

Marcus & Millichap

OFFERING MEMORANDUM



TAHOE PINES

3431 SPRUCE AVENUE | SOUTH LAKE TAHOE, CA 96150 | 28 UNITS

CONFIDENTIALITY & 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 or 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 & MILICHAP 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.

© 2025 Marcus & Millichap. All rights reserved.

RENT DISCLAIMER

Any rent or income information in this offering memorandum, with the exception of actual, historical rent collections, represent good faith projections of potential future rent only, and Marcus & Millichap makes no representations as to whether such rent may actually be attainable. Local, state, and federal laws regarding restrictions on rent increases may make these projections impossible, and Buyer and its advisors should conduct their own investigation to determine whether such rent increases are legally permitted and reasonably attainable.

Marcus & Millichap

EXCLUSIVELY PRESENTED BY

ISAAK HEITZEBERG

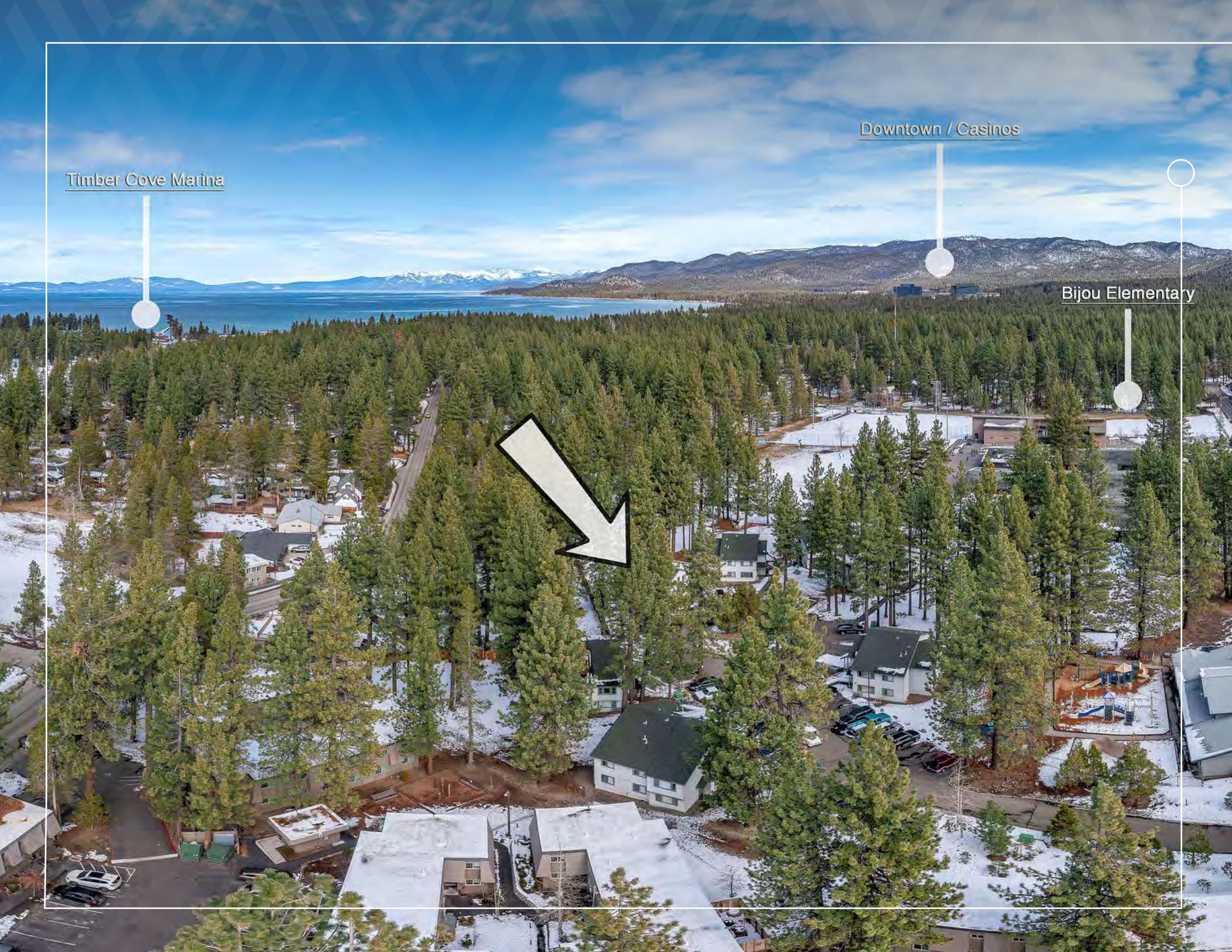
MANAGING DIRECTOR INVESTMENTS

E: ISAAK.HEITZEBERG@MARCUSMILICHAP.COM

O: 916.724.1285

C: 916.204.9804

LICENSE: CA 01989468



