

OFFERING MEMORANDUM



5-UNIT APARTMENT BUILDING IN UNIVERSITY HEIGHTS

4471-4473 LOUISIANA STREET, SAN DIEGO, CA 92116

**Kidder
Mathews**



Exclusively Listed by

MERRICK MATRICARDI
858.369.3085
merrick.matricardi@kidder.com
LIC N°01348986

ERIC COMER
858.369.3084
eric.comer@kidder.com
LIC N°00842230

JIM NEIL
858.369.3083
jim.neil@kidder.com
LIC N°01352736

KIDDER.COM

This is a confidential Offering Memorandum and is provided solely for your limited use and benefit in evaluating this investment opportunity.

Listed in conjunction with Bang Realty, Inc. Idaho License #DB49579. Neither the Owner or Kidder Mathews, nor any of their respective directors, officers, affiliates or representatives make any representation, expressed or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this Offering Memorandum or use of its contents; and you are to rely solely on your own investigations and inspections of the Property in evaluating this investment opportunity and any offer you make to purchase the Property.

The Owner expressly reserved the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Offering Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase of the Property has been fully executed, delivery and approved by the Owner and any conditions to the Owner's obligations have been satisfied or waived.

By receipt of this Offering Memorandum, you agree that this Offering Memorandum and its contents are confidential, that you will hold and treat them in the strictest confidence, that you will not disclose this Offering Memorandum to any of its contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) with the prior written authorization of Kidder Mathews and that you will use the information in this Offering Memorandum for the sole purpose of evaluating your interest in the Property and you will not use the Offering Memorandum or any of the content in any fashion or manner detrimental to the interest of Owner or Kidder Mathews.

TABLE OF CONTENTS

01

EXECUTIVE SUMMARY

02

PROPERTY OVERVIEW

03

FINANCIALS

04

COMPARABLES

05

LOCATION OVERVIEW

5 VALUE-ADD UNITS IN CHARMING UNIVERSITY HEIGHTS

Kidder Mathews is pleased to present 4471-4473 Louisiana Street Apartments for sale.

The property consists of a charming 2bd/1ba home and four 1bd/1ba units in the back - a perfect opportunity for an owner-occupier to live in the front house and rent out the other units. The property is well maintained and features many recent upgrades and renovations, including two fully renovated units.

The property includes a detached two-car garage and four surface parking spaces in the alley. The driveway serves as a tandem space and can fit an additional 2-3 cars. There is a spacious central courtyard with opportunity to add an accessory dwelling unit or provide additional community amenities.

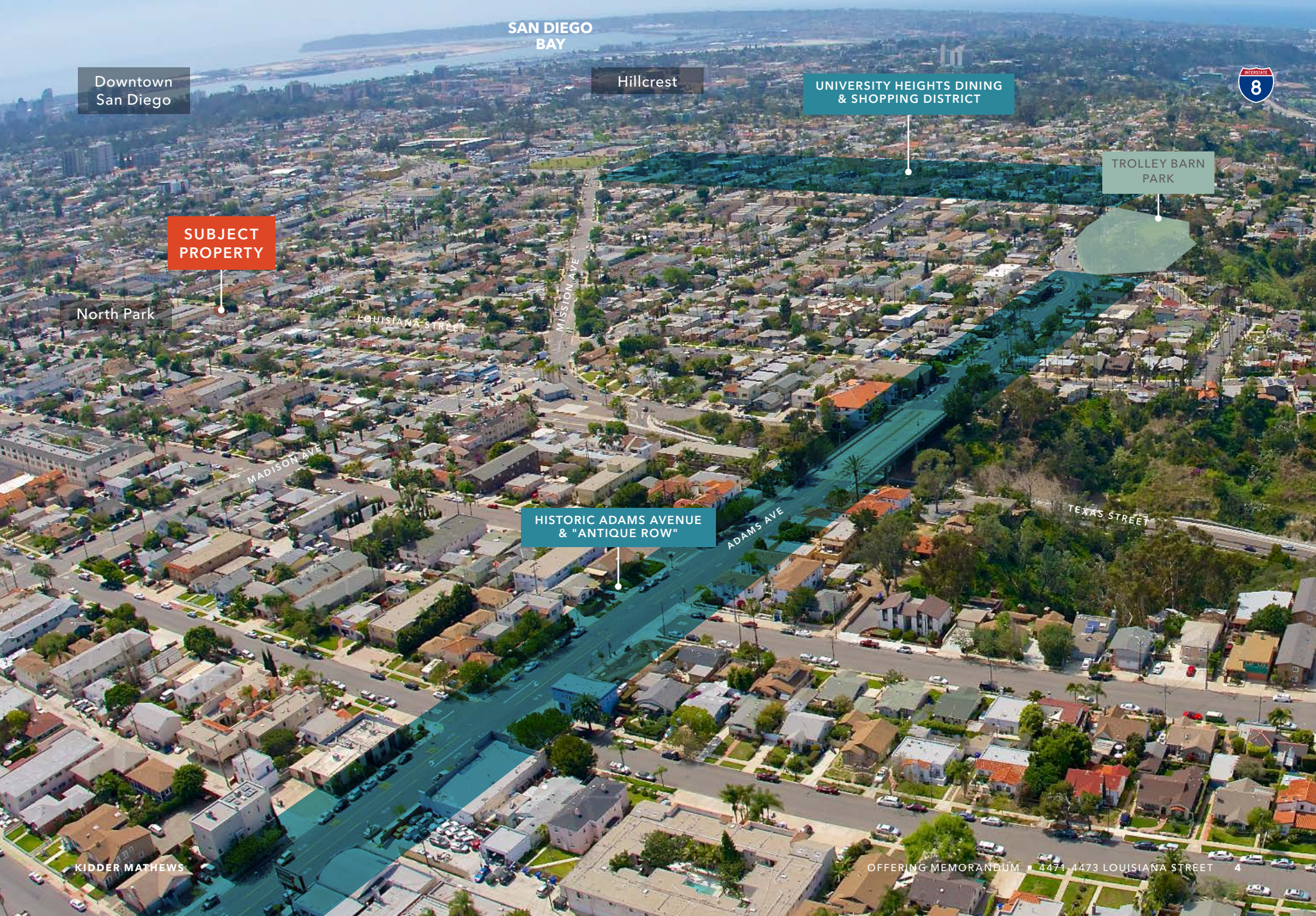
Located in a quiet residential pocket of University Heights with wide streets, historical craftsman homes and well-manicured lawns. The property is walking distance to several trendy restaurants, coffee shops, bars and shops along el Cajon Blvd (two blocks south of the property) and Park Blvd (5 blocks west). Residents are also walking distance to the popular Trolley Barn Park with a playground, picnic areas and free summer concerts in the park.

