

# *EdMar Apartments*



**18 Units**  
**Offered at \$575,000**  
**3413 - 3415 E Earll Dr.**  
**Phoenix, AZ 85018**

**NOT A SHORT SALE. DO NOT DISTURB TENANTS. SHOWINGS BY APPOINTMENT.** 18 upgraded rental units in the highly desirable *Citrus Acres* neighborhood. Unit mix consists of 3 studios and 15 large contemporary two-bedroom / one-bath units. Continuous upgrades and improvements have been completed during the current owner's 14 year tenure. Units offer spacious floor plans with lots of tile, upgraded cabinetry, full-size appliances, and tiled shower surrounds— some units even have granite counter tops. Desert landscaping means minimal water/ landscape expense. Owned laundry generates additional income. This multi-family building is an absolute *cream puff* in a in a premium east Phoenix location.

- Gated community
- Extensive interior renovations
- Individually metered gas & electric
- Spacious contemporary units
- Block construction
- Copper plumbing



## **Kasten / Long Commercial Group**

Scott Trevey CCIM  
Tel: 602 445-4114  
Cell: 480 205-0862

[Scott@KLCommGroup.com](mailto:Scott@KLCommGroup.com)

2821 E. Camelback Rd. Suite 600 Phoenix, AZ 85016

**Complete Marketing Package at:**  
**[www.KLCommercialGroup.com](http://www.KLCommercialGroup.com)**

## INCOME / EXPENSES

Units	Type	Size (sf)	Current Av Rent	Monthly Rent/sf	Monthly Total	Market Rents	Monthly Total
3	ST	300	\$340	\$1.13	\$1,020	\$300	\$900
8	2/1	740	\$580	\$0.78	\$4,640	\$580	\$4,640
6	2/1	680	\$580	\$0.85	\$3,480	\$580	\$3,480
1	2/1	784	\$620	\$0.79	\$620	\$620	\$620

**18**      **11,684**      Rentable SF      **\$9,760**      **\$9,640**  
**476**      Laundry / maint  
**12,160**      Total SF per County

Gross Monthly Income      \$9,640

**Gross Scheduled Annual Income      \$115,680**

Vacancy (14.0% sub-mrkt avrg)      (\$16,195)

Other / laundry income      \$4,200

**Gross Operating income      \$103,685**

Expenses      (\$50,311)

(\$2,795 / unit, \$4.14/ sf)

**Net Operating Income      \$53,374**

Projected Annual Exps:	Per unit	Annually
Management Off-site	\$276	\$4,974
Mgt On-site (free unit)	\$387	\$6,960
Legal / admin / advertising	\$93	\$1,661
Maintenance / repair	\$389	\$7,000
A/C / plumbing expense	\$111	\$2,000
Landscaping	\$100	\$1,800
Cleaning / unit turn	\$28	\$500
Pest control	\$19	\$350
Privilege Tax (city of PHX)	\$111	\$1,990
Utilities		
Water / Sewer	\$377	\$6,782
Electric	\$94	\$1,696
Gas (laundry)	\$76	\$1,361
Trash	\$120	\$2,160
Property Taxes 2009	\$427	\$7,687
Insurance	\$188	\$3,389
		<u>\$50,311</u>

## SITE INFORMATION

**3413 - 3415 E Earll Drive Phoenix, AZ 85018**

**Units**      18  
**Building Size**      12,160 sf (per county)  
**Lot Size**      28,671 sf (0.66 AC)  
**Parcels**      127-30-035-A, 127-30-035-B  
**Cool/Heat**      Roof-mount HVAC heat pumps  
**Hot Water**      Indiv. electric water heaters  
**Parking**      26 spaces + some street parking  
**Construction**      Block  
**Roofs**      Flat roofs—built up with elastomeric  
**Year**      1973  
**Utilities**      Indiv. metered for gas & electricity  
**Laundry**      2 washers, 2 dryers (OWNED)  
**Zoning**      R-3 multi-family

## PROPERTY INFORMATION

The EdMar Apartments consist of three (3) studios, and fifteen (15) 2/1 rental units. Buildings are block constructed with built-up roofs. Unit entries and walkways are covered. The property is individually metered for gas and electric. Additional income is generated through on-site laundry operations with (owned) washers and dryers. This gated community offers spacious rental units that have been totally renovated to include porcelain tile, upgraded cabinets and newer appliances in most units- and granite counter tops in some units! Desert landscaping and no pool greatly reduces operating expenses— plus a regimen of regular maintenance at this property has kept it in exceptionally good condition.

Located in the desirable "Citrus Acres" residential neighborhood between Osborn and Thomas Roads and east of 32d Street, this property offers residents easy access to Arcadia, major shopping, area employment, Sky Harbor Airport and the valley freeway system.



**Directions:** Thomas Road to 32nd Street, north to Earll Drive, east to property.

Scott Trevey **CCIM**

**KASTEN LONG COMMERCIAL GROUP**

602 445-4114 telephone

602 445-7466 facsimile

[Scott@KLCommGroup.com](mailto:Scott@KLCommGroup.com)

[www.KLCommercialGroup.com](http://www.KLCommercialGroup.com)

## FINANCING / INVEST RETURN

**\$ 575,000**      **Sale Price**  
**\$ 287,500**      Down Payment (50%)  
**\$ 287,500**      Proposed Loan (6.0% int. only)

### Projected Cash Flow

\$53,374      NOI  
(17,250)      Loan Payments  
 \$36,124      Annual Cash Flow

### Return on Investment

\$36,124/ \$287,500 = 12.6%

## OFFERING SUMMARY

Price      \$575,000  
 Price / unit      \$31,944  
 Price / sf      \$47.29  
 Cap rate      9.3%  
 GRM      4.97

The information contained herein is from sources believed to be reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty or representation about it. The Purchaser is advised to independently verify the accuracy and completeness of the information in order to determine the suitability of the property for the Purchaser's needs.

