

FOR SALE

# CASA JARDIN

1018 Garden St  
13-Key Boutique Hotel Opportunity

\$7,600,000

*Premier downtown  
location*

*Clean and modern  
finishes*

*In-place professional  
management*

*Easy access to a host  
of amenities*

**VILLAGE**  
PROPERTIES

**William Reed**  
805.896.3002  
billreed@villagesite.com

**Crawford Speier Group**  
805.683.7335  
csgroup@villagesite.com

 **Hayes**  
COMMERCIAL GROUP

**Christos Celmayster**  
805.898.4388  
christos@hayescommercial.com

# PROPERTY OVERVIEW

## CASA JARDIN

An exceptional opportunity to acquire Casa Jardin, a boutique 13-key hotel ideally positioned in the heart of Santa Barbara's vibrant downtown. Located just blocks from State Street and moments from premier shopping, dining, wine bars, parks, music venues, the Santa Barbara Bowl, and the Funk Zone, the property offers both immediate income and long-term strategic upside.

Casa Jardin was designed and has been operated as a staffless and keyless hotel similar to your typical Short Term Rental property making it a unique investment opportunity that delivers immediate and stabilized cash flow with in-place professional management. Additionally, each room is approved as a separate condominium, allowing for the potential to sell units individually and unlock additional future value.

The asset has undergone a comprehensive rebuild within the past three years, including all new building systems, and features thoughtfully designed interiors with a clean, modern aesthetic. Each unit is pet-friendly, fully furnished, and outfitted with high-quality finishes, top-tier appliances, and amenities tailored to both short- and extended-stay guests.

Operations are seamlessly handled by ZenStay, a proven hospitality operator providing full-service management—from dynamic pricing and reservations to guest services, housekeeping, and maintenance. Their platform ensures institutional-quality oversight with transparent financial reporting, allowing for a truly passive ownership experience.

Casa Jardin represents a rare blend of income, lifestyle, and future optionality in one of California's most supply-constrained coastal markets.



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222 E. Carrillo Street, Suite 101, Santa Barbara, California 93101 | HayesCommercial.com

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5/13/26

# PROPERTY DETAILS

**Price:** \$7,600,000

**# of Keys:** 13

**Room Mix:** 1 – 2BD/1BA w/ full kitchen  
(extended stay unit)  
1 – 1BD/1BA w/ full kitchen  
(extended stay unit)  
11 – Studio units w/  
kitchenettes

**APN:** 029-221-033

**Lot Area:** 9,583 +/- SF

**Building Area:** 4,101 +/- SF

**Zoning:** G-C (General Commercial)

**Year Renovated:** 2023

**Parking:** 13 spaces w/ 8 EV chargers  
(paid Tesla app)

- 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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# INVESTMENT HIGHLIGHTS

Cap Rate:	6.03%
Price Per Key:	\$584,615
Average Length of Stay:	2 days
ADR (Total):	\$283
ADR:	\$226
Adjusted RevPAR (Total):	\$234
Adjusted RevPAR:	\$186
Adjusted Paid Occ. %	82.5%
2BD Revenue:	\$159,133
1BD Revenue:	\$108,941
Studio Revenue (average):	\$75,921

