
a two-property, 50-unit portfolio in the Island neighborhood of Chicago, Illinois

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## RENT ROLL SUMMARY

|  |  |  |  | CURRENT |  |  | POTENTIAL |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| UNIT TYPE | \# UNITS | AVG SQUARE <br> FEET | RENTAL RANGE | AVG RENT | $\begin{gathered} \text { AVG RENT/ } \\ \text { SF } \end{gathered}$ | MONTHLY INCOME | AVG RENT | AVG RENT/SF | MONTHLY INCOME |
| Studio | 2 | 400 | \$895-\$895 | \$895 | \$2.24 | \$ 1,790 | \$895 | \$2.24 | \$ 1,790 |
| Studio - Mason | 4 | 400 | \$625-\$750 | \$706 | \$1.77 | \$2,825 | \$880 | \$2.20 | \$3,520 |
| 1 Bdr 1 Ba | 13 | 650 | \$700-\$995 | \$929 | \$1.43 | \$12,075 | \$995 | \$1.53 | \$12,935 |
| 1 Bdr 1 Ba - Mason | 6 | 650 | \$650-\$780 | \$711 | \$1.09 | \$4,265 | \$975 | \$1.50 | \$5,850 |
| 2 Bdr 1 Ba | 16 | 900 | \$800-\$1,195 | \$1,066 | \$1.18 | \$17,060 | \$1,195 | \$1.33 | \$19,120 |
| 2 Bdr 1 Ba - Mason | 2 | 900 | \$880-\$ 1,195 | \$ 1,038 | \$1.15 | \$2,075 | \$ 1,195 | \$1.33 | \$2,390 |
| Commercial | 7 | 1,000 | \$900-\$1,300 | \$1,157 | \$1.16 | \$8,100 | \$ 1,257 | \$1.26 | \$8,800 |
| Totals/Avgs | 50 | 759 |  | \$964 | \$1.27 | \$48,190 | \$1,088 | \$1.43 | \$54,405 |
| Gross Annualized Rents |  |  |  | \$578,280 |  |  | \$652,860 |  |  |



## RENT ROLL DETAIL

| UNIT | UNIT TYPE | SF | CURRENT RENT / MONTH | CURRENT RENT / SF / MONTH | SCHEDULED <br> RENT / MONTH | $\begin{aligned} & \text { SCHEDULED } \\ & \text { RENT / SF / } \\ & \text { MONTH } \end{aligned}$ | POTENTIAL RENT / MONTH | POTENTIAL RENT / SF / MONTH |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| A-1 | 2 Bdr 1 Ba | 900 | \$995 | \$1.11 | \$995 | \$1.11 | \$1,195 | \$1.33 |
| A-2 | 2 Bdr 1 Ba | 900 | \$1,195 | \$1.33 | \$1,195 | \$1.33 | \$1,195 | \$1.33 |
| A-3 | 2 Bdr 1 Ba | 900 | \$1,125 | \$1.25 | \$1,125 | \$1.25 | \$1,195 | \$1.33 |
| B-1 | 2 Bdr 1 Ba | 900 | \$825 | \$0.92 | \$825 | \$0.92 | \$1,195 | \$1.33 |
| B-2 | 1 Bdr 1 Ba | 650 | \$995 | \$1.53 | \$995 | \$1.53 | \$995 | \$1.53 |
| B-3 | 1 Bdr 1 Ba | 650 | Vacant | \$0.00 | \$995 | \$1.53 | \$995 | \$1.53 |
| C-1 | 1 Bdr 1 Ba | 650 | Vacant | \$0.00 | \$995 | \$1.53 | \$995 | \$1.53 |
| C-2 | 1 Bdr 1 Ba | 650 | \$995 | \$1.53 | \$995 | \$1.53 | \$995 | \$1.53 |
| C-3 | 1 Bdr 1 Ba | 650 | Vacant | \$0.00 | \$995 | \$1.53 | \$995 | \$1.53 |
| D-1 | 2 Bdr 1 Ba | 900 | Vacant | \$0.00 | \$1,195 | \$1.33 | \$1,195 | \$1.33 |
| D-2 | 2 Bdr 1 Ba | 900 | \$900 | \$1.00 | \$900 | \$1.00 | \$1,195 | \$1.33 |
| D-3 | 1 Bdr 1 Ba | 650 | \$950 | \$1.46 | \$950 | \$1.46 | \$995 | \$1.53 |
| E-1 | 1 Bdr 1 Ba | 650 | \$780 | \$1.20 | \$780 | \$1.20 | \$995 | \$1.53 |
| E-2 | 1 Bdr 1 Ba | 650 | \$700 | \$1.08 | \$700 | \$1.08 | \$995 | \$1.53 |
| E-3 | 1 Bdr 1 Ba | 650 | \$950 | \$1.46 | \$950 | \$1.46 | \$995 | \$1.53 |
| F-2 | 1 Bdr 1 Ba | 650 | Vacant | \$0.00 | \$995 | \$1.53 | \$995 | \$1.53 |
| F-3 | 1 Bdr 1 Ba | 650 | \$900 | \$1.38 | \$900 | \$1.38 | \$995 | \$1.53 |

