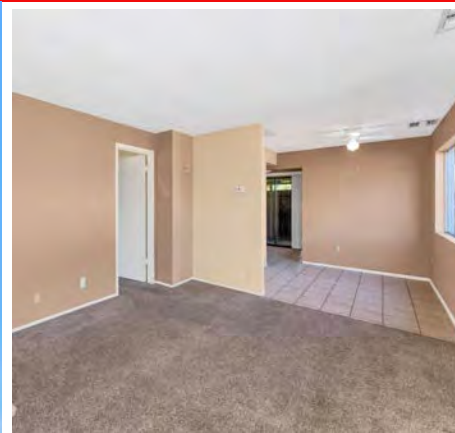


Duplex w/plans to build a 4 plex on the rear lot



OFFERING MEMORANDUM | KEEP THE DUPLEX FOR INCOME AND BUILD A FOURPLEX IN THE LOT BEHIND THE DUPLEX

8916 N 11TH Street
Phoenix, AZ 85020



Duplex w/plans to build a 4 plex on the rear lot

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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

OFFERING SUMMARY

ADDRESS	8916 N 11TH Street Phoenix AZ 85020
COUNTY	Maricopa
MARKET	North Phoenix
APN	160-02-067
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	\$595,000
OCCUPANCY	97.00%
NOI (CURRENT)	\$28,382
NOI (Pro Forma)	\$30,438
CAP RATE (CURRENT)	4.77%
CAP RATE (Pro Forma)	5.12%
CASH ON CASH (CURRENT)	-4.27%
CASH ON CASH (Pro Forma)	-2.89%
GRM (CURRENT)	16.58
GRM (Pro Forma)	15.66

PROPOSED FINANCING

Residential Financing	
LOAN TYPE	Amortized
DOWN PAYMENT	\$148,750
LOAN AMOUNT	\$446,250
INTEREST RATE	6.75%
LOAN TERMS	30
ANNUAL DEBT SERVICE	\$34,731
LOAN TO VALUE	75%
AMORTIZATION PERIOD	30 Years

DEMOGRAPHICS

	1 MILE	3 MILE	5 MILE
2023 Population	17,954	108,475	347,943
2023 Median HH Income	\$60,481	\$68,224	\$65,894
2023 Average HH Income	\$83,147	\$106,831	\$102,256



Property Details

- Searching for the perfect investment opportunity in the charming Sunnyslope neighborhood of Phoenix?

Look no further! We are excited to introduce you to a unique property that combines the charm of a duplex with the potential to build a fourplex, all in the heart of Sunnyslope, with fantastic amenities and employment opportunities nearby.

- - 2 Units individually metered for Electric
- Condition: Excellent
- Lot Approval: Ready to Build a Fourplex-all reports and plans included
- Nearby Amenities: Beautiful Park Across the Street

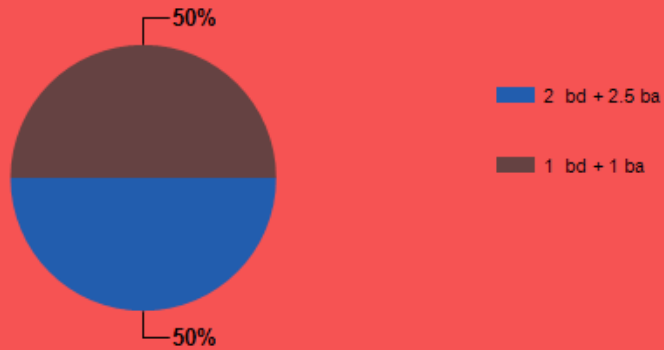
- **Duplex Features:****
- Impeccably maintained
- Spacious living areas
- Private outdoor spaces
- Ideal for both owner-occupants and investors

- **Fourplex Potential:****
- Approved lot for a fourplex
- Capitalize on the strong demand for multi-family units
- Increase your rental income and investment portfolio

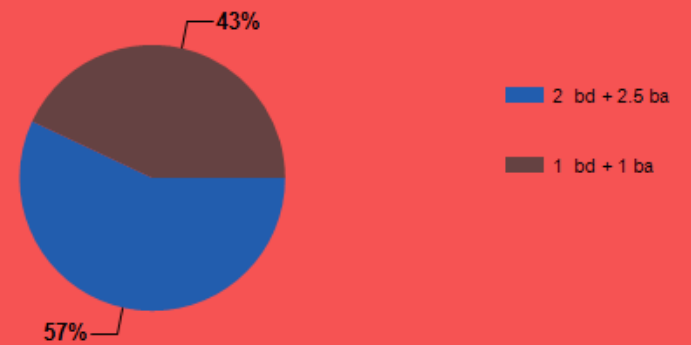
- **Neighborhood Highlights:****
- Proximity to top employers in the area
- Convenient access to major highways
- Excellent schools nearby
- Thriving local businesses and restaurants
- Beautiful park right across the street, perfect for outdoor activities

Unit Mix	# Units	Square Feet	Actual			Market		
			Current Rent	Rent PSF	Monthly Income	Market Rent	Market Rent PSF	Market Income
2 bd + 2.5 ba	1	1,066	\$1,495 - \$1,495	\$1.40	\$1,495	\$1,495	\$1.40	\$1,495
1 bd + 1 ba	1	799	\$1,495 - \$1,495	\$1.87	\$1,495	\$1,495	\$1.87	\$1,495
Totals/Averages	2	933	\$1,495	\$1.64	\$2,990	\$1,495	\$1.64	\$2,990

