

# Well-Performing Short-Term Rental in Scottsdale



OFFERING MEMORANDUM | SCOTTSDALE'S MOST DESIRED ZIP CODE! 85254

6729 E Sharon  
Scottsdale, AZ 85254



# Well-Performing Short-Term Rental in Scottsdale

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*Exclusively Marketed by:*

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01

Executive Summary

Investment Summary

## OFFERING SUMMARY

ADDRESS	6729 E Sharon Scottsdale AZ 85254
COUNTY	Maricopa
MARKET	Scottsdale
SUBMARKET	Zip Code 85254
BUILDING SF	2,100 SF
LAND SF	10,724 SF
LAND ACRES	0.246
NUMBER OF UNITS	1
YEAR RENOVATED	2022
APN	175-06-110
OWNERSHIP TYPE	Fee Simple

## FINANCIAL SUMMARY

PRICE	\$995,000
PRICE PSF	\$473.81
PRICE PER UNIT	\$995,000
OCCUPANCY	100.00%
NOI (CURRENT)	\$47,228
NOI (Third Party Projections)	\$82,728
CAP RATE (CURRENT)	4.75%
CAP RATE (Third Party Projections)	8.31%
CASH ON CASH (CURRENT)	-6.93%
CASH ON CASH (Third Party Projections)	7.34%
GRM (CURRENT)	12.44
GRM (Third Party Projections)	8.61

## PROPOSED FINANCING

Residential Loan	
LOAN TYPE	Amortized
DOWN PAYMENT	\$98,750
LOAN AMOUNT	\$896,250
INTEREST RATE	6.00%
LOAN TERMS	30
ANNUAL DEBT SERVICE	\$64,478
LOAN TO VALUE	90%
AMORTIZATION PERIOD	30 Years
NOTES	Buyer to verify current interest and loan rates

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2025 Population	7,991	78,277	213,682
2025 Median HH Income	\$129,330	\$119,659	\$111,424
2025 Average HH Income	\$178,360	\$169,138	\$159,743



## Well-Performing Short-Term Rental in Scottsdale's Most Desired Zip Code!

- Welcome to your perfect retreat in the heart of Scottsdale's prestigious 85254 zip code, one of the most sought-after areas in the Valley. This stunning 5-bedroom oasis offers a blend of style, comfort, and luxury, making it an exceptional choice for short-term stays.

**Incredible Location – Scottsdale's 85254 Zip Code:** Known for its upscale residences, top-rated schools, and proximity to fine dining, shopping, and world-class golf courses, the 85254 zip code is one of the most desirable locations in Scottsdale. The neighborhood offers easy access to Scottsdale Quarter, Kierland Commons, and Old Town Scottsdale, making it the ideal place to stay for those looking to experience the best of Scottsdale living.

**A High-Performing Investment:** This home isn't just a stunning retreat—it's also a well-performing short-term rental that consistently delivers great returns. Whether you're looking for a vacation home, a profitable investment, or both, this property checks all the boxes.





02

Location

- Location Summary
- Local Map
- Regional Map
- Aerial Map
- Local Business Map
- Major Employers

Located in the heart of Scottsdale, Arizona, the 85254 area is renowned for its prime location and v

● **\*\*Location:\*\***

85254 enjoys a central location in Scottsdale, offering easy access to major freeways like Loop 101, making commuting convenient to nearby Phoenix and beyond. It's known for its upscale residential neighborhoods and proximity to various shopping centers and business districts.

**\*\*Entertainment:\*\***

Entertainment options abound in 85254. Residents can enjoy nearby attractions such as Kierland Commons and Scottsdale Quarter, where trendy boutiques, fine dining, and lively nightlife await. These areas also host regular events, ensuring there's always something exciting happening.

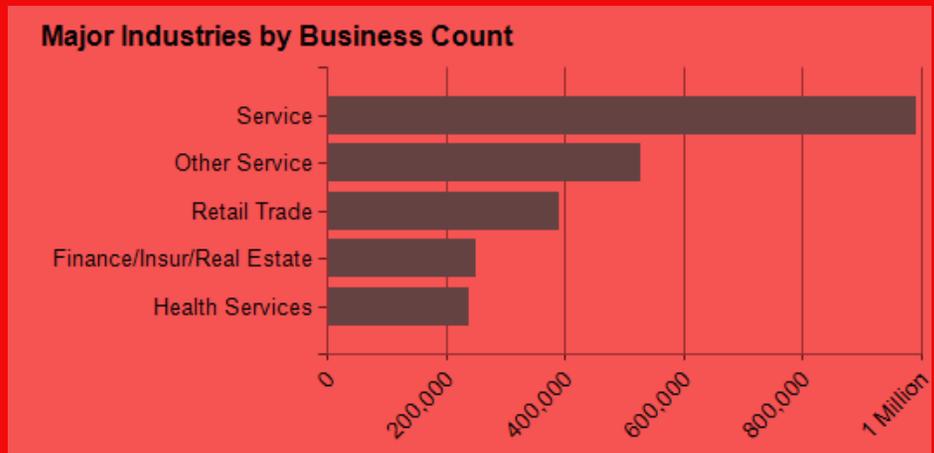
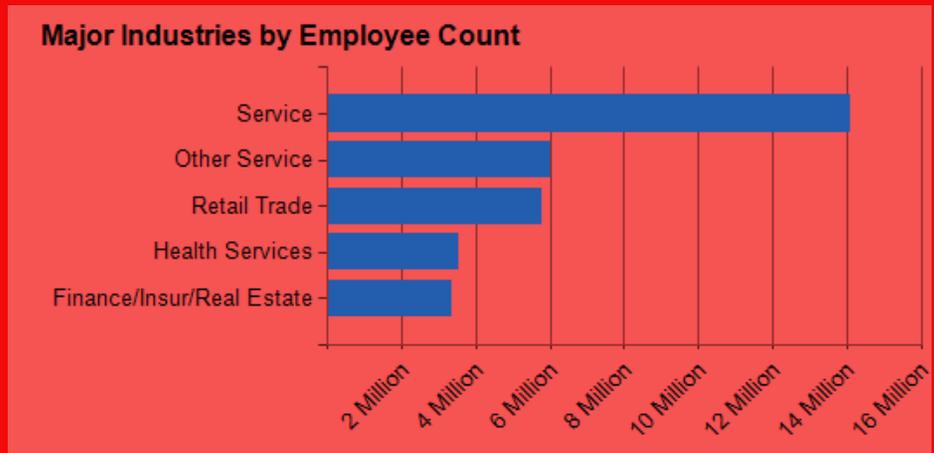
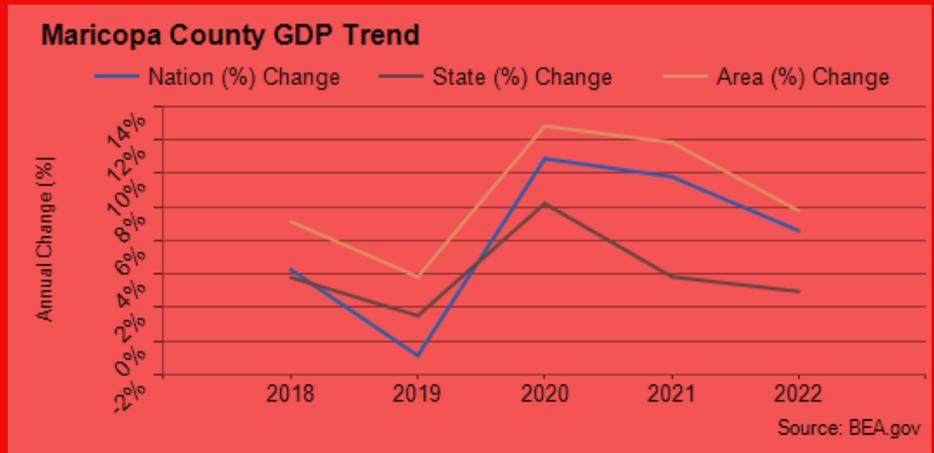
**\*\*Restaurants:\*\***

Food enthusiasts will delight in the diverse culinary scene of 85254. From acclaimed steakhouses to cozy cafes and international cuisine, the area caters to every palate. Popular spots include local favorites offering both casual dining and upscale experiences.

