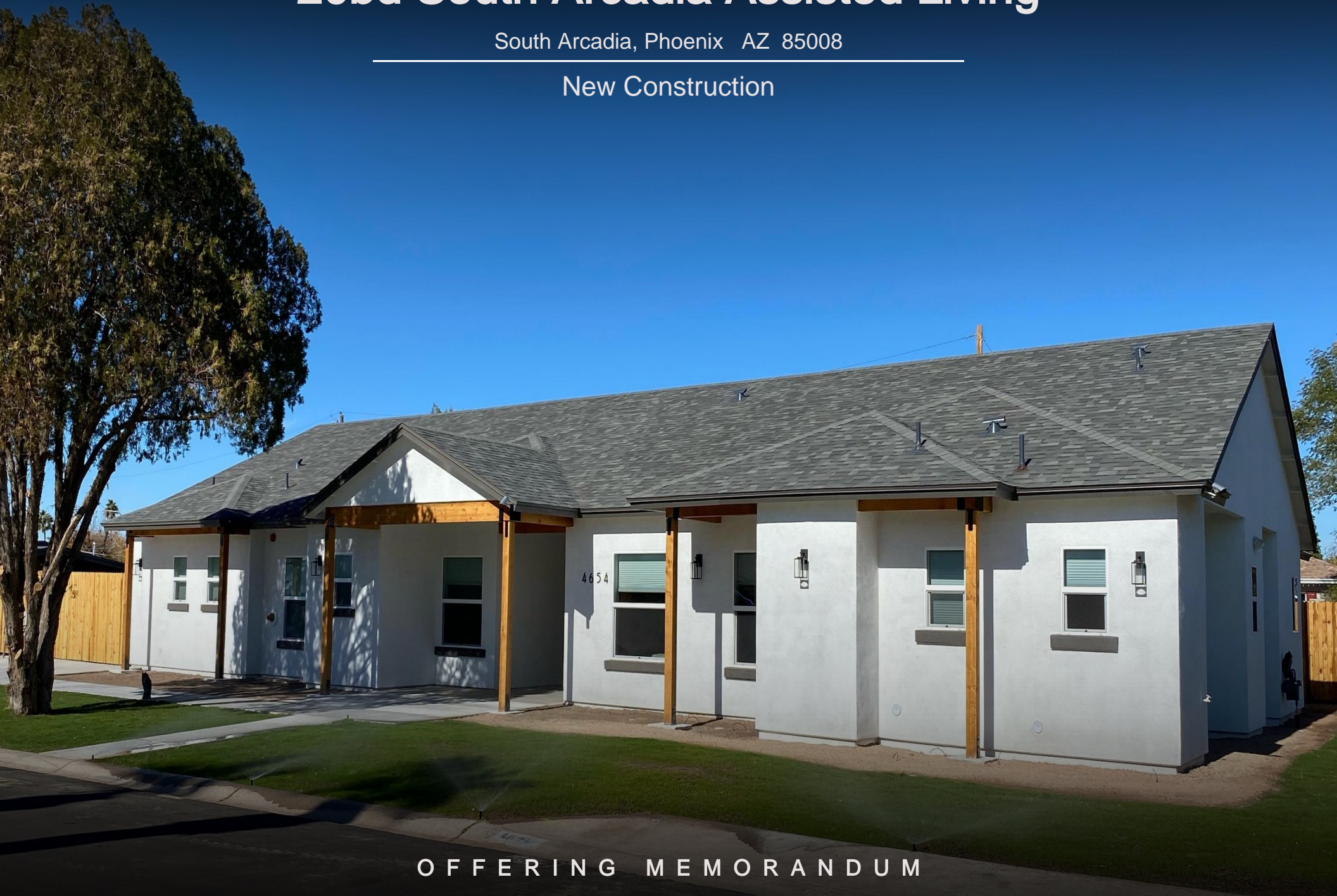


20bd South Arcadia Assisted Living

South Arcadia, Phoenix AZ 85008

New Construction



OFFERING MEMORANDUM

20bd South Arcadia Assisted Living

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05 Demographics

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Exclusively Marketed by:

Jake Crawford

(480) 766-2973

jake@crawford.team



01

Executive Summary

- Investment Summary
- Unit Mix Summary
- Location Summary

OFFERING SUMMARY

ADDRESS	South Arcadia Phoenix AZ 85008
COUNTY	Maricopa
MARKET	Phoenix
SUBMARKET	Arcadia
BUILDING SF	8,163 SF
LAND SF	23,956 SF
LAND ACRES	.56
NUMBER OF UNITS	20
YEAR BUILT	2020
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

OFFERING PRICE	\$5,000,000
PRICE PSF	\$612.52
PRICE PER UNIT	\$250,000
OCCUPANCY	100.00 %
NOI (CURRENT)	\$567,595
NOI (Pro Forma)	\$735,595
CAP RATE (CURRENT)	11.35 %
CAP RATE (Pro Forma)	14.71 %
GRM (CURRENT)	4.63
GRM (Pro Forma)	4.17

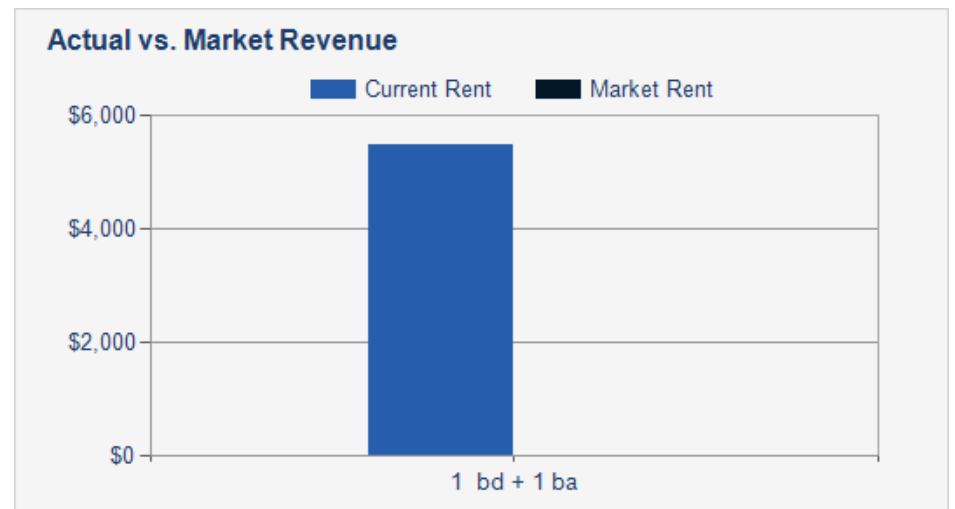
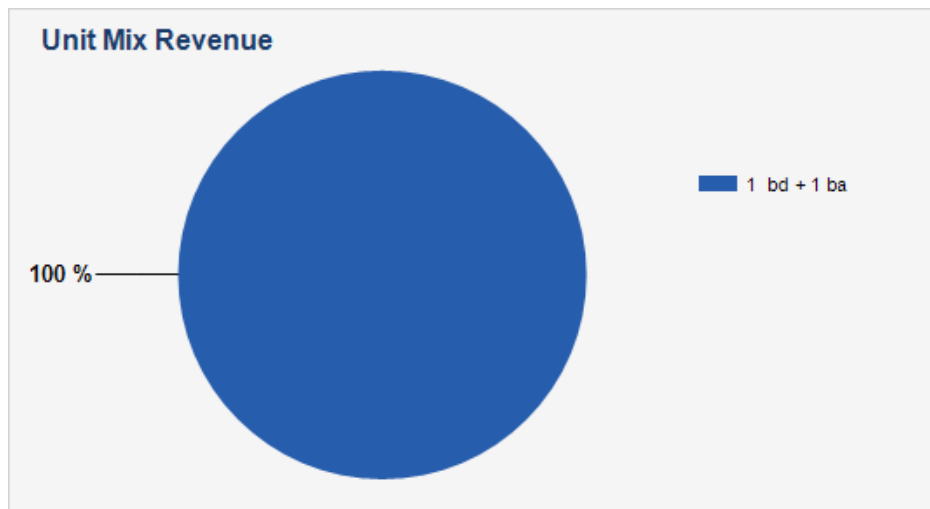
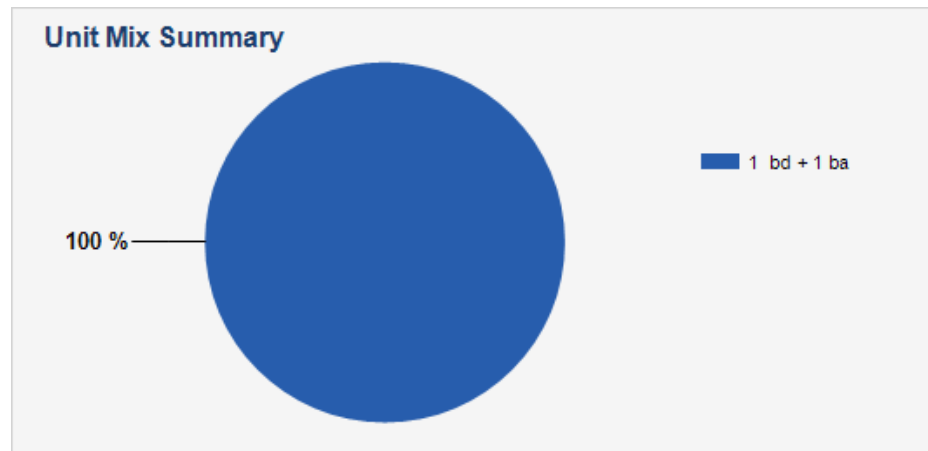
DEMOGRAPHICS

