



San Francisco OUTER RICHMOND GEM

Turn-key Property in the Outer Richmond
Vacant Three-Bedroom + Bonus Room

PRESENTED BY MKD GROUP

541 and 543 37th Avenue · San Francisco, CA 94121



MKD GROUP

MARK CHOW

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Property Summary


Property Summary Highlights

Cap Rate	4.27%
GRM	17
Price Per Unit	\$797,500
Lot Size:	3,000 Sq. Ft.
Rentable SF:	2,825
Type:	MultiFamily

Property Overview

Great opportunity to owner-occupy with a showcase move-in ready two-level unit delivered vacant!

Don't miss 541-543 37th Avenue – a charming Cape Cod shingle style gem set back from the street with an elegant and understated curb appeal! Minutes to Golden Gate Park, Ocean Beach, Land's End, Lincoln Golf Course, Retail, Dining, Transportation and major thoroughfares, Geary, Fulton, and the Great Highway.

While Unit 541 provides consistent market rate rental cash flow, Unit 543 provides a lovely spacious and comfortable two-level single family home living experience. Light filled, ample open living, dining and kitchen space, beautiful bonus sunroom opening out to a large backyard with peek-a-boo ocean views, laundry/mud room with washer/dryer hookups and lower level offering a highly coveted, additional separate entrance ADU/in-law opportunity make this an ideal, must see for potential owner- occupiers looking for a strong stabilized investment.

Location Overview

Take in the clean, fresh ocean air and breezes at 541-543 37th Avenue - an ideal property during SIP and always. So close to Golden Gate Park, the Legion of Honor, Lincoln Park Golf Course and the spectacular SF ocean coastline. Very convenient to public transportation, major SF thoroughfares - Geary, Fulton, The Great Highway, retail, and outdoor dining restaurant options.

Summary

Income

Description	Actual	Per Unit	Market	Per Unit
Gross Potential Rent	\$97,668	\$48,834	\$103,200	\$51,600
- Less: Vacancy	\$0	\$0	\$0	\$0
Effective Gross Income	\$97,668	\$48,834	\$103,200	\$51,600

Operating Expenses

Description	Actual	Per Unit	Market	Per Unit
Property Taxes	\$19,680	\$9,840	\$20,510	\$10,255
Franchise TaxBoard	\$800	\$400	\$800	\$400
Building Insurance	\$2,172	\$1,086	\$2,172	\$1,086
Water and Garbage	\$3,980	\$1,990	\$3,980	\$1,990
Legal	\$270	\$135	\$270	\$135
Maintenance (\$500/per Unit)	\$1,000	\$500	\$0	\$0
Total Expenses	(\$27,902)	(\$13,951)	(\$27,732)	(\$13,866)
Net Operating Income	\$69,766	\$34,883	\$75,469	\$37,734

Summary



Investment Summary

Price	\$1,595,000
Year Built	1912
Units	2
Price/Unit	\$797,500
RSF	2,825
Price/RSF	\$564.60
Lot Size	3,000 sf
Floors	3
Parking Spaces	1:1
APN	1507 -008
Cap Rate	4.37%
Market Cap Rate	4.73%
GRM	16.33
Market GRM	15.46

Financing Summary

Loan 1 (Fixed)	\$1,101,750
Initial Equity	\$493,250
Interest Rate	3%
Term	30 years
Monthly Payment	\$4,645
DCR	1.25

Unit Mix & Monthly Scheduled Income

Type	Units	Actual	Total	Market	Total
Two Bed / One Bath	1	\$3,339	\$3,339	\$3,500	\$3,500
Three Bed / Two Bath (now vacant)	1	\$4,800	\$4,800	\$5,100	\$5,100
Totals	2		\$8,139		\$8,600

Annualized Income

Description	Actual	Market
Gross Potential Rent	\$97,668	\$103,200
- Less: Vacancy	\$0	\$0
Effective Gross Income	\$97,668	\$103,200
- Less: Expenses	(\$27,902)	(\$27,732)
Net Operating Income	\$69,766	\$75,469
- Debt Service	(\$55,740)	(\$55,740)
Net Cash Flow after Debt Service	\$14,026	\$19,728
+ Principal Reduction	\$23,002	\$23,002
Total Return	\$37,028	\$42,731

