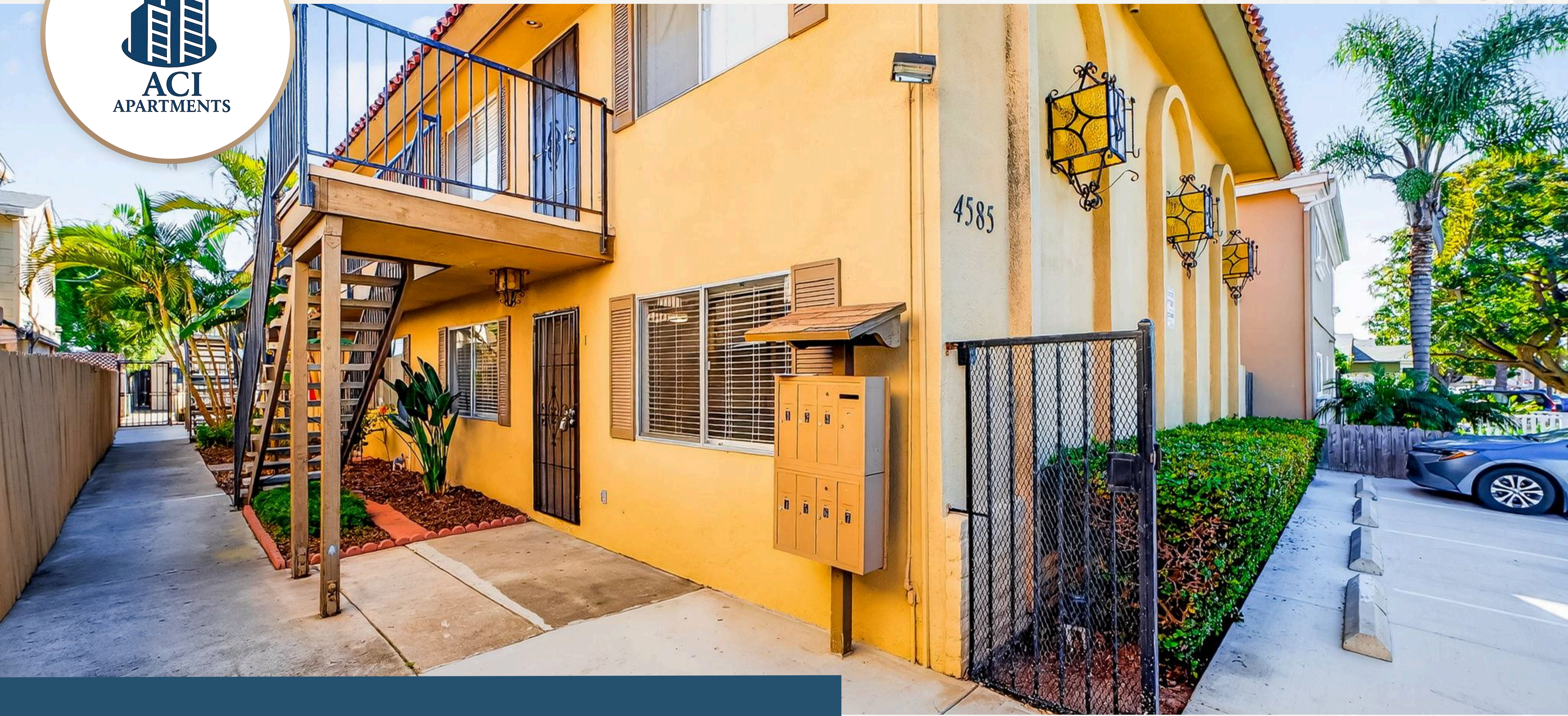




SAN DIEGO'S LEADING REAL ESTATE AGENCY AND INCOME BROKERAGE FIRM SINCE 1982



7 UNITS - 4585 FELTON ST, SAN DIEGO, CA 92116



EXCLUSIVELY LISTED BY

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01 PROPERTY OVERVIEW

THE OFFERING

4585 FELTON ST, SAN DIEGO, CA 92116

OFFERED AT \$2,375,000

7 UNITS - FIVE 2 BEDROOM/2 BATH | TWO 1 BEDROOM/1 BATH

Palm Villas II is located in Normal Heights, one of San Diego's highest-demand and most resilient submarkets, prized for its walkable access to the shops, restaurants, and nightlife along Adams Avenue, the cultural energy of North Park, and the charm and architectural character associated with neighboring Kensington. This central location consistently attracts long-term tenants who value lifestyle, convenience, and neighborhood identity, supporting strong rent durability and low vacancy. The property has been thoughtfully remodeled, allowing it to compete at the upper end of the rental market without relying on speculative upgrades. Current in-place rents align closely with nearby comparable properties, offering buyers immediate confidence in the income stream, with future upside driven by organic market growth and allowable annual rent increases rather than aggressive repositioning.





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SUMMARY OF BENEFITS



UNITS SUMMARY

Sale Price	Units	Lot Size	Rentable Sq Ft	Year built
\$2,375,000	7	6,652	5,954	1966

