

OFFERING MEMORANDUM

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NAINORCAL.COM

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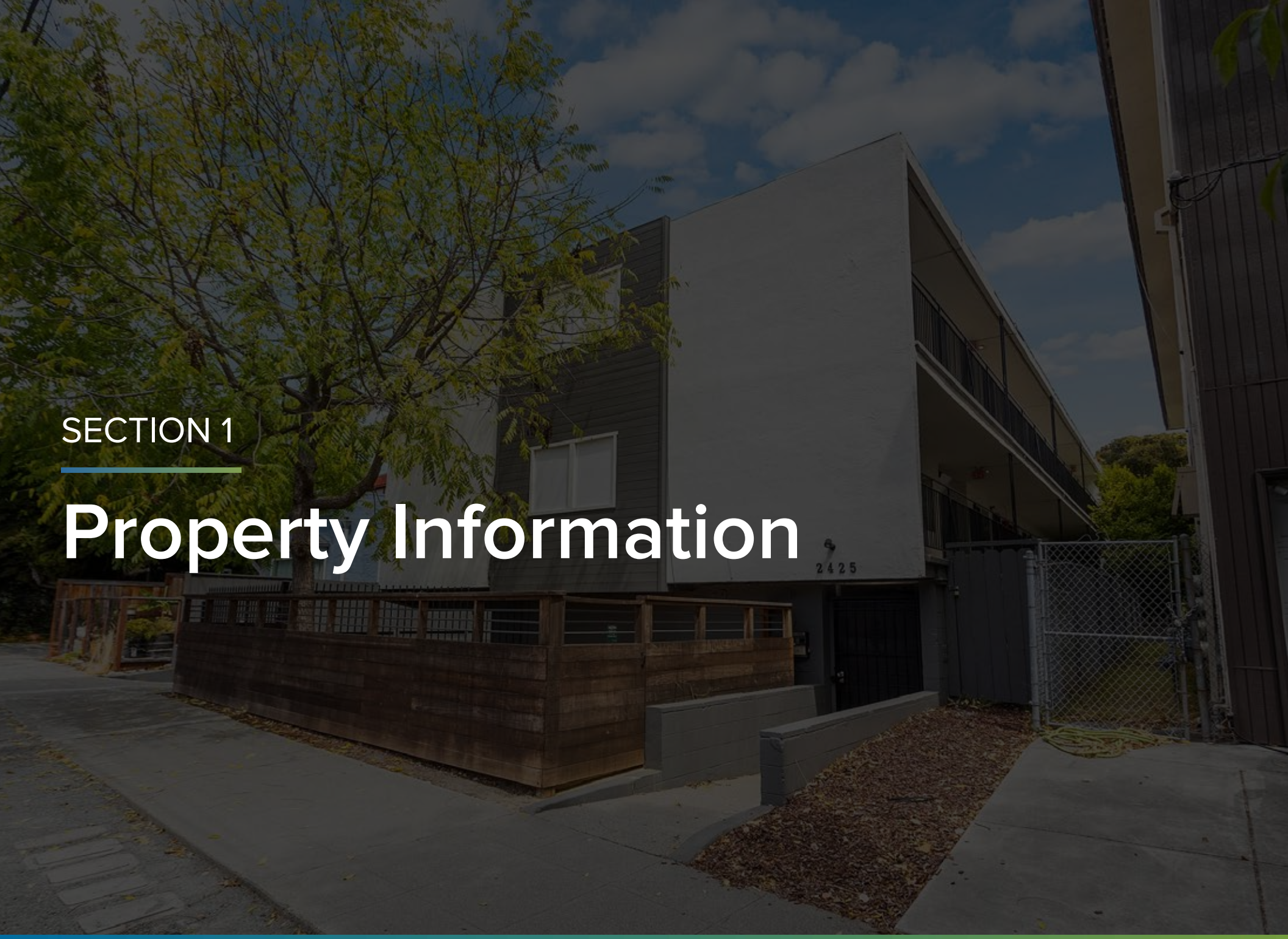
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SECTION 1

Property Information

Executive Summary

SALE PRICE	BUILDING SIZE	CAP RATE
$3,150,000	10 Units	6.18%

Other Details

Offering Price:	$3,150,000
Price / Unit:	$315,000
Price / SF:	$431.68
Number of Units:	10
NOI:	$194,562
Cap Rate:	6.18%
GRM:	10.15
Market Cap Rate:	7.09%
Market GRM:	9.26
Building Size:	7,297 SF
Lot Size:	6,910 SF
Year Built:	1962

