

MULTIFAMILY
PROPERTY FOR SALE

**PORTFOLIO OF 59
CLASS B UNITS IN
MCALLEN &
EDINBURG**



2905 HIGHLAND AVE, MCALLEN 1611 NORMA LN, EDINBURG
& OTHERS

ZACH SUNDERLAND // CHRE
222 E Van Buren, Suite 617 // Harlingen, TX 78550
956.975.7481 // cindy@chopkinsrealestate.com

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

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SECTION 1

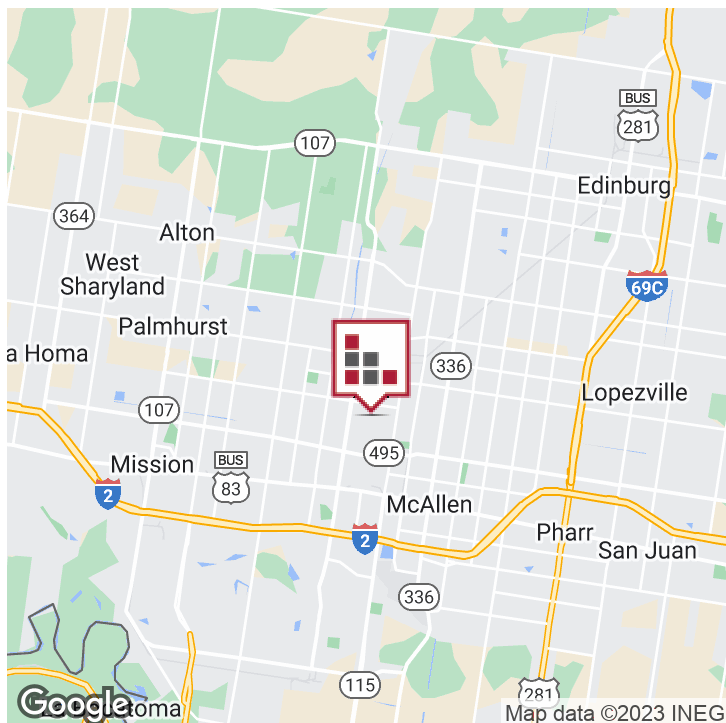
PROPERTY INFORMATION



FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

EXECUTIVE SUMMARY



SALE PRICE

\$2,995,000

OFFERING SUMMARY

Number Of Units:	59
Lot Size:	2.7 Acres
Building Size:	52,229 SF
Zoning:	Commercial
Market:	Rio Grande Valley
Submarket:	McAllen/Edinburg
Price / SF:	\$57.44
Price / Unit:	\$50,845.00
GRM:	7.83

PROPERTY OVERVIEW

This portfolio consists of twelve freestanding buildings divided among six properties located in two of the most prominent cities in the Rio Grande Valley. There are 29 multifamily units in Edinburg and 30 in McAllen, for a total of 59 units that together make up 52,229 square feet of leasable space. The largest of the Edinburg properties, 1611 Norma, was completed in 1974 and consists of 20 2 bedroom, 2 baths, making up a third of the entire portfolio. The largest of the McAllen properties, 2901 - 2909 Highland Ave, was completed in 1980 and consists of 18 2 bedroom, 1 bath and also makes up about a third of the entire portfolio. The other 19 apartment units are located within a quarter mile to a mile of each of these central hubs, making for efficient management operations. All together, the portfolio commanded \$383,000 in scheduled rent in 2017, and has some room for rental growth.

PROPERTY HIGHLIGHTS

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

UNIT MIX SUMMARY

UNIT TYPE	COUNT	% TOTAL	SIZE (SF)	RENT	MIN RENT	MAX RENT	RENT/SF	MARKET RENT	MARKET RENT/SF
2/2 1611 Norma, Edinburg	20	33.9	985	\$600.00			\$0.61	\$625.00	\$0.63
2/2 1619 Norma, Edinburg	1	1.7	1,390	\$800.00			\$0.58	\$800.00	\$0.58
2/1 1619 Norma, Edinburg	2	3.4	1,086	\$600.00			\$0.55	\$796.00	\$0.73
2/1 1702 Norma, Edinburg	6	10.2	845	\$550.00			\$0.65	\$560.00	\$0.66
2/1 Highland, McAllen	18	30.5	770	\$550.00			\$0.71	\$625.00	\$0.81
2/2 2808 N 31st, McAllen	4	6.8	1,010	\$575.00			\$0.57	\$715.00	\$0.71
2/1 2201 N 32nd, McAllen	8	13.6	690	\$550.00			\$0.80	\$465.00	\$0.67
Totals/Averages	59	100%	51,752	\$33,900.00	\$0.00	\$0.00	\$0.66	\$36,082.00	\$0.70

Rents are actual averages collected in 2017. Contact broker for rent roll.