KEY

FEATURES & INVESTMENT HIGHLIGHTS

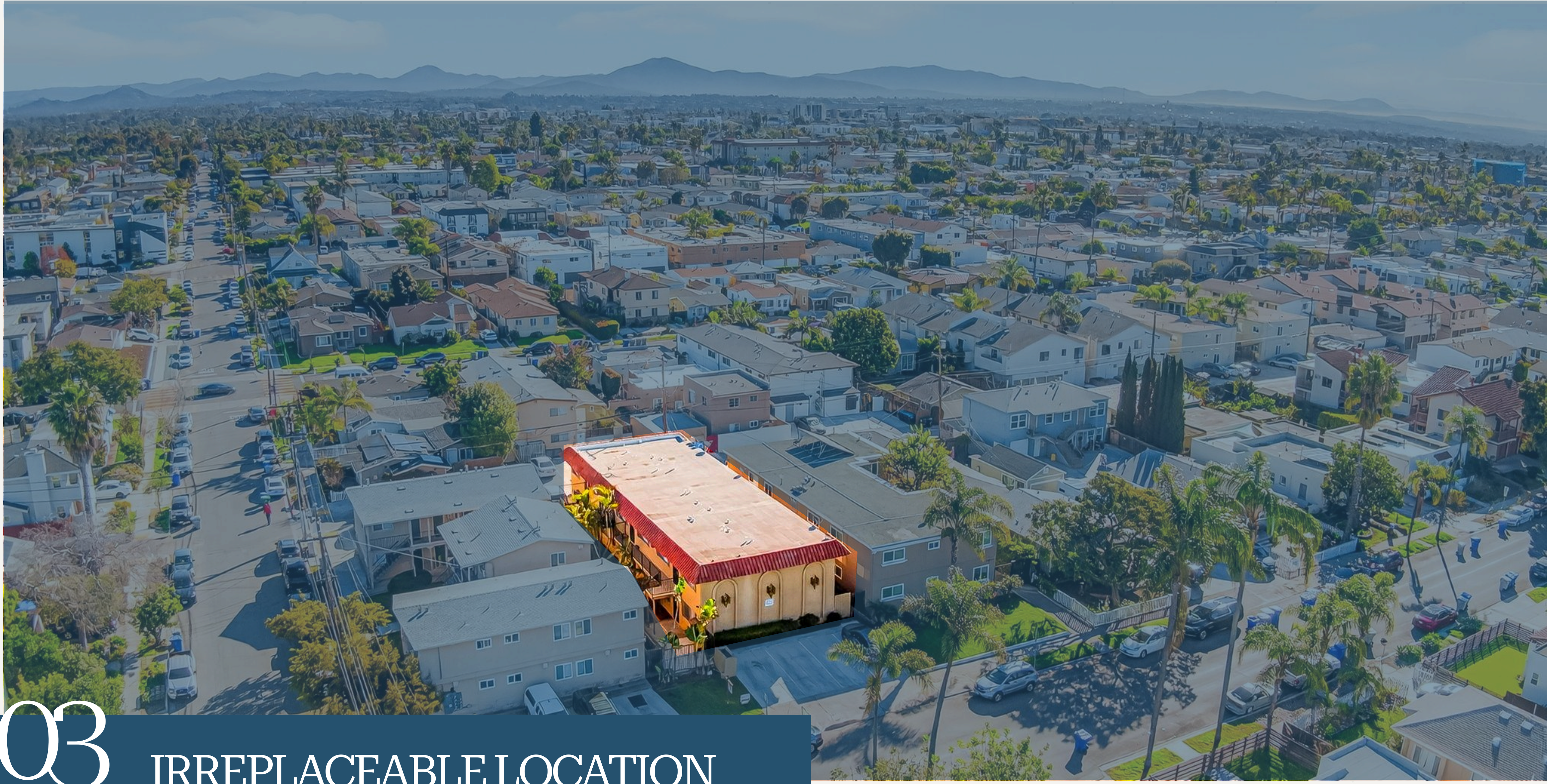
- ✓ Strong in place rents
- ✓ Visual curb appeal for marketability
- ✓ Great unit mix of most 2 Bedroom Units (Most comps have the opposite - More 1 beds than 2's)
- ✓ 8 Parking Spots
- ✓ All units professionally turned over to capture maximum rental income
- ✓ Front and rear concrete parking lots were replaced.

Priced at \$2,375,000, the property sits on a 6,652 SF lot with 5,954 SF rentable area, offering both stability and upside. Current income of \$16,079/month (\$196,836 annually) equates to a 12.31 GRM and 5.33% CAP rate, with a market potential of 11.51 GRM and 5.87% CAP.



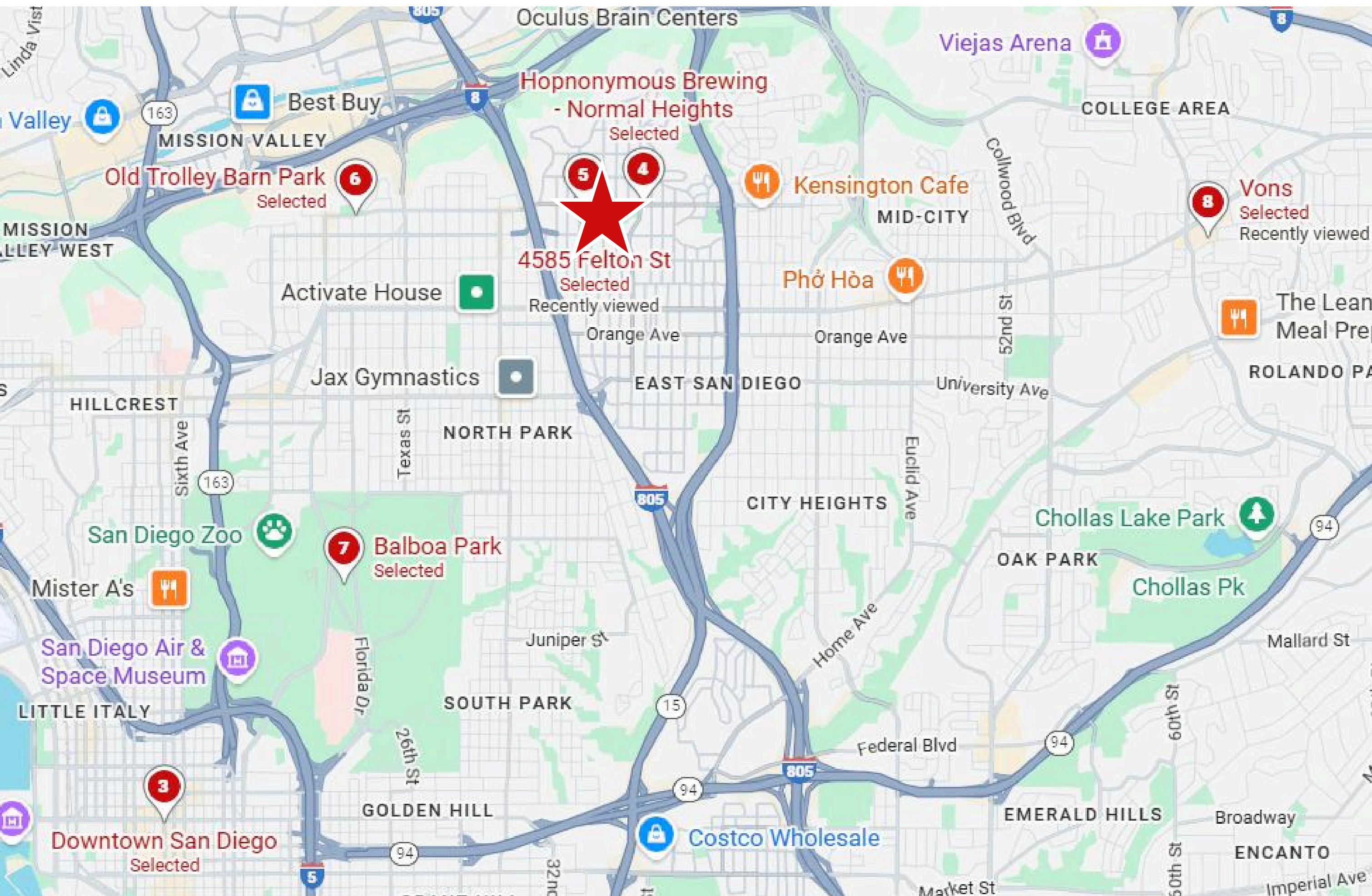
SB 721 INSPECTION **INSPECTION REPORT**

Property is in FULL compliance of Senate Bill 721 making this investment free of fine potential for 6 years and free of health and safety issues that can be related to uninspected properties.



