

FOR SALE | 5 UNITS

3502 BROOKDALE AVENUE

OAKLAND, CA 94606



STEPHEN PAGONES

CalDRE #01760998
510.255.2248
sp@recpg.com

MICHAEL PAGONES

CalDRE #01749383
510.301.3557
mp@recpg.com



OAK TREE
PROPERTY GROUP
CAL DRE #02077996

TABLE OF CONTENTS

FINANCIAL ANALYSIS

6

LOCATION INFORMATION

10

SALE COMPARABLES

13

All materials and information received or derived from Commercial Property Group its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

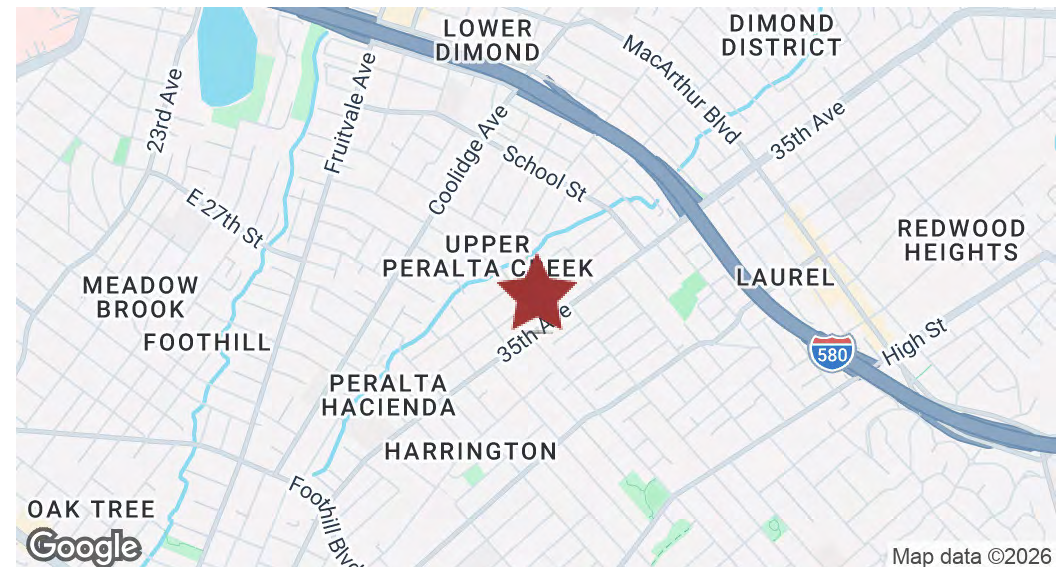
Neither Commercial Property Group its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. Commercial Property Group will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Commercial Property Group makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Commercial Property Group does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

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.

EXECUTIVE SUMMARY



OFFERING SUMMARY

Sale Price :	\$800,000
Price / Unit:	\$160,000 Per Unit
Building Size:	3,334 SF
Lot Size:	3,880 SF
Price / SF:	\$239
Cap Rate:	7.01%
GRM:	8.89
Market Cap Rate:	7.95%
Market GRM:	8.0
NOI:	\$56,058
Year Built:	1953

