TAMARACK BEACH RESORT

3200 Carlsbad Blvd, Carlsbad, CA 92008

HOSPITALITY OFFERING FOR SALE



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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by ACRE Investment Real Estate Services in compliance with all applicable fair housing and equal

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INVESTMENT SUMMARY

SECTION 1

TAMARACK BEACH RESORT

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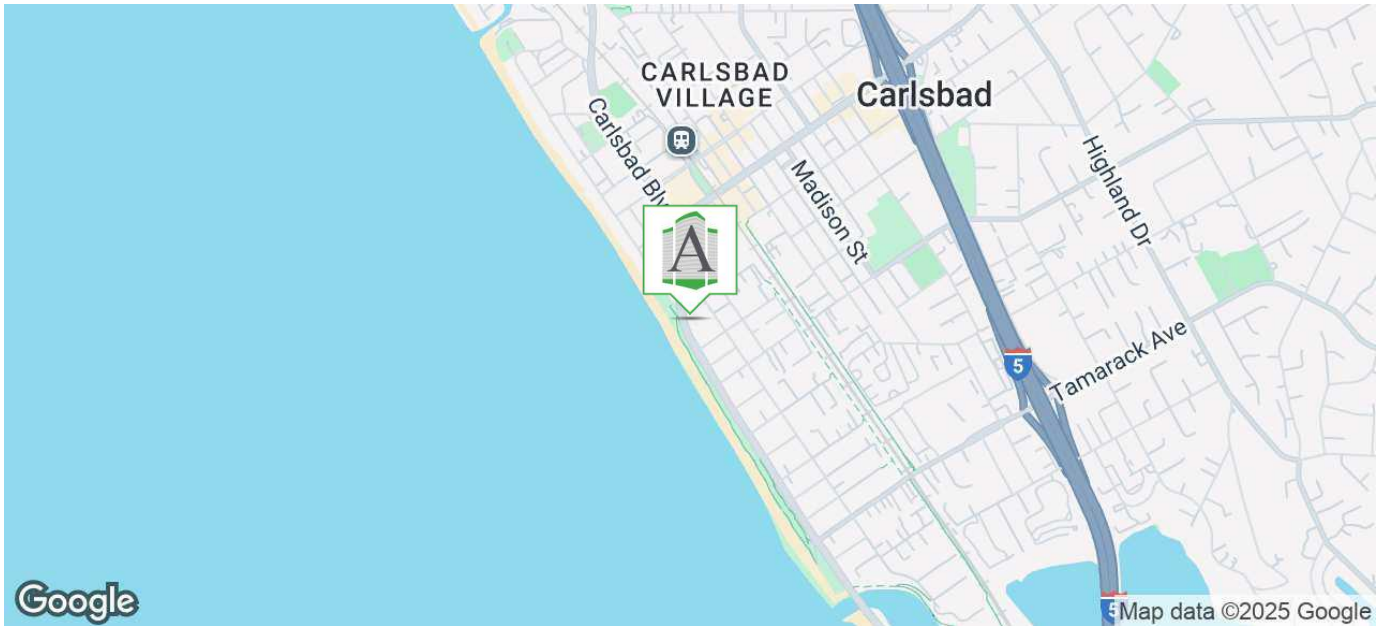
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OFFERING SUMMARY

Sale Price:	UNPRICED (Contact Broker)
Price / Unit:	-
Price / SF:	-
Cap Rate:	-
Building Size:	9,500
Lot Size:	0.22 Acres
Year Built:	1987

