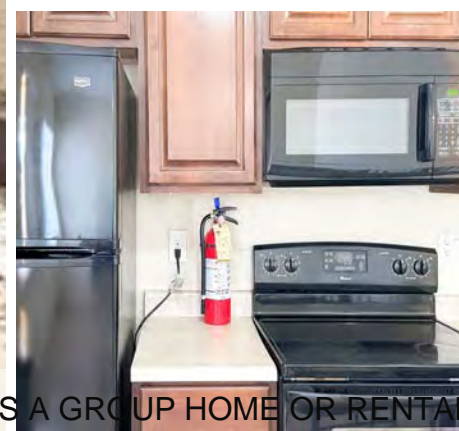
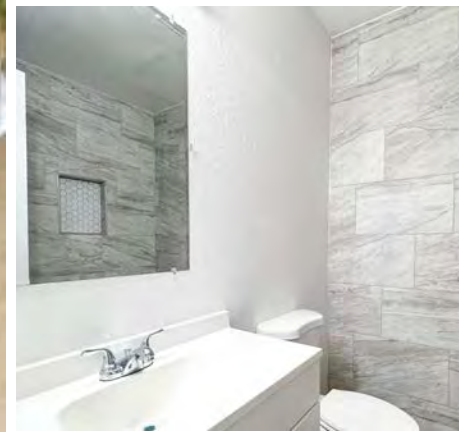


Prime 8-Unit Apartment Building



OFFERING MEMORANDUM | PRIME 8-UNIT APARTMENT BUILDING WITH EXTENSIVE UPGRADES**/USE AS A GROUP HOME OR RENTAL

8939 N 8th Street
Phoenix, AZ 85020



Prime 8-Unit Apartment Building

CONTENTS

01 Executive Summary

- Investment Summary
- Unit Mix Summary
- Location Summary

02 Property Description

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

03 Financial Analysis

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

04 Demographics

- Demographics
- Demographic Charts

05 Company Profile

- Company Bio
- Advisor Profile

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	8939 N 8th Street Phoenix AZ 85020
COUNTY	Maricopa
MARKET	North Phoenix
SUBMARKET	East Sunnyslope
BUILDING SF	4,558 SF
LAND SF	14,257 SF
LAND ACRES	0.327
NUMBER OF UNITS	8
YEAR BUILT	1946 1983 1987
YEAR RENOVATED	2029, 2024
APN	160-03-012-A
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	\$1,475,000
PRICE PSF	\$323.61
PRICE PER UNIT	\$184,375
NOI (Proforma Rental Comps by Third Party)	\$108,701
CAP RATE (Proforma Rental Comps by Third Party)	7.37%
CASH ON CASH (CURRENT)	-15.75%
CASH ON CASH (Proforma Rental Comps by Third Party)	5.30%
GRM (CURRENT)	0.00
GRM (Proforma Rental Comps by Third Party)	11.17

PROPOSED FINANCING

Commercial Loan	
LOAN TYPE	Amortized
DOWN PAYMENT	\$516,250
LOAN AMOUNT	\$958,750
INTEREST RATE	7.00%
LOAN TERMS	5
ANNUAL DEBT SERVICE	\$81,319
LOAN TO VALUE	65%
AMORTIZATION PERIOD	25 Years

DEMOGRAPHICS

	1 MILE	3 MILE	5 MILE
2024 Population	17,554	112,151	354,868
2024 Median HH Income	\$66,696	\$73,419	\$74,116
2024 Average HH Income	\$87,089	\$110,071	\$107,458



****Overview:****

- ****Overview:****

This meticulously upgraded 8-unit apartment complex offers a unique investment opportunity or a versatile property for various uses. The building features a comprehensive renovation and several high-quality enhancements, positioned in a competitive rental market.

****Unit Mix:****

 - ****6 Units:**** 1-bedroom apartments
 - ****2 Units:**** 2-bedroom, 1-bath apartments
 - ****1 Office Unit:**** This is one of the units. Currently used as an office space with a remodeled bathroom. The seller is willing to convert this unit into to a one bedroom apartment if requested prior to the close of escrow
- ****Renovations & Upgrades:****
 - ****Apartment Upgrades (Rehabbed in 2024):****
 - ****Units 1-7:**** Thoughtful updates include new flooring and completely remodeled bathrooms. ****Apartment 1**** features the most extensive renovations, including full wall and flooring replacements.
 - ****Bathrooms:**** All bathrooms have been remodeled with new flooring, plumbing, toilets, showers, tiling, and cabinets. Each renovation cost approximately \$12,000 per apartment.
 - ****Office/Storage Space (Purple Door):****
 - ****Building Addition:**** Added for approximately \$100,000, this versatile space can be used for office purposes or additional storage.
- ****Exterior Enhancements:****
 - ****Brick Patio:**** Installed in 2019 at a cost of \$15,000, featuring TV and power outlets for enhanced tenant enjoyment.
 - ****Security Gate:**** Added in 2015 for \$5,000, providing additional security.
 - ****New Brick Wall:**** A \$5,000 investment for added privacy and security between the property and 801 E Dunlap.
 - ****New Mailboxes and Stand:**** Installed in August 2024 for \$500, providing a fresh and organized mail solution.

- ****Property Features:****

- ****Laundry Room:**** Convenient on-site laundry facility.
- ****Storage Units:**** Two storage units are included with the property.
- ****Tenant Amenities:**** All units come equipped with microwaves, refrigerators, and stoves.
- ****Gated Property:**** Added security and privacy for residents.
- ****Vacant Property:**** Currently vacant to allow for diverse use options, such as a sobriety house or rental for cash flow.

