

# OFFERING MEMORANDUM

## 4741 POINT LOMA

4741 POINT LOMA AVENUE  
SAN DIEGO, CA 92107



# OFFERING MEMORANDUM

### AJGCRE & RESIMERCIAL RE

4741 Point Loma Ave 101  
San Diego, CA 92107



### PRESENTED BY:

#### AJ GEORGE

Broker/ Rainmaker  
office: (858) 598-3589  
cell: (310) 913-7913  
commercial@ajgcre.com  
01353648, CA

#### MATT SCHUBA

Associate  
office: (858) 598-3589  
matt@ajgcre.com  
02246498

The calculations and data presented are deemed to be accurate, but not guaranteed. They are intended for the purpose of illustrative projections and analysis. The information provided is not intended to replace or serve as substitute for any legal, accounting, investment, real estate, tax or other professional advice, consultation or service. The user of this software should consult with a professional in the respective legal, accounting, tax or other professional area before making any decisions.

# TABLE OF CONTENTS

## AJ GEORGE

BROKER/ RAINMAKER

O: (858) 598-3589

C: (310) 913-7913

commercial@ajgcre.com

01353648, CA

## MATT SCHUBA

ASSOCIATE

O: (858) 598-3589

matt@ajgcre.com

02246498

## *Property Description*

### *Property Photos*

Property Information 6

Property Photos 12

## *Recent Sale & Comparables*

Floor Plan 201 17

Floor Plan 101 18

Floor Plan 102 19

GLA / RBA 201 20

Tenant Mix Report 21

## *Location*

Location Maps 23

Aerial Map 24

Demographics 25

## *About Us*

Professional Bio 27

## *Opinion of Value*

Custom Page 1 29

BOV Comps 30

BOV 34

BOV 2 35

Broker Opinion of Value 36

Lease Information 39

Recent Transactions 40

Disclaimer 41



# Property Description

PROPERTY DESCRIPTION



# PROPERTY DESCRIPTION

2109 Newton Ave  
2109 Newton Avenue | San Diego, CA 92113



## Prime Ocean Beach Mixed-Use Asset | Steps to Sunset

Commercially zoned with heavy foot traffic; units can be utilized for retail/ office, residential and mixed use. Two level 4 bed/2 bath upstairs units in a stand alone building, currently being used as residential units. Downstairs has office/ retail space with a full kitchen and hybrid space in the back. The building is just 1/2 a block from the sunset cliffs beaches. Located within the Sunset Cliffs neighborhood or Point Loma and Ocean beach neighborhood. Superb location quickly growing with new restaurants, coffee shops, fitness clubs and office buildings. Upper unit enjoys ocean views and a private deck. Both units are completed with granite counters, tile & hardwood floors. The zoning is CC-2-4. Parking on site. Perfect for owner, user, SBA loan, 2-4 residential financing and / or expansion for your perfect work/live property.



# Property Photos

PROPERTY INFORMATION  
PROPERTY PHOTOS



# 4741 Point Loma Ave For Lease / Sale

Mixed-Use Property | Flexible Lease  
Options | Point Loma, San Diego

# Property Highlights

- - Mixed-use building in Point Loma
- - Built 2016, excellent condition
- - Flexible leasing options (individual suites or entire building)
- - Dedicated parking
- - Prime location near retail, dining, and beach access

## Space Breakdown

- Suite 101 (Front Retail/Office): 613 SF plus almost of 263 Storage Breezeway
- Rear Suite (Downstairs Extension): 750 SF
- Entire Downstairs: 1,626 SF
- Suite 201 (Upstairs Residential / Live-Work): 1750 SF
- Whole Building: 3,376 SF

# Lease Pricing Options

- Suite 101 (876 SF): \$3,109/mo (\$3.55/sf incl. NNN)
- Rear Suite (750 SF): \$3,375/mo (\$4.50/sf incl. NNN)
- Entire Downstairs (1626 SF): \$6,500/mo (\$4.00/sf incl. NNN)
- Suite 201 (1,750 SF) 4 Bedroom 2 Bathroom: \$6,000/mo (Flat Gross) or \$6500 Furnished
- Whole Building (3,376 SF): \$13,500/mo

## Location & Area Highlights

- - Located in Point Loma, San Diego
- - Walkable neighborhood with strong demographics
- - Close to Sunset Cliffs, beaches, and retail corridors
- - Excellent visibility and signage opportunities
- ADA Compliant

# Contact Information

- AJ George
- AJGCRE Inc.
- [aj@AJGCRE.com](mailto:aj@AJGCRE.com) | (858) 598-598-3589
- [www.ajgcre.com](http://www.ajgcre.com)

# PROPERTY PHOTOS

4741 Point Loma

4741 Point Loma Avenue | San Diego, CA 92107



# PROPERTY PHOTOS

4741 Point Loma

4741 Point Loma Avenue | San Diego, CA 92107



# PROPERTY PHOTOS

4741 Point Loma

4741 Point Loma Avenue | San Diego, CA 92107



# PROPERTY PHOTOS

4741 Point Loma

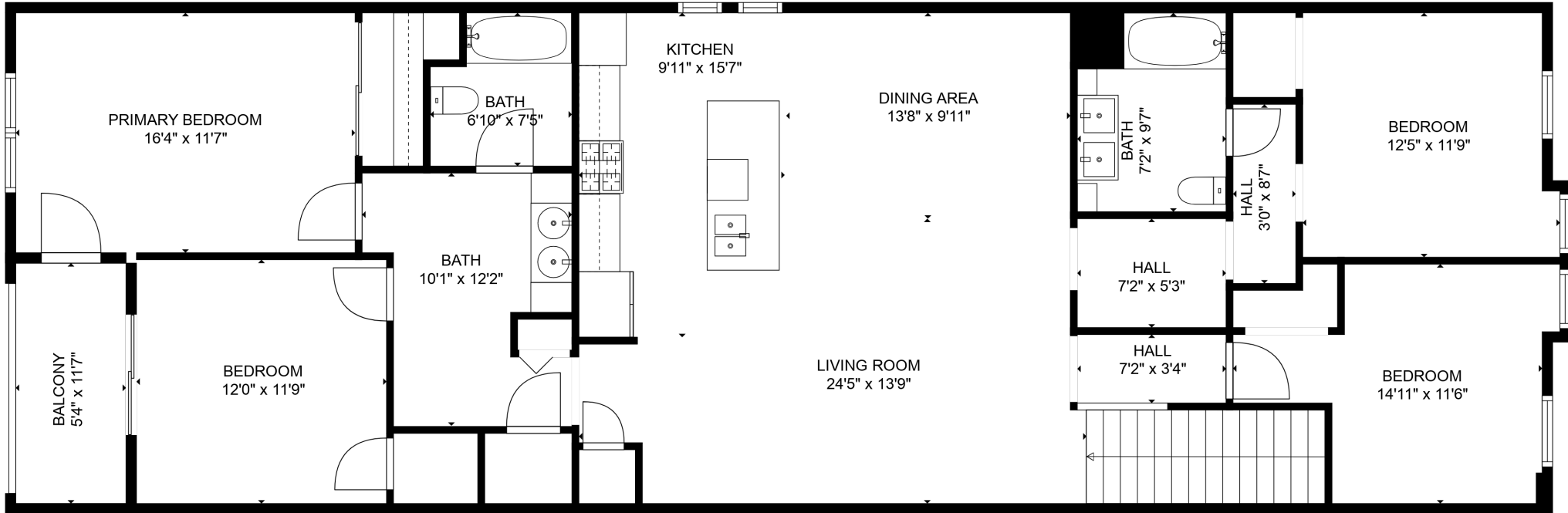
4741 Point Loma Avenue | San Diego, CA 92107



