

INVESTMENT PROPERTY GROUP

Investment Real Estate

RELEVANT UPDATES AND COMMENTARY FOR THE RESIDENTIAL INCOME PROPERTY MARKET

INSIDE

NEW INVESTMENT OPPORTUNITIES

35 - UNITS
LA HABRA, CA

17 - UNITS
LONG BEACH, CA

16 - UNITS
WESTMINSTER, CA

16 - UNITS
LONG BEACH, CA

10 - UNITS
BELLFLOWER, CA

10 - UNITS
HUNTINGTON BEACH, CA

8 - UNITS
WHITTIER, CA

INVESTMENT PROPERTY GROUP'S RECENT CLOSINGS

24 - UNITS
GARDEN GROVE, CA

10 - UNITS
SANTA ANA, CA

12 - UNITS
BUENA PARK, CA

29 - UNITS
NORWALK, CA

45 - UNITS
FULLERTON, CA

22 - UNITS
LA HABRA, CA

CALL TODAY FOR A FREE PROPERTY EVALUATION

949.756.3232

45 UNITS, GILBERT STREET, FULLERTON: IPG CLOSES ESCROW ON 3 YEAR RECEIVERSHIP CONTROLLED PARKIN GARDENS



See Inside For Details!

CURRENT LISTINGS

16-Units in Westminster



10-Units in Huntington Beach



JUST LISTED!



35-Units in La Habra



16+2-Units in Long Beach

Current Listings



35 - UNITS IN LA HABRA

Il Napoli is a lushly landscaped, well maintained apartment community. The complex features gated entry, covered parking, building owned laundry and a gated pool. The building is comprised of mostly large 2bedroom/1bath and 2bedroom/1.5 bath townhome style apartments. All units have gas forced air heating and central air conditioning. Most have patios or balconies and a few offer large yards. This property has been owned by the same family since construction and is being offered to the marketplace for the first time. Please contact James Forootan or Chris Keramati.



17 - UNITS IN LONG BEACH

The 7th Street Apartments is a well maintained apartment property located on the major thoroughfare of 7th Street in Long Beach. The property has seen many upgrades throughout including granite countertops, hardwood floors and more. There is a lush courtyard with a historic feel for the tenants. Seller is motivated! Please contact James Forootan or Chris Keramati for details.



16 - UNITS IN WESTMINSTER

The Westminster Property is a well located, nicely appointed apartment property set in a high demand rental area. Its attractive mix of large units, individual utility metering, basic property amenities, 2:1 parking ratio, and centralized location within Orange County will ensure its desirability to tenants and investors alike for many years to come. Call Mike Cagner for details.



10 - UNITS IN HUNTINGTON BEACH

This well maintained building is in a prime rental location of Huntington Beach just off of the 405 freeway and Beach Blvd. The property boasts an excellent unit mix of large 2 & 3 bedroom townhome units with garage parking. The original owners are now offering this pride of ownership building to the market for the first time. Call Gary Tolfa for details.



16 - UNITS IN LONG BEACH

The Pine Avenue Apartments is a unique opportunity to own a multi-residential property in the heart of the historic downtown Long Beach redevelopment corridor. The property is well maintained and boasts an architectural style of the early 1900's. The property consists of 16 apartment units along with two ground level retail spaces that benefit from the foot traffic in the area. Seller is motivated. Please contact James Forootan for details.



10 - UNITS IN BELLFLOWER

The Flower Street apartments is a well maintained 10 unit apartment property comprised of four buildings sitting on a 15,000+ square foot lot. The building has been under the same ownership for almost 30 years. Current rents are well below market. Prospective owner can immediately realize upside in rents. Please contact Chris Keramati for details.

1031 EXCHANGE MORE VIABLE

Due to the pending capital gains tax (CGT) increases, it is already becoming apparent that investors will take a serious look at a 1031 exchange. Investment Property Group emphasizes these types of tax-shielding trades and has several properties in various stages of a 1031. Whereas the single most common objective is sell high and buy low, with today's soft economy causing higher vacancies and lower rents, there are opportunities being created for owners with significant equity in their long held properties. IPG can present a very compelling case why trading in today's "down" market will build wealth over the next real estate cycle.

