

FOR SALE

# CASA JARDIN

Santa Barbara's first 'Hotel Condominium'

*Premier downtown  
location*

*Clean and modern  
finishes*

*In-place professional  
management*

*Easy access to a host  
of amenities*

 **Hayes**  
COMMERCIAL GROUP

1018 Garden St

**Christos Celmayster**  
805.898.4388  
[christos@hayescommercial.com](mailto:christos@hayescommercial.com)



# PROPERTY OVERVIEW

## CASA JARDIN

Come experience Santa Barbara in its first ever hotel condominium development at Casa Jardin ([www.casajardinsb.com](http://www.casajardinsb.com)). Located in downtown Santa Barbara, just blocks away from shopping, restaurants, wine bars, parks, and music venues, Casa Jardin is a 13-unit condominium development that allows an owner the opportunity to experience Santa Barbara living at a price considerably less than owning a residential property.

When you own at Casa Jardin you'll be allowed to offer your unit as a legal short term rental capitalizing on the approximate 6.5 million tourists and visitors coming to Santa Barbara each year. Ideal for the buyer wanting a place to stay in Santa Barbara for themselves, friends, family, customers and clients or for the investor looking to capitalize on Santa Barbara's vibrant hotel industry.

All units at Casa Jardin have been tastefully designed for a minimalist and modern feel, equipped with high-quality furnishing, top-of-the-line appliances, and all amenities needed for a short, or long-term stay. The hospitality team at ZipStay ([www.zipstay.com](http://www.zipstay.com)) provides professional rental management (see pg 13), ensuring that all aspects of rentals are handled with exceptional care and transparent financials. From managing guest communications, pricing strategies and reservations, to cleaning and maintenance, this comprehensive management makes ownership a seamless experience for maximizing personal use and rental income potential.



*Experience. Integrity. Trust.*  
*Since 1993*

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lic. 01342996



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# PROPERTY DETAILS

Six Casa Jardin Hotel Condominiums are currently available for purchase:

<u>Unit</u>	<u>Type</u>	<u>Size</u>	<u>Price</u>	<u>Adj. RevPAR</u>	<u>Adj. Paid Occ%</u>	<u>Total 2024 Revenue</u>
4	1 BD	455 sf	\$1,095,000	\$243	87.2%	\$108,358
7	Studio	206 sf	\$755,000	\$160	86.8%	\$75,348
8	Studio	311 sf	\$820,000	\$172	87%	\$78,438
9	Studio	303 sf	\$820,000	\$173	90.7%	\$80,519
12	Studio	335 sf	\$840,000	\$190	76.7%	\$83,330
13	2 BD	843 sf	\$1,495,000	\$319	74.9%	\$147,940

*RevPAR, or "Revenue Per Available Room," measures how often an operator is filling a unit and at what price.*

*Adjusted Paid Occupancy represents the percentage of nights the unit was occupied by guests in a given period.*

## **Parking:**

13 shared spaces with 8 EV chargers (paid Tesla app)

## **Amenities:**

- 24hr hospitality team
- State-of-the-art digital lock system
- Wifi with unit-dedicated routers and QR codes for easy login
- Commercial ice machine on property
- Solar array
- Security cameras in all shared areas
- Kitchenettes in all studio units
- Washer/dryer (units 4 and 13)



