

662 Mariposa Avenue

MOUNTAIN VIEW, CA

OFFERING MEMORANDUM



Marcus & Millichap
Real Estate Investment Services

662 Mariposa Avenue

MOUNTAIN VIEW, CA

CONFIDENTIALITY AND DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

NON-ENDORSEMENT NOTICE

Marcus & Millichap Real Estate Investment Services, Inc. ("M&M") is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of M&M, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of M&M, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR
MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

662 Mariposa Avenue

MOUNTAIN VIEW, CA

TABLE OF CONTENTS

Section 1	PRICING AND FINANCIAL ANALYSIS
Section 2	PROPERTY DESCRIPTION
Section 3	RECENT SALES
Section 4	DEMOGRAPHIC ANALYSIS

PRICING AND FINANCIAL ANALYSIS

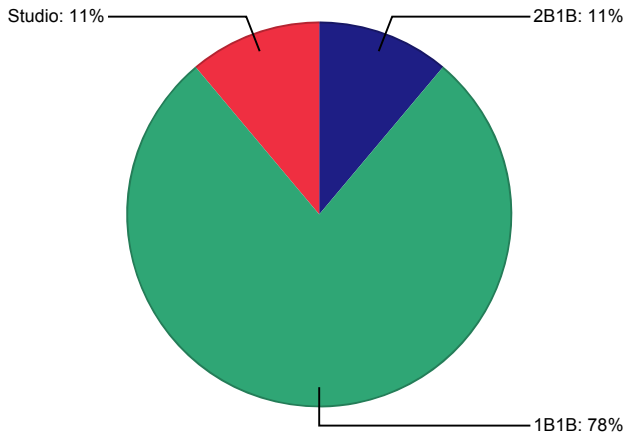
662 Mariposa Avenue

MOUNTAIN VIEW, CA

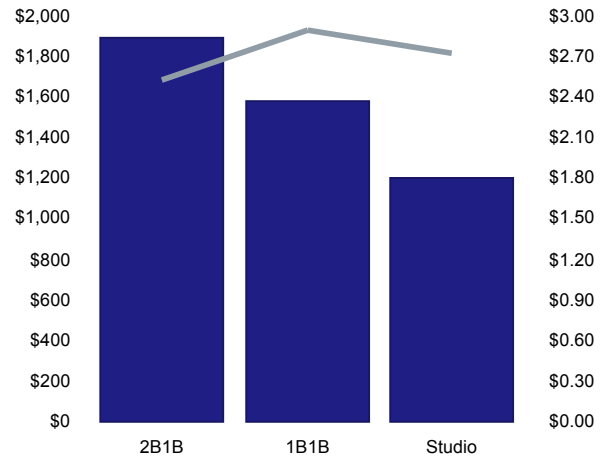
UNIT MIX

No. of Units	Unit Type	Approx. Square	Current Rents	Rent/SF	Monthly Income	Pro Forma Rents	Rent/SF	Monthly Income
1	2 Bdr 1 Bath Apartment	700	\$1,900	\$2.53	\$1,900	\$2,295	\$2.93	\$2,295
7	1 Bdr 1 Bath Apartment	545	\$1,500 - \$1,600	\$2.90	\$11,100	\$1,795 - \$1,895	\$3.17	\$12,915
1	Studio Apartment	403	\$1,200	\$2.73	\$1,200	\$1,500	\$3.01	\$1,500
9	TOTAL	4,918			\$14,200			\$16,710

Unit Mix



Unit Rent & Rent/SF



RENT ROLL

Unit Number	Unit Type		Unit SF	Current Rent	Rent/SF	Rent/SF	Parking	Storage	
1	1 Bdr	1 Bath	Apartment	545	\$1,600	\$2.94	\$2.83	Yes	Yes
2	Studio		Apartment	403	\$1,200	\$2.98	\$3.10	Yes	Yes
3	1 Bdr	1 Bath	Apartment	545	\$1,600	\$2.94	\$2.83	Yes	Yes
4	1 Bdr	1 Bath	Apartment	545	\$1,600	\$2.94	\$2.83	Yes	Yes
5	2 Bdr	1 Bath	Apartment	700	\$1,900	\$2.71	\$2.74	Yes	Yes
6	1 Bdr	1 Bath	Apartment	545	\$1,600	\$2.94	\$2.83	Yes	Yes
7	1 Bdr	1 Bath	Apartment	545	\$1,500	\$2.75	\$2.83	Yes	Yes
8	1 Bdr	1 Bath	Apartment	545	\$1,600	\$2.94	\$2.83	Yes	Yes
9	1 Bdr	1 Bath	Apartment	545	\$1,600	\$2.94	\$2.83	Yes	Yes
		TOTAL	VACANT		\$0				
9	TOTAL		OCCUPIED	4,918	\$14,200				
9	TOTAL			4,918	\$14,200				

FINANCIAL OVERVIEW

Location

662 Mariposa Avenue
Mountain View, CA 94041

Price	\$2,480,000
Down Payment	100% / \$2,480,000
Number of Units	9
Price/Unit	\$275,556
Rentable Square Feet	4,918
Price/SF	\$504.27
CAP Rate - Current	4.71%
CAP Rate- Pro Forma	5.89%
GRM - Current	14.55
GRM- Pro Forma	12.37
Year Built	1959
Lot Size	10,489 Square Feet
Type of Ownership	Fee Simple

Annualized Operating Data

Income	Current	Pro Forma
Gross Potential Rent	\$170,400	\$200,520
Other Income	\$2,160	\$2,160
Gross Potential Income	\$172,560	\$202,680
Less: Vacancy/Deductions (GPR)	3.0% / \$5,112	3.0% / \$6,016
Effective Gross Income	\$167,448	\$196,664
Less: Expenses	\$50,555	\$50,555
Net Operating Income	\$116,893	\$146,109
Net Cash Flow Before Debt Service	\$116,893	\$146,109

