FOR SALE

CASA JARDIN

1018 Garden St

13-Key Boutique Hotel Opportunity

Price Reduction | $7,100,000

Premier downtown location

Clean and modern finishes

In-place professional management

Easy access to a host of amenities

VILLAGE PROPERTIES

William Reed
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Crawford Speier Group
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Hayes COMMERCIAL GROUP

Christos Celmayster
805.898.4388
christos@hayescommercial.com

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.

EQUAL HOUSING OPPORTUNITY

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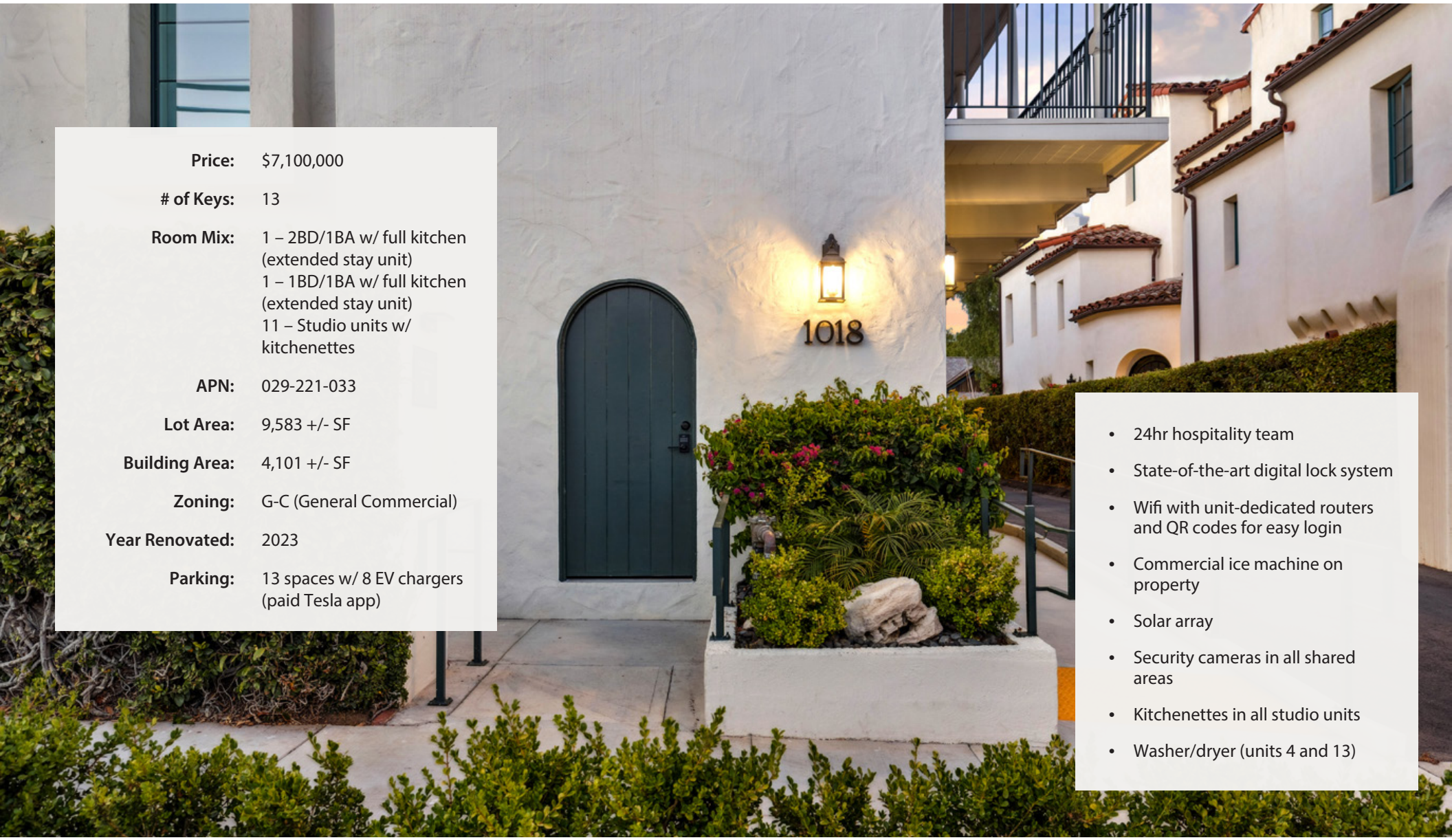
PROPERTY DETAILS



Price:	$7,100,000
# 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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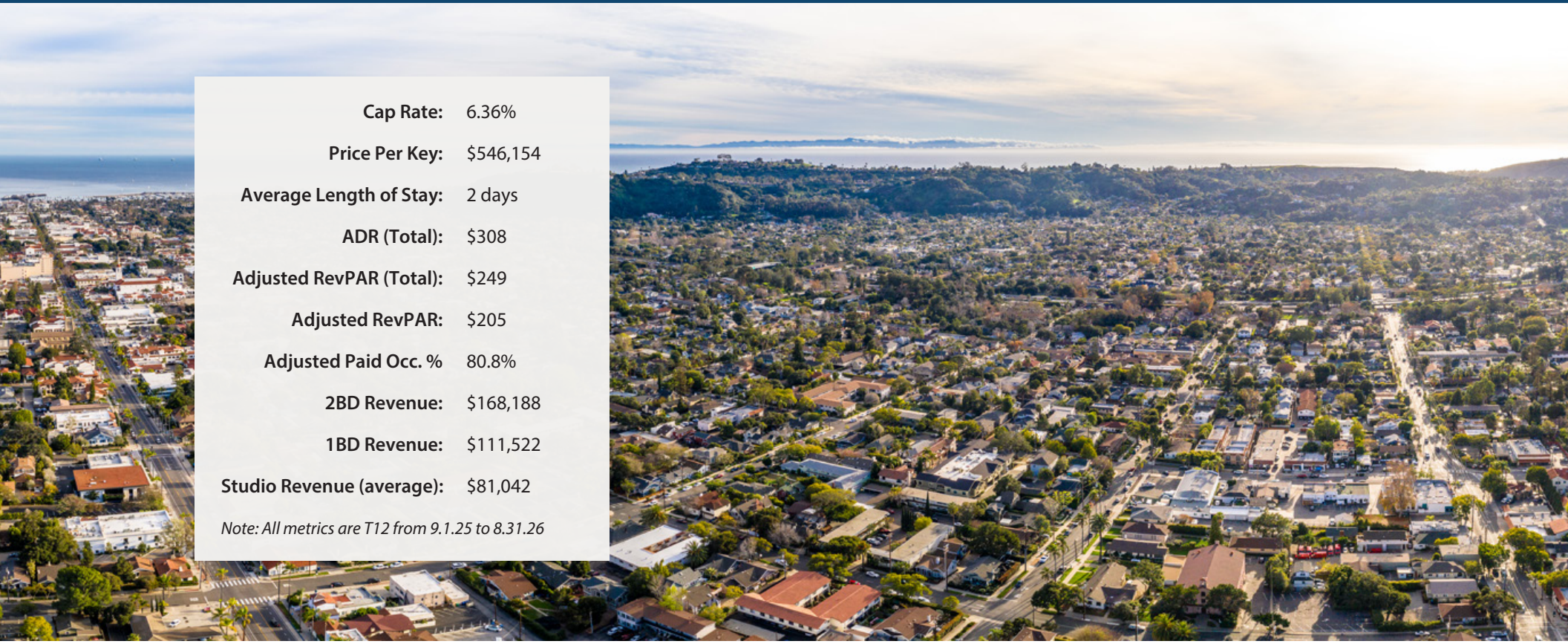
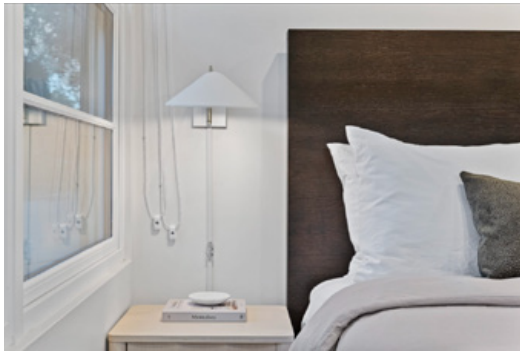
INVESTMENT HIGHLIGHTS



