

WILSHIRE TERRACE

PRICE REDUCTION

Colliers



OFFERING MEMORANDUM

4 EXISTING UNITS + 7 PERMIT READY UNITS

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3420-30 Wilshire Terrace, San Diego, CA 92104

NORTH PARK/HILLCREST

Multifamily Investment Opportunity

REV 1

FOR SALE

WILSHIRE TERRACE

3420-30 Wilshire Terrace, San Diego, CA 92104
NORTH PARK/HILLCREST

San Diego | North Park/Hillcrest
4 Existing Units + 7 Permit Ready Units
A+ location with views
Large 9,400+ SF lot

Price: ~~\$2,825,000~~ \$2,700,000

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THE OPPORTUNITY

Prime North Park Investment Opportunity with Development Upside

THE LOCATION



Prime North Park / Hillcrest Location, 1 block to Balboa Park



Close to trendy bars, coffee shops, boutiques, restaurants and live music venues



Easy access to Downtown San Diego, Airport, Mission Valley & UTC

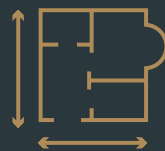
THE PROPERTY



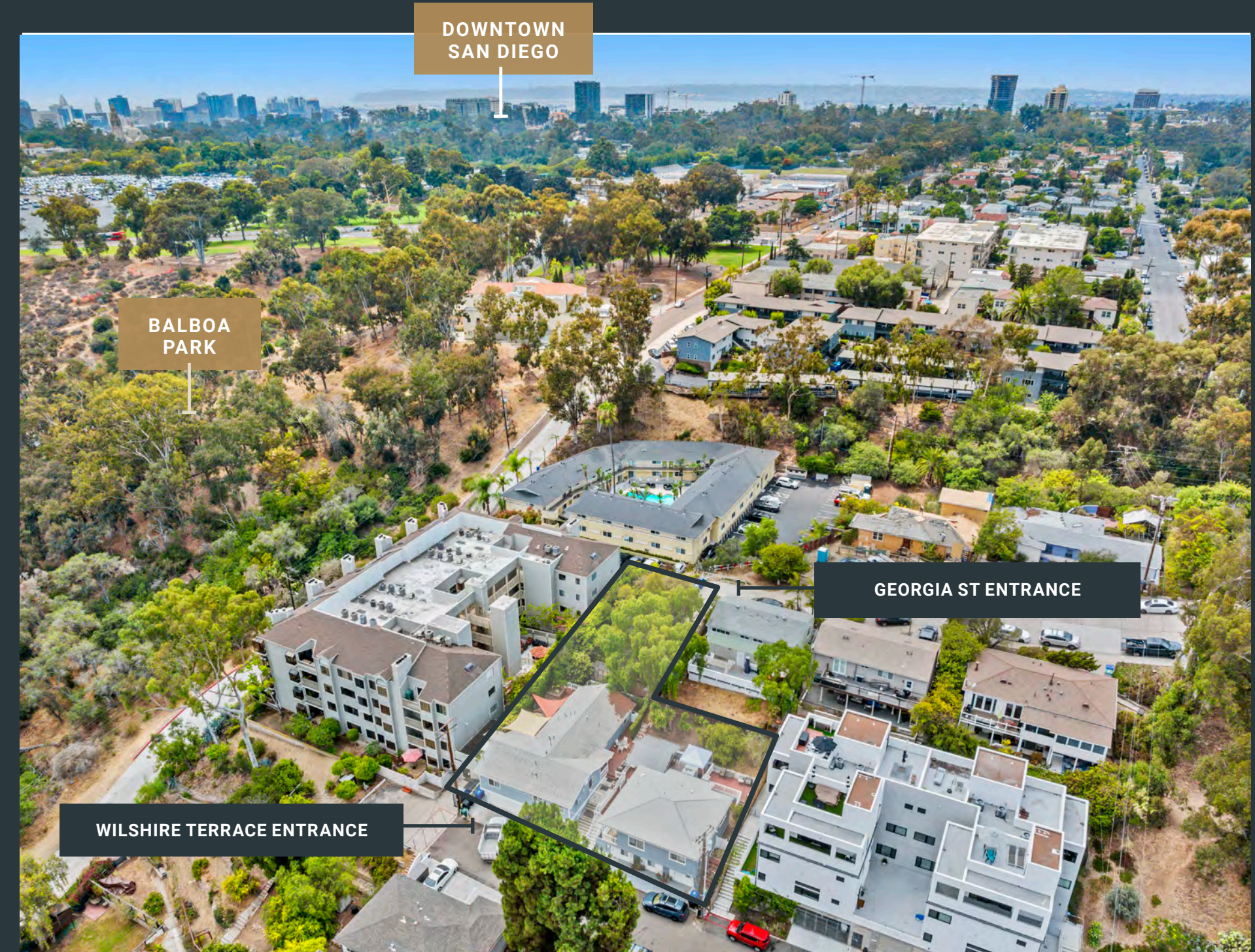
4 existing units + 7 permit ready units on large 9,400+ SF lot with entrance on Wilshire & Georgia St



