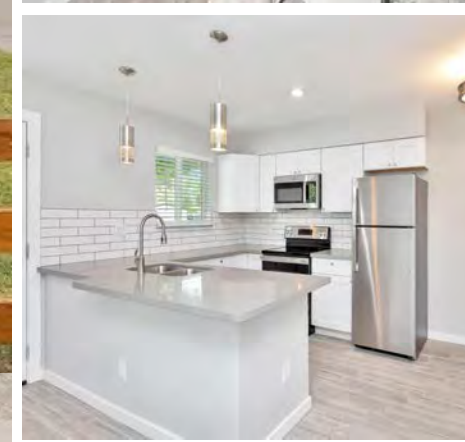
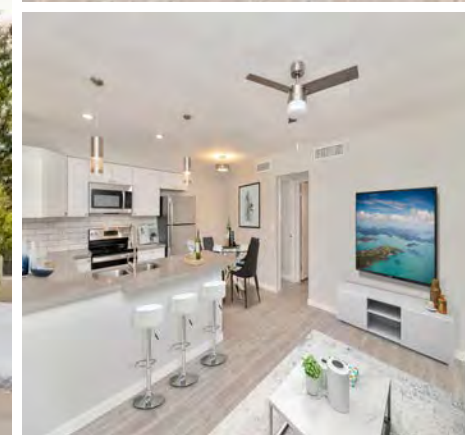


7 Unit Fully Remodeled-Use Residential Financing



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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www.justsoldit.com



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)	\$100,654
NOI (Pro Forma)	\$110,304
CAP RATE (CURRENT)	5.06%
CAP RATE (Pro Forma)	5.54%
CASH ON CASH (CURRENT)	-1.35%
CASH ON CASH (Pro Forma)	0.59%
GRM (CURRENT)	15.94
GRM (Pro Forma)	14.77

PROPOSED FINANCING

2 Residential Loans	
LOAN TYPE	Amortized
DOWN PAYMENT	\$497,500
LOAN AMOUNT	\$1,492,500
INTEREST RATE	6.00%
LOAN TERMS	30
ANNUAL DEBT SERVICE	\$107,374
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

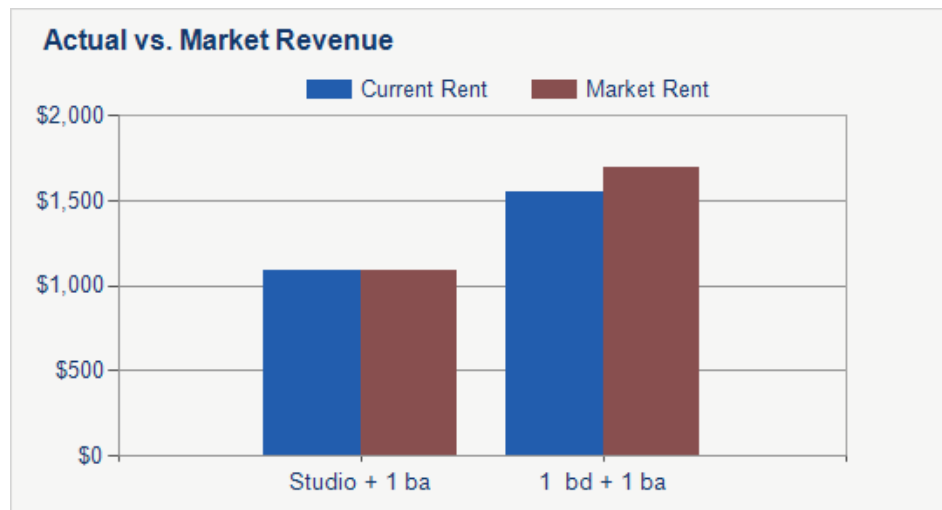
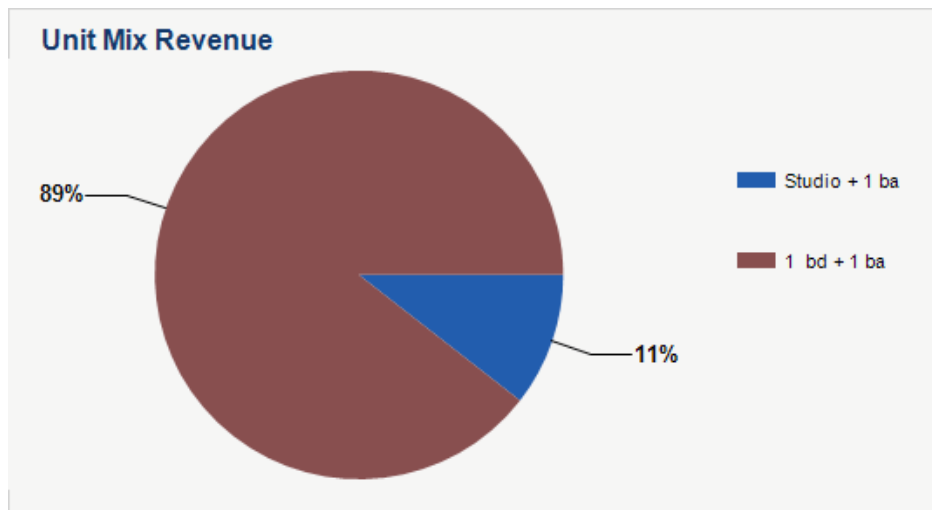
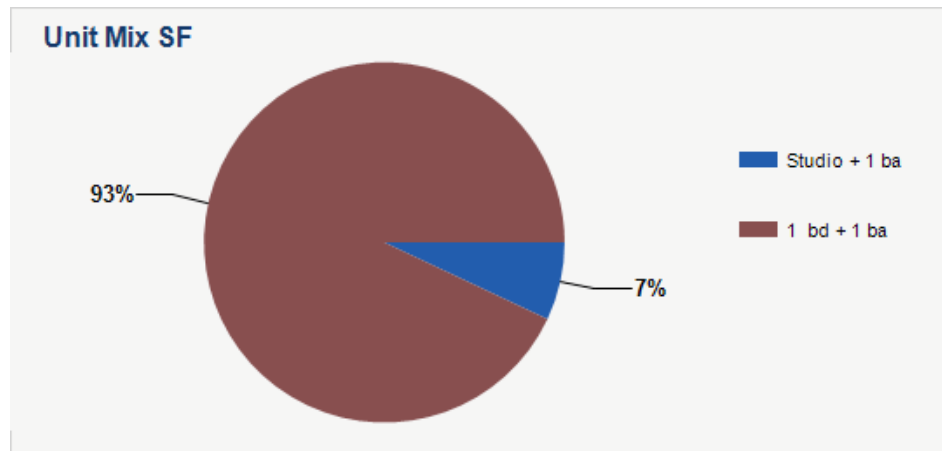
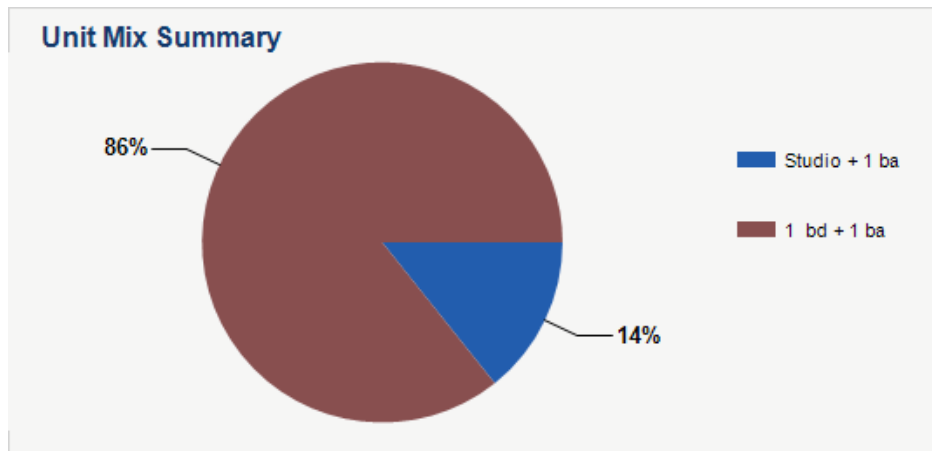
- This 7-unit apartment building in Phoenix offers a rare opportunity for investors to own property in a desirable location. Located in the North Phoenix district, the building is situated in an area that is a blend of historic buildings and trendy establishments.