Timber Cove Marina

Downtown / Casinos

Bijou Elementary

TABLE OF CONTENTS

08 PROPERTY
OVERVIEW

22 FINANCIAL
ANALYSIS

28 MARKET
OVERVIEW

Marcus & Millichap

PROPERTY OVERVIEW





SNR FRONT

Marcus & Millichap



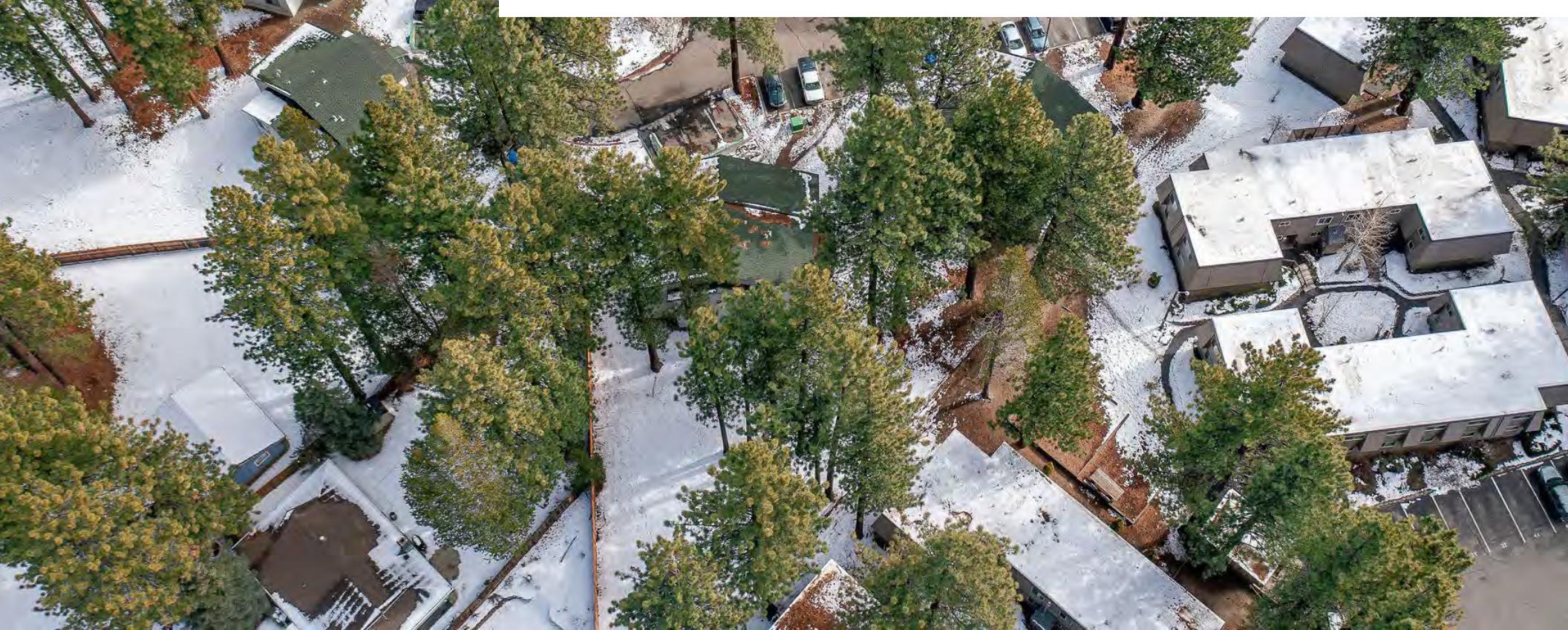
PROPERTY OVERVIEW

The Heitzeberg Group of Marcus and Millichap is pleased to present the Tahoe Pines Apartments, a charming community nestled in the heart of South Lake Tahoe, boasting 28 units of cozy mountain living.

Tahoe Pines Apartments is a 28-unit LIHTC property located in the heart of South Lake Tahoe, offering residents the rare combination of affordable housing and mountain-town lifestyle. Built in 1994, the community features a desirable unit mix of 12 two-bedroom and 16 three-bedroom units, all thoughtfully designed for families and workforce households.

The property is situated on a 2.87-acre parcel, with a total of 25,840 rentable square feet. Units feature functional layouts with large windows, ample natural light, and modern amenities such as central heating and air conditioning.

