



AVAILABLE SEPARATELY OR AS A PORTFOLIO

OFFERING MEMORANDUM

COASTAL STUDENT HOUSING PORTFOLIO ISLA VISTA, CALIFORNIA (UCSB)



CONFIDENTIALITY & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the properties at 6509 Sabado Tarde Road, 6528 Sabado Tarde Road and 6529 Trigo Road, and 6712 Del Playa Drive, Goleta, CA 93117 (Subject Properties). It has been prepared by Lineage Asset Advisors and Hayes Commercial Group (Exclusive Agents). This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Subject Properties. It is not to be used for any other purpose or made available to any other person without the written consent of Owner and Exclusive Agents. The material is based in part upon information supplied by the Owner and in part upon financial information obtained by Exclusive Agents from sources it deems reliable.

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By acknowledging your receipt of this Offering Memorandum from Exclusive Agents, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence;
3. All photographs and graphic elements are property of Exclusive Agents and not to be used without expressed written permission; and
4. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Owner.

Owner and Exclusive Agents expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Subject Properties and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Subject Properties unless and until a written agreement for the purchase and sale of the Subject Properties has been fully executed and delivered.

Owner and Exclusive Agents expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Subject Properties and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Subject Properties unless and until a written agreement for the purchase and sale of the Subject Properties has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Subject Properties or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Subject Properties including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Subject Properties, or information provided herein or in connection with the sale of the Subject Properties shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Exclusive Agents or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Subject Properties.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Subject Properties or constitute an indication that there has been no change in the state of affairs of the Subject Properties since the date of this Offering Memorandum.

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An aerial photograph of a university campus. A tall, slender, light-colored concrete bell tower stands prominently on the right side. The tower has a series of arched openings near the top and two large arched entrances at the base. In the foreground, there are paved walkways, green lawns, and some low-rise buildings. In the background, a body of water (the ocean) is visible under a clear blue sky. The overall scene is bright and sunny.

SECTION 1

EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

Hayes Commercial Group and Lineage Asset Advisors, Inc. are pleased to present for sale these 4 generational student housing properties located in the premium student housing market of Isla Vista, which are offered as 3 separate opportunities or as a portfolio. With the beach and campus both just a few blocks away, this offering provides outstanding investment fundamentals and the very best of the coastal college lifestyle.

The offering consists of 4 properties totaling 31 units—28 residential units and 3 commercial units. A majority of the units have been remodeled with tile floors, new or refurbished cabinets, and granite countertops. The current owner has maintained the properties well with capital upgrades to the plumbing, electrical, roof, and exterior.

- 6509 Sabado Tarde – An 18-unit apartment property (sixteen studios and two 3 bed + 2 bath units) located directly across the street from the UCSB campus. The building and units have been upgraded and include balconies and many with ocean views. Tuck under parking and laundry facility are included as well.
- 6529 Trigo & 6528 Sabado Tarde – Adjacent properties located 1 block from UCSB campus and next to The Loop being sold together. 6529 Trigo is a mixed-use building comprising 7 units (4 studios and 3 ground floor commercial units). The building and units have been upgraded. 6528 Sabado Tarde is a 4-unit apartment (all 2 bed + 2 bath units). The building and units have been upgraded and include porches.
- 6712 Del Playa – A duplex (two 2 bed + 1 bath units) located on the coveted Del Playa Drive across the street from the bluffs and with ocean views. Large parcel with an entertainer's backyard.

The assets are in the heart of Isla Vista, the high-demand student community adjacent to UCSB, with very high barriers to entry for

new development, rental vacancy of around 2%, and exceptional upside. UCSB is a top-tier university of approximately 25,000 students, ranked #7 among public universities in US News & World Report (2023) with a 29% freshman acceptance rate in 2022. Isla Vista is one of the densest student housing communities in California, with 93% of housing units occupied by tenants and 83% of residents aged 18 to 24. High property values, combined with geographic and regulatory constraints, make development of new residential projects almost unheard of in Isla Vista and the immediate area.

In a market where student housing is extremely supply-constrained and demand is both elevated and stable, this portfolio offers investors a generational opportunity to control some of the best real estate in Isla Vista.



THE PORTFOLIO

COMBINED PRICE

\$13,500,000 (\$435,484 per unit*)

TOTAL BUILDING SF

19,628 SF

TOTAL LAND SF

24,391 SF

TOTAL RESIDENTIAL UNITS

28

TOTAL COMMERCIAL UNITS

3

SEPARATE OPPORTUNITIES

6509 SABADO TARDE ROAD

\$6,800,000 (\$377,778 per unit)

6529 TRIGO ROAD & 6528 SABADO TARDE ROAD

\$5,000,000 (\$454,545 per unit*)

6712 DEL PLAYA DRIVE

\$1,700,000 (\$850,000 per unit)