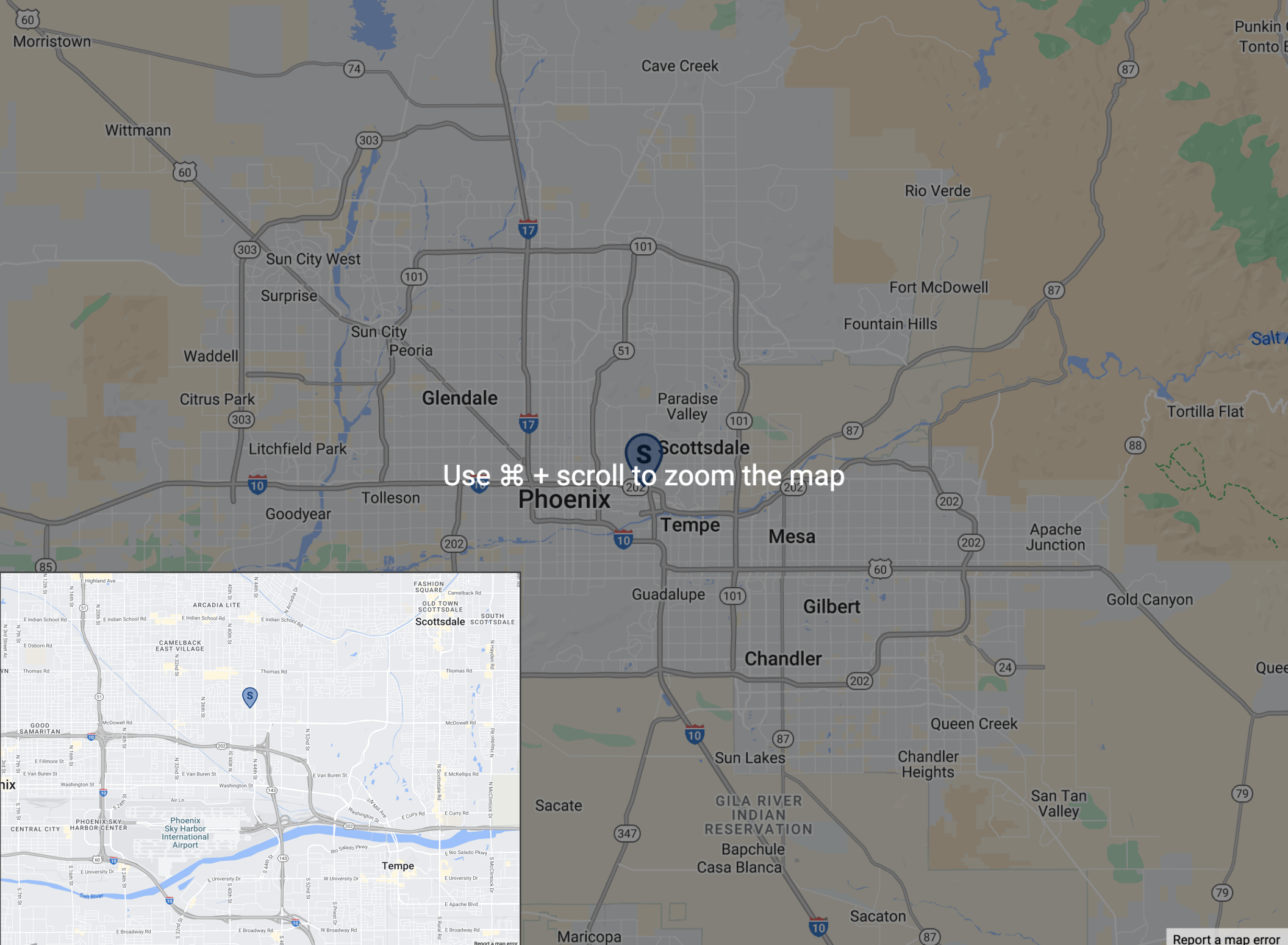
	1 MILE	3 MILE	5 MILE
2020 Population	25,320	128,436	301,885
2020 Median HH Income	\$47,876	\$50,198	\$54,355
2020 Average HH Income	\$64,374	\$78,660	\$84,516



- Rare opportunity to own a beautiful New Construction luxury assisted living portfolio in South Arcadia! Brand new construction, this 20 unit portfolio consists of Two 10 bedroom homes! Current gross income is over \$90,000/mo!

Unit Mix	# Units	Current Rent	Monthly Income
1 bd + 1 ba	20	\$4,000 - \$7,000	\$110,000
Totals/Averages	20	\$5,500	\$110,000





Use ⌘ + scroll to zoom the map

[Report a map error](#)



02

Property Description

Property Features

Aerial Map

Property Images

PROPERTY FEATURES

NUMBER OF UNITS	20
BUILDING SF	8,163
LAND SF	23,956
LAND ACRES	.56
YEAR BUILT	2020
# OF PARCELS	2
ZONING TYPE	Residential
BUILDING CLASS	A
LOCATION CLASS	B
NUMBER OF STORIES	1
NUMBER OF BUILDINGS	2
NUMBER OF PARKING SPACES	12
WASHER/DRYER	Yes

