



# OFFERING MEMORANDUM

## 10 LOW DENSITY UNITS ON A TRIPLE LOT IN CENTRAL SAN DIEGO

21-33 35TH STREET | SAN DIEGO, CA 92113

858. 360. 3000 ■ [caacre.com](http://caacre.com)

**COMMERCIAL  
ASSET  
ADVISORS**



## OFFERING MEMORANDUM

21-33 35TH STREET | SAN DIEGO, CA 92113

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## Confidentiality & Agency Agreement

Seller has retained Commercial Asset Advisors as exclusive advisor for the sale of the above referenced property. The Investment Offering Memorandum and/or financial materials hereinafter referred to as “marketing materials” has been prepared by Commercial Asset Advisors for use by a limited number of parties and does not purport to provide a necessarily accurate summary of the property or any of the documents related hereto, nor does it purport to be all inclusive or to contain all of the information which perspective investors may need or desire. All projections have been developed by Seller, Commercial Asset Advisors, and designated sources and are based upon assumptions relating to the general economy, competition, and other forces beyond the control of the Seller and are therefore subject to variation.

The information listed in the marketing materials has been obtained from sources we believe to be reliable, however, no representation is made by Seller or Commercial Asset Advisors as to the accuracy or the completeness of the information contained herein and nothing contained herein is, or shall be relied on as, a promise or representation as to the future performance of the Property. Seller and its employees, disclaim any responsibility for inaccuracies and expect prospective purchasers to exercise independent due diligence in verifying all such information. Further, Seller, Commercial Asset Advisors, and their employees disclaim any and all liability for representations and warranties, expressed and implied, contained in, or for omission from, the Investment Offering Memorandum, or any other written or oral communication transmitted or made available to the recipient. Analysis and verification of the information contained in the Investment Offering Memorandum is solely the responsibility of the prospective purchaser.

Seller and Commercial Asset Advisors each expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers regarding the Property and/or terminate the discussions with any entity at any time with or without notice. Seller shall have no legal commitment or obligations to any entity reviewing the Investment Offering Memorandum, or making an offer to purchase the Property, unless and until such offer is approved by the Seller, a written agreement for the purchase of the Property has been fully executed, delivered and approved by Seller and its legal counsel and any conditions to Seller’s obligations thereunder have been satisfied or waived.

The Investment Offering Memorandum and the contents, except such information which is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting the Investment Offering Memorandum, you agree that you will hold and treat it in the strictest of confidence, that you will not photocopy or duplicate it, that you will not disclose the Investment Offering Memorandum or any of the contents to any other entity (except to outside advisors retained by you if necessary, for your determination of whether or not to make a proposal and from whom you have obtained the agreement of confidentiality) without prior written authorization of Seller and Commercial Asset Advisors and that you will not use the Investment Offering Memorandum or any of the contents in any fashion or manner detrimental to the interest of the Seller, Seller’s tenants, or Commercial Asset Advisors.

# TABLE OF CONTENTS

1

EXECUTIVE  
SUMMARY

2

SALES  
COMPARABLES

3

RENT  
COMPARABLES

3

FINANCIAL  
ANALYSIS

5

LOCATION  
OVERVIEW

# 1

## EXECUTIVE SUMMARY

## THE OFFERING

21-33 S. 35TH STREET | SAN DIEGO, CA 92113

Price just reduced by \$150,000 to facilitate a quick sale! Commercial Asset Advisors is pleased to present the opportunity to acquire a high yield, mostly renovated, low-density, triple lot, multifamily asset with a detached 3 Bed / 2 Bath house in Central San Diego. The property possesses 3 water meters, suggesting a 3-way lot split could be feasible on the site.

21-33 S. 35th Street was originally constructed in 1960 with 9 of the 10 units renovated in 2022 including the buildout of the two studio ADUs. The asset consists of 5 buildings: a detached 3 Bed / 2 Bath house, a 1 Bed / 1 Bath detached cottage, a quadplex of (4) 1 Bed / 1 Bath units, a duplex of (2) Studios, and a duplex of (2) 2022 completion Studio ADUs. All but two units have mid-sized private yards helping to drive longer term occupancy and higher rents. The property is well parked with 13 off-street parking spaces for the 10 units providing for over 1 parking space per bedroom.

21-33 S. 35th Street offers strong financial metrics with \$203,000 GSI in-place and \$208,200 GSI with the immediately available rent increases yielding a 5.61% cap rate. Additionally, the existing rents are under market allowing for further income potential with market gross income of \$239,340 for a potential 6.81% cap rate.

The asset is centrally located in Logan Heights providing quick access to Downtown San Diego, Coronado Island, Balboa Park, North Park, South Park, and the San Diego Navy Base, Airport, & Bay all within a 10-minute drive. Select units possess views of Downtown San Diego Skyline and the Coronado Bridge.







# OPPORTUNITY HIGHLIGHTS

21-33 S. 35TH STREET | SAN DIEGO, CA 92113

Price	\$ 2,350,000
Number of Units	Ten (10)
Price Per Unit	\$235,000
Parking	13 Off Street Spaces
Year Built	1960
APN	546-136-02-00
Improvements	4,629 SF
Lot Size	14,521 SF
Metering	Individual Gas & Electric
In-Place Cap Rate	5.41%
Cap Rate with Available Rent Increases	5.61%
Proforma Cap Rate	6.76%



Desirable low-density triple lot



Immediately available rent increase with additional rent potential



Detached 3 bed / 2 bath home



9 of 10 Units renovated



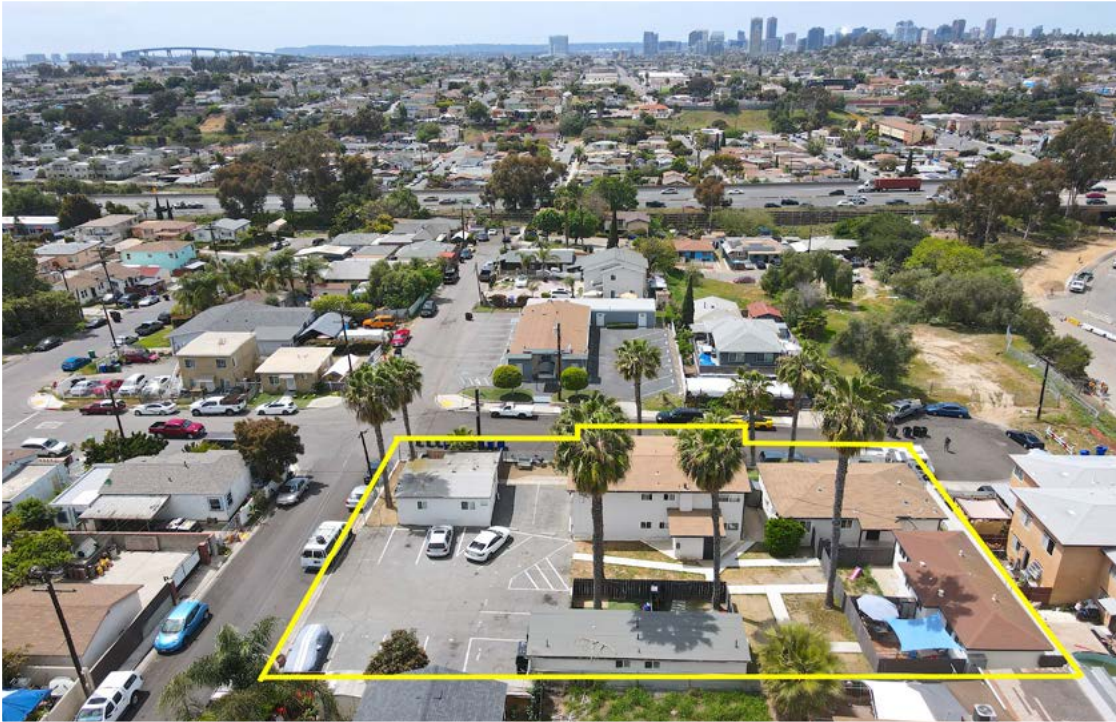
8 of 10 Units possess mid-sized private yards