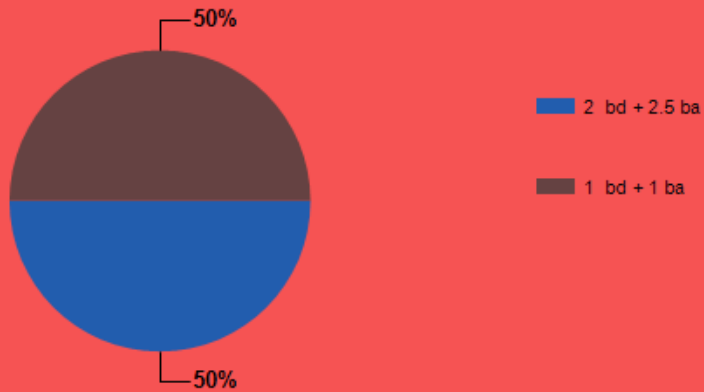
Unit Mix Summary



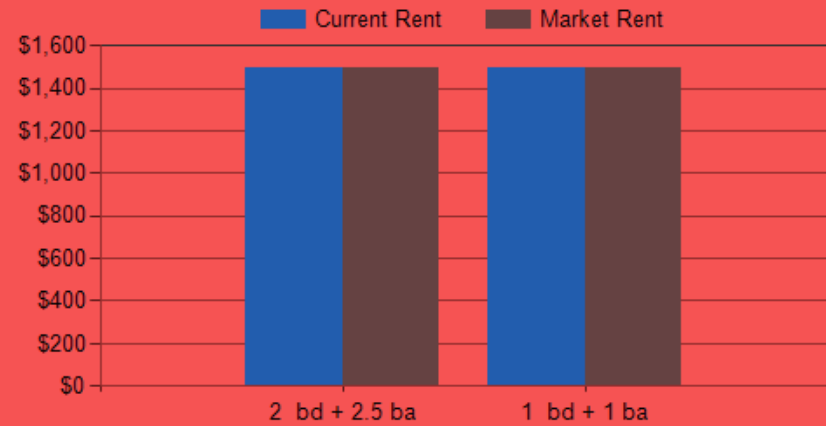
Unit Mix SF



Unit Mix Revenue



Actual vs. Market Revenue



02

Location

Location Summary

Discover the Magic of Sunnyslope, AZ!

Welcome to Sunnyslope, the hidden gem of the Southwest! Nestled in the heart of Arizona, this vibrant and diverse community boasts a unique charm that captures the essence of the desert. With its picturesque landscapes, rich history, and friendly atmosphere, Sunnyslope is the perfect place to call home.

Homes as Unique as You

Find your dream home in Sunnyslope, where real estate options are as diverse as the people who call this place home. Whether you prefer a cozy desert bungalow or a luxurious modern villa, Sunnyslope has it all. Experience the joy of waking up to breathtaking mountain views and sun-kissed skies right outside your window.

Explore Nature's Wonderland

Sunnyslope is a nature lover's paradise, offering countless outdoor adventures. Hike along the stunning trails of the North Mountain Preserve, where you'll encounter rugged terrain and captivating desert flora and fauna. The nearby Arizona Canal Trail provides a peaceful path for biking, jogging, or leisurely strolls.

Savor the Local Flavor

Dive into the culinary scene of Sunnyslope, where you'll discover an array of restaurants and cafes offering delicious cuisine from around the world. Whether you're craving southwestern flavors, international dishes, or farm-to-table delights, Sunnyslope's dining scene has something to satisfy every palate.

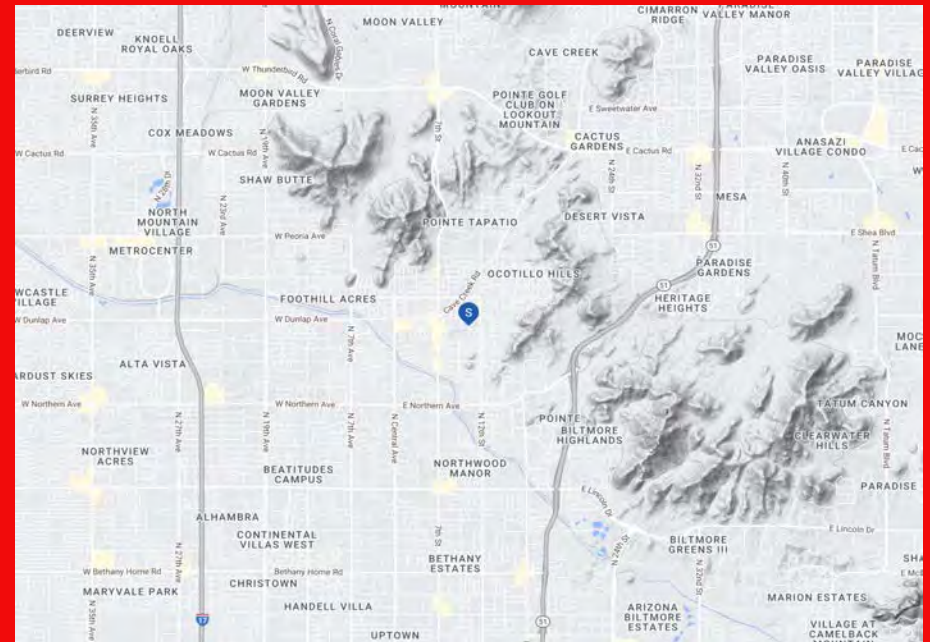
Community Spirit

Sunnyslope is not just a place to live; it's a tight-knit community where neighbors become friends and memories are made. Local events, farmer's markets, and community festivals keep the spirit alive year-round. Get involved and become a part of something special.

Regional Map



Locator Map



- ****Shop Local Treasures****

Explore Sunnyslope's unique boutiques, galleries, and markets. From handcrafted jewelry to desert-inspired art, you'll find one-of-a-kind treasures that make for perfect souvenirs or gifts for loved ones.

