



CAMACHO
COMMERCIAL
REAL ESTATE SERVICES

ORCHARD STREET SENIOR LIVING

Fully Entitled Assisted Living & Memory Care Development

Arroyo Grande, California

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EXECUTIVE SUMMARY

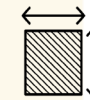
A Fully Approved Opportunity in the Growing Central Coast Senior Housing Market

The Orchard Street Senior Living Project offers a premier investment and development opportunity in the heart of Arroyo Grande, CA. This 93,513 SF assisted living and memory care campus has received full entitlement approvals, making it a true shovel-ready development. The project includes 98 units and 114 beds across a thoughtfully designed two-story facility, with distinct wings for Assisted Living (AL) and Memory Care (MC).

Located on a 3-acre site just 0.25 miles from Highway 101 and minutes from downtown Arroyo Grande, the property benefits from excellent accessibility, scenic surroundings, and a growing senior population. The development features a mix of studio, 1-bedroom, and 2-bedroom units and offers best-in-class amenities designed to promote dignity, care, and community.



PROJECT HIGHLIGHTS



93,513 SF two-story building on 3.0 acres



98 units
114 licensed beds



Fully entitled, development-ready



Distinct AL and MC wings with separate amenities



Strong market fundamentals and senior demand in the region

TRANSACTION OVERVIEW

The Orchard Street Senior Living project represents a rare opportunity to acquire a **shovel-ready senior housing development** in California's Central Coast.

With full entitlements, architectural plans, and site control in place, the project is ideal for:

- Developers seeking to expand their senior housing portfolio
- Owner willing to carry up to \$3,000,000 in seller financing
- Investment groups or capital partners looking for a high-potential, low entitlement-risk project
- Operators interested in entering the Arroyo Grande market with a custom-designed facility

Offered Materials Include:

- Full entitlement approval documents
- Development summary and 5-year financial pro forma
- Architectural site plans, renderings, and elevations
- Certificate of authenticity and ownership history (COA)

THE OFFERING

Address	605 Orchard St, Arroyo Grande, CA
Asking Price	\$6,900,000 \$6,495,000
Seller Financing Available	Up to \$3,000,000
Inclusion	Land and fully approved entitlements, including site plans, elevations, renderings, and submittal documents
Transaction Type	Sale of Land and Development Package
Status	Fully-entitled and shovel-ready
Delivery	Documents and plans available upon execution of NDA

INVESTMENT SUMMARY

Land/Entitlement Cost	\$6,495,000 (13.40%)
Total Development Cost	\$48,480,000
Construction Loan	\$33,936,000 (70% LTC) Interest-only at 7.0%

CONSTRUCTION DEBT TERMS

Interest Rate	7.0% only
Monthly Interest Payment	\$197,960
Annual Interest Payment	\$2,375,520

PROPERTY OVERVIEW

The facility consists of a total of 98 units and 114 beds within a single two-story building. The building and grounds are designed with an inward facing approach that provides for both the safety of its residents as well as access to the surrounding neighborhood amenities. Additionally, the facility is designed in a **“Donut shape”**, with two separate wings, one specifically for assisted living residents and the other for memory care needs. Each wing will have its own common and private dining facilities and amenity areas.

The residential quarters include a mixture of unit sizes ranging from 387 square-foot studios to 930 square foot, two-bedroom units. There are a variety of common-space features and amenities within the facility, including dining rooms, bistros, libraries, internet lounges, theater, recreational areas, as well as outdoor lounges, barbeques and gardening areas.

This campus is designed to create a small village environment that provides many of the functional and social needs of its residents. The commercial kitchen and dining facilities provide three meals daily, including diabetic and special needs dietary supplements. Care levels for the residents range from providing basic daily necessities to cognitive therapy, constant care, and rehabilitation.

This campus is a testament to the fact that urban living doesn't have to be isolating. By designing a campus that functions like a small village, we can create an environment that not only meets the functional needs of its residents but also fosters a sense of community and social interaction. This innovative approach to urban living is indeed a step towards creating more sustainable and socially inclusive cities.