*Note: All metrics are T12 from 4.1.25 to 3.31.26*



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# UNIT 1

## 1018 Garden Street, **Unit 1**

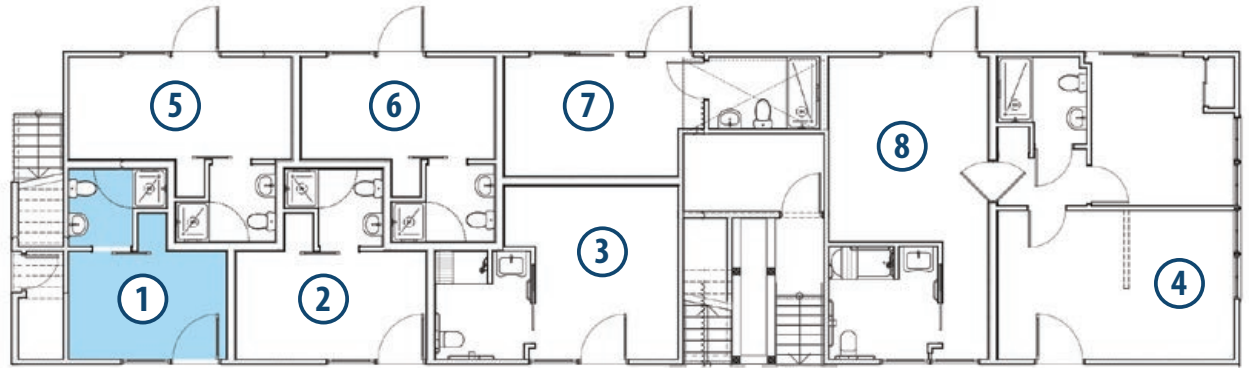
First floor | Studio | 168 SF

Adjusted RevPAR (total)      \$188

Adjusted Paid Occ.              80.2%

Total Revenue                  \$68,517

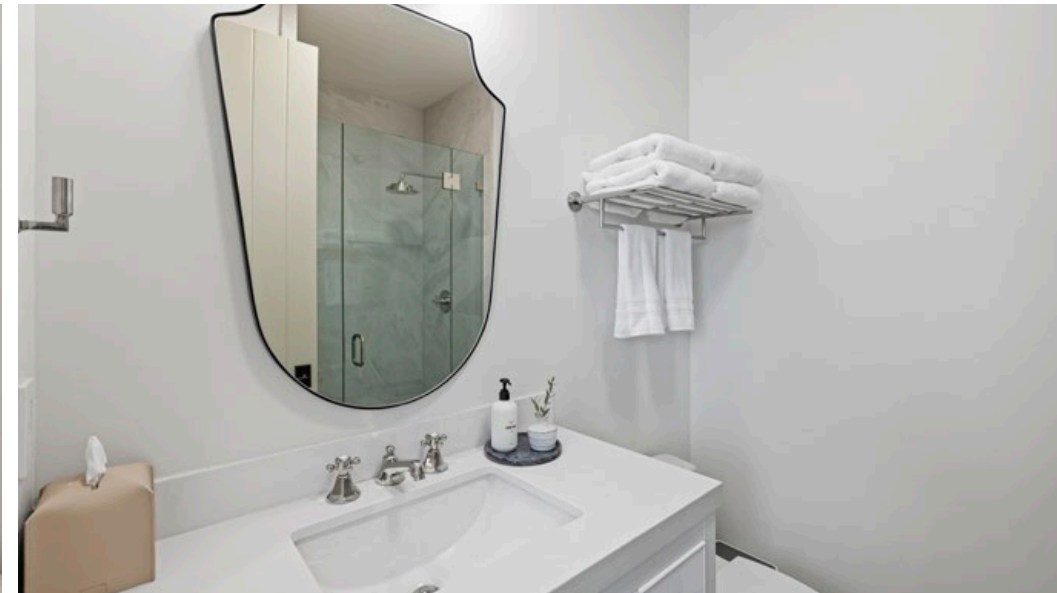
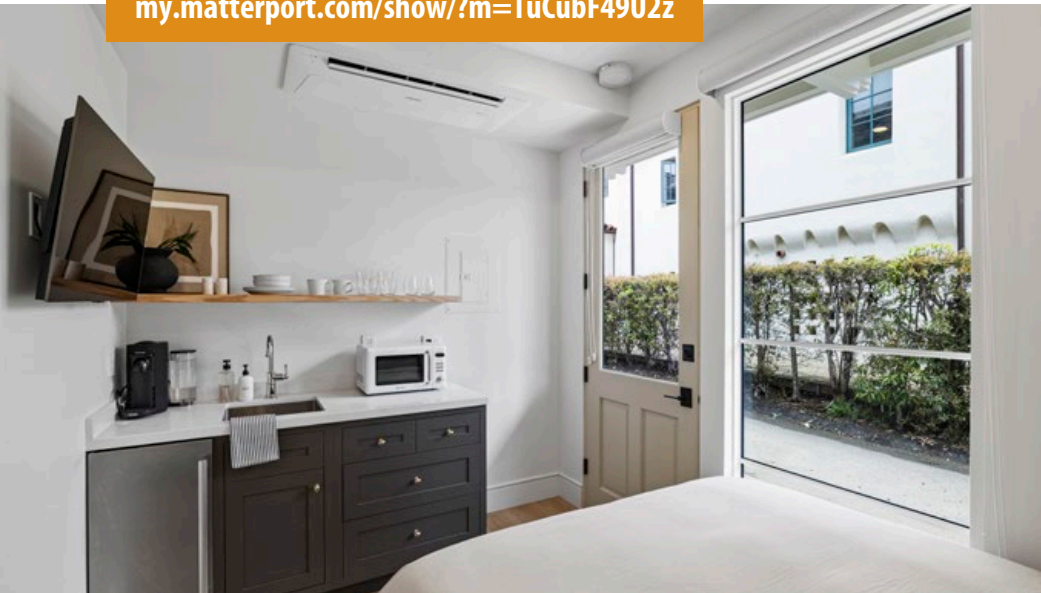
All metrics are T12 from 4.1.25 to 3.31.26



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# UNIT 2

## 1018 Garden Street, **Unit 2**

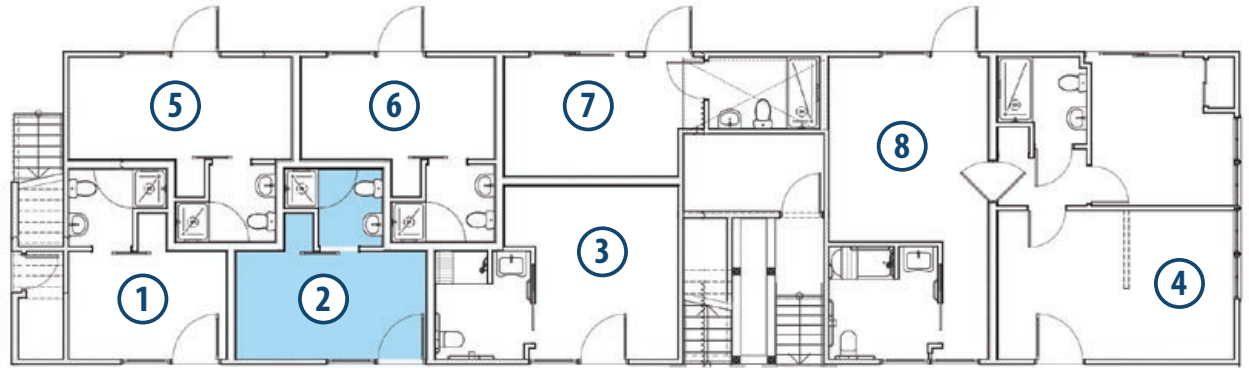
First floor | Studio | 191 SF

Adjusted RevPAR (total) \$192

Adjusted Paid Occ. 82%

Total Revenue \$69,316

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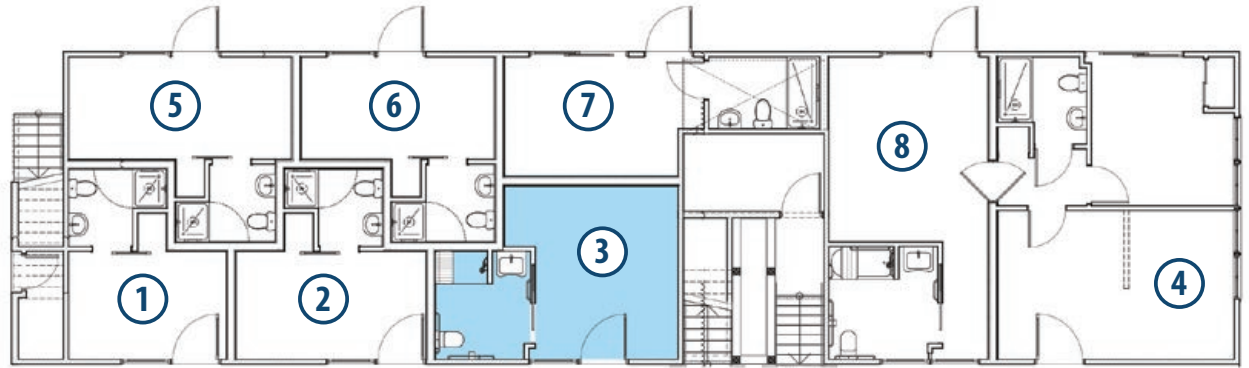
# UNIT 3

## 1018 Garden Street, **Unit 3**

First floor | Studio | 245 SF

Adjusted RevPAR (total)	\$243
Adjusted Paid Occ.	82.3%
Total Revenue	\$76,265

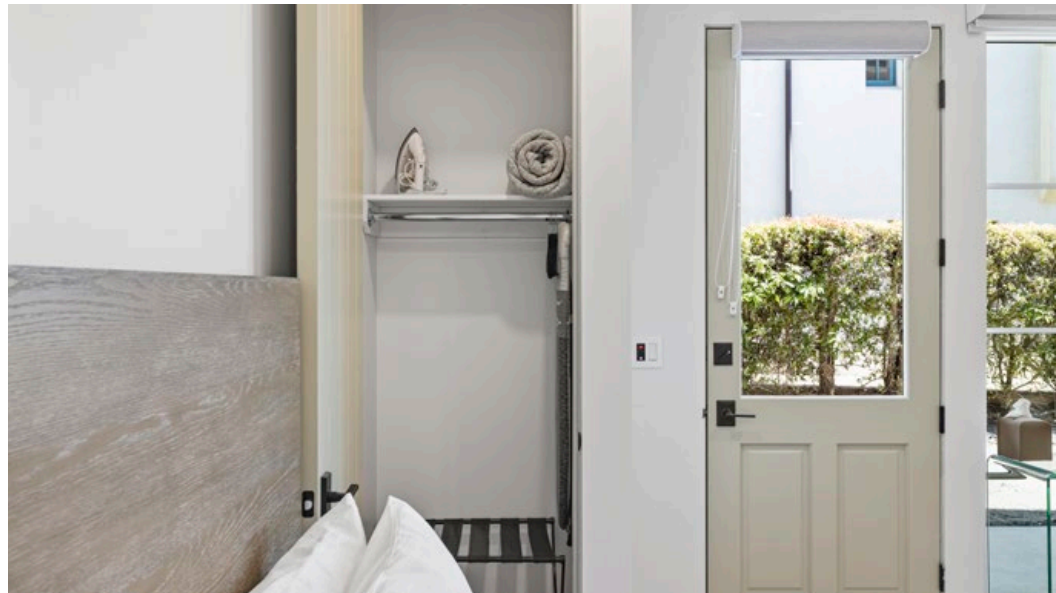
All metrics are T12 from 4.1.25 to 3.31.26