Annualized Expenses

Description	Actual	Market
Property Taxes	\$19,680	\$20,510
Franchise Tax Board	\$800	\$800
Building Insurance	\$2,172	\$2,172
Water and Garbage	\$3,980	\$3,980
Legal	\$270	\$270
Maintenance (\$500/per Unit)	\$1,000	\$0
Total Expenses	\$27,902	\$27,732
Expenses Per RSF	\$9.88	\$9.82
Expenses Per Unit	\$13,951	\$13,866

Executive Summary

Acquisition Costs

Purchase Price, Points and Closing Costs	\$1,595,000
Investment - Cash	\$493,250
First Loan (Fixed)	\$1,101,750

Investment Information

Purchase Price	\$1,595,000
Price per Unit	\$797,500
Price per SF	\$564.60
Expenses per Unit	(\$13,951)

Income, Expenses & Cash Flow

Gross Scheduled Income	\$97,668
Total Vacancy and Credits	\$0
Operating Expenses	(\$27,902)
Net Operating Income	\$69,766
Debt Service	(\$55,740)
Cash Flow Before Taxes	\$14,026

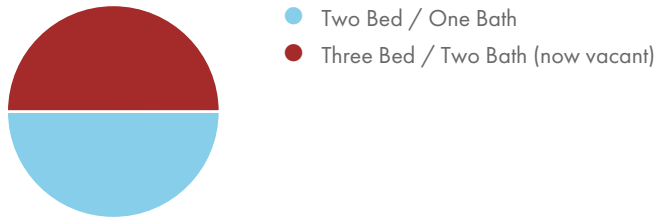
Financial Indicators

Cash-on-Cash Return Before Taxes	2.84%
Debt Coverage Ratio	1.25
Capitalization Rate	4.37%
Gross Rent Multiplier	16.33
Gross Income / Square Feet	\$34.57
Gross Expenses / Square Feet	(\$9.88)
Operating Expense Ratio	28.57%

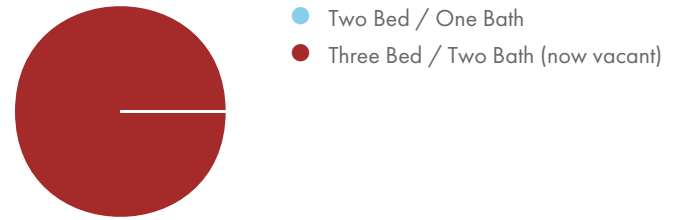
Unit Mix Report

Units	Type	Approx. SqFt	Avg. Rents	Monthly	Mkt Rents	Monthly
1	Two Bed / One Bath	0	\$3,339	\$3,339	\$3,500	\$3,500
1	Three Bed / Two Bath (now vacant)	0	\$4,800	\$4,800	\$5,100	\$5,100
2		0		\$8,139		\$8,600

UNIT MIX



UNIT MIX SQUARE FEET



UNIT MIX INCOME



UNIT MIX MARKET INCOME



Cash Flow Analysis

Before-Tax Cash Flow Year Ending	Year 1 07/2022	Year 2 07/2023	Year 3 07/2024	Year 4 07/2025	Year 5 07/2026
Before-Tax Cash Flow					
Gross Scheduled Income	\$97,668	\$99,133	\$100,620	\$102,129	\$103,661
Total Operating Expenses	(\$27,902)	(\$27,902)	(\$27,902)	(\$27,902)	(\$27,902)
Net Operating Income	\$69,766	\$71,231	\$72,718	\$74,227	\$75,759
Loan Payment	(\$55,740)	(\$55,740)	(\$55,740)	(\$55,740)	(\$55,740)
Capital Expenses	\$0	\$0	\$0	\$0	\$0
Before-Tax Cash Flow	\$14,026	\$15,491	\$16,978	\$18,487	\$20,019
Cash-On-Cash Return	2.84%	3.14%	3.44%	3.75%	4.06%