DEVELOPMENT BUDGET

	Current Budget	Cost per Sq Ft	Cost per Unit	Percent
Land Cost	6,495,000.00	69.46	66,275.51	13.40%

CONSTRUCTION COSTS

Hard Costs	28,450,000.00	304.24	290,306.12	58.68%
General Condition	1,000,000.00	10.69	7,142.86	2.06%
GC Overhead & Contigencies	2,800,000.00	29.94	28,571.43	5.78%
Total	\$32,250,000.00	\$344.87	\$297,448.98	66.52%

SOFT COSTS

Architectural / Engineering	Included in Land Cost			
Furniture, Fixtures and equipment	950,000.00	10.16	9,693.88	1.96%
Off site work / sewer	600,000.00	6.42	6,122.45	1.24%
Permits and Fees	800,000.00	8.55	8,163.27	1.65%
Legal / Professional	350,000.00	3.74	3,571.43	0.72%
Real Estate Taxes	240,000.00	2.57	2,448.98	0.50%
Insurance and Bonds	600,000.00	6.42	6,122.45	1.24%
Construction/ops, interest reserves	2,600,000.00	27.80	26,530.61	5.36%
Marketing	150,000.00	1.60	1,530.61	0.31%
Financing costs	440,000.00	4.71	4,489.80	0.91%
Contingency	1,000,000.00	10.69	10,204.08	2.06%
Developer Fee	1,600,000.00	17.11	16,326.53	3.30%
Total	\$9,330,000.00	\$99.77	\$95,204.08	19.25%

TOTAL COST OF DEVELOPMENT	\$48,075,000.00	\$514.11	\$490,561.00	
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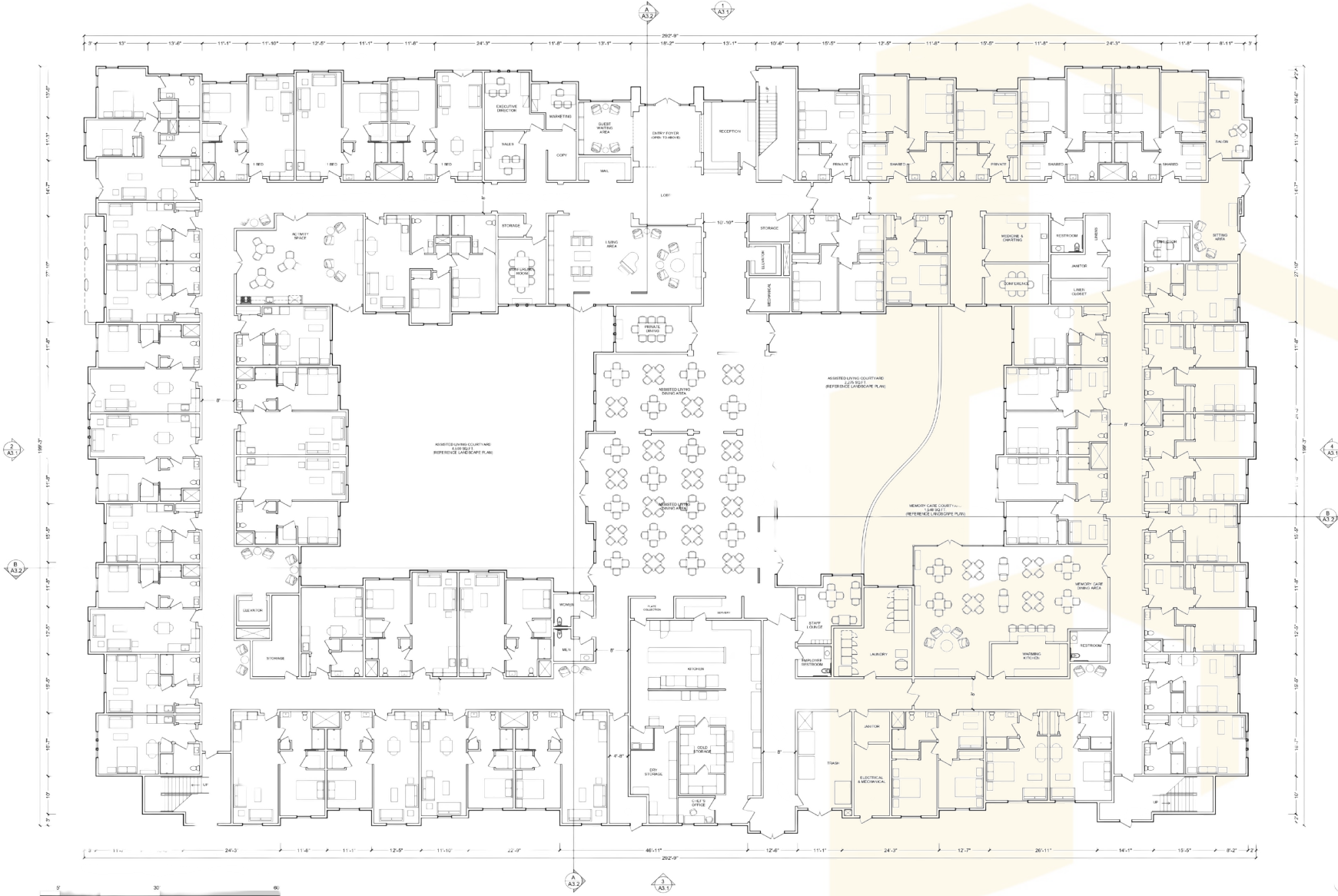
UNIT MIX & RENT ROLL