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

PHOTOS



1611 Norma, Edinburg



1611 Norma, Edinburg



2201 N 32nd St, McAllen

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

PHOTOS



2908 N 31st St, McAllen



2201 N 32nd St, McAllen



2201 N 32nd St, McAllen

SECTION 2

LOCATION INFORMATION



REGIONAL MAP



MCALLEN AERIAL



FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

EDINBURG AERIAL



SECTION 3

SALE COMPARABLES



FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

MCALLEN SALE COMPS



Harvey 20 'Plex

3616 W Harvey Dr | McAllen, TX 78501

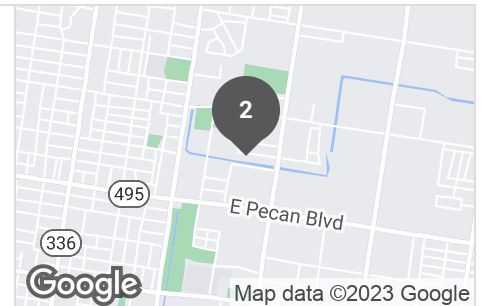
Sale Price:	\$855,000	Lot Size:	0.57 Acres
Year Built:	1980	Building SF:	15,660 SF
Price PSF:	\$54.60	No. Units:	20
Price / Unit:	\$42,750	Closed:	02/07/2017
GRM:	5.87		



Upas 16 'Plex

300 E Upas Avenue | McAllen, TX 78501

Sale Price:	\$680,000	Lot Size:	0.45 Acres
Year Built:	1982	Building SF:	9,580 SF
Price PSF:	\$70.98	No. Units:	16
Price / Unit:	\$42,500	Closed:	11/13/2018
GRM:	7.08		



32nd St 4 'Plex

2304 N 32nd St | McAllen, TX 78501

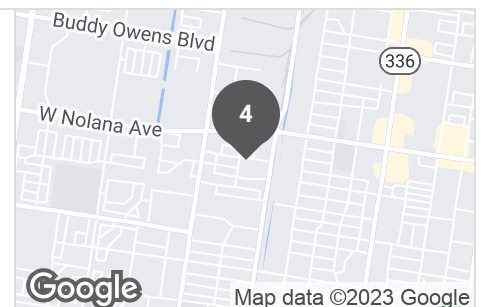
Sale Price:	\$160,000	Lot Size:	0.24 Acres
Year Built:	1986	Building SF:	3,000 SF
Price PSF:	\$53.33	No. Units:	4
Price / Unit:	\$40,000	Closed:	07/20/2018
GRM:	6.96		



Kerria 8 'Plex

2011 Kerria Avenue | McAllen, TX 78501

Sale Price:	\$400,000	Lot Size:	0.26 Acres
Year Built:	1990	Building SF:	7,800 SF
Price PSF:	\$51.28	No. Units:	8
Price / Unit:	\$50,000	Closed:	08/31/2018
GRM:	7.58		



FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

MCALLEN SALE COMPS

5



N 31st 4 'Plex

2809 N 31st St | McAllen, TX 78501

Sale Price:	\$200,000	Lot Size:	0.18 Acres
Year Built:	1994	Building SF:	3,339 SF
Price PSF:	\$59.90	No. Units:	4
Price / Unit:	\$50,000	Closed:	09/29/2017
GRM:	7.58		



FOR SALE

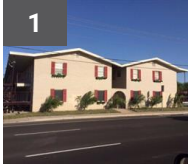
PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

MCALLEN SALE COMPS SUMMARY



SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	GRM	# OF UNITS
Portfolio of 59 Class B Units in McAllen & Edinburg 2905 Highland Ave McAllen, TX 78501	\$3,000,000	52,229 SF	\$57.44	\$50,847	7.83	59

