

# 994 Guerrero St

San Francisco, CA 94110



Marcus & Millichap

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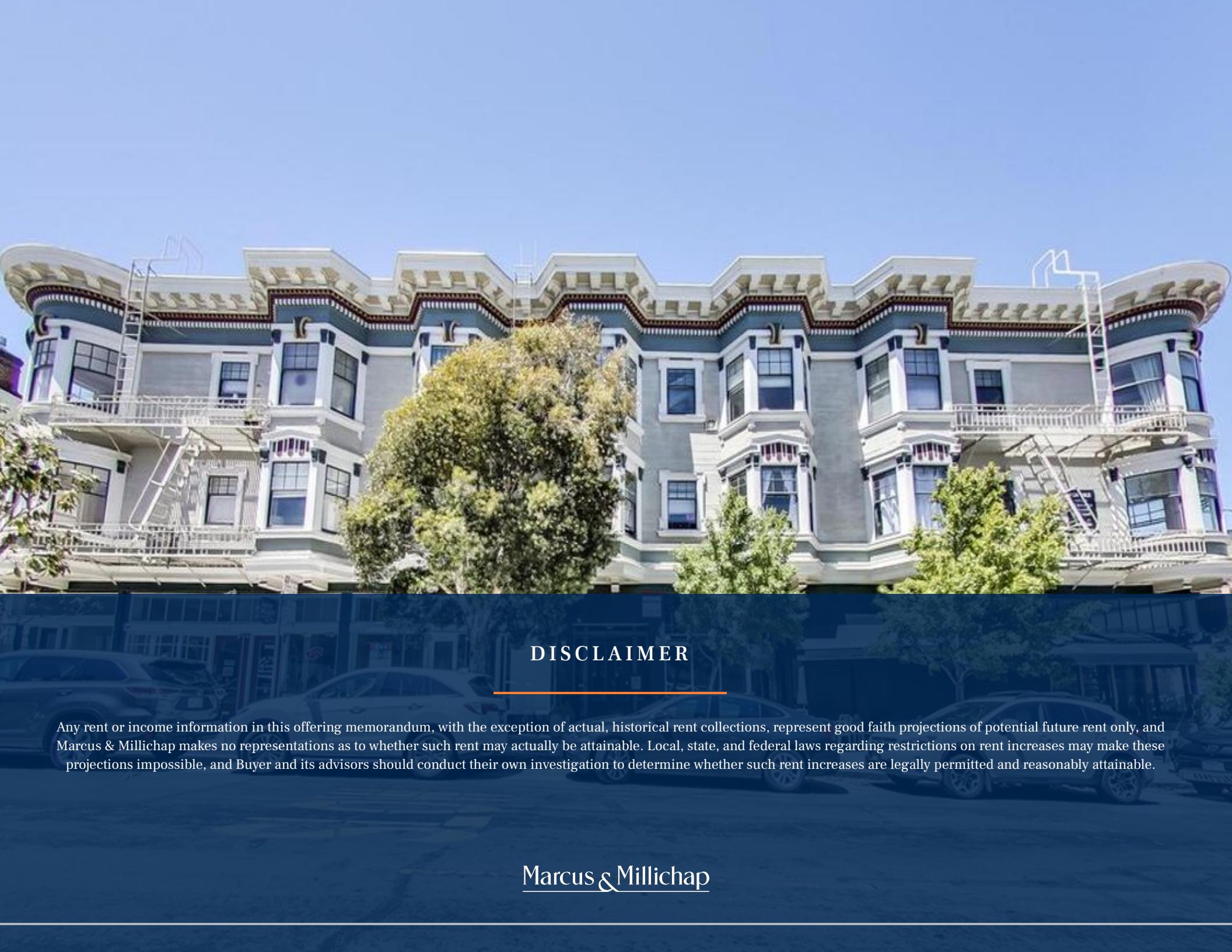
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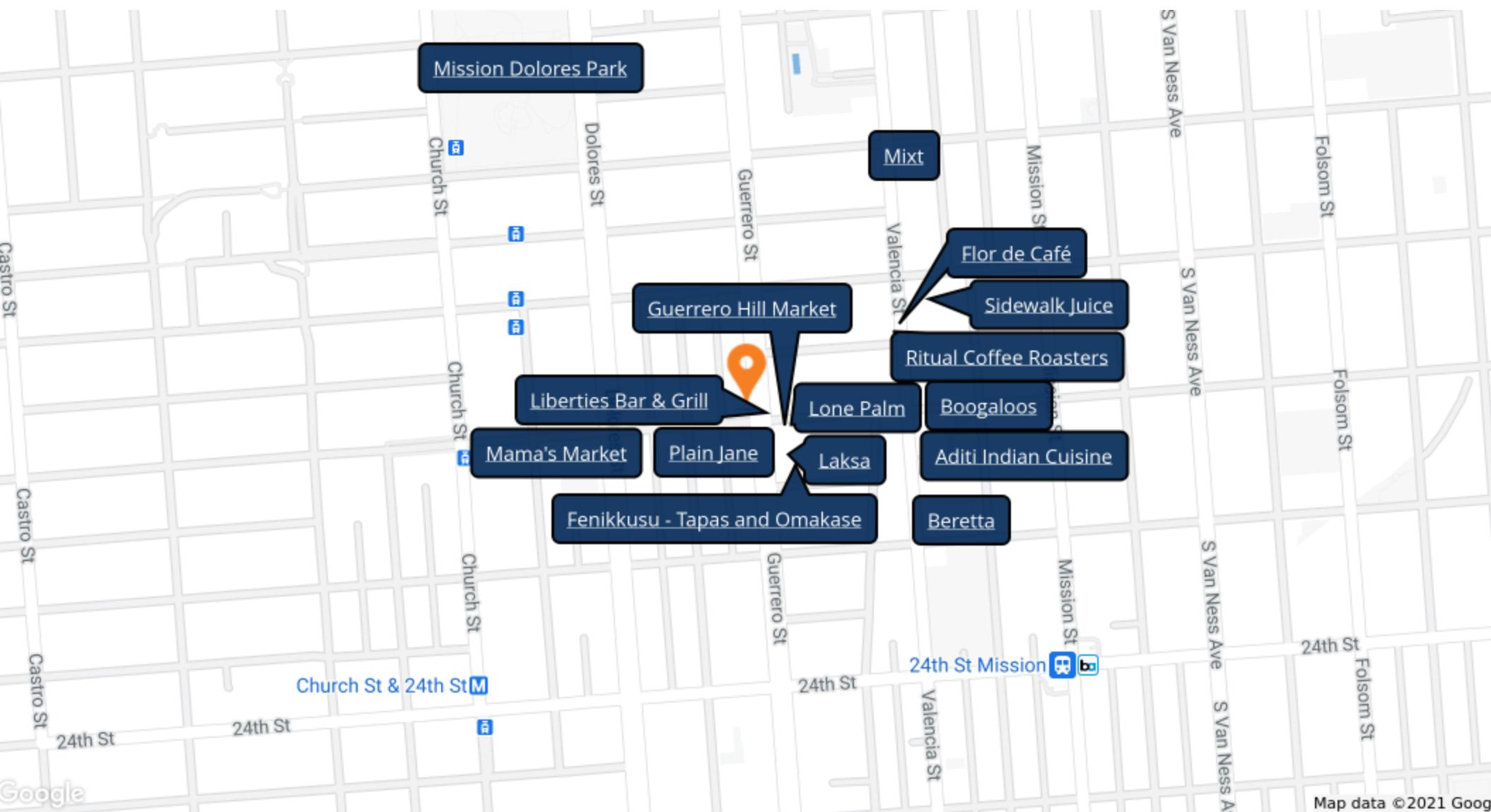
## DISCLAIMER

