

Multi-Family I 6 Units

Potential to Add 2 ADU's

PETER SCEPANOVIC

Executive Vice President DIR +1 760 930 7940 peter.scepanovic@colliers.com Lic No. 00530832

COREY MCHENRY

Senior Vice President DIR +1 760 930 7939 corey.mchenry@colliers.com Lic No. 01800485

Visit our website: Scepanovicmchenryapartments.colliers.com



LOCATION, LOCATION! THE RYLAN MOONLIGHT THEATER CIVIC CENTER Ideal location, close to Vista Downtown, the Sprinter, dining and entertainment. Also close to Vista wineries and in-highdemand Cal State San Marcos. TRANSPORTATION • THE SPRINTER - With 2 stations nearby, the Sprinter light rail offers easy access to Oceanside Beaches to the West and Escondido to the East. VISTA VILLAGE Sprinter Stations WAVE WATERPARK VISTA BREWERY SCENE Vista is 78 Corridor's craft beer capital. As of 2020, Vista had 23 breweries, with more in development, making it the city with the most breweries per capita in the United States. Home to Eppig, Booze Brothers, Helia, Prohibition, Aztec and many others, Vista is a craft beer enthusiast's heaven. PASEO ARTIST VILLAGE SPRINTER LIGHT RAIL **BACKSTREET** TERRACE LOFTS **BREWERY**







🚆 Brooking Vineyards 🌄





SUNSHINE VINEYARD

VISTA EDUCATION

- Cal State San Marcos (8.2 mi.)
- Palomar College (5.1 mi.)
- Miracosta College (5.5 mi.)
- Vista Academy of Visual and Performing Arts (1.3 mi.)







PETER SCEPANOVIC

DIR +1 760 930 7940 peter.scepanovic@colliers.com Lic No. 00530832

COREY MCHENRY

Senior Vice President
DIR +1 760 930 7939
corey.mchenry@colliers.com
Lic No. 01800485

Visit our website:

<u>Scepanovicmchenryapartments.colliers.com</u>

5901 Priestly Drive, Suite 100 Carlsbad, CA 92008

Colliers





Table of **CONTENTS**



22

SECTION 1: THE OPPORTUNITY

Offering Process	O
Investment Highlights	10
Property Details	11
Property Photos	13
SECTION 2: MARKET OVERVIEW	14
SECTION 2: MARKET OVERVIEW San Diego Metro	14 16
San Diego Metro	16

SECTION 3: FINANCIALS & COMPARABLES

Investment Summary & Proforma Rent Roll 24

Proforma NOI Analysis 26

Sale Comps 28

Rent Comps 30

ш



INTRODUCTION

The Seller has engaged Colliers International CA, Inc., a Delaware Corporation, dba "Colliers International" to facilitate the sale of 633-643 Truly Terrace, Vista, CA

THE OPPORTUNITY

633-643 Truly Terrace is a unique BIG VALUE-ADD investment opportunity located along the I-78 Corridor in Vista (North San Diego County), just minutes to downtown Vista, Paseo Santa Fe and Vista Village Lifestyle shopping center. The property is located within walking distance of the Sprinter Light Rail Station with access along the I-78 Corridor from Oceanside to Escondido with stops along the way to robust employment centers, Cal State University San Marcos (the fastest growing University in California), Palomar College and much more. The offering comprises six (6) single-story, apartment homes with large front and back yards. The property was built in 1958 and is located on a HUGE lot (27,878 SF) with the potential to add 2 ADU's. The combined unit mix is four 1BR/1BA's, and two 2BR/1BA's. The 2BR's both have had minimal cosmetic improvements and both have in-unit washer/dryers. In order to achieve maximum rents, further renovation of all existing units and adding in-unit washer dryers to all of the units is recommended. Market Rent (Post Renovation) yields a 6%+ cap rate and Market Rent (Post Renovation + Adding 2 ADU's) yields a 7%+ cap rate! Buyer to satisfy themselves as to the cost to renovate the 6 units and the feasibility and cost of adding 2 additional ADU's to the property.

OFFERING PROCESS

Prospective purchasers are invited to submit offers to purchase the property through Colliers International CA, Inc. for consideration by the Seller. Any offers to purchase are encouraged to be submitted on C.A.R. form RIPA.

