

# 14 Units In Oxnard - 1 Mile To The Beach

541 Cuesta Del Mar Dr, Oxnard, CA 93033





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### Glen Scher

Senior Vice President Investments  
Office: Encino  
Direct: 818.212.2808  
Glen.Scher@marcusmillichap.com  
License: CA #01962976

### Logan Ward

Associate  
Office: Encino  
Direct: 818.212.2675  
Logan.Ward@marcusmillichap.com  
License: CA #02200464

### Filip Niculete

Senior Managing Director Investments  
Office: Encino  
Direct: 818.212.2748  
Filip.Niculete@marcusmillichap.com  
License: CA #01905352

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# TABLE OF CONTENTS

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<b>SECTION 1</b> <b>Executive Summary</b>	7
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<b>SECTION 2</b> <b>Property Information</b>	13
---	----

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<b>SECTION 3</b> <b>Financial Analysis</b>	18
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<b>SECTION 4</b> <b>Sale Comparables</b>	24
---	----

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<b>SECTION 5</b> <b>Lease Comparables</b>	34
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<b>SECTION 6</b> <b>Market Overview</b>	41
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SECTION 1

# Executive Summary

OFFERING SUMMARY

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# OFFERING SUMMARY



Listing Price  
**\$2,575,000**



Cap Rate  
**6.10%**



# of Units  
**14**

## FINANCIAL

Listing Price	\$2,575,000
NOI	\$157,123
Cap Rate	6.10%
GRM	10.50
Price/SF	\$305.67
Price/Unit	\$183,929

## OPERATIONAL

Rentable SF	8,424 SF
# of Units	14
Lot Size	0.27 Acres (11,761 SF)
Year Built	1962

















SECTION 2

# Property Information

INVESTMENT HIGHLIGHTS

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REGIONAL MAP

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LOCAL MAP

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AERIAL MAP

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# 14 UNITS IN OXNARD - 1 MILE TO THE BEACH

541 Cuesta Del Mar Dr, Oxnard, CA 93033

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## INVESTMENT OVERVIEW

The LAAA Team of Marcus & Millichap is proud to present 541 Cuesta Del Mar Dr, Oxnard, CA 93033 - a value add real estate opportunity located in a desirable beachside community. This multifamily property boasts 14 units with a mix of (10) 1-bedroom, 1-bath units and (4) 2-bedroom, 1-bath units. Constructed in 1962, the property spans 8,424 gross square feet, and is set on a 0.27-acre lot. The property has ample parking spots for the tenants with easy access to the parking through the alley behind the property. To enhance the quality of living for residents, the property features high-speed internet access, a smoke-free environment, fireplaces in units, and balconies.

One of this property's significant attractions is the great value-add potential. Current rents at the property are approximately 22% below the market rate, presenting a significant opportunity for the buyer. Assuming the buyer can turn over all units and achieve market rents throughout, we estimate that the units could bring in about \$25,000 in gross rental income each month, or about \$300,000 per year, increasing the buyer's CAP rate to 8.09%! Please note that Oxnard has newly enacted rent control which limits rent increases to 4.0% each year, which the buyer should investigate and understand.

Nestled in the vibrant South Winds community of Oxnard, the proximity to the coastline offers easy access to the breathtaking beaches and the Naval CBC Port Hueneme. Families will appreciate the central location of Art Haycox Elementary School, which is within walking distance for South Winds' younger residents. Additionally, Green Junior High School and Hueneme High School are conveniently situated just a few blocks north. For those reliant on public transportation, the availability of bus stops along Perkins Road allows easy access to the broader Oxnard community. The Pleasant Valley Shopping Center, located near the northeast corner of South Winds, provides a hassle-free shopping experience for residents, eliminating the need to travel long distances for daily essentials. The presence of local taquerias, butcher shops, and bakeries further enriches the shopping options available to the community members.

## FINANCING OPTIONS FOR BUYERS

There are two options for financing on this property:

- 1) Assume the seller's loan - much lower interest rate, but requires higher down payment
- 2) Get a new market-rate loan - much higher interest rate, but saves the buyer a lot of cash down payment

The assumable loan comes with a current balance of \$957,000 (37% LTV) at a rate of 3.08%. This attractive interest rate would give the buyer an impressive 6.69% cash on cash return from day 1, and the rate is fixed for another 3 years, expiring on 11/1/26.

On the other hand, if you'd like to save on cash down payment, you can receive around \$1.5M - \$1.55M in financing (about 60% LTV) at today's interest rates which are in the mid-to-low 6% range. A new market rate loan would allow the buyer to save up to \$585,000 in cash down payment which could come in handy if the buyer plans on reinvesting that cash into the property to achieve its value-add potential.



541 Cuesta Del Mar Dr // REGIONAL MAP



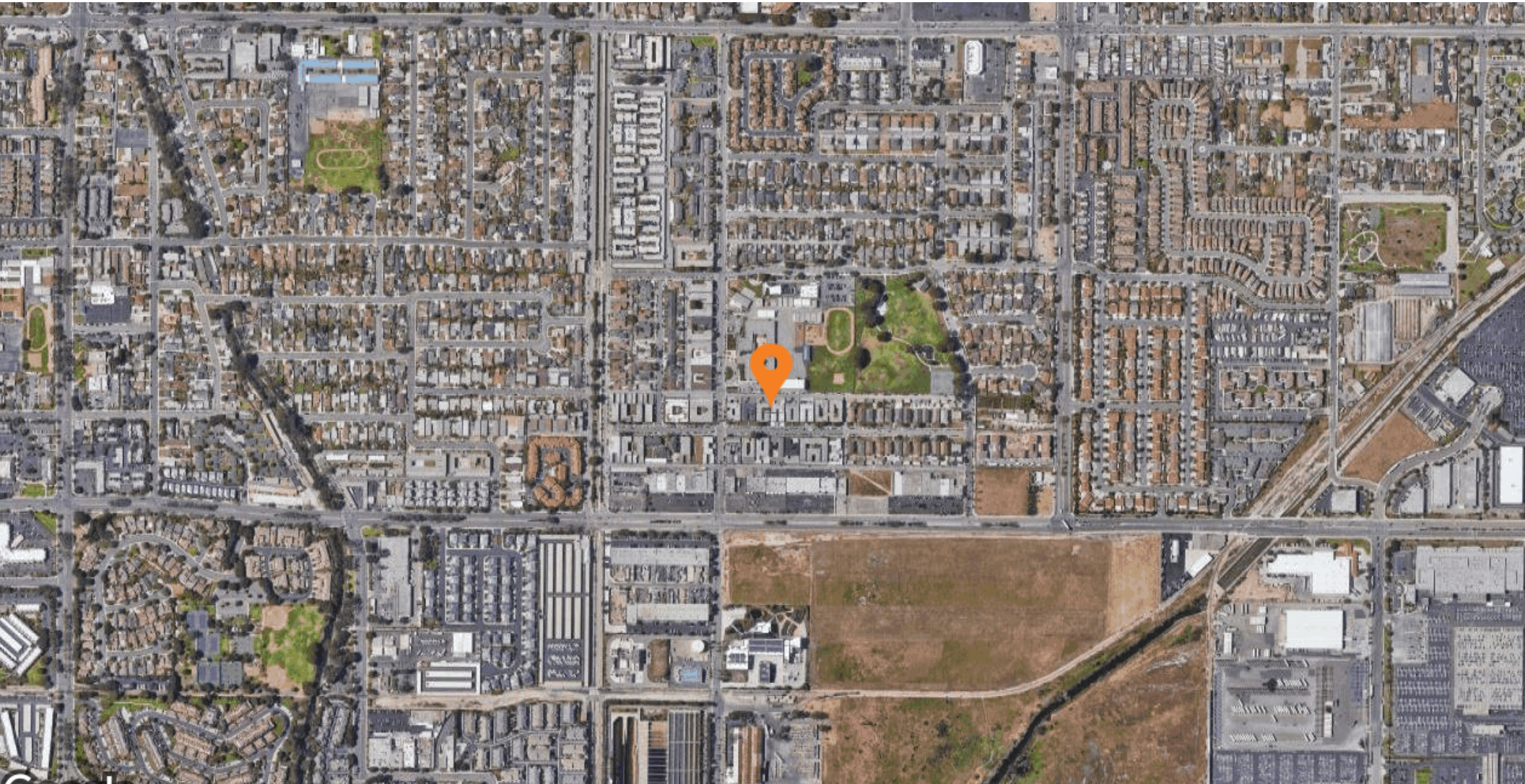


LOCAL MAP // 541 Cuesta Del Mar Dr





541 Cuesta Del Mar Dr // AERIAL MAP



Google, Airbus, CNES / Airbus, Data CSUMB SFML, CA OPC, Maxar Technologies, U.S. Geological Survey, USDA/FPAC/GEBCO



SECTION 3

# Financial Analysis

FINANCIAL DETAILS

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## 541 Cuesta Del Mar Dr // FINANCIAL DETAILS