# Recent Sale & Comparables

FLOOR PLAN 201  
FLOOR PLAN 101  
FLOOR PLAN 102  
GLA / RBA 201  
TENANT MIX REPORT



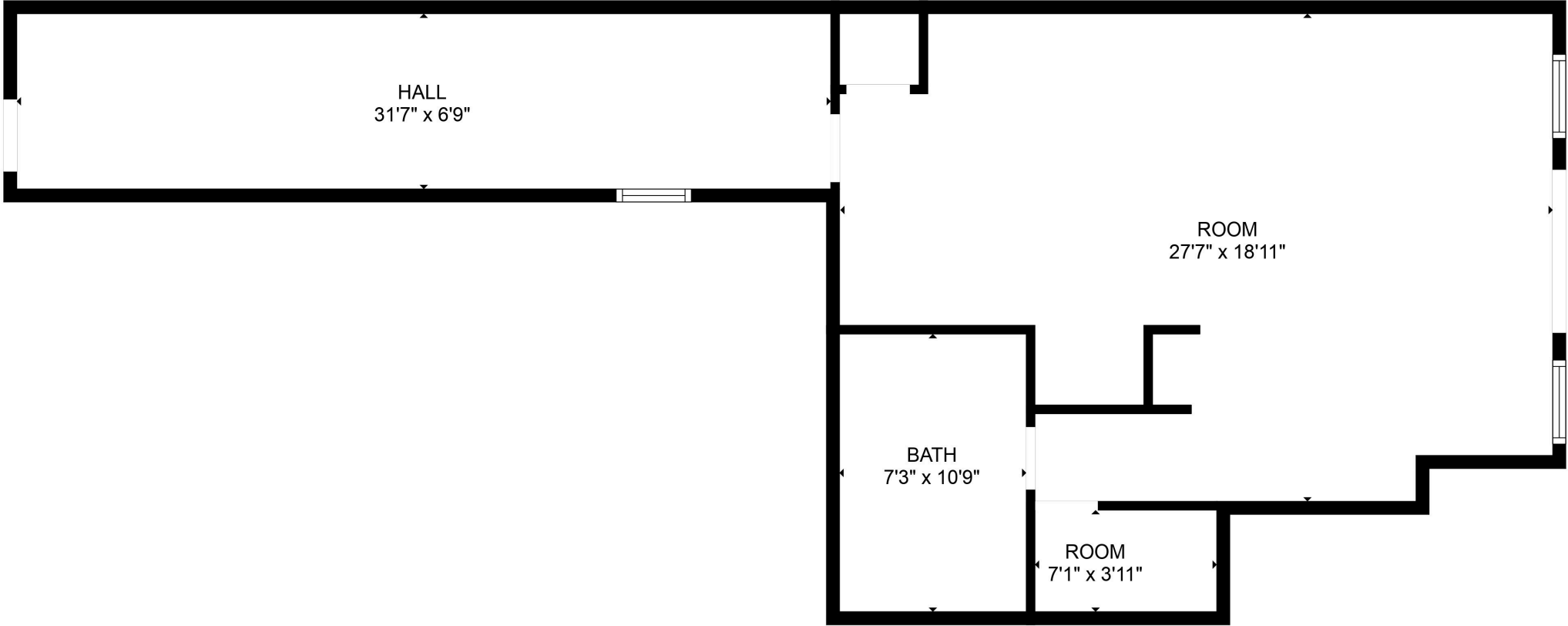


**TOTAL: 1005 sq. ft**

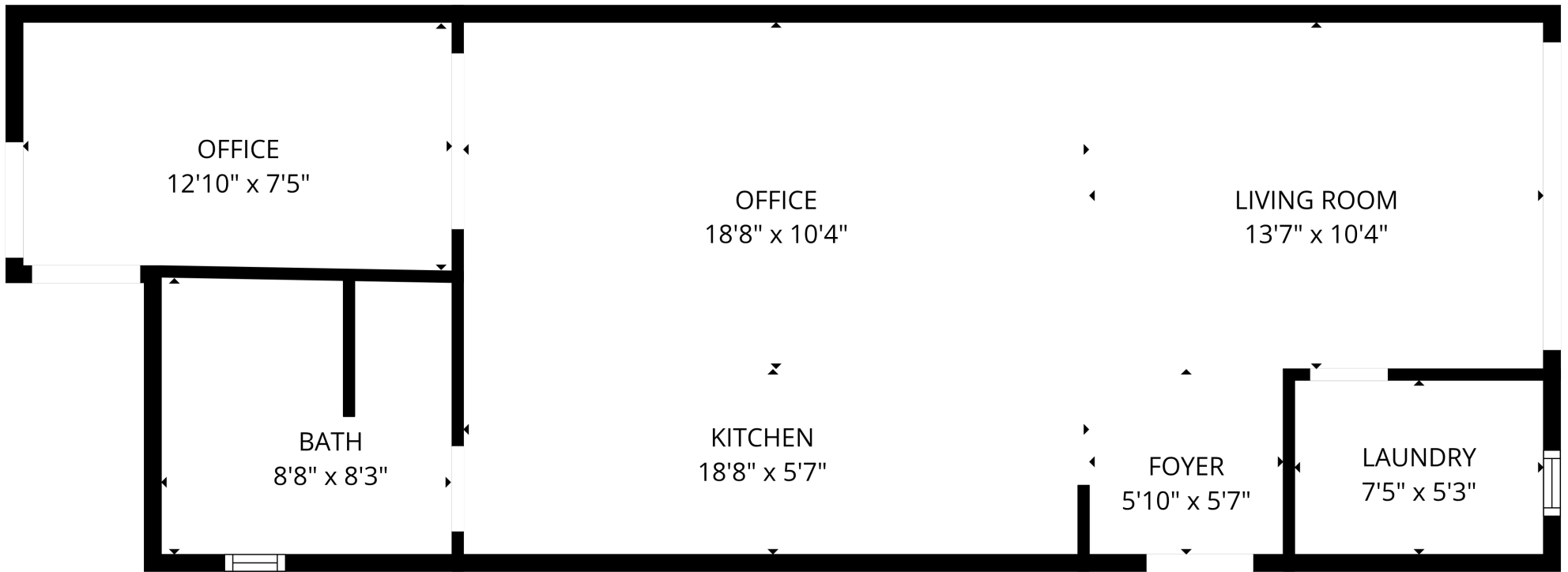
FLOOR 1: 1005 sq. ft

EXCLUDED AREAS: BEDROOM: 429 sq. ft, PRIMARY BEDROOM: 189 sq. ft, UNDEFINED: 25 sq. ft,  
HALL: 26 sq. ft, BALCONY: 62 sq. ft

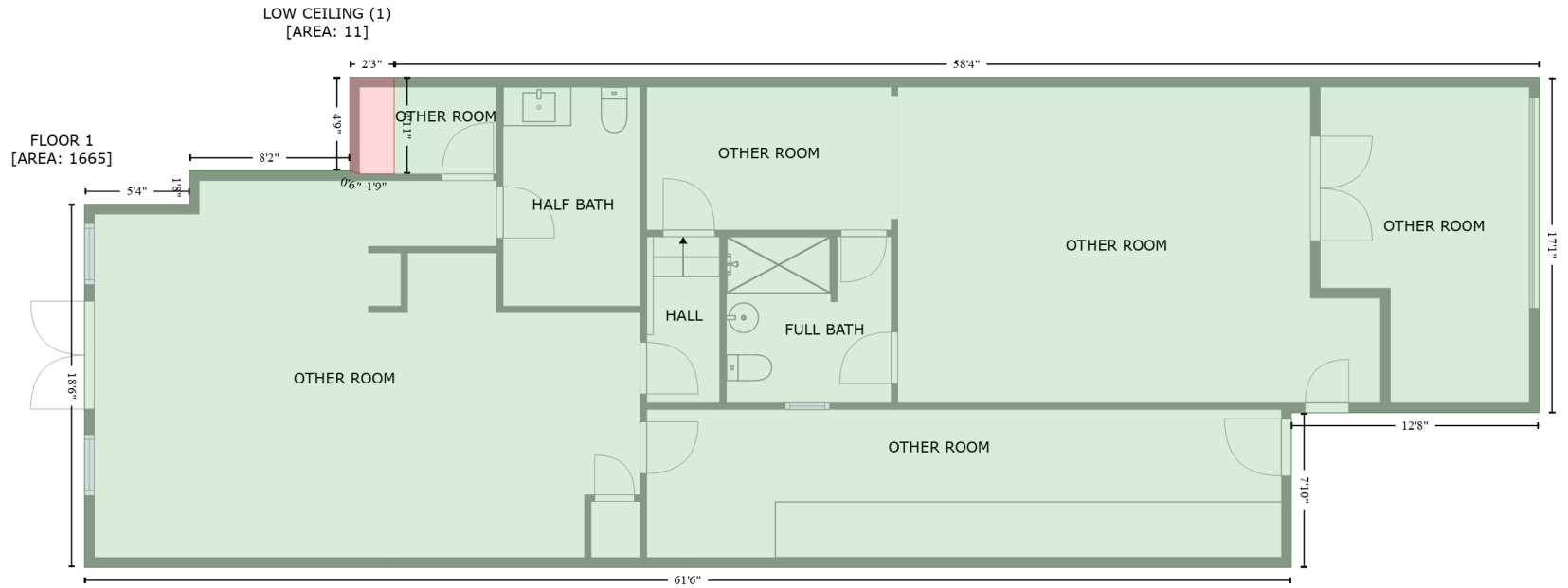
FLOOR PLAN CREATED BY CUBICASA APP. MEASUREMENTS DEEMED HIGHLY RELIABLE BUT NOT GUARANTEED.