The subject has excellent proximity to major employment centers in Mission Valley, Downtown San Diego, Kearny Mesa and beyond.



| | |
|-------------------|--|
| ADDRESS | 4471- 4473 Louisiana St, San Diego, CA 92116 |
| UNITS | 5 |
| PRICE | \$1,975,000 |
| PRICE/ UNIT | \$395,000 |
| PRICE/ SF | \$637 |
| IN-PLACE CAP RATE | 3.35% |
| MARKET CAP RATE | 4.71% |
| IN-PLACE GRM | 15.1 |
| MARKET GRM | 12.6 |

LOCATION OVERVIEW



Downtown San Diego

SAN DIEGO BAY

Hillcrest

UNIVERSITY HEIGHTS DINING & SHOPPING DISTRICT



SUBJECT PROPERTY

TROLLEY BARN PARK

North Park

LOUISIANA STREET

MISSION AVE

MADISON AVE

HISTORIC ADAMS AVENUE & "ANTIQUE ROW"

ADAMS AVE

TEXAS STREET

INVESTMENT HIGHLIGHTS



University Heights location

Located on a quiet residential block with a mix of small apartment buildings and single family homes. Residents are walking distance to diverse eateries, eclectic bars, coffee shops and trendy boutiques.



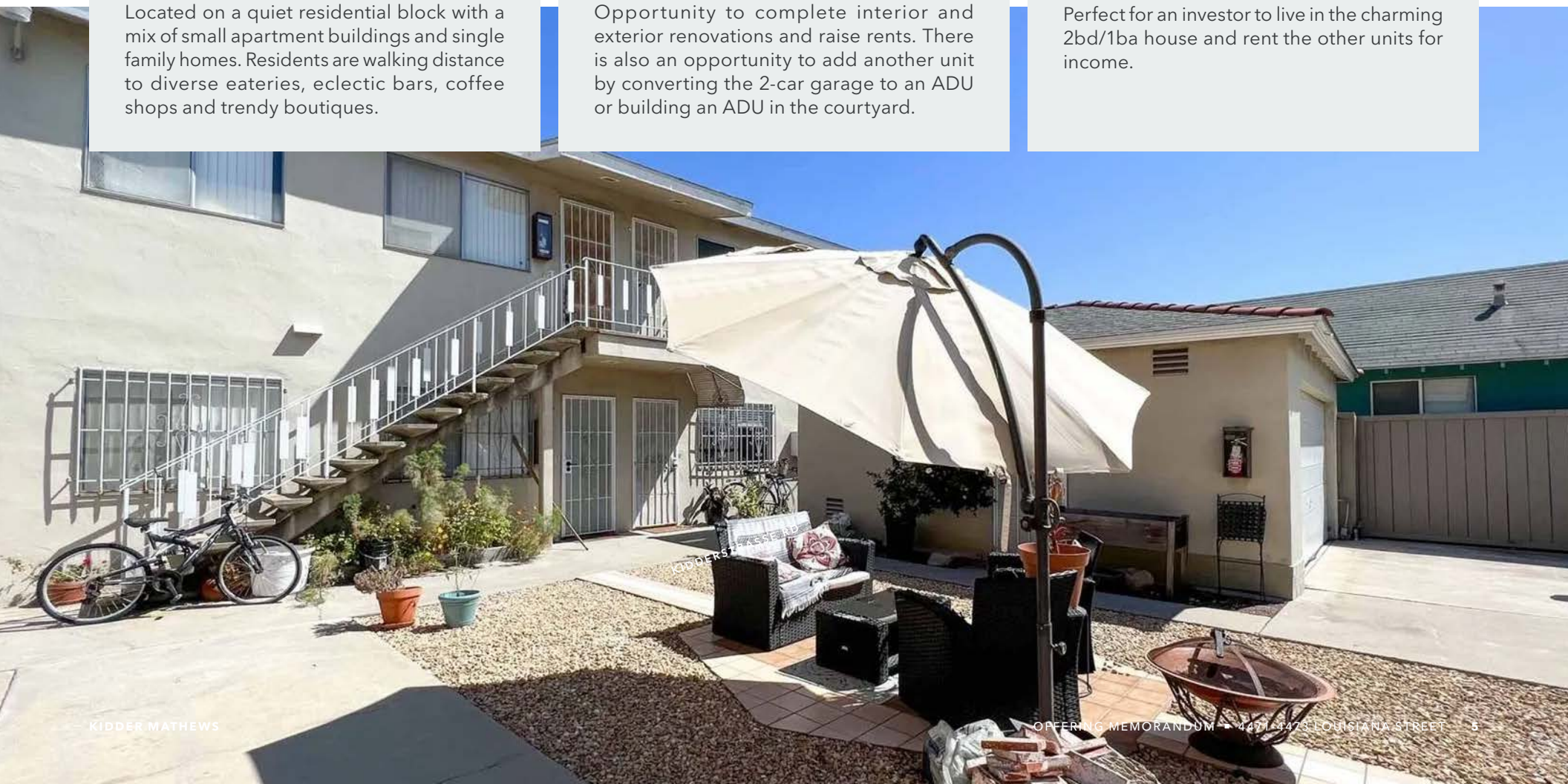
Value-Add with Renovations or ADU

Opportunity to complete interior and exterior renovations and raise rents. There is also an opportunity to add another unit by converting the 2-car garage to an ADU or building an ADU in the courtyard.



Owner-Occupier Opportunity

Perfect for an investor to live in the charming 2bd/1ba house and rent the other units for income.



PROPERTY OVERVIEW

PROPERTY OVERVIEW

| | |
|--------------|---|
| ADDRESS | 4471-4473 Louisiana Street, San Diego, CA 92116 |
| NO OF UNITS | 5 |
| APN | 445-232-04-00 |
| MUNICIPALITY | City of San Diego, Uptown Community |
| LAND AREA | 0.16 Acres (6,993/ Square Feet) |
| DENSITY | 31.25 Units/ Acre |

BUILDING INFORMATION

| | |
|-------------------|--|
