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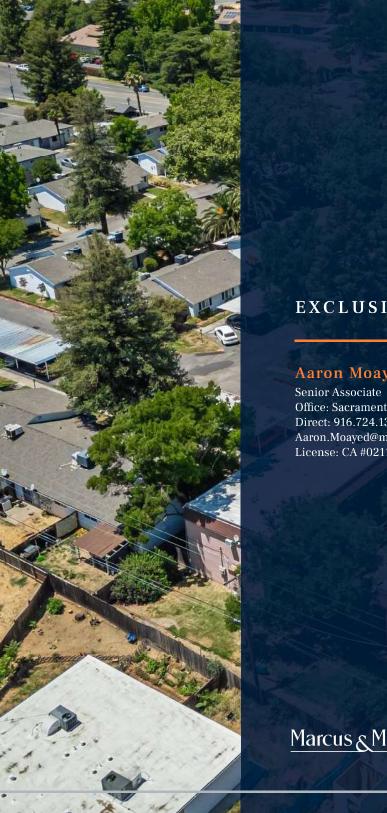
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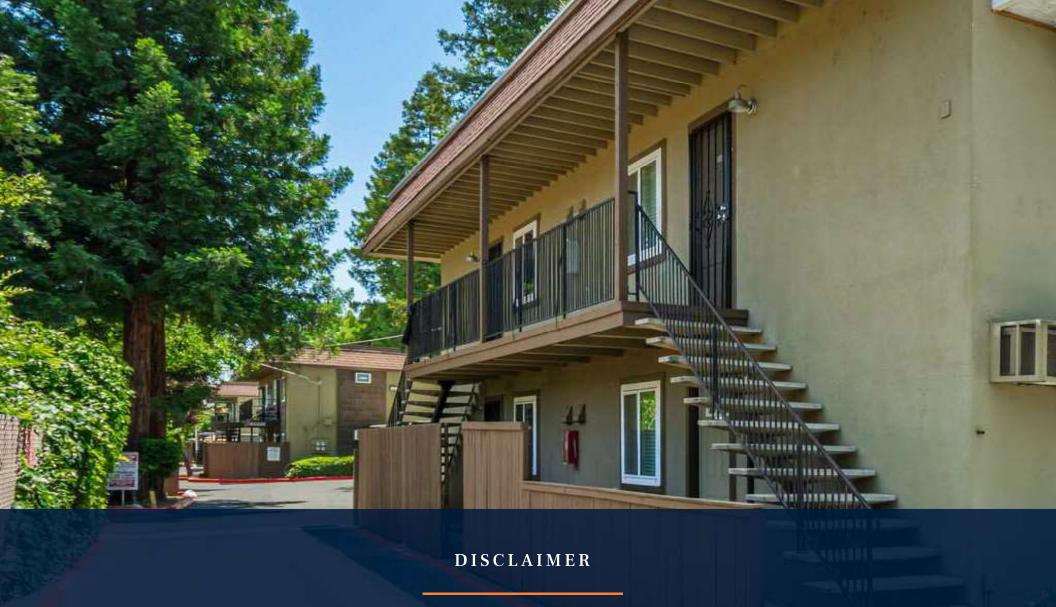
# EXCLUSIVELY LISTED BY

# **Aaron Moayed**

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Marcus & Millichap	



# **Executive Summary**

OFFERING SUMMARY

INVESTMENT HIGHLIGHTS

# OFFERING SUMMARY



Listing Price **\$3,650,000** 





#### FINANCIAL

Listing Price \$3,0		
Down Payment	35% / \$1,277,500	
NOI	\$227,767	
Cap Rate	6.24%	
Price/SF	\$241.40	
Rent/SF	\$1.95	
Price/Unit	\$182,500	

#### **OPERATIONAL**

Rentable SF	15,120 SF
# of Units	20
Lot Size	0.75 Acres (32,670 SF)
Year Built	1963



# PLUMTREE APARTMENTS

3624-3634 Auburn Blvd, Sacramento, CA 95821

### **INVESTMENT OVERVIEW**

Marcus & Millichap is pleased to present the exclusive listing for Plumtree Apartments a 20-Unit Apartment Complex located in the Arden-Arcade area of Sacramento. This site consists of (5) Fourplex-style buildings and covered parking throughout. All 20 units are 2 bedroom/1 bath, and each unit offers in-unit laundry. Some of the units have been upgraded with roughly half of the downstairs units having laminate flooring throughout, and all of the upstair units have laminate flooring in kitchen and carpet in the bedrooms. With an average rent of \$1,471 and market rents approximately \$1,700, Plumtree Apartments' value-add component allows an investor to continue raising rents in tandem with Sacramento's rising rental market.

Plumtree Apartments is just 1/4 mile from Interstate 80 and the Capital City Freeway. The biggest features of the Arden Arcade area are the Cal Expo Fairgrounds, which also houses the Sacramento Republic FC soccer club's Papa Murphy's Park, and the sprawling Arden Fair Mall, which houses numerous national retailers, restaurants and is surrounded by a host of other restaurants and developments.

### **INVESTMENT HIGHLIGHTS**

! Positive Leverage Investment!

