



2 UNITS

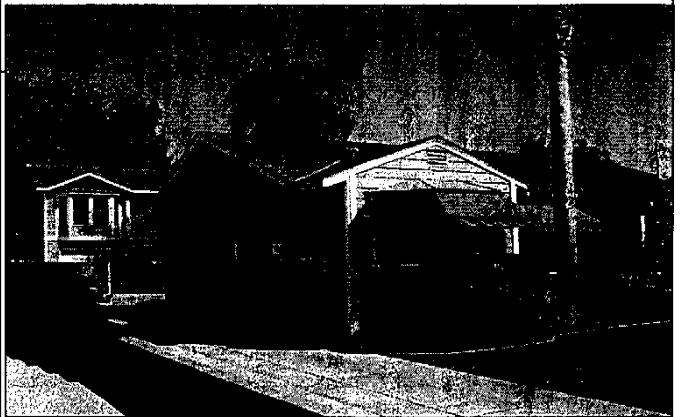
RESIDENTIAL INCOME Type of Listing ER PRIDE OF OWNERSHIP



ave	City	Orange	TG #	# Units	2	List Price (LP)	\$650,000
address	County	Orange	State	Zip	92868	Present Loans	
ross Streets		Chapman & S. Parker	Per Unit		325,000	Gross Equity	\$650,000
atures		Close to Orange Circle and Metro Link	Terms		Cash, CTNL	Possession	COE

FINANCIAL ANALYSIS (ANNUAL)

			Market/Projected
ross Scheduled Income (GSI)	\$	33,000	34,200
acancy Allowance	2.0 %	\$ 660	684
ross Operating Income (GOI)	\$	32,340	33,516
perating Expenses	36.7 %	\$ 11,865	11,865
et Operating Income (NOI)	\$	20,475	21,651
an Payment (P&I)	\$		
ross Spendable Income (SI)	\$	20,475	21,651
ap Rate (NOI/LP)	=	3.15 %	3.33 %
ross Multiplier (LP/GSI)	=	19.7 X Gross	19.0 X Gross



Next to Orange Circle and Metro Link
1997 CONSTRUCTION

P #	390-673-07	Tax Area	
ax Rate Year		Tax Rate	%
nd			%
rovements			%
ersonal Property			%
tal			100%
gial : Lot #	Block#	Tract#	

BR	BATH	Furn Unf	ACTUAL RENT	TOTAL RENT PER MONTH	ANNUAL OPERATING EXPENSES	Loan Information as of
1	1	1.00	1050	1,050	Taxes (New) \$ 7,425	1st TD \$ 0 @ \$ 0 /MO P & I @ 0.000%
1	2	2.00	1700	1,700	Insurance (Est F&L) 700	Due Lender
					Worker's Comp 0	Assumable? Type Fee
					Utilities 1,400	2nd TD \$ @ \$ /MO P & I @
					Supplies	Due Lender
					Advertising	Financing Remarks Call Listing Agents for loan info
					Maintenance 1,000	Approx. Average Apartment Sq Ft Studio/Bachelor 1 BR
					Pest Control	2 BR 3 Br Total Building Sq Ft 1,672
					Licenses	Tract Code Tract Name
					Gardener 840	Land: Fee Lease \$ /MO YR Yr. Lse. Exp.
					Reserves	Zones: Sp. Study? Flood? Coastal? Slide?
					Manager	Additions, Alterations, Repairs? Building Permits?
					Professional Mgmt.	Total Parking # Garages 3 # Carports
					Replacements	# Spaces #Patio Y Rec. Room? N
					Misc 500	Tenant Pays: Gas? Y Electricity? Y Water? N
					Total \$ 11,865	Rent Control? n Tenant Pays: Cable TV? Y Trash? N
						# Buildings 2 Year Built 1997
						Central A/C? # Wall A/C n Elevators? N
						# Drapes/Blinds # Ranges # Rtg # Disposals # D/W Roof
						Regulating Water Htrs? Y Pool? N Heated? Y Spa? N Sauna? N Alley? N Paved? Y

emarks: Great location in close to the Orange Circle, Metro Link and Champan University, enclosed 3 car garage, built in 1997
Do not disturb tenants.

