

# 6<sup>TH</sup> AVENUE SUITES

3020 S 6th Avenue  
Tucson, Arizona 85713



**BROKER OPINION OF VALUE**

WILL XANDER (602) 327-0904 [will.xander@orionprop.com](mailto:will.xander@orionprop.com)

**ORION**  
INVESTMENT REAL ESTATE

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All materials and information received or derived from ORION Investment Real Estate its directors, officers, agents, advisors, affiliates and/or any third-party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance, or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or all other matters.

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*EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.*

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third-party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. ORION Investment Real Estate makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. ORION Investment Real Estate does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants, and governmental agencies. All properties and services are marketed by ORION Investment Real Estate in compliance with all applicable fair housing and equal opportunity laws.

## DISCLAIMER

# 6TH AVENUE SUITES

3020 S 6th Avenue - Tucson, Arizona 85713

## BROKER OPINION OF VALUE:

The following broker opinion of value is a free assessment of your property based on similar properties within the area, accurate demographics and unique details about your property's selling potential.

ORION Investment Real Estate is a top three brokerage firm in Arizona. We are confident we can maximize your profit and sell your property quickly using our real estate software & analytics, our experienced marketing team and our network of over 30+ brokers who are highly connected to investors, brokers and buyers throughout the state of Arizona.

Contact us today with any questions regarding this assessment or if you would like to work with ORION to sell your property!

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Mobile Phone: **(602) 327-0904**  
**[will.xander@orionprop.com](mailto:will.xander@orionprop.com)**



# 01

## PROPERTY OVERVIEW



## SUBMARKET OVERVIEW

The South Park Submarket is located in the central part of the South Tucson District. South Tucson, is a 1.2-square-mile city. It's known for its unique cultural character, Mexican restaurants, and colorful tile murals. South Tucson falls within HUD's Empowerment Zone and Tucson Pima Enterprise Zone, aiming to revitalize urban areas, and is also recognized as a rural 'Colonia' by the USDA. It's governed by a Mayor, Six Council Members, and a City Manager, with a mix of full-time and volunteer personnel in its police and fire departments, and hosts over 300 businesses.

## 6th Avenue Suites

3020 S 6th Avenue, Tucson, Arizona 85713

Unit Count:	90 Units
Year Built:	1974
Lot Size:	1.78 Acres (77,524 SF)
Parcel/APN:	119-01-049F
Construction:	Masonry

## PROPERTY OVERVIEW

Introducing the **Sixth Avenue Suites** - an excellent investment opportunity in the South Park Submarket in Tucson Arizona. This 90-unit multifamily community consists of 89 Studio units and one two bedroom unit. The property consists of seven buildings that are entirely gated, featuring a large office and it sits on a big piece of land. The opportunity is ideal for investors looking to own a sizable footprint in a growing part of Tucson, Arizona.

# ABOUT TUCSON, ARIZONA

South Tucson is a 1.2-square-mile city known for its unique cultural character, Mexican restaurants, and colorful tile murals. Its growing and appealing culture is attracting the attention of investors exploring opportunities in Arizona.

**6th Avenue Suites** has substantial value & potential for buyers and is an excellent redevelopment opportunity in the heart of Tucson. ORION Investment Real Estate would like to guide you through the selling process by marketing your property with our experienced marketing team and agents who know how to maximize your profit.



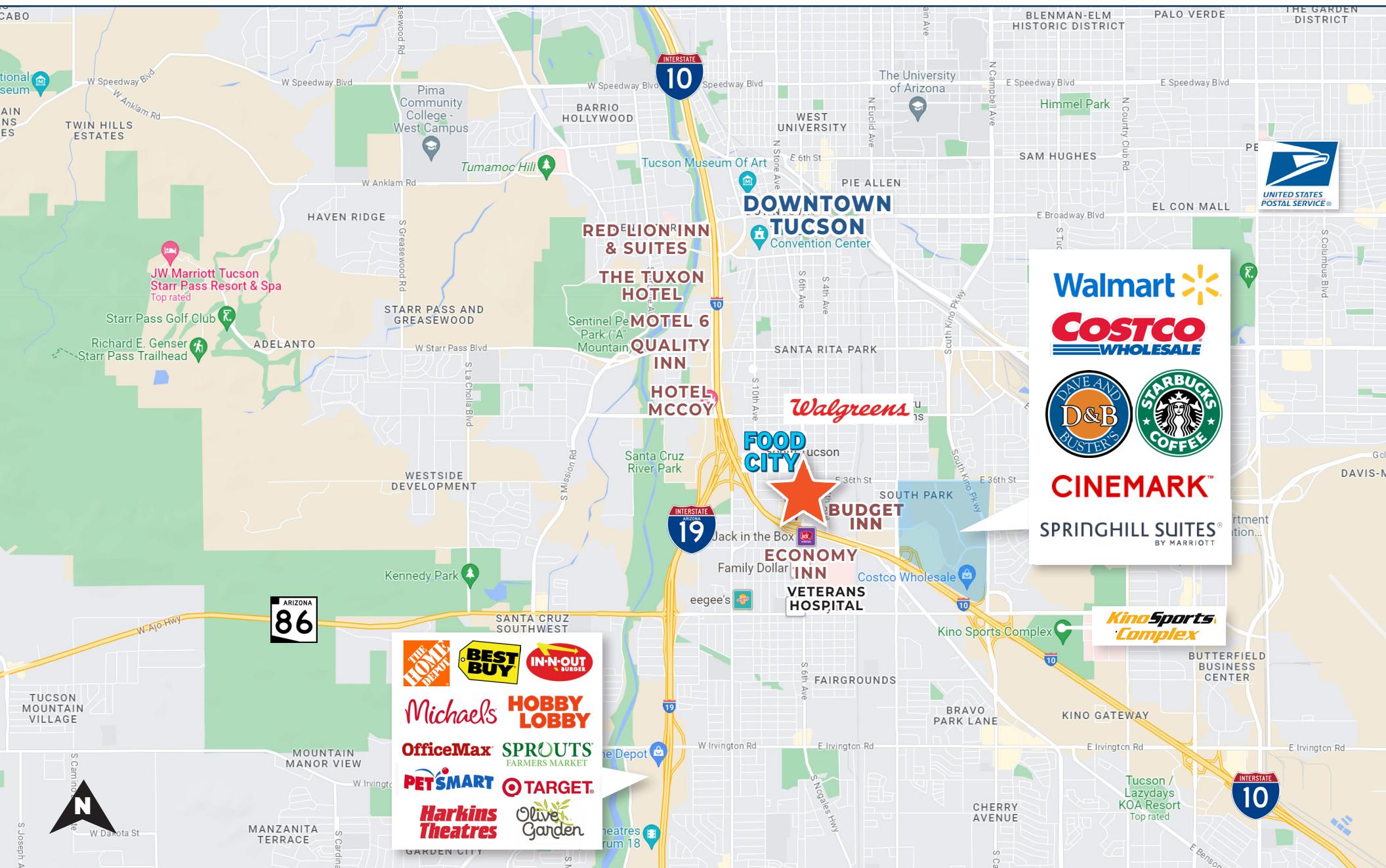
## PROPERTY OVERVIEW:

# TUCSON VICINITY MAP

6th Avenue Suites

3020 S 6th Avenue

Tucson, Arizona 85713



## PROPERTY OVERVIEW:

# TUCSON VICINITY MAP

6th Avenue Suites

3020 S 6th Avenue

Tucson, Arizona 85713



# 02

## MARKET COMPARABLES

# RENT COMPARABLES

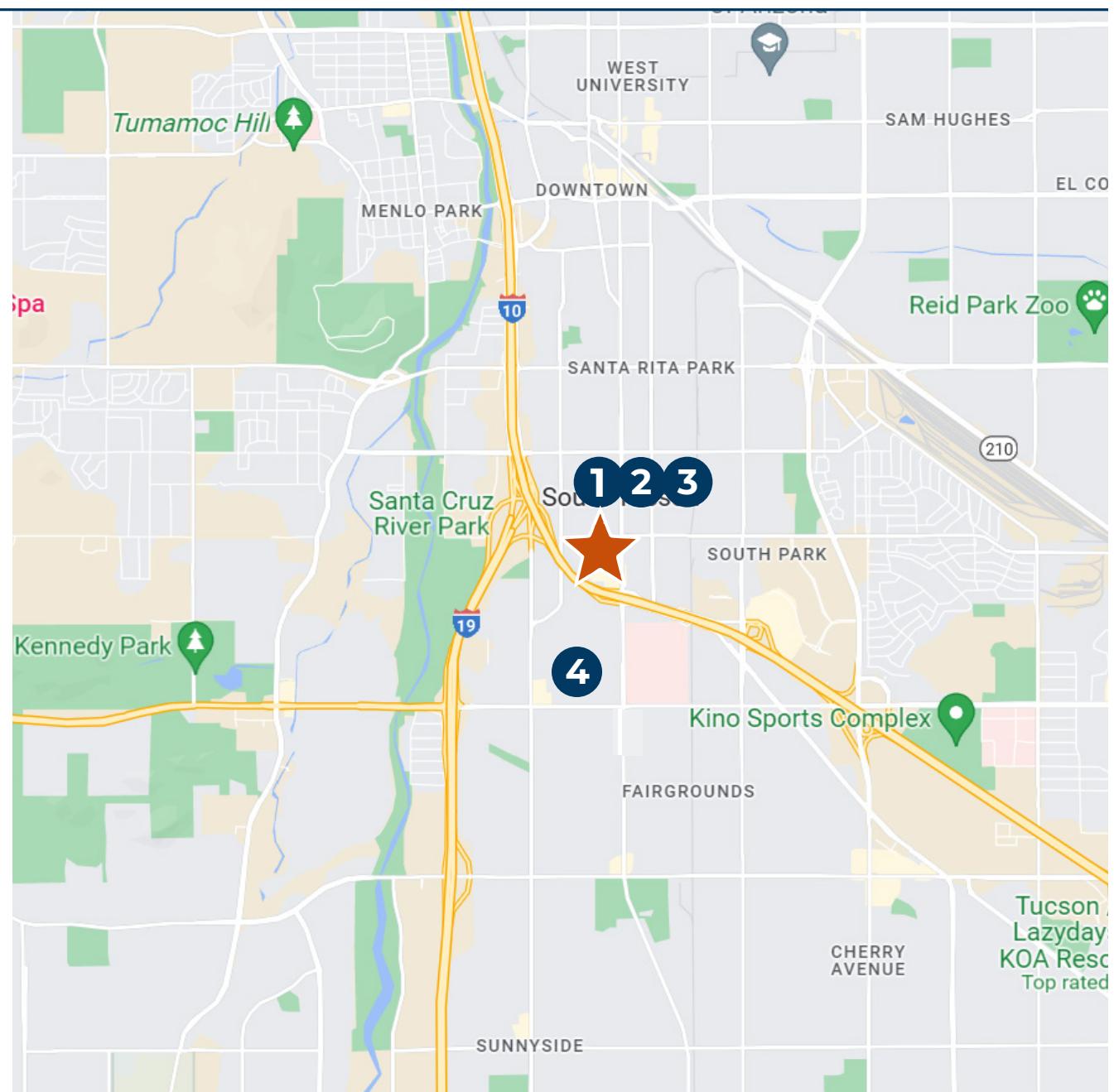
**1** 2216 S. 6TH AVENUE  
Tucson, Arizona 85713

