

FOR SALE | 4 UNITS

5307 COLUMBIA AVE

RICHMOND, CA 94804



**COMMERCIAL
PROPERTY
GROUP**

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**OAK TREE
PROPERTY GROUP**
CAL DRE #02077996

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PROPERTY INFORMATION

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FINANCIAL ANALYSIS

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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Commercial Property Group in compliance with all applicable fair housing and equal opportunity laws.

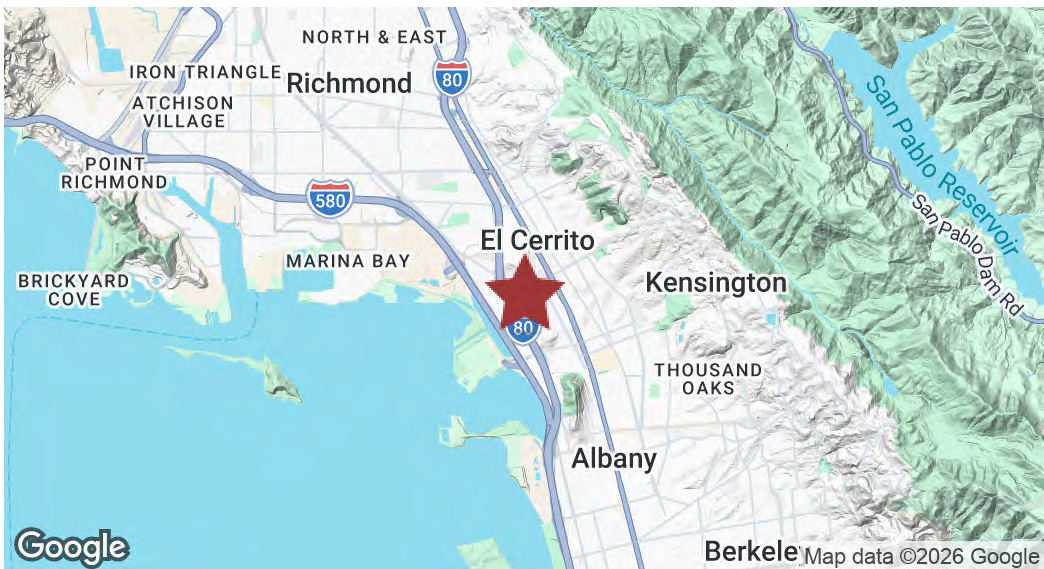
SECTION 1

PROPERTY INFORMATION



5307 Columbia Ave Richmond, CA 94804

EXECUTIVE SUMMARY



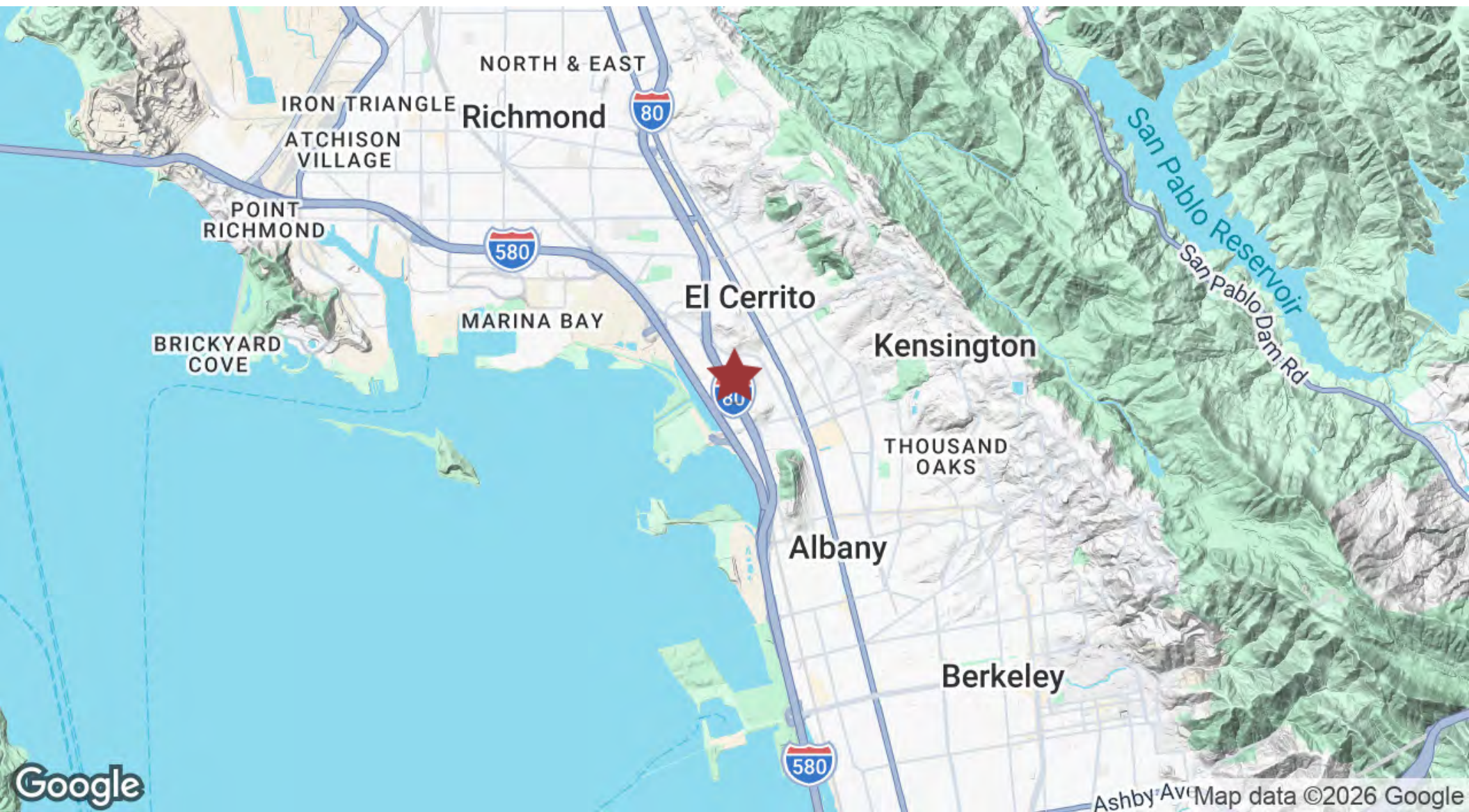
OFFERING SUMMARY

Sale Price :	\$1,050,000
Price / Unit:	\$262,500 Per Unit
Building Size:	3,336 SF
Lot Size:	7,329 SF
Price / SF:	\$314
Cap Rate:	6.39%
GRM:	9.65
Market Cap Rate:	7.21%
Market GRM:	8.93
NOI:	\$67,140
Year Built:	1954

