



INVESTING IN COMMERCIAL REAL ESTATE

BY



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Skillfully uniting extraordinary properties with
EXTRAORDINARY INVESTORS



As a full-service brokerage, we offer commercial, residential, and investment properties



Maritza Torres RE/MAX Professionals



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Maritza Torres is a successful bilingual broker and ranked in the top 250 Latino brokers in the nation. Fluent in both Spanish and English, Maritza is completely focused on providing her clients with excellent service, she brings over 12 years of successful, award-winning real estate experience to her residential and commercial clients, she earned national recognition for her professionalism and overall client satisfaction.

Maritza is completely focused on providing her clients with exceptional service and assisting them in the real estate transaction from a first-time home buyer to an international investor. She is prepared to use her experience and her finest negotiation skills and global marketing tools RE/MAXs offers to gain results.

Maritza’s knowledge of the Denver metro area and wide-ranging sales and buying experience combine to provide clients with a real estate broker who can manage any size project. She embraces complicated and contingent transactions and has the track record to prove it. She believes there is a solution to every challenge and doesn’t shy away from multi-layer listings or purchases. Her tenacity and tireless work ethic deliver exceptional results for both her Sellers and Buyers.

Maritza cherishes the long-term relationships she shares with her clients and considers each client a blessing and part of her family. Faith plays an important role in Maritza’s real estate approach. For her, it is more than selling a home, She is a big believer in giving back and donates 10% of every commission to churches, mission organizations and charities. “I love the challenge of finding the most lucrative investment opportunities for my clients. I’ve worked with many repeated clients over the last 12 years. I never stop thinking about ways I can help them achieve their goals.

MARITZA TORRES
YOUR REAL ESTATE PROFESSIONAL



MINDSET



DREAMS

If you can dream it, you can do it!



VISION BOARD

Defining Priorities



PROFESSIONAL ADVICE

Leverage Technology

Financial Advice

Tax Advice

Legal Advice

Real Estate Advice

PRE-APPROVAL

BENEFITS:

- Time efficient
- Price Assertiveness
- Negation Power

INITIAL MEETING



MUTUAL AGREEMENT



**DEFINING
GOALS**





REPRESENTATION AGREEMENT

EXCLUSIVE RIGHT-TO-BUY LISTING CONTRACT

DIFRENCE BETWEEN BUYERS AGENCY VS TRANSACTION-BROKERAGE

◇ **TRANSACTION BROKER**

- ◇ Reasonable skill and care for Buyer

◇ **BUYER AGENCY**

- ◇ Reasonable skill and care for Buyer

PLUS

- ◇ Promoting the interest of Buyer with the utmost good faith, loyalty and fidelity.
- ◇ Seeking a price and terms that are acceptable to Buyer; and
- ◇ Counseling Buyer as to any material benefits or risks of a transaction that are actually known by Broker.