SALE COMPS	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	GRM	# OF UNITS	CLOSE
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Harvey 20 'Plex 3616 W Harvey Dr McAllen, TX 78501	\$855,000	15,660 SF	\$54.60	\$42,750	5.87	20	02/07/2017
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Upas 16 'Plex 300 E Upas Avenue McAllen, TX 78501	\$680,000	9,580 SF	\$70.98	\$42,500	7.08	16	11/13/2018
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32nd St 4 'Plex 2304 N 32nd St McAllen, TX 78501	\$160,000	3,000 SF	\$53.33	\$40,000	6.96	4	07/20/2018
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Kerria 8 'Plex 2011 Kerria Avenue McAllen, TX 78501	\$400,000	7,800 SF	\$51.28	\$50,000	7.58	8	08/31/2018
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N 31st 4 'Plex 2809 N 31st St McAllen, TX 78501	\$200,000	3,339 SF	\$59.90	\$50,000	7.58	4	09/29/2017
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	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	GRM	# OF UNITS	CLOSE
Totals/Averages	\$459,000	7,876 SF	\$58.28	\$44,134	7.01	10.4	

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

MCALLEN SALE COMPS MAP



SUBJECT PROPERTY

2905 Highland Ave | McAllen, TX 78501



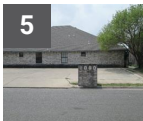
HARVEY 20' PLEX

3616 W Harvey Dr
McAllen, TX 78501



32ND ST 4' PLEX

2304 N 32nd St
McAllen, TX 78501



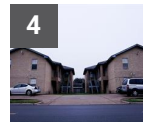
N 31ST 4' PLEX

2809 N 31st St
McAllen, TX 78501



UPAS 16' PLEX

300 E Upas Avenue
McAllen, TX 78501



KERRIA 8' PLEX

2011 Kerria Avenue
McAllen, TX 78501

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

EDINBURG SALE COMPS



Montevideo Apartments

206 N Montevideo Avenue | Edinburg, TX 78541

Sale Price:	\$507,000	Lot Size:	0.87 Acres
Year Built:	1981	Building SF:	13,884 SF
Price PSF:	\$36.52	No. Units:	12
Price / Unit:	\$42,250	Closed:	04/13/2017
GRM:	5.18		



Kimberly Apartments

2103 Kimberly Lane | Edinburg, TX 78541

Sale Price:	\$1,000,000	Lot Size:	0.22 Acres
Year Built:	1998	Building SF:	18,200 SF
Price PSF:	\$54.95	No. Units:	20
Price / Unit:	\$50,000	Closed:	03/01/2017
GRM:	8.33		



Norma 8 'Plex

1608 Norma Lane | Edinburg, TX 78539

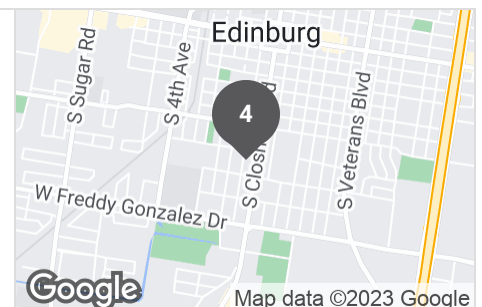
Sale Price:	\$260,000	Lot Size:	0.36 Acres
Year Built:	1981	Building SF:	6,166 SF
Price PSF:	\$42.17	No. Units:	8
Price / Unit:	\$32,500	Closed:	11/23/2016
GRM:	5.25		



10th St 8 'Plex

1026 S 10th St | Edinburg, TX 78539







Sale Price:	\$275,000	Lot Size:	0.33 Acres
Year Built:	1985	Building SF:	5,376 SF
Price PSF:	\$51.15	No. Units:	8
Price / Unit:	\$34,375	Closed:	05/08/2017
GRM:	5.73		



FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

EDINBURG SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	GRM	# OF UNITS	
	 Portfolio of 59 Class B Units in McAllen & Edinburg 2905 Highland Ave McAllen, TX 78501	\$3,000,000	52,229 SF	\$57.44	\$50,847	7.83	59	
	SALE COMPS	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	GRM	# OF UNITS	CLOSE
1	 Montevideo Apartments 206 N Montevideo Avenue Edinburg, TX 78541	\$507,000	13,884 SF	\$36.52	\$42,250	5.18	12	04/13/2017
2	 Kimberly Apartments 2103 Kimberly Lane Edinburg, TX 78541	\$1,000,000	18,200 SF	\$54.95	\$50,000	8.33	20	03/01/2017
3	 Norma 8 'Plex 1608 Norma Lane Edinburg, TX 78539	\$260,000	6,166 SF	\$42.17	\$32,500	5.25	8	11/23/2016
4	 10th St 8 'Plex 1026 S 10th St Edinburg, TX 78539	\$275,000	5,376 SF	\$51.15	\$34,375	5.73	8	05/08/2017
		PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	GRM	# OF UNITS	CLOSE
	Totals/Averages	\$510,500	10,907 SF	\$46.80	\$42,541	6.12	12	

