



ACI

Building Your Wealth Through
Apartment Investments

360 North 1st Street

All units have: W/D,
Central A/C, Dishwashers
Assumable 3.75% Loan!



“THE HERITAGE” -56 UNIT APARTMENT

360 North 1st, El Cajon 92021

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THE HERITAGE



The Heritage is a rare opportunity to acquire a high-quality asset at a great price!

The community has been thoroughly remodeled from the studs.

All units now have washer/dryers, central air-conditioning, granite counters and vanities, all dual-pane windows, and stainless steel appliances (see pictures).

The property has pitched roofs, 89 parking spaces (+1.5/unit), newly plastered pool, BBQ area, and gated entry.

It's centrally located near downtown El Cajon and many retail locations, including grocery stores, restaurants, banks, schools, and parks (page 9).

| ADDRESS | CITY | ZIP CODE | \$/SQFT |
|--------------|----------|------------|----------|
| 306 N 1st St | El Cajon | 92021 | \$301.56 |
| MARKET CAP | | MARKET GRM | |
| 6.36% | | 10.79 | |



















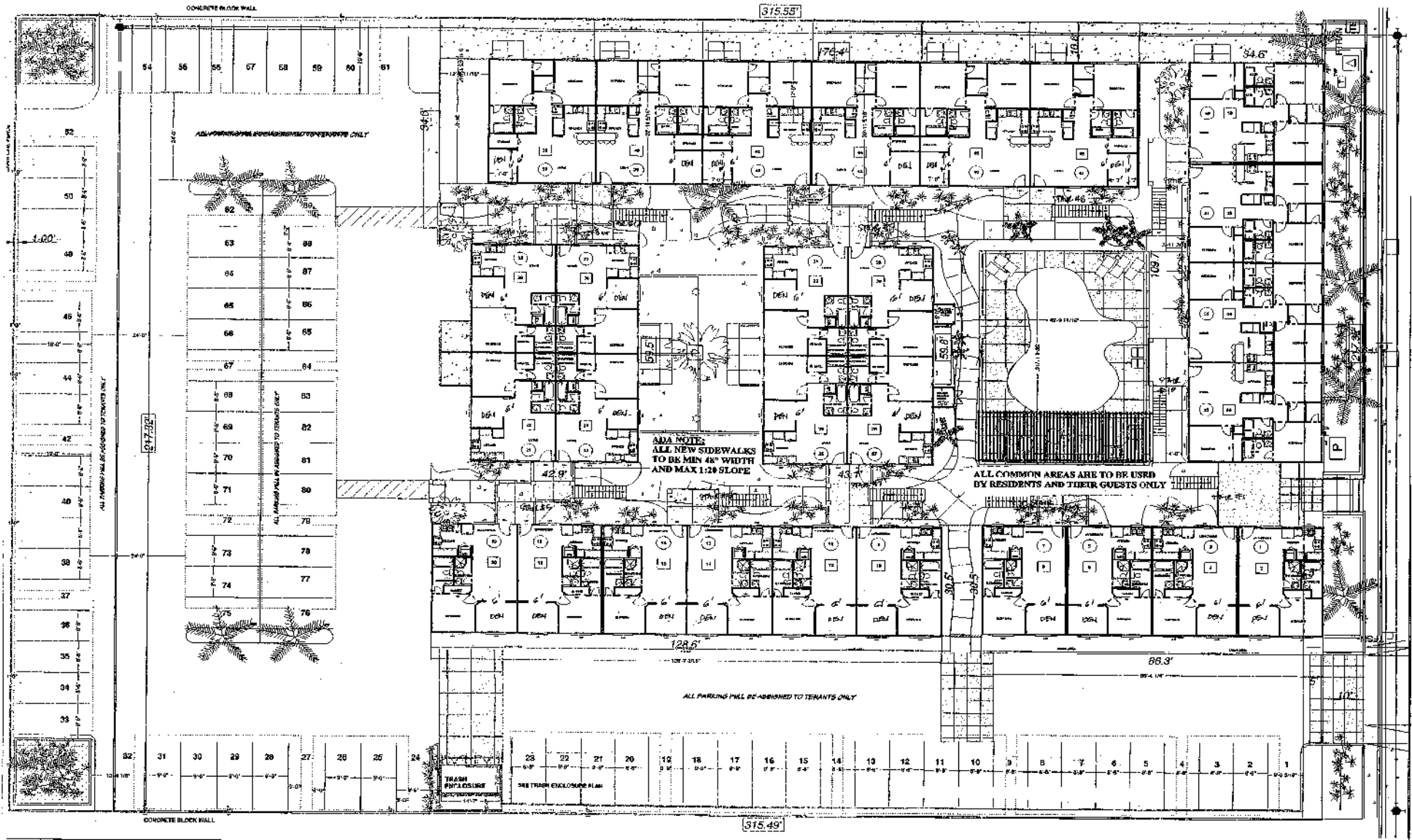






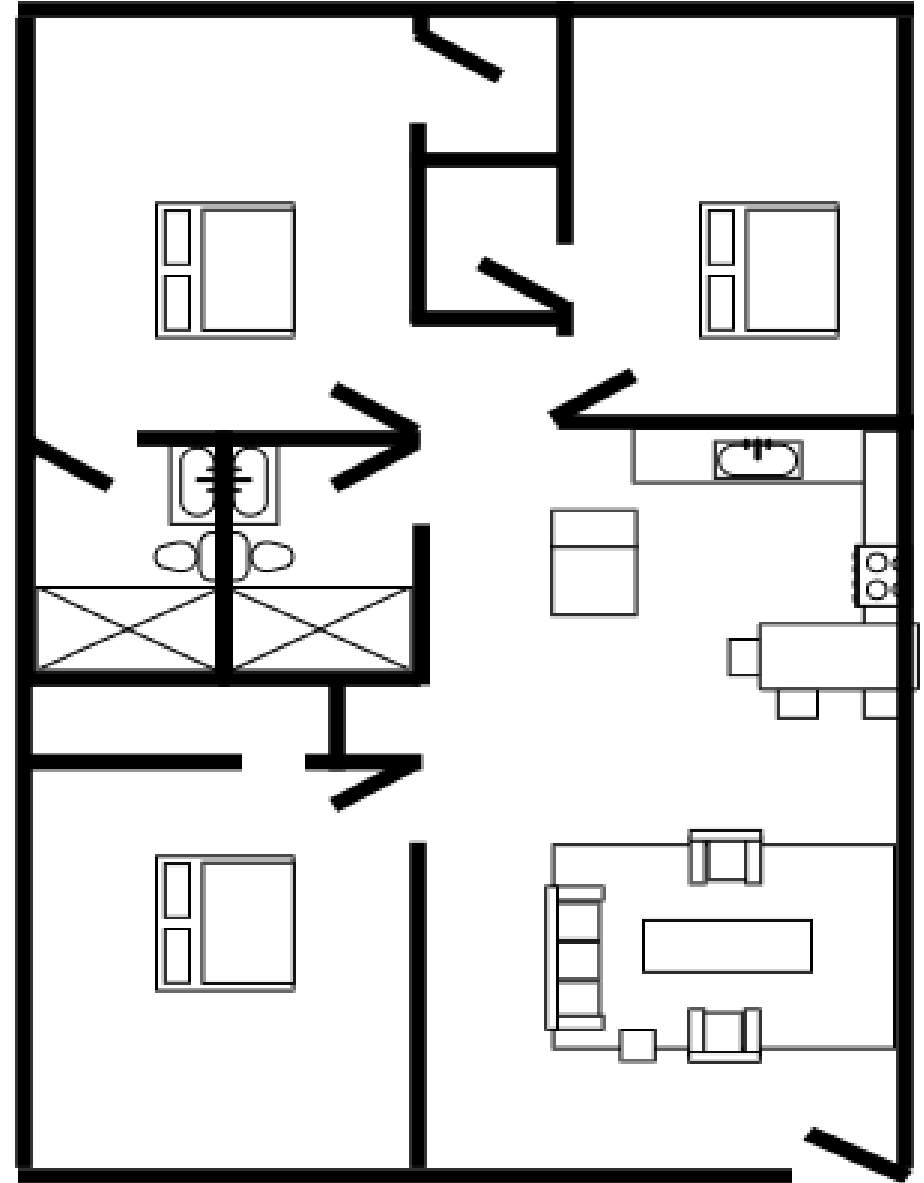
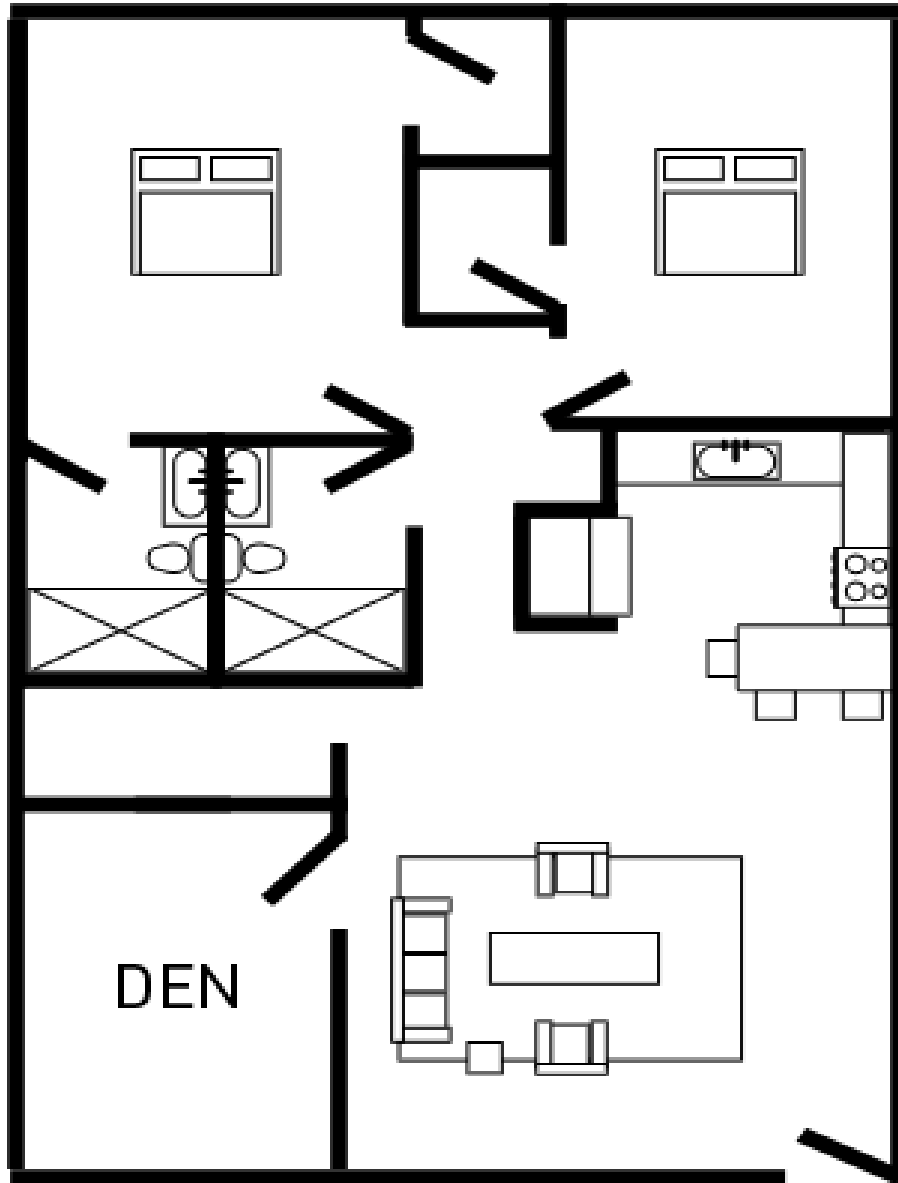