MECHANICAL

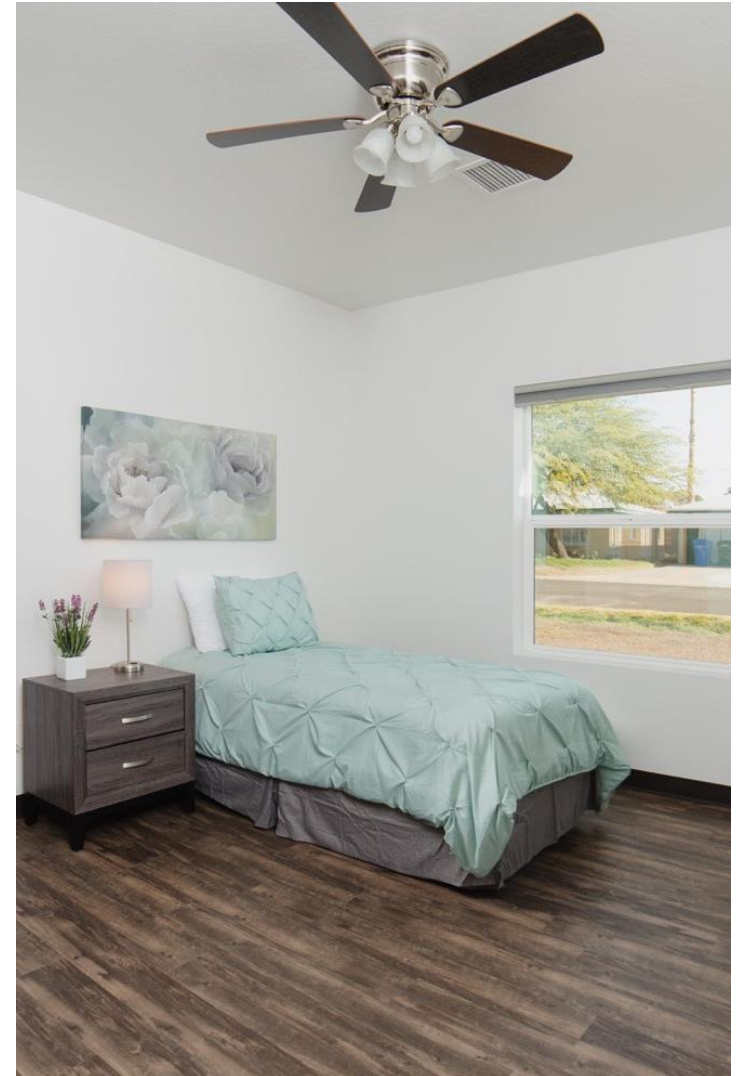
HVAC	Yes
FIRE SPRINKLERS	Yes

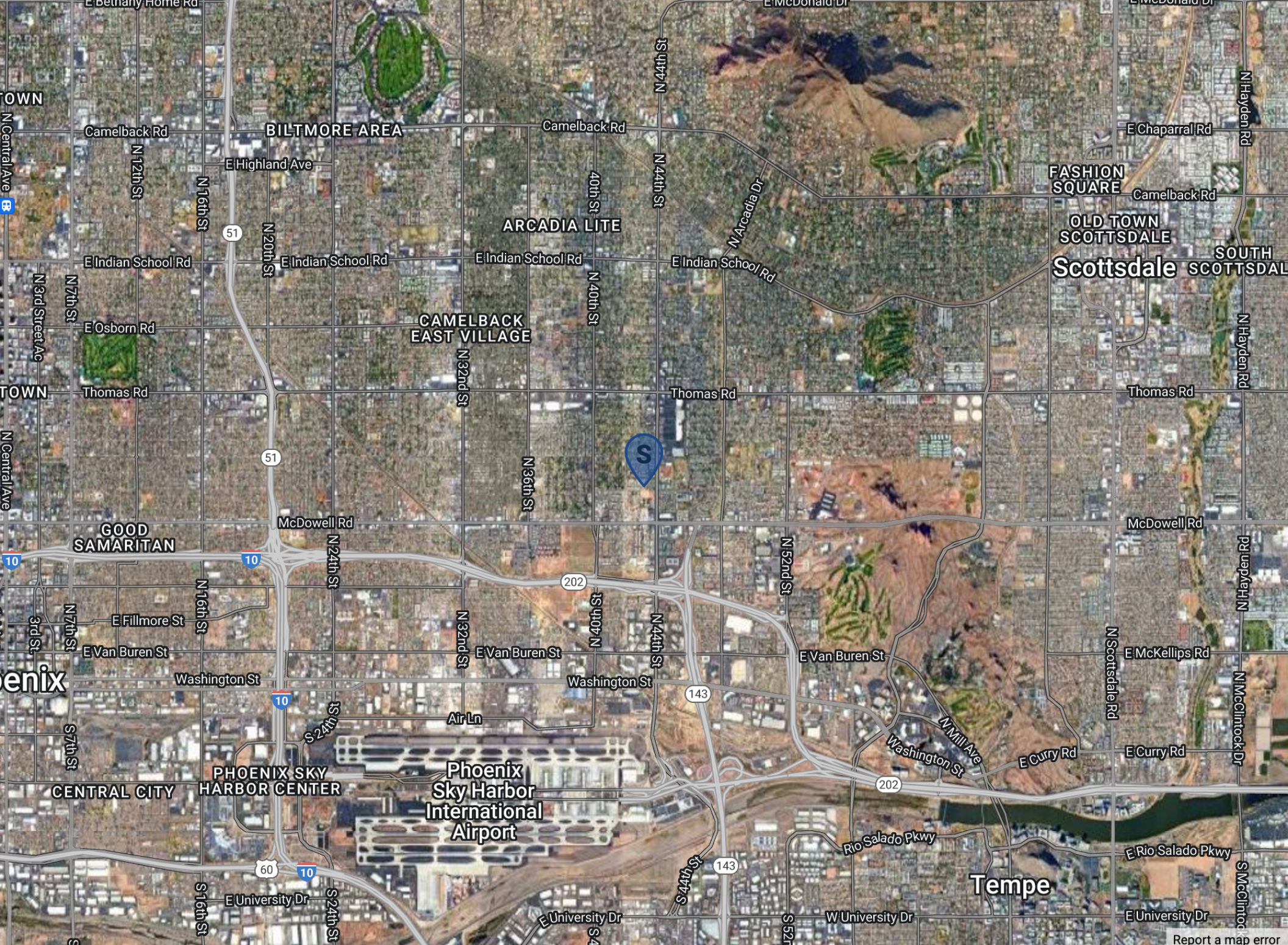
UTILITIES

WATER	Landlord
TRASH	Landlord
GAS	Landlord
ELECTRIC	Landlord

CONSTRUCTION

FOUNDATION	Slab
FRAMING	Wood
EXTERIOR	Stucco
ROOF	Pitched
STYLE	Modern Farmhouse





[Report a map error](#)





BATHROOM



PRIVATE ROOM



LIVING ROOM



BATHROOM



MASTER SUITE



PRIVATE ROOM



KITCHEN & DINING



03

Sale Comps

South Arcadia SF Comps

Search Criteria

City:	Sale Price:	Property Type:	SqFt:	Sale Date:
PHOENIX	\$2000000	Single Family Residential (SFR)	3000 - 5000	1/1/21

#	Address	Year Built	Lot Sqft	SqFt	APN	MLS	Status	Price	Sold Date
3	THOMAS M & CATHERINE M REAHARD REAHARD TRUST 4922 E CLARENDON AVE Phoenix AZ 85018	2022	16,200	4,563	12802103	6490301	Sold	\$3,200,000	12/28/2022
5	UNION HOLDINGS LLC 5319 E MITCHELL DR Phoenix AZ 85018	2022	11,626	3,734	12809065	6417894	Sold	\$2,800,000	04/20/2022
8	RICKARD A G STROM STROM & BERGHAUS TRUST 5401 E AVALON DR Phoenix AZ 85018	2020	11,038	3,651	12825080	6351722	Sold	\$2,400,000	03/25/2022
10	ROMANO GRATTERI 3601 N 49TH ST Phoenix AZ 85018	2021	13,007	3,483	12802050	6281766	Sold	\$2,394,000	01/20/2022
11	TRACY R THOMAS II ERICA L ROZETTI 5101 E MULBERRY DR Phoenix AZ 85018	2018	11,269	3,181	12818072	6377040	Sold	\$2,380,000	05/10/2022
12	RYAN JONES PAIGE CECIL 3102 N 47TH PL Phoenix AZ 85018	2022	13,220	3,911	12703037	6316476	Sold	\$2,375,000	07/15/2022
13	NICHOLAS CHERRY MARI JO HUNTER 3602 N 49TH PL Phoenix AZ 85018	2020	11,008	3,151	12802087	6404446	Sold	\$2,300,000	08/26/2022
14	MICHAEL & JILLIAN TRANSON 3601 N 53RD ST Phoenix AZ 85018	1963	10,167	3,326	12809051	6314240	Sold	\$2,275,000	02/17/2022
15	JESUS A LOBO GOMEZ BRENDA C GARCIA 3429 N 35TH PL Phoenix AZ 85018	2022	12,131	4,163	12728089	6359452	Sold	\$2,200,000	04/15/2022
17	ERIC & MOLLY AVDEE 3442 N 40TH PL Phoenix AZ 85018	2020	13,804	3,531	12716049B	6308936	Sold	\$2,174,500	12/20/2021
18	4327 INDIANOLA LLC 4327 E INDIANOLA AVE Phoenix AZ 85018	1957	11,822	3,291	12710072	6400891	Sold	\$2,147,500	08/03/2022
20	RICCARDO K & HOLLY J STEWART 5321 E PINCHOT AVE Phoenix AZ 85018	1955	8,965	3,145	12824020	6385191	Sold	\$2,100,000	05/27/2022
21	SCOTT M KINGERY 3454 N 50TH PL Phoenix AZ 85018	2019	11,025	3,136	12803106	6305082	Sold	\$2,100,000	11/18/2021



