

# ‘Kimi Gardens’

## 111 N La Cumbre Rd

SANTA BARBARA, CA

OFFERS DUE BY  
**MARCH 11** AT 5:00 PM

*Seller reserves the right to accept an offer before the specified Offer Date.*



**For Sale** | Upper State Street Apartment Building | **17 Units**



*Experience. Integrity. Trust.*  
Since 1993

**Christos Celmayster**  
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## PROPERTY SUMMARY

Hayes Commercial Group is pleased to offer this fee simple purchase opportunity of “Kimi Gardens,” a two-story garden-style walk-up apartment property consisting of 17 units. Kimi Gardens has an ideal unit mix of sixteen 2BD/1BA units (785 SF on average) and one 1BD/1BA unit (522 SF). Residents enjoy a prime Upper State Street location within a quarter-mile of a La Cumbre Mall, Five Points Shopping Center, Target, dozens of retail stores and an abundance of dining options. Tenants share a common interior courtyard, an onsite coin operated laundry room, and private storage units. Each unit is separately metered for gas and electricity and has one dedicated parking space.

Originally constructed in the early 1960s (approximate), Kimi Gardens has been on a land lease for the past 60 years which expires on February 28, 2022. Sellers have very limited information and records on the property; however, several inspection reports are available for a buyer’s review including general building, pest, roof, and sewer lateral inspections.

<b>Price:</b>	\$6,700,000 (\$394,118/unit)
<b>Unit Mix:</b>	16 x 2BD/1BA; 1 x 1BD/1BA
<b>Rentable SF:</b>	13,100 SF (approx.)
<b>Land Size:</b>	17,424 SF (approx.)
<b>APN:</b>	057-233-009
<b>Cap Rate:</b>	3.34% (current); 5.62% (market)
<b>GRM:</b>	16.22 (current); 11.62 (market)
<b>Floors:</b>	Two
<b>Parking:</b>	17 spaces (13 covered)
<b>Laundry:</b>	Laundry room on-site, coin-operated
<b>Year Built:</b>	1960s
<b>Zoning:</b>	RM/USSS
<b>To Show:</b>	CLA to set up a tour
<b>Offers Due:</b>	March 11 @ 5pm. Seller reserves the right to accept an offer before the specified Offer Date.

## OFFERING NOTES

Kimi Gardens has been land leased for the past 60 years and as such, the current fee owners have no records, leases, financials, or history on the property. Any information obtained has been by way of the ground tenant. Information obtained from the ground tenant is limited and some leases are incomplete or nonexistent. Seller and Hayes Commercial Group make no representations or warranties regarding the completeness or accuracy of information contained herein.



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# VALUE ANALYSIS

## INVESTMENT SUMMARY

Price:	\$6,700,000
# of Units:	17
Price Per Unit:	\$394,118
Current CAP Rate:	3.34%
Proforma CAP Rate:	5.62%
Current GRM:	16.22
Proforma GRM:	11.62
Building SF:	13,090
Land SF:	17,424
Price/SF Building:	\$512
Price/SF Land:	\$385

## RENT ROLL

Unit #1	BD/BA	SF	Current Rent	Market Rent
1	2BD/1BA	782	\$2,100	\$2,850
2	2BD/1BA	782	\$2,100	\$2,850
3	2BD/1BA	782	\$2,100	\$2,850
4	1BD/1BA	522	\$1,600	\$2,100
5*	2BD/1BA	782	\$1,740	\$2,850
6	2BD/1BA	782	\$2,100	\$2,850
7*	2BD/1BA	782	\$2,000	\$2,850
8*	2BD/1BA	782	\$1,900	\$2,850
9	2BD/1BA	782	\$1,900	\$2,850
10	2BD/1BA	789	\$2,100	\$2,850
11	2BD/1BA	789	\$2,100	\$2,850
12	2BD/1BA	789	\$2,100	\$2,850
13	2BD/1BA	789	\$2,100	\$2,850
14	2BD/1BA	789	\$1,820	\$2,850
15	2BD/1BA	789	\$2,100	\$2,850
16	2BD/1BA	789	\$2,100	\$2,850
17	2BD/1BA	789	\$2,100	\$2,850

