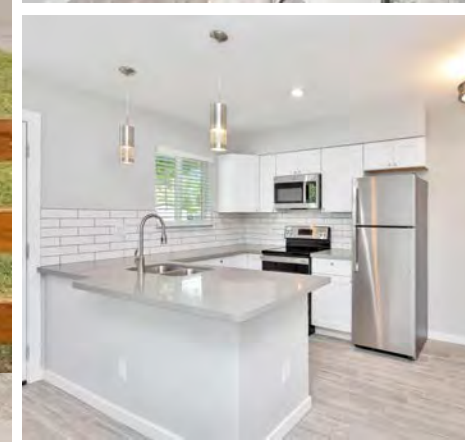
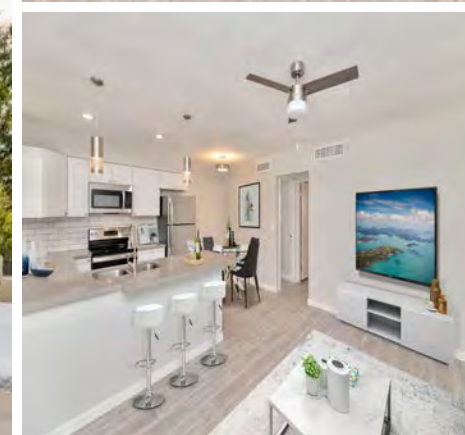
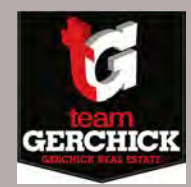


7 Unit Fully Remodeled-Use Residential Financing



OFFERING MEMORANDUM | UPSCALE REMODEL-FULLY OCCUPIED-2 PARCELS

2122-2124 W Augusta Ave
Phoenix, AZ 85021



7 Unit Fully Remodeled-Use Residential Financing

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01

Executive Summary

Investment Summary

Unit Mix Summary

Location Summary

OFFERING SUMMARY

ADDRESS	2122-2124 W Augusta Ave Phoenix AZ 85021
COUNTY	Maricopa
MARKET	Central Phoenix
SUBMARKET	North Phoenix Corridor
BUILDING SF	3,855 SF
LAND SF	17,460 SF
LAND ACRES	0.40
NUMBER OF UNITS	7
YEAR BUILT	1947-1985
YEAR RENOVATED	2022
APN	157-21-016-C and D
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

OFFERING PRICE	\$1,990,000
PRICE PSF	\$516.21
PRICE PER UNIT	\$284,286
OCCUPANCY	97.00 %
NOI (CURRENT)	\$96,685
NOI (Pro Forma)	\$104,540
CAP RATE (CURRENT)	4.86 %
CAP RATE (Pro Forma)	5.25 %
CASH ON CASH (CURRENT)	-4.52 %
CASH ON CASH (Pro Forma)	-2.94 %
GRM (CURRENT)	15.91
GRM (Pro Forma)	14.86

PROPOSED FINANCING

Commercial Financing	
LOAN TYPE	Amortized
DOWN PAYMENT	\$497,500
LOAN AMOUNT	\$1,492,500
INTEREST RATE	7.00 %
LOAN TERMS	30
ANNUAL DEBT SERVICE	\$119,155
LOAN TO VALUE	75 %
AMORTIZATION PERIOD	30 Years

DEMOGRAPHICS

	1 MILE	3 MILE	5 MILE
2022 Population	24,748	192,496	454,654
2022 Median HH Income	\$47,770	\$53,029	\$55,378
2022 Average HH Income	\$72,860	\$80,768	\$81,200



About the Property

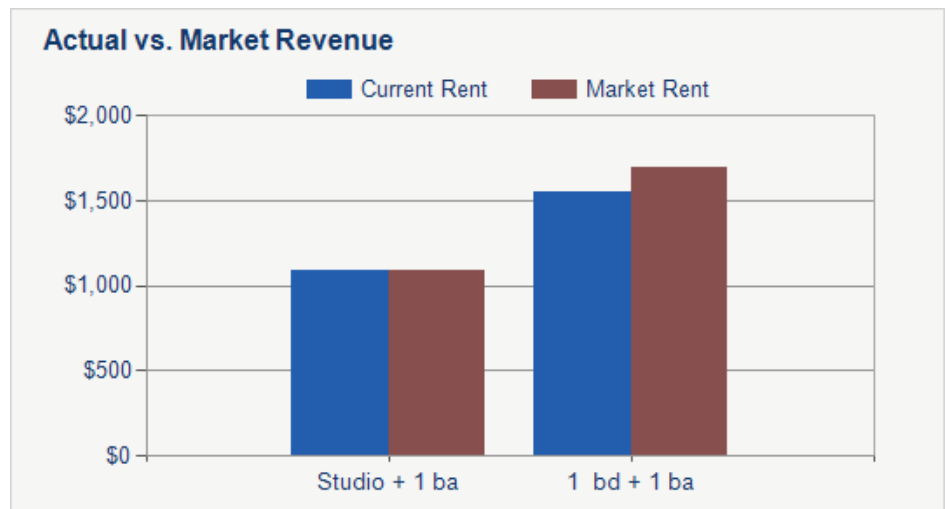
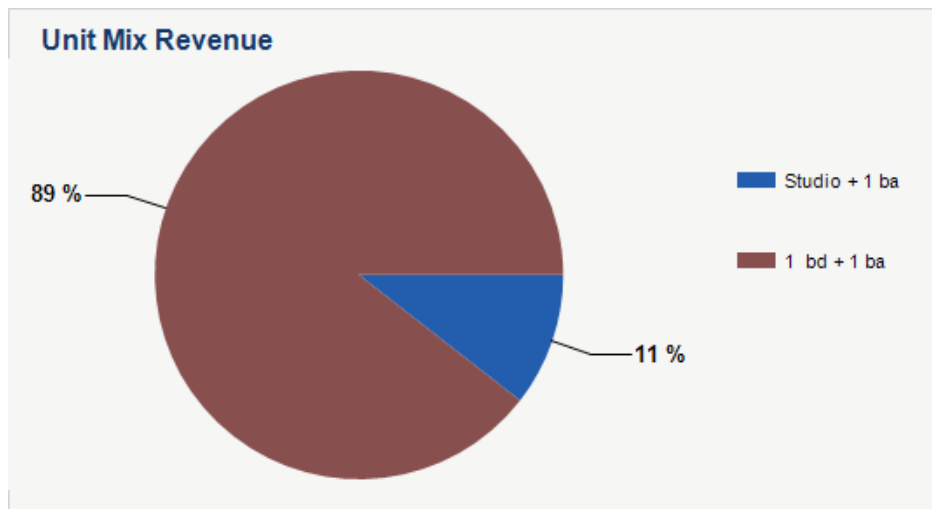
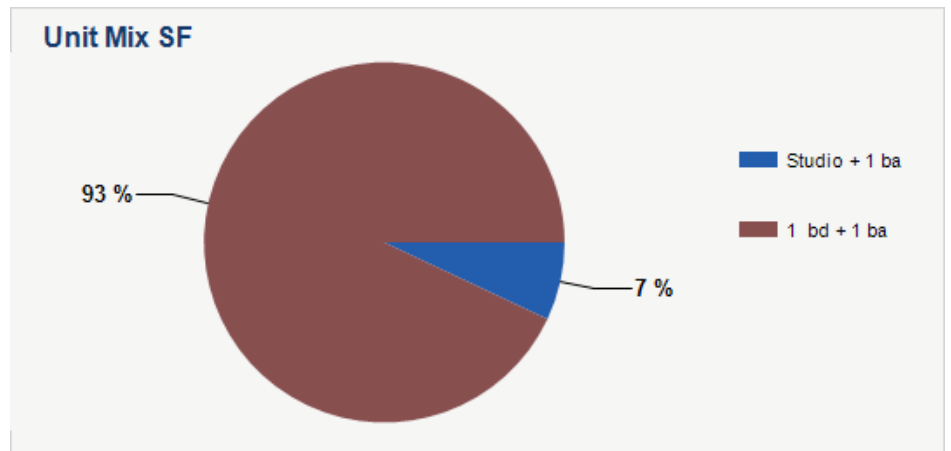
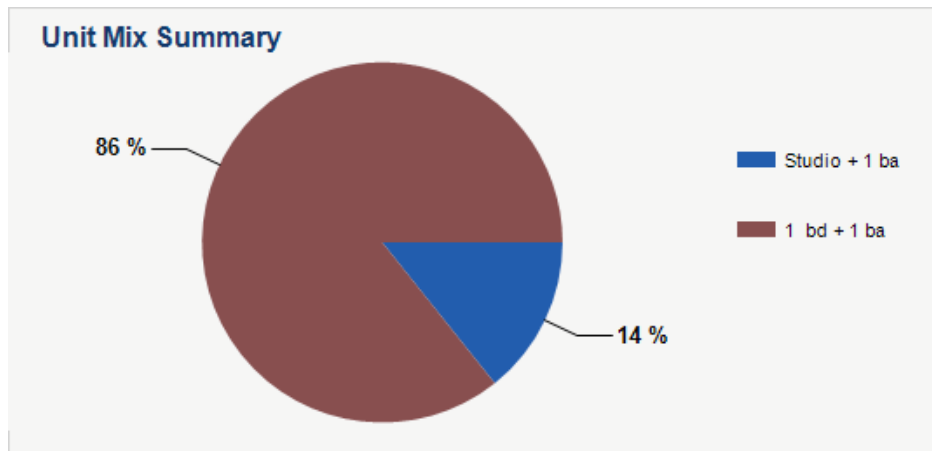
- This 7-unit apartment building in Phoenix offers a rare opportunity for investors to own property in a desirable location. Located in the North Phoenix district, the building is situated in an area that is a blend of historic buildings and trendy establishments.

