

FOR SALE

242-246
Puente Dr

SANTA BARBARA, CA

THREE
SEPARATE
HOMES ON
2/3 ACRE

Offered at

\$2,650,000

(4.87% cap rate on market rents)

Located in the
sought-after
Hope School
District

Well-maintained
homes with
abundant
parking

Ideal for either
an owner-
occupant or
investor



Experience. Integrity. Trust.
Since 1993

Christos Celmayster

805.898.4388

christos@hayescommercial.com

lic. 01342996



222 E. Carrillo Street, Suite 101, Santa Barbara, California 93101 | HayesCommercial.com

The information contained herein has been obtained from the owner of the property or from other sources deemed reliable. We have no reason to doubt its accuracy, but we do not guarantee it.

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Property Overview

Hayes Commercial Group is pleased to introduce this unique opportunity in Hope Ranch Annex consisting of three separate ranch-style homes in the highly sought Hope School District, just moments away from Vieja Valley School and walking distance to San Marcos High School. Each home has been well maintained and offers a blend of privacy, comfort and convenience, with a location near the beach, and a variety of stores, shopping centers, and restaurants.

242 Puente Dr is a 2BD/1BA home totaling 822 square feet with large deck and back yard. 244 Puente Dr is a 4BD/2BA home totaling 1,740

square feet with multiple patios. 246 Puente Dr is a recently constructed 2BD/1BA ADU totaling 961 square feet with an attached two-car garage, HVAC, private deck, and patio. An abundance of parking and mature landscaping exist throughout the property.

Ideal opportunity for an owner-occupant who is seeking quality and location with the added bonus of supplemental income from renting out the remaining homes. Or, enjoy the property as an investment and capitalize on the upside in the current rents and low operational costs on the property.



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Investment Details

Price:	\$2,650,000
APN:	061-061-028
Lot Size:	28,816 SF (gross)
Building SF:	3,523 SF
Zoning:	15-R-1
Parking:	Two-car garage attached to 246 and ample uncovered parking
Laundry:	In each home
HVAC:	In 246 Puente only
Year Built:	1949 and 2017
Gross Rents:	\$13,250/month (current) \$14,469/month (AB 1482) \$15,750/month (market)
Cap Rate:	3.81% (current) 4.31% (AB 1482) 4.87% (market)
GRM:	16.67 (current) 15.26 (AB 1482) 14.02 (market)
To Show:	Call listing agent



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Financial Analysis

INVESTMENT SUMMARY

PURCHASE PRICE	\$2,650,000
NUMBER OF UNITS ⁽¹⁾	3
PRICE PER UNIT	\$883,333
CAP RATE (CURRENT)	3.81%
CAP RATE (AB 1482)	4.31%
CAP RATE (MARKET)	4.87%
GRM (CURRENT)	16.67
GRM (AB 1482)	15.26
GRM (MARKET)	14.02

BUILDING SIZE ⁽¹⁾	3,523
LAND SIZE	28,750
PRICE/SF BUILDING	\$752
PRICE/SF LAND	\$92

RENT ROLL

UNIT #	BD/BA	SF ⁽¹⁾	CURRENT RENTS ⁽²⁾	AB 1482 RENTS ⁽²⁾	MARKET RENTS ⁽²⁾
242	2BD/1BA	822	\$3,600	\$3,931	\$4,500
244	4BD/2BA	1740	\$5,450	\$5,951	\$6,500
246 ⁽³⁾	2BD/1BA	961	\$4,200	\$4,586	\$4,750
TOTALS		3,523	\$13,250	\$14,469	\$15,750

