



**ORGANIZATION**  
COMMERCIAL REAL ESTATE ADVISORS

Robin C. Kane  
rckane@rckorg.com

Gordon J. Larkin  
glarkin@rckorg.com

545 E. Alluvial Avenue #111 Fresno, CA 93720  
559.449.0700(o) 559.449.1104(f)

[www.rckorg.com](http://www.rckorg.com)



## Client List

### **FEDERAL AGENCIES:**

FDIC	FNMA
FSLIC	FHLMC
RTC	HUD
FADA	

### **MAJOR LOAN SERVICING FIRMS:**

State Street Bank	Goldman Sachs
AMRESO	Transamerica Financial
LendLease	JE Roberts Companies
Midland Loan Services	ARCHON Group
Lehman Brothers	

### **FEDERAL AND STATE LENDING INSTITUTIONS:**

Home Savings	Great Western
Home Federal	Great American
New West Federal	Fidelity Federal
Imperial Thrift	Union Federal
State Savings	Columbia
Far West	Wells Fargo
Butterfield	World Savings
Mercury	Downey Savings
American	Chase Manhattan Bank
Washington Mutual	Bank of America

### **PRIVATE INVESTMENT FIRMS:**

Sentinel Real Estate	Fowler, Shore and Flanagan
Goldrich & Kest Industries	United Dominion
Heitman Capital Services	Pacifica Holdings LLC
The Bascom Group	Aspen Square Management
Legacy Partners	AIMCO

## (RCK) Company Profile

RCK Organization was formed in 1979 with the express purpose of serving Multi-Family Investors in the Central Valley.

From the mid-80's through the early 90's, RCK Organization was the leading firm representing State and Federal Lending Institutions and Federal Agencies assisting the disposition of Real Estate Scheduled items, otherwise known as REO's. The client list was quite extensive including:

- FDIC, FSLIC, RTC, FADA, HUD, FHLMC and FNMA;
- Major Loan Servicing Firms, such as:  
State Street Bank, AMRESKO, LendLease, Midland Loan Services, Lehman Brothers, ARCHON Group, JE Roberts Companies, Transamerica Financial, and Goldman Sachs;
- Federal and State Banks included:  
Home Savings, Home Federal, New West Federal, Imperial Thrift, State Savings, Far West, Butterfield, Mercury, American, Washington Mutual, Bank of America, Great Western, Great American, Fidelity Federal, Union Federal, Columbia, Wells Fargo, World Savings, Downey Savings and Chase Manhattan Bank.

Their private client list has included Sentinel Real Estate, Heitman Capital Services, The Bascom Group, Aspen Square Management, United Dominion, Fowler, Shore and Flanagan, Goldrich & Kest, Pacifica Holdings, Legacy Partners and AIMCO.

RCK Organization has completed transactions totaling over \$400,000,00. Closings include:

- Crystal Springs- 313 Units
- Westport Village-180 Units
- Villa Margaritas- 102 Units
- Gambriel Portfolio-404 Units
- North Park- 462 Units
- Northbrook Gardens- 92 Units
- Pine Grove- 100 Units (Pacific Grove's largest Apt. Comm)
- Bridgeview- 23 Units
- Oak Knolls- 80 Units
- Laurenbrooke- 74 Units
- Bridgewood North- 126 Units
- Sandalwood Gardens- 124 Units
- Villa Rosas- 131 Units
- Shopping Center Portfolio (\$102MM)
- Winery Estates- 106 Units
- Blackstone Acres- 220 Units
- Island Lakes- 199 Units
- Fig Garden Terrace- 120 Units



## Key Principal

Robin C. Kane  
Partner  
RCK Organization  
545 East Alluvial Avenue Suite 111  
Fresno, California 93720  
559.449.0700  
559.288.8803  
rckane@rckorg.com

Robin C. Kane has been a Commercial Real Estate Broker since 1978. His specialization is Multifamily Investment Brokerage. His company, RCK ORGANIZATION, has been based in Fresno since 1980.

In the early 80's, he developed a number of Condominium Conversion Developments, several of which won National Marketing Awards (MIRM).

In the late 80's through the mid 90's, Robin was a regular speaker at the MULTILING HOUSING WORLD, one of the nation's largest apartment conferences and the PACIFIC COAST BUILDERS CONFERENCE (PCBC) held in San Francisco.

In 1990, he was the Program Chairman for PCBC, which is the nation's largest Regional Homebuilders Conference held annually in San Francisco.

Up until 1998, he was noted for conducting Real Estate Market Research in the area of Residential Housing, both for-sale and for-rent. He has been quoted in Building and Multi-Family Publications as well as the Wall Street Journal, Los Angeles Times and San Francisco Chronicle.