| YEAR BUILT | 1952 |
| TOTAL RENTABLE SF | 3,100 SF (Assessor Records show 3,084 SF) |
| AVERAGE UNIT SIZE | 620 SF |
| EXTERIOR WALLS | Stucco siding |
| FOUNDATION | Slab on grade |
| ROOF COVERING | Pitched roofs on all three structures |
| WINDOWS | Single pane aluminum |
| PARKING | 2-car garage, 4 surface spaces in alley, large tandem space in front for a total of 8 spaces |

TAX INFORMATION

| | |
|-------------------|-----------|
| MILLAGE RATE | 1.22804% |
| FIXED ASSESSMENTS | \$46.02 |
| TAX YEAR | 2024-2025 |

* Property taxes are reassessed at the time of sale

MECHANICAL/ELECTRICAL/BUILDING SYSTEM

| | |
|----------------|--|
| METERING | Separately metered for gas & electric with 70 amp service to each unit. The main electric panels have been upgraded. Water is master metered. |
| COOKING ENERGY | Gas |
| LAUNDRY | The 2bd/1ba house has washer and dryer hookups. There is a common laundry room with one washer and one dryer. The laundry equipment is owned. |



PROPERTY OVERVIEW



PROPERTY OVERVIEW



PROPERTY FINANCIALS

| # | Unit Type | Sq. Ft. | Total Sq.Ft. | Actual Rent | \$/Sq.Ft. | Total Rent | Market Rent | \$/Sq.Ft. | Total Mkt Rent |
|----------|---|------------|--------------|----------------|---------------|-----------------|----------------|---------------|-----------------|
| 2 | 1 BD/ 1BA Renovated | 575 | 1,150 | \$2,203 | \$3.83 | \$4,405 | \$2,395 | \$4.17 | \$4,790 |
| 2 | 1 BD/ 1BA | 575 | 1,150 | \$1,645 | \$2.86 | \$3,290 | \$2,395 | \$4.17 | \$4,790 |
| 1 | 2 BD/ 1BA House with Washer/dryer hookups | 800 | 800 | \$3,200 | \$4.00 | \$3,200 | \$3,499 | \$4.37 | \$3,499 |
| 5 | Total/Avg | 620 | 3,100 | \$2,179 | \$3.51 | \$10,895 | \$2,616 | \$4.22 | \$13,079 |