Show Contact	Drive by only.	Owner/Manager:	On File
sting Agent	Greg Bassirpou	eMai	gbassirpou@marcusmillichap.com
sting Agent	James Forootan	FAX	949-833-0701
		Cell:	
		S/O Comp.	2.00%

Information is from sources believed reliable, but is not guaranteed. Information is confidential and for licensed agent use only—not for public distribution.

Greg Bassirpou
James Forootan

Marcus & Millichap
Real Estate Investment Brokerage Company

RESIDENTIAL INCOME



These two items mandatory for MLS submittal only.

Listing Date _____ Exp. Date _____ Type of Listing Agreement⁽¹⁾ **ER**

Have **4 Units** City **Huntington Beach** Area⁽²⁾ _____ TG# **858-A6** # Units **4** List Price (LP) **\$1,187,000**

Address **702 Jay Circle** County **Orange** State **CA** Zip **92648** Present Loans \$ _____

Cross Streets **Beach Blvd. and Yorktown** Price/Unit **\$296,750** Gross Equity \$ _____

Features⁽³⁾ _____ Terms⁽⁴⁾ _____ Poss _____

FINANCIAL ANALYSIS (ANNUAL)

Gross Scheduled Income (GSI)	\$62,880
Vacancy Allowance 2%	\$1,258
Gross Operating Income (GOI)	\$61,622
Operating Expenses 34.2%	\$21,507
Net Operating Income (NOI)	\$40,115
Cap Rate (NOI/LP)	3.4%
Gross Multiplier (LP/GSI)	18.88
Cap Rate (Market)	4.2%
GRM (Market)	16.38

AP# **025-191-13** Tax Area⁽⁵⁾ _____

Tax Rate Year	Tax Rate	
Land	\$	%
Improvements	\$	%
Personal Property	\$	%
Total	\$	%

Legal: Lot#: _____ Block #: _____ Tract #: _____

REDUCED TO SELL!

- * **Rare 1990 Construction!**
- * **All 2-Bedroom Units!**
- * **Two Units are Townhouse-Style!**
- * **Vaulted Ceilings!**
- * **Highly Motivated Seller!**
- * **Two Garages Per Unit!**
- * **Pride of Ownership!**
- * **Less Than 2 Miles to the Ocean!**

No	BR	BA	F/U/P	Actual Rent	Total Rent per Month	Annual Operating Expenses
1	2	2.5	TH	\$1,300	\$ 1,300	Taxes (new) \$13,073
1	2	2.5	TH	\$1,300	\$ 1,300	Insurance \$1,290
1	2	2		\$1,300	\$ 1,300	Utilities \$3,360
1	2	2		\$1,300	\$ 1,300	Maint. & Repairs \$2,934
MARKET						
1	2	2.5	TH	\$1,550	\$ 1,550	Landscp/Gardening \$600
1	2	2.5	TH	\$1,550	\$ 1,550	Admin./Misc. \$250
1	2	2		\$1,450	\$ 1,450	
1	2	2		\$1,450	\$ 1,450	
# Units Leased				Total	\$ 5,200	
				Other Income	\$0	
# Garages				@	\$	
Laundry Equip.				Leased	\$40	
Mo. Gross Scheduled Income					\$5,240	Total \$21,507