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

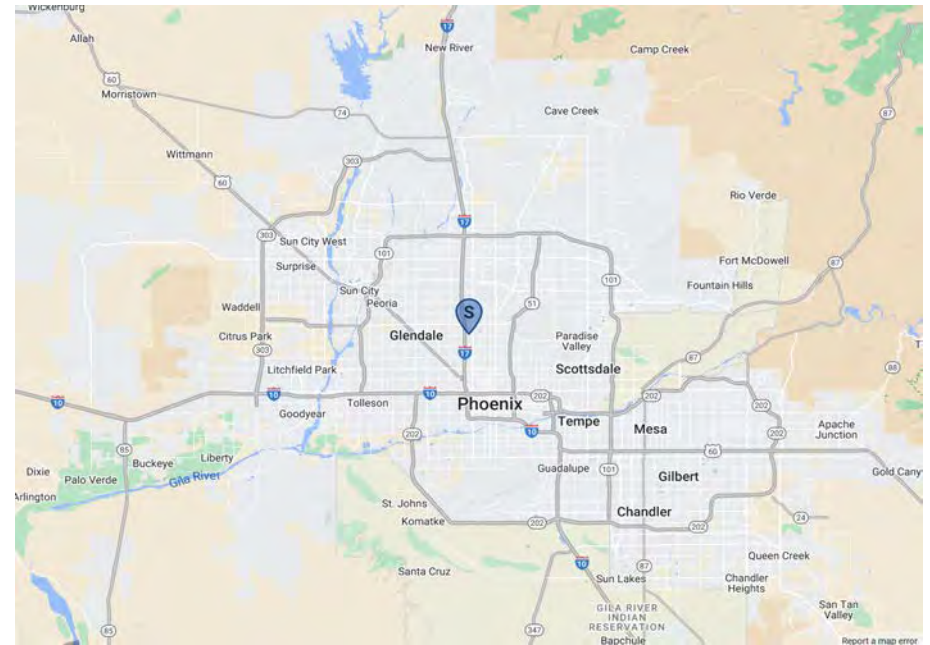


Location

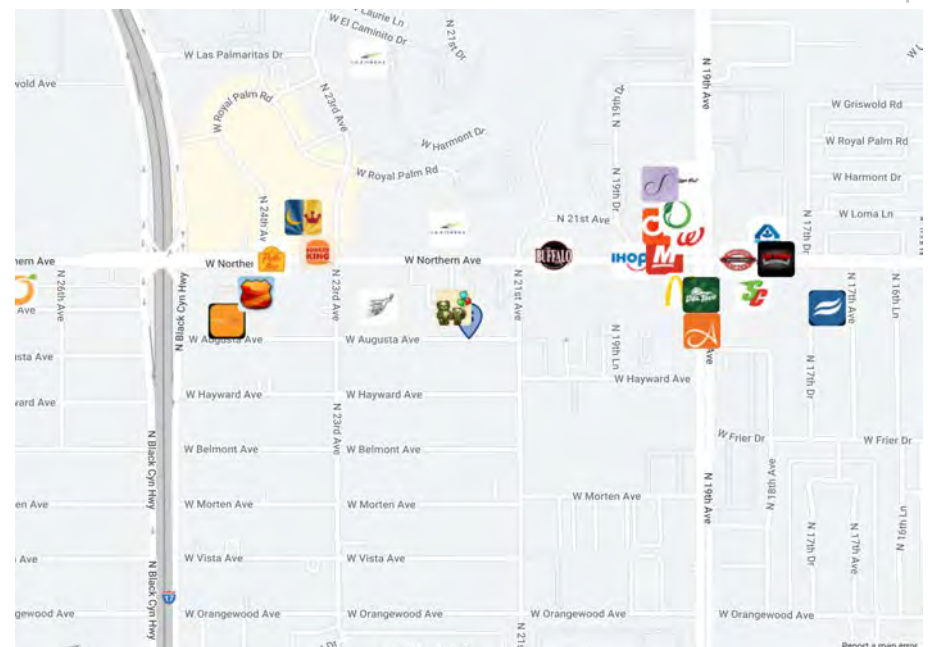
- The area around 21 Ave and Northern in Phoenix AZ is a bustling commercial and residential hub that offers a plethora of employment opportunities, making it a highly sought-after destination for job seekers. Some of the major employers in the area include Honeywell Aerospace, American Express, and Phoenix Children's Hospital, among others. With the presence of such reputed companies, the area has a strong employment base, attracting both young professionals and seasoned workers looking for career advancement opportunities.
- Apart from the strong job market, the 21 Ave and Northern area is also known for its vibrant entertainment scene. There are several shopping centers, restaurants, bars, and theaters in the vicinity, providing ample options for residents and visitors alike. The Metrocenter Mall, located a few miles from the area, is a popular destination for shoppers, offering a wide range of stores and dining options. Moreover, the area boasts a diverse range of culinary offerings, with several local eateries and international restaurants.
- One of the major attractions of the 21 Ave and Northern area is the Phoenix Light Rail, a modern public transportation system that connects several areas of the city, including downtown Phoenix, Tempe, and Mesa. The light rail has made commuting easier for residents and has helped to reduce traffic congestion in the area. Additionally, the light rail is an excellent option for visitors who want to explore the city's many attractions without having to worry about driving and parking.