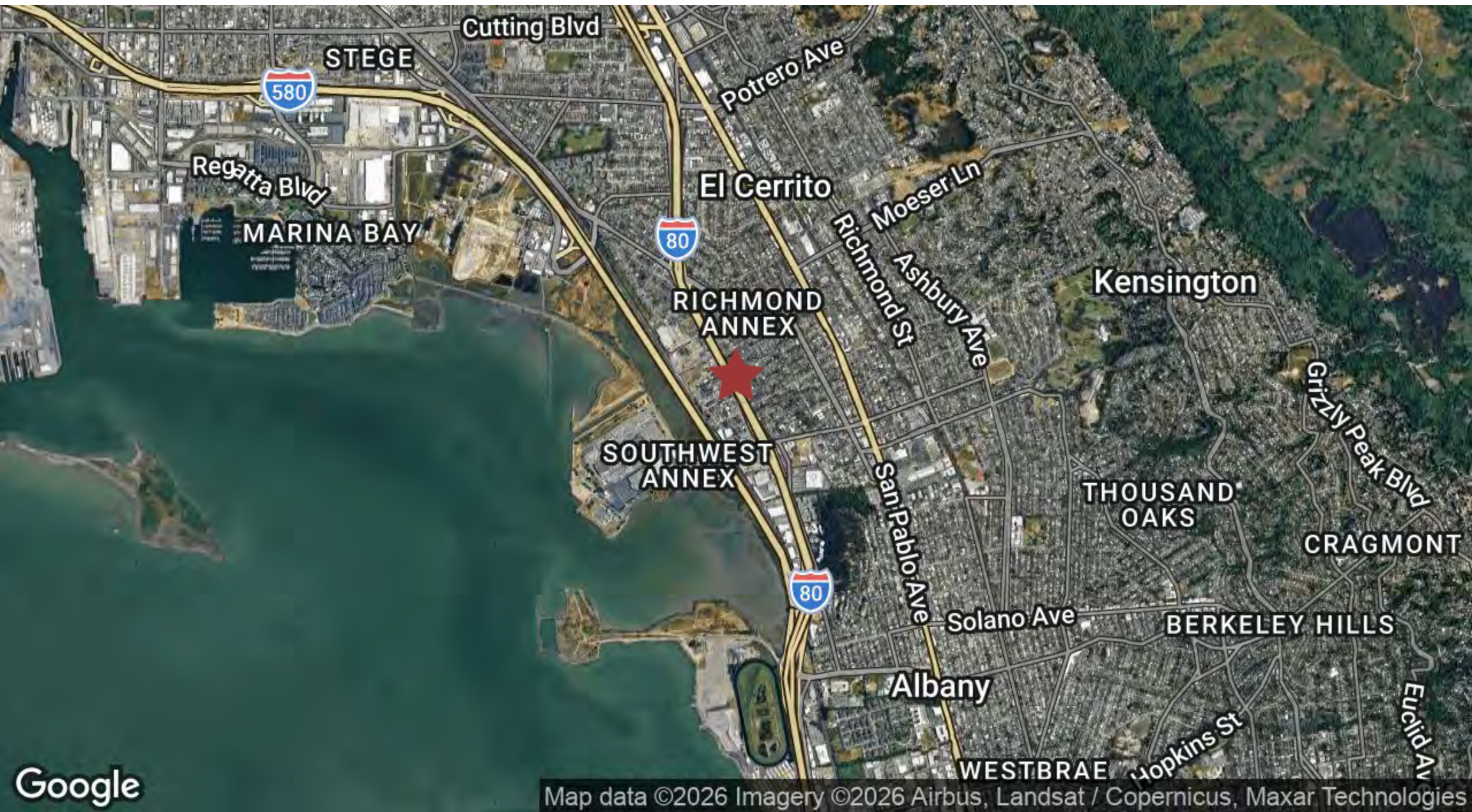
PROPERTY OVERVIEW

Introducing 5307 Columbia Avenue, an exceptional four-unit investment opportunity in Richmond, California. Built in 1954, this well-maintained 3,336-square-foot multifamily property offers a desirable unit mix consisting of two one-bedroom, one-bath units, one two-bedroom, one-bath unit, and one spacious three-bedroom, two-bath unit. Designed with both tenant comfort and investor efficiency in mind, each unit features its own washer and dryer, updated cabinetry and countertops, and a private patio. The property also offers on-site parking, mature landscaping, and individual metering for water, gas, and electricity, helping to reduce operating expenses and simplify utility management. Zoned RM-1, this property presents an outstanding opportunity for investors seeking stable cash flow with long-term upside potential. Its attractive unit mix, well-maintained condition, and convenient Richmond location make it a strong addition to any multifamily portfolio.

LOCATION MAP



AERIAL MAP



SECTION 2

FINANCIAL ANALYSIS



RENT ROLL

SUITE	BEDROOMS	BATHROOMS	SIZE SF	RENT	RENT / SF	MARKET RENT	MARKET RENT / SF	LEASE START	LEASE END
