

FOR SALE



Property Offering	
Sale Price	\$910,000
Number of Units	19
Price Per Unit	\$47,895
Rentable SF	8,422
Price Per SF	\$108.05
Year Built/Renov	1952
Land	.82 Acres
Cap Rate	6.24%

Property Highlights

- Value-Add Property W/ Below Market Rents
- Operational & Management Upside
- On-Site Parking
- Laundry Facility on Property
- Deferred Maintenance at property
- Located near Interstate 10 and central Tucson
- Opportunity to add gated entrance



Prepared by the Multi-Family & Investment Sales team:

Allan Mendelsberg
Principal
Direct +1 520 546 2721
Mobile +1 520 490 2113
amendelsberg@picor.com

Conrad Joey Martinez
Multi-Family Team
Direct +1 520 546 2730
Mobile +1 520 668 3858
cmartinez@picor.com

PICOR Commercial Real Estate
5151 E Broadway Blvd Suite 151
Tucson, AZ 85711 | USA
Main +1 520 748 7100
Fax +1 520 546 2799
multifamilytucson.com
picor.com

PROPERTY OVERVIEW

Property Geronimo Apartments

Address 2514 N Geronimo Ave. Tucson, AZ 85705

Units 19 Units - 18 1BD/1BA & 1 Studio

Rentable Square Feet 8,422

Land .82 Acres

Year Built 1952 w/ Some Recent Updates & Improvements

Zoning R-2

Parcel Number 107-14-0340

Main Cross Roads N Oracle Rd. & E Grand Rd.



PROPERTY OVERVIEW



Property Highlights:

Geronimo Apartments is a 19-unit apartment community comprising of (18) 1-BD/1-BA & 1 Studio unit. The property features lots of available parking for tenants and opportunity to add secured access via a gate at the front of the property. Each tenant has their own fenced backyard. The units are individually metered, and the owner only pays for Water/Sewer/Trash. There is a laundry facility on-site for tenants to use.

Geronimo Apartments has value add opportunity through operational upside and capital improvements to the property to increase the rental income & NOI by a substantial amount. This clean property has been well maintained and rented with long term tenants who enjoy the location and the quite community. The cute duplex style building and large palm trees create a quaint atmosphere that just needs some livening up!



LOCATION OVERVIEW



NEARBY DESTINATIONS



RETAIL

- Culinary Dropout
- King Fisher Restaurant
- Prep & Pastry
- Snooze AM Eatery
- Tucson Mall
- La Encantada Mall



EDUCATION

- University of Arizona
- Pima Community College
- Catalina Foothills High School
- Salpointe Catholic School



HEALTHCARE

- Banner University Medical
- Tucson Medical Center
- Walgreens Pharmacy
- Athlon Physical Therapy
- Southern Arizona Urgent Care



ENTERTAINMENT

- Downtown Tucson
- Randolph Golf Course
- Orange Theory Fitness
- Road House Cinema
- La Madera Park

Location Highlights:

Geronimo Apartments is centrally located in Tucson with many retail and entertainment locations nearby. It is less than two miles away from the University campus and Banner University Medical. With its close proximity to downtown Tucson and Mercado District it also has entertainment and shopping hubs nearby. The area surrounding Geronimo Apartments features several parks & recreations within a 2 mile radius. Geronimo Apartments has easy access to the highly trafficked Interstate-10 making commutes and access convenient.