Cap Rate:	6.36%
Price Per Key:	$546,154
Average Length of Stay:	2 days
ADR (Total):	$308
Adjusted RevPAR (Total):	$249
Adjusted RevPAR:	$205
Adjusted Paid Occ. %	80.8%
2BD Revenue:	$168,188
1BD Revenue:	$111,522
Studio Revenue (average):	$81,042

Note: All metrics are T12 from 9.1.25 to 8.31.26



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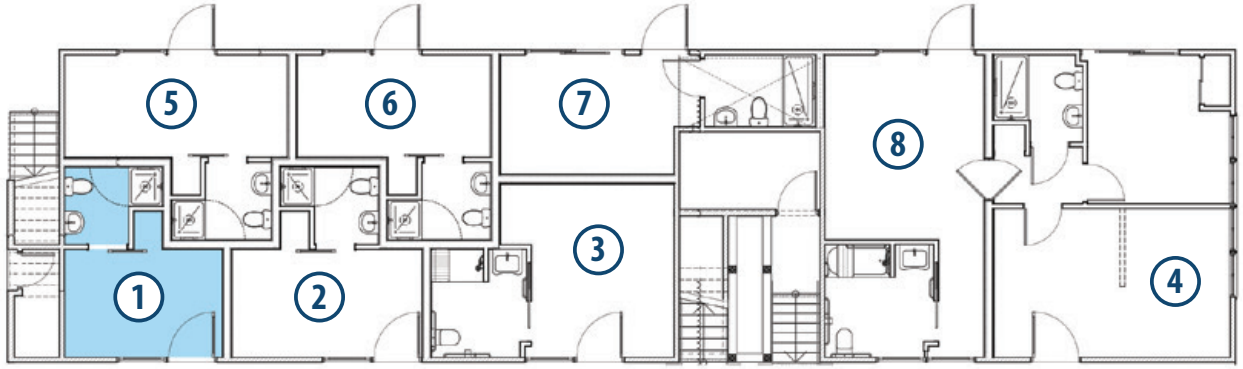
1018 Garden Street, **Unit 1**

First floor | Studio | 168 SF

Adjusted RevPAR (total)	$197
Adjusted Paid Occ.	77.4%
Total Revenue	$71,871

Note: All metrics are T12 from 9.1.25 to 8.31.26



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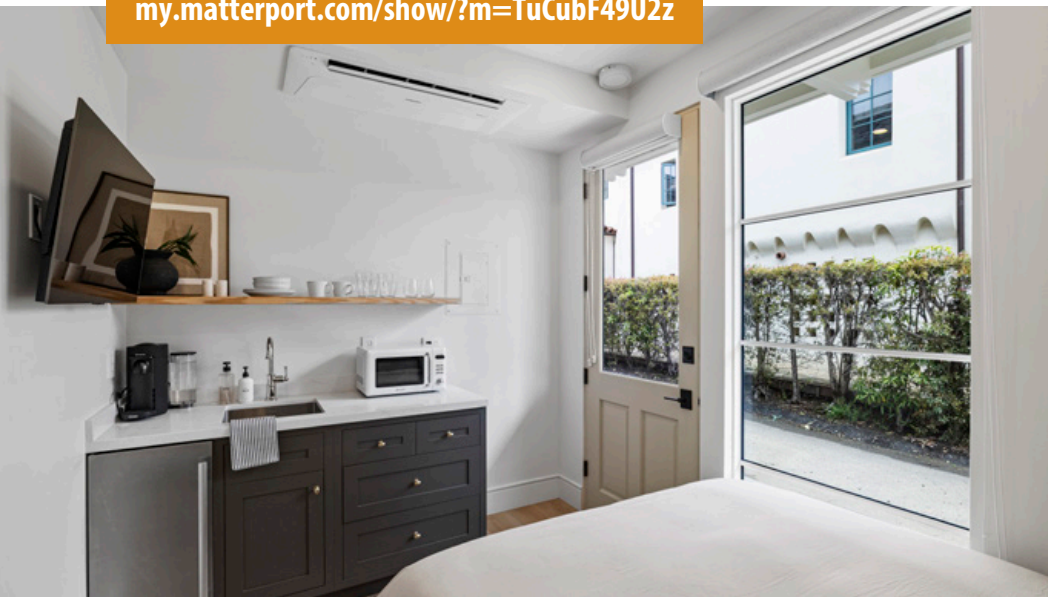

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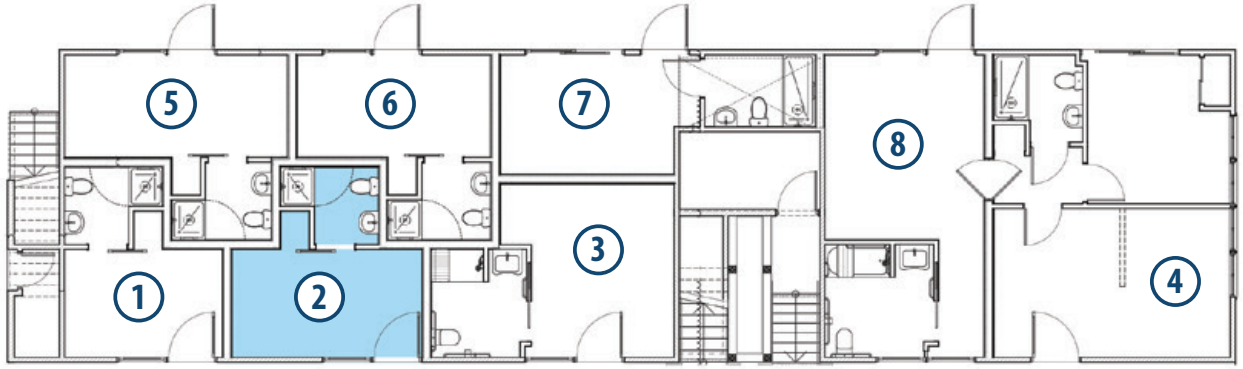
1018 Garden Street, **Unit 2**