## RENT ROLL DETAIL CONTINUED

| UNIT | UNIT TYPE | SF | CURRENT <br> RENT / MONTH | CURRENT RENT / SF / MONTH | SCHEDULED <br> RENT / MONTH | $\begin{aligned} & \text { SCHEDULED } \\ & \text { RENT / SF / } \\ & \text { MONTH } \end{aligned}$ | POTENTIAL <br> RENT / MONTH | POTENTIAL RENT / SF / MONTH |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 201 | 2 Bdr 1 Ba | 900 | \$850 | \$0.94 | \$850 | \$0.94 | \$1,195 | \$1.33 |
| 202 | 2 Bdr 1 Ba | 900 | \$1,195 | \$1.33 | \$1,195 | \$1.33 | \$1,195 | \$1.33 |
| 203 | 1 Bdr 1 Ba | 650 | \$830 | \$1.28 | \$830 | \$1.28 | \$995 | \$1.53 |
| 204 | 2 Bdr 1 Ba | 900 | Vacant | \$0.00 | \$1,195 | \$1.33 | \$1,195 | \$1.33 |
| 205 | 2 Bdr 1 Ba | 900 | Vacant | \$0.00 | \$1,195 | \$1.33 | \$1,195 | \$1.33 |
| 206 | 2 Bdr 1 Ba | 900 | \$950 | \$1.06 | \$950 | \$1.06 | \$1,195 | \$1.33 |
| 207 | Studio | 400 | \$895 | \$2.24 | \$895 | \$2.24 | \$895 | \$2.24 |
| 308 | 2 Bdr 1 Ba | 900 | Vacant | \$0.00 | \$1,195 | \$1.33 | \$1,195 | \$1.33 |
| 309 | 2 Bdr 1 Ba | 900 | Vacant | \$0.00 | \$1,195 | \$1.33 | \$1,195 | \$1.33 |
| 310 | 2 Bdr 1 Ba | 900 | \$1,125 | \$1.25 | \$1,125 | \$1.25 | \$1,195 | \$1.33 |
| 311 | 2 Bdr 1 Ba | 900 | \$1,125 | \$1.25 | \$1,125 | \$1.25 | \$1,195 | \$1.33 |
| 312 | 2 Bdr 1 Ba | 900 | \$800 | \$0.89 | \$800 | \$0.89 | \$1,195 | \$1.33 |
| 314 | Studio | 400 | Vacant | \$0.00 | \$895 | \$2.24 | \$895 | \$2.24 |
| 315 | 1 Bdr 1 Ba | 650 | Vacant | \$0.00 | \$995 | \$1.53 | \$995 | \$1.53 |
| 5936 | Commercial | 1,000 | Vacant | \$0.00 | \$1,250 | \$1.25 | \$1,250 | \$1.25 |
| 5938 | Commercial | 1,000 | Vacant | \$0.00 | \$1,250 | \$1.25 | \$1,250 | \$1.25 |
| 5938.5 | Commercial | 1,000 | \$1,300 | \$1.30 | \$1,300 | \$1.30 | \$1,300 | \$1.30 |

## RENT ROLL DETAIL CONTINUED

| UNIT | UNIT TYPE | SF | CURRENT RENT / MONTH | CURRENT RENT / SF / MONTH | SCHEDULED RENT / MONTH | $\begin{aligned} & \text { SCHEDULED } \\ & \text { RENT / SF / } \\ & \text { MONTH } \end{aligned}$ | POTENTIAL RENT / MONTH | POTENTIAL RENT / SF / MONTH |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5940 | Commercial | 1,000 | \$1,200 | \$1.20 | \$1,200 | \$1.20 | \$1,250 | \$1.25 |
| 5942 | Commercial | 1,000 | \$900 | \$0.90 | \$900 | \$0.90 | \$1,250 | \$1.25 |
| 5944 | Commercial | 1,000 | \$950 | \$0.95 | \$950 | \$0.95 | \$1,250 | \$1.25 |
| 5946 | Commercial | 1,000 | Vacant | \$0.00 | \$1,250 | \$1.25 | \$1,250 | \$1.25 |
| 1054-1 | 1 Bdr 1 Ba | 650 | \$750 | \$1.15 | \$750 | \$1.15 | \$975 | \$1.50 |
| 1054-2 | 1 Bdr 1 Ba | 650 | \$780 | \$1.20 | \$780 | \$1.20 | \$975 | \$1.50 |
| 1056-1 | 2 Bdr 1 Ba | 900 | \$1,195 | \$1.33 | \$1,195 | \$1.33 | \$1,195 | \$1.33 |
| 1056-2 | 2 Bdr 1 Ba | 900 | \$880 | \$0.98 | \$880 | \$0.98 | \$1,195 | \$1.33 |
| 5934-1 | Studio | 400 | \$750 | \$1.88 | \$750 | \$1.88 | \$880 | \$2.20 |
| 5934-2 | Studio | 400 | \$700 | \$1.75 | \$700 | \$1.75 | \$880 | \$2.20 |
| 5936-1 | Studio | 400 | \$750 | \$1.88 | \$750 | \$1.88 | \$880 | \$2.20 |
| 5936-2 | Studio | 400 | \$625 | \$1.56 | \$625 | \$1.56 | \$880 | \$2.20 |
| 5942-1 | 1 Bdr 1 Ba | 650 | \$725 | \$1.12 | \$725 | \$1.12 | \$975 | \$1.50 |
| 5942-2 | 1 Bdr 1 Ba | 650 | \$655 | \$1.01 | \$655 | \$1.01 | \$975 | \$1.50 |
| 5944-1 | 1 Bdr 1 Ba | 650 | \$650 | \$1.00 | \$650 | \$1.00 | \$975 | \$1.50 |
| 5944-2 | 1 Bdr 1 Ba | 650 | \$705 | \$1.08 | \$705 | \$ 1.08 | \$975 | \$1.50 |
| Total |  | 37,950 | \$32,595 | \$0.86 | \$48,190 | \$1.27 | \$54,405 | \$1.43 |

