SURF VIEW

1580 Higgins Way, Pacifica, CA

Offering Memorandum

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SURF VIEW



OFFICES NATIONWIDE AND THROUGHOUT CANADA

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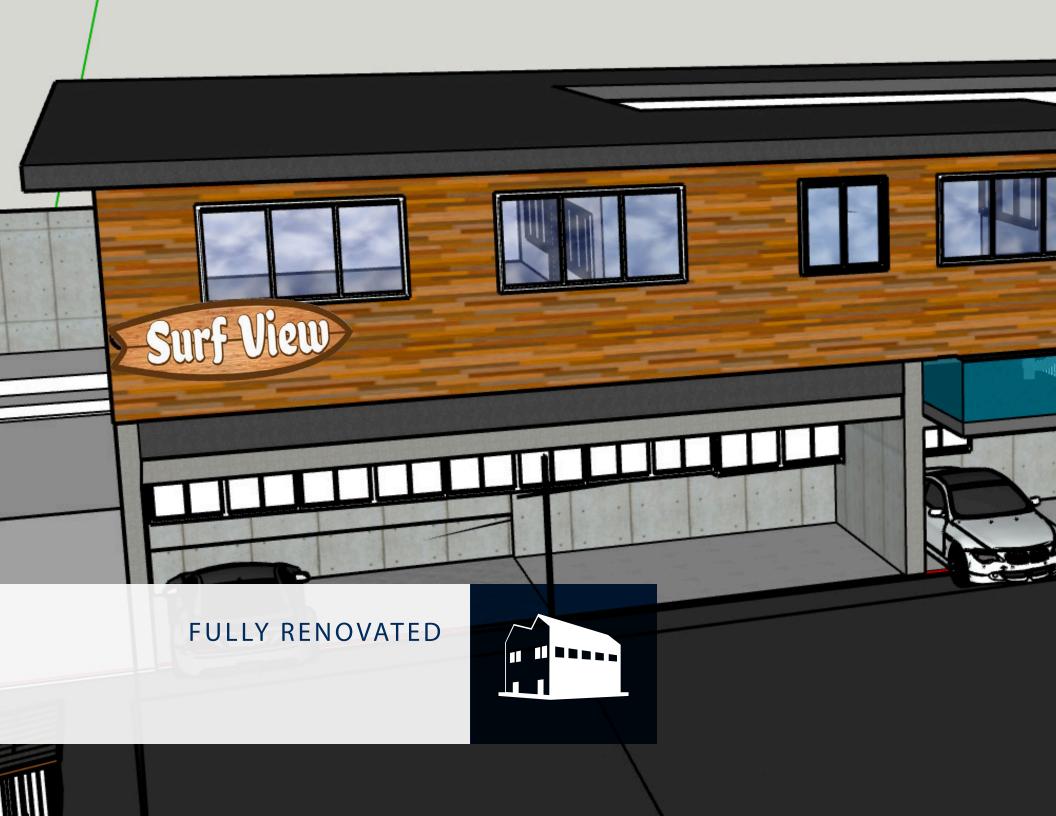




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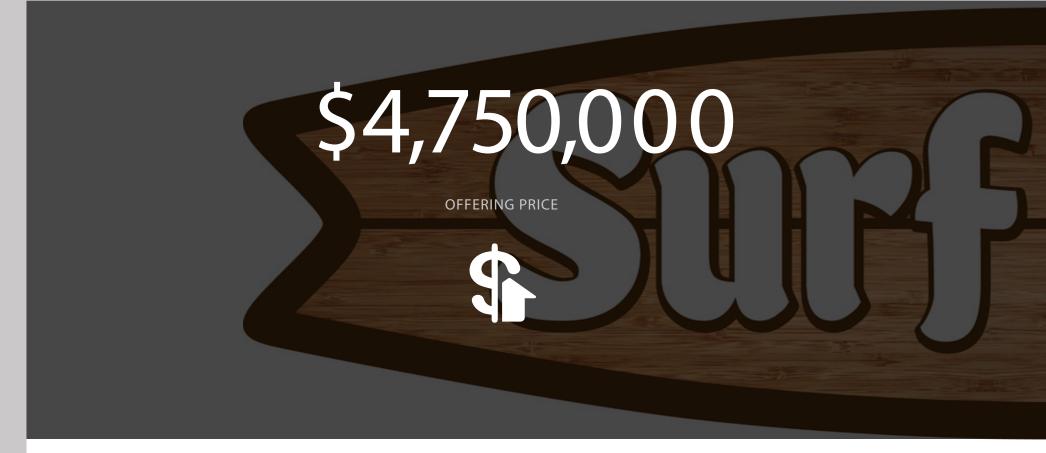


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EXECUTIVE SUMMARY

SURF VIEW APARTMENTS

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OFFERING HIGHLIGHTS

SURF VIEW

APARTMENT

1580 Higgins Way, Pacfica, CA 94044

OFFERING PRICE

\$4,750,000

CAP RATE

4.80%

VITAL DATA	
Price	\$4,750,000
Cap Rate	4.80%
Price/SF	\$669.01
Gross Square Feet	7,100 SF
Occupancy	100%

Oakland

Alameda

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1580 HIGGINS WAY PACIFICA, Saca 94044

280 San Le 8 **Daly City** 101) South San 280 Francisco San Bruno Surf View 82 1580 Higgins Way San Mateo

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INVESTMENT OVERVIEW

Offering: Surf View in Pacifica presents the opportunity to acquire a ten (10) unit apartment building nestled in the hills of Pacifica.

The Property: The property consists of wood framed structure, built in 1961, with a unit mix of two 1-bedrooms units, six 2-bedroom units and two 3-bedroom units. The flat mineral coating roof was replaced five years ago. There are two tandem carport parking spaces per unit, with only one unit above the carports and the majority of the building built on grade with a concrete slab. On-site amenities feature a newly remodeled laundry room and a large courtyard.

The Opportunity: Unlike other Peninsula cities, development of new multi-family rental units in Pacifia is extremely restricted. Due to costrained supply, the outlook for existing apartments units in Pacifica is strong. The ratio of home owners vs. renters is 80:20 in favor of property owners. Average household income within a three mile radius is \$143,000, and many of the residents commute to the city of San Francisco.

Location: The property is located on a cul-de-sac in the hills of the Linda Mar neighborhood, just minutes away from Pacifica State Beach and shopping in the Linda Mar Shopping Center. Surf View borders Shamrock Ranch and acres of undeveloped wooded forest, with hiking and biking trails leading out from the property. Linda Mar School, the Montessori School of Linda Mar and the Alma Heights Christian School, elementary through high school are all within walking distance. It is only a 30- minute drive from the property to San Francisco.

Summary: Surf View Apartments presents a rare opportunity to acquire a quality, well-located multi-family asset with upside in a supply constrained market with very low trading velocity.