EdMar Apartments  
3413 - 3415 E Earll Dr. Phoenix, AZ 85018  
Sub-Market Sales COMPS  
FEB - JUL 2010

Sale Comps													
3413 - 3415 E Earll Dr.													
Map #	Address	Suggested Value	Built		Units	BD	Type	Rpt'd Size (sf)	Avg. Rent	Total Size (sf) County	Price per Unit	Price per sf	comments
S	3413 - 3415 E Earll Dr. EdMar Apartments	\$575,000	1973		18	3	Std	300	\$325	12,670	\$31,944	\$45.38	lots of upgrades, tile in units upgraded cabinets, good unit mix, no deferred maintenance owned laundry, NOT Short Sale
						8	2/1	740	\$580				
						6	2/1	680	\$580				
						1	2/1	784	\$620				
										Total			
	Address	SOLD PRICE	Built	Sale Date	Units	BD	Type	Rpt'd Size (sf)	Avg. Rent	Total Size (sf) County	Price per Unit	Price per sf	comments
1	Sir Johns 3141 N 37th Street, Phx	\$400,000	1967	5/11/10	14	14	2/1	810	\$605	11,340	\$28,571	\$35.27	All cash, good conditon, all 2 bd REO, 90% occupancy, clean
2	Rita Roy 3201 N 36th St., Phx	\$295,000	1961	4/15/10	13	9	1/1	680	\$542	9,550	\$22,692	\$30.89	All cash, pool, covered parking mostly 1/1 units, needing repairs
						4	2/1	840	\$625				
3	Brisbane 3025 N 36th St., Phx	\$581,000	1961	3/12/10	30	12	1/1	445	\$550	18,855	\$19,367	\$30.81	Trustee Sale - 3rd party - all cash Mostly master metered - chiller needing \$50,000 in repairs 26 ocupied at COE
						9	1/1	648	\$575				
						6	2/1	864	\$650				
						2	3/2	1,027	\$725				
4	Montego 3029 N 36th Street, Phx	\$470,000	1971	2/24/10	14	13	2/1	840	\$600	12,127	\$33,571	\$38.76	Short Sale, all cash, large 2 bd. combined w/ Wyndam sale good location, pool, cov'd parking
						1	3/2	1,207	\$800				
5	Wyndam 3011 N 38th St., Phx	\$330,000	1971	2/24/10	15	13	1/1	560	\$523	8,630	\$22,000	\$38.24	Short sale, all cash, mostly 1/1 combined with Montego sale good location, needing repairs
						1	2/1	650	\$570				
						1	2/2	700	\$625				