Loan information as of **New Loan**

1st TD **\$839,300** @ **1.5%** Mo P&I @ **\$2,896.59**

Due _____ Lender _____

Assumable Y/N Typ @ _____ Fee _____

2nd TD _____ @ _____ Mo P&I '@ _____ %

Due _____ Lender _____

Assumable Y/N Type⁽⁶⁾ _____ Fee _____

Financing Remarks _____

Total Tenant Deposits _____

Approx. Avg. Apt SF: ⁽⁹⁾Studio/Bach. _____ 1BR _____

2BR _____ 3BR _____ Total Bldg. SF **N/Av**

Tract Code _____ Tract Name _____

Land: Fee/Lease Lease \$ _____ Mo/Yr. Lse. Exp. _____

Zones: Special Study? Y/N Flood? Y/N Coastal? Y/N Slide? Y/N

Additions, Alterations, Repairs? Y/N Building Permi Y/N

Total Parking **12** # Garages **8** # Carports _____

Spaces **4** # Patios _____ Rec. Room? Y/N

Tenant Pays: Gas? Y Electricity? Y Water? N

Rent Control? N Tenant Pays: Cable TV? Y Trash N

Zoning: _____ x Lot Square Feet **8,712** # Buildings _____ Age in years **16**

Construction⁽¹⁰⁾ _____ Stories **2** Sewer⁽¹²⁾ _____ Heat⁽¹³⁾ _____ Central A/C _____ Wall A/C _____ Elevators? Y/N

Floors⁽¹⁴⁾ _____ # Carpets _____ # Drapes _____ # Ranges _____ # Rfg **N** Disposals **N** D/W _____ Roof⁽¹⁵⁾ _____

Circulating Water Heater Y/N Pool? **N** Heated? _____ Spa? **N** Sauna? **N** Alley? Y/N Paved Y/N

Remarks _____

To Show Contact _____ Phone **(949)251-8800** Owner/Manager _____

Listing Office # _____ Listing Office Name **Morgan Skenderian** Phone **(949)251-8800, ext. 114** Recip To _____

Salesperson # _____ Salesperson Name **Damien Breaux** S/O Comp⁽¹⁷⁾ **2.0%** (18)? Y/N

MORGAN - SKENDERIAN
INVESTMENT REAL ESTATE GROUP

Damien Breaux

(949) 251-8800

www.morganskenderian.com

Residential Income		Type of Listing Agreement ER			
Have House + 5 UNITS	City Tustin	TG # 830A3	# Units 6	List Price (LP) \$1,199,000	
Address 450 W. 1st St.	County Orange	State CA	Zip 92780	Loans	
Cross Streets Newport Ave. and El Camino Real	Price per unit 199,833	Gross Equity			
Features 1st St. / Pacific St	Terms CASH, CTNL, OMC	Poss.	Closing Date		

Financial Analysis(Annual)	Current	Projected
Gross Schedule Income (GSI)	\$73,200	\$73,200
Vacancy Allowance		
Gross Operating Income(GOI)	\$73,200	\$73,200
Operating Expenses 15.00%	\$10,980	\$10,980
Net Operating Income(NOI)	\$62,220	\$62,220
Loan Payments(P&I)		
Gross Spendable Income(SI)	\$62,220	\$62,220
Cap Rate(NOI/LP)	5.19%	5.19%
Gross Multiplier(LP/GSI)	16.38	16.38

A/P # 401-361-24	Tax Area
Tax Rate Year	Tax Rate
Land	
Improvements	
Personal Property	
Total	
Legal : Lot #	Block# Tract#

