



CONFIDENTIAL OFFERING MEMORANDUM

427 Barson St / 419 Barson St
311 Ocean St / 315 Ocean St
Santa Cruz, CA 96070

This Confidential Offering Memorandum (the 'Memorandum') has been prepared and presented to the recipient (the "Recipient") by Intempus Realty ('Intempus) as part of Intempus Realty's efforts to market for sale the real property located at 311 Ocean St, 315 Ocean St, 427 Barson St, 419 Barson St, Santa Cruz, 95060 (the "Property"). Intempus is the exclusive agent and broker for the owners) of the Property (the "Owner") Intempus is providing this Memorandum and the material contained in it to the Recipient solely to assist the Recipient in determining whether the Recipient is interested in potentially purchasing all or part of the Property, Intempus also is providing this Memorandum and the material in it to the Recipient with the understanding that the Recipient will independently investigate those matters that it deems necessary and appropriate to evaluate the Property and that the Recipient will rely only on its investigation, and not on Intempus, the Owner or this Memorandum, in determining whether to purchase the Property, The Recipients use of this Memorandum and the material in it is strictly governed by the terms and conditions of the Registration and Confidentiality Agreement that the Recipient previously executed and delivered to Intempus

Please Note the Following:

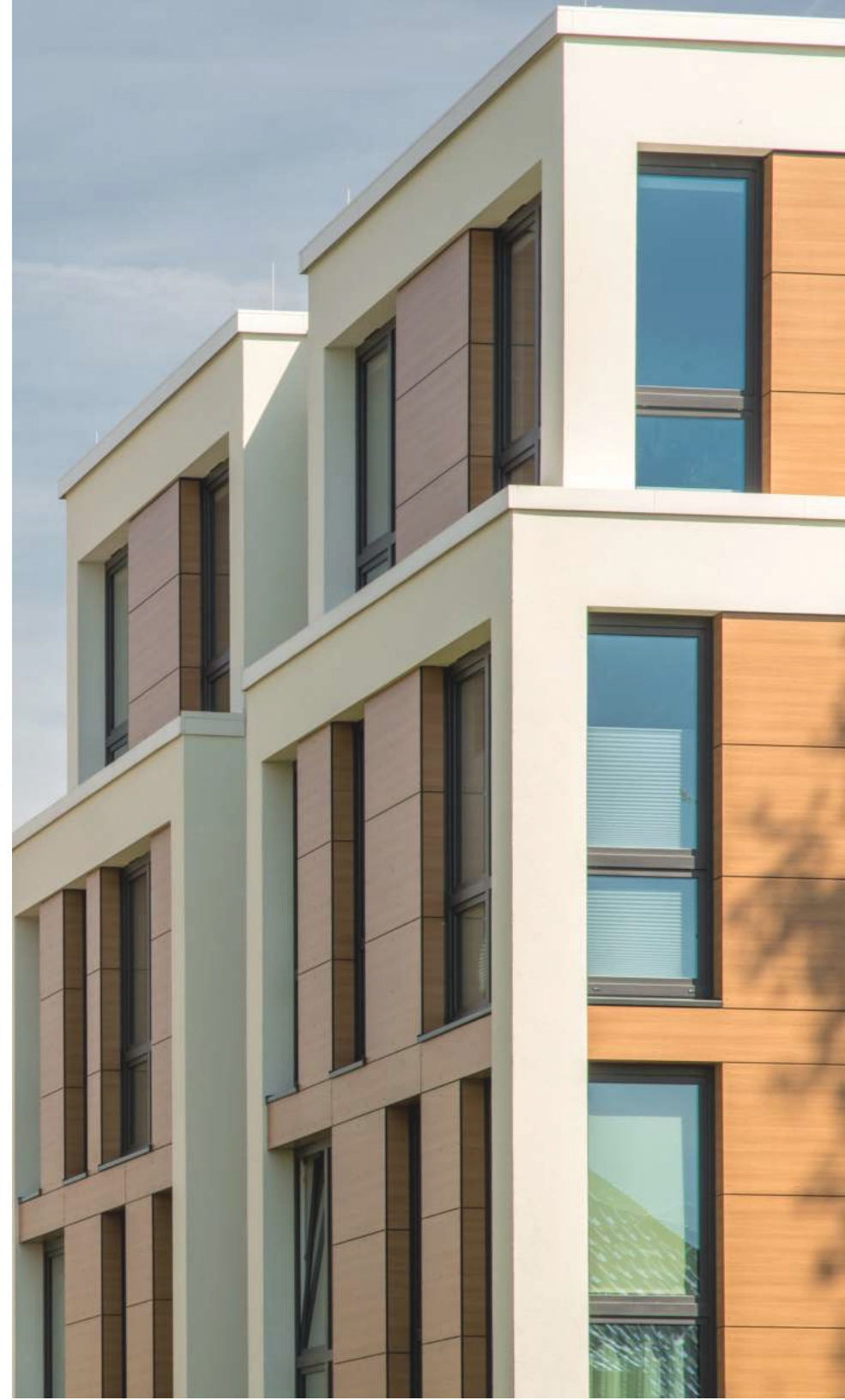
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This Memorandum includes statements and estimates provided by or to Intempus and/or the Owner regarding the Property. Those statements and estimates may or may not be accurate, correct, or complete. Nothing contained in this Memorandum should be construed as a representation or warranty about the accuracy, correctness, or completeness of such statements and estimates. Further, nothing contained in this Memorandum should be construed as representation or warranty about any aspect of the Property, including, without limitation, the Property's (1) past, current, or future performance, income, uses or occupancy, (2) past, current or prospective tenants (3) physical condition. (4) compliance or non-compliance with any permit, license, law, regulation, rule, guideline, or ordinance, or (5) appropriateness for any particular purpose, investment, use, or occupancy, Again, the Recipient is urged not to rely on this Memorandum and the statements and estimates in it and to make an independent investigation regarding the Property and the statements and estimates contained herein.