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# UNIT 4

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

First floor | 1 BD / 1 BA | 445 SF

Adjusted RevPAR (total) \$300

Adjusted Paid Occ. 85.6%

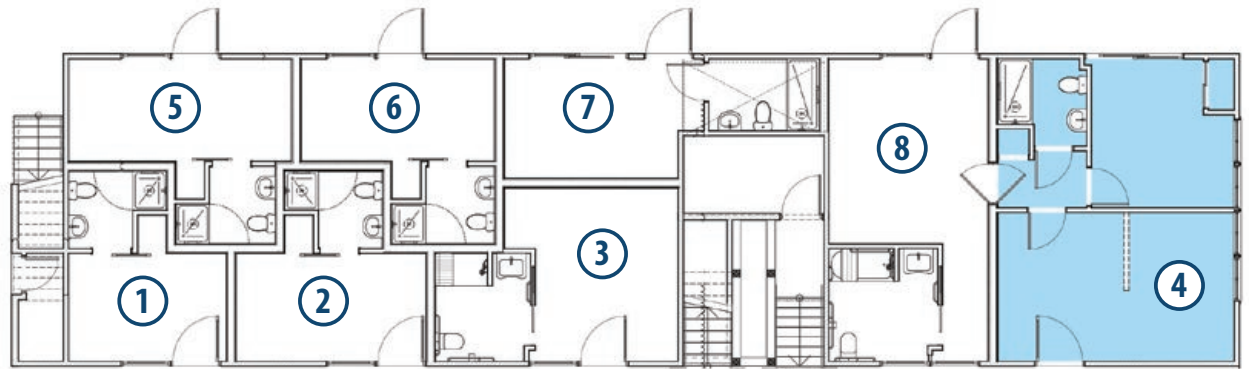
Total Revenue \$108,941

All metrics are T12 from 4.1.25 to 3.31.26

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



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# UNIT 5

## 1018 Garden Street, **Unit 5**

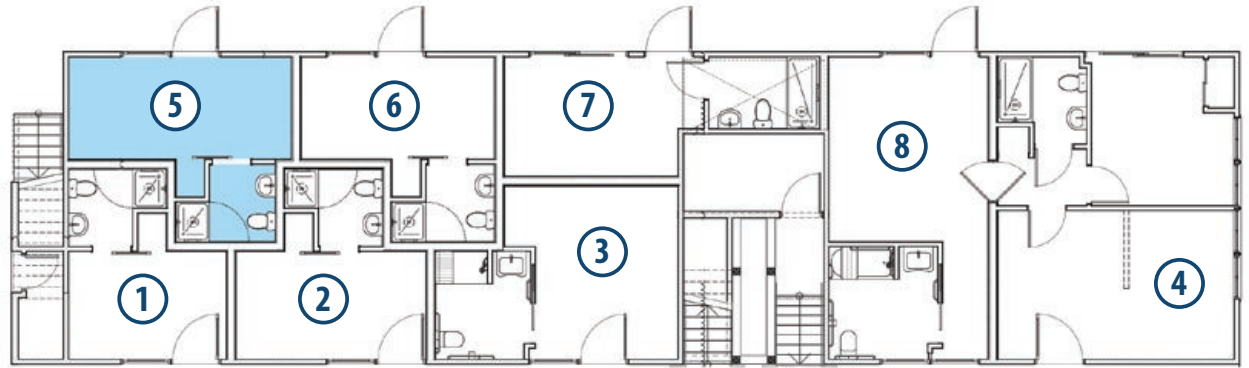
First floor | Studio | 209 SF

Adjusted RevPAR (total) \$194

Adjusted Paid Occ. 81.4%

Total Revenue \$70,893

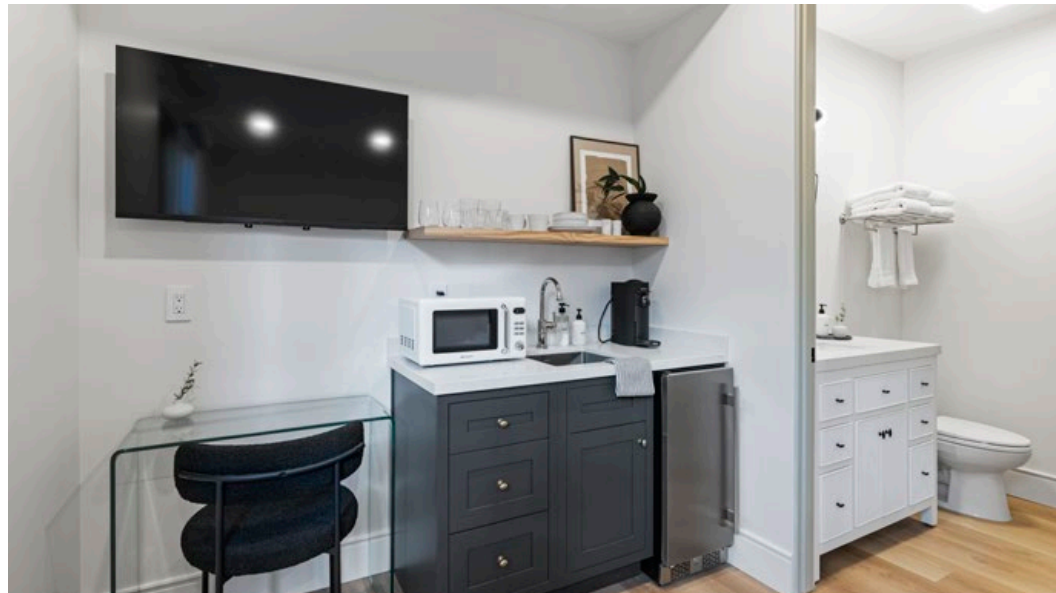
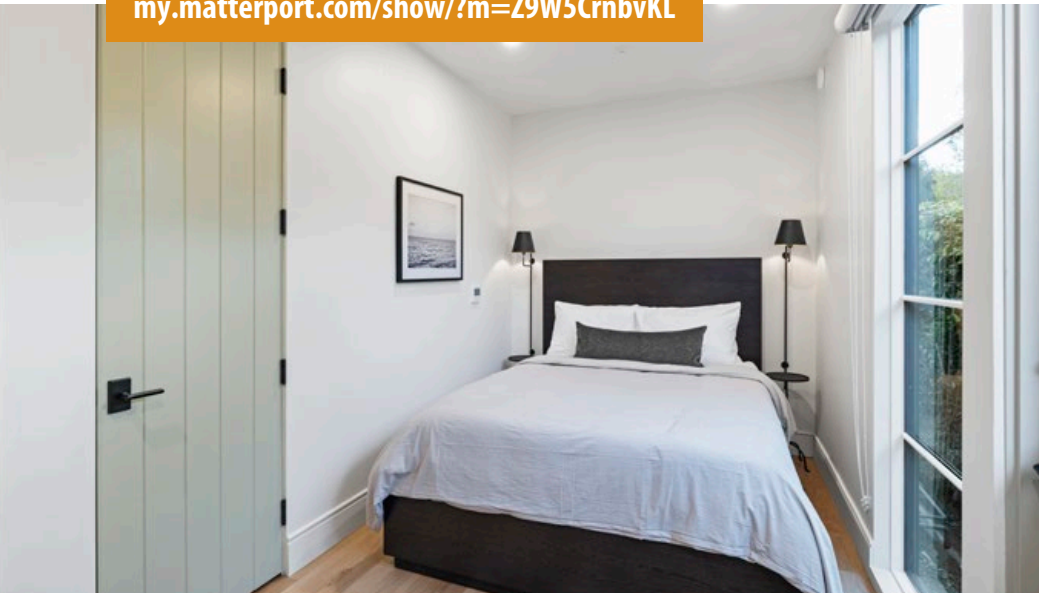
All metrics are T12 from 4.1.25 to 3.31.26