Expenses

Real Estate Taxes	\$28,676	\$28,676
Special Assessments	\$449	\$449
Insurance (estimate)	\$2,950	\$2,950
PG&E	\$960	\$960
Repairs & Maintenance	\$4,950	\$4,950
Water & Sewer	\$9,630	\$9,630
Trash	\$1,740	\$1,740
Landscaping	\$1,200	\$1,200
Total Expenses	\$50,555	\$50,555
Expenses/unit	\$5,617	\$5,617
Expenses/SF	\$10.28	\$10.28
% of EGI	30.19%	25.71%

Scheduled Income

No. of Units	Unit Type	Approx. Square Feet	Current Rents	Rent/SF	Monthly Income	Pro Forma Rents	Rent/SF	Monthly Income
1	2 Bdr 1 Bath	700	\$1,900	\$2.53	\$1,900	\$2,295	\$2.93	\$2,295
7	1 Bdr 1 Bath	545	\$1,500 - \$1,600	\$2.90	\$11,100	\$1,795 - \$1,895	\$3.17	\$12,915
1	Studio Apartment	403	\$1,200	\$2.73	\$1,200	\$1,500	\$3.01	\$1,500
9	Total/Wtd. Avg.	4,918			\$14,200			\$16,710

PROPERTY DESCRIPTION

662 Mariposa Avenue

MOUNTAIN VIEW, CA

INVESTMENT OVERVIEW

Investment Highlights

- New Copper Plumbing, Granite and Tile in Eight of the Units
- Dual Pane Windows
- Covered On-Site Parking for All Units
- Strong Historical Occupancy
- Close to Beautiful Downtown Mountain View
- On-Site Laundry Room
- Stabilized Rents



662 Mariposa Avenue is a beautifully renovated two-story apartment building totaling approximately 4,918 square feet of living space situated on a 10,489 square foot lot in highly desirable Mountain View, California.

The unit mix consists of one two-bedroom/one-bathroom unit, seven one-bedroom/one-bathroom apartment units and one studio. The building lies on a clean concrete perimeter foundation with asphalt driveway and is constructed of wood framing with stucco exterior. The 30-year roof was installed just 12 years ago and is in exceptional shape. Eight of the nine units have new double-pane windows, copper plumbing, tile flooring and granite countertops.

For the tenant's convenience there are nine off-street and covered parking spaces as well as an on-site coin operated laundry facility. Two of the rear units have fenced-in back patios, and all units look-out on the mature landscaping, which give its tenants a quiet secluded feel. This incredibly well-maintained property will give the new owner an excellent turnkey investment opportunity with minimal maintenance.

The property is located in close proximity to Google Campus, and all other major employment hubs via Highway 101 and 280. Additionally, Mountain View's low housing affordability coupled with increasing jobs, should yield higher rent growth, and decreasing vacancy to under an estimated 3 percent by the end of 2014.

PROPERTY SUMMARY

The Offering

Property Address	662 Mariposa Avenue Mountain View, CA 94041
Assessor's Parcel Number	154-34-026
Zoning	R3-25 (Multi-Residential)

Site Description

Number of Units	9
Number of Buildings	2
Number of Stories	2
Year Built	1959
Rentable Square Feet	4,918
Lot Size	10,489 Square Feet
Type of Ownership	Fee Simple
Density	Medium
Parking	On-Site and Covered
Parking Ratio	1:1
Landscaping	Low Maintenance
Topography	Flat

Utilities

Water	Landlord
Phone	Tenant
Electric	Tenant
Gas	Tenant

Construction

Foundation	Concrete Perimeter
Parking Surface	Asphalt
Roof	Comp Shingle (30-years)

