

INVESTMENT OPPORTUNITY



5-UNIT MULTI-FAMILY PROPERTY



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4321 33RD STREET, SAN DIEGO CA 92104
NORMAL HEIGHTS

OFFERING MEMORANDUM

REV 1

FOR SALE

4321 33RD

4321 33RD STREET
SAN DIEGO, CA 92104

San Diego | Normal Heights Neighborhood
5 Unit Multifamily Investment Opportunity
2022 Construction
80% Large 2BR/2BA Units

Price: \$2,465,000

Colliers

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THE OPPORTUNITY



4321 33rd Street, San Diego, CA 92104 is a newly built (2022) 5 unit apartment property located in the trendy Normal Heights area of mid-city San Diego with walking distance to Adams Avenue's bustling restaurant and brewery scene and just a short drive to North Park, University Heights, South Park, Hillcrest & Kensington.

The property boasts 80% HUGE 1,000 SF 2BR/2BA units with high end finishes and 14' ceilings on the 2nd level. The property is extremely efficient with limited landscaping and on-going maintenance. The units boast individual hot water heaters, and electric meters (no gas) and sub-meters for water. Although the rents are very close to market, there is still additional upside in rents on turnover/lease renewal for each unit. Property is also exempt for California Rent Control AB-1482, due to the newer age of construction.

NOTE that the property is 4 legal units with a 5th unit that is non-conforming. Due to recent changes to city density and ADU regulations, a buyer should have a clear path to perfecting the 5th unit. Buyer to Investigate viability of perfecting the 5th unit.



THE OFFERING PROCESS

INTRODUCTION

The Seller has engaged Colliers International CA, Inc., A Delaware Corporation, dba “Colliers International” to facilitate the sale of 4321 33rd Street, San Diego, CA 92104

THE PROPERTY

4321 33rd Street, San Diego, CA 92104 is an excellent opportunity to purchase a newer construction upgraded apartment building centrally located in the Normal Heights area of San Diego. The property is located just a few blocks from Adams Avenue’s bustling restaurant and brewery scene and just a short drive to North Park and Downtown San Diego. It was built in 2022 and consists of 80% large (1,000 SF) 2BR/2BA high end units, with with AC, quartz counters, stainless appliances and luxury vinyl plank floors.

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

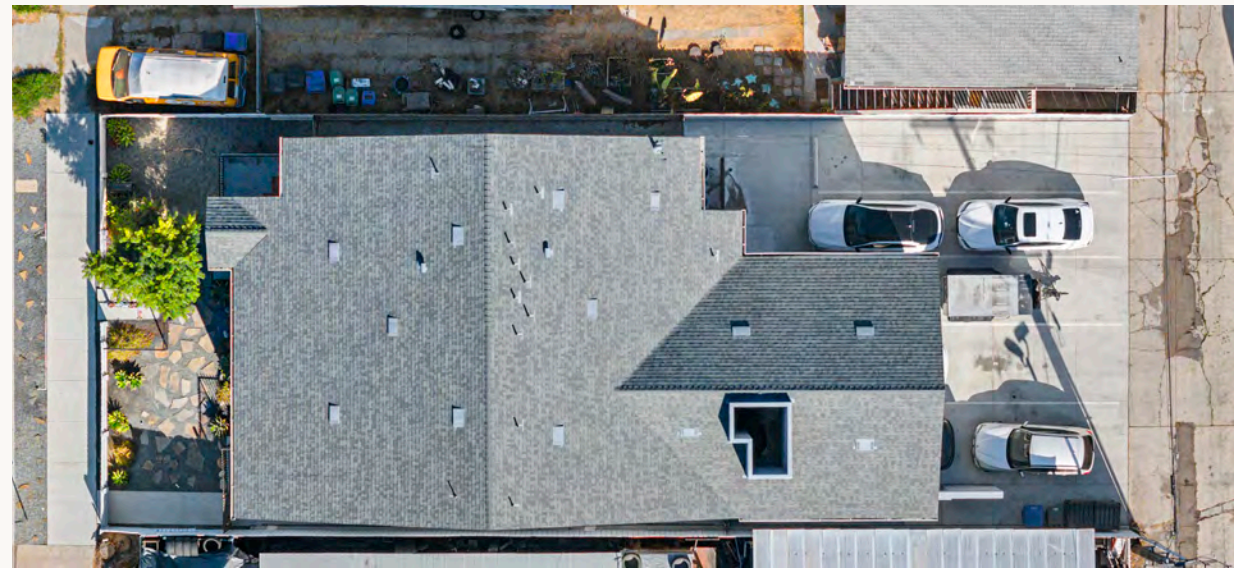
4321 33rd Street is a charming 5-unit apartment complex located in Normal Heights, California. The Property features large two-bedroom renovated apartment homes.