INVESTMENT HIGHLIGHTS

- ▶ Fully renovated property
- ▶ Upside in stabilizing rents at market
 - ▶ No rent control
- ► Excellent investment opportunity
- ▶ Perched in the hills of the Linda Mar neighborhood
 - Located on a cul-de-sac
 - Minutes away from Pacifica State Beach
- Beautiful views, adjacent to hiking and biking trails
- Boardering Shamrock Ranch and acres of undeveloped forest
 - Strategic Location



VALUE ADD



GREAT LOCATION



SUMMARY OF TERMS

INTEREST OFFERED

Marcus & Millichap has been selected to exclusively market for sale of Surf View, a ten unit fully renovated apartment complex, located in Pacifica, California.

TERMS OF SALE

Surf View is offered on free and clear of existing debt, on an Open Bid basis at \$4,750,000 based on a capitalization rate of 4.80%

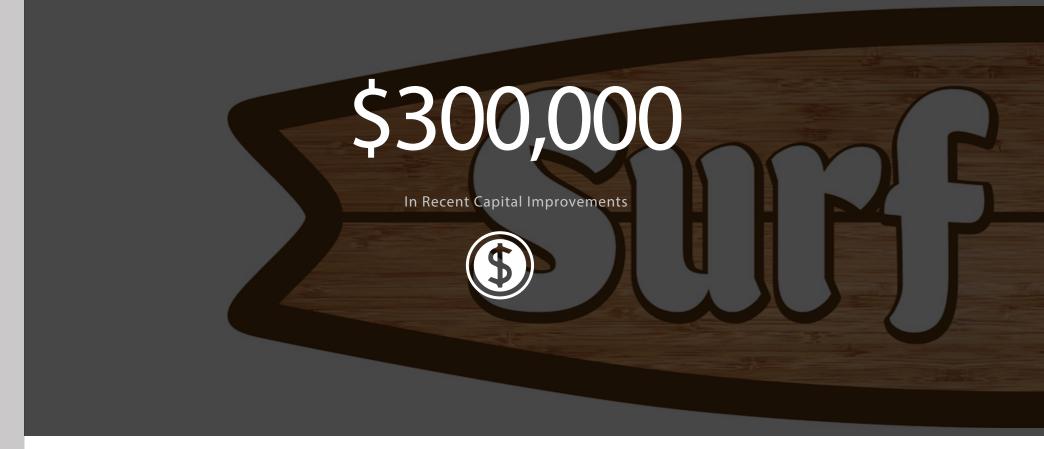
PROPERTY TOURS

Prospective purchasers are encouraged to visit the subject property prior to submitting offers. However, all property tours must be arranged with the Marcus & Millichap listing agents. Please do not contact the tenants, on-site management or staff without prior approval. Property tours must be arranged with the Marcus & Millichap listing agents. At no time shall the tenants, on-site management or staff be contacted without prior approval.









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PROPERTY DESCRIPTION

SURF VIEW APARTMENTS

PROPERTY DETAILS

1580 Higgins Way's beautiful location has been attracting strong tenants for years. The subject property has been well cared for by its previous owners and the current ownership has followed suit - fully upgrading the interior and the exterior of the building. This is a great opportunity for an astute investor to aquire a unique asset in the hills of Pacifica.

Pac: SAN MATE

SURF VIEW

Property Address	1580 Higgins Way Pacifica, CA 94044	Foundation	Concrete Slab
Number Of Units	10	Framing	Wood Frame
Number of Buildings	1	Exterior	Stucco/Wood
Number of Stories	2	Parking Surface	Asphalt/ Concrete
Year Built	1961	Roof	Flat Roof
Lot Size	0.22 Acres / 9,595 sf	Topography	Flat
Type of Ownership	Fee Simple	Landscaping	Low Maintenance
Parking	10 Carports / 10 Pavement	Windows	New Double Pane
Utilities: Water	Owner		
Utilities: Electric / Gas	Tenant Pays		







MARKET DRIVERS

- Development of new multifamily restricted by the city of Pacifica
- San Francisco Bay area investment
- Low velocity in costal cities
- No rent control

AREA AMENITITES



- Scenic location for recreation, shopping & dining
- Minutes from the beach
- Surf town vibes
- Pacifica has a cool summer Mediterranean climate



- Close to shopping
- 30 minutes from downtown San Francisco
- Multiple Schools within walking distance
- Out of sea level rising hazard area

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OUT OF COSTAL FLOOD AREA

Wave Run-up Hazard Area (5.7 ft SLR)

Wave Run-up (5.7 ft SLR)

Flood Prone Hazard Area (5.7 ft SLR)

Flood Prone Area (5.7 ft SLR)

Storm Flood Hazard Area (5.7 ft SLR)



Coastal Erosion Hazard Area (2100)

Coastal Erosion 2100











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FINANCIAL ANALYSIS

SURF VIEW APARTMENTS

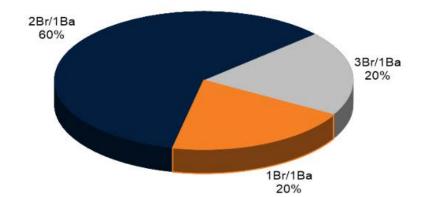
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PRICING DETAILS

PRICE	\$4,750,000
Down Payment	100% \$4,750,000
Number of Units	10
Price Per Unit	\$475,000
Rentable SqFt	7,100
Price Per SqFt	\$669.01
Year Built	1961 / 2018
RETURNS	
Cap Rate - Current	4.80%
Cap Rate - Pro Forma	5.63%
GRM Rate - Current	14.86
GRM Rate - Pro Forma	15.56

# OF UNITS	UNIT TYPE	SQFT/UNIT	CURRENT RENTS	MARKET RENTS			
2	1 Bed/ 1 Bath	550	\$2,375	\$2,450			
6	2 Bed/1 Bath	700	\$2,667	\$3,000			
2	3 Bed/1 Bath	900	\$2,948	\$3,150			
Unit Distribution							

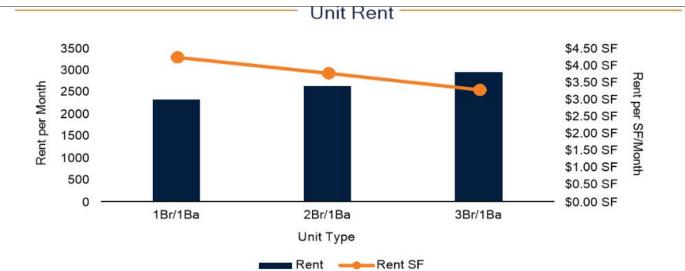


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RENT ROLL SUMMARY

				CURRENT					TENTIAL
UNITTYPE	# OF UNITS	AVG SQ FEET	RENTAL RANGE	AVG RENT	MONTHLY INCOME	AVG RENT / SF	AVG RENT	AVG RENT/SF	MONTHLY INCOME
3 Bed / 1 Bed - Large	2	900	\$2,800 - \$3,095	\$2,948	\$5,895	\$3.28	\$3,500	\$3.50	\$6,300
2 Bed / 1 Bed - Medium	6	700	\$2,500 - \$2,950	\$2,633	\$16,000	\$3.81	\$3,000	\$4.29	\$18,000
1 Bed / 1Bed - Small	2	550	\$2,250 - \$2,500	\$2,325	\$4,650	\$4.23	\$2,450	\$4.45	\$4,900
Totals / Weighted Averages	10	710		\$2,665	\$26,645	\$3,75	\$2,920	\$4.11	\$29,200
Gross Annialized Rents				\$319,740			\$350,400		