COL-5307	1	1	650 SF	\$2,063	\$3.17	\$2,150	\$3.31	08/01/2021	07/31/2022
COL-5309	2	1	900 SF	\$2,334	\$2.59	\$2,695	\$2.99	12/21/2020	12/20/2021
SJ-2617	1	1	650 SF	\$1,952	\$3.00	\$2,000	\$3.08	09/01/2024	08/31/2025
SJ-2619	3	1	1,100 SF	\$2,714	\$2.47	\$2,950	\$2.68	04/01/2022	03/31/2023
TOTALS			3,300 SF	\$9,063	\$11.23	\$9,795	\$12.06		
AVERAGES			825 SF	\$2,266	\$2.81	\$2,449	\$3.02		

INCOME & EXPENSES

INCOME SUMMARY	CURRENT	MARKET
Rental Income	\$108,760	\$117,540
Vacancy Cost	(\$2,175)	(\$2,351)
GROSS INCOME	\$106,585	\$115,189
EXPENSES SUMMARY	CURRENT	MARKET
New Real Estate Taxes @ 1.4243%	\$14,955	\$14,955
Special Assessments	\$2,423	\$2,423
Maintenance and Repairs	\$4,600	\$4,600
Landscaping	\$2,160	\$2,160
PG&E (tenant pays)	\$0	\$0
Water and Sewer (tenant pays)	\$0	\$0
Garbage	\$2,601	\$2,601
Pest Control	\$1,488	\$1,488
Fire Inspection and Compliance	\$400	\$400
Insurance	\$4,232	\$4,232
Business License/Rental Permits	\$1,035	\$1,035
Property Overhead	\$3,550	\$3,550
Replacement and Reserves	\$2,000	\$2,000
OPERATING EXPENSES	\$39,444	\$39,444
NET OPERATING INCOME	\$67,141	\$75,745

