



1605 ONTARIO DR  
Sunnyvale, CA 94087

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1605 ONTARIO DR  
Sunnyvale, CA  
ACT ID Z0010094

## PRESENTED BY

**Nathan Gustavson**

First Vice President Investments  
Director, National Multi Housing Group  
Palo Alto Office  
Tel: (650) 391-1749  
Fax: (650) 391-1710  
nathan.gustavson@marcusmillichap.com  
License: CA 01898316

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# INVESTMENT OVERVIEW



**EXECUTIVE SUMMARY**

| VITAL DATA           |                    |                                  |                  |                  |
|----------------------|--------------------|----------------------------------|------------------|------------------|
| Price                | \$2,000,000        |                                  | CURRENT          | YEAR 1           |
| Down Payment         | 100% / \$2,000,000 | CAP Rate                         | 2.78%            | 3.83%            |
| Loan Type            | All Cash           | GRM                              | 20.83            | 17.01            |
| Price/Unit           | \$500,000          | Net Operating Income             | \$55,660         | \$76,612         |
| Price/SF             | \$675.68           | Net Cash Flow After Debt Service | 2.78% / \$55,660 | 3.83% / \$76,612 |
| Number of Units      | 4                  | Total Return                     | 2.78% / \$55,660 | 3.83% / \$76,612 |
| Rentable Square Feet | 2,960              |                                  |                  |                  |
| Year Built           | 1962               |                                  |                  |                  |
| Lot Size             | 0.13 acre(s)       |                                  |                  |                  |

| UNIT MIX        |              |                     |
|-----------------|--------------|---------------------|
| NUMBER OF UNITS | UNIT TYPE    | APPROX. SQUARE FEET |
| 4               | 2-Bed/1-Bath | 740                 |
| 4               | Total        | 2,960               |



**MAJOR EMPLOYERS**

| EMPLOYER                      | # OF EMPLOYEES |
|-------------------------------|----------------|
| Juniper Networks (us) Inc     | 9,000          |
| Agilent Technologies Inc      | 8,827          |
| McAfee Security LLC           | 6,210          |
| Fortinet Inc                  | 4,668          |
| General Dynamics Adv Info Sys | 4,000          |
| Seagate Technology Hdd Hldgs  | 3,000          |
| Tavant Technologies Inc       | 2,300          |
| Apple                         | 2,130          |
| Proof of Concept Poc Lab      | 2,000          |
| Bell Integrator Inc           | 1,980          |
| National Semiconductor Corp   | 1,700          |
| Itutor Group Inc              | 1,300          |

**DEMOGRAPHICS**

|                   | 1-Miles   | 3-Miles   | 5-Miles   |
|-------------------|-----------|-----------|-----------|
| 2017 Estimate Pop | 29,120    | 222,473   | 477,809   |
| 2017 Census Pop   | 27,256    | 207,520   | 444,878   |
| 2017 Estimate HH  | 10,459    | 83,892    | 181,899   |
| 2017 Census HH    | 9,691     | 77,318    | 167,675   |
| Median HH Income  | \$127,823 | \$127,109 | \$117,965 |
| Per Capita Income | \$62,557  | \$66,283  | \$62,860  |
| Average HH Income | \$173,843 | \$175,487 | \$164,889 |

## INVESTMENT OVERVIEW

The subject property is located on 1605 Ontario Drive, Sunnyvale, CA.

## INVESTMENT HIGHLIGHTS

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- New Dual Pane Windows
- Well Maintained
- Located in the Highly Desirable Cupertino School District