## Notes

- Note 1: Building Size has been obtained from archived building plans obtained from the City of SB
- Note 2: Unit sizes are estimates based off total building size
- Note 3: Rent roll has been obtained by Ground Tenant and seller does not represent or warrant that the stated Rent Roll is accurate.
- Note 4: Units 5, 7 and 8 are Section 8 Tenants
- Note 5: Parking Income is from a year to year lease with property owner located at 115 N La Cumbre.

## INCOME SUMMARY

	Notes	%	Current Rents		%	Market Rents	
			Monthly	Annual		Monthly	Annual
<b>TOTAL GROSS RENTAL INCOME</b>			<b>\$34,060</b>	<b>\$408,720</b>		<b>\$47,700</b>	<b>\$572,400</b>
Laundry Income	2021 Actual		\$314	\$3,774		\$314	\$3,774
Parking Income	2021 Actual		\$55	\$660		\$55	\$660
Other			\$0	\$0		\$0	\$0
<b>TOTAL GROSS INCOME</b>			<b>\$34,429</b>	<b>\$413,154</b>		<b>\$48,069</b>	<b>\$576,834</b>
(LESS) Vacancy Rate	2%		<del>-\$689</del>	<del>-\$8,263</del>		<del>-\$961</del>	<del>-\$11,537</del>
<b>EFFECTIVE GROSS INCOME (EGI)</b>		100%	<b>\$33,741</b>	<b>\$404,891</b>	100%	<b>\$47,108</b>	<b>\$565,297</b>

## OPERATING EXPENSE ANALYSIS

	Notes	%	Current Rents		%	Market Rents	
			Monthly	Annual		Monthly	Annual
Real Estate Taxes	Est 1.06%	17.54%	\$5,918	\$71,020	12.56%	\$5,918	\$71,020
Insurance	2021 Ins. Quote	1.04%	\$351	\$4,215	0.75%	\$351	\$4,215
Utilities	2021 Actual	13.94%	\$4,704	\$56,443	9.98%	\$4,704	\$56,443
Onsite Manager & Worker's Comp	Est.	1.25%	\$421	\$5,054	0.89%	\$421	\$5,054
Repairs, Maintenance & Turnover	Est. \$700/Unit/Year	2.94%	\$992	\$11,900	2.11%	\$992	\$11,900
Cleaning and Janitorial Expenses	Est.	0.21%	\$71	\$850	0.15%	\$71	\$850
Supplies	Est.	0.25%	\$83	\$1,000	0.18%	\$83	\$1,000
Fire Protection	Est.	0.21%	\$71	\$850	0.15%	\$71	\$850
Property Manager	5% of EGI	5.00%	\$1,687	\$20,245	5.00%	\$2,355	\$28,265
Taxes, Licenses & Prof. Fees	Est.	0.37%	\$125	\$1,500	0.27%	\$125	\$1,500
Pest Control	Est.	0.20%	\$67	\$800	0.14%	\$67	\$800
Gardening	Est.	0.89%	\$300	\$3,600	0.64%	\$300	\$3,600
Reserves	Est. \$200/Unit/Year	<u>0.84%</u>	<u>\$283</u>	<u>\$3,400</u>	<u>0.60%</u>	<u>\$283</u>	<u>\$3,400</u>
<b>(LESS) TOTAL ANNUAL EXPENSES</b>		<b>44.67%</b>	<b>-\$15,073</b>	<b>-\$180,877</b>	<b>33.42%</b>	<b>-\$15,741</b>	<b>-\$188,897</b>
<b>NET OPERATING INCOME (NOI)</b>		<b>55.33%</b>	<b>\$18,668</b>	<b>\$224,014</b>	<b>66.58%</b>	<b>\$31,367</b>	<b>\$376,400</b>