| | | | | | | | | | |
|--------------------------------|-------|-------------|-------|--|--|------------------|--|--|------------------|
| Annualized Gross Income | | | | | | \$130,740 | | | \$156,948 |
| Vacancy | 4.00% | Mkt Vacancy | 4.00% | | | (\$5,230) | | | (\$6,278) |
| Adjusted Gross Income | | | | | | \$125,510 | | | \$150,670 |
| RUBS Income | | | | | | \$0 | | | \$0 |
| Laundry Income | | | | | | \$750 | | | \$750 |
| Garage Income | | | | | | \$0 | | | \$1,800 |
| Effective Gross Income | | | | | | \$124,945 | | | \$153,220 |

| | Actual Expenses | | Proforma Expenses | | |
|--------------------------------|----------------------------|-----------------|-------------------|-----------------|-----------------|
| | \$/Unit | \$/Year | \$/Year | | |
| Less Estimated Expenses | | | | | |
| Property Taxes (1.12046%) | \$7,368 | \$36,841 | \$36,841 | | |
| Fixed Assessment | \$9 | \$46 | \$46 | | |
| Insurance | \$853 | \$4,264 | \$4,264 | | |
| Controllable Expenses | | | | | |
| SDGE | \$151 | \$753 | \$753 | | |
| Trash | \$360 | \$1,800 | \$1,800 | | |
| Water and Sewer | \$473 | \$2,365 | \$2,365 | | |
| Repairs/ Maintenance/ Turnover | \$468 | \$2,339 | \$2,339 | | |
| Pest Control and Landscaping | \$540 | \$2,700 | \$2,700 | | |
| Administrative | \$205 | \$1,024 | \$500 | | |
| Off-Site Management | \$1,044 | \$5,219 | \$7,531 | | |
| Replacement Reserves | \$200 | \$0 | \$1,000 | | |
| | | \$57,351 | \$60,139 | (\$60,139) | (\$60,139) |
| Exp/Unit | | \$11,470 | \$12,028 | | |
| Exp/PSF | | \$18.50 | \$19.40 | | |
| Exp % of SGI | | 43.9% | 46.0% | | |
| Net Operating Income | | | | \$66,121 | \$93,081 |
| Amortization Rate | | 30 | 6.00% | | |
| Debt Service | \$750,000 @ | | | \$52,161 | \$52,161 |
| Cash Flow | | | | \$13,960 | \$40,920 |
| | Cash on Cash Return | | | 1.12% | 3.27% |
| | Principal Loan Reduction | | | \$8,661 | \$8,661 |
| | Total Return | | | \$22,621 | \$49,581 |
| | Return on Equity | | | 1.81% | 3.97% |
| | DCR | | | 1.27 | 1.78 |

VALUATION SUMMARY

\$1,975,000

VALUATION

\$395,000

PRICE / UNIT

\$637

PRICE / SF

DOWN PMT \$1,250,000

% DOWN 63%

IN-PLACE CAP 3.35%

IN-PLACE GRM 15.1

MARKET CAP 4.71%

MARKET GRM 12.6

INCOME & EXPENSE NOTES

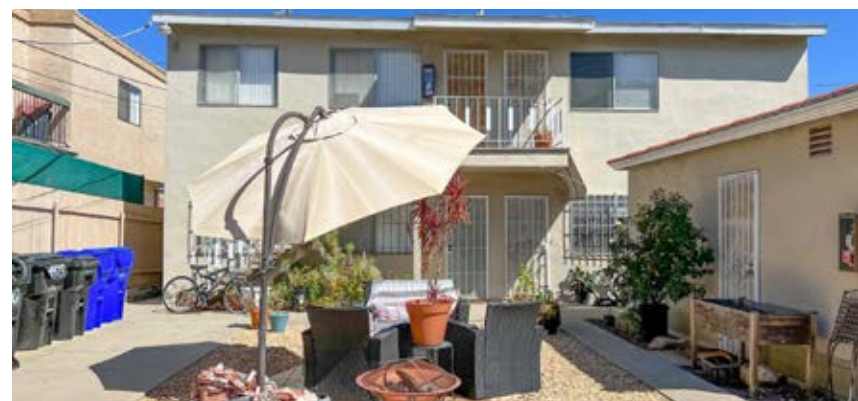
In-Place Income & Expenses are based on the annualized October 2024 Operating Statement unless otherwise noted below.

