

FOR SALE | 6 UNITS

3016 BROOKDALE AVENUE

OAKLAND, CA 94602



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OAK TREE
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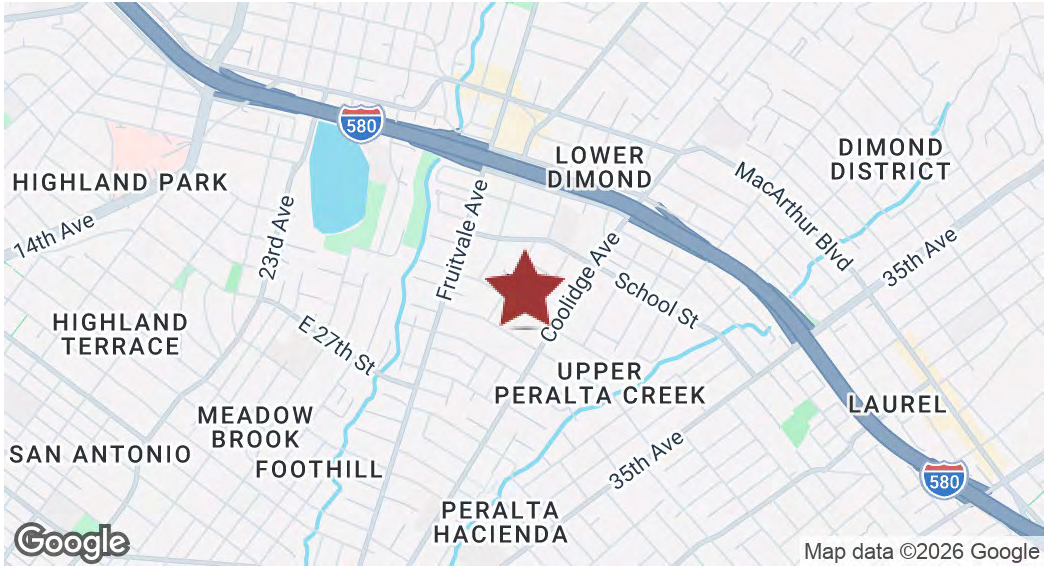
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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. 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.

EXECUTIVE SUMMARY



OFFERING SUMMARY

Sale Price :	\$1,050,000
Price / Unit:	\$175,000 Per Unit
Building Size:	5,100 SF
Lot Size:	8,500 SF
Price / SF:	\$205
Cap Rate:	7.07%
GRM:	8.38
Market Cap Rate:	8.57%
Market GRM:	7.32
NOI:	\$74,252
Year Built:	1963

PROPERTY HIGHLIGHTS

- 5,100 SF building
- 6 units
- Built in 1963
- Desirable Dimond District location
- Unit mix: 1x3BR/1BA, 3x2BR/1BA, 2x1BR/1BA
- Individually metered for gas and electric
- Quiet residential street
- Minutes from Fruitvale and MacArthur Boulevards

SECTION 1

FINANCIAL ANALYSIS



RENT ROLL

SUITE	BEDROOMS	BATHROOMS	SIZE SF	RENT	RENT / SF	MARKET RENT	MARKET RENT / SF	LEASE START	LEASE END
BRK-A Renovated	2	1	875 SF	\$1,954	\$2.23	\$2,000	\$2.29	12/17/2021	12/16/2022
BRK-B Renovated	1	1	775 SF	\$1,797	\$2.32	\$1,750	\$2.26	11/01/2022	10/31/2021
BRK-C Classic	2	1	875 SF	\$1,224	\$1.40	\$2,000	\$2.29	09/01/2012	8/30/2013
BRK-D Renovated	3	2	1,130 SF	\$2,520	\$2.23	\$2,650	\$2.35	05/01/2025	04/29/2026
BRK-E Classic	1	1	775 SF	\$1,750	\$2.26	\$1,750	\$2.26	10/1/2025	09/18/2026
BRK-F Classic	2	1	875 SF	\$1,228	\$1.40	\$2,000	\$2.29	01/06/2013	01/05/2014
TOTALS			5,305 SF	\$10,471	\$11.84	\$12,150	\$13.74		
AVERAGES			884 SF	\$1,745	\$1.97	\$2,025	\$2.29		