Excellent Value-add & Upside potential



Existing units all 2BR's with large decks, in-unit washer/dryers



THE OFFERING PROCESS

INTRODUCTION

The Seller has engaged Colliers International CA, Inc., A Delaware Corporation, dba “Colliers International” to facilitate the sale of 3420-30 Wilshire Terrace, San Diego, CA 92014

THE PROPERTY

3420-30 Wilshire Terrace is an extremely unique high quality apartment property in an A+ area of North Park/Hillcrest, San Diego, with a 92104 & 92103 zip code. The property is just 2 parcels from the world renown Balboa Park and is within walking distance of trendy restaurants, coffee shops and nightlife. The existing improvements consist of 4 – 2 Bedroom units (2 - 2BR/2BA & 2 – 2BR/1BA) each with large decks and outdoor space. There are also 2 double garages and apron parking. The interior of the units include in-unit washer/dryers and additional upgrades (see photos). The in-place rents are below market and there is easy upside potential through marking the rents to market and implementing intelligent upgrades.

THE PARCEL IS OVERSIZED AT 9,400+/- SF WITH ACCESS FROM WILSHIRE TERRACE AND GEORGIA STREET. THE CURRENT OWNER HAS SPENT APPROX. \$300,000 WITH ARCHITECTS, ENGINEERS & THE CITY OF SAN DIEGO TO MAKE THE SITE PERMIT READY TO ADD AN ADDITIONAL 7-10 UNITS, WITH ENTRANCE FROM GEORGIA STREET.

OFFERING PROCESS

Prospective purchasers are invited to submit offers to purchase the property through Colliers International CA, Inc. for consideration by the Seller. Any offers to purchase are encouraged to be submitted on C.A.R. form RIPA.

PLEASE DO NOT ENTER THE PROPERTY OR DISTURB ANY TENANTS.
ALL DISCUSSIONS ABOUT THE PROPERTY OR TOURS ARE TO BE DIRECTED TO COLLIERS INTERNATIONAL, THE LISTING AGENT.

CONFIDENTIALITY

This Offering Memorandum (“OM”) has been prepared by Colliers International CA, Inc., A Delaware Corporation, dba Colliers International and is provided to select parties for their own analysis of the Property. The recipient acknowledges that by receipt of this OM, and by their execution of the Confidentiality Agreement, they agree to keep permanently confidential all information contained herein or made available in connection with any further investigation. This OM is the property of Colliers International and the Seller and may be used only by parties approved by Colliers International and the Seller. The Property is privately offered and, by accepting this package, the party in possession herein agrees, without limiting the provisions of the Confidentiality Agreement: (i) to return it to Colliers International immediately upon request of Colliers International or the Seller; and (ii) that no portion of this package may be copied, reproduced or distributed to other parties at any time without the prior written consent of Colliers International and the Seller.

DISCLAIMER

Neither the Seller nor Colliers International, nor any of their respective affiliates, directors, officers, shareholders, employees, agents, solicitors, accountants, advisors or other representatives, makes any representations, declarations or warranties, express or implied, as to the accuracy or completeness of the information or statements contained in this OM or of any other information provided or statements made by Colliers International, the Seller or their agents, and such material, information, or statements should not be relied upon by prospective purchasers without independent investigation and verification. Prospective purchasers and responsible for obtaining their own independent financial, legal, accounting, engineering, technical and other expert advice. This OM does not purport to be all-inclusive or to contain all the information that a prospective purchaser may require in analyzing the Portfolio. All materials, information or statements are provided as a convenience to prospective purchasers only. The Seller and Colliers International and their respective affiliates, directors, officers, shareholders, employees, agents, solicitors, accountants, advisors and other representatives expressly disclaim any and all liability for any errors or omissions contained in this OM or in any other oral or written communications given or made available to prospective purchasers.

This OM is not, and under no circumstances is it to be construed to be, an offering of securities, a prospectus, a public offering or an offering memorandum as defined under applicable securities legislation. No securities commission or regulatory authority in the United States of America or any other country has in any way passed judgment upon the merits of the opportunity to acquire the Property or the accuracy or adequacy of this OM.

The Seller and Colliers International reserve the right to withdraw, amend or replace all or any part of this OM at any time and undertake no obligation to provide prospective purchasers with access to any additional information, other than as contemplated by the Seller’s form of Offer. In all cases, prospective purchasers should conduct their own investigation and analysis of the Property. Any sale of the Portfolio will be subject to the terms of an accepted Offer, which will supersede all prior communications, including this OM.

REVIEW OF OFFERS

All Offers to purchase the Property will be evaluated based upon, but not limited to, the structure proposed by the prospective purchaser, the net proceeds to the Seller, the prospective purchaser’s ability to complete the transaction, and the timeliness and proposed conditions of closing, if any. Colliers International and the Seller reserve the right to request new or additional information regarding a potential purchaser or any individual or other person associated with a potential purchaser. The Seller may elect to negotiate with the prospective purchaser(s) whose purchase proposals is/are judged to be most attractive to the Seller, in its sole and absolute discretion. The Seller is not obliged to receive, consider or accept any Offer and reserves the right to reject any or all Offers received.