**Total GLA: 613 sq. ft | Total: 876 sq. ft**  
Floor 1: 613 sq. ft (Excluded areas 263 sq. ft)



**Total GLA: 750 sq. ft | Total: 750 sq. ft**  
1st floor: 750 sq. ft

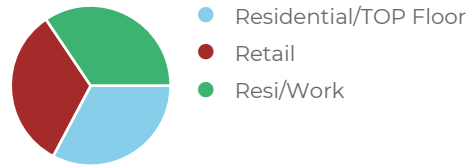


# TENANT MIX REPORT

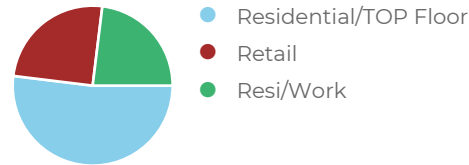
4741 Point Loma  
 4741 Point Loma Avenue | San Diego, CA 92107

Suite	Tenants	Approx. SF	Avg. Rents	Monthly	Mkt Rents	Monthly
201	Residential/TOP Floor	1,750	\$6,000	\$6,000	\$5,800	\$5,800
101	Retail	865	\$3,460	\$3,460	\$4,325,000	\$4,325,000
101B/102	Resi/Work	750	\$3,000	\$3,000	\$3,000	\$3,000
<b>3</b>		<b>3,365</b>		<b>\$12,460</b>		<b>\$4,333,800</b>

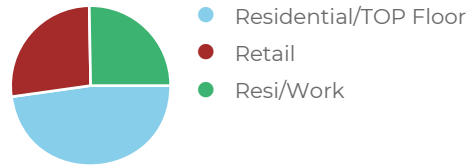
TENANT MIX



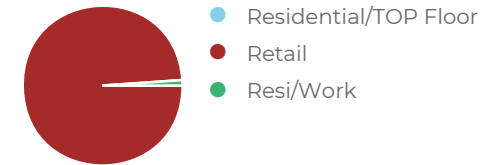
TENANT MIX SQUARE FEET



TENANT MIX INCOME



TENANT MIX MARKET INCOME



# Location

LOCATION MAPS

AERIAL MAP

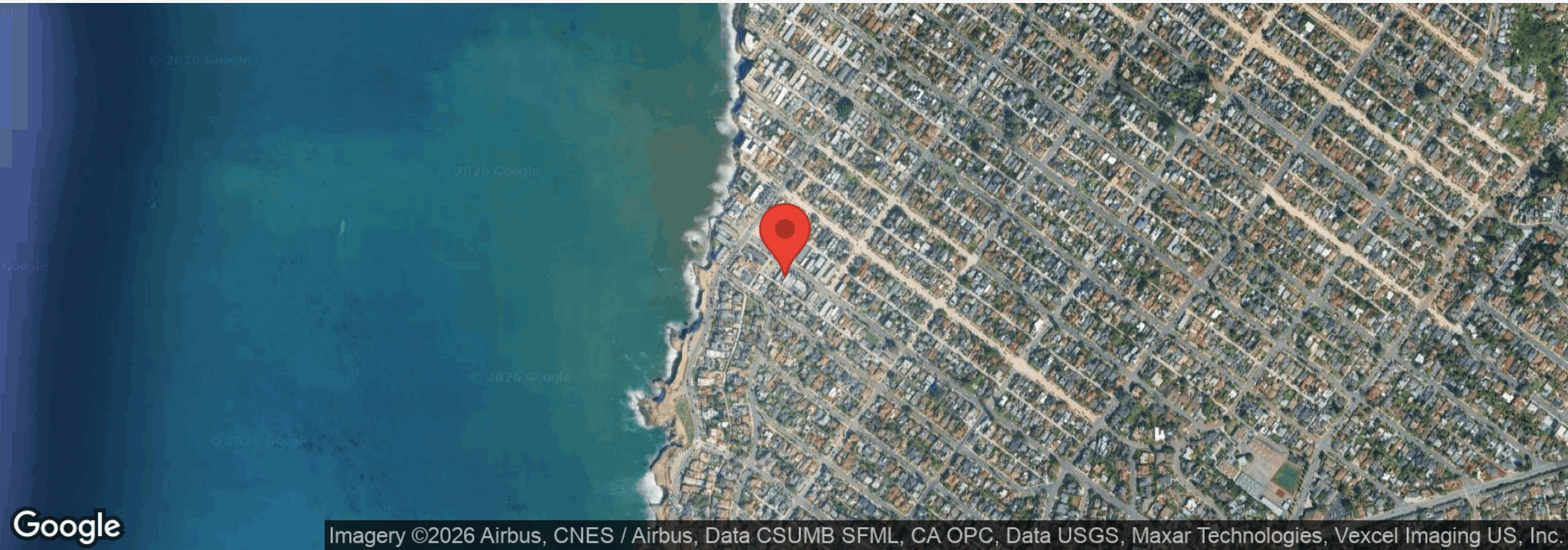
DEMOGRAPHICS



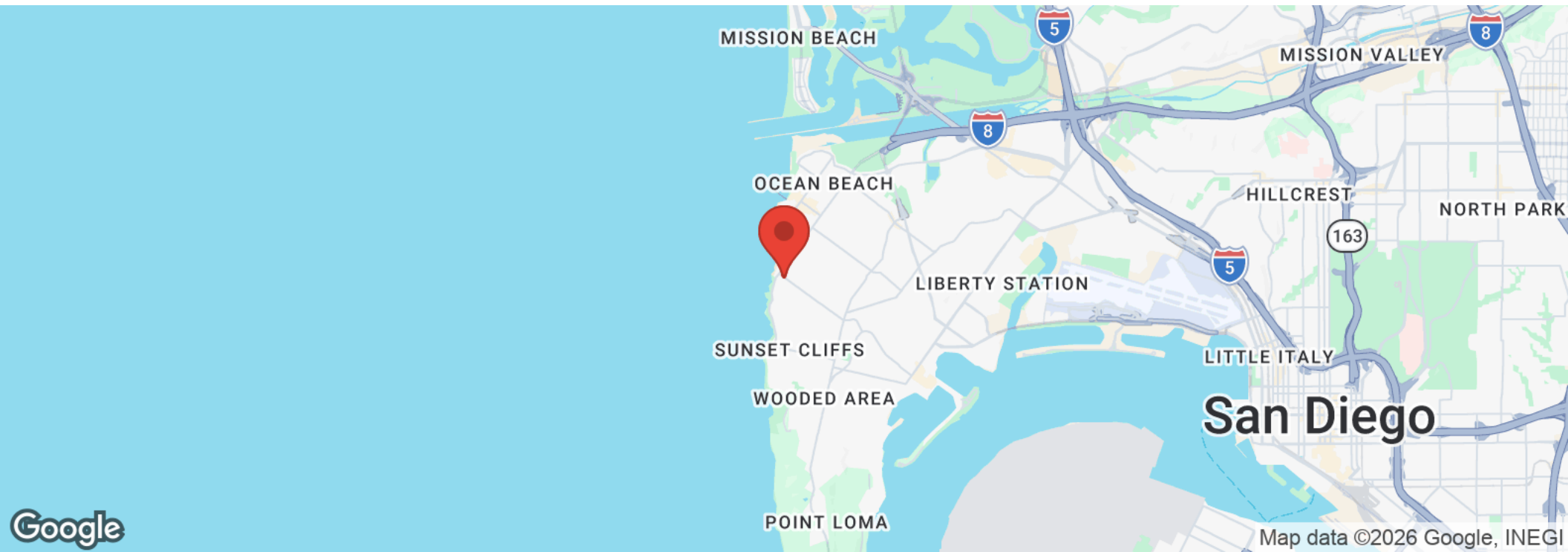
# LOCATION MAPS

4741 Point Loma

4741 Point Loma Avenue | San Diego, CA 92107



Imagery ©2026 Airbus, CNES / Airbus, Data CSUMB SFML, CA OPC, Data USGS, Maxar Technologies, Vexcel Imaging US, Inc.