3413 - 3415 E Earll Dr. Sales COMPS photos



**S** 3413-3415 E Earll Dr. Phx: EDMAR APTS



**1** 3141 N 37th St. Phx: SIR JOHNS



**2** 3201 N 36th St. Phx: RITA ROY APTS



**3** 3025 n 36TH St. Phx: BRISBANE APTS

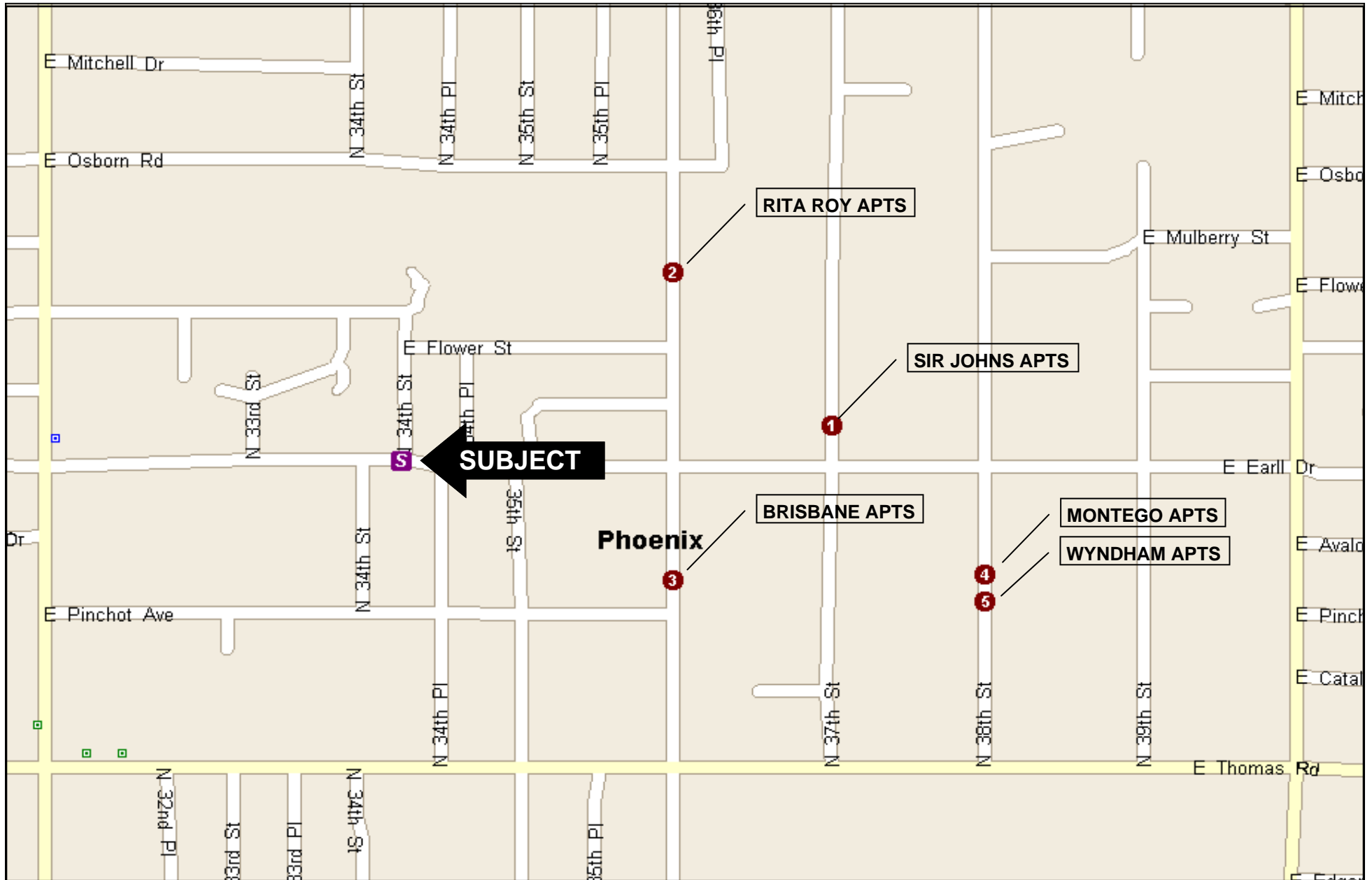


**4** 3029 N 38th St. Phx: MONTEGO APTS



**5** 3011 N 38th St. Phx: WYNDHAM APTS

3413-3415 E Earll Dr. COMPS Location Map



3413-3415 E Earll Dr. COMPS (aerial) Location Map



EdMar Apartments  
Income and Expense Analysis  
VALUE determined by using:  
Market rents / Avg Sub-Market Vacancy / Typical Exps  
AUGUST 2010

Units	Type	Size (sf)	Current Av Rent	Rent/sf	per Month
3	ST	300	\$340	\$1.13	\$1,020
8	2/1	740	\$580	\$0.78	\$4,640
6	2/1	680	\$580	\$0.85	\$3,480
1	2/1	784	\$620	\$0.79	\$620
<b>18</b>		<b>11,684</b>			<b>\$9,760</b>
		<b>238</b>	rentable		
		<b>238</b>	maint room		
		<b>12,160</b>	Laundry		
			<b>TOTAL</b>		

Rent	Rent/sf	Total per Month
\$300	\$1.00	\$900
\$580	\$0.78	\$4,640
\$580	\$0.85	\$3,480
\$620	\$0.79	\$620
		<b>\$9,640</b>

**Expenses per owner**

	Current (Avg) Rents, Current (AUG) Vacancy and Owner/Operator Expenses		
<b>GSI (annual)</b>	<b>\$117,120</b>	100.0%	
Vacancy	(\$13,012)	-11.1%	Current
Laundry income (owned machines)	\$4,200	3.6%	
<b>GOI</b>	<b>\$108,308</b>	92.5%	
<b>Administrative</b>	<b>Annual EXPS</b>	<b>% of GSI</b>	<b>Per unit</b>
Legal / Admin / Acct / misc	(787)	-0.7%	\$44
Advertising / Placement	(661)	-0.6%	\$37
City of Phoenix privilege tax	(2,082)	-1.8%	\$116
Off-Site Management Exp	0	0.0%	\$0
On-Site Mngt (free unit)	0	0.0%	\$0
<b>Repair and Maintenance</b>			
Maint / Repair / Supplies (EST)	(6,544)	-5.6%	\$364
A/C & Plumbing Expense	0	0.0%	\$0
Pest Control	0	0.0%	\$0
Landscaping	0	0.0%	\$0
Cleaning / unit turn exp	0	0.0%	\$0
<b>Utilities (2009 actual)</b>			
Water/Sewer	(6,782)	-5.8%	\$377
Electricity	(1,696)	-1.4%	\$94
Gas (for laundry hot water)	(1,361)	-1.2%	\$76
Trash	(2,160)	-1.8%	\$120
<b>Insurance</b>	<b>EST</b>		
RE Taxes (2009 -county)	(3,389)	-2.9%	\$188
	(7,687)	-6.6%	\$427
<b>Total Expenses</b>	<b>(\$33,150)</b>	<b>-28.3%</b>	
		(\$1,842) per unit	
		(\$2.84) per sf	
<b>NOI</b>	<b>\$75,158</b>		
<b>CAPITALIZATION RATE:</b>	<b>13.1% CAP</b>		
<b>Possible Purchase Scenario</b>	<b>List price</b>		
List Purchase Price	\$575,000	\$31,944 per unit	
Cash Down 50%	\$287,500		
Int only loan 6.00%	\$287,500	per square ft	\$47.29
<b>Cash Flow</b>			
NOI	annually	monthly	
Debt Service	\$53,374	\$4,448	
<b>Cash Flow</b>	(\$17,250)	(\$1,438)	
	<b>\$36,124</b>	<b>\$3,010</b>	
<b>% Initial Return on Investment</b>	<b>12.6%</b>		