10 minute drive from the majority of San Diego's most attractive entertainment, restaurants, and hot spots!















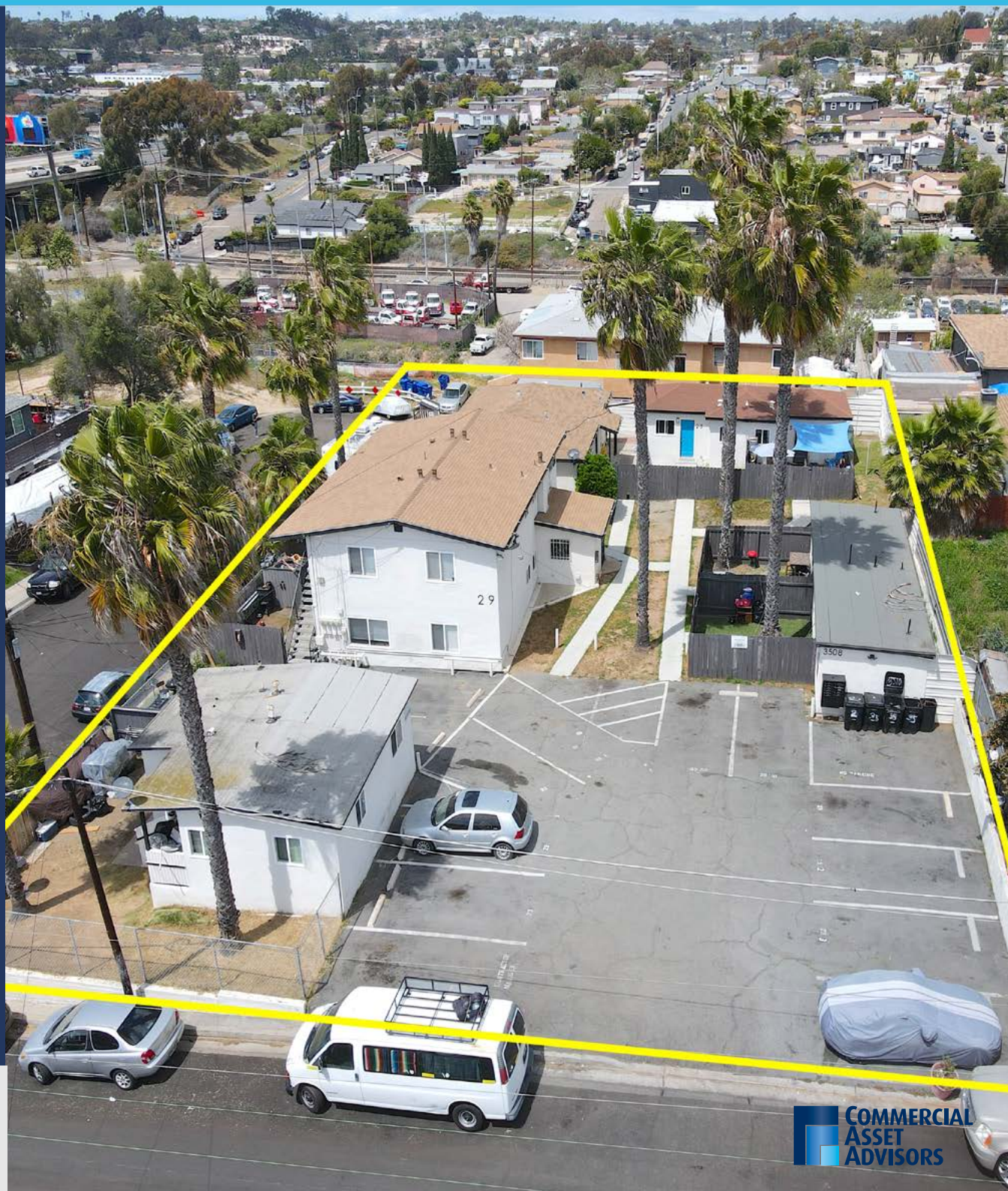






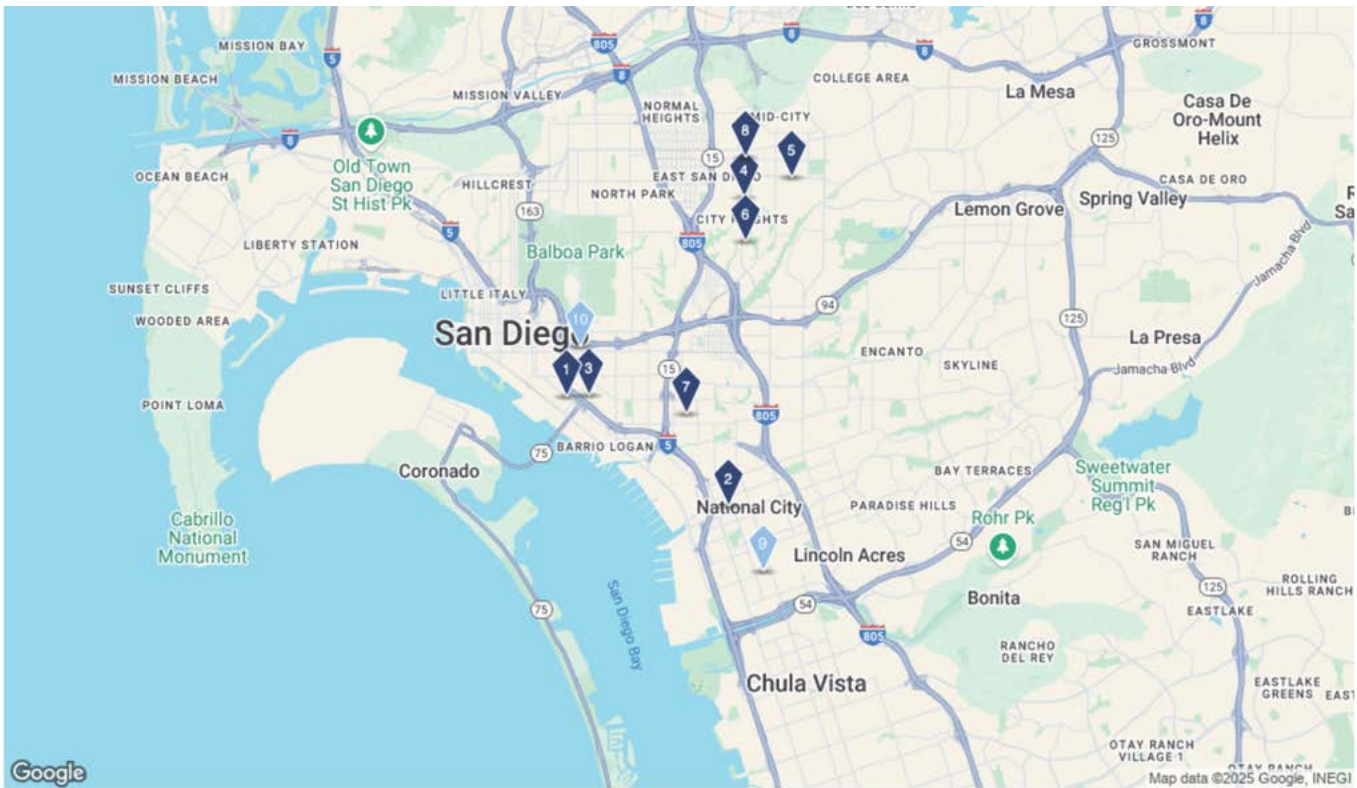
# 2

## SALE COMPARABLES





# SALES COMPARABLES



## Sale Comparables Summary Statistics

Sale Attributes	Low	Average	Median	High
Sale Price	\$1,350,000	\$1,742,500	\$1,582,500	\$2,350,000
Sale Price Per Unit	\$225,000	\$273,333	\$266,944	\$335,714
Cap Rate	3.5%	5.6%	5.1%	7.9%
Sale Price Per AC	\$5,472,182	\$9,764,640	\$10,031,195	\$14,687,500
Property Attributes	Low	Average	Median	High
Units	5	6	6	9
Year Built	1927	1967	1973	1989
Stories	1	2	2	2
Vacancy At Sale	0.0%	0.0%	0.0%	0.0%
Star Rating	★☆☆☆☆ 2	★☆☆☆☆ 2.3	★☆☆☆☆ 2	★★★★☆ 3

Summary Statistics exclude For Sale and Under Contract listings



# SALES COMPARABLES

## 1 1830 -1836 Newton Ave San Diego, CA 92113 (San Diego County) - Barrio Logan Submarket

★★★★☆  
Apartments

Sold	7/25/2024	Sale Price	\$2,350,000 (\$335,714/Unit)
Units	7	Price Status	Confirmed
Built	1989	Land Area	0.16 AC/6,970 SF
Actual Cap Rate	5.03%	Sale Comp Status	Research Complete
Sale Comp ID	6834068	Parcel Numbers	538-240-19



## 2 725-739 B Ave National City, CA 91950 (San Diego County) - National City Submarket

★★★★☆  
Apartments

Sold	7/5/2024	Sale Price	\$1,350,000 (\$225,000/Unit)
Units	6	Price Status	Confirmed
Land Area	0.14 AC/6,059 SF	Sale Comp Status	Research Complete
Sale Comp ID	6777187	Parcel Numbers	556-333-14



## 3 2030-2034 Kearney Ave San Diego, CA 92113 (San Diego County) - Logan Heights Submarket

★★★★☆  
Apartments

Sold	6/17/2024	Sale Price	\$1,900,000 (\$316,667/Unit)
Units	6	Price Status	Confirmed
Built/Renovated	1980/2024	Land Area	0.16 AC/6,970 SF
Actual Cap Rate	6.70%	Sale Comp Status	Research Complete
Sale Comp ID	6758323	Parcel Numbers	538-320-04



## 4 3565-3579 Fairmount Ave - Fairmount Cottages San Diego, CA 92105 (San Diego County) - Fairmont Village Submarket

★★★★☆  