- ****Education Excellence****

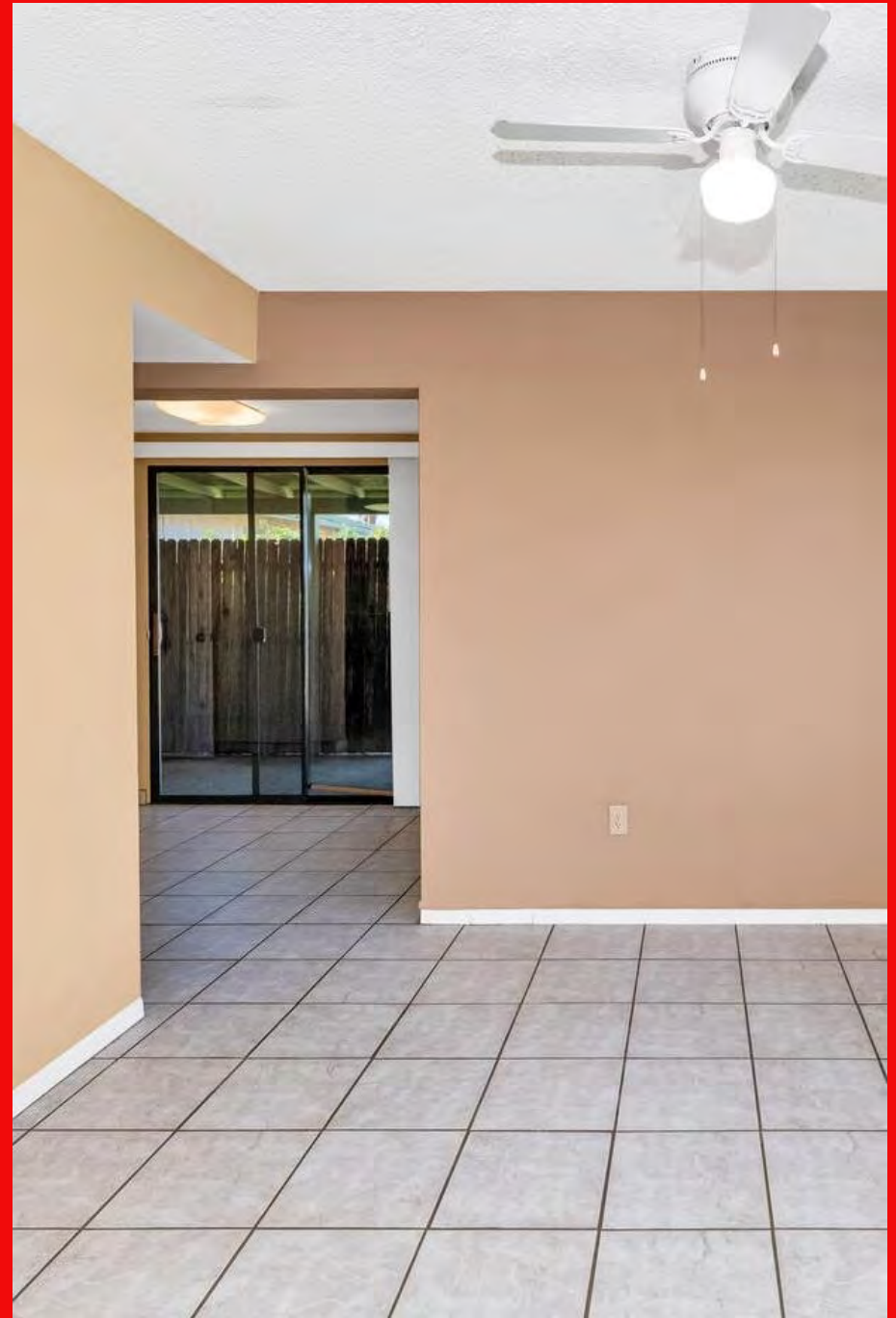
Sunnyslope takes pride in its top-rated schools, ensuring that your children receive a quality education in a supportive environment.

- ****Sunnyslope Awaits You****

Escape the ordinary and embrace the extraordinary in Sunnyslope, AZ. Whether you're seeking a serene retirement destination, a family-friendly community, or a place to start a new adventure, Sunnyslope has something for everyone.

Don't miss the chance to experience the magic of Sunnyslope. Join our vibrant community and create a life filled with sunshine, adventure, and endless possibilities.

