



# CASA LOMA

Apartments

28 UNITS | SANGER, CA



## CONTACTS

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*LEAD*

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# INVESTMENT SUMMARY





# OFFERING

The Cushman & Wakefield Central Valley Multifamily Advisory Group is pleased to present the exclusive listing of the 28 Unit Casa Loma apartment community located in Sanger, CA. This asset is situated in the City of Sanger, approximately 13 miles east-southeast of Fresno. Built in 1971, Casa Loma Apartments offers an outstanding opportunity to invest in a value add potential.

## INVESTMENT SUMMARY

Asking Price	\$1,845,000
Estimated Down Payment 40%	\$738,000
Price Per Unit	\$65,893
Price Per Room	\$17,083
Price Per Square Foot	\$79.05
Market Cap Rate	7.5%
Market GRM	6.7X
Asking Rent Cap Rate	6.3%
Asking Rent GRM	7.3X
In Place Cap Rate	5.1%
In Place GRM	8.1X



# INVESTMENT HIGHLIGHTS

- Located in the City of Sanger, ±13 miles east-southeast of Fresno
- Fresno, one of the Central Valley's larger apartment markets, continues to trend in a favorable direction. As of March 2018, vacancy in the Fresno market was near the historical low as demand continued to outpace a limited number of deliveries
- Fresno market has tight vacancies, limited new construction and respectable demand in an agriculture-based economy
- Fresno County's agricultural industry contributes around \$6 billion annually to the California economy and supports roughly 20% of all local jobs
- Casa Loma is a garden style apartment community nestled amongst a SFR neighborhood
- Attractive two story Hacienda style buildings with tucked under covered parking
- 86% two bedroom units
- Large site offers spacious property layout with mature landscaping
- Vacancy rate in Sanger is less than 5%
- Value add opportunity to increase current rents to higher market level
- Walking distance to Northgate Plaza Shopping Center anchored by CVS Pharmacy with McDonalds and Subway
- Less than a half mile northwest to Jackson Elementary School, providing education from kindergarten to fifth grade
- Less than a half mile southeast to major franchise eateries on Academy Avenue (Starbucks, Taco Bell, Denny's, Wing\*Stop and Jack in the Box)
- 10 years of continuous ownership

## CASA LOMA APARTMENTS

Address	403 O Street, Sanger, CA 93657
County	Fresno County
Number of Units	28 Units
Year Built	1971
Rentable Area	23,340 SF
Avg. Unit Size	834 SF
Site Size	0.99 Acres
Avg. Market Rent	\$681
Avg. Market Rent/SF	\$0.82
Occupancy	100%



### 3. Investment Summary

# PROPERTY DESCRIPTION





## PROPERTY SUMMARY

Number of Units	28 Units
Year Built	1971
Land Area	0.99 acres
APN	317-061-350
Stories	Two Stories
Net Rentable Area	23,340 SF
Average Unit Size	834 SF

## SITE

Address	403 O Street, Sanger, CA 93657
County	Fresno County
Size/Density	0.99 Acres/ 28.3 Du/Acre

## CONSTRUCTION DETAIL

Roof	Pitched composition
Exterior Walls	Stucco
Structure	Wood frame
Foundation	Concrete slab
Windows	Single pane aluminum sliders
Stairs	Concrete treads with steel stringer
Hot Water Delivery	Individual 30 gallon gas hot water heater

## UTILITIES

SERVICE/UTILITY	SOURCE/COMPANY	PAID BY
Gas & Electricity	PG&E	Resident
Water, Sewer, & Trash	City of Sanger	Owner

## UNIT MIX SUMMARY

TYPE	# UNITS	% UNITS	SIZE (SF)*
1 BR-1 BA	4	14%	735 SF
2 BR-1 BA	24	86%	850 SF
TOTAL/AVG.	28 Units	100%	23,340 SF / 834 SF AVG.

