

# OFFERING MEMORANDUM



562-564 11th Street

Imperial Beach, CA 91932

PIERSON  POST  
COMMERCIAL REAL ESTATE

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## OFFERING SUMMARY

ASKING PRICE	\$1,599,995
ADDRESS	562-564 11th St., Imperial Beach, CA 91932
SUBMARKET	Imperial Beach
BUILDING SF	2,656 SF
LAND SF	7,997 SF
NUMBER OF UNITS	4
YEAR BUILT	1980
APN	626-114-18-00

## An Ideally Positioned Multifamily Investment

- **Strong Income Producing Unit Mix:** A 3BD/2BA detached front house, plus three 2BD/1BA rear units.
- **Superior Location:** Walking distance to the Coronado Bike Path, coffee shops, and restaurants. Convenient access to commercial hubs along Palm Ave, with easy access to Coronado Island and the 5-Freeway.
- **Ideal Tenants:** The quiet North Imperial Beach neighborhood encourages great tenants: active military, families, and other professionals commuting to Coronado Island.
- **Tenant Benefits:** The 3BD/2BA front house has it's own separate entrance, driveway, enclosed backyard, and laundry room. Rear units benefit from alley access, on-site laundry, and ample parking.
- **Well-maintained:** Unit upgrades over the years have included stainless steel appliances, butcherblock countertops, updated bathrooms, laminate flooring, and stone countertops.

### LONG TERM RENTAL

- In-Place Income with Clear Upside: Current rents total ~\$10,100/mo, with room to increase toward ~\$11,100+/mo based on median market rents (~\$3,900 for the 3BD/2BA house and ~\$2,400 for 2BD/1BA units), representing ~10%+ upside.
- Balanced Cash Flow Across Unit Mix: Three rear units generate ~\$6,700/mo (66%) of income, while the front house contributes ~\$3,400/mo (34%), providing diversified revenue and reduced reliance on any single tenant.



### MIDTERM RENTAL REPOSITIONING

- Premium Midterm Rental Repositioning: Upon lease expiration, the detached 3BD/2BA front house is ideally suited for a furnished midterm rental, with comparable houses achieving ~\$5,000-\$6,000/mo driven by demand from traveling professionals and military housing programs, per a local property manager and [www.FurnishedFinder.com](http://www.FurnishedFinder.com).
- Consistent Demand from Qualified Tenant Base: Proximity to Coronado supports a steady pipeline of DoD contractors, active military, insurance-displacement tenants, and professionals, many with housing stipends, which enhances rent reliability and reduces vacancy risk.



UNIT	BD/BA	STATUS	RENT	LEASE FROM	LEASE TO
562 11th St.	3BD/2BA	Occupied	\$3,400	1/1/2026	12/31/2026
564 11th St. Unit A	2BD/1BA	Occupied	\$2,100	3/6/2026	3/5/2027
564 11th St. Unit B	2BD/1BA	Occupied	\$2,300	12/1/2025	Month-to-Month
564 11th St. Unit C	2BD/1BA	Vacant	\$2,300 (Mkt)	-	-



## PROFORMA INVESTMENT SUMMARY

Asking Price	\$1,599,995
Occupancy	100%
Cap Rate (Actual Rents)	5.3%
Cap Rate (Market Rents)	6%

- Property Taxes are adjusted to 1.1168% of Asking Price
- Insurance estimates are \$800/unit
- 564 Unit B & C share a water meter, all other units are individually metered for water
- Units are individually metered for gas & electric
- Market Rent assumes \$3,900/mo for the 3BD/2BA House and \$2,400/mo for the 2BD/1BA rear units
- The permit status for one of the rear units is unknown. Per SDMLS records, the property has been continuously leased as a four-unit property for at least 20 years.
- As of April 2026, the property is 75% occupied

## INCOME DETAIL

	Actual Rents	Market Rents
Scheduled Rental Income	\$121,200	\$133,200
Less Vacancy Factor	\$3,636	\$3,996
Gross Operating Income	\$117,564	\$129,204

