

Multifamily Property For Sale

3660 20TH ST

3660 20th St
San Francisco, CA 94133



Presented By:

Cris Lamas

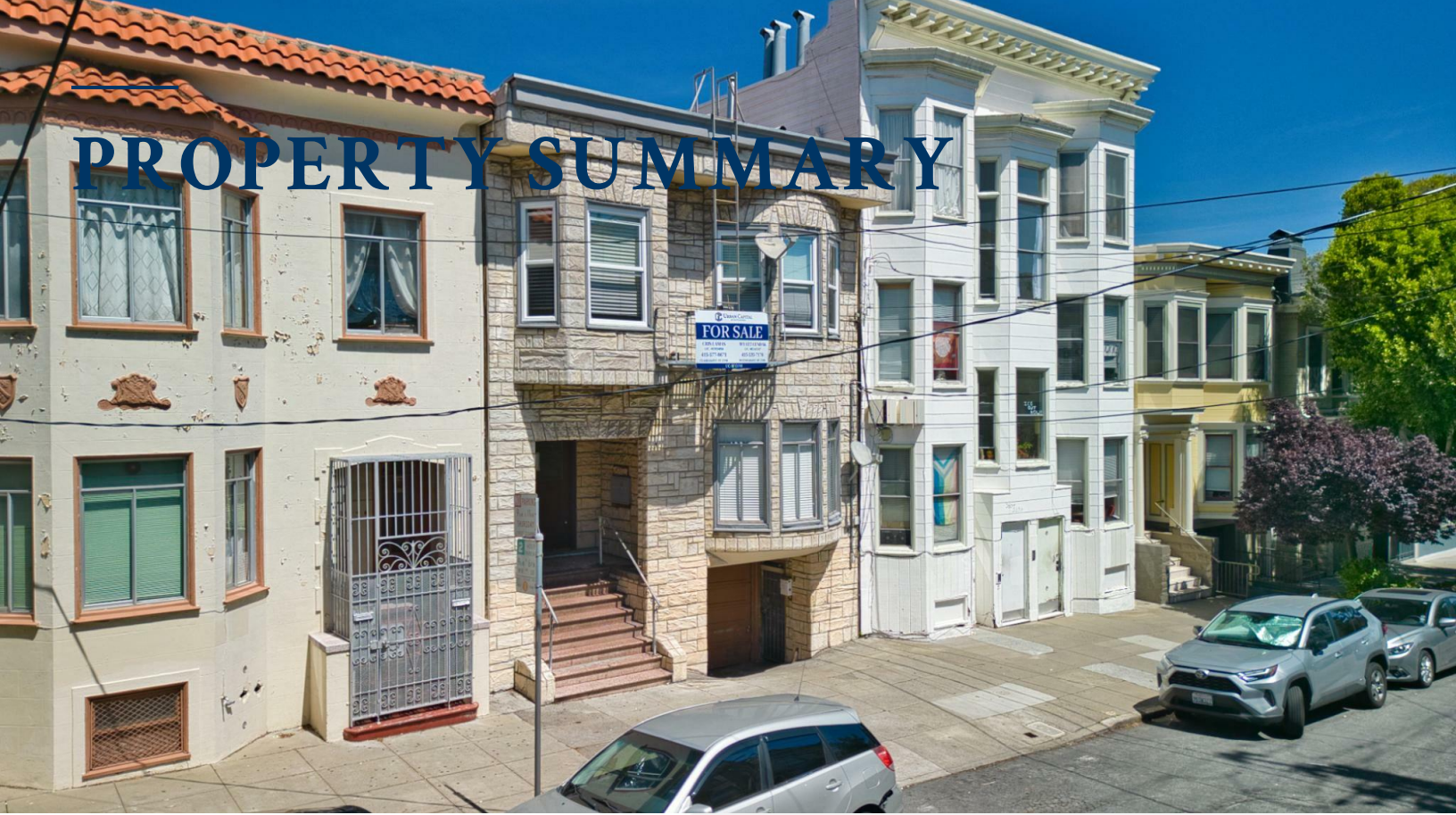
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PROPERTY SUMMARY



PROPERTY DESCRIPTION

Urban Capital of San Francisco is pleased to present 3660 20th Street, a five-unit multifamily investment in the heart of San Francisco's Mission District. Priced at \$1,350,000 – \$270,000 per unit and \$350 per square foot – the asset is currently generating \$7,113 in monthly rental income against an estimated market rent of \$19,000 per month, representing approximately 167% upside to gross scheduled income. On in-place numbers, the property is listed at a 3.40% cap rate and a 15.82 GRM; while these current metrics reflect the significantly below-market rent roll, they also define the scope of the repositioning opportunity and the NOI growth available to a well-capitalized operator willing to execute.