*\*Unit sizes are based on information supplied by owner*

## COMMUNITY FEATURES

- One laundry facility with six washers and three dryers (Coin operated - leased from WASH)
- Ample off-street parking

## UNIT FEATURES

### *Living Room/Bedroom*

- Carpet Flooring
- Vertical blinds throughout
- Large walk-in closet

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### *Bathroom*

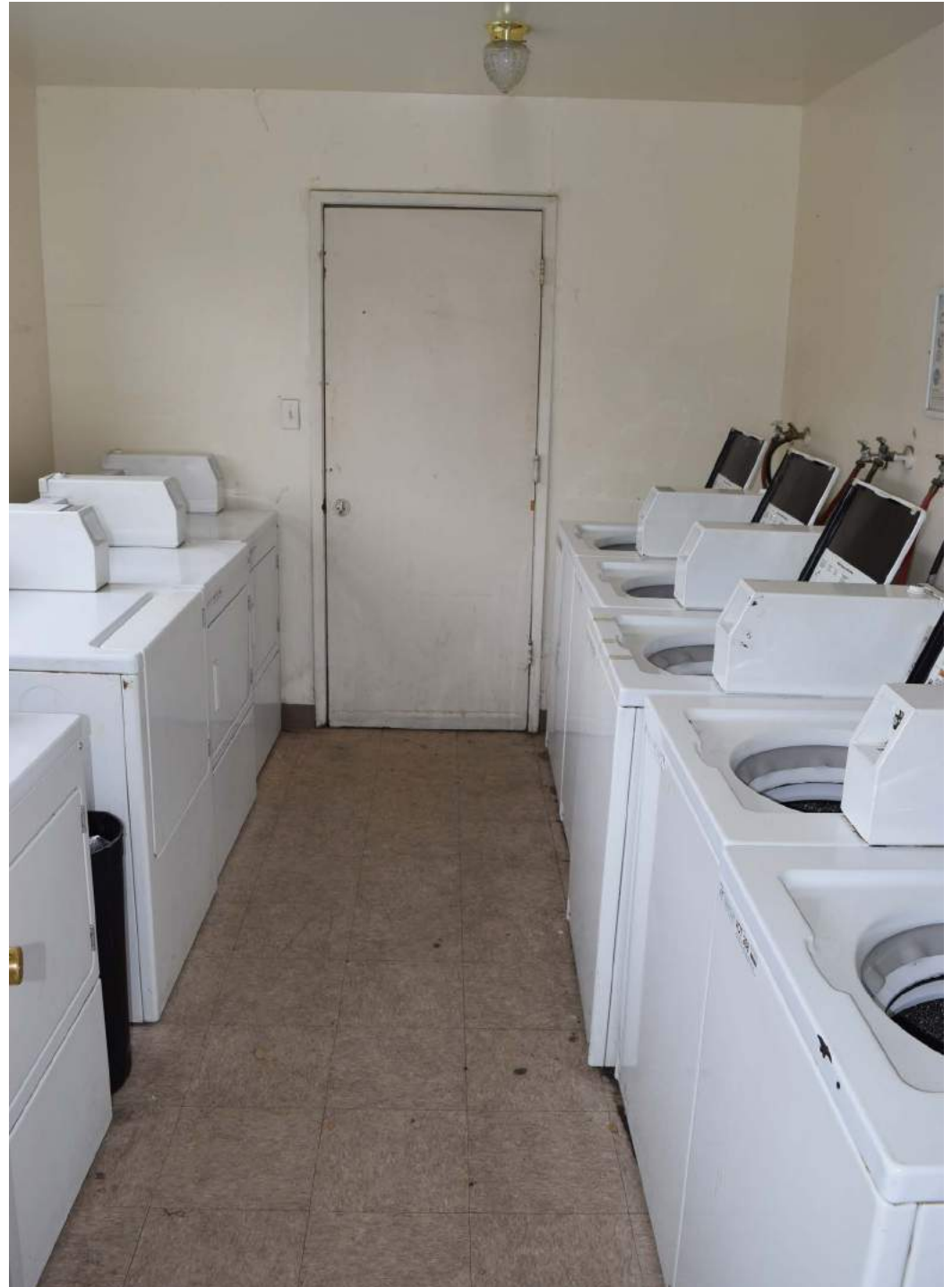
- Standing shower/tub combination
- Vinyl flooring
- Tile counter tops
- Linen Cupboard

