

\$2,750,000

8 UNIT APARTMENT COMPLEX
191 VILLAGE COURT
WALNUT CREEK, CA 94596

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
DRE # 01095619



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EXECUTIVE SUMMARY

191 Village Court, Walnut Creek is a clean, ideally located multi-family property that has been well maintained and is now being offered to market for the first time in many years. The property represents a rare **opportunity to own in one of the Bay Area's most desirable locations.**

The location, proximity to Broadway Plaza, Downtown Walnut Creek, BART, Interstate 680 and Highway 24, make this an uncommon investment opportunity.

The property has a mix of easy to rent 1BR/1BA and 2BR/1BA units. The complex consists of one building that sits on a legal parcel of approximately 7,013 s.f., per the Contra Costa County Tax Assessor. The building features a raised foundation and a torched down roof. The units are separately metered for gas and electricity except for unit 8, which is separately metered for electricity, but the owner pays for the gas. The owner currently pays for the water and trash service, but many owners are setting up reimbursement programs for these utilities, which is a possible strategy that may improve cash flow. There are six carport spaces and one uncovered parking space and there are seven storage closets for residents.

THE UNIT MIX IS CONSISTS OF:

- (6) 1 bedroom / 1 bath at 650± square feet
- (1) 1 bedroom / 1 bath at 600± square feet
- (1) 2 bedroom / 1 bath at 750± square feet

EXECUTIVE SUMMARY

The property can be owned and operated as it has been for years to come. Or—as many investors in the Walnut Creek area have noticed—benefit from significant upside in rents after making upgrades to the apartments. We believe the subject property would respond well with additional amenities such as granite counters, stainless steel appliances, and Pergo style floor coverings.

PROPERTY DETAILS

ADDRESS	191 Village Court, Walnut Creek, CA 94596
LAUNDRY	Community facility
SIDING	Stucco
APN	178-262-011-4
APPROXIMATE BUILDING SQ. FEET	5,148 ± s.f. (per Contra Costa County)
APPROXIMATE LAND	7,013 (per Contra Costa County)
YEAR BUILT	1958 ± (per Contra Costa County)
PG&E	Separately metered, paid by tenants (except gas in unit 8, paid by owner)
WATER	Master metered, currently paid by owner
TRASH	Currently paid by owner
FOUNDATION	Raised
ROOF	Torch down
HVAC	Wall heating and air conditioning

RENT ROLL

UNIT	TYPE	ESTIMATED SQUARE FEET	RENT	MOVE IN DATE	EXPIRATION OF CURRENT TERM
1	1BR/1BA	650	\$1,300	6/1/2016	MTM
2	1BR/1BA	650	\$1,300	7/2/2014	MTM
3	1BR/1BA	650	\$1,300	8/15/2016	MTM
4	1BR/1BA	650	\$1,250	6/7/2014	MTM
5	1BR/1BA	650	\$1,300	3/28/2017	MTM
6	1BR/1BA	650	\$1,300	7/1/2017	MTM
7	2BR/1BA	750	\$1,550	5/1/2008	MTM
8	1BR/1BA	600	\$1,300	8/31/2018	MTM
			\$10,600		