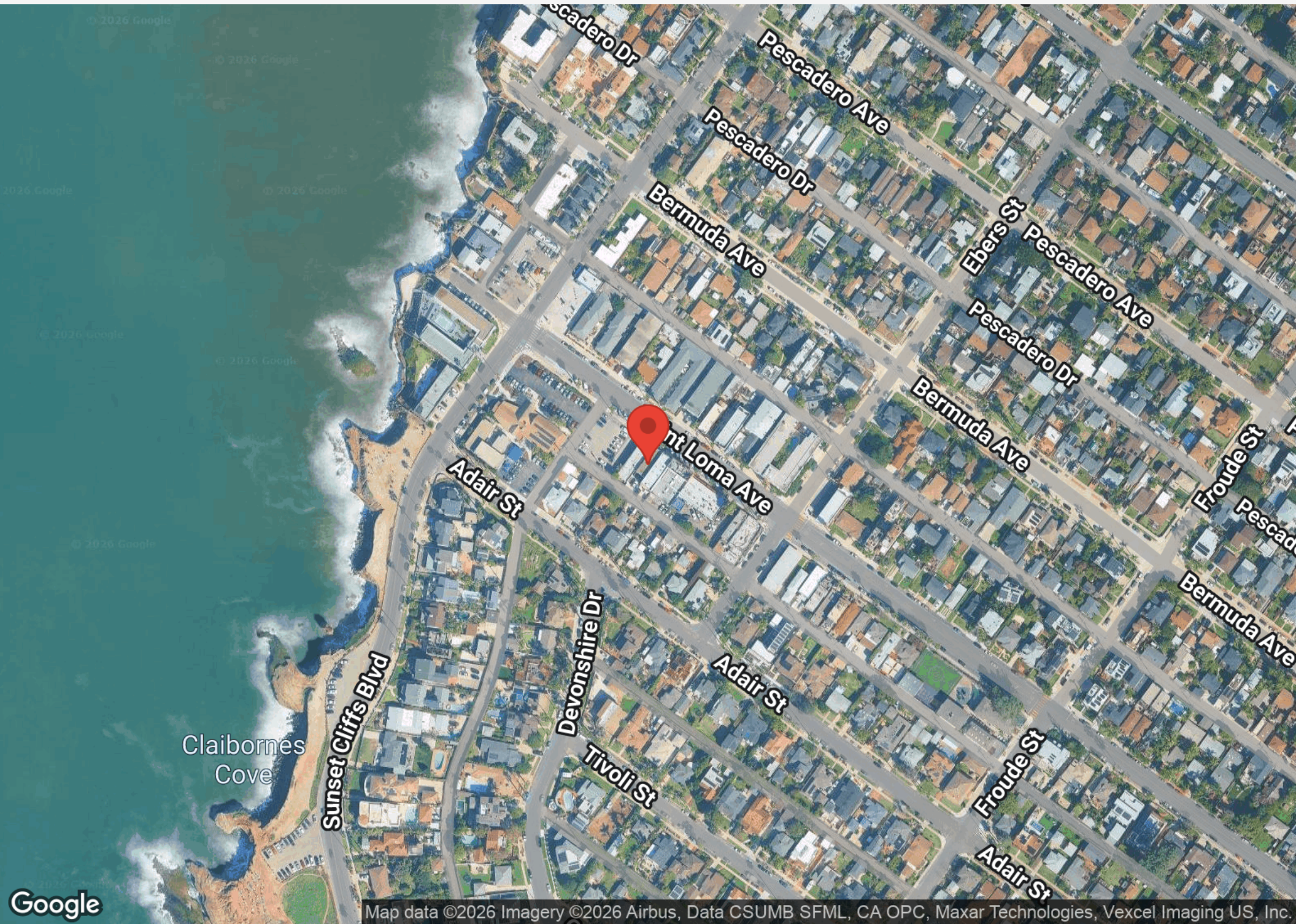


Map data ©2026 Google, INEGI

# AERIAL MAP

4741 Point Loma

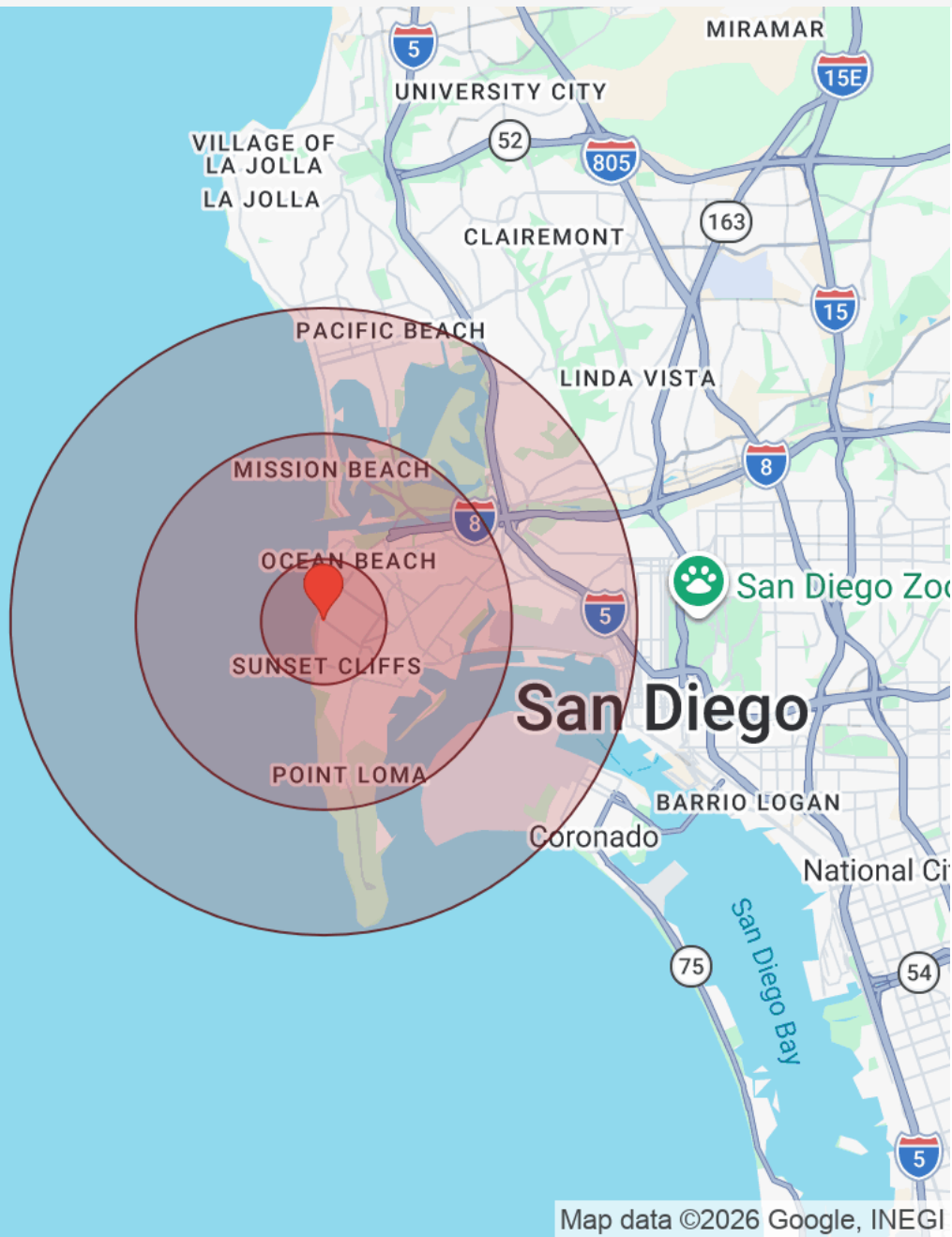
4741 Point Loma Avenue | San Diego, CA 92107



# DEMOGRAPHICS

4741 Point Loma

4741 Point Loma Avenue | San Diego, CA 92107



Population	1 Mile	3 Miles	5 Miles
Male	7,977	33,306	79,876
Female	6,954	29,962	63,262
Total Population	14,931	63,268	143,138

Housing	1 Mile	3 Miles	5 Miles
Total Units	7,506	30,417	68,441
Occupied	6,880	27,657	62,055
Owner Occupied	2,846	11,067	23,108
Renter Occupied	4,034	16,590	38,947
Vacant	626	2,760	6,386

Age	1 Mile	3 Miles	5 Miles
Ages 0 - 14	1,834	9,264	16,877
Ages 15 - 24	1,532	7,342	22,374
Ages 25 - 54	6,920	28,690	66,834
Ages 55 - 64	1,742	6,716	13,903
Ages 65+	2,903	11,258	23,152

Income	1 Mile	3 Miles	5 Miles
Median	\$122,697	\$116,425	\$119,193
Under \$15k	269	1,655	3,881
\$15k - \$25k	93	611	1,756
\$25k - \$35k	249	1,153	2,308
\$35k - \$50k	443	1,938	3,754
\$50k - \$75k	751	3,099	6,502
\$75k - \$100k	807	3,284	7,364
\$100k - \$150k	1,481	5,537	12,530
\$150k - \$200k	848	3,515	8,785
Over \$200k	1,938	6,865	15,173

Map data ©2026 Google, INEGI

Distance: ● 1 Mile ● 3 Miles ● 5 Miles



# About Us

PROFESSIONAL BIO



## PROFESSIONAL BIO

2109 Newton Ave  
2109 Newton Avenue | San Diego, CA 92113



### AJ GEORGE

Broker/ Rainmaker  
O: (858) 598-3589  
C: (310) 913-7913  
commercial@ajgcre.com  
01353648, CA

AJGCRE & Resimercial RE  
4741 Point Loma Ave 101 San Diego, CA 92107

---

Matt Schuba  
Associate  
M: 858-598-3003  
Matt@ajgcre.com  
02246498, CA

Matt is a San Diego-based commercial real estate professional with a background in finance and real estate development. Originally from Colorado, he brings a relationship-focused, results-driven approach backed by strong market knowledge and financial expertise.

At AJGCRE, Matt specializes in retail, mixed-use, land, and multifamily deals across San Diego, guiding clients through market research, underwriting, valuation, negotiation, and closing. Matt completed his Bachelor's in Finance with a Real Estate Development minor from the University of Arizona, where he also tutored Commercial Real Estate Finance.

Outside work, Matt enjoys skiing, hiking, golfing, running, personal finance, and spending as much time as possible outdoors.

