Section Road	Manufactured Home	0	\$899.00	\$10,788.00	\$900.00	\$10,800.00
Sams Ct/Pl	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
Sams CT/Pl	Manufactured Home	0	\$0.00	\$0.00	\$900.00	\$10,800.00
Total		0	\$8,429.00	\$101,148.00	\$19,800.00	\$237,600.00

AVG RENT/PAD (MO) \$383.14

PADS 22

Valuation Summary

KEY METRICS

ASKING PRICE	\$1,300,000	
	IN-PLACE	PRO FORMA
NOI	\$83,591	\$153,220
Cap Rate	6.43%	11.79%
Occupancy	100.0%	100.0%

INCOME

	IN-PLACE	PRO FORMA
Gross Pad Income	\$101,148	\$237,600
Effective Gross Income	\$101,148	\$237,600

EXPENSES

	IN-PLACE	PRO FORMA
Property Tax	\$1,200	\$1,200
Insurance	\$1,200	\$1,200
Management Fee	\$2,000	\$2,000
GENERAL EXPENSES		
Repairs and Maintenance	\$8,000	\$8,000
Reserve for Replacements of Units	\$0	\$60,000
Loss To Vacancy	\$5,057	\$11,880
Septic Pumping	\$100	\$100
Total General Expenses	\$13,157	\$79,980

Total Expenses	\$17,557	\$84,380
----------------	----------	----------

Pro Forma Analysis

Line Item	In-Place	Pro Forma	Change
Gross Pad Income	\$101,148	\$237,600	+134.9%
Effective Gross Income	\$101,148	\$237,600	+134.9%
Property Tax	\$1,200	\$1,200	—
Management Fee	\$2,000	\$2,000	—
Insurance	\$1,200	\$1,200	—
General Expenses	\$13,157	\$79,980	+507.9%
Total Operating Expenses	\$17,557	\$84,380	+380.6%
Net Operating Income (NOI)	\$83,591	\$153,220	+83.3%
Cap Rate	6.43%	11.79%	+5.36 pts

Market Overview



POPULATION
1,578

AREA
10.7 sq mi

ELEVATION
4,751 ft

COUNTY
Otero County

STATE
New Mexico

Market Overview: La Luz, NM

La Luz is a census-designated place (CDP) in Otero County, New Mexico, United States. As of the 2020 census, La Luz had a population of 1,578. It is located immediately north of Alamogordo and lies in the eastern edge of the Tularosa Basin and on the western flank of the Sacramento Mountains. Until 1848, La Luz was a part of Mexico. The CDP gets its name from the Spanish word for "light".

