



**DOWNTOWN
MARTINEZ COTTAGES**

1104 & 1108 ALHAMBRA AVENUE
& 416 MELLUS ST, MARTINEZ, CA 94553

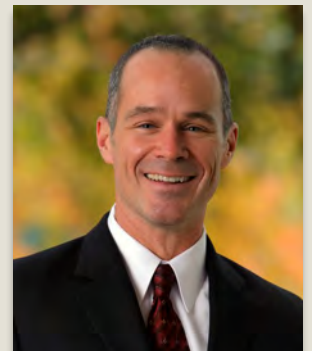


**OFFERED AT
\$945,000**

SHAWN WILLIS

925.988.0502

Shawn@IPSrealestate.com



INCOME PROPERTY SERVICES A.G.

1343 LOCUST STREET, SUITE 205

WALNUT CREEK, CA 94596

WWW.IPSREALESTATE.COM / BRE # 01095619

CONTENTS

Contents	Page 2
Property Description	Page 3-4
1104 Alhambra Avenue, Martinez	Page 5
1108 Alhambra Avenue, Martinez	Page 6
416 Mellus Street, Martinez	Page 7
Income & Expenses	Page 8
Market Value Analysis	Page 9
Comparables	Pages 10-17
Rent Survey, Photos & Map	
Sales Comparables, Photos, & Map	
Regional Map	Page 18
Neighborhood Map	Page 19
City Map	Page 20
Parcel Map	Page 21



PROPERTY DESCRIPTION

The Alhambra Avenue Cottages is a well located, 3-unit multi-family complex offering popular and desirable floor plans: A 3-bedroom, 1.5 bath home, a 2-bedroom, 1.5 bath townhome, and a studio unit. These three beautiful cottages sit on a beautiful lot of approximately 5,000 square feet.

Originally built in the beginning of the 20th Century, two of the cottages were extensively remodeled and updated around 2003. This renovation included such upgrades as new cabinetry, hardware, granite counters, new appliances, new sinks and faucets, new flooring, as well as carpeting, new blinds, new bathrooms, trim, fixtures and lighting. The exterior received new roofs, new paint, new siding (on 3BR cottage).

The townhouse was newly constructed, having been completed in 2017. It features such modern amenities as designer cabinetry, granite counters, upgraded appliances, new sinks and faucets, new flooring, as well as bathrooms, trim fixtures and lighting. There is a stackable washer/dryer unit as well.

The units are all separately metered for gas & electricity. There are two water meters; one serving 1108 Alhambra Avenue; and one serving 1104 Alhambra Avenue and 416 Mellus Street. Currently, the owner pays the water bill for all units.

Continued . . .

PROPERTY DESCRIPTION

ON SITE SURVEY

ADDRESS	1104-1108 Alhambra Avenue & 416 Mellus Street Martinez, CA 94553
APN	372-372-001
BUILT	Date of original construction is unknown Extensively renovated 2001-2004 New construction in 2017
STYLE	3 cottage style buildings
BUILDINGS	Total of 2,658 +/- s.f.
LOT	Approximately 5,000 s.f. lot size
CONSTRUCTION	Wood frame / wood and composite siding Pitched, composition shingle roofs and one built up roof

ACCESS TO PROPERTY

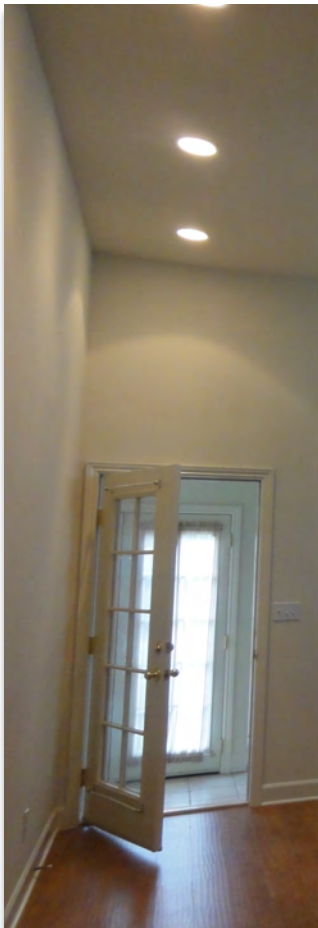
Fantastic location close to shopping, transportation, schools and Sun Valley Mall
Close to 12 years of schools
.8 mile to Contra Costa Regional Medical Center
3.1 miles to Kaiser Medical Center
3.5 miles to Highway 4
6.7 miles to Benicia Bridge
7.9 miles to Sun Valley Mall
8.1 miles to Interstate 680
8.6 miles to Diablo Valley College
8.9 miles to North Concord BART
13.1 miles to Cal State East Bay, Concord Campus