● **\*\*Golf:\*\***

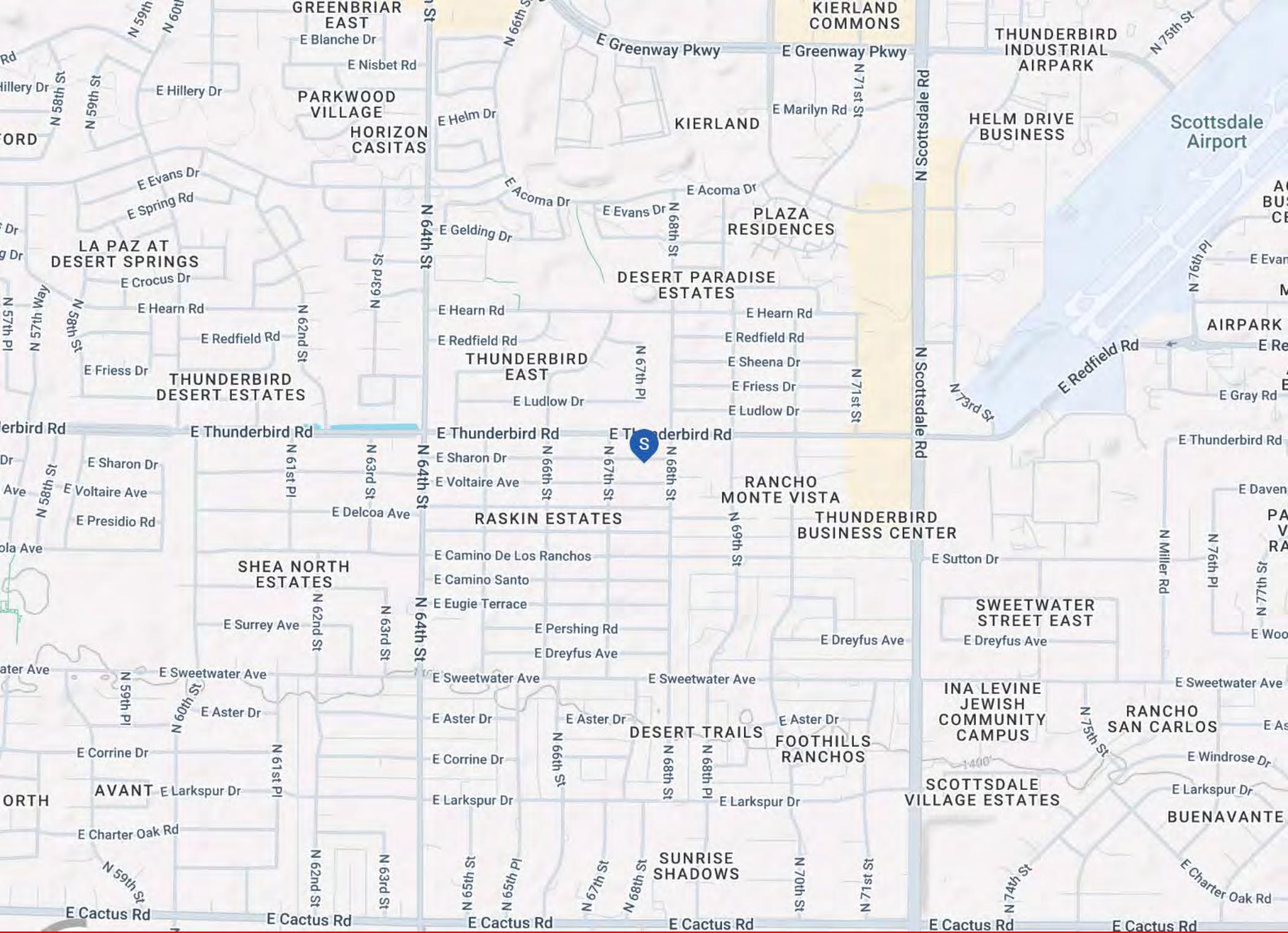
For golf enthusiasts, 85254 offers access to some of Arizona's finest golf courses. Courses like the Kierland Golf Club and TPC Scottsdale provide world-class facilities amidst stunning desert landscapes, perfect for both recreational players and avid golfers.

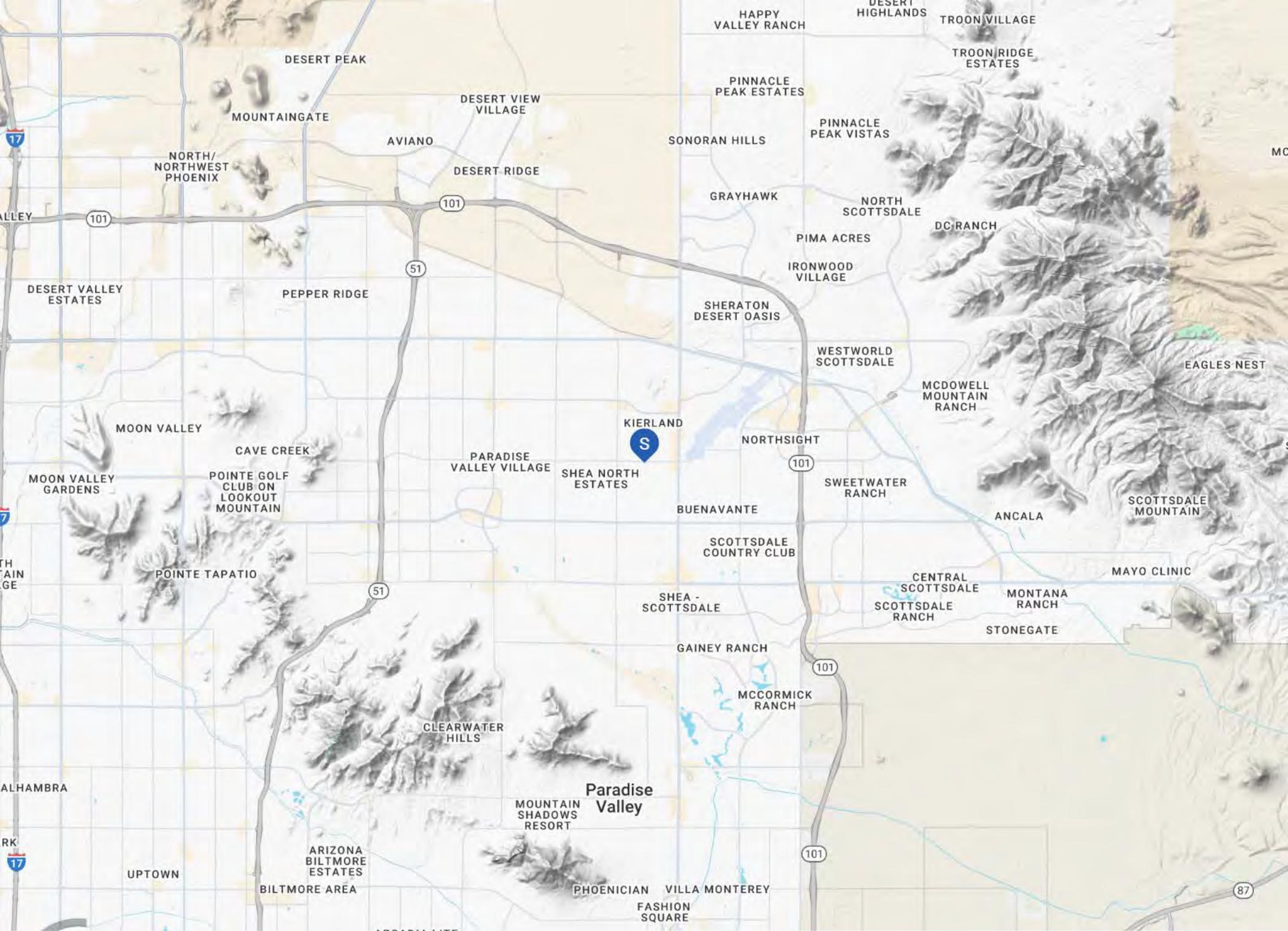
Whether you're drawn to its convenient location, vibrant entertainment options, diverse dining scene, or premier golf courses, 85254 embodies the best of Scottsdale living, making it a highly sought-after area for residents and visitors alike.