He has provided consultation to some of the largest Real Estate Companies and Lending Institutions in the nation including: LendLease, Lehman Brothers, State Street Bank, Waterton Associates LLC, Equity Residential, Oakwood Residential, Robert Randall Company, Kaufman & Broad, KMPG Peat Marwick and Heitman Capital.

# (RCK) Properties Sold

**Bridgewood North Apartments**  
6035 North Brawley  
Fresno, California

Price:	\$ 8,800,000
#/Units:	123
Price/Unit:	\$ 71,545
Cap Rate:	7.11
Offering Price:	\$,9,000,000



**Bridgeview Apartments**  
1725 East Cleveland Avenue  
Madera, California

Price:	\$ 9,100,000
#/Units:	126
Price/Unit:	\$ 72,222
Cap Rate:	6.96
Offering Price:	\$ 8, 800,000



**Crystal Springs Condominium Rentals**  
5120 East Kings Canyon Blvd  
Fresno, California

Price:	\$17,100,000
#/Units:	313
Price/Unit:	\$ 54,633
Cap Rate:	7.52
Offering Price:	\$17,000,000



**Laurenbrook Apartments**  
3703 West Bullard Avenue  
Fresno, California

Price:	\$ 5,800,000
#/Units:	76
Price/Unit:	\$78,378
Cap Rate:	6.97
Offering Price:	\$6,195,000





## Properties Sold

Northbrook Apartments  
584 East Bullard Avenue  
Fresno, California

Price:	\$ 5,450,000
#/Units:	92
Price/Unit:	\$ 59,239
Cap Rate:	7.97
Offering Price:	\$5,795,000



Orchard Square Apartments  
2245 South Maple Avenue  
Fresno, California

Price:	\$ 7,750,000
#/Units:	120
Price/Unit:	\$ 64,583
Cap Rate:	6.43
Offering Price:	\$7,995,000



Sandalwood Gardens Apartments  
3880 North Fruit Avenue  
Fresno, California

Price:	\$ 8,015,000
#/Units:	124
Price/Unit:	\$ 64,637
Cap Rate:	6.51
Offering Price:	\$7,975,000



Villa Rosas Apartments  
1215 South Winery Avenue  
Fresno, California

Price:	\$ 6,575,000
#/Units:	131
Price/Unit:	\$ 50,191
Cap Rate:	7.14
Offering Price:	\$6,750,000





## Properties Sold

Winery Estates Apartments  
4875 East McKinley Avenue  
Fresno, California

Price:	\$ 6,350,000
#/Units:	106
Price/Unit:	\$ 59,906
Cap Rate:	6.77
Remarks:	Needed Renovation



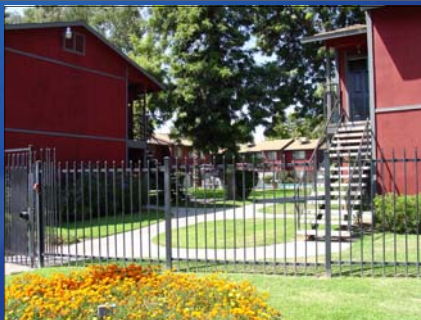
Heritage Townhomes Apartments  
4660 North 11th Street  
Fresno, California

Price:	\$ 3,450,000
#/Units:	60
Price/Unit:	\$ 57,500
Cap Rate:	6.70
Remarks:	Older, needed work



Villa Margaritas Apartments  
1235 North Recreation Avenue  
Fresno, California

Price:	\$ 4,750,000
#/Units:	102
Price/Unit:	\$ 46,569
Cap Rate:	7.87
Offering Price:	\$ 4,795,000



North Park Apartments  
4890 N. Backer  
Fresno, California

Price:	\$28,500,000
#/Units:	462
Price/Unit:	\$61,688
Cap Rate:	5.4
Offering Price:	29,950,000





## Properties Sold

**Blackstone Acres Apartments**  
1920 East Sussex Way  
Fresno, California

Price:	\$ 12,950,000
#/Units:	232
Price/ Unit:	\$ 55,818
Cap Rate:	6.56
Remarks:	Studios, Older Prop.



**Westmarc Apartments**  
2264 North Marks Avenue  
Fresno, California

Price:	\$ 8,900,000
#/Units:	120
Price/Unit:	\$ 74,166
Cap Rate:	6.18
Remarks:	Blt 1990, assume loan



**Villa Hermosa Apartments**  
2130 North Marks Avenue  
Fresno, California

Price:	\$ 7,350,000
#/Units:	110
Price/Unit:	\$ 63,042
Cap Rate:	6.60
Remarks:	Assume loan



**Fig Garden Terrace**  
7166 N. Fruit  
Fresno, California

Price:	\$13,200,000
#/Units:	120
Price/Unit:	\$110,000
Cap Rate:	5.50%
Remarks:	Sold 4 times





