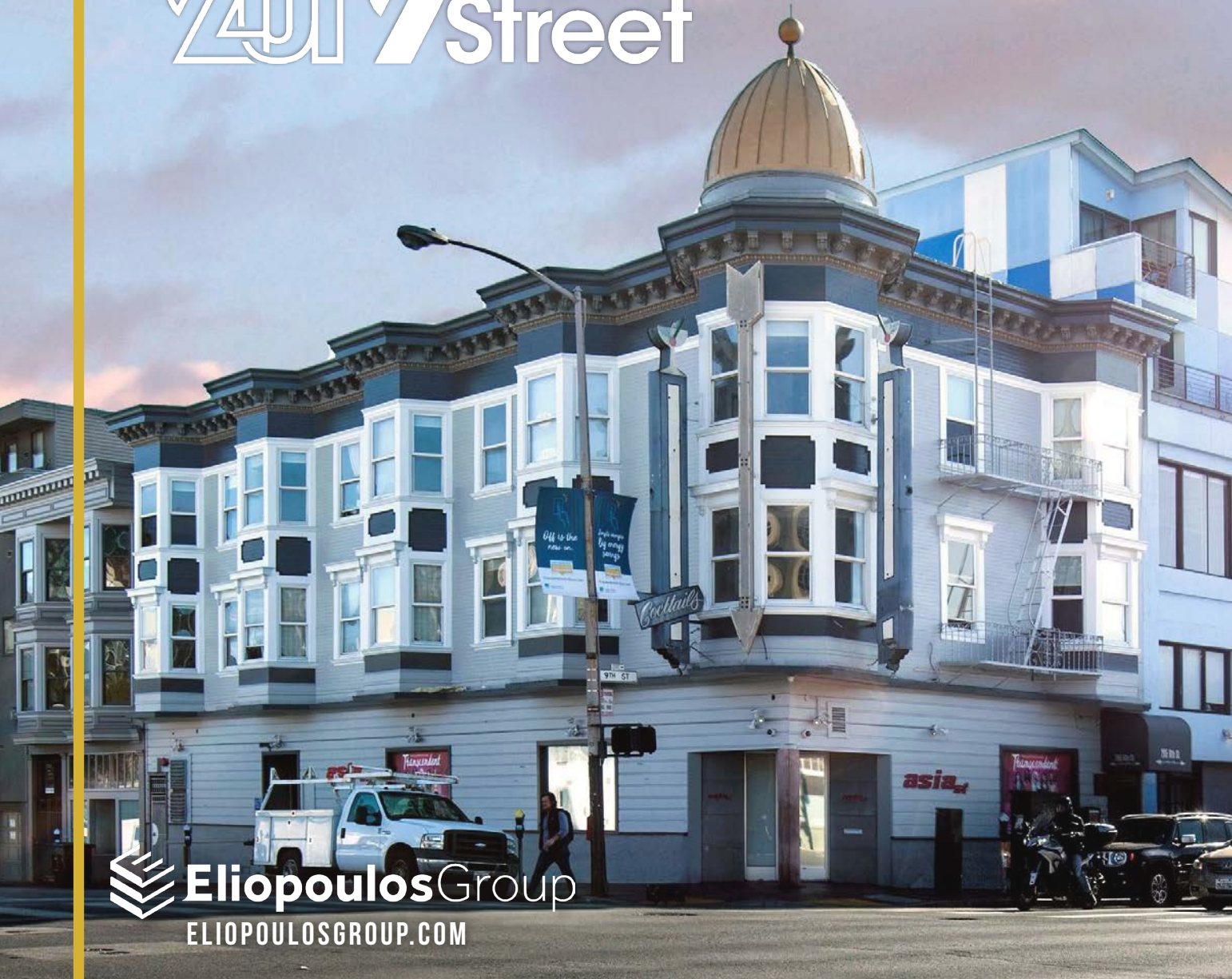


201th Street



 **Eliopoulos Group**
ELIOPOULOSGROUP.COM

TCP
TOUCHSTONE
COMMERCIAL PARTNERS

FOR SALE

**33 UNIT MIXED
USE PROPERTY
(SRO + RETAIL)**

JARON ELIOPOULOS
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CAMERON TU
510.919.8193 | cameron@tcp.com

EXECUTIVE SUMMARY

Touchstone Commercial Partners, Inc. is pleased to offer investors the opportunity to purchase the fee simple interest in 201 9th Street.

The subject property is located on the southeast corner of 9th Street and Howard Street in the South of Market. SOMA is one of San Francisco's fastest growing high density residential neighborhoods intermixed with industrial and office buildings and a high density of startups and tech companies.

This three story building consists of thirty-two (32) SRO units, and one (1) ground floor with lower level restaurant / bar lounge. The ground floor and basement is occupied by Asia SF, a longstanding restaurant, cabaret and nightclub concept. For over 24 years, Asia SF has celebrated diversity and multiculturalism in the South of Market neighborhood.

OFFERING SUMMARY

PRICE	\$5,800,000
CAP	5.76%
GRM	11.06
\$/SQ. FT.	\$519
\$/UNIT	\$175,758



BUILDING SUMMARY

ADDRESS	201 9th Street, San Francisco, CA 94103
APN	3729/082
YEAR BUILT	1907
BUILDING AREA	11,180
PARCEL AREA	2,800
UNITS	33
UNIT MIX	(32) SRO, (1) Commercial

BUILDING DESCRIPTION

CONSTRUCTION	Wood Frame
ROOF SYSTEM	Torch Down 90lb Cap (+/-10 Years Old)
FOUNDATION	Brick
ELECTRICAL METERS	Two (2) Meters, One (1) for Residential and One (1) for Commercial
GAS METERS	Two (2) Meters, One (1) for Residential and One (1) for Commercial
WATER METERS	Two (2) Meters, One (1) for Residential and One (1) for Commercial
HEAT TYPE	Central Forced Air
PLUMBING	Mostly Copper
SPRINKLERS	Entire Building
EARTHQUAKE RETROFIT	Tier IV - Completed

INVESTMENT HIGHLIGHTS



SEISMIC RETROFIT

Major Seismic Retrofit and Rebuild of the Commercial Space



STABILIZED ASSET

100% Occupied



SIGNIFICANT CAPITAL IMPROVEMENTS

All Residential Units and Common Areas Recently Renovated



RENTAL UPSIDE

Upside in Rental Rates Due To Improved Market



RARE OPPORTUNITY

To Purchase a Property With an Longstanding Anchor Tenant



LOCATION

Centrally Located in South of Market, Surrounded by High Density Residential Development



FULLY RENOVATED
MIXED USE BUILDING
OPPORTUNITY IN THE
HEART OF SOMA



201th Street

FINANCIAL SUMMARY

PRICE	\$5,800,000
BUILDING SIZE	11,180
PARCEL SIZE	2,800
UNITS	33
CAP	5.76%
GRM	11.06
\$/Sq. Ft.	\$519
\$/UNIT	\$175,758

ANNUALIZED OPERATING DATA

INCOME ANALYSIS	ACTUAL	NOTES
Gross Annual Income	\$ 524,559.60	
Vacancy Reserve	\$ (26,227.98)	5% of Gross Income
Effective Gross Income	\$ 498,331.62	
Gross Expenses	\$ (191,455.25)	
Reimbursements	\$ 27,103.01	Actual
NET OPERATING INCOME	\$ 333,979.38	