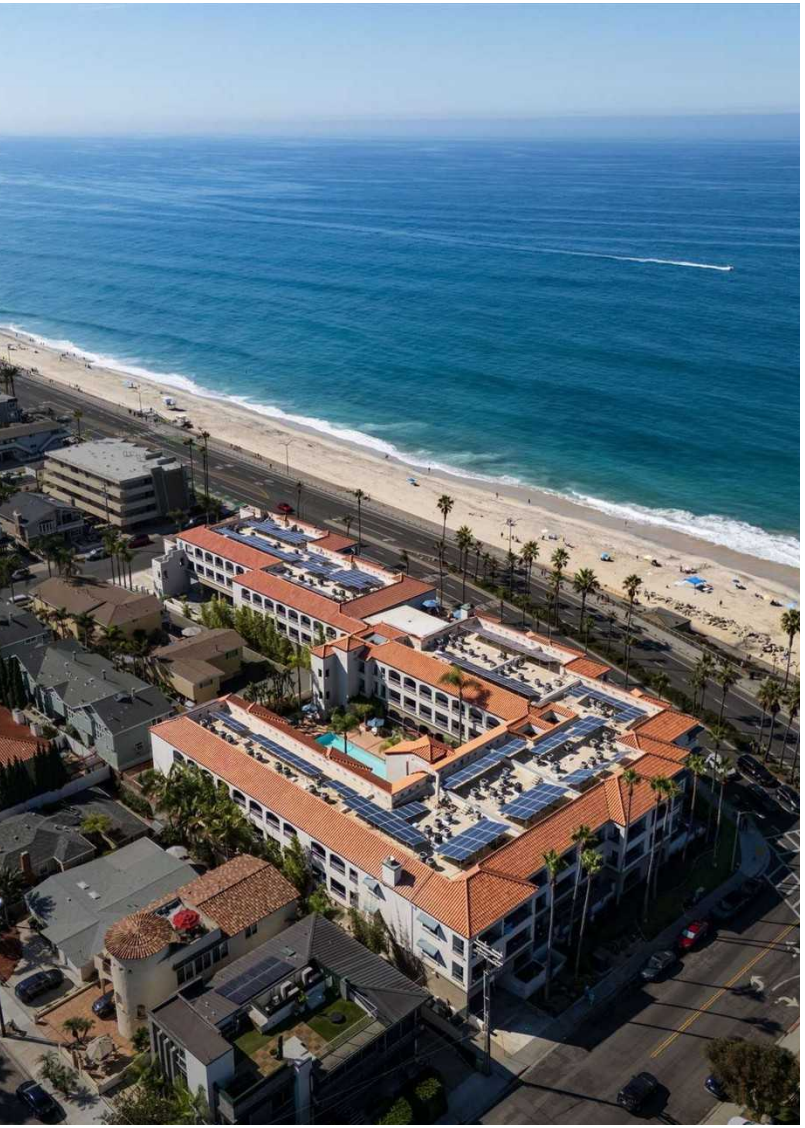


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HOSPITALITY OFFERING FOR SALE



INVESTMENT OVERVIEW

Introducing an exceptional beachfront resort hotel investment opportunity in downtown Carlsbad, CA. This boutique resort hotel features a spacious 9,500 SF building with 23 meticulously appointed rooms, offering a lucrative investment in the thriving hospitality industry. A new roof was installed in 2020, and solar panels were installed in 2016. The rooms and lobby area were updated in 2016/2017.

Built in 1987, this well-maintained property is perfectly positioned to capitalize on the area's tourism growth. Zoned for Hotel/Motel use, it boasts an impressive 80% occupancy rate, promising excellent returns for prospective hospitality and resort investors. With its prime location and desirable amenities, this property represents a compelling opportunity to own a premier hospitality asset in Carlsbad.

The property is situated in a three-parcel commercial condominium structure. The resort hotel comprises one commercial condominium and includes the entire first floor of the structure. A second commercial condominium (not part of the sale) comprises time-share units on the second and third floors. The third commercial condominium (also not part of the sale) comprises a restaurant on the first floor. There is an association that manages the common areas (pool, recreation room, and underground parking). All owners pay monthly HOA fees that cover common area maintenance, insurance, landscaping, and reserves for capital improvements.

The Average Daily Revenue (ADR) is a strong $257, and the Revenue Per Available Room (RevPAR) is $202.