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**01 EXECUTIVE
SUMMARY**

01

Intempus Realty presents a compelling investment opportunity with a portfolio of **fully leased four properties** in Santa Cruz, totaling an asking price of **\$4,850,000**.

Leading this portfolio is 427 Barson St offers a **8.87% cap rate** on a **\$135,000 NOI**. At **\$973 per square foot**, this diversified **mix of residential and commercial assets**—spanning from cottages to multi-unit residences — underscores the solid investment potential and desirable income streams within a sought-after market.

427 Barson St, Santa Cruz (Laundromat)	\$1,200,000.00
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419 Barson St, Santa Cruz (Cottage)	\$1,000,000.00
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311 Ocean St, Santa Cruz (Multi-Unit Residential)	\$900,000.00
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315 Ocean St, Santa Cruz (Multi-Unit Residential)	\$1,325,000.00
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TOTAL	\$4,425,000.00
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Broker

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311 Ocean St / 315 Ocean St



419 Barson St



427 Barson St

02

Price	\$1,200,000
Property Address	427 Barson St, Santa Cruz, CA 95060
County	Santa Cruz County
Parcel Number	007-403-23
Property Type	Retail / Laundromat
Year Built	1974
Square Footage	1542 Sq. Ft.
Price / Sq. Ft.	\$973
Lot Size	3484 Sq. Ft.
Equipment	\$160,000
Goodwill	\$200,000
Cap Rate	8.87%
NOI	\$135,000
Parking	4 Spaces (2.59 Spaces per 1,000 SF Leased)