Cash In Cash Out

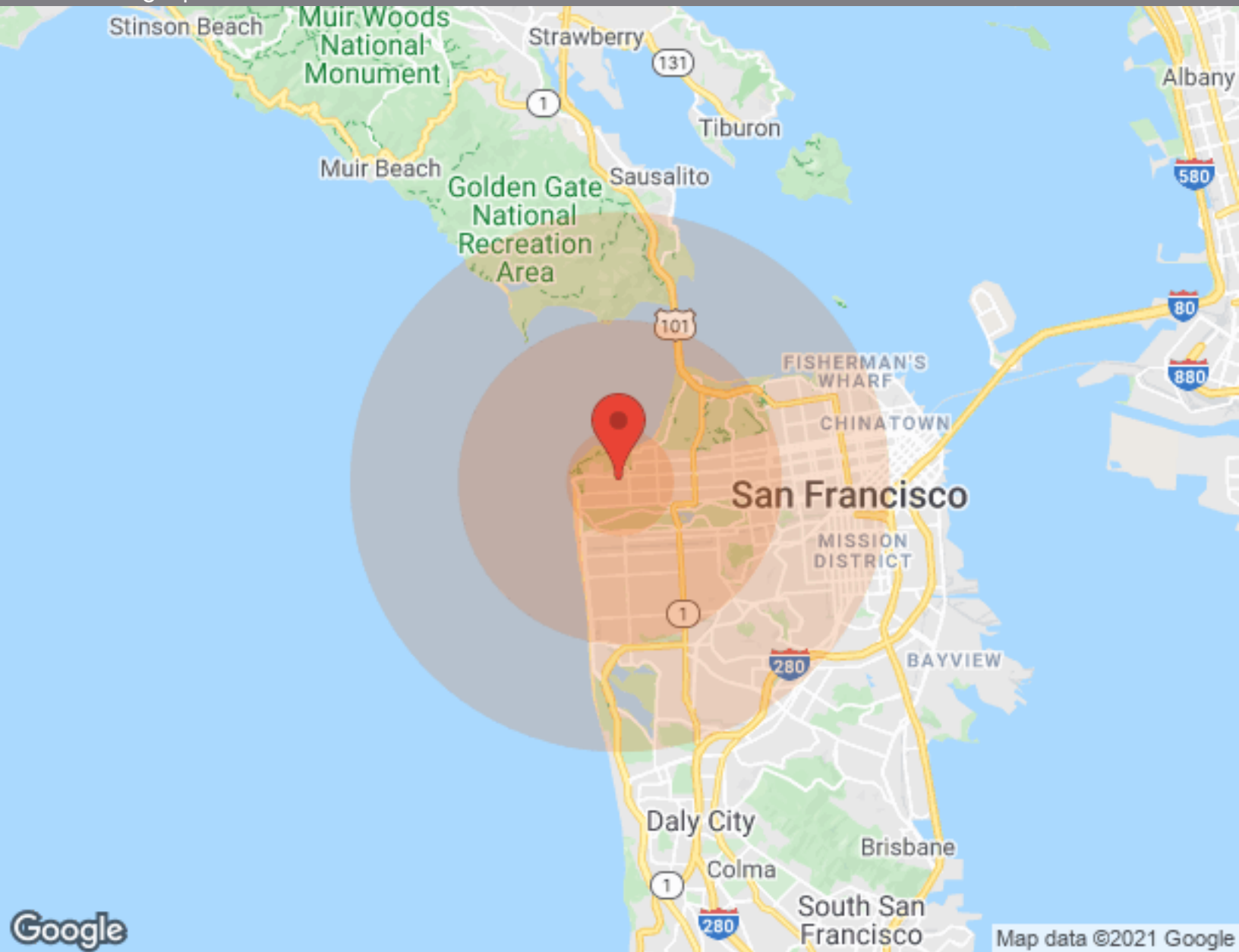
Description Year Ending	Year 1 07/2022	Year 2 07/2023	Year 3 07/2024	Year 4 07/2025	Year 5 07/2026
Income					
Rental Income	\$97,668	\$99,133	\$100,620	\$102,129	\$103,661
Gross Scheduled Income	\$97,668	\$99,133	\$100,620	\$102,129	\$103,661
Gross Operating Income	\$97,668	\$99,133	\$100,620	\$102,129	\$103,661
Expenses					
Property Taxes	(\$19,680)	(\$19,680)	(\$19,680)	(\$19,680)	(\$19,680)
Franchise TaxBoard	(\$800)	(\$800)	(\$800)	(\$800)	(\$800)
Building Insurance	(\$2,172)	(\$2,172)	(\$2,172)	(\$2,172)	(\$2,172)
Water and Garbage	(\$3,980)	(\$3,980)	(\$3,980)	(\$3,980)	(\$3,980)
Legal	(\$270)	(\$270)	(\$270)	(\$270)	(\$270)
Maintenance (\$500/per Unit)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)
Total Operating Expenses	(\$27,902)	(\$27,902)	(\$27,902)	(\$27,902)	(\$27,902)
Operating Expense Ratio	28.57%	28.15%	27.73%	27.32%	26.92%
Net Operating Income	\$69,766	\$71,231	\$72,718	\$74,227	\$75,759
Debt Service					
Loan Interest	(\$32,738)	(\$32,038)	(\$31,317)	(\$30,575)	(\$29,809)
Principal Payments	(\$23,002)	(\$23,702)	(\$24,423)	(\$25,166)	(\$25,931)
Capital Costs					
Before-Tax Cash Flow	\$14,026	\$15,491	\$16,978	\$18,487	\$20,019
Projected Property Value	\$1,695,000	\$1,695,000	\$1,695,000	\$1,695,000	\$1,695,000
Resale Expenses	\$0	\$0	\$0	\$0	\$0
Proceeds Before Debt Payoff	\$1,695,000	\$1,695,000	\$1,695,000	\$1,695,000	\$1,695,000
Loan Principal Balance	(\$1,078,748)	(\$1,055,046)	(\$1,030,623)	(\$1,005,457)	(\$979,526)
Net Proceeds From Sale	\$616,252	\$639,954	\$664,377	\$689,543	\$715,474
Before Tax IRR	27.78%	16.71%	13.27%	11.62%	10.67%