*inclusive of commercial units

INVESTMENT HIGHLIGHTS



RARE INVESTMENT-GRADE ASSETS AVAILABLE SEPARATELY OR AS A PORTFOLIO

in premium student-housing market



OUTSTANDING LOCATION

just blocks from the beach and UCSB, a top-tier university



PROVEN AND DURABLE DEMAND

driven by UCSB and Santa Barbara City College students



LOW HISTORICAL VACANCY RATE

in the Isla Vista market



MARKET RENTS EASILY MAINTAINED

through 1-year leases, avoiding statutory caps on rent increases



HIGH BARRIERS TO ENTRY

for new multifamily development in the market



WELL-MAINTAINED PORTFOLIO

with recent unit remodels and capital improvements



101

HOLLISTER VILLAGE

CVS Smart & Final T-Mobile

HOLLISTER AVE

CAMINO REAL MARKETPLACE

AT&T BevMo! Home Depot Costco Best Buy STAPLES

STORKE RD

STORKE PLAZA

target SUBWAY

LOS CARNEROS RD

SANTA BARBARA AIRPORT

EL COLEGIO RD

ISLA VISA

CAMINO CORTO

CAMINO PESCADERO

UCSB

MAIN CAMPUS

6529 TRIGO RD &
6528 SABADO TARDE RD

6712 DEL PLAYA DR

6509 SABADO TARDE RD


N



SECTION 2


PORTFOLIO OVERVIEW

PORTFOLIO SUMMARY




\$13,500,000

Portfolio Price




3.90%

Current CAP Rate




5.05%

Proforma CAP Rate




4

Total Properties




4

Total Parcels




19,628 SF

Total Portfolio Building Size



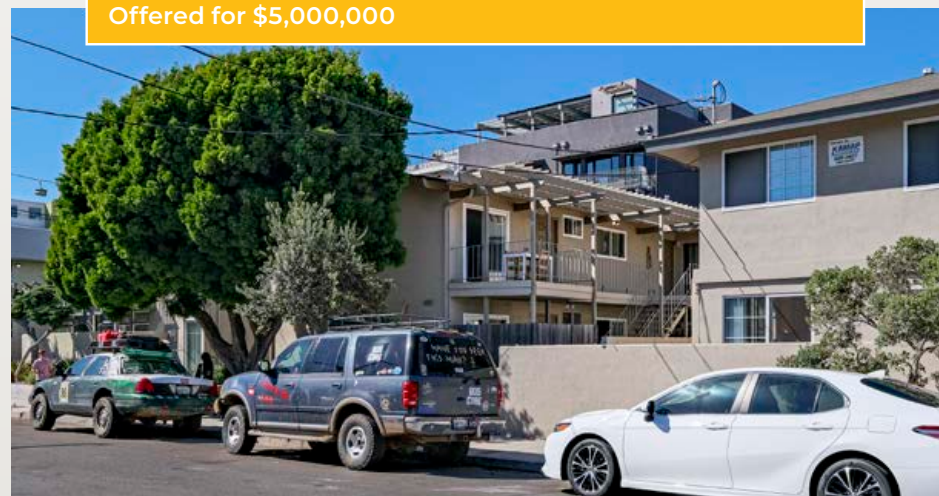
24,391 SF

Total Portfolio Lot Size



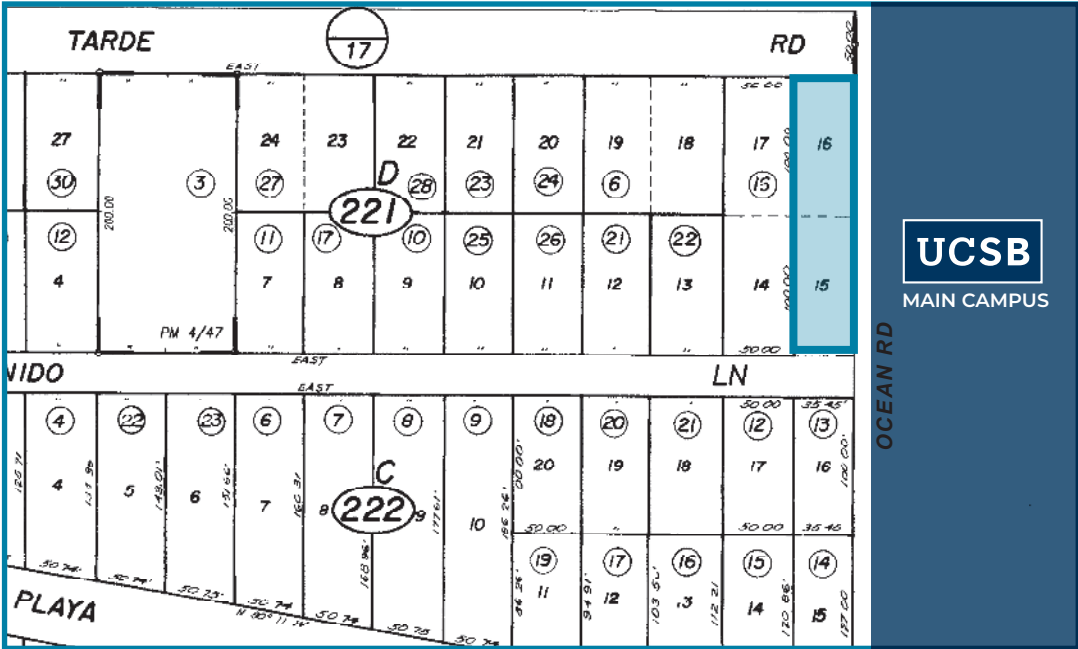
31

Total Units
(Including Commercial Units)



PROPERTY DESCRIPTIONS

6509 SABADO TARDE ROAD



PROPERTY PRICE
\$6,800,000 (\$377,778 per unit)

CURRENT CAP RATE
3.53%

PROFORMA CAP RATE
5.11%

PARCEL NUMBER (APN)
075-221-016

BUILDING SIZE
9,988 SF

LOT SIZE
10,019 SF | 0.23 AC

UNITS
18 Residential Units
- Sixteen Studios
- Two 3 Bed + 2 Bath

AVERAGE UNIT SIZE
1,098 SF - 3 Bedroom Units
487 SF - Studio Units

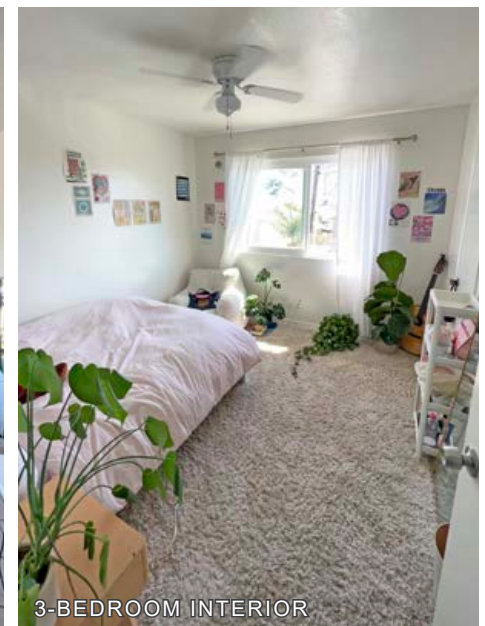
PARKING
18 Tuck Under Parking Spaces +
3 Uncovered Spaces