FLOOR PLAN



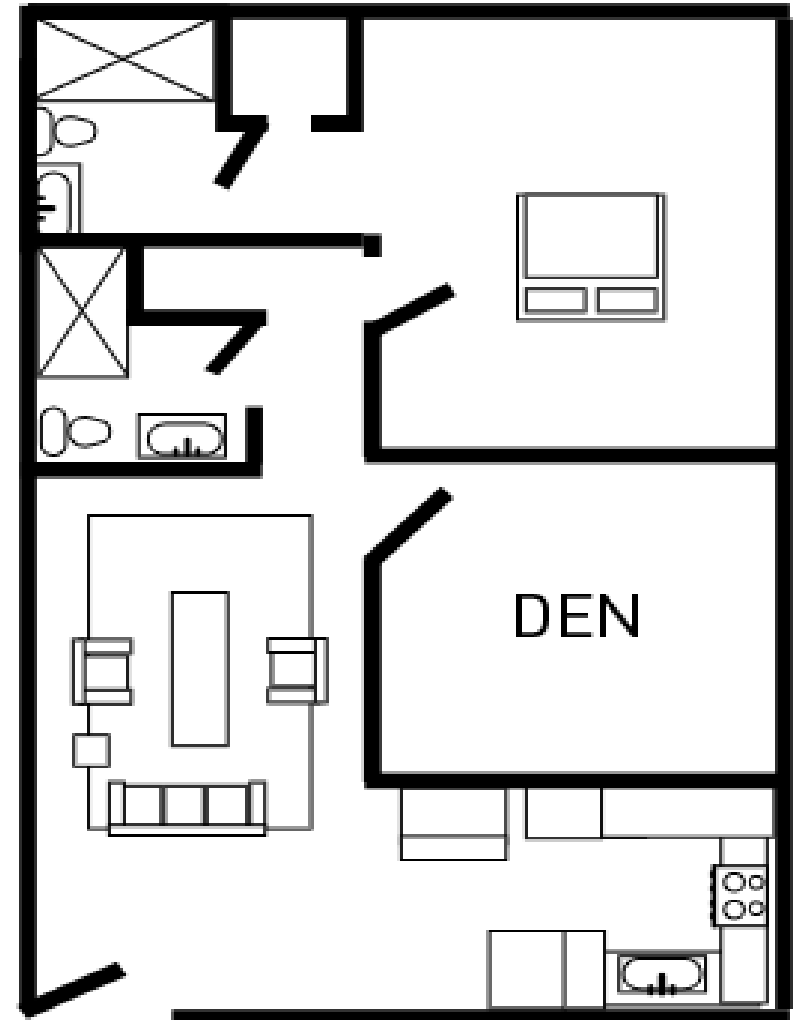
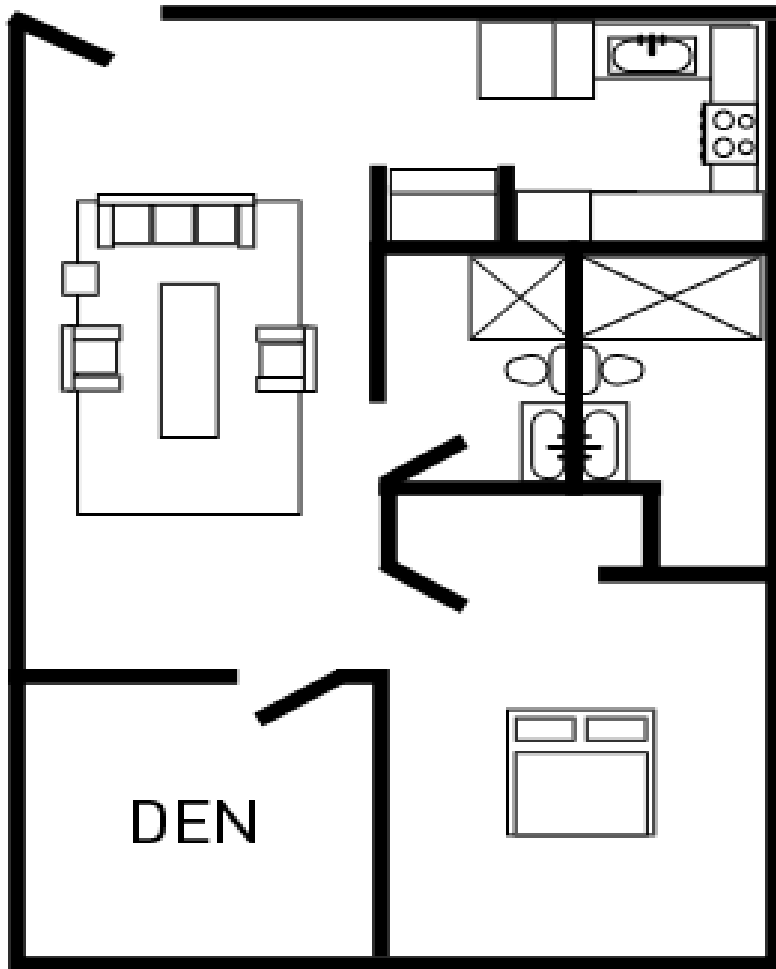