PROPERTY PHOTOS



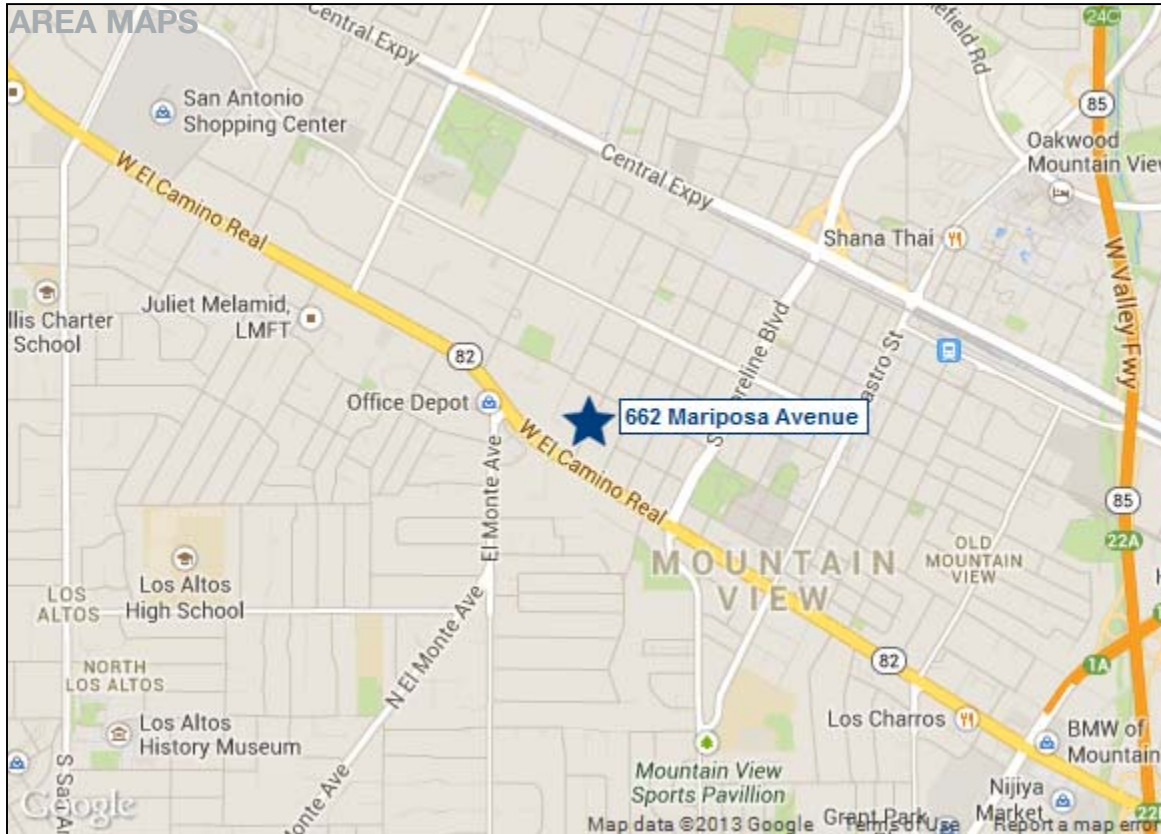
PROPERTY PHOTOS



662 Mariposa Avenue

MOUNTAIN VIEW, CA

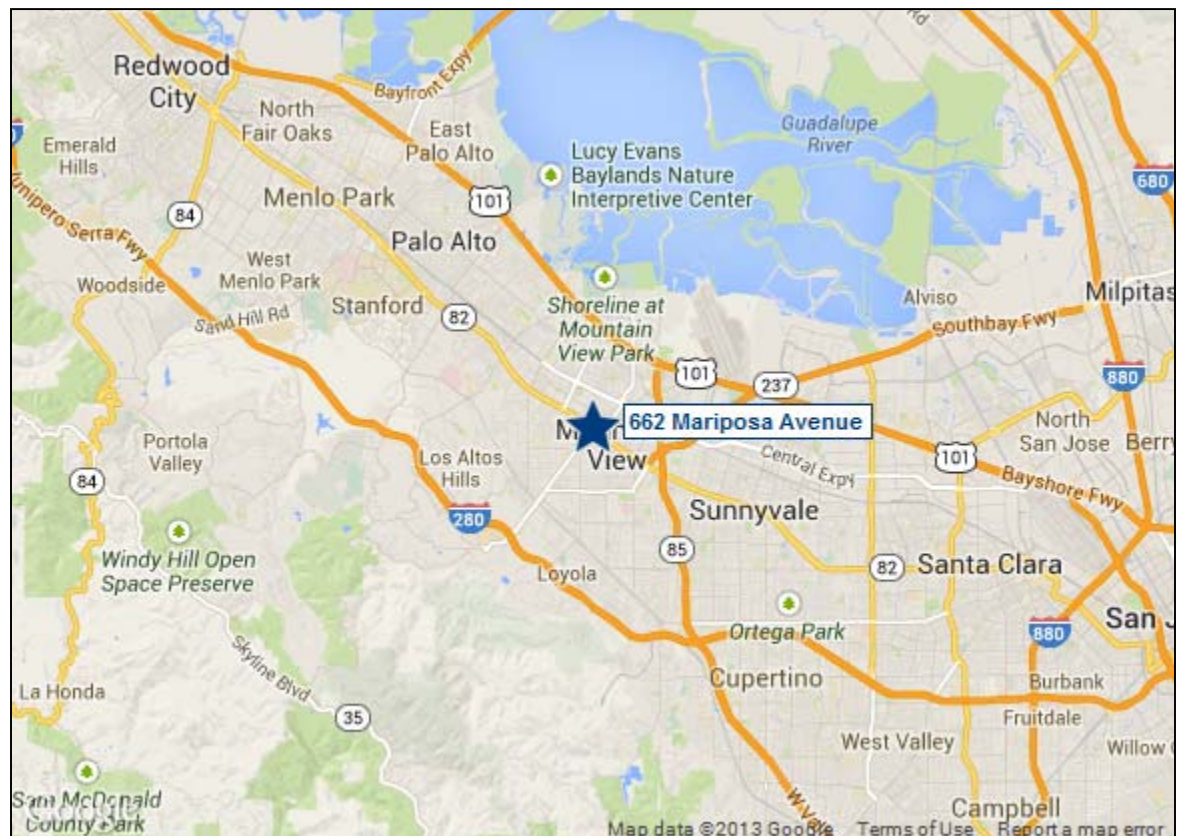
PROPERTY DESCRIPTION



Local Map



Regional Map



This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap Real Estate Investment Services is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2013 Marcus & Millichap U0010592

