VACANT OWNER-USER BUILDING

OFFERING MEMORANDUM | SAN DIEGO, CA

8753 KERNS

SAN DIEGO, CA 92154

CBRE

INVESTMENT PROPERTIES — PRIVATE CAPITAL PARTNERS

Click to go directly to the section.

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PROPERTY WEBSITE
pcplistings.com/listings/8753Kerns

PROPERTY VIDEO
cbre.box.com/v/8753KernsStreet

THE OFFERING

ASKING PRICE

$13,388,625
($225/PSF)

BUILDING SIZE

± 59,505 SF

CRANES

TWO (2) 10-TON
TWO (2) 25-TON
ONE (1) 5-TON

CLEAR HEIGHT

35 FT

DRIVE-INS

TWO (2)
OVERSIZED DOORS

POWER

3,000 AMPS
277/480V

PRIME BORDER TRADE HUB OWNER-USER BUILDING

8753 KERNS STREET is a rare ±59,505 SF industrial facility on ±4.24 acres in Otay Mesa, featuring 35-foot clear heights, multiple cranes, and 3,000-amp power, making it ideal for heavy manufacturing, aerospace, defense, and logistics users.

The property offers excess land for yard space, additional dock loading, or future expansion, providing flexibility that is increasingly difficult to find in the submarket.

Its strategic location near the Otay Mesa and San Ysidro border crossings, with direct access to SR-905, I-5, and I-805, positions it well for cross-border trade and manufacturing operations.

CLEAR HEIGHT
±35 FT

DRIVE-INS
TWO (2)
OVERSIZED DOORS

ELECTRICAL/
POWER SYSTEM
3000A OF
277/480V

RARE HEAVY-POWER OWNER/USER INDUSTRIAL BUILDING — OTAY MESA

- **Premier Crane-Served Industrial Building.** A 59,505-SF single-building industrial facility on 4.24 acres in Otay Mesa, featuring 35-foot clear height and multiple in-place cranes. The combination of vertical clearance, overhead lifting capacity, and heavy-power infrastructure serves a narrow, high-demand tenant profile rarely met by competitive product in the submarket.

- **3,000-Amp Power Infrastructure.** The building is served by 3,000 amps of electrical power — eliminating the single-largest barrier-to-entry for heavy manufacturing, aerospace, defense, and data-intensive industrial users. Power of this magnitude is exceptionally difficult to permit and install in San Diego County, making the existing infrastructure a hard-to-replicate asset attribute.

- **Excess Land for Dock Conversion, Yard, or Expansion.** The 4.24-acre parcel provides land well in excess of the existing building footprint, with capacity to add dock-high loading positions, a secured outdoor storage yard, or a future building expansion. This land optionality is increasingly rare in Otay Mesa, where developable acreage is constrained by the submarket's built-out character and border proximity.

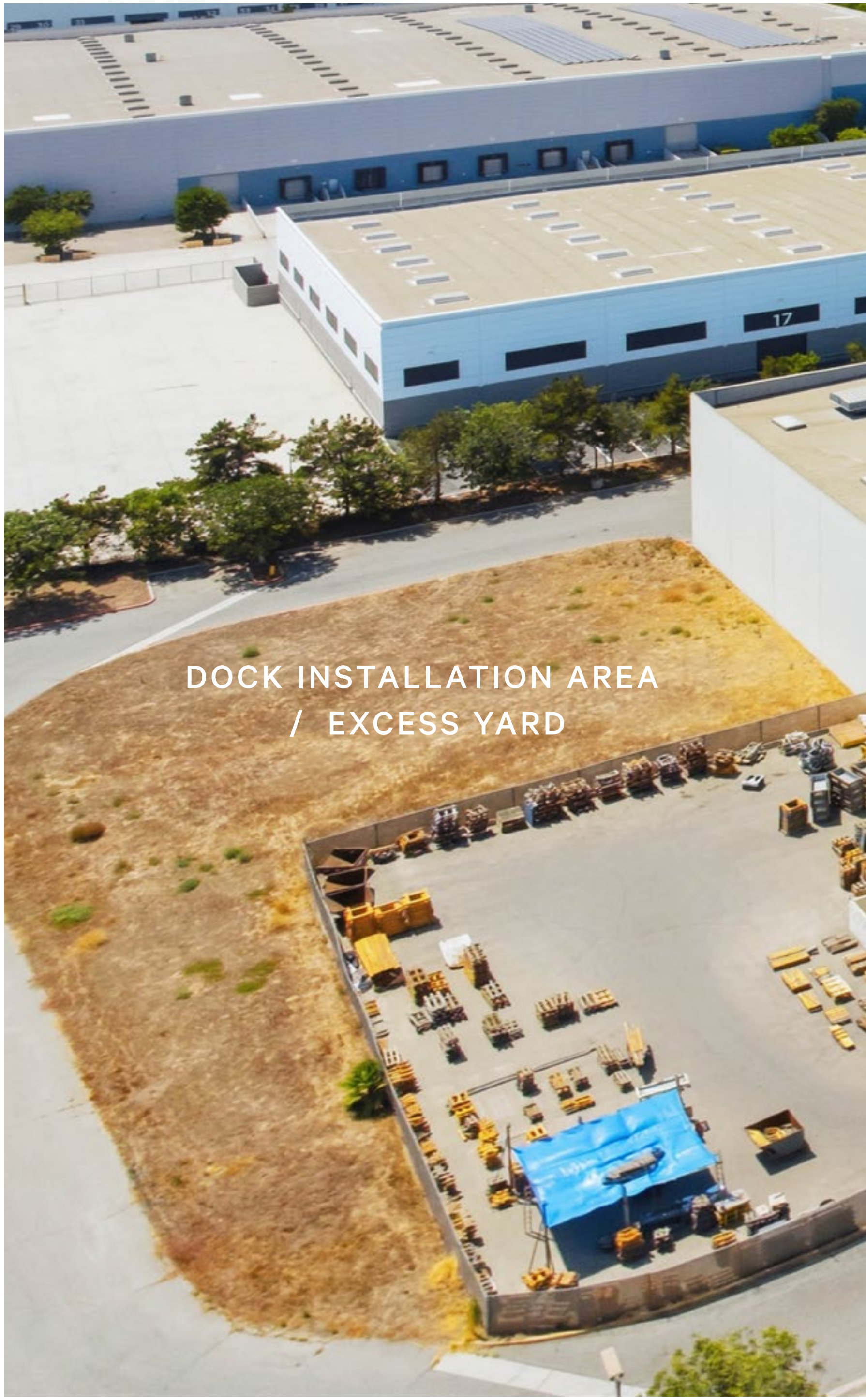
- **Vacant Delivery — Clean Lease Execution at Market.** The building is offered vacant, enabling a single-tenant lease at current market rents without navigating an existing lease structure. Industrial vacancy in Otay Mesa has remained structurally low, and premium-spec product of this caliber attracts well-capitalized tenants with urgency.


P&H
P&H

OWNER-USER ADVANTAGE – Ideal Lease-Saving Trade-Off

This is an ideal industrial owner-user investment that provides an attractive lease-saving trade-off. As opposed to leasing space, a purchase provides protection against future rental market uncertainty and rate hikes. It further offers occupancy control, significant tax benefits and after-tax equity accumulation.

With current Otay Mesa industrial rents at approximately $1.15–$1.30/SF NNN per month, a 59,505 SF tenant would pay approximately $68,430 to $77,356 per month in base rent alone — capital that builds no equity. An owner-user purchase converts that expense into equity accumulation and long-term occupancy certainty in a supply-constrained submarket where rents have demonstrated consistent upward pressure.



BONUS DEPRECIATION ADVANTAGE— Minimal Occupancy Cost In Year 1

Given the new tax legislation passed July 2025, a buyer would have little to no minimal occupancy costs in the first year given the estimated depreciation benefits. Assuming a buyer performs a Cost Segregation Study, a buyer could receive approximately $15,999/month in tax savings as a “loss carry forward” as illustrated in the Lease vs. Own Analysis on Page 37. SBA financing options are available for owner-users with 10% down payment.

