

21 DETACHED SINGLE-FAMILY HOME DEVELOPMENT OPPORTUNITY

1960 Maciel Road - Santa Cruz, California



Marcus & Millichap

Marcus & Millichap

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 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 Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, 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.

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express 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 is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2024 Marcus & Millichap. All rights reserved.







TABLE OF CONTENTS

- 1 Executive Summary
- 2 Location Overview
- 3 Project Summary
- 4 Market Data

KIRK TRAMMELL

Executive Managing Director Investments
kirk.trammell@marcusmillichap.com
Office: 650.391.1809 | License CA 01038657

JOSHUA JOHNSON

First Vice President Investments
joshua.johnson@marcusmillichap.com
Office: 650.391.1784 | License CA 01930127

DAVID CUTLER

First Vice President Investments
david.cutler@marcusmillichap.com
Office: 650.391.1753 | License CA 01514751

1

EXECUTIVE SUMMARY



EXECUTIVE SUMMARY

THE OFFERING

Price	\$7,500,000
Product Type	Detached Single-Family Residential
No. of Homes	21
Architectural Firm	Hunt Hale Jones Architects
Civil Engineering	C2G
Landscape Architect	Isaacson, Wood & Associates
Density	10 DU/AC
Gross Site Size	2.37 Acres
Net Site Size	2.10 Acres
Assessor's Parcel Numbers	029-391-09-000
Zoning	SU-D, Special Use
General Plan	R-UL, Urban Low Residential

THE PLANS

Floorplan	Home Count	Bed / Bath	Garage	Size Range
Plan 1	4	3 Bed / 2.5 Baths	2 Spaces (Tandem)	1,670 - 1,799 SF
Plan 2	8	3 Beds / 3 Baths	2 Spaces	2,291 - 2,320 SF
Plan 3	9	3 Beds / 3 Baths	2 Spaces	2,276 - 2,330 SF

*Project includes three BMR homes





INVESTMENT HIGHLIGHTS

- » Approved tentative map for 21 detached single-family residences
- » Live Oak had a median detached home price of \$1,497,500 as of Q3 2024
- » Median household income of \$87,220 within 5-mile radius, compared to the U.S. average of \$68,480.
- » Excellent access to Highway 1 from interchanges at Soquel Drive at 41st Avenue
- » Whole Foods, Trader Joe's, Target, and CVS are less than one mile away, along with dozens of restaurants, stores, and personal service businesses
- » Less than two miles to Capitola Village and multiple beaches
- » Walking distance to Chanticleer Avenue County Park
- » University of California Santa Cruz is just under seven miles from the subject site
- » The economy in Santa Cruz is centered around the technology and education sectors, as well tourism and agriculture
- » Santa Cruz is also a popular tourist destination and has many attractions, including the famous Beach Boardwalk

PROJECT LOCATION



Maciel Avenue

2

MARKET OVERVIEW



REGIONAL HIGHLIGHTS

SANTA CRUZ

Located on the coast of central California, 70 miles south of San Francisco, Santa Cruz is known for its beaches, surf culture and historic landmarks. The metro includes Natural Bridges State Beach, as well as the Monarch Butterfly Natural Preserve and a State Marine Reserve. Aside from its famous beaches, Santa Cruz has a rich cultural background. Furthermore, the University of California, Santa Cruz has an enrollment of nearly 18,000 undergraduate students, contributing to a median age under 40.



* Forecast
Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

METRO HIGHLIGHTS



HIGHER EDUCATION

The University of California, Santa Cruz is among 10 campuses in the University of California system, and is nationally ranked for its astronomy and space science programs.



PROMINENT TOURISM SECTOR

Santa Cruz's mild year-round weather supports a thriving tourism market, with the city cited as a top California locale for family trips.



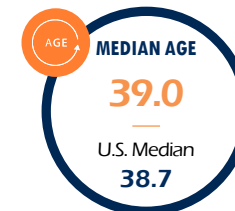
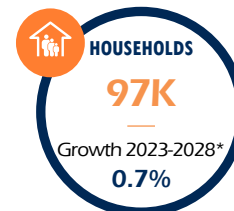
OUTDOOR ATTRACTIONS

The metro's beaches and natural surroundings offer opportunities to see the California gray whale migration, monarch butterflies at Natural Bridges and seals at Año Nuevo State Park.

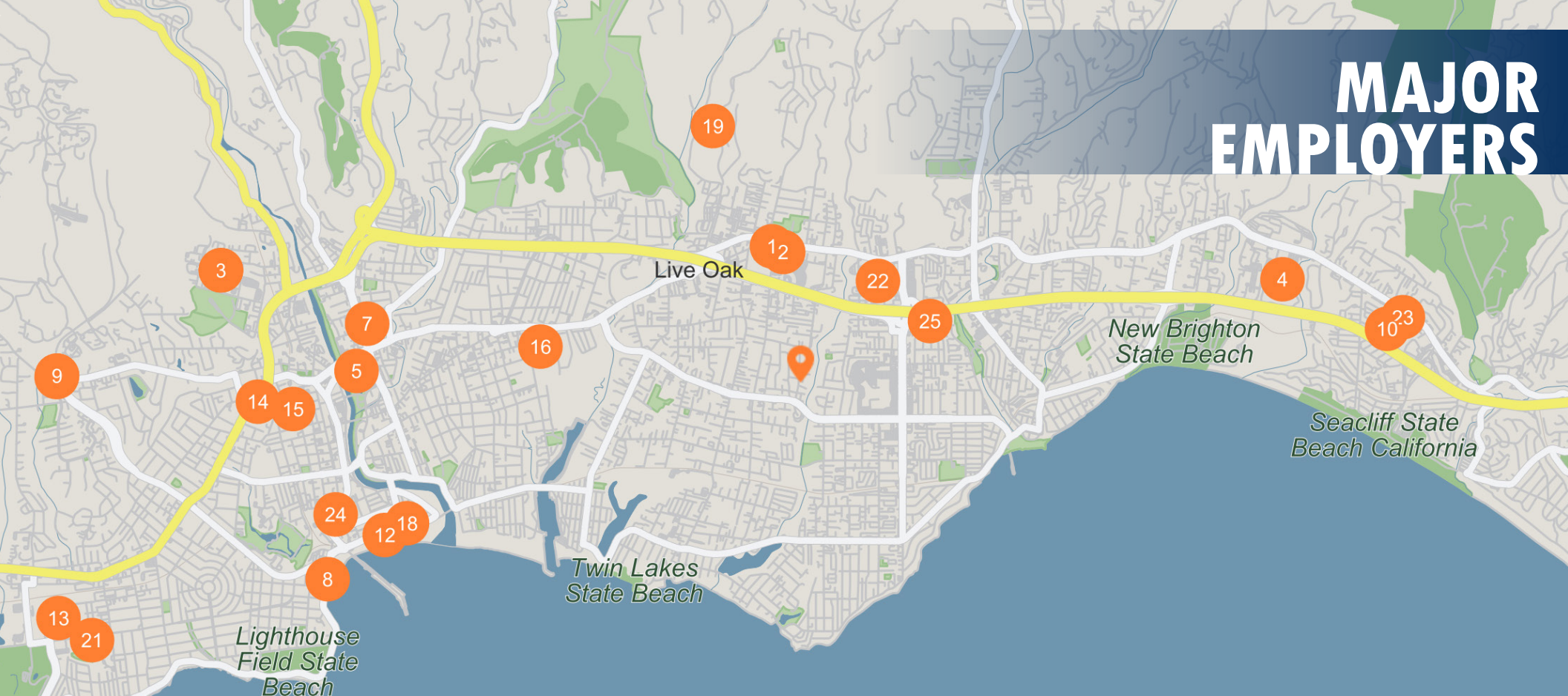
ECONOMY

- Major employers in the area outside of government include UC Santa Cruz, Palo Alto Medical Foundation and the County of Santa Cruz.
- Near-daily farmer's markets and a plethora of farms in the county fuel a growing tourist interest in agritourism, benefiting local agricultural business owners.
- Santa Cruz houses over 600 farms, with the top crops being berries, vegetables, lettuce, apples and brussels sprouts. The area is also home to thousands of bee colonies for honey.
- The Santa Cruz Beach Boardwalk attracts around 3 million people every year.

DEMOGRAPHICS



MAJOR EMPLOYERS



MAJOR EMPLOYERS

	EMPLOYEES
1 Santa Cruz Medical Foundation	1,197
2 Santa Cruz Medical Foundation	1,176
3 Plantronics Inc.	1,036
4 Cabrillo Community College District	980
5 County of Santa Cruz	976
6 Joby Aero Inc.	665
7 American Medical Response Inland	639
8 Santa Cruz Seaside Company - Sea & Sand Inn	507
9 University of California Santa Cruz	483
10 Seagate Technology LLC	416
11 Joby Aviation Inc.	365
12 Santa Cruz Seaside Company - Santa Cruz Beach Boardwalk	299
13 Harmony Foods LLC	270

EMPLOYEES

MAJOR EMPLOYERS

	EMPLOYEES
14 National Security Industries - National Security Santa Cruz	253
15 City of Santa Cruz	250
16 Dominican Hospital Foundation - Dominican Rehab Services	244
17 UC Santa Cruz Info Tech Services - Emergency Response Center	228
18 Whittings Food Concessions Inc.	200
19 Chaminade Ltd - Chaminade At Santa Cruz	200
20 UCSC Foundation Carriage House - University Advancement	196
21 Affiliate Traction	166
22 Junopacific Inc.	150
23 Aegis Senior Communities LLC - Aegis Assisted Living	146
24 Regent Assisted Living Inc. - Sunshine Villa Assisted Living	143
25 Capitola Imports Inc. - Toyota of Santa Cruz	140

EMPLOYEES

LOCAL DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2028 Projection	21,780	75,306	125,020
2023 Estimate	21,773	75,376	125,148
Growth 2023 - 2028	0.03%	-0.09%	-0.10%
2010 Census	21,638	75,839	123,841
2020 Census	21,784	76,617	127,280
Growth 2010 - 2020	0.67%	1.03%	2.78%

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2028 Projection Total Households	8,619	31,755	49,042
2023 Estimate Total Households	8,614	31,807	49,127
Growth 2023-2028	0.06%	-0.16%	-0.17%
2010 Census Total Households	8,354	31,809	48,933
2020 Census Total Households	8,612	31,806	49,117
Growth 2010-2020	3.10%	-0.01%	0.38%

INCOME - 2023 ESTIMATE	1 MILE	3 MILES	5 MILES
\$200,000 or More	11.69%	15.90%	18.53%
\$150,000 - \$199,999	7.56%	8.57%	9.49%
\$100,000 - \$149,999	16.61%	15.26%	16.01%
\$75,000 - \$99,999	12.59%	12.29%	12.13%
\$50,000 - \$74,999	16.87%	13.77%	12.87%
\$35,000 - \$49,999	9.82%	9.51%	8.69%
\$25,000 - \$34,999	8.54%	7.38%	6.54%
\$15,000 - \$24,999	7.93%	7.75%	7.01%
\$10,000 - \$14,999	3.53%	4.04%	3.56%
Under \$9,999	4.86%	5.54%	5.17%
Ave. Household Income	\$110,979	\$126,618	\$136,858
Median Household Income	\$72,406	\$78,876	\$87,220
Est. Per Capita Income	\$44,405	\$54,103	\$55,162

2023 OCCUPIED UNITS	1 MILE	3 MILES	5 MILES
Owner Occupied	4,707	16,131	26,879
Renter Occupied	3,908	15,676	22,248
Vacant	562	3,733	5,957
2020 Average Persons Per HH	2.46	2.30	2.35

2023 PERSONS IN UNIT	1 MILE	3 MILES	5 MILES
2023 Person in Units	8,614	31,807	49,127
1 Person Units	30.50%	33.59%	31.30%
2 Person Units	31.38%	33.65%	34.23%
3 Person Units	15.55%	14.10%	14.87%
4 Person Units	14.02%	11.89%	12.70%
5 Person Units	4.65%	3.88%	4.01%
6+ Person Units	3.91%	2.88%	2.90%

DEMOGRAPHIC SUMMARY



POPULATION

In 2023, the population in Santa Cruz is 125,148. The population has changed by 1.06% since 2010. It is estimated that the population will be 125,020 five years from now, which represents a change of -0.1% from now. The current population is 49.2% male and 50.8% female. The median age of the population in Santa Cruz is 39.4, compared with the U.S. average, which is 38.7. The population density is 1,592 people per square mile.