**2** 120 E. 33RD STREET  
Tucson, Arizona 85713

**3** 234 E. 32ND STREET  
Tucson, Arizona 85713

**4** 3668 S. BELMAR AVENUE  
Tucson, Arizona 85712

**6TH AVENUE SUITES**  
3020 S. 6th Avenue  
Tucson, Arizona 85713



Market Comparables:

# RENT COMPARABLES

6th Avenue Suites

3020 S 6th Avenue

Tucson, Arizona 85713

PROPERTY PHOTO	PROPERTY NAME:	UNITS:	YEAR BUILT:	AVG. UNIT SF:	STUDIO	AVG RENT/SF:
	<b>2216 S. 6th Avenue</b> Tucson, Arizona 85714	2	1955	394	\$850.00	\$2.16
	<b>120 E. 33RD STREET</b> Tucson, Arizona 85713	10	1950	277	\$595.00	\$2.15
	<b>234 E. 32nd Street</b> Tucson, Arizona 85712	20	N/A	400	\$700.00	\$1.75
	<b>3668 S. Belmar Avenue</b> Tucson, Arizona 85712	10	1950	450	\$795.00	\$1.77
<b>AVERAGES:</b>		<b>10.5</b>	<b>1951.67</b>	<b>\$380.25</b>	<b>\$735.00</b>	<b>\$1.96</b>
<b>6th Avenue Suites: 3020 S. 6th Avenue</b>		<b>90</b>	<b>1974</b>	<b>355</b>	<b>\$733.00</b>	<b>\$2.07</b>

- When performing an extensive submarket rent comparable analysis on five comparable properties the average rent per square foot in the submarket for Studio units is currently \$1.96.
- The existing rental income for the subject property exceeds the market average when evaluated using the price per square foot method, resulting in limited potential for added value. Consequently, this reduces the opportunity to refurbish the property and align the rents with the market rate. The most likely outcome would be for the buyer to maintain their engagement with Section 8.

Market Comparables:

# SALES COMPARABLES

## SOLD IN 2023:

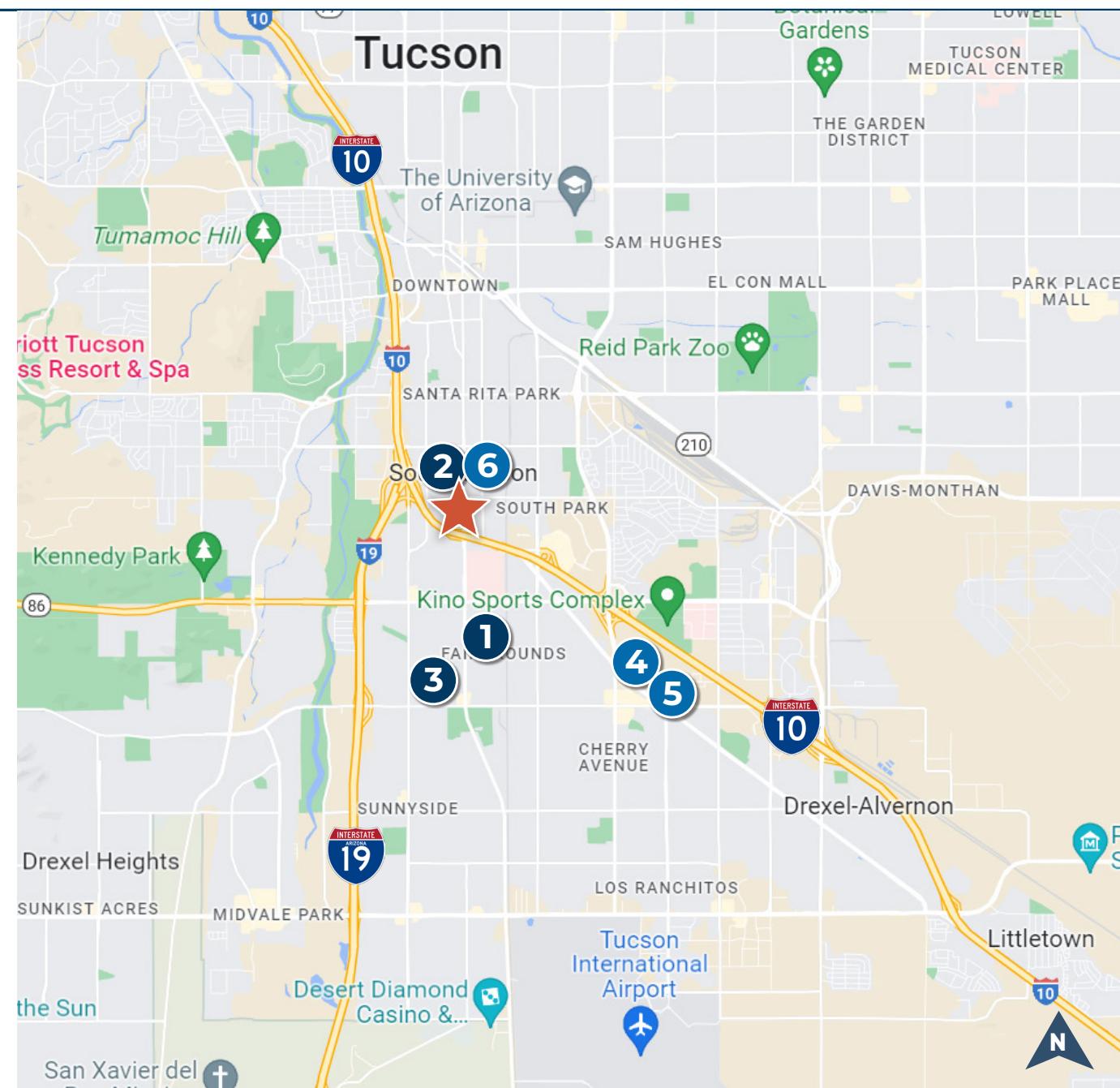
- 1** **4544 S. 5TH AVENUE**  
Tucson, Arizona 85714
- 2** **115-119 E. 33RD STREET**  
Tucson, Arizona 85713
- 3** **329-331 W. KENTUCKY STREET**  
Tucson, Arizona 85714