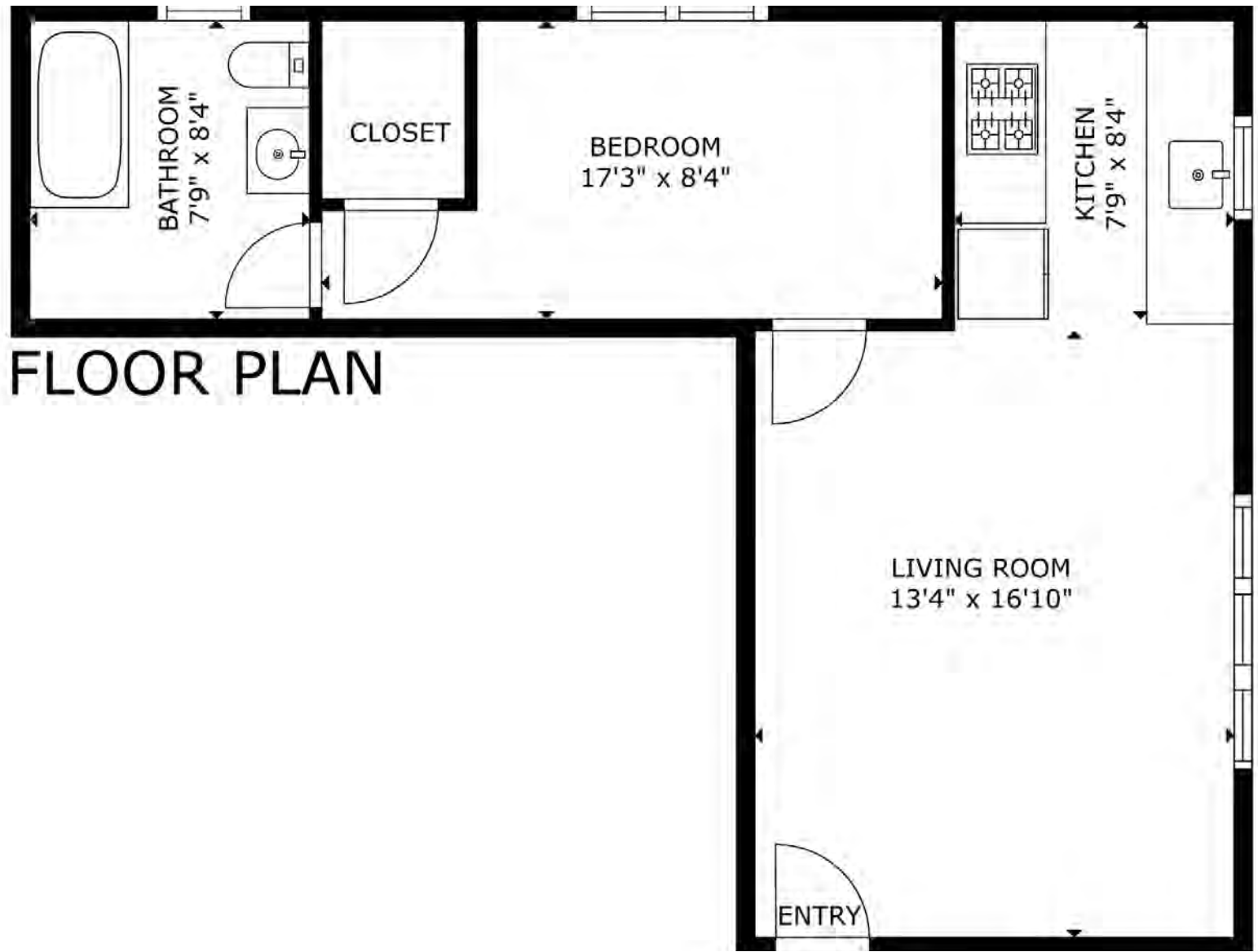
PROPERTY HIGHLIGHTS

- 3,334 SF building with 5 units
- Built in 1953
- One bedroom, one bathroom units
- Several units renovated with updated finishes
- Four garage spaces
- Centrally located in Lower Dimond District
- Close to local shops, cafes, and dining options
- Near parks and community spaces
- Approximately 1.3 miles from Fruitvale BART Station
- Excellent connectivity to major freeways

ADDITIONAL PHOTOS



FLOOR PLAN



SECTION 1

FINANCIAL ANALYSIS



RENT ROLL

SUITE	BEDROOMS	BATHROOMS	SIZE SF	RENT	RENT / SF	MARKET RENT	MARKET RENT / SF	LEASE START	LEASE END
3502 - Renovated	1	1	666 SF	\$1,595	\$2.39	\$1,650	\$2.48	05/01/2022	04/30/2025
3504 - Renovated	1	1	666 SF	\$1,748	\$2.62	\$1,734	\$2.60	02/20/2018	-
3506 - Renovated	1	1	666 SF	\$1,507	\$2.26	\$1,650	\$2.48	09/22/2023	09/30/2025
3510 - Vacant	1	1	666 SF	\$1,650	\$2.48	\$1,650	\$2.48	-	-
3512 - Classic	1	1	666 SF	\$996	\$1.50	\$1,650	\$2.48	09/09/1993	11/30/2025
TOTALS			3,330 SF	\$7,496	\$11.25	\$8,334	\$12.52		
AVERAGES			666 SF	\$1,499	\$2.25	\$1,667	\$2.50		

