

Successful Short Term Rental in North Scottsdale



OFFERING MEMORANDUM | 5714 IS ALSO AVAILABLE ALONG WITH A 3RD

5720 E Claire Dr
Scottsdale, AZ 85254



Successful Short Term Rental in North Scottsdale

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01 **Executive Summary**
Investment Summary
Unit Mix Summary
Location Summary

OFFERING SUMMARY

ADDRESS	5720 E Claire Dr Scottsdale AZ 85254
COUNTY	Maricopa
MARKET	Scottsdale
SUBMARKET	North Scottsdale
BUILDING SF	4,036 SF
LAND SF	8,320 SF
LAND ACRES	0.191
NUMBER OF UNITS	1
YEAR BUILT	1987
YEAR RENOVATED	2022
APN	215-63-246
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	\$1,275,000
PRICE PSF	\$315.91
PRICE PER UNIT	\$1,275,000
OCCUPANCY	97.00 %
NOI (CURRENT)	\$127,508
NOI (Pro Forma)	\$153,250
CAP RATE (CURRENT)	10.00 %
CAP RATE (Pro Forma)	12.02 %
CASH ON CASH (CURRENT)	16.05 %
CASH ON CASH (Pro Forma)	24.13 %
GRM (CURRENT)	6.89
GRM (Pro Forma)	5.93

PROPOSED FINANCING

Residential Financing	
LOAN TYPE	Amortized
DOWN PAYMENT	\$318,750
LOAN AMOUNT	\$956,250
INTEREST RATE	7.00 %
LOAN TERMS	30
ANNUAL DEBT SERVICE	\$76,343
LOAN TO VALUE	75 %
AMORTIZATION PERIOD	30 Years

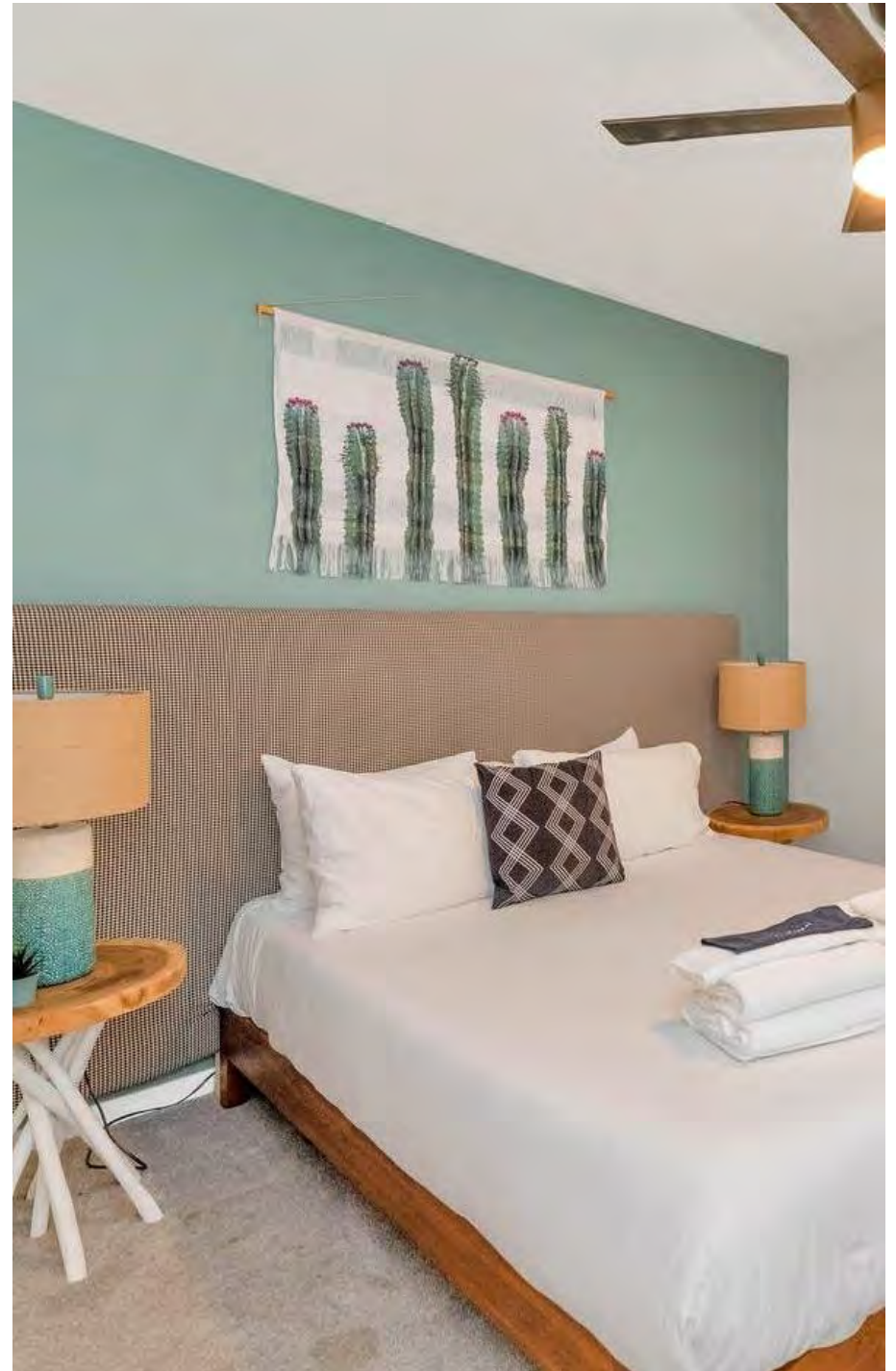
DEMOGRAPHICS

	1 MILE	3 MILE	5 MILE
2023 Population	11,323	96,568	238,389
2023 Median HH Income	\$117,231	\$100,837	\$96,545
2023 Average HH Income	\$159,636	\$141,046	\$140,677

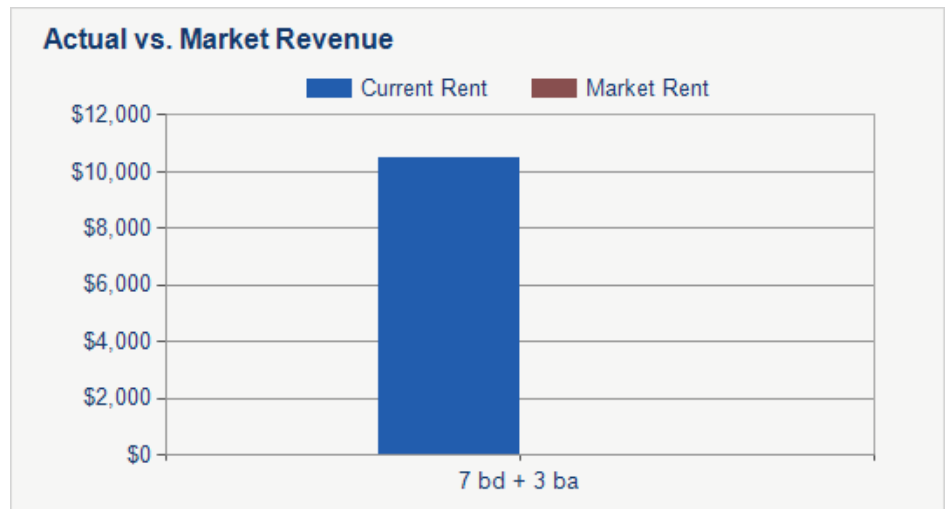
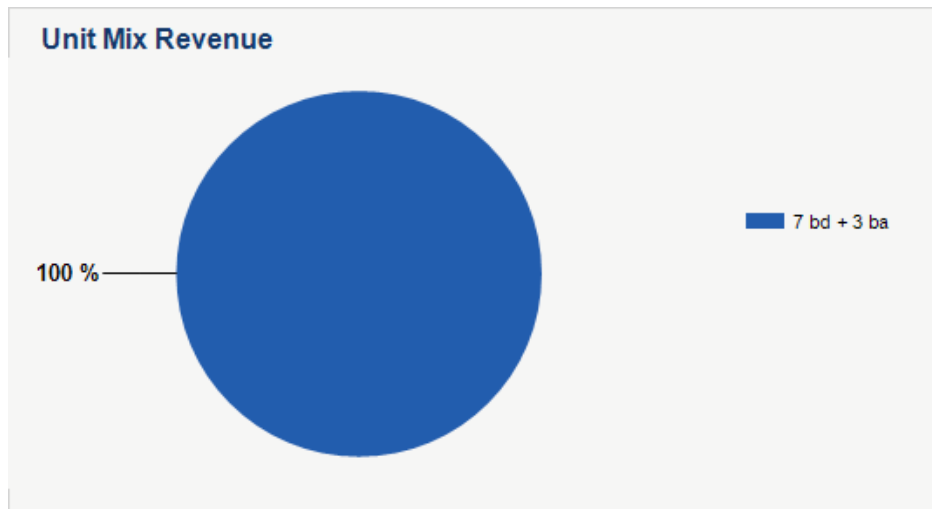
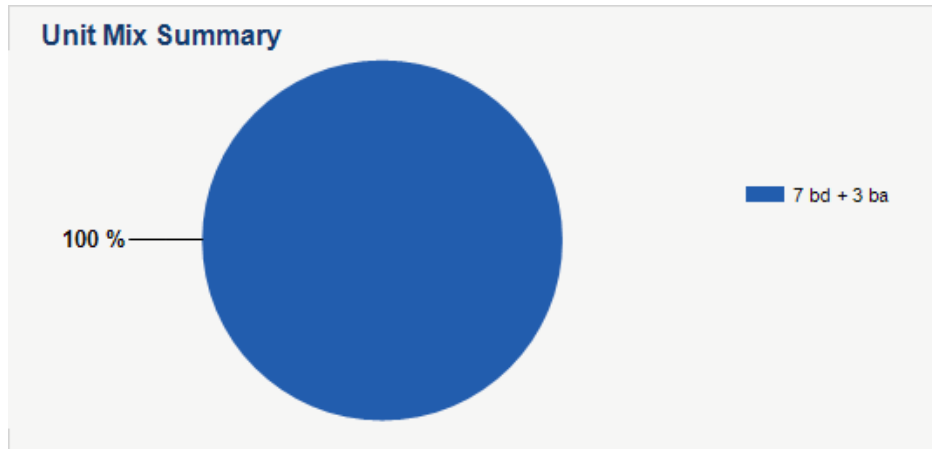


