

April 2007

## Where would you invest all that equity?

Dear Property Owners,

**Reviewing the numbers from Q4 2004 to Q4 2006, Contra Costa rents are up 7% while apartment prices per unit are up 67%.**

Looking at the Sperry Van Ness property lists, it is evident that California owners are able to sell at low cap rates and trade into properties with better returns.

Location	Capitalization Rates	Difference
East Bay- Apartments	5.5%	
CA Central Valley- Apartments	6.25%	75 Basis Points
Kokomo, IN - Apartments	9.5%	400 Basis Points
Alpharetta, GA – Retail	9.0%	350 Basis Points
OKC, OK – Self Storage	8.8%	330 Basis Points

Source: Real Capital Analytics and current SVN listings

**If you are considering taking advantage of high pricing here and purchasing better cash flowing properties in other parts of California and out of state, let me offer my expertise.** My goal is to help you determine whether selling your property now makes sense. We will explore the following areas:

- Improving your equity position
- Your cash flow
- Your lifestyle and peace of mind

As we await the numbers for Q1 2007, I predict we'll continue to see apartment prices remaining high and rents continue to increase slightly. Let's see what happens! **As always, call me with any questions or to talk through the numbers.**

Continued Success!!



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