FLOOR PLAN STYLES





FLOOR PLAN STYLES





Remodeled from Studs in 2009

In every Unit:

- Washer & Dryer
- Stainless Steel Appliances:
 - Oven, Dishwasher & Mounted Microwave
- Central Air-Conditioning
- Select units with Vaulted Ceilings
- Prelim Condo map on property



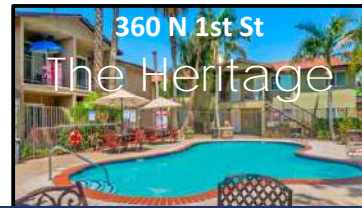




EL CAJON

El Cajon, just 15 miles from downtown San Diego, is a medium sized diverse business community that includes a downtown which bills itself as East County's Cultural Zone and is graced with rolling hills and breathtaking views. This area has grown over the years from a sleepy farming town into a dynamic metropolitan area while still retaining its unique character and spectacular natural beauty. The community of El Cajon offers convenient access to several major retailers, a plethora of shops and restaurants, bus lines, hospitals, and schools. It is a community that has a great deal of revitalization community cooperation projects to continue for a bright future.





| | | | |
|--------------------------------|-----------------------------|---------|------|
| CAP Rate | ✓ 4.88 | 4.75 | 4.49 |
| GRM | 13 | ✓ 12.87 | 13.5 |
| Market CAP Rate | 6.36 | N/A | N/A |
| Market GRM | 10.79 | N/A | N/A |
| Parking Spaces Per Unit | ✓ 1.5 | 0.8 | 1.94 |
| Bathrooms Per Unit | ✓ 2 | 1 | ✓ 2 |
| Year Built | ✓ 1973 (major remodel 2009) | 1963 | 1976 |
| Central Air | ✓ | ✗ | ✗ |
| Laundry In-Unit | ✓ | ✗ | ✗ |
| Sloped Roofs | ✓ | ✗ | ✓ |
| All Dual Pane Windows | ✓ | ✗ | ✗ |
| All Units Remodeled from Studs | ✓ 2009 | ✗ | ✗ |



| # Units | Address | City | State | Zip | Yr Bult (Aprx.) | Lot Size | APN |
|--------------|--------------|----------|--------|---------|-----------------|----------|--|
| 56 | 360 N 1st St | El Cajon | CA | 92021 | 1973 | 69,983 | 489-130-4200 |
| Price | Current | GRM | Market | Current | CAP Rate % | Market | Rentable |
| \$13,995,000 | 13.00 | | 11.24 | 4.88% | | 6.02% | \$ / Unit \$249,911 \$ / Sq Ft \$322.76 Sq Ft 43,360 |

