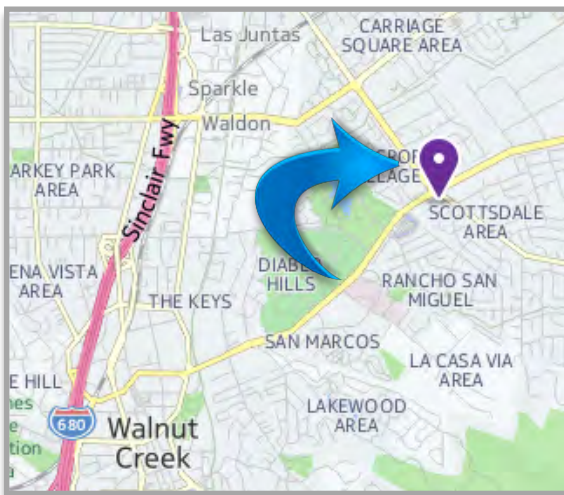




## CAMELBACK EAST APARTMENTS

1972 DESERT CIRCLE, WALNUT CREEK, CA 94598



5 UNITS  
\$1,700,000

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## EXECUTIVE SUMMARY

The Camelback East Apartment Complex is an immaculate, well located multi-family property that has been well maintained and is now being offered to market. The property represents a rare opportunity to own a well located property with upside potential. The location, proximity to Highways 24 and Interstate 680, downtown Walnut Creek, and BART, along with many desirable features make this an uncommon investment opportunity.

The complex has a desirable mix of 2BR/2BA + Den, 2BR/1BA and 1BR/1BA + Den apartments. The two 2BR/1BA units were created by building a permanent wall in **the “den” of the 1BR/1BA + Den units. The same conversion may be completed on** the other two units. The complex sits on a legal parcel of approximately 10,486 square feet, per the Contra Costa County Tax Assessor. The building features a concrete slab foundation with a pitched, composition shingle roof. The units are separately metered for gas and electricity. The owner currently pays for the water and trash service, but many owners are setting up reimbursement programs for these utilities and that is a possible strategy that may improve cash flow. There are six carports spaces and five storage units for the residents.

### THE UNIT MIX IS CONSISTS OF:

- (1) 2BR / 2BA + Den (with washer/dryer hookup)
- (2) 2BR / 1BA units
- (2) 1BR / 1BA + Den units

## EXECUTIVE SUMMARY

The property can be owned and operated as it has been for years into the future. 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	1972 Desert Circle, Walnut Creek, CA 94598
LAUNDRY	Washer/dryer hookup in 2BR/2BA + Den — community facility available for the other units.
SIDING	Wood siding
APN	140-040-025
APPROXIMATE BUILDING SQ. FEET	4,048 (per Contra Costa County)
APPROXIMATE LAND	10,486 (per Contra Costa County)
YEAR BUILT	1968+/- (per Contra Costa County)
PG&E	Separately metered, paid by tenants
WATER	Master metered, currently paid by owner
TRASH	Currently paid by owner
FOUNDATION	Concrete slab
ROOF	Pitched, composition shingle
HVAC	Central heating and air conditioning
FIREPLACES	Wood burning, in all units
PATIOS/BALCONIES	Lower units have patios, upper units have balconies

