



**\$800,000**

## **LAGUNA TOWNHOUSE APARTMENTS — 4 UNITS**

**1611 LAGUNA STREET, CONCORD, CA 94520**



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**INCOME PROPERTY SERVICES A.G.**

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# CONTENTS

Contents .....	Page 2
Narrative .....	Page 3
Income & Expenses .....	Page 4
Market Analysis .....	Page 5
Comparables .....	Pages 6-10
Rent Survey & Photos	
Rent Survey Map	
Sales Comparables	
Sales Comparables Photos	
Sales Comparables Map	
Neighborhood Map .....	Page 11
City Map .....	Page 12
Regional Map .....	Page 13
Parcel Map .....	Page 14





## NARRATIVE

The Laguna Townhouse Apartments is a clean, well located complex that has been family owned and is now offered for the first time to market in many years. The property represents a rare opportunity to own a well located, multi-family property with upside potential. The location, proximity to Highways 242 and Interstate 680, downtown Concord & BART, along with many desirable features make this an uncommon investment opportunity.

The complex consists of highly desirable two-bedroom, one and one half bath townhouse-style units. This unit type is uncommon in Concord and provides residents with homes where nobody is living above or below them – they share common walls only. The complex was built with attention to detail not often seen in apartment complexes with features such as doorbells, central heat and air conditioning and gas fireplaces in each living room. Each resident also enjoys a private patio. The complex has a laundry facility with equipment owned by the Seller. There is an additional storage closet for the owner and another water heater closet with additional storage space. The complex sits on a legal parcel that is approximately 6,926 square feet per the Contra Costa County Tax Assessor. The building features a concrete slab foundation with a flat, tile mansard roof. The units are separately metered for gas and electricity, while the owner provides water and trash service. Parking is on site and there is one carport parking space per unit, plus two additional carport parking spaces for guests.

The unit mix is consists of:  
(4) 2BR / 1.5BA Townhouse units

The property could be purchased and operated has it has been for many years into the future. Alternatively, many investors in the Concord area have noticed significant upside in rents when they make upgrades to their apartments by adding such amenities as granite counters, stainless steel appliances, and Pergo style floor coverings. We believe the subject property would respond well to such improvements.

### PROPERTY DETAILS

Address	1611 Laguna Street, Concord, CA 94520
Laundry	Community facility
Siding	Stucco
APN	126-260-064
Approx. Building S.F.	3,507 (per Contra Costa County)
Approx. Land	6,926 (per Contra Costa County)
Year Built	1969+/- (per Contra Costa County)
PG&E	Separately metered
Water	Master metered
Trash	Paid by owner
Foundation	Concrete slab
Roof	Flat with Tile Mansard
HVAC	Central
Fireplaces	One per unit, gas

## INCOME & EXPENSES

UNITS	TYPE	ESTIMATED SQ. FEET	ACTUAL RENTS	STABILIZED
4	2 BR x 1.5 BA Townhouse	877	\$1,300-\$1,325	\$1,325
4	Total rentable square feet	3,507		

INCOME			
Monthly Rent		\$5,225	\$5,300
Estimated Laundry Income		\$100	\$100
Total Monthly Income		\$5,325	\$5,400
<b>ANNUALIZED TOTAL INCOME</b>		\$63,900	\$64,800
Scheduled Gross Income		\$63,900	\$64,800
Less Vacancy Reserve (5.00%) [1]		(\$3,195)	(\$3,240)
<b>GROSS OPERATING INCOME</b>		\$60,705	\$61,560

EXPENSES			
Taxes (New @ 1.1026%)		(\$8,821)	(\$8,821)
Levies and Assessments		(\$1,739)	(\$1,739)
Insurance (New estimated @ \$.45/s.f.)		(\$1,578)	(\$1,578)
Landscaping & Grounds (Actual)		(\$1,200)	(\$1,200)
PG&E (2013 Actual)		(\$2,200)	(\$2,200)
Water (2013 Actual)		(\$2,400)	(\$2,400)
Garbage		(\$2,232)	(\$2,232)
Repairs/Maintenance/Supplies (Est. @ \$750/unit)		(\$3,000)	(\$3,000)
Capital Improvements (Est. @ \$250/unit)		(\$1,000)	(\$1,000)
Business License/Miscellaneous		(\$500)	(\$500)
<b>TOTAL EXPENSES</b>		(\$24,670)	(\$24,670)

