

FOR SALE

CASA JARDIN

Santa Barbara's first 'Hotel Condominium'

PRICE REDUCTION ON ALL UNITS

*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

PROPERTY OVERVIEW

CASA JARDIN

Come experience Santa Barbara in its first ever hotel condominium development at Casa Jardin (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) 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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222 E. Carrillo Street, Suite 101, Santa Barbara, California 93101 | HayesCommercial.com

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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	\$985,000	\$243	87.2%	\$108,358
7	Studio	206 sf	\$679,000	\$160	86.8%	\$75,348
8	Studio	311 sf	\$738,000	\$172	87%	\$78,438
9	Studio	303 sf	\$738,000	\$173	90.7%	\$80,519
12	Studio	335 sf	\$755,000	\$190	76.7%	\$83,330
13	2 BD	843 sf	\$1,345,000	\$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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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**

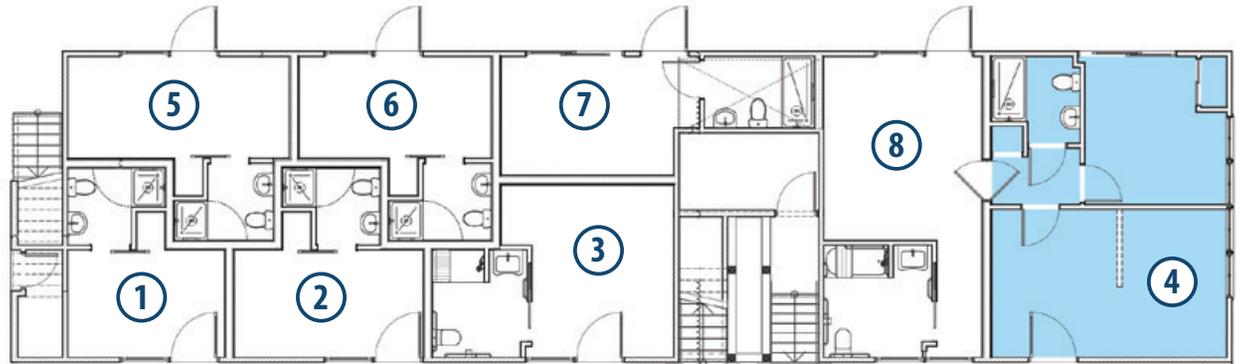
First floor | 1 BD / 1 BA | 445 SF

\$985,000

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

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UNITS