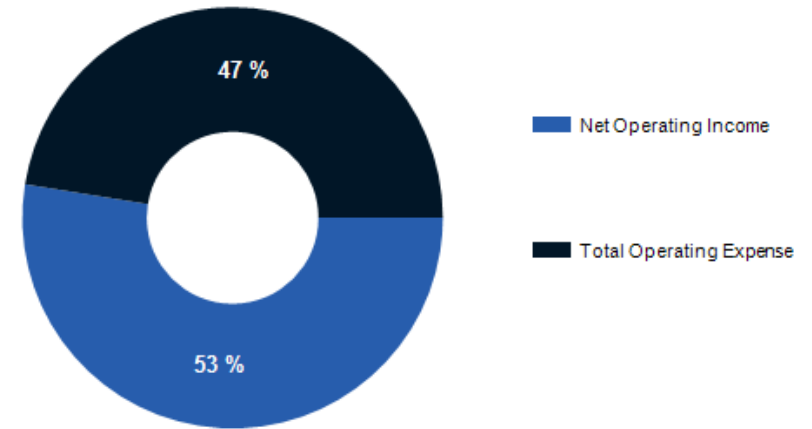
04

Financial Analysis

- Income & Expense Analysis
- Multi-Year Cash Flow Assumptions
- Cash Flow Analysis
- Financial Metrics
- Disposition Sensitivity Analysis

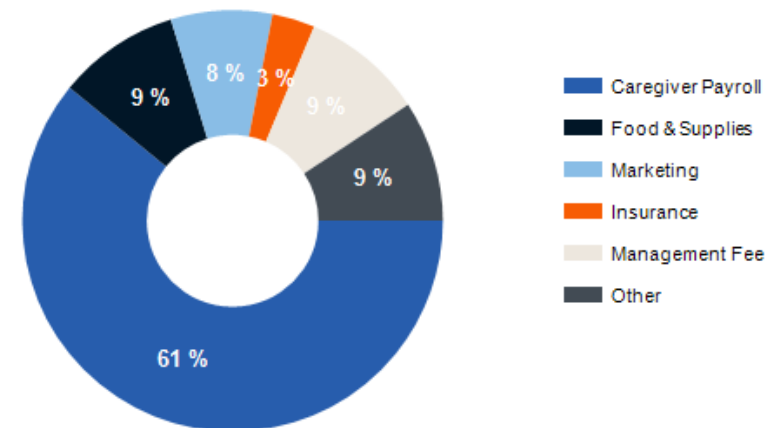
REVENUE ALLOCATION CURRENT

INCOME	CURRENT		PRO FORMA	
Gross Potential Rent	\$1,080,000		\$1,200,000	
Effective Gross Income	\$1,080,000		\$1,200,000	
Less Expenses	\$512,405	47.44 %	\$464,405	38.70 %
Net Operating Income	\$567,595		\$735,595	



EXPENSES	CURRENT		PRO FORMA	
		Per Unit		Per Unit
Real Estate Taxes	\$15,205	\$760	\$15,205	\$760
Insurance	\$16,800	\$840	\$16,800	\$840
Management Fee	\$48,000	\$2,400		
Marketing	\$40,000	\$2,000	\$40,000	\$2,000
Repairs & Maintenance	\$12,000	\$600	\$12,000	\$600
Food & Supplies	\$48,000	\$2,400	\$48,000	\$2,400
Landscaping	\$3,600	\$180	\$3,600	\$180
Caregiver Payroll	\$312,000	\$15,600	\$312,000	\$15,600
Utilities	\$14,400	\$720	\$14,400	\$720
Miscellaneous	\$2,400	\$120	\$2,400	\$120
Total Operating Expense	\$512,405	\$25,620	\$464,405	\$23,220
Expense / SF	\$62.77		\$56.89	
% of EGI	47.44 %		38.70 %	

