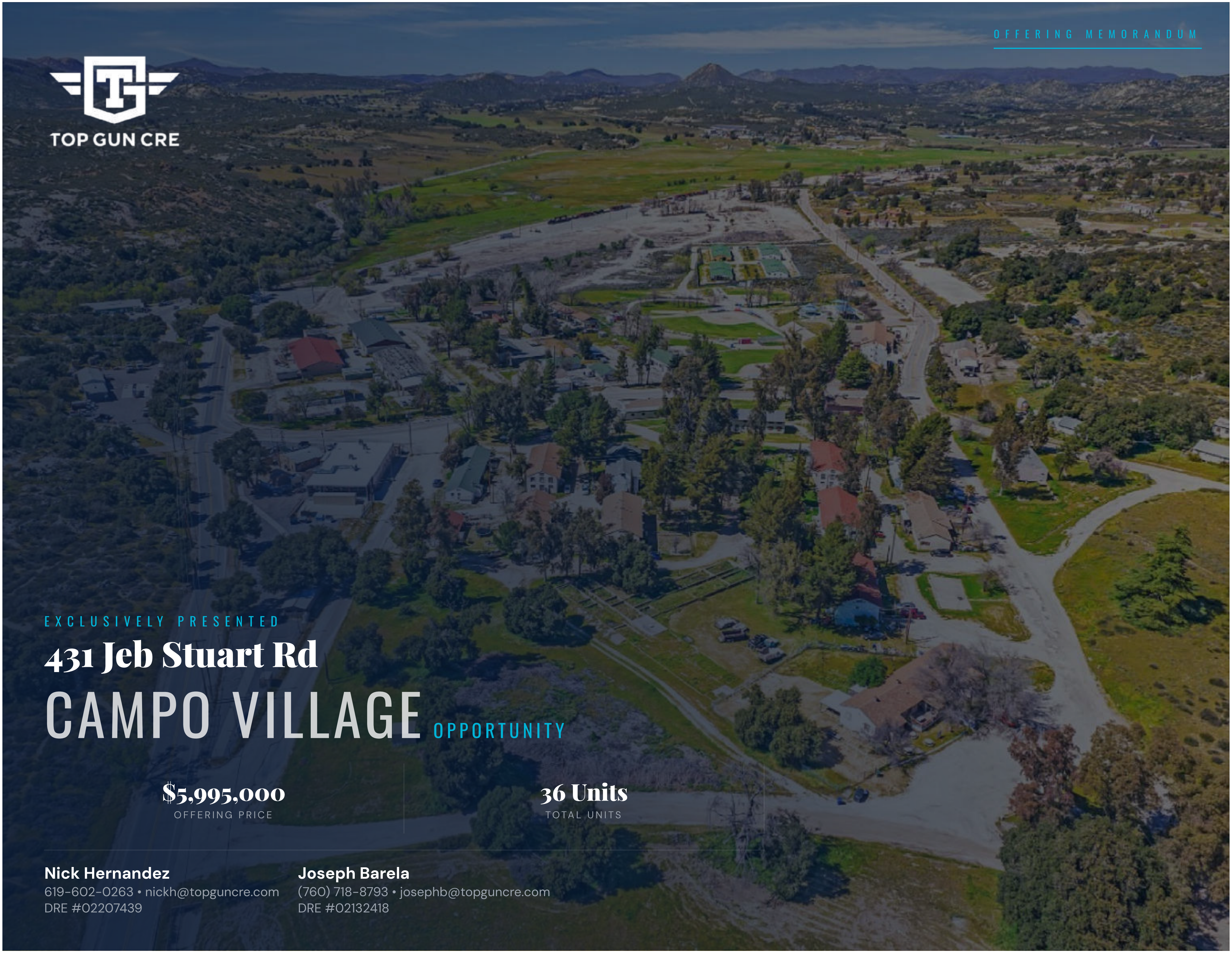

OFFERING MEMORANDUM

TOP GUN CRE

EXCLUSIVELY PRESENTED

431 Jeb Stuart Rd

CAMPO VILLAGE OPPORTUNITY

$5,995,000
OFFERING PRICE

36 Units
TOTAL UNITS

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TABLE OF CONTENTS

SECTION ONE

01

EXECUTIVE SUMMARY & INVESTMENT OVERVIEW

Executive Summary

Offering Summary

ADDRESS	431 Jeb Stuart Rd
CITY / STATE	Campo, CA
ZIP	91906
COUNTY	San Diego
MARKET	East County Backcountry
ASSET TYPE	Mixed-Use
BUILDING SF	94,820
YEAR BUILT	1941
TOTAL UNITS	36
UNIT MIX	(28) Residential (7) Commercial
PARKING	Surface
LAND SF	686,070
APN	656-040-21-00, 656-040-15-00, 656-040-12-00

