

OFFERING MEMORANDUM

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19-Unit Multi-Family Asset in West Beach
Twilight Apartments
427 W Montecito St
Santa Barbara, CA 93105

TOUR DATES: Thursday, September 14, 2-4PM
Tuesday, September 19, 1-3PM
OFFER DUE DATE: Friday, September 22 by 1PM
See next to last page for details.

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Information contained herein was obtained from sources believed reliable. While we do not doubt its accuracy, we do not guarantee it. Buyer to independently verify.



PROPERTY HIGHLIGHTS



- Outstanding location in Santa Barbara's West Beach area
- 3 short blocks to Santa Barbara Harbor, Maritime Museum, Brophy Brothers Seafood Restaurant, and much more
- Just a couple hundred feet to Santa Barbara City College's eastern pedestrian entrance
- Pershing Park sports facility is just around the corner with its ballfields, tennis courts, gazebos and the Santa Barbara Carriage and Western Museum
- Enjoy Santa Barbara West Beach as boats glide in and out of the harbor or stroll to Sterns Wharf
- R4 Zoning: Keep as apartments or convert to hospitality use.
- Very low cost per unit in Santa Barbara

Property outline is approximate.

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PROPERTY SUMMARY

Price	\$5,995,000
Number of Units	19
Price Per Unit	\$315,526
Unit Mix	(1) 2Bed/1Bath (6) 1Bed/1Bath & (12) Studio
Rentable Size	±7,225 SF
Floors	3
Parking	19 Tuck-Under Spaces
Laundry	Shared Room Onsite
Year Built	1962
Land Size	±10,454 SF
Zoning	R4
APN	033-022-019
Proforma Gross Income	\$532,200
Proforma GRM	11.26
Proforma CAP	5.73%



Twilight Apartments is a well-located multi-family property in Santa Barbara's West Beach area, close to Santa Barbara Harbor, West Beach, Santa Barbara City College, Pershing Park, and all that Santa Barbara's waterfront has to offer. Property consists of (1) 2Bed/1Bath, (6) 1Bed/1Bath, and (12) Studios, for a total of 19 units in 2 buildings. Property was originally built in 1962 and has a Certificate of Occupancy as apartments. All utilities are master metered. Studio apartments have compact kitchenettes. There are 19 tuck-under parking spaces and a common area laundry room.

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FOR SALE: 427 W Montecito St, Santa Barbara, CA