Real Estate Business Opportunity

- **Rental Income:** With its desirable location and luxurious amenities, 5720 E Claire has the potential to generate significant rental income, catering to tourists, business travelers, and long-term residents alike.
Property Appreciation: Scottsdale's real estate market has shown consistent growth over the years, making Venture Valley an attractive investment for long-term appreciation and wealth accumulation.
Vacation Rental: Transform this property into a sought-after vacation rental, capitalizing on Scottsdale's popularity as a tourist destination. With its spacious layout and backyard oasis, Venture Valley offers guests a luxurious retreat amidst the beauty of the Valley of the Sun.
- **Property Overview:** Welcome to Venture Valley, nestled in the heart of Scottsdale, Arizona. Venture Valley presents an exceptional real estate opportunity featuring a luxurious residence located at 5720 E Claire. This expansive property boasts 7 bedrooms, 3 bathrooms, and a backyard oasis spread across two levels of sheer luxury. Whether you seek a serene retreat or an entertainment haven, this abode offers the perfect blend of comfort and sophistication.
- **Spacious Living:** With 7 bedrooms and 3 bathrooms, this residence provides ample space for family living, entertaining guests, or creating a home office.
Backyard Oasis: Escape into your private sanctuary with a backyard oasis, perfect for relaxation and outdoor gatherings. Enjoy Arizona's sunny weather in the comfort of your own home.
Prime Location: Located in Scottsdale, Venture Valley offers easy access to a plethora of amenities and attractions. From upscale shopping destinations like Kierland Commons and Scottsdale Quarter to world-renowned golf courses such as TPC Scottsdale, every convenience is just minutes away.
Entertainment Hub: Immerse yourself in the vibrant Scottsdale scene with cultural delights at the Musical Instrument Museum and adrenaline-pumping events at Barrett-Jackson & Westworld.
Nature Exploration: For nature lovers, Venture Valley provides proximity to outdoor adventures, including hiking trails at Phoenix Mountain Preserve and Camelback Mountain.



Unit Mix	# Units	Square Feet	Current Rent	Rent PSF	Monthly Income
7 bd + 3 ba	1	4,036	\$5,000 - \$16,000	\$2.60	\$10,500
Totals/Averages	1	4,036	\$10,500	\$2.60	\$10,500



Discover North Scottsdale: Where Luxury and Natural Beauty Converge

- Welcome to North Scottsdale, Arizona, where the vibrant pulse of urban living meets the serene embrace of the Sonoran Desert. Nestled against the backdrop of the majestic McDowell Mountains, North Scottsdale offers a lifestyle that seamlessly blends opulence, culture, and outdoor adventure.

Luxurious Living:

In North Scottsdale, luxury is not just a lifestyle, it's a standard. Immerse yourself in the sophistication of upscale neighborhoods boasting stunning custom-built homes, lavish estates, and exclusive gated communities. From contemporary architectural marvels to Mediterranean-inspired villas, North Scottsdale offers an array of housing options tailored to the most discerning tastes.

- Culinary Delights:

Indulge your palate in North Scottsdale's thriving culinary scene, where world-class restaurants, trendy cafes, and chic bistros await. From fine dining establishments serving gourmet cuisine to cozy eateries offering farm-to-table fare, there's something to satisfy every craving. Experience culinary bliss as you savor delectable dishes crafted by renowned chefs amidst the breathtaking desert landscape.

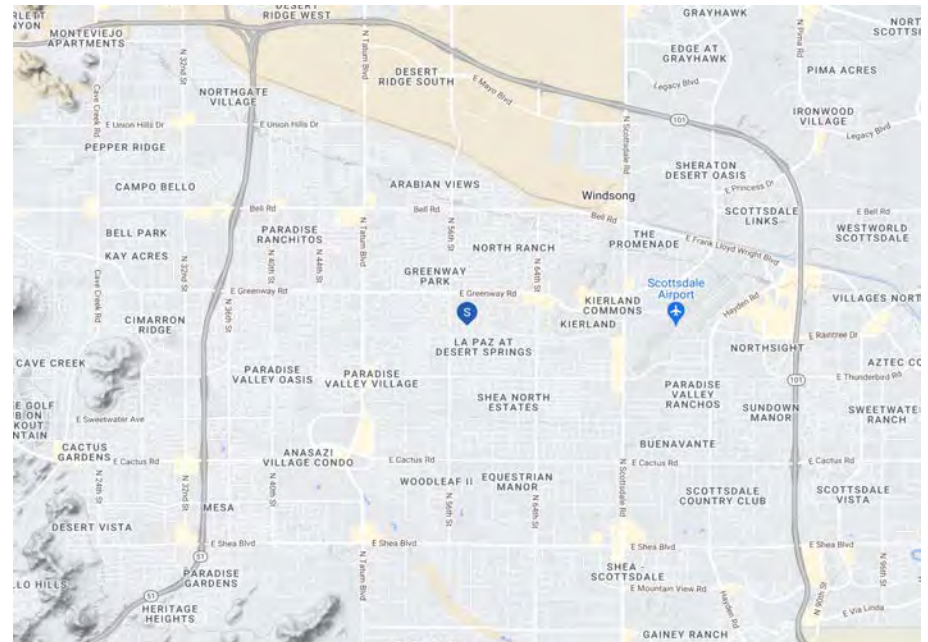
Shopping Extravaganza:

Shopaholics rejoice in North Scottsdale's shopping paradise, where upscale boutiques, designer stores, and luxury malls beckon with the latest fashion trends and must-have accessories. Explore the exclusive shops at Scottsdale Fashion Square or stroll through charming outdoor plazas featuring a curated selection of high-end brands. With endless shopping opportunities, North Scottsdale ensures that retail therapy is always within reach.

Regional Map



Locator Map



- **Outdoor Oasis:**
Escape the hustle and bustle of city life and immerse yourself in North Scottsdale's natural splendor. Embark on outdoor adventures amidst the rugged beauty of the Sonoran Desert, where hiking trails, scenic vistas, and desert flora and fauna await exploration. Tee off at world-class golf courses surrounded by stunning mountain panoramas or unwind in picturesque parks offering tranquil retreats for relaxation and rejuvenation.