As of March,2024

UNIT	UNIT TYPE	Square Feet	CURRENT Rent / Month	CURRENT Rent / SF/ Month	POTENTIAL Rent / Month	POTENTIAL Rent/ SF/ Month
1	1 Bed / 1 Bath	550	\$1,378	\$2.51	\$1,700	\$3.09
2	1 Bed / 1 Bath	550	\$1,378	\$2.51	\$1,700	\$3.09
3	2 Bed / 1 Bath	700	\$1,482	\$2.12	\$1,995	\$2.85
4	1 Bed / 1 Bath	550	\$1,378	\$2.51	\$1,700	\$3.09
5	1 Bed / 1 Bath	550	\$1,378	\$2.51	\$1,700	\$3.09
6	1 Bed / 1 Bath	550	\$1,378	\$2.51	\$1,700	\$3.09
7	2 Bed / 1 Bath (manager)	700	\$1,995	\$2.85	\$1,995	\$2.85
A	1 Bed / 1 Bath	550	\$1,378	\$2.51	\$1,700	\$3.09
B	1 Bed / 1 Bath	550	\$1,378	\$2.51	\$1,700	\$3.09
C	2 Bed / 1 Bath	700	\$1,700	\$2.43	\$1,995	\$2.85
D	1 Bed / 1 Bath	550	\$1,378	\$2.51	\$1,700	\$3.09
E	1 Bed / 1 Bath	550	\$1,378	\$2.51	\$1,700	\$3.09
F	1 Bed / 1 Bath	550	\$1,378	\$2.51	\$1,700	\$3.09
G	2 Bed / 1 Bath	700	\$1,482	\$2.12	\$1,995	\$2.85
<b>Total</b>		<b>Square Feet: 8,424</b>	<b>\$20,439</b>	<b>\$2.43</b>	<b>\$24,980</b>	<b>\$2.97</b>

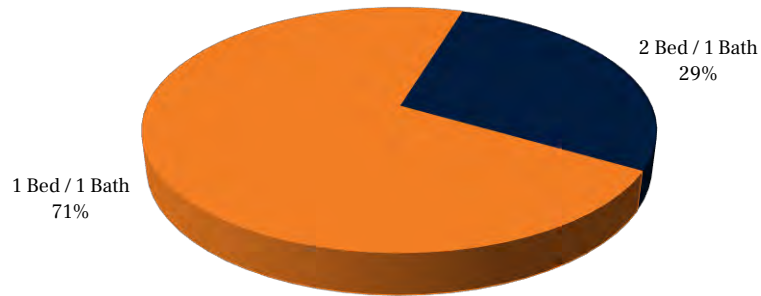


# FINANCIAL DETAILS // 541 Cuesta Del Mar Dr

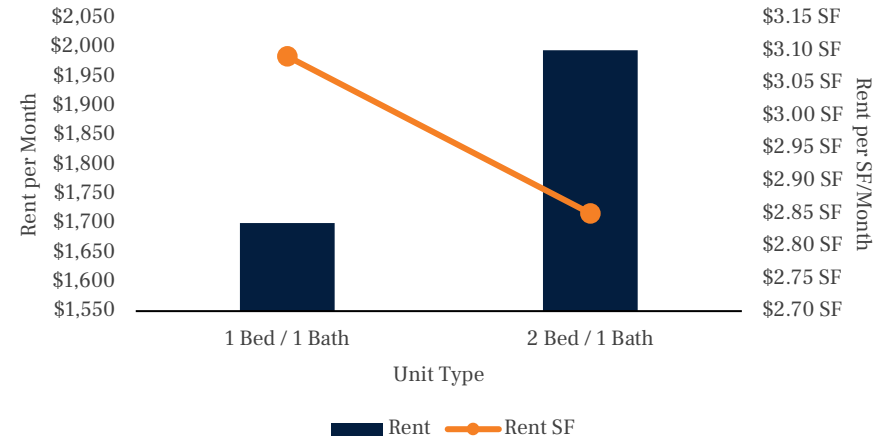
UNIT TYPE	# OF UNITS	AVG SQ FEET	RENTAL RANGE	Current			POTENTIAL		
				Average Rent	Average Rent / SF	Monthly Income	AVERAGE RENT	AVERAGE RENT / SF	MONTHLY INCOME
1 Bed / 1 Bath	10	550	\$1,378 - \$1,378	\$1,378	\$2.51	\$13,780	\$1,700	\$3.09	\$17,000
2 Bed / 1 Bath	3	700	\$1,482 - \$1,700	\$1,555	\$2.22	\$4,664	\$1,995	\$2.85	\$5,985
2 Bed / 1 Bath (manager)	1	700	\$1,995 - \$1,995	\$1,995	\$2.85	\$1,995	\$1,995	\$2.85	\$1,995
<b>TOTALS/WEIGHTED AVERAGES</b>	<b>14</b>	<b>602</b>		<b>\$1,460</b>	<b>\$2.43</b>	<b>\$20,439</b>	<b>\$1,784</b>	<b>\$2.97</b>	<b>\$24,980</b>

GROSS ANNUALIZED RENTS	\$245,268	\$299,760
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Unit Distribution



Unit Rent





## 541 Cuesta Del Mar Dr // FINANCIAL DETAILS

INCOME	Current		Pro Forma		NOTES	PER UNIT	PER SF
<b>Rental Income</b>							
Gross Current Rent	245,268		299,760			21,411	35.58
Physical Vacancy	(4,905)	2.0%	(5,995)	2.0%		(428)	(0.71)
<b>TOTAL VACANCY</b>	<b>(\$4,905)</b>	<b>2.0%</b>	<b>(\$5,995)</b>	<b>2.0%</b>		<b>(\$428)</b>	<b>(\$1)</b>
<b>EFFECTIVE GROSS INCOME</b>	<b>\$240,363</b>		<b>\$293,765</b>			<b>\$20,983</b>	<b>\$34.87</b>
<b>EXPENSES</b>							
Real Estate Taxes	29,613		29,613		[1]	2,115	3.52
Insurance	6,000		6,000		[2]	429	0.71
Utilities - Electric & gas	6,205		6,205		[3]	443	0.74
Utilities - Water & Trash	18,421		18,421		[4]	1,316	2.19
Utilities - ATT	2,631		2,631		[5]	188	0.31
Repairs & Maintenance	7,000		7,000		[6]	500	0.83
Pest Control	900		900		[7]	64	0.11
Fire Service	556		556		[8]	40	0.07
Mail Boxes	500		500		[9]	36	0.06
General & Administrative	1,800		1,800		[10]	129	0.21
Management Fee	9,615	4.0%	11,751	4.0%	[11]	839	1.39
<b>TOTAL EXPENSES</b>	<b>\$83,240</b>		<b>\$85,376</b>			<b>\$6,098</b>	<b>\$10.13</b>
<b>EXPENSES AS % OF EGI</b>	<b>34.6%</b>		<b>29.1%</b>				
<b>NET OPERATING INCOME</b>	<b>\$157,123</b>		<b>\$208,389</b>			<b>\$14,885</b>	<b>\$24.74</b>

Notes and assumptions to the above analysis are on the following page.



## FINANCIAL DETAILS // 541 Cuesta Del Mar Dr

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### NOTES TO OPERATING STATEMENT

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- [1] 1.15% of the purchase price
- [2] \$500 per month
- [3] Seller provided utility expenses
- [4] Seller provided utility expenses
- [5] Seller provided utility expenses
- [6] \$500 per unit
- [7] \$75 per month
- [8] Seller provided utility expenses
- [9] Seller provided utility expenses
- [10] \$150 per month
- [11] 4.0% of the gross income



## 541 Cuesta Del Mar Dr // FINANCIAL DETAILS

### SUMMARY

Price	\$2,575,000	
Down Payment	\$1,618,000	62.8%
Number of Units	14	
Price Per Unit	\$183,929	
Price Per SqFt	\$305.67	
Gross SqFt	8,424	
Lot Size	0.27 Acres	
Approx. Year Built	1962	

### RETURNS

	Current	Pro Forma
CAP Rate	6.10%	8.09%
GRM	10.50	8.59
Cash-on-Cash	6.69%	9.86%
Debt Coverage Ratio	3.21	4.26

### FINANCING

	Loan Assumption
Loan Amount	\$957,000
Loan Type	Assumption
Interest Rate	3.08%
Amortization	30 Years
Year Due	2027

# OF UNITS	UNIT TYPE	SQFT/UNIT	SCHEDULED RENTS	MARKET RENTS
10	1 Bed / 1 Bath	550	\$1,378	\$1,700
4	2 Bed / 1 Bath	700	\$1,665	\$1,995

### OPERATING DATA

#### INCOME

		Current		Pro Forma
Gross Scheduled Rent		\$245,268		\$299,760
Less: Vacancy/Deductions	2.0%	\$4,905	2.0%	\$5,995
Total Effective Rental Income		\$240,363		\$293,765
Other Income		\$0		\$0
Effective Gross Income		\$240,363		\$293,765
Less: Expenses	34.6%	\$83,240	29.1%	\$85,376
Net Operating Income		\$157,123		\$208,389
Cash Flow		\$157,123		\$208,389
Debt Service		\$48,914		\$48,914
Net Cash Flow After Debt Service	6.69%	\$108,209	9.86%	\$159,475
Principal Reduction		\$19,715		\$20,331
<b>TOTAL RETURN</b>	<b>7.91%</b>	<b>\$127,924</b>	<b>11.11%</b>	<b>\$179,806</b>

#### EXPENSES

	Current	Pro Forma
Real Estate Taxes	\$29,613	\$29,613
Insurance	\$6,000	\$6,000
Utilities - Electric & gas	\$6,205	\$6,205
Utilities - Water & Trash	\$18,421	\$18,421
Utilities - ATT	\$2,631	\$2,631
Repairs & Maintenance	\$7,000	\$7,000
Pest Control	\$900	\$900
Fire Service	\$556	\$556
Mail Boxes	\$500	\$500
General & Administrative	\$1,800	\$1,800
Management Fee	\$9,615	\$11,751
<b>TOTAL EXPENSES</b>	<b>\$83,240</b>	<b>\$85,376</b>
Expenses/Unit	\$5,946	\$6,098
Expenses/SF	\$9.88	\$10.13