Market rents, Sub-market Vacancies Typical Operating Expenses		
<b>\$115,680</b>	100.0%	AVG
(\$16,195)	-14.0%	1st QTR '10
\$4,200	3.6%	
<b>\$103,685</b>	89.6%	
<b>Annual EXPS</b>	<b>% of GSI</b>	<b>Per unit</b>
(1,000)	-0.9%	\$56
(661)	-0.6%	\$37
(1,990)	-1.7%	\$111
(4,974)	-4.3%	\$276
(6,960)	-6.0%	\$387
(7,000)	-6.1%	\$389
(2,000)	-1.7%	\$111
(350)	-0.3%	\$19
(1,800)	-1.6%	\$100
(500)	-0.4%	\$28
(6,782)	-5.9%	\$377
(1,696)	-1.5%	\$94
(1,361)	-1.2%	\$76
(2,160)	-1.9%	\$120
(3,389)	-2.9%	\$188
(7,687)	-6.6%	\$427
<b>(\$50,311)</b>	<b>-43.5%</b>	
	(\$2,795) per unit	
	(\$4.14) per sf	
<b>\$53,374</b>		
<b>9.3% CAP</b>		
<b>List price</b>		
\$575,000	\$31,944 per unit	
\$287,500		
\$287,500	per square ft	\$47.29
annually	monthly	
\$53,374	\$4,448	
(\$17,250)	(\$1,438)	
<b>\$36,124</b>	<b>\$3,010</b>	
<b>12.6%</b>		

EdMar Apartments  
(3413 - 3415 E Earll Dr. Phx, AZ 85018)

Utility Expense History  
trailing HISTORY through July 2010

3413 - 3415 E Earll Drive <b>Water</b> Exps 8/09 - 7/10 <b>12 MONTHS</b>				
month	year	3413	3415	total
JULY	2010	\$390.97	\$241.62	\$632.59
JUNE	2010	\$371.35	\$295.41	\$666.76
MAY	2010	\$297.38	\$262.77	\$560.15
APR	2010	\$294.01	\$262.77	\$556.78
MAR	2010	\$272.36	\$275.42	\$547.78
FEB	2010	\$283.59	\$250.51	\$534.10
JAN	2010	\$237.24	\$204.11	\$441.35
DEC	2009	\$353.22	\$263.38	\$616.60
NOV	2009	\$258.95	\$246.06	\$505.01
OCT	2009	\$271.21	\$258.34	\$529.55
SEP	2009	\$283.49	\$292.87	\$576.36
AUG	2009	314.3	\$300.57	\$614.87
		\$3,628.07	\$3,153.83	\$6,781.90

3413 - 3415 E Earll Drive <b>Electric</b> Exps 9/09 - 7/10 <b>11 MONTHS</b>				
month	year	3413	3415	total
JULY	2010	\$66.02	\$118.81	\$184.83
JUNE	2010	\$53.14	\$77.80	\$130.94
MAY	2010	\$76.60	\$80.70	\$157.30
APR	2010	\$40.55	\$105.09	\$145.64
MAR	2010	\$41.14	\$86.24	\$127.38
FEB	2010	\$42.46	\$113.80	\$156.26
JAN	2010	\$39.97	\$98.14	\$138.11
DEC	2009	\$55.92	\$93.01	\$148.93
NOV	2009	\$47.42	\$70.45	\$117.87
OCT	2009	\$51.05	\$62.53	\$113.58
SEP	2009	\$40.47	\$93.76	\$134.23
		\$554.74	\$1,000.33	\$1,555.07

3413 - 3415 E Earll Drive <b>Gas</b> Exps 9/09 - 7/10 <b>11 MONTHS</b>				
month	year	3413	3415	total
JULY	2010	\$78.52	\$0.00	\$78.52
JUNE	2010	\$87.82	\$0.00	\$87.82
MAY	2010	\$90.76	\$0.00	\$90.76
APR	2010	\$101.37	\$0.00	\$101.37
MAR	2010	\$119.00	\$0.00	\$119.00
FEB	2010	\$132.36	\$0.00	\$132.36
JAN	2010	\$136.57	\$0.00	\$136.57
DEC	2009	\$141.70	\$0.00	\$141.70
NOV	2009	\$130.24	\$0.00	\$130.24
OCT	2009	\$116.98	\$0.00	\$116.98
SEP	2009	\$112.16	\$0.00	\$112.16
		\$1,247.48	\$0.00	\$1,247.48

3413 - 3415 E Earll Dr. Property photos



Street view 3413 E Earll Drive section



Courtyard 3415 E Earll Drive section



Single level 2-bedroom unit at 3415 E Earll Dr.