HIGHLIGHTS

- Newly constructed in 2022
- 80% Large (1,000 SF) 2BR/2BA's
- 2nd story units have 14' vaulted ceilings
- Additional upside through raising rents to market
- High end units, with AC, quartz counters, stainless appliances and luxury vinyl plank floors
- Walking distance to Adams Avenue corridor in Normal Heights
- Minutes to North Park, University Heights, Kensington, South Park & Hillcrest
- Easy freeway access & quick commute to employment centers in Downtown San Diego, Mission Valley & UTC
- Hip area featuring trendy bars, coffee shops, boutiques, restaurants and live music venue The Observatory
- Potential for 2-4 unit residential financing





2022 NEW CONSTRUCTION

Urban charm with neighborhood warmth—your home in Normal Heights

HIGH-END INTERIOR UPGRADES

UPGRADE HIGHLIGHTS

- Stainless steel appliances including dishwasher and microwave
- Quartz countertops
- Custom cabinets with soft-close drawers
- Oversized stainless kitchen sink
- Designer tile
- Custom paint
- Wood-style flooring
- In-unit washer/dryer
- A/C units
- USB wall plugs
- Ceiling fans
- Off-street parking



DOWNTOWN SAN DIEGO

MISSION BAY

NORTH
PARK



NORMAL
HEIGHTS

EL CAJON BLVD

33RD STREET

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CENTRAL LOCATION

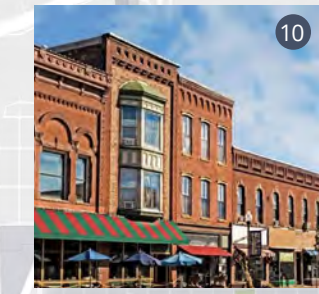
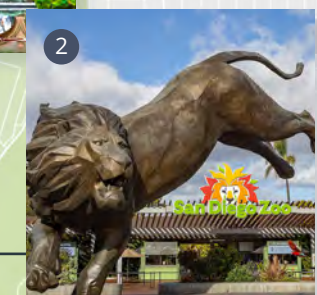
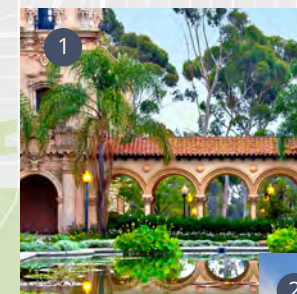
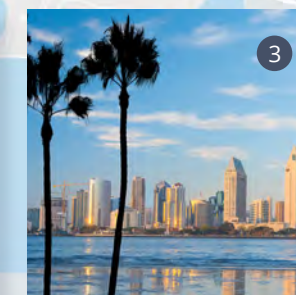
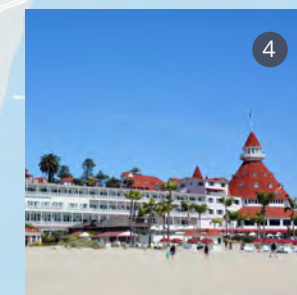
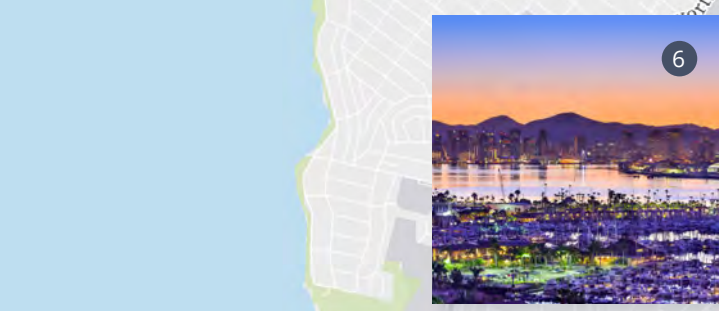
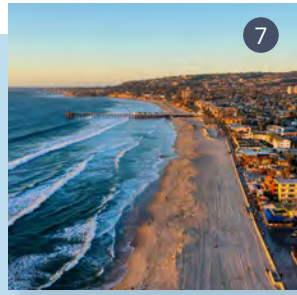
Amazing location few blocks from Adams Avenue and just a short drive to Balboa Park, Downtown San Diego and popular beaches.