****Investment Potential:****

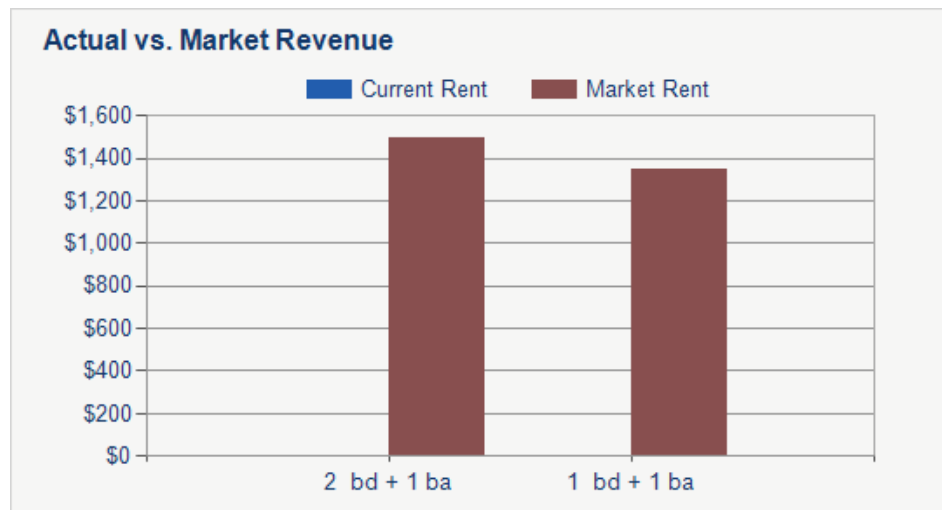
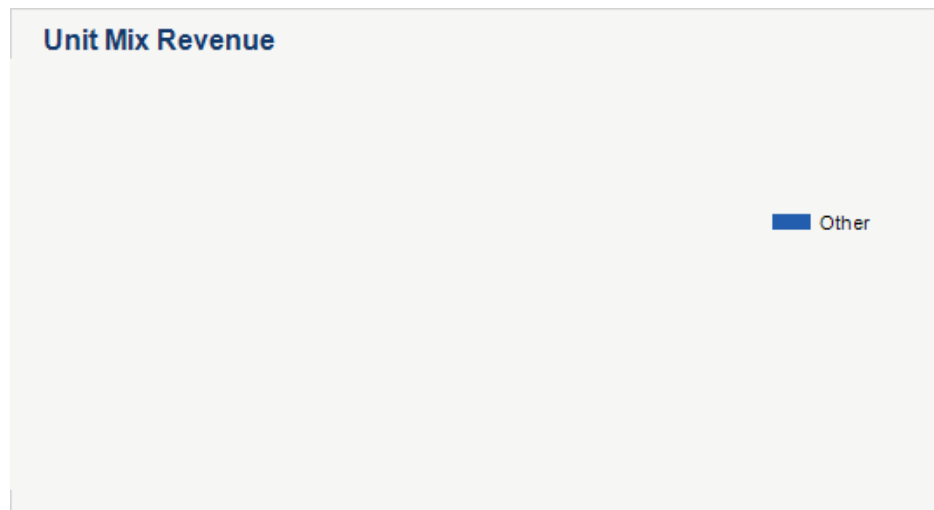
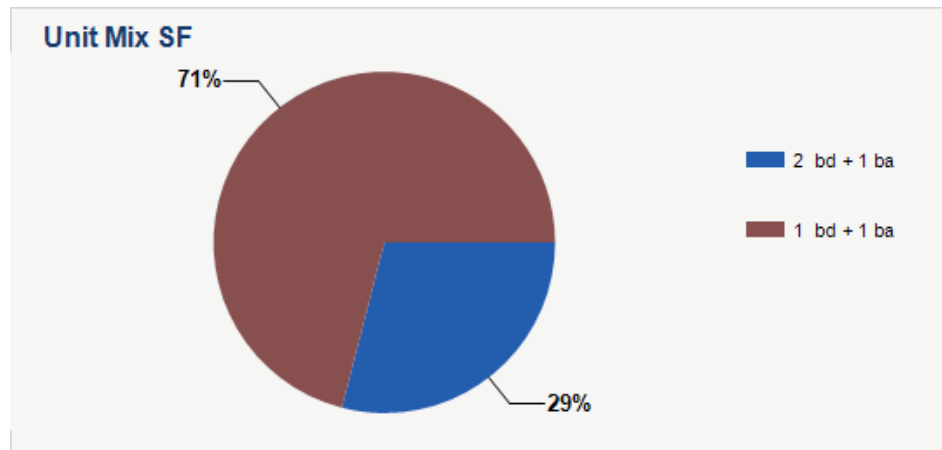
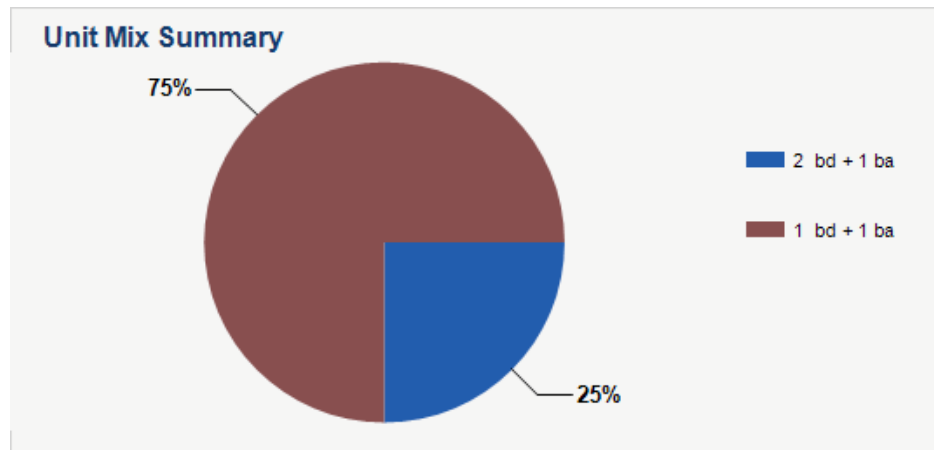
With recent extensive renovations and a range of enhancements, this property is ideal for a variety of uses. Its current vacancy allows for flexible applications, whether for immediate rental income or specialized uses.

****Buyer Information:****

- ****Note:**** Buyers must confirm all facts and figures to ensure accuracy.



Unit Mix	# Units	Square Feet	Actual		Market		
			Current Rent	Monthly Income	Market Rent	Market Rent PSF	Market Income
2 bd + 1 ba	2	600	\$0	\$0	\$1,495	\$2.49	\$2,990
1 bd + 1 ba	6	500	\$0	\$0	\$1,350	\$2.70	\$8,100
Totals/Averages	8	525	\$0	\$0	\$1,386	\$2.65	\$11,090



North Phoenix

- Sunnyslope, a vibrant neighborhood in Phoenix, AZ, offers a compelling blend of residential charm, strong employment opportunities, and convenient access to urban amenities. Located in the northern part of the city, Sunnyslope is known for its diverse housing options and its welcoming community atmosphere.

One of the key advantages of living in Sunnyslope is its proximity to **John C. Lincoln Hospital**, a major healthcare facility that serves as a significant employment hub in the area. The hospital not only provides a wide range of medical services but also supports numerous jobs in the healthcare sector, making it an important economic anchor for the community.