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HOSPITALITY OFFERING FOR SALE

PROPERTY HIGHLIGHTS

- Ocean View Rooms
- 14 - King Rooms at 400 Square Feet Each
- 9 - Double Queen Room at 400 Square Feet Each
- Popular Restaurant Attached to the Hotel (Not Part of the Sale)
- Built in 1987
- Across from One of the Best Beaches in Southern California
- Walking Distance to Carlsbad Village Restaurants and Shopping
- 80% Occupancy
- ADR - $257
- RevPar - $202
- Solar Installed in 2016 and is owned
- New roof in 2020
- Commercial Condominium with an HOA





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PROPERTY AMENITIES

- Swimming Pool & Spa
- Inviting Lobby
- Underground Parking
- Onsite Restaurant
- Walking Distance to Beach. Restaurants and Shopping
- Gym
- Recreation Room

UNIT AMENITIES

- King Beds or Double Queens
- Ocean Views From Most Rooms
- Balconies
- Flat Screen TVs
- Microwave
- Refridgerator

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PROPERTY DESCRIPTION

SECTION 2

TAMARACK BEACH RESORT

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HOSPITALITY OFFERING FOR SALE

SALE PRICE	**UNPRICED (CONTACT BROKER)**

LOCATION INFORMATION

BUILDING NAME	Tamarack Beach Resort
STREET ADDRESS	3200 Carlsbad Blvd
CITY, STATE, ZIP	Carlsbad, CA 92008
COUNTY	San Diego

BUILDING INFORMATION

BUILDING SIZE	9,500 SF
NOI	$540,165.00
CAP RATE	6.75
OCCUPANCY %	80.0%
TENANCY	Multiple
NUMBER OF FLOORS	3
YEAR BUILT	1987
YEAR LAST RENOVATED	2016
NUMBER OF BUILDINGS	1

PROPERTY INFORMATION

PROPERTY TYPE	Hospitality
PROPERTY SUBTYPE	Resort
ZONING	Hotel/Motel
LOT SIZE	9,529 SF
APN #	204-124-55-00

PARKING & TRANSPORTATION

PARKING TYPE	Underground

UTILITIES & AMENITIES

HANDICAP ACCESS	Yes
NUMBER OF ELEVATORS	1
CENTRAL HVAC	Yes

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LOCATION INFORMATION

SECTION 3

TAMARACK BEACH RESORT

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HOSPITALITY OFFERING FOR SALE





LOCATION OVERVIEW

Situated in the vibrant coastal city of Carlsbad, CA, this boutique resort hotel offers a perfect location for vacation getaways. The area is renowned for its stunning beaches, thriving arts scene, and an array of dining and entertainment options. Prospective investors will appreciate the convenient access to the beach and downtown Carlsbad, along with proximity to notable attractions such as LEGOLAND California Resort and SeaWorld. With its proximity to sand and surf and desirable lifestyle amenities, the surrounding area presents an exciting opportunity for resort hotel investors seeking a prime location in Carlsbad.