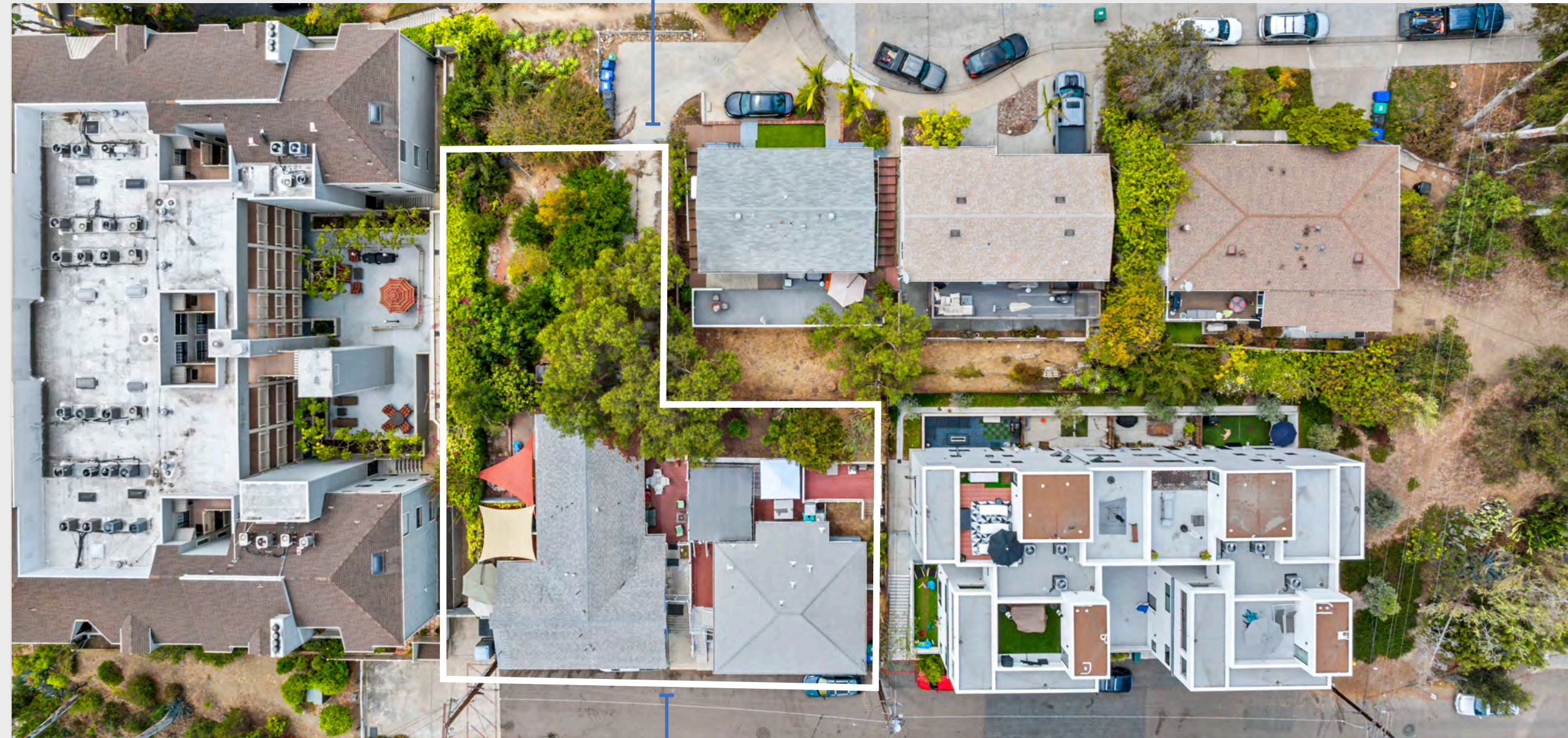
At any time prior to entering into an Offer, the Seller may request additional information from prospective purchasers. Failure to provide such information on a timely basis may result in the termination of discussions. The Seller reserves the right to end the sale process in respect of the Property or to cease discussions with any and all prospective purchasers at any time prior to accepting an Offer, without notice or liability.

THE PROPERTY

3420-30 Wilshire Terrace offers 4 existing oversized 2-bedroom units—each featuring large private patios, in-unit washer/dryers, and value-add potential—plus 7 permit-ready units for additional development.