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# UNIT 6

## 1018 Garden Street, **Unit 6**

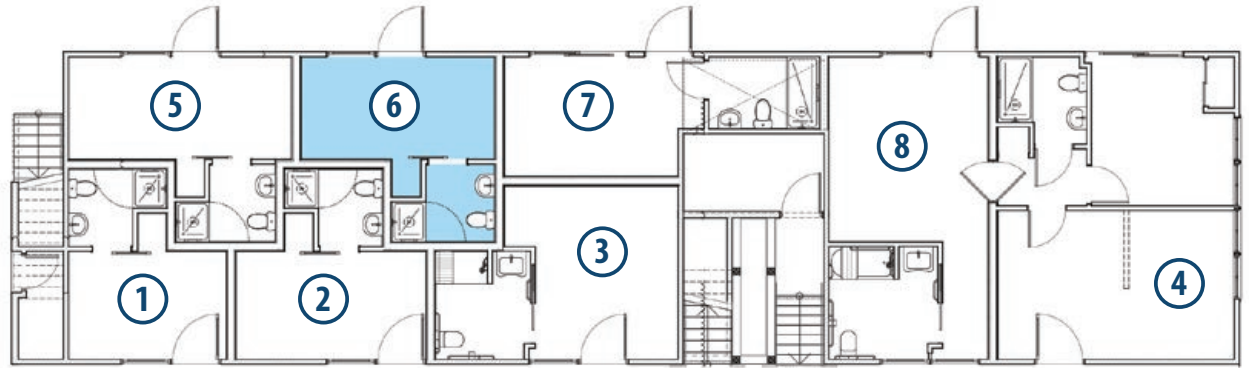
First floor | Studio | 190 SF

Adjusted RevPAR (total) \$202

Adjusted Paid Occ. 86.8%

Total Revenue \$73,286

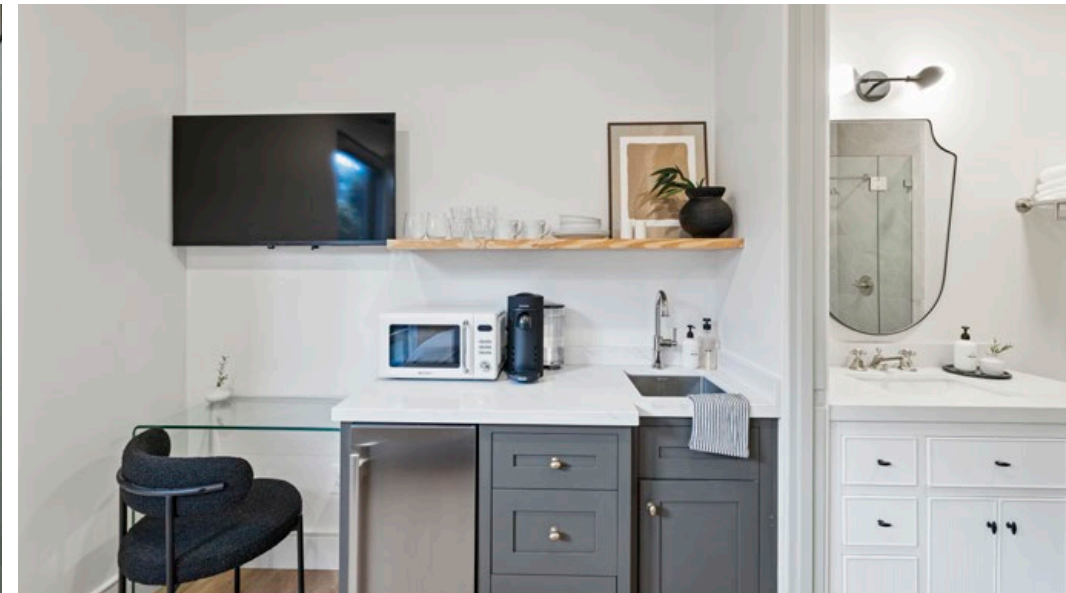
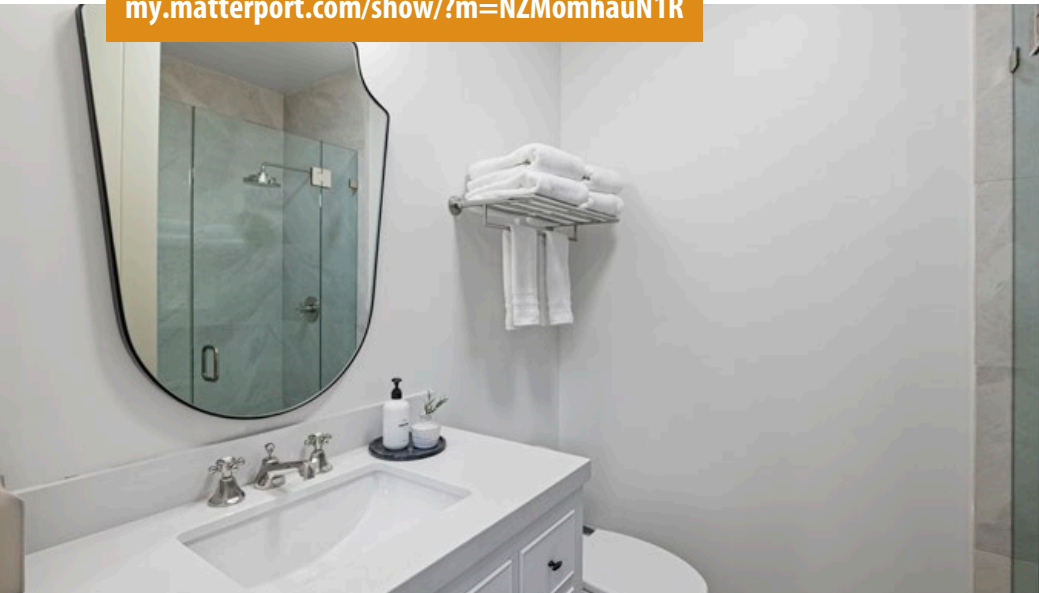
All metrics are T12 from 4.1.25 to 3.31.26