INCOME NOTES

| | |
|----------------|---|
| UNIT SIZE (SF) | The unit sizes are provided by the Seller. Buyer to verify. |
| IN PLACE RENT | In place rent reflects the current rents as of the Nov 12, 2024 rent roll |
| VACANCY | Proforma vacancy loss estimated at 4.0%. |
| PARKING INCOME | Proforma parking income includes \$150/ month with no vacancy |

EXPENSE NOTES

| | |
|-------------------------|---|
| PROPERTY TAXES | Property is reassessed at time of sale and based on the millage rate of 1.22804% based on the 2024/2025 tax bill. Fixed assessments are \$46. |
| ADMINISTRATIVE | Proforma is has been adjusted to \$500. |
| PROFESSIONAL MANAGEMENT | Management fee is underwritten at 6% of AGI per industry standard. |
| REPLACEMENT RESERVES | Replacement reserves are underwritten at \$200/unit per year per industry standard. |



MULTI-FAMILY SALE COMPARABLES

Subject



4471-4473 LOUISIANA STREET

| | |
|--------------|--------------------------------|
| DATE SOLD | For Sale |
| PRICE | \$1,975,000 |
| PRICE / UNIT | \$395,000 |
| PRICE / SF | \$637 |
| CAP RATE | 3.35% |
| GRM | 15.1 |
| UNITS | 5 (1-2bd/1ba house; 4-1bd/1ba) |
| YEAR BUILT | 1952 |
| NOTES | - |

01



4560 ALABAMA STREET

| | |
|--------------|------------------------------|
| DATE SOLD | 1/16/2024 |
| PRICE | \$2,100,000 |
| PRICE / UNIT | \$420,000 |
| PRICE / SF | \$933 |
| CAP RATE | 2.04% |
| GRM | 21.6 |
| UNITS | 5 (1-2bd/1ba; 4 - 1bd/1ba) |
| YEAR BUILT | 1924 |
| NOTES | 3 garages & 1 renovated unit |

02



4218-4228 IOWA STREET

| | |
|--------------|---------------------|
| DATE SOLD | 6/25/2024 |
| PRICE | \$2,325,000 |
| PRICE / UNIT | \$387,500 |
| PRICE / SF | \$705 |
| CAP RATE | 3.20% |
| GRM | 19.0 |
| UNITS | 6 (all 1bd/1ba) |
| YEAR BUILT | 1928 |
| NOTES | Cottage style units |

03



4462 30TH STREET

| | |
|--------------|------------------------------------|
| DATE SOLD | 10/4/2024 |
| PRICE | \$2,850,000 |
| PRICE / UNIT | \$475,000 |
| PRICE / SF | \$905 |
| CAP RATE | 4.28% |
| GRM | 16.26 |
| UNITS | 6 (2 -1bd/1ba; 4- 1bd/1ba cottage) |
| YEAR BUILT | 1937 Renov 2023 |
| NOTES | Fully renovated inside & out 2023 |

