MIXED-USE RETAIL INVESTMENT OPPORTUNITY

La Jolla Blvd.

6780–6786 LA JOLLA BLVD. · LA JOLLA, CALIFORNIA 92037

MARCUS & MILLICHAP

THE TASHAKORIAN GROUP

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Executive Summary

6780–6786 LA JOLLA BLVD · LA JOLLA, CA 92037

The Tashakorian Group of Marcus & Millichap is pleased to present the opportunity to acquire 6780–6786 La Jolla Boulevard, a rare mixed-use investment located just one block from Windansea Beach in the heart of La Jolla. The property consists of three commercial spaces and two residential units within a wood-frame building originally constructed in 1961.

The commercial spaces are currently leased, providing existing income, while the residential component offers additional income and long-term upside. The asset benefits from its highly desirable coastal location with close proximity to Windansea Beach, La Jolla Boulevard, restaurants, shops and neighborhood amenities. This is a unique opportunity to acquire a mixed-use asset in one of San Diego's most desirable coastal communities, offering strong long-term ownership and investment potential.

$4,599,000
OFFERING PRICE

3.22%
CURRENT CAP RATE

$888.52
PRICE / SF

5
TOTAL UNITS

$147,996
CURRENT NOI

Property Details

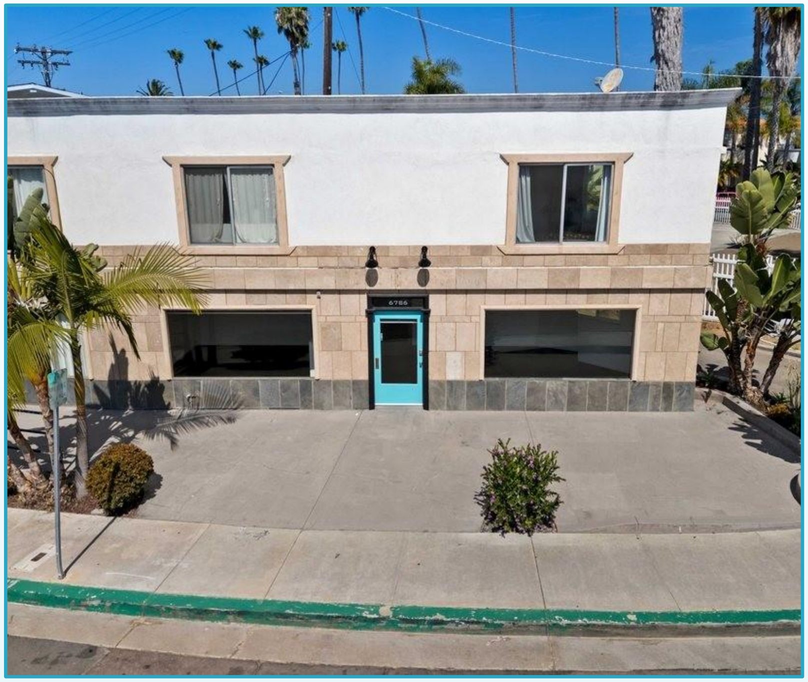
PROPERTY OVERVIEW

PROPERTY HIGHLIGHTS

Address	6780–6786 La Jolla Blvd
Building Size (RBA)	±5,176 SF
Lot Size	0.06 AC / ±2,614 SF
Year Built	1961
Construction	Wood Frame
Zoning	LJPD-4
Total Units	5 (3 Commercial · 2 Residential)
Occupancy	100%

FINANCIAL HIGHLIGHTS

Offering Price	**$4,599,000**
Price / SF (Building)	$888.52
Price / SF (Land)	$1759.64
Current Cap Rate	3.22%
Current NOI	$147,996



ZONING — LJPD-4

Pearl Street and La Jolla Boulevard. This zone includes neighborhood commercial areas characterized by small retail shops. Development in this zone is dominated by community serving and visitor service retail uses. This area, unlike the other zones, is automobile oriented because of its location along major streets. Development standards for this zone are intended to maintain the retail community serving and visitor serving uses, and encourage the development of some community serving offices and residences.

Investment Highlights

A rare mixed-use asset one block from Windansea Beach in the heart of La Jolla.

One Block from Windansea Beach

Steps from one of Southern California's most coveted beaches.