The upgraded interior features fresh paint, wood-like tile flooring, and spacious living and dining areas. The apartment building has undergone a complete renovation, including new dual-pane windows, doors, and hot water heaters. The kitchen has been completely redone and includes large cabinets, luxurious quartz countertops, and stainless steel appliances. The bedrooms are spacious and bright, with upgraded ceiling fans and walk-in closets. The upscale bathrooms are also completely renovated, adding to the property's allure.

- The exterior of the building has been redone with even and smooth stucco, adding to the property's overall aesthetic appeal. Four of the units in the building have private backyards, and there are two storage rooms on the property that provide additional income potential for the owner.

The location of the property is another key selling point. It is close to numerous restaurants and shopping centers, making it an attractive location for tenants. The North Phoenix district is known for its mix of history and modernity, and it attracts a diverse group of residents. With six of the seven units leased and the last one's application being processed, this apartment building presents a fantastic investment opportunity. Buyers are encouraged to verify all facts and figures before making an offer on the property. Do not miss this opportunity to own a piece of prime real estate in Phoenix.

Unit Mix	# Units	Square Feet	Actual			Market		
			Current Rent	Rent PSF	Monthly Income	Market Rent	Market Rent PSF	Market Income
Studio + 1 ba	1	256	\$1,095	\$4.28	\$1,095	\$1,095	\$4.28	\$1,095
1 bd + 1 ba	6	580	\$1,550	\$2.67	\$9,300	\$1,700	\$2.93	\$10,200
Totals/Averages	7	534	\$1,485	\$2.90	\$10,395	\$1,614	\$3.12	\$11,295



- In summary, the 21 Ave and Northern area in Phoenix AZ is a dynamic and diverse neighborhood that offers excellent employment opportunities, a vibrant entertainment scene, and convenient access to public transportation. With its range of recreational and cultural attractions, the area is an excellent destination for residents and visitors alike.





02

Property Description

Property Features

Aerial Map

Common Amenities

Unit Amenities

Property Images

PROPERTY FEATURES

NUMBER OF UNITS	7
BUILDING SF	3,855
LAND SF	17,460
LAND ACRES	0.40
YEAR BUILT	1947-1985
YEAR RENOVATED	2022
# OF PARCELS	2
ZONING TYPE	M-M
BUILDING CLASS	B
TOPOGRAPHY	Flat
LOCATION CLASS	B
NUMBER OF STORIES	1
NUMBER OF BUILDINGS	2
LOT DIMENSION	Square
NUMBER OF PARKING SPACES	10
POOL / JACUZZI	No
FIRE PLACE IN UNIT	No
WASHER/DRYER	Each Unit

FEES & DEPOSITS

PET FEE	Yes
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MECHANICAL

HVAC	Heat Pump-Ind
FIRE SPRINKLERS	No

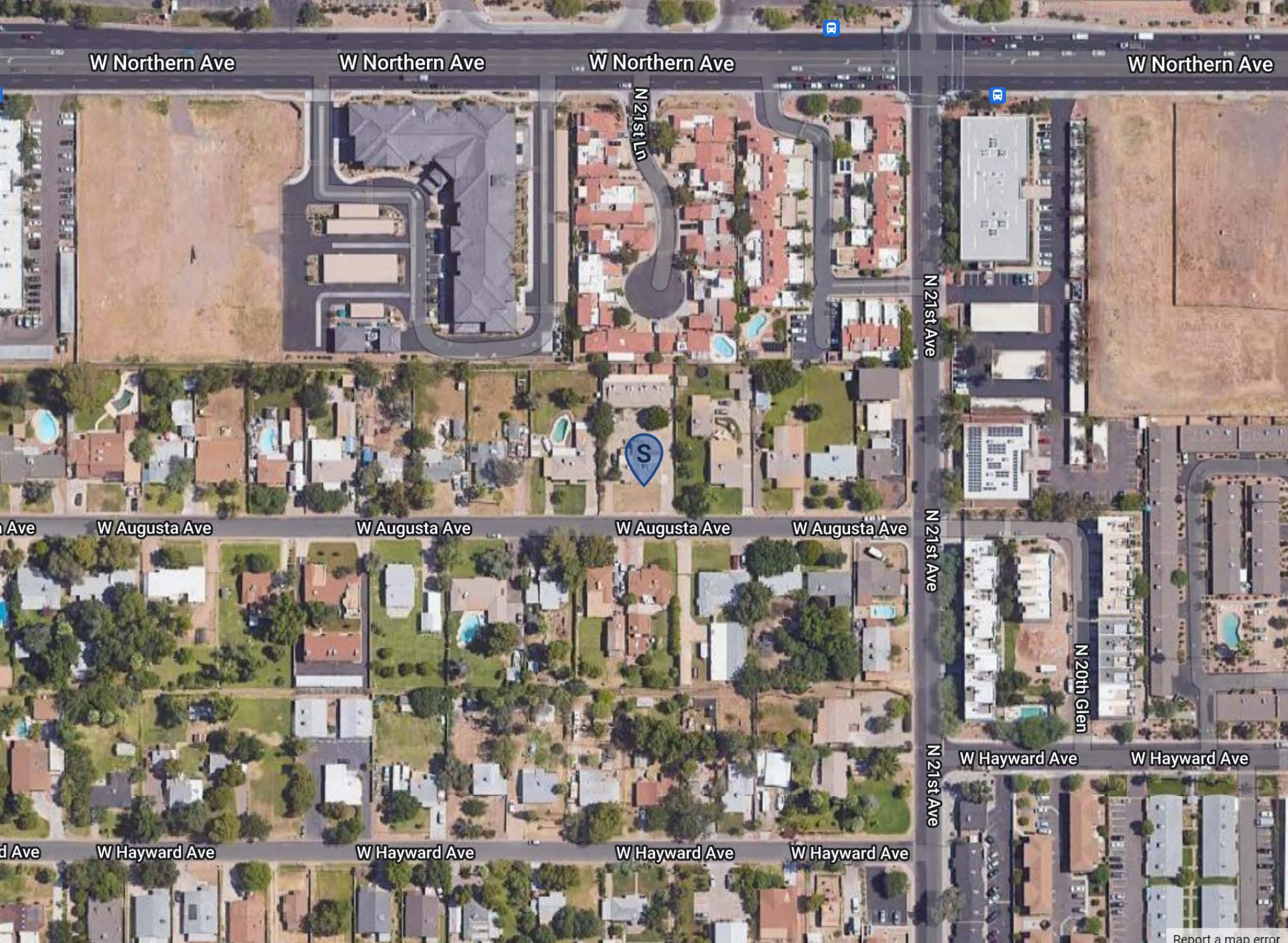
UTILITIES

WATER	Landlord
TRASH	Landlord
GAS	None
ELECTRIC	Tenant
RUBS	Yes

CONSTRUCTION

FOUNDATION	Concrete
FRAMING	Block/Framed Wood
EXTERIOR	Painted Smooth Stucco
PARKING SURFACE	Concrete
ROOF	Asphalt Shingle
STYLE	Modern Mid Century
LANDSCAPING	Mature





