

Casa Hotel

5714 International Blvd, Oakland, CA 94621



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Activity ID #ZAF0020210

Marcus & Millichap

OFFICES THROUGHOUT THE U.S. AND CANADA
marcusmillichap.com



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Marcus & Millichap



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SECTION 1

Marcus & Millichap Advantage

A POWERFUL PLATFORM

HOSPITALITY DIVISION

CAPITAL MIGRATION

MARCUS & MILLICHAP CAPITAL CORPORATION

Marcus & Millichap

MARCUS & MILLICHAP VALUE PROPOSITION

THE MARCUS & MILLICHAP **ADVANTAGE**

Our powerful platform brings together specialized market knowledge, the industry's leading brokerage platform and exclusive access to inventory to achieve exceptional results for our clients, year after year.



SPECIALIZATION

Our investment professionals have expertise in all major markets and property types.



ACCESS

Our vast network of exclusive listings, qualified buyers and capital lenders becomes your own.



CULTURE

Culture of information sharing and collaboration allows us to put clients' needs first and to provide exceptional service.



COMPLETE BROKERAGE

Our comprehensive suite of tools, network of specialists, deep market knowledge and extensive expertise provide everything you need, every step of the way.

SPECIALIZATION

A COMPANY OF SPECIALISTS

At Marcus & Millichap, all of our agents are specialists with unmatched knowledge of the characteristics and requirements of the local market and property type within their area of expertise, giving them the insights and expertise needed to maximize value for our clients. This specialization, combined with our culture of collaboration, ensures that regardless of property type, location, or investment goals, we have experienced experts to advise every client.

PROPERTY TYPES

- ✔ Net Lease
- ✔ Retail
- ✔ Multifamily
- ✔ Hospitality/Golf
- ✔ Office
- ✔ Healthcare
- ✔ Land
- ✔ Industrial
- ✔ Mixed-Use
- ✔ Self-Storage
- ✔ Manufactured Housing



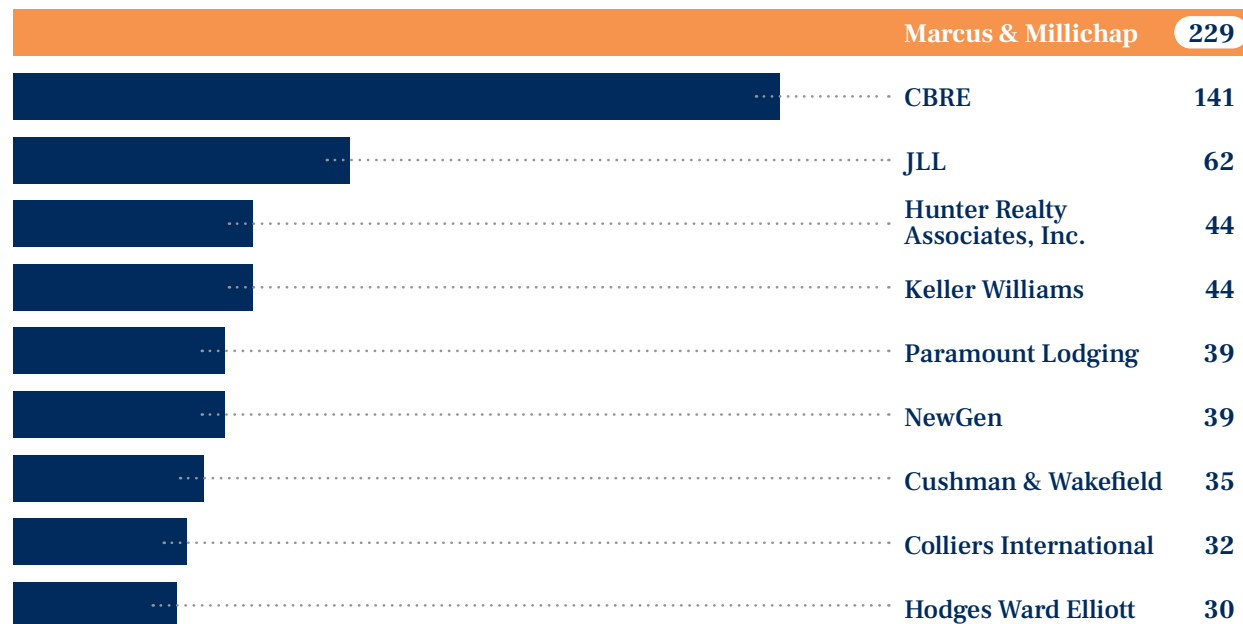
HOSPITALITY DIVISION

The #1 Choice in Hospitality

Marcus & Millichap's Hospitality Division provides the industry's most dynamic and effective marketplace for the acquisition and disposition of hospitality properties. With specialists throughout the country, Marcus & Millichap's Hospitality Division is the top hospitality sales brokerage. As the leader in real estate investment services, Marcus & Millichap's agents leverage the industry's most powerful marketing platform and an array of value-added services to maximize value for clients.

Hospitality Investment Sales Brokerage Company Ranking*

Closed Transactions



*Trailing 12-months through 3Q 2023

Includes sales \$1 million and greater in which the brokerage firms represented either the buyer or seller. Deals that were double-ended by the same brokerage are counted as one deal. Deals brokered by different firms on the buy side and sell side count as one deal for each brokerage.

Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics



CAPITAL MIGRATION

MIGRATING CAPITAL, MAXIMIZING VALUE

By understanding each client's unique needs, and with access to the industry's largest inventory of listings, we are able to match each buyer with the best opportunities regardless of geographical boundaries, and to match each seller with the most qualified buyers.

▶ 44% of our transactions involve a buyer from outside the property's local market



REACH - More than 80 offices and over 1,700 agents across the United States and Canada



INVENTORY - The industry's largest collection of exclusive investment property listings



TECHNOLOGY - Our proprietary enterprise software matches investors with opportunities that match their unique needs



EXPERTISE - All of our highly-trained agents are specialists in their local market and chosen property type



CULTURE - Our culture of collaboration means our agents work together to maximize value for our clients



SOLUTION - We help clients meet investment goals by matching them with opportunities across product types and geographic boundaries

MMCC

MARCUS & MILLICHAP CAPITAL CORPORATION

Founded in 1995 to offer clients a wide array of commercial real estate financing options, Marcus & Millichap Capital Corporation (MMCC) is now one of the top financial intermediaries in the industry. We combine a highly experienced team of financial experts with a premier pool of domestic lenders. Our cumulative years of experience negotiating and structuring debt and equity transactions provide the foundation for guiding our clients through the often-complex loan closing process. We are dedicated to understanding each client's capital needs, to tailoring solutions to fulfill their financial goals, and to simplifying the entire process.

WHY MMCC?

We provide the most competitive rates and terms, and we are committed to making financing as simple and easy as possible for investors.