FINANCIAL SUMMARY

INVESTMENT OVERVIEW	CURRENT	MARKET
Price	\$800,000	\$800,000
Price per Unit	\$160,000	\$160,000
Price per SF	\$239	\$239
CAP Rate	7.01%	8.0%
GRM	8.89	8.0
Cash-on-Cash Return (yr 1)	6.12%	8.88 %
Total Return (yr 1)	\$21,244	\$27,642
Debt Coverage Ratio	1.35	1.5
OPERATING DATA	CURRENT	MARKET
Gross Scheduled Income	\$89,949	\$100,004
Other Income	\$5,600	\$5,600
Total Scheduled Income	\$95,549	\$105,604
Vacancy Cost	\$2,698	\$3,000
Gross Income	\$92,851	\$102,603
Operating Expenses	\$36,792	\$39,026
Net Operating Income	\$56,058	\$63,577
Pre-Tax Cash Flow	\$14,682	\$21,323
FINANCING DATA	CURRENT	MARKET
Down Payment	\$240,000	\$240,000
Loan Amount	\$560,000	\$560,000
Debt Service	\$41,376	\$42,254
Debt Service Monthly	\$3,448	\$3,521
Principal Reduction (yr 1)	\$6,561	\$6,318

INCOME & EXPENSES

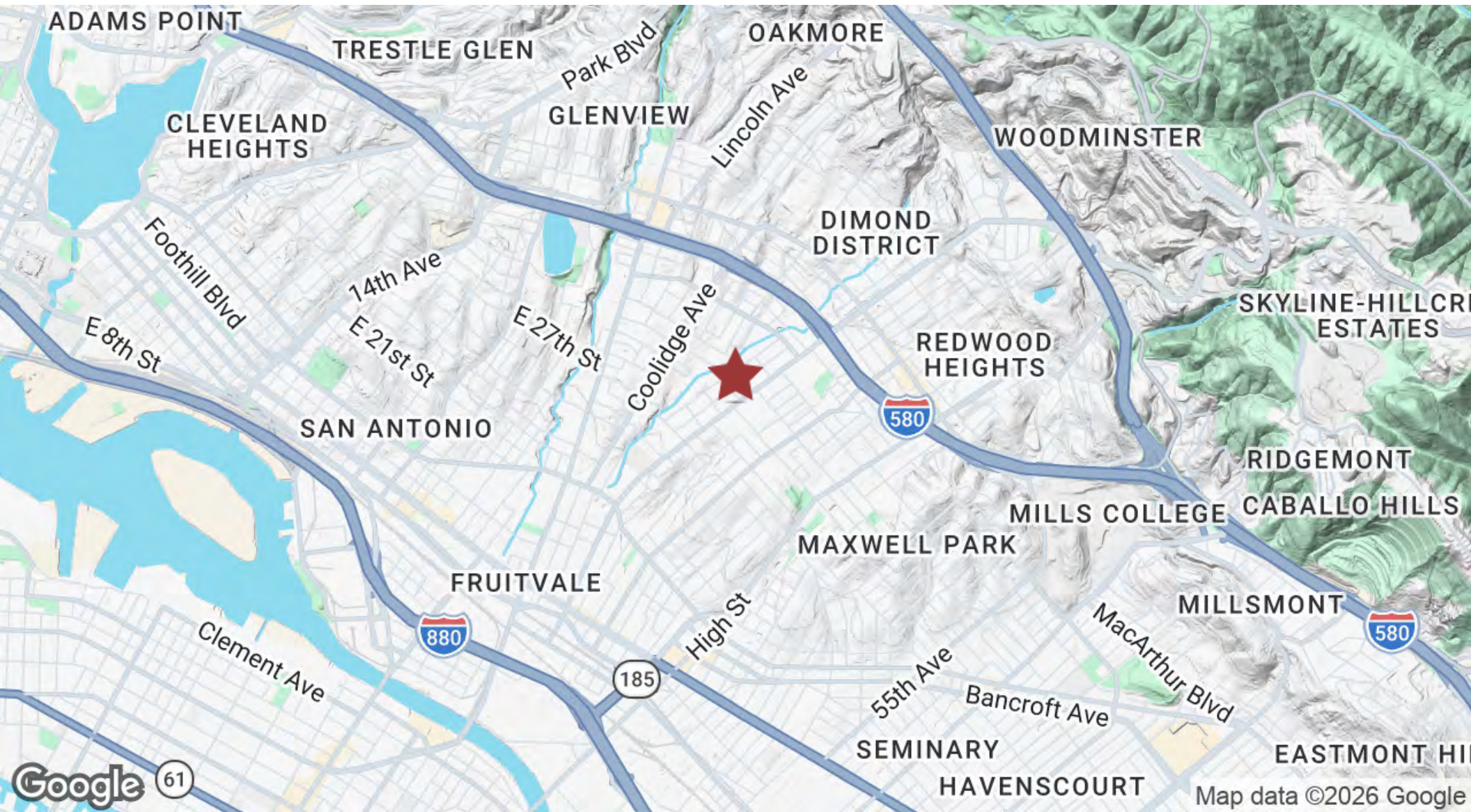
INCOME SUMMARY	CURRENT	MARKET
Rental Income	\$89,950	\$100,004
Utility Income	\$5,600	\$5,600
Vacancy Cost	(\$2,698)	(\$3,000)
GROSS INCOME	\$92,851	\$102,604
EXPENSES SUMMARY	CURRENT	MARKET
New Taxes @ 1.2779%	\$10,223	\$12,779
Special Assessments	\$5,004	\$4,682
PG&E	\$44	\$44
Water	\$3,056	\$3,056
Sewer	\$699	\$699
Garbage	\$4,625	\$4,625
Termite/Pest	\$2,933	\$2,933
Insurance (Actual)	\$3,392	\$3,392
City of Oakland Business Tax	\$1,311	\$1,311
RAP Fee (\$101 Per Unit)	\$505	\$505
Maintenance & Repairs @ \$750 Per Unit	\$3,750	\$3,750
Replacement Reserves @ \$250 Per Unit	\$1,250	\$1,250
OPERATING EXPENSES	\$36,793	\$39,026
NET OPERATING INCOME	\$56,059	\$63,578