Five-Unit Mixed-Use Asset

Three commercial spaces plus two residential units under one roof.

In-Place Commercial Income

All three commercial suites leased on recent terms, income from day one.

Residential Income & Upside

Two residential units add income and long-term rent growth potential.

Irreplaceable Coastal Location

Directly on La Jolla Blvd, walkable to restaurants, shops and amenities.

Long-Term Investment Potential

A durable holding in one of San Diego's most supply-constrained submarkets.

Financial Analysis

INVESTMENT SUMMARY

PURCHASE INFORMATION

Offering Price	**$4,599,000**
Down Payment	$3,173,310
Down Payment %	69%
Current Cap Rate	3.22%

PROPERTY INFORMATION

Year Built	1961
Building SF	±5,176
Lot Size	0.06 AC / 2,614 SF
Bldg Price / SF	**$888.52**
Land Price / SF	$1,759.64

PROPOSED FINANCING

Loan Amount	$1,425,690
Loan to Value	31%
Interest Rate	6.250%
Amortization	25 Years
Monthly Payment	$(9,516)
Annual Payment	$(114,190)

OPERATING DATA

OPERATING DATA		CURRENT ANNUAL
Base Rent		$196,377
Reimbursement		$12,708
Total Income		**$209,085**
Vacancy		$0
Estimated Gross Income (EGI)		**$209,085**
Total Expenses		$(61,088)
Net Operating Income (NOI)	*1.30 DCR*	**$147,996**
Less Loan Payments		$(114,190)
Pre-Tax Cash Flow	*1.07% CoC*	**$33,806**
Plus Principal Reduction		$24,445
Total Return Before Taxes	*1.84% Total Return*	**$85,251**

OPERATING EXPENSES

New Property Tax	$55,188
Insurance	$2,753
Water	$2,242
Landscaping	$650
Water Backflow	$255
Total Expenses	**$61,088.44**

Property taxes reflect new assessed basis at the offering price..

Rent Roll

CURRENT RENT ROLL · AS OF SEPTEMBER 2026

Suite	Tenant	RBA	% RBA	Rent/SF	Monthly	Annual	Reimb.	Total	Start	End	WALT
6780	Restaurant	1,200	23.4%	$2.74	$3,287	$39,449	$12,708	$52,157	11/01/25	10/30/30	0.97
6784	Barber	488	9.5%	$4.16	$2,030	$24,364	$0	$24,364	10/01/25	09/30/30	0.38
6785	Salon	975	19.0%	$3.64	$3,550	$42,600	$0	$42,600	08/01/25	08/30/28	0.37
A	Apartment 1	1,133	22.1%	$3.09	$3,500	$42,000	$0	$42,000	05/01/24	04/30/27	0.14
B	Apartment 2	1,326	25.9%	$3.01	$3,997	$47,964	$0	$47,964	09/01/25	08/31/27	0.25
	Total	**5,122**	**100%**		**$16,365**	**$196,377**	**$12,708**	**$209,085**			**2.11**

$209,085
Total Annual Income

±5,176 SF
Total Building Area

5 Units
3 Commercial · 2 Residential

100%
Occupancy

Sale Comparables

$748.81	$888.52	7
AVG $/SF	SUBJECT $/SF	COMPARABLES

LA JOLLA / TORREY PINES SUBMARKET

Sale Date	Address	Building SF	Sale Price	$/SF	Year Built	Construction
Q1 2026	7440 La Jolla Blvd	9,000	$7,775,523	$863.95	1960	Masonry
Q1 2026	7450 La Jolla Blvd	7,000	$6,047,421	$863.92	1965	Masonry
Q1 2026	7412 La Jolla Blvd	2,150	$1,333,092	$620.04	1948	Wood Frame
Q1 2026	7425 Girard Ave	2,000	$2,210,000	$1,105.00	1983	Masonry
Q4 2025	6800–6830 La Jolla Blvd	11,940	$6,140,000	$514.24	1986	Wood Frame
Q4 2024	941–945 Pearl St	3,047	$2,600,000	$853.30	1957	Reinf. Concrete
Q3 2024	520 Pearl St	4,748	$2,000,000	$421.23	1960	Masonry
	Average	**5,698**	**$4,015,151**	**$748.81**		