The unit mix consists of (3) two-bedroom units, (2) one-bedroom units, and a non-tenant-occupied garage that provides ancillary income free of tenant protections. Combined with the Mission District's deeply constrained housing supply, sustained demand from the city's accelerating tech and AI employment base, and one of the fastest rent-growth trajectories in the nation, 3660 20th Street offers investors a meaningful value-add opportunity in one of San Francisco's most desirable submarkets.

OFFERING SUMMARY

Sale Price:	\$1,350,000
Number of Units:	5
Lot Size:	2,866 SF
Building Size:	3,862 SF
Price Per SF :	\$350
Price Per Unit :	\$270,000
Gross Income:	\$83,653
NOI:	\$45,882.08
Cap Rate:	3.40%
GRM:	15.82



HIGHLIGHTS

PROPERTY HIGHLIGHTS

- Significant Mark-to-Market Upside – Current rents of \$7,113/mo versus estimated market rents of \$19,000/mo, representing approximately 167% upside to gross scheduled income
- Attractive Entry Basis – Priced at \$270,000 per unit and \$350 per square foot, well below comparable Mission District multifamily pricing
- Strong and Diverse Unit Mix – (3) two-bedroom units, (2) one-bedroom units, including one 2-bedroom + den configuration, averaging 756 SF per unit
- Ancillary Income Stream – 350 SF garage leased to a non-tenant, providing supplemental revenue with no tenant protections attached
- Prime Mission District Location – Steps from Mission Dolores Park and the Valencia Corridor, one of the longest stretches of independent retail in the United States
- Walkable to Neighborhood Institutions – Immediate proximity to Tartine, Bi-Rite, Delfina, Dandelion Chocolate, and a constantly evolving roster of restaurants, cafés, and boutiques
- Exceptional Transit Connectivity – Walking distance to both 16th Street and 24th Street BART stations, with multiple Muni lines and U.S. 101 access nearby
- Irreplaceable San Francisco Submarket – The Mission District is among the most supply-constrained and culturally desirable neighborhoods in the city, supporting long-term pricing power
- Tailwind from Citywide Rent Growth – San Francisco has posted some of the fastest rent growth in the nation over the trailing twelve months, driven by tech and AI employment and a sustained return-to-office environment
- Clear Value-Add Execution Plan – Path to stabilization through organic turnover, targeted unit renovations, and repositioning to market rent
- Boutique Five-Unit Scale – Ideal size profile for private capital, 1031 exchange buyers, and local operators seeking a manageable asset with institutional-quality upside
- Trust Sale Heritage – Property acquired from a trust sale with historically below-market rents, creating the foundation for the current upside opportunity

RENT ROLL

SUITE	UNIT TYPE	SIZE SF	RENT	MARKET RENT	LEASE START
1	2x1	800 SF	\$1,198	\$4,000	N/A
2	1x1	642 SF	\$1,058	\$3,000	N/A
3	1x1	642 SF	\$1,155	\$3,000	N/A
4	2x1 + Den	900 SF	\$1,416	\$4,500	N/A
5	2x1	1,200 SF	\$1,867	\$4,000	N/A
Garage	Garage	350 SF	\$420	\$500	N/A
TOTALS		4,534 SF	\$7,113	\$19,000	
AVERAGES		756 SF	\$1,186	\$3,167	

* This property was originally purchased from a trust sale with very limited documentation, so the original start dates are unknown. Estoppels are still being gathered.

