



EXCLUSIVE LISTING



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**REALTY EXCHANGE
MULTIFAMILY INVESTMENT SPECIALISTS**

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EXECUTIVE SUMMARY



Realty Exchange is pleased to present The Cabana Club Apartments, a 20 unit garden style apartment community located at:

**10101 Cabana Club Drive
Saint Ann, Missouri 63074**

\$998,000

This multifamily investment is offered for the price of ~~\$1,050,000~~.

INVESTMENT HIGHLIGHTS

- A value add opportunity
- 20 Spacious one-bedroom apartments
- Ample off street parking
- On-site laundry facilities
- Individual central air conditioning, forced air furnaces and water heaters
- Convenient location, close to shopping, major thoroughfares and major employers

OFFERING STRUCTURE

All offers will be considered. To schedule a property inspection or for additional information please contact Constantine (Dino) Benos or Christopher Tucker.

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PROPERTY INFORMATION

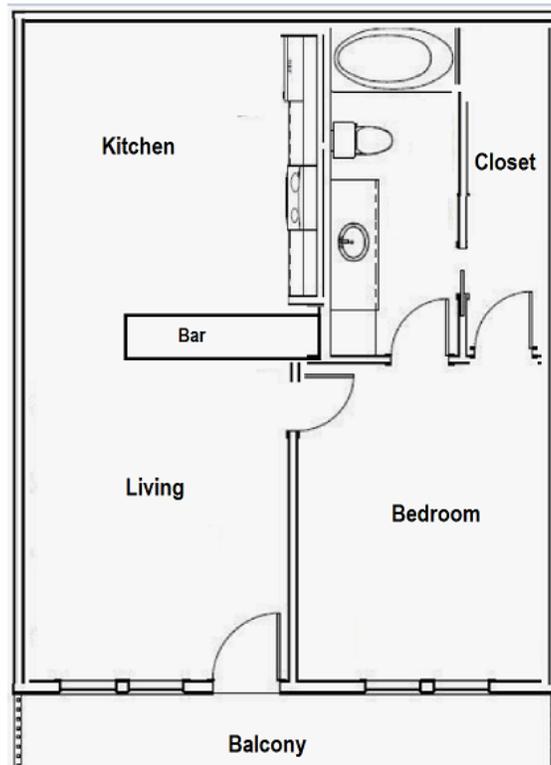
Cabana Place Apartments, built in 1968, is an exciting multifamily investment opportunity in Saint Ann, Missouri. This beautiful brick, two-story building features 20 spacious one-bedroom apartments.

SITE, PARKING & ACCESS

The apartment community is situated on approximately 0.55 acres of land, in a park like setting. The property offers a paved parking lot with ample off street parking, an on-site laundry facility and a convenient location, close to public transportation and the St. Louis Lambert International Airport.

UNITS

Cabana Place Apartments is a 2 story structure. The modern one-bedroom units offer open floorplans with some newer individual central air conditioning, forced air heat and individual water heaters.



PROPERTY PHOTOGRAPHS



PROPERTY PHOTOGRAPHS



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EXCLUSIVE LISTING

FINANCIALS

2018 Actuals	
2018 Income	
Rents	\$120,000
Other Income	\$2,800
Total Income	\$122,800
2018 Expenses	
Cleaning	\$750
Insurance	\$6,000
Landscaping	\$600
Maintenance	\$15,100
Taxes	\$9,800
Utilities - Electric & Gas	\$950
Utilities - Water, Sewer & Trash	\$7,700
Total Expenses	\$40,900
Net Operating Income	\$81,900

2019 Actuals	
2019 Income	
Rents	\$122,400
Other Income	\$3,000
Total Income	\$125,400
2019 Expenses	
Cleaning	\$650
Insurance	\$6,000
Landscaping	\$800
Maintenance	\$12,600
Taxes	\$10,320
Utilities - Electric & Gas	\$900
Utilities - Water, Sewer & Trash	\$8,400
Total Expenses	\$39,670
Net Operating Income	\$85,730