HIGHLIGHTS

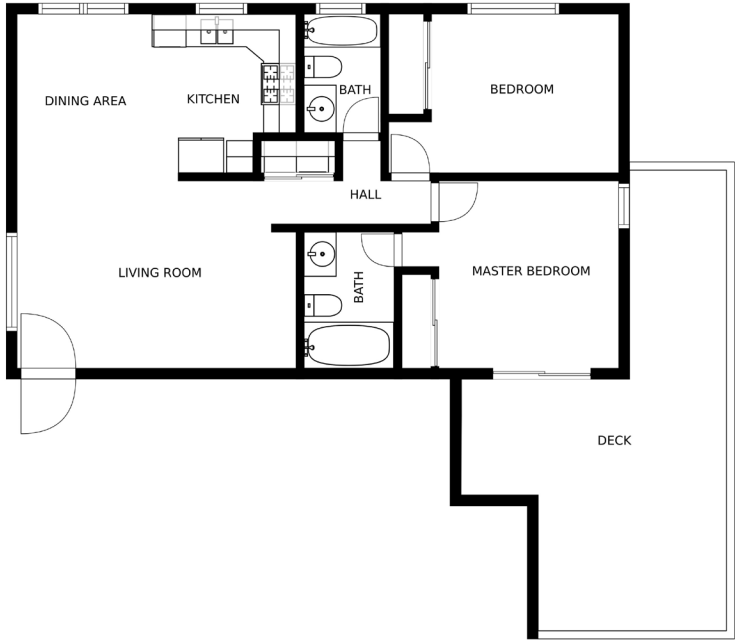
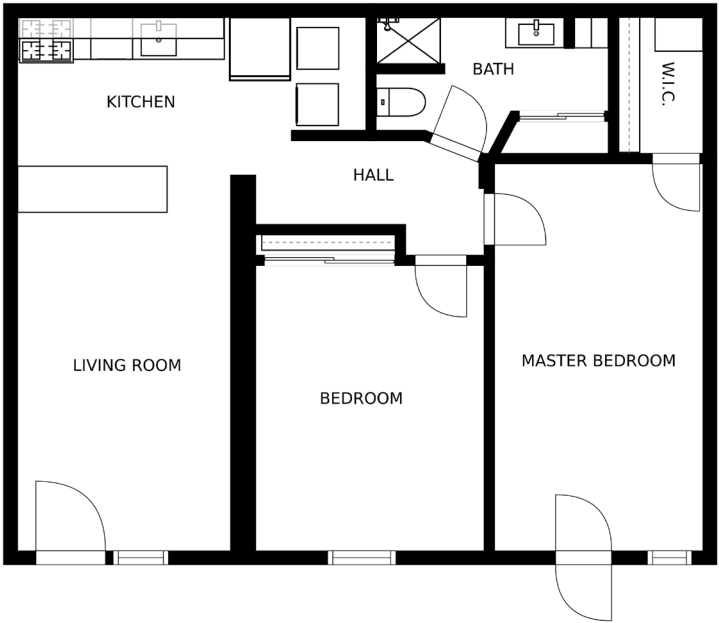
- A+ location with views
- 4 existing units + 7 permit ready units
- Large 9,400+/- SF lot
- Current owner has spent nearly \$300k with architects, engineers & the City of San Diego
- 1 block to Balboa Park
- Entrances on Georgia Street (92013) & Wilshire Terrace (92104)
- 2 Double Garages: *potential to convert into 4 single garages*
- Value-add potential for existing 4 units