EXPENSES

EXPENSE ANALYSIS	ACTUAL	NOTES
New Property Taxes	\$ (75,679.04)	1.1825% of purchase price
Special Assessments	\$ (3,288.50)	Per SF Treasury
Insurance	\$ (17,812.84)	Per Owner
Repairs & Maintenance	\$ (16,500.00)	Estimated
Water & Sewage	\$ (2,021.00)	Per Owner
PG&E	\$ (11,093.00)	Per Owner
Trash & Recycling	\$ (16,255.00)	Per Owner
Cable & Internet	\$ (4,929.00)	Per Owner
Pest	\$ (3,775.00)	Per Owner
Resident Manager	\$ (15,600.00)	Per Owner
Management	\$ (24,501.87)	5% of Effective Gross Income
ANNUAL GROSS EXPENSES	\$ (191,455.25)	
% of Gross Income	38.42%	

*The information presented has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.





RENT ROLL

UNIT	UNIT TYPE	SQUARE FEET*	ACTUAL	MOVE IN	NOTES
1	SRO	171	\$615.00	09/11/2021	
3	SRO+B	228	\$1,300.00	03/01/2022	Resident Manager (in unit bath)
4	SRO	132	\$950.00	06/27/2020	
5	SRO	89	\$795.00	04/26/2021	
6	SRO	132	\$650.00	01/16/2021	
7	SRO	89	\$750.00	02/04/2022	
8	SRO	132	\$620.00	10/10/2021	
9	SRO	84	\$750.00	04/13/2021	
10	SRO	156	\$795.00	09/27/2021	
12	SRO	95	\$725.00	4/15/2022	
13	SRO	90	\$620.00	12/29/2021	
14	SRO	90	\$700.00	06/03/2022	
15	SRO	75	\$595.00	08/18/2021	
16	SRO	75	\$666.25	01/01/2020	
17	SRO	85	\$750.00	04/09/2022	
18	SRO	159	\$620.00	10/15/2021	
19	SRO	98	\$1,026.00	06/01/2018	

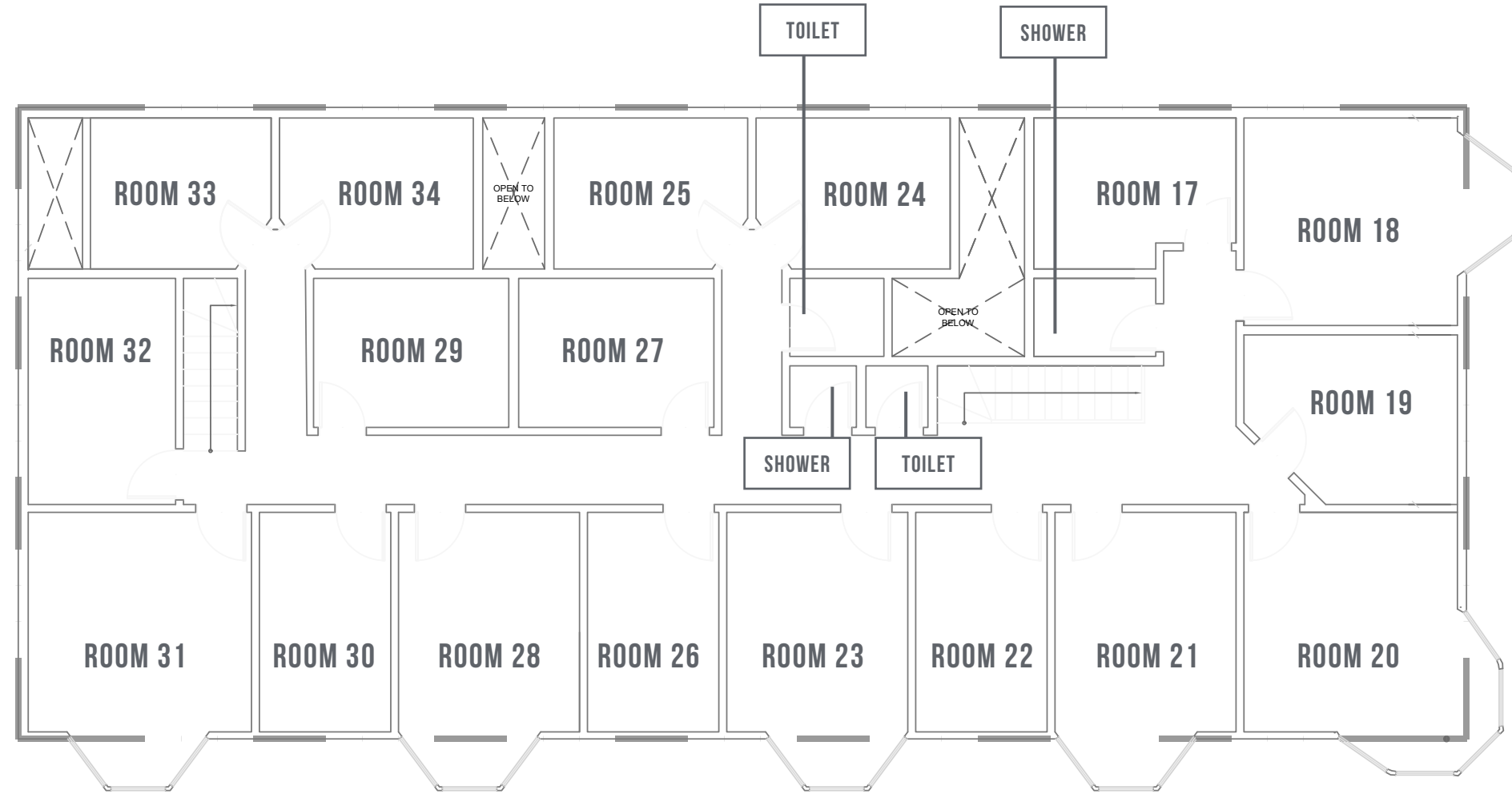
UNIT	UNIT TYPE	SQUARE FEET*	ACTUAL	MOVE IN	NOTES
20	SRO	180	\$795.00	07/17/2021	
21	SRO	132	\$995.00	05/15/2020	
22	SRO	89	\$620.00	02/02/2022	
23	SRO	132	\$695.00	03/01/2022	
24	SRO	75	\$595.00	11/01/2021	
25	SRO	75	\$695.00	03/15/22	
26	SRO	89	\$750.00	10/21/2019	
27	SRO	90	\$620.00	10/16/2021	
28	SRO	132	\$620.00	08/06/2021	
29	SRO	-	\$620.00	10/05/2021	
30	SRO	84	\$973.75	12/20/2019	
31	SRO	156	\$816.70	04/01/2018	
32	SRO	92	\$568.37	04/01/2018	
33	SRO	110	\$795.00	04/01/2022	
34	SRO	72	\$850.00	10/19/2019	
Commercial	Asia SF	5,590**	\$17,989.59	04/01/2018	
	Laundry		\$1,787.64		
			\$43,713.30		
			\$524,559.60		<i>Annual Rent</i>

*All square footages are estimates. Buyer to verify actual square footages.