Cultural Enrichment:

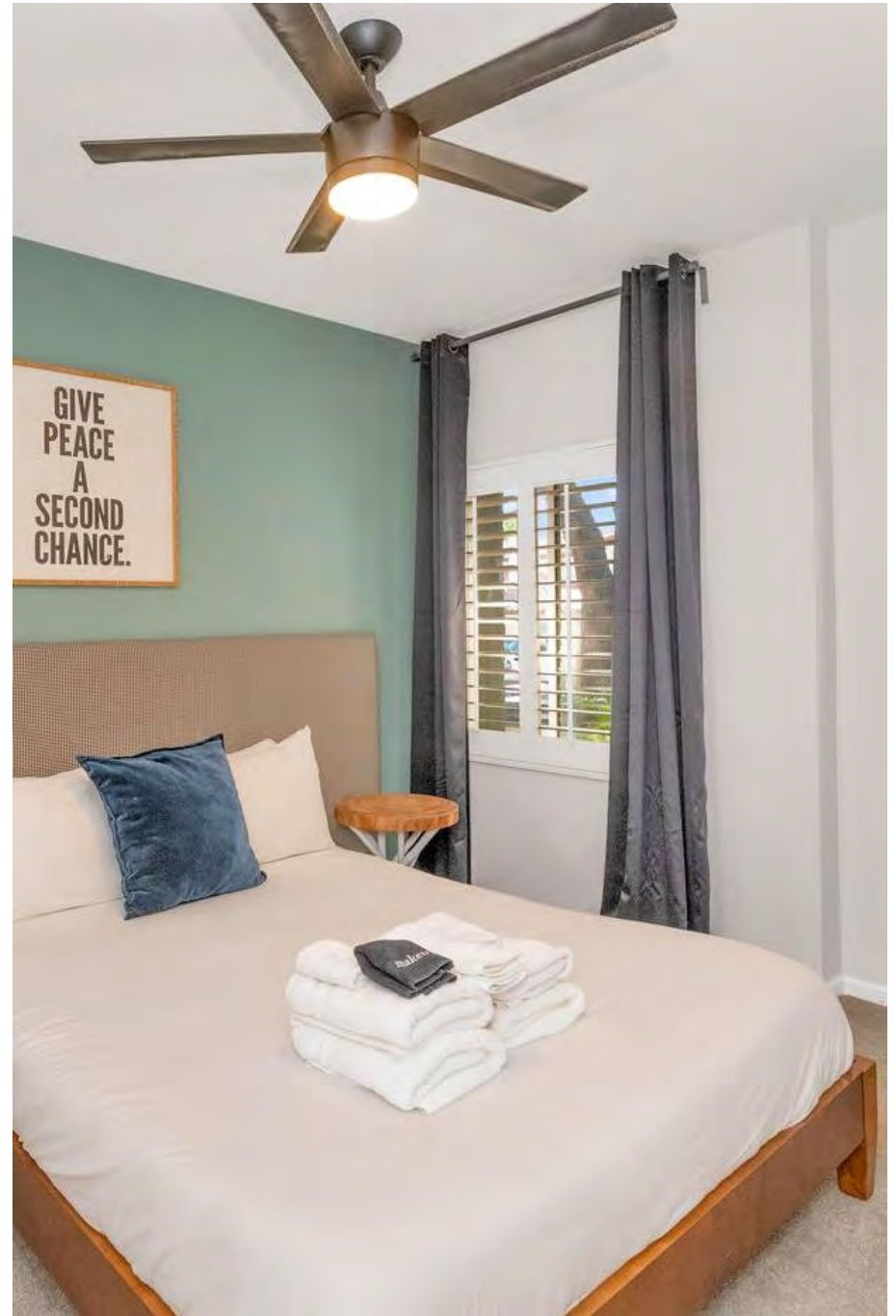
North Scottsdale is a haven for art enthusiasts, boasting a vibrant arts and culture scene that celebrates creativity and innovation. Discover galleries showcasing eclectic works of contemporary art, attend live performances at state-of-the-art theaters, or explore museums offering captivating insights into the region's rich history and heritage. From art walks to cultural festivals, North Scottsdale invites you to experience the dynamic fusion of artistic expression and community spirit.

- **Unrivaled Amenities:**

With top-rated schools, premier healthcare facilities, and an abundance of recreational amenities, North Scottsdale provides residents with unparalleled quality of life. Whether you're seeking educational opportunities for your family, access to world-class healthcare services, or recreational pursuits to nourish mind, body, and soul, North Scottsdale delivers on every front.

Experience North Scottsdale:

Elevate your lifestyle and embrace the essence of luxury living in North Scottsdale, where every moment is an opportunity to create lasting memories amidst breathtaking surroundings. Whether you're seeking upscale living, outdoor adventure, cultural enrichment, or simply a place to call home, North Scottsdale offers the perfect blend of sophistication and natural beauty. Come discover North Scottsdale – where luxury knows no bounds.





02 **Property Description**

- Property Features
- Aerial Map
- Common Amenities
- Unit Amenities
- Property Images

PROPERTY FEATURES

NUMBER OF UNITS	1
BUILDING SF	4,036
LAND SF	8,320
LAND ACRES	0.191
YEAR BUILT	1987
YEAR RENOVATED	2022
# OF PARCELS	1
ZONING TYPE	R1-8
BUILDING CLASS	A
TOPOGRAPHY	Flat
LOCATION CLASS	A
NUMBER OF STORIES	2
NUMBER OF BUILDINGS	1
NUMBER OF PARKING SPACES	4
POOL / JACUZZI	Yes
FIRE PLACE IN UNIT	Yes
WASHER/DRYER	Yes