ZONING
SR-M-18





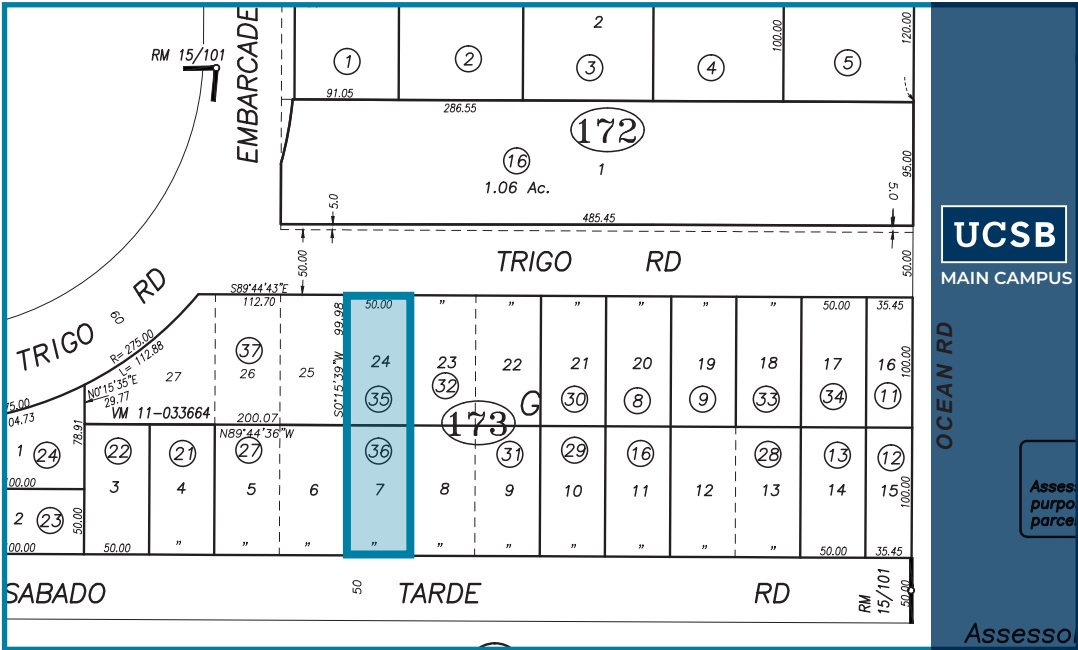
3-BEDROOM INTERIOR



3-BEDROOM INTERIOR

PROPERTY DESCRIPTIONS

6529 TRIGO ROAD & 6528 SABADO TARDE ROAD



PROPERTY PRICE
\$5,000,000 (\$454,545 per unit)

CURRENT CAP RATE
4.68%

PROFORMA CAP RATE
5.47%

PARCEL NUMBER (APN)
075-173-035 & 075-173-036

BUILDING SIZE
7,851 SF

LOT SIZE
9,582 SF | 0.22 Acres

UNITS
11 Units including:
8 Residential Units (4x2BD/2BA, 4xStudio)
3 Commercial Units

AVERAGE UNIT SIZE
Residential 666 SF, Commercial 841 SF

PARKING
9 Uncovered

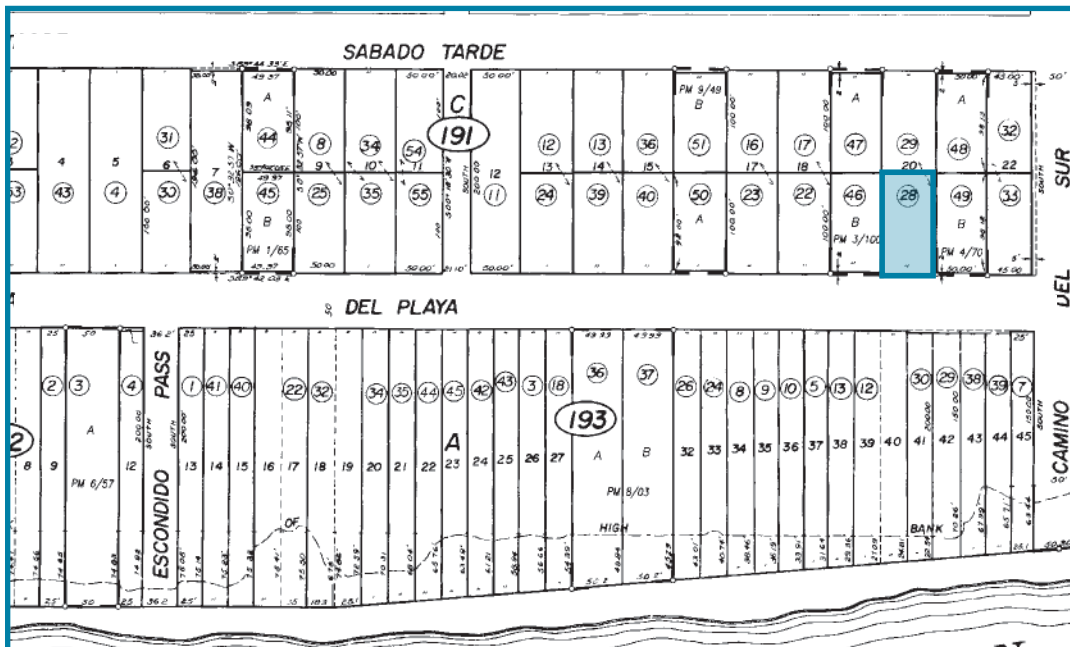
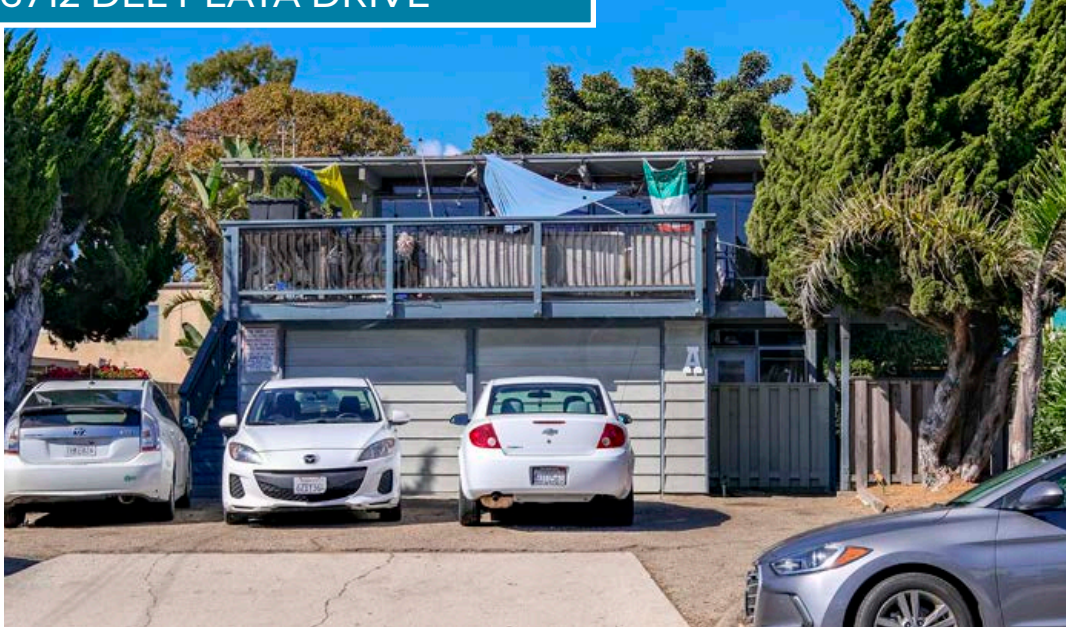
ZONING
C-2 & SR-H-20





