

4162 ARIZONA STREET

SAN DIEGO, CA 92104 | NORTH PARK | 11 UNITS



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Comparables

4162 ARIZONA STREET

INVESTMENT OVERVIEW

We are pleased to present 4162 Arizona Street located in San Diego, California. Built in 1987 and completely renovated in 2025 including adding 5 units, this 11 unit complex is centrally located in the highly desirable neighborhood of North Park and boasts a walk score of 93. The building totals 5,326 square feet and rests on a 5,590 square foot lot.

The unit mix consists of (4) two bedroom / two bathrooms, (2) one bedroom / one baths, and (5) studios. All existing units, newly constructed units, the common spaces, and the exterior have been finished with custom design additions and finishes to appease the target rental market. Additionally there is a well designed common laundry room and parking for 9 cars.

Centrally located in North Park close to El Cajon Blvd, University Ave, and Texas St, the property is walking distance to all North Park has to offer and enjoys easy drivability as well. 4162 Arizona Street present investors with the opportunity to acquire a turnkey trophy property well positioned for future cash flow and appreciation in the popular urban neighborhood of North Park.





PROPERTY HIGHLIGHTS

- TURNKEY CONDITION - RENOVATED INSIDE AND OUT
- CENTRAL NORTH PARK LOCATION
- WELL BALANCED UNIT MIX OF 2 BEDROOMS, 1 BEDROOMS AND STUDIOS
- OFF-STREET PARKING FOR (8) CARS - (2) TANDEM SPACES, (4) SINGLE SPACES
- BUILT IN 1987 AND EXTENSIVELY RENOVATED IN 2025
- PITCHED ROOF
- IMPLEMENTED UTILITY BILL BACK FOR WATER/SDG&E/TRASH
- ALL UNITS ACHIEVING STABILIZED MARKET RENT

CAPITAL IMPROVEMENTS

EXTERIOR:

- New Dual Pane Vinyl Windows
- Two Tone Exterior Paint
- Artificial Turf
- Custom Stained Wood Planks + Fencing
- Modern Exterior Front Door Lights
- Bespoke Address Signage

INTERIOR:

- New Exterior Doors with Digital Door Locks
- Luxury Vinyl Plank Flooring, Baseboards and Casing
- Recessed Lights and Modern Light fixtures
- Designer Ceiling Fans
- New Wall Heaters
- Butcher Block Built-In Desks in All One & Two Bedroom Units
- Custom Cabinets
- Quartz Countertops
- Single Basin Sinks
- Subway & Hexagon Tile Backsplashes
- Garbage Disposals
- Modern Tiled Showers
- New Interior Doors and Hardware
- Mirrored Closet Doors
- Luxury Bathroom Vanities, Mirrors and Hardware
- New Low Flow Toilets
- New Communal Washer / Dryer
- Updated Outlets & Switches
- Freshly Painted
- All New Stainless-Steel appliances



PROPERTY DESCRIPTION

PROPERTY

Property Address	4162 Arizona Street, San Diego, CA 92104
Parcel ID	445-531-24
Zoning	RM-3-7
Number of Units	11
Number of Buildings	1
Number of Stories	2
Year Built / Renovated	1987 / 2025
Parking	(2) Tandem Spaces (5) Single Spaces
Building Area	5,326 SF
Lot Size	0.13 Acres / 5,590 SF

