



**5001**  
**s grand**  
st. louis, mo 63126

**19 unit**  
**mixed-use**  
**building**

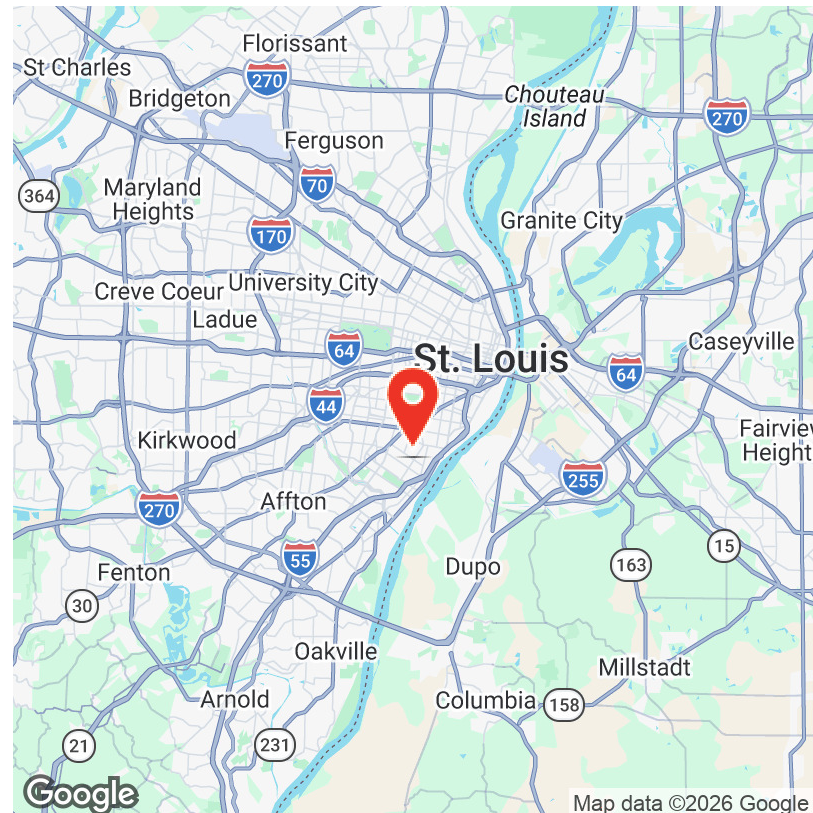


## PROPERTY DESCRIPTION

Salient Realty Group is pleased to present this exceptional mixed-use property which offers a unique opportunity for investors looking for a blend of commercial and residential income streams. The building features three retail spaces on the ground floor, alongside a total of 16 residential units, including eight studio apartments and eight 1-bedroom, 1-bath units. With a 18.37% pro-forma cap rate, this property is a solid income-generating asset.

## PROPERTY HIGHLIGHTS

- Incredible mixed-use building
- 3 Retail spaces, 8 - studios and 8 - 1 bd/1bth units
- **18.37% Pro-Forma Cap Rate**
- 75% of Units Have Been Renovated
- Updated Utility Systems
- New Windows and Tuck Pointing
- Newly Coated Roof



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## INVESTMENT OVERVIEW

## SOUTH GRAND &amp; DELOR - IN PLACE

## SOUTH GRAND &amp; DELOR - PROFORMA

|                |           |           |
|----------------|-----------|-----------|
| Price          | \$895,000 | \$895,000 |
| Price per Unit | \$47,105  | \$47,105  |
| GRM            | 8.05      | 4.14      |
| CAP Rate       | 8.04%     | 18.37%    |