INCOME & EXPENSE ANALYSIS

GROSS RENTAL INCOME	NOTES	% of EGI	CURRENT RENTS		% of EGI	AB 1482 RENTS		% of EGI	MARKET RENTS	
			MONTHLY	ANNUAL		MONTHLY	ANNUAL		MONTHLY	ANNUAL
TOTAL GROSS RENTAL INCOME			\$13,250	\$159,000		\$14,469	\$173,628		\$15,750	\$189,000
Laundry Income	N/A		\$0	\$0		\$0	\$0		\$0	\$0
Storage/Garage Income	N/A		\$0	\$0		\$0	\$0		\$0	\$0
RUBS ⁽⁴⁾	N/A		\$0	\$0		\$0	\$0		\$0	\$0
TOTAL GROSS INCOME			\$13,250	\$159,000		\$14,469	\$173,628		\$15,750	\$189,000
(LESS) Vacancy Rate	2%		-\$265	-\$3,180		-\$289	-\$3,473		-\$315	-\$3,780
EFFECTIVE GROSS INCOME (EGI)		100%	\$12,985	\$155,820	100%	\$14,180	\$170,155	100%	\$15,435	\$185,220
OPERATING EXPENSES										
Real Estate Taxes	1.06%	18.03%	\$2,341	\$28,090	16.51%	\$2,341	\$28,090	15.17%	\$2,341	\$28,090
Insurance ⁽⁵⁾	2024 Act	1.65%	\$215	\$2,575	1.51%	\$215	\$2,575	1.39%	\$215	\$2,575
Electricity	Tenants Pay	0.00%	\$0	\$0	0.00%	\$0	\$0	0.00%	\$0	\$0
Gas, Trash, Water, Sewer & Gardner ⁽⁴⁾	Landlord	7.28%	\$945	\$11,340	6.66%	\$945	\$11,340	6.12%	\$945	\$11,340
Repairs, Maint. & Turnover	Est \$1500/Unit/Year	2.89%	\$375	\$4,500	2.64%	\$375	\$4,500	2.43%	\$375	\$4,500
Fire Protection	Est	0.00%	\$0	\$0	0.29%	\$42	\$500	0.00%	\$0	\$0
Offsite Manager	5% of EGI	5.00%	\$649	\$7,791	5.00%	\$709	\$8,508	5.00%	\$772	\$9,261
Taxes, Licenses & Prof. Fees	Est	0.16%	\$21	\$250	0.15%	\$21	\$250	0.13%	\$21	\$250
Pest Control	Est	0.16%	\$21	\$250	0.15%	\$21	\$250	0.13%	\$21	\$250
(LESS) TOTAL ANNUAL EXPENSES ⁽⁶⁾		35.17%	-\$4,566	-\$54,796	32.92%	-\$4,668	-\$56,013	30.38%	-\$4,689	-\$56,266
NET OPERATING INCOME (NOI)		64.83%	\$8,419	\$101,024	67.08%	\$9,512	\$114,142	69.62%	\$10,746	\$128,954

NOTES

Note 1: Unit sizes are gross square footages and have been obtained from 2017 Plans for the ADU conversion of garage and workshop space creating 246 Puente Drive (2BD/1BA SFR + attached 2 Car Garage)

Note 2: Current Rents have been provided by Seller's Property Manager. AB 1482 are current rents that have been increased by 9.2%, the amount allowed under AB 1482 currently for any rent increase between 8/1/2023 to 8/1/2024. Market Rents are based on reasonable estimates of SFR rentals.

Note 3: 246 Puente Drive is an ADU conversion from a former three car garage and workshop. Conversion was completed in 2017/2018.

Note 4: All three leases stipulate that Gas, Trash, Water, Sewer and Gardner are included in rent except that any amount over \$945/Month for such utilities and services can be billed back quarterly to the tenants on an equal 1/3 basis.

Note 5: Insurance is per Seller's 2024 insurance premiums for each of the three SFRs.

Note 6: Expenses aside for Insurance and Landlord's maximum utility/service cost for Gas, Trash, Water, Sewer and Gardner are estimates.



