

# Del Monte Court

123 Bixby Street • Santa Cruz, CA 95060



## PROPERTY HIGHLIGHTS

- Offered at: \$2,000,000  
Value-Add Multifamily Opportunity
- Unit Mix: (11) studio or Jr. 1BR/1BA units  
Zoning: RTB - Tourist Motel Residential  
Usage: 11 unit apartment building
- Cap rate: Current 2.5%; Pro Forma 5.4%  
GRM: Current 18.2; Pro Forma 11.7%  
Upside Potential - Below Market rents
- NO RENT CONTROL in Santa Cruz although relocation assistance for displaced tenants may be required
- Santa Cruz Location, Close Proximity to Beach and Boardwalk

## Prepared By

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## Acquisition Costs

Purchase Price, Points and Closing Costs	\$2,011,864
Investment - Cash	\$1,325,486
First Loan	\$686,378

## Investment Information

Purchase Price	\$2,000,000
Price per Unit	\$181,818
Price per Sq. Ft.	\$568.18
Income per Unit	\$10,009
Expenses per Unit	(\$5,156)

## Income, Expenses & Cash Flow

Gross Scheduled Income	\$110,100
Total Vacancy and Credits	(\$3,303)
Operating Expenses	(\$56,717)
Net Operating Income	\$50,080
Debt Service	(\$44,216)
Cash Flow Before Taxes	\$5,864

### (After Tax Results)

Total Interest (Debt Service)	(\$34,089)
Depreciation and Amortization	(\$70,051)
Taxable Income (Loss)	(\$54,060)
Tax Savings (Costs)	\$22,921
Cash Flow After Taxes	\$28,786

## Financial Indicators

Cash on Cash Return Before Taxes	0.44%
Optimal Internal Rate of Return (yr 5)	4.24%
Debt Coverage Ratio	1.13
Capitalization Rate	2.50%
Gross Rent Multiplier	18.17
Gross Income / Square Feet	\$31.28
Gross Expenses / Square Feet	(\$16.11)
Operating Expense Ratio	53.11%

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## SECTION I Property Information

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## 11 Units In Santa Cruz | (8) 1 BR & (3) Studio Units

This eleven unit property is located literally just minutes away from the Santa Cruz Beach and Boardwalk in the Broadway/Pine Street neighborhood. The property presents one of two opportunities: 1) As an affordable/BMR property, as many units are currently rented to those on Housing Assistance or, 2) For the experienced investor a value-add opportunity as rents are considerably below market and there is significant upside potential in both income and value if the property were to be renovated and rented out at market rates.

The rents range from \$725 to \$975, while market rents for comparable units range from \$1300-\$1500. There is no rent control in Santa Cruz. However, according to the Relocation Assistance for Displaced Tenants Ordinance, also known as the Large Rent Increase Ordinance, tenants may be entitled to relocation assistance as defined below.

The ordinance states that if a tenant needs to vacate a residence due to a large rent increase that they cannot afford, the landlord is required to provide the tenant with relocation assistance to help them move. A "large rent increase" is defined as a rent increase of more than 5% in one year or cumulatively more than 7% in any two consecutive years. Relocation assistance is a payment from the landlord to the tenant in an amount equal to two months of rent at the previous rate that the tenant had been paying before the increase. For more specific information See Santa Cruz Ordinance No. 2018-20, Section 1, Chapter 21.03: Relocation Assistance for Displaced Tenants.

While the building has had some recent improvements such as a new roof and double pane windows, the property is older and the units have not been updated. This results in rents which are currently below market. While the units are all functional and are not in disrepair, the finish is dated. Updating the units will allow the units to command higher rent. Ten of the eleven units are currently rented to tenants subsidised by the Santa Cruz Housing Authority.

As is common for many multifamily properties in Santa Cruz, the building was converted from a motel to an apartment building years ago (date unknown). The building conforms with the area zoning, which is RTB - Tourist Motel Residential and the usage is as an 11 unit apartment building. The eleven units consist of eight junior one bedroom one bath units, all of which are on the smaller size, and three studios. All the units are approximately 320 SF in size. The property was constructed in 1946, and consists of a concrete foundation, stucco over wood frame, a recently replaced composition shingle roof (2017) and an asphalt driveway in good condition.

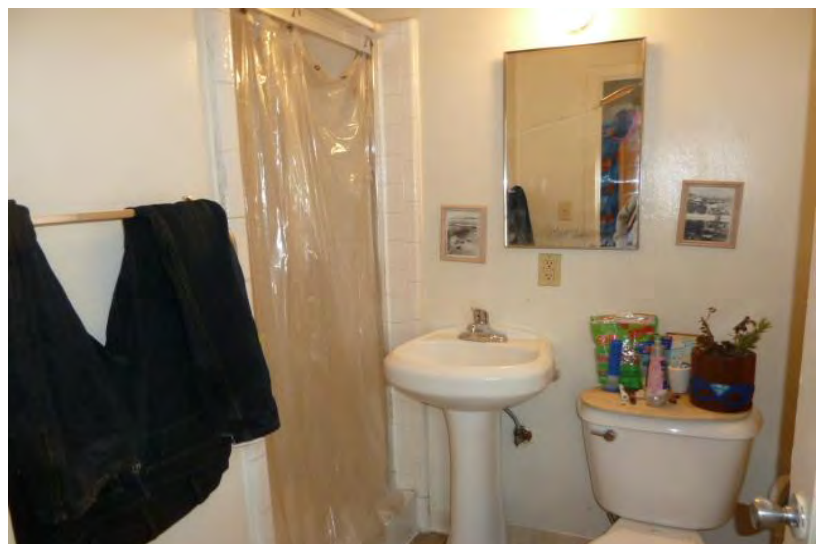
# UNIT MIX REPORT

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Units	Type	Approx. SqFt	Avg. Rents	Monthly	Mkt Rents	Monthly
1	Jr. 1BR / 1BA	320	\$850	\$850	\$1,400	\$1,400
1	Jr. 1BR / 1BA	320	\$850	\$850	\$1,400	\$1,400
1	Jr. 1BR / 1BA	320	\$800	\$800	\$1,400	\$1,400
1	Jr. 1BR / 1BA	320	\$875	\$875	\$1,400	\$1,400
1	Studio	320	\$825	\$825	\$1,000	\$1,000
1	Studio	320	\$850	\$850	\$1,000	\$1,000
1	Studio	320	\$825	\$825	\$1,000	\$1,000
1	Jr. 1BR / 1BA	320	\$725	\$725	\$1,400	\$1,400
1	Jr. 1BR / 1BA	320	\$800	\$800	\$1,400	\$1,400
1	Jr. 1BR / 1BA	320	\$975	\$975	\$1,400	\$1,400
1	Jr. 1BR / 1BA	320	\$800	\$800	\$1,400	\$1,400
<b>11</b>		<b>3,520</b>		<b>\$9,175</b>		<b>\$14,200</b>

