

Offering Memorandum

726 MARIPOSA AVENUE Mountain View, CA

Marcus & Millichap

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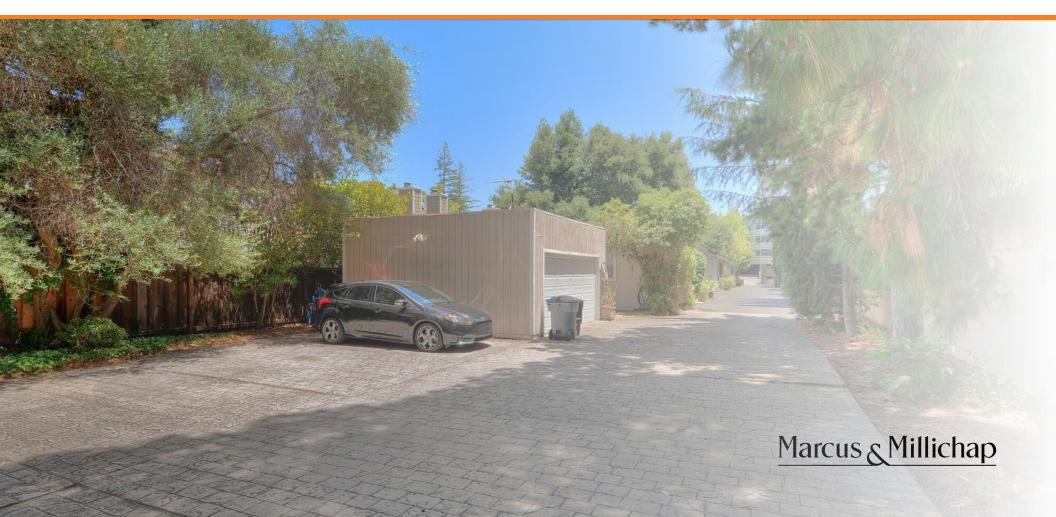
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Table of Contents

EXECUTIVE SUMMARY	
Offering Highlights	
Property Details	
PROPERTY DESCRIPTION	
Investment Overview	
Capital Improvements	
San Antonio Shopping Center Development	
Aerial Map	
Local Map	
Regional Map	
Parcel Map	
FINANCIAL ANALYSIS	
Financial Summary	
Rent Roll	
Operating Statement	
COMPETITIVE PROPERTY SET	
Recent Sales Map	
Recent Sales	
Rent Comparables Map	
Rent Comparables	
DEMOGRAPHICS	
Market Highlights	
Economy	
Employers	30
Rents	31
Demographic Summary	

summary

EXECUTIVE SUMMARY



Offering Highlights 726 MARIPOSA AVENUE SAN JOSE, CA 94041 **Property Details Unit Mix** Price \$3,240,000 **NUMBER OF UNIT TYPE SQUARE FEET** 100% / \$3,240,000 UNITS Down Payment Three Bedroom / Two Bathroom 1,309 Price/Unit \$810,000 Price/SF \$618.79 Number of Units Rentable Square Feet 5,236 Number of Buildings Number of Stories Year Built 1955 Lot Size 0.46 Acres **Demographics Vital Data** 1-Miles 3-Miles 5-Miles CAP Rate - Current 2.79% 33,908 159,570 325,829 22.20 2016 Estimate Pop GRM - Current 2010 Census Pop 30,988 147,218 300,430 Net Operating Income - Current \$90,520 2016 Estimate HH 14,217 65,681 128,279 CAP Rate - Year 1 4.10% 2010 Census HH 12,885 60,057 117,171 17.09 GRM - Year 1 Median HH Income \$96.932 \$114,956 \$113,835 Net Operating Income - Year 1 \$132,890 Per Capita Income \$59,651 \$69.057 \$65,600 Average HH Income \$142,175 \$167,585 \$165,831

Property Details

THE OFFERING	
Property Address	726 Mariposa Avenue
	Mountain View, CA 94041
Assessor's Parcel #	154-34-030
Zoning	R3-25

SITE DESCRIPTION		
Number of Units	4	
Number of Buildings	3	
Number of Stories	1	
Year Built	1955	
Rentable Square Feet	5,236	
Lot Size	0.46 Acres	
Type of Ownership	Fee Simple	
Density	Low-Medium	
Parking	On-Site Garage	
Landscaping	Low-Maintenance	
Topography	Flat	

UTILITIES	
Water	Landlord Paid
Phone	Tenant Paid
Electric	Tenant Paid
Gas	Tenant Paid



















description

PROPERTY DESCRIPTION



Investment Overview

Marcus and Millichap is pleased to bring 726 Mariposa Avenue to the Silicon Valleys Investment Community. This fantastic four unit apartment building resides in the highly desirable sub-market of Mountain View, California. The subject property was constructed in 1955 and offers approximately 5,238 square feet of livable space and is situated on a massive 20,081 square foot lot. The four units consist of four large three-bedroom/two-bath units. This rare mix appeals to all types of renters from Silicon Valley Tech Workers to small families. Residents of 726 Mariposa Avenue benefit from enclosed personal garage parking as well as onsite parking.