The area also offers several recreational opportunities, including parks, hiking trails, and sports facilities. The North Mountain Park and Preserve, located just a few miles from the area, is a popular destination for hiking and outdoor activities. Moreover, the area has several sports facilities, including the Rose Mofford Sports Complex, which offers baseball, soccer, and softball fields.

Regional Map



Locator Map



- 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
---------	-----

MECHANICAL

HVAC	Heat Pump-Ind
FIRE SPRINKLERS	No

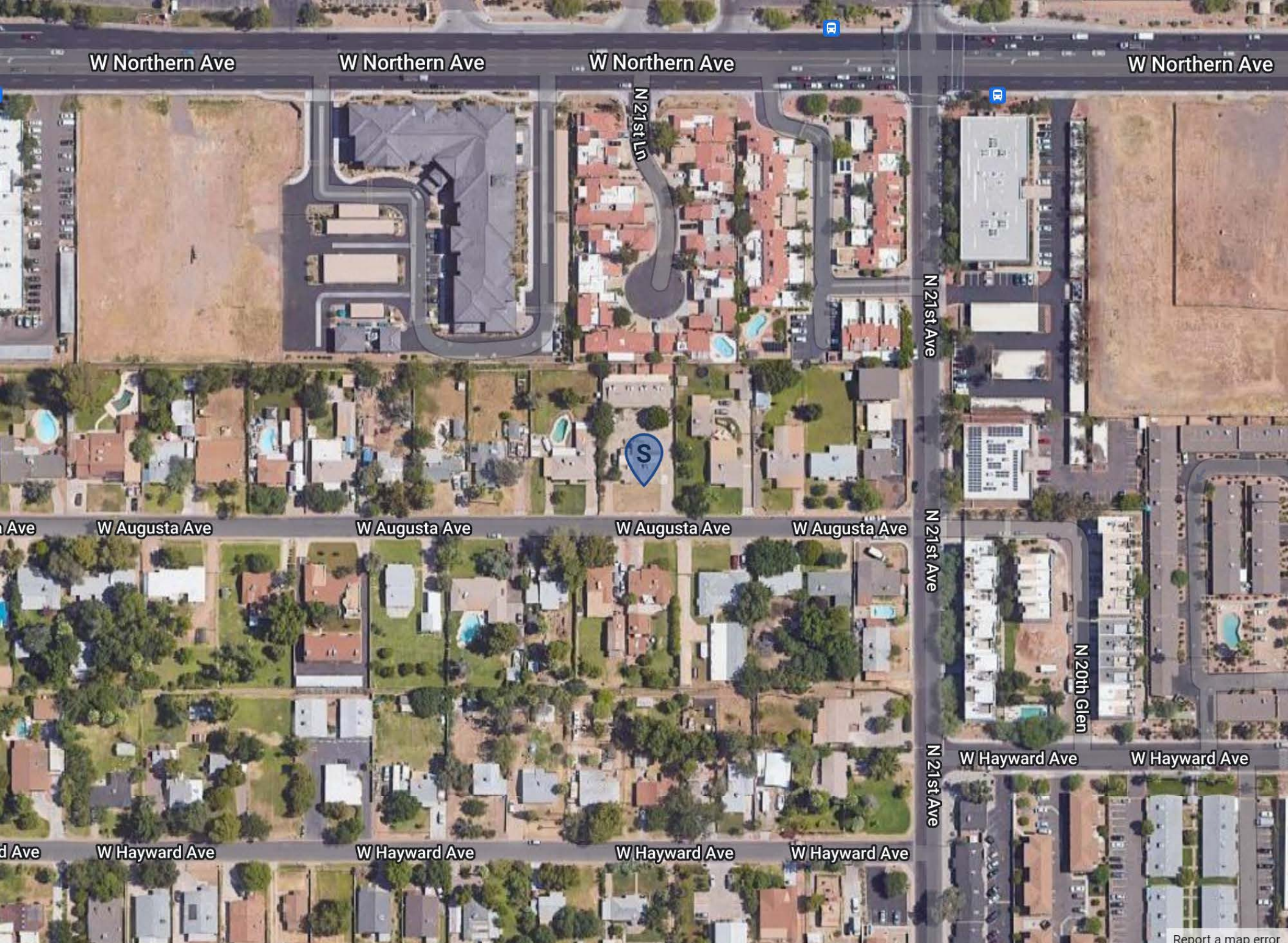
UTILITIES

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



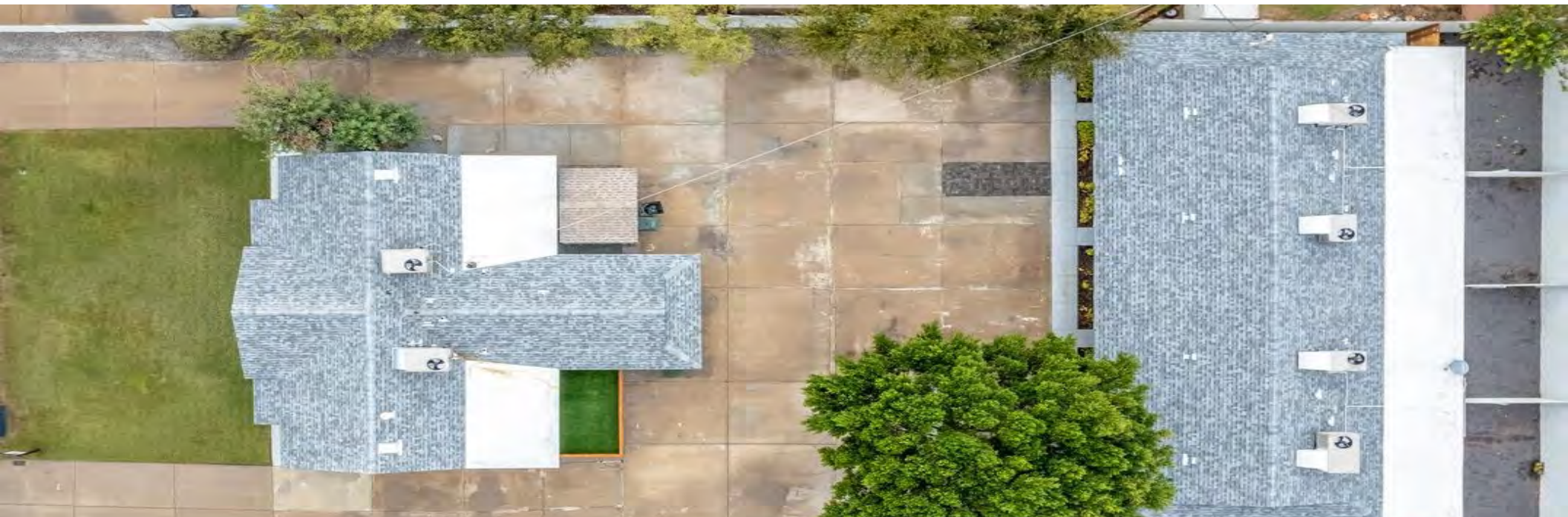
Stainless Appliances & Lazy Susan



Large Private Backyard



Backdoor to Patio & Laundry Rm



Freshly Landscaped Front Yard & Common Area/Parking



03

Rent Roll

Rent Roll

Rent Roll 9-10-2024

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		



Rent Roll

Exported On: 09/09/2024 04:25 PM

Properties: Augusta - 2122-2124 W. Augusta Avenue Phoenix, AZ 85021

Units: Active

As of: 09/09/2024

Include Non-Revenue Units: Yes

Unit	Unit Type	BD/B A	Tenant	Status	Sqft	Market Rent	Rent	Deposit	Lease From	Lease To
Augusta - 2122 W. Augusta Avenue Phoenix, AZ 85021										
1	A1	1/1.00	Todd M. Holt	Current	580	1,575.00	1,575.00	2,360.00	01/23/2024	01/22/2025
2	A1	1/1.00	Jessica Rashty	Current	580	1,575.00	1,425.00	1,399.00	02/10/2023	02/23/2025
3	A1	1/1.00	Ron Garcia	Current	580	1,575.00	1,399.00	775.00	01/02/2023	01/01/2025
4	A1	1/1.00	Vacant	Vacant	580	1,575.00	Vacant	0.00		
5	A2	1/1.00	Marlena L. Bell	Current	650	1,575.00	1,450.00	2,000.00	05/22/2024	05/31/2025
6	A3	1/1.00	Jerry Sebrasky	Current	675	1,575.00	1,425.00	1,425.00	09/15/2023	09/14/2025
7	E1	0/1.00	Kameran Johnson	Current	450	1,575.00	1,015.00	725.00	08/04/2023	08/03/2025
7 Units					4,095	11,025.00	8,289.00	8,684.00		
Total 7 Units					4,095	11,025.00	8,289.00	8,684.00		