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### *Kitchen*

- Vinyl flooring
- Porcelain sink
- Tile counter top
- Solid wood cabinetry
- Gas stove
- Dishwasher
- Refrigerator
- Hood-vent

## 6. Property Description





# LOCATION OVERVIEW





# LOCATION OVERVIEW

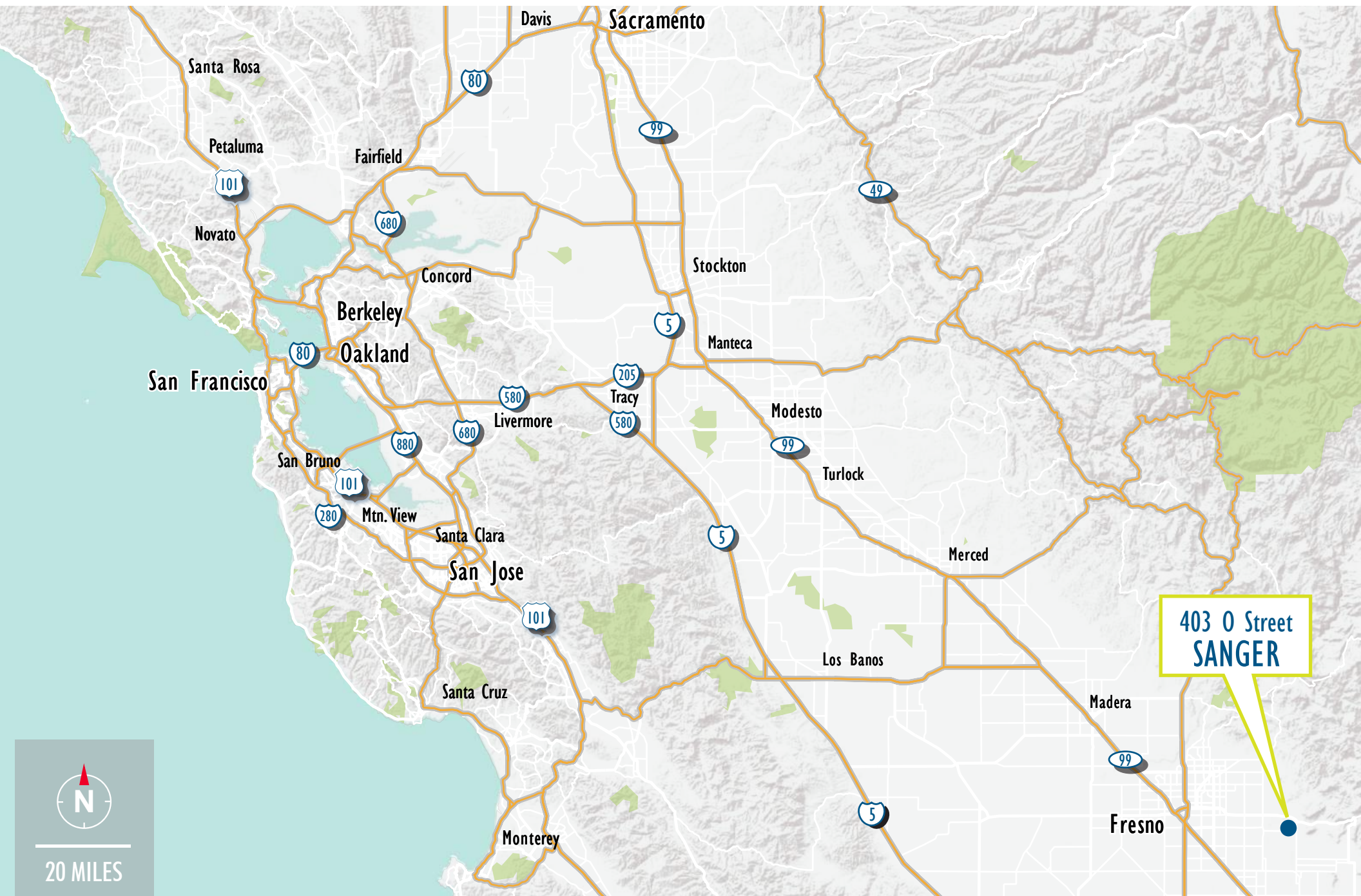


## AREA DEMOGRAPHICS

	1 Mile	3 Mile	5 Mile
<b>2017 Population</b>	17,619	28,441	34,433
<b>2017 Average Household Income</b>	\$54,640	\$59,156	\$63,572
<b>Owner Occupied Housing Units</b>	2,585	4,405	5,510
<b>Renter Occupied Housing Units</b>	2,286	3,417	4,053
<b>Median Age</b>	30.8	30.3	31.1



