

Single Family Tenant Occupied w/HIGH RENTS \$2050



OFFERING MEMORANDUM | 2 BEDROOM 2 BATH W/PRIVATE COURTYARD

2431 E Tracy Ln Unit 2
Phoenix, AZ 85032



Single Family Tenant Occupied w/HIGH RENTS \$2050

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Exclusively Marketed by:

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www.justsoldit.com

01 **Executive Summary**
 Investment Summary

OFFERING SUMMARY

ADDRESS	2431 E Tracy Ln Unit 2 Phoenix AZ 85032
COUNTY	Maricopa
MARKET	North Phoenix
APN	214-40-345
OWNERSHIP TYPE	Tenancy in Common

FINANCIAL SUMMARY

PRICE	\$295,000
CASH ON CASH (CURRENT)	-21.58%

PROPOSED FINANCING

Residential Financing

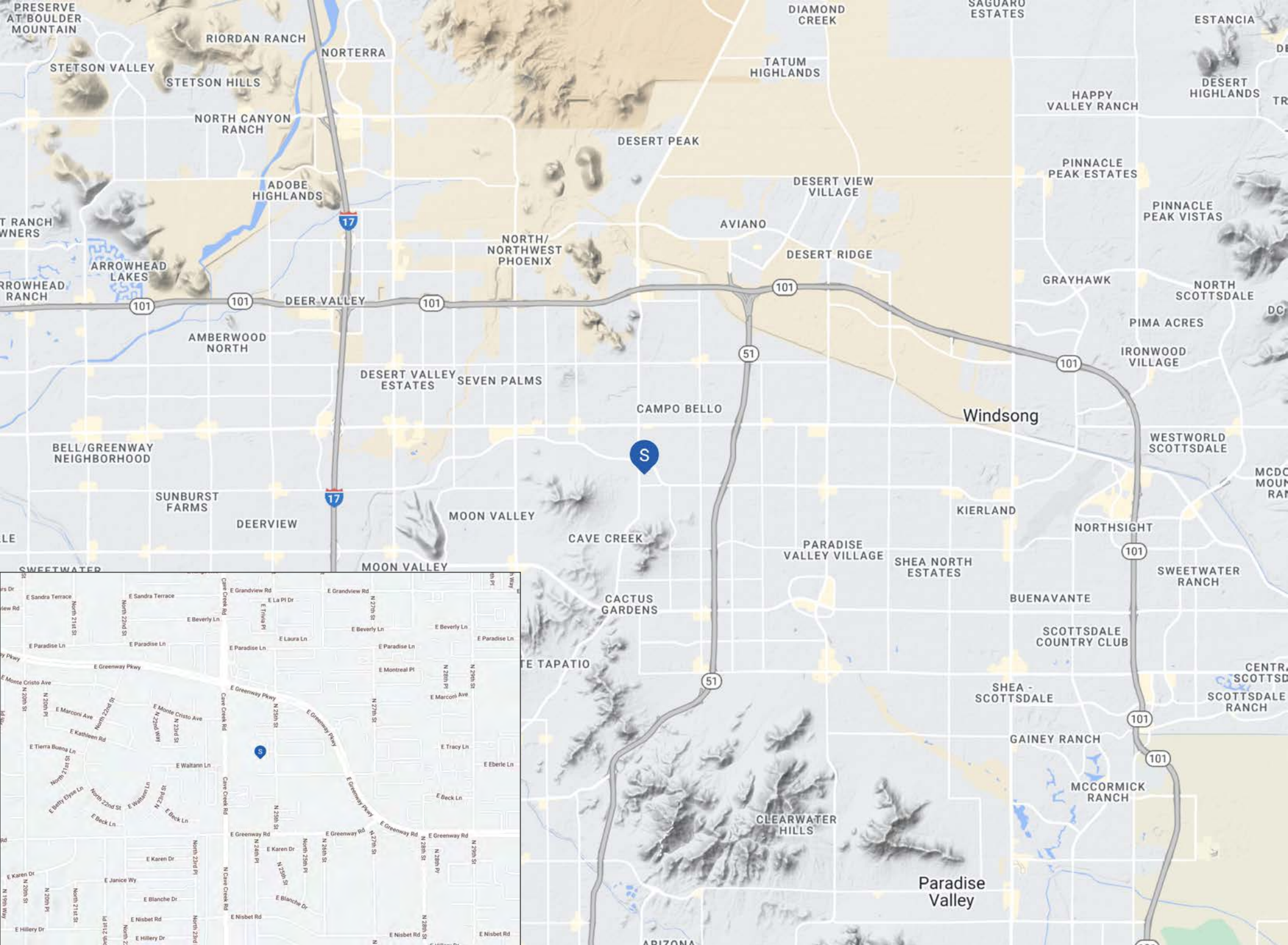
LOAN TYPE	Amortized
DOWN PAYMENT	\$73,750
LOAN AMOUNT	\$221,250
INTEREST RATE	6.00%
LOAN TERMS	30
ANNUAL DEBT SERVICE	\$15,917
LOAN TO VALUE	75%
AMORTIZATION PERIOD	30 Years
NOTES	Non Warrantable Financing Available