Property Highlights

- Prime Central Berkeley location, just one mile from the UC Berkeley campus, with convenient access to Downtown Berkeley and BART
- Highly Desirable Unit Mix consisting of nine two-bedroom/one-bathroom units and one studio
- Nine of ten units feature remodeled interiors with updated contemporary finishes
- Capital Improvements include a seismic retrofit, exterior painting, and updated landscaping
- Separate water, gas, and electric meters help reduce operating expenses and increase cash flow
- Property amenities include nine off-street parking spaces, on-site laundry, and a large owner's storage room

Additional Photos



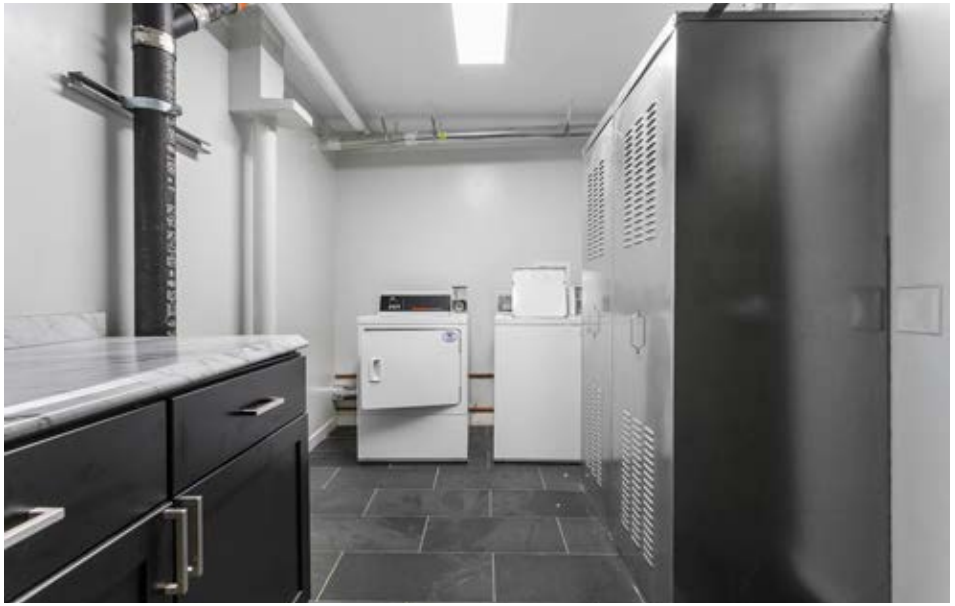




Additional Photos