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Any rent or income information in this offering memorandum, with the exception of actual, historical rent collections, represent good faith projections of potential future rent only, and Marcus & Millichap makes no representations as to whether such rent may actually be attainable. Local, state, and federal laws regarding restrictions on rent increases may make these projections impossible, and Buyer and its advisors should conduct their own investigation to determine whether such rent increases are legally permitted and reasonably attainable.

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## 994 Guerrero St // RETAILER MAP





## 994 Guerrero St // PROPERTY DESCRIPTION



### PROPERTY DESCRIPTION

Marcus & Millichap is pleased to present for sale a 15 unit, Mission District mixed-use building located at the corner of 22nd Street and Guerrero in San Francisco. Built in 1912, 994-998 Guerrero is an iconic example of San Francisco architecture. The unit mix consists of 5 commercial spaces and 10 residential units. The commercial spaces consist of 4 small ground floor units (218-415 square feet) as well as Liberties Bar (1,422 square feet) which is situated directly on the corner of Guerrero and 22nd Street. The apartments above consist of 2 studios, 5 one-bedrooms and 3 two-bedrooms. The units have large bay and bow windows throughout that provide ample amounts of natural light. 4 of these units have been remodeled and feature new finishes, dishwashers as well as in-unit washer/dryers. The units feature hardwood floors throughout, as well as many period details that enhance the living experience. Each unit features either gas wall heat, or electric heat which the tenants pay for. A full electrical service (600 Amp) upgrade to the building was completed in 2019. The foundation is concrete and the roof was replaced in 2012. The property is a Tier IV Soft Story building that was seismically retrofitted in 2021. This property is a tremendous opportunity for investors looking to capitalize on San Francisco as it emerges from the Covid 19 Shutdown of 2020.

## RENT ROLL // 994 Guerrero St

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As of February, 2021

UNIT	UNIT TYPE	CURRENT	POTENTIAL
		Rent / Month	Rent / Month
1	One Bedroom, One Bathroom - Large	\$3,895	\$3,895
2	One Bedroom, One Bathroom	\$2,250	\$3,495
3	Studio	\$1,895	\$1,895
4	One Bedroom, One Bathroom	\$2,695	\$2,795
5	Two Bedroom, One Bathroom	\$3,395	\$3,495
6	Two Bedroom, One Bathroom	\$3,595	\$3,595
7	One Bedroom, One Bathroom - Vacant	\$2,600	\$2,600
8	Studio	\$1,382	\$2,795
9	One Bedroom, One Bathroom - Vacant	\$3,495	\$3,495
10	Two Bedroom, One Bathroom	\$4,220	\$4,250
3412	Street Retail - Vacant	\$1,575	\$1,575
3414	Street Retail - Vacant	\$1,575	\$1,575
3416	Street Retail - Occupied	\$2,600	\$2,600
3420	Street Retail - Occupied	\$1,575	\$1,575
998	Liberties Bar	\$10,122	\$10,122
<b>Total</b>		<b>Square Feet: 10,530</b>	<b>\$46,869</b>
			<b>\$49,757</b>

## 994 Guerrero St // INCOME & EXPENSES

INCOME	Current	Pro Forma	NOTES	PER UNIT	PER SF
<b>Rental Income</b>					
Gross Scheduled Rent	562,428	597,084		39,806	56.70
Physical Vacancy	(28,121)	5.0%	(29,854)	5.0%	(1,990)
<b>TOTAL VACANCY</b>	<b>(\$28,121)</b>	<b>5.0%</b>	<b>(\$29,854)</b>	<b>5.0%</b>	<b>(\$3)</b>
Effective Rental Income	534,307	567,230		37,815	53.87
<b>Other Income</b>					
CAM Reimbursements	13,740	13,740		916	1.30
<b>TOTAL OTHER INCOME</b>	<b>\$13,740</b>	<b>\$13,740</b>		<b>\$916</b>	<b>\$1.30</b>
<b>EFFECTIVE GROSS INCOME</b>	<b>\$548,047</b>	<b>\$580,970</b>		<b>\$38,731</b>	<b>\$55.17</b>
EXPENSES	Current	Pro Forma	NOTES	PER UNIT	PER SF
Real Estate Taxes	91,450	91,450		6,097	8.68
Insurance	6,655	6,655		444	0.63
Utilities - Electric	1,304	1,304		87	0.12
Utilities - Water & Sewer	3,537	3,537		236	0.34
Utilities - Gas	3,510	3,510		234	0.33
Trash Removal	5,738	5,738		383	0.54
Repairs & Maintenance	11,250	11,250		750	1.07
Pest Control	950	950		63	0.09
Cleaning	3,000	3,000		200	0.28
Operating Reserves	3,500	3,500		233	0.33
Management Fee	21,922	4.0%	23,239	4.0%	1,549
<b>TOTAL EXPENSES</b>	<b>\$152,816</b>	<b>\$154,133</b>		<b>\$10,276</b>	<b>\$14.64</b>
EXPENSES AS % OF EGI	27.9%		26.5%		
<b>NET OPERATING INCOME</b>	<b>\$395,231</b>	<b>\$426,837</b>		<b>\$28,456</b>	<b>\$40.54</b>