OTAY MESA GATEWAY — CROSS-BORDER AND REGIONAL ACCESS

Direct SR-905 Access to the Otay Mesa Port of Entry. The property sits within minutes of the Otay Mesa-Mesa de Otay International Crossing via SR-905 — one of the busiest commercial truck crossings on the U.S. West Coast. This border proximity positions the asset for cross-border manufacturers, maquiladora operators, and bi-national logistics firms requiring same-day access to Tijuana and Baja California.

Three-Freeway Access to Two Border Crossings. I-5, I-805, and SR-905 provide direct connectivity to both the Otay Mesa-Mesa de Otay Commercial Crossing and the San Ysidro Port of Entry — the highest-volume land border crossing in the Western Hemisphere. This dual-crossing access enables independent routing of commercial and passenger traffic, a meaningful operational advantage for cross-border businesses.

Cross-Border Manufacturing Demand Anchors the Submarket. Otay Mesa is the terminus for Southern California's most active cross-border industrial demand corridor, drawing sustained absorption from maquiladora operators, defense subcontractors, and logistics firms with bi-national operations. Users in this category require the specific combination of heavy power, crane infrastructure, and border proximity that this building delivers.

Port of San Diego Access. The Port of San Diego's National City Marine Terminal lies approximately 10 miles north, providing import/export users access to international shipping infrastructure. Combined with the Otay Mesa border crossing, the property offers dual international trade touchpoints from a single operating location.

DOWNTOWN TIJUANA
LAS AMERICAS PREMIUM OUTLETS
PACIFIC OCEAN
BITCENTER
XOLOS
PASEO chapultepec
GALERÍAS HIPÓDROMO
Tijuana River
BROWN FIELD MUNICIPAL AIRPORT
MEXICO
UNITED STATES
Aeropuerto Internacional de Tijuana
La Media Rd
Kerns St
Siempre Viva Rd
Corridor Section
Airway Rd
MEXICO 2
CALIFORNIA 905
1 AJINOMOTO
2 FedEx
3 Suarez
4 IRON MOUNTAIN
5 terrytown
6 TRIDENT Maritime Systems
7 G-Global
8 EXPONENTS
9 US AGRICULTURAL DEPARTMENT
10 ImageFIRST HEALTHCARE LAUNDRY SPECIALISTS
10 SAMWHA
11 ups
12 KUEHNE+NAGEL
13 BOSE
14 OWL
15 RUSH TRUCK CENTERS
16 Border Pro Logistics
17 OTL ON TIME LOGISTICS
18 SAN DIEGO INTERNATIONAL CENTER
19 OnTrac
20 Honeywell
21 KraftHeinz
22 amazon
22 BALBOA water group

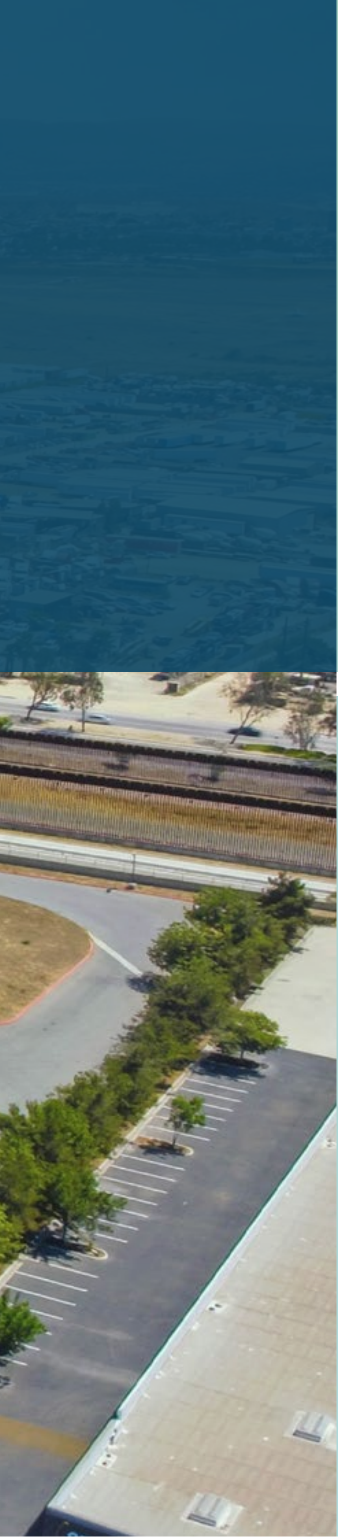
SUPERIOR SOUTH SAN DIEGO INDUSTRIAL MARKET FUNDAMENTALS

- **Otay Mesa Supply Constrained by Geography and Entitlement:** The Otay Mesa submarket is bounded by the U.S.-Mexico border to the south and built-out uses to the north and west, creating a hard supply ceiling with limited new land to develop. Entitlement timelines for new industrial in San Diego County run well ahead of most Southern California markets, further constraining the competitive pipeline.

- **Replacement Cost Supports Asset Value:** The combination of 3,000-amp power, 35-foot clear height, in-place bridge cranes, and excess acreage for dock or yard expansion represents an improvement package that would cost significantly more to deliver today than the current offering. High construction costs and land scarcity in Otay Mesa have driven a wide, durable gap between replacement cost and existing asset values.

- **Deep Institutional Demand for San Diego Industrial:** San Diego industrial assets attract capital from institutional, REIT, and private equity buyers drawn to the market's supply constraints, elevated replacement costs, and consistent demand from defense, life sciences, cross-border trade, and logistics users. The county's proximity to Mexico and unique cross-border economic drivers create a buyer profile that consistently supports pricing and limited time on market for well-located, premium-spec product.

PROPERTY OVERVIEW



APN	BUILDING SIZE	LAND SIZE
667-071-27	± 59,505 SF	± 184,520 SF / ± 4.24 ACRES

ZONING CODE	LAND USE	PARKING
IBT-1-1 (INT'L BUS. & TRADE ZONE) – CITY OF SAN DIEGO	HEAVY INDUSTRIAL	78 PARKING SPACES

DRIVE-IN OVERSIZED DOORS	YEAR BUILT	CLEAR HEIGHT
TWO (2)	1999	35 FT

GROUNDS
Grass lawn areas, shrubbery and small trees surround the property and parking areas

FOUNDATION
Poured concrete slab on grade

STRUCTURE
Concrete tilt-up

ROOFING SYSTEM
Flat roof

5 CRANES
Two 25-Ton
Two 10-Ton
One 5-Ton

EXTERIOR IMPROVEMENTS
Concrete tilt walls with painted corner accents, metal-framed glass windows and doors. Building-front signage opportunity as well as monument signage along Kerns St.

INTERIOR IMPROVEMENTS
Standard improvements for warehouse/industrial uses.

ELECTRICAL/POWER SYSTEM
3000A of 277/480V

HVAC SYSTEM
Packaged units.