Access to more capital
sources than any other firm
in the industry

National platform operating
within the firm's brokerage offices

\$12.8 Billion

total national volume in 2022

Closed

2,143

debt and equity financings in 2022

SECTION 2

Advisor Bios

TAYLOR FLYNN

ANGELO BAGLIERI

Marcus & Millichap



Taylor Flynn

Senior Vice President Investments

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San Francisco, CA 94111

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PROFESSIONAL BACKGROUND

Taylor Flynn is a First Vice President of Investments based out of the San Francisco office of Marcus & Millichap. Since 2007, Taylor has been involved in our 200 investment transactions with an aggregate value north of \$750 million dollars. Since 2012 he has been a Top 5 producer in the San Francisco office (top office nationally) and has received the exclusive Chairman's Club award for NAA, National Achievement Awards along with local investment panels and distinctions. Taylor has represented buyers and sellers in all major investment real estate property types.

As the exclusive listing agent, his client list includes RLJ Lodging Trust, Wells Fargo, Starwood Capital, Blackrock, Pegasus Group, Newlands Enterprises, First Citizens Bank, Hall Equities, and several prominent private clients. References are available upon request. Prior to joining Marcus & Millichap, Taylor spent several years working for Magellan Partners, a private equity firm with offices in San Francisco, New York and the Czech Republic. As an analyst, he was in charge of underwriting, structuring, and closing numerous real estate and equity deals in the San Francisco and Czech offices. Taylor was raised in the Bay Area and has lived in San Francisco for the past twelve years. He is an avid basketball player and golfer and likes to spend his free time traveling and fly fishing in Montana.

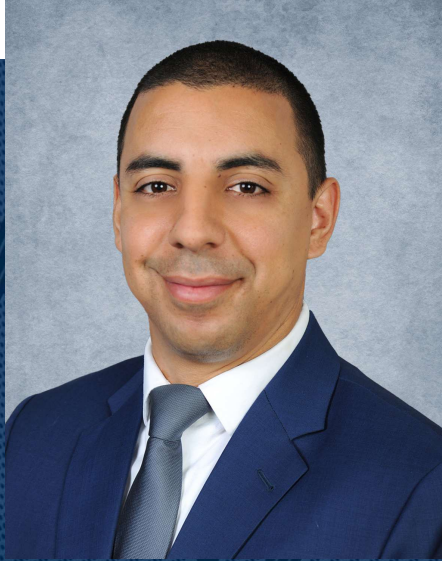
Taylor is a Senior Director of the National Hospitality Group. He graduated with honors from the University of Oregon and also holds a real estate license in California.

AWARDS

Chairman's Club- 2018

National Achievement Award - 2019, 2018, 2016, 2015

Sales Recognition Award - 2020, 2019, 2018, 2017, 2016, 2015, 2014, 2013



Angelo Baglieri

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PROFESSIONAL BACKGROUND

As First Vice President Investments in the San Francisco office, Angelo brings significant marketing and transaction expertise to Marcus Millichap. He represents clients in the disposition and acquisition of multifamily properties in Northern California, with a focus on the city of San Francisco. Angelo has industry leading expertise in San Francisco, Marin, and the East Bay. Angelo became a licensed real estate agent in 2014 and joined Marcus Millichap in 2024. Angelo has closed over 80 million in transactions in his career.

He is a San Francisco native, born and raised in the Mission District. Angelo is multi-lingual, being fluent in English, Italian and Spanish. Having lived in the Bay Area his entire life, he has in-depth knowledge of the local real estate market. Angelo currently lives in Marin County and is an avid car enthusiast and enjoys mountain biking, surfing and competing in soccer leagues in San Francisco and Marin.

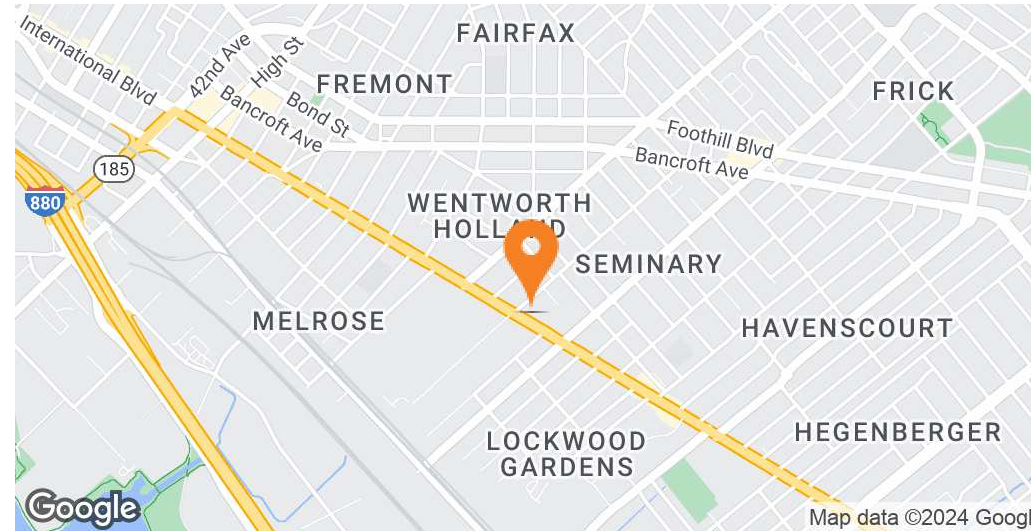
SECTION 3

Investment Overview

PROPERTY SUMMARY

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Casa Hotel // PROPERTY SUMMARY



PROPERTY DESCRIPTION

Marcus and Millichap presents The Casa Hotel, a unique investment opportunity in Oakland. The Property features 20 guest rooms, each equipped with a flat-screen TV. Located just 1.6 miles from the Oakland Coliseum and 4.3 miles from Oakland International Airport, this property offers convenient access to major attractions and transportation hubs. This property offers a unique blend of convenience and potential for profitability, making it an attractive addition to any investment portfolio.

PROPERTY HIGHLIGHTS

- **Free Amenities:** Guests enjoy complimentary WiFi and free private parking.
- **Prime Location:** Situated 1.6 miles from the Oakland Coliseum, providing easy access to major sporting events and entertainment.
- **Investment Potential:** Strategic location and modern amenities make The Casa Hotel an attractive investment opportunity.

OFFERING SUMMARY

Listing Price:	\$1,495,000
Number of Rooms:	20
Price/Room:	\$74,750
RevPAR/Pro Forma:	\$36.62/\$45.26
ADR/Pro Forma:	\$36.62/\$64.65
Occupancy/Pro Forma:	100%/70%
Lot Size:	0.35 Acres
Year Built/Renovated:	1973
Cap Rate:	9.56%
Gross SF:	5,008 SF