TYPES OF COMMERCIAL REAL ESTATE

MULTI-FAMILY



RETAIL



OFFICE



TYPES OF COMMERCIAL REAL ESTATE

INDUSTRIAL



LAND



SPECIAL-PURPOSE



UNDERSTANDING CAP RATE

INCOME

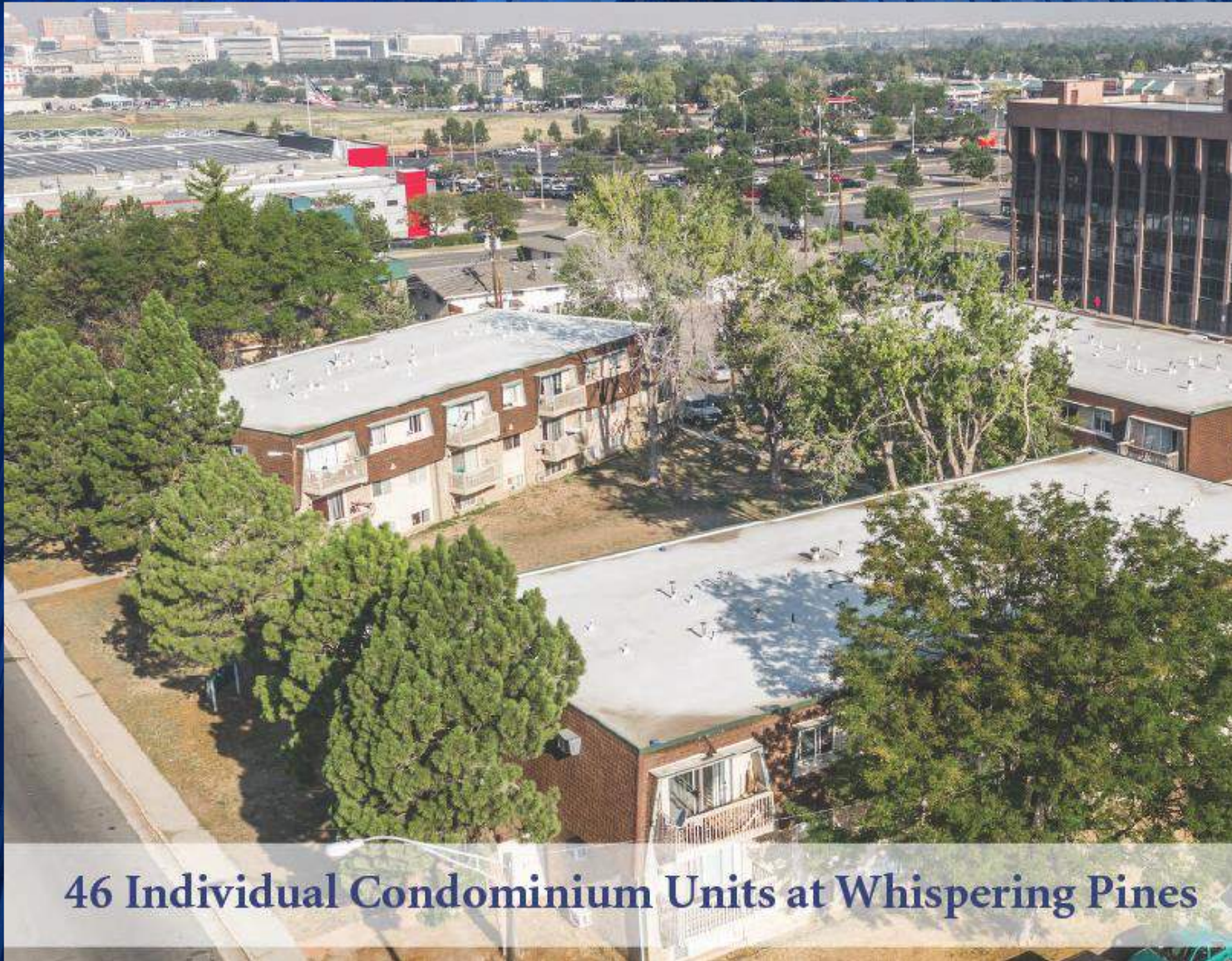
Gross Income (Annual)
(10 Units)
\$73,200

EXPENSES

Operating Expenses (Annual)
(Insurance, Real Estate Tax, Utilities,
Maintenance)
\$11,567

CAP RATE

Annual Net Income \$61,633
Purchase Price \$610,000
 $\$61,633 / \$610,000$
=10% Cap Rate



46 Individual Condominium Units at Whispering Pines

Maritza Torres RE/MAX Professionals

INVESTMENT OPPORTUNITY

Investment Portfolio Consisting of 46 Individual Condominium Units at Whispering Pines in Aurora. Fully Leased with a Perfect Unit Mix of 9 1 Bed/1 Bath, 31 2 Bed/1 Bath, 2 2 Bed/2 Bath and 4 3 Bed/2 Bath. Washer/Dryer Hookups in Each Unit. Close proximity to Anschutz Medical Campus Fitzsimons Redevelopment.