The dynamic city of Mountain view is home to some of the largest and most successful technology companies in the world. Google is the largest employer in the city, with 11,300 local employees. Symantec has 3,400 employees in Mountain View, LinkedIn has a workforce of 3,000 people, Intuit employs 1,700 people, and about 1,700 people work at Microsoft in the city. The healthcare sector is also important to Mountain View's economy; El Camino Hospital has 2,600 local employees and Palo Alto Medical Foundation has a staff of more than 1,000 people. All of these companies are located in close proximity to the Subject Property.

Located in a quiet neighborhood, residents of 726 Mariposa Avenue enjoy easy access to the many amenities provided by the great city of Mountain View. The property is walking distance (under one-mile) to numerous popular restaurants, shops and entertainment located on Castro Street in downtown Mountain View. Additionally, the subject property is just across El Camino Real from the El Monte Shopping Center, providing quick access to places such as Starbucks, CVS Pharmacy, Jamba Juice, Panera Bread, Bagel Street Caf and many more. Furthermore the subject property is located less than two - miles from Phase 1 of The Village at San Antonio Center, which has a retail component that features Safeway, Starbucks, Nekter Juice Bar, and restaurants like Pacific Catch, Paul Martins, Veggie Grill, The Counter, The Pizza Studio, and Cocina Central. The adjacent San Antonio Shopping Center to the south contains Walmart, Trader Joes, Kohls, and 24 Hour Fitness.



Capital Improvements

- New Driveway Paving in 2012
- New Hardwood Floors in All Units
- New Kitchen, Baths, Water Heaters in Various Units (inquire with listing agent)
- Extremely Well-Maintained Property
- New Roof Installed in 2015





San Antonio Shopping Center

Phase 1:

In June 2011, Council approved a project to reconstruct 16-acres of the 56-acre San Antonio Shopping Center. The applicant, Merlone Geier Partners, constructed 330 apartment units, a 65,000 square foot Safeway building and three retail tenant buildings totaling 26,200 square feet at the corner of El Camino Real and San Antonio Road. A one acre park is constructed on the Hetch-Hetchy right-of-way that accommodates a dog park, outdoor seating and an open grass area. The Safeway opened in April 2013, and the remainder of the apartments and retail spaces are estimated to be occupied at the beginning of 2014. The Phase II project described below includes the property on the northern project boundary, which was originally approved for a 175,000 sq. ft. retail building. A hotel and office building with retail uses on the first floor was approved in this location instead.



Phase 2:

In July 2013, Merlone Geier Partners submitted plans for a Phase II development at the San Antonio Center. In December 2014, City Council approved a project to redevelop a 9.9-acre site, known as Phase II, at San Antonio Center. The project includes approximately 121,000 square feet of commercial, retail and restaurants; a 70,000 square foot cinema; 397,000 square feet of office and a 167-room hotel.

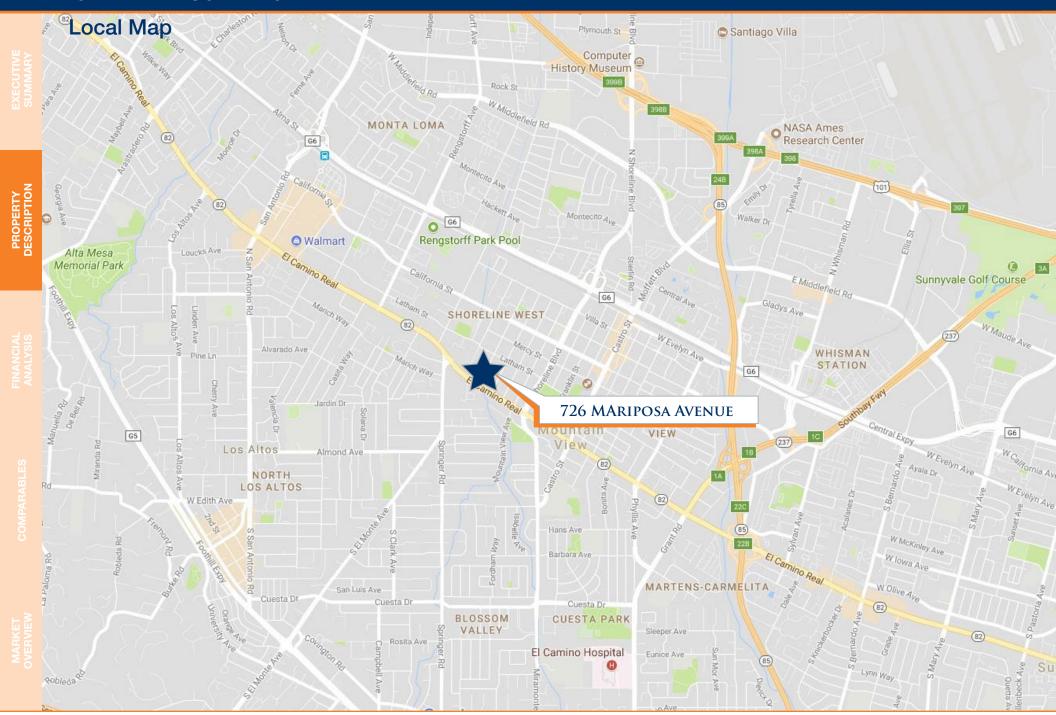


- Located in the regional shopping destination of the affluent and well-established city of Mountain View at the northern end of Silicon Valley.
- 20.6 acre site at the confluence of Mountain View, Palo Alto, and Los Altos.
- Excellent frontage and signage on the corner of San Antonio Road and W El Camino Real.
- Safeway-anchored mixed-use center with 330 residential apartments over restaurants and shopping.
- Winner of the Best Mixed-Use Project Award at the Silicon Valley San Jose Business Journal's 2012 Structures Awards.
- Phase 2 includes 400,000 square feet of class A office space, a 167 room business class hotel, an 8 screen theater, and 80,000 SFof restaurants and retail.