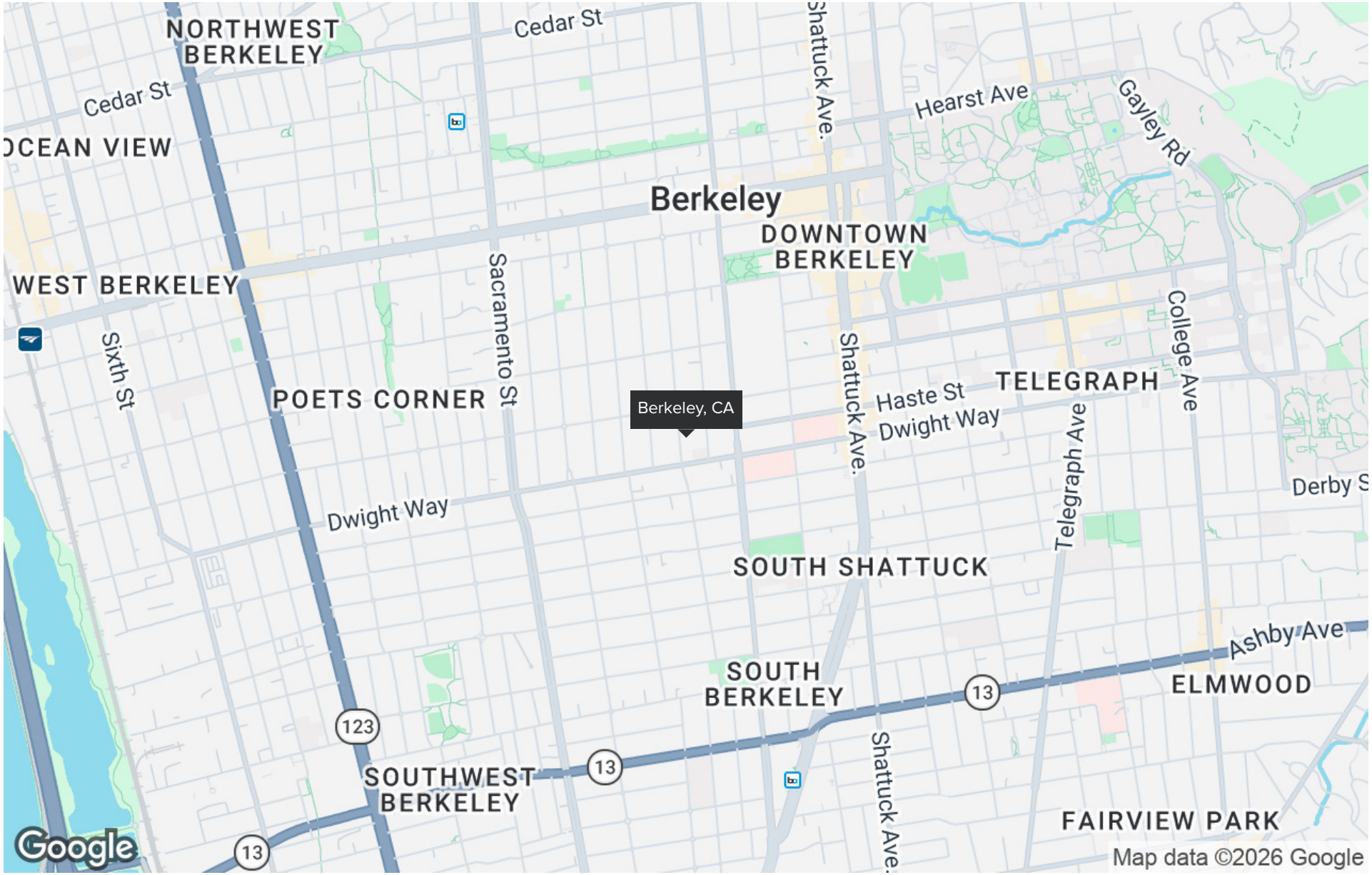




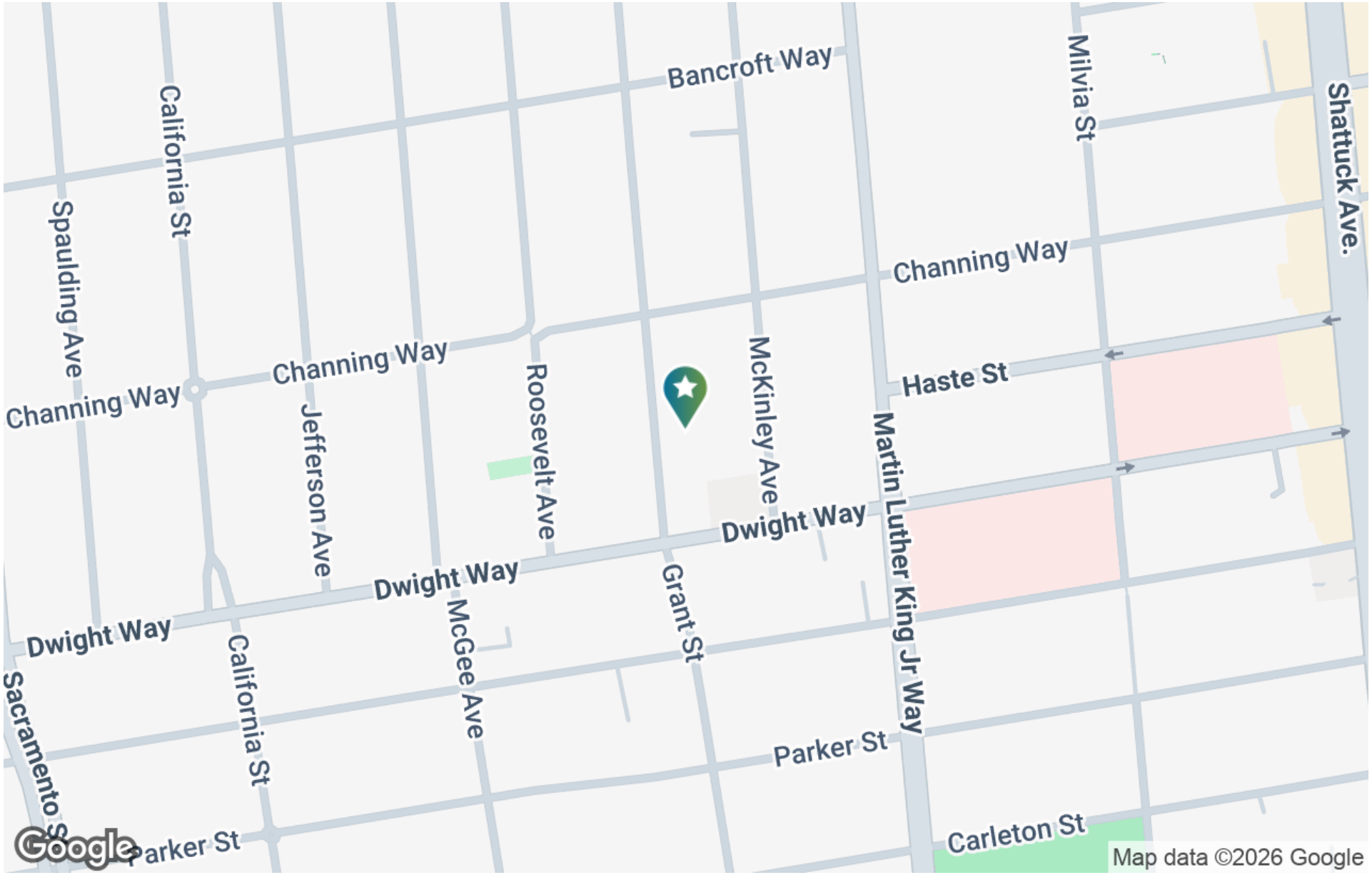
SECTION 2

Location Information

Regional Map



Location Map





SECTION 3

Financial Analysis

Financial Summary

Investment Overview	Current	Market
Price	$3,150,000	$3,150,000
Price per Unit	$315,000	$315,000
GRM	10.15	9.26
CAP Rate	6.18%	7.09%
Cash-on-Cash Return (yr 1)	5.99 %	8.3 %
Total Return (yr 1)	$74,862	$103,712

Operating Data	Current	Market
Gross Scheduled Income	$310,457	$340,200
Other Income	$6,822	$6,822
Total Scheduled Income	$317,280	$347,022
Vacancy Cost	$9,313	$10,206
Gross Income	$307,966	$336,816
Operating Expenses	$113,403	$113,403
Net Operating Income	$194,562	$223,412
Pre-Tax Cash Flow	$74,862	$103,712

Financing Data	Current	Market
Loan Amount	$1,900,000	$1,900,000
Interest Rate	6.3%	6.3%
Debt Service	$119,700	$119,700
Principal Reduction (yr 1)	$0	$0

Rent Roll

Unit Number	Unit Bed	Unit Bath	Unit Size (SF)	Current Rent	Current Rent (Per SF)	Market Rent	Market Rent/SF	Notes
A	2	1	800	$1,701	$2.13	$2,895	$3.62	
B	2	1	800	$2,650	$3.31	$2,895	$3.62	
C	2	1	800	$2,700	$3.38	$2,895	$3.62	
D	2	1	800	$2,950	$3.69	$2,995	$3.74	
E	2	1	895	$3,195	$3.57	$3,195	$3.57	Vacant
F	2	1	800	$2,650	$3.31	$2,895	$3.62	
G	2	1	800	$2,727	$3.41	$2,895	$3.62	
H	2	1	800	$2,853	$3.57	$2,895	$3.62	
J	2	1	800	$2,895	$3.62	$2,895	$3.62	Vacant
K	0	1	400	$1,550	$3.88	$1,895	$4.74	
Totals/Averages			**7,695**	**$25,871**	**$3.36**	**$28,350**	**$3.74**	

