

OFFERING MEMORANDUM

20 UNITS IN DOWNTOWN VENTURA

57 NORTH ANN STREET | OFFERED AT \$5,195,000



BEACHSIDE PARTNERS
Multi-Family Advisors

PROPERTY OVERVIEW



57 NORTH ANN STREET VENTURA, CA 93001

Rare opportunity to acquire midsize apartment building in beautiful downtown Ventura 1 block north of Main Street. 57 North Ann Street, comprised of (20) 1BD units, features a central secure front door entry leading to 3 stories accessed by elevator with partial ocean views from the 2nd and 3rd floors. Potential to add additional unit by converting unused community room (approximately 350 SF with kitchen) on first floor. There are 10 tuck-under carport spaces that may offer ADU conversion potential for additional units plus 3 uncovered parking spaces at rear. Owner pays water/sewer, trash and hot water while tenants pay their own electricity and gas. There are 2 coin-operated laundry rooms. Current rental rates are below market offering excellent upside opportunity for the astute investor. Location does not get much better with tenants being able to walk to shopping, eating, dining and entertainment options on Main Street along with parks, schools, beaches.

PROPERTY FACTS

Address:	57 North Ann Street, Ventura 93001
List Price:	\$5,195,000
Units:	20 Units
Unit Mix:	(20) 1B/1BA apartments
Construction:	1972
APN:	073-0-057-035
Lot Size:	16,500 SF Lot
Zoning:	T4.1
Parking:	10 Tuckunder Carports, 3 Uncovered
Utilities:	Central hot water heater, separate electric & gas meters, 1 water meter
Price per Unit:	\$259,750
GRM (actual):	12.2
GRM (market):	10.0
Cap Rate (actual):	5.0%
Cap Rate (market):	6.7%



PROPERTY HIGHLIGHTS

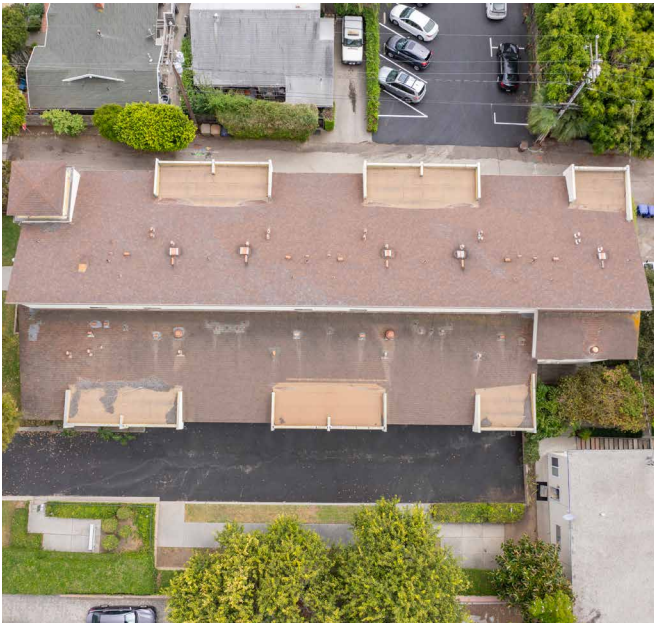
- Vibrant downtown location w/ partial ocean views 1 block off Main Street with restaurants, bars, live music venues steps away in addition to parks, schools, beaches
- (20) 1BD units built in 1972
- 3-story building served by elevator with secure entry
- Potential to convert unused community room with kitchen to additional apartment
- Very low apartment sale turnover marketplace of Downtown Ventura
- Upside in Rental Rates



