

50 & 70 CASTILIAN DRIVE  
GOLETA (SANTA BARBARA), CALIFORNIA

NEW PRICING  
6.25% CAP IN PLACE

Two office buildings totaling  
129,523 SF on 8.69 acres

Fully single-tenant leased to  
AppFolio (Nasdaq: APPF)

Buildings are available separately  
or together

70 Castilian Dr is undergoing a  
complete interior remodel

Class A interiors with dynamic  
creative office features

Coastal Santa Barbara market  
with high barriers to entry

Castilian Technical  
Center

50 70 CASTILIAN DRIVE

 **Hayes**  
COMMERCIAL GROUP



# FOR SALE

50 & 70 Castilian Dr, Goleta CA | 100% NNN Leased Office Buildings | 129,523 SF on 8.69 acres

This rare opportunity presents two institutional-quality investment properties that are NNN-leased to a single, publicly-traded tenant. Located in the heart of a well-established hub for tech, engineering, and defense at the doorstep of a university renowned for innovations in science. The coastal Santa Barbara market is limited by high barriers to entry due to both geographic and regulatory growth constraints.

## 50 Castilian Dr

Price: \$12,200,000 (\$282 PSF)  
Cap Rate: 6.25% (actual, less vacancy & reserves)  
Building Size: 43,277 SF  
Parcel Size: 3.35 Acres

## 70 Castilian Dr

Price: \$24,600,000 (\$285 PSF)  
Cap Rate: 6.25% (actual, with credit for free rent)  
Building Size: 86,246 SF  
Parcel Size: 5.34 Acres

## 50 & 70 Castilian Dr (combined)

Combined Price: \$36,800,000 (\$284 PSF)  
Cap Rate: 6.25% (actual)  
Building Size: 129,523 SF  
Parcel Size: 8.69 Acres

**Zoning:** M-RP / BP  
**Property Type:** Office  
**Occupancy:** 100% leased  
**Tenant:** AppFolio, Inc (Nasdaq: APPF)  
**CSO:** Call listing agents



## INVESTMENT OVERVIEW

### LOCATION: Coastal Engineering and Technology Corridor

Situated near UCSB, Santa Barbara Airport, and US 101, these assets are ideally located to capitalize on Goleta's booming engineering and technology corridor and highly-educated population base. Raytheon, FLIR, Yardi Systems, Orbital ATK, Google, LogMeln, and many other engineering/tech firms are located nearby. Goleta is home to more than 100 defense contractors.

Note: To receive the detailed Offering Memorandum, please execute and submit the Confidentiality Agreement.

### Francois DeJohn

805.898.4365

fran@hayescommercial.com  
lic. 01144570

### Steve Hayes

805.898.4370

steve@hayescommercial.com  
lic. 00827640

### Greg Bartholomew

805.898.4395

greg@hayescommercial.com  
lic. 01131126





# FOR SALE

50 & 70 Castilian Dr, Goleta CA | 100% NNN Leased Office Buildings | 129,523 SF on 8.69 acres

## DRIVING DISTANCE TO...

101 Freeway Access	1.0 mi
Santa Barbara Airport	3.1 mi
UC Santa Barbara	2.3 mi
Goleta Commuter Amtrak	1.8 mi
Downtown Santa Barbara	10 mi
Los Angeles	105 mi

## NEIGHBORING BUSINESSES

1. Karl Storz Imaging
2. Apeel Sciences
3. Medtronic
4. Cottage Health
5. Deckers Outdoor
6. Mosely Systems
7. Curvature
8. TenCate Advanced
9. LGS Innovations
10. Transphorm
11. Calient Technologies
12. UCSB  
Rock West Solutions  
Mechanics Bank
13. Corning
14. Calient Technologies
15. Raytheon
16. Abaco Systems  
Autovitals
17. Toyon Research
18. Raytheon Vision Systems
19. FLIR Thermal Imaging



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



**FOR SALE**

50 & 70 Castilian Dr, Goleta CA | 100% NNN Leased Office Buildings | 129,523 SF on 8.69 acres

**Appfolio**<sup>TM</sup>

**Industry:** Software/SaaS

**NASDAQ:** APPF

**Market Cap:** Approximately \$2 billion

**Founded:** 2006

**IPO:** 2015

**Headquarters:** Goleta, California

**Employees:** 670+

AppFolio was founded in 2006 and offers software-as-a-service (SaaS) applications for vertical markets. AppFolio initially focused on Property Management. With the acquisition of MyCase in 2012, it expanded into the Law Practice Management industry. AppFolio purchased real estate software firm RentLinX in April 2015 and went public in June of that year.

