

2031 LEE AVE

Napa, CA 94559

**Multifamily
Investment Opportunity**

Offering Memorandum



EXCLUSIVELY LISTED BY



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MATTHEWS™



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PROPERTY OVERVIEW

2031 Lee Ave
Napa, CA 94559



EXECUTIVE SUMMARY

2031 Lee Ave

Napa, CA

3

Total Units

±6,600SF

Lot Size (SF)

1952

Built

The Opportunity

Matthews™ is pleased to present a rare 3-unit offering located in the heart of Napa, California, one of the most supply-constrained and consistently high-demand markets in Northern California. This asset provides investors with the unique opportunity to acquire a well-located multifamily property in a premier wine-country community where rental inventory remains extremely limited and demand from local workforce, hospitality, and service-sector employees continues to outpace supply. Positioned minutes from downtown Napa, major employers, and top lifestyle amenities, the property is ideally suited for both stable long-term tenancy and potential value-add enhancements. With strong market fundamentals, enduring tenant demand, and historically low vacancy rates, this 3-unit property represents a compelling opportunity for investors seeking durable cash flow, appreciation potential, and long-term positioning within one of California's most resilient and sought-after housing markets.



INVESTMENT HIGHLIGHTS

Primary Value Drivers

- **Prime Napa Location** - Situated in a quiet residential pocket of Napa, the property offers tenants a peaceful living environment while remaining close to essential retail, dining, and daily conveniences. Its proximity to major thoroughfares allows for easy commuting throughout the valley. For investors, the desirable location helps maintain strong occupancy and supports long-term rent stability.
- **Strong Local Rental Demand** - Napa's limited multifamily inventory and steady influx of hospitality, wine, and agricultural workers create consistent tenant demand. This helps ensure minimal vacancy and smooth turnover for each unit. Investors benefit from a reliable rental market that historically outperforms surrounding regions.
- **Diverse Unit Mix (1BR + Two 2BR Units)** - A mix of one- and two-bedroom units appeals to a wide renter pool—from single professionals to small families. This versatility increases leasing flexibility and reduces downtime between tenants. Investors gain the advantage of multiple income streams and a unit configuration that is resilient across market cycles.



INVESTMENT HIGHLIGHTS



Neighborhood & Market Drivers

- **Walkable, Convenient Neighborhood** - The property is located near parks, schools, grocery stores, and local eateries, giving tenants a lifestyle where daily errands can be done on foot or with a short drive. This convenience enhances tenant satisfaction and retention. For investors, walkability is a strong value driver that supports premium rental pricing.
- **Stable, High-Quality Napa Economy** - Napa benefits from a diversified economy anchored by tourism, winemaking, healthcare, and culinary arts. This provides tenants with a wide range of employment opportunities close to home. For investors, the region's economic stability adds confidence in long-term rental performance and property appreciation.
- **Low-Density Living Environment** - The surrounding area offers a suburban, low-density feel with well-kept neighboring homes, contributing to a pleasant residential atmosphere. Tenants appreciate the quieter environment compared with denser urban settings. Investors gain from reduced wear-and-tear, stable tenant profiles, and strong long-term neighborhood desirability.



 **Redwood Middle School**
±915 Students

Bel Aire Plaza
 **TARGET** 
 **WORLD MARKET**  **TRADER JOE'S**
 Peet's Coffee  **ATHLETA**

SAFEWAY 
 **BIG 5** **BevMo!**
SPORTING GOODS  **Staples**

NOB HILL
FOODS
 **CVS pharmacy**
  

COOKE
ORTHODONTICS
 **STARBUCKS**

Panera
BREAD
the Habit
BURGER GRILL

Public Storage

 **Providence Queen of the Valley Medical Center**
±208 Beds

 **Napa High School**
±1,757 Students

GROCERYOUTLET
bargain market™

Lucky®

 **petco**

 **Mc Pherson Elementary School**
±692 Students

29

±71,000 VPD

 **Subject Property**

PROPERTY PHOTOS



FINANCIAL OVERVIEW

2031 Lee Ave
Napa, CA 94559



Financial Summary

\$1,009,680
List Price

\$336,560
Price Per Unit

\$504.84
Price Per SF

± 667 SF
Avg Unit Size

5.18%
Cap Rate

Unit Mix

Total Units	Unit Mix	Unit Mix %	Avg. SF	Current Avg. Rent PSF	Current Avg. Rent	Market Avg. Rent	Market Rent PSF	Current Max Rent	Total Current Monthly Rent	Market Monthly Rent
1	1+1	33%	400	\$4.06	\$1,625	\$2,237	\$5.59	\$1,625	\$1,625	\$2,237
2	2+1	67%	800	\$2.78	\$2,220	\$2,516	\$3.15	\$2,290	\$4,440	\$5,032
Average			667	\$3.20	\$2,022	\$2,423	\$3.96	\$2,068	\$6,065	\$7,269
3	Total		2,000		\$6,065	\$7,269		\$12,956	\$72,780	\$87,228