RESIDENTIAL INCOME PROPERTY
HOUSE + 5 UNITS

CAN ALSO USE AS COMMERCIAL PROPERTY
IN THE CITY OF TUSTIN

No of Units	Unit Description	Rent/ Unit	Total/ Rent	Annual Operating Expenses	1st TD @ Mo P & Lender
1	2 Br. And 1 Bath HOUSE	2000	2000	Taxes-Property	Assumable? Type Fee
3	3 Units with 1 Bath each	800	2400	Taxes-Payrol	2nd TD \$ @ MO P
2	2 Units with 1 Bath each	850	1700	Insurance-F & L	Due Lender
				Insurance-Workers	Assumable? Type Fee
				Utilities-Gas	Land: FEE Lease \$ Yr Lease Expires
				Utilities-Electric	Zones: Spec Study? Flood? Coastal? Slide?
				Utilities-Water	Pot New 1st Interest Rate Mo P & I 0
				Services- Trash	Pot New 2nd Interest Rate Mo P & I 0
				Services- Gardener	Financing Remarks
				Supplies & Misc.	
				Advertising	
				Repairs & Maintena	Remarks
				Pest Control	EXCELLENT LOCATION IN THE CITY OF TUSTIN, GOOD INCOME, GOOD FOR INVESTMENT AND GOOD OPPORTUNITY TO USE THE PROPERTY AS COMMERCIAL PROPERTY. PLEASE DO NOT DISTURB TENANTS *** CALL LISTING AGENT IF YOU HAVE ANY QUESTION. 949 654-8855
				Licenses	**** FULL COMMERCIAL PROPOSAL PROJECT WITH MAPS INCLUDE THE PRICE ****
				Manager-On Site	
				Manager-Professor	
				Other	
				Other	
				Other	
				Other	
				Other	
				Other	
Total Mo Rent			\$6,100	Exp @% of GSI	
Other Income				Total	\$10,980
Total Annual Income			\$73,200		

Total Parking: _____	# Garages _____	# Car Ports _____	# Spaces _____	# Patios _____	# Balconies _____
Rent Control _____	Tenant Pays: Gas _____	Electric _____	Water _____	Trash _____	Cable TV _____
Construction _____	Lot Size _____	Lot Sq. Ft. 11771	# Buildings 3	Year Built _____	Rec Room _____
Floors _____	#Stories _____	Sewer _____	Heat _____	Central A/C _____	# Wall A/C _____
Circulating Water Heaters _____	# Carpets _____	# Drapes _____	# Ranges _____	# Refg _____	# Elevators _____
E-mail _____	Pool _____	Heated _____	Spa _____	Sauna _____	#D/W _____
Salesperson Saml Fargo	Fax No 949-654-8855	Fax _____	To Show _____	Drive By CLA	Phone _____
Listing Office Evergreen Realty	Phone 949-654-8855	S/O Comp 2.50%			

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RESIDENTIAL INCOME



Type of Listing Agreement ER

Have 10 Units City Fullerton TG# _____ # Units 10 List Price (LP) \$1,332,000
 Address 1000 S. Malden Ave County Orange State CA Zip 92832 Present Loans _____
 Cross Streets Harbor Blvd & Orangethorpe Price Per Unit \$133,200 Gross Equity _____
 Features: Individual gas & electric meters, garages, new stairs & railings Terms _____ Poss _____

FINANCIAL ANALYSIS (ANNUAL)

Gross Scheduled Income (GSI)	<u>\$117,350</u>
Vacancy Allowance <u>3 %</u>	<u>\$3,485</u>
Gross Operating Income (GOI)	<u>\$113,865</u>
Operating Expenses _____ %	<u>\$37,492</u>
Net Operating Income (NOI)	<u>\$76,373</u>
Loan Payment (P&I)	_____
Gross Spendable Income (SI)	_____
Cap Rate (NOI / LP)	= <u>5.71%</u>
Gross Multiplier (LP / GSI)	= <u>11.51</u> x Gross



A / P # 032-283-11 Tax Area _____
 Tax Rate Year _____ Tax Rate _____ %
 Land _____ %
 Improvements _____ %
 Personal Property _____ %
 Total _____ 100 %
 Legal: Lot # _____ Block # _____ Tract # _____

NO	BR	Bath	F/U/P	Actual Rent	Total Rent Per Month	Annual Operating Expenses
4	1	1	U	\$995	\$3,980	Taxes (New)
6	1	1	U	\$950	\$5,700	Insurance (EstF&L)
						Workers Comp.
						Gas
						Electricity
						Water / Sewer
						Trash
						Supplies
						Cable TV
						Maintenance _____ %
						Pest Control
						Licenses
						Gardener
						Pool
						Manager
						Professional Mgmt.
						Furniture Replacement
						Total \$ 37,492