# Opinion of Value

CUSTOM PAGE 1

BOV COMPS

BOV

BOV 2

BROKER OPINION OF VALUE

LEASE INFORMATION

RECENT TRANSACTIONS

DISCLAIMER





# Sale Comps Map & List Report

Sale Comparables

**9**

Avg. Cap Rate

**4.4%**

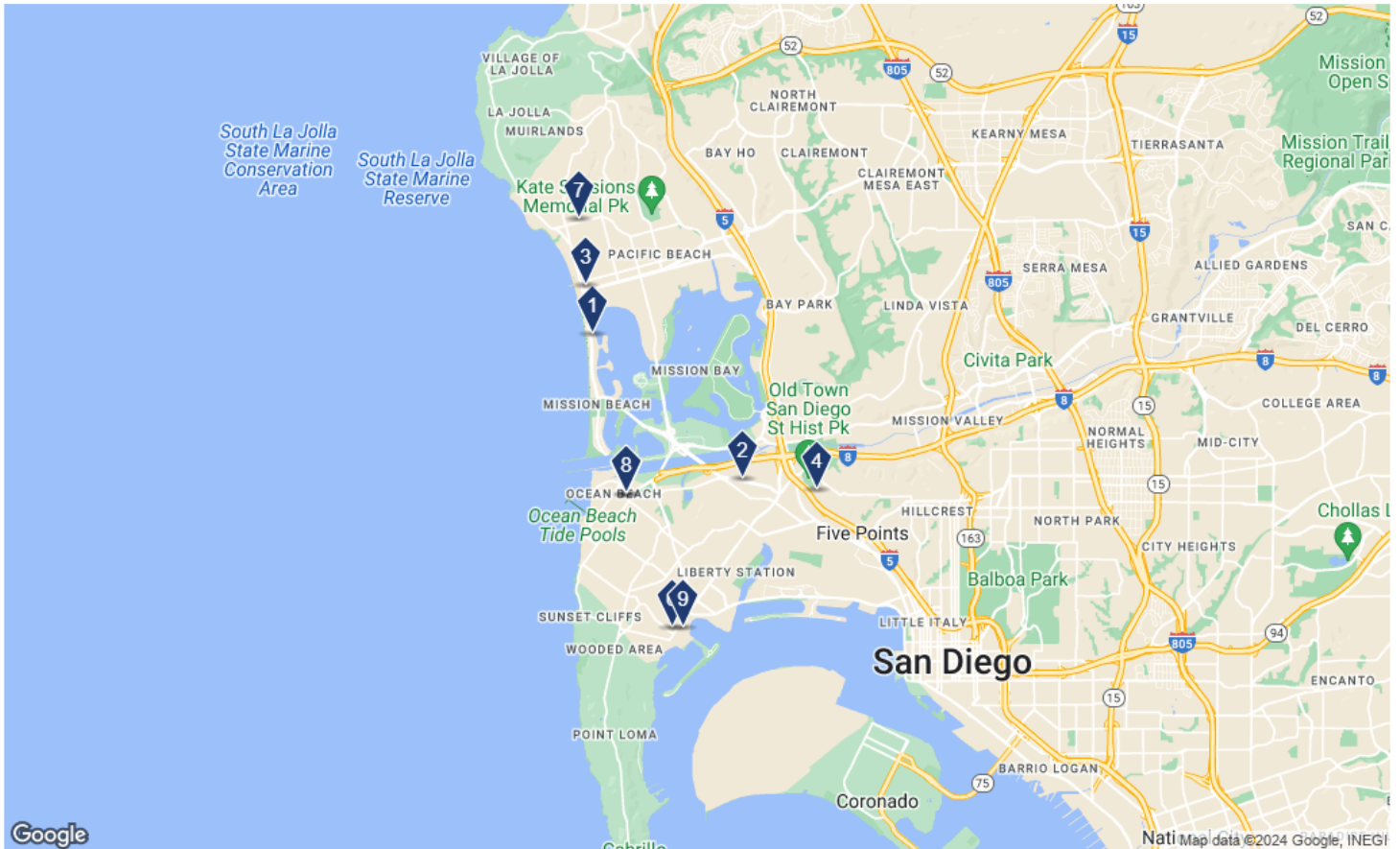
Avg. Price/SF

**\$629**

Avg. Vacancy At Sale

**-**

## SALE COMPARABLES LOCATIONS






























## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$650,500	\$2,157,833	\$2,400,000	\$3,785,000
Price Per SF	\$484	\$629	\$625	\$884
Cap Rate	3.5%	4.4%	3.9%	5.7%
Time Since Sale in Months	0.0	4.3	5.0	9.0
Property Attributes	Low	Average	Median	High
Building SF	1,344 SF	3,429 SF	3,800 SF	4,920 SF
Floors	1	1	1	2
Typical Floor	1,344 SF	2,752 SF	2,460 SF	4,800 SF
Vacancy Rate at Sale	-	-	-	-
Year Built	1945	1970	1973	1987
Star Rating	★★★★★	★★★★★ 2.2	★★★★★ 2.0	★★★★★



# Sale Comps Map & List Report

		Property				Sale			
Property Name - Address	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/SF	Cap Rate	
 <a href="#">3795 Mission Blvd</a>  San Diego, CA 92109	Storefront Retail/Residential 	1985	4,284 SF	-	6/2/2024	\$3,785,000	\$884/SF	5.7%	
 <a href="#">3655 Sports Arena...</a>  San Diego, CA 92110	Auto Repair 	1968	4,800 SF	-	5/29/2024	\$3,000,000	\$625/SF	-	
 <a href="#">Drive Thru Restaurant</a>  822 Grand Ave San Diego, CA 92109	Fast Food 	1975	1,344 SF	-	5/6/2024	\$650,500	\$484/SF	-	
 <a href="#">3935 Harney St</a>  San Diego, CA 92110	Office 	1987	4,920 SF	-	4/1/2024	\$2,400,000	\$488/SF	-	
 <a href="#">4843 Voltaire St</a>  San Diego, CA 92107	Office/Residential 	1973	3,800 SF	-	1/26/2024	\$2,700,000	\$711/SF	3.5%	
 <a href="#">Canon Street Com...</a>  3026-3030 Canon St San Diego, CA 92106	Storefront Retail/Residential 	1960	2,989 SF	-	12/7/2023	\$1,550,000	\$519/SF	3.9%	
 <a href="#">959-961 Turquoise St</a>  San Diego, CA 92109	Storefront 	1960	2,873 SF	-	10/25/2023	\$1,470,000	\$512/SF	-	
 <a href="#">4852 Voltaire St</a>  San Diego, CA 92107	Storefront 	1945	1,350 SF	-	10/12/2023	\$865,000	\$641/SF	-	
 <a href="#">2830 Shelter Island Dr</a>  San Diego, CA 92106	Freestanding 	1978	4,500 SF	-	9/7/2023	\$3,000,000	\$667/SF	-	



