

# Offering Memorandum

Pasadena Apartments  
3900 Roland Boulevard

ST. LOUIS, MO 63121

For Sale



— 3900 Roland Boulevard —

## Property Highlights

- New Garage Doors
- Original Hardwood Floors
- Huge Floor Plans
- Forced Heat Central Air
- Extremely Well Built - Solid Construction
- Garage Parking
- Large Clean Basements
- Located in the Historic Pasadena Hills Neighborhood



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**Acquisition Costs**

Purchase Price, Points and Closing Costs	\$870,000
Investment - Cash	\$174,000
First Loan (Balloon)	\$696,999

**Investment Information**

Purchase Price	\$870,000
Price per Unit	\$72,500
Price per SF	\$93.55
Expenses per Unit	(\$3,292)

**Income, Expenses & Cash Flow**

<b>Gross Scheduled Income</b>	<b>\$111,000</b>
Total Vacancy and Credits	(\$5,550)
Operating Expenses	(\$39,499)
<b>Net Operating Income</b>	<b>\$65,951</b>
Debt Service	(\$64,555)
<b>Cash Flow Before Taxes</b>	<b>\$1,396</b>

**Financial Indicators**

Cash-on-Cash Return Before Taxes	0.80%
Debt Coverage Ratio	1.02
Capitalization Rate	7.58%
Gross Rent Multiplier	7.84
Gross Income / Square Feet	\$11.94
Gross Expenses / Square Feet	(\$4.25)
Operating Expense Ratio	37.46%

# INVESTMENT DETAILS

Pasadena Apartments  
3900 Roland Boulevard | St. Louis, MO 63121

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## Analysis

Analysis Date August 2023

## Property

Property Type Multifamily  
Property Pasadena Apartments  
Address 3900 Roland Boulevard  
City, State St. Louis, MO 63121  
Year Built 1961

## Purchase Information

Purchase Price \$870,000  
Units 12  
Total Rentable SF 9,300  
Lot Size 0.540 acres

## Income & Expense

Gross Operating Income \$105,450  
Monthly GOI \$8,788  
Total Annual Expenses (\$39,499)  
Monthly Expenses (\$3,292)

## Financial Information

Initial Equity \$174,000

## Loans

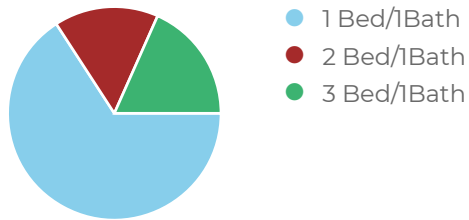
Type	Debt	Term	Amort	Rate	Payment	LO Costs
Balloon	\$696,999	5 years	25 years	8.00%	\$5,380	

# UNIT MIX REPORT

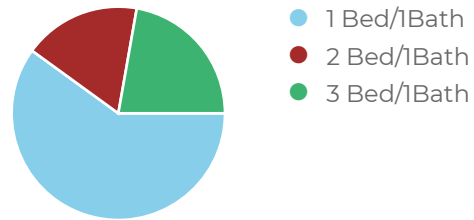
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Units	Type	Approx. SF	Avg. Rents	Monthly	Mkt Rents	Monthly
8	1 Bed/1Bath	700	\$725	\$5,800	\$750	\$6,000
2	2 Bed/1Bath	850	\$825	\$1,650	\$950	\$1,900
2	3 Bed/1Bath	1,000	\$900	\$1,800	\$925	\$1,850
<b>12</b>		<b>9,300</b>		<b>\$9,250</b>		<b>\$9,750</b>

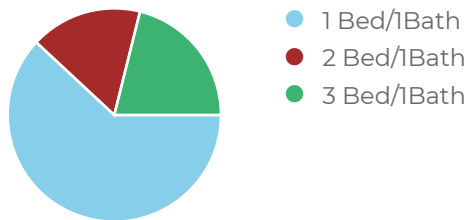
UNIT MIX



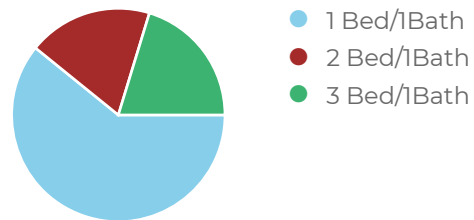
UNIT MIX SQUARE FEET



UNIT MIX INCOME



UNIT MIX MARKET INCOME



# PRO FORMA SUMMARY

Pasadena Apartments  
3900 Roland Boulevard | St. Louis, MO 63121

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## Income

Description	Actual	Per Unit	Pro Forma	Per Unit
Gross Potential Rent	\$111,000	\$9,250	\$117,000	\$9,750
- Less: Vacancy	(\$5,550)	(\$463)	(\$3,510)	(\$293)
Effective Gross Income	\$105,450	\$8,788	\$113,490	\$9,458