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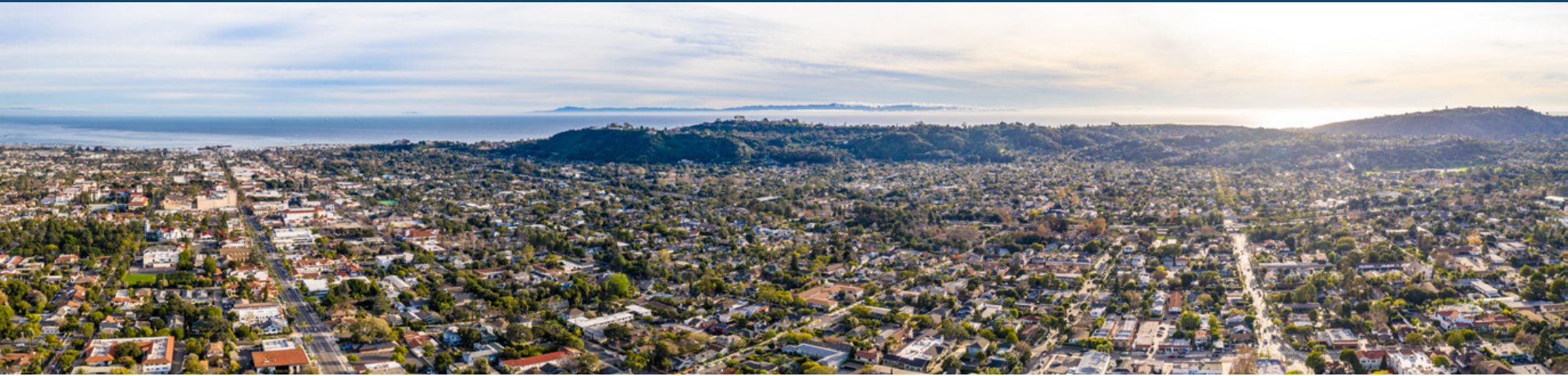
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# 2024 PROPERTY STATS



ADR

\$214

Adj. RevPAR

\$185

Adj. Paid Occ%

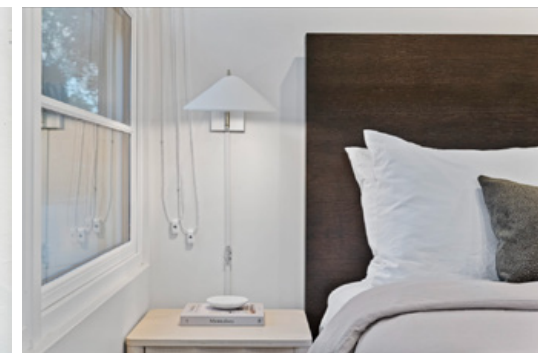
86.7%

Avg. length of stay

2.1 days

Guest check-ins

1,964



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# UNITS

## 1018 Garden Street, **Unit 4**

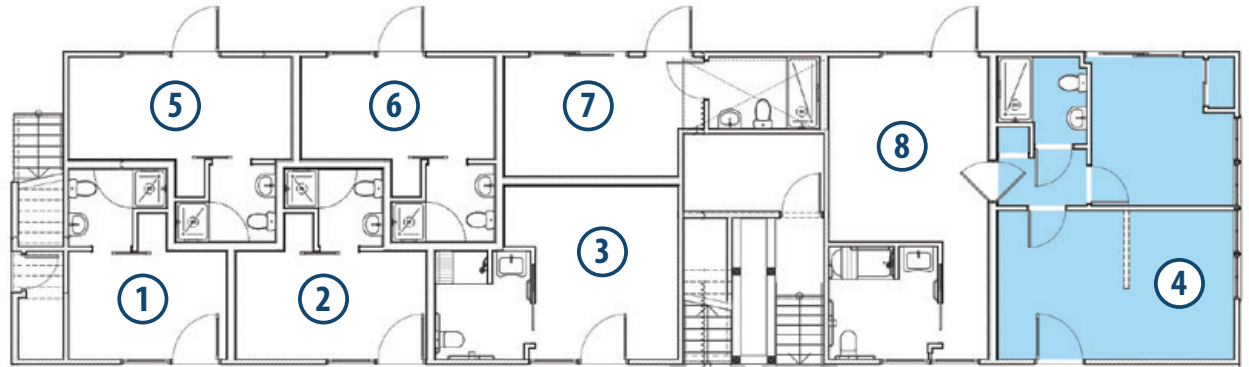
First floor | 1 BD / 1 BA | 445 SF

**\$1,095,000**

Adjusted RevPAR \$243

Adjusted Paid Occ. 87.2%

Total 2024 Revenue \$108,358



*Note: Units 4 and 8 can be purchased together to create a 2BD unit*

### TAKE A VIRTUAL TOUR

CLICK HERE OR GO TO:

[my.matterport.com/show/?m=e5PeWays7Rv](https://my.matterport.com/show/?m=e5PeWays7Rv)



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# UNITS

## 1018 Garden Street, **Unit 7**

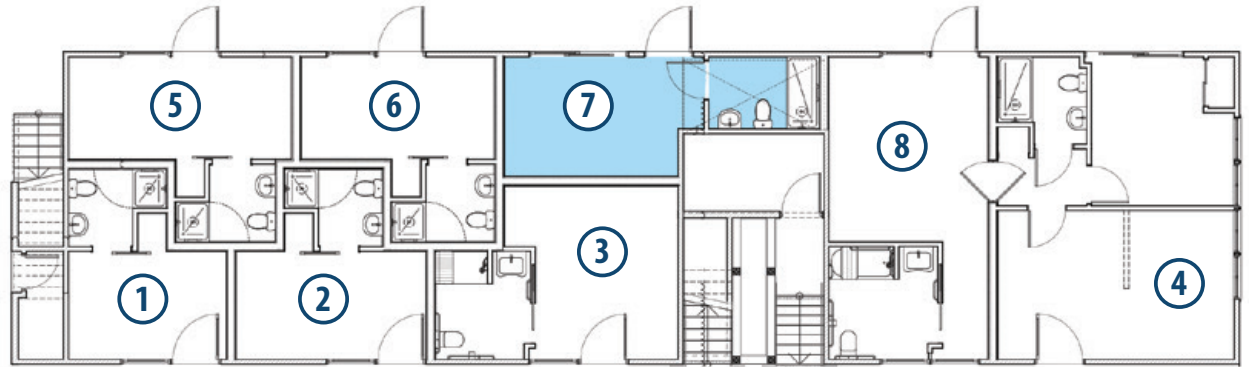
First floor | Studio | 206 SF

**\$755,000**

Adjusted RevPAR \$160

Adjusted Paid Occ. 86.8%

Total 2024 Revenue \$75,348



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# UNITS

## 1018 Garden Street, **Unit 8**

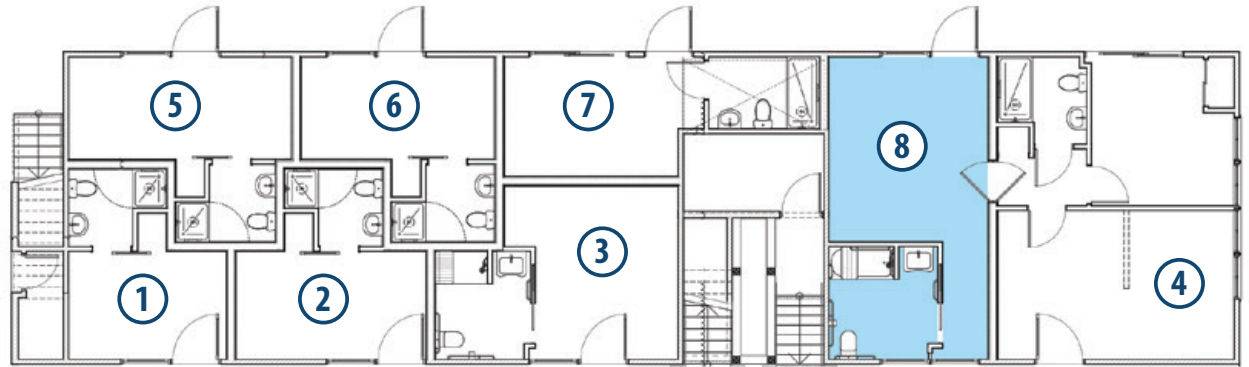
First floor | Studio | 311 SF

**\$820,000**

Adjusted RevPAR \$172

Adjusted Paid Occ. 87%

Total 2024 Revenue \$78,438

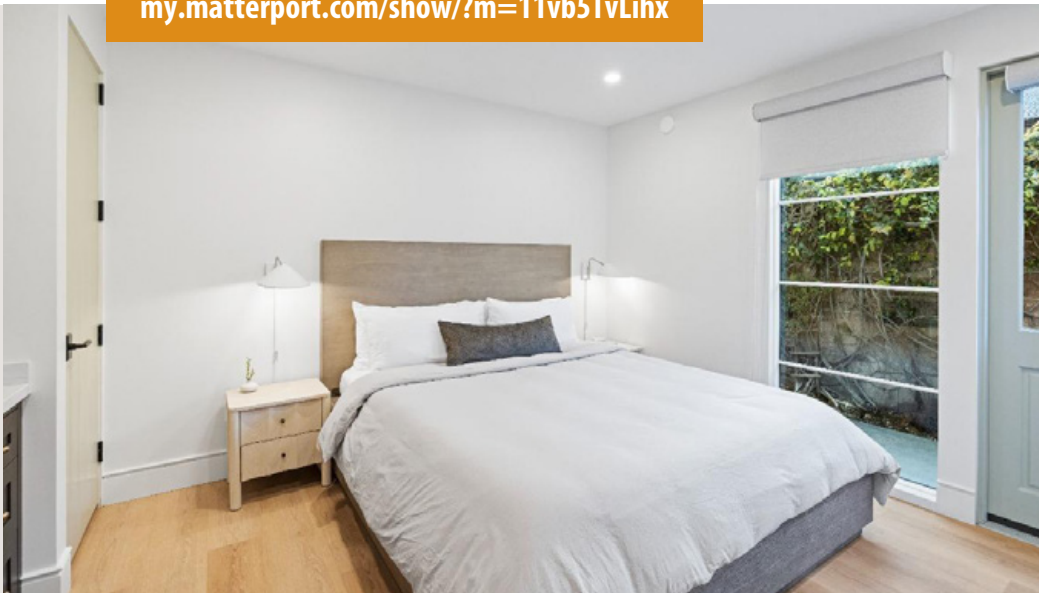


*Note: Units 4 and 8 can be purchased together to create a 2BD unit*

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# UNITS

## 1018 Garden Street, **Unit 9**

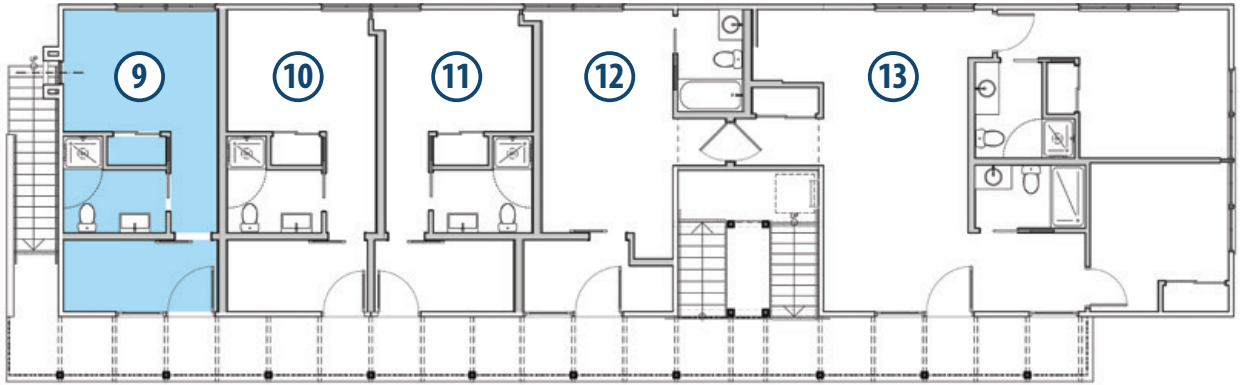
Second floor | Studio | 303 SF

**\$820,000**

Adjusted RevPAR \$173

Adjusted Paid Occ. 90.7%

Total 2024 Revenue \$80,519



