

# 6670 SUENO ROAD

ISLA VISTA  
CA 93117

CHARMING COTTAGE-STYLE  
DUPLEX WITH 15 OCCUPANTS,  
NEAR UCSB CAMPUS

Offered at  
**\$2,695,000**

**5.32% CAP RATE ('26/'27)**  
**4.44% ('25/'26)**

PRESENTED BY

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**11.46 GRM ('26/'27)**

**12.88 ('25/'26)**

Charming cottage-style duplex ideally located in the heart of Isla Vista on Sueno Road. Just moments from Estero Park, UCSB, and the area's shops and restaurants, this property offers both convenience and character.

The front home (Unit A) features 3 bedrooms and 2 bathrooms, highlighted by original flooring and a brick fireplace that adds warmth and a cozy, cabin-like feel to the living spaces. A large kitchen with ample storage and spacious bedrooms complete the unit.

The rear unit (Unit B) offers an open-concept living space and kitchen, with two upstairs bedrooms, each featuring lofts for additional sleeping areas.

The property also includes an extra-large, fully fenced front yard, a double-wide driveway providing ample parking, and separate laundry areas for each unit—making this a well-designed and highly functional Isla Vista duplex.



## PROPERTY SPECIFICS

### Building Size

±2,704 SF

### Land Size

±11,761 SF

### Unit Mix

Unit A (Front House) 3BD/2BA  
Unit B (Back House) 4BD/4BA + 2 lofts

### Max Occupancy

16

### Rent/Occupant

\$1,090

### Parking

5 Uncovered Spaces

### Year Built

1935/1950

### APN

075-101-005

### Zoning

SR-M-18

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6670 SUENO ROAD

6553 DEL PLAYA DR

UC SANTA  
BARBARA

6730 SABADO TARDE

Offered at

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5.32% CAP RATE ('26/'27)

4.44% ('25/'26)

11.46 GRM ('26/'27)

12.88 ('25/'26)

**PURCHASE AS A PORTFOLIO**

**ALSO AVAILABLE FOR SALE UNDER SAME OWNERSHIP**

**6730 SABADO TARDE**

Spacious 5BD/3BA  
Student Housing Asset  
\$1,975,000

**6553 DEL PLAYA DR**

4-bedroom Student Housing  
asset near UCSB campus  
\$1,600,000

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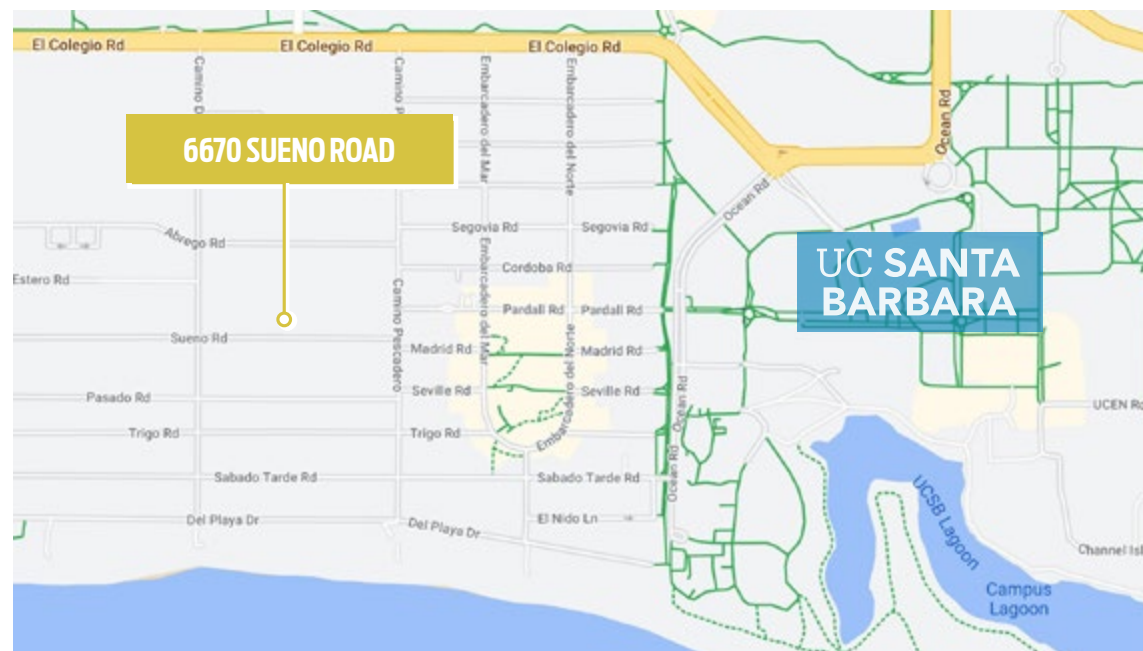
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# Analysis

