Balboa Flats

3533
6TH AVENUE

HILLCREST

SAN DIEGO, CA 92103

CONFIDENTIAL OFFERING MEMORANDUM

CBRE

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If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE.

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Balboa Flats

3533 6TH AVENUE

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INVESTMENT OVERVIEW

Balboa Flats

3533 6TH AVENUE

INVESTMENT OVERVIEW

Prime Hillcrest/ Bankers Hill Multifamily – One Block from Balboa Park with Strong Value-Add Upside

CBRE is pleased to present Balboa Flats, a well-maintained 10-unit multifamily property located at 3533 6th Avenue in the heart of San Diego's prime Hillcrest neighborhood, at the edge of Bankers Hill and just one block from historic Balboa Park. Built in 1952, the asset offers an exceptional combination of location, stability, and value-add potential in one of the city's most desirable rental corridors.

Eight of ten units have been substantially improved with vinyl plank flooring, new countertops, stainless steel appliances, newer cabinetry and hardware, custom backsplash, and upgraded bathrooms. A TPO roof was completely replaced in 2012 with a 20-year warranty, and all systems are in good working condition.

Hillcrest

10
Units

4952
Rentable SF

The property offers a highly desirable unit mix, including eight one-bedroom/one-bath units (approx. 475 SF each), one two-bedroom/one-bath unit (approx. 752 SF), and one studio/one-bath unit (approx. 400 SF). Eight units have been upgraded, while the remaining units are poised for modernization, allowing an investor to capture significant rental upside—current rents are notably below market for the area.

Property amenities include five garages, two un-monetized storage units, and an onsite laundry room, providing opportunities for additional income generation. The building sits in an irreplaceable location with a Walk Score of 90 ("Walker's Paradise"), offering residents easy access to Balboa Park and just blocks from Hillcrest's vibrant restaurants, cafes, and entertainment options.

With its prime location, strong unit mix, consistent upkeep, and clear potential for further value enhancement, Balboa Flats represents a rare and compelling opportunity to acquire a classic multifamily asset in one of San Diego's most enduring and high-demand rental markets.

Hillcrest is one of San Diego's most desirable urban neighborhoods, offering exceptional walkability, strong rental demand, and proximity to Downtown and Balboa Park. Popular with young professionals and medical employees, the area features a vibrant mix of restaurants, shops, and entertainment. With limited new supply and consistent rent growth, Hillcrest remains one of the city's most stable and sought-after multifamily submarkets.

INVESTMENT HIGHLIGHTS

Prime Hillcrest Location | One Block from Historic Balboa Park

- Unbeatable central location in one of San Diego's most walkable and desirable neighborhoods—just steps from Balboa Park and minutes to Downtown, Uptown, and major employment hubs.

Select Units Upgraded | Under Market Rents

- Several units have been thoughtfully improved, while remaining units present a clear opportunity to increase revenue through modernization and rent adjustments to current market levels.
- 8 of 10 units have been substantially improved with vinyl plank flooring, new countertops, stainless steel appliances, newer cabinetry and hardware, custom backsplash and bathrooms

Diverse Unit Mix

- The property features eight one-bedroom units, one two-bedroom unit, and one studio, catering to a broad tenant base seeking quality housing in a premium urban location.

Parking & Storage Income Potential

- Includes five garages and two un-monetized storage units, offering immediate upside through additional income streams, plus an onsite laundry room for resident convenience.