## EST. OPERATING EXPENSES

Property Taxes	\$18,688	\$18,688
Insurance	\$3,200	\$3,200
Property Management	\$6,060	\$6,660
Gas & Electric	-	-
Water & Sewer	\$1,780	\$1,780
Trash Removal	-	-
Landscaping	\$500	\$500
Pest Control	\$500	\$500
Maintenance & Repairs	\$1,800	\$1,800
<b>Total Est. Op Expense</b>	<b>\$32,528</b>	<b>\$33,128</b>

## FINANCIAL SUMMARY

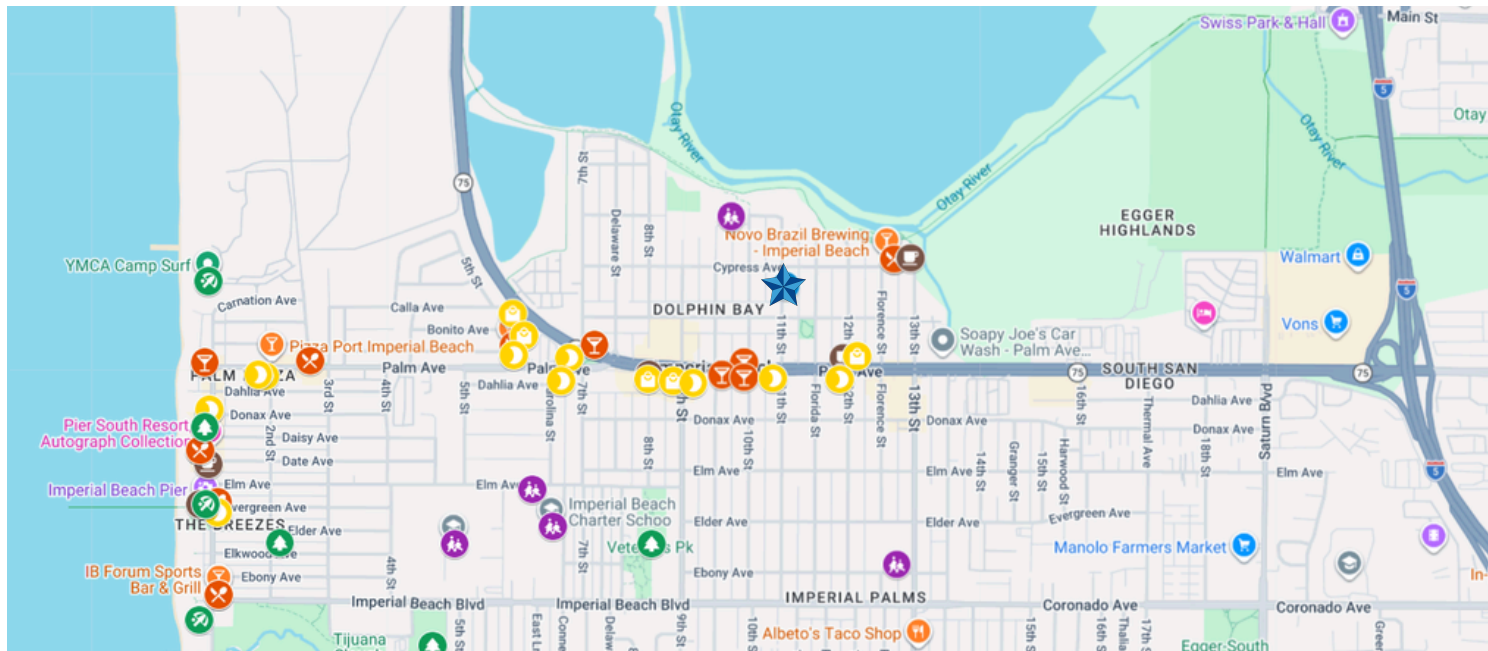
<b>Net Operating Income (NOI)</b>	<b>\$85,036</b>	<b>\$96,076</b>
<b>Cap Rate</b>	<b>5.3%</b>	<b>6%</b>











