

Short Term Rental in South Scottsdale



OFFERING MEMORANDUM | LUXURY WITH 6 BEDROOMS-POOL-PUTTING GREEN AND SO MUCH MORE

8502 E Catalina
Scottsdale, AZ 85251



Short Term Rental in South Scottsdale

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Exclusively Marketed by:

Linda Gerchick
Gerchick Real Estate
CCIM
(602) 688-9279
linda@justsoldit.com
Lic: BR114848000



www.justsoldit.com



01 **Executive Summary**

Investment Summary

Unit Mix Summary

Location Summary

OFFERING SUMMARY

ADDRESS	8502 E Catalina Scottsdale AZ 85251
COUNTY	Maricopa
MARKET	Scottsdale
SUBMARKET	South Scottsdale
BUILDING SF	2,190 SF
LAND SF	7,717 SF
LAND ACRES	0.177
NUMBER OF UNITS	1
YEAR BUILT	1961
YEAR RENOVATED	2022
APN	130-38-073
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	\$1,095,000
PRICE PSF	\$500.00
PRICE PER UNIT	\$1,095,000
OCCUPANCY	103.00 %
NOI (CURRENT)	\$109,058
NOI (Pro Forma)	\$128,496
CAP RATE (CURRENT)	9.96 %
CAP RATE (Pro Forma)	11.73 %
CASH ON CASH (CURRENT)	15.89 %
CASH ON CASH (Pro Forma)	22.99 %
GRM (CURRENT)	7.60
GRM (Pro Forma)	6.26

PROPOSED FINANCING

Residential Financing	
LOAN TYPE	Amortized
DOWN PAYMENT	\$273,750
LOAN AMOUNT	\$821,250
INTEREST RATE	7.00 %
LOAN TERMS	30
ANNUAL DEBT SERVICE	\$65,565
LOAN TO VALUE	75 %
AMORTIZATION PERIOD	30 Years

DEMOGRAPHICS

	1 MILE	3 MILE	5 MILE
2023 Population	10,750	87,218	223,991
2023 Median HH Income	\$87,250	\$81,533	\$68,387
2023 Average HH Income	\$112,170	\$114,033	\$104,334

