

Colliers

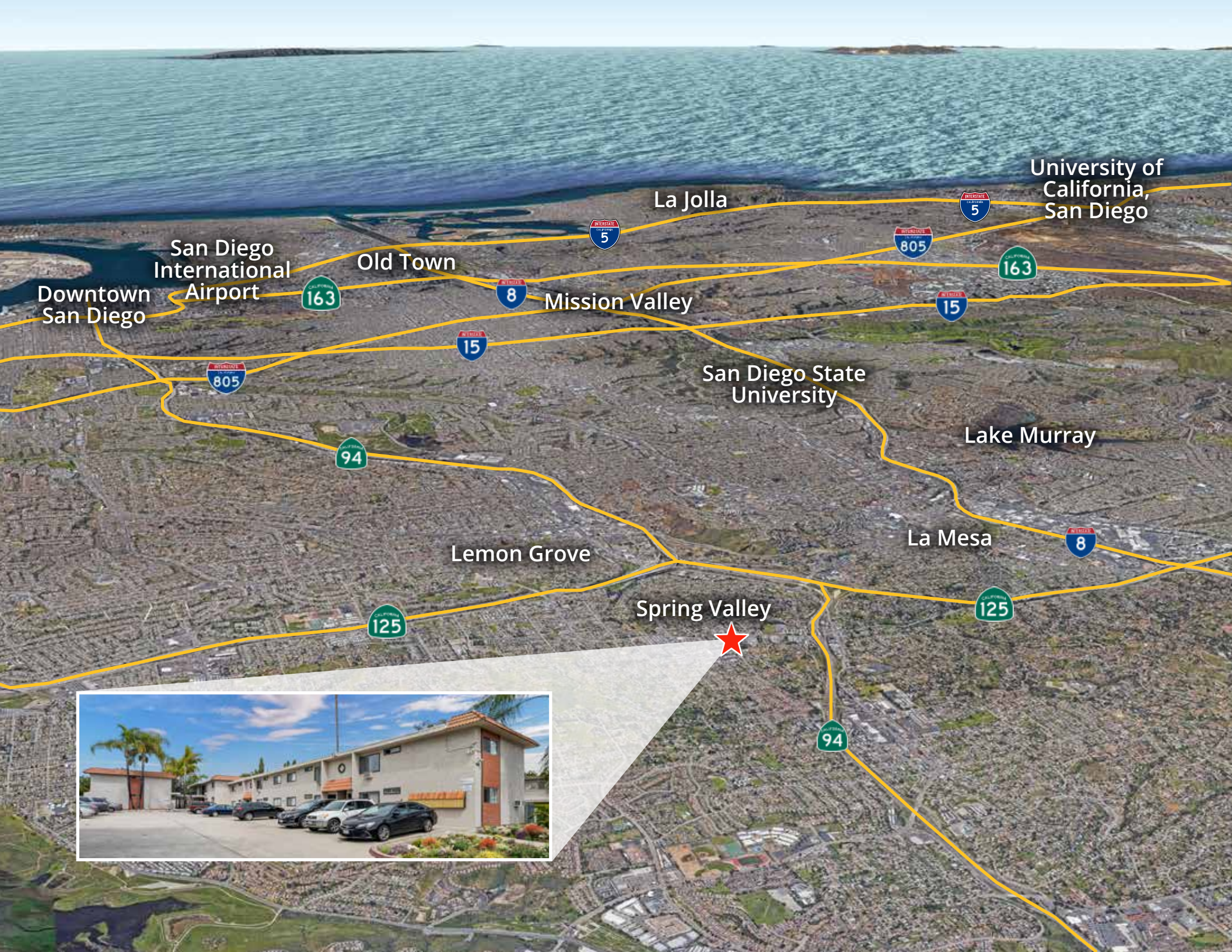


** Representative of new landscaping in progress*

THE KENWOOD

20 Units in San Diego

9062 Kenwood Drive, Spring Valley, CA 91977



★ Offering Summary

Pricing Summary

Price	\$6,195,000
\$ / Unit	\$309,750
Cap Rate as of 8/1/2023	5.22%
Cap Rate w/ Light Reno	6.12%
Cap Rate w/ Light Reno +2 ADU's	6.41%
GIM as of 8/1/2023	12.38
GIM w/ Light Reno	11.04
GIM w/ Light Reno + 2 ADU's	10.66
\$ / SF (Building)	\$399

Note: The property is open to new financing, or assume the current loan below.