UNIT	UNITTYPE	SQUARE FEET	CURRENT RENT / MONTH	CURRENT RENT / MONTH / SF	MARKET STABILIZATION RENT/MONTH	MARKET STABILIZATION RENT / SF / MONTH
1	3 Bed / 1 Bed - Large	900	\$2,800	\$3.11	\$2,800	\$3.11
2	2Bed / 1 Bed - Large	700	\$2,800	\$4.00	\$2,800	\$4.00
3	2 Bed / 1 Bed - Medium	700	\$2,600	\$3.71	\$2,600	\$3.71
4	2 Bed / 1 Bed - Medium	700	\$2,500	\$3.57	\$2,500	\$3.57
5	1 Bed / 1 Bed - Medium	550	\$2,500	\$4.55	\$2,500	\$4.55
6	1 Bed / 1 Bed - Medium	550	\$2,250	\$4.09	\$2,250	\$4.09
7	3 Bed / 1 Bed - Medium	900	\$3,095	\$3.44	\$3,095	\$3.44
8	2 Bed / 1 Bed - Medium	700	\$3,000	\$4.29	\$3,000	\$4.29
9	2 Bed / 1 Bed - Small	700	\$2,500	\$3.57	\$2,500	\$3.57
10	2 Bed / 1 Bath - Small	700	\$2,600	\$3.71	\$2,600	\$3.71
Total		7,100	\$26,645	\$3.75	\$26,645	\$3.75



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OPERATING DATA

INCOME		CURRENT		MARKET STABILIZATION
Gross Scheduled Rent		\$319,740		\$350,400
Less: Vacancy/Deductions	3.0%	\$9,592	3.0%	\$10,512
Total Effective Rental Income		\$310,148		\$339,88
Other Income		\$2,539		\$11,460
Effective Gross Income		\$312,687		\$351,348
Less: Expenses	27.2%	\$84,909	23.9%	\$84,109
Net Operating Income		\$227,778		\$267,239
Cash Flow		\$227,778		\$267,239
Debt Service		\$0		\$0
Net Cash Flow After Debt Service	4.54%	\$227,778	5.63%	\$267,239
Principal Reduction		\$0		\$0
Total Return	4.80%	\$227,778	5.63%	\$267,239

EXPENSES	CURRENT	MARKET STABILIZATION
Real Estate Taxes	\$53,827	\$53,827
Insurance	\$2,500	\$2,500
Utilities - Gas & Electric	\$3,300	\$2,500
Utilities - Water & Sewer	\$3,440	\$3,440
Trash Removal	\$5,954	\$5,954
Repairs & Maintenance	\$5,000	\$5,000
Special Assessments	\$8,169	\$8,169
Turnover	\$1,500	\$1,500
Fees & Permits	\$219	\$219
Operating Reserves	\$1,000	\$1,000
Total Expenses	\$84,909	\$84,109
Expenses/Unit	\$8,491	\$8,411
Expenses/SF	\$11.96	\$11.85

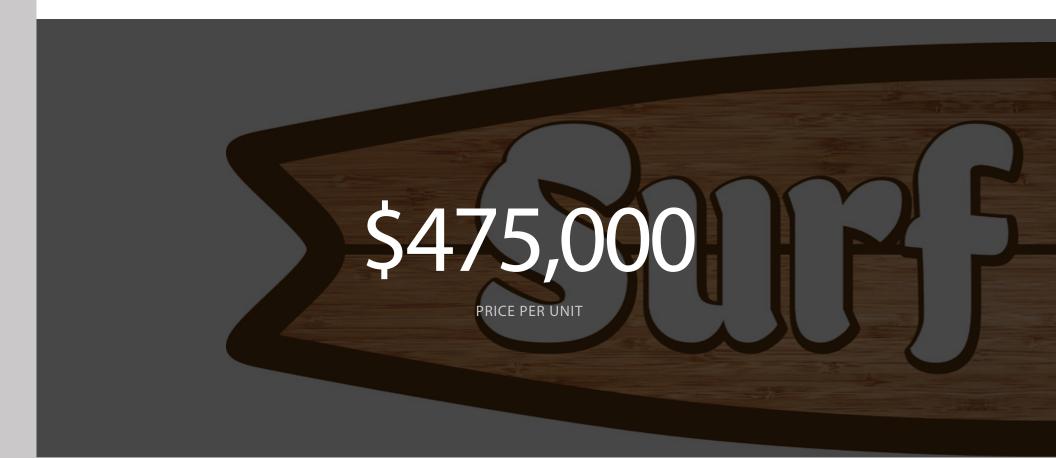
Notes	to Operating Statement
[1]	Market rents are projected based on local comparables.
[2]	Vacancy is projected at 3%.
[3]	Utility Bill-Back is projected at 75% of current Utilities.
[4]	Property Taxes are based on the current tax bill rate of 1.1332% multiplied by the Asking Price.
[5]	Special Assessments are based on current tax bill
[6]	Insurance is projected at \$250/unit industry standard.
[7]	Utilities and Fees and Permits are based on Actual Income and Expenses for 2017 and 2018 YTD.
[8]	Current Gas & Electricity is projected based on the last few months following the installation of new, more efficient tankless water heater at \$275/month.
[9]	Stabilized Gas & Electricity is projected at \$2,500 annually reflecting installation of LED lights and no further use of electric tools during remodelling.
[10]	Repairs & Maintenance, Turnover and Operating Reserves are based on industry norms.