SAMPLE UNITS



FLOOR PLANS





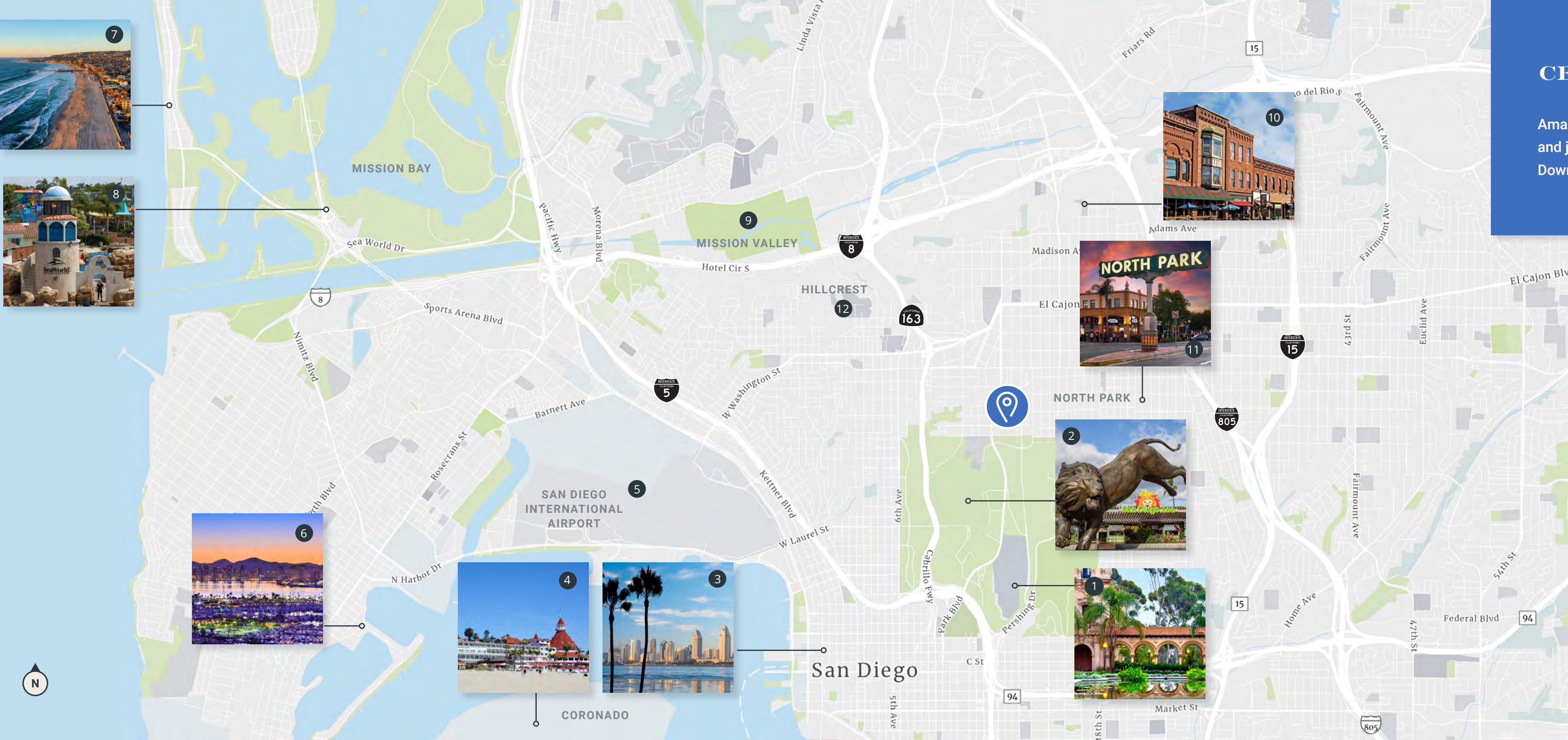


[Click For Floor Plans For Permit-Ready Units](#)



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CENTRAL LOCATION

Amazing location walking distance to Balboa Park and just a short drive to Adams Avenue, Hillcrest, Downtown San Diego and popular beaches.

NEARBY ATTRACTIONS

- 1 Balboa Park
- 2 San Diego Zoo
- 3 Downtown San Diego
- 4 Coronado | Hotel Del
- 5 San Diego International Airport
- 6 Shelter Island Marina
- 7 Pacific Beach
- 8 Seaworld
- 9 Mission Valley
- 10 Adams Avenue
- 11 North Park
- 12 Hillcrest

THE NEIGHORHOOD

Southeast of downtown and bordering Balboa Park, you'll find a trio of diverse and eclectic uptown neighborhoods: North Park, South Park and Hillcrest. Catering to a local crowd, streets here are lined with coffee shops, boutiques, art galleries, diverse restaurants and craft beer pubs.

North Park

The epicenter of North Park is the bar-hopping intersection of University Avenue and 30th Street, which holds claim to being "the best beer neighborhood in the nation," thanks to numerous craft-beer establishments. Craft cocktails are also a mainstay with bars offering creative concoctions. The neighborhood pulses with great restaurants, shops, entertainment and art blocks, such as Ray Street, which boasts dozens of galleries, live theater and musical shows. The historic Observatory North Park, in the heart of the business district, offers an impressive year-round line up.

South Park

South Park is a haven for indie shops, progressive galleries and restaurants that give top priority to seasonal organics and sustainable meats and seafood with cuisine ranging from contemporary and healthy to rustic and downright sinful. Craft beer is also celebrated here as well as family friendly restaurants. Local art, fashions and one-of-a-kind treasures, that can't be found at any mall, make shopping in South Park a true treat. And, events like the quarterly Walkabout, with local shops and restaurants open late and offering special deals and bites, highlight the neighborhoods' diversity and pride in the local arts, crafts and culture.

Hillcrest

Hillcrest is an older neighborhood which has gone through gentrification. There are Craftsman homes and Mid-Century modern condominium buildings. The neighborhood is bounded by Mission Hills to the northwest, Bankers Hill and Balboa Park to the south, University Heights to the north, and North Park to the east. A large ridge overlooking San Diego Bay borders the neighborhood to the west. Hillcrest is a very walkable neighborhood with cafés, restaurants, and shops near the main residential pockets.



NP

VIBRANT
& URBAN
LIFESTYLE

NORTH PARK



TOTAL
POPULATION

33,820



AVERAGE
HOUSEHOLD INCOME

\$114,240



MEDIAN
HOME VALUE

\$959,183

AMENITIES

RETAIL

- 1 Simply Local
- 2 Maven
- 3 The Gold Dust Collective
- 4 Shop Good
- 5 Hunt & Gather
- 6 Mila North Park
- 7 Love & Aesthetics
- 8 Visual
- 9 Pigment

RESTAURANTS/DINING

- 10 Tajima Ramen
- 11 Underbelly
- 12 Atypical Waffle Company
- 13 Nomad Donuts
- 14 Breakfast Republic
- 15 Streetcar Merchants
- 16 Siamo Napoli
- 17 Dunedin North Park
- 18 Fortunate Son
- 19 Pop Pie Co
- 20 Trust
- 21 Madison
- 22 The Smoking Goat
- 23 Tribute Pizza
- 24 Waypoint Public
- 25 The Friendly Tavern
- 26 Mr. Moto Pizza
- 27 Jayne’s Gastropub
- 28 URBN
- 29 Thai Time
- 30 Lefty’s Chicago Pizzeria
- 31 Pete’s Seafood and Sandwich
- 32 Lucha Libre