DEMOGRAPHICS

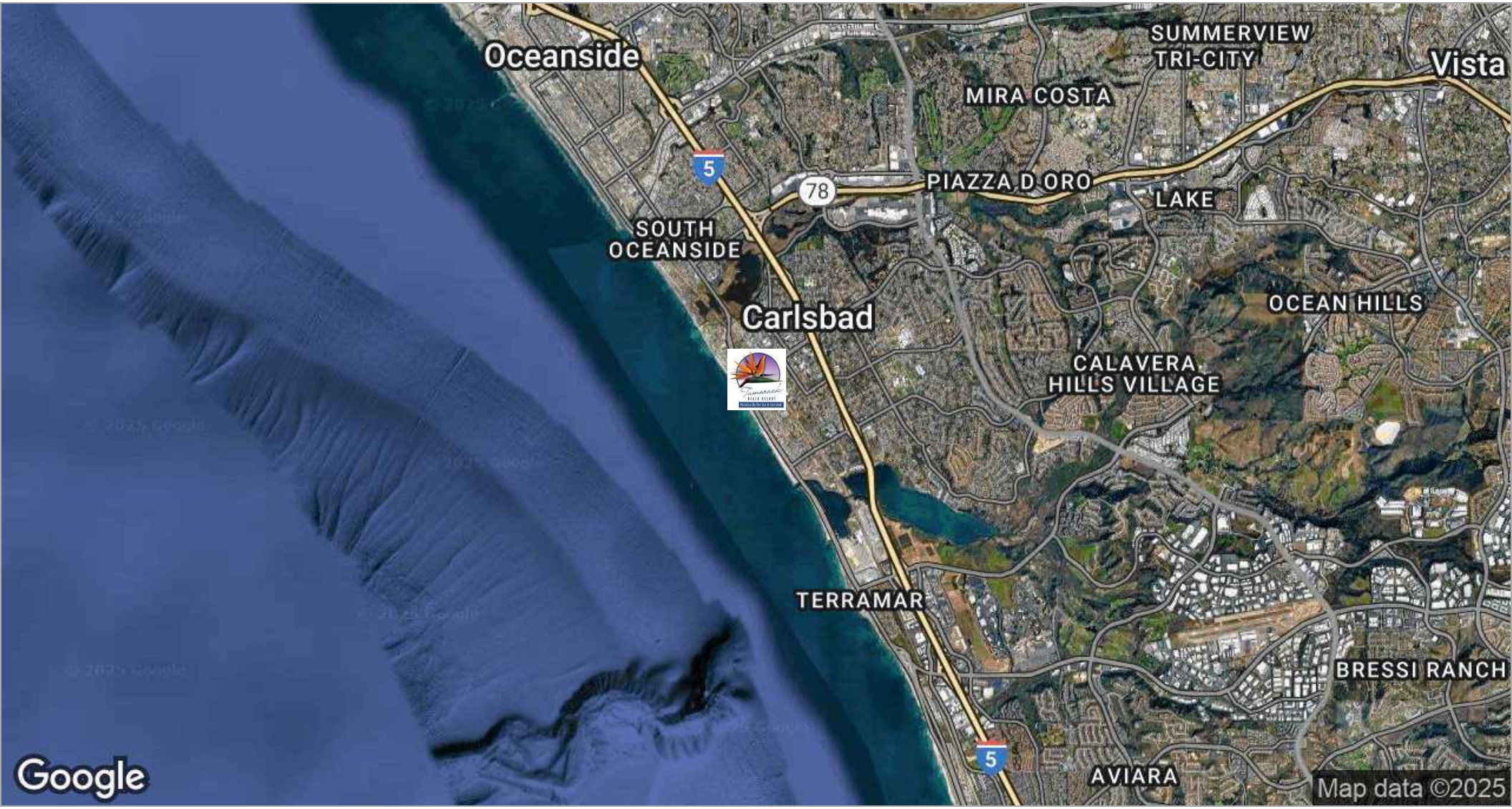
	0.3 MILES	0.5 MILES	1 MILE
Total Households	673	1,894	4,858
Total Population	1,207	3,692	10,280
Average HH Income	$114,683	$104,729	$122,513

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HOSPITALITY OFFERING FOR SALE