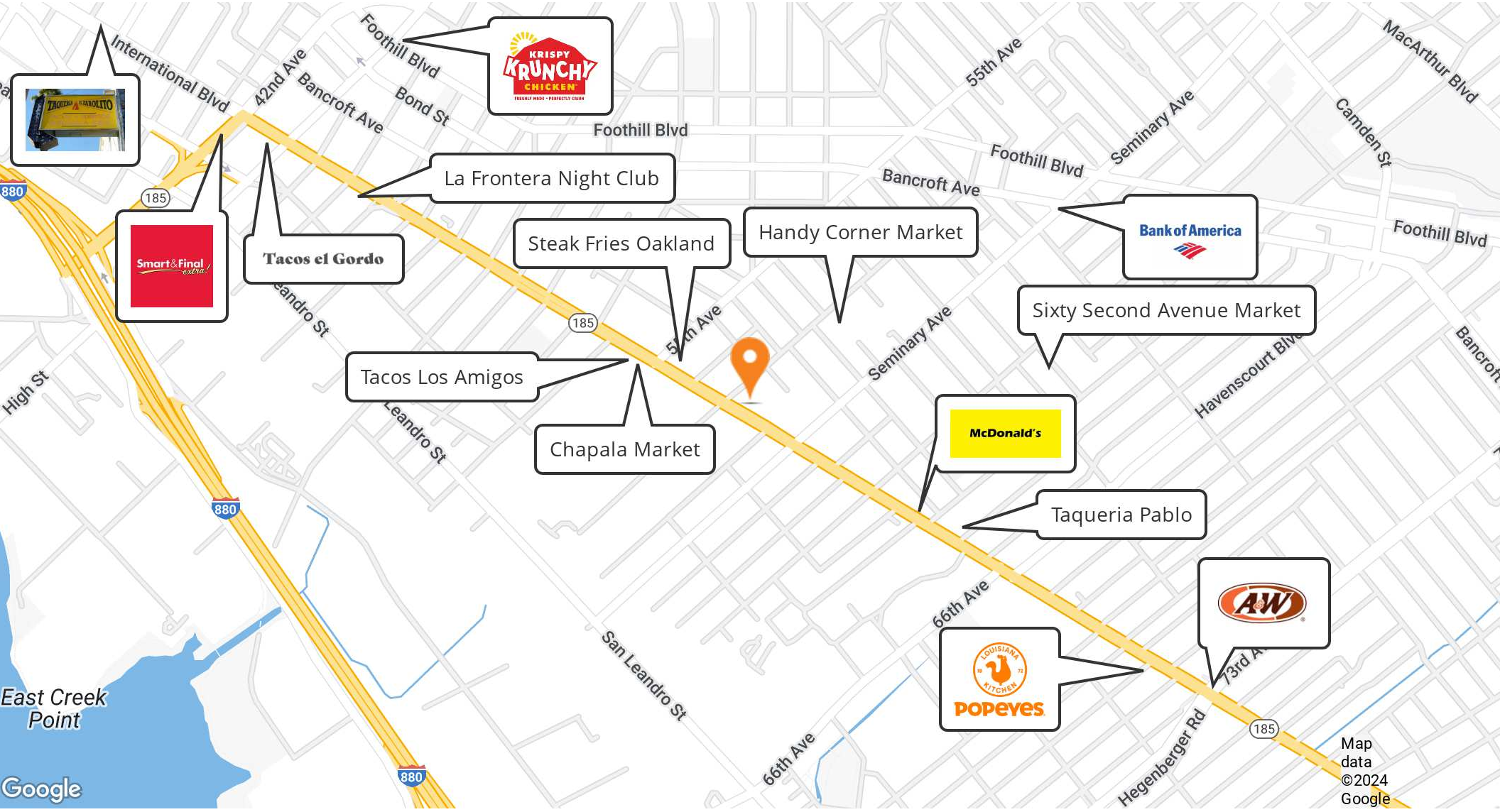
SECTION 4

Location Information

RETAILER MAP

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Casa Hotel // RETAILER MAP



SECTION 5

Financial Analysis

MARKET POSITIONING ANALYSIS

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MARKET POSITIONING ANALYSIS

5714 International Blvd

Annualized Operating Data	Current	Pro Forma
Scheduled Gross Income	\$267,336	\$471,960
Vacancy Cost	\$0	\$141,588
Gross Operating Income	\$267,336	\$330,372
Total Annual Expenses	\$124,395	\$124,395
Net Operating Income	\$142,941	\$205,977
Debt Service	\$94,045	\$94,045
Net Cash Flow After Debt Service	\$48,896	\$111,932
Loan Principal Reduction	\$9,224	\$9,224
Total Investment Return	\$58,121	\$121,157

Reserve / Misc **\$2,000**

Operating Expenses:

	Current	Pro Forma
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General:

	Current	Pro Forma
--	---------	-----------

Cleaning	\$12,223	\$12,223
Internet and Phone	\$1,428	\$1,428
Maintenance & Furnishings	\$9,589	\$9,589
Sales & Marketing	\$1,632	\$1,632
Supplies	\$1,179	\$1,179

Utilities

	Current	Pro Forma
--	---------	-----------

Garbage	\$5,198	\$5,198
PG&E	\$14,428	\$14,428
Water	\$11,225	\$11,225

Salaries and Wages

	Current	Pro Forma
--	---------	-----------

Office Contractor	\$26,815	\$26,815
Resident Manager	\$7,984	\$7,984

Tax and Licenses

	Current	Pro Forma
--	---------	-----------

New Property Taxes @ 1.37%	\$20,514	\$20,514
Special Assesments	\$4,263	\$4,263
Bank Fees	\$300	\$300
Credit Card Fees	\$1,657	\$1,657
Insurance	\$3,959	\$3,959

DEPARTMENTALIZED EXPENSE SUMMARY

Department	Current	%GR	Pro Forma	%GR
General:	\$26,051	20.94%	\$26,051	5.52%
Utilities	\$30,851	24.80%	\$30,851	21.79%
Salaries and Wages	\$34,799	27.97%	\$34,799	10.53%
Tax and Licenses	\$30,693	24.67%	\$30,693	24.67%
Total Annual Expenses:	\$124,395	46.53%	\$124,395	26.36%

Financial Summary

Total Acquisition Price	\$1,495,000
Down Payment:	40.00% \$598,000
Cap Rate	9.56%
GRM	5.6
Price Per Room	\$74,750
Price Per SF	\$299
Rooms	20
Available Rooms	7,300
Rooms Sold	7,300
Occupancy	100%
ADR	\$36.62
RevPAR	\$36.62

Cap Rate

Cap Rate	13.78%
-----------------	---------------

GRM	3.2
Available Rooms	7,300
Rooms Sold	5,110
Occupancy	70%
ADR	\$64.65
RevPAR	\$45.26

First Loan:

First Loan:	\$897,000
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Interest Rate (5yr fixed):	9.50%
Amortization:	\$25
Monthly Payment:	\$7,837
Annual Debt Service:	\$94,045
Debt Coverage Ratio	1.519928