03

IRREPLACEABLE LOCATION



IRREPLACEABLE LOCATION

4585 Felton St, San Diego, CA 92116 is a multifamily property in the heart of the Normal Heights neighborhood of San Diego. A centrally located, vibrant, urban community known for its walkability, eclectic shops, and lively dining and entertainment options. This well kept 7 unit property is located within walking distance of **local restaurants, cafes, and amenities, with easy access to major freeways (I-15, I-805, I-8) and close proximity to popular nearby neighborhoods like North Park and Hillcrest.** Normal Heights consistently ranks as a walker's paradise with a high walk score, making this property especially valuable and hard to replicate in terms of lifestyle and convenience. More than just a physical address, 4585 Felton St represents a prime urban living spot in one of San Diego's distinctive mid-city communities. Normal Heights blends historic character with modern city living, featuring a thriving local culture, vintage shops, festivals along Adams Avenue, and a strong neighborhood identity that continues to attract long-term residents and visitors alike.



LIFESTYLE

This property sits in the heart of Normal Heights, a lively and eclectic San Diego neighborhood that offers a unique, walkable **urban-California lifestyle**. Residents enjoy being just steps away from local cafes, craft breweries, vintage shops, and diverse restaurants along Adams Avenue — the bustling main street that hosts community events like the **Adams Avenue Street Fair** and Adams Avenue Unplugged throughout the year. The area is known for its strong sense of community, tree-lined streets, and a relaxed yet vibrant atmosphere that blends arts, culture, and everyday conveniences. Normal Heights feels both connected and personal: neighbors know each other, sidewalks and cafes buzz with activity, and there's always something going on whether it's live music, local festivals, or casual gatherings at nearby parks and green spaces.





EMPLOYMENT

From an employment and career perspective, 4585 Felton St's location in the Normal Heights neighborhood places you within a vibrant mid-city labor market with strong access to jobs across San Diego. A significant portion of local residents are employed in professional, executive, managerial, and service roles, reflecting a diverse employment base that supports both white-collar and service-oriented work opportunities. Many people in the area work in sectors such as healthcare services, **education, retail, hospitality, and administrative roles**, with commuting times generally shorter than the U.S. average, making it easier to reach job centers across the city.





04 FINANCIAL SUMMARY

INVESTMENT SUMMARY

Our valuation goes beyond simple comparable sales averages—we factor in buyer debt-to-income ratios, current and potential rents, typical down payments, bedroom-to-unit comparisons, and recent sales trends. By considering all these elements, we determine a price that not only attracts buyers but also maximizes your returns.

KEY INVESTMENT STRENGTHS

This 7-unit multifamily property in 92116 is performing based on in-place income, not speculative future assumptions. Current rents support an in-place cap rate of approximately **5.33%**, with a clear path to a 5.87% market cap through modest rent normalization to market levels. This allows the asset to be evaluated on price per unit, cap rate, and GRM, rather than relying on renovation or ADU-driven projections that are common in this market.

DESIRABLE UNIT MIX & PARKING RATIO

The unit mix of **five 2BR units and two 1BR units** aligns well with tenant demand in the area. The **6,652 SF lot** and **8 parking spaces for a total of 1.14 per unit** provide a practical layout with limited operational complexity, appealing to long-term hold investors.

92116 LOCATION FUNDAMENTALS

The property benefits from sustained rental demand driven by proximity to employment centers, transit corridors, and neighborhood retail. While pricing has normalized from peak levels, 92116 remains one of San Diego's more defensive rental submarkets due to limited true infill supply.

FINAL THOUGHTS

This property is positioned and valued based on what the income supports today, not what a future buyer might achieve through renovations or regulatory changes. With stable in-place performance, modest rent upside, and balanced financial metrics, the asset aligns well with how capital is currently trading in the San Diego multifamily market.

As the market continues to reset toward historical norms, properties that rely on real income and realistic execution are best positioned to protect value and transact efficiently.