# LOCATION MAP



403 O Street  
**SANGER**



20 MILES



# APARTMENT MARKET





# RENT COMPARABLES

## ONE BEDROOM

PROPERTY	YEAR BUILT	# OF UNITS	UNIT TYPE	SQ.FT.	ASKING RENT	RENT/SQ.FT.	VACANCY
<b>Driftwood</b> 2535 Jensen Ave	1968	23	1 Bed / 1 Bath	843	\$856	\$1.02	0%
<b>Sunrise Meadows</b> 888 Bethel Ave	1978	35	1 Bed / 1 Bath	725	\$725	\$1.00	0%
<b>Tangerine Hill</b> 360 S Bethel Ave	1991	16	1 Bed / 1 Bath	642	\$675	\$1.05	0%
<b>Casa Loma</b> 403 - 407 O Street	1971	4	1 Bed / 1 Bath	735	\$650	\$0.88	0%
<b>Averages</b>				<b>744</b>	<b>\$755</b>	<b>\$1.02</b>	<b>0%</b>

*Averages do not include subject property*



**SIERRA WOODS**



**DRIFTWOODS**

## TWO BEDROOM

PROPERTY	YEAR BUILT	# OF UNITS	UNIT TYPE	SQ.FT.	ASKING RENT	RENT/SQ.FT.	VACANCY
<b>Sunrise Meadows</b> 888 Bethel Ave	1978	36	2 Bed / 1 Bath	850	\$825	\$0.97	0%
<b>Sierra Woods</b> 2551 - 2553 9th St	1971	14	2 Bed / 1 Bath	990	\$775	\$0.78	0%
<b>Tangerine Hill</b> 360 S Bethel Ave	1991	63	2 Bed / 1 Bath	806	\$750	\$0.93	0%
<b>Casa Loma</b> 403 - 407 O Street	1971	24	2 Bed / 1 Bath	850	\$750	\$0.88	0%
<b>Sierra Woods</b> 2551 - 2553 9th St	1971	58	2 Bed / 1 Bath	840	\$650	\$0.77	0%
<b>Averages</b>				<b>842</b>	<b>\$734</b>	<b>\$0.87</b>	<b>0%</b>

*Averages do not include subject property*

*\*\* Sierra Woods high number of 840 sq.ft. units is dragging down the weighted average*