03

427 BARSON ST	2023	2022	PROFORMA
INCOME			
Ordinary Income (Business Operations)	\$154,800.00	\$145,700.00	\$165,000.00
EXPENSE			
Insurance Expense	\$4,020.00	\$3,960.00	\$4,020.00
Janitorial Expense	\$2,400.00	\$2,400.00	\$2,400.00
Property Tax	\$3,569.04	\$3,569.04	\$3,569.04
License Fees	\$145.15	\$145.15	\$145.15
Repairs and Maintenance	\$2,500.00	\$2,500.00	\$2,500.00
PG&E	\$25,800.00	\$22,700.00	\$25,000.00
Water & Sewer	\$31,800.00	\$30,700.00	\$30,000.00
Total Expense	\$70,234.19	\$65,974.19	\$67,634.19
GROSS PROFIT	\$84,565.81	\$79,725.81	\$97,365.81

Price \$1,000,000

Property Address 419 Barson St,
Santa Cruz, CA 95060

County Santa Cruz County

Parcel Number 007-40-324

Property Type Cottage

Number Of Units 2 Beds / 2 Baths

Year Built 1900

Square Footage 778 Sq. Ft.

Price / Sq. Ft. \$1,478

Parking 1 covered space
1 carport space
off-street parking



419 BARSON ST	2023	2022	PROFORMA
INCOME			
Ordinary Income (Rent)	\$36,000.00	\$37,200.00	\$39,468.00
EXPENSE			
Insurance Expense	\$602.15	\$602.15	\$602.15
Property Tax	\$5,726.50	\$5,726.50	\$5,726.50
License Fees	\$145.15	\$145.15	\$145.15
Repairs and Maintenance	\$1,800.00	\$1,860.00	\$1,973.40
Total Expense	\$36,000.00	\$37,200.00	\$39,468.00
GROSS PROFIT	\$27,726.20	\$28,866.20	\$31,020.80

Price	\$900,000
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Property Address	311 Ocean St, Santa Cruz, CA 95060
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County	Santa Cruz County
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Parcel Number	007-403-19-000
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Property Type	Multi-Residential
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Number Of Units	3 (1 Bed / 1 Bath)
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Year Built	1908
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Square Footage	1148 Sq. Ft.
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Price / Sq. Ft.	\$871
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Parking	1 covered space 1 carport space off-street parking
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311 OCEAN ST	2023	2022	PROFORMA
INCOME			
Ordinary Income (Rent)	\$62,968.79	\$64,916.28	\$66,924.00
EXPENSE			
Insurance Expense	\$1,165.15	\$1,165.15	\$1,165.15
Property Tax	\$3,106.38	\$3,106.38	\$3,106.38
License Fees	\$145.15	\$145.15	\$145.15
Repairs and Maintenance	\$3,148.44	\$3,245.81	\$3,346.20
Utilities	\$5,022.17	\$5,231.42	\$5,449.40
Total Expense	\$12,587.29	\$12,893.92	\$13,212.28
GROSS PROFIT	\$50,381.50	\$52,022.36	\$53,711.72

Price	\$1,325,000
Property Address	315 Ocean St, Santa Cruz, CA 95060
County	Santa Cruz County
Parcel Number	007-40-318
Property Type	Multi-Residential
Number Of Units	1 (1 bed / 1 bath) and 1 (2 bed / 1 bath)
Year Built	1927
Square Footage	1129 Sq. Ft.
Price / Sq. Ft.	\$1,329
Parking	1 covered space 1 carport space off-street parking



315 OCEAN ST	2023	2022	PROFORMA
INCOME			
Ordinary Income (Rent)	\$56,092.69	\$57,827.52	\$59,616.00
EXPENSE			
Insurance Expense	\$894.15	\$894.15	\$894.15
Property Tax	\$6,110.36	\$6,110.36	\$6,110.36
License Fees	\$145.15	\$145.15	\$145.15
Repairs and Maintenance	\$2,804.63	\$2,891.38	\$2,980.80
Utilities	\$4,290.86	\$4,469.64	\$4,655.88
Total Expense	\$14,245.15	\$14,510.68	\$14,786.34
GROSS PROFIT	\$41,847.54	\$43,316.84	\$44,829.66

04



Transportation

Accessible to Highways 1, 9, and 17, ensuring ease of transportation.