INVESTMENT SUMMARY

# Units	Address	URL	City	State	Zip	Yr Built (Aprx.)	Lot Size	APN		
7	4585 Felton St	https://sdmls.paraq	San Diego	CA	92116	1966	6,652	447-522-04		
GRM			CAP Rate %			Rentable				
Current	Market	Current	Market	\$ / Unit	\$ / Sq Ft	Sq Ft				
\$2,375,000	12.31	11.51	5.33%	5.87%	\$339,286	\$398.89	5,954			
Estimated Average Monthly Income Analysis					Estimated Operating Expenses					
No.	Floor Plan	SqFt.	Rent	Total	Year 2	Total	Estimated		Proforma	
1	2BR/2BA	950	\$2,395	\$2,395	\$2,606	\$2,606	Mgt-Off Site	\$7,000	Mgt-Off Site	\$7,000
1	2BR/2BA	950	\$2,295	\$2,295	\$2,497	\$2,497	Mgt-On Site	\$0	Mgt-On Site	\$0
1	2BR/2BA	950	\$2,295	\$2,295	\$2,497	\$2,497	Gas & Elec.	\$2,016	Gas & Elec.	\$2,016
1	2BR/2BA	950	\$2,295	\$2,295	\$2,497	\$2,497	Wrt & Swr	\$3,276	Wrt & Swr	\$3,276
1	2BR/2BA	950	\$2,395	\$2,395	\$2,606	\$2,606	Landscaping	\$588	Landscaping	\$588
1	1BR/1BA	600	\$1,915	\$1,915	\$2,084	\$2,084	Trash	\$1,344	Trash	\$1,344
1	1BR/1BA	600	\$2,165	\$2,165	\$2,356	\$2,084	Pest Control	\$336	Pest Control	\$336
7			Actual	\$15,755	Market	\$16,869	Maintenance	\$2,800	Maintenance	\$2,800
	Utilities			\$240		\$240	Miscellaneous	\$700	Miscellaneous	\$700
	Laundry Income			\$43		\$43	Insurance	\$7,740	Insurance	\$7,740
	Other Income			\$41		\$41	Taxes	\$28,500	Taxes	\$28,500
	Total Monthly Other Income			\$324		\$324	Turnover Costs	\$700	Turnover Costs	\$700
	Total Rental & Other Income			\$16,079		\$17,193	Pool	\$0	Pool	\$0
							Reserves	\$1,750	Reserves	\$1,750
Annual Operating Proforma							Total	\$56,750	Total	\$56,750
				Actual		Proforma	Total Per Est Sq Ft:	\$9.53	Total Per Est Sq Ft:	\$9.53
	Gross Rental Income			\$192,948		\$202,433	Total Per Unit:	\$8,107	Total Per Unit:	\$8,107
	Plus Other Income			\$3,888		\$3,888	Total Per GSI:	29%	Total Per GSI:	28%
	Gross Scheduled Income			\$192,948		\$206,321				
	Less: Vacancy Factor	5.0%		\$9,647		\$10,122				
	Gross Operating Income			\$183,301		\$196,200				
	Less: Operating Expenses			\$56,750		\$56,750				
	Net Operating Income			\$126,550		\$139,449				
	Less: First TD Payments			(\$92,974)		(\$92,974)				
	PITI Monthly Payment			\$129,214		\$129,214				
	Pre-Tax Cash Flow			\$33,576		\$46,475				
	Cash On Cash Return			3.14%		4.35%				
	Principal Reduction			\$16,343		\$16,343				
	Total Potential Return			4.7%		5.9%				
	Acquisition Costs			\$0		\$0				
	Financing Costs			\$0		\$0				
	Down Payment			\$1,068,750		\$1,068,750				
	Total 1st Year Cost			\$1,068,750		\$1,068,750				
Financing Information										
	Down Payment						45.00%	Amount		\$1,068,750
	Interest Rate						5.90%			
	# of Years Amortized Over						30			
	Proposed Loan						0	Amount		\$1,306,250
	Loan Points						0%			
	Other Loan Costs						\$0			
	Debt Coverage Ratio						Current	1.36	Market	1.50
Contact Information										
	Name:	Christina Labowicz			CalBRE#	02055851				
	Phone:	858.876.5701			Email:	christina@aciapartments.com				



05

RENT ROLL & SURVEY

RENT ROLL

Unit	BD/BA	Status	Last Rent Inc.	Rent (\$)	Deposit (\$)	Move-In	Lease From	Lease To
01	2 / 2.00	Current	-	2,395.00	0.00	-	-	-
02	2 / 2.00	Current	-	2,295.00	0.00	-	-	-
03	2 / 2.00	Current	-	2,295.00	1,200.00	01/28/2025	01/28/2025	01/31/2026
04	2 / 2.00	Current	-	2,295.00	1,200.00	02/21/2025	02/21/2025	-
05	2 / 2.00	Current	-	2,295.00	1,700.00	07/21/2025	07/21/2025	07/31/2026
06	1 / 1.00	Current	10/01/2025	1,915.00	1,000.00	09/28/2024	10/01/2025	09/30/2026
07	1 / 1.00	Current	11/01/2025	2,165.00	600.00	08/20/2018	11/01/2024	-
07		71.4% Occupied		\$16,055.00	5700			