**Based on total rentable square footage which includes ground floor and lower level space.

FLOOR PLAN

Third Level

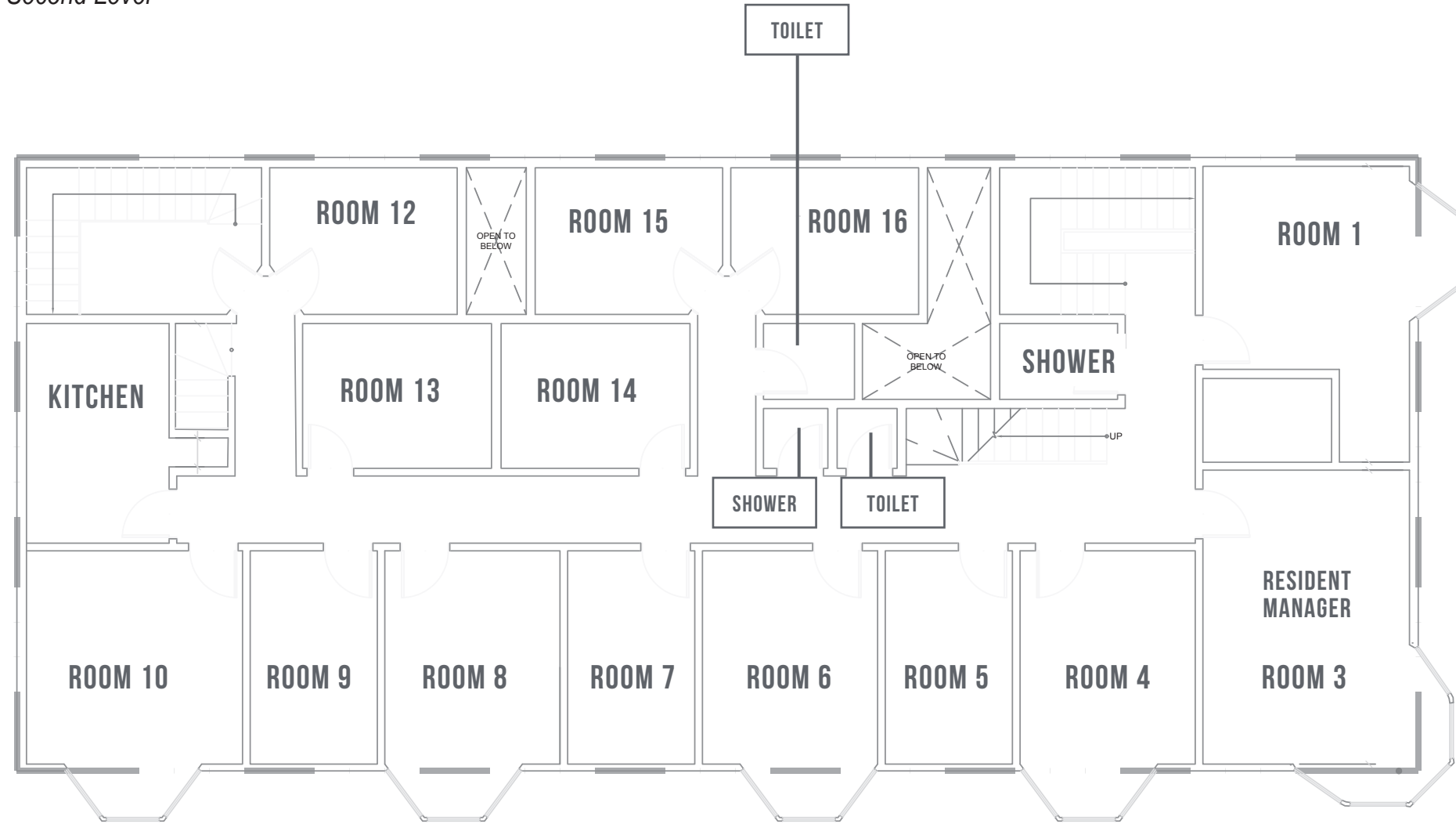


THIRD LEVEL HIGHLIGHTS

- + Eighteen (18) Single Room Occupancy Units
- + Two Split Shower/Water Closets, Recently Renovated
- + Recently Renovated Common Area Hallway