FINANCIAL SUMMARY

INVESTMENT OVERVIEW	CURRENT	MARKET
Price	\$1,050,000	\$1,050,000
Price per Unit	\$175,000	\$175,000
Price per SF	\$205	\$205
CAP Rate	7.07%	8.6%
GRM	8.38	7.3
Cash-on-Cash Return (yr 1)	6.33%	11.32 %
Total Return (yr 1)	\$28,558	\$44,266
Debt Coverage Ratio	1.37	1.66
OPERATING DATA	CURRENT	MARKET
Gross Scheduled Income	\$125,231	\$143,400
Other Income	\$3,300	\$3,300
Total Scheduled Income	\$128,531	\$146,700
Vacancy Cost	\$3,756	\$4,302
Gross Income	\$124,774	\$142,398
Operating Expenses	\$50,522	\$52,437
Net Operating Income	\$74,252	\$89,960
Pre-Tax Cash Flow	\$19,946	\$35,654
FINANCING DATA	CURRENT	MARKET
Down Payment	\$315,000	\$315,000
Loan Amount	\$735,000	\$735,000
Debt Service	\$54,306	\$54,306
Debt Service Monthly	\$4,525	\$4,525
Principal Reduction (yr 1)	\$8,612	\$8,612

INCOME & EXPENSES

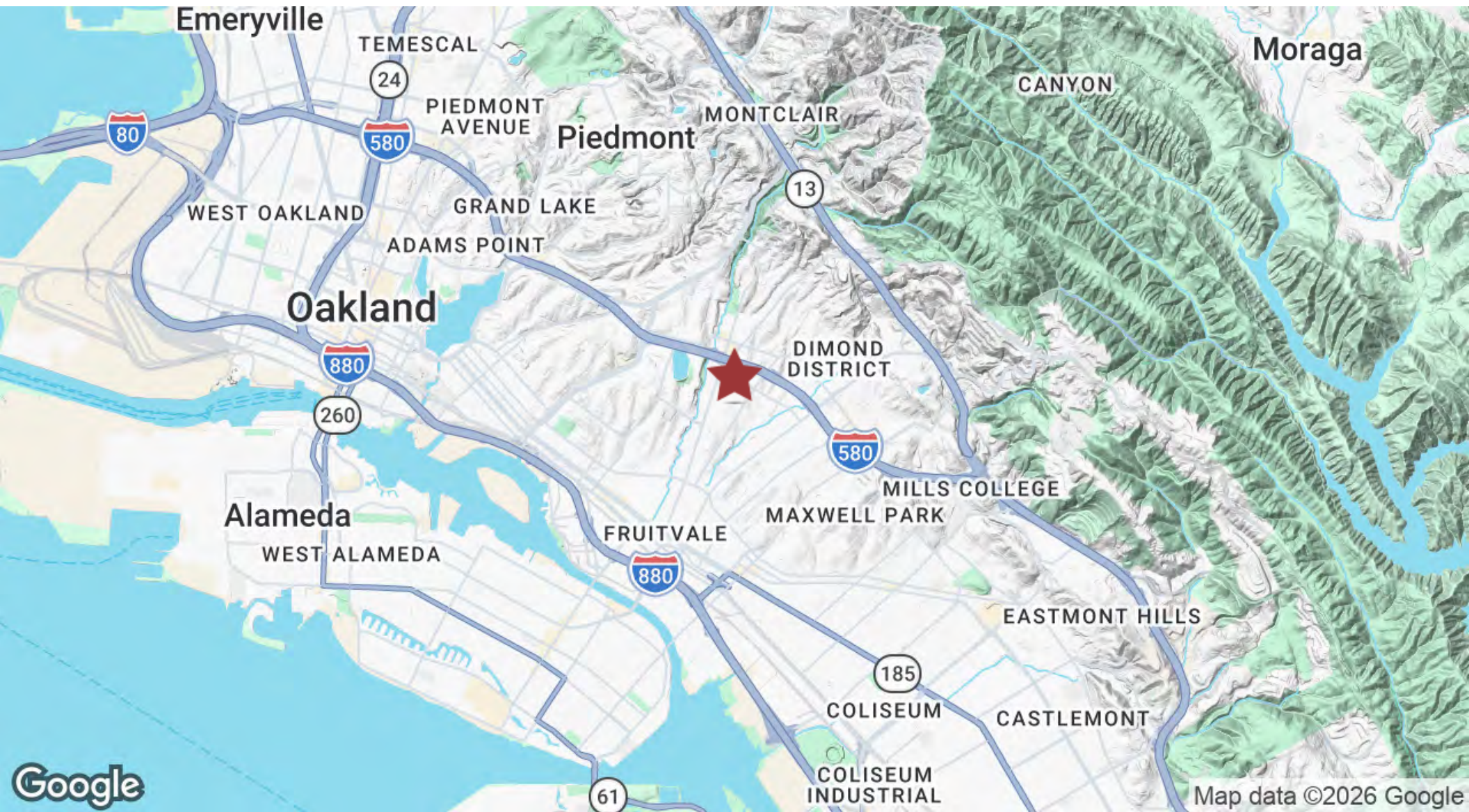
INCOME SUMMARY	CURRENT	MARKET
Gross Rental Income	\$125,232	\$143,400
Utility Income	\$3,300	\$3,300
Vacancy Cost	(\$3,757)	(\$4,302)
GROSS INCOME	\$124,775	\$142,398
EXPENSES SUMMARY	CURRENT	MARKET
New Taxes @ 1.2779%	\$13,418	\$15,333
Special Assessments	\$5,895	\$5,895
PG&E	\$3,310	\$3,310
Water	\$6,682	\$6,682
Sewer	\$1,316	\$1,316
Garbage	\$3,697	\$3,697
Termite/Pest	\$2,630	\$2,630
City of Oakland Business Tax	\$1,729	\$1,729
RAP Fee (\$101 Per Unit)	\$606	\$606
Insurance (Actual)	\$5,240	\$5,240
Replacement Reserve @ \$250 Per Unit	\$1,500	\$1,500
Maintenance & Repairs @ \$750 Per Unit	\$4,500	\$4,500
OPERATING EXPENSES	\$50,522	\$52,438
NET OPERATING INCOME	\$74,253	\$89,960