Major employers in Martinez include Contra Costa County Offices, Courthouse, Sheriff's Offices, Contra Costa Regional Medical Center, Kaiser Martinez, Department of Veterans Affairs, Veteran's Medical Center, Shell Oil and Tesoro.

1104 Alhambra Avenue, Martinez



- Single story
- Three bedrooms, with one & one-half baths
- Approximately 1,050 square feet
- Wood framed construction
- Raised foundation
- Composite siding
- Pitched, composition shingle roof
- Patio at rear of Cottage
- Stainless steel gas range
- Microwave range hood
- Dishwasher & refrigerator
- Individual, gas water heater
- Washer/dryer hookup in laundry room
- Tall ceilings
- Ceiling fans



1108 Alhambra Avenue, Martinez



- Single story
- Studio with one bathroom
- Approximately 600 square feet
- Wood framed construction
- Raised foundation
- Wood siding
- Built up roof
- Patio at rear of Cottage
- Gas range, range hood, & refrigerator
- Individual, gas water heater



416 Mellus Street, Martinez



- Two-story structure
- Two bedrooms, with one & one-half baths
- Approximately 1,008 s.f.
- Wood framed construction
- Concrete slab foundation
- Composite siding
- Pitched, composition shingle roof
- Patio at front of Cottage
- Stainless steel gas range
- Microwave range hood
- Dishwasher & refrigerator
- Individual, gas water heater
- Stackable washer/dryer unit



INCOME & EXPENSES

UNITS	TYPE	ESTIMATED SQUARE FEET	CURRENT RENTS	PROJECTE MARKET RENTS
1	Studio	600	\$1,000	\$1,000
1	2 Bedroom / 1.5 Bath TH	1,008	\$2,300	\$2,400
1	3 Bedroom / 1.5 Bath	1,050	\$2,300	\$2,500
3	Total rentable square feet	2,658		
INCOME				
	Monthly Rent		\$5,600	\$5,900
	Other Income		\$0	\$0
	Total Monthly Income		\$5,600	\$5,900
	ANNUALIZED TOTAL INCOME		\$67,200	\$70,800
	Scheduled Gross Income		\$67,200	\$70,800
	Less Vacancy Reserve (3.00%)		(\$2,016)	(\$2,124)
	GROSS OPERATING INCOME		\$65,184	\$68,676
EXPENSES				
	Taxes (New @ 1.1699%)		(\$11,056)	(\$11,056)
	Levies and Assessments		(\$1,149)	(\$1,149)
	Insurance (Estimated at \$.50/s.f.)		(\$1,329)	(\$1,329)
	Flood Insurance (Estimated at \$.65/s.f.)		(\$1,070)	(\$1,070)
	Landscaping/Grounds (Projected at \$100/month)		(\$1,200)	(\$1,200)
	Water (Actual)		(\$840)	(\$840)
	Garbage (Tenants)		\$0	\$0
	PG&E (Tenants)		\$0	\$0
	Repairs/Maintenance (Projected @ \$1,000/unit)		(\$3,000)	(\$3,000)
	Capital Improvement Reserve (Est. @ \$500/unit)		(\$1,500)	(\$1,500)
	License Fee/Miscellaneous		(\$500)	(\$500)
	TOTAL EXPENSES		(\$21,644)	(\$21,644)
	NET OPERATING INCOME		\$43,540	\$47,032
	Expenses as % of Gross Income		32.21%	30.57%
	Expenses per Unit		\$7,215	\$7,215
	Expenses per Square Foot		\$8.14	\$8.14