## OPERATING DATA

| INCOME | CURRENT |  | PRO FORMA |  | PER UNIT | PER SF |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Potential Rent | \$652,860 |  | \$652,860 |  | \$13,057 | \$17.20 |
| Loss / Gain to Lease | $(\$ 74,580)$ | 11.4\% | $(\$ 29,464)$ | 4.5\% | (\$589) | (\$0.78) |
| Gross Scheduled Rent | \$578,280 |  | \$623,396 |  | \$12,468 | \$16.43 |
| Physical Vacancy | $(\$ 75,510)$ | 13.1\% | (\$31,170) | 5.0\% | (\$623) | (\$0.82) |
| Concession | - | 0.0\% | - |  | (\$0) | (\$0.00) |
| Total Vacancy | $(\$ 75,510)$ | 13.1\% | $(\$ 31,170)$ | 5.0\% | (\$623) | (\$1) |
| Effective Rental Income | \$502,770 |  | \$592,226 |  | \$11,845 | \$15.61 |
| Other Income |  |  |  |  |  |  |
| All Other Income | \$4,585 |  | \$4,585 |  | \$92 | \$0.12 |
| Total Other Income | \$4,585 |  | \$4,585 |  | \$92 | \$0.12 |
| Effective Gross Income | \$507,355 |  | \$596,811 |  | \$11,936 | \$15.73 |
| EXPENSES | CURRENT |  | PRO FORMA |  | PER UNIT | PER SF |
| Real Estate Taxes | \$64,555 | 13\% | \$64,555 | 11\% | \$1,291 | \$1.70 |
| Insurance | \$24,849 |  | \$24,849 |  | \$497 | \$0.65 |
| Electric | \$4,531 |  | \$4,531 |  | \$91 | \$0.12 |
| Gas | \$481 |  | \$481 |  | \$10 | \$0.01 |
| Water and Sewer | \$25,653 |  | \$25,653 |  | \$513 | \$0.68 |
| Internet | \$1,250 |  | \$1,250 |  | \$25 | \$0.03 |
| Repairs and Maintenance | \$19,962 |  | \$19,962 |  | \$399 | \$0.53 |
| Cleaning and Decorating | \$1,750 |  | \$1,750 |  | \$35 | \$0.05 |
| Contract Services | \$15,285 |  | \$15,285 |  | \$306 | \$0.40 |
| Advertising | \$1,700 |  | \$1,700 |  | \$34 | \$0.04 |
| Payroll | \$33,277 |  | \$33,277 |  | \$666 | \$0.88 |
| General and Administrative | \$7,612 |  | \$7,612 |  | \$152 | \$0.20 |
| Operating Reserves | \$12,500 |  | \$12,500 |  | \$250 | \$0.33 |
| Management Fee | \$25,368 | 5.0\% | \$29,841 | 5.0\% | \$597 | \$0.79 |
| Total Expenses | \$238,772 |  | \$243,244 |  | \$4,865 | \$6.41 |
| Expenses as \% of EGI | 47.1\% |  | 40.8\% |  |  |  |
| Net Operating Income | \$268,583 |  | \$353,566 |  | \$7,071 | \$9.32 |

## NOTES TO OPERATING DATA

- Gross Scheduled Rent- Based on Seller's August 5, 2022 Rent Roll Annualized; Pro Forma Broker Estimate
- Physical Vacancy - Broker Estimate
- All Other Income - Based on Seller's J uly 2022 Trailing- 12 Operating Statement
- Real Estate Taxes - 2021 Payable 2022 Cook County Treasurer (Assessed Value of \$310,691- Fair Market Value of \$3,106,910); Buyer to Consult Tax Attorney to Make Own Future Assumptions
- Insurance - Based on Seller's J uly 2022 Trailing- 12 Operating Statement
- Electric - Based on Seller's J uly 2022 Trailing-12 Operating Statement
- Gas - Based on Seller's J uly 2022 Trailing-12 Operating Statement
- Water and Sewer - Based on Seller’s J uly 2022 Trailing-12 Operating Statement and Broker Estimate
- Internet - Based on Seller's J uly 2022 Trailing-12 Operating Statement
- Repairs and Maintenance- Based on Seller's J uly 2022 Trailing-12 Operating Statement
- Cleaning and Decorating - Based on Seller's J uly 2022 Trailing- 12 Operating Statement
- Contract Services - Based on Seller's J uly 2022 Trailing- 12 Operating Statement (Includes Groundskeeping, Trash Disposal, Labor Contracts)
- Advertising - Based on Seller's J uly 2022 Trailing-12 Operating Statement
- Payroll - Based on Seller's J uly 2022 Trailing-12 Operating Statement and Broker Estimate
- General and Administrative - Based on Seller's J uly 2022 Trailing-12 Operating Statement
- Operating Reserves - Broker Estimate of $\$ 250$ per Unit per Year
- Management Fee - Broker Estimate of Five Percent of Effective Gross Income


## PRICING DETAILS

| SUMMARY |  |  |
| :---: | :---: | :---: |
| Price |  | \$4,250,000 |
| Down Payment |  | \$1,062,500 25\% |
| Number of Units |  | 50 |
| Price Per Unit |  | \$85,000 |
| Price Per SqFt |  | \$111.99 |
| Rentable SqFt |  | 37,950 |
| Lot Size |  | 0.39 Acres |
| Approx. Year Built |  | 1925/1926 |
| RETURNS | CURRENT | PRO FORMA |
| CAP Rate | 6.32\% | 8.32\% |
| GRM | 7.35 | 6.82 |
| Cash-on-Cash | 4.84\% | 12.84\% |
| Debt Coverage Ratio | 1.24 | 1.63 |
| IRR YEAR | IRR UNLEVERED | IRR LEVERED |
| 5 | 12.50\% | 28.17\% |
| 7 | 12.27\% | 26.13\% |
| 10 | 11.85\% | 23.69\% |
| FINANCING |  | 1ST LOAN |
| Loan Amount |  | \$3,187,500 |
| Loan Type |  | New |
| Interest Rate |  | 5.50\% |
| Amortization |  | 30 Years |
| Year Due |  | 2032 |

