

Ethos on Polk



OFFERING MEMORANDUM | OFF MARKET-CURRENTLY VACANT AND IN LEASE UP MODE

7602 E Polk St
Scottsdale, AZ 85257



Ethos on Polk

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01

Executive Summary

Investment Summary

Unit Mix Summary

Location Summary

ETHOS ON POLK

OFFERING SUMMARY

ADDRESS	7602 E Polk St Scottsdale AZ 85257
COUNTY	Maricopa
MARKET	Scottsdale
SUBMARKET	Old Town Scottsdale
BUILDING SF	4,198 SF
LAND SF	11,021 SF
LAND ACRES	0.25
NUMBER OF UNITS	6
YEAR BUILT	1986
YEAR RENOVATED	2022
APN	131-15-001-Y
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

OFFERING PRICE	\$2,395,000
PRICE PSF	\$570.51
PRICE PER UNIT	\$399,167
OCCUPANCY	97.00 %
NOI (CURRENT)	\$97,537
NOI (Pro Forma)	\$97,537
CAP RATE (CURRENT)	4.07 %
CAP RATE (Pro Forma)	4.07 %
CASH ON CASH (CURRENT)	-6.22 %
CASH ON CASH (Pro Forma)	-6.22 %
GRM (CURRENT)	17.79
GRM (Pro Forma)	17.79

PROPOSED FINANCING

Commercial Financing	
LOAN TYPE	Amortized
DOWN PAYMENT	\$718,500
LOAN AMOUNT	\$1,676,500
INTEREST RATE	7.00 %
LOAN TERMS	5
ANNUAL DEBT SERVICE	\$142,197
LOAN TO VALUE	70 %
AMORTIZATION PERIOD	25 Years

DEMOGRAPHICS

	1 MILE	3 MILE	5 MILE
2022 Population	17,401	121,808	307,420
2022 Median HH Income	\$74,085	\$62,044	\$63,965
2022 Average HH Income	\$101,405	\$88,770	\$94,020



About the Opportunity

- Ethos on Polk is a remodeled property consisting of six units located near Old Town Scottsdale. The property has four two-bedroom, one-bathroom units and two one-bedroom, one-bathroom units. Each unit comes with a private patio and a storage room, as well as a new stackable washer and dryer.

Ethos on Polk has been completely remodeled with modern touches, including tile backsplashes, dual-pane windows, and a smooth stucco finish. The property is highly regarded by neighbors and considered the “new building on the block.”

- It’s important to note that the buyer should verify all facts and figures related to the property.

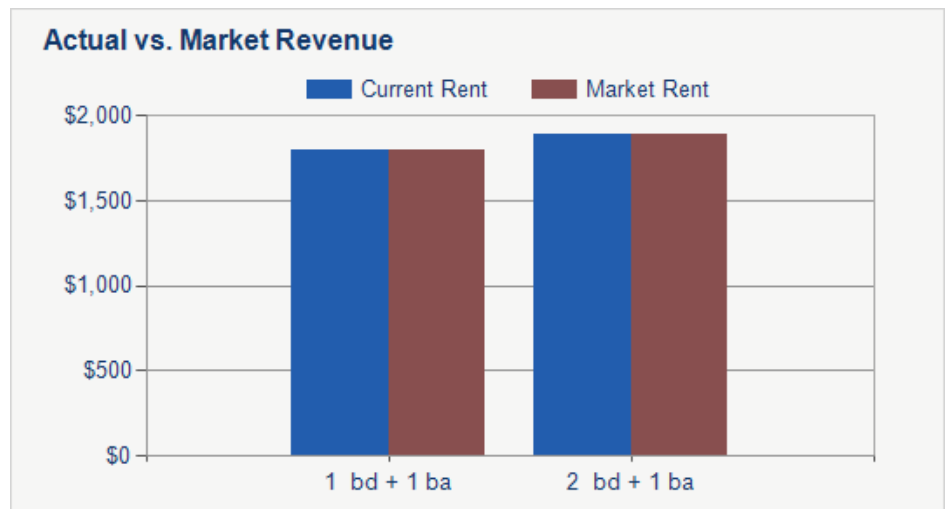
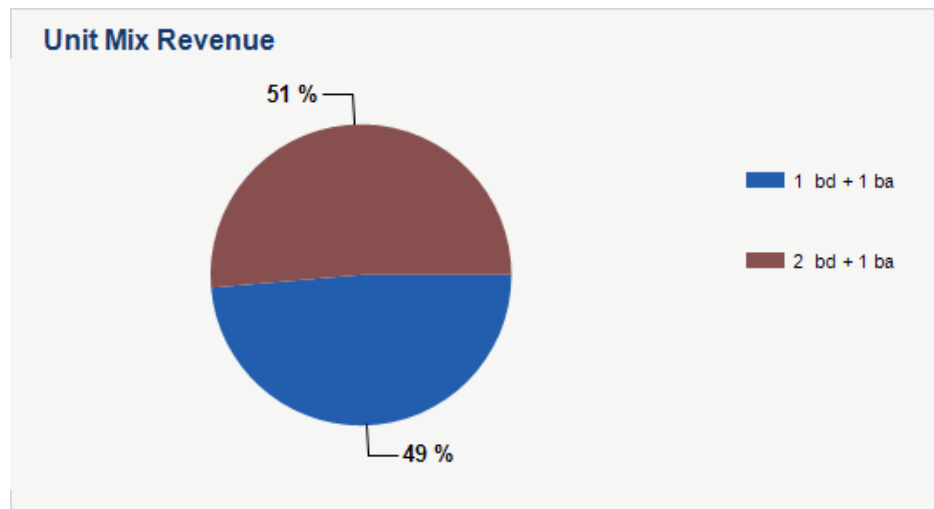
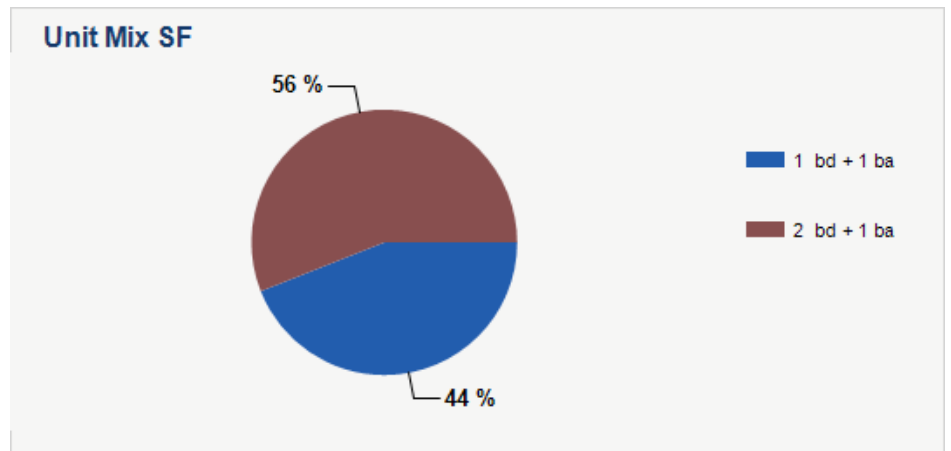
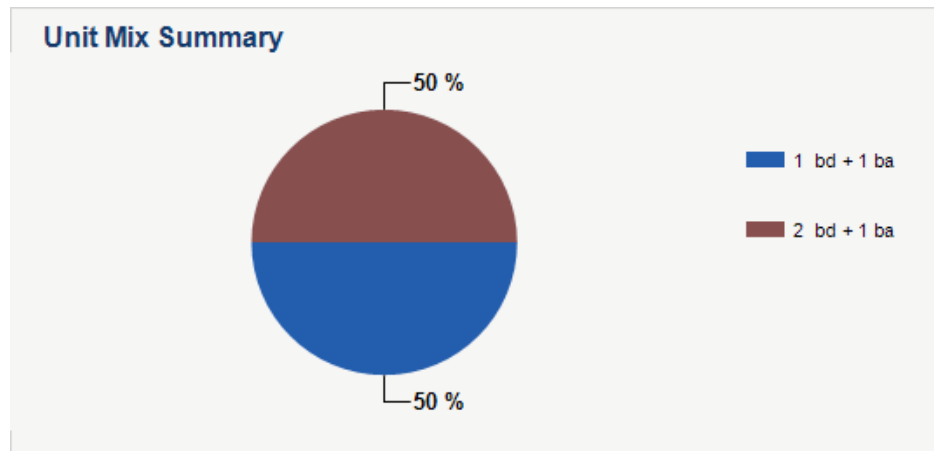
Ethos on Polk is located at 7602 E Polk St in Scottsdale, Arizona. The property falls under the R-5 zoning, which allows for multi-family residential use. The property size is 4,140 square feet, and the land size is 11,021 square feet.