## INCOME & EXPENSES

UNITS	TYPE	ESTIMATED SQ. FEET	CURRENT RENTS	ESTIMATED MARKET RENTS [1]
2	1BR/1BA + Den	720	\$1,500-\$1,550	\$1,995
2	2BR/1BA	720	\$1,700-\$1,900	\$1,995
1	2BR/2BA + Den	1,168	\$2,200	\$2,495
5	Total rentable square feet	4,048		
<b>INCOME</b>				
	Monthly Rent		\$8,850	\$10,475
	Other Income		\$0	\$0
	Total Monthly Income		\$8,850	\$10,475
	<b>ANNUALIZED TOTAL INCOME</b>		\$106,200	\$125,700
	Scheduled Gross Income		\$106,200	\$125,700
	Less Vacancy Reserve (5.00%)		(\$5,310)	(\$6,285)
	<b>GROSS OPERATING INCOME</b>		\$100,890	\$119,415
<b>EXPENSES</b>				
	Taxes (New @ 1.0996%)		(\$18,693)	(\$18,693)
	Levies and Assessments		(\$2,697)	(\$2,697)
	Insurance (Estimated)		(\$1,772)	(\$1,772)
	Water (2016 YTD Annualized)		(\$2,382)	(\$2,382)
	PG&E (2016 YTD Annualized)		(\$764)	(\$764)
	Garbage (2016 YTD Annualized)		(\$1,557)	(\$1,557)
	HOA Dues (2017)		(\$1,680)	(\$1,680)
	Repairs/Maintenance (Estimated at \$850/unit)		(\$4,250)	(\$4,250)
	Capital Improvements (\$350/unit)		(\$1,750)	(\$1,750)
	Landscaping & Grounds (2016 YTD Annualized)		(\$1,920)	(\$1,920)
	Business License (Estimated)		(\$500)	(\$500)
	<b>TOTAL EXPENSES</b>		(\$37,965)	(\$37,965)
	<b>NET OPERATING INCOME</b>		<b>\$62,925</b>	<b>\$81,450</b>
	Expenses as % of Gross Income		35.75%	30.20%
	Expenses per Unit		\$7,593	\$7,593
	Expenses per Square Foot		\$9.38	\$9.38

[1] Assumes upgrades in countertops, appliances, baths and flooring as well as conversion to 2BR/1BA units

## FINANCIAL SUMMARY

	CURRENT RENTS		ESTIMATED MARKET RENTS	
<b>SALE PRICE</b>	<b>\$1,700,000</b>		<b>\$1,700,000</b>	
Down Payment	\$850,000	50%	\$550,000	32%
First Loan [1]	\$850,000	50%	\$1,150,000	68%
<b>NET OPERATING INCOME</b>	<b>\$62,925</b>		<b>\$81,450</b>	
Estimated Debt Service (first loan)	(\$47,238)		(\$63,910)	
Cash Flow	\$15,687		\$17,540	
Plus Principal Paydown	\$15,630		\$21,146	
Total Pre Tax Return	\$31,317		\$38,686	
Return on Investment	3.68%		7.03%	
Gross Rent Multiplier	16.01		13.52	
Capitalization Rate	3.70%		4.79%	
Price per square foot	\$419.96		\$419.96	
Price per unit	\$340,000		\$340,000	

[1] Financing: 1.15 DCR, 3.75% rate, fixed for 7 years, 30 year amortization.



## RENT SURVEY & PHOTOS

ADDRESS	1980 Desert Circle Walnut Creek	1295 Homestead Ave Walnut Creek	203 Masters Court Walnut Creek	1919 Ygnacio Valley Rd Walnut Creek	1201 Montego Walnut Creek	101 Hogan Court Walnut Creek
AMENITIES	NEW: appliances, flooring, cabinets, granite counters, stacked washer/dryers. Carports, fireplaces, large closets, pool, on-site laundry.	Carports, on-site laundry, and pool. Dishwasher, microwave, central heat and air, wood burning fireplace, gas range, close to shopping, hiking, and schools.	Carports, washer/dryer in units, patios & balconies, stainless steel appliances, microwave, floor heating in bedrooms, sport courts, pool, great location.	Carport, on-site laundry, new kitchen, tiles, bath and double pane patio door, central a/c, dishwasher, owner pays water and garbage.	Carport, on-site laundry, large closets, fireplace, patio, a/c, dishwasher, disposal, pool and rec room.	Carports, washers and dryers in units, microwave, dishwasher, balcony or patio, a/c, quartz counters, spa, pools, fitness center, near BART, hiking trails, shopping and more.
1 BR X 1 BA					\$1,750 720 square feet \$2.43/s.f.	
2 BR X 1 BA	\$2,100 720 square feet \$2.92/s.f.	\$2,080 770 square feet \$2.70/s.f.	\$2,300 894 square feet \$2.57/s.f.			\$2,575 869 square feet \$2.96/s.f.
2 BR X 1.5 BA				\$2,200 820 square feet \$2.68/s.f.		