DISTRIBUTION OF EXPENSES CURRENT

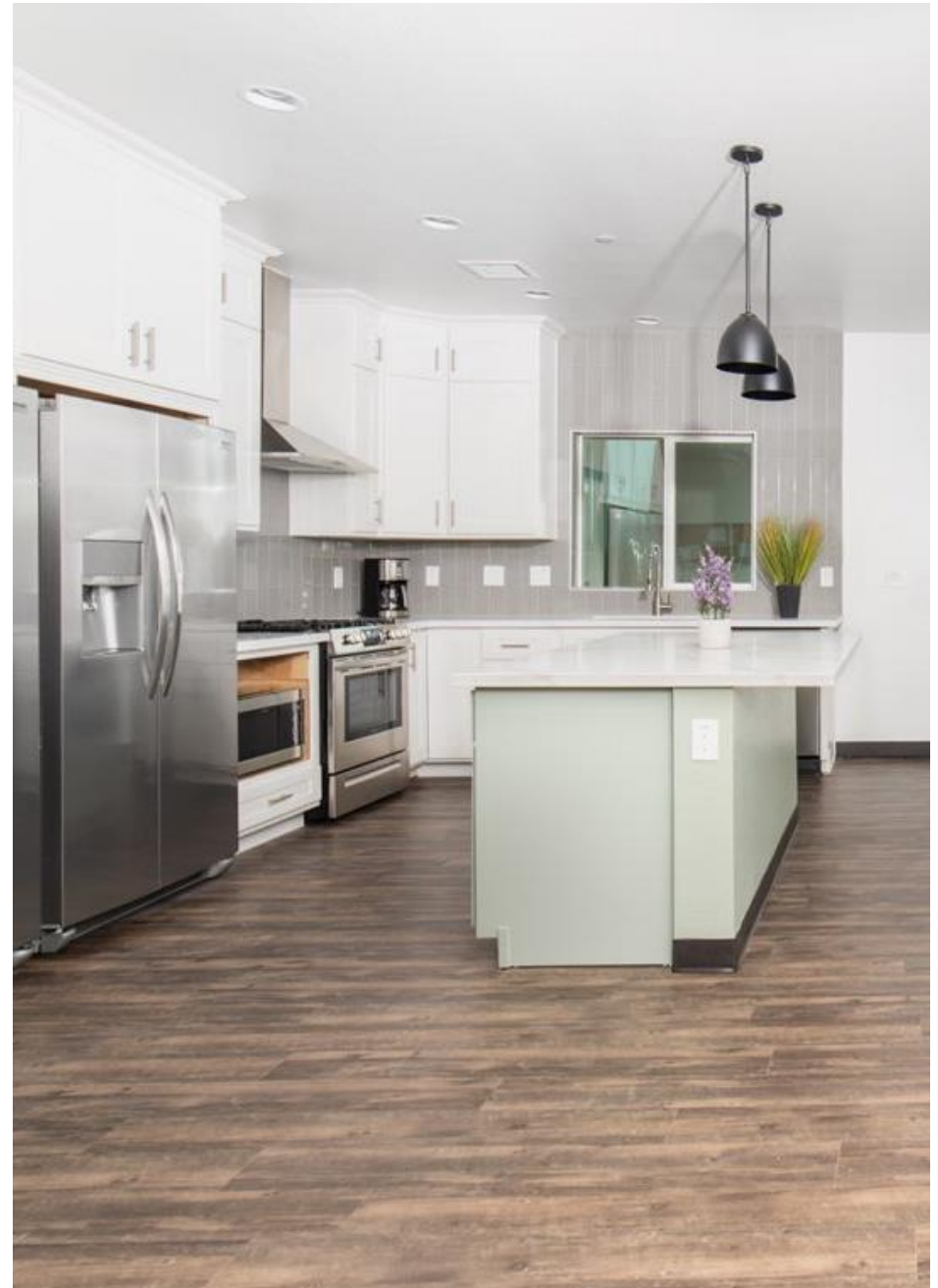


GLOBAL

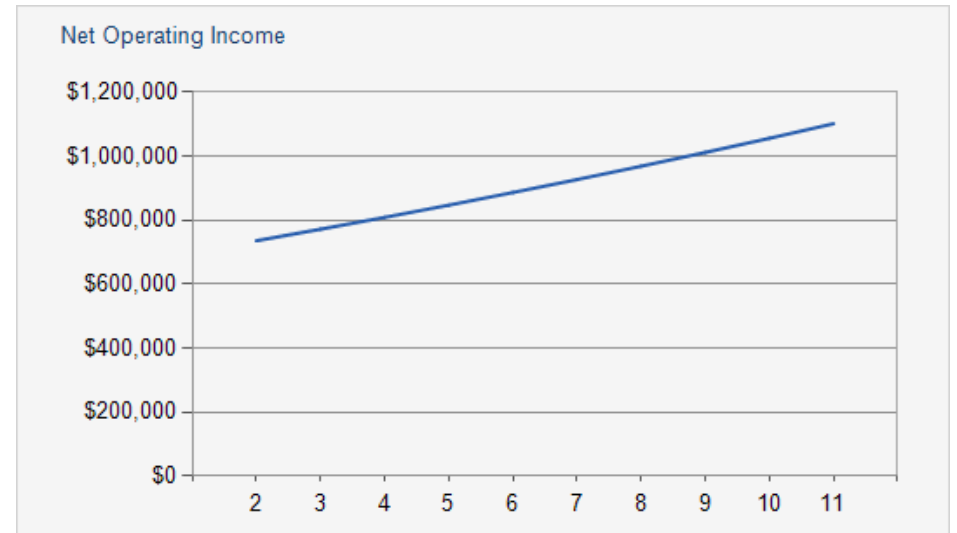
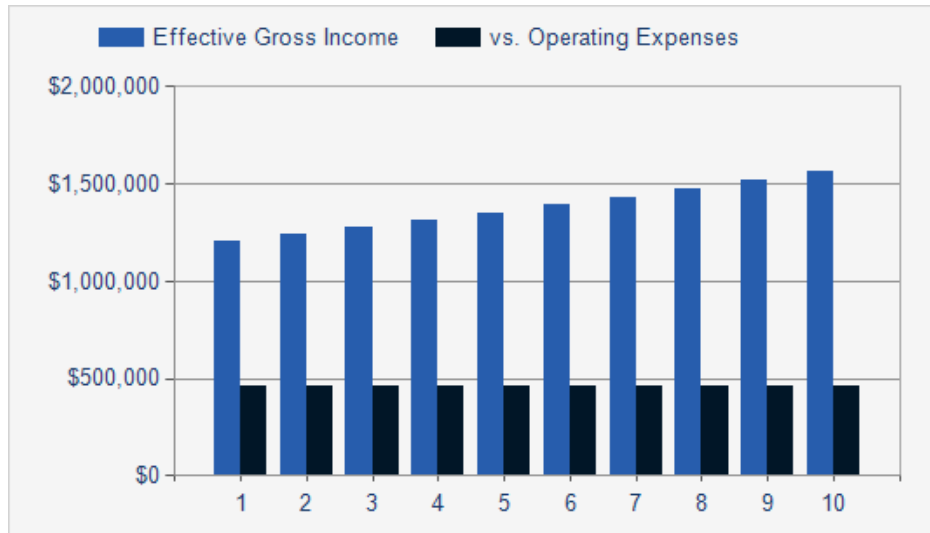
Offering Price	\$5,000,000
Analysis Period	10 year(s)
Consumer Price Index	3.00 %
Millage Rate (not a growth rate)	1.00000 %
Exit Cap Rate	5.00 %