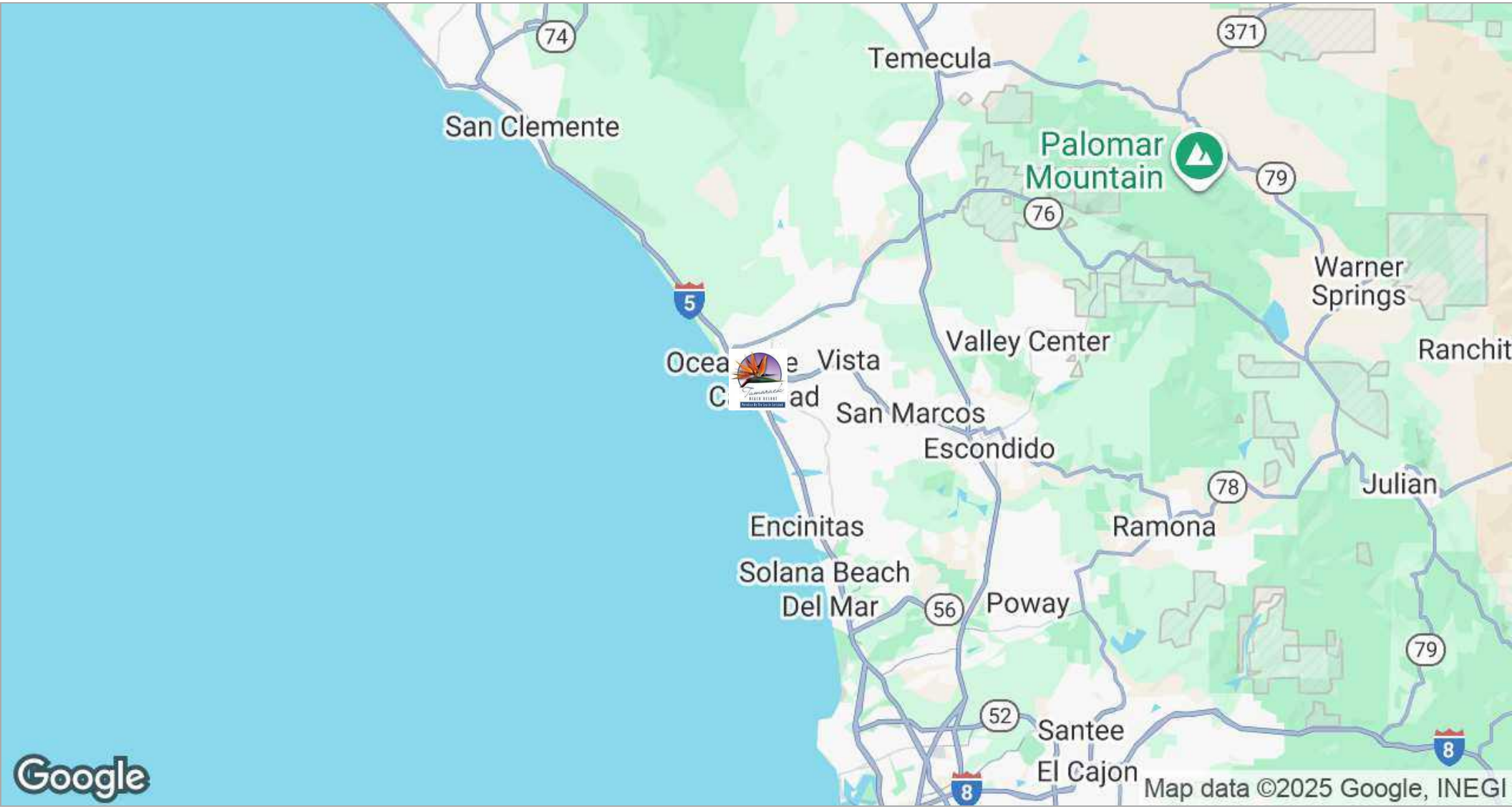


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FINANCIAL ANALYSIS

SECTION 4

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HOSPITALITY OFFERING FOR SALE

INVESTMENT OVERVIEW	2024 INCOME AND EXPENSES
Price	UNPRICED (Contact Broker)
Price per Room	-
RevPAR	$201
ADR	$257
CAP Rate	-
Cash-on-Cash Return (yr 1)	-
Total Return (yr 1)	$540,165
	-

OPERATING DATA	2024 INCOME AND EXPENSES
Total Scheduled Income	$1,675,930
Gross Income	$1,675,930
Operating Expenses	$1,135,765
Net Operating Income	$540,165
Pre-Tax Cash Flow	$540,165

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HOSPITALITY OFFERING FOR SALE

INCOME SUMMARY	2024 INCOME AND EXPENSES	PER SF
Room Revenue	$1,672,521	$176.05
Misc.	$3,409	$0.36
Gross Income	**$1,675,930**	**$176.41**

EXPENSE SUMMARY	2024 INCOME AND EXPENSES	PER SF
HOA Fees (Includes Insurance)	$171,899	$18.09
General and Administrative	$268,987	$28.31
Services	$4,793	$0.50
Housekeeping	$56,989	$6.00
Laundry	$2,858	$0.30
Front Desk	$111,501	$11.74
Maintenance/Facilities	$54,116	$5.70
Guest Services	$44,957	$4.73
Utilities	$35,646	$3.75
Occupancy/Revenue Expenses	$309,059	$32.53
Property Taxes	$74,960	$7.89
Gross Expenses	**$1,135,765**	**$119.55**

Net Operating Income	**$540,165**	**$56.86**

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HOSPITALITY OFFERING FOR SALE

UNIT TYPE	COUNT	% OF TOTAL	SIZE SF	RACK RATE
KING	14	60.90%	400 SF	$380
2 QUEENS	9	39.10%	400 SF	$282
TOTALS/AVERAGES	**23**	**100%**	**400 SF**	**$7,858**