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

ADAMS AVENUE

- 1 The Vibe | Dark Horse Coffee
- 2 Adams Ave Theater | Papaha Gallery
- 3 Normal Heights Sign
- 4 The Ould Sod | The Rabbit Hole
- 5 Normal Heights Masonic Center
- 6 Rosie O'Grady's | Blind Lady Ale House
- 7 Roberto's Taco Shop | Savio's Pizza
- 8 Adams Rec Center and Park



NORMAL HEIGHTS

Located just northeast of downtown San Diego, Normal Heights offers a diverse and lively atmosphere that attracts residents from all walks of life. The neighborhood is known for its tree-lined streets, charming vintage homes, and a vibrant mix of local businesses, including coffee shops, boutiques, restaurants, and art galleries.

One of the defining features of Normal Heights is its strong sense of community. Residents take pride in their neighborhood and actively participate in local events and initiatives. The Adams Avenue business corridor, which runs through the heart of Normal Heights, serves as a hub of activity and is home to the annual Adams Avenue Street Fair, a lively event that showcases local vendors, musicians, and artists.

The neighborhood's location in East San Diego provides easy access to a range of amenities and attractions. Nearby parks and green spaces, such as Kensington Park and Ward Canyon Neighborhood Park, offer opportunities for outdoor recreation and relaxation. The neighborhood is also well-connected to other parts of San Diego, with convenient access to major highways and public transportation options.

Families with school-aged children will find several highly regarded schools in the area, including public, private, and charter options. Normal Heights is served by the San Diego Unified School District, which is committed to providing quality education to its students.

Normal Heights is a vibrant and welcoming neighborhood in East San Diego that offers a unique blend of community spirit, cultural diversity, and convenient amenities. Whether you're drawn to the neighborhood's historic charm, its thriving local businesses, or its strong sense of community, Normal Heights has something to offer everyone. If you're considering moving or buying real estate in the area, exploring the dynamic and lively neighborhood of Normal Heights should be high on your list.



TOTAL POPULATION

10,839 Residents



AVERAGE HOUSEHOLD INCOME

\$123,539



MEDIAN HOME VALUE

\$727,560

NEARBY ATTRACTIONS



ADAMS AVENUE

Shopping, Bars & Restaurants



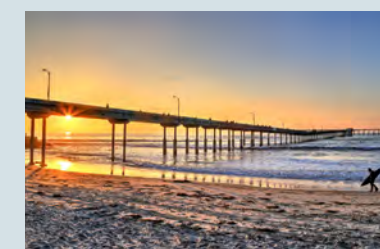
BALBOA PARK

Balboa Park, home to world-class museums, gardens, and the renowned San Diego Zoo, is within easy reach



DOWNTOWN SAN DIEGO

Short drive to Downtown San Diego attractions



SAN DIEGO BEACHES

The beautiful beaches and coastal areas of San Diego are just a short drive to the West

ADAMS AVENUE



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.





