



**FOR MORE INFORMATION:**

Joe Boyle  
Associate

(520) 428-0850  
[jboyle@josephbernard.net](mailto:jboyle@josephbernard.net)

**KALI APARTMENTS**  
 910 Arizona St., Huachuca City, AZ 85616



**BUILDING**

<b>Price:</b>	\$985,000
<b>Units:</b>	17
<b>Price/Unit:</b>	\$57,941
<b>Building Sq Ft:</b>	8,100
<b>Price/Sq Ft:</b>	\$121.60
<b>Cap Rate:</b>	6.37%
<b>Year Built:</b>	1955
<b>Lot Size:</b>	0.65 acres
<b>County:</b>	Cochise
<b>Zoning:</b>	B-2

**HIGHLIGHTS**

- New Roof in 2022
- Full and partial renovated units
- On site laundry
- Potential to add more units

**DESCRIPTION**

Joseph Bernard Investment Real Estate presents the Kali Apartments, a 17-unit apartment community located minutes from the growing city of Sierra Vista. Recent improvement to the property include a full roof replacement in 2022, all new fascia boards, window replacements, new exterior paint on all three buildings, interior upgrades, and many more. On site laundry and large storage areas provide potential for extra income. Approximately 2,000 sq ft. of unused commercial space on the property has potential to be converted into additional units.

## Scheduled Monthly Rents

Units	Type	Est. Sq. Ft.	Current Average Rent	Monthly Income	Rent at Market	Monthly Income
2	Studio	400	\$635	\$1,270	\$650	\$1,300
13	1 Bed/1 Bath	500	\$601	\$7,813	\$700	\$9,100
2	2 Bed/1 Bath	650	\$650	\$1,300	\$750	\$1,500
<b>17</b>				<b>\$10,383</b>		<b>\$11,900</b>
			<b>Scheduled Gross Income</b>	<b>\$124,596</b>		<b>\$142,800</b>
			• <i>Less: Vacancy (5%)</i>	<b>-\$6,230</b>		<b>-\$7,140</b>
			<b>Effective Gross Income</b>	<b>\$118,366</b>		<b>\$135,660</b>
			• <i>Plus: RUBS</i>	<b>N/A</b>		<b>+\$10,200</b>
			• <i>Plus: Other Income</i>	<b>+\$2,000</b>		<b>+\$2,000</b>
			<b>Effective Annual Income</b>	<b>\$120,366</b>		<b>\$147,860</b>

## Estimated Expenses

	Current			Budget		
	%EGI	Per/Unit	Amount	%EGI	Per/Unit	Amount
Taxes	2.53%	\$176	\$2,992	2.21%	\$176	\$2,992
Insurance	2.59%	\$180	\$3,060	2.26%	\$180	\$3,060
Utilities	21.90%	\$1,525	\$25,925	19.11%	\$1,525	\$25,925
Professional Management	8.00%	\$557	\$9,469	8.00%	\$638	\$10,852
Maintenance & Repairs	7.18%	\$500	\$8,500	6.27%	\$500	\$8,500
Turnover Reserves	2.87%	\$200	\$3,400	2.51%	\$200	\$3,400
Capital Reserves	3.59%	\$250	\$4,250	3.13%	\$250	\$4,250
<b>Total Est. Annual Expenses</b>	<b>48.66%</b>	<b>\$3,388</b>	<b>\$57,596</b>	<b>43.48%</b>	<b>\$3,469</b>	<b>\$58,979</b>
	<i>of EGI</i>	<i>Per Unit</i>		<i>of EGI</i>	<i>Per Unit</i>	

## Proposed Financing

Down Payment	\$385,000
Down Payment %	39%
Debt Service	\$36,000
Loan Amount	\$600,000
Interest Rate	6% interest only
Term	5 yr term

## Investment Summary

	Current	Projected
<b>Net Operating Income (NOI)</b>	<b>\$62,770</b>	<b>\$88,881</b>
<b>Cap Rate</b>	<b>6.37%</b>	<b>9.02%</b>
Debt Service	\$36,000	\$36,000
Cash Flow	\$26,770	\$52,881
<b>Cash Return</b>	<b>6.95%</b>	<b>13.74%</b>

## KALI APARTMENTS



### LOCATION HIGHLIGHTS

- This market has experienced a 2.7% rent growth year over year
- In the past 3 years, rents have increased a cumulative 20.7%
- The median household income in the region is \$59,304

Source: Costar™

### LOCATION DESCRIPTION

The Kali Apartments are located just minutes from Sierra Vista, AZ and Fort Huachuca military base. Sierra Vista provides entertainment, arts, employment opportunities and shopping. A growing economy and population with many state and national parks, wineries, conservation areas, and other attractions attract tourists throughout the year.





### SUBJECT PROPERTY

#### Kali Apartments

910 Arizona St, Huachuca City

	Avg Rent:	Avg Sq Ft:	Rent/Sq Ft:
<b>Studio</b>	\$635	400	\$1.58
<b>1 BD</b>	\$601	500	\$1.20
<b>2 BD</b>	\$650	650	\$1.00

#### La Sombra Apartments

311 N Huachuca Rd, Huachuca City

	Avg Rent:	Avg Sq Ft:	Rent/Sq Ft:
<b>Studio</b>	\$665		
<b>1 BD</b>	\$785	641	\$1.22

#### Sierra Vista Casitas

201 W Fry Blvd, Sierra Vista

	Avg Rent:	Avg Sq Ft:	Rent/Sq Ft:
<b>Studio</b>	\$706	300	\$2.35
<b>1 BD</b>	\$807	500	\$1.61
<b>2 BD</b>	\$1,059	850	\$1.25

#### West Wood Village Apartments

201 N Garden Ave, Sierra Vista

	Avg Rent:	Avg Sq Ft:	Rent/Sq Ft:
<b>Studio</b>	\$658	400	\$1.64
<b>1 BD</b>	\$843	637	\$1.32
<b>2 BD</b>	\$1,090	904	\$1.21

#### Thunder Mountain Apartments

1631 S Highway 92, Sierra Vista

	Avg Rent:	Avg Sq Ft:	Rent/Sq Ft:
<b>Studio</b>	\$682	358	\$1.91
<b>1 BD</b>	\$929		
<b>2 BD</b>	\$1,037	1,000	\$1.04

## AWARDS & RECOGNITIONS

# Joseph Bernard

## INVESTMENT REAL ESTATE

The Professional Approach to Apartment Investing



America's Fastest Growing Private Companies



Fastest Growing Private 100 Companies



Oregon Ethics in Business



Top 40 Business Leader Under 40



Investment Broker of the Year 2010

Investment Broker of the Year



Commercial Real Estate POWERLIST



Top Corporate Philanthropy



Top Commercial Real Estate Firm



All Star Award for Advertising and Marketing Excellence



**FOR MORE INFORMATION:**

Joe Boyle  
Associate

(520) 428-0850  
jboyle@josephbernard.net

5200 S Macadam Ave,  
Suite 300  
Portland, OR 97239  
(503) 546-9390

4400 NE 7<sup>th</sup> Ave,  
Suite 275  
Vancouver, WA 98662  
(360) 255-0255

1101 N Argonne Rd,  
Suite 204  
Spokane, WA 99212  
(509) 381-4400

9927 E Bell Rd,  
Suite 130  
Scottsdale, AZ 85260  
(480) 305-5600

One South Church Ave,  
Suite 1200  
Tucson, AZ 85701  
(520) 428-0850