AS IS DISCLOSURE

Buyer acknowledges that the conveyance of the property is made "as-is" and "where-is," without any representations or warranties, express or implied (except as to title as limited by special warranty or any express representations and warranties set forth in this contract), including, without limitation, implied warranties of fitness for any particular purpose or merchantability or any other warranties contained in or created by the uniform commercial code or otherwise. Buyer acknowledges that, except as expressly provided in this contract, neither seller nor any of its agents have made any representations, warranties, covenants, agreements or guaranties of any kind or character, whether express or implied, oral or written, concerning (i) the value, nature, quality or condition of the property, (ii) the suitability of the property for any uses which may be conducted thereon, (iii) the compliance of the property with any laws, rules, ordinances or regulations of any applicable governmental authority, (iv) the habitability, merchantability, marketability, profitability or fitness for a particular purpose of the property, or (v) any other matter with respect to the property, and that neither seller nor any of its agents have made (except for the representations and warranties expressly set forth in this contract), any representations or warranties regarding compliance of the property with any environmental requirements. Buyer shall rely solely on its own investigation of the property and not on any information provided or to be provided by seller or its agents, except as expressly set forth in this contract. except as expressly set forth in this contract. not be liable in any manner by any verbal or written statements, representations or information pertaining to the property or the operation thereof, furnished by any party purporting to act on behalf of seller.

CONFIDENTIALITY

This Offering Memorandum ("OM") has been prepared by Colliers International CA, Inc., a Delaware Corporation, dba Colliers International and is provided to select parties for their own analysis of the Property. The recipient acknowledges that by receipt of this OM, and by their execution of the Confidentiality Agreement, they agree to keep permanently confidential all information contained herein or made available in connection with any further investigation.

This OM is the property of Colliers International and the Seller and may be used only by parties approved by Colliers International and the Seller. The Property is privately offered and, by accepting this package, the party in possession herein agrees, without limiting the provisions of the Confidentiality Agreement: (i) to return it to Colliers International immediately upon request of Colliers International or the Seller; and (ii) that no portion of this package may be copied, reproduced or distributed to other parties at any time without the prior written consent of Colliers International and the Seller.

DISCLAIMER

Neither the Seller nor Colliers International, nor any of their respective affiliates, directors, officers, shareholders, employees, agents, solicitors, accountants, advisors or other representatives, makes any representations, declarations or warranties, express or implied, as to the accuracy or completeness of the information or statements contained in this OM or of any other information provided or statements made by Colliers International, the Seller or their agents, and such material, information, or statements should not be relied upon by prospective purchasers without independent investigation and verification. Prospective purchasers and responsible for obtaining their own independent financial, legal, accounting, engineering, technical and other expert advice. This OM does not purport to be all-inclusive or to contain all the information that a prospective purchaser may require in analyzing the Portfolio. All materials, information or statements are provided as a convenience to prospective purchasers only. The Vendor and Colliers International and their respective affiliates, directors, officers, shareholders, employees, agents, solicitors, accountants, advisors and other representatives expressly disclaim any and all liability for any errors or omissions contained in this OM or in any other oral or written communications given or made available to prospective purchasers.

This OM is not, and under no circumstances is it to be construed to be, an offering of securities, a prospectus, a public offering or an offering memorandum as defined under applicable securities legislation. No securities commission or regulatory authority in the United States of America or any other country has in any way passed judgment upon the merits of the opportunity to acquire the Property or the accuracy or adequacy of this OM.

The Seller and Colliers International reserve the right to withdraw, amend or replace all or any part of this OM at any time and undertake no obligation to provide prospective purchasers with access to any additional information, other than as contemplated by the Seller's form of Offer. In all cases, prospective purchasers should conduct their own investigation and analysis of the Property. Any sale of the Portfolio will be subject to the terms of an accepted Offer, which will supersede all prior communications, including this OM. Review of Offers

All Offers to purchase the Property will be evaluated based upon, but not limited to, the structure proposed by the prospective purchaser, the net proceeds to the Seller, the prospective purchaser's ability to complete the transaction, and the timeliness and proposed conditions of closing, if any. Colliers International and the Seller reserve the right to request new or additional information regarding a potential purchaser or any individual or other person associated with a potential purchaser. The Seller may elect to negotiate with the prospective purchaser(s) whose purchase proposals is/are judged to be most attractive to the Seller, in its sole and absolute discretion. The Seller is not obliged to receive, consider or accept any Offer and reserves the right to reject any or all Offers received.