## OPERATING DATA

## SOUTH GRAND &amp; DELOR - IN PLACE

## SOUTH GRAND &amp; DELOR - PROFORMA

|                        |           |           |
|------------------------|-----------|-----------|
| Gross Scheduled Income | \$111,187 | \$216,000 |
| Other Income           | \$4,350   | \$4,350   |
| Total Scheduled Income | \$115,537 | \$220,350 |
| Vacancy Cost           | -         | \$10,800  |
| Gross Income           | \$115,537 | \$209,550 |
| Operating Expenses     | \$43,560  | \$45,097  |
| Net Operating Income   | \$71,977  | \$164,452 |



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## INCOME SUMMARY

## SOUTH GRAND &amp; DELOR - IN PLACE

## SOUTH GRAND &amp; DELOR - PROFORMA

|                                   |                  |                  |
|-----------------------------------|------------------|------------------|
| Rental Income - Apts & Commercial | \$111,187        | \$216,000        |
| Connivence Fee                    | \$315            | \$315            |
| Late Fee's                        | \$3,718          | \$3,718          |
| Application Fee's                 | \$315            | \$315            |
| <b>GROSS INCOME</b>               | <b>\$115,536</b> | <b>\$220,349</b> |

## EXPENSE SUMMARY

## SOUTH GRAND &amp; DELOR - IN PLACE

## SOUTH GRAND &amp; DELOR - PROFORMA

|                       |                 |                 |
|-----------------------|-----------------|-----------------|
| Insurance             | \$7,104         | \$7,104         |
| Taxes                 | \$6,732         | \$6,732         |
| R&M (5%)              | \$7,942         | \$9,480         |
| Electric              | \$6,396         | \$6,396         |
| Sewer                 | \$4,539         | \$4,539         |
| Trash                 | \$1,597         | \$1,597         |
| Water                 | \$1,597         | \$1,597         |
| Gas                   | \$7,651         | \$7,651         |
| <b>GROSS EXPENSES</b> | <b>\$43,560</b> | <b>\$45,097</b> |

|                             |                 |                  |
|-----------------------------|-----------------|------------------|
| <b>NET OPERATING INCOME</b> | <b>\$71,976</b> | <b>\$164,452</b> |
|-----------------------------|-----------------|------------------|



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| UNIT               | BEDROOMS | BATHROOMS | SIZE SF          | RENT           | MARKET RENT     | MARKET RENT / SF |
|--------------------|----------|-----------|------------------|----------------|-----------------|------------------|
| 3604 - 101         | -        | 1         | 625 SF           | \$855          | \$925           | \$1.48           |
| 3604 - 102         | -        | 1         | 625 SF           | -              | \$925           | \$1.48           |
| 3604 - 103         | -        | 1         | 625 SF           | \$855          | \$925           | \$1.48           |
| 3604 - 104         | -        | 1         | 625 SF           | -              | \$925           | \$1.48           |
| 3604 - 201         | -        | 1         | 625 SF           | \$855          | \$925           | \$1.48           |
| 3604 - 202         | -        | 1         | 625 SF           | -              | \$925           | \$1.48           |
| 3604 - 203         | -        | 1         | 625 SF           | \$800          | \$925           | \$1.48           |
| 3604 - 204         | -        | 1         | 625 SF           | \$895          | \$925           | \$1.48           |
| 3608 - A           | 1        | 1         | 750 SF           | \$860          | \$950           | \$1.27           |
| 3608 - B           | 1        | 1         | 750 SF           | -              | \$950           | \$1.27           |
| 3608 - C           | 1        | 1         | 750 SF           | -              | \$950           | \$1.27           |
| 3608 - D           | 1        | 1         | 750 SF           | -              | \$950           | \$1.27           |
| 3612 - A           | 1        | 1         | 750 SF           | -              | \$950           | \$1.27           |
| 3612 - B           | 1        | 1         | 750 SF           | \$855          | \$950           | \$1.27           |
| 3612 - C           | 1        | 1         | 750 SF           | \$855          | \$950           | \$1.27           |
| 3612 - D           | 1        | 1         | 750 SF           | \$805          | \$950           | \$1.27           |
| 5001 - Commercial  | -        | -         | 1,000 SF         | \$1,050        | \$1,050         | \$1.05           |
| 5003 - Commercial  | -        | -         | 1,000 SF         | \$845          | \$1,050         | \$1.05           |
| 5005 - Commercial* | -        | -         | 1,000 SF         | -              | \$1,050         | \$1.05           |
| <b>TOTALS</b>      |          |           | <b>14,000 SF</b> | <b>\$9,530</b> | <b>\$18,150</b> | <b>\$25.15</b>   |
| <b>AVERAGES</b>    |          |           | <b>737 SF</b>    | <b>\$866</b>   | <b>\$955</b>    | <b>\$1.32</b>    |