Apartments

Sold	1/26/2024	Sale Price	\$1,495,000 (\$249,167/Unit)
Units	6	Price Status	Confirmed
Built	1927	Land Area	0.27 AC/11,901 SF
Actual Cap Rate	4.90%	Sale Comp Status	Research Complete
Sale Comp ID	6644247	Parcel Numbers	476-031-05



## 5 3826 Winona Ave San Diego, CA 92105 (San Diego County) - Fox Canyon Submarket

★★★★☆  
Apartments

Sold	1/23/2024	Sale Price	\$1,670,000 (\$278,333/Unit)
Units	6	Price Status	Confirmed
Built	1961	Land Area	0.18 AC/7,841 SF
Actual Cap Rate	5.10%	Sale Comp Status	Research Complete
Sale Comp ID	6636060	Parcel Numbers	471-610-41





6

**2642-2648 44th St**

San Diego, CA 92105 (San Diego County) - Swan Canyon Submarket



Apartments

Sold	2/25/2025	Sale Price	\$2,300,000 (\$255,556/Unit)
Units	9	Price Status	Confirmed
Built	1984	Land Area	0.22 AC/9,391 SF
Actual Cap Rate	6.06%	Sale Comp Status	Research Complete
Sale Comp ID	7072089	Parcel Numbers	476-491-33



7

**3643-45 Logan Avenue**

San Diego, CA 92113 (San Diego County) - Mountain View Submarket



Apartments

Sold	12/31/2024	Sale Price	\$1,425,000 (\$285,000/Unit)
Units	5	Price Status	Confirmed
Built/Renovated	1958/2023	Land Area	0.16 AC/6,956 SF
Actual Cap Rate	7.89%	Sale Comp Status	Research Complete
Sale Comp ID	7004197	Parcel Numbers	550-092-07



8

**4160 44th St**

San Diego, CA 92105 (San Diego County) - Teralta East Submarket



Apartments

Sold	12/27/2024	Sale Price	\$1,450,000 (\$241,667/Unit)
Units	6	Price Status	Confirmed
Built	1973	Land Area	0.14 AC/6,098 SF
Actual Cap Rate	3.50%	Sale Comp Status	Research Complete
Sale Comp ID	6998756	Parcel Numbers	471-370-23



9

**2508-2512 F Ave**

National City, CA 91950 (San Diego County) - National City Submarket



Apartments

Escrow	225 Days on Market	Asking Price	\$3,000,000 (\$300,000/Unit)
Units	10	Built	1967
Land Area	0.74 AC/32,234 SF	Actual Cap Rate	4.71%
Parcel Numbers	562-060-19 +1		