At any time prior to entering into an Offer, the Vendor may request additional information from prospective purchasers. Failure to provide such information on a timely basis may result in the termination of discussions. The Seller reserves the right to end the sale process in respect of the Property or to cease discussions with any and all prospective purchasers at any time prior to accepting an Offer, without notice or liability.

PETER SCEPANOVIC

Executive Vice President DIR +1 760 930 7940 peter.scepanovic@colliers.com Lic No. 00530832

COREY MCHENRY

Senior Vice President DIR +1 760 930 7939 corey.mchenry@colliers.com Lic No. 01800485



Property Details

Price:	\$1,700,000
Units:	6
Price/Unit:	\$283,333
Unit Mix:	4 - 1BR/1BA Units 2 - 2BR/1BA Units
Price/SF:	\$362
Capitalization Rate (Current - 6 Units):	2.91%
Capitalization Rate (Post Reno - 6 Units):	6.03 %
Capitalization Rate (Post Reno - 6 Units + 2 New Pot. ADU's):	7.14%
GIM (Current - 6 Units):	18.58
GIM (Post Reno - 6 Units):	11.49
GIM (Post Reno - 6 Units + 2 New Pot. ADU's):	9.95
Year Built / Renovated:	1958
Type of Building:	1 Story Apartment Building
APN:	175-370-06
Garages: Covered Parking Spaces:	6
Uncovered Parking Spaces:	9
Gross Building SF:	4,697
Land Area SF:	27,878













Why San Diego

The cornerstone to everything San Diego is its Mediterranean climate. The City was voted as one of the ten best climates by Farmer's Almanac and selected as one of the two best summer climates in America by The Weather Channel. San Diego's climate allows for residents to enjoy year-round outdoor recreation and provides over 70 miles of coastline for sunbathing and surfing. Home to world-class resorts, golf courses and sporting activities, enthusiasts have the luxury of year-round activity.

The San Diego region provides numerous cultural, visual and performing arts organizations that entertain and educate San Diego residents and visitors. Performing arts are hosted at premier venues such as the San Diego Civic Center, La Jolla Playhouse, San Diego Repertory/Lyceum Theatre, North County Performing Arts Center, Old Globe Theatre and other venues. San Diego is dedicated to the arts, science and history with world-class museums located within Balboa Park. With a vibrant history dating back to the 17th century, the city has evolved into a productive set of residents, venues and businesses that takes pride in being the birthplace of California.

San Diego is home to the MLB San Diego Padres and host to a variety of world class sporting events such as the 2008 U.S. Open Golf Championship at Torrey Pines Golf Course. With an array of facilities to accommodate events ranging from rugby to soccer to the NFL Super Bowl championships residents have year-round professional events to enjoy. The economy, which encompasses everything from sports, entertainment, and tourism to highly technical and scientific companies, offers upward career growth and mobility..



San Diego International Airport serves more than 20 million passengers per year



Port of San Diego Marine Terminal, the most advanced vehicle import/ export facility on the West Coast.



San Diego is the #1 most patent intense region in the U.S. and ranks 3rd worldwide.



Metro San Diego Market Overview

San Diego County is the south-westernmost county in California. The second-largest county in the state by both area and population, it occupies 4,526 square miles with approximately 70 miles of coastline and a current population of 3,227,496. By nature of its location, terrain varies greatly and includes beaches, foothills, mountains and deserts.

The County's geographic location has undoubtedly contributed to its social and economic growth and development. San Diego has some of the finest climate in the country with moderate temperatures in the mid-70s year-round. The temperate weather coupled with incredible destination locations such as the San Diego Zoo and Zoo Safari Park, SeaWorld, Legoland, beautiful public beaches, and world class championship golf courses make San Diego a top tourist location.