Assumable Loan

Down Payment	\$3,775,000	61%
Loan Amount	\$2,420,000	39%
Interest Rate	3.25%	5 Years
Type	Interest Only	
Terms	Fixed until 1/1/2025, then becomes adjustable	
Lender	Chase Bank	



★ 9062 Kenwood Drive



20

Total Units



504-302-16-00

Parcel



1979 / 2022

Year Built



15,540

Building SF



25,264

Land SF

Recent Tasteful Renovations With Easy Upside Potential Through Additional Light Upgrades

Great Unit Mix of: (14) 2 Bedroom / 2 Bath, (4) 2 Bedroom / 1 Bath & (2) 1 Bedroom / 1 Bath Units

No Rent Control (Other than California)

Ample Parking, Oversized On-Site Laundry Room with ADU Potential

Easy Access to Jobs, Shopping and Transportation



* Representative of new landscaping in progress



Rent Roll

Unit #	Unit Type	SF	Rent as of Aug. 1, 2023	Market Rent Post Light Reno (Flooring, Windows, Appliances)	Market Rent Post Light Reno + 2 ADU's
1	2 Bedroom / 1 Bath (Manager)	800	\$1,980	\$2,200	\$2,200
2	2 Bedroom / 1 Bath	800	\$1,995	\$2,200	\$2,200
3	2 Bedroom / 1 Bath	800	\$1,995	\$2,200	\$2,200
4	2 Bedroom / 1 Bath	800	\$1,945	\$2,200	\$2,200
5	2 Bedroom / 2 Bath	835	\$1,859	\$2,300	\$2,300
6	2 Bedroom / 2 Bath	835	\$1,995	\$2,300	\$2,300
7	2 Bedroom / 1 Bath	800	\$1,945	\$2,200	\$2,200
8	2 Bedroom / 1 Bath	800	\$1,945	\$2,200	\$2,200
9	2 Bedroom / 1 Bath	800	\$1,945	\$2,200	\$2,200
10	2 Bedroom / 1 Bath	800	\$1,945	\$2,200	\$2,200
11	2 Bedroom / 1 Bath	800	\$1,945	\$2,200	\$2,200
12	2 Bedroom / 1 Bath	800	\$1,945	\$2,200	\$2,200
13	2 Bedroom / 1 Bath	800	\$1,945	\$2,200	\$2,200
14	2 Bedroom / 2 Bath	835	\$1,995	\$2,300	\$2,300
15	2 Bedroom / 2 Bath	835	\$2,095	\$2,300	\$2,300
16	2 Bedroom / 1 Bath	800	\$1,945	\$2,200	\$2,200
17	2 Bedroom / 1 Bath	800	\$1,945	\$2,200	\$2,200
18	2 Bedroom / 1 Bath	800	\$1,995	\$2,200	\$2,200
19	1 Bedroom / 1 Bath	450	\$1,550	\$1,700	\$1,700
20	1 Bedroom / 1 Bath - Vacant	550	\$1,695	\$1,800	\$1,800
21	ADU Potential (Suggested 1 Bed / 1 Bath	550 Est.	-	-	\$1,995
22	ADU Potential (Suggested 1 Bed / 1 Bath	550 Est.	-	-	\$1,995
Totals:		15,540	\$38,605	\$43,500	\$47,490
Plus Parking (5 Extra Spots at \$50/Each):			\$117	\$250	\$250
Plus Pet Fees - Act. vs \$50/Dogs (5 Dogs) Est.:			\$132	\$250	\$250
Plus Laundry:			\$300	\$300	\$330
Plus Misc. (NSF, Late Fees, Insur. Etc.) vs \$15/Unit:			\$413	\$300	\$330
Plus RUBS (80% of 2022 G/W/S/T Bills):			\$2,150	\$2,150	\$2,365
Total Monthly Income:			\$41,716	\$46,750	\$51,015
Annualized:			X 12	X 12	X 12
Total Annual Income:			\$500,592	\$561,000	\$612,180

Notes:

(1) Square footage based Title / Per Unit Estimates. It is believed that the units are closer to these estimates, than the managers rent roll. Buyer to verify.

(2) Potential to add up to 2 Detached ADU's to the property (buyer to verify).

(3) Square footage based on property manager's rent roll. According to Public Records, total building SF is 15,440 SF. Buyer to verify.