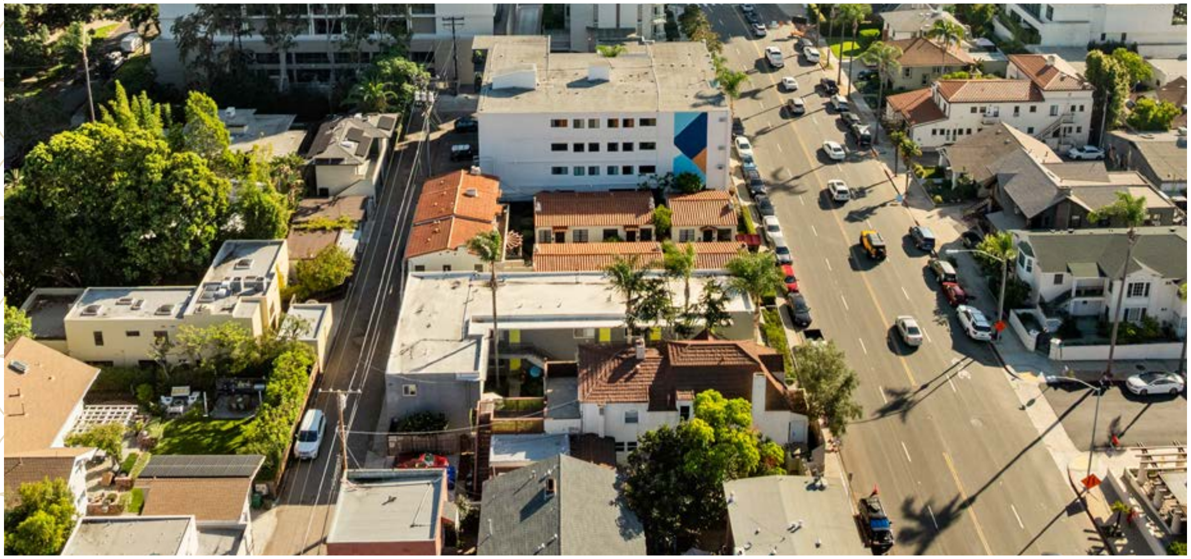
Exceptional Walkability

- Boasting a Walk Score of 90 ("Walker's Paradise"), residents enjoy easy access to Balboa Park, as well as Hillcrest's renowned restaurants, cafes, and entertainment venues.

Roof Fully Replaced

- Roof was fully replaced in 2012 with a 20-year warranty.enjoy easy access to Balboa Park, as well as Hillcrest's renowned restaurants, cafes, and entertainment venues.

PROPERTY PHOTOS



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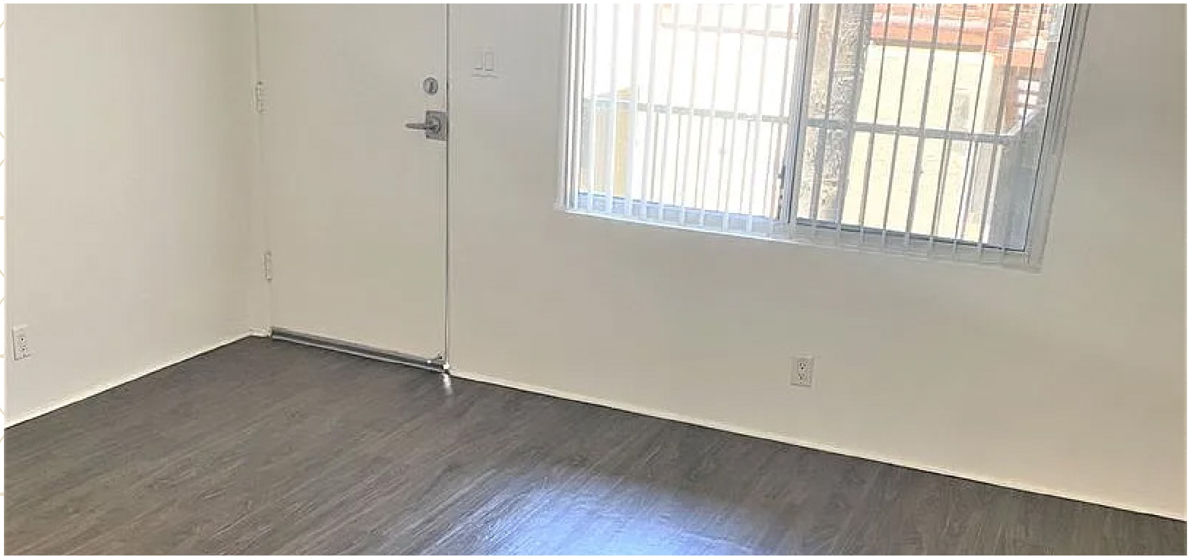