<b>1 3795 Mission Blvd</b> <span style="float: right;"><b>SOLD</b></span>			
<table border="0"> <tr> <td style="vertical-align: top;"> <p>San Diego, CA 92109</p> <p>Sale Date Jun 2, 2024</p> <p>Sale Price \$3,785,000</p> <p>Price/SF \$883.52</p> <p>Actual Cap Rate 5.70%</p> <p>Parcels 423-579-13</p> <p>Comp ID 6744510</p> <p>Comp Status Research Complete</p> </td> <td style="vertical-align: top;"> <p>San Diego</p> <p>Type 2 Star Retail Storefront Re-tail/Residential</p> <p>Year Built 1985</p> <p>GLA 4,284 SF</p> <p>Land Acres 0.06 AC</p> <p>Land SF 2,614 SF</p> <p>Zoning C</p> <p>Sale Condition 1031 Exchange</p> </td> <td style="vertical-align: top;">  </td> </tr> </table>	<p>San Diego, CA 92109</p> <p>Sale Date Jun 2, 2024</p> <p>Sale Price \$3,785,000</p> <p>Price/SF \$883.52</p> <p>Actual Cap Rate 5.70%</p> <p>Parcels 423-579-13</p> <p>Comp ID 6744510</p> <p>Comp Status Research Complete</p>	<p>San Diego</p> <p>Type 2 Star Retail Storefront Re-tail/Residential</p> <p>Year Built 1985</p> <p>GLA 4,284 SF</p> <p>Land Acres 0.06 AC</p> <p>Land SF 2,614 SF</p> <p>Zoning C</p> <p>Sale Condition 1031 Exchange</p>	
<p>San Diego, CA 92109</p> <p>Sale Date Jun 2, 2024</p> <p>Sale Price \$3,785,000</p> <p>Price/SF \$883.52</p> <p>Actual Cap Rate 5.70%</p> <p>Parcels 423-579-13</p> <p>Comp ID 6744510</p> <p>Comp Status Research Complete</p>	<p>San Diego</p> <p>Type 2 Star Retail Storefront Re-tail/Residential</p> <p>Year Built 1985</p> <p>GLA 4,284 SF</p> <p>Land Acres 0.06 AC</p> <p>Land SF 2,614 SF</p> <p>Zoning C</p> <p>Sale Condition 1031 Exchange</p>		
<b>2 3655 Sports Arena Blvd</b> <span style="float: right;"><b>SOLD</b></span>			
<table border="0"> <tr> <td style="vertical-align: top;"> <p>San Diego, CA 92110</p> <p>Sale Date May 29, 2024</p> <p>Sale Price \$3,000,000</p> <p>Price/SF \$625.00</p> <p>Parcels 441-270-30, 441-270-37</p> <p>Comp ID 6742466</p> <p>Comp Status Research Complete</p> </td> <td style="vertical-align: top;"> <p>San Diego</p> <p>Type 3 Star Retail Auto Repair</p> <p>Year Built 1968; Renov 2000</p> <p>GLA 4,800 SF</p> <p>Land Acres 1.02 AC</p> <p>Land SF 44,431 SF</p> <p>Zoning C1, San Diego</p> </td> <td style="vertical-align: top;">  </td> </tr> </table>	<p>San Diego, CA 92110</p> <p>Sale Date May 29, 2024</p> <p>Sale Price \$3,000,000</p> <p>Price/SF \$625.00</p> <p>Parcels 441-270-30, 441-270-37</p> <p>Comp ID 6742466</p> <p>Comp Status Research Complete</p>	<p>San Diego</p> <p>Type 3 Star Retail Auto Repair</p> <p>Year Built 1968; Renov 2000</p> <p>GLA 4,800 SF</p> <p>Land Acres 1.02 AC</p> <p>Land SF 44,431 SF</p> <p>Zoning C1, San Diego</p>	
<p>San Diego, CA 92110</p> <p>Sale Date May 29, 2024</p> <p>Sale Price \$3,000,000</p> <p>Price/SF \$625.00</p> <p>Parcels 441-270-30, 441-270-37</p> <p>Comp ID 6742466</p> <p>Comp Status Research Complete</p>	<p>San Diego</p> <p>Type 3 Star Retail Auto Repair</p> <p>Year Built 1968; Renov 2000</p> <p>GLA 4,800 SF</p> <p>Land Acres 1.02 AC</p> <p>Land SF 44,431 SF</p> <p>Zoning C1, San Diego</p>		
<b>3 822 Grand Ave - Drive Thru Restaurant</b> <span style="float: right;"><b>SOLD</b></span>			
<table border="0"> <tr> <td style="vertical-align: top;"> <p>San Diego, CA 92109</p> <p>Sale Date May 6, 2024</p> <p>Sale Price \$650,500</p> <p>Price/SF \$484.00</p> <p>Parcels 423-043-16</p> <p>Comp ID 6722249</p> <p>Comp Status Public Record</p> </td> <td style="vertical-align: top;"> <p>San Diego</p> <p>Type 2 Star Retail Fast Food</p> <p>Year Built 1975</p> <p>GLA 1,344 SF</p> <p>Land Acres 0.22 AC</p> <p>Land SF 9,583 SF</p> <p>Zoning Commercial</p> </td> <td style="vertical-align: top;">  </td> </tr> </table>	<p>San Diego, CA 92109</p> <p>Sale Date May 6, 2024</p> <p>Sale Price \$650,500</p> <p>Price/SF \$484.00</p> <p>Parcels 423-043-16</p> <p>Comp ID 6722249</p> <p>Comp Status Public Record</p>	<p>San Diego</p> <p>Type 2 Star Retail Fast Food</p> <p>Year Built 1975</p> <p>GLA 1,344 SF</p> <p>Land Acres 0.22 AC</p> <p>Land SF 9,583 SF</p> <p>Zoning Commercial</p>	
<p>San Diego, CA 92109</p> <p>Sale Date May 6, 2024</p> <p>Sale Price \$650,500</p> <p>Price/SF \$484.00</p> <p>Parcels 423-043-16</p> <p>Comp ID 6722249</p> <p>Comp Status Public Record</p>	<p>San Diego</p> <p>Type 2 Star Retail Fast Food</p> <p>Year Built 1975</p> <p>GLA 1,344 SF</p> <p>Land Acres 0.22 AC</p> <p>Land SF 9,583 SF</p> <p>Zoning Commercial</p>		
<b>4 3935 Harney St</b> <span style="float: right;"><b>SOLD</b></span>			
<table border="0"> <tr> <td style="vertical-align: top;"> <p>San Diego, CA 92110</p> <p>Sale Date Apr 1, 2024</p> <p>Sale Price \$2,400,000</p> <p>Price/SF \$487.80</p> <p>Parcels 443-721-01</p> <p>Comp ID 6696754</p> <p>Comp Status Research Complete</p> </td> <td style="vertical-align: top;"> <p>San Diego</p> <p>Type 3 Star Office</p> <p>Year Built 1987</p> <p>RBA 4,920 SF</p> <p>Land Acres 0.17 AC</p> <p>Land SF 7,501 SF</p> <p>Zoning C</p> </td> <td style="vertical-align: top;">  </td> </tr> </table>	<p>San Diego, CA 92110</p> <p>Sale Date Apr 1, 2024</p> <p>Sale Price \$2,400,000</p> <p>Price/SF \$487.80</p> <p>Parcels 443-721-01</p> <p>Comp ID 6696754</p> <p>Comp Status Research Complete</p>	<p>San Diego</p> <p>Type 3 Star Office</p> <p>Year Built 1987</p> <p>RBA 4,920 SF</p> <p>Land Acres 0.17 AC</p> <p>Land SF 7,501 SF</p> <p>Zoning C</p>	
<p>San Diego, CA 92110</p> <p>Sale Date Apr 1, 2024</p> <p>Sale Price \$2,400,000</p> <p>Price/SF \$487.80</p> <p>Parcels 443-721-01</p> <p>Comp ID 6696754</p> <p>Comp Status Research Complete</p>	<p>San Diego</p> <p>Type 3 Star Office</p> <p>Year Built 1987</p> <p>RBA 4,920 SF</p> <p>Land Acres 0.17 AC</p> <p>Land SF 7,501 SF</p> <p>Zoning C</p>		
<b>5 4843 Voltaire St</b> <span style="float: right;"><b>SOLD</b></span>			
<table border="0"> <tr> <td style="vertical-align: top;"> <p>San Diego, CA 92107</p> <p>Sale Date Jan 26, 2024</p> <p>Sale Price \$2,700,000</p> <p>Price/SF \$710.53</p> <p>Actual Cap Rate 3.52%</p> <p>Parcels 448-333-18</p> <p>Comp ID 6642532</p> <p>Comp Status Research Complete</p> </td> <td style="vertical-align: top;"> <p>San Diego</p> <p>Type 2 Star Office</p> <p>Year Built 1973</p> <p>RBA 3,800 SF</p> <p>Land Acres 0.11 AC</p> <p>Land SF 4,792 SF</p> <p>Zoning 6</p> </td> <td style="vertical-align: top;">  </td> </tr> </table>	<p>San Diego, CA 92107</p> <p>Sale Date Jan 26, 2024</p> <p>Sale Price \$2,700,000</p> <p>Price/SF \$710.53</p> <p>Actual Cap Rate 3.52%</p> <p>Parcels 448-333-18</p> <p>Comp ID 6642532</p> <p>Comp Status Research Complete</p>	<p>San Diego</p> <p>Type 2 Star Office</p> <p>Year Built 1973</p> <p>RBA 3,800 SF</p> <p>Land Acres 0.11 AC</p> <p>Land SF 4,792 SF</p> <p>Zoning 6</p>	
<p>San Diego, CA 92107</p> <p>Sale Date Jan 26, 2024</p> <p>Sale Price \$2,700,000</p> <p>Price/SF \$710.53</p> <p>Actual Cap Rate 3.52%</p> <p>Parcels 448-333-18</p> <p>Comp ID 6642532</p> <p>Comp Status Research Complete</p>	<p>San Diego</p> <p>Type 2 Star Office</p> <p>Year Built 1973</p> <p>RBA 3,800 SF</p> <p>Land Acres 0.11 AC</p> <p>Land SF 4,792 SF</p> <p>Zoning 6</p>		
<b>6 3026-3030 Canon St - Canon Street Commercial</b> <span style="float: right;"><b>SOLD</b></span>			
<table border="0"> <tr> <td style="vertical-align: top;"> <p>San Diego, CA 92106</p> <p>Sale Date Dec 7, 2023</p> <p>Sale Price \$1,550,000</p> <p>Price/SF \$518.57</p> <p>Actual Cap Rate 3.86%</p> <p>Parcels 531-371-04</p> <p>Comp ID 6590473</p> <p>Comp Status Research Complete</p> </td> <td style="vertical-align: top;"> <p>San Diego</p> <p>Type 2 Star Retail Storefront Re-tail/Residential</p> <p>Year Built 1960</p> <p>GLA 2,989 SF</p> <p>Land Acres 0.11 AC</p> <p>Land SF 4,792 SF</p> <p>Zoning C</p> </td> <td style="vertical-align: top;">  </td> </tr> </table>	<p>San Diego, CA 92106</p> <p>Sale Date Dec 7, 2023</p> <p>Sale Price \$1,550,000</p> <p>Price/SF \$518.57</p> <p>Actual Cap Rate 3.86%</p> <p>Parcels 531-371-04</p> <p>Comp ID 6590473</p> <p>Comp Status Research Complete</p>	<p>San Diego</p> <p>Type 2 Star Retail Storefront Re-tail/Residential</p> <p>Year Built 1960</p> <p>GLA 2,989 SF</p> <p>Land Acres 0.11 AC</p> <p>Land SF 4,792 SF</p> <p>Zoning C</p>	
<p>San Diego, CA 92106</p> <p>Sale Date Dec 7, 2023</p> <p>Sale Price \$1,550,000</p> <p>Price/SF \$518.57</p> <p>Actual Cap Rate 3.86%</p> <p>Parcels 531-371-04</p> <p>Comp ID 6590473</p> <p>Comp Status Research Complete</p>	<p>San Diego</p> <p>Type 2 Star Retail Storefront Re-tail/Residential</p> <p>Year Built 1960</p> <p>GLA 2,989 SF</p> <p>Land Acres 0.11 AC</p> <p>Land SF 4,792 SF</p> <p>Zoning C</p>		



