

Project Summary:

Date Purchased: JUN 2005 | Date Sold: JUN 2007
 Months Held: 23 | Units: 374 | Built: 1985

Santan Crossing
 868 S. Arizona Avenue
 Chandler, Arizona 85225

OUR APPROACH:

A private California investor purchased Santan Crossing in 1990 and allowed its degradation through the soft rental market of the early 2000's. The property was in the worst condition and had the lowest rents in all of Chandler (\$392 Avg. Asking), before Bascom's intervention in 2005.

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	At Acquisition	At Sale	Percent Increase
12 Month NOI	\$116,362	\$699,987	502%
Avg. Asking Rent	\$392	\$582	48%
Equity	\$5,190,149	\$8,742,319	68%
Cost Basis per Unit	\$32,179	\$56,149	74.48%

BACKGROUND:

Santan Crossing is a 1985 vintage, 374 unit apartment complex located in Chandler, Arizona – *the Silicon Valley of the Southwest*. Seventeen buildings sit on 11.10 acres, located approximately twenty miles southeast of Phoenix. Median family income within a three mile radius is \$60,307, substantially higher than the Phoenix median of \$42,721. The unit mix of primarily studio and one-bedroom units is attractive to the younger demographic that populates the area. The community is in a desirable location and has witnessed tremendous improvement and newfound success with value-added renovations throughout the holding period.



PROPERTY STATISTICS:

- **IRR:** 34.53%
- **Multiple on Equity:** 1.75x
- **Lender Identity:** Merrill Lynch Capital
- **Loan to Total Value:** 53.5%
- **Equity Partner:** Rockwood
- **Total Purchase Price:** \$12.035 M
- **Total Renovation Cost:** \$3.553 M
- **Total Investment Basis:** \$5.19 M
- **Percentage of Replacement Cost:** 75.47%
- **Total Sales Price:** \$21 M
- **Sale Price per Unit:** \$56,149