SECTION 4

# Sale Comparables

SALE COMPS MAP

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SALE COMPS SUMMARY

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CAP RATE CHART

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GRM CHART

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PRICE PER SF CHART

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PRICE PER UNIT CHART

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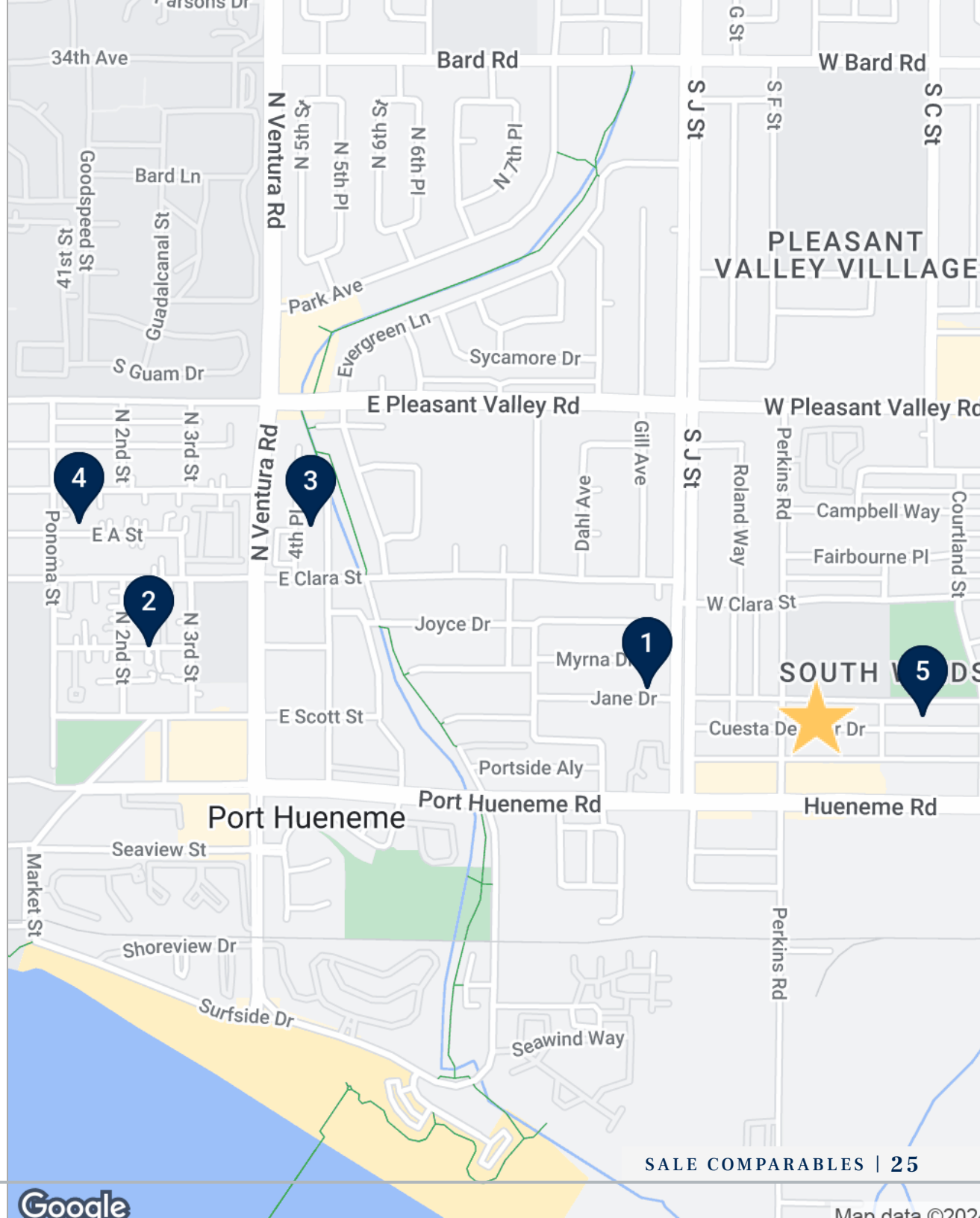
SALE COMPS

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# SALE COMPS MAP

- ★ 541 Cuesta Del Mar Dr
- 1 861 Jane Dr
- 2 236 E Pearl St
- 3 453-463 N 5th St
- 4 123 E A St
- 5 321 Cuesta Del Mar Dr