Strong Unit Mix of all Two-Bedroom/One-Bathroom

All Units Feature Full Size In-Unit Laundry

Upside in Rents for Value-Add Play



# Property Information

PROPERTY DETAILS

AMENITIES

# PROPERTY DETAILS // Plumtree

#### SITE DESCRIPTION

Number of Units	20
Number of Buildings	5
Floors	2
Year Built/Renovated	1963
Rentable SF	15,120 SF
Lot Size	0.75 Acres
PARKING	
Number of Parking Spaces	26
Parking Ratio	1.3

#### CONSTRUCTION

Framing	Stucco with Wood Shingle Accents
Exterior	Mansard Style/Flat Top
Roof	Concrete

#### UTILITIES

Electric	Through-the-Wall A/C and Doubled-Sided Gas Wall Furnace
Gas	Individually Metered
HVAC	Individually Metered



#### **UNIT AMENITIES**

- Full Size In-Unit Laundry
- Dishwashers
- Back Patio (downstairs units)
- Laminate Flooring in Most Units
- Dual-Pane Windows

#### **COMMON-AREA AMENITIES**

- Covered / Assigned Parking Stalls
- Brick BBQ / Basketball Common Area
- Gorgeous Greenery throughout Complex
- Lengthwise Layout Gives Privacy throughout Complex