PHOTOS



PHOTOS

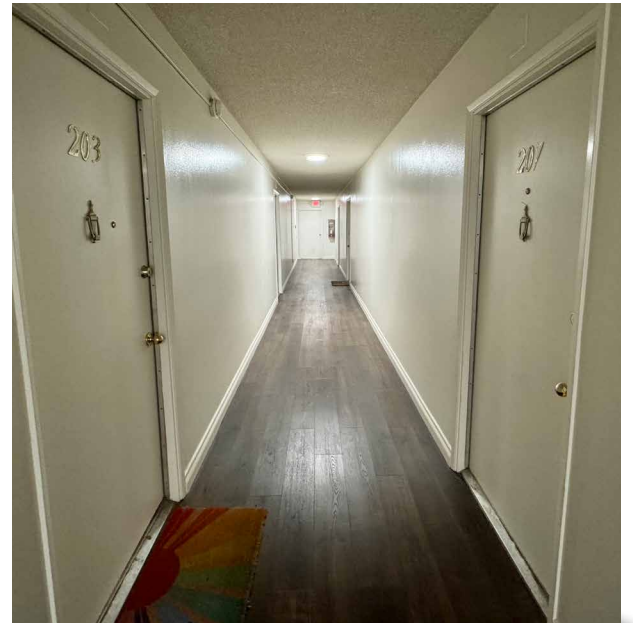
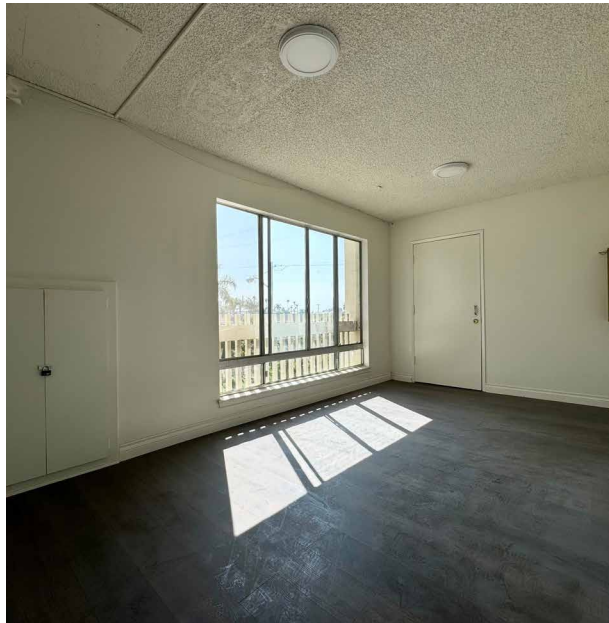