SECTION 2

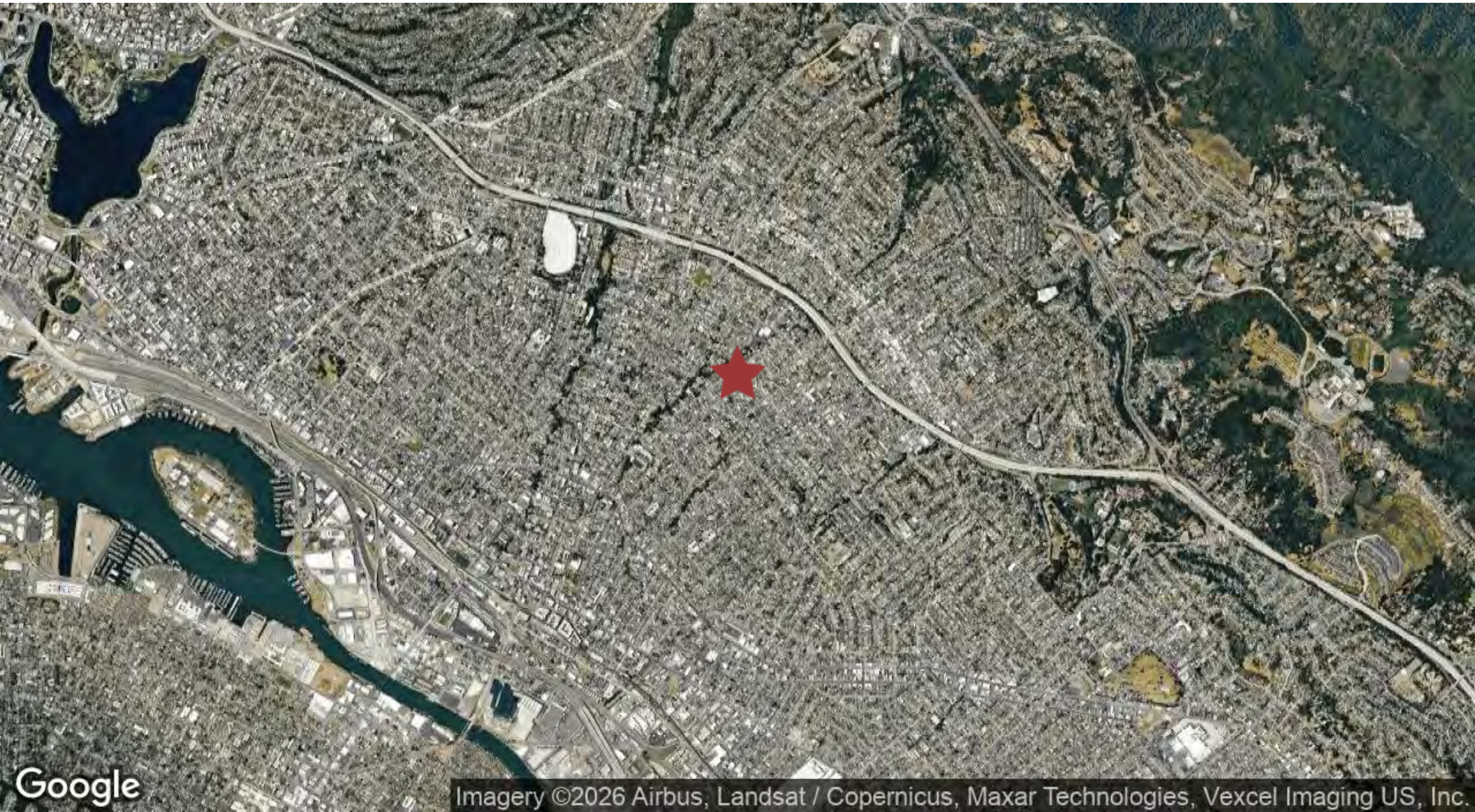
LOCATION INFORMATION



LOCATION MAP



AERIAL MAP



SECTION 3

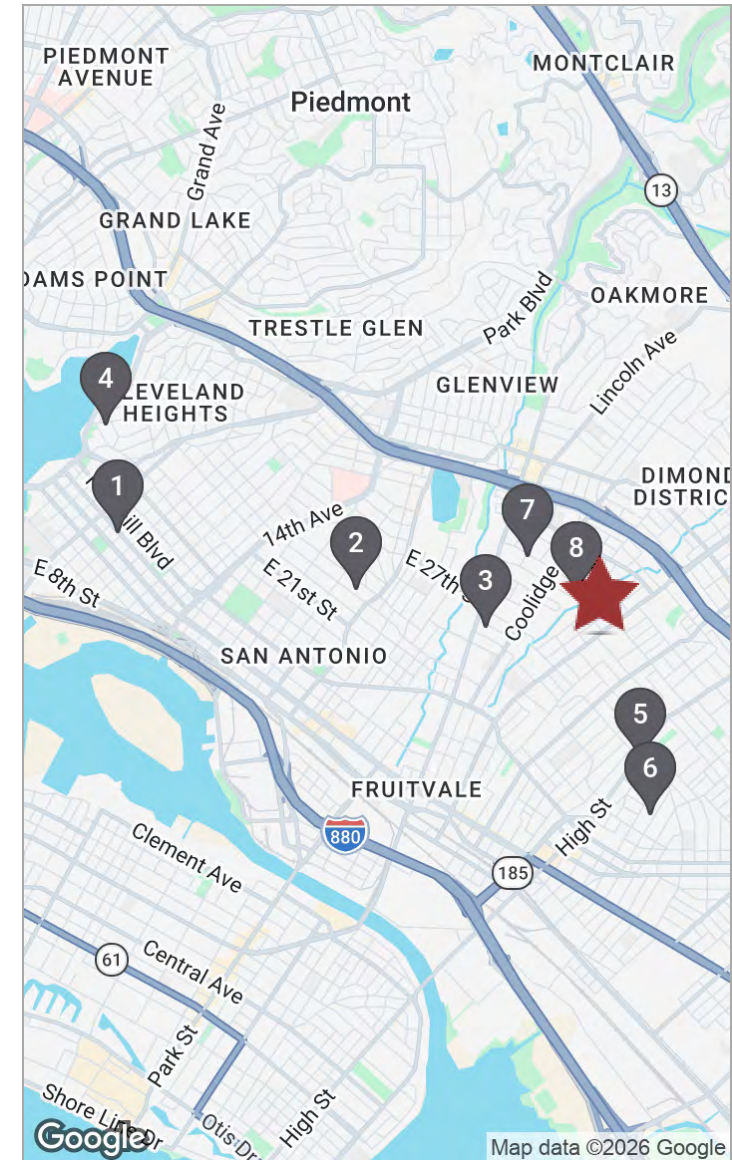
SALE COMPARABLES



3502 Brookdale Avenue Oakland, CA 94606

SALE COMPS MAP & SUMMARY

	NAME/ADDRESS	PRICE	NO. UNITS	CAP RATE	PRICE/SF	PRICE/UNIT
★	3502 Brookdale Avenue Oakland, CA	\$800,000	5	7.01%	\$239.95	\$160,000
1	635 E 15th Street Oakland, CA	\$1,120,000	9	8.02%	\$190.64	\$124,444
2	2216 E 23rd Street Oakland, CA	\$1,300,000	6	7.51%	\$255.50	\$216,667
3	3227 Prentiss Street Oakland, CA	\$1,195,000	6	8.10%	\$240.83	\$199,167