Cash Flow

Operating Data	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
Income						
Gross Potential Rent	\$72,780	\$74,963	\$77,212	\$79,529	\$81,915	\$84,372
Less Vacancy	(\$3,639)	(\$3,748)	(\$3,861)	(\$3,976)	(\$4,096)	(\$4,219)
Effective Gross Income	\$69,141	\$71,215	\$73,352	\$75,552	\$77,819	\$80,153
Expenses						
Real Estate Taxes	\$12,149	\$12,453	\$12,765	\$13,084	\$13,411	\$13,746
Insurance	\$2,400	\$2,460	\$2,522	\$2,585	\$2,649	\$2,715
Turnover	\$600	\$615	\$630	\$646	\$662	\$679
Repairs & Maintenance	\$1,500	\$1,538	\$1,576	\$1,615	\$1,656	\$1,697
Water/Sewer	\$73	\$73	\$78	\$78	\$83	\$83
Trash Removal	\$64	\$64	\$69	\$69	\$74	\$74
Total Expenses	\$16,786	\$17,203	\$17,640	\$18,077	\$18,535	\$18,994
Net Operating Income	\$52,355	\$54,012	\$55,712	\$57,475	\$59,284	\$61,159

Financial Summary

Annual Operating Summary

		Current	Per Unit	Market	Per Unit
Gross Potential Rent	<u>Pro Forma Estimates</u>	\$72,780	Current Rent	\$87,228	20% Upside
Less Vacancy	-5.0%	-\$3,639	-5.0%	-\$4,361	-5.0%
Loss/Gain to Lease	Actual	\$0	0.0%	-\$872	-1.0%
Less Concessions	0.00%	\$0	0.0%	-\$218	-0.25%
Less Change in Delinquency	0%	\$0	0.0%	-\$218	-0.25%
Gross Operating Income		\$69,141		\$81,558	
Expenses		\$16,786	\$5,595	\$19,396	22.57%
Net Operating Income		\$52,355	\$17,451	\$62,162	\$20,721
Pre-Tax Cash Flow		\$52,355	\$17,451	\$62,162	6.16%
Total Return Before Taxes		\$52,355	\$17,451	\$62,162	6.16%

Financial Summary

Pro Forma Annual Operating Summary

	Pro Forma Estimates	Current	Per Unit	Market	Per Unit	% of SGI
Real Estate Taxes	1.20% of Purchase Price	\$12,149	\$4,050	\$12,149	\$4,050	13.9%
Property Management Fee	3.0% x GOI	\$0	\$0	\$2,447	\$816	2.8%
Insurance	\$800.00 Per Unit	\$2,400	\$800	\$2,400	\$800	2.8%
Turnover	\$200.00 Per Unit	\$600	\$200	\$600	\$200	0.7%
Repairs & Maintenance	\$500.00 Per Unit	\$1,500	\$500	\$1,500	\$500	1.7%
Water/Sewer	\$64 Per Unit	\$73	\$24.33	\$192	\$64	0.2%
Trash Removal	\$36 Per Unit	\$64	\$21.33	\$108	\$36	0.1%
Total Expenses		\$16,786	\$5,595	\$19,396	\$6,465	22.2%