## Operating Expenses

Description	Actual	Per Unit	Pro Forma	Per Unit
Building Insurance	\$6,396	\$533	\$6,396	\$533
Legal	\$381	\$32	\$381	\$32
Maintenance	\$3,968	\$331	\$3,968	\$331
Payroll	\$3,450	\$288	\$3,450	\$288
Taxes - Real Estate	\$10,499	\$875	\$10,499	\$875
Utilities & Trash	\$14,805	\$1,234	\$14,805	\$1,234
Total Expenses	(\$39,499)	(\$3,292)	(\$39,499)	(\$3,292)
Net Operating Income	\$65,951	\$5,496	\$73,991	\$6,166



## Investment Summary

Price	\$870,000
Year Built	1961
Units	12
Price/Unit	\$72,500
RSF	9,300
Price/RSF	\$93.55
Lot Size	0.54 acres
Floors	2
APN	14H220182
Cap Rate	7.58%
Pro Forma Cap Rate	8.5%
GRM	7.84
Pro Forma GRM	7.44

## Financing Summary

Loan 1 (Balloon)	\$696,999
Initial Equity	\$174,000
Interest Rate	8%
Term	5 years
Monthly Payment	\$5,380
DCR	1.02

## Unit Mix & Annual Scheduled Income

Type	Units	Actual	Total	Pro Forma	Total
1 Bed/1Bath	8	\$8,700	\$69,600	\$9,000	\$72,000
2 Bed/1Bath	2	\$9,900	\$19,800	\$11,400	\$22,800
3 Bed/1Bath	2	\$10,800	\$21,600	\$11,100	\$22,200
<b>Totals</b>	<b>12</b>		<b>\$111,000</b>		<b>\$117,000</b>

## Annualized Income

Description	Actual	Pro Forma
<b>Gross Potential Rent</b>	<b>\$111,000</b>	<b>\$117,000</b>
- Less: Vacancy	(\$5,550)	(\$3,510)
<b>Effective Gross Income</b>	<b>\$105,450</b>	<b>\$113,490</b>
- Less: Expenses	(\$39,499)	(\$39,499)
<b>Net Operating Income</b>	<b>\$65,951</b>	<b>\$73,991</b>
- Debt Service	(\$64,555)	(\$64,555)
<b>Net Cash Flow after Debt Service</b>	<b>\$1,396</b>	<b>\$9,436</b>
+ Principal Reduction	\$9,124	\$9,124
<b>Total Return</b>	<b>\$10,521</b>	<b>\$18,561</b>

## Annualized Expenses

Description	Actual	Pro Forma
Building Insurance	\$6,396	\$6,396
Legal	\$381	\$381
Maintenance	\$3,968	\$3,968
Payroll	\$3,450	\$3,450
Taxes - Real Estate	\$10,499	\$10,499
Utilities & Trash	\$14,805	\$14,805
<b>Total Expenses</b>	<b>\$39,499</b>	<b>\$39,499</b>
<b>Expenses Per RSF</b>	<b>\$4.25</b>	<b>\$4.25</b>
<b>Expenses Per Unit</b>	<b>\$3,292</b>	<b>\$3,292</b>