4	262 Hanover Avenue Oakland, CA	\$1,400,000	6	5.65%	\$306.68	\$233,333
5	2290 High Street Oakland, CA	\$1,025,000	7	7.75%	\$255.36	\$146,429
6	2169 48th Avenue Oakland, CA	\$830,000	5	5.65%	\$123.37	\$166,000
7	2901-2907 Nicol Avenue Oakland, CA	\$970,000	8	6.49%	\$210.41	\$121,250
8	3300 Brookdale Ave Oakland, CA	\$1,025,000	6	6%	\$106.96	\$170,833
	AVERAGES	\$1,108,125	6	6.90%	\$211.22	\$172,265



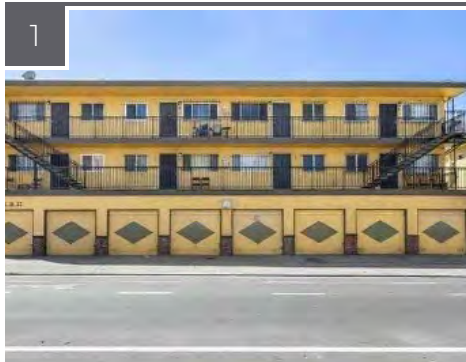
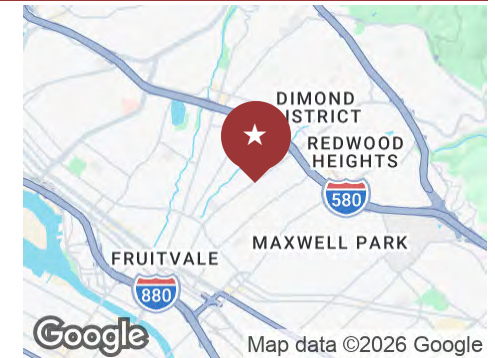
SALE COMPS



3502 BROOKDALE AVENUE

Oakland, CA 94606