Income & Expenses

Income Summary	Current	Per SF
Gross Income	**$307,966**	**$42.20**

Fixed Expenses	% Of Gross Income	Current	Per SF
Property Tax (1.2323%)	12.6%	$38,817	$5.32
Special Assessments (25-26 Actual)	6.3%	$19,274	$2.64
Insurance (Est $1.50/SF)	3.6%	$10,945	$1.50
Total	**22.4%**	**$69,037**	**$9.46**

Operational Expenses	% Of Gross Income	Current	Per SF
Maintenance (Est $500/unit)	1.6%	$5,000	$0.69
Reserves (Est $200/unit)	0.6%	$2,000	$0.27
Electricity & Gas (2025 Actual)	0.4%	$1,205	$0.17
Water & Sewer (2025 Actual)	0.8%	$2,435	$0.33
Refuse (2026 Est)	2.1%	$6,500	$0.89
Business License (2025 Actual)	2.4%	$7,257	$0.99
Rent Board/RHSP Fees (2025 Actual)	1.5%	$4,570	$0.63
Management (5% of Gross)	5.0%	$15,398	$2.11
Total	**14.4%**	**$44,366**	**$6.08**

Gross Expenses	**36.8%**	**$113,403**	**$15.54**
Net Operating Income	**63.2%**	**$194,562**	**$26.66**