PROPERTY SUMMARY

PROPOSED FINANCING

First Trust Deed

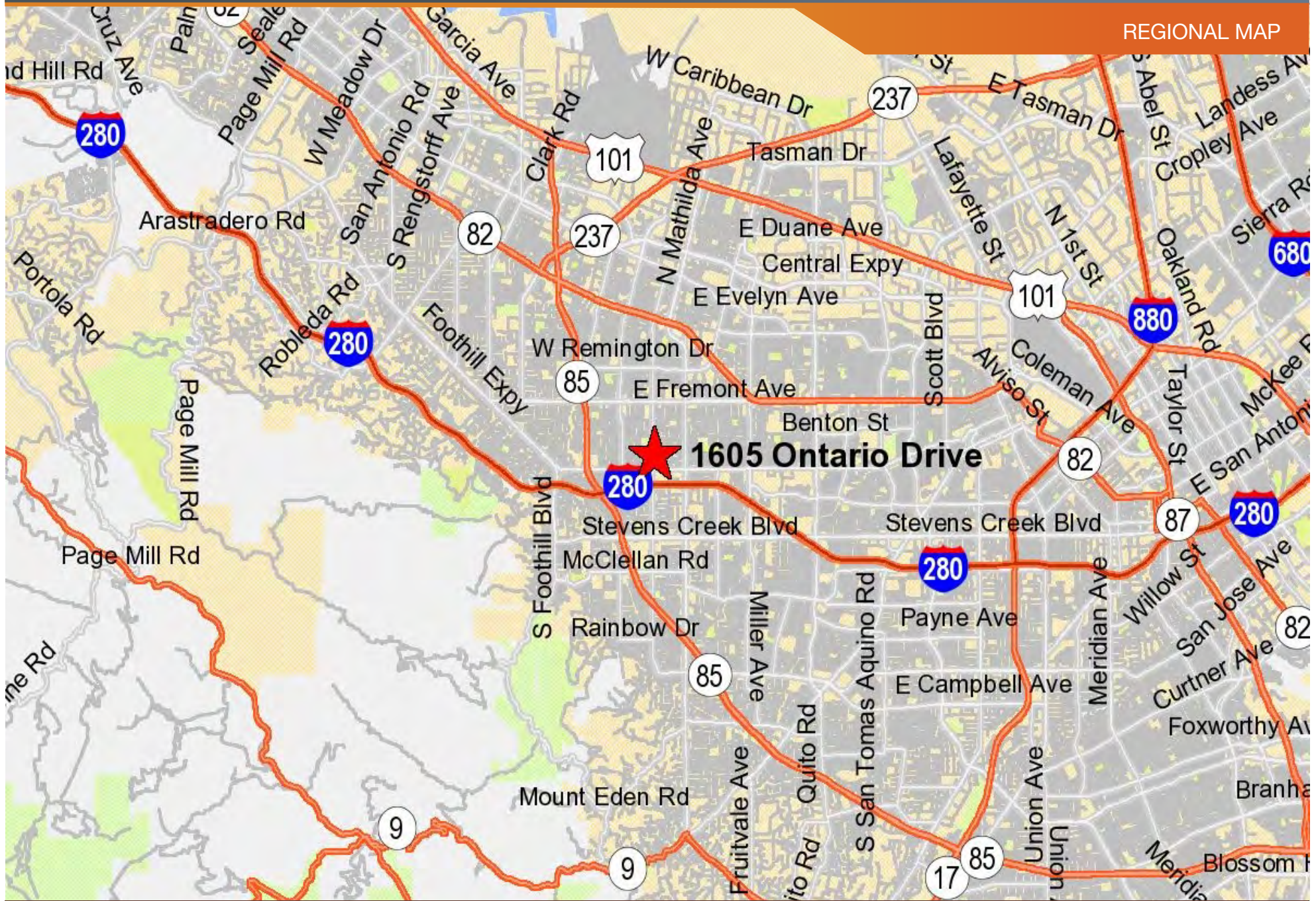
Loan Type

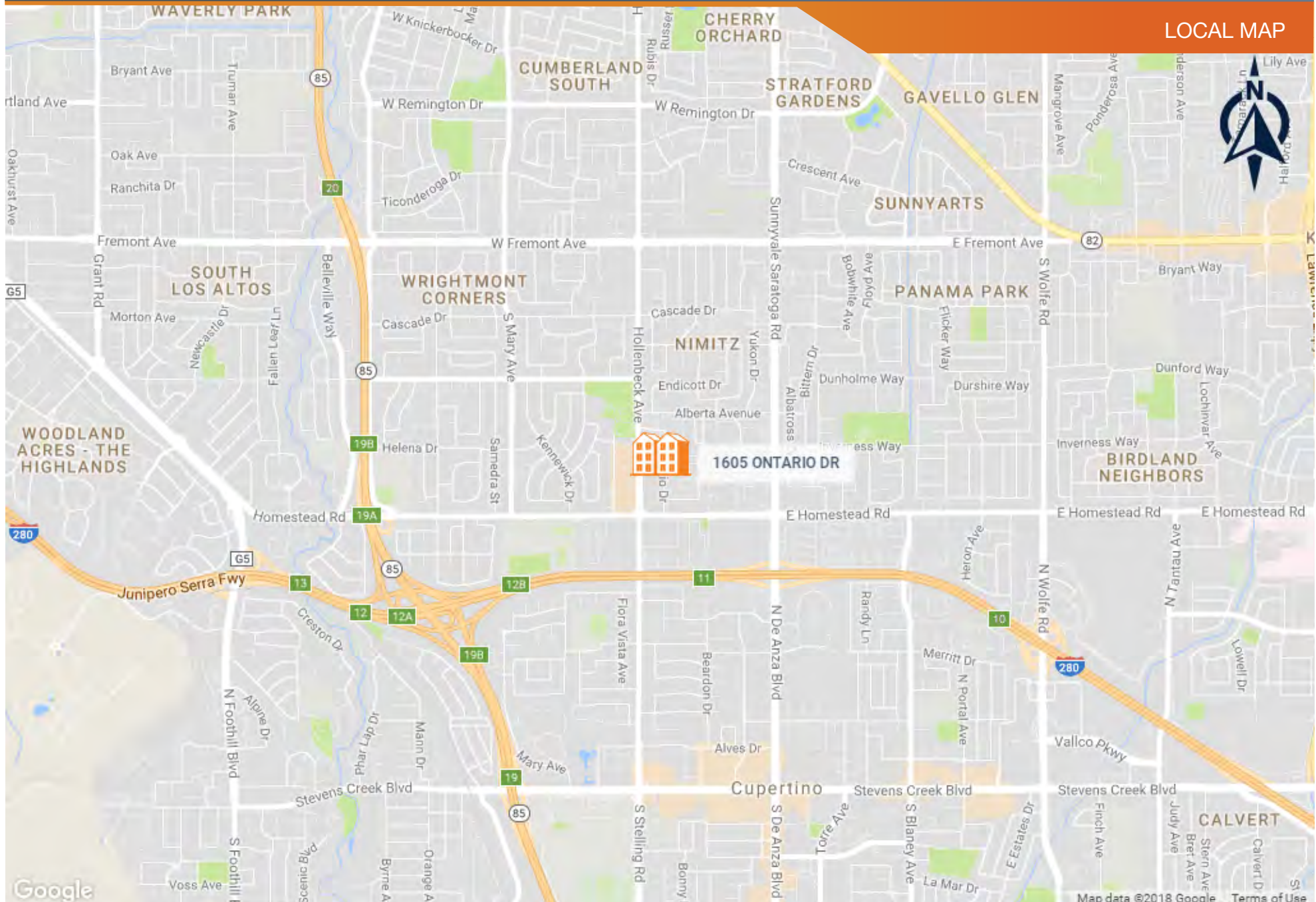
All Cash

Debt Coverage Ratio











# FINANCIAL ANALYSIS



### RENT ROLL SUMMARY

As of February, 2018

| Unit Type                       | # of Units | Avg Sq Feet | Rental Range      | Current         |                   |                | Potential        |                   |                |
|---------------------------------|------------|-------------|-------------------|-----------------|-------------------|----------------|------------------|-------------------|----------------|
|                                 |            |             |                   | Average Rent    | Average Rent / SF | Monthly Income | Average Rent     | Average Rent / SF | Monthly Income |
| 2-Bed/1-Bath                    | 4          | 740         | \$2,000 - \$2,000 | \$2,000         | \$2.70            | \$8,000        | \$2,450          | \$3.31            | \$9,800        |
| <b>Totals/Weighted Averages</b> | <b>4</b>   | <b>740</b>  |                   | <b>\$2,000</b>  | <b>\$2.70</b>     | <b>\$8,000</b> | <b>\$2,450</b>   | <b>\$3.31</b>     | <b>\$9,800</b> |
| <b>Gross Annualized Rents</b>   |            |             |                   | <b>\$96,000</b> |                   |                | <b>\$117,600</b> |                   |                |