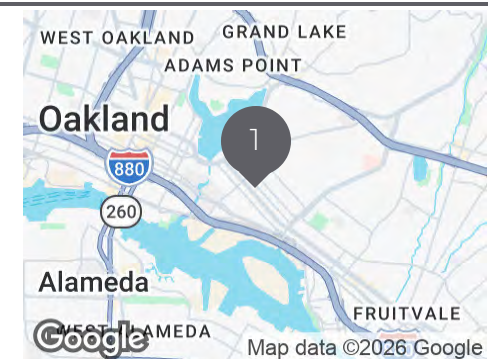
Price:	\$800,000	Bldg Size:	3,334 SF
Lot Size:	3,880 SF	No. Units:	5
Cap Rate:	7.01%	Year Built:	1953



635 E 15TH STREET

Oakland, CA 94606

Price:	\$1,120,000	Bldg Size:	5,875 SF
Lot Size:	5,663 SF	No. Units:	9
Cap Rate:	8.02%	Year Built:	1957



2216 E 23RD STREET

Oakland, CA 94606

Price:	\$1,300,000	Bldg Size:	5,088 SF
Lot Size:	6,970 SF	No. Units:	6
Cap Rate:	7.51%	Year Built:	1964



SALE COMPS



3227 PRENTISS STREET
Oakland, CA 94601

Price:	\$1,195,000	Bldg Size:	4,962 SF
Lot Size:	6,534 SF	No. Units:	6
Cap Rate:	8.10%	Year Built:	1961



