

AVAILABLE FOR SALE



FERNWOOD MANOR APARTMENTS
4540 S. RURAL ROAD, TEMPE, ARIZONA 85282
252 APARTMENT HOMES

Call for Offers Date: June 8th, 2012

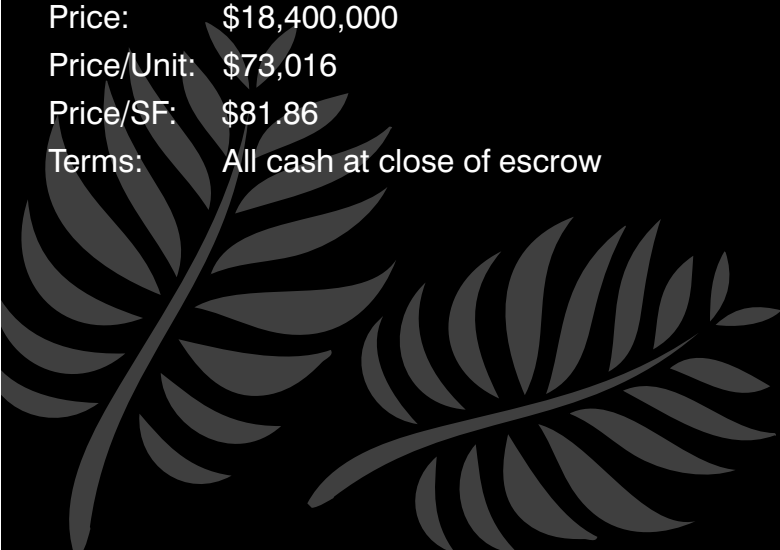
Price: \$18,400,000
Price/Unit: \$73,016
Price/SF: \$81.86
Terms: All cash at close of escrow

Presented by:
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COMMERCIAL REAL ESTATE SERVICES
BRAUN APARTMENT GROUP

Visit **Fernwood Manor Apartments**
on the web:
www.lee-apartments.com



FERNWOOD MANOR APARTMENTS



INVESTMENT HIGHLIGHTS:

- Class “A” in-fill and irreplaceable Tempe location
- Highly stabilized property with consistent growth trend
- Extensive and diverse nearby job and tenant generators
- Exceptional unit mix with oversized floorplans
- Strategic enhancement and reposition opportunities

PROPERTY OVERVIEW:

Fernwood Manor Apartments consists of 252 apartment homes, located on Rural Road, just north of Baseline Road. Both Rural Road and Baseline Road are major thoroughfares in Tempe. This Class “A” central location offers close proximity to cultural, recreational, employment, and entertainment opportunities, transportation linkages, and is within a quarter mile of the US60 (Superstition Freeway).

PROPERTY OVERVIEW:

- Electric kitchens
 - Refrigerator
 - Stove with vent hood
 - Dishwasher
- Ceiling fans
- Mini blinds/vertical blinds
- Exceptionally large private balconies/patios
- Cable TV and high-speed internet access
- Oversized units and bedrooms
- Solid core 8 panel front door with security viewfinder

COMMUNITY AMENITIES:

- Swimming pools (2)
- Fitness Center
- Barbecue areas
- Laundry Facilities (3)
- Leasing Office
- Covered parking (cantilevered)
- Wi-fi business/recreation building
- Expansive open areas
- Mature landscape
- Block trash enclosures
- Energy efficient exterior lighting
- Outdoor Movie Area (2)

Residents at **Fernwood Manor** enjoy: two swimming pools; fitness center; on-site laundry facilities; and ample covered parking. Unit features include: oversized floorplans, electric kitchens, dishwasher, disposal, large private balconies/patios and additional storage (in select units). Due to Fernwood Manor’s low density configuration, residents also enjoy park like common areas with expansive manicured lawns and mature trees for ample shade.