- For outdoor enthusiasts, **North Mountain Park** is a major highlight of the Sunnyslope area. Just a short drive away, this expansive park offers ample opportunities for recreation, including hiking, mountain biking, and bird watching. The park's trails traverse scenic desert landscapes and provide stunning views of the Phoenix skyline, making it a favorite destination for those who enjoy nature and outdoor activities.

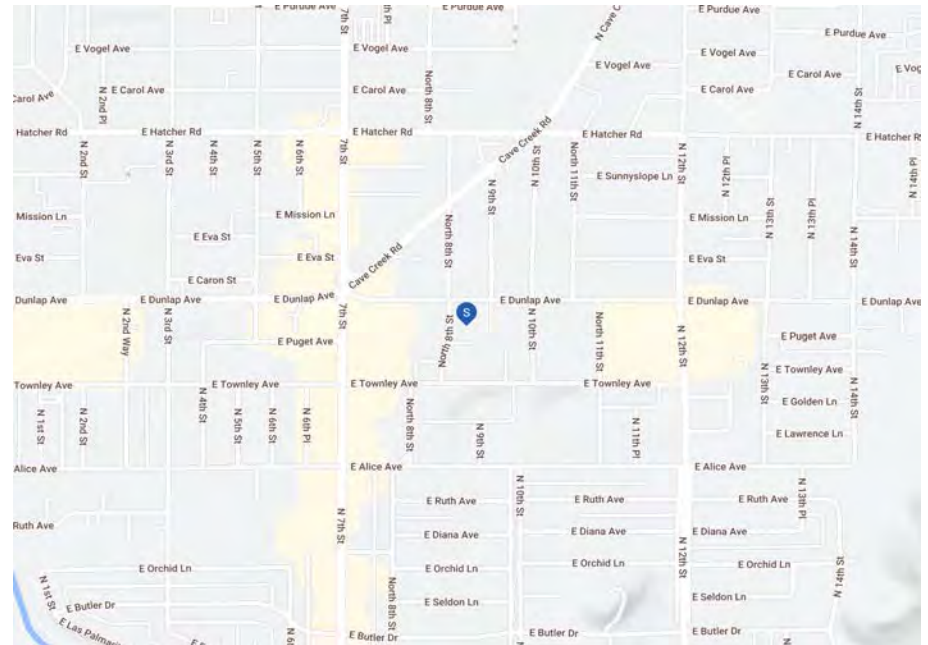
- Additionally, Sunnyslope benefits from its excellent connectivity to downtown Phoenix. Residents can easily commute to the city's central business district via **State Route 51 (the Piestewa Freeway)**. This major highway provides a direct and efficient route, allowing for a quick drive to downtown Phoenix where a range of job opportunities, dining, shopping, and cultural attractions await. The ease of access to downtown makes Sunnyslope an ideal location for professionals who need to commute to the heart of the city while still enjoying the tranquil, community-oriented lifestyle of the neighborhood.

The combination of strong local employment opportunities, convenient access to urban amenities, and proximity to outdoor recreation makes Sunnyslope a highly desirable place to live in Phoenix.

Regional Map



Locator Map





02

Property Description

Property Features

Aerial Map

Common Amenities

Unit Amenities

PROPERTY FEATURES

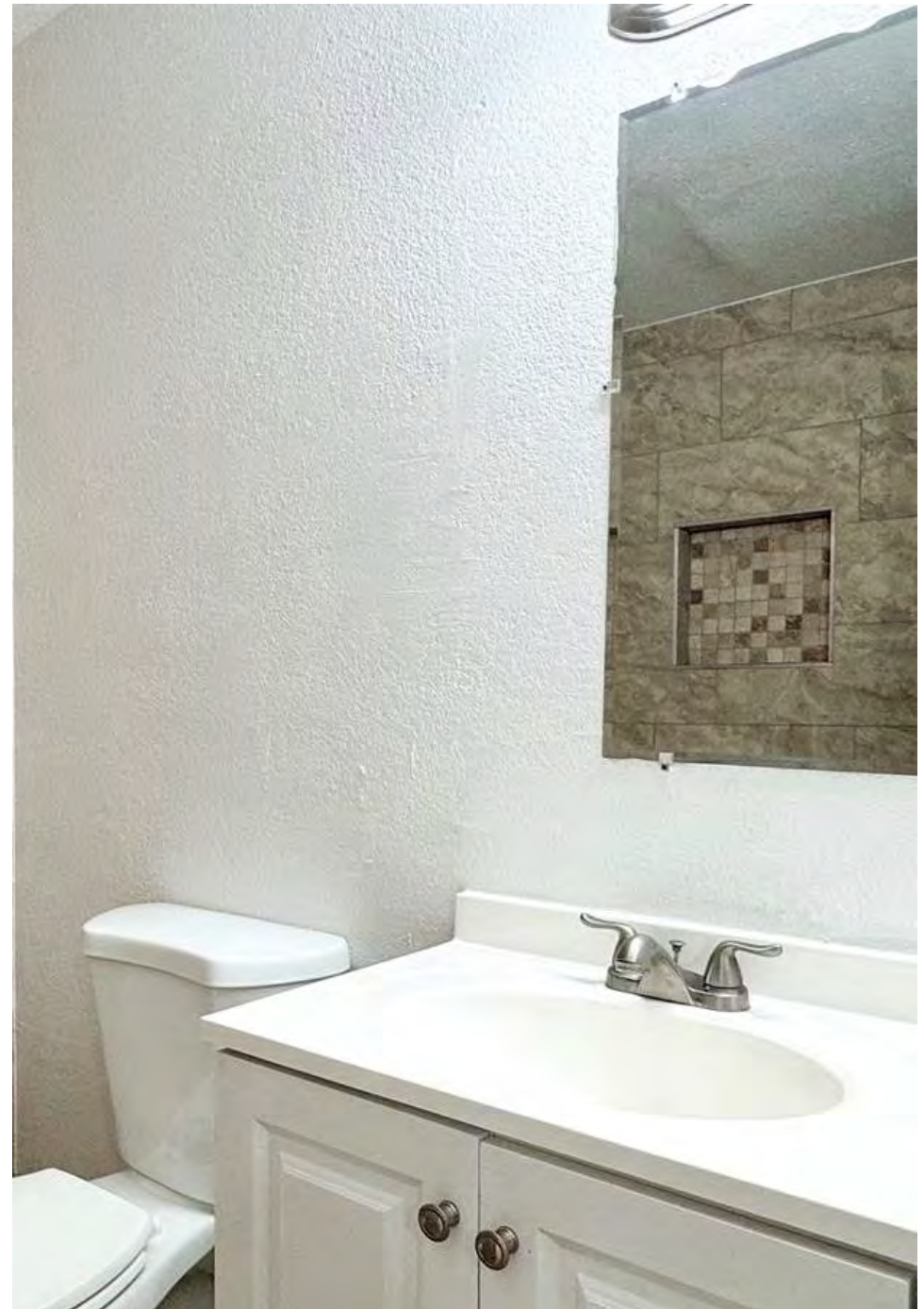
NUMBER OF UNITS	8
BUILDING SF	4,558
LAND SF	14,257
LAND ACRES	0.327
YEAR BUILT	1946 1983 1987
YEAR RENOVATED	2029, 2024
# OF PARCELS	1
ZONING TYPE	[R-4] Multiple Family Residence
BUILDING CLASS	B
TOPOGRAPHY	Flat
LOCATION CLASS	C+
NUMBER OF STORIES	One
NUMBER OF BUILDINGS	Three
SECURITY GATE	Yes
POOL / JACUZZI	No
FIRE PLACE IN UNIT	No
WASHER/DRYER	Laundry Facility On sight

