SCOTT PIPER

RANCH AND LUXURY REAL ESTATE

THE EXCEDENTE PORTFOLIO

THE ART OF EXTRACTING PREMIUM RETURNS FROM A MARKET THAT STOPPED EXPECTING THEM

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YOU CANNOT PERFORM ALCHEMY IN A GOLDEN MARKET

Oakland's challenges are not a secret. Any investor who has spent time in the Bay Area knows the city's reputation — and some of it is earned. What is less understood is that those same conditions created the environment in which this portfolio was built. This owner did not find premium rents in Oakland because the market handed them to him. **He built the product, applied the discipline, and extracted returns that the surrounding market can not explain.**

And now the market is beginning to move. In August 2026, Jeff Bezos' AI startup Project Prometheus signed a lease for 100,000 square feet in West Oakland. Tesla followed with 40,000 square feet at the same campus. Behring Capital announced plans for an AI data center in downtown Oakland, anchoring a 1.3-million-square-foot innovation campus on Broadway. These are not speculative bets. These are committed capital decisions by operators who do not make casual moves.

Across the Bay, San Francisco apartment rents rose 14% in four months. The AI workforce driving that surge needs somewhere to live that is not $5,000 a month for a one-bedroom. Oakland is 20 minutes from downtown San Francisco by BART. It always has been. **What is different today is the employers are now coming to Oakland.**

Oakland's Director of Economic Development put it plainly: when San Francisco booms, Oakland follows. There is always a lag. The question for an investor is not whether Oakland will benefit from the AI economy reshaping the Bay Area. **The question is whether you want to be positioned before that lag closes — or after.**

The Excedente Portfolio is already there. The product is built. The rents are proven. The remaining upside is documented and executable. **The timing has met the preparation for a golden opportunity.**

SOURCES:

The Oaklandside — Is a data center coming to downtown Oakland? https://oaklandside.org/2026/08/17/oakland-data-center-ai-tesla-bezos/

The Real Deal San Francisco — Jeff Bezos' AI company plants flag in Oakland as demand spills over https://therealdeal.com/san-francisco/2026/08/12/jeff-bezos-project-prometheus-ai-startup-settles-in-oakland/

SF Standard — Will the AI boom in SF cause another housing crisis in Oakland? https://oaklandside.org/2026/06/04/oakland-artificial-intelligence-ai-housing-rents-san-francisco/

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2300 Fruitvale

8 Apartments | $1.8M

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2300 FRUITVALE

8 Apartments | $1.8M

PROPERTY HIGHLIGHTS

- Two-building corner asset with mature Italian cypress screening and custom iron perimeter fencing — a physical presence that sets the standard for the block
- Keyfob-secured entry gates front and rear with enclosed parking between buildings
- Built-in secure package drop at the perimeter fence — a practical amenity that drives tenant retention
- Fully upgraded units feature large-format slate tile throughout, recessed lighting, ductless mini-split climate control, and in-unit LG stacked washer/dryer
- Kitchens finished with quartz countertops and backsplash, white shaker cabinetry, Samsung stainless appliances, wine refrigerator, and dishwasher
- Bathrooms finished with floor-to-ceiling wood-grain tile, frameless glass shower enclosures, rain head fixtures, floating vanities, and designer fixtures throughout
- 6 of 8 units unimproved — representing the highest concentration of executable upside in the portfolio

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SUMMARY & FINANCIAL OVERVIEW

INVESTMENT SUMMARY

The property offers stable in-place income with meaningful upside through strategic interior renovations, operational efficiencies, and continued professional management. Exterior, common areas, and infrastructure extensively renovated.

PROPERTY SNAPSHOT

Property Name	2300 Fruitvale
Building Size	5,200 SF
Lot Size	6800 SF
Unit Count	8
Unit Type	7 x 1BD 1 x 2BD
Offer Price	$1.8M

$13,225.28
CURRENT MONTHLY RENT

$22,010.00
MARKET MONTHLY RENT

$450,000.00
EST. UPGRADE COST

9.2%
FULLY IMPROVED CAP RATE

RENT SUMMARY

UNIT	STATUS	TYPE	SIZE (SF)	CURRENT RENTS (MONTHLY)	MARKET RENT	COST TO UPGRADE	COUPON PAYMENT ROI	FULLY IMPROVED CAP RATE
2300	Rented	1BD	650	$1,108.82	$2,595.00	$75,000.00	22%	
2302	Rented	2BD	650	$1,352.94	$2,995.00	$75,000.00	23%	
2304	Rented	1BD	650	$1,105.20	$2,595.00	$75,000.00	22%	
2306	Rented	1BD	650	$2,595.00	$2,595.00	Upgraded		
3204	Rented/Sec8	1BD	650	$1,540.00	$2,595.00	$75,000.00	15%	
3206	Rented	1BD	650	$2,363.85	$2,595.00	Upgraded		
3208	Rented	1BD	650	$1,279.80	$2,595.00	$75,000.00	19%	
3210	Rented	1BD	650	$1,129.67	$2,595.00	$75,000.00	22%	
Parking	Rented	A		$250.00	$250.00	$0.00		
Parking	Rented	B		$250.00	$250.00	$0.00		
Parking	Rented	C		$0.00	$250.00	$0.00		
Parking		D		$250.00	$250.00	$0.00		
Parking		E		$0.00	$250.00	$0.00		
TOTALS				**$13,225.28**	**$22,010.00**	**$450,000.00**		**9.2%**

EXPENSE SUMMARY (ANNUAL)

UNIT	ANNUAL AMOUNT	EXPENSE CATEGORY	AMOUNT TOTAL
Real Estate Tax (1.44%)	$25,920.00	Waste Management	$8,000.00
Yearly Special Assessment (Oakland)	$0.00	Maintenance & Repairs	$0.00
Yearly Rent Adjust Board Fees & Business Tax	$544.00	Superintendent	$5,000.00
Yearly Property Management Fees	$0.00	Business License & Other Fees	$1,194.00
Insurance	$4,925.00	PG&E	$0.00
Water & Sewer	$10,500.00		
TOTAL ANNUAL OPERATING EXPENSES			**$56,083.00**

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ABOUT SCOTT

For more than 30 years, I have served buyers and sellers of ranches, wineries, luxury homes, and unique properties throughout the greater East Bay.

My approach combines market knowledge, disciplined analysis, and creative strategy to position every property for maximum value. I believe exceptional real estate is about more than location or price-it's about preparation, presentation, and the relationships that create lasting results.

WHY CLIENTS CHOOSE SCOTT

- 30+ YEARS OF EXPERIENCE
- LUXURY & INVESTMENT SPECIALIST
- STRATEGIC MARKETING THAT DELIVERS
- EXTENSIVE PROFESSIONAL NETWORK
- PROVEN NEGOTIATION EXPERIENCE
- PERSONALIZED CLIENT SERVICE

LET'S START THE CONVERSATION

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