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DEMOGRAPHICS

SECTION 5

TAMARACK BEACH RESORT

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HOSPITALITY OFFERING FOR SALE

	0.3 MILES	0.5 MILES	1 MILE
Total population	1,207	3,692	10,280
Median age	43	42	43
Median age (male)	42	41	42
Median age (female)	44	43	44
Total households	673	1,894	4,858
Total persons per HH	1.8	1.9	2.1
Average HH income	$114,683	$104,729	$122,513
Average house value	$1,602,621	$1,438,955	$1,381,453
Total Population - White	904	2,442	7,020
% White	74.9%	66.1%	68.3%
Total Population - Black	11	30	85
% Black	0.9%	0.8%	0.8%
Total Population - Asian	46	117	354
% Asian	3.8%	3.2%	3.4%
Total Population - Hawaiian	5	17	36
% Hawaiian	0.4%	0.5%	0.4%
Total Population - American Indian	11	52	131
% American Indian	0.9%	1.4%	1.3%
Total Population - Other	65	417	1,043
% Other	5.4%	11.3%	10.1%
Total Population - Hispanic	195	1,004	2,681
% Hispanic	16.2%	27.2%	26.1%

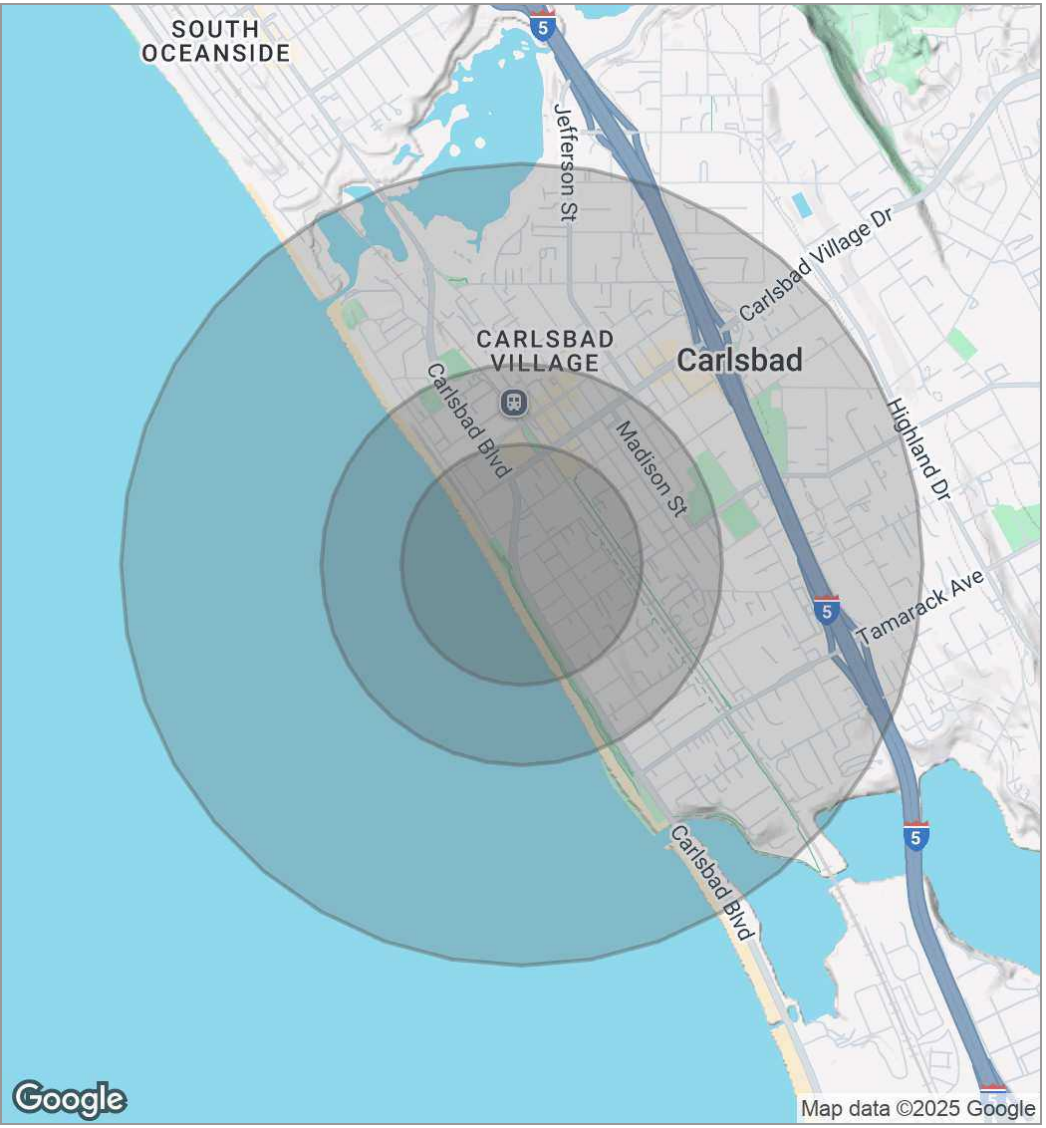
** Demographic data derived from 2020 ACS - US Census*