SECTION 2

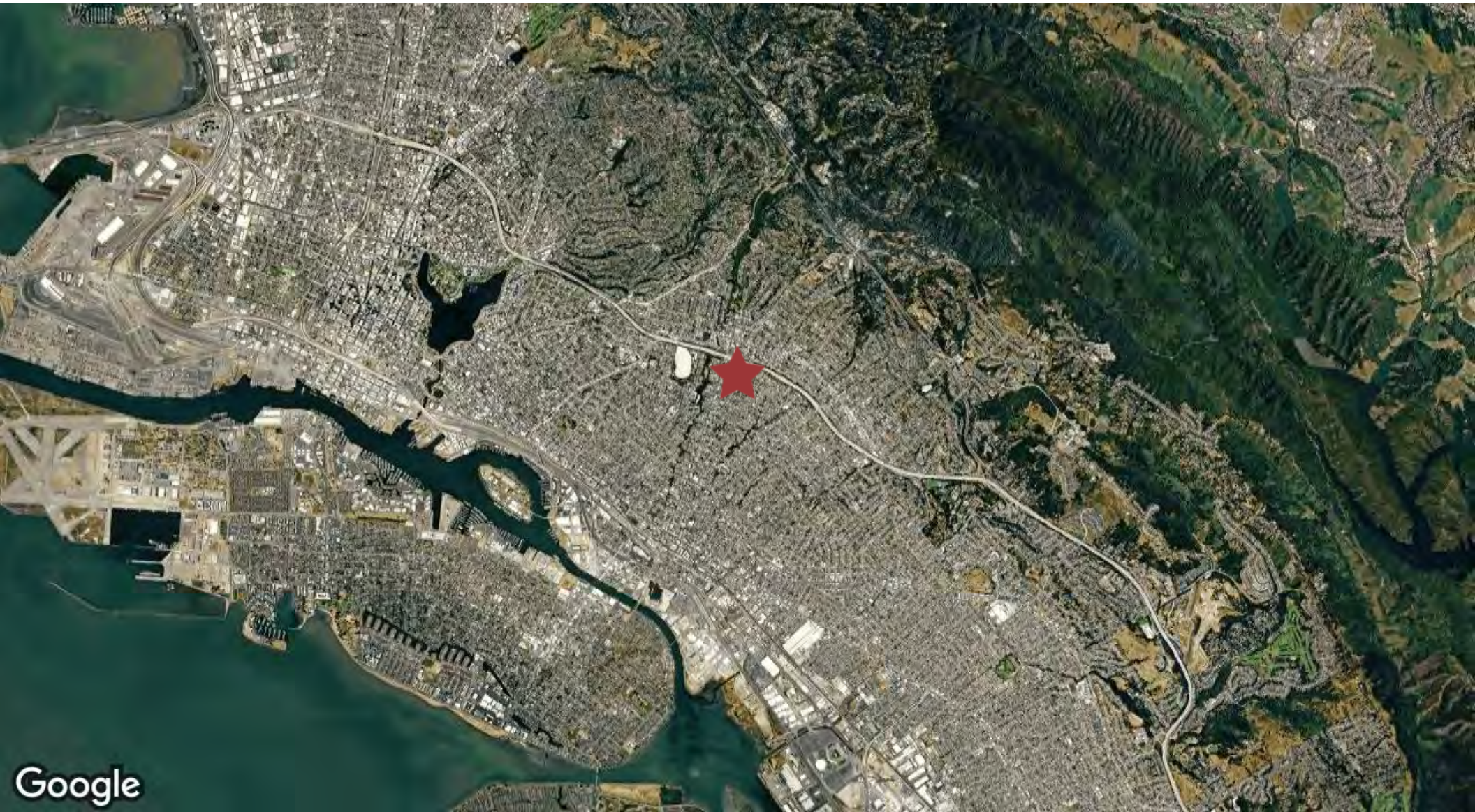
LOCATION INFORMATION



LOCATION MAP



AERIAL MAP



Google

SECTION 3

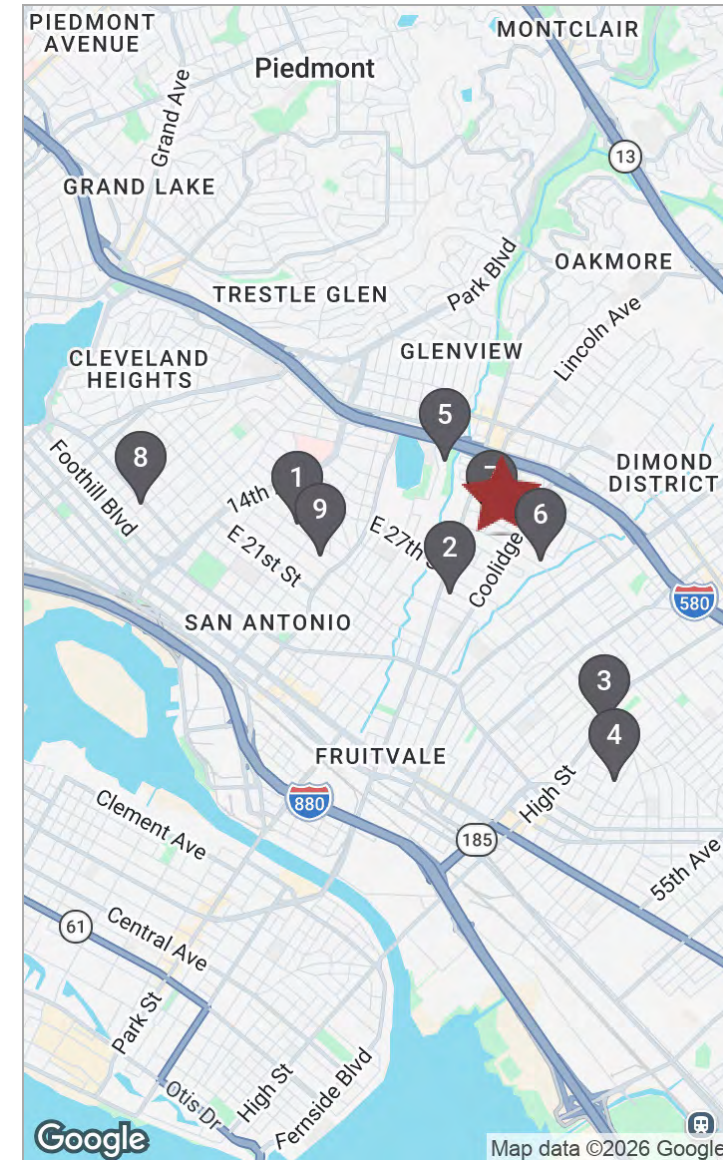
SALE COMPARABLES



3016 Brookdale Avenue Oakland, CA 94602

SALE COMPS MAP & SUMMARY

	NAME/ADDRESS	PRICE	NO. UNITS	CAP RATE	PRICE/SF	PRICE/UNIT
★	3016 Brookdale Avenue Oakland, CA	\$1,050,000	6	7.07%	\$205.88	\$175,000
1	1944 E 24th Street Oakland, CA	\$955,000	5	8.58%	\$274.43	\$191,000
2	3227 Prentiss Street Oakland, CA	\$1,195,000	6	8.10%	\$240.83	\$199,167
3	2290 High Street Oakland, CA	\$1,025,000	7	7.75%	\$255.36	\$146,429
4	2169 48th Avenue Oakland, CA	\$830,000	5	5.65%	\$123.37	\$166,000
5	3186 McKillop Road Oakland, CA	\$950,000	5	7.84%	\$206.75	\$190,000
6	3300 Brookdale Ave Oakland, CA	\$1,025,000	6	6%	\$106.96	\$170,833
7	2901-2907 Nicol Avenue Oakland, CA	\$970,000	8	6.49%	\$210.41	\$121,250