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

SALE COMPS MAP



MONTEVIDEO APARTMENTS

206 N Montevideo Avenue
Edinburg, TX 78541



NORMA 8 'PLEX

1608 Norma Lane
Edinburg, TX 78539



KIMBERLY APARTMENTS

2103 Kimberly Lane
Edinburg, TX 78541



10TH ST 8 'PLEX

1026 S 10th St
Edinburg, TX 78539

SECTION 4

RENT COMPARABLES



FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

SUBJECT PORTFOLIO UNIT MIX SUMMARY


UNIT TYPE	COUNT	% TOTAL	SIZE (SF)	RENT	MIN RENT	MAX RENT	RENT/SF	MARKET RENT	MARKET RENT/SF
2/2 1611 Norma, Edinburg	20	33.9	985	\$600.00			\$0.61	\$625.00	\$0.63
2/2 1619 Norma, Edinburg	1	1.7	1,390	\$800.00			\$0.58	\$800.00	\$0.58
2/1 1619 Norma, Edinburg	2	3.4	1,086	\$600.00			\$0.55	\$796.00	\$0.73
2/1 1702 Norma, Edinburg	6	10.2	845	\$550.00			\$0.65	\$560.00	\$0.66
2/1 Highland, McAllen	18	30.5	770	\$550.00			\$0.71	\$625.00	\$0.81
2/2 2808 N 31st, McAllen	4	6.8	1,010	\$575.00			\$0.57	\$715.00	\$0.71
2/1 2201 N 32nd, McAllen	8	13.6	690	\$550.00			\$0.80	\$465.00	\$0.67
Totals/Averages	59	100%	51,752	\$33,900.00	\$0.00	\$0.00	\$0.66	\$36,082.00	\$0.70

Rents are actual averages collected in 2017. Contact broker for rent roll.

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

MCALLEN ON-MARKET RENT COMPS

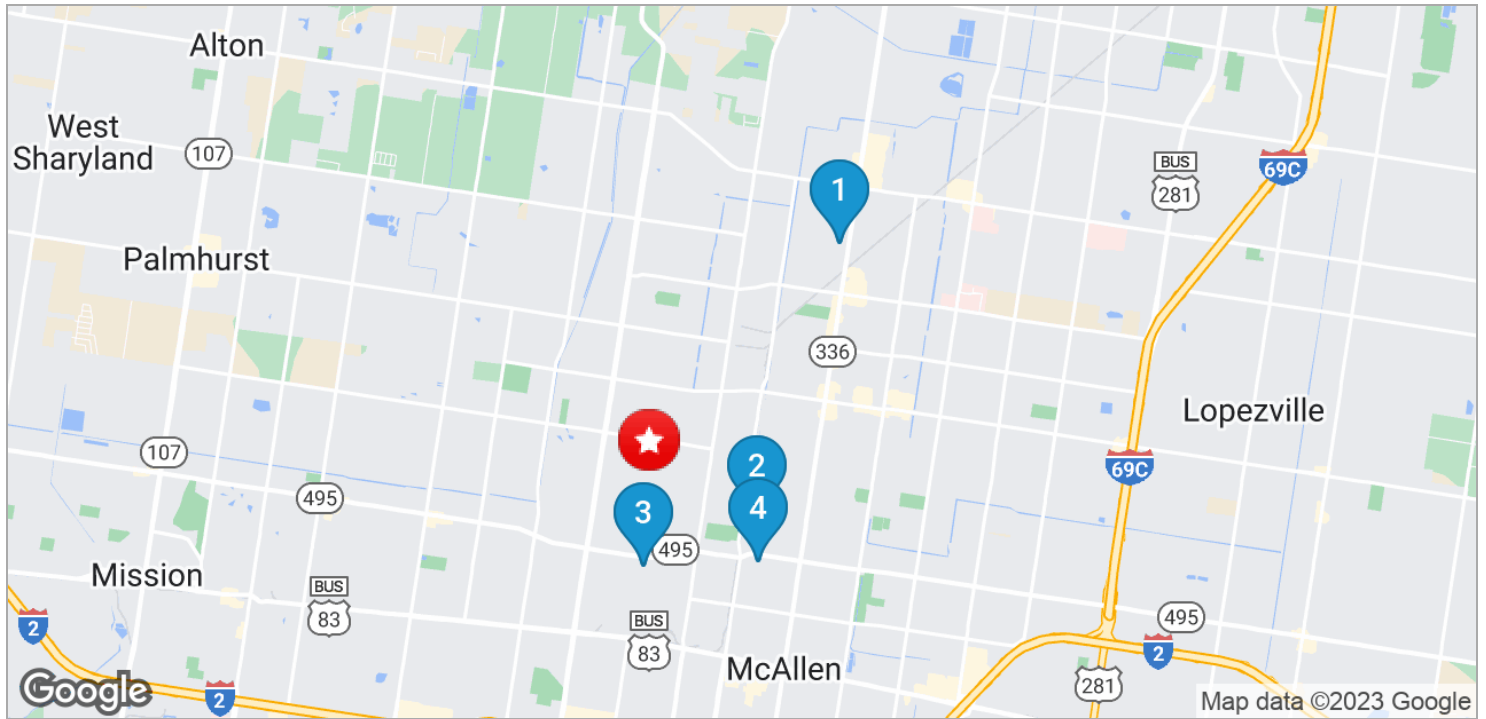
	RENT COMPS	UNIT TYPE	SIZE	ASKING RENT	ASKING RENT/SF
1	 6220 N 11th St 6220 N 11th St McAllen, TX 78504	2/1	1000	\$685	\$0.69
2	 El Camino Real 1600 Tamarack Ave McAllen, TX 78501	2/1	1000	\$675	\$0.68
3	 Ivy Terrace 2801 W Maple Ave McAllen, TX 78501	2/1	830	\$675	\$0.81
4	 Maple Court 1400 N 16th St McAllen, TX 78501	2/2	1000	\$710	\$0.71