At a listing price of \$2,750,000 (\$98,214 per unit), Tahoe Pines represents a compelling opportunity to acquire a stable LIHTC asset in a supply-constrained resort market, with both in-place cash flow and meaningful upside as rents move toward TCAC maximums.



LAKE TAHOE

TAHOE PINES



INVESTMENT HIGHLIGHTS

Attractive Pricing: Offered at \$2,750,000, equating to \$98,214 per unit and \$106/SF — below replacement cost and competitive with recent regional sales.

Tangible Rent Upside: Current rents remain well below TCAC allowable maximums, offering organic revenue growth without major capital improvements.

Desirable Unit Mix: 100% large family units (2BR & 3BR) — a rare commodity in the South Lake Tahoe market where family housing options are extremely limited.

Mission-Critical Housing: Affordable housing is in extremely limited supply in South Lake Tahoe. Tahoe Pines fulfills a critical need, ensuring long-term tenant demand.

Well-Located Asset: Conveniently positioned near South Lake Tahoe employers, schools, and retail, while offering residents a serene, community-oriented setting.



TAHOE PINES









OFFERING SUMMARY

PRICE	\$2,750,000
NUMBER OF UNITS	28
RENTABLE SQUARE FEET	27,200 SF
LOT SIZE (ACRES)	2.87 ACRES
YEAR BUILT	1994
CAP RATE	6.12%





