

MULTIFAMILY PROPERTY FOR SALE

137 E

# NORWOOD COURT

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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Sophus Properties in compliance with all applicable fair housing and equal opportunity laws.

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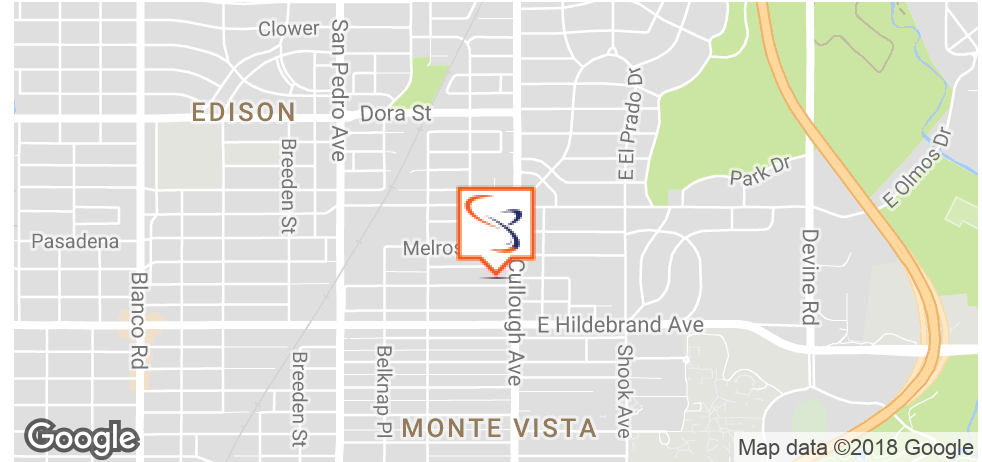
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SECTION 1

# PROPERTY INFORMATION

**PROPERTY INFORMATION | Executive Summary**



**OFFERING SUMMARY**

Sale Price:	\$650,000
Number Of Units:	8
Projected Cap Rate:	6.38%
Projected NOI:	\$41,472
Lot Size:	0.18 Acres
Year Built:	1963
Building Size:	4,775 SF
Zoning:	Multi family
Market:	Central
Submarket:	Monte Vista Terrace
Price / SF:	\$136.13

**PROPERTY OVERVIEW**

Excellent opportunity to own a well maintained 8 units in centrally located Monte Vista Terrace. Property is located just off McCullough, a few blocks from Hildebrand. Upside potential with increased rents and a RUBS for water. Property is close to Trinity University, The Pearl and a short drive to Downtown San Antonio.

**PROPERTY HIGHLIGHTS**

- Stable neighborhood
- Well maintained asset
- Property includes 5 units in main structure and 3 units carriage house
- 8 Assigned parking spaces
- On-Site Laundry facility (coin operated)
- All units have wood floors

## PROPERTY INFORMATION | Complete Highlights

### SALE HIGHLIGHTS

- Upside potential on Rents
- Centrally Located
- High demand rental market
- Stable neighborhood
- Upside potential with implementation of RUBS for water
- Appliance package