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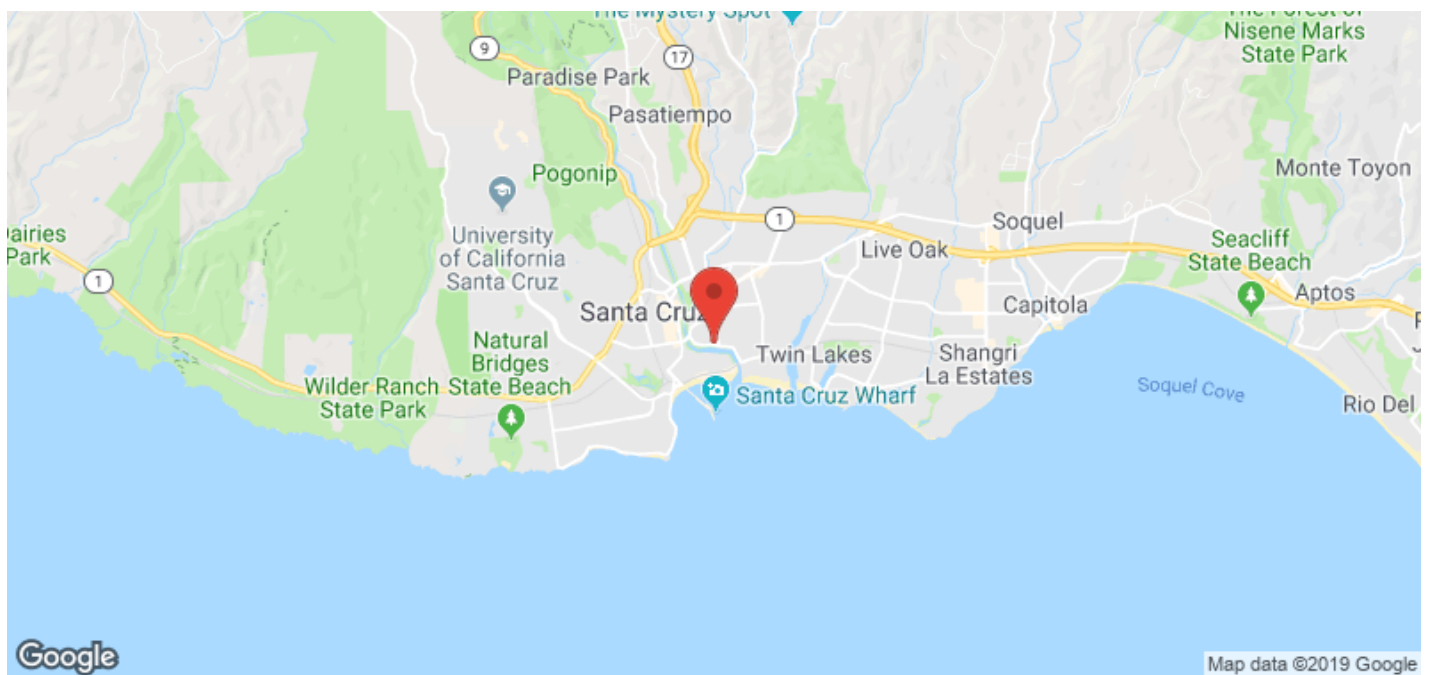
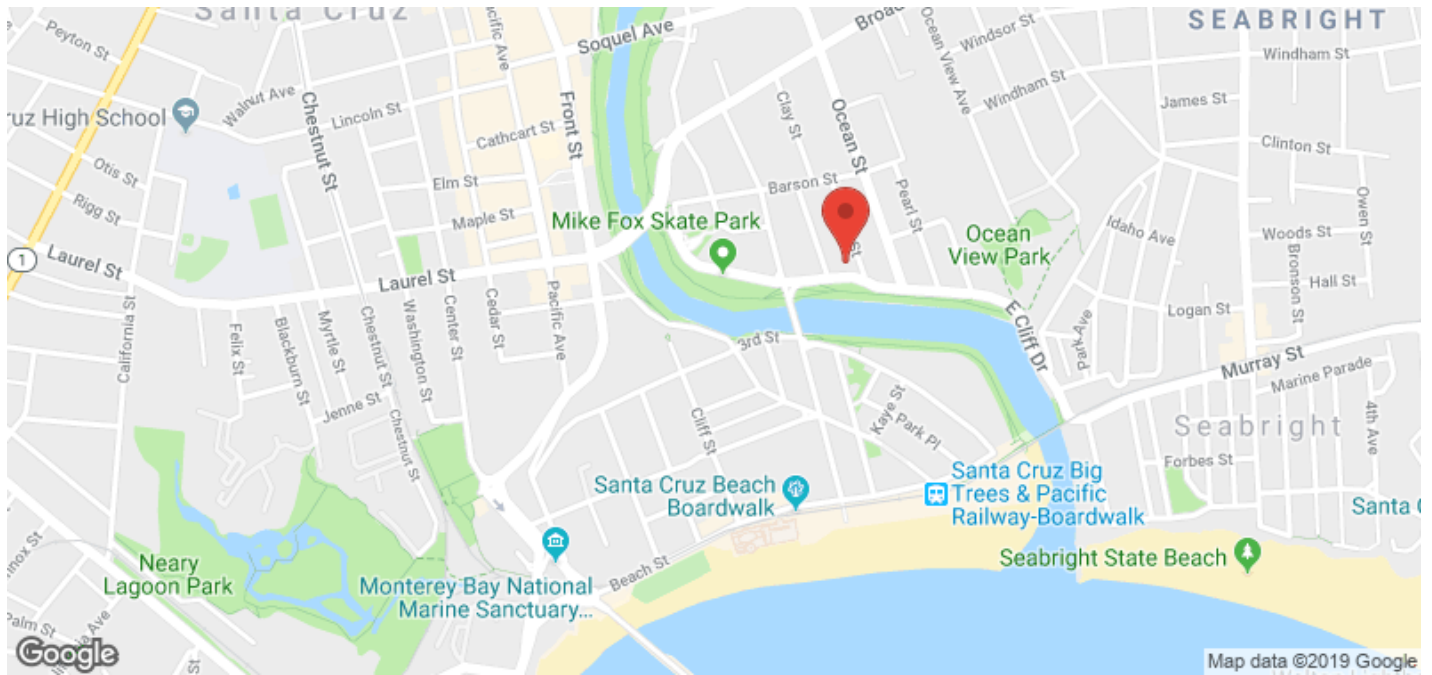