COFFEE/TEA

- 33 Communal Coffee
- 34 Holsem Coffee
- 35 Cafe Calabria
- 36 Dark Horse Coffee
- 37 Young Hickory
- 38 Influx
- 39 Coffee & Tea Collective

BEER/COCKTAILS/MUSIC

- 40 Coin-Op
- 41 Livewire
- 42 Belching Beaver
- 43 North Park Beer Co
- 44 Rip Current
- 45 Modern Times Tasting Room
- 46 Fall Brewing
- 47 Pariah Brewing Co.
- 48 Mike Hess Brewing
- 49 Bottlecraft
- 50 JuneShine
- 51 Small Bar & Grill
- 52 Park & Rec
- 53 Polite Provisions
- 54 Bar Pink
- 55 The Observatory

GROCERIES

- 56 Vons
- 57 Whole Foods
- 58 Trader Joe’s
- 59 Target
- 60 Ralph’s
- 61 Sprouts Market



SAN DIEGO

Just a short 35-minute drive from Fallbrook is California’s second largest city, San Diego. San Diego boasts a citywide population of nearly 1.3 million residents and more than 3 million residents countrywide. Within its borders of 4,200 square miles, San Diego County encompasses 18 incorporated cities and numerous other charming neighborhoods and communities, including downtown’s historic Gaslamp Quarter, Little Italy, Coronado, La Jolla, Del Mar, Carlsbad, Escondido, La Mesa, Hillcrest, Barrio Logan and Chula Vista just to name a few.

The cornerstone to everything San Diego is its Mediterranean climate. The City was voted as one of the ten best climates by Farmer’s Almanac and selected as one of the two best summer climates in America by The Weather Channel. San Diego’s climate allows for residents to enjoy year-round outdoor recreation and provides over 70 miles of coastline for sunbathing and surfing. Home to world-class resorts, golf courses and sporting activities, enthusiasts have the luxury of year-round activity.

The San Diego region provides numerous cultural, visual and performing arts organizations that entertain and educate San Diego residents and visitors. Performing arts are hosted at premier venues such as the San Diego Civic Center, La Jolla Playhouse, San Diego Repertory/Lyceum Theatre, North County Performing Arts Center, Old Globe Theatre and other venues. San Diego is dedicated to the arts, science and history with world-class museums located within Balboa Park. With a vibrant history dating back to the 17th century, the city has evolved into a productive set of residents, venues and businesses that takes pride in being the birthplace of California.

San Diego is home to the MLB San Diego Padres and host to a variety of world class sporting events such as the 2008 U.S. Open Golf Championship at Torrey Pines Golf Course. With an array of facilities to accommodate events ranging from rugby to soccer to the NFL Super Bowl championships residents have year-round professional events to enjoy. The economy, which encompasses everything from sports, entertainment, and tourism to highly technical and scientific companies, offers upward career growth and mobility.

San Diego County is the south-westernmost county in California. The second-largest county in the state by both area and population, it occupies 4,526 square miles with approximately 70 miles of coastline.



America's Finest City



San Diego International Airport serves more than 20 million passengers per year.



Port of San Diego Marine Terminal, the most advanced vehicle import/export facility on the West Coast.



San Diego's average household income is \$130,000.





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INVESTMENT SUMMARY

PRICE REDUCTION!

Price:	\$2,700,000
Units:	4
Permit Ready Units:	7 to 10
Price/Unit:	\$675,000
Price/SF (Existing Improvements):	\$805
Price/SF (Land):	\$285
Unit Mix:	2 - 2BR/1BA 2 - 2BR/2BA 7 Additional Permit-Ready Units
Capitalization Rate (Current):	3.41%
Capitalization Rate (Market):	4.25%
GIM (Current):	19.40
GIM (Market):	16.30
Year Built (1):	1994
APN:	453-342-16-00
Garages:	2 - Double Garages
(2) Gross Building SF:	3,352
Land Area SF:	9,483
Zoning:	RM-3-7

Notes:

(1) Public records indicate the year built as 1994. It appears that the structure on the North side is older construction than the structure on the South side. Buyer to verify.

(2) Gross building SF estimated. Public records do not indicate a square footage. Buyer to verify.