First floor | Studio | 191 SF

Adjusted RevPAR (total)	$213
Adjusted Paid Occ.	81.5%
Total Revenue	$77,035

Note: All metrics are T12 from 9.1.25 to 8.31.26



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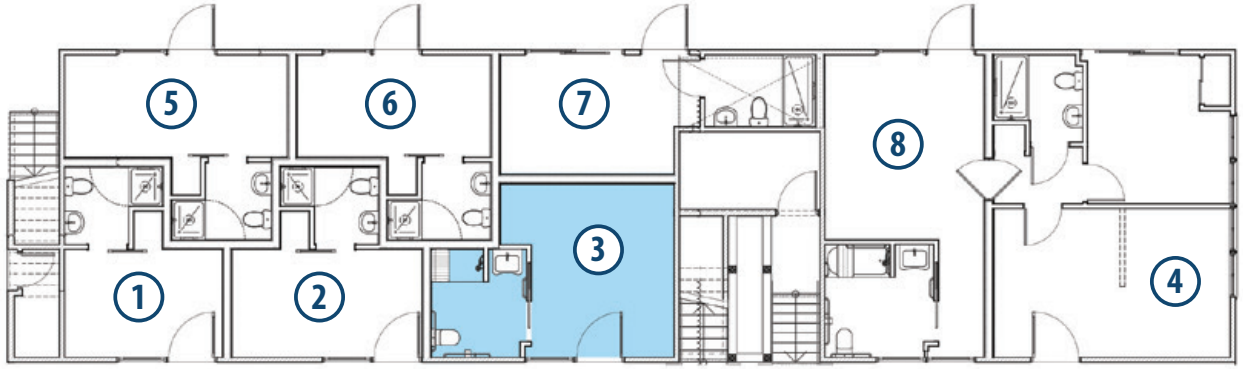
UNIT 3

1018 Garden Street, **Unit 3**

First floor | Studio | 245 SF

Adjusted RevPAR (total)	$229
Adjusted Paid Occ.	78.6%
Total Revenue	$81,680

Note: All metrics are T12 from 9.1.25 to 8.31.26



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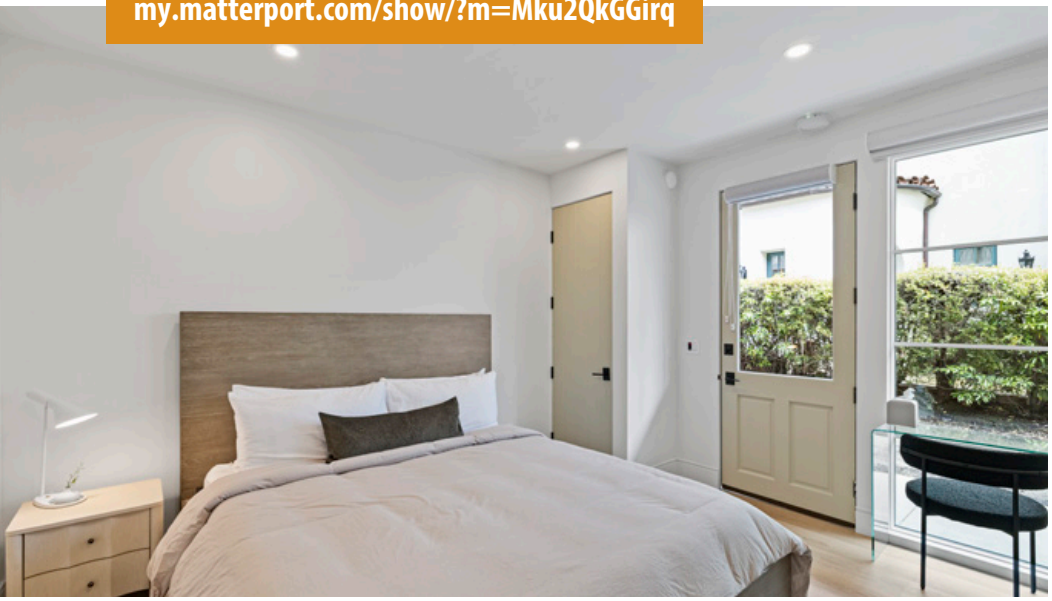

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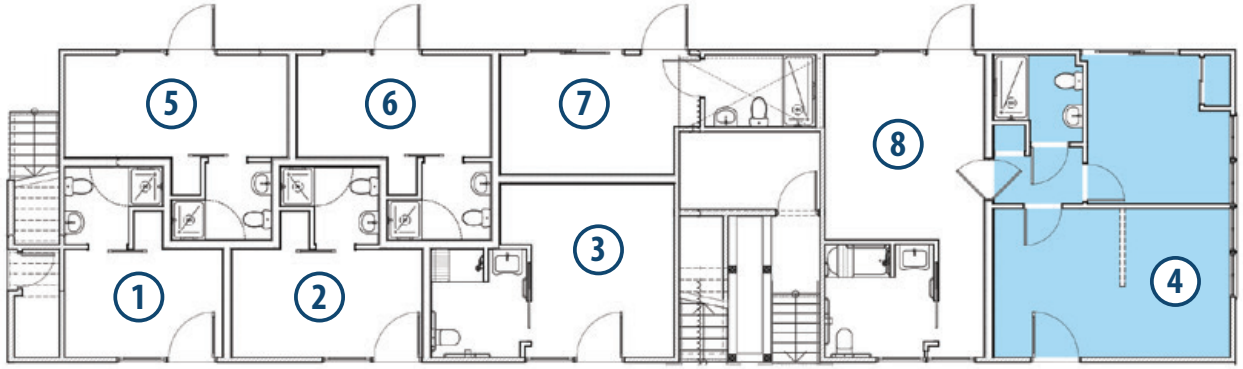
UNIT 4

1018 Garden Street, **Unit 4**

First floor | 1 BD / 1 BA | 445 SF

Adjusted RevPAR (total)	$308
Adjusted Paid Occ.	82%
Total Revenue	$111,522

Note: All metrics are T12 from 9.1.25 to 8.31.26



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

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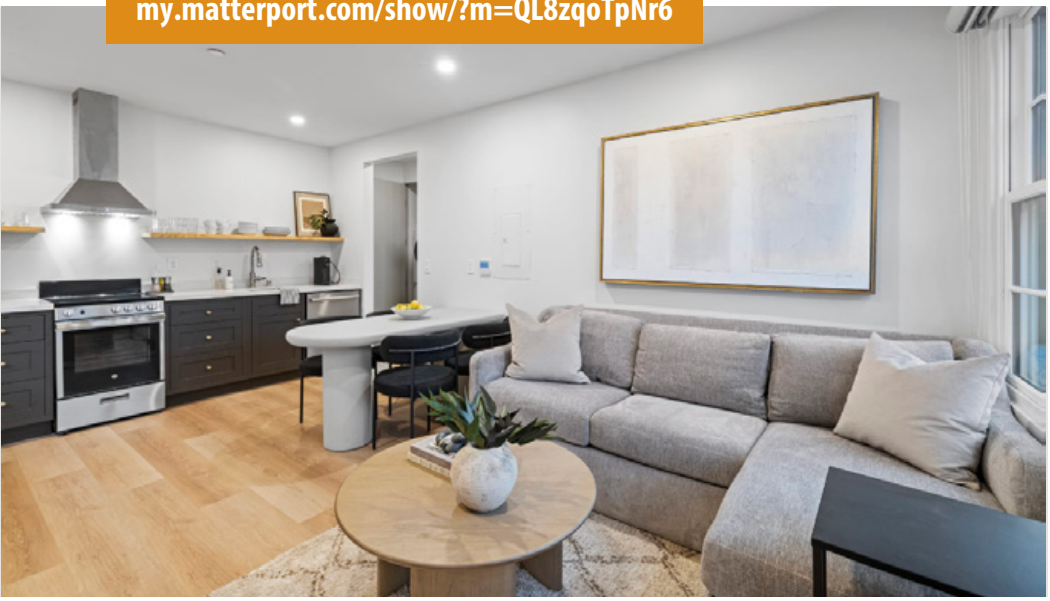