Notes:



## RENT ROLL DETAIL

As of February, 2018

| Unit         | Unit Type    | Square Feet  | Current Rent / Month | Current Rent / SF/ Month | Potential Rent / Month | Potential Rent/ SF/ Month |
|--------------|--------------|--------------|----------------------|--------------------------|------------------------|---------------------------|
| 1            | 2-Bed/1-Bath | 740          | \$2,000              | \$2.70                   | \$2,450                | \$3.31                    |
| 2            | 2-Bed/1-Bath | 740          | \$2,000              | \$2.70                   | \$2,450                | \$3.31                    |
| 3            | 2-Bed/1-Bath | 740          | \$2,000              | \$2.70                   | \$2,450                | \$3.31                    |
| 4            | 2-Bed/1-Bath | 740          | \$2,000              | \$2.70                   | \$2,450                | \$3.31                    |
| <b>Total</b> |              | <b>2,960</b> | <b>\$8,000</b>       | <b>\$2.70</b>            | <b>\$9,800</b>         | <b>\$3.31</b>             |

## OPERATING STATEMENT

| Income                         | Current          |             | Year 1           | Notes        | Per Unit        | Per SF         |
|--------------------------------|------------------|-------------|------------------|--------------|-----------------|----------------|
| <b>Gross Current Rent</b>      | <b>96,000</b>    |             | <b>117,600</b>   |              | <b>29,400</b>   | <b>39.73</b>   |
| Physical Vacancy               | (2,880)          | 3.0%        | (3,528)          | 3.0%         | (882)           | (1.19)         |
| <b>Total Vacancy</b>           | <b>(\$2,880)</b> | <b>3.0%</b> | <b>(\$3,528)</b> | <b>3.0%</b>  | <b>(\$882)</b>  | <b>(\$1)</b>   |
| <b>Effective Rental Income</b> | <b>93,120</b>    |             | <b>114,072</b>   |              | <b>28,518</b>   | <b>38.54</b>   |
| <b>Other Income</b>            |                  |             |                  |              |                 |                |
| All Other Income               | 60               |             | 60               |              | 15              | 0.02           |
| <b>Total Other Income</b>      | <b>\$60</b>      |             | <b>\$60</b>      |              | <b>\$15</b>     | <b>\$0.02</b>  |
| <b>Effective Gross Income</b>  | <b>\$93,180</b>  |             | <b>\$114,132</b> |              | <b>\$28,533</b> | <b>\$38.56</b> |
| <b>Expenses</b>                | <b>Current</b>   |             | <b>Year 1</b>    | <b>Notes</b> | <b>Per Unit</b> | <b>Per SF</b>  |
| Real Estate Taxes              | 23,895           |             | 23,895           |              | 5,974           | 8.07           |
| Insurance                      | 1,200            |             | 1,200            | [2]          | 300             | 0.41           |
| Utilities - Gas & Electric     | 1,440            |             | 1,440            |              | 360             | 0.49           |
| Utilities - Water & Sewer      | 7,800            |             | 7,800            |              | 1,950           | 2.64           |
| Repairs & Maintenance          | 2,000            |             | 2,000            |              | 500             | 0.68           |
| Landscaping                    | 720              |             | 720              |              | 180             | 0.24           |
| Special Assessments            | 465              |             | 465              |              | 116             | 0.16           |
| <b>Total Expenses</b>          | <b>\$37,520</b>  |             | <b>\$37,520</b>  |              | <b>\$9,380</b>  | <b>\$12.68</b> |
| <b>Expenses as % of EGI</b>    | <b>40.3%</b>     |             | <b>32.9%</b>     |              |                 |                |
| <b>Net Operating Income</b>    | <b>\$55,660</b>  |             | <b>\$76,612</b>  |              | <b>\$19,153</b> | <b>\$25.88</b> |

Notes and assumptions to the above analysis are on the following page.