10

**2259-2269 Market St**

San Diego, CA 92102 (San Diego County) - Sherman Heights Submarket



Apartments

Escrow	213 Days on Market	Asking Price	\$1,600,000 (\$266,667/Unit)
Units	6	Built	1927
Land Area	0.17 AC/7,405 SF	Parcel Numbers	535-230-11

**SALES COMPARABLES**



# 3

## RENT COMPARABLES





# RENT COMPARABLES

1 BEDROOM

Buy Rent Sell Home Loans Find an Agent



Manage Rentals Advertise Help MB

Address, neighborhood, city, ZIP



For Rent

Price

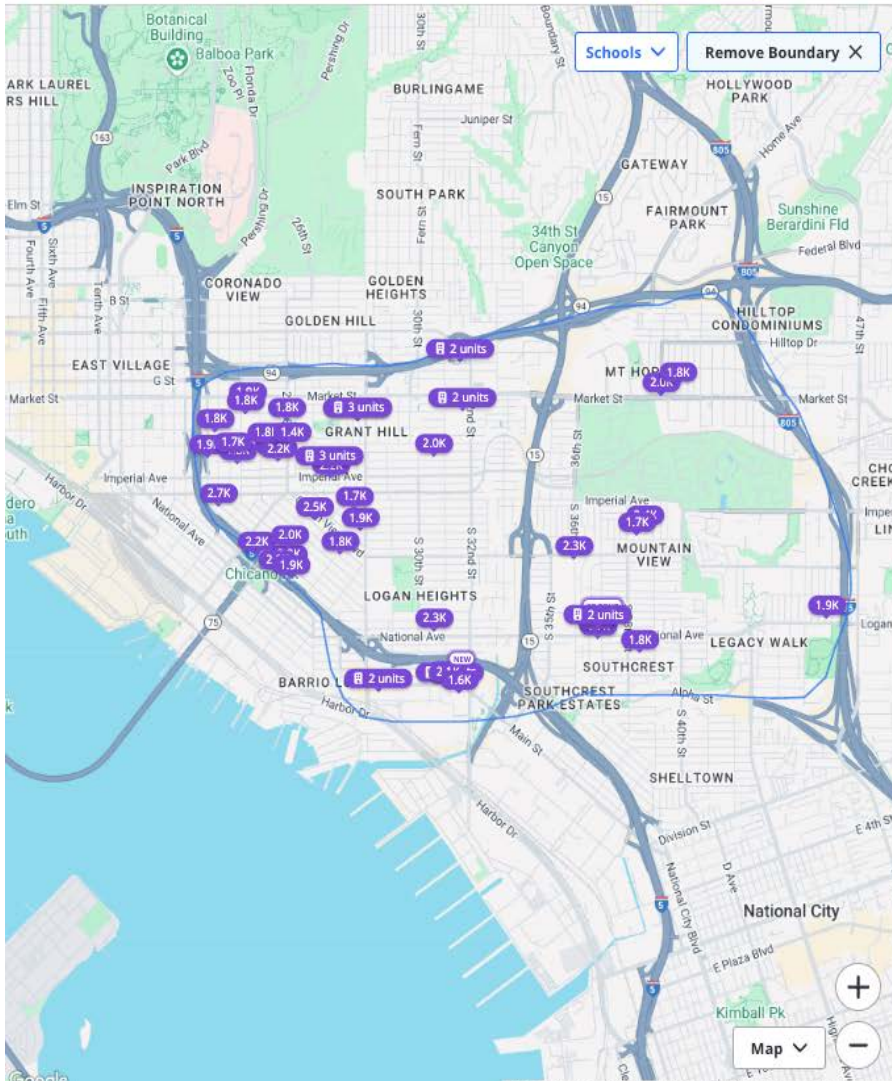
1 bd, 0+ ba

Home Type

More (1)

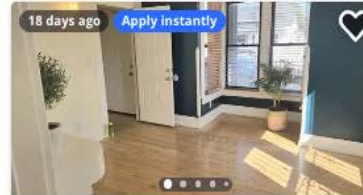
Save search

11 Saved Homes



Request a tour

Request a tour



**\$1,900/mo**

1 bd | 1 ba | 584 sqft - Apartment for rent  
722 S Evans St Apt 1, San Diego, CA 92113

Request a tour



**\$1,945+ 1 bd**

3167 Market | 3167 Market St, San Diego, CA



**\$1,950/mo**

1 bd | 1 ba | 500 sqft - House for rent  
2030-5 Kearney Ave, San Diego, CA 92113

Request a tour



**\$1,950/mo**

1 bd | 1 ba | 486 sqft - Apartment for rent  
807-809 Quail St #807, San Diego, CA 92102

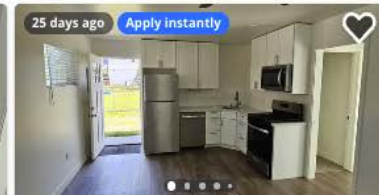
Request a tour



**\$1,980/mo**

1 bd | 1 ba | 461 sqft - Apartment for rent  
2016 Irving Ave #2016, San Diego, CA 92113

Request a tour



**\$1,995/mo**

1 bd | 1 ba | 480 sqft - Apartment for rent  
3066 K St, San Diego, CA 92102

Request a tour

21-33 S. 35TH STREET | SAN DIEGO, CA 92113

OFFERING MEMORANDUM

17



# RENT COMPARABLES

STUDIO

Buy Rent Sell Home Loans Find an Agent



Manage Rentals Advertise Help MB

11 Saved Homes

3 days ago

**\$1,650/mo**

Studio | 1 ba | 350 sqft - Apartment for rent

The Village at Oceanview, 2165-2193 Ocean View...

[Request a tour](#)

22 days ago [Apply instantly](#)

**\$1,650/mo**

Studio | 1 ba | 350 sqft - Apartment for rent

3770 Clinton St #B, San Diego, CA 92113

[Request a tour](#)

[Apply instantly](#)

**\$1,400/mo**

Studio | 1 ba | 320 sqft - Apartment for rent

1530 S 39th St, San Diego, CA 92113

[Request a tour](#)

27 days ago [Apply instantly](#)

**\$1,500/mo**

Studio | 1 ba | 300 sqft - House for rent

(undisclosed Address), San Diego, CA 92113

[Request a tour](#)

[Apply instantly](#)

**\$1,450/mo**

Studio | 1 ba | 300 sqft - Apartment for rent

408 S 33rd St UNIT 2, San Diego, CA 92113

[Request a tour](#)

21 days ago

**\$1,595/mo**

Studio | 1 ba | 266 sqft - Apartment for rent

6910, 2409-2415 L St #2409-2, San Diego, CA 92102

[Request a tour](#)