Vista The Need to Know

Over the past couple of years, Vista has enjoyed a revitalization with new craft breweries and popular restaurants drawing customers to the district. It is expected that the residential units and commercial space being developed through the Paseo Santa Fe and 100 Main Street projects will continue this growth trend by bringing more foot traffic to the restaurants, businesses, and shops helping to transform a previously blighted stretch of downtown South Santa Fe Avenue into an attractive, vibrant and pedestrian-friendly destination. Summer weekends and weeknights in Downtown Vista have become popular hangouts for both residents and visitors heading downtown who want to try and experience the new food establishments, as well as the local breweries populating the area.









Many of San Diego County's most prominent companies in maritime, medical device manufacturing and sports & active lifestyle are located in Vista's vibrant 14 million square foot Business Park. Vista is home to companies such as: Applied Membranes – one of the founding companies in the membrane separation industry; and Aqua Lung – founded by Jacques Cousteau, who launched the SCUBA industry.













127,732 Population



34.5 Median Age



%18.00 Bachelor's Degree



105,496 Day Time Population



\$88,697 Average Household Income









AMENITES



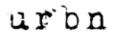








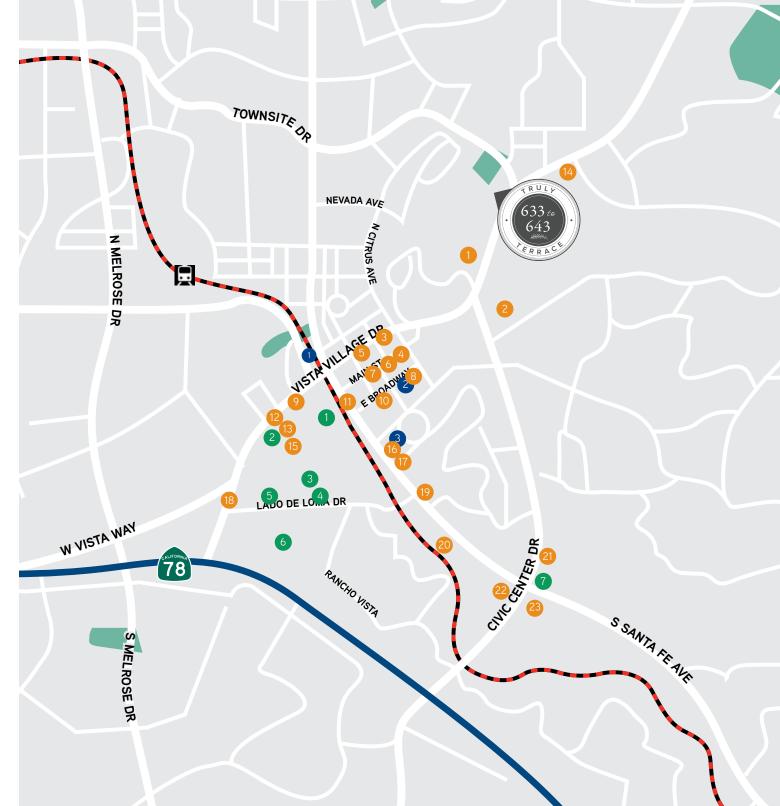












Services							
1	Vista Transit Center						
2	Vista Chamber of Commerce						
3	Bank of America						

	Retail & Entertainment							
1	Cinepolis							
2	The Wave Waterpark							
3	Frazier Farms Market							
4	Crunch Fitness							
5	Staples							
6	Lowe's							
7	Vons							

	Restaurants/Drinks					
1	Chin's Szechwan Cuisine					
2	Wild Wood Crossing					
3	Wavelength Brew Company					
4	Curbside Cafe					
5	Mother Earth Tap House					
6	Belching Beaver Brewery					
7	URBN Coal Fired Pizza					
8	The Yellow Deli					
9	Five Guys					
10	Dog Haus					
11	Sonic Drive-In					
12	Starbucks					
13	JF Japanese Cafe					
14	Black Rock Coffee Bar					
15	Lamppost Pizza					
16	Pepper Tree Forsty					
17	Danny's Donuts					
18	Chili's Bar & Grill					
19	508 Tavern					
20	Partake Gastropub					
21	Yum Yum Donuts					
22	McDonalds					
23	Eriberto's Mexican Food					