NET OPERATING INCOME		\$36,035	\$36,890
Expenses as % of Gross Income		38.61%	38.07%
Expenses per Unit		\$6,168	\$6,168
Expenses per Square Foot		\$7.03	\$7.03

[1] Actual 2013 vacancy was 1.93%

## MARKET ANALYSIS

	CURRENT RENTS	STABILIZED RENTS
<b>SALE PRICE</b>	<b>\$800,000</b>	<b>\$800,000</b>
Down Payment	\$275,000	\$275,000
First Loan [1]	\$525,000	\$525,000
<b>NET OPERATING INCOME</b>	<b>\$36,035</b>	<b>\$36,890</b>
Estimated Debt Service (first loan)	(\$30,077)	(\$30,077)
Cash Flow	\$5,958	\$6,813
Plus Principal Pay Down	\$9,245	\$9,245
Total Pre-Tax Return	\$15,203	\$16,058
Pre-Tax Return on Investment	5.53%	5.84%
Gross Rent Multiplier	12.52	12.35
Capitalization Rate	4.50%	4.61%
Price per square foot	\$228.12	\$228.12
Price per unit	\$200,000	\$200,000

[1] Financing: 1.1 DCR, 4% interest rate, 30 year Amortization.



## RENT SURVEY

PROPERTY	SUBJECT PROPERTY 1611 Laguna Street Concord	1776 Laguna Street Concord	1841 Laguna Street Concord	1700 Laguna Street Concord	1500 Pine Street Concord	1441 Detroit Avenue Concord
AMENITIES	Carports, laundry facility, desirable townhouse style units, separately metered gas & electricity, patios.	Gated access, laundry facility, pool, a/c, ceiling fans, close to BART and shopping.	Lake views, heated pool, laundry facility, elevator, close to BART, freeways, and shopping.	Security building with new Pergo floors, new paint and security parking, pool, and convenient location.	Laundry facility, pool, dishwashers, walk in closets, backyards, designated parking, gated community.	Pool, controlled access, dishwasher, disposal, central heat and air, near transportation and shopping.
2 BR X 1 BA		\$1,275 840 square feet \$1.52/s.f.	\$1,335 925 square feet \$1.44/s.f.	\$1,325 884 square feet \$1.50/s.f.	\$1,300 960 square feet \$1.35/s.f.	
2 BR X 1.5 BA	\$1,300-\$1,325 877 square feet \$1.48-\$1.51/s.f.					\$1,295 975 square feet \$1.33/s.f. *

