

Project Summary:

Date Purchased: Nov. 2001 | Date Sold: Nov. 2003

Months Held: 24 | Total Units: 165

Cambridge Park

9200 Monte Vista Avenue

Montclair, CA 91730

OUR APPROACH:

Cambridge Park represented an excellent value-add opportunity when BASCOM acquired the property in 2001. The submarket's low vacancy combined with BASCOM'S planned renovations for the property would provide a boost to rent rates over the holding period.

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	\$1.09M	\$1.66M	52.29%
Avg. Asking Rent	\$1,056	\$1,344	27.27%
Equity	\$2.82M	\$10.98M	289.36%
Bascom Cost/Unit	\$88,789	\$105,909	19.28%

BACKGROUND:

Nestled at the foot of the San Gabriel Mountains, Cambridge Park is in one of the wealthiest sub-markets of the Inland Empire: Montclair's average household income in 2001 was \$56,989, compared with an average of \$47,400 in the rest of the Inland Empire.

Located 35 miles east of downtown Los Angeles, Cambridge Park is also within a half mile of I-10 and within two miles of Claremont Colleges, which includes prestigious Claremont McKenna College. Consisting of spacious two and three bedroom townhouses, the property is across the street from Montclair Plaza, a 1.2 million square foot retail center.

Additionally, the population in a five mile radius had been increasing at an annual rate of 1.75% over 20 years from 257,713 in 1980 to a projected 348,304 people in 2000. This growing population had driven average rent rates in the area up 8.6% during the year leading up to BASCOM'S purchase of the property. Cambridge Park's desirable unit mix and prime location, combined with Montclair's relative wealth, supported sustained rent growth over the holding period.

- **IRR:** 103.46%
- **Multiple on Equity:** 3.89
- **Lender Identity:** Residential Funding Corporation
- **Loan to Total Value:** 58.10%
- **Equity Partner:** JP Morgan
- **Percentage of Replacement Cost:** 66.84%
- **Total Purchase Price:** \$14.65M
- **Total Renovation Cost:** \$2.83M
- **Total Investment Basis:** \$18.44M
- **Total Sale Price:** \$26.05M
- **Sale Price per Unit:** \$157,879