

CONFIDENTIAL OFFERING MEMORANDUM

4471 Louisiana Street

UNIVERSITY HEIGHTS, SAN DIEGO CA 92116

Owner Occupy Or Passive Investment | Brand New Construction 7-Unit Complex

CBRE

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Your receipt of this Memorandum constitutes your acknowledgment that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property ("Owner") or CBRE, Inc. ("CBRE"), and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE.

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

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C O N T E N T S

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03 Sales Comparables

04 Market Overview



01 INVESTMENT OVERVIEW

CBRE is pleased to present exclusively for sale 4471 Louisiana Street, a newly constructed and extensively renovated 7-unit apartment community located in the highly desirable University Heights neighborhood of San Diego. Situated on a quiet residential street, the property presents a rare opportunity for both an owner-occupant and passive investor to acquire a turnkey, condo-quality asset in one of San Diego's most walkable and supply-constrained urban submarkets.

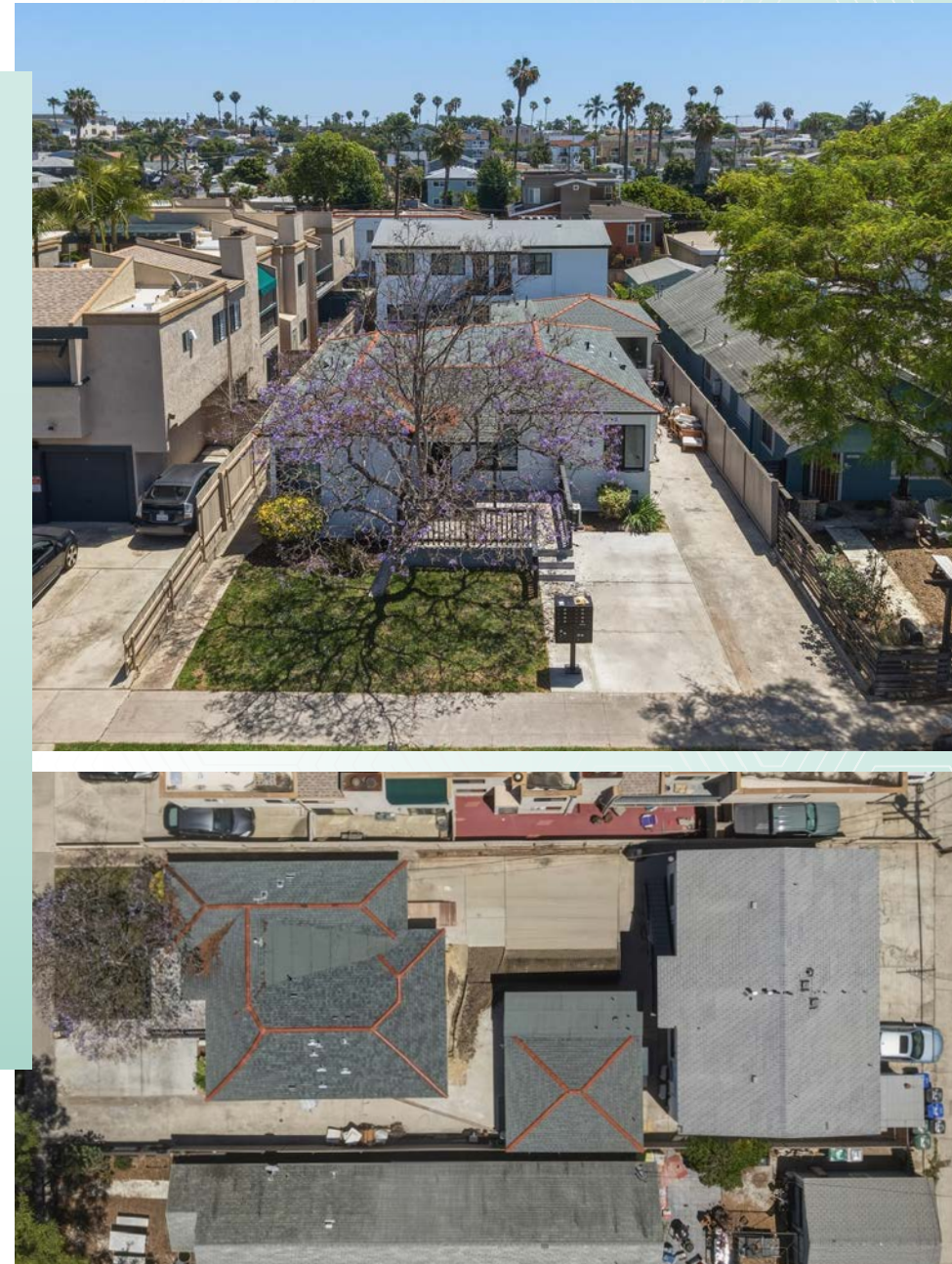
The property features a well-balanced unit mix comprised of one (1) two-bedroom / two-bath detached house (approximately 800 square feet), four (4) one-bedroom / one-bath units (approximately 575 square feet each), and two (2) newly constructed one-bedroom ADU units (approximately 425 square feet each). The entire property has undergone extensive improvements and was either newly constructed or renovated to the studs in 2026, resulting in a cohesive, design-forward community with modern finishes and minimal deferred maintenance.