## RENT SURVEY PHOTOS



**1980 Desert Circle**



**1295 Homestead Avenue**



**203 Masters Court**



**1919 Ygnacio Valley Road**



**1201 Montego**



**101 Hogan Court**



## 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
1960 Desert Circle	5	\$1,300,000	4,606	\$260,000	\$282.24	\$1.78	13.21	4.10%	2-1x1+den 2-2x1 1-2x2+den	1971	10/30 2015	carports, pool, on-site laundry, pitched roofs, patios, and balconies. OFF MARKET SALE.
1262-82 Carmel Court	6	\$1,825,000	3,648	\$304,167	\$500.27	\$2.06	20.24	2.54%	4-1x1 2-2x1	1955	9/4 2015	On-site laundry, separately metered PG&E, off-street parking, wall HVAC. MULTIPLE OFFERS.
1472-82 Pico Ct [1]	16	\$4,350,000	12,000	\$271,875	\$362.50	\$2.19	13.78	4.70%	8-1x1 8-2x1	1972	8/28 2015	11 units vacant, under partial renovation, patios, balconies, carports, storage, central, HVAC, dishwashers, disposals. MULTIPLE OFFERS.
1465 Mt Pisgah Road	10	\$3,385,000	8,676	\$338,500	\$390.16	\$1.56	20.89	2.90%	4-1x1 6-2x1	1964	8/13 2015	Immaculate complex with low rents, carports, on-site laundry, separately metered PG&E, storage, wall HVAC. OFF MARKET SALE.
1414 Oakland Blvd	8	\$2,000,000	6,194	\$250,000	\$322.89	\$1.96	13.70	4.30%	ALL 2x1	1969	6/16 2015	Carports, on-site laundry, separately metered PG&E, wall HVAC, some balconies, microwaves, all electric kitchens. OFF MARKET SALE.
2310-34 Buena Vista	13	\$2,825,000	12,073	\$217,308	\$233.99	\$1.01	19.28	2.90%	11-2x1 2-3x2	1969	2/6 2015	Significant deferred maintenance, including termite, roof, paint and parking lot, below market rents. OFF MARKET SALE, UNSOLICITED OFFER.
2370 San Juan Avenue	7	\$2,720,000	8,000	\$388,571	\$340.00	\$1.88	15.08	4.30%	6-2X1 1X1	1960	12/15 2014	Updated units, washer/dryer hookups, dual pane windows, central HVAC, patios, balconies, separately metered for PG&E. QUIETLY MARKETING.
120 Village Court	5	\$1,780,000	4,894	\$356,000	\$363.71	\$1.72	17.60	3.90%	2-2x1 2-2x1.5 2x2	1963	5/30 2014	Updated units, bamboo floors, updated baths, central HVAC, on-site laundry, storage, separately metered for PG&E. MULTIPLE OFFERS AFTER 3 WEEKS ON MARKET.
AVERAGES	9	\$2,523,125	7,511	\$298,303	\$349.47	\$1.77	16.72	3.71%				

[1] Projected income/expense.