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East Building



West Building - Manager's Unit



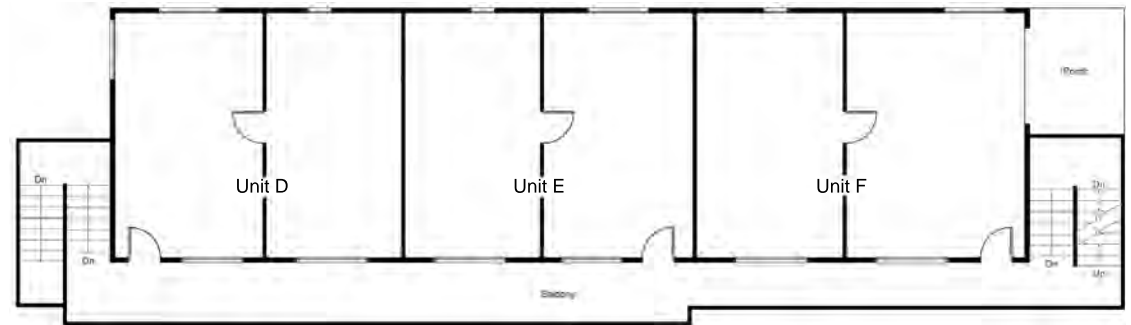
Common Patio



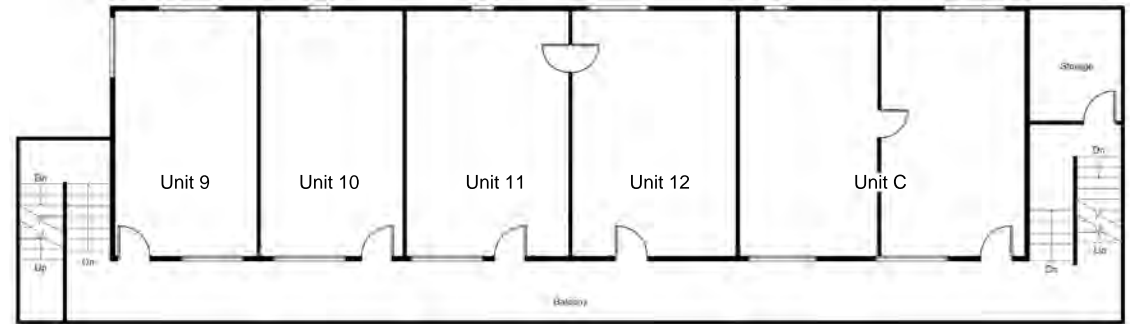
West Building

FLOOR PLANS FOR EAST BUILDING

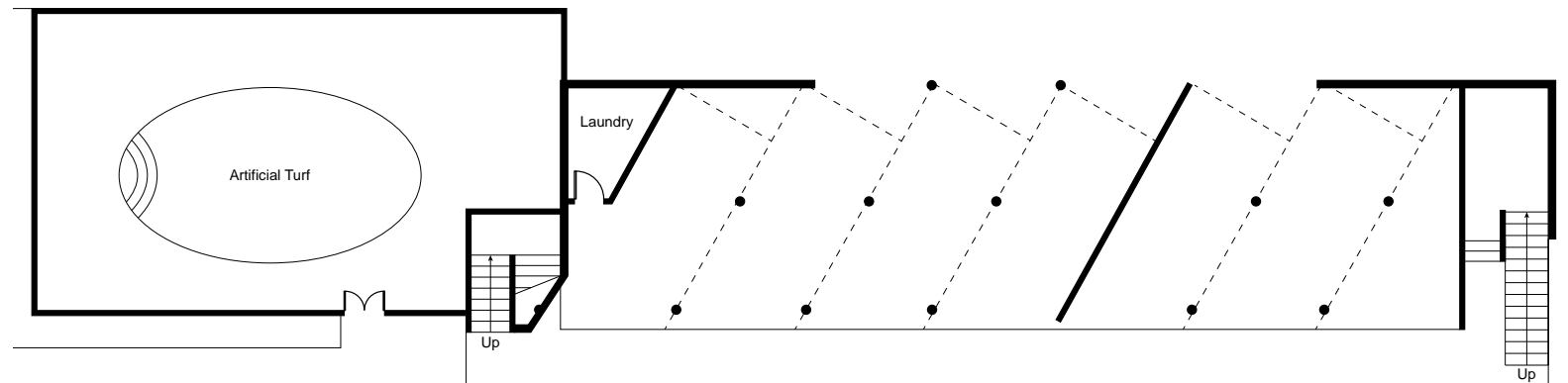
THIRD FLOOR



SECOND FLOOR



STREET LEVEL

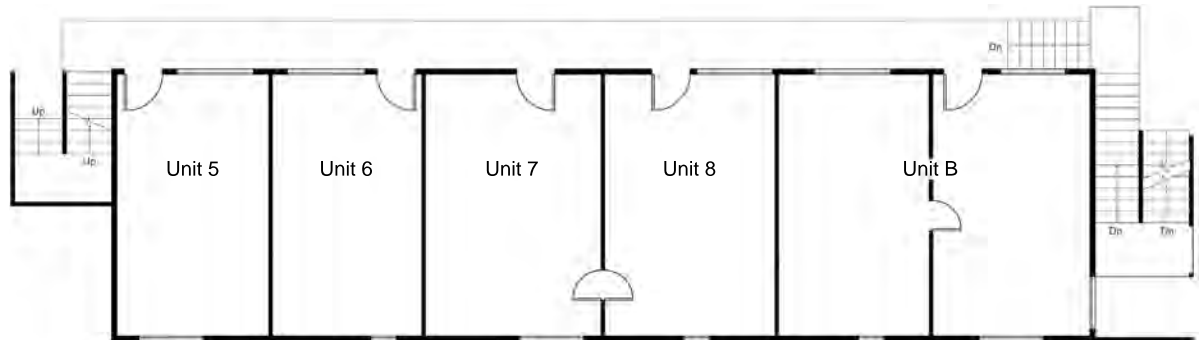


Floorplan is intended to represent the flow of the property and may not accurately represent the dimensions of each room or the property as a whole.

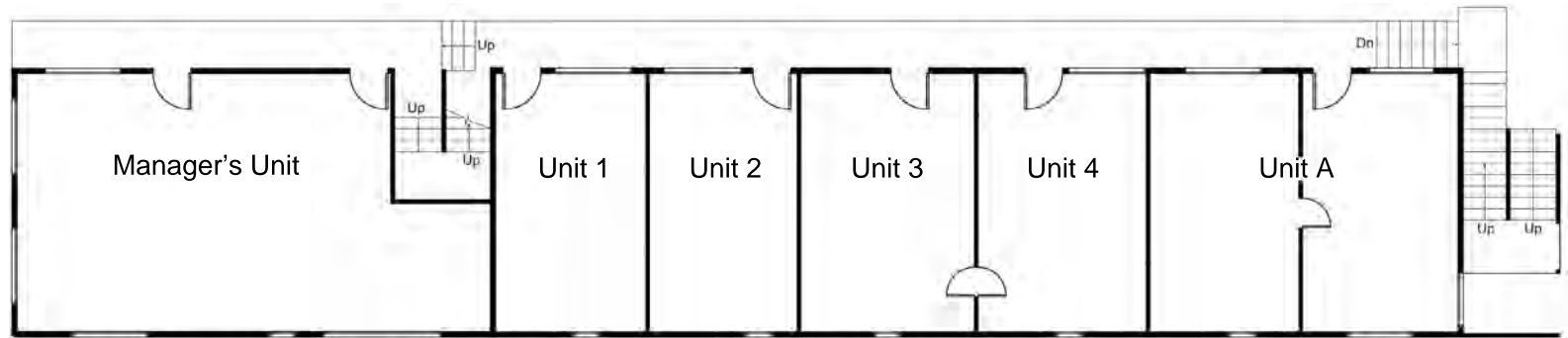
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FLOOR PLANS FOR WEST BUILDING