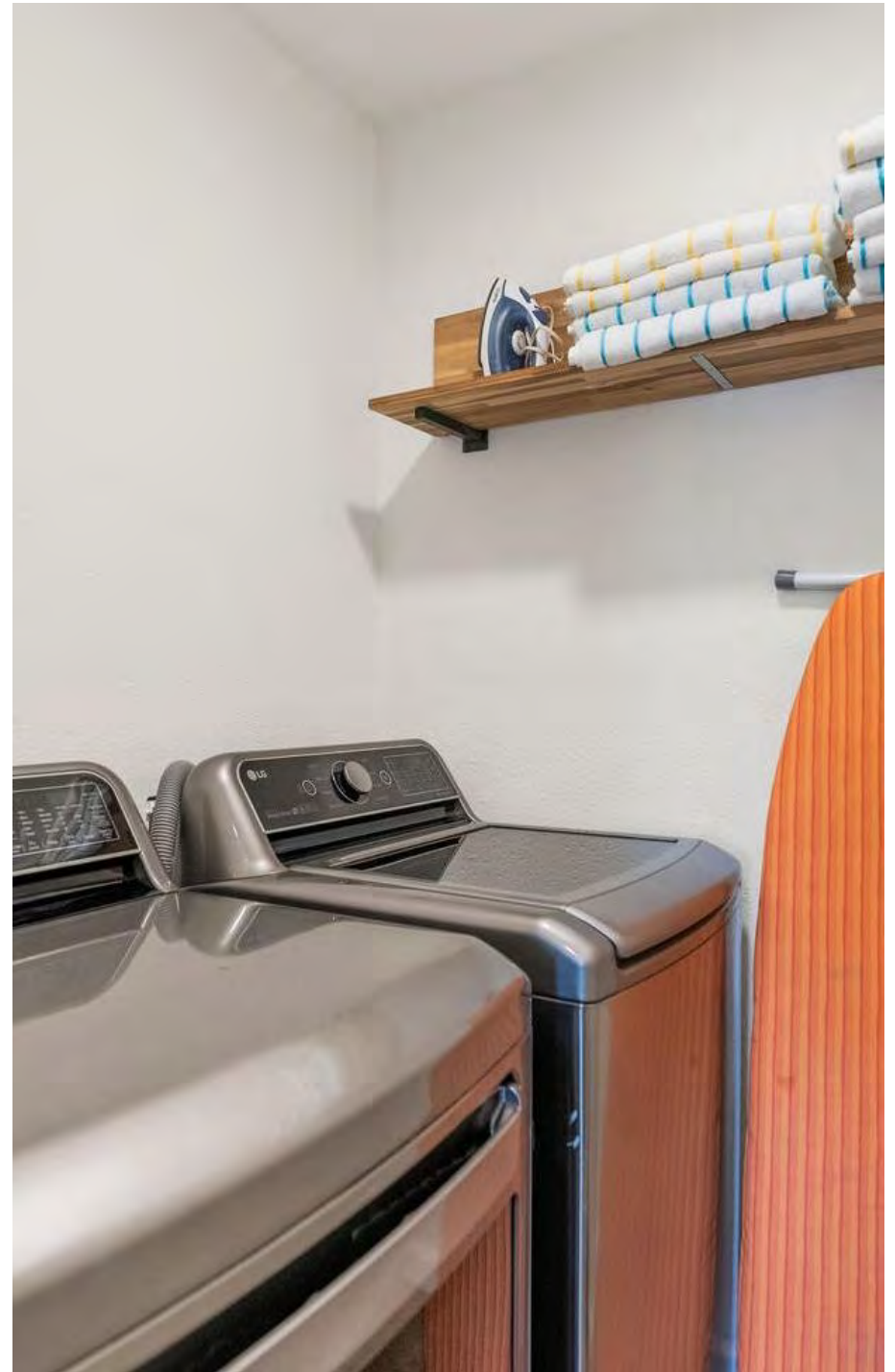


Investment Potential

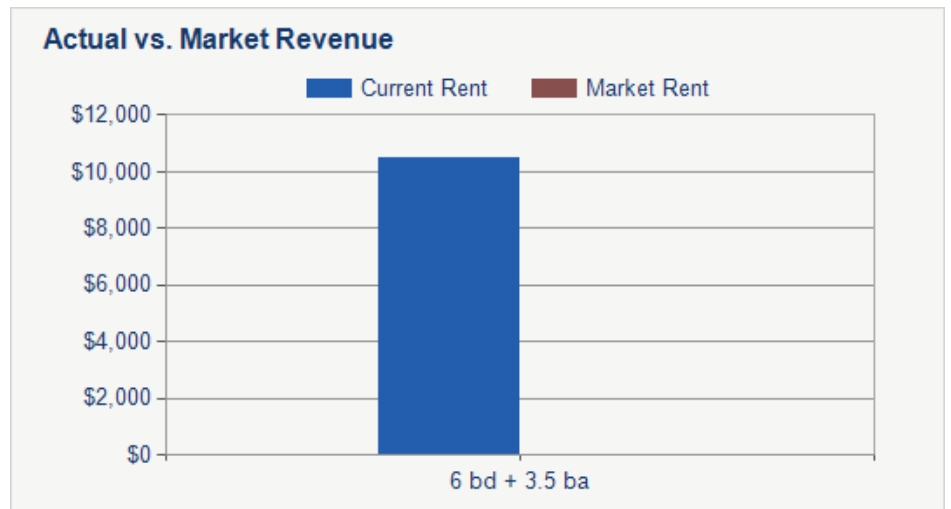
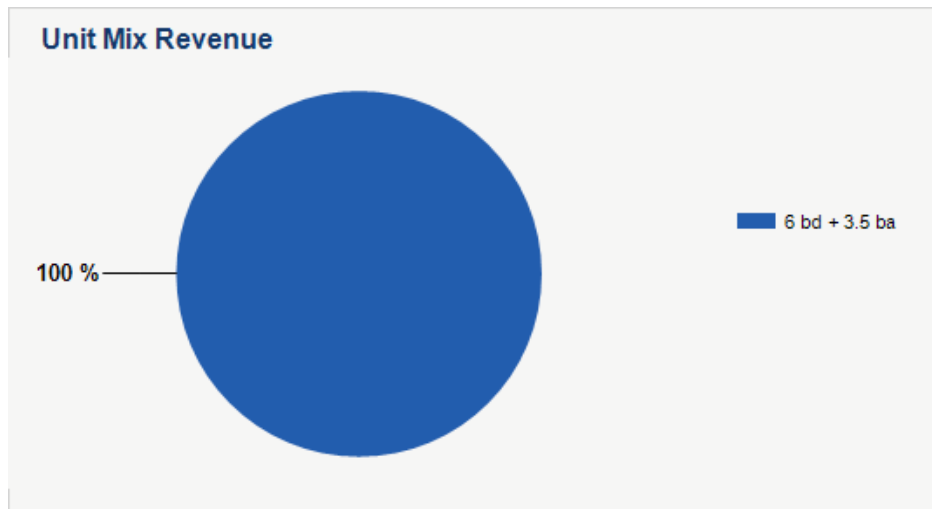
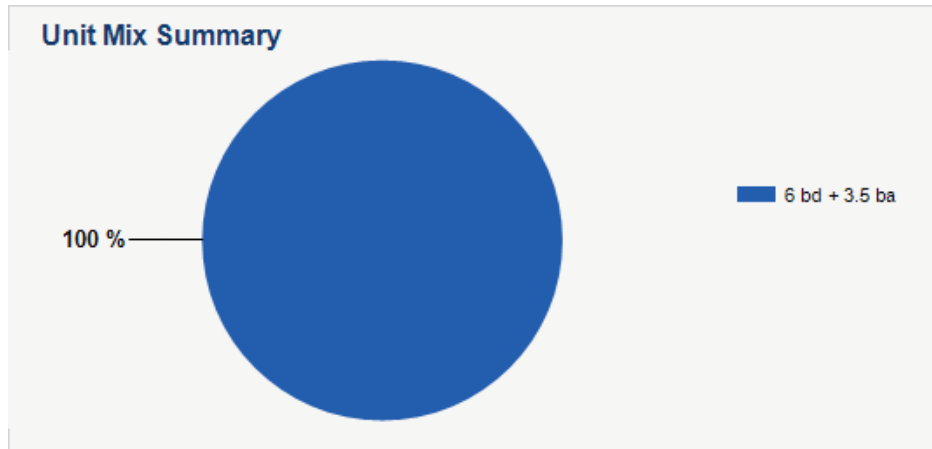
- **Rental Income:** With its desirable location and luxurious amenities, 8502 E Catalina has the potential to generate significant rental income, catering to tourists, business travelers, and long-term residents alike.

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.



Unit Mix	# Units	Square Feet	Current Rent	Rent PSF	Monthly Income
6 bd + 3.5 ba	1	2,019	\$5,000 - \$16,000	\$5.20	\$10,500
Totals/Averages	1	2,019	\$10,500	\$5.20	\$10,500





02

Property Description

[Property Features](#)

[Aerial Map](#)

[Common Amenities](#)

[Unit Amenities](#)

[Property Images](#)

PROPERTY FEATURES

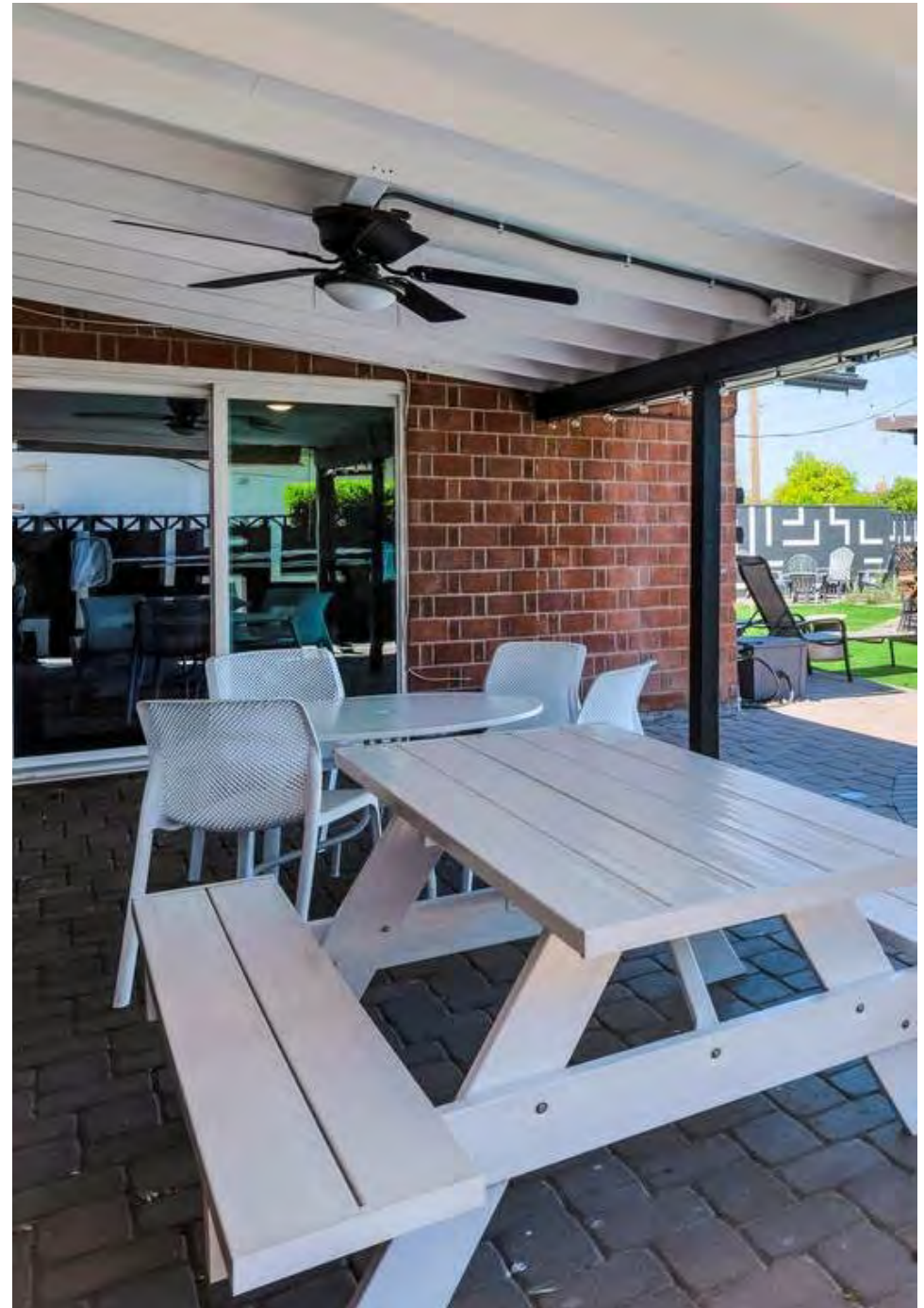
NUMBER OF UNITS	1
BUILDING SF	2,190
LAND SF	7,717
LAND ACRES	0.177
YEAR BUILT	1961
YEAR RENOVATED	2022
# OF PARCELS	1
ZONING TYPE	R1-7
BUILDING CLASS	A
TOPOGRAPHY	Flat
LOCATION CLASS	A-
NUMBER OF STORIES	1
NUMBER OF BUILDINGS	1
NUMBER OF PARKING SPACES	3
PARKING	Front Slab x 2
POOL / JACUZZI	Yes
PUTTING GREEN	Yes
WASHER/DRYER	Yes
ARCADE GAMES	Yes