The area's walkability is high, with a Walk Score® of 85, showcasing ease of access to local amenities on foot. Public transit availability is moderate, with a Transit Score® of 44.



Demographic Highlights (1-mile radius)

A population of 24,850 with a median age of 37.50 years and a median household income of \$66,802 showcases a community with a stable economic foundation. The presence of over 21,000 daytime employees within this radius further emphasizes the area's economic vibrancy.



Traffic Volumes

High traffic on Ocean St and Barson St with 14,288 daily vehicles.

Significant visibility potential from nearby major streets.



Area Employment and Amenities

Close to a variety of employment sectors including retail, hospitality, and health care.

Ample local amenities, contributing to high area desirability.

05

LOCATION MAP



COSTCO
WHOLESALE

patagonia
ROSS
DRESS FOR LESS[®]
PET SMART

TRADER JOE'S
BANK OF AMERICA
WELLS FARGO SANTA CRUZ COUNTY BANK
FIVE GUYS VERVE
COLD STONE
CREAMERY

Santa Cruz Beach Boardwalk

311 Ocean St
315 Ocean St
427 Barson St
419 Barson St

WHOLE FOODS
MARKET
SAFeway
GROCERY OUTLET
bargain market
24 HOUR FITNESS

Dom

Mission Santa Cruz 1791

Santa Cruz

Twin Lakes

06

The demographics showcase a diverse and vibrant community.

Within a 1-mile radius, there's a population of approximately **24,850**, with a median age of **37.5** years and a median household income of **\$66,802**. This area has a higher concentration of renters (**74%**) compared to owners, reflecting the dynamic and mobile nature of the community.

The demographic data also reveal a substantial daytime employee population of **21,129**, indicating a bustling local economy.