SECTION 6

Sale Comparables

SALE COMPS MAP

SALE COMPS SUMMARY

CAP RATE CHART

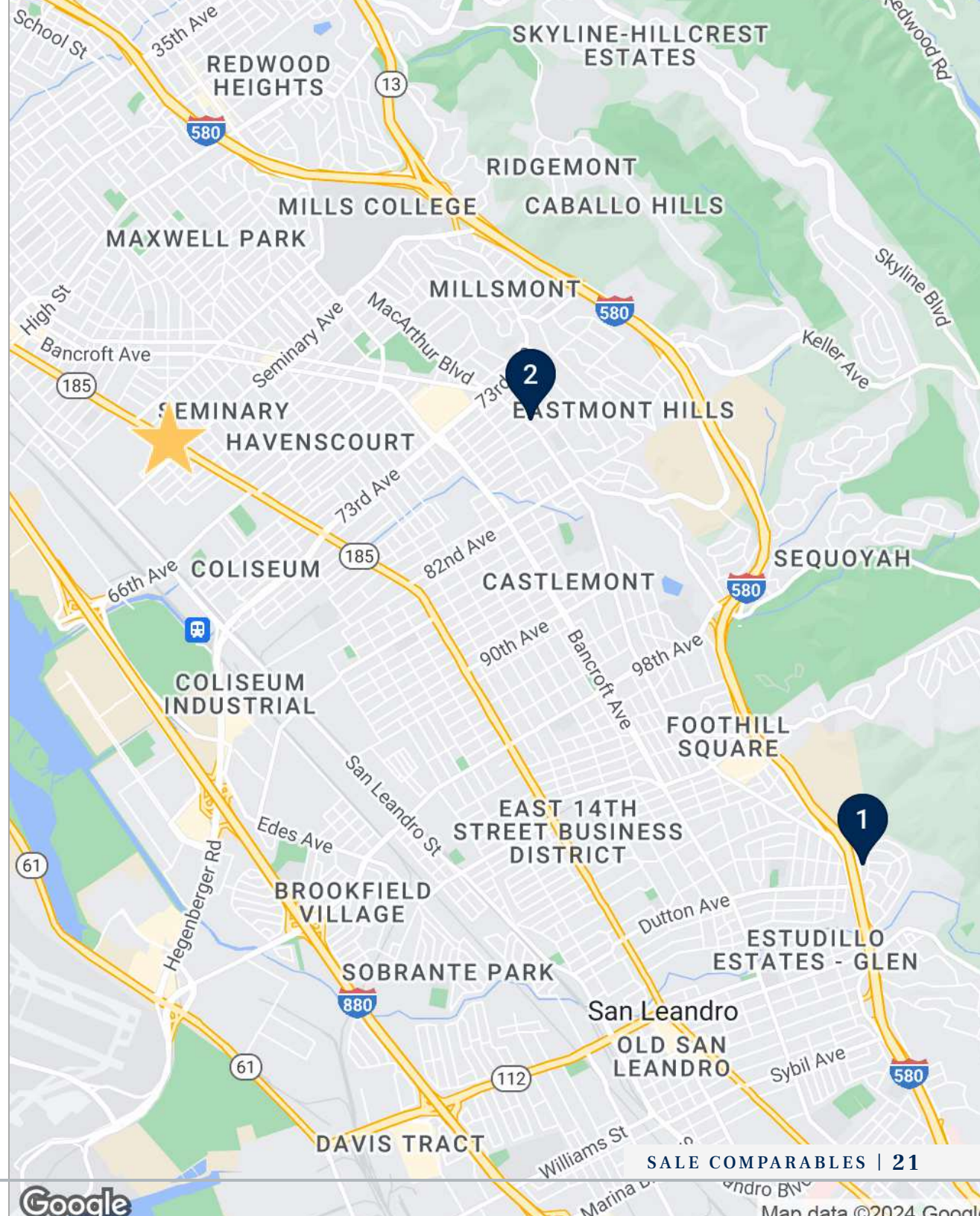
PRICE PER ROOM CHART

SALE COMPS




Marcus & Millichap

SALE COMPS MAP

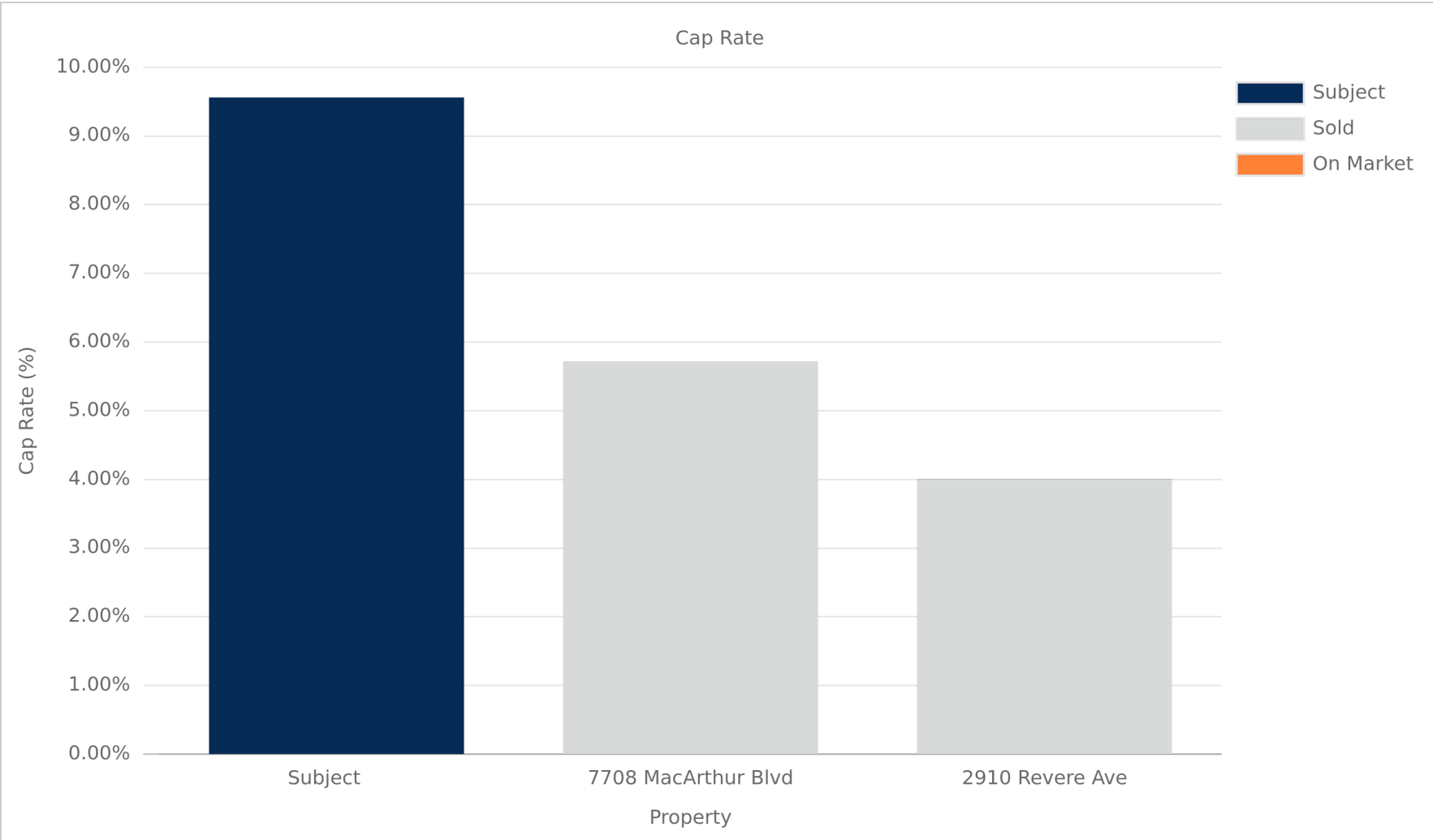
- ★ Casa Hotel
- 1 2910 Revere Ave
- 2 7708 MacArthur Blvd