http://www.mountainview.gov/depts/comdev/planning/activeprojects/sanantcenter.asp http://merlonegeier.propertycapsule.com/properties/thevillageatsanantoniocenter/#plans

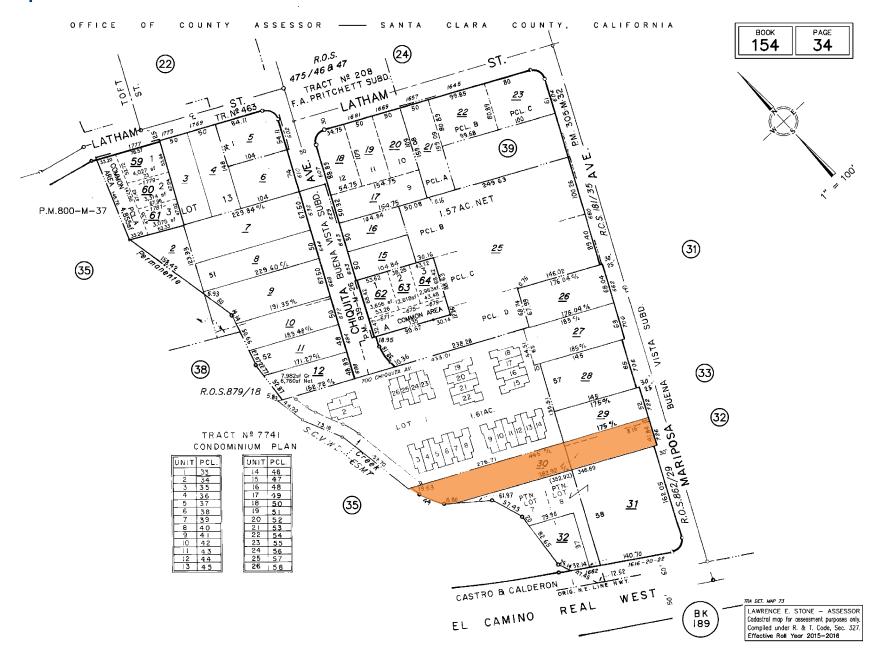


PROPERTY DESCRIPTION



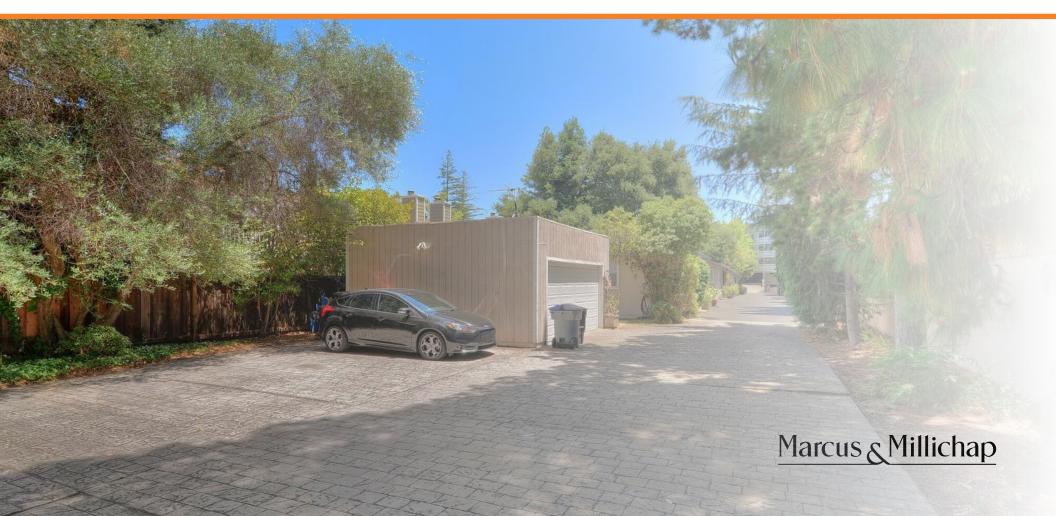


Parcel Map



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FINANCIAL ANALYSIS



Financial Summary

Property Details

Price	\$3,240,000
Down Payment	100% / \$3,240,000
Price/Unit	\$810,000
Price/SF	\$618.79
Number of Units	4
Rentable Square Feet	5,236
Number of Buildings	3
Number of Stories	1
Year Built	1955
Lot Size	0.46 Acres

Vital Data

CAP Rate – Current	2.79%
GRM – Current	22.20
Net Operating Income – Current	\$90,520
CAP Rate – Year 1	4.10%
GRM – Year 1	17.09
Net Operating Income – Year 1	\$132,890