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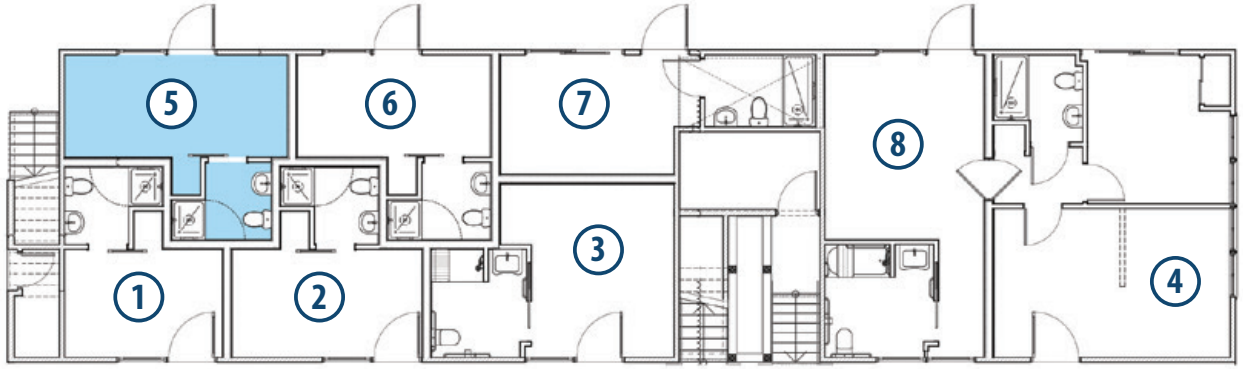
1018 Garden Street, **Unit 5**

First floor | Studio | 209 SF

Adjusted RevPAR (total)	$206
Adjusted Paid Occ.	80.8%
Total Revenue	$75,692

Note: All metrics are T12 from 9.1.25 to 8.31.26



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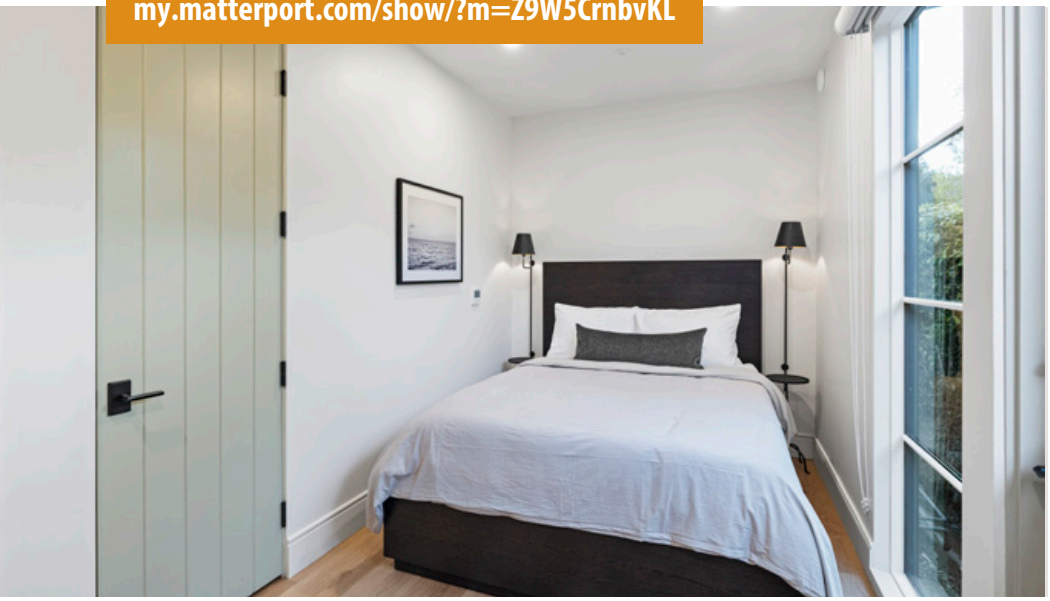

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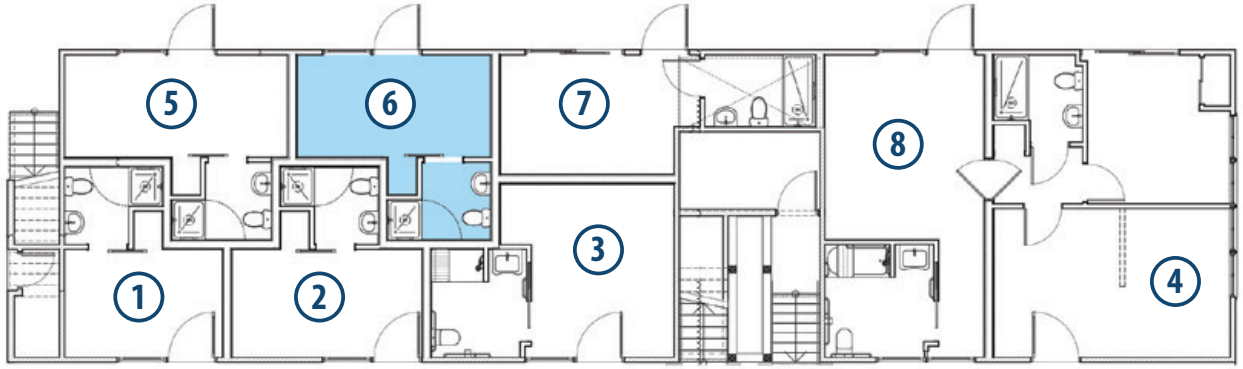
1018 Garden Street, **Unit 6**

First floor | Studio | 190 SF

Adjusted RevPAR (total)	$214
Adjusted Paid Occ.	84.6%
Total Revenue	$77,825

Note: All metrics are T12 from 9.1.25 to 8.31.26



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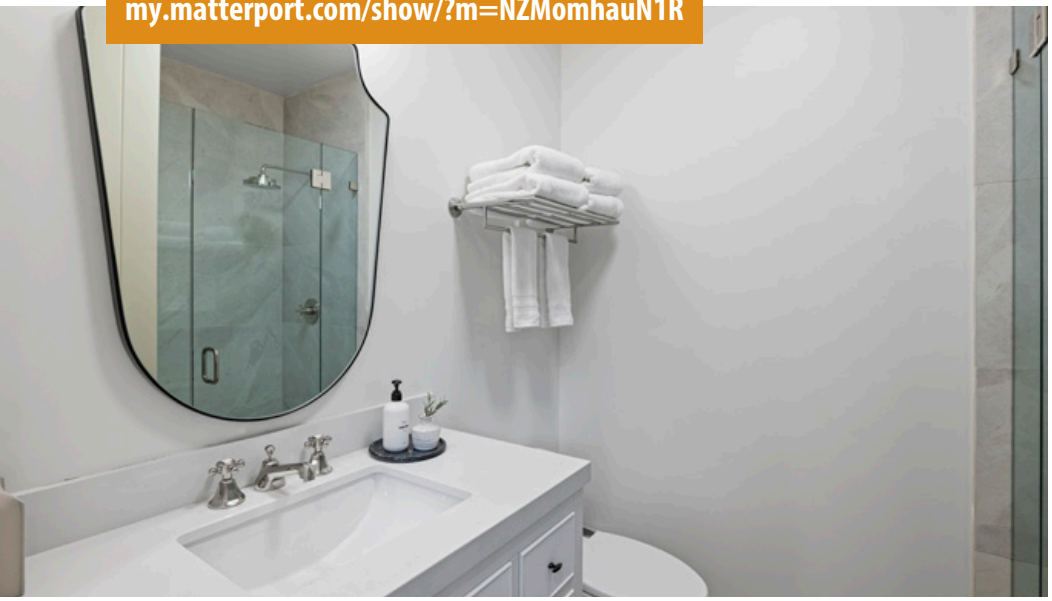