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2024 Population	22,170	147,024	309,252
2024 Median HH Income	\$66,069	\$80,159	\$85,033
2024 Average HH Income	\$90,279	\$107,627	\$119,525

02

Location

Location Summary



03 Property Description

Aerial Map



04

Financial Analysis

Income & Expense Analysis

Multi-Year Cash Flow Assumptions

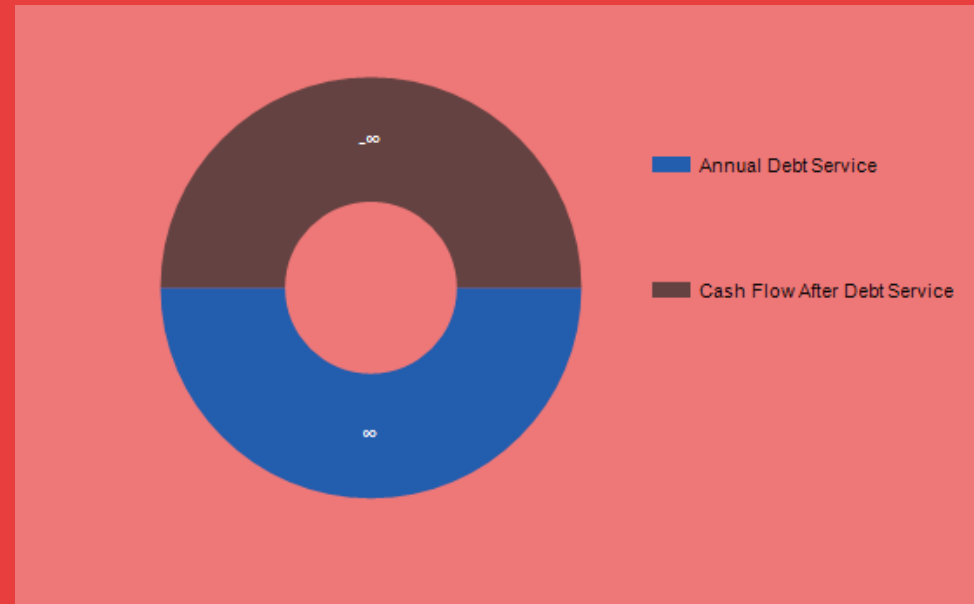
Cash Flow Analysis

Financial Metrics

REVENUE ALLOCATION

PRO FORMA

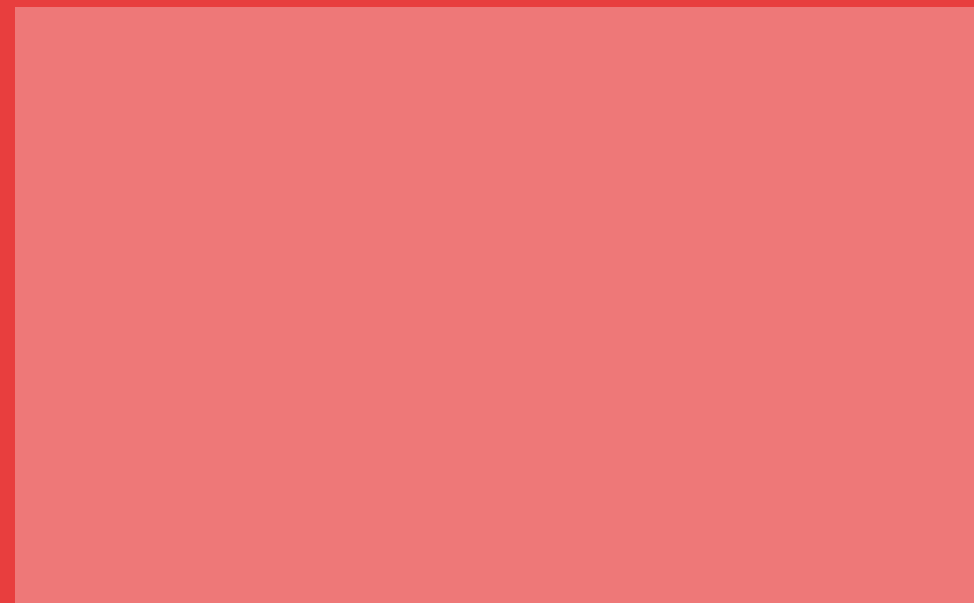
INCOME	
Annual Debt Service	\$15,917
Cash flow	(\$15,917)



EXPENSES	
Annual Debt Service	\$15,917

DISTRIBUTION OF EXPENSES

PRO FORMA



GLOBAL

Price	\$295,000
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PROPOSED FINANCING