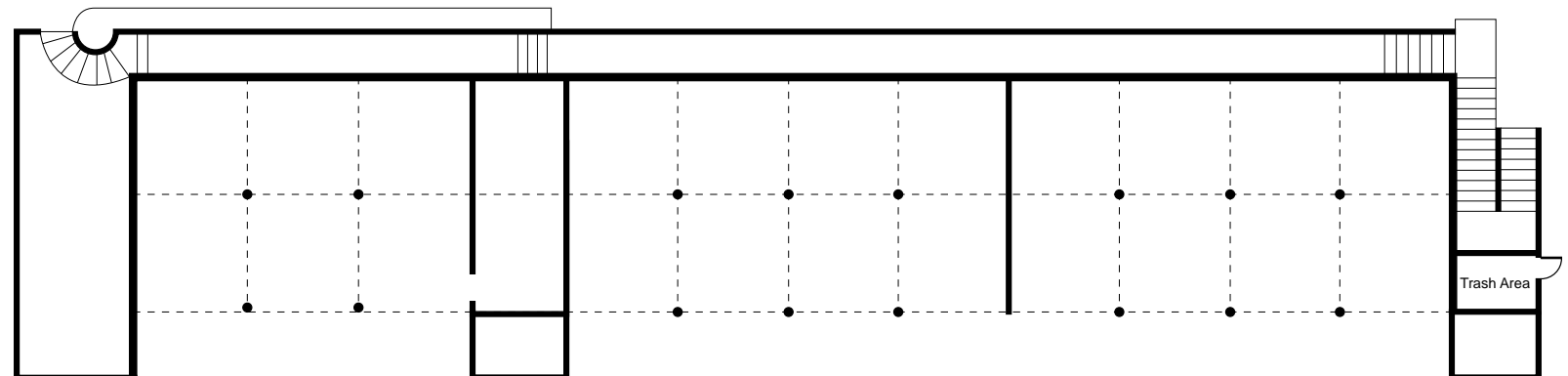
SECOND FLOOR



STREET LEVEL



LOWER LEVEL



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TYPICAL UNIT LAYOUTS



Typical 1 Bedroom Unit



Typical Studio Unit



Manager's Unit

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OVERVIEW OF SANTA BARBARA, CALIFORNIA

Santa Barbara is a coastal city 100 miles north of Los Angeles and 325 miles south of San Francisco. This beautiful city is known as the “American Riviera” due to its warm temperate climate, which is heavily influenced by its coastal setting backdropped against the coastal mountains.

Santa Barbara is known for its wide sandy beaches including East Beach which is famous for its world class beach volleyball. Other popular beaches include Leadbetter Beach, where you will catch locals surfing, boogie boarding, and paddle-boarding; and West Beach, a large, accessible, family friendly, sandy area next to the harbor. Stearns Wharf is also a great way to get out over the water and enjoy Santa Barbara’s coastline.

Santa Barbara is home to just under 90,000 residents but has an annual influx of over 7 million visitors annually. In addition to tourism and the service industry, the city is also known for its thriving technology and manufacturing industry.

It is also noteworthy the Santa Barbara is home several nationally recognized universities, including University of California Santa Barbara, Santa Barbara City College, and Westmont University.