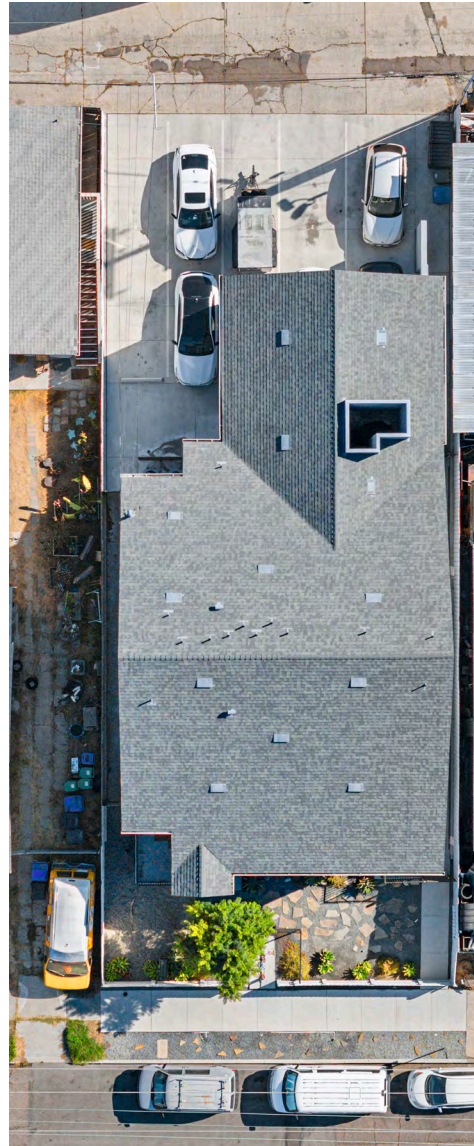
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INVESTMENT SUMMARY

Price:	\$2,465,000
(1) Units:	5
Price/Unit:	\$493,000
Price/SF:	\$542
Unit Mix:	2 - 2BR/2BA with 14' Ceilings 2 - 2BR/2BA 1 - 1BR/1BA (Non-Conforming)
Capitalization Rate (Current):	5.09%
Capitalization Rate (Market):	5.46%
GIM (Current):	14.49
GIM (Market):	13.72
Year Built:	2022
APN:	453-281-37-00
Parking Spaces:	9
(2) Gross Building SF:	4,550
Land Area SF:	5,732

Notes:
 (1) Property has 4 legal units + 1 non-conforming unit.
 (2) Gross building SF based on Public Records. Buyer to verify.



RENT ROLL

Unit	Unit Type	Square Feet (1)	# of Units	CURRENT RENT		MARKET RENT	
				Current Rent	Rent/SF	Market Rent	Rent/SF
2140	2BR/2BA - UP (14 Foot Ceiling)	1,000	1	\$ 2,895	\$ 2.90	\$ 3,195	\$ 3.20
2142	2BR/2BA - UP (14 Foot Ceiling)	1,000	1	\$ 2,995	\$ 3.00	\$ 3,195	\$ 3.20
2142.5	2BR/2BA - DN	1,000	1	\$ 2,995	\$ 3.00	\$ 3,095	\$ 3.10
2144	2BR/2BA - DN	1,000	1	\$ 2,995	\$ 3.00	\$ 3,095	\$ 3.10
2144.5	1BR/1BA (Non-Conforming)	550	1	\$ 1,900	\$ 3.45	\$ 1,995	\$ 3.63
Totals		4,550	5	\$ 13,780		\$ 14,575	
Average		910		\$ 2,756	\$ 3.07	\$ 2,915	\$ 3.20
Yearly Total (GSI):				\$ 165,360		\$ 174,900	

Notes:
 (1) Square footage based on public record. Buyer to verify.