FLOOR PLAN

Second Level

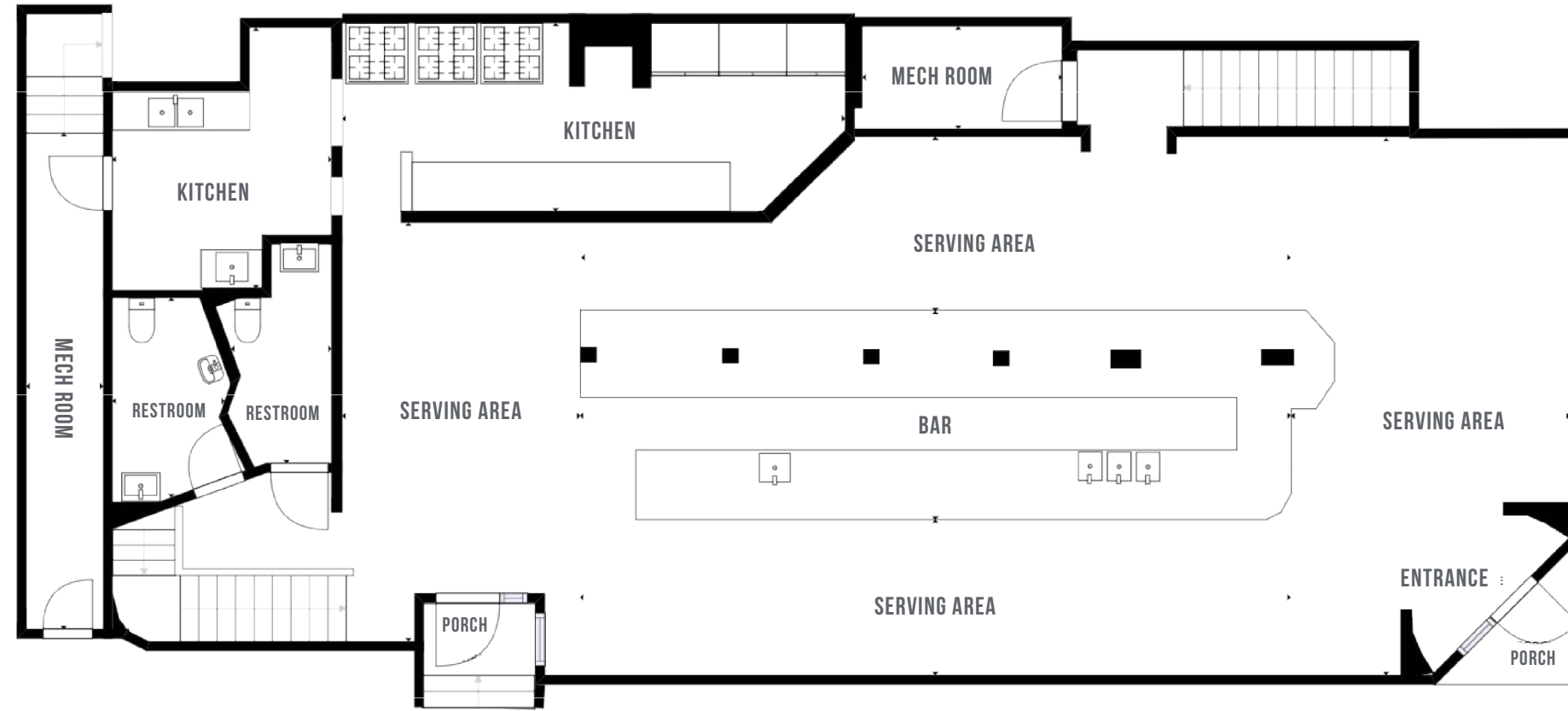


SECOND LEVEL HIGHLIGHTS

- + Thirteen (13) Single Room Occupancy Units
- + One (1) Resident Manager Unit With In-Unit Bathroom
- + Common Area Kitchen & Laundry Room (2 W/D Units)
- + Two Split Showers/Water Closets, Recently Renovated
- + Recently Renovated Common Area Hallway