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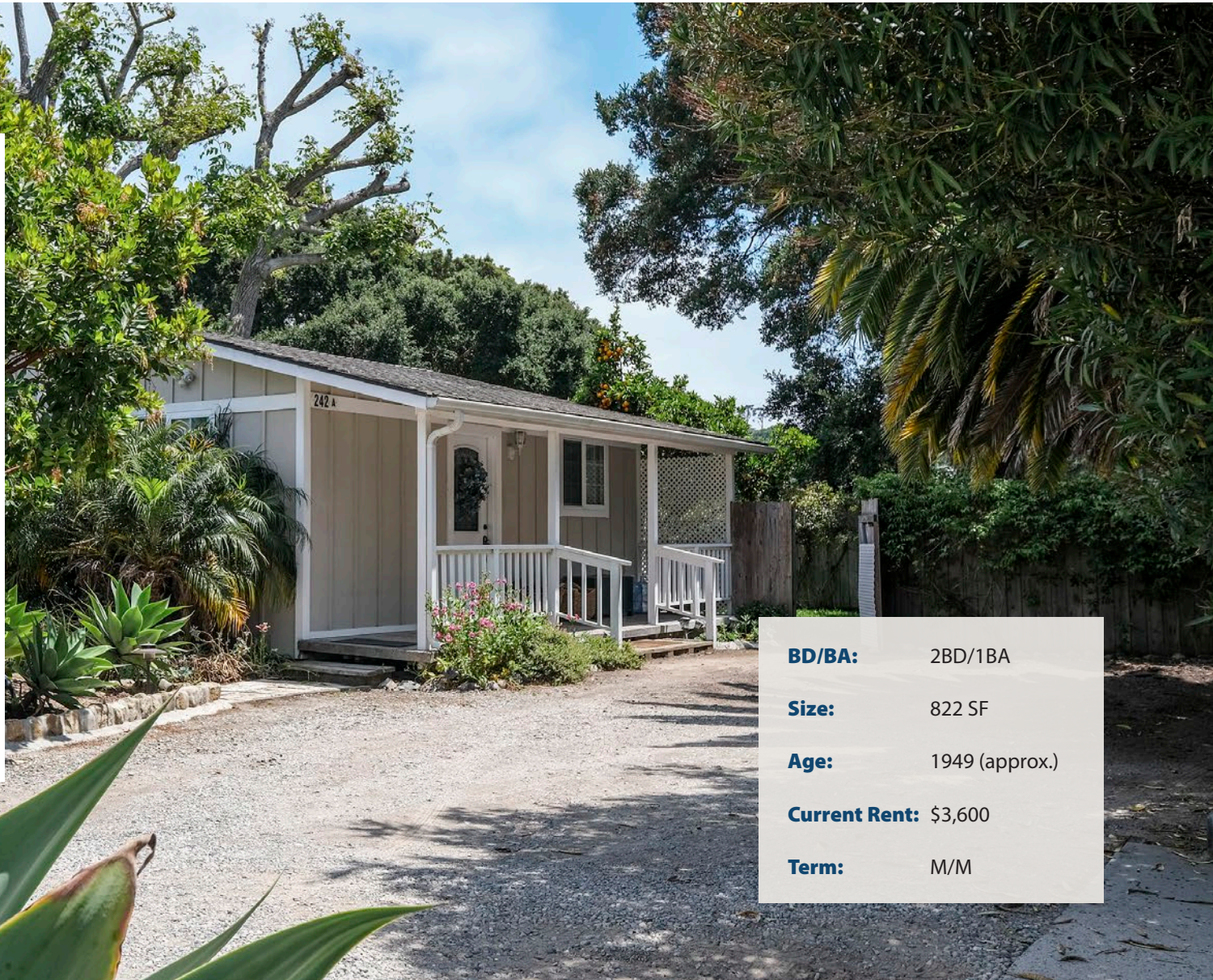


