



Generations of  
Excellence

NEW CLUBHOUSE AND LEASING OFFICE

CASE STUDY

THE  
HARLOW

160 UNITS

SACRAMENTO, CA





AFTER



# The Harlow Overview

RETURNS THROUGH Q4 2024

By leveraging construction and operational know-how, ColRich was able to reposition this underperforming Class B property to a B+ level, enhancing the resident profile and performance of the asset. The Harlow is located in a high-growth area of Sacramento just 15 minutes away from downtown and Old Town Sacramento with multiple public transportation options including light rail, which allows bike onboarding. Management has spent \$4.8 million on renovations including **common area enhancements** such as **extensive siding repairs and new paint**, **vibrant new signage and branding** to differentiate the property in a competitive market, and a **complete overhaul of the original leasing office, clubhouse and fitness center**. Pool deck was replastered and recoated; a **children's playground and outdoor BBQs** were added. **Interior updates** include **new quartz counters, new cabinet faces, fixtures and finishes** throughout the units. As of Q4 2024, 78.6% of all units had been renovated.

## Acquisition

- Date Acquired – Dec 2017
- Number of Units – 160
- Year Built – 1987
- Class B
- Purchase Price – \$23.6 million
- Going in CAP – 5.94%
- NOI@Closing – \$1,952,363

## Renovation

- Total Renovation – \$4.8 million
- NOI% Increase – 92%
- Yield on Costs – 8.1%
- Class B+

## Returns Through Q4 2024

- Equity Invested – \$13.2 million
- Current Equity Balance – \$2.9 million
- Total Distributions – \$14.1 million
- Cash-on-Cash: Equity Balance – 24.3%
- Cash-on-Cash: Original Equity – 5.3%

# The Harlow Common Area Improvements



- Modernized amenity offering for demographic showcasing cutting-edge design in a suburban market
- Renovated outdated leasing office, clubhouse and fitness center to include all new flooring, finishes and furniture

- Upgraded swimming pool and outdoor recreation space with BBQs and children's playground
- Building exterior upgrade with significant siding repairs, new paint and signage throughout the property



# The Harlow Interior Renovations

## UNIT UPGRADES

ColRich upgraded 78.6% of all units with the following enhancements:

- New plank vinyl flooring
- New stainless steel appliance package
- New quartz countertops and kitchen tile backsplash
- New cabinet faces
- New kitchen sink with industrial faucet and bath faucets
- New light fixtures and ceiling fans
- New framed mirrors
- New interior paint

## TOTAL COST

- Spent an average of \$17,500/unit on interior upgrades since acquisition

## RETURN ON INVESTMENT

- Average premium increase of \$254/unit is a 17.4% return on investment