LIFE SAFETY/FIRE PROTECTION
Standard, up-to-code life safety and protection

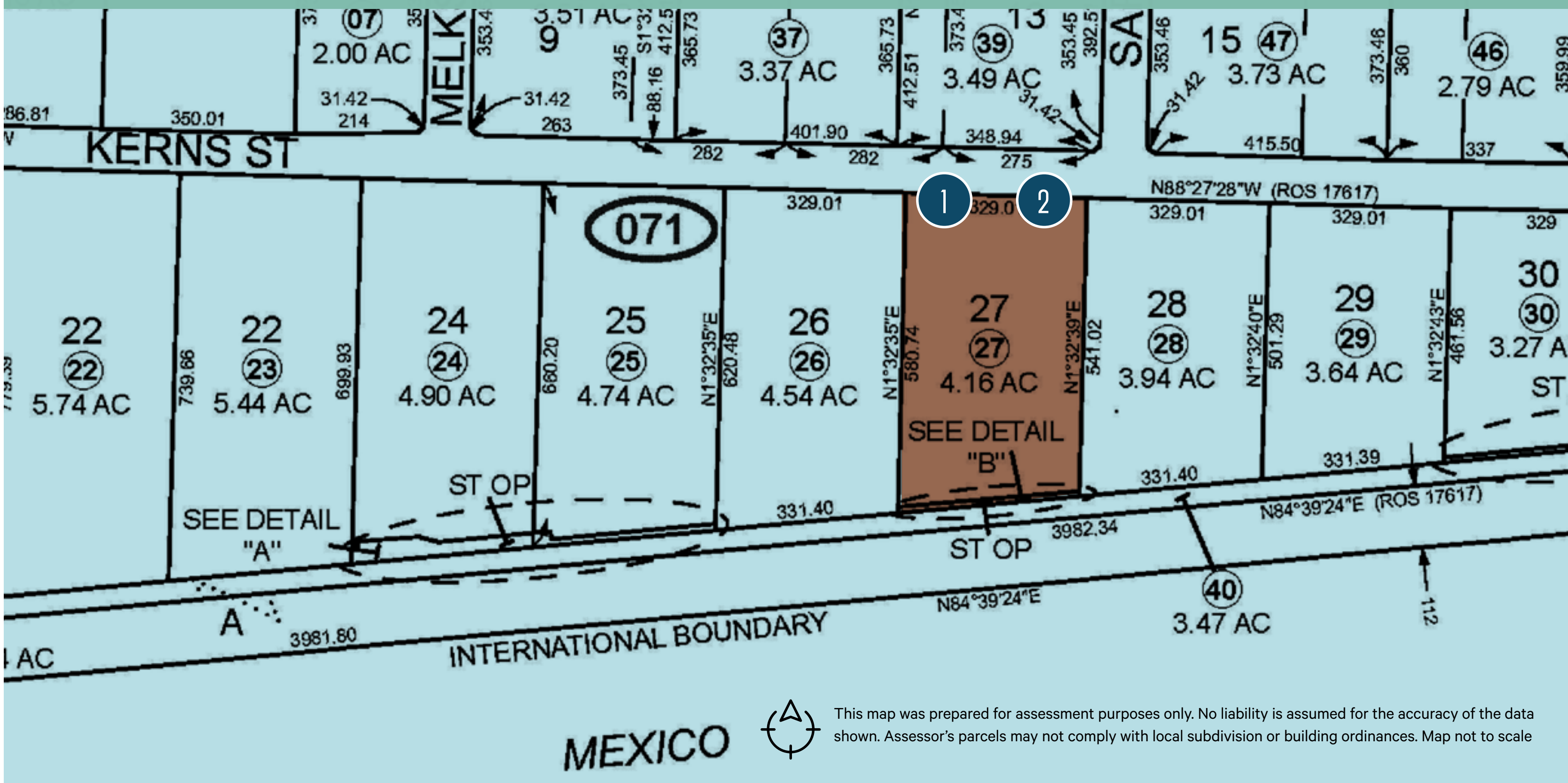
UTILITIES PROVIDERS
GAS San Diego Gas & Electric (SDG&E)
ELECTRIC San Diego Gas & Electric (SDG&E)
WATER Otay Water District
WASTE SERVICES EDCO, Republic, WM
TELECOMMUNICATIONS AT&T Business, Cox & more

Parcel Map + Site Plan

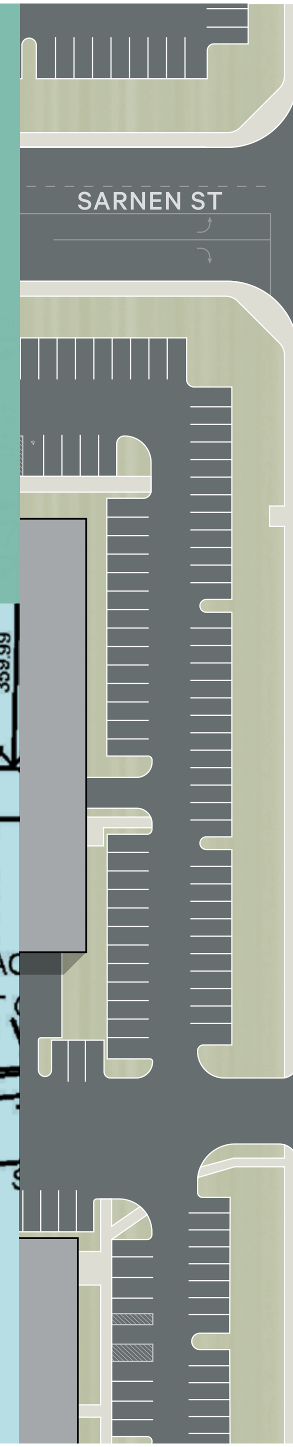
APN 667-071-27

SITE ACCESS

The property is accessible via two 1 2 egress/ingress points off Kern St.

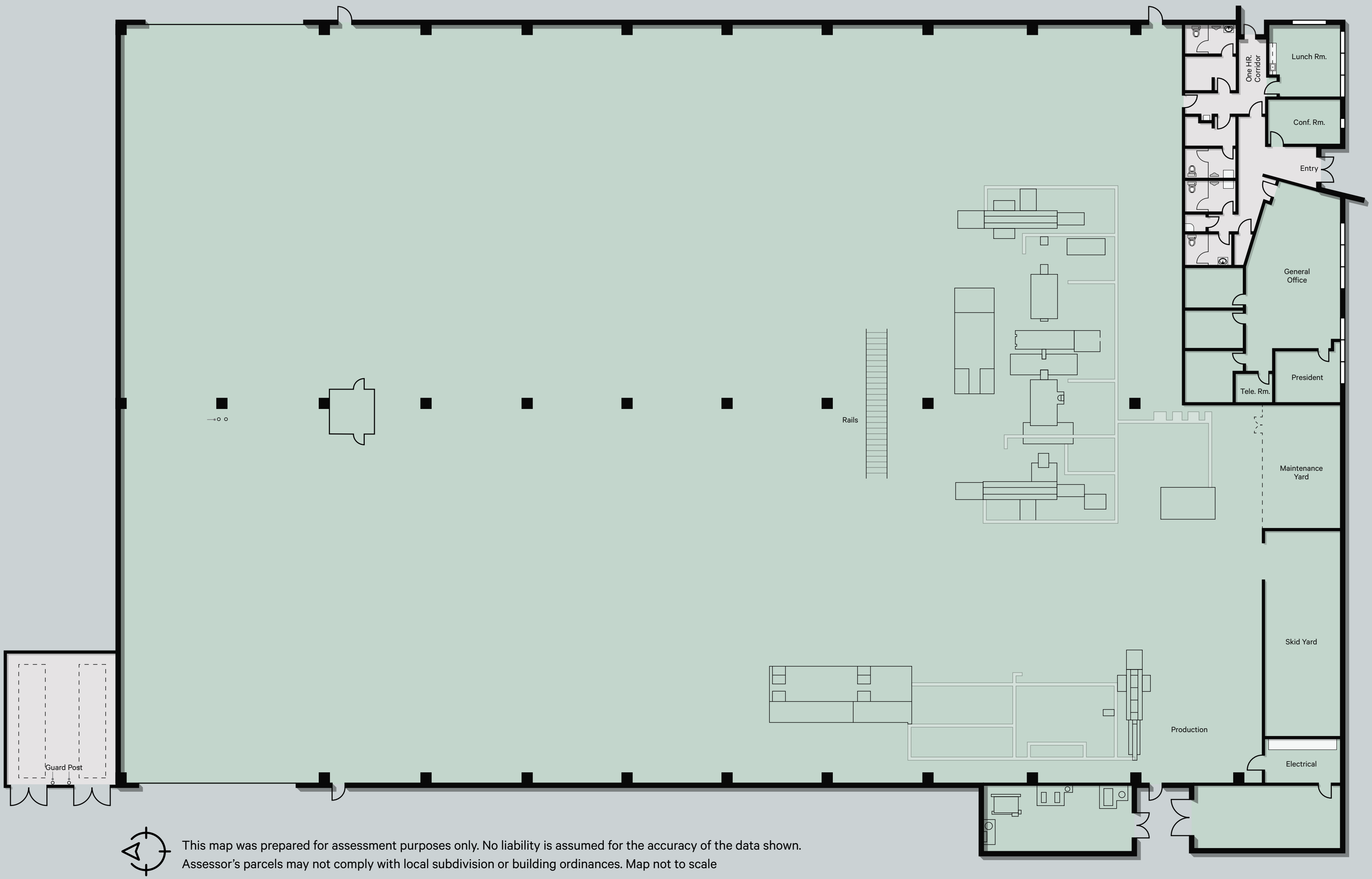


This map was prepared for assessment purposes only. No liability is assumed for the accuracy of the data shown. Assessor's parcels may not comply with local subdivision or building ordinances. Map not to scale