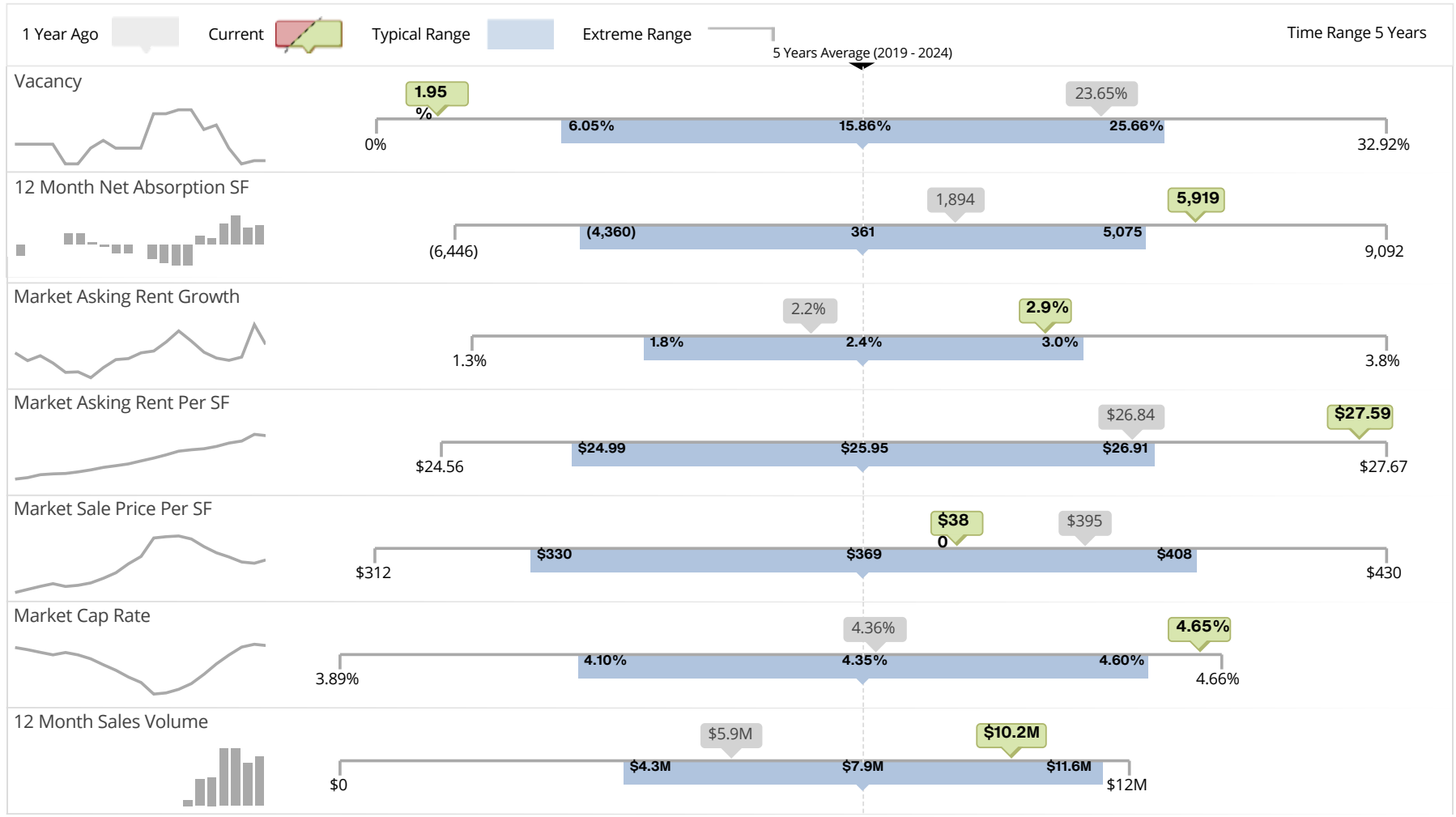
The surrounding area within a 3-mile radius expands to a population of **90,690**, with a slightly higher median age of **38.2** years and a median household income of **\$92,955**, pointing towards a slightly more affluent and stable population.

Feature	1 Mile Radius	3 Mile Radius
Population	24,850	90,690
Households	10,453	34,719
Median Age	37.50	38.20
Median HH Income	\$66,802	\$92,955
Daytime Employees	21,129	55,938
Owner/Renter Ratio	26% / 74%	46% / 54%