CABANA PLACE APARTMENTS - RENT ROLL								
Unit	Floorplan	Current Rent	Unit	Floorplan	Current Rent	Unit	Floorplan	Current Rent
1	1 Bed/1 Bath	\$485	8	1 Bed/1 Bath	\$525	15	1 Bed/1 Bath	\$535
2	1 Bed/1 Bath	\$495	9	1 Bed/1 Bath	\$525	16	1 Bed/1 Bath	\$525
3	1 Bed/1 Bath	\$525	10	1 Bed/1 Bath*	\$535	17	1 Bed/1 Bath	\$525
4	1 Bed/1 Bath	\$495	11	1 Bed/1 Bath	\$530	18	1 Bed/1 Bath	\$485
5	1 Bed/1 Bath	\$525	12	1 Bed/1 Bath	\$495	19	1 Bed/1 Bath	\$485
6	1 Bed/1 Bath	\$525	13	1 Bed/1 Bath	\$525	20	1 Bed/1 Bath	\$485
7	1 Bed/1 Bath	\$485	14	1 Bed/1 Bath	\$495	Totals		\$10,205

*Vacant

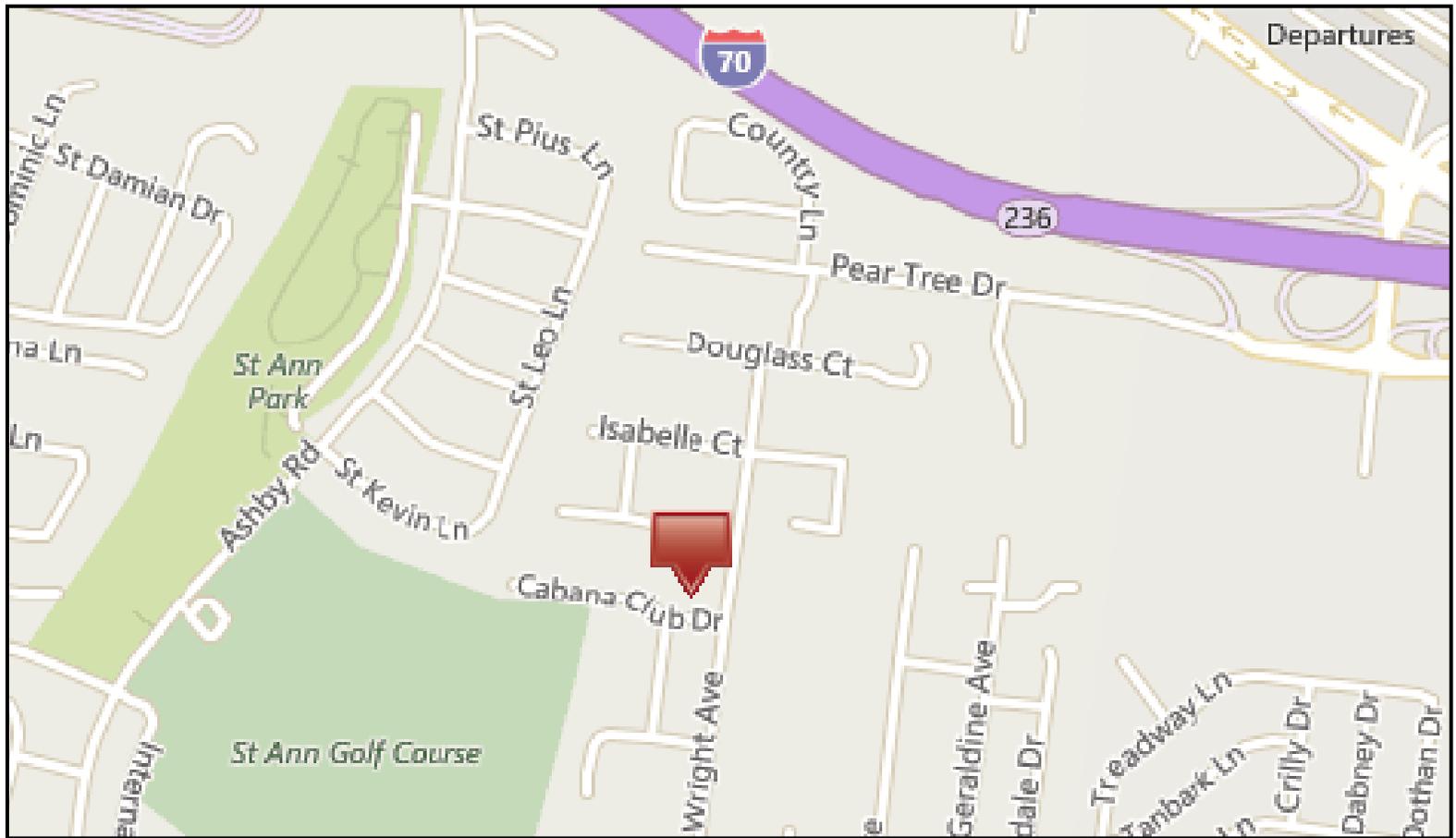
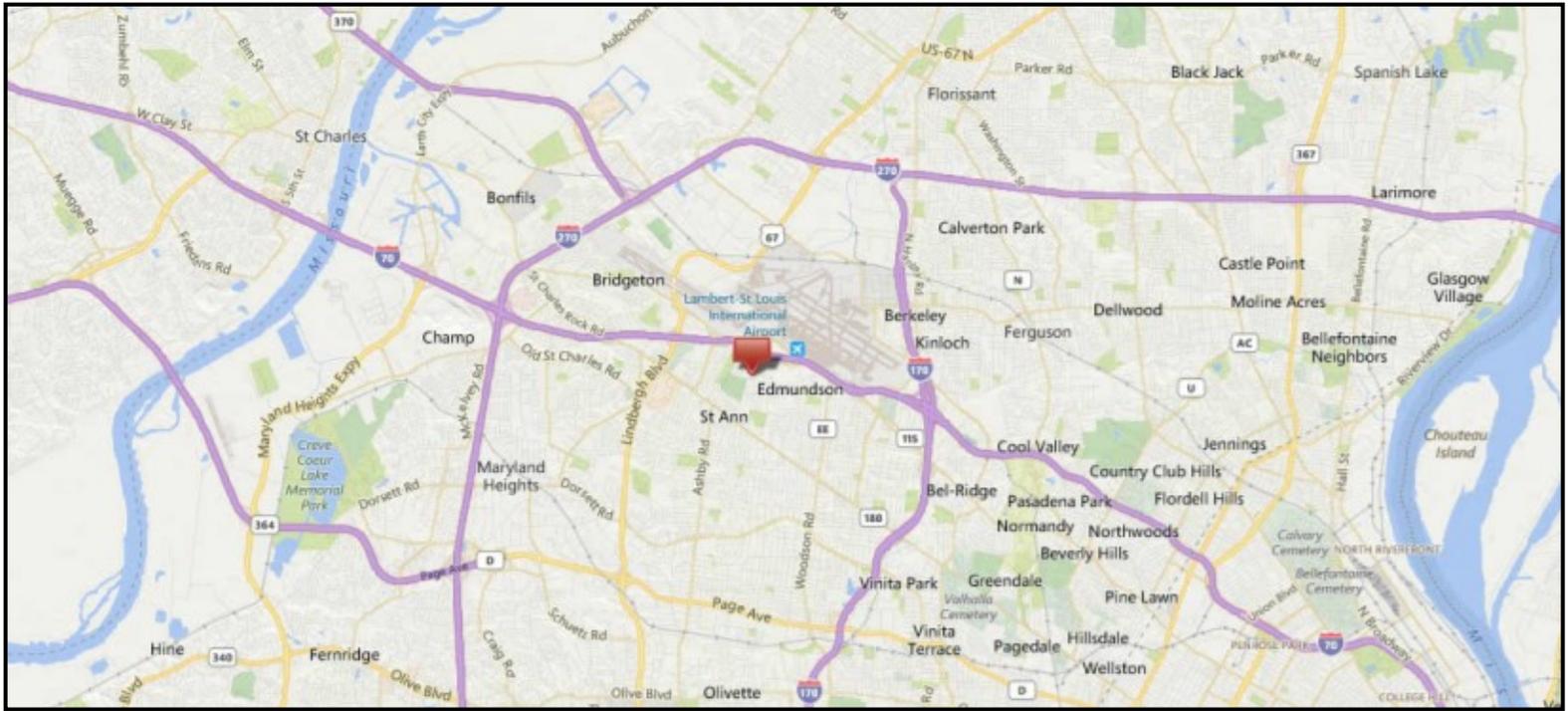
PRO FORMA