8	1739 10th Avenue Oakland, CA	\$962,000	7	6.34%	\$199.71	\$137,429
9	2216 E 23rd Street Oakland, CA	\$1,300,000	6	7.51%	\$255.50	\$216,667
	AVERAGES	\$1,023,556	6	7.14%	\$208.15	\$170,975



SALE COMPS



3016 BROOKDALE AVENUE

Oakland, CA 94602

Price:	\$1,050,000	Bldg Size:	5,100 SF
Lot Size:	8,500 SF	No. Units:	6
Cap Rate:	7.07%	Year Built:	1963



1944 E 24TH STREET

Oakland, CA 94606

Price:	\$955,000	Bldg Size:	3,480 SF
Lot Size:	7,360 SF	No. Units:	5
Cap Rate:	8.58%	Year Built:	1945



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



SALE COMPS



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



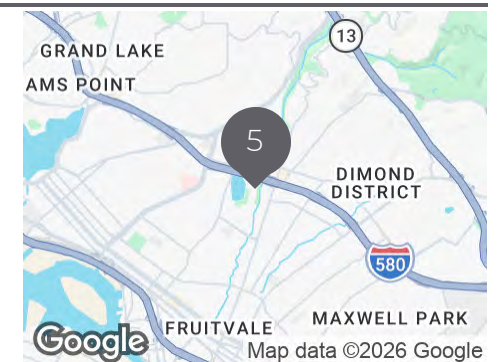
2169 48TH AVENUE
Oakland, CA 94601

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



3186 MCKILLOP ROAD
Oakland, CA 94602

Price:	\$950,000	Bldg Size:	4,595 SF
Lot Size:	6,970 SF	No. Units:	5
Cap Rate:	7.84%	Year Built:	2021