*Cash Flow IRR based upon net cash flow and principal payments

Annual Property Operating Data

Description Year Ending	Year 1 07/2022	Year 2 07/2023	Year 3 07/2024	Year 4 07/2025	Year 5 07/2026
Income					
Rental Income	\$97,668	\$99,133	\$100,620	\$102,129	\$103,661
Gross Scheduled Income	\$97,668	\$99,133	\$100,620	\$102,129	\$103,661
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Expenses					
Property Taxes	(\$19,680)	(\$19,680)	(\$19,680)	(\$19,680)	(\$19,680)
Franchise TaxBoard	(\$800)	(\$800)	(\$800)	(\$800)	(\$800)
Building Insurance	(\$2,172)	(\$2,172)	(\$2,172)	(\$2,172)	(\$2,172)
Water and Garbage	(\$3,980)	(\$3,980)	(\$3,980)	(\$3,980)	(\$3,980)
Legal	(\$270)	(\$270)	(\$270)	(\$270)	(\$270)
Maintenance (\$500/per Unit)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)	(\$1,000)
Total Operating Expenses	(\$27,902)	(\$27,902)	(\$27,902)	(\$27,902)	(\$27,902)
Operating Expense Ratio	28.57%	28.15%	27.73%	27.32%	26.92%
Net Operating Income	\$69,766	\$71,231	\$72,718	\$74,227	\$75,759