Residential Financing

Loan Type	Amortized
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Down Payment	\$73,750
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Loan Amount	\$221,250
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Interest Rate	6.00%
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Loan Terms	30
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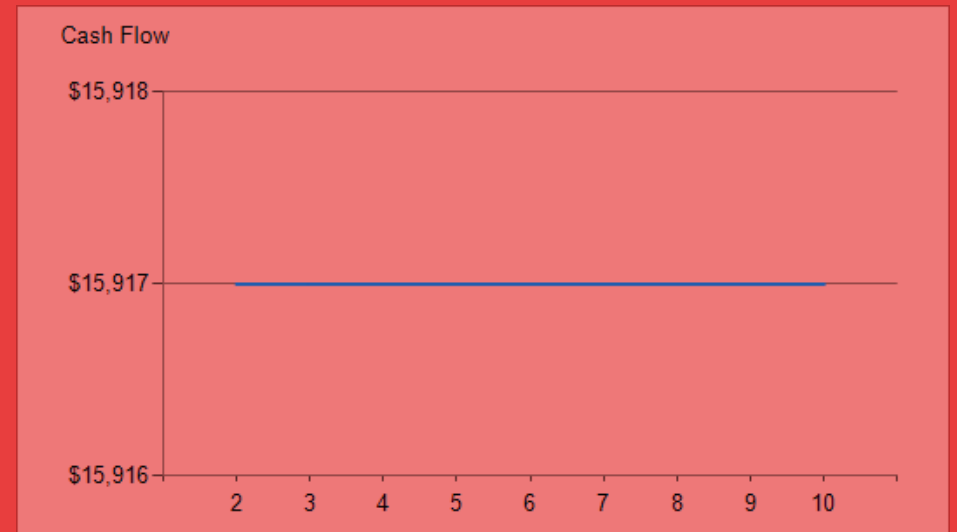
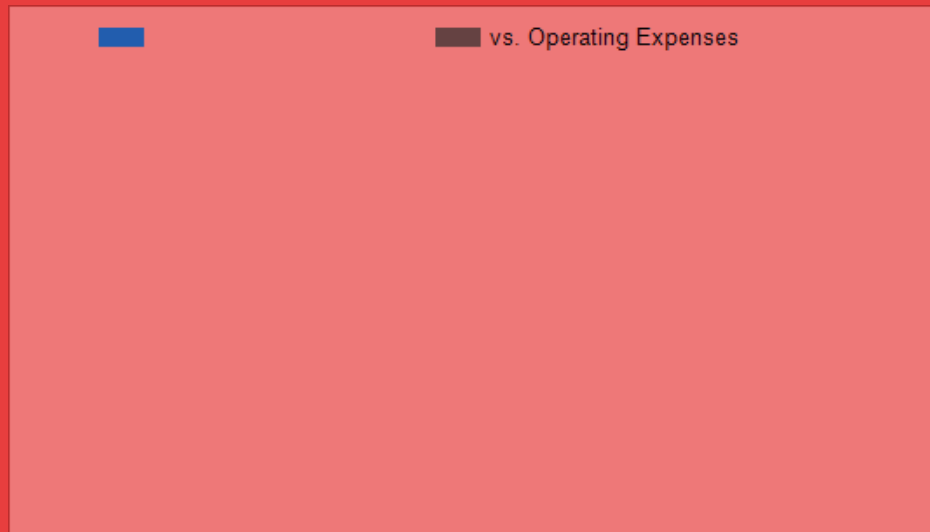
Annual Debt Service	\$15,917
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Loan to Value	75%