SECTION 4

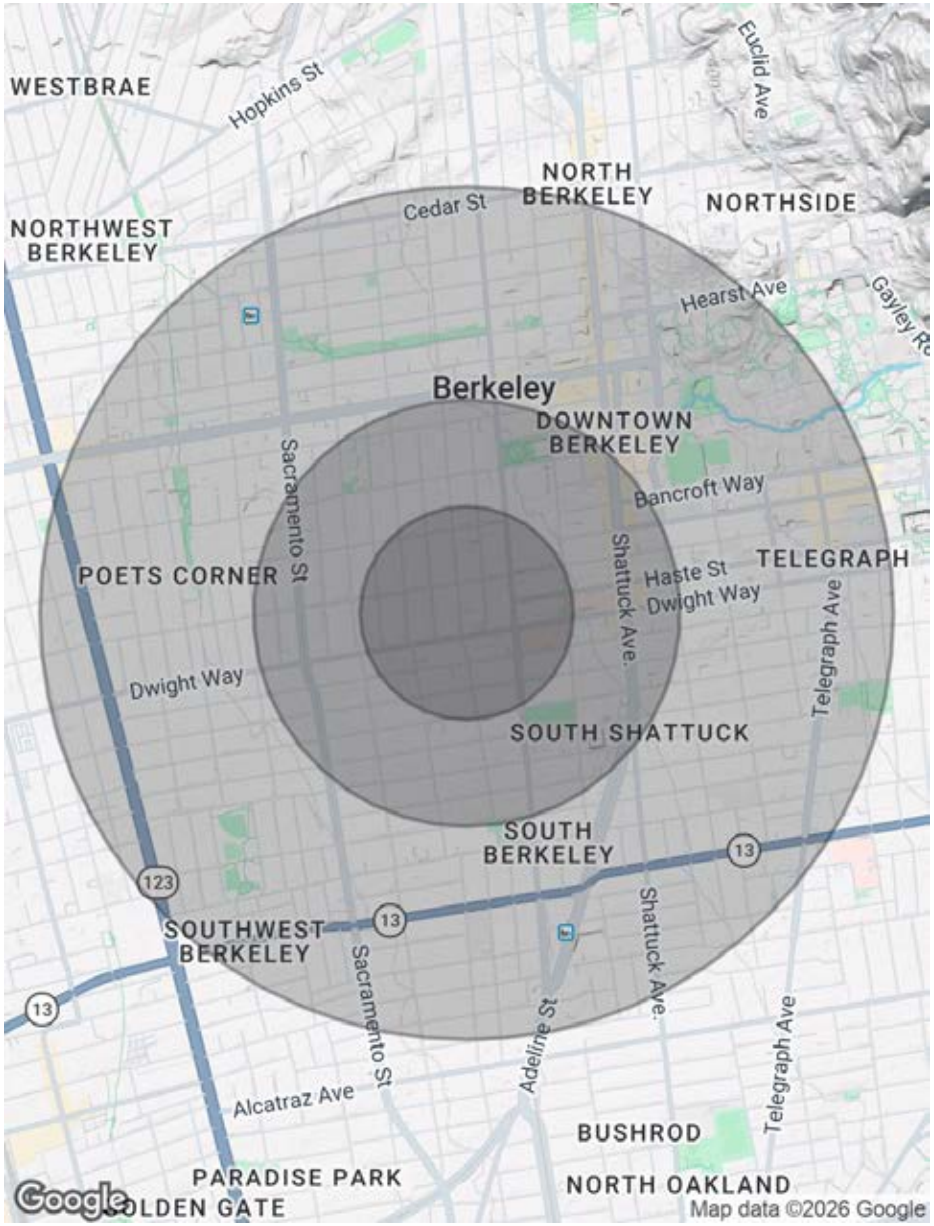
Demographics

Demographics Map & Report

Population	0.25 Miles	0.5 Miles	1 Mile
Total Population	3,382	13,393	56,517
Average Age	39.1	34.7	33.1
Average Age (Male)	38.8	33.1	32.6
Average Age (Female)	39.4	36.5	34.6

Households & Income	0.25 Miles	0.5 Miles	1 Mile
Total Households	1,479	5,884	22,601
# of Persons per HH	2.3	2.3	2.5
Average HH Income	$142,966	$132,825	$129,997
Average House Value	$1,350,540	$1,329,237	$1,188,389

2023 American Community Survey (ACS)





SECTION 5

About Our Team



Kent Mitchell

Senior Vice President

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Education

University of California Berkeley - BAEastern Theological Seminary - MASeveral Leadership Training Courses and Programs

Professional Background

Kent Mitchell is Senior Vice President of NAI Northern California with over seventeen years' experience in the Oakland Berkeley and regional Bay Area multifamily office and retail markets. A graduate of the University of California Berkeley Kent is a California Real Estate Broker who began his own real estate investment career purchasing a four-plex in the 1990s followed by larger partnership acquisitions. Kent has represented clients and partners in commercial transactions ranging in size from under $2 million to over $60 million. As a broker and investor Kent has facilitated various aspects of purchase finance management capitalization improvement refinance and sale of well over $100 million in regional and international commercial real estate.Kent facilitates transactions throughout the Bay Area applying his deep knowledge of rent control in core Bay Area cities and his expertise in capitalization strategies to help buyers and sellers locate the right opportunities and obtain the best pricing in their real estate purchase and sales.

Recent Transactions

10 Units, 1742 Spruce St, Berkeley | $5,720,000
11 Units, 2601 Ridge Rd, Berkeley | $5,680,000
13,560 SF, 1620 San Pablo Ave, Berkeley | $10,350,000
14 Units, 6521 San Pablo Ave, Oakland | $5,510,000
14,098 SF, 524-530 8th St, Oakland | $4,295,000
15 Units, 2427 Hilgard Ave, Berkeley | $5,250,000
19 Units, 20411 Marshall St, Castro Valley | $4,650,000
22,160 SF, 2120 Broadway, Oakland | $8,200,000
25 Units, 3535 Brook St, Lafayette | $12,000,000
48 Units, 237-263 41st St, Oakland | $11,650,000
88 Units, 4939 Marconi Ave, Sacramento | $11,725,000



Tim Warren

Senior Vice President

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Professional Background

Tim Warren, Senior Vice President of NAI Northern California, is a top-producing East Bay agent completing more than $200M in commercial real estate transactions within the last 24 months. Tim prides himself on his personal service and attention to every detail, which has led him to a large base of repeat and referral clients. Investors trust him to guide them through every step of the real estate process. He ensures all objectives and expectations are exceeded with an expansive network, unparalleled client service, and proven marketing strategies. Tim is arguably one of the most dominant and successful agents in the greater Bay Area. There is no other agent that will provide you the local knowledge with global connections.

Tim comes to NAI Northern California from a successful career as an Executive Manager in the automotive field. He led a team of 30 employees, achieving multiple awards for customer satisfaction and sales volume.