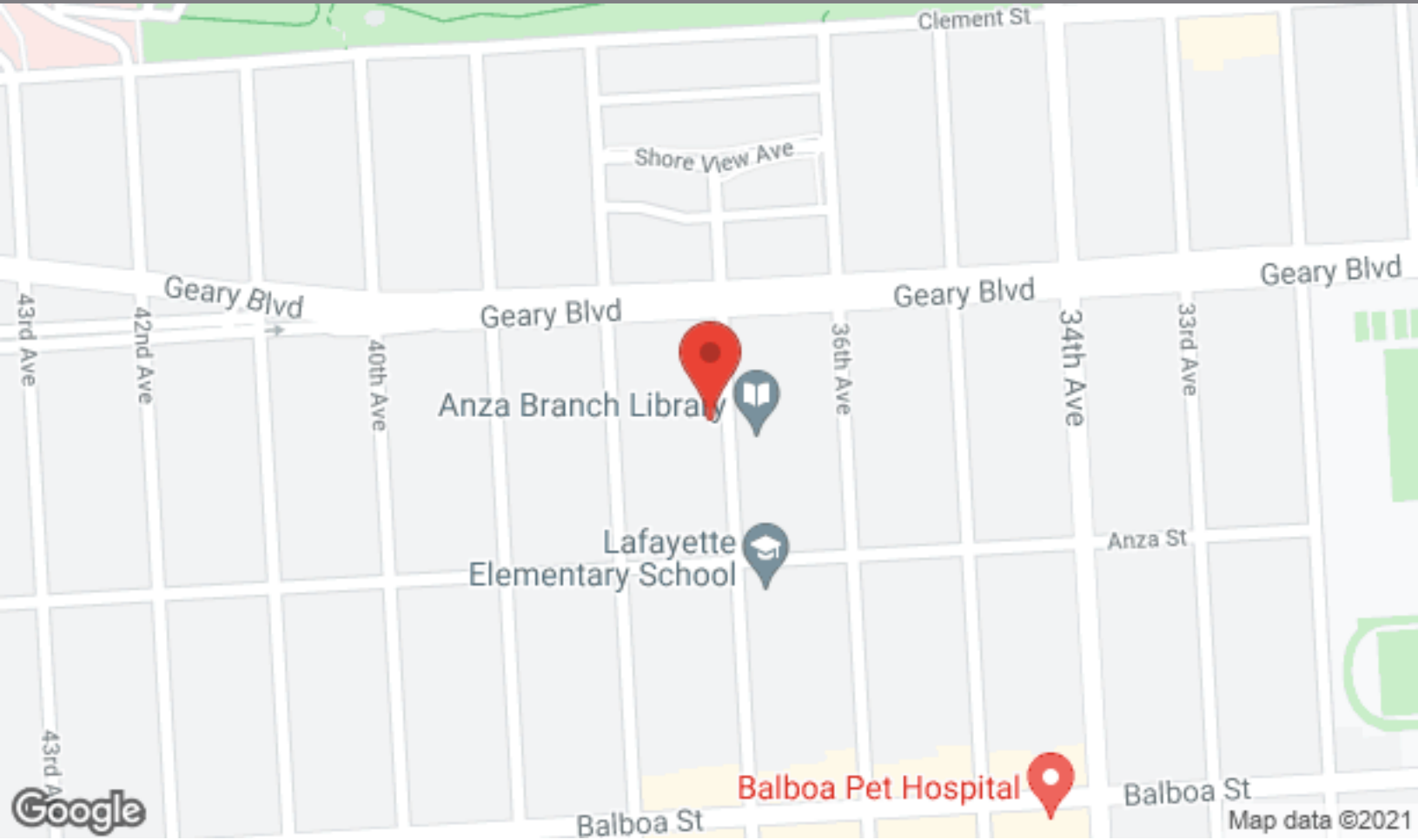
Demographics



Map data ©2021 Google

Population	1 Mile	3 Miles	5 Miles	Income	1 Mile	3 Miles	5 Miles
Male	18,707	106,821	312,698	Median	\$84,176	\$84,346	\$80,794
Female	20,182	112,694	298,946	< \$15,000	1,371	6,931	34,890
Total Population	38,889	219,515	611,644	\$15,000-\$24,999	1,269	5,860	22,462
				\$25,000-\$34,999	1,092	5,596	18,499
				\$35,000-\$49,999	1,648	9,013	27,122
				\$50,000-\$74,999	2,457	13,437	40,012
				\$75,000-\$99,999	2,215	12,176	32,521
				\$10,000-\$149,999	3,081	16,605	45,232
				\$150,000-\$199,999	1,411	8,538	25,016
				> \$200,000	1,832	10,841	34,276
Age	1 Mile	3 Miles	5 Miles	Housing	1 Mile	3 Miles	5 Miles
Ages 0-14	4,832	27,815	70,023	Total Units	18,538	98,265	312,606
Ages 15-24	2,921	16,705	39,023	Occupied	17,073	91,697	287,426
Ages 55-64	5,800	31,252	90,464	Owner Occupied	6,828	40,025	96,452
Ages 65+	8,245	41,700	113,376	Renter Occupied	10,245	51,672	190,974
				Vacant	1,465	6,568	25,180
Race	1 Mile	3 Miles	5 Miles				
White	19,138	115,726	356,265				
Black	242	1,826	19,099				
Am In/AK Nat	13	77	902				
Hawaiian	1	23	180				
Hispanic	2,457	14,146	77,643				
Multi-Racial	4,522	24,434	110,058				