MARKET VALUE ANALYSIS

	CURRENT RENTS		PROJECTED MARKET RENTS	
SALE PRICE	\$945,000		\$945,000	
Down Payment	\$345,000	37%	\$345,000	37%
First Loan [1]	\$600,000	63%	\$600,000	63%
NET OPERATING INCOME	\$43,540		\$47,032	
Estimated Debt Service (first loan)	(\$36,481)		(\$36,481)	
Cash Flow	\$7,059		\$10,551	
Plus Principal Reduction	<u>\$9,679</u>		<u>\$9,679</u>	
Pre-Tax Return	\$16,738		\$20,230	
Return on Investment	4.85%		5.86%	
Gross Rent Multiplier	14.06		13.35	
Capitalization Rate	4.61%		4.98%	
Price per square foot	\$355.53		\$355.53	
Price per unit	\$315,000		\$315,000	

[1] First loan based on 1.2 DCR, 4.5% interest rate, 30 year Amortization.



MARTINEZ — 2 BEDROOM RENT SURVEY

ADDRESS	Regency Plaza 600 J Street Martinez	Muirwood Apartments 620 Center Avenue Martinez	Ridgecrest Apartments 3430 Vista Oaks Drive Martinez	Country Village Condos 185 Village Place Martinez	1410 Berrellesa Street Martinez
AMENITIES	Deck or balcony, granite counters, walk-in closet, a/c, dishwasher, disposal, frost-free refrigerator, pool, fitness center, assigned carport, on-site laundry.	Carports, on-site laundry, fireplace, swimming pool and spa, in park-like setting, near shopping, dining, movie theater, parks, and schools.	Ceiling fans and a/c, balcony, walk-in and linen closets, stainless steel appliances, carports, on-site laundry, pool, clubhouse, and business center with complimentary Wi-Fi, billiards and TV.	Full size washer and dryer in unit, central heat and air, detached garage, pool, spa, tennis court, and walking trails, elevated private deck, very quiet, behind Wal-Mart.	Townhouse, carport and off-street parking, includes water and garbage, large private backyard.
2 BR / 1 BA	\$2,071 803 square feet \$2.58/s.f.				
2 BR / 1.5 BA					\$1,900 800 square feet \$2.38/s.f.
2 BR / 2 BA		\$2,130 952 square feet \$2.24/s.f.	\$2,066 869 square feet \$2.38/s.f.	\$1,500 911 square feet \$1.65/s.f.	