The property is located in the postal/zip code area 85257. There is one building on the property, which contains the six remodeled units described earlier. The parcel number for the property is 131-15-001-Y.

This property was recently vacated and is currently under lease up with traditional leases.



Unit Mix	# Units	Square Feet	Actual			Market		
			Current Rent	Rent PSF	Monthly Income	Market Rent	Market Rent PSF	Market Income
1 bd + 1 ba	2	563	\$1,795	\$3.19	\$3,590	\$1,795	\$3.19	\$3,590
2 bd + 1 ba	2	720	\$1,895	\$2.63	\$3,790	\$1,895	\$2.63	\$3,790
Totals/Averages	4	642	\$1,845	\$2.91	\$7,380	\$1,845	\$2.91	\$7,380



Location

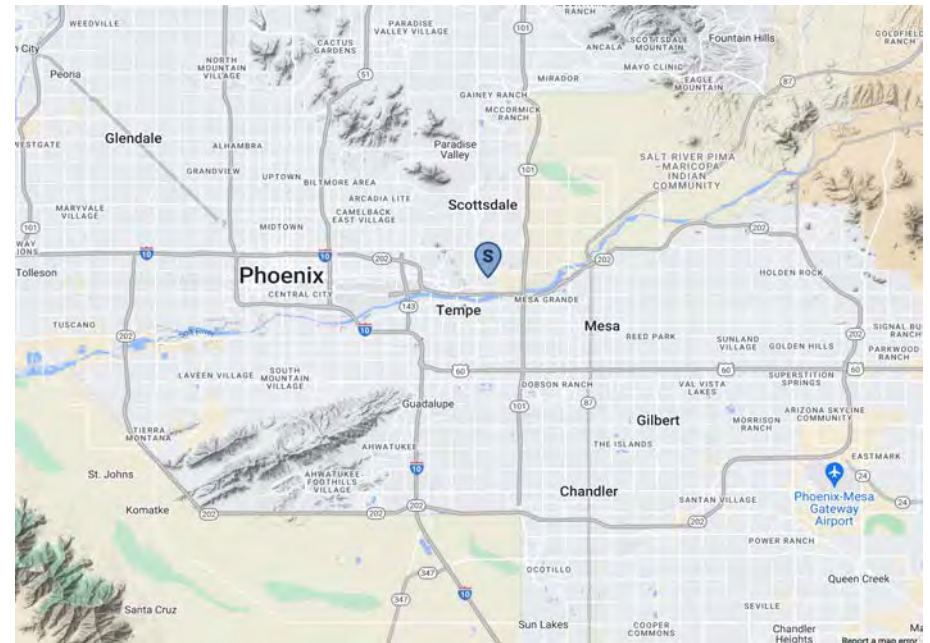
- This property is located on the southeast part of Old Town Scottsdale.

Old Town Scottsdale is a charming and historic district located in the heart of Scottsdale, Arizona. This area is known for its vibrant culture, unique shopping experiences, and stunning architecture. One of the highlights of Old Town Scottsdale is the famous art walks that take place every Thursday evening. During these art walks, visitors can peruse a wide variety of art galleries and studios while enjoying live music and street performances. It is a great way to experience the local art scene and connect with the community.

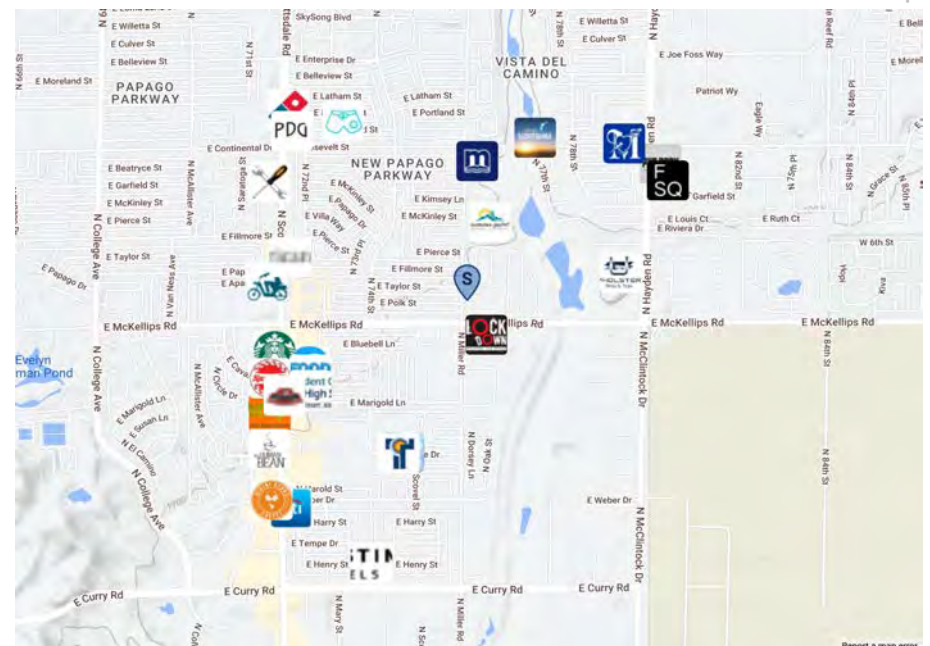
- Apart from the art walks, Old Town Scottsdale also offers a diverse employment base. The area is home to many small businesses, restaurants, and art galleries, providing a variety of job opportunities. Many of these businesses are locally owned and operated, creating a strong sense of community and supporting the local economy. With its charming streets and bustling atmosphere, Old Town Scottsdale is a popular destination for tourists, making it a hub for the hospitality and tourism industries.

In addition to its employment base, Old Town Scottsdale is known for its distinctive architecture. The area boasts a mix of historic buildings, modern structures, and unique art installations. This blend of old and new creates a unique visual landscape that is both charming and exciting. Visitors can take a stroll down the streets of Old Town and admire the architecture, or stop by one of the many art galleries to view the work of local artists.