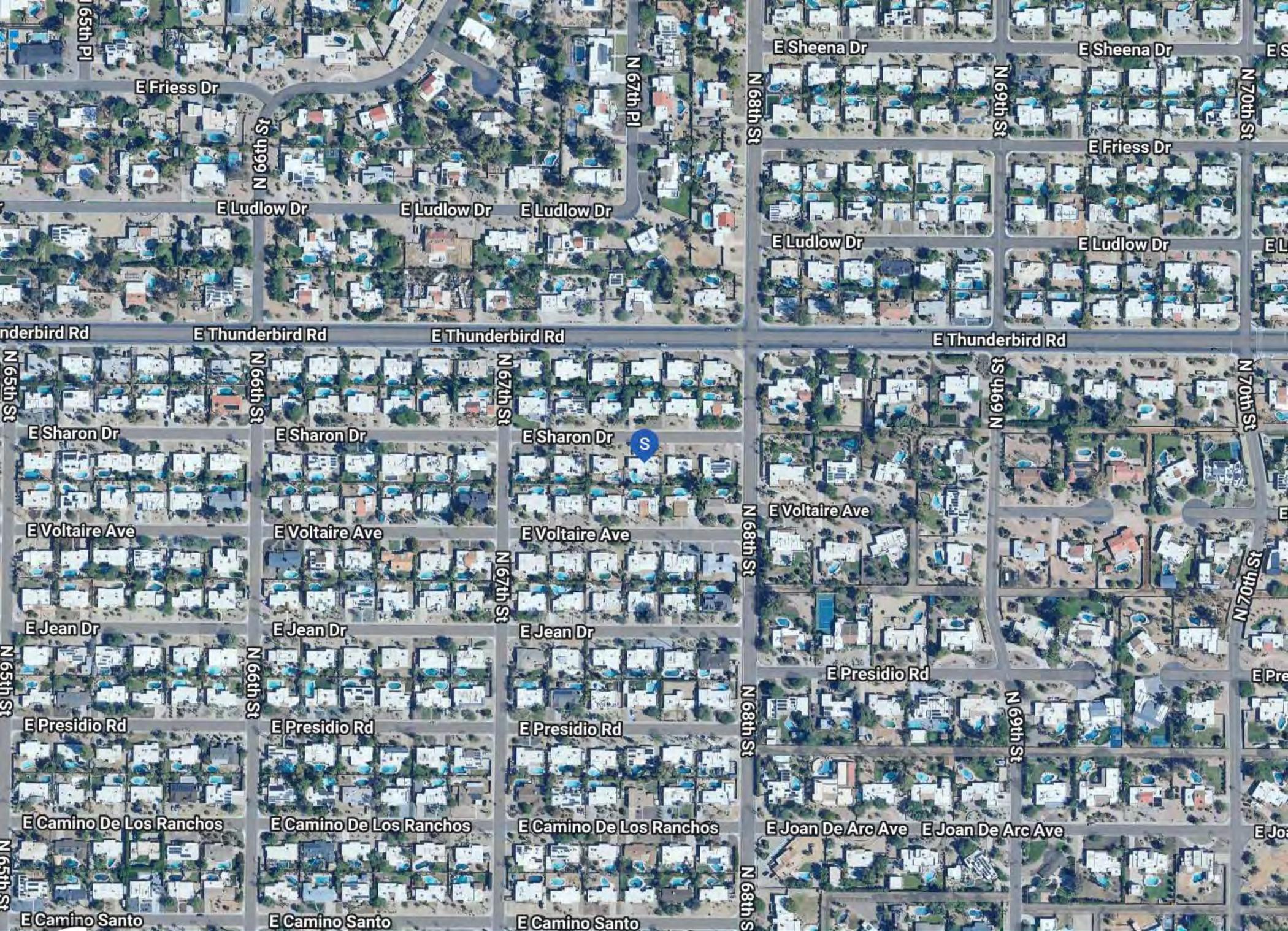


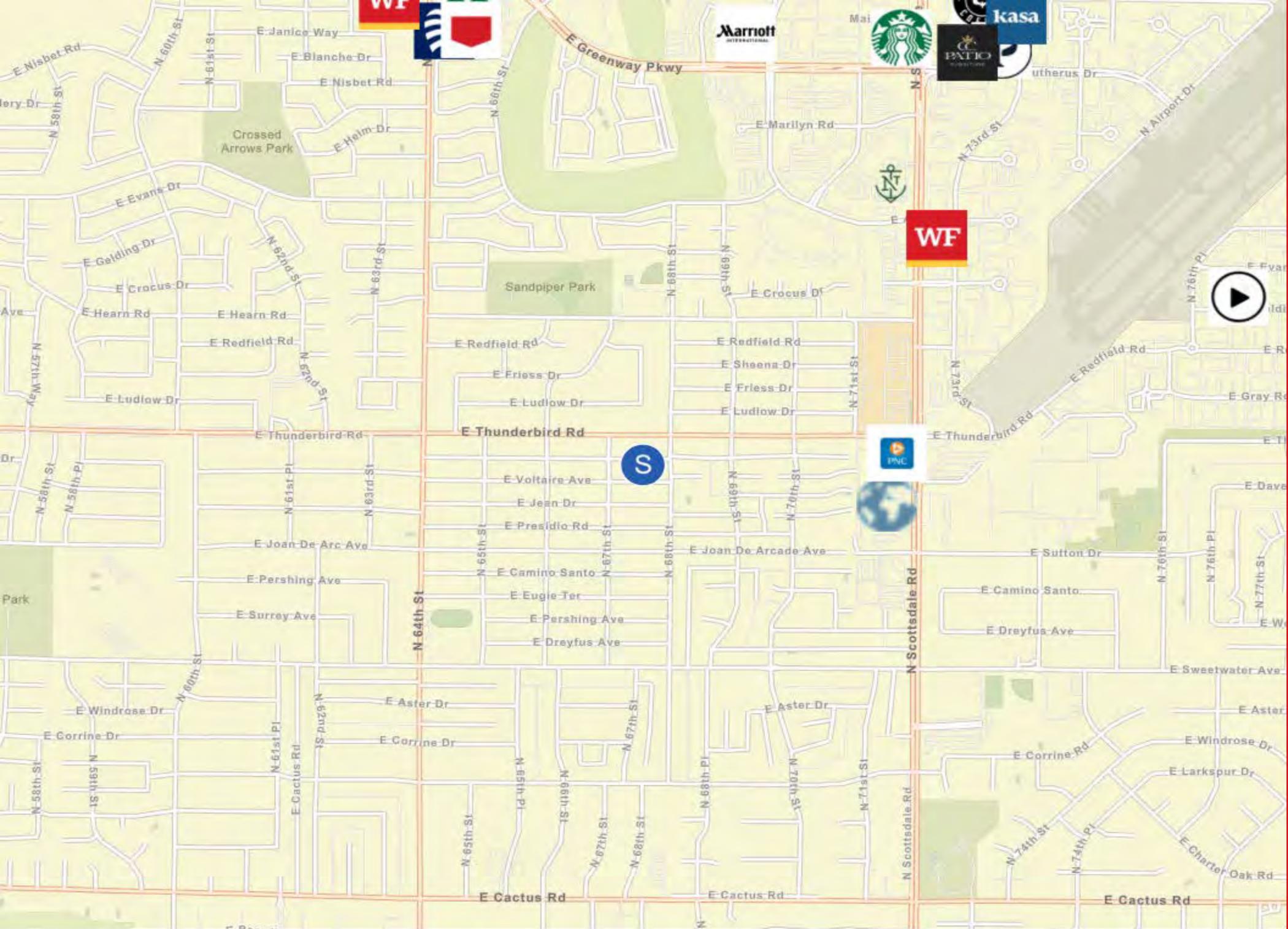
### Major Industries by Sales Amount



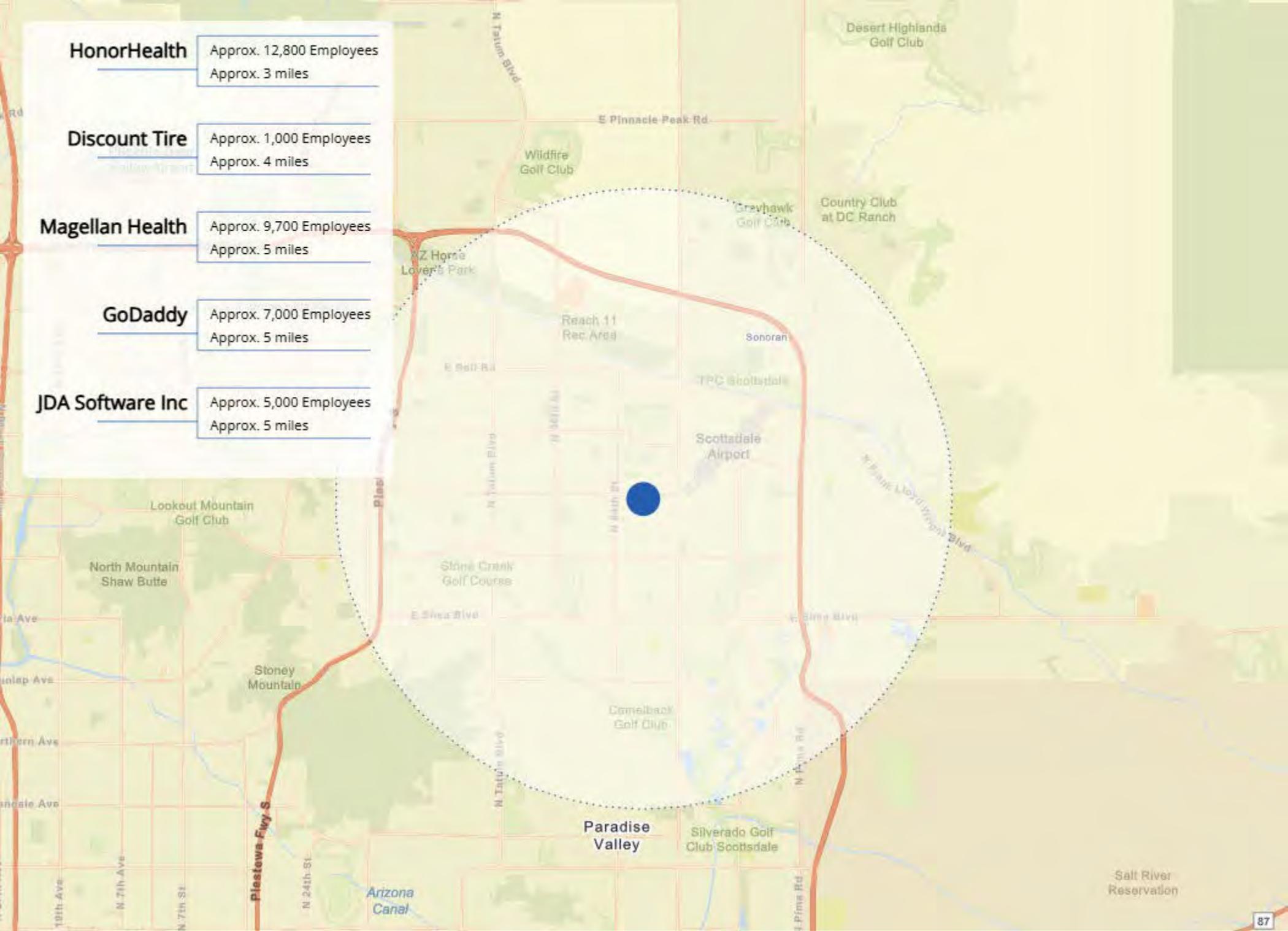








<b>HonorHealth</b>	Approx. 12,800 Employees Approx. 3 miles
<b>Discount Tire</b>	Approx. 1,000 Employees Approx. 4 miles
<b>Magellan Health</b>	Approx. 9,700 Employees Approx. 5 miles
<b>GoDaddy</b>	Approx. 7,000 Employees Approx. 5 miles
<b>JDA Software Inc</b>	Approx. 5,000 Employees Approx. 5 miles





03

Property Description

- Property Features
- Property Images
- Common Amenities
- Unit Amenities

let's eat

## PROPERTY FEATURES

NUMBER OF UNITS	1
BUILDING SF	2,100
LAND SF	10,724
LAND ACRES	0.246
YEAR RENOVATED	2022
# OF PARCELS	1
ZONING TYPE	RE-24
BUILDING CLASS	A
TOPOGRAPHY	Flat
LOCATION CLASS	A
NUMBER OF STORIES	1
NUMBER OF BUILDINGS	1
LOT DIMENSION	Rectangular
NUMBER OF PARKING SPACES	4
POOL / JACUZZI	Yes
FIRE PLACE IN UNIT	Yes
WASHER/DRYER	Yes

## MECHANICAL

HVAC	Heat Pump
SMOKE DETECTORS	Yes

## UTILITIES

WATER	City Of Phoenix
TRASH	City Of Phoenix
ELECTRIC	APS

## CONSTRUCTION

FOUNDATION	Masonry
FRAMING	Wood Frame
EXTERIOR	Painted Stucco
PARKING SURFACE	Cement
STYLE	Ranch
LANDSCAPING	Finished Desert