Lease Comparables

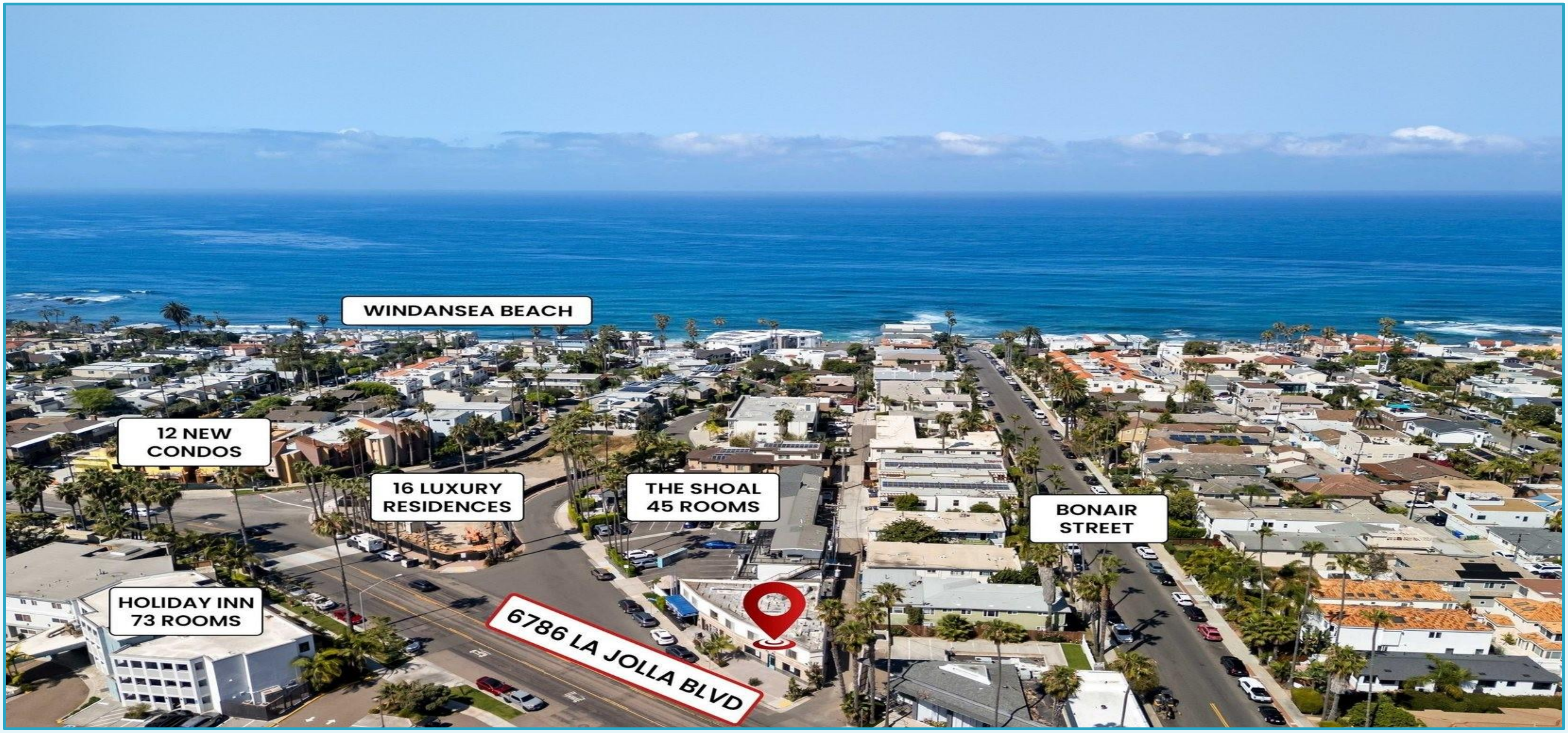
LA JOLLA RETAIL LEASING

$3.59	$43.03	13
AVG $/SF/MO	AVG $/SF/YR	COMPS

Sign Date	Address	Floor	SF Leased	$/SF/Mo	$/SF/Yr	Services
Q4 2025	504–510 Nautilus St	1st	900	$4.22	$50.64	UTIL
Q4 2025	727–737 Pearl St	1st	600	$3.04	$36.50	MG
Q2 2025	7444–7470 Girard Ave	1st	1,400	$3.30	$39.60	NNN
Q2 2025	7441–7445 Girard Ave	1st	1,500	$3.00	$36.00	MG
Q1 2025	7520–7524 La Jolla Blvd	1st	1,000	$3.40	$40.80	MG
Q3 2024	504–510 Nautilus St	1st	544	$4.14	$49.64	NNN
Q3 2024	520 Pearl St	1st	1,475	$3.95	$47.40	NNN
Q3 2024	7470–7500 La Jolla Blvd	2nd	906	$2.90	$34.80	MG
Q2 2024	7501 La Jolla Blvd	1st	800	$5.10	$61.20	NNN
Q2 2024	7530–7534 La Jolla Blvd	1st	519	$4.62	$55.44	FS
Q1 2024	7444–7470 Girard Ave	1st	1,200	$3.30	$39.60	NNN
Q1 2024	7470–7500 La Jolla Blvd	2nd	1,167	$2.90	$34.80	MG
Q3 2023	7470–7500 La Jolla Blvd	2nd	1,678	$2.75	$33.00	UTIL
	Average		**1,053**	**$3.59**	**$43.03**	