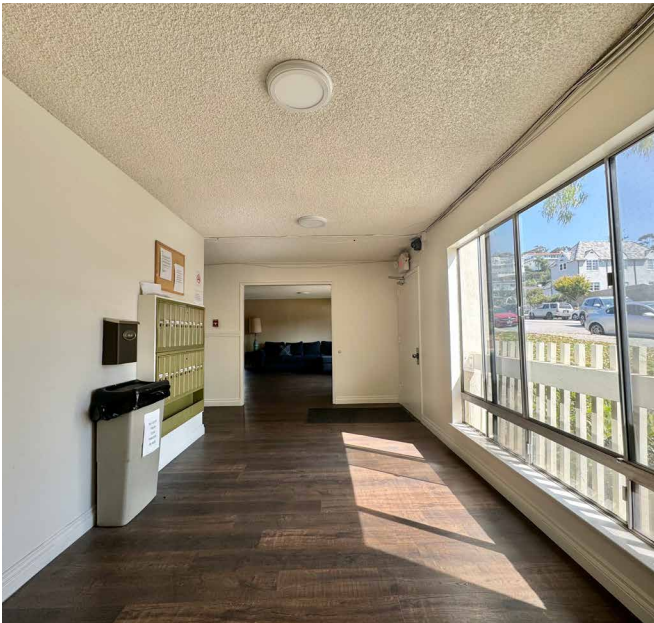
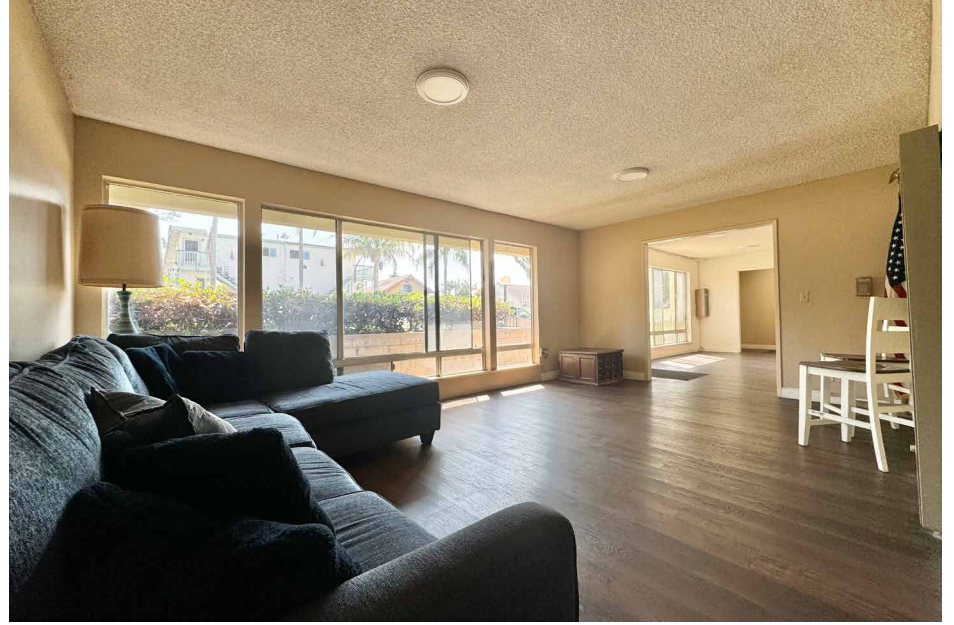
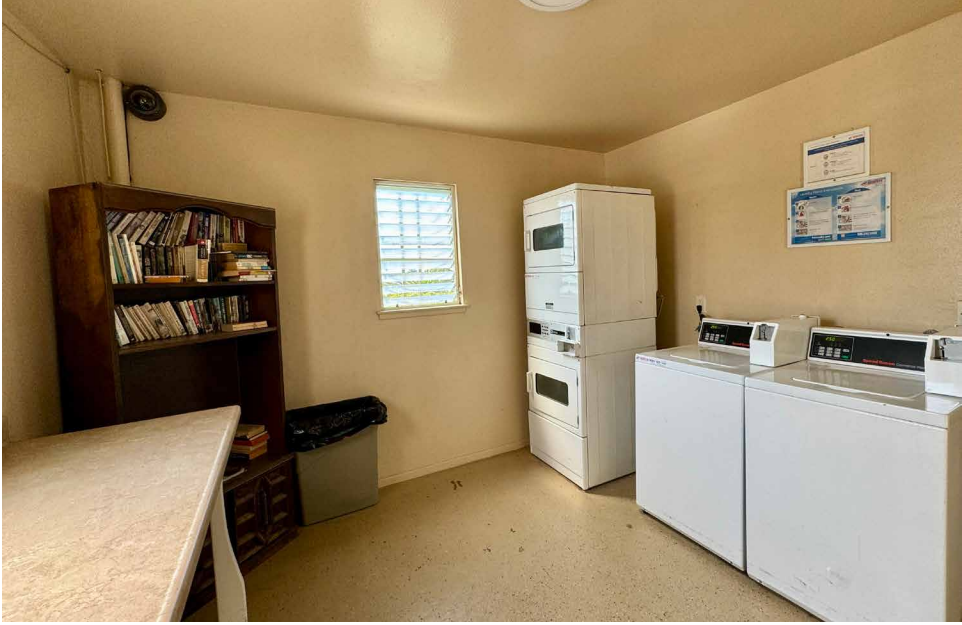