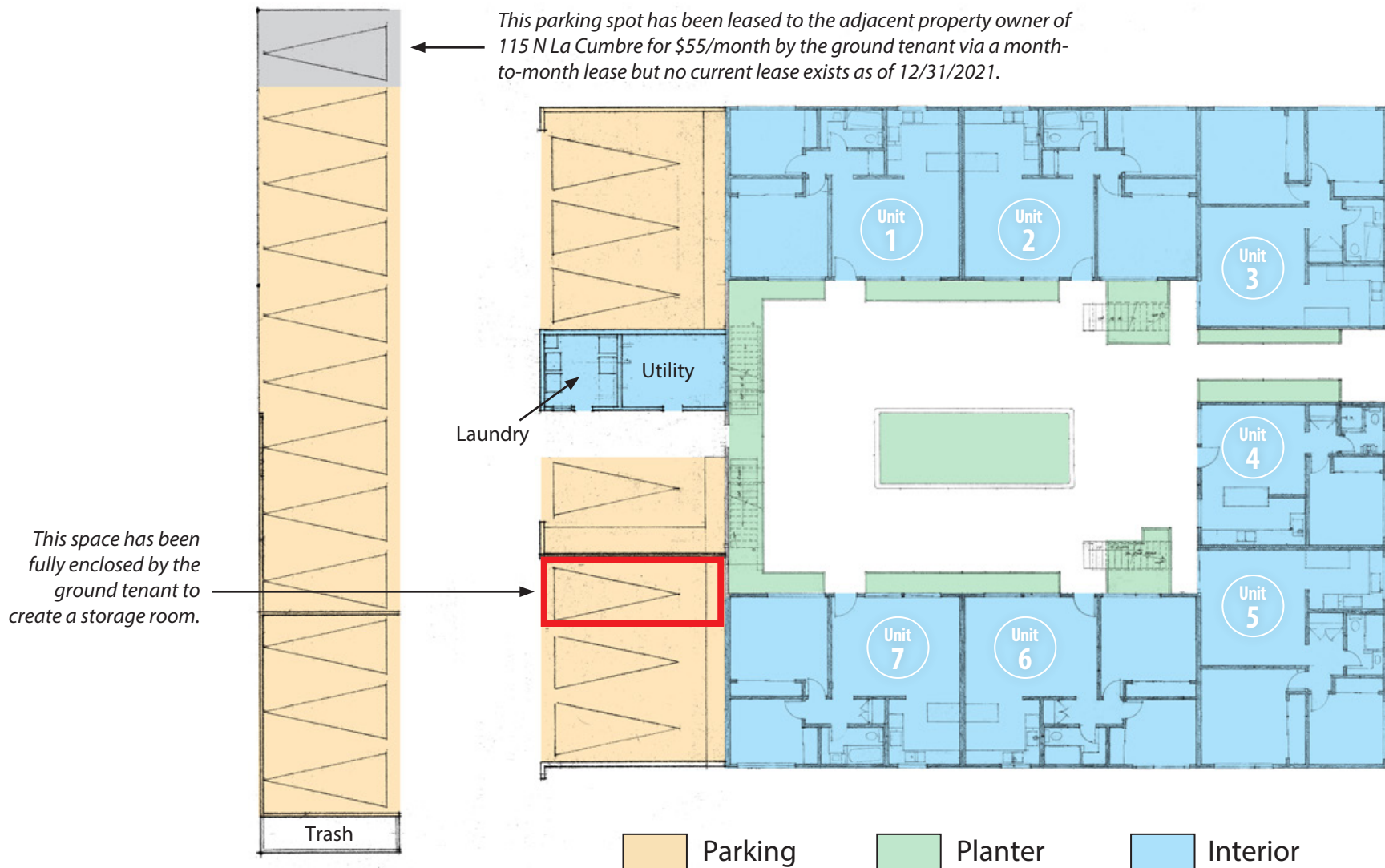
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# FIRST FLOOR PLAN