MECHANICAL

HVAC	Individual
SMOKE DETECTORS	New

UTILITIES

WATER	City of Phoenix-Master Metered
TRASH	City of Phoenix-Master Metered
GAS	Southwest Gas-Submetered
ELECTRIC	APS-Individually Metered





Common Amenities

- Brick Patio: Installed 2019 with TV and power outlets.
- New Mailboxes: Installed August 2024
- Brick Patio: Installed 2019 with TV and power outlets.
- New Mailboxes: Installed August 2024
- Laundry Room: On-site facility available
- Security Features: Gated property, security gate (2015), and new brick wall.
- Two Storage Units: Included with property
- Security Features: Gated property, security gate (2015), and new brick wall.
- Two Storage Units: Included with property



Unit Amenities

- 2024 Renovations: New bathrooms, flooring, and fixtures; \$12,000 per unit
- 2024 Renovations: New bathrooms, flooring, and fixtures; \$12,000 per unit
- Tenant Amenities: Microwaves, refrigerators, stoves in all units
- Tenant Amenities: Microwaves, refrigerators, stoves in all units



03

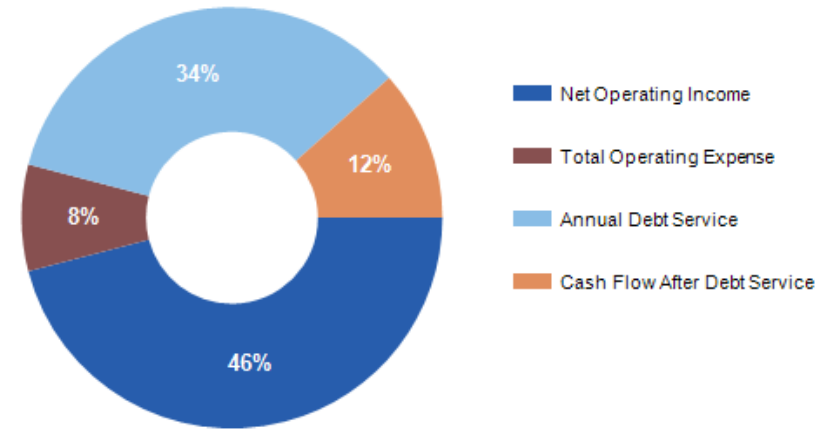
Financial Analysis

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

REVENUE ALLOCATION

PROFORMA RENTAL COMPS BY THIRD PARTY

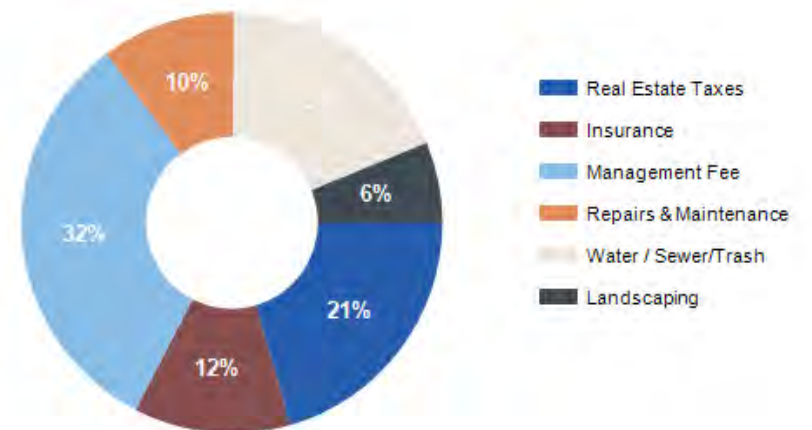
INCOME		PROFORMA RENTAL COMPS BY THIRD PARTY
Gross Scheduled Rent		\$132,000
Gross Potential Income		\$132,000
General Vacancy		-3.00%
Effective Gross Income		\$128,040
Less Expenses		\$19,339 15.10%
Net Operating Income		\$108,701
Annual Debt Service	\$81,319	\$81,319
Cash flow	(\$81,319)	\$27,382
Debt Coverage Ratio		1.34



EXPENSES		PROFORMA RENTAL COMPS BY THIRD PARTY	Per Unit
Real Estate Taxes		\$3,967	\$496
Insurance		\$2,332	\$292
Management Fee		\$6,240	\$780
Repairs & Maintenance		\$2,000	\$250
Water / Sewer/Trash		\$3,600	\$450
Landscaping		\$1,200	\$150
Total Operating Expense		\$19,339	\$2,417
Annual Debt Service	\$81,319	\$81,319	
Expense / SF		\$4.24	
% of EGI		15.10%	