SALE COMPS



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



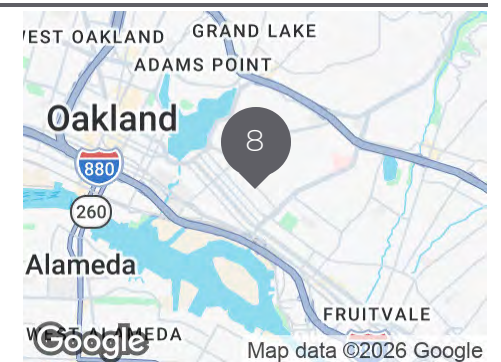
2901-2907 NICOL AVENUE
Oakland, CA 94602

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



1739 10TH AVENUE
Oakland, CA 94606

Price:	\$962,000	Bldg Size:	4,817 SF
Lot Size:	6,534 SF	No. Units:	7
Cap Rate:	6.34%	Year Built:	1900



SALE COMPS



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 SUMMARY

SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	CAP	GRM	# OF UNITS	
3016 Brookdale Avenue Oakland, CA 94602	\$1,050,000	5,100 SF	\$205.88	\$175,000	7.07%	8.38	6	
SALE COMPS	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	CAP	GRM	# OF UNITS	CLOSE
1944 E 24th Street								
1 Oakland, CA 94606	\$955,000	3,480 SF	\$274.43	\$191,000	8.58%	7.1	5	11/12/2025
3227 Prentiss Street								
2 Oakland, CA 94601	\$1,195,000	4,962 SF	\$240.83	\$199,166	8.1%	8.98	6	01/28/2026
2290 High Street								
3 Oakland, CA 94601	\$1,025,000	4,014 SF	\$255.36	\$146,428	7.75%	8.43	7	12/18/2025
2169 48th Avenue								
4 Oakland, CA 94601	\$830,000	6,728 SF	\$123.37	\$166,000	5.65%	11.99	5	10/23/2025
3186 McKillop Road								
5 Oakland, CA 94602	\$950,000	4,595 SF	\$206.75	\$190,000	7.84%	-	5	01/27/2026
3300 Brookdale Ave								
6 Oakland, CA 94602	\$1,025,000	9,583 SF	\$106.96	\$170,833	6.0%	-	6	12/19/2025
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