Rent Roll Summary

UNIT Type	NUMBER OF UNITS	AVERAGE Square Feet	RENTAL RANGE	CURRENT Average Rent	CURRENT Average Rent/Sf	CURRENT Monthly Income	POTENTIAL Average Rent	POTENTIAL Average Rent/Sf	POTENTIAL Monthly Income
3Br/2Ba	4	1,309	\$2,507 - \$3,450	\$3,040	\$2.32	\$12,160	\$3,950	\$3.02	\$15,800
Totals/Weighted Averages	4	1,309		\$3,040	\$2.32	\$12,160	\$3,950	\$3.02	\$15,800

Gross Annualized Rents	\$145.920	\$189,600
Gross Annualized Reins	\$145,920	\$109,000

Rent Roll

UNIT	UNIT TYPE	SQUARE FEET	CURRENT RENT	CURRENT RENT/SF	POTENTIAL RENT	POTENTIAL RENT/SF
1	3Br/2Ba	1,309	\$3,153	\$2.41	\$3,950	\$3.02
2	3Br/2Ba	1,309	\$3,450	\$2.64	\$3,950	\$3.02
3	3Br/2Ba	1,309	\$3,050	\$2.33	\$3,950	\$3.02
4	3Br/2Ba	1,309	\$2,507	\$1.92	\$3,950	\$3.02
Total		5,236	\$12,160	\$2.32	\$15,800	\$3.02





Operating Statement

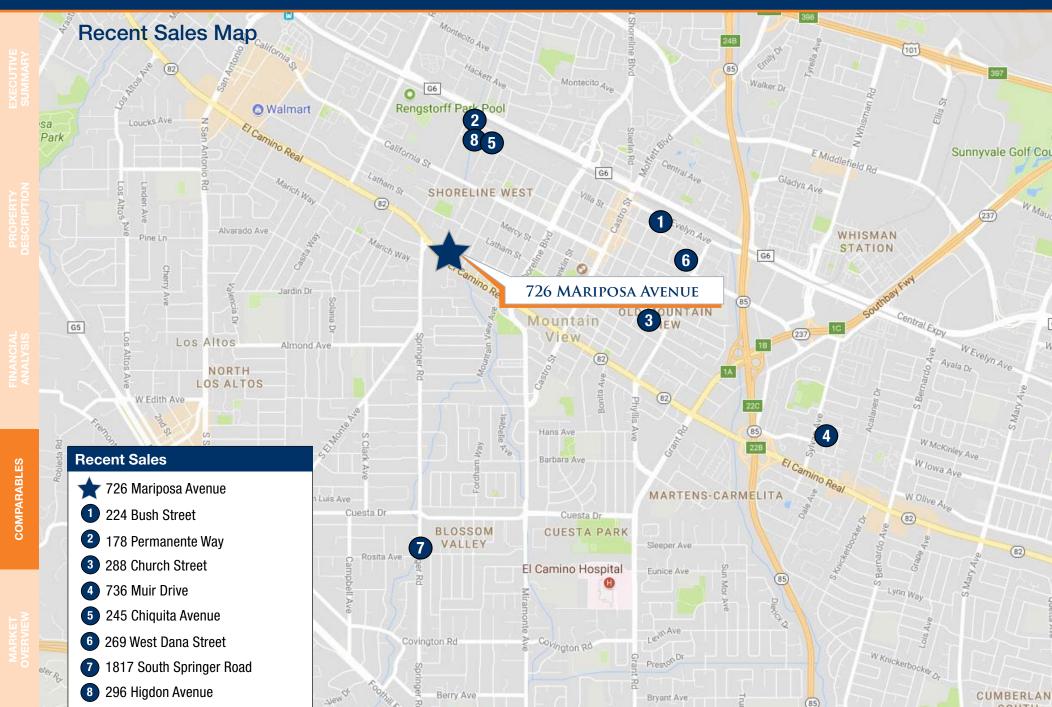
Income	Current		Year 1		Notes	Per Unit	Per SF
Gross Current Rent	145,920		189,600			47,400	36.21
Physical Vacancy	(4,378)	3.0%	(5,688)	3.0%		(1,422)	(1.09)
Total Vacancy	(\$4,378)	3.0%	(\$5,688)	3.0%		(\$1,422)	(\$1)
Effective Gross Income	\$141,542		\$183,912			\$45,978	\$35.12

Expenses	Current	Year 1	Notes	Per Unit	Per SF
Real Estate Taxes	37,153	37,153		9,288	7.10
Insurance	2,199	2,199		550	0.42
Utilities	6,900	6,900	Average of \$1,150 every two months	1,725	1.32
Repairs & Maintenance	1,600	1,600	Estimated	400	0.31
Landscaping	2,700	2,700		675	0.52
Special Assessments	470	470		118	0.09
Total Expenses	\$51,022	\$51,022		\$12,756	\$9.74
Expenses as % of EGI	36.0%	27.7%			
Net Operating Income	\$90,520	\$132,890		\$33,223	\$25.38