HOUSEHOLDS

There are currently 49,127 households in Santa Cruz. The number of households has changed by 0.40% since 2010. It is estimated that the number of households in Santa Cruz will be 49,042 five years from now, which represents a change of -0.2% from now. The average household size is 2.4 people.



INCOME

In 2023, the median household income in Santa Cruz is \$87,220, compared with the U.S. average of \$68,480. The median household income in Santa Cruz has changed by 50.92% since 2010. It is estimated that the median household income will be \$102,725 five years from now, which represents a change of 17.8% from now. The current year per capita income in Santa Cruz is \$55,162, compared with the U.S. average, which is \$39,249. The average household income in Santa Cruz is \$136,858, compared with the U.S. average of \$100,106.



EDUCATION

In 2023, Santa Cruz had a higher level of educational attainment when compared with the U.S. averages. 21.4% of the residents had earned a graduate degree compared with the national average of only 12.7% and 27.3% completed a bachelor's degree, compared with the national average of 20.2%. The number of area residents with an associate degree was also higher than the nation's at 9.1% vs. 8.5%, respectively.



HOUSING

The median housing value in Santa Cruz was \$797,650 in 2023, compared with the U.S. median of \$268,796. In 2010, there were 25,414.00 owner-occupied housing units and 23,516.00 renter-occupied housing units.



EMPLOYMENT

In 2023, 76,283 people in Santa Cruz were employed. The 2010 Census revealed that 69.6% of employees are in white-collar occupations in this geography, and 12.6% are in blue-collar occupations. In 2023, unemployment in this area was 4.0%. In 2010, the average time traveled to work was 25 minutes.

UC SANTA CRUZ

The University of California, Santa Cruz is a public land-grant research university in Santa Cruz, California. It is one of the ten campuses in the University of California system. Located on Monterey Bay, on the edge of the coastal community of Santa Cruz, the main campus lies on 2,001 acres (810 ha) of rolling, forested hills overlooking the Pacific Ocean. As of Fall 2023, its ten residential colleges enroll some 17,812 undergraduate and 1,952 graduate students. Satellite facilities in other Santa Cruz locations include the Coastal Science Campus and the Westside Research Park and the Silicon Valley Center in Santa Clara, along with administrative control of the Lick Observatory near San Jose in the Diablo Range and the Keck Observatory near the summit of Mauna Kea in Hawaii. UCSC prides itself on being known for impactful research, teaching, and public service, and leading at the intersection of innovation, social justice, and sustainability.

Founded in 1965, UC Santa Cruz began with the intention to showcase progressive, cross-disciplinary undergraduate education, innovative teaching methods and contemporary architecture. The residential college system consists of ten small colleges that were established as a variation of the Oxbridge collegiate university system.

Among the faculty are Nobel Prize laureates, Rhodes Scholars, Fulbright Scholars, Breakthrough Prize in Life Sciences recipients, 16 members of the National Academy of Sciences, 29 members of the American Academy of Arts and Sciences, and 46 members of the American Association for the Advancement of Science. UC Santa Cruz alumni includes ten Pulitzer Prize winners, with a total of 12 Pulitzers awarded, seven MacArthur 'genius' Awards fellows, Rhodes Scholars, Fulbright Scholars, and Marshall Scholars, amongst others. UC Santa Cruz is classified among "R1: Doctoral Universities – Very high research activity". The university is also a member of the Association of American Universities.



PARKS AND RECREATION



Santa Cruz is home to several state parks and beaches, including Lighthouse Field State Beach, Natural Bridges State Beach, Santa Cruz Mission State Historic Park, Twin Lakes State Beach, and Seabright State Beach. There are three greenbelt open space properties along the city limits, including Arana Gulch, Moore Creek, and Pogonip. Residents and visitors can also enjoy five community parks and eighteen neighborhood parks.



Natural Bridges State Marine Reserve is a marine protected area off the coast at the northern edge of Santa Cruz. Like underwater parks, marine protected areas help conserve ocean wildlife and marine ecosystems. Most of the rest of the coastline of Santa Cruz lies adjacent to the Monterey Bay National Marine Sanctuary.

The Santa Cruz Wharf is known for fishing, viewing marine mammals and other recreation. Local parks offer many opportunities for birding and butterfly watching, as well as outdoor sports such as skateboarding, cycling, camping, hiking, and rock climbing. The Santa Cruz Skatepark is open to the public 7 days a week and is free. In addition to its reputation in surfing and skateboarding, Santa Cruz is known for other sports such as disc ultimate and disc golf. The DeLaveaga Disc Golf Course designed by hall of fame and local disc sports promoter Tom Schot, hosts PDGA tournaments, including the annual Masters Cup.



Santa Cruz is well known for watersports such as sailing, diving, swimming, stand up paddle boarding, paddling, and is regarded as one of the best spots in the world for surfing. It is the home of O'Neill Wetsuits and Santa Cruz Surfboards, as well as Santa Cruz Skateboards and Santa Cruz Bicycles. The Santa Cruz Beach Boardwalk is California's oldest amusement park and a designated State Historic Landmark. It is family-operated and celebrated its Centennial in 2007. It is home to the iconic Giant Dipper roller coaster, which is currently the fifth oldest coaster in the United States. Home to a National Historic Landmark, a 1911 Charles I. D. Looff Carousel and 1924 Giant Dipper roller coaster, the Boardwalk has been owned and operated by the Santa Cruz Seaside Company since 1915.

LOCATION SUMMARY

Santa Cruz County sits along the Pacific Ocean and is the second smallest county in California in terms of land area. As of 2023, the county had an estimated population of 267,421 in 96,647 households. The population increased 2.3% from the 2010 census. Historically, growth has been constrained by local slow-growth attitudes and concerns about protecting the environment. However, with recent changes to state housing laws, the county will be required to add more housing. The addition of housing will likely occur in more urban areas of the county.

The economy in Santa Cruz County is centered around the technology and education sectors, as well tourism and agriculture. The University of California, Santa Cruz is the largest employer in the county, with more than 8,000 employees UC Santa Cruz is one of ten campuses in the UC system and is a premier research institution. As of 2023, UC Santa Cruz had an enrollment of more than 19,500 students. Santa Cruz County is located near Silicon Valley and is home to many technology companies, such as Plantronics, ProductOps, Joby, File Open, and Looker.

Santa Cruz County is also a popular tourist destination and has many attractions, including the famous Beach Boardwalk. Visitors enjoy access the numerous outdoor recreational activities, such as hiking and mountain biking in the Santa Cruz Mountains, surfing and swimming in the ocean, and shopping and dining on Pacific Avenue and in Capitola Village. The populated areas of the county are situated between the Santa Cruz Mountains and Monterey Bay and have a temperate climate that is characterized by cool, wet winters and mild, dry summers.

The county is diverse geographically and encompasses mountainous regions such as the San Lorenzo River Valley, urban areas in Santa Cruz and mid-county, and the fertile Pajaro Valley. In recent years, the county has felt the effects of growth in Silicon Valley. The cost of housing in Santa Cruz County has increased significantly and it is one of the least affordable counties in California in terms of the relationship of housing costs to the median income in the area.



3

PROJECT SUMMARY



PROJECT SUMMARY

Number of Homes 21

Site Size (Gross) 2.37 Acres | 103,123 SF

Site Size (Net) 2.10 Acres | 91,564 SF

Density (Gross) 8.8 U/A (Gross)

Density (Net) 10.0 U/A (Net)