VirtualTour <http://www.tourfactory.com/1870243>

Offered at \$7,000,000

Building C ~ 1357 Helena Street ~ 18 Units
#100,101,102,103,104,105,200,201,202,203,204,205,300,301,302,303,304,305

Building B ~ 15423 E. 13th Avenue ~ 13 Units
#100,101,102,104,105,201,202,204,301,302,303,304,305

Building A ~ 15483 E. 13th Avenue ~ 15 Units
#100,101,102,103,105,200,201,202,203,205,300,301,302,303,304

PROPERTY HIGHLIGHTS

- Association in Place
- Close Proximity to Schools, Transportation, Shops and Restaurants
- Each unit Separately Metered
- Great Rental Income
- Washer/Dryer in most Units

PROPERTY DESCRIPTION

Units 46
Year Built: 1971

INVESTMENT SUMMARY

Price: \$7,000,000
Price/Unit: \$152,173.91

Unit Type	Units	Avg SqFt	Avg Rent	HOA
1 Bed	9	672	\$1,100.00	\$308.87
2 Bed	33	898	\$1,344.00	\$393.08
3 Bed	4	1,137	\$1,687.50	\$463.30



Maritza Torres

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Financial Information

Income

Gross Income (Annualized) \$731,400.00
Total Income \$731,400.00

Expenses

Taxes \$39,755.84
Maintenance \$12,000.00
HOA \$211,256.04
Estimated Total Expenses \$263,011.88

Net Operating Income (NOI) \$468,388.12

1357 Helena Street, Aurora, CO 80011
Whispering Pines

Information provided is deemed to be from reliable sources, but may be subject to errors or omissions. Prices are subject to change without notice.

September 2021 Market Update

Denver - CO	181M ↑	1.3M ↓	(3.7M) ↓	14.5% ↑	\$28.34 ↓	\$240 ↑	7.1% ↓
Office Market ☆☆☆☆☆	Inventory SF	Under Constr SF	12 Mo Net Absorp SF	Vacancy Rate	Market Rent/SF	Market Sale Price/SF	Market Cap Rate

Denver - CO ▾	259M ↑	8.5M ↑	2.7M ↓	6.7% ↑	\$10.38 ↑	\$152 ↓	6.3% ↑
Industrial Market ☆☆☆☆☆	Inventory SF	Under Constr SF	12 Mo Net Absorp SF	Vacancy Rate	Market Rent/SF	Market Sale Price/SF	Market Cap Rate

Denver - CO ▾	160M ↑	1.1M ↑	(30.4K) ↑	5.1% ↑	\$23.53 ↑	\$232 ↓	6.5% ↑
Retail Market ☆☆☆☆☆	Inventory SF	Under Constr SF	12 Mo Net Absorp SF	Vacancy Rate	Market Rent/SF	Market Sale Price/SF	Market Cap Rate

Denver - CO ▾	262,741 ↑	14,875 ↓	13,207 ↑	5.2% ↓	\$1,712 ↑	\$307K ↑	4.5% ↓
Multi-Family Market ☆☆☆☆☆	Inventory Units	Under Constr Units	12 Mo Absorp Units	Vacancy Rate	Market Asking Rent/Unit	Market Sale Price/Unit	Market Cap Rate

CAP Rates for Apartment/Multifamily Properties in Denver Colorado

Multifamily Apartment Cap Rates

Rates as of: 09/22/2021

Description	Cap Rate
Luxury Metro A Class	4.38
Luxury Metro B Class	4.70
Luxury Metro C Class	5.20
Suburban A Class	4.62
Suburban B Class	5.00
Suburban C Class	5.48
Value Added Acquisition	6.00

CoStar

The Only Fully Integrated Commercial Real Estate Platform

Address or Location All For Sale Property Type Property Size Sale Price ☆☆☆☆☆

Filters Sort Save Reports Add Records More

MAP LIST ANALYTICS

AUCTION COMPLETE | ENDED SEPTEMBER 22, 2021

4361-4399 S Broadway
Englewood, CO 80113

Fantastic visibility along a busy street
Value-add with a pro-forma NOI of \$130,623
Starting bid \$600,000