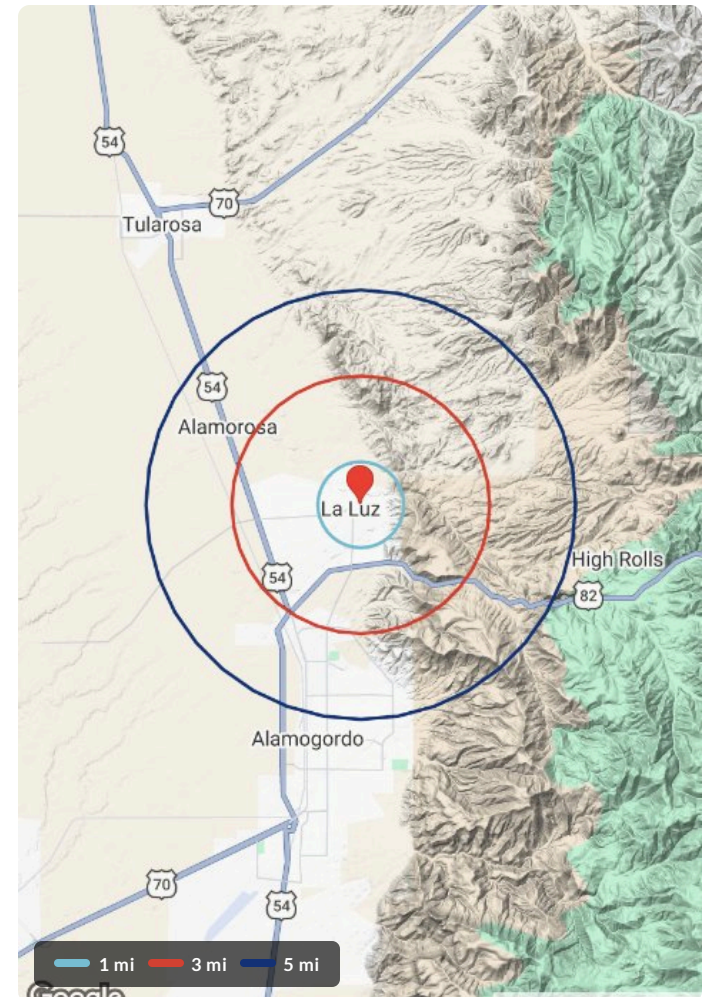
DEMOGRAPHIC SNAPSHOT

1-MILE RADIUS		3-MILE RADIUS		5-MILE RADIUS	
Population	1,009	Population	3,365	Population	14,775
Median HH Income	\$56,270	Median HH Income	\$77,748	Median HH Income	\$59,607
Households	428	Households	1,406	Households	6,467

Source: ESRI / ArcGIS Business Analyst

Demographics (Detail)

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	987	2,647	17,063
2010 Population	1,057	3,102	14,948
2026 Population	1,009	3,365	14,775
2031 Population	1,033	3,450	14,841
2026-2031 Growth Rate	0.47 %	0.50 %	0.09 %
2026 Daytime Population	695	2,635	15,750
HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Households	359	1,000	6,595
2010 Total Households	404	1,235	6,148
2026 Total Households	428	1,406	6,467
2031 Total Households	443	1,454	6,559
2026 Avg. Household Size	2.36	2.39	2.27
2026 Owner Occupied Housing	356	1,175	4,864
2031 Owner Occupied Housing	370	1,219	4,971
2026 Renter Occupied Housing	72	231	1,603
2031 Renter Occupied Housing	73	236	1,588
2026 Vacant Housing	80	216	762
2026 Total Housing	508	1,622	7,229
2026 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	68	164	644
\$15,000-\$24,999	24	61	737
\$25,000-\$34,999	78	193	662
\$35,000-\$49,999	31	97	747
\$50,000-\$74,999	53	160	1,264
\$75,000-\$99,999	48	193	738
\$100,000-\$149,999	67	305	911
\$150,000-\$199,999	38	127	323
\$200,000 or greater	22	106	440
Median HH Income	\$56,270	\$77,748	\$59,607
Average HH Income	\$75,290	\$88,427	\$76,420



\$56,270
MEDIAN HH INCOME (1-MI)

83.2%
OWNER OCCUPIED (1-MI)

15.7%
VACANCY RATE (1-MI)

\$75,290
AVG HH INCOME (1-MI)

16.8%
RENTER OCCUPIED (1-MI)

0.47 %
2026-2031 GROWTH (1-MI)

Sams Place 29 Unit MFG Park

1 Sams Place, La Luz, NM, 88337

PRESENTED BY



Thomas Gallegos

Team Lead

505-261-8687 tgallegos505@gmail.com

Lic# 45240



Berkshire Hathaway NM Commercial Real Estate

6711 Academy Rd Ste B
Albuquerque, NM 87109

505-798-6300
TomsABQhomes.com

Lic# 12275

DISCLAIMER

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Berkshire Hathaway NM Commercial Real Estate and it should not be made available to any other person or entity without the written consent of Berkshire Hathaway NM Commercial Real Estate.

By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property, please promptly return this offering memorandum to Berkshire Hathaway NM Commercial Real Estate. This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Berkshire Hathaway NM Commercial Real Estate has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this offering memorandum has been obtained from sources we believe reliable; however, Berkshire Hathaway NM Commercial Real Estate has not verified, and will not verify, any of the information contained herein, nor has Berkshire Hathaway NM Commercial Real Estate conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.

PLEASE CONTACT THE Berkshire Hathaway NM Commercial Real Estate ADVISOR FOR MORE DETAILS.