Units Leased _____ Total \$ 9,680
 Other Income \$ _____
 # Garages @ \$ _____ \$ _____
 Laundry Equipment: Lease \$ 100
 Monthly Gross Scheduled Income : 9,780

Loan Information as of _____
 1st TD _____ @ _____ /MO P&I @ _____ %
 Due _____ Lender _____
 Assumable? _____ Type _____ Fee _____
 2nd TD _____ @ _____ /MO P&I @ _____ %
 Due _____ Lender _____
 Assumable? _____ Type _____ Fee _____
 Financing Remarks _____
 Total Tenant Deposits _____
 Approx. Average Apartment Sq Ft: Studio/Bachelor _____ 1 BR _____
 2 BR _____ 3 BR _____ Total Building Sq Ft 6,144
 Tract Code _____ Tract Name _____
 Land: Fee _____ Lease \$ _____ / MO YR Year Lease Expires: _____
 Zones: Special Study? _____ Flood? _____ Coastal? _____ Slide? _____
 Additions, Alterations, Repairs? _____ Building Permit? _____
 Total Parking _____ # Garages 5 # Carports _____
 # Spaces _____ # Patio _____ Recreation Room? _____
 Tenant Pays: Gas? y Electricity? Y Water? N
 Rent Control? N Tenant Pays: Cable TV? _____ Trash? N

Zoning _____ Lot Size _____ x _____ Lot Square Feet 1,200 #Buildings _____ Year Built 1960
 Construction _____ Stories _____ Sewer _____ Heat _____ Central A/C? _____ # Wall A/C _____ Elevators _____
 Floors _____ # Carpets _____ # Drapes _____ # Ranges _____ # Rfg _____ # Disposals _____ # D/W _____ Roof _____
 Circulating Water Heaters? _____ Pool? _____ Heated? _____ Spa? _____ Sauna? _____ Alley? _____ Paved? _____
Well maintained, new stairs & railings, garages, individually metered for gas & electric, upside in rents
3 separate 10 unit contiguous properties - purchase separately or together

To Show Contact Drive By Only Phone (949)553-0204 Owner / Manager _____
 Listing Office _____ Listing Office Name Healstone Investment Real Estate PH (949)553-0204 X 220
 Salesperson _____ Salesperson Name Charlie Kennedy PH (949)553-0204 X 220 S/O Comp 2.00%

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 Owner certifies that the above information is accurate and complete to the best of his knowledge.
 Salesperson Signature _____ Date _____
 Owner Signature _____ Date _____
 Broker Signature _____ Date _____

RESIDENTIAL INCOME



Multi-Family Offering

Type of Listing Agreement: **Excl**

Have 5 Units	City Newport Beach	TG #	# Units 5	List Price (LP) \$1,650,000
Address 1827 West Balboa Blvd.	County Orange	State CA	Zip 92663	Present Loans
Cross Streets Balboa Blvd. & 18th St.		Per Unit 330,000		Gross Equity \$1,650,000
Features		Terms Cash, CTNL		Possession COE

FINANCIAL ANALYSIS (ANNUAL)		Market/Projected
Gross Scheduled Income (GSI)	\$ 72,900	83,400
Vacancy Allowance 3.0 %	\$ 2,187	2,502
Gross Operating Income (GOI)	\$ 70,713	80,898
Operating Expenses 39.0 %	\$ 28,431	28,431
Net Operating Income (NOI)	\$ 42,282	52,467
Loan Payment (P&I)	\$ 0	0
Gross Spendable Income (SI)	\$ 42,282	52,467
Cap Rate (NOI/MP) =	2.56 %	3.18 %
Gross Multiplier (LP/GSI) =	X Gross	X Gross

**A+ Beach Location
Patio & Sundeck
Pride of Ownership**



A/P #	Tax Area	
Tax Rate Year	Tax Rate	1.1 % Special
Land		% Assmnt.
Improvements		% \$
Personal Property		%
Total		100%
Legal: Lot #	Block#	Tract#

