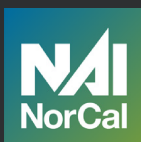


PROPOSAL



**814 York St**  
VALLEJO, CA 94590



**Berger & Associates**  
NAINORCAL.COM

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CalDRE #01868467

# Confidentiality & Disclosure

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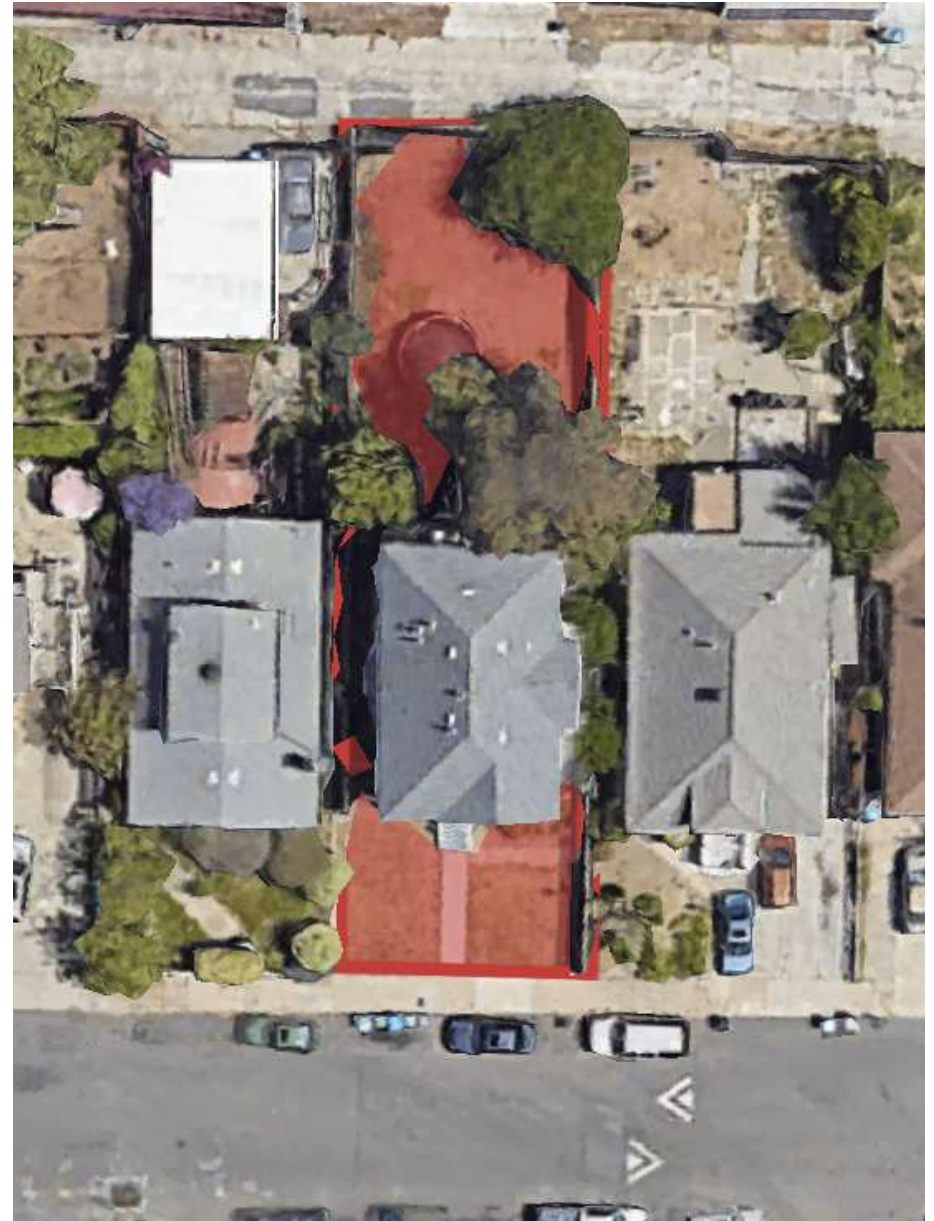
The information contained in the following investment summary is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from NAI Northern California Investment Real Estate Brokerage and should not be made available to any other person or entity without the written consent of the broker. This investment summary has been prepared to provide concise, unverified information to prospective purchasers and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. The broker has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property; the future projected financial performance of the property; the size and square footage of the property and improvements; the presence or absence of contaminating substances, PCBs, or asbestos; the compliance with state and federal regulations; the physical condition of improvements thereon; the financial condition or business prospects of any tenant; or any tenant's plans or intentions to continue occupancy of the subject property.

The information contained in this marketing brochure has been obtained from sources we believe to be reliable. However, the broker has not verified, and will not verify, any of the information contained herein, nor has the broker conducted any investigation regarding these matters, and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential purchasers must take appropriate measures to verify all of the information set forth herein.

# Table of Contents

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PROPERTY INFORMATION	<b>4</b>
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A two-story white house with a gabled roof and a front porch. The house has several windows, some with satellite dishes mounted on the exterior. The porch has a white railing and a set of stairs leading up to the entrance. The house is surrounded by trees and a fence.

SECTION 1

# Property Information

# Executive Summary

SALE PRICE

**\$699,000**

BUILDING SIZE

**2,582 SF**

MARKET CAP RATE

**6.43%**

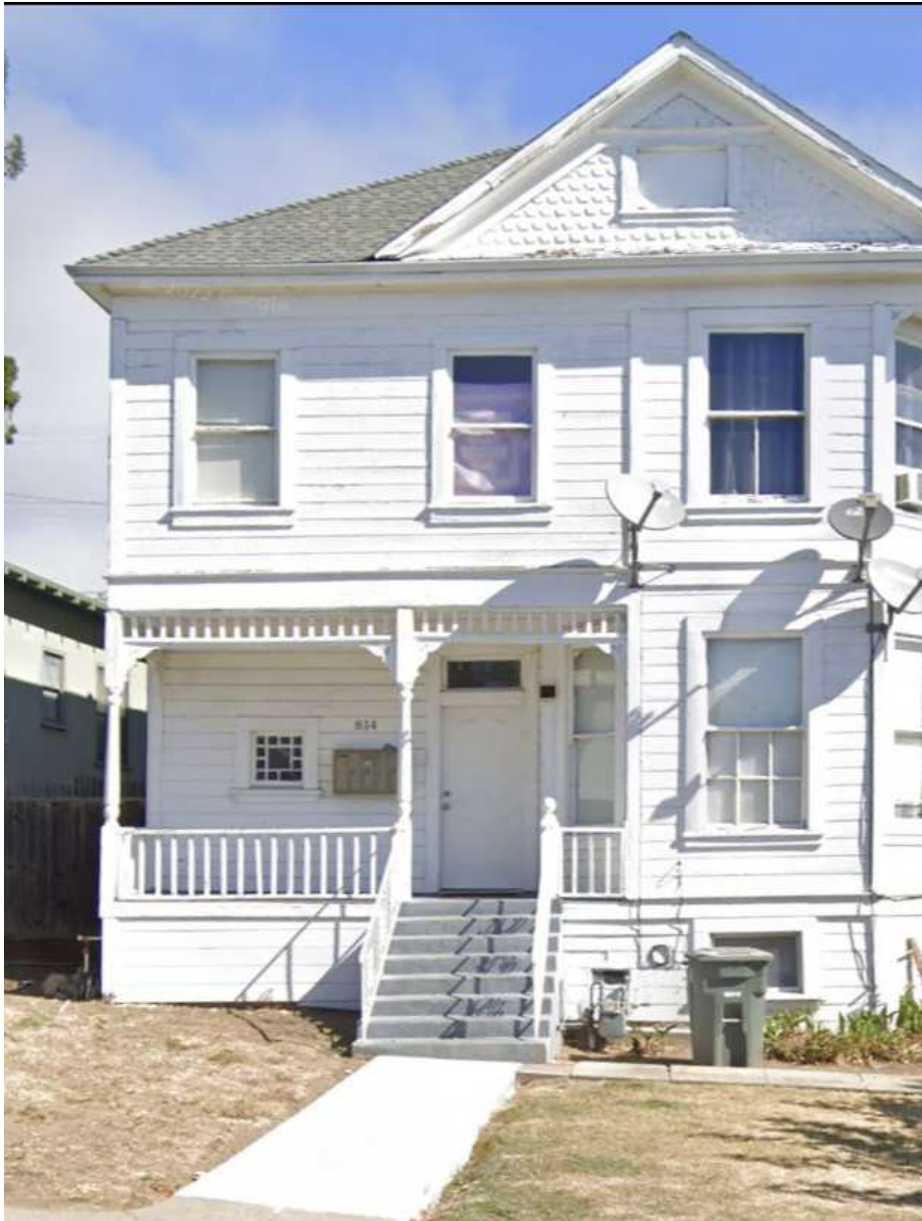
## Other Details

<b>Offering Price:</b>	\$699,000
<b>Price / Unit:</b>	\$174,750
<b>Price / SF:</b>	\$270.72
<b>Number of Units:</b>	4
<b>Market NOI:</b>	\$56,885.24
<b>Market GRM:</b>	8.39
<b>Market Cap Rate:</b>	8.97
<b>Market Cash-on-Cash:</b>	8.36
<b>Building Size:</b>	2,582 SF
<b>Lot Size:</b>	5,850 SF
<b>Year Built:</b>	1905