RENT SURVEY

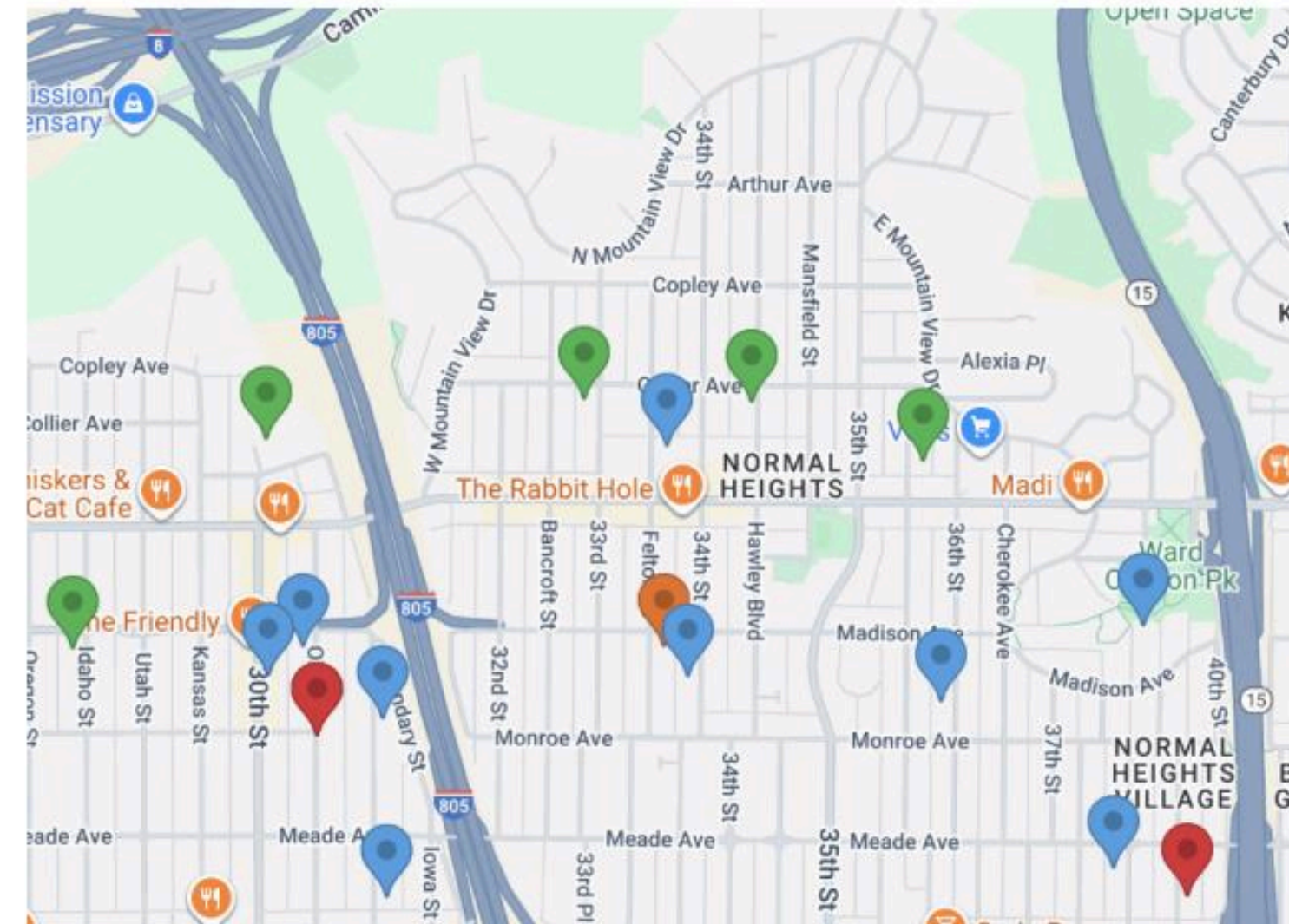
QuickView™ Rent Estimate

📍 4585 Felton St, San Diego, CA 92116

Results based on 27, 2-bedroom, 1½ or more bath Apartment rentals seen within the last 12 months in a 1.00 mile radius.



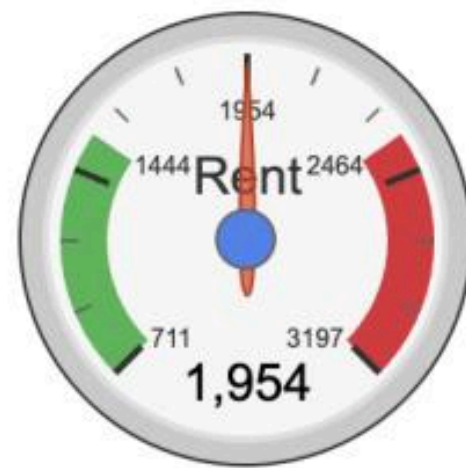
AVERAGE	MEDIAN
\$2,931	\$3,185
25TH PERCENTILE	75TH PERCENTILE
\$2,310	\$3,552



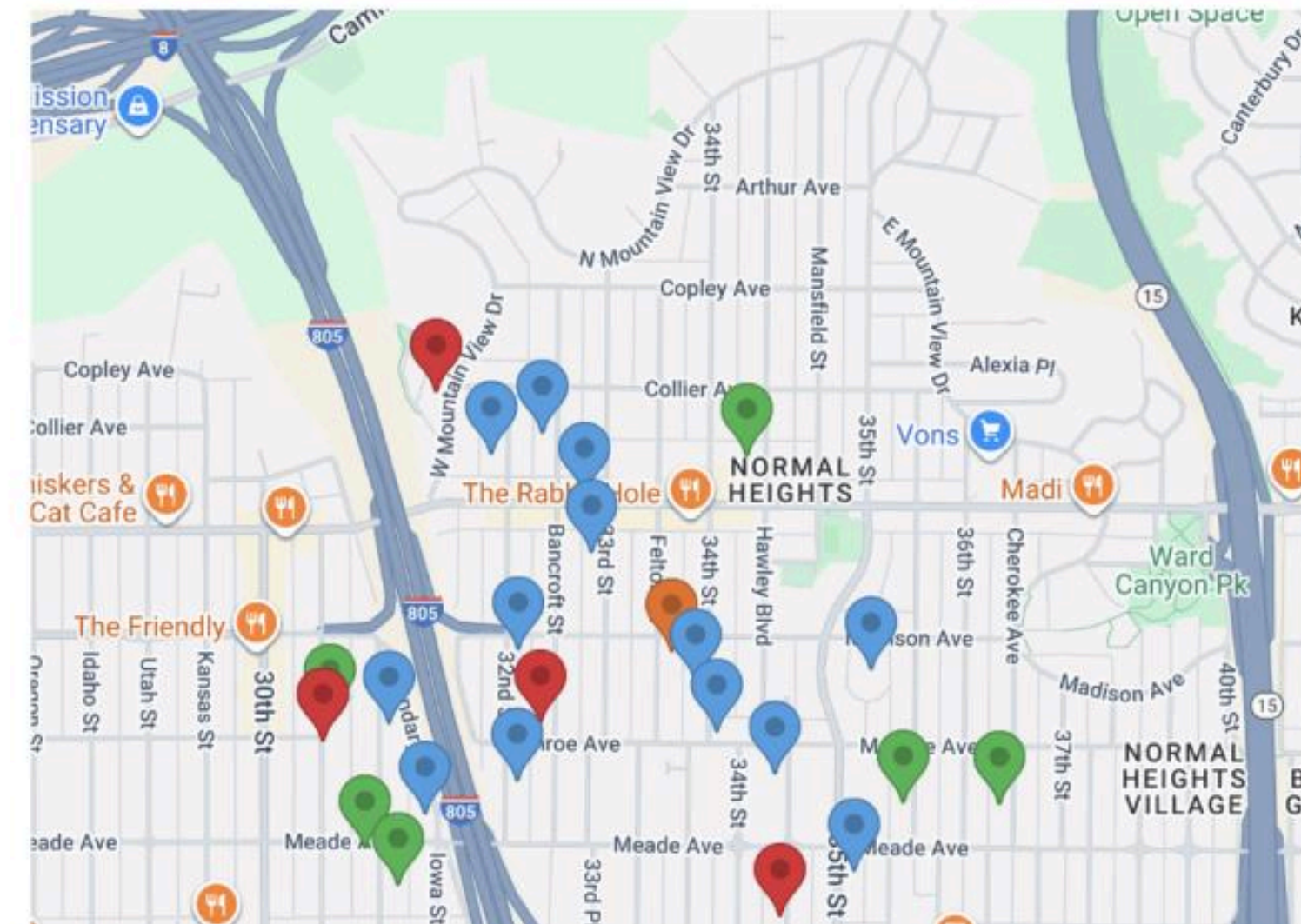
QuickView™ Rent Estimate

📍 4585 Felton St, San Diego, CA 92116

Results based on 73, single bedroom, single bath Apartment rentals seen within the last 12 months in a 0.75 mile radius.