[Report a map error](#)



Common Amenities

- Large shaded common area
- New Roof
- New Hot Water Heaters
- New Exterior Doors
- 2 Large Storage Rooms for Additional Income
- New Smooth Stucco Finish
- Dual Pane Windows
- Excellent Location - close to the Metro Light Rail



Unit Amenities

- Fully Remodeled Kitchen
- Stainless Steel Appliances
- Each unit has new washer/dryers
- Tile Surrounds in all bathrooms
- Ceiling fans in all bedrooms and living areas
- Quartz Counter Tops
- New Wood Grain Tile Flooring
- Above average Storage
- Tile Backsplash in all Kitchens



Full Size Washer & Dryer



Bathroom w/ Quartz Top Vanity & Tub Tile Surrounds



Large Walk-in Closet



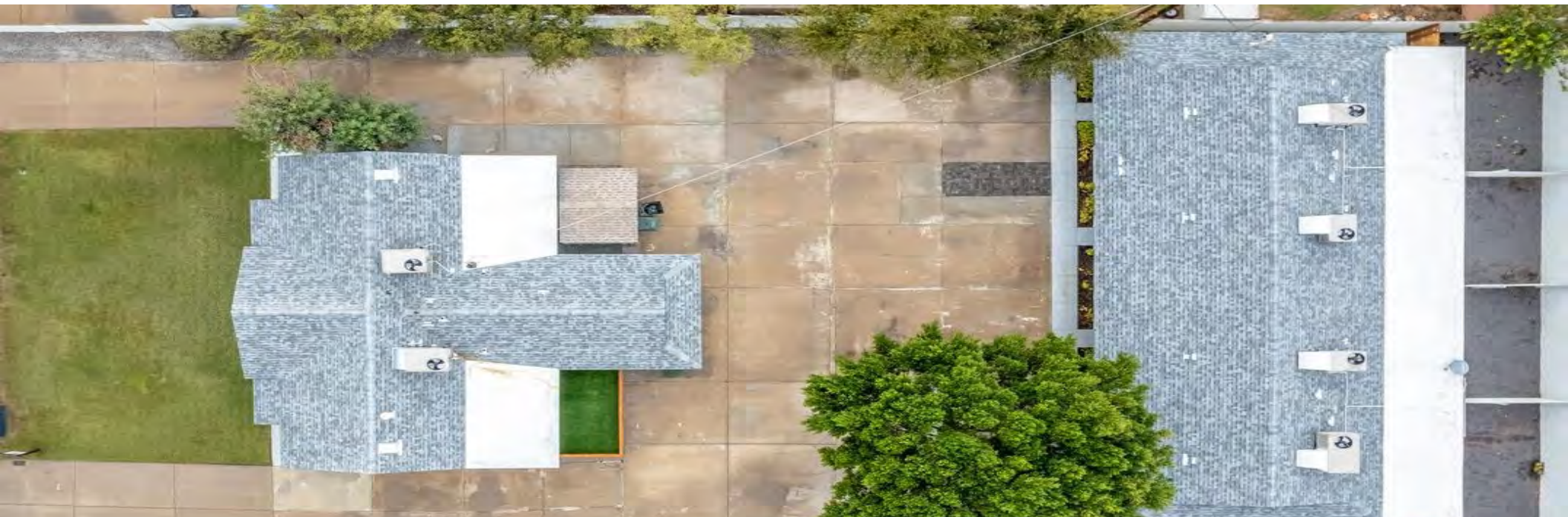
Stainless Appliances & Lazy Susan



Large Private Backyard



Backdoor to Patio & Laundry Rm



Freshly Landscaped Front Yard & Common Area/Parking



03

Rent Roll

Rent Roll

Unit	Unit Mix	Square Feet	Rent PSF	Current Rent	Market Rent	Move-in Date	Notes
1	1 bd + 1 ba	580	\$2.72	\$1,575.00	\$1,575.00	01/12/2023	Utility Recapture \$55.00 (RUB)
2	1 bd + 1 ba	580	\$2.46	\$1,425.00	\$1,425.00	02/10/2023	Utility Recapture \$55.00 (RUB)
3	1 bd + 1 ba	580	\$2.41	\$1,399.00	\$1,399.00	01/02/2023	Utility Recapture \$55.00 (RUB)
4	1 bd + 1 ba	580	\$2.84	\$1,650.00	\$1,650.00	09/08/2022	Pet Rent Additional \$43.98 per month, Admin Fee Additional \$22.80 per month
5	1 bd + 1 ba	578	\$2.51	\$1,450.00	\$1,450.00	03/29/2023	Utility Recapture \$55.00 (RUB). This is a Front Unit
6	1 bd + 1 ba	578	\$2.47	\$1,425.00	\$1,425.00	06/30/2023	Utility Recapture \$155 (RUB) includes electricity. Pet Rent Additional \$30 per month
7	Studio + 1 ba	256	\$3.90	\$999.00	\$999.00	08/04/2023	Utility Recapture \$155 (RUB)
Totals/Averages		3,732	\$2.76	\$9,923.00	\$9,923.00		