## Summary

**PURCHASE PRICE** **\$2,695,000**

Building Size ±2,704 SF

Units 2

Unit Mix (1) 3BD/2BA  
(1) 4BD/4BA

Max. Occupants 16

Rent/Occupant \$1,090

Lot Size ±11,761 SF

APN 075-101-005

Price/SF Land \$229

'26/'27  
(LEASING) '25/'26  
(CURRENT)

**CAP RATE** **5.32%** **4.44%**

**GRM** **11.46** **12.88**

## Annual Property Operating Data

### Rent Roll

| <i>Beds</i> | <i>Baths</i> | <i>'25/'26<br/>(Current)</i> | <i>'26/'27<br/>(Asking)</i> |
|-------------|--------------|------------------------------|-----------------------------|
| 3.00        | 2.00         | \$6,662                      | \$7,900                     |
| 4.00        | 4.00         | \$10,773                     | \$11,700                    |
| MONTHLY:    |              | \$17,435                     | \$19,600                    |
| ANNUAL:     |              | \$209,220                    | \$235,200                   |

### 2025/2026 EXPENSES

*As % EGI*

### 2026/2027 EXPENSES

*As % EGI*

### Taxes (Projected)

*Standard* \$28,204 13.8% \$28,204 12.3%

*Fixed Charges* \$2,384 1.2% \$2,384 1.0%

**Utilities (misc.)** \$250 0.1% \$250 0.1%

**Insurance (current)** \$3,502 1.7% \$3,502 1.5%

**Property Management** \$13,318 6.5% \$14,964 6.5%

**Landscaping** — — — —

**Repairs/Maintenance (\$1250/Occupant)** \$20,000 9.8% \$20,000 8.7%

**Turnover (\$750/Occupant)** \$12,000 5.9% \$12,000 5.2%

**Pest** \$660 0.3% \$660 0.3%

**Reserves (\$150/Occupant)** \$2,400 1.2% \$2,400 1.0%

**General & Administrative** \$1,000 0.5% \$1,000 0.4%

**Pool Service** \$1,482 0.7% \$1,482 0.6%

**TOTAL EXPENSES:** **\$85,200** **41.6%** **\$86,846** **36.8%**

*Expenses/NRSF* \$31.51 \$32.12

*Expenses/Per Unit* \$42,599.76 \$43,423.00

### 2025/2026 INCOME

*As % GSR*

### 2026/2027 INCOME

*As % GSR*

Gross Scheduled Rent (GSR) \$209,220 100.0% \$235,200 100.0%

Other Income \$898 0.4% \$898 0.4%

Potential Gross Income \$210,118 \$236,098

Concessions — — — —

Vacancy Reserve (\$5,231) (2.5%) (\$5,880) (2.5%)

**Effective Gross Income (EGI)** \$204,888 \$230,218

Operating Expenses (\$85,200) (40.7%) (\$86,846) (36.9%)