## Property Highlights

- (2) 1b/1b & (2) Large Studios - 1 unit Is Vacant, 1 unit MTM, 2 Units Year Lease
- Perfect opportunity for fixers looking to get a below market value-add deal in a great location
- Ample Yard Space & Parking
- Minimal Deferred Maintenance on Interior
- Beautiful Victorian Style Architecture Surrounded by Similar Style Buildings
- Ideal Vallejo Location - Great Neighborhood!
- Owner-Occupy Opportunity
- Value-add Opportunity
- Only 2 minutes from the San Francisco Bay Ferry (0.4 miles), close to Downtown
- New Owners Can Implement RUBS Upon Turnover, Keeping Expenses Minimal
- Current Tenants Pay PG&E
- High Cap Rate Cash-Flowing Deal with Strong Upside in the Rents

# Property Description



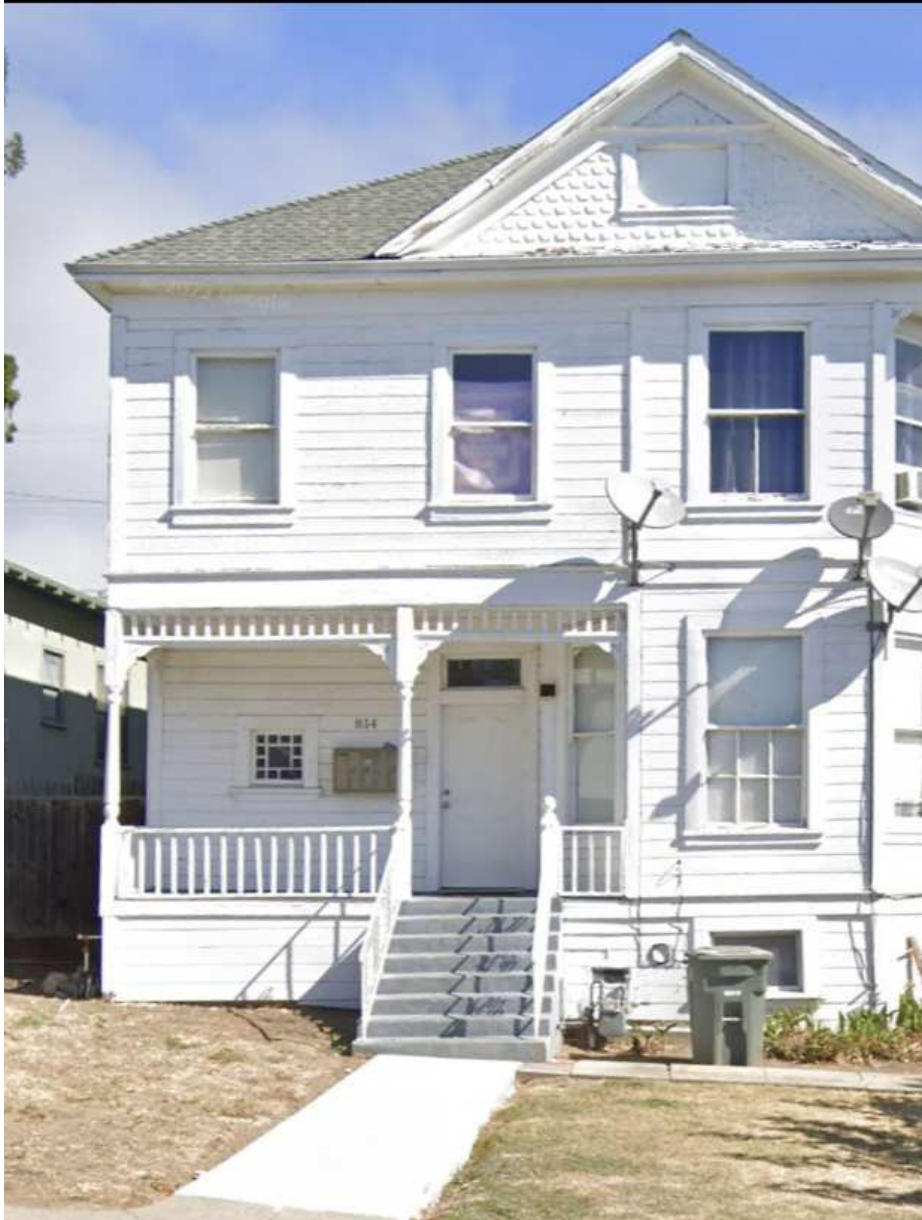
## Property Description

Berger & Associates of NAI Northern California welcomes the exclusive sale of 814 York Street in Vallejo, CA. The Victorian-style fourplex property consists of two 1b/1b units and two large studio units on a large 6,000sqft lot. Each unit is separately metered for PG&E. New owners have the ability to implement a Reimbursement Utility Billing System to keep expenses low. Additionally, tenants enjoy a large backyard area and off-street parking. 1 unit is vacant making this is a perfect opportunity for new/experienced investors to charge market rate rents or an owner-user to occupy the space. One of the occupied units is month-to-month. 814 York St. is one of the most conveniently placed properties in Vallejo as it close to commuting routes such as the SF Ferry (0.4mi), Sonoma Blvd (0.1mi), Interstate 80 (1.5mi), i-780 (1.2mi), and the Carquinez Bridge (2.8mi). Owners and tenants also have the pleasure of easy access to national retailers, grocery outlets, restaurants, and Vallejo's downtown amenities. The placement of 814 York St. provides a unique opportunity for Owners to market vacancies as Vallejo has a population of about 125,000 making it one of the most populous cities in the North Bay. Additionally, Vallejo drives heavy foot traffic from Six Flags Discovery Kingdom, Children's Wonderland Park, and the fact that it hosts one of the few Naval Ports on the West Coast.

## Location Description

Vallejo is located in Southern Solano County, 30 miles from San Francisco and 15 miles south of Napa. Vallejo boasts beautiful water and city views and excellent public transportation, including ferry service to San Francisco. In addition, the property's residents enjoy proximity to a diverse range of grocers, restaurants, parks, and public services within walking distance. 814 York St. is located in a quiet residential neighborhood blocks from the Downtown Design & Architectural Heritage Districts of Vallejo. Additionally, the San Francisco Bay Ferry is located less than half a mile from the property.

# Complete Highlights



## Property Highlights

- (1) 1b/1b & (3) Large Studios - 1 units VACANT, 1 unit MTM
- Priced to Sell - Perfect for Owner/Users or Fixers looking to get a below market value deal in a great location
- Ample Yard Space & Parking
- Minimal Deferred Maintenance on exterior
- Beautiful Victorian Style Architecture Surrounded by Similar Style Buildings
- Ideal Vallejo Location - Great Neighborhood!
- Owner-Occupy Opportunity
- Value-add Opportunity
- Only 2 minutes from the San Francisco Bay Ferry (0.4 miles), close to Downtown
- New owners can implement RUBS for new tenants, keeping expenses minimal
- Current tenant pays PG&E

# Exterior Photos

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# Entrance Photos

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# Entrance Stairway - Updated Carpet

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# Unit A Studio

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# Unit A - Kitchen

---



# Unit A - Bathroom

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## Unit A - Utility Room

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# Large Yard

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# Unit B - Studio

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## Unit B - Kitchen

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## Unit B - Storage Room & Bathroom