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COMPARABLE PROPERTIES

SURF VIEW APARTMENTS

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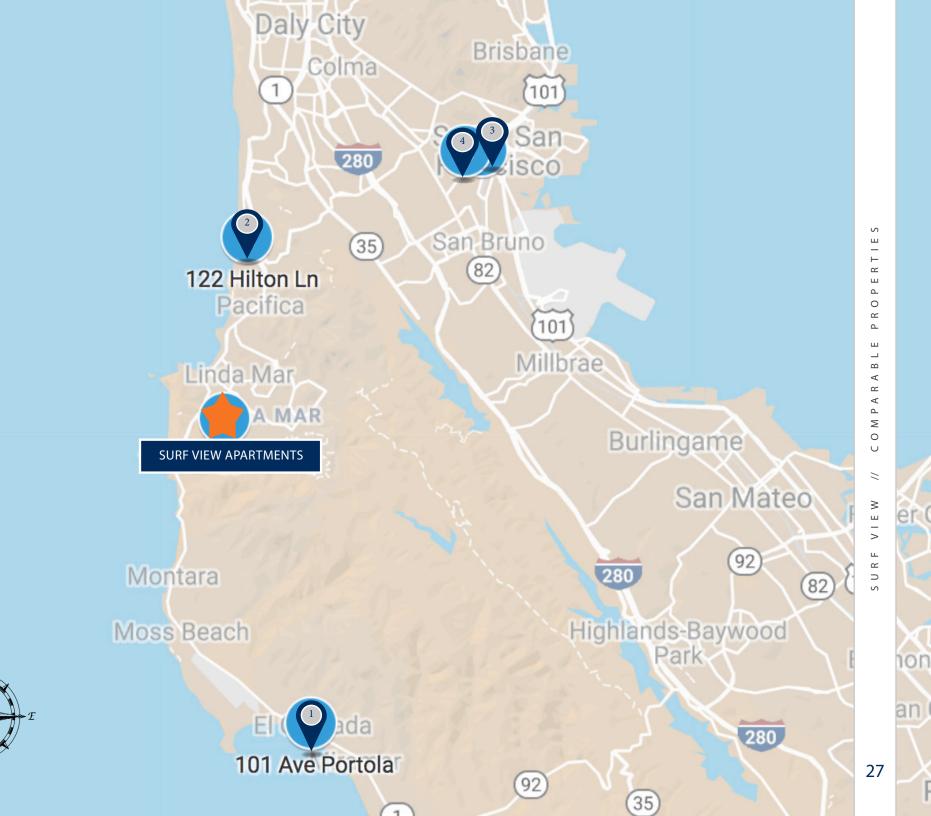
SALES

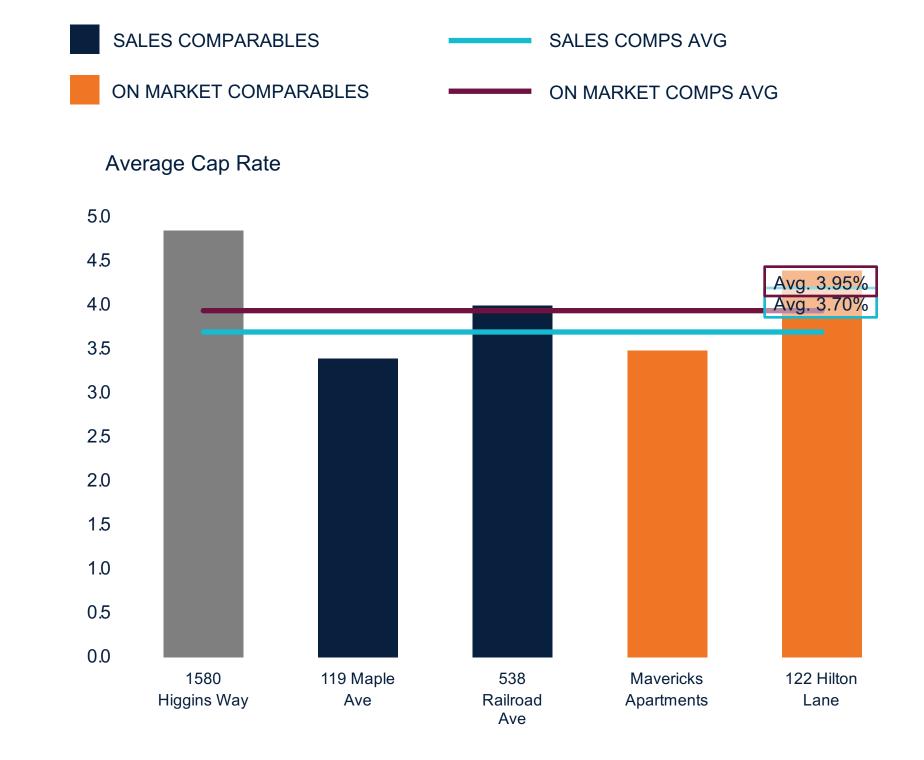
Comparables

	PROPERTY	YEAR	UNITS	GROSS SF	PRICE	\$/UNIT	SALE DATE/ STATUS
	SURF VIEW 1580 HIGGINS WAY PACIFICA, CA 94044	1961/2018	10	7,100	\$4,750,000	\$475,000	Active
1	MAVERICKS APARTMENTS 101 AVE PORTOLA, HALF MOON BAY, CA 94019	2017	12	13,096	\$9,480,000	\$790,000	In Contract
2	122 Hilton Lane Pacifica, CA 94044	1964/2018	8	7,600	\$4,300,000	\$565,000	Closed 10/8/ 7.5% above
3	119 Maple Ave South San Fran- cisco, CA 94080	1989	5	5,481	\$2,500,000	\$500,000	Sold
4	538 Railroad Ave South San Fran- cisco, CA 94080	1925	6	5,398	\$3,810,000	\$635,000	Sold

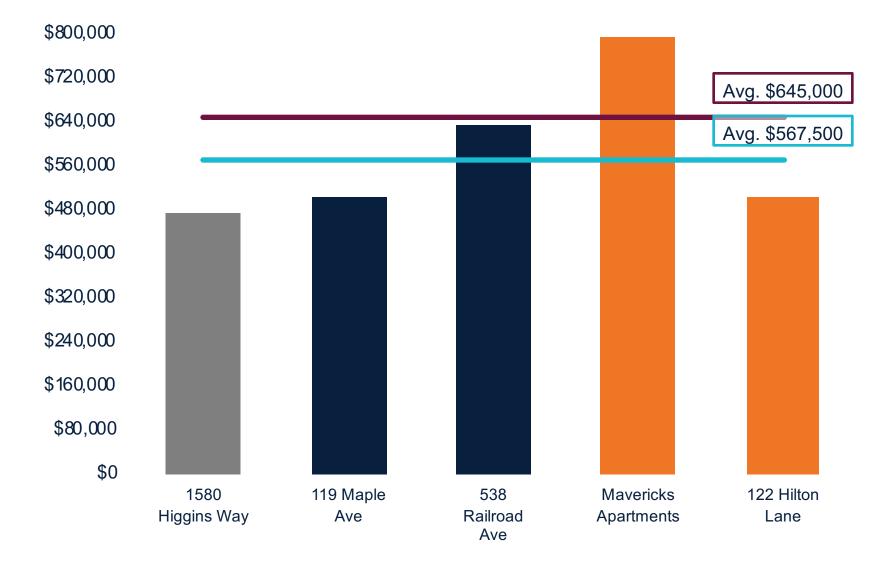
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Average Price Per Unit