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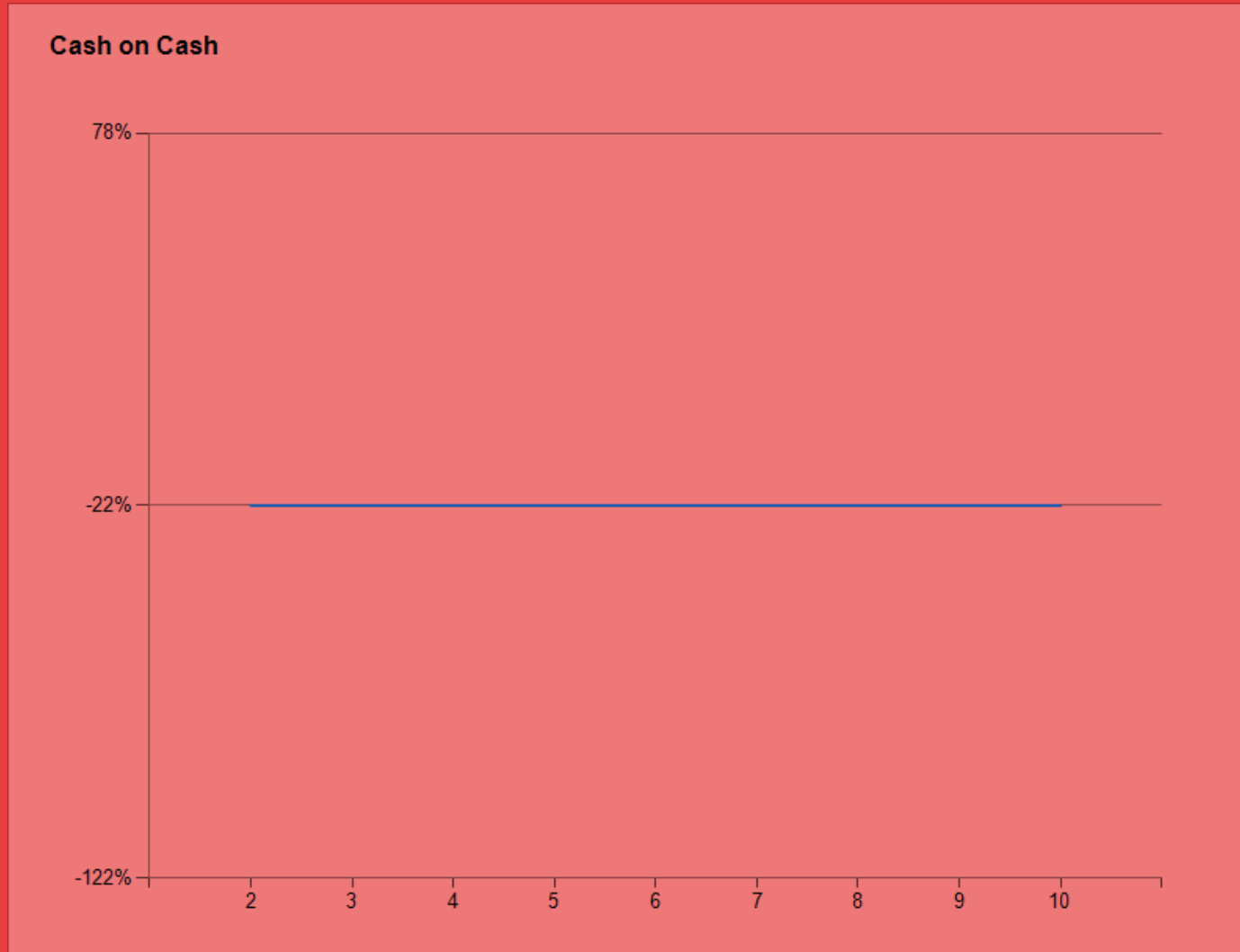
Amortization Period	30 Years
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Notes	Non Warrantable Financing Available
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Calendar Year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Gross Revenue									
Operating Expenses									
Annual Debt Service	\$15,917	\$15,917	\$15,917	\$15,917	\$15,917	\$15,917	\$15,917	\$15,917	\$15,917
Cash Flow	(\$15,917)	(\$15,917)	(\$15,917)	(\$15,917)	(\$15,917)	(\$15,917)	(\$15,917)	(\$15,917)	(\$15,917)