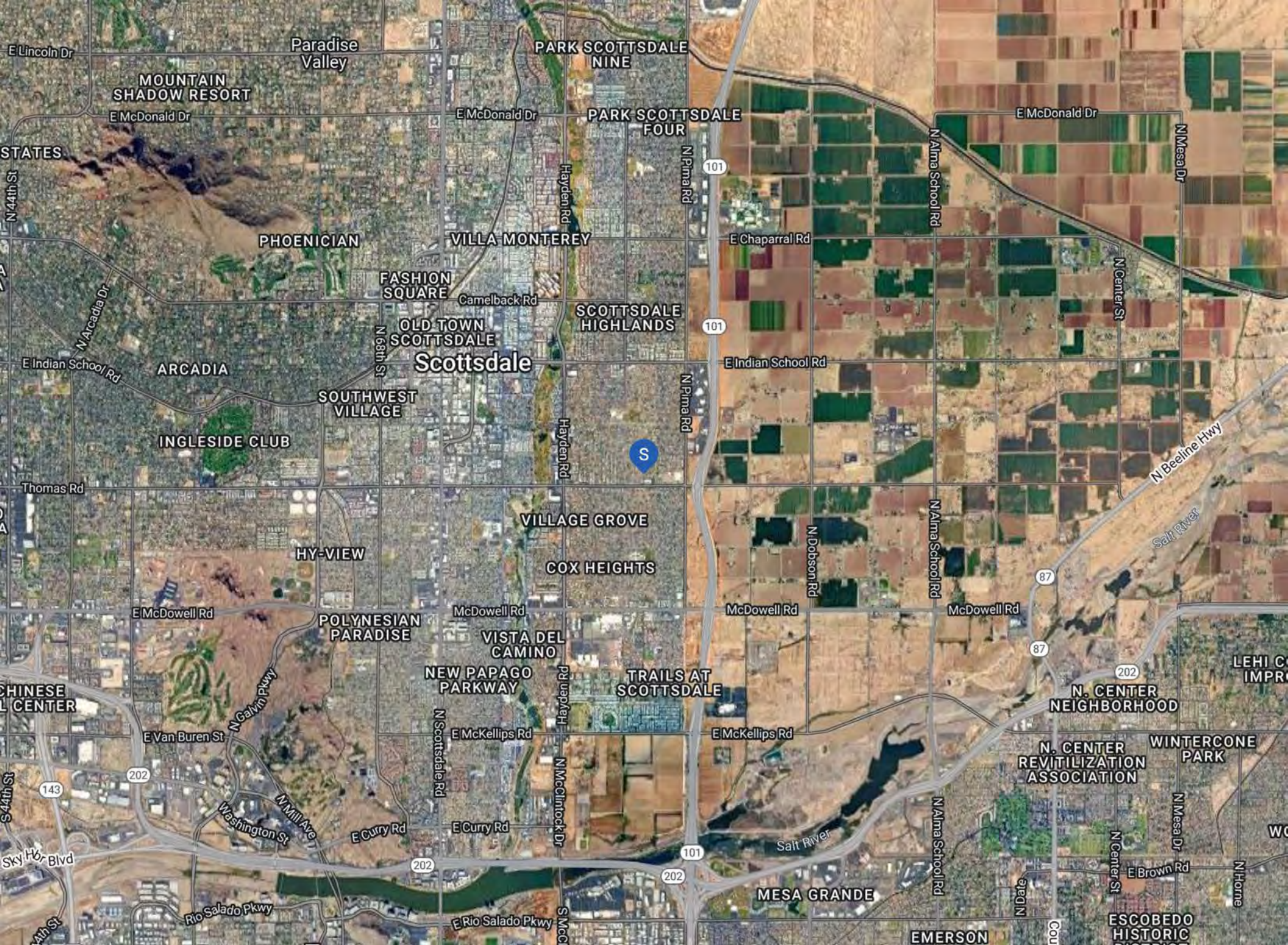
MECHANICAL

HVAC	Heat Pump
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UTILITIES

WATER	City Of Scottsdale
TRASH	City Of Scottsdale
ELECTRIC	APS





Endless Adventure: Explore the diverse flavors and activities of South Scottsdale

- Culinary Delights: Prepare your taste buds for a culinary journey like no other. Old Town Scottsdale boasts an eclectic array of restaurants, cafes, and eateries offering flavors from around the world. Indulge in Southwestern cuisine at renowned establishments, savor farm-to-table delicacies, or enjoy a leisurely brunch on a sunny patio. From upscale dining to casual bites, the options are endless.

??? Retail Therapy: Shopaholics rejoice! Old Town Scottsdale is a shopper's paradise, with an abundance of boutiques, specialty stores, and designer shops lining the streets. Discover unique souvenirs, one-of-a-kind jewelry pieces, and fashion-forward clothing that reflects the Southwest's distinctive style. Don't miss the bustling Scottsdale Fashion Square, home to upscale brands and luxury retailers.

- Entertainment & Nightlife: As the sun sets, Old Town Scottsdale comes alive with energy and excitement. Sample craft cocktails at trendy bars and lounges, catch live music performances at intimate venues, or dance the night away at bustling nightclubs. With a diverse array of entertainment options, the fun never stops in Old Town Scottsdale.

- Endless Adventure: Explore the diverse flavors and activities of South Scottsdale

Western Heritage: Step back in time and immerse yourself in the rich history of the Old West. Explore Scottsdale's historic landmarks, including the Rusty Spur Saloon, one of the city's oldest bars, and the iconic Scottsdale Waterfront. Embark on a guided tour of Old Town Scottsdale's historic district, where you'll learn about the area's pioneer roots and colorful past.

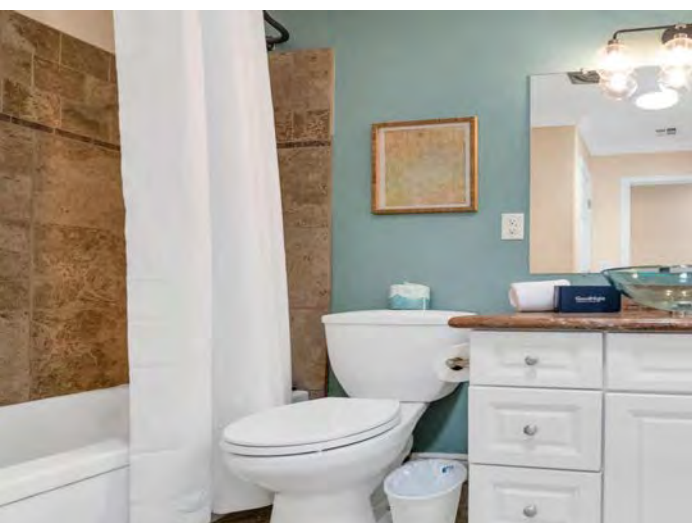
Outdoor Adventures: Embrace the great outdoors and take advantage of Scottsdale's year-round sunshine. Hike scenic trails in the nearby McDowell Sonoran Preserve, go horseback riding through the desert terrain, or tee off at world-class golf courses that offer stunning views of the surrounding landscape. For a more leisurely experience, stroll along the Arizona Canal or relax in one of Old Town Scottsdale's picturesque parks.