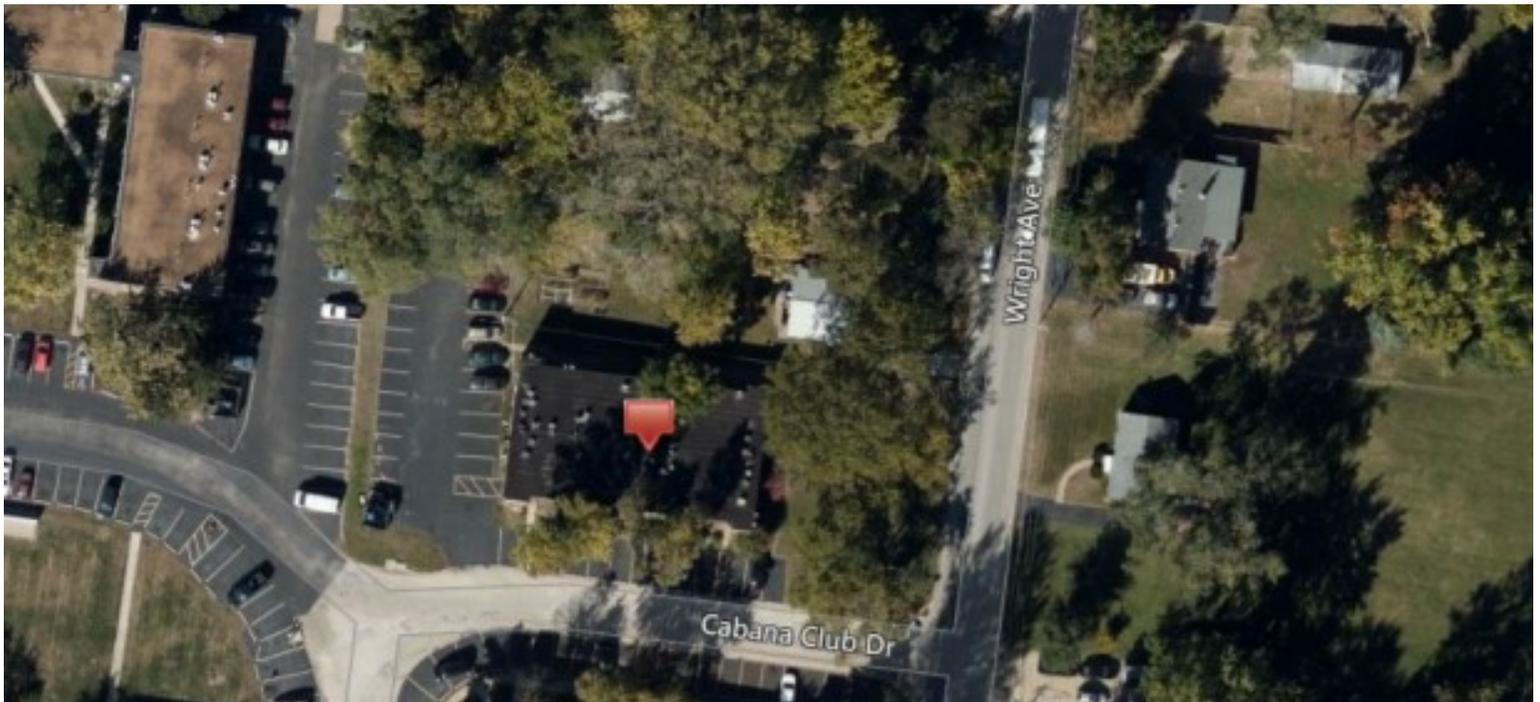
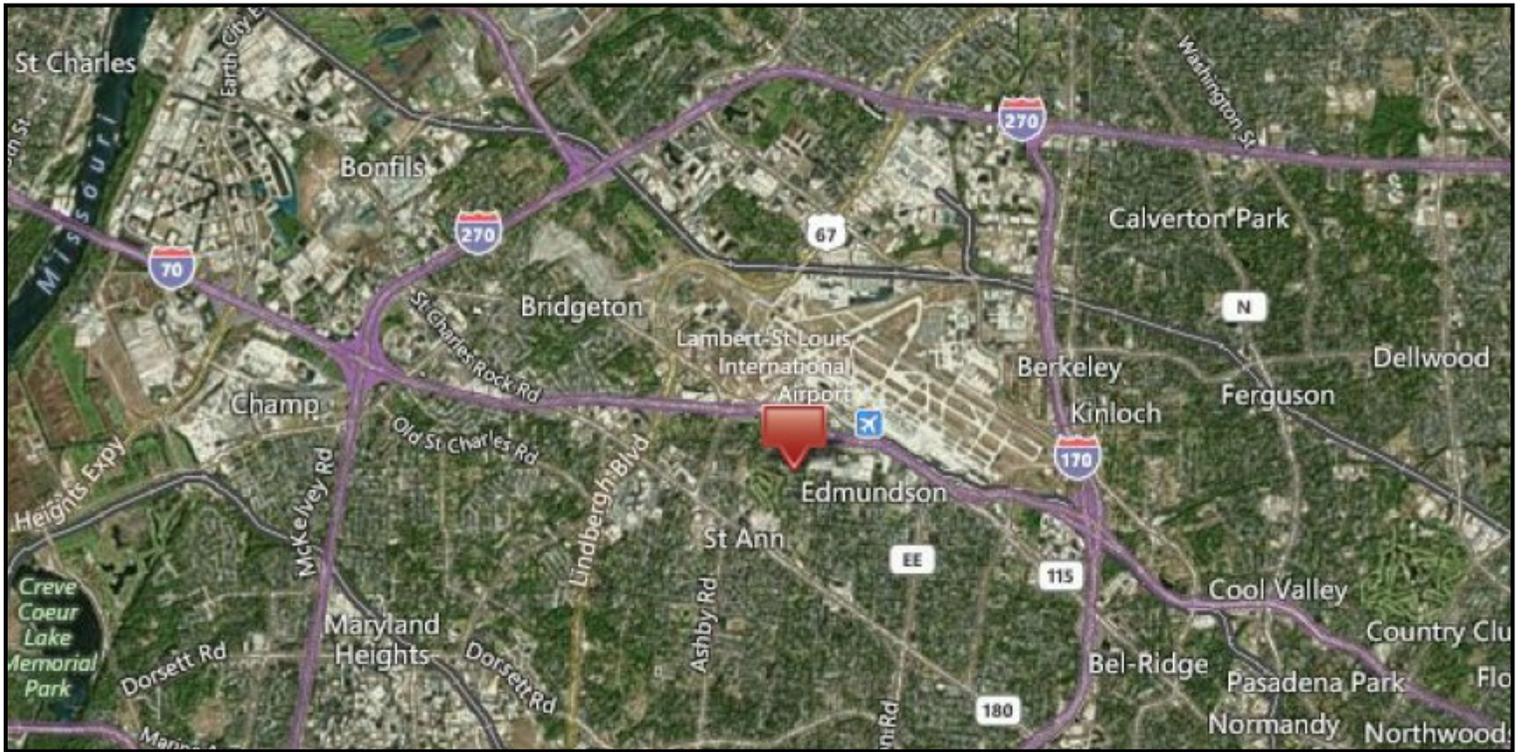
Floorplan	# of Units	Monthly Rent	Total Monthly Rent	Pro Forma Annual Rent
1 Bed/1 Bath	20	\$535	\$10,700	\$128,400