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COMPETITIVE PROPERTY SET





Recent Sales





Offering Price	\$3,240,000
Price/Unit	\$810,000
Price/SF	\$618.79
CAP Rate	2.79%
GRM	22.20
Total No. of Units	4
Year Built	1955

726 Mariposa Avenue, Mountain View, CA 94041
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Units	Unit Type
4	3BR/2BA

1



Sales Price	\$2,808,000
Price/Unit	\$702,000
Price/SF	\$855.58
GRM	21.27
Total No. of Units	4
Year Built	1954

Units	Unit Type
1	3BR/1BA
3	2BR/1BA

224 Bush Street, Mountain View, CA 94041

2

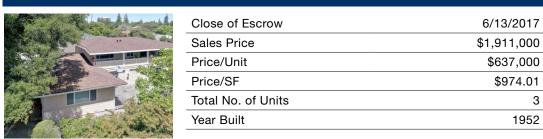


3/16/2017
\$1,942,000
\$647,333
\$742.35
17.98
3
1962

Units	Unit Type
1	1BR/1BA
2	3BR/1BA

178 Permanente Way, Mountain View, CA 94041

Recent Sales



288 Church Street, Mountain View, CA 94041

Units	Unit Type
3	1BR/1BA

736 Muir Drive, Mountain View, CA 94041



	Close of Escrow	6/26/2017
	Sales Price	\$2,240,000
	Price/Unit	\$1,120,000
	Price/SF	\$838.01
	GRM	21.12
	Total No. of Units	2
1	Year Built	1969

Units	Unit Type
1	3BR/2BA
1	2BR/2BA

245 Chiquita Avenue, Mountain View, CA 94041



Close of Escrow	12/21/2016
Sales Price	\$2,180,000
Price/Unit	\$1,090,000
Price/SF	\$711.49
Total No. of Units	2
Year Built	1964

Units	Unit Type
1	3BR/2BA
1	4BR/1BA
1	2BR/1BA

3 1952

Recent Sales



269 West Dana Street, Mountain View, CA 94041



Close of Escrow	6/8/2017
Sales Price	\$2,000,000
Price/Unit	\$1,000,000
Price/SF	\$1,951.22
CAP Rate	1.17%
GRM	40.65
Total No. of Units	2
Year Built	1925

Units	Unit Type
2	1BR/1BA

7

1817 South Springer Road, Mountain View, CA 94040



Close of Escrow	6/14/2017
Sales Price	\$1,800,000
Price/Unit	\$900,000
Price/SF	\$1,070.15
Total No. of Units	2
Year Built	1957

Units	Unit Type
2	2BR/1BA

8

296 Higdon Avenue, Mountain View, CA 94041

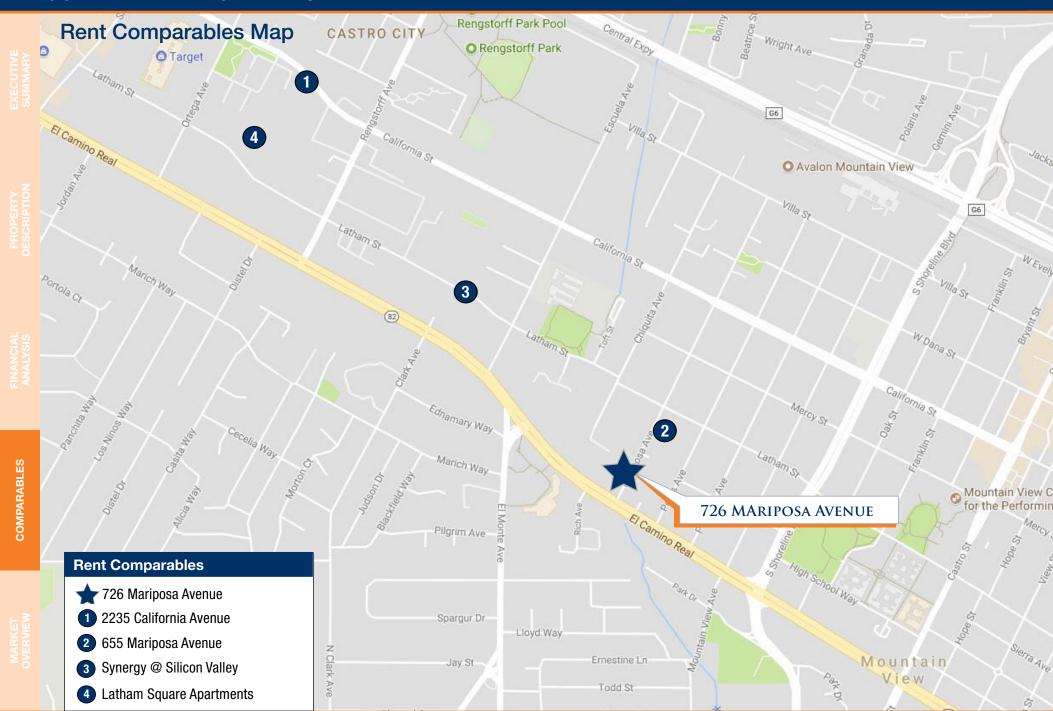


Close of Escrow	3/19/2014
Sales Price	\$2,700,000
Price/Unit	\$540,000
Price/SF	\$836.69
Price/SF	19.79
Total No. of Units	5
Year Built	1961

Units	Unit Type
4	1BR/1BA
1	1BR/1BA

Notes: Inferior Neighborhood and product to the subject property





Rent Comparables



726 Mariposa Avenue, Mountian View, CA 94041



No. of Units:	4
Year Built:	1955

Unit Type	SF	Rent	Rent/SF
3BR/2BA	1,309	\$3,040	\$2.32
Total/Wtd. Avg.	1,309	\$3,040	\$2.32

2235 California Avenue, Mountain View, CA 94040



No. of Units:	88	Unit Type	SF	Rent	Rent/SF
Year Built:	1964	3BR/2BA	1,300	\$3,895	\$3.00
		Total/Wtd. Avg.			