MARTINEZ — 2 BEDROOM RENT SURVEY PHOTOS



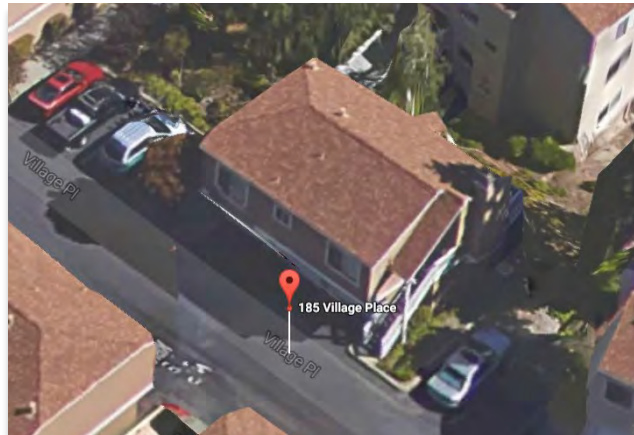
600 J Street



620 Center Avenue



3430 Vista Oaks Drive



185 Village Place



1410 Berrellesa Street



MARTINEZ — 3-4 BEDROOM RENT SURVEY

ADDRESS	305 Haven Street Martinez	721 Main Street Martinez	1474 Beech Street Martinez	Ridgecrest Apartments 3430 Vista Oaks Martinez	762 Parkway Drive Martinez
AMENITIES	Updated kitchen, hardwood floors, granite counters, dishwasher, disposal. Backyard with patio, wall gas heat and overhead fan (no a/c) on-site laundry.	Martinez loft in the heart of downtown, updated kitchen with gas range, updated bathrooms, and hardwood floors. Walk to shopping, dining, and more.	Cottage style home, updated kitchen, baths. Walk to downtown. Views.	Ceiling fans and a/c, balcony, walk-in and linen closets, stainless steel appliances, carports, on-site laundry, pool, clubhouse, and business center with complimentary Wi-Fi, billiards and TV.	Vaulted ceilings, open floor plan, fireplace, microwave, washer and dryer hook up in attached 2-car garage, patio, pool and clubhouse nearby. (2.5 baths)
3 BR / 1 BA	\$1,995 1,050 square feet \$1.90/s.f.				
3 BR / 2 BA			\$2,950 1,486 square feet \$1.99/s.f.	\$2,656 [1] 1,199 square feet \$2.22/s.f.	\$2,390 1,490 square feet \$1.60/s.f.
4 BR / 2 BA		\$1,895 1,150 square feet \$1.65/s.f.			