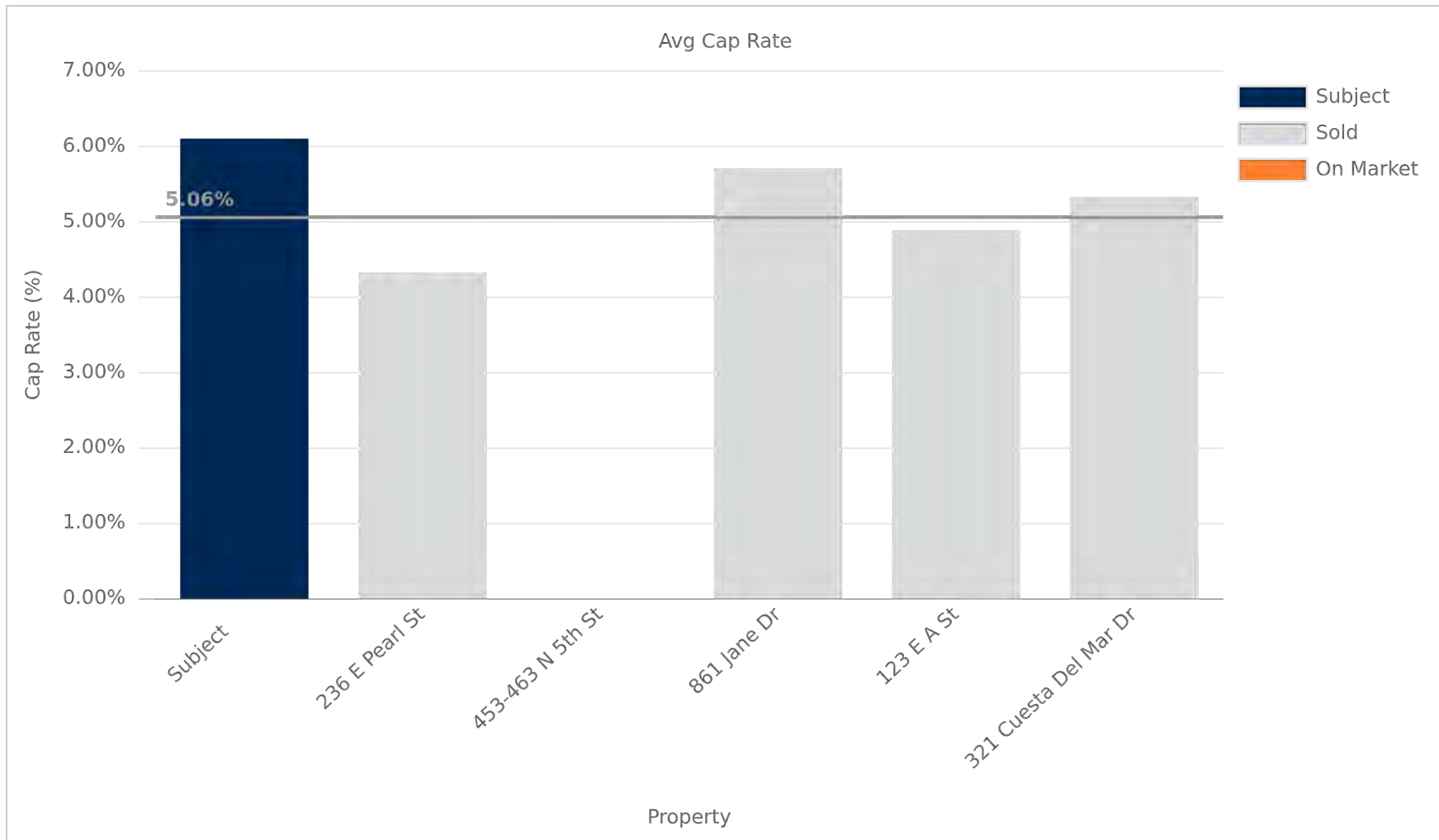




## SALE COMPS SUMMARY // 541 Cuesta Del Mar Dr

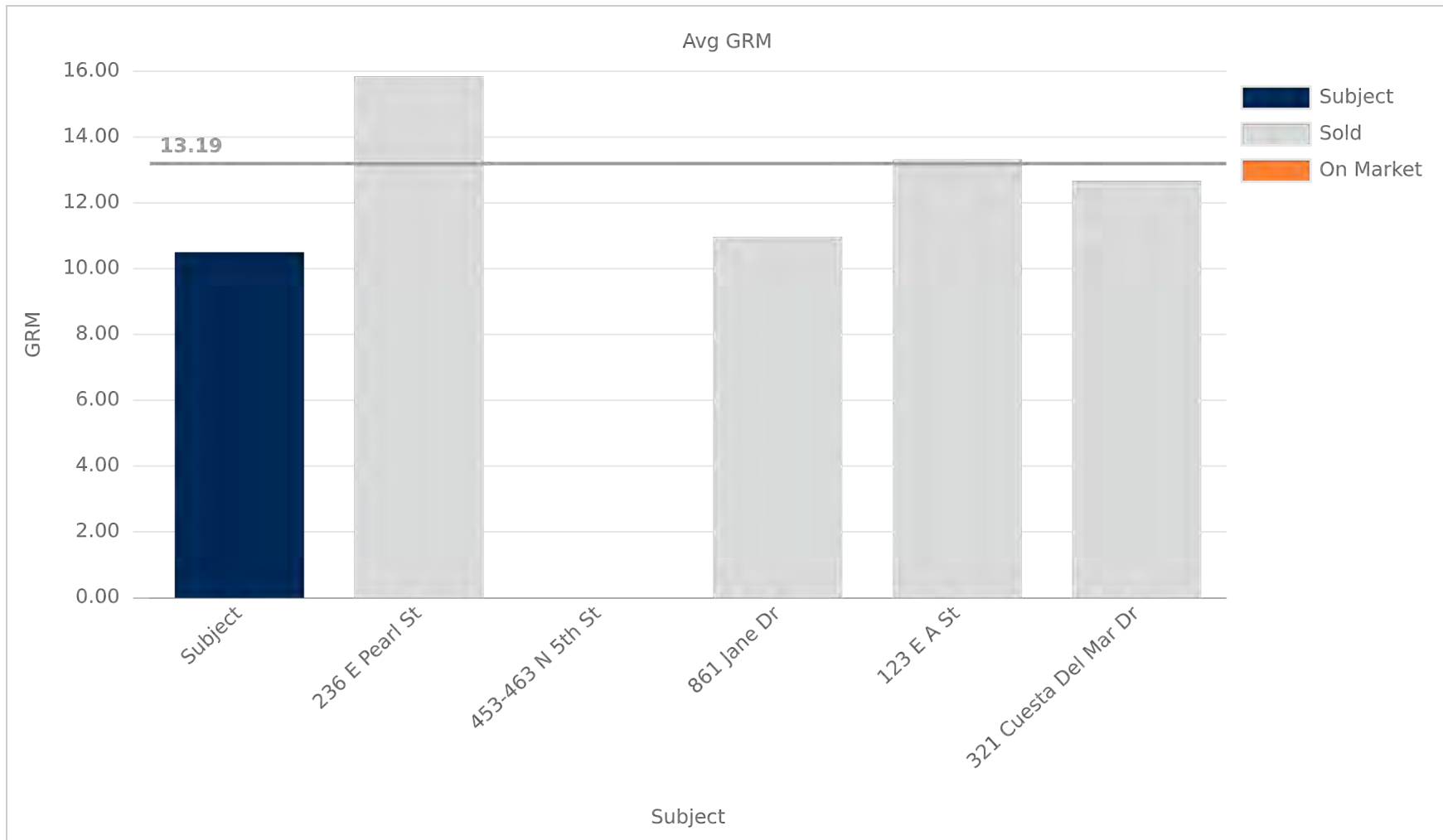
	SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	LOT SIZE	PRICE/UNIT	CAP RATE	# OF UNITS	CLOSE
	<b>541 Cuesta Del Mar Dr</b> 541 Cuesta Del Mar Dr Oxnard, CA 93033	\$2,575,000	8,424 SF	\$305.67	0.27 AC	\$183,929	6.10%	14	On Market
	SALE COMPARABLES	PRICE	BLDG SF	PRICE/SF	LOT SIZE	PRICE/UNIT	CAP RATE	# OF UNITS	CLOSE
	<b>861 Jane Dr</b> 861 Jane Dr Port Hueneme, CA 93041	\$1,050,000	3,533 SF	\$297.20	0.14 AC	\$210,000	5.70%	5	12/23/2022
	<b>236 E Pearl St</b> Port Hueneme, CA 93041	\$2,450,000	5,456 SF	\$449.05	0.25 AC	\$245,000	4.33%	10	06/01/2022
	<b>453-463 N 5th St</b> Port Hueneme, CA 93041	\$2,025,000	5,594 SF	\$361.99	0.5 AC	\$202,500	-	10	09/01/2022
	<b>123 E A St</b> Port Hueneme, CA 93041	\$1,400,000	4,063 SF	\$344.57	0.3 AC	\$233,333	4.88%	6	06/16/2023
	<b>321 Cuesta Del Mar Dr</b> Oxnard, CA 93033	\$1,350,000	4,276 SF	\$315.72	0.17 AC	\$337,500	5.33%	4	09/13/2023
	<b>AVERAGES</b>	<b>\$1,655,000</b>	<b>4,584 SF</b>	<b>\$353.71</b>	<b>0.27 AC</b>	<b>\$245,666</b>	<b>5.06%</b>	<b>7</b>	<b>-</b>