INCOME & EXPENSES

UNITS	TYPE	ESTIMATED SQUARE FEET	CURRENT RENTS	ESTIMATED "AS IS" MARKET RENTS
6	1BR / 1BA	650	\$1,250-\$1,300	\$1,700
1	1BR / 1BA	600	\$1,300	\$1,600
1	2BR / 1BA	750	\$1,550	\$2,100
8	Total rentable square feet	5,250		
INCOME				
	Monthly Rent		\$10,600	\$13,900
	Laundry Income (estimated)		\$55	\$55
	Total Monthly Income		\$10,655	\$13,955
	ANNUALIZED TOTAL INCOME		\$127,860	\$167,460
	Scheduled Gross Income		\$127,860	\$167,460
	Less Vacancy Reserve (3.00%)		(\$3,836)	(\$5,024)
	GROSS OPERATING INCOME		\$124,024	\$162,436
EXPENSES				
	Taxes (New @ 1.0863%)		(\$29,873)	(\$29,873)
	Levies and Assessments		(\$4,776)	(\$4,776)
	Insurance (M3 Quote)		(\$2,820)	(\$2,820)
	Landscaping & Grounds (estimated)		(\$1,200)	(\$1,200)
	Water (2017 + 3%)		(\$1,783)	(\$1,783)
	Garbage (2018 YTD Annualized)		(\$2,126)	(\$2,126)
	PG&E (2018 YTD Annualized)		(\$1,174)	(\$1,174)
	Repairs/Maintenance (Projected @ \$850/unit)		(\$6,800)	(\$6,800)
	Capital Improvements (Est. @ \$350/unit)		(\$2,800)	(\$2,800)
	License Fee/Miscellaneous		(\$500)	(\$500)
	TOTAL EXPENSES		(\$53,852)	(\$53,852)
	NET OPERATING INCOME		\$70,172	\$108,584
	Expenses as % of Gross Income		42.12%	32.16%
	Expenses per Unit		\$6,732	\$6,732
	Expenses per Square Foot		\$10.26	\$10.26

MARKET VALUE ANALYSIS

	CURRENT RENTS		ESTIMATED "AS IS" MARKET RENTS	
SALE PRICE	\$2,750,000		\$2,750,000	
Down Payment	\$1,910,000	69%	\$1,910,000	69%
First Loan [1]	\$840,000	31%	\$840,000	31%
NET OPERATING INCOME	\$70,172		\$108,584	
Estimated Debt Service (first loan)	(\$53,008)		(\$53,008)	
Cash Flow	\$17,164		\$55,576	
Plus Principal Reduction	\$12,800		\$12,800	
Total Pre-Tax Return	\$29,964		\$68,376	
Pre-Tax Return on Investment	1.57%		3.58%	
Gross Rent Multiplier	21.51		16.42	
Capitalization Rate	2.55%		3.95%	
Price per square foot	\$523.81		\$523.81	
Price per unit	\$343,750		\$343,750	

Financing terms:

[1] First loan based on 1.15 DCR, 4.82% interest rate, 30 year Amortization.



RENT SURVEY

ADDRESS	SUBJECT PROPERTY 191 Village Court Walnut Creek	170 Village Court Walnut Creek	120 Village Court Walnut Creek	1185 Lincoln Avenue Walnut Creek	1465 Mt. Pisgah Road Walnut Creek	The Pines 114 Sharene Lane Walnut Creek
AMENITIES	Excellent location on cul-de-sac, near downtown shopping, Civic Park, and BART. On-site laundry, carports, storage.	Covered parking, on-site laundry, storage, separately metered PG&E, near BART and freeways.	Some updating with floors and appliances, covered parking, on-site laundry, storage, separately metered PG&E, near BART and freeways,	Renovated units, new bathroom and flooring, wall a/c, double pane windows, carports, on-site laundry, separately metered PG&E.	Recent updating, remodeled kitchen, granite counters, dual pane windows, carports, close to BART, shopping, and trails.	On-site laundry, air conditioning, off street parking, pool, patios and balconies.
1BR / 1BA	\$1,200-\$1,300 600 square feet \$2.00-\$2.17/s.f.	\$1,650 600 square feet \$2.75/s.f.		\$1,700 625 square feet \$2.72/s.f.	\$2,000 780 square feet \$2.56/s.f.	\$1,723-\$1,869 640 square feet \$2.69-\$2.92/s.f.
2BR / 1BA	\$1,550 750 square feet \$2.07/s.f.	\$2,000 800 square feet \$2.50/s.f.	\$2,100 980 square feet \$2.14/s.f.	\$2,000 725 square feet \$2.76/s.f.	\$2,350 975 square feet \$2.41/s.f.	\$1,996-\$2,142 840-995 square feet \$2.15-\$2.38/s.f.