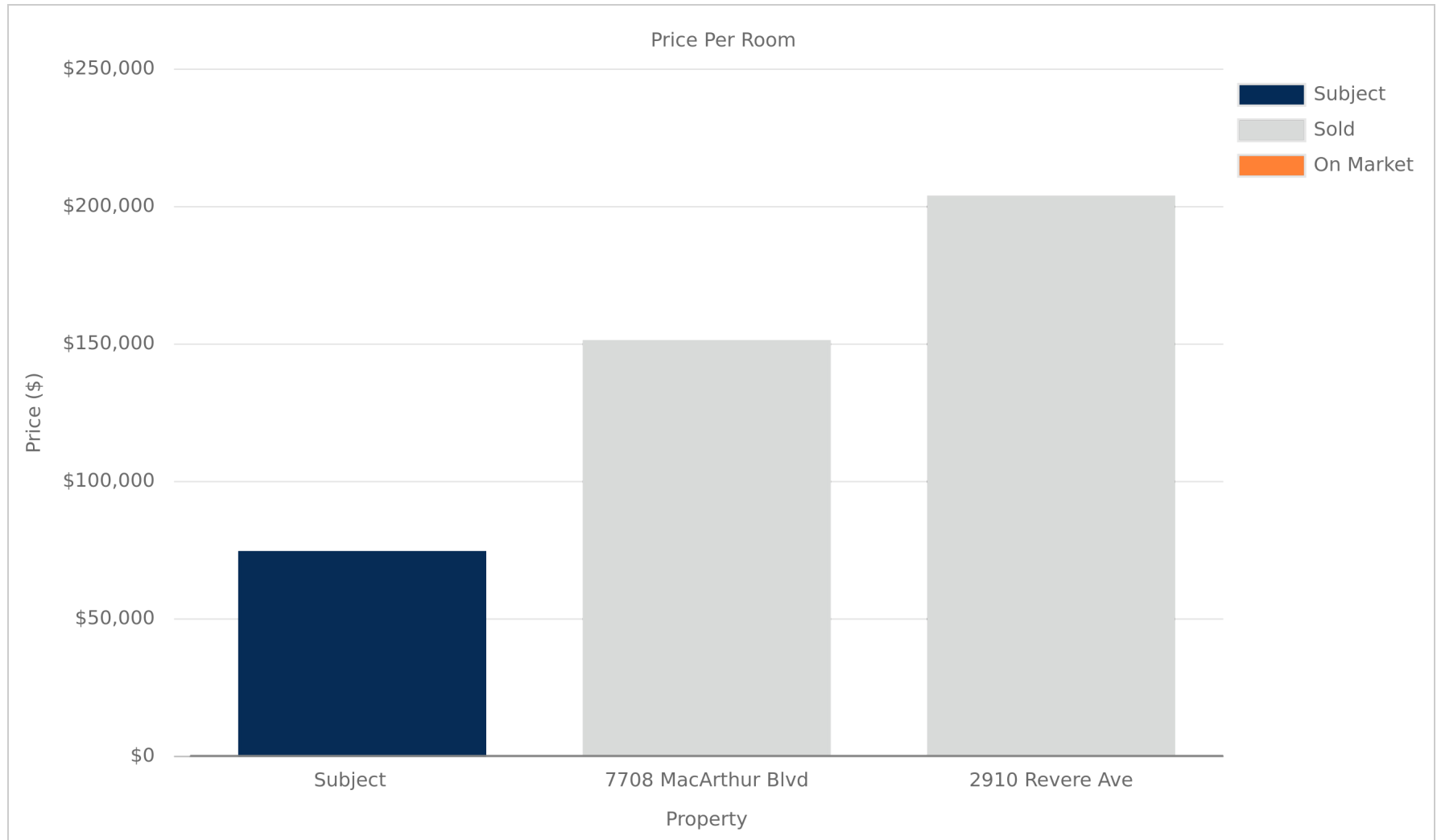
SALE COMPS SUMMARY // Casa Hotel

	SUBJECT PROPERTY	PRICE	# OF ROOMS	LOT SIZE	PRICE/ROOM	CAP RATE
	Casa Hotel 5714 International Blvd Oakland, CA 94621	\$1,495,000	20	0.35 AC	\$74,750	9.56%
	SALE COMPARABLES	PRICE	# OF ROOMS	LOT SIZE	PRICE/ROOM	CAP RATE
	2910 Revere Ave Oakland, CA 94605	\$1,020,000	5	0.12 AC	\$204,000	4.00%
	7708 MacArthur Blvd Oakland, CA 94605	\$1,060,000	7	0.17 AC	\$151,428	5.72%
	AVERAGES	\$1,040,000	6	0.14 AC	\$173,333	4.86%

Casa Hotel // CAP RATE CHART



PRICE PER ROOM CHART // Casa Hotel





1 2910 Revere Ave
Oakland, CA 94605

Sale Price:	\$1,020,000	Number Of Rooms:	5
Price/Room:	\$204,000	Occupancy:	93.2%
Cap Rate:	4.00%	Lot Size:	0.12 Acres
COE:	06/28/2023	Year Built/Renovated:	1965/-

On June 28, 2023, the apartment building on .12 acres located at 2910 Revere Ave, Oakland, CA 94605 sold for \$1,020,000. The seller was represented by Robert Pace of Intero Real Estate Services, Inc.. The property was put on the market on April 21, 2023 and was on the market for 68 days. A sale condition that impacted the price was 1031 exchange The sale was confirmed by the listing broker.



2 7708 MacArthur Blvd
Oakland, CA 94605

Sale Price:	\$1,060,000	Number Of Rooms:	7
Price/Room:	\$151,428	Occupancy:	100%
Cap Rate:	5.72%	Lot Size:	0.17 Acres
COE:	03/10/2023	Year Built/Renovated:	1964/-

SECTION 7

Market Overview

MARKET OVERVIEW

DEMOGRAPHICS

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OAKLAND

The Oakland/East Bay metro is located on the eastern side of the San Francisco Bay and encompasses 1,470 square miles across Alameda and Contra Costa counties. Regionally lower housing costs and quick access across the Bay lure many San Francisco workers to the East Bay. The Port of Oakland is a major economic driver for the area, with 2 million to 2.3 million TEUs passing through annually. The area also continues to be an epicenter for redevelopment and conversion projects, especially in older portions of Oakland and Hayward. These efforts are attracting businesses and residents. Delta Dental expanded its downtown Oakland office footprint in 2023, with a collection of biotech firms executing leases in the city of Alameda. High-paying jobs in these segments and the tech sector should continue to attract young professionals to the metro.

METRO HIGHLIGHTS



WORLD-CLASS INSTITUTIONS

Students have access to 15 colleges and universities in the East Bay, including the University of California, Berkeley.