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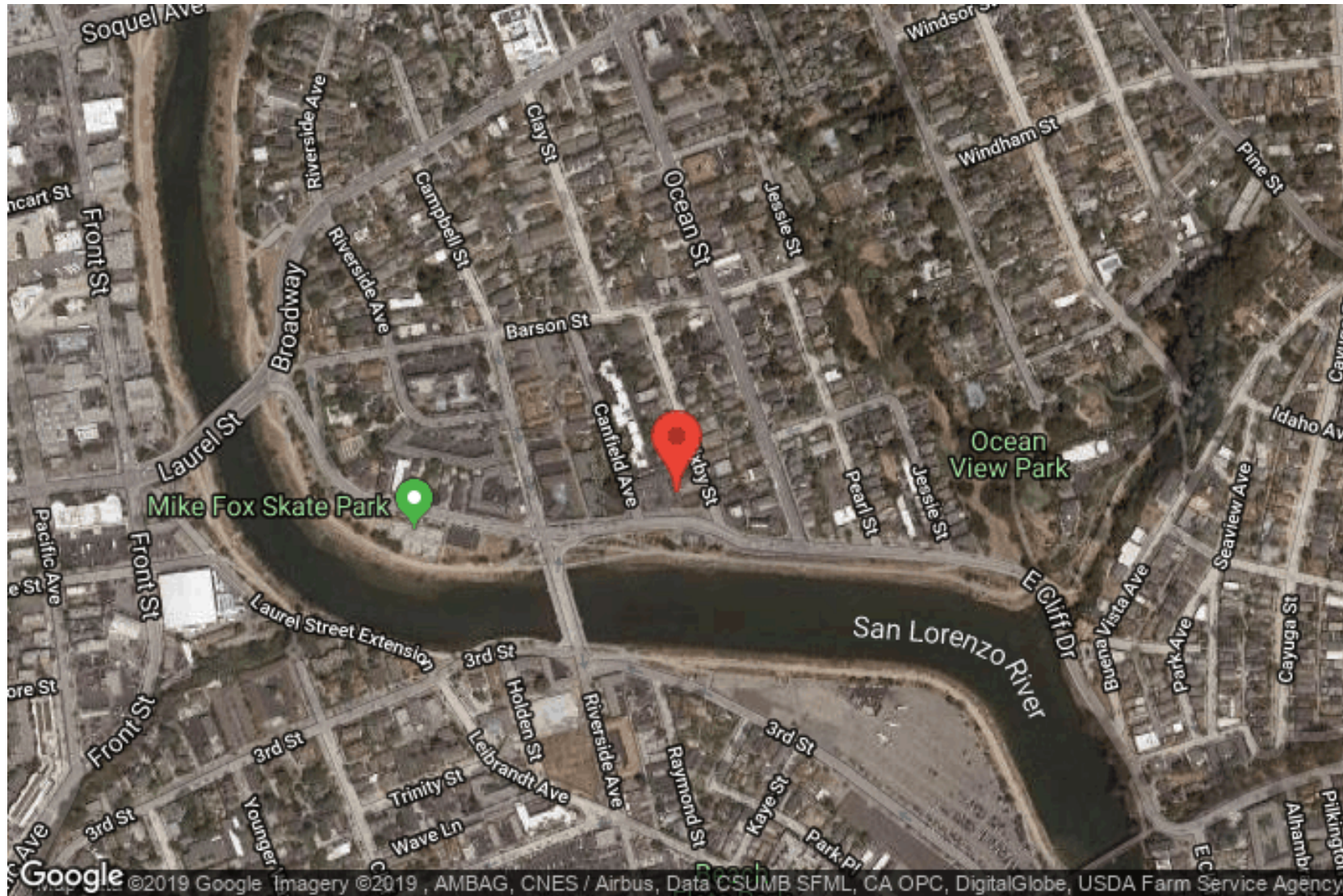
**SILICON VALLEY  
MULTIFAMILY GROUP**