7 959-961 Turquoise St

SOLD

San Diego, CA 92109

San Diego

Sale Date Oct 25, 2023  
Sale Price \$1,470,000  
Price/SF \$511.66  
Parcels 415-251-06  
Comp ID 6555016  
Comp Status Research Complete

Type 2 Star Retail Storefront  
Year Built 1960  
GLA 2,873 SF  
Land Acres 0.13 AC  
Land SF 5,750 SF  
Zoning C-6



8 4852 Voltaire St

SOLD

San Diego, CA 92107

San Diego

Sale Date Oct 12, 2023  
Sale Price \$865,000  
Price/SF \$640.74  
Parcels 448-332-19  
Comp ID 6543900  
Comp Status Research Complete

Type 2 Star Retail Storefront  
Year Built 1945  
GLA 1,350 SF  
Land Acres 0.06 AC  
Land SF 2,614 SF  
Zoning CC-4-2  
Sale Condition 1031 Exchange, High Vacancy Property



9 2830 Shelter Island Dr

SOLD

San Diego, CA 92106

San Diego

Sale Date Sep 7, 2023  
Sale Price \$3,000,000  
Price/SF \$666.67  
Parcels 531-352-02, 531-352-03, 531-352-15  
Comp ID 6506223  
Comp Status Research Complete

Type 2 Star Retail Freestanding  
Year Built 1978  
GLA 4,500 SF  
Land Acres 0.34 AC  
Land SF 14,810 SF  
Zoning CV-1-2



4741 Point Loma Ave

	Occupancy
Square Feet	3,318 100%

Term	Suite	SF	\$ \$ Month	\$ \$ Year	\$/SF/Yr	\$/SF/Mo	\$/SF/Mo	Proforma		
		<b>Gross Rents</b>								
	101	3650	811	\$3,650	\$43,800	\$54.01	\$4.50	\$4.50	\$43,800	Gross+E
	102	2950	611	\$2,950	\$35,400	\$57.94	\$4.83	\$4.83	\$35,400	Gross+E
	201	6000	1,896	\$5,500	\$66,000	\$34.81	\$2.90	\$2.90	\$66,000	Gross
3,318										
		<b>Total Gross Rents</b>	<b>3,318</b>	<b>\$12,100</b>	<b>\$145,200</b>	<b>\$43.76</b>	<b>\$3.65</b>	<b>\$3.65</b>	<b>\$145,200</b>	
		<b>Other Income</b>								
		Reimbursements	3,318	1882.708333	\$22,593	\$13.62	\$1.13		\$22,593	
		<b>Total Gross Income</b>	<b>3,318</b>	<b>\$13,983</b>	<b>\$167,793</b>	<b>\$57.38</b>	<b>\$4.78</b>	<b>\$3.65</b>		
		<b>Expenses</b>								
		Property Taxes		\$2,344	\$28,125	\$8.48	\$0.71		\$28,125	
		Insurance		\$417	\$5,000	\$1.51	\$0.13		\$5,000	
		Management Fee		\$605	\$7,260	\$2.19	\$0.18		\$7,260	
		Maintenance		\$200	\$2,400	\$0.72	\$0.06		\$2,400	
		Water / Trash		\$200	\$2,400	\$0.72	\$0.06		\$2,400	
		<b>Total Expenses</b>	<b>3,318</b>	<b>\$3,765</b>	<b>\$45,185</b>	<b>\$13.62</b>	<b>\$1.13</b>		<b>\$45,185</b>	
		<b>NOI</b>	<b>3,318</b>	<b>\$10,217</b>	<b>\$122,608</b>	<b>\$36.95</b>	<b>\$3.08</b>		<b>\$122,608</b>	

Average Market Rent

na	\$3.50	1,615
na	\$4.50	1,381
	<b>\$3.96</b>	

Correct

\$	<b>2,250,000</b>
	5.4%

Valuation Analysis - Proforma	100%	100%
	Current	Proforma
Rental Income	\$10,625	\$ 127,500
Vacancy Factor	0%	\$ -
<b>Gross Income</b>	<b>\$ 127,500</b>	<b>\$ 145,200</b>
<b>Less:</b>		
Property Taxes*	1.25%	\$ 28,125
Insurance	\$0.13	\$ 5,000
CAM	\$0.30	\$ 12,060
<b>Operating Expenses</b>	<b>\$ 45,185</b>	<b>\$ 45,185</b>
*Based on a reassessed value upon sale.		
<b>Add:</b>		
Other Income		
Reimbursements	\$22,593	\$22,593
<b>Net Operating Income</b>	<b>\$ 104,908</b>	<b>\$ 122,608</b>
<b>Cap Rate</b>	<b>4.71%</b>	<b>5.50%</b>
<b>Property Value (rounded)</b>	<b>\$ 2,229,227</b>	<b>\$ 2,229,227</b>
<b>Per Square Foot</b>	<b>\$ 672</b>	<b>\$ 672</b>

\$2,250,000

Valuation Matrix

Cap Rate / Monthly Rent

	\$4.00	\$4.10	\$4.20	\$4.30	\$4.40	\$4.50
6.00%	2,654,400	2,720,760	2,787,120	2,853,480	2,919,840	2,986,200
6.25%	2,548,224	2,611,930	2,675,635	2,739,341	2,803,046	2,866,752
6.50%	2,450,215	2,511,471	2,572,726	2,633,982	2,695,237	2,756,492
6.75%	2,359,467	2,418,453	2,477,440	2,536,427	2,595,413	2,654,400
7.00%	2,275,200	2,332,080	2,388,960	2,445,840	2,502,720	2,559,600

Recommendation

Asking Price	\$ 2,250,000
Per Square Foot	\$ 678

5.45%

Tax Rate Analysis	
Current Assessed Value	\$2,229,227
Current Taxes	
<b>Tax Rate</b>	<b>0.00%</b>

<b>Current NOI</b>	<b>\$122,608</b>
<b>Capped Value</b>	<b>\$2,605,343</b>



# BOV 2

4741 Point Loma  
4741 Point Loma Avenue | San Diego, CA 92107

4741 Pt Loma Ave

		Square Feet		Occupancy		w/ ADD backs			
		3,376	40%						
Term	Suite	SF	\$\$ Month	\$\$ Year	\$/SF/Yr	\$/SF/Mo	\$/SF/Mo	Proforma	
	101B	750	\$4,000	\$48,000	\$64.00	\$5.33	\$4.00	\$36,000	Gross+E
	101A	613	\$2,750	\$33,000	\$53.83	\$4.49	\$4.00	\$29,424	NNN
	201	1,750	\$6,000	\$72,000	\$41.14	\$3.43	\$3.70	\$77,700	Gross+E
Breezway	Office	263	\$250	\$3,000	\$11.41	\$0.95	\$3.70	\$11,677	NNN
<b>Total Gross Rents</b>		<b>3,376</b>	<b>\$13,000</b>	<b>\$156,000</b>	<b>\$46.21</b>	<b>\$3.85</b>	<b>\$3.82</b>	<b>\$154,801</b>	
<b>Expenses</b>									
	Property Taxes		\$2,188	\$26,250	\$7.78	\$0.65		\$26,250	
	Insurance		\$183	\$2,200	\$0.65	\$0.05		\$2,200	
	Management Fee		\$417	\$5,000	\$1.48	\$0.12		\$5,000	
	Maintenance		\$250	\$3,000	\$0.89	\$0.07		\$3,000	
	Water / Trash		\$292	\$3,500	\$1.04	\$0.09		\$3,500	
<b>Total Expenses</b>		<b>3,376</b>	<b>\$3,329</b>	<b>\$39,950</b>	<b>\$11.83</b>	<b>\$0.99</b>		<b>\$39,950</b>	
<b>NOI</b>		<b>3,376</b>	<b>\$9,671</b>	<b>\$116,050</b>	<b>\$34.38</b>	<b>\$2.86</b>		<b>\$114,851</b>	

**Average Market Rent - Vacancy**

4741 101B	\$4.50	750
4741 101A	\$3.50	1,750
One	\$4.25	618
Two	\$1.75	263
	\$3.72	