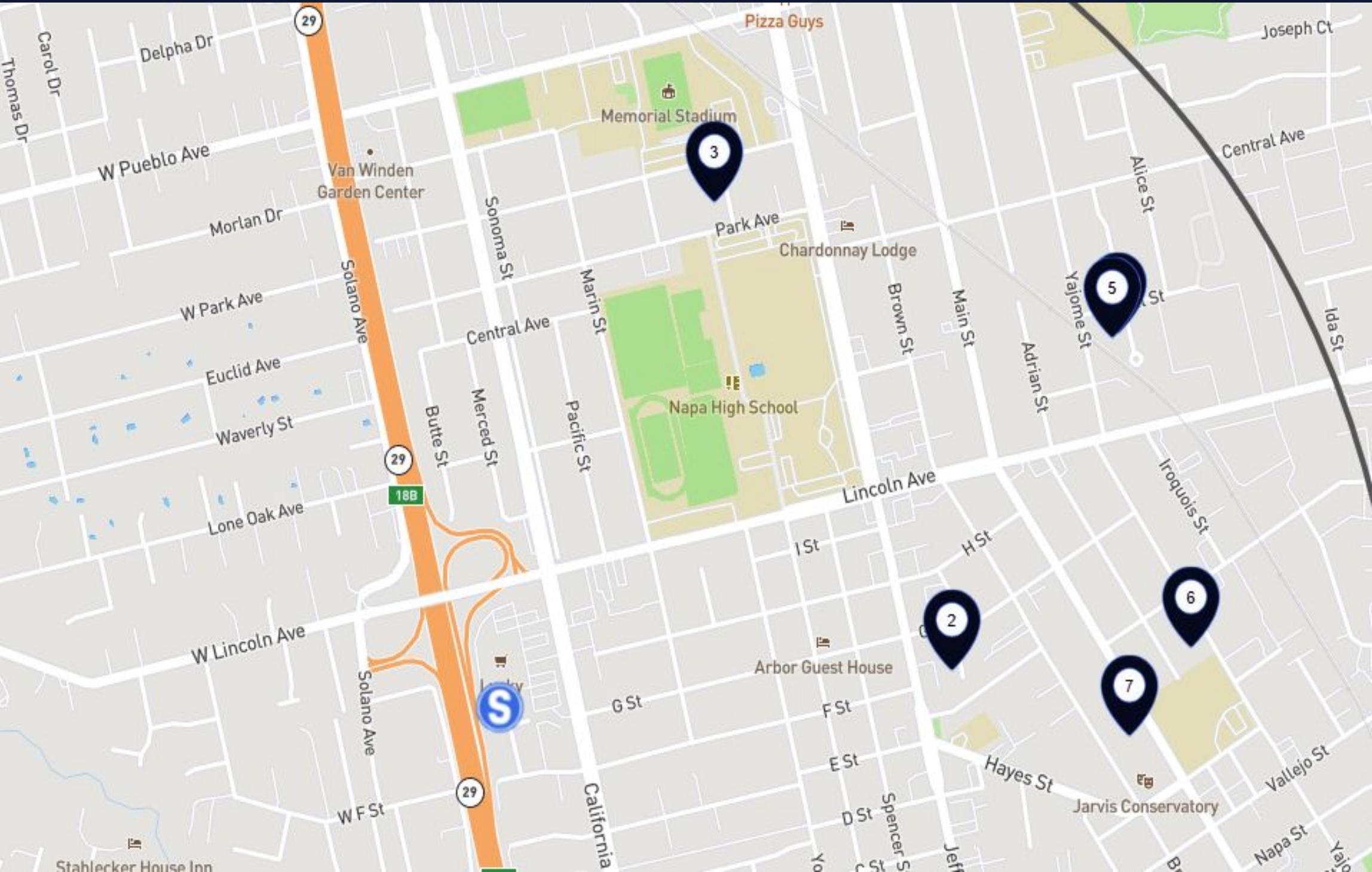
Rent Roll

Unit Mix	Unit #	# of Units	SF	Current Rent	Current Rent/SF	Market Rent	Market Rent/SF	Loss to Lease	Upside (%)	Occupied/Vacant
2+1	2031	1	800	\$2,150	\$2.69	\$2,516	\$3.15	-\$366	17%	Occupied
2+1	2033	1	800	\$2,290	\$2.86	\$2,516	\$3.15	-\$226	10%	Occupied
1+1	2031A	1	400	\$1,625	\$4.06	\$2,237	\$5.59	-\$612	38%	Occupied
Totals		3	2,000	\$6,065		\$7,269		-\$1,204	20%	-
Averages			667	\$2,022	\$3.20	\$2,423	\$3.96	-\$401	-	0.00%

