

# 164-Unit Lexington Apartments Sells to Dallas Investor

*By Amy Wolff Sorter*



**Lexington Apartments sells in an off-market transaction.**

GRAND PRAIRIE, TX-In early 2011, **Dawn Properties Inc.**, a commercial real estate investor operating under the name **Lexington Apartments LLC**, bought the 164-unit Lexington Apartments out of foreclosure. After investing approximately \$1.3 million in the 1980s complex, the Hattiesburg, MS-based investor disposed of the multifamily property, selling it to Dallas investor **Lexington Prairie LP** in an off-market transaction.

"I'd known the seller for a long time and knew what they were doing with the complex," comments **Sam Pettigrew**, partner with Dallas-based **Cantrell Co. & Partners**, who negotiated the transaction between buyer and seller. "I asked if I could show it to the specific buyer, they said sure, the buyer made an offer, and that was that."

Pettigrew tells **GlobeSt.com** that the inspection took 10 days, and that the deal was completed using a bridge loan. The multifamily property at 201 W. Tarrant Rd. wasn't completely stabilized before negotiations began – it was still in lease-up. However, Pettigrew notes, the buyer understood the advantage of claiming the asset before the asset hit the general market. Furthermore, though Lexington was 73% occupied when it went under contract, by closing, occupancy was at 90%.

"This was a good deal for the buyer, as he saw the value of the pricing," Pettigrew adds. "And the seller was satisfied." The sales price was undisclosed, though the **Dallas Central Appraisal District** assessed it at \$4.3 million.