OPERATING DATA

| INCOME |  | CURRENT |  | PRO FORMA |
| :---: | :---: | :---: | :---: | :---: |
| Gross Scheduled Rent |  | \$578,280 |  | \$623,396 |
| Less: Vacancy/Deductions | 13.1\% | \$75,510 | 5.0\% | \$31,170 |
| Total Effective Rental Income |  | \$502,770 |  | \$592,226 |
| Other Income |  | \$4,585 |  | \$4,585 |
| Effective Gross Income |  | \$507,355 |  | \$596,811 |
| Less: Expenses | 47.1\% | \$238,772 | 40.8\% | \$243,244 |
| Net Operating Income |  | \$268,583 |  | \$353,566 |
| Cash Flow |  | \$268,583 |  | \$353,566 |
| Debt Service |  | \$217,179 |  | \$217,179 |
| Net Cash Flow After Debt Service | 4.84\% | \$51,404 | 12.84\% | \$136,387 |
| Principal Reduction |  | \$42,938 |  | \$45,361 |
| TOTAL RETURN | 8.88\% | \$94,343 | 17.11\% | \$181,748 |
| EXPENSES |  | CURRENT |  | PRO FORMA |
| Real Estate Taxes |  | \$64,555 |  | \$64,555 |
| Insurance |  | \$24,849 |  | \$24,849 |
| Electric |  | \$4,531 |  | \$4,531 |
| Gas |  | \$481 |  | \$481 |
| Water and Sewer |  | \$25,653 |  | \$25,653 |
| Internet |  | \$1,250 |  | \$1,250 |
| Repairs and Maintenance |  | \$19,962 |  | \$19,962 |
| Cleaning and Decorating |  | \$1,750 |  | \$1,750 |
| Contract Services |  | \$15,285 |  | \$15,285 |
| Advertising |  | \$1,700 |  | \$1,700 |
| Payroll |  | \$33,277 |  | \$33,277 |
| General and Administrative |  | \$7,612 |  | \$7,612 |
| Operating Reserves |  | \$12,500 |  | \$12,500 |
| Management Fee |  | \$25,368 |  | \$29,841 |
| TOTAL EXPENSES |  | \$238,772 |  | \$243,244 |
| Expenses/Unit |  | \$4,775 |  | \$4,865 |
| Expenses/SF |  | \$6.29 |  | \$6.41 |
| SCHEDULED RENTS |  |  |  | MARKET RENTS |
| \$769 |  |  |  | \$885 |
| \$860 |  |  |  | \$989 |
| \$1,063 |  |  |  | \$1,195 |
| \$1,157 |  |  |  | \$1,257 |

## CASH FLOW

| INCOME | CURRENT | 2023 | 2024 | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Gross Potential Rent | \$652,860 | \$652,860 | \$672,446 | \$692,619 | \$713,398 | \$734,800 | \$756,844 | \$779,549 | \$802,935 | \$827,024 | \$851,834 |
| Loss / Gain to Lease | (\$74,580) | $(\$ 29,464)$ | $(\$ 13,449)$ | (\$13,852) | (\$7,134) | $(\$ 7,348)$ | $(\$ 7,568)$ | (\$7,795) | $(\$ 8,029)$ | $(\$ 8,270)$ | $(\$ 8,518)$ |
| Gross Scheduled Rent | \$578,280 | \$623,396 | \$658,997 | \$678,767 | \$706,264 | \$727,452 | \$749,275 | \$771,753 | \$794,906 | \$818,753 | \$843,316 |
| Physical Vacancy | $(\$ 75,510)$ | (\$31,170) | (\$32,950) | $(\$ 33,938)$ | $(\$ 35,313)$ | $(\$ 36,373)$ | $(\$ 37,464)$ | $(\$ 38,588)$ | (\$39,745) | $(\$ 40,938)$ | $(\$ 42,166)$ |
| Total Vacancy | $(\$ 75,510)$ | (\$31,170) | (\$32,950) | $(\$ 33,938)$ | $(\$ 35,313)$ | $(\$ 36,373)$ | $(\$ 37,464)$ | $(\$ 38,588)$ | $(\$ 39,745)$ | $(\$ 40,938)$ | $(\$ 42,166)$ |
| Effective Rental Income | \$502,770 | \$592,226 | \$626,047 | \$644,828 | \$670,951 | \$691,079 | \$711,811 | \$733,166 | \$755,161 | \$777,816 | \$801,150 |
| Other Income |  |  |  |  |  |  |  |  |  |  |  |
| All Other Income | \$4,585 | \$4,585 | \$4,676 | \$4,770 | \$4,865 | \$4,963 | \$5,062 | \$5,163 | \$5,266 | \$5,372 | \$5,479 |
| Total Other Income | \$4,585 | \$4,585 | \$4,676 | \$4,770 | \$4,865 | \$4,963 | \$5,062 | \$5,163 | \$5,266 | \$5,372 | \$5,479 |
| Effective Gross Income | \$507,355 | \$596,811 | \$630,724 | \$649,598 | \$675,816 | \$696,042 | \$716,873 | \$738,329 | \$760,427 | \$783,187 | \$806,629 |
| EXPENSES |  |  |  |  |  |  |  |  |  |  |  |
| Operating Expenses | $(\$ 79,586)$ | $(\$ 79,586)$ | $(\$ 81,973)$ | $(\$ 84,432)$ | $(\$ 86,965)$ | (\$89,574) | $(\$ 92,262)$ | $(\$ 95,029)$ | (\$97,880) | (\$100,817) | (\$103,841) |
| Real Estate Taxes | (\$64,555) | (\$64,555) | $(\$ 66,491)$ | $(\$ 68,486)$ | $(\$ 70,541)$ | $(\$ 72,657)$ | (\$74,837) | $(\$ 77,082)$ | $(\$ 79,394)$ | $(\$ 81,776)$ | $(\$ 84,229)$ |
| Insurance | $(\$ 24,849)$ | (\$24,849) | (\$25,594) | $(\$ 26,362)$ | $(\$ 27,153)$ | (\$27,968) | $(\$ 28,807)$ | (\$29,671) | (\$30,561) | $(\$ 31,478)$ | $(\$ 32,422)$ |
| Utilities | $(\$ 31,915)$ | (\$31,915) | (\$32,872) | $(\$ 33,858)$ | (\$34,874) | (\$35,920) | $(\$ 36,998)$ | $(\$ 38,108)$ | (\$39,251) | $(\$ 40,428)$ | (\$41,641) |
| Management Fee | $(\$ 25,368)$ | (\$29,841) | (\$31,536) | $(\$ 32,480)$ | (\$33,791) | $(\$ 34,802)$ | $(\$ 35,844)$ | $(\$ 36,916)$ | (\$38,021) | $(\$ 39,159)$ | $(\$ 40,331)$ |
| Total Expenses | (\$226,272) | (\$230,744) | (\$238,467) | $(\$ 245,619)$ | $(\$ 253,324)$ | (\$260,921) | (\$268,746) | (\$276,806) | $(\$ 285,108)$ | $(\$ 293,658)$ | $(\$ 302,465)$ |
| Operating Reserves | (\$12,500) | (\$12,500) | (\$12,500) | (\$12,500) | $(\$ 12,500)$ | (\$12,500) | (\$12,500) | (\$12,500) | $(\$ 12,500)$ | (\$12,500) | $(\$ 12,500)$ |
| Net Operating Income | \$268,583 | \$353,566 | \$379,756 | \$391,480 | \$409,992 | \$422,621 | \$435,627 | \$449,023 | \$462,820 | \$477,029 | \$491,664 |
|  |  |  |  |  |  |  |  |  |  |  |  |
| PURCHASE PRICE / NET RESIDUAL VALUE |  |  |  |  |  |  |  |  |  |  |  |
| Purchase Price/Net Residual Value | (\$4,250,000) |  |  |  |  |  |  |  |  |  | \$6,145,800 |
| Cash Flow Before Debt Financing |  | \$353,566 | \$379,756 | \$391,480 | \$409,992 | \$422,621 | \$435,627 | \$449,023 | \$462,820 | \$477,029 | \$6,637,464 |
| DEBT FINANCING |  |  |  |  |  |  |  |  |  |  |  |
| Loan Amount | \$3,187,500 |  |  |  |  |  |  |  |  |  |  |
| Closing Costs |  |  |  |  |  |  |  |  |  |  | (\$307,290) |
| Debt Service - Interest |  | (\$174,241) | $(\$ 171,819)$ | (\$169,260) | (\$166,557) | (\$163,702) | (\$160,685) | (\$157,498) | (\$154,132) | (\$150,575) | $(\$ 146,818)$ |
| Debt Service - Principal |  | $(\$ 42,938)$ | $(\$ 45,361)$ | $(\$ 47,919)$ | (\$50,622) | $(\$ 53,478)$ | $(\$ 56,494)$ | $(\$ 59,681)$ | (\$63,048) | $(\$ 66,604)$ | $(\$ 70,361)$ |
| Cash Flow After Debt Financing | (\$1,062,500) | \$136,387 | \$162,577 | \$174,300 | \$192,813 | \$205,441 | \$218,448 | \$231,844 | \$245,640 | \$259,850 | \$6,112,994 |
| Debt Coverage Ratio |  | 1.63 | 1.75 | 1.80 | 1.89 | 1.95 | 2.01 | 2.07 | 2.13 | 2.20 | 2.26 |
| INVESTOR RETURN |  |  |  |  |  |  |  |  |  |  |  |
| IRR-Unleveraged |  | 0.00\% |  |  | 12.71\% | 12.50\% | 12.37\% | 12.27\% | 12.20\% | 12.14\% | 11.85\% |
| IRR-Leveraged |  | 12.84\% |  |  | 29.72\% | 28.17\% | 27.03\% | 26.13\% | 25.40\% | 24.79\% | 23.69\% |
| Capitalization Rate |  | 8.32\% | 8.94\% | 9.21\% | 9.65\% | 9.94\% | 10.25\% | 10.57\% | 10.89\% | 11.22\% | 11.57\% |