Regional Map

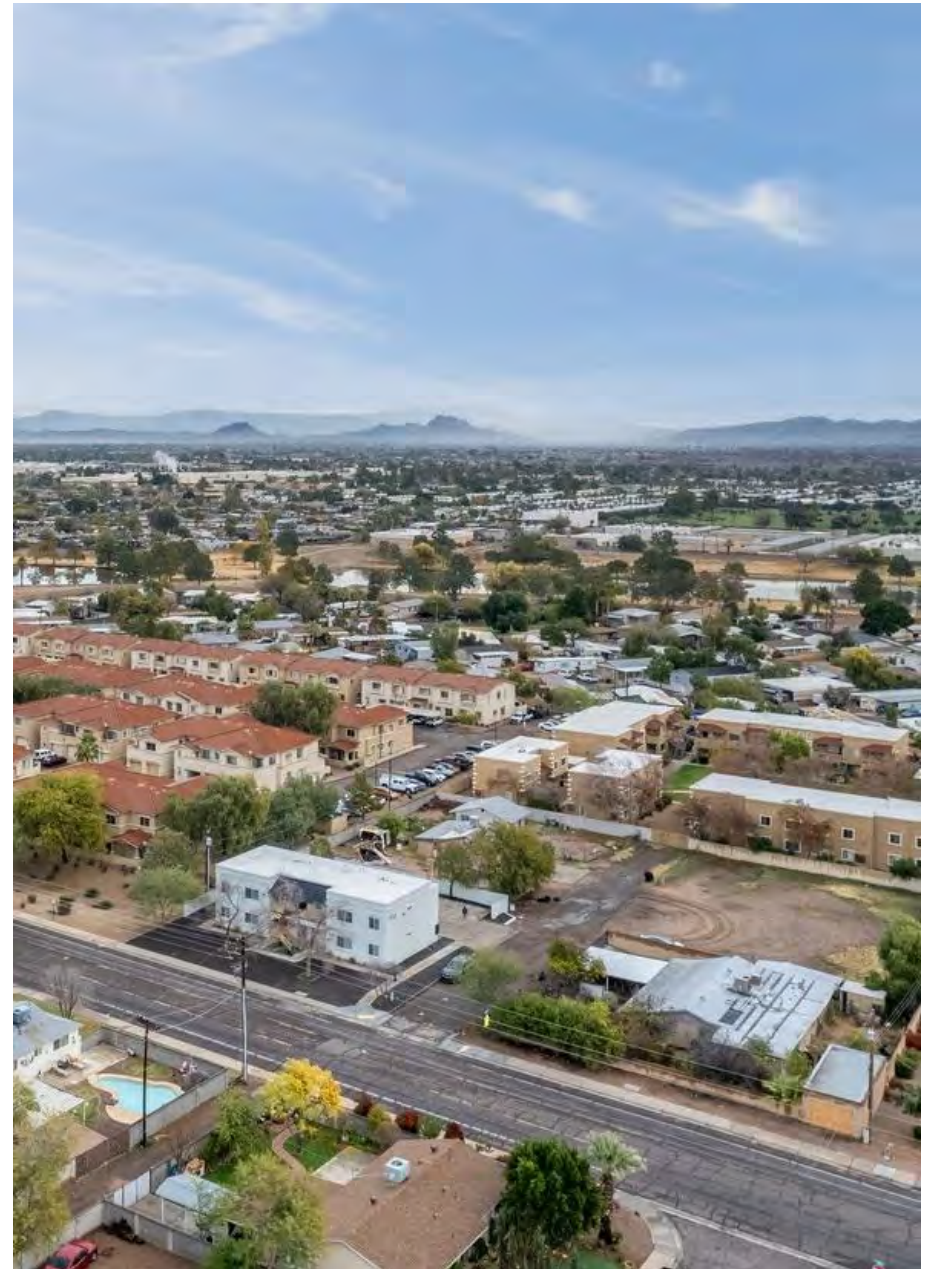


Locator Map



- Old Town Scottsdale is also home to a variety of annual events and festivals. These events draw visitors from around the world and showcase the rich culture and history of the area. From the Scottsdale Arabian Horse Show to the Scottsdale Arts Festival, there is always something exciting happening in Old Town. These events provide a unique opportunity for visitors to experience the vibrant culture of the area and connect with the community.

Overall, Old Town Scottsdale is a vibrant and exciting district that offers a unique blend of art, culture, and employment opportunities. With its charming streets, diverse architecture, and lively atmosphere, it is no wonder that this area has become a popular destination for tourists and locals alike. Whether you are looking for a fun night out, a new job opportunity, or simply a chance to experience the rich culture of the area, Old Town Scottsdale has something for everyone.





02

Property Description

Property Features

Aerial Map

Common Amenities

Unit Amenities

Property Images

ETHOS ON POLK

PROPERTY FEATURES

NUMBER OF UNITS	6
BUILDING SF	4,198
LAND SF	11,021
LAND ACRES	0.25
YEAR BUILT	1986
YEAR RENOVATED	2022
# OF PARCELS	1
ZONING TYPE	R-5
BUILDING CLASS	B
TOPOGRAPHY	Flat
LOCATION CLASS	B+
NUMBER OF STORIES	2
NUMBER OF BUILDINGS	1
LOT DIMENSION	Rectangular
NUMBER OF PARKING SPACES	10
POOL / JACUZZI	No
FIRE PLACE IN UNIT	No
WASHER/DRYER	Individual Stackable

MECHANICAL

HVAC	Ind Metered
FIRE SPRINKLERS	No

UTILITIES

WATER	Landlord Pays
TRASH	Landlord Pays
GAS	None
ELECTRIC	Tenant Pays
RUBS	No

CONSTRUCTION

FOUNDATION	Concrete
FRAMING	Wood Framed
EXTERIOR	Smooth Stucco
PARKING SURFACE	Cement
ROOF	Flat
STYLE	Mid Century Modern
LANDSCAPING	Desert w/Artificial Turf





E Taylor St

E Taylor St

Miller Rd

N Dorsey Ln

S

E Polk St

E Polk St

E Polk St

E Polk St

er Rd

Report a map error

Common Amenities

- Large Parking Lot
- Private Storage
- Smooth Stucco Finish
- New Hot Water Heaters
- One Large Storage Room that could be rented out
- Private Patios
- New Landscaping
- New Ind. Air Conditioners
- Trademarked Name on Building "Ethos on Polk"
- Many more items to see

Unit Amenities

- Quartz Counter Tops w/Tile Backsplashes
- New Cabinets
- New Modern Lighting
- New Tubs
- New Arcadia Doors
- New Ind. Stackable Washer/Dryers
- Stainless Steel Appliances
- New Flooring
- Tile Surround in the Bathrooms
- 2 inch Faux Blinds
- Ceiling Fans w/lights in Living area and All Bedrooms





