

# Cañon & Locust St

3034-50 CAÑON STREET, SAN DIEGO, CA 92106  
1101-09 LOCUST STREET, SAN DIEGO, CA 92106



OFFERING MEMORANDUM

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# Cañon & Locust St ✨

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# THE ASSET



# The Offering

*3034-50 Cañon Street  
1101-09 Locust Street*

**3034-50 Cañon Street** is located just blocks from La Playa and Shelter Island. The 3 structures totaling 12,410 square feet built in 1947 are situated on a 10,108 square foot lot. There are seventeen spacious 1 Bedroom / 1 Bathroom units and one commercial unit. The units have all been remodeled with plank flooring and new ceiling fans which complement the tile countertops and existing built ins. There is assumable financing at 3.95% fixed until March of 2027 with Chase Bank with a current balance of approximately \$2.4M. Solar Panels were recently installed. The property is in a high traffic location across the street from Cabrillo Elementary School and a few blocks from Liberty Station.



Point Loma is a scenic peninsula with panoramic views of the Pacific Ocean, San Diego Bay, Coronado Island and Downtown San Diego. The picturesque coastline and is known for its sunsets and has created a desirable living environment, attracting residents and tourists alike. This natural beauty enhances the value of properties in the area. Point Loma boasts a rich history and a vibrant community. The neighborhood is home to the renowned Cabrillo National Monument, which commemorates the landing of Juan Rodriguez Cabrillo in 1542, making it a popular tourist destination. The area is also known for its military presence, with Naval Base Point Loma and the Marine Corps Recruit Depot located immediately to the south as well as Point Loma being just across the Bay from North Island Coronado.

Point Loma offers a range of amenities, including upscale shopping centers, trendy restaurants, and recreational facilities, and quiet beaches. The combination of natural beauty, historical significance, and a thriving community makes Point Loma a great neighborhood. Shelter Island offers fine dining, parks, boat launches and many resorts.





## LOCATION DESCRIPTION

# Point Loma & Surrounding Submarkets

Just west of downtown San Diego and on the other side of the water from the Coronado Naval Air Station sits the Point Loma Peninsula, known for its tide pools, sandstone cliffs, and the historic Cabrillo National Monument.

Today, Point Loma is used to refer both to the peninsula and to the neighborhood that sits at its base. Along with its cliffside parks and historical artifacts, it is also home to Point Loma Nazarene University and Liberty Station, a former Navy training base that's been converted into a shopping and arts destination. The bayside neighborhoods of Harbor Island and Shelter Island, both connected to the mainland by narrow strips of land, are also part of the peninsula.

There are, in fact, no real beaches on Point Loma, but it's one of the best places in San Diego to meditate on waves crashing on the cliffs and explore tidepools in the rocky reefs full of marine life. At the furthest tip of Point Loma, you'll find Cabrillo National Monument, a tribute to explorer Juan Rodríguez Cabrillo who led the brave expedition in 1542. The monument—with panoramic views of the bay and ocean—is also home to the Point Loma Lighthouse and is the access point to some of San Diego's most impressive tide pools. Just be sure and check the schedule for low tides.

***Point Loma is a high demand rental market with an average rent of \$3,445 for a one-bedroom apartment.***

## POINT LOMA NEIGHBORHOOD QUICK FACTS



**40.5K**  
POPULATION  
WITHIN 2 MILES



**66%**  
RENTER-OCCUPIED HOUSING  
UNITS WITHIN 5 MILES



**\$1.1M**  
MEDIAN HOUSING UNIT  
VALUE WITHIN 2 MILES

## GETTING TO POINT LOMA PENINSULA

Point Loma Peninsula is bordered on the west and south by the Pacific Ocean, the east by the San Diego Bay and Old Town, and the north by the San Diego River. Together with the Silver Strand / Coronado peninsula, the Point Loma peninsula defines San Diego Bay and separates it from the Pacific Ocean. The area sits adjacent to the airport for easy access within minutes. There is also access from both the I-5 and I-8 freeways and the area is well serviced by bus and hotel shuttles.

West of downtown San Diego, you'll find Point Loma's popular neighboring communities including Harbor Island, Shelter Island, and Liberty Station, all of which offer great restaurants, activities, a variety of accommodations and stunning views of San Diego's skyline.