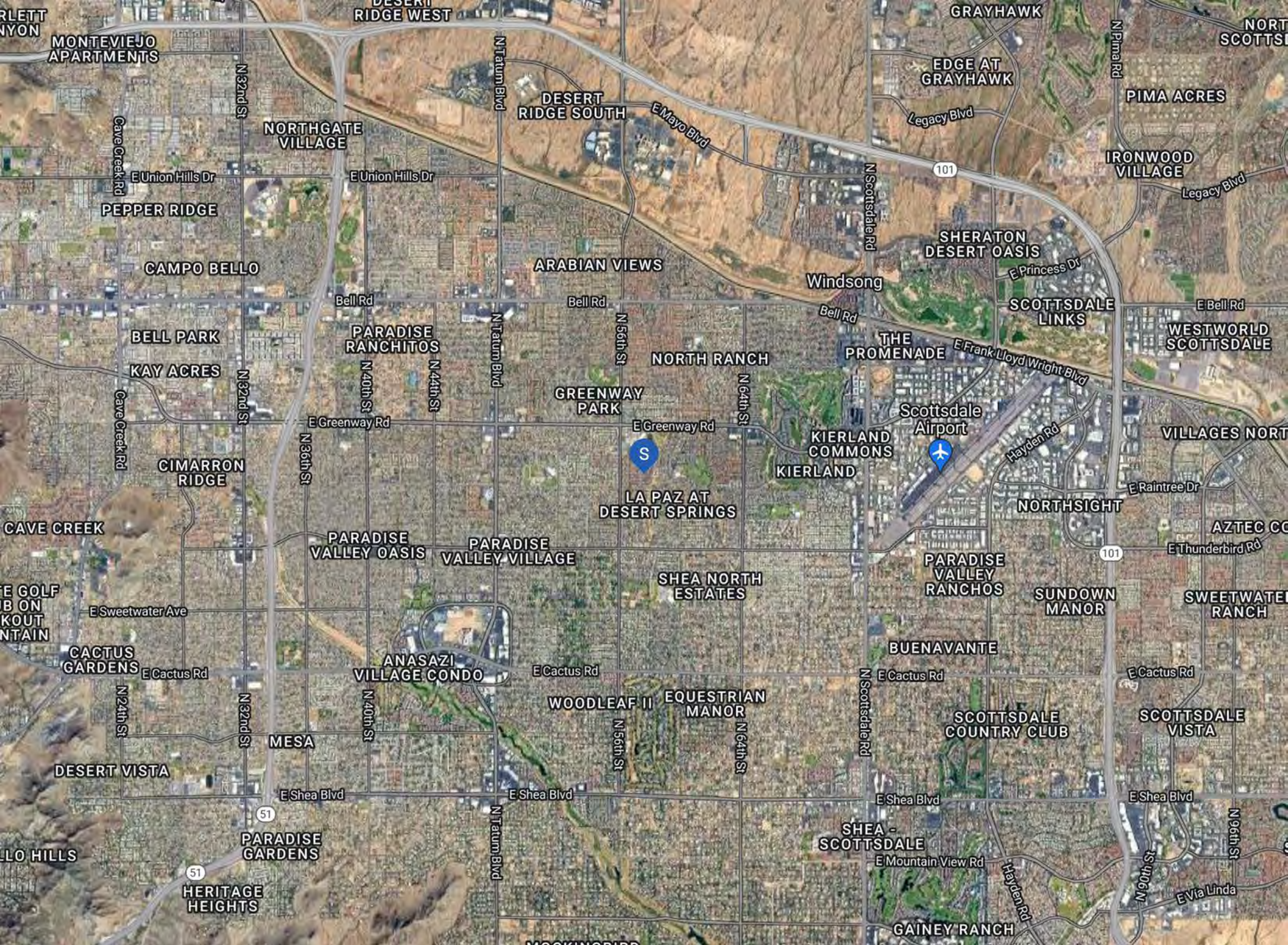
MECHANICAL

HVAC	Heat Pump
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UTILITIES

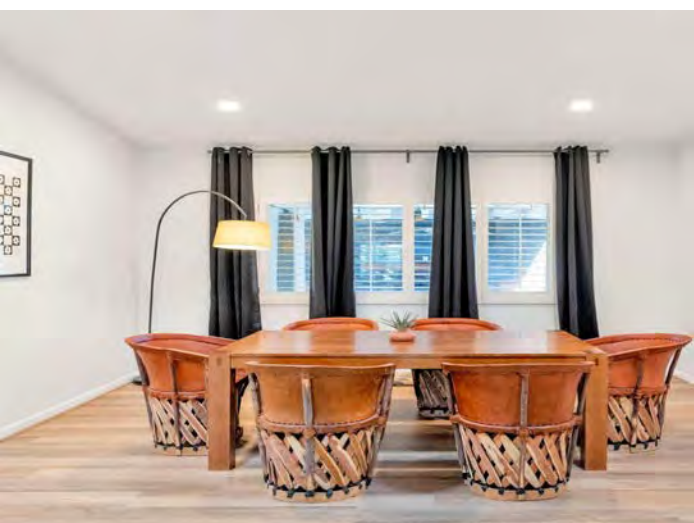
WATER	City
TRASH	City
GAS	Southwest
ELECTRIC	APS















03

Rent Roll

Year to date bookings on three Property Portfolio

3 SFR Property Portfolio Revenue									
5720 E Claire Drive			5714 E Claire Drive			8502 Catalina			
Jul-21	\$2,569.46	Ramp Up	Dec-22	\$4,828.00	Ramp Up	Feb-23	\$3,501.00	Ramp-up	
Aug-21	\$6,219.54		Jan-23	\$5,043.00		Mar-23	\$9,954.00		
Sep-21	\$8,882.41		Feb-23	\$9,704.00		Apr-23	\$4,821.00		
Oct-21	\$11,338.03		Mar-23	\$16,435.00		May-23	\$7,535.00		
Nov-21	\$11,166.87		Apr-23	\$7,713.00		Jun-23	\$3,377.00		
Dec-21	\$7,334.90		May-23	\$7,949.00		Jul-23	\$2,476.00		
Jan-22	\$8,536.33		Jun-23	\$4,031.00		August-23	\$3,748.00		
Feb-22	\$16,711.61		Jul-23	\$4,128.00		Sep-23	\$4,073.00		
Mar-22	\$18,293.62		Aug-23	\$3,952.00		Oct-23	\$6,088.00		
Apr-22	\$13,937.23		Sep-23	\$6,976.00		Nov-23	\$4,997.00	Property Manager Conversion	
May-22	\$10,532.52		Oct-23	\$4,828.00		Dec-23	\$3,933.00	Ramp-up	
Jun-22	\$5,877.12		Nov-23	\$7,270.00		Jan-24	\$3,430.00		
Jul-22	\$0.00	Property Manager Conversion	Dec-23	\$5,081.00	Property Manager Conversion/Ramp-up	Feb-24	\$11,300.00		
Aug-22	\$0.00	Modernization	Jan-24	\$6,296.50	Includes 50% of Combo Listing Revenue	Mar-24	\$16,485.25		
Sep-22	\$1,700.00	Modernization/Ramp-Up	Feb-24	\$7,305.50	Includes 50% of Combo Listing Revenue	Apr-24	\$0.00		
Oct-22	\$8,950.63		Mar-24	\$16,298.07	Includes 50% of Combo Listing Revenue	May-24	\$0.00		
Nov-22	\$8,756.36		Apr-24	\$0.00		Jun-24	\$0.00		
Dec-22	\$1,842.75		May-24	\$0.00		Jul-24	\$0.00		
Jan-23	\$5,911.00		Jun-24	\$0.00		August-24	\$0.00		
Feb-23	\$6,991.00		Jul-24	\$0.00		Sep-24	\$0.00		
Mar-23	\$13,281.67		Aug-24	\$0.00		Oct-24	\$0.00		
Apr-23	\$5,359.33		Sep-24	\$0.00		Nov-24	\$0.00		
May-23	\$6,718.00		Oct-24	\$0.00		Dec-24	\$0.00		
Jun-23	\$3,876.00		Nov-24	\$0.00		Jan-25	\$0.00		
Jul-23	\$3,808.00								
Aug-23	\$3,258.00								
Sep-23	\$6,153.25								
Oct-23	\$4,861.00								
Nov-23	\$5,685.00	Property Manager Conversion							
Dec-23	\$2,973.00	Ramp-up							
Jan-24	\$5,015.50	Includes 50% of Combo Listing Revenue							
Feb-24	\$9,205.50	Includes 50% of Combo Listing Revenue							
Mar-24	\$16,779.37	Includes 50% of Combo Listing Revenue							
Apr-24									
May-24									
Jun-24									
TOTAL	\$242,525.00		TOTAL	\$117,838.07		TOTAL	\$85,718.25		
Avg Monthly Rev	\$7,823.39		Avg Monthly Rev	\$7,364.88		Avg Monthly Rev	\$6,122.73		
Booked Projected Revenue of Confirmed Future Bookings									
	5720	5714	Combo Listing	8502	Total				
Apr-24	\$1,162.08	\$5,003.87	\$13,645.92	\$5,139.42	\$24,951.29				
May-24	\$2,670.73	\$4,216.74	\$2,990.00	\$6,510.20	\$16,387.67				
June-24		\$1,401.00	\$4,117.01	\$603.30	\$6,121.31				
Total	\$3,832.81	\$10,621.61	\$20,752.93	\$12,252.92	\$47,460.27				



04

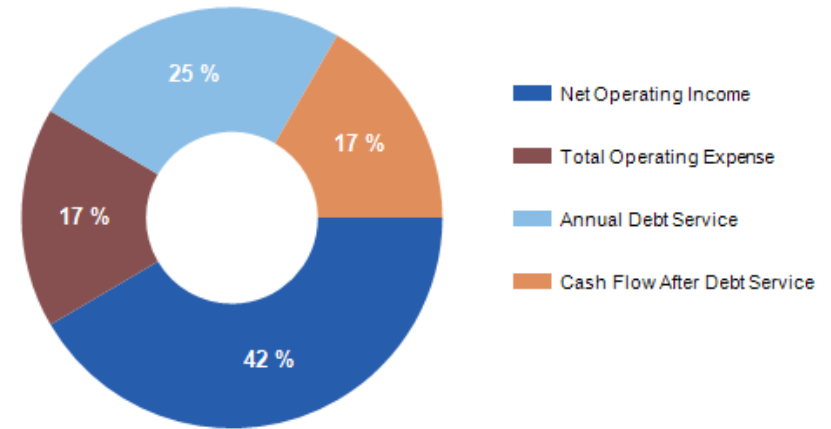
Financial Analysis

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

REVENUE ALLOCATION

CURRENT

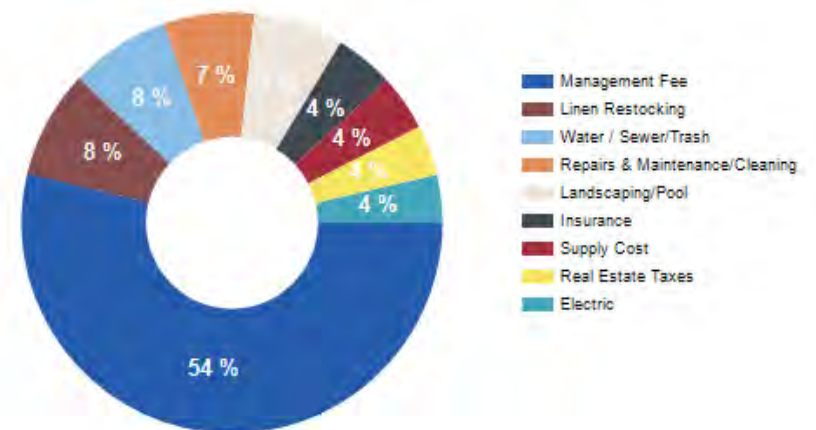
INCOME	CURRENT		PRO FORMA	
Gross Scheduled Rent	\$185,000		\$215,000	
Gross Potential Income	\$185,000		\$215,000	
General Vacancy	-\$5,550	3.0 %	-\$6,450	3.0 %
Effective Gross Income	\$179,450		\$208,550	
Less Expenses	\$51,942	28.94 %	\$55,301	26.51 %
Net Operating Income	\$127,508		\$153,250	
Annual Debt Service	\$76,343		\$76,343	
Cash flow	\$51,165		\$76,907	
Debt Coverage Ratio	1.67		2.01	



EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	\$2,016	\$2,016	\$2,016	\$2,016
Insurance	\$2,332	\$2,332	\$2,332	\$2,332
Management Fee	\$27,924	\$27,924	\$31,283	\$31,283
Linen Restocking	\$4,320	\$4,320	\$4,320	\$4,320
Repairs & Maintenance/Cleaning	\$3,600	\$3,600	\$3,600	\$3,600
Water / Sewer/Trash	\$4,000	\$4,000	\$4,000	\$4,000
Landscaping/Pool	\$3,600	\$3,600	\$3,600	\$3,600
Electric	\$1,900	\$1,900	\$1,900	\$1,900
Supply Cost	\$2,250	\$2,250	\$2,250	\$2,250
Total Operating Expense	\$51,942	\$51,942	\$55,301	\$55,301
Annual Debt Service	\$76,343		\$76,343	
Expense / SF	\$12.87		\$13.70	
% of EGI	28.94 %		26.51 %	

DISTRIBUTION OF EXPENSES

CURRENT



GLOBAL

Price	\$1,275,000
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EXPENSES - Growth Rates

Real Estate Taxes	1.50 %
Insurance	1.50 %
Linen Restocking	1.50 %
Repairs & Maintenance/Cleaning	1.50 %
Water / Sewer/Trash	1.50 %
Landscaping/Pool	1.50 %
Electric	1.50 %
Supply Cost	1.50 %

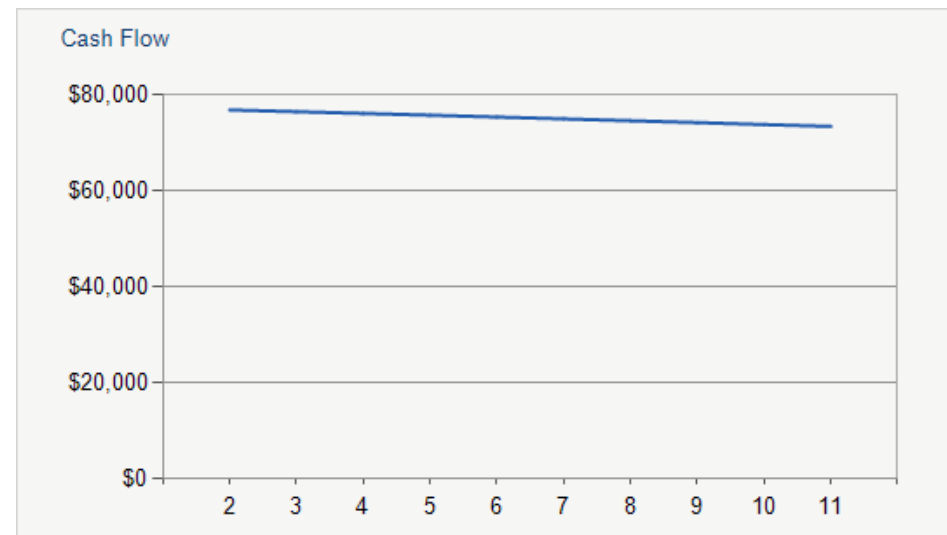
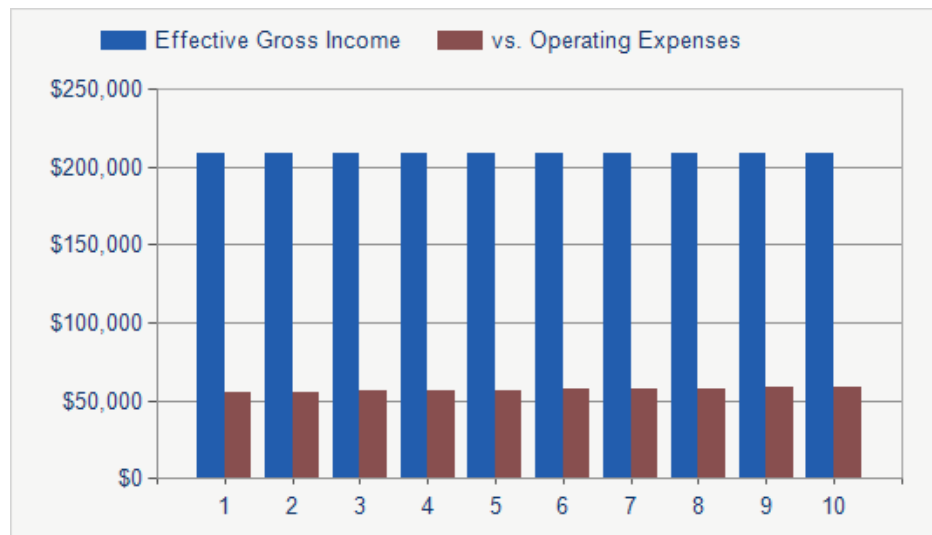
PROPOSED FINANCING