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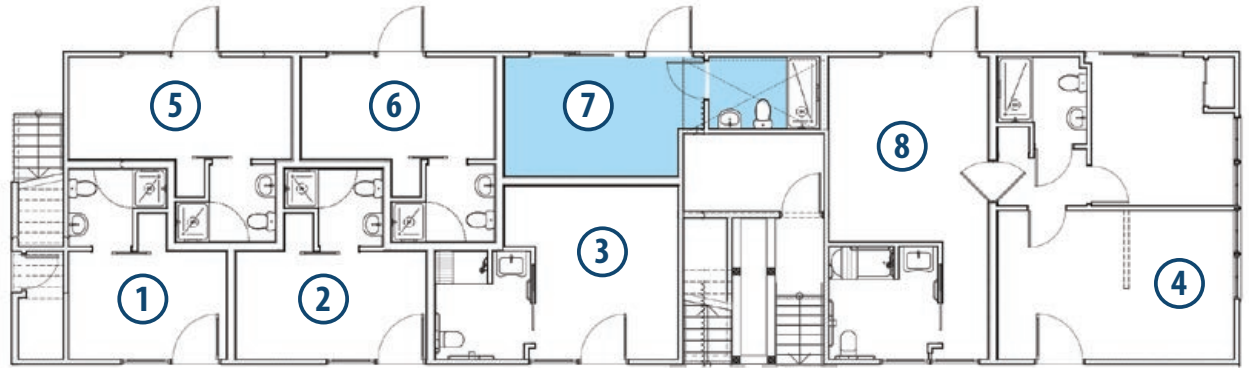
# UNIT 7

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

First floor | Studio | 206 SF

Adjusted RevPAR (total)	\$200
Adjusted Paid Occ.	85.4%
Total Revenue	\$72,723

All metrics are T12 from 4.1.25 to 3.31.26



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# UNIT 8

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

First floor | Studio | 311 SF

Adjusted RevPAR (total) \$210

Adjusted Paid Occ. 80.2%

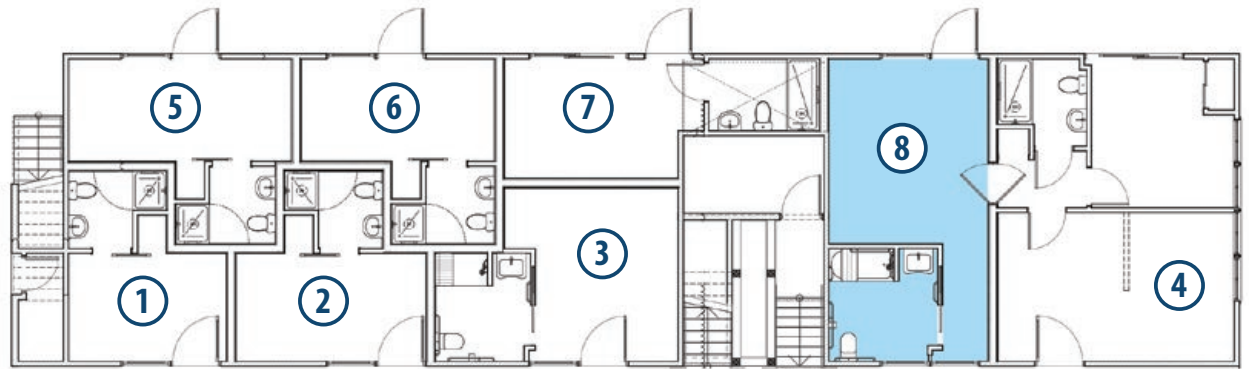
Total Revenue \$76,361

All metrics are T12 from 4.1.25 to 3.31.26

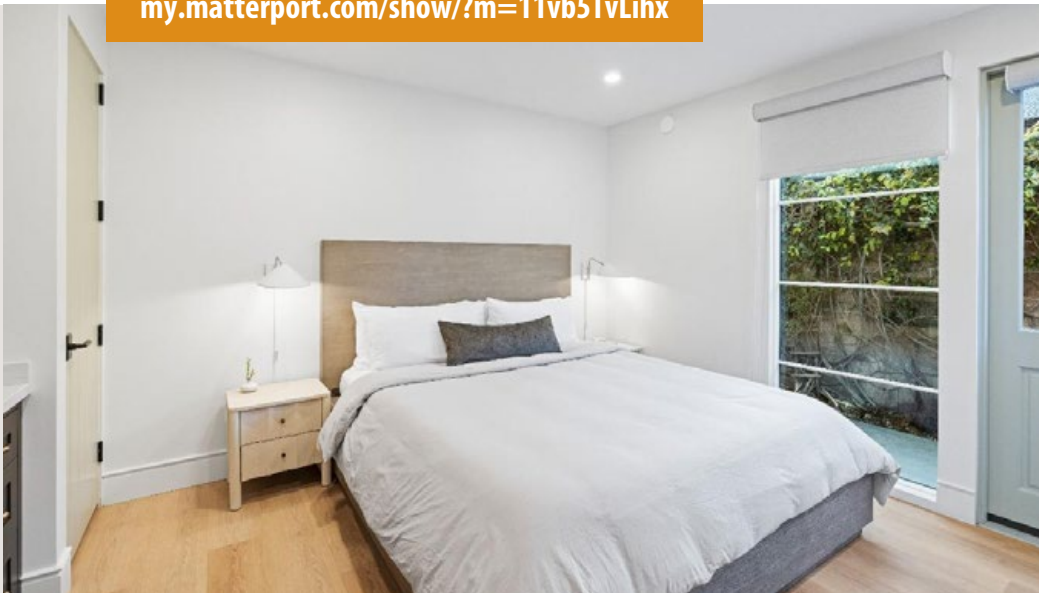
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Note: Units 4 and 8 can be purchased together to create a 2BD unit