262 HANOVER AVENUE
Oakland, CA 94606

Price:	\$1,400,000	Bldg Size:	4,565 SF
Lot Size:	4,356 SF	No. Units:	6
Cap Rate:	5.65%	Year Built:	1962



2290 HIGH STREET
Oakland, CA 94601

Price:	\$1,025,000	Bldg Size:	4,014 SF
Lot Size:	5,200 SF	No. Units:	7
Cap Rate:	7.75%	Year Built:	1959



SALE COMPS



2169 48TH AVENUE
Oakland, CA 94601

Price:	\$830,000	Bldg Size:	6,728 SF
Lot Size:	7,405 SF	No. Units:	5
Cap Rate:	5.65%	Year Built:	1965



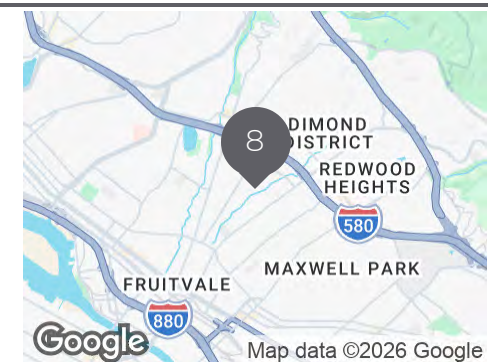
2901-2907 NICOL AVENUE
Oakland, CA 94602

Price:	\$970,000	Bldg Size:	4,610 SF
Lot Size:	7,405 SF	No. Units:	8
Cap Rate:	6.49%	Year Built:	1940



3300 BROOKDALE AVE
Oakland, CA 94602

Price:	\$1,025,000	Bldg Size:	9,583 SF
Lot Size:	15,960 SF	No. Units:	6
Cap Rate:	6%	Year Built:	1963



SALE COMPS SUMMARY

SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	CAP	GRM	# OF UNITS	
3502 Brookdale Avenue Oakland, CA 94606	\$800,000	3,334 SF	\$239.95	\$160,000	7.01%	8.89	5	
SALE COMPS	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	CAP	GRM	# OF UNITS	CLOSE
635 E 15th Street								
1 Oakland, CA 94606	\$1,120,000	5,875 SF	\$190.64	\$124,444	8.02%	7.55	9	06/19/2026
2216 E 23rd Street								
2 Oakland, CA 94606	\$1,300,000	5,088 SF	\$255.50	\$216,666	7.51%	9.51	6	04/10/2026
3227 Prentiss Street								
3 Oakland, CA 94601	\$1,195,000	4,962 SF	\$240.83	\$199,166	8.1%	8.98	6	01/28/2026
262 Hanover Avenue								
4 Oakland, CA 94606	\$1,400,000	4,565 SF	\$306.68	\$233,333	5.65%	11	6	12/22/2025
2290 High Street								
5 Oakland , CA 94601	\$1,025,000	4,014 SF	\$255.36	\$146,428	7.75%	8.43	7	12/18/2025
2169 48th Avenue								
6 Oakland, CA 94601	\$830,000	6,728 SF	\$123.37	\$166,000	5.65%	11.99	5	10/23/2025
2901-2907 Nicol Avenue								
7 Oakland, CA 94602	\$970,000	4,610 SF	\$210.41	\$121,250	6.49%	7.37	8	07/28/2025
3300 Brookdale Ave								
8 Oakland, CA 94602	\$1,025,000	9,583 SF	\$106.96	\$170,833	6.0%	-	6	12/19/2025