★★★★☆ +VIEW MORE

2425 S Colorado Blvd
Denver, CO 80222

For Sale at \$4.6M (\$155/SF)
5.76% Cap Rate • 1,082 Days on Market
29,713 SF • Medical Office • Built 1978, Renov 1989
84% Leased

★★★★☆ +VIEW MORE

4260 E Evans Ave
Denver, CO 80222

For Sale at \$3.6M (\$242/SF)
Owner User • 110 Days on Market
14,891 SF • Office • Built 1973

★★★★☆ +VIEW MORE

2040 S Colorado Blvd
Denver, CO 80222

For Sale at \$7.8M (\$1K/SF)
Investment or Owner User • 110 Days on Market
5,682 SF • Freestanding Retail • Built 1946

★★★★☆ +VIEW MORE

The Only Fully Integrated Commercial Real Estate Platform

7.9M

Tenant
records

2.1M

True owner
records

1M

Active listings for
sale & lease

16,393

Market & submarket
analytics

6.2M

Properties including
office, industrial, retail
& multifamily

13.6M

Sale & lease
comps



In the event you find a property, you are interested in through a print ad, a sign, online listing, make sure to **call me** for more information rather than the phone number listed.

I will supply property details and coordinate a showing.

REAL ESTATE TRANSACTION

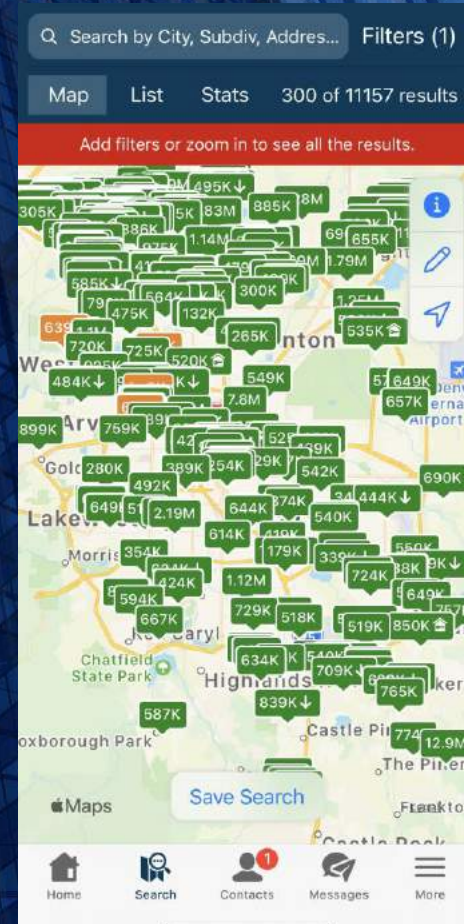
- ◆ SELLER
- ◆ LISTING AGENT

- ◆ BUYER
- ◆ BUYER'S AGENT



MOBILE

Leading the Charge in the Growing Mobile Marketplace





Purchase Agreement

CONTRACT TO BUY AND SELL REAL ESTATE - COMMERCIAL

CONTRACT TO BUY AND SELL REAL ESTATE-COMMERCIAL

- ◆ Buying Entity and Title
- ◆ Legal Description
- ◆ Dates and Deadlines
- ◆ Purchase Price and Terms
- ◆ Financing
- ◆ Appraisal
- ◆ Insurance
- ◆ Disclosures
- ◆ Due Diligence Documents

CONTRACT TO BUY AND SELL REAL ESTATE-COMMERCIAL

- ◆ Transfer of Title
- ◆ Closing Cost, Closing fee, association fees and Taxes
- ◆ Prorations
- ◆ Additional Provisions (1031 Exchange, AS-IS Clause, etc..)