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# UNIT 9

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

Second floor | Studio | 303 SF

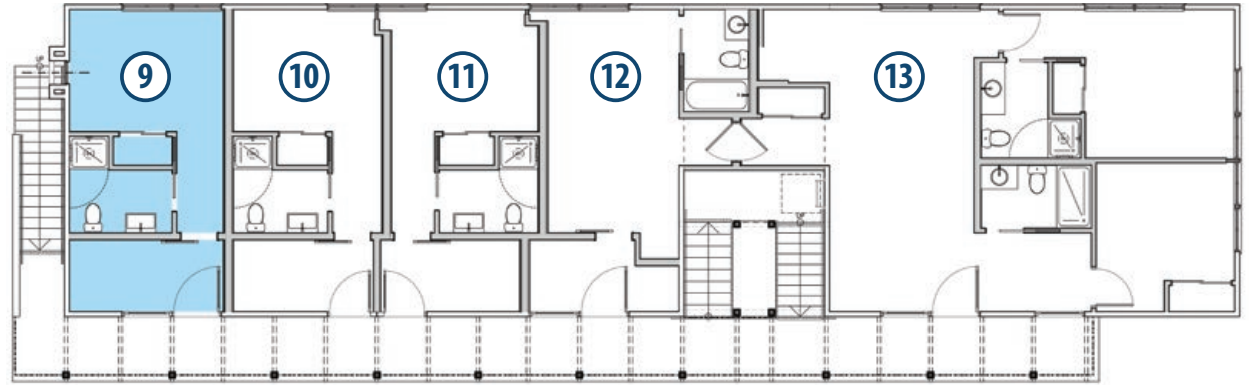
Adjusted RevPAR (total)	\$216
Adjusted Paid Occ.	86.8%
Total Revenue	\$79,049

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# UNIT 10

## 1018 Garden Street, **Unit 10**

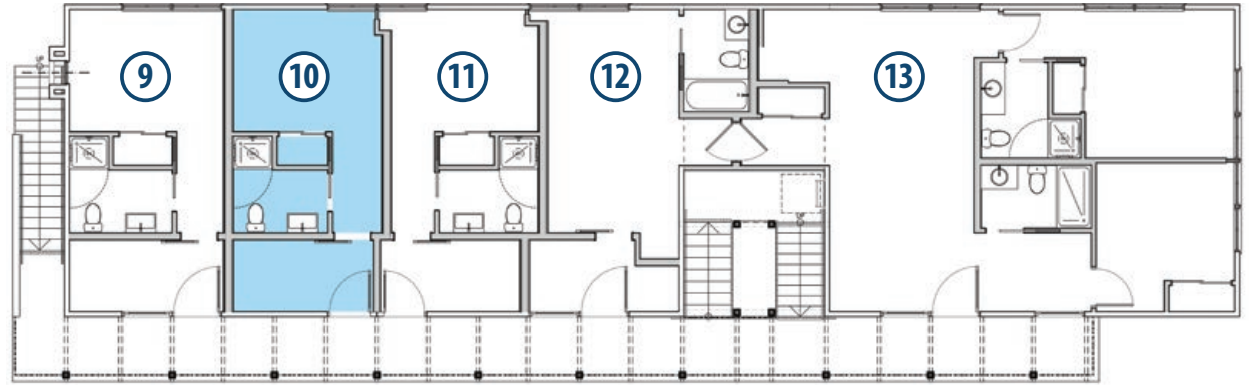
Second floor | Studio | 286 SF

Adjusted RevPAR (total) \$214

Adjusted Paid Occ. 84.1%

Total Revenue \$78,043

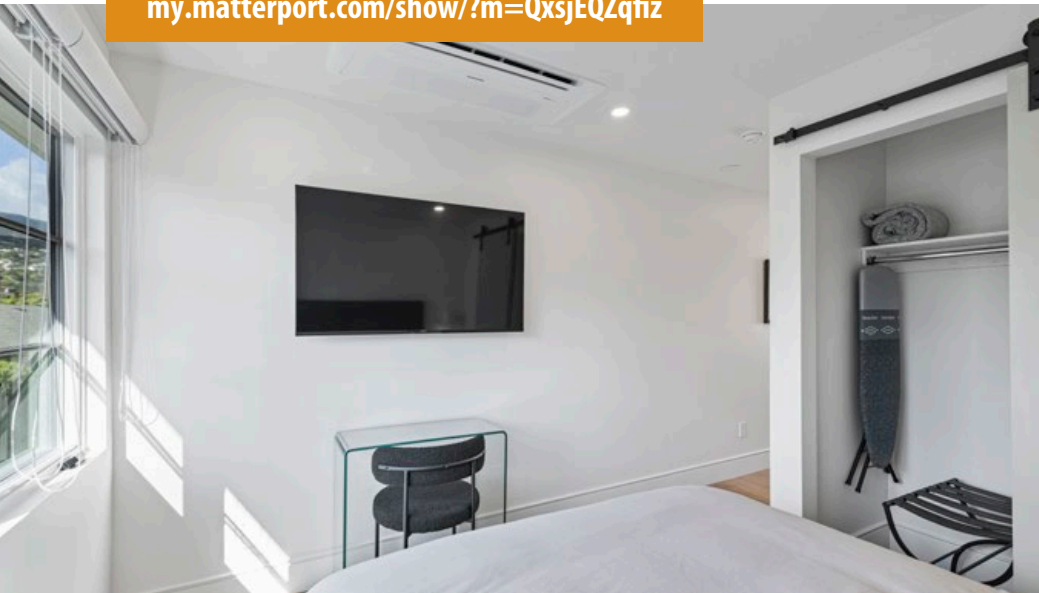
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# UNIT 11

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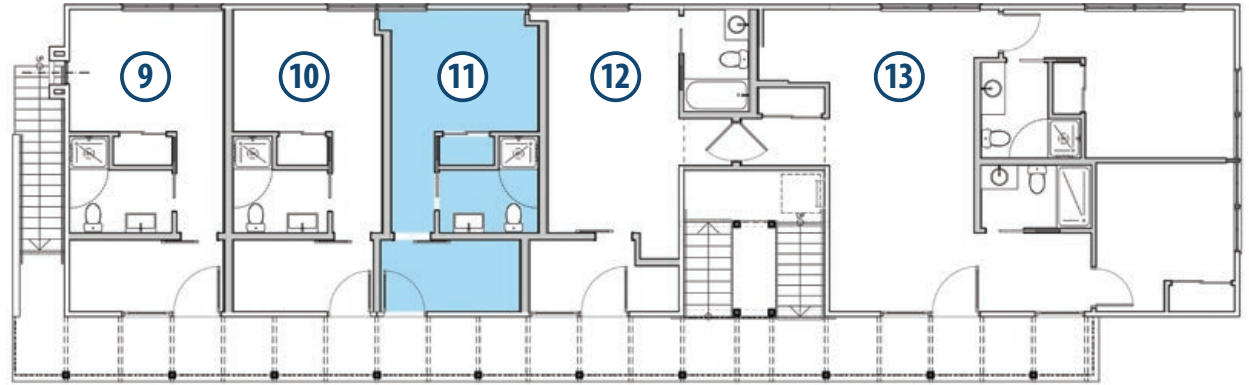
Second floor | Studio | 285 SF