# DETAILED GENERAL EXPENSES

Pasadena Apartments  
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Description Year Ending	Year 1 07/2024	Year 2 07/2025	Year 3 07/2026	Year 4 07/2027	Year 5 07/2028
Building Insurance	(\$6,396)	(\$6,524)	(\$6,654)	(\$6,787)	(\$6,923)
Legal	(\$381)	(\$389)	(\$396)	(\$404)	(\$412)
Maintenance	(\$3,968)	(\$4,047)	(\$4,128)	(\$4,211)	(\$4,295)
Payroll	(\$3,450)	(\$3,519)	(\$3,589)	(\$3,661)	(\$3,734)
Taxes - Real Estate	(\$10,499)	(\$10,709)	(\$10,923)	(\$11,142)	(\$11,364)
Utilities & Trash	(\$14,805)	(\$15,101)	(\$15,403)	(\$15,711)	(\$16,025)
<b>Total Expenses</b>	<b>(\$39,499)</b>	<b>(\$40,289)</b>	<b>(\$41,095)</b>	<b>(\$41,917)</b>	<b>(\$42,755)</b>
<b>Operating Expense Ratio</b>	<b>37.46%</b>	<b>37.09%</b>	<b>36.73%</b>	<b>36.38%</b>	<b>36.02%</b>



# ANNUAL PROPERTY OPERATING DATA

Pasadena Apartments  
3900 Roland Boulevard | St. Louis, MO 63121

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Description Year Ending	Year 1 07/2024	Year 2 07/2025	Year 3 07/2026	Year 4 07/2027	Year 5 07/2028
<b>Income</b>					
Rental Income	\$111,000	\$114,330	\$117,760	\$121,293	\$124,931
<b>Gross Scheduled Income</b>	<b>\$111,000</b>	<b>\$114,330</b>	<b>\$117,760</b>	<b>\$121,293</b>	<b>\$124,931</b>
General Vacancy	(\$5,550)	(\$5,717)	(\$5,888)	(\$6,065)	(\$6,247)
<b>Gross Operating Income</b>	<b>\$105,450</b>	<b>\$108,614</b>	<b>\$111,872</b>	<b>\$115,228</b>	<b>\$118,685</b>
<b>Expenses</b>					
Building Insurance	(\$6,396)	(\$6,524)	(\$6,654)	(\$6,787)	(\$6,923)
Legal	(\$381)	(\$389)	(\$396)	(\$404)	(\$412)
Maintenance	(\$3,968)	(\$4,047)	(\$4,128)	(\$4,211)	(\$4,295)
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<b>Total Operating Expenses</b>	<b>(\$39,499)</b>	<b>(\$40,289)</b>	<b>(\$41,095)</b>	<b>(\$41,917)</b>	<b>(\$42,755)</b>
<b>Operating Expense Ratio</b>	<b>37.46%</b>	<b>37.09%</b>	<b>36.73%</b>	<b>36.38%</b>	<b>36.02%</b>
<b>Net Operating Income</b>	<b>\$65,951</b>	<b>\$68,325</b>	<b>\$70,777</b>	<b>\$73,311</b>	<b>\$75,930</b>

# FINANCIAL INDICATORS

Pasadena Apartments  
3900 Roland Boulevard | St. Louis, MO 63121

Description Year Ending	Year 1 07/2024	Year 2 07/2025	Year 3 07/2026	Year 4 07/2027	Year 5 07/2028
<b>Key Ratios and Multipliers</b>					
Capitalization Rate	7.58%	7.85%	8.14%	8.43%	8.73%
Gross Rent Multiplier	7.84	7.61	7.39	7.17	6.96
Net Income Multiplier	13.19	12.73	12.29	11.87	11.46
Operating Expense Ratio	37.46%	37.09%	36.73%	36.38%	36.02%
<b>Amounts per SF</b>					
Gross Income	\$11.94	\$12.29	\$12.66	\$13.04	\$13.43
Expenses	(\$4.25)	(\$4.33)	(\$4.42)	(\$4.51)	(\$4.60)
<b>Loan Metrics</b>					
Loan To Value Ratio	79.07%	77.93%	76.70%	75.37%	0.00%
Debt Coverage Ratio	1.02	1.06	1.10	1.14	1.18
<b>Cash-On-Cash Measures</b>					
Before-Tax	0.80%	2.17%	3.58%	5.03%	6.54%
After-Tax	0.80%	2.17%	3.58%	5.03%	6.54%