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## SECTION II Financial Information

# ANNUAL PROPERTY OPERATING DATA

Del Monte Court  
123 Bixby Street | Santa Cruz, CA 95060

Description	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Income	\$110,100	\$115,605	\$121,385	\$127,455	\$133,827
GROSS SCHEDULED INCOME	\$110,100	\$115,605	\$121,385	\$127,455	\$133,827
Turnover Vacancy	(\$3,303)	(\$3,468)	(\$3,642)	(\$3,824)	(\$4,015)
GROSS OPERATING INCOME	\$106,797	\$112,137	\$117,744	\$123,631	\$129,812
Expenses					
Property Taxes	(\$23,000)	(\$23,000)	(\$23,000)	(\$23,000)	(\$23,000)
Insurance	(\$4,171)	(\$4,296)	(\$4,425)	(\$4,558)	(\$4,694)
Utilities (Master metered)	(\$16,462)	(\$16,956)	(\$17,465)	(\$17,988)	(\$18,528)
Maintenance & Repairs	(\$12,244)	(\$12,611)	(\$12,990)	(\$13,379)	(\$13,781)
Licenses/Permits	(\$250)	(\$258)	(\$265)	(\$273)	(\$281)
Pest Control	(\$407)	(\$419)	(\$432)	(\$445)	(\$458)
Office/Bank Fees	(\$183)	(\$188)	(\$194)	(\$200)	(\$206)
TOTAL OPERATING EXPENSES	(\$56,717)	(\$57,729)	(\$58,770)	(\$59,843)	(\$60,949)
NET OPERATING INCOME	\$50,080	\$54,408	\$58,973	\$63,787	\$68,864

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# CASH FLOW ANALYSIS

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123 Bixby Street | Santa Cruz, CA 95060

Description	Year 1	Year 2	Year 3	Year 4	Year 5
GROSS SCHEDULED INCOME	\$110,100	\$115,605	\$121,385	\$127,455	\$133,827
Turnover Vacancy	(\$3,303)	(\$3,468)	(\$3,642)	(\$3,824)	(\$4,015)
Total Operating Expenses	(\$56,717)	(\$57,729)	(\$58,770)	(\$59,843)	(\$60,949)
NET OPERATING INCOME	\$50,080	\$54,408	\$58,973	\$63,787	\$68,864
Loan Payment	(\$44,216)	(\$44,216)	(\$44,216)	(\$44,216)	(\$44,216)
NET CASH FLOW (b/t)	\$5,864	\$10,193	\$14,758	\$19,572	\$24,648
Cash On Cash Return b/t	0.44%	0.77%	1.11%	1.48%	1.86%
NET OPERATING INCOME	\$50,080	\$54,408	\$58,973	\$63,787	\$68,864
Depreciation	(\$69,822)	(\$72,868)	(\$72,868)	(\$72,868)	(\$69,830)
Amortization	(\$229)	(\$229)	(\$229)	(\$229)	(\$229)
Loan Interest	(\$34,089)	(\$33,571)	(\$33,026)	(\$32,454)	(\$31,852)
TAXABLE INCOME (LOSS)	(\$54,060)	(\$52,260)	(\$47,150)	(\$41,763)	(\$33,047)
Income Taxes	\$22,921	\$22,158	\$19,992	\$17,708	\$14,012
CASH FLOW (a/t)	\$28,786	\$32,351	\$34,749	\$37,280	\$38,660
Cash On Cash Return a/t	2.17%	2.44%	2.62%	2.81%	2.92%

\* b/t = before taxes;a/t = after taxes

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Description	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Rent Multiplier	18.71	18.35	18.00	17.66	17.32
Capitalization Rate	2.50%	2.72%	2.95%	3.19%	3.44%
Cash On Cash Return b/t	0.44%	0.77%	1.11%	1.48%	1.86%
Cash On Cash Return a/t	2.17%	2.44%	2.62%	2.81%	2.92%
Debt Coverage Ratio	1.13	1.23	1.33	1.44	1.56
Gross Income per Sq. Ft.	\$31.28	\$32.84	\$34.48	\$36.21	\$38.02
Expenses per Sq. Ft.	(\$16.11)	(\$16.40)	(\$16.70)	(\$17.00)	(\$17.31)
Net Income Multiplier	41.13	39.00	37.06	35.29	33.67
Operating Expense Ratio	53.11%	51.48%	49.91%	48.40%	46.95%
Loan To Value Ratio	32.83%	31.37%	29.94%	28.55%	27.18%

\* b/t = before taxes; a/t = after taxes

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Description	Year 1	Year 2	Year 3	Year 4	Year 5
LOAN 1					
Debt Service Analysis					
Principal Payments	\$10,127	\$10,645	\$11,189	\$11,762	\$12,363
Interest Payments	\$34,089	\$33,571	\$33,026	\$32,454	\$31,852
Total Debt Service	\$44,216	\$44,216	\$44,216	\$44,216	\$44,216
Principal Balance Analysis					
Beginning Principal Balance	\$686,378	\$676,251	\$665,607	\$654,417	\$642,656
Principal Reductions	\$10,127	\$10,645	\$11,189	\$11,762	\$12,363
Ending Principal Balance	\$676,251	\$665,607	\$654,417	\$642,656	\$630,292

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## INVESTMENT SUMMARY

Price:	\$2,000,000
Year Built:	1946
Units:	11
Price/Unit:	\$181,818
RSF:	3,520
Price/RSF:	\$568.18
Lot Size:	9,845 sf
Floors:	1
Parking Spaces:	1/unit
APN:	007-432-14
Cap Rate:	2.5%
Market Cap Rate:	5.43%
GRM:	18.17
Market GRM:	11.74

## FINANCING SUMMARY

<b>Loan Amount:</b>	<b>\$686,378</b>
Down Payment:	\$1,313,622
Loan Type:	Fixed
Interest Rate:	5%
Term:	30 years
Monthly Payment:	\$3,685
DCR:	1.13

## UNIT MIX & MONTHLY SCHEDULED

Type	Units	Actual	Total	Market	Total
<b>TOTALS</b>	<b>11</b>		<b>\$9,175</b>		<b>\$14,200</b>

## ANNUALIZED INCOME

Description	Actual	Market
<b>Gross Potential Rent</b>	<b>\$110,100</b>	<b>\$170,400</b>
Less: Vacancy	(\$3,303)	(\$5,112)
<b>Effective Gross Income</b>	<b>\$106,797</b>	<b>\$165,288</b>
Less: Expenses	(\$56,717)	(\$56,717)
<b>Net Operating Income</b>	<b>\$50,080</b>	<b>\$108,571</b>
Debt Service	(\$44,216)	(\$44,216)
<b>Net Cash Flow after Debt Service</b>	<b>\$5,864</b>	<b>\$64,355</b>
Principal Reduction	\$10,127	\$10,127
<b>Total Return</b>	<b>\$15,991</b>	<b>\$74,482</b>