| Estimated Average Monthly Income Analysis | | | | | | Estimated Operating Expenses | | | |
|---|----------------------------|---------------|-----------------|---------------|------------------|--|------------------|----------------|------------------|
| No. | Floor Plan | Rent | Total | Market | Total | Actual | | Market | |
| 6 | 2 BR (1 Bed, 1 Den) / 2 BA | \$1,350 | \$8,100 | \$1,650 | \$59,400 | Mgt-Off Site | \$32,287 | Mgt-Of Site | \$37,368 |
| 2 | 2 BR (1 Bed, 1 Den) / 2 BA | \$1,365 | \$2,730 | \$1,895 | \$37,900 | Mgt-On Site | \$16,200 | Mgt-On Site | \$16,200 |
| 1 | 2 BR (1 Bed, 1 Den) / 2 BA | \$1,375 | \$1,375 | | | Gas & Elec. | \$27,907 | Gas & Elec. | \$27,907 |
| 11 | 2 BR (1 Bed, 1 Den) / 2 BA | \$1,395 | \$15,345 | | | Wrt & Swr | \$49,772 | Wrt & Swr | \$49,772 |
| 4 | 2 BR (1 Bed, 1 Den) / 2 BA | \$1,425 | \$5,700 | | | Landscaping | \$7,139 | Landscaping | \$7,139 |
| 6 | 2 BR (1 Bed, 1 Den) / 2 BA | \$1,450 | \$8,700 | | | Trash | \$10,066 | Trash | \$10,066 |
| 6 | 3 BR (2 Bed, 1 Den) / 2 BA | \$1,545 | \$9,270 | | | Pest Control | \$3,249 | Pest Control | \$3,249 |
| 3 | 3 BR (2 Bed, 1 Den) / 2 BA | \$1,550 | \$4,650 | | | Maintenance | \$50,400 | Maintenance | \$50,400 |
| 2 | 3 BR (2 Bed, 1 Den) / 2 BA | \$1,570 | \$3,140 | | | Miscellaneous | \$0 | Miscellaneous | \$0 |
| 11 | 3 BR (2 Bed, 1 Den) / 2 BA | \$1,595 | \$17,545 | | | Insurance | \$10,610 | Insurance | \$10,610 |
| 3 | 3 BR (2 Bed, 1 Den) / 2 BA | \$1,645 | \$4,935 | | | Taxes | \$152,375 | Taxes | \$152,375 |
| 1 | 3 BR (2 Bed, 1 Den) / 2 BA | \$1,695 | \$1,695 | | | Turnover Costs | \$0 | Turnover Costs | \$0 |
| 36 | | Actual | \$83,185 | Market | \$97,300 | Pool | \$3,000 | Pool | \$3,000 |
| RUBS (Utility Reimbursement) & Parking | | | \$6,500 | | \$6,500 | Reserves | \$0 | Reserves | \$0 |
| Total Monthly Other Income | | | | | | Total | \$363,005 | Total | \$368,086 |
| | | | \$6,500 | | \$6,500 | Total Per Est Sq Ft: \$8.37 Total Per Est Sq Ft: \$8.49 | | | |
| Total Rental & Other Income | | | \$89,685 | | \$103,800 | Total Per Unit: \$6,482 Total Per Unit: \$6,573 | | | |
| | | | | | | Total Per GSI: 34% Total Per GSI: 34% | | | |

| Annual Operating Proforma | | | | Financing Information | | | |
|--------------------------------------|--------------------|--------------------|--|---|--------------------------|---------------------------------|-----------------------|
| | Actual | Market | | | | Amount | |
| Gross Rental Income | \$998,220 | \$1,167,600 | | Down Payment | 40% | \$5,645,000 | |
| Plus Other Income | \$78,000 | \$78,000 | | Interest Rate | 3.75% | | ASSUMABLE LOAN |
| Gross Scheduled Income | \$1,076,220 | \$1,245,600 | | # of Years Amortized Over | 30 | | |
| Less: Vacancy Factor | 3% \$29,947 | \$35,028 | | Proposed Loan | | Amount | \$8,350,000 |
| Gross Operating Income | \$1,046,273 | \$1,210,572 | | Loan Points | 0% | | |
| Less: Operating Expenses | \$363,005 | \$368,086 | | Other Loan Costs | \$0 | | |
| Net Operating Income | \$683,268 | \$842,486 | | Debt Coverage Ratio | Current 1.47 Market 1.82 | | |
| Less: First TD Payments | (\$464,042) | (\$464,042) | | Contact Information | | | |
| Pre-Tax Cash Flow | \$219,227 | \$378,444 | | Name: Arby Eivazian | | CalBRE# 01948830 | |
| Cash On Cash Return | 3.88% | 6.70% | | Phone: 619.990.4436 | | Email: ArbyAci@gmail.com | |
| Principal Reduction | \$153,538 | \$153,538 | | 2635 Camino Del Rio South #300, San Diego, CA, 92108 | | | |
| Total Potential Return | 6.6% | 9.4% | | Property Description & Amenities | | | |
| Add'l Capital for Repairs (1st Year) | \$0 | \$0 | | The Heritage is a rare opportunity to acquire a high-quality asset at a great price! The community has been thoroughly remodeled from the studs. All units now have washer/dryers, central air-conditioning, granite counters and vanities, all dual-pane windows, and stainless steel appliances (see pictures). The property has pitched roofs, 89 parking spaces (+1.5/unit), newly plastered pool, BBQ area, and gated entry. It's centrally located near downtown El Cajon and many retail locations, including grocery stores, restaurants, banks, schools, and parks (page 9). | | | |
| Acquisition Costs | \$0 | \$0 | | | | | |
| Financing Costs | 0 | 0 | | | | | |
| Down Payment | \$5,645,000 | \$5,645,000 | | | | | |
| Total 1st Year Cost | \$5,645,000 | \$5,645,000 | | | | | |