# Photography

EXTERIOR PHOTOS

ADDITIONAL PHOTOS

INTERIOR PHOTOS

AERIAL PHOTOS









# ADDITIONAL PHOTOS // Plumtree















# AERIAL PHOTOS // Plumtree











# Location Information

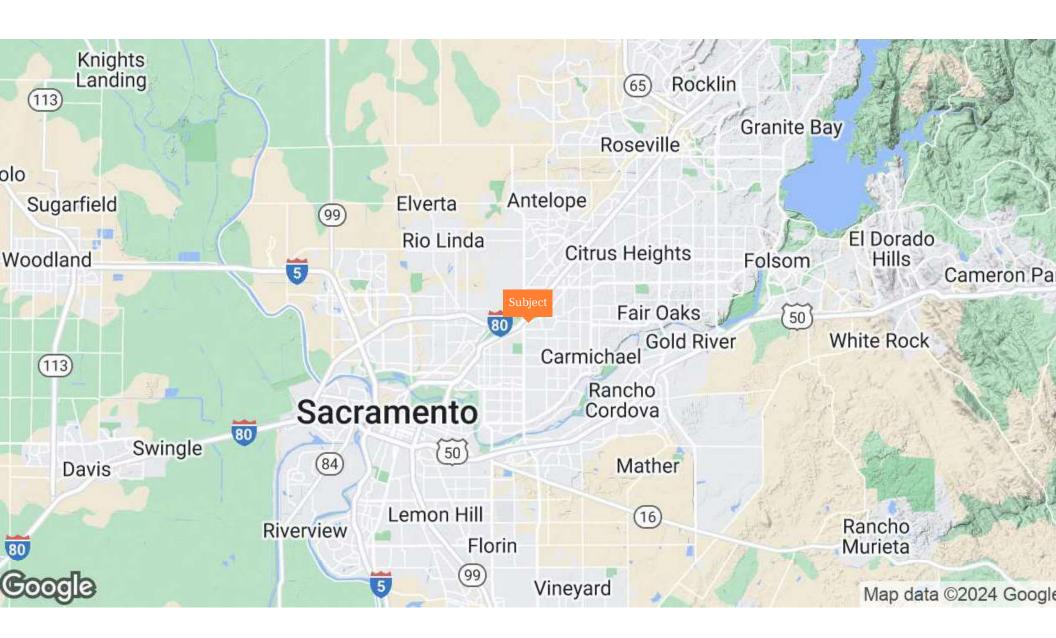
REGIONAL MAP

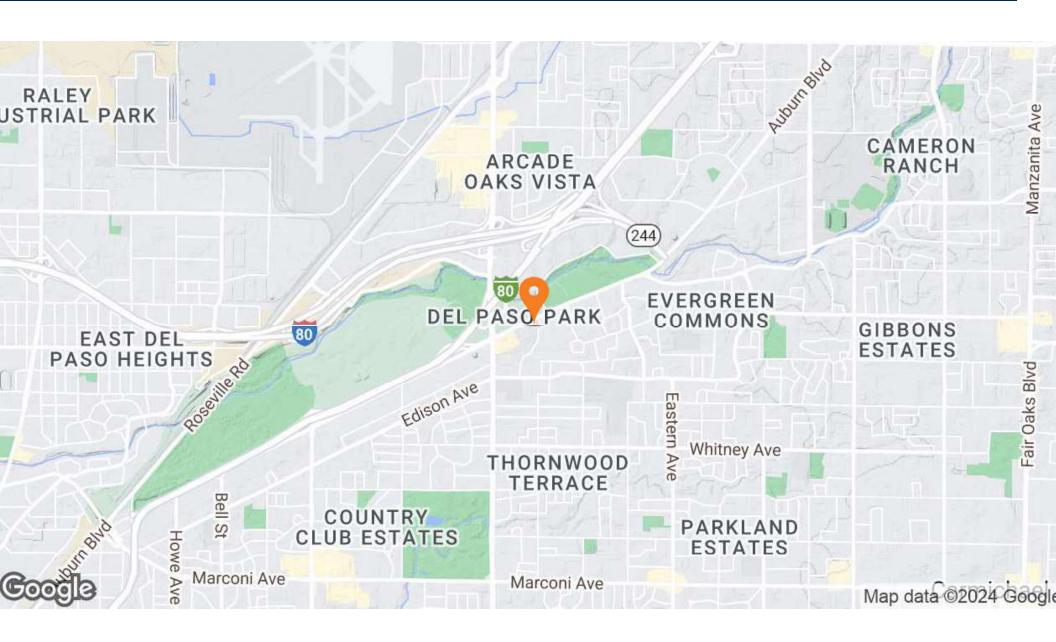
LOCAL MAP

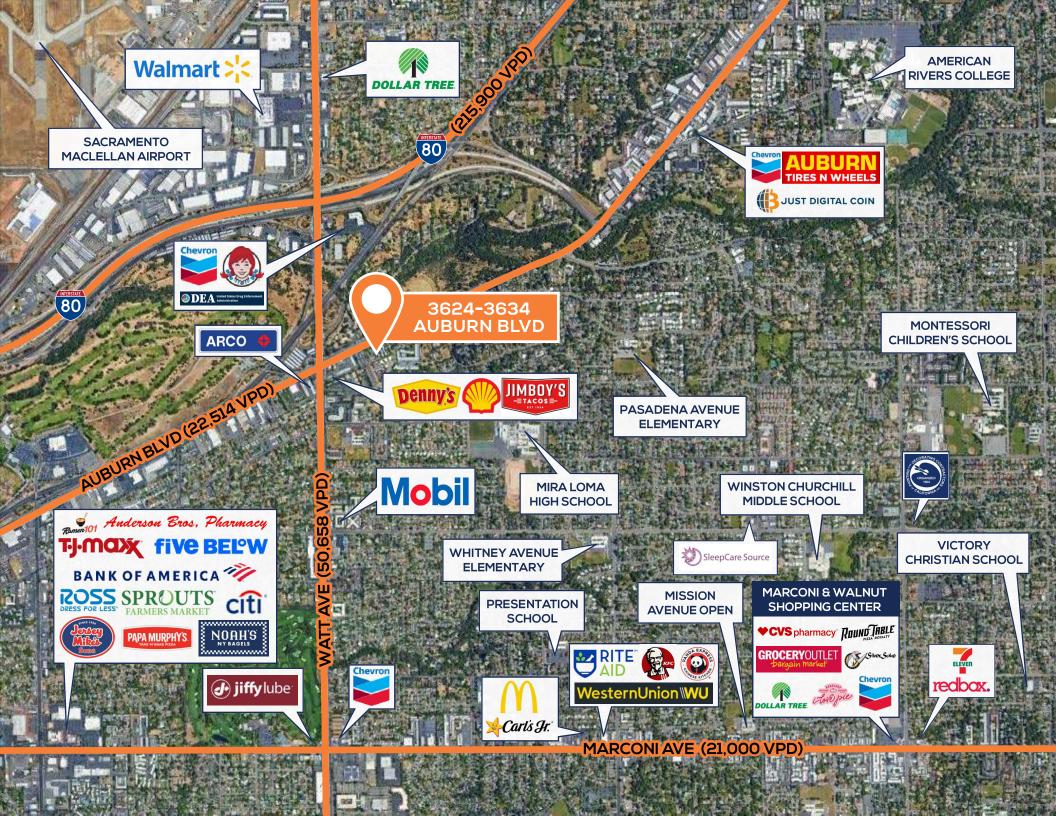
AREA AMENITY MAP

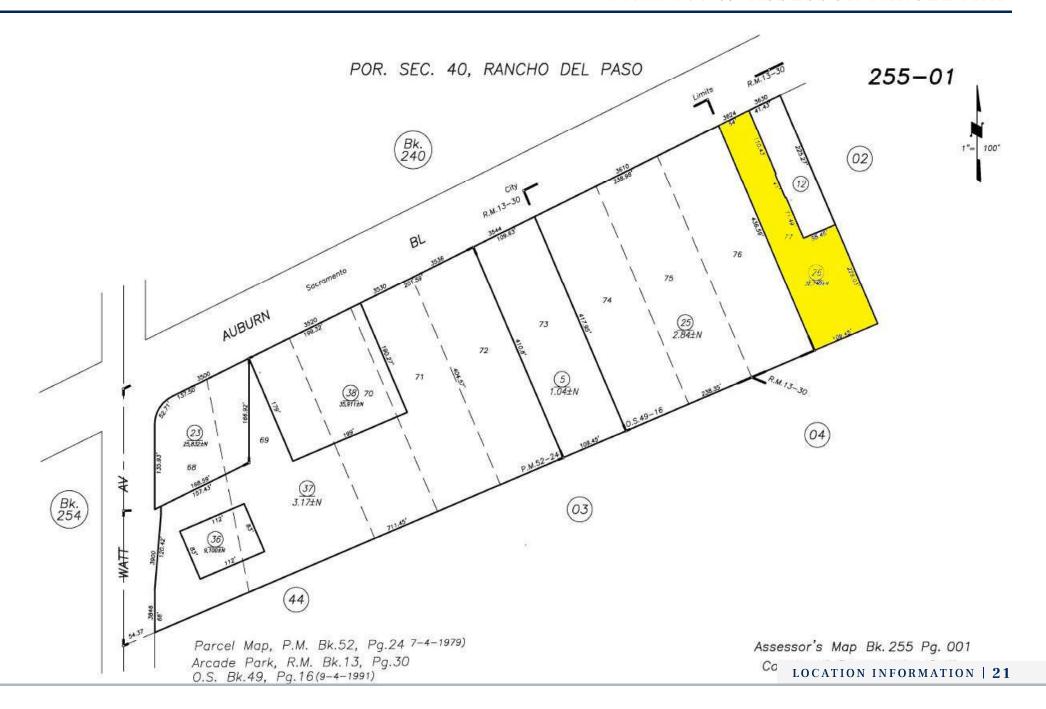
ASSESSOR PARCEL MAP











# Financial Analysis

RENT ROLL

OPERATING STATEMENT

NOTES

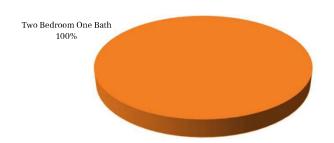
PRICING DETAILS

				SCHEDULED			POTENTIAL		
	# OF	AVG SQ	RENTAL	AVERAGE	AVERAGE	MONTHLY	AVERAGE	AVERAGE	MONTHLY
UNIT TYPE	UNITS	FEET	RANGE	RENT	RENT / SF	INCOME	RENT	RENT / SF	INCOME
Two Bedroom One Bath	20	756	\$764 - \$1,650	\$1,471	\$1.95	\$29,412	\$1,700	\$2.25	\$34,000
TOTALS/WEIGHTED AVERAC	20	756		\$1,471	\$1.95	\$29,412	\$1,700	\$2.25	\$34,000

GROSS ANNUALIZED RENTS \$352,947 \$408,000

Notes:

#### **Unit Distribution**





# OPERATING STATEMENT

INCOME	Current		ProForma		NOTES	PER UNIT
Gross Potential Rent	408,000		408,000			20,400
Loss / Gain to Lease	(55,053)	13.5%	0		[1]	0
Gross Current Rent	352,947		408,000			20,400
Non-Revenue Units	0	0.0%	0			0
TOTAL VACANCY	(\$10,588)	3.0%	(\$12,240)	3.0%		(\$612)
Effective Rental Income	342,359		395,760			19,788
Utility Bill-Back	19,264		19,264		[2]	963
TOTAL OTHER INCOME	\$19,264		\$19,264			\$963
EFFECTIVE GROSS INCOME	\$361,623		\$415,024			\$20,751

EXPENSES	Current		ProForma		NOTES	PER UNIT
Real Estate Taxes	44,296		44,296 19,256		[3]	2,215
Insurance	19,256		19,256		[4]	2,215 963
Utilities & Trash	33,639		33,639 10,000		[4]	1,682 500
Repairs & Maintenance	10.000		10,000		[4] [5] [6]	500
Landscaping	4,000		4,000		[6]	200
Payroll Pest Control	6,000		6,000		[7]	300
Pest Control	4,000 6,000 2,200		4,000 6,000 2,200		[4] [8]	110
Management Fee	14,465	4.0%	16,601	4.0%	[8]	110 830
TOTAL EXPENSES	\$133,856		\$135,992			\$6,800
EXPENSES AS % OF EGI	37.0%		32.8%			
NET OPERATING INCOME	\$227,767		\$279,032			\$13,952

Notes and assumptions to the above analysis are on the following page.

# NOTES TO OPERATING STATEMENT

- [1] Loss-to-Lease of Approximately 10.9%
- [2] Income From Utility Bill-Back Provided by Owner
- [3] Real Estate Taxes with Acquisition price of \$3,650,000 and Tax Rate of 1.2136%.
- [4] Figures based on Owner-Provided T-12 Cash Flow Statement.
- [5] Repairs & Maintenance Set at a Standard Annual Rate of \$500 Per Unit.
- [6] Landscaping Cost Standardized to \$4,000.
- [7] Payroll Cost Standardized to \$6,000.
- [8] Management Fee of 4% Used.

# PRICING DETAILS // Plumtree

SUMMARY		
Price	\$3,650,000	
Down Payment	\$1,277,500	35%
Number of Units	20	
Price Per Unit	\$182,500	
Price Per SqFt	\$241.40	
Rentable SqFt	15,120	
Lot Size	0.75 Acres	
Approx. Year Built	1963	

RETURNS	Current	ProForma	Reno	
CAP Rate	6.24%	7.64%	0.00%	
GRM	10.34	8.95		
Cash-on-Cash	7.15%	11.16%		
Debt Coverage Ratio	1.67	2.05		

FINANCING	1st Loan	
Loan Amount	\$2,372,500	
Loan Type	New	
Interest Rate	5.75%	
Amortization	30 Years	
Year Due	2029	

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative.

# OF UNITS	UNIT TYPE	SQFT/UNIT	CURRENT	MARKET RENTS
20	Two Bedroom One Bath	756	\$1,471	\$1,700

#### OPERATING DATA

INCOME		Current		ProForma
Gross Scheduled Rent		\$352,947		\$408,000
Less: Vacancy/Deductions	3.0%	\$10,588	3.0%	\$12,240
Total Effective Rental Income		\$342,359		\$395,760
Other Income		\$19,264		\$19,264
Effective Gross Income		\$361,623		\$415,024
Less: Expenses	37.0%	\$133,856	32.8%	\$135,992
Net Operating Income		\$227,767		\$279,032
Cash Flow		\$227,767		\$279,032
Debt Service		\$136,419		\$136,419
Net Cash Flow After Debt Service	7.15%	\$91,348	11.16%	\$142,613
Principal Reduction		\$0		\$0
TOTAL RETURN	7.15%	\$91,348	11.16%	\$142,613

EXPENSES	Current	ProForma
Utilities & Trash	\$33,639	\$33,639
Repairs & Maintenance	\$10,000	\$10,000
Landscaping	\$4,000	\$4,000
Payroll	\$6,000	\$6,000
Pest Control	\$2,200	\$2,200
Management Fee	\$14,465	\$16,601
TOTAL EXPENSES	\$133,856	\$135,992
EXPENSES AS % OF EGI	37.02%	32.77%
TOTAL EXPENSES	\$136,890	\$139,026
Expenses/Unit	\$6,844	\$6,951
Expenses/SF	\$9.05	\$9.19