Parking On-Site 82 Spaces

Parking Off-Site (Street) 10 Spaces

Parking Spaces Total 92 Spaces

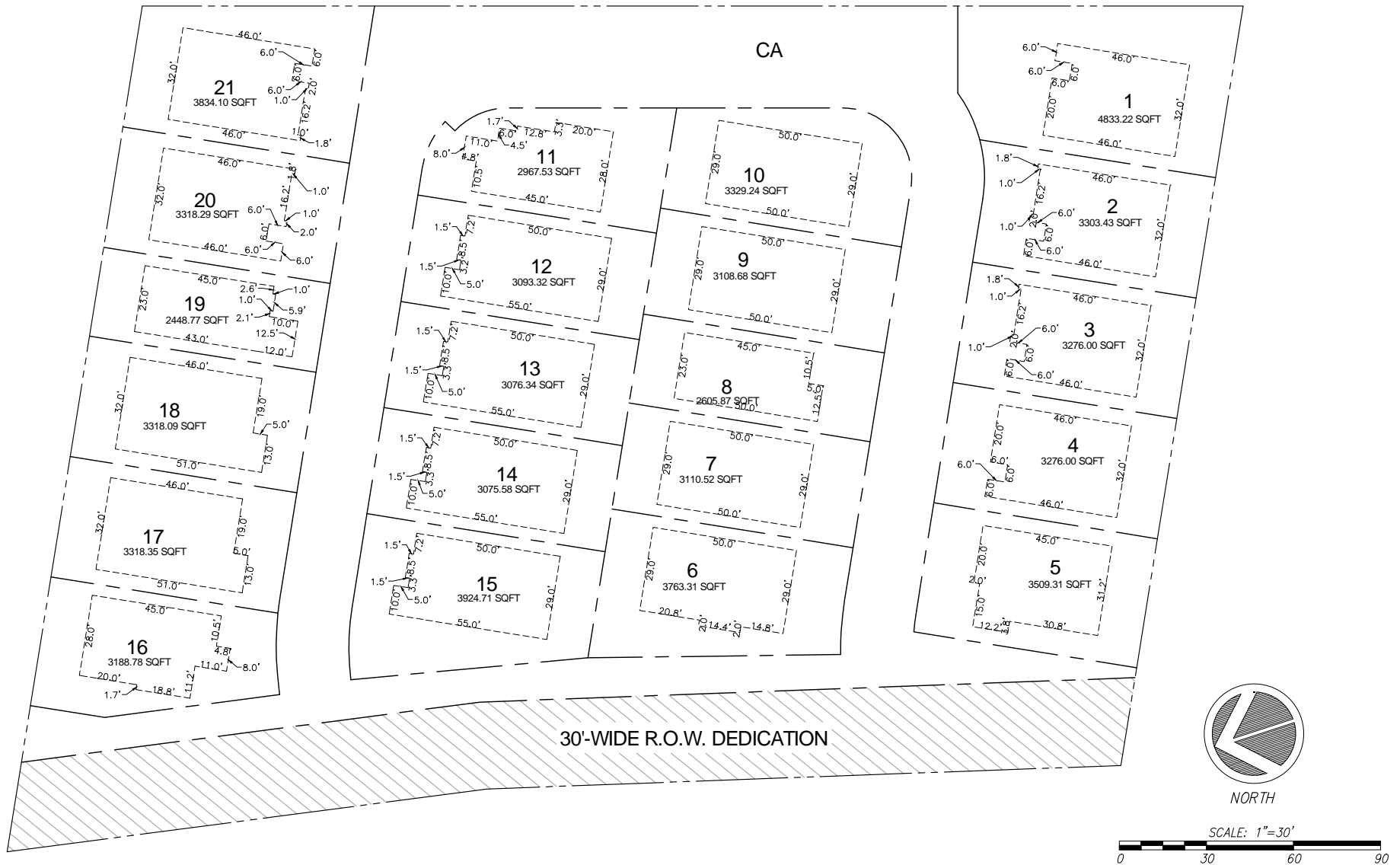
Parking Ratio 4.38 Per Unit



SINGLE-FAMILY HOME DETAIL

Lot No.	Floorplan	Lot Size	Home Size	Garage Size	Stories	Bedrooms	Bathrooms	Garage Spaces
1	Plan 3B	4,848 SF	2,330 SF	404 SF	2	3	3	2
2 (BMR)	Plan 3A	3,346 SF	2,330 SF	404 SF	2	3	3	2
3	Plan 3C	3,318 SF	2,330 SF	404 SF	2	3	3	2
4	Plan 3B	3,318 SF	2,330 SF	404 SF	2	3	3	2
5	Plan 3A-X	3,554 SF	2,276 SF	383 SF	2	3	3	2
6	Plan 2B-X	3,763 SF	2,320 SF	388 SF	2	3	3	2
7	Plan 2C	3,111 SF	2,291 SF	388 SF	2	3	3	2
8 (BMR)	Plan 1B	2,606 SF	1,670 SF	405 SF	2	3	2.5	2 (Tandem)
9	Plan 2A	3,109 SF	2,291 SF	388 SF	2	3	3	2
10	Plan 2C	3,155 SF	2,291 SF	388 SF	2	3	3	2
11	Plan 1C-X	3,162 SF	1,799 SF	404 SF	2	3	2.5	2 (Tandem)
12	Plan 2A	3,131 SF	2,291 SF	388 SF	2	3	3	2
13	Plan 2C	3,115 SF	2,291 SF	388 SF	2	3	3	2
14	Plan 2B	3,113 SF	2,291 SF	388 SF	2	3	3	2
15	Plan 2A-X	3,984 SF	2,320 SF	388 SF	2	3	3	2
16 (BMR)	Plan 1C-X	3,188 SF	1,799 SF	404 SF	2	3	2.5	2 (Tandem)
17	Plan 3B	3,318 SF	2,330 SF	404 SF	2	3	3	2
18	Plan 3A	3,318 SF	2,330 SF	404 SF	2	3	3	2
19	Plan 1B	2,449 SF	1,670 SF	405 SF	2	3	2.5	2 (Tandem)
20	Plan 3C	3,318 SF	2,330 SF	404 SF	2	3	3	2
21	Plan 3A	3,834 SF	2,330 SF	404 SF	2	3	3	2
Total		70,058 SF	46,240 SF	8,337 SF				
Average		3,336 SF	2,202 SF	397 SF				

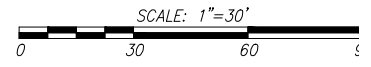
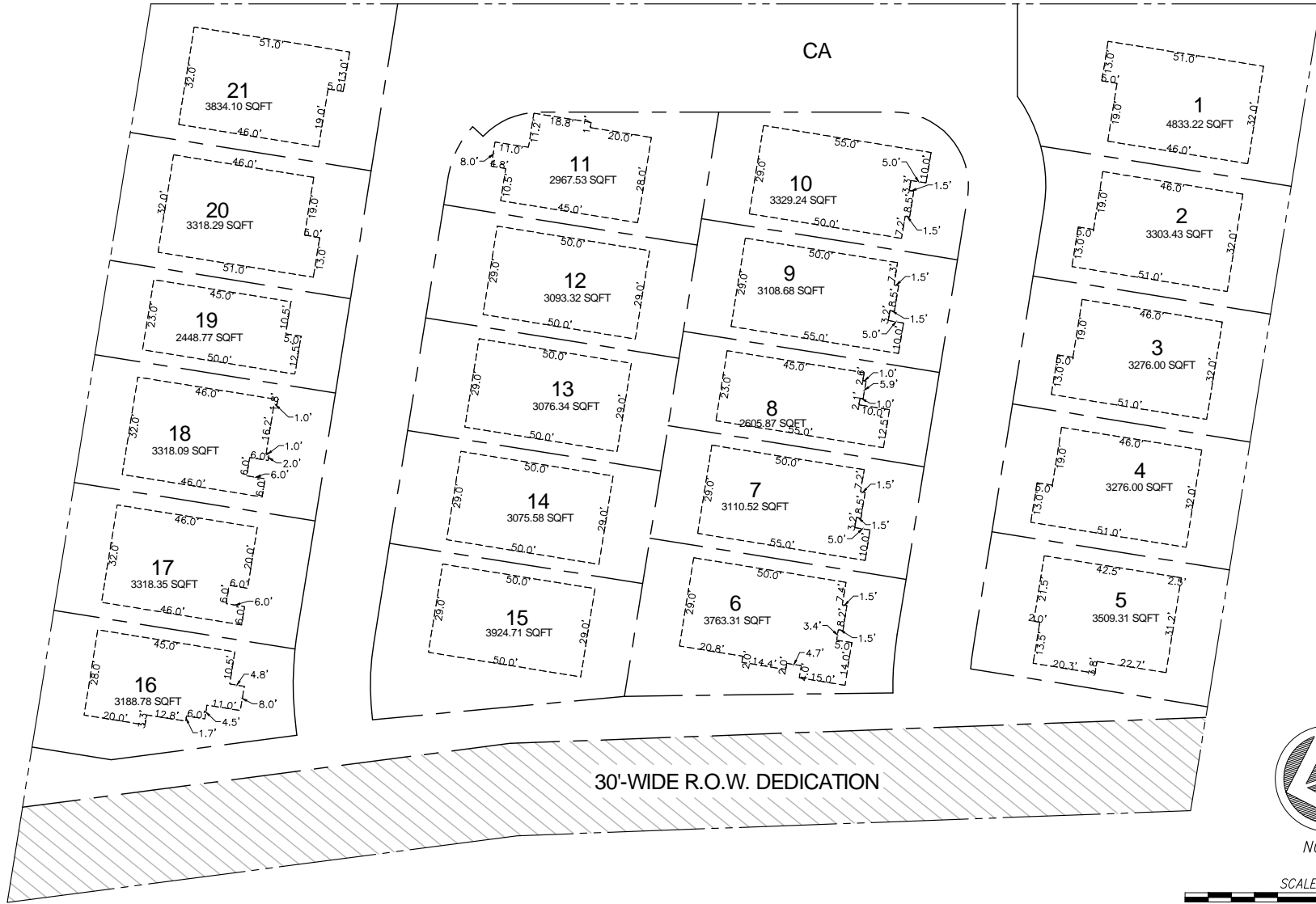
GROUND FLOOR BUILDING ENVELOPE



1 GROUND FLOOR BUILDING ENVELOPE

Scale: 1"=30'

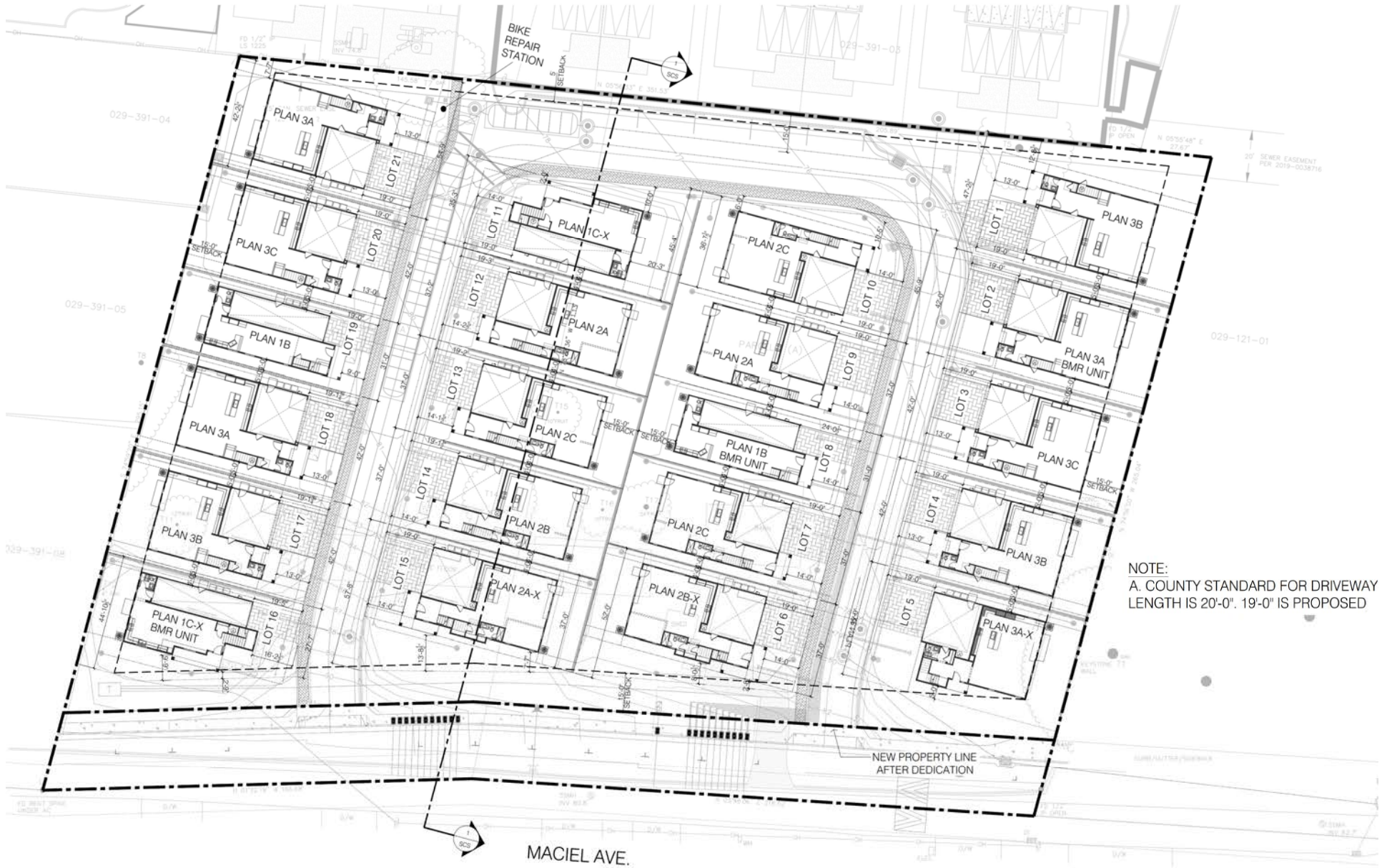
SECOND FLOOR BUILDING ENVELOPE



2 SECOND FLOOR BUILDING ENVELOPE

Scale: 1"=30'

SITE PLAN



NOTE:
A. COUNTY STANDARD FOR DRIVEWAY LENGTH IS 20'-0". 19'-0" IS PROPOSED

PARKING PLAN



PARKING LEGEND & SUMMARY

	- AT GARAGE & DRIVEWAY	= 76 SPACES
	- ON SITE	= 6 SPACES
	- OFF SITE	= 10 SPACES
	TOTAL PARKING	= 92 SPACES

NOTE:

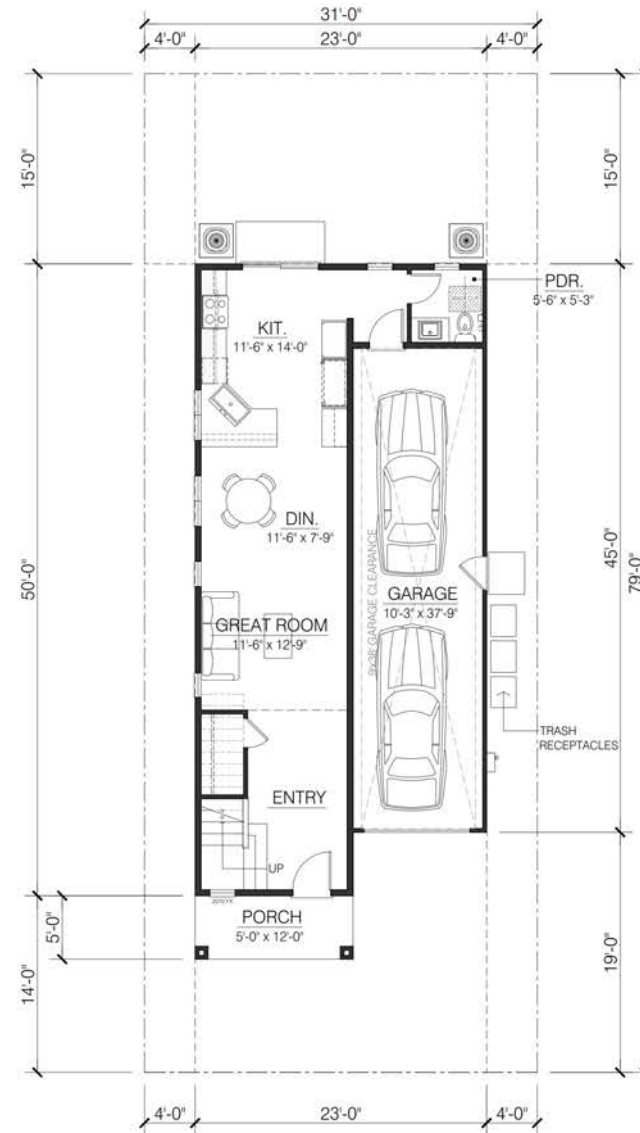
ALL PARKING SPACES ARE 8.5 FEET x 18 FEET.