Totals/Averages

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

MCALLEN ON-MARKET RENT COMPS MAP



SUBJECT PROPERTY

2905 Highland Ave | McAllen, TX 78501



6220 N 11TH ST

6220 N 11th St
McAllen, TX 78504



IVY TERRACE

2801 W Maple Ave
McAllen, TX 78501



EL CAMINO REAL

1600 Tamarack Ave
McAllen, TX 78501



MAPLE COURT

1400 N 16th St
McAllen, TX 78501

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

EDINBURG ON-MARKET RENT COMPS

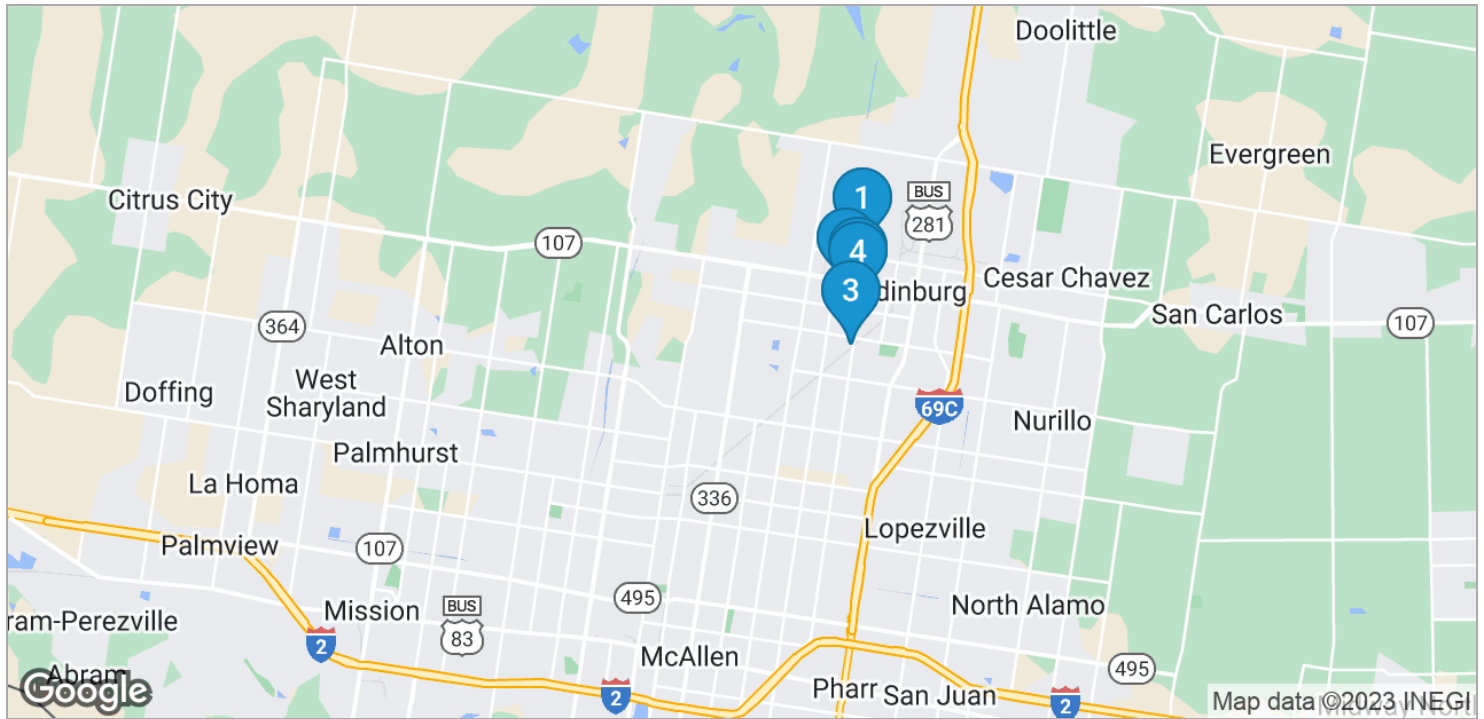
	RENT COMPS	UNIT TYPE	SIZE	ASKING RENT	ASKING RENT/SF
1	 Palms Apartments 1607 W Schunior St Edinburg, TX 78541	2/2	948	\$650	\$0.69
2	 University Manor 615 S Sugar Rd Edinburg, TX 78539	2/2	1000	\$650	\$0.65
3	 Norma Ln Apartments 1608 Norma Ln Edinburg, TX 78539	2/1	800	\$500	\$0.63
4	 Ashtree Apartments 707 Sugar Rd Edinburg, TX 78539	2/1	956	\$700	\$0.73
5	 Gastel Apartments 402 Gastel Circle Edinburg, TX 78539	2/1	800	\$530	\$0.66