PROPERTY DESCRIPTIONS

6712 DEL PLAYA DRIVE



PROPERTY PRICE

\$1,700,000 (\$850,000 per unit)

CURRENT CAP RATE

3.07%

PROFORMA CAP RATE

3.53%

PARCEL NUMBER (APN)

075-191-028

BUILDING SIZE

1,792 SF

LOT SIZE

4,791 SF | 0.11 Acres

UNITS

2 Residential Units
- Two 2 Bed + 1 Bath

AVERAGE UNIT SIZE

896 SF

PARKING

2 Car Garage + 3 Uncovered Spaces

ZONING

SR-M-18



A photograph of a modern building with large glass windows and stone cladding. The building is multi-storied and features a prominent glass facade. The sky is blue with some clouds. The text 'SECTION 3' is overlaid on a yellow rectangular background.

SECTION 3

FINANCIAL SUMMARY

Engineering Science

INVESTMENT SUMMARY

	PORTFOLIO	SEPARATE OPPORTUNITIES		
		6509 SABADO TARDE ROAD	6529 TRIGO ROAD & 6528 SABADO TARDE ROAD	6712 DEL PLAYA DRIVE
				
PRICE ⁽¹⁾	\$13,500,000	\$6,800,000	\$5,000,000	\$1,700,000
NUMBER OF UNITS	31	18	11	2
PRICE PER UNIT	\$435,484	\$377,778	\$454,545	\$850,000
CURRENT CAP RATE	3.90%	3.53%	4.68%	3.07%
PROFORMA CAP RATE	5.05%	5.11%	5.47%	3.53%
CURRENT GRM	16.33	17.27	14.14	19.14
PROFORMA GRM	13.63	13.36	12.61	17.49
BUILDING SF ⁽²⁾	19,358	9,988	7,851	1,792
LAND SF	24,391	10,019	9,582	4,791
PRICE/SF BUILDING	\$688	\$681	\$637	\$949
PRICE/SF LAND	\$553	\$679	\$522	\$355

Note 1: Building Size has been obtained from seller and other sources deemed reliable. Exact unit sizes are estimates.

6509 SABADO TARDE ROAD | PROFORMA OVERVIEW

INVESTMENT SUMMARY

PRICE	\$6,800,000
NUMBER OF UNITS	18
PRICE PER UNIT	\$377,778
CAP RATE (CURRENT)	3.53%
CAP RATE (MARKET)	5.11%
GRM (CURRENT)	17.27
GRM (MARKET)	13.36
BUILDING SIZE ⁽¹⁾	9,988
LAND SIZE	10,019
PRICE/SF BUILDING	\$681
PRICE/SF LAND	\$679

RENT ROLL

BUILDING	SF ⁽²⁾	CURRENT RENTS ⁽³⁾	MARKET RENTS ⁽⁴⁾
3BD/2BA	1,098	\$4,114	\$5,250
Studio	465	\$1,700	\$1,950
Studio	465	\$1,229	\$1,950
Studio	465	\$1,700	\$1,950
Studio	465	\$1,700	\$1,950
Studio	465	\$1,320	\$1,950
Studio	465	\$1,700	\$1,950
Studio	465	\$1,700	\$1,950
Studio ⁽¹⁾	641	\$1,439	\$2,200
3BD/2BA	1,098	\$4,114	\$5,250
Studio	465	\$1,700	\$1,950
Studio	465	\$1,240	\$1,950
Studio	465	\$1,700	\$1,950
Studio	465	\$1,271	\$1,950
Studio	465	\$1,271	\$1,950
Studio	465	\$1,700	\$1,950
Studio	465	\$1,229	\$1,950
Studio ⁽¹⁾	641	\$1,775	\$2,200
TOTALS	9,988	\$32,602	\$42,200