MULTIFAMILY PROPERTY FOR SALE  
PROPERTY INFORMATION | Additional Photos





SECTION 2

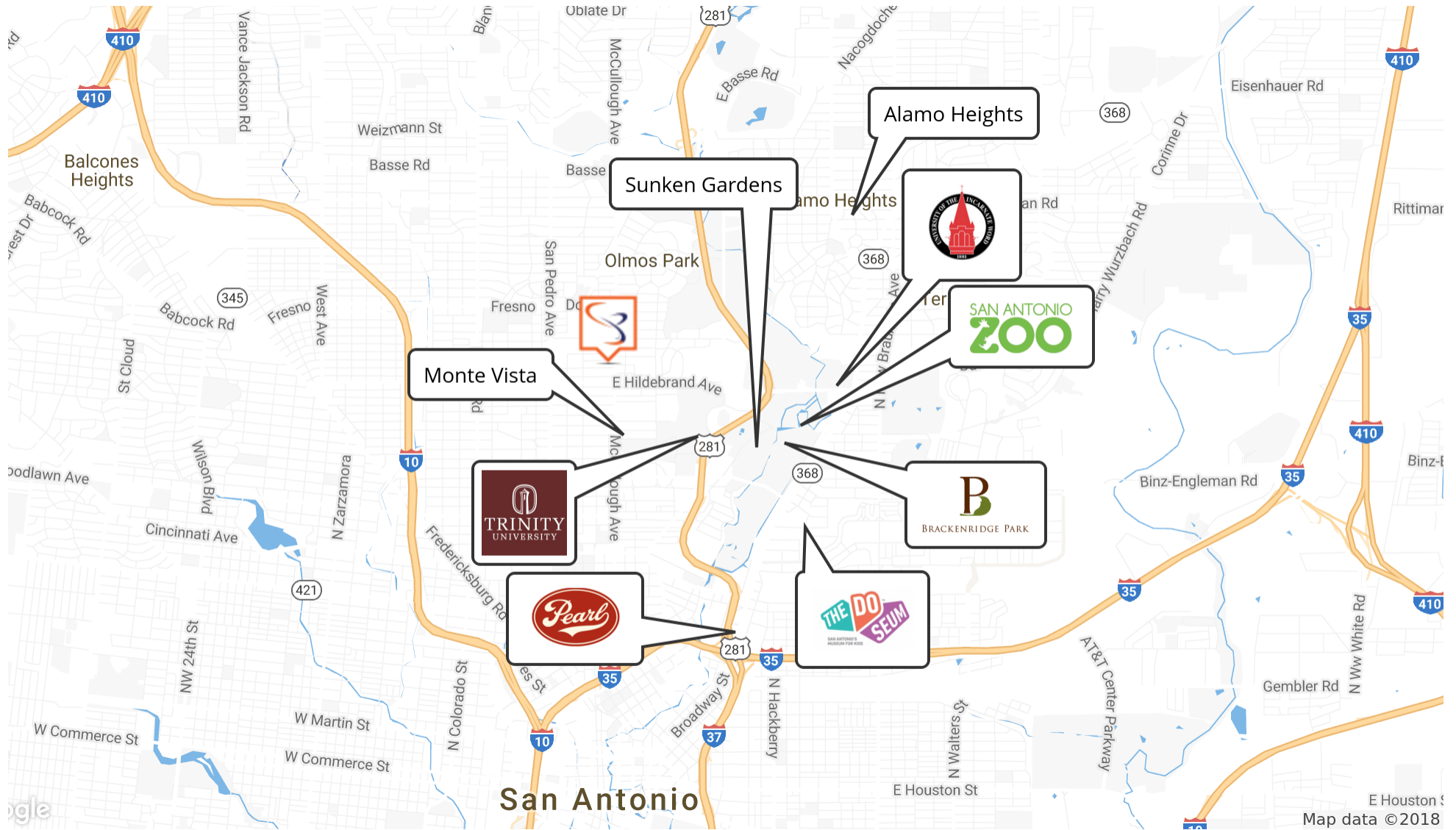
# LOCATION INFORMATION

LOCATION INFORMATION | Location Maps