- ★ Subject Property
- 🍽️ Retail & Dining
- 🛒 Convenience & Grocery
- 🌳 Parks & Recreation

The property is located in a highly walkable residential pocket of Imperial Beach, just north of Palm Avenue and within close proximity to the city's primary retail, convenience, and restaurant hubs. This location provides easy access to neighborhood shopping, dining, and daily tenant necessities. The nearby Imperial Beach Pier and beachfront district, home to popular destinations such as Mike Hess Brewing, Brigantine Seafood & Oyster Bar, and the Tin Fish, further enhance the area's coastal appeal and tenant attraction.

The surrounding neighborhood offers a strong blend of coastal lifestyle and everyday convenience, within walking or biking distance to the Pacific Ocean, the Bayshore Bikeway leading to Coronado Island, and several public parks, including Dunes Park and Portwood Pier Plaza.

The property is also supported by multiple schools, community services, and public transit. It's proximity to Palm Avenue provides direct access to the 5-Freeway and regional employment centers throughout the South Bay and Downtown San Diego. Imperial Beach continues to attract renters seeking a more affordable coastal alternative within San Diego County. The combination of walkability, coastal proximity, and amenities positions Imperial Beach as a desirable and steadily appreciating rental submarket.

# IMPERIAL BEACH DEMOGRAPHICS



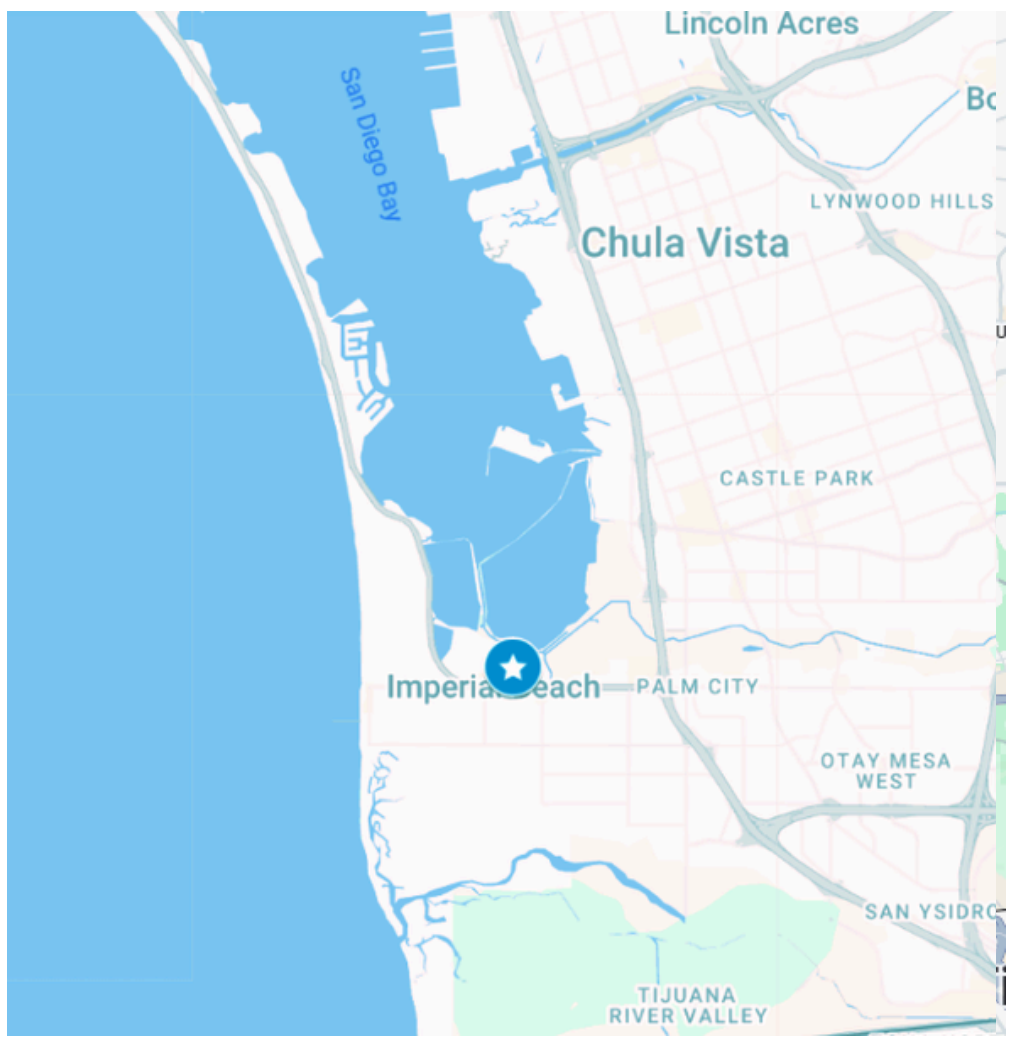
31,780	1 Mile
106,075	5 Miles

## POPULATION



\$72,842	1 Mile
\$76,994	5 Miles

## MEDIAN HOUSEHOLD INCOME



Pierson Post, Inc. (“Broker”) has been exclusively retained by Property’s ownership (“Owner”) in connection with the potential sale of 562-564 11th Street., Imperial Beach, CA 91932 (the “Property”).

This Offering Memorandum (“Offering”) is provided solely for informational purposes to assist prospective purchasers in evaluating the Property.

This Offering has been prepared from materials supplied by Owner and from sources deemed reliable; however, no representation or warranty, express or implied, is made by Broker, Owner, or any of their respective affiliates as to the accuracy or completeness of the information contained herein. All information, including financial projections, rent assumptions, and market data, is subject to change without notice.