662 Mariposa Avenue

MOUNTAIN VIEW, CA

PROPERTY DESCRIPTION

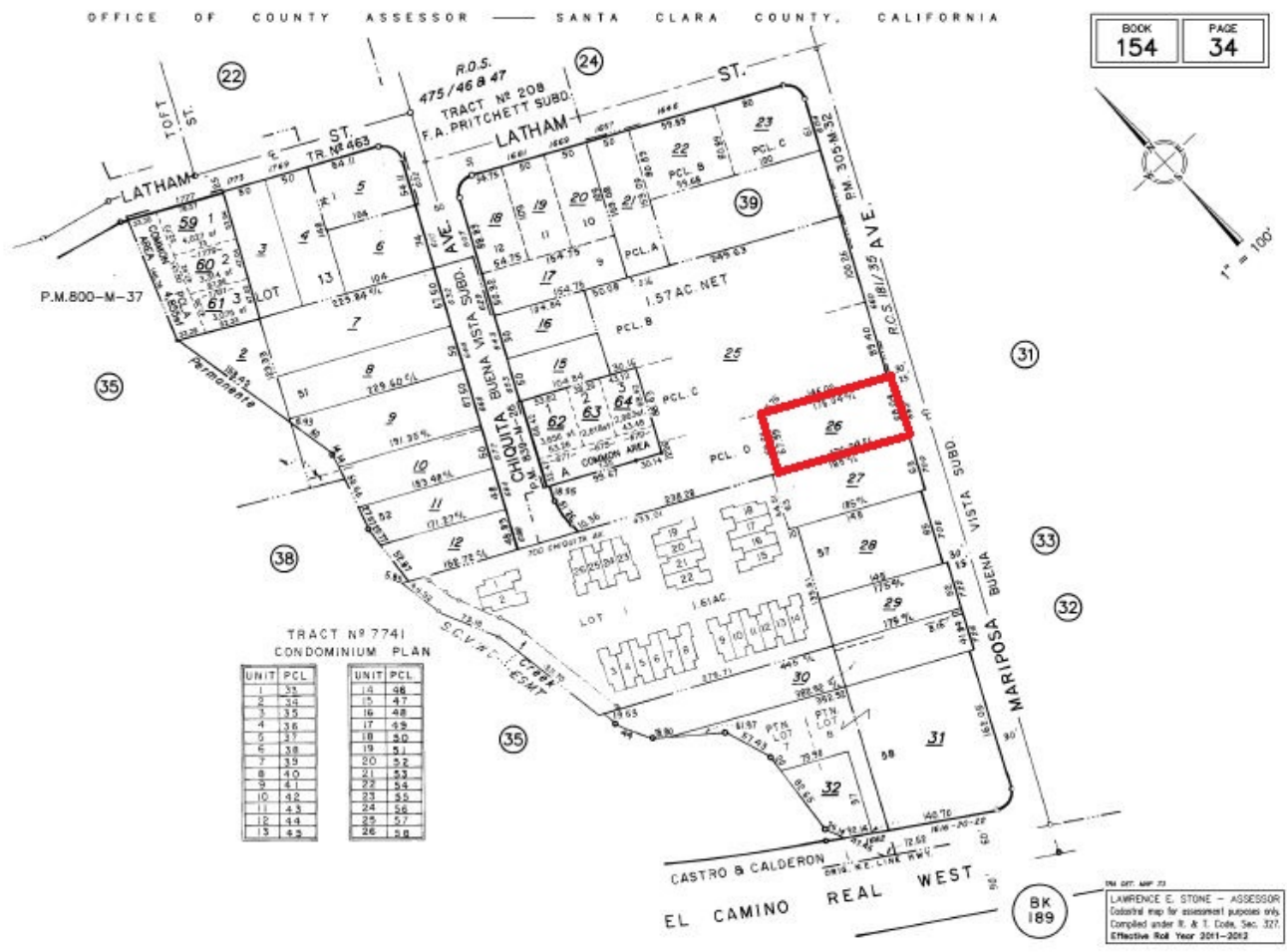
AERIAL PHOTO



This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap Real Estate Investment Services is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2013 Marcus & Millichap U0010592