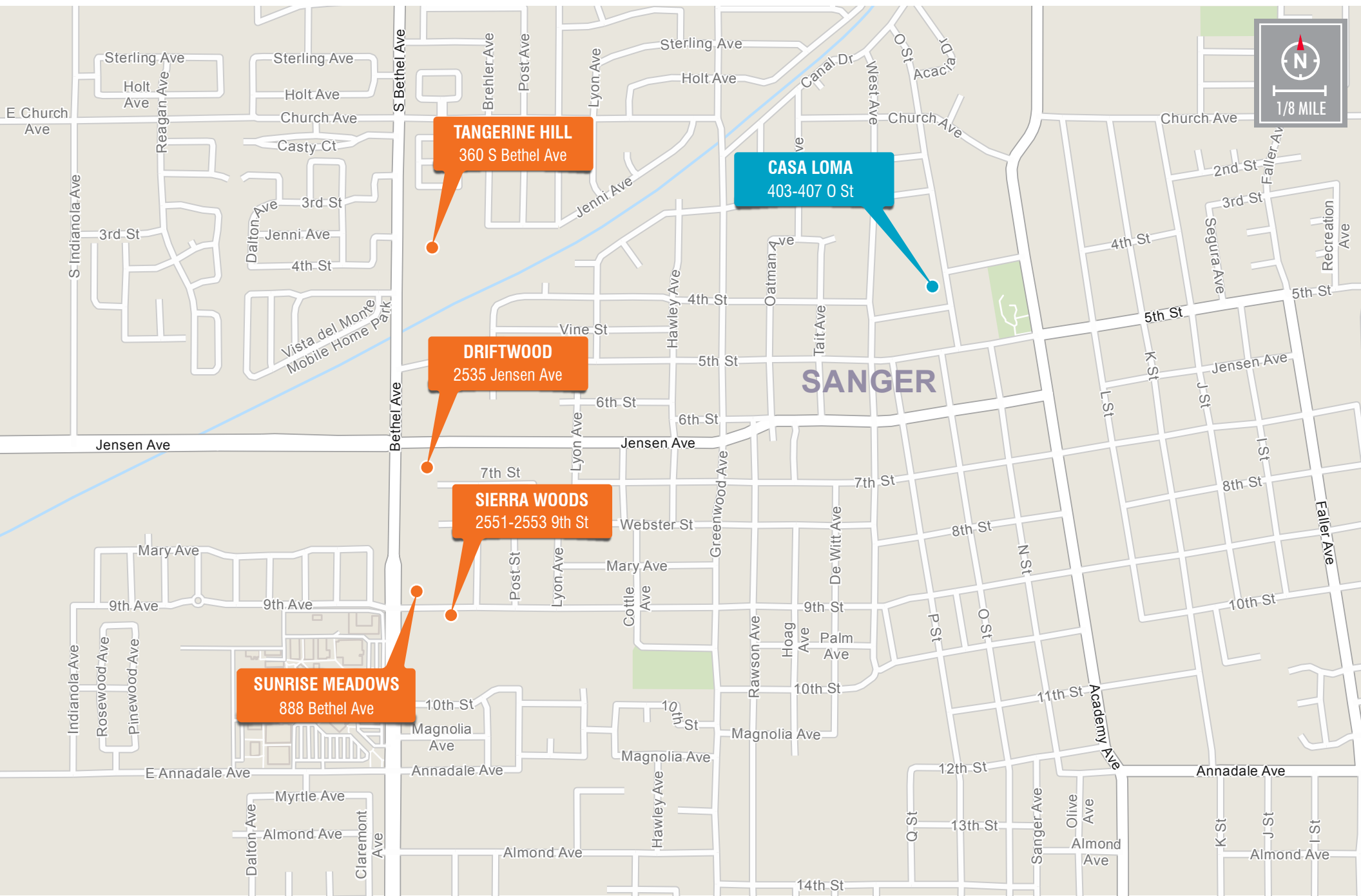
**TANGERINE HILL**



**SUNRISE MEADOWS**



# RENT COMPARABLES MAP



# SALES COMPARABLES

PROPERTY	YEAR BUILT	# OF UNITS	SALES PRICE	PRICE/ UNIT	PRICE/ ROOM	PRICE/ SQ.FT.	CAP	SALE DATE
<b>Normandy Village</b> 840 E Brown Ave Fresno, CA	1948	17	\$1,100,000	\$64,706	\$21,568	\$89.08	8.4%	3/5/2018
<b>Alta</b> 5030 E Alta Ave Fresno, CA	1980	18	\$1,255,000	\$69,722	\$23,240	\$69.31	6.7%	2/9/2018
<b>Vista Del Loma</b> 415 N Manila Ave Fresno, CA	1975	36	\$2,400,000	\$66,667	\$16,551	\$59.43	7.6%	10/23/2017
1331 -1349 E San Bruno Ave Fresno, CA	1964	24	\$1,475,000	\$61,458	\$16,761	\$86.46	6.3%	10/2/2017
<b>Remington</b> 2940 - 3036 E Huntington Blvd Fresno, CA	1968	48	\$3,294,615	\$68,638	\$17,159	\$80.94	7.3%	10/2/2017
<b>Eastgate Gardens</b> 424 S Chestnut Ave Fresno, CA	1964	40	\$2,500,000	\$62,500	\$16,129	\$78.59	8.0%	9/27/2017
<b>Averages</b>				<b>\$65,708</b>	<b>\$18,568</b>	<b>\$77.30</b>	<b>7.4%</b>	