[1] 3 BR / 1.5 BA



MARTINEZ — 3-4 BEDROOM RENT SURVEY PHOTOS



305 Haven Street



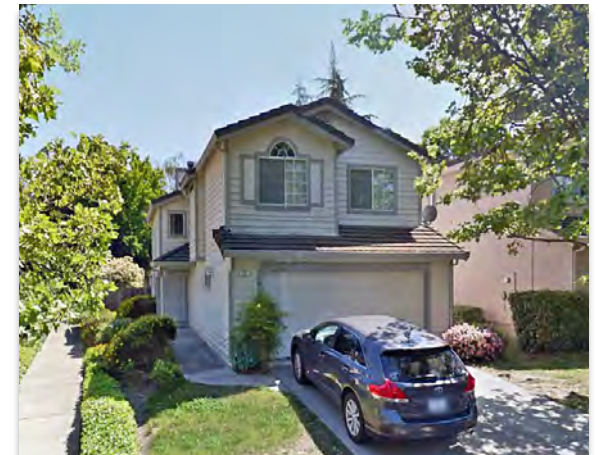
721 Main Street



1474 Beech Street

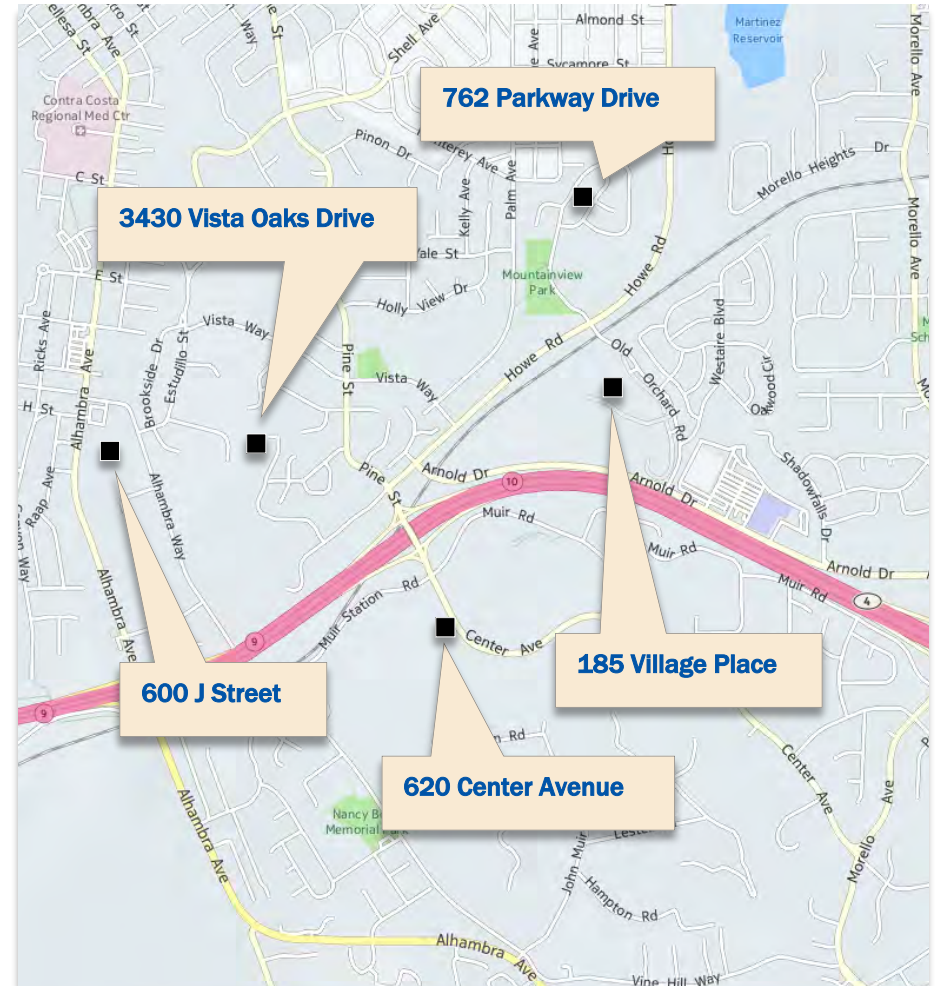


3430 Vista Oaks



762 Parkway Drive

MARTINEZ RENT SURVEY MAPS





MARTINEZ SALES COMPARABLES

ADDRESS	UNITS	SALE PRICE	SQUARE FEET	COST/ UNIT	COST/ S.F.	AVG. RENT/S.F.	GRM	UNIT MIX	BUILT	SOLD	COMMENTS
229 Arana Drive	2	\$650,000	1,640	\$325,000	\$396.34	\$2.19	15.05	2x2.5	1978	1/31 2018	Each unit has front yard, front deck and private back patio, fully fenced. Abundant parking with separate garages and parking for up to 7 cars. Remodeled baths and kitchen. Dual pane windows throughout.
137 Dardanelle Court	2	\$840,000	2,612	\$420,000	\$321.59	\$0.00	0.00	3x2 1x1	1968	9/8 2017	Lower level 1,484 s.f. home with detached workshop, 12x20 with loft and large paver patio. 2nd floor 1,128 s.f. apartment with granite kitchen, laundry, deck.
450 Gilda Avenue	2	\$621,300	1,666	\$310,650	\$372.93	\$1.89	16.45	Both 2 x 1	1953	8/29 2017	Two homes on one lot. Garages, fireplace, patios, private yard space. Inside laundry set up in each home. RV/boat parking.
615 Flora Street	3	\$875,000	2,508	\$291,667	\$348.88	\$0.00	0.00	3x2.5 (2) 2x1	1949	4/14 2017	Single story ranch home on court location with duplex on same parcel. Light filled home in meticulous condition in a creek side setting on .48 acres.
1627 Pacheco Blvd.	4	\$773,300	3,205	\$193,325	\$241.28	\$1.87	10.78	2x1.5 (2) 2x1 1x1	1951	4/28 2017	Nice fourplex within walking distance to downtown. All units have garage, laundry hook ups in 3 units. One unit completely remodeled. Common rear patio.
134 Muir Road	3	\$925,000	3,131	\$308,333	\$295.43	\$1.85	13.29	All 3x2	1965	2/28 2017	Dishwashers, disposals, hardwood floors, central heating, carports, separately metered for PG&E and water, updated baths and kitchens.
AVERAGES	3	\$780,767	2,460	\$308,163	\$329.41	\$1.95	13.89				
1104-1108 Alhambra Avenue / 416 Mellus Street, Martinez	3	\$945,000	2,658	\$315,000	\$355.53	\$2.11	14.06	Studio 2 x 1.5 TH 3 x 1.5	N/A	New Listing	Gorgeous cottages in fantastic, downtown location. Studio and 3BR/1.5BA cottage completely rebuilt and updated. 2BR/1.5BA townhouse, 2017brand new construction. Separately metered for PG&E, modern amenities.