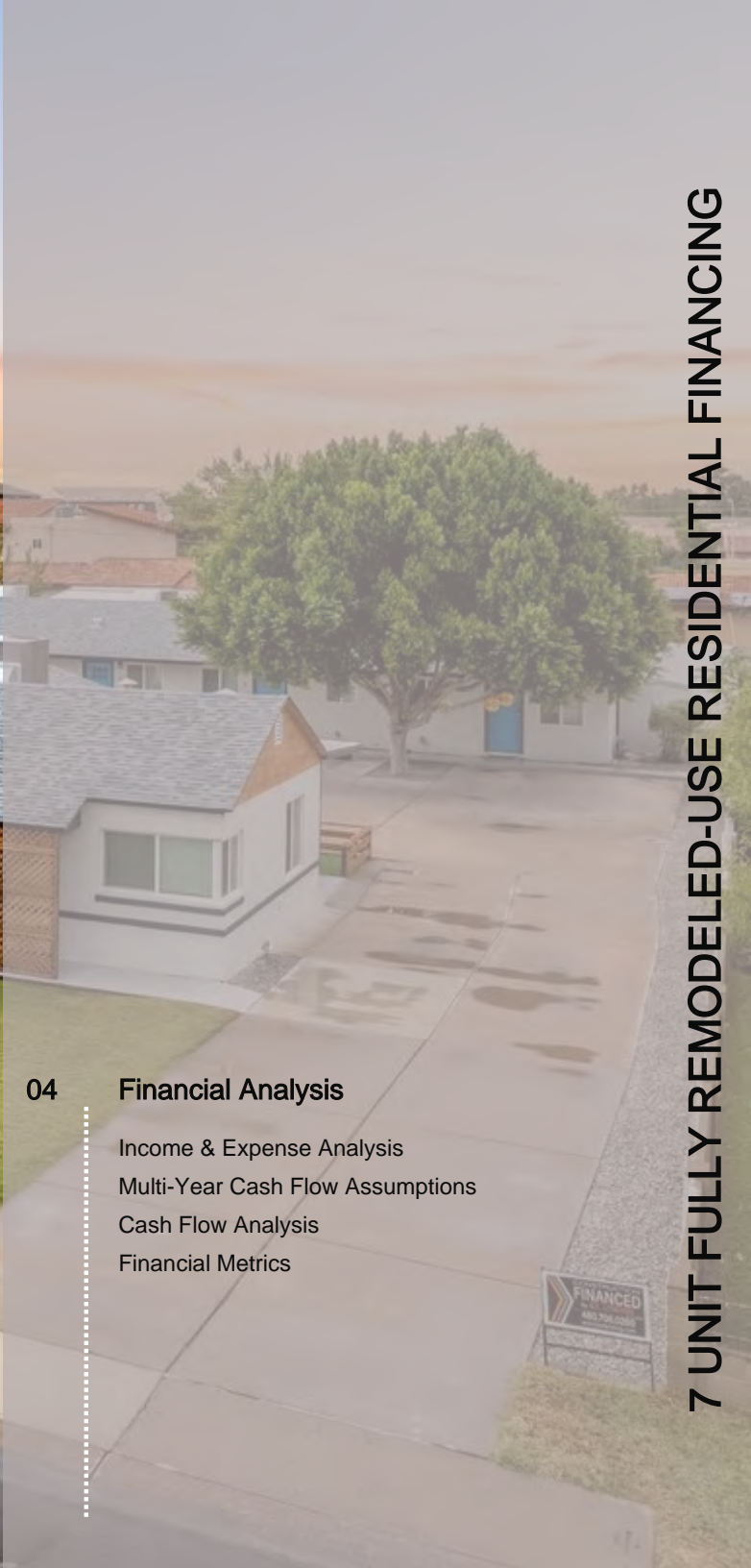




04

Financial Analysis

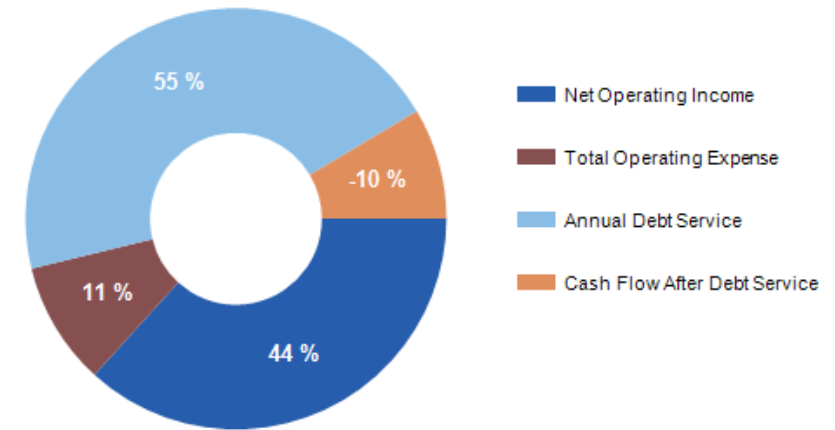
- Income & Expense Analysis
- Multi-Year Cash Flow Assumptions
- Cash Flow Analysis
- Financial Metrics



REVENUE ALLOCATION

CURRENT

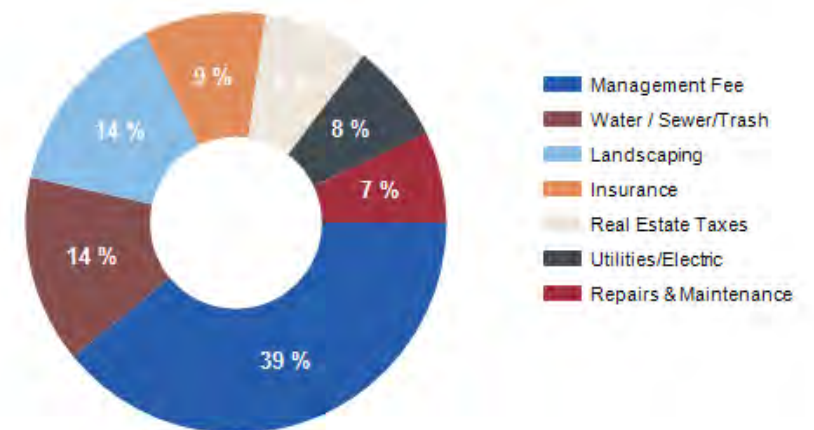
INCOME	CURRENT		PRO FORMA	
Gross Potential Rent	\$116,652	93.2 %	\$125,000	93.4 %
Pet Rent	\$1,200	1.0 %	\$1,200	0.9 %
RUBS	\$6,060	4.8 %	\$6,500	4.9 %
Storage Room	\$1,200	1.0 %	\$1,200	0.9 %
Gross Potential Income	\$125,112		\$133,900	
General Vacancy	-3.00 %		-3.00 %	
Effective Gross Income	\$121,612		\$130,150	
Less Expenses	\$24,927	20.49 %	\$25,610	19.67 %
Net Operating Income	\$96,685		\$104,540	
Annual Debt Service	\$119,155		\$119,155	
Cash flow	(\$22,469)		(\$14,615)	
Debt Coverage Ratio	0.81		0.88	



EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	\$2,016	\$288	\$2,016	\$288
Insurance	\$2,332	\$333	\$2,332	\$333
Management Fee	\$9,729	\$1,390	\$10,412	\$1,487
Repairs & Maintenance	\$1,750	\$250	\$1,750	\$250
Water / Sewer/Trash	\$3,600	\$514	\$3,600	\$514
Landscaping	\$3,600	\$514	\$3,600	\$514
Utilities/Electric	\$1,900	\$271	\$1,900	\$271
Total Operating Expense	\$24,927	\$3,561	\$25,610	\$3,659
Annual Debt Service	\$119,155		\$119,155	
Expense / SF	\$6.47		\$6.64	
% of EGI	20.49 %		19.67 %	

DISTRIBUTION OF EXPENSES

CURRENT



GLOBAL

Offering Price	\$1,990,000
Analysis Period	5 year(s)