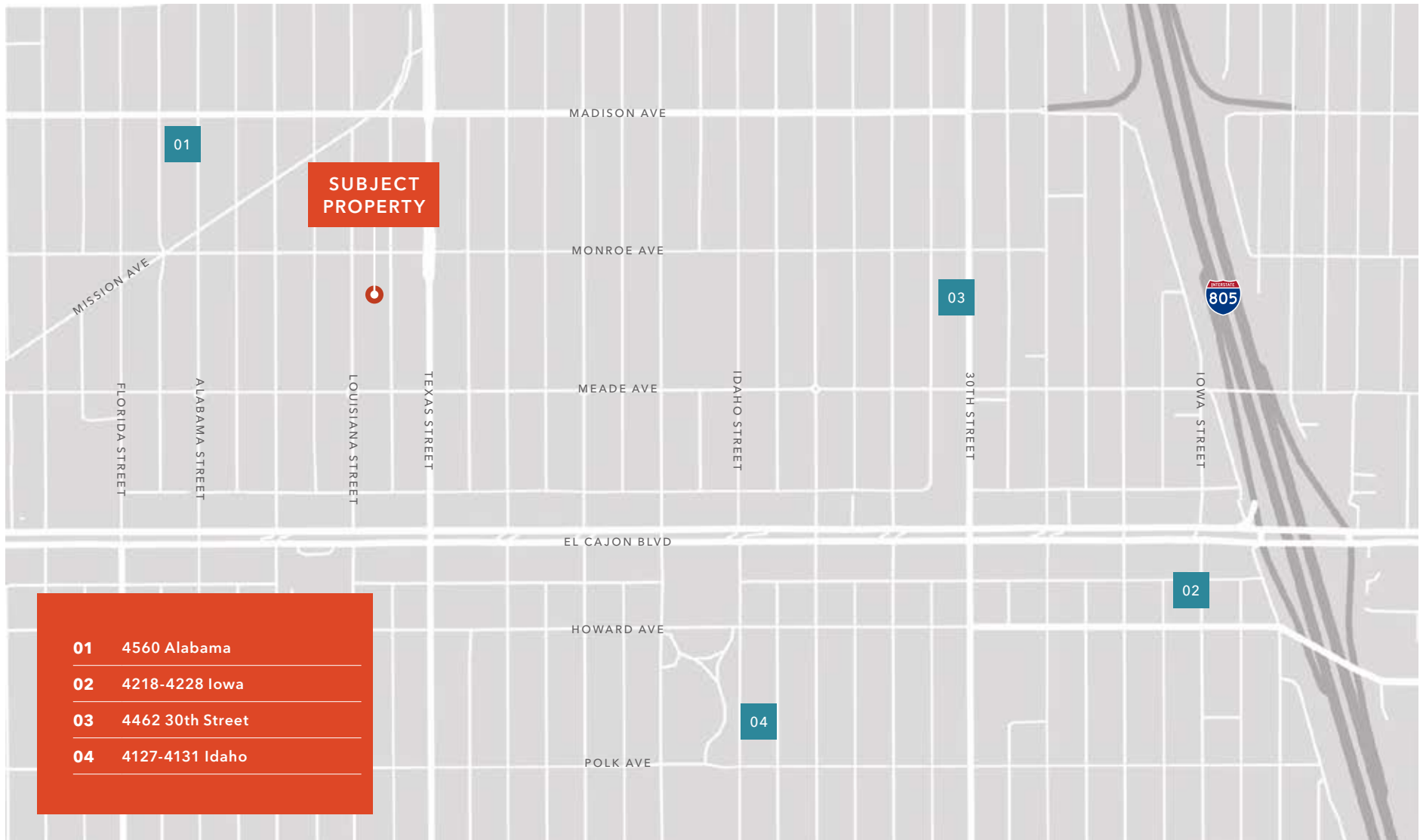
04















4127-4131 IDAHO STREET

| | |
|--------------|-----------------------------------|
| DATE SOLD | 6/5/2024 |
| PRICE | \$4,200,000 |
| PRICE / UNIT | \$420,000 |
| PRICE / SF | \$745 |
| CAP RATE | 4.63% |
| GRM | 14.92 |
| UNITS | 10 (8 - 1bd/1ba; 2 - 2bd/1ba) |
| YEAR BUILT | 1987 |
| NOTES | Fully renovated inside & out 2019 |