03

Rent Roll

Rent Roll

ETHOS ON POLK

Unit	Unit Mix	Square Feet	Rent PSF	Current Rent	Market Rent
101	2 bd + 1 ba	720	\$2.63	\$1,895.00	\$1,900.00
102	1 bd + 1 ba	563	\$3.19	\$1,795.00	\$1,795.00
103	2 bd + 1 ba	747	\$2.54	\$1,895.00	\$2,000.00
201	2 bd + 1 ba	720	\$2.63	\$1,895.00	\$1,900.00
202	1 bd + 1 ba	563	\$3.19	\$1,795.00	\$1,798.00
203	2 bd + 1 ba	747	\$2.54	\$1,895.00	\$2,000.00
Totals/Averages		4,060	\$2.79	\$11,170.00	\$11,393.00





04

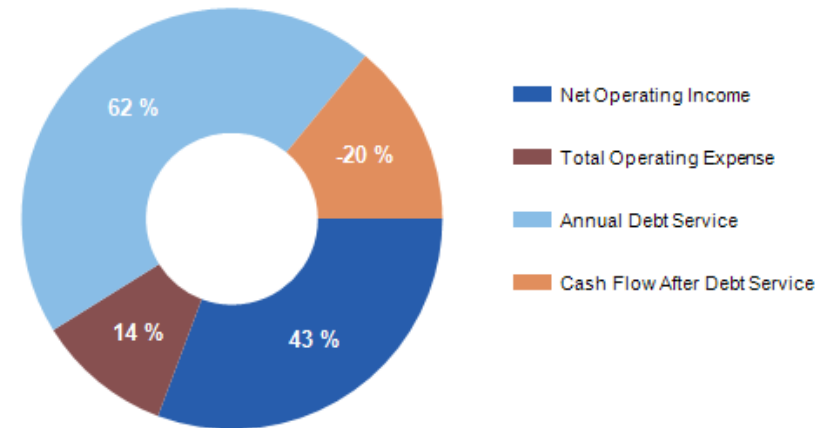
Financial Analysis

- Income & Expense Analysis
- Multi-Year Cash Flow Assumptions
- Cash Flow Analysis
- Financial Metrics

REVENUE ALLOCATION

CURRENT

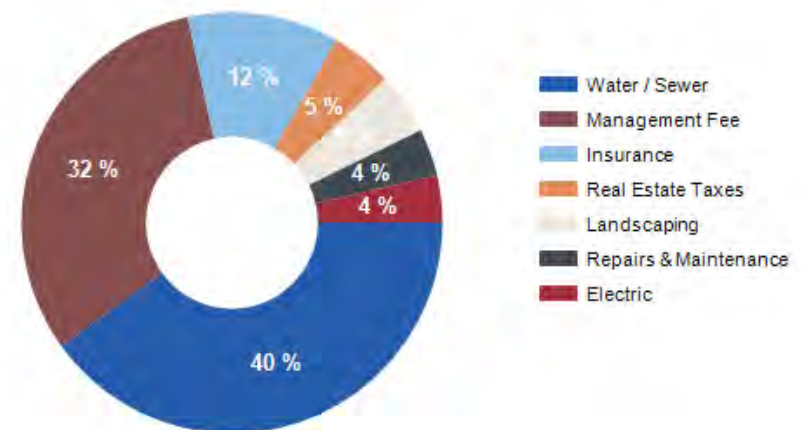
INCOME	CURRENT		PRO FORMA	
Gross Potential Rent	\$134,040	99.6 %	\$134,040	99.6 %
Other Income	\$600	0.4 %	\$600	0.4 %
Gross Potential Income	\$134,640		\$134,640	
General Vacancy	-\$4,021	3.0 %	-\$4,021	3.0 %
Effective Gross Income	\$130,619		\$130,619	
Less Expenses	\$33,082	25.32 %	\$33,082	25.32 %
Net Operating Income	\$97,537		\$97,537	
Annual Debt Service	\$142,197		\$142,197	
Cash flow	(\$44,659)		(\$44,659)	
Debt Coverage Ratio	0.69		0.69	



EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	\$1,567	\$261	\$1,567	\$261
Insurance	\$3,850	\$642	\$3,850	\$642
Management Fee	\$10,450	\$1,742	\$10,450	\$1,742
Repairs & Maintenance	\$1,200	\$200	\$1,200	\$200
Water / Sewer	\$13,248	\$2,208	\$13,248	\$2,208
Landscaping	\$1,567	\$261	\$1,567	\$261
Electric	\$1,200	\$200	\$1,200	\$200
Total Operating Expense	\$33,082	\$5,514	\$33,082	\$5,514
Annual Debt Service	\$142,197		\$142,197	
Expense / SF	\$7.88		\$7.88	
% of EGI	25.32 %		25.32 %	

DISTRIBUTION OF EXPENSES

CURRENT



Expense Notes: This is a NN lease with Tenant paying all expenses except for Insurance and Property Taxes.

GLOBAL

Offering Price	\$2,395,000
Analysis Period	5 year(s)

INCOME - Growth Rates

Gross Potential Rent	5.00 %
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EXPENSES - Growth Rates

Real Estate Taxes	1.50 %
Insurance	1.50 %
Repairs & Maintenance	1.50 %
Water / Sewer	1.50 %
Landscaping	1.50 %
Electric	1.50 %

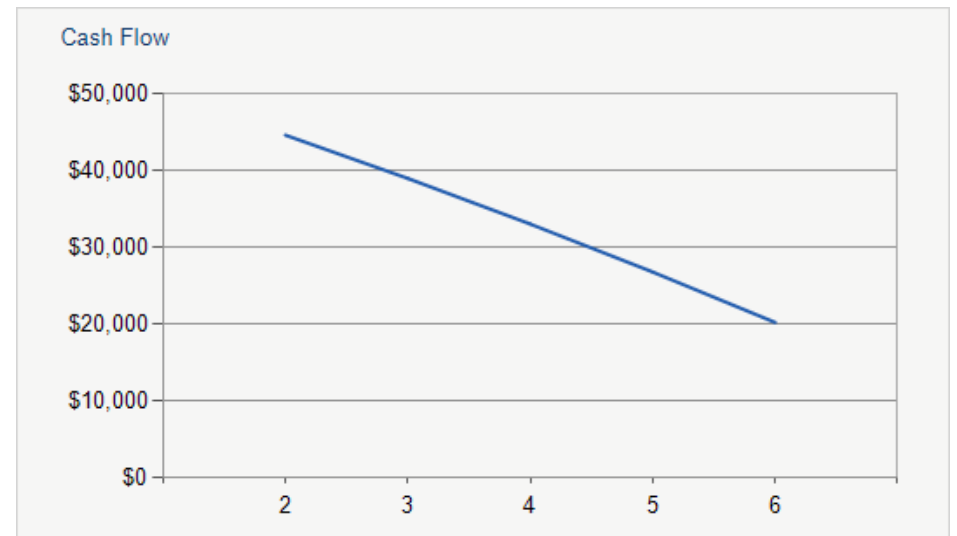
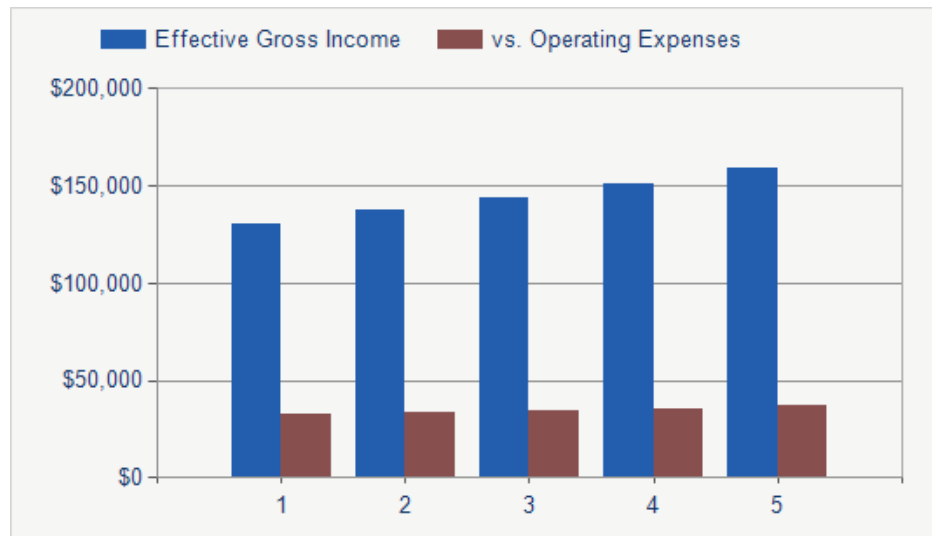
PROPOSED FINANCING