RENT SURVEY PHOTOS



170 Village Court, Walnut Creek



120 Village Court, Walnut Creek



1185 Lincoln Avenue, Walnut Creek

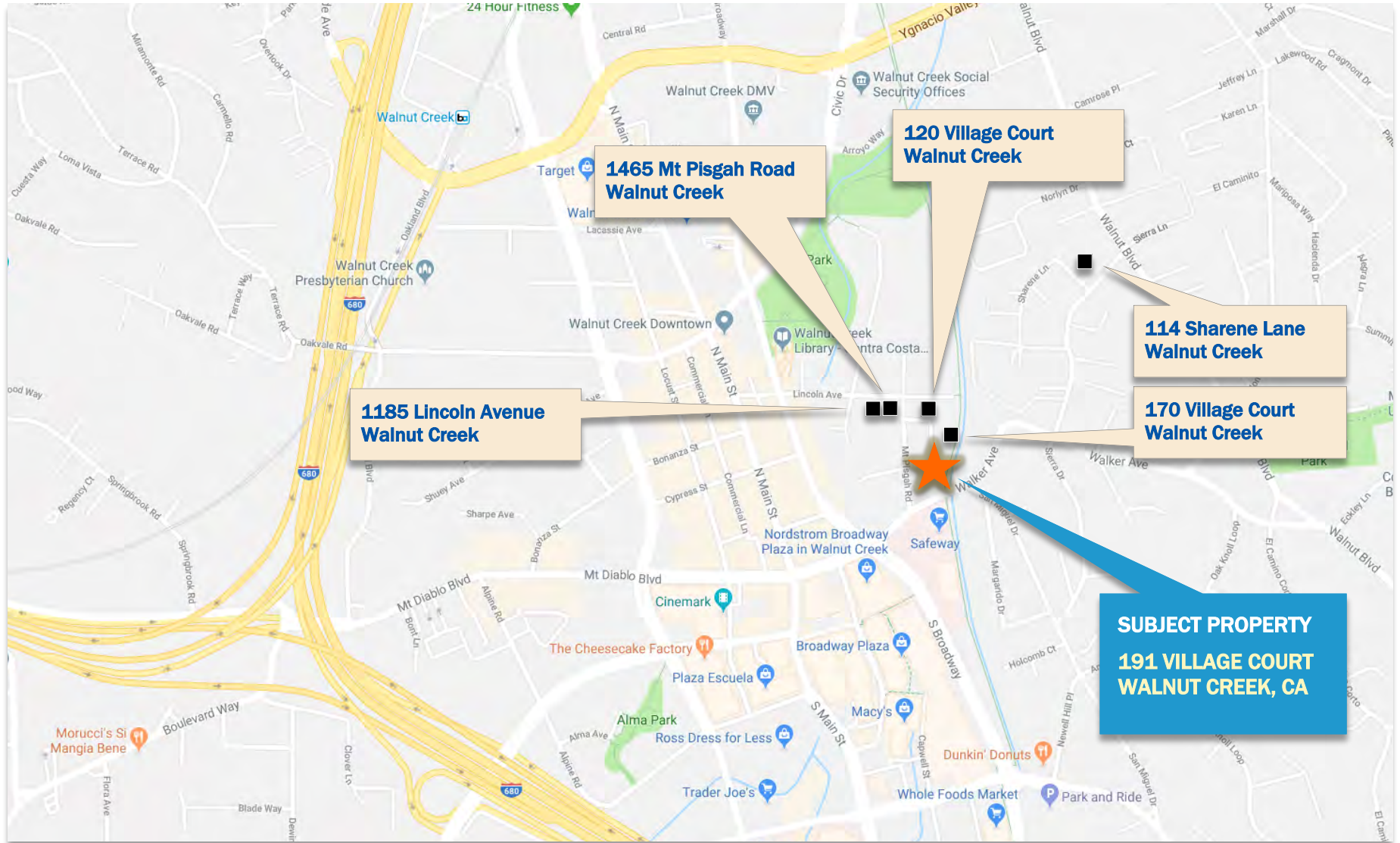


1465 Mt Pisgah Road, Walnut Creek



114 Sharene Lane, Walnut Creek

RENT SURVEY MAP





SALES COMPARABLES

ADDRESS	UNITS	SALE PRICE	SQUARE FEET	COST/ UNIT	COST/ SQ.FT.	AVG. RENT/ SQ.FT.	GRM	CAP	UNIT MIX	BUILT	SOLD	COMMENTS
17-27 Baldwin Court Walnut Creek	8	\$2,400,000	6,859	\$300,000	\$349.91	\$2.13	13.70	4.70%	(6) 2x1 (2) 1x1	1959	8/13 2018	QUIETLY MARKETING. Larkey Park neighborhood with one fourplex and two duplexes. Carports and garages. Duplex units have inside laundry, fourplex has common laundry facility, some patios/balconies. 19 days on S.F. MLS with multiple offers.
940-942 Hough Avenue Lafayette	8	\$3,100,000	5,960	\$387,500	\$520.13	\$2.70	16.05	3.62%	All 2x1	1958	7/3 2018	Well located complex steps from downtown Lafayette. On site laundry facility, off street parking, storage, some patios/balconies, 5 offers presented.
2157 Donald Drive Moraga	10	\$3,650,000	12,634	\$365,000	\$288.90	\$1.40	17.23	2.48%	All 2x2	1964	6/21 2018	Clean complex with laundry facility. Carports, storage, patios/balconies. Separately metered for gas & electricity.