Financial Summary

OFFERING PRICE	$5,995,000
PRICE PSF	$63
PRICE PER UNIT	$166,528
NOI (CURRENT)	$251,050
NOI (Proforma)	$635,293
GRM (CURRENT)	12.51
GRM (Proforma)	6.59
CAP (CURRENT)	4.19%
CAP (Proforma)	10.60%

Proposed Financing

LOAN TYPE	Owner-Financed (Seller Carry)
DUE IN	5 Years
DOWN PAYMENT	$2,822,797
ANNUAL DEBT SVC	$228,228
MONTHLY DEBT SVC	$19,019
LOAN AMOUNT	$3,172,203
LTV	53%
INTEREST RATE	6.00%
AMORTIZATION	30 Years
TARGET DCR	*1.10*
DCR (Proforma)	2.78

Investment Summary

Top Gun CRE is pleased to present The Village of Campo, a nearly 16 acre, three parcel historic town in the East County backcountry, approximately one hour east of San Diego. The offering includes 28 residential units and a commercial portfolio anchored by the United States Border Patrol, in occupancy since 2013, the United States Post Office, and East County Lumber and Ranch Supply, whose lease runs into the 2030s.

The town produces income today through long tenured residents and government anchored commercial tenants, and it holds room for far more. Vacant homes, storefronts, and additional structures beyond the unit count, including a storage building, a laundromat, and a former thrift store, give the next owner space to build on the existing operation or take the town in a direction of their own. Properties like this have become destination hospitality, short term stays, country retreats, event grounds, film locations, and maker villages, and Campo's setting along the Pacific Crest Trail corridor supports any of those paths. A straightforward path also exists in leasing up, renovating, and moving rents toward market, and any plan should carry a real renovation budget.

Development potential is village scale infill within the established village boundary of the Campo Community Plan, consistent with the character of the town. The seller is open to seller financing and creative structures, giving qualified buyers flexibility that conventional lending rarely offers on rural assets.

SECTION TWO

02

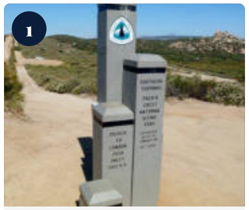
MARKET &
PROPERTY PROFILE

About Campo, CA

Campo sits along the Highway 94 corridor in San Diego County's East County backcountry, about an hour from downtown San Diego and a short drive from the Tecate border crossing. At about 2,600 feet of elevation, the village has cooler summers than the desert to the east and clear night skies. The town grew up around Camp Lockett, the historic Army cavalry post whose legacy still defines the area, and today it draws steady visitation from the Pacific Crest Trail, whose southern terminus lies just to the south and sends thousands of northbound hikers past the village each spring, along with the Pacific Southwest Railway Museum, the Motor Transport Museum, and the Gaskill Brothers Stone Store Museum. Lake Morena County Park and the Golden Acorn Casino sit minutes away.

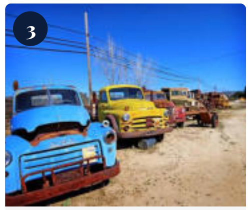
The corridor has a working proof of concept in Jacumba Hot Springs, about 30 miles east, where investors bought much of the small town and reopened its hot springs hotel as a destination hospitality asset within the same county corridor. Federal employment through the Border Patrol station on site and stable institutional tenancy through the Post Office give the town an economic base that most rural markets lack. Nothing like the village's building stock is likely to be built in the backcountry again, which puts scarcity value on what already stands.

