



COMMERCIAL ASSET CLASS

Multifamily Apartment Buildings

Presented by Fernando Arencibia Jr



What do investors like about your asset class?

- 1. THEY PROVIDE HOUSING, EVERYBODY NEEDS HOUSING**
- 2. BECAUSE IT IS A UNIVERSAL NEED THERE IS ALWAYS DEMAND**
- 3. IF THE PROPERTY IS MAINTAINED WELL = TENANTS TEND TO STAY MULTIPLE YEARS**



What do Investors look for to evaluate this specific product type?

- RENT ROLL
- CAP RATE
- UNIT MIX
- RENT PER UNIT
- RENT PER SQ. FT.
- PRICE PER DOOR
- PRICE PER SQ. FT.
- ZONING



**What are the
positives of
owning this
asset class?**

- 1. HOUSING IS A UNIVERSAL NEED**
- 2. POPULATION GROWTH &
DEMOGRAPHIC UPSIDE**
- 3. ECONOMIES OF SCALE/LOOSE
TENANT, NOT ENTIRE INCOME**



What are the issues to watch out for when owning this asset class?

1. CAN BE LABOR INTENSIVE
2. EQUAL HOUSING LAWS
3. MANAGING PERSONALITIES AND CURATING THE TENANCY
4. LARGE CAPITAL INVESTMENT



**What to be
aware of
when
brokering
this asset
class?**

**THE ART OF
SHOWINGS/COMPLEXITIES OF
COORDINATING ACCESS**

NON-CONFORMING USE

**NURSING THE TRANSACTION
THROUGH THE DD BECAUSE OF
LACK OF ACCESS TO ALL UNITS
DURING SHOWINGS**



CASE STUDY

1. NORTH MIAMI - OPEN PERMITS

**2. LITTLE HAVANA - PARKING
EASEMENT**



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