Commercial Financing

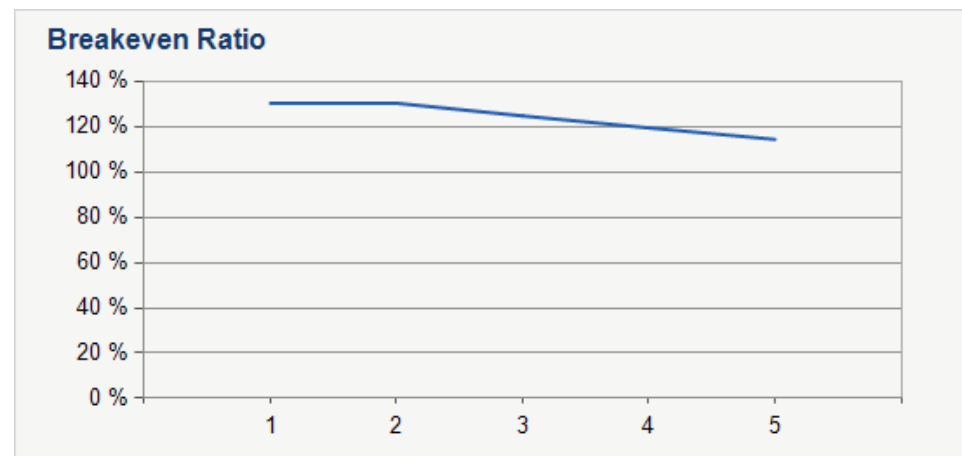
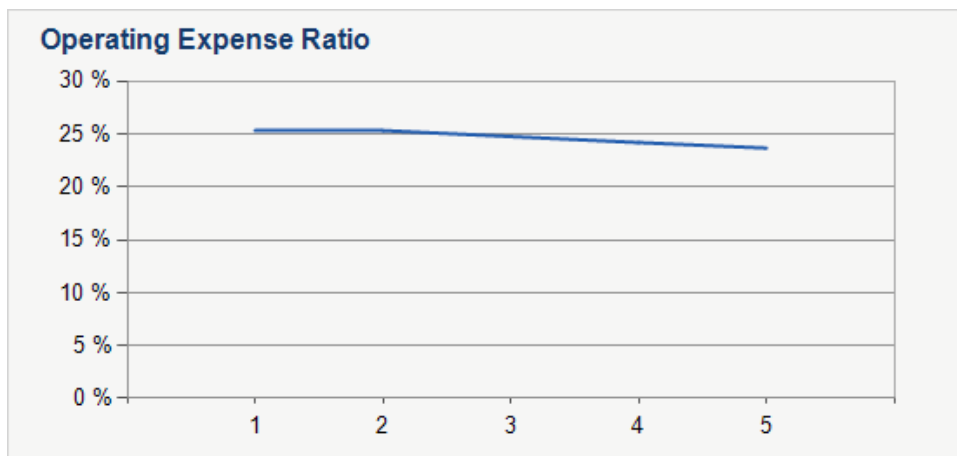
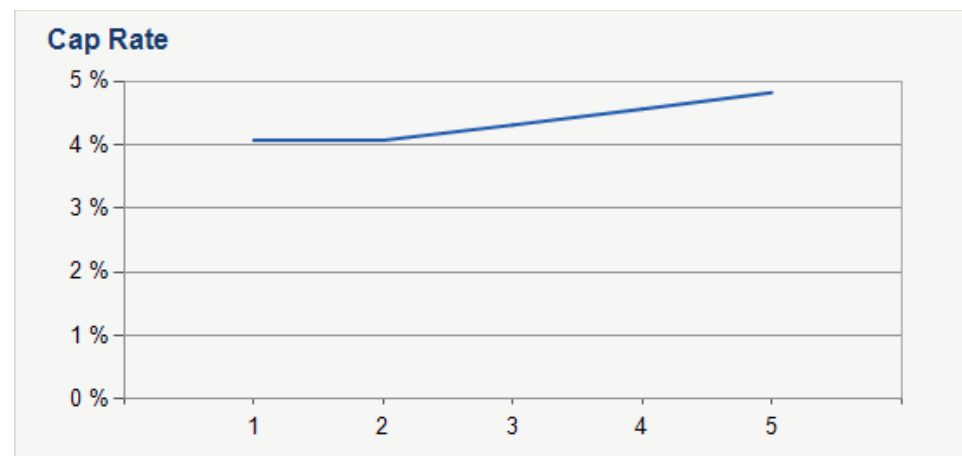
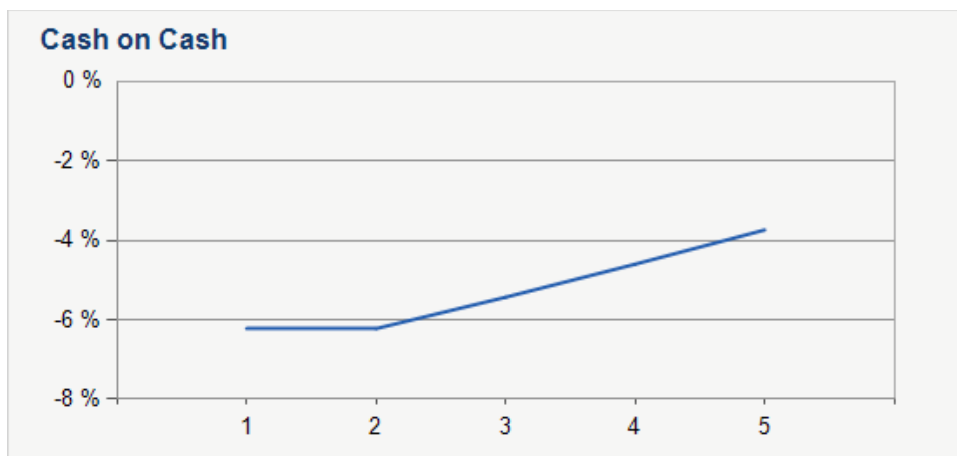
Loan Type	Amortized
Down Payment	\$718,500
Loan Amount	\$1,676,500
Interest Rate	7.00 %
Loan Terms	5
Annual Debt Service	\$142,197
Loan to Value	70 %
Amortization Period	25 Years