Marcus & Millichap
Real Estate Investment Services

SITE PLAN



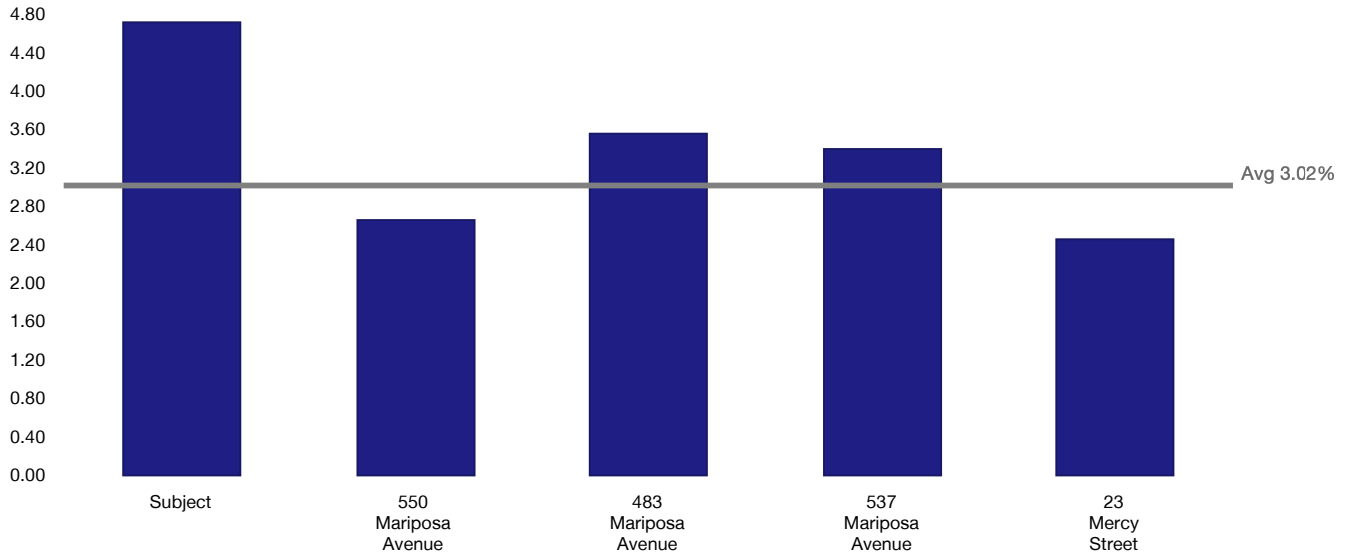
RECENT SALES

662 Mariposa Avenue

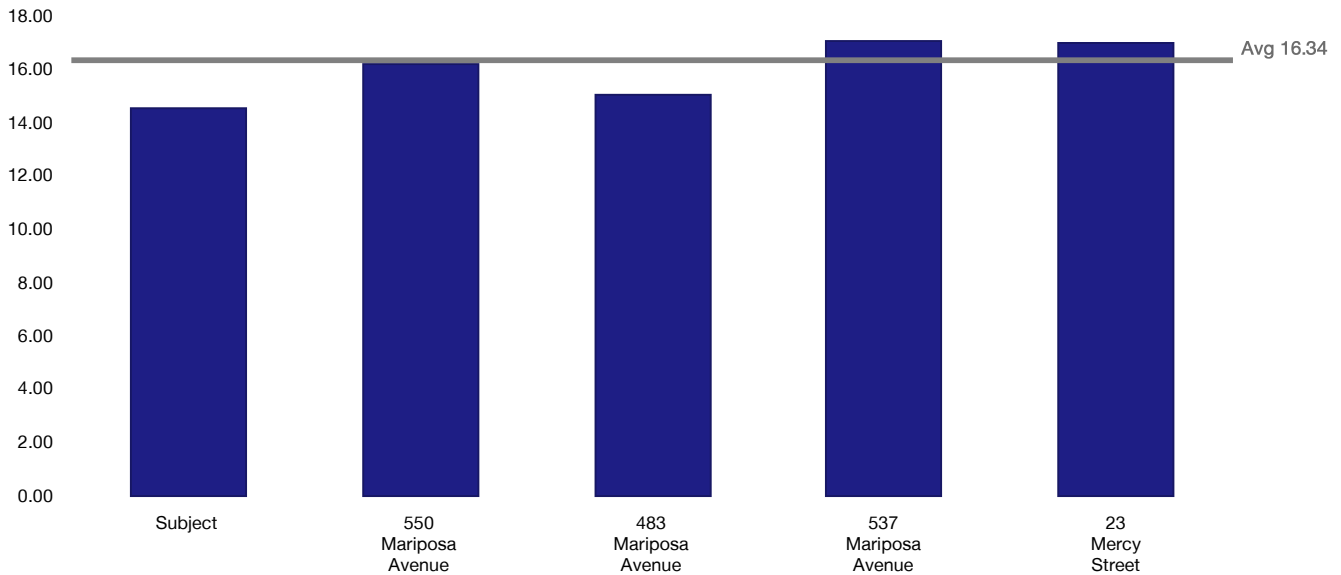
MOUNTAIN VIEW, CA

CAP RATE AND GRM

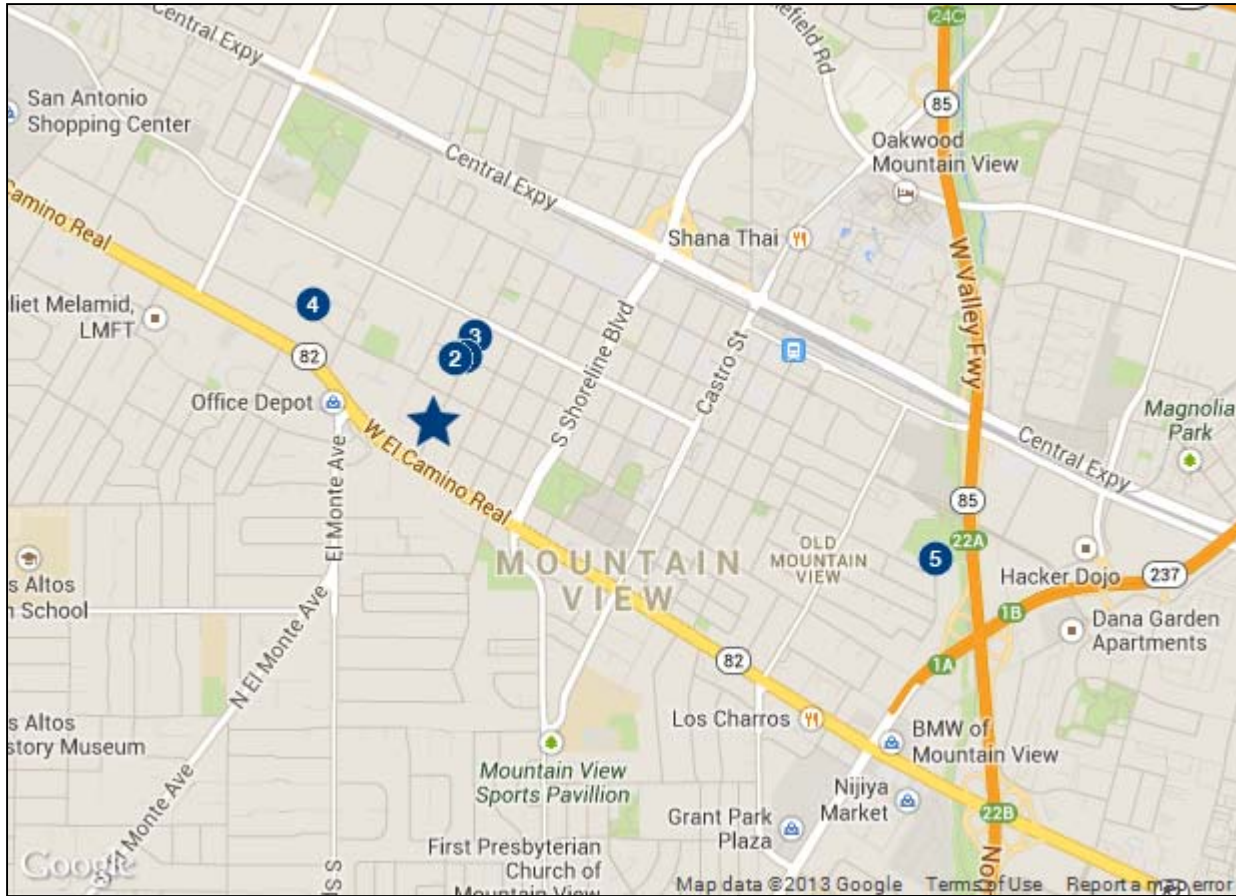
Average Cap Rate



Average GRM



RECENT SALES MAP



- ★ 662 Mariposa Avenue
- 1) 550 Mariposa Avenue
- 2) 483 Mariposa Avenue
- 3) 537 Mariposa Avenue
- 4) 23 Mercy Street

RECENT SALES



Subject Property

662 Mariposa Avenue
Mountain View, CA 94041

No. of Units: 9
Year Built: 1959
Sale Price: \$2,480,000
Price/Unit: \$275,556
Price/SF: \$504.27
CAP Rate: 4.71%
GRM: 14.55

Units	Unit Type
1	2 Bdr 1 Bath Apartment
7	1 Bdr 1 Bath Apartment
1	Studio Apartment

1



Close of Escrow: 5/8/2013

550 Mariposa Avenue
Mountain View, CA 94041

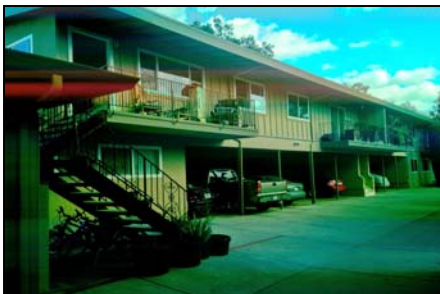
No. of Units: 7
Year Built: 1964
Sale Price: \$1,730,000
Price/Unit: \$247,143
Price/SF: \$365.00
CAP Rate: 2.65%
GRM: 16.20

Units	Unit Type
1	2 Bdr 1 Bath
6	1 Bdr 1 Bath

Comments

Below market rents by roughly 25 percent. -- All units in need of upgrade.