## ANNUALIZED EXPENSES

Description	Actual	Market
Property Taxes	\$23,000	\$23,000
Insurance	\$4,171	\$4,171
Utilities (Master metered)	\$16,462	\$16,462
Maintenance & Repairs	\$12,244	\$12,244
Licenses/Permits	\$250	\$250
Pest Control	\$407	\$407
Office/Bank Fees	\$183	\$183
<b>Total Expenses</b>	<b>\$56,717</b>	<b>\$56,717</b>
<b>Expenses Per RSF</b>	<b>\$16.11</b>	<b>\$16.11</b>
<b>Expenses Per Unit</b>	<b>\$5,156</b>	<b>\$5,156</b>



# DEL MONTE COURT

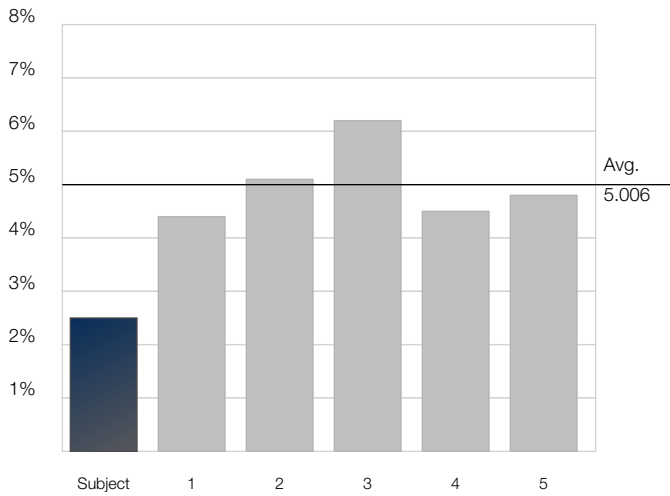
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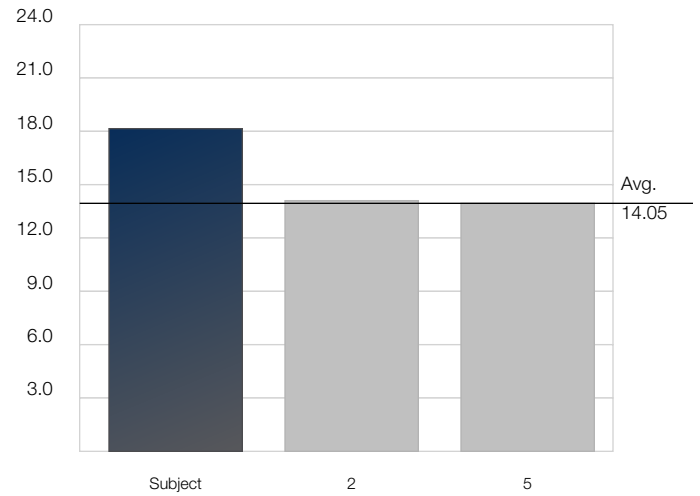
## SECTION III Sales Comps

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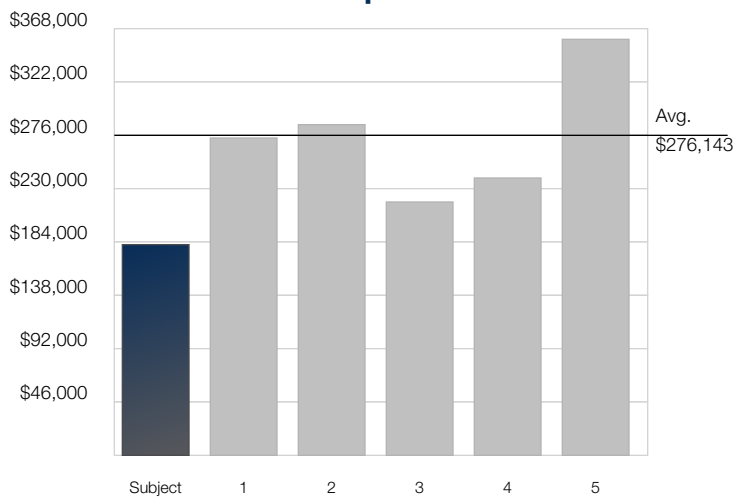
### Cap Rate



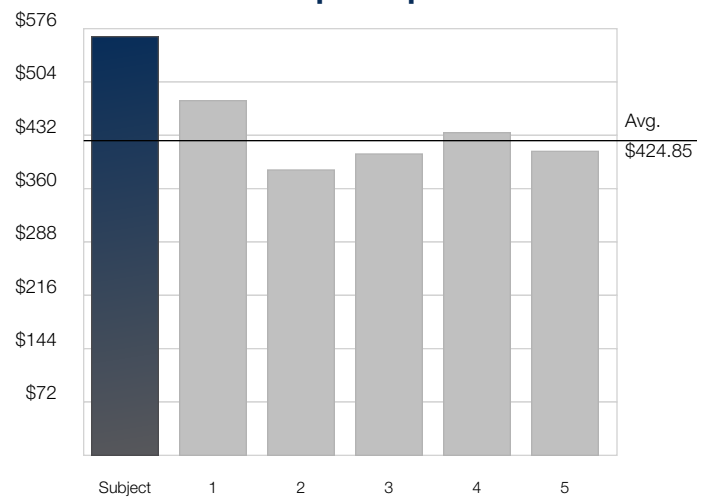
### Gross Rent Multiplier



### Price per Unit



### Price per Sq. Ft.



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**Del Monte Court**  
**123 Bixby Street**  
**Santa Cruz, CA 95060**

Sale Price	\$2,000,000	# Units	Unit Type
Units	11	1	Jr. 1BR / 1BA
Price/Unit	\$181,818	1	Jr. 1BR / 1BA
Price/SqFt	\$568.18	1	Jr. 1BR / 1BA
Cap Rate	2.5%	1	Studio
Year Built	1946	1	Studio
GRM	18.17	1	Studio

\*remaining units not displayed

1



Sale Date 12/1/2017

**123 Pearl St**  
**Santa Cruz, CA 90560**

Sale Price	\$2,475,000	# Units	Unit Type
Units	9	2	Two Bedroom One Bath
Price/Unit	\$275,000	5	One Bedroom One Bath
Price/SqFt	\$480.40	2	Studio/Efficiency
Cap Rate	4.4%		
Year Built	1959		
GRM	N/A		

**NOTES**

This property is 9 units, (2) 2br/1ba & (5) 1br/1ba & (2) studio units located in the heart of the same neighborhood, still an inferior location.