DISTRIBUTION OF EXPENSES

PROFORMA RENTAL COMPS BY THIRD PARTY



GLOBAL

Price	\$1,475,000
Analysis Period	5 year(s)
Exit Cap Rate	7.27%

INCOME - Growth Rates

Gross Scheduled Rent	3.00%
----------------------	--------------

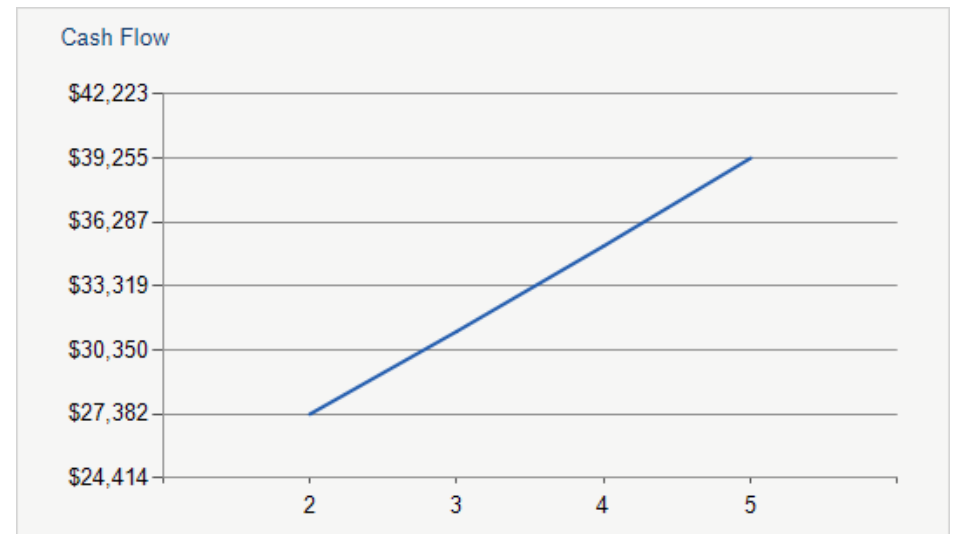
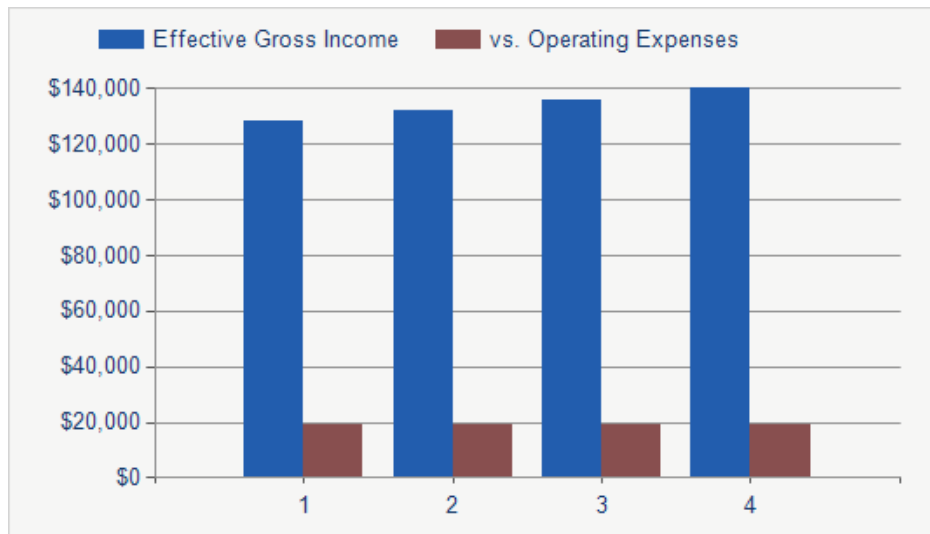
PROPOSED FINANCING

Commercial Loan

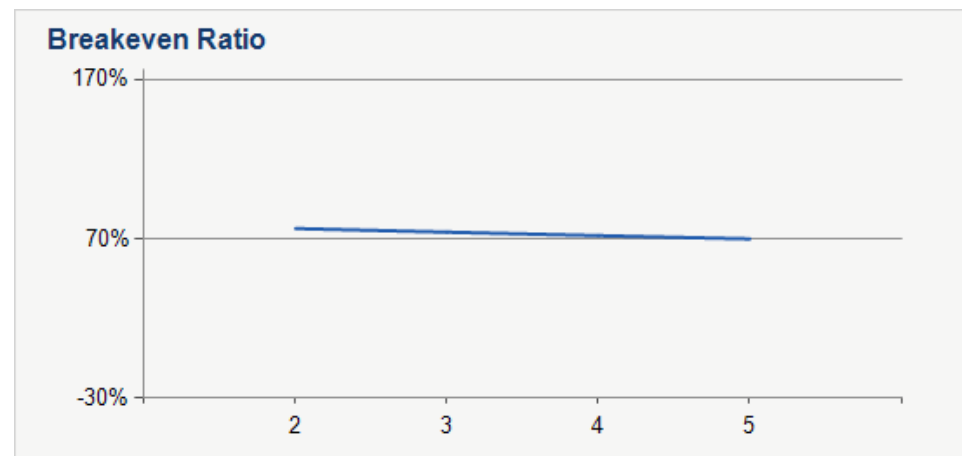
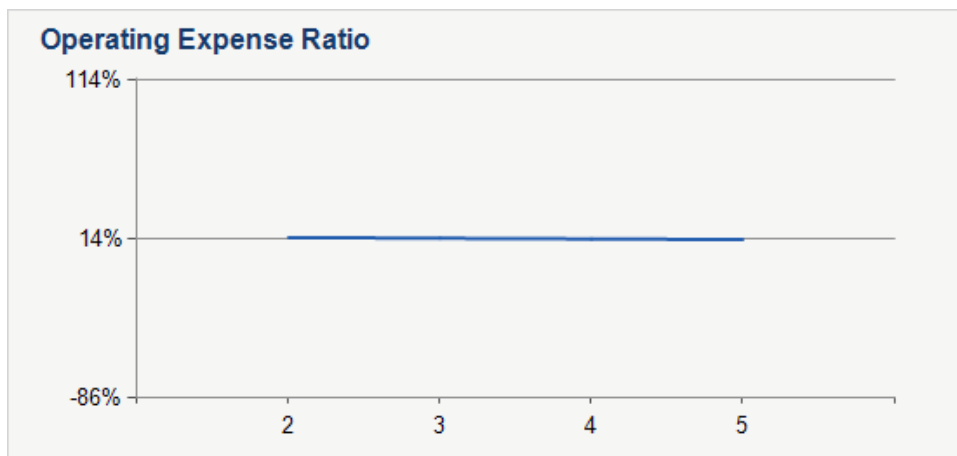
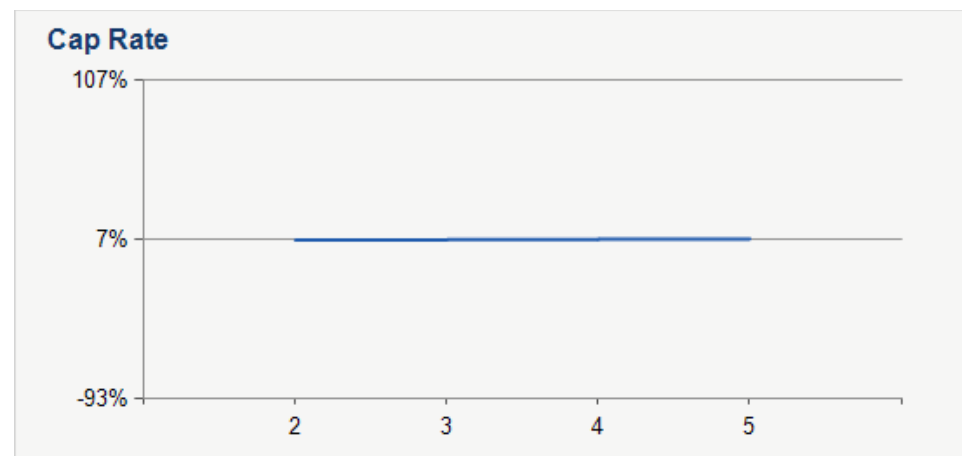
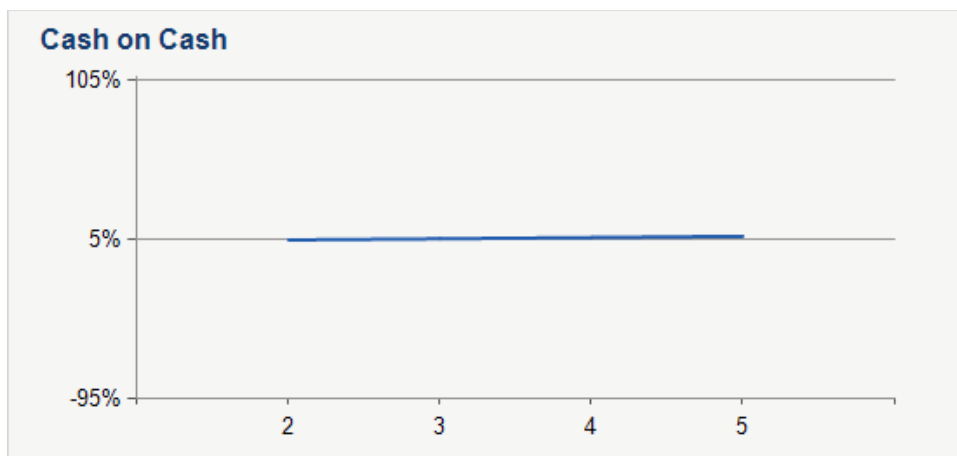
Loan Type	Amortized
Down Payment	\$516,250
Loan Amount	\$958,750
Interest Rate	7.00%
Loan Terms	5
Annual Debt Service	\$81,319
Loan to Value	65%
Amortization Period	25 Years