Operating Statement

Property Income		As of 8/1/2023	Light Reno	Light Reno + 2 ADU's	
Gross Monthly Rental Income:		\$38,605	\$43,500	\$47,490	
Plus Parking (5 Extra Spots):	\$50/Each	\$117	\$250	\$250	
Plus Pet Fees:	Act. vs \$50/Dog Est.	\$132	\$250	\$250	
Plus Laundry:		\$300	\$300	\$330	
Plus Misc. (NSF, Late Fees, Insur. , Etc.)	\$15/Unit	\$413	\$300	\$330	
Plus RUBS (80% of 2022 G/W/S/T Bills):		\$2,150	\$2,150	\$2,365	+ 2 ADU's
Total Gross Monthly Income:		\$41,716	\$46,750	\$51,015	
Annualized:		X 12	X 12	X 12	
Gross Potential Annual Rental Income:		\$500,592	\$561,000	\$612,180	
Less Vacancy:	3%	\$(15,018)	\$(16,830)	\$(18,365)	
Annual Gross Operating Income:		\$485,575	\$544,170	\$593,815	

Property Expenses		Expenses			
Less New Property Taxes:	1.1726%	\$(72,644)	\$(72,644)	\$(76,162)	New Tax
Less Tax Assessments:	Actual	\$(7,761)	\$(7,761)	\$(8,461)	New Asmt.
Less Professional Management:	4.00%	\$(17,974)	\$(20,880)	\$(22,795)	
Less On-Site Rent Reduction:	\$600/Mth	\$(7,200)	\$(7,200)	\$(7,200)	
Less On-Site Payroll & Tax:	\$431.25/Mth Est.	\$(5,175)	\$(5,175)	\$(5,175)	
Less Insurance:	Actual	\$(5,227)	\$(5,227)	\$(5,750)	w/ 2 ADU's
Less Gas:	2022 Actual	\$(7,321)	\$(7,321)	\$(7,321)	
Less Electric:	2022 Actual	\$(804)	\$(804)	\$(804)	
Less Water:	2022 Actual	\$(12,862)	\$(12,862)	\$(14,148)	w/ 2 ADU's
Less Trash:	2022 Actual	\$(4,226)	\$(4,226)	\$(4,649)	w/ 2 ADU's
Less New Landscape:	\$150/Mth Est.	\$(1,800)	\$(1,800)	\$(1,800)	
Less Maintenance/Repairs:	\$700/Unit Est.	\$(14,000)	\$(14,000)	\$(15,400)	w/ 2 ADU's
Less Turnover:	\$200/Unit Est.	\$(4,000)	\$(4,000)	\$(4,400)	w/ 2 ADU's
Less Pest:	\$100/Mth Est.	\$(1,200)	\$(1,200)	\$(1,200)	
Total Expenses:		\$(162,195)	\$(165,101)	\$(175,265)	
Net Operating Income:		\$323,379	\$379,069	\$418,549	
Less New Debt Service:	Interest Only	\$(78,650)	\$(78,650)	\$(78,650)	
Cash Flow:		\$244,729	\$300,419	\$339,899	
Cash on Cash Return:		6.48%	7.96%	9.00%	
Plus Principal Reduction:		-	-	-	
Total Return on Investment:		\$244,729	\$300,419	\$339,899	
Total Return Percentage:		6.48%	7.96%	9.00%	

Post Light Renovations + ADU Notes:

(1) Potential to add up to 2 Detached ADU's to the property (buyer to verify).

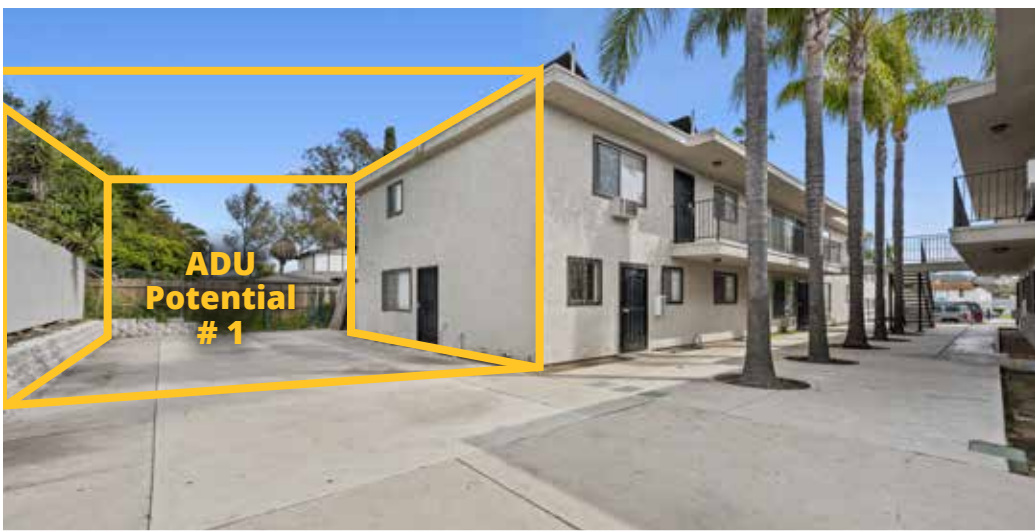
(2) ADU Market CAP: CAP Rate & GIM assumes \$330,000 expense for constructing 2 ADU's (\$165,000/unit, or \$300 Per Ft.).