INCOME & EXPENSE ANALYSIS

GROSS RENTAL INCOME	NOTES	% of EGI	CURRENT RENTS		% of EGI	MARKET RENTS	
			MONTHLY	ANNUAL		MONTHLY	ANNUAL
TOTAL GROSS RENTAL INCOME			\$32,602	\$391,224		\$42,200	\$506,400
Laundry Income	Est.		\$216	\$2,592		\$216	\$2,592
Parking Income			\$0	\$0		\$0	\$0
Other Income			\$0	\$0		\$0	\$0
TOTAL GROSS INCOME			\$32,818	\$393,816		\$42,416	\$508,992
(LESS) Vacancy Rate	2%		-\$656	-\$7,876		-\$848	-\$10,180
EFFECTIVE GROSS INCOME (EGI)		100%	\$32,162	\$385,940	100%	\$41,568	\$498,812
OPERATING EXPENSES							
Real Estate Taxes ⁽⁵⁾	Est 1.05745%	18.63%	\$5,992	\$71,907	14.42%	\$5,992	\$71,907
Insurance ⁽⁶⁾	2022 Act	1.22%	\$392	\$4,706	0.94%	\$392	\$4,706
Electricity	2022 Act	0.36%	\$116	\$1,392	0.28%	\$116	\$1,392
Gas	Actual	0.66%	\$212	\$2,542	0.51%	\$212	\$2,542
Water	2022 Act	2.12%	\$682	\$8,189	1.64%	\$682	\$8,189
Trash	Actual	1.73%	\$555	\$6,659	1.34%	\$555	\$6,659
Sewer ⁽⁷⁾	2022/2023 Actuals	1.22%	\$393	\$4,717	0.95%	\$393	\$4,717
Repairs, Maintenance & Turnover	\$750/Unit/Year	3.50%	\$1,125	\$13,500	2.71%	\$1,125	\$13,500
Cleaning & Janitorial Expenses	Est.	0.52%	\$167	\$2,000	0.40%	\$167	\$2,000
Supplies	Est.	0.06%	\$21	\$250	0.05%	\$21	\$250
Fire Protection	2022 Act	0.02%	\$5	\$60	0.01%	\$5	\$60
Property Manager	5% of EGI	5.00%	\$1,608	\$19,297	5.00%	\$2,078	\$24,941
Taxes, Licenses & Prof. Fees	Est.	0.22%	\$71	\$850	0.17%	\$71	\$850
Pest Control	Est.	0.21%	\$67	\$800	0.16%	\$67	\$800
Gardening	Est.	1.32%	\$425	\$5,100	1.02%	\$425	\$5,100
Reserves	\$200/Unit/Year	<u>0.93%</u>	<u>\$300</u>	<u>\$3,600</u>	0.72%	\$300	\$3,600
(LESS) TOTAL ANNUAL EXPENSES		37.72%	\$12,131	-\$145,569	30.31%	-\$12,601	-\$151,212
NET OPERATING INCOME (NOI)		62.28%	\$44,292	\$240,371	69.69%	\$28,967	\$347,600

Note 1: Two of the studios are larger. Exact square footage to be verified by Buyer.

Note 2: Building Size has been obtained from Seller. Exact unit sizes are estimates an to be verified by Buyer.

Note 3: Current Rents are as of June 2023 (per Seller).

Note 4: Market Rents are estimates based off of comparable asking rents.

Note 5: Property Taxes are predicated on a 1.05745% Tax Rate plus Fixed Assessments less the fixed Goleta Sanitary District Fee.

Note 6: Property Insurance is based upon Seller's current insurance premium.

Note 7: Sewer is paid through Property Taxes and is a fixed amount established annually by The Goleta Sanitary District.

6529 TRIGO & 6528 SABADO TARDE | PROFORMA OVERVIEW

INVESTMENT SUMMARY

PRICE	\$5,000,000
NUMBER OF UNITS	11
PRICE PER UNIT	\$454,545
CAP RATE (CURRENT)	4.68%
CAP RATE (MARKET)	5.47%
GRM (CURRENT)	14.14
GRM (MARKET)	12.61
BUILDING SIZE ⁽¹⁾	7,851
LAND SIZE	9,582
PRICE/SF BUILDING	\$637
PRICE/SF LAND	\$522

RENT ROLL

UNIT MIX	SF ⁽¹⁾	CURRENT RENTS ⁽²⁾	MARKET RENTS ⁽³⁾
6529 - Comm #1	841	\$2,944	\$2,944
6529 - Comm #2	841	\$2,944	\$2,944
6529 - Comm #3	841	\$2,944	\$2,944
6529 - Studio	477	\$1,900	\$2,200
6529 - Studio	477	\$1,800	\$2,200
6529 - Studio	477	\$1,800	\$2,200
6529 - Studio	477	\$1,540	\$2,200
6528 - 2BD/2BA	855	\$3,400	\$3,850
6528 - 2BD/2BA	855	\$3,400	\$3,850
6528 - 2BD/2BA	855	\$3,400	\$3,850
6528 - 2BD/2BA	855	\$3,400	\$3,850
TOTALS	7,851	\$29,471	\$33,031

INCOME & EXPENSE ANALYSIS

GROSS RENTAL INCOME	NOTES	% of EGI	CURRENT RENTS		% of EGI	MARKET RENTS	
			MONTHLY	ANNUAL		MONTHLY	ANNUAL
TOTAL GROSS RENTAL INCOME			\$29,471	\$353,646		\$33,031	\$396,366
Laundry Income			\$0	\$0		\$0	\$0
Storage Income			\$0	\$0		\$0	\$0
RUBS			\$0	\$0		\$0	\$0
TOTAL GROSS INCOME			\$29,471	\$353,646		\$33,031	\$396,366
(LESS) Vacancy Rate	2%		-\$589	-\$7,073		-\$661	-\$7,927
EFFECTIVE GROSS INCOME (EGI)		100%	\$28,881	\$346,573	100%	\$32,370	\$388,439
OPERATING EXPENSES							
Real Estate Taxes ⁽⁴⁾	Est 1.05745%	15.26%	\$4,406	\$52,873	13.61%	\$4,406	\$52,873
Insurance ⁽⁵⁾	2022 Act	3.31%	\$957	\$11,480	2.96%	\$957	\$11,480
Gas	None	0.00%	\$0	\$0	0.00%	\$0	\$0
Electric ⁽⁶⁾	2022 Act	0.20%	\$57	\$686	0.18%	\$57	\$686
Water ⁽⁶⁾	2022 Act	1.71%	\$494	\$5,928	1.53%	\$494	\$5,928
Sewer ⁽⁷⁾	2022 Act	0.61%	\$175	\$2,098	0.54%	\$175	\$2,098
Trash	2022 Act	2.08%	\$602	\$7,218	1.86%	\$602	\$7,218
Repairs, Maint. & Turnover	Est \$750/Unit/Year	2.38%	\$688	\$8,250	2.12%	\$688	\$8,250
Offsite Manager	5% of EGI	5.00%	\$1,444	\$17,329	5.00%	\$1,618	\$19,422
Taxes, Licenses & Prof. Fees	2022 Act	0.25%	\$71	\$850	0.22%	\$71	\$850
Pest Control	Est	0.25%	\$71	\$850	0.22%	\$71	\$850
Gardening	2022 Act	0.72%	\$207	\$2,480	0.64%	\$207	\$2,480
Reserves	Est \$250/Unit/Year	0.79%	\$229	\$2,750	0.71%	\$229	\$2,750
(LESS) TOTAL ANNUAL EXPENSES		32.54%	-\$9,399	-\$112,791	29.58%	-\$9,574	-\$114,884
NET OPERATING INCOME (NOI)		67.46%	\$19,482	\$233,782	70.42%	\$22,796	\$273,554

Note 1: Building Size has been obtained from a 2004 appraiser's measurements. Exact unit sizes are estimates. 6529 Trigo is approximately 4,431 SF. 6528 Sabado is approximately 3,420 SF.