Aerial & Location

LOCATION OVERVIEW



1 Block
to Windansea Beach

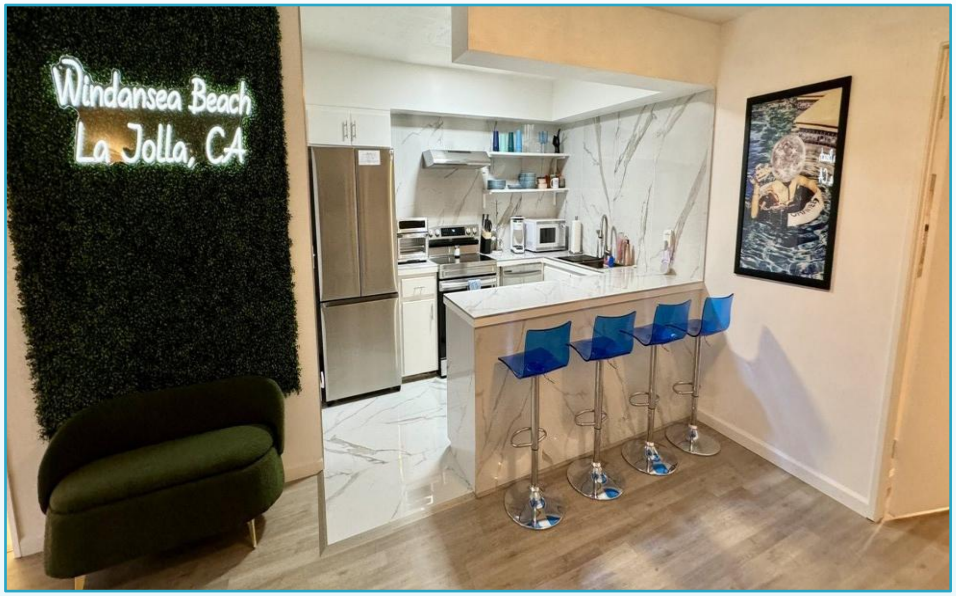
On La Jolla Blvd
restaurants & shops

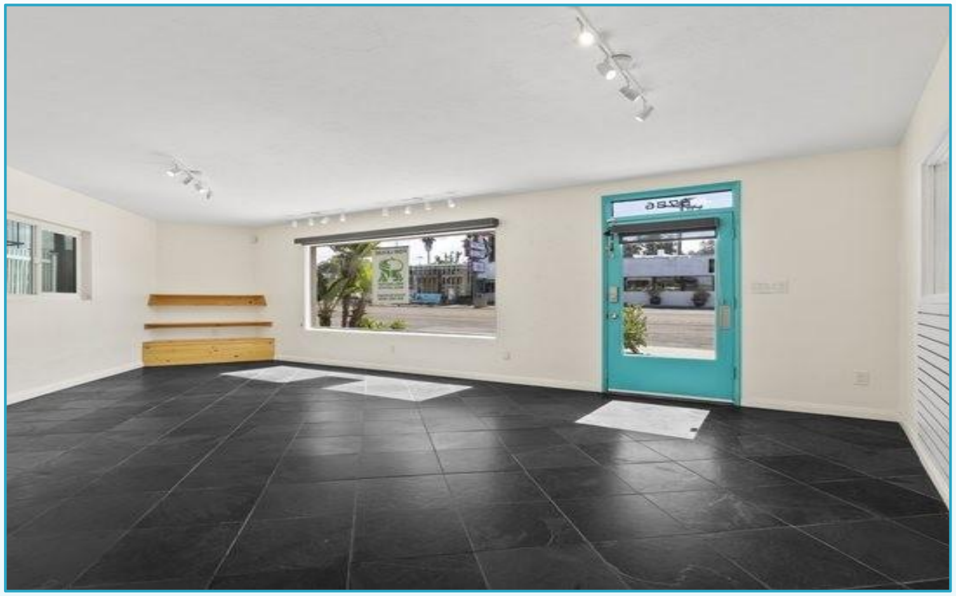
Walkable
to neighborhood amenities

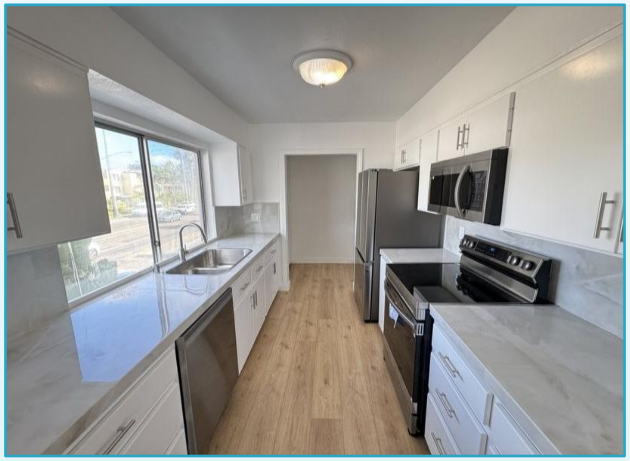
La Jolla
premier coastal community

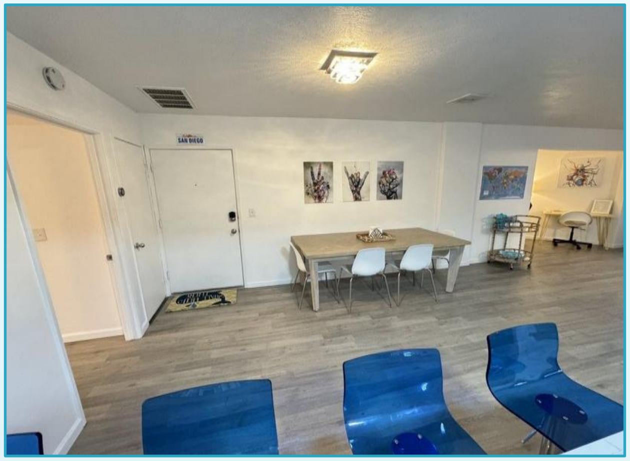
Property Photos

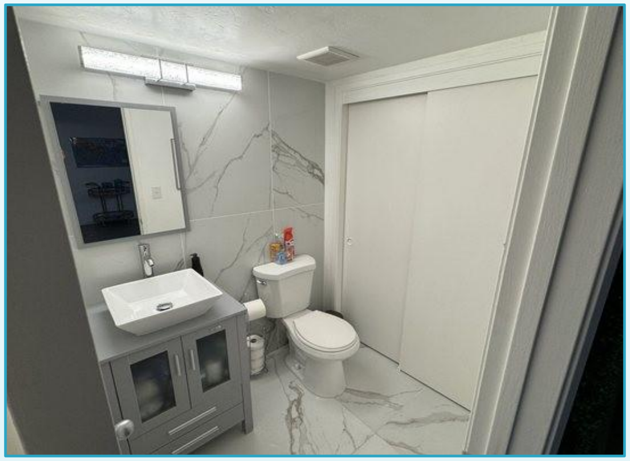
INTERIOR & EXTERIOR











La Jolla

THE JEWEL OF CALIFORNIA · MARKET OVERVIEW

La Jolla is one of Southern California's most exclusive and affluent coastal communities, defined by pristine beaches, high property values and a sophisticated demographic profile. Limited inventory, strong tourism infrastructure and consistent demand from premium tenants and owner-occupants reinforce its long-term investment value.

