

1031 TAX-DEFERRED EXCHANGES



OUR CLIENT SOLD | 109-UNIT MULTIFAMILY

- 109 Unit Apartment Building
- Owner had to assist with day-to-day management of the building
- Property was built in 1962
- Required on-site, salaried, management and maintenance personnel
- Every vacancy needed in excess of \$4,000 per unit in order to be re-rented
- Significant Capital Expenditures in the last 5 years: New Roofs, New Windows, Parking Lot Repairs, and Stairway/Walkway Repairs

SALES PRICE	\$12,050,000
LOAN BALANCE	\$4,107,439
LOAN-TO-VALUE	34%
COST OF SALE	\$320,441
EXCHANGE PROCEEDS	\$7,622,120
SALE CAP RATE	4.90%
NOI	\$463,127
DEBT SERVICE	\$232,186
CASH FLOW	\$230,941
% RETURN	3.03%



OUR CLIENT PURCHASED | SINGLE-TENANT NET LEASED RETAIL

	1	2	3	4	5	TOTAL
	Wallaby's Liquor	Natural Grocers	Dollar General	Dollar General	Bank of the West	
SALES PRICE	\$4,344,868	\$6,450,000	\$1,204,952	\$1,486,150	\$3,783,809	\$17,269,779
LOAN AMOUNT	\$2,172,434	\$4,650,000	\$275,000	\$247,676	\$2,400,000	\$9,745,110
LOAN-TO-VALUE	50%	72%	23%	17%	63%	56%
LOAN FEES	\$21,724	\$46,500	\$2,750	\$2,477	\$24,000	\$97,451
DOWN PAYMENT & FEES	\$2,194,158	\$1,846,500	\$932,702	\$1,240,951	\$1,407,809	\$7,622,120
SALE CAP RATE	7.25%	6.23%	6.68%	6.60%	5.25%	6.33%
RENT	\$315,003	\$401,700	\$80,529	\$98,085	\$198,650	\$1,093,967
DEBT SERVICE	\$141,227	\$258,419	\$17,987	\$16,199	\$139,579	\$573,411
CASH FLOW	\$173,776	\$143,281	\$62,542	\$81,886	\$59,071	\$520,556
% RETURN	7.92%	7.76%	6.71%	6.60%	4.20%	6.83%

- 5 Separate Transactions Closed within 14 Days of Down-Leg
- No Management Responsibilities
- 4 of 5 Properties were built in the last 18 months
- Increased Cash Flow by \$289,615 (225.41% Increase)

- Rent is wire-transferred on the 1st of Every Month: Owner no longer has to collect rents, process evictions, or deal with bad tenants
- Rent is Guaranteed long-term (avg. of 15 years)