

Project Summary:

Date Purchased: Oct. 2002 | Date Sold: Apr. 2006

Months Held: 42 | Total Units: 104

Evergreen Terrace

5226 East Olive Avenue

Fresno, CA 93727

OUR APPROACH:

BASCOM acquired the property at the beginning of a central California rejuvenation. Bolstered by favorable employment conditions, the area experienced a population boom that contributed to a city-wide housing crunch.

With the implementation of professional management practices, cost effective and efficient control systems, and the improvements to the physical plant, BASCOM would provide consumers with a compelling value proposition relative to the competition.



Performance Summary	Acquisition	Sale	Percent Increase
12 Month NOI	\$256,423	\$413,920	61.42%
Avg. Asking Rent	\$445	\$672	51.01%
Equity	\$935,826	\$3.92M	318.88%
Cost per Unit	\$25,650	\$35,739	39.33%

BACKGROUND:

Evergreen Terrace is located prominently near the geographic center of Fresno. Within five miles of CA-99, a vital Central Valley artery, the property enjoys a position that commands significant traffic.

Evergreen Terrace had not undergone any substantial updates since its initial construction in 1984. As a result, the property had weathered to exude a dated, tired feel. BASCOM'S renovations included exterior paint and repairs that restored the property's projected image and aided in increasing rent rates.

During the holding period Fresno enjoyed a revitalization that reasserted its status as the Central Valley's core. The immediate neighborhood surrounding the property saw an increase in retail activity in conjunction with the region's job growth. Consisting primarily of two bedroom units, Evergreen Terrace was poised to meet the growing single family market.

- **IRR:** 51.71%
- **Multiple on Equity:** 4.11
- **Lender Identity:** GMACCM
- **Loan to Total Value:** 17.70%
- **Equity Partner:** Commercial Equity Investment
- **Total Investment Basis:** \$4.62M
- **Percentage of Replacement Cost:** 35.19%
- **Total Purchase Price:** \$2.67M
- **Total Renovation Cost:** \$1.05M
- **Total Sale Price:** \$7.50M
- **Sale Price per Unit:** \$72,115