PROFORMA

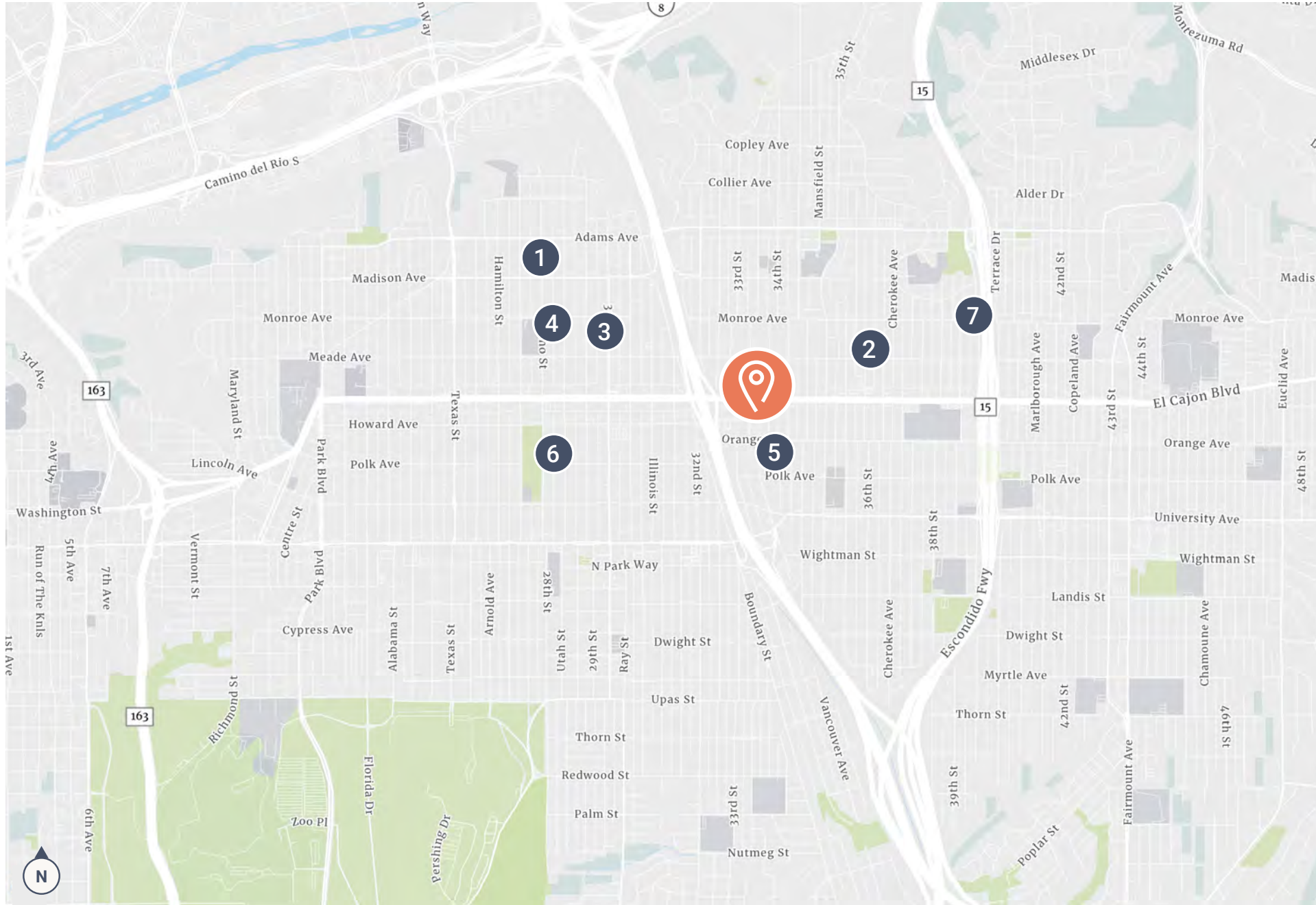
	CURRENT		MARKET	
	Per Unit / %		Per Unit / %	
RENTS	\$ 165,360	33,072	\$ 174,900	34,980
(1) Storage Income	900	180	900	180
(2) Trash/Recycling Income	0	-	0	-
(3) Water / Sewer Income	2,644	529	2,644	529
(4) Miscellaneous Income	1,200	240	1,200	240
TOTAL OPERATING INCOME	170,104	34,021	179,644	35,929
Vacancy (3%)	(5,103)	(1,021)	(5,389)	(1,078)
ADJUSTED GROSS INCOME	165,001	33,000	174,255	34,851
Operating Expenses	Pro-Forma Expenses		Pro-Forma Expenses	
(5) Repairs & Maintenance	2,500	500	2,500	500
(6) Landscaping	1,200	240	1,200	240
(7) Insurance	1,872	374	1,872	374
(8) SDGE	51	10	51	10
(9) Water / Sewer	2,703	541	2,703	541
(10) Trash	377	75	377	75
Fire Monitor	540	108	540	108
Property Taxes @ 1.22804%	30,271	6,054	30,271	6,054
Fixed Property Taxes	137	27	137	27
TOTAL EXPENSE	39,651	7,930	39,651	7,930
Expenses as % of AGI	24.0%		22.8%	
Net Operating Income	\$ 125,350	25,070	\$ 134,604	26,921