# RENT COMPARABLES

3 BEDROOM

Buy Rent Sell Home Loans Find an Agent



Manage Rentals Advertise Help MB

Address, neighborhood, city, ZIP



For Rent

Price

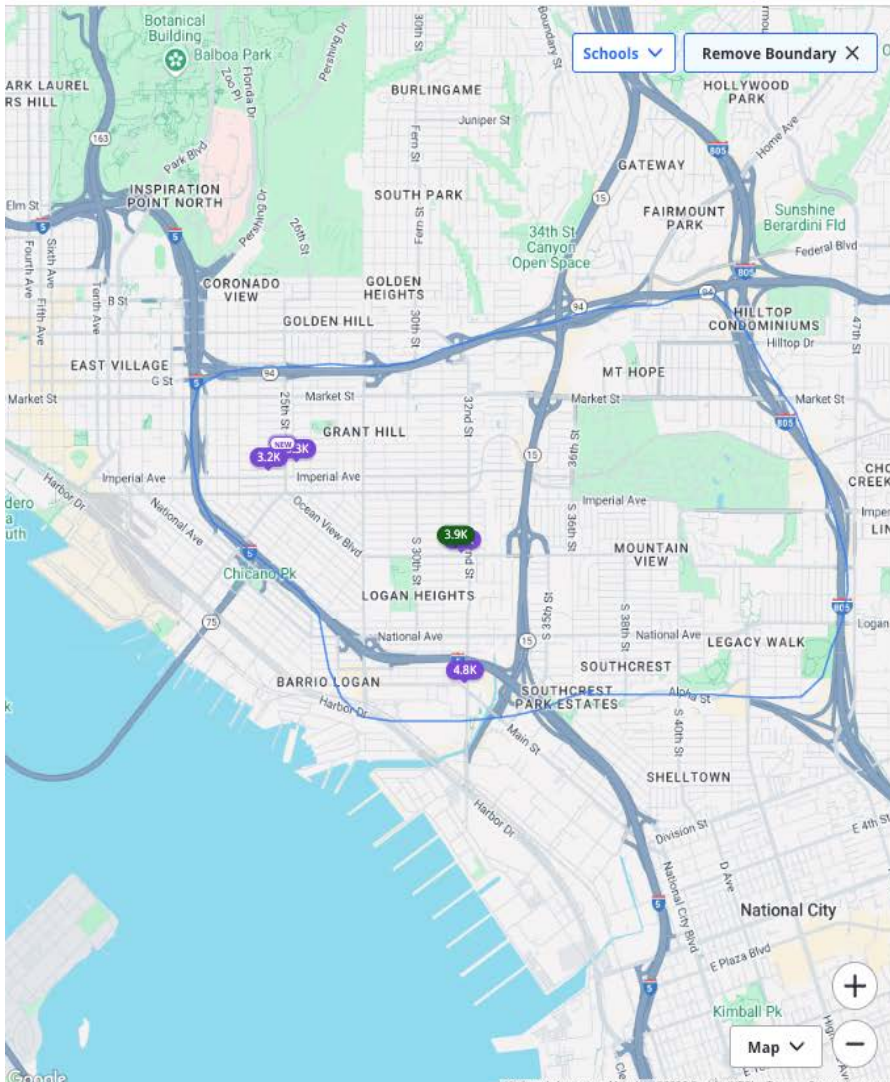
3 bd, 2+ ba

Home Type (1)

More

Save search

11 Saved Homes



5 rentals available

Sort: Newest



\$3,200/mo

3 bds | 2 ba | 900 sqft - House for rent  
2434 L St, San Diego, CA 92102

Request a tour



\$3,850/mo

3 bds | 3 ba | 1,447 sqft - House for rent  
3144 Franklin Ave, San Diego, CA 92113

Request a tour



Georgia Modern

Pet Friendly, EV Charging, Controlled Access  
Rent Starting at \$1,965+

Learn more



\$2,975/mo

3 bds | 2 ba | 1,000 sqft - House for rent  
3172 Franklin Ave, San Diego, CA 92113

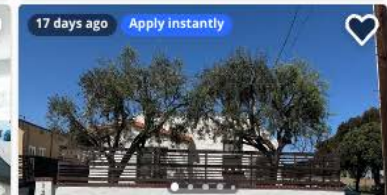
Request a tour



\$3,295/mo

3 bds | 2 ba | 900 sqft - House for rent  
2537 K St, San Diego, CA 92102

Request a tour



\$4,825/mo

3 bds | 2 ba | 1,230 sqft - House for rent  
1208 S 32nd St, San Diego, CA 92113

Request a tour

21-33 S. 35TH STREET | SAN DIEGO, CA 92113

OFFERING MEMORANDUM

19



# 4

## FINANCIAL ANALYSIS

### PROFORMA INCOME & EXPENSE

				Renovated Rent	Rent with Increase	Actual In-Place		
Income								
Scheduled Market Rent				\$225,600	\$205,992	\$201,000		
Plus: Parking Income				\$0	\$0	\$0		
Plus: Pet Income				\$3,000	\$0	\$0		
Plus: Laundry Income				\$3,000	\$2,208	\$2,208		
Plus: Water/Trash Rebill				\$7,740	\$0	\$0		
Gross Scheduled Income				\$239,340	\$208,200	\$203,208		
Less: Vacancy				3.00%	(\$7,180)	(\$6,246)	(\$6,096)	
Total Operating Income (EGI)					\$232,160	\$201,954	\$197,112	
Expenses				Per Unit				
Administrative & Legal				\$150	\$1,500	\$1,500	\$1,500	
Repairs, Maintenance, & Turnover				\$1,021	\$10,206	\$10,206	\$10,206	
Management Fee				5.00%	\$1,161	\$11,608	\$10,410	\$10,160
Utilities + New 2026 Trash + New Water				\$1,109	\$11,093	\$11,093	\$11,093	
Contracted Services				\$173	\$1,728	\$1,728	\$1,728	
Real Estate Taxes				1.2280%	\$2,910	\$29,095	\$29,095	
Insurance				\$627	\$6,272	\$6,272	\$6,272	
Total Expenses					\$71,502	\$70,304	\$70,055	
				Per Unit:	\$7,150	\$7,030	\$7,005	
				% of Income	30.8%	34.8%	35.5%	
Net Operating Income					\$160,657	\$131,650	\$127,057	
Less: Debt Service					(\$84,600)	(\$84,600)	(\$84,600)	
Projected Net Cash Flow					\$76,057	\$47,050	\$42,457	
Cash-on-Cash Return (Based on List Price)					8.09%	5.01%	4.52%	
Debt Service Coverage					1.90	1.56	1.50	
Principal Reduction					\$0	\$0	\$0	
Return after Principal Reduction					8.09%	5.01%	4.52%	
				GRM	9.82	11.29	11.56	
Pricing Analysis		Price	\$/Unit	\$/Foot	Cap Rate	Cap Rate	Cap Rate	
Listing Price		\$2,350,000	\$235,000	\$507.67	6.84%	5.60%	5.41%	
All Financing		Total Loan Amount	Down Payment	LTV	Monthly Payment	Debt Constant		
		\$1,410,000	\$940,000	60%	(\$7,050)	6.0%		
New Financing								
LTV for this loan		Amount	Interest Rate	Amortization	Payment	I/O Term (yrs)		
60%		\$1,410,000	6.00%	Interest Only	(\$7,050)	3		

IMPORTANT INFORMATION & DISCLAIMER: No warranties or representations, expressed or implied, are made as to the accuracy of the information contained herein. The information provided was obtained from sources deemed reliable but has not been independently verified, and no guarantees are made regarding its accuracy or completeness. Any opinions, projections, or estimates are for general informational purposes only and do not guarantee current or future performance. You are advised to independently verify all information and consult with legal, financial, and tax advisors before making any decisions. All parties shall indemnify and hold our firm harmless from any reliance on the information contained within any marketing and informational materials provided.