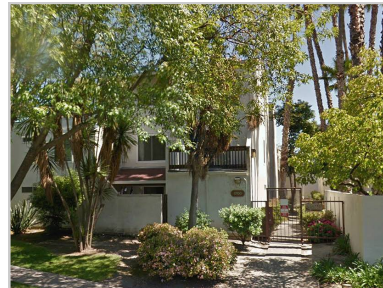
\* 2 BR x 2 BA



1776 Laguna Street



1841 Laguna Street



1700 Laguna Street



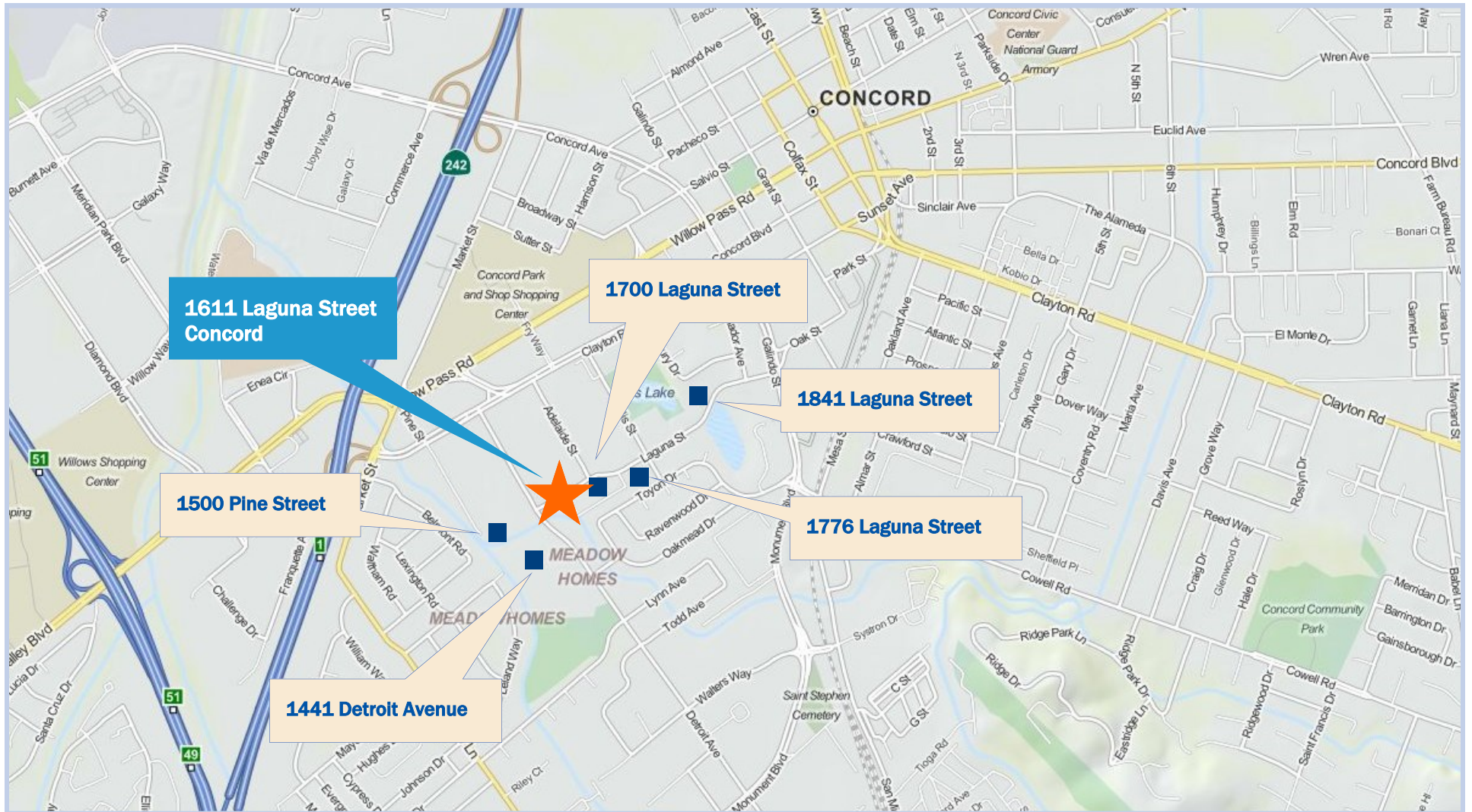
1500 Pine Street



1441 Detroit Avenue



## RENT SURVEY MAP





## SALES COMPARABLES

ADDRESS	UNITS	SALE PRICE	SQUARE FEET	COST/ UNIT	COST/ SQ. FT.	GRM	CAP	UNIT MIX	BUILT	SALE DATE	COMMENTS
1471 Reganti Place	4	\$720,000	3,992	\$180,000	\$180.36	12.63	4.40%	All 2x1.5	1970	3/7 2014	Townhouse style units, central HVAC, gated patios, separately metered for PG&E, on site laundry, carports for each unit.
1431 Marclair Drive	4	\$683,500	3,168	\$170,875	\$215.75	14.24	3.90%	All 2x1	1962	2/3 2014	Recent roof and exterior paint, laundry facility on-site, carports, wall HVAC, separately metered for PG&E.
1451 Reganti Place	4	\$710,000	3,992	\$177,500	\$177.86	12.61	4.70%	All 2x1.5	1970	12/5 2013	35 Days on market. Updated kitchens in 2008. Tile and laminate floors, dual pane windows, central HVAC, carports.
5311 Balhan Court	4	\$659,000	3,250	\$164,750	\$202.77	13.40	4.40%	All 2x1	1968	11/6 2013	9 Days on market. Units in "decent" condition. Fireplaces, carports, laundry facility, wall HVAC.
2300 Pacheco St	4	\$780,000	3,624	\$195,000	\$215.23	12.03	4.50%	All 1x1	1941	11/1 2013	11 Days on market. Well maintained in downtown Concord. Dual pane windows, inside laundry, 1-car garages.
5089 Clayton Road	4	\$620,000	3,320	\$155,000	\$186.75	12.91	4.60%	(4) 2x1	1959	10/31 2013	Clean complex with 2 BR x 1 BA units. Wall heat and air conditioning, on-site laundry, some updating.
2023 Sierra Road	4	\$786,800	4,308	\$196,700	\$182.64	12.37	4.50%	(3) 2x1.5 (1) 3x2	1970	7/12 2013	Three townhouse style units, spacious yards, covered parking, on-site laundry, new exterior paint, upside rent potential, near shops and restaurants.
2005 Sierra Road	4	\$652,000	4,463	\$163,000	\$146.09	N/A	N/A	(2) 2x1.5 (2) 3x2	1968	7/11 2013	Vacant four-plex, needs some TLC, possible roof work, carpet and paint. Carport, on-site laundry.
2170 California St	4	\$690,820	2,888	\$172,705	\$239.20	12.43	4.82%	(4) 2x1	1966	5/1 2013	Downtown Concord near BART. Gas wall heaters and a/c. Owner pays water and garbage.
AVERAGES	4	\$700,236	3,667	\$175,059	\$194.07	12.83	4.48%				