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242 Puente Dr



BD/BA:	2BD/1BA
Size:	822 SF
Age:	1949 (approx.)
Current Rent:	\$3,600
Term:	M/M



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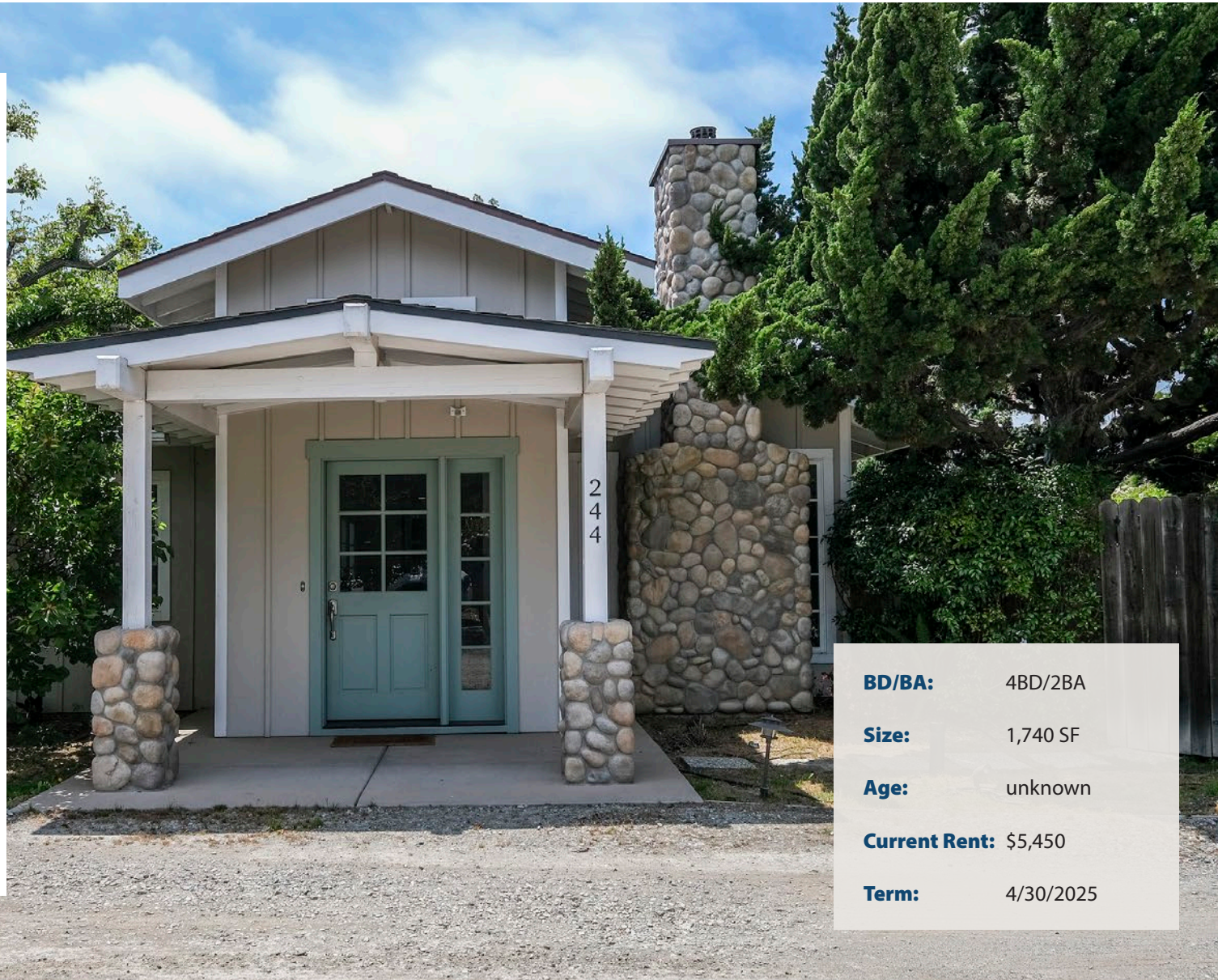
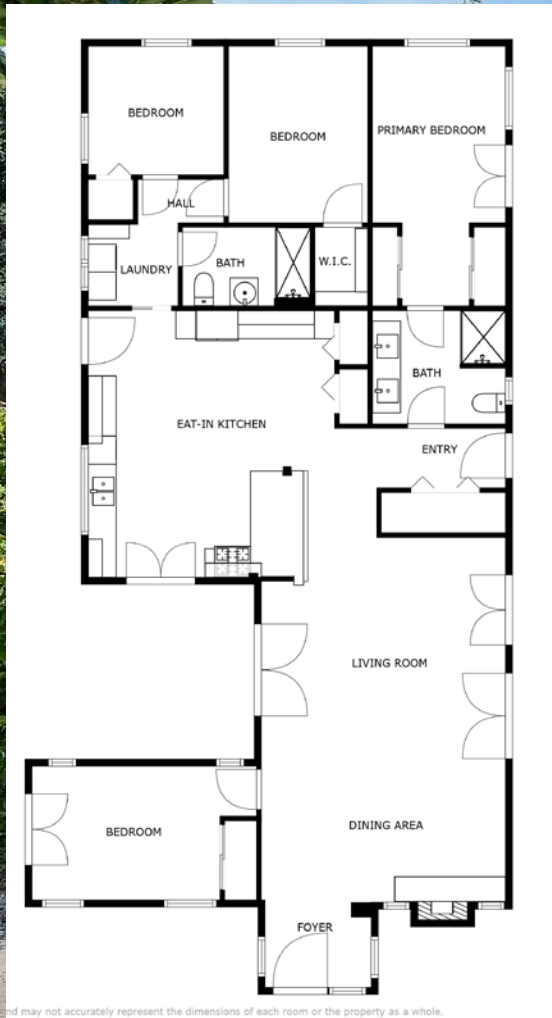