2



Sale Date 7/13/2018

**132 Campbell Ave**  
**Santa Cruz, CA 90560**

Sale Price	\$2,000,000	# Units	Unit Type
Units	7	1	Three Bedroom Two Bath
Price/Unit	\$285,714	6	Two Bedroom One Bath
Price/SqFt	\$385.95		
Cap Rate	5.1%		
Year Built	1906		
GRM	14.1		

**NOTES**

This property is 7 units, (1) 3br/2ba & (6) 2br/1ba units located in the heart of the same neighborhood as subject property, in an inferior location.

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3



Sale Date 6/21/2018

**NOTES**

Converted house

**5 Units on Raymond  
313 Raymond Ave  
Santa Cruz, CA 95060**

Sale Price	\$1,100,000	# Units	Unit Type
Units	5	5	One Bedroom One Bath
Price/Unit	\$220,000	1	Two Bedroom One Bath
Price/SqFt	\$407.41		
Cap Rate	6.2%		
Year Built	1898		
GRM	N/A		

4



Sale Date 10/27/2017

**NOTES**

This property is 12 units, (1) 2br/1ba & (11) 1br/1ba units across the river in an inferior location.

**Beach Hill Apts  
703 3rd St  
Santa Cruz, CA 90560**

Sale Price	\$2,880,000	# Units	Unit Type
Units	12	1	Two Bedroom One Bath
Price/Unit	\$240,000	11	One Bedroom One Bath
Price/SqFt	\$436.69		
Cap Rate	4.53%		
Year Built	1962		
GRM	N/A		

5

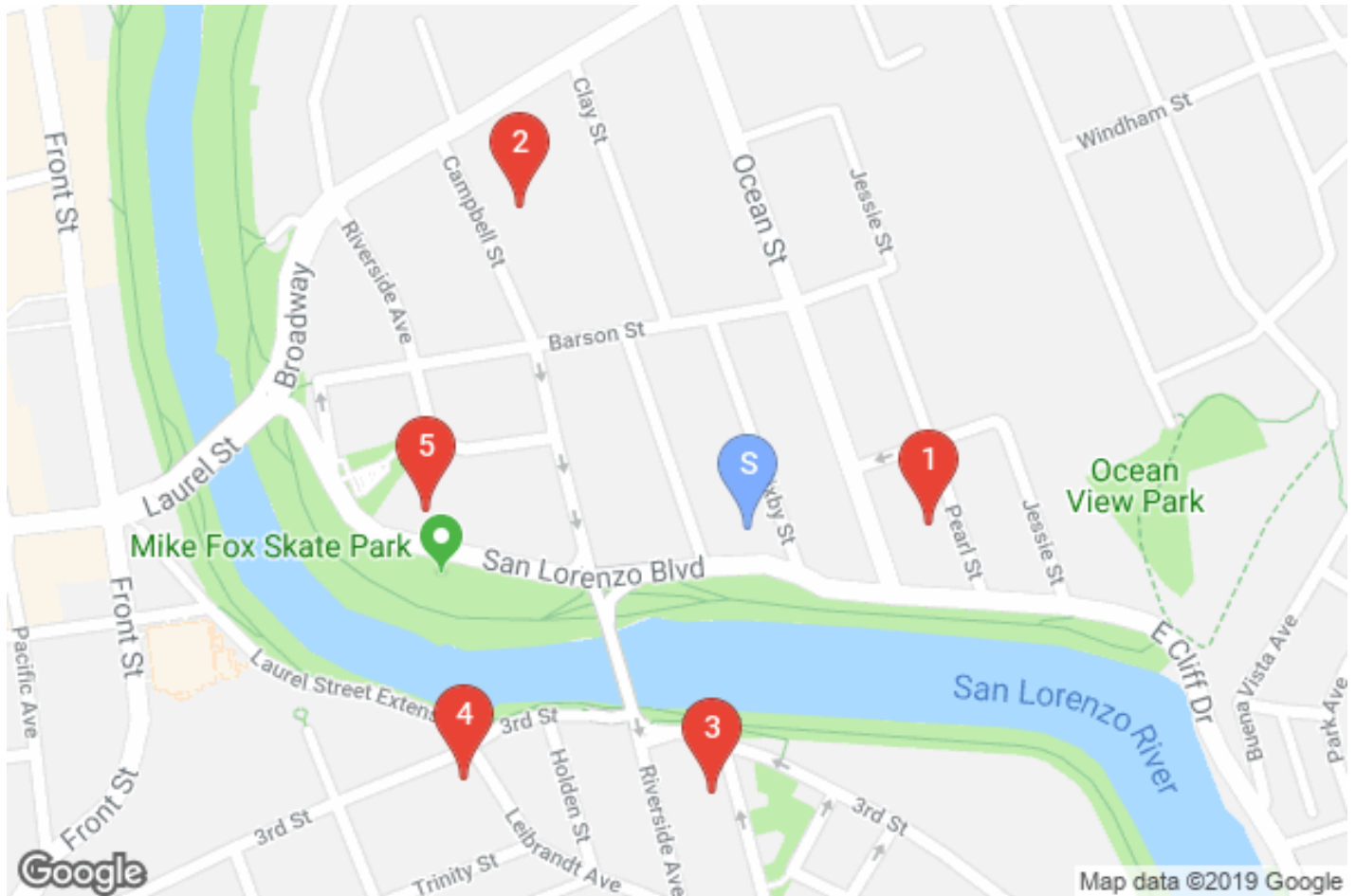


Sale Date 2/15/2019

**5 Units on San Lorenzo BL  
238 San Lorenzo Blvd  
Santa Cruz, CA 95060**

Sale Price	\$1,800,000	# Units	Unit Type
Units	5	5	Two Bedroom One Bath
Price/Unit	\$360,000		
Price/SqFt	\$413.79		
Cap Rate	4.8%		
Year Built	1964		
GRM	14.0		