Calendar Year	Proforma Rental Comps by Third Party	Year 3	Year 4	Year 5
Gross Revenue				
Gross Scheduled Rent	\$132,000	\$135,960	\$140,039	\$144,240
General Vacancy	-3.00%	-3.00%	-3.00%	-3.00%
Effective Gross Income	\$128,040	\$131,881	\$135,838	\$139,913
Operating Expenses				
Real Estate Taxes	\$3,967	\$3,967	\$3,967	\$3,967
Insurance	\$2,332	\$2,332	\$2,332	\$2,332
Management Fee	\$6,240	\$6,240	\$6,240	\$6,240
Repairs & Maintenance	\$2,000	\$2,000	\$2,000	\$2,000
Water / Sewer/Trash	\$3,600	\$3,600	\$3,600	\$3,600
Landscaping	\$1,200	\$1,200	\$1,200	\$1,200
Total Operating Expense	\$19,339	\$19,339	\$19,339	\$19,339
Net Operating Income	\$108,701	\$112,542	\$116,499	\$120,574
Annual Debt Service	\$81,319	\$81,319	\$81,319	\$81,319
Cash Flow	\$27,382	\$31,223	\$35,180	\$39,255



Calendar Year	Proforma Rental Comps by Third Year 3 Party		Year 4	Year 5
Cash on Cash Return b/t	5.30%	6.05%	6.81%	7.60%
CAP Rate	7.37%	7.63%	7.90%	8.17%
Debt Coverage Ratio	1.34	1.38	1.43	1.48
Operating Expense Ratio	15.10%	14.66%	14.23%	13.82%
Gross Multiplier (GRM)	11.17	10.85	10.53	10.23
Loan to Value	64.00%	62.93%	61.79%	60.51%
Breakeven Ratio	76.26%	74.03%	71.88%	69.79%
Price / SF	\$323.61	\$323.61	\$323.61	\$323.61
Price / Unit	\$184,375	\$184,375	\$184,375	\$184,375
Income / SF	\$28.09	\$28.93	\$29.80	\$30.69
Expense / SF	\$4.24	\$4.24	\$4.24	\$4.24



5 YEAR SENSITIVITY ANALYSIS

EXIT CAP RATE	PROJECTED SALES PRICE	SALES PRICE/UNIT	SALES PRICE PSF	PROCEEDS AFTER LOAN PAYOFF	LEVERED IRR
6.27%	\$1,923,027	\$240,378	\$422	\$1,032,768	15.31%
6.52%	\$1,849,291	\$231,161	\$406	\$959,032	13.74%
6.77%	\$1,781,001	\$222,625	\$391	\$890,742	12.21%
7.02%	\$1,717,575	\$214,697	\$377	\$827,316	10.71%
7.27%	\$1,658,511	\$207,314	\$364	\$768,252	9.24%
7.52%	\$1,603,375	\$200,422	\$352	\$713,116	7.79%
7.77%	\$1,551,786	\$193,973	\$340	\$661,527	6.35%
8.02%	\$1,503,414	\$187,927	\$330	\$613,155	4.93%
8.27%	\$1,457,966	\$182,246	\$320	\$567,707	3.52%



04

Demographics

Demographics

Demographic Charts

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	19,289	110,700	338,225
2010 Population	17,196	104,220	323,280
2024 Population	17,554	112,151	354,868
2029 Population	17,481	112,222	357,933
2024 African American	1,049	8,429	26,493
2024 American Indian	497	3,420	10,709
2024 Asian	326	3,413	14,542
2024 Hispanic	6,809	32,673	114,303
2024 Other Race	3,847	15,591	55,601
2024 White	9,398	65,882	197,764
2024 Multiracial	2,402	15,235	49,116
2024-2029: Population: Growth Rate	-0.40%	0.05%	0.85%

2024 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	687	4,442	12,382
\$15,000-\$24,999	740	3,260	9,901
\$25,000-\$34,999	533	3,390	10,870
\$35,000-\$49,999	867	5,293	16,955
\$50,000-\$74,999	1,520	8,777	24,931
\$75,000-\$99,999	1,250	6,199	19,641
\$100,000-\$149,999	1,256	7,877	25,449
\$150,000-\$199,999	675	4,433	12,456
\$200,000 or greater	394	5,859	16,232
Median HH Income	\$66,696	\$73,419	\$74,116
Average HH Income	\$87,089	\$110,071	\$107,458