****Sunnyslope, AZ - Where Every Day is a Sunny Day!***

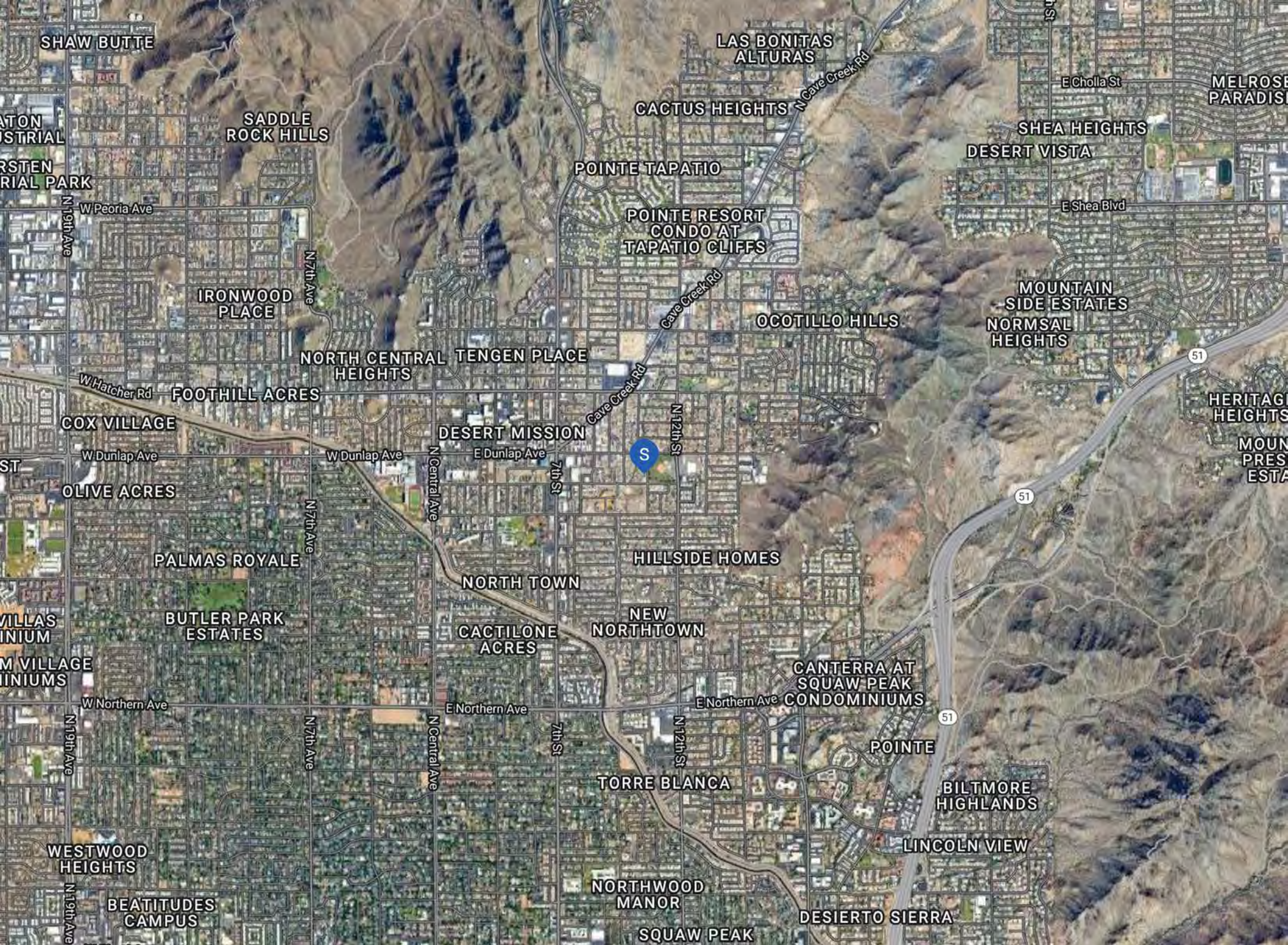




03

Property Description

Aerial Map





04

Rent Roll

Rent Roll

Unit	Unit Mix	Square Feet	Rent PSF	Current Rent	Market Rent	Notes
A	2 bd + 2.5 ba	1,066	\$0.84	\$900.00	\$1,495.00	Month to Month and Long Term Tenant
B	1 bd + 1 ba	799			\$1,495.00	Currently Vacant and in Lease Up. Largest one bedroom that I have seen.
Totals / Averages		1,865	\$0.84	\$900.00	\$2,990.00	