111 Del Centro Diablo	10	\$3,000,000	8,040	\$300,000	\$373.13	\$1.63	19.10	3.24%	(2) 2x1 (6) 1x1 Studio	1885	1/11 2018	QUIETLY MARKETING. Clean property on 41K s.f. lot near Diablo Country Club. Converted former Victorian home. Laundry facility. Carports, some patios/balconies. Separately metered for gas & electricity.
1976 Desert Circle Walnut Creek	5	\$1,700,000	4,048	\$340,000	\$419.96	\$2.03	17.28	3.47%	2x2+Den (4) 1x1+Den	1968	3/31 2017	Clean complex which is part of HOA with pool and laundry facility. Carports, storage, patios/balconies, central HVAC, fireplaces. New 55% LTV loan with First Republic.
138 Village Court Walnut Creek [1]	6	\$2,460,000	7,904	\$410,000	\$311.23	\$1.30	19.92	3.00%	All 2x1	1960	8/2 2017	Clean complex delivered vacant at closing. Carports, on-site laundry, separately metered PG&E, storage, wall HVAC. 9 offers presented.
1705 Carmel Drive Walnut Creek	21	\$7,500,000	27,873	\$357,143	\$269.08	\$1.40	16.01	3.80%	(9) 1x1 (12) 2x1	1962	7/7 2017	OFF MARKET SALE. Patios, balconies, carports, storage, pool, dishwashers, disposals, elevator. New first loan First Foundation Bank, \$3.85M.
AVERAGES	10	\$3,401,429	10,474	\$351,378	\$361.76	\$1.80	17.04	3.47%				

[1] Projected income/expense.