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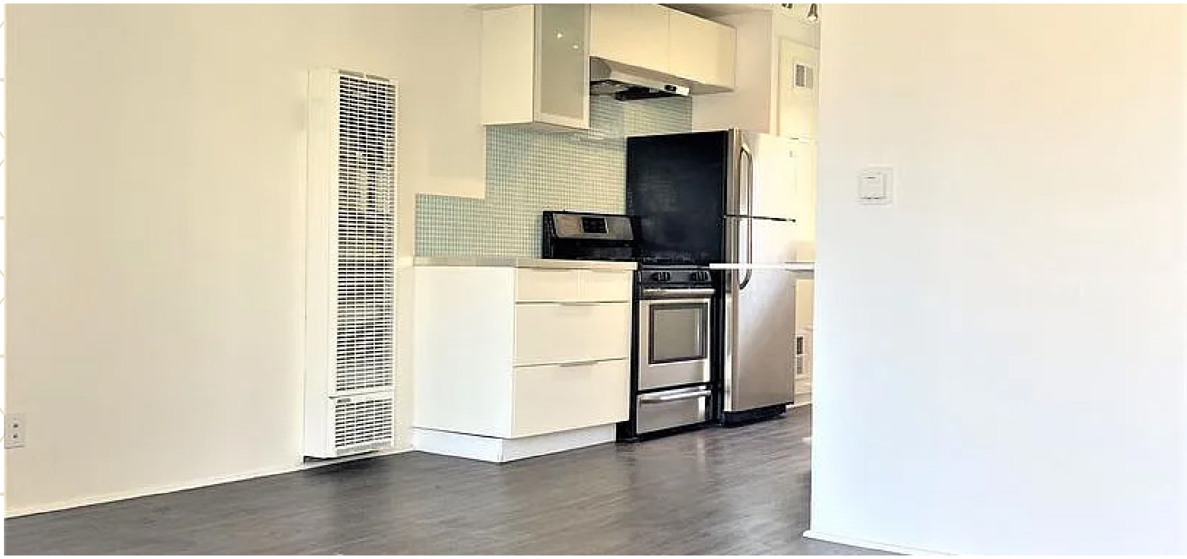



Balboa Flats
BALBOA PARK
SAN DIEGO AIRPORT
DOWNTOWN
PETCO PARK
SAN DIEGO BAY

FINANCIAL ANALYSIS

Balboa Flats

3533 6TH AVENUE

RENT ROLL SUMMARY

				Current		Market Stabilized		Post Renovation	
Unit Type	**# of Units**	**Avg Sq Feet**	**Rental Range**	**Avg Rent**	**Monthly Income**	**Avg Rent**	**Monthly Income**	**Avg Rent**	**Monthly Income**
Studio / 1-bath	1	400	$1,695	$1,695	$1,695	$1,800	$1,800	$2,000	$2,000
1-bedroom / 1-bath	8	475	$1,795-$2,145	$1,914	$15,312	$2,145	$17,160	$2,500	$20,000
2-bedroom / 1-bath	1	752	$1,995	$1,995	$1,995	$2,495	$2,495	$3,000	$3,000
Totals / Weighted Avg	**10**	**4,952**			**$19,005**		**$21,165**		**$25,000**
Gross Annualized Rents					**$228,060**		**$253,980**		**$300,000**