04

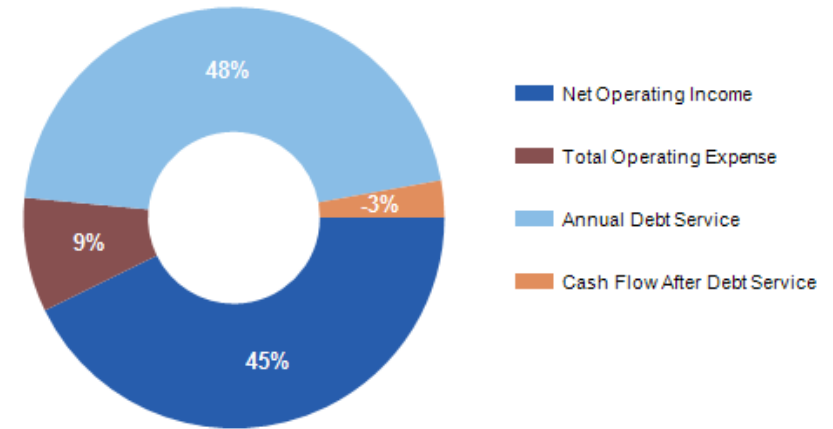
Financial Analysis

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

REVENUE ALLOCATION

CURRENT

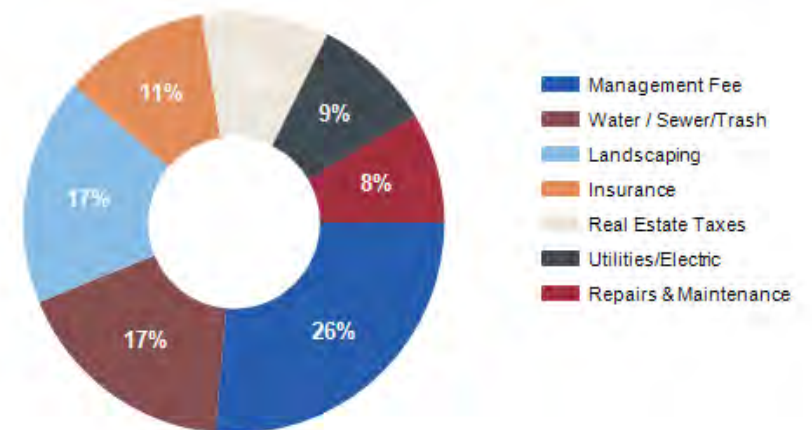
INCOME	CURRENT		PRO FORMA	
Gross Potential Rent	\$116,652	93.5%	\$126,600	93.9%
Pet Rent	\$888	0.7%	\$888	0.7%
RUBS	\$6,080	4.9%	\$6,080	4.5%
Storage Room	\$1,200	1.0%	\$1,200	0.9%
Gross Potential Income	\$124,820		\$134,768	
General Vacancy	-3.00%		-3.00%	
Effective Gross Income	\$121,320		\$130,970	
Less Expenses	\$20,666	17.03%	\$20,666	15.77%
Net Operating Income	\$100,654		\$110,304	
Annual Debt Service	\$107,374		\$107,374	
Cash flow	(\$6,720)		\$2,930	
Debt Coverage Ratio	0.94		1.03	



EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	\$2,024	\$289	\$2,024	\$289