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# Unit C - Living Room



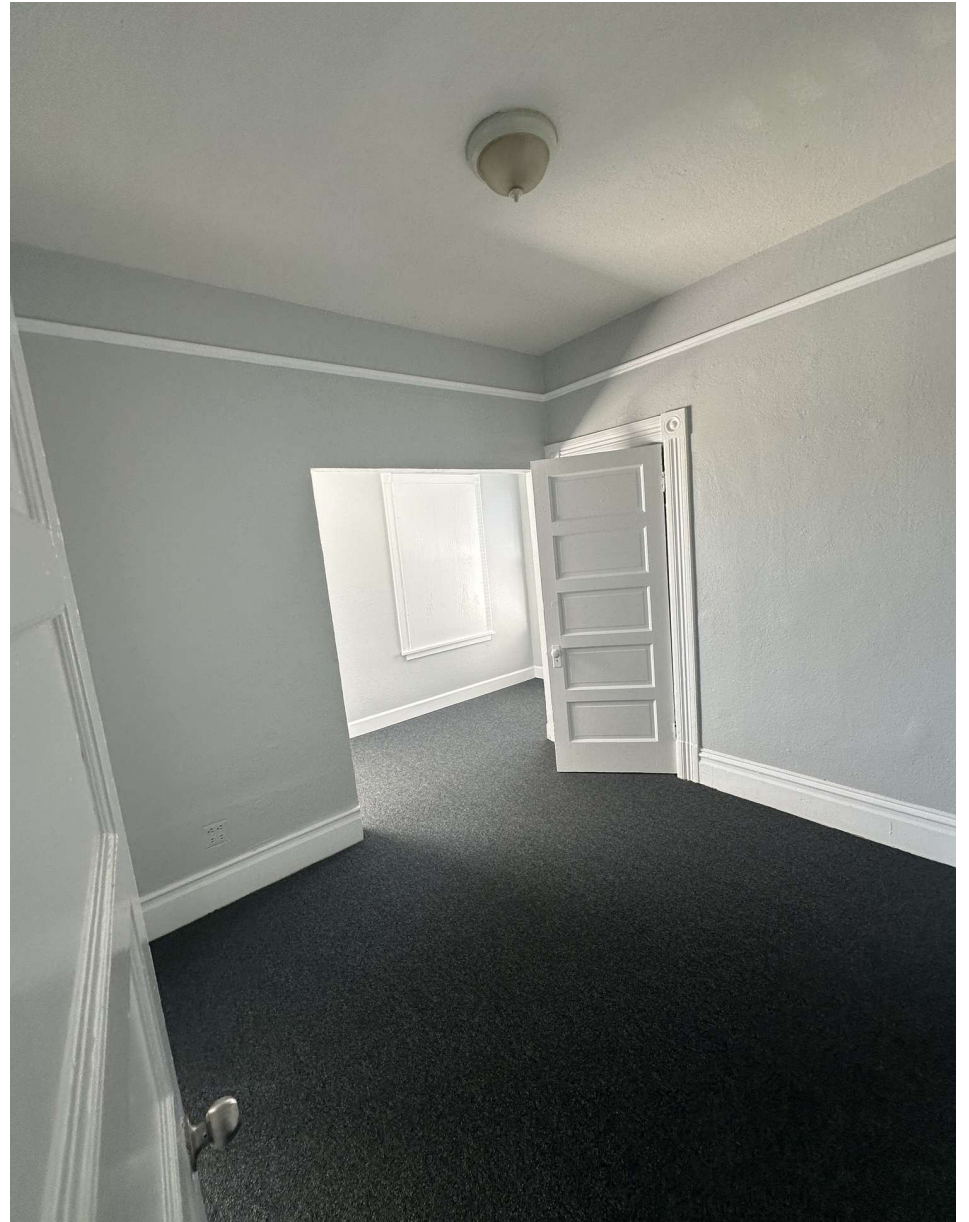
# Unit C - Kitchen

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## Unit C - Bedroom

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# Unit C - Bathroom



## Exterior - Crawl Space Access

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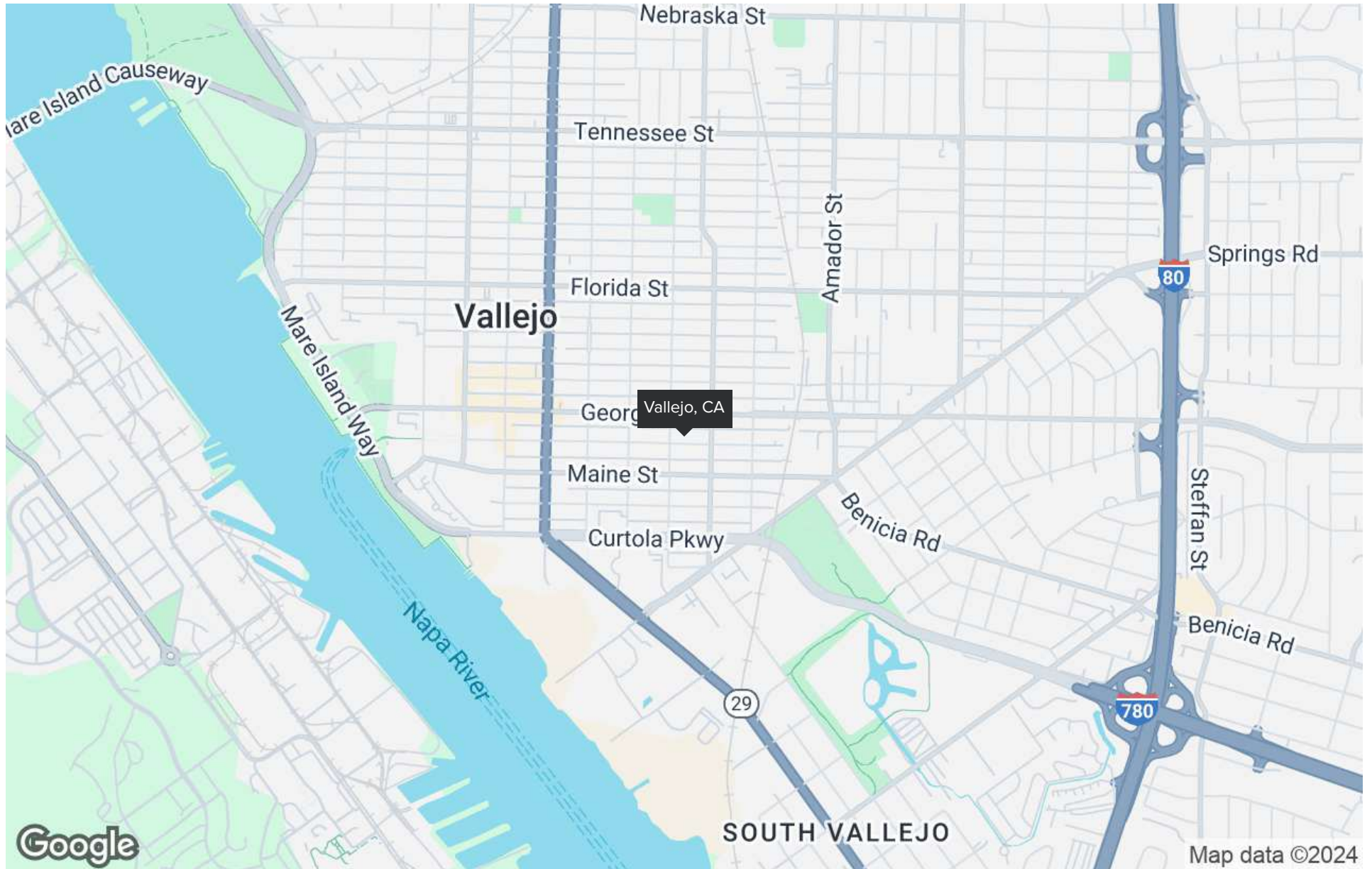
A two-story white house with a gabled roof and a front porch. The house has several windows, some with satellite dishes mounted on the exterior walls. The porch has a white railing and a set of stairs leading up to the entrance. The house is surrounded by a lawn and some trees.