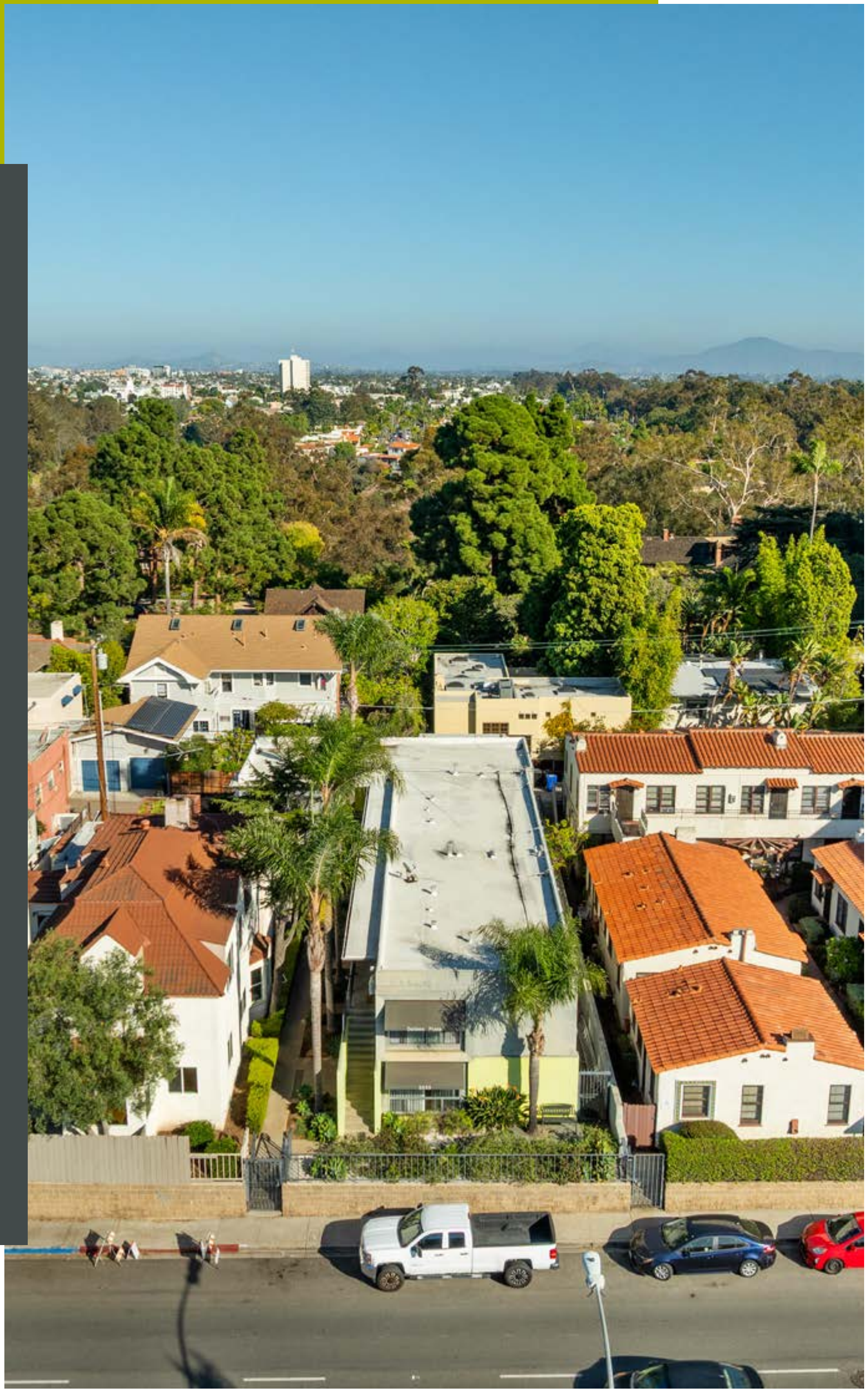
RENT ROLL DETAIL

			Current		Market Stabilized		Post Renovation	
Unit	Unit Type	Square Feet	Rent / Month	Rent / SF / Month	Rent / Month	Rent / SF / Month	Rent / Month	Rent / SF / Month
1	1-Bedroom / 1-Bath	475	$1,895	$3.99	$2,395	$5.04	$2,500	$5.26
2	1-Bedroom / 1-Bath	475	$2,000	$4.21	$1,995	$4.20	$2,500	$5.26
3	1-Bedroom / 1-Bath	475	$1,845	$3.88	$2,095	$4.41	$2,500	$5.26
4	1-Bedroom / 1-Bath	475	$1,845	$3.88	$2,050	$4.32	$2,500	$5.26
5	1-Bedroom / 1-Bath	475	$2,145	$4.52	$2,095	$4.41	$2,500	$5.26
6	1-Bedroom / 1-Bath	475	$1,795	$3.78	$1,995	$4.20	$2,500	$5.26
7	1-Bedroom / 1-Bath	475	$1,795	$3.78	$2,050	$4.32	$2,500	$5.26
8	1-Bedroom / 1-Bath	475	$1,995	$4.20	$2,195	$4.62	$2,500	$5.26
9	2-Bedroom / 1-Bath	752	$1,995	$2.65	$2,495	$3.32	$3,000	$3.99
10	Studio / 1-Bath	400	$1,695	$4.24	$1,800	$4.50	$2,000	$5.00
Total		**4,952**	**$19,005**		**$21,165**		**$25,000**	