Unit Amenities

- Location: Nestled in the heart of Old Town Scottsdale
- Proximity: Steps away from the lively Entertainment District, dining, and boutique shops
- Outdoor Oasis: Sprawling backyard with a sparkling pool, putting green, and Bocce ball court
- Luxurious Accommodations: Six spacious bedrooms and three and a half bathrooms
- Modern Design: Open-concept layout with elegant finishes.
- Pool, Putting Green and a really unique BBQ Area this is a graceful and peaceful back yard setting.
- With 6 bedrooms and 3.5 baths this is the ideal Short Term Rental
- Furnished with southwestern design, this goes right in line with Old Town Scottsdale.











03 Rent Roll

Portfolio Bookings 5-2-2024

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	\$6,432.05	\$2,990.00	\$6,510.20	\$18,602.98				
June-24		\$1,401.00	\$6,292.14	\$1,626.30	\$9,319.44				
Total	\$3,832.81	\$12,836.92	\$22,928.06	\$13,275.92	\$52,873.71				



04

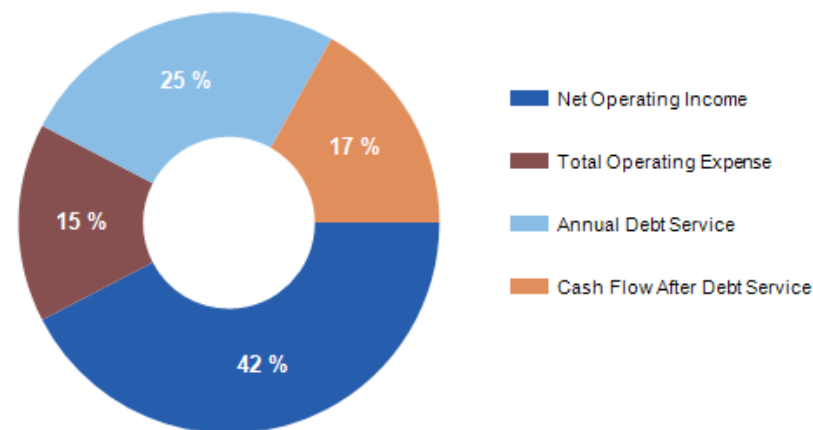
Financial Analysis

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

REVENUE ALLOCATION

CURRENT

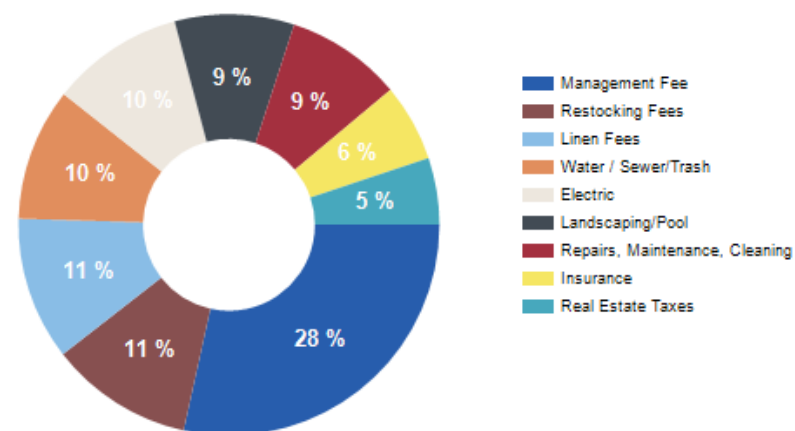
INCOME	CURRENT		PRO FORMA	
Gross Scheduled Rent	\$144,000		\$175,000	
Gross Potential Income	\$144,000		\$175,000	
General Vacancy	-\$4,320	-3.0 %	-\$4,800	2.7 %
Effective Gross Income	\$148,320		\$170,200	
Less Expenses	\$39,262	26.47 %	\$41,704	24.50 %
Net Operating Income	\$109,058		\$128,496	
Annual Debt Service	\$65,565		\$65,565	
Cash flow	\$43,493		\$62,931	
Debt Coverage Ratio	1.66		1.96	



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	\$11,174	\$11,174	\$13,616	\$13,616
Restocking Fees	\$4,320	\$4,320	\$4,320	\$4,320
Repairs, Maintenance, Cleaning	\$3,500	\$3,500	\$3,500	\$3,500
Water / Sewer/Trash	\$4,000	\$4,000	\$4,000	\$4,000
Landscaping/Pool	\$3,600	\$3,600	\$3,600	\$3,600
Linen Fees	\$4,320	\$4,320	\$4,320	\$4,320
Electric	\$4,000	\$4,000	\$4,000	\$4,000
Total Operating Expense	\$39,262	\$39,262	\$41,704	\$41,704
Annual Debt Service	\$65,565		\$65,565	
Expense / SF	\$17.93		\$19.04	
% of EGI	26.47 %		24.50 %	

DISTRIBUTION OF EXPENSES

CURRENT



GLOBAL

Price	\$1,095,000
Analysis Period	5 year(s)

INCOME - Growth Rates

Gross Scheduled Rent	5.00 %
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EXPENSES - Growth Rates

Real Estate Taxes	1.50 %
Insurance	1.50 %
Restocking Fees	1.50 %
Repairs, Maintenance, Cleaning	1.50 %
Water / Sewer/Trash	1.50 %
Landscaping/Pool	1.50 %
Linen Fees	1.50 %
Electric	1.50 %

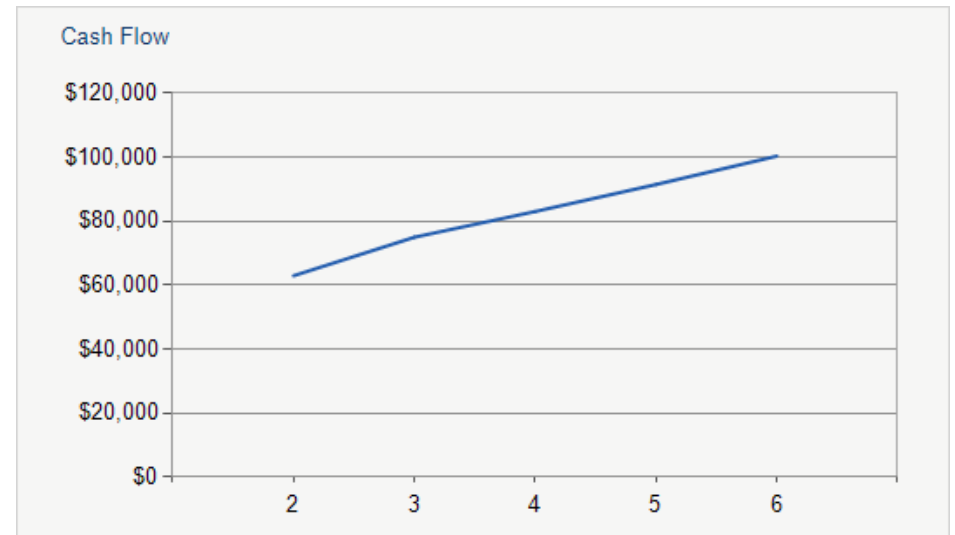
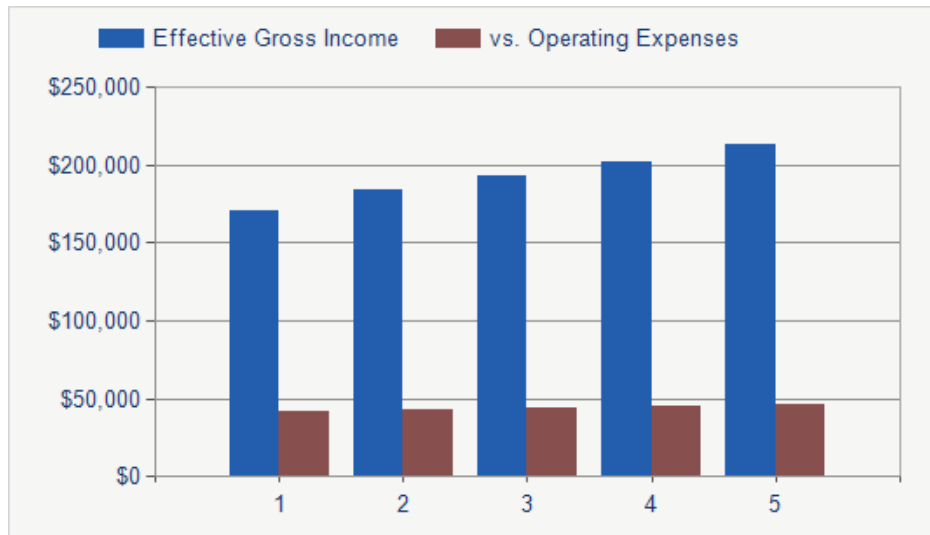
PROPOSED FINANCING