Adjusted RevPAR (total) \$205

Adjusted Paid Occ. 85.2%

Total Revenue \$75,144

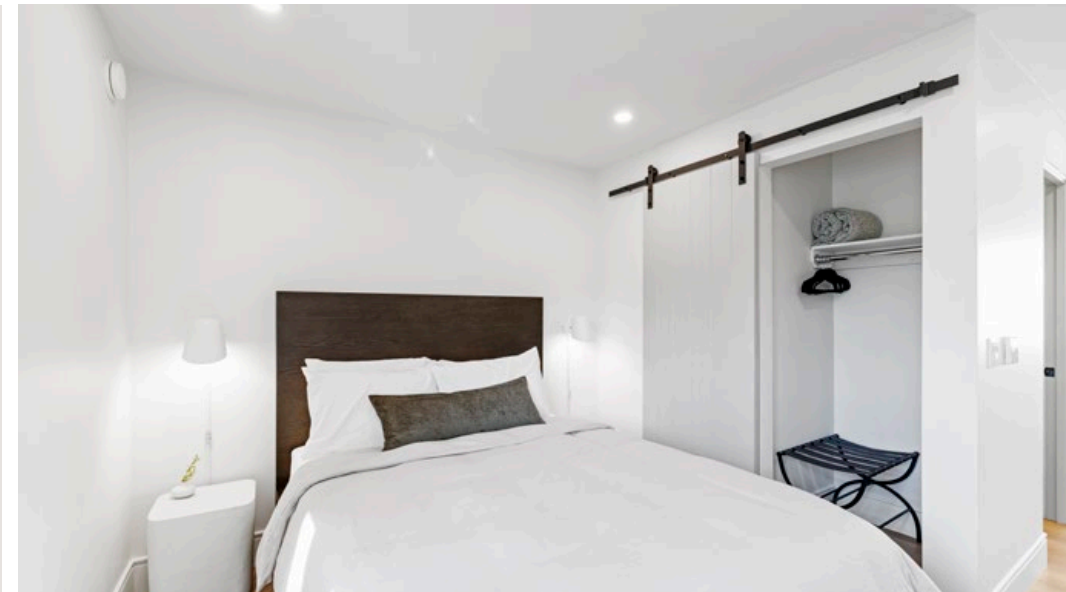
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# UNIT 12

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

Second floor | Studio | 335 SF

Adjusted RevPAR (total) \$263

Adjusted Paid Occ. 90%

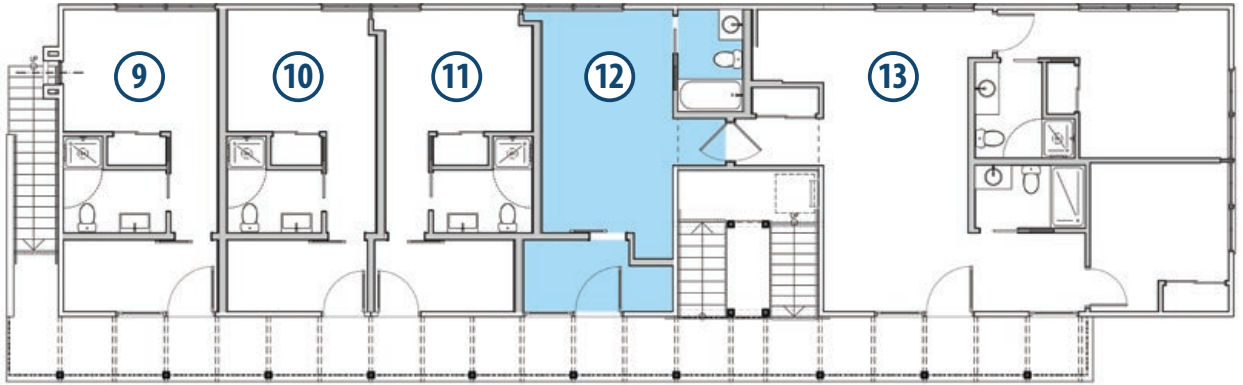
Total Revenue \$95,535

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



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# UNIT 13

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

Second floor | 2BD/2BA | 843 SF

Adjusted RevPAR (total) \$443

Adjusted Paid Occ. 72.1%

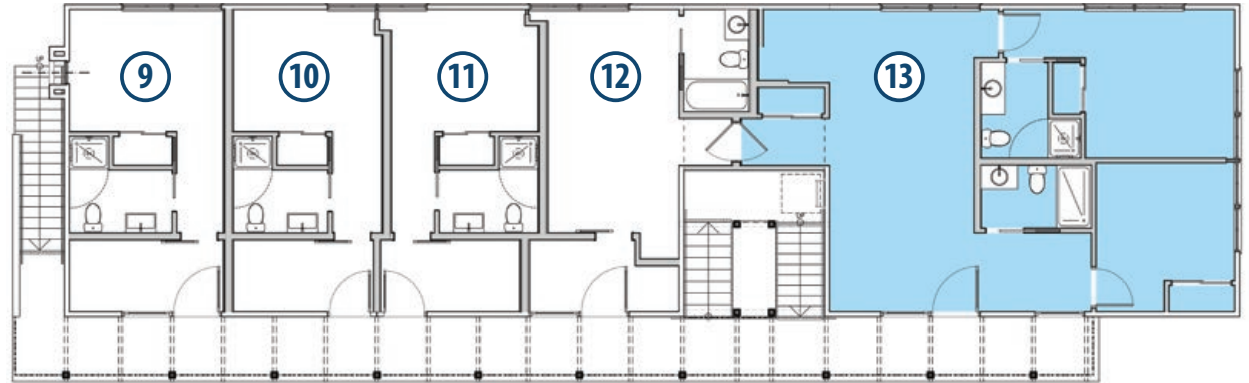
Total Revenue \$159,133

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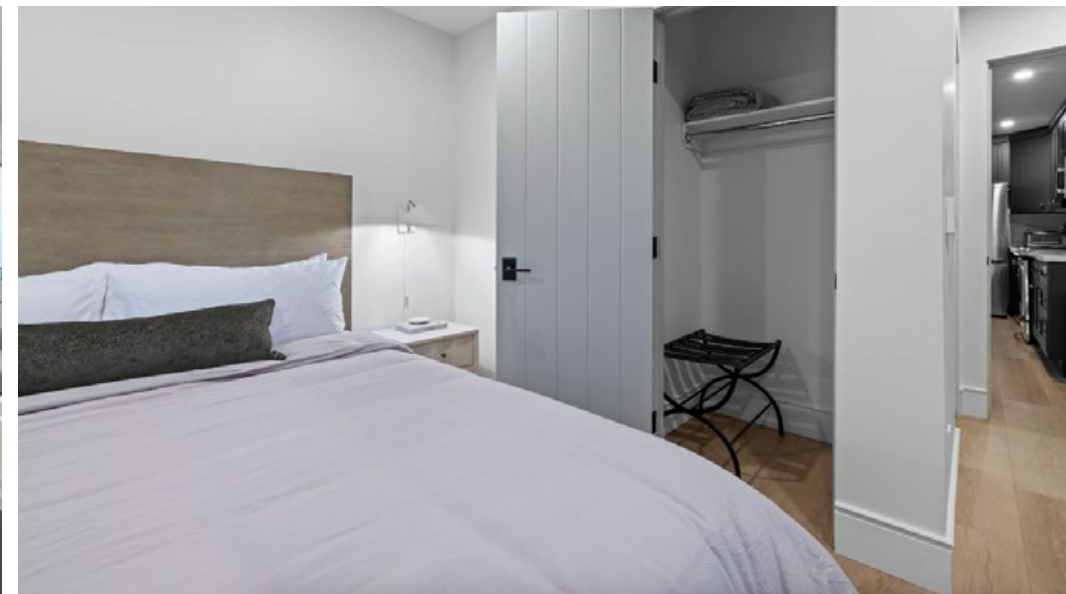
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# IN-PLACE MANAGEMENT

The ZenStay 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 ZenStay and Casa Jardin.