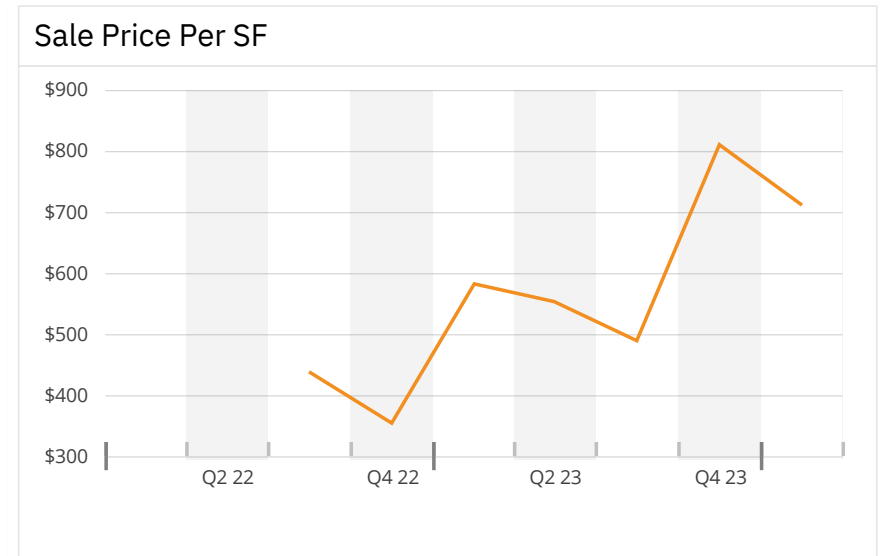
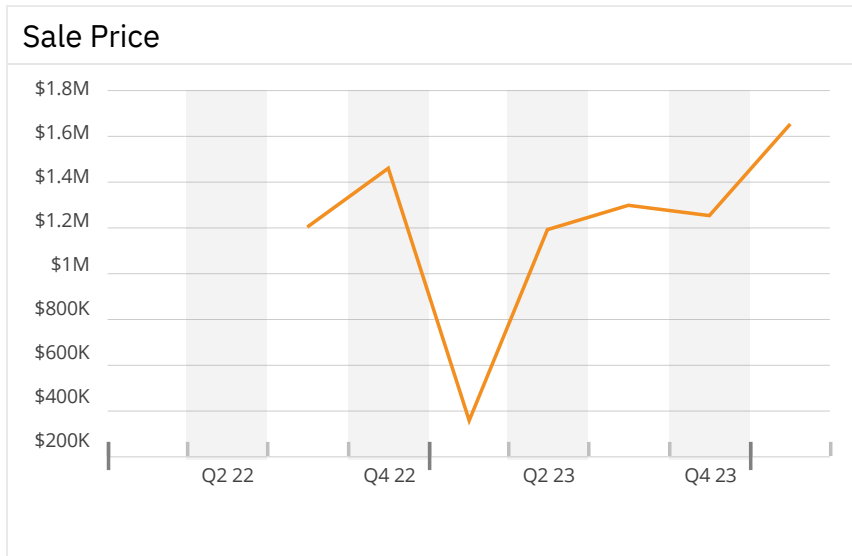
This summary provides a snapshot of the demographic landscape, indicating a community with a blend of young professionals, families, and a significant workforce contributing to the area's vibrancy and economic activity.



Key Performance Indicators



Address	Yr Blt/Renov	Type	Size	Dist (mi)	Sale Date	Sale Price	Price/SF
427 Barson St	1974	Retail	1,542 SF	-	-	\$1,200,000	\$973
414 Soquel Ave	1922	Retail	2,321 SF	0.26	Jan 2024	\$1,650,000	\$710.90
21231 E Cliff Dr	1926	Retail	1,260 SF	1.44	Nov 2023	\$1,208,000	\$958.73
708 Washington St		Retail	1,544 SF	0.62	Nov 2023	\$1,250,000	\$809.59
425 Barson St		Retail	1,433 SF	0.01	Jun 2023	\$1,100,000	\$767.62
860 41st Ave	1947	Retail	780 SF	2.97	May 2023	\$1,000,000	\$1,282.05
718-722 Soquel Ave	1980	Retail	2,179 SF	0.45	May 2023	\$1,720,000	\$789.35
1129 Soquel Ave	1920	Retail	1,555 SF	0.70	Apr 2023	\$1,400,000	\$900.32
4402 Scotts Valley Dr		Retail	2,562 SF	5.22	Nov 2022	\$1,730,000	\$675.25
216-220 Capitola Ave	1939/1980	Retail	2,032 SF	3.65	Aug 2022	\$2,600,000	\$1,279.53