SALES COMPARABLES PHOTOS



17-27 Baldwin Ct, Walnut Creek



940-942 Hough Avenue, Lafayette



2157 Donald Drive, Moraga



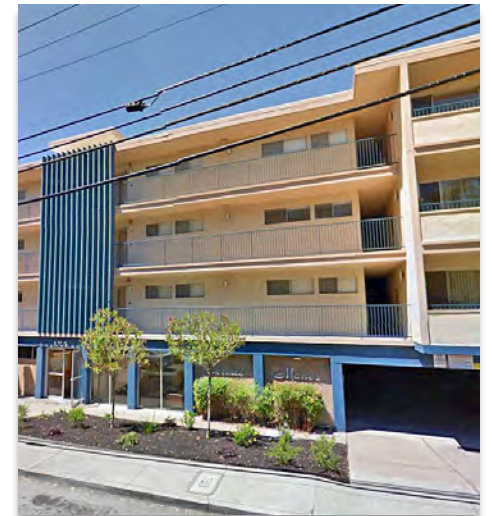
**111 Del Centro
Diablo**



**1976 Desert Circle
Walnut Creek**



**138 Village Court
Walnut Creek**



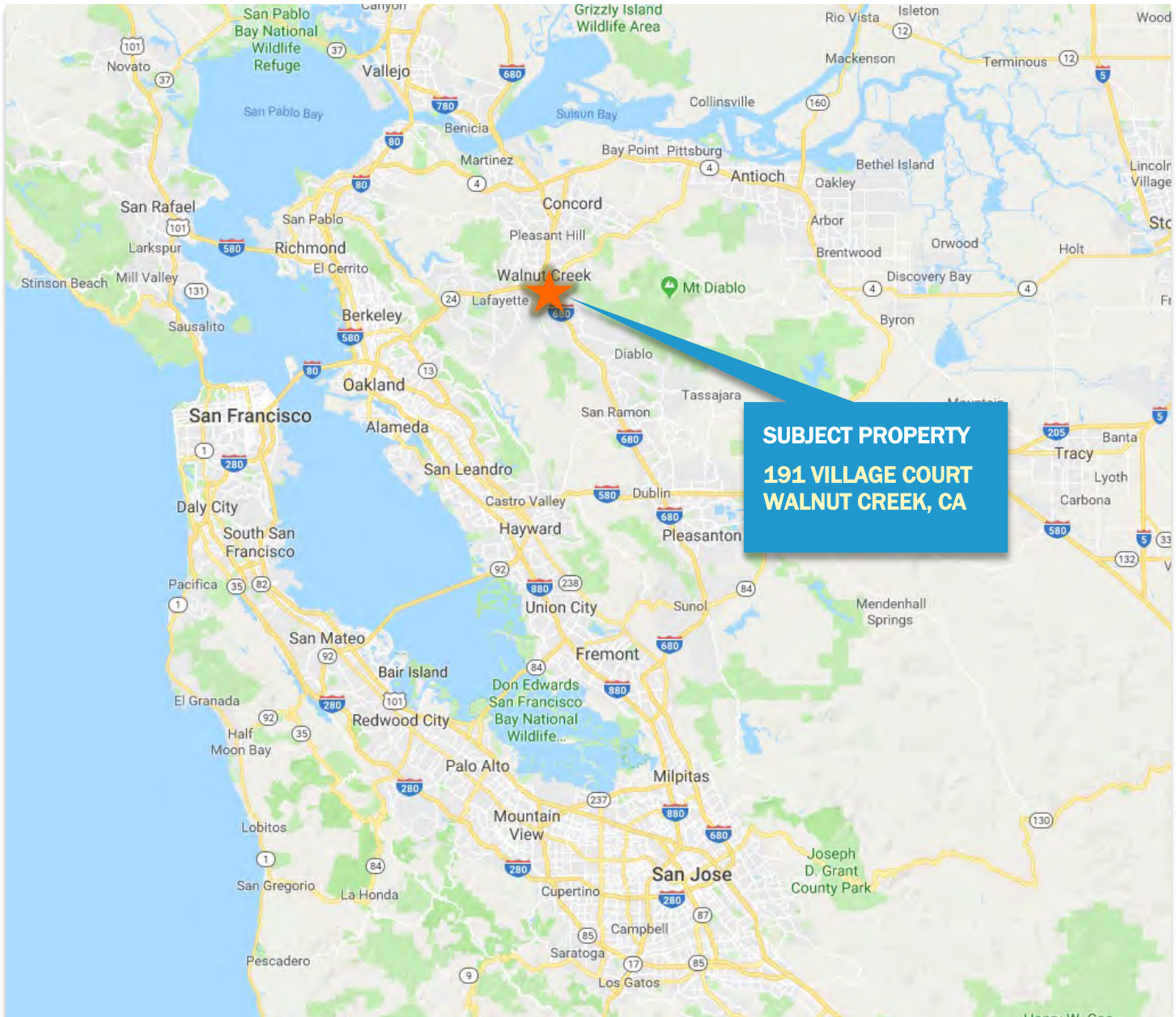
**1705 Carmel Drive
Walnut Creek**



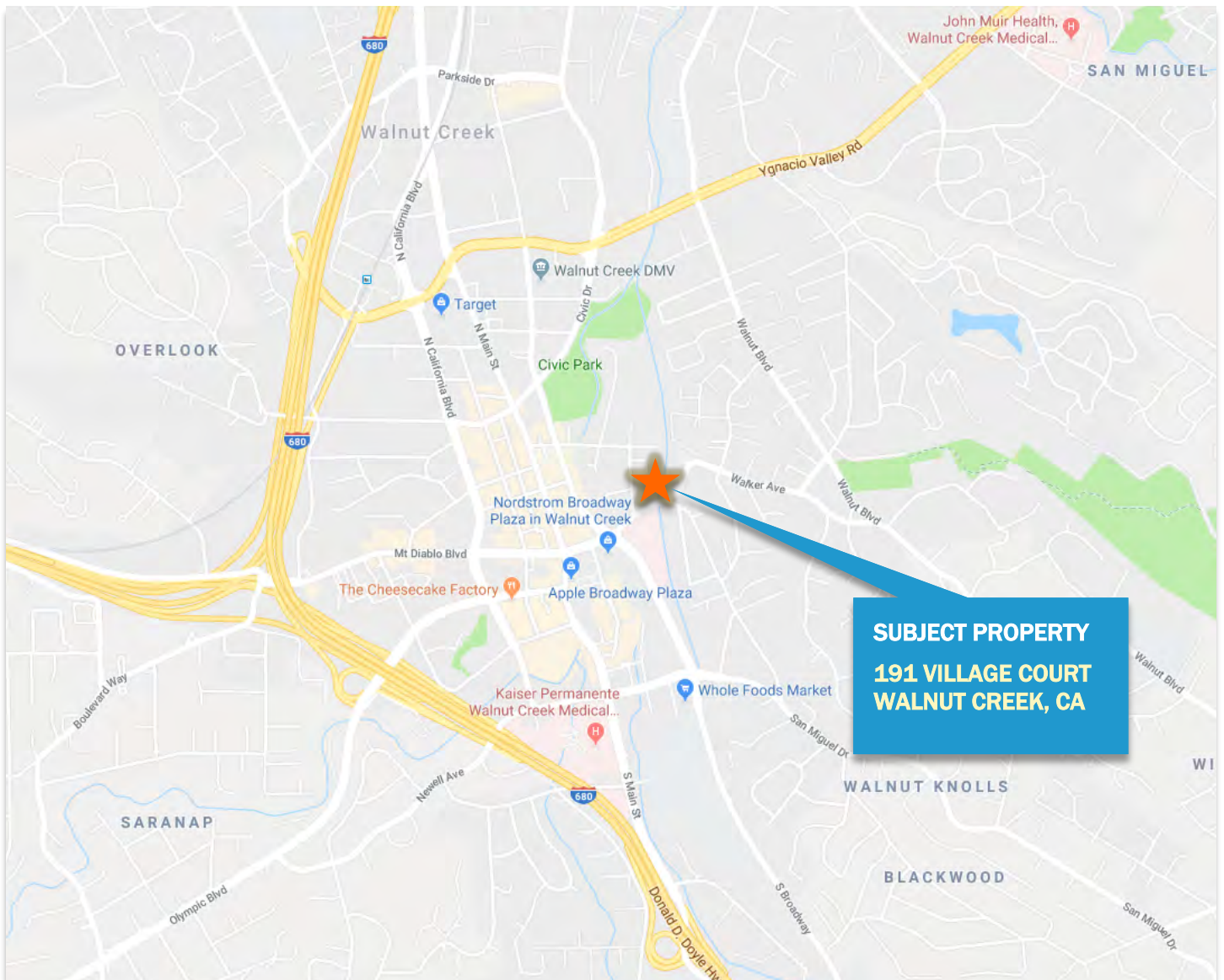
SALES COMPARABLES MAP



REGIONAL MAP



CITY MAP



NEIGHBORHOOD MAP



WALNUT CREEK AMENITIES



PARCEL MAP