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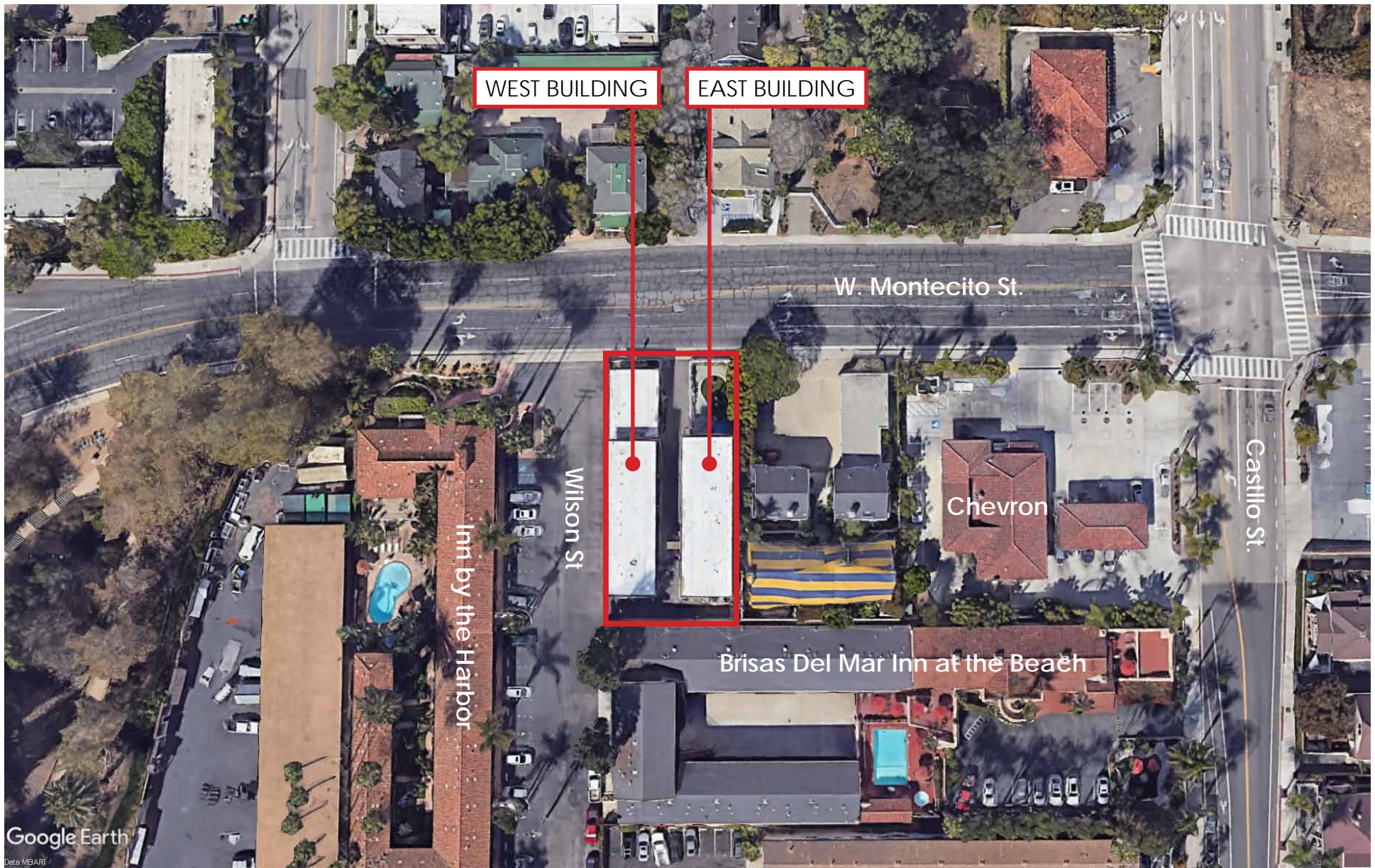
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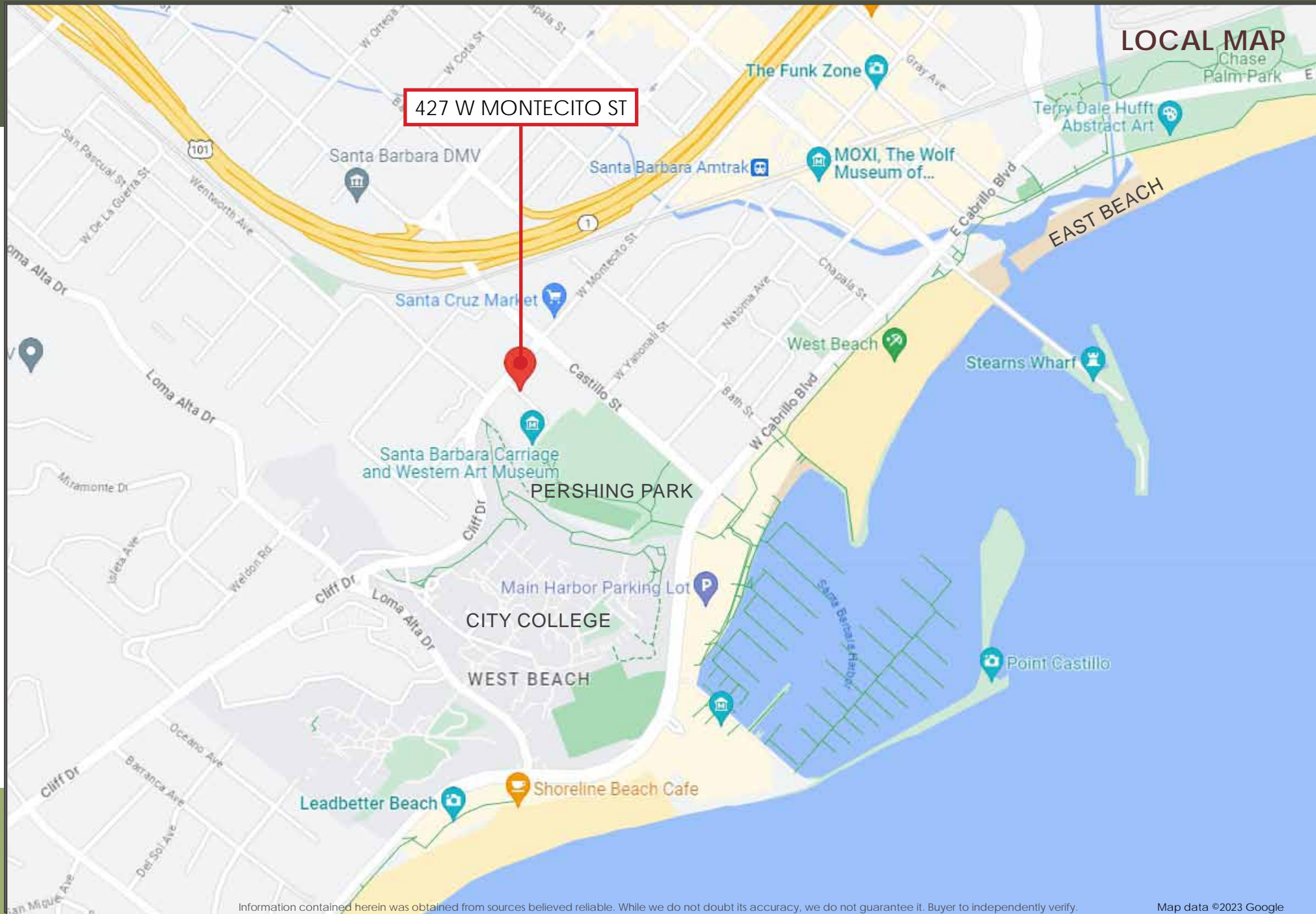
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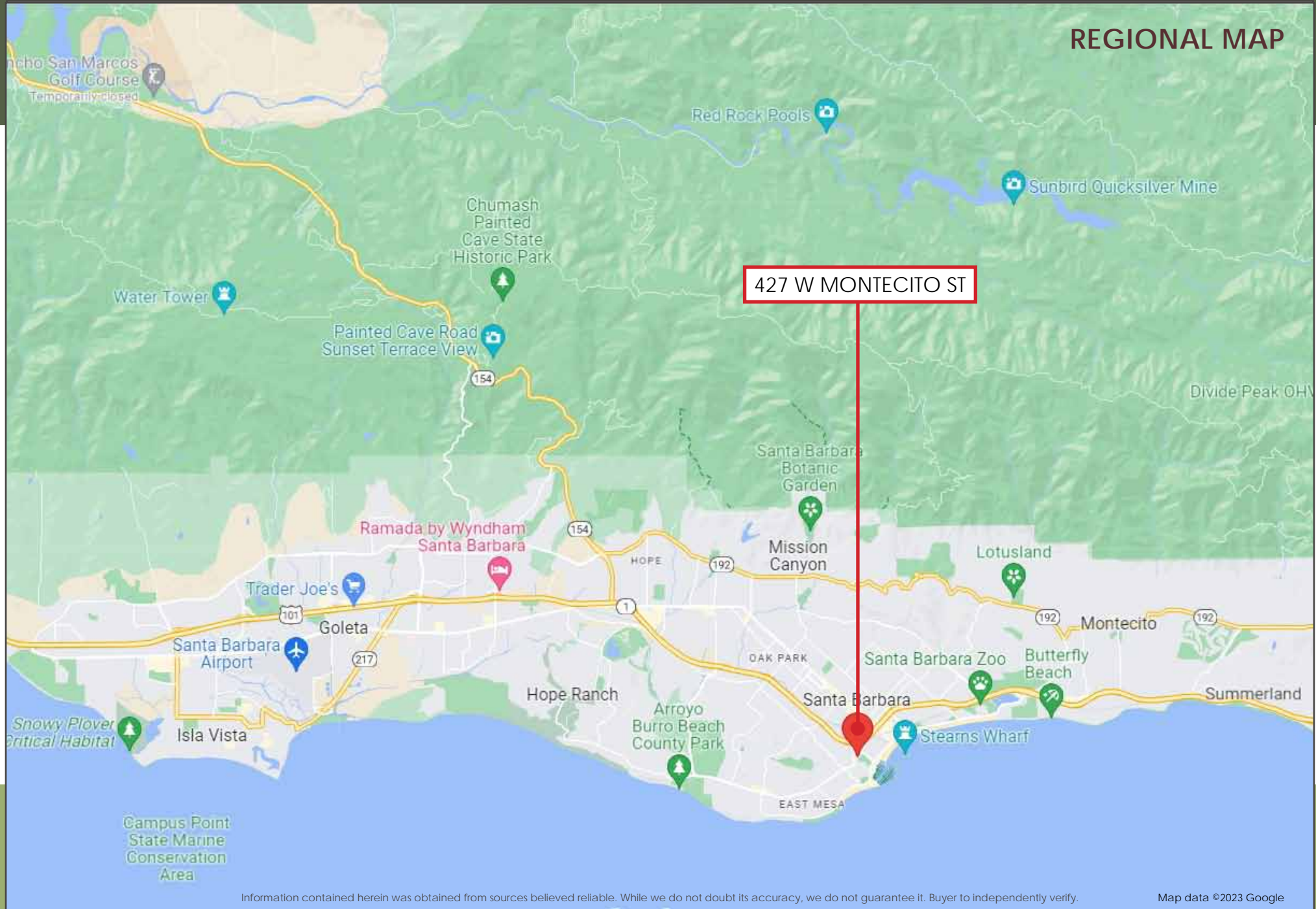
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RENT ROLL