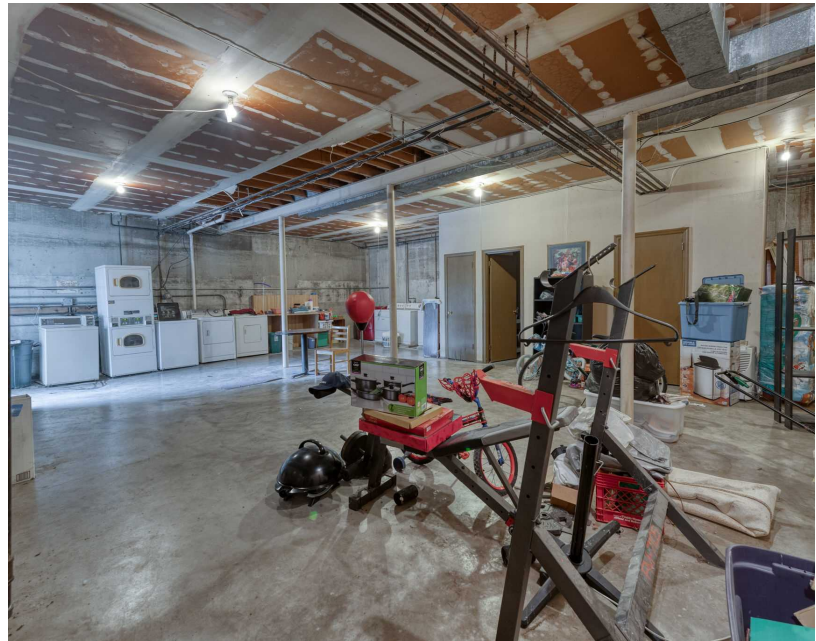
# PROPERTY PHOTOS

Pasadena Apartments  
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