

THE GUSTAVSON
GROUP

139-141 HILTON WAY
PACIFICA, CALIFORNIA



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COMPASS
COMMERCIAL

PRICING STRATEGY



PROPERTY OVERVIEW



INVESTMENT DETAILS



139-141 Hilton Way | Pacifica, CA 94044

1960

Year Built

016-212-040

Parcel Number

2,384

Livable Square Feet

4,984

Lot Square Footage



RENT ROLL

Unit	Type	Current Rent	*Market Rent	Unit Sqft	Parking
139	2-Bed/1-Bath	\$2,200	\$2,650	1,192	Private Garage
141	2-Bed/1-Bath	\$2,050	\$2,650	1,192	Private Garage
MONTHLY INCOME		\$4,250	\$5,300		
ANNUAL INCOME		\$51,000	\$63,600		

** Each unit has a one-car garage

FINANCIAL OVERVIEW

Estimated Expenses

New Property Taxes (est. @ 1.1431%)	\$12,574	. . .
Special Assessments & Sewer	\$1,336	. . .
Insurance	\$1,598	. . .
Utilities	\$457	
Repairs & Maintenance	\$980	
TOTAL EXPENSES	\$16,945	

Annualized Operating Data

Scheduled Gross Income	\$51,000
Less: Vacancy Rate (2.00%)	(\$1,020)
Effective Gross Income	\$49,980
Less: Expenses	(\$16,945)
NET OPERATING INCOME	\$33,035

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SALES COMPARABLES

SALE COMPARABLES MAP



	Property Address	Sale Price	Close of Escrow	Bldg SF	Units	GRM	CAP	\$/SF	\$/Unit
	139-141 Hilton Way	\$1,095,000	Asking Price	2,384	2	21.50	3.02%	\$544	\$547,500
	111 Clarendon Rd	\$1,454,500	10/4/2018	2,903	3	16.78	4.26%	\$501	\$484,833
	206-208 Lauren Ave	\$1,050,000	11/20/2018	2,456	2	21.88	2.98%	\$427	\$525,000
	1580 Higgins Way	\$5,000,000	1/31/2019	7,100	10	15.64	4.55%	\$704	\$500,000
AVERAGES						18.10	3.93%	\$544	\$503,278

SALES COMPARABLES

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Subject Property

139-141 Hilton Way
Pacifica, CA 94044

Sold Price	\$1,095,000
Units	2
Price/Unit	\$547,500
Price/Sqft	\$459
Cap Rate (Current)	3.02%
Cap Rate (Pro Forma)	4.14%
GRM (Current)	21.47
GRM (Pro Forma)	17.22
Year Built	1960

Unit Mix

2	2-Bedroom/1-Bath
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111 Clarendon Rd

Pacifica, CA 94044

Closing Price	\$1,454,500
Close of Escrow	10/4/2018
Units	3
Price/Unit	\$484,833
Price/Sqft	\$501
Cap Rate	4.26%
GRM	16.78
Year Built	1950

Unit Mix

1	2-Bedroom/1-Bath
2	1-Bedroom/1-Bath

SALES COMPARABLES

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2 206-208 Lauren Ave Pacifica, CA 94044

Closing Price	\$1,050,000
Close of Escrow	11/20/2018
Units	2
Price/Unit	\$525,000
Price/Sqft	\$427
Cap Rate	2.98%
GRM	21.88
Year Built	1961

Unit Mix

1	3-Bedroom/1-Bath
1	2-Bedroom/1-Bath



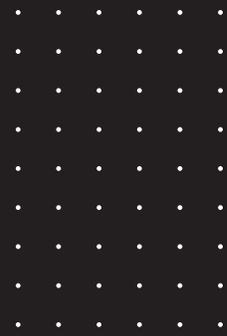
3 1580 Higgins Way Pacifica, CA 94044

Closing Price	\$5,000,000
Close of Escrow	1/31/2019
Units	10
Price/Unit	\$500,000
Price/Sqft	\$704
Cap Rate	4.55%
GRM	15.64
Year Built	1961

Unit Mix

1	2-Bedroom/1-Bath
2	1-Bedroom/1-Bath

**Sold by Nate Gustavson of Compass



SOLD PRICE

(7/31/19)\$1,095,000



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