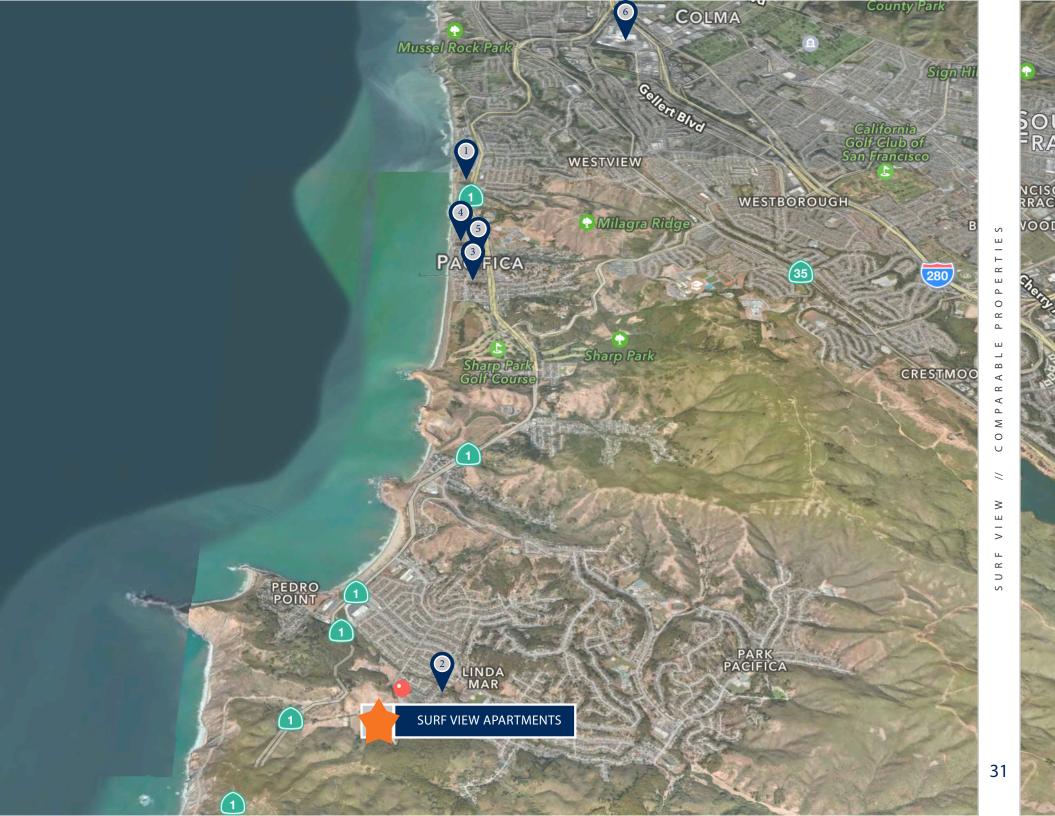


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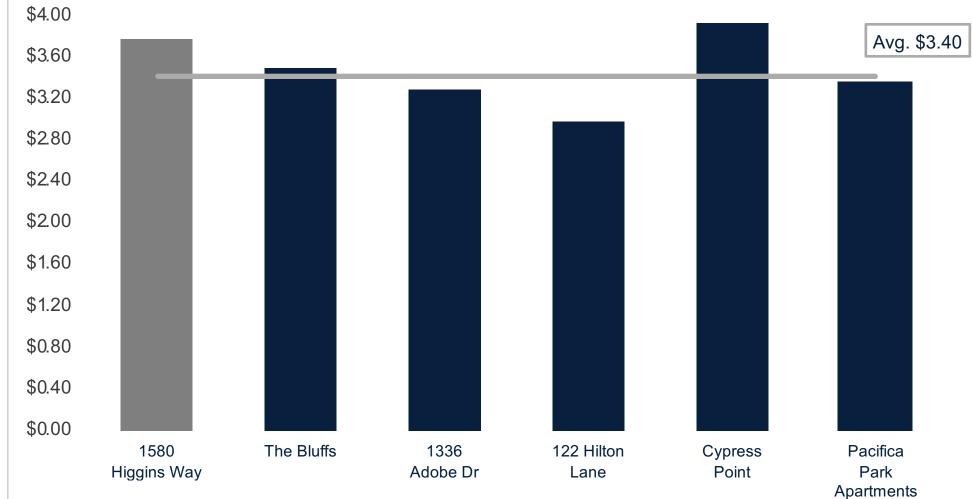
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RENT
Comparables

	PROPERTY	YEAR	UNITS	Unit Type	SF	Rent
	SURF VIEW 1580 Higgins Way Pacifica, CA 94044	1961/2018	10	1Br 1Ba 2Br 1Ba 3Br 1Ba	550 700 900	\$2,325 \$2,633 \$3,000
1	122 Hilton Ln Pacifica, CA 94044	1964	8	2Br 1Ba	1000	\$2,967
2	The Bluffs 380 Esplanade Ave, Pacifica, CA 94044	1965	39	2Br 1Ba	950	\$3,302
3	1336 Adobe Dr, Pacifica, CA 94044	1962	13	2Br 1Ba	900	\$2,950
4	Cypress Point 77 Paloma Ave Pacifica, CA 94044	1971	60	2Br 1 Ba	600-950	\$3,045
5	2040 Francisco Blvd Pacifica, CA 94044	1965	12	1Br 1Ba	400-500	\$2,500

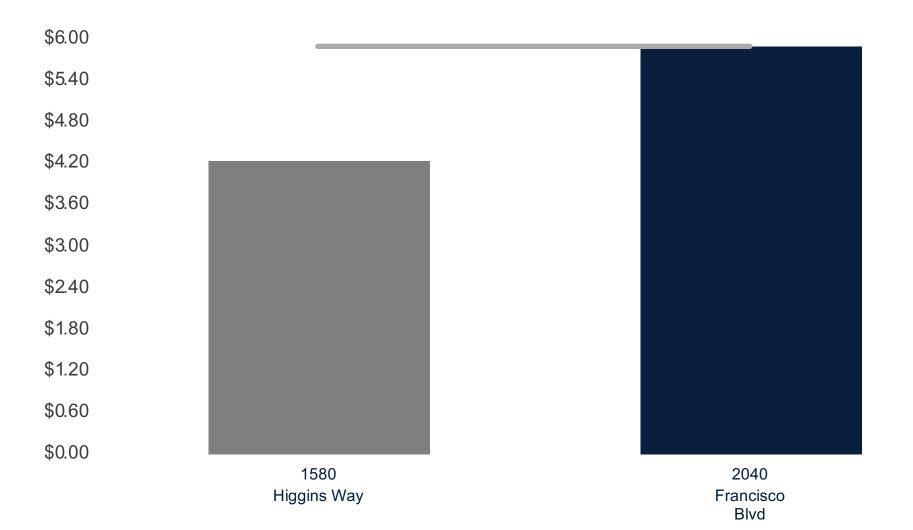


2 Bedroom



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1 Bedroom

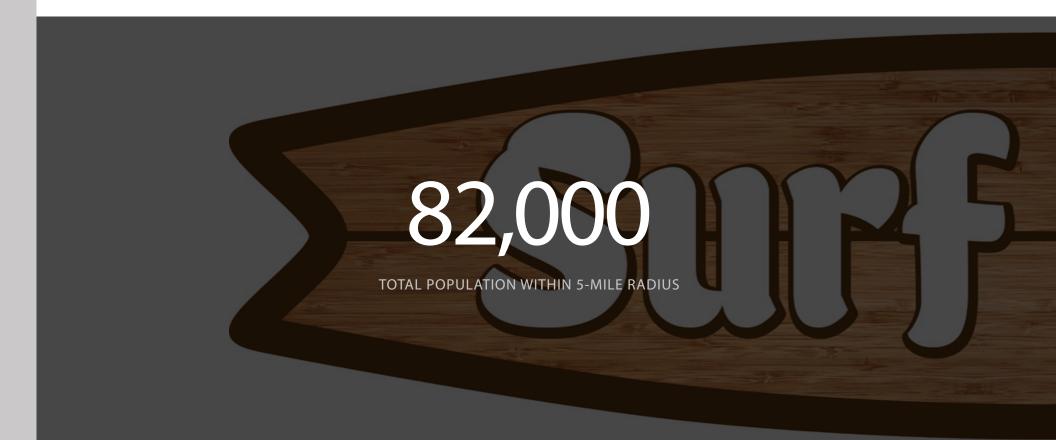


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NARKET OVERVIEW SURF VIEW APARTMENTS

