



OFFERING MEMORANDUM



416-20 CHURCH AVE

CHULA VISTA, CA 91910



LANDMARK

TABLE OF CONTENTS

01

INVESTMENT SUMMARY

THE OFFERING

INVESTMENT HIGHLIGHTS

02

PROPERTY PHOTOS

PHOTOS



03

FINANCIALS

RENT ROLL & EXPENSES

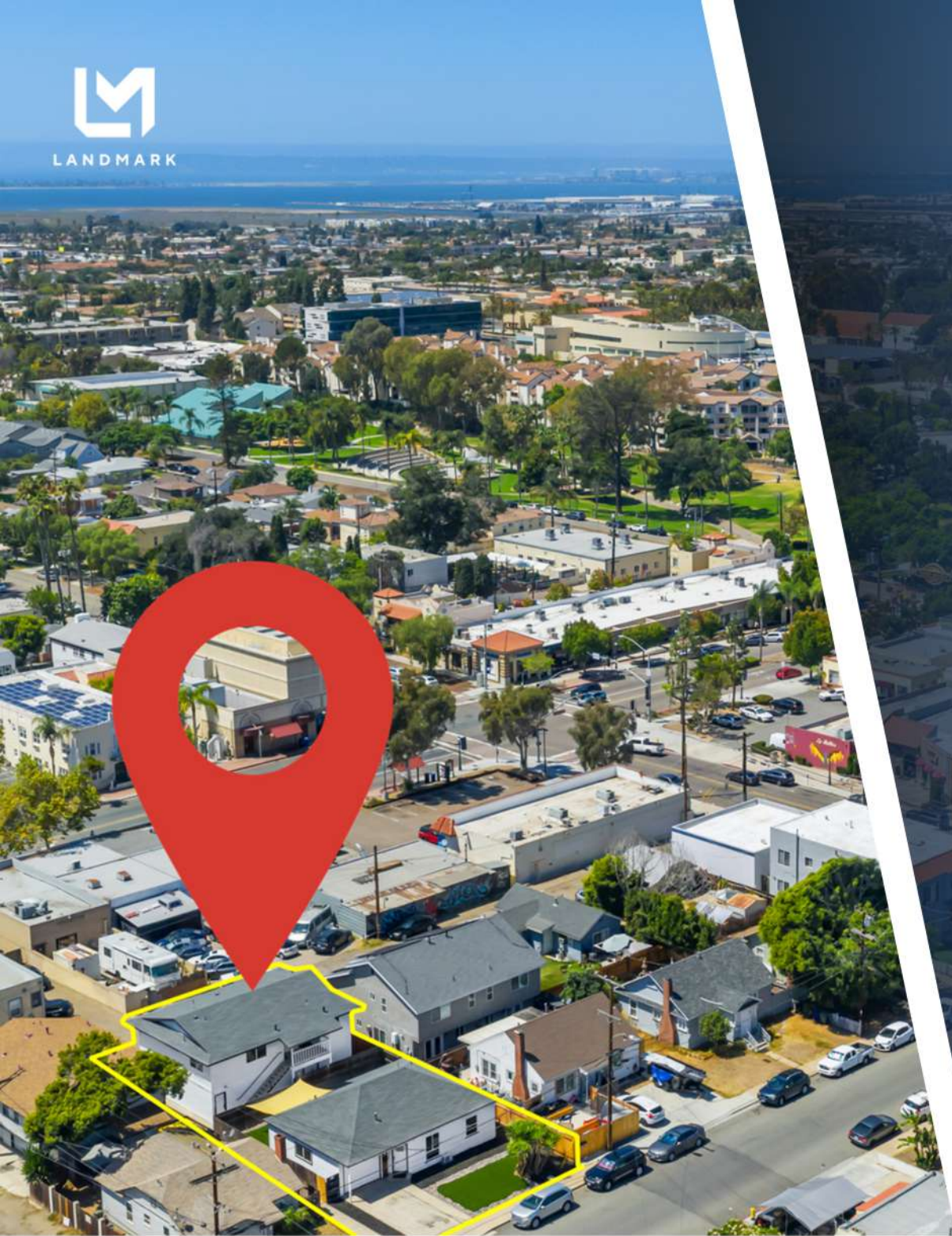
04

MARKET OVERVIEW

CHULA VISTA SUBMARKET



LANDMARK



01 INVESTMENT SUMMARY

INVESTMENT SUMMARY

INVESTMENT HIGHLIGHTS

INVESTMENT SUMMARY

THE OFFERING

416-20 Church Ave is a fully renovated four-unit multifamily property ideally located in a prime Chula Vista location. The asset features a highly desirable unit mix, consisting of a detached 3-bedroom/2-bath House in the front, along with three units in the rear, comprised of a 2-bedroom/1-bath unit, a 1-bedroom/1-bath unit, and a 2-bedroom/2-bath unit. All units have undergone extensive renovations, positioning the property to attract quality tenants and support strong in-place rental income.

