Multi-Family › San Diego Investment Opportunity

5 Units $2,440,000

• Incredible “A” Location
• Urban - Uptown San Diego (Bankers Hill)
• Extensively Renovated
• Walking distance to Balboa Park

151 W Kalmia Street | San Diego, CA 92101
Broker Contact Information

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Property Overview

151 W Kalmia is a like new, extensively renovated 5 unit urban luxury multi-family asset located in the heart of Bankers Hill, adjacent to Downtown San Diego. The property is a class “A” low-rise building with historic charm and modern appointments. This unbelievable property, after being recently vacated, has undergone a full renovation, including but not limited to all new plumbing, electric, fire sprinklers, fire alarm, HVAC (for select units), flooring, kitchens, bathrooms, windows and much more. Each unit is equipped with high end finishes, including wood or luxury tile flooring, quartz countertops, modern cabinets, stainless steel appliances and washers/dryers. The property is operated efficiently with each unit being individually metered for gas & electric and sub-metered for water. Additionally, each unit has it’s own individual hot water heater. The exterior landscaping is drought resistance with minimal maintenance and watering. This rarely offered and newly renovated property allows a long term investor to own a highly desirable investment property in one of San Diego’s top locations. The property is now fully occupied.

Location Summary

UPTOWN

The City of San Diego Uptown community is comprised of the neighborhoods of Park West (aka Bankers Hill), Mission Hills, Hillcrest, Middletown and the western portion of University Heights. Uptown is located west of the community of North Park and north of Downtown San Diego. Uptown is one of the oldest community areas of the city of San Diego and is an urban hub for rich culture, fine dining, active nightlife and vibrant businesses. It’s close proximity to the San Diego International Airport, major highways such as Interstate 5 and State Route 163 and concentrated public transportation make it one of the most accessible communities in San Diego.

According to estimates by the San Diego Association of Governments (SANDAG), Uptown is home to 38,868 residents. Over the next 20 years, SANDAG estimates the population of Uptown to increase by 28.1% to 49,807 residents. By comparison, the county is expected to grow at a 19.4% over the same period (2015-2035). Uptown’s growth will be bolstered by infill development of older properties along with a focus on multi-unit densification.

Over the past 5 years, median household income increased by 13.6% in Uptown compared to only 1.0% in the county as a whole. The high desirability of the area has driven up housing prices and thereby attracting ever more increasing higher income residents.
Property Highlights

» Incredible “A” Location
» Bankers Hill, San Diego
» Downtown Adjacent
» Extensively Renovated
» Fully Occupied at Exceptional Rates
» City Views
» High Barrier to Entry Market
» Irreplaceable Real Estate

» All new plumbing
» All new electric
» All new fire sprinklers & fire alarm
» New HVAC in select units
» All new kitchens & bathrooms
» All new flooring
» Individual Hot Water Heaters
» Washer/Dryers in each unit

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Property Photos
**Investment Summary**

| Listing Price: | $2,440,000 |
| Price/Unit: | $488,000 |
| Unit Mix: | 2 - 1BR/1BA, 1 - 1BR/1BA + Gym/Office/Den, 2 - 2BR/2BA |
| Price/SF: | $501 |
| Capitalization Rate (Current): | 4.00% |
| GIM (Current): | 16.80 |
| Year Built: | 1916 / 2016 |
| Type of Buildings: | One - Two Story Building |
| APN: | 533-181-16-00 |
| Parking Spaces: | 4 Total (2 Tandem Spaces) |
| Gross Building SF: | 4,871 |
| Land Area SF: | 5,027 |

**Pro-Forma NOI Analysis**

<table>
<thead>
<tr>
<th>Total Rents</th>
<th>Current</th>
<th>Proforma</th>
</tr>
</thead>
<tbody>
<tr>
<td>Per Unit / %</td>
<td>29,040</td>
<td>27,878</td>
</tr>
</tbody>
</table>

| Adjusted Gross Income | 139,392 | 27,878 |

**Operating Expenses**

<table>
<thead>
<tr>
<th>Proforma Expenses</th>
<th>193,853</th>
<th>5,731</th>
</tr>
</thead>
</table>

**Net Operating Income**

| Expenses as % of GOI | 30.0% | 19.518 |

**Notes:**

* Estimated Common Area Gas & Electric expense based on minimal common area lighting, landscaping sprinklers & continuity of service between tenant occupancy. All units are individually metered for gas and electric.

** Estimated Water & Sewer expense based on minimal landscape watering and continuity of service between tenant occupancy.