## FINANCIAL DETAILS // 994 Guerrero St

### SUMMARY

Price	\$7,750,000	
Down Payment	<b>\$2,712,500</b>	35%
Number of Units	15	
Price Per Unit	\$516,667	
Price Per SqFt	\$735.99	
Gross SqFt	10,530	
Lot Size	0.08 Acres	
Approx. Year Built	1912	

RETURNS	Current	Pro Forma
<b>CAP Rate</b>	<b>5.10%</b>	<b>5.51%</b>
GIM	13.45	12.69
Cash-on-Cash	4.81%	5.98%
Debt Coverage Ratio	1.49	1.61

### FINANCING

1st Loan	
Loan Amount	\$5,037,500
Loan Type	New
Interest Rate	3.30%
Amortization	30 Years
Year Due	2026

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative.

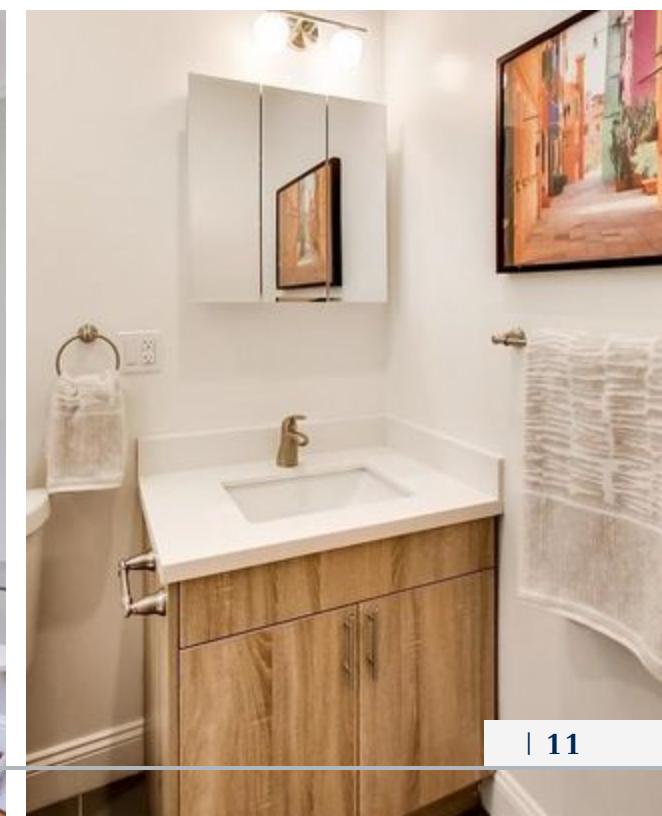
# OF UNITS	UNIT TYPE	SQFT/UNIT	SCHEDULED RENTS	MARKET RENTS
5	Commercial	0	\$3,489	\$3,489
2	Studio	0	\$1,639	\$2,345
5	One Bedroom, One Bath	0	\$2,987	\$3,256
3	Two Bedroom, One Bath	0	\$3,737	\$3,780