**NET OPERATING INCOME** **\$119,688** **57.2%** **\$143,372** **61.0%**

# Analysis

## Summary

**PURCHASE PRICE**      **\$2,695,000**

Building Size      ±2,704 SF

Units      2

Unit Mix      (1) 3BD/2BA  
                     (1) 4BD/4BA

Max. Occupants      16

Rent/Occupant      \$1,090

Lot Size      ±11,761 SF

APN      075-101-005

Price/SF Land      \$229

|                 | '26/'27<br>(LEASING) | '25/'26<br>(CURRENT) |
|-----------------|----------------------|----------------------|
| <b>CAP RATE</b> | <b>5.32%</b>         | <b>4.44%</b>         |
| <b>GRM</b>      | <b>11.46</b>         | <b>12.88</b>         |

## Income & Expense Notes

- **25/26 (Current):** Current in-place rental income for the 2025/2026 school year based on existing leases.
- **26/27 (Asking):** Asking rents for the 2026/2027 school year.
- **Other Income:** Consists solely of laundry income based on T-10 actuals annualized.
- **Vacancy Reserve:** Underwritten at 2.5% of Gross Scheduled Rent, which is standard for Isla Vista student housing.
- **Property Taxes:** Calculated using a tax rate of 1.10221% and adjusted based on the suggested list price for each property.
- **Fixed Taxes:** Supplemental fixed charges shown on current tax statements that do not adjust based on purchase price.
- **Utilities:** All utilities paid directly by tenants; a \$250/property "Misc." utilities expense is included for operator incidentals.
- **Insurance:** Based on current policy and umbrella coverage, split evenly across the three properties. A more accurate proforma will depend on roof age, electrical panels, and related building systems; buyers are encouraged to obtain updated quotes.
- **Property Management:** Underwritten at 6.5% of EGI as a proforma estimate. Current in-place cost is 8%, though final rate will depend on operator portfolio size, scale efficiencies, and services.
- **Landscaping:** No dedicated landscaping expense.
- **Repairs & Maintenance:** Normalized at \$1,250/occupant, aligned with T-10 actuals annualized with slight downward adjustment.
- **Turnover:** Normalized at \$750/occupant, consistent with T-10 actuals annualized.
- **Pest Control:** Based on T-10 actuals annualized.
- **Reserves:** Underwritten at \$150/occupant for capital reserves.
- **General & Administrative:** Proforma estimate based on typical operator costs.

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# Comparable Sales

|    | PROPERTY                                  | # UNITS  | SALE PRICE         | PPU                | UNIT MIX                              | # BED-ROOMS | PRICE-PER-BEDROOM | BUILDING SIZE (SF) | LAND SIZE (SF) | SALE DATE  |
|----|-------------------------------------------|----------|--------------------|--------------------|---------------------------------------|-------------|-------------------|--------------------|----------------|------------|
| 1  | 6724 Pasado Road                          | 2        | \$2,100,000        | \$1,050,000        | (2) 3BD/2BA                           | 6           | \$350,000         | 3,242              | 8,712          | 5/14/2025  |
| 2  | 6657 Sueno Road                           | 3        | \$2,700,000        | \$900,000          | (1) 4BD/2BA, (1) 2BD/1BA, (1) 5BD/2BA | 11          | \$245,455         | 3,439              | 9,147          | 4/29/2024  |
| 3  | 6744 Sabado Tarde Road                    | 2        | \$1,850,000        | \$925,000          | (1) 3BD/2BA, (1) 2BD/1BA              | 5           | \$370,000         | 1,690              | 4,792          | 6/11/2024  |
| 4  | 6749 Sabado Tarde Road                    | 4        | \$3,002,000        | \$750,500          | (4) 2BD/1BA                           | 8           | \$375,250         | 3,300              | 10,019         | 4/11/2025  |
| 5  | 6622 Del Playa Drive                      | 3        | \$2,950,000        | \$983,333          | (2) 3BD/1BA, (1) 3BD/3BA              | 9           | \$327,778         | —                  | 4,792          | 10/23/2025 |
| 6  | 6714 Pasado Road                          | 1        | \$1,900,000        | \$1,900,000        | (1) 5BD/3BA                           | 5           | \$380,000         | 2,163              | 7,841          | 6/17/2025  |
| 7  | 6716 Pasado Road                          | 1        | \$1,650,000        | \$1,650,000        | (1) 5BD/2BA                           | 5           | \$330,000         | 2,200              | 10,454         | 4/22/2025  |
| 8  | 925 Camino Lindo                          | 1        | \$1,675,000        | \$1,675,000        | (1) 5BD/3.5BA                         | 5           | \$335,000         | 1,419              | 6,098          | 11/21/2025 |
| 9  | 6721 Sabado Tarde                         | 2        | \$2,655,000        | \$1,327,500        | (1) 3BD/2BA, (1) 1BD/1BA              | 4           | \$663,750         | —                  | 4,792          | 12/17/2025 |
| 10 | <b>SUBJECT PROPERTY<br/>6670 SUENO RD</b> | <b>2</b> | <b>\$2,695,000</b> | <b>\$1,347,500</b> | <b>(1) 3BD/2BA, (1) 4BD/4BA</b>       | <b>5</b>    | <b>\$385,000</b>  | <b>2,704</b>       | <b>11,761</b>  | <b>—</b>   |
| 11 | 6597 Trigo Road                           | 10       | \$4,095,00         | \$409,500          | (10) 1BD/1BA                          | 10          | \$409,500         | 5,012              | 10,018         | ACTIVE     |
| 12 | 6591 Cordoba Road                         | 5        | \$4,550,00         | \$910,000          | (4) 3BD/2BA, (1) 2BD/2BA              | 14          | \$325,000         | 5,130              | 7,841          | ACTIVE     |