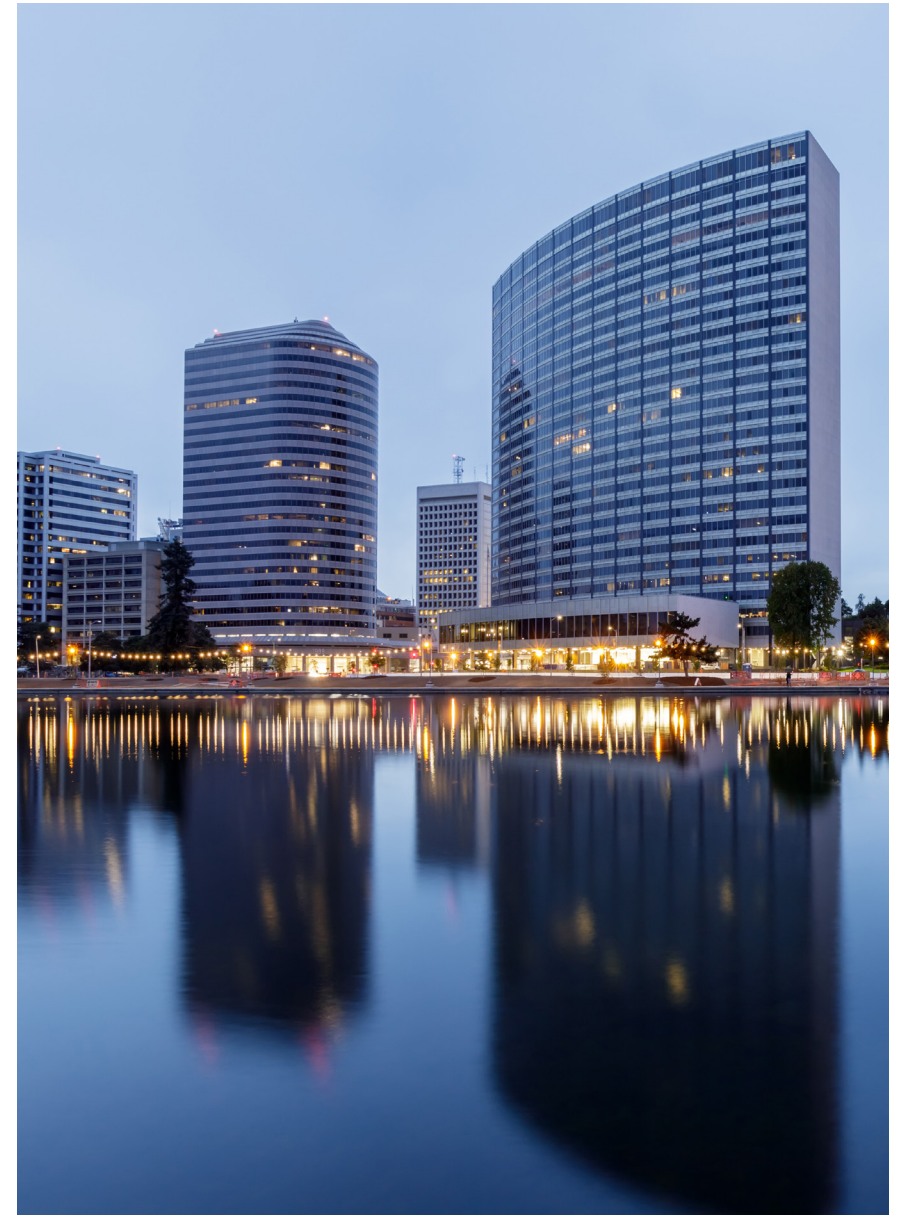
EDUCATED WORKFORCE

The large base of skilled workers supports diversification in local industries, drawing tech and research employers.



ELEVATED HOUSEHOLD INCOME

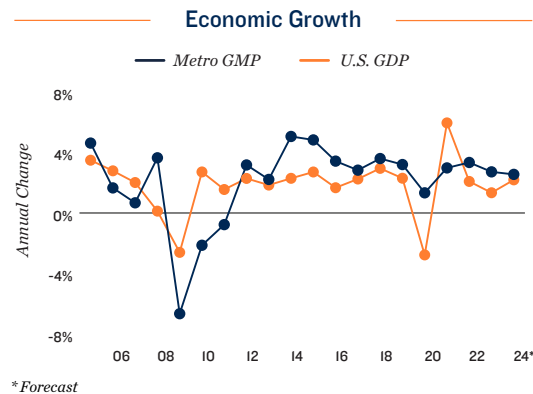
A skilled labor pool and sizable higher-paying industries support a median household income that is nearly \$40,000 above the United States level.



MARKET OVERVIEW // Casa Hotel

ECONOMY

- Major employers come from a wide array of industries: education, health care, financial services, telecommunications, technology and biotech. High-tech businesses currently employ tens of thousands of workers in the East Bay.
- The metro is a Bay Area transportation hub, containing Oakland International Airport, Bay Area Rapid Transit, two major rail lines and the Port of Oakland.

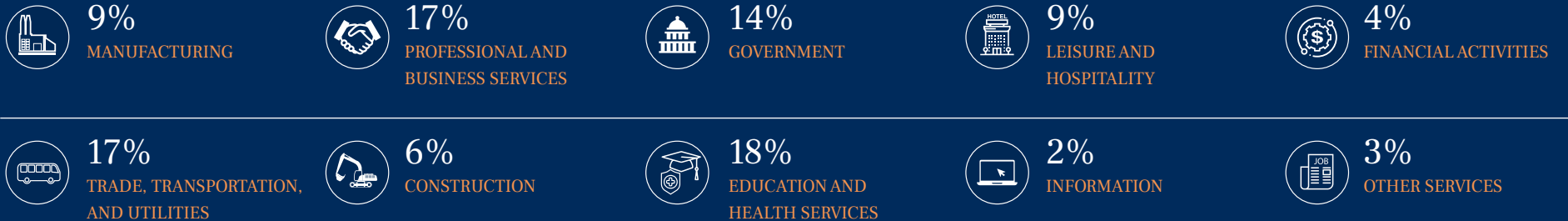


MAJOR AREA EMPLOYERS

- Kaiser Permanente
- Oakland Unified School District
- City of Oakland
- Bay Area Rapid Transit (BART)
- Southwest Airlines
- UCSF Benioff Children's Hospitals
- Sutter Health
- East Bay Municipal Utility District
- University of California, Berkeley
- State of California

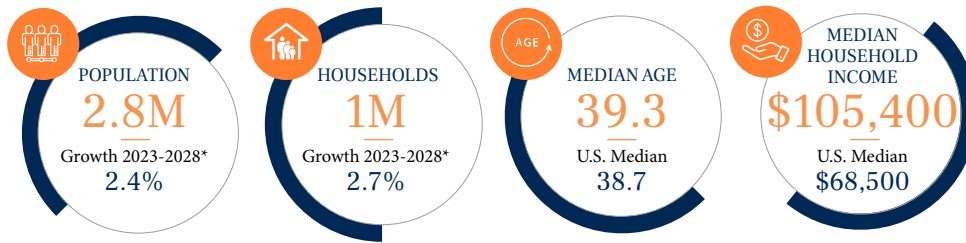


SHARE OF 2023 TOTAL EMPLOYMENT



DEMOGRAPHICS

- The population will expand by about 66,000 residents during the next five years, resulting in the formation of more than 27,000 households.
- Due to high home prices and a large proportion of 20- to 40-year-olds, the homeownership rate of 56 percent is well-below the U.S. average, supporting a large renter pool.
- Roughly 42 percent of the population ages 25 and older have attained a bachelor's degree, with nearly 20 percent also holding a graduate or professional degree.