Recent Transactions

24 Units, 174 41st St, Oakland | $5,750,000
44 Units, 888 Vermont St, Oakland | $14,000,000
19 Units, 20411 Marshall St, Castro Valley | $4,650,000
88 Units, 4939 Marconi Ave, Sacramento | $11,725,000
11 Units, 2601 Ridge Rd, Berkeley | $5,680,000
8 Units, 1205 International Blvd, Oakland | $1,375,000
15 Units, 2427 Hilgard Ave, Berkeley | $5,250,000
10 Units, 1742 Spruce St, Berkeley | $5,720,000
10 Units, 881 W A St, San Lorenzo | $1,850,000
48 Units, 237-263 41st St, Oakland | $11,650,000
12 Units, 410 Evelyn Ave, Albany | $4,500,000
6 Units, 989-991 Vermont St, Oakland | $1,940,000
5 Units, 95 Moss Ave, Oakland | $2,050,000
14 Units, 3543 Brook St, Lafayette | $6,800,000
8 Units, 1434 Lakeshore Ave, Oakland | $3,200,000
24 Units, 226 Athol Ave, Oakland | $5,100,000



Adam Beeri

Investment Advisor

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Education

University of California, Santa Barbara

Professional Background

Adam Beeri specializes in multifamily investment sales throughout the East Bay. Having grown up around commercial real estate, Adam developed an early understanding of apartment ownership, investment, and property operations.

In addition to advising clients on acquisitions and dispositions, Adam is an active multifamily property owner and operator himself. His firsthand experience acquiring, financing, managing, renovating, and operating apartment buildings gives him a practical perspective on the decisions his clients face.

Adam approaches each assignment from an investor's point of view, looking beyond the transaction to understand a property's operations, upside, risks, and long-term value. Whether representing an owner considering a sale or an investor evaluating an acquisition, his goal is to provide clear market insight and help clients make informed decisions that strengthen their real estate portfolios.

Adam's long term focus is building lasting relationships with East Bay apartment owners and helping clients create and preserve wealth through thoughtful real estate investment.
Adam was born in Berkeley. He grew up in Moraga. Graduated from UC Santa Barbara and has lived in San Diego.

Recent Transactions

9 units, 1635 Martin Luther King Jr Way, Berkeley I $5,350,000
6 Units, 1675 Euclid Ave, Berkeley I $3,925,000
6 units, 2030 Cedar St, Berkeley I $1,300,000
29 Units, 765 Rand Ave, Oakland I $8,200,000
33 Units, 175 Santa Rosa Ave, Oakland I $7,700,000
8 Units, 1610 Milvia St, Berkeley I $3,500,000
16 Units, 1940 Lakeshore Ave, Oakland I $4,250,000
29 Units, 4827 Appian Way, El Sobrante I $7,200,000
8 Units, 83 Glen Ave, Oakland I $1,500,000
12 Units, 85 Glen Ave, Oakland I $2,230,000



Randell Silva

Senior Investment Advisor

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Professional Background

Randell Silva is a knowledgeable, motivated, and results-driven Investment Advisor specializing in the sale of multifamily properties throughout the East Bay. With over 8 years of commercial real estate experience, Randell is a key member of the Mitchell Warren Team at NAI Northern California, where he has helped facilitate transactions contributing to over $497 million in total team transaction volume.

Randell brings a strong foundation in negotiation, underwriting, and client advocacy, paired with over a decade of prior customer-facing experience that ensures a smooth, transparent transaction process from start to finish. His entrepreneurial background, having founded and operated Delta Computer Service for over seven years, has shaped his disciplined, solution-oriented approach to business and deal execution.

Leveraging NAI Northern California's best-in-class research, marketing, and technology platforms, along with guidance from seasoned mentors, Randell delivers measurable results for property owners and investors. He also provides added value by effectively facilitating transactions across Hispanic cultural and language barriers, helping clients navigate complex deals with confidence and clarity.

Recent Transactions

41 Units, 524-530 8th St, Oakland | $4,100,000
7 Units, 2015 Vine St, Berkeley | $1,700,000
24 Units, 174 41st St, Oakland | $5,750,000
6 Units, 1212 12th St, Oakland | $1,895,000
44 Units, 888 Vermont St, Oakland | $14,000,000
25 Units, 3535 Brook St, Lafayette | $12,000,000
19 Units, 20411 Marshall St, Castro Valley | $4,650,000
50,008 SF, 2648 International Blvd, Oakland | $10,450,000
88 Units, 4939 Marconi Ave, Sacramento | $11,725,000
11 Units, 2601 Ridge Rd, Berkeley | $5,680,000
8 Units, 1205 International Blvd, Oakland | $1,375,000



NAI Northern California
GLOBAL REACH. LOCAL EXPERTISE.

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