The above calculations are for the existing 4 units only



RENT ROLL

	Unit	Unit Type	Square Feet (2)	# of Units	CURRENT RENT		MARKET RENT (Post Additional Upgrades)		MARKET RENT (Post Additional Upgrades + Building 7 New Units)	
					Current Rent	Rent/SF	Market Rent	Rent/SF	Market Rent	Rent/SF
EXISTING 4-UNIT PROPERTY	3420	2BR/2BA + Large Deck + 1 Car Gar. (1)	825	1	\$ 2,700	\$ 3.27	\$ 3,500	\$ 4.24	\$ 3,500	\$ 4.24
	3422	2BR/2BA + Large Deck + 1 Car Gar. (1)	825	1	\$ 2,850	\$ 3.45	\$ 3,500	\$ 4.24	\$ 3,500	\$ 4.24
	3430	2BR/1BA + Large Deck + 1 Car Gar. (1)	850	1	\$ 2,450	\$ 2.88	\$ 3,200	\$ 3.76	\$ 3,200	\$ 3.76
	3430-A	2BR/1BA + Yard/Deck + 1 Car Gar. (1)	850	1	\$ 3,295	\$ 3.88	\$ 3,500	\$ 4.12	\$ 3,500	\$ 4.12
7 BUILDABLE PERMIT-READY UNITS	NEW 101	1BR/1BA + Priv. Terrace + Parking Space	494	1					\$ 2,800	\$ 5.67
	NEW 102	2BR/2BA + Priv. Terrace + Parking Space	787	1					\$ 3,600	\$ 4.57
	NEW 201	1BR/1BA	487	1					\$ 2,600	\$ 5.34
	NEW 202	2BR/2BA + Deck + Parking Space	786	1					\$ 3,600	\$ 4.58
	NEW 301	1BR/1BA	457	1					\$ 2,600	\$ 5.69
	NEW 302	1BR/1BA + Deck + View	517	1					\$ 2,700	\$ 5.22
	NEW 303	1BR/1BA + Deck + View	529	1					\$ 2,700	\$ 5.10
TOTALS			3,350	4	\$ 11,295		\$ 13,700		\$ 34,300	
AVERAGE			838		\$ 2,824	\$ 3.37	\$ 3,425	\$ 4.09	\$ 3,118	\$ 3.04
YEARLY TOTAL (GSI):					\$ 135,540		\$ 164,400		\$ 411,600	

Notes:

(1) There are 2 double garages at the property. Market assumes each unit will have a single-car garage space.

(2) Square footage for existing 4 units is estimated. Public records do not indicate a square footage. Square footage of the new proposed new construction based on owner's building plans. Buyer to verify.

PROFORMA

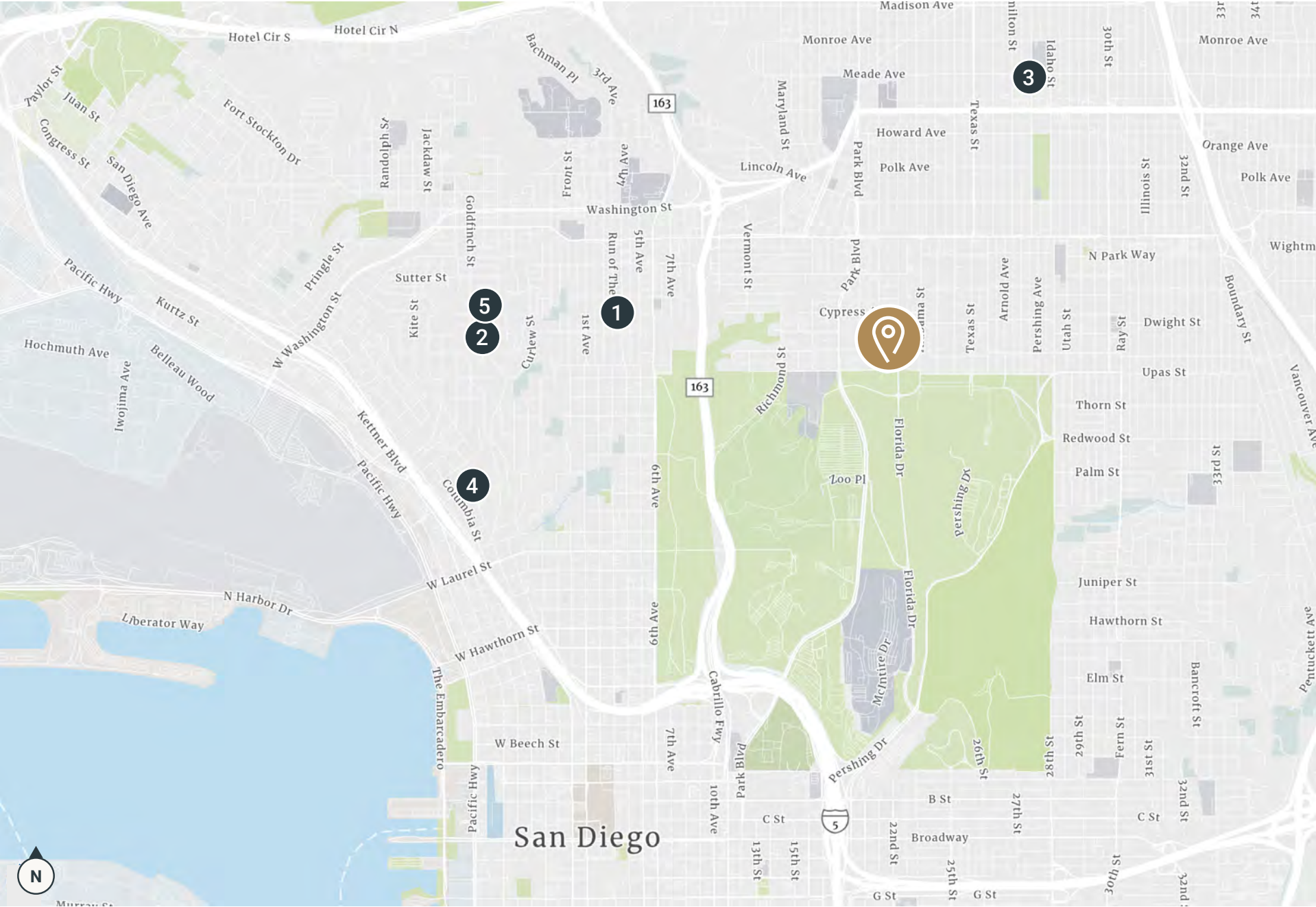
	CURRENT		MARKET	
	Per Unit / %		Per Unit / %	
RENTS	\$	135,540	33,885	\$ 164,400 41,100
(1) Parking Rental		2,400	600	0 -
(2) Pet Income		600	0	600 0
Other Income		600	150	600 150
TOTAL OPERATING INCOME		139,140	34,785	165,600 41,400
(3) Vacancy (2% to 4%)		(2,783)	(696)	(6,624) (1,656)
ADJUSTED GROSS INCOME		136,357	34,089	158,976 39,744
Operating Expenses	Pro-Forma Expenses		Pro-Forma Expenses	
(4) Repairs & Maintenance		3,200	800	3,200 800
(5) Turnover Expenses		800	200	800 200
(6) Landscaping		600	150	600 150
(7) Insurance		4,687	1,172	4,687 1,172
(8) Gas & Electricity		-	-	- -
(9) Water / Sewer / Electricity		982	246	982 246
(10) Trash		-	-	- -
(11) Pest Control		600	150	600 150
Property Taxes @ 1.22804%		33,157	8,289	33,157 8,289
Fixed Property Taxes		137	34	137 34
TOTAL EXPENSE		44,163	11,041	44,163 11,041
Expenses as % of AGI		32.4%		27.8%
Net Operating Income	\$	92,195	23,049	\$ 114,813 28,703