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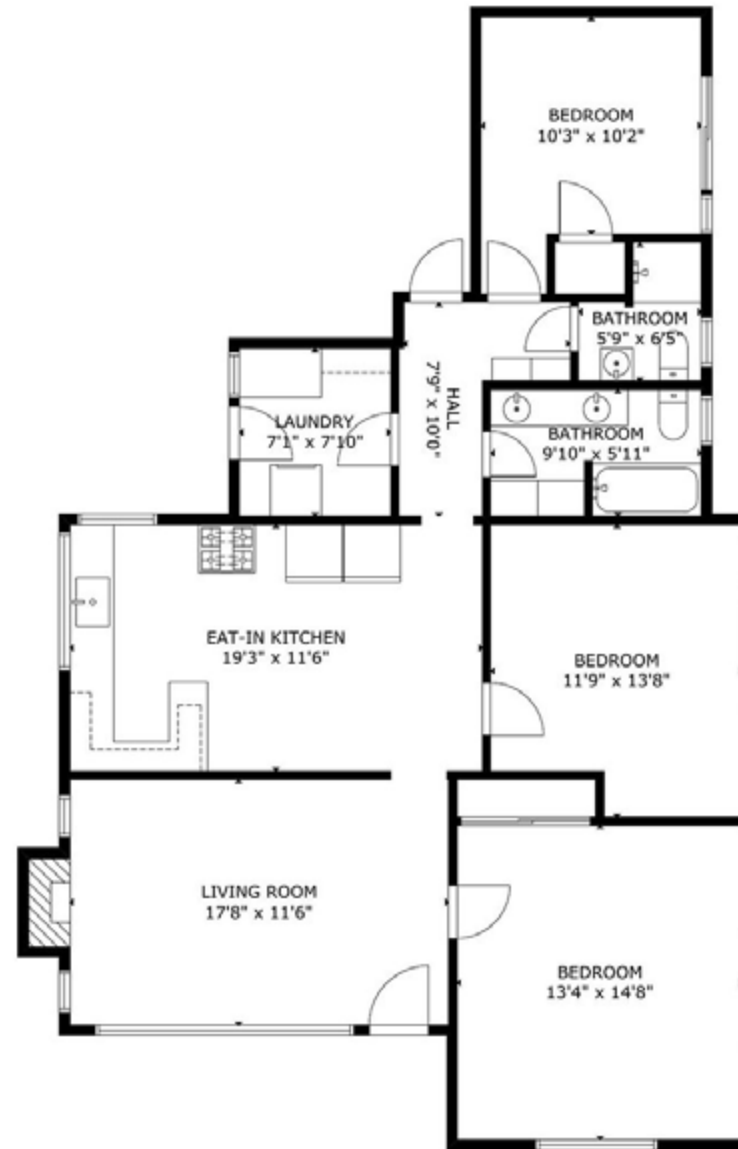
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# Floor Plan · Unit A