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	8,578	50,788	148,212
2010 Total Households	7,294	45,084	133,081
2024 Total Households	7,922	49,530	148,817
2029 Total Households	8,009	50,341	152,898
2024 Average Household Size	2.19	2.23	2.36
2000 Owner Occupied Housing	3,813	24,729	77,721
2000 Renter Occupied Housing	4,162	22,291	60,414
2024 Owner Occupied Housing	4,132	26,453	80,954
2024 Renter Occupied Housing	3,790	23,077	67,863
2024 Vacant Housing	701	4,206	12,648
2024 Total Housing	8,623	53,736	161,465
2029 Owner Occupied Housing	4,520	28,234	86,272
2029 Renter Occupied Housing	3,489	22,107	66,626
2029 Vacant Housing	716	4,295	12,893
2029 Total Housing	8,725	54,636	165,791
2024-2029: Households: Growth Rate	1.10%	1.65%	2.70%



Source: esri

2024 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2024 Population Age 30-34	1,302	7,953	28,134
2024 Population Age 35-39	1,250	7,744	25,365
2024 Population Age 40-44	1,242	7,580	24,172
2024 Population Age 45-49	1,112	6,803	21,058
2024 Population Age 50-54	1,197	7,039	21,658
2024 Population Age 55-59	1,196	6,740	20,755
2024 Population Age 60-64	1,169	7,070	21,440
2024 Population Age 65-69	1,003	6,395	18,676
2024 Population Age 70-74	834	5,432	15,453
2024 Population Age 75-79	589	4,281	11,757
2024 Population Age 80-84	309	2,546	6,997
2024 Population Age 85+	258	2,757	6,607
2024 Population Age 18+	14,257	89,686	282,236
2024 Median Age	41	40	38

2024 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$66,031	\$66,680	\$68,376
Average Household Income 25-34	\$82,927	\$94,770	\$93,076
Median Household Income 35-44	\$80,911	\$87,464	\$86,680
Average Household Income 35-44	\$99,620	\$125,761	\$120,614
Median Household Income 45-54	\$78,231	\$93,979	\$90,224
Average Household Income 45-54	\$100,290	\$135,246	\$126,848
Median Household Income 55-64	\$73,124	\$83,599	\$81,575
Average Household Income 55-64	\$91,035	\$123,002	\$118,395
Median Household Income 65-74	\$58,705	\$68,975	\$68,419
Average Household Income 65-74	\$78,748	\$103,705	\$105,057
Average Household Income 75+	\$69,959	\$85,745	\$88,009

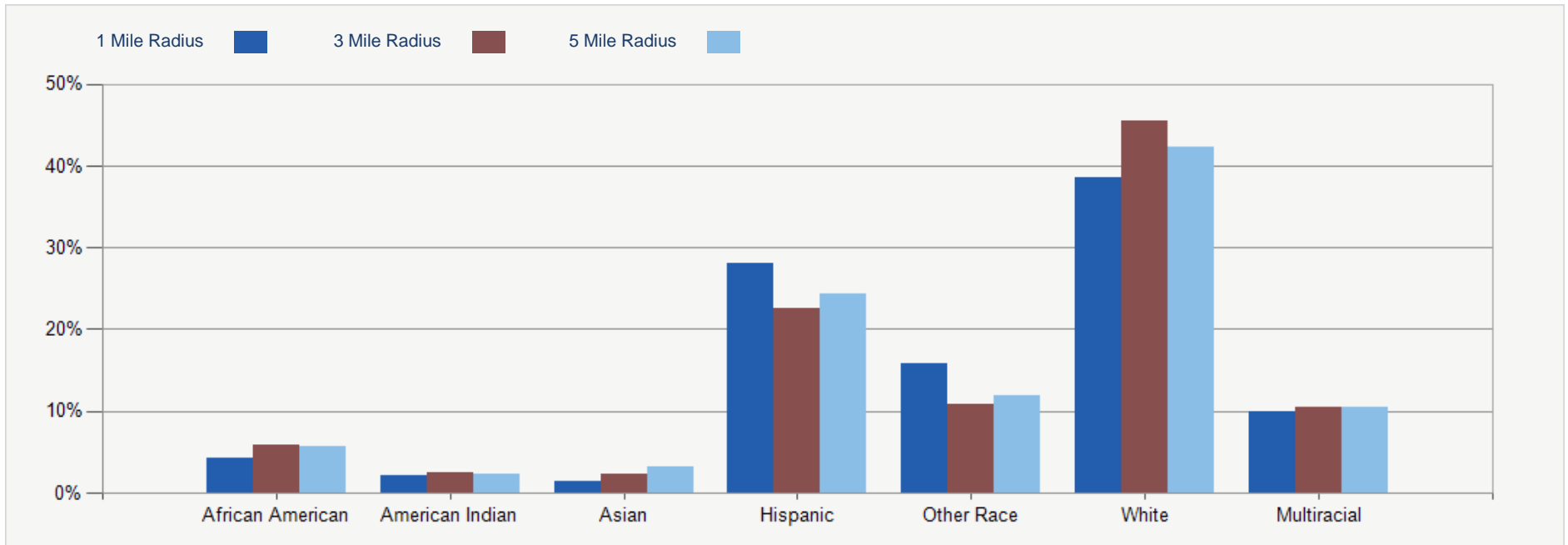
2029 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2029 Population Age 30-34	1,211	7,210	26,375
2029 Population Age 35-39	1,210	7,581	26,485
2029 Population Age 40-44	1,227	7,451	24,392
2029 Population Age 45-49	1,205	7,436	23,447
2029 Population Age 50-54	1,090	6,644	20,492
2029 Population Age 55-59	1,110	6,477	20,171
2029 Population Age 60-64	1,082	6,312	19,367
2029 Population Age 65-69	1,059	6,506	19,711
2029 Population Age 70-74	934	6,046	17,520
2029 Population Age 75-79	698	4,894	13,640
2029 Population Age 80-84	426	3,525	9,467
2029 Population Age 85+	322	3,244	7,959
2029 Population Age 18+	14,358	90,436	287,415
2029 Median Age	42	42	40