1331-1349 E SAN BRUNO AVE



ALTA



EASTGATE GARDENS



NORMANDY VILLAGE



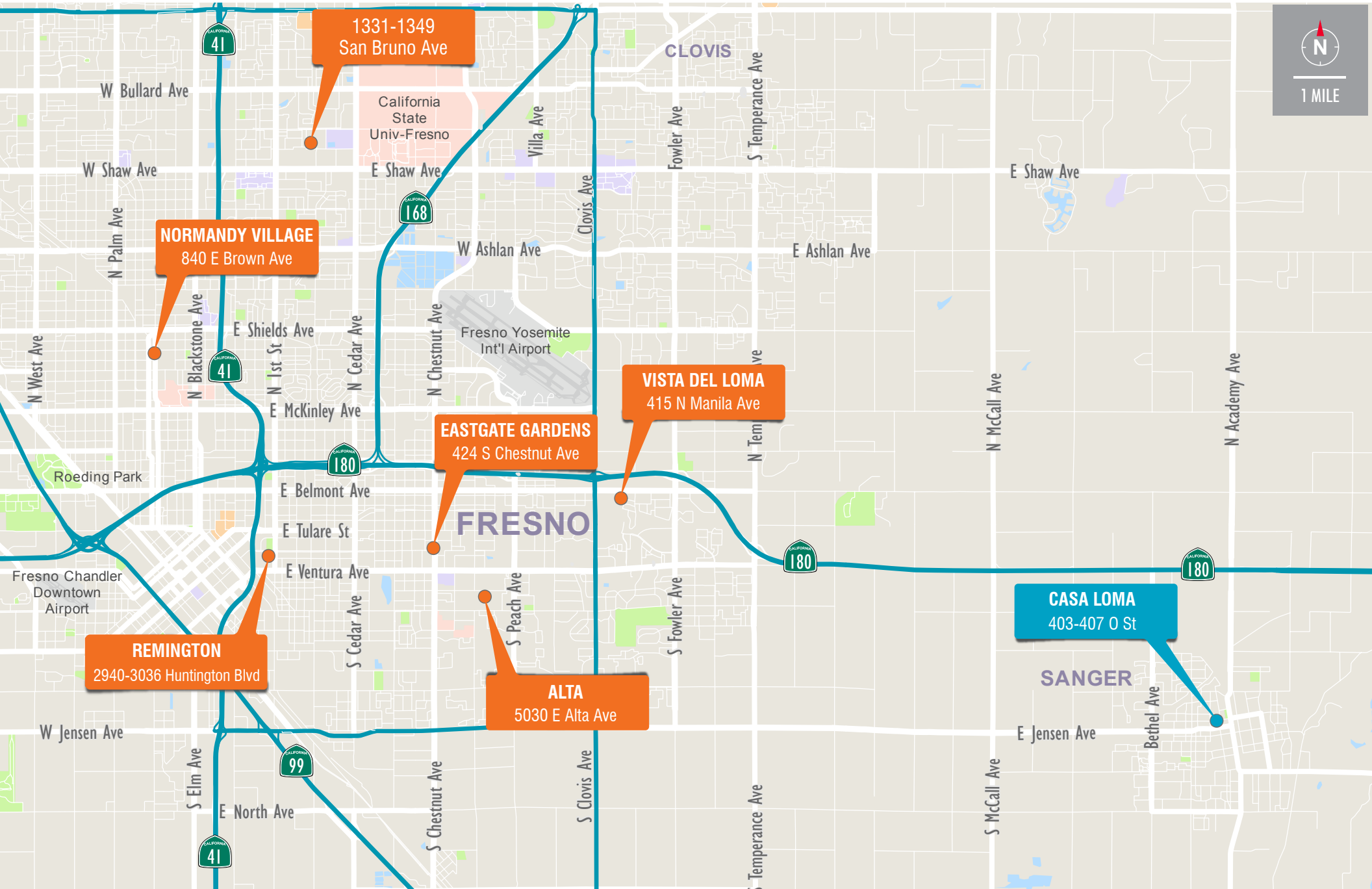
REMINGTON



VISTA DEL LOMA



# SALES COMPARABLES MAP



# FINANCIAL ANALYSIS





Unit Mix				Monthly Income					
				Market Rents		Current Asking Rents		Current In Place Rents	
Type	Units	% of Units	Sq.Ft.	June 2018 Projected Market Rents		June 2018 Asking Rents		June 2018 Rent Roll Rents	
				Rent	Sq.Ft.	Rent	Sq. Ft.	Rent	Sq.Ft.
1Bed/1Bath	4	14%	735	\$725	\$0.99	\$650	\$0.88	\$595	\$0.81
2Bed/1Bath	24	86%	850	\$825	\$0.97	\$750	\$0.88	\$676	\$0.80
<b>Total</b>	<b>28</b>	<b>100%</b>	<b>23,340</b>	<b>\$22,700</b>		<b>\$20,600</b>		<b>\$18,610</b>	
<b>Averages</b>			<b>834</b>	<b>\$811</b>	<b>\$0.97</b>	<b>\$736</b>	<b>\$0.88</b>	<b>\$665</b>	<b>\$0.80</b>

## ANNUAL PROPERTY OPERATING DATA

	Stabilized June 2018 Projected Market Rents & Pro Forma Expenses		Stabilized June 2018 Asking Rents & Pro Forma Expenses		Stabilized June 2018 Avg. Rent Roll Rents & Pro Forma Expenses	
	Per Unit / Per Year	Total Yearly	Per Unit / Per Year	Total Yearly	Per Unit / Per Year	Total Yearly
<b>Income</b>						
Gross Potential Rent		\$272,400		\$247,200		\$223,320
Other Income		5,040		5,040		5,040
<b>Total Rental Income</b>		<b>\$277,440</b>		<b>\$252,240</b>		<b>\$228,360</b>
Less Vacancy - 5%		(13,872)		(12,612)		(11,418)
Less Non Revenue Units (On Site Manager Unit)		(9,900)		(9,000)		(8,340)
<b>Effective Gross Income</b>		<b>\$253,668</b>		<b>\$230,628</b>		<b>\$208,602</b>