Note 2: All three commercial spaces will be vacant at close of escrow. Current and Market Rents for the commercial spaces are estimated at \$3.50 PSF/M Gross. Current Rents for residential units are as of June 2023 (per Seller).

Note 3: Market Rents for the commercial spaces are estimated at \$3.50 PSF/M Gross. Residential market rents are estimates based off of comparable asking rents.

Note 4: Property Taxes are predicated on a 1.05745% Tax Rate plus Fixed Assessments less the fixed Goleta Sanitary District Fee

Note 5: Property Insurance is based upon Seller's current insurance premium

Note 6: Electricity and Water are based off of both properties 2022 actual Electrical and Water expenses.

Note 7: Sewer is paid through Property Taxes and is a fixed amount established annually by The Goleta Sanitary District. Both properties pay \$1,049 per year.

6712 DEL PLAYA DRIVE | PROFORMA OVERVIEW

INVESTMENT SUMMARY

PRICE	\$1,700,000
NUMBER OF UNITS	2
PRICE PER UNIT	\$850,000
CAP RATE (CURRENT)	3.07%
CAP RATE (MARKET)	3.53%
GRM (CURRENT)	19.14
GRM (MARKET)	17.49
BUILDING SIZE ⁽¹⁾	1,792
LAND SIZE	4,791
PRICE/SF BUILDING	\$949
PRICE/SF LAND	\$355

RENT ROLL

BUILDING	SF ⁽¹⁾	CURRENT RENTS ⁽²⁾	MARKET RENTS ⁽³⁾
Unit A	896	\$3,600	\$4,000
Unit B	896	\$3,700	\$4,000
TOTALS	1,792	\$7,300	\$8,000

INCOME & EXPENSE ANALYSIS

GROSS RENTAL INCOME	NOTES	% of EGI	CURRENT RENTS		% of EGI	MARKET RENTS	
			MONTHLY	ANNUAL		MONTHLY	ANNUAL
TOTAL GROSS RENTAL INCOME			\$7,300	\$87,600		\$8,000	\$96,000
Laundry Income			\$0	\$0		\$0	\$0
Storage Income ⁽⁴⁾	Manager Rents Garage		\$100	\$1,200		\$100	\$1,200
RUBS			\$0	\$0		\$0	\$0
TOTAL GROSS INCOME			\$7,400	\$88,800		\$8,100	\$97,200
(LESS) Vacancy Rate	2%		-\$148	-\$1,776		-\$162	-\$1,944
EFFECTIVE GROSS INCOME (EGI)		100%	\$7,252	\$87,024	100%	\$7,938	\$95,256
OPERATING EXPENSES							
Real Estate Taxes ⁽⁵⁾	Est 1.05745%	20.66%	\$1,498	\$17,977	18.87%	\$1,498	\$17,977
Insurance ⁽⁶⁾	2022 Act	3.92%	\$284	\$3,412	3.58%	\$284	\$3,412
Gas ⁽⁷⁾	None	0.00%	\$0	\$0	0.00%	\$0	\$0
Electric ⁽⁷⁾	Tenant's Pay	0.00%	\$0	\$0	0.00%	\$0	\$0
Water ⁽⁸⁾	2022 Act	2.68%	\$194	\$2,329	2.45%	\$194	\$2,329
Sewer ⁽⁹⁾	2022 Act	0.60%	\$44	\$525	0.55%	\$44	\$525
Trash ⁽¹⁰⁾	2022 Act	2.31%	\$167	\$2,010	2.11%	\$167	\$2,010
Repairs, Maint. & Turnover	Est \$750/Unit/Year	1.72%	\$125	\$1,500	1.57%	\$125	\$1,500
Offsite Manager	5% of EGI	5.00%	\$363	\$4,351	5.00%	\$397	\$4,763
Taxes, Licenses & Prof. Fees	2022 Act	0.40%	\$29	\$350	0.37%	\$29	\$350
Pest Control	Est	0.29%	\$21	\$250	0.26%	\$21	\$250
Gardening	2022 Act	1.96%	\$142	\$1,708	1.79%	\$142	\$1,708
Reserves	Est \$250/Unit/Year	0.57%	\$42	\$500	0.52%	\$42	\$500
(LESS) TOTAL ANNUAL EXPENSES		40.12%	-\$2,909	-\$34,912	37.08%	-\$2,944	-\$35,324
NET OPERATING INCOME (NOI)		59.88%	\$4,343	\$52,112	62.92%	\$4,994	\$59,932

Note 1: Building Size has been obtained from seller. Exact unit sizes are estimates.

Note 2: Current Rents are as of June 2023 (per Seller).

Note 3: Market rents are estimates based off of comparable asking rents.

Note 4: Property Manager currently leases an area of the property for storage @ \$100/month.

Note 5: Property Taxes are predicated on a 1.05745% Tax Rate plus Fixed Assessments less the fixed Goleta Sanitary District Fee.

Note 6: Property Insurance is based upon Seller's current insurance premium.

Note 7: Tenants pay for their own electrical. No Gas.

Note 8: Water is based off of 11 months of actual bills plus 1 month estimated.

Note 9: Sewer is paid through Property Taxes and is a fixed amount established annually by The Goleta Sanitary District.

Note 10: Trash is billed every two months.



A coastal scene featuring a prominent white cliff in the foreground. Behind the cliff, a dense line of tall palm trees stands in front of several buildings, including a large, modern, light-colored structure and a smaller building with a red roof. In the background, rolling hills or mountains are visible under a clear blue sky. The ocean is in the lower right, with waves breaking onto a sandy beach.