Notes:

- (1) Storage Income based on 1 storage unit currently being rented for \$75/mo.
- (2) There is a separate billback for Trash expense at the property, however, this is not accounted for on the property manager's financials. For purposes of this Pro-Forma, no Trash income was used, but no trash expense, beyond the minimal trash expense, was used either.
- (3) Property is sub-metered for water. Water / Sewer income based on Sept 2024 financials, annualized.
- (4) Miscellaneous income estimated at \$100/mo., which includes admin fees, NSF fees, and tenant insurance fees.
- (5) Repairs & Maintenance estimated at \$500/unit/year. Newer construction property with limited repair & maintenance requirements.
- (6) Landscaping expense estimated at \$100/mo. Low maintenance landscape property.
- (7) Insurance expense based on 2023 actual expense.
- (8) Property is individually metered for electric. Unit 4 & 4B share an electric meter. Minimal electric expense at the property.
- (9) Water / Sewer expense based on Sept 2024 financials, annualized.
- (10) Trash expense based on Sept 2024 financials, annualized.

SALE COMPARABLES



1

2









3

4

5

6

7

Property Image	Project Name / Address	Built	Units	Sale Price	Price/Unit	GIM	CAP Rate	Sale Date
	4321 33rd Street San Diego, CA 92104 (Normal Heights)	2022	5	\$2,465,000	\$493,000	14.49 (Cur) 13.72 (Mkt)	5.09% (Cur) 5.46% (Mkt)	Available
NOTES: Unit Mix: 4 - 2BR/2BA & 1 - 1BR/1BA (non-conforming).								
	4646 Idaho Street San Diego, CA 92116 (North Park)	1950	4	\$1,675,000	\$418,750	19.53 (Cur) 13.42 (Mkt)	2.8% (Cur) 5.5% (Mkt)	10/16/2024
NOTES: Unit Mix: 4 - 2BR/1BA + 4 Garages. Property in need of renovations to achieve market rents.								
	4410-16 36th Street San Diego, CA 92116 (Normal Heights)	1940	4	\$1,641,000	\$410,250	16.1 (Cur) 12.3 (Mkt)	4.31% (Cur) 6.16% (Mkt)	10/8/2024
NOTES: Unit Mix: 2 - 1BR/1BA 1 - 2BR/1BA 1 - 2BR/2BA. Cottage style units in Normal Heights. Current rents low.								
	4462-68 30th Street San Diego, CA 92116 (North Park)	1937	6	\$2,825,000	\$470,833	16.26 (Cur)	4.28% (Cur)	10/4/2024
NOTES: Unit Mix: 4 - 1BR/1BA detached cottages 2 - 1BR/1BA. 5 garages. Renovated property.								
	4473-79 Idaho Street San Diego, CA 92116 (North Park)	1942	4	\$1,820,000	\$455,000	N/A	5.02% (Cur)	7/9/2024
NOTES: Unit Mix: 3BR/1BA Detached Home 3 - 1BR/1BA. 1 Garage. Older property in need of renovation.								
	4164 34th Street San Diego, CA 92104 (Cherokee Pointe)	1975	6	\$2,592,000	\$432,000	N/A	5.02% (Cur)	7/1/2024
NOTES: Unit Mix: 4 - 1BR/1BA 1 - 2BR/1BA 1 - 2BR/1.5BA. Property was extensively renovated. Inferior location South of El Cajon Blvd.								
	4127-31 Idaho Street San Diego, CA 92104 (North Park)	1987	10	\$4,200,000	\$420,000	14.92 (Cur)	4.63% (Cur)	6/5/2024
NOTES: Unit Mix: 8 - 1BR/1BA 2 - 2BR/1BA. Previous dated upgrades made to property. Current rents lower than market. Upside potential through loss to lease.								
	4502 40th Street San Diego, CA 92116 (Normal Heights)	1972 / 2024	6	\$2,336,000	\$389,333	13.69(Cur)	4.61% (Cur)	IN ESCROW
NOTES: Unit Mix: 2 - 1BR/1BA 4 - 2BR/1BA.								



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