**Lease Details**

	<u>50 Castilian Dr</u>	<u>70 Castilian Dr</u>
<b>Tenant:</b>	AppFolio, Inc	AppFolio, Inc
<b>Square Feet:</b>	43,277 SF	86,246 SF
<b>Lease Start:</b>	10/01/11	09/01/18
<b>Lease End:</b>	12/31/21	08/31/28*
<b>Monthly Base Rent:</b>	\$68,344.59	\$133,681.30
<b>Base Rent PSF:</b>	\$1.58	\$1.55
<b>Increase Date:</b>	03/01/19	09/01/19
<b>Rent Increases:</b>	CPI, 2-5%	3% fixed
<b>Security Deposit:</b>	\$62,751.65	\$133,681.30
<b>Options:</b>	Two 3-yr @ FMV	Two 5-yr @ FMV
<b>Parking</b>	140 spaces	263 spaces
<b>Lease Type:</b>	NNN	NNN

\* Tenant has one-time right to terminate on 9/1/26, with at least 6 months notice and payment of unamortized brokerage fees and TI's.

AppFolio's recent awards and accolades include:

- **Deloitte Technology Fast 500 Award**, which recognizes the fastest growing technology companies in North America.
- **Gold IT World Award** for Cloud Computing/SaaS
- **Silver Stevie® Award for Computer Software** - Employer of the Year
- **Silver Best in Biz Award** for Most Customer-Friendly Company of the Year

Note: To receive the detailed Offering Memorandum, please execute and submit the Confidentiality Agreement.

**Francois DeJohn**

805.898.4365

fran@hayescommercial.com  
lic. 01144570

**Steve Hayes**

805.898.4370

steve@hayescommercial.com  
lic. 00827640

**Greg Bartholomew**

805.898.4395

greg@hayescommercial.com  
lic. 01131126



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



# FOR SALE

50 & 70 Castilian Dr, Goleta CA | 100% NNN Leased Office Buildings | 129,523 SF on 8.69 acres

## SITE FEATURES



Note: To receive the detailed Offering Memorandum, please execute and submit the Confidentiality Agreement.

**Francois DeJohn**  
805.898.4365  
fran@hayescommercial.com  
lic. 01144570

**Steve Hayes**  
805.898.4370  
steve@hayescommercial.com  
lic. 00827640

**Greg Bartholomew**  
805.898.4395  
greg@hayescommercial.com  
lic. 01131126



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

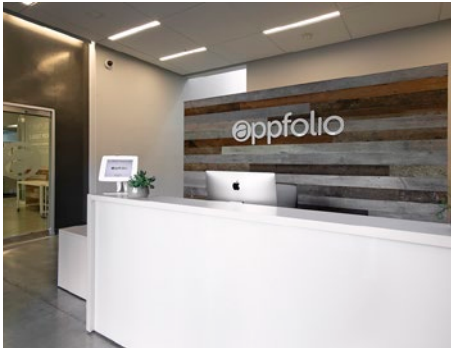


**FOR SALE**

50 & 70 Castilian Dr, Goleta CA | 100% NNN Leased Office Buildings | 129,523 SF on 8.69 acres

## BUILDING FEATURES

## 50 Castilian Drive



<b>Address:</b>	50 Castilian Dr, Goleta, CA
<b>Project Name:</b>	Castilian Technical Center
<b>APN:</b>	073-330-019
<b>Rentable SF:</b>	43,277 SF
<b>Land Area:</b>	3.35 acres / 145,926 SF
<b>Zoning:</b>	M-RP / BP
<b>Year Built:</b>	1999, remodeled 2011-2017
<b>Construction:</b>	Concrete tilt
<b>Roof Age:</b>	Replaced 2018
<b>Elevator:</b>	Yes
<b>Sprinklers:</b>	Yes, throughout
<b>HVAC:</b>	Throughout, replaced 2018
<b>Restrooms:</b>	One large set per floor
<b>Ceiling Height:</b>	10-14'
<b>Parking:</b>	3.23/1,000 SF
<b>Loading:</b>	Ground-level roll-up was replaced with glass
<b>Amenities:</b>	Project includes on-site basketball court, walking trail, and picnic tables