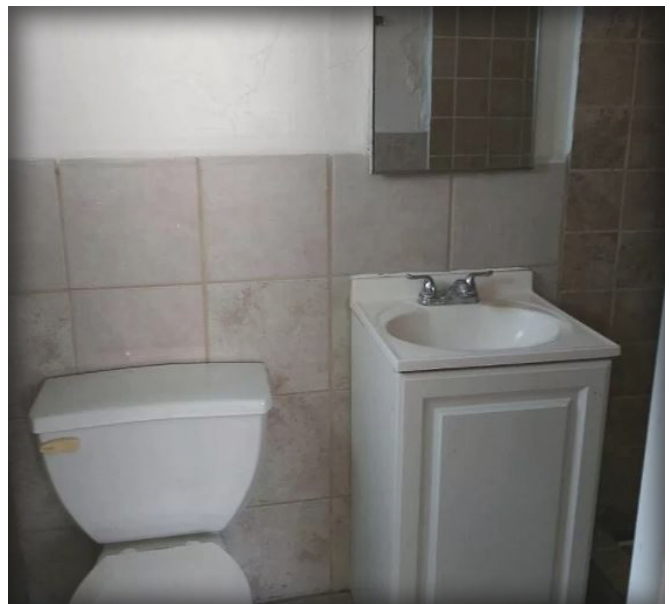
PROPERTY PHOTOS

Exterior Photos



PROPERTY PHOTOS

Interior Photos

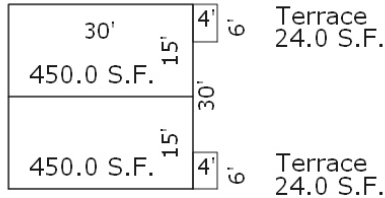


PROPERTY LAYOUT

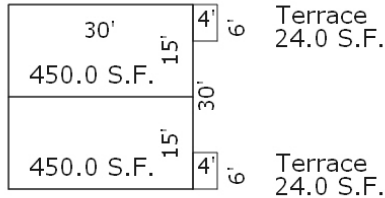
107-14-0340
14 N GERONIMO AV



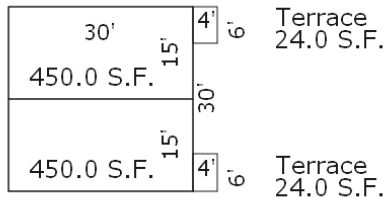
DUPLEX
900.0 S.F. TOTAL



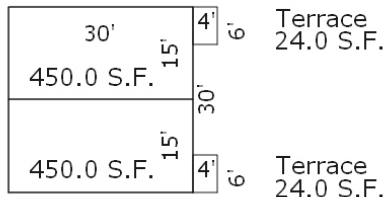
DUPLEX
900.0 S.F. TOTAL



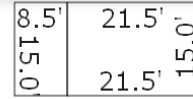
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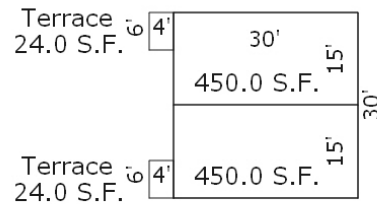
DUPLEX
900.0 S.F. TOTAL



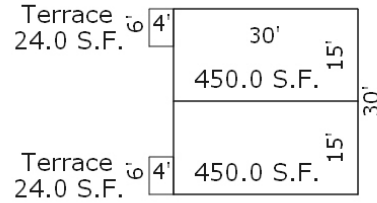
SR
(LAUNDRY RM)
127.8 S.F.



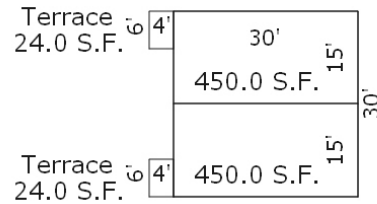
STUDIO
322.5 S.F. TOTAL



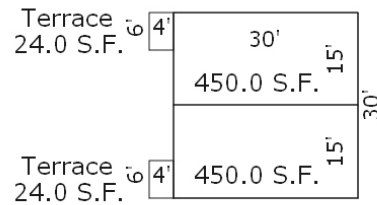
DUPLEX
900.0 S.F. TOTAL



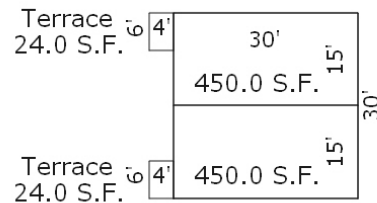
DUPLEX
900.0 S.F. TOTAL



DUPLEX
900.0 S.F. TOTAL



DUPLEX
900.0 S.F. TOTAL



DUPLEX
900.0 S.F. TOTAL

DRAWN FROM PRC #407 C
EDIT PER F/C 04/25/12 #

PRICING ANALYSIS

Type	# of Units	Sq. Ft.	Total S.F.	Rent per S.F.	Total Monthly Rent	Stabilized Rent
Studio	1	322	322	\$1.40	\$450	\$450
1BD/1BA	18	450	8,100	\$1.14	\$9,270	\$515
Total/Avg.	19	443	8,422	\$1.15	\$9,720	\$512