KERNS ST
8753 KERNS
Excess Yard / Dock Installation Area
CORRIDOR SECTION
MEXIUNITED STATESCO
MEXICO
VIA DE LA JUVENTUD OTE
Map not to scale

Floor Plan



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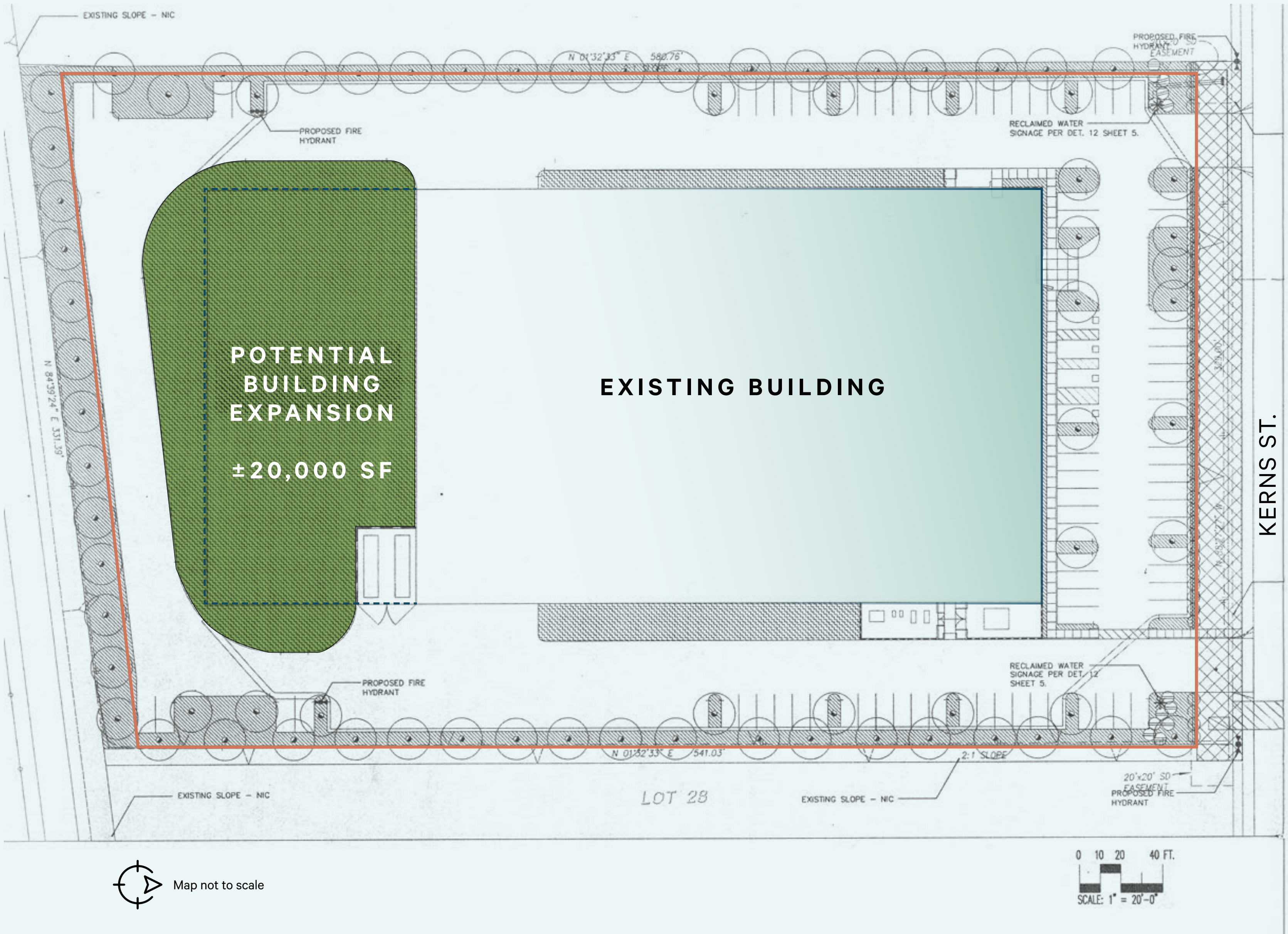
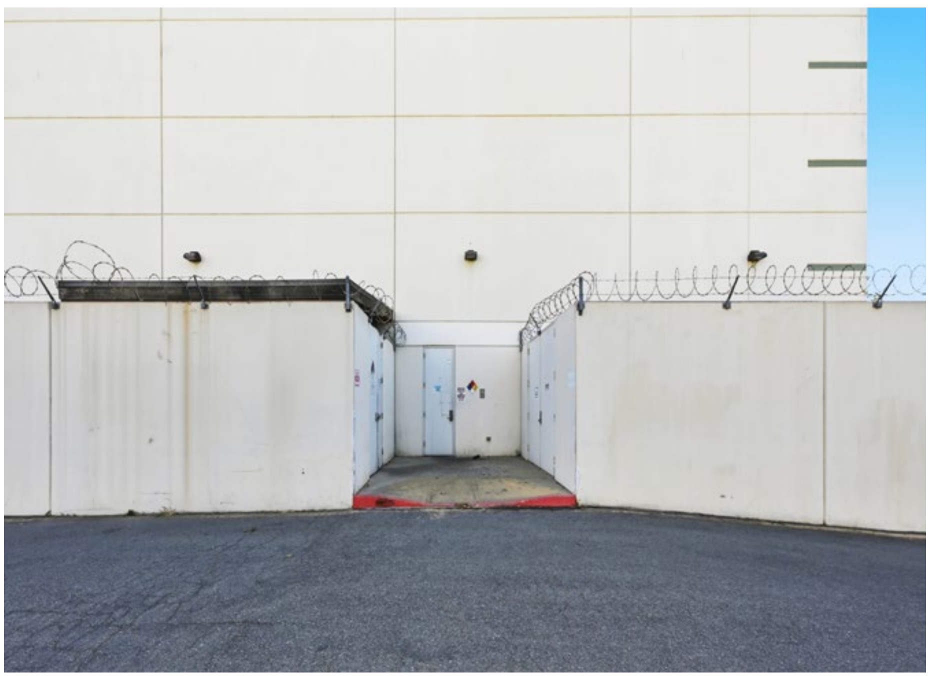
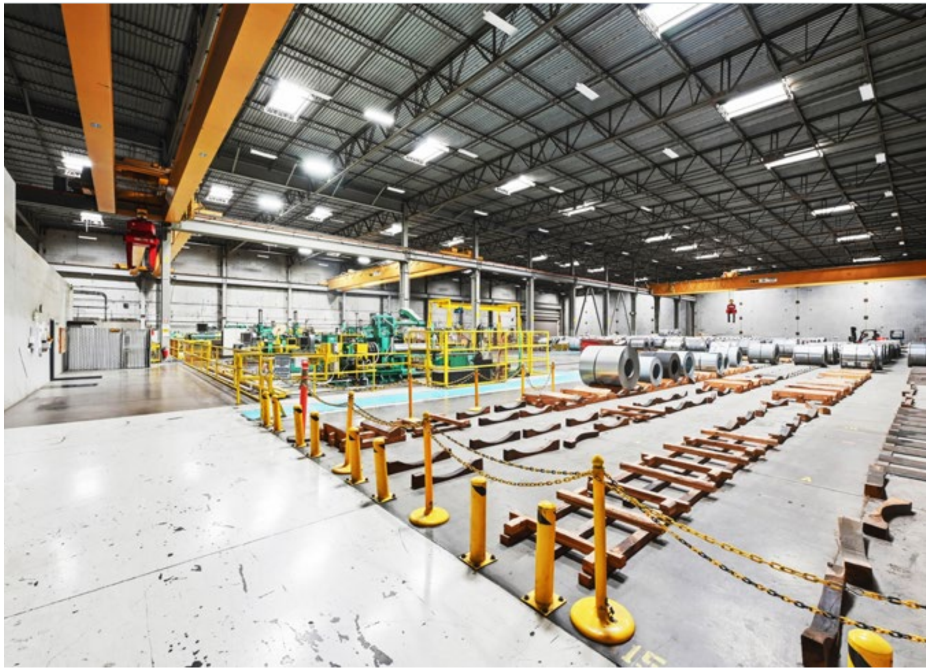
Potential Expansion Plan