No.	BED	BATH	ACTUAL RENT	TOTAL RENT PER MONTH	ANNUAL OPERATING EXPENSES
1	2	1	1750	1,750	Taxes (New) \$ 18,360
1	1	1	1025	1,025	Insurance (Est F&L) 1,200
1	1	1	1050	1,050	Worker's Comp
1	1	1	1100	1,100	Gas
1	1	1	1150	1,150	Electricity
					Utilities 6,000
					Trash
					Phone
					Advertising
					Maintenance 3,000
					Pest Control
					Licenses
					Gardener
					Pool
					Manager
					Professional Mgmt.
					Replacements
					Misc
					Total \$ 28,560

Loan Information as of	
1st TD \$	@ \$ /MO P & I @
Due	Lender
Assumable?	Type Fee
2nd TD \$	@ \$ /MO P & I @
Due	Lender
Assumable?	Type Fee
Financing Remarks	

Market rents:	Per Mo. =	6,075
2's: 1950		
1's: 1250		
# Units Leased	Total	6,075
	Other Income	600
Garages @ \$		
Laundry Equipment		
Monthly Gross Scheduled Income		6,675
Zoning	Lot Size	X Acres:
Construction	Stories	Sewer Heat
Floors	# Carpets	# Ranges # Rfrg # Disposals # D/W
Circulating Water Hrs?	Pool?	Heated? Spa? Sauna? Alley? Paved?

Approx. Average Apartment Sq Ft:	Studio/Bachelor	1 BR	450
2 BR	650	3 Br	Rentable Square Foot 2,450
Tract Code	Tract Name		
Land: Lease \$	/MO YR	Yr. Lse. Exp.	
Zones: Sp. Study?	Flood?	Coastal?	Slide?
Additions, Alterations, Repairs?		Building Permits?	
Total Parking	# Garages	Covered	
# Spaces	# Patio	Rec. Room?	
Tenant Pays: Gas?	y	Electricity?	y
Water?	n	Trash?	n
Rent Control?	n	Tenant Pays: Cable TV?	y

Remarks: This offering is an opportunity to own an income property in one of the hottest areas in Orange County. This 5 unit apartment building is in the high demand area of the Newport Beach Balboa Peninsula. It is located 3 streets from the Newport Pier. It is in a popular beach location and has shopping, entertainment, and restaurants within walking distance. The building is separately metered for gas and electric and has an on-site laundry.

To Show Contact	Call agent.	Phone	Owner/Manager: On File
Listing Office	Marcus & Millichap	Phone 949-851-3030	eMail mbridge@marcusmillichap.com
Salesperson	MARK BRIDGE	Phone Ext 676	FAX 949-833-0701 Cell: 949-258-4576
			Recip To S/O Comp. 2.00%

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COMMERCIAL-INDUSTRIAL-BUILDINGS



Type of Listing Agreement ER Type C

Have OFFICE CONDO	City COSTA MESA	Area _____	TG # 859-D6	\$/Sq Ft _____	List Price (LP) 508,995
Address 2900 BRISTOL STREET/ A107	County ORANGE	State CA	Zip 92626	Present Loans _____	258,000
Cross Streets RANDOLPH AVE. & 73 & 55 FREEWAYS	Total Building Square Feet 1,453		Gross Equity _____	Poss. _____	
Features GARDEN	Terms _____				

Gross Scheduled Income (GSI) \$	34,872	NNN PROFORMA
Vacancy Allowance %	\$ _____	
Gross Operating Income (GOI) \$	_____	USER NOW
Operating Expenses %	\$ 9,652	
Net Operating Income (NOI) \$	_____	
Loan Payment (P&I) \$	_____	
Gross Spendable Income (SI) \$	_____	
Cap Rate (NOI/GSI) =	7.20 %	PROFORMA
Gross Multiplier (LP/GSI) =	_____ X Gross	