The property benefits from its close proximity to the highly anticipated Chula Vista Bayfront Development, one of the most transformative projects in the region. This large-scale waterfront initiative is set to deliver a dynamic mix of hotels, retail, dining, and recreational amenities, creating a premier destination. The Bayfront Master Plan is expected to drive significant economic growth, increase employment opportunities, and further strengthen housing demand throughout the surrounding area.

PROPERTY OVERVIEW

Address	416-20 Church Ave Chula Vista, CA 91910
Price	\$1,895,000
Price/ Unit	\$473,750
Price/ SF	\$574
In-Place Cap Rate	4.95%
In-Place GRM	14.3
Market Cap Rate	5.05%
Market GRM	14.0
No. of Units	4
Square Footage	3,299
Lot Size	5,972
Year Built	1975 / 2026
Parking	Off Street / Assigned



Investment Highlights

Highly Desirable Chula Vista Location

Offering convenient access to major employment centers, retail corridors, and transportation routes including I-5 and I-805. The property benefits from its proximity to the rapidly evolving Chula Vista Bayfront, while still providing a quiet residential setting that appeals to a wide range of tenants.

Diversified Unit Mix

(1) 3BR/2BA, (1) 2BR/2BA, (1) 2BD/1BA, and (1) 1BD/1BA, appealing to a wide tenant base and supporting stable cash flow. The property also presents an attractive opportunity for an owner-occupant to live in one unit while generating income from the remaining units.

Fully Turnkey Asset

Ownership has completed extensive renovations throughout the property, delivering a fully upgraded asset with modern finishes and improved functionality.

Stable Cash Flow with Upside Potential

The property delivers strong in-place rental income with lower ongoing maintenance requirements, while offering additional upside through continued rent growth and long-term appreciation in a rapidly improving submarket.





LANDMARK



02 PROPERTY PHOTOS

PHOTOS

















03 FINANCIALS

RENT ROLL & EXPENSES

Rent Roll & Expenses

RENT ROLL - CURRENT & PRO FORMA

#	Unit Type	Est. Square Footage	Base Rent	Utilities	Total Mo. Payment
1	3 BD / 2 BA	1200 SF	\$3,695	\$110	\$3,805
2	2 BD / 2 BA (pend)	749 SF	\$2,650	\$85	\$2,735
3	2 BD / 1 BA	750 SF	\$2,390	\$75	\$2,465
4	1 BD / 1 BA	600 SF	\$1,995	\$75	\$2,070

Total Month:

\$11,075.00

ESTIMATED ANNUAL FINANCIALS

Gross Scheduled Income	\$132,900
Vacancy Factor (3%)	\$3,987
Gross Operating Income	\$128,913
Expenses (Est)	\$35,088
Net Operating Income	\$93,826

ESTIMATED CURRENT ANNUAL EXPENSES

Gas & Electric	\$900
Water	\$2,500
Landscape	Hardscape
Trash	\$1,440
Pest	\$960
Maintenance	\$2,000
Management Fees	Self Manage
Insurance	\$3,600
Taxes	\$23,688