Residential Financing

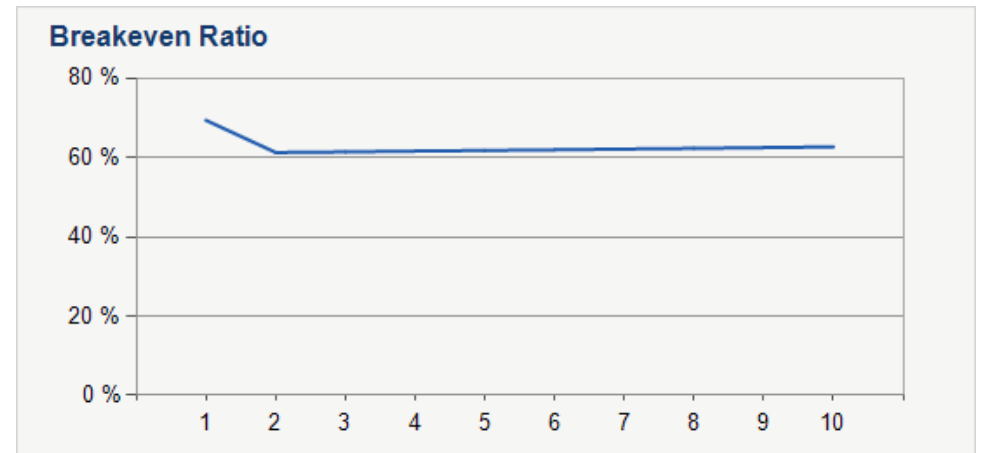
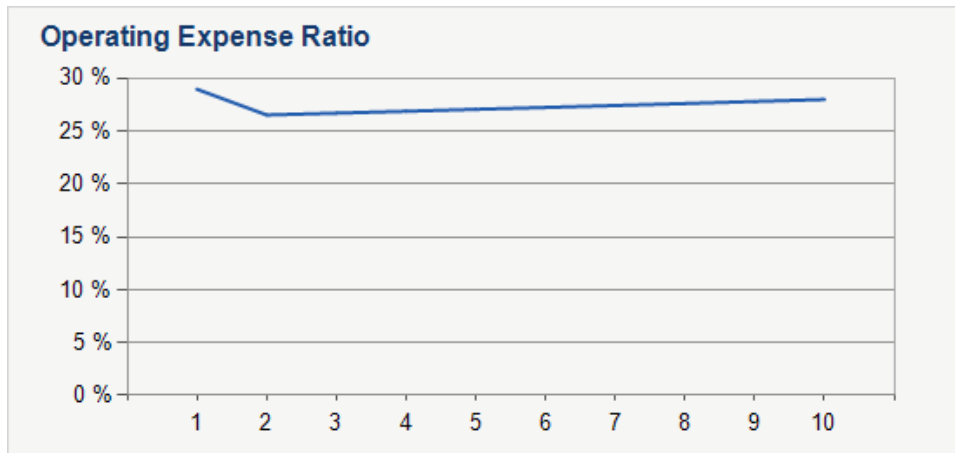
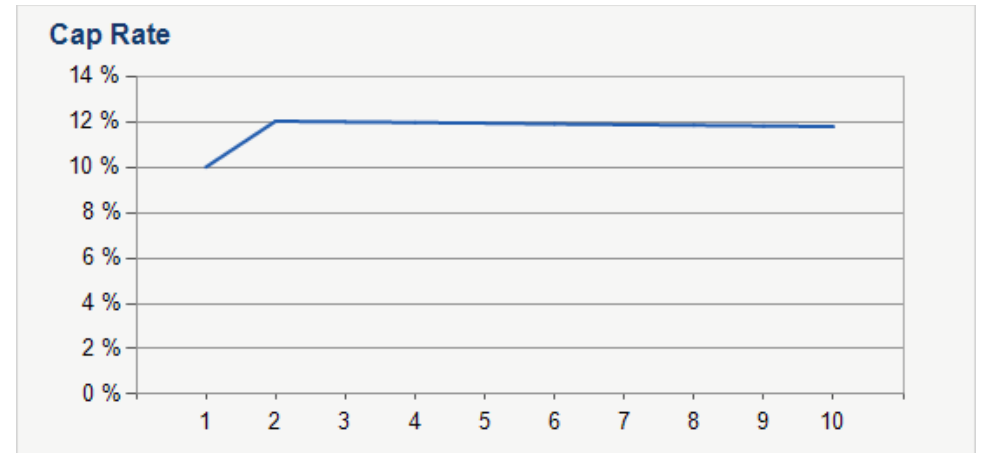
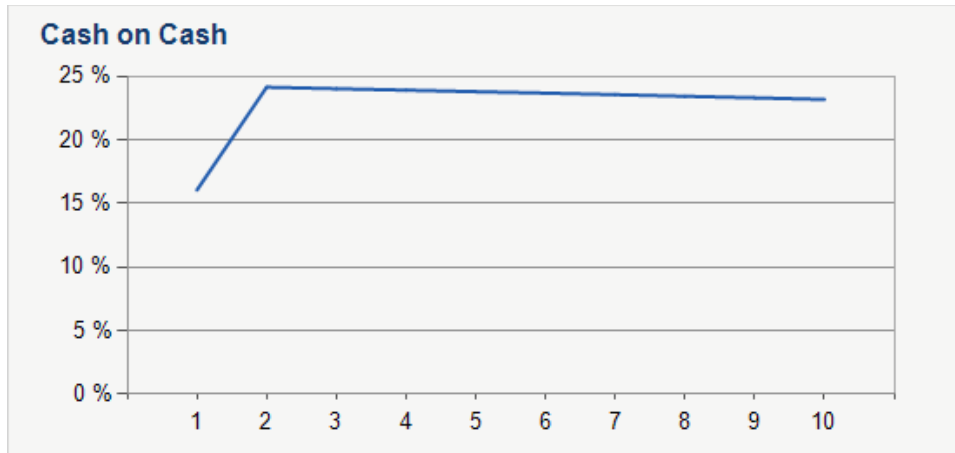
Loan Type	Amortized
Down Payment	\$318,750
Loan Amount	\$956,250
Interest Rate	7.00 %
Loan Terms	30
Annual Debt Service	\$76,343
Loan to Value	75 %
Amortization Period	30 Years



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Gross Revenue											
Gross Scheduled Rent	\$185,000	\$215,000	\$215,000	\$215,000	\$215,000	\$215,000	\$215,000	\$215,000	\$215,000	\$215,000	\$215,000
General Vacancy	-\$5,550	-\$6,450	-\$6,450	-\$6,450	-\$6,450	-\$6,450	-\$6,450	-\$6,450	-\$6,450	-\$6,450	-\$6,450
Effective Gross Income	\$179,450	\$208,550	\$208,550	\$208,550	\$208,550	\$208,550	\$208,550	\$208,550	\$208,550	\$208,550	\$208,550
Operating Expenses											
Real Estate Taxes	\$2,016	\$2,016	\$2,046	\$2,077	\$2,108	\$2,140	\$2,172	\$2,204	\$2,237	\$2,271	\$2,305
Insurance	\$2,332	\$2,332	\$2,367	\$2,402	\$2,439	\$2,475	\$2,512	\$2,550	\$2,588	\$2,627	\$2,666
Management Fee	\$27,924	\$31,283	\$31,283	\$31,283	\$31,283	\$31,283	\$31,283	\$31,283	\$31,283	\$31,283	\$31,283
Linen Restocking	\$4,320	\$4,320	\$4,385	\$4,451	\$4,517	\$4,585	\$4,654	\$4,724	\$4,795	\$4,866	\$4,939
Repairs & Maintenance/Cleaning	\$3,600	\$3,600	\$3,654	\$3,709	\$3,764	\$3,821	\$3,878	\$3,936	\$3,995	\$4,055	\$4,116
Water / Sewer/Trash	\$4,000	\$4,000	\$4,060	\$4,121	\$4,183	\$4,245	\$4,309	\$4,374	\$4,439	\$4,506	\$4,574
Landscaping/Pool	\$3,600	\$3,600	\$3,654	\$3,709	\$3,764	\$3,821	\$3,878	\$3,936	\$3,995	\$4,055	\$4,116
Electric	\$1,900	\$1,900	\$1,929	\$1,957	\$1,987	\$2,017	\$2,047	\$2,078	\$2,109	\$2,140	\$2,172
Supply Cost	\$2,250	\$2,250	\$2,284	\$2,318	\$2,353	\$2,388	\$2,424	\$2,460	\$2,497	\$2,535	\$2,573
Total Operating Expense	\$51,942	\$55,301	\$55,661	\$56,026	\$56,398	\$56,774	\$57,157	\$57,545	\$57,939	\$58,339	\$58,744
Net Operating Income	\$127,508	\$153,250	\$152,889	\$152,524	\$152,152	\$151,776	\$151,393	\$151,005	\$150,611	\$150,211	\$149,806
Annual Debt Service	\$76,343	\$76,343	\$76,343	\$76,343	\$76,343	\$76,343	\$76,343	\$76,343	\$76,343	\$76,343	\$76,343
Cash Flow	\$51,165	\$76,907	\$76,546	\$76,181	\$75,809	\$75,433	\$75,050	\$74,662	\$74,268	\$73,868	\$73,463



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Cash on Cash Return b/t	16.05 %	24.13 %	24.01 %	23.90 %	23.78 %	23.67 %	23.55 %	23.42 %	23.30 %	23.17 %	23.05 %
CAP Rate	10.00 %	12.02 %	11.99 %	11.96 %	11.93 %	11.90 %	11.87 %	11.84 %	11.81 %	11.78 %	11.75 %
Debt Coverage Ratio	1.67	2.01	2.00	2.00	1.99	1.99	1.98	1.98	1.97	1.97	1.96
Operating Expense Ratio	28.94 %	26.51 %	26.68 %	26.86 %	27.04 %	27.22 %	27.40 %	27.59 %	27.78 %	27.97 %	28.16 %
Gross Multiplier (GRM)	6.89	5.93	5.93	5.93	5.93	5.93	5.93	5.93	5.93	5.93	5.93
Loan to Value	75.00 %	74.23 %	73.40 %	72.51 %	71.56 %	70.54 %	69.46 %	68.30 %	67.05 %	65.73 %	64.30 %
Breakeven Ratio	69.34 %	61.23 %	61.40 %	61.57 %	61.74 %	61.92 %	62.09 %	62.27 %	62.46 %	62.64 %	62.83 %
Price / SF	\$315.91	\$315.91	\$315.91	\$315.91	\$315.91	\$315.91	\$315.91	\$315.91	\$315.91	\$315.91	\$315.91
Price / Unit	\$1,275,000	\$1,275,000	\$1,275,000	\$1,275,000	\$1,275,000	\$1,275,000	\$1,275,000	\$1,275,000	\$1,275,000	\$1,275,000	\$1,275,000
Income / SF	\$44.46	\$51.67	\$51.67	\$51.67	\$51.67	\$51.67	\$51.67	\$51.67	\$51.67	\$51.67	\$51.67
Expense / SF	\$12.86	\$13.70	\$13.79	\$13.88	\$13.97	\$14.06	\$14.16	\$14.25	\$14.35	\$14.45	\$14.55