# Sale Comparables

SALE COMPS MAP

SALE COMPS SUMMARY

CAP RATE CHART

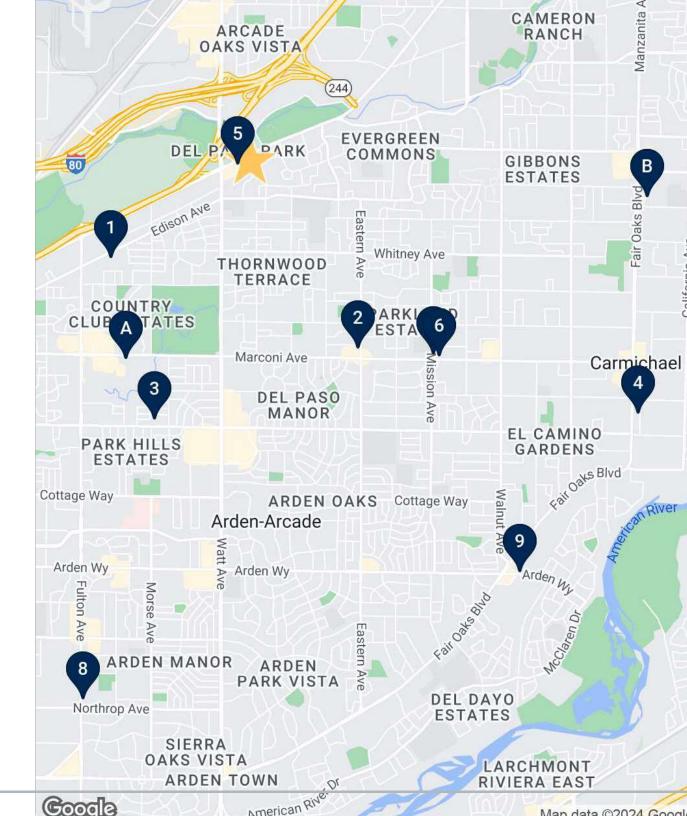
PRICE PER UNIT CHART

# SALE COMPS MAP



Plumtree

- 1 Edison Oaks Apartments
- 2 2933 Eastern Ave
- 3 Jersey Way Apartments
- 4 Hause Apartments
- **5** Lone Pine Apartments
- 6 Marconi Vista Apartments
- **7** Morningside At Carmichael
- 8 The Chloe
- 9 Arden Oaks Apartment
- 10 Morris Apartments
- 11 Sutter Crossing

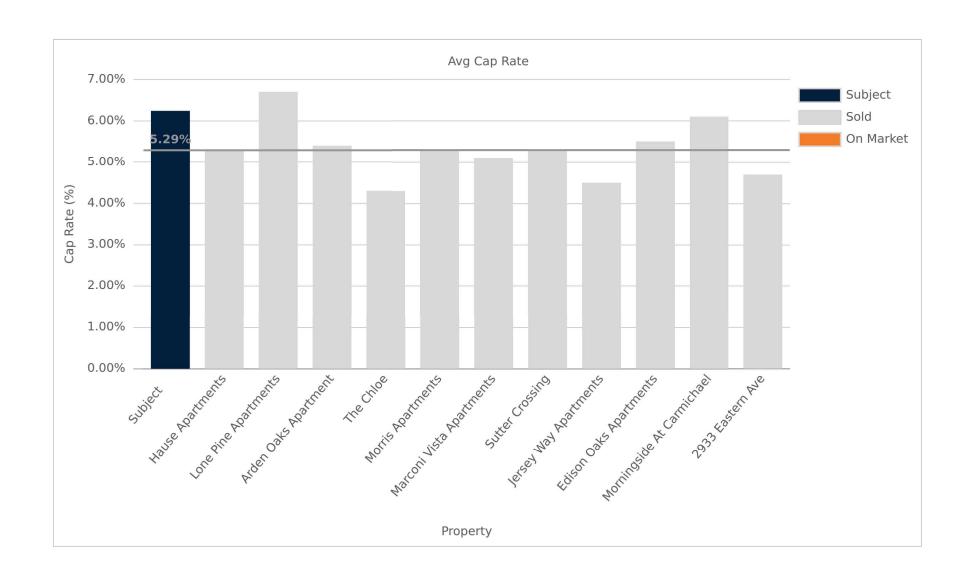


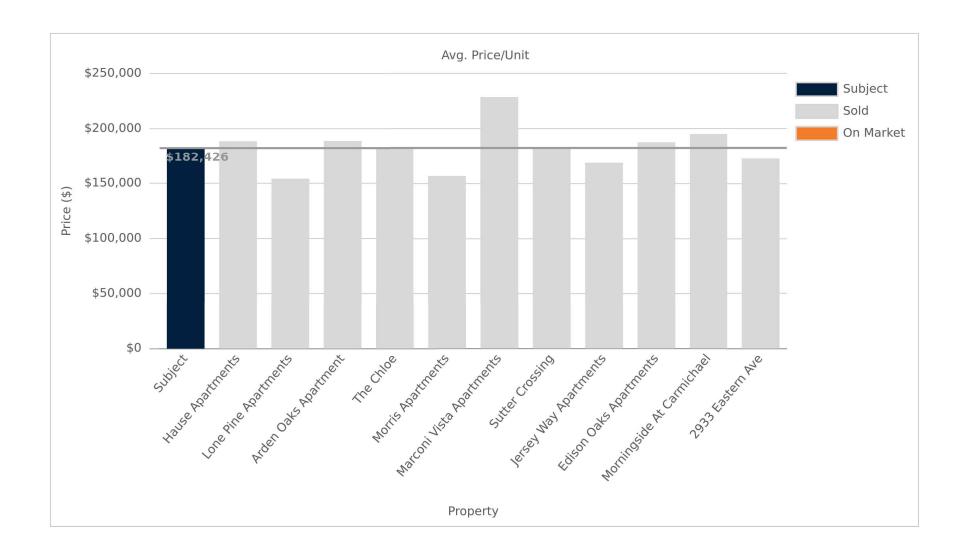
# Plumtree // SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	PRICE/UNIT	CAP RATE	# OF UNITS	CLOSE
*	Plumtree 3624-3634 Auburn Blvd Sacramento, CA 95821	\$3,650,000	\$182,500	6.24%	20	On Market
	SALE COMPARABLES	PRICE	PRICE/UNIT	CAP RATE	# OF UNITS	CLOSE
1	Edison Oaks Apartments 3405 Hidden Oak Ct Sacramento, CA 95821	\$2,250,000	\$187,500	5.50%	12	02/01/2024
2	<b>2933 Eastern Ave</b> Sacramento, CA 95821	\$2,075,000	\$172,916	4.70%	12	05/01/2024
3	<b>Jersey Way Apartments</b> 3100 Jersey Way Sacramento, CA 95821	\$3,885,000	\$168,913	4.50%	23	12/01/2023
4	Hause Apartments 2601 Carmichael Way Carmichael, CA 95608	\$4,525,000	\$188,541	5.30%	24	06/01/2022
5	<b>Lone Pine Apartments</b> 3544 Auburn Blvd Sacramento, CA 95821	\$3,700,000	\$154,166	6.70%	24	11/01/2022
6	<b>Marconi Vista Apartments</b> 4725 Marconi Ave Carmichael, CA 95608	\$6,400,000	\$228,571	5.10%	28	05/01/2023