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POPULATION	0.3 MILES	0.5 MILES	1 MILE
Total population	1,207	3,692	10,280
Median age	43	42	43
Median age (male)	42	41	42
Median age (Female)	44	43	44

HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
Total households	673	1,894	4,858
# of persons per HH	1.8	1.9	2.1
Average HH income	$114,683	$104,729	$122,513
Average house value	$1,602,621	$1,438,955	$1,381,453

ETHNICITY (%)	0.3 MILES	0.5 MILES	1 MILE
Hispanic	16.2%	27.2%	26.1%

RACE (%)			
White	74.9%	66.1%	68.3%
Black	0.9%	0.8%	0.8%
Asian	3.8%	3.2%	3.4%
Hawaiian	0.4%	0.5%	0.4%
American Indian	0.9%	1.4%	1.3%
Other	5.4%	11.3%	10.1%

** Demographic data derived from 2020 ACS - US Census*

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MARKETING PLAN

SECTION 6

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HOSPITALITY OFFERING FOR SALE



ASSIGNMENT PHASES

	TEAM LEADER	TEAM SUPPORT AGENT	MARKETING DIRECTOR
PRODUCTION			
- Property Marketing Materials; Preparation and Distribution of Post Cards; Property Brochures; Interactive Website	✓	✓	✓
- Marketing Plan: Preparation and Execution			
PROCUREMENT			
- Outreach to Brokers; Conduct Formal Presentations and Email Marketing	✓	✓	✓
- Specific Outreach to Local Investors: Conduct Formal Presentations; One-on-One Meetings			
- Outreach to National Investors: Execution of Marketing Plan			
- Build Tours: Conduct			
NEGOTIATION			
- Offers: Negotiation, Preparation and Distribution	✓	✓	✓
- Counter Proposals: Review and Respond			

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ACRE advisors understand that when selling investment real estate, price is a function of expososure. Sellling investment rea estate foes beyond pricing an asset. Marketing, advertising, and positioning an investment property are cruicial components to acheiving the greatest value. The following information provides a condensed version of the extensive tools and steps ACRE tales to sell client's properties to the most qualified buyer, at the highest price.



The ACRE Marketing Package

At our listing meeting, clients receive an in-depth marketing proposal. Once the client has listed the property with us, the marketing proposal is converted to a complete marketing package. This package is then forwarded to all ACRE agents and placed into our internal listing database. This package is then distributed as outlined in our marketing plan.

The Marketing Package contains the following:

- Real Estate Investment Details
- Property Description: Summary, Property Highlights, Photos, Maps, Ariel Photos, Floor Plans
- Sales Comparables - All recent sale comparables with Maps, Photos and Comparable Analysis
- Rent Comparables - All current rent comps to support the subjects market and current rents
- In-Depth Financial Analysis
- Investor Returns - Cash-on-Cash, IRR, Cash-In/Cash-Out, Loan Analysis, Return Projections
- Available Financing Options
- ACRE Team Bio and Track Record
- San Diego Demographic Information