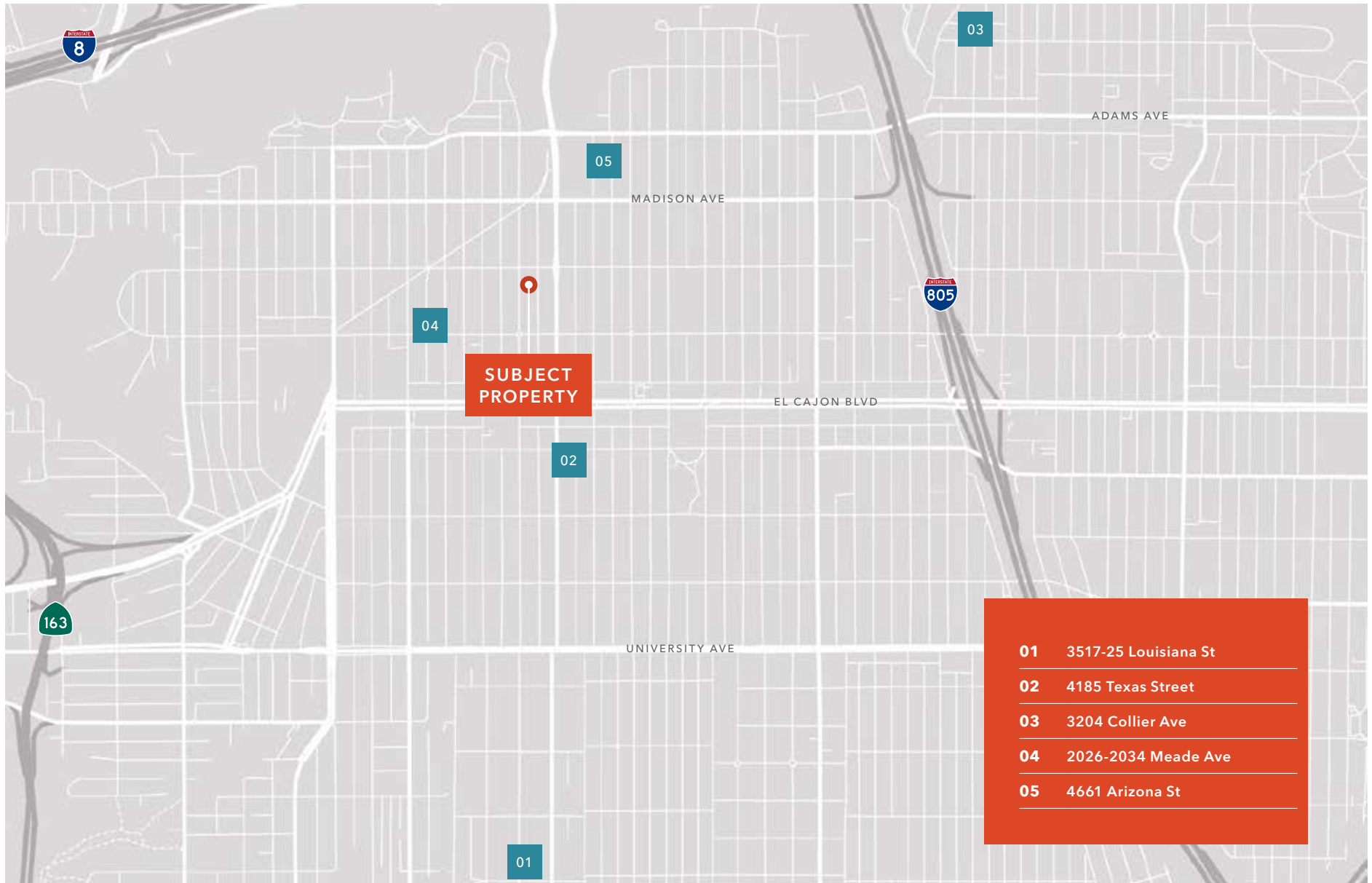
SALE COMP MAP



RENT COMPARABLES

| | | Property Name | Units | Year Built | Unit Type | Rent | Rent/SF | Laundry / Parking / Amenities | |
|---------|---|---|--|------------|-----------------------|--|-------------------------------|-------------------------------|---|
| SUBJECT |  |  | 4471-73 LOUISIANA ST San Diego, CA 92116 | 5 | 1952 | 1bd/1ba (575 SF) 1bd/1ba -Reno 2bd/1ba (800 SF) | \$1,645 \$2,203 \$3,200 | \$2.86 \$3.83 \$4.00 | <ul style="list-style-type: none"> • Common Laundry Facility • 2bd Washer/Dryer Hookups • One Detached Garage |
| 01 |  |  | 3517-25 LOUISIANA ST San Diego, CA 92104 | 5 | 1938 | 1bd/1ba (500 SF) | \$2,400 | \$4.80 | <ul style="list-style-type: none"> • Fully renovated • Surface Parking • Common Laundry |
| 02 |  |  | 4185 TEXAS STREET San Diego, CA 92104 | 9 | 1968 | 1bd/1ba (500 SF) 2bd/1ba (828 SF) | \$2,095 \$2,595 | \$3.65 \$3.13 | <ul style="list-style-type: none"> • Renovated • Surface & Tuck-Under Parking • In-Unit Washer/Dryer |
| 03 |  |  | 3204 COLLIER AVE San Diego, CA 92116 | 8 | 1969 Renov 2023 | 1bd/1ba (560 SF) 2bd/1ba (650 SF) 2bd/2ba (700 SF) | \$2,688 \$3,200 \$3,450 | \$4.80 \$4.92 \$4.93 | <ul style="list-style-type: none"> • Fully Renovated • Surface Parking • Common Laundry |
| 04 |  |  | ALABAMA & MEADE 2026-2034 Meade Ave San Diego, CA 92116 | 8 | 1954 | 1bd/1ba (505 SF) | \$2,595 | \$5.14 | <ul style="list-style-type: none"> • Fully Renovated • Cottage Style Unit • Common Laundry • Surface Parking & Detached Garages |
| 05 |  |  | 4661 ARIZONA ST San Diego, CA 92116 | 9 | 1972 | 1bd/1ba 2bd/1ba | \$2,200 \$2,475 | - - | <ul style="list-style-type: none"> • Fully Renovated • Surface Parking • Common Laundry |

RENT COMPARABLES





LOCATED IN SAN DIEGO'S *TRENDY UPTOWN REGION*

Located in Mid-City, University Heights is centrally located and one of San Diego's trendiest neighborhoods.

This historic neighborhood was once home to State Normal School, which is now known as San Diego State University. Although the university is no longer in the neighborhood, University Heights is just five miles away from San Diego State University and the University of San Diego.

Today, the neighborhood is a vibrant enclave known for its multicultural cuisine, trendy bars, and charming shops. Along with its own amenities, residents enjoying being near Fashion Valley and Westfield Mission Valley, two popular shopping malls. University Heights has something for everyone with a variety of options available for rent. Rentals include student apartments, Mediterranean-style houses, and modern condos and town homes.

Residents and visitors alike enjoy the intimacy, charm, and walk-ability of University Heights. The neighborhood's cafés, restaurants, shops, and markets offer a lively weekend of shopping, dining, and entertainment, a friendly place for morning coffee, or a relaxing afternoon stroll. The outstanding schools, parks and churches complete the fabric of the community.



EAT & DRINK

One stretch of San Diego’s University Heights neighborhood, situated just north of Balboa Park, has quietly blossomed in recent years with new restaurant openings, menu revamps and culinary diversity. Park Boulevard is a one-stop shop for eclectic dishes, on-trend cocktails and small batch sweets. It’s possible to spend an entire day eating and drinking your way through University Heights.

Source: Malones, Ligaya “Where to Eat and Drink in University Heights” Jan 2022, C Magazine



LOCATION OVERVIEW

MISSION VALLEY

NORMAL HEIGHTS

SUBJECT PROPERTY

UNIVERSITY HEIGHTS

163

805

15

MISSION HILLS

HILLCREST

NORTH PARK

Just minutes to San Diego's most desirable neighborhoods.