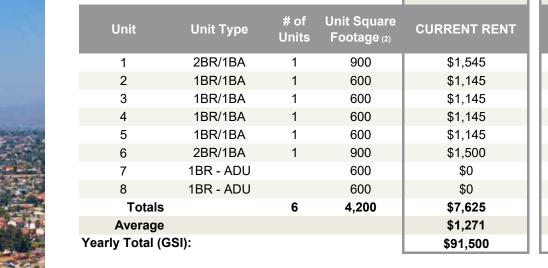
Investment Summary

Price:	\$1,700,000
(1) Units:	6
Price/Unit:	\$283,333
Unit Mix:	1 - 2BR/1BA
	4 - 1BR/1BA
Price/SF:	\$362
Capitalization Rate (Current - 6 Units):	2.91%
Capitalization Rate (Post Reno - 6 Units):	6.03%
(2) Capitalization Rate (Post Reno - 6 Units + 2 New Pot. ADU's):	7.14%
GIM (Current - 6 Units):	18.58
GIM (Post Reno - 6 Units):	11.49
(2) GIM (Post Reno - 6 Units + 2 New Pot. ADU's):	9.95
Year Built:	1958
APN:	175-370-06-00
Gross Building SF:	4,697
Land Area SF:	27,878

(1) Potential to add 2 ADU's

(2) Assumes a purchase price of \$1,700,000 + \$200,000 in estimated cost for ADU construction. Property taxes expense increased based on an estimated \$200,000 cost to add 2 potential ADU's. Buyer to satisfy themselves as to the cost to renovate the 6 units and the feasibility and cost of adding 2 additional ADU's to the property.





RENOVATED	RENOVATED UNITS 2 NEW ADU'S)
POST RENOVATION	POST RENOVATION + 2 ADU'S
\$2,295	\$2,295
\$1,825	\$1,825
\$1,825	\$1,825
\$1,825	\$1,825
\$1,825	\$1,825
\$2,295	\$2,295
\$0	\$1,725
\$0	\$1,725
\$11,890	\$15,340
\$1,982	\$1,918
\$142,680	\$184,080

MARKET (6

(1) Unit square footages are estimated. Public records shows 4,697 total building area.

CURRENT (6 UNITS)







Pro Forma NOI Analysis

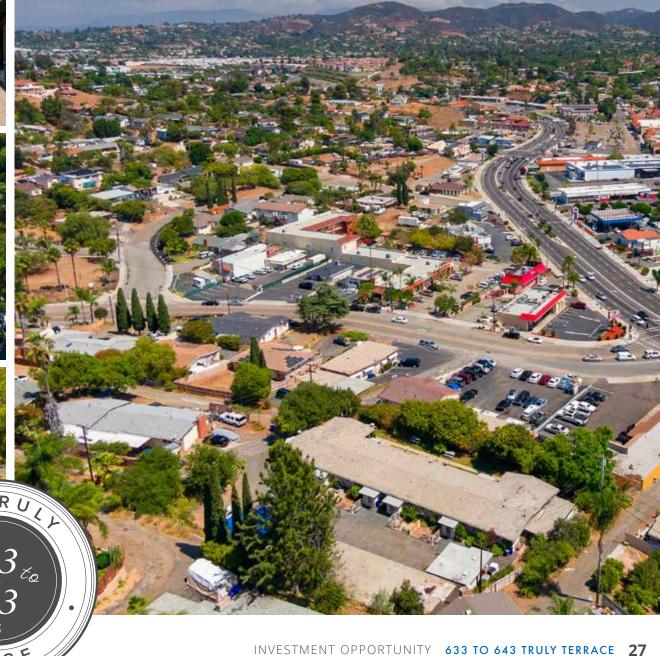
	CURRENT (6 UNITS)			MARKET (6 U		MARKET (6 RENOVATED UNITS + 2 NEW ADU'S)		
		Per Unit / %			Per Unit / %		Per Unit / %	
TOTAL RENTS	\$ 91,500	15,250	\$	142,680	23,780	\$ 184,080	23,010	
(1) RUBS	0	-		5,280	880	6,840	855	
GROSS SCHEDULED INCOME	91,500	15,250		147,960	24,660	190,920	23,865	
(Vacancy - 3%)	(2,745)	(458)		(4,439)	(740)	(5,728)	(716)	
Adjusted Gross Income (AGI)	88,755	14,793		143,521	23,920	185,192	23,149	
Operating Expenses	Pro-Forma Expenses			Pro-Forma Ex	cpenses	Pro-Forma Expenses		
(2) Off-Site Management	4,438	740		7,176	1,196	9,260	1,157	
(3) Repais & Maintenance	4,200	700		3,300	550	4,400	550	
(4) Landscaping	1,200	200		1,200	200	1,200	150	
(5) Insurance	1,500	250		1,500	250	2,000	250	
(6) Water	3,425	571		3,425	571	4,600	575	
(7) Sewer	2,800	467		2,800	467	3,800	475	
(8) Gas	135	22		135	22	135	17	
(9) Electric	650	108		650	108	650	81	
(10) Trash	1,826	304		1,826	304	2,200	275	
(11) (NEW) Property Taxes	18,873	3,146		18,873	3,146	21,094	2,637	
(NEW) Fixed Property Taxes	200	33		200	33	265	33	
TOTAL EXPENSES	39,247	6,541		41,086	6,848	49,603	6,200	
Expenses as % of AGI	44.2%			28.6%		26.8%		
Net Operating Income	\$ 49,508	8,251	\$	102,436	17,073	\$ 135,589	16,949	