05

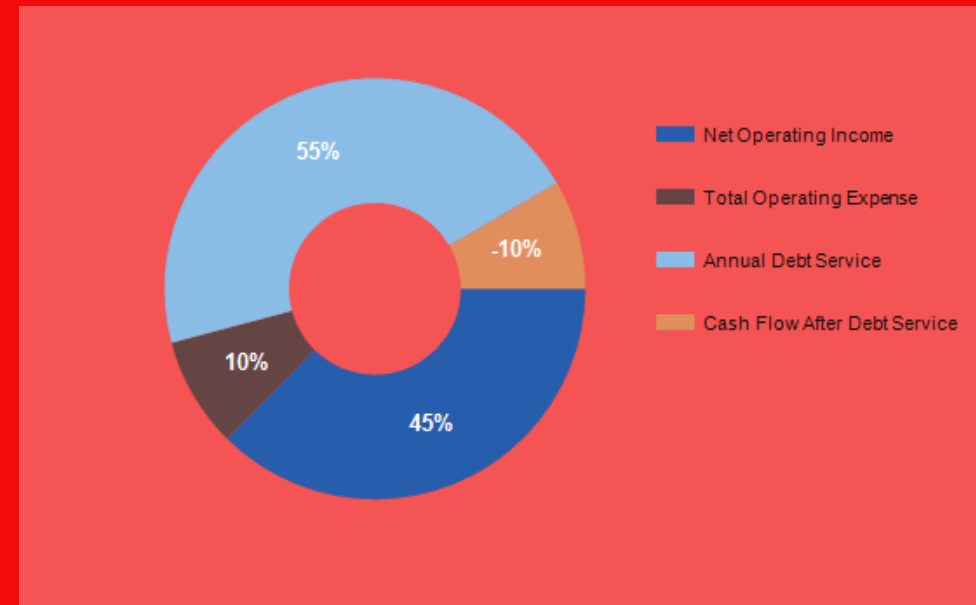
Financial Analysis

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

REVENUE ALLOCATION

CURRENT

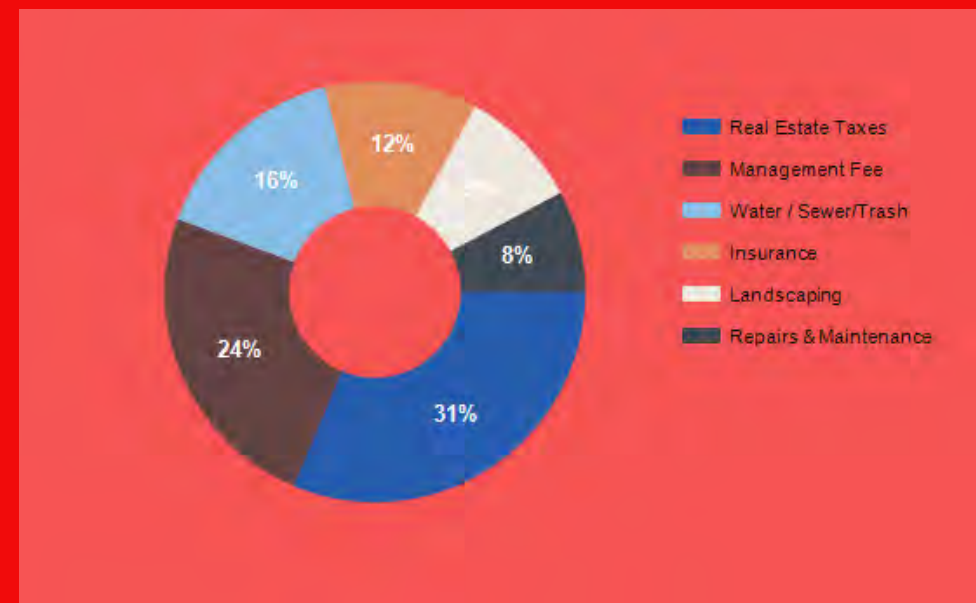
INCOME	CURRENT	PRO FORMA		
Gross Scheduled Rent	\$35,880	\$38,000		
Gross Potential Income	\$35,880	\$38,000		
General Vacancy	-3.00%	-3.00%		
Effective Gross Income	\$34,804	\$36,860		
Less Expenses	\$6,422	\$6,422	18.45%	17.42%
Net Operating Income	\$28,382	\$30,438		
Annual Debt Service	\$34,731	\$34,731		
Cash flow	(\$6,349)	(\$4,293)		
Debt Coverage Ratio	0.82	0.88		



EXPENSES	CURRENT	PRO FORMA
Real Estate Taxes	\$2,012	\$2,012
Insurance	\$750	\$750
Management Fee	\$1,560	\$1,560
Repairs & Maintenance	\$500	\$500
Water / Sewer/Trash	\$1,000	\$1,000
Landscaping	\$600	\$600
Total Operating Expense	\$6,422	\$6,422
Annual Debt Service	\$34,731	\$34,731
% of EGI	18.45%	17.42%

DISTRIBUTION OF EXPENSES

CURRENT



GLOBAL

Price	\$595,000
Analysis Period	5 year(s)
Millage Rate (not a growth rate)	0.34000%

INCOME - Growth Rates

Gross Scheduled Rent	5.00%
----------------------	-------

EXPENSES - Growth Rates

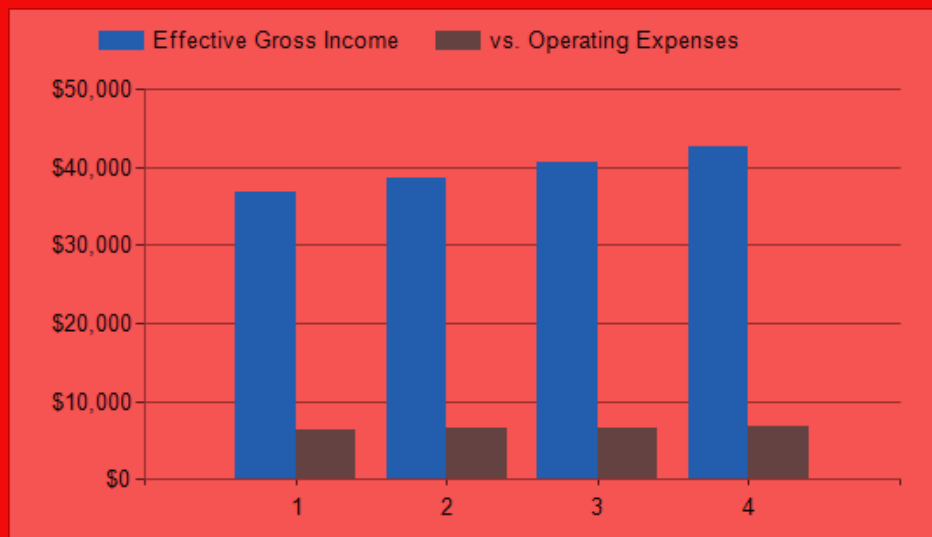
Real Estate Taxes	1.50%
Insurance	1.50%
Management Fee	1.50%
Repairs & Maintenance	1.50%
Water / Sewer/Trash	1.50%
Landscaping	1.50%