**Front View**



**Great Room**



**Dining Area**



**Breakfast Bar**



**Breakfast Bar**



**Kitchen Island**



**Family Room**



**Family Room**



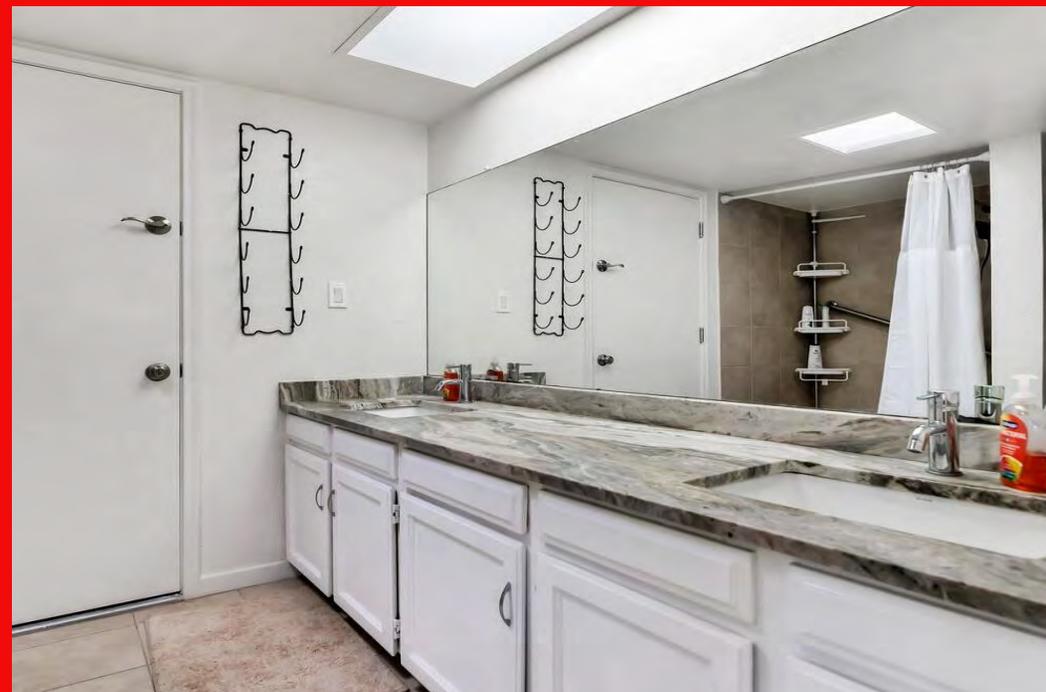
**Bedroom**



**Bedroom**



**Bedroom**



**Granite Bathroom**



**Bathroom**



**Laundry Room**



**Pool and Patio**



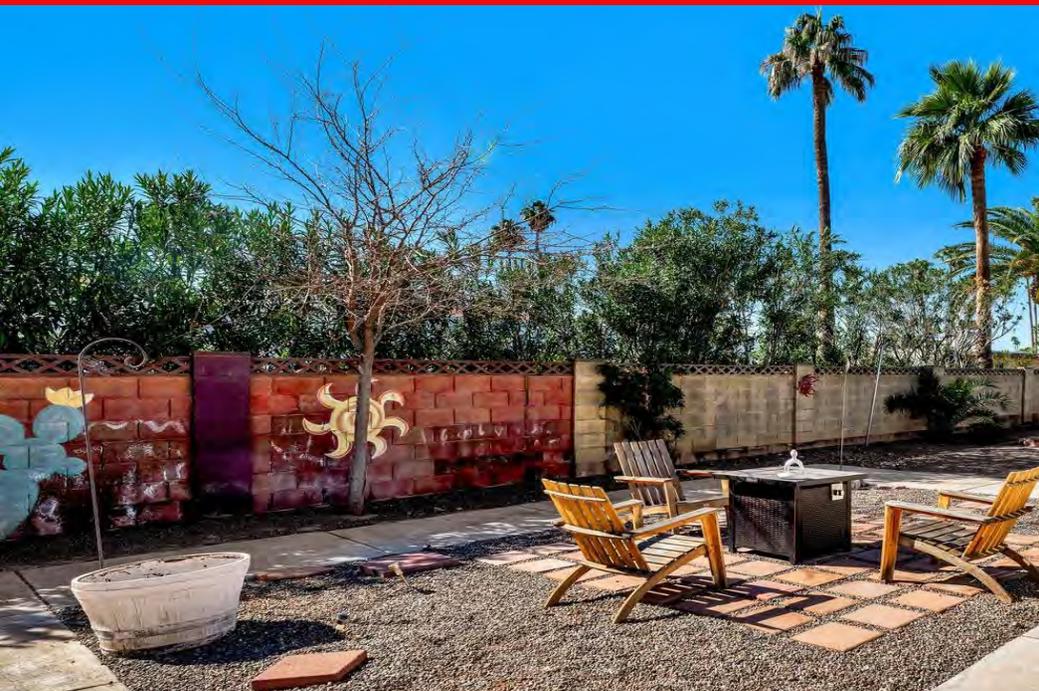
**Lounge Area around Pool**



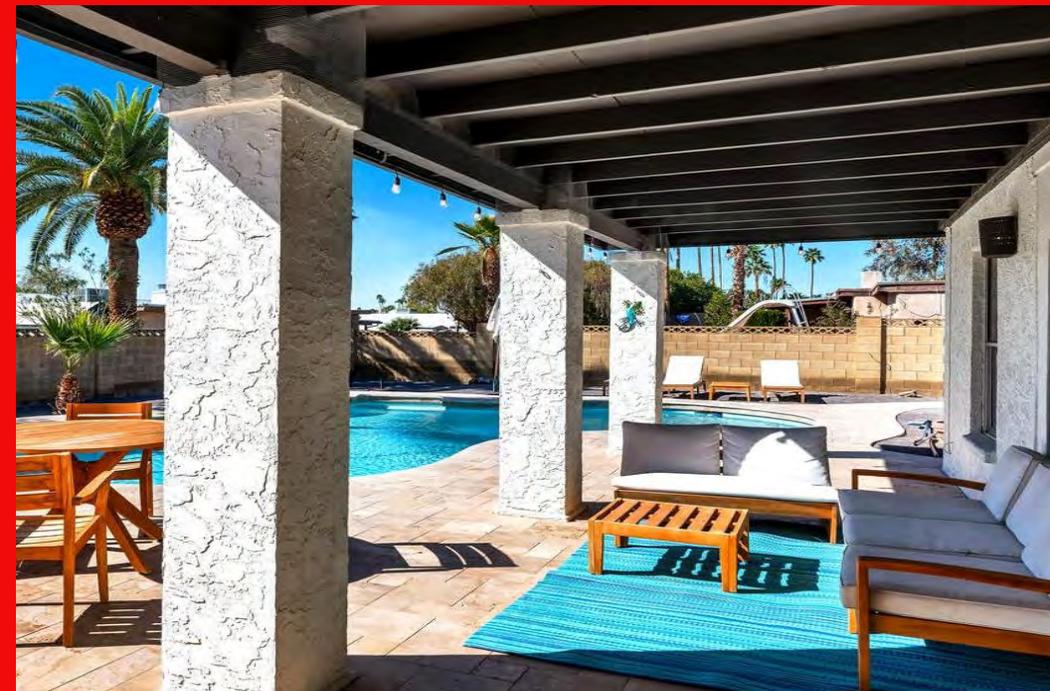
**Patio**



**Firepit**



**Backyard Setting Area**



**Covered Patio**

## Common Amenities

- - **\*\*Private Outdoor Oasis\*\*** with sparkling pool and stunning mountain views
- - **\*\*Covered Patio\*\*** for outdoor entertaining and relaxation
- **\*\*2-Car Garage\*\*** and RV gate for added convenience
- **\*\*Close Proximity\*\*** to top dining, shopping, and entertainment options
- **Firepit**
- **Large Multiple Sitting Areas** with tastefully done outdoor Muriels