41,260 CITY POPULATION	17,104 HOUSEHOLDS
$147,230 MEDIAN HH INCOME	$2.4M MEDIAN HOME VALUE

Sources: U.S. Census / ESRI via zip-codes.com; Zillow Home Value Index (2026). Figures approximate.

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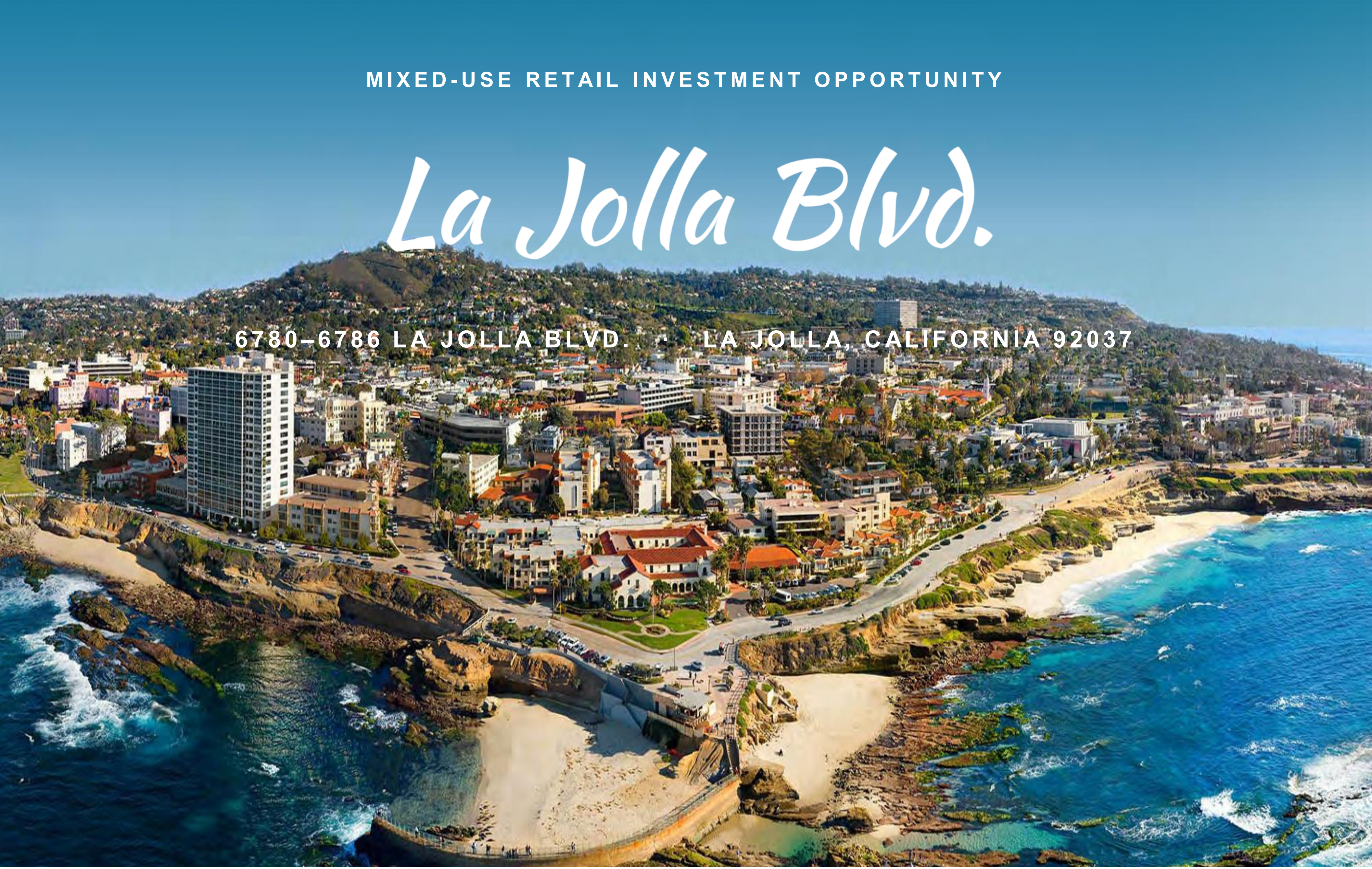

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