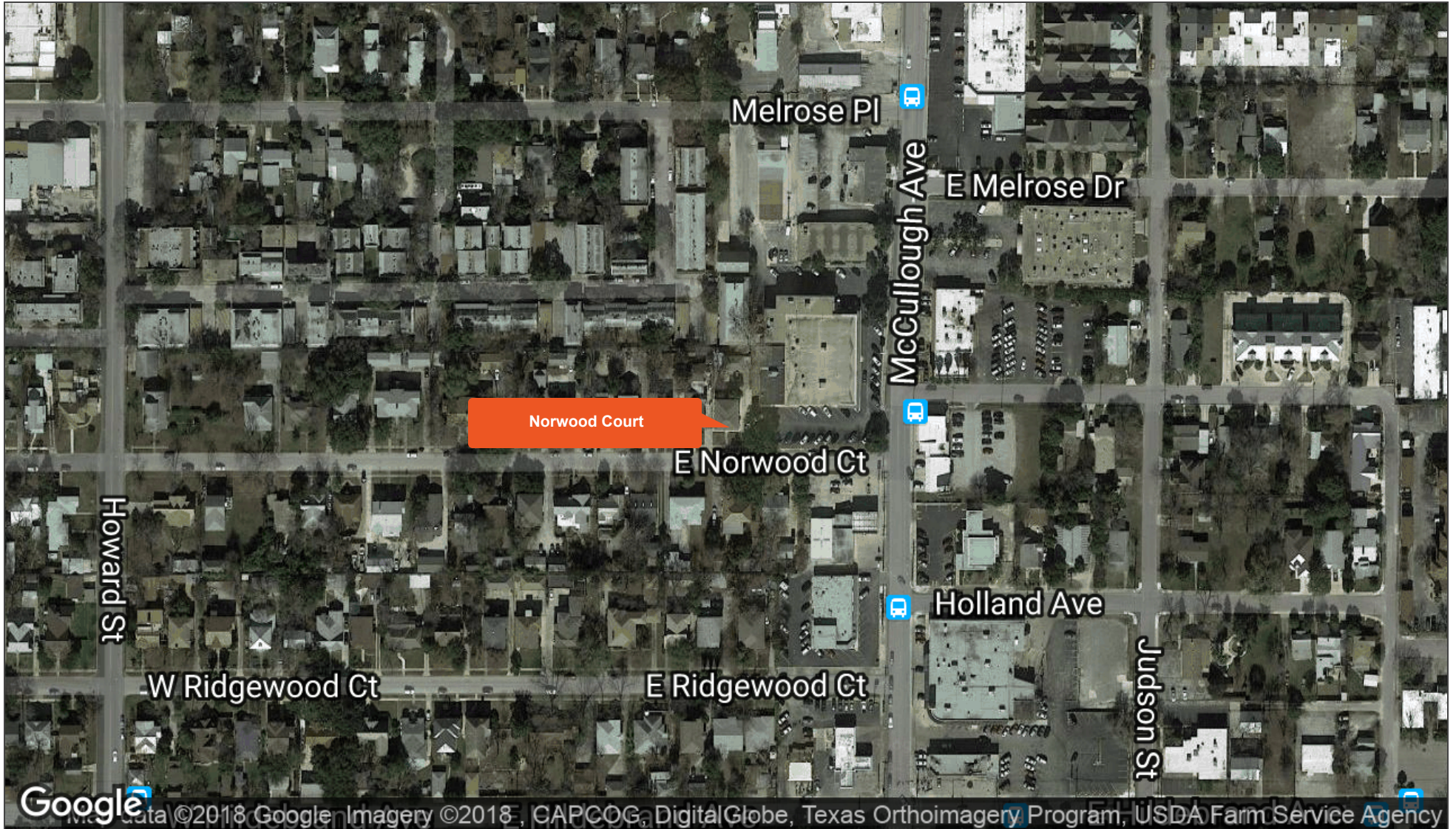




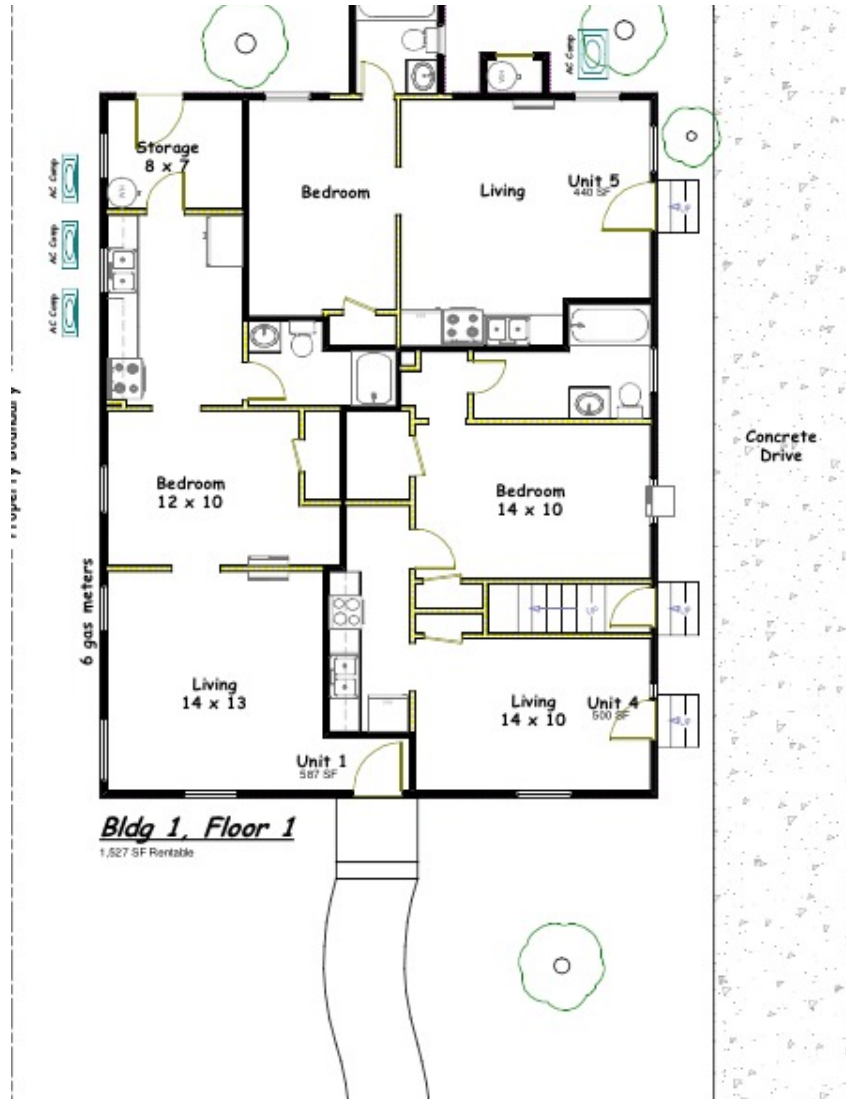
MULTIFAMILY PROPERTY FOR SALE  
**LOCATION INFORMATION | Retailer Map**