Residential Financing

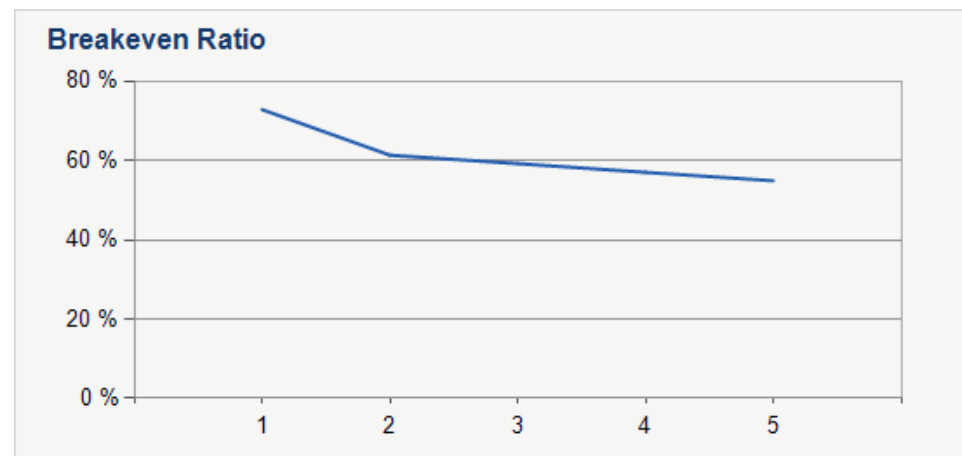
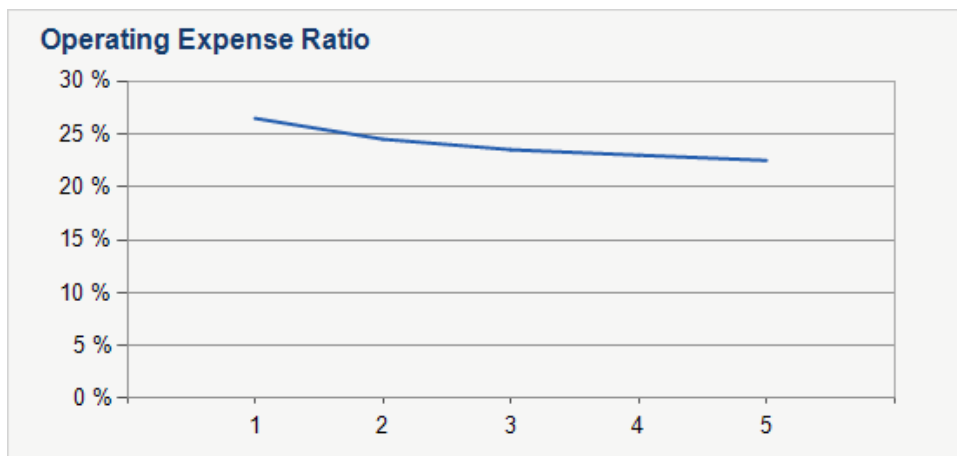
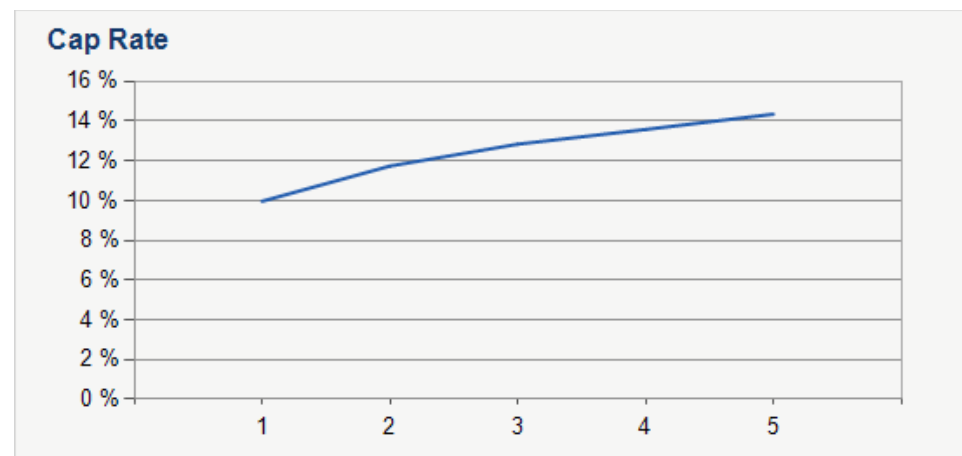
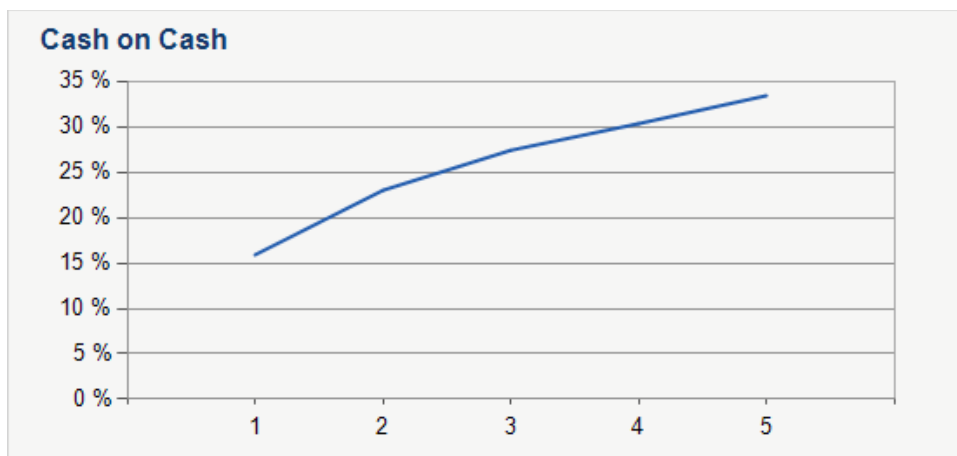
Loan Type	Amortized
Down Payment	\$273,750
Loan Amount	\$821,250
Interest Rate	7.00 %
Loan Terms	30
Annual Debt Service	\$65,565
Loan to Value	75 %
Amortization Period	30 Years