PRO FORMA	
Gross Potential Income	\$128,400
Other Income (Laundry)	\$3,300
10% Vacancy/Loss	\$13,170
Total Income	\$118,530
Expenses	\$50,000
Pro Forma Net Operating Income	\$68,530

LOCATION MAPS



AERIAL MAPS



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REALTY EXCHANGE COMPANY PROFILE

REALTY EXCHANGE

Realty Exchange is a local boutique brokerage firm that specializes in the sale of quality apartment communities. Since our inception we have focused a significant amount of our energies on this single asset class. We are the local apartment experts across all property sizes, vintages, and submarkets. We also specialize in the acquisition, brokerage, and management of REO portfolios and large single-family asset pools. With our main office centrally located in the St. Louis Metropolitan area, Realty Exchange provides local expertise in all of Missouri's apartment markets. Apartment sellers seek out Realty Exchange for the professionalism of our people, the effectiveness of our process, and our track record in delivering our price.

THE MISSOURI APARTMENT EXPERTS

Realty Exchange was formed in 1973 as a residential and multifamily brokerage firm. From 1999-2019, Realty Exchange disposed of (in many cases raising the equity and arranging the debt) 30,000+/- residential units across 8,500+ individual properties representing over \$1B in transaction volume. Our principals acted in a very hands-on role in virtually all those ventures. Realty Exchange currently employs over 40 brokerage professionals and support staff.

To monitor and enhance the performance of our sales activities and investments, we utilize local market expertise, deep rooted relationships, and hands-on asset management personnel.

As multifamily real estate specialists, Realty Exchange advises on aspects of the multifamily industry that are unfamiliar to agents with a more general real estate background. Although we are not attorneys, our agents are trained to consider: market trends, rent and repair factors, current and upcoming laws, inspection results, 1031 Exchange options, tax implications, cap rates, and internal returns. Our team of multifamily experts also networks with developers, real estate professionals, and investors on a daily basis, pooling knowledge to benefit both buyers and sellers. Buyers obtain recommendations on funding, inspecting, repair, and long-term financial planning from one source. Sellers receive serious inquiries through our extensive looking-to-buy investor databases. Realty Exchange's attention to every detail of your multifamily real estate transaction lays the foundation for your real estate investment goals today and twenty years from today.

CONSTANTINE (DINO) BENOS - EXECUTIVE VICE PRESIDENT

Dino has as been representing investors in the sale and purchase of multifamily and commercial properties for over 30 years. Specializing in multifamily properties in the St. Louis area, Constantine has consistently broken office records and has been recognized as a Heavy Hitter of Commercial Real Estate by The St. Louis Business Journal. Constantine received a degree in Economics and Finance from Southwest State University and is bilingual. He knows how to interpret financials in the context of the local and national markets. His knowledge of the market and skills in financial analysis give him an edge with negotiations.

His affiliations in real estate include: the National Association of Realtors, Missouri Association of Realtors, St. Louis Association of Realtors, and the American Hellenic Educational Progressive Association.

Throughout the years, Dino has built lasting relationships with his clients. His honesty, loyalty, and straightforwardness along with his dedication to his business have contributed to his on-going success in investment real estate.

CHRISTOPHER TUCKER - SENIOR ADVISOR

Christopher Tucker is a Broker/Senior Advisor for investment properties with Realty Exchange. Chris is a seasoned veteran in the multifamily market with over 25 years experience. He is well versed in all aspects of the multifamily transaction from Marketing and Finance to 1031 Exchanges and Due Diligence. Chris can help with identifying income opportunities and market trends, in addition to potential problems. He has been recognized as a consistent top listing agent and top sales agent at Realty Exchange, as well as a Heavy Hitter of Commercial Real Estate by The St. Louis Business Journal.

Christopher holds a Real Estate Brokers License for the State of Missouri, a Real Estate Salespersons license for the State of Texas, he is a member of the National Association of Realtors, the Missouri Association of Realtors, the St. Louis Association of Realtors, and has honorably served in the United States Navy. He is a member of Missouri Botanical Garden and the St. Louis Art Museum.

Chris' hard work, charisma, and true passion for his business have helped his reputation as a qualified Realtor.

CONFIDENTIALITY & GUIDELINES

CONFIDENTIALITY, TERMS, AND CONDITIONS

This Property Information Package was prepared by Real Exchange (Agent) on behalf of the Owner. It contains confidential information pertaining to the sale of Cabana Place Apartments ("Property"). The Property is being privately offered and, by accepting this property Information Package, the party in possession hereof agrees (i) to return it to Owner/Agent immediately upon request and (ii) that this Property Information Package and its contents are of a confidential nature and will be held and treated in strict confidence. No portion of this Property Information Package may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of an officer of Owner/Agent. Principals and real estate brokers are prohibited from disseminating this information without the specific written consent of an officer of Owner/Agent.