Two vintage properties, a 38 -unit mixed-use property and a 12 -unit apartment building located in the Austin neighborhood of Chicago, Illinois. Located on the West Side of the city of Chicago, and approximately eight miles from the Loop. 'The Island' section of the Austin Neighborhood, which borders Forest Park, Oak Park, and Cicero, is one of the largest by population areas of the 77 officially defined communities in Chicago.

The subject properties consists of seven retail spaces and 43 apartment units containing six studio units (approximately 400 square feet), 19 one-bedroom / one-bathroom units (approximately 650 square feet), 18 two-bedroom / onebathroom units (approximately 886 square feet) and seven commercial units. This property has seen various capital improvements and select unit upgrades.

This opportunity allows an investor to purchase a well-maintained asset with potential for strong cash flow to hold long-term. Located in a solid rental market, a new investor has the potential to achieve double-digit cash-on-cash return through continued unit renovations.

SELECT UNIT RENOVATIONS

CLOSE TO CTA TRAIN

## INVESTMENT HIGHLIGHTS

- Two-Property, 50-Unit Portfolio: 43 Apartments, 7 Commercial Spaces
- Select Unit Renovations
- Low Expenses - Individually-Metered Gas and Electric
- Individual Water Heaters and Furnaces
- Recent Capital Improvements
- Located in the Island Neighborhood of Austin



## SALES COMPARABLES SUMMARY



| SALE COMPARABLES | PRICE | PRICE/SF | PRICE/UNIT | CAP RATE | \# UNITS | CLOSE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 5448 W Congress Pkwy <br> Chicago, IL 60644 | \$975,000 | \$85.53 | \$97,500 | 7.50\% | 10 | 06/25/2021 |
| 5901W Fillmore St <br> Chicago, IL 60644 | \$620,000 | \$ 125.25 | \$68,888 | 7.45\% | 9 | 04/23/2021 |
| 5000 W Monroe St <br> Chicago, IL 60644 | \$1,020,000 | \$67.00 | \$68,000 | 9.45\% | 15 | 06/23/2021 |
| 6301 Roosevelt Rd Berwyn, IL 60402 | \$1,350,000 | \$96.09 | \$75,000 | 7.60\% | 18 | 01/05/2021 |
| AVERAGES | \$991,250 | \$93.46 | \$77,347 | 8.00\% | 13 | - |

## SALES COMPARABLES



- SUBJECT

| OFFERING PRICE | $\$ 4,250,000$ | UNITS | UNIT TYPE |
| ---: | :--- | :--- | :--- |
|  | Subject Property | 6 | Studio |
| Price Per Unit | $\$ 85,000$ | 19 | 1 Bdr 1 Ba |
| Price Per SF | $\$ 111.99$ | 18 | 2 Bdr 1 Ba |
| CAP Rate | $6.32 \%$ | 7 | Commercial |
| GRM | 7.35 | 50 | Total |
| Year Built | 1925 |  |  |

(1)
5448 WEST CONGRESS PARKWAY Chicago, IL 60644


| SALE PRICE | $\$ 975,000$ | UNITS | UNIT TYPE |
| ---: | :--- | ---: | :--- |
| Close Date | $06 / 25 / 2021$ | 1 | Studio |
| Price Per Unit | $\$ 97,500$ | 3 | 2 Bdr 1 Ba |
| Price Per SF | $\$ 85.53$ | 6 | 3 Bdr 1 Ba |
| CAP Rate | $7.50 \%$ | 10 | Total |
| GRM | 6.65 |  |  |
| Year Built | 1929 |  |  |

NOTES
Select units gut rehabbed in 2017. Superior unit sizes as compared to subject property.