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LOCATION OVERVIEW

Pacifica is framed by the ridges of the Coast Range on the east and the Pacific Ocean on the west. With over six miles of beaches punctuated with tiny pocket coves, rolling dunes and rocky headlands, Pacifica offers an ever-changing scenic panorama.

Over half of the land in this small city is protected open space with numerous city, county and state parks. More than one thousand acres belong to the famed Golden Gate National Recreation Area. These bountiful parklands give Pacifica a spaciousness rarely found in suburban areas, yet it is only three miles from San Francisco's southern border and less than 20 minutes to downtown. The natural world of beaches, headlands and hills provides a wide range of recreational opportunities. These include surfing, scuba, fishing, paragliding, hiking, birding, mountain biking, boating and horseback riding. Pacifica also offers golf,

tennis, bowling, archery and loads of team sports. Several miles of coastal and ridgetop trails tie Pacifica to neighboring communities.



Because Pacifica evolved as several separate beach communities, there is no

town center but rather a string of small shopping centers and commercial areas. Many of the homes are hidden along peaceful valleys tucked away from the busy Coast Highway. To see Pacifica, you'll follow Highway 1 but to discover its secrets, you'll need to exit the main road and explore its byways.

Much of Linda Mar is tract homes, built in the fifties and sixties. Here, as elsewhere in Pacifica, the potential sameness of the homes is avoided by lush landscaping and other additions. With its numerous parks and playgrounds, the community is ideal for families. Linda Mar also houses the Pacifica Community Center, a theater arts complex and an outdoor skate park.

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LOCATION HIGHLIGHTS

- Irreplaceable Pacifica Location
- ▶ All units have been upgraded with high quality finishes
- ▶ Washer & dryer, courtyard, community area, and carport parking
 - Oppritunity to increase current rents to market rents







OCEAN VIEWS

LOCAL SURFING

UPDATED APPLIANCES



LOCAL ATTRACTIONS

RETAIL & RESTAURANTS

- Linda Mar Shopping Center
 Miles from site
- Nick's Rockaway
 2 Miles from site
- Devil's Slide Taproom
 1.5 Miles from site
- Nor Cal Surf Shop
 1.4 Miles from site

PARKS & RECREATION

- Pacifica State Beach
 1 Miles from site
- Pedro Point Headlands
 0.1 Miles from site

2 Miles from site

Sea Bowl Entertainment

Rockaway Beach
 2.4 Miles from site

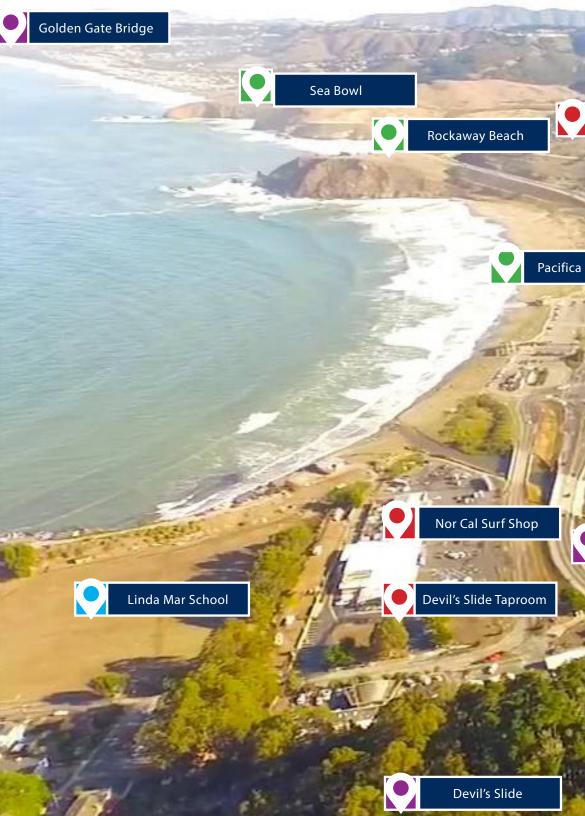
SCHOOLS

- Linda Mar School
 0.2 Miles from site
- Cabrillo School
 1.2 Miles from site
- Skyline College
 5.6 Miles from site
- Terra Nova High School 2.4 Miles from site