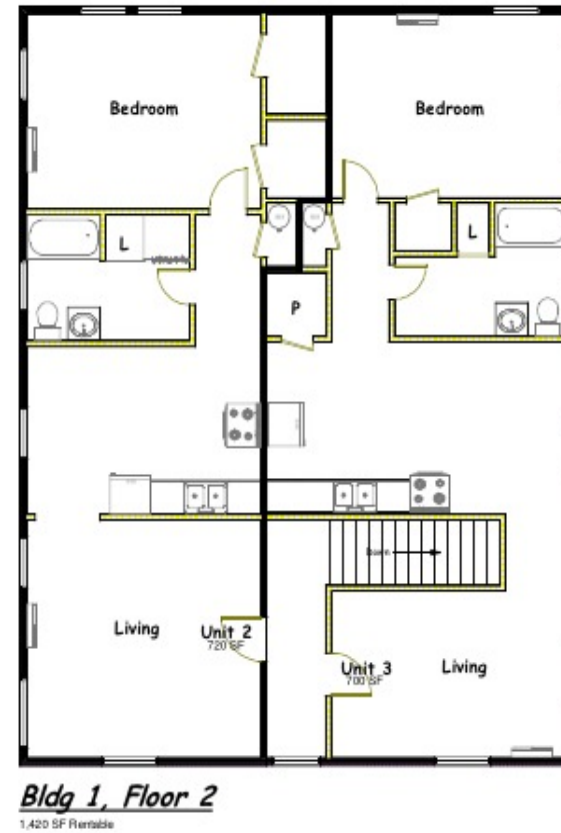
MULTIFAMILY PROPERTY FOR SALE  
LOCATION INFORMATION | Aerial Map