Totals/Averages

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

EDINBURG ON-MARKET RENT COMPS MAP



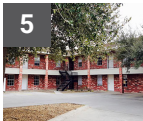
PALMS APARTMENTS

1607 W Schunior St
Edinburg, TX 78541



NORMA LN APARTMENTS

1608 Norma Ln
Edinburg, TX 78539



GASTEL APARTMENTS

402 Gastel Circle
Edinburg, TX 78539



UNIVERSITY MANOR

615 S Sugar Rd
Edinburg, TX 78539



ASHTREE APARTMENTS

707 Sugar Rd
Edinburg, TX 78539

SECTION 5

FINANCIAL ANALYSIS



FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

2017 ACTUAL GROSS INCOME

1619 Norma Triplex		1702 Norma 6 'Plex	
Average Rent/Unit/Month	\$ 676.67	Average Rent/Unit/Month	\$ 510.00
Average # Months Empty/Unit	4.67	Average # Months Empty/Unit	1.83
Complex Potential Rent	\$ 24,360.00	Complex Potential Rent	36,720.00
Complex Vacant Rent	\$ 9,520.00	Complex Vacant Rent	5,610.00
Complex Rent Vacancy	39%	Complex Rent Vacancy	15%
Complex Amount Collected	\$ 14,190.00	Complex Amount Collected	\$ 32,348.00
Less (Assumed) Deposits	\$ 1,007.50	Less (Assumed) Deposits	\$ 422.50
Complex Income	\$ 12,640.00	Complex Income	\$ 31,698.00
2901, 2905, 2909 Highland (3 x 6 'Plexes)		1611 Norma 20 'Plex	
Average Rent/Unit/Month	\$ 508.89	Average Rent/Unit/Month	\$ 570.25
Average # Months Empty/Unit	1.56	Average # Months Empty/Unit	1.75
Complex Potential Rent	\$ 109,920.00	Complex Potential Rent	\$ 136,860.00
Complex Vacant Rent	\$ 14,395.00	Complex Vacant Rent	\$ 20,365.00
Complex Rent Vacancy	13%	Complex Rent Vacancy	15%
Complex Amount Collected	\$ 99,955.00	Complex Amount Collected	\$ 117,271.00
Less (Assumed) Deposits	\$ 3,139.50	Less (Assumed) Deposits	\$ 2,031.25
Complex Income	\$ 95,125.00	Complex Income	\$ 114,146.00
2201 N 32nd 8 'Plex		2808 N 31st Fourplex	
Average Rent/Unit/Month	\$ 500.63	Average Rent/Unit/Month	\$ 567.50
Average # Months Empty/Unit	1.88	Average # Months Empty/Unit	3.00
Complex Potential Rent	\$ 48,060.00	Complex Potential Rent	\$ 27,240.00
Complex Vacant Rent	\$ 7,495.00	Complex Vacant Rent	\$ 7,360.00
Complex Rent Vacancy	16%	Complex Rent Vacancy	27%
Complex Amount Collected	\$ 42,352.00	Complex Amount Collected	\$ 21,951.48
Less (Assumed) Deposits	\$ 1,137.50	Less (Assumed) Deposits	\$ 698.75
Complex Income	\$ 40,602.00	Complex Income	\$ 20,876.48
Portfolio			
Portfolio Gross Scheduled	\$ 383,160.00		
Portfolio Actual Rental Vacancy	17.77%		
Portfolio Effective Income	\$ 315,087.48		
Expenses	\$ 218,591.00		
NOI	\$ 96,496.48		

