W & PARTNERS
COMMERCIAL REAL ESTATE

OFFERING MEMORANDUM

936 E Navajo Rd

Tucson, AZ 85719 | 4-Unit Multi-Family Investment

Offered at $699,999 — 7.51% Cap Rate

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CONFIDENTIALITY & DISCLAIMER

This Offering Memorandum has been prepared by W & Partners for use by a limited number of qualified prospective purchasers in evaluating the potential acquisition of 936 E Navajo Rd, Tucson, AZ 85719 (the “Property”). It does not purport to be all-inclusive or to contain all the information a prospective purchaser may require. The information contained herein has been obtained from sources believed to be reliable, including MLS #7057043, but has not been independently verified by W & Partners and is submitted subject to errors, omissions, and changes without notice. All prospective purchasers must independently verify all information, including square footage, unit counts, income, expenses, zoning, and physical condition, and should conduct their own investigation and analysis. Financial performance figures in this Memorandum are drawn from the owner's 2024 Airbnb earnings report for Units 1–4; W & Partners has not independently audited this data, and buyer should verify short-term rental permitting, business licensing, and zoning compliance (Tucson R2) prior to closing, as continued short-term rental use is not guaranteed. This is not an offer to sell securities. By accepting this Memorandum, the recipient agrees to keep its contents confidential and to return or destroy it upon request.

INVESTMENT HIGHLIGHTS

- 4-unit income property (3-bed/1-bath house plus a 3-unit tri-plex of 1-bed/1-bath units) across two buildings on a 0.25-acre lot in Central Tucson.
- Attractive 7.51% cap rate at the $699,999 asking price, supported by verified 2024 Airbnb earnings of $59,211.55 gross across Units 1–4 — not just a broker pro forma.
- Proven short-term rental performance with clear upside: Unit 2 alone generated $22,959.35 (38.8% of portfolio revenue) in 2024, while Unit 3 underperformed at $7,557.70, suggesting room to lift the weakest unit toward the portfolio average.
- Owner currently pays all utilities (water, sewer, electric, trash, cable) and landscaping — a clear value-add path to a tenant-pays or RUBS structure if converted to long-term rental.
- Infill location at 1st Ave & Fort Lowell Rd, one of Tucson's highest-traffic north-south/east-west corridors, with combined daily traffic in the 55,000–70,000+ vehicle range.
- Dense, renter-majority submarket: ZIP 85719 is 64% renter-occupied with a median age of 26, driven by proximity to the University of Arizona.
- Zoned R2, wood-frame/stucco construction, tile roofing, tile flooring, no deferred-maintenance items noted; served by Amphitheater Unified School District.

$699,999	7.51%	4	1962	0.25 AC
Price	Cap Rate	Units	Year Built	Lot Size

PROPERTY OVERVIEW

936 E Navajo Rd is a 4-unit income property located in Tucson's Central / Amphitheater submarket, just off the signalized intersection of 1st Ave & Fort Lowell Rd. The offering consists of two buildings on a single 0.25-acre parcel: a 3-bedroom/1-bath single-family home and a detached tri-plex comprised of three 1-bedroom/1-bath units. All four units are currently furnished and operated as short-term rentals via Airbnb, with verified 2024 earnings data (see Financial Overview). Construction is wood-frame with painted stucco exteriors, tile roofing, and tile flooring throughout. Units include washer/dryer or hookups, and cooling is a mix of central air, evaporative, and window units. The Property is served by city water and public sewer, with the owner currently responsible for all utilities, trash collection, cable TV, and landscaping.

Site & Building Summary

Address	**936 E Navajo Rd, Tucson, AZ 85719**	Zoning	**Tucson R2**
MLS #	**7057043**	Year Built	**1962**
Buildings	**2**	Lot Size	**0.25 AC (79' x 144')**
Total Units	**4**	Parking	**4 uncovered spaces**
Construction	**Wood frame / stucco**	Roof / Floors	**Tile / Tile**
Assessor #	**113-04-333**	School District	**Amphitheater Unified**

Unit Mix

Unit	Type	Bed	Bath	Parking
1	House	3	1	Uncovered
2	Tri-Plex	1	1	Uncovered
3	Tri-Plex	1	1	Uncovered
4	Tri-Plex	1	1	Uncovered

Property Features

Wood frame / stucco construction, tile roof, tile flooring • Washer/dryer and hookups • Central air, evaporative cooling, and window units (mixed by unit) • Wall furnace heating • City water and public sewer • Owner currently pays all utilities, cable TV, and landscaping • No pool, no HOA

LOCATION & MARKET OVERVIEW

The Property sits in Tucson's Central submarket near the signalized intersection of 1st Ave & Fort Lowell Rd — one of the busiest crossroads on Tucson's east side, connecting the Amphitheater, Sam Hughes, and Iron Horse neighborhoods to the University of Arizona corridor roughly 2.5 miles south. Cross streets are 1st Ave & Fort Lowell Rd; heading north on 1st Ave past Fort Lowell Rd, turn right on Navajo Rd and continue past Tyndall — the Property is on the right. Nearby retail, restaurants, and services along the Fort Lowell and 1st Ave corridors generate consistent local foot and vehicle traffic that supports steady rental demand for well-located, walkable housing in this submarket.