SECTION 4

MARKET COMPARABLES

STUDENT HOUSING SALES COMPARABLES



STUDENT HOUSING SALES COMPARABLES

6509 SABADO TARDE ROAD | SALES COMPS

	ADDRESS	COE	UNITS	UNIT MIX	BLDG SF	PRICE	PRICE/SF	PRICE/UNIT	CAP RATE (CURRENT)	CAP RATE (MARKET)	GRM (CURRENT)	GRM (MARKET)
★	6509 Sabado Tarde	-	18	2 - 3BD/2BA 16 - Studios	9,988	\$6,800,000	\$681	\$377,778	3.53%	5.11%	17.27	13.36
1	6587 Cervantes Rd (Part of a Portfolio Sale)	4/13/22	22	2 - 2BD/1BA 20 - 1BD/1BA	14,850	\$9,316,755	\$627	\$423,489	2.79%	3.91%	21.13	16.85
2	6588 & 6598 Trigo Rd (Part of a Portfolio Sale)	10/7/21	20	2 - 2BD/2BA 10 - 2BD/1BA 8 - 1BD/1BA	13,920	\$10,602,678	\$762	\$530,134	-	-	-	-
3	6563 Trigo Rd (Part of a Portfolio Sale)	10/7/21	13	2 - 3BD/2BA 11 - Studios	9,350	\$7,254,464	\$776	\$558,036	-	-	-	-
4	850 Camino Pescadero	11/6/22	11	11 - 1BD/1BA	7,500	\$3,925,000	\$523	\$356,818	3.02%	4.90%	17.95	13.14
5	828 Embarcadero del Mar (Part of a Portfolio Sale)	10/7/21	11	1 - 3BD/1BA 4 - 2BD/1BA 5 - 1BD/1BA 1 - Studio	7,628	\$6,138,393	\$805	\$558,036	-	-	-	-
6	6590 Cordoba Rd	1/5/21	6	6 - 1BD/1BA	-	\$2,100,000	-	\$350,000	-	-	-	-
7	6529 Del Playa Dr	12/17/21	5	4 - 3BD/2BA 1 - 2BD/2BA	5,817	\$3,370,000	\$579	\$674,000	5.49%	5.49%	12.14	12.14
AVERAGES							\$679	\$492,930	3.77%	4.77%	17.07	14.04

6529 TRIGO ROAD & 6528 SABADO TARDE ROAD | SALES COMPS

	ADDRESS	COE	UNITS	UNIT MIX	BLDG SF	PRICE	PRICE/SF	PRICE/UNIT	CAP RATE (CURRENT)	CAP RATE (MARKET)	GRM (CURRENT)	GRM (MARKET)
★	6529 Trigo Rd & 6528 Sabado Tarde Rd	-	11	4 - 2BD/2BA 4 - Studios 3 - Retail	7,851	\$5,000,000	\$637	\$454,545	4.68%	5.47%	14.14	12.61
1	939 Embarcadero Del Mar	11/10/21	3	2 - 2BD/1BA 6,500 SF Retail	8,100	\$4,000,000	\$494	NA	5.50%	-	12.61	-
2	6509 Pardall Rd	2/1/21	4	4 - 2BD/2BA	4,000	\$2,600,000	\$650	\$650,000	4.11%	-	15.54	-
3	6745-6747 Del Playa Dr	Pending	4	3 - 4BD/2BA 1 - 3BD/2BA	4,739	\$4,500,000	\$950	\$1,125,000	5.40%	-	11.98	-
AVERAGES							\$698	\$887,500	5.00%		13.38	

STUDENT HOUSING SALES COMPARABLES

6712 DEL PLAYA DRIVE | SALES COMPS

	ADDRESS	COE	UNIT MIX	BLDG SF	PRICE	PRICE/SF	PRICE/UNIT	CAP RATE (CURRENT)	CAP RATE (MARKET)	GRM (CURRENT)	GRM (MARKET)	
★	6712 Del Playa Dr	-	2	2 - 2BD/2BA	1,792	\$1,700,000	\$949	\$850,000	3.07%	3.53%	19.14	17.49
1	6636 Sabado Tarde Rd	2/6/23	2	2 - 3BD/1BA	2,098	\$1,850,000	\$882	\$925,000	3.36%	4.30%	20.31	
2	6753 Trigo Rd	10/15/21	2	2 - 3BD/1BA	1,726	\$1,550,000	\$898	\$775,000	3.64%	4.30%	17.01	
3	6799 Trigo Rd	4/19/22	2	2 - 3BD/2BA	2,186	\$1,795,000	\$821	\$897,500	3.77%	4.30%	16.29	
4	6711 Sabado Tarde	12/31/21	2	1 - 3BD/2BA 1 - 2BD/1BA	2,300	\$1,585,000	\$689	\$792,500	3.99%	4.30%	15.54	
5	1016 Camino Corto	7/30/21	2	2 - 2BD/1BA	1,750	\$1,450,000	\$829	\$725,000	2.98%	4.30%	20.80	
6	6735 Trigo Rd	5/24/21	2	2 - 2BD/1.5BA	1,726	\$1,335,000	\$773	\$667,500	3.51%	4.30%	19.15	
7	6765 Sabado Tarde	10/15/21	2	1 - 3BD/1.5BA 1 - 2BD/1BA	2,436	\$1,450,000	\$595	\$725,000	3.90%	4.30%	15.90	
AVERAGES							\$784		3.59%		17.86	



STUDENT HOUSING RENT COMPARABLES



STUDENT HOUSING RENT COMPARABLES

3 BEDROOM | RENT COMPS

	ADDRESS	UNIT MIX	RENT	NOTES
1	6624 Pasado Rd	3BD/1BA	\$4,850	Actual Rent 2021-2022.
2	6636 Pasado Rd	3BD/2BA	\$5,250	Actual Rent 2022-2023. Moderately updated.
3	6634 Sueno Rd	3BD/2BA	\$5,250	Actual Rent 2022-2023. Moderately updated.
4	6752 Sueno Rd	3BD/2BA	\$5,400	Actual Rent 2022-2023. Moderately updated.
	AVERAGE		\$5,188	