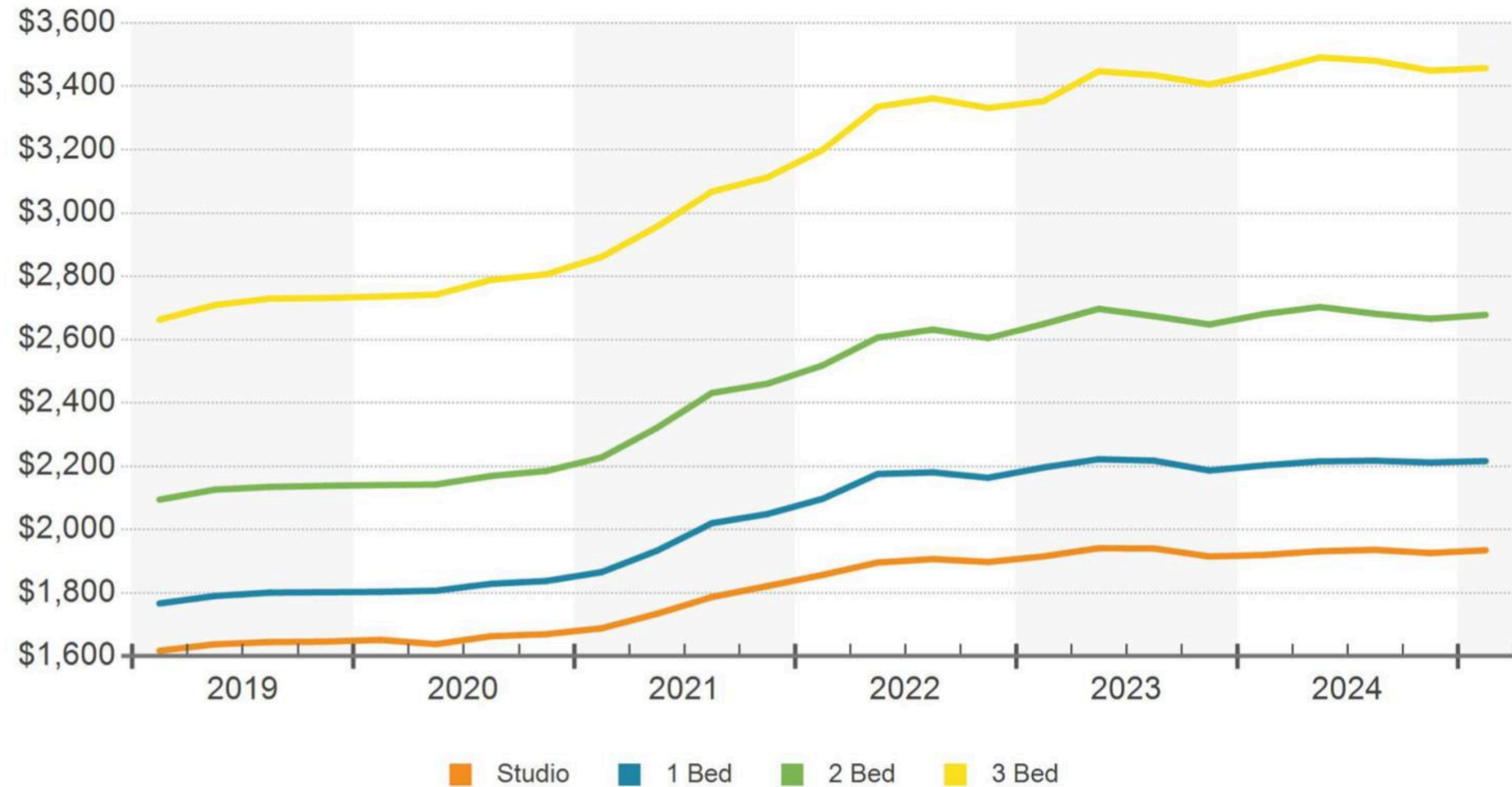


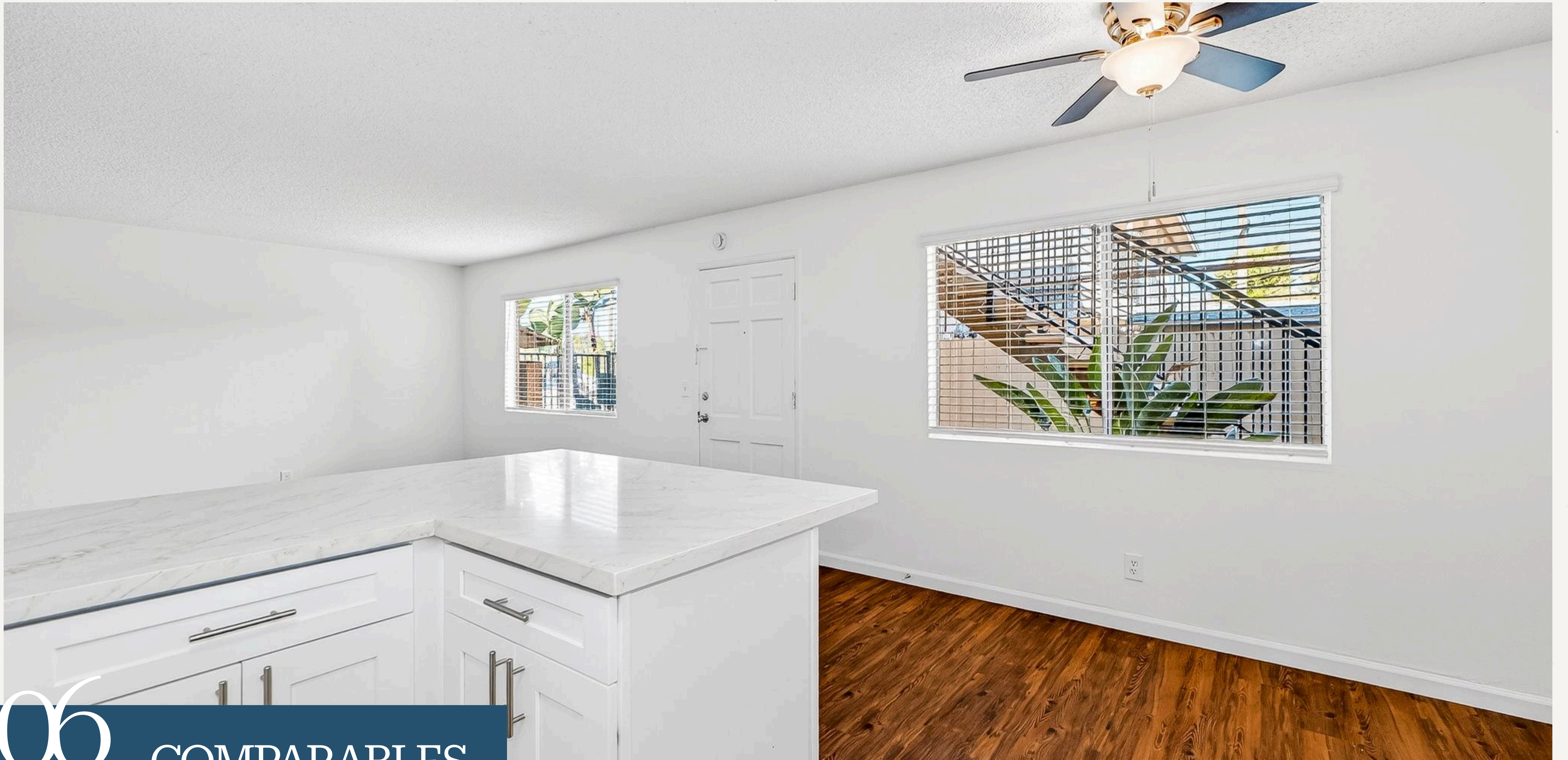
AVERAGE	MEDIAN
\$1,954	\$1,950
25TH PERCENTILE	75TH PERCENTILE
\$1,444	\$2,464