655 Mariposa Avenue, Mountain View, CA 94041



No. of Units:	9
Year Built:	1961

Unit Type	SF	Rent	Rent/SF
3BR/2BA	1,200	\$3,695	\$3.08

Total/Wtd. Avg.

Rent Comparables

3 Synergy @ Silicon Valley

1945 Latham Street, Mountain View, CA 94040



No. of Units:	26
Year Built:	1959

Unit Type	SF	Rent	Rent/SF
3BR/2BA	1,200	\$3,900	\$3.25
Total/Wtd. Avg.			

4 Latham Square Apartments

2250 Latham Street, Mountain View, CA 94040

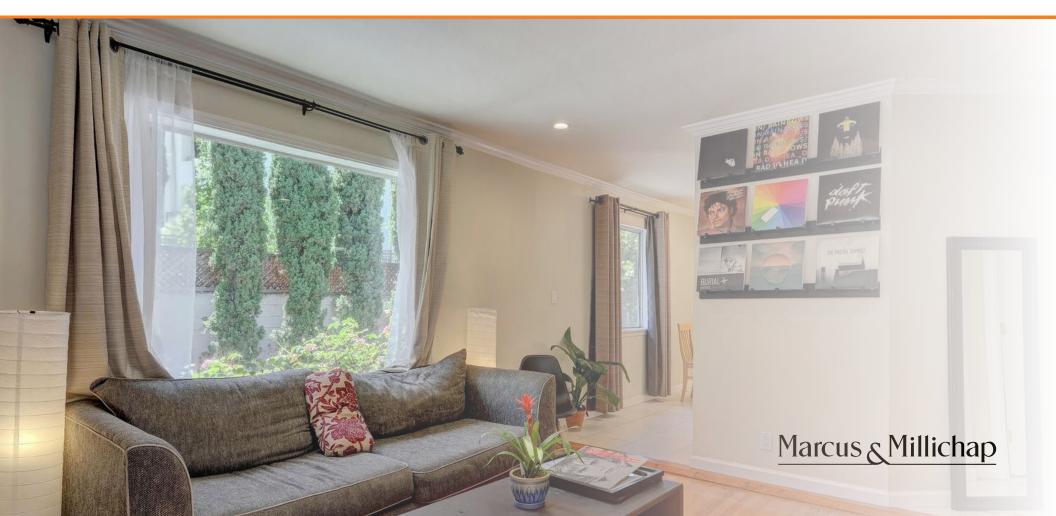


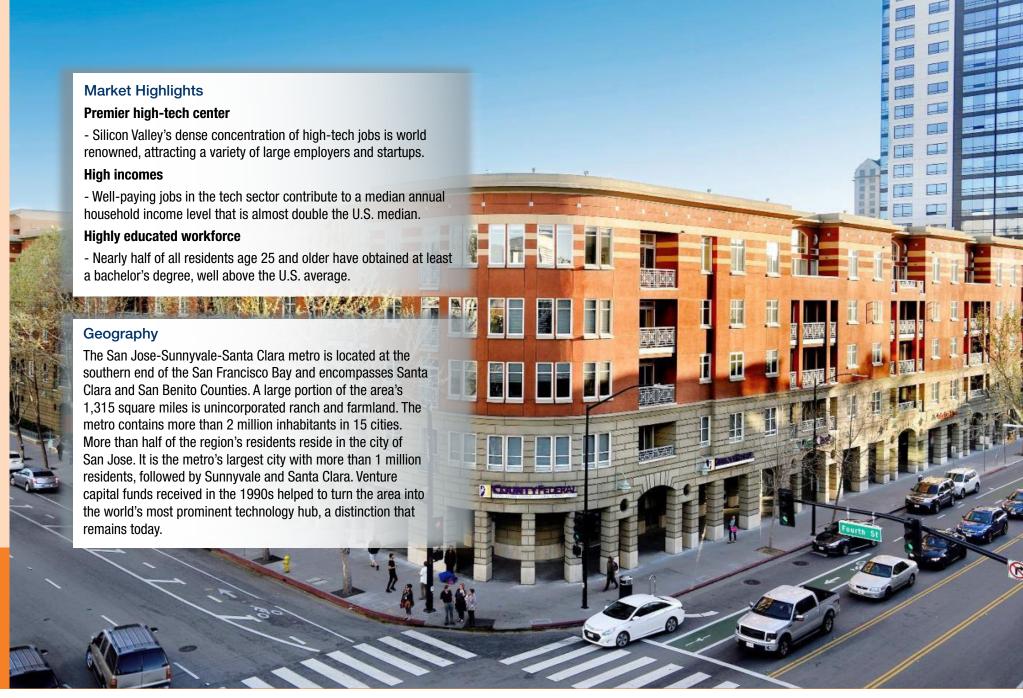
No. of Units:	86
Year Built:	1962

Unit Type	SF	Rent	Rent/SF
3BR/2BA	1,200	\$3,897	\$3.25
Total/Wtd. Avg.			

overview.