ENTRANCE


8753



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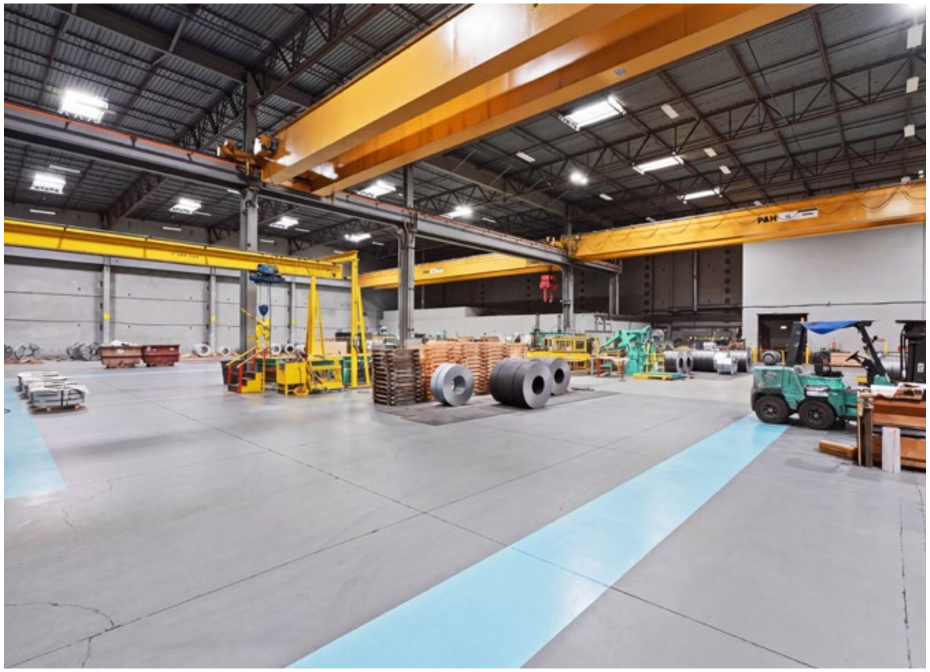
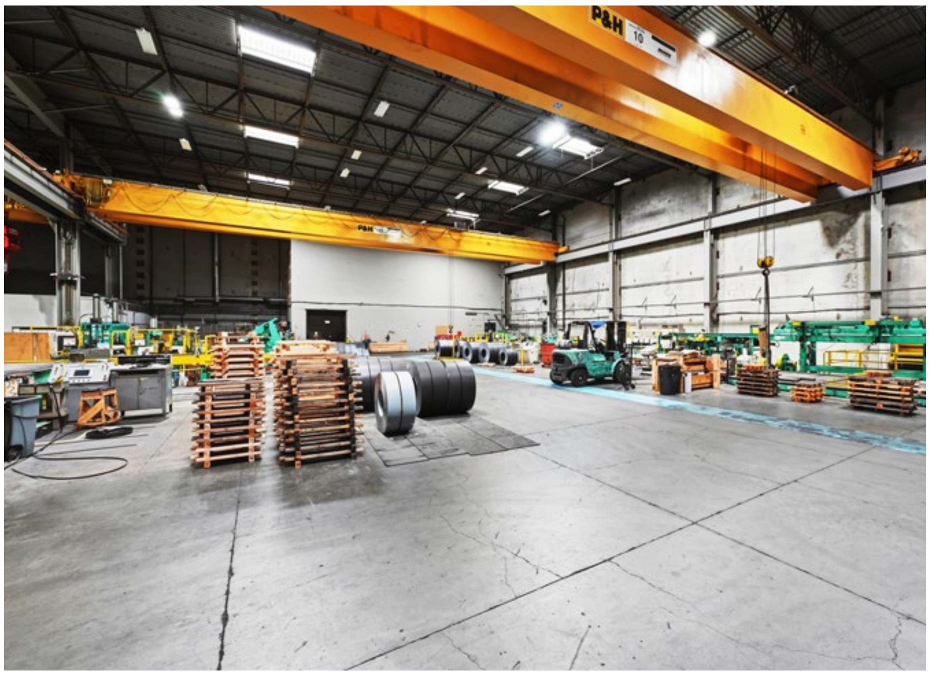



EXIT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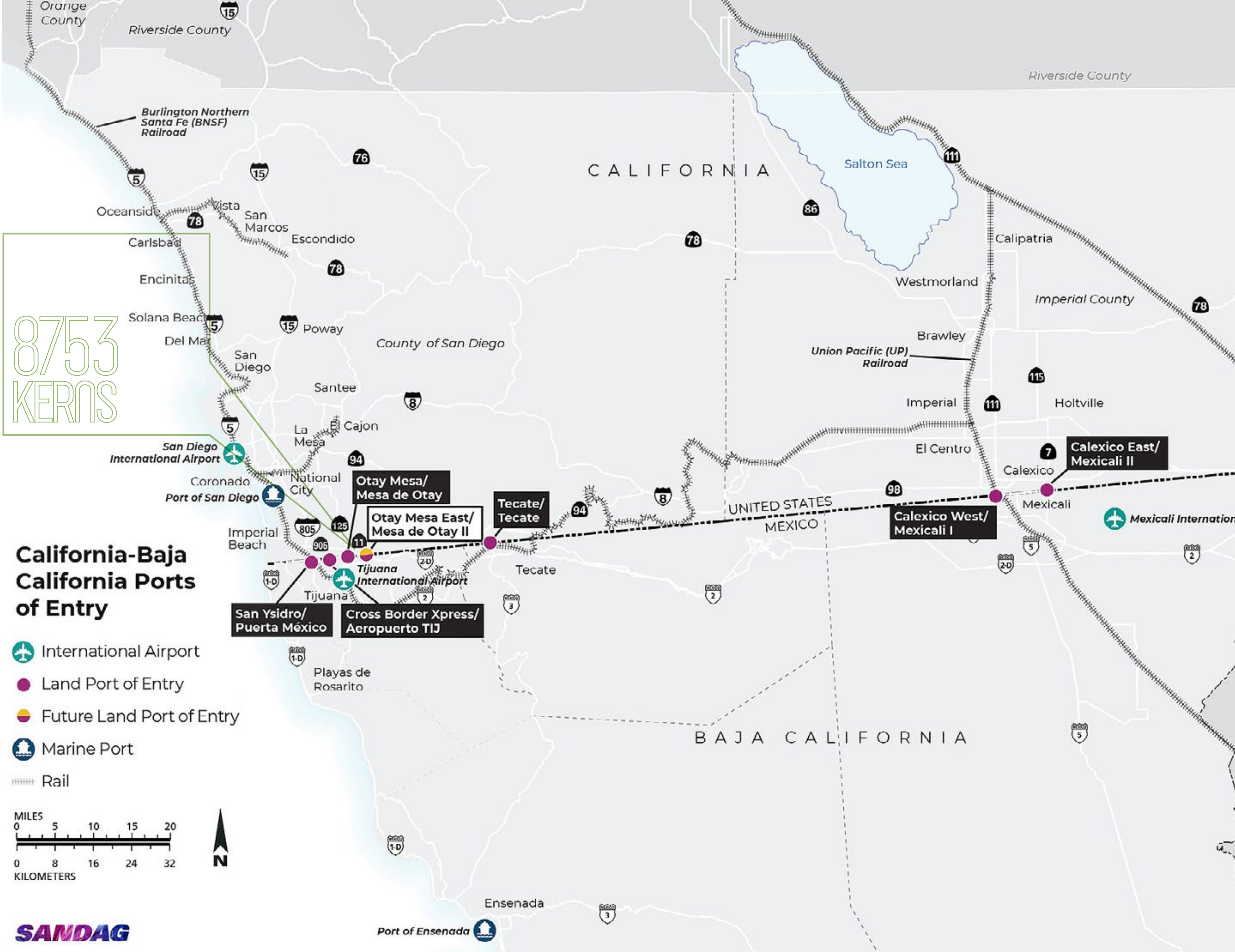
AREA + MARKET OVERVIEW

A Premier Industrial Hub in Otay Mesa

Strategically situated in the heart of the Otay Mesa industrial market, 8753 Kerns provides an unmatched operational gateway for businesses navigating international trade.