- (1) RUBS estimated as follows: 1BR's: \$65/mo. & 2BR's: \$90/mo.
- (2) Off-site management estimated at 5% of AGI.
- (3) Repairs & Maintenance for 'Current' estimated at \$700/unit/year. 'Market Post Renovation' estimated at \$550/unit/year.
- (4) Landscaping estimated at \$100/mo.
- (5) Insurance estimated at \$250/unit/year.
- (6) Water bill for 'Current' & 'Market Post-Renovation' are actuals from T-12 bills (August 2020 to July 2021). Water bill for Market Post Renovation + 2 ADU's' is adjusted upwards for the additional units.
- (7) Sewer expense is in the fixed portion of the property tax bill.
- (8) Gas bill is from the actual T-12 bills.
- (9) Electric bills are the actual T-12 bills.
- (10) Trash bill based bi-monthly bill of \$304.38.
- (11) Property Taxes for 'Current' & 'Market Post-Renovation 6 Units' based on the purchase price. For 'Market Rent Post-Reno 6 Units + 2 the property taxes are increased based on an estimated \$200,000 increased property tax assessment due to the addition of 2 new potential in (12) Pro-Forma NOI Analysis does not inloude the cost to renovate the existing 6 units. Pro-Forma for 'Market Rent Post Reno - 6 Units + 2 Al assumes \$200,000 for estimated construction cost of the 2 potential ADU's.