## UNIT MIX

Units	Type	Unit SF	Total SF	Market Rent	Applicable Rent Increase	In-Place Avg Rent
2	Studio (ADUs) w yard	250	500	\$1,450	\$1,300	\$1,195
2	Studio (Rear) w yard	280	560	\$1,500	\$1,295	\$1,295
2	1 Bed / 1 Bath Quadplex	520	1,040	\$1,850	\$1,716	\$1,648
2	1 Bed / 1 Bath w yard Quadplex	520	1,040	\$1,900	\$1,750	\$1,737
1	1 Bed / 1 Bath Cottage w yard	500	500	\$2,000	\$1,795	\$1,750
1	3 Bed / 2 Bath House <b>Vacant</b>	989	989	\$3,400	\$3,250	\$3,250
<b>10</b>		<b>463</b>	<b>4,629</b>	<b>\$1,880</b>	<b>\$1,717</b>	<b>\$1,675</b>



# 5

## LOCATION OVERVIEW



### LOGAN HEIGHTS | PRIME URBAN-INFILL MULTIFAMILY INVESTMENT MARKET

Nestled just minutes from Downtown San Diego, Logan Heights is one of the city's most dynamic and emerging urban neighborhoods. With its strategic central location, historic charm, and improving infrastructure, Logan Heights presents a unique opportunity for multifamily investors seeking value-add potential in a high-demand rental market.

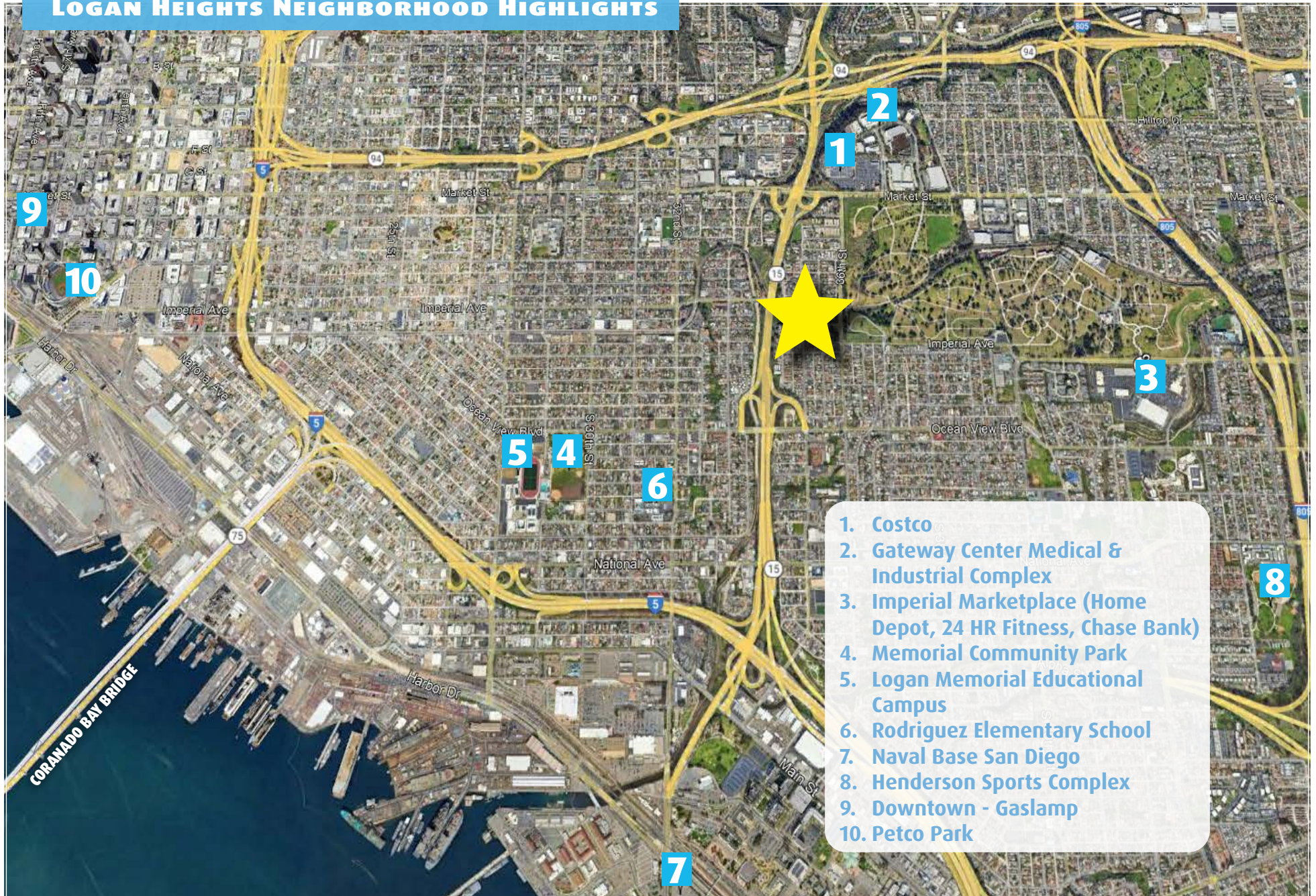
Over the past decade, Logan Heights has undergone significant transformation driven by increased public and private investment, transit-oriented development, and a wave of urban revitalization. The neighborhood benefits from its proximity to several of San Diego's major employment hubs including Downtown, the San Diego Naval Base, and the rapidly growing life sciences and tech corridors.

Young professionals, families, and working-class residents are drawn to Logan Heights for its affordable housing, cultural authenticity, and easy access to lifestyle amenities. Key attractions such as Balboa Park, Coronado Island, Petco Park, and the Gaslamp Quarter are all within a short drive or transit ride. As San Diego continues to face housing shortages and rising rents citywide, Logan Heights stands out as one of the few centrally located neighborhoods still offering relatively attainable housing and strong upside potential for investors.

The area also benefits from San Diego's continued focus on smart growth and densification near transit corridors. Several multifamily developments, ADU projects, and mixed-use infill properties have been introduced in the area, signaling growing demand and institutional interest in the submarket. Vacancy remains low, rents are steadily increasing, and tenant demand continues to be strong—making Logan Heights a compelling destination for long-term multifamily investment.