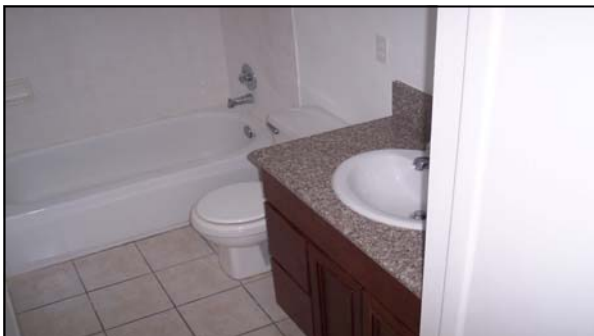
Open courtyard area 3415 E Earll Drive



Kitchen in remodeled 2-bedroom unit



Courtyard at 3415 E Earll Drive section



Tiled bathroom floor & shower, granite sink



Another kitchen in remodeled 2-bedroom unit

**EXECUTIVE SUMMARY**  
**3413 – 3415 E Earll Dr. Phoenix, AZ 85018**

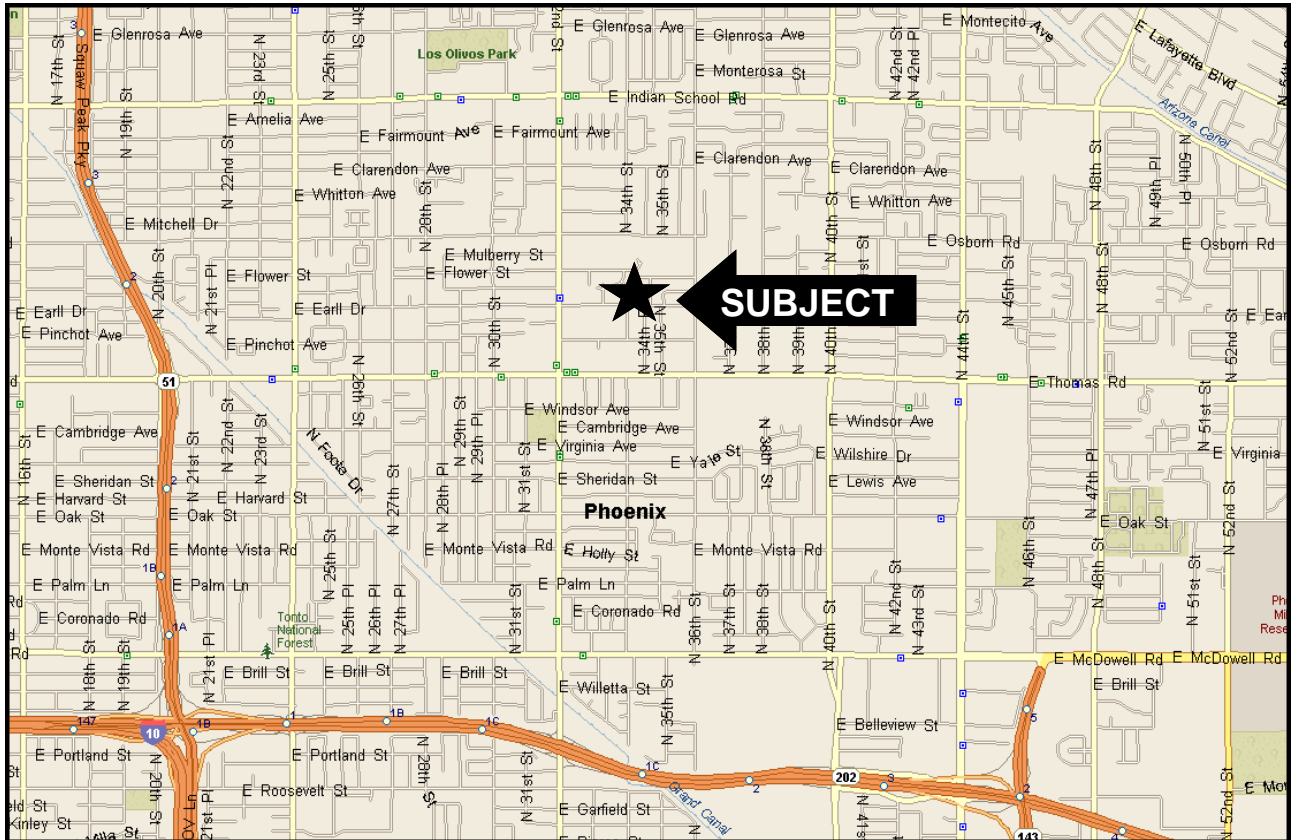
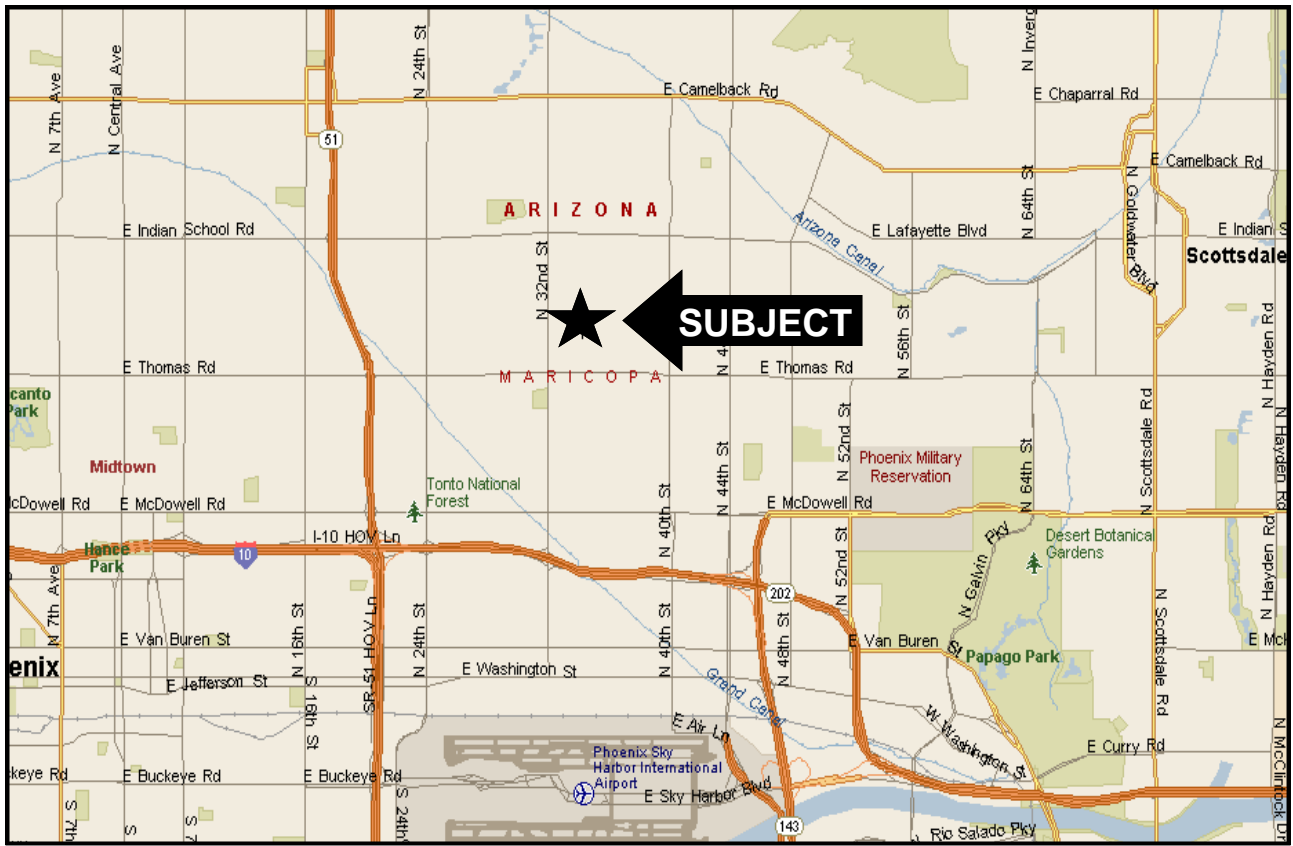
**Location:** 3413 – 3415 E Earll Dr. Phoenix, AZ 85018  
**Units:** 18  
**Size:** 12,160 sf (per county)  
**Unit Mix:** Three (3) Studio, 1-bath units of approx 300 sf,  
Eight (8) Two-bed, 1-bath units of approx 740 sf,  
Six (6) Two-bed, one-bath units of approx 680 sf,  
One (1) two-bed, one-bath unit of approx 784 sf  
**Construction:** Three (3) two-story block constructed building, one (1) single-story block  
constructed building  
**Built:** 1973  
**Utilities:** Individually metered for gas and electric  
**Parking:** Open parking  
**Cooling:** Individual (roof mount) HVAC heat pump units  
**Roofs:** Flat built-up roof with elastomeric seal  
**Parcels:** 127-30-035-A (3413 E Earll Dr.) and 127-30-035-B (3415 E Earll Dr.)  
**Acreage:** 0.66 acres / 28,671 sf  
**Zoning:** M-M Multi-Family R-3  
**Laundry:** Owned (2 washers/2 dryers)