SAMPLE INTERIOR PHOTOS

* Mix of laminate and carpet flooring



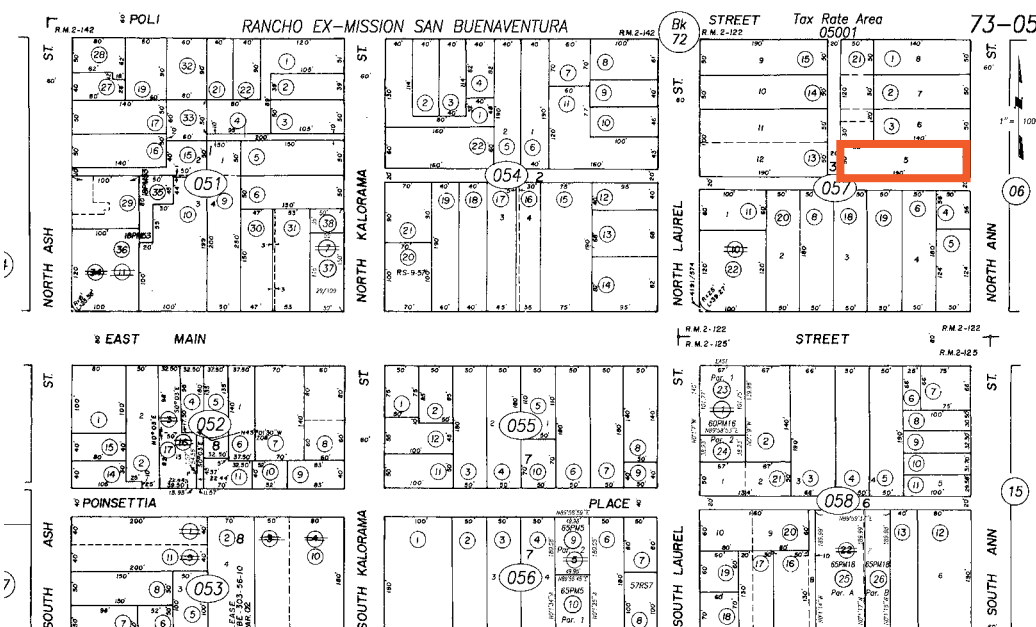
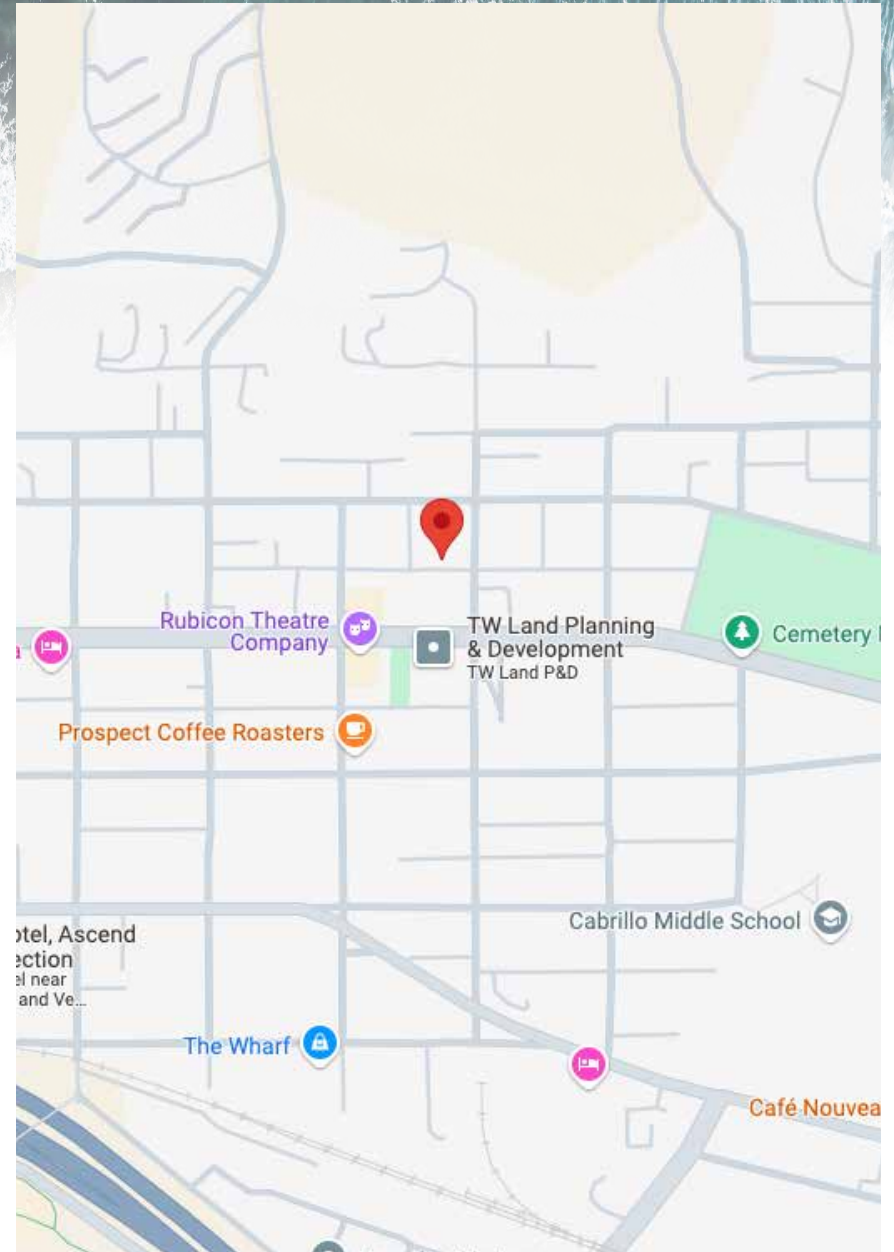
COMMON AREAS