HOME PLAN PLAN 1B



PLAN 1B - LOT 8, 19

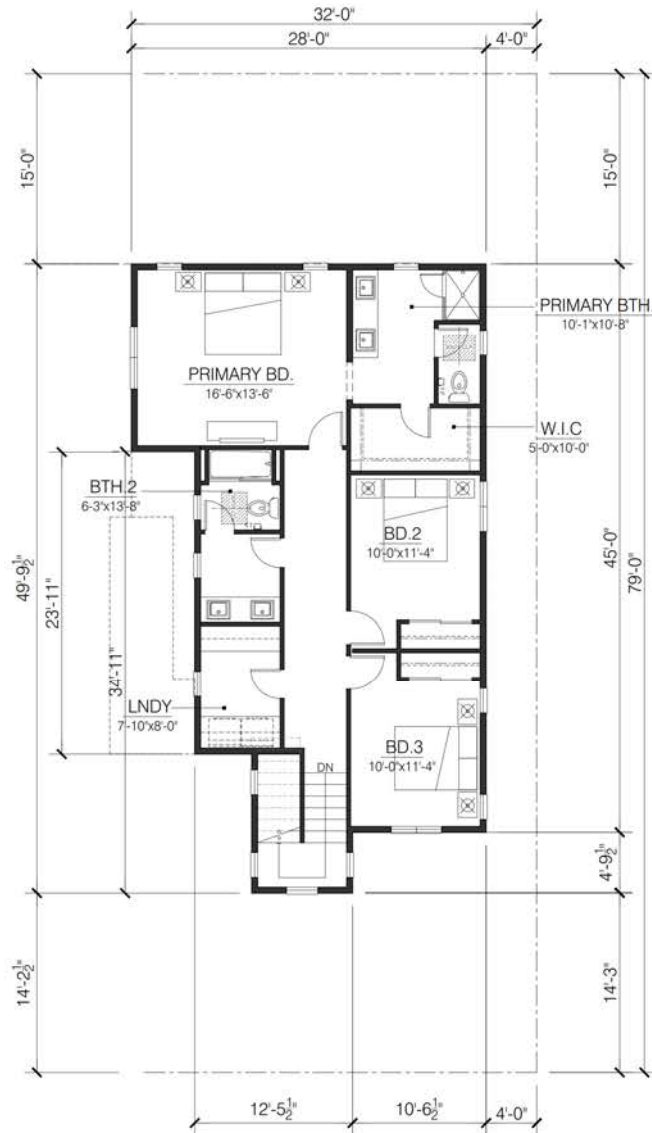
UPPER FLOOR LIVING: 976 SQ. FT.



PLAN 1B - LOT 8, 19

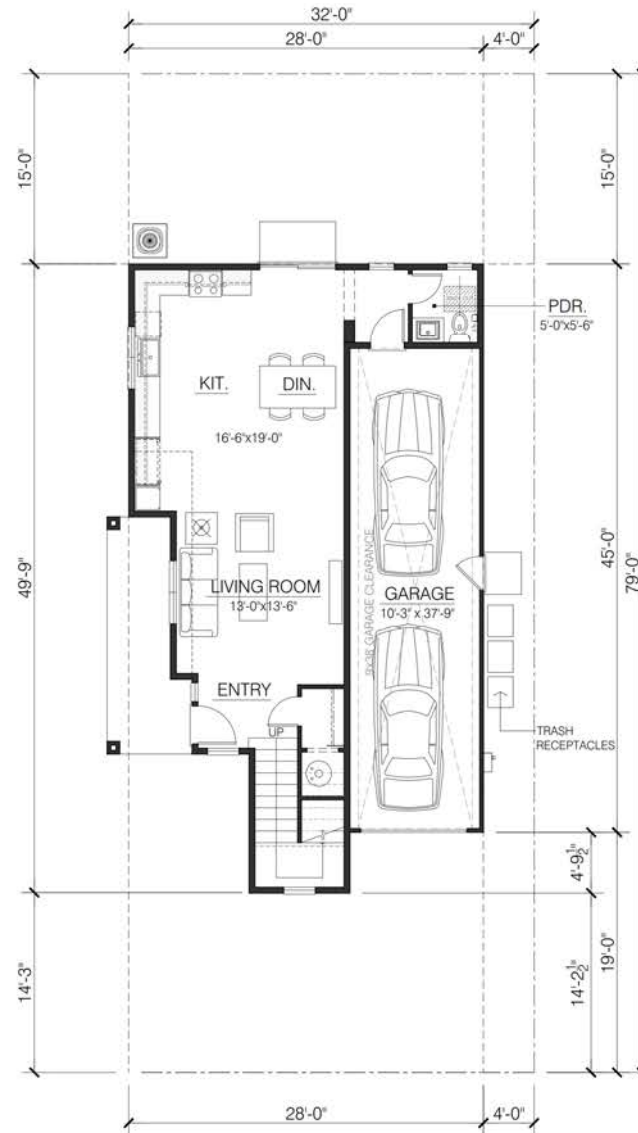
MAIN FLOOR LIVING: 694 SQ. FT.
GARAGE: 405 SQ. FT.
TOTAL LIVING: 1670 SQ. FT.

HOME PLAN PLAN 1C-X



PLAN 1C-X - LOT 11, 16

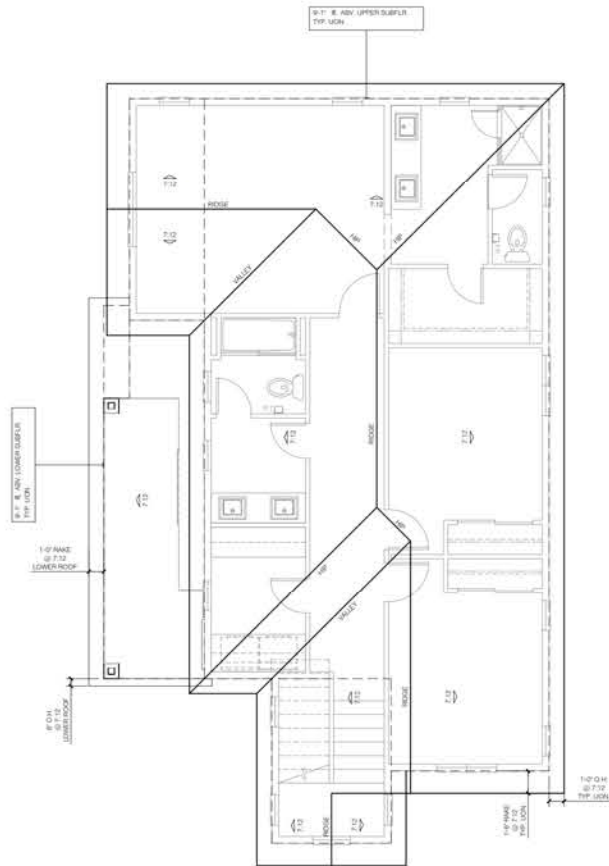
UPPER FLOOR LIVING: 1035 SQ. FT.



PLAN 1C-X - LOT 11, 16

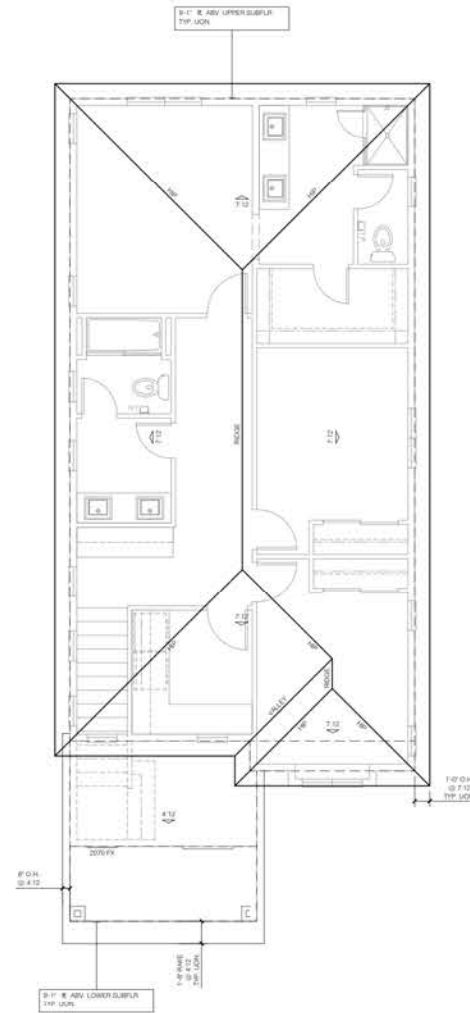
MAIN FLOOR LIVING: 764 SQ. FT.
GARAGE: 404 SQ. FT.
TOTAL LIVING: 1799 SQ. FT.