5901 WEST FILLMORE STREET Chicago, IL 60644

| SALE PRICE | $\$ 620,000$ | UNITS | UNIT TYPE |
| ---: | :--- | :--- | :--- |
| Close Date | $04 / 23 / 2021$ | 9 | 1 Bdr 1 Ba |
| Price Per Unit | $\$ 68,888$ | 9 | Total |
| Price Per SF | $\$ 125.25$ |  |  |
| CAP Rate | $7.45 \%$ |  |  |
| YRM Built | 6.04 |  |  |
| Year |  |  |  |

NOTES
All one bedroom units with select upgrades.


5000 WEST MONROE STREET
Chicago, IL 60644

| SALE PRICE | $\$ 1,020,000$ | UNITS | UNIT TYPE |
| ---: | :--- | :--- | :--- |
| Close Date | $06 / 23 / 2021$ | 9 | 2 Bdr 1 Ba |
| Price Per Unit | $\$ 68,000$ | 6 | 3 Bdr 1 Ba |
| Price Per SF | $\$ 67.00$ | 15 | Total |
| CAP Rate | $9.45 \%$ |  |  |
| GRM | 5.70 |  |  |
| Year Built | 1919 |  |  |

NOTES
Renovated units, new electrical, tuckpointing in 2017.

## SALES COMPARABLES


(9) 6301 ROOSEVELT ROAD

Berwyn, IL 60402

| SALE PRICE | $\$ 1,350,000$ | UNITS | UNIT TYPE |
| ---: | :--- | ---: | :--- |
| Close Date | $01 / 05 / 2021$ | 1 | Studio |
| Price Per Unit | $\$ 75,000$ | 10 | 1 Bdr 1 Ba |
| Price Per SF | $\$ 96.09$ | 3 | 2 Bdr 1 Ba |
| CAP Rate | $7.60 \%$ | 1 | 3 Bdr 1 Ba |
| GRM | 6.24 | 15 | Total |
| Year Built | 1923 |  |  |

RENT COMPARABLES SUMMARY

| SUBJ ECT PROPERTY | STUDIO <br> RENT/UNIT | STUDIO RENT/SQFT | ONE BEDROOM RENT/UNIT | ONE BEDROOM RENT/SQFT | TWO BEDROOM RENT/UNIT | TWO BEDROOM RENT/SQFT |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$1,293 | \$1.78 | \$1,293 | \$1.78 | \$1,544 | \$1.82 |
| RENT COMPARABLES | STUDIO <br> RENT/UNIT | $\begin{aligned} & \text { STUDIO } \\ & \text { RENT/SQFT } \end{aligned}$ | ONE BEDROOM RENT/UNIT | ONE BEDROOM RENT/SQFT | TWO BEDROOM RENT/UNIT | TWO BEDROOM RENT/SQFT |
| (1) 1053 S Austin Blvd Chicago, IL 60644 | - | - | \$875 | \$1.17 | - | - |
| The Ray Apartments 1118 S Austin Blvd Oak Park, IL 60304 | \$915 | \$2.38 | \$1,080 | \$1.51 | - | - |
| 5901 W Fillmore St Chicago, IL 60644 | - | - | \$950 | \$1.73 | - | - |
| 5328 W Harrison St Chicago, IL 60644 | - | - | \$860 | \$1.31 | \$915 | \$1.14 |
| 5500 W Van Buren St Chicago, IL 60644 | - | - | \$900 | \$1.80 | \$940 | \$1.39 |
| 10 S Mason Ave Chicago, IL 60644 | \$670 | \$1.61 | \$800 | \$1.33 | - | - |
| Washington Plaza 5501 W Washington Blvd Chicago, IL 60644 | \$670 | \$1.97 | \$890 | \$1.82 | \$1,090 | \$1.66 |
| (8) 5957 W Madison St Chicago, IL 60644 | \$775 | \$2.21 | \$890 | \$1.48 | \$1,215 | \$1.74 |
| 9) 735 N Austin Blvd Chicago, IL 60644 | - | - | \$900 | \$1.57 | \$1,180 | \$1.90 |
| AVERAGES | \$758 | \$2.04 | \$906 | \$1.52 | \$1,068 | \$1.57 |

RENT COMPARABLES GRAPH
AVERAGE RENT/UNIT


AVERAGE RENT/SF


## RENT COMPARABLES



(1) 1053 SOUTH AUSTIN BOULEVARD

Chicago, IL 60644

| UNIT TYPE | \# UNITS | SQFT | RENT | RENT/SF |
| :---: | :---: | :---: | :---: | :---: |
| 1 Bdr 1 Ba | 38 | 750 | $\$ 875$ | $\$ 1.17$ |
| TOTAL/AVG | 38 | 750 | $\$ 875$ | $\$ 1.17$ |

08
38
APARTMENTS


1927
YEAR BUILT
NOTES
Updated units featuring hardwood floors throughout. Landlordheated.

## RENT COMPARABLES



THE RAY APARTMENTS
1118 South Austin Boulevard, Oak Park, IL 60304

| UNIT TYPE | \# UNITS | SQFT | RENT | RENT/SF |
| :--- | :---: | :---: | :---: | :---: |
| Studio | 6 | 385 | $\$ 915$ | $\$ 2.38$ |
| 1 Bdr 1 Ba | 25 | 715 | $\$ 1,080$ | $\$ 1.51$ |
| TOTAL/AVG | 31 | 651 | $\$ 1,048$ | $\$ 1.61$ |

31
APARTMENTS

NOTES
Updated unit featuring stainless-steel appliances, hardwood floors and upgraded bathrooms. Landlord-heated.