Income Statement	"Marketing Pro Forma"	"Proforma Per Unit"	Proforma PSF	Jan-Oct 2020 Annualized
RENTAL INCOME				
Gross Market Rent	\$116,640	\$6,139	\$13.85	
Vacancy Loss	-\$6,998	-6.0%	-\$0.83	
Gross Rent	\$109,642	\$5,770.61	\$13.02	
Concessions & Bad Debt	-\$1,645	-1.50%	-\$0.20	
Net Rental Income	\$107,997	\$5,684	\$12.82	\$100,405
Other Income	\$1,300	\$68	\$0.15	\$1,398
TOTAL INCOME	\$109,297	\$5,752	\$12.98	\$101,803
OPERATING EXPENSES				
General & Admin	\$2,000	\$105	\$0.24	\$78
Repairs/Maintenance/Supplies/ Turnover	\$13,000	\$684	\$1.54	\$18,416
Contract Services	\$1,500	\$79	\$0.18	\$0
Utilities	\$13,000	\$684	\$1.54	\$12,440
TOTAL VARIABLE	\$29,500	\$1,553	\$3.50	\$30,935
Property Taxes	\$5,515	\$290	\$0.65	\$5,515
Property Insurance	\$4,000	\$211	\$0.47	\$4,027
Management Fee	\$8,744	8.0%	\$1.04	\$5,670
Reserves	\$4,750	\$250	\$0.56	\$0
TOTAL EXPENSES	\$52,509	\$2,764	\$6.23	\$46,147
NET OPERATING INCOME	\$56,788	\$2,989	\$6.74	\$55,656

Stabilized Market Valuation	
Value	\$910,000
Per Unit	\$47,895
Per Square Foot	\$108.05
Cap Rate	
Jan-Oct Annualized	6.12%
Marketing Pro Forma	6.24%

SALES COMPARABLES



*** Geronimo Apartments**

2514 N Geronimo Ave. Tucson, AZ 85705

Year Built	1952
Unit Mix	19 Units - 18 1BDs & 1 Studio
Avg. SF	443
Sale Price	\$910,000
Cost per Unit	\$47,895
Cost PSF	\$108.05/SF
Sale Date	TBD



1. North Alvernon Apartments

2053 N Alvernon Rd. Tucson, AZ 85712

Year Built	1980
Unit Mix	24 1BD/1BA Units
Avg. SF	550
Sale Price	\$1,350,000
Cost per Unit	\$56,250
Cost PSF	\$102.27/SF
Sale Date	1/2021



2. 3453 N Geronimo Apartments

3453-3469 N Geronimo Ave. Tucson, AZ 85705

Year Built	1971
Unit Mix	12 1BD/1BA Units
Avg. SF	487
Sale Price	\$617,000
Cost per Unit	\$51,416
Cost PSF	\$105.85/SF
Sale Date	9/2021



3. Canyon Oasis Apartments

3443 E Bermuda St. Tucson, AZ 85716

Year Built	1956
Unit Mix	24 units - 20 1BDs & 4 2BDs
Avg. SF	551
Sale Price	\$1,350,000
Cost per Unit	\$56,250
Cost PSF	\$94.95/SF
Sale Date	01/2020

TUCSON AT A GLANCE

TUCSON MSA
POPULATION*



1.023M

**As of 2017*



1.01%
POPULATION
GROWTH RATE*

4.8%

UNEMPLOYMENT RATE
Year-end 2018

\$41,637

PER-CAPITA INCOME
As of 2017

LARGEST EMPLOYERS

- | | |
|-------------------------------------|------------------------------|
| 1. UNIVERSITY OF ARIZONA - 11,251 | 3. STATE OF ARIZONA - 8,580 |
| 2. RAYTHEON MISSILE SYSTEMS - 9,600 | 4. DAVIS-MONTHAN AFB - 8,406 |



RECENT ARRIVALS & EXPANSIONS

- AMAZON
- CATERPILLAR SURFACE MINING & TECHNOLOGY
- HEXAGON MINING
- RAYTHEON MISSILE SYSTEMS
- TUSIMPLE

TOTAL HOUSEHOLDS



398,530

As of 2017

45,217



UNIVERSITY OF ARIZONA
TOTAL ENROLLMENT, 2019

PROPORTION OF HOUSEHOLDS THAT RENT

38%

As of 2017

APPROXIMATE MULTIFAMILY VACANCY

6.13%

As of 2018



- #46 TOP PUBLIC SCHOOL
 - #22 RESEARCH ACTIVITY AMONG PUBLIC INSTITUTIONS
 - #21 BUSINESS PROGRAMS
 - #55 UNDERGRAD ENGINEERING
- UNIVERSITY OF ARIZONA
TOP PROGRAMS*

**U.S. News & World Report*

Economic Overview

Population and Demographics

Tucson is the second-largest city in Arizona, with a metro area population of 1,023,000. Located 60 miles from the U.S.-Mexico border, the Tucson metropolitan area (which includes nearby suburbs like Marana and Oro Valley, as well as the significant portion of unincorporated Pima County that makes up what is de facto “north Tucson”) has been growing far more quickly than much of the U.S. The population has grown 51% since 1990 and 20% since 2000, compared to the United States averages of just 28% and 13% respectively. The Tucson median age is 37.9 years while Tucson MSA median household income is \$41,637. Average home prices are just \$197,300 providing plenty of affordable options for the growing population.