INCOME - Growth Rates

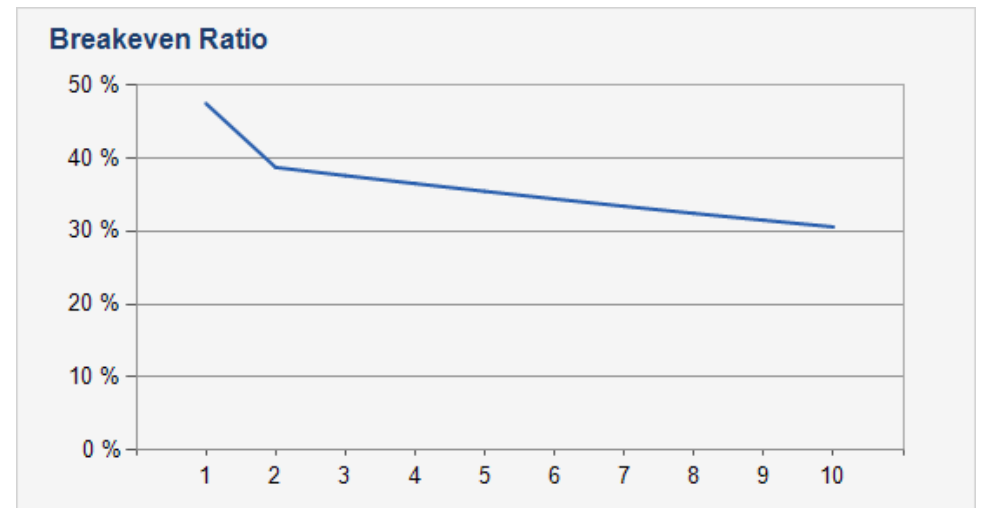
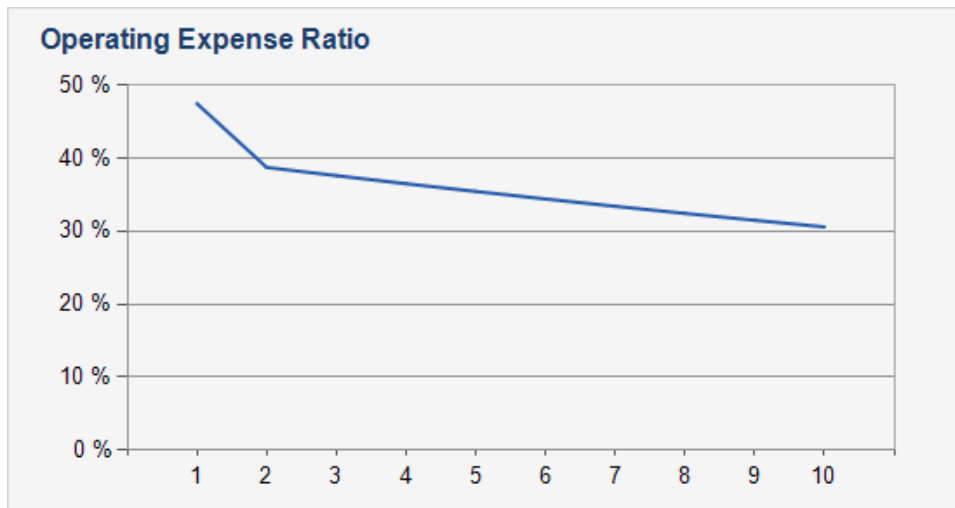
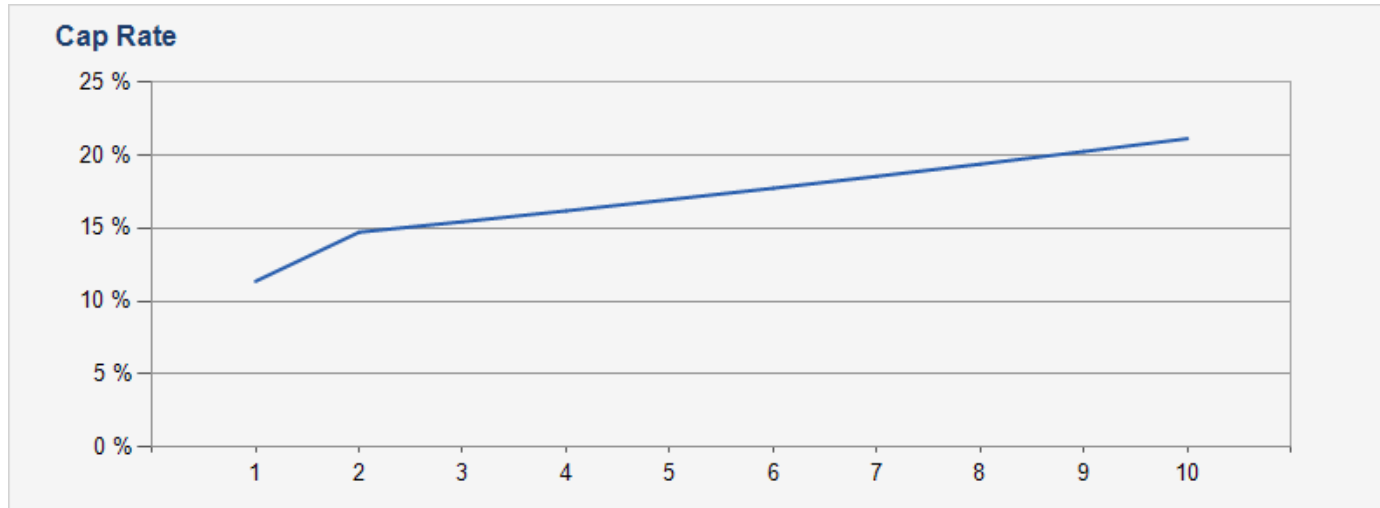
Gross Potential Rent	3.00 %
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Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Gross Potential Revenue											
Gross Rental Income	\$1,080,000	\$1,200,000	\$1,236,000	\$1,273,080	\$1,311,272	\$1,350,611	\$1,391,129	\$1,432,863	\$1,475,849	\$1,520,124	\$1,565,728
Effective Gross Income	\$1,080,000	\$1,200,000	\$1,236,000	\$1,273,080	\$1,311,272	\$1,350,611	\$1,391,129	\$1,432,863	\$1,475,849	\$1,520,124	\$1,565,728
Operating Expenses											
Real Estate Taxes	\$15,205	\$15,205	\$15,205	\$15,205	\$15,205	\$15,205	\$15,205	\$15,205	\$15,205	\$15,205	\$15,205
Insurance	\$16,800	\$16,800	\$16,800	\$16,800	\$16,800	\$16,800	\$16,800	\$16,800	\$16,800	\$16,800	\$16,800
Management Fee	\$48,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Marketing	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000
Repairs & Maintenance	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000
Food & Supplies	\$48,000	\$48,000	\$48,000	\$48,000	\$48,000	\$48,000	\$48,000	\$48,000	\$48,000	\$48,000	\$48,000
Landscaping	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600
Caregiver Payroll	\$312,000	\$312,000	\$312,000	\$312,000	\$312,000	\$312,000	\$312,000	\$312,000	\$312,000	\$312,000	\$312,000
Utilities	\$14,400	\$14,400	\$14,400	\$14,400	\$14,400	\$14,400	\$14,400	\$14,400	\$14,400	\$14,400	\$14,400
Miscellaneous	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Total Operating Expense	\$512,405	\$464,405	\$464,405	\$464,405	\$464,405	\$464,405	\$464,405	\$464,405	\$464,405	\$464,405	\$464,405
Net Operating Income	\$567,595	\$735,595	\$771,595	\$808,675	\$846,867	\$886,206	\$926,724	\$968,458	\$1,011,444	\$1,055,719	\$1,101,323



Calendar Year	CURRENT	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
CAP Rate	11.35 %	14.71 %	15.43 %	16.17 %	16.94 %	17.72 %	18.53 %	19.37 %	20.23 %	21.11 %	22.03 %
Operating Expense Ratio	47.44 %	38.70 %	37.57 %	36.47 %	35.41 %	34.38 %	33.38 %	32.41 %	31.46 %	30.55 %	29.66 %
Gross Multiplier (GRM)	4.63	4.17	4.05	3.93	3.81	3.70	3.59	3.49	3.39	3.29	3.19
Breakeven Ratio	47.44 %	38.70 %	37.57 %	36.48 %	35.42 %	34.38 %	33.38 %	32.41 %	31.47 %	30.55 %	29.66 %
Price / SF	\$612.52	\$612.52	\$612.52	\$612.52	\$612.52	\$612.52	\$612.52	\$612.52	\$612.52	\$612.52	\$612.52
Price / Unit	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000	\$250,000
Income / SF	\$132.30	\$147.00	\$151.41	\$155.95	\$160.63	\$165.45	\$170.41	\$175.53	\$180.79	\$186.22	\$191.80
Expense / SF	\$62.77	\$56.89	\$56.89	\$56.89	\$56.89	\$56.89	\$56.89	\$56.89	\$56.89	\$56.89	\$56.89



5 YEAR SENSITIVITY ANALYSIS

EXIT CAP RATE	PROJECTED SALES PRICE	SALES PRICE/UNIT	SALES PRICE PSF	PROCEEDS AFTER LOAN PAYOFF
4.00%	\$22,155,139	\$1,107,757	\$2,714	\$22,155,139
4.25%	\$20,851,896	\$1,042,595	\$2,554	\$20,851,896
4.50%	\$19,693,457	\$984,673	\$2,413	\$19,693,457
4.75%	\$18,656,959	\$932,848	\$2,286	\$18,656,959
5.00%	\$17,724,111	\$886,206	\$2,171	\$17,724,111
5.25%	\$16,880,106	\$844,005	\$2,068	\$16,880,106
5.50%	\$16,112,829	\$805,641	\$1,974	\$16,112,829
5.75%	\$15,412,271	\$770,614	\$1,888	\$15,412,271
6.00%	\$14,770,093	\$738,505	\$1,809	\$14,770,093

10 YEAR SENSITIVITY ANALYSIS

EXIT CAP RATE	PROJECTED SALES PRICE	SALES PRICE/UNIT	SALES PRICE PSF	PROCEEDS AFTER LOAN PAYOFF
4.00%	\$27,533,071	\$1,376,654	\$3,373	\$27,533,071
4.25%	\$25,913,478	\$1,295,674	\$3,175	\$25,913,478
4.50%	\$24,473,840	\$1,223,692	\$2,998	\$24,473,840
4.75%	\$23,185,744	\$1,159,287	\$2,840	\$23,185,744
5.00%	\$22,026,456	\$1,101,323	\$2,698	\$22,026,456
5.25%	\$20,977,578	\$1,048,879	\$2,570	\$20,977,578
5.50%	\$20,024,051	\$1,001,203	\$2,453	\$20,024,051
5.75%	\$19,153,440	\$957,672	\$2,346	\$19,153,440
6.00%	\$18,355,380	\$917,769	\$2,249	\$18,355,380



05

Demographics

Demographics

Demographic Charts

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	22,804	122,799	275,450
2010 Population	23,020	115,915	256,644
2020 Population	25,320	128,436	301,885
2025 Population	26,849	136,663	328,108
2020 African American	2,918	10,219	21,752
2020 American Indian	1,270	4,611	10,981
2020 Asian	666	2,747	8,545
2020 Hispanic	13,061	61,675	122,082
2020 Other Race	6,061	27,296	54,425
2020 White	13,120	77,885	192,648
2020 Multiracial	1,177	5,423	12,889
2020-2025: Population: Growth Rate	5.90 %	6.25 %	8.40 %