Insurance	\$2,332	\$333	\$2,332	\$333
Management Fee	\$5,460	\$780	\$5,460	\$780
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	\$20,666	\$2,952	\$20,666	\$2,952
Annual Debt Service	\$107,374		\$107,374	
Expense / SF	\$5.36		\$5.36	
% of EGI	17.03%		15.77%	

DISTRIBUTION OF EXPENSES

CURRENT



GLOBAL

Offering Price	\$1,990,000
Analysis Period	5 year(s)
Millage Rate (not a growth rate)	0.10000%
Exit Cap Rate	5.44%

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%

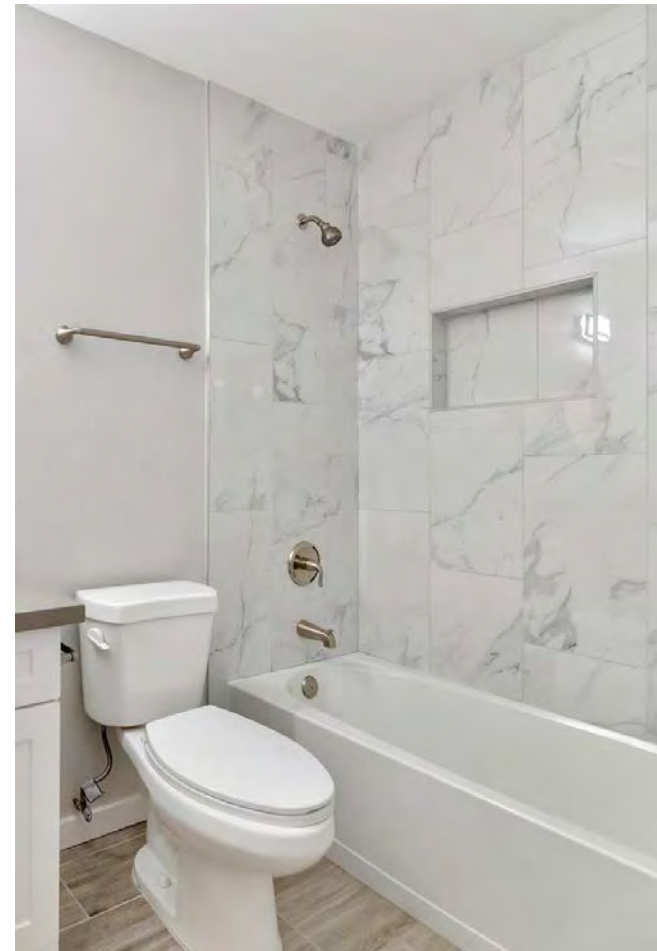
EXPENSES - Growth Rates

Real Estate Taxes	1.50%
Insurance	1.50%
Management Fee	3.00%
Repairs & Maintenance	1.50%
Water / Sewer/Trash	1.50%
Landscaping	1.50%
Utilities/Electric	1.50%

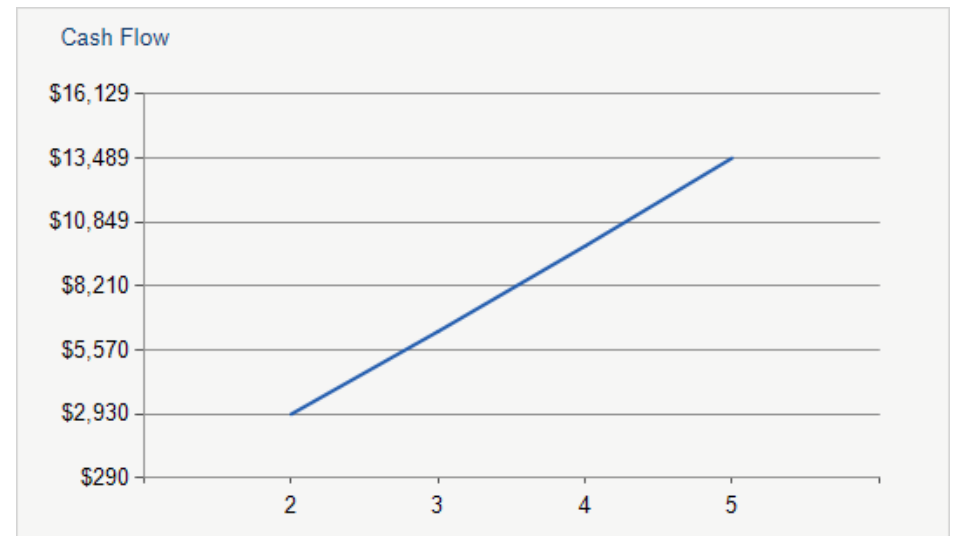
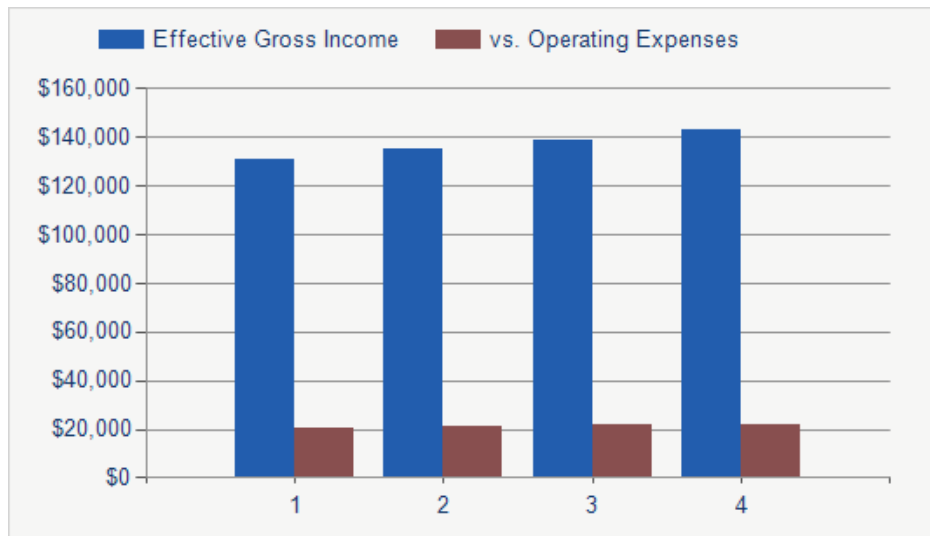
PROPOSED FINANCING