## LOGAN HEIGHTS NEIGHBORHOOD HIGHLIGHTS



1. Costco
2. Gateway Center Medical & Industrial Complex
3. Imperial Marketplace (Home Depot, 24 HR Fitness, Chase Bank)
4. Memorial Community Park
5. Logan Memorial Educational Campus
6. Rodriguez Elementary School
7. Naval Base San Diego
8. Henderson Sports Complex
9. Downtown - Gaslamp
10. Petco Park

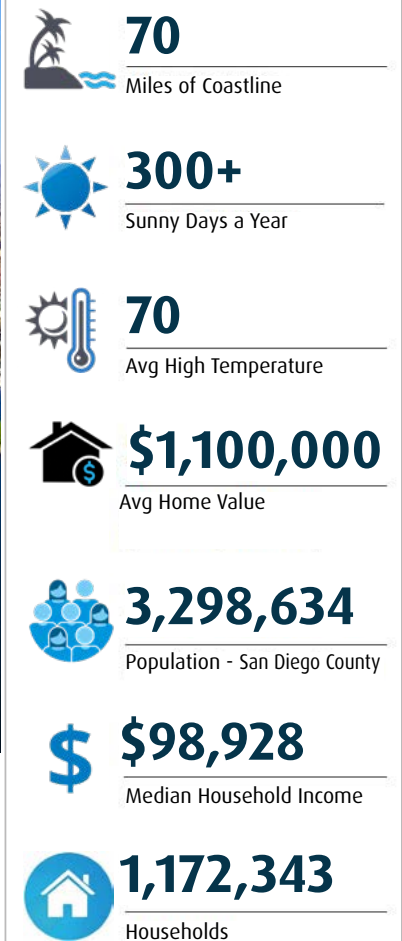


# SAN DIEGO COUNTY MARKET OVERVIEW

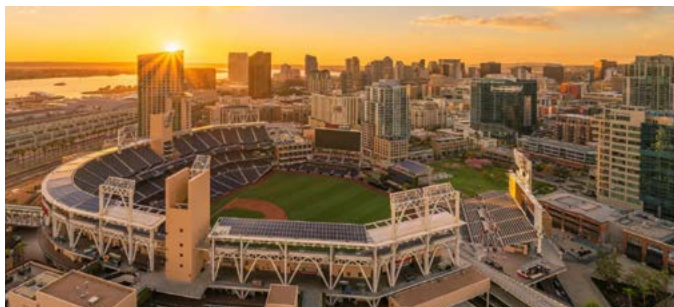


## VIBRANT COASTAL PARADISE

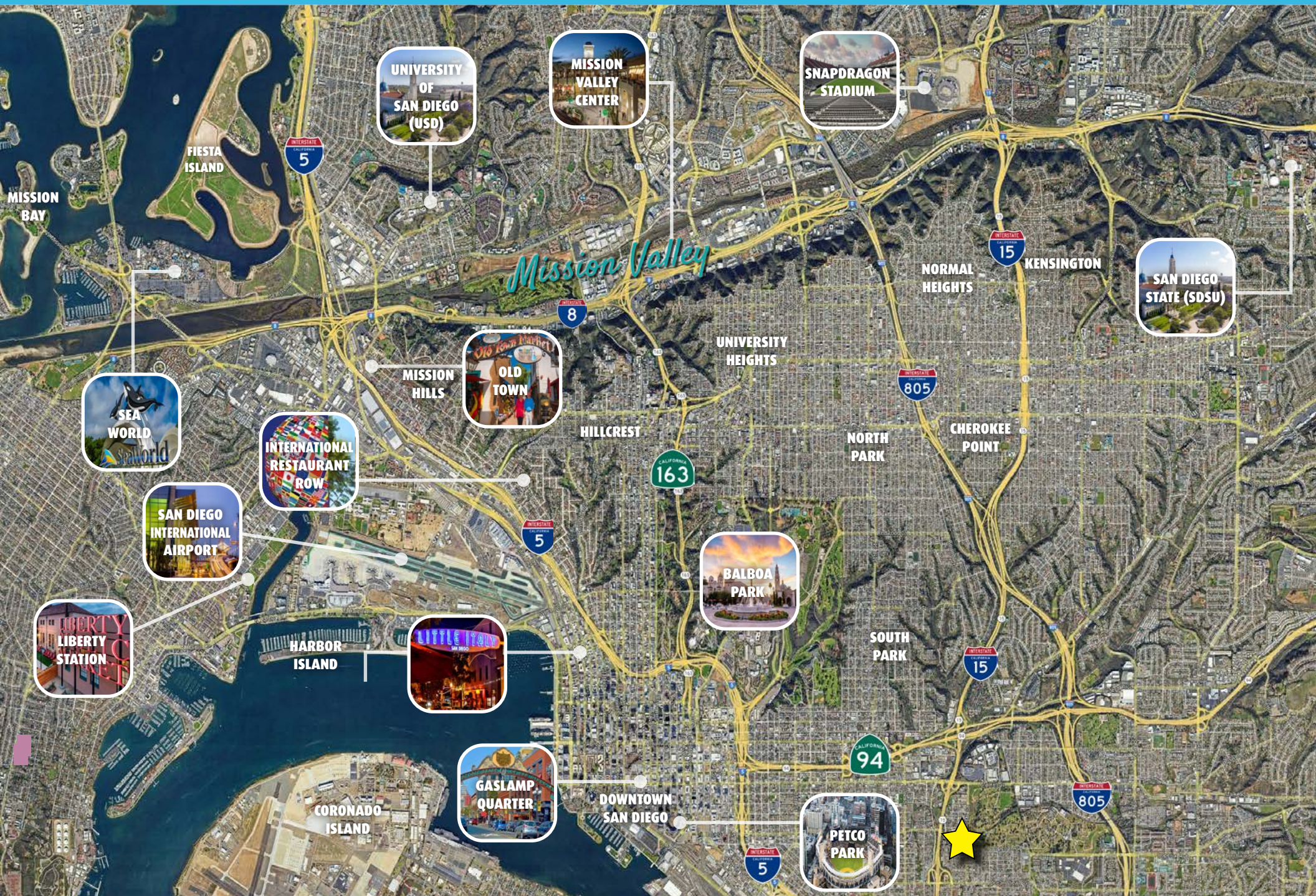
San Diego County is a vibrant coastal paradise with a diverse economy and endless opportunities for residents and visitors alike to enjoy 300+ days a year of sunshine and 70 miles of pristine Southern California coastline. From its stunning beaches and famous theme parks to its rich cultural scene and thriving entertainment sector. Whether you're looking to soak up the sun on one of San Diego's many beautiful beaches, explore its world-class museums and cultural attractions, or enjoy its lively nightlife and dining scene, San Diego has it all.



Source: US Census.gov









# SAN DIEGO COUNTY MARKET OVERVIEW

## PRIMARY EMPLOYERS



**Tourism:** The tourism industry is the largest employer in San Diego County, supporting over 300K jobs. Visitors to San Diego spend billions of dollars (\$17B) each year on hotels, restaurants, attractions, and shopping.