With immediate access to the SR-905, I-5, and I-805 corridors, the facility ensures seamless connectivity to both the Otay Mesa and San Ysidro Ports of Entry, as well as the Port of San Diego—creating a dual-international trade hub for cross-border manufacturers, logistics firms, and defense subcontractors. Beyond this premier logistical positioning, which is bolstered by regional expansion and access to a growing skilled workforce, this asset serves as an ideal owner-user investment.

This property offers an attractive lease-saving tradeoff, providing long-term protection against rental market volatility while delivering significant tax benefits, full occupancy control, and sustainable after-tax equity accumulation.


California-Baja California Ports of Entry
International Airport
Land Port of Entry
Future Land Port of Entry
Marine Port
Rail
MILES
0 5 10 15 20
0 8 16 24 32
KILOMETERS
N
SANDAG
8753 KERNS
Orange County
Riverside County
Riverside County
Burlington Northern Santa Fe (BNSF) Railroad
CALIFORNIA
Salton Sea
Oceanside
Vista
San Marcos
Escondido
Carlsbad
Encinitas
Solana Beach
Del Mar
Poway
County of San Diego
San Diego
Santee
La Mesa
El Cajon
San Diego International Airport
Coronado
National City
Port of San Diego
Imperial Beach
Otay Mesa/ Mesa de Otay
Otay Mesa East/ Mesa de Otay II
Tecate/ Tecate
Tijuana International Airport
Tijuana
San Ysidro/ Puerta México
Cross Border Xpress/ Aeropuerto TIJ
Tecate
Playas de Rosarito
Ensenada
Port of Ensenada
Calipatria
Westmorland
Imperial County
Brawley
Union Pacific (UP) Railroad
Imperial
Holtville
El Centro
Calexico
Calexico East/ Mexicali II
Calexico West/ Mexicali I
Mexicali
Mexicali International
UNITED STATES
MEXICO
BAJA CALIFORNIA

California-Baja California Ports Drive Growth Amid Nearshoring and Logistics Shifts

A New Trade Geography

Activity among the California-Baja California Inland ports reflect a fundamental rewiring of American supply chains. Mexico surpassed China as the United States' largest source of goods imports, with bilateral trade reaching $840 billion in 2024 and growing to $872.8 billion in 2025 — a 3.9% year-over-year increase, with February 2026 data showing a further 7.1% jump. Since 2016, Mexico has captured 30% of China's lost share of U.S. imports, more than any other country. The drivers are intentional: United States–Mexico–Canada Agreement (USMCA) preferential tariffs, geopolitical supply chain diversification away from Asia, and a booming nearshoring buildout in Monterrey, Guadalajara, and the border cities.

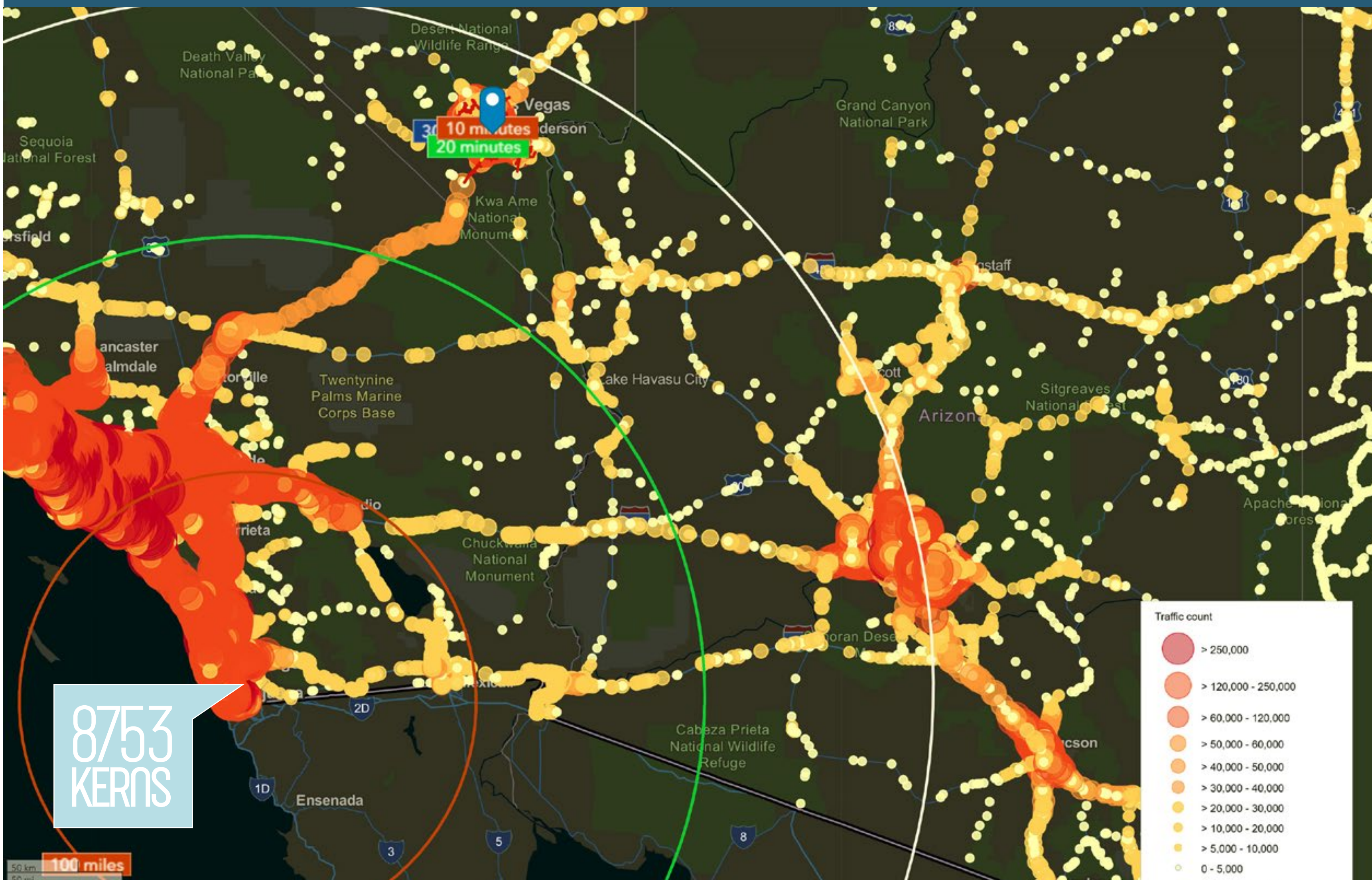
The freight consequence is significant. Laredo alone processed $353.9 billion in cross-border trade in 2025, with daily truck counts regularly exceeding 14,000 and surging past 21,000 during peak periods.