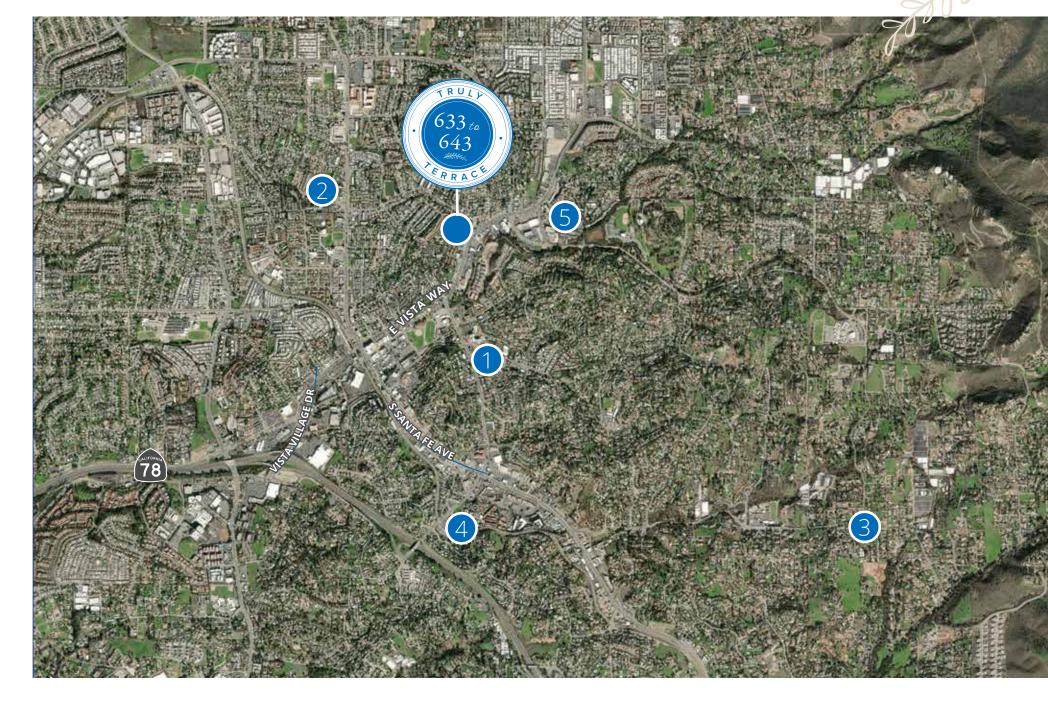






Sale Comps

Property Image	Project Name / Address	Age	Units	Sale Price	Price/Unit	Price / SF	GIM	CAP Rate	Sale Date
	633-43 Truly Terrace Vista, CA 92084	1958	6	\$1,700,000	\$283,333	\$362	18.58 (Cur) 11.49 (Mkt Post Reno - 6 Units) 9.95 (Mkt Post Reno - 6 Units + 2 ADU's)	2.91% (Cur) 6.03% (Mkt Post Reno - 6 Units) 7.14% (Mkt Post Reno - 6 Units + 2 ADU's)	AVAILABLE
NOTES: Unit Mix: 4 - 1BR/1BA	2 - 2BR/1BA. Potential to add	2 ADU's t	o the prop	perty. Units all	have large fr	ont and bac	kyards, covered parking and large storage	units.	
	703 & 707 Windsor Court Vista, CA 92084	1973 & 1975	10	\$2,600,000	\$260,000	\$356	12.63 (Cur)	5.06% (Cur)	9/16/2021
NOTES: Unit Mix: 7 - 1BR/1BA	2 - 2BR/1BA 1 - 2BR/1.5BA.	Apartmen	it grade in	teriors with up	side through	renovation	5.		
	201 W Los Angeles Drive Vista, CA 92083	2017	9	\$4,175,000	\$463,889	\$384	16.0 (Cur)	4.09% (Cur)	9/15/2021
NOTES: Unit Mix: 1 - Studio 1	- 2BR/1BA 7 - 3BR/2BA.								
	2071-85 Monte Vista Drive Vista, CA 92084	1957	8	\$1,976,100	\$247,013	\$438	13.8 (Cur) 12.47 (Mkt)	4.34% (Cur) 5.0% (Mkt)	5/26/2021
NOTES: Unit Mix: 8 - 1BR/1BA.	Buyer paid broker's fee. 5% a	dded to th	e total pu	rchase price.					
	842 Sinkler Way Vista, CA 92083	1979	8	\$2,250,000	\$281,250	\$277	13.75 (Cur) 12.86 (Mkt)	4.56% (Cur) 4.97% (Mkt)	5/20/2021
NOTES: Unit Mix: 6 - 2BR/2BA	2 - 3BR/2BA.								
	1037-51 Meadow Lake Drive Vista, CA 92084	1968	8	\$2,300,000		\$258	15.40 (Cur)	4.0% (Cur)	IN ESCROW
NOTES: Unit Mix: 8 - 2BR/2BA.	Original interiors. Property in	need of ir	terior and	d exterior reno	vations. In Es	crow above	the list price.		