2029 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$81,598	\$79,490	\$81,838
Average Household Income 25-34	\$99,900	\$112,284	\$109,673
Median Household Income 35-44	\$99,755	\$101,647	\$101,119
Average Household Income 35-44	\$117,083	\$141,118	\$135,868
Median Household Income 45-54	\$98,130	\$110,186	\$106,099
Average Household Income 45-54	\$122,499	\$155,924	\$147,089
Median Household Income 55-64	\$86,893	\$102,377	\$99,677
Average Household Income 55-64	\$111,176	\$145,287	\$138,451
Median Household Income 65-74	\$74,008	\$81,368	\$81,916
Average Household Income 65-74	\$93,655	\$120,984	\$122,368
Average Household Income 75+	\$88,147	\$106,210	\$109,276

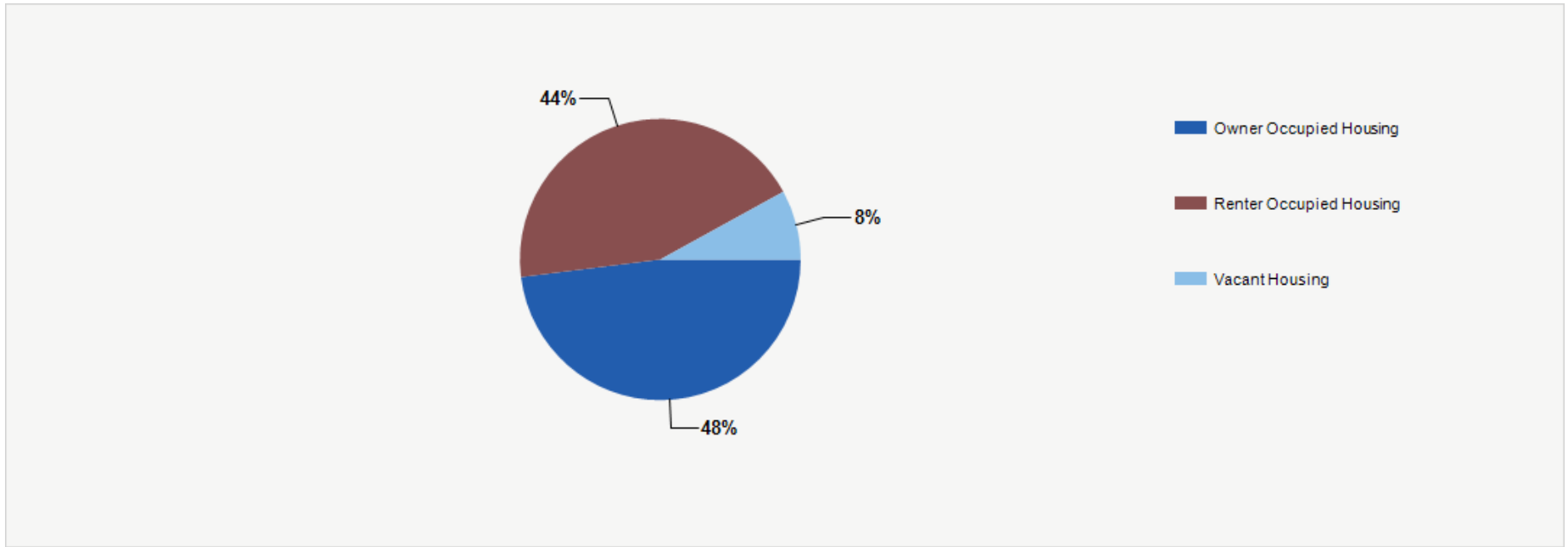
2024 Household Income



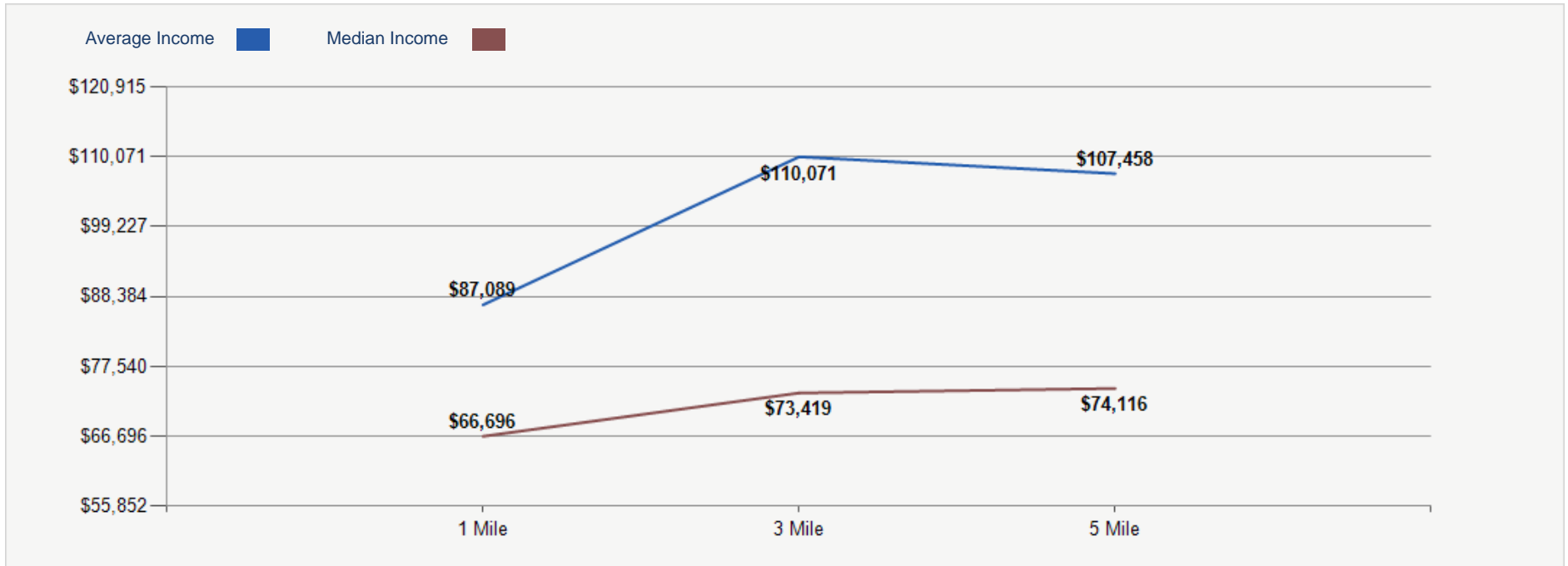
2024 Population by Race



2024 Household Occupancy - 1 Mile Radius



2024 Household Income Average and Median





05

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.

Prime 8-Unit Apartment Building



Exclusively Marketed by:

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



www.justsoldit.com

powered by CREOP