MARKET OVERVIEW





Economy

- The San Jose employment base contains more than 1 million workers, ranking the metro as one of the 30 largest job markets in the nation.
- There are various Fortune 500 companies headquartered in San Jose, including Intel, Cisco Systems, Apple Inc., eBay and Google Inc.
- The area's many colleges and universities, including Stanford, San Jose State and Santa Clara, support these companies by graduating thousands of engineering and computer science students into the local workforce.

Demographics

- The metro is expected to add nearly 60,000 people through 2021 and during this time nearly 20,000 households will be formed.
- High home prices contribute to a homeownership rate of 56 percent, which is below the national rate of 64 percent.
- Nearly 50 percent of residents age 25 and older hold a bachelor's degree, including 20 percent who have also obtained a graduate or professional degree.

Quality of Life

The San Jose metro has an enviable combination of major universities that produce a highly educated workforce, cutting-edge firms and exceptional affluence. Residents can visit a plethora of museums including the San Jose Museum of Art and the Tech Museum of Innovation. Santa Clara County is home to performing arts companies and hosts the San Jose Jazz Festival. The San Francisco 49ers play their home games at Levi's Stadium and the San Jose Sharks hockey team plays at the SAP Center. Other sports venues include the San Jose Municipal Stadium and Buck Shaw Stadium. The metro is minutes away from San Francisco and some of the world's finest wine-producing regions, notably the Napa, Sonoma and Alexander valleys.

2016 Population by Age

6% 0-4 YEARS **19**% 5-19 YEARS

6% 20-24 YEARS 30% 25-44 YEARS 26% 45-64 YEARS

12% 65+ YEARS









Employers

Large employers in the San Jose metro include high-tech industry giants Cisco Systems, Apple, eBay, Google and Hewlett-Packard. Many of these large-scale employers are among the top places to work.

Not all of the area's job providers are large corporations. More than 60 percent of companies in San Jose have fewer than five workers. Many of these are small startups or businesses that provide support services to the growing tech industry.

With the return of venture capital flowing into the metro economy, San Jose offers some of the most exciting employment opportunities that the tech world has to offer. Some of today's startups will likely become tomorrow's key players in the industry, a trend that has fostered a lively enterprise culture.

Other major employers are the numerous institutions of higher education that are located in Santa Clara County, including San Jose State University, Stanford and Santa Clara State University. Tens of thousands of jobs are created by these academic institutions.

Major Employers

Cisco Systems

County of Santa Clara

Kaiser Permanente Northern California

Hewlett-Packard Co.

City of San Jose

IBM

eBay

Xilinx

San Jose State University

Apple





Rents

- Tight vacancy amid strong tenant demand is driving rent growth throughout the metro. Year over year in first quarter of 2016, effective rents jumped 7.6 percent to an average of \$2,502 per month. This builds on a 10.3 percent surge in rents one year earlier.
- Over the last four quarters, the North San Jose/Milpitas submarket recorded the greatest rent gain. Here rents soared 10 percent to an average of \$2,675 per month. The leasing of new luxury rentals delivered in the final months of last year contributed to the rise.
- By vintage, complexes built before 1970 were the only tranche to register rent growth of less than 7.0 percent. Here rents rose 6.6 percent to an average of \$2,338 per month. Lower rents can be found in 1970s-era properties at an average of \$2,384 per month, having risen 7.5 percent during the last 12 months.
- Outlook: During 2016, effective rents will climb 5.1 percent to an average of \$2,600 per month, soaring 46.0 percent in the last five years.

Sales Trends

- San Jose apartments are attracting robust investor interest, with local buyers very active. Transaction volume jumped 13 percent year over year in March, following a 16 percent decline in the year earlier period when sales volume was hindered by the availability of marketed properties.
- Robust buyer interest is driving valuations higher. The average price of assets sold during the last four guarters climbed 14 percent to more than \$298,600 per door. Prices varied widely throughout the market. In San Jose, the average was \$236,700 per unit, while assets in Palo Alto garnered more than \$600,000 per door.
- Average cap rates have remained relatively steady in the mid-4 percent range during the last three years. Well-located properties with a lot of upside potential will dip below 3 percent.
- Outlook: The surge in deliveries will provide more buying opportunities at the top end of the market, keeping large funds, life companies and REITs active.