FLOOR PLAN

Ground Level

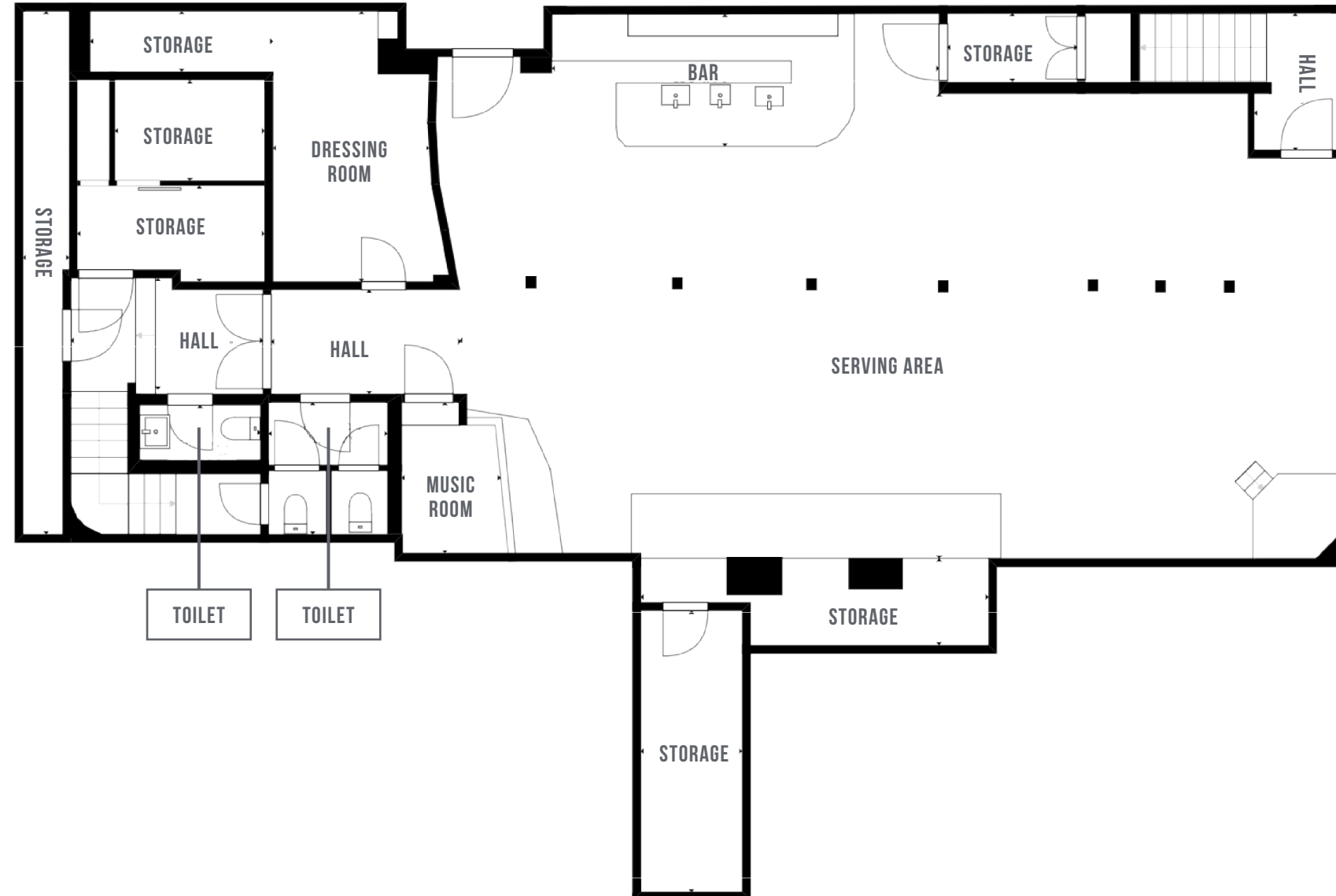


GROUND LEVEL HIGHLIGHTS

- + Asia SF Bar and Dining Room
- + Full Kitchen
- + Two (2) Full Restrooms

FLOOR PLAN

Lower Level



LOWER LEVEL HIGHLIGHTS

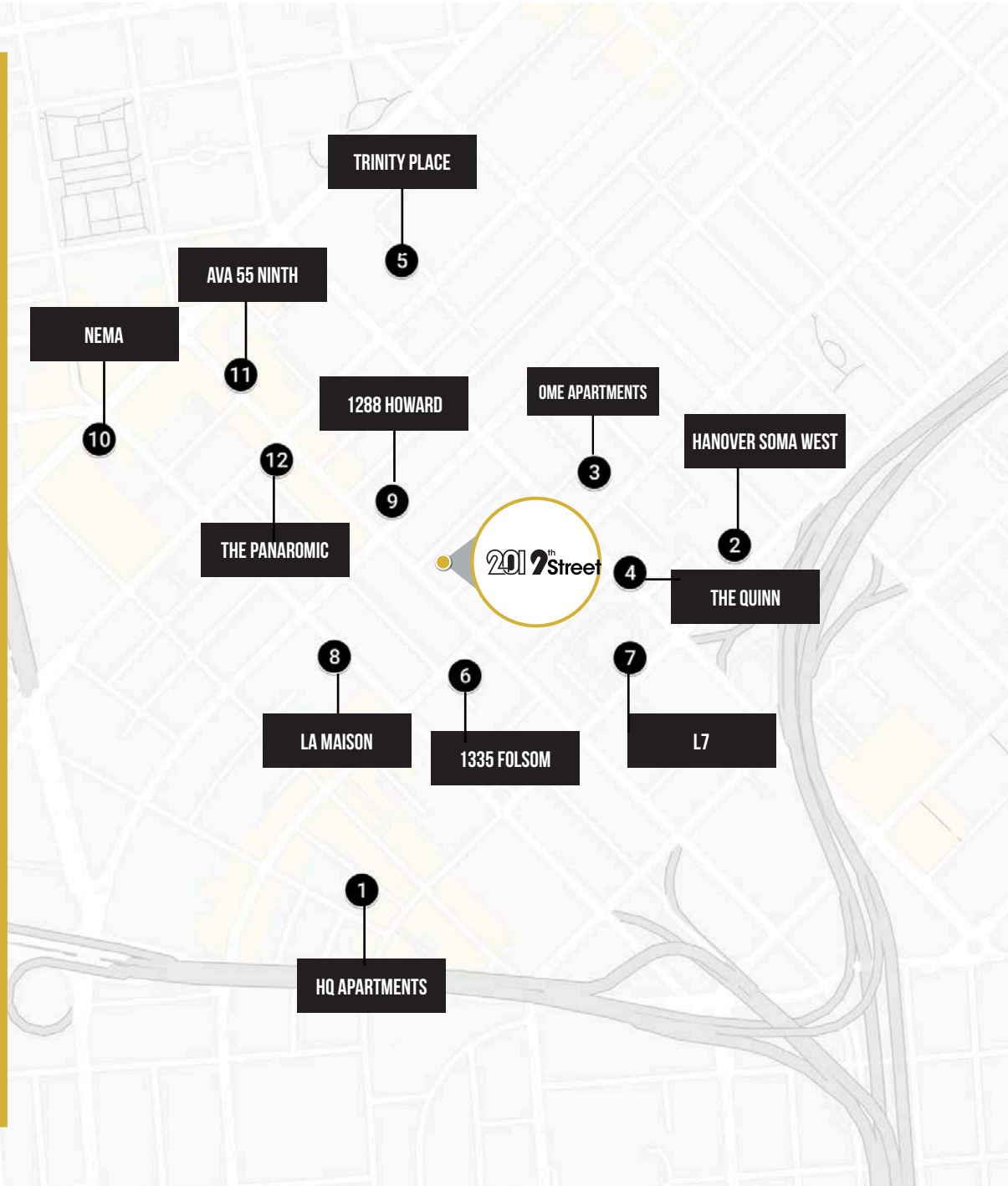
- + Asia SF Bar / Lounge & Nightclub
- + One (1) Full Men's Restroom
- + Two (2) Women's Stalls + One (1) Sink
- + Performer Dressing Rooms
- + Dry Storage
- + Refrigeration

LOCATION OVERVIEW

MIXED-USE DEVELOPMENTS IN SAN FRANCISCO'S SOUTH OF MARKET DISTRICT

South of Market, a neighborhood in San Francisco that was once mostly an industrial district of printing presses, welders, motorcycle-repair shops, and late-night dance clubs. The abundance of affordable warehouse space became some of the first incubators for the dot-com revolution. Nondescript warehouses have been converted into tech-company offices. In recent years, the buildings and skyline have transformed into a diverse urban center filled with not only industrial buildings, but also residences, offices, shops, and restaurants. It has become a haven for entrepreneurs and inventors to create the next big idea.

San Francisco's housing demand along with the infiltration of tech offices has transformed SOMA from a primarily industrial district to one of the fastest-growing high-density residential neighborhoods in the city.



NEARBY DEVELOPMENTS

The area of SOMA known as Mid-Market has seen a building boom as of late, thanks to local tech heavyweights like Twitter, which has headquarters in the neighborhood. SOMA is also home to Yerba Buena Gardens and the Metreon, an indoor/outdoor art center, Moscone Conference Center, San Francisco's premier convention center, Oracle Park, where the Giants play, and the San Francisco Museum of Modern Art. With the influx of tech offices, SOMA has become a hub for mixed-use mid-rise condo and apartment development.

	DEVELOPMENT	ADDRESS	UNITS	DEVELOPMENT TYPE	DEVELOPER	PROJECT COMPLETION
1	HQ Apartments	1532 Harrison Street	31	Condos	Build Inc.	2021
2	Hanover Soma West	1140 Harrison Street	377	Apartments	The Hanover Company	2021
3	OME Apartments	663 Clementina Street	42	Apartments	David Baker Architects	2021
4	The Quinn	345 8th Street	39	Condos	Presidio Bay Ventures	2021
5	Trinity Place	1188 Mission Street	1900	Apartments	Angelo Sangiacomo	2021
6	1335 Folsom	1335 Folsom Street	65	Condos	SST Investments	2018
7	L7	1222 Harrison Street	410	Apartments	Fairfield Residential	2017
8	La Maison	240 10th Street	28	Designer condos	JS Sullivan	2017
9	1288 Howard	1288 Howard Street	125	Condos	WorldCo Company	2014
10	NEMA	1401 Market Street	754	Apartments	Crescent Heights	2014
11	Ava 55 Ninth	55 9th Street	273	Apartments	SCB	2013
12	The Panoramic	1321 Mission Street	160	Apartments	Panoramic Interests	2011