## ON MARKET:

- 4** **2015 E. BENSON HIGHWAY**  
Tucson, Arizona 85714
- 5** **2027 E. BENSON HIGHWAY**  
Tucson, Arizona 85714
- 6** **228 E. 32ND STREET**  
Tucson, Arizona 85713

**6TH AVENUE SUITES**  
3020 S. 6th Avenue  
Tucson, Arizona 85714

**6th Avenue Suites**  
3020 S 6th Avenue  
Tucson, Arizona 85713



Market Comparables:

# SALES COMPARABLES

1 **4544 S. 5TH AVENUE**  
Tucson, Arizona 85714



Sold Date: 05/25/2023

Property Name: N/A

Sale Price: \$1,000,000

Price Per Unit: \$90,909

Unit Count: 11

Avg Unit SF: 466

Year Built: 1959

2 **115-119 E. 33RD STREET**  
Tucson, Arizona 85713



Sold Date: 05/19/2023

Property Name: N/A

Sale Price: \$700,000

Price Per Unit: \$87,500

Unit Count: 8

Avg Unit SF: 500

Year Built: 1963

3 **329-331 W. KENTUCKY STREET**  
Tucson, Arizona 85714



Sold Date: 04/07/2023

Property Name: N/A

Sale Price: \$810,000

Price Per Unit: \$54,000

Unit Count: 15

Avg Unit SF: 439

Year Built: 1959

Average:	Year Built	Unit Count	Avg. Unit SF	Price / Unit	Sale Price	Sold Date	ORION INVESTMENT REAL ESTATE
	1960	11	468	\$77,469.67	\$836,667	5/7/2023	
Subject Property:	1974	90	355	TBD	TBD	N/A	

Market Comparables:

# Properties Currently on the Market

## 4 2015 E. BENSON HIGHWAY

Tucson, Arizona 85714



Year Built: 1955

Unit Count: 10

Avg Unit SF: 435

Price Per Unit: \$82,600.00

CAP Rate: 7.45%

Days on Market: 188

Average:

Year Built

Unit Count

Avg. Unit SF

Price / Unit

CAP Rate

Days on Market

1957

17

416

\$72,308

8.80%

127

Subject Property:

1974

90

355

TBD

TBD

N/A

## 5 2027 E. BENSON HIGHWAY

Tucson, Arizona 85714



Year Built: 1957

Unit Count: 13

Avg Unit SF: 400

Price Per Unit: \$82,600.00

CAP Rate: 7.45%

Days on Market: 188

## 6 228 E. 32ND STREET

Tucson, Arizona 85713



Year Built: 1958

Unit Count: 29

Avg Unit SF: 412

Price Per Unit: \$51,724.00

CAP Rate: 11.50%

Days on Market: 4



Market Comparables:

# Properties Under Contract

**1 3668 S. BELMAR AVENUE**  
Tucson, Arizona 85713



Year Built: 1950

Unit Count: 10

Avg Unit SF: 528

Price Per Unit: \$92,500.00

CAP Rate: 6.48%

Days on Market: 41

**2 2307-2309 S. 4TH AVENUE**  
Tucson, Arizona 85714



Year Built: 1949

Unit Count: 5

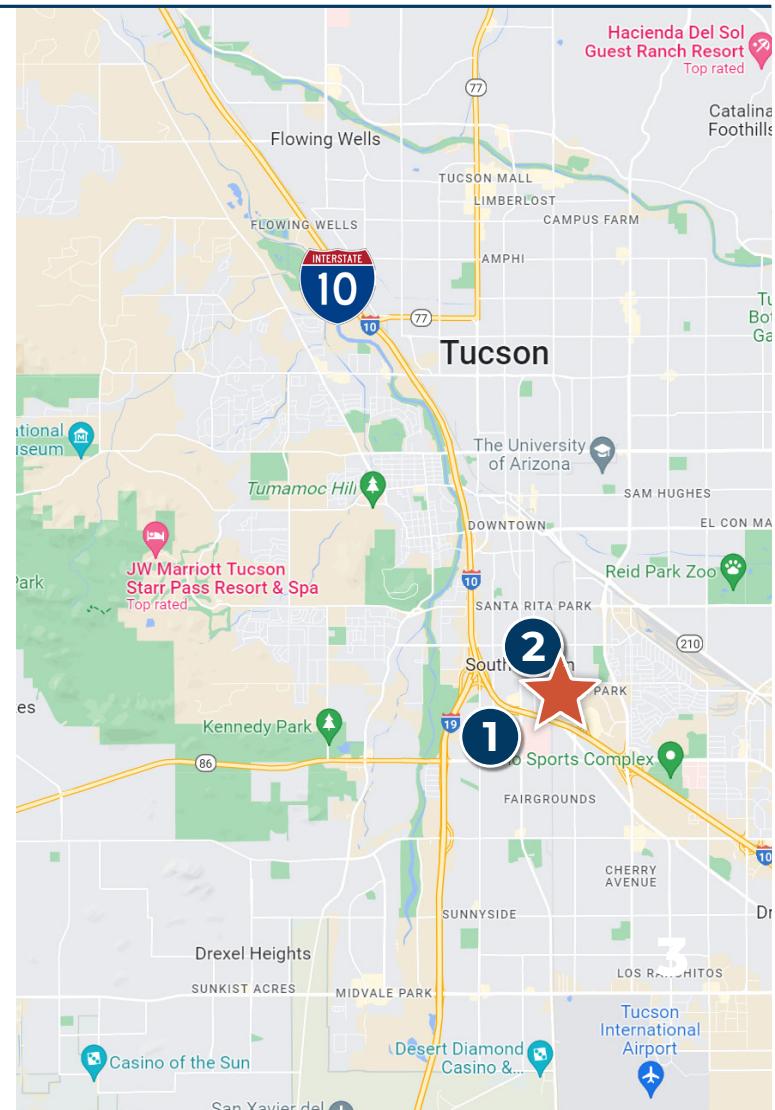
Avg Unit SF: 442

Price Per Unit: \$119,800.00

CAP Rate: 8.68%

Days on Market: 52

**6th Avenue Suites**  
3020 S 6th Avenue  
Tucson, Arizona 85713



Average:	Year Built	Unit Count	Avg. Unit SF	Price / Unit	CAP Rate	Days on Market
	<b>1949.5</b>	<b>7.5</b>	<b>485</b>	<b>\$106,150</b>	<b>7.67%</b>	<b>46.5</b>
Subject Property:	1974	90	355	TBD	TBD	N/A

**ORION**  
INVESTMENT REAL ESTATE

# 03

## BROKER OPINION OF VALUE

**In the second quarter of 2023, the Tucson multifamily market showed mixed results. Rents went up, but the vacancy rate hit a new high of 8.1%, marking a 230 basis point increase compared to the previous year.**

Rent growth, which had been stable, accelerated, with a 1.6% increase to \$1,182 per month in the second quarter, and a 2% rise over the past year.

However, multifamily sales activity remained slow, with only a few transactions in the past six months. Most properties are selling with cap rates ranging from 5.75% to 6.25%. Additionally, development activity remained robust, with 584 units delivered in 2023 so far.

- Cap rates have been continuously rising, with many investors underwriting at a 6% cap rate or higher.
- At a 6% cap rate based on the T8 annualized NOI (NOI: \$576,695) the property value would be \$9,611,583. Debt quotes range currently in the high 6% to low 7% range.
- Investors and Lenders are currently underwriting based on in place income which means the value would fall much closer to the current income than pro forma.



# Financial **STRUCTURE ONE:**

With very little supply and strong market demand, I suggest positioning the asset with a list price of \$8,291,816 (\$92,131/unit)

## The Suggested Structure Includes:

**List price:** \$8,291,816

**Trade Range (based off the current NOI):** \$497,509

- Low:** \$6,218,863 (69,098/unit) (8.00% cap rate)
- Medium:** \$7,653,985 (\$85,044/unit) (6.50% cap rate)
- High:** : \$8,291,816 (\$92,131/unit) (6.00% cap rate)



# Financial STRUCTURE TWO:

Another possible structure for the sale of Spanish Trail could be seller financing. By selling the property with seller financing you would be able to receive a higher purchase price and more money from the total interest paid.

## The Suggested Structure Includes:

We propose selling the property with seller financing, offering a purchase price of \$10,000,000.

**List price:** \$10,000,000

**Down payment:** 30% (\$3,000,000)

**Interest Rate:** 4% (\$280,000 annually)

**Term:** 5-15 years

**Amortization:** 30 years or interest only with a balloon payment at the end of the term.

**Prepayment penalty:** 2% of the loan amount in the first five years, 1% of the loan balance in the remaining term.

*If you sold the property with Seller financing with the suggested structure above with a seven year term you would collect a total of \$1,960,000 in total interest.*

**\$23,333.33**

Interest Only Payment

**\$7,023,333.33**

Principal & Interest Payment  
(Starting Jan 2031)