UNIT AMENITIES

LARGE WINDOWS

AMPLE NATURAL LIGHT

MODERN AMENITIES

CENTRAL HEATING & A/C



BEACH RETREAT LODGE

US
50



SOUTH TAHOE
MIDDLE SCHOOL

JOHNSON BOULEVARD



Heidi's
Pancake House

LAKELAND VILLAGE
RESORT

Johns
Canners • Fine Laundry
Excellence in Fabricare Since 1969

CHIPOTLE

Spectrum

FIVE GUYS

BURGERS and FRIES

CHASE

Hilton

HOTELS & RESORTS

**WHOLE
FOODS**
MARKET

HERBERT AVENUE

SKI RUN BOULEVARD

TAHOE PINES

BIJOU COMMUNITY
SCHOOL

SPRUCE AVENUE

TAHOE PINES



Downtown / Casinos

Timber Cove Marina

Bijou Elementary

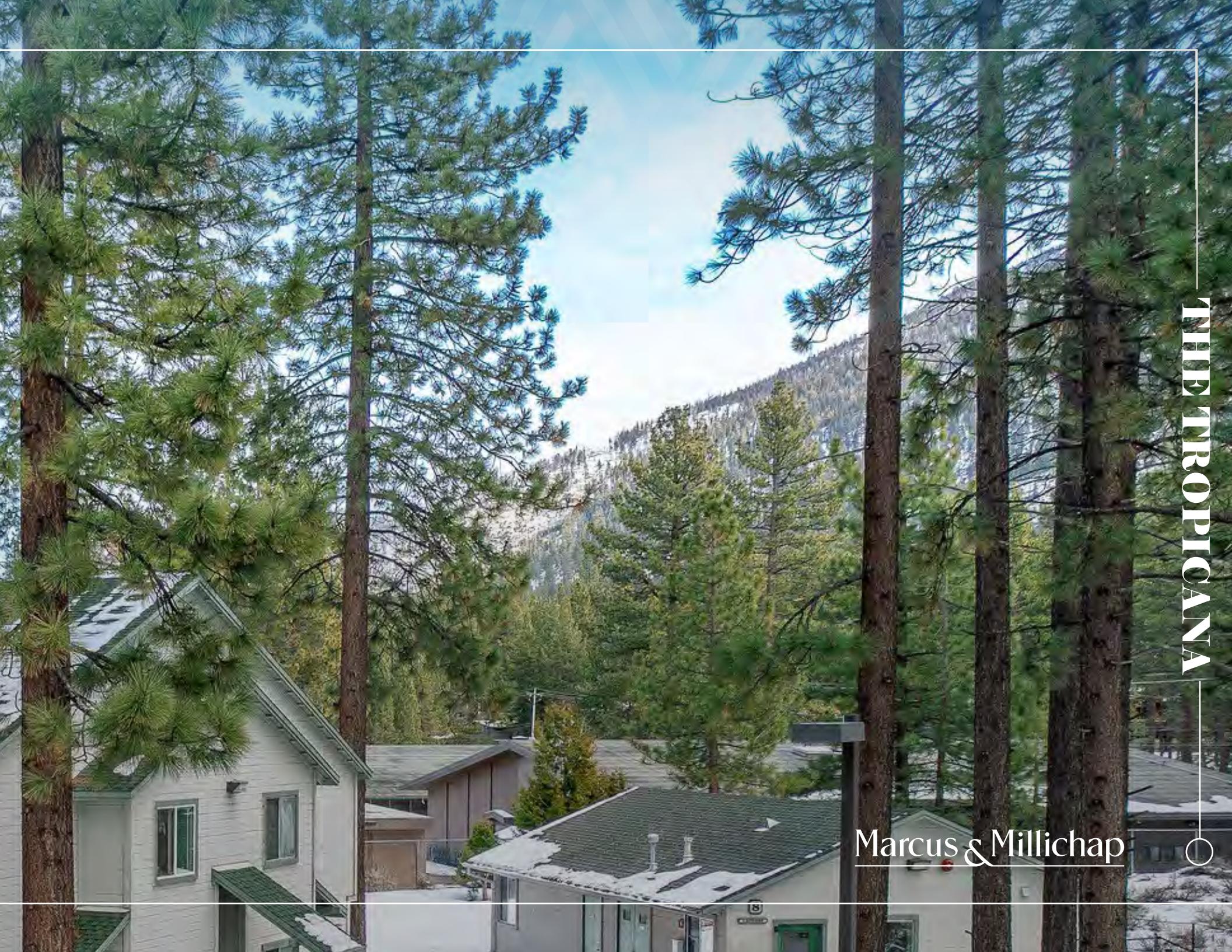




FINANCIAL ANALYSIS

The Tropicana

Marcus & Millichap



RENT ROLL

UNIT TYPE	# OF UNITS	AVG SQ FEET	RENTAL RANGE	SCHEDULED			POTENTIAL		
				AVERAGE RENT	AVERAGE RENT / SF	MONTHLY INCOME	AVERAGE RENT	AVERAGE RENT / SF	MONTHLY INCOME
2BD50%	6	820	\$1,015 - \$1,462	\$1,171	\$1.43	\$7,024	\$1,264	\$1.54	\$7,586
2BD60%	6	820	\$1,298 - \$1,592	\$1,421	\$1.73	\$8,525	\$1,535	\$1.87	\$9,207
3BD50%	5	1,000	\$1,226 - \$1,619	\$1,305	\$1.30	\$6,523	\$1,409	\$1.41	\$7,045
3BD560%	10	1,000	\$1,304 - \$1,837	\$1,510	\$1.51	\$15,102	\$1,631	\$1.63	\$16,310
MANAGERS UNIT	1	820	\$1,393 - \$1,393	\$1,393	\$1.70	\$1,393	\$1,504	\$1.83	\$1,504
TOTALS/ WEIGHTED AVERAGES	28	913		\$1,378	\$1.51	\$39,960	\$1,488	\$1.63	\$43,157
GROSS ANNUALIZED RENTS				\$479,520			\$517,882		

RENT ROLL DETAILS

UNIT	UNIT TYPE	SQUARE FEET	SCHEDULED		POTENTIAL	