BALBOA PARK

SOUTH PARK

LOCATION HIGHLIGHTS

TRANSPORTATION

4471-4473 Louisiana Apartments' strong location is enhanced by its superior freeway access and close proximity to public transit. The Rio Vista Trolley station is 1.5 miles away. The nearest bus stop is five blocks away on the corner of Park Blvd & Monroe Ave.

RETAIL AMENITIES

The Westfield Mission Valley Mall is located approximately 1.3 mile North and includes over 1.1 million SF of retail with more than 100 stores. Fashion Valley Mall (3.0 miles west) is a luxury shopping center anchored by Nordstrom, Bloomingdale's, Macy's and Neiman Marcus.

COMMUNITY AMENITIES

Community amenities include the University Heights Library (1/2 miles away). The closest grocery store is Sprouts Market (1/2 miles). Scripps Mercy Hospital is approximately 1.9 miles from the subject and offers every level of medical service, including 24-hour emergency care.

PARKS

Trolley Barn Park on Adams Avenue, just north of the subject, is popular with young families and hosts free concerts on Friday evenings during the summer. Balboa Park (1.7 miles) is the largest urban park in North America and includes the world famous San Diego Zoo and a wide variety of museums, theaters, gardens and restaurants.

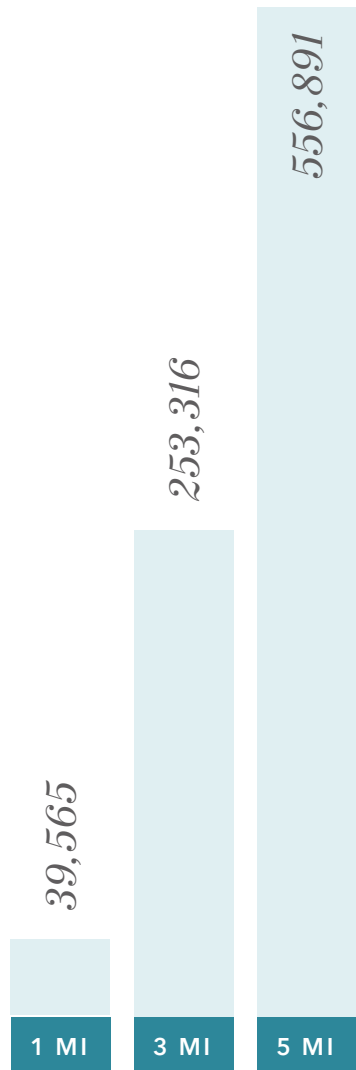
SCHOOLS

There are six schools within one mile of the subject. Residents have a wide variety of educational opportunities, ranging from elementary school to high school.



DEMOGRAPHICS

ESTIMATED POPULATION



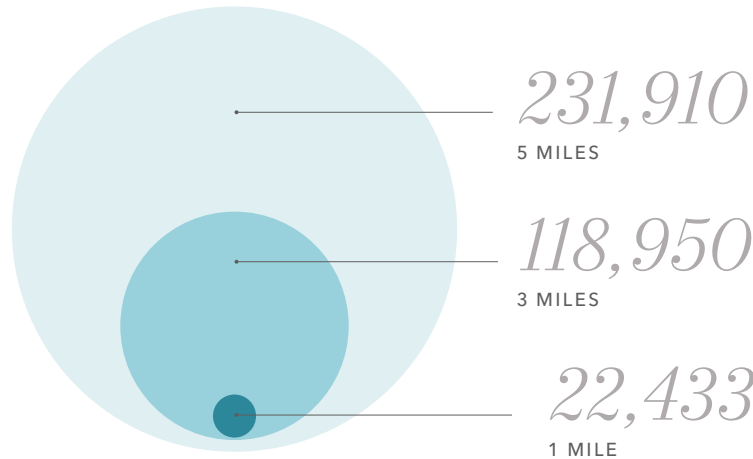
AVERAGE HOUSEHOLD INCOME



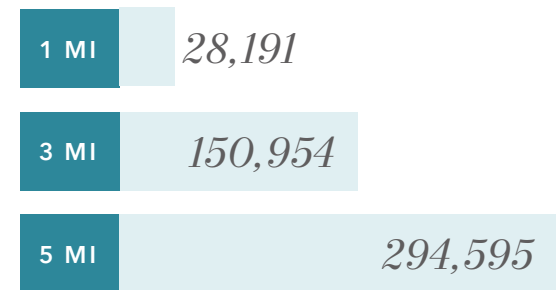
MEDIAN AGE



ESTIMATED HOUSEHOLDS



ESTIMATED EMPLOYEES



Data Source: ©2023, Sites USA

Exclusively listed by

MERRICK MATRICARDI
858.369.3085
merrick.matricardi@kidder.com
LIC N°01348986

JIM NEIL
858.369.3083
jim.neil@kidder.com
LIC N°01352736

ERIC COMER
858.369.3084
eric.comer@kidder.com
LIC N°00842230

KIDDER.COM