**\$8,959,999.72**

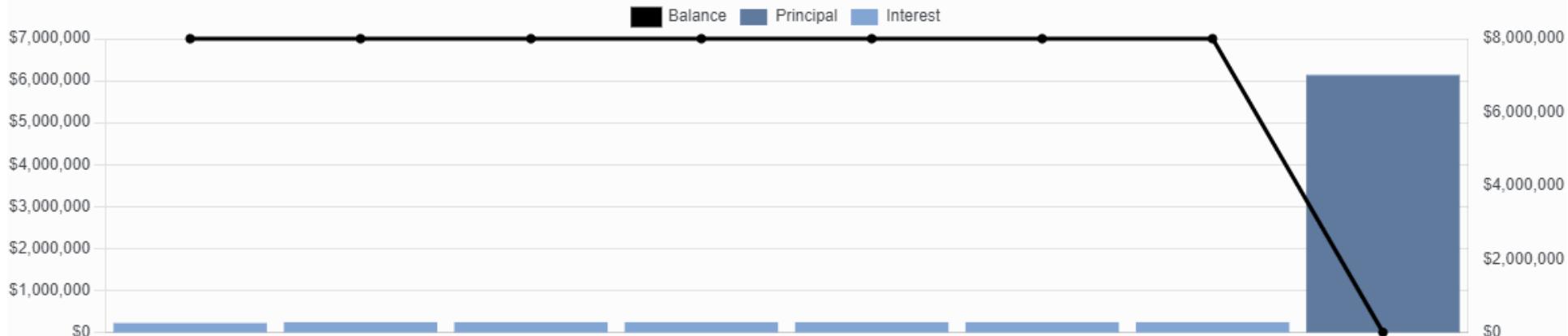
Over 84 Payments

**\$1,959,999.72**

Total Interest

**Jan 2031**

Pay-off Date



## *Potential Buyers:*

- Potential Buyer: Enthusiastic about the neighborhood and building, experienced, familiar with the area, and recognizes the long-term potential of the South Park Submarket.
- Buyer options: Seller financing, cash purchase, or 1031 exchange.

## *Selling points:*

- Growing location
- Close to the VA hospital
- Large piece of land
- Operational and construction Value add opportunities
- Pride of ownership
- Seller financing
- Creative financing expands the Buyer pool, leading to more opportunities.



# Long term considerations of why now is the time to sell.

**Market Conditions:** Currently, the market is experiencing low inventory but high demand. However, this situation is expected to change over the next few years. Inventory is projected to increase as loans begin to mature and new apartments become available for sale or rent. This will likely lead to a rise in the number of properties on the market.

**Property Maintenance:** A building constructed in 1974 requires frequent and expensive maintenance and repairs. This includes tasks like replacing roofs, AC units, plumbing, and addressing electrical issues, among others. The property will continue to demand significant ongoing maintenance to keep it in good condition.

**Interest Rates:** Interest rates are currently at their highest in over fifteen years. The Federal Reserve has indicated the possibility of two more rate increases by the end of this year. According to CME Group, there is a 11.7% chance of a 25 bps rate hike in November, and if not in November, there is a 24% chance in December.



# MARKETING TIMELINE

6th Avenue Suites

3020 S 6th Avenue

Tucson, Arizona 85713

ON MARKET				
10-DAY LEAD	DAYS 1-15	DAYS 16-30	DAYS 31-60	DAYS 61-120
<ul style="list-style-type: none"> <li>• Produce Offering Memorandum</li> <li>• Produce Flyers</li> <li>• Client Review and Approval of All Materials</li> <li>• Creation of Targeted Buyer List</li> <li>• Lender Evaluation</li> <li>• Source Term Sheets in Capital Market</li> </ul>	<ul style="list-style-type: none"> <li>• Activate Listing in CoStar, LoopNet, CREXi, to Instantly Match Prospective Buyers and Investment Professionals with Your Property</li> <li>• Present Property at Local Sales Meetings</li> <li>• Personally Contact Targeted Buyers: Private, Hybrid, and Institutional</li> <li>• Source Term Sheets in Capital Markets</li> <li>• Personally Conduct Property Tours</li> <li>• Lender Evaluation Send Strategic Property</li> <li>• E-Campaign to Prospective Buyers and Investment Professionals</li> </ul>	<ul style="list-style-type: none"> <li>• Executive E-Campaign to Qualified Private Buyer Pool</li> <li>• Present Property on National Product Specialty Group Investor Call and Regional Calls</li> <li>• Actively Advertise Across Multiple Platforms</li> <li>• Execute Targeted Print Campaign</li> </ul>	<ul style="list-style-type: none"> <li>• Aggregate and Field All Offers</li> <li>• Qualify and Refine Buyer Pool</li> <li>• Provide Access to All Due Diligence to Mitigate Re-trade, Legal Delays, etc</li> </ul>	<ul style="list-style-type: none"> <li>• Coordinate Escrow Process</li> <li>• Conduct Property Inspection</li> <li>• Leverage Buyer to Open Escrow Non-Contingent</li> <li>• <b>Close Escrow</b></li> </ul>



04+

## ABOUT ORION INVESTMENT REAL ESTATE



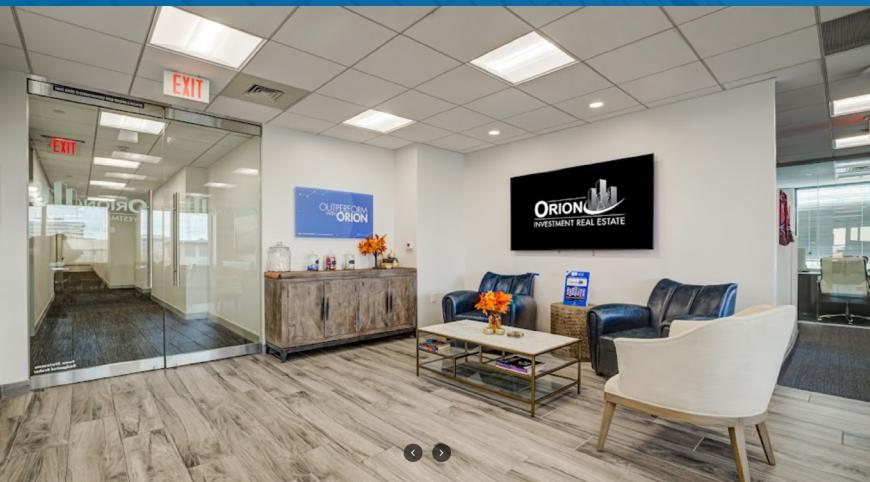


**ORION Investment Real Estate**  
Scottsdale Fashion Square Office Building  
7150 East Camelback Road | Suite 425  
Scottsdale, Arizona 85251

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ORION Investment Real Estate is a leading full-service brokerage firm based in the Southwestern United States that was founded in 2009. After several years of continued growth and success, and more than a billion dollar track record, The ORION team provides best-in-class service to the commercial real estate community. With an extensive knowledge of the market and properties, ORION uses a tailored marketing and structured approach to each client to unlock the potential of every deal. ORION continually outperforms its competition and delivers unprecedented value to our clients.