### OPERATING DATA

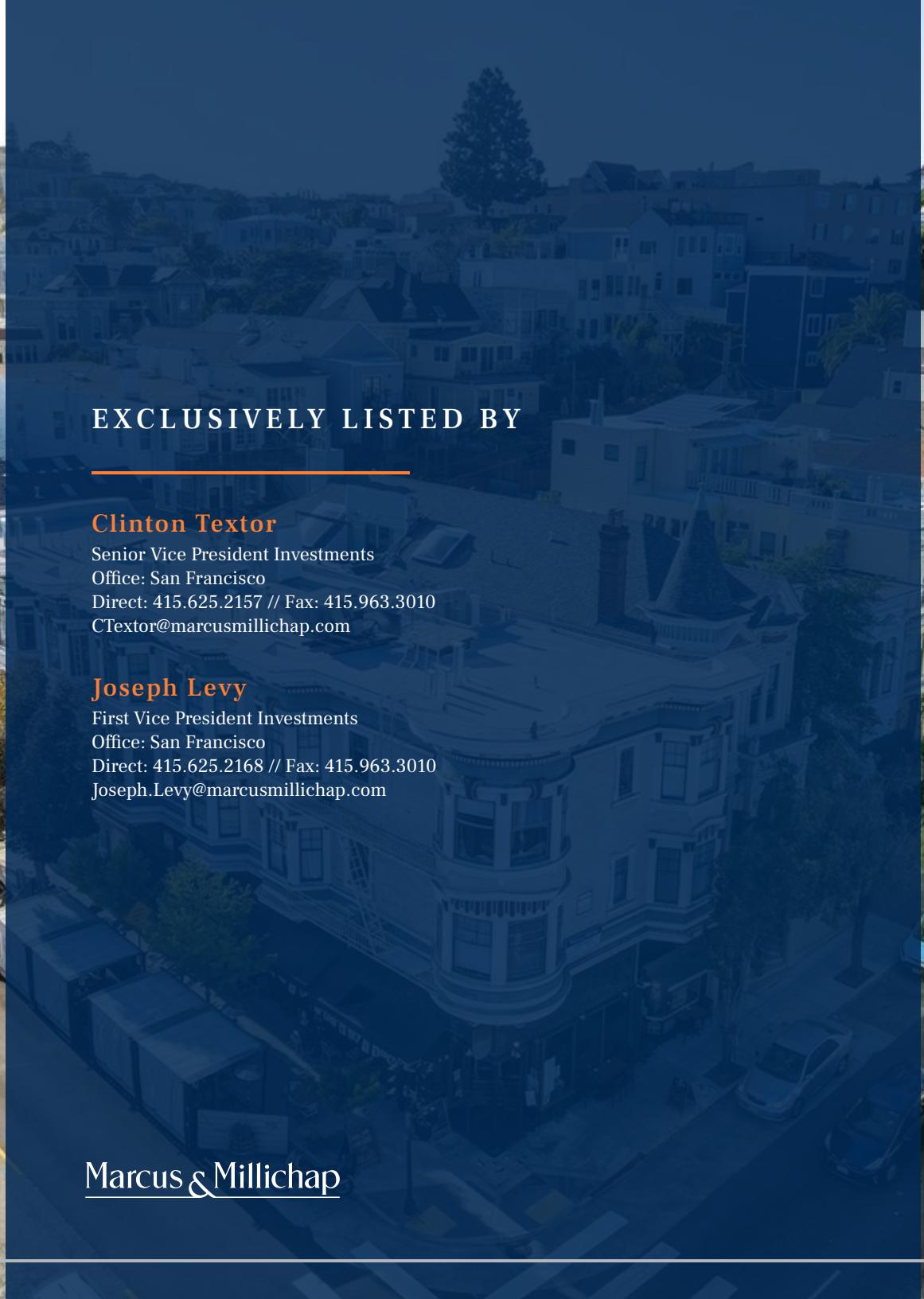
INCOME	Current	Pro Forma
Gross Scheduled Rent	\$562,428	\$597,084
Less: Vacancy/Deductions	5.0%	\$28,121
Total Effective Rental Income		\$534,307
Other Income		\$13,740
Effective Gross Income		\$548,047
Less: Expenses	27.9%	\$152,816
Net Operating Income		\$395,231
Cash Flow		\$395,231
Debt Service		\$264,744
Net Cash Flow After Debt Service	4.81%	\$130,487
Principal Reduction		\$100,010
<b>TOTAL RETURN</b>	<b>8.50%</b>	<b>\$230,497</b>
		<b>9.79%</b>
		<b>\$265,454</b>

### EXPENSES

EXPENSES	Current	Pro Forma
Real Estate Taxes	\$91,450	\$91,450
Insurance	\$6,655	\$6,655
Utilities - Electric	\$1,304	\$1,304
Utilities - Water & Sewer	\$3,537	\$3,537
Utilities - Gas	\$3,510	\$3,510
Trash Removal	\$5,738	\$5,738
Repairs & Maintenance	\$11,250	\$11,250
Pest Control	\$950	\$950
Cleaning	\$3,000	\$3,000
Operating Reserves	\$3,500	\$3,500
Management Fee	\$21,922	\$23,239
<b>TOTAL EXPENSES</b>	<b>\$152,816</b>	<b>\$154,133</b>
Expenses/Unit	\$10,188	\$10,276
Expenses/SF	\$14.51	\$14.64







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