INCOME - Growth Rates

Gross Potential Rent	3.00 %
Pet Rent	1.50 %
RUBS	1.50 %
Storage Room	1.50 %

Notes Rents are projected to increase a minimum of 3%

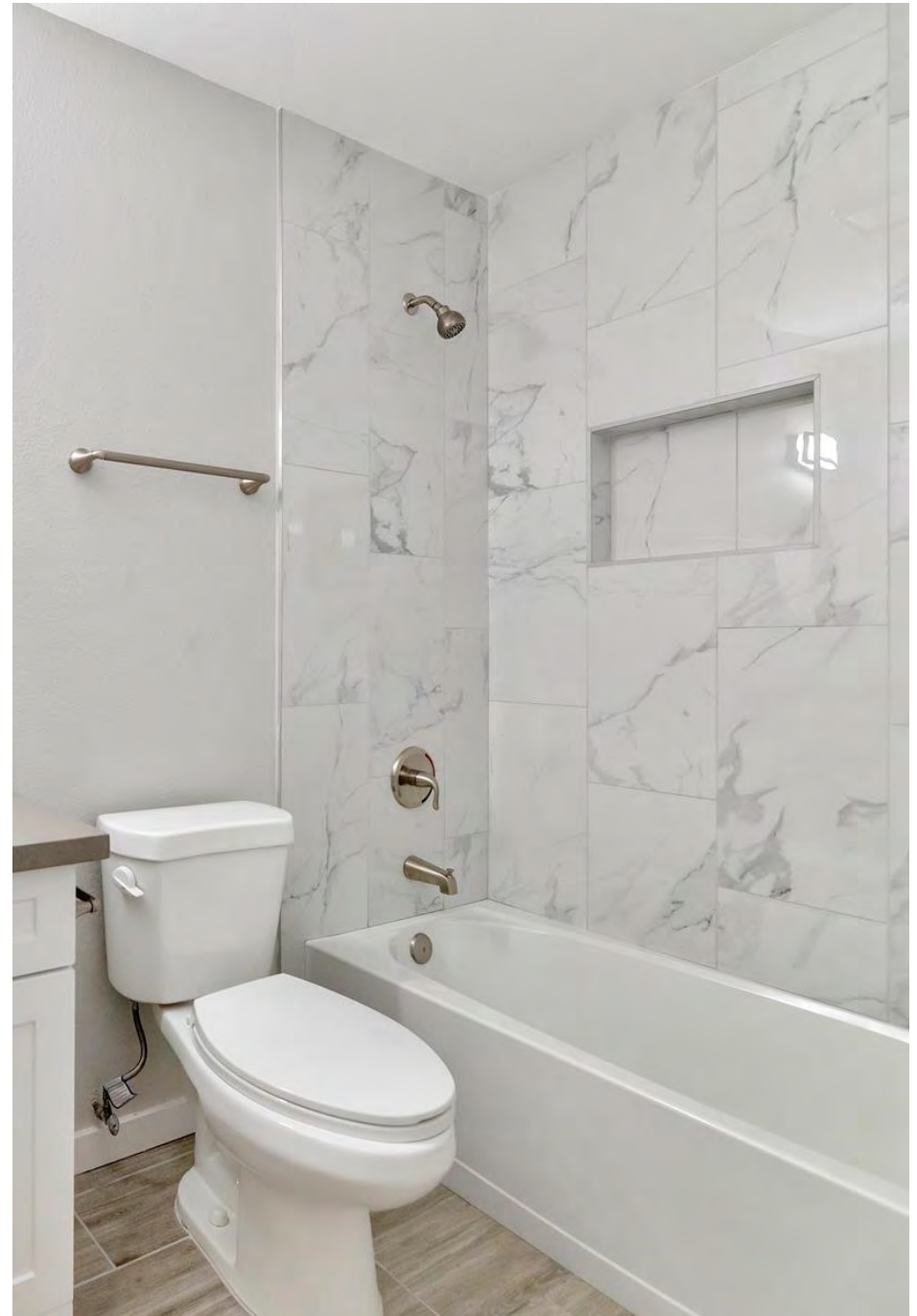
EXPENSES - Growth Rates

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

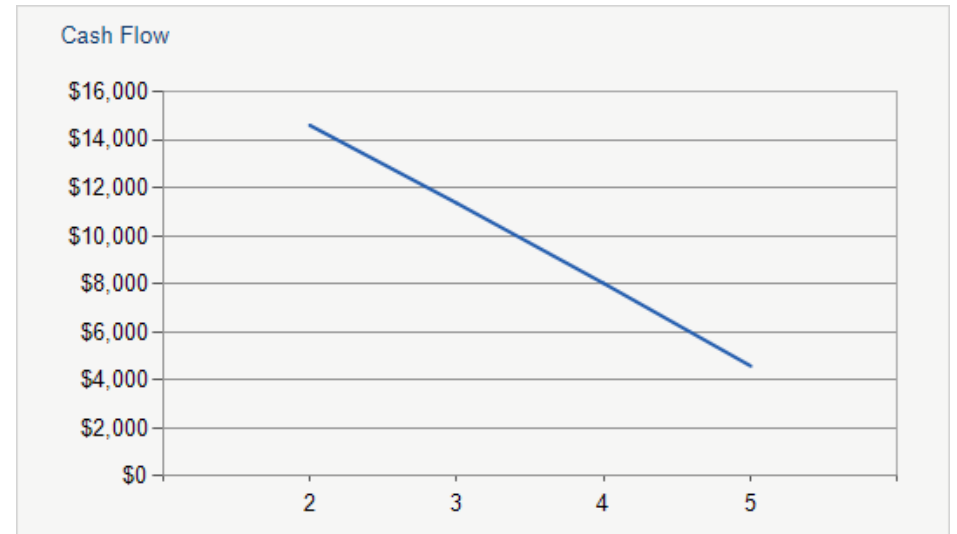
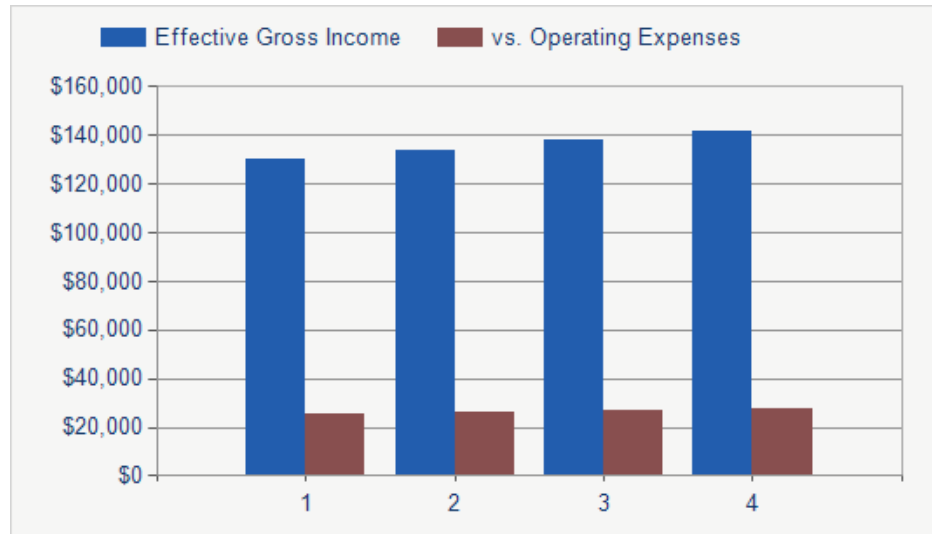
PROPOSED FINANCING

Commercial Financing

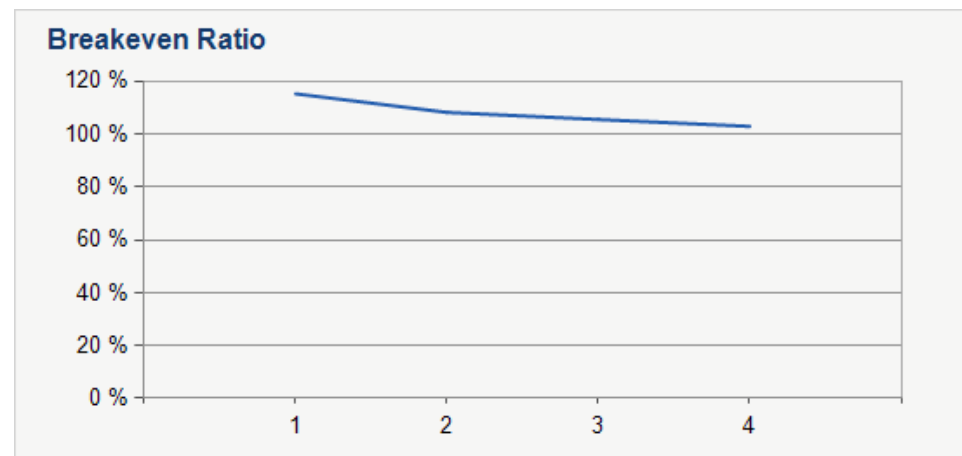
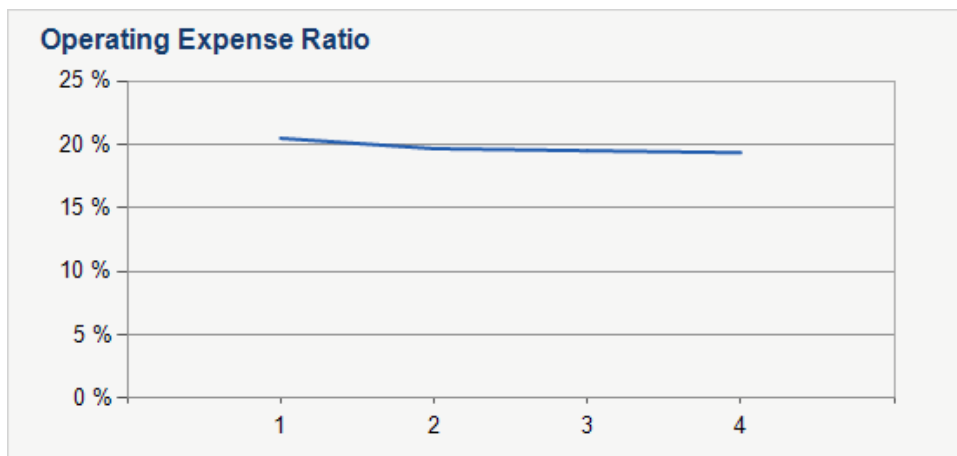
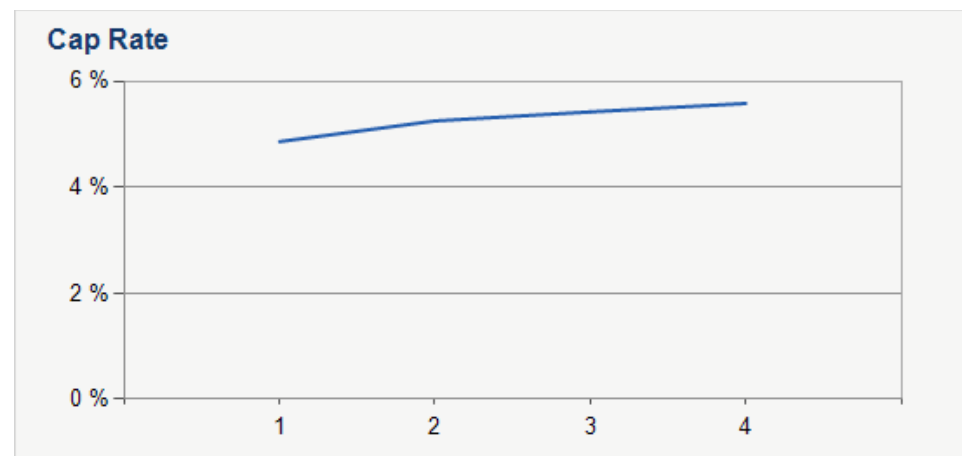
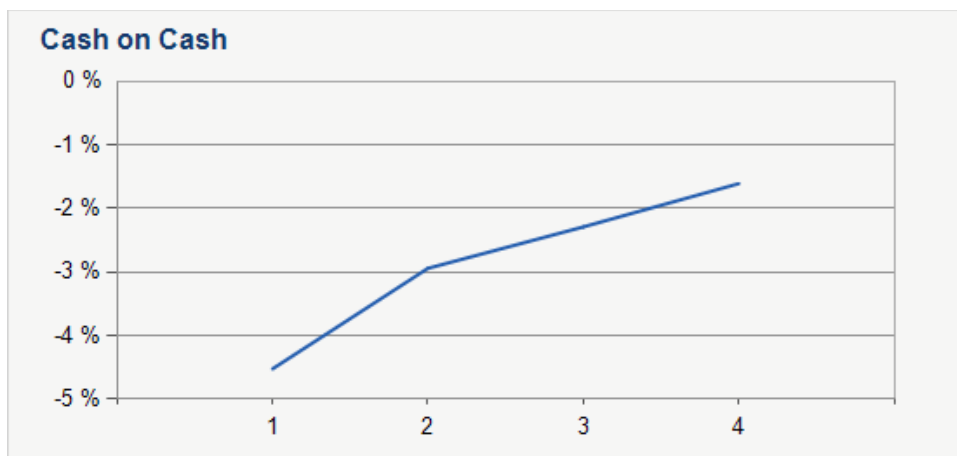
Loan Type	Amortized
Down Payment	\$497,500
Loan Amount	\$1,492,500
Interest Rate	7.00 %
Loan Terms	30
Annual Debt Service	\$119,155
Loan to Value	75 %
Amortization Period	30 Years