SECTION 2

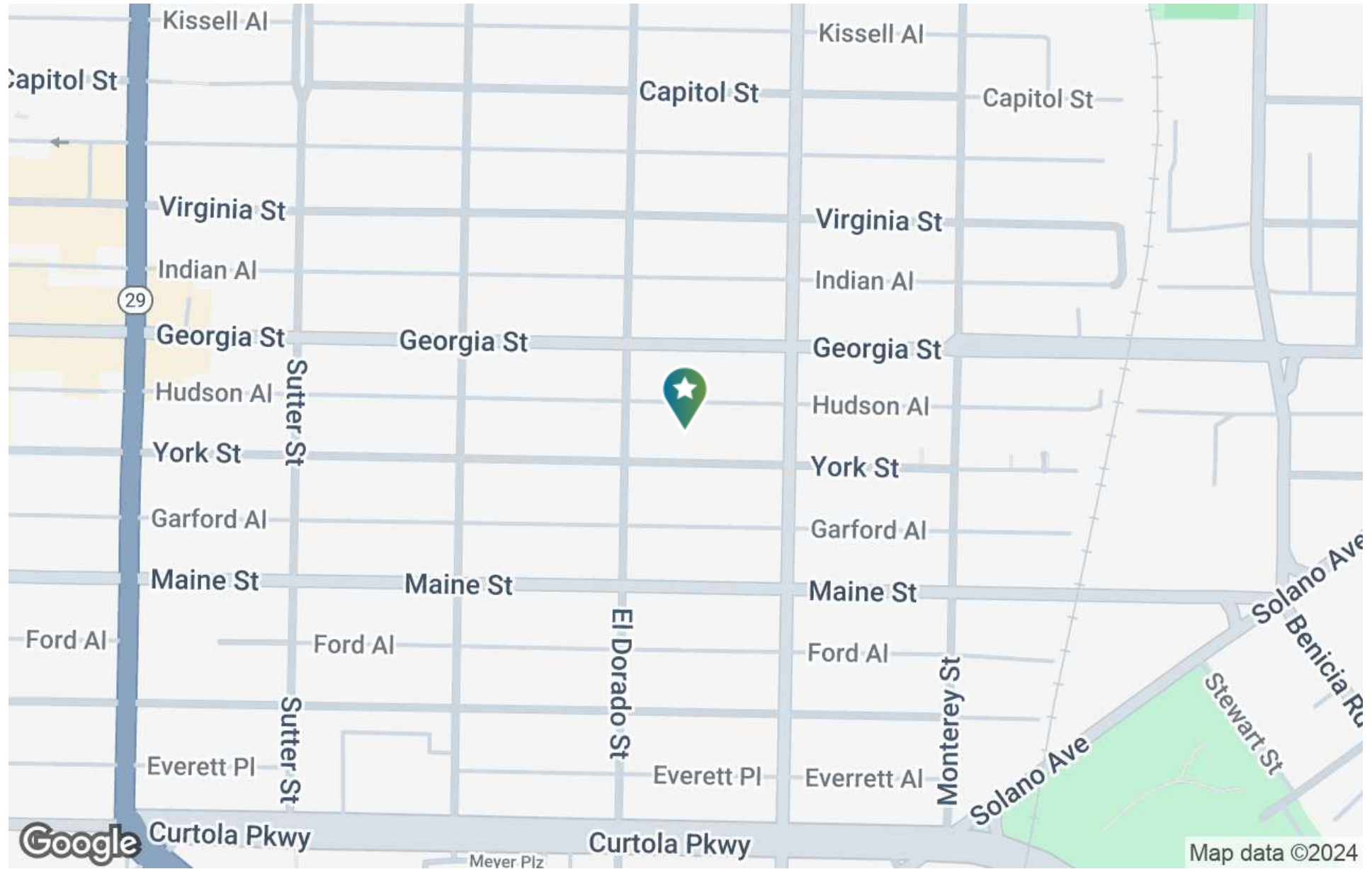
# Location Information



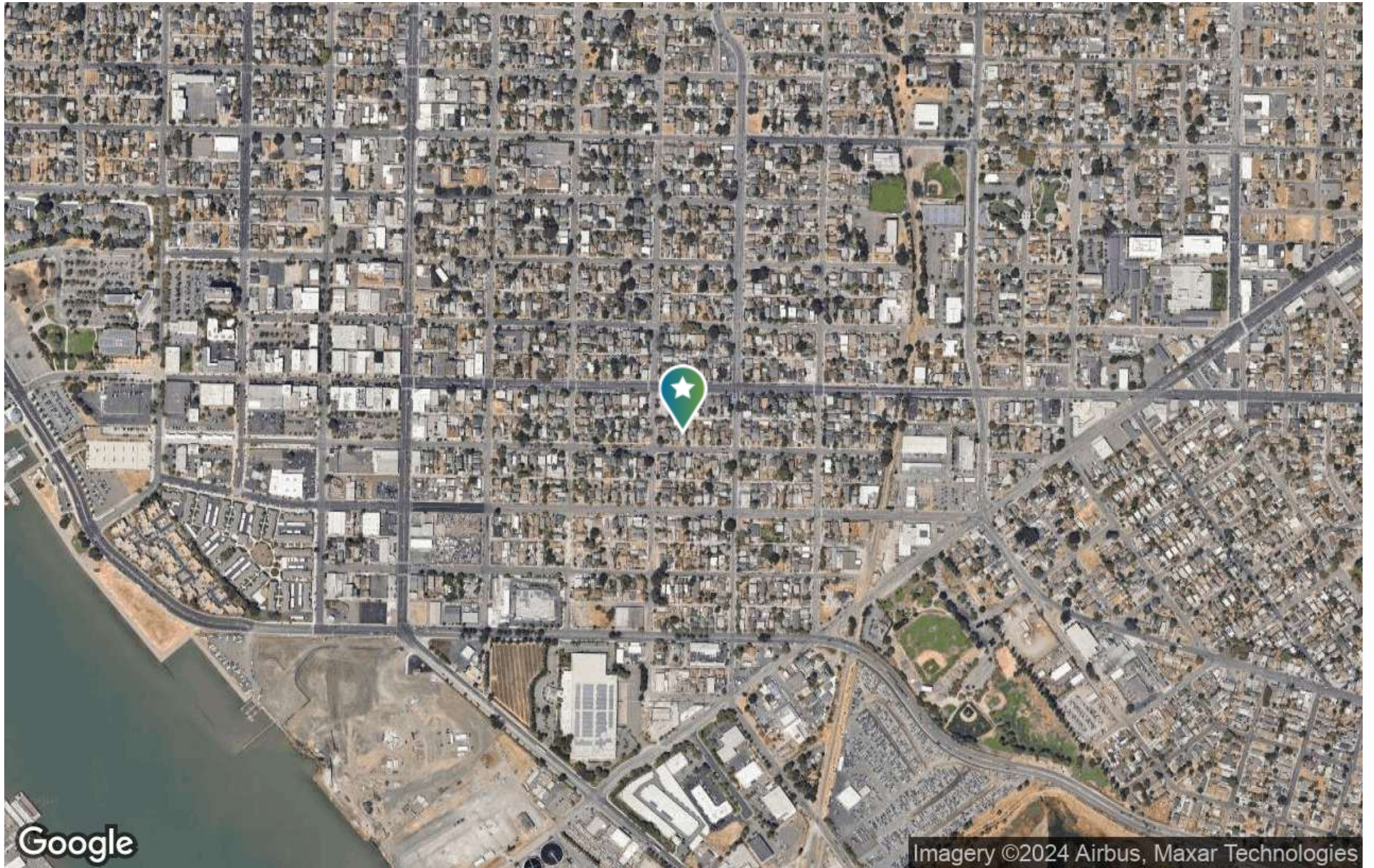
# Regional Map



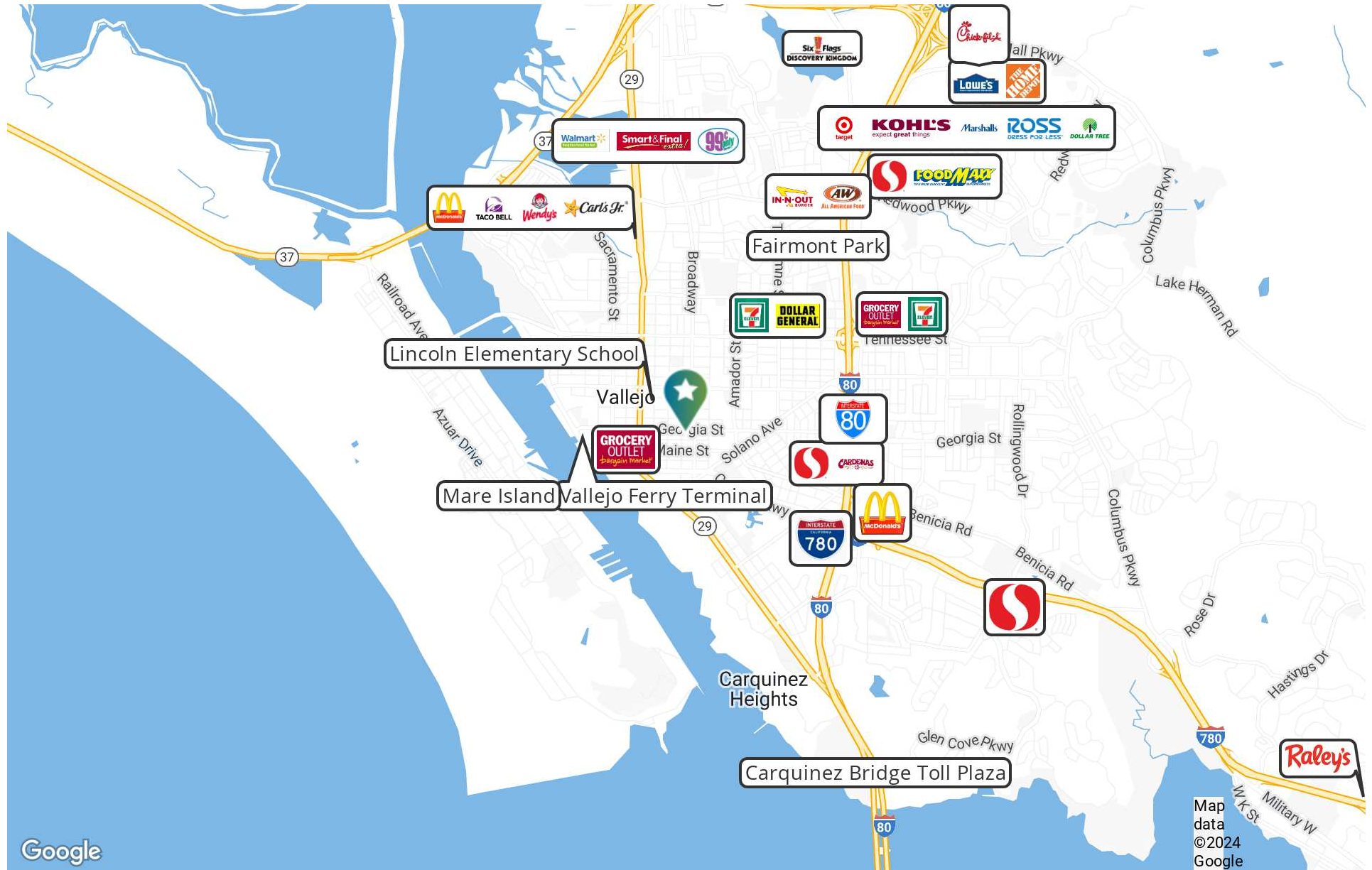
# Location Map



# Aerial Map



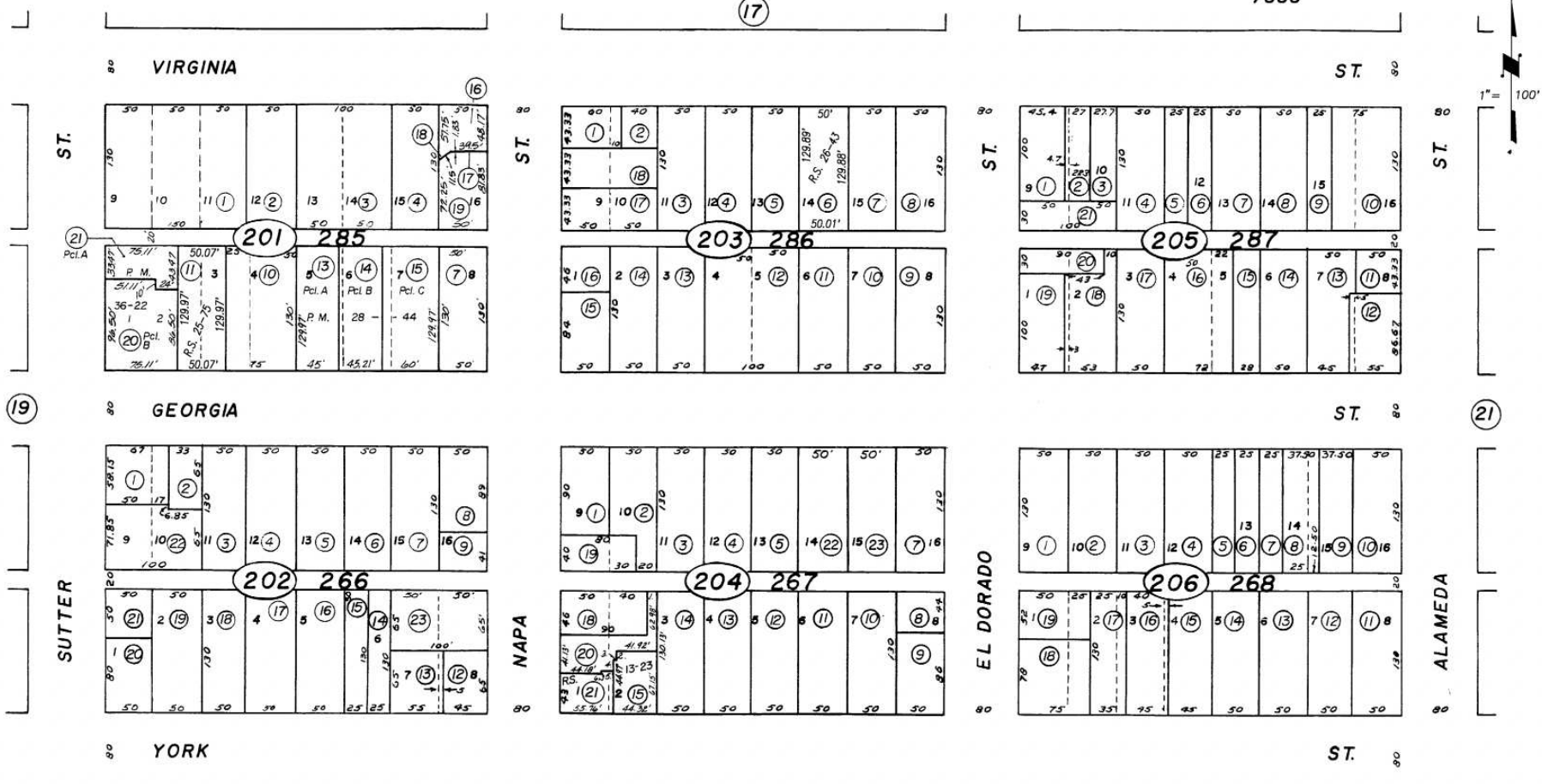
# Retailer Map



# Site Plans

POR. S1/2 SEC.13, T.3N., R.4W., M.D.B. & M.

Tax Area Code 56-20  
7000



1	S 28° 56' E	10.08'
2	N 1° 04' E	10.40'
3	S 88° 56' E	2.40'
4	N 1° 04' E	10.78'
5	S 88° 53' E	11.58'
6	N 1° 04' E	2.13'

Vallejo, City of, R. M. Bk. I, Pg. 122

203-06 (Rs)	6-18-04	SE
201-11 (Rs)	2-3-03	SE
201-20&21	12-26-90	Pd
201-16 thru 19	5-26-87	DJ
REVISION	DATE	BY

NOTE: This map is for assessment purposes only and is not for the intent of interpreting legal boundary rights, zoning regulations and/or legality of land division laws.

NOTE: Assessor's Block Numbers Shown in Ellipses  
Assessor's Parcel Numbers Shown in Circles

CITY OF VALLEJO  
Assessor's Map Bk. 56 Pg. 20  
County of Solano, Calif.

05-06



SECTION 3

# Financial Analysis

# Financial Summary

Investment Overview	Market	Primary
Price	\$699,000	\$699,000
Price per Unit	\$174,750	\$174,750
GRM	8.39	10.98
CAP Rate	8.97%	6.43%
Cash-on-Cash Return (yr 1)	8.36%	5.99 %
Total Return (yr 1)	\$42,180	\$24,444
Debt Coverage Ratio	2.45	1.76
Operating Data	Market	Primary
Gross Scheduled Income	\$83,300	\$63,671
Other Income	\$4,100	-
Total Scheduled Income	\$83,300	\$63,671
Vacancy Cost	\$1,666	\$1,273
Gross Income	\$81,634	\$62,398
Operating Expenses	\$18,954	\$17,454
Net Operating Income	\$62,679	\$44,943
Pre-Tax Cash Flow	\$37,128	\$19,392
Financing Data	Market	Primary
Down Payment	\$324,000	\$324,000
Loan Amount	\$375,000	\$375,000
Interest Rate	-	5.5%
Debt Service	\$25,551	\$25,551
Debt Service Monthly	\$2,129	\$2,129
Principal Reduction (yr 1)	\$5,052	\$5,052

# Income & Expenses

Income Summary		Market	Primary
Rental Income		-	\$63,671
RUBS "Estimate"		\$4,100	-
Market Rental Income		\$79,200	-
<b>Gross Income</b>		<b>\$83,300</b>	<b>\$63,671</b>