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6
Gross Revenue						
Gross Rental Income	\$134,040	\$134,040	\$140,742	\$147,779	\$155,168	\$162,926
Other Income	\$600	\$600	\$600	\$600	\$600	\$600
Gross Potential Income	\$134,640	\$134,640	\$141,342	\$148,379	\$155,768	\$163,526
General Vacancy	-\$4,021	-\$4,021	-\$4,222	-\$4,433	-\$4,655	-\$4,888
Effective Gross Income	\$130,619	\$130,619	\$137,120	\$143,946	\$151,113	\$158,639
Operating Expenses						
Real Estate Taxes	\$1,567	\$1,567	\$1,591	\$1,614	\$1,639	\$1,663
Insurance	\$3,850	\$3,850	\$3,908	\$3,966	\$4,026	\$4,086
Management Fee	\$10,450	\$10,450	\$10,970	\$11,516	\$12,089	\$12,691
Repairs & Maintenance	\$1,200	\$1,200	\$1,218	\$1,236	\$1,255	\$1,274
Water / Sewer	\$13,248	\$13,248	\$13,447	\$13,648	\$13,853	\$14,061
Landscaping	\$1,567	\$1,567	\$1,591	\$1,614	\$1,639	\$1,663
Electric	\$1,200	\$1,200	\$1,218	\$1,236	\$1,255	\$1,274
Total Operating Expense	\$33,082	\$33,082	\$33,941	\$34,832	\$35,755	\$36,712
Net Operating Income	\$97,537	\$97,537	\$103,179	\$109,114	\$115,358	\$121,927
Annual Debt Service	\$142,197	\$142,197	\$142,197	\$142,197	\$142,197	\$142,197
Cash Flow	(\$44,659)	(\$44,659)	(\$39,018)	(\$33,083)	(\$26,839)	(\$20,270)



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6
Cash on Cash Return b/t	-6.22 %	-6.22 %	-5.43 %	-4.60 %	-3.74 %	-2.82 %
CAP Rate	4.07 %	4.07 %	4.31 %	4.56 %	4.82 %	5.09 %
Debt Coverage Ratio	0.69	0.69	0.73	0.77	0.81	0.86
Operating Expense Ratio	25.32 %	25.32 %	24.75 %	24.19 %	23.66 %	23.14 %
Gross Multiplier (GRM)	17.79	17.79	16.94	16.14	15.38	14.65
Loan to Value	69.96 %	68.88 %	67.80 %	66.59 %	65.25 %	63.77 %
Breakeven Ratio	130.18 %	130.18 %	124.62 %	119.31 %	114.24 %	109.41 %
Price / SF	\$570.51	\$570.51	\$570.51	\$570.51	\$570.51	\$570.51
Price / Unit	\$399,167	\$399,167	\$399,167	\$399,167	\$399,167	\$399,167
Income / SF	\$31.11	\$31.11	\$32.66	\$34.28	\$35.99	\$37.78
Expense / SF	\$7.88	\$7.88	\$8.08	\$8.29	\$8.51	\$8.74



ETHOS ON POLK

Demographics

Demographics

Demographic Charts

05



POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	15,740	96,113	273,106
2010 Population	14,579	100,114	267,580
2022 Population	17,401	121,808	307,420
2027 Population	18,501	130,973	320,010
2022 African American	755	7,138	21,610
2022 American Indian	576	3,620	12,596
2022 Asian	851	11,132	18,881
2022 Hispanic	4,783	27,569	80,739
2022 Other Race	2,189	11,729	35,141
2022 White	10,676	74,225	179,737
2022 Multiracial	2,300	13,624	38,075
2022-2027: Population: Growth Rate	6.15 %	7.30 %	4.05 %

2022 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	748	7,340	14,498
\$15,000-\$24,999	554	3,908	9,458
\$25,000-\$34,999	574	4,273	11,270
\$35,000-\$49,999	837	7,134	17,580
\$50,000-\$74,999	1,419	10,076	24,918
\$75,000-\$99,999	988	7,560	19,147
\$100,000-\$149,999	1,752	9,144	22,037
\$150,000-\$199,999	623	3,754	8,548
\$200,000 or greater	695	3,716	10,458
Median HH Income	\$74,085	\$62,044	\$63,965
Average HH Income	\$101,405	\$88,770	\$94,020

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	7,355	46,253	125,850
2010 Total Households	6,543	43,460	114,819
2022 Total Households	8,190	56,906	137,916
2027 Total Households	8,736	61,979	145,538
2022 Average Household Size	2.11	1.98	2.14
2000 Owner Occupied Housing	3,781	17,856	55,337
2000 Renter Occupied Housing	2,963	23,891	59,662
2022 Owner Occupied Housing	3,421	18,027	52,387
2022 Renter Occupied Housing	4,769	38,879	85,529
2022 Vacant Housing	723	7,096	14,876
2022 Total Housing	8,913	64,002	152,792
2027 Owner Occupied Housing	3,559	18,899	54,671
2027 Renter Occupied Housing	5,177	43,080	90,866
2027 Vacant Housing	706	6,545	14,193
2027 Total Housing	9,442	68,524	159,731
2022-2027: Households: Growth Rate	6.50 %	8.60 %	5.40 %



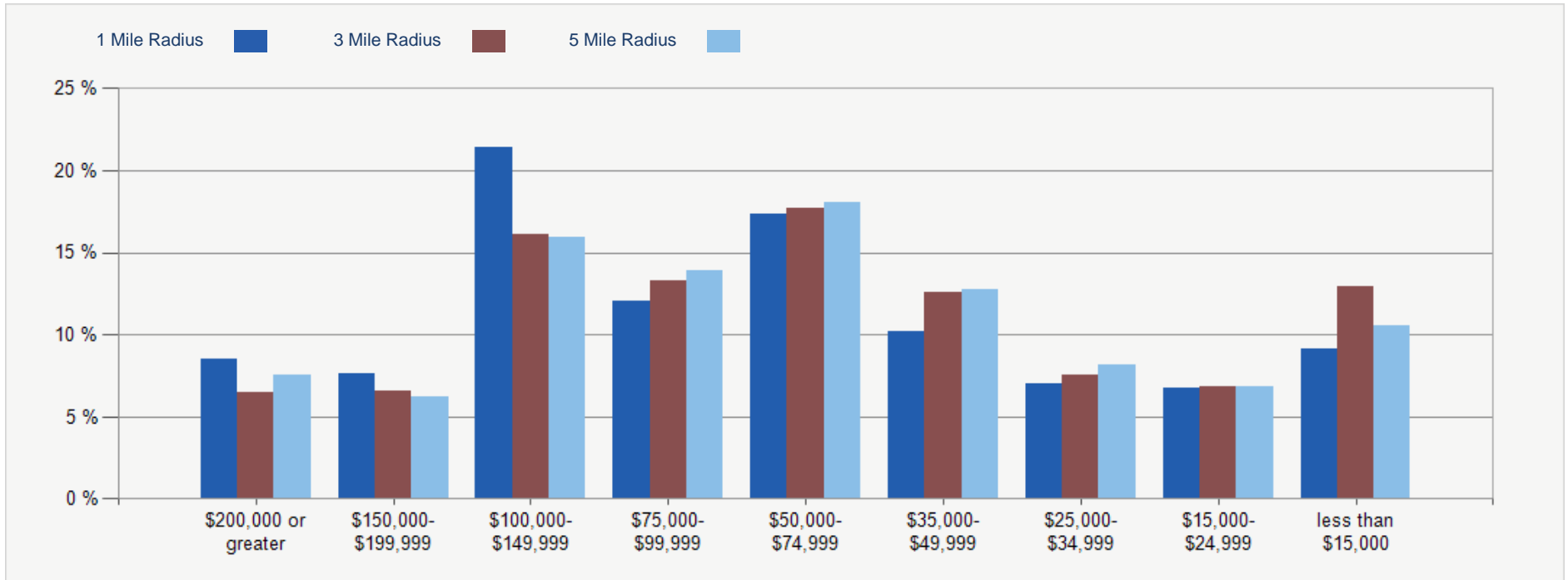
2022 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2022 Population Age 30-34	1,484	11,061	27,640
2022 Population Age 35-39	1,133	8,011	21,266
2022 Population Age 40-44	923	6,147	17,243
2022 Population Age 45-49	821	5,016	14,519
2022 Population Age 50-54	868	5,117	14,580
2022 Population Age 55-59	885	4,930	14,384
2022 Population Age 60-64	895	4,834	14,131
2022 Population Age 65-69	824	4,283	12,750
2022 Population Age 70-74	815	3,547	10,966
2022 Population Age 75-79	641	2,786	8,416
2022 Population Age 80-84	487	2,089	5,832
2022 Population Age 85+	547	2,587	6,619
2022 Population Age 18+	14,850	105,805	254,060
2022 Median Age	36	30	33