OPERATING STATEMENT

INCOME	Current		Market Stabilized		Post Renovation	
Gross Scheduled Rent		$228,060		$253,980		$300,000
Less: Vacancy / Deductions	3%	$6,842	3%	$7,619	3%	$9,000
Total Effective Rental Income		$221,218		$246,361		$291,000
Laundry Income		$5,223		$5,223		$5,223
RUBS Reimbursements		$2,466		$2,466		$2,466
Pet Income		$1,156		$1,156		$1,156
Effective Gross Income		$230,063		$255,206		$299,845
Less: Expenses	39.74%	$87,914	36.20%	$89,171	31.41%	$91,403
Net Operating Income		$142,149		$166,034		$208,442
Cash Flow		$142,149		$166,034		$208,442
Debt Service		$103,208		$103,208		$103,208
Net Cash Flow After Debt Service	1.97%	$38,941	3.18%	$62,826	5.33%	$105,234
Principal Reduction		$23,049		$23,049		$23,049
Total Return	**3.14%**	**$61,989**	**4.35%**	**$85,875**	**6.50%**	**$128,282**

EXPENSES						
Real Estate Tax		$43,477		$43,477		$43,477
Insurance		$8,500		$8,500		$8,500
Water & Sewer		$6,319		$6,319		$6,319
Pest Control		$1,100		$1,100		$1,100
Repairs & Maintenance		$7,500		$7,500		$7,500
Landscaping		$2,715		$2,715		$2,715
Trash		$4,800		$4,800		$4,800
Reserves		$2,000		$2,000		$2,000
Management Fee	5.0%	$11,503	5.0%	$12,760	5.0%	$14,992
Total Expense		$87,914		$89,171		$91,403
Expense as a % of EGI		39.74%		36.20%		31.41%
Net Operating Income		**$142,149**		**$166,034**		**$208,442**



PRICING DETAILS

SUMMARY	
Price	$3,475,000
Number of Units	10
Price Pr Unit	$347,500
Price Per SF	$701.74
Rentable SF	4,952
Lot Size	5,648
Approx. Year Built	1952

RETURNS	CURRENT	MARKET STABILIZED	POTENTIAL
Cap Rate	4.09%	4.78%	6.00%
GRM	15.24	13.68	11.58
Cash-on-Cash	1.97%	3.18%	5.33%
Debt Coverage Ratio	1.38	1.61	2.02

FINANCING	1ST LOAN
Down Payment	$1,975,000
Loan Amount	$1,500,000
Loan Type	Proposed New
Interest Rate	5.50%
Amortization	30 Years
Term	5 Years

SALES COMPARABLES

Balboa Flats

3533 6TH AVENUE

3533 6th Avenue, San Diego CA 92103

Sales Date		N/A
Status		On Market
Sales Price		$3,475,000
Price/Unit		$347,500
Price Per SF		$701.74
Cap Rate		4.09%
Number of Units		10
Year Built		1952
NOI		$142,149
# Units / Unit Type	1	2-Bed/1-Bath
# Units / Unit Type	8	1-Bed/1-Bath
# Units / Unit Type	1	Studio /1-Bath

2621 First Avenue, San Diego CA 92103

Sales Date		N/A
Status		Under Contract
Sales Price		$4,200,000
Price/Unit		$350,000
Price Per SF		$537.56
Cap Rate		3.91%
Number of Units		12
Year Built		1930
NOI		$173,572
# Units / Unit Type	1	2-Bed/1-Bath
# Units / Unit Type	10	1-Bed/1-Bath
# Units / Unit Type	1	Studio /1-Bath

2920 1st Avenue, San Diego CA 92103

Sales Date		04/29/25
Status		Sold
Sales Price		$4,300,000
Price/Unit		$307,143
Price Per SF		$484.45
Cap Rate		4.04%
Number of Units		14
Year Built		1965
NOI		$173,720
# Units / Unit Type	5	1-Bed/1-Bath
# Units / Unit Type	3	2-Bed/1-Bath
# Units / Unit Type	1	2-Bed/2-Bath
# Units / Unit Type	4	Studio /1-Bath

4030 Front Street, San Diego, CA 92103

Sales Date		12/24/24
Status		Sold
Sales Price		$3,950,000
Price/Unit		$282,143
Price Per SF		$433.78
Cap Rate		4.90%
Number of Units		14
Year Built		1969
NOI		$193,550
# Units / Unit Type	3	2-Bed/1-Bath
# Units / Unit Type	9	1-Bed/1-Bath
# Units / Unit Type	2	Studio/1-Bath