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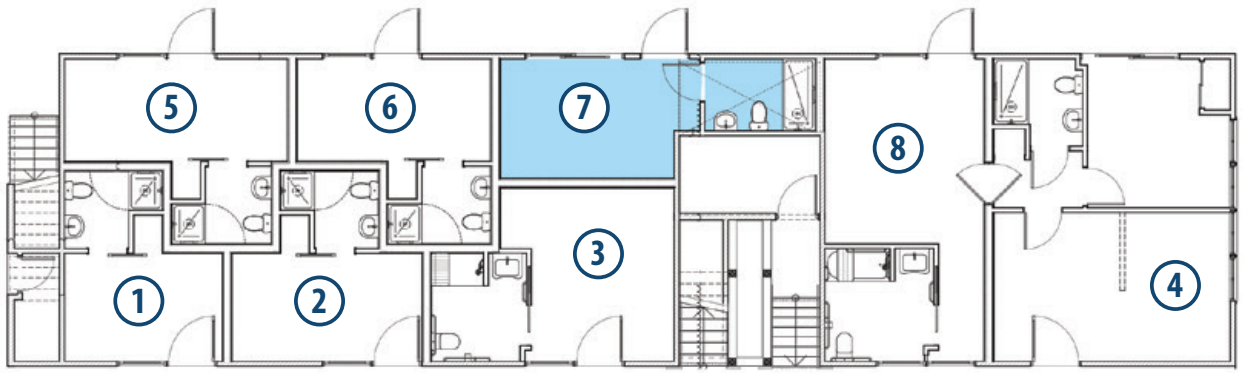
1018 Garden Street, **Unit 7**

First floor | Studio | 206 SF

Adjusted RevPAR (total)	$214
Adjusted Paid Occ.	84%
Total Revenue	$77,669

Note: All metrics are T12 from 9.1.25 to 8.31.26



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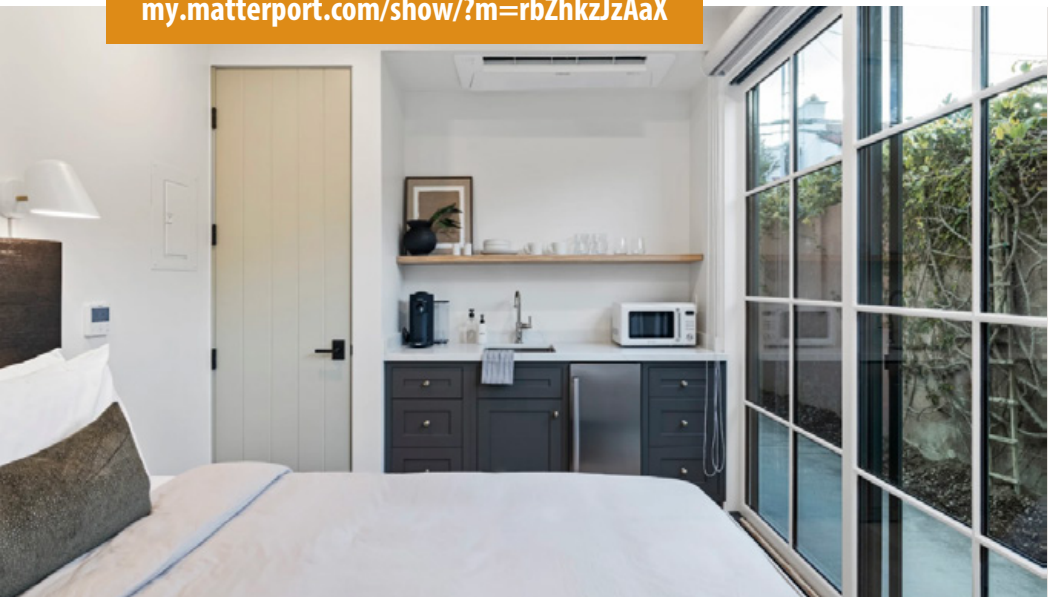

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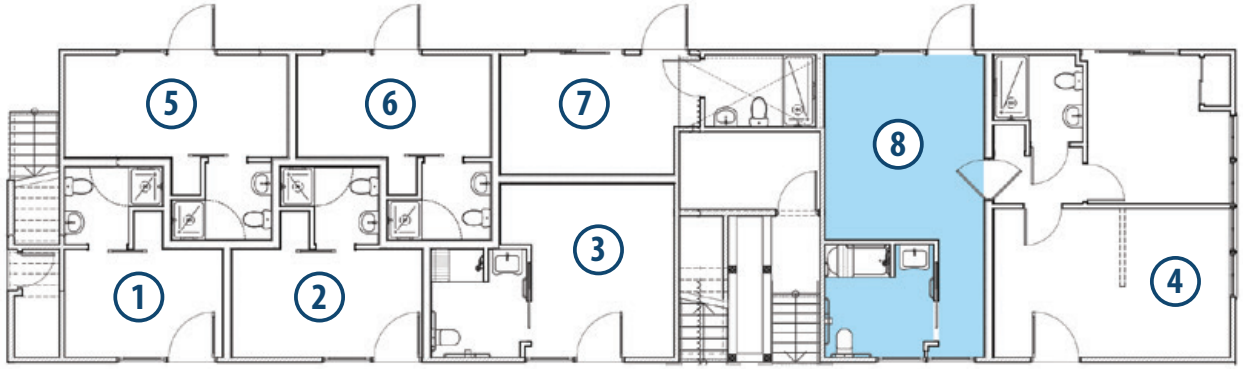
UNIT 8