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# UNITS

## 1018 Garden Street, **Unit 12**

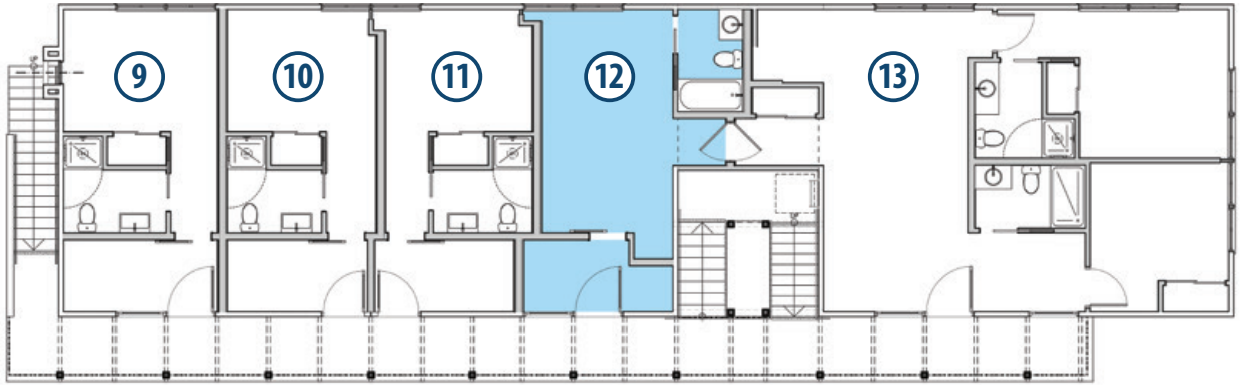
Second floor | Studio | 335 SF

**\$840,000**

Adjusted RevPAR \$190

Adjusted Paid Occ. 76.7%

Total 2024 Revenue \$83,330



*Note: Units 12 and 13 can be purchased together to create a 3BD unit*

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# UNITS

## 1018 Garden Street, **Unit 13**

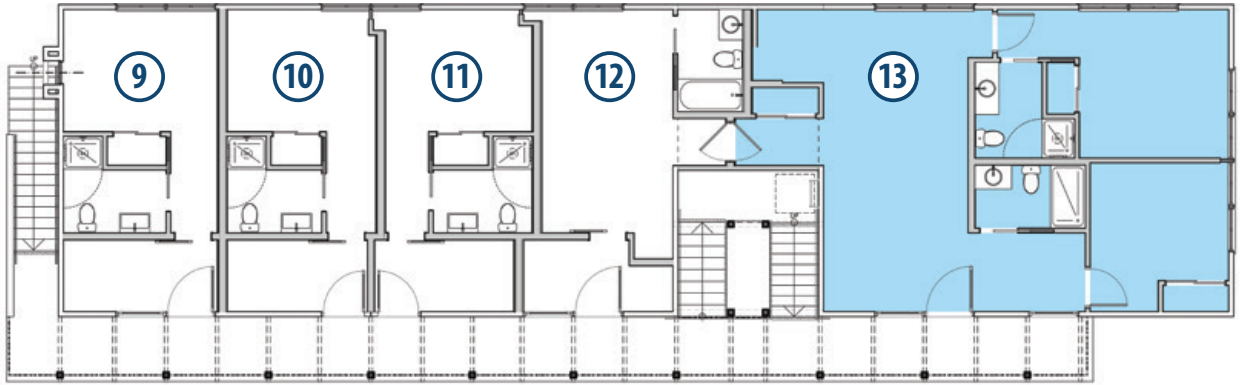
Second floor | 2BD/2BA | 843 SF

**\$1,495,000**

Adjusted RevPAR \$319

Adjusted Paid Occ. 74.9%

Total 2024 Revenue \$147,940

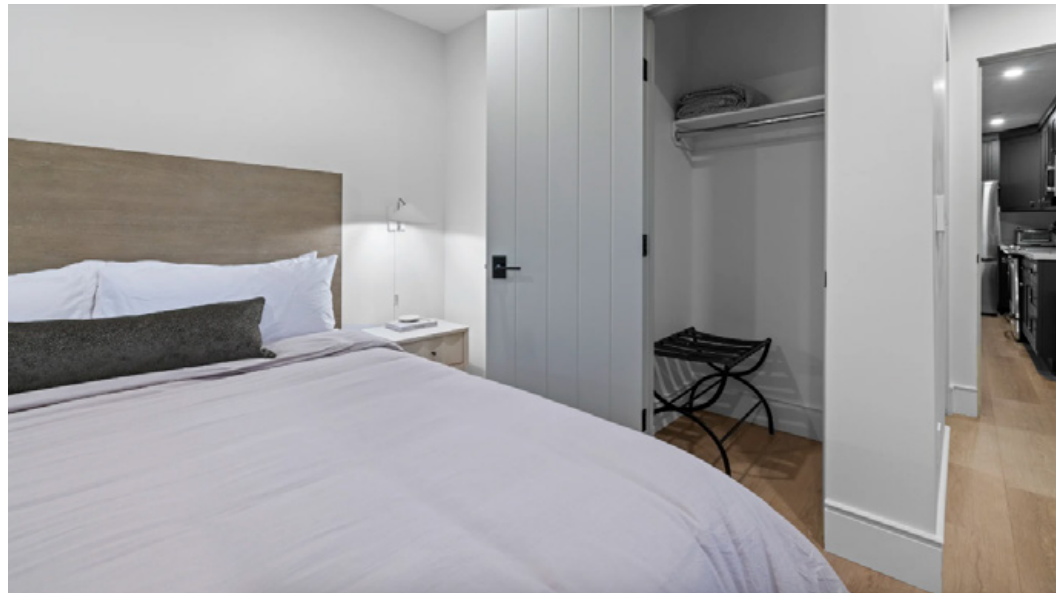


*Note: Units 12 and 13 can be purchased together to create a 3BD unit*

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# IN-PLACE MANAGEMENT

The ZipStay hospitality team takes pride in hosting exceptional guest experiences. Even before a reservation is made, guests can rely on friendly advice to select the rental unit that most suits their needs. Available 24 hours a day for phone calls, and between 5 am and 1 am PST on chat, text, and email, owners and visitors can always rest assured they have assistance if needed.