05

Demographics

Demographics

Demographic Charts

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	13,528	92,137	215,877
2010 Population	11,940	87,043	214,267
2023 Population	11,323	96,568	238,389
2028 Population	11,011	98,798	245,363
2023 African American	98	1,970	5,807
2023 American Indian	37	750	1,958
2023 Asian	412	8,582	16,476
2023 Hispanic	1,010	11,279	36,894
2023 Other Race	243	3,988	15,497
2023 White	9,465	72,290	174,356
2023 Multiracial	1,059	8,848	24,005
2023-2028: Population: Growth Rate	-2.80 %	2.30 %	2.90 %

2023 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	159	1,689	5,000
\$15,000-\$24,999	143	1,598	4,547
\$25,000-\$34,999	154	2,153	5,100
\$35,000-\$49,999	281	3,673	9,734
\$50,000-\$74,999	453	5,911	14,585
\$75,000-\$99,999	553	5,395	14,013
\$100,000-\$149,999	996	8,959	20,525
\$150,000-\$199,999	605	4,684	11,408
\$200,000 or greater	1,037	7,254	17,981
Median HH Income	\$117,231	\$100,837	\$96,545
Average HH Income	\$159,636	\$141,046	\$140,677

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	4,632	37,425	91,715
2010 Total Households	4,498	36,241	90,794
2023 Total Households	4,381	41,316	102,893
2028 Total Households	4,304	43,118	107,970
2023 Average Household Size	2.56	2.30	2.29
2000 Owner Occupied Housing	4,171	25,463	61,381
2000 Renter Occupied Housing	371	9,920	23,818
2023 Owner Occupied Housing	3,927	25,084	65,642
2023 Renter Occupied Housing	454	16,232	37,251
2023 Vacant Housing	270	5,116	12,428
2023 Total Housing	4,651	46,432	115,321
2028 Owner Occupied Housing	3,898	25,374	67,411
2028 Renter Occupied Housing	406	17,744	40,559
2028 Vacant Housing	347	5,045	12,297
2028 Total Housing	4,651	48,163	120,267
2023-2028: Households: Growth Rate	-1.75 %	4.30 %	4.85 %



Source: esri

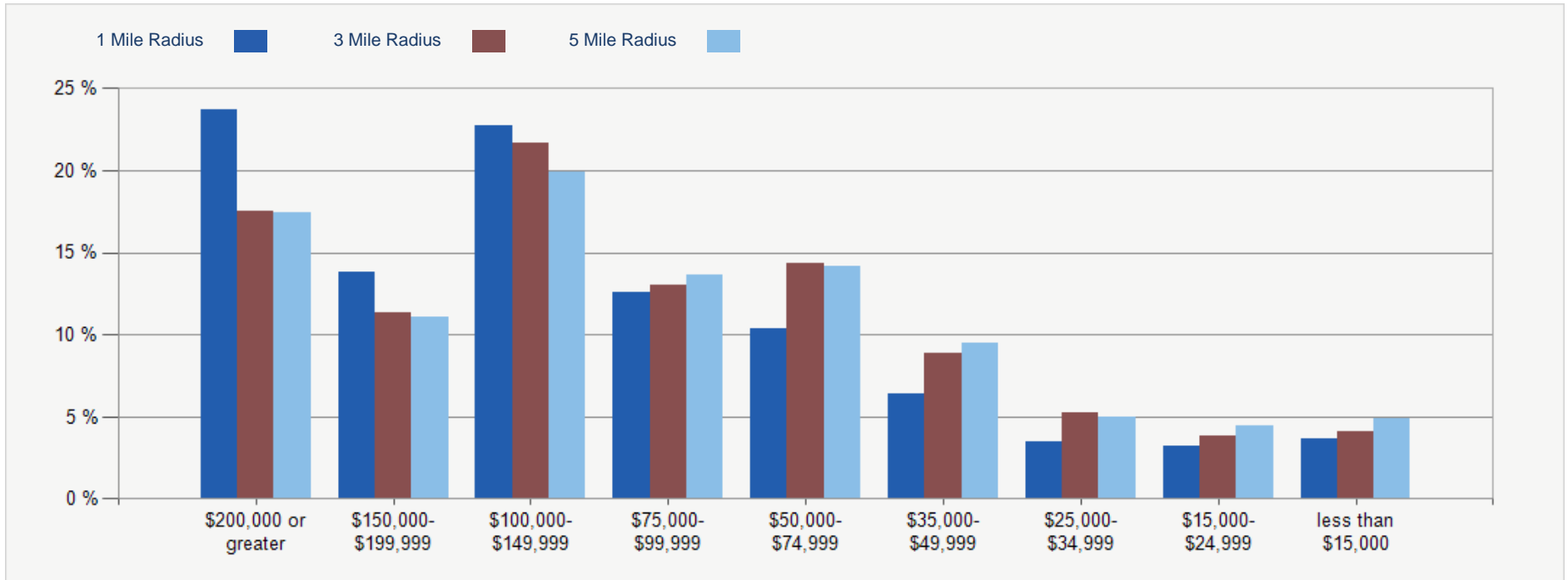
2023 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2023 Population Age 30-34	558	6,775	15,637
2023 Population Age 35-39	642	6,819	16,489
2023 Population Age 40-44	681	6,275	15,686
2023 Population Age 45-49	726	5,961	14,818
2023 Population Age 50-54	921	6,652	16,160
2023 Population Age 55-59	947	6,847	16,483
2023 Population Age 60-64	1,105	7,200	17,476
2023 Population Age 65-69	957	6,325	15,763
2023 Population Age 70-74	742	5,363	13,467
2023 Population Age 75-79	434	3,456	9,072
2023 Population Age 80-84	219	1,943	5,515
2023 Population Age 85+	230	2,020	5,655
2023 Population Age 18+	9,226	79,466	194,224
2023 Median Age	49	43	44

2023 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$124,492	\$89,156	\$87,123
Average Household Income 25-34	\$168,599	\$118,100	\$117,081
Median Household Income 35-44	\$154,376	\$114,828	\$110,378
Average Household Income 35-44	\$196,954	\$157,955	\$155,165
Median Household Income 45-54	\$161,066	\$128,889	\$124,599
Average Household Income 45-54	\$202,806	\$177,353	\$176,857
Median Household Income 55-64	\$133,025	\$121,453	\$116,183
Average Household Income 55-64	\$172,987	\$169,770	\$167,271
Median Household Income 65-74	\$90,921	\$84,789	\$83,862
Average Household Income 65-74	\$120,163	\$123,894	\$127,400
Average Household Income 75+	\$83,834	\$87,369	\$91,596

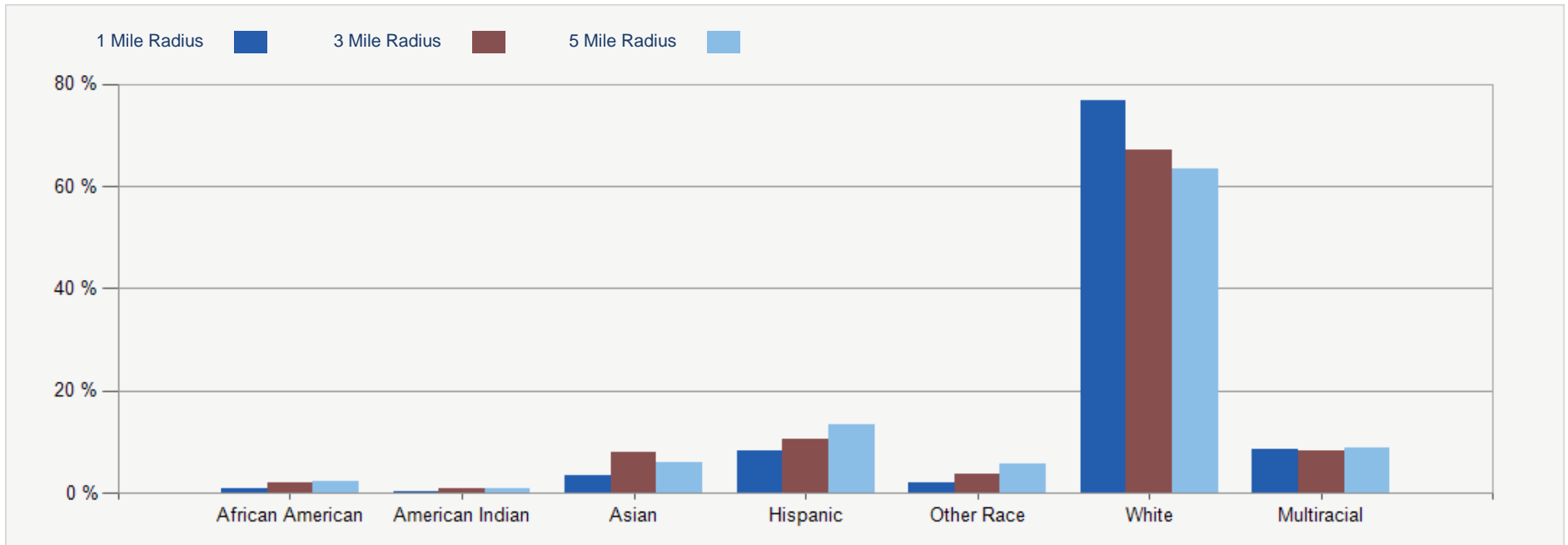
2028 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2028 Population Age 30-34	492	6,755	15,636
2028 Population Age 35-39	716	7,030	16,569
2028 Population Age 40-44	738	6,867	16,619
2028 Population Age 45-49	754	6,358	15,995
2028 Population Age 50-54	793	6,089	15,128
2028 Population Age 55-59	830	6,298	15,577
2028 Population Age 60-64	903	6,465	16,127
2028 Population Age 65-69	920	6,579	16,636
2028 Population Age 70-74	774	5,614	14,488
2028 Population Age 75-79	627	4,629	11,815
2028 Population Age 80-84	325	2,785	7,737
2028 Population Age 85+	275	2,411	6,978
2028 Population Age 18+	9,057	82,103	202,019
2028 Median Age	50	43	44