2



Close of Escrow: 4/18/2013

483 Mariposa Avenue
Mountain View, CA 94041

No. of Units: 8
Year Built: 1960
Sale Price: \$2,076,000
Price/Unit: \$259,500
Price/SF: \$313.00
CAP Rate: 3.56%
GRM: 15.08

Units	Unit Type
1	2 Bdr 1 Bath House
7	2 Bdr 1 Bath Flat

Comments

Far below market rents and in need upgrade. Buyer to put in \$100,000+ renovation.

RECENT SALES

3



Close of Escrow: 9/4/2013

537 Mariposa Avenue
Mountain View, CA 94041

No. of Units: 12
Year Built: 1960
Sale Price: \$2,125,000
Price/Unit: \$177,083
Price/SF:
CAP Rate: 3.39%
GRM: 17.09

Units	Unit Type
12	Studio

Comments

Small units in bad shape; being renovated (estimate \$120,000) -- 305 square feet each unit.

4



Close of Escrow: 8/30/2013

23 Mercy Street
Mountain View, CA 94041

No. of Units: 21
Year Built: 1962
Sale Price: \$5,000,000
Price/Unit: \$238,095
Price/SF: \$302.00
CAP Rate: 2.46%
GRM: 17.00

Units	Unit Type
12	2 Bdr 1 Bath \$1,000-\$1750
9	1 Bdr 1 Bath \$950-\$1,000

Comments

Located up against highway 85, larger units in fair condition. Inferior location to subject property,

DEMOGRAPHIC ANALYSIS

662 Mariposa Avenue

MOUNTAIN VIEW, CA

DEMOGRAPHIC REPORT

	1 Mile	3 Miles	5 Miles
2000 Population	30,146	140,421	281,580
2010 Population	31,516	146,997	302,305
2012 Population	32,455	151,428	311,157
2017 Population	33,021	154,462	317,710
2000 Households	12,900	58,782	114,261
2010 Households	13,143	59,973	117,673
2012 Households	13,619	62,094	121,770
2017 Households	13,784	62,989	123,930
2012 Average Household Size	2.37	2.43	2.50
2012 Daytime Population	12,692	81,942	167,090
2000 Median Housing Value	\$538,392	\$778,469	\$656,993
2000 Owner Occupied Housing Units	36.77%	49.58%	50.95%
2000 Renter Occupied Housing Units	60.87%	46.95%	46.51%
2000 Vacant	3.26%	3.50%	3.01%
2012 Owner Occupied Housing Units	33.58%	49.27%	49.83%
2012 Renter Occupied Housing Units	64.06%	47.87%	47.66%
2012 Vacant	2.37%	2.86%	2.50%
2017 Owner Occupied Housing Units	33.69%	49.21%	49.60%
2017 Renter Occupied Housing Units	63.94%	47.77%	47.80%
2017 Vacant	2.38%	3.02%	2.59%
\$ 0 - \$14,999	7.8%	5.8%	6.1%
\$ 15,000 - \$24,999	7.9%	5.2%	5.1%
\$ 25,000 - \$34,999	5.7%	5.2%	5.3%
\$ 35,000 - \$49,999	8.6%	7.5%	7.6%
\$ 50,000 - \$74,999	12.3%	11.3%	11.2%
\$ 75,000 - \$99,999	13.2%	11.5%	11.7%
\$100,000 - \$124,999	12.1%	12.5%	12.3%
\$125,000 - \$149,999	7.8%	9.6%	9.6%
\$150,000 - \$199,999	10.0%	11.6%	11.4%
\$200,000 - \$249,999	6.1%	7.7%	7.7%
\$250,000 +	8.6%	12.1%	12.1%
2012 Median Household Income	\$89,475	\$106,921	\$106,148
2012 Per Capita Income	\$53,652	\$62,461	\$59,641
2012 Average Household Income	\$127,745	\$152,131	\$151,582

Demographic data © 2012 by Experian.