ADDRESS	UNITS	LIST PRICE	SQUARE FEET	COST/ UNIT	COST/ SQ. FT.	GRM	CAP	UNIT MIX	BUILT	SALE DATE	COMMENTS
1611 Laguna Street	4	\$800,000	3,507	\$200,000	\$239.20	12.52	4.5%	All 2x1.5 TH	1969	New Listing	Townhouse style units with on-site laundry facility, patios for each unit, carports, walk to BART and downtown. Separately metered for PG&E.





## SALES COMPARABLES PHOTOS



**1471 Reganti Place**



**1431 Marclair Drive**



**1451 Reganti Place**



**5311 Balhan Court**



**2300 Pacheco Street**



**5089 Clayton Road**



**2023 Sierra Road**

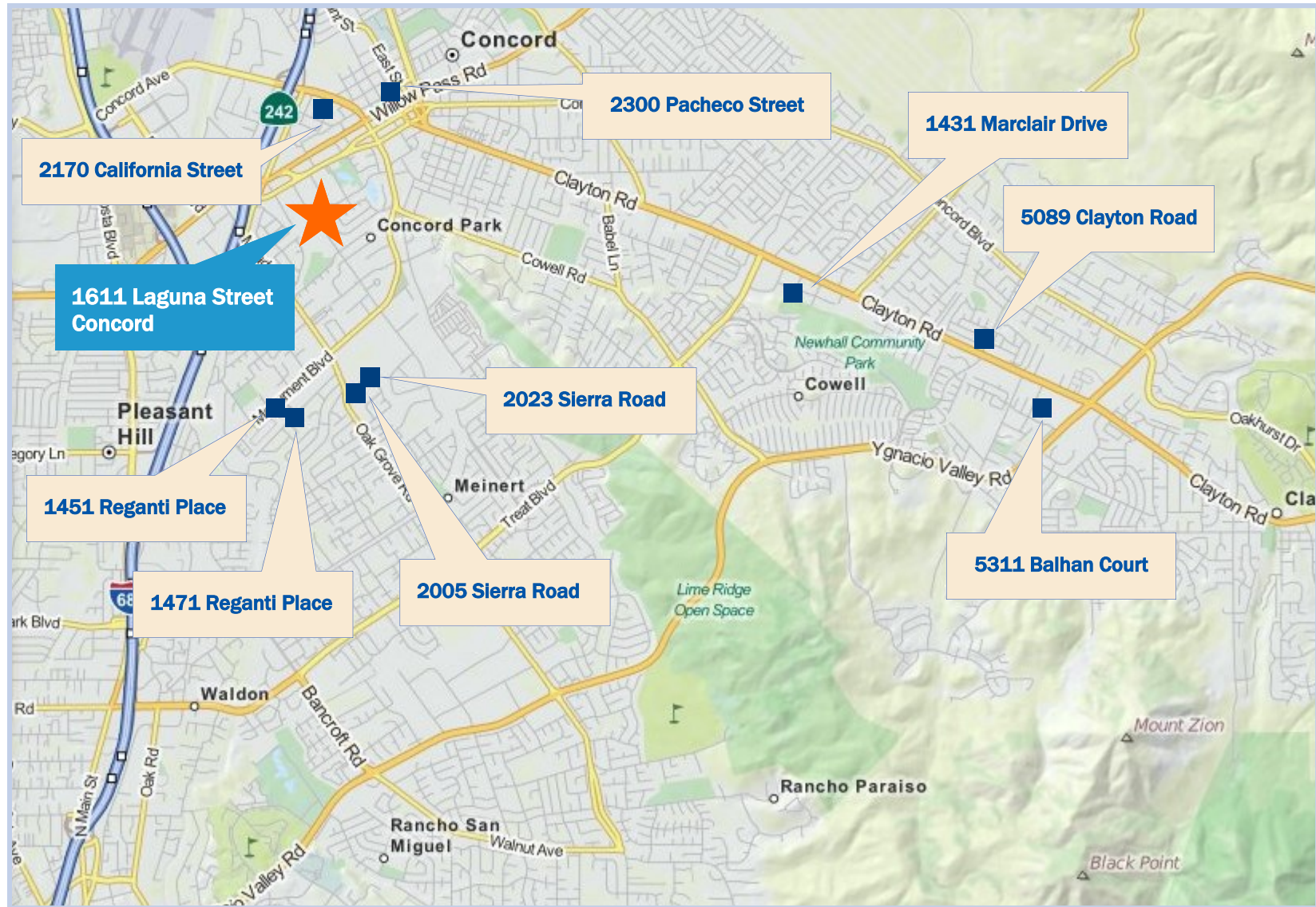