2 Residential Loans

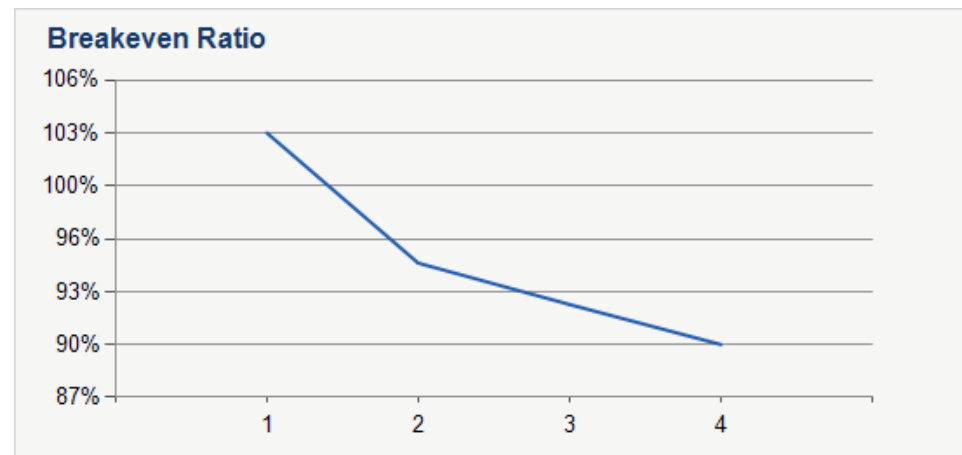
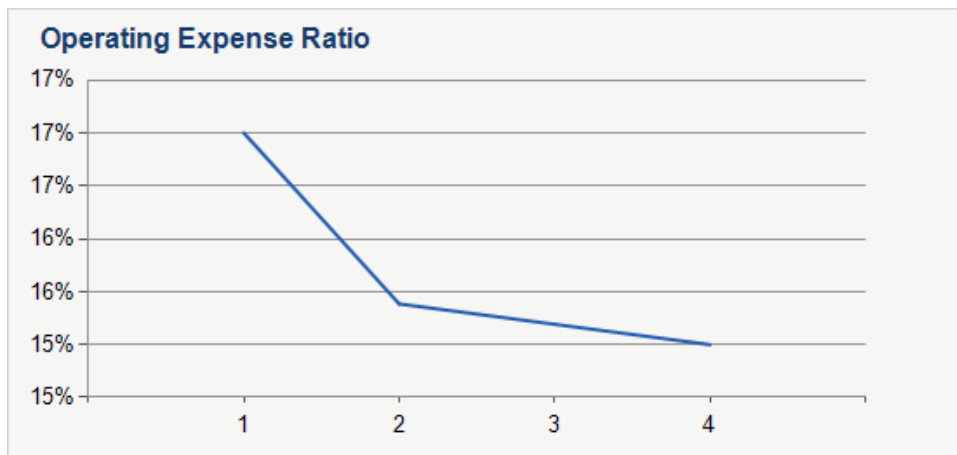
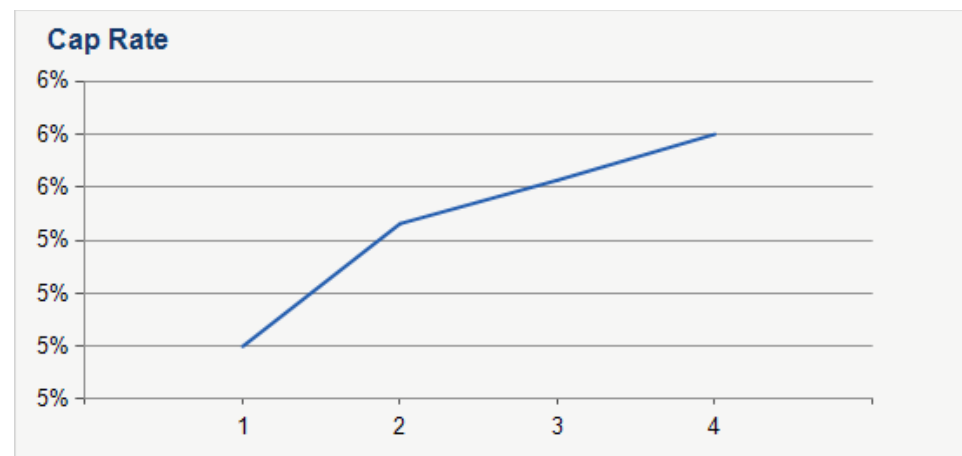
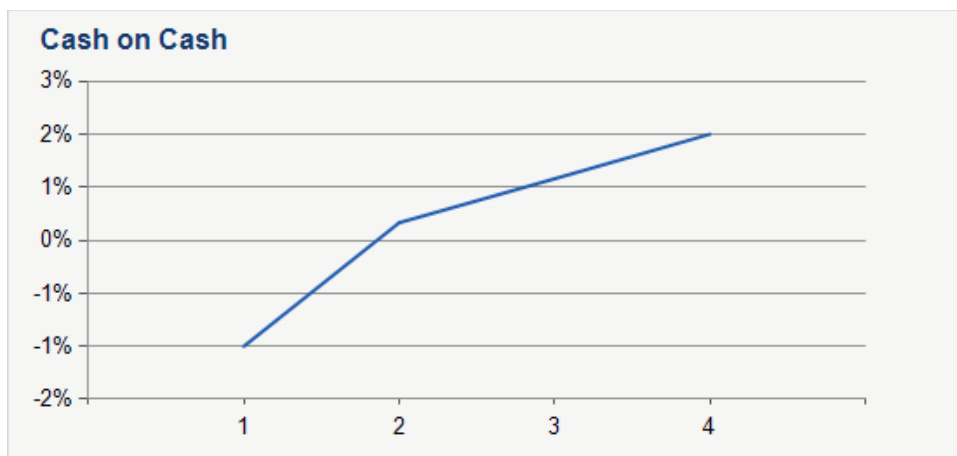
Loan Type	Amortized
Down Payment	\$497,500
Loan Amount	\$1,492,500
Interest Rate	6.00%
Loan Terms	30
Annual Debt Service	\$107,374
Loan to Value	75%
Amortization Period	30 Years