The above calculations are for the existing 4 units only



- Notes:**
- (1) Property has 2 large double garages. Currently 1 garage is rented for \$200/mo. Market assumes each double garage is converted to 2 single garages and each unit will come with a garage.
 - (2) Pet income based on 2024 YE operating income.
 - (3) Current rents are lower than market. 2% vacancy applied to Current & 4% vacancy applied to Market.
 - (4) Repairs & Maintenance for estimated at \$800/unit/year.
 - (5) Turnover expense estimated at \$200/unit/year.
 - (6) Low landscape maintenance property. \$50/mo. estimated.
 - (7) Insurance for based on 2024 YE actual.
 - (8) Gas expense paid directly by tenants.
 - (9) Water / Sewer / Electricity expense based on actual YE 2024 expense.
 - (10) There is no separate trash bill at the property as this is part of the property tax bill.
 - (11) Pest control expense estimated at \$50/mo.

SALE COMPARABLES



SALE COMPARABLES









1

2

3

4

5

Property Image	Project Name / Address	Built	Units	Sale Price	Price/Unit	CAP Rate	GIM	Sale Date
	3420-30 Wilshire Terrace San Diego, CA 92104 (Access off Georgia Street 92103)	1994	4	\$2,700,000	\$675,000	3.41% (Cur) 4.25% (Mkt)	19.40 (Cur) 16.30 (Mkt)	Available
NOTES: Unit Mix: 2 - 2BR/2BA & 2 - 2BR/1BA + 2 double garages. Property has 7 permit ready units in addition.								
	3664 4th Avenue San Diego, CA 92103	Older	4	\$2,725,000	\$681,250	3.5% (Cur)	17.69 (Cur)	4/25/2025
NOTES: Unit Mix: 1 - 2BR/2.5BA 3 - 2BR/2BA. No additional land development potential.								
	806 W Brookes Avenue San Diego, CA 92103	1958	4	\$2,500,000	\$625,000	N/A	N/A	12/18/2024
NOTES: Unit Mix: 4 - 2BR/1BA. No additional land development potential.								
	4376 Oregon Street San Diego, CA 92104	1937	3	\$2,175,000	\$725,000	N/A	N/A	5/21/2024
NOTES: Unit Mix: 1 - 3BR/1BA 2 - 1BR/1BA. Some additional land development potential but not permit ready.								
	2863-65 State Street San Diego, CA 92103	1932	4	\$2,650,000	\$662,500	1.45%	N/A	4/24/2024
NOTES: Unit Mix: 3 - 1BR/1BA 1 - 3BR/2.5BA. No additional land development potential.								
	801 Torrance Street San Diego, CA 92103		4	\$3,050,000	\$762,500	4.32%	17.71	2/2/2024
NOTES: Unit Mix: 4 - 2BR/1BA. Future land development potential unknown as the site is sloped.								

An aerial photograph of a residential neighborhood. In the center, a property is outlined with a black rectangle. The property consists of a blue house with a grey roof and a smaller structure. To the left is a large, multi-story apartment building with a brown roof. To the right is another large, modern apartment building with a white facade. The surrounding area is filled with trees and other residential buildings. In the background, a city skyline is visible across a body of water.

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