**Military & Defense:** The military is the second-largest employer in San Diego County employing over 100K active duty, with spending over \$26B, providing over 337K jobs. San Diego is home to a number of major military bases, including Naval Base San Diego, Marine Corps Air Station Miramar, and Camp Pendleton.



**Technology:** The technology sector is a growing economic driver in San Diego County, with over 150K jobs. Companies such as Qualcomm, Intuit, and Sony have offices in the county.



**Education:** The education sector is another major employer in San Diego County, with over 50K jobs. San Diego is home to several universities and colleges, including, but not limited to the University of San Diego, San Diego State University, San Marcos City College, and the University of California, San Diego



**Healthcare:** The healthcare sector is a growing employer in San Diego County, with over 100K jobs. San Diego is home to a number of major hospitals and healthcare providers, including Sharp Healthcare, Scripps Health, and Kaiser Permanente.



**Manufacturing:** Companies such as Northrop Grumman, General Dynamics NASSCO, and Sony have manufacturing facilities in San Diego County supporting over 110K jobs..

## SAN DIEGO COUNTY INVESTMENT FUNDAMENTALS

San Diego County offers some of the strongest real estate market fundamentals in the world. California, the world's 5th largest economy, provides one of the most enviable lifestyles and strongest employment opportunities for its population. San Diego, California's most southern county, produces the state's most temperate climate and beautiful coastlines. Combined with limited real estate supply, strong employment, and a high barrier to entry for home ownership, San Diego possesses an ever-lasting pool of renter demand for Multifamily Real Estate.

### Strong Economic Fundamentals:

San Diego boasts a diverse and thriving economy, anchored by technology, biotech, healthcare, tourism, military, universities and research institutions.

### High Demand for Rental Properties:

The demand for rental properties in San Diego County remains consistently high. The region's desirability, coupled with a growing population, ensures a continuous need for affordable housing options.

### Limited Supply and High Barrier to Entry

San Diego is a city with a limited supply and high barrier to entry for multi-family real estate. The city has a low vacancy rate of 3.5% and high demand for housing. The median home price in San Diego is \$1.1 million.

### Proposition 13

Under Prop 13 all real property has established base year values, a restricted rate of increase on assessments of no greater than 2% each year, and a limit on property taxes to 1% of the assessed value (plus additional voter-approved taxes) [\[Learn More...\]](#)

### Quality of Life:

San Diego is renowned for its high quality of life, with beautiful beaches, outdoor recreational opportunities, excellent schools, and a thriving cultural scene.

### Some of the Nation's Strongest Appreciation:

The real estate market in San Diego has historically shown steady appreciation over the long term. While short-term fluctuations may occur, investing in multi-family properties in this area offers the potential for capital appreciation over time.

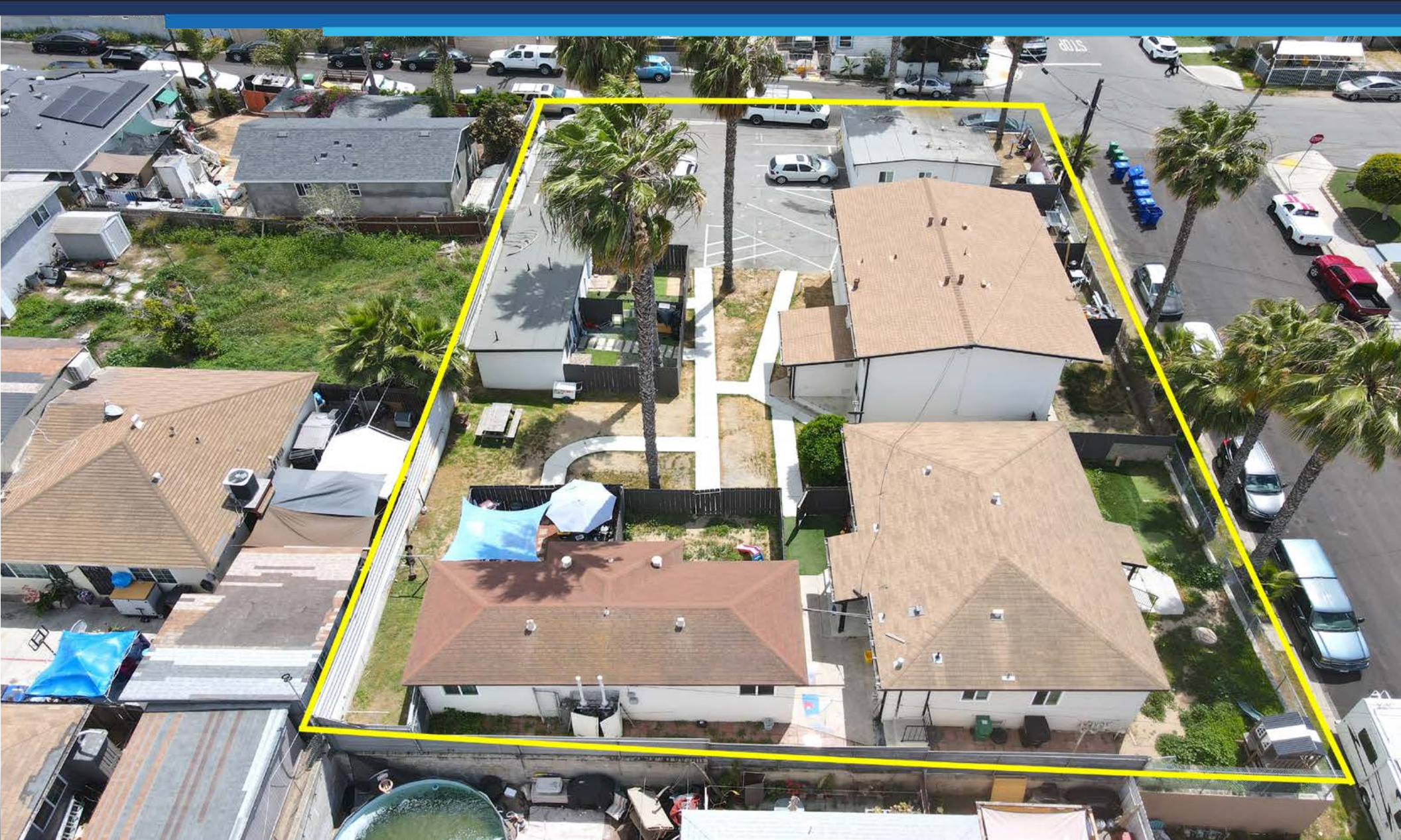
### Potential for Short-Term Rentals:

With the growing popularity of vacation rentals through platforms like Airbnb, investors can consider the potential for short-term rental income.

### Potential Tax Benefits:

Real estate investments often come with various tax benefits, including deductions for mortgage interest, property depreciation, and more.





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