## 541 Cuesta Del Mar Dr // CAP RATE CHART

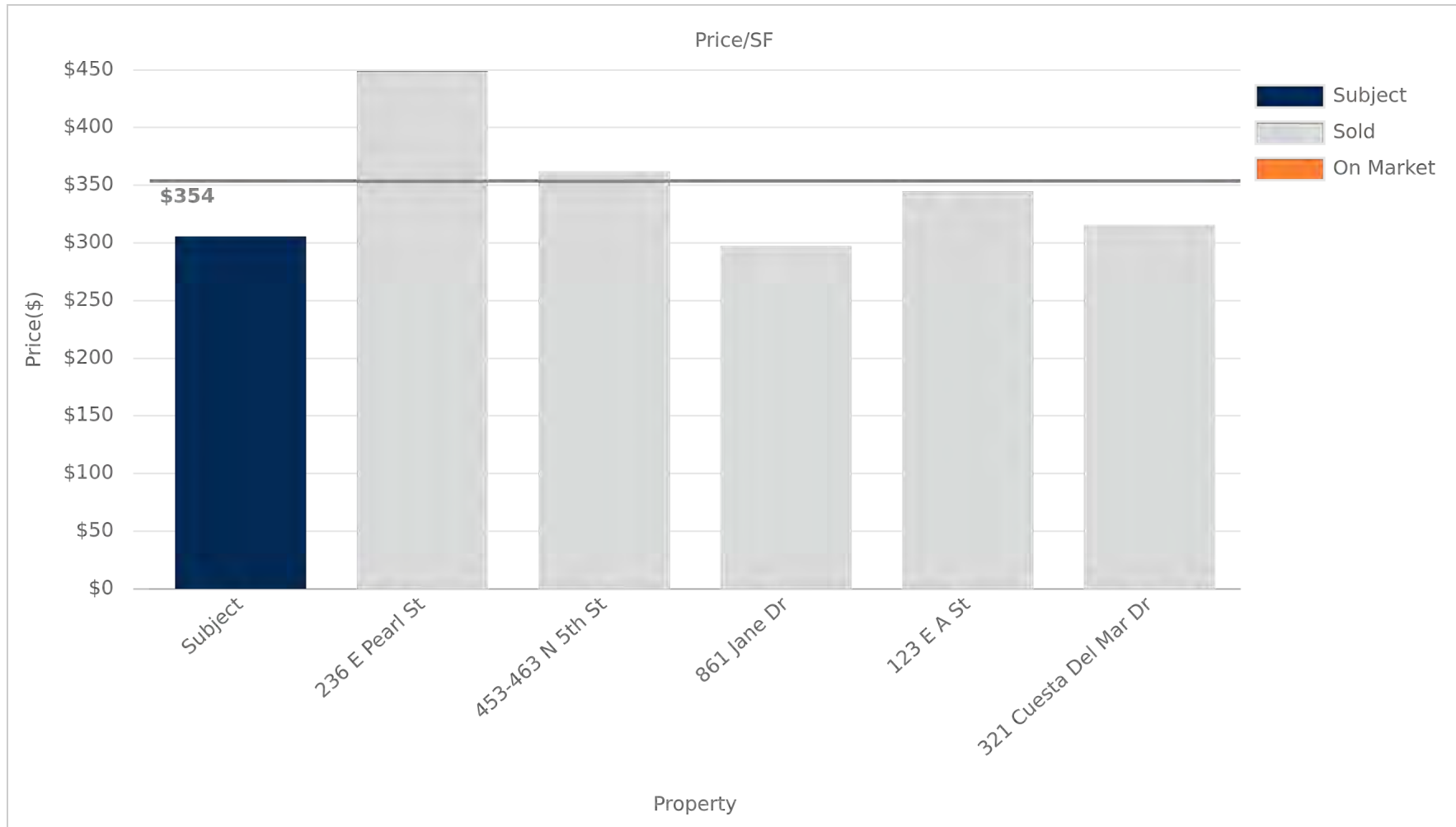




# GRM CHART // 541 Cuesta Del Mar Dr

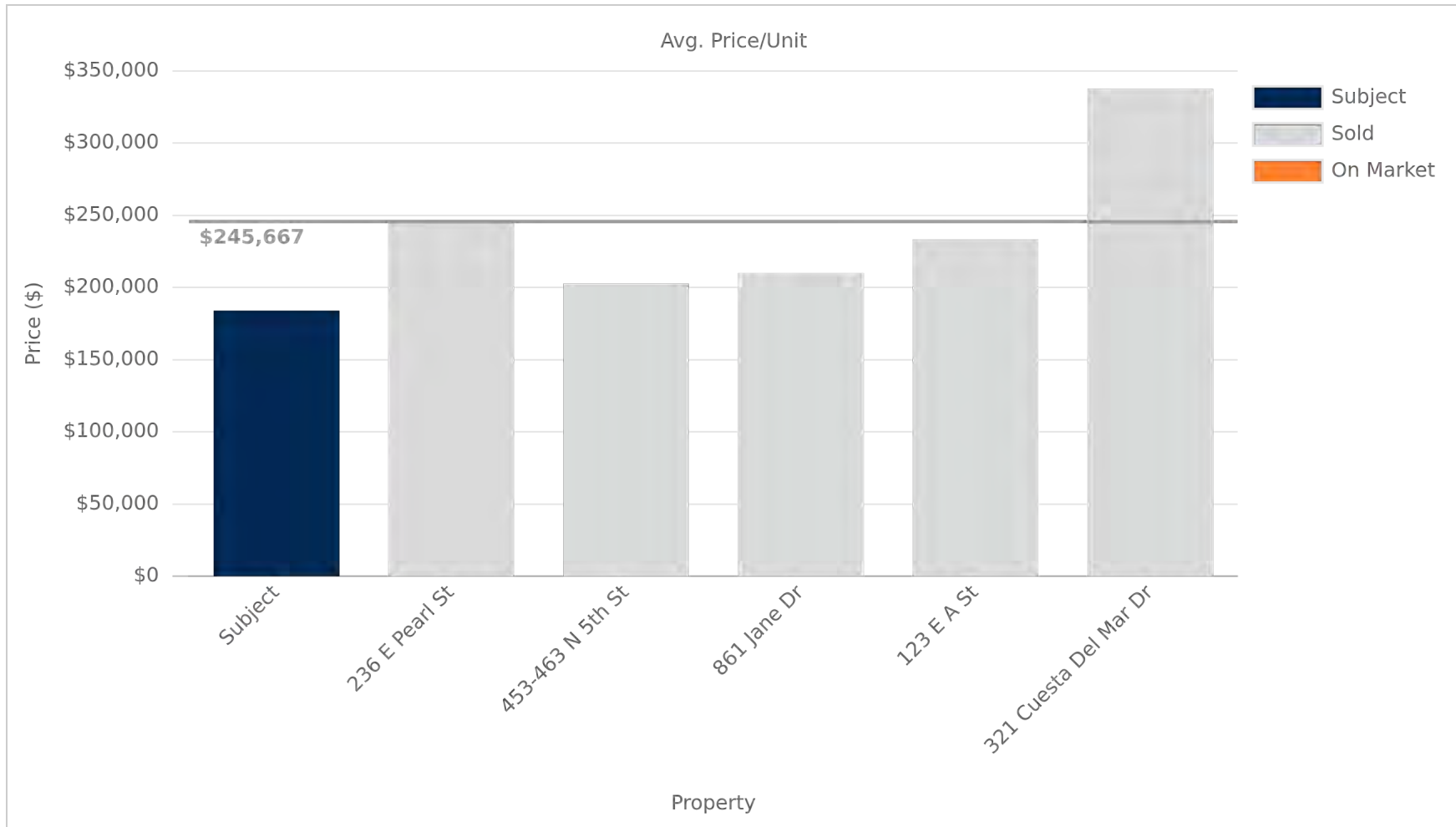


## 541 Cuesta Del Mar Dr // PRICE PER SF CHART





## PRICE PER UNIT CHART // 541 Cuesta Del Mar Dr



## 541 Cuesta Del Mar Dr // SALE COMPS



★ **541 Cuesta Del Mar Dr**  
541 Cuesta Del Mar Dr, Oxnard, CA 93033

Listing Price:	\$2,575,000	Price/SF:	\$305.67
Property Type:	Multifamily	GRM:	10.50
NOI:	\$157,123	Cap Rate:	6.10%
Occupancy:	-	Year Built:	1962
COE:	On Market	Number Of Units:	14
Lot Size:	0.27 Acres	Price/Unit:	\$183,929
Total SF:	8,424 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	10	71.4	550	\$1,378	\$2.51
2 Bed / 1 Bath	4	28.6	700	\$1,665	\$2.38
<b>TOTAL/AVG</b>	<b>14</b>	<b>100%</b>	<b>592</b>	<b>\$1,460</b>	<b>\$2.46</b>



1 **861 Jane Dr**  
861 Jane Dr Port Hueneme, CA 93041

Sale Price:	\$1,050,000	Price/SF:	\$297.20
Property Type:	Multifamily	GRM:	10.96
NOI:	\$59,865	Cap Rate:	5.70%
Occupancy:	-	Year Built:	1963
COE:	12/23/2022	Number Of Units:	5
Lot Size:	0.14 Acres	Price/Unit:	\$210,000
Total SF:	3,533 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	4	80	650	\$1,493	\$2.30
2 Bed / 2 Bath	1	20	925	\$2,010	\$2.17
<b>TOTAL/AVG</b>	<b>5</b>	<b>100%</b>	<b>705</b>	<b>\$1,596</b>	<b>\$2.26</b>



## SALE COMPS // 541 Cuesta Del Mar Dr



**2** 236 E Pearl St  
Port Hueneme, CA 93041

Sale Price:	\$2,450,000	Price/SF:	\$449.05
Property Type:	Multifamily	GRM:	15.83
NOI:	\$106,095	Cap Rate:	4.33%
Occupancy:	-	Year Built:	1963
COE:	06/01/2022	Number Of Units:	10
Lot Size:	0.25 Acres	Price/Unit:	\$245,000
Total SF:	5,456 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
Studio / 1 Bath	1	10	350	\$1,050	\$3.00
1 Bed / 1 Bath	9	90	550	\$1,316	\$2.39
TOTAL/AVG	10	100%	530	\$1,289	\$2.43



**3** 453-463 N 5th St  
Port Hueneme, CA 93041

Sale Price:	\$2,025,000	Price/SF:	\$361.99
Property Type:	Multifamily	GRM:	-
NOI:	-	Cap Rate:	-
Occupancy:	-	Year Built:	1956
COE:	09/01/2022	Number Of Units:	10
Lot Size:	0.5 Acres	Price/Unit:	\$202,500
Total SF:	5,594 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	10	100	550		
TOTAL/AVG	10	100%	550	\$0	\$0.00

## 541 Cuesta Del Mar Dr // SALE COMPS



**4** 123 E A St  
Port Hueneme, CA 93041

Sale Price:	\$1,400,000	Price/SF:	\$344.57
Property Type:	Multifamily	GRM:	13.32
NOI:	\$68,328	Cap Rate:	4.88%
Occupancy:	-	Year Built:	1948
COE:	06/16/2023	Number Of Units:	6
Lot Size:	0.3 Acres	Price/Unit:	\$233,333
Total SF:	4,063 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	3	50		\$1,223	
2 Bed / 1 Bath	2	33.3		\$1,475	
3 Bed / 2 Bath	1	16.7		\$2,140	
<b>TOTAL/AVG</b>	<b>6</b>	<b>100%</b>	<b>0</b>	<b>\$1,459</b>	



**5** 321 Cuesta Del Mar Dr  
Oxnard, CA 93033

Sale Price:	\$1,350,000	Price/SF:	\$315.72
Property Type:	Multifamily	GRM:	12.66
NOI:	-	Cap Rate:	5.33%
Occupancy:	-	Year Built:	1964
COE:	09/13/2023	Number Of Units:	4
Lot Size:	0.17 Acres	Price/Unit:	\$337,500
Total SF:	4,276 SF		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	3	75		\$2,078	
3 Bed / 2 Bath	1	25		\$2,650	
<b>TOTAL/AVG</b>	<b>4</b>	<b>100%</b>	<b>0</b>	<b>\$2,221</b>	