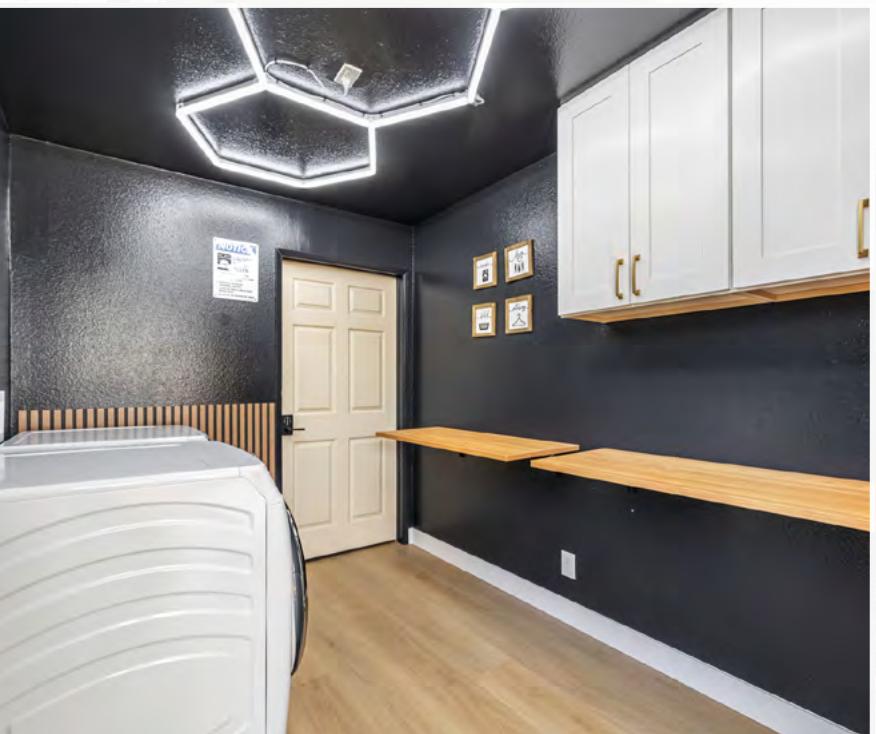
UTILITIES

UTILITY TYPE	PAID BY
Water	Tenant Pays (RUBS)
SDGE	Tenant Pays (RUBS)
Trash	Tenants Pays (RUBS)