This Property Information Package is subject to errors, omissions, changes or withdrawal without notice and does not constitute a recommendation or endorsement as to the value of the Property by Owner/Agent and their sources. Financial forecasts are provided as a reference and are based on assumptions proposed by Owner/Agent and their sources. Prospective investors should make their own forecasts and reach their own conclusion of value. Also, the prospective investor shall not contact directly or indirectly the Owner, Property, and employees of the Owner without approval from the Agent.

Certain portions of this Property Information Package merely summarize or outline Property information and are in no way intended to be complete nor necessarily accurate descriptions of the full agreements involved. All prospective investors are to rely upon their own investigations and due diligence in the formation of their assessment of the condition of the adequacy of the plans, specifications, entitlements, or the entire development plan. All relevant documents are expected to be reviewed independently by any prospective investor.

Neither Owner nor the Agent nor any of their respective officers, advisors, agents, or principals has made or will make any representations or warranties, expressed or implied, as to the accuracy or completeness of the Property Information Package or any of the contents, and no legal commitment or obligation shall arise by reason of the Property Information Package or the contents. Analysis and verification of the information contained in the Property Information Package is solely the responsibility of the prospective investor.

Owner reserves the right to reject any or all expressions of interest or offers to invest in the Property, as well as the right to terminate discussions with any party at any time with or without notice. Owner shall have no legal commitment or obligation to any investor reviewing this Property Information Package or making an offer to invest in the Property unless a written agreement for the investment in the Property has been fully executed, delivered and approved by Owner and any conditions to Owner's obligations thereunder have been satisfied or waived.

The terms and conditions set forth above apply to this Property Information Package in its entirety.

OFFERING GUIDELINES

All requests for information or contact with the Owner, property management, leasing agents, etc., will be coordinated through Realty Exchange, and subject to approval of the Owner. In no event shall a prospective purchaser contact, or attempt to contact, any tenant either directly or indirectly without the prior consent of Owner. Such consent may be withheld at Owner's sole discretion.

An offer to purchase will include the purchase price, earnest money deposit, detailed financial structure of transaction including all sources for equity and lender information if applicable, and all other relevant terms and conditions that may effect the ability a the prospective purchaser to perform with respect to its offer. A prospective purchaser is advised to have secured equity and debt financing, if necessary, prior to submitting an offer.

Submission of the offer to purchase shall evidence prospective purchaser's completion of purchaser's market and financial due diligence. Due diligence following the submission of the offer is limited to the verification of the financial data provided and the physical and environmental inspections of the Property.

The prospective purchaser shall demonstrate upon submission of an offer to purchase the Property that it has full discretion, financial resources, and human resources necessary to consummate the transaction. In the event additional approvals may be necessary, complete written details, including dates, shall be included in the offer.

Owner has the right, in its sole discretion, to adjust at any time the terms and conditions of any offer, including, without limitation, adjustments of the highest and best offer for the Property. Owner has the right, in its sole discretion, to decline to complete a sale to any prospective purchaser, even if that prospective purchaser is ready, willing, and able to complete a sale at the highest and best offer. The Property offering is subject to removal from market or change without notice.

The property is being sold in an "as-is, where-is" condition, without representation or warranty of any kind, expressed or implied, oral or written, concerning the Property or any matter related thereto, including zoning; availability of access or utilities; the presence and location of asbestos PCB transformers, and other toxic, hazardous, or contaminated substances ("Hazardous Materials") in, on, or about the Property. Prospective purchasers shall be advised of this fact and shall be allowed to make independent investigations of the Property made by their own experts, at their own expense.

Data contained herein are compiled from sources believed reliable, but are not guaranteed and are current as of this printing. Measurements are approximate and subject to verification.

Realty Exchange represents Owner and purchaser relative to this transaction; and, dual agency may be created. Please see the Missouri Broker Disclosure Form on the following page.



This disclosure is to enable you, a prospective buyer, seller, tenant or landlord of real estate, to make an informed choice BEFORE working with a real estate licensee.