2 BEDROOM | RENT COMPS

	ADDRESS	UNIT MIX	RENT	NOTES
1	6615 Sabado Tarde Rd	2BD/1BA	\$3,800	Actual Rent 2022-2023. Moderately updated.
2	6680 Sabado Tarde Rd	2BD/1BA	\$3,950	Actual Rent 2022-2023. Moderately updated.
3	6684 Sabado Tarde Rd	2BD/1BA	\$3,950	Actual Rent 2022-2023. Moderately updated.
4	6748 Del Playa Dr #A	2BD/1BA	\$4,000	Actual Rent 2022-2023. Moderately updated.
5	6670 Sueno Rd	2BD/1BA	\$3,950	Actual Rent 2022-2023.
6	6604 Sabado Tarde	2BD/2BA	\$3,400	Actual Rent 2022-2023. Moderately updated.
7	6657 El Colegio Rd	2BD/2BA	\$3,950	Actual Rent 2022-2023. Moderately updated.
	AVERAGE		\$3,857	

STUDIO | RENT COMPS

	ADDRESS	UNIT MIX	RENT	NOTES
1	6654 Del Playa Dr #C	Studio	\$2,050	Asking Rent as of 3/2022
2	6583 Cordoba Rd	Studio	\$1,800	Asking Rent as of 1/2022
3	6647 Abrego Rd	Studio	\$2,400	Asking Rent as of 12/2021
	AVERAGE		\$2,083	





SECTION 5

MARKET OVERVIEW

LOCATION OVERVIEW

ISLA VISTA

The community of Isla Vista, commonly known as “I.V.”, is 1.8 square mile in area and adjacent to UCSB’s main campus. 83% of residents are between 18 and 24--predominantly UCSB and Santa Barbara City College students--with the remainder being families with children, a few UCSB faculty and staff members, and long-term residents.

Students who choose to live in Isla Vista are attracted by the beautiful ocean views from apartments and houses on oceanside Del Playa Drive (also known as “D. P.”); the convenience of being able to walk, bike, or skateboard to class; the ability to shop for and take care of basic needs without a car; and the benefits of communal living (living in households with multiple roommates/housemates).

Isla Vista remains a highly coveted market for Multifamily investors looking to capitalize on the area’s perennially low vacancy rate and high density of rental housing, complemented by its adjacency to UCSB with the university’s highly selective admissions standards and above average retention and completion rates. Increased student enrollment and extremely limited development are the most important

factors in play. The area has seen annual rent growth reach an all-time high of 11 percent and a .5 percent decrease in vacancy. Close proximity to the UCSB campus and quality amenities should lead to increased yields and extremely low long term vacancy for this asset under this projected scenario.

UCSB IN ISLA VISTA

The beachside community is home to many UCSB students who savor the beach culture, warm weather, and energetic atmosphere. Students enjoy restaurants, parks, coffee shops, grocery stores, and a bike-friendly atmosphere that makes a sustainable commute to campus a breeze. UCSB maintains a strong presence in Isla Vista through the Associated Students Pardall Center, Embarcadero Hall, and more. UCSB has a dormitory capacity of just about 10,300 beds, leaving the balance of the university’s 25,320 full-time students searching for housing off campus, with the vast majority renting in adjacent Isla Vista.



ABOUT UC SANTA BARBARA

UC SANTA BARBARA (UCSB)

The University of California, Santa Barbara is ranked as one of the top teaching and research institutions in the United States. UCSB offers a world-class education in a picturesque seaside location. They offer more than 200 majors, degrees and credentials, a number that includes 90+ undergraduate majors and more than 50 graduate programs. Undergraduate majors at UCSB are housed in our three colleges: the College of Letters and Science, the College of Engineering, and the College of Creative Studies.

The campus is home to 10 national institutes and centers. Among them are the Kavli Institute for Theoretical Physics and the Materials Research Laboratory, both funded by the National Science Foundation, and the U.S. Army-funded Institute for Collaborative Biotechnologies. UCSB ranks number 7 among all public universities in U.S. News and World Report's 2023 "Best Colleges" Rankings,

the most widely read college guide in the country. UCSB was also ranked No. 10 on Princeton Review's 2022 Top 50 Green Schools list, which recognizes "superb sustainability practices, a strong foundation in sustainability education, and a healthy quality of life for students on campus." UCSB's renowned faculty includes six winners of Nobel Prizes for landmark research in chemistry, physics and economics. An alumna of our College of Creative Studies won the 2009 Nobel in Physiology or Medicine.

UCSB received almost 130,000 applications for freshman and transfer students for fall 2022 as the entire University of California System saw a record-breaking number of applicants. The UCSB Office of Admissions experienced a 5% increase in freshman applications this year compared to last year, with 110,995 received, and a 14% decline in transfer applications with 17,598 received.

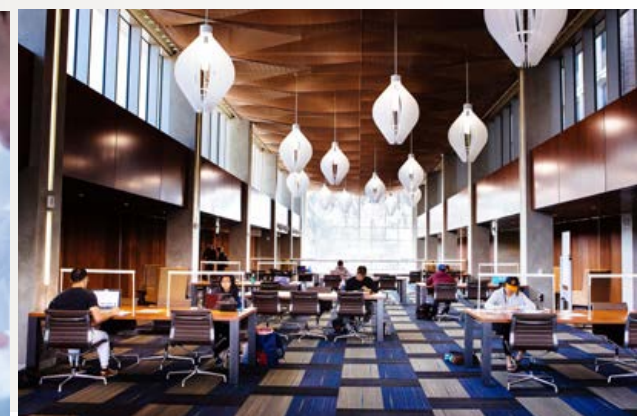
#7 PUBLIC UNIVERSITIES IN THE U.S.
Source: US News & World Report 2023

#10 GREENEST UNIVERSITY IN THE U.S.
Source: Princeton's Review 2022

6 FACULTY NOBEL PRIZES IN CHEMISTRY, ECONOMICS & PHYSICS

19 NCAA DIVISION 1 SPORTS TEAMS

90+ UNDERGRADUATE MAJORS & 50+ GRADUATE PROGRAMS



UCSB CAMPUS MAP