CONSTRUCTION

Foundation	Concrete Slab
Exterior	Wood Frame

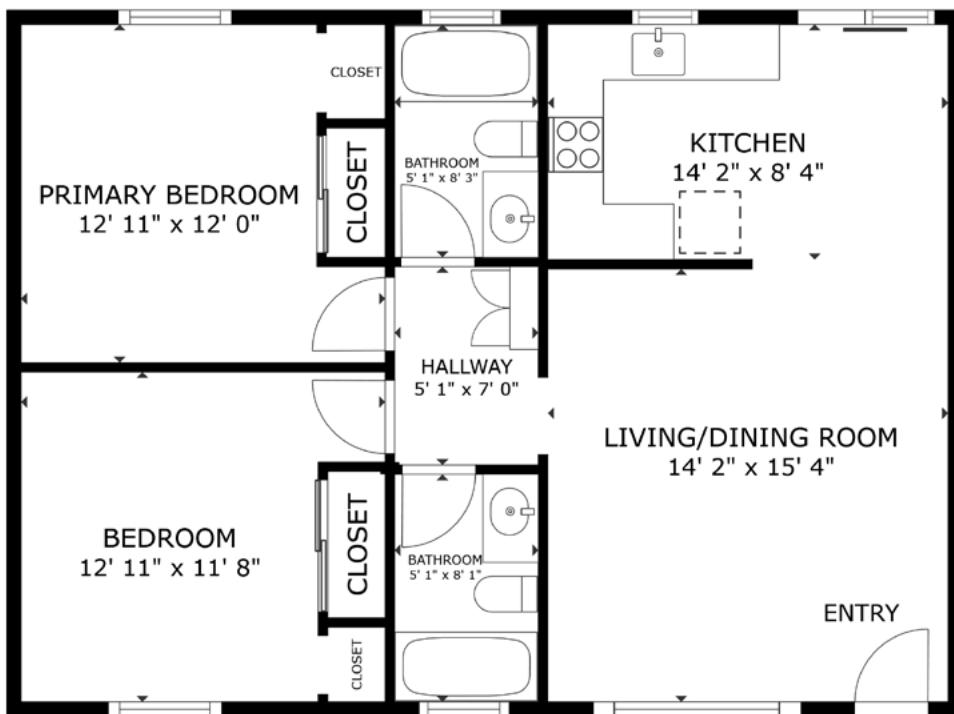




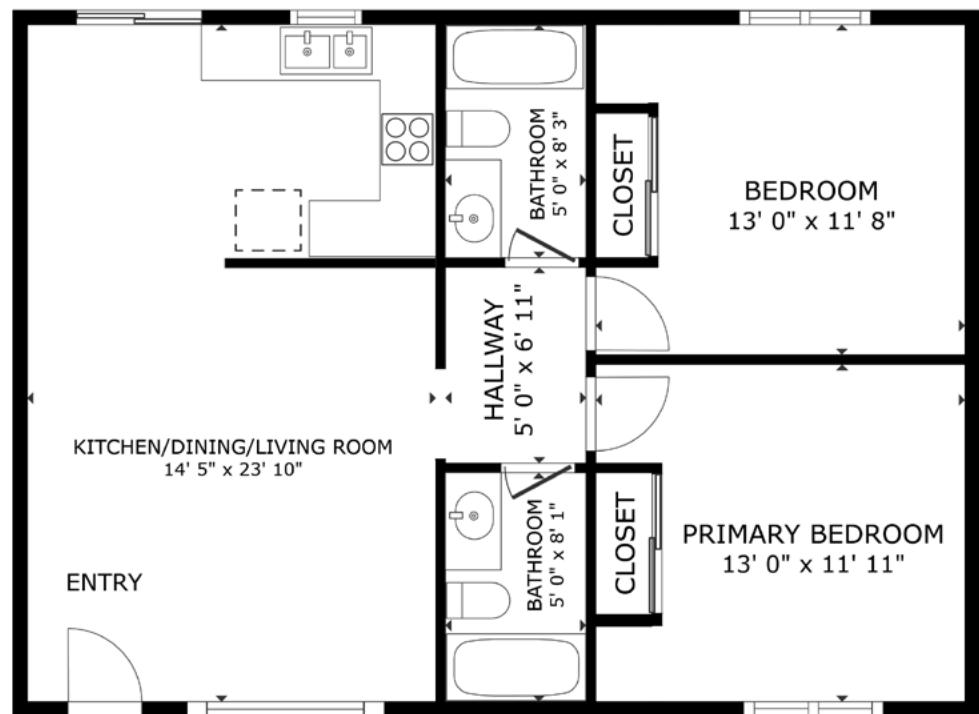


FLOOR PLANS

UNIT 1



UNIT 2



MATTERPORT VIRTUAL TOURS

UNIT 1

UNIT 2

UNIT 3

UNIT 4

UNIT 5

UNIT 6

UNIT 7

UNIT 8

UNIT 9

UNIT 10

UNIT 11

PROPERTY VIDEO



CLICK PLAY ICON TO VIEW PROPERTY VIDEO

RENT ROLL

UNIT	UNIT TYPE	SQUARE FEET	CURRENT		POTENTIAL	
			RENT/MONTH	RENT/SF/MONTH	RENT/MONTH	RENT/SF/MONTH
1	2-Bed/2-Bath	790	\$3,250	\$4.11	\$3,250	\$4.11
2	2-Bed/2-Bath	790	\$3,250	\$4.11	\$3,250	\$4.11
3*	1-Bed/1-Bath	600	\$2,995	\$4.99	\$2,995	\$4.75
4	2-Bed/2-Bath	785	\$3,250	\$4.14	\$3,250	\$4.14
5	2-Bed/2-Bath	761	\$2,850	\$3.75	\$3,250	\$4.27
6*	1-Bed/1-Bath	600	\$2,795	\$4.66	\$2,850	\$4.75
7	Studio ADU	200	\$1,650	\$8.25	\$1,750	\$8.75
8	Studio ADU	200	\$1,750	\$8.75	\$1,750	\$8.75
9	Studio ADU	200	\$1,650	\$8.25	\$1,750	\$8.75
10	Studio ADU	200	\$1,695	\$8.48	\$1,750	\$8.75
11	Studio ADU	200	\$1,650	\$8.25	\$1,750	\$8.75
Total		5,326	\$26,785	\$4.98	\$27,450	\$5.15