Missouri law allows licensees to work for the interest of one or both of the parties to the transaction. The law also allows the licensee to work in a neutral position. How the licensee works depends on the type of brokerage service agreements involved. Since the sale or lease of real estate can involve several licensees it is important that you understand what options are available to you regarding representation and to understand the relationships among the parties to any transaction in which you are involved.

Missouri laws require that if you want representation, you must enter into a written agreement. This may or may not require you to pay a commission. You do not need to enter into a written agreement with a transaction broker unless you intend to compensate this licensee. These agreements vary and you may also want to consider an exclusive or nonexclusive type of relationship.

If you choose not to be represented by an agent, the licensee working with you may be working for the other party to the transaction.

CHOICES AVAILABLE TO YOU IN MISSOURI

Seller's or Landlord's Limited Agent

Duty to perform the terms of the written agreement made with the seller or landlord, *to exercise reasonable skill and care for the seller or landlord, and to promote the interests of the seller or landlord* with the utmost good faith, loyalty and fidelity in the sale, lease, or management of property.

Information given by the buyer/tenant to a licensee acting as a Seller's or Landlord's Limited Agent will be disclosed to the seller/landlord.

Buyer's or Tenant's Limited Agent

Duty to perform the terms of the written agreement made with the buyer or tenant, *to exercise reasonable skill and care for the buyer or tenant and to promote the interests of the buyer or tenant* with the utmost good faith, loyalty and fidelity in the purchase or lease of property.

Information given by the seller/landlord to a licensee acting as a Buyer's or Tenant's Limited Agent will be disclosed to the buyer/tenant.

Sub-Agent (Agent of the Agent)

Owes the same obligations and responsibilities as the Seller's or Landlord's Limited Agent, or Buyer's or Tenant's Limited Agent.

Disclosed Dual Agent

With the written consent of all parties, represents both the seller and the buyer or the landlord and the tenant.

A Disclosed Dual Agent may disclose any information to either party that the licensee gains that is material to the transaction.

A dual agent may not disclose information that is considered confidential, such as:

- Buyer/Tenant will pay more than the purchase price or lease rate
- Seller/Landlord will accept less than the asking price or lease rate

MISSOURI BROKER DISCLOSURE FORM PAGE 2

- Either party will agree to financing terms other than those offered
- Motivating factors for any person buying, selling or leasing the property
- Terms of any prior offers or counter offers made by any party.

Designated Agent

Acts as your specific agent, whether you are a buyer or tenant, or seller or landlord. When the broker makes this appointment, the other real estate licensees in the company do not represent you.

There are two exceptions with both resulting in dual agency or transaction brokerage:

1. The agent representing you as a buyer or tenant is also the agent who listed the property you may want to buy or lease.
2. The supervising broker of two designated agents becomes involved in the transaction.

Transaction Broker

Does not represent either party, therefore, does not advocate the interest of either party.

A transaction broker is responsible for performing the following:

- Protect the confidences of both parties
- Exercise reasonable skill and care
- Present all written offers in a timely manner
- Keep the parties fully informed
- Account for all money and property received
- Assist the parties in complying with the terms and conditions of the contract
- Disclose to each party of the transaction any adverse material facts known by the licensee
- Suggest that the parties obtain expert advice.

A transaction broker shall not disclose:

- Buyer/Tenant will pay more than the purchase or lease price
- Seller/Landlord will accept less than the asking or lease price
- Motivating factors of the parties
- Seller/Buyer will accept financing terms other than those offered.

A transaction broker has no duty to:

- Conduct an independent inspection of, or discover any defects in, the property for the benefit of either party
- Conduct an independent investigation of the buyer's financial condition.

Other Agency Relationships

Missouri law does not prohibit written agency agreements which provide for duties exceeding that of a limited agent described in this pamphlet.

This brokerage authorizes the following relationships:

- Seller's Limited Agent
- Landlord's Limited Agent
- Buyer's Limited Agent
- Tenant's Limited Agent
- Sub-Agent
- Disclosed Dual Agent
- Designated Agent
- Transaction Broker
- Other Agency Relationship

Broker or Entity Name and Address

Realty Exchange
2203 S Big Bend Blvd
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St Louis MO 63117