MARTINEZ SALES COMPARABLES PHOTOS



229 Arana Drive



137 Dardanelle Court



450 Gilda Avenue



615 Flora Street



1627 Pacheco Boulevard

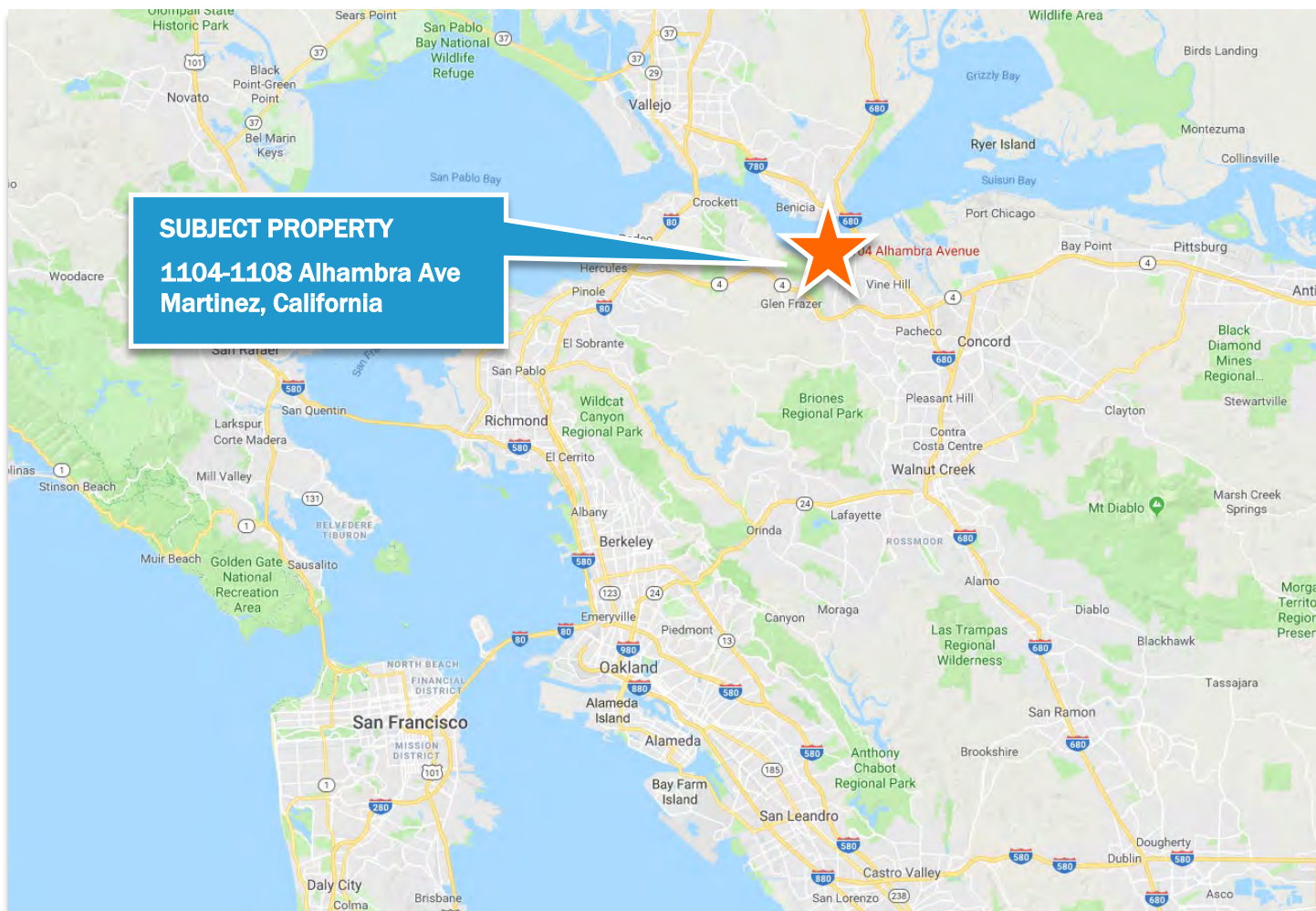