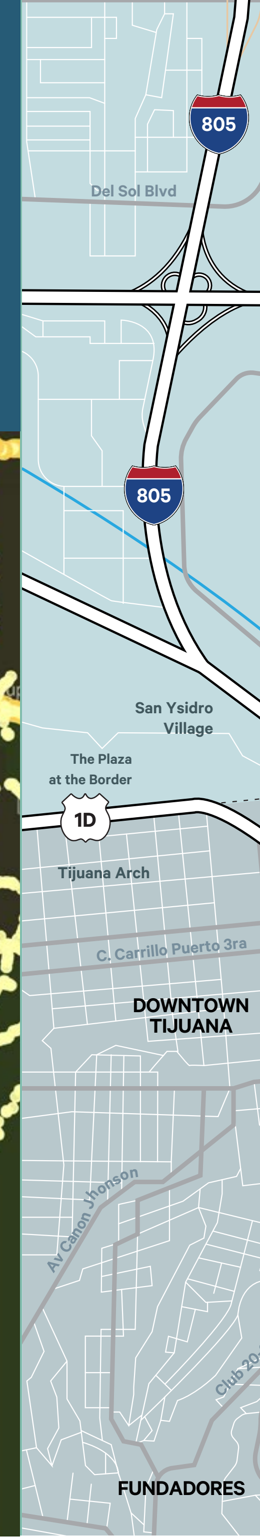
The California-Baja California points of entry, which feed into the I-15 Corridor, processed $79.4 billion in cross-border trade in 2025, a 21% increase from 2019. Unlike containerized Pacific imports that flow through LA/Long Beach and move east via the Alameda Corridor, Mexico border freight arrives by land — primarily truck — and needs distribution infrastructure positioned to serve the western U.S. interior.

The I-15 / I-805 corridor, which connects to the property, is the spine connecting the border-adjacent San Diego to Greater Los Angeles, Las Vegas, Salt Lake City, Phoenix, and the Mountain West. As nearshoring freight volumes continue to grow, the property's position along this spine becomes increasingly strategic.

The Value Proposition for 8753 Kerns Is Clear.

As supply chain speed becomes increasingly critical, the property's border location advantage as a manufacturing and warehousing node—evidenced by this traffic density map—becomes even more evident.





Located in the heart of Otay Mesa's industrial hub, the property is optimized for high-volume freight movement, with direct access via SR-905 to the Otay Mesa Port of Entry and the major interstate highway network.

SR 905
±2 MILES

SR 125
±3 MILES

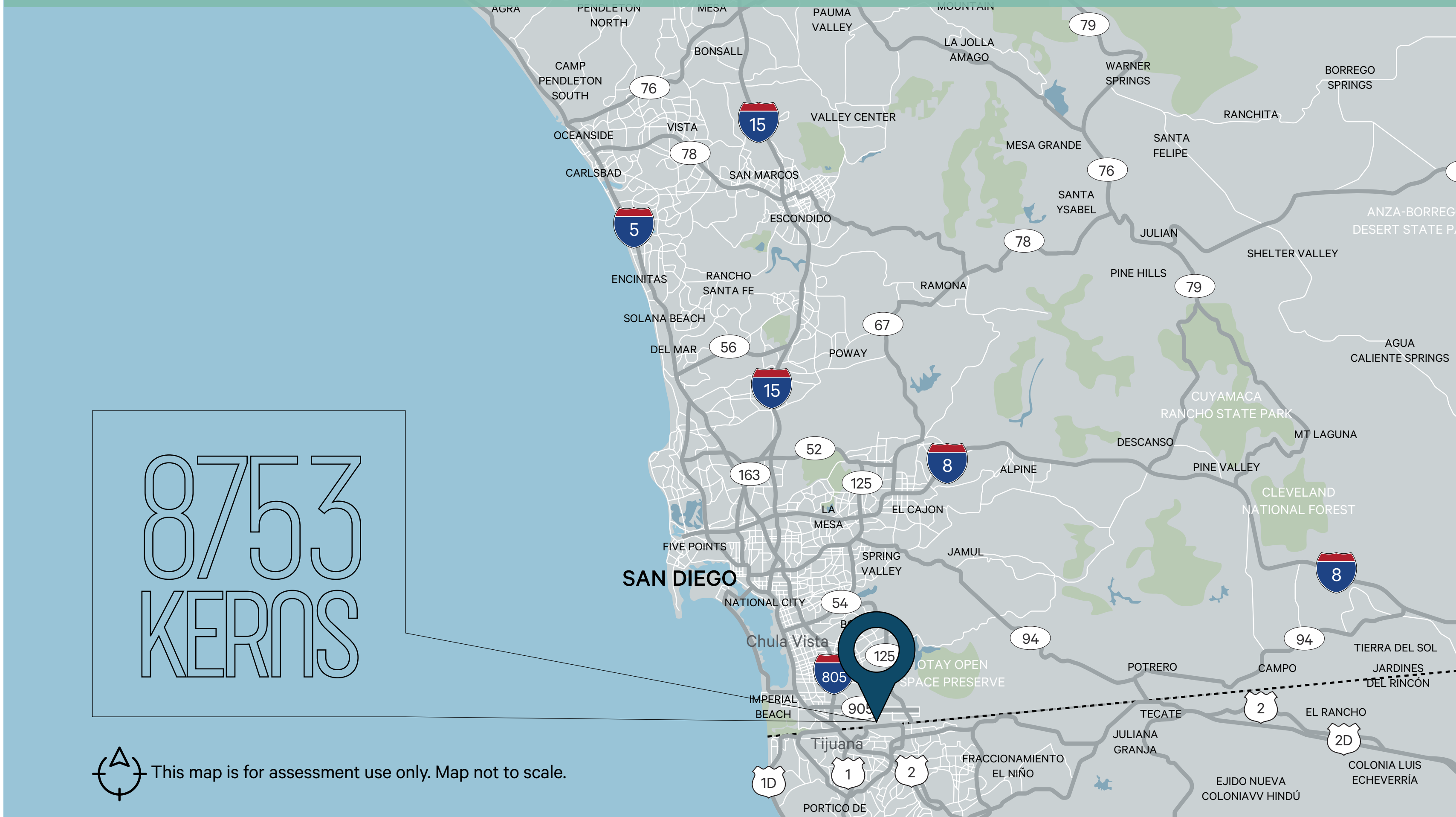
Interstate 805
±5 MILES

Tijuana Intl Airport
±5 MILES

San Diego Intl Airport
±20.0 Miles

Cross-Border Manufacturing Demand Anchors the Submarket

Otay Mesa is the terminus for Southern California's most active cross-border industrial demand corridor, drawing sustained absorption from maquiladora operators, defense subcontractors, and logistics firms with bi-national operations. Users in this category require the specific combination of heavy power, crane infrastructure, and border proximity that this building delivers.