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**S** 123 Bixby Street  
Santa Cruz, CA, 95060  
\$2,000,000

**1** 123 Pearl St  
Santa Cruz, CA, 90560  
\$2,475,000

**2** 132 Campbell Ave  
Santa Cruz, CA, 90560  
\$2,000,000

**3** 313 Raymond Ave  
Santa Cruz, CA, 95060  
\$1,100,000

**4** 703 3rd St  
Santa Cruz, CA, 90560  
\$2,880,000

**5** 238 San Lorenzo Blvd  
Santa Cruz, CA, 95060  
\$1,800,000

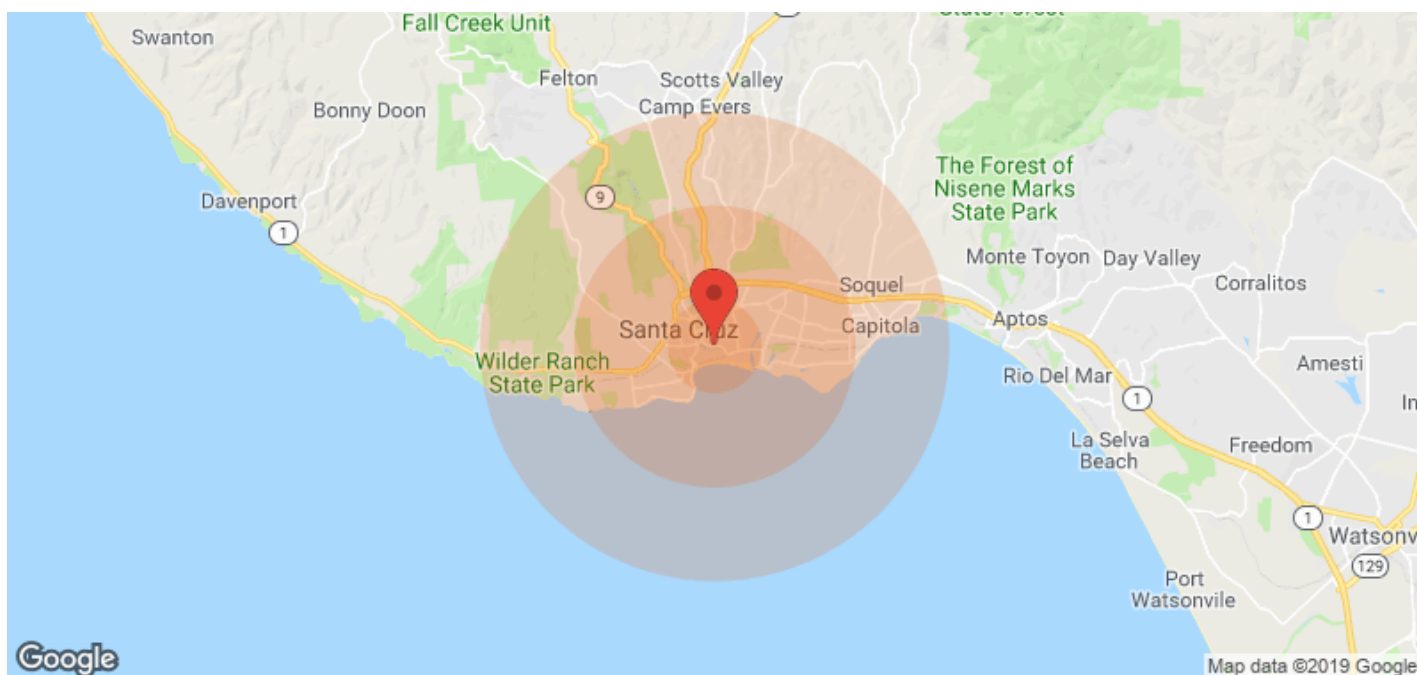
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## SECTION IV Demographics Section

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Population Characteristic	1 Mile	3 Mile	5 Mile	Household Income	1 Mile	3 Mile	5 Mile
Ages 0-4	1,241	4,093	5,408	Median Household Income	\$43,865	\$61,834	\$61,778
Ages 5-9	1,251	4,551	6,047	< \$10000	901	2,247	2,840
Ages 10-14	911	3,807	5,213	\$10000-\$14999	1,172	2,159	2,691
Ages 15-19	791	3,623	5,151	\$15000-\$19999	586	1,550	1,907
Ages 20-24	1,080	4,525	6,429	\$20000-\$24999	645	1,649	2,213
Ages 25-29	1,632	5,770	7,929	\$25000-\$29999	513	1,197	1,700
Ages 30-34	2,172	6,667	9,032	\$30000-\$34999	303	1,437	2,139
Ages 35-39	2,485	7,161	9,664	\$35000-\$39999	506	1,146	1,691
Ages 40-44	2,476	7,205	9,731	\$40000-\$44999	618	1,559	1,931
Ages 45-49	2,244	7,040	9,534	\$45000-\$49999	353	1,361	1,725
Ages 50-54	1,926	6,686	9,123	\$50000-\$60000	814	2,699	3,587
Ages 55-59	1,634	6,198	8,530	\$60000-\$74000	864	3,109	4,079
Ages 60-64	1,317	5,313	7,449	\$75000-\$99999	1,270	4,423	5,965
Ages 65-69	989	4,119	5,861	\$100000-\$124999	580	2,739	3,812
Ages 70-74	655	2,906	4,177	\$125000-\$149999	395	1,996	2,868
Ages 75-79	424	1,965	2,843	\$150000-\$199999	215	1,770	2,542
Ages 80-84	244	1,287	1,836	> \$200000	425	2,364	3,493
Race Characteristic	1 Mile	3 Mile	5 Mile	Characteristic Housing	1 Mile	3 Mile	5 Mile
Non Hispanic White	17,577	67,063	93,546	Housing Units	11,488	38,208	52,116
Population Black	220	579	676	Occupied Housing Units	10,511	34,928	47,439
Population Am In/AK Nat	75	227	262	Owner Occupied Housing Units	2,606	16,189	23,896
				Renter Occupied Housing Units	7,905	18,739	23,543
				Vacant Housing Units	977	3,280	4,677

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Neither SVMG its directors, officers, agents, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significant chance to such party. SVMG will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing. PLEASE NOTE: The Seller(s) desires to sell the property in "its present physical condition (as-is) subject to inspection and reports.