Demand Drivers



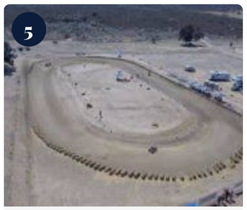
Pacific Crest Trail Southern Terminus

Pacific Southwest Railway Museum

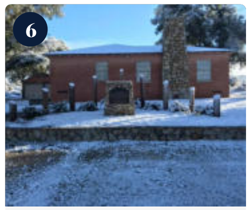


Motor Transport Museum

Gaskill Brothers Stone Store Museum



Camp Lockett Equestrian Facility



Buffalo Soldiers Museum

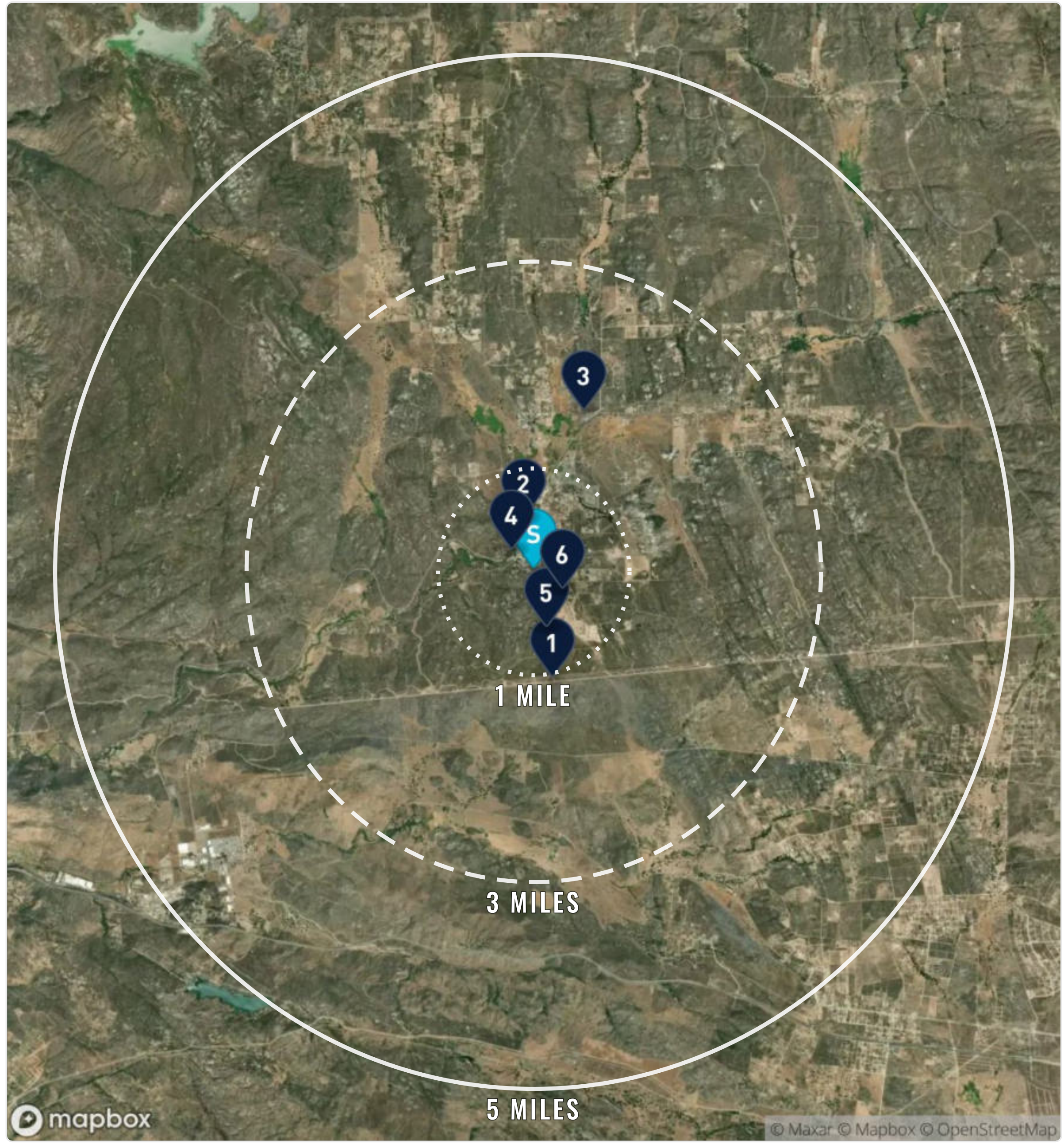
DEMOGRAPHICS

3,375
POPULATION (5-MILE)

$88,434
AVG HH INCOME (5-MILE)

$327,600
MEDIAN HOME VALUE (5-MILE)

	1-MILE	3-MILE	5-MILE
POPULATION			
2024 Population	480	2,729	3,375
2029 Projection	490	2,800	3,460
Median Age	40	45.7	46.4
HOUSEHOLDS			
2024 Households	160	904	1,040
2029 Projection	165	925	1,065
Owner Occupied	62%	76%	78%
Renter Occupied	38%	24%	22%
INCOME			
Avg Household Income	$72,000	$87,169	$88,434
Median Household Income	$52,000	$61,538	$62,500
HOUSING			
Median Home Value	$300,000	$347,400	$327,600