Valuation Analysis - Proforma		40%		97%	
		Current		Proforma	
Rental Income	\$9,200	\$ 110,400	\$ 154,801		
Vacancy Factor	3%	\$ -	\$ (4,644)		
<b>Gross Income</b>		<b>\$ 110,400</b>	<b>\$ 150,157</b>		
<i>Less:</i>					
Property Taxes*	1.25%	\$ 26,250	\$ 26,250		
Insurance	\$0.05	\$ 2,200	\$ 2,200		
CAM	\$0.28	\$ 11,500	\$ 11,500		
<b>Operating Expenses</b>		<b>\$ 39,950</b>	<b>\$ 39,950</b>		
*Based on a reassessed value upon sale.					
<b>Net Operating Income</b>		<b>\$ 70,450</b>	<b>\$ 110,207</b>		
<b>Cap Rate</b>		<b>3.52%</b>	<b>5.50%</b>		
<b>Property Value (rounded)</b>		<b>\$ 2,003,767</b>	<b>\$ 2,003,767</b>		
<b>Per Square Foot</b>		<b>\$ 594</b>	<b>\$ 594</b>		

\$2,100,000

\$ 2,100,000  
5.5%

**Valuation Matrix**

**Cap Rate / Monthly Rent**

	\$3.25	\$3.40	\$3.55	\$3.70	\$3.85	\$3.95
4.50%	2,035,819	2,203,473	2,371,128	2,538,783	2,706,438	2,874,093
5.00%	1,954,386	2,115,335	2,276,283	2,437,232	2,598,180	2,759,129
5.50%	1,879,217	2,033,976	2,188,734	2,343,492	2,498,250	2,653,009
6.00%	1,809,617	1,958,643	2,107,670	2,256,696	2,405,723	2,554,749
6.50%	1,744,987	1,888,692	2,032,396	2,176,100	2,319,804	2,463,508

**Recommendation**

Asking Price \$ 2,100,000  
Per Square Foot \$ 622

5.53%

**Tax Rate Analysis**

Current Assessed Value	\$2,100,000
Current Taxes	\$5,000
<b>Tax Rate</b>	

<b>Current NOI</b>	<b>\$116,050</b>
<b>Capped Value</b>	<b>\$3,300,740</b>



# BROKER OPINION OF VALUE

4741 Point Loma

4741 Point Loma Avenue | San Diego, CA 92107

<b>Valuation Summary</b>	<b>Conservative</b>	<b>Average</b>	<b>Aggressive</b>
Income Valuation	\$2,156,593	\$2,797,743	\$3,981,403
Sales Comparison Valuation	\$1,123,330	\$1,780,452	\$2,437,573

<b>\$ per SF</b>	<b>Conservative</b>	<b>Average</b>	<b>Aggressive</b>
Income Valuation	\$638.80	\$828.72	\$1,179.33
Sales Comparison Valuation	\$332.74	\$527.39	\$722.03



# BROKER OPINION OF VALUE

4741 Point Loma  
4741 Point Loma Avenue | San Diego, CA 92107

<b>Stabilized Income</b>	<b>Amount</b>	<b>Percent</b>	<b>\$ per SF</b>
<b>Gross Scheduled Income</b>	<b>\$166,933</b>	<b>100%</b>	<b>\$49.45</b>
- Vacancy	\$0	0.0%	\$0.00
<b>Gross Operating Income</b>	<b>\$166,933</b>	<b>100%</b>	<b>\$49.45</b>
- Total Operating Expenses	(\$37,537)	22.5%	\$11.12
- Management Fees	\$0	0.0%	\$0.00
- Replacement Reserves	\$0	0.0%	\$0.00
<b>Net Operating Income</b>	<b>\$129,396</b>		<b>\$38.33</b>

<b>Income Valuation Analysis</b>	<b>Price</b>	<b>Cap Rate</b>	<b>\$ per SF</b>
Conservative Cap Rate	\$2,156,593	6.00%	\$638.80
Average Cap Rate	\$2,797,743	4.63%	\$828.72
Aggressive Cap Rate	\$3,981,403	3.25%	\$1,179.33



# BROKER OPINION OF VALUE

4741 Point Loma  
4741 Point Loma Avenue | San Diego, CA 92107

<b>Sales Comparison</b>	<b>Subject</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
Property Address	4741 Point Loma Avenue San Diego, CA	5168-5176 Brighton Ave San Diego, CA	4926-4928 Santa Monica Ave San Diego, CA	4774-4780 Coronado Ave San Diego, CA	3776 Riley San Diego, Ca	1310 Rosecrans San Diego, CA
Price	\$2,295,000	\$1,800,000	\$915,000	\$2,130,000	\$1,200,000	\$3,000,000
Price/SF	\$679.80	\$585.18	\$649.86	\$722.03	\$355.56	\$332.74
Sale Date	n/a	07-2018	04-2018	01-2018	06-2018	06-2018
Cap Rate	5.6	1.38	0.0	4.0	0.0	0.0
RSF	3,376	3,076	1,408	2,950	3,375	9,016
Year Built	2016	1955		1952	1957	1979
Floors	2	n/a	n/a	n/a	1	2
<b>Adjustments</b>	<b>Subject</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
Sale Price	\$2,295,000	\$1,800,000	\$915,000	\$2,130,000	\$1,200,000	\$3,000,000
Adjustment Type		Average	Average	Average	Average	Average
Adjustment Amount		0%	0%	0%	0%	0%
Adjusted Price		\$1,800,000	\$915,000	\$2,130,000	\$1,200,000	\$3,000,000
Adjusted Price/SF		\$585.18	\$649.86	\$722.03	\$355.56	\$332.74
<b>Adjusted Analysis</b>	<b>Adj. Sale Price</b>	<b>Adj. Price/SF</b>				
Conservative Value	\$1,123,330	\$332.74				
Average Value	\$1,780,452	\$527.39				
Aggressive Value	\$2,437,573	\$722.03				



## 4741 Point Loma Ave – Suite 101A

### *Point Loma Village | Retail / Office Opportunity*

Positioned in the heart of Point Loma Village, this ±613 SF ground-floor commercial space offers strong visibility and a highly functional layout ideal for boutique retail, service-based businesses, creative studio use, or professional office. The suite opens into an expansive 27'7" x 18'11" main room, providing an open and flexible footprint that can accommodate retail displays, collaborative workspace, or client-facing operations. The generous proportions allow for multiple layout configurations depending on tenant needs. A long 31'7" hallway (6'9" wide) creates a natural flow through the space and offers opportunities for gallery-style displays, additional storage, or private workspace separation. The suite includes: • Private restroom (7'3" x 10'9") • Additional enclosed room (7'1" x 3'11"), suitable for storage, utility, or small office use

### Square Footage

Total Gross Building Area: ±876 SF  
Usable / GLA: ±613 SF  
(Excluded areas: ±263 SF)

### Parking

Street parking is available along Point Loma Avenue and surrounding neighborhood streets. The property benefits from strong walkability and proximity to neighborhood retail, restaurants, and coastal amenities.

### Location Highlights

- Located in the heart of Point Loma Village
- Strong pedestrian traffic
- Surrounded by established local businesses
- Minutes to Shelter Island, Harbor Drive, and Rosecrans Street

# RECENT TRANSACTIONS

4741 Point Loma  
4741 Point Loma Avenue | San Diego, CA 92107

Retail  
3776 Riley  
San Diego, Ca  
3,375 RSF

Sale Price: \$1,200,000  
Cap Rate: N/A  
Price per RSF: \$355.56  
Year Built: 1957



Commercial  
3501 El Cajon Blvd  
San Diego, CA  
4,390 RSF

Sale Price: \$1,700,000  
Cap Rate: N/A  
Price per RSF: \$387.24



Commercial  
445 17th Street  
San Diego, CA  
2,100 RSF

Sale Price: \$1,325,000  
Cap Rate: 3.58%  
Price per RSF: \$630.95  
Year Built: 1976



Commercial  
5056 Newport Avenue  
San Diego, CA  
0 RSF

Sale Price: \$3,100,000  
Cap Rate: N/A  
Price per RSF: \$630.95



Commercial  
2840 Lytton Street  
San Diego, CA  
7,700 RSF

Sale Price: \$3,925,000  
Cap Rate: N/A  
Price per RSF: \$509.74



Commercial  
7919 Broadway  
Lemon Grove, CA  
5,802 RSF

Sale Price: \$1,175,000  
Cap Rate: N/A  
Price per RSF: \$202.52



# DISCLAIMER

4741 Point Loma

4741 Point Loma Avenue | San Diego, CA 92107

All materials and information received or derived from AJGCRE & Resimercial RE its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither AJGCRE & Resimercial RE its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. AJGCRE & Resimercial RE will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third-party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. AJGCRE & Resimercial RE makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. AJGCRE & Resimercial RE does not serve as a financial advisor to any party regarding any proposed transaction.

All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants, and governmental agencies. All properties and services are marketed by AJGCRE & Resimercial RE in compliance with all applicable fair housing and equal opportunity laws.