2020 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	973	5,776	15,099
\$15,000-\$24,999	1,145	5,954	13,248
\$25,000-\$34,999	1,390	6,029	12,910
\$35,000-\$49,999	1,724	7,705	18,106
\$50,000-\$74,999	1,944	8,547	22,000
\$75,000-\$99,999	1,219	5,479	14,836
\$100,000-\$149,999	1,094	5,888	16,269
\$150,000-\$199,999	344	2,374	6,882
\$200,000 or greater	265	3,378	9,847
Median HH Income	\$47,876	\$50,198	\$54,355
Average HH Income	\$64,374	\$78,660	\$84,516

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	9,078	49,698	119,400
2010 Total Households	9,184	45,985	107,728
2020 Total Households	10,098	51,130	129,202
2025 Total Households	10,670	54,539	141,723
2020 Average Household Size	2.50	2.48	2.27
2000 Owner Occupied Housing	3,562	21,233	49,739
2000 Renter Occupied Housing	4,998	25,248	58,907
2020 Owner Occupied Housing	3,256	20,850	50,414
2020 Renter Occupied Housing	6,841	30,281	78,787
2020 Vacant Housing	1,422	7,225	19,911
2020 Total Housing	11,520	58,355	149,113
2025 Owner Occupied Housing	3,447	22,000	53,476
2025 Renter Occupied Housing	7,223	32,538	88,248
2025 Vacant Housing	1,484	7,494	20,498
2025 Total Housing	12,154	62,033	162,221
2020-2025: Households: Growth Rate	5.55 %	6.50 %	9.35 %



Source: esri

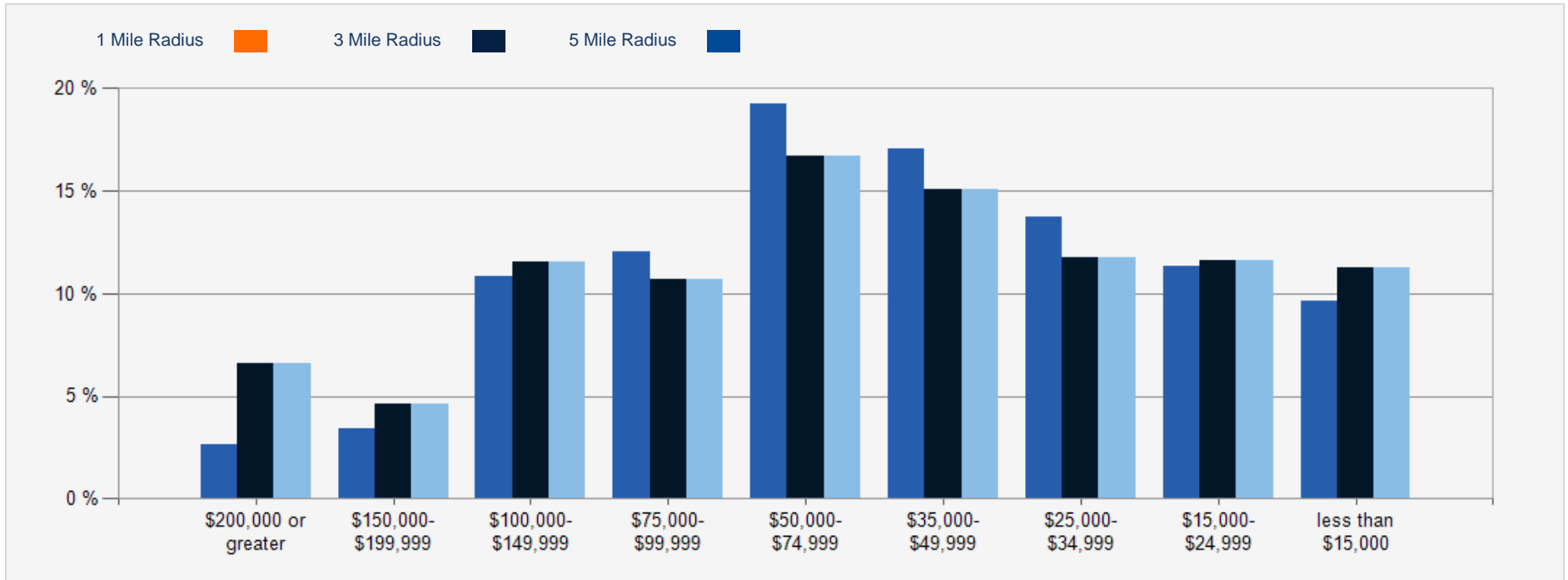
2020 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2020 Population Age 30-34	2,142	9,651	24,172
2020 Population Age 35-39	1,988	9,067	21,231
2020 Population Age 40-44	1,614	7,971	17,867
2020 Population Age 45-49	1,501	7,627	17,040
2020 Population Age 50-54	1,344	7,364	16,770
2020 Population Age 55-59	1,222	7,254	16,655
2020 Population Age 60-64	1,007	6,407	15,145
2020 Population Age 65-69	769	5,087	12,634
2020 Population Age 70-74	576	3,852	10,063
2020 Population Age 75-79	351	2,621	6,991
2020 Population Age 80-84	195	1,620	4,690
2020 Population Age 85+	231	1,949	5,693
2020 Population Age 18+	18,565	96,166	238,509
2020 Median Age	31	33	34

2020 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$48,945	\$50,612	\$55,736
Average Household Income 25-34	\$62,181	\$67,632	\$74,734
Median Household Income 35-44	\$53,487	\$54,444	\$61,328
Average Household Income 35-44	\$70,771	\$84,120	\$90,714
Median Household Income 45-54	\$52,484	\$60,243	\$65,615
Average Household Income 45-54	\$72,869	\$99,618	\$105,861
Median Household Income 55-64	\$52,425	\$56,263	\$60,761
Average Household Income 55-64	\$70,248	\$92,189	\$101,734
Median Household Income 65-74	\$42,852	\$44,825	\$50,485
Average Household Income 65-74	\$59,351	\$71,249	\$81,559
Average Household Income 75+	\$47,677	\$58,742	\$65,484

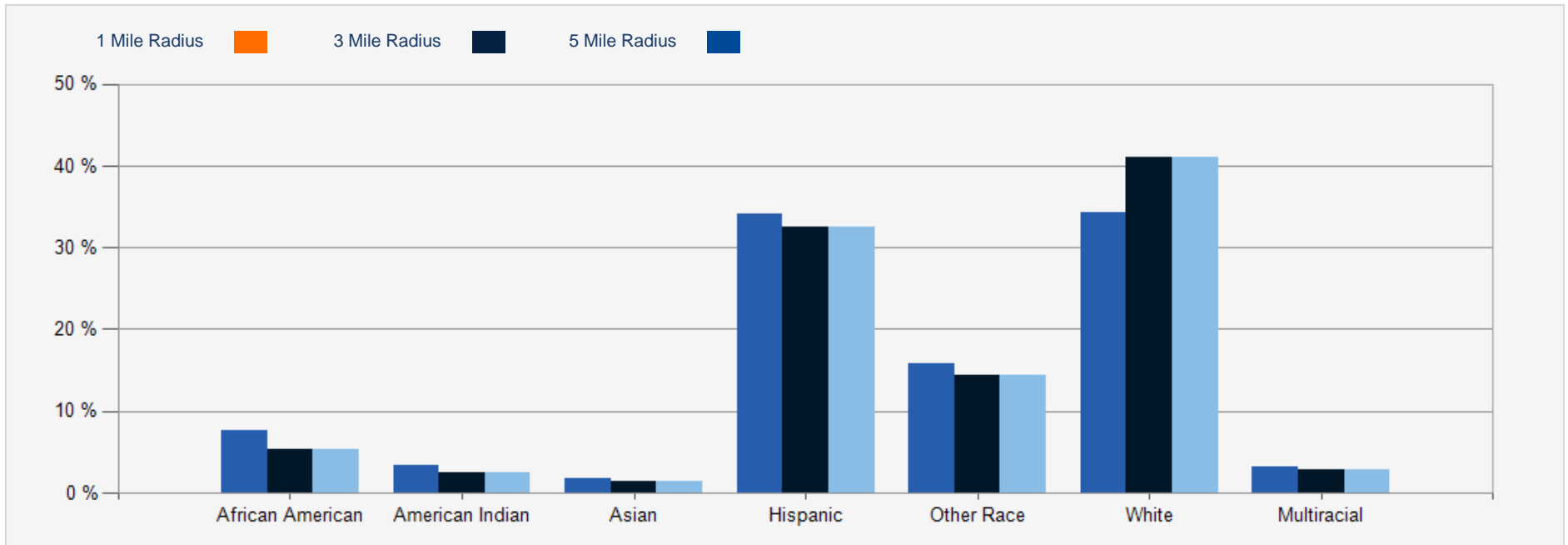
2025 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2025 Population Age 30-34	2,042	10,388	26,448
2025 Population Age 35-39	1,871	8,868	21,947
2025 Population Age 40-44	1,810	8,733	20,324
2025 Population Age 45-49	1,513	7,703	17,838
2025 Population Age 50-54	1,377	7,372	17,128
2025 Population Age 55-59	1,238	6,974	16,449
2025 Population Age 60-64	1,104	6,751	16,240
2025 Population Age 65-69	885	5,935	14,785
2025 Population Age 70-74	649	4,605	12,043
2025 Population Age 75-79	469	3,503	9,516
2025 Population Age 80-84	256	2,094	5,949
2025 Population Age 85+	207	2,001	6,276
2025 Population Age 18+	19,741	103,149	261,156
2025 Median Age	30	33	34