PROPOSED FINANCING

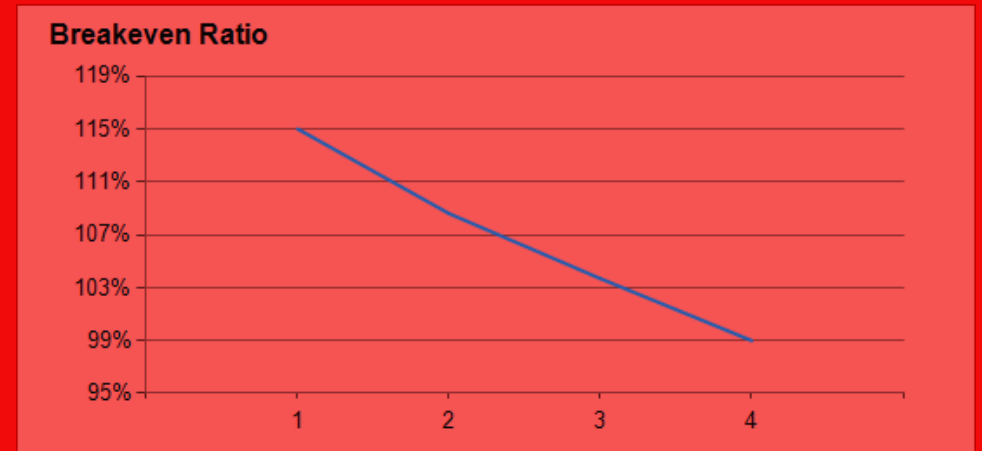
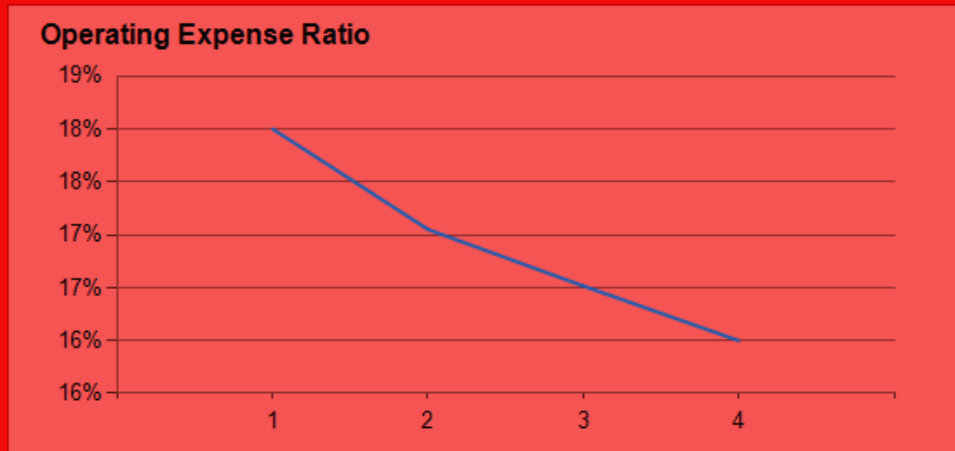
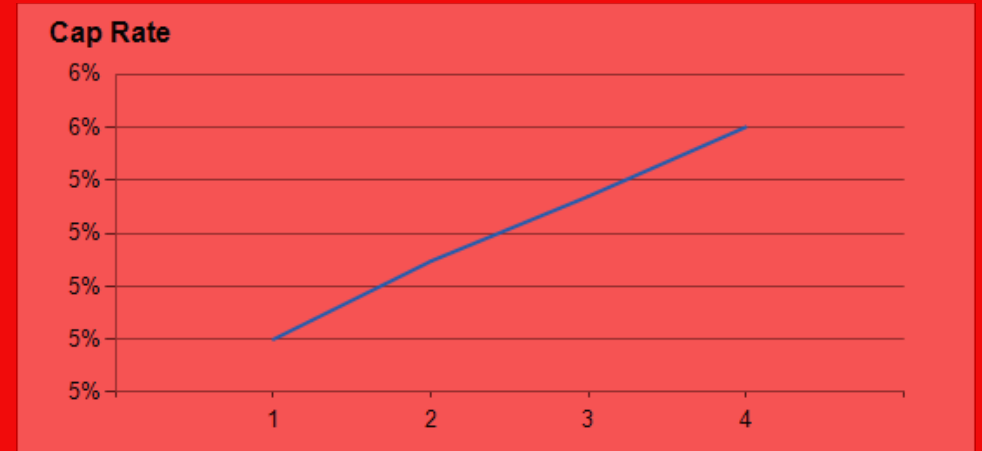
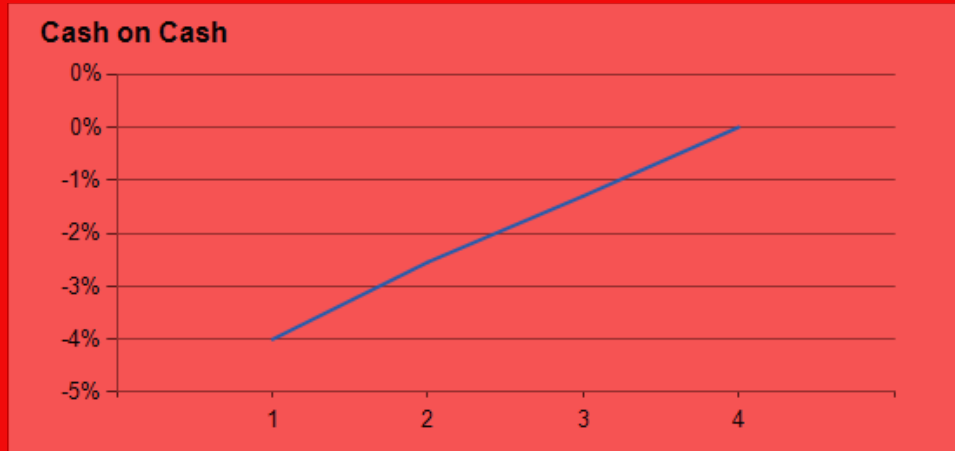
Residential Financing	
Loan Type	Amortized
Down Payment	\$148,750
Loan Amount	\$446,250
Interest Rate	6.75%
Loan Terms	30
Annual Debt Service	\$34,731
Loan to Value	75%
Amortization Period	30 Years



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5
Gross Revenue					
Gross Scheduled Rent	\$35,880	\$38,000	\$39,900	\$41,895	\$43,990
General Vacancy	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%
Effective Gross Income	\$34,804	\$36,860	\$38,703	\$40,638	\$42,670
Operating Expenses					
Real Estate Taxes	\$2,012	\$2,012	\$2,042	\$2,073	\$2,104
Insurance	\$750	\$750	\$761	\$773	\$784
Management Fee	\$1,560	\$1,560	\$1,583	\$1,607	\$1,631
Repairs & Maintenance	\$500	\$500	\$508	\$515	\$523
Water / Sewer/Trash	\$1,000	\$1,000	\$1,015	\$1,030	\$1,046
Landscaping	\$600	\$600	\$609	\$618	\$627
Total Operating Expense	\$6,422	\$6,422	\$6,518	\$6,616	\$6,715
Net Operating Income	\$28,382	\$30,438	\$32,185	\$34,022	\$35,955
Annual Debt Service	\$34,731	\$34,731	\$34,731	\$34,731	\$34,731
Cash Flow	(\$6,349)	(\$4,293)	(\$2,546)	(\$709)	\$1,224