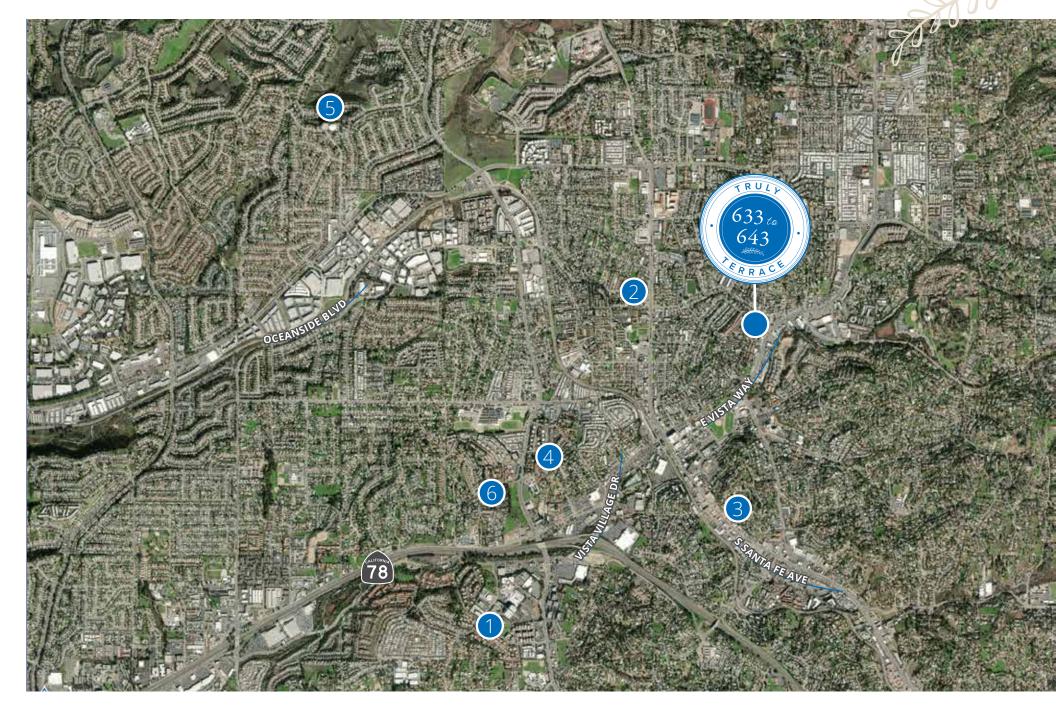




Rent Comps

	I							
Property Image	Project Name / Address	Age	Units	Type (Br/Ba)	Square Feet	Current Rent	Market Rent (Post Renovation)	Rent Per SF
	633-43 Truly Terrace Vista, CA 92084	1958	6	1BR/1BA 2BR/1BA 1BR/1BA (ADU) *	600 900 600	\$1,145 \$1,500-1,545	\$1,825 \$2,295 \$1,725 *	\$3.04 \$2.55 \$2.88
NOTES: Single-Story units with la	rge front and backyards. * Prop	osed ADU	unit rent a	assumes a 600 SF 1BR/1	BA. Market Ren	t Post Renovation a	ssumes nicely upgr	aded
unit with in-unit washer/dryer.	750 Breeze Hill Road Vista, CA 92081	1989	240	1BR/1BA	624	\$1,995		\$3.20
NOTES: Nicely upgraded condo u	nit in 2-story project. In-unit w	asher/drye	r. Propert	y has amenities.				
	161 W Los Angeles Drive Vista, CA 92083	1950	10	1BR/1BA	500	\$1,725		\$3.45
NOTES: Upgraded unit with no in	n-unit washer/dryer.							
TO SHITT	Sunset Cliffs Apartments 180 Terrace Drive Vista, CA 92084	1987	52	1BR/1BA	N/A	\$1,650		N/A
NOTES: Unrenovated unit with o	riginal upgrades. No private ya	rds, no in-u	nit washe	r/dryers.				
	355 Windy Lane Vista, CA 92083	1987	20	2BR/2BA	1,300	\$2,650		\$2.04
NOTES: Condo unit in older proje	ect. Recent upgrades and in-uni	t washer/d	ryer.					
	4832 Northerly Street Oceanside, CA 92056 (Border of Vista)	1980	1	2BR/1BA	852	\$2,395		\$2.81
NOTES: Single-story unit with ya	rd. Located in East Oceanside, o	n the bord	er of Vista	. In-unit washer/dryer				
	236 Diamond Way Vista, CA 92083	1987	88	2BR/2BA	878	\$2,395		\$2.73

NOTES: Upgraded condo unit with in-unit washer dryer. Larger 2-story project with amenities, but no private yards.







PETER SCEPANOVIC

Executive Vice President
DIR +1 760 930 7940
peter.scepanovic@colliers.com

COREY MCHENRY

Senior Vice President DIR +1 760 930 7939 corey.mchenry@colliers.com Lic No. 01800485 Visit our website: Scepanovicmchenryapartments.colliers.com