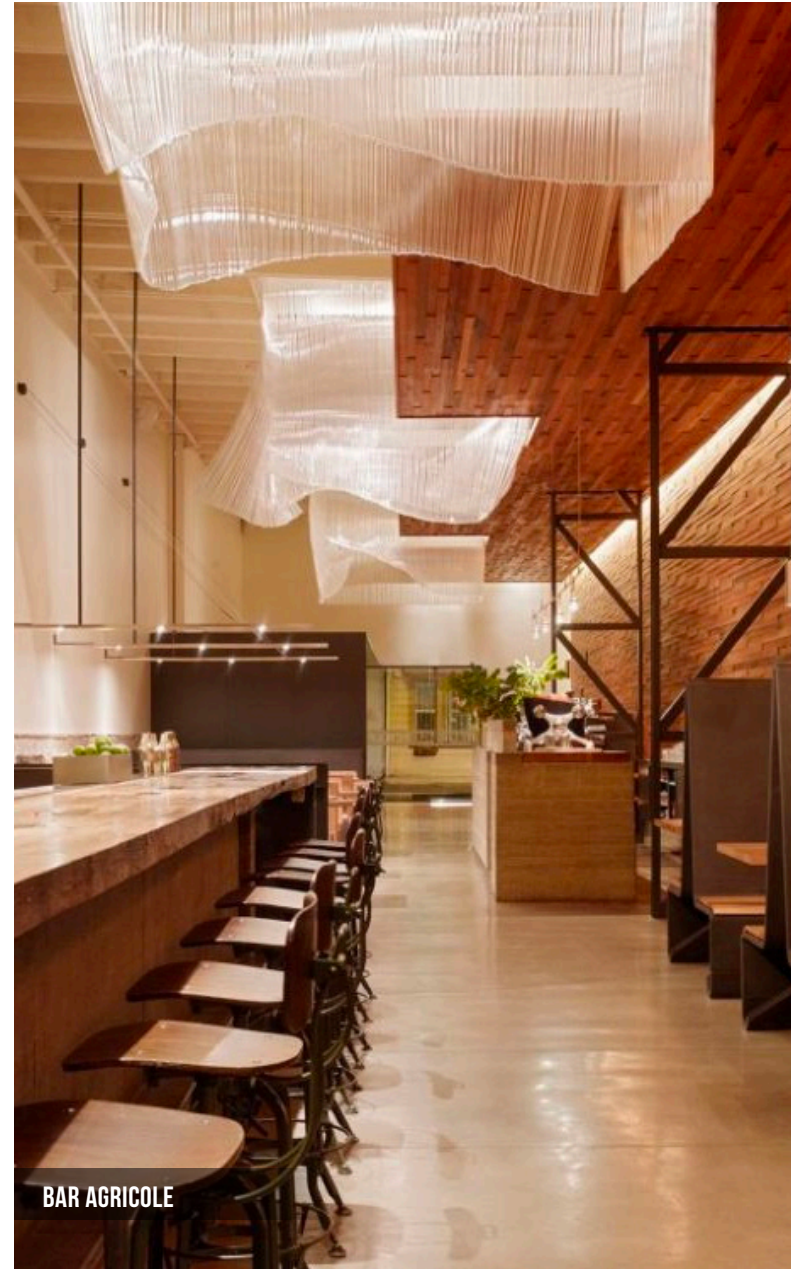
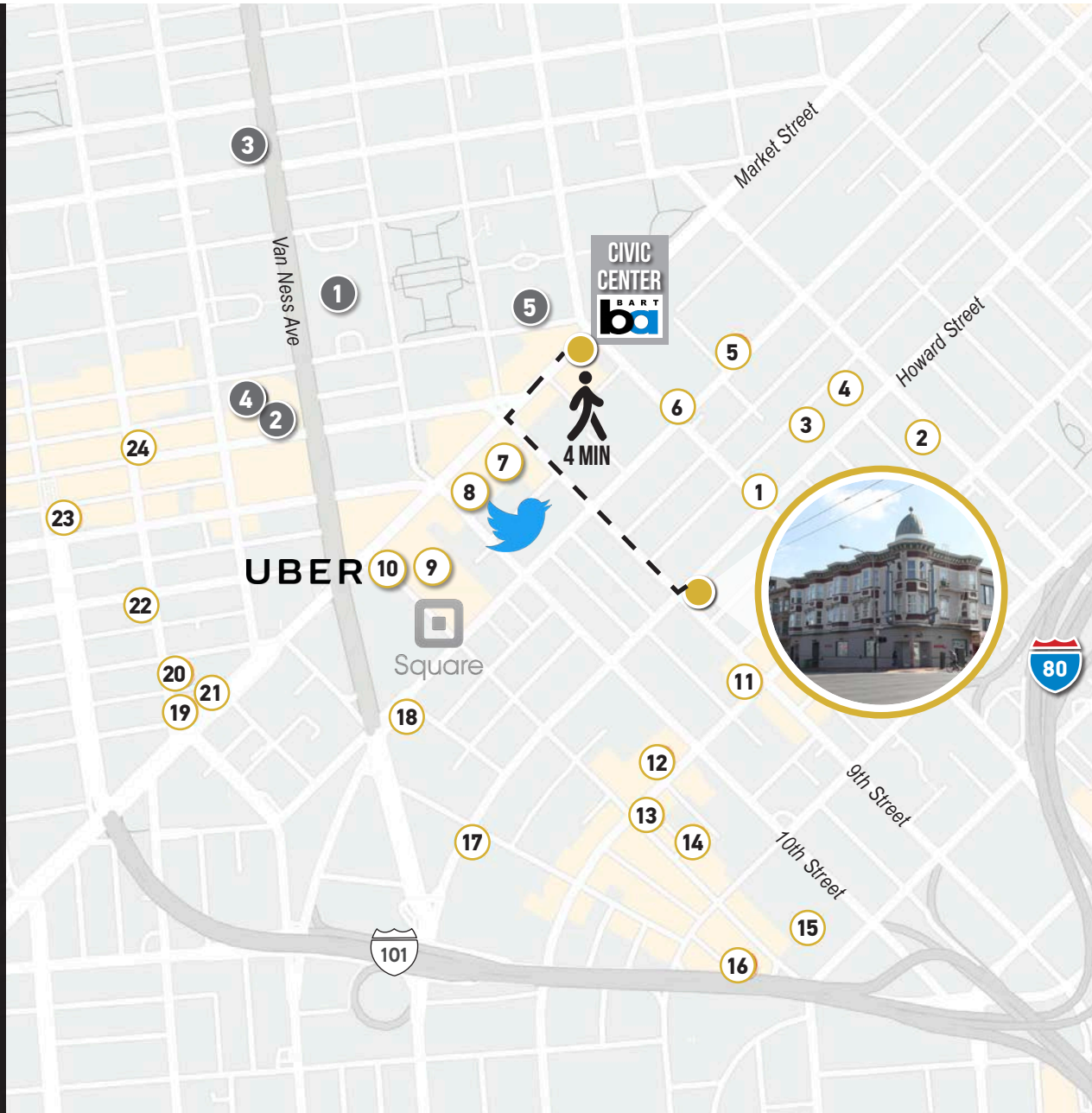
201th Street

NEARBY AMENITIES

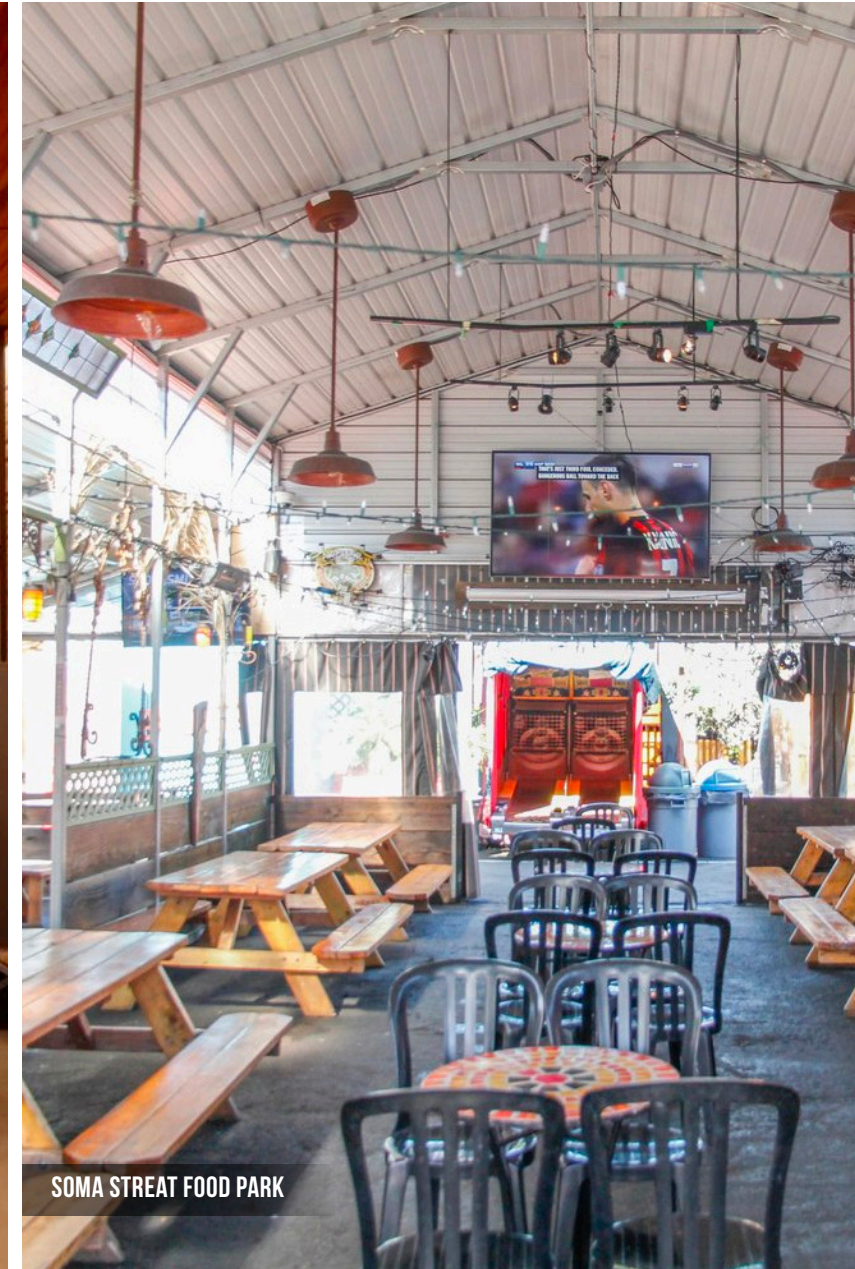
- 1..... Harvest Urban Market
- 2..... Sightglass Coffee
- 3..... Vive la Tarte
- 4..... Cellarmaker Brewing Co.
- 5..... City Beer Store
- 6..... Focaccia Market Bakery
- 7..... Walgreens
- 8..... Twitter
- 9..... Square
- 10..... Uber
- 11..... Kama Sushi
- 12..... Extra Space Storage
- 13..... Basil Canteen
- 14..... Bar Agricole
- 15..... Costco
- 16..... SOMA StrEat Food Park
- 17..... 1601 Bar & Kitchen
- 18..... Zaoh Sushi Restaurant
- 19..... Espetus Churrascaria
- 20..... Hotel Biron
- 21..... Zuni Cafe
- 22..... Rich Table
- 23..... Biergarten
- 24..... Absinthe Brasserie & Bar