We are continuously striving toward simplifying the acquisition and disposition process while keeping you, as our client, completely informed. We are able to provide you with real-time updates of the marketing of your property and feedback from all interested parties. By keeping owners informed, our clients can take comfort that no stone is being left unturned. Confident that your property is reaching the desks of all major buyers and brokers, and that proper follow up by your agent is occurring, you can rest assured that your property will be sold to meet your goals. Whether it is an expedited sales process or top of market pricing... Marketing and Exposure is of paramount importance. The principals of ORION have been responsible for breaking record price per square foot thresholds time and again and have closed multi-million dollar transactions in as little as 3 business days. Our results are directly related to our commitment to marketing, communication, and cooperation with the entire Investment and Brokerage Community. All marketing, including digital media, is performed in-house.



**ORION INVESTMENT REAL ESTATE**  
Scottsdale Fashion Square Office Building  
7150 East Camelback Road | Suite 425  
Scottsdale, Arizona 85251



## THE HISTORY

- Client Success Defines ORION
- 10 Consecutive Years of Growth
- Billion Dollar Track Record Across all Property Types



## THE PHILOSOPHY

- Consistent and Persistent Outreach
- Not just a Brokerage Firm...a Marketing Firm



## THE COMMUNICATION

- Resources and Responsiveness
- An informed Client is our Responsibility



## THE INSIDE APPROACH

- Collaboration and Cohesion
- Collaborative Process/Cross Property Types



## THE OUTSIDE APPROACH

- Cooperation and Approachability
- 24 Hour Accessibility by the Marketplace  
*(Accessibility by the Market More Important than Access to the Market)*



## THE GOAL

- Exposure vs. Enrichment
- Market Setters vs. Market Facilitators

## THE RESULT:

**RECORD PRICING**



## WILL XANDER

*Senior Associate*

**Mobile Phone: (602) 327-0904**

**[will.xander@orionprop.com](mailto:will.xander@orionprop.com)**

**Introducing Will Xander:** A vibrant and accomplished young professional in the realm of real estate, specializing in the Multifamily sector. With a lifelong immersion in the industry, Will's journey is fueled by unbridled enthusiasm, determination, and a seasoned expertise that sets him apart.

Having orchestrated an impressive \$50,000,000 in transaction volume over his career, Will is a testament to excellence and proficiency in navigating the intricate landscape of real estate. What truly distinguishes him, however, is his unwavering dedication to forging genuine relationships within the advisory space. Beyond transactions, Will nurtures connections rooted in trust and respect, reshaping the client-agent dynamic.

Central to Will's ethos is infusing sincerity into every opportunity he encounters. Each project becomes a canvas on which he paints his passion, investing not just his skillset, but his heart and soul. This level of commitment propels him to approach transactions with an unparalleled intensity, often pouring in the dedication required to elevate them from ordinary to extraordinary.

In an industry renowned for its complexities, Will Xander thrives by blending tenacity and finesse, making him a remarkable navigator of real estate intricacies. Stemming from a heritage steeped in real estate exposure, his journey radiates innovation, achievement, and an unwavering commitment to manifesting clients' visions.

Whether you're delving into the Multifamily market or seeking a dedicated professional to champion your aspirations, Will Xander encapsulates the essence of youthful zeal, seasoned proficiency, and an unwavering commitment to shaping triumphs in real estate.

# DIRECT MARKETING CAMPAIGNS



ORION maintains one of the largest private databases of real estate investors and brokers, containing **more than 55,000 email addresses**. In addition to targeted direct marketing, ORION captivates daily readership of industry professionals through our **“Daily Top 5” News Bulletin**.

## DAILY TOP 5

RELEVANT NEWS IN REAL TIME

**US Apartment Sales Outpace Last Year Despite Higher Interest Rates**  
U.S. apartment sales during the past nine months have outpaced last year but some analysts say it could fall short in the fourth quarter of reaching 2021's record level. Apartment sales volume totaled \$174.4 billion through the end of September, led by a record second quarter of nearly [...»](#)

**Nike Could be Opening a Store at Tempe Marketplace**  
Global athletic retailer Nike Inc. (NYSE: NKE) is linked to a space under construction at Tempe Marketplace. The city of Tempe issued two building permits titled "Nike @ Tempe Marketplace" on Sept. 2. The permits are both for commercial addition/alteration work at [...»](#)

**Recently Renovated South Phoenix Apartment Complex Trades for \$22.3 Million**  
A local multifamily investment firm that typically buys and renovates older apartments just scooped up a 128-unit property in a gentrifying South Phoenix neighborhood. Gudi Real Estate Investments, based in Phoenix, paid \$22.3 million, or \$175,600 per unit, to buy the [...»](#)

**Apartment Absorption Returns to Pre-Pandemic Norms as Migration Slows**  
Slowing migration patterns in some markets is among the factors Yardi Matrix found that led multifamily absorption rates to "return to pre-pandemic norms" as of August. Absorption measured at 223,000 units through the first eight months of 2022. Absorption has flattened or [...»](#)