All units are currently leased and tenants reimburse utilities, helping minimize operating expenses and support strong in-place cash flow. The property also includes six off-street parking spaces, with four spaces accessed from the alley and two additional front parking spaces, a valuable amenity in this highly walkable neighborhood.

Located in the heart of University Heights, residents benefit from immediate access to a vibrant mix of restaurants, coffee shops, bars, boutique retail, and neighborhood amenities along Park Boulevard and Adams Avenue. The property is also just minutes from North Park, Hillcrest, and Balboa Park, placing tenants in close proximity to some of San Diego's most desirable lifestyle destinations.

4471 Louisiana Street offers excellent regional connectivity, with convenient access to Interstate 8, State Route 163, and Interstate 805, allowing for efficient travel throughout San Diego County and nearby employment hubs including Downtown San Diego, Mission Valley, and UTC.

With its turnkey condition, newly constructed ADUs, strong walkability, and prime central location, 4471 Louisiana Street represents a compelling opportunity to acquire a high-quality multifamily asset in one of San Diego's most consistently sought-after rental markets.



INVESTMENT HIGHLIGHTS

+ Prime University Heights Location Near North Park & Hillcrest

Situated on a quiet residential street in one of San Diego's most walkable urban neighborhoods, just minutes from popular dining, retail, nightlife, and Balboa Park.

+ Owner-Occupant or Passive Investment Opportunity

Flexible configuration allows an owner to occupy the front 2-bedroom / 2-bath detached house or operate the property as a fully leased passive investment.

+ Brand New 2026 Construction | Condo-Quality Finishes

Entire property was newly constructed or renovated to the studs with high-end finishes, modern interiors, and design-forward improvements throughout.

+ Larger-Than-Market Units with Ample Parking

Units average approximately 15% larger than comparable units in the immediate area and include six off-street parking spaces.

+ Extremely Efficient Operating Expenses

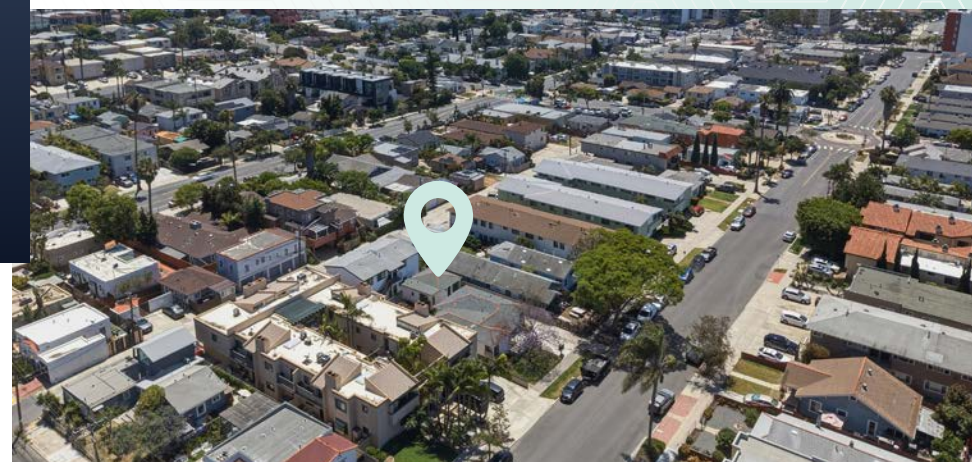
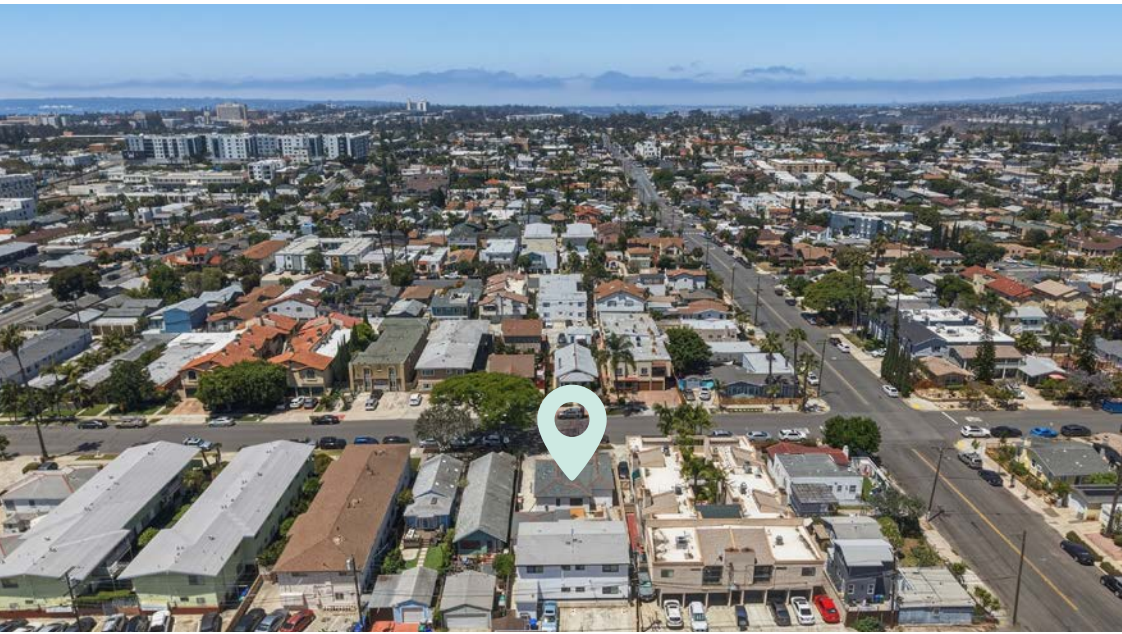
Tenants reimburse utilities with SDGE separately metered, helping minimize operating expenses and improve overall cash flow.