## Unit Amenities

- **Spacious Layout:** 5 generously sized bedrooms, ideal for large groups or families, providing both space and privacy.
- **Luxurious Primary Suite:** Relax in the serene suite with granite dual sinks and a large walk-in closet, offering a peaceful escape after a day of exploring.
- **Modern Elegance:** Neutral tile flooring, a cozy fireplace, and elegant arched doorways create a warm and inviting atmosphere.
- **Outdoor Paradise:** Step outside to your private retreat, featuring a sparkling pool, stunning mountain views, and a covered patio for the perfect spot to unwind.
- **Gourmet Kitchen:** Cook in style with granite counters, white cabinets, and a convenient breakfast bar—perfect for entertaining or family meals.
- **Added Convenience:** The 2-car garage and RV gate provide extra convenience and space for all your needs.
- **Large Great Room**
- **5 Bedrooms tastefully furnished**

04

**Financial Analysis**

Income & Expense Analysis

Multi-Year Cash Flow Assumptions

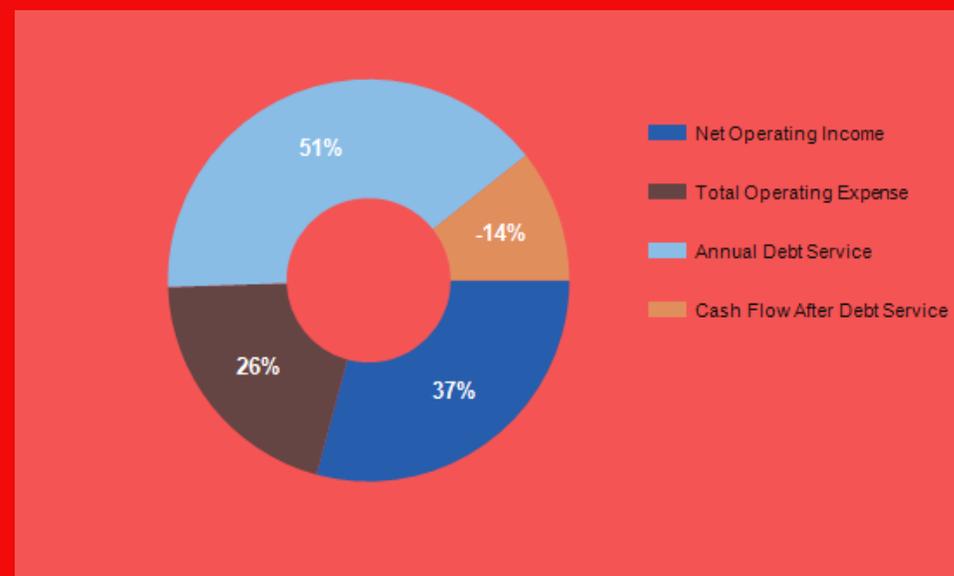
Cash Flow Analysis

Financial Metrics

## REVENUE ALLOCATION

CURRENT

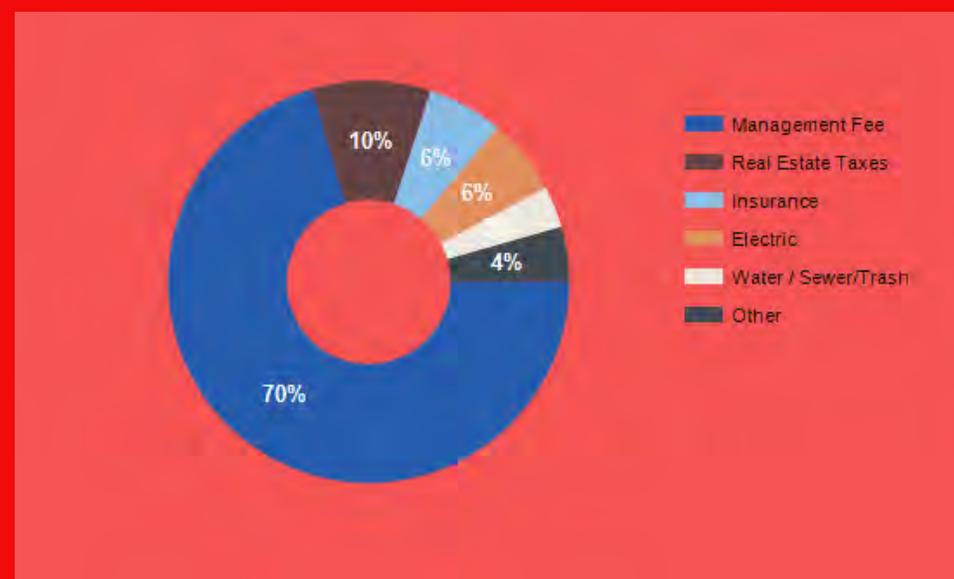
INCOME	CURRENT	THIRD PARTY PROJECTIONS	
Gross Scheduled Rent	\$80,000		\$115,500
<b>Effective Gross Income</b>	<b>\$80,000</b>		<b>\$115,500</b>
Less Expenses	\$32,772	40.96%	\$32,772
<b>Net Operating Income</b>	<b>\$47,228</b>		<b>\$82,728</b>
Annual Debt Service	\$64,478		\$64,478
<b>Cash flow</b>	<b>(\$17,250)</b>		<b>\$18,250</b>
Debt Coverage Ratio	0.73		1.28



EXPENSES	CURRENT	Per Unit	THIRD PARTY PROJECTIONS	Per Unit
Real Estate Taxes	\$3,122	\$3,122	\$3,122	\$3,122
Insurance	\$2,000	\$2,000	\$2,000	\$2,000
Management Fee	\$23,100	\$23,100	\$23,100	\$23,100
Marketing	\$600	\$600	\$600	\$600
Repairs & Maintenance	\$250	\$250	\$250	\$250
Water / Sewer/Trash	\$1,100	\$1,100	\$1,100	\$1,100
Landscaping	\$600	\$600	\$600	\$600
Electric	\$2,000	\$2,000	\$2,000	\$2,000
<b>Total Operating Expense</b>	<b>\$32,772</b>	<b>\$32,772</b>	<b>\$32,772</b>	<b>\$32,772</b>
Annual Debt Service	\$64,478		\$64,478	
Expense / SF	\$15.61		\$15.61	
% of EGI	40.96%		28.37%	

## DISTRIBUTION OF EXPENSES

CURRENT



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## GLOBAL

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Price	\$995,000
Analysis Period	5 year(s)
Millage Rate	0.31000%

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## INCOME - Growth Rates

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Gross Scheduled Rent	2.00%
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## EXPENSES - Growth Rates