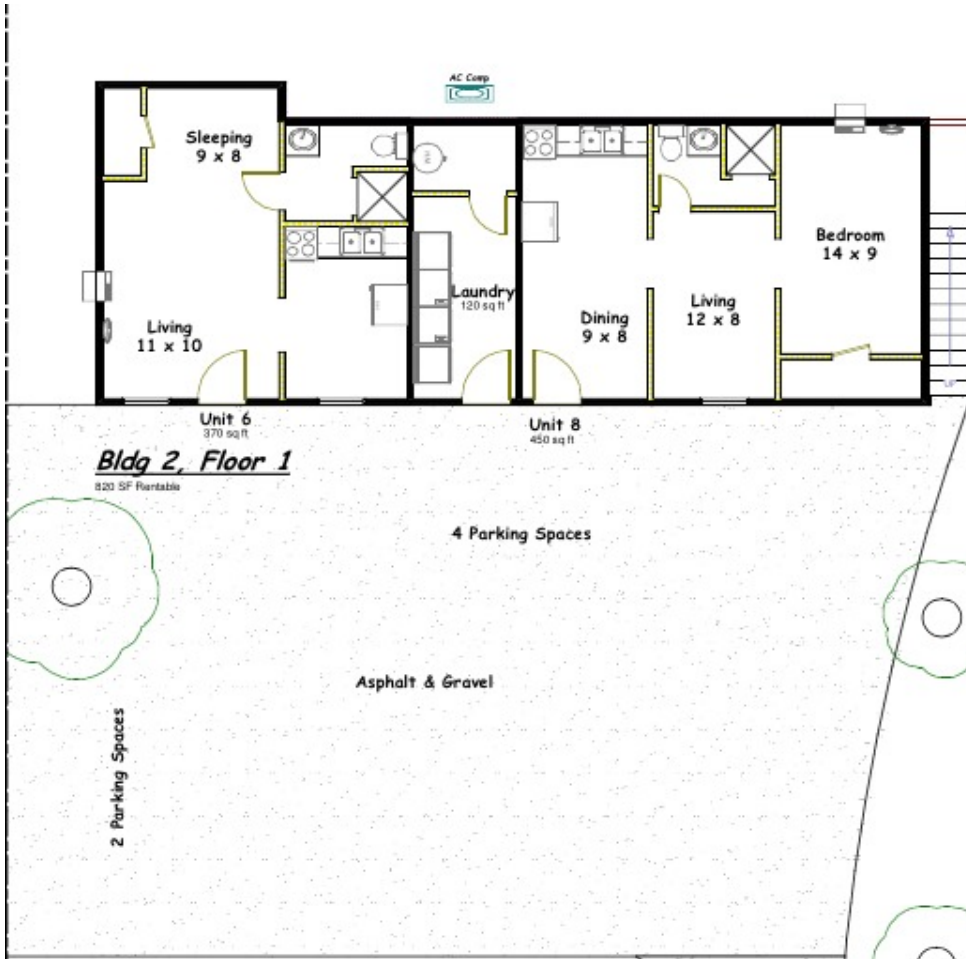
LOCATION INFORMATION | Estimated Floor Plan Main Building



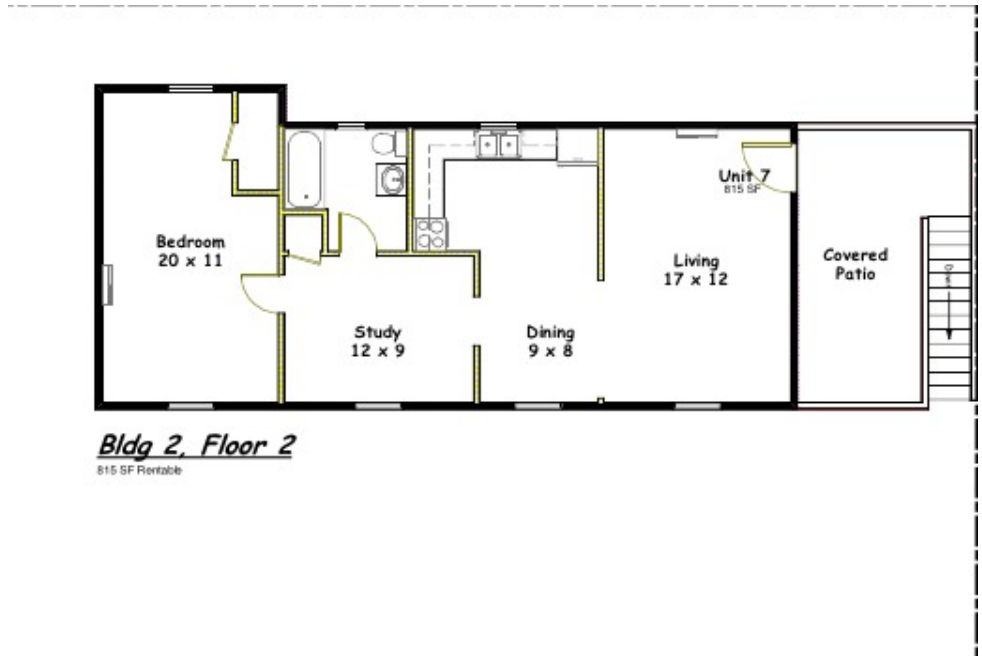
3 Parking Spaces



LOCATION INFORMATION | Estimated Floor Plan Carriage House



FLOOR PLAN AND SQUARE FOOTAGE ARE ESTIMATES  
VERIFICATION OF ACTUAL SQUARE FOOTAGE REQUIRED



FLOOR PLAN AND SQUARE FOOTAGE ARE ESTIMATES  
VERIFICATION OF ACTUAL SQUARE FOOTAGE REQUIRED



SECTION 3

# FINANCIAL ANALYSIS

MULTIFAMILY PROPERTY FOR SALE  
**FINANCIAL ANALYSIS | Projected Financials**

**INVESTMENT OVERVIEW**

Price	\$650,000
Price per Unit	\$81,250
GRM	9.2
Projected CAP Rate	6.4%
Cash-on-Cash Return (yr 1)	3.95 %
Total Return (yr 1)	\$16,109
Debt Coverage Ratio	1.18