*Units 3 and 6 are furnished mid term to long term rentals

FINANCIAL ANALYSIS: PRICING DETAIL

PRICING SUMMARY				
		CURRENT	PROFORMA	
Price	\$4,295,000	\$321,420		\$331,140
Down Payment	(45%) \$1,932,750	\$12,857		\$13,368
Number of Units	11	\$308,563		\$317,894
Price Per Unit	\$390,455	\$11,580		\$11,580
Price Per SqFt	\$806.42	\$320,143		\$329,474
Rentable SqFt	5,326	\$90,133		\$90,600
Lot Size	0.13 Acres	\$230,010		\$238,875
Year Built	1987	\$230,010		\$238,875
RETURNS				
	Current	Proforma		
CAP Rate	5.36%	5.56%		
GRM	13.36	12.97		
Cash-on-Cash	3.34%	3.80%		
Debt Coverage Ratio	1.39	1.44		
FINANCING 1st Loan				
Loan Amount	\$2,362,250			
Loan Type	New			
Interest Rate	5.75%			
Amortization	30 Years			
Year Due	2029			
Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative				
UNIT MIX				
#	TYPE	SQFT	CURRENT	MARKET
4	2B2B	782	\$3,150	\$3,250
2	1B1B	600	\$2,895	\$2,923
5	Studio ADU	200	\$1,679	\$1,750
INCOME				
		CURRENT	PROFORMA	
Gross Scheduled Rent		\$321,420	\$331,140	
Less: Vacancy/Deductions	4.0%	\$12,857	4.0% \$13,368	
Total Effective Rental Income		\$308,563	\$317,894	
Other Income*		\$11,580	\$11,580	
Effective Gross Income		\$320,143	\$329,474	
Less: Expenses	28.2%	\$90,133	27.5% \$90,600	
Net Operating Income		\$230,010	\$238,875	
Cash Flow		\$230,010	\$238,875	
Debt Service		\$165,425	\$165,425	
Net Cash Flow After Debt Service	3.34%	\$64,585	3.80% \$73,449	
Principal Reduction		\$30,389	\$32,183	
Total Return	4.91%	\$94,973	5.47%	\$105,632
EXPENSES				
		CURRENT	PROFORMA	
Real Estate Taxes		\$52,744	\$52,744	
Insurance		\$5,000	\$5,000	
Utilities		\$7,932	\$7,932	
Repairs & Maintenance		\$6,600	\$6,600	
Landscaping & Pest		\$1,300	\$1,300	
General & Administrative		\$550	\$550	
Management Fee		\$16,007	\$16,474	
TOTAL EXPENSES		\$90,133	<b">\$90,600</b">	
Expenses/Unit		\$8,194	\$8,236	
Expenses/SF		\$16.92	\$17.01	