**Strong Economic Growth Ensures Arizona in 2023 to Have Nation's Lowest Flat Tax**  
Arizona's state income tax rate beginning January 1, 2023 will be a flat 2.5%, one year earlier than originally anticipated. Gov. Doug Ducey announced the news in a statement last Thursday. "It's time to deliver lasting tax relief to Arizona families and small businesses so they can [...»](#)

**METRO MEDICAL PLAZA**  
3201 West Pearla Avenue | Phoenix, AZ

- Anchored by SimonMed, Stamp Medical and Above & Beyond Physical Therapy
- Adjacent to Major Metro Center Redevelopment and Light Rail Extension
- Ideally Located Between Banner Thunderbird Medical Center and Honor Health John C. Lincoln Medical Center
- Motivated Landlord with Generous Tenant Improvement Allowance Available



**UNDER NEW OWNERSHIP HELIX**

**Please Contact for More Information:**  
**MARINA HAMMERSMITH**  
**(480) 530-0993**  
**[marina.hammersmith@orionprop.com](mailto:marina.hammersmith@orionprop.com)**

In an effort to keep our clients and colleagues informed about the Phoenix commercial real estate market we send out a daily email with the "Top 5" news stories that affect you. Each day we will sort through various industry publications and local news sources and narrow down the top local articles that matter to the Arizona commercial real estate investor.

For more information from an ORION representative, please contact 480.634.6934 or email [info@ORIONprop.com](mailto:info@ORIONprop.com)

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**ORION**  
INVESTMENT REAL ESTATE

**CAYA**  
A Fully Renovated Apartment Home Community Located in the Heart of Uptown Phoenix  
929 East Bethany Home Road Phoenix, AZ 85014

**ORION**  
INVESTMENT REAL ESTATE

**OFFERING PRICE:** \$7,800,000

**PRICE PER UNIT:** \$325,000

**UNIT COUNT:** 24 Units

**CBA:** 17,562 SF

**YEAR BUILT/RENO:** 1970/2022

**CROSS STREETS:** 7th Street and Bethany Home Road

**TRAFFIC COUNT:** 7th Street: (34,635 VPD)  
Bethany Home Road: (29,930 VPD)

**Sale Highlights:**

- Superb Uptown Phoenix Location
- Fresh Gut & Remodel Renovation With Over \$23,000/Unit Spent
- All Apartment Homes Have Ensuite Washers & Dryers And Individually Roof-mounted AC Units
- Newly Paved and Covered Parking Throughout Complex
- Great Mix of 1, 2 and 3 Bedroom Units
- Strong and Stable Income with Numerous Financing Options Available

**CLICK TO VIEW OFFERING MEMORANDUM** 

**Amenities** 

## INDUSTRY WEB COVERAGE

Our team ensures that listed properties are constantly updated and posted on various industry websites, from Loopnet/CoStar to Crexi and Buildout. ORION pays for Loopnet Premium/Silver Coverage for all listings signed.



CoStar Group™



officespace.com



CIMLS

CREXi



BuildingSearch.com



COMMERCIAL CONNECTED Property Campaign



SpaceForLease.com™  
Our name is everywhere!™

# MARKETING APPROACH: PRINT MARKETING EFFORTS



## PRINT MARKETING:

ORION utilizes print advertising at the local periodical level, as well as national media. Targeted postcard mailings may also be implemented.



POSTCARD FRONT

## POSTCARD BACK



Property advertising may be printed in top real estate publications including:



PHOENIX  
**Business  
Journal**

Commercial  
**Executive**<sup>TM</sup>  
Magazine

## We take the **RIGHT APPROACH.**

We cast a wide net. There are more buyers out there than institutional firms focus on.



## INSTITUTIONAL FIRMS

## LET US CONNECT YOU WITH THE **RIGHT BUYERS!**

- Father-Son Duo From Winnipeg
- Multifamily Exchange Buyer
- Hospitality Owner From Bay Area
- Landowner From Texas
- Tucson Engineer
- Utah Ski Resort Owner
- Portfolio Owner
- Established Syndication Group Tic
- Dentist From Yuma
- Mexican Business Leader
- Doctor Group
- Techie Looking To Diversify
- Los Angeles Pharmacist
- Montana Ranching Family Attorney
- Florida Yacht Builder
- Dairy Farmer From Monterey
- Multi-Generational Real Estate Family Partnership
- High Profile Local Retail Owner

- REIT
- PENSION FUND
- INVESTMENT BANK

- INSURANCE CO.
- HEDGE FUND



# THE #3 ARIZONA BROKERAGE FIRM

with 28 Brokers or More



**TOP 50**  
Voted Top 50 Companies to Watch  
AZ|RE Magazine 2013

**TOP 3**

Top 3 Commercial Firms  
Ranking Arizona Four Years Straight

**TOP 25**

Top 25 Largest Commercial Real Estate Firms  
Phoenix Business Journal  
2013-2018

**TOP 50**

Voted Top 50 Companies to Watch  
AZ|RE Magazine 2022

**VOTED #1**

Voted #1 Brokerage Firm  
with 27 Brokers or Fewer  
Ranking Arizona 2021

**TOP 50**

Top 50 Commercial Real Estate Brands in the Nation  
National Real Estate Investment 2018

**VOTED #3**

Voted #3 Brokerage Firm  
with 28 Brokers or More  
Ranking Arizona 2022

# 6<sup>TH</sup> AVENUE SUITES

3020 S 6th Avenue  
Tucson, Arizona 85713

Broker Opinion of  
Property Value



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