134 Muir Road

MARTINEZ SALES COMPARABLES MAP



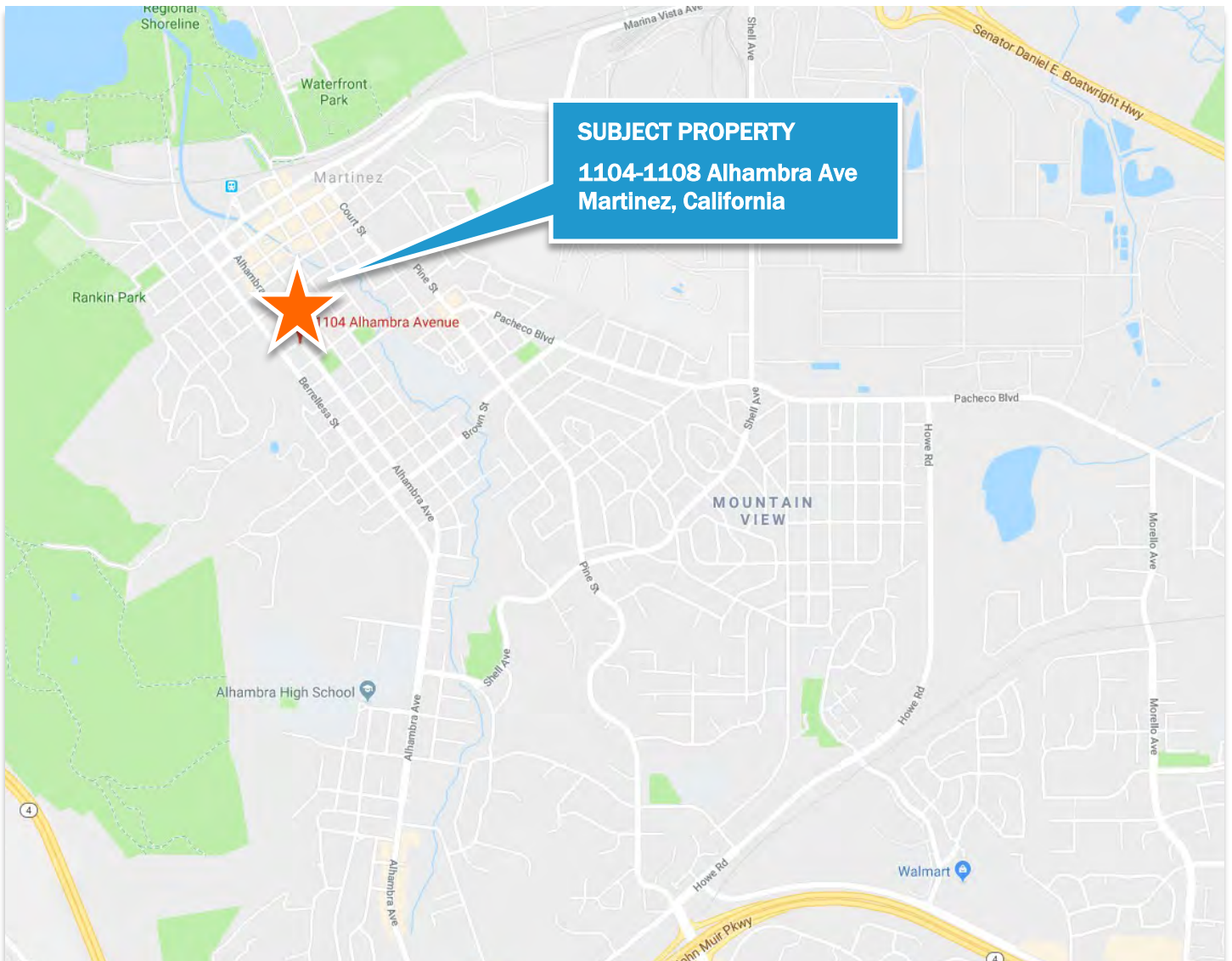
REGIONAL MAP



NEIGHBORHOOD MAP



CITY MAP



PARCEL MAP