**2005 Sierra Road**



**2170 California Street**

## SALES COMPARABLES MAP



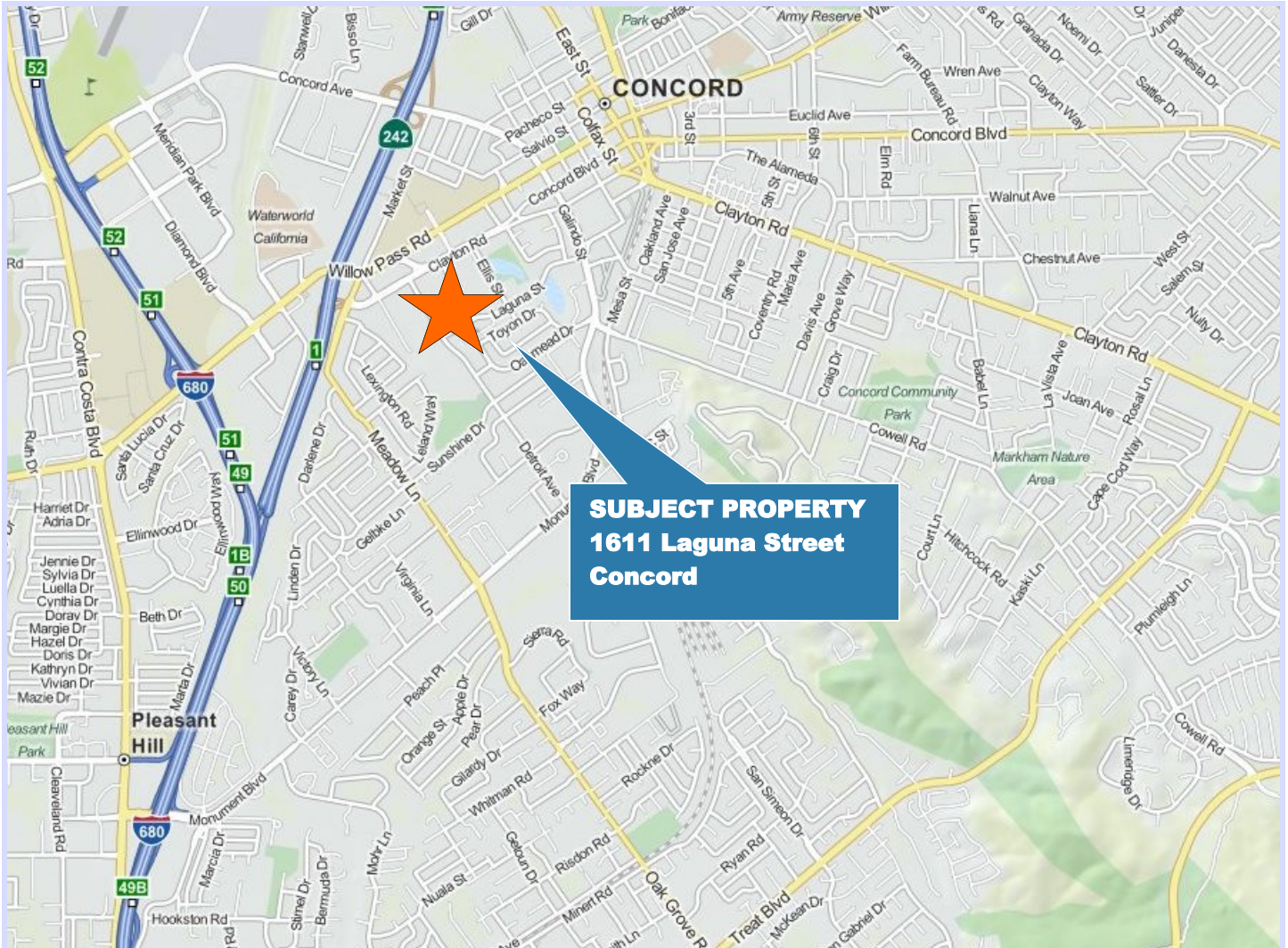


## NEIGHBORHOOD MAP



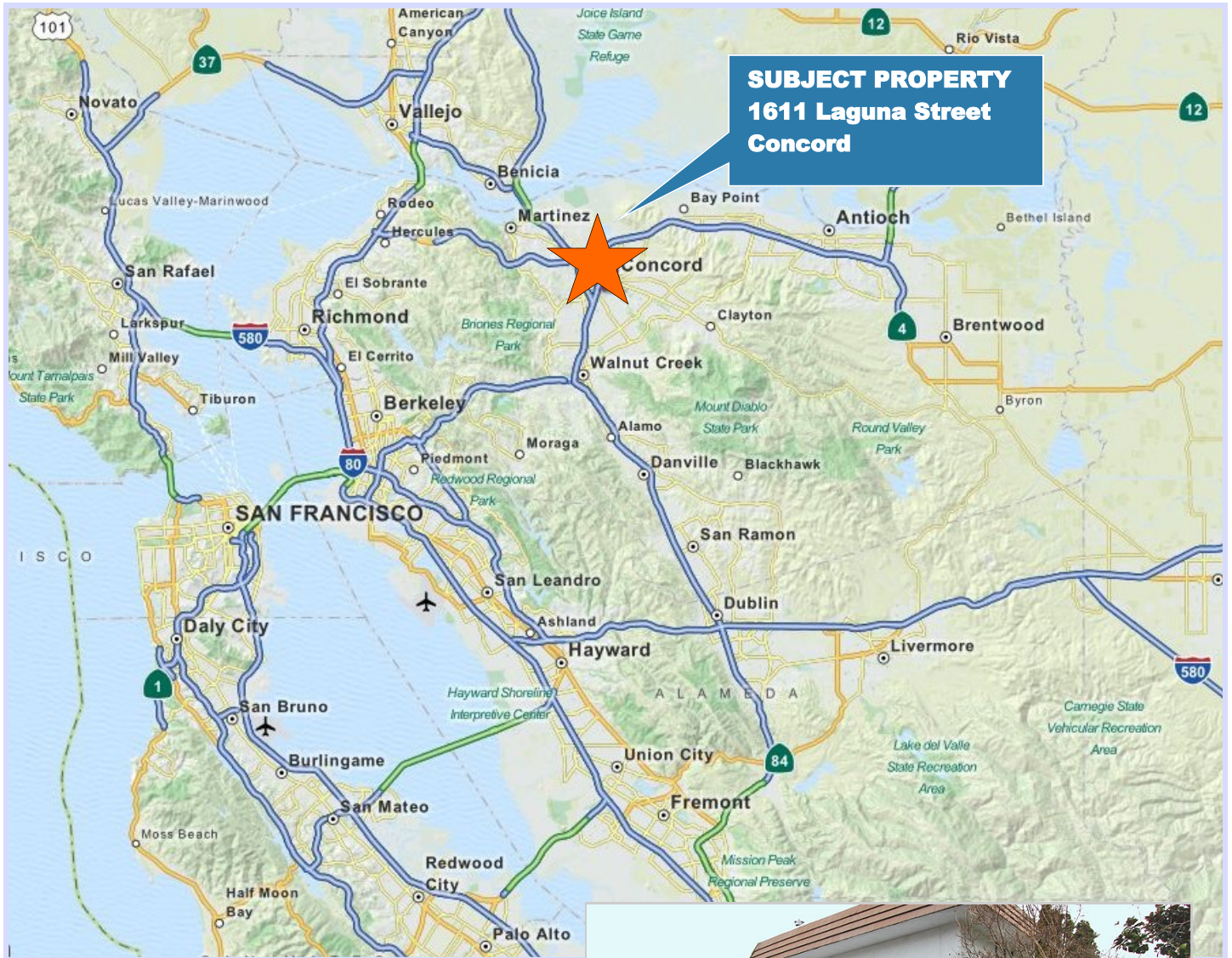


## CITY MAP





## REGIONAL MAP





## PARCEL MAP