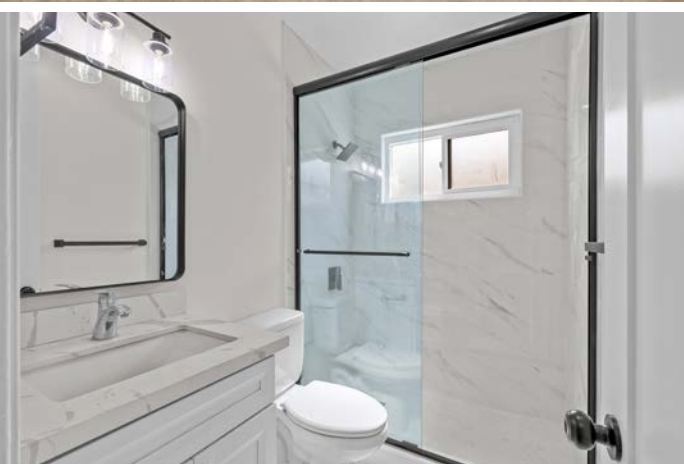
Exterior Photos



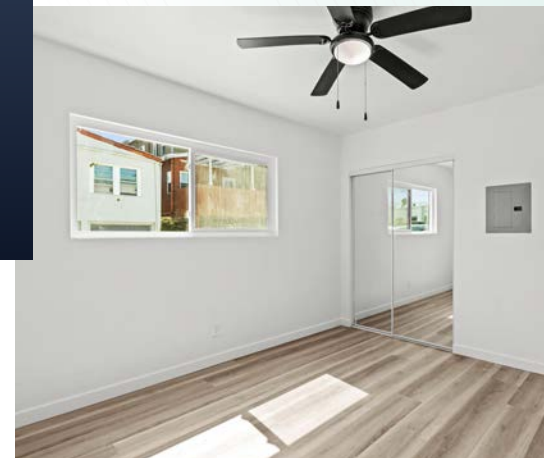
Exterior Photos



Interior Photos - 4471 A



Interior Photos - 4471 B



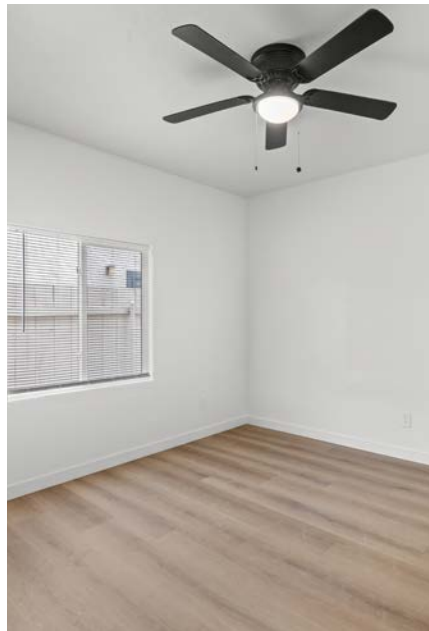
Interior Photos - 4471 C



Interior Photos - 4471 D



Interior Photos - 4473





4471 Louisiana
STREET

1st Ave

15

San Diego



02 FINANCIAL ANALYSIS

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
2-Bedroom / 2-Bath	1	800	\$3,650	\$3,650	\$3,650.0	\$3,650	\$3,650	\$3,650	\$3,650
1-Bedroom / 1-Bath	4	575	\$2,395-\$2,500	\$2,448	\$9,792.0	\$2,500	\$10,000	\$2,500	\$10,000
1-Bedroom / 1-Bath ADU	2	452	\$2,250-\$2,350	\$2,300	\$4,600.0	\$2,350	\$4,700	\$2,350	\$4,700
Totals / Weighted Avg	7	4,005			\$18,340		\$18,340		\$18,340
Gross Annualized Rents					\$220,080		\$220,080		\$220,080

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	2-Bedroom / 2-Bath	800	\$3,950	\$4.94	\$3,950	\$4.94	\$3,950	\$4.94
2	1-Bedroom / 1-Bath	575	\$2,500	\$4.35	\$2,500	\$4.35	\$2,500	\$4.35
3	1-Bedroom / 1-Bath	575	\$2,500	\$4.35	\$2,500	\$4.35	\$2,500	\$4.35
4	1-Bedroom / 1-Bath	575	\$2,395	\$4.17	\$2,395	\$4.17	\$2,395	\$4.17
5	1-Bedroom / 1-Bath	575	\$2,395	\$4.17	\$2,395	\$4.17	\$2,395	\$4.17
6	1-Bedroom / 1-Bath ADU	425	\$2,250	\$5.29	\$2,250	\$5.29	\$2,250	\$5.29
7	1-Bedroom / 1-Bath ADU	480	\$2,350	\$4.90	\$2,350	\$4.90	\$2,350	\$4.90
Total		4,005	\$18,340	\$4.58	\$18,340	\$4.58	\$18,340	\$4.58

Operating Statement

INCOME		Current		Market Stabilized		Post Renovation