1018 Garden Street, **Unit 8**

First floor | Studio | 311 SF

Adjusted RevPAR (total)	$219
Adjusted Paid Occ.	78.4%
Total Revenue	$79,101

Note: All metrics are T12 from 9.1.25 to 8.31.26



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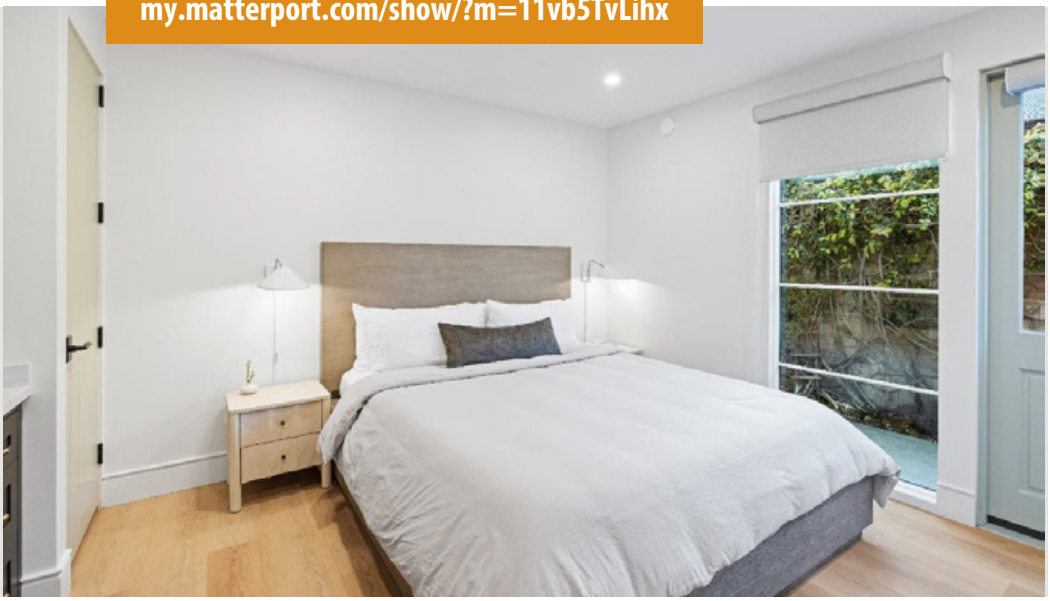

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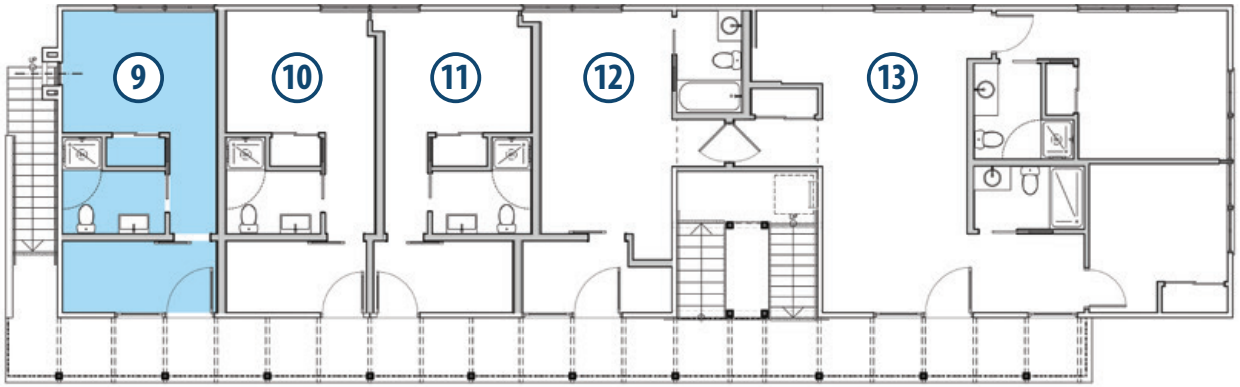
1018 Garden Street, **Unit 9**

Second floor | Studio | 303 SF

Adjusted RevPAR (total)	$226
Adjusted Paid Occ.	84%
Total Revenue	$82,074

Note: All metrics are T12 from 9.1.25 to 8.31.26



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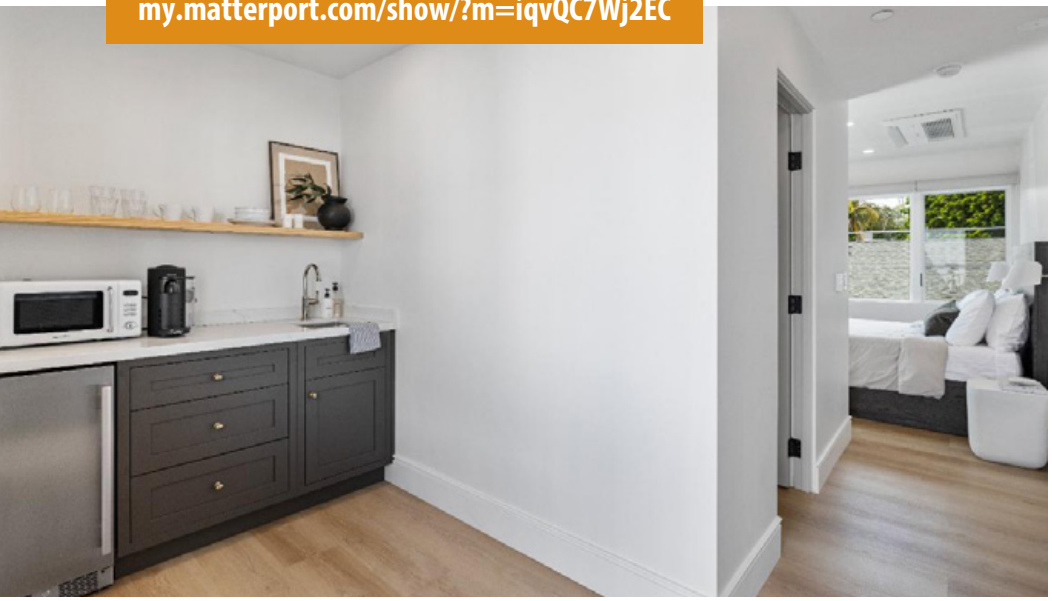

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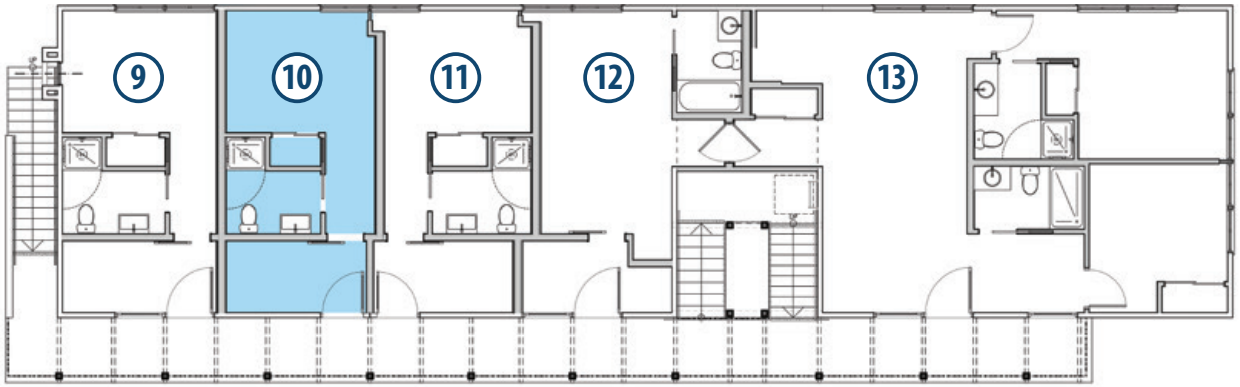
1018 Garden Street, **Unit 10**