FINANCIAL SUMMARY

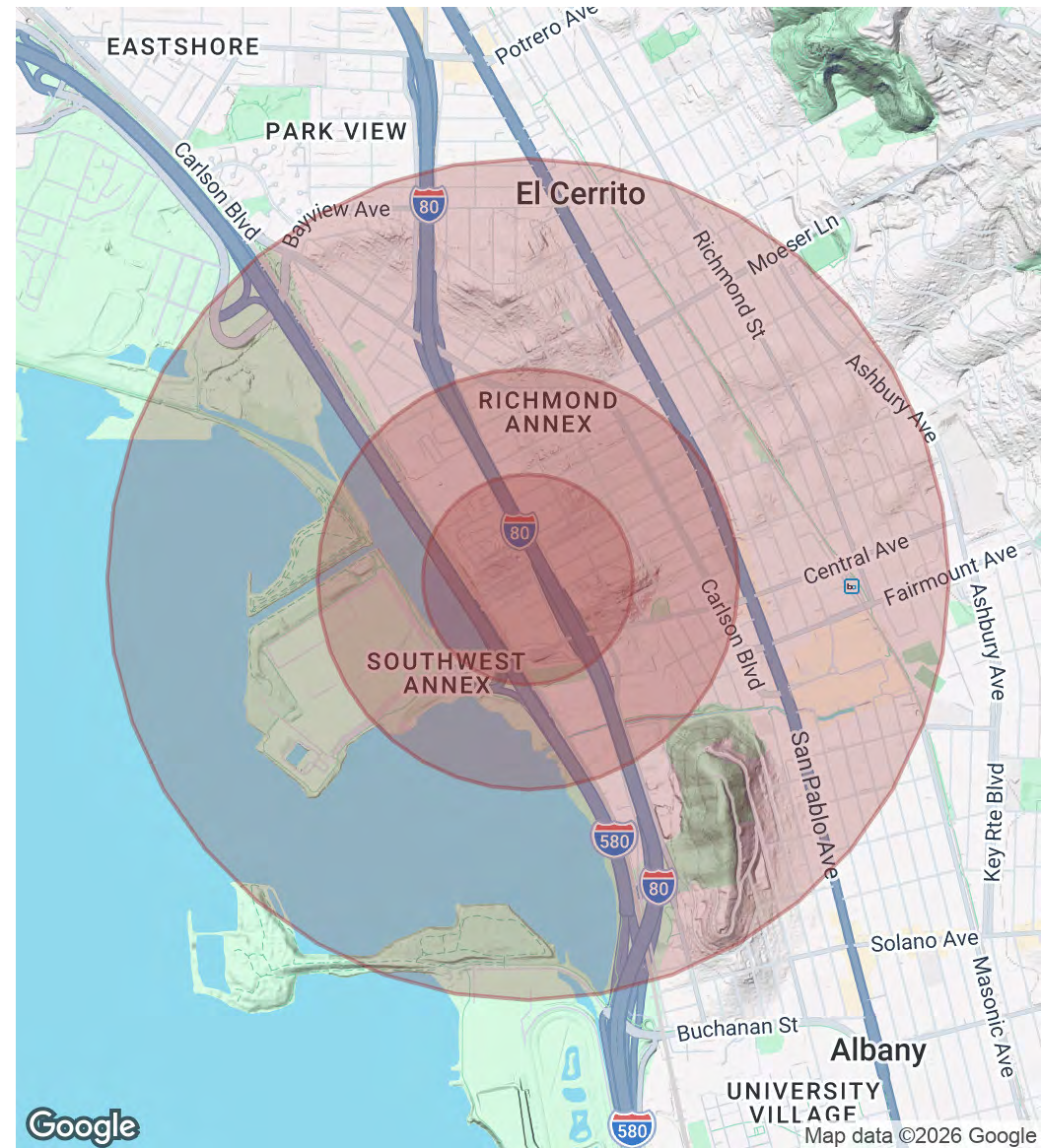
INVESTMENT OVERVIEW	CURRENT	MARKET
Price	\$1,050,000	\$1,050,000
Price per Unit	\$262,500	\$262,500
Price per SF	\$314	\$314
CAP Rate	6.39%	7.2%
GRM	9.65	8.9
Cash-on-Cash Return (yr 1)	3.89%	6.62 %
Total Return (yr 1)	\$20,711	\$29,315
Debt Coverage Ratio	1.22	1.38
OPERATING DATA	CURRENT	MARKET
Gross Scheduled Income	\$108,760	\$117,540
Other Income	-	-
Total Scheduled Income	\$108,760	\$117,540
Vacancy Cost	\$2,175	\$2,350
Gross Income	\$106,584	\$115,189
Operating Expenses	\$39,443	\$39,443
Net Operating Income	\$67,140	\$75,745
Pre-Tax Cash Flow	\$12,259	\$20,864
FINANCING DATA	CURRENT	MARKET
Down Payment	\$315,000	\$315,000
Loan Amount	\$735,000	\$735,000
Debt Service	\$54,881	\$54,881
Debt Service Monthly	\$4,573	\$4,573
Principal Reduction (yr 1)	\$8,451	\$8,451