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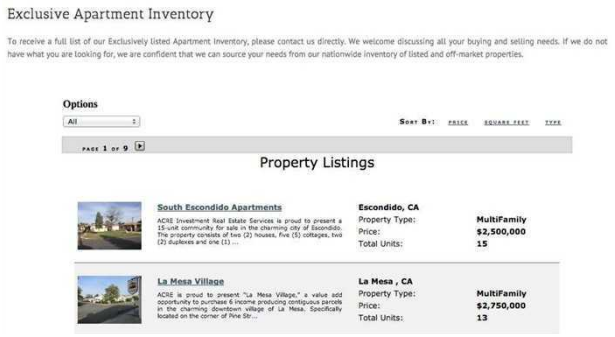
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HOSPITALITY OFFERING FOR SALE

INTERNAL MARKETING

ACRE INTRANET

All ACRE agents and representatives share information regarding every ACRE listing. Each listing is entered into our internal property database allowing all offices, agents and representatives access to marketing materials for each property. All agents have the ability to search through the ACRE property network and national database in order to match their investor's criteria with ACRE's inventory.



BROKER COOPERATION

Monthly sales meetings are offered to all qualified local and regional brokers. Meetings with the local broker community are presented at ACRE offices to share listings and better position ACRE listings among the competing pool of inventory. In addition, ACRE agents take part in monthly SDAR meetings where competing brokerage houses come together to share their listings and discuss the needs of their 1031 exchange buyers.



SALES PRESENTATION

New listings are presented in weekly office meetings with all three of our Southern California offices participating via teleconference. Professional Powerpoint presentations are prepared to inform each agent on how to best position the property for sale with perspective buyers.



DIRECT MARKETING

In-depth Marketing Packages and Executive Summaries are presented to the local and regional investment community to reach the broadest base of buyers. Once a Marketing Campaign has been created, professional marketing materials on each ACRE listing are sent to investors via direct mail. ACRE agent's share owner and investor data in efforts to leave no stone unturned when marketing properties. ACRE is proud to have the most comprehensive national apartment database in the country. Investor's receive marketing material that provides professional, colorful and thorough financials on the subject property. Mailers are followed up with a personal phone call to discuss the listing.



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ACRE Investment Real Estate Services

ADVERTISING

ACRE exposes each new listing to the marketplace beginning from day one. Reaching the broadest investor pool, ACRE's agents advertise listings in local, regional and national publications. From weekly ads in the Sunday's investment real estate section of the San Diego Union Tribune to The Los Angeles Times and The Wall Street Journal, our listings are viewed by a national audience. The following are a few examples of where we advertise listings, (with the seller's permission):



1. **CoStar Group National Listing Service**
2. **The San Diego Union Tribune - Sunday R.E.**
3. **Sandicor - MLS Commercial Properties**
4. **SanDiegoApartments.com**
5. **The Wall Street Journal**
6. **Loopnet - National Listing Service**
7. **The Los Angeles Times**
8. **AcreCommercial.com**
9. **S.D. Daily Transcript**

INTERNET

ACRE takes advantage of the internet's capability to reach a national investor audience. Through years of information collecting, ACRE has established one of the largest email advertising databases in the marketplace. With over 132,000+ nationally registered investor emails, ACRE can expose the asset to areas and investors unknown to our competition. Depending on the Marketing Campaign established with the owner, investors can simply visit AcreCommercial.com to download a Marketing

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CalDRE #01060001

PROFESSIONAL BACKGROUND

Craig Stewart has been working in the Commercial Brokerage Industry for over 34 years. A graduate of Cal Poly Pomona, Mr. Stewart earned a Master's Degree in International Business Administration. His investment experience began in Los Angeles, where he acquired apartment properties, refurbished, and improved cash flow through efficient management.

Upon earning an MBA from Cal Poly Pomona, Mr. Stewart took a position as Senior Vice President at Mail Boxes Etc./The UPS Store. As a co-founder of ACRE Investment Real Estate, Mr. Stewart's team is one of the highest volume commercial brokerage groups in San Diego.

EDUCATION

- Cal Poly Pomona - Master of International Business Administration
- Cal Poly Pomona - Bachelor of Science, Minor in Real Estate, Finance, and Law

MEMBERSHIPS

- Broker - California Real Estate License #01060001
- Member - SDAR & CAR
- CRASD - Dealmaker of the Year Award
- CoStar- Power Broker Award

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