Calendar Year	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Cash on Cash Return b/t	-21.58%	-21.58%	-21.58%	-21.58%	-21.58%	-21.58%	-21.58%	-21.58%	-21.58%



Demographics

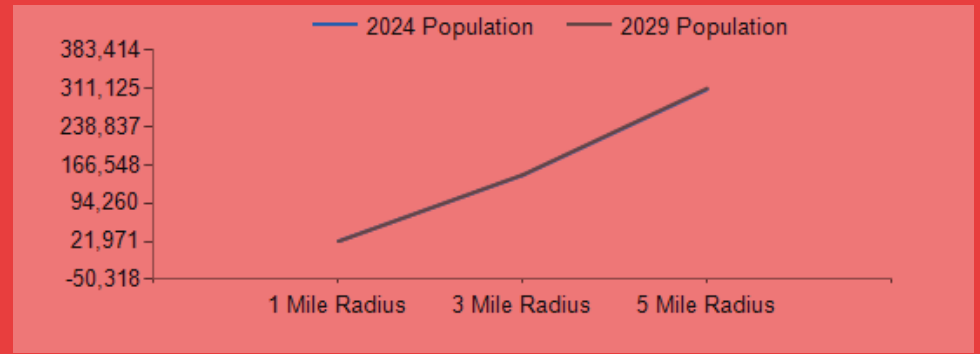
Demographics

05

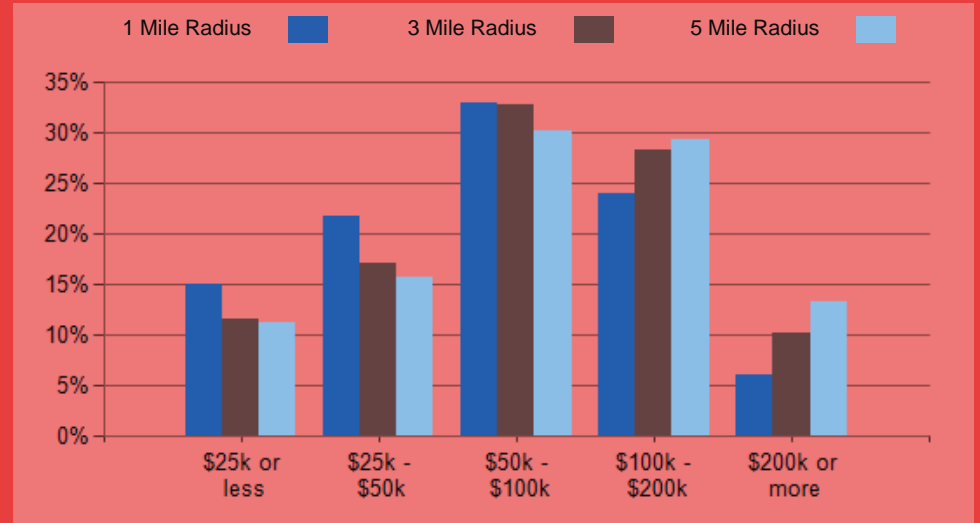
POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	20,799	139,144	289,251
2010 Population	20,159	136,538	285,198
2024 Population	22,170	147,024	309,252
2029 Population	21,971	147,811	311,125
2024-2029: Population: Growth Rate	-0.90%	0.55%	0.60%