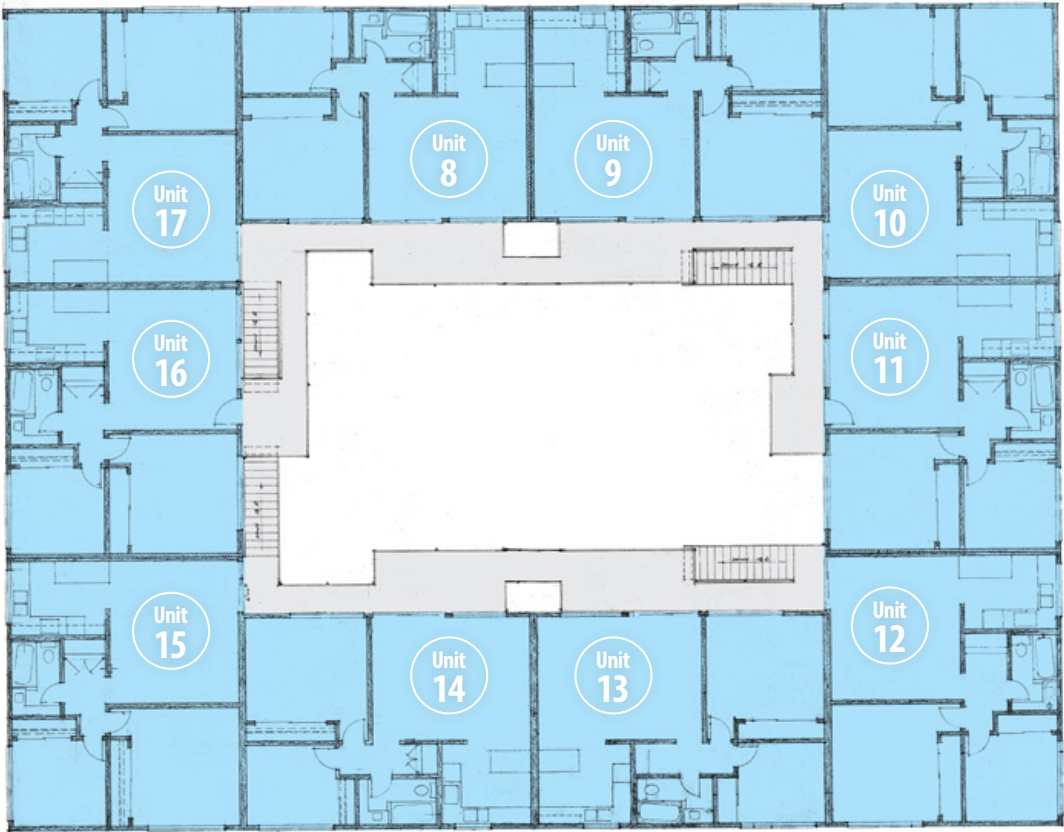
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# SECOND FLOOR PLAN



Walkway Interior



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111 N La Cumbre Rd  
17 units | \$394,118 per unit



3344 Richland Dr  
8 units | \$293,750 per unit



614 W Pedregosa St  
10 units | \$410,000 per unit



55 Ocean View Ave  
11 units | \$627,273 per unit



COMPARABLES MAP

For complete  
comparables info,  
see next page



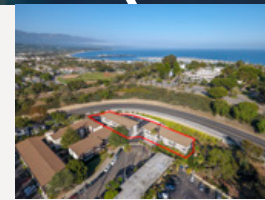
712 W Anapamu St  
8 units | \$308,750 per unit