Unit Type	Count	SF	Rent	Monthly GPR	Annual GPR
AL Studio	31	387	5,356.00	166,036.00	1,992,432.00
AL 1BR/1BA	41	626	6,695.00	274,495.00	3,293,940.00
AL 2BR/1BA	6	930	7,725.00	46,350.00	556,200.00
MC Private	10	387	8,961.00	89,610.00	1,075,320.00
MC Shared	10	626	14,008.00	140,080.00	1,680,960.00

5-YEAR CASH FLOW MODEL

Year	Occupancy	Gross Income	Expenses (55%)	NOI	Debt Service	Income After Debt
1	65%	8,598,852.00	3,074,089.59	2,515,164.21	2,375,520.00	139,644.21
2	93%	8,942,806.08	4,574,245.31	3,742,564.34	2,375,520.00	1,367,044.34
3	95%	9,300,518.32	4,859,520.82	3,975,971.58	2,713,758.38	1,262,213.20
4	97%	9,672,539.06	5,160,299.59	4,222,063.30	2,713,758.38	1,508,304.92
5	97%	10,059,440.62	5,366,711.57	4,390,945.83	2,713,758.38	1,677,187.45

FLOOR PLANS



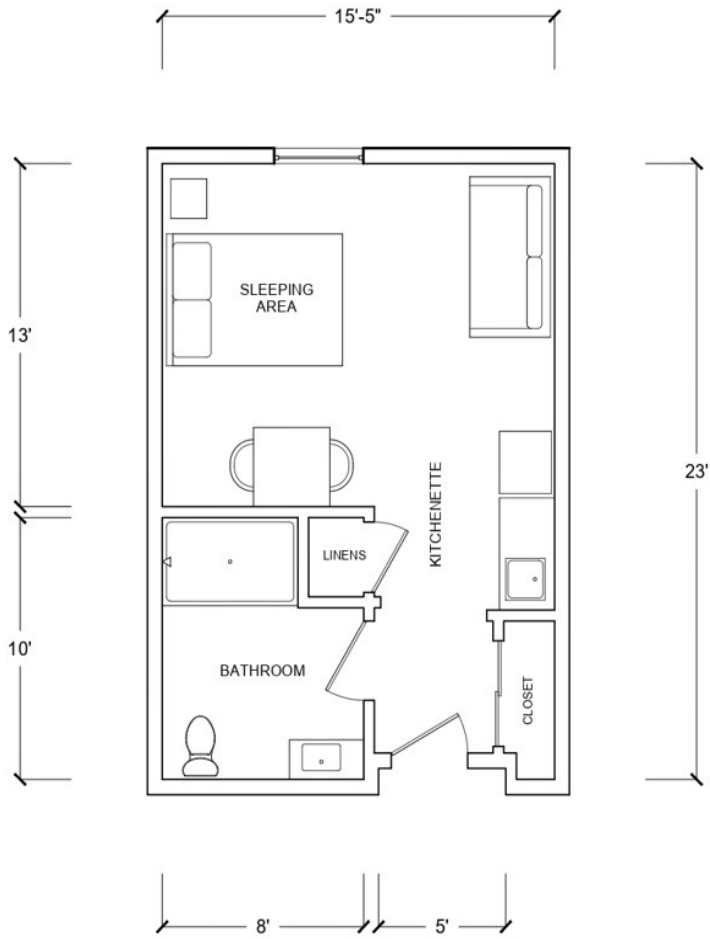
FIRST FLOOR

FLOOR PLANS