*Less Estimated Expenses		(115,142)		(115,142)		(115,142)
<b>Net Operating Income</b>		<b>\$138,526</b>		<b>\$115,486</b>		<b>\$93,460</b>
Less Debt Service		(69,296)		(69,296)		(69,296)
<b>Cash Flow</b>		<b>\$69,231</b>		<b>\$46,191</b>		<b>\$24,165</b>
<b>*Estimated Expenses</b>						
Property Taxes	\$787	(\$22,037)	\$787	(\$22,037)	\$787	(\$22,037)
Direct Levies	29	(812)	29	(812)	29	(812)
Insurance	250	(7,000)	250	(7,000)	250	(7,000)
Utilities	972	(27,216)	972	(27,216)	972	(27,216)
Management Fee	420	(11,760)	420	(11,760)	420	(11,760)
Payroll	360	(10,066)	360	(10,066)	360	(10,066)
Administrative / Office	120	(3,360)	120	(3,360)	120	(3,360)
Advertising / Promotions	21	(600)	21	(600)	21	(600)
Make Ready/Turnover	333	(9,310)	333	(9,310)	333	(9,310)
Repairs/Maintenance	385	(10,780)	385	(10,780)	385	(10,780)
Service Contracts	236	(6,600)	236	(6,600)	236	(6,600)
Replacement Reserves	200	(5,600)	200	(5,600)	200	(5,600)
<b>Total Estimated Expenses</b>	<b>\$4,112</b>	<b>(\$115,142)</b>	<b>\$4,112</b>	<b>(\$115,142)</b>	<b>\$4,112</b>	<b>(\$115,142)</b>
Expense Per Foot:		\$4.93		\$4.93		\$4.93
Expense Percentage Ratio:		45%		50%		55%

The APOD example above reflects debt service based on 60% LTV at a 4.75% interest rate on a 30 year Fixed Rate Loan using a 30 year amortization schedule.



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# CASA LOMA

Apartments

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