Traffic & Accessibility

Corridor	Estimated AADT (vehicles/day)	Source
1st Ave (River Rd to Grant Rd)	**~31,400 – 40,800**	City of Tucson 1st Ave Corridor Study
Fort Lowell Rd (near corridor)	**~29,975**	ADOT / municipal traffic counts
Combined intersection exposure	**60,000+ vehicles/day**	Estimated, sum of approaches

Traffic counts are approximate, drawn from published City of Tucson and ADOT corridor data for 1st Ave and Fort Lowell Rd generally, and are provided for context only; buyer should verify current counts with the City of Tucson Traffic Engineering Division or Pima Association of Governments.

ZIP 85719 Demographics & Density

46,242	**5,806 / sq mi**	**64%**	**26 yrs**
Population (ZIP 85719)	Population Density	Renter-Occupied Households	Median Age
20,781	**$41,086**	**20%**	**19%**
Total Housing Units	Median Household Income	Commute by Walk/Bike	Population in College Housing

Source: U.S. Census Bureau / American Community Survey, via ZIP-code level aggregation for 85719. ZIP 85719 is a dense, renter-majority, university-adjacent submarket — 64% of occupied housing units are renter-occupied and the median resident age is 26, consistent with strong, durable rental demand near the University of Arizona and Central Tucson employment centers.

Schools

Amphitheater Unified School District. Elementary: Winifred Harelson Elementary School. Middle School: Amphitheater Middle School. Multiple additional public, charter, and private schools are located within ZIP 85719, including Presidio School and Montessori Schoolhouse, both on Fort Lowell Rd.

FINANCIAL OVERVIEW

Pricing & Returns

List Price	**$699,999**
Price per Unit	**$175,000**
2024 Gross STR Income (Units 1–4)	**$59,211.55**
Airbnb Service Fees	**$1,776.38**
Net Airbnb Payouts	**$57,435.17**
Operating Expenses	**$6,660.00**
Net Operating Income (NOI)	**$52,551.55**
Cap Rate	**7.51%**
Down Payment	**20%**
Suggested Financing	**Cash / Conventional**
Ownership	**Fee Simple**

Income figures are drawn from the owner's 2024 Airbnb earnings report and isolated to this Property's 4 units (the owner's broader Airbnb portfolio, which also includes a separate Family Home and a St. David property, totaled $82,096.40 in gross earnings). Operating expenses reflect owner-reported annual costs. Buyer to independently verify all income, expense, and tax figures during due diligence, and to confirm current property tax assessment with the Pima County Assessor.

2024 Short-Term Rental Performance by Unit

Unit	Gross Earnings	Airbnb Fees	Net Payout	% of Revenue
Unit 1	$12,534.20	$376.03	$12,158.17	21.2%
Unit 2	$22,959.35	$688.79	$22,270.56	38.8%
Unit 3	$7,557.70	$226.74	$7,330.96	12.8%
Unit 4	$16,160.30	$484.82	$15,675.48	27.3%
Total	**$59,211.55**	**$1,776.38**	**$57,435.17**	**100%**

Average gross per unit: $14,802.89. Average net per unit: $14,358.79. Unit 2 is the portfolio's strongest performer; Unit 3 is the weakest and represents the clearest opportunity to lift blended returns through pricing, listing optimization, or repositioning.

FINANCING & CASH FLOW

Estimated Monthly Payment (30-Year Fixed, $699,000 Purchase Price)

Down Payment	Loan Amount	6.5%	7.0%	7.5%
20% ($139,800)	$559,200	~$3,534/mo	~$3,720/mo	~$3,909/mo
25% ($174,750)	$524,250	~$3,313/mo	~$3,488/mo	~$3,665/mo
30% ($209,700)	$489,300	~$3,092/mo	~$3,255/mo	~$3,421/mo

Principal & interest only; excludes property taxes, insurance, HOA (if any), and capital reserves. Rates and payments are illustrative estimates, not a loan offer or commitment.

Illustrative Cash Flow

Monthly NOI	**$4,379.30**
Est. Monthly P&I (20% down, 7.0%)	**~$3,720.00**
Estimated Pre-Reserve Cash Flow	**~$659/mo**

At 20% down and a 7.0% rate, estimated monthly cash flow is approximately $659 before capital expenditures, vacancy reserves, property insurance, and any property taxes not already reflected in operating expenses. For seller-financing or creative-finance structures, exact payment and cash flow will depend on the negotiated down payment, interest rate, amortization, and balloon term.

Value-Add Opportunity

The current ownership structure has the landlord paying all utilities, trash, cable TV, and landscaping for all four units. Converting to tenant-paid utilities (direct billing or a RUBS program), and improving Unit 3's short-term rental performance toward the $14,800 portfolio average gross, represent straightforward paths to increasing net operating income above the in-place 2024 figures.

Contact

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