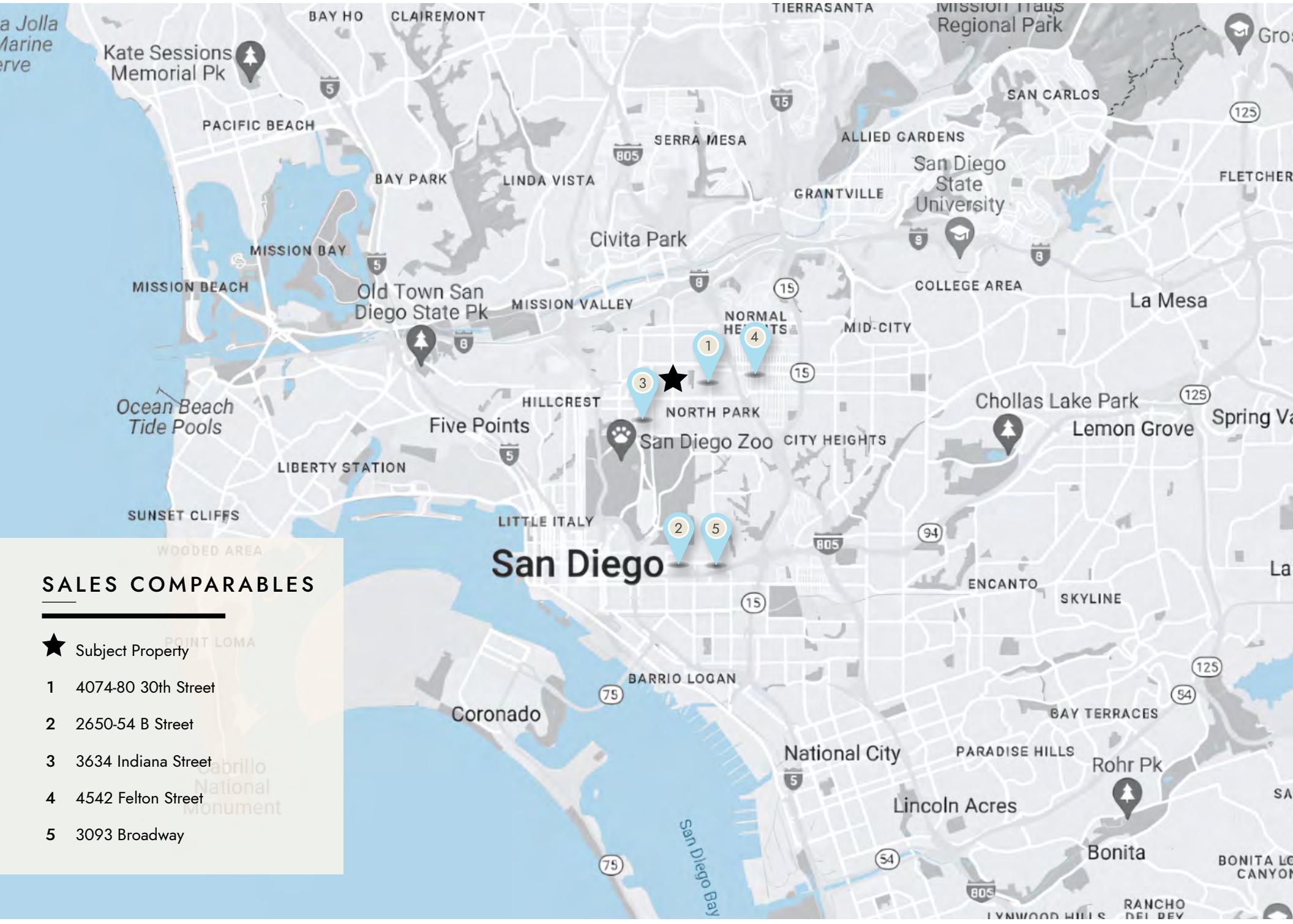
* Other income includes RUBS of \$55/month for units 1-5, \$100/month for unit 6 and \$150/month for units 7-11

* Utilities Include Trash (441.15/mo), internet for 2 units (\$160.54), water avg. \$400/mo, SDGE house meter (ADUs 7-11) \$585 avg. Per Owner.