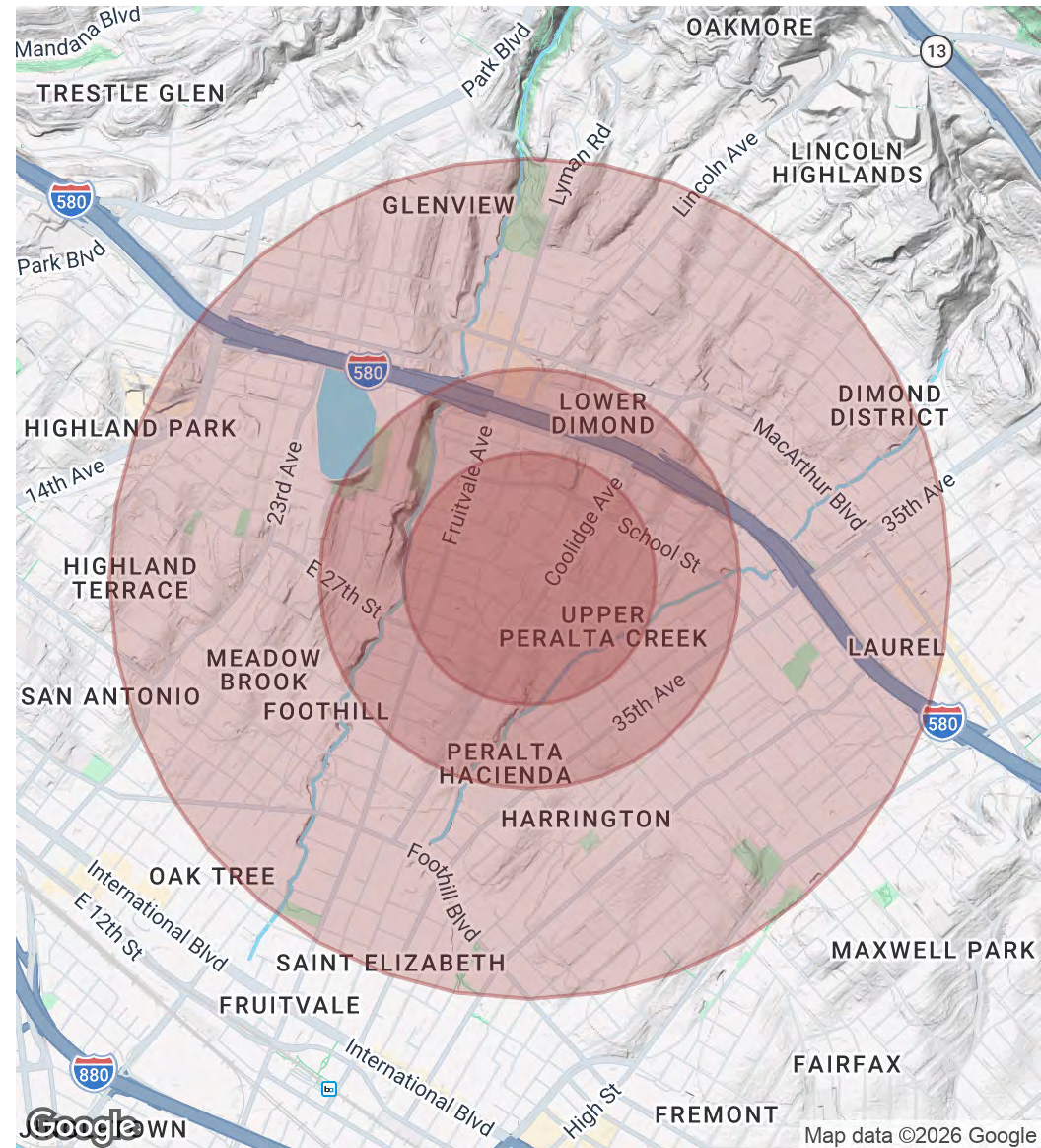
SALE COMPS SUMMARY

1739 10th Avenue									
8	Oakland, CA 94606	\$962,000	4,817 SF	\$199.71	\$137,428	6.34%	7.9	7	12/31/2024
2216 E 23rd Street									
9	Oakland, CA 94606	\$1,300,000	5,088 SF	\$255.50	\$216,666	7.51%	9.51	6	04/10/2026
		PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	CAP	GRM	# OF UNITS	CLOSE
TOTALS/AVERAGES		\$1,023,556	5,320 SF	\$192.40	\$167,521	7.14%	8.75	6.11	

DEMOGRAPHICS MAP & REPORT

POPULATION	0.3 MILES	0.5 MILES	1 MILE
Total Population	5,719	14,166	53,342
Average Age	39	40	39
Average Age (Male)	38	38	38
Average Age (Female)	41	41	41
HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
Total Households	1,966	4,742	18,708
# of Persons per HH	2.9	3	2.9
Average HH Income	\$99,692	\$102,166	\$113,525
Average House Value	\$830,567	\$864,434	\$892,608

2020 American Community Survey (ACS)



Map data ©2026 Google

ADVISOR BIO 1



STEPHEN PAGONES

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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,

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ADVISOR BIO 2



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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