Second floor | Studio | 286 SF



Adjusted RevPAR (total)	$233
Adjusted Paid Occ.	81.6%
Total Revenue	$84,629

Note: All metrics are T12 from 9.1.25 to 8.31.26

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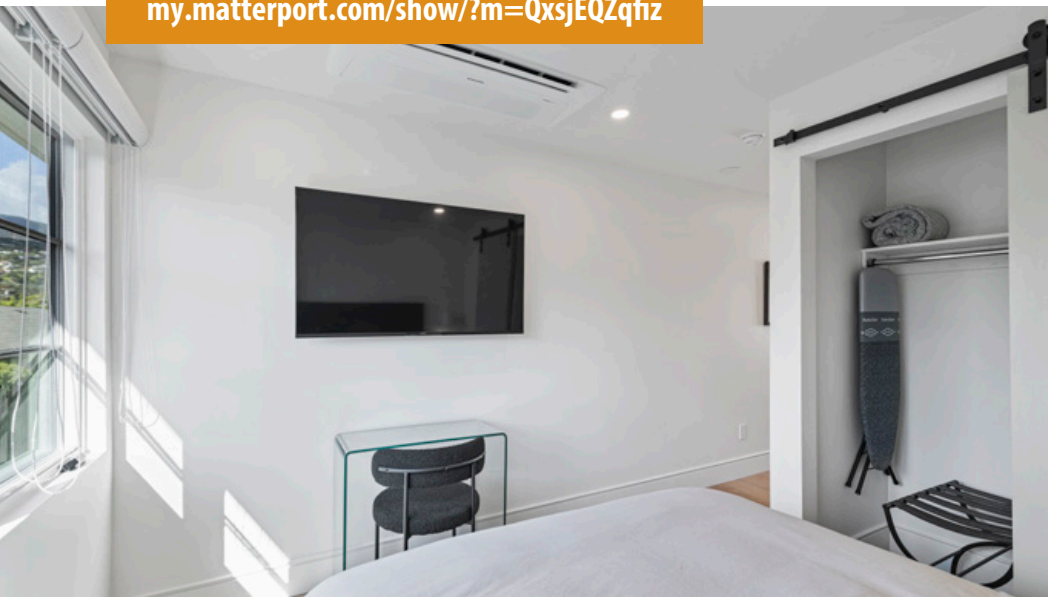

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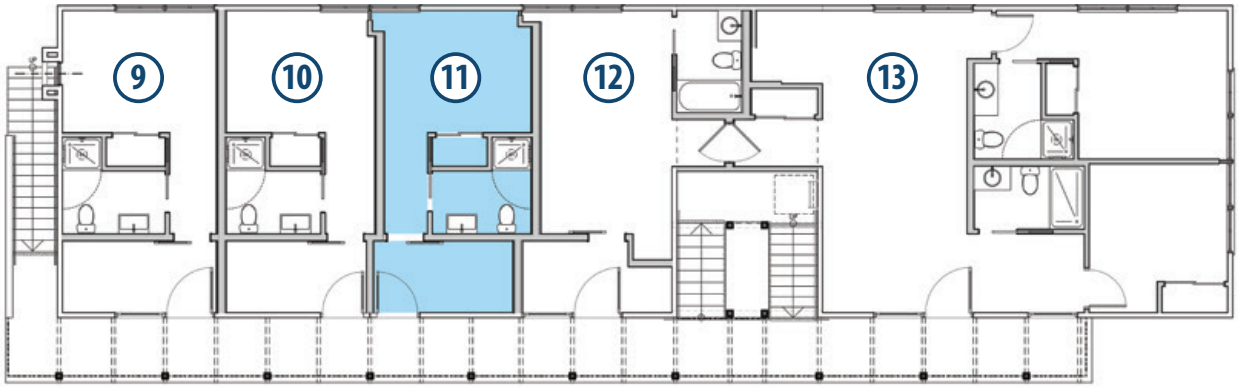
1018 Garden Street, **Unit 11**

Second floor | Studio | 285 SF

Adjusted RevPAR (total)	$224
Adjusted Paid Occ.	83.8%
Total Revenue	$81,855

Note: All metrics are T12 from 9.1.25 to 8.31.26



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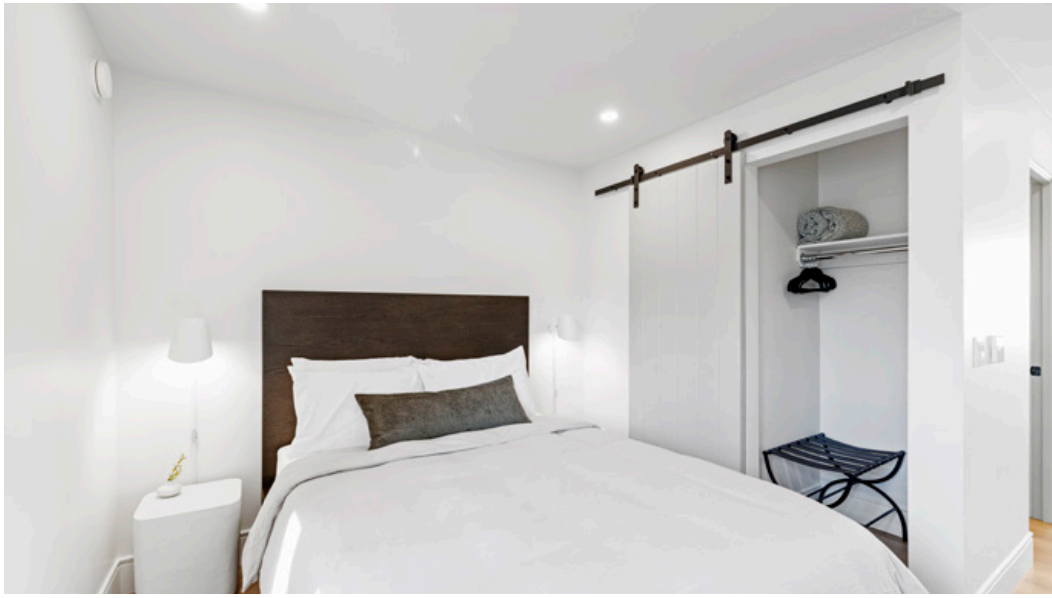

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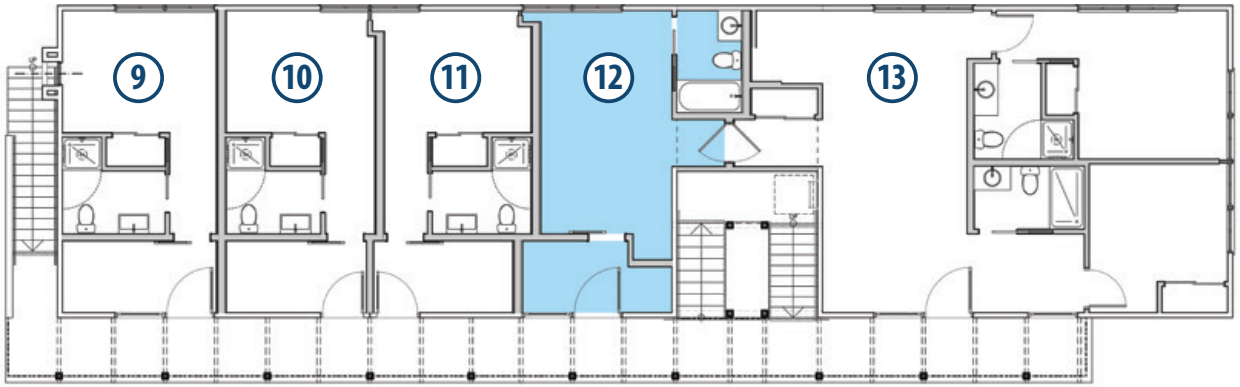
1018 Garden Street, **Unit 12**