SALES COMPARABLES

★ Subject Property

- 1 4074-80 30th Street
- 2 2650-54 B Street
- 3 3634 Indiana Street
- 4 4542 Felton Street
- 5 3093 Broadway



SALES COMPARABLES



ON-MARKET

★ 4162 ARIZONA STREET
San Diego, CA 92104

Sale Price	\$4,295,000	
Close of Escrow	ON MARKET	
Number of Units	11	
Year Built/Renovated	1987 / 2025	
Price / Unit	\$390,455	
Cap Rate	5.36%	
SQFT	5,326	
Lot Size	0.13 Acres	
UNITS	SQFT	UNIT TYPE
4	782	2 Bed / 2 Bath
2	600	1 Bed / 1 Bath
5	200	Studio ADU



1 4074-80 30TH STREET
San Diego, CA 92104

Sale Price	\$3,410,000	
Close of Escrow	01/05/2026	
Number of Units	9	
Year Built/Renovated	1939 / 2022	
Price / Unit	\$378,889	
Cap Rate	4.84%	
SQFT	5,455	
Lot Size	0.16 Acres	
UNITS	SQFT	UNIT TYPE
1	900	2 Bed / 2 Bath
8	538	1 Bed / 1 Bath



2 2650-54 B STREET
San Diego, CA 92102

Sale Price	\$4,100,000	
Close of Escrow	12/05/2025	
Number of Units	10	
Year Built/Renovated	2024	
Price / Unit	\$410,000	
Cap Rate	4.94%	
SQFT	7,063	
Lot Size	0.17 Acres	
UNITS	SQFT	UNIT TYPE
5	750	2 Bed / 2 Bath
4	538	1 Bed / 1 Bath
1	325	Studio

SALES COMPARABLES



3 3634-40 INDIANA STREET
San Diego, CA 92103

Sale Price	\$5,819,000	
Close of Escrow	07/28/2025	
Number of Units	14	
Year Built/Renovated	2024	
Price / Unit	\$415,643	
Cap Rate	4.74%	
SQFT	9,623	
Lot Size	0.16 Acres	
UNITS	SQFT	UNIT TYPE
3	700	2 Bed / 2 Bath
4	909	2 Bed / 1 Bath
6	590	1 Bed / 1 Bath
1	415	Studio

4 4542 FELTON STREET
San Diego, CA 92116

Sale Price	\$3,800,000	
Close of Escrow	11/21/2025	
Number of Units	8	
Year Built/Renovated	1963 / 2024	
Price / Unit	\$475,000	
Cap Rate	5.30%	
SQFT	6,180	
Lot Size	0.15 Acres	

5 3093 BROADWAY
San Diego, CA 92102

UNITS	SQFT	UNIT TYPE
5	1,455	3 Bed / 2 Bath
6	1,060	2 Bed / 2 Bath
1	541	1 Bed / 1 Bath

