

# Villager Apartments



**56 Units**  
**Offered at \$2,425,000 (\$43,303/u)**  
**5110 N 19th Avenue**  
**Phoenix, Arizona**

The Villager Apartments are well-maintained, have a stabilized tenant base and offer a  $\pm 9.2\%$  CAP at list price. The current owner inherited the apartments at the end of last year, so some of the financial records are not available for previous years. The property is located in a dynamic area of central Phoenix and along the Valley Metro Light Rail route with two Park and Ride stations nearby. Construction is single-level, block and individually metered for electricity. Most of the units have ceramic tile floors, new cabinets, appliances, tiled baths, attractive lighting and solid wood doors. The units surround several spacious, manicured courtyards with amenities such as a sparkling pool, cactus gardens, private sitting areas with lush green grass throughout. The 2.18 acres of high-density, R-5 zoning also provides future development potential.

The property and its web site [www.VillagerApartments.com](http://www.VillagerApartments.com) have an exceptionally high internet ranking that generates more than enough inquiries to allow diligent tenant screening and provide strong occupancy (95%+). Almost every tenant is on a long-term lease with 25% of the tenants on two-year leases. Because of the exceptional quality of the units, tenants not only pay a strong non-refundable security deposit, but also a deposit of 1.5 times their rent (payments paid monthly). Wi-Fi is available for the community with a fee of \$29/mo/unit – providing an extra income item and tenant benefit.

- ◆  $\pm 9.2\%$  CAP rate
- ◆ Solid block construction
- ◆ Central, private courtyards
- ◆ STRONG CASH FLOW
- ◆ Individually metered (electric)
- ◆ Near two light rail stations

Exclusively Offered By:



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**Inspections By  
Appointment Only**

2821 East Camelback Road, Suite 600, Phoenix, Arizona 85016

**FULL DATA PACKAGE AT: [www.KLCommercialGroup.com](http://www.KLCommercialGroup.com)**

## Income / Expenses

Units	Mix	Size (sf)	Current * Avg Rent	Rent/sf	Rent/ mo.
18	st	375	\$515	\$1.37	\$9,270
26	1/1	480	\$602	\$1.25	\$15,641
4	1/1	510	\$594	\$1.17	\$2,377
8	2/1	744	\$749	\$1.01	\$5,995
<b>56</b>		<b>27,222</b>	rentable		<b>\$33,282</b>

\* Rent includes FREE expanded COX cable TV with movie channels (±\$40/mo value).

	<b>Proforma</b>
Gross Monthly Scheduled Income	\$33,282
<b>Gross Scheduled Annual Income</b>	<b>\$399,385</b>
Vacancy (8.0%)	(\$31,951)
Miscellaneous, Application and Transfers fees	\$1,350
Wi-Fi	\$6,960
Forfeited and non-refundable deposits	\$4,794
Laundry, Vending and Late Fees	<u>\$11,800</u>
<b>Gross Operating Income</b>	<b>\$392,338</b>
Expenses (3,010/unit, \$5.98/sf)	<u>(\$168,583)</u>
<b>Net Operating Income</b>	<b>\$223,755</b>

Expenses		Per Unit	Per sf
Advertising, License, Legal	\$5,000	\$89	\$0.18
COX expanded cable TV	\$20,130	\$359	\$0.71
COX Wi-Fi	\$2,292	\$41	\$0.08
Mgmt. Off-site (4%)	\$14,697	\$262	\$0.52
Mgmt. On-site	\$13,896	\$140	\$0.49
Maint, Repair, Supplies	\$33,896	\$605	\$1.20
Utilities (trailing 12 months)			
SW Gas – for laundry & BBQ's	\$1,241	\$22	\$0.04
Electric (SRP)	\$15,784	\$282	\$0.56
Water, Sewer (City of Phoenix)	\$18,222	\$325	\$0.65
Trash (Curbside)	\$4,932	\$88	\$0.18
Landscape & Pest Control	\$5,388	\$96	\$0.19
Insurance	\$7,945	\$142	\$0.28
RE Tax 2012	\$11,160	\$199	\$0.40
Reserves	<u>\$14,000</u>	<u>\$250</u>	<u>\$0.50</u>
	\$168,583	\$3,010	\$5.98

## Financing and Invest. Return

<b>\$2,425,000</b>	<b>Offering Price</b>
\$970,000	Down Payment (40%)
\$1,455,000	Proposed New Loan (5.50%, 25yr am)

<b>Cash Flow</b>	
\$223,755	NOI
<u>(\$107,220)</u>	Loan Payments
\$116,535	Annual Cash Flow

**Return on Investment**  
\$116,535 / \$970,000 = 12.0% (Cash on Cash)

## Sale Information

Price	\$ 2,425,000
Price / Unit	\$ 43,304
Price / sf	\$ 86.08
Cap Rate	9.2%
GRM	6.1

The information contained herein is from sources believed to be reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty or representation about it. The Purchaser is advised to independently verify the accuracy and completeness of the information in order to determine the suitability of the property for the Purchaser's needs.

## Site Information

**Villager Apartments**  
5110 N 19<sup>th</sup> Avenue, Phoenix, Arizona 85015

<b>Units</b>	56
<b>Building SF</b>	27,222 sf (leasable) 28,172 sf (per County)
<b>Lot Size</b>	94,762 sf (2.18 A – per County)
<b>Parcel</b>	153-24-086-D
<b>Cooling/Heating</b>	Roof-mounted HVAC Studios have wall-mounted A/C
<b>Hot Water</b>	Individual, electric
<b>Construction</b>	Single-level, block, built-up roofs
<b>Parking</b>	58 spaces
<b>Utilities</b>	Individually metered (electric)
<b>Laundry</b>	On-site (4 W and 4 D, owned)

## Property and Income

Since the property was purchased in 2001, the owner's dream was to transform an older property into a quality community with a quiet and peaceful ambience. To achieve this, almost all the units have undergone extensive remodeling. Upon entering the secure front gate into the community, the manicured courtyards, professional landscape, cactus gardens, and sparkling pool all reflect a pride of ownership. The older, galvanized water delivery pipes have been replaced by above-ground pipes and the grassed courtyards and many plants are all on automatic sprinklers.

The strong internet rating (top 5% on ApartmentRatings.com) continually drives tenants to the web site. Occupancy is always strong – typically with a waiting list and minimal turnover. Some of the tenants are 20 year residents. In addition to the base rent, additional rent is charged for small pets, patios, and proximity to the pool. There are no move-in specials and at present, there is more than \$25,000 in transferrable tenant security deposits. The expanded COX cable TV is provided to the tenants for free.

**ALL SHOWINGS BY APPOINTMENT - PLEASE**



**Location:** Just north of Camelback Road on 19<sup>th</sup> Avenue. Driveway on north side of commercial laundry.

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 Property Web Site: [www.VillagerApartments.com](http://www.VillagerApartments.com)