



# S.J. FOWLER REAL ESTATE INVESTMENT

Multifamily  
Division

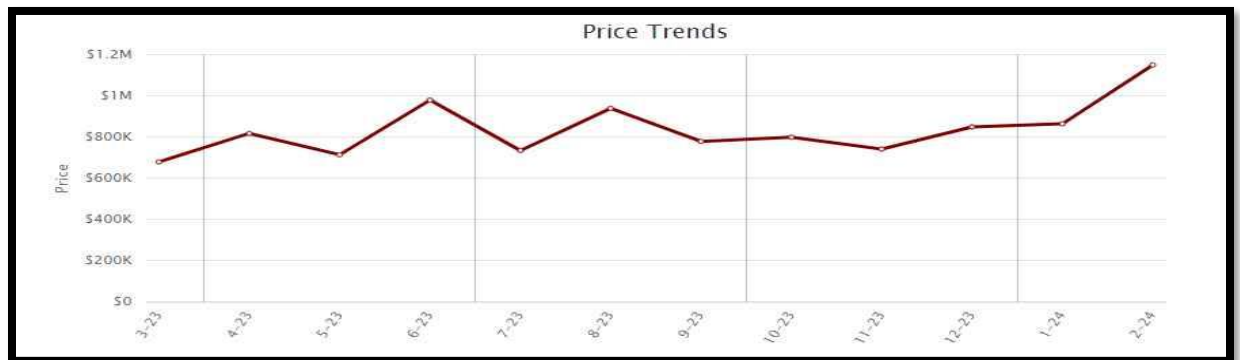


**Eric Hegarty, Apartment  
Sales Consultant**

Phoenix AZ Valley Market  
Heartbeat Spring 2024

Dear Multifamily Investor;

Through the first quarter of 2024 we are seeing inventory drop for **4-24 Unit properties** (see below) to the lowest level in many years. Just 1 month of inventory at the current rate of sales if no new apartments are added to the market. Due to supply and demand, sales prices have also been rising since January 24 (see below) low inventory and now lower interest rates from banks along with attractive seller financing are fueling the increases (average \$170K a door to \$275K in A and B locations). Expect prices to hold or continue to increase slightly as long as rents stay strong and the flow of California and now Washington 1031 buyers continue to find a state with friendly landlord policies. **Now is a great time to lock in your profits.**



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It may be time to make your Move? Call Eric Hegarty at 480-329-6083  
Successfully selling ON and OFF market Apartments for over 10 years.



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### Another Option to the 1031 Exchange?

One of the main challenges with taking profit from your multifamily investment is there is nothing to exchange it for. Well, there is a solution that many investors have taken advantage of for years and I don't understand why other brokers don't talk about it. **A Deferred Sales Trust (DST)** can offer several advantages for individuals looking to defer capital gains taxes on the sale of appreciated assets such as real estate, businesses, or securities. Here are just a few of the key advantages, Consult your tax advisor to your personal needs:

**Tax Deferral:** One of the primary advantages of a DST is the ability to defer capital gains taxes on the sale of appreciated assets. Instead of paying taxes immediately upon the sale, the seller can defer taxes and potentially spread the tax liability over a longer period of time.

**Flexibility in Investment:** With a DST, the seller has the flexibility to reinvest the proceeds from the sale into a diversified portfolio of assets managed by a professional trustee. This can potentially provide opportunities for continued growth and income generation.

**Estate Planning :** A DST can also offer estate planning benefits, allowing sellers to pass on assets to heirs in a tax-efficient manner. By deferring taxes, sellers may be able to preserve more of their wealth for future generations.

**Rental Price Heartbeat for 4 -24 Units:** Rents have been steady without much movement over the past year (see below). We are seeing an average rental lease of \$1300 for 1 Bed and \$1600 for 2 Beds with higher ceilings in A and B locations. After seeing days on market spike in November 23 from 30 to 50. DOM in March 24 is now at 40 and trending back down toward that 30 we saw most of 23.



### Current Offerings from SJ Fowler Real Estate:

**W Pierce 2850 St. Phx- 4- 1/1's**

**2826 S 3<sup>rd</sup> St Phx- 2U 1- 2/1 1- 3/1**

**Chandler 9U- 8 2/1 1 3/2 coming Soon**

**Your Property Here**

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