POPULATION DENSITY



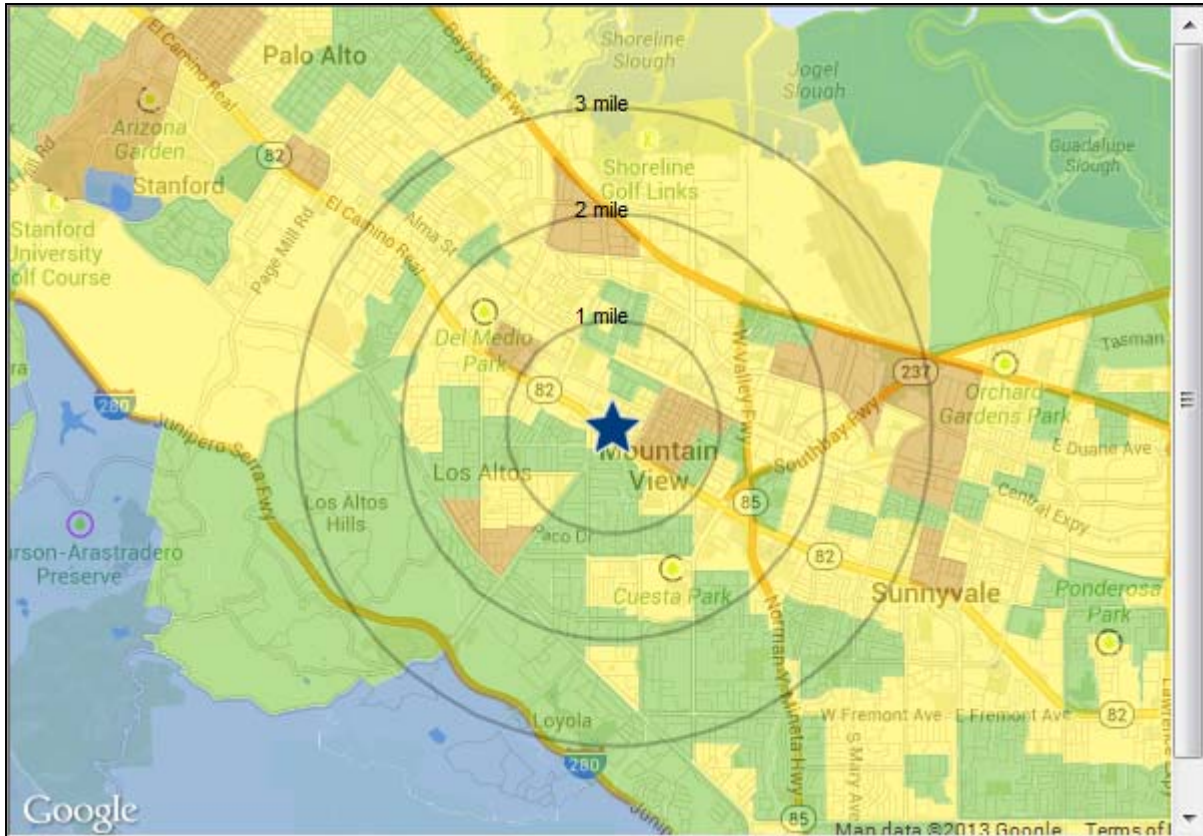
Demographic data © 2012 by Experian.

Population Density

Theme	Low	High
Low	less than	55
Below Average	55	475
Average	475	4100
Above Average	4100	35000
High	35000	or more

Number of people living in a given area per square mile.

EMPLOYMENT DENSITY



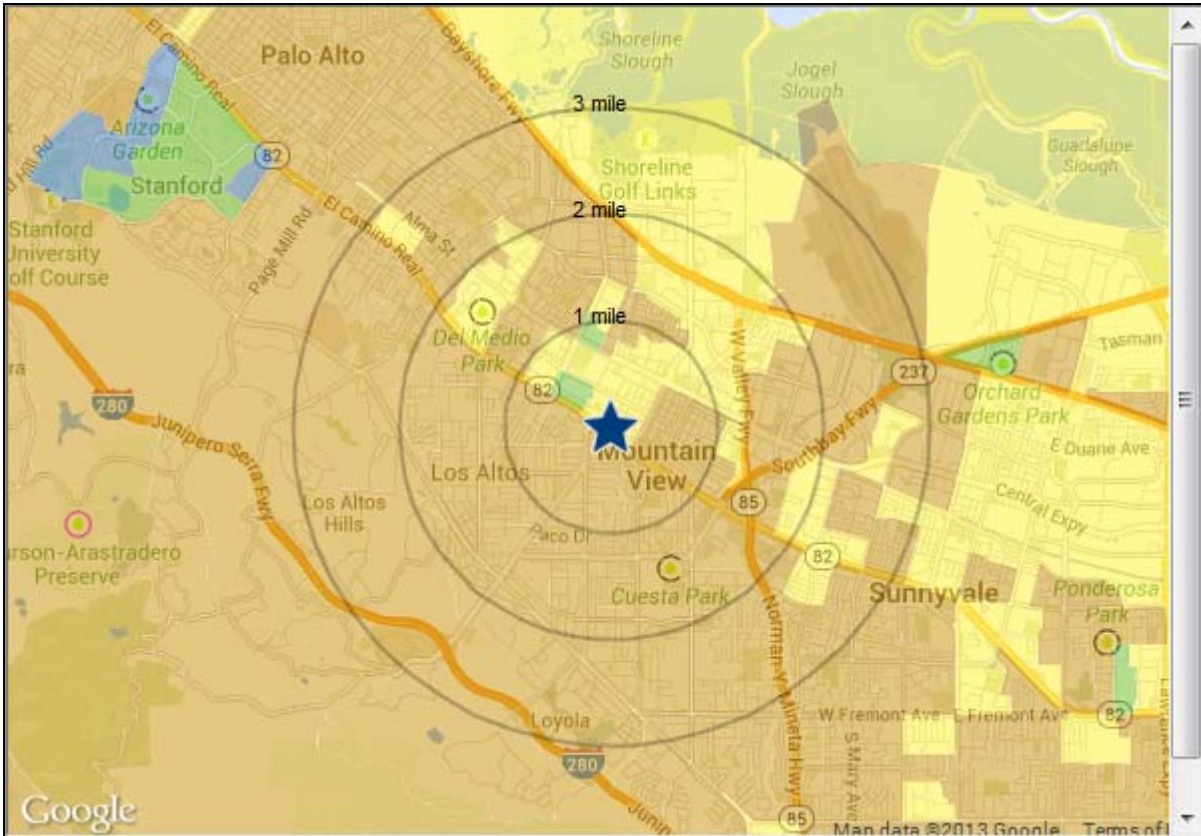
Demographic data © 2012 by Experian.

Employment Density

Theme	Low	High
Low	less than 9	9
Below Average	9	96
Average	96	1025
Above Average	1025	10875
High	10875	or more

The number of people employed in a given area per square mile.