*Note: To receive the detailed Offering Memorandum, please execute and submit the Confidentiality Agreement.*

**Francois DeJohn**

**805.898.4365**

fran@hayescommercial.com  
lic. 01144570

**Steve Hayes**

**805.898.4370**

steve@hayescommercial.com  
lic. 00827640

**Greg Bartholomew**

**805.898.4395**

greg@hayescommercial.com  
lic. 01131126



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

6

**FOR SALE**

50 & 70 Castilian Dr, Goleta CA | 100% NNN Leased Office Buildings | 129,523 SF on 8.69 acres

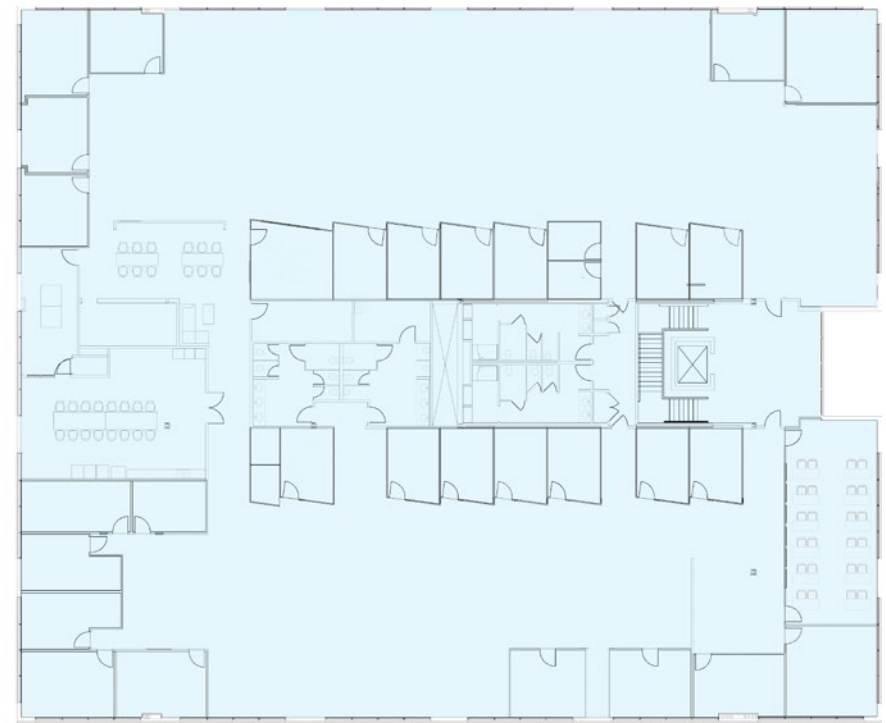
## FLOOR PLANS

## 50 Castilian Drive

### First Floor



### Second Floor



Not to scale.

*Note: To receive the detailed Offering Memorandum, please execute and submit the Confidentiality Agreement.*

**Francois DeJohn**  
805.898.4365  
fran@hayescommercial.com  
lic. 01144570

**Steve Hayes**  
805.898.4370  
steve@hayescommercial.com  
lic. 00827640

**Greg Bartholomew**  
805.898.4395  
greg@hayescommercial.com  
lic. 01131126



**FOR SALE**

50 & 70 Castilian Dr, Goleta CA | 100% NNN Leased Office Buildings | 129,523 SF on 8.69 acres