# SALE COMPS SUMMARY // Plumtree

	SUBJECT PROPERTY	PRICE	PRICE/UNIT	CAP RATE	# OF UNITS	CLOSE
7	<b>Morningside At Carmichael</b> 4721 Marconi Ave Carmichael, CA 95608	\$5,850,000	\$195,000	6.10%	30	03/01/2024
8	<b>The Chloe</b> 940 Fulton Ave Sacramento, CA 95825	\$5,850,000	\$182,812	4.30%	32	04/01/2023
9	<b>Arden Oaks Apartment</b> 5155 Arden Wy Carmichael, CA 95608	\$6,800,000	\$188,888	5.40%	36	01/01/2023
10	Morris Apartments 2900 Marconi Ave Sacramento, CA 95821	\$6,275,000	\$156,875	5.30%	40	04/01/2023
•	<b>Sutter Crossing</b> 5939 Sutter Ave Carmichael, CA 95608	\$7,300,000	\$182,500	5.30%	40	07/01/2023
	AVERAGES	\$4,991,818	\$182,425	5.29%	27	-







# **Lease Comparables**

RENT COMPS MAP

RENT BY BED CHART

# RENT COMPS MAP



Plumtree



3636 Edison Ave



2929 Edison Ave



3910 Auburn Blvd



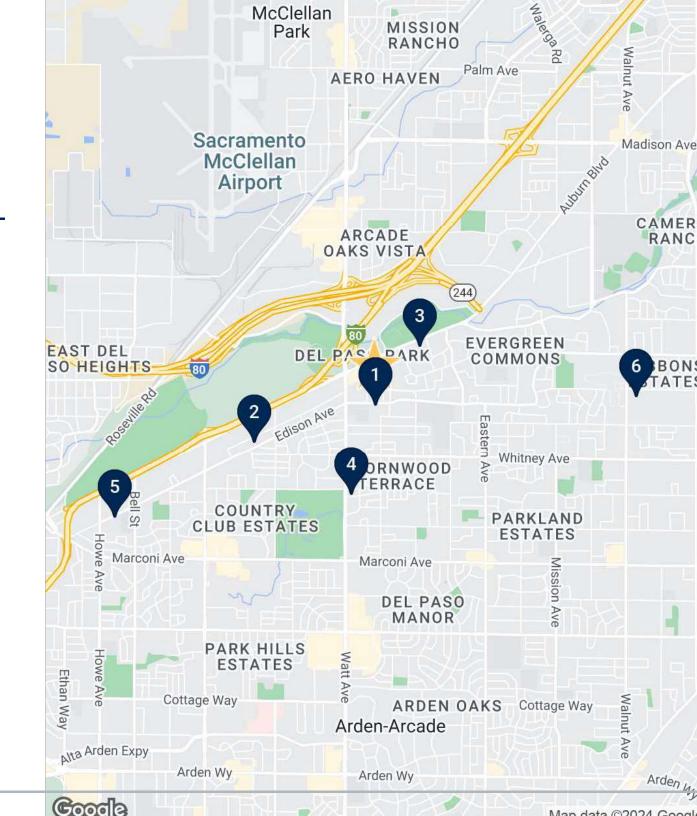
3220 Watt Ave

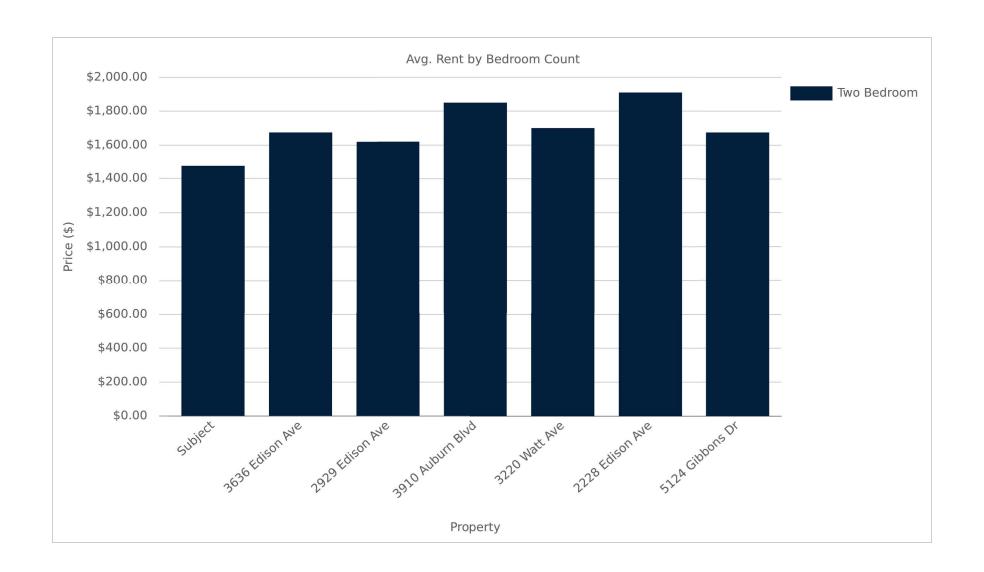


2228 Edison Ave



5124 Gibbons Dr







# **Market Overview**

MARKET OVERVIEW

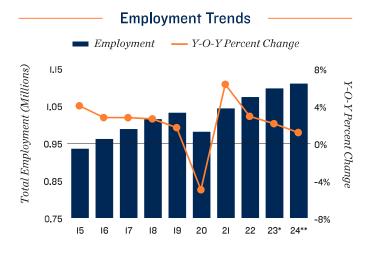
DEMOGRAPHICS

### **SACRAMENTO**

### State's Most Affordable Major Market Retains Cost-of-Living Charm, Yet has the Fastest Rising Vacancy

Improved demand downtown is paramount for metro stabilization. Sacramento entered this year with a mean effective rent that trailed other major California markets by \$280 to \$1,100 per month, a discount that should attract relocating households contending with multiple years of elevated inflation. Demographic trends, however, are somewhat misaligned with construction. While the overall metro population is projected to expand in 2024, the age 20-to 34-year-old cohort is forecast to shrink by over 1 percent. As young adults are more prone to live in urban settings for lifestyle advantages, this downward trend is creating challenges amid aggressive construction downtown. Central Sacramento's apartment inventory grew by almost 15 percent over the past two years and will expand by an additional 4 percent in 2024. These new units are beginning to be absorbed, but the submarket still accounted for the greatest share of vacant rentals metrowide entering this year. By comparison, Roseville-Rocklin and Davis — the next two fastest-growing areas for apartment supply — had the tightest vacancies in Sacramento to open the year. This appetite for new units present in suburban settings will need to extend to the core for Sacramento's multifamily sector to stabilize on a broader level.

Labor market dynamics may hint at opportunities. Sacramento's workforce expanded twice as fast as the next-closest northern California market since the onset of the pandemic. Alongside the potential for greater yields as the metro has the second-highest average cap rate in the state, these factors could pique buyer interest in 2024. At the same time, uneven job growth may influence strategies. Since 2019, the professional and technical services sector — which often pays higher wages — grew by over 25 percent, fueling Class A/B rental demand. Conversely, retail trade, as well as accommodation and food services, rose by less than 2 percent, curbing Class C demand.





Sources: CoStar Group, Inc.; Real Capital Analytics; RealPage, Inc.

### MARKET OVERVIEW // Plumtree

### 2024 MARKET FORECAST

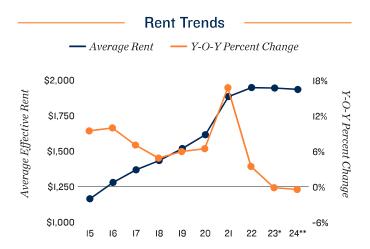
+1.2% EMPLOYMENT: Sacramento ties for the fastest pace of job growth in California this year by adding 13,000 positions. This puts the local head-count nearly 8 percent above 2019, the largest bump in the state.