Unit #	Bed	Bath	Rent as of 10/1/23	Market Rent	Lease Termination	Comments
MGR	2	1	\$0	\$2,950	MTM	Tenant notice to vacate by 12/31/23 or sooner
1	0	1	\$700	\$2,200	MTM	Tenant notice to vacate by 12/31/23 or sooner
2	0	1	\$1,160	\$2,200	9/30/2024	
3	0	1	\$1,160	\$2,200	9/30/2024	
4	0	1	\$700	\$2,200	MTM	Tenant notice to vacate by 12/31/23 or sooner
5	0	1	\$1,160	\$2,200	9/30/2024	
6	0	1	\$1,160	\$2,200	9/30/2024	
7	0	1	\$1,200	\$2,200	MTM	Tenant notice to vacate by 12/31/23 or sooner
8	0	1	\$500	\$2,200	MTM	Tenant notice to vacate by 12/31/23 or sooner
9	0	1	\$1,300	\$2,200	9/30/2024	
10	0	1	\$1,300	\$2,200	9/30/2024	
11	0	1	\$1,160	\$2,200	9/30/2024	
12	0	1	\$1,160	\$2,200	9/30/2024	
A	1	1	\$1,740	\$2,500	MTM	
B	1	1	\$1,740	\$2,500	9/30/2024	
C	1	1	\$1,740	\$2,500	9/30/2024	
D	1	1	\$1,740	\$2,500	9/30/2024	
E	1	1	\$1,740	\$2,500	9/30/2024	
F	1	1	\$1,800	\$2,500	9/30/2024	
			\$23,160	\$44,350		