SECTION 5

# Lease Comparables

RENT COMPS MAP

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RENT COMPS SUMMARY

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RENT BY BED CHART

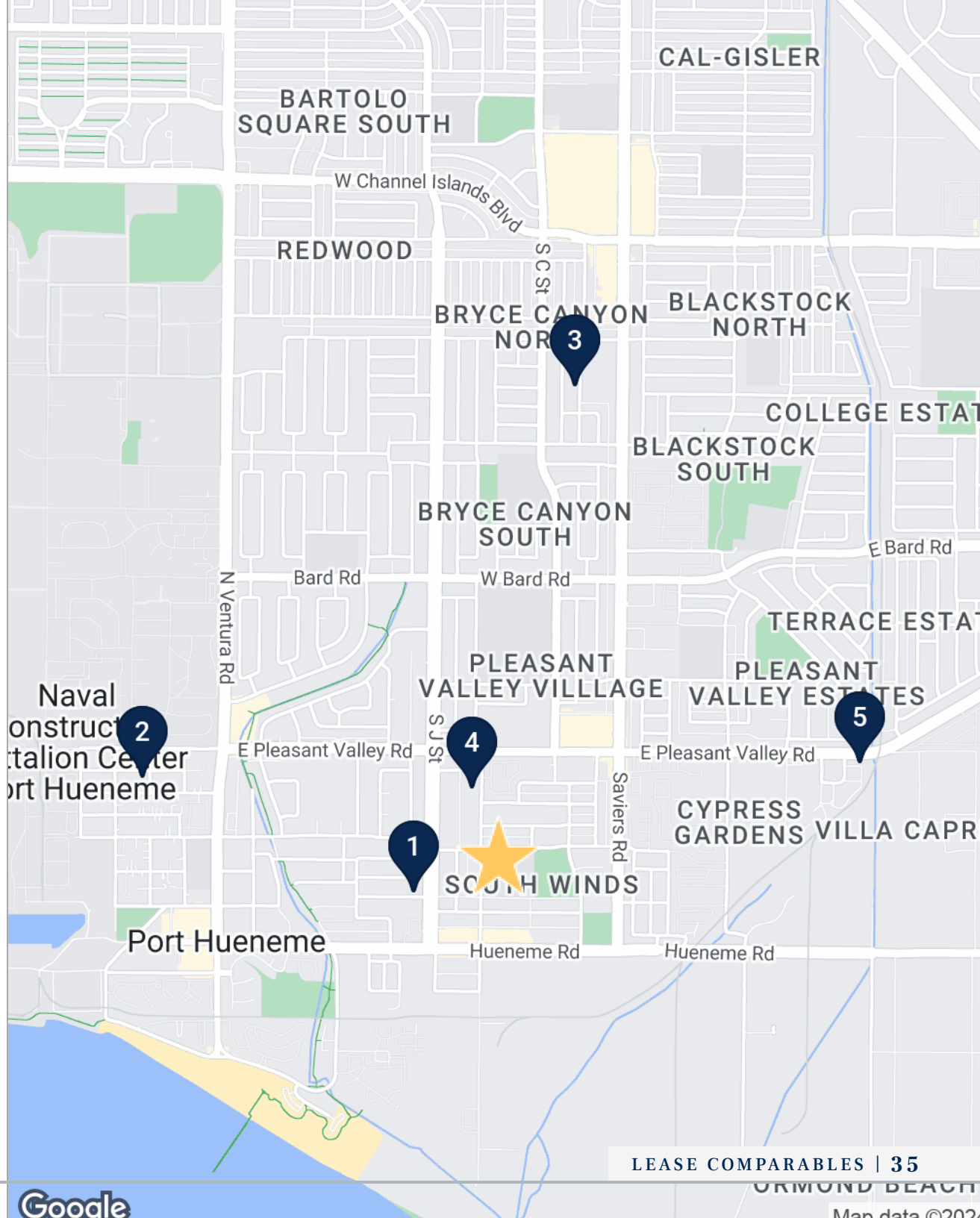
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RENT COMPS

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# RENT COMPS MAP

- ★ 541 Cuesta Del Mar Dr
- 1 861 Jane Dr
- 2 154 E C St
- 3 3505 S A St
- 4 5177 Perkins Rd
- 5 5122 Longfellow Way

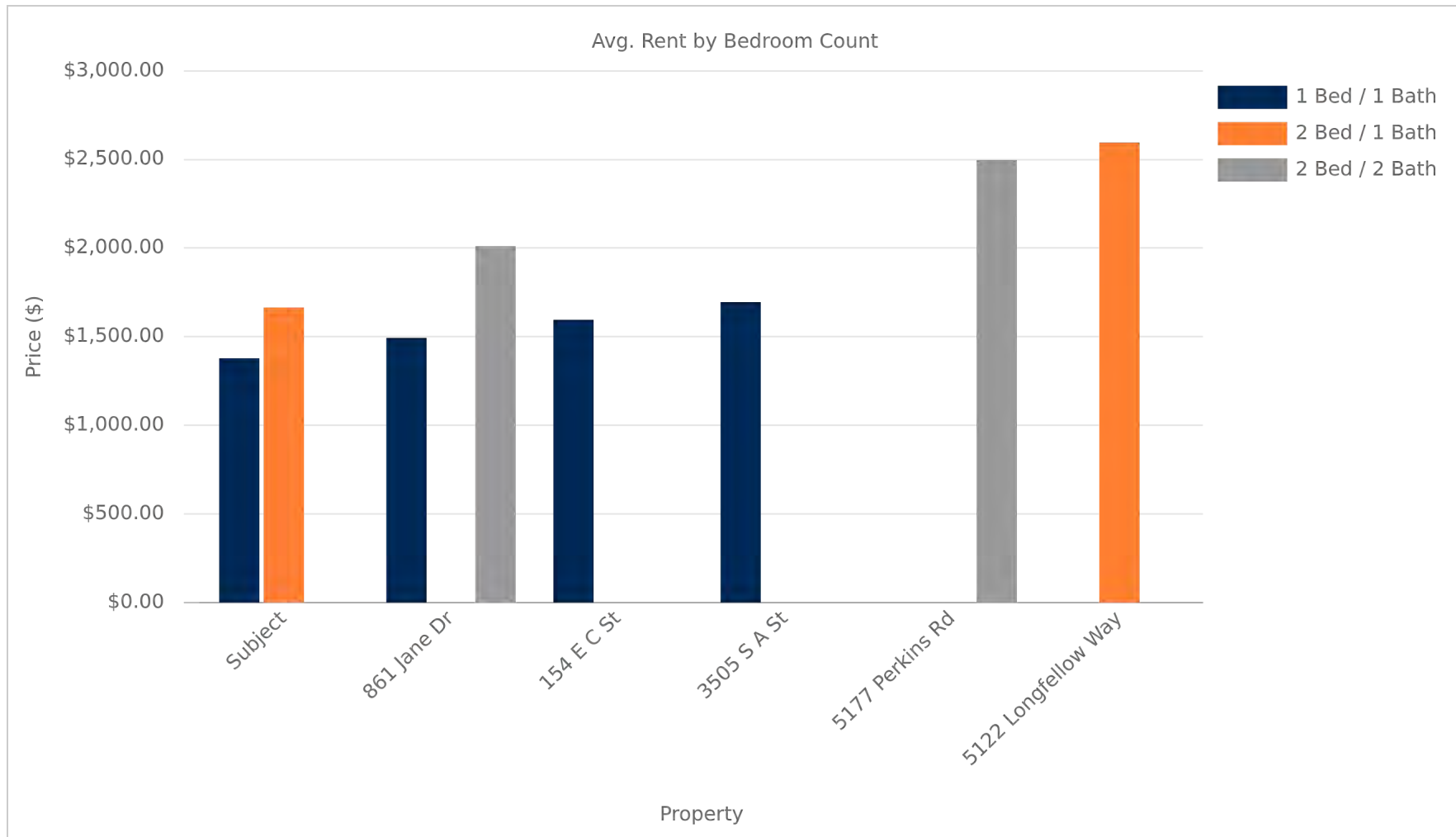




## RENT COMPS SUMMARY // 541 Cuesta Del Mar Dr

	SUBJECT PROPERTY	RENT/SF	AVAILABLE SF	LOT SIZE	# OF UNITS
	<b>541 Cuesta Del Mar Dr</b> 541 Cuesta Del Mar Dr Oxnard, CA 93033	\$2.43	8,424 SF	0.27 AC	14
	RENT COMPARABLES	RENT/SF	AVAILABLE SF	LOT SIZE	# OF UNITS
	<b>861 Jane Dr</b> 861 Jane Dr Port Hueneme, CA 93041	\$2.26	3,533 SF	0.14 AC	5
	<b>154 E C St</b> 154 E C St Port Hueneme, CA 93041	\$3.19	2,560 SF	0.11 AC	4
	<b>3505 S A St</b> 3505 S A St Oxnard, CA 93033	\$2.42	3,404 SF	0.14 AC	4
	<b>5177 Perkins Rd</b> 5177 Perkins Rd Oxnard, CA 93033	\$2.48	1,007 SF	0.02 AC	1
	<b>5122 Longfellow Way</b> 5122 Longfellow Way Oxnard, CA 93033	\$2.85	912 SF	0.02 AC	1
	<b>AVERAGES</b>	<b>\$2.64</b>	<b>2,283 SF</b>	<b>0.09 AC</b>	<b>3</b>

## 541 Cuesta Del Mar Dr // RENT BY BED CHART





## RENT COMPS // 541 Cuesta Del Mar Dr

★ **541 Cuesta Del Mar Dr**  
541 Cuesta Del Mar Dr, Oxnard, CA 93033

🏠 14 Units | 🕒 Year Built 1962



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	10	71.4	550	\$1,378	\$2.51
2 Bed / 1 Bath	4	28.6	700	\$1,665	\$2.38
TOTAL/AVG	14	100%	592	\$1,460	\$2.46

1 **861 Jane Dr**  
861 Jane Dr, Port Hueneme, CA 93041

🏠 5 Units | 🕒 Year Built 1963



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	4	80	650	\$1,493	\$2.30
2 Bed / 2 Bath	1	20	925	\$2,010	\$2.17
TOTAL/AVG	5	100%	705	\$1,596	\$2.26

## 541 Cuesta Del Mar Dr // RENT COMPS

**2** 154 E C St  
154 E C St, Port Hueneme, CA 93041

 4 Units |  Year Built 1962



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	1	100	500	\$1,595	\$3.19
TOTAL/AVG	1	100%	500	\$1,595	\$3.19

**3** 3505 S A St  
3505 S A St, Oxnard, CA 93033

 4 Units |  Year Built 1979



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed / 1 Bath	1	100	700	\$1,695	\$2.42
TOTAL/AVG	1	100%	700	\$1,695	\$2.42