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6
Gross Revenue						
Gross Scheduled Rent	\$144,000	\$175,000	\$183,750	\$192,938	\$202,584	\$212,714
General Vacancy	-\$4,320	-\$4,800	\$0	\$0	\$0	\$0
Effective Gross Income	\$148,320	\$170,200	\$183,750	\$192,938	\$202,584	\$212,714
Operating Expenses						
Real Estate Taxes	\$2,016	\$2,016	\$2,046	\$2,077	\$2,108	\$2,140
Insurance	\$2,332	\$2,332	\$2,367	\$2,402	\$2,439	\$2,475
Management Fee	\$11,174	\$13,616	\$14,700	\$15,435	\$16,207	\$17,017
Restocking Fees	\$4,320	\$4,320	\$4,385	\$4,451	\$4,517	\$4,585
Repairs, Maintenance, Cleaning	\$3,500	\$3,500	\$3,553	\$3,606	\$3,660	\$3,715
Water / Sewer/Trash	\$4,000	\$4,000	\$4,060	\$4,121	\$4,183	\$4,245
Landscaping/Pool	\$3,600	\$3,600	\$3,654	\$3,709	\$3,764	\$3,821
Linen Fees	\$4,320	\$4,320	\$4,385	\$4,451	\$4,517	\$4,585
Electric	\$4,000	\$4,000	\$4,060	\$4,121	\$4,183	\$4,245
Total Operating Expense	\$39,262	\$41,704	\$43,209	\$44,372	\$45,578	\$46,829
Net Operating Income	\$109,058	\$128,496	\$140,541	\$148,566	\$157,007	\$165,885
Annual Debt Service	\$65,565	\$65,565	\$65,565	\$65,565	\$65,565	\$65,565
Cash Flow	\$43,493	\$62,931	\$74,976	\$83,000	\$91,441	\$100,320



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6
Cash on Cash Return b/t	15.89 %	22.99 %	27.39 %	30.32 %	33.40 %	36.65 %
CAP Rate	9.96 %	11.73 %	12.83 %	13.57 %	14.34 %	15.15 %
Debt Coverage Ratio	1.66	1.96	2.14	2.27	2.39	2.53
Operating Expense Ratio	26.47 %	24.50 %	23.51 %	22.99 %	22.49 %	22.01 %
Gross Multiplier (GRM)	7.60	6.26	5.96	5.68	5.41	5.15
Loan to Value	75.00 %	74.20 %	73.38 %	72.54 %	71.59 %	70.57 %
Breakeven Ratio	72.80 %	61.30 %	59.20 %	56.98 %	54.86 %	52.84 %
Price / SF	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Price / Unit	\$1,095,000	\$1,095,000	\$1,095,000	\$1,095,000	\$1,095,000	\$1,095,000
Income / SF	\$67.72	\$77.71	\$83.90	\$88.09	\$92.50	\$97.12
Expense / SF	\$17.92	\$19.04	\$19.73	\$20.26	\$20.81	\$21.38





05

Demographics

Demographics

Demographic Charts

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	11,419	82,293	196,469
2010 Population	10,871	76,926	191,271
2023 Population	10,750	87,218	223,991
2028 Population	10,615	90,767	235,001
2023 African American	271	2,855	11,993
2023 American Indian	197	3,720	10,545
2023 Asian	363	3,030	12,986
2023 Hispanic	1,691	16,169	52,474
2023 Other Race	557	6,488	23,173
2023 White	8,231	61,901	139,172
2023 Multiracial	1,109	9,046	25,518
2023-2028: Population: Growth Rate	-1.25 %	4.00 %	4.80 %

2023 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	221	2,946	10,766
\$15,000-\$24,999	217	2,567	6,578
\$25,000-\$34,999	312	2,606	7,608
\$35,000-\$49,999	411	4,525	12,689
\$50,000-\$74,999	923	7,379	18,084
\$75,000-\$99,999	745	6,397	13,667
\$100,000-\$149,999	1,073	9,007	17,348
\$150,000-\$199,999	697	3,867	6,935
\$200,000 or greater	407	4,880	10,519
Median HH Income	\$87,250	\$81,533	\$68,387
Average HH Income	\$112,170	\$114,033	\$104,334

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	5,252	43,096	94,532
2010 Total Households	4,874	37,317	84,503
2023 Total Households	5,005	44,173	104,194
2028 Total Households	4,993	46,564	110,809
2023 Average Household Size	2.13	1.95	2.08
2000 Owner Occupied Housing	3,709	22,947	44,895
2000 Renter Occupied Housing	1,260	15,222	39,849
2023 Owner Occupied Housing	3,447	23,030	44,435
2023 Renter Occupied Housing	1,558	21,143	59,759
2023 Vacant Housing	468	6,564	13,433
2023 Total Housing	5,473	50,737	117,627
2028 Owner Occupied Housing	3,530	23,790	46,336
2028 Renter Occupied Housing	1,463	22,774	64,473
2028 Vacant Housing	508	6,431	12,939
2028 Total Housing	5,501	52,995	123,748
2023-2028: Households: Growth Rate	-0.25 %	5.30 %	6.20 %



Source: esri

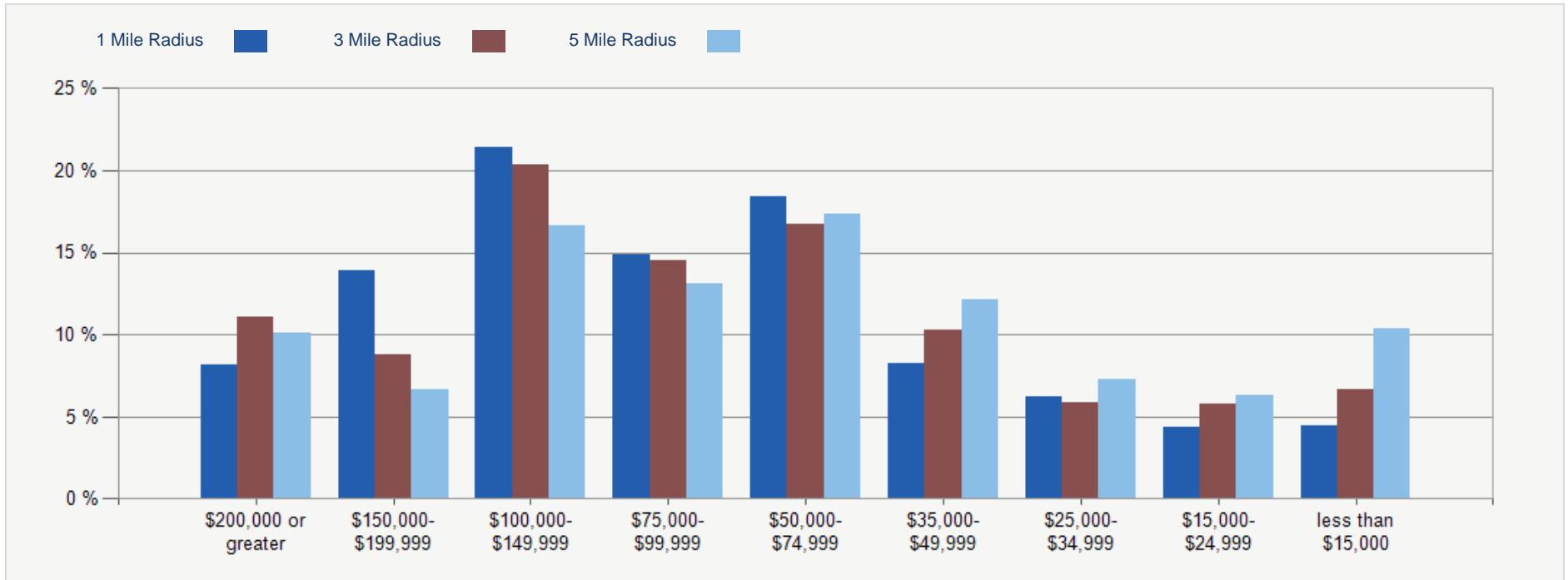
2023 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2023 Population Age 30-34	897	7,638	18,609
2023 Population Age 35-39	1,006	6,822	15,289
2023 Population Age 40-44	818	5,358	12,571
2023 Population Age 45-49	641	4,541	10,826
2023 Population Age 50-54	683	4,747	10,993
2023 Population Age 55-59	691	4,959	11,188
2023 Population Age 60-64	724	5,435	11,559
2023 Population Age 65-69	586	5,154	10,557
2023 Population Age 70-74	473	4,574	9,343
2023 Population Age 75-79	407	3,777	7,203
2023 Population Age 80-84	296	2,792	5,073
2023 Population Age 85+	325	3,474	5,620
2023 Population Age 18+	9,089	75,014	186,592
2023 Median Age	42	41	35