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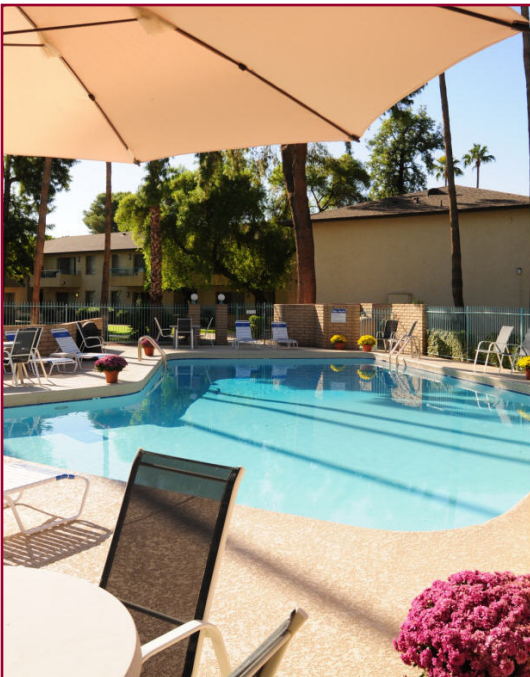
PROPERTY SUMMARY:

| | |
|--|-----------------------|
| Acres..... | ±11.67 Acres |
| Rental Buildings..... | 27 |
| Stories..... | 2 |
| Square Footage..... | ±224,816 square feet |
| Average Unit Size..... | ±892 square feet |
| Average Rent..... | \$825 |
| Year Completed..... | 1971 |
| Electric Metering..... | Master Metering (SRP) |
| Construction..... | Block & Stucco |
| Maricopa County Assessor's Parcel #..... | 133-41-002L |
| | 133-41-494 |



AREA DESCRIPTION:

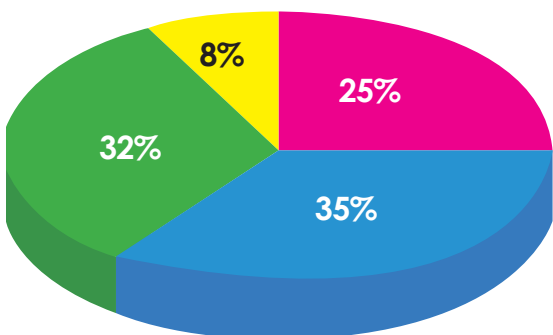
Situated just south of the Superstition Freeway (Highway 60) on Rural Road. Fernwood Manor's strong site location capitalizes on Tempe's significant multi-family demand, and is in close proximity to many Phoenix and Tempe job centers as well as to Phoenix Sky Harbor's employment base and the entire East Valley of Metro Phoenix.



FERNWOOD MANOR APARTMENTS



| Type | # of Units | Sq. Ft. | Total S.F. | Rent per S.F. | Total Monthly Rent | Proforma Rent |
|-------------------|------------|------------|----------------|---------------|--------------------|---------------|
| 1BD/1BA | 64 | 630 | 40,320 | \$1.17 | \$47,296 | \$739 |
| 2BD/1BA | 88 | 942 | 82,896 | \$0.89 | \$73,392 | \$834 |
| 2BD/1BA | 80 | 1,016 | 81,280 | \$0.84 | \$68,320 | \$854 |
| 2BD/2BA | 20 | 1,016 | 20,320 | \$0.93 | \$18,880 | \$944 |
| Total/Avg. | 252 | 892 | 224,816 | \$0.92 | \$207,888 | \$825 |



- 1BD/1BA 70%
- 2BD/1BA (942 SF) 30%
- 2BD/1BA (1,016 SF) 32%
- 2BD/2BA 8%

RENTAL INCOME

Gross Market Rent
 Vacancy Loss/Loss to Lease

Gross Rent

Concessions
 Bad Debt/Models/Etc.

Net Rental Income

Other Income

TOTAL INCOME

OPERATING EXPENSES

Payroll & Benefits
 Repairs & Maintenance
 Redecoration/Unit Turns
 Contract Services
 Advertising/Marketing
 Office & Other G&A
 Utilities
 Taxes
 Property Insurance
 Management Fee
 Reserves

TOTAL EXPENSES

NET OPERATING INCOME

| Marketing Proforma | Proforma Per Unit |
|--------------------|-------------------|
| \$2,494,656 | \$9,899 |
| (174,626) | -7.0% |
| \$2,320,030 | \$9,206 |
| (23,200) | -1.00% |
| (23,200) | -1.00% |
| \$2,273,629 | \$9,022 |
| 128,000 | 508 |
| \$2,401,629 | \$9,530 |
| \$290,000 | \$1,151 |
| 52,000 | 206 |
| 43,000 | 171 |
| 70,000 | 278 |
| 36,000 | 143 |
| 30,000 | 119 |
| 415,000 | 1,647 |
| 92,000 | 365 |
| 36,000 | 142 |
| 76,000 | 3.16% |
| 75,600 | 300 |
| \$1,215,600 | \$4,824 |
| \$1,186,029 | \$4,706 |



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