LOCATION



MAPS



CITY OF VENTURA

CROWNE PLAZA HOTEL

LURE FISH HOUSE

PLAZA PARK

MAJESTIC VENTURA THEATER

CITY HALL

CINEMARK MOVIE THEATER

CABRILLO MIDDLE SCHOOL

THE TRADE DESK

57 N ANN STREET

LINCOLN ELEMENTARY

RUBICON THEATRE COMPANY

CEMETARY PARK

VENTURA HIGH SCHOOL



THE CITY OF VENTURA

The coastal city of Ventura, home to approximately 109,000 residents, lies approximately 100 miles northwest of Los Angeles and 25 miles south of Santa Barbara. The picturesque city is known for its beautiful surfing beaches, vibrant walkable downtown, arts scene and laid back vibe. Popular spots include the long wooden pier at Surfer's Point, the 1809 Mission San Buenaventura and fine restaurants downtown, hillside hiking trails and the Ventura Harbor with its access to the stunning Channel Islands National Park. It also has its own local Community College with approximately 14,000 students. Despite recent increases in rents and home sale prices Ventura remains relatively affordable compared to other southern California coastal communities.



RENTAL MARKET

The apartment rental market in the city of Ventura remains strong characterized by a lack of affordable workforce housing and a median home price of over \$1M. 54% of residents in the 93001 zipcode are renters. Current city vacancy rate is approximately 3% and average rents have increased in the last year about 2% and over 25% in the last 4 years. Average rental rates for 1 beds are \$2,271 and \$2,735 for 2 bedrooms. There is no local rent control in the city (just statewide AB1482).

LOCAL ECONOMY

The metro is highly educated with about 1/3 of its residents having a bachelor's degree or higher and median household income of \$110,000. The unemployment rate is about 4.7%. Employment is made up of a diverse mix of healthcare, technology, agricultural, government jobs and tourism related services. Major employers in and nearby the city of Ventura include Community Memorial Hospital, the Trade Desk, Patagonia, Haas Automation, the county of Ventura.

**Rental Market Data according to Costar*



FINANCIALS



FINANCIAL ANALYSIS

FINANCIAL SUMMARY

Units:	20 units
Price:	\$5,195,000
Price per unit:	\$259,750
GRM (current):	12.2
GRM (proforma):	10.0
Cap Rate (current):	5.0%
Cap Rate (proforma):	6.7%

PROPERTY NOTES:

1) Current rents include 8.8% rent increases given 9/1/24 for units 102, 206, 208, 302 given 8.8% Unit 202 increase takes effect 11/1/24 b/c SEC 8 requires 60-day notice.

2) 7 units are section 8 tenants. AVG rent of SEC 8 tenants is \$1,663. Ventura HUD payment standard for 1 BD is \$2,151

3) Onsite mgr in unit 207. Current rent is \$1,450 minus 1/3 off rent as discount for being mgr. Also gets \$16/hr for extra work which is 3-5 hours every 2 week pay period

4) Analysis assumes onsite mgr unit rented for \$2,150 with \$950/MO as expense item for onsite mgr duties

INCOME ANALYSIS

UNITS	CURRENT RENTS AVERAGE	CURRENT RENTS TOTAL	MARKET RENTS AVERAGE	MARKET RENTS TOTAL
(20) 1BD/1BD	\$1,763	\$35,254	\$2,150	\$43,000
Monthly Laundry Income:		\$189		\$189
Total Monthly Income:		\$35,43		\$43,189
Gross Annual Income:		\$425,316		\$518,268
Less Vacancy (3%):		- \$12,759		- \$15,548
EFFECTIVE GROSS INCOME:		\$412,557		\$502,720

EXPENSE ANALYSIS

	CURRENT RENTS	% OF EGI	MARKET RENTS	% OF EGI
Property Taxes (1.0341%):	\$53,721	13.0%	\$53,721	10.7%
Insurance (estimate):	\$14,000	3.4%	\$14,000	2.8%
Gas (actual):	\$4,124	1.0%	\$4,124	0.8%
Electricity (actual):	\$3,046	0.7%	\$3,046	0.6%
Water/Sewer (actual):	\$10,544	2.6%	\$10,544	2.1%
Trash:	\$5,349		\$5,349	
Off-site Management (5%):	\$20,628	5.0%	\$25,136	5.0%
On-site Management (est. \$950/mo.):	\$11,400	2.8%	\$11,400	2.3%
Maintenance/Repairs (est. \$650/unit):	\$13,000	3.2%	\$13,000	2.6%
Landscape (\$505/mo.):	\$6,060	1.5%	\$6,060	1.2%
Elevator (\$660/qtr):	\$2,640	0.6%	\$2,640	0.5%
Pest Control (\$90/mo.):	\$1,080	0.3%	\$1,080	0.2%
Reserves (\$250/unit):	\$5,000	1.2%	\$5,000	1.0%
Business License (actual):	\$632	0.2%	\$632	0.1%
Special Tax Assessments (actual):	\$545	0.1%	\$545	0.1%
TOTAL ANNUAL EXPENSES:	\$151,769/yr.	35.5%	\$156,277/yr.	30.0%
NET OPERATING INCOME	\$260,787/yr.		\$346,443/yr.	