The property consists of four separate garden-style buildings containing 3 studio rental units of approximately 300 sf each and 15 two-bedroom/one-bath rental units averaging 725 square feet in size. Improvements are located on two tax parcels. Buildings are single-story and two-story block constructed with pitched composition roofing. This garden-style community offers amenities including spacious courtyards, tenant storage, ceramic tile flooring, on-site laundry, and restricted parking lot access. Units have individual metering for electricity and gas. Heating, cooling and ventilation are provided by individual roof mounted heat pumps. Minimal deferred maintenance was observed at the property. Recent complete exterior painting appears to have been completed. Most units have ceramic or porcelain tile and some have upgraded cabinetry and at least two units have granite counter tops. The single story building contains the large recently remodeled 784 square-foot contemporary rental unit which may be ideal if used for a live-on-site manager residence.

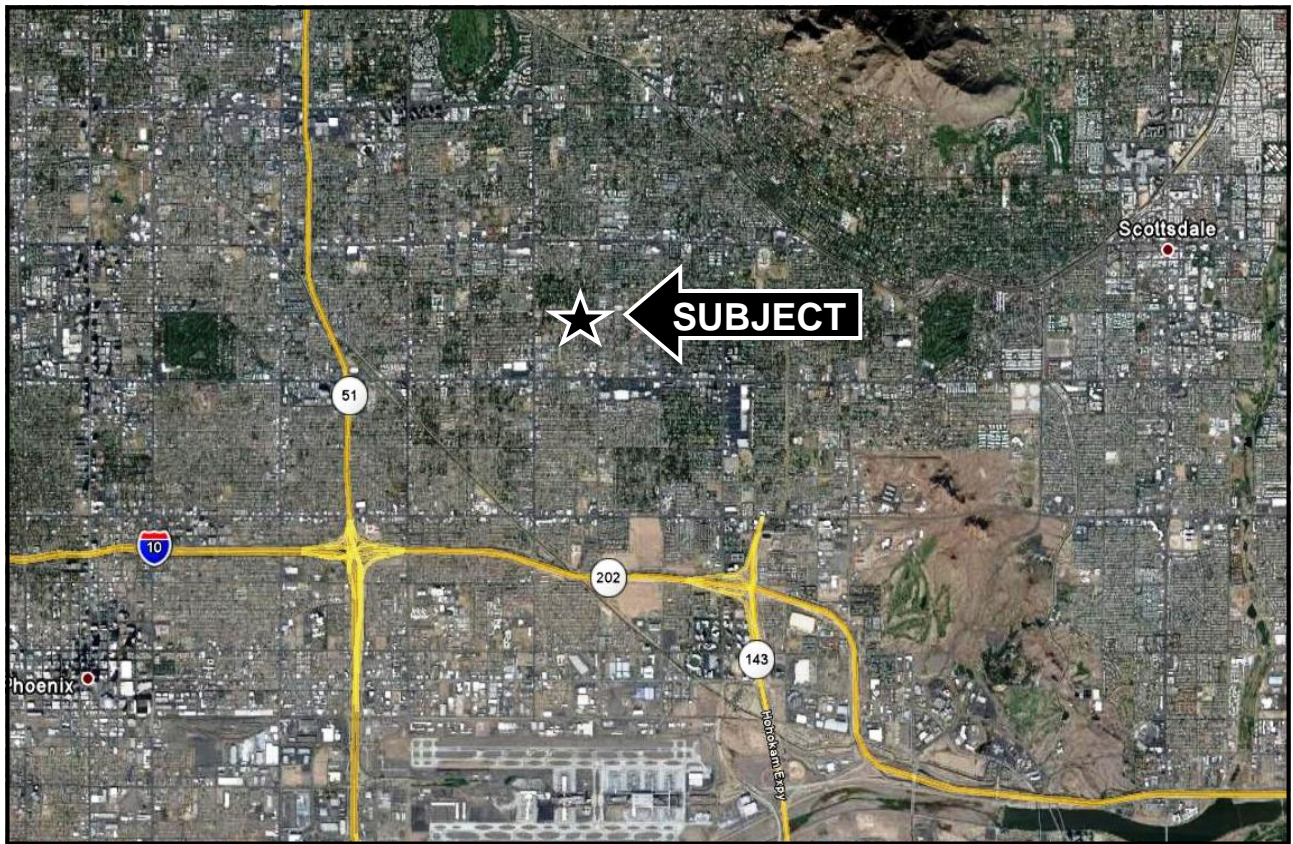
EdMar Apartments are located in a very desirable east Phoenix sub-market along east Earll Drive between 32<sup>nd</sup> and 36<sup>th</sup> streets. Centrally located between the Camelback Corridor, Arcadia and the Thomas Road retail district this property is surrounded by numerous retail and professional employers.

<i><b>AREA</b></i>	<i><b>AMENITIES</b></i>
<ul style="list-style-type: none"> <li>• <i>Desirable east Phoenix neighborhood</i></li> <li>• <i>A large variety of office and retail employers are all nearby</i></li> <li>• <i>Convenient to shopping</i></li> <li>• <i>Surrounded by SFR</i></li> <li>• <i>Home Depot/ Wal-mart nearby</i></li> </ul>	<ul style="list-style-type: none"> <li>• <i>Remodeled / upgraded rental units</i></li> <li>• <i>Block construction</i></li> <li>• <i>Individually metered electric / gas</i></li> <li>• <i>On-site laundry</i></li> <li>• <i>Contemporary rental units</i></li> <li>• <i>Ceramic tile flooring</i></li> </ul>

