

MULTIFAMILY OFFERING MEMORANDUM

40-42 LEAFWOOD CIRCLE

40 LEAFWOOD CIRCLE
SAN RAFAEL, CA 94901



OFFERING MEMORANDUM

MKD GROUP
490 43rd Street
Oakland, CA 94609



PRESENTED BY:

MARK CHOW
Principal
office: (415) 847-5669
cell: (415) 847-5669
mark@mkgrouprealty.com
01347820, CA

The calculations and data presented are deemed to be accurate, but not guaranteed. They are intended for the purpose of illustrative projections and analysis. The information provided is not intended to replace or serve as substitute for any legal, accounting, investment, real estate, tax or other professional advice, consultation or service. The user of this software should consult with a professional in the respective legal, accounting, tax or other professional area before making any decisions.

Property Summary

40-42 Leafwood Circle



Property Summary

| | |
|------------------|-------------|
| Price: | \$1,450,000 |
| Building SF: | 2,450 |
| Price Per SF | \$612.24 |
| Lot Size: | 10,123 SF |
| Year Built: | 1961 |
| Number of Units: | 3 |

Property Overview

Discover a rare investment opportunity in the heart of San Rafael. This beautifully updated Duplex plus an added Studio Unit features two spacious 2-bed/2-bath units plus the additional Studio. Each residence has been through a complete remodel with brand-new fixtures, appliances, and inspired finishes, offering a modern living experience with character.

Located just minutes from downtown, this property combines convenience with long-term rental appeal. Whether you're an investor seeking strong rental income or looking to diversify your portfolio, 40-42 Leafwood Circle presents the perfect blend of style, location, and value.

Location Overview

Just a short walk from downtown San Rafael's vibrant restaurants, Andy's Market and the historic Rafael Theater. Located near an award-winning elementary school, this property offers the ultimate in convenience and community.

Mark Chow

(415) 847-5669

mark@mkgrouprealty.com

Pro Forma Summary

40-42 Leafwood Circle



Investment Summary

| | |
|-----------------|-------------|
| Price | \$1,450,000 |
| Year Built | 1961 |
| Units | 3 |
| Price/Unit | \$483,333 |
| RSF | 2,450 |
| Price/RSF | \$591.84 |
| Lot Size | 10,123 sf |
| Floors | 1 |
| Cap Rate | 6.32% |
| Market Cap Rate | 6.64% |
| GRM | 11.73 |
| Market GRM | 11.73 |

Unit Mix & Monthly Scheduled Income

| Type | Units | Actual | Total | Market | Total |
|----------------------|----------|---------|-----------------|---------|-----------------|
| 2 Bedroom/2 Bathroom | 1 | \$4,400 | \$4,400 | \$4,400 | \$4,400 |
| 2 Bedroom/2 Bathroom | 1 | \$3,800 | \$3,800 | \$3,800 | \$3,800 |
| Studio Residence | 1 | \$2,100 | \$2,100 | \$2,100 | \$2,100 |
| Totals | 3 | | \$10,300 | | \$10,300 |

Annualized Income

| Description | Actual | Market |
|-------------------------------|------------------|------------------|
| Gross Potential Rent | \$123,600 | \$123,600 |
| - Less: Vacancy | \$0 | \$0 |
| Effective Gross Income | \$123,600 | \$123,600 |
| - Less: Expenses | (\$31,889) | (\$27,324) |
| Net Operating Income | \$91,711 | \$96,276 |

Annualized Expenses

| Description | Actual | Market |
|----------------------------------|-----------------|-----------------|
| Property Taxes (New Owner Basis) | \$20,735 | \$20,020 |
| PG&E | \$1,600 | \$0 |
| Building Insurance (Actual) | \$2,504 | \$2,504 |
| Water (Estimated) | \$1,200 | \$1,200 |
| Garbage (Estimated) | \$1,850 | \$2,000 |
| Unit Maintenance | \$1,500 | \$1,000 |
| Legal and Admin | \$2,500 | \$600 |
| Total Expenses | \$31,889 | \$27,324 |
| Expenses Per RSF | \$13.02 | \$11.15 |
| Expenses Per Unit | \$10,630 | \$9,108 |