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# UNIT MIX SUMMARY

5001 S GRAND BLVD

| UNIT TYPE       | BEDS | BATHS | COUNT | % OF TOTAL | SIZE SF  | RENT  | MIN RENT | MAX RENT | MARKET RENT | MARKET RENT/SF |
|-----------------|------|-------|-------|------------|----------|-------|----------|----------|-------------|----------------|
| Studio          | -    | 1     | 8     | 42.10%     | 625 SF   | \$765 | \$800    | \$860    | \$925       | \$1.48         |
| 1 bd/1 bth      | 1    | 1     | 8     | 42.10%     | 750 SF   | \$779 | \$855    | \$895    | \$950       | \$1.27         |
| Retail          | -    | -     | 3     | 15.80%     | 1,000 SF | \$723 | \$845    | \$1,050  | \$1,050     | \$1.05         |
| TOTALS/AVERAGES |      |       | 19    | 100%       | 737 SF   | \$764 | \$830    | \$905    | \$955       | \$1.32         |



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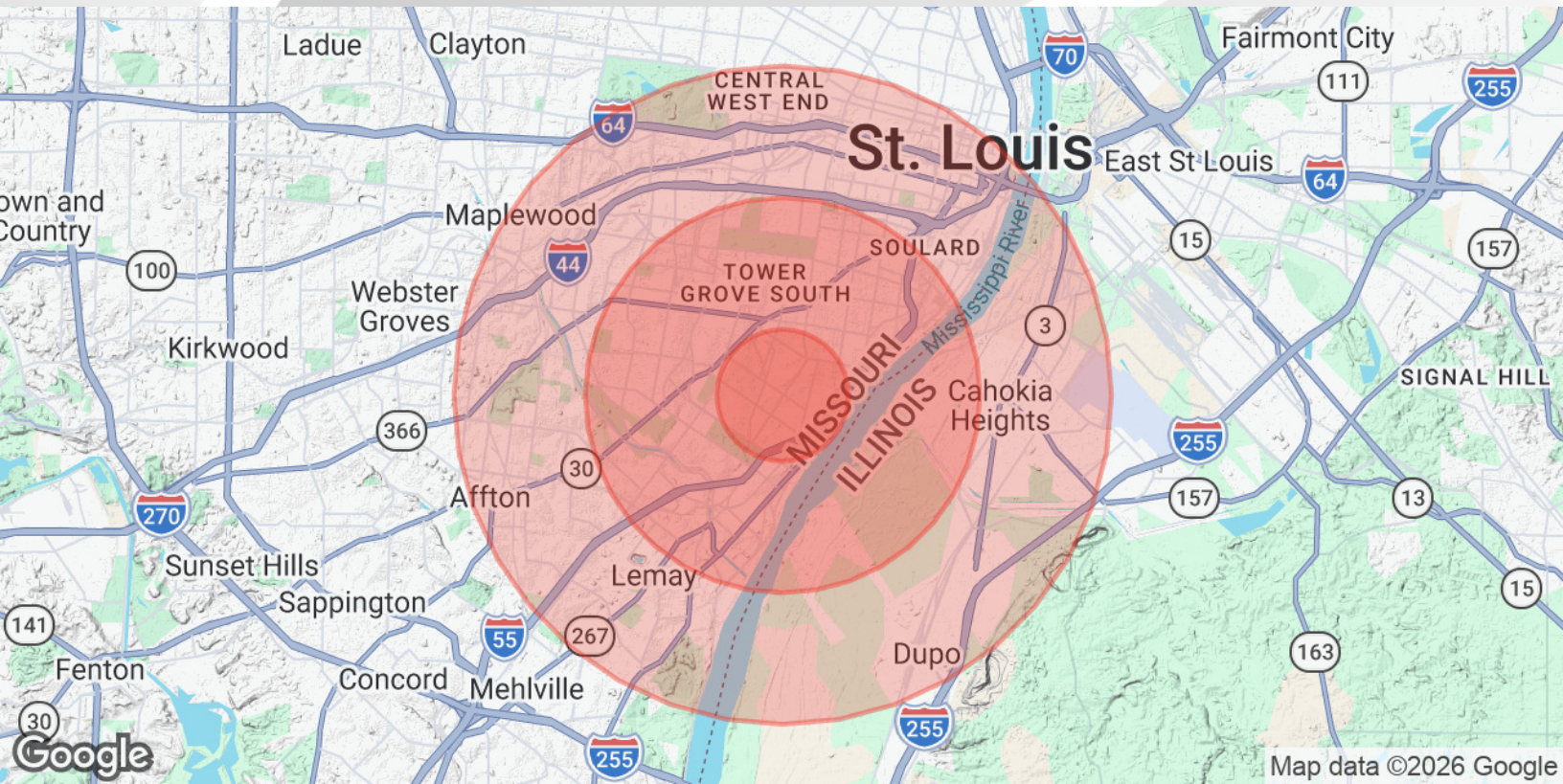
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### POPULATION