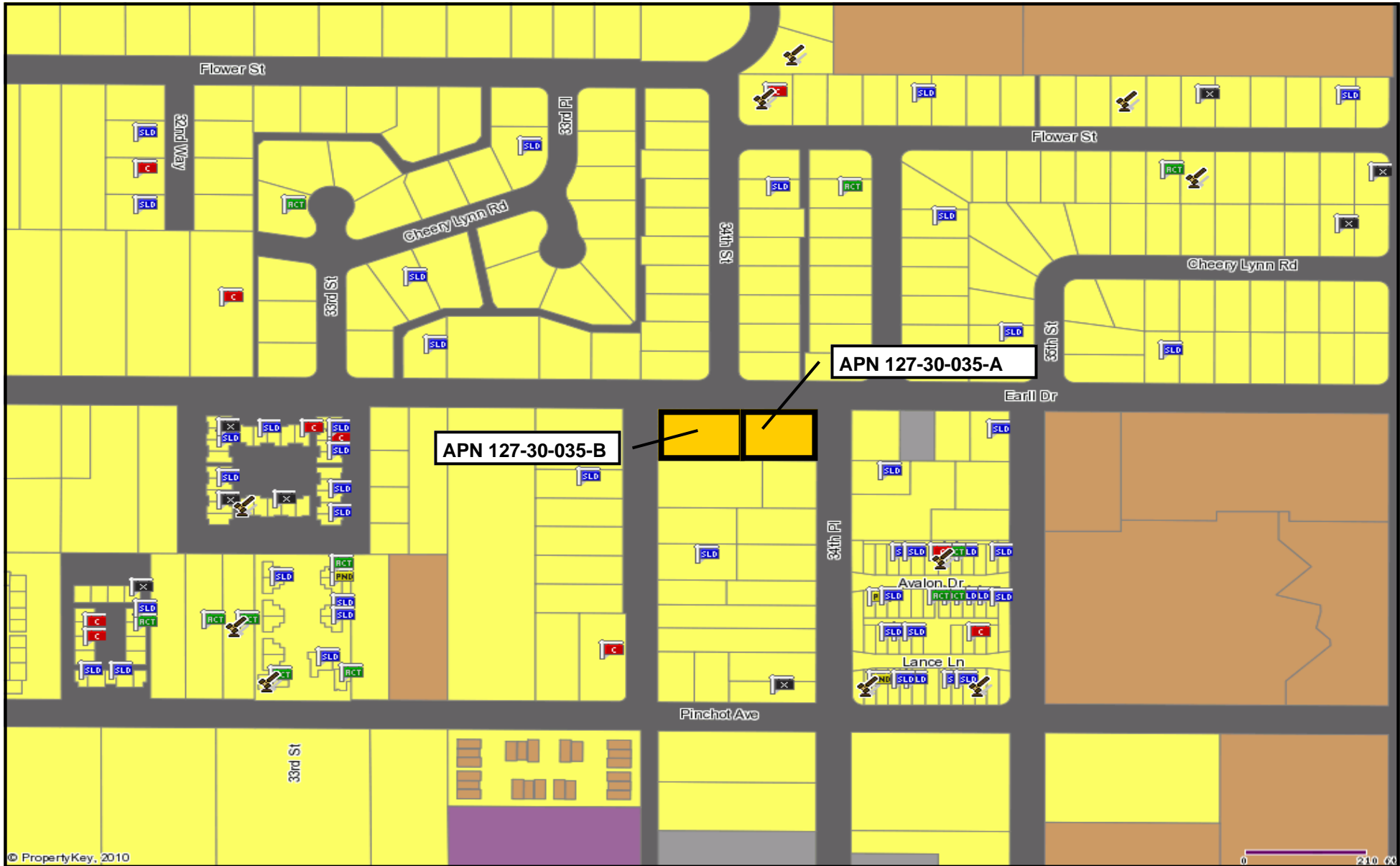
# 3413-3415 E Earll Drive Location Map



3413-3415 E Earll Drive Aerial Location Map



3413-3415 E Earll Dr. County PARCEL Map



## General Improvements to 3413 & 3415 E. Earll, Phoenix

- Buildings Stuccoed *(one inch foam on back and side walls)*
- Front windows replaced with double pane glass
- Some back windows replaced with double pane glass
- New front doors installed
- Concrete poured on balcony and new concrete stairs installed
- All upstairs rails replaced to meet code requirements
- 1999 New Foam roof sprayed (3413 Earll)
- 2004 New Foam roof sprayed (3415 Earll)
- All Air Conditioning units replaced (from 1996-2010)
- All ceiling popcorn removed from units (except bedrooms of 2 units)
- All bathrooms updated with new tub and tile walls, vanity, and tile floors
- All kitchens updated with new cabinets and countertops
- All units updated with newer appliances
- Property updated with new walkways, sprinklers, and landscaping

## EdMar Apartments

### August 2010 Rent Roll

Apt.	Type	Status	Scheduled Rent	total Rent Received	Sales Tax Due	Net Rents
1	2 Br	occupied	\$580.00	\$580.00	\$11.37	\$568.63
2	2 Br	occupied	\$580.00	\$580.00	\$11.37	\$568.63
3	2 Br	occupied	\$570.00	\$570.00	\$11.18	\$558.82
4	2 Br	occupied	\$600.00	\$600.00	\$11.76	\$588.24
5	3 Br	occupied	\$560.00	\$560.00	\$10.98	\$549.02
6	2 Br	occupied	\$580.00	\$580.00	\$11.37	\$568.63
7	2 Br	occupied	\$580.00	\$580.00	\$11.37	\$568.63
8	2 Br	occupied	\$580.00	\$580.00	\$11.37	\$568.63
A	2 Br	occupied	\$550.00	\$550.00	\$10.78	\$539.22
B	2 Br	occupied	\$570.00	\$570.00	\$11.18	\$558.82
C	2 Br	occupied	\$580.00	\$580.00	\$11.37	\$568.63
D	2 Br	pre-lease SEP 1	\$600.00		\$0.00	\$0.00
E	2 Br	V A C A N T	\$580.00		\$0.00	\$0.00
F	2 Br	occupied	\$580.00	\$580.00	\$11.37	\$568.63
G	2 Br	occupied	\$610.00	\$610.00	\$11.96	\$598.04
St1	ST	occupied	\$340.00	\$340.00	\$6.67	\$333.33
St2	St	V A C A N T	\$340.00		\$0.00	\$0.00
St3	ST	V A C A N T	\$340.00		\$0.00	\$0.00
			\$9,720.00	\$7,860.00	\$154.12	\$7,705.88
			<b>Scheduled Rent</b>	<b>total Rent Received</b>	<b>Sales Tax Due</b>	<b>Net Rents</b>