RENT SURVEY

MARKET RENT PER UNIT BY BEDROOM





06

COMPARABLES

ACTIVE COMPARABLES

For agents and principals focused on execution rather than theory, Felton is one of the most compelling opportunities currently available in the 92116 submarket. While there are several active listings that appear comparable, many are priced ahead of where today's buyers can realistically underwrite given current debt coverage requirements, equity contributions, and lender constraints. Those assets often struggle to gain traction as a result.

Felton is intentionally positioned to trade. In-place rents, pricing, and price-per-unit are aligned with closed sales, not aspirational active listings, which materially improves financeability and reduces friction in escrow. The deal pencils with conventional buyer assumptions, supports lender underwriting, and meets investor return expectations without relying on aggressive rent growth or speculative repositioning. For buyers seeking a clean, defensible acquisition in one of San Diego's most desirable submarkets, Felton represents a rare opportunity where the numbers, the location, and the market timing all align.



3226-3232 Adams Ave
San Diego, CA 92116



For Sale at \$2.8M (\$350K/Unit)
5.49% Cap Rate · 172 Days on Market
8 Units · Apartments · Built 1938
1031 Exchange



+ VIEW MO

1/14



4583-4585 36th St
San Diego, CA 92116

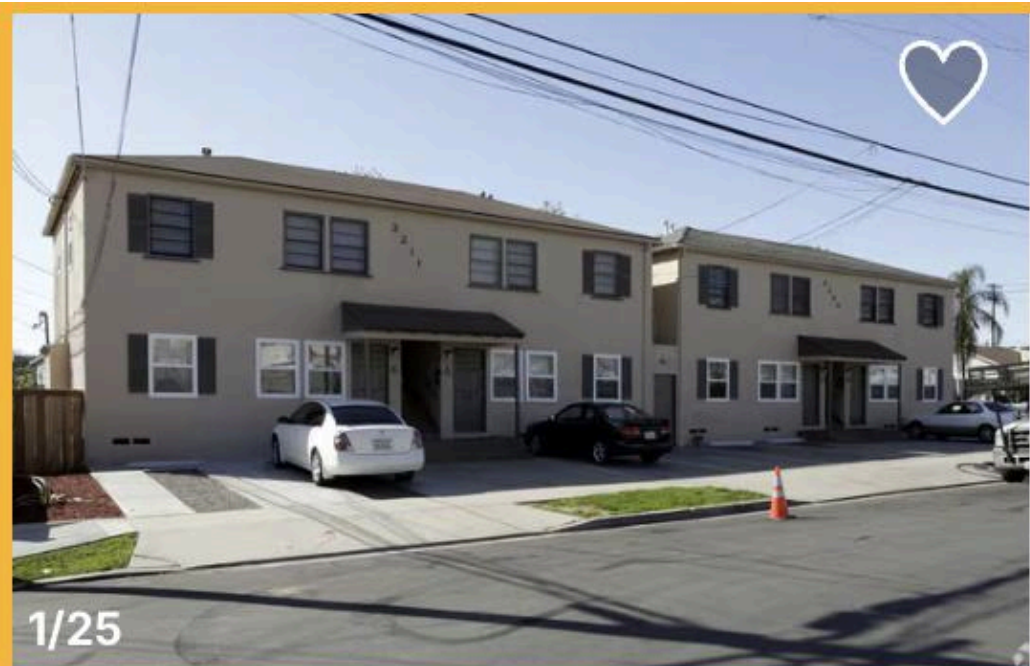


For Sale at \$2.7M (\$338K/Unit)
3.79% Cap Rate · 93 Days on Market
8 Units · Apartments · Built 1987
1031 Exchange



+ VIEW MORE

1/34



3205-3211 Madison Ave
San Diego, CA 92116

For Sale at \$2.7M (\$338K/Unit)
4.2% Cap Rate · 164 Days on Market
8 Units · Apartments · Built 1943



+ VIEW MORE

1/25

SOLD COMPARABLES

Property	Units	Sale Date	\$/Unit	CAP	Year Built	Sale Price	GRM	Mix	\$/Sqft	Condition
4542 Cherokee Ave	8	12/4/25	\$281,250	5.32%*	1970	\$2,250,000	12.21	(5) 1BR (3) 2BR (4) Garage	\$429	Average
3470 Monroe Ave	8	11/24/25	\$302,250	5.40%*	1970	\$2,420,000	12.03	(5) 1BR (3) 2BR (4) Garage	\$435	Average
4639 Iowa St	8	11/20/25	\$291,250	5.78%*	1972	\$2,330,000	11.25	(3) 1BR (5) 2BR (4) Garage	\$437	Average
4582 Bancroft St	7	11/6/25	\$321,429	4.82%*	1968	\$2,250,000	13.47	(3) 1BR (4) 2BR (4) Garage	\$452	Abv Avg
3225 Adams Ave	9	11/4/25	\$275,556	4.44%*	1927	\$2,480,000	14.64	(8) 1BR (1) 2BR (5) Garage	\$622	Average
3458 Monroe Ave	8	6/3/25	\$359,375	5.20%*	1969	\$2,875,000	12.50	(5) 1BR (3) 2BR (4) Garage	\$578	Average
4585 Felton St	7	-	\$339,286	5.31%*	1966	\$2,375,000	12.31	(2) 1BR (5) 2BR	\$399	Upgraded





07

DEMOGRAPHICS & MARKET OVERVIEW



4585 FELTON ST, SAN DIEGO, CA 92116

DEMOGRAPHICS

Normal Heights benefits from a well-balanced and resilient demographic profile that supports consistent rental demand. The neighborhood attracts young professionals, creatives, and long-term residents seeking an urban lifestyle with relative affordability compared to adjacent submarkets. A strong renter base, stable household incomes, and proximity to employment and education centers contribute to durable housing fundamentals.