This Offering contains selected information and does not purport to be all-inclusive or to contain all information that a prospective purchaser may require. All summaries are provided for convenience only and are not intended to be complete statements of the matters referenced. Prospective purchasers must conduct their own independent investigations and due diligence, including, without limitation, verification of income and expenses, review of leases and legal documents, physical inspections, square footage, building records, and evaluation of environmental and regulatory matters. Any reliance on this Offering is solely at the recipient’s own risk.

All financial projections are for illustrative purposes only and are based on assumptions that may not materialize. Actual results may differ materially.

Owner expressly reserves the right, at its sole discretion, to accept or reject any offer, to terminate negotiations at any time, and to negotiate with one or more prospective purchasers without obligation to others. No legal commitment or obligation shall arise unless and until a definitive purchase agreement has been fully executed by Owner.

**ERIC LOWE**

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**PROFESSIONAL BACKGROUND**

Eric Lowe is the founder and owner of Pierson Post, a San Diego based commercial real estate brokerage specializing in the sale of commercial and multifamily properties.

Eric started his career in real estate as a lawyer. In that role, he had the opportunity to work on some of the largest, most complex commercial real estate transactions in the country, and oversaw hundreds of closings. He earned a degree in Economics from the University of California, Irvine, and law degree from Loyola Law School, Los Angeles.

Eric combines his extensive real estate experience with a boutique brokerage practice focused on helping property owners evaluate a future sale and executing it successfully as part of their broader financial goals.

**WHY SELLERS WORK WITH ERIC**

- He brings expert-level clarity to contracts, due diligence, and negotiation
- He executes creative, targeted marketing campaigns to sell real estate (no passive listing plans)
- He identifies challenges early and keeps clients ahead of them
- He works directly with every client: no junior agent handoffs, no bureaucracy

**PROFESSIONAL AFFILIATIONS**

- California Department of Real Estate, licensed real estate broker
- State Bar of California, licensed attorney
- Business Network International, Bonita Chapter
- Apartment Owner Association of California, article contributor

**PERSONAL LIFE**

- Eric lives in San Diego with his wife and their two children
- Outside of real estate, Eric enjoys spending time with his family, competing in endurance sports, and training Brazilian jiu jitsu

**CLIENT TESTIMONIALS & SUCCESS STORIES**

Scan this QR code to review  
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