DEMOGRAPHICS MAP & REPORT

POPULATION	0.25 MILES	0.5 MILES	1 MILE
Total Population	1,384	5,229	22,934
Average Age	40.9	41.6	39.9
Average Age (Male)	41.7	41.4	38.6
Average Age (Female)	41.7	42.0	40.5

HOUSEHOLDS & INCOME	0.25 MILES	0.5 MILES	1 MILE
Total Households	546	2,161	9,503
# of Persons per HH	2.5	2.4	2.4
Average HH Income	\$126,950	\$132,259	\$135,325
Average House Value	\$694,468	\$752,130	\$849,476

2023 American Community Survey (ACS)



ADVISOR BIO 1



MICHAEL PAGONES

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CalDRE #01749383

PROFESSIONAL BACKGROUND

Michael Pagones joined Commercial Property Group in 2024 specializing in the marketing and sale of multifamily investments throughout Alameda County. Mr. Pagones started his commercial real estate career in 2005 with Marcus & Millichap, a national commercial real estate investment firm, specializing in the sale of apartment buildings throughout Sacramento and Placer County. After working at M&M for 5 years, Mr. Pagones was offered the opportunity to start the commercial division with his Brother at his Father's firm Harbor Bay Realty. While at Harbor Bay Realty Mr. Pagones focused on the marketing and sale of multifamily investments throughout the East Bay with an emphasis in Alameda, Oakland, Berkeley, San Leandro, and Hayward. Prior to joining CPG Mr. Pagones worked at KW Commercial in Oakland and became the Director of the Commercial division for the Oakland Office.

Some of Mr. Pagones' Professional awards include KW Platinum Award, KW Double Platinum Award, and HBR Presidents Circle Award

EDUCATION

B.A., University of Arizona

Licensed California Real Estate Sales Agent

Currently completing course work for CCIM designation (Certified Commercial Investment Member)

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ADVISOR BIO 2



STEPHEN PAGONES

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PROFESSIONAL BACKGROUND

Stephen Pagones' extensive experience and success in the real estate industry, particularly in the marketing and sale of multifamily investments in Northern California, make him a highly qualified professional in this field. His impressive track record of approximately \$1 billion in real estate transactions demonstrates a deep understanding of the market and a strong ability to facilitate successful deals.

His early achievements, such as being named "Rookie of the Year" and subsequently "Top Salesperson," indicate that he quickly established himself as a competent and effective broker. These achievements, along with his family's long history in the real estate business, suggest that he has a solid foundation of knowledge and experience upon which to build his career.

The numerous professional awards he has received, including those from CoStar Group, Keller Williams (KW), Bay East Association of Realtors, and Berkshire Hathaway HomeServices (BHHS), further attest to his expertise and success in the industry. These awards recognize his significant contributions to commercial real estate sales and his consistent high performance.

Pagones' background as a rental specialist and showing agent during his teenage years likely provided him with valuable insights into the rental market and the needs of tenants, which can be beneficial when marketing and selling multifamily properties.

Overall, Stephen Pagones' credentials and accolades suggest that he is a highly respected and accomplished broker in the Northern California real estate market,

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