Note: Many of the above expense items are estimated due to the recent full renovation of the property. Expenses based on other recent similar newly renovated properties.
## Pro-Forma Rent Roll

### UNIT MIX, PRO-FORMA RENTS & PRO-FORMA RENTAL INCOME

<table>
<thead>
<tr>
<th>Unit</th>
<th>Unit Type</th>
<th>Square Feet</th>
<th># of Units</th>
<th>Current Rent</th>
<th>Monthly Income</th>
<th>Rent/SF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unit 1</td>
<td>1BR/1BA + Separate Gym/Office</td>
<td>1,126</td>
<td>1</td>
<td>$2,750</td>
<td>$2,750</td>
<td>$2.44</td>
</tr>
<tr>
<td>Unit 2</td>
<td>2BR/2BA</td>
<td>1,000</td>
<td>1</td>
<td>$2,750</td>
<td>$2,750</td>
<td>$2.75</td>
</tr>
<tr>
<td>Unit 3</td>
<td>1BA/1BA</td>
<td>700</td>
<td>1</td>
<td>$1,950</td>
<td>$1,950</td>
<td>$2.79</td>
</tr>
<tr>
<td>Unit 4</td>
<td>2BR/2BA</td>
<td>1,100</td>
<td>1</td>
<td>$2,750</td>
<td>$2,750</td>
<td>$2.50</td>
</tr>
<tr>
<td>Unit 5</td>
<td>1BR/1BA</td>
<td>600</td>
<td>1</td>
<td>$1,900</td>
<td>$1,900</td>
<td>$3.17</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>Average</strong></td>
<td><strong>4,526</strong></td>
<td><strong>5</strong></td>
<td><strong>$12,100</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Yearly Total (GSI):</td>
<td></td>
<td><strong>905</strong></td>
<td></td>
<td><strong>$2,420</strong></td>
<td></td>
<td><strong>2.73</strong></td>
</tr>
</tbody>
</table>

$145,200
## Sale Comparables

<table>
<thead>
<tr>
<th>Property Image</th>
<th>Project Name / Address</th>
<th>Age</th>
<th>Units</th>
<th>Sale Price</th>
<th>Price/Unit</th>
<th>Price/SF</th>
<th>GIM</th>
<th>CAP Rate</th>
<th>Sale Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subject 1</td>
<td>151 Kalmia Street</td>
<td>1916 / 2016</td>
<td>5</td>
<td>$2,440,000</td>
<td>$488,000</td>
<td>$501</td>
<td>16.80</td>
<td>4.00%</td>
<td>Available</td>
</tr>
<tr>
<td>NOTES: Unit Mix: 2 - 1BR/1BA</td>
<td>1 - 1BR/1BA + Gym/Office/Den</td>
<td>2 - 2BR/2BA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>3657-3661 7th Avenue</td>
<td>N/A</td>
<td>5</td>
<td>$2,194,000</td>
<td>$438,800</td>
<td>$477</td>
<td>18.65 (Cur)</td>
<td>3.3% (Cur)</td>
<td>Available</td>
</tr>
<tr>
<td>NOTES: Unit Mix: 2 - 1BD/1BA</td>
<td>2 - 2BD/1BA</td>
<td>1 - 4BD/3.5BA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Las Casitas Apartments 3558-3572 5th Avenue</td>
<td>1930</td>
<td>12</td>
<td>$4,000,000</td>
<td>$333,333</td>
<td>$671</td>
<td>N/A</td>
<td>N/A</td>
<td>12/14/2016</td>
</tr>
<tr>
<td>NOTES: Unit Mix: 12 - 1BD/1BA.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>The Charmer 3625 India Street</td>
<td>2011</td>
<td>19</td>
<td>$11,623,000</td>
<td>$611,737</td>
<td>$494</td>
<td>N/A</td>
<td>N/A</td>
<td>8/5/2016</td>
</tr>
<tr>
<td>NOTES: Unit Mix: 6 - 1BD/1BA</td>
<td>3 - 2BD/1BA</td>
<td>10 - 3BD/1BA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Sofia Living at Golden Hill 2856 C Street</td>
<td>2016</td>
<td>20</td>
<td>$14,225,000</td>
<td>$711,250</td>
<td>$418</td>
<td>17.6</td>
<td>4.13%</td>
<td>7/14/2016</td>
</tr>
<tr>
<td>NOTES: Unit Mix: 6 - 1BD/1BA</td>
<td>10 - 2BD/2.5BA</td>
<td>4 - 3BD/3.5BA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>The Union 1182-1194 20th Street</td>
<td>2007</td>
<td>18</td>
<td>$7,575,000</td>
<td>$420,833</td>
<td>$408</td>
<td>15.69</td>
<td>4.20%</td>
<td>3/28/2016</td>
</tr>
<tr>
<td>NOTES: Unit Mix: 4 - 2BR/1BA</td>
<td>9 - 3BR/2BA</td>
<td>5 - Live/Work Lofts.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>4514-16 Utah Street</td>
<td>2015</td>
<td>7</td>
<td>$3,000,000</td>
<td>$428,571</td>
<td>$420</td>
<td>15.8</td>
<td>4.33%</td>
<td>1/26/2016</td>
</tr>
<tr>
<td>NOTES: Unit Mix: 2 - 1BD/1BA</td>
<td>3 - 2BD/2BA</td>
<td>2 - 3BD/2BA. One of the units was an affordable unit.</td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

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