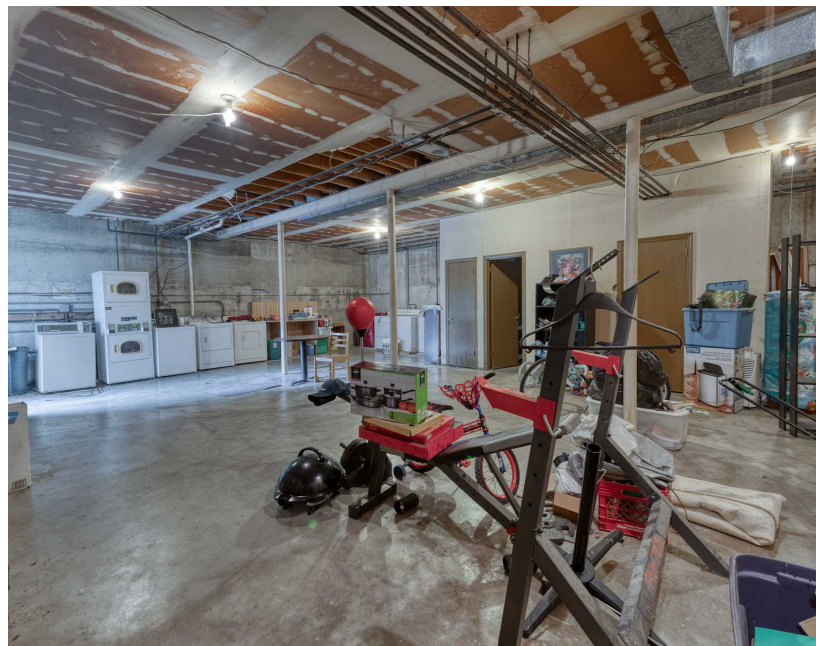
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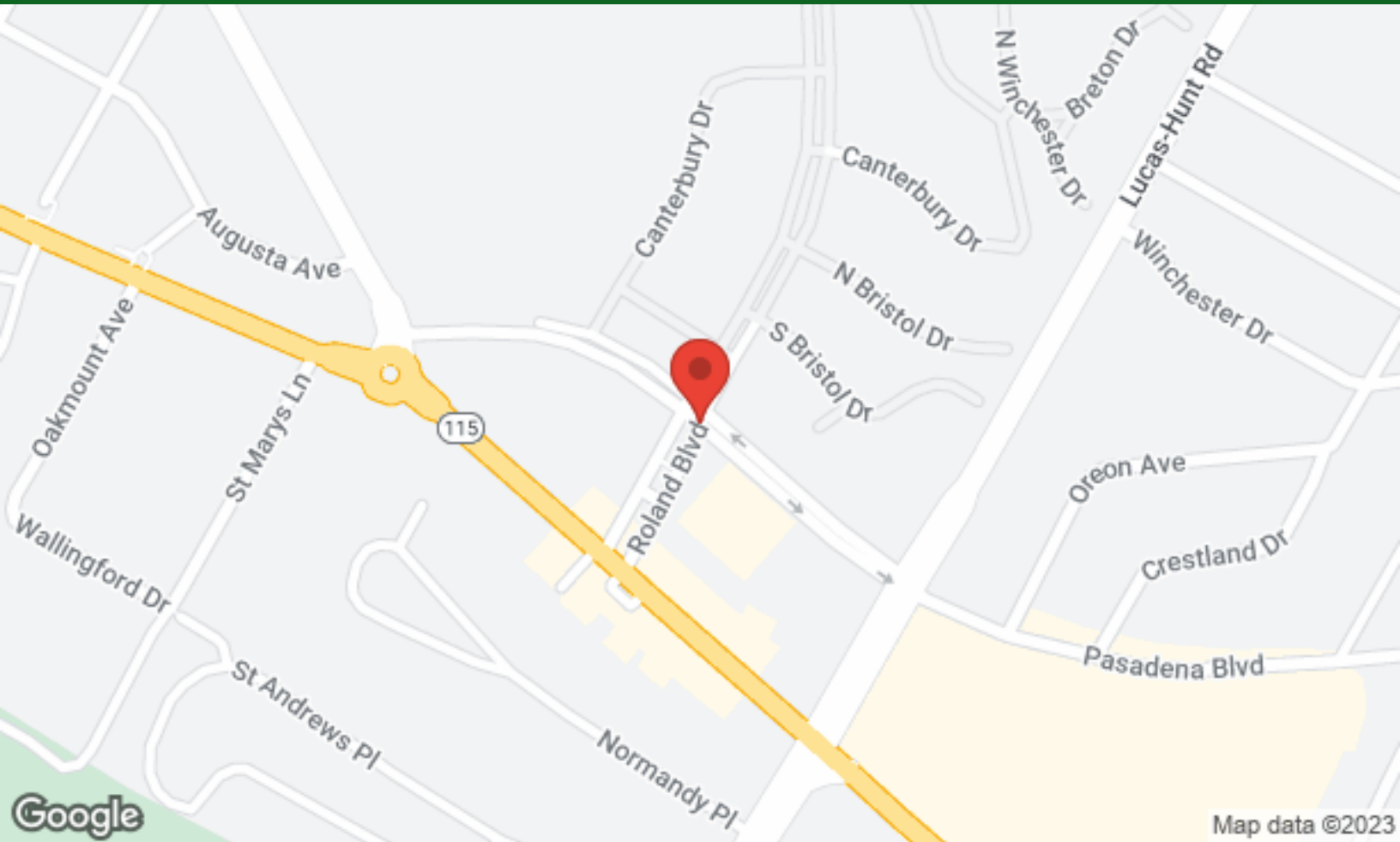
# AERIAL MAP