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5
Cash on Cash Return b/t	-4.27%	-2.89%	-1.71%	-0.48%	0.82%
CAP Rate	4.77%	5.12%	5.41%	5.72%	6.04%
Debt Coverage Ratio	0.82	0.88	0.93	0.98	1.04
Operating Expense Ratio	18.45%	17.42%	16.84%	16.28%	15.73%
Gross Multiplier (GRM)	16.58	15.66	14.91	14.20	13.53
Loan to Value	75.00%	74.26%	73.35%	72.44%	71.40%
Breakeven Ratio	114.70%	108.30%	103.38%	98.69%	94.22%





06

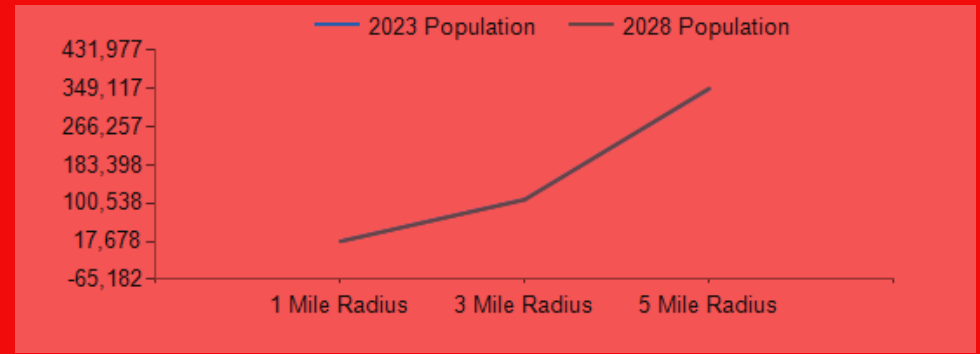
Demographics

Demographics

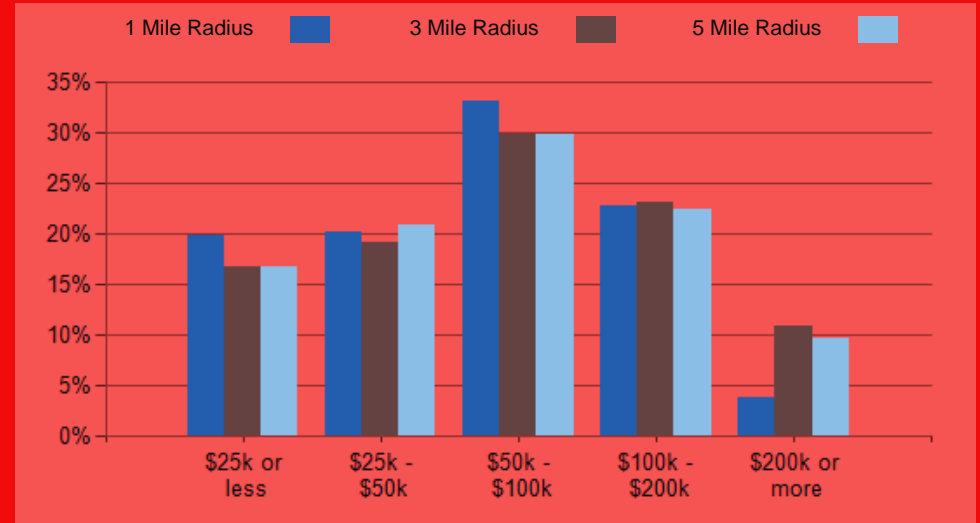
POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	19,876	107,123	332,452
2010 Population	17,595	100,766	316,849
2023 Population	17,954	108,475	347,943
2028 Population	17,678	107,981	349,117
2023-2028: Population: Growth Rate	-1.55%	-0.45%	0.35%

2023 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	767	4,539	13,300
\$15,000-\$24,999	846	3,489	11,365
\$25,000-\$34,999	616	3,574	11,680
\$35,000-\$49,999	1,020	5,567	19,025
\$50,000-\$74,999	1,553	8,414	24,880
\$75,000-\$99,999	1,131	5,866	18,756
\$100,000-\$149,999	1,216	7,373	23,136
\$150,000-\$199,999	639	3,692	9,843
\$200,000 or greater	317	5,193	14,322
Median HH Income	\$60,481	\$68,224	\$65,894
Average HH Income	\$83,147	\$106,831	\$102,256

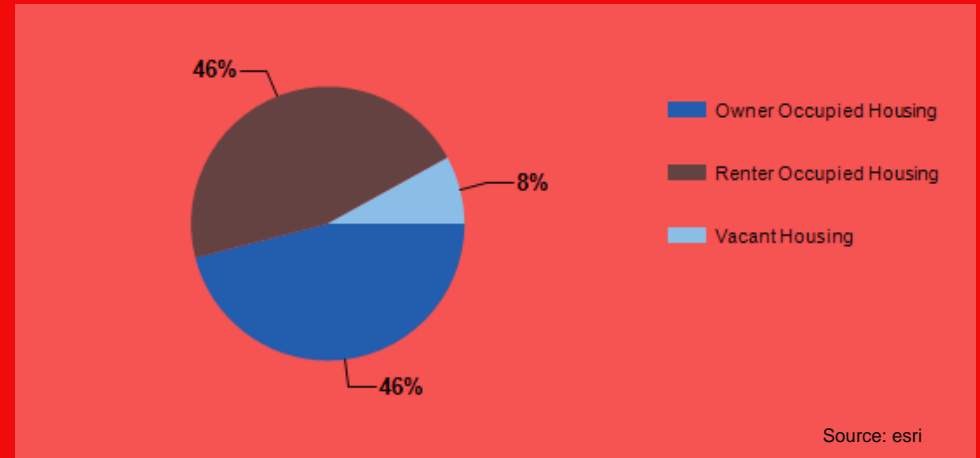
HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	8,895	49,002	146,313
2010 Total Households	7,508	43,592	131,229
2023 Total Households	8,105	47,706	146,307
2028 Total Households	8,057	47,993	148,854
2023 Average Household Size	2.19	2.24	2.35
2023-2028: Households: Growth Rate	-0.60%	0.60%	1.75%