Second floor | Studio | 335 SF

Adjusted RevPAR (total)	$280
Adjusted Paid Occ.	79.4%
Total Revenue	$102,029

Note: All metrics are T12 from 9.1.25 to 8.31.26



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

TAKE A VIRTUAL TOUR

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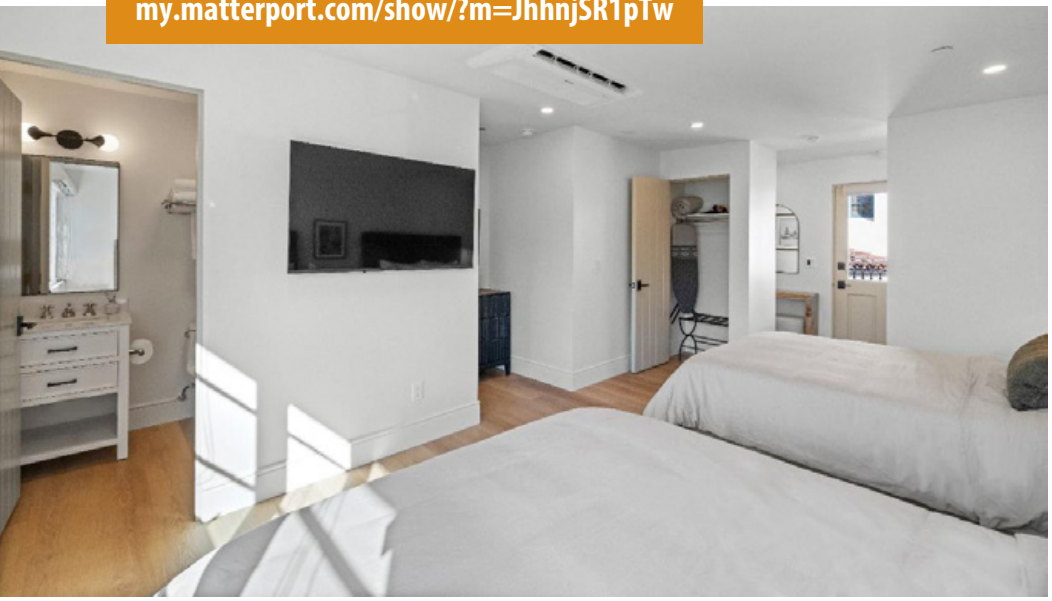

EQUAL HOUSING OPPORTUNITY

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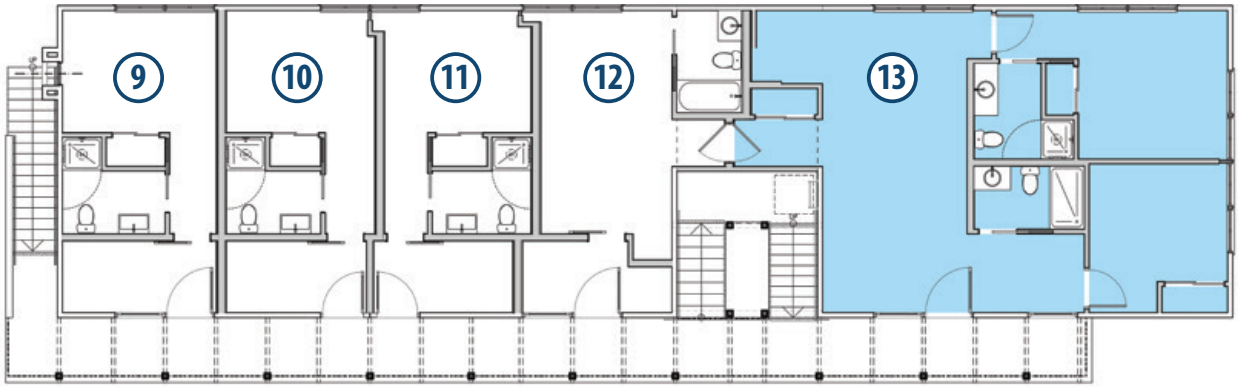
1018 Garden Street, **Unit 13**

Second floor | 2BD/2BA | 843 SF

Adjusted RevPAR (total)	$481
Adjusted Paid Occ.	74.5%
Total Revenue	$168,188

Note: All metrics are T12 from 9.1.25 to 8.31.26



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

TAKE A VIRTUAL TOUR

CLICK HERE OR GO TO:

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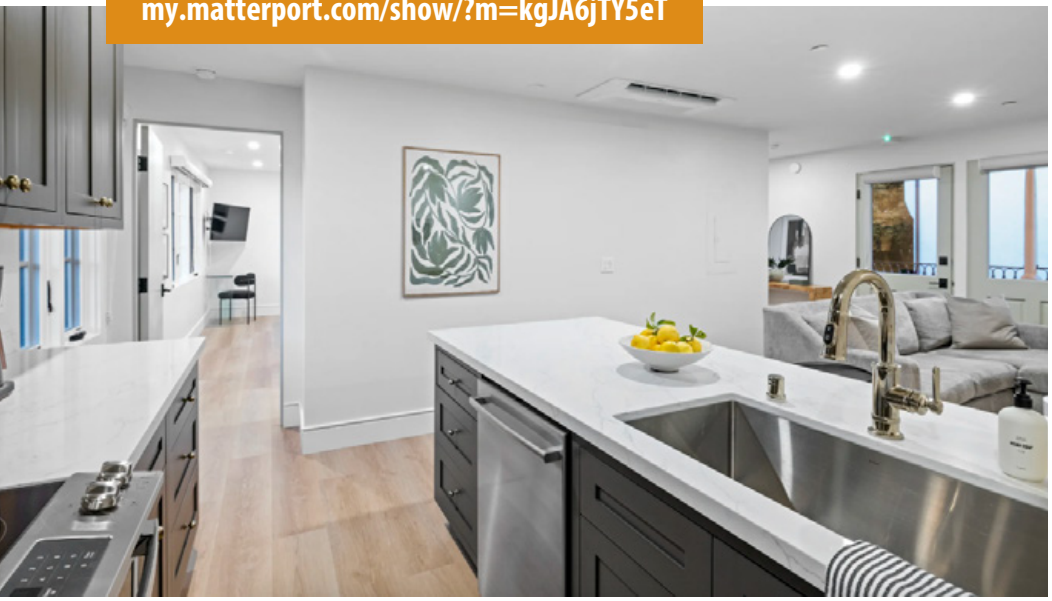

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IN-PLACE MANAGEMENT

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.

ZENSTAY

Expedia Tripadvisor airbnb

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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NATIONAL RETAILERS | BOUTIQUE EXPERIENCES | LOCAL FOOD & DRINK

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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9/14/26

WATERFRONT | DOWNTOWN | FUNK ZONE | MILPAS CORRIDOR

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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CONFIDENTIALITY AGREEMENT

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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