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5
Gross Revenue					
Gross Rental Income	\$116,652	\$126,600	\$130,398	\$134,310	\$138,339
Pet Rent	\$888	\$888	\$901	\$915	\$929
RUBS	\$6,080	\$6,080	\$6,171	\$6,264	\$6,358
Storage Room	\$1,200	\$1,200	\$1,218	\$1,236	\$1,255
Gross Potential Income	\$124,820	\$134,768	\$138,689	\$142,725	\$146,880
General Vacancy	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%
Effective Gross Income	\$121,320	\$130,970	\$134,777	\$138,696	\$142,730
Operating Expenses					
Real Estate Taxes	\$2,024	\$2,024	\$2,054	\$2,085	\$2,116
Insurance	\$2,332	\$2,332	\$2,367	\$2,402	\$2,439
Management Fee	\$5,460	\$5,460	\$5,624	\$5,793	\$5,966
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	\$20,666	\$20,666	\$21,058	\$21,458	\$21,867
Net Operating Income	\$100,654	\$110,304	\$113,719	\$117,237	\$120,863
Annual Debt Service	\$107,374	\$107,374	\$107,374	\$107,374	\$107,374
Cash Flow	(\$6,720)	\$2,930	\$6,345	\$9,863	\$13,489



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5
Cash on Cash Return b/t	-1.35%	0.59%	1.28%	1.98%	2.71%
CAP Rate	5.06%	5.54%	5.71%	5.89%	6.07%
Debt Coverage Ratio	0.94	1.03	1.06	1.09	1.13
Operating Expense Ratio	17.03%	15.77%	15.62%	15.47%	15.32%
Gross Multiplier (GRM)	15.94	14.77	14.35	13.94	13.55
Loan to Value	75.03%	74.04%	73.04%	72.05%	70.92%
Breakeven Ratio	102.58%	95.01%	92.60%	90.27%	87.99%
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	\$31.47	\$33.97	\$34.96	\$35.97	\$37.02
Expense / SF	\$5.36	\$5.36	\$5.46	\$5.56	\$5.67



3 YEAR SENSITIVITY ANALYSIS

EXIT CAP RATE	PROJECTED SALES PRICE	SALES PRICE/UNIT	SALES PRICE PSF	PROCEEDS AFTER LOAN PAYOFF	LEVERED IRR
4.44%	\$2,561,232	\$365,890	\$664	\$1,121,299	31.06%
4.69%	\$2,424,706	\$346,387	\$629	\$984,773	25.53%
4.94%	\$2,301,998	\$328,857	\$597	\$862,065	20.12%
5.19%	\$2,191,112	\$313,016	\$568	\$751,179	14.77%
5.44%	\$2,090,417	\$298,631	\$542	\$650,484	9.43%
5.69%	\$1,998,571	\$285,510	\$518	\$558,638	4.07%
5.94%	\$1,914,456	\$273,494	\$497	\$474,523	-1.38%
6.19%	\$1,837,136	\$262,448	\$477	\$397,203	-6.98%
6.44%	\$1,765,818	\$252,260	\$458	\$325,885	-12.82%