<b>Fixed Expenses</b>	<b>% Of Gross Income</b>	<b>Market</b>	<b>Primary</b>
Property Tax Ad Valorem @1.1451780%	9.6%	\$8,004	\$8,004
Property Tax Special Assessments "2023 Actual"	4.0%	\$3,349	\$3,349
Insurance "Estimate"	1.8%	\$1,500	\$1,500
<b>Total</b>	<b>15.4%</b>	<b>\$12,854</b>	<b>\$12,854</b>
<b>Operational Expenses</b>	<b>% Of Gross Income</b>	<b>Market</b>	<b>Primary</b>
Repairs "Est. @\$500/unit"	2.4%	\$2,000	\$2,000
Water "Estimate"	1.8%	\$1,500	\$1,500
Garbage "Estimate"	1.3%	\$1,100	\$1,100
PG&E "Estimate"	1.8%	\$1,500	-
<b>Total</b>	<b>7.3%</b>	<b>\$6,100</b>	<b>\$4,600</b>
<b>Gross Expenses</b>	<b>22.8%</b>	<b>\$18,954</b>	<b>\$17,454</b>
<b>Net Operating Income</b>	<b>75.2%</b>	<b>\$62,679</b>	<b>\$44,943</b>



# Rent Roll

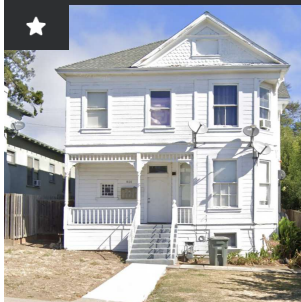
Suite	Bedrooms	Bathrooms	Size SF	Rent	Rent / SF	Market Rent	Market Rent / SF	Security Deposit	Lease Start
A	-	1	550 SF	\$1,400	\$2.55	\$1,600	\$2.91	\$2,800	10/1/24
B	-	1	450 SF	\$1,500	\$3.33	\$1,500	\$3.33	-	-
C	1	1	600 SF	\$1,550	\$2.58	\$1,800	\$3.00	\$3,100	10/1/24
D	1	1	600 SF	\$856	\$1.43	\$1,700	\$2.83	-	-
<b>Totals</b>			<b>2,200 SF</b>	<b>\$5,306</b>	<b>\$9.89</b>	<b>\$6,600</b>	<b>\$12.07</b>	<b>\$5,900</b>	

A two-story white house with a gabled roof and a front porch. The house has several windows, some with satellite dishes mounted on the exterior. The house is surrounded by a lawn and a fence. The image is dimmed to allow text to be overlaid.

SECTION 4

# Sale Comparables

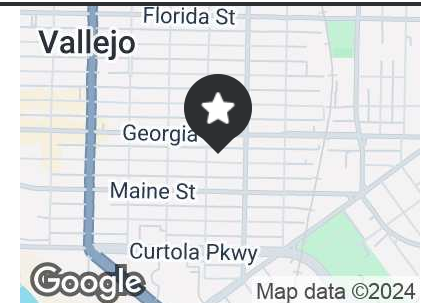
# Sale Comparables



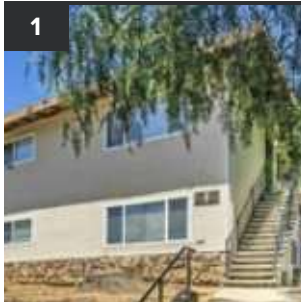
## Subject Property

814 York St | Vallejo, CA 94590

<b>Sale Price:</b>	\$699,000	<b>NOI:</b>	\$44,943	<b>CAP:</b>	6.43%
<b>GRM:</b>	10.98	<b>Price / Unit:</b>	\$174,750	<b>No. Units:</b>	4
<b>Price PSF:</b>	\$270.72	<b>Building SF:</b>	2,582 SF	<b>Year Built:</b>	1905



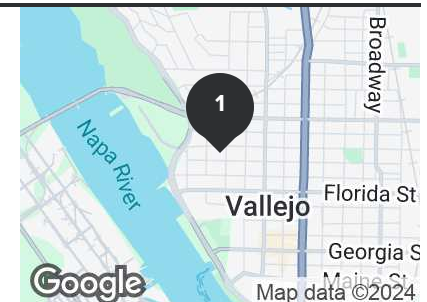
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## 236 Ohio St.