## BUILDING FEATURES

## 70 Castilian Drive



<b>Address:</b>	70 Castilian Dr, Goleta, CA
<b>Project Name:</b>	Castilian Technical Center
<b>APN:</b>	073-330-022
<b>Rentable SF:</b>	86,246 SF
<b>Land Area:</b>	5.34 acres / 232,610 SF
<b>Zoning:</b>	M-RP / BP
<b>Year Built:</b>	2000, remodeled 2018-2019
<b>Construction:</b>	Concrete tilt
<b>Roof Age:</b>	Replaced 2018-2019
<b>Elevator:</b>	Yes
<b>Sprinklers:</b>	Yes, throughout
<b>HVAC:</b>	Throughout, replaced 2018-2019
<b>Restrooms:</b>	One large set per floor
<b>Ceiling Height:</b>	10-14'
<b>Parking:</b>	3.05/1,000 SF
<b>Loading:</b>	Two ground-level roll-up doors
<b>Amenities:</b>	Project includes on-site basketball court, walking trail, and picnic tables

*Note: To receive the detailed Offering Memorandum, please execute and submit the Confidentiality Agreement.*

**Francois DeJohn**  
805.898.4365  
fran@hayescommercial.com  
lic. 01144570

**Steve Hayes**  
805.898.4370  
steve@hayescommercial.com  
lic. 00827640

**Greg Bartholomew**  
805.898.4395  
greg@hayescommercial.com  
lic. 01131126



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



FLOOR PLANS

70 Castilian Drive

First Floor



*Note: This floor plan predates AppFolio's complete interior remodel of the building, which is currently in progress.*

Not to scale.

*Note: To receive the detailed Offering Memorandum, please execute and submit the Confidentiality Agreement.*

**Francois DeJohn**  
805.898.4365  
fran@hayescommercial.com  
lic. 01144570

**Steve Hayes**  
805.898.4370  
steve@hayescommercial.com  
lic. 00827640

**Greg Bartholomew**  
805.898.4395  
greg@hayescommercial.com  
lic. 01131126





FLOOR PLANS

70 Castilian Drive

Second Floor



*Note: This floor plan predates AppFolio's complete interior remodel of the building, which is currently in progress.*

Not to scale.

*Note: To receive the detailed Offering Memorandum, please execute and submit the Confidentiality Agreement.*

**Francois DeJohn**  
805.898.4365  
fran@hayescommercial.com  
lic. 01144570

**Steve Hayes**  
805.898.4370  
steve@hayescommercial.com  
lic. 00827640

**Greg Bartholomew**  
805.898.4395  
greg@hayescommercial.com  
lic. 01131126





# CONFIDENTIALITY AGREEMENT

50 & 70 Castilian Dr, Goleta, CA

In connection with the proposed sale ("Proposed Sale") of the property commonly known as 50 and 70 Castilian Dr, Goleta, California ("Property"), Hayes Commercial Group ("Broker"), on behalf of Nassau Land Company, LP ("Seller"), is delivering to \_\_\_\_\_ ("Accepting Party"), certain information that is confidential and/or proprietary in nature (collectively, the "Confidential Information").

As used herein, "Confidential Information" means all data, reports, interpretation, forecasts, records and other information concerning or relating to the potential transaction or the Property including any offering material and/or broker correspondence, which is not available to the general public and which we, our affiliates or representatives may provide to you in the course of your potential purchase of the Property, together with analyses, compilations, studies or other documents, whether or not prepared by us which contain or otherwise reflect such information. Notwithstanding the foregoing, Confidential Information shall not include (i) information which was already in your possession prior to the date hereof, (ii) information which is obtained by you from a third person who is not prohibited from transmitting the information to you, or (iii) information that is publicly available.

By entering into this Confidentiality Agreement ("Agreement") and accepting the Confidential Information, Accepting Party agrees as follows:

Except for the sole purpose of evaluating the possible acquisition of the Property by Accepting Party, the Confidential Information will not be used for any other purpose, including, without limitation, for the purpose of contacting the Seller's tenants or soliciting additional buyers. Accepting Party shall not photocopy or duplicate the Confidential Information and shall keep all Confidential Information strictly confidential; provided, however, that such Confidential Information may be delivered to such persons or entities who because of their involvement with the Proposed Sale need to know such information for the purpose of giving advice with respect to, or consummating, the Proposed Sale (all of whom are collectively referred to as "Related Parties").