Not to scale

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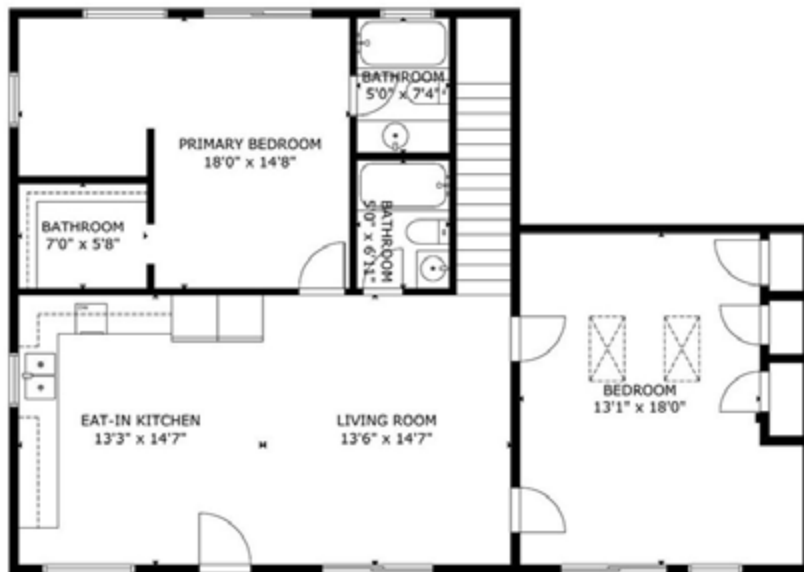
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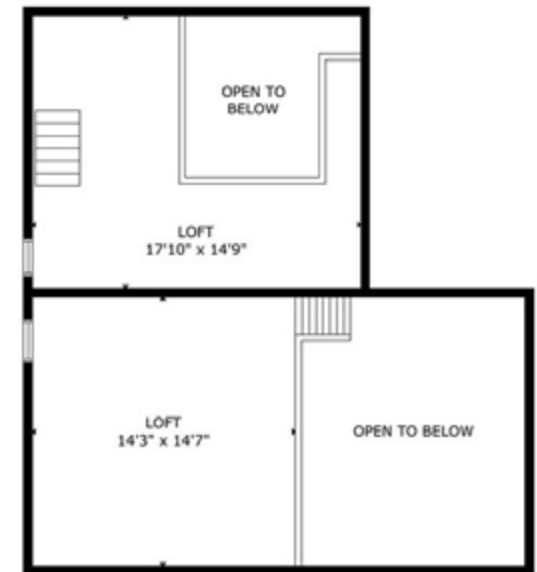
# Floor Plan - Unit B