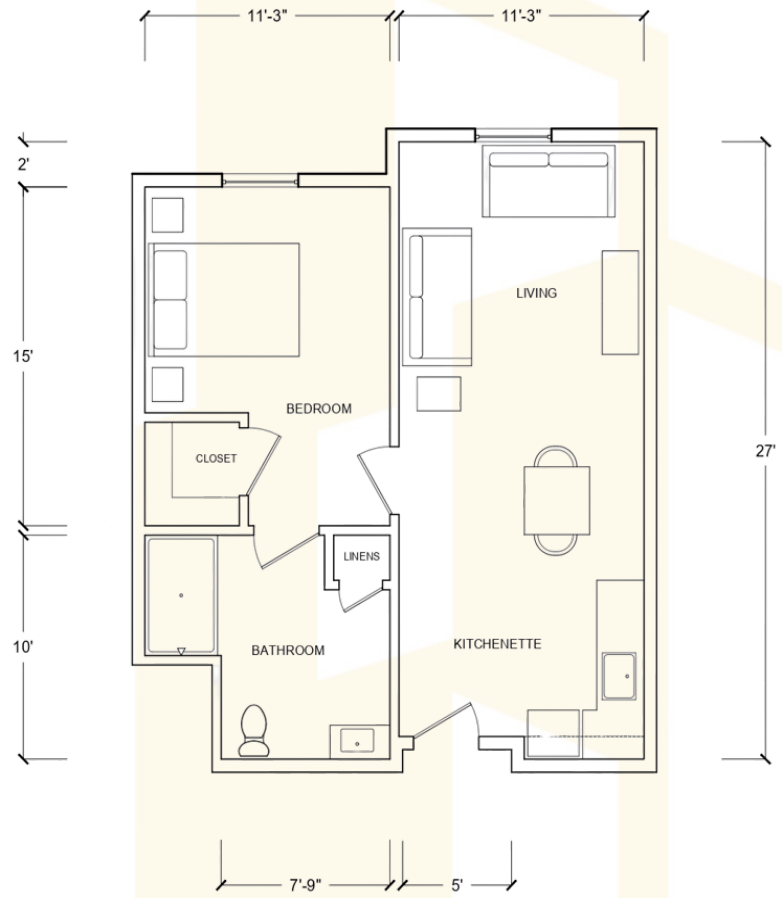


SECOND FLOOR

ASSISTED LIVING UNIT PLANS

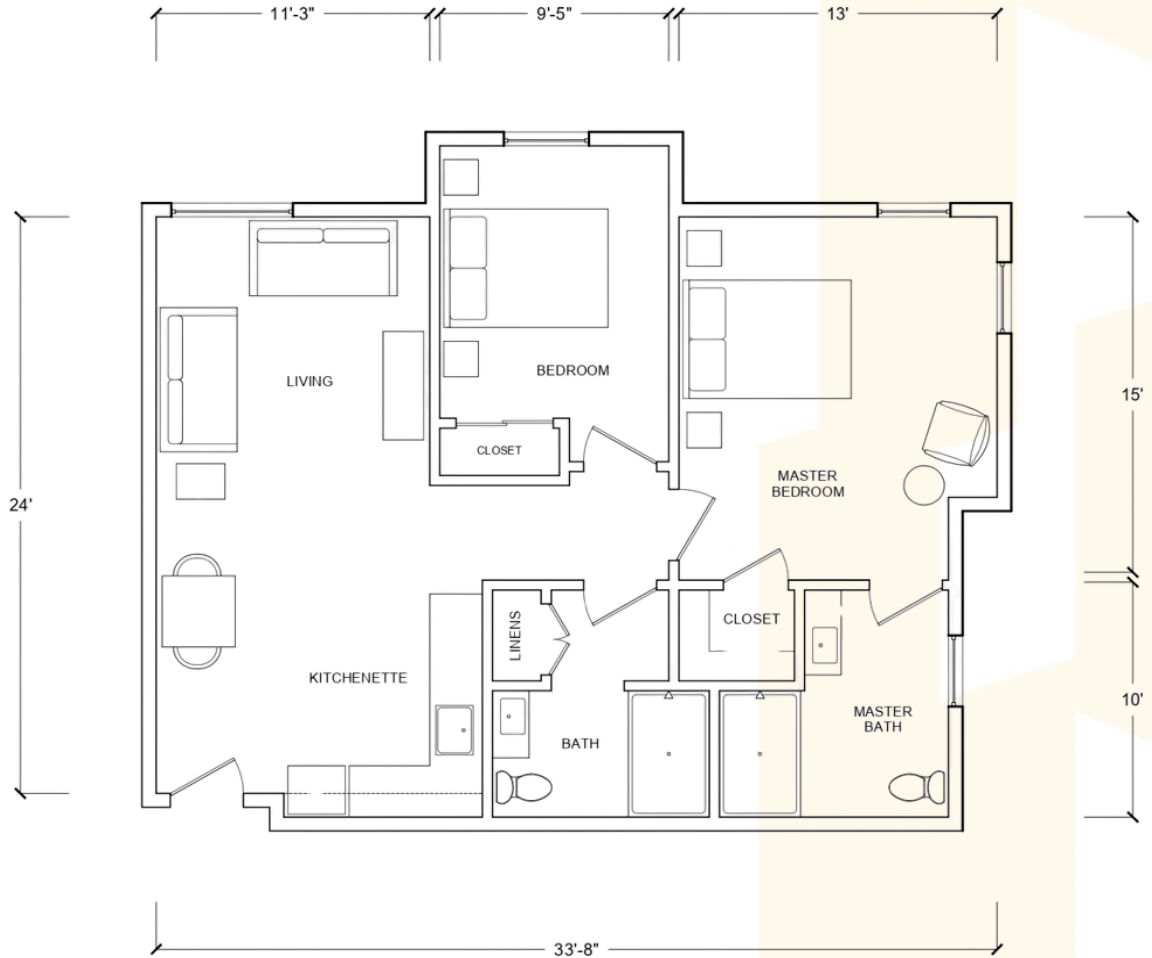


STUDIO TYPE
387 SF



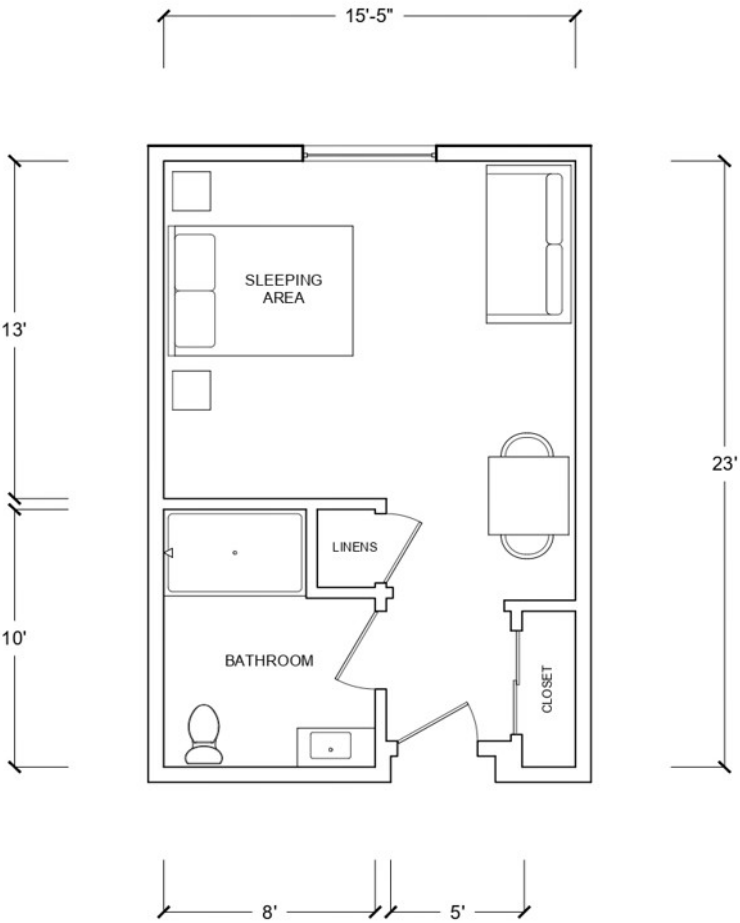
1 BEDROOM
626 SF

ASSISTED LIVING UNIT PLANS

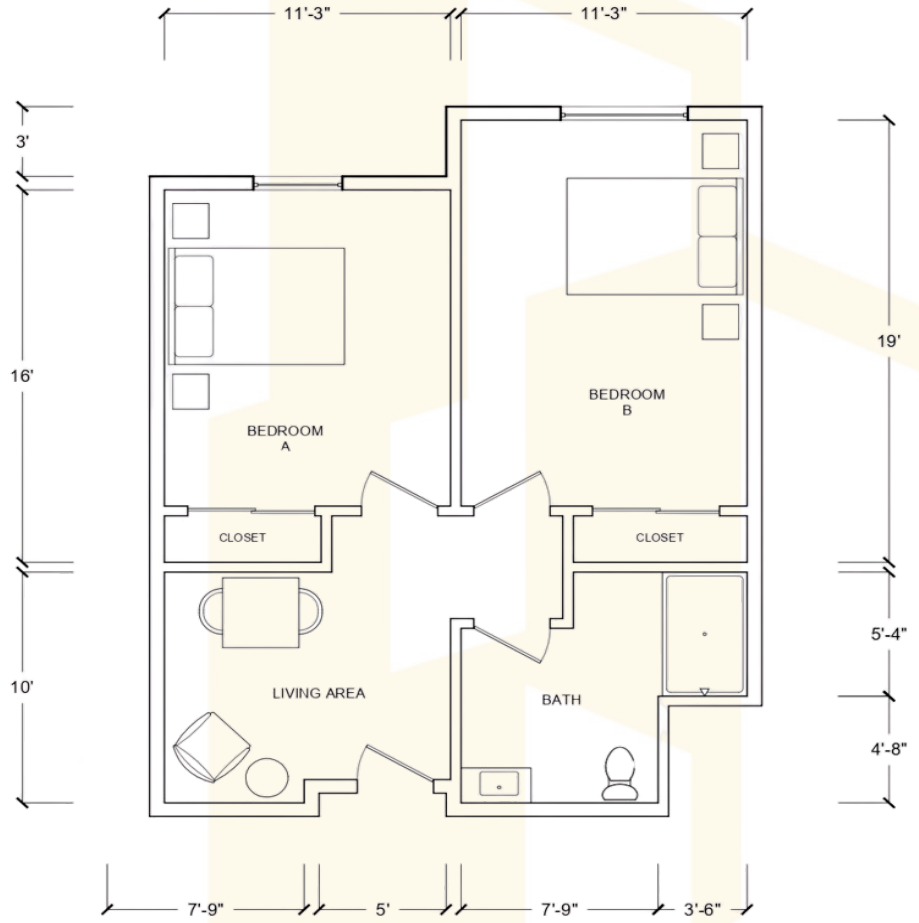


2 BEDROOMS
930 SF

MEMORY CARE UNIT PLANS



PRIVATE
387 SF



SHARED
626 SF

MARKET COMPARABLES

The Arroyo Grande senior housing market is defined by limited existing supply and healthy operating performance among current communities. The competitive set includes only 5 comparable properties totaling approximately 490 units, with an average occupancy of about 86%. This indicates that existing inventory is already serving a substantial level of demand and supports the case for additional assisted living and memory care product in the market.