## NOTES

### Notes to Operating Statement

- [1]
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## PRICING DETAIL

| Summary            |                    |      |
|--------------------|--------------------|------|
| <b>Price</b>       | <b>\$2,000,000</b> |      |
| Down Payment       | \$2,000,000        | 100% |
| Number of Units    | 4                  |      |
| Price Per Unit     | \$500,000          |      |
| Price Per SqFt     | \$675.68           |      |
| Rentable SqFt      | 2,960              |      |
| Lot Size           | 0.13 Acres         |      |
| Approx. Year Built | 1962               |      |

| Returns             | Current      | Year 1       |
|---------------------|--------------|--------------|
| <b>CAP Rate</b>     | <b>2.78%</b> | <b>3.83%</b> |
| GRM                 | 20.83        | 17.01        |
| Cash-on-Cash        | 2.78%        | 3.83%        |
| Debt Coverage Ratio | N/A          | N/A          |

| # Of Units | Unit Type    | SqFt/Unit | Scheduled Rents | Market Rents |
|------------|--------------|-----------|-----------------|--------------|
| 4          | 2-Bed/1-Bath | 740       | \$2,000         | \$2,450      |

| Operating Data                   |              |                 |              |                  |
|----------------------------------|--------------|-----------------|--------------|------------------|
| Income                           |              | Current         |              | Year 1           |
| <b>Gross Scheduled Rent</b>      |              | <b>\$96,000</b> |              | <b>\$117,600</b> |
| Less: Vacancy/Deductions         | 3.0%         | \$2,880         | 3.0%         | \$3,528          |
| Total Effective Rental Income    |              | \$93,120        |              | \$114,072        |
| Other Income                     |              | \$60            |              | \$60             |
| Effective Gross Income           |              | \$93,180        |              | \$114,132        |
| Less: Expenses                   | 40.3%        | \$37,520        | 32.9%        | \$37,520         |
| <b>Net Operating Income</b>      |              | <b>\$55,660</b> |              | <b>\$76,612</b>  |
| Cash Flow                        |              | \$55,660        |              | \$76,612         |
| Debt Service                     |              | \$0             |              | \$0              |
| Net Cash Flow After Debt Service | 2.78%        | \$55,660        | 3.83%        | \$76,612         |
| Principal Reduction              |              | \$0             |              | \$0              |
| <b>Total Return</b>              | <b>2.78%</b> | <b>\$55,660</b> | <b>3.83%</b> | <b>\$76,612</b>  |

| Expenses                   | Current         | Year 1          |
|----------------------------|-----------------|-----------------|
| Real Estate Taxes          | \$23,895        | \$23,895        |
| Insurance                  | \$1,200         | \$1,200         |
| Utilities - Gas & Electric | \$1,440         | \$1,440         |
| Utilities - Water & Sewer  | \$7,800         | \$7,800         |
| Repairs & Maintenance      | \$2,000         | \$2,000         |
| Landscaping                | \$720           | \$720           |
| Special Assessments        | \$465           | \$465           |
| <b>Total Expenses</b>      | <b>\$37,520</b> | <b>\$37,520</b> |
| <b>Expenses/Unit</b>       | <b>\$9,380</b>  | <b>\$9,380</b>  |
| <b>Expenses/SF</b>         | <b>\$12.68</b>  | <b>\$12.68</b>  |

## PRESENTED BY

**Nathan Gustavson**

First Vice President Investments  
Director, National Multi Housing Group  
Palo Alto Office  
Tel: (650) 391-1749  
Fax: (650) 391-1710  
nathan.gustavson@marcusmillichap.com  
License: CA 01898316