2023 POPULATION BY AGE



QUALITY OF LIFE

The past decade's redevelopment of Downtown Oakland has resulted in housing, office and retail construction, which has improved the quality of life for urban dwellers. In the East Bay, residents and visitors enjoy cultural and recreational activities, including the symphony, an award-winning zoo, the Paramount Theatre, the Oakland Museum of California and numerous parks. The remaining major league sports team in the metro is the Oakland Athletics of the MLB, who play at the Oakland-Alameda County Coliseum. The organization's lease, however, expires in 2024, and the team is expected to relocate to Las Vegas. The Oakland Arena, which was the home of the NBA's Golden State Warriors, is now used for concerts and events.

SPORTS

- Baseball | [MLB](#) | OAKLAND ATHLETICS
- Soccer | [USL](#) | OAKLAND ROOTS SC

EDUCATION

- UNIVERSITY OF CALIFORNIA, BERKELEY
- SAINT MARY'S COLLEGE OF CALIFORNIA
- CALIFORNIA STATE UNIVERSITY, EAST BAY
- COLLEGE OF ALAMEDA
- CHABOT COLLEGE

ARTS & ENTERTAINMENT

- OAKLAND MUSEUM OF CALIFORNIA
- OAKLAND ZOO
- CHABOT SPACE & SCIENCE CENTER
- MUSEUM OF ART AND DIGITAL ENTERTAINMENT

* Forecast

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

DEMOGRAPHICS // Casa Hotel

POPULATION	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Population	39,745	252,824	470,494
2023 Estimate			
Total Population	39,224	248,324	459,729
2020 Census			
Total Population	42,266	262,518	481,168
2010 Census			
Total Population	36,567	236,618	436,705
Daytime Population			
2023 Estimate	25,805	187,999	446,037
HOUSEHOLDS			
2028 Projection			
Total Households	12,929	90,029	189,674
2023 Estimate			
Total Households	12,604	87,647	183,822
Average (Mean) Household Size	3.0	2.8	2.5
2020 Census			
Total Households	12,459	86,494	180,581
2010 Census			
Total Households	11,193	80,015	168,872
HOUSING UNITS			
Occupied Units			
2028 Projection	13,429	93,703	199,629
2023 Estimate	13,203	91,865	194,230

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2023 Estimate			
\$200,000 or More	4.2%	10.9%	17.1%
\$150,000-\$199,999	8.4%	9.8%	10.5%
\$100,000-\$149,999	12.7%	16.3%	16.8%
\$75,000-\$99,999	9.3%	10.6%	10.4%
\$50,000-\$74,999	16.3%	15.1%	13.4%
\$35,000-\$49,999	13.6%	10.7%	8.9%
\$25,000-\$34,999	8.8%	7.5%	6.1%
\$15,000-\$24,999	12.3%	8.2%	6.7%
Under \$15,000	14.4%	10.9%	10.1%
Average Household Income	\$76,835	\$107,361	\$131,665
Median Household Income	\$51,114	\$70,855	\$85,804
Per Capita Income	\$25,438	\$38,414	\$53,138
POPULATION PROFILE			
Population 25+ by Educational Level			
2023 Estimate Population Age 25+	26,076	172,726	337,743
Elementary (0-8)	16.3%	13.2%	9.4%
Some High School (9-11)	13.3%	9.3%	7.0%
High School Graduate (12)	24.8%	20.9%	16.9%
Some College (13-15)	19.1%	18.5%	17.1%
Associate Degree Only	6.6%	6.0%	6.0%
Bachelor's Degree Only	12.4%	19.7%	25.5%
Graduate Degree	7.4%	12.4%	18.1%



POPULATION

In 2023, the population in your selected geography is 459,729. The population has changed by 5.27 since 2010. It is estimated that the population in your area will be 470,494 five years from now, which represents a change of 2.3 percent from the current year. The current population is 48.7 percent male and 51.3 percent female. The median age of the population in your area is 39.0, compared with the U.S. average, which is 38.7. The population density in your area is 5,848 people per square mile.



EMPLOYMENT

In 2023, 238,060 people in your selected area were employed. The 2010 Census revealed that 61.9 percent of employees are in white-collar occupations in this geography, and 18.3 percent are in blue-collar occupations. In 2023, unemployment in this area was 4.0 percent. In 2010, the average time traveled to work was 30.00 minutes.



HOUSEHOLDS

There are currently 183,822 households in your selected geography. The number of households has changed by 8.85 since 2010. It is estimated that the number of households in your area will be 189,674 five years from now, which represents a change of 3.2 percent from the current year. The average household size in your area is 2.4 people.



HOUSING

The median housing value in your area was \$792,425 in 2023, compared with the U.S. median of \$268,796. In 2010, there were 75,374.00 owner-occupied housing units and 93,498.00 renter-occupied housing units in your area.



INCOME

In 2023, the median household income for your selected geography is \$85,804, compared with the U.S. average, which is currently \$68,480. The median household income for your area has changed by 55.56 since 2010. It is estimated that the median household income in your area will be \$100,441 five years from now, which represents a change of 17.1 percent from the current year.

The current year per capita income in your area is \$53,138, compared with the U.S. average, which is \$39,249. The current year's average household income in your area is \$131,665, compared with the U.S. average, which is \$100,106.