2023 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$92,943	\$82,857	\$67,583
Average Household Income 25-34	\$115,018	\$109,076	\$91,780
Median Household Income 35-44	\$113,227	\$103,309	\$83,233
Average Household Income 35-44	\$137,774	\$139,674	\$120,754
Median Household Income 45-54	\$107,018	\$104,088	\$89,457
Average Household Income 45-54	\$130,616	\$137,279	\$129,613
Median Household Income 55-64	\$90,629	\$93,048	\$84,175
Average Household Income 55-64	\$114,541	\$128,009	\$127,948
Median Household Income 65-74	\$74,560	\$73,542	\$71,209
Average Household Income 65-74	\$99,860	\$106,786	\$111,992
Average Household Income 75+	\$68,608	\$83,635	\$89,696

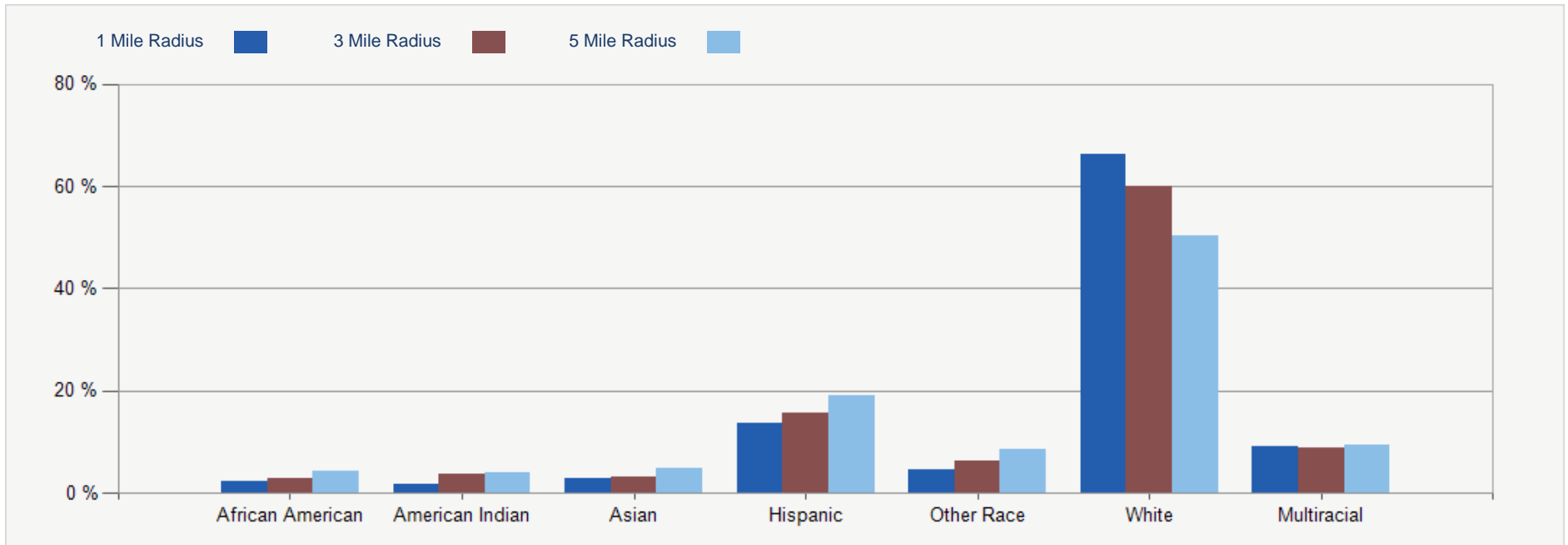
2028 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2028 Population Age 30-34	742	6,940	17,081
2028 Population Age 35-39	824	6,729	15,909
2028 Population Age 40-44	933	6,203	13,897
2028 Population Age 45-49	787	5,299	12,319
2028 Population Age 50-54	623	4,621	10,850
2028 Population Age 55-59	653	4,766	10,818
2028 Population Age 60-64	644	5,074	10,951
2028 Population Age 65-69	667	5,643	11,502
2028 Population Age 70-74	526	5,120	10,163
2028 Population Age 75-79	405	4,376	8,513
2028 Population Age 80-84	332	3,359	6,382
2028 Population Age 85+	343	4,003	6,606
2028 Population Age 18+	8,986	78,310	196,366
2028 Median Age	43	43	35

2028 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$105,074	\$93,066	\$78,055
Average Household Income 25-34	\$133,713	\$125,079	\$105,960
Median Household Income 35-44	\$128,585	\$113,224	\$95,594
Average Household Income 35-44	\$160,004	\$158,600	\$138,102
Median Household Income 45-54	\$121,674	\$113,772	\$102,277
Average Household Income 45-54	\$153,500	\$156,921	\$145,985
Median Household Income 55-64	\$110,560	\$107,067	\$99,753
Average Household Income 55-64	\$139,056	\$148,270	\$145,330
Median Household Income 65-74	\$88,486	\$88,578	\$85,670
Average Household Income 65-74	\$122,617	\$128,741	\$132,320
Average Household Income 75+	\$89,195	\$102,652	\$110,625