Gross Scheduled Rent		\$220,080		\$220,080		\$220,080
Less: Vacancy / Deductions	3%	\$6,602	3%	\$6,602	3%	\$6,602
Total Effective Rental Income		\$213,478		\$213,478		\$213,478
RUBS Income		\$4,800		\$4,800		\$4,800
Effective Gross Income		\$218,278		\$218,278		\$218,278
Less: Expenses	32.40%	\$69,165	32.40%	\$69,165	32.40%	\$69,165
Net Operating Income		\$149,112		\$149,112		\$149,112
Cash Flow		\$149,112		\$149,112		\$149,112
Debt Service		\$120,218		\$120,218		\$120,218
Net Cash Flow After Debt Service	1.86%	\$28,895	1.86%	\$28,895	1.86%	\$28,895
Principal Reduction		\$25,126		\$25,126		\$25,126
Total Return	3.49%	\$54,020	3.49%	\$54,020	3.49%	\$54,020
EXPENSES						
Real Estate Tax		\$39,911		\$39,911		\$39,911
Insurance		\$5,600		\$5,600		\$5,600
Water & Sewer		\$5,040		\$5,040		\$5,040
Trash Removal		\$3,000		\$3,000		\$3,000
Repairs & Maintenance		\$3,800		\$3,800		\$3,800
Landscaping		\$900		\$900		\$900
Management Fee	5%	\$10,913.88	5%	\$10,913.88	5%	\$10,913.88
Total Expense		\$69,165		\$69,165		\$69,165
Expense as a % of EGI		32.40%		32.40%		32.40%
Net Operating Income		\$149,112		\$149,112		\$149,112



Pricing Details

SUMMARY

Price	\$3,250,000
Number of Units	7
Price Pr Unit	\$464,286
Price Per SF	\$811.49
Rentable SF	4,005
Lot Size	6,993
Approx. Year Built	1952

RETURNS	CURRENT	MARKET STABILIZED	POTENTIAL
Cap Rate	4.59%	4.59%	4.59%
GRM	14.77	14.77	14.77
Cash-on-Cash	1.86%	1.86%	1.86%
Debt Coverage Ratio	1.24	1.24	1.24