ROOF PLAN PLAN 1B & 1C-X



ROOF PLAN

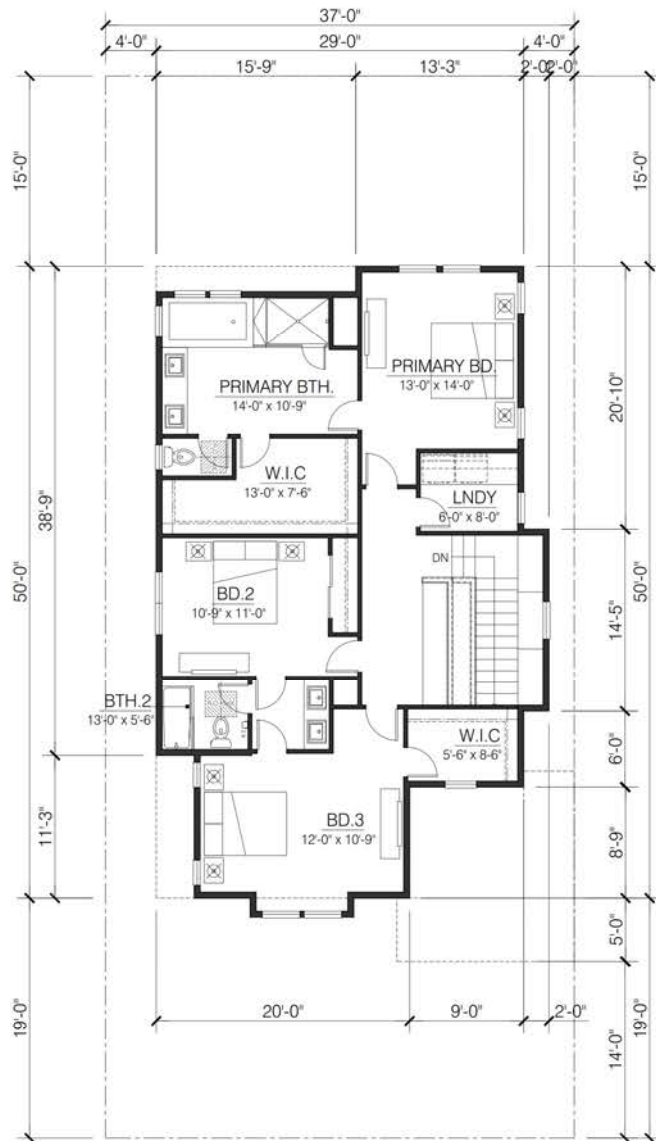
PLAN 1C-X - LOT 11, 16



ROOF PLAN

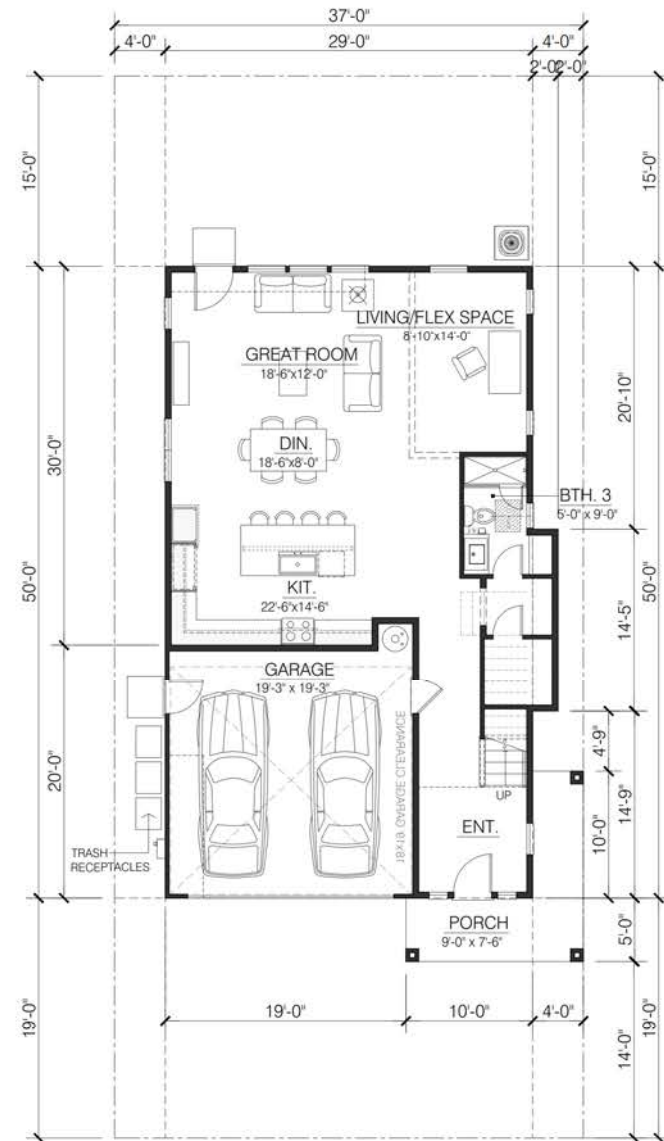
PLAN 1B - LOT 8, 19

HOME PLAN PLAN 2X



PLAN 2X - LOT 6 & 15

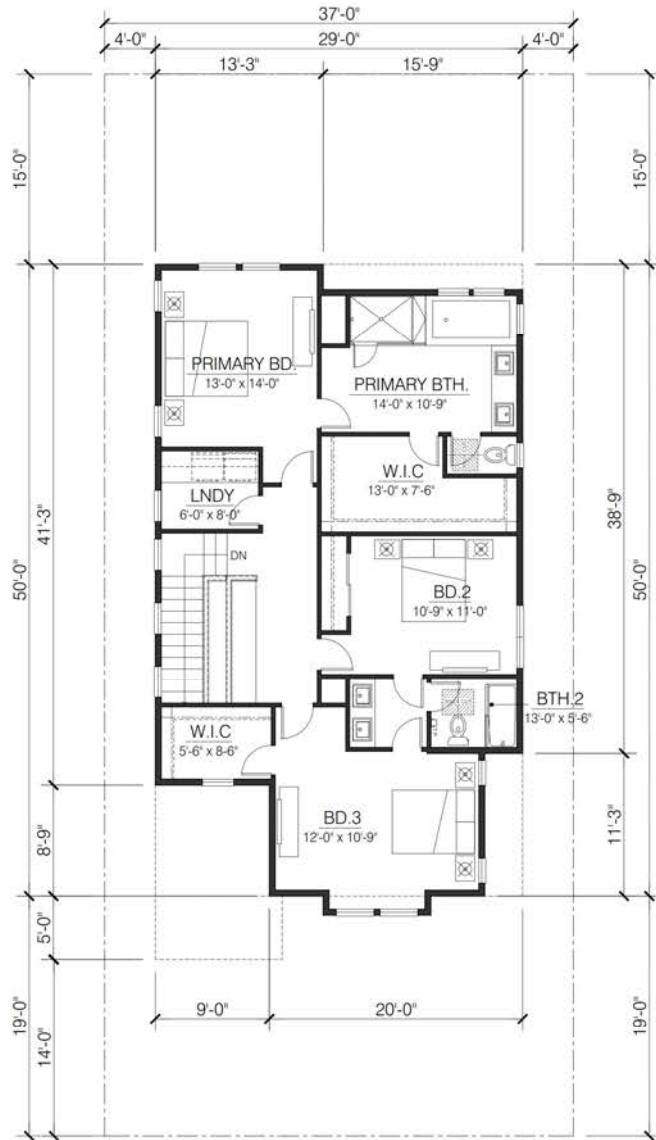
UPPER FLOOR LIVING: 1229 SQ. FT.



PLAN 2X - LOT 6 & 15

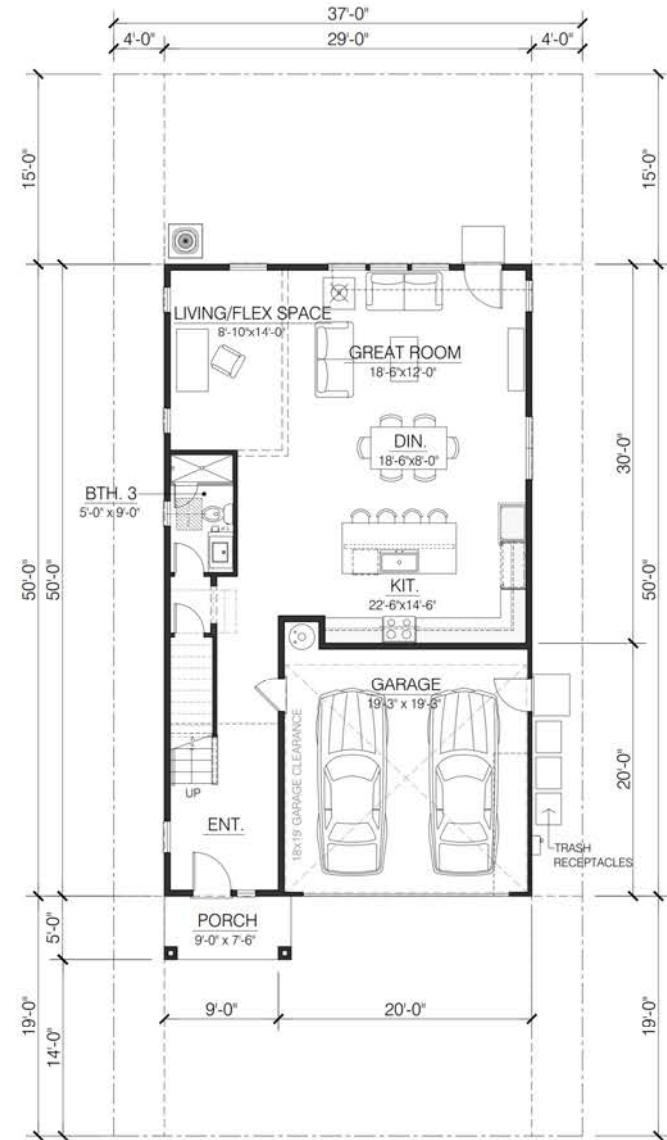
MAIN FLOOR LIVING: 1091 SQ. FT.
GARAGE: 388 SQ. FT.
TOTAL LIVING: 2320 SQ. FT.

HOME PLAN PLAN 2



PLAN 2 - LOT 7, 9, 10, 12, 13, 14

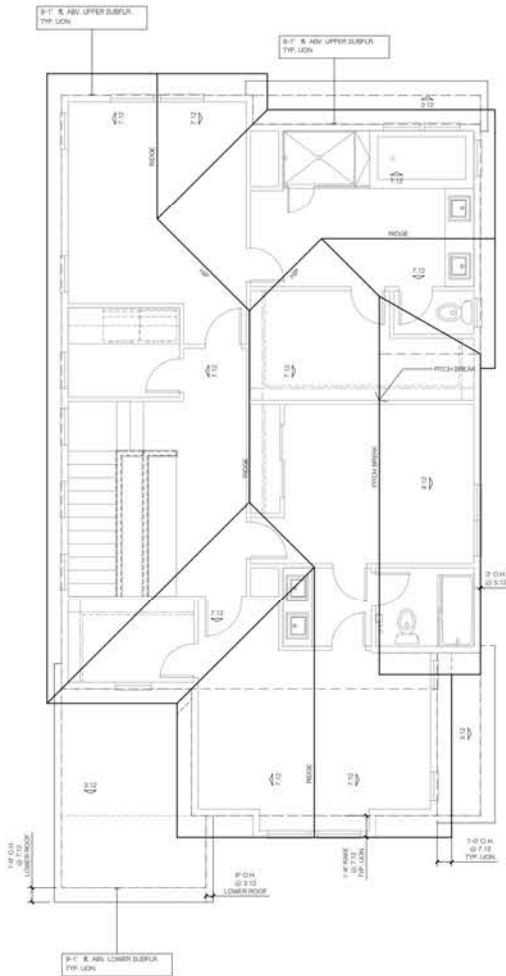
UPPER FLOOR LIVING: 1229 SQ. FT.



PLAN 2 - LOT 7, 9, 10, 12, 13, 14

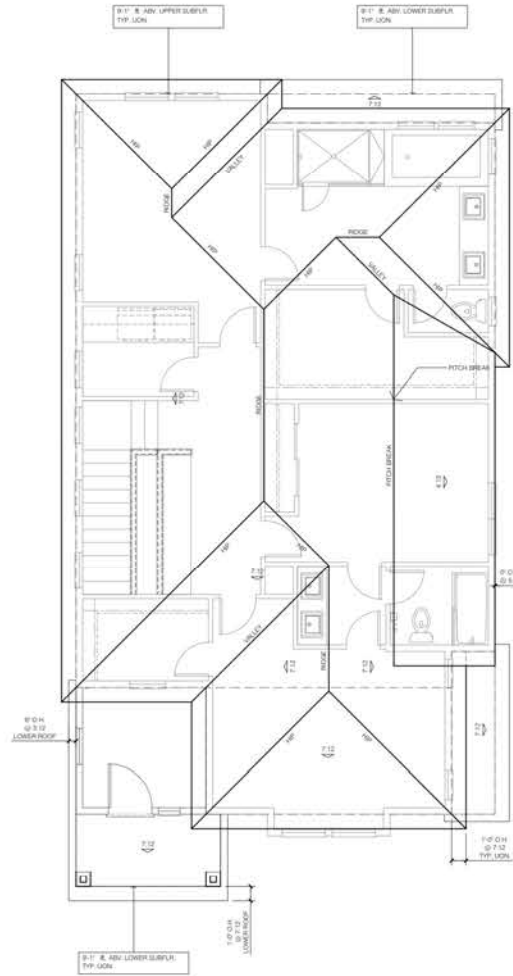
MAIN FLOOR LIVING: 1062 SQ. FT.
 GARAGE: 388 SQ. FT.
 TOTAL LIVING: 2291 SQ. FT.