			RENT / MONTH	RENT / SF / MONTH	RENT / MONTH	RENT / SF / MONTH
1-101	3BD560%	1,000	\$1,507	\$1.51	\$1,628	\$1.63
1-102	MANAGERS UNIT	820	\$1,393	\$1.70	\$1,504	\$1.83
1-103	3BD560%	1,000	\$1,304	\$1.30	\$1,408	\$1.41
1-104	2BD50%	1,000	\$1,507	\$1.51	\$1,628	\$1.63
2-201	2BD50%	1,000	\$1,507	\$1.51	\$1,628	\$1.63
2-202	2BD50%	1,000	\$1,350	\$1.35	\$1,458	\$1.46
2-203	2BD60%	1,000	\$1,226	\$1.23	\$1,324	\$1.32
2-204	2BD60%	1,000	\$1,226	\$1.23	\$1,324	\$1.32
3-301	2BD60%	820	\$1,298	\$1.58	\$1,402	\$1.71
3-302	2BD60%	820	\$1,302	\$1.59	\$1,406	\$1.71
3-303	2BD60%	820	\$1,199	\$1.46	\$1,295	\$1.58
3-304	2BD60%	820	\$1,054	\$1.29	\$1,138	\$1.39
4-401	3BD50%	820	\$1,240	\$1.51	\$1,339	\$1.63
4-402	3BD50%	820	\$1,298	\$1.58	\$1,402	\$1.71
4-403	3BD50%	820	\$1,443	\$1.76	\$1,558	\$1.90
4-404	3BD50%	820	\$1,592	\$1.94	\$1,719	\$2.10
5-501	3BD50%	1,000	\$1,619	\$1.62	\$1,749	\$1.75
5-502	3BD560%	1,000	\$1,226	\$1.23	\$1,324	\$1.32
5-503	3BD560%	1,000	\$1,507	\$1.51	\$1,628	\$1.63
5-504	3BD560%	1,000	\$1,396	\$1.40	\$1,508	\$1.51
6-601	3BD560%	1,000	\$1,350	\$1.35	\$1,458	\$1.46
6-602	3BD560%	1,000	\$1,226	\$1.23	\$1,324	\$1.32
6-603	3BD560%	1,000	\$1,837	\$1.84	\$1,984	\$1.98
6-604	3BD560%	1,000	\$1,837	\$1.84	\$1,984	\$1.98
7-701	3BD560%	820	\$1,054	\$1.29	\$1,138	\$1.39
7-702	3BD560%	820	\$1,015	\$1.24	\$1,096	\$1.34
7-703	3BD560%	820	\$1,592	\$1.94	\$1,719	\$2.10
7-704	3BD560%	820	\$1,462	\$1.78	\$1,579	\$1.93
TOTAL		25,660	\$38,567	\$1.50	\$41,652	\$1.62