Vallejo, CA 94590

<b>Sale Price:</b>	\$1,035,000	<b>NOI:</b>	\$49,112	<b>GRM:</b>	13.58
<b>Closed:</b>	06/17/2023	<b>CAP:</b>	4.75%	<b>Price / Unit:</b>	\$258,750
<b>No. Units:</b>	4	<b>Price PSF:</b>	\$324.25	<b>Building SF:</b>	3,192 SF
<b>Year Built:</b>	1970	<b>Lot Size:</b>	6,098 SF		



Unit 1: 2B/1B - \$1,430 - 798 SF - Occupied  
 Unit 2: 2B/1B - \$1,750 - 798 SF - Occupied  
 Unit 3: 2B/1B - \$1,370 - 798 SF - Occupied  
 Unit 4: 2B/1B - \$1,800 - 798 SF - Occupied  
 Monthly: \$6,350 - Annual: \$76,200

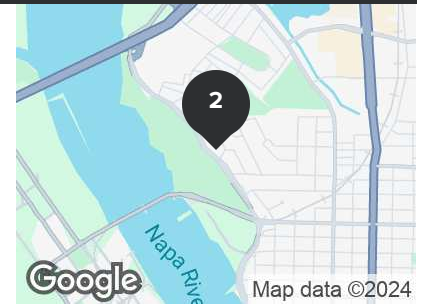
# Sale Comparables



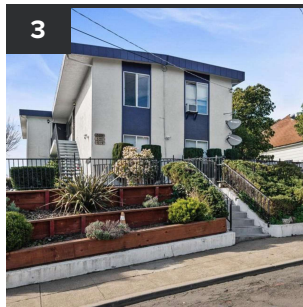
2

**412 Wilson**  
Vallejo, CA 94590

<b>Sale Price:</b>	\$1,100,000	<b>NOI:</b>	\$62,977	<b>GRM:</b>	11.98
<b>Closed:</b>	06/17/2023	<b>CAP:</b>	5.76%	<b>Price / Unit:</b>	\$275,000
<b>No. Units:</b>	4	<b>Price PSF:</b>	\$294.75	<b>Building SF:</b>	3,732 SF
<b>Year Built:</b>	1924	<b>Lot Size:</b>	7,652 SF		



Unit 1: 2B/1B - \$1,878 - 933 SF - Occupied  
 Unit 2: 2B/1B - \$1,875 - 933 SF - Occupied  
 Unit 3: 2B/1B - \$1,850 - 933 SF - Occupied  
 Unit 4: 2B/1B - \$2,050 - 933 SF - Vacant



3

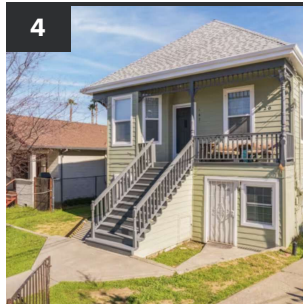
**523 Branciforte St**  
Vallejo, CA 94590

<b>Sale Price:</b>	\$1,100,000	<b>NOI:</b>	\$42,840	<b>GRM:</b>	17.97
<b>Closed:</b>	05/10/2023	<b>CAP:</b>	3.89%	<b>Price / Unit:</b>	\$366,666
<b>No. Units:</b>	3	<b>Price PSF:</b>	\$335.06	<b>Building SF:</b>	3,283 SF
<b>Year Built:</b>	1890	<b>Lot Size:</b>	4,565 SF		



Delivered fully vacant, \$1700 projected rents each  
 Monthly: \$5,100 - Annual: \$61,200

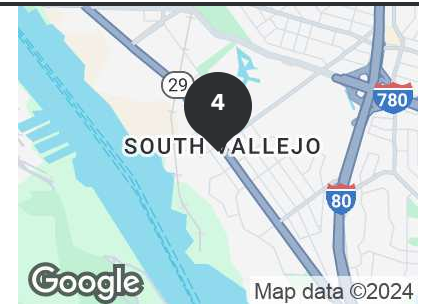
# Sale Comparables



4

**620 Porter St**  
Vallejo, CA 94590

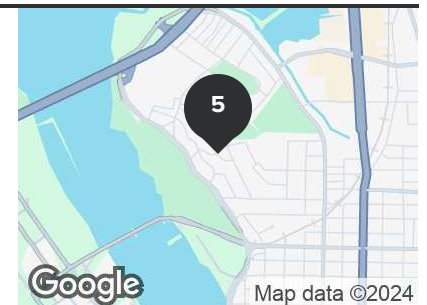
<b>Sale Price:</b>	\$860,000	<b>GRM:</b>	12.18	<b>CAP:</b>	6.30%
<b>Price / Unit:</b>	\$215,000	<b>No. Units:</b>	4	<b>Price PSF:</b>	\$365.65
<b>Building SF:</b>	2,352 SF	<b>Year Built:</b>	1895	<b>Lot Size:</b>	0.11 Acres



5

**156 W Baxter Street**  
Vallejo, CA 94590

<b>Sale Price:</b>	\$725,000	<b>NOI:</b>	\$46,620	<b>GRM:</b>	10.88
<b>Closed:</b>	03/30/2023	<b>CAP:</b>	6.43%	<b>Price / Unit:</b>	\$181,250
<b>No. Units:</b>	4	<b>Price PSF:</b>	\$251.74	<b>Building SF:</b>	2,880 SF
<b>Year Built:</b>	1950	<b>Lot Size:</b>	8,873 SF		



Unit 1: 2B/1B - \$1,500 - 720 SF - Vacant  
 Unit 2: 2B/1B - \$1,400 - 720 SF - Occupied  
 Unit 3: 2B/1B - \$1,500 - 684 SF - Occupied  
 Unit 4: 2B/1B - \$1,150 - 684 SF - Occupied  
 Monthly: \$5,550 - Annual: \$66,600

# Sale Comparables

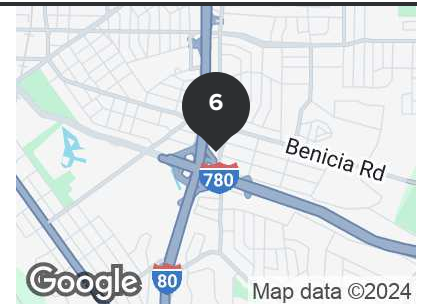


6

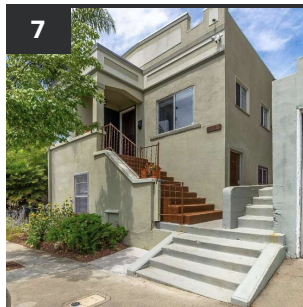
## 123 Woodrow Ave

Vallejo, CA 94591

<b>Sale Price:</b>	\$849,000	<b>NOI:</b>	\$41,160	<b>GRM:</b>	14.44
<b>Closed:</b>	03/06/2023	<b>CAP:</b>	4.84%	<b>Price / Unit:</b>	\$283,000
<b>No. Units:</b>	3	<b>Price PSF:</b>	\$365.32	<b>Building SF:</b>	2,324 SF
<b>Year Built:</b>	1969	<b>Lot Size:</b>	13,503 SF		



Unit 123: 3B/2B - 2 Parking Spaces - 1,090 sqft. - Vacant - \$2,300  
 Unit 123A: 1B/1B - 2 Parking Spaces - 534 sqft. - Occupied - \$900  
 Unit 123B: 2B/1.5B - 2 Parking Spaces - 700 sqft. - Occupied - \$1,700  
 Monthly: \$4,900 - Annual: \$58,800

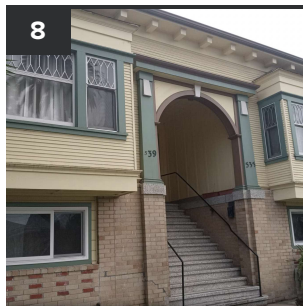
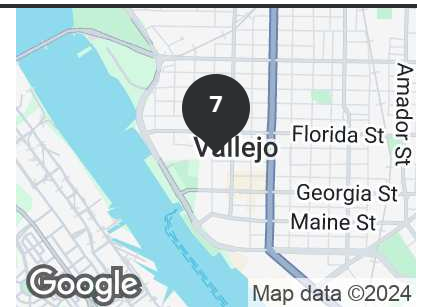


7

## 308 Capitol Street

Vallejo, CA 94590

<b>Sale Price:</b>	\$1,035,000	<b>Closed:</b>	10/19/2022	<b>Price / Unit:</b>	\$258,750
<b>No. Units:</b>	4	<b>Price PSF:</b>	\$288.30	<b>Building SF:</b>	3,590 SF
<b>Year Built:</b>	1908	<b>Lot Size:</b>	3,250 SF		

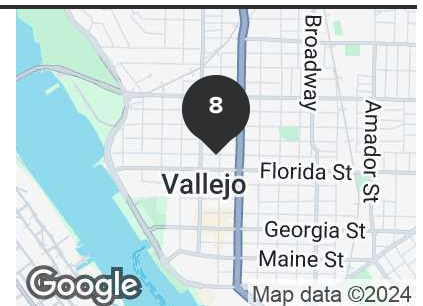


8

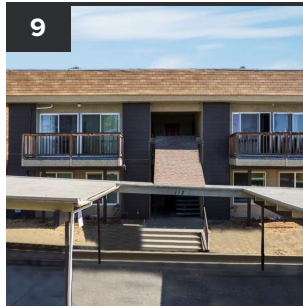
## 535 Kentucky St

Vallejo, CA 94590

<b>Sale Price:</b>	\$1,250,000	<b>NOI:</b>	\$28,680	<b>GRM:</b>	21.90
<b>CAP:</b>	5.00%	<b>Price / Unit:</b>	\$312,500	<b>No. Units:</b>	4
<b>Price PSF:</b>	\$259.66	<b>Building SF:</b>	4,814 SF	<b>Year Built:</b>	1917
<b>Lot Size:</b>	0.15 Acres				



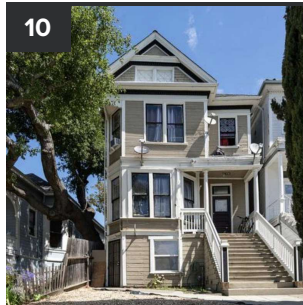
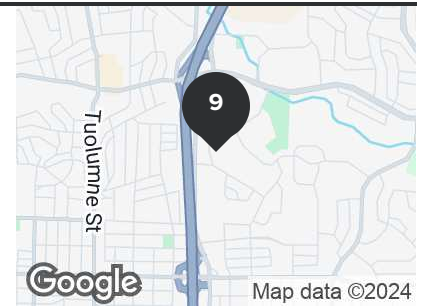
# Sale Comparables