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

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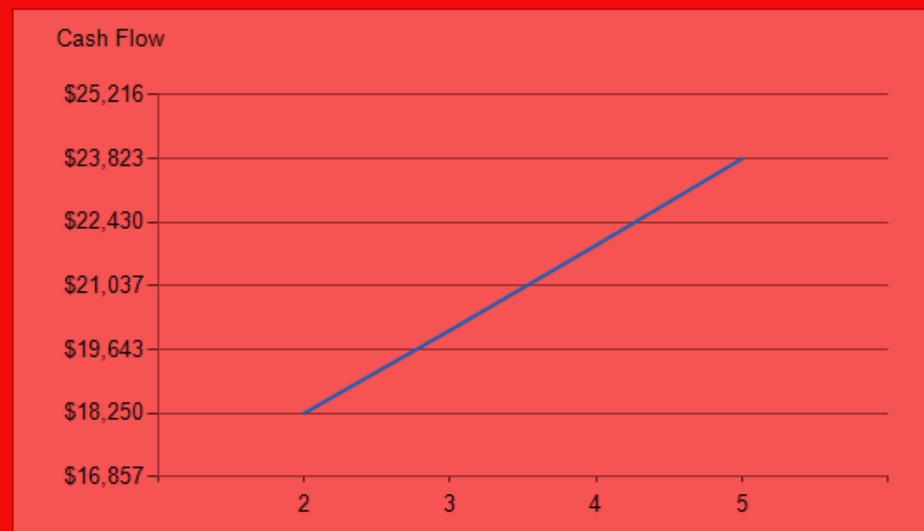
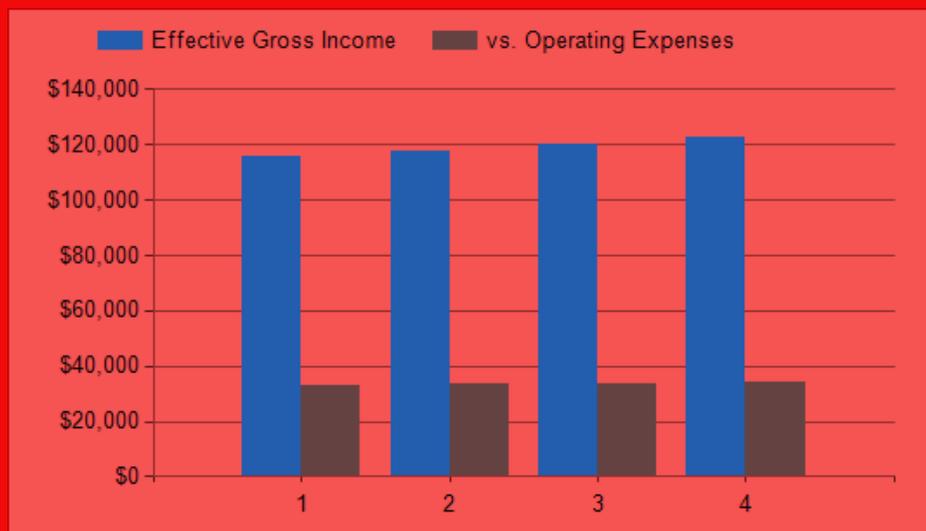
## PROPOSED FINANCING

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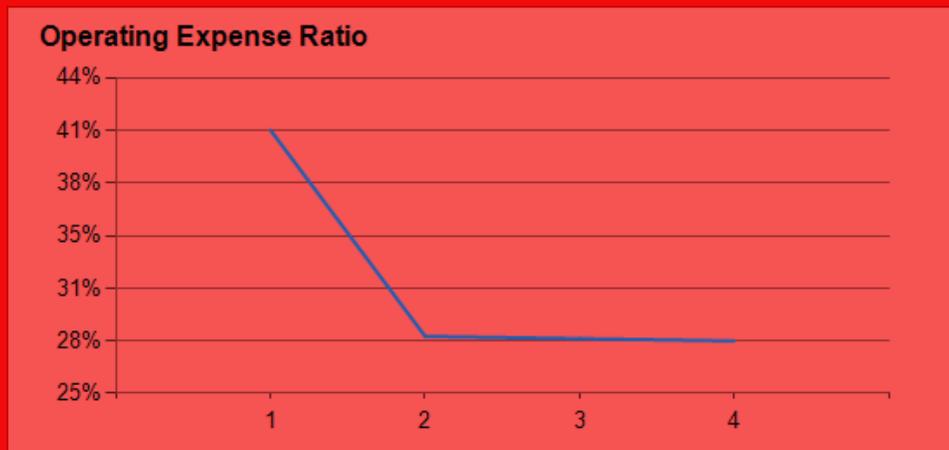
Residential Loan	
Loan Type	Amortized
Down Payment	\$98,750
Loan Amount	\$896,250
Interest Rate	6.00%
Loan Terms	30
Annual Debt Service	\$64,478
Loan to Value	90%
Amortization Period	30 Years
Notes	Buyer to verify current interest and loan rates

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Calendar Year	CURRENT	Third Party Projections	Year 3	Year 4	Year 5
<b>Gross Revenue</b>					
Gross Scheduled Rent	\$80,000	\$115,500	\$117,810	\$120,166	\$122,570
<b>Effective Gross Income</b>	<b>\$80,000</b>	<b>\$115,500</b>	<b>\$117,810</b>	<b>\$120,166</b>	<b>\$122,570</b>
<b>Operating Expenses</b>					
Real Estate Taxes	\$3,122	\$3,122	\$3,168	\$3,216	\$3,264
Insurance	\$2,000	\$2,000	\$2,030	\$2,060	\$2,091
Management Fee	\$23,100	\$23,100	\$23,447	\$23,798	\$24,155
Marketing	\$600	\$600	\$609	\$618	\$627
Repairs & Maintenance	\$250	\$250	\$254	\$258	\$261
Water / Sewer/Trash	\$1,100	\$1,100	\$1,117	\$1,133	\$1,150
Landscaping	\$600	\$600	\$609	\$618	\$627
Electric	\$2,000	\$2,000	\$2,030	\$2,060	\$2,091
<b>Total Operating Expense</b>	<b>\$32,772</b>	<b>\$32,772</b>	<b>\$33,263</b>	<b>\$33,762</b>	<b>\$34,268</b>
<b>Net Operating Income</b>	<b>\$47,228</b>	<b>\$82,728</b>	<b>\$84,547</b>	<b>\$86,404</b>	<b>\$88,301</b>
Annual Debt Service	\$64,478	\$64,478	\$64,478	\$64,478	\$64,478
<b>Cash Flow</b>	<b>(\$17,250)</b>	<b>\$18,250</b>	<b>\$20,068</b>	<b>\$21,926</b>	<b>\$23,823</b>



Calendar Year	CURRENT	Third Party Projections	Year 3	Year 4	Year 5
Cash on Cash Return b/t	-6.93%	7.34%	8.07%	8.81%	9.58%
CAP Rate	4.75%	8.31%	8.50%	8.68%	8.87%
Debt Coverage Ratio	0.73	1.28	1.31	1.34	1.37
Operating Expense Ratio	40.96%	28.37%	28.23%	28.09%	27.95%
Gross Multiplier (GRM)	12.44	8.61	8.45	8.28	8.12
Loan to Value	90.14%	88.92%	87.82%	86.51%	85.18%
Breakeven Ratio	121.56%	84.20%	82.97%	81.75%	80.56%
Price / SF	\$473.81	\$473.81	\$473.81	\$473.81	\$473.81
Price / Unit	\$995,000	\$995,000	\$995,000	\$995,000	\$995,000
Income / SF	\$38.09	\$55.00	\$56.10	\$57.22	\$58.36
Expense / SF	\$15.60	\$15.60	\$15.83	\$16.07	\$16.31