Sales Comparables

	Address	Distance	Zip Code	Year Built	Units	Price	Price/Unit	\$/SF	SQFT	Date Sold
	2031 Lee Ave		94559	1952	3	\$1,009,680	\$336,560/Unit	\$504/sqft	2,000	
	3 Rose Ln	0.6 Miles	94559	1951	4	\$1,246,000	\$311,500/Unit	\$442/sqft	2,816	03/28/2025
	2731 Santa Clara St	0.9 Miles	94558	N/A	2	\$705,000	\$352,500/Unit	N/A	N/A	05/22/2025
	2253 Louisa St	0.4 Miles	94558	1965	3	\$1,000,000	\$333,333/Unit	\$455/sqft	2,200	05/28/2025
	2249 Louisa St	0.4 Miles	94558	1965	3	\$1,000,000	\$333,333/Unit	\$416/sqft	2,401	0/5/08/2025
	1869 Yajome St	1 Mile	94559	1930	3	\$1,255,625	\$418,541/Unit	\$471/sqft	2,664	06/24/2025
	1821 Main St	0.9 Miles	94559	N/A	3	\$800,000	\$266,666/Unit	N/A	N/A	10/29/2025
	Average					\$1,001,104	\$336,062	\$446/sqft		

Sales Comparables Map



Market Overview

2031 Lee Ave
Napa, CA 94559



NAPA, CALIFORNIA



Tourism-Fueled Market Strength

3.7M
Total Visitors Annually

\$107.5M
Tourism Generated

\$281
Average Visitor Spend

+20,000
Supported Jobs for
the Region

2nd
Largest Employer in
Napa County

16,000
Jobs Supported in
the Community

Local Market Overview

Located in the city of Napa, California – the commercial heart of Napa County and a gateway into California’s renowned wine region – the subject neighborhood benefits from both the domestic lifestyle base and strong tourism and hospitality activity. The area offers accessibility to downtown amenities, major arterial routes, and a labor pool tied to the broader San Francisco Bay Area economy, strengthening its multifamily appeal as well as short-term rental or mixed-use alternatives. With a stable population in the mid-70,000-range and household incomes above the U.S. average, Napa presents a high-value resident profile with solid discretionary spending capacity.

The region is anchored by agribusiness, wine tourism, lodging and dining services, and increasingly light industrial/production operations. These complementary sectors support consistent regional employment and demand for housing. With limited new greenfield land and strong cost barriers to entry, rental product in Napa often benefits from constrained supply, positioning multifamily properties to capture stable occupancy and rental growth in a market where households seek both local employment and lifestyle amenities.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	20,324	75,350	81,218
Current Year Estimate	21,494	78,967	85,043
2020 Census	22,788	83,335	88,959
Growth Current Year-Five-Year	-5.45%	-4.58%	-4.50%
Growth 2020-Current Year	-5.68%	-5.24%	-4.40%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	7,032	28,668	31,182
Current Year Estimate	7,331	29,611	32,188
2020 Census	7,609	30,627	33,053
Growth Current Year-Five-Year	-4.08%	-3.18%	-3.13%
Growth 2020-Current Year	-3.65%	-3.32%	-2.62%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$127,918	\$146,728	\$154,571

NAPA CALIFORNIA

Napa is one of *Northern California's most sought-after residential markets* offering an exceptional quality of life, a strong job market, and a lively economy centered around *tourism, wine, and healthcare.*