Pasadena Apartments  
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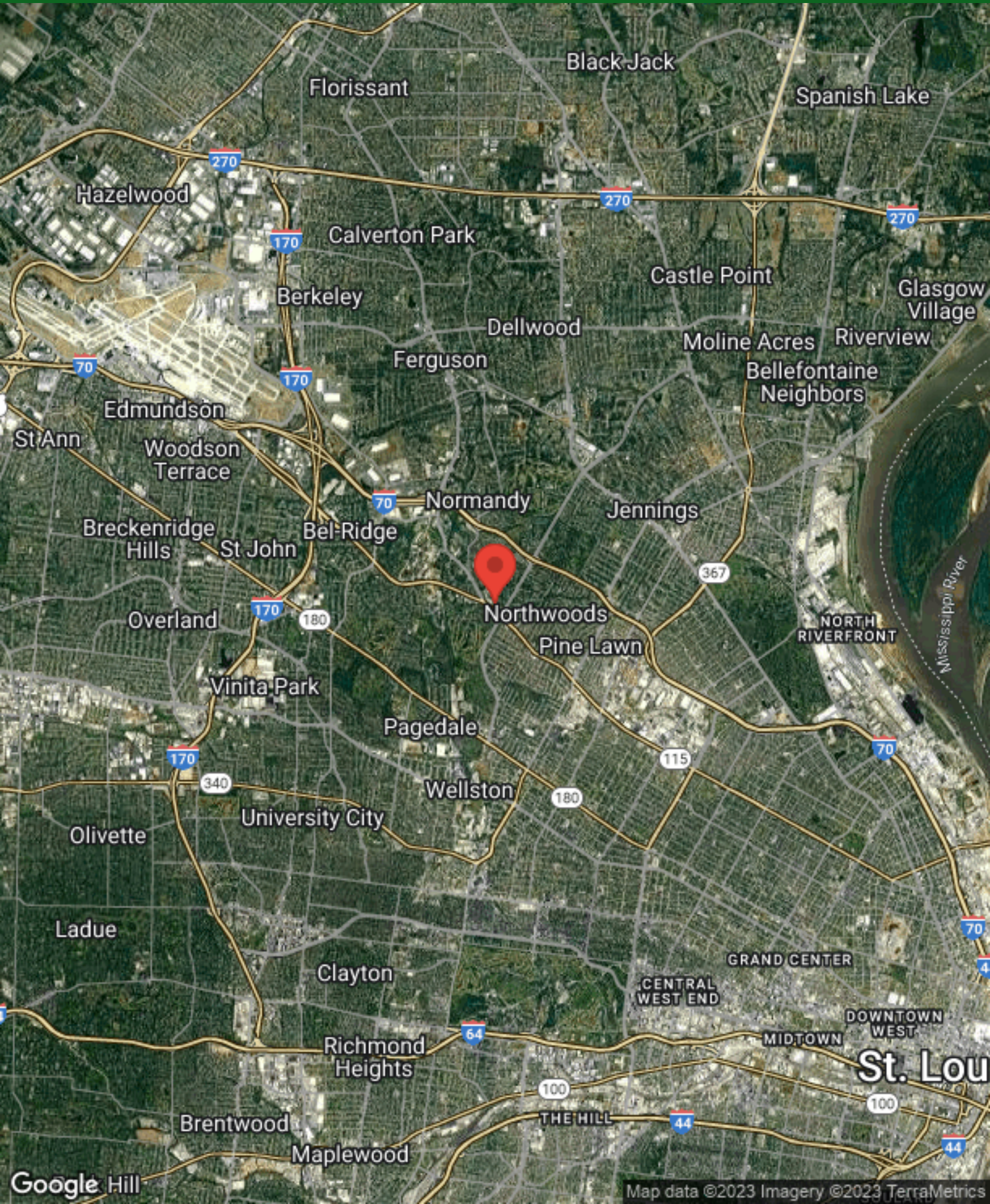
# LOCATION MAPS

Pasadena Apartments  
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# REGIONAL MAP