(3) Post ADU Property Tax expense based on list price at 1.17263% + \$330,000 Est. Construction Costs added to the Value.



Blackstone/TruAmerica's institutionally owned, 4-property portfolio, VALLE is **across the street**. **Currently under renovation.**









Sales Comparables



Subject Property

9062 Kenwood Dr., Spring Valley

Units	20	Built	1979 / 2022
Price	\$6,195,000	Unit Mix	(14) 2Bd/2Ba
Price/Unit	\$309,750		(4) 2Bd/1Ba
Price/SF	\$399		(2) 1Bd/1Ba
CAP	5.22%		
GRM	12.38		

Sales Comparables Summary

Property	Sold	Units	Sales Price	Cap Rate	GRM	\$/SF	\$/Unit
1	4/4/2023	10	\$3,125,000	N/A	N/A	\$432	\$312,500
2	3/27/2023	28	\$8,128,000	5.00%	N/A	\$364	\$290,286
3	3/6/2023	10	\$3,040,000	4.53%*	15.42	\$403	\$304,000
4	6/22/2022	31	\$9,750,000	3.80%	15.33	\$389	\$314,516
5	5/23/2022	12	\$3,840,800	4.10*	14.76*	\$384	\$320,067
6	5/19/2022	11	\$3,300,000	3.77%	15.93	\$354	\$300,000
7	5/2/2022	19	\$5,820,000	N/A	N/A	\$377	\$306,316
Total Average:		17	\$5,286,257	4.24%	15.36	\$386	\$306,812
Subject - Actual / ProForma:		20	\$6,195,000	5.22% / 6.41%	12.38 / 10.66	\$399	\$309,750

* Estimates were used based on partial income and expense data available.



1 1286 N Mollison Ave., El Cajon Sale Date: 4/4/23

Units	10	Built	1980
Price	\$3,125,000	Unit Mix	(9) 2Bd/2Ba
Price/Unit	\$312,500		(1) 2Bd/1.5Ba
Price/SF	\$432		
CAP	N/A		
GRM	N/A		



2 1113 Greenfield Dr., El Cajon Sale Date: 3/27/23

Units	28	Built	1987
Price	\$8,128,000	Unit Mix	(8) 2Bd/2Ba
Price/Unit	\$290,286		(12) 2Bd/1Ba
Price/SF	\$364		(8) 1Bd/1Ba
CAP	5.00%		
GRM	N/A		



3 4162 51st St., San Diego Sale Date: 3/6/23

Units	10	Built	1970
Price	\$3,040,000	Unit Mix	(8) 2Bd/1Ba
Price/Unit	\$304,000		(2) 1Bd/1Ba
Price/SF	\$403		
CAP	4.53%*		
GRM	15.42		



4 247 N 1st St., El Cajon Sale Date: 6/22/22

Units	31	Built	1972
Price	\$9,750,000	Unit Mix	(12) 2Bd/2Ba
Price/Unit	\$314,516		(19) 1Bd/1Ba
Price/SF	\$389		
CAP	3.80%		
GRM	15.33		



5 7137 Waite Dr., La Mesa Sale Date: 5/23/22

Units	12	Built	1970
Price	\$3,840,800	Unit Mix	(4) 2Bd/2Ba
Price/Unit	\$320,067		(4) 2Bd/1Ba
Price/SF	\$384		(4) 1Bd/1Ba
CAP	4.10%		
GRM	14.76*		