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5
Gross Revenue					
Gross Rental Income	\$116,652	\$125,000	\$128,750	\$132,613	\$136,591
Pet Rent	\$1,200	\$1,200	\$1,218	\$1,236	\$1,255
RUBS	\$6,060	\$6,500	\$6,598	\$6,696	\$6,797
Storage Room	\$1,200	\$1,200	\$1,218	\$1,236	\$1,255
Gross Potential Income	\$125,112	\$133,900	\$137,784	\$141,782	\$145,897
General Vacancy	-3.00 %	-3.00 %	-3.00 %	-3.00 %	-3.00 %
Effective Gross Income	\$121,612	\$130,150	\$133,921	\$137,803	\$141,800
Operating Expenses					
Real Estate Taxes	\$2,016	\$2,016	\$2,046	\$2,077	\$2,108
Insurance	\$2,332	\$2,332	\$2,367	\$2,402	\$2,439
Management Fee	\$9,729	\$10,412	\$10,714	\$11,024	\$11,344
Repairs & Maintenance	\$1,750	\$1,750	\$1,776	\$1,803	\$1,830
Water / Sewer/Trash	\$3,600	\$3,600	\$3,654	\$3,709	\$3,764
Landscaping	\$3,600	\$3,600	\$3,654	\$3,709	\$3,764
Utilities/Electric	\$1,900	\$1,900	\$1,929	\$1,957	\$1,987
Total Operating Expense	\$24,927	\$25,610	\$26,140	\$26,682	\$27,236
Net Operating Income	\$96,685	\$104,540	\$107,781	\$111,122	\$114,563
Annual Debt Service	\$119,155	\$119,155	\$119,155	\$119,155	\$119,155
Cash Flow	(\$22,469)	(\$14,615)	(\$11,374)	(\$8,033)	(\$4,591)



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5
Cash on Cash Return b/t	-4.52 %	-2.94 %	-2.29 %	-1.61 %	-0.92 %
CAP Rate	4.86 %	5.25 %	5.42 %	5.58 %	5.76 %
Debt Coverage Ratio	0.81	0.88	0.90	0.93	0.96
Operating Expense Ratio	20.49 %	19.67 %	19.51 %	19.36 %	19.20 %
Gross Multiplier (GRM)	15.91	14.86	14.44	14.04	13.64
Loan to Value	75.02 %	74.19 %	73.46 %	72.48 %	71.62 %
Breakeven Ratio	115.16 %	108.11 %	105.45 %	102.86 %	100.34 %
Price / SF	\$516.21	\$516.21	\$516.21	\$516.21	\$516.21
Price / Unit	\$284,286	\$284,286	\$284,286	\$284,286	\$284,286
Income / SF	\$31.54	\$33.76	\$34.73	\$35.74	\$36.78
Expense / SF	\$6.46	\$6.64	\$6.78	\$6.92	\$7.06





05

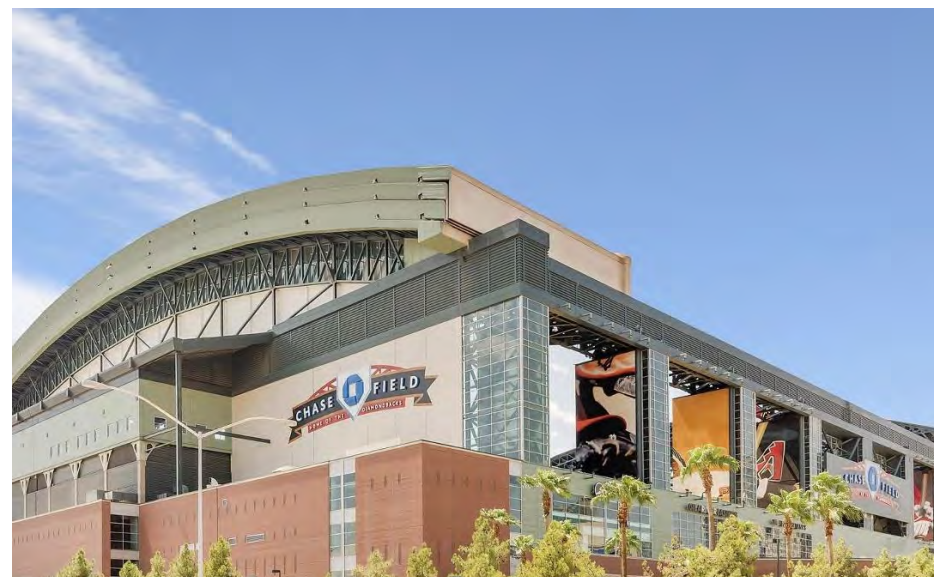
Demographics

Demographics

Demographic Charts

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	21,963	175,893	425,241
2010 Population	21,503	169,493	405,188
2022 Population	24,748	192,496	454,654
2027 Population	25,381	195,950	466,795
2022 African American	3,449	18,660	38,970
2022 American Indian	1,270	7,135	15,282
2022 Asian	686	8,446	18,014
2022 Hispanic	9,013	78,955	184,871
2022 Other Race	4,607	41,106	93,527
2022 White	11,150	88,132	217,632
2022 Multiracial	3,554	28,616	70,232
2022-2027: Population: Growth Rate	2.55 %	1.80 %	2.65 %
2022 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	1,262	7,765	18,604
\$15,000-\$24,999	1,322	7,433	16,666
\$25,000-\$34,999	1,104	5,976	15,280
\$35,000-\$49,999	1,741	11,051	25,741
\$50,000-\$74,999	2,003	13,256	35,073
\$75,000-\$99,999	912	8,388	21,617
\$100,000-\$149,999	1,225	8,203	22,814
\$150,000-\$199,999	402	2,913	8,250
\$200,000 or greater	497	4,081	9,277
Median HH Income	\$47,770	\$53,029	\$55,378
Average HH Income	\$72,860	\$80,768	\$81,200