1018 Garden Street, **Unit 7**

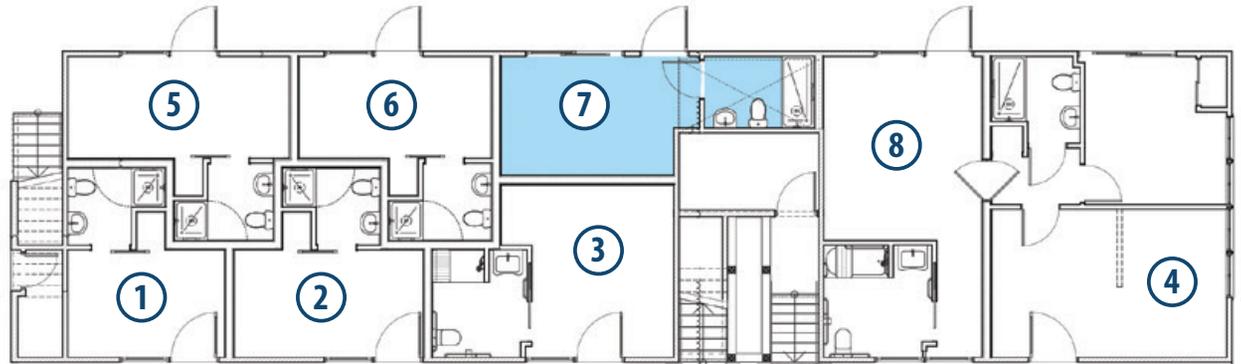
First floor | Studio | 206 SF

\$679,000

Adjusted RevPAR \$160

Adjusted Paid Occ. 86.8%

Total 2024 Revenue \$75,348



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UNITS

1018 Garden Street, **Unit 8**

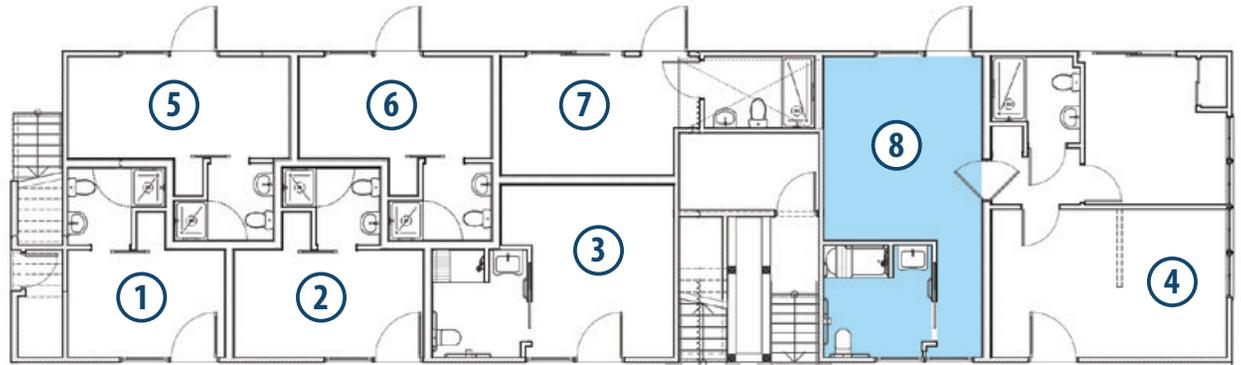
First floor | Studio | 311 SF

\$738,000

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**

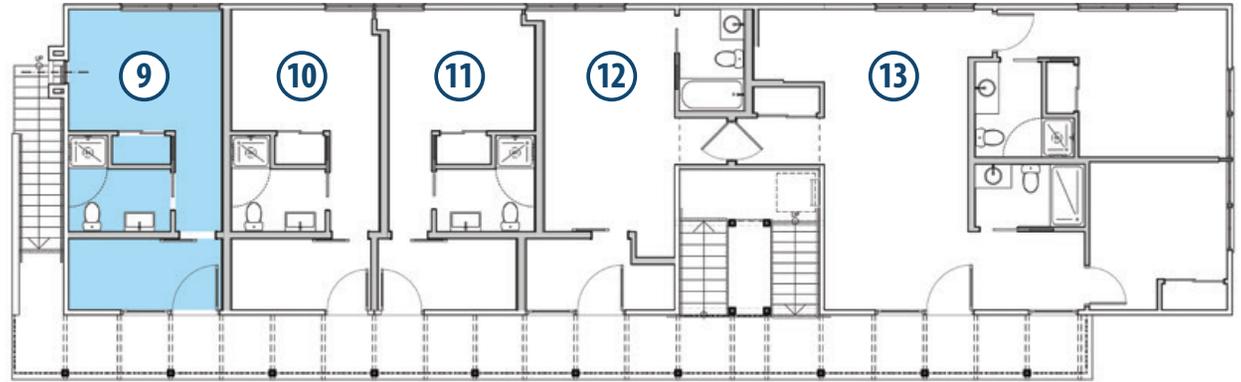
Second floor | Studio | 303 SF

\$738,000

Adjusted RevPAR \$173

Adjusted Paid Occ. 90.7%

Total 2024 Revenue \$80,519



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UNITS

1018 Garden Street, **Unit 12**

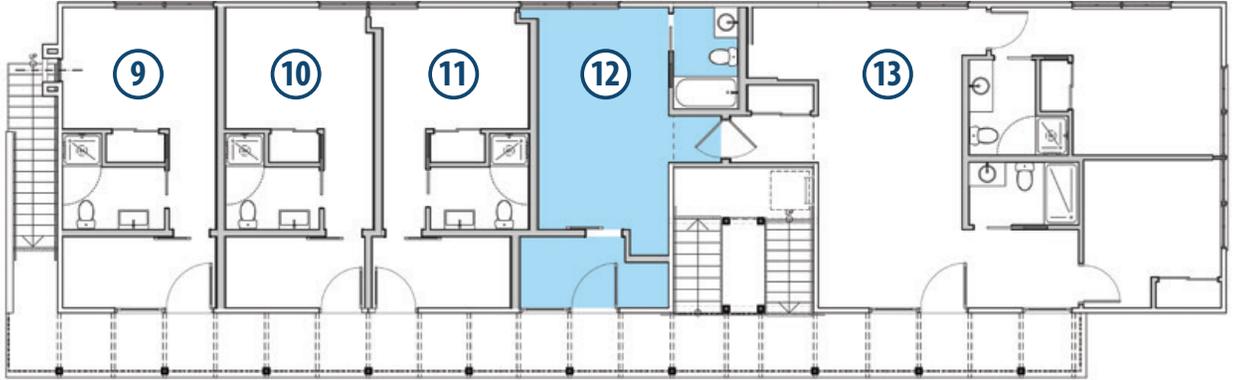
Second floor | Studio | 335 SF

\$755,000

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**

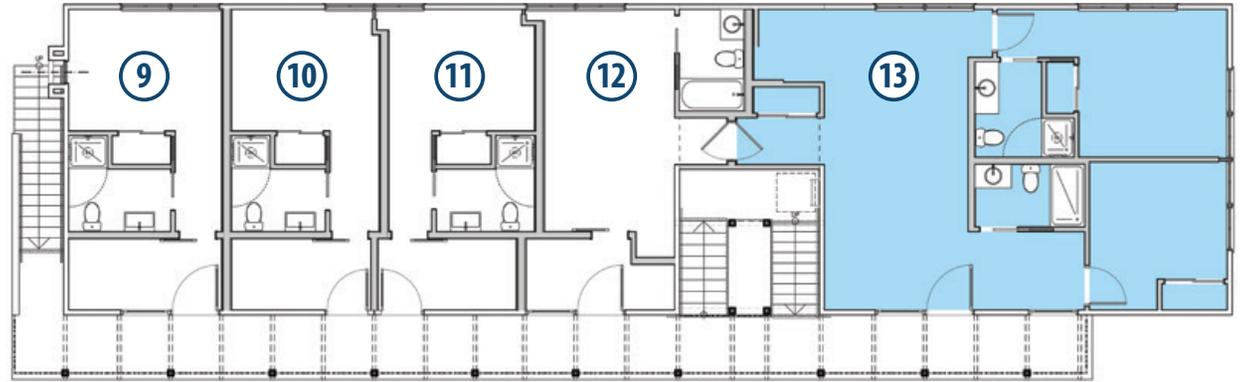
Second floor | 2BD/2BA | 843 SF

\$1,345,000

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:



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.



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.



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



DOWNTOWN'S RETAIL CORE