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

2017 INCOME STATEMENTS

1611 Norma Ln		
Potential Income	\$ 136,860.00	
Vacancy/Bad Debt/Old Lease	16.60%	
Effectice Income	\$ 114,146.00	
Purchases	\$ 749.00	0.66%
Management	\$ 11,812.00	10.35%
Landscaping	\$ 831.00	0.73%
Apartment Make Ready	\$ 4,940.00	4.33%
Repair, Plumbing, and Painting	\$ 4,004.00	3.51%
AC Repair and Replacement	\$ 8,575.00	7.51%
Insurance	\$ 12,197.00	10.69%
Repairs	\$ 6,352.00	5.56%
Small Tools and Supplies	\$ 675.00	0.59%
Property Taxes	\$ 13,659.00	11.97%
Utilities	\$ 12,550.00	10.99%
Total Expenses	\$ 76,344.00	66.88%
Net Operating Income	\$ 37,802.00	
1619 Norma Ln		
Potential Income	\$ 24,360.00	
Vacancy/Bad Debt/Old Lease	48.112%	
Effectice Income	\$ 12,640.00	
Purchases	\$ 265.81	2.10%
Management	\$ 2,966.24	23.47%
Landscaping	\$ 731.97	5.79%
Apartment Make Ready	\$ 1,610.98	12.75%
Repair, Plumbing, and Painting	\$ 376.56	2.98%
AC Repair and Replacement	\$ 444.14	3.51%
Insurance	\$ 1,322.99	10.47%
Repairs	\$ 1,271.52	10.06%
Small Tools and Supplies	\$ 82.92	0.66%
Property Taxes	\$ 3,678.69	29.10%
Utilities	\$ 958.28	7.58%
Total Expenses	\$ 13,710.10	108.47%
Net Operating Income	\$ (1,070.10)	

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

2017 INCOME STATEMENTS

1702 Norma Ln		
Potential Income	\$ 36,720.00	
Vacancy/Bad Debt/Old Lease	13.68%	
Effectice Income	\$ 31,698.00	
Purchases	\$ 654.81	2.07%
Management	\$ 4,187.20	13.21%
Landscaping	\$ 1,064.68	3.36%
Apartment Make Ready	\$ 1,821.88	5.75%
Repair, Plumbing, and Painting	\$ 802.98	2.53%
AC Repair and Replacement	\$ 194.20	0.61%
Insurance	\$ 1,924.35	6.07%
Repairs	\$ 1,520.99	4.80%
Small Tools and Supplies	\$ 120.62	0.38%
Property Taxes	\$ 4,673.81	14.74%
Utilities	\$ 1,618.39	5.11%
Total Expenses	\$ 18,583.91	58.63%
Net Operating Income	\$ 13,114.09	
2901, 2905, & 2909 Highland		
Potential Income	\$ 109,920.00	
Vacancy/Bad Debt/Old Lease	13.46%	
Effectice Income	\$ 95,125.00	
Purchases	\$ 1,748.24	1.84%
Management	\$ 12,715.80	13.37%
Landscaping	\$ 2,861.32	3.01%
Apartment Make Ready	\$ 7,096.74	7.46%
Repair, Plumbing, and Painting	\$ 4,025.97	4.23%
AC Repair and Replacement	\$ 5,935.35	6.24%
Insurance	\$ 5,171.70	5.44%
Repairs	\$ 4,234.04	4.45%
Small Tools and Supplies	\$ 324.16	0.34%
Property Taxes	\$ 11,157.59	11.73%
Utilities	\$ 11,951.44	12.56%
Total Expenses	\$ 67,222.35	70.67%
Net Operating Income	\$ 27,902.65	

FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

2017 INCOME STATEMENTS

2201 N 32nd		
Potential Income	\$ 48,060.00	
Vacancy/Bad Debt/Old Lease	15.52%	
Effectice Income	\$ 40,602.00	
Purchases	\$ 884.11	2.18%
Management	\$ 4,907.22	12.09%
Landscaping	\$ 1,331.22	3.28%
Apartment Make Ready	\$ 2,396.06	5.90%
Repair, Plumbing, and Painting	\$ 1,039.76	2.56%
AC Repair and Replacement	\$ 5,098.65	12.56%
Insurance	\$ 2,044.63	5.04%
Repairs	\$ 1,508.99	3.72%
Small Tools and Supplies	\$ 128.16	0.32%
Property Taxes	\$ 6,945.24	17.11%
Utilities	\$ 1,431.44	3.53%
Total Expenses	\$ 27,715.48	68.26%
Net Operating Income	\$ 12,886.52	
2808 N 31st		
Potential Income	\$ 27,240.00	
Vacancy/Bad Debt/Old Lease	23.36%	
Effectice Income	\$ 20,876.48	
Purchases	\$ 414.41	1.99%
Management	\$ 3,483.17	16.68%
Landscaping	\$ 1,297.05	6.21%
Apartment Make Ready	\$ 1,461.34	7.00%
Repair, Plumbing, and Painting	\$ 563.64	2.70%
AC Repair and Replacement	\$ 487.85	2.34%
Insurance	\$ 1,563.54	7.49%
Repairs	\$ 1,336.99	6.40%
Small Tools and Supplies	\$ 98.00	0.47%
Property Taxes	\$ 3,314.32	15.88%
Utilities	\$ 995.69	4.77%
Total Expenses	\$ 15,015.99	71.93%
Net Operating Income	\$ 5,860.49	
Portfolio NOI	\$ 96,495.64	

SECTION 6

BROKER BIO



FOR SALE

PORTFOLIO OF 59 CLASS B UNITS IN MCALLEN & EDINBURG

BROKER BIO



ZACH SUNDERLAND

Broker Associate

zacharypsunderland@gmail.com

Direct: 956.975.7481

TX #645169

PROFESSIONAL BACKGROUND

I knew I wanted to pursue a career in real estate after flipping a home during my sophomore year of high school for a school project. I thoroughly enjoyed the work, the rewards, and the fulfillment of seeing a happy family living in a project I oversaw. Since then, I have pursued every opportunity to develop my understanding of the real estate industry and strengthen the skills that are vital to a successful career in it. During the summer of 2013 I was an intern at CHRE, whose broker, Cindy Hopkins, CCIM, taught me how to create Broker Price Opinions utilizing data gathered from county appraisal districts, CoStar, Site to Do Business, and the TX Dot website. Under her guidance, I completed more than 10 BPOs, updated her LoopNet account which featured more than 50 listings, and shadowed her when she met with clients. The most important lesson Ms. Hopkins taught me was the importance of going the extra mile. The following summer I obtained my real estate salesperson license which I immediately put to use by signing under Austin City Realty in order to lease apartments in the campus area. I facilitated upwards of 70 leases and 4 sales deal during my time with ACR, grossing over \$40,000 in commissions. Working mostly in a self directed and a "figure-it-out-for-yourself" environment, this experience taught me how to qualify leads, follow up with all clients wherever they may be in my sales funnel, and to always, always answer my cell phone. I have now moved back to my home town of Weslaco, located in a region called the Rio Grande Valley, which is on the southernmost border of Texas. I work with Cindy Hopkins, CCIM, and I became brokered myself on 9/10/18. I'm having success breaking into the multifamily trade, and, someday soon, I'd like to own, manage, and develop my own projects. Although I'm young, I'm hungry for success and there's nothing I love more than getting deals done!

EDUCATION

University of Texas at Austin - BBA in Finance

MEMBERSHIPS

SRS - Seller Representative Specialist
NAR - National Association of Realtors
TAR - Texas Association of Realtors
BBOR - Brownsville Board of Realtors
GMAR - Greater McAllen Association of Realtors

CHRE

222 E Van Buren, Suite 617
Harlingen, TX 78550
956.778.3255