(3) 5901 WEST FILLMORE STREET Chicago, IL 60644

| UNIT TYPE | \# UNITS | SQFT | RENT | RENT/SF |
| :---: | :---: | :---: | :---: | :---: |
| 1 Bdr 1 Ba | 9 | 550 | $\$ 950$ | $\$ 1.73$ |
| TOTAL/AVG | 9 | 550 | $\$ 950$ | $\$ 1.73$ |

9
APARTMENTS

RENT COMPARABLES


5328 WEST HARRISON STREET Chicago, IL 60644

| UNIT TYPE | \# UNITS | SQFT | RENT | RENT/SF |
| :---: | :---: | :---: | :---: | :---: |
| 1 Bdr 1 Ba | 12 | 655 | $\$ 860$ | $\$ 1.31$ |
| 2 Bdr 1 Ba | 12 | 800 | $\$ 915$ | $\$ 1.14$ |
| TOTAL/AVG | 24 | 727 | $\$ 887$ | $\$ 1.22$ |

YEAR BUILT

## NOTES

Well-maintained apartments featuring white appliances and hardwood floors. Landlord-heated.


5500 WEST VAN BUREN STREET Chicago, IL 60644

| UNIT TYPE | \# UNITS | SQFT | RENT | RENT/SF |
| :---: | :---: | :---: | :---: | :---: |
| 1 Bdr 1 ba | 8 | 500 | $\$ 900$ | $\$ 1.80$ |
| 2 Bdr 1 Ba | 8 | 675 | $\$ 940$ | $\$ 1.39$ |
| TOTAL/AVG | 16 | 587 | $\$ 920$ | $\$ 1.57$ |

16
APARTMENTS

NOTES
Well-maintained apartments featuring white appliances and hardwood floors. Landlord-heated.

## RENT COMPARABLES



10 SOUTH MASON AVENUE Chicago, IL 60644

| UNIT TYPE | \# UNITS | SQFT | RENT | RENT/SF |
| :--- | :---: | :---: | :---: | :---: |
| Studio | 38 | 415 | $\$ 670$ | $\$ 1.67$ |
| 1 Bdr 1 Ba | 4 | 600 | $\$ 800$ | $\$ 1.33$ |
| TOTAL/AVG | 42 | 432 | $\$ 682$ | $\$ 1.58$ |

42
APARTMENTS

170
APARTMENTS


1929
YEAR BUILT

NOTES
Elevator building with renovated apartments. Units offer stainless-steel appliances and tile flooring or white appliances and carpet flooring. On-site amenities include fitness center and laundry facilities. Landlord-heated.

## RENT COMPARABLES



5957 WEST MADISON STREET
Chicago, IL 60644

| UNIT TYPE | \# UNITS | SQFT | RENT | RENT/SF |
| :--- | :---: | :---: | :---: | :---: |
| Studio | 21 | 350 | $\$ 775$ | $\$ 2.21$ |
| 1 Bdr 1 Ba | 38 | 600 | $\$ 890$ | $\$ 1.48$ |
| 2 Bdr 1 Ba | 21 | 700 | $\$ 1,215$ | $\$ 1.74$ |
| TOTAL/AVG | 80 | 560 | $\$ 945$ | $\$ 1.69$ |

## 43 <br> 80 <br> apartments <br> 1928 <br> YEAR BUILT

## NOTES

Upgraded apartments with fully-equipped kitchens and hardwood floors. On-site laundry and parking available. Landlord-heated.


735 NORTH AUSTIN BOULEVARD Chicago, IL 60644

| UNIT TYPE | \# UNITS | SQFT | RENT | RENT/SF |
| :---: | :---: | :---: | :---: | :---: |
| 1 Bdr 1 Ba | 12 | 575 | $\$ 900$ | $\$ 1.57$ |
| 2 Bdr 1 Ba | 10 | 620 | $\$ 1,180$ | $\$ 1.90$ |
| 3 Bdr 1 Ba | 5 | 775 | $\$ 1,225$ | $\$ 1.58$ |
| 3 Bdr 2 Ba | 5 | 1,350 | $\$ 1,450$ | $\$ 1.07$ |
| TOTAL/AVG | 32 | 741 | $\$ 1,124$ | $\$ 1.52$ |

32
APARTMENTS

## 5 <br> 1928 YEAR BUILT

NOTES
Upgraded apartments with fully-equipped kitchens and hardwood floors. On-site laundry and parking available. Landlord-heated.



## LOCATION HIGHLIGHTS

- Far Southwest Corner of the Austin Neighborhood, Approximately Eight Miles from Chicago's Loop
- Roughly One Square Mile and Home to Approximately 1,700 Residents
- Bordered by Columbus Park and the Eisenhower Expressway to the

North, the Town of Cicero to the South, a Major Factory Area to the East and the Village of Oak Park to the West

- Home of Chicago Studio City, a 100,000-SF Facility and the Largest Movie-Making Plant Between Coasts


## NEIGHBORHOOD AMENITIES

| COMMUNITY SERVICES <br> 0.6 Mile \| Loretto Hospital <br> 1.2 Mile \| Oak Park Public Library Maze Branch <br> 11.7 Miles \| Post Office $\leftarrow 1.0$ Mile \| PetVets Animal Hospital |  | PARKS <br> Oak Park Conservatory \| 1.2 Miles <br> Columbus Park \| 0.6 Mile $\uparrow$ <br> Barrie Park \| 0.7 Mile <br> Warren Park \| 0.9 Mile |
| :---: | :---: | :---: |
| SCHOOLS <br> $\measuredangle 0.2$ Mile \| Warren Park Elementary School <br> 0.4 Mile \| GR Clark School <br> 2.2 Miles \| Austin College \& Career Academy <br> - 3.8 Miles \| Concordia University |  | MAJOR EMPLOYERS Bimbo Bakeries \| 1.1 Miles Olson Rug \& Flooring | 0.8 Mile Chicago Studio City | 0.5 Mile $\nearrow$ Amazon - Cicero \| 1.3 Miles |
| LANDMARKS \& ATTRACTIONS 0.5 Mile \| Chicago Studio City $\rightarrow$ 0.6 Mile \| Knute Rockne Stadium - 0.8 Mile | Oak Park Arts District 1.2 Miles | Columbus Park Golf Course |  | TRANSPORTATION <br> Austin CTA Blue Line \| 0.4 Mile $\uparrow$ <br> Interstate 290\|0.4 Mile $\uparrow$ <br> 54th \& Cermak CTA Pink Line \| 1.7 Miles <br> Midway International Airport \| 6.9 Miles |