State Street serves as the geographic, cultural, and business center for the greater South Coast metro area and its 210,000 residents. With several open-air malls and countless entertainment options for visitors, it is the location of choice for national tenants and local staples alike. The area is a busy commercial hub far more cosmopolitan than Santa Barbara's population count would suggest. Business, shopping, arts, dining and leisure all intersect here, with a backdrop of rugged coastal mountains.



PASEO NUEVO

SEPHORA	PRESSED
THE GAP	EUREKA BURGER
VICTORIA'S SECRET	BRUXIE
T-MOBILE	PANDA EXPRESS
PAC SUN	CA PIZZA KITCHEN



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SANTA BARBARA

THE AMERICAN RIVIERA



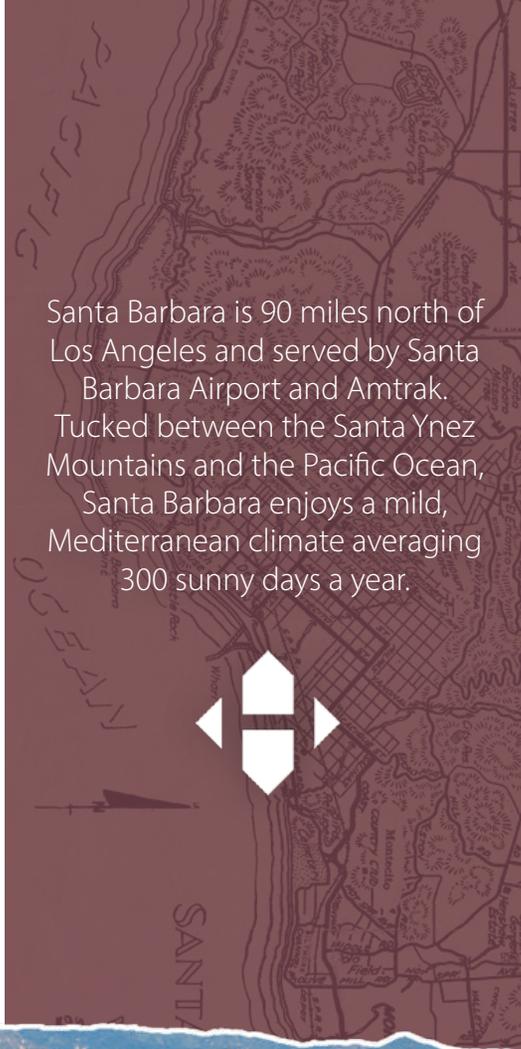
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Santa Barbara is 90 miles north of Los Angeles and served by Santa Barbara Airport and Amtrak. Tucked between the Santa Ynez Mountains and the Pacific Ocean, Santa Barbara enjoys a mild, Mediterranean climate averaging 300 sunny days a year.



SANTA BARBARA



Source: esri, 2023 demographics



89,023
current residents



\$149,130
avg. household income



62%
college-educated



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