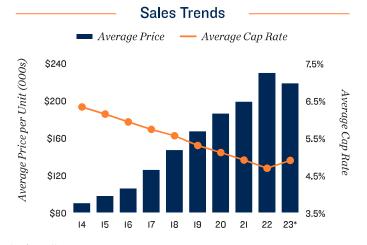
3,200 units CONSTRUCTION: One year after setting an all-time high with 3,100 units delivered, a new record is achieved in 2024. Natomas and Folsom-Orangevale-Fair Oaks have the greatest suburban pipelines.

+30 bps VACANCY: Among California's eight major metros, Sacramento's vacancy increase ranks as the largest this year, as it expects the second-fastest pace of inventory growth. The rate climbs to 6.3 percent.

RENT: A second consecutive year of aggressive construction and the highest vacancy rate since 2009 put some downward pressure on rents. The average effective monthly rate will tick down to \$1,930.

INVESTMENT: Aligning with labor market trends, sturdier vacancy and stronger rent growth in the Class A segment may stimulate investment activity, particularly in the east suburban corridor from Arden-Arcade to Folsom.





<sup>\*</sup>Estimate; \*\*Forecast Sources: CoStar Group, Inc.; Real Capital Analytics; RealPage, Inc.

-0.5%

POPULATION	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Population	12,089	137,580	365,738
2023 Estimate			
Total Population	11,832	134,638	358,191
2020 Census			
Total Population	12,165	142,103	371,156
2010 Census			
Total Population	10,351	122,207	331,146
Daytime Population			
2023 Estimate	13,581	151,788	362,899
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Households	4,593	55,269	141,746
2023 Estimate			
Total Households	4,480	54,004	138,525
Average (Mean) Household Size	2.5	2.5	2.6
2020 Census			
Total Households	4,436	53,495	137,117
2010 Census			
Total Households	4,050	49,167	127,339
Growth 2023-2028	2.5%	2.3%	2.3%
HOUSING UNITS	1 Mile	3 Miles	5 Miles
Occupied Units			
2028 Projection	4,757	57,055	146,552
2023 Estimate	4,686	56,246	144,308
Owner Occupied	2,277	23,211	66,852
Renter Occupied	2,203	30,793	71,673
Vacant	206	2,242	5,783
Persons in Units			
2023 Estimate Total Occupied Units	4,480	54,004	138,525
1 Person Units	28.5%	31.4%	29.3%
2 Person Units	33.6%	31.0%	30.8%
3 Person Units	15.4%	15.1%	15.6%
4 Person Units	13.1%	12.4%	12.6%
5 Person Units	5.4%	5.5%	6.1%
6+ Person Units	4.0%	4.6%	5.6%

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2023 Estimate	1 Mile	J WIIICS	J WIIICS
\$200,000 or More	6.4%	4.8%	6.8%
\$150,000-\$199,999	9.1%	6.3%	6.3%
\$100,000-\$149,999	17.5%	14.6%	16.0%
\$75,000-\$99,999	12.0%	12.9%	13.5%
\$50,000-\$74,999	16.6%	17.6%	17.7%
\$35,000-\$49,999	10.9%	12.1%	11.8%
\$25,000-\$34,999	8.4%	10.1%	8.9%
\$15,000-\$24,999	8.0%	9.5%	8.2%
Under \$15,000	11.0%	12.3%	10.8%
Average Household Income	\$91,706	\$80,731	\$90,000
Median Household Income	\$66,351	\$57,503	\$63,174
Per Capita Income	\$35,433	\$32,717	\$35,068
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2023 Estimate Total Population	11,832	134,638	358,191
Under 20	22.6%	24.2%	24.8%
20 to 34 Years	18.3%	21.3%	22.0%
35 to 39 Years	6.6%	7.0%	7.0%
40 to 49 Years	12.5%	11.6%	11.6%
50 to 64 Years	21.9%	19.1%	18.3%
Age 65+	18.1%	16.8%	16.3%
Median Age	41.9	38.2	37.2
Population 25+ by Education Level			
2023 Estimate Population Age 25+	8,528	94,300	247,244
Elementary (0-8)	5.0%	6.0%	6.1%
Some High School (9-11)	6.3%	7.0%	6.9%
High School Graduate (12)	23.9%	26.8%	26.2%
Some College (13-15)	27.5%	26.9%	25.6%
Associate Degree Only	10.9%	9.8%	9.7%
Bachelor's Degree Only	17.8%	15.8%	16.5%
Graduate Degree	8.5%	7.7%	8.9%
Population by Gender			
2023 Estimate Total Population	11,832	134,638	358,191
Male Population	49.0%	48.3%	48.6%
Female Population	51.0%	51.7%	51.4%