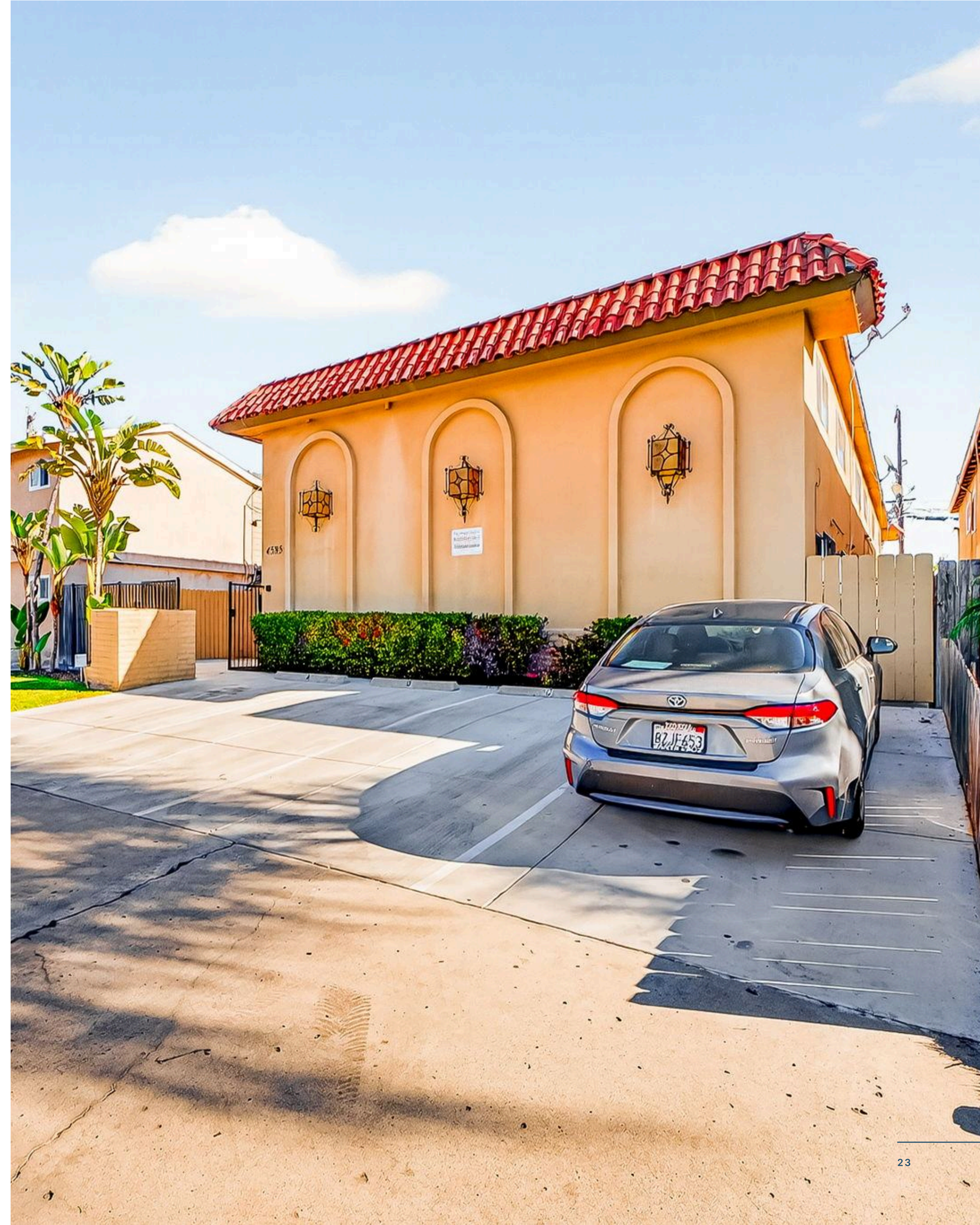
Metric	Value (Source)
Population	~31,484 residents (ZIP 92116) (Source: Census Reporter)
Median Age	~35.6 years (Source: Census Reporter)
Median Household Income	~\$95,775 / yr (ZIP 92116) (Source: Census Reporter)
Per Capita Income	~\$66,432 (Source: Census Reporter)
Poverty Rate	~9.2 % (Source: Census Reporter)
Racial & Ethnic Composition	Predominantly White (~58–63 %), Hispanic/Latino (~28 %), with smaller proportions of Black (~4–11 %) and Asian (~6–7 %) residents — reflecting a culturally diverse community. (Source: point2homes)
Housing Snapshot	~36 % Owner-occupied, ~64 % Renter-occupied — indicating a strong rental market alongside stable homeownership. (Source: Realoq)

4585 FELTON ST, SAN DIEGO, CA 92116

MARKET OVERVIEW

Normal Heights combines the charm of historic architecture with the energy of a walkable, culturally rich urban lifestyle. The area's main corridor, Adams Avenue, is a bustling hub of cafés, craft breweries, restaurants, boutiques, and entertainment venues that appeal to both residents and visitors alike. This desirable blend of urban convenience, local character, and social lifestyle makes Normal Heights an attractive choice for renters, buyers, and long-term residents.

From a real estate perspective, the Normal Heights market is characterized by strong demand, limited inventory, and rising values, reflecting its central location and lifestyle appeal. The neighborhood's median home values are near six figures (often approaching or exceeding **~\$900K-\$1M** depending on property type and market conditions), and properties tend to sell relatively quickly in a competitive market. Real estate here is primarily composed of smaller to medium-sized homes and apartments with high renter occupancy, underscoring the robust rental demand and potential investment upside for multifamily and residential properties. Vacancy rates are lower than many U.S. markets, signaling a stable and desirable environment for ownership and rental income strategies.





LISTED BY



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