OPERATING STATEMENT

INCOME	CURRENT	YEAR 1	PER UNIT	PER SF
RENTAL INCOME				
GROSS POTENTIAL RENT	517,882	517,882	17,858	19.56
LOSS / GAIN TO LEASE	(38,362)	7.4%	0	0.00
GROSS SCHEDULED RENT	479,520	517,882	17,858	19.56
PHYSICAL VACANCY	(47,952)	10.0%	(25,894)	5.0%
TOTAL VACANCY	(\$47,952)	0.0%	(\$25,894)	0.0%
EFFECTIVE RENTAL INCOME	431,568	491,988	16,965	18.58
OTHER INCOME				
LAUNDRY	5,324	5,325	184	0.20
TOTAL OTHER INCOME	\$5,324	\$5,325	\$184	\$0.20
EFFECTIVE GROSS INCOME	\$436,892	\$497,313	\$17,149	\$18.78
EXPENSES	CURRENT	YEAR 1	PER UNIT	PER SF
REAL ESTATE TAXES	6,595	6,595	227	0.25
INSURANCE	45,300	45,300	1,562	1.71
UTILITIES - ELECTRIC	11,000	11,000	379	0.42
UTILITIES - WATER & SEWER	31,239	31,239	1,077	1.18
UTILITIES - GAS	4,241	4,241	146	0.16
TRASH REMOVAL	27,695	27,695	955	1.05
REPAIRS & MAINTENANCE	30,000	30,000	1,034	1.13
LANDSCAPING & CLEANING	13,000	13,000	448	0.49
PAYROLL	65,000	65,000	2,241	2.45
OPERATING RESERVES	8,400	8,400	290	0.32
MANAGEMENT FEE	26,214	6.0%	29,839	6.0%
TOTAL EXPENSES	\$268,684	\$272,309	\$9,390	\$10.28
EXPENSES AS % OF EGI	61.5%	54.8%		
NET OPERATING INCOME	\$168,208	\$225,004	\$7,759	\$8.50

* Based on Estimate for Age, Size & Location of asset

PRICING DETAIL

SUMMARY					INCOME			CURRENT		PRO FORMA	
# OF UNITS		UNIT TYPE	SQFT	SCHEDULED RENT	INCOME		CURRENT		PRO FORMA		
12	2BD	820	\$1,303	\$1,407	GROSS SCHEDULED RENT	\$479,520		\$517,882			
16	3BD	1,000	\$1,442	\$1,557	LESS: VACANCY/DEDUCTIONS	10.0%	\$47,952	5.0%	\$25,894		
APPROX. YEAR BUILT		LOT SIZE		2.87 ACRES	TOTAL EFFECTIVE RENTAL INCOME	\$431,568		\$491,988			
PRICE		PRICE PER UNIT		\$94,828	OTHER INCOME	\$5,324		\$5,325			
DOWN PAYMENT		PRICE PER SQFT		\$103.85	EFFECTIVE GROSS INCOME	\$436,892		\$497,313			
NUMBER OF UNITS		RENTABLE SQFT		26,480	LESS: EXPENSES	61.5%	\$268,684	54.8%	\$272,309		
PRICE PER SQFT		APPROX. YEAR BUILT		1994	NET OPERATING INCOME	\$168,208		\$225,004			
RENTABLE SQFT		LOT SIZE		2.87 ACRES	CASH FLOW	\$168,208		\$225,004			
APPROX. YEAR BUILT		APPROX. YEAR BUILT		1994	DEBT SERVICE	\$118,711		\$118,711			
# OF UNITS		UNIT TYPE		SCHEDULED RENT	NET CASH FLOW AFTER DEBT SERVICE	4.50%	\$49,497	9.66%	\$106,293		
12		2BD		\$1,303	PRINCIPAL REDUCTION		\$20,262		\$21,512		
16		3BD		\$1,442	TOTAL RETURN	6.34%	\$69,760	11.62%	\$127,805		
RETURNS			CURRENT		EXPENSES			CURRENT		PRO FORMA	
CAP RATE			CURRENT		EXPENSES			CURRENT		PRO FORMA	
GRM			YEAR 1		EXPENSES			YEAR 1		PRO FORMA	
CASH-ON-CASH			YEAR 1		EXPENSES			YEAR 1		PRO FORMA	
DEBT COVERAGE RATIO			YEAR 1		EXPENSES			YEAR 1		PRO FORMA	
FINANCING				1ST LOAN	EXPENSES			YEAR 1		PRO FORMA	
LOAN AMOUNT				\$1,650,000	EXPENSES			YEAR 1		PRO FORMA	
LOAN TYPE				New	EXPENSES			YEAR 1		PRO FORMA	
INTEREST RATE				6.00%	EXPENSES			YEAR 1		PRO FORMA	
AMORTIZATION				30 Years	EXPENSES			YEAR 1		PRO FORMA	
YEAR DUE				2030	EXPENSES			YEAR 1		PRO FORMA	
* Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative.										PRO FORMA	