## SALES COMPARABLES PHOTOS



**1960 Desert Circle**



**1262-82 Camel Court**



**1472-82 Pico Court**



**1465 Mt Pisgah Road**



**1414 Oakland Blvd**



**2310-34 Buena Vista**



**2370 San Juan Avenue**

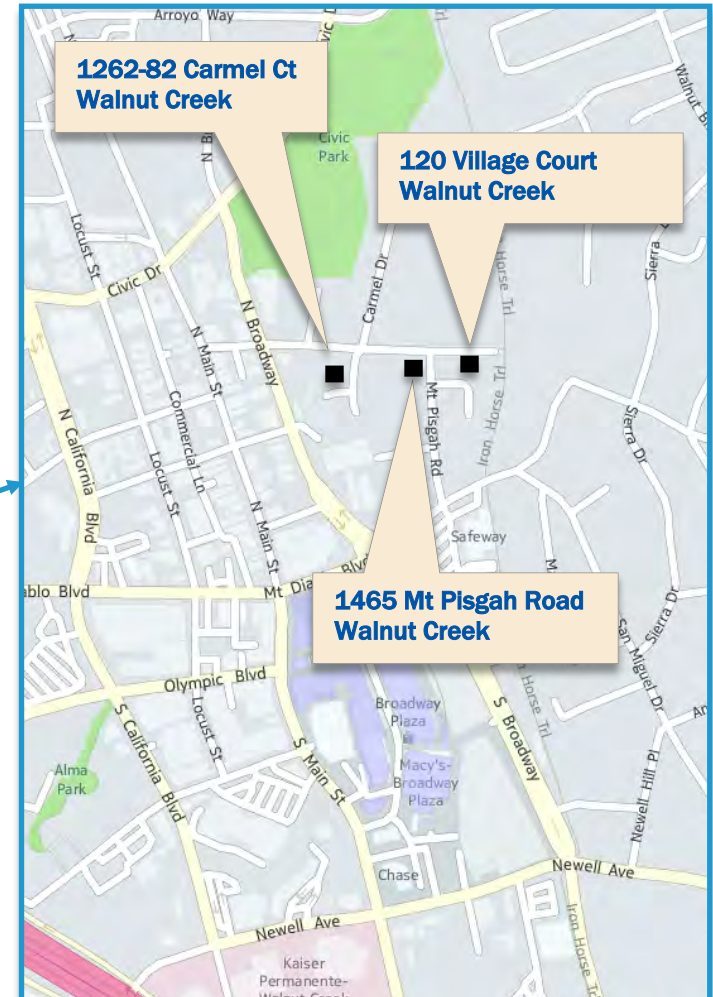
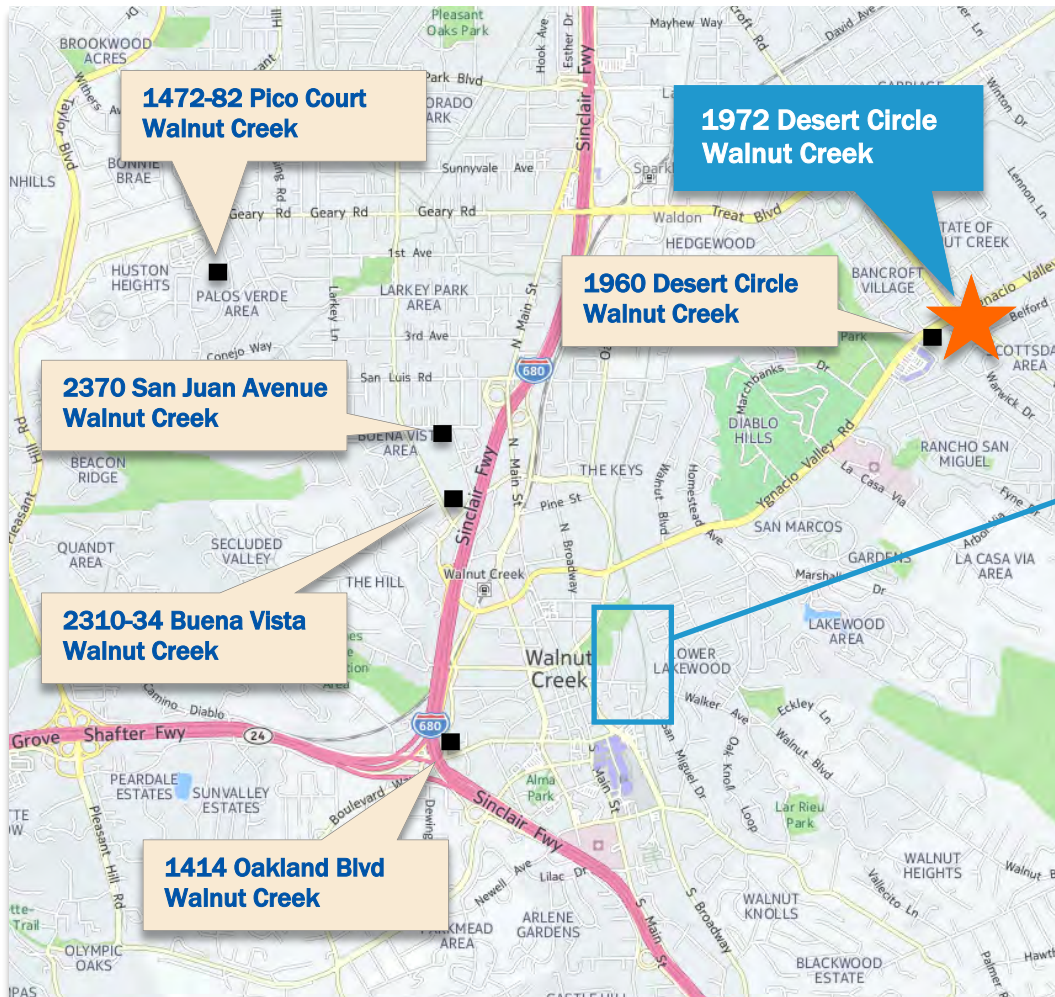