CURRENTLY OWNER OCCUPIED, 5 LARGE OFFICES, RECEPTIONISTS AREA, UPGRADED, ADDITIONAL STORAGE ROOM WITH SINK, PLEASANT WINDOW VIEWS. BEAUTIFUL OFFICE COMPLEX OFF BRISTOL AND RANDOLPH AND 73 TOLLROAD& 55 FREEWAY. BEAUTIFUL CREEKS AND GARDEN SETTING, CLOSE PROXIMITY TO SOUTH COAST PLAZA AND RESTAURANTS. PERFECT OWNER/ USER OR LEASE UP FOR INVESTOR. ALL INFO PER SELLER/ O.C RECORDER / APPRAISAL BUYER TO VERIFY ALL INFO

A/P # 93957008	Tax Area _____
Tax Rate Year _____	Tax Rate _____ %
Land _____	Special Assessment _____ %
Improvements _____	_____ %
Personal Property _____	_____ %
Total _____	100%
Legal: Lot # _____	Block# _____
	Tract# _____

UNIT NO.	TENANT	SIZE (SQ FT)	LEASE TYPE	LGTH	EXPIRES MO/YR	BASE RENT PER MONTH
	OWNER USER (NOW)					
	POTENTIAL RENT PERFORMA					
	\$2.00 NNN					
Total Base Income/Mo. \$ _____ Overage Income/Mo. \$ _____ Total Monthly Gross Scheduled Income (GSI) \$ _____						

Loan Information as of 4/29/2007
1st TD \$ 258,000 @ \$ 1,825 MOP & I @ 6.625%
Due 8 YRS. Lender BANK OF AMERICA
Assumable? POT. Type _____ Fee _____
2nd TD \$ _____ @ \$ _____ MOP & I @ _____
Financing Remarks _____
Land: Lease \$ _____ / Yr Lease Expires _____
Zones: Spec Study? _____ Flood? _____ Coastal? _____ Slide? _____

Taxes(New) 3,000	Elevator N
Fire Insurance _____	Gardener N
Liability Insurance 500	Parking Lots N
Gas & Electricity 2,000	Trash N
Water N	Janitor N
Maintenance _____ %	Association 4,152
Management _____	Total 9,652

Building Dimensions _____ X _____	Mezzanine Sq Feet _____
Land Square Feet _____	Land Dimensions _____ X _____
Construction _____	Roof _____
Roof Age _____	Fire Sprinklered? _____
Min Clearance Height _____	Span _____
# Stories 1	Building Age 1981
Year Refurbished 12 YRS.	Zoning _____
# Bldgs _____	# Units _____
Sewer _____	Storage Tank? _____
Overhead Crane? _____	

Remarks _____

Power _____ Amp _____ Volt _____ Phase _____
Rail? _____ Heat _____ Cooling? _____
Loading Doors X # Dock _____ # Well _____ #Grd Lvl _____
Toilets: Men: _____ Women: _____ Foil? _____ Skylights _____
Parking Spaces _____ Parking Ratio _____ Fenced Sq Feet _____

Listing Office # _____	Listing Office Name VIKING INT.	Phone 949-252-2120	FAX 949-252-2115	To Show CALL FOR APPT.	Key Safe _____
Salesperson # _____	Salesperson Name J. Zarvos	Phone _____	Pager _____	Recp To _____	S/O Comp 2.00%

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Owner certifies that the above information is accurate and complete to the best of his knowledge.