MARKET OVERVIEW



TAH
APA
E





Marcus & Millichap

JOE PINES

SACRAMENTO

As capital to the largest U.S. state economy, the Sacramento-Roseville-Arden-Arcade metro is a hub of public and private sector activity. Two major universities foster an educated workforce that draws new companies to the market. New job opportunities, in turn, foster population growth as more households seek residential options in less dense areas. Lying in the middle of the 450-mile-long Central Valley, the metro is comprised of four counties: Sacramento, El Dorado, Placer and Yolo. More than 2.4 million people call the area home, and unlike the nearby Bay Area, Sacramento is seismically quiet, making it an ideal location for data centers and cloud computing storage. The city of Sacramento is the most populous, at approximately 510,000 residents, followed by Elk Grove and Roseville.



TAHOE PINES



SACRAMENTO ECONOMY

- ◊ Sacramento is home to the state capitol, making the government sector important to the region's economy, even with its recent diversification.
- ◊ Health care is a prominent component of the local employment base. Top employers in the metro include Kaiser Permanente, Sutter Health and Dignity Health.
- ◊ University of California, Davis and California State University, Sacramento, along with associated medical systems, prop up a large education and health services ecosystem, forming a broad base for employment, along with many area hospitals.

SHARE OF 2023 TOTAL EMPLOYMENT



SACRAMENTO DEMOGRAPHICS

METRO HIGHLIGHTS

BUSINESS ADVANTAGES

Lower costs relative to the Bay Area attract businesses and have driven job creation here in recent years.

RESILIENT EMPLOYMENT BASE

Sacramento's employment total rebounded from the COVID-19 pandemic quicker than most major California metros, while the overall workforce is anticipated to continue setting new records in the coming year.

EXPANDING RESIDENTIAL NEEDS

Placer County overall is one of the fastest-growing areas in the state, contributing to robust long-term local housing demand.



PROPERTY DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2029 PROJECTION			
TOTAL POPULATION	6,576	20,108	28,068
2024 ESTIMATE			
TOTAL POPULATION	6,598	20,019	27,917
2020 CENSUS			
TOTAL POPULATION	6,625	20,178	28,210
2010 CENSUS			
TOTAL POPULATION	7,256	21,028	28,517
DAYTIME POPULATION			
2024 ESTIMATE	6,375	18,742	27,447
HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2029 PROJECTION			
TOTAL HOUSEHOLDS	4,622	15,423	22,097
2024 ESTIMATE			
OWNER OCCUPIED	4,596	15,296	21,916
RENTER OCCUPIED	942	3,707	5,969
VACANT	1,690	5,090	6,668
	1,978	6,499	9,224