FINANCING	1ST LOAN
Down Payment	\$1,550,000
Loan Amount	\$1,700,000
Loan Type	Proposed New
Interest Rate	5.75%
Amortization	30 Years
Term	5 Years



03

SALES
COMPARABLES



**4471 Louisiana Street
San Diego CA 92116**

Sales Date	N/A
Status	On Market
Sales Price	\$3,250,000
Price/Unit	\$464,286
Price Per SF	\$811.49
Number of Units	7
Year Built	1952
# Units / Unit Type	1 - 2-bed/2-bath
# Units / Unit Type	4 - 1-bed/1-bath
# Units / Unit Type	2 - 1-bed/1-bath ADU



**3716 Herman Ave
San Diego CA 92104**

Sales Date	7/7/2025
Status	Sold
Sales Price	\$2,690,000
Price/Unit	\$538,000
Price Per SF	\$662.40
Number of Units	5
Year Built	2024
# Units / Unit Type	1 - 3-bed/2-bath
# Units / Unit Type	2 - 2-bed/2-bath
# Units / Unit Type	2 - 1-bed/1-bath



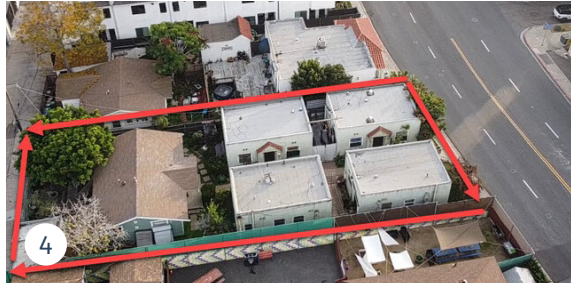
**3750-3756 4th Avenue
San Diego CA 92103**

Sales Date	2/13/2025
Status	Sold
Sales Price	\$2,950,000
Price/Unit	\$491,667
Price Per SF	\$434.85
Number of Units	6
Year Built	1924
# Units / Unit Type	4 - 2-bed/1.5-bath
# Units / Unit Type	2 - studio/2-bath



**2264 5th Avenue
San Diego CA 92101**

Sales Date	8/22/2025
Status	Sold
Sales Price	\$2,950,000
Price/Unit	\$491,667
Price Per SF	\$491.67
Number of Units	6
Year Built	1935
# Units / Unit Type	5 - 2-bed/1-bath
# Units / Unit Type	1 - 3-bed/2-bath



**3655-3663 6th Avenue
San Diego CA 92103**

Sales Date	3/25/2026
Status	Sold
Sales Price	\$2,400,000
Price/Unit	\$480,000
Price Per SF	\$988.47
Number of Units	5
Year Built	1927
# Units / Unit Type	5 - 1-bed/1-bath



**4542 Felton Street
San Diego CA 92116**

Sales Date	11/21/2025
Status	Sold
Sales Price	\$3,800,000
Price/Unit	\$475,000
Price Per SF	\$515.04
Number of Units	8
Year Built	1963
# Units / Unit Type	3 - 3-bed/2-bath
# Units / Unit Type	5 - 2-bed/1-bath



04 MARKET OVERVIEW

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

University Heights is a vibrant and sought-after neighborhood in central San Diego, known for its unique blend of historic charm and modern amenities. Situated just north of Hillcrest and adjacent to Normal Heights, University Heights offers a diverse mix of residential options, from cozy cottages to mid-century apartments and stylish condominiums. The neighborhood is characterized by tree-lined streets, a welcoming community atmosphere, and a rich array of local businesses, including trendy coffee shops, boutique stores, and an eclectic selection of restaurants.

Residents enjoy easy access to nearby attractions such as Balboa Park, Downtown San Diego, and the iconic San Diego Zoo, all just a short drive away. The neighborhood's Walk Score of 91 highlights its walkability, with many shops, cafes, and cultural venues within walking distance. University Heights is also known for its lively arts scene and live music venues, providing plenty of entertainment options for residents and visitors alike.

With its central location, excellent transit options, and close proximity to major employment centers like Mission Valley and San Diego State University, University Heights remains one of San Diego's most desirable neighborhoods for both renters and homeowners. The area's unique character, combined with its strong sense of community and convenient location, makes it an ideal place to live and invest.



- + **Walkable & Vibrant:** – A central San Diego neighborhood with a Walk Score of 91, offering trendy coffee shops, boutique stores, and diverse dining options.
- + **Prime Location** – Convenient access to Balboa Park, Downtown San Diego, and major employment centers like Mission Valley and San Diego State University.

4471 Louisiana Street

UNIVERSITY HEIGHTS, SAN DIEGO CA 92116

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