ROOF PLAN PLAN 2C, 2B, 2A



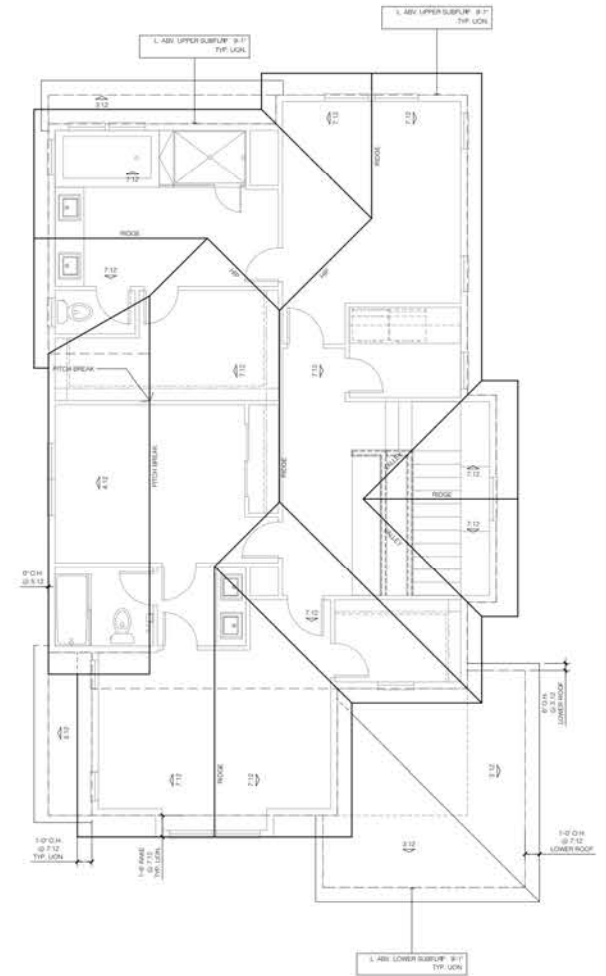
ROOF PLAN

PLAN 2C - LOT 7, 10 & 13



ROOF PLAN

PLAN 2B - LOT 14



ROOF PLAN

PLAN 2A END - LOT 15 (LOT 6 SIM.)

HOME PLAN PLAN 3A



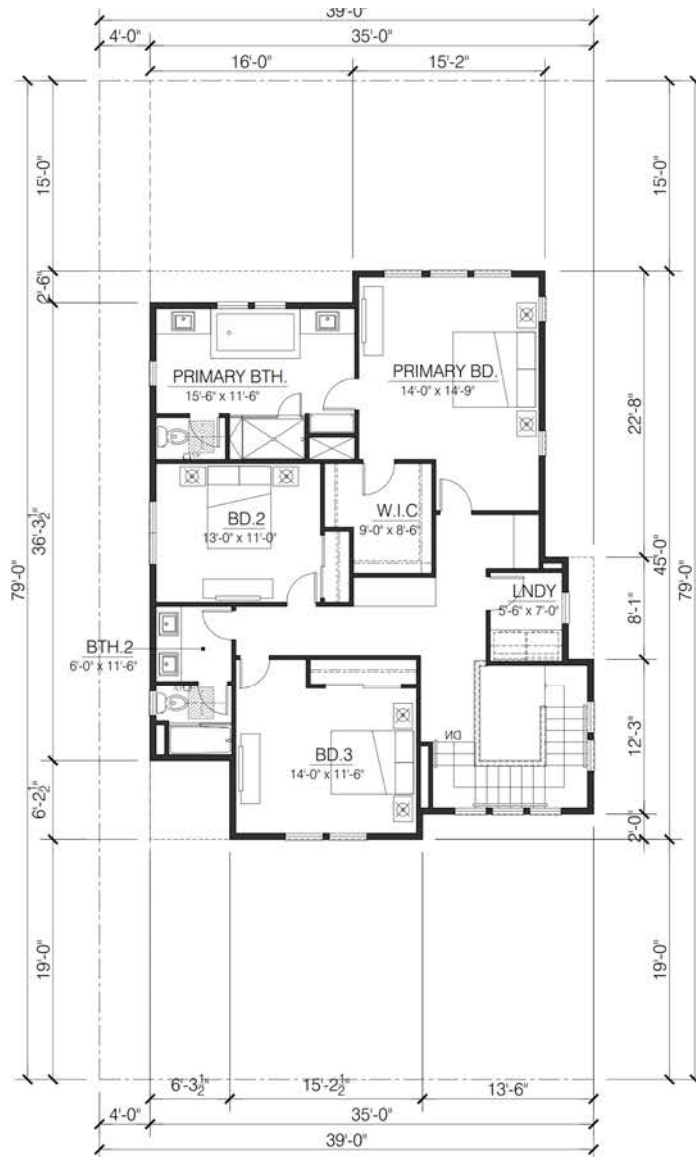
PLAN 3A

UPPER FLOOR LIVING: 1298 SQ. FT.

PLAN 3A

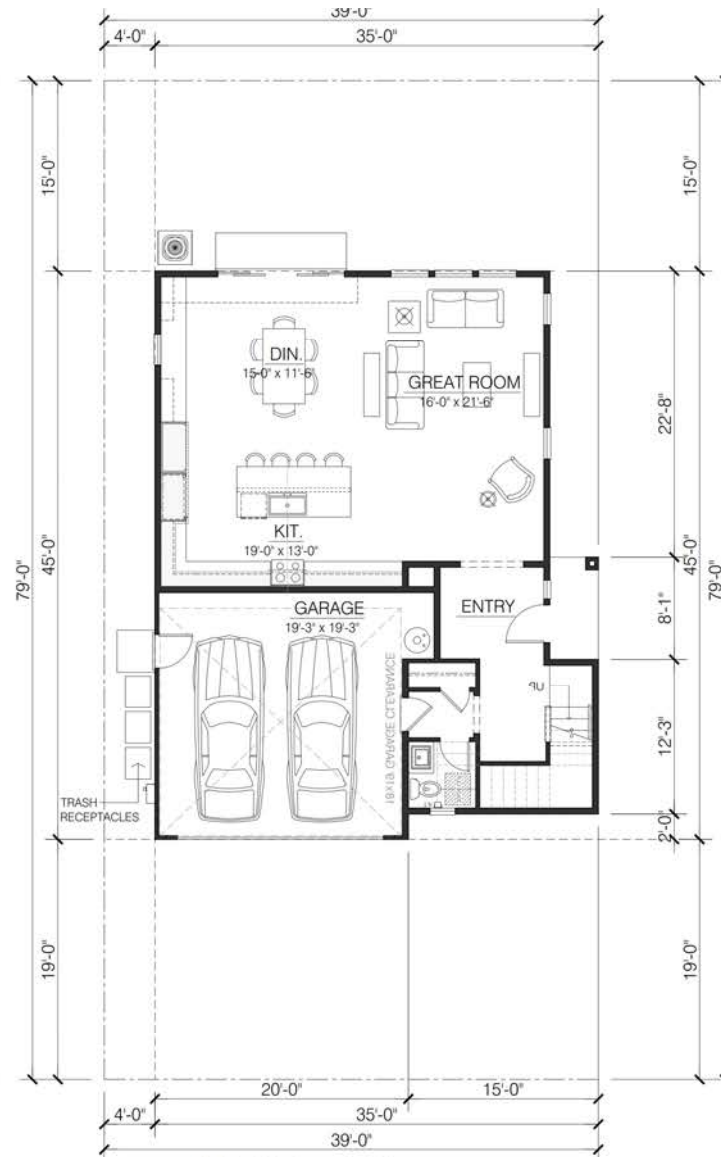
MAIN FLOOR LIVING: 1032 SQ. FT.
 GARAGE: 404 SQ. FT.
 TOTAL LIVING: 2330 SQ. FT.

HOME PLAN PLAN 3A-X



PLAN 3A-X

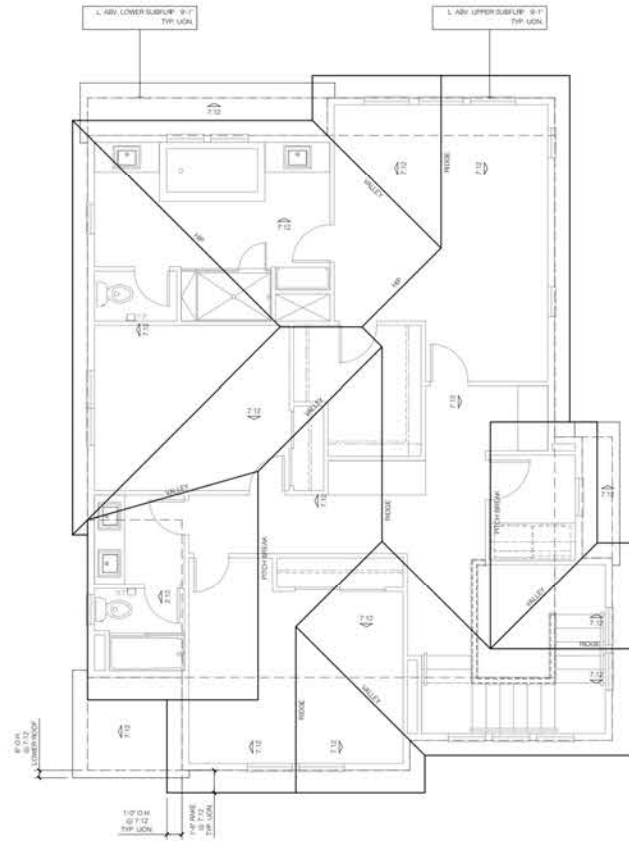
UPPER FLOOR LIVING: 1232 SQ. FT.



PLAN 3A-X

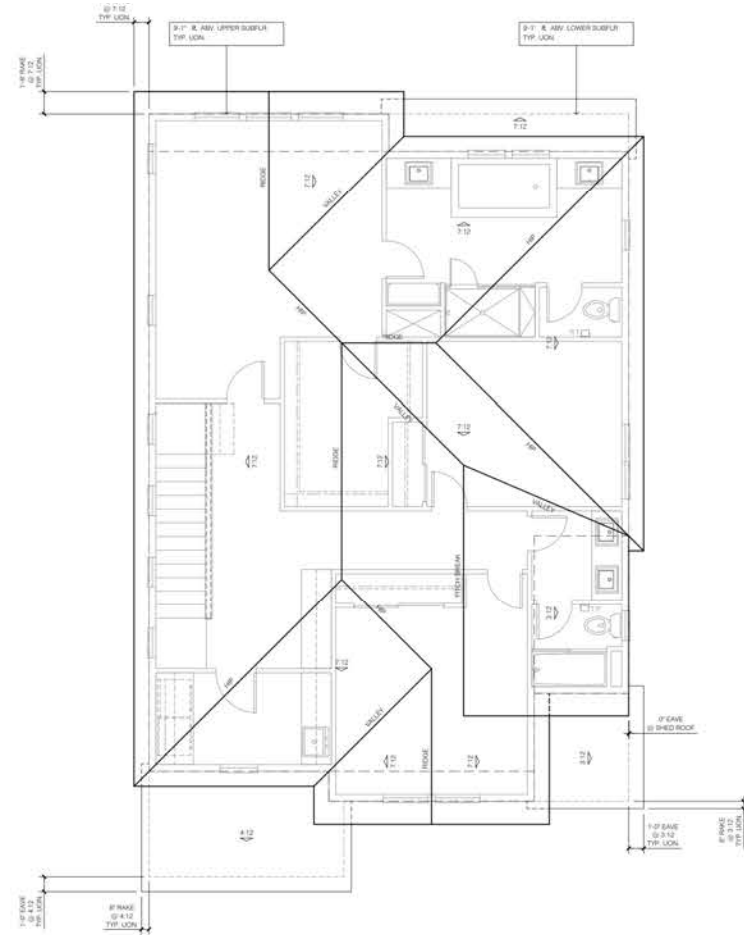
MAIN FLOOR LIVING: 1044 SQ. FT.
GARAGE : 383 SQ. FT.
TOTAL LIVING: 2276 SQ. FT.