9

**112 Kathy Ellen Dr**  
Vallejo, CA 94591

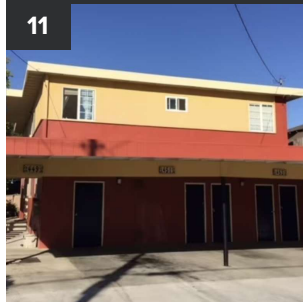
<b>Sale Price:</b>	\$1,149,000	<b>GRM:</b>	12.44	<b>CAP:</b>	5.82%
<b>Price / Unit:</b>	\$287,250	<b>No. Units:</b>	4	<b>Price PSF:</b>	\$344.84
<b>Building SF:</b>	3,332 SF	<b>Year Built:</b>	1970	<b>Lot Size:</b>	0.23 Acres



10

**630 York St.**  
Vallejo, CA 94590

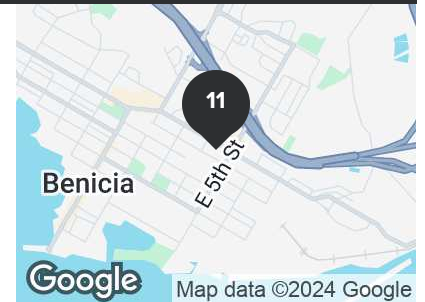
<b>Sale Price:</b>	\$830,000	<b>NOI:</b>	\$46,742	<b>GRM:</b>	12.35
<b>CAP:</b>	5.63%	<b>Price / Unit:</b>	\$207,500	<b>No. Units:</b>	4
<b>Price PSF:</b>	\$255.38	<b>Building SF:</b>	3,250 SF	<b>Year Built:</b>	1900
<b>Lot Size:</b>	2,276 SF				



11

**449-455 E L St**  
Vallejo, CA 94510

<b>Sale Price:</b>	\$1,375,000	<b>CAP:</b>	4.08%	<b>Price / Unit:</b>	\$343,750
<b>No. Units:</b>	4	<b>Price PSF:</b>	\$462.96	<b>Building SF:</b>	2,970 SF
<b>Year Built:</b>	1965	<b>Lot Size:</b>	0.16 Acres		

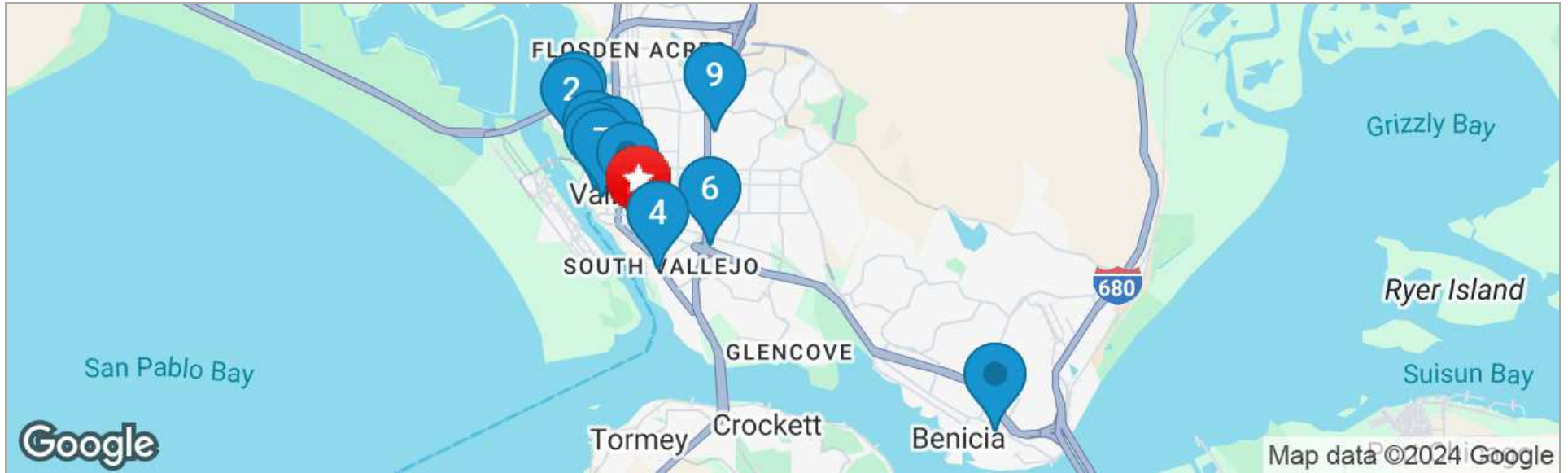


# Sale Comps Map & Summary

	Name/Address	Price	Bldg Size	Lot Size	No. Units	Cap Rate	Year Built	Price/Unit	GRM	Deal Status
★	<b>814 York St</b> Vallejo, CA	\$699,000	2,582 SF	5,850 SF	4	6.43%	1905	\$174,750	10.98	Subject Property
1	<b>236 Ohio St.</b> Vallejo, CA	\$1,035,000	3,192 SF	6,098 SF	4	4.75%	1970	\$258,750	13.58	Sold 6/17/2023
2	<b>412 Wilson</b> Vallejo, CA	\$1,100,000	3,732 SF	7,652 SF	4	5.76%	1924	\$275,000	11.98	Sold 6/17/2023
3	<b>523 Branciforte St</b> Vallejo, CA	\$1,100,000	3,283 SF	4,565 SF	3	3.89%	1890	\$366,667	17.97	Sold 5/10/2023
4	<b>620 Porter St</b> Vallejo, CA	\$860,000	2,352 SF	4,792 SF	4	6.30%	1895	\$215,000	12.18	Sold
5	<b>156 W Baxter Street</b> Vallejo, CA	\$725,000	2,880 SF	8,873 SF	4	6.43%	1950	\$181,250	10.88	Sold 3/30/2023
6	<b>123 Woodrow Ave</b> Vallejo, CA	\$849,000	2,324 SF	13,503 SF	3	4.84%	1969	\$283,000	14.44	Sold 3/6/2023
7	<b>308 Capitol Street</b> Vallejo, CA	\$1,035,000	3,590 SF	3,250 SF	4	-	1908	\$258,750	-	Sold 10/19/2022
8	<b>535 Kentucky St</b> Vallejo, CA	\$1,250,000	4,814 SF	6,534 SF	4	5%	1917	\$312,500	21.9	On Market
9	<b>112 Kathy Ellen Dr</b> Vallejo, CA	\$1,149,000	3,332 SF	10,019 SF	4	5.82%	1970	\$287,250	12.44	On Market
10	<b>630 York St.</b> Vallejo, CA	\$830,000	3,250 SF	2,276 SF	4	5.63%	1900	\$207,500	12.35	On Market
11	<b>449-455 E L St</b> Vallejo, CA	\$1,375,000	2,970 SF	6,970 SF	4	4.08%	1965	\$343,750	-	On Market
<b>Averages</b>		<b>\$1,028,000</b>	<b>3,247 SF</b>	<b>6,776 SF</b>	<b>3</b>	<b>5.25%</b>	<b>1932</b>	<b>\$271,765</b>	<b>14.19</b>	



# Sale Comps Map



**★ Subject Property**  
814 York St | Vallejo, CA 94590



**1 236 Ohio St.**  
Vallejo, CA  
94590



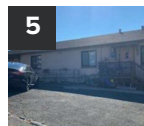
**2 412 Wilson**  
Vallejo, CA  
94590



**3 523 Branciforte St**  
Vallejo, CA  
94590



**4 620 Porter St**  
Vallejo, CA  
94590

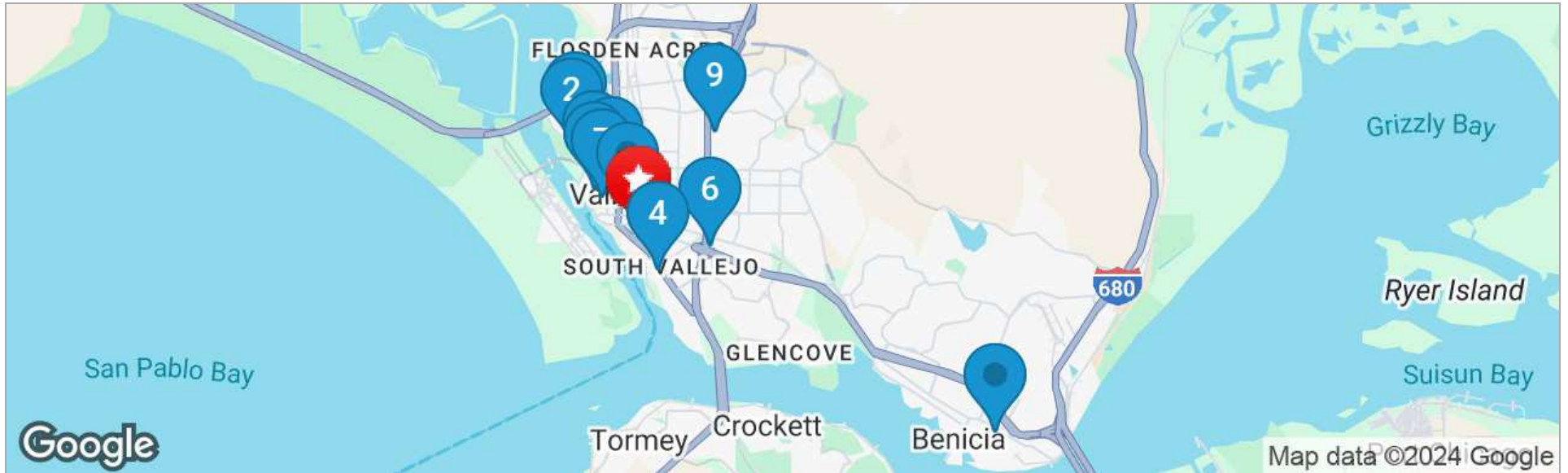


**5 156 W Baxter Street**  
Vallejo, CA  
94590

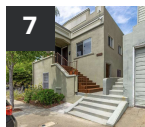


**6 123 Woodrow Ave**  
Vallejo, CA  
94591

# Sale Comps Map



**★ Subject Property**  
814 York St | Vallejo, CA 94590



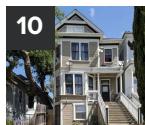
**7 308 Capitol Street**  
Vallejo, CA  
94590



**8 535 Kentucky St**  
Vallejo, CA  
94590



**9 112 Kathy Ellen Dr**  
Vallejo, CA  
94591



**10 630 York St.**  
Vallejo, CA  
94590



**11 449-455 E L St**  
Vallejo, CA  
94510

A two-story white house with a gabled roof and a front porch. The house has several windows, some with satellite dishes mounted on the exterior. The porch has a white railing and a set of stairs leading up to the entrance. The house is surrounded by a lawn and some trees. The image is overlaid with a semi-transparent dark blue filter.