*Note: A new owner may choose to discontinue ZenStay management if they wish to self-manage the property.*



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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PROPERTIES

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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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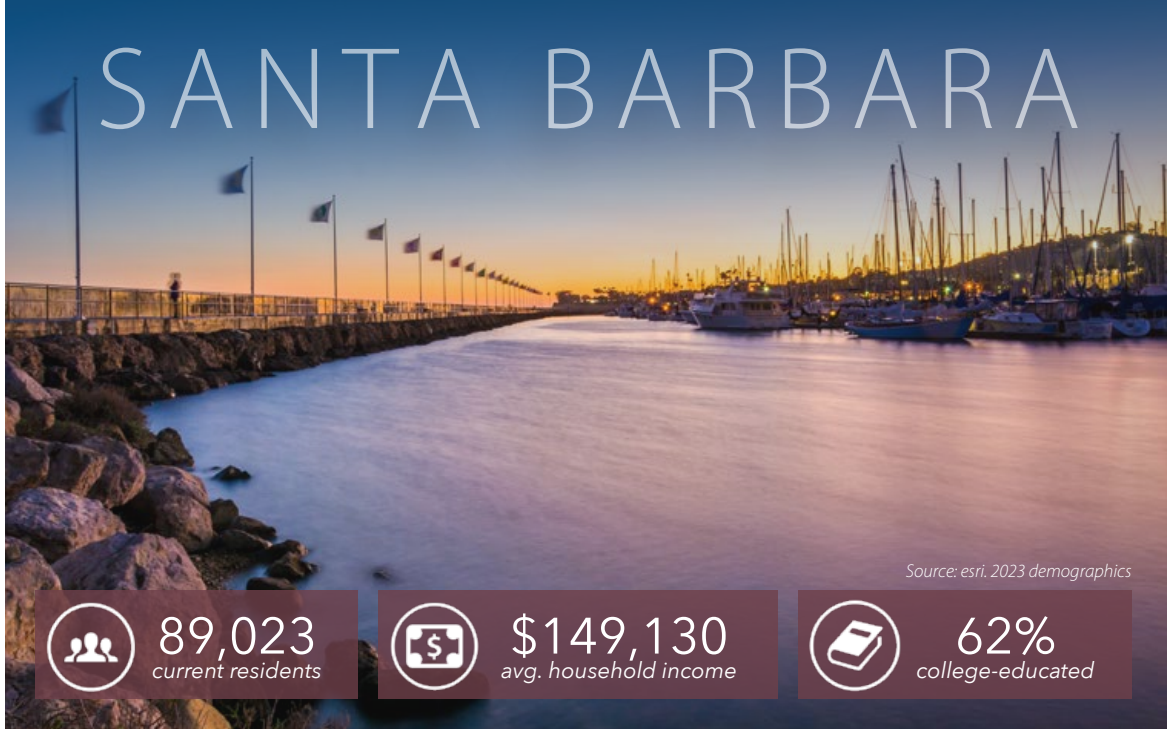
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# SANTA BARBARA



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.

Source: esri, 2023 demographics



**89,023**  
current residents



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



**62%**  
college-educated



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The information contained herein has been obtained from the owner of the property or from other sources deemed reliable. We have no reason to doubt its accuracy, but we do not guarantee it.

# CONFIDENTIALITY AGREEMENT

1018 GARDEN ST  
SANTA BARBARA, CA

The Seller, through Hayes Commercial Group & Village Properties ("Sales Agent"), has available for study certain information ("Evaluation Materials") regarding 1018 Garden St in Santa Barbara, CA (the "Property"). We are prepared to furnish the Evaluation Materials to you in connection with discussions concerning your possible investment in the Property only on the condition that you agree to treat the Evaluation Materials confidentially and agree specifically as follows:

1. The Evaluation Materials furnished to you will not be used for any purpose other than to evaluate a possible investment in the Property by you as a Principal or broker;
2. You will not make any of the Evaluation Materials available, or disclose or distribute, either orally or in writing, any of the contents of the Evaluation Materials, to any person other than your counsel, analyst(s), equity partner(s), broker(s), or potential lender(s) (hereinafter "Excluded Persons");
3. You will not disclose to any person, other than Excluded Persons, either the fact that discussions or negotiations are taking place concerning a possible investment in the Property by you or any of the terms, conditions or other facts with respect to any such possible investment, including the status thereof;
4. You agree that you will not contact the tenant or property management staff of the Property in connection with your review of the Evaluation Materials. Any and all questions related to the Evaluation Materials must be directed solely to Christos Celmayster at Hayes Commercial Group or William Reed at Village Properties;
5. You acknowledge that neither the Seller, nor Hayes Commercial Group, nor Village Properties, nor any affiliate of either of such persons, nor any partner, director, officer, employee, agent of or consultant to any such persons (collectively, "Seller/Agent") has made any representation or warranty as to the completeness or accuracy of the Evaluation Materials, and any representation or warranty in connection therewith is hereby expressly excluded. The Evaluation Materials provided to you are subject to change of price or terms, withdrawal from market without notice, and prior sale. You agree that the Seller/Agent shall have no liability to you resulting from the delivery

to, or use by, you of the Evaluation Materials or otherwise with respect thereto, and you agree to defend, indemnify and hold the Seller/Agent harmless from and against all loss, damage or expense sustained or incurred by Seller/Agent by reason of any unauthorized distribution or disclosure of the Evaluation Materials by you or by any Excluded Person;

6. We may elect at any time to terminate access to the Evaluation Materials, and you agree that you will, following any request by us or if you do not wish to invest in the Property, promptly redeliver to us all written Evaluation Materials and any other written material (and agree to delete any analyses contained in a database or spreadsheet type format) containing information in the Evaluation Materials and will not retain copies of such written material;
7. You acknowledge that you have not dealt with any broker other than Hayes Commercial Group/Village Properties concerning the investment in the Property; and
8. You acknowledge that when you make available the Evaluation Materials to any Excluded Person, you will inform such Excluded Persons of the confidential nature of the Evaluation Materials and the existence and terms of this Agreement.

Please acknowledge your agreement to and acceptance of the foregoing by signing where indicated below and returning one (1) executed copy of the to our attention.

ACCEPTED AND AGREED effective as of \_\_\_\_\_, 2026

PRINCIPAL

BROKER

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Company: \_\_\_\_\_

Tel: \_\_\_\_\_

Tel: \_\_\_\_\_

Email: \_\_\_\_\_

Email: \_\_\_\_\_

Mailing address: Hayes Commercial Group, 222 E Carrillo St, Suite 101, Santa Barbara, CA 93101. Fax: 805-456-0805



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