

ACQUISITION OPPORTUNITY

La Privada is a unique “Class A” property located in the best area of Scottsdale Arizona-- a premier Scottsdale Ranch location. This lovely gated community resembles a campus situated on over 40+ acres provides unparalleled spaciousness with lush landscaping and all the amenities of condo living including 2 heated pools, spa, fitness center, furnished clubhouse, lighted tennis court and nine hole putting green.

History: UDR Corporation that operates large apartment properties throughout the U.S., sold **La Privada** to Sheridan & Partners of Oak Brook Illinois in December 2005 for \$79.6 million. Sheridan & Partners’ intentions were to convert the apartments to condominiums reflecting the craze at the tail end of the condo boom, and Sheridan immediately began not renewing expiring leases in anticipation of expectation of brisk sales due to the explosion of condo sales.

They condo-mapped the units and remodeled 4 units as models with granite tops and deluxe cabinetry, however their timing couldn’t have been worse—as the market collapsed! The amounts that Sheridan had invested into the property... is unknown. After some time, the absence of any sales caused their sales team to quit... which signaled the demise of their business plan. Sheridan was caught with their pants down since they had intentionally closed down the unit rentals by not renewing leases.

The property is now foreclosed by the mortgagor... which has an excellent working relationship with the Continental Group. They have quietly and confidentially offered to the property to the Continental Group.

The Continental Group is an experienced condo converter and apartment/ multi-family rental management company, with over a dozen high-end properties around Phoenix and Scottsdale. The Continental Group is seeking a financial or joint-venture partner to acquire and operate **La Privada**.

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PHOENIX **Business Journal**

Apartment complex sells for \$79.6 mil
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La Privada Apartments at 10255 E. Via Linda in Scottsdale was sold by La Privada Apartments LLC/UDR Western Residential of Highlands Ranch, Colo., to La Privada Development LLC/Robert Sheridan & Partners LLC of Oak Park, Ill., for \$79.6 million. Ron Monat of Marcus & Millichap Phoenix represented the buyer. The seller was self-represented in the sale of this 350-unit condo conversion property. The new owners plan to invest more than \$5 million on renovating the exterior, landscaping and amenities.