2028 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$141,233	\$100,772	\$99,264
Average Household Income 25-34	\$193,613	\$136,835	\$136,922
Median Household Income 35-44	\$170,193	\$130,865	\$125,519
Average Household Income 35-44	\$225,061	\$183,702	\$178,042
Median Household Income 45-54	\$176,156	\$144,718	\$139,814
Average Household Income 45-54	\$230,979	\$199,360	\$197,393
Median Household Income 55-64	\$158,651	\$140,523	\$135,677
Average Household Income 55-64	\$206,113	\$194,709	\$192,653
Median Household Income 65-74	\$105,309	\$103,298	\$102,728
Average Household Income 65-74	\$146,437	\$151,574	\$154,167
Average Household Income 75+	\$108,910	\$113,916	\$117,498

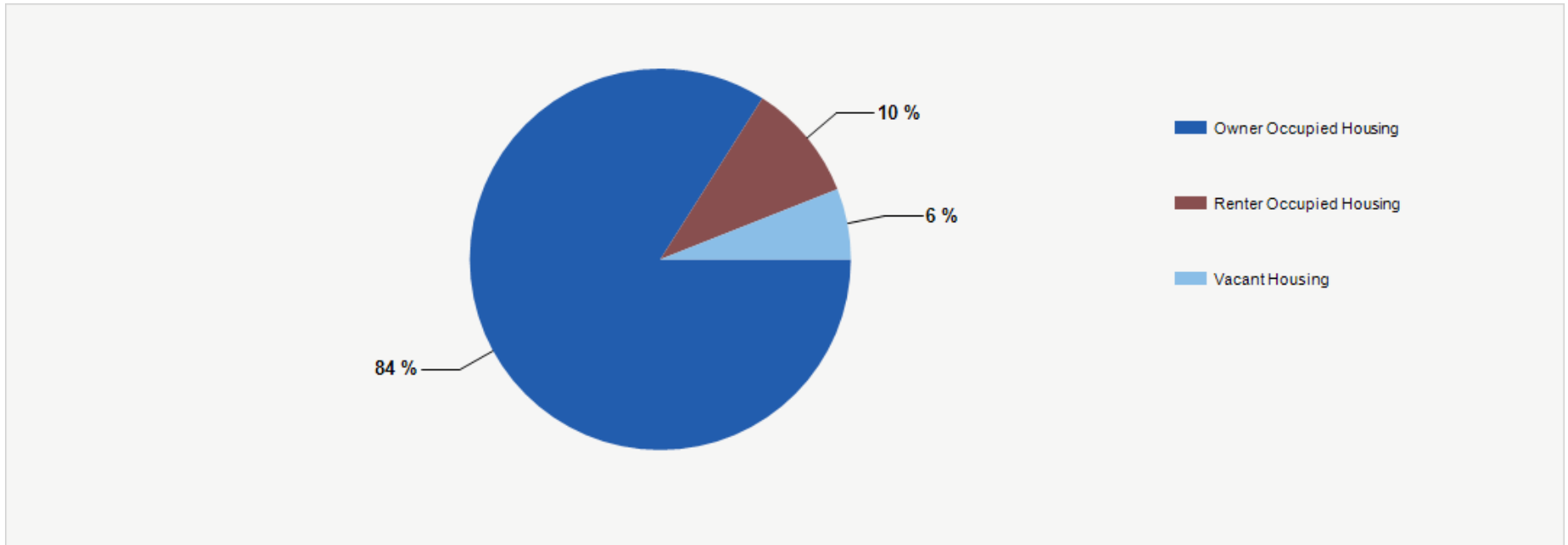
2023 Household Income



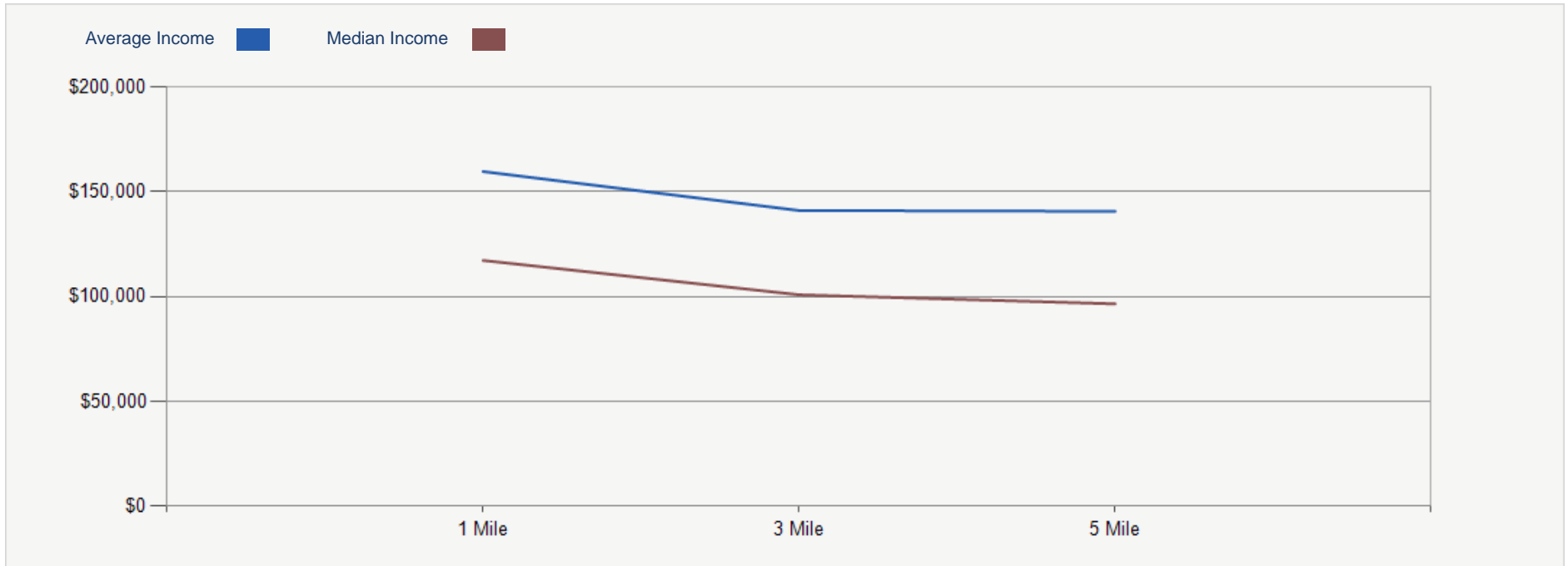
2023 Population by Race



2023 Household Occupancy - 1 Mile Radius



2023 Household Income Average and Median





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.

Successful Short Term Rental in North Scottsdale



Exclusively Marketed by:

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Gerchick Real Estate
CCIM
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