Rent Roll

Unit / Tenant	Type	# Units	SqFt	Current	Proforma
Residential Units	Residential	28	28,320	$25,550	**$37,475**
VFW	Commercial	1	1,500	$825	**$1,050**
Baptist Church	Commercial	1	2,000	$750	**$950**
Cabinet Shop	Commercial	1	8,000	$2,500	**$2,900**
Border Patrol	Commercial	1	3,500	$4,400	**$4,650**
Post Office	Commercial	1	1,500	$1,783	**$1,883**
East County Lumber	Commercial	1	8,000	$4,119	**$4,400**
Metal Shop (Vacant)	Commercial	1	5,000	$0	**$2,500**
Misc. Vacant Buildings	Commercial	1	37,000	$0	**$20,000**
Totals			**94,820**	**$39,927**	**$75,808**

Other Income (Monthly)

ITEM	CURRENT	PRO FORMA
Laundry	**$0**	**$0**
Parking	**$0**	**$0**
Storage	**$0**	**$0**
Total Monthly Other	—	—

Income Summary (Annual)

Gross Rent (Current)	**$479,124**
Gross Rent (Proforma)	**$909,696**
Other Income (Current)	—
Other Income (Proforma)	—
Upside	**90%**

There are numerous vacant buildings on the property that are candidates for renovation and repurposing. Details are available in due diligence.

Property Features

NUMBER OF UNITS	36
BUILDING SF	94,820
UNIT MIX	(28) Residential (7) Commercial
LAND SF	686,070
YEAR BUILT	1941
ZONING	RV & C38
ZONING OVERLAY	Campo Community Plan Village Boundary
PARKING	Surface
ASSET QUALITY	Value-Add Reposition

UTILITIES

WATER	Owner
ELECTRIC / GAS	Tenant (SDG&E)
TRASH	Owner




SECTION THREE

03

FINANCIAL ANALYSIS & SALES COMPARABLES

Financial Analysis

Building Overview

Offering Price	**$5,995,000**
$/Unit	**$166,528**
$/SF	**$63**
Units	**36**
Bldg SF	**94,820**
CapEx / Unit	**$0**
Total CapEx	—

Current

Avg Rent	**$1,109**
NOI	**$251,050**
Cap Rate	**4.19%**
GRM	**12.51**
Cash Flow	**$22,823**

Proforma

Avg Rent	**$2,106**
NOI	**$635,293**
Cap Rate	**10.60%**
GRM	**6.59**
Cash Flow	**$407,066**

Annualized Operating Data

	Current	Proforma
Gross Scheduled Rent	$479,124	$909,696
Vacancy (3%)	($14,374)	($27,291)
Other Income	—	—
Gross Operating Income	**$464,750**	**$882,405**
Total Expenses	($213,700)	($247,112)
Net Operating Income	**$251,050**	**$635,293**
Debt Service	($228,228)	($228,228)
Cash Flow (Before Tax)	**$22,823**	**$407,066**
Cap Rate	**4.19%**	**10.60%**
GRM	**12.51**	**6.59**


Expenses & Cost Analysis

Expenses (Annual)

Item	Current	Proforma
Property Tax (1.0862 %)	$65,118	$65,118
Insurance	$8,944	$8,944
Management (8 %)	$37,180	$70,592
Utilities	$26,390	$26,390
Repairs	$24,505	$24,505
Cleaning & Maintenance	$29,198	$29,198
Supplies	$16,375	$16,375
Legal & Professional	$5,990	$5,990
Total Expenses	**$213,700** (46.0% of GOI)	**$247,112** (28.0% of GOI)

Per Unit (Current) **$5,936**

SECTION FOUR

04

COMPANY PROFILE

About Top Gun CRE

SPECIALIZED SAN DIEGO MULTIFAMILY BROKERS

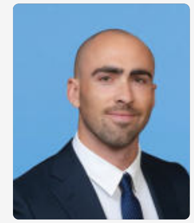
Top Gun CRE is your premier San Diego commercial real estate brokerage, specializing in multifamily investment advisory, apartment transactions, 1031 exchanges, and property management. Founded in late 2017, we provide top-tier buyer and seller representation through a superior team of brokers, innovative technology, multifamily expertise, and a clients-first approach. We believe in being expert advisors — sharing quality information and distilling it into actionable insights, not withholding it.

WHAT MAKES US UNIQUE

Our team-based approach — collaboration, shared data, disciplined strategy — yields more buyers, more offers, and better end financial results. Both principals are licensed brokers, with fiduciary duty and transparency at the foundation of every engagement. We maintain the most comprehensive San Diego apartment database in the market, and pride ourselves on top-of-market underwriting and pushing the pricing envelope to get our clients the best possible deal.