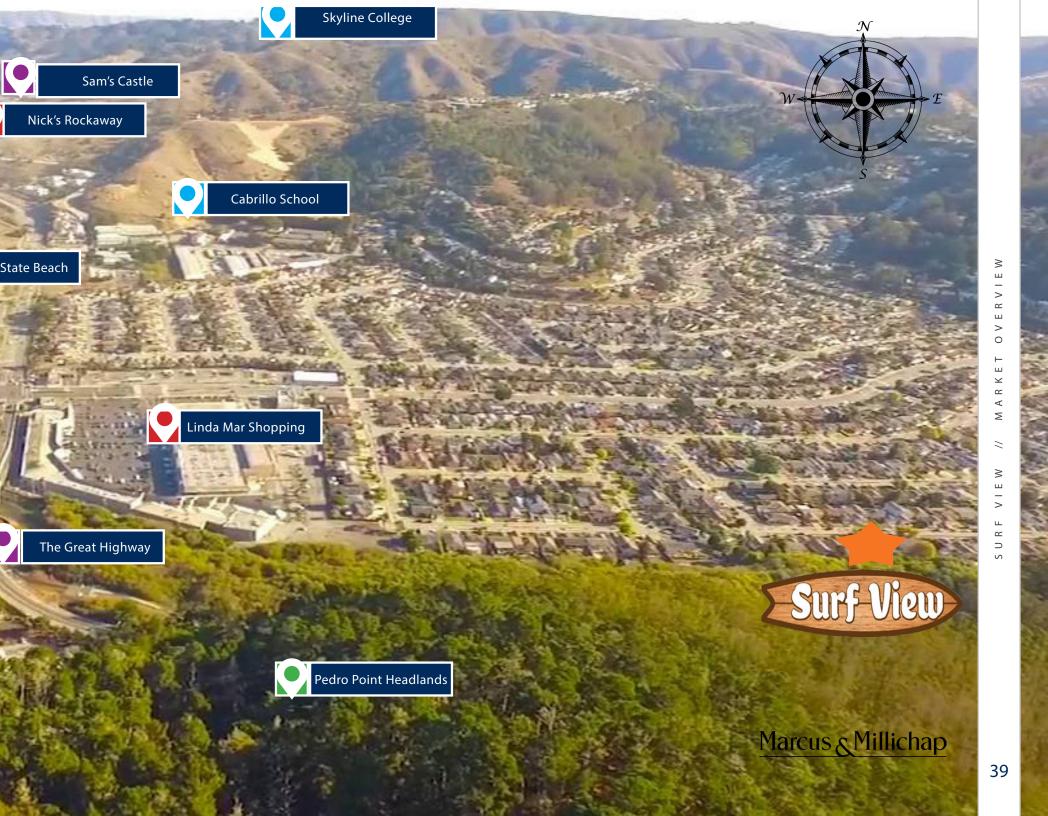
LANDMARKS

- Golden Gate Bridge
 17 Miles from site
 - Castle
- Devil's Slide Historical View
 3.5 Miles from site
- Sam's Castle
 2.6 Miles from site
- ► The Great Highway

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BAY AREA OVERVIEW

The San Francisco Bay Area consists of nine counties with a total population of nearly 7.5 million residents, making it the 5th largest metropolitian area in the United States. Of the nine counties Santa Clara County is the most populous with nearly 2 million inhabitants. Bay Area citizens enjoy outstanding weather, world-class unitersities various amenities, well-paying jobs, etc. The Bay Area economy has a GDP above \$500B ranking it as one of the top economies in the world.

BAY ARE HIGHLIGHTS

- 7.5 Million residents with the highest percentage of graduate and professional degrees in the nation
- Bay area economy was ranked 19th largest in the world
- ▶ Highest GDP per capita (\$74,815) in the United States
- Most Fortune 500 companies in the nation excluding New York
- Highest density of venture capital firmes in the world
- Home to outstanding higher education- Staford University, University of California Berkeley, Santa Clara University, San Jose State University & Menlo College

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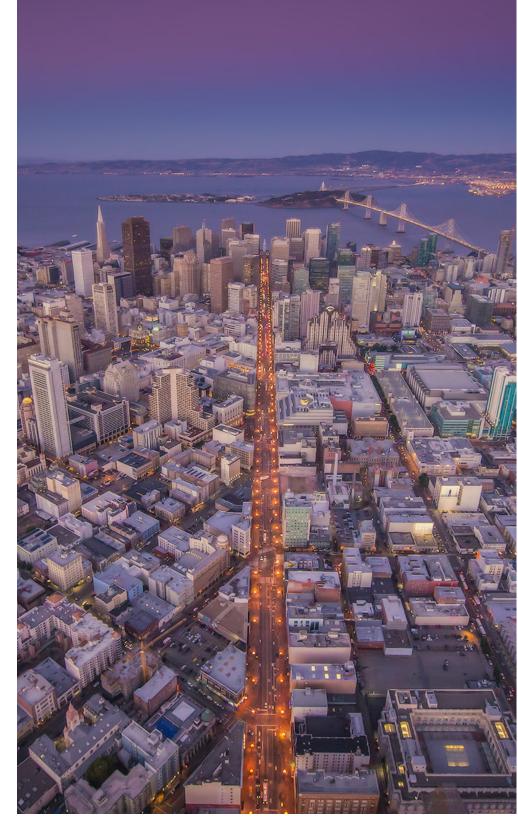
Roche

Cisco

Genentech

SILICON VALLEY MAJOR EMPLOYERS

- ▶ Facebook
 - ---
- Microsoft
- Apple
- Hewlett Packard
- GoogleLinkedIn
- NASA
- Oracle



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ECONOMY

Leasing Units	Survey	5-Year Avg
Vacant Units	67	120
Vacancy Rate	2.3%	4%
12 Mo. Aborption Units	36	4

MAJOR PACIFICA EMPLOYERS	
Pacifica School Districct	5.0
Safeway	4.5
	4.0
City Of Pacifica	3.5
Recology	3.0
Right Aid	2.5
Ross	2.0
North Coast County Water District	
	1.5



















GOLF

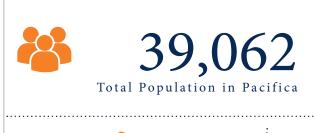
OCEAN VIEWS

BIKE PATHS

NEARBY BEACH

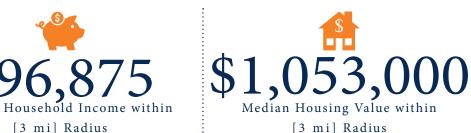
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DEMOGRAPHICS // Surf View

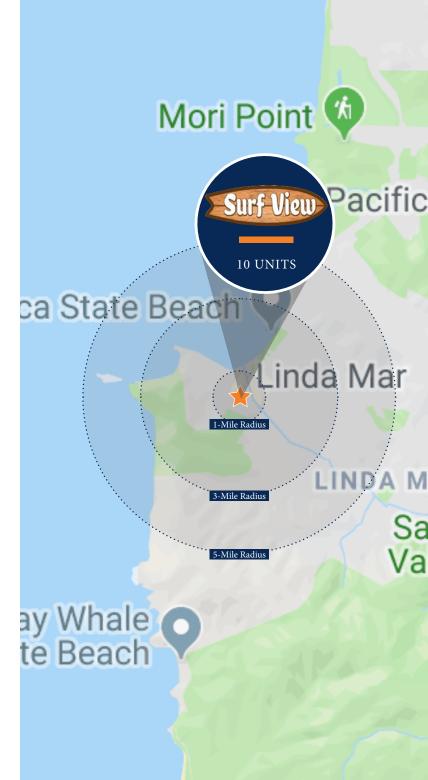












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UNITTYPE	1 MILE	3 MILES	5 MILES
2022 Projection Total Population	7,240	20,703	79,809
2017 Estimate Total Population	7,274	20,673	79,825
2010 Census Total Population	7,120	20,155	75,747
2000 Census Total Population	7,464	20,707	75,269
Daytime Populations Total Population	4,221	13,824	49,145
HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2022 Projection Total Households	2,673	7,961	29,663
2017 Estimate Total Households Average (Mean) Household Size	2,662	7,867	29,120
2010 Census Total Households	2,581	7,603	27,653
2000 Census Total Households	2,594	7,516	27,164
Growth 2015 - 2020	-0.50%	1.16%	1.80%
HOUSING UNITS	1 MILE	3 MILES	5 MILES
Occupied Units			
2022 Projection	2,673	7,961	29,825
2017 Estimate	2,663	7,867	29,198
Owner Occupied	2,115	7,868	20,958
Renter Occupied	547	6,215	8,162
Vacant	0	1	78
Persons In Units			
2017 Estimate Total Occupied Units	2,662	7,867	29,120
1 Person Units	20.63%	21.98%	23.67%
2 Person Units	33.64%	33.91%	31.68%
3 Person Units	19.69%	18.54%	17.66%
4 Person Units	17.18%	17.17%	15.95%
5 Person Units	5.76%	5.48%	6.48%