The "Bush Tax Cuts" will expire on January 1, 2011. Along with the ordinary income tax rate increasing from 35% to 39.5% and tax on stock dividends increasing from 15% to 30%, the capital gains tax rate will increase from 15% to 20%. It is also likely that an additional 3-4% tax will be added to the CGT due to the recently passed national health care plan. ■

45 UNITS, GILBERT ST., FULLERTON

Gary Tolfa of IPG represented the Seller and Buyer in closing one of the most difficult and complicated transactions in 23 years of brokerage. Parkin Gardens Apartments, located at 1201 S. Gilbert Street in Fullerton, was ordered into receivership control almost 3 years ago after multiple city code violations, which eventually led to multiple tenant initiated lawsuits against the owners. The lawsuits were eventually settled, but it took almost 2 years for the receiver to complete all the city required repairs in order for Fullerton to issue a formal Certificate of Compliance. It wasn't until that time that the receiver was to begin to evict many non-paying residents, one of which had not paid rent in over 17 months. Other residents paid when they felt it appropriate as they did not have sufficient income to afford an apartment.

The combination of these issues, along with the overall reputation of the property, caused many lenders to decline when potential investors inquired about new financing. In order to help solve the financing problem, IPG convinced the receiver to hire new professional management company. A buyer with considerable experience turning around problem properties was procured and an agreement was crafted requiring the

eviction of approximately 14 tenants during the escrow period. Progress was monitored weekly between the newly hired management company, Beach Front Properties of Long Beach, and the Buyer. By the close of escrow, all of the non-paying tenants were evicted, leaving several vacancies that were in the process of being put in a rent-ready condition and re-rented to qualified tenants. The Buyer's financial strength enabled them to procure financing and close escrow with a 17% vacancy factor. The new owner, who owns many other properties in the area, has earmarked over \$300,000 to rehabilitate the property. Once completed, there is no doubt that past history will be totally erased and the 'yet to be renamed' 45-unit townhome property will again be a wonderful community for its residents. ■

RECENT SALES BY: INVESTMENT PROPERTY GROUP



22 - UNITS • LA HABRA

- Mix of 1, 2 & 3 BR Units
- Pool Area
- Ceiling Fans



12 - UNITS • BUENA PARK

- 2 & 3 BR Units
- Carport Parking w/Storage
- Well Maintained



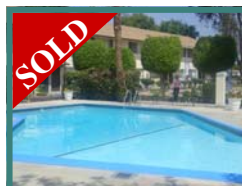
10 - UNITS • SANTA ANA

- Mostly 1 BR Units
- Individual Hot Water Heaters
- Washer & Dryer Hookups



24 - UNITS • GARDEN GROVE

- All 2 BR/2 BA Units
- Gated Community
- Walk-in Closets



45 - UNITS • FULLERTON

- 2 & 3 BR Units
- Pool & Recreation Room
- Court Ordered Sale

FOR ADDITIONAL INFORMATION ON THE ABOVE SALES PLEASE CONTACT GARY TOLFA, MICHAEL CAVNER, CHRIS KERAMATI OR JAMES FOROOTAN WITH INVESTMENT PROPERTY GROUP.

INVESTMENT PROPERTY GROUP

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OVER \$750,000,000 IN CLOSED ESCROW SALES

Return Service Requested

STANDARD MAIL
AUTO-PRSR
SANTA ANA, CA
PERMIT # 4833

NEW EXCLUSIVE LISTINGS ENCLOSED!

INVESTMENT PROPERTY GROUP

Investment Real Estate

New Investment Opportunities!



16-Units
Westminster



35-Units
La Habra



10-Units
Huntington Beach

EXPERIENCE

PROFESSIONALISM

RESULTS