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	10,387	72,223	175,026
2010 Total Households	9,161	63,093	153,658
2022 Total Households	10,468	69,065	173,325
2027 Total Households	10,729	70,336	178,606
2022 Average Household Size	2.34	2.66	2.55
2000 Owner Occupied Housing	3,255	35,253	87,593
2000 Renter Occupied Housing	6,340	32,517	76,149
2022 Owner Occupied Housing	3,245	32,386	83,685
2022 Renter Occupied Housing	7,222	36,680	89,639
2022 Vacant Housing	870	5,136	12,636
2022 Total Housing	11,338	74,201	185,961
2027 Owner Occupied Housing	3,411	33,815	87,550
2027 Renter Occupied Housing	7,318	36,521	91,056
2027 Vacant Housing	878	5,181	12,776
2027 Total Housing	11,607	75,517	191,382
2022-2027: Households: Growth Rate	2.45 %	1.85 %	3.00 %



Source: esri

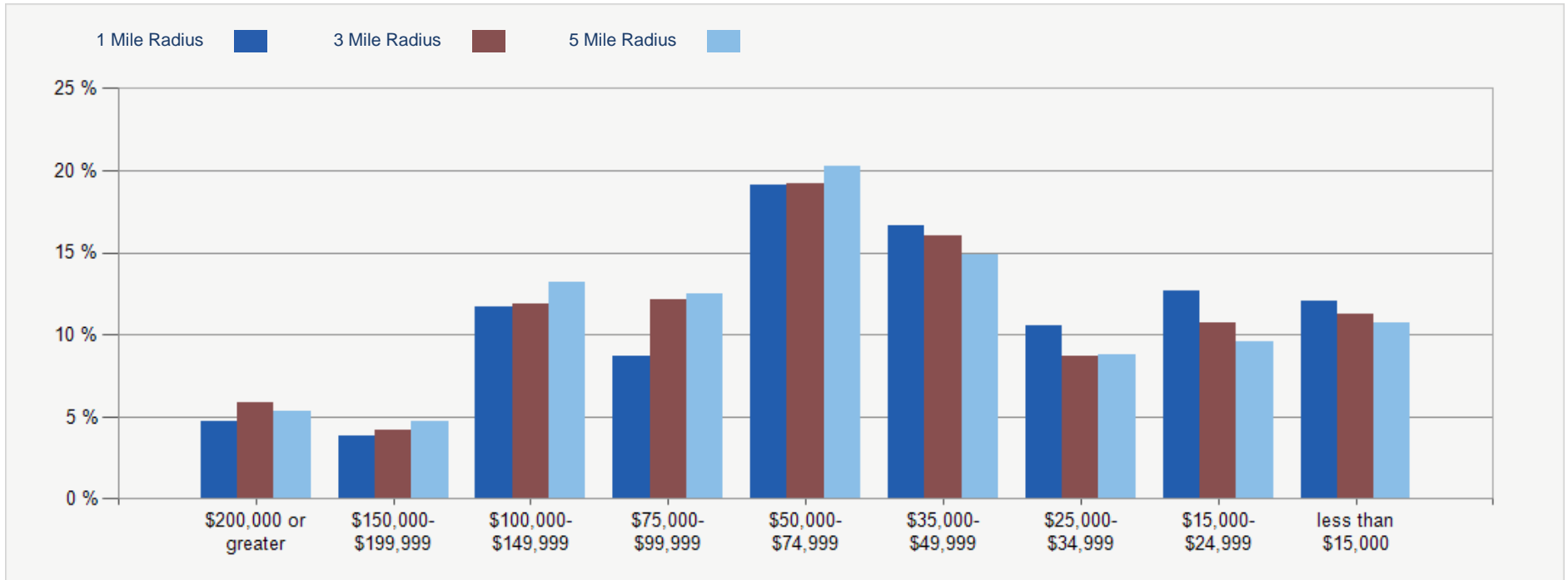
2022 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2022 Population Age 30-34	2,009	13,462	33,498
2022 Population Age 35-39	1,603	11,923	29,396
2022 Population Age 40-44	1,371	11,030	26,963
2022 Population Age 45-49	1,367	10,704	25,545
2022 Population Age 50-54	1,364	10,679	25,743
2022 Population Age 55-59	1,336	10,698	25,823
2022 Population Age 60-64	1,197	9,909	24,627
2022 Population Age 65-69	1,050	8,482	21,228
2022 Population Age 70-74	868	6,783	16,967
2022 Population Age 75-79	626	5,055	12,060
2022 Population Age 80-84	445	3,235	7,536
2022 Population Age 85+	631	3,698	7,885
2022 Population Age 18+	18,832	145,618	345,519
2022 Median Age	34	34	35

2022 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$47,387	\$51,188	\$54,078
Average Household Income 25-34	\$67,624	\$69,712	\$71,801
Median Household Income 35-44	\$52,000	\$57,750	\$61,505
Average Household Income 35-44	\$81,606	\$86,094	\$87,897
Median Household Income 45-54	\$55,298	\$61,042	\$63,813
Average Household Income 45-54	\$82,355	\$93,917	\$93,612
Median Household Income 55-64	\$53,818	\$59,143	\$61,761
Average Household Income 55-64	\$82,061	\$93,132	\$92,607
Median Household Income 65-74	\$48,728	\$52,672	\$53,588
Average Household Income 65-74	\$76,649	\$83,286	\$81,715
Average Household Income 75+	\$58,941	\$64,736	\$63,648

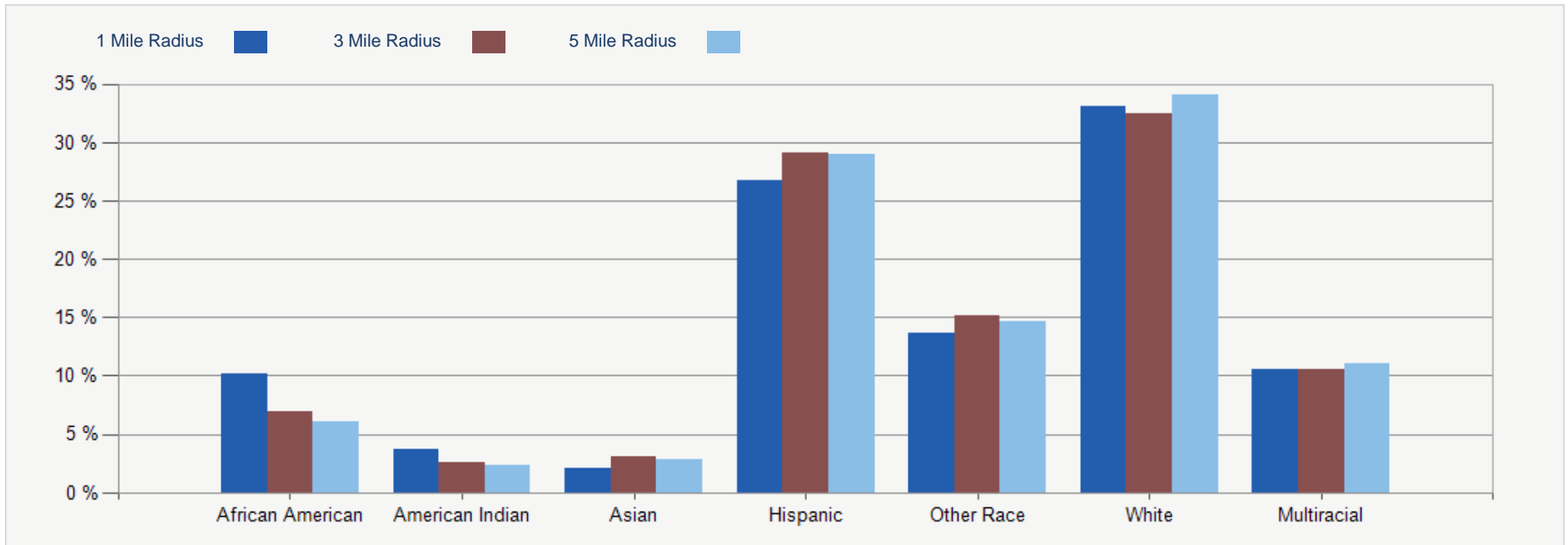
2027 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2027 Population Age 30-34	2,030	14,108	34,929
2027 Population Age 35-39	1,777	12,623	31,684
2027 Population Age 40-44	1,463	11,310	28,025
2027 Population Age 45-49	1,358	10,765	26,246
2027 Population Age 50-54	1,295	10,124	24,397
2027 Population Age 55-59	1,277	10,137	24,585
2027 Population Age 60-64	1,227	9,652	23,846
2027 Population Age 65-69	1,066	8,917	22,563
2027 Population Age 70-74	947	7,470	18,561
2027 Population Age 75-79	768	5,833	14,449
2027 Population Age 80-84	563	4,045	9,631
2027 Population Age 85+	654	3,910	8,628
2027 Population Age 18+	19,412	148,348	355,494
2027 Median Age	34	34	35