AVERAGE HOUSEHOLD INCOME



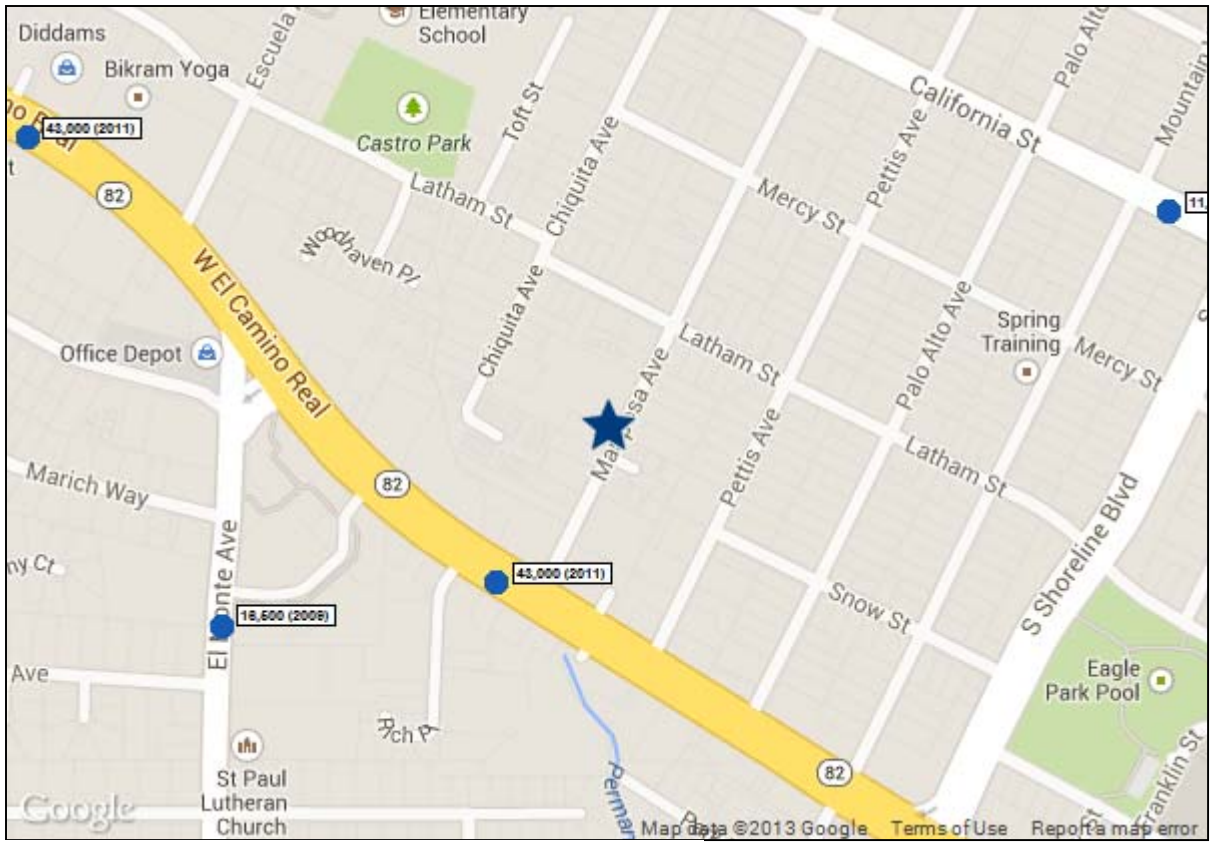
Demographic data © 2012 by Experian.

Average Household Income

Theme	Low	High
Low	less than	\$29,500
Below Average	\$29,500	\$48,500
Average	\$48,500	\$80,000
Above Average	\$80,000	\$132,500
High	\$132,500	or more

Average income of all the people 15 years and older occupying a single housing unit.

TRAFFIC COUNTS



Traffic Count data © 2012 by TrafficMetrix. All rights reserved.

Two-way, average daily traffic volumes.

* Traffic Count Estimate



SUMMARY REPORT

Geography: 5 Miles

Population

In 2012, the population in your selected geography was 311,157 . The population has changed by 10.50% since 2000. It is estimated that the population in your area will be 317,710 five years from now, which represents a change of 2.10% from the current year. The current population is 50.1% male and 49.8% female. The median age of the population in your area is 37.0 , compare this to the U.S. average which is 37. The population density in your area is 3,456.96 people per square mile.

Households

There are currently 121,770 households in your selected geography. The number of households has changed by 6.57% since 2000. It is estimated that the number of households in your area will be 123,930 five years from now, which represents a change of 1.77% from the current year. The average household size in your area is 2.50 persons.

Income

In 2012, the median household income for your selected geography is \$106,148 , compare this to the U.S. average which is currently \$53,535. The median household income for your area has changed by 33.50% since 2000. It is estimated that the median household income in your area will be \$123,984 five years from now, which represents a change of 16.80% from the current year.

The current year per capita income in your area is \$59,641 , compare this to the U.S. average, which is \$28,888. The current year average household income in your area is \$151,582 , compare this to the U.S. average which is \$75,373.

Race & Ethnicity

The current year racial makeup of your selected area is as follows: 53.46% White, 2.12% African American, 0.38% Native American and 32.68% Asian/Pacific Islander. Compare these to U.S. averages which are: 72.20% White, 12.65% African American, 0.96% Native American and 5.01% Asian/Pacific Islander.

People of Hispanic origin are counted independently of race. People of Hispanic origin make up 15.23% of the current year population in your selected area. Compare this to the U.S. average of 16.55%.

Housing

The median housing value in your area was \$656,993 in 2000, compare this to the U.S. average of \$110,781 for the same year. In 2000, there were 60,011 owner occupied housing units in your area and there were 54,771 renter occupied housing units in your area. The median rent at the time was \$1,194 .

Employment

In 2012, there are 167,090 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 83.1% of employees are employed in white-collar occupations in this geography, and 16.8% are employed in blue-collar occupations. In 2012, unemployment in this area is 4.08% . In 2000, the median time traveled to work was 20.2 minutes.

Demographic data © 2012 by Experian.

662 Mariposa Avenue

MOUNTAIN VIEW, CA

OFFERING MEMORANDUM

Exclusively Listed By:

Nathan Gustavson
Senior Associate
Associate Member, National Multi Housing Group
San Francisco Office
License: CA: 01898316
Tel: (415)625-2176
Fax: (415)963-3010
Nathan.Gustavson@marcusmillichap.com
www.marcusmillichap.com/NathanGustavson

Offices Nationwide
www.MarcusMillichap.com

Marcus & Millichap
Real Estate Investment Services