** The parking garage is rented to a non-tenant and is not subject to any tenant rights.

INCOME & EXPENSES

INCOME SUMMARY

Gross Scheduled Income	\$85,360
Vacancy Cost	-\$1,707
GROSS INCOME	\$83,653

EXPENSES SUMMARY

Real Estate Taxes (1.179%)	\$14,721
Special Assessment Tax	\$1,350
Property Insurance (Current Policy)	\$7,080
PG&E	\$1,068
Water & Sewer	\$8,400
Garbage & Recycling	\$2,652
Repairs & Maintenance 500\$ per unit	\$2,500
OPERATING EXPENSES	\$37,771

NET OPERATING INCOME	\$45,882
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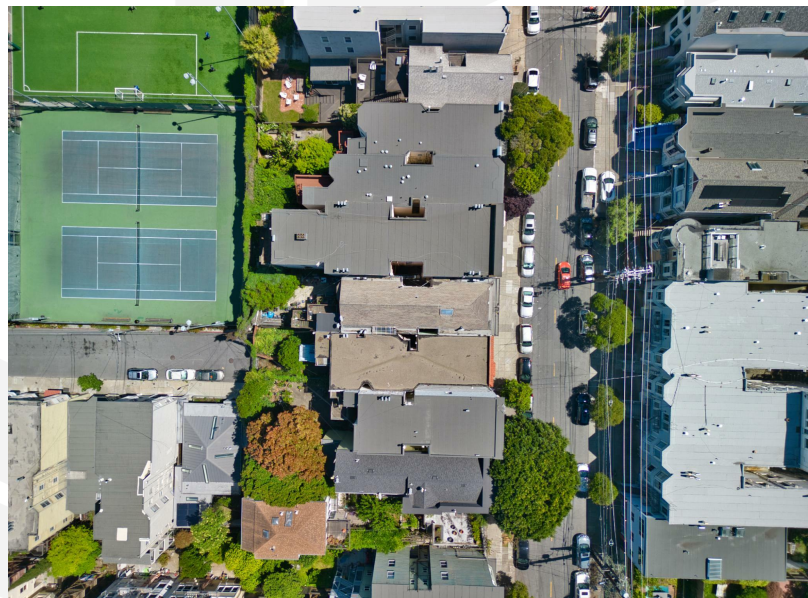
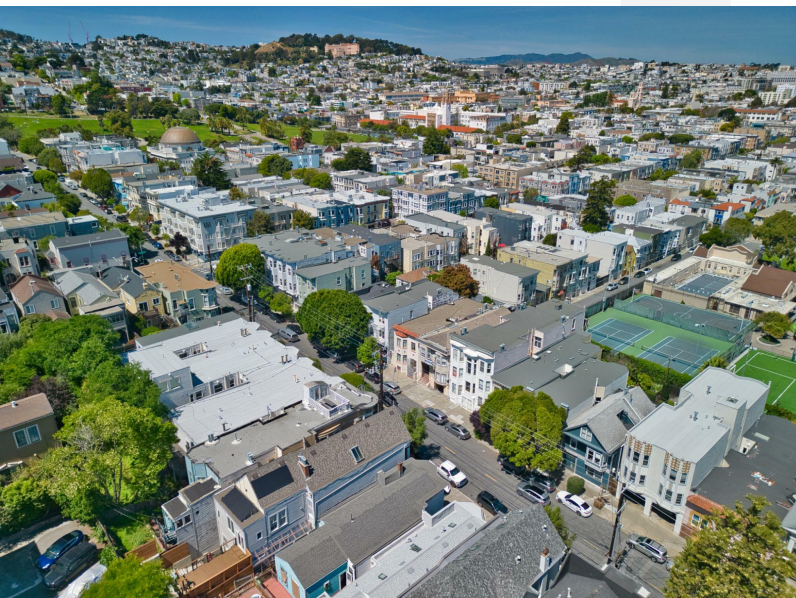
FINANCIAL SUMMARY

INVESTMENT OVERVIEW

Price	\$1,350,000
Price per SF	\$350
Price per Unit	\$270,000
GRM	15.82
CAP Rate	3.40%
Cash-on-Cash Return (yr 1)	3.40%
Total Return (yr 1)	\$45,882

OPERATING DATA

Gross Scheduled Income	\$85,360
Total Scheduled Income	\$85,360
Vacancy Cost	\$1,707
Gross Income	\$83,653
Operating Expenses	\$37,771
Net Operating Income	\$45,882
Pre-Tax Cash Flow	\$45,882



LOCAL RETAILERS



Google

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