| 10 Year Cash Flow | Existing | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
|--------------------------------------|-------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| Gross Rental Income | \$998,220 | \$1,167,600 | \$1,190,952 | \$1,214,771 | \$1,239,066 | \$1,263,848 | \$1,289,125 | \$1,314,907 | \$1,341,205 | \$1,368,029 | \$1,395,390 |
| Plus: Other Income | \$78,000 | \$78,000 | \$79,560 | \$81,151 | \$82,774 | \$84,430 | \$86,118 | \$87,841 | \$89,597 | \$91,389 | \$93,217 |
| Gross Scheduled Income | \$1,076,220 | \$1,245,600 | \$1,270,512 | \$1,295,922 | \$1,321,841 | \$1,348,277 | \$1,375,243 | \$1,402,748 | \$1,430,803 | \$1,459,419 | \$1,488,607 |
| Less: Vacancy Factor | 3% \$29,947 | \$35,028 | \$38,115 | \$38,878 | \$39,655 | \$40,448 | \$41,257 | \$42,082 | \$42,924 | \$43,783 | \$44,658 |
| Gross Operating Income | \$1,046,273 | \$1,210,572 | \$1,232,397 | \$1,257,045 | \$1,282,185 | \$1,307,829 | \$1,333,986 | \$1,360,665 | \$1,387,879 | \$1,415,636 | \$1,443,949 |
| Less: Expenses | \$363,005 | \$368,086 | \$375,448 | \$382,957 | \$390,616 | \$398,428 | \$406,397 | \$414,525 | \$422,815 | \$431,271 | \$439,897 |
| Net Operating Income | \$683,268 | \$842,486 | \$856,949 | \$874,088 | \$891,570 | \$909,401 | \$927,589 | \$946,141 | \$965,064 | \$984,365 | \$1,004,052 |
| Less: 1st TD Payments | (\$464,042) | (\$464,042) | (\$464,042) | (\$464,042) | (\$464,042) | (\$464,042) | (\$464,042) | (\$464,042) | (\$464,042) | (\$464,042) | (\$464,042) |
| Pre-Tax Cash Flow | \$219,227 | \$378,444 | \$1,320,991 | \$1,338,130 | \$1,355,611 | \$1,373,443 | \$1,391,631 | \$1,410,183 | \$1,429,105 | \$1,448,407 | \$1,468,094 |
| Accumulated Cash Flow | | | \$1,699,435 | \$2,659,120 | \$2,693,741 | \$2,729,054 | \$2,765,074 | \$2,801,814 | \$2,839,288 | \$2,877,512 | \$2,916,501 |
| Cash On Cash Return | 3.88% | 6.70% | 23.4% | 23.7% | 24.0% | 24.3% | 24.7% | 25.0% | 25.3% | 25.7% | 26.0% |
| Principal Reduction | \$153,538 | \$153,538 | \$159,396 | \$165,477 | \$171,790 | \$178,344 | \$185,148 | \$192,212 | \$199,545 | \$207,158 | \$215,061 |
| Accumulated Principal Reduction | | | \$312,934 | \$478,410 | \$650,200 | \$828,544 | \$1,013,692 | \$1,205,904 | \$1,405,448 | \$1,612,606 | \$1,827,667 |
| Total Potential Return | 6.6% | 9.4% | 23.4% | 23.7% | 24.0% | 24.3% | 24.7% | 25.0% | 25.3% | 25.7% | 26.0% |
| Average Annual Return | | | 16.4% | 23.6% | 23.9% | 24.2% | 24.5% | 24.8% | 25.1% | 25.5% | 25.8% |
| Add'l Capital for Repairs (1st year) | \$0 | \$0 | | | | | | | | | |
| Acquisition Costs | \$0 | \$0 | | | | | | | | | |
| Financing Costs | \$0 | \$0 | | | | | | | | | |
| DownPayment | \$5,645,000 | \$5,645,000 | | | | | | | | | |
| Total 1st Year Cost | \$5,645,000 | \$5,645,000 | | | | | | | | | |
| Assumptions: | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
| Rent Growth of | | 2% | | | | | | | | | |
| Expense Growth of | | 2% | | | | | | | | | |
| Other Income Growth | | 2% | | | | | | | | | |