## RENT COMPS // 541 Cuesta Del Mar Dr

**4** 5177 Perkins Rd  
5177 Perkins Rd, Oxnard, CA 93033

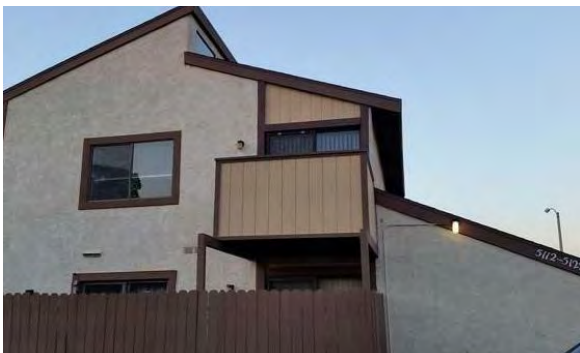
 1 Units |  Year Built 1982



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 2 Bath	1	100	1,007	\$2,495	\$2.48
TOTAL/AVG	1	100%	1,007	\$2,495	\$2.48

**5** 5122 Longfellow Way  
5122 Longfellow Way, Oxnard, CA 93033

 1 Units |  Year Built 1980



UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
2 Bed / 1 Bath	1	100	912	\$2,595	\$2.85
TOTAL/AVG	1	100%	912	\$2,595	\$2.85

SECTION 6

# Market Overview

MARKET OVERVIEW

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DEMOGRAPHICS

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Marcus & Millichap  
LAAA TEAM



## VENTURA COUNTY

Ventura County is located along the coast of Southern California between Malibu and Santa Barbara, stretching across nearly 43 miles of coastline. Executive housing, excellent public schools, open space, and a wide range of recreational activities, including horseback riding, surfing, sailing, scuba and golf, contribute to its quality of life. An educated workforce, the 101 Tech Corridor, a deep-water port and Naval Base Ventura County (NBVC) draw business and residents to the market, while high barriers to entry continue to push valuations higher.



## METRO HIGHLIGHTS



### SKILLED LABOR POOL

California State University Channel Islands, California Lutheran University and Ventura County Community College attract and retain top talent. Roughly 33 percent of people ages 25 and older hold a bachelor's degree or higher.



### 101 TECH CORRIDOR

The 101 Corridor from Calabasas to Camarillo is a center for high-tech companies, especially biotechnology, health care, telecommunications and clean energy firms. Amgen's world headquarters are in Thousand Oaks.



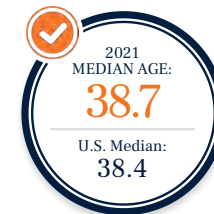
### NAVAL BASE VENTURA COUNTY

NBVC generates large revenues for the local economy, supporting jobs in the government sector, as well as at defense contractors serving the base. More than 19,000 people are housed at the base.

## ECONOMY

- Ventura County's economy is supported by the agriculture, agricultural-related industries, health services, biomedicine, tourism and financial services sectors.
- Due to Ventura County's proximity to Los Angeles, local businesses can capitalize on major air, ground, rail and port-served transportation networks, drawing businesses.
- NBVC, which is composed of Port Hueneme, Point Mugu and San Nicolas Island (60 miles offshore), is a major aviation shore command and naval construction force mobilization site. Port Hueneme has five berths and is the only deep-water port between Los Angeles and San Francisco, connecting Ventura County to markets around the world.

## DEMOGRAPHICS



\* Forecast

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

## 541 Cuesta Del Mar Dr // DEMOGRAPHICS

<b>POPULATION</b>	<b>1 Mile</b>	<b>3 Miles</b>	<b>5 Miles</b>
<b>2027 Projection</b>			
Total Population	30,567	120,997	202,127
<b>2022 Estimate</b>			
Total Population	30,137	119,779	200,484
<b>2010 Census</b>			
Total Population	29,014	117,124	196,168
<b>2000 Census</b>			
Total Population	26,905	111,995	175,937
<b>Daytime Population</b>			
2022 Estimate	17,805	86,226	170,977
<b>HOUSEHOLDS</b>			
<b>2027 Projection</b>			
Total Households	7,709	29,316	52,198
<b>2022 Estimate</b>			
Total Households	7,566	28,954	51,619
Average (Mean) Household Size	3.8	3.9	3.7
<b>2010 Census</b>			
Total Households	7,237	28,075	50,235
<b>2000 Census</b>			
Total Households	6,860	27,786	46,040
Growth 2022-2027	1.9%	1.3%	1.1%
<b>HOUSING UNITS</b>			
<b>Occupied Units</b>			
2027 Projection	8,443	31,810	56,640
2022 Estimate	8,256	31,325	55,889
Owner Occupied	3,077	15,299	27,188
Renter Occupied	4,489	13,655	24,431
Vacant	690	2,371	4,270
<b>Persons in Units</b>			
2022 Estimate Total Occupied Units	7,566	28,954	51,619
1 Person Units	16.4%	15.9%	16.4%
2 Person Units	19.5%	19.9%	21.7%
3 Person Units	14.6%	14.2%	14.9%
4 Person Units	14.7%	14.6%	15.2%
5 Person Units	12.3%	11.8%	11.3%
6+ Person Units	22.5%	23.6%	20.5%

<b>HOUSEHOLDS BY INCOME</b>	<b>1 Mile</b>	<b>3 Miles</b>	<b>5 Miles</b>
<b>2022 Estimate</b>			
\$200,000 or More	4.9%	4.6%	6.2%
\$150,000-\$199,999	6.1%	7.2%	8.9%
\$100,000-\$149,999	17.0%	18.2%	19.1%
\$75,000-\$99,999	14.3%	15.4%	15.4%
\$50,000-\$74,999	17.0%	18.0%	16.6%
\$35,000-\$49,999	14.5%	13.8%	12.4%
\$25,000-\$34,999	9.5%	8.9%	8.1%
\$15,000-\$24,999	9.5%	8.2%	7.7%
Under \$15,000	7.2%	5.8%	5.7%
Average Household Income	\$86,293	\$88,946	\$97,640
Median Household Income	\$63,033	\$68,490	\$74,234
Per Capita Income	\$21,885	\$21,784	\$25,381
<b>POPULATION PROFILE</b>			
<b>Population By Age</b>			
2022 Estimate Total Population	30,137	119,779	200,484
Under 20	31.1%	29.8%	28.9%
20 to 34 Years	26.7%	25.1%	24.4%
35 to 39 Years	8.0%	7.4%	7.4%
40 to 49 Years	11.2%	11.4%	11.7%
50 to 64 Years	14.0%	14.9%	15.6%
Age 65+	9.0%	11.3%	12.1%
Median Age	30.5	31.9	32.9
<b>Population 25+ by Education Level</b>			
2022 Estimate Population Age 25+	18,301	74,788	127,485
Elementary (0-8)	24.8%	24.5%	21.7%
Some High School (9-11)	9.2%	8.9%	8.2%
High School Graduate (12)	25.7%	27.3%	26.5%
Some College (13-15)	19.7%	18.5%	19.4%
Associate Degree Only	5.8%	6.5%	6.9%
Bachelor's Degree Only	10.5%	10.8%	12.5%
Graduate Degree	4.2%	3.5%	4.9%
<b>Population by Gender</b>			
2022 Estimate Total Population	30,137	119,779	200,484
Male Population	51.7%	51.1%	50.8%
Female Population	48.3%	48.9%	49.2%





## POPULATION

In 2022, the population in your selected geography is 200,484. The population has changed by 14.0 percent since 2000. It is estimated that the population in your area will be 202,127 five years from now, which represents a change of 0.8 percent from the current year. The current population is 50.8 percent male and 49.2 percent female. The median age of the population in your area is 32.9, compared with the U.S. average, which is 38.6. The population density in your area is 2,552 people per square mile.



## EMPLOYMENT

In 2022, 101,516 people in your selected area were employed. The 2000 Census revealed that 48.7 percent of employees are in white-collar occupations in this geography, and 51.3 percent are in blue-collar occupations. In 2022, unemployment in this area was 5.0 percent. In 2000, the average time traveled to work was 20.5 minutes.



## HOUSEHOLDS

There are currently 51,619 households in your selected geography. The number of households has changed by 12.1 percent since 2000. It is estimated that the number of households in your area will be 52,198 five years from now, which represents a change of 1.1 percent from the current year. The average household size in your area is 3.7 people.



## HOUSING

The median housing value in your area was \$399,461 in 2022, compared with the U.S. median of \$250,735. In 2000, there were 25,302 owner-occupied housing units and 20,739 renter-occupied housing units in your area. The median rent at the time was \$737.



## INCOME

In 2022, the median household income for your selected geography is \$74,234, compared with the U.S. average, which is currently \$66,422. The median household income for your area has changed by 56.7 percent since 2000. It is estimated that the median household income in your area will be \$86,044 five years from now, which represents a change of 15.9 percent from the current year.

The current year per capita income in your area is \$25,381, compared with the U.S. average, which is \$37,200. The current year's average household income in your area is \$97,640, compared with the U.S. average, which is \$96,357.