2022 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$83,224	\$65,639	\$64,987
Average Household Income 25-34	\$109,300	\$87,934	\$86,705
Median Household Income 35-44	\$103,135	\$80,335	\$77,368
Average Household Income 35-44	\$138,073	\$110,337	\$108,871
Median Household Income 45-54	\$99,882	\$83,679	\$81,597
Average Household Income 45-54	\$118,806	\$110,847	\$115,274
Median Household Income 55-64	\$84,393	\$79,023	\$77,209
Average Household Income 55-64	\$116,048	\$108,466	\$112,488
Median Household Income 65-74	\$65,217	\$62,143	\$63,652
Average Household Income 65-74	\$91,332	\$91,166	\$97,609
Average Household Income 75+	\$64,079	\$69,387	\$80,297

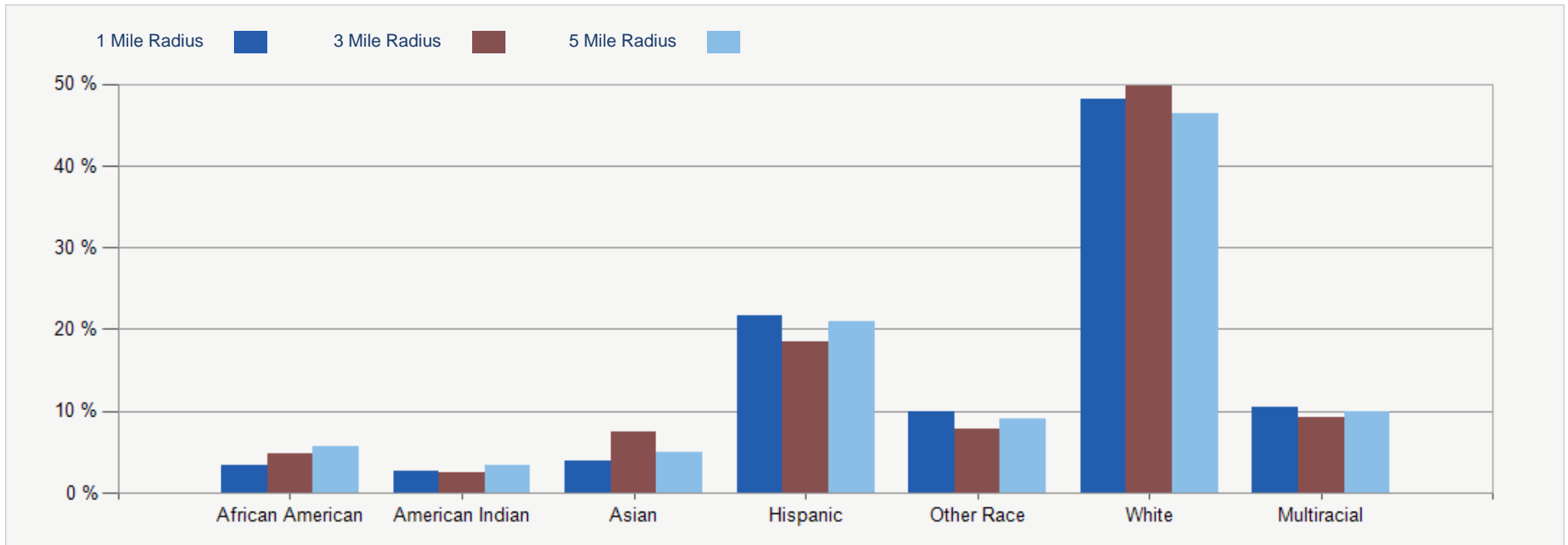
2027 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2027 Population Age 30-34	1,388	10,194	24,613
2027 Population Age 35-39	1,274	8,756	22,965
2027 Population Age 40-44	1,092	6,972	18,856
2027 Population Age 45-49	961	5,947	16,471
2027 Population Age 50-54	818	5,157	14,280
2027 Population Age 55-59	862	5,114	14,005
2027 Population Age 60-64	841	4,814	13,609
2027 Population Age 65-69	877	4,804	13,662
2027 Population Age 70-74	867	4,035	11,928
2027 Population Age 75-79	718	3,323	9,922
2027 Population Age 80-84	614	2,631	7,301
2027 Population Age 85+	682	3,078	7,641
2027 Population Age 18+	15,737	113,605	265,185
2027 Median Age	36	30	33

2027 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$97,079	\$76,684	\$76,263
Average Household Income 25-34	\$124,684	\$102,042	\$101,099
Median Household Income 35-44	\$111,788	\$92,222	\$88,142
Average Household Income 35-44	\$156,410	\$127,642	\$125,720
Median Household Income 45-54	\$105,087	\$97,130	\$93,632
Average Household Income 45-54	\$135,056	\$129,512	\$131,865
Median Household Income 55-64	\$98,951	\$92,857	\$89,178
Average Household Income 55-64	\$135,200	\$127,432	\$129,492
Median Household Income 65-74	\$81,554	\$78,137	\$78,379
Average Household Income 65-74	\$111,527	\$110,718	\$117,181
Average Household Income 75+	\$80,790	\$86,105	\$98,805