FLOOR 1



FLOOR 2



FLOOR 3

Not to scale

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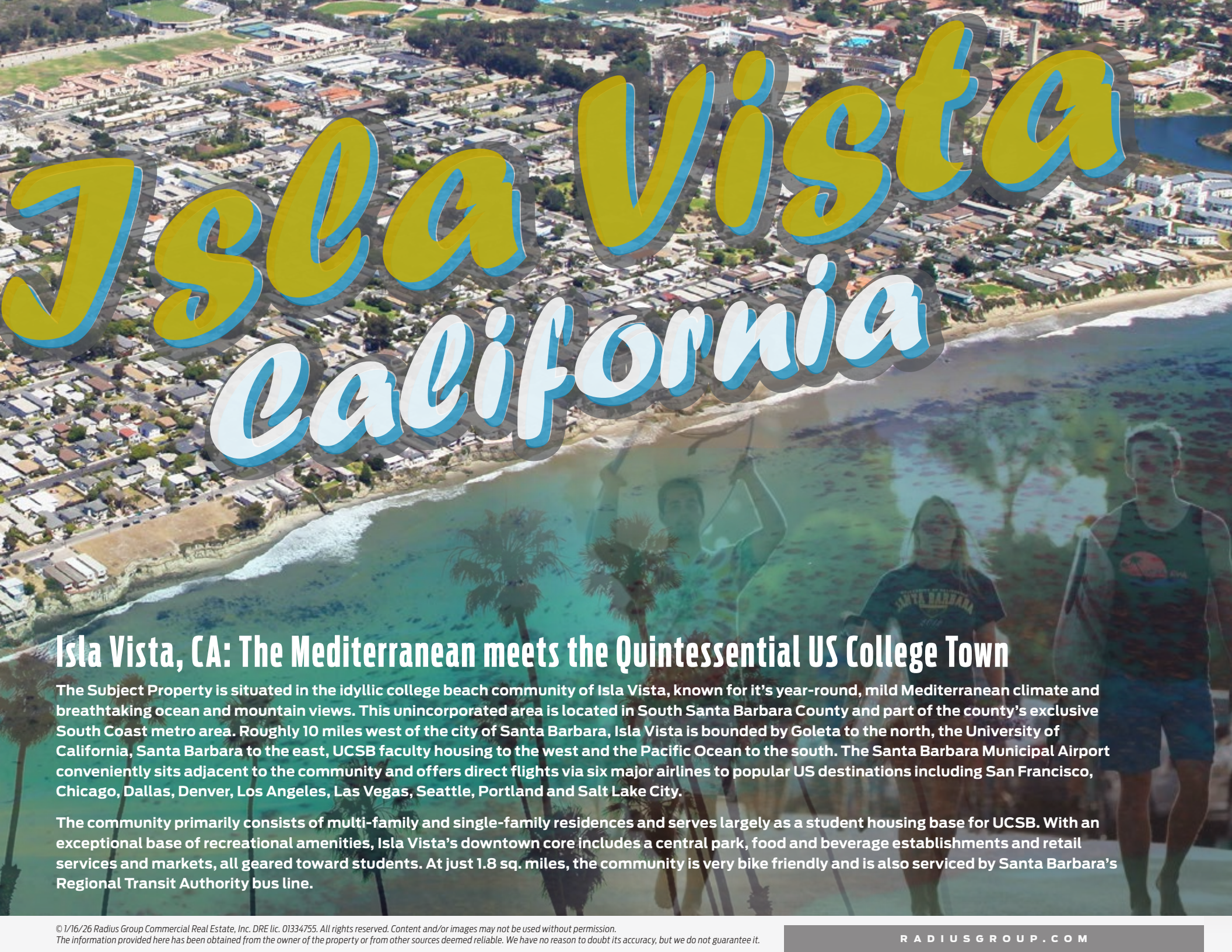
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# Isla Vista California

## Isla Vista, CA: The Mediterranean meets the Quintessential US College Town

The Subject Property is situated in the idyllic college beach community of Isla Vista, known for its year-round, mild Mediterranean climate and breathtaking ocean and mountain views. This unincorporated area is located in South Santa Barbara County and part of the county's exclusive South Coast metro area. Roughly 10 miles west of the city of Santa Barbara, Isla Vista is bounded by Goleta to the north, the University of California, Santa Barbara to the east, UCSB faculty housing to the west and the Pacific Ocean to the south. The Santa Barbara Municipal Airport conveniently sits adjacent to the community and offers direct flights via six major airlines to popular US destinations including San Francisco, Chicago, Dallas, Denver, Los Angeles, Las Vegas, Seattle, Portland and Salt Lake City.

The community primarily consists of multi-family and single-family residences and serves largely as a student housing base for UCSB. With an exceptional base of recreational amenities, Isla Vista's downtown core includes a central park, food and beverage establishments and retail services and markets, all geared toward students. At just 1.8 sq. miles, the community is very bike friendly and is also serviced by Santa Barbara's Regional Transit Authority bus line.