NEARBY ATTRACTIONS

- 1..... San Francisco City Hall
- 2..... San Francisco Symphony
- 3..... San Francisco Opera
- 4..... Davies Hall
- 5..... San Francisco Public Library



BAR AGRICOLE



SOMA STREET FOOD PARK



CELLARMAKER BREWING COMPANY

COMMERCIAL TENANCY

ICONIC SOMA RESTAURANT / NIGHTLIFE ENTERTAINMENT OPERATOR

asia_{sf}

AsiaSF is a San Francisco dining, cabaret, and nightlife institution. For 24 years, this iconic landmark has provided a world class entertainment experience in San Francisco's South of Market neighborhood.

As soon as you walk in the door, the experience begins. Servers and AsiaSF's star performers greet you before you are seated. As you enjoy a delicious three-course asian fusion inspired meal, the Ladies of AsiaSF delight you with choreographed dance routines, lip sync numbers, live singing, comedy, and special effects.

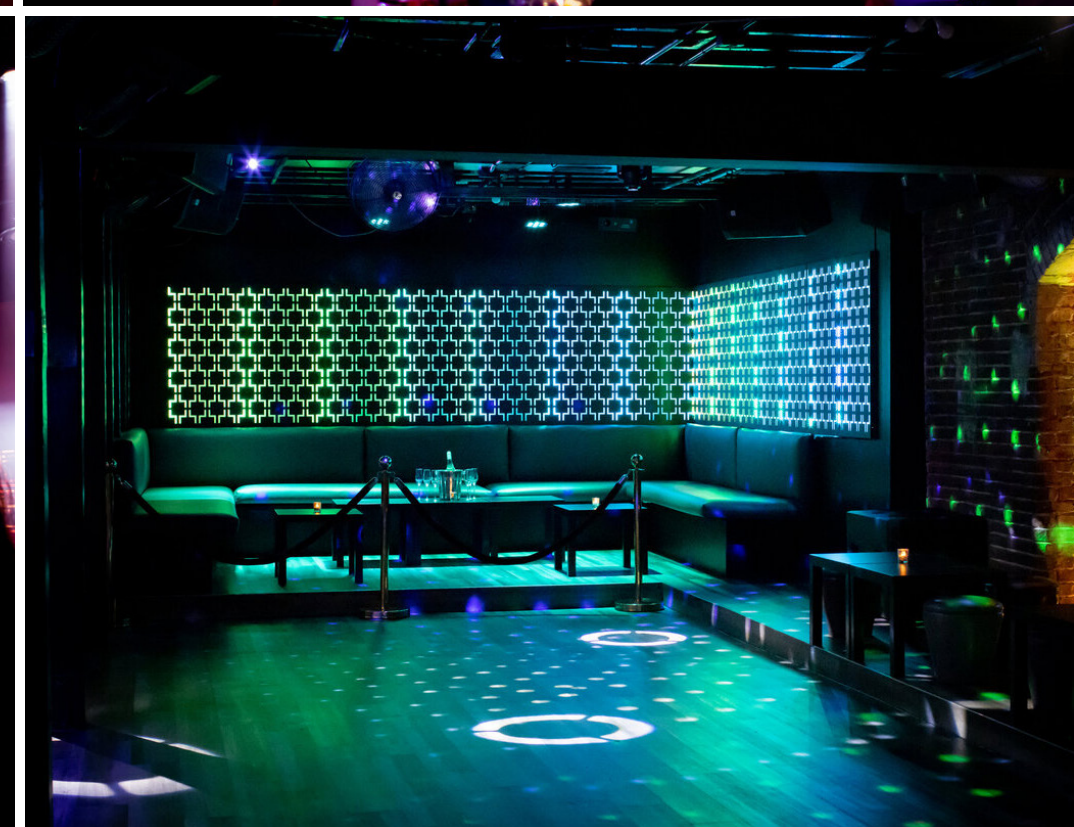
This sisterhood of diverse Bay Area performers have mastered the art of celebrating themselves, and they provide a warm, welcoming atmosphere to celebrate any occasion. Be sure to sample AsiaSF's signature cocktails that are named after each of the Ladies! Welcome to take photos and video of the show, or strike a pose with one of the glamorous performers, AsiaSF is a truly immersive dining extravaganza. On Friday and Saturday nights you can continue your party in the downstairs dance

club and lounge with a DJ spinning until 2am. Whether your reservation is on a weekend or weekday – with a small or large party — you'll be sure to have a night you'll never forget!