05

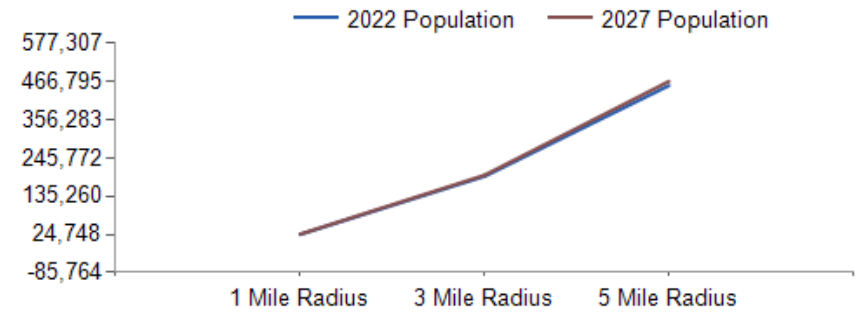
Demographics

Demographics

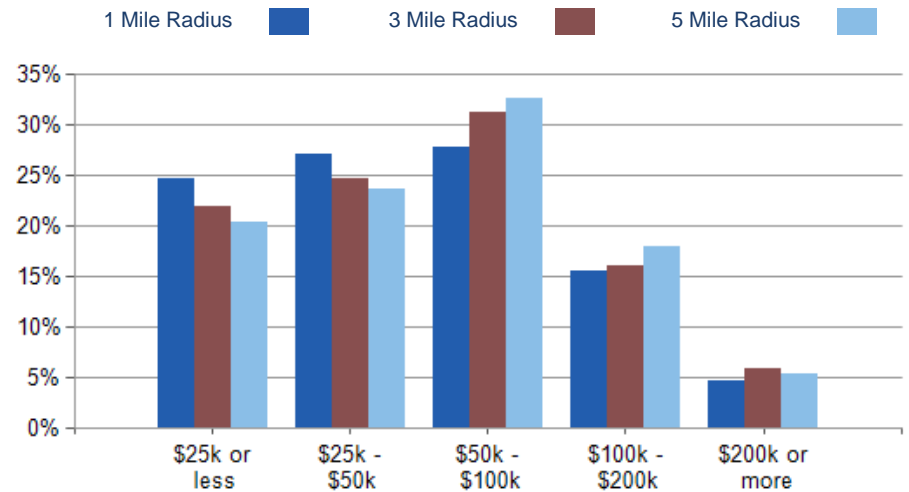
POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	21,963	175,893	425,241
2010 Population	21,503	169,493	405,188
2022 Population	24,748	192,496	454,654
2027 Population	25,381	195,950	466,795
2022-2027: Population: Growth Rate	2.55%	1.80%	2.65%

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

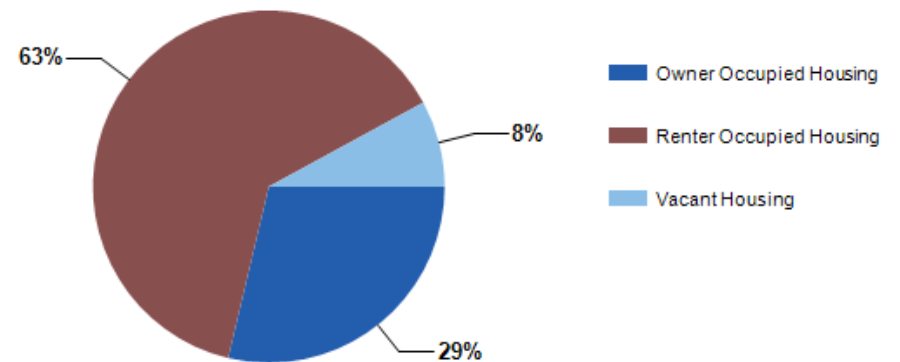
HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	10,387	72,223	175,026
2010 Total Households	9,161	63,093	153,658
2022 Total Households	10,468	69,065	173,325
2027 Total Households	10,729	70,336	178,606
2022 Average Household Size	2.34	2.66	2.55
2022-2027: Households: Growth Rate	2.45%	1.85%	3.00%



2022 Household Income

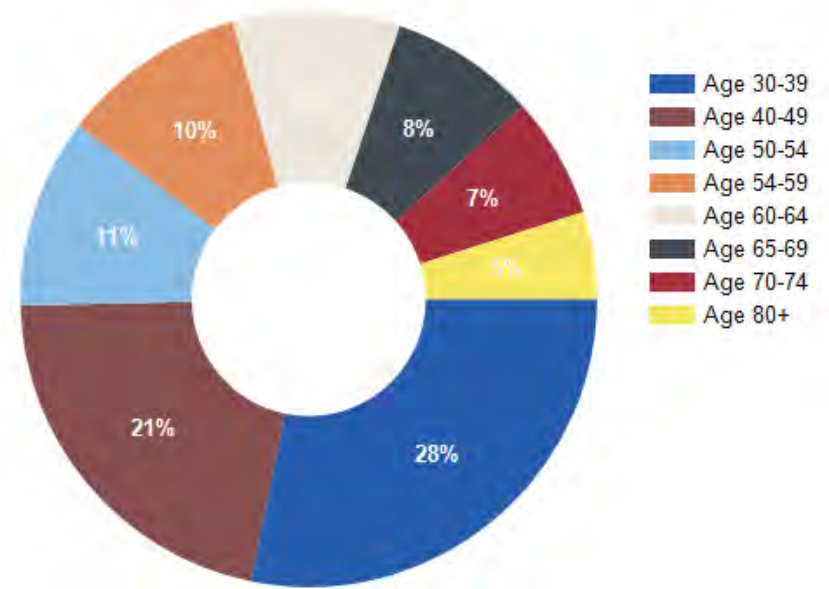


2022 Own vs. Rent - 1 Mile Radius

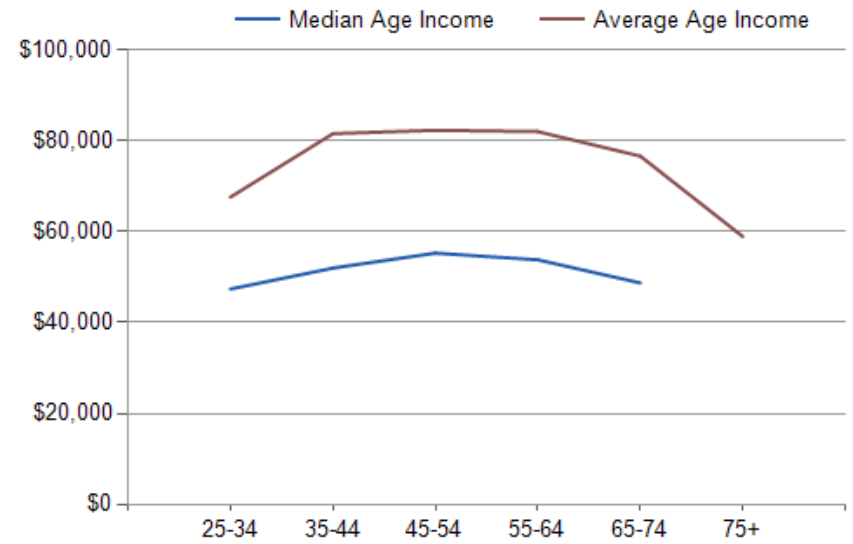


Source: esri

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
2027 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





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:

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CCIM
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