Demographic Summary

POPULATION	1 Miles	3 Miles	5 Miles
2021 Projection			
Total Population	34,458	162,624	332,572
2016 Estimate			
Total Population	33,908	159,570	325,829
• 2010 Census			
Total Population	30,988	147,218	300,430
• 2000 Census			
Total Population	29,646	140,562	279,794
Daytime Population			
2016 Estimate	25,516	208,689	380,886
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
2021 Projection			
Total Households	14,397	66,719	130,719
2016 Estimate			
Total Households	14,217	65,681	128,279
Average (Mean) Household Size	2.36	2.41	2.48
• 2010 Census			
Total Households	12,885	60,057	117,171
• 2000 Census			
Total Households	12,722	58,846	113,867
Growth 2015-2020	1.27%	1.58%	1.90%
HOUSING UNITS	1 Miles	3 Miles	5 Miles
Occupied Units			
2021 Projection	14,397	66,719	130,719
2016 Estimate	14,287	66,543	129,577
Owner Occupied	5,048	33,582	65,127
Renter Occupied	9,169	32,099	63,152
Vacant	70	862	1,298
Persons In Units			
2016 Estimate Total Occupied Units	14,217	65,681	128,279
1 Person Units	34.73%	30.33%	28.26%
2 Person Units	30.48%	32.13%	31.92%
3 Person Units	14.24%	15.91%	16.75%
4 Person Units	12.07%	14.08%	15.01%
5 Person Units	4.78%	4.84%	5.11%
6+ Person Units	3.69%	2.72%	2.96%

IOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
2016 Estimate			
\$200,000 or More	18.73%	24.18%	23.90%
\$150,000 -\$199,000	11.16%	12.68%	12.30%
\$100,000 -\$149,000	18.72%	20.32%	20.22%
\$75,000 -\$99,999	11.27%	9.89%	10.06%
\$50,000 -\$74,999	11.76%	10.81%	10.55%
\$35,000 -\$49,999	8.02%	6.96%	7.08%
\$25,000 -\$34,999	5.39%	4.77%	5.07%
\$15,000 -\$24,999	7.34%	4.88%	4.84%
Under \$15,000	7.63%	5.49%	5.97%
Average Household Income	\$142,175	\$167,585	\$165,831
Median Household Income	\$96,932	\$114,956	\$113,835
Per Capita Income	\$59,651	\$69,057	\$65,600
POPULATION PROFILE	1 Miles	3 Miles	5 Mile
Population By Age			
2016 Estimate Total Population	33,908	159,570	325,82
Under 20	21.45%	22.87%	23.75%
20 to 34 Years	27.55%	20.50%	21.78%
35 to 39 Years	9.26%	7.94%	7.65%
40 to 49 Years	15.05%	15.32%	14.70%
50 to 64 Years	16.47%	18.93%	18.24%
Age 65+	10.23%	14.45%	13.90%
Median Age	35.5	39.16	37.89
Population 25+ by Education Level			
2016 Estimate Population Age 25+	24,474	115,865	229,222
Elementary (0-8)	4.38%	2.36%	2.39%
Some High School (9-11)	3.75%	2.82%	2.68%
High School Graduate (12)	10.44%	9.20%	9.13%
Some College (13-15)	13.28%	12.16%	12.37%
Associate Degree Only	5.48%	4.76%	4.70%
Bachelors Degree Only	27.09%	29.15%	29.57%
Graduate Degree	34.00%	38.71%	38.41%
Population by Gender			
2016 Estimate Total Population	33,908	159,570	325,82
Male Population	51.70%	50.07%	50.23%
Female Population	48.30%	49.93%	49.77%

Demographic Summary

Geography: 5 Miles

Population

In 2016, the population in your selected geography is 33,908. The population has changed by 14.38% since 2000. It is estimated that the population in your area will be 34,458.00 five years from now, which represents a change of 1.62% from the current year. The current population is 51.70% male and 48.30% female. The median age of the population in your area is 35.50, compare this to the US average which is 37.68. The population density in your area is 10,783.49 people per square mile.

Households

There are currently 14,217 households in your selected geography. The number of households has changed by 11.75% since 2000. It is estimated that the number of households in your area will be 14,397 five years from now, which represents a change of 1.27% from the current year. The average household size in your area is 2.36 persons.

Income

In 2016, the median household income for your selected geography is \$96,932, compare this to the US average which is currently \$54,505. The median household income for your area has changed by 48.29% since 2000. It is estimated that the median household income in your area will be \$123,148 five years from now, which represents a change of 27.05% from the current year.

The current year per capita income in your area is \$59,651, compare this to the US average, which is \$29,962. The current year average household income in your area is \$142,175, compare this to the US average which is \$78,425.

Race and Ethnicity

The current year racial makeup of your selected area is as follows: 54.64% White, 1.97% Black, 0.42% Native American and 24.47% Asian/Pacific Islander. Compare these to US averages which are: 70.77% White, 12.80% Black, 0.19% Native American and 5.36% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 27.00% of the current year population in your selected area. Compare this to the US average of 17.65%.

Housing

The median housing value in your area was \$923,506 in 2016, compare this to the US average of \$187,181. In 2000, there were 4,504 owner occupied housing units in your area and there were 8,218 renter occupied housing units in your area. The median rent at the time was \$1,079.

Employment

In 2016, there are 12,881 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 76.88% of employees are employed in white-collar occupations in this geography, and 22.86% are employed in blue-collar occupations. In 2016, unemployment in this area is 3.46%. In 2000, the average time traveled to work was 24.00 minutes.

Demographic data @ 2015 by Experian/Applied Geographic Solutions.





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