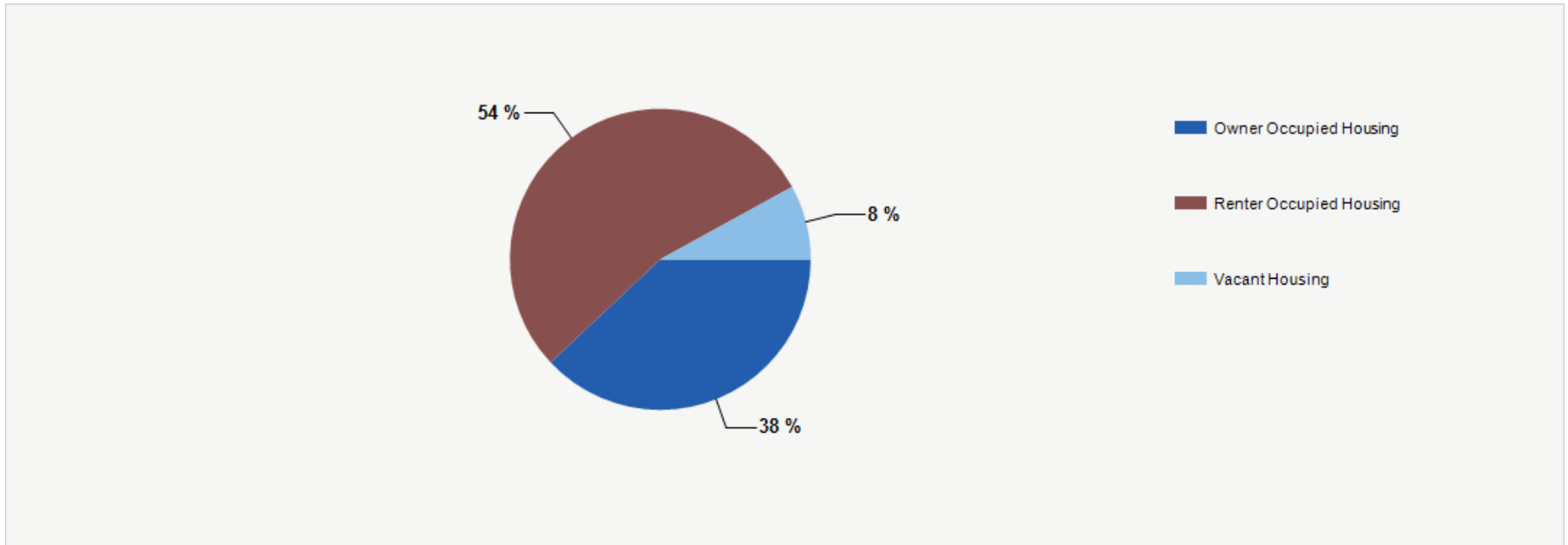
2022 Household Income



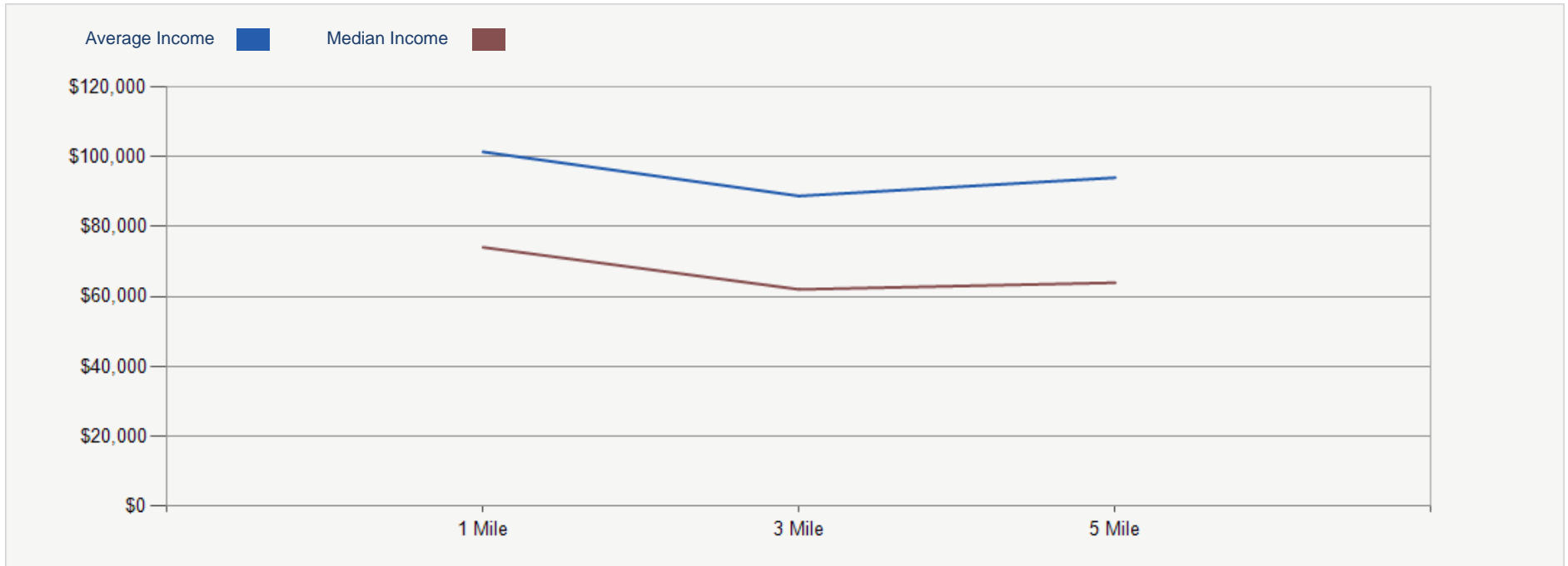
2022 Population by Race



2022 Household Occupancy - 1 Mile Radius



2022 Household Income Average and Median



ETHOS ON POLK

06 **Company Profile**

Company Bio
Advisor Profile



At Gerchick Real Estate, we pride ourselves on having the experience and know-how to handle any number of Real Estate Investment products and transactions. Whether you're looking for your first-time Investment or are ready to increase your Portfolio-Gerchick Real Estate's seasoned Advisors will guide you through the decision-making process and ensure your transaction closes quickly and efficiently.

- Investment Planning

As with all successes-it takes considerable planning. Your Goals, Your NEEDS and Your Wants are all elements to success.

- Market Analysis

It is important to understand not only where the Market has been; but where it is going. This takes time and the ability to be connected. We are your feet on the ground.

- Type of Properties

There are many Asset Classes in Real Estate. We are adept at helping you define which type of Investment is right for your needs.

- Portfolio Management

First, we need a clear understanding of your Goals. We will review your entire Portfolio with you to achieve success.

- Repositioning Assets

We are experts in sourcing Value Add Opportunities. We stay in the game – from the acquisition to the rehab. Our role is to assist you in achieving your Goals.



Linda Gerchick
CCIM

Linda is a Broker and a CCIM. A good combination. This would be comparable to a Real Estate Ph.D! And it shows up in everything she does. “Professional and “highly qualified” are two things you will always hear about Linda from those who have worked with her.

And following right behind are the words “Truly dedicated.” This is what everyone declares when they meet Linda. The next thing that is clear and has been said throughout her more than 25 years of experience is that they want to be on Linda’s side of the table, not across from her when she negotiates.

In addition, she is an acclaimed author. Her seminars draw hundreds of attendees. She has spent countless hours preparing a Video Seminar Series for you as an investor!

Her clients become Raving Fans. This happens over and over again because she cares and will work tirelessly to achieve your goals.

And on top of all of this, Linda is a loving Mother, dedicated Partner and a good Friend. We should also mention, she’s now a Grandmother of 2 boys—Will and Dre.

Take a moment and give her a call. As dedicated and busy as she is, she really does answer her phone! And she will call you back, a rare thing in today’s world.

Ethos on Polk



Exclusively Marketed by:

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