RENT ROLL, OCTOBER 2024

UNIT #	UNIT TYPE	CURRENT RENT	MARKET RENT	DATE OF LAST INCREASE	NOTES
101	1BD/1BA	\$1,785	\$2,150	1/1/24	Section 8
102	1BD/1BA	\$1,952	\$2,150	10/1/24	
103**	1BD/1BA	\$1,795	\$2,150	10/1/23	
104	1BD/1BA	\$1,775	\$2,150	4/1/24	Section 8
105	1BD/1BA	\$1,500	\$2,150	12/1/23	
201	1BD/1BA	\$1,530	\$2,150	12/1/23	
202**	1BD/1BA	\$1,931	\$2,150	11/1/24	Section 8
203	1BD/1BA	\$1,750	\$2,150	12/1/23	
204	1BD/1BA	\$1,600	\$2,150	1/1/24	Section 8
205	1BD/1BA	\$1,800	\$2,150		moved in 2/1/24
206**	1BD/1BA	\$1,952	\$2,150	10/1/24	
207*	1BD/1BA	\$2,150	\$2,150	12/1/23	
208**	1BD/1BA	\$1,958	\$2,150	10/1/24	
209	1BD/1BA	\$1,895	\$2,150		moved in 8/1/24
210	1BD/1BA	\$1,490	\$2,150	1/1/24	Section 8
301	1BD/1BA	\$1,515	\$2,150	1/1/24	Section 8
302**	1BD/1BA	\$1,931	\$2,150	10/1/24	
303	1BD/1BA	\$1,600	\$2,150	12/1/23	
304	1BD/1BA	\$1,800	\$2,150		moved in 2/22/24
305	1BD/1BA	\$1,545	\$2,150	1/1/24	Section 8
TOTALS		\$35,254	\$43,000		


PROPERTY NOTES:

* Onsite manager resides in unit 207. Current rent is \$1,450 minus 1/3 rent off + \$16/HR for on average only 3-5 hours/ every 2-wk pay period. Market rent of \$2,150 for onsite assumed. Estimated onsite manager compensation of \$950 is assumed and considered an expense (see financial analysis)

** October rent reflects rent increase notices given September 1, 2024. Increases take effect 10/1/24 for units 102, 206, 208, 302. Unit 202 increase takes effect 11/1/24 b/c SEC 8 requires 60 day notice



SALES COMPARABLES

Map	Address	# of Units	Sales Price	Price/Unit	GRM	CAP Rate	Unix Mix	Sales Date
1	19 College Dr	10	\$3,420,000	\$342,000	13.1	5.0%	(8) 2BD/1BA, (2) 1BD/1BA	5/31/24
2	1159-1171 E Meta St	16	\$3,950,000	\$246,875	13.3	4.8%	(16) 1BD/1BA	4/19/24
3	40-54 N Brent St	8	\$2,487,000	\$310,875	13.5	4.7%	(8) 1BD/1BA	2/29/24
4	1881 Ocean Ave	7	\$2,100,000	\$300,000	15.0	3.8%	(7) 2BD/1BA	5/9/24
5	1313 Buena Vista St	12	\$5,930,000	\$494,167	N/A	N/A	(12) 1BD/1BA	7/5/23
6	3574 Preble Ave	38	\$9,800,000	\$257,895	13.6	4.6%	(1) 3BD/1BA, (4) 2BD/1BA, (18) 1BD/1BA, (15) Studios	11/22/23
7	558 E Thompson Blvd	12	\$3,800,000	\$316,667	N/A	N/A	(12) 1BD/1BA	2/15/22
8	74 N Laurel St	8	\$2,600,000	\$325,000	13.7	4.1%	(8) 1BD/1BA	1/21/22
	57 North Ann Street	20	\$5,195,000	\$259,750	12.2	5.0%	(20) 1BD/1BA	Subject





BEACHSIDE PARTNERS

MULTI-FAMILY ADVISORS

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