## DEMOGRAPHICS

| POPULATION | 1 MILE | 3 MILES | 5 MILES |
| :---: | :---: | :---: | :---: |
| 2027 Projection <br> Total Population | 44,170 | 335,322 | 833,147 |
| 2022 Estimate <br> Total Population | 44,349 | 338,301 | 840,356 |
| 2010 Census <br> Total Population | 44,105 | 342,162 | 853,068 |
| 2000 Census <br> Total Population | 45,798 | 369,810 | 920,834 |
| 2022 Daytime Population | 27,514 | 260,498 | 679,572 |
| HOUSEHOLDS | 1 MILE | 3 MILES | 5 MILES |
| 2027 Projection <br> Total Households | 13,484 | 114,635 | 275,204 |
| 2022 Estimate <br> Total Households | 13,533 | 115,279 | 275,924 |
| 2010 Census <br> Total Households | 13,455 | 115,038 | 274,088 |
| 2000 Census <br> Total Households | 14,262 | 121,409 | 284,171 |
| 2022 Average Household Size | 3.20 | 2.90 | 2.97 |
| HOUSING UNITS | 1 MILE | 3 MILES | 5 MILES |
| 2027 Owner Occupied Housing Units | 54.3\% | 48.4\% | 48.7\% |
| 2027 Renter Occupied Housing Units | 45.7\% | 51.6\% | 51.3\% |
| 2027 Vacant | 9.4\% | 12.1\% | 11.9\% |
| 2022 Owner Occupied Housing Units | 54.2\% | 48.3\% | 48.6\% |
| 2022 Renter Occupied Housing Units | 45.8\% | 51.7\% | 51.4\% |
| 2022 Vacant | 9.0\% | 11.7\% | 11.5\% |
| 2010 Owner Occupied Housing Units | 53.6\% | 48.0\% | 48.3\% |
| 2010 Renter Occupied Housing Units | 46.4\% | 52.0\% | 51.7\% |
| 2010 Vacant | 9.5\% | 12.1\% | 11.8\% |


| HOUSEHOLDS BY INCOME |  |  | 1 MILE | 3 MILES | 5 MILES |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 0 - \$ 14,999 |  |  | 10.8\% |  |  | 13.7\% |
| \$ 15,000-\$24,999 |  |  | 8.8\% |  |  | 10.7\% |
| \$ 25,000-\$34,999 |  |  | 8.6\% |  |  | 10.1\% |
| \$ 35,000-\$49,999 |  |  | 13.7\% |  |  | 12.7\% |
| \$ 50,000-\$74,999 |  |  | 16.2\% |  |  | 16.2\% |
| \$ 75,000-\$99,999 |  |  | 15.5\% |  |  | 12.4\% |
| \$100,000-\$124,999 |  |  | 9.6\% |  |  | 7.7\% |
| \$125,000-\$149,999 |  |  | 6.7\% |  |  | 5.5\% |
| \$150,000-\$200,000 |  |  | 6.0\% |  |  | 5.5\% |
| \$200,000 to \$249,999 |  |  | 2.3\% |  |  | 2.2\% |
| \$250,000 + |  |  | 1.9\% |  |  | 3.2\% |
| Average Household Income |  |  | \$80,259 |  |  | \$79,745 |
| Median Household Income |  |  | \$61,929 |  |  | \$53,876 |
| Per Capita Income |  |  | \$24,550 |  |  | \$26,439 |
| POPULATION | 2010 CENSUS |  | 2022 ESTIMATES |  | 2027 PROJECTION |  |
| Population By Age |  |  |  |  |  |  |
| Under 14 | 10,921 | 22.4\% | 9,727 | 21.0\% | 9,245 | 20.7\% |
| 15-24 Years | 8,064 | 16.5\% | 6,700 | 14.5\% | 6,159 | 13.8\% |
| 25-44 Years | 12,237 | 25.1\% | 11,783 | 25.4\% | 11,597 | 26.0\% |
| 45-64 Years | 12,058 | 24.7\% | 11,525 | 24.9\% | 10,624 | 23.8\% |
| Age 65+ | 5,527 | 11.3\% | 6,570 | 14.2\% | 7,059 | 15.8\% |
| Median Age | 33.4 |  | 35.4 |  | 36.1 |  |
| Education Level |  |  |  |  |  |  |
| Grade K-8 | 2,087 | 7.0\% | 1,463 | 4.9\% | 1,404 | 4.8\% |
| Grade 9-11 | 7,045 | 23.6\% | 4,962 | 16.6\% | 4,758 | 16.3\% |
| High School | 9,048 | 30.3\% | 10,550 | 35.3\% | 10,409 | 35.6\% |
| Some College | 7,442 | 25.0\% | 6,923 | 23.2\% | 6,729 | 23.0\% |
| Associates | 1,404 | 4.7\% | 2,002 | 6.7\% | 1,998 | 6.8\% |
| Bachelors | 1,750 | 5.9\% | 2,214 | 7.4\% | 2,202 | 7.5\% |
| Graduate | 650 | 2.2\% | 1,247 | 4.2\% | 1,265 | 4.3\% |
| No Education | 396 | 1.3\% | 517 | 1.7\% | 515 | 1.8\% |
| Employment |  |  |  |  |  |  |
| Total Labor Force | 18,573 | 50.2\% | 16,249 | 45.3\% | 16,362 | 47.0\% |
| Employed | 13,738 | 74.0\% | 13,783 | 84.8\% | 14,682 | 89.7\% |
| Unemployed | 4,835 | 26.0\% | 2,466 | 15.2\% | 1,680 | 10.3\% |
| Not In Labor Force | 18,440 | 49.8\% | 19,644 | 54.7\% | 18,447 | 53.0\% |
| \% Blue Collar | 6,262 | 45.6\% | 6,686 | 48.5\% | 7,182 | 52.1\% |
| \% White Collar | 7,476 | 54.4\% | 7,097 | 51.5\% | 7,500 | 54.4\% |