### **EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.**

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including those through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. *SVMG makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions.* SVMG does not serve as a financial advisor to any party regarding any proposed transaction. When analyzing this property buyer should use income, vacancy and expense levels that will accurately reflect the manner in which it plans to operate the property. Broker, Agent and Seller are making no representations or warranties as to the level of income or expenses Buyer will incur at the property.

Building square footage, unit square footage and lot sizes are not guaranteed. Broker, Agent and Seller have not measured the units, lot or the building and are making NO representation as to the accuracy of square footage figures. Data source for building size and lot size is provided by an online resource such as that provided by Chicago Title Company. SVMG is not responsible for errors in the data. Buyer should measure all units, lot and the building prior to purchase and should not rely on any square footage figures provided by Broker, Agent or Seller.

All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies.

- Do Not Disturb -- Please respect the Seller's request that the tenants not be disturbed. Unless otherwise indicated, all offers are to be written subject to inspection. The Seller will provide access for the Buyer to inspect the interiors of all units within a reasonable period following a fully executed purchase contract. Seller requests that all inspections be made on the same day.
- Representation -- This information is given with the understanding that all negotiations relating to the purchase of the property described herein shall be conducted through SVMG.

All properties and services are marketed by SVMG in compliance with all applicable fair housing and equal opportunity laws.



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## OFFERING MEMORANDUM NOTES

**Gross Annual Scheduled Income & the Gross Rent Multiplier** are based on current rents shown in the Rent Roll. These rent levels are current rent levels at the time this package was prepared and subject to change without notice. Buyer should review most recent rent roll prior to purchase. The laundry income was based on either previous year actual levels or annualized current income.

**Gross Annual Scheduled Income & Gross Income Multiplier (Market or Pro Forma)** assumes the units are all rented at the rent levels shown in the Pro Forma Summary. These rent levels are not guaranteed to be achievable by Seller, Broker or Agent. Buyer should use rent levels it thinks it can obtain for the subject property.

**Capitalization Rate** is based on rents, expenses and vacancy figures shown in the Operating Statement.

**Pro Forma Capitalization Rate** is based on rents, expenses and vacancy figures shown in the Pro-Forma Operating Statement Pro-Forma (Market) column. See Pro Forma Operating Statement Footnotes and Disclaimers in this section of the Offering Memorandum.

**Year Built:** Data source is provided through the Chicago Title Company online resource. Seller, Broker and Agent are making no guarantee or representations as to when the improvements were built. Buyer should conduct its own investigation to determine age of improvements.

## UNIT MIX/SCHEDULED INCOME OVERVIEW FOOTNOTES

**Current Rent Column** is based on current rents shown in the Rent Roll. These rent levels are current rent levels at the time this package was prepared and subject to change without notice. Buyer should review most recent rent roll prior to purchase.

**Pro Forma or Market Rents** assumes the units are all rented at the estimated market rent levels shown in the rent roll. Please note that current rents are not at these levels. Pro Forma rent levels are not guaranteed to be achievable by Seller, Broker or Agent. Buyer should use rent levels it thinks it can obtain for the subject property.

**Purchase Information** including Fair Market Value, Resale Valuation and Resale Expenses are provided for illustrative purposes only and will vary depending on market conditions and other factors. SVMG, its Brokers and Agents can not be held accountable for these numbers. Buyer should use the numbers it thinks most appropriate.

**Financial Information** including Down Payment, Closing Costs, LT Capital Gain, Federal and State Tax Rates and the Discount Rate are provided for illustrative purposes only. Actual numbers may, and probably will, vary depending on the Buyer's individual situation.

**Loans** This information is provided for illustrative purposes only. Buyer should use the loan information he or she thinks attainable and realistic for the property.

## Annual Property Operating Data Notes and Disclaimers

**Rental Income** is based on current rents shown in the Rent Roll

**Miscellaneous income** is based upon information provided by the owner or manager.

**General Vacancy** is estimated to be at current market levels or provided by owner.

**Taxes** are estimated based on list price and based on current tax rate reported by Santa Clara County.

**Other Expenses** All other expenses are as reported by owner or property manager.

**Loan Payment** is based upon information provided in the LOANS section of page 4. Buyer should use the loan information it thinks attainable and realistic for the property.

**Income Taxes** is based upon a 33% or greater tax rate and is provided for illustrative purposes only. Buyer should consult with a licensed tax professional in determining the most realistic and appropriate tax rate.

**NOTE: THE 5 or 10 YEAR PROJECTIONS ARE PROVIDED FOR ILLUSTRATIVE PURPOSES ONLY. BUYER SHOULD USE THE PROJECTIONS HE or SHE THINKS ARE REALISTIC AND ATTAINABLE.**

## Rent Roll Notes

**General Notes:** Rent levels, occupancy, deposit amounts and terms are subject to change without notice. Move-In dates are subject to change as units turnover. Buyer should obtain updated information and confirm all rent levels, lease terms, move-in dates, amount of last rental adjustment and deposit amounts prior to purchase.

**Market Rent** column reflects projected rents, not current rent levels. Projected rent levels are not guaranteed to be achievable by Seller, Broker or Agents. Buyer should use rent levels it thinks it can obtain for the subject property.