Location Map



Property Photos





**MKD GROUP IS THE TOP MULTIFAMILY SALES GROUP
BELOW IS A SMALL SAMPLE OF OUR RECENT LISTINGS AND CLOSINGS**

- **498 48th Street, Oakland 5 Unit \$1,650,000**
- **1523 and 1537 8th Avenue, Oakland 20 Units \$5,700,000**
- **4052 Lincoln Avenue, Oakland 4 Unit \$1,345,000**
- **3647 Coolidge Avenue, Oakland 4 Unit \$1,180,000**
- **685 48th Avenue, SF 6 Unit \$1,700,000**
- **1035 76th Avenue, Oakland 4 Units \$775,000**
- **150 Josiah, San Francisco 3 Units \$1,550,000**
- **4015 Rhoda Avenue, Oakland 4 Units \$1,350,000**
- **3032 E 29th Street, Oakland 2 Units \$542,000**
- **1209 39th Avenue, Oakland 7 Units \$1,400,000**
- **3243 Farnam Street, Oakland 2 Units \$900,000**
- **533 Lewis Street, Oakland Industrial \$680,000**
- **3855 Martin Luther King Drive, Oakland 2 Units \$890,000**
- **2605 Prentiss Place, Oakland 3 Units \$800,000**
- **2765 26th Avenue, Oakland 3 Units \$850,000**
- **3814 School Street, Oakland 10 Units \$3,200,000**
- **3416 Coolidge Ave, Oakland 2 Units \$925,000**
- **5709 Walnut Avenue, Oakland 4 Units \$1,295,000**

Avenue 8, Inc.

595 Pacific Avenue, 4th Floor, San Francisco, CA 94133
California DRE #02111757 • avenue8.com



MKD GROUP REFERENCES

- **Ava Jones**
- **510-387-4142 (SFR, Tri-Plex, Townhome)**

- **Calvin Walker**
- **510-853-2526 (4-Plex, 20 Unit)**

- **Wayne Lippman**
- **510-566-6297 (4-Plex)**

- **Michael Ross**
- **916-591-5665 (4-Plex, SFR)**

- **Kate Kim**
- **925-984-1887 (4-Plex, 7 Unit Just Listed)**

- **Dave and Fifi Burgess**
- **925-550-9515 (Duplex, Duplex Coming Soon)**

- **John Brockhage**
- **510-754-1400 (4-Plex Just Sold)**

- **Richard Arrington**
- **510-757-5048 (4-Plex)**

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MKD GROUP BIOGRAPHY

- Oakland and San Francisco 2-25 Unit Multifamily Market Specialists
- Over 50 Clients Represented
- 25 Cumulative Years of Experience
- In-depth Knowledge of Local Real Estate Regulations and Ordinances

The MKD Group is an investment property team that focuses on multi-unit apartment, commercial and mixed-use marketing and sales in the Oakland/San Francisco Bay Area. Over the past many years, we have become the go-to experts for individuals and families that need to sell their income properties at the highest price possible with a strategy to defer capital gains taxes.

True local experts, we consult owners and advise on a variety of issues including tenant rights, city regulations, 1031 exchange options, pricing analyses and market conditions.

By consistently providing the highest level of service the MKD group seeks to establish long-term relationships and act as a go-to advisor for all your investment property needs.

We are honored to provide you our brokerage services!

MKD GROUP 490 43rd Street Oakland CA 94609