ROOF PLAN PLAN 3X-A, 3A



ROOF PLAN

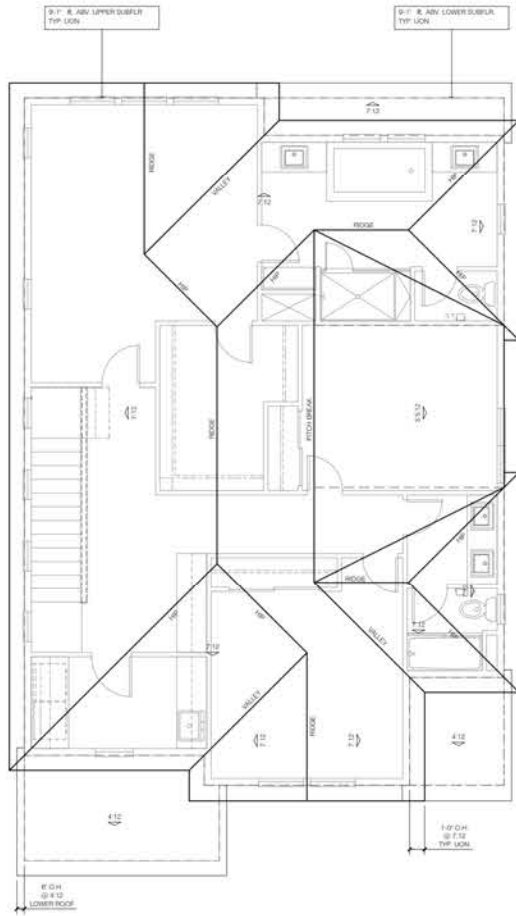
PLAN 3X-A - LOT 5



ROOF PLAN

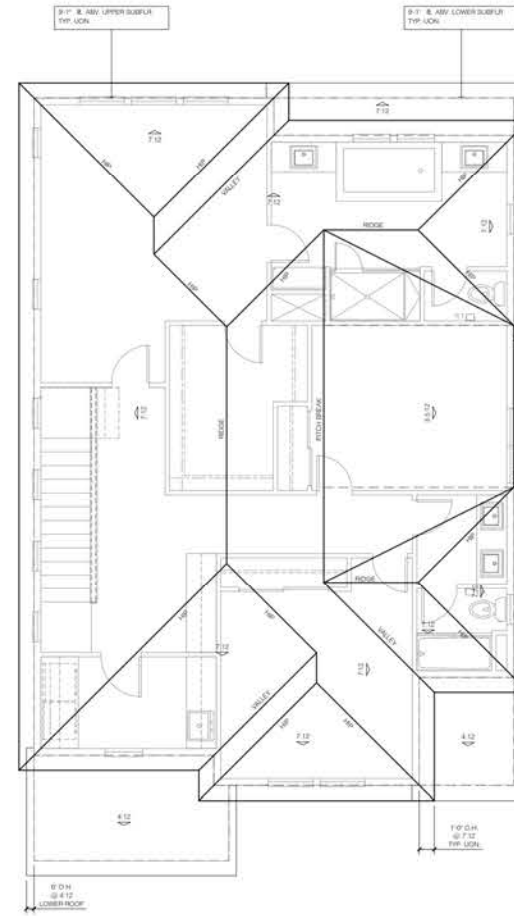
PLAN 3A - LOTS 2, 18, & 21

ROOF PLAN PLAN 3C, 3B



ROOF PLAN

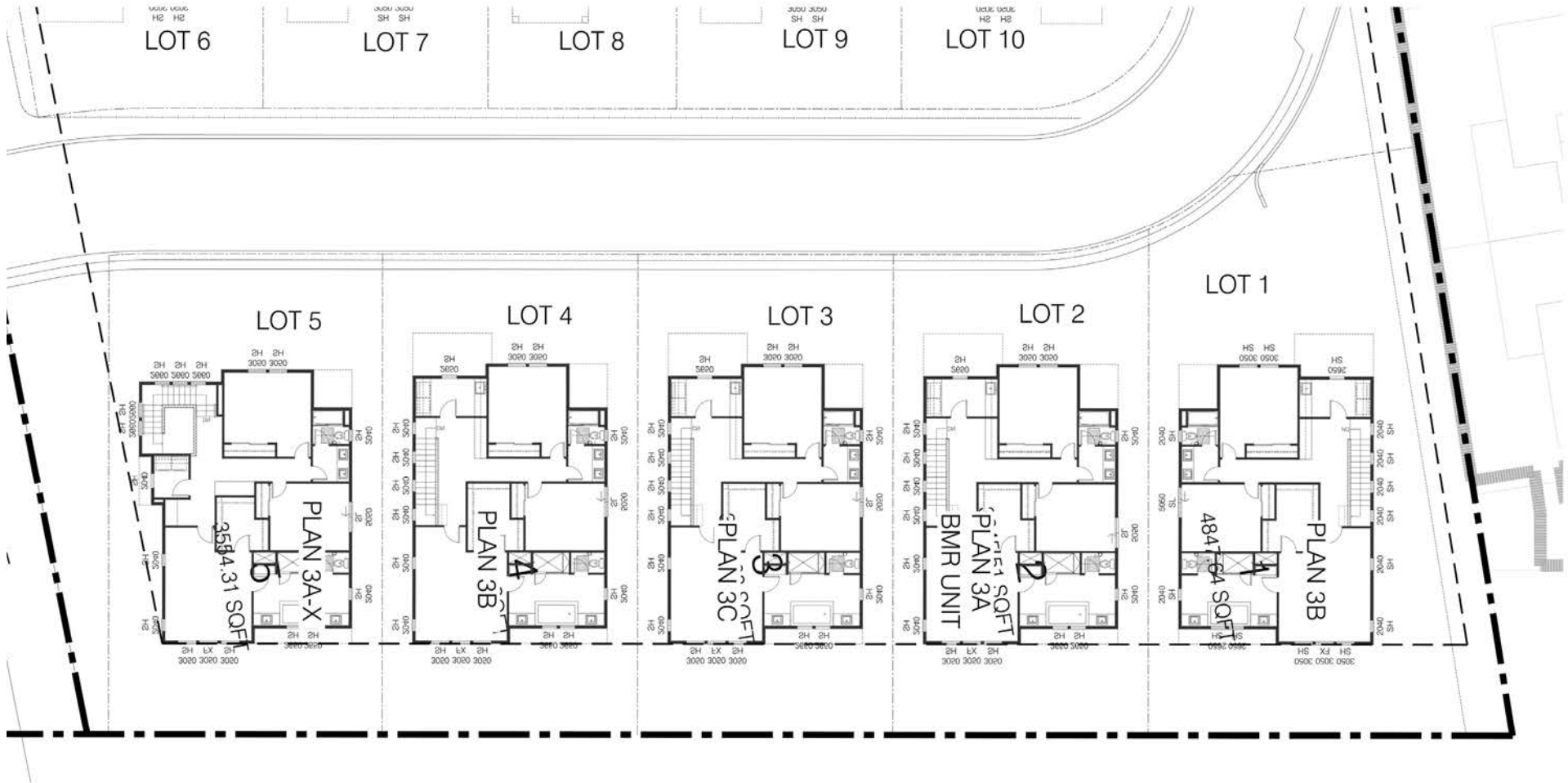
PLAN 3C - LOTS 3 & 20



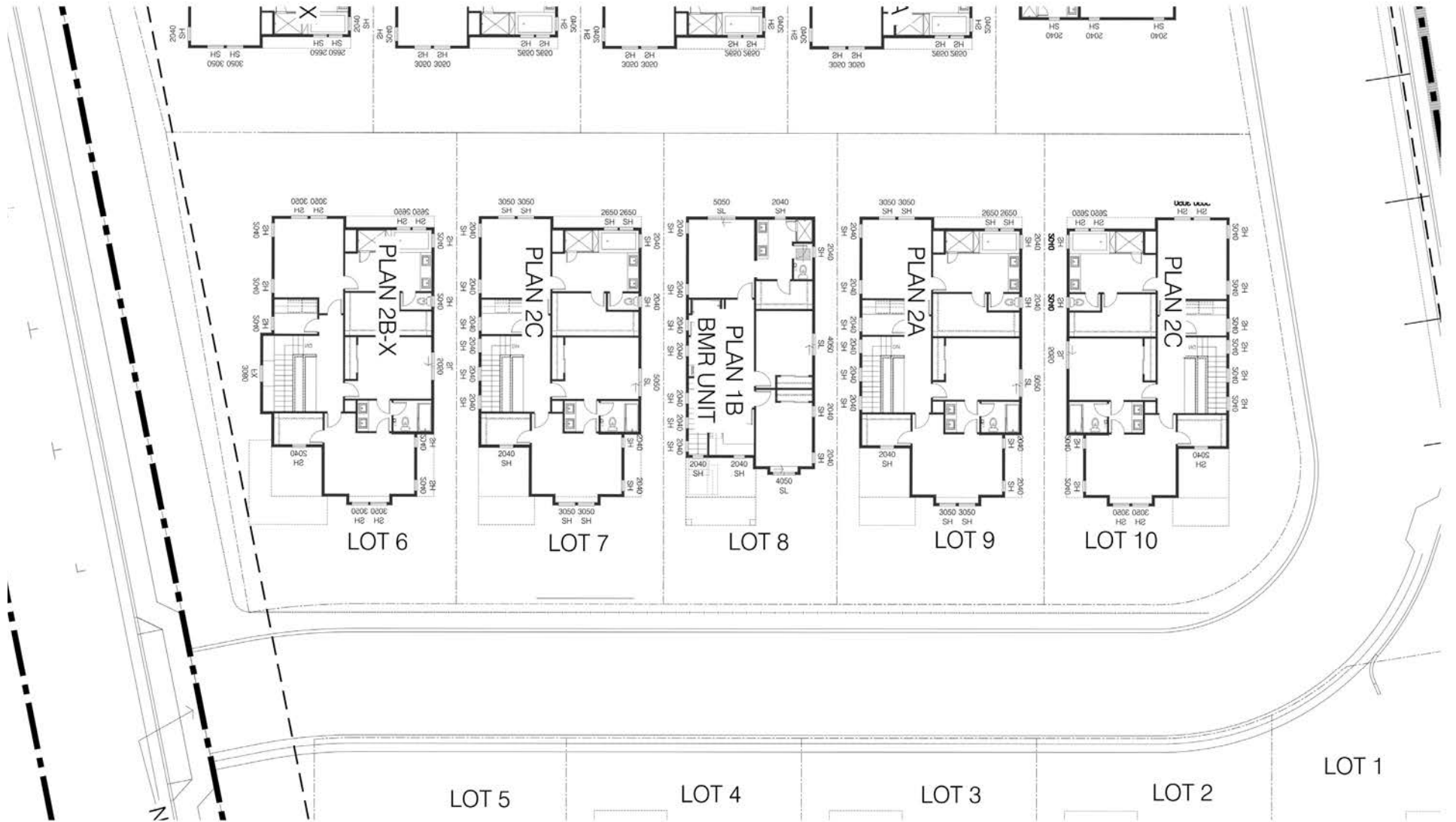
ROOF PLAN

PLAN 3B - LOTS 1, 4, 17

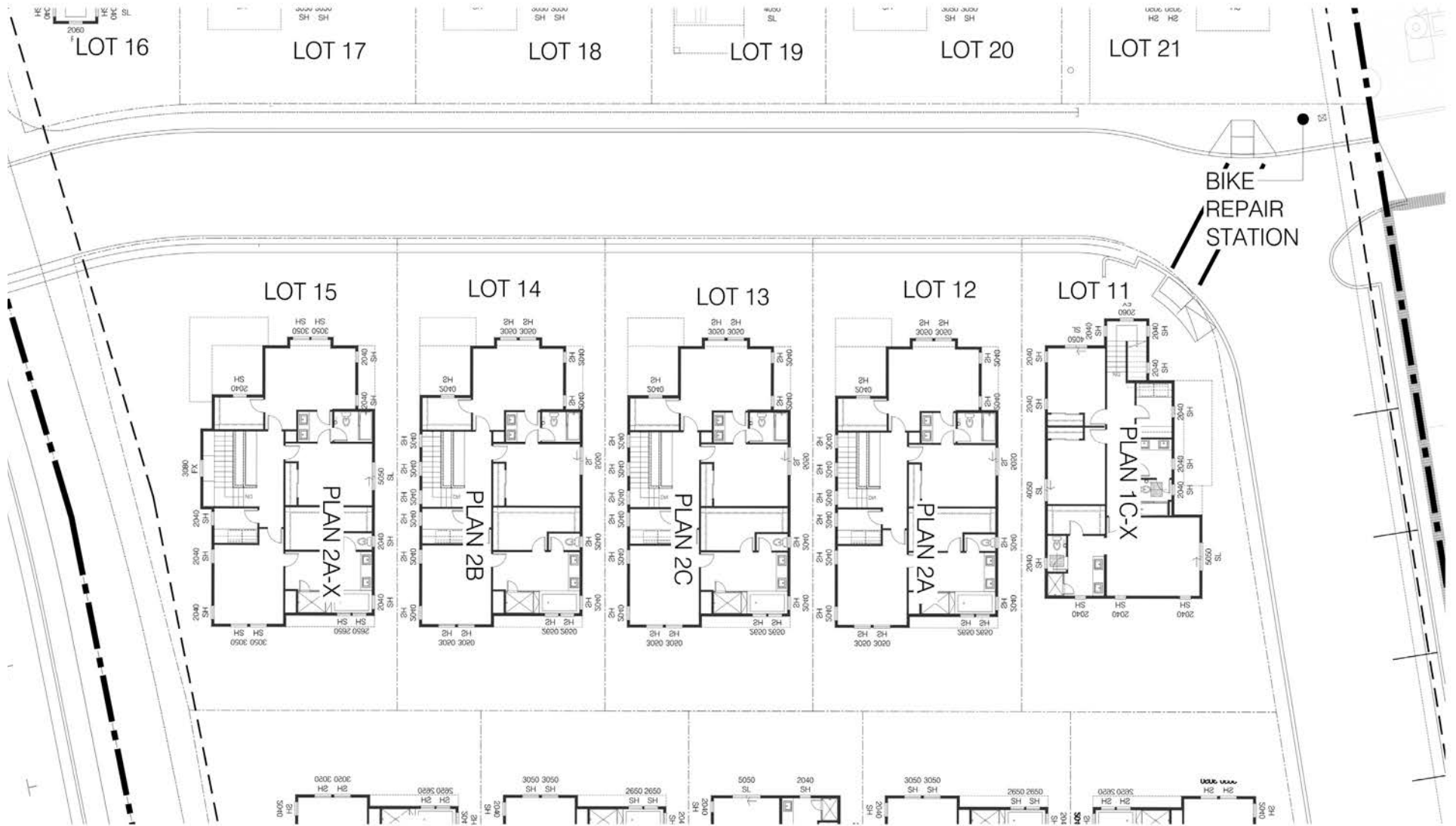
LOT PLAN LOTS 1-5



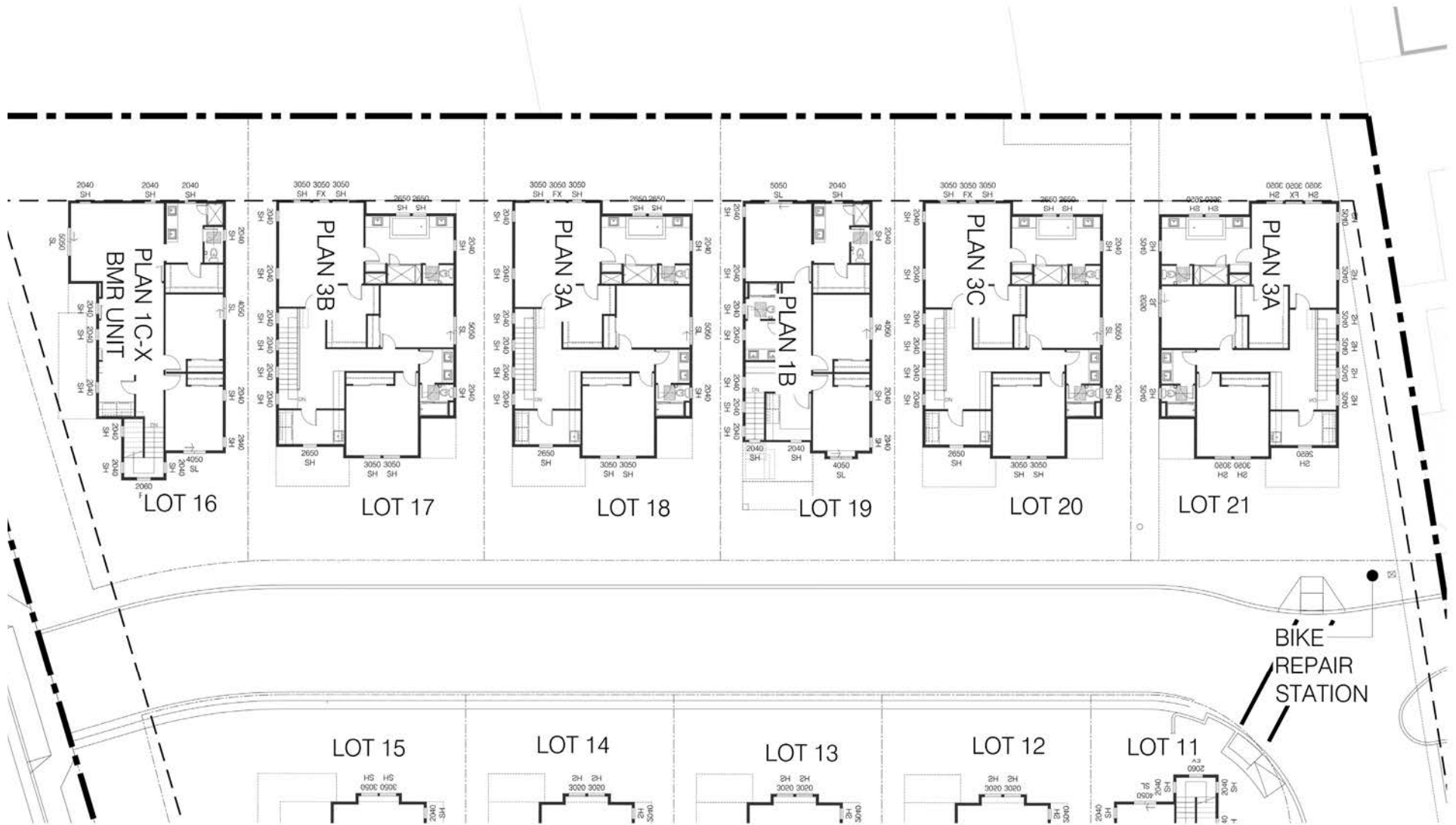
LOT PLAN LOTS 6-10



LOT PLAN LOTS 11-15



LOT PLAN LOTS 61-21





4

MARKET DATA



RESIDENTIAL MARKET DATA

DETACHED RESIDENTIAL MARKET DATA - LIVE OAK

Period	Sales	Average Price	Median Price	Median PSF	Avg DOM	% of List
Q3 2024	32	\$1,980,227	\$1,497,500	\$957	25	99%
Q2 2024	31	\$1,952,080	\$1,630,000	\$968	18	104%
Q1 2024	19	\$1,697,434	\$1,393,500	\$1,045	18	103%
Q4 2023	23	\$2,446,421	\$1,840,000	\$1,120	44	98%
Q3 2023	17	\$1,974,264	\$1,688,888	\$1,250	52	101%
Q2 2023	16	\$2,390,968	\$2,237,500	\$1,165	43	101%
Q1 2023	20	\$1,726,396	\$1,715,000	\$964	45	98%
Q4 2022	19	\$1,910,526	\$1,465,000	\$1,559	35	98%
Q3 2022	36	\$1,892,765	\$1,545,000	\$1,198	25	101%
Q2 2022	34	\$1,920,738	\$1,541,000	\$996	11	111%
Q1 2022	22	\$1,810,659	\$1,590,500	\$1,102	19	113%
Q4 2021	23	\$1,788,217	\$1,500,000	\$1,170	14	107%

Source: Santa Cruz County Association of Realtors

SINGLE-FAMILY HOME SALES

Status	Street Address	List Price	Sale Price	Price PSF	Year Built	Sq Ft Total	Lot Size	Listing Date	Close Date	DOM
Active	3290 Samuel Place	\$1,449,500	—	\$804	1999	1,803	4,008	Aug-24	—	40
Active	3317 Spencer Court	\$1,299,000	—	\$745	1989	1,744	3,267	Jul-24	—	63
Pending	411 Hickman Court	\$1,599,000	—	\$968	1986	1,652	1,307	Jul-24	—	28
Sold	1642 Schooner Court	\$1,349,000	\$1,500,000	\$858	1989	1,748	4,008	Aug-24	Aug-24	10