Related Parties shall be informed by Accepting Party of the confidential nature of such information and shall be directed by Accepting Party (and Accepting Party shall cause such Related Parties) to keep all such information in the strictest confidence and to use such information only in connection with the Proposed Sale and in accordance with the terms of this Agreement. In all events, Accepting Party shall be liable for any breach of the obligations of confidentiality in this agreement by any Related Parties or by any other person or entity to whom Prospective Purchaser discloses the Confidential Information. If Accepting Party does not purchase the Property, or upon request of Seller, Accepting Party will promptly deliver to Seller all Confidential Information furnished, whether furnished before or after the date of this Agreement, without retaining copies thereof.

Accepting Party shall not (i) disclose the fact that discussions or negotiations are taking place concerning the possible acquisition of the Property or any of the terms thereof, or (ii) conduct any discussions, negotiations or make any inquiries concerning the possible acquisition of the Property with any other person or entity except for Seller and Listing Broker, except as may be permitted by the preceding paragraphs, or except as may be required by law. The parties shall be bound by this Agreement until the earlier of one (1) year from: (a) the date of this Agreement, or (b) the date that the Transaction is closed and/or the Property is sold by the Seller, unless otherwise extended by the parties in writing.

In the event that Accepting Party or Related Party becomes legally compelled to disclose all or any part of

the Confidential Information, Accepting Party will provide Seller with prompt written notice so that Seller may seek a protective order or other appropriate remedy and/or waive compliance with the provisions of this Agreement. In the event that such protective order or other remedy is not obtained, or that Seller waives compliance with the provisions of this Agreement, Accepting Party will furnish only that portion of the Confidential Information which is legally required and will exercise best efforts to obtain reliable assurance that confidential treatment will be accorded the Confidential Information.

Accepting Party acknowledges that remedies at law may be inadequate to protect against breach of this Agreement, and Accepting Party hereby agrees in advance to the granting of injunctive relief in Seller's favor without proof of actual damages, in addition to any other remedies available at law or in equity. Accepting Party shall reimburse Seller for all costs and expenses, including reasonable attorney's fees incurred by Seller in successfully enforcing Accepting Party's obligations under this Agreement.

Seller makes no representations or warranties as to the accuracy or completeness of the Confidential Information or that actual results will conform to any projections. Seller expressly disclaims any and all liability for representations or warranties, expressed or implied, contained in the Confidential Information, or in any other written or oral communications transmitted or made available to Accepting Party by Seller.

Seller is under no legal obligation of any kind whatsoever with respect to the Proposed Sale by virtue of this Agreement, except for the matters specifically agreed to herein. Seller and Broker each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the property and/or terminate discussions with any entity at any time with or without notice. Seller shall have no legal commitment or obligations to any entity reviewing the Evaluation Material or making an offer to purchase the property unless and until a written agreement for the purchase of the property has been fully negotiated, executed, and delivered.

Accepting Party agrees to indemnify, defend and hold Broker and Seller and their respective members, partners, managers, officers, employees, affiliates, successors and assigns harmless against all claims, losses and/or damages resulting from Accepting Party's breach of this agreement, as well as any breach thereof by Accepting Party's Related Parties or consultants.

This Agreement shall be governed by and construed in accordance with the laws of the State in which the Property is located, which is applicable to contracts made and to be performed wholly within such State.

Please acknowledge your agreement to and acceptance of the foregoing by signing where indicated below and returning one (1) executed copy to our attention.

ACCEPTED AND AGREED effective as of \_\_\_\_\_, 2019

PRINCIPAL

BROKER

By: \_\_\_\_\_

By: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Company: \_\_\_\_\_

Tel: \_\_\_\_\_

Tel: \_\_\_\_\_

Email: \_\_\_\_\_

Email: \_\_\_\_\_

Deliver to the attention of:

**Francois DeJoh**

**805.898.4365**

fran@hayescommercial.com

lic. 01144570

**Steve Hayes**

**805.898.4370**

steve@hayescommercial.com

lic. 00827640

**Greg Bartholomew**

**805.898.4395**

greg@hayescommercial.com

lic. 01131126



Mailing address: Hayes Commercial Group, 222 E Carrillo St, Suite 101, Santa Barbara, CA 93101. Fax: 805-898-4360