2027 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$58,462	\$61,612	\$64,050
Average Household Income 25-34	\$84,135	\$84,908	\$86,562
Median Household Income 35-44	\$65,716	\$71,620	\$76,254
Average Household Income 35-44	\$98,827	\$102,581	\$104,748
Median Household Income 45-54	\$68,574	\$73,613	\$76,621
Average Household Income 45-54	\$99,252	\$108,221	\$109,192
Median Household Income 55-64	\$63,755	\$71,289	\$75,393
Average Household Income 55-64	\$96,329	\$107,786	\$108,631
Median Household Income 65-74	\$58,717	\$65,143	\$65,114
Average Household Income 65-74	\$92,558	\$101,805	\$99,472
Average Household Income 75+	\$70,082	\$82,907	\$82,000

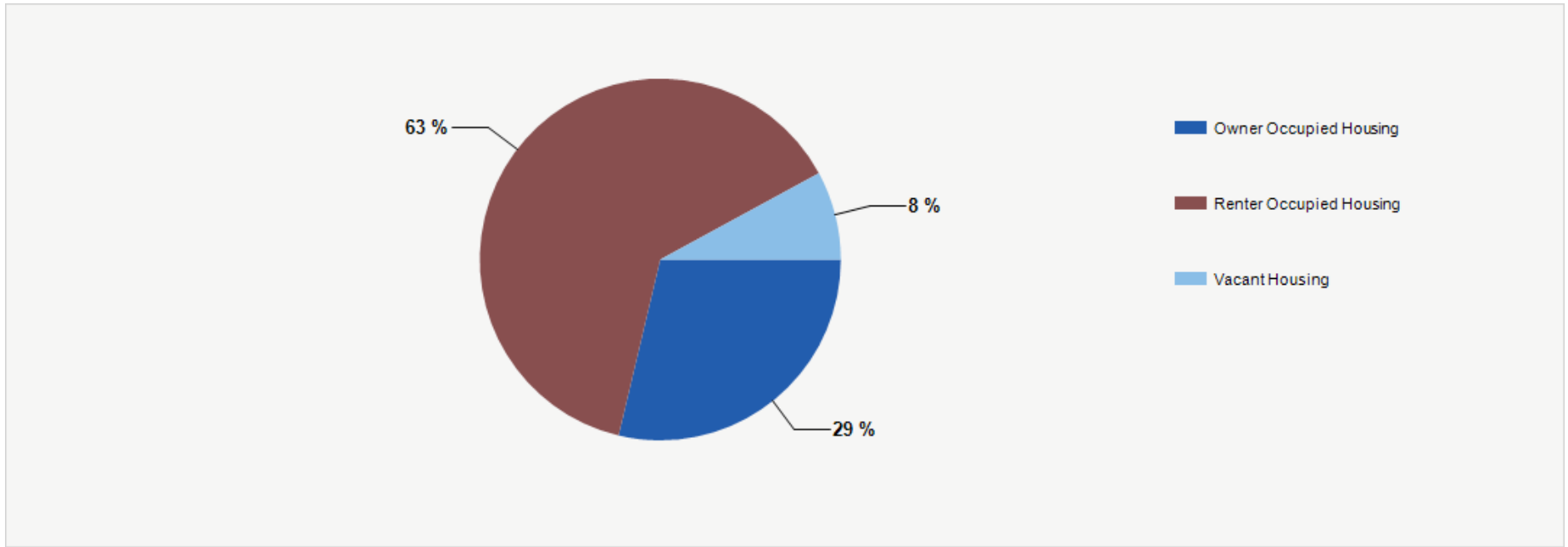
2022 Household Income



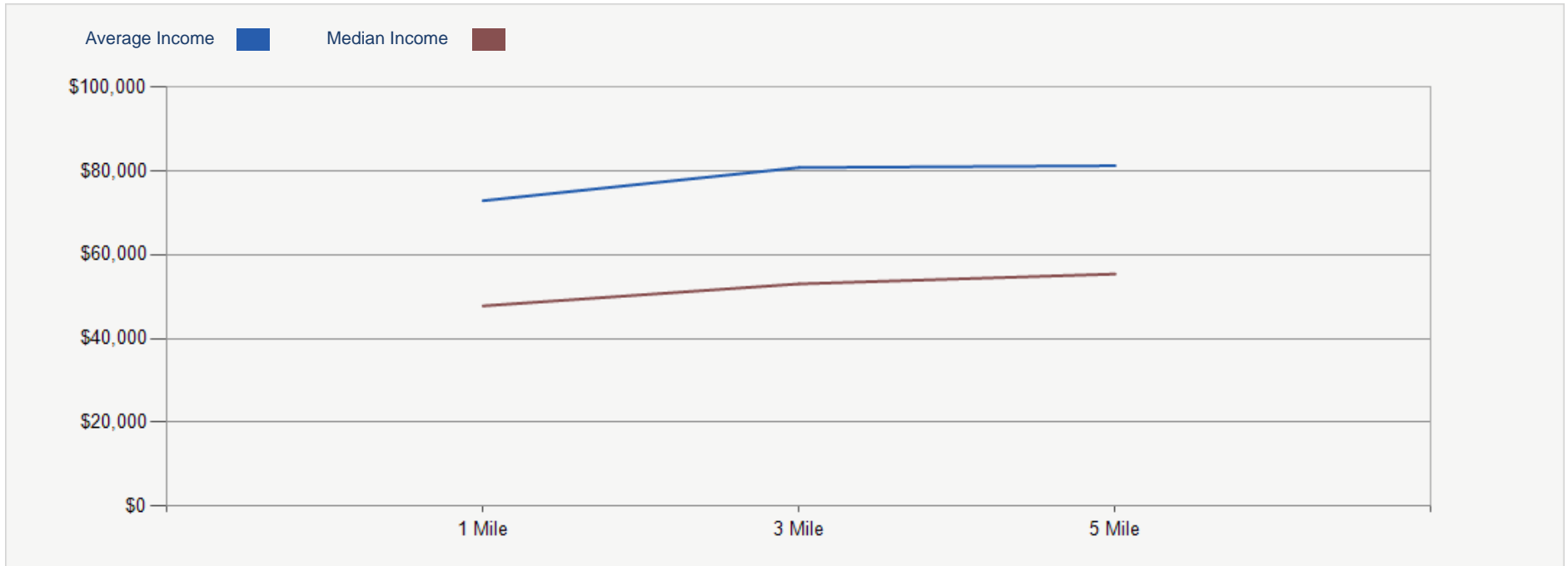
2022 Population by Race



2022 Household Occupancy - 1 Mile Radius



2022 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.

7 Unit Fully Remodeled-Use Residential Financing



Exclusively Marketed by:

Linda Gerchick
Gerchick Real Estate
CCIM
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