2023 Household Income



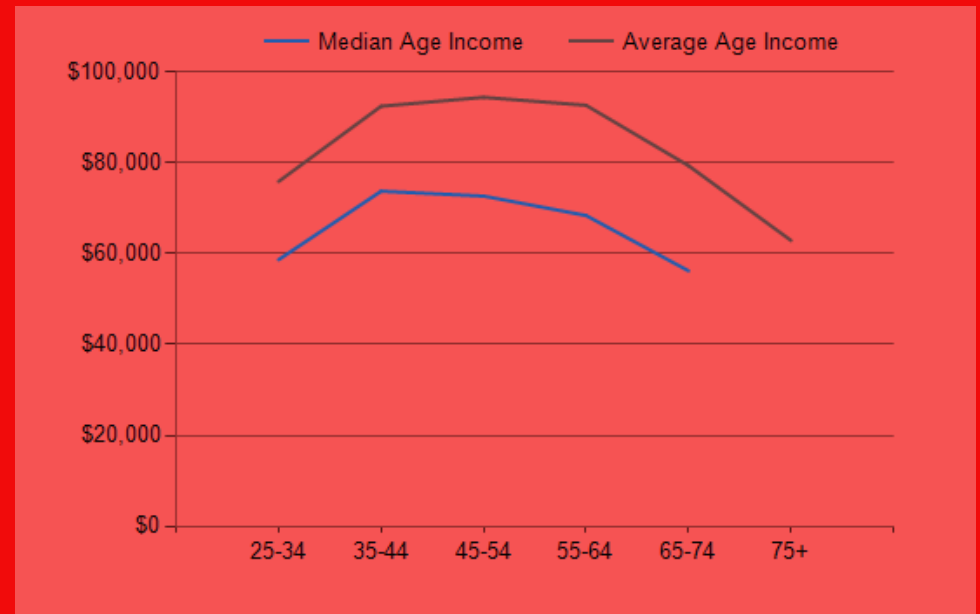
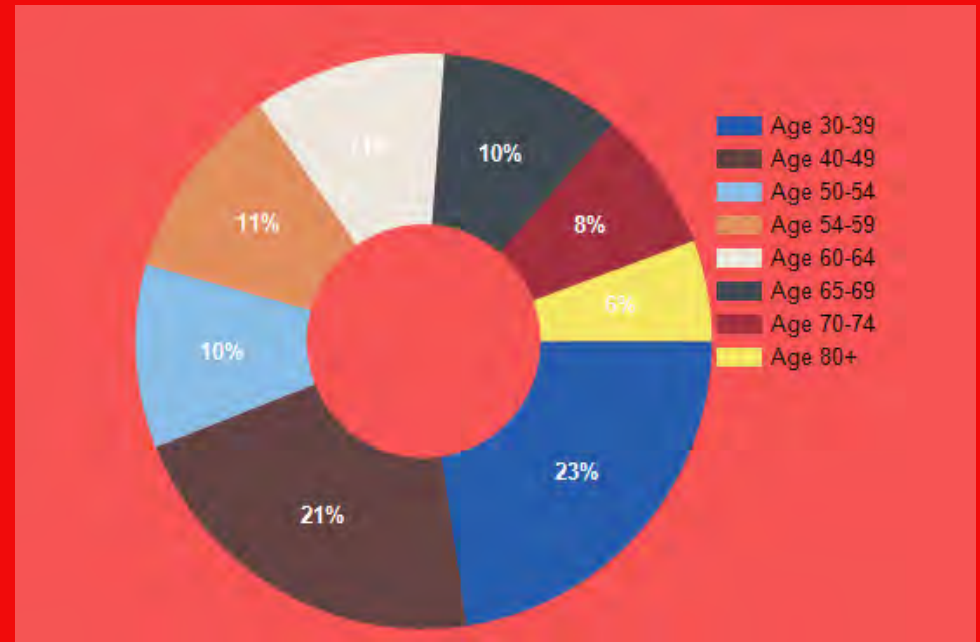
2023 Own vs. Rent - 1 Mile Radius



Source: esri

2023 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2023 Population Age 30-34	1,223	7,110	24,764
2023 Population Age 35-39	1,196	6,966	22,599
2023 Population Age 40-44	1,227	6,624	21,677
2023 Population Age 45-49	1,056	6,167	19,960
2023 Population Age 50-54	1,102	6,638	21,376
2023 Population Age 55-59	1,175	7,028	21,622
2023 Population Age 60-64	1,159	7,363	22,212
2023 Population Age 65-69	1,092	6,854	20,335
2023 Population Age 70-74	851	5,706	16,632
2023 Population Age 75-79	605	4,029	11,459
2023 Population Age 80-84	360	2,553	7,064
2023 Population Age 85+	356	2,857	7,069
2023 Population Age 18+	14,047	86,231	274,225
2023 Median Age	40	41	39
2028 Median Age	41	42	39

2023 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$58,699	\$59,095	\$59,977
Average Household Income 25-34	\$75,907	\$85,274	\$83,243
Median Household Income 35-44	\$73,783	\$77,764	\$76,391
Average Household Income 35-44	\$92,493	\$114,949	\$109,701
Median Household Income 45-54	\$72,713	\$86,982	\$82,283
Average Household Income 45-54	\$94,466	\$129,217	\$121,073
Median Household Income 55-64	\$68,428	\$84,165	\$78,765
Average Household Income 55-64	\$92,712	\$127,105	\$120,604
Median Household Income 65-74	\$56,222	\$69,775	\$64,905
Average Household Income 65-74	\$79,401	\$108,458	\$104,886
Average Household Income 75+	\$62,928	\$81,049	\$80,771





07

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.

Duplex w/plans to build a 4 plex on the rear lot



Exclusively Marketed by:

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



www.justsoldit.com

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