2025 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$52,743	\$54,875	\$60,180
Average Household Income 25-34	\$67,622	\$75,117	\$81,652
Median Household Income 35-44	\$55,548	\$58,799	\$67,314
Average Household Income 35-44	\$75,261	\$91,832	\$99,016
Median Household Income 45-54	\$54,934	\$64,380	\$70,195
Average Household Income 45-54	\$78,686	\$106,870	\$112,930
Median Household Income 55-64	\$54,126	\$60,221	\$64,827
Average Household Income 55-64	\$73,841	\$100,117	\$108,985
Median Household Income 65-74	\$45,471	\$48,644	\$54,103
Average Household Income 65-74	\$65,985	\$79,990	\$89,683
Average Household Income 75+	\$52,251	\$66,305	\$72,522

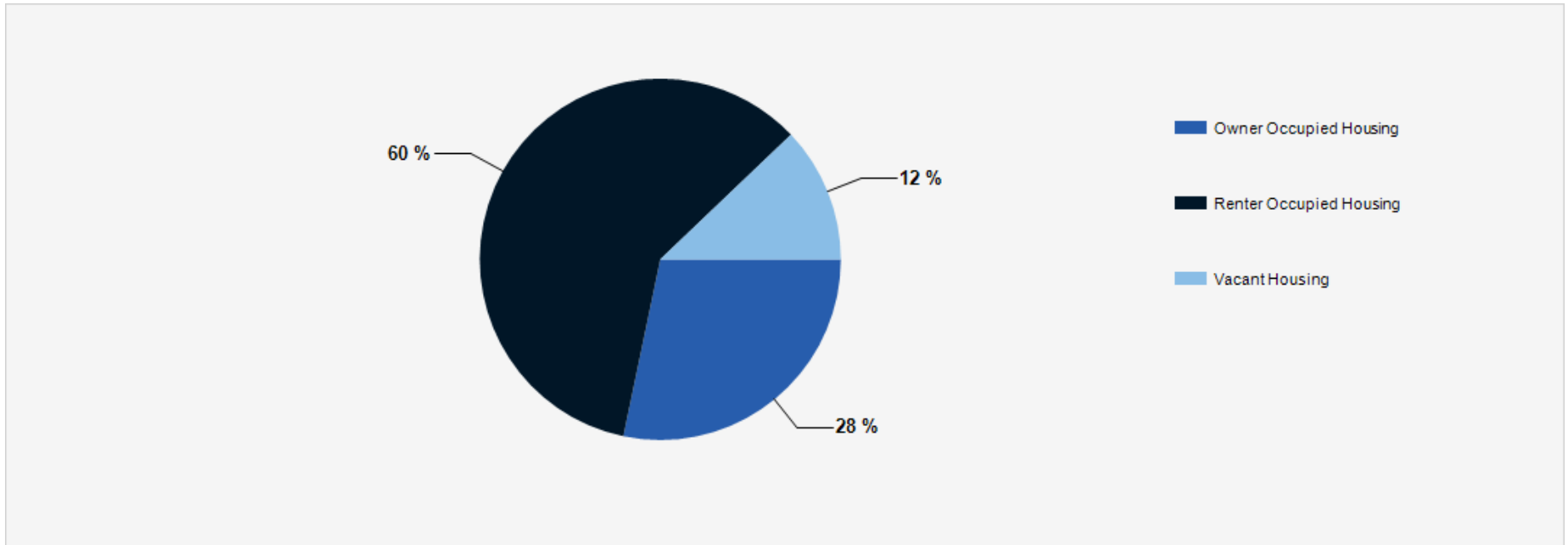
2020 Household Income



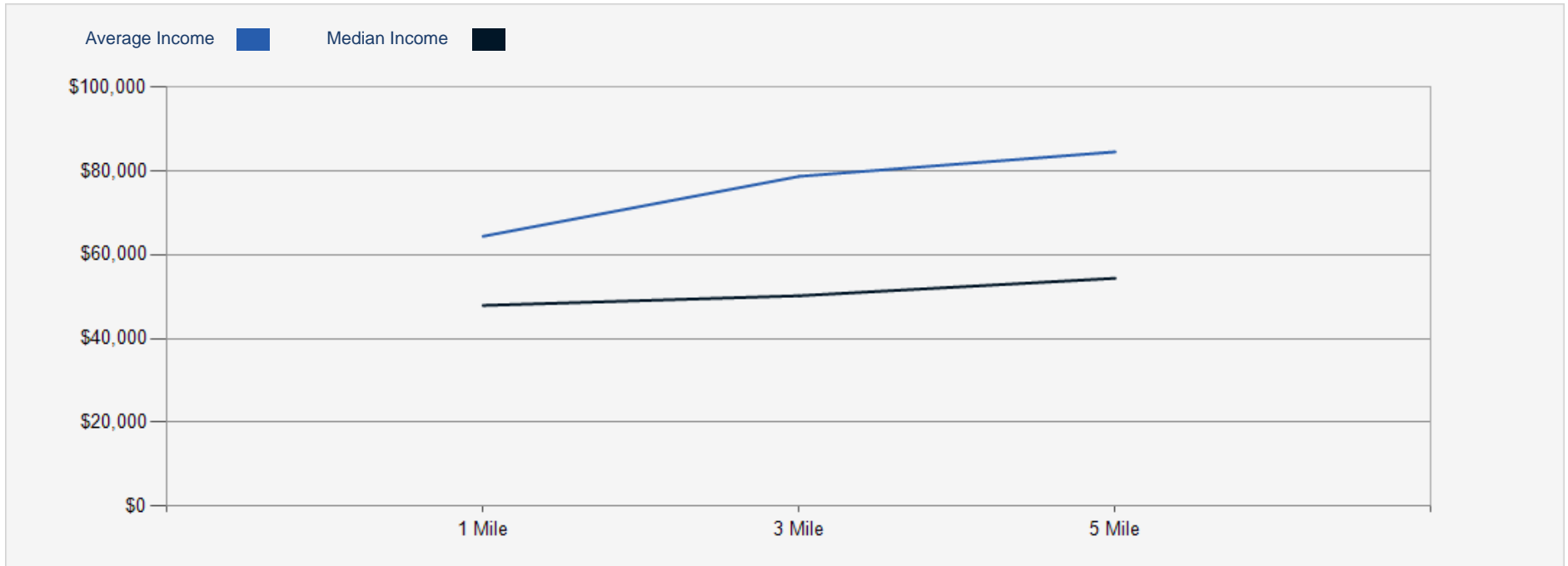
2020 Population by Race



2020 Household Occupancy - 1 Mile Radius



2020 Household Income Average and Median



20bd South Arcadia Assisted Living



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