WE KNOW THE MARKET

San Diego multifamily is our specialty. We track every submarket — North Park, South Park, Hillcrest, Pacific Beach, Normal Heights, University Heights, La Mesa, Chula Vista — and speak the numbers fluently. When we list a property, it reaches the full pool of qualified buyers. When we represent a buyer, we surface deals before they hit the broader market.



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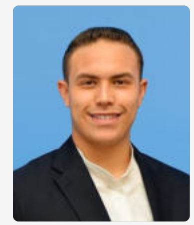

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CONFIDENTIALITY

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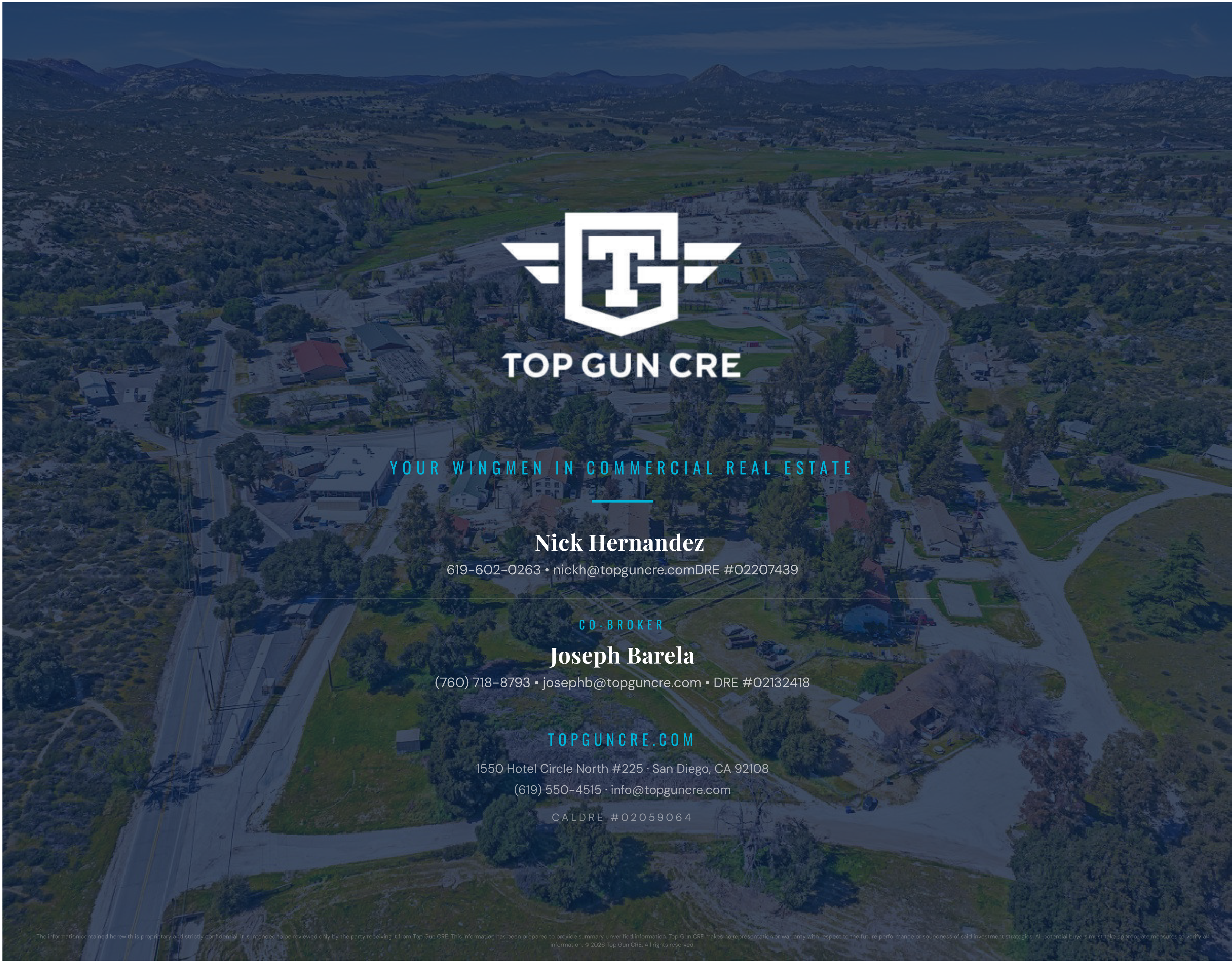

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