Project	Orchard Street Senior Living	Primary Market Area Total or Average	Casa Rosa Elder Care	Cuesta Rosa Residence	Merrill Gardens at Santa Maria	The Oaks at Nipomo	Wyndham Residence
Address	605 Orchard St, Arroyo Grande, CA 93420		2172 S Halcyon Rd, Arroyo Grande, CA 93420	1691 Fredericks St, San Luis Obispo, CA 93405	1220 Suey Road, Santa Maria, CA 93454	177 Mary Ave, Nipomo, CA 93444	222 S Elm St, Arroyo Grande, CA 93420
Date Opened		2014	2010	2010	2021	2017	2012
IL Units	0	30	0	0	30	0	0
AL Units	78	403	15	36	200	80	72
MC Units	20	57	0	0	36	21	0
Total Units	98	490	15	36	266	101	72
Reported Occupancy		86%	73%	100%	80%	98%	85%
Licensed Beds	114	582	18	40	330	122	72

Legend:

- IL - Independent Living
- AL - Assisted Living
- MC - Memory Care

Scan the QR Code to view full Comparable Report or click [HERE](#).



MARKET COMPARABLES - PRICING

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ASSISTED LIVING							
Min. SF (Studio)	387	307	N/A	204	410	385	230
Price Starts at	\$5,356	\$6,960	\$9,950	\$10,300	\$4,180	\$5,195	\$5,175
Min. SF (1BR)	626	432	-	-	449	466	380
Price Starts at	\$6,695	\$5,888	-	-	\$5,030	\$6,095	\$6,540
Min. SF (2BR)	930	765	-	-	779	900	615
Price Starts at	\$7,725	\$8,342	-	-	\$5,680	\$7,595	\$11,750
MEMORY CARE							
Min. SF (Shared)	626	446	-	-	-	446	-
Price Starts at	\$7,004	\$5,995	-	-	-	\$5,995	-
Min. SF (Private)	387	364	-	-	410	317	-
Price Starts at	\$8,961	\$8,288	-	-	\$8,680	\$7,895	-

DEMOGRAPHICS - HOUSING

	1 MILE	3 MILES	5 MILES	10 MILES
GROSS RENT				
Median Rent	\$2,055	\$2,009	\$2,034	\$2,058
Projected Median Rent by 2030	\$2,395	\$2,823	\$2,703	\$2,728
Projected Median Rent Growth by 2030 (Annualised)	2.4%	5.8%	4.7%	4.7%
HOUSEHOLD INCOME				
Median House Hold Income	\$100,262	\$97,000	\$102,894	\$107,911
Projected Median House Hold Income by 2030	\$144,646	\$130,639	\$143,483	\$137,389
Projected Median House Hold Income Growth by 2030 (Annualised)	6.3%	5.0%	5.6%	3.9%
ASKING PRICE FOR HOME				
Over 500K	0	83	354	447
Over \$1m	0	63	301	301
Over \$2m	0	0	0	0
Median Asking Home Price	N/A	\$634,375	\$834,588	\$727,920
Projected Median Asking Home Price by 2030	\$1,135,947	\$1,087,692	\$1,267,327	\$1,235,465
Projected Median Asking Home Price Growth by 2030 (Annualised)	N/A	10.2%	7.4%	10.0%

DEMOGRAPHICS - SENIOR POPULATION

	1 MILE	3 MILES	5 MILES	10 MILES
POPULATION 65+				
Population Male 65+	634	4,898	6,726	10,277
Population Female 65+	920	6,167	7,989	12,209
Projected 65+ by 2030	1,607	11,119	15,200	23,899
Projected 65+ Growth by 2030	3.41%	0.49%	3.30%	6.28%
POPULATION 75+				
Population Male 75+	328	2,172	2,807	4,205
Population Female 75+	542	2,884	3,584	4,948
Projected 75+ by 2030	907	5,051	6,393	9,425
Projected 75+ Growth by 2030	4.25%	-0.10%	0.03%	2.97%
POPULATION 85+				
Population Male 85+	128	748	917	1,127
Population Female 85+	127	788	960	1,271
Projected 85+ by 2030	310	1,699	2,034	2,506
Projected 85+ Growth by 2030	21.57%	10.61%	8.36%	4.50%



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