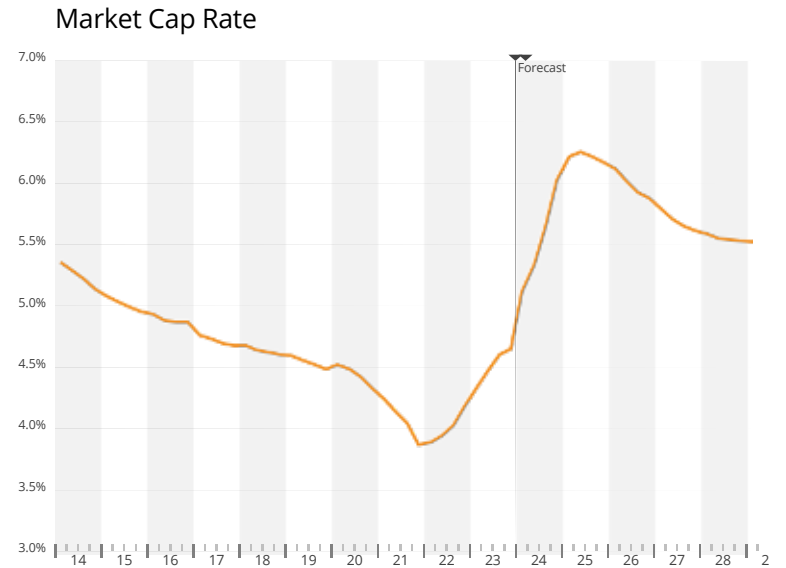


09



427 Barson St Investment Overview

The investment potential of 427 Barson St stands out with its cap rate of 8.87%, markedly higher than the market's average of 4.65%. This distinction points to a promising opportunity for investors looking for yields surpassing those generally available in the current market.



Rent Roll

The fully leased property portfolio, encompassing 427 Barson (laundromat), 419 Barson (cottage), and multi-unit residential properties at 311 and 315 Ocean, secures a total monthly rent of \$15,630.00. This generates an impressive annual income of \$187,560.00, illustrating a strong and stable cash flow from a diversified mix of commercial and residential units in a sought-after market.

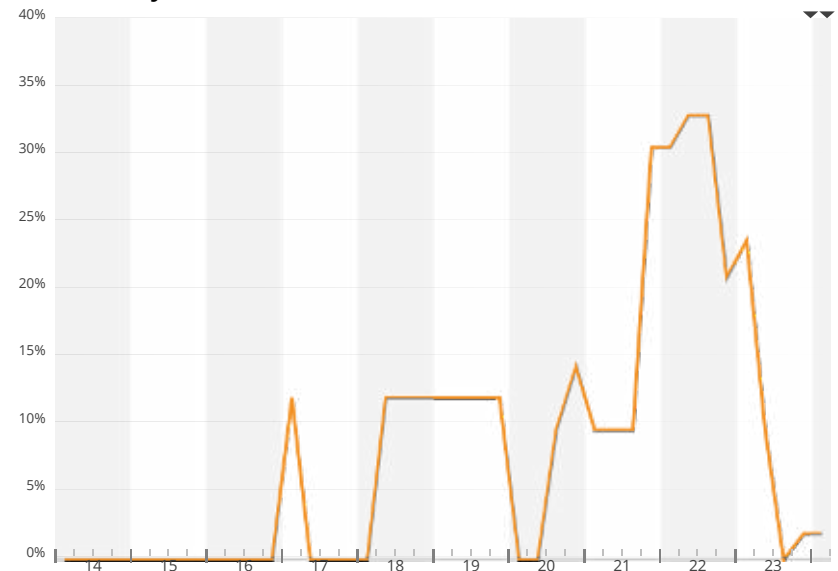
Property	Monthly Rent	Annual Rent
427 Barson St, Santa Cruz (Laundromat)	\$5,085.00	\$61,020.00
419 Barson St, Santa Cruz (Cottage)	\$3,289.00	\$39,468.00
311 Ocean St, Santa Cruz (Multi-Unit Residential)	\$5,577.00	\$66,924.00
315 Ocean St, Santa Cruz (Multi-Unit Residential)	\$4,968.00	\$59,616.00
TOTAL	\$15,630.00	\$187,560.00



Vacancy Rate

The vacancy rate currently shows a positive trend below the typical range at 1.95%, suggesting strong occupancy rates compared to historical averages.

Vacancy Rate



Rent Growth

Meanwhile, market asking rent growth has shown an upward trajectory, indicating a healthy and growing rental market. These indicators suggest a robust demand for rental space and an opportunity for rental income appreciation.

Market Asking Rent Growth (YOY)