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FINANCIAL ANALYSIS

Unit Mix and Rent Schedules

Units	Mix	<u>Current</u>		<u>Market</u>	
		Rent/ ** Unit	Monthly Income	Rent/ Unit	Monthly Income
1	2Bed/1Bath*	\$0	\$0	\$2,950	\$2,950
6	1Bed/1Bath	\$1,750	\$10,500	\$2,500	\$15,000
12	Studio	\$1,055	\$12,660	\$2,200	\$26,400

* Manager currently gets free rent

** Rents scheduled for 10/1/2023

Gross Monthly Income		\$23,160	\$44,350
		<u>Current</u>	<u>Market</u>
Gross Annual Income		\$277,920	\$532,200
less vacancy, losses	3%	\$8,338	\$15,966
Effective Operating Income (EOI)		\$269,582	\$516,234

Annual Expenses

		<u>Current</u>	<u>Current</u> <u>%EOI</u>	<u>Market</u>	<u>Current</u> <u>%EOI</u>
Real Estate Taxes	1.06%	\$63,404	23.5%	\$63,404	12.3%
Licenses		\$75	0.0%	\$75	0.0%
Insurance		\$8,400	3.1%	\$8,400	1.6%
Utilities		\$40,500	15.0%	\$40,500	7.8%
Maint/ Repairs	\$950/Unit	\$18,050	6.7%	\$18,050	3.5%
Grounds		\$1,200	0.4%	\$1,200	0.2%
Off-site Management	4%	\$10,783	4.0%	\$20,649	4.0%
Resident Manager		\$10,500	3.9%	\$10,500	2.0%
Pest Control	Est	\$2,525	0.9%	\$2,525	0.5%
Legal & Accounting	Est.	\$750	0.3%	\$750	0.1%
Reserves	\$350/Unit	\$6,650	2.5%	\$6,650	1.3%
Annual Expenses		\$162,837	60.4%	\$172,703	33.5%
Annual Expenses per Unit		\$8,570		\$9,090	



Financial Summary

	<u>Current</u>	<u>Market</u>
EOI	\$269,582	\$516,234
Annual Exp.	\$162,837	\$172,703
NOI	\$106,745	\$343,531
GRM	21.57	11.26
CAP Rate	1.78%	5.73%

The information above has been obtained from sources believed reliable. While we do not doubt its accuracy we have not verified and make no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. Any projections, opinion, assumptions, or estimates used are for example only and do not represent the current or future performance of the property. In addition, this is not a formal appraisal and is not to be used for the purpose of financing.