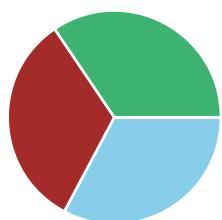
Unit Mix Report

40-42 Leafwood Circle



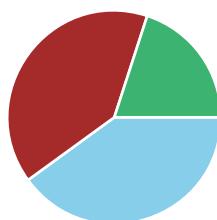
| Units | Type | Approx. SF | Avg. Rents | Monthly | Mkt Rents | Monthly |
|----------|----------------------|--------------|------------|-----------------|-----------|-----------------|
| 1 | 2 Bedroom/2 Bathroom | 1,000 | \$4,400 | \$4,400 | \$4,400 | \$4,400 |
| 1 | 2 Bedroom/2 Bathroom | 1,000 | \$3,800 | \$3,800 | \$3,800 | \$3,800 |
| 1 | Studio Residence | 450 | \$2,100 | \$2,100 | \$2,100 | \$2,100 |
| 3 | | 2,450 | | \$10,300 | | \$10,300 |

UNIT MIX



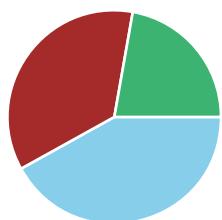
- 2 Bedroom/2 Bathroom
- 2 Bedroom/2 Bathroom
- Studio Residence

UNIT MIX SQUARE FEET



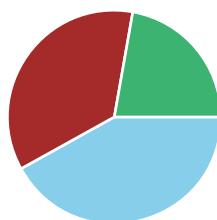
- 2 Bedroom/2 Bathroom
- 2 Bedroom/2 Bathroom
- Studio Residence