| | S | 1 | 2 | 3 | 4 | 5 |
|------------|--|---------------------------------------|-----------------------------|--------------------------------------|---------------------------|--|
| ADDRESS | 360 N 1st Street 92021 | 1397 E Washington Ave 92019 | 743 S Magnolia Ave 92020 | 8420 Buckland St 91942 | 330-340 N 1st St 92021 | 520 S Mollison Ave 92020 |
| YR BUILT | 1973 | 1976 | 1975 | 1973 | 1963 | 1977 |
| UNITS | 56 | 35 | 92 | 62 | 37 | 68 |
| PRICE | \$13,995,000 | \$7,750,000 | \$17,900,000 | \$14,100,000 | \$7,825,000 | \$14,140,000 |
| PRICE/UNIT | \$249,911 | \$221,429 | \$194,565 | \$227,419 | \$211,486 | \$207,941 |
| BLDG/SF | 43360 | 31190 | 109482 | 43624 | 27047 | 56951 |
| \$/SF | \$323 | \$248 | \$163 | \$323 | \$289 | \$248 |
| UNIT MIX | 20 - 2 BR+1DN / 2 BA 36 - 1 BR+1DN / 2 BA | 29 - 2 BR / 1.5 BA 6 - 2 BR / 1 BA | 92 - 2 BR / 1 BA | 14 - 2 BR / 1 BA 48 - 1 BR / 1 BA | 20 - 3 BR / 2.5 BA | 11 - 3 BR / 2 BA 33 - 2 BR / 2 BA 24 - 2 BR / 1 BA |
| SOLD DATE | N/A | 4/9/2018 | 6/22/2018 | 5/24/2018 | 9/5/2018 | 5/26/2017 |
| CAP RATE % | 4.88% | 4.49% | 5.25% | 3.88% | 4.75% | 4.20% |
| GRM | 13.00 | 13.50 | N/A | N/A | 12.67 | 12.10 |
| NOTES | | | | | | |

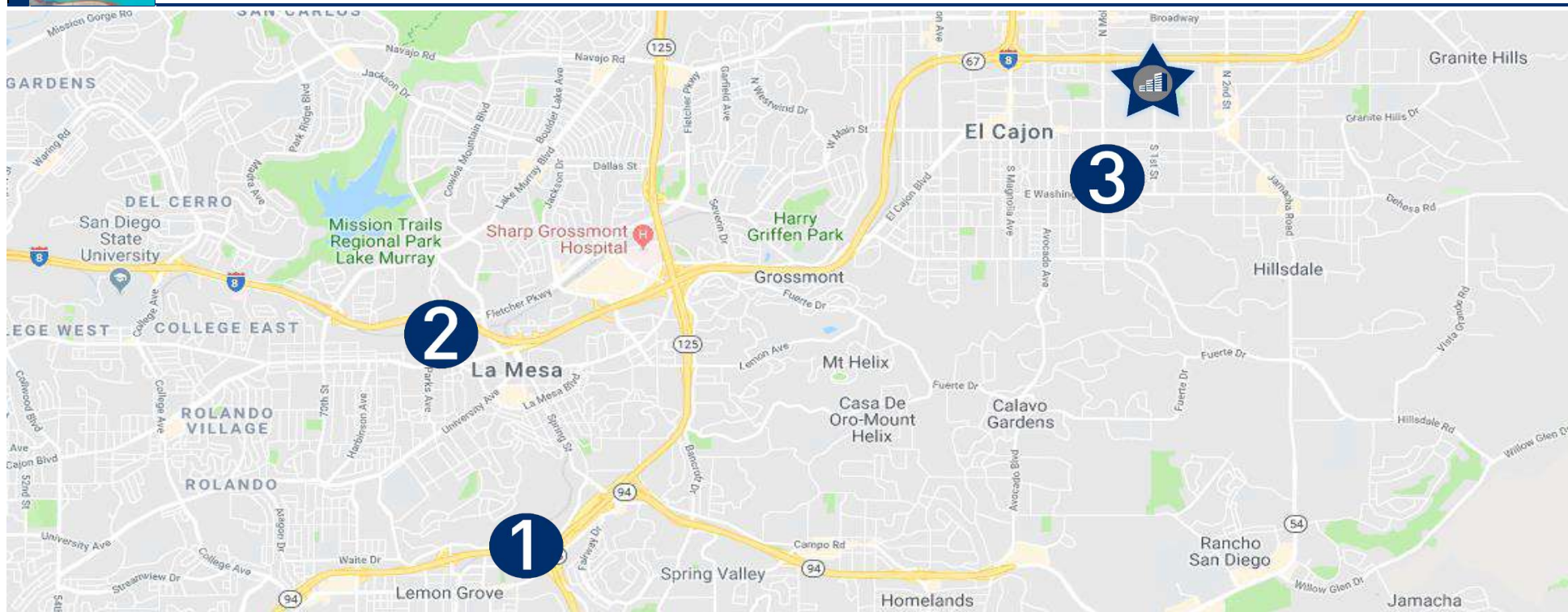


**ACI**

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360 North 1st Street
COMPETING COMPARABLES