#### 1 MILE

#### 3 MILES

#### 5 MILES

|                      |        |         |         |
|----------------------|--------|---------|---------|
| Total Population     | 25,634 | 130,992 | 285,402 |
| Average Age          | 39     | 39      | 40      |
| Average Age (Male)   | 38     | 39      | 39      |
| Average Age (Female) | 39     | 40      | 40      |

### HOUSEHOLDS & INCOME

#### 1 MILE

#### 3 MILES

#### 5 MILES

|                     |           |           |           |
|---------------------|-----------|-----------|-----------|
| Total Households    | 11,251    | 62,409    | 137,340   |
| # of Persons per HH | 2.3       | 2.1       | 2.1       |
| Average HH Income   | \$62,571  | \$80,719  | \$82,921  |
| Average House Value | \$183,250 | \$229,712 | \$259,701 |

Demographics data derived from AlphaMap



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**MATTHEW MILLSLAGLE**

Associate

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**PROFESSIONAL BACKGROUND**

Matthew has always had a passion for commercial real estate. He started at Salient first as intern and then after graduating from the University of Arkansas and receiving his degree in Finance - Real Estate with a marketing minor, he accepted a full time position at the firm. From his time living in the area as well as his studies, he has vast knowledge of where and what clients are looking for. Matthew is looking forward to helping others see how great St. Louis can be.

**EDUCATION**

University of Arkansas - Sam Walton College of Business

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**TIMOTHY MCCARTHY****Senior Associate**

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**PROFESSIONAL BACKGROUND**

Timothy is an Associate at Salient Realty Group. He has a passion for the growth and redevelopment of the city which landed him with Salient. Tim works with clients in all phases from leasing to acquisitions. Prior to Salient, Tim worked in Sales, Marketing and leadership with various companies and start-ups, which allows him to understand the various needs of his clients. With his experience in marketing and sales this further enhances Tim's ability to provide expert representation to his clients. Tim began his career in commercial real estate to help investors, sellers and buyers make smarter real estate decisions and be a real estate problem solver for many. He has worked on office, retail, small-to-large multifamily and a wide variety of investment properties. As a husband and father of three, Tim enjoys spending time with his family.

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