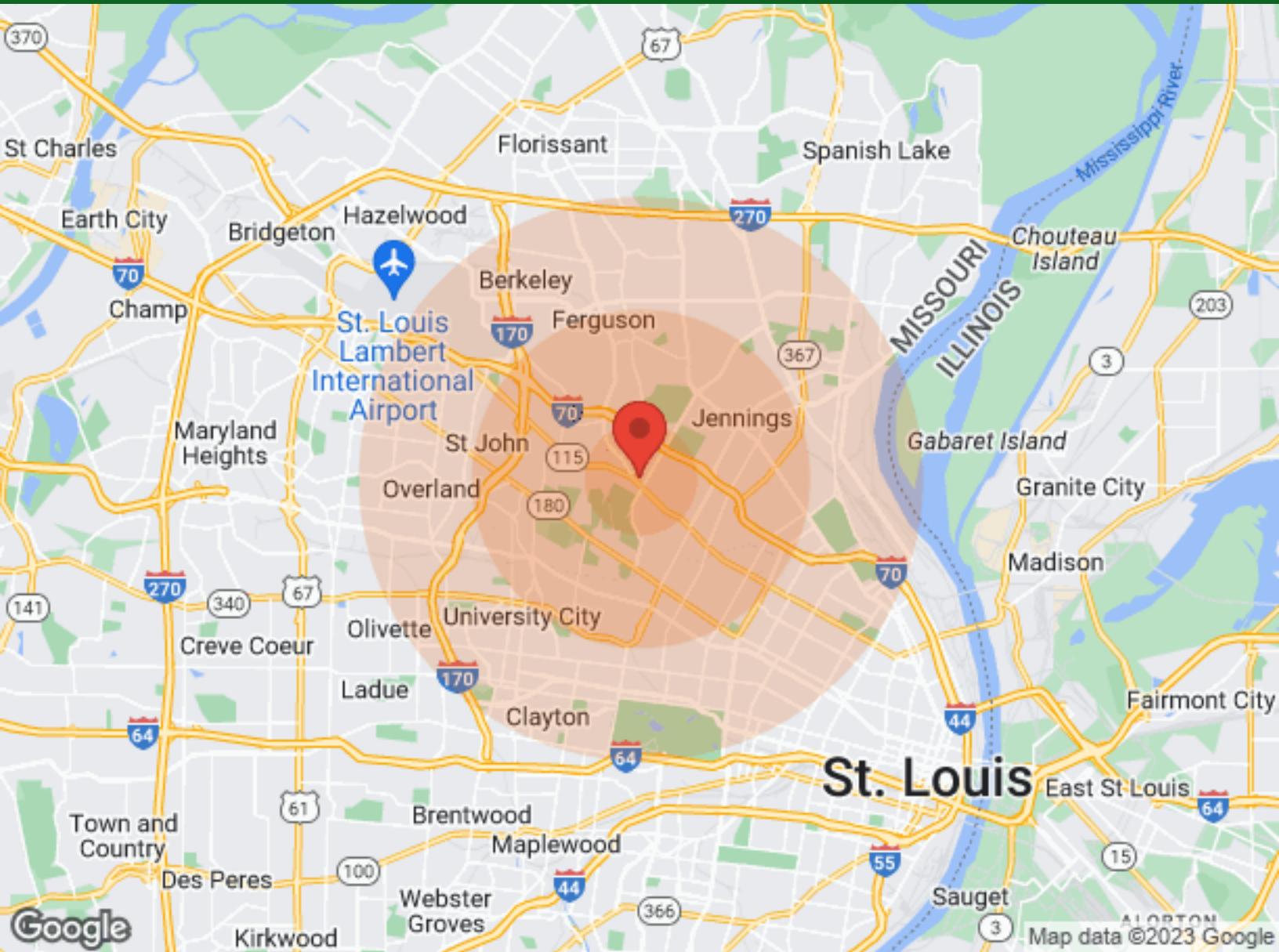
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# DEMOGRAPHICS

Pasadena Apartments  
3900 Roland Boulevard | St. Louis, MO 63121



Population	1 Mile	3 Miles	5 Miles
Male	6,889	53,805	145,745
Female	8,479	64,037	166,415
Total Population	15,368	117,842	312,160
Age	1 Mile	3 Miles	5 Miles
Ages 0-14	2,947	26,769	63,187
Ages 15-24	1,896	18,133	43,270
Ages 25-54	6,144	45,951	127,952
Ages 55-64	1,894	12,620	35,549
Ages 65+	2,487	14,369	42,202
Race	1 Mile	3 Miles	5 Miles
White	1,348	12,024	90,309
Black	13,686	103,860	209,702
Am In/AK Nat	N/A	16	75
Hawaiian	N/A	1	4
Hispanic	105	1,965	7,620
Multi-Racial	246	3,136	12,990

Income	1 Mile	3 Miles	5 Miles
Median	\$29,846	\$30,316	\$34,608
< \$15,000	1,187	10,437	27,337
\$15,000-\$24,999	1,159	7,792	18,411
\$25,000-\$34,999	1,085	6,584	16,554
\$35,000-\$49,999	878	7,137	18,503
\$50,000-\$74,999	1,184	7,494	20,407
\$75,000-\$99,999	473	3,406	10,307
\$100,000-\$149,999	363	1,715	8,483
\$150,000-\$199,999	76	426	2,810
> \$200,000	33	337	3,739

Housing	1 Mile	3 Miles	5 Miles
Total Units	6,996	54,838	152,778
Occupied	6,216	45,291	127,819
Owner Occupied	3,498	24,725	69,565
Renter Occupied	2,718	20,566	58,254
Vacant	780	9,547	24,959