INSPECTION

- ◆ General Inspection
- ◆ Sewer Line(s) Inspection
- ◆ Mold/Radon/Environmental
- ◆ Contractors/Bids
- ◆ City Permits/ Zoning / Use
- ◆ Verify Measurements/Survey (Improvement Location Certificate)
- ◆ Disclosures (Seller's Property Disclosure- **Make sure the Inspector has a copy of this prior to the Inspection.**)

INSPECTION

- ◆ As part of the sales contract, you have the right to inspect the mechanical, electrical, plumbing, structural portions of the property along with any concerns that you have about anything that affects the property. In short, the property inspection is for things that you cannot see.
- ◆ I encourage you to meet the inspector so that they may point out any concerns about the property and also answer any questions that you have. They will give you an itemized report for your review
- ◆ If repairs are needed, you can request that the seller make them in accordance with the provisions of the sales contract, or if they are unacceptable, you may void the contract.

SQUARE FOOTAGE

- ◆ The initial measurement is for the purpose of marketing. If exact square footage is a concern, the property should be independently measured prior to the Inspection and Survey deadline respectively

Due Diligence Documents

- ◆ All contracts relating to the operation, maintenance and management of the property.
- ◆ Property tax bills
- ◆ Construction plans, tenant improvements, architectural, electrical, mechanical, and structural systems, engineering reports, Certificates of Occupancy
- ◆ List of Inclusions
- ◆ Operating statements
- ◆ **Rent Roll**
- ◆ **Leases (Including amendments)**
- ◆ Insurance Policy

Due Diligence Documents

- ◆ Soils Reports, surveys
- ◆ Any Phase I and II environmental reports available (asbestos, toxic, hazardous or contaminated substances)
- ◆ Permits, licenses issued by the government **or** notices of violation
- ◆ ADA Americans with disabilities Act
- ◆ Estoppel Statements

INSURANCE

- ❖ **HAZARD INSURANCE.** Once you have a building under contract, it is critical that you contact your insurance company right away to get a quote on insurance. You can request a Claims History Report from the seller as part of the due diligence documents in the contract.
- ❖ **FLOOD INSURANCE.** Many policy holders do not realize that basic hazard insurance does not include protection from flood damage. Instead, FEMA administers flood insurance through a federal program. It can be purchased as a separate policy. Be sure to have your insurance agent check to see if the property is in a flood zone.

APPRAISAL AND FINAL LOAN APPROVAL

- ◆ The key to a successful transaction is to make sure you conduct all your due diligence ahead of time giving the Lender enough time to conduct their due diligence
- ◆ The appraisal is ordered by the lender, make sure to give the lender the permission to order appraisal as soon as is convenient to you
- ◆ Deliver new financial documents as soon as they are available to you (new bank statements, tax returns, pay stubs, proof of insurance, etc..)
- ◆ Loan Objection deadline. Final Loan Approval

PRE-CLOSING CHECKLIST

- ◆ Please make advance arrangements to conduct a final “walk-through”
- ◆ Prior to closing we will both receive a copy of your Settlement Statement which I will review with you. This will indicate the amount you will need to bring to closing
- ◆ Bring certified funds to closing, in the form of wired funds or a cashier’s check, made payable to title company. Usually, we will have the correct figure the day before closing from the title company. You will endorse the check over to the title company at closing.
- ◆ If jointly purchasing and one of you will not be at closing, we will need a power of attorney form signed. You may designate anyone to act as your “power of attorney.” If neither of you will be at the closing, you may sign the closing documents in advance and the title company handles the rest (with Lender’s approval)

PRE-CLOSING CHECKLIST

- ◆ Please send us your Articles of Incorporation or Operating Agreement if signing under an entity or LLC
- ◆ Please bring your driver's license for I.D. to closing, as you will be signing legal documents.
- ◆ Arrange for Hazard Insurance. You will need a certificate of your paid insurance premium at closing. Check with your lender to see if you are having your insurance escrowed and included in your mortgage payment.
- ◆ Please allow approximately one hour for closing.
- ◆ Notify applicable companies of your new address in order for accounts to be set up/transferred accordingly and to assure continued service.

CLOSING



THANK YOU!



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Property Valuation!

Year-over-year, Denver prices have increased 14%. Curious as what your property is worth?!

Call me for a consultation
303.325.4949



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