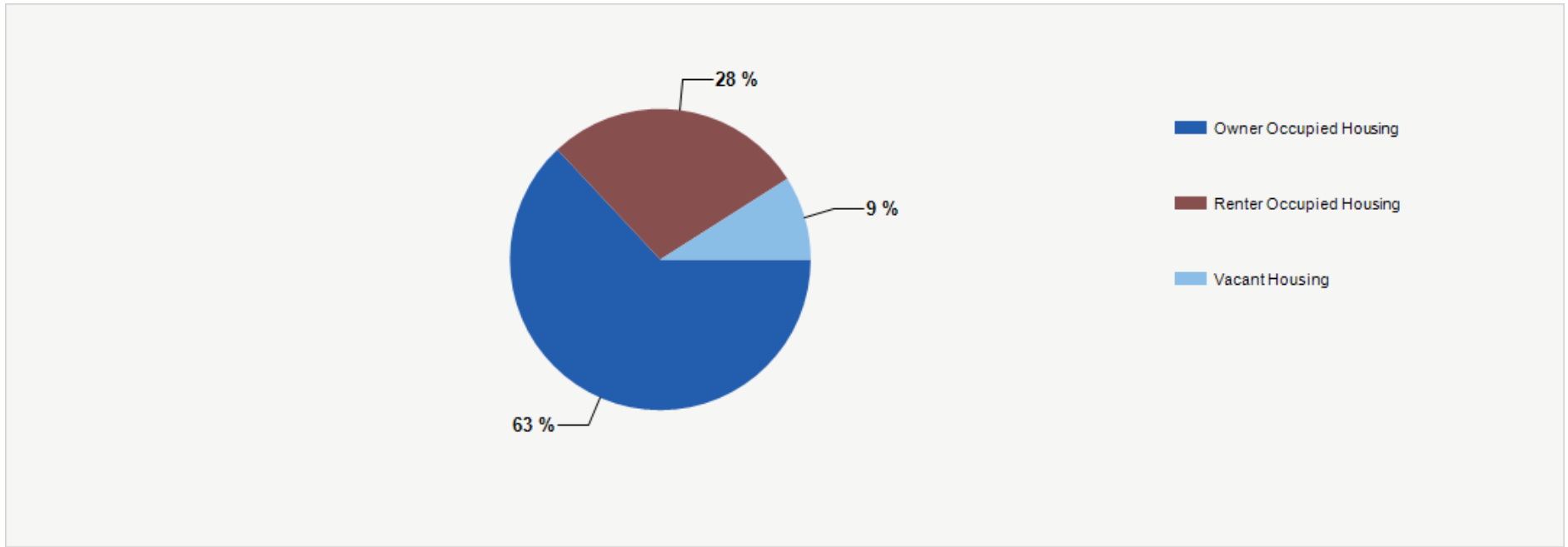
2023 Household Income



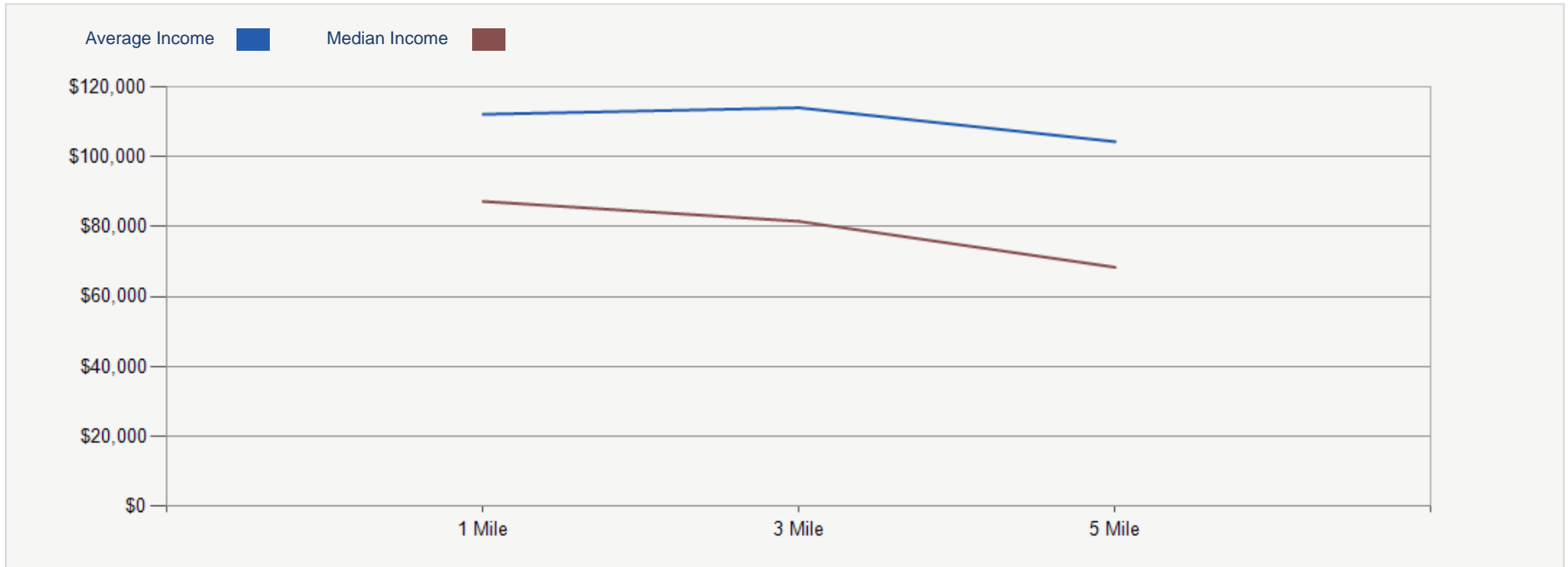
2023 Population by Race



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.

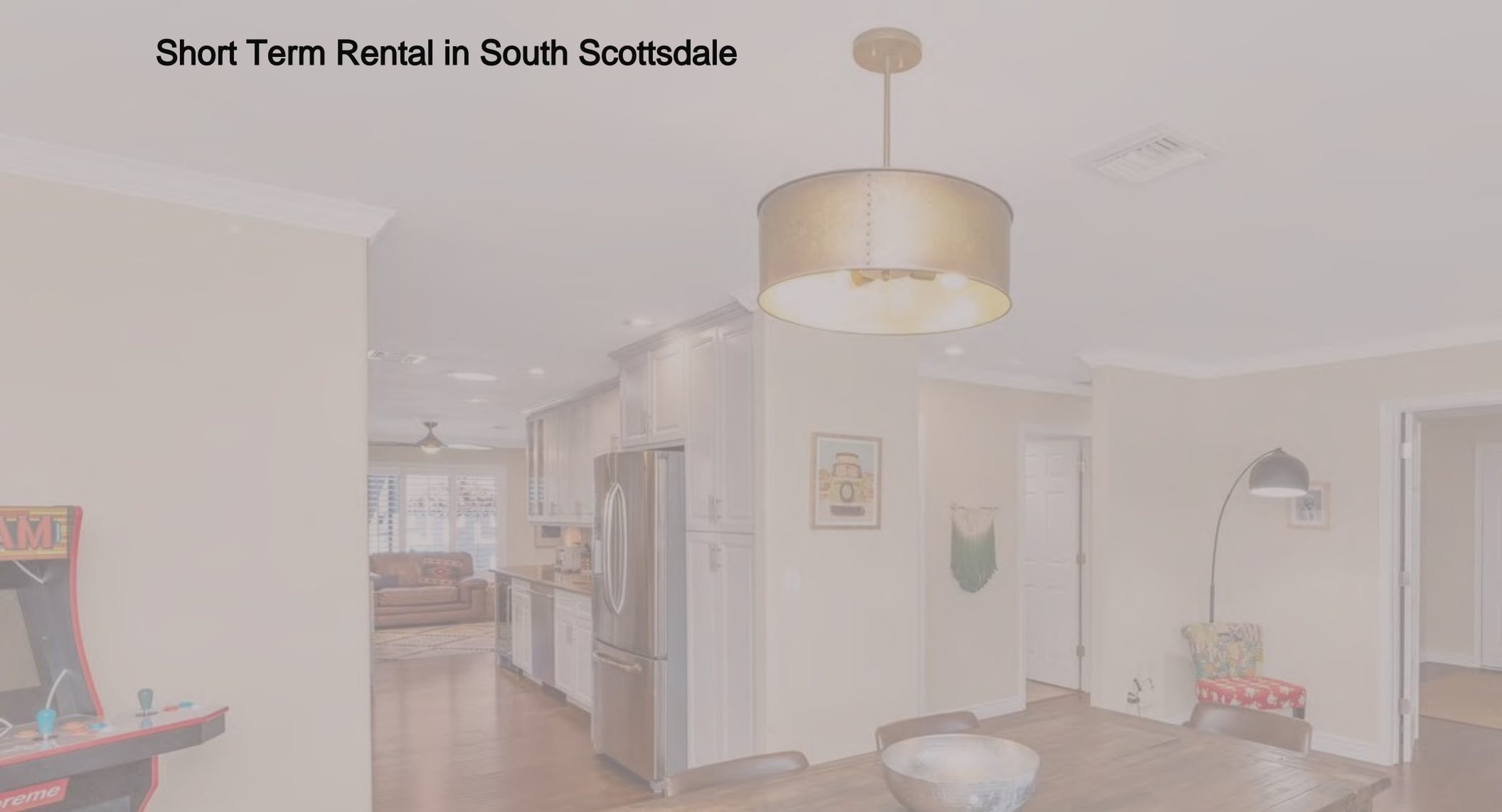
In addition, she is an acclaimed author. Her seminars draw hundreds of attendees. She has spent countless hours preparing a Video Seminar Series for you as an investor!

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.

Short Term Rental in South Scottsdale



Exclusively Marketed by:

Linda Gerchick
Gerchick Real Estate
CCIM
(602) 688-9279
linda@justsoldit.com
Lic: BR114848000



www.justsoldit.com

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