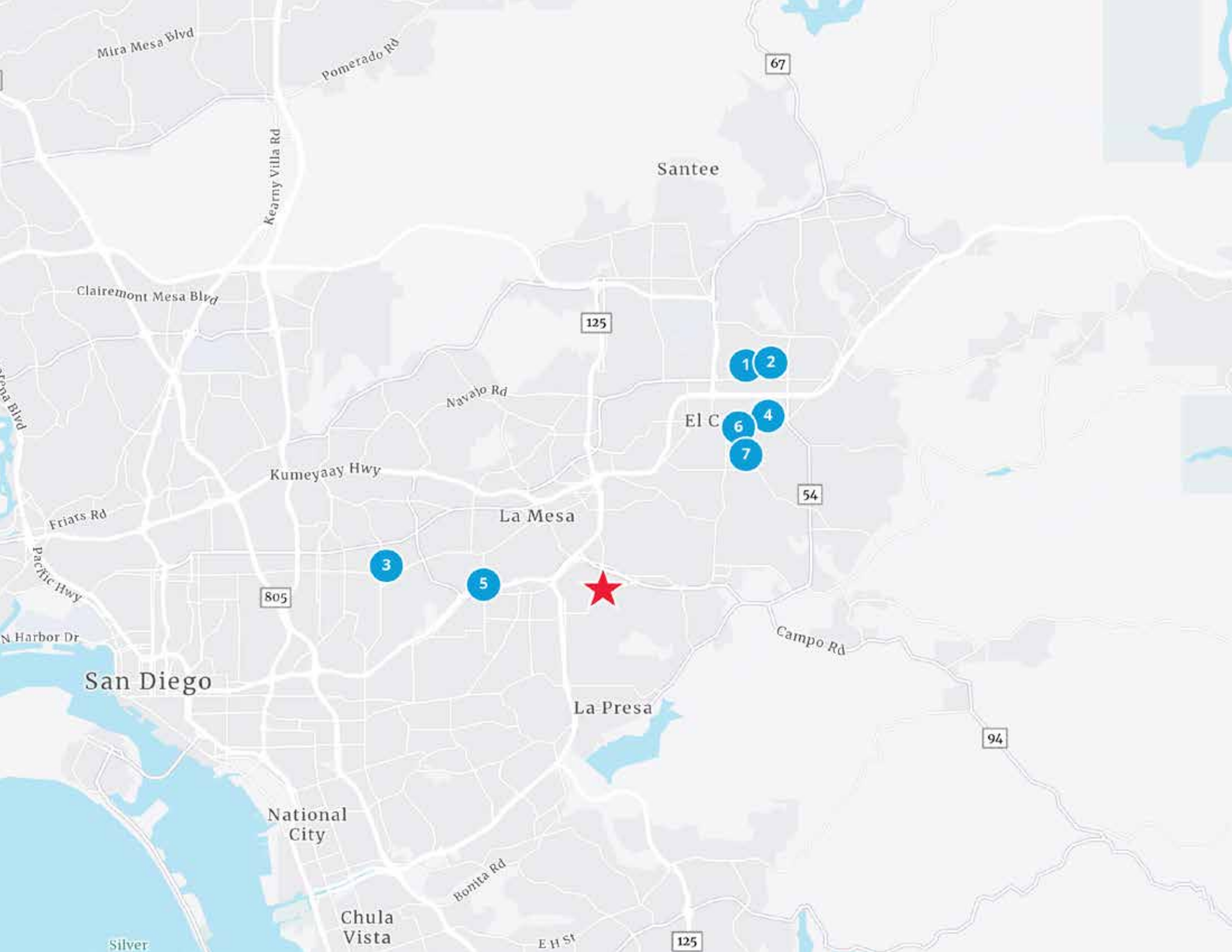
6 222 S Lincoln Ave., El Cajon Sale Date: 5/19/22

Units	11	Built	1979
Price	\$3,300,000	Unit Mix	(6) 2Bd/2Ba
Price/Unit	\$300,000		(5) 1Bd/1Ba
Price/SF	\$354		
CAP	3.77%		
GRM	15.93		



7 862 S Mollison Ave., El Cajon Sale Date: 5/2/22

Units	19	Built	1976
Price	\$5,820,000	Unit Mix	(11) 2Bd/2Ba**
Price/Unit	\$306,316		(8) 1Bd/1Ba**
Price/SF	\$377		
CAP	N/A		
GRM	N/A		



Mira Mesa Blvd

Pomerado Rd

67

Santee

Kearny Villa Rd

Clairemont Mesa Blvd

125

1 2

Navajo Rd

El C

6 4

Kumeyaay Hwy

7

54

Friars Rd

La Mesa

805

3

5



Campo Rd

N Harbor Dr

San Diego

La Presa

94

National City

Bonita Rd

Chula Vista

E H St

125

Silver

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