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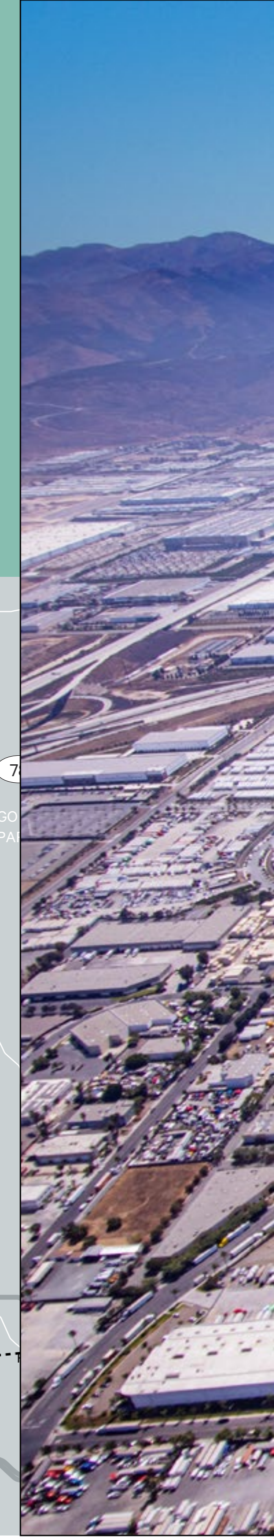
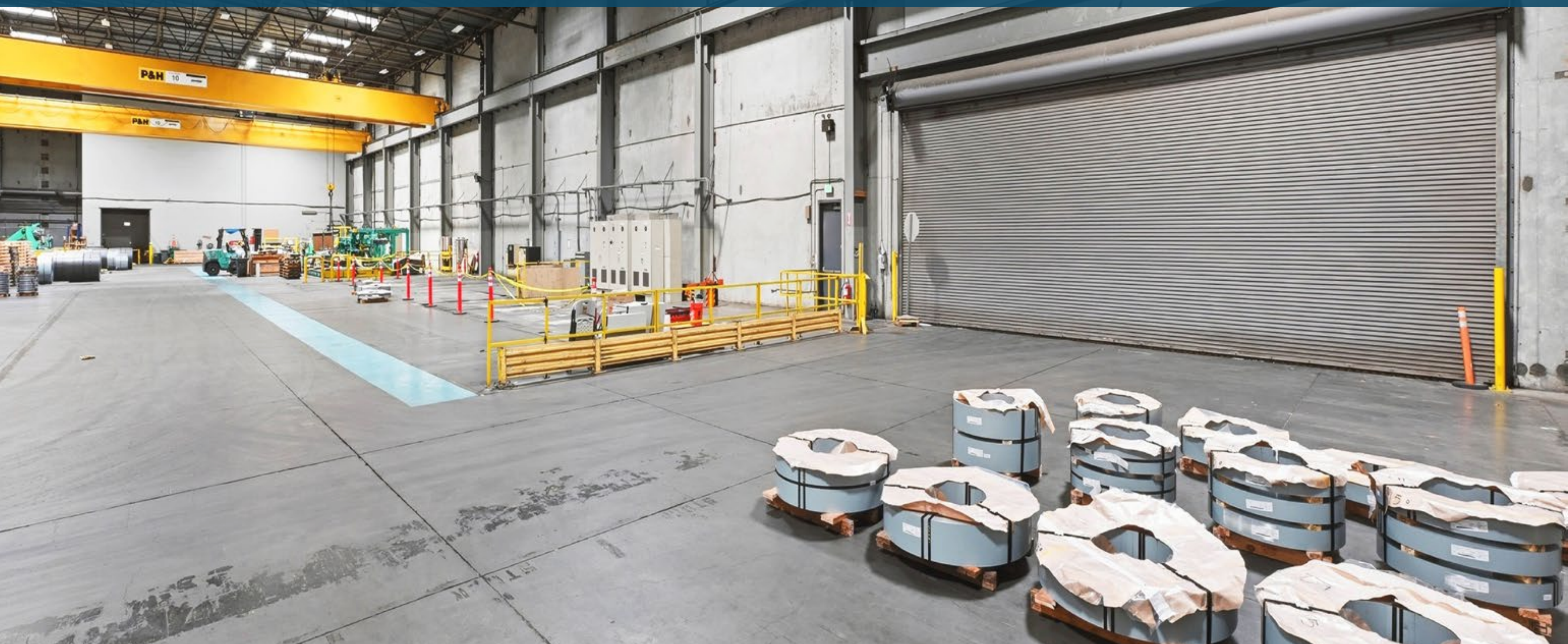



CALIFORNIA
905
US AGRICULTURAL DEPARTMENT
OMG
GLOBAL LOGISTICS
G-Global
TRIDENT
Maritime Systems
terrytown
8753 KERNS
OWL
SAN DIEGO INTERNATIONAL CENTER
BOSE
OTL
ON TIME LOGISTICS
KUEHNE+NAGEL
IRON MOUNTAIN
Kerns St
Melksee ST
Suarez
MEXICO
UNITED STATES
FedEx
Suarez
CORRIDOR SECTION
MEXBROS
Fruit Inc
Eat Well, Live Well.
AJINOMOTO.
Aeropuerto Internacional de Tijuana

FINANCIAL OVERVIEW
LEASE VS OWN



Year 1 monthly tax savings with loss carry forwards of $15,999/month.

BENEFITS OF OWNERSHIP

FAVORABLE TAX DEDUCTIONS TO IMPROVE THE BOTTOM LINE

- Mortgage loan interest
- Annual depreciation
- Cost of building improvements

ACQUIRING AN ASSET THAT CREATES VALUE [WEALTH BUILDER]

- Potential source of rental income
- Equity Build-up/Appreciation in asset value over time
- Diversification of business profits

POTENTIAL SOURCE OF PASSIVE INCOME

- Income stream from leasing a portion of the property

BENEFITS OF OWNING PROPERTY

- Space can be modified to accommodate changes in the business

UNIT SIZE ±59,505 SF
PROPERTY TYPE Industrial

BASE PURCHASE PRICE $13,388,625
BASE PRICE PER SQUARE FOOT $225/PSF

GLOBAL ASSUMPTIONS

Analysis Period	10 Years	**Combined Federal and State Tax Rate [1]**	45.38%
Operating Expense Growth Rate	3.00%	**Effective Blended Capital Gains Rate [2]**	37.12%

LEASE ALTERNATIVE

Lease Assumptions	
Size of Leased Premises	59,505 SF
Monthly NNN Rent	$1.30 PSF
Annual Rent Increases	3.00%
Monthly NNN Charges	$0.35 PSF
Equity Available for Investment	$1,459,360
After-Tax Equity Investment Rate	3.00%

OWN ALTERNATIVE

Loan Assumptions	**SBA Financing**	
Loan Amount	90.00% LTV	$12,049,763
Interest Rate		6.50%
Amortization Period		25 Years
Loan Fees/Costs	1.00%	$120,498
Total Equity Investment (Down Pymt & Fees)		$1,459,360
Monthly Operating Expenses		$0.35 PSF
Annual Growth / Appreciation of Property		2.00%
Depreciable Basis (Non Land Portion)	70%	$9,372,038

LEASE

Monthly Year 1	Per SF	Monthly
1st Year Monthly Rent	($1.30)	($77,356)
1st Year Monthly NNN Charges	($0.35)	($20,827)
Tax Savings on Rent Expense	$0.59	$35,104
Tax Savings on NNN Charges	$0.16	$9,451
After-Tax Investment Income	$0.06	$3,648
Monthly Year 1 After-Tax Costs	**($0.84)**	**($49,980)**

OWN

Monthly Year 1	Per SF	Monthly
1st Year Loan Payments	($1.37)	($81,361)
1st Year Operating Expenses	($0.35)	($20,827)
Tax Savings on Operating Expenses	$0.16	$9,451
Tax Savings on Interest Expense	$0.49	$29,397
Tax Savings on Depreciation	$0.96	$57,024
Building Appreciation	$0.38	$22,314
Monthly Year 1 After-Tax Savings	**$0.27**	**$15,999**

Savings as Owner in Monthly After-Tax Costs Year 1 — $65,979

10-Year Total	Total
Total Rent (Effective $1.49 Over 10 Yrs)	($10,641,667)
Total NNN Charges (Effective $0.40 Over 10 Yrs)	($2,865,064)
Tax Savings on Rent Expenses	$4,829,082
Tax Savings on NNN Charges	$1,300,137
After-Tax Investment Income	$501,898
Total After-Tax Cash Flow	**($6,875,614)**

10-Year Total	Total
Total Loan Payments	($9,883,801)
Total Operating Expenses	($2,865,064)
Tax Savings on Operating Expenses	$1,300,137
Tax Savings on Interest Expense	$3,255,477
Tax Savings on Depreciation	$1,518,516
Building Appreciation	$2,932,034
Principal Paydown	$2,709,828
Capital Gains Tax	($2,659,606)
Total After-Tax Cash Flow	**($3,692,478)**

Savings as Owner in Total After-Tax Cash Flows — $3,183,135

[1] Tax Rate calculated using 37.00% Federal and 13.30% State Ordinary Income Tax Rate.
[2] Rate includes cost segregated depreciation. Assumes 67.00% of asset treated as real property, capital gains on appreciation at 20.00%, depreciation recapture at 25.00%, and a blended ordinary income tax rate based on the federal and respective state tax rates.
[3] Depreciation assumes Cost Segregation Study with 100% Bonus Depreciation for a typical Industrial asset.


SDV
San Diego Vista
Steel Service Corp.

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If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

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The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

CBRE

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