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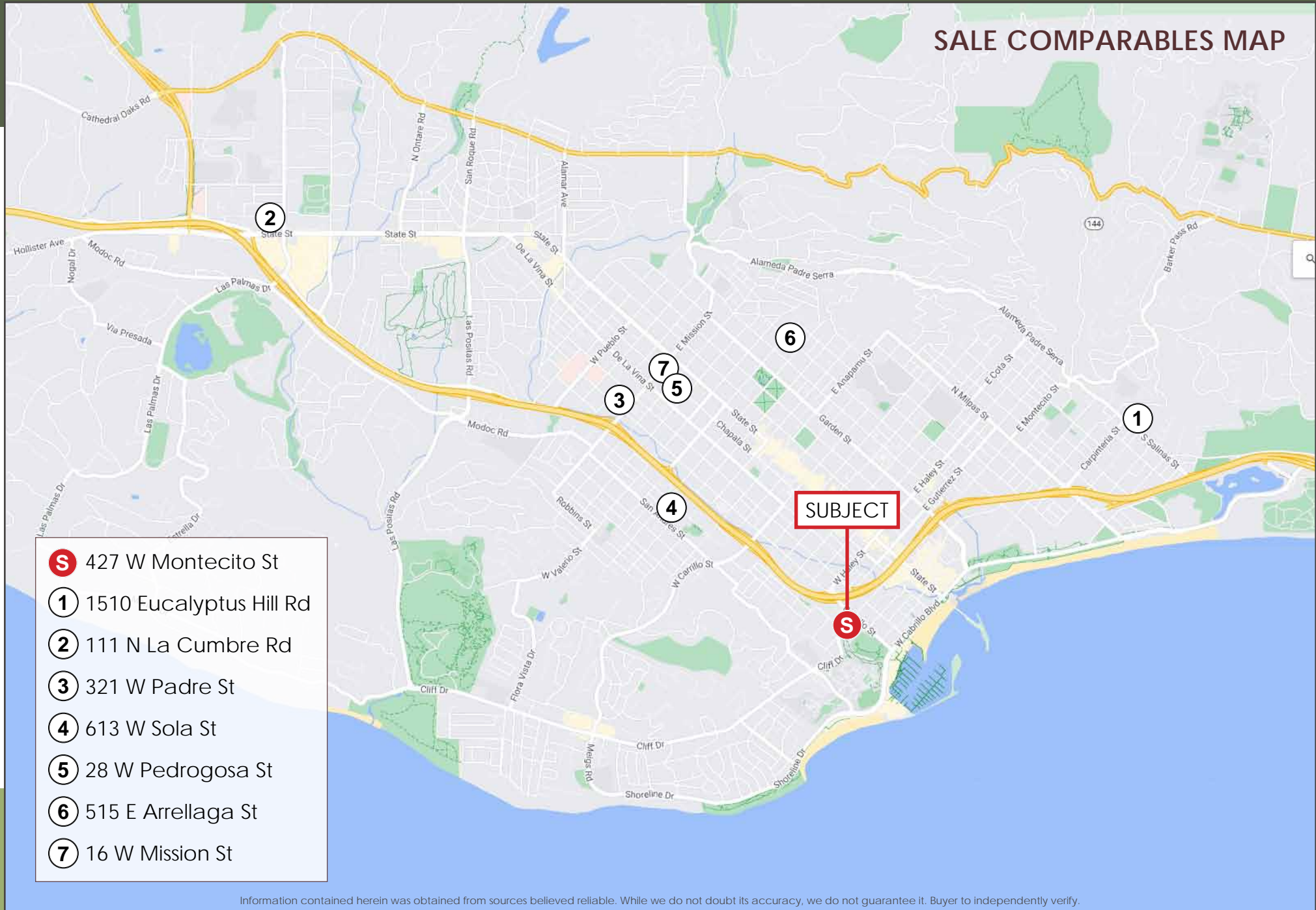
SALE COMPARABLES

Comp #	Property Address	Sale Date	Sale Price	# Units	Unit Mix	Price Per Unit	GRM	CAP Rate
S	427 W Montecito St, Santa Barbara	Active	\$5,995,000	19	1-2/1 6-1/1 12-Studio	\$315,526	12.49	4.92%
①	1510 Eucalyptus Hill Rd	4/20/2023	\$4,750,000	10	10-1/1	\$475,000	17.03	3.85%
②	111 N La Cumbre Rd	5/27/2022	\$6,865,000	17	16-2/1 1-1/1	\$403,824	16.22	3.34%
③	321 W Padre St	11/2/2022	\$5,750,000	11	1-2/1 10-1/1	\$522,727	17.49	3.48%
④	613 W Sola St	3/14/2023	\$4,500,000	11	11-2/1	\$409,091	15.13	2.69%
⑤	28 W Pedrogosa St	12/1/2022	\$6,450,000	14	12-1/1 2-Studio	\$460,714	15.98	4.14%
⑥	515 E Arrellaga St	9/21/2022	\$6,595,000	10	8-2/1.5 2-2/2	\$659,500	17.20	3.61%
⑦	16 W Mission St	12/19/2022	\$11,825,000	23	3-2/1 13-1/1 7-Studio	\$514,130	16.75	4.25%