05

Demographics

Demographics

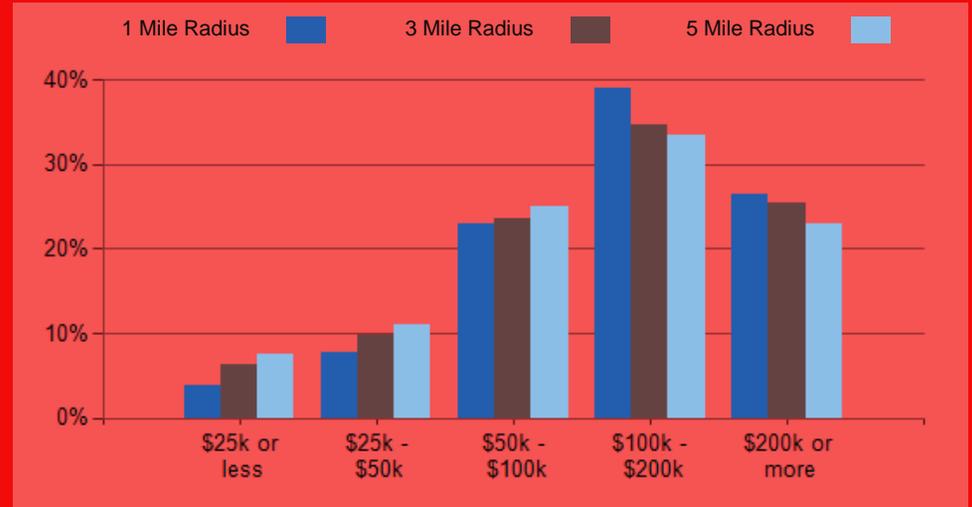
POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	8,947	73,143	193,096
2010 Population	7,906	69,230	190,532
2025 Population	7,991	78,277	213,682
2030 Population	9,431	81,993	221,346
2025-2030: Population: Growth Rate	16.85%	4.65%	3.55%

2025 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	74	1,224	4,212
\$15,000-\$24,999	49	941	3,030
\$25,000-\$34,999	101	1,116	3,767
\$35,000-\$49,999	148	2,287	6,750
\$50,000-\$74,999	332	4,014	12,039
\$75,000-\$99,999	406	4,123	11,845
\$100,000-\$149,999	724	7,054	19,099
\$150,000-\$199,999	525	4,852	12,645
\$200,000 or greater	849	8,773	21,789
Median HH Income	\$129,330	\$119,659	\$111,424
Average HH Income	\$178,360	\$169,138	\$159,743

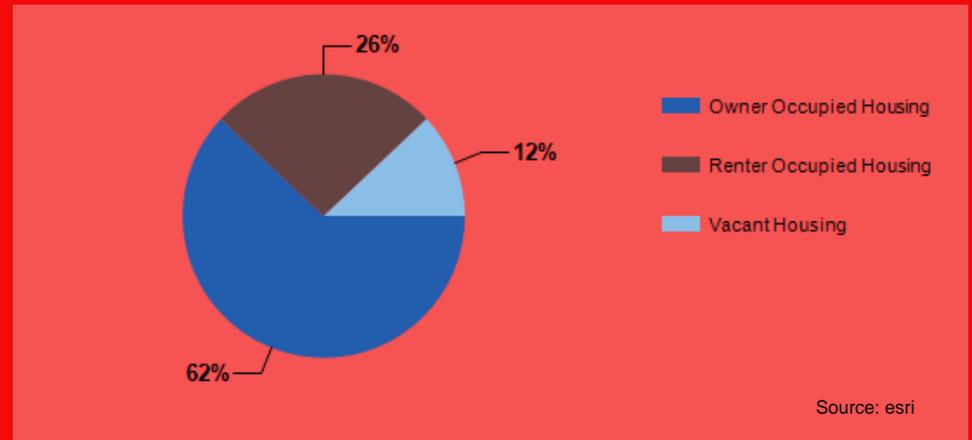
HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	3,561	30,641	85,953
2010 Total Households	3,166	29,331	83,193
2025 Total Households	3,208	34,384	95,177
2030 Total Households	3,858	36,919	100,773
2025 Average Household Size	2.46	2.24	2.22
2025-2030: Households: Growth Rate	18.80%	7.15%	5.75%



2025 Household Income



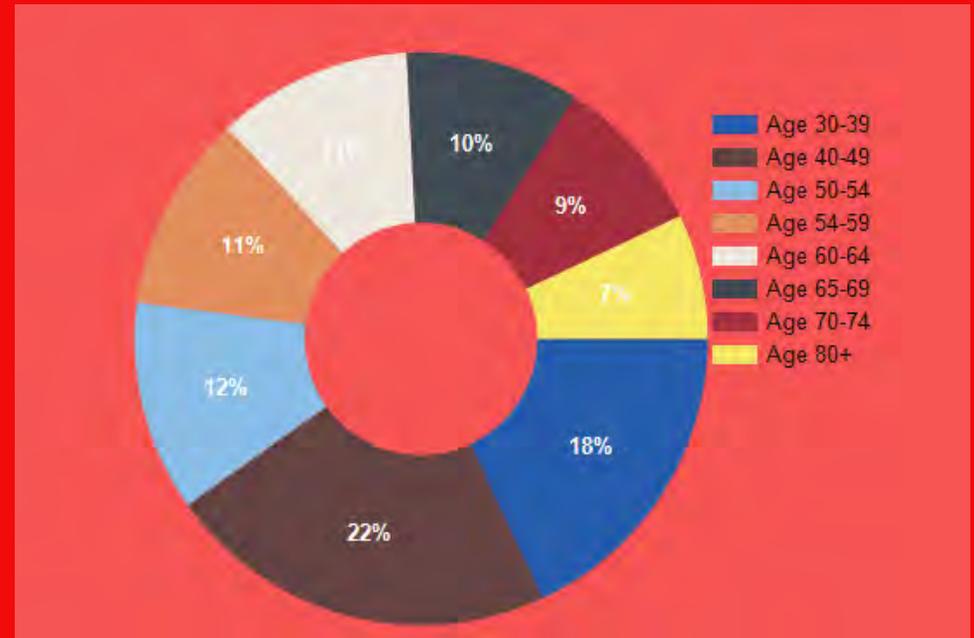
2025 Own vs. Rent - 1 Mile Radius



Source: esri

2025 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2025 Population Age 30-34	409	4,602	13,653
2025 Population Age 35-39	510	4,831	13,765
2025 Population Age 40-44	584	5,256	14,278
2025 Population Age 45-49	542	4,790	13,056
2025 Population Age 50-54	606	5,366	14,260
2025 Population Age 55-59	568	5,107	14,084
2025 Population Age 60-64	560	5,428	14,793
2025 Population Age 65-69	501	5,301	14,072
2025 Population Age 70-74	455	4,765	12,804
2025 Population Age 75-79	359	3,977	10,797
2025 Population Age 80-84	226	2,489	6,956
2025 Population Age 85+	220	2,494	6,860
2025 Population Age 18+	6,478	64,583	177,073
2025 Median Age	45	46	45
2030 Median Age	46	47	47

2025 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$114,859	\$109,412	\$101,653
Average Household Income 25-34	\$156,906	\$148,194	\$136,847
Median Household Income 35-44	\$152,975	\$151,352	\$134,157
Average Household Income 35-44	\$201,807	\$196,790	\$181,252
Median Household Income 45-54	\$168,927	\$164,848	\$153,222
Average Household Income 45-54	\$223,229	\$217,086	\$203,246
Median Household Income 55-64	\$158,150	\$155,339	\$140,345
Average Household Income 55-64	\$205,373	\$202,805	\$190,299
Median Household Income 65-74	\$102,755	\$103,073	\$99,856
Average Household Income 65-74	\$144,540	\$147,549	\$144,616
Average Household Income 75+	\$110,398	\$104,830	\$104,725



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.

# Well-Performing Short-Term Rental in Scottsdale

*Exclusively Marketed by:*

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