OWNER SIGNATURE _____	DATE _____	SALESPERSON SIGNATURE _____	DATE _____
		BROKER SIGNATURE _____	DATE _____

RESIDENTIAL INCOME



Type of Listing Agreement ER

Have South El Camino Real City San Clemente TG# _____ # Units 4 List Price (LP) \$1,150,000.00
 Address 3109 South El Camino Real County Orange State CA Zip 92672 Present Loans _____
 Cross Streets _____ Price Per Unit \$287,500.00 Gross Equity _____
 Features Location and numerous upgrades Terms _____ Poss _____

FINANCIAL ANALYSIS (ANNUAL)

Gross Scheduled Income (GSI)	65,400
Vacancy Allowance <u>2</u> %	1,308
Gross Operating Income (GOI)	64,092
Operating Expenses <u>32</u> %	20,589
Net Operating Income (NOI)	43,503
Loan Payment (P&I)	_____
Gross Spendable Income (SI)	_____
Cap Rate (NOI / LP)	= 3.78 %
Gross Multiplier (LP / GSI)	= 17.58 x Gross



A / P # _____ Tax Area _____
 Tax Rate Year _____ Tax Rate _____ %
 Land _____ %
 Improvements _____ %
 Personal Property _____ %
 Total _____ 100 %
 Legal: Lot # _____ Block # _____ Tract # _____

NO	BR	Bath	F/U/P	Actual Rent	Total Rent Per Month	Annual Operating Expenses
4	2	1		1350-1400	\$5,450	Taxes (New) 13069
						Insurance (EstF&L) 1400
						Workers Comp. _____
						Gas 400
						Electricity _____
						Water / Sewer _____
						Trash _____
						Supplies 1500
						Cable TV _____
						Maintenance % 2000
						Pest Control _____
						Licenses _____
						Gardener 720
						Pool _____
						Manager _____
						Professional Mgmt. _____
						Furniture Replacement _____
						Misc. 1500
						Total \$ 20,589

Units Leased 4 Total \$ 5450
 Other Income \$ _____
 # Garages _____ @ \$ _____ \$ _____
 Laundry Equipment: Own Lease
 Monthly Gross Scheduled Income : 5450

Loan Information as of _____
 1st TD _____ @ _____ /MO P&I @ _____ %
 Due _____ Lender _____
 Assumable? _____ Type _____ Fee _____
 2nd TD _____ @ _____ /MO P&I @ _____ %
 Due _____ Lender _____
 Assumable? _____ Type _____ Fee _____
 Financing Remarks _____
 Total Tenant Deposits _____
 Approx. Average Apartment Sq Ft: Studio/Bachelor _____ 1 BR _____
 2 BR 4 3 BR _____ Total Building Sq Ft 4000
 Tract Code _____ Tract Name _____
 Land: Fee Lease Lease \$ _____ / MO YR Year Lease Expires _____
 Zones: Special Study? _____ Flood? _____ Coastal? _____ Slide? _____
 Additions, Alterations, Repairs? _____ Building Permit? _____
 Total Parking _____ # Garages _____ # Carports 4
 # Spaces _____ # Patio _____ Recreation Room? N
 Tenant Pays: Gas? Y Electricity? Y Water? N
 Rent Control? _____ Tenant Pays: Cable TV? Y Trash? _____

Zoning _____ Lot Size _____ x _____ Lot Square Feet _____ #Buildings _____ Age in Years _____
 Construction _____ Stories _____ Sewer _____ Heat _____ Central A/C? Y N # Wall A/C _____ Elevators _____
 Floors _____ # Carpets _____ # Drapes _____ # Ranges _____ # Rfg _____ # Disposals _____ # DW _____ Roof _____
 Circulating Water Heaters? _____ Pool? _____ Heated? _____ Spa? _____ Sauna? _____ Alley? _____ Paved? _____
 Remarks _____

To Show Contact _____ Phone () _____ Owner / Manager _____
 Listing Office _____ Listing Office Name Marcus & Millichap Newport Beach PH (949) 851-3030
 Salesperson _____ Salesperson Name Jonathan Mitchell & Scott Brennan PH (949) 258-4578 S/O Comp 2.50%

All Information is from sources believed reliable but is not guaranteed. Information is confidential and for licensed agent use only -- not for public distribution. Owner certifies that the above information is accurate and complete to the best of his knowledge.

Owner Signature _____ Date _____ Salesperson Signature _____ Date _____
 Broker Signature _____ Date _____