SECTION 5

# Demographics

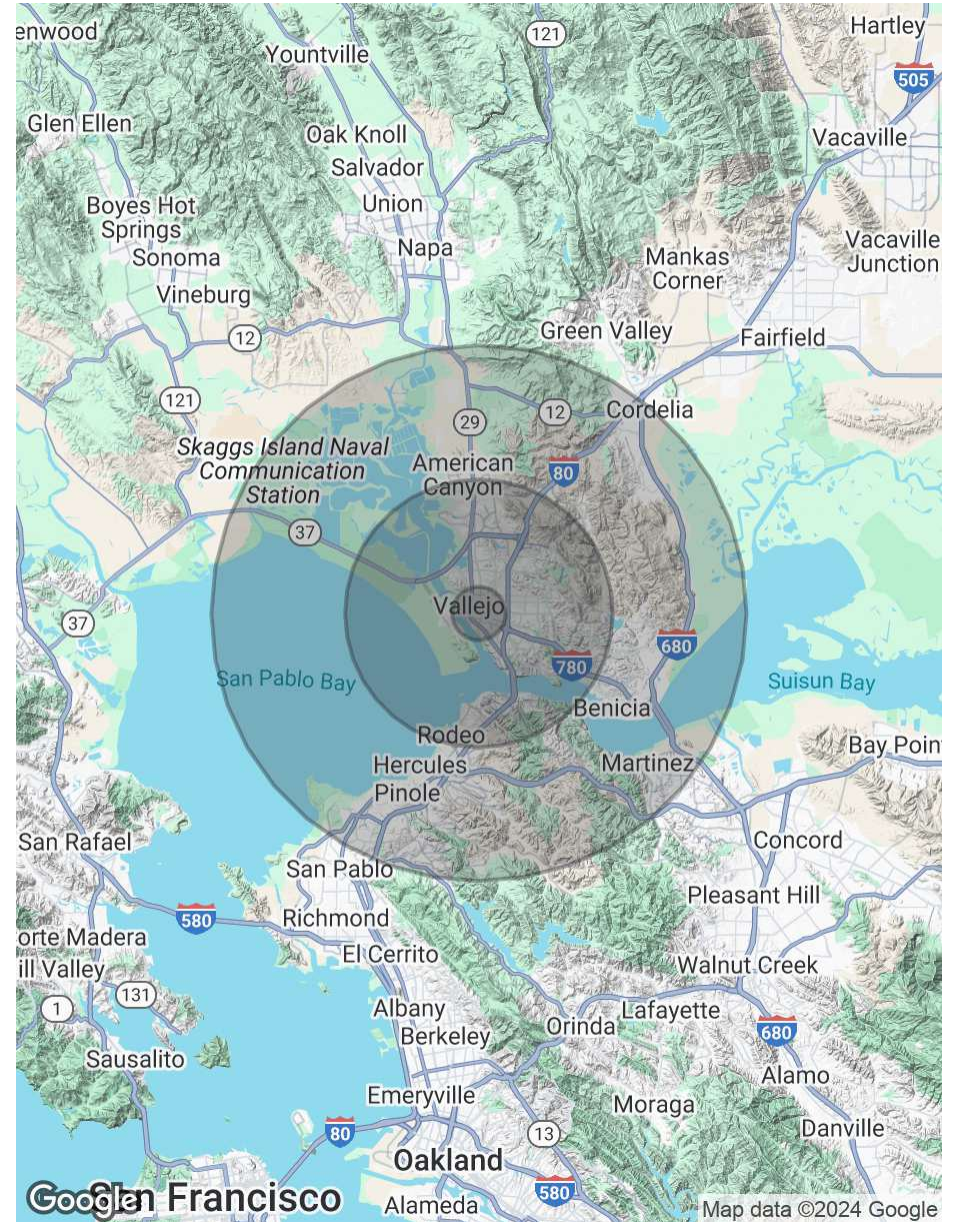
# Demographics Map & Report

Population	1 Mile	5 Miles	10 Miles
<b>Total Population</b>	18,160	155,096	308,364
<b>Average Age</b>	35.6	39.9	40.8
<b>Average Age (Male)</b>	33.2	38.0	39.2
<b>Average Age (Female)</b>	38.3	42.1	42.6

Households & Income	1 Mile	5 Miles	10 Miles
<b>Total Households</b>	7,645	56,146	112,153
<b># of Persons per HH</b>	2.4	2.8	2.7
<b>Average HH Income</b>	\$58,847	\$91,722	\$102,163
<b>Average House Value</b>	\$288,734	\$397,854	\$464,992

2020 American Community Survey (ACS)



A two-story white house with a gabled roof and a front porch. The house has several windows, some with satellite dishes mounted on the exterior. The house is surrounded by trees and a fence. The image is dimmed to allow text to be overlaid.

SECTION 6

# About Our Team



## Marco McMullen

Investment Advisor

O: 510.847.1004  
mmcmullen@nainorcal.com  
CalDRE #02156109

### Education

Los Medanos  
Community College:  
Honors  
UC Berkeley: B.A.,  
Political Economy

## Professional Background

Marco McMullen joins NAI Northern California as an investment analyst in the Oakland office. He was formerly a Broker & Leasing Intern at JLL and a Marketing & Sales Strategist at BeMotorized. Marco plans to build a strong, long career in commercial real estate with the hope that he can teach others how to achieve the same success, which is a passion of his.

Marco is from El Cerrito, California, and currently lives in Berkeley, California. He went to El Cerrito High School; studied economics at Los Medanos Community College, where he was president of the student body and graduated with honors; and attended UC Berkeley, where he got his B.A. in political economy and was a part of the Undergraduate Real Estate Club. He also worked as a baseball coach and cooking instructor, and enjoys hiking, backpacking, camping, snowboarding, paintballing, reading about personal finance and sales, traveling, concerts, and spending time with friends and family.

## Recent Transactions

Pittsburg | 148 units | \$42,600,000  
Fairfield | 63 units | \$21,500,000  
Hayward | 27 units | \$8,550,000  
Richmond | 7 units | \$1,760,000  
Pittsburg | 8 units | \$2,100,000  
San Pablo | 8 units | \$2,000,000  
Concord | 8 units | \$2,075,000  
Concord | 6 units | \$1,600,000  
Benicia | 6 units | \$1,200,000  
Pittsburg | 4 units | \$995,000  
Vallejo | 4 units | \$1,035,000  
Vallejo | 4 units | \$1,100,000



## Ethan Berger

Senior Vice President

O: 510.972.4952  
C: 925.588.9740  
ethan@nainorcal.com  
CalDRE #01868467

### Education

BA, University of  
California, Berkeley

## Professional Background

Ethan began his career in 2009 as a member of the Contra Costa & Solano multifamily brokerage team at NAI representing buyers and sellers of multifamily properties. He quickly gained a reputation of reliability and distinction after selling a number of buildings for record prices while delivering attentive service to his clients. Recently he was named Senior Vice President of NAI Northern California Multifamily investments.

Since joining NAI, Berger has been involved in a number of record setting transactions in cities throughout Contra Costa and Solano Counties, including Richmond, Concord, Martinez, Antioch and Pleasant Hill. His reputation as a dedicated, aggressive, and client-centric sales professional is evident in his successes and the relationships he has forged.

Berger is an active member of the Contra Costa/Solano County chapter of the California Apartment Association, and has served the board of directors of the Camelback North II apartments in Pleasant Hill. He has lived in Contra Costa County for 30 years and has a wide breadth of knowledge of all Contra Costa and Solano County cities and sub-markets, and has experience as a Buyer, Seller, and owner of multifamily property.

## Recent Transactions

Pittsburg | 148 units | \$42,600,000  
Lafayette | 25 units | \$12,000,000  
Concord | 27 units | \$8,600,000  
El Sobrante | 42 units | \$8,040,000  
Concord | 27 units | \$5,200,000  
El Sobrante | 24 units | \$4,700,000  
Antioch | 52 units | \$4,380,000  
Concord | 20 units | \$3,750,000  
Martinez | 12 units | \$3,500,000  
Benicia | 15 units | \$3,400,000  
Martinez | 12 units | \$3,100,000

Fairfield | 63 units | \$21,500,000  
Carmichael | 88 units | \$11,725,000  
Martinez | 30 units | \$8,050,000  
Concord | 31 units | \$6,230,000  
Concord | 20 units | \$5,000,000  
San Pablo | 18 units | \$4,495,000  
Concord | 15 units | \$4,275,000  
Concord | 16 units | \$3,700,000  
Antioch | 28 units | \$3,465,000  
Kensington | 12 units | \$3,150,000  
Richmond | 18 units | \$3,075,000