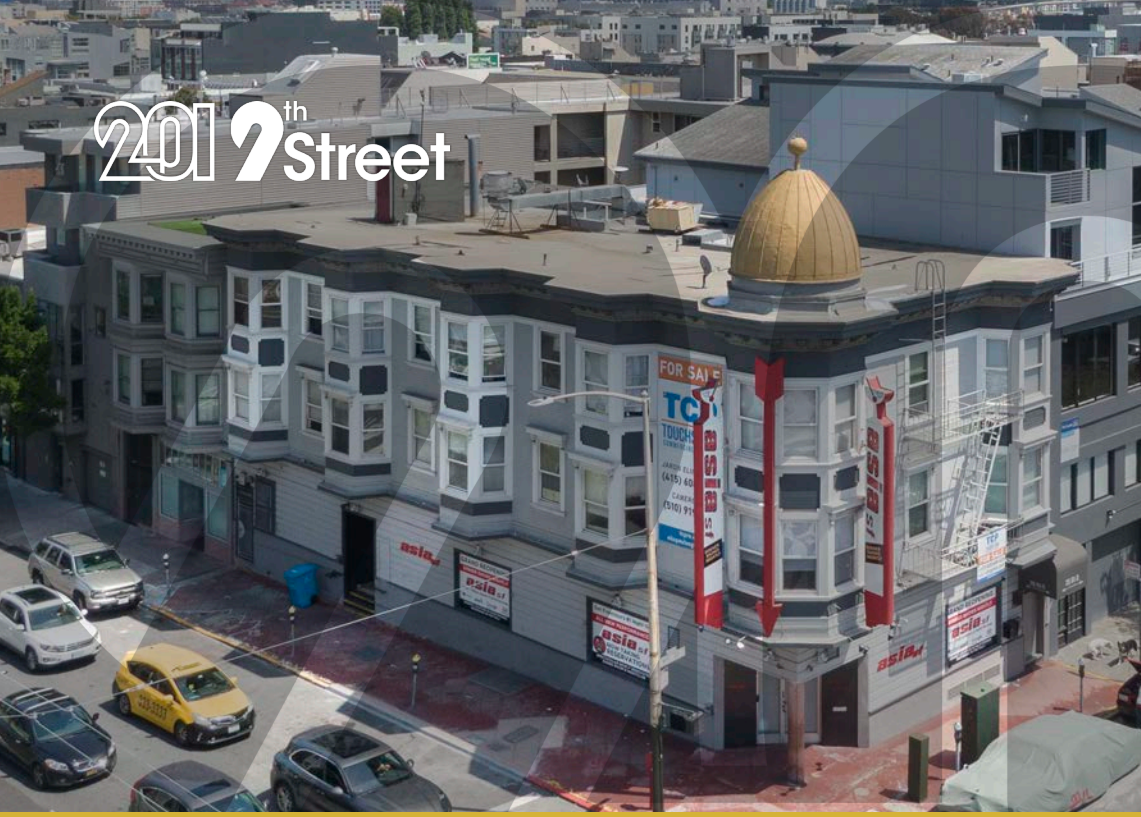
AsiaSF has been a visionary pioneer in supporting the transgender community through empowerment by creating a safe space and unique employment opportunities that showcase beautiful transgender stars, the Ladies of AsiaSF, who not only entertain but also educate and enlighten people about the transgender experience and human diversity.

HIGHLIGHTS

- Monthly Rent: \$17,989.59
- Lease Term Through 12/31/2027
- 24 Years In Business
- Full Renovation of Both Levels



201th Street



CONFIDENTIAL OFFERING MEMORANDUM

This Confidential Offering Memorandum (“Memorandum”) has been prepared and presented to the recipient (the “Recipient”) by Touchstone Commercial Partners (TCP) as part of TCP’s efforts to market for sale the property located at 201 9th Street, San Francisco, CA 94103 (the “Property”). TCP is the exclusive agent and broker for the owner(s) of the property (the “Owner”). TCP is providing this Memorandum and the material contained in it to the Recipient solely to assist the Recipient in determining whether the Recipient is interested in potentially purchasing all or part of the Property. TCP also is providing this Memorandum and the material in it to the Recipient with the understanding that the Recipient will independently investigate those matters that it deems necessary and appropriate to evaluate the Property and that the Recipient will rely only on its own investigation, and not on TCP’s, the Owner or this Memorandum, in determining whether to purchase all or part of the Property. The Recipient previously executed and delivered to TCP. PLEASE NOTE EACH OF THE FOLLOWING: TCP, the Owner and their respective agents, employees, representatives, property managers, officers, directors, shareholders, members, managers, partners, joint ventures, corporate parents or controlling entities, subsidiaries, affiliates, assigns and predecessors and successors-in-interest make no representations or warranties about the accuracy, correctness or completeness of the information contained in this Memorandum. The Recipient is urged not to rely on the information contained in this Memorandum and to make an independent investigation of all matters relating to the Property. This Memorandum includes statements and estimates provided by or to TCP and/or the Owner regarding the Property. Those statements and estimates may or may not be accurate, correct or complete. Nothing contained in this Memorandum should be construed as a representation or warranty about the accuracy, correctness or completeness of such statements and estimates. Further, nothing contained in this Memorandum should be construed as a representation or warranty about any aspect of the Property, including, without limitation, the Property’s (1) past, current or future performance, income, uses or occupancy, (2) past, current or prospective tenants, (3) physical condition, (4) compliance or non-compliance with any permit, license, law regulation, rule guideline or ordinance, or (5) appropriateness for any particular purpose, investment or occupancy. Again, the Recipient is urged not to rely on this Memorandum and the statements and estimates in it and to make an independent investigation regarding the Property and the statement and estimates contained herein. This Memorandum may include statements regarding, references to, or summaries of, the nature, scope or content of contracts and/or other documents relating to the Property. Those statements, references or summaries may or may not be accurate, correct or complete. Additionally, TCP may not have referenced or included summaries of each and every contract and/ or other document that the Recipient might determine is relevant to its evaluation of the Property. Nothing contained in the Memorandum should be construed as a representation or warranty about the accuracy, correctness or completeness of such statements, representations or summaries. On request and as available, and subject to the Owner’s consent, TCP will provide the Recipient with copies of all referenced contract and other documents. TCP assumes no obligation to supplement or modify the information contained in this Memorandum to reflect events or conditions occurring on or after the date of its preparation of the Memorandum. This Memorandum does not constitute an offer to sell, or a solicitation of an offer to buy, an interest in the Property. Nothing contained in the Memorandum may be construed to constitute legal or tax advice to a Recipient concerning the Property. More detailed information regarding the anticipated terms, conditions and timing of any offering by the Owner relating to the Property will be provided in due course by separate communication. TCP and/or the Owner reserve the right to engage at any time in discussions or negotiations with one or more recipients of this Memorandum and/or other prospective purchasers of the Property without notice or other obligation to the Recipient. The Owner reserves the right to change the terms of any offering relating to the Property or to terminate without notice that offering. The Owner also reserves the right to operate the Property in its sole and absolute discretion prior to the completion of any sale of the Property. TCP reserves the right to require the return of this Memorandum and the material in it any other material provided by TCP to the Recipient at any time. Acceptance of this Memorandum by the Recipient constitutes acceptance of the terms and conditions above. All inquiries regarding this Memorandum should be directed to Jaron Eliopoulos at (415) 608-6336 or Cameron Tu (510) 919-8193.

OFFERING TERMS

201 9th Street is being offered for sale. All prospective buyers should assume the subject property will be delivered on an “As-Is, Where-Is” basis at the Close of Escrow.

OFFERING OUTLINE

Prospective buyers will have the opportunity to tour the subject property and begin initial due diligence immediately. All prospective buyers are encouraged to make an offer at any time. All offers are to be delivered to Touchstone Commercial Partners, Inc.



JARON ELIOPOULOS
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