**120 Village Court**



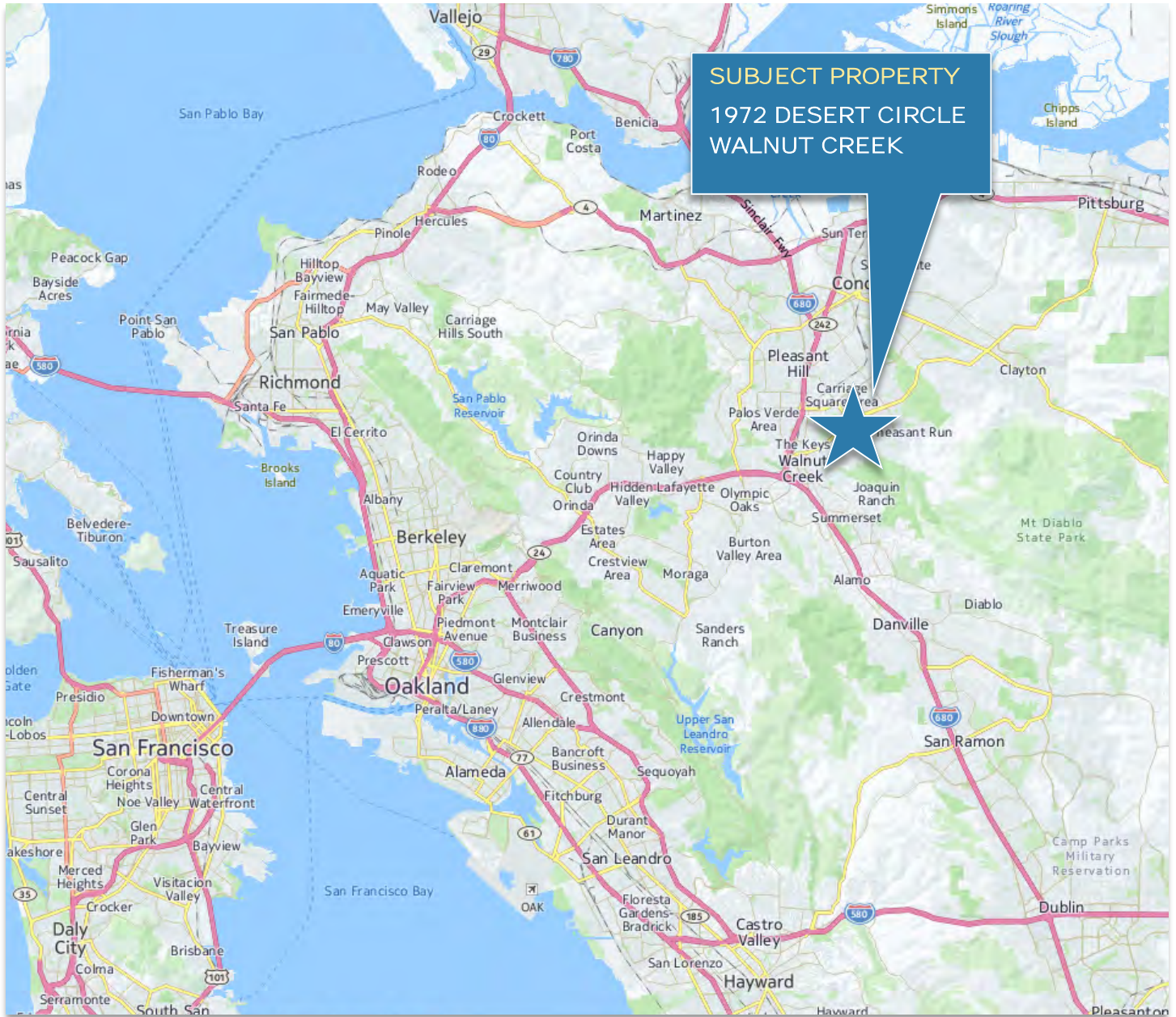


## SALES COMPARABLES MAP



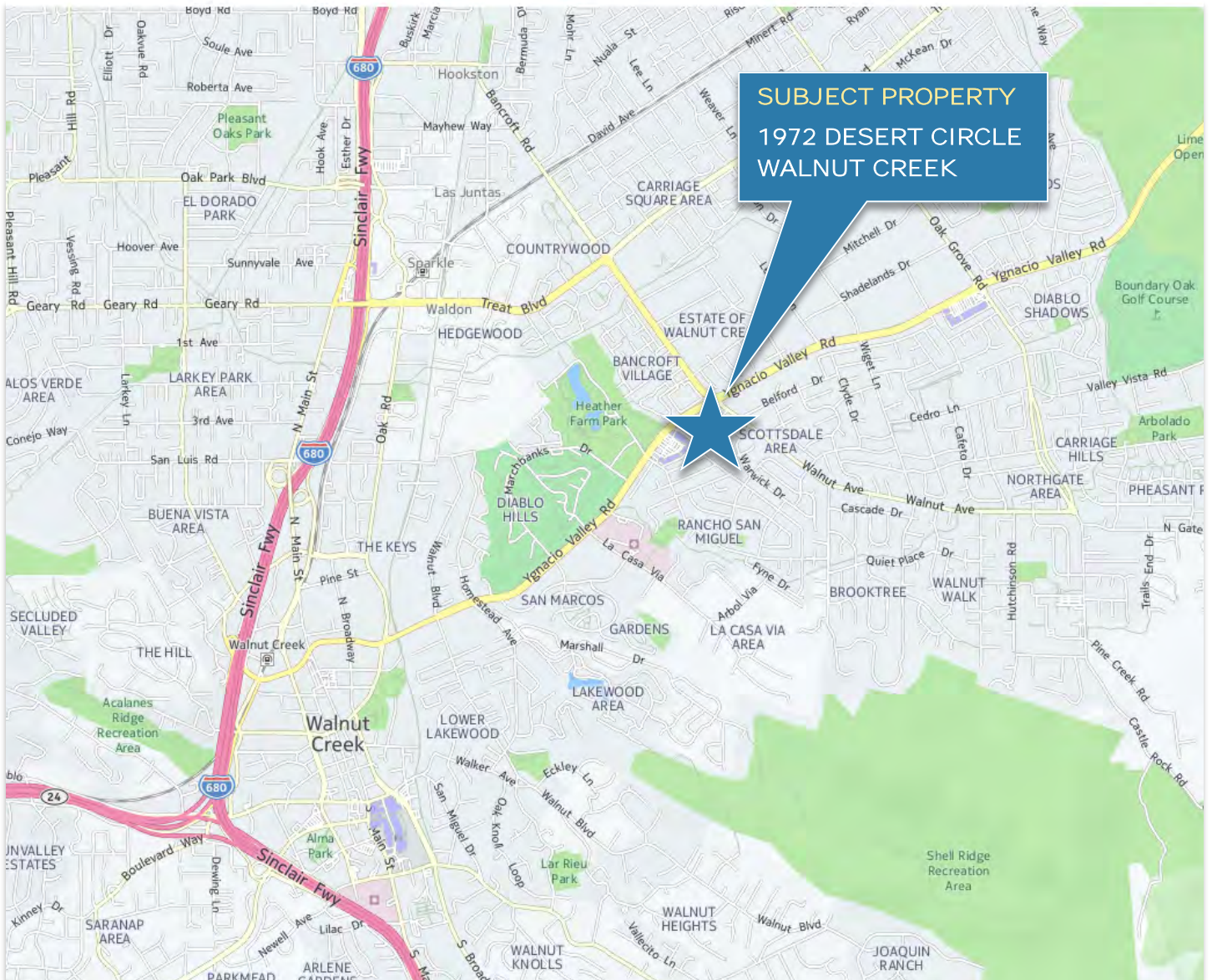


## REGIONAL MAP





## CITY MAP





NEIGHBORHOOD MAP

Countrywood  
SHOPPING CENTER



SHADELANDS



SUBJECT PROPERTY

1972 DESERT CIRCLE

WALNUT CREEK



Countrywood Shopping Center

Shadelands Business Park

the ORCHARDS  
at WALNUT CREEK

The Orchards Shopping Center

ENCINA GRANDE

Encina Grande Shopping Center



The Gardens  
At Heather Farms

John Muir  
Medical Center

Ygnacio Plaza  
Shopping Center

Muir Orthopaedic  
Specialists



THE GARDENS  
at Heather Farm



JOHN MUIR



Ygnacio Plaza




MUIR  
ORTHOPAEDIC  
SPECIALISTS

## PARCEL MAP