Sold	630 Cambria Lane	\$1,575,000	\$1,565,000	\$858	1991	1,823	5,140	Aug-24	Sep-24	9
Sold	905 Daniel Court	\$1,598,000	\$1,660,000	\$847	1990	1,959	5,227	Jun-24	Jul-24	9
Sold	626 Jami Lane	\$1,399,000	\$1,630,000	\$896	1984	1,819	4,530	May-24	Jun-24	6
Sold	1733 Grey Seal Road	\$1,345,000	\$1,600,000	\$813	2001	1,967	5,009	May-24	Jun-24	1
Sold	2114 Jose Avenue	\$1,689,000	\$1,689,000	\$719	2018	2,349	2,309	Apr-24	Jun-24	8
Sold	917 Paget Avenue	\$1,150,000	\$1,186,000	\$807	1982	1,470	4,225	Feb-24	Apr-24	12
Sold	3330 Sheila Court	\$1,395,000	\$1,500,000	\$809	1989	1,855	5,837	Feb-24	Mar-24	1
Sold	1858 Pound Lane	\$1,275,000	\$1,205,000	\$772	1989	1,560	4,095	Dec-23	Jan-24	8
Sold	2102 Harborview Court	\$1,649,000	\$1,700,000	\$657	1999	2,587	5,271	Aug-23	Aug-23	7
Sold	106 Santina Court	\$1,688,888	\$1,688,888	\$694	2008	2,433	3,703	Jul-23	Jul-23	9
Sold	3219 Virgil Lane	\$1,548,000	\$1,500,000	\$595	1989	2,523	5,009	May-23	Jul-23	20
Sold	1842 Halterman Avenue	\$1,198,000	\$1,150,000	\$859	1966	1,338	5,750	Dec-22	Feb-23	25
MIN		\$1,150,000	\$1,150,000	\$595		1,338	1,307			
MAX		\$1,689,000	\$1,700,000	\$968		2,587	5,837			
MEDIAN		\$1,424,250	\$1,565,000	\$808		1,821	4,378			

Source: MLS Listings

21 DETACHED SINGLE-FAMILY HOME DEVELOPMENT OPPORTUNITY

1960 Maciel Road - Santa Cruz, California



Marcus & Millichap

KIRK TRAMMELL

Executive Managing Director Investments
kirk.trammell@marcusmillichap.com
Office: 650.391.1809 | License CA 01038657

JOSHUA JOHNSON

First Vice President Investments
joshua.johnson@marcusmillichap.com
Office: 650.391.1784 | License CA 01930127

DAVID CUTLER

First Vice President Investments
david.cutler@marcusmillichap.com
Office: 650.391.1753 | License CA 01514751