2024 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	769	3,727	7,584
\$15,000-\$24,999	469	3,433	6,759
\$25,000-\$34,999	643	3,636	7,428
\$35,000-\$49,999	1,152	7,025	12,702
\$50,000-\$74,999	1,502	10,597	21,142
\$75,000-\$99,999	1,219	9,686	17,594
\$100,000-\$149,999	1,190	11,617	24,325
\$150,000-\$199,999	788	5,895	13,204
\$200,000 or greater	506	6,304	17,063
Median HH Income	\$66,069	\$80,159	\$85,033
Average HH Income	\$90,279	\$107,627	\$119,525

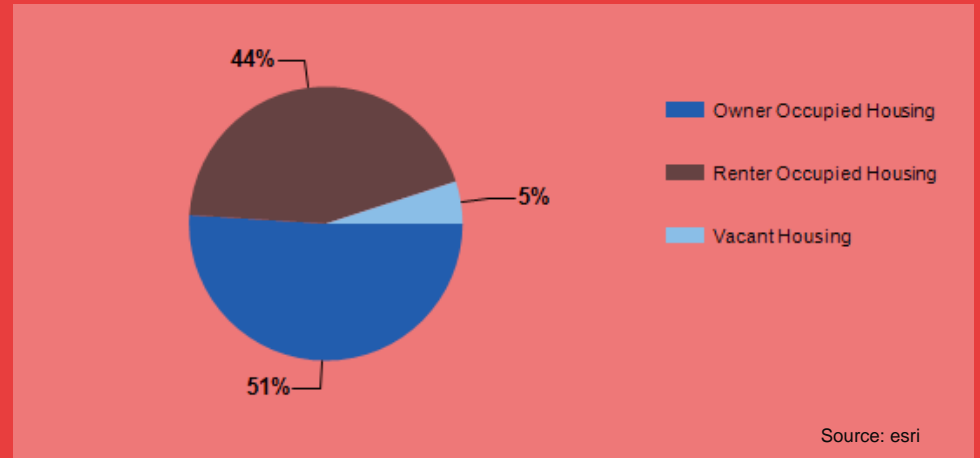
HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	7,711	57,864	118,686
2010 Total Households	7,205	56,758	116,325
2024 Total Households	8,239	61,922	127,807
2029 Total Households	8,308	63,407	130,792
2024 Average Household Size	2.67	2.36	2.40
2024-2029: Households: Growth Rate	0.85%	2.40%	2.30%