UNIT MIX INCOME



- 2 Bedroom/2 Bathroom
- 2 Bedroom/2 Bathroom
- Studio Residence

UNIT MIX MARKET INCOME



- 2 Bedroom/2 Bathroom
- 2 Bedroom/2 Bathroom
- Studio Residence

Base Rent Report

40-42 Leafwood Circle

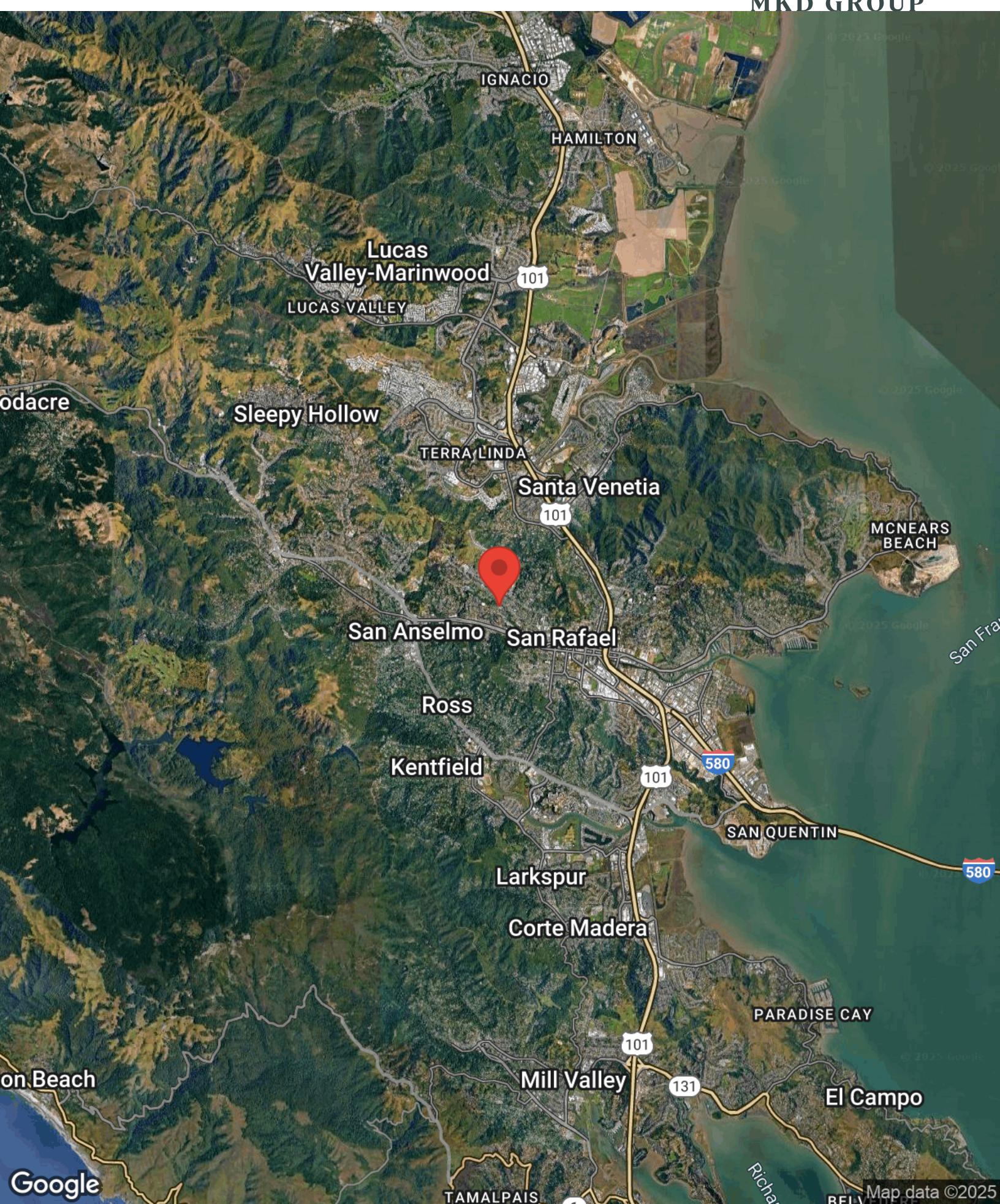


| Description | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|-------------------------|------------------|------------------|------------------|------------------|------------------|
| Year Ending | 08/2026 | 08/2027 | 08/2028 | 08/2029 | 08/2030 |
| 40 2 Bedroom/2 Bathroom | \$52,800 | \$54,384 | \$56,016 | \$57,696 | \$59,427 |
| 42 2 Bedroom/2 Bathroom | \$45,600 | \$46,968 | \$48,377 | \$49,828 | \$51,323 |
| Bottom Studio Residence | \$25,200 | \$25,956 | \$26,735 | \$27,537 | \$28,363 |
| Total Income | \$123,600 | \$127,308 | \$131,127 | \$135,061 | \$139,113 |

Regional Map

40-42 Leafwood Circle

MKD GROUP



Annual Property Operating Data

40-42 Leafwood Circle



| Description Year Ending | Year 1 08/2026 | Year 2 08/2027 | Year 3 08/2028 | Year 4 08/2029 | Year 5 08/2030 |
|----------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Income | | | | | |
| Rental Income | \$123,600 | \$127,308 | \$131,127 | \$135,061 | \$139,113 |
| Gross Scheduled Income | \$123,600 | \$127,308 | \$131,127 | \$135,061 | \$139,113 |
| Gross Operating Income | \$123,600 | \$127,308 | \$131,127 | \$135,061 | \$139,113 |
| Expenses | | | | | |
| Property Taxes (New Owner Basis) | (\$20,735) | (\$20,735) | (\$20,735) | (\$20,735) | (\$20,735) |
| PG&E | (\$1,600) | (\$1,600) | (\$1,600) | (\$1,600) | (\$1,600) |
| Building Insurance (Actual) | (\$2,504) | (\$2,504) | (\$2,504) | (\$2,504) | (\$2,504) |
| Water (Estimated) | (\$1,200) | (\$1,200) | (\$1,200) | (\$1,200) | (\$1,200) |
| Garbage (Estimated) | (\$1,850) | (\$1,850) | (\$1,850) | (\$1,850) | (\$1,850) |
| Unit Maintenance | (\$1,500) | (\$1,500) | (\$1,500) | (\$1,500) | (\$1,500) |
| Legal and Admin | (\$2,500) | (\$2,500) | (\$2,500) | (\$2,500) | (\$2,500) |
| Total Operating Expenses | (\$31,889) | (\$31,889) | (\$31,889) | (\$31,889) | (\$31,889) |
| Operating Expense Ratio | 25.80% | 25.05% | 24.32% | 23.61% | 22.92% |
| Net Operating Income | \$91,711 | \$95,419 | \$99,238 | \$103,172 | \$107,224 |