3737 Keating Street, San Diego CA 92110

Sales Date		1/7/25
Status		Sold
Sales Price		$4,300,000
Price/Unit		$358,333
Price Per SF		$276.46
Cap Rate		5.10%
Number of Units		12
Year Built		1974
NOI		$219,300
# Units / Unit Type	4	1-Bed/1-Bath
# Units / Unit Type	8	2-Bed/2-Bath

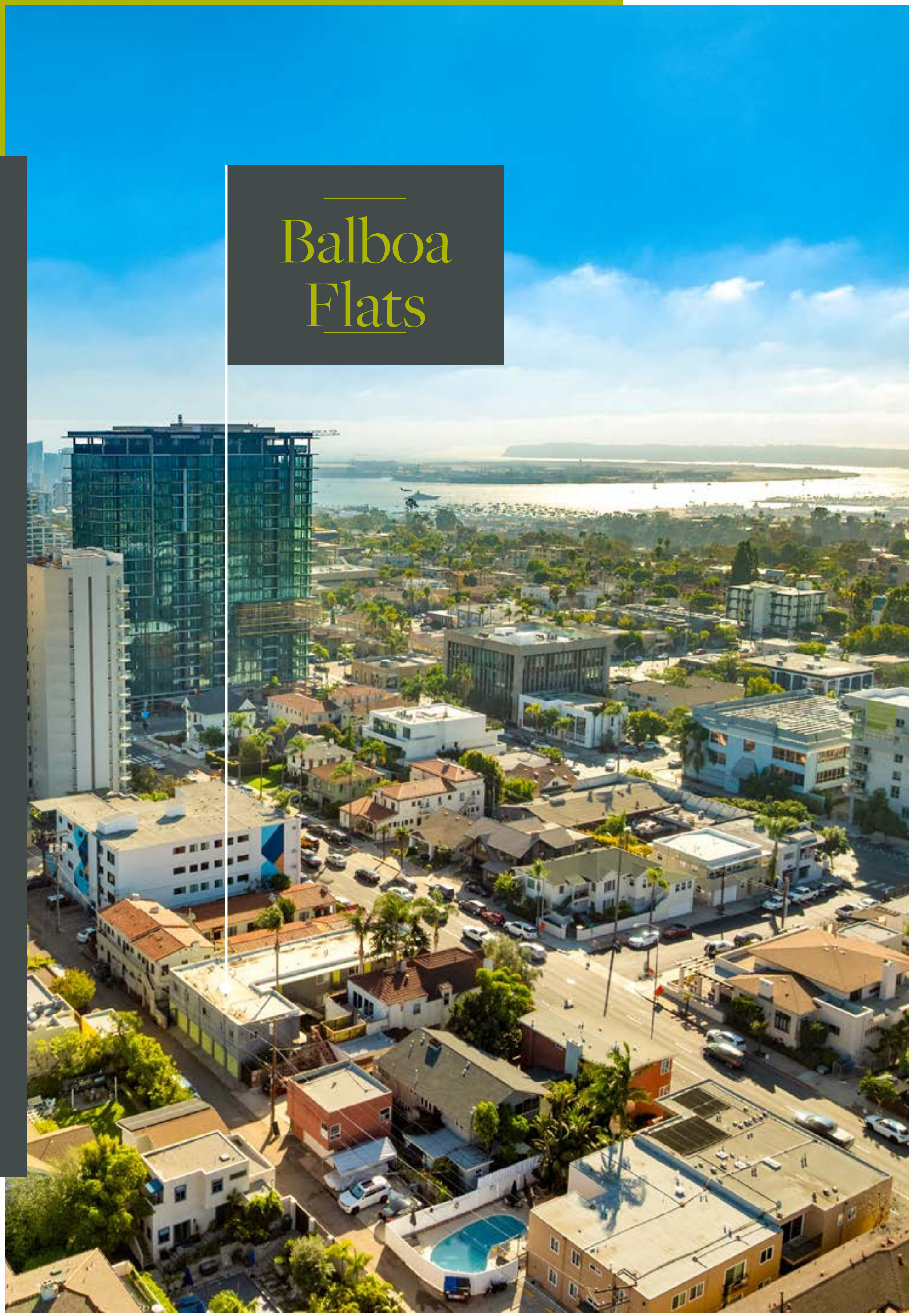
4641-4655 North Avenue, San Diego CA 92116