Here are some examples of 5-star reviews for ZipStay and Casa Jardin:



Made sure we had everything

The place was the perfect accommodation for the four of us. Spacious, comfortable and clean. The host was very responsive and made sure we had everything we needed. It's in a great location extremely close to State St with all the restaurants and shopping. Also a short drive from museums and the zoo. The electric chargers are a huge bonus and there is sufficient parking for all the units.



Always reachable

The location is located near the police station, City Hall, and within a residential area... but walkable (7-10 mins) to State Street. It's a quiet area and safe. Parking was plenty. Check in was super easy even with no front desk, they were always reachable via text message or a phone call.



Within a few minutes

Highly recommend this place. The space was used efficiently, it was very clean, and had the eco/sustainable amenities needed for a great stay. When needing to contact the 'front desk' via text, they were responsive within a few minutes or less. Would def recommend this place and will plan on coming back when the times comes.



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# STATE STREET

## BUSTLING RETAIL CORRIDOR

Santa Barbara, CA



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# SANTA BARBARA

## THE AMERICAN RIVIERA



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Santa Barbara is 90 miles north of Los Angeles and served by Santa Barbara Airport and Amtrak. Tucked between the Santa Ynez Mountains and the Pacific Ocean, Santa Barbara enjoys a mild, Mediterranean climate averaging 300 sunny days a year.



**89,023**  
current residents

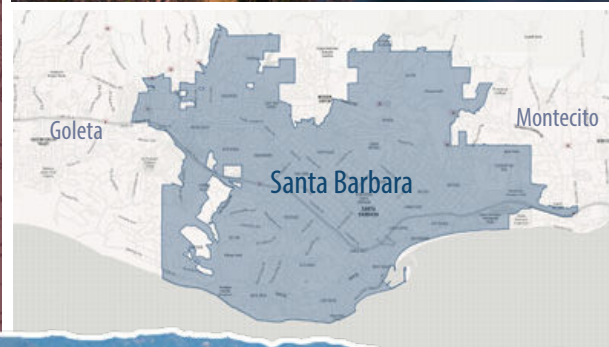


**\$149,130**  
avg. household income



**62%**  
college-educated

Source: esri, 2023 demographics



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