SAN DIEGO

DEMOGRAPHICS OVERVIEW



581,098

Population Within a 5-Mile Radius by 2029



573,233

Total Population Within 5-Mile Radius



47.5%



GENDER



52.5%



\$107,390

Average Household Income
Within 5-Mile Radius



233,125

Total Occupied
Units



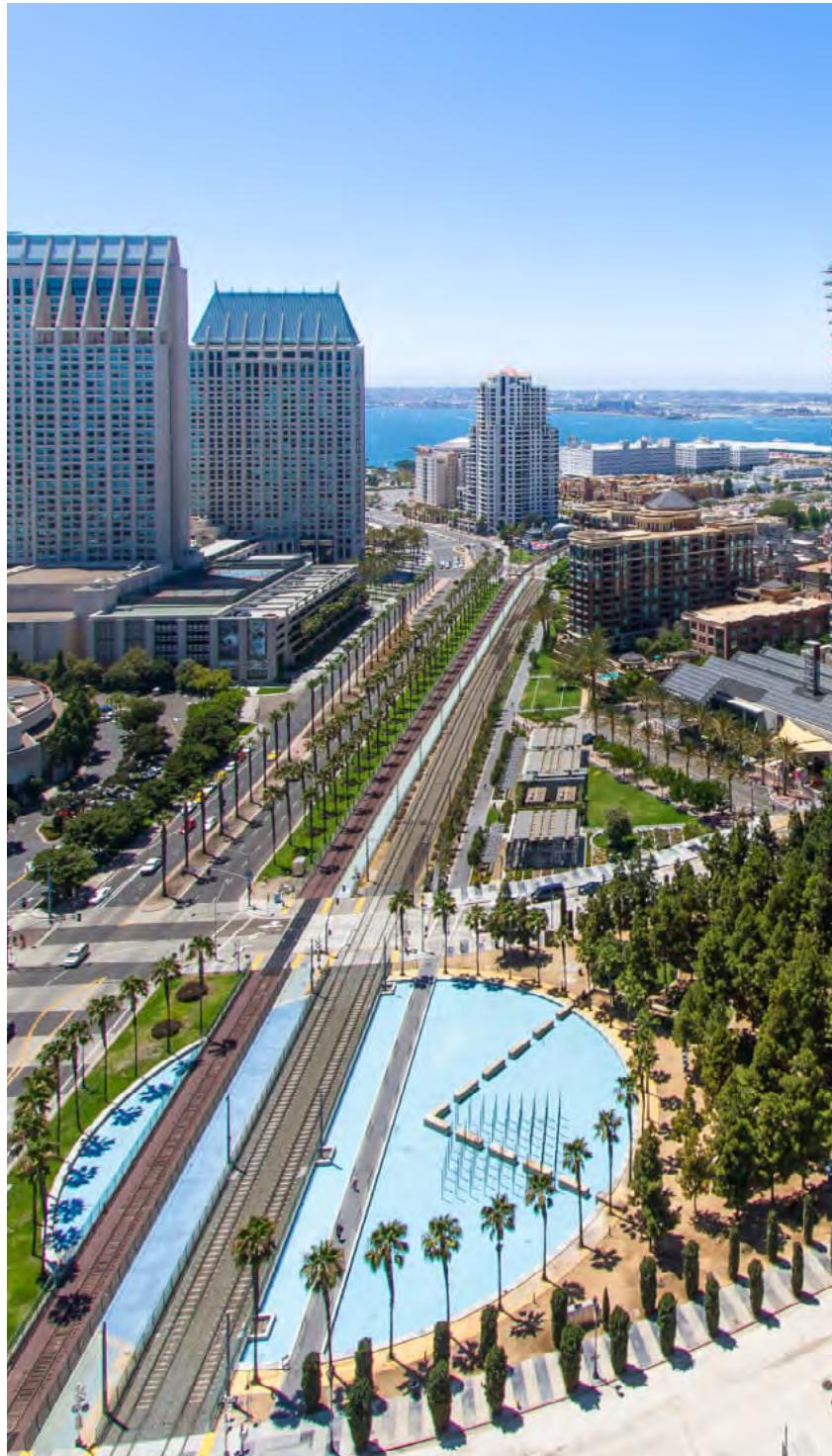
233,125

Total Households Within
5-Mile Radius



2.5

Average Household Size



POPULATION	1 Mile	3 Miles	5 Miles	HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2029 Projection				2024 Estimate			
Total Population	48,817	272,013	591,098	\$200,000 or More	9.0%	12.3%	12.5%
2024 Estimate				\$150,000 - \$199,000	10.3%	10.3%	10.1%
Total Population	48,231	267,669	573,233	\$100,000 - \$149,000	22.8%	21.5%	20.4%
2020 Census				\$75,000 - \$99,999	15.7%	12.9%	11.9%
Total Population	47,398	261,103	565,854	\$50,000 - \$74,999	16.7%	15.3%	15.4%
2010 Census				\$35,000 - \$49,999	7.8%	8.1%	8.4%
Total Population	46,396	249,771	537,831	\$25,000 - \$34,999	5.1%	6.1%	6.4%
Daytime Population				\$15,000 - \$24,999	6.3%	5.7%	6.3%
2024 Estimate	2,514	300,827	691,268	Under \$15,000	5.6%	7.8%	8.6%
HOUSEHOLDS	1 Mile	3 Miles	5 Miles	Average Household Income	\$106,784	\$110,512	\$107,390
2029 Projection				Median Household Income	\$88,28	\$89,317	\$85,749
Total Households	27,134	128,438	237,792	Per Capita Income	\$58,920	\$53,543	\$49,272
2024 Estimate				POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Total Households	26,775	125,602	233,125	Population By Age			
2020 Census				2024 Estimate Total Population	48,231	267,669	573,233
Total Households	26,282	121,717	226,738	Under 20	10.9%	16.2%	20.2%
2010 Census				20 to 34 Years	39.7%	31.9%	30.5%
Total Households	25,248	111,704	209,054	35 to 39 Years	12.3%	10.4%	9.0%
Growth 2024 - 2029	1.3%	2.3%	2.0%	40 to 49 Years	14.2%	13.4%	12.5%
HOUSING UNITS	1 Mile	3 Miles	5 Miles	50 to 64 Years	14.2%	15.9%	15.4%
Occupied Units				Age 65+	10.9%	12.2%	12.3%
2029 Projection	28,808	137,532	255,759	Median Age	39.0	38.0	37.0
2024 Estimate	28,433	134,421	250,499	Population 25+ by Education Level			
Owner Occupied	6114	36,185	78,120	2024 Estimate Population Age 25+	40,650	206,901	407,441