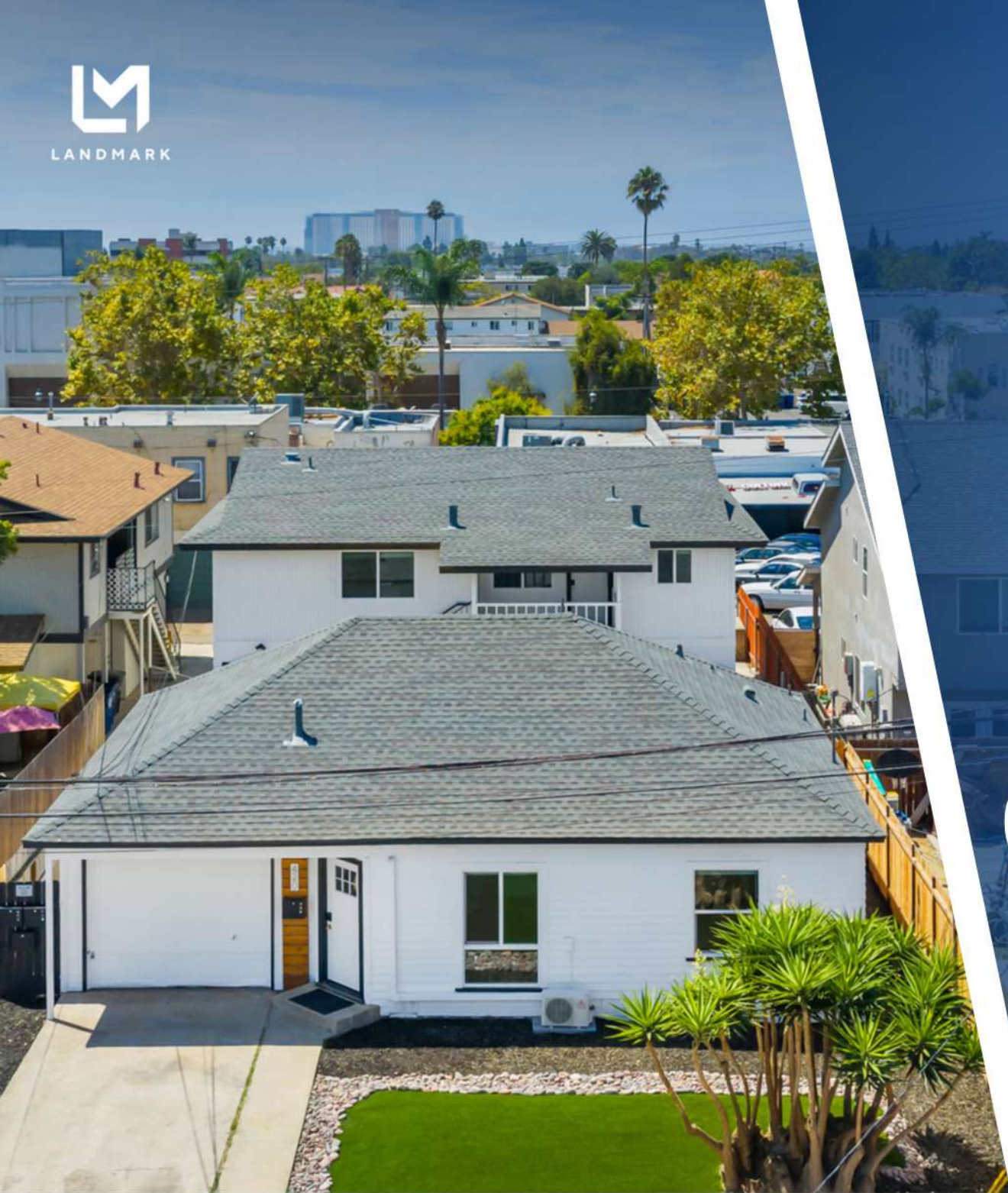
Total

Total

\$35,088



LANDMARK



04 MARKET OVERVIEW



CHULA VISTA MARKET OVERVIEW

Chula Vista is one of San Diego County's most dynamic and rapidly evolving multifamily submarkets, characterized by strong rental demand, a diverse tenant base, and a strategic South Bay location. As the second-largest city in the county, it offers a compelling combination of relative affordability, regional accessibility, and long-term growth, attracting residents and investors seeking value compared to higher-priced coastal and urban markets.

Positioned between Downtown San Diego and the U.S.-Mexico border, Chula Vista benefits from exceptional connectivity to major employment centers throughout the region. The city is served by key transportation corridors including I-5, I-805, and SR-125, providing efficient access to Downtown, Mission Valley, and surrounding job hubs. This accessibility continues to support consistent tenant demand from a broad demographic profile, including families, young professionals, and cross-border commuters.

A primary driver of future growth is the Chula Vista Bayfront Development, a large-scale waterfront initiative that will introduce a mix of hospitality, retail, dining, and recreational uses along San Diego Bay. This transformative project is expected to generate meaningful economic activity, expand employment opportunities, and further strengthen housing demand across the surrounding submarkets.

From an investment perspective, Chula Vista demonstrates durable multifamily fundamentals. Limited new supply within established infill neighborhoods, combined with steady population growth and sustained demand for attainable housing, has supported low vacancy rates and consistent rent growth. The submarket continues to attract investors seeking stable in-place income, long-term appreciation, and exposure to one of San Diego County's most active growth corridors.

Chula Vista's combination of accessibility, ongoing development, and favorable demographic trends positions it as a key submarket within the broader San Diego multifamily landscape. For investors, it represents an opportunity to acquire well-located assets supported by both current demand drivers and long-term growth fundamentals.

416-20 CHURCH AVE CHULA VISTA, CA 91910



Miles Slater

Lead Broker

425.405.8892

miles@sdlandmark.com

We obtained the following information above from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, change of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice. We include projections, opinions, assumptions or estimates for example only, and they may not represent the current or future performance of the property. You and your tax and legal advisors should conduct your own investigation of the property and transaction.