2024 Household Income

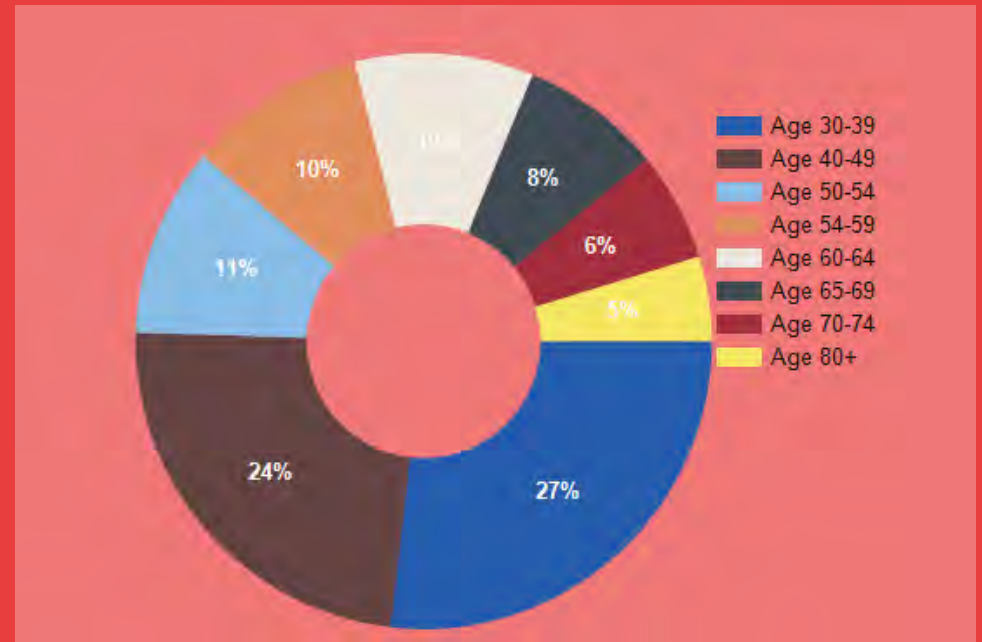


2024 Own vs. Rent - 1 Mile Radius

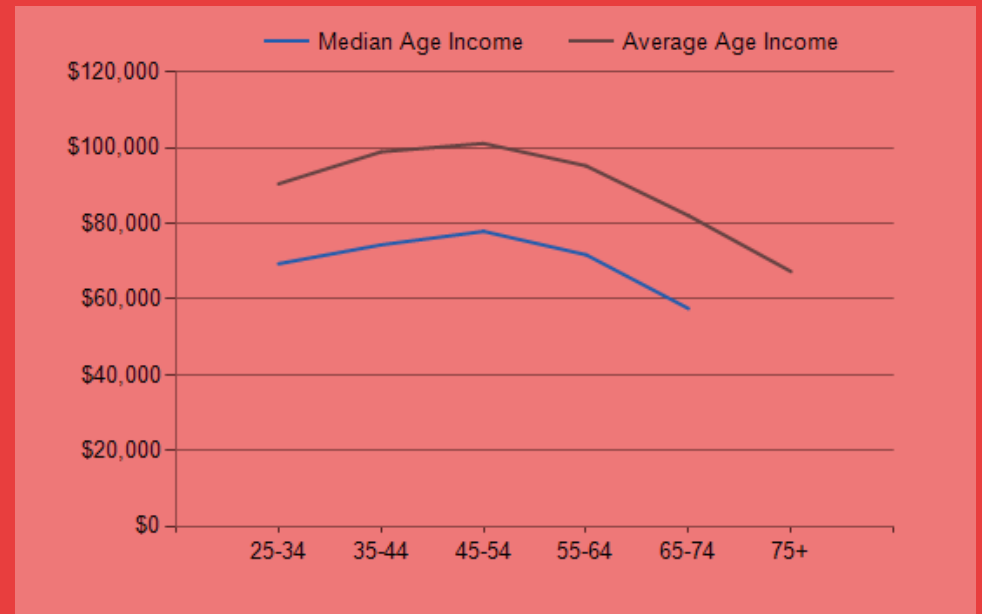


Source: esri

2024 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2024 Population Age 30-34	1,701	11,804	23,070
2024 Population Age 35-39	1,631	11,172	22,840
2024 Population Age 40-44	1,600	10,346	22,147
2024 Population Age 45-49	1,331	8,720	19,040
2024 Population Age 50-54	1,322	9,014	19,564
2024 Population Age 55-59	1,243	9,014	18,970
2024 Population Age 60-64	1,244	9,698	19,987
2024 Population Age 65-69	983	8,588	17,845
2024 Population Age 70-74	762	7,017	14,643
2024 Population Age 75-79	590	5,124	11,179
2024 Population Age 80-84	334	2,937	6,469
2024 Population Age 85+	259	2,288	5,563
2024 Population Age 18+	16,913	118,551	246,554
2024 Median Age	36	40	40
2029 Median Age	37	41	42



2024 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$69,350	\$77,380	\$78,378
Average Household Income 25-34	\$90,464	\$99,272	\$104,697
Median Household Income 35-44	\$74,347	\$98,090	\$104,464
Average Household Income 35-44	\$98,933	\$126,315	\$138,028
Median Household Income 45-54	\$77,915	\$99,080	\$108,127
Average Household Income 45-54	\$101,151	\$126,795	\$146,912
Median Household Income 55-64	\$71,734	\$88,533	\$97,430
Average Household Income 55-64	\$95,245	\$116,975	\$133,259
Median Household Income 65-74	\$57,507	\$69,531	\$75,389
Average Household Income 65-74	\$82,072	\$96,262	\$106,330
Average Household Income 75+	\$67,295	\$74,373	\$80,182



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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.

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