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
2024 ESTIMATE			
\$200,000 OR MORE	8%	10%	11%
\$150,000-\$199,000	4%	6%	7%
\$100,000-\$149,000	17%	14%	15%
\$75,000-\$99,999	11%	12%	11%
\$50,000-\$74,999	17%	19%	18%
\$35,000-\$49,999	12%	13%	11%
\$25,000-\$34,999	9%	9%	8%
\$15,000-\$24,999	10%	9%	9%
UNDER \$15,000	13%	10%	10%
AVERAGE HOUSEHOLD INCOME	\$83,738	\$90,800	\$96,485
MEDIAN HOUSEHOLD INCOME	\$59,294	\$63,345	\$70,327
PER CAPITA INCOME	\$34,557	\$40,261	\$44,061
POPULATION PROFILE	1 MILE	3 MILES	5 MILES
POPULATION BY AGE			
2024 ESTIMATE TOTAL POPULATION	6,598	20,019	27,917
UNDER 20	23%	20%	19%
20-34 YEARS	27%	24%	23%
35-39 YEARS	8%	8%	8%
40-49 YEARS	13%	13%	13%
50-64 YEARS	17%	19%	20%
AGE 65+	11%	16%	17%
MEDIAN AGE	37	40	41
POPULATION 25+ BY EDUCATION LEVEL			
2024 ESTIMATE POPULATION 24+	4,613	14,847	21,087
ELEMENTARY (0-8)	9%	6%	5%
SOME HIGH SCHOOL (9-11)	11%	6%	5%
HIGH SCHOOL GRADUATE (12)	23%	23%	21%
SOME COLLEGE (13-15)	27%	25%	25%
ASSOCIATE'S DEGREE ONLY	9%	9%	9%
BACHELOR'S DEGREE ONLY	14%	22%	24%
GRADUATE DEGREE	7%	10%	11%
POPULATION BY GENDER			
2024 ESTIMATE TOTAL POPULATION	6,598	20,019	27,917
MALE POPULATION	47%	47%	47%
FEMALE POPULATION	53%	53%	53%

PROPERTY DEMOGRAPHICS

POPULATION

In 2024, the population in your selected geography is 27,917. The population has changed by -2.10 percent since 2010. It is estimated that the population in your area will be 28,068 five years from now, which represents a change of 0.5 percent from the current year. The current population is 47.1 percent male and 52.9 percent female. The median age of the population in your area is 41.0, compared with the U.S. average, which is 39.0. The population density in your area is 355 people per square mile.

HOUSEHOLDS

There are currently 12,692 households in your selected geography. The number of households has changed by 3.88 percent since 2010. It is estimated that the number of households in your area will be 12,788 five years from now, which represents a change of 0.8 percent from the current year. The average household size in your area is 2.2 people.

EMPLOYMENT

In 2024, 15,308 people in your selected area were employed. The 2010 Census revealed that 48 of employees are in white-collar occupations in this geography, and 13.5 are in blue-collar occupations. In 2024, unemployment in this area was 4.0 percent. In 2010, the average time traveled to work was 16.00 minutes.

HOUSING

The median housing value in your area was \$648,083 in 2024, compared with the U.S. median of \$321,016. In 2010, there were 5,555.00 owner-occupied housing units and 6,664.00 renter-occupied housing units in your area.

INCOME

In 2024, the median household income for your selected geography is \$70,327, compared with the U.S. average, which is currently \$76,141. The median household income for your area has changed by 44.63 percent since 2010. It is estimated that the median household income in your area will be \$80,540 five years from now, which represents a change of 14.5 percent from the current year.

The current year per capita income in your area is \$44,061, compared with the U.S. average, which is \$40,471. The current year's average household income in your area is \$96,485, compared with the U.S. average, which is \$101,307.

EDUCATION

The selected area in 2024 had a lower level of educational attainment when compared with the U.S averages. 34.0 percent of the selected area's residents had earned a graduate degree compared with the national average of only 13.5 percent, and 9.0 percent completed a bachelor's degree, compared with the national average of 21.1 percent.

The number of area residents with an associate degree was higher than the nation's at 18.2 percent vs. 8.8 percent, respectively.

The area had fewer high-school graduates, 1.9 percent vs. 26.2 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 27.4 percent in the selected area compared with the 19.7 percent in the U.S.

Marcus & Millichap

EXCLUSIVELY LISTED BY



ISAAK HEITZEBERG

MANAGING DIRECTOR INVESTMENTS

E: ISAAK.HEITZEBERG@MARCUSMILICHAP.COM

O: 916.724.1285

C: 916.204.9804

LICENSE: CA 01989468