### DEMOGRAPHICS // Plumtree



#### **POPULATION**

In 2023, the population in your selected geography is 358,191. The population has changed by 8.17 since 2010. It is estimated that the population in your area will be 365,738 five years from now, which represents a change of 2.1 percent from the current year. The current population is 48.6 percent male and 51.4 percent female. The median age of the population in your area is 37.2, compared with the U.S. average, which is 38.7. The population density in your area is 4,555 people per square mile.



#### **EMPLOYMENT**

In 2023, 168,758 people in your selected area were employed. The 2010 Census revealed that 62.1 of employees are in whitecollar occupations in this geography, and 18.1 are in blue-collar occupations. In 2023, unemployment in this area was 5.0 percent. In 2010, the average time traveled to work was 26.00 minutes.



#### **HOUSEHOLDS**

There are currently 138,525 households in your selected geography. The number of households has changed by 8.78 since 2010. It is estimated that the number of households in your area will be 141,746 five years from now, which represents a change of 2.3 percent from the current year. The average household size in your area is 2.6 people.



#### HOUSING

The median housing value in your area was \$344,226 in 2023. compared with the U.S. median of \$268,796. In 2010, there were 63,814.00 owner-occupied housing units and 63,524.00 renteroccupied housing units in your area.



#### **INCOME**

In 2023, the median household income for your selected geography is \$63,174, compared with the U.S. average, which is currently \$68,480. The median household income for your area has changed by 44.52 since 2010. It is estimated that the median household income in your area will be \$74,844 five years from now, which represents a change of 18.5 percent from the current year.

The current year per capita income in your area is \$35,068, compared with the U.S. average, which is \$39,249. The current year's average household income in your area is \$90,000, compared with the U.S. average, which is \$100,106.



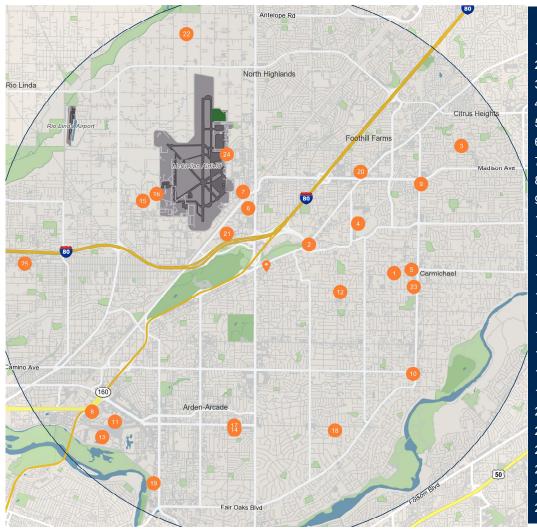
#### **EDUCATION**

The selected area in 2023 had a lower level of educational attainment when compared with the U.S averages. Only 8.9 percent of the selected area's residents had earned a graduate degree compared with the national average of 12.7 percent, and 16.5 percent completed a bachelor's degree, compared with the national average of 20.2 percent.

The number of area residents with an associate degree was higher than the nation's at 9.7 percent vs. 8.5 percent, respectively.

The area had fewer high-school graduates, 26.2 percent vs. 26.9 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 25.6 percent in the selected area compared with the 20.1 percent in the U.S.

# Plumtree // DEMOGRAPHICS



	Major Employers	<b>Employees</b>
1	Sunbrdge Brttany Rhblttion Ctr-American Rver Care Rhblttion C	2,884
2	Willow Springs LLC-Heritage Oaks Hospital	2,147
3	Dignity Health-Mercy San Juan Medical Center	1,500
4	Los Rios Community College Dst-American River College	1,439
5	Blue Shield Cal Lf Hlth Insur	1,324
6	Homeq Servicing Corporation	1,000
7	Fortuna Bus MGT Consulting Inc-Fortuna BMC	750
8	Niello Company	612
9	Diez & Leis RE Group Inc-Prudential Norcal Realty	605
10	Acct Holdings LLC	594
11	Kaiser Foundation Hospitals-Kaiser Permanente	571
12	SSC Carmichael Operating Co LP-Mission Crmchael Halthcare Ctr	560
13	Premier Food Services Inc	557
14	Kaiser Foundation Hospitals	523
15	Villara Corporation-Walk Through Video	482
16	SPI Solar Inc	451
17	Permanente Medical Group Inc	418
18	Permanente Medical Group Inc-Kaiser Permanente	418
19	Los Rios Community College Dst-Operatons Div Scrmnto Cy Clleg	366
20	H & D Electric	360
21	Builders Firstsource Inc-Heritage One Door & Carpentry	350
22	Marques Gen Engrg Inc A Cal Co	350
23	Smart & Final Stores Inc	331
24	Northrop Grumman Systems Corp-Northrop Grumman Info Systems	321
25	Chiro Inc-Mr Clean Maintenance Systems	317

# DEMOGRAPHICS // Plumtree