Local Market Overview

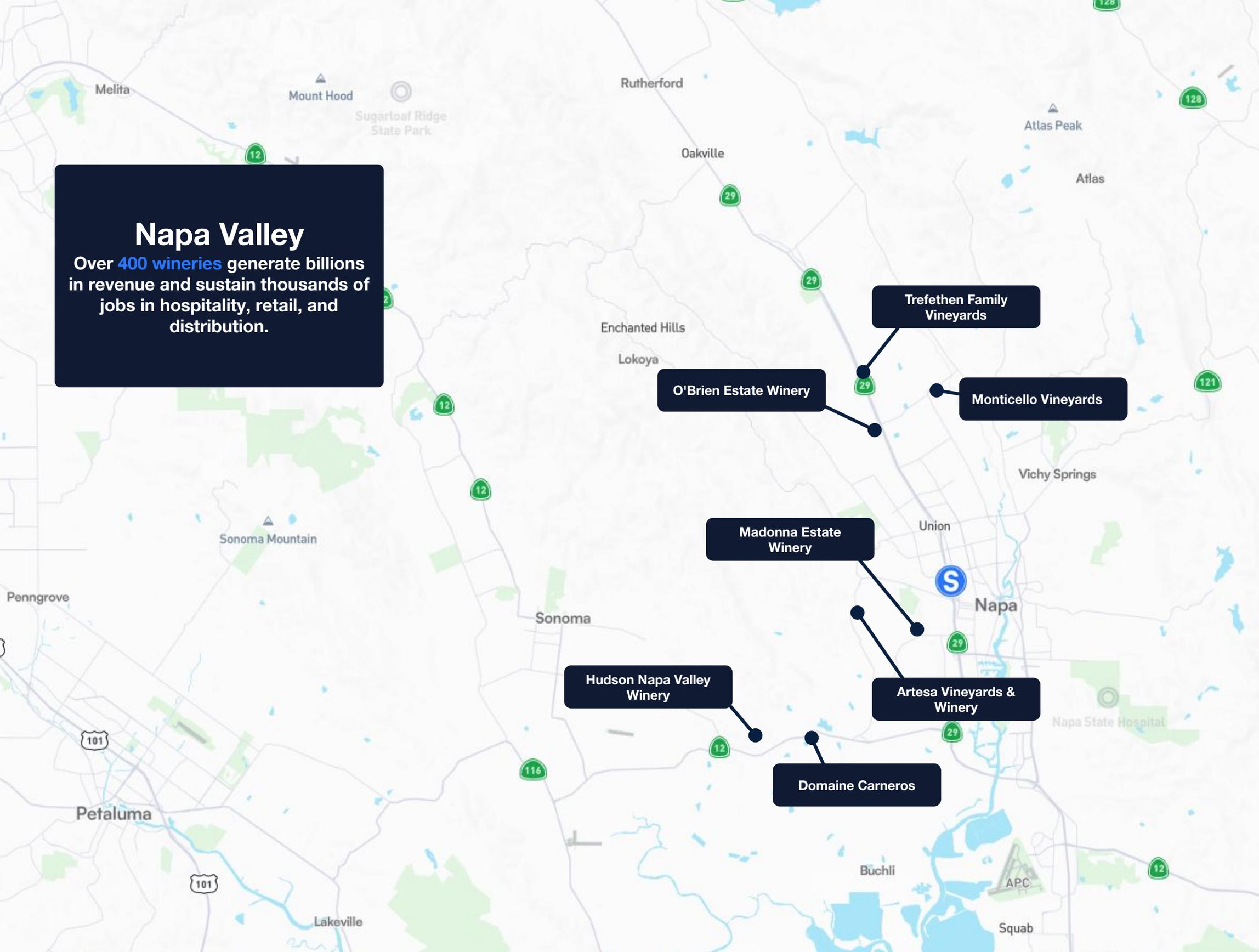
Napa, California serves as the economic and cultural center of Napa County, offering a blend of small-city charm and upscale amenities. Known globally for its wine industry, the area also supports a high-income residential base and a steady flow of tourism-related commerce. The city benefits from its proximity to the San Francisco Bay Area, yet maintains a distinct identity rooted in agriculture, hospitality, and boutique retail. With a median household income nearing \$109,000 and property values averaging above \$830,000, Napa reflects a stable, affluent market. While population growth has remained modest, the area's desirability, scenic setting, and quality-of-life indicators continue to support demand for real estate and professional services.

Economic Drivers

Napa's economy is anchored by wine production, tourism, and health services, creating a diversified yet specialized employment base. Strategically located 50 miles north of San Francisco, the city leverages its geographic access while preserving a local, experience-driven economy. Major industries include manufacturing, healthcare, hospitality, and business services. Leading employers range from medical systems to premium wineries and resort operators. Ongoing development includes downtown revitalization, flood-protection infrastructure, and increased investment in mixed-use nodes. The region boasts a \$14.2 billion GDP and draws over 3 million annual visitors, underscoring its economic vitality and cross-sector appeal. Napa's limited land supply and high-value zoning further contribute to its long-term investment positioning.

Napa Valley

Over 400 wineries generate billions in revenue and sustain thousands of jobs in hospitality, retail, and distribution.



Trefethen Family Vineyards

O'Brien Estate Winery

Monticello Vineyards

Madonna Estate Winery

Hudson Napa Valley Winery

Artesa Vineyards & Winery

Domaine Carneros

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2031 Lee Ave | Napa, CA 94559

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2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

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