| | ADDRESS | ZIP | LIST PRICE | # OF UNITS | \$/UNIT | \$/SqFt | GRM | % CAP | YR BUILT | DOM | UNIT MIX |
|----------|--|-------|--------------|------------|-----------|---------|-------|-------|----------|-----|--|
| 1 |  3601 Hilltop Dr NOTES: | 91945 | \$5,765,000 | 24 | \$240,208 | \$200 | N/A | N/A | N/A | 113 | 12 - 2 BR / 1.5 BA 12 - 3 BR / 1.5 BA |
| 2 |  5016 Thorne Dr NOTES: | 91942 | \$5,750,000 | 29 | \$198,276 | \$317 | N/A | N/A | N/A | 120 | 21 - 1 BR / 1 BA 8 - 2 BR / 1 BA |
| 3 |  939 E Washington Ave NOTES: | 92020 | \$3,995,000 | 20 | \$199,750 | \$218 | N/A | 5.49% | N/A | 336 | 20 - 2 BR / 1 BA |
| Averages | | | \$5,170,000 | 24 | \$212,745 | \$245 | N/A | 5.49% | #DIV/0! | | |
| S |  360 N 1st St NOTES: | 92021 | \$13,995,000 | 56 | \$249,911 | \$324 | 13.00 | 4.88% | 1973 | 43 | 36 - 1 BR+1DN / 1 BA 20 - 2 BR+1DN / 1 BA |



**ACI**Building Your Wealth Through
Apartment Investments

360 North 1st Street

RENT COMPARABLES

| | ADDRESS | ZIP | RENT | UNIT SQFT | RENT PER SQFT | UNIT MIX |
|-----------------|---|-------|---------|-----------|-------------------------|-----------|
| | 1237 Graves Ave | | \$2,495 | 1125 | \$2.22 | 3BR / 2BA |
| 1 |  | 92021 | | | | |
| | 420 W Madison Ave | | \$1,800 | 1200 | \$1.50 | 3BR / 2BA |
| 2 |  | 92020 | | | | |
| | 887 Jamacha Rd | | \$1,900 | 1000 | \$1.90 | 3BR / 2BA |
| 3 |  | 92019 | | | | |
| | 328 S 1st St | | \$1,850 | 1000 | \$1.85 | 3BR / 2BA |
| 4 |  | 92019 | | | | |
| | 1365 Broadway | | \$1,960 | 1000 | \$1.96 | 3BR / 2BA |
| 5 |  | 92021 | | | | |
| AVERAGES | | | | | 3BR/2BA Rent Avg | |
| | | | | | \$2,001 | |
| | 360 North 1st St | | \$1,385 | 722 | \$1.92 | 2BR / 2BA |
| S |  | 92021 | \$1,540 | 936 | \$1.65 | 3BR / 2BA |









MAP LEGEND

- 1) 1237 Graves Ave
- 2) 420 W Madison Ave
- 3) 887 Jamacha Rd
- 4) 328 S 1st St
- 5) 1365 Broadway

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Apartment Investments

360 North 1st Street

RENT COMPARABLES

| | ADDRESS | ZIP | RENT | UNIT SQFT | RENT PER SQFT | UNIT MIX |
|-----------------|---|-------|--------------------------------------|------------------------------------|------------------|------------------------|
| | 800 E. Chase Ave | | \$1,695 | 1040 | \$1.63 | 2BR / 2BA |
| 1 |  | 92020 | | | | |
| | 525 E. Camden Ave | | \$1,780 | 928 | \$1.92 | 2BR / 2BA |
| 2 |  | 92020 | | | | |
| | 200 Chambers St | | \$1,695 | 925 | \$1.83 | 2BR / 2BA |
| 3 |  | 92020 | | | | |
| | 965 S Mollison Ave | | \$1,895 | 912 | \$2.08 | 2BR / 2BA |
| 4 |  | 92020 | | | | |
| | 806 S Mollison Ave | | \$1,750 | 875 | \$2.00 | 2BR / 1.5BA |
| 5 |  | 92020 | | | | |
| AVERAGES | | | 2BR/1.5BA Rent Avg \$1,750 | 2BR/2BA Rent Avg \$1,766 | | |
| | 360 North 1st St | | \$1,540 \$1,385 | 936 722 | \$1.65 \$1.92 | 3BR / 2BA 2BR / 2BA |
| S |  | 92021 | | | | |



MAP LEGEND

- 1) 800 E. Chase Ave
- 2) 525 E. Camden Ave
- 3) 200 Chambers St
- 4) 965 S Mollison Ave
- 5) 806 S Mollison Ave



ACI



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2018 Daily Transcript
"40 Under 40" San Diego
Area Professional
Recipient



ACI



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