SALE COMPS SUMMARY

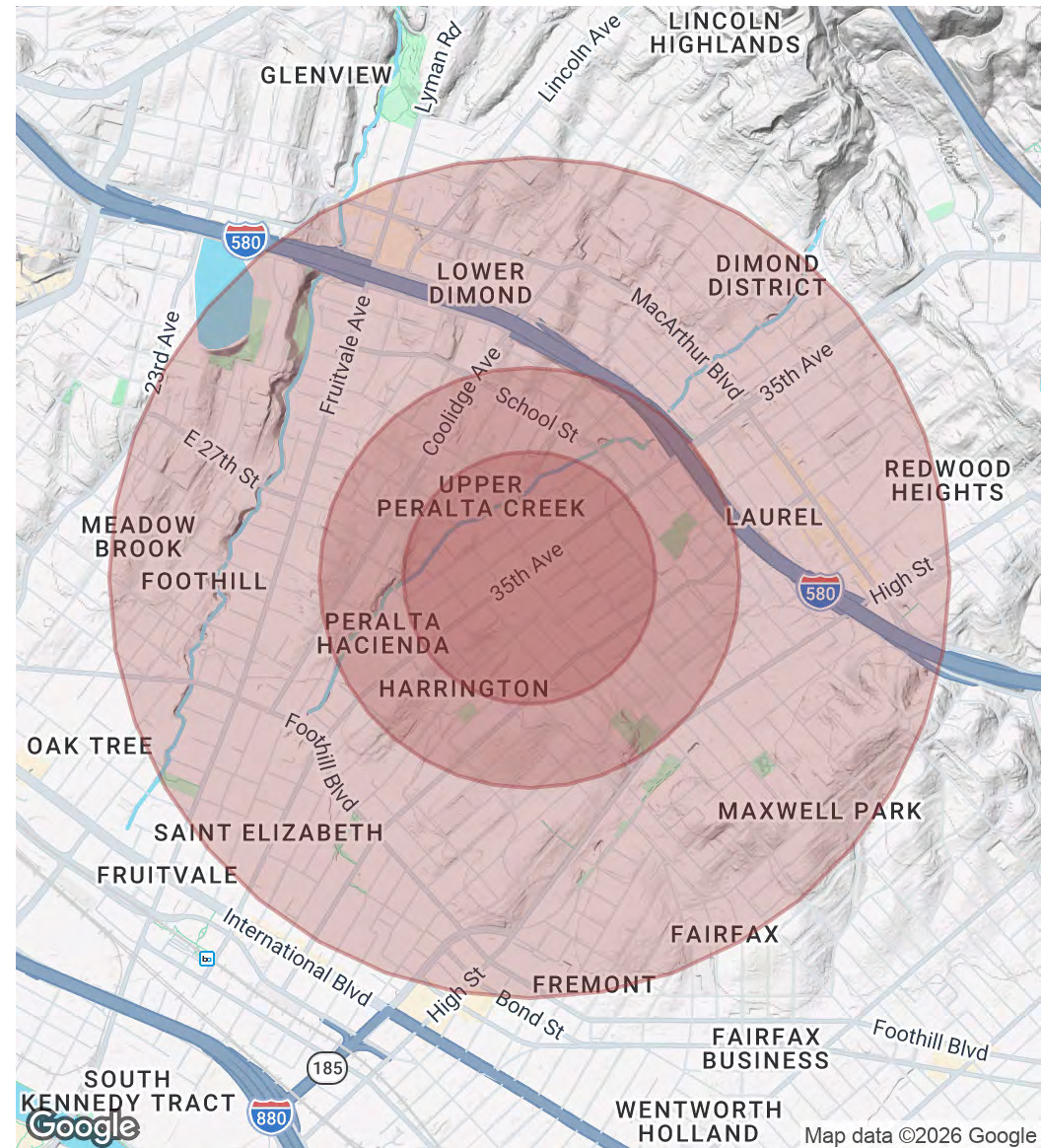
	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	CAP	GRM	# OF UNITS	CLOSE
TOTALS/AVERAGES	\$1,108,125	5,678 SF	\$195.16	\$167,138	6.9%	9.26	6.63	

DEMOGRAPHICS MAP & REPORT

POPULATION	0.3 MILES	0.5 MILES	1 MILE
Total Population	5,878	14,310	53,174
Average Age	38	38	39
Average Age (Male)	37	37	38
Average Age (Female)	39	39	40

HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
Total Households	1,888	4,645	18,125
# of Persons per HH	3.1	3.1	2.9
Average HH Income	\$99,979	\$96,370	\$108,896
Average House Value	\$882,852	\$827,281	\$833,111

2020 American Community Survey (ACS)



ADVISOR BIO 1



STEPHEN PAGONES

sp@recpg.com

Direct: **510.255.2248**

CalDRE #01760998

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,

Commercial Property Group
1103 Seminary Ave.
Oakland, CA 94621
510.255.2256

ADVISOR BIO 2



MICHAEL PAGONES

mp@recpg.com

Direct: **510.301.3557**

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)

Commercial Property Group
1103 Seminary Ave.
Oakland, CA 94621
510.255.2256