Sales Date		10/29/24
Status		Sold
Sales Price		$3,900,000
Price/Unit		$354,545
Price Per SF		$354.55
Cap Rate		5.42%
Number of Units		11
Year Built		1927
NOI		$211,380
# Units / Unit Type	11	1-Bed/1-Bath

MARKET OVERVIEW

Balboa Flats

3533 6TH AVENUE



AREA DEMOGRAPHICS

DEMOGRAPHIC COMPREHENSIVE	1 MILE	3 MILES	5 MILES
POPULATION			
2024 Population	29,061	216,633	493,308
2029 Population - Projection	30,864	226,659	502,797
2020 Population - Census	26,802	209,723	493,078
GENERATIONS			
Generation Alpha	4.1%	6.0%	8.0%
Generation Z	12.1%	19.1%	22.9%
Millennials	42.0%	38.3%	33.3%
Generation X	18.2%	17.9%	17.8%
Baby Boomers	18.3%	15.6%	14.9%
Greatest Generations	5.3%	3.2%	3.1%
HOUSEHOLD INCOME			
Average Household Income	$139,767	$126,365	$124,459
Median Household Income	$102,515	$95,477	$92,223
HOUSING VALUE			
Median Home Price	$991,198	$991,566	$954,451
Average Home Price	$1,169,614	$1,165,758	$1,105,615
HOUSING UNITS			
Owner-Occupied Housing	23.0%	23.9%	29.0%
Renter-Occupied Housing	65.3%	65.0%	62.2%

HILLCREST, SAN DIEGO

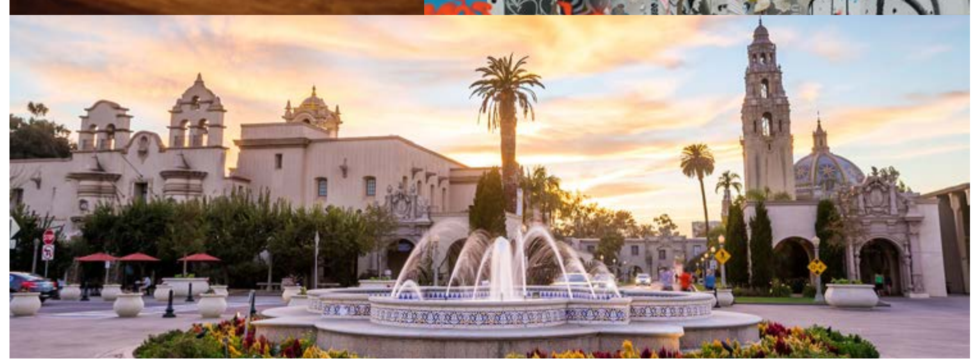
Hillcrest, located just north of Balboa Park in San Diego, is one of the city's most vibrant and desirable neighborhoods for multifamily development. Known for its walkability, central location, and strong sense of community, it attracts a diverse mix of residents, including healthcare professionals, students, and creative professionals. Its proximity to major medical centers such as UC San Diego Medical Center and Scripps Mercy Hospital adds to its appeal for long-term renters.

The neighborhood's real estate fundamentals are strong, with consistently high rental demand and low vacancy rates. Residents are drawn to Hillcrest for its lifestyle convenience, urban energy, and access to employment hubs, making it a reliable and resilient market for multifamily investment.

Hillcrest offers a dense, character-rich environment with tree-lined streets, historic homes, and active retail corridors along University and Fifth Avenues. Its high walk and bike scores support a car-light lifestyle, and the area is well-served by public transit, connecting residents easily to downtown and surrounding neighborhoods.

Recent updates to San Diego's community plans have opened the door for higher-density residential development in parts of Hillcrest. These zoning changes align with the city's broader goals of increasing infill housing and improving urban livability. Despite some local resistance, the combination of location, demand, and evolving land use policies makes Hillcrest a prime opportunity for thoughtfully designed multifamily projects.

Hillcrest: A Vibrant, Walkable Neighborhood in the Heart of San Diego



Balboa Flats

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