#5

Ranked No. 5 in among all public schools in *U.S. News & World Report's* 2022 "Best National Universities" guide, the most widely read college guide in the country

4.0

The University of California, Santa Barbara boasts a 4.0 Average Acceptance GPA, a high benchmark achieved by only the top echelon students in the country

## UCSB: One of the nation's premier public universities

The University of California, Santa Barbara boasts a sprawling campus situated on 1,055 acres along the pristine California coastline about 100 miles northwest of Los Angeles.

Newsweek has named UCSB one of the country's "hottest colleges" twice in the past decade, and U.S. News and World Report ranks UCSB number 5 among all public universities in its 2022 "Best Colleges" guide.

The university offers over 200 majors, degrees and credentials and boasts an **international student enrollment totaling approximately 25,976 with 3.7% growth from the previous year and 3.2% 5-yr. average growth.** The school consistently bests its annual records for most new applicants, pulling in close to 92,000 for the 2019–2020 term. Additionally, UCSB remains one of the toughest 4-year institutions to get into, demonstrated by its **stringent 32.2% acceptance rate versus the 54.5% national acceptance rate.**

UCSB's renowned current and former faculty includes 6 Nobel Laureates, 41 members and fellows of the prestigious American Academy of Arts and Sciences, 60+ Guggenheim Fellowships, an elusive honor intended for individuals who have demonstrated exceptional capacity for productive scholarship or exceptional creative ability in the arts, and 29 faculty members bestowed with election to the National Academy of Engineering, which is among the highest professional distinctions accorded to an engineer; these are just a few of the distinctions that place UCSB among the top tier of the country's most desirable universities for undergraduate and graduate students.

Not to be outdone by the university's intellectual prowess, **the UCSB Gauchos sports teams are highly regarded in Division I college athletics.** A member of the Big West Conference and Mountain Pacific Sports Federation, the Gauchos perennially elicit top recruits from around the world drawn to the university's acclaimed water polo, swimming, soccer, baseball and volleyball programs.



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G O L E T A

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PHOENIX | DENVER | PORTLAND



UC SANTA  
BARBARA

PACIFIC  
OCEAN

# Close to having it all

While Isla Vista certainly enjoys its own unique brand of cool, youthful California coastal vibe apart from its larger neighbors Goleta and Santa Barbara, residents have easy access to all the creature comforts within a short walk, bike ride or drive. Mere footsteps from UCSB, the predominantly sub-24-year-old community largely made up of full-time college students also benefits from numerous neighborhood dining and shopping staples within its own streets, as well as three major shopping centers and the Santa Barbara Municipal Airport within a half mile. The US 101 Freeway is just a few minutes away, while those without a car can quickly hop on the Santa Barbara MTD busline to get by. And the nature lovers who simply crave the great outdoors are satiated by ideal surf & sand beaches and numerous jaw-dropping biking, running and walking trails, all just beyond their doorstep.

## PRIME CENTRAL LOCATION

Just a few minutes north of Santa Barbara on California's sunny Central Coast. Under 100 miles from LA to the south and a short 325-mile flight to San Francisco.

## BURGEONING TECH HUB

Ideal location with high quality of life caters to fresh young talent from UCSB with its acclaimed engineering program — key reasons the area has become a major Tech hub.

## NUMEROUS NEARBY AMENITIES

Three major shopping centers within a half mile of Isla Vista offer numerous dining and shopping options, plus two high quality hotels close by.

## DIRECT FLIGHTS TO WESTERN U.S. & MORE

Easy access to the region's only commercial airport serviced by six national airlines with direct flights to major West Coast cities plus Chicago, Dallas and Salt Lake City.

## SURF, SUN, HIKE

Boards and bikes abound as Isla Vista caters to an active outdoor lifestyle with stunning beaches and wide open spaces. Nearby More Mesa offers a nature preserve, vast network of trails, access to Santa Barbara's most isolated beach, and breathtaking views of the Pacific Ocean and Channel Islands. The breaks off Campus Point offer surfheads year-round swells and some of the best surf on the Central Coast.