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SALE COMPARABLES MAP



- S** 427 W Montecito St
- ① 1510 Eucalyptus Hill Rd
- ② 111 N La Cumbre Rd
- ③ 321 W Padre St
- ④ 613 W Sola St
- ⑤ 28 W Pedrogosa St
- ⑥ 515 E Arrellaga St
- ⑦ 16 W Mission St

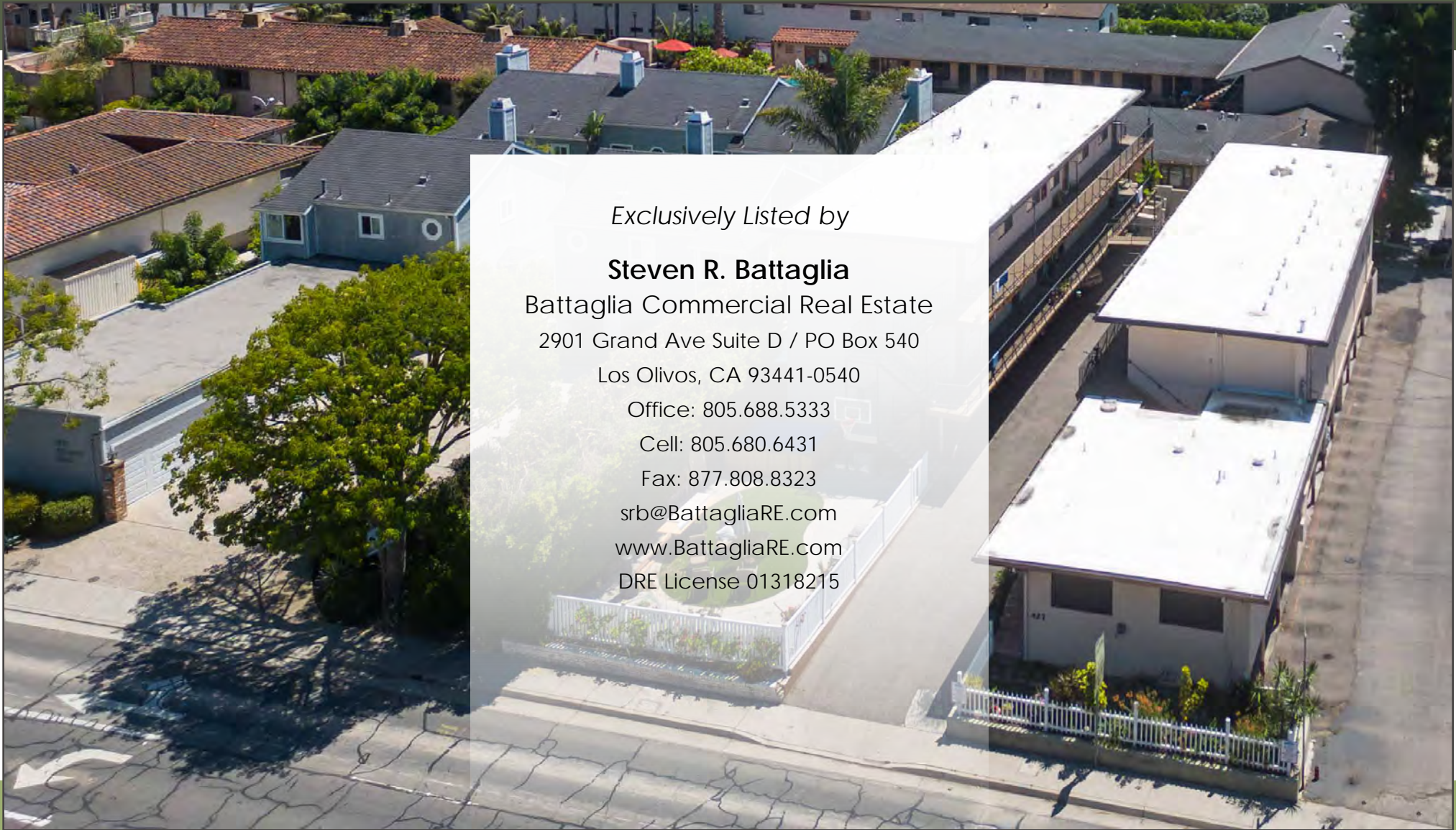
OFFER INSTRUCTIONS

- Offers due on or before Friday, September 22, 2023 by 1:00PM.
- Please submit offers on CAR Residential Income Purchase Agreement (RIPA) Form.
- Include Escrow and Title with Ann Hamilton-Dewey at First American Title Santa Barbara.
- Property is being sold in its "As-Is" condition with no seller repairs, credits, or discounts.
- Seller reserves the right to accept an offer before the offer due date.

TOUR INFORMATION

- Tours are available on
Thursday, September 14, 2-4PM
Tuesday, September 19, 1-3PM
- Contact Listing Agent at 805.688.5333 or 805.680.6431 to schedule.

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Exclusively Listed by

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Battaglia Commercial Real Estate

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