Renter Occupied	20,635	89,310	154,958	Elementary (0-8)	2.6%	6.0%	7.0%
Vacant	1,658	8,820	17,374	Some High School (9-11)	2.3%	5.0%	5.8%
Persons In Units				High School Graduate (12)	11.1%	19.8%	16.6%
2024 Estimate Total Occupied Units	26,775	125,602	233,125	Some College (13-15)	18.3%	19.2%	10.1%
1 Person Units	44.4%	4.03%	35.3%	Associate Degree Only	8.5%	7.4%	7.5%
2 Person Units	40.4%	35.8%	33.5%	Bachelors Degree Only	37.2%	30.2%	26.4%



MAJOR EMPLOYERS // TOP 10 EMPLOYERS IN SAN DIEGO

University of California, San Diego	26,000	9500 Gillman Drive, La Jolla, CA 92093
County of San Diego	20,500	1600 Pacific Highway, San Diego, CA 92101
United States Navy, San Diego	20,000	550 West C Street, Ste 660, San Diego, CA 92101
City of San Diego	19,500	202 C Street, 12th Floor, San Diego, CA 92101
San Diego Unified School District	15,881	4100 Normal Street, San Diego, CA 92103
Sharp Health Care	14,390	8695 Spectrum Center Blvd, San Diego, CA 92123
Scripps Health	12,700	4275 Campus Point Court, San Diego, CA 92121
QualComm Inc.	9,444	5775 Morehouse Drive, San Diego, CA 92121
Kaiser Foundation Hospital	7,608	4647 Zion Avenue, San Diego, CA 92120
San Diego State University	6,939	5500 Campanile Drive, San Diego, CA 92182

MAJOR EMPLOYERS IN SAN DIEGO COUNTY

COMPANY NAME	LOCATION	INDUSTRY
Barona Resort & Casino	Lakeside	Casinos
Cesar Entertainment	Valley Center	Swimming Pool Contractors & Designers
Djo Finance LLC	Vista	Surgical Appliances-Manufacturers
General Dynamics Nassco	San Diego	Ship Builders & Repairers
Illumina Inc.	San Diego	Biotechnology Products & Services
Kaiser Permanente Vandever Medical Center	San Diego	Physicians & Surgeons
Kaiser Permanente Zion Medical Center	San Diego	Clinics
Mccs Mcrd	San Diego	Military Bases
Merchants Building Maintenance	San Diego	Janitor Service
Naval Medical Center San Diego	San Diego	Hospitals
Palomar Medical Center	Escondido	Health Services
Palomar Pomerado Health Rehab	Escondido	Rehabilitation Services
Rady Children's Hospital	San Diego	Hospitals

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