**OPERATING DATA**

Gross Scheduled Income	\$70,860
Other Income	-
Total Scheduled Income	\$70,860
Vacancy Cost	\$3,543
Gross Income	\$67,317
Operating Expenses	\$25,845
Net Operating Income	\$41,472
Cash Flow After Debt Service, Before Income Taxes	\$6,416

**FINANCING DATA**

Down Payment	\$162,500
Loan Amount	\$487,500
Debt Service	\$35,056
Debt Service Monthly	\$2,921
Principal Reduction (yr 1)	\$9,693

## FINANCIAL ANALYSIS | Actual 2017 Income &amp; Expenses

INCOME SUMMARY		PER SF
Rental Income	\$62,875	\$13.17
<b>Gross Income</b>	<b>\$62,875</b>	<b>\$13.17</b>
EXPENSE SUMMARY		PER SF
Cleaning and Housekeeping	\$920	\$0.19
Insurance	\$4,563	\$0.96
Lawn Care	\$595	\$0.12
Pest Control	\$719	\$0.15
Repairs & Maintenance	\$3,349	\$0.70
Utilities	\$4,165	\$0.87
Taxes	\$11,067	\$2.32
Misc. Expenses	\$467	\$0.10
<b>Gross Expenses</b>	<b>\$25,845</b>	<b>\$5.41</b>
<b>Net Operating Income</b>	<b>\$37,030</b>	<b>\$7.75</b>

MULTIFAMILY PROPERTY FOR SALE  
**FINANCIAL ANALYSIS | Rent Roll**

UNIT NUMBER	UNIT BED	UNIT BATH	ESTIMATED UNIT SIZE (SF)	CURRENT RENT	CURRENT RENT (PER SF)	MARKET RENT	MARKET RENT/SF	SECURITY DEPOSIT
1	1	1	587	\$705	\$1.20	\$750	\$1.28	\$1,390
2	1	1	720			\$800	\$1.11	
3	1	1	700	\$675	\$0.96	\$780	\$1.11	\$1,012
4	1	1	500	\$605	\$1.21	\$670	\$1.34	\$675
5	1	1	440	\$560	\$1.27	\$655	\$1.49	\$560
6	1	1	370	\$576	\$1.56	\$625	\$1.69	\$200
7	1	1	815	\$788	\$0.97	\$950	\$1.17	\$788
8	1	1	450	\$650	\$1.44	\$675	\$1.50	\$650
<b>Totals/Averages</b>			<b>4,582 Estimated</b>	<b>\$4,559</b>	<b>\$0.99</b>	<b>\$5,905</b>	<b>\$1.34</b>	<b>\$5,275</b>