1109-1119 San Pascual St  
25 units | \$378,000 per unit



203 Ladera St  
28 units | \$385,714 per unit



201 Ladera St  
21 units | \$460,714 per unit



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## COMPARABLES DETAILS

	ADDRESS	CLOSE OF ESCROW	UNITS	UNIT MIX	Price	PER PER UNIT	CURRENT CAP RATE	MARKET CAP RATE	CURRENT GRM	MARKET GRM
	111 N La Cumbre Road	-	17	16 X 2BD/1BA & 1 X 1BD/1BA	\$6,700,000	\$394,118	3.34%	5.62%	16.22	11.62
1	203 Ladera St	11/2/21	28	26 X 1BD/1BA, 2 X Studios and a Leasing Office	\$10,800,000	\$385,714	4.21%	4.81%	14.70	13.75
2	1109 - 1119 San Pascual St	12/1/20	25	25 X 2BD/1BA	\$9,450,000	\$378,000	4.00%	4.32%	15.50	14.35
3	201 Ladera St	4/1/21	21	6 X 3BD/2BA, 14 X 2BD/1.5BA and 1 X Studio (unpermitted)	\$9,675,000	\$460,714	2.37%	5.42%	21.51	12.67
4	55 Ocean View Ave	9/20/21	11	9 X 2BD/1.5BA and 2 X 1BD/1BA	\$6,900,000	\$627,273	3.88%	3.88%	15.89	15.89
5	614 W Pedregosa St	8/17/21	10	2 X 3BD/1BA (one is a SFR), 4 X 2BD/2BA and 4 X 1BD/1BA	\$4,100,000	\$410,000	4.05%	4.55%	15.40	14.23
6	3344 Richland Drive	1/5/21	8	2 X 2BD/1BA & 6 X 1BD/1BA	\$2,350,000	\$293,750	3.76%	4.34%	13.89	12.86
7	712 W Anapamu St	10/1/21	8	1 X 2BD/1BA and 7 X 1BD/1BA	\$2,470,000	\$308,750	3.61%	4.78%	17.26	14.06
						\$409,172	3.70%	4.59%	16.31	13.97



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### La Cumbre Plaza

Backyard Bowls	Lure Fish House
Starbucks	Pottery Barn
The Habit	Bristol Farms
Chipotle	Williams-Sonoma

### Five Points Shopping Center

Smart & Final	Peet's Coffee
Starbucks	Petco
CVS	Subway
Ross	Blenders in the Grass
T-Mobile	Big 5
Luna Grill	Blaze Pizza

Target

Gold's Gym

### Loreto Plaza

Gelson's	Harry's Plaza Cafe
Chase Bank	Chaucer's Books
Cox store	Renaud's Patisserie
Singer's Big & Tall	Jersey Mike's

SITE

State Street

La Cumbre Road



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# Santa Barbara

*Big-city art and culture with the heart of a small coastal town*

**Location.** The city is 90 miles north of Los Angeles and is 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.

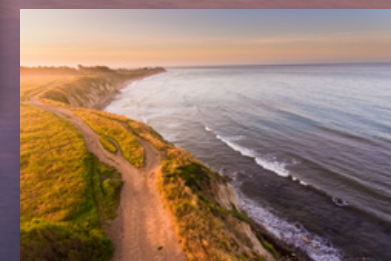
**Economy.** Renowned for its fine restaurants, shopping, hotels and architecture, the tourism industry is the region's main economic driver. The city economy also includes a large service sector, education, tech, health care, finance, agriculture and manufacturing.

**Culture.** The city's history is evident in its Spanish architecture, emanating from the majestic Mission Santa Barbara. Downtown is brimming with eateries, theaters, museums, and hosts an annual international film festival. Wine lovers can sample the Urban Wine Trail or take a short drive to the world-class vineyards of Santa Ynez Valley.

92,034  
current residents

\$115,737  
Avg. household income

7.2 million  
visitors per year



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