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244 Puente Dr



BD/BA:	4BD/2BA
Size:	1,740 SF
Age:	unknown
Current Rent:	\$5,450
Term:	4/30/2025



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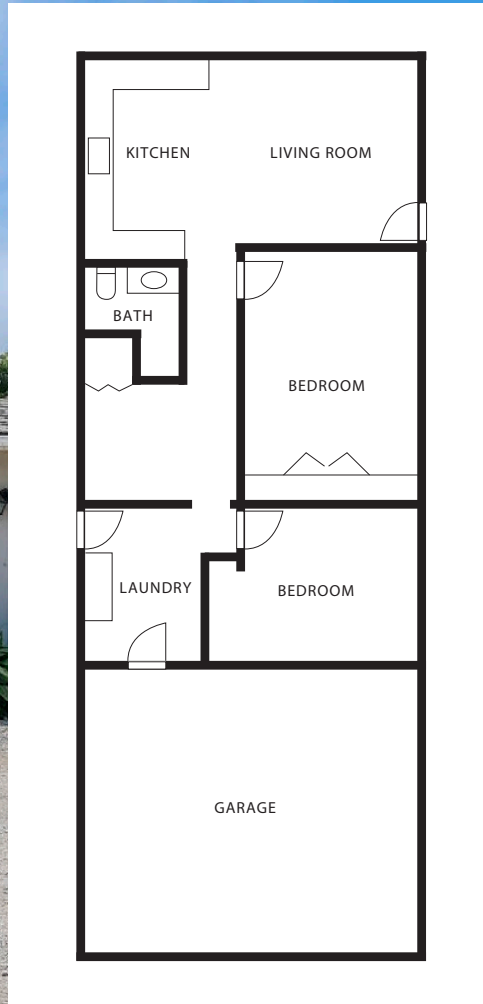


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246 Puente Dr



BD/BA:	2BD/1BA
Size:	961 SF
Garage Size:	451 SF
Age:	2017 (approx.)
Current Rent:	\$4,200
Term:	M/M



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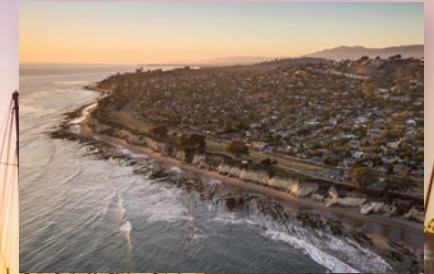


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Area Information



Santa Barbara

Santa Barbara is 90 miles north of Los Angeles and is served by Santa Barbara Airport and Amtrak. Tucked between the Santa Ynez Mountains and the Pacific Ocean, Santa Barbara enjoys a mild, Mediterranean climate averaging 300 sunny days a year.

89,570
current residents

Trendsetters
dominant tapestry segment

Trendsetters are young, well-educated, tech savvy people living in upscale, high-rent areas. Hip culture, social media and spontaneous vacations abound.

\$144,564
Avg. household income



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