The natural beauty of the Sonoran Desert makes Tucson a desirable location for residents and businesses alike. Downtown Tucson is a diverse submarket with a rich cultural heritage that contains a blend of Native American, Spanish, Mexican and Anglo-American influences. Tucson ranks high nationally in various categories including: #2 best American small city in 2017 (Resonance Consultancy), 2016 top 100 best places to live (U.S. News and World Report), #9 “city everyone wants to live in” in 2017 (Business Insider), #8 2018 best city for recreation (WalletHub), and one of America’s 2017 best cities for global trade (Global Trade). The University of Arizona is ranked #106 of all nationwide colleges, public or private (U.S. News and World Report).

The University is vital to Tucson and Southern Arizona, having garnered national and international attention. It has the largest optics program among U.S. institutions, and is second in overall research expenditures (University of Arizona). UA brings in more than \$580 million in research investment each year. The university’s enrollment is 45,217, with numerous branch campuses and learning centers throughout Southern Arizona. Pima Community College is a two-year school serving Metro Tucson at six locations throughout the county. Tucson Unified School District is one of the largest in the state, encompassing 229.5 square miles. It serves approximately 47,000 students in grades pre-K through 12 at more than 80 schools.

Employment

Employers will find a diverse, educated and enthusiastic workforce in Tucson stemming from the U of A. As of 2019, the University of Arizona is the top employer with a work force of 11,251 followed by Raytheon Missile Systems, 9,600; Davis-Monthan Air Force Base, 8,406 (both civilian and military personnel); Pima County, 7,100; U.S. Customs and Border Patrol, 6,800; Tucson Unified School District, 6,467; Banner University Healthcare, 6,462, Freeport-McMoRan Copper & Gold, 5,819; CONTINUED ON NEXT PAGE



Economic Overview

and Wal-Mart, 4,360, while the city's unemployment rate is 4.8%. (Bureau of Labor Statistics). Tucson's 2018 job growth rate was 3.1% (MAP for Southern Arizona).

Davis-Monthan is home to the 355th Fighter Wing, part of the Air Combat Command. The base is best known as the location of the Air Force Materiel Command's 309th Aerospace Maintenance and Regeneration Group, the aircraft boneyard for all excess military and government aircraft. In the world of healthcare, Banner Health and the University of Arizona Health Network merged to create a platform of academic medicine, research, instruction and patient care at three academic medical centers.

Economic Development

Innovation is at the forefront of the Tucson economic development agenda. Forbes has called it one of America's Most Innovative Cities, and the city has the highest concentration of startups of any U.S. city its size. Furthermore, it was ranked as a Top Five City for Entrepreneurs by Entrepreneur Magazine in 2013. Metro Tucson is a hub for optics and science, while biotech and other science clusters flourish in the UA Tech Park, BioPark and Innovation Park. Tourism is a key economic driver as well. Tucson is known for its world-class health spas such as Canyon Ranch, more than 20 golf courses, and numerous natural attractions, museums, missions and cultural history.

Interstate 10, the major East-West highway in the Sun Belt, runs east from California, enters Arizona near Ehrenberg and continues through Phoenix and Tucson. It exits at the border with New Mexico. Interstate 19 travels from Nogales to Tucson, and ends at I-10. While the highway is short (63 miles), it is a key corridor, serving as a fast route from Tucson and Phoenix (via I-10) to the Mexican border. The highway is a portion of the U.S. section of the CANAMEX Corridor, a trade route that stretches north from Mexico across the U.S. to the Canadian province of Alberta. The Port of Tucson is a full service inland port, railyard and intermodal facility southeast of the city and 70 miles north of the Mexico border at Nogales. The facility is located adjacent to the Union Pacific Railroad Mainline and I-10, linking California and Texas. In 2014, Tucson launched Sun Link, a fixed electric rail "Modern Streetcar" system that operates eight vehicles between Downtown Tucson and the UA campus. Each streetcar vehicle holds 150 passengers. There are 24 stops along the 3.9-mile route.



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