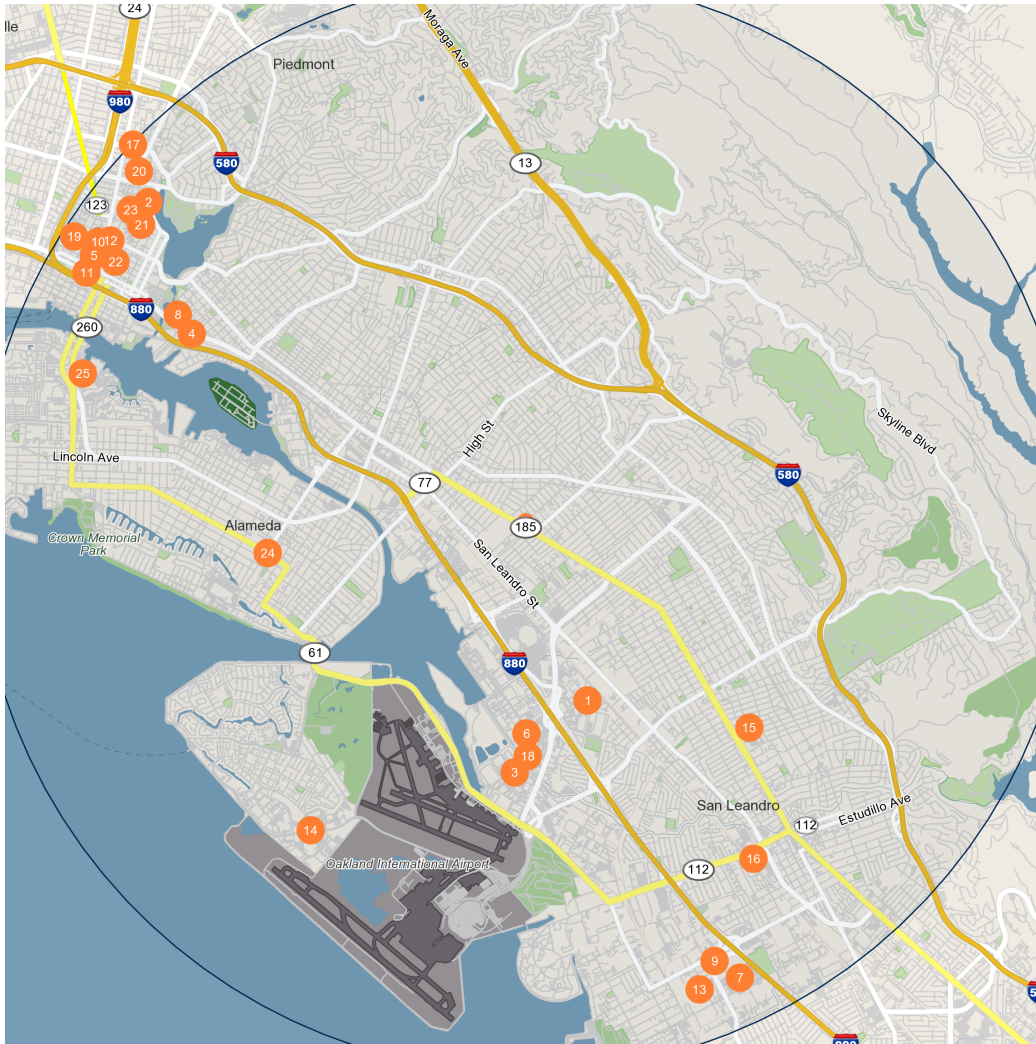
EDUCATION

The selected area in 2023 had a lower level of educational attainment when compared with the U.S. averages. 18.1 percent of the selected area's residents had earned a graduate degree compared with the national average of only 12.7 percent, and 25.5 percent completed a bachelor's degree, compared with the national average of 20.2 percent.

The number of area residents with an associate degree was lower than the nation's at 6.0 percent vs. 8.5 percent, respectively.

The area had fewer high-school graduates, 16.9 percent vs. 26.9 percent for the nation. The percentage of residents who completed some college is also lower than the average for the nation, at 17.1 percent in the selected area compared with the 20.1 percent in the U.S.

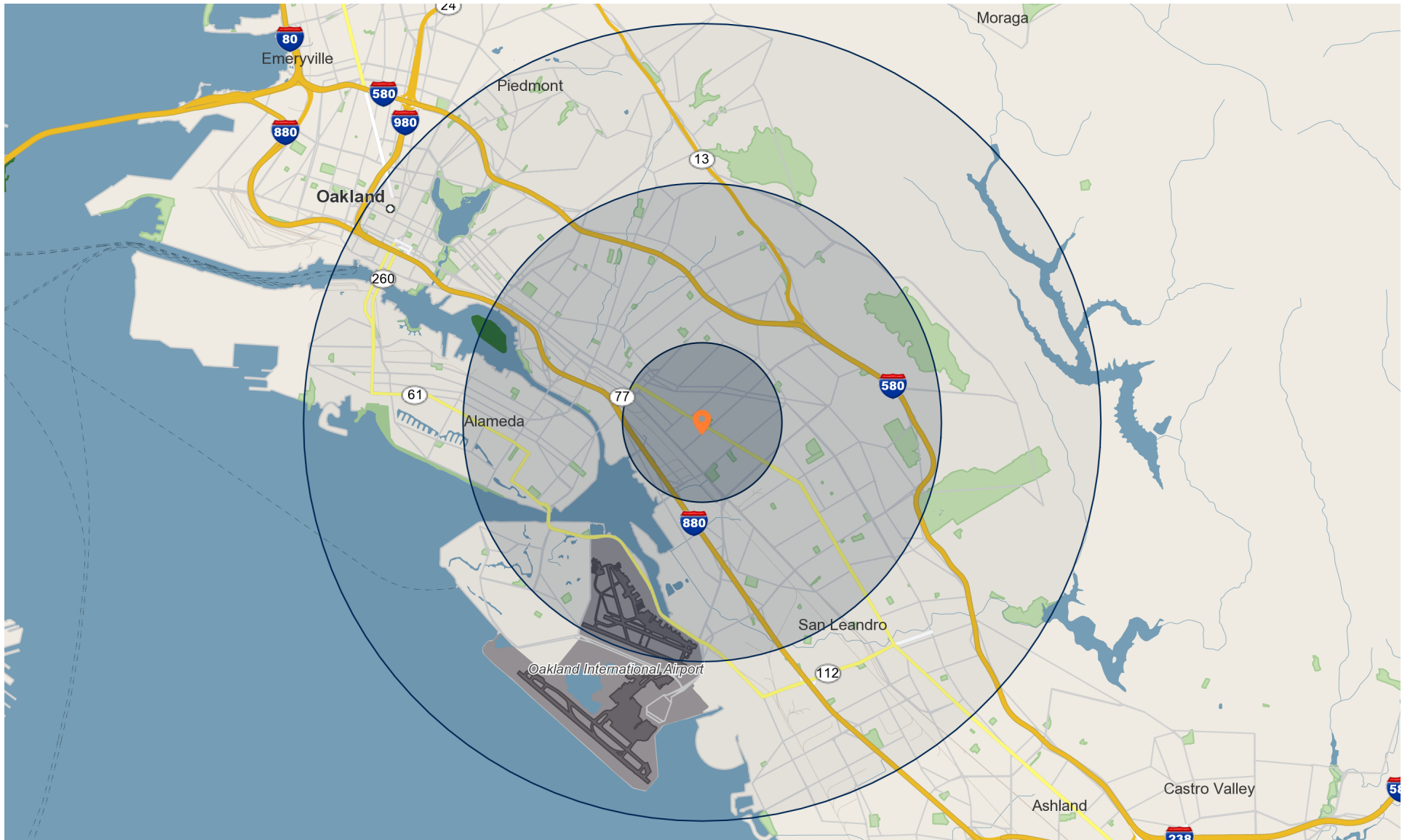
DEMOGRAPHICS // Casa Hotel



Major Employers

Employees

1	Krispy Kreme Holdco Inc	5,002
2	Pacific Gas and Electric Co-PG&E	3,000
3	United Parcel Service Inc-UPS	2,690
4	San Francisco Bay Area Rapid-Oakland Shops/Annex	2,000
5	Thredup Inc	1,859
6	Shimmick Nicholson Cnstr JV	1,774
7	Permanente Medical Group Inc	1,670
8	Peralta Community College Dst	1,420
9	Contemporary Services Corp	1,339
10	Clorox Company-Clorox	1,232
11	City of Oakland-Oakland Police Department	1,200
12	Fivetran Inc	1,198
13	Compass Group Usa Inc-Canteen Vending Services	1,035
14	Novartis Vccnes Dagnostics Inc	992
15	Alameda-Contra Costa Trnst Dst-A C Transit	980
16	Ariat International Inc	922
17	Unilab Corporation	910
18	Juvenile Justice Division Cal	903
19	California Physicians Service-Blue Shield of California	900
20	Young MNS Chrstn Assn of E Bay-YMCA of East Bay	852
21	Permanente Medical Group Inc	835
22	Crescent Jewelers Cal	800
23	Kaiser Foundation Hospitals-Kaiser Permanente	793
24	City of Alameda-Alameda Fire Department	776
25	Clear-Com LLC-Clear-Com Communications	772



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