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
2017 Estimate			
\$200,000 or More	16.51%	18.77%	15.53%
\$150,000 - \$199,999	16.12%	16.03%	15.25%
\$100,000 - \$149,999	26.20%	26.70%	27.36%
\$75,000 - \$99,999	12.63%	10.84%	11.29%
\$50,000 - \$74,999	9.78%	5.46%	12.22%
\$35,000 - \$54,999	5.08%	4.69%	6.45%
\$25,000 - \$34,999	4.98%	3.99%	4.35%
\$15,000 - \$24,999	4.32%	1.97%	3.60%
Under - \$10,000	2.06%	2.03%	1.85%
Average Household Income	\$151,927	\$156,997	\$145,943
Median Household Income	\$115,760	\$121,930	\$114,527
Per Capita Income	\$55,742	\$59,804	\$53,398
HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
Population By Age			
2017 Estimate Total Population	7,274	20,673	79,825
Under 20	23.4%	17.6%	22.9%
20 - 34 Years	14.5%	13.9%	18%
35 - 39 Years	5.8%	5.4%	6.5%
40 - 49 Years	15.1%	14.6%	14.1%
50 - 64 Years	18.3%	26%	24%
Age 65+	15.4%	17.7%	16.5%
Median Age	44.6	46.1	43.5
Population 25+ by Education Level			
2017 Estimate Population Age 25+	5,199	15,049	58,916
Elementary (0-8)	1.07%	0.93%	1.80%
Some High School (9-11)	2.42%	2.14%	3.57%
High School Graduate (12)	21.05%	17.61%	17.94%
Some College (13-15)	21.05%	25.39%	23.31%
Associate Degree Only	27.69%	9.64%	9.91%
Bachelors Degree Only	23.93%	26.77%	28.83%
Graduate Degree	14.00%	16.70%	13.63%
Population by Gender			
2017 Estimate Total Population	7,274	20,673	79,825
Male Population	49.25%	48.46%	48.45%
Female Population	50.75%	51.54%	51.55%

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Luxury living Upgrades Include:

- 9 of 10 Units have been renovated

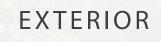
- 9 of 10 Units have been renovated New carpet New vinyl plank flooring New double-pane windows New LED energy saving lights New stainless steel appliances New vinyl double pane E-Glass window Newly Renovated Laundry Room & Machines Newly Painted Redwood siding New Building signature New low maintenance landscaping New Building signs



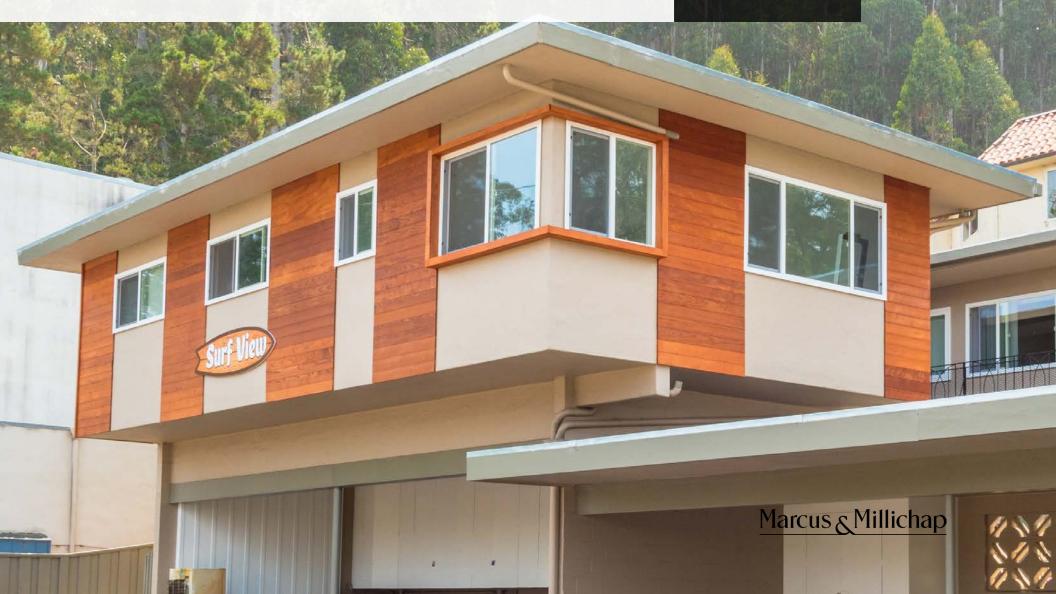


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STRATEGIC VALUE ADD: INTERIORS















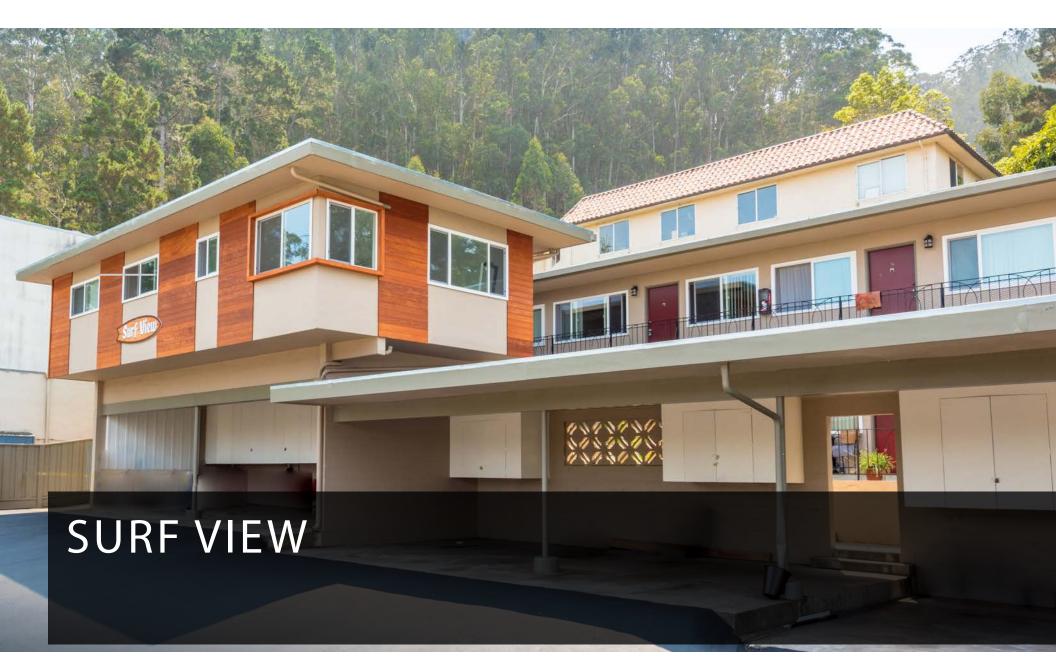












Marcus & Millichap