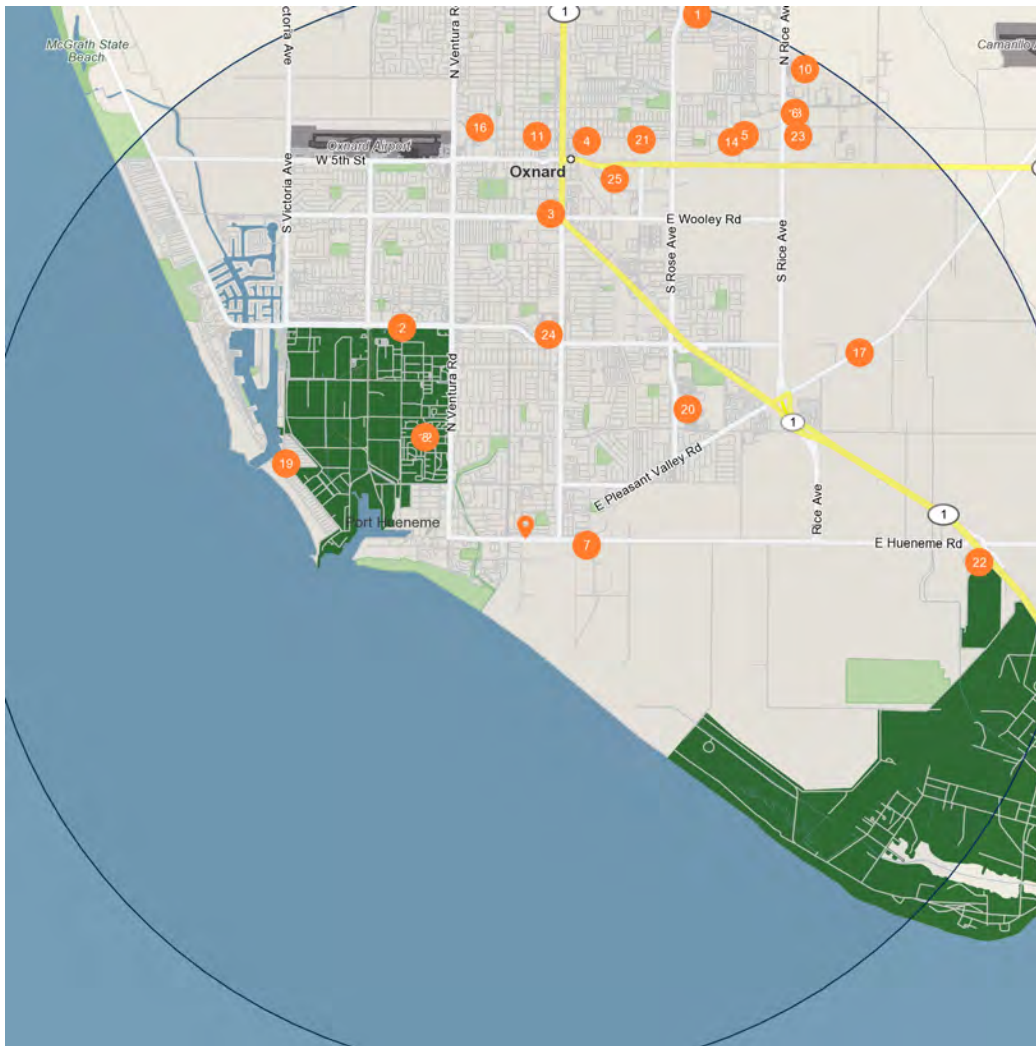
## EDUCATION

The selected area in 2022 had a lower level of educational attainment when compared with the U.S. averages. Only 4.9 percent of the selected area's residents had earned a graduate degree compared with the national average of 12.3 percent, and 12.5 percent completed a bachelor's degree, compared with the national average of 19.7 percent.

The number of area residents with an associate degree was lower than the nation's at 6.9 percent vs. 8.4 percent, respectively.

The area had fewer high-school graduates, 26.5 percent vs. 27.1 percent for the nation. The percentage of residents who completed some college is also lower than the average for the nation, at 19.4 percent in the selected area compared with the 20.4 percent in the U.S.

## 541 Cuesta Del Mar Dr // DEMOGRAPHICS



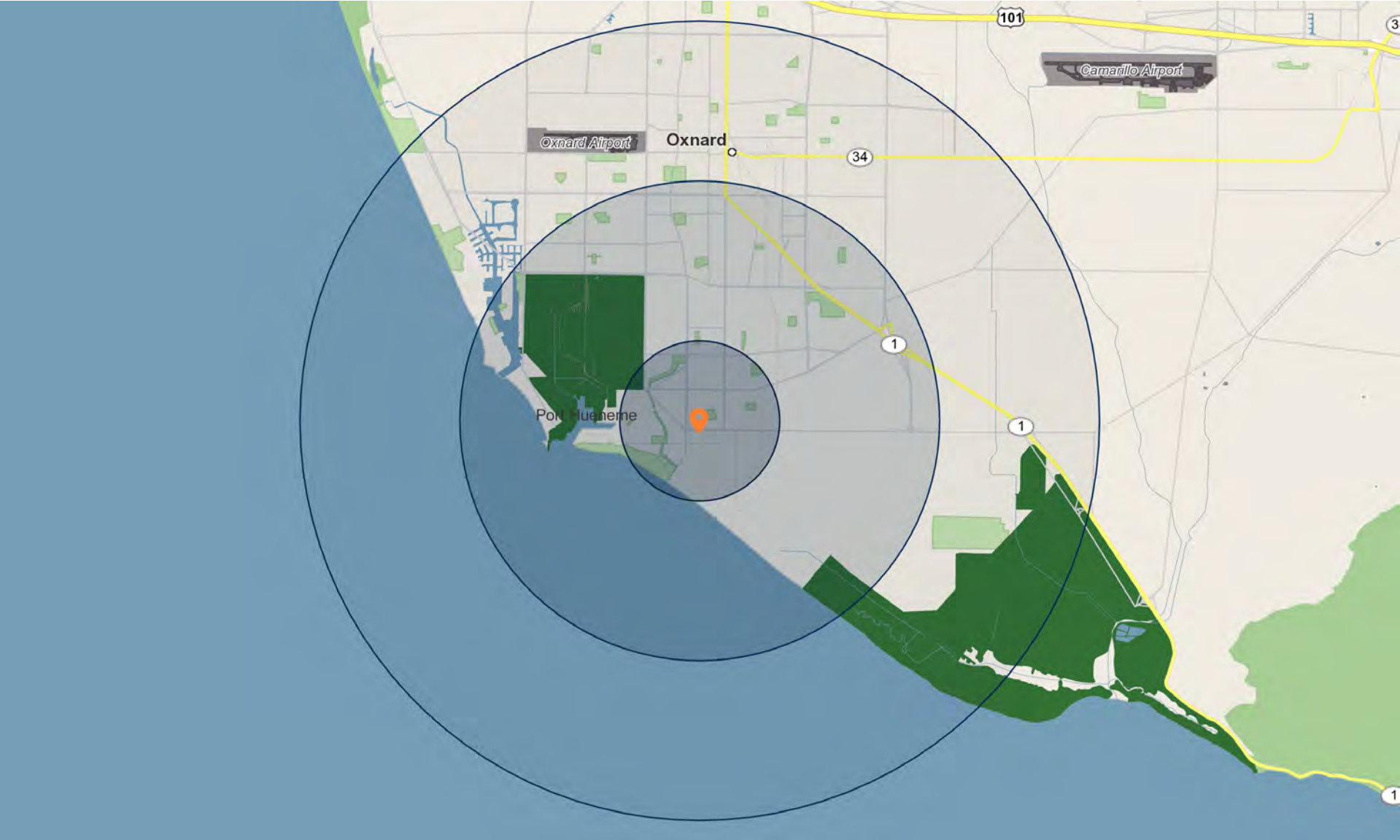
### Major Employers

### Employees

1	Dignity Health-St Johns Regional Medical Ctr	1,900
2	Navy United States Department-US Naval Medical Clinical Lab	832
3	Oxnard School District-Office of The Superintendent	806
4	Ramco Enterprises LP-Ramco Employment Services	743
5	B & S Plastics Inc-Waterway Plastics	700
6	Seminis Vegetable Seeds Inc-Seminis	600
7	San Miguel Produce Inc-Cut N Clean Greens	500
8	United States Dept of Navy-NAVAL FACILITIES	500
9	Northrop Grumman Systems Corp	457
10	Procter & Gamble Paper Pdts Co-Procter & Gamble	450
11	City of Oxnard-Oxnard Police Department	370
12	Navy United States Department	360
13	Oxnard Police Department	350
14	Raypak Inc	320
15	Navy United States Department-Morale Welfare & Recreation	315
16	Oxnard Union High School Dst-Oxnard Adult Education School	311
17	Pleasant Valley Flowers Inc	302
18	Seminis Inc	300
19	Inclusive Edcatn Cmnty Prtnr I-lecp	300
20	Ventura Cnty Cmnty College Dst-Oxnard College	291
21	Chiquita Fresh North Amer LLC-Chiquita	270
22	California Department Military-146 Airlift Wing	270
23	Sunrise Growers Inc-Oxnard 2 Warehouse	269
24	Walmart Inc-Walmart	255
25	Boskovich Fresh Cut LLC	250



DEMOGRAPHICS // 541 Cuesta Del Mar Dr





EXCLUSIVELY LISTED BY

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**Glen Scher**

Senior Vice President Investments  
Office: Encino  
Direct: 818.212.2808  
Glen.Scher@marcusmillichap.com  
License: CA #01962976

**Logan Ward**

Associate  
Office: Encino  
Direct: 818.212.2675  
Logan.Ward@marcusmillichap.com  
License: CA #02200464

**Filip Niculete**

Senior Managing Director Investments  
Office: Encino  
Direct: 818.212.2748  
Filip.Niculete@marcusmillichap.com  
License: CA #01905352

**Marcus & Millichap**  
LAAA TEAM