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SECTION 4

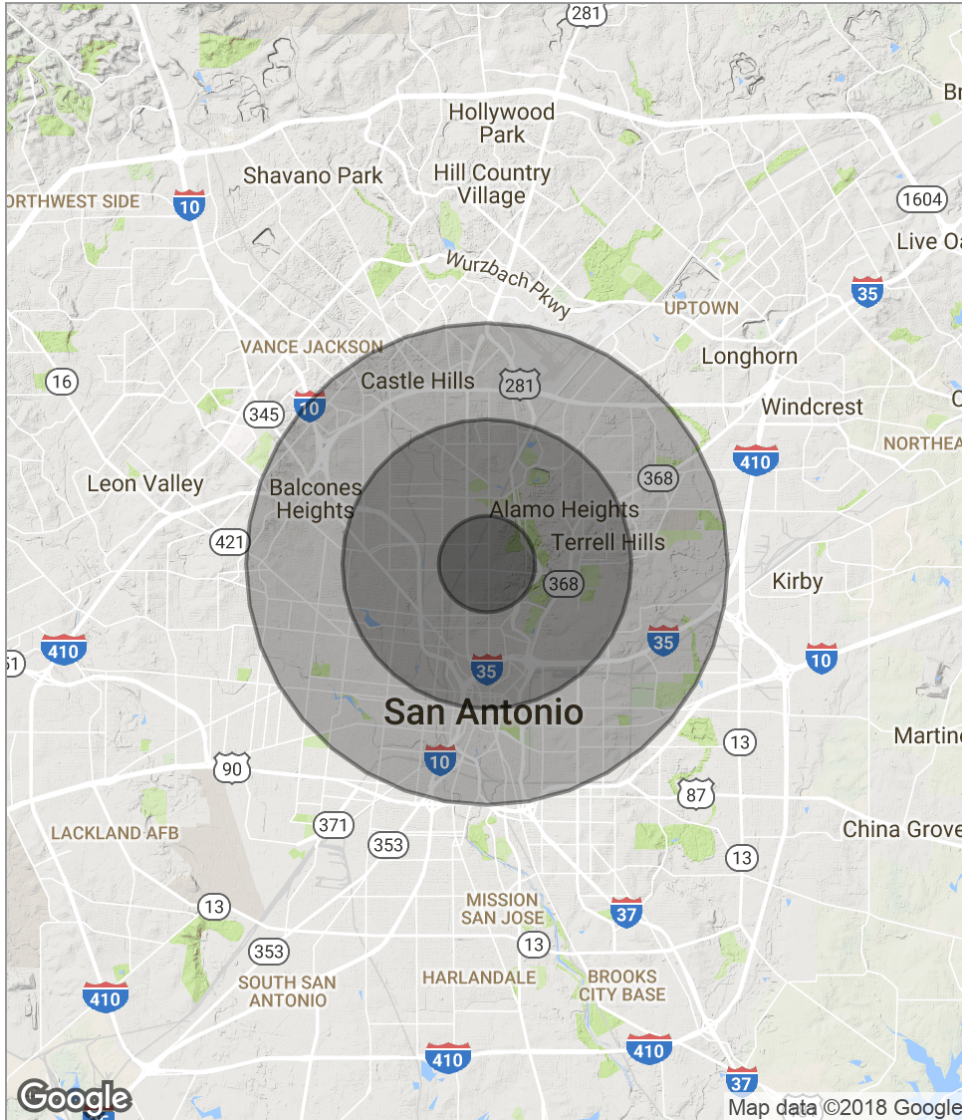
# DEMOGRAPHICS

MULTIFAMILY PROPERTY FOR SALE  
**DEMOGRAPHICS | Demographics Report**

	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
Total population	16,036	126,476	333,224
Median age	31.6	35.8	34.9
Median age (male)	29.9	33.9	33.1
Median age (female)	33.0	37.8	36.9
Total households	5,797	46,715	120,126
Total persons per HH	2.8	2.7	2.8
Average HH income	\$83,853	\$62,787	\$54,612
Average house value	\$310,905	\$170,908	\$141,103

*\* Demographic data derived from 2010 US Census*

MULTIFAMILY PROPERTY FOR SALE  
**DEMOGRAPHICS | Demographics Map**



<b>POPULATION</b>	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
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Median age (Female)	33.0	37.8	36.9
<b>HOUSEHOLDS &amp; INCOME</b>	<b>1 MILE</b>	<b>3 MILES</b>	<b>5 MILES</b>
Total households	5,797	46,715	120,126
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## Information About Brokerage Services

*Texas law requires all real estate licensees to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

### TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any coincidental information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

<b>Sophus Properties</b>	<b>9004321</b>	<b>Donna@SophusProperties.com</b>	<b>(210)219-3045</b>
_____ Licensed Broker /Broker Firm Name or Primary Assumed Business Name	_____ License No.	_____ Email	_____ Phone
<b>Donna Crabtree</b>	<b>512451</b>	<b>Donna@SophusProperties.com</b>	<b>(210)219-3045</b>
_____ Designated Broker of Firm	_____ License No.	_____ Email	_____ Phone
_____ Licensed Supervisor of Sales Agent/ Associate	_____ License No.	_____ Email	_____ Phone
_____ Sales Agent/Associate's Name	_____ License No.	_____ Email	_____ Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date

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**Information available at [www.trec.texas.gov](http://www.trec.texas.gov)**

IABS 1-0 Date