Internal Rate of Return Analysis

40-42 Leafwood Circle



| Before Tax IRR | Cash Flows | After Tax IRR | Cash Flows |
|--------------------|------------------------------------|--------------------|------------------------------------|
| Initial Investment | (\$1,450,000) | Initial Investment | (\$1,450,000) |
| 08/2026 | \$91,711 | 08/2026 | \$91,711 |
| 08/2027 | \$95,419 | 08/2027 | \$95,419 |
| 08/2028 | \$99,238 | 08/2028 | \$99,238 |
| 08/2029 | \$103,172 | 08/2029 | \$103,172 |
| 08/2030* | \$1,788,171 | 08/2030* | \$1,788,171 |
| IRR = 9.44% | * (\$107,224 + \$1,680,947) | IRR = 9.44% | * (\$107,224 + \$1,680,947) |

Cash Flow Analysis

40-42 Leafwood Circle



| Before-Tax Cash Flow Year Ending | Year 1 08/2026 | Year 2 08/2027 | Year 3 08/2028 | Year 4 08/2029 | Year 5 08/2030 |
|-------------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Before-Tax Cash Flow | | | | | |
| Gross Scheduled Income | \$123,600 | \$127,308 | \$131,127 | \$135,061 | \$139,113 |
| Total Operating Expenses | (\$31,889) | (\$31,889) | (\$31,889) | (\$31,889) | (\$31,889) |
| Net Operating Income | \$91,711 | \$95,419 | \$99,238 | \$103,172 | \$107,224 |
| Loan Payment | \$0 | \$0 | \$0 | \$0 | \$0 |
| Before-Tax Cash Flow | \$91,711 | \$95,419 | \$99,238 | \$103,172 | \$107,224 |
| Cash-On-Cash Return | 6.32% | 6.58% | 6.84% | 7.12% | 7.39% |

Listing Team

MARK CHOW

DRE License No. 01347820



I'm a seasoned real estate professional with over 18 years of experience across all areas of real estate, including product marketing and positioning, property valuation and analysis, and asset acquisitions and dispositions with a focus on minimizing taxation and maximizing revenue.

Specializing in the San Francisco Bay Area market, I leverage my deep connections and expansive network to provide unparalleled value to my clients. My previous roles include consulting on new developments and serving as an independent advisor to urban developers and principals. I'm deeply committed to the sales process and pride myself on delivering high-touch, personalized service to every client — from large institutions to individual investors.

Before real estate, I began my career in tech as one of the first employees at Amazon.com, where I helped design the customer experience platform and reported directly to Jeff Bezos. That foundation has shaped my client-centric, detail-oriented approach to real estate today.

Listing Team

IAN IVARSON

DRE License No. 01347820



I'm a seasoned real estate professional Ian Ivarson is a husband, father of twins, and a Marin native. A real estate expert who's been a homeowner on both sides of the Golden Gate Bridge for over two decades, his knowledge and resources are magnified greatly by his family. As investments, they've owned, built and managed commercial and residential properties his entire life.

Strategic, enthusiastically proactive, always responsive and kind are qualities that define Ian professionally. Exceptional attention, a no-nonsense approach to deal negotiation, and a relentless pursuit of his clients' goals has led to becoming a top producing agent in the San Francisco Bay Area. In 2023, Ian ranked in the top 0.5% in the BAREIS MLS. From 2021 to 2023, he was the top agent by volume in Marin at his former brokerage, Avenue 8.

Prior to becoming a full time agent, Ian founded the backpack brand IVAR, sales pioneering the brand into over 330 retail doors. Today, it's sold online. He has guided it charitably, donating over \$150,000 worth of backpacks to in-need youths throughout Africa and South America.

At the University of Denver, Ian was a NCAA Division One swimming athlete and was a competitive swimmer beginning at the age of four in the Marin Swim League. He's proud to have won many races while his parents cheered him on. To this day, Ian is still an athlete, exercising nearly every morning—perpetually in competition mode. He brings this same exceptional level of performance and a winning mentality to his work as an agent.

Centrally located in the Bay Area, he and his family reside in the Marin village of San Anselmo.