## Properties Sold

Island Lakes  
7675 N. First  
Fresno, California

Price:	\$ 22,692,000
#/Units:	123
Price/Unit:	\$ 114,606
Cap Rate:	6.23
Offering Price:	\$24,950,000



Lexington Apartments  
8060 N. Glenn  
Fresno, California

Price:	\$ 8,900,000
#/Units:	84
Price/Unit:	\$ 105,952
Cap Rate:	6.18

Picture Not Available

Carmel Crest Apartments  
2021 W. Dakota  
Fresno, California

Price:	\$ 13,200,000
#/Units:	200
Price/Unit:	\$ 66,000
Cap Rate:	6.18
Offering Price:	\$13,950,000



Jackson Park Place II  
1690 E. Fir  
Fresno, California

Price:	\$ 10,450,000
#/Units:	80
Price/Unit:	\$ 130,625
Cap Rate:	NA



## **(RCK) Transaction 101**

While every transaction is unique, there are a number of constants which are typical:

### **TIME FRAMES**

- Letter of Intent (LOI) to Contract Execution– 5 business days
- Initial Deposit—Minimum \$100K
- Execution to deliverance of DD docs– 5 business days
- Execution to end of Due Diligence – 30 days
- Increase and Release of Deposit: To at least 3%.
- Close of Escrow– 90 days from execution, with one time extension (15-30 days) for additionally released funds.

### **CONDITIONS/CONTINGENCIES**

Our philosophy is simple. No representations, No warranties. The deal is “as-is, where-is”.

Prior to any formal viewing or accepting an LOI to present to you, we ask that the Buyer provide evidence of funds to close along with a corporate resume. If we are unfamiliar with the Purchaser, we qualify as to their experience in the Central Valley, and Fresno in particular.

If there is a financing contingency, we need to know that the leverage is feasible. We will only accept a loan commitment from either the source lender or reputable mortgage banker/broker. Typically, we will talk directly with their Lender in order to provide you with a level of comfort.

We make sure they approve DD Documents to the greatest degree possible PRIOR to scheduling the physical inspection.



## Marketing Plus

RCK Organization has completed over \$400,000,000 in transactions. Much of the success was driven by web broadcasting, strong investor recognition and aggressive marketing. We use every available marketing medium, with heavy emphasis on the web. Our experience is that our varied internet sources generate not only the greatest number of leads, but more importantly the highest quality leads.

RCK is recognized as THE firm for Multi-Family Properties in the Central Valley of California. This reputation has been nurtured based upon excellent relationships with Owners, Prospective Investors and Lenders who either are invested or are contemplating an investment.

Additionally, RCK provides regular market information updates to major REITS, private investment firms and investors who are contemplating investing into the Central California Market.

An integral part of our success is our aggressive follow up. Investors are deluged with information. It is critical that we "flush out" their interest so as to quantify and qualify their level of interest.

A major component of our success is that we are located in the Central Valley Market. We are able to quickly respond to inquiries to tour the property. We can provide both macro-and sub market information that can close the transaction...many times it is information we are able to provide to property appraisers that gets the deal done.

Finally, we have an excellent working relationship, statewide, with all of the major brokerage firms and top brokers. We pride ourselves in pursuing both brokers and investors to seek the highest and best offer in the shortest time possible.



## Marketing Plus

If RCK is chosen to be the Representative firm for this assets, the following plan would be implemented:

### **Day 1-30**

We would send drafts of both the minor and major offering circulars. In addition, we would review the Due Diligence material which would be part of the materials delivered to a contracted purchaser

### **Day 30-Accepted Offer**

We are present on every major Internet Listing Service including: Loopnet, BuildingSearch.Com, CoStar and RCM.

We have advertising relationships with all of the major print medias, such as: The Wall Street Journal (both Northern and Southern California), Los Angeles Times, San Jose Mercury, Monterey Herald and San Francisco Chronicle.

We will send an E-blast to brokers and investors who fit the profile. We estimate that this number is around 500-700. Our lists grow daily and are regularly culled to keep it current.

Our follow-up is consistent. We will call every prospect at least three times until they either reject the offering or fail to return our calls.

We will provide regular Marketing Reports based upon the needs of the client.

### **Call for Best and Final Offers**

Depending upon the needs of the client and market response, we will call for all offers to be delivered at a specified time and place.



**ORGANIZATION**  
COMMERCIAL REAL ESTATE ADVISORS

FOR FURTHER INFORMATION  
PLEASE CONTACT:

Robin C. Kane  
Partner  
[rckane@rckorg.com](mailto:rckane@rckorg.com)

Gordon J. Larkin  
Partner  
[glarkin@rckorg.com](mailto:glarkin@rckorg.com)

545 E. Alluvial Avenue #111 Fresno, CA 93720  
559.449.0700(o) 559.449.1104(f)

[www.rckorg.com](http://www.rckorg.com)