**16K**  
HOUSEHOLDS  
WITHIN 2 MILES



**\$112K**  
MEDIAN HOUSEHOLD  
INCOME WITHIN 2 MILES



**3.5%\***  
CITY UNEMPLOYMENT RATE  
\*PRELIMINARY FOR JUNE 2023

## NEIGHBORHOOD SHOPPING | FASHION VALLEY

**7.6MILES**  
FROM THE PROPERTY

**LUXURY**  
SHOPS & DINING

**200+**  
TOTAL STORES

APPLE | NORDSTROM | LULULEMON

## NEIGHBORHOOD CONVENIENCES



WITHIN A FIVE TO TEN-MINUTE DRIVE FROM THE PROPERTY



## PRIMARY EDUCATION

**98K**  
STUDENTS SERVED

**200+**  
SCHOOLS & CENTERS

**15K**  
JOBS SUPPORTED

JOHN MARSHALL ELEMENTARY | HORACE MANN MIDDLE SCHOOL | WILL C. CRAWFORD HIGH

## DEMAND DRIVERS

**SDSU**  
**3.7MILES**  
FROM THE PROPERTY

**6K+**  
JOBS SUPPORTED

**400K+**  
STUDENTS



**9.4MILES**  
FROM THE PROPERTY

**10K+**  
JOBS SUPPORTED

**500+**  
FLIGHTS/DAY



**4.5MILES**  
FROM THE PROPERTY

**100+**  
JOBS SUPPORTED

**8K**  
SF OF SPACE





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# FINANCIAL ANALYSIS

# The Financials



**DOWNTOWN  
SAN DIEGO**

**Avenida De Portugal**

**Rosecrans St**

**Locust St**

**Cañon St**

UNITS	ADDRESS	CITY	ZIP
18	3034-50 Canon Street 1101-09 Locust Street		92106

PRICE	GRM		CAP RATE		\$/UNIT
	CURRENT	MARKET	CURRENT	MARKET	
\$6,600,000	13.8	11.9	4.34%	5.46%	\$366,667

\$/SF (APPROX.)	GROSS SF (APPROX.)	PARCEL SIZE (APPROX.)	YEAR BUILT (APPROX.)
\$580.47	11,370 12,410	10,108	1947

INCOME DETAIL			
# UNITS	TYPE	RENT	TOTAL
<b>Estimated Actual Average Rents</b>			
17	1BR/1BA	\$2,145	\$36,465
1	COMMERCIAL	\$2,122	\$2,122
	Laundry & Utility Income		\$1,285
	<b>Total Monthly Income</b>		<b>\$39,872</b>
<b>Estimated Market Rents</b>			
17	1BR/1BA	\$2,495	\$42,415
1	COMMERCIAL	\$2,500	\$2,500
	Laundry & Utility Income		\$1,285
	<b>Total Monthly Income</b>		<b>\$46,200</b>

ESTIMATED ANNUAL OPERATING EXPENSES			
Advertising	\$1,696	Management (Off Site)	\$19,139
Elevator	\$0	Management (On Site)	\$27,388
SDGE	\$10,773	Legal	\$210
Water & Sewer	\$8,755	Miscellaneous	\$0
Landscaping/Cleaning	\$2,470	Reserves	\$0
Trash Removal	\$5,622	Pool	\$0
Pest Control	\$840	Insurance	\$7,146
Maintenance	\$12,193	Taxes	\$81,180
<b>Total Annual Operating Expenses (estimated):</b>			<b>\$177,412</b>
<b>Expenses Per:</b>		<b>Unit</b>	<b>\$9,856</b>
		<b>% of Actual GSI</b>	<b>37%</b>

ESTIMATED ANNUAL OPERATING PROFORMA			
		Actual	Market
Gross Scheduled Income		\$478,464	\$554,400
Less: Vacancy Factor	3%	\$14,354	\$16,632
Gross Operating Income		\$464,110	\$537,768
Less: Expenses	37%	\$177,412	\$177,412
Net Operating Income		\$286,699	\$360,356
Less: 1st TD Payments		(\$224,844)	(\$224,844)
Pre-Tax Cash Flow		\$61,854	\$135,512
Cash On Cash Return		1.9%	4.1%
Principal Reduction		\$44,454	\$44,454
Total Potential Return (End of Year One)		3%	5%

FINANCING SUMMARY			
<b>Downpayment:</b>			<b>\$3,300,000</b>
			<b>50%</b>
<b>Interest Rate:</b>	<b>5.500%</b>		
<b>Amortized over:</b>	<b>30</b>		<b>Years</b>
<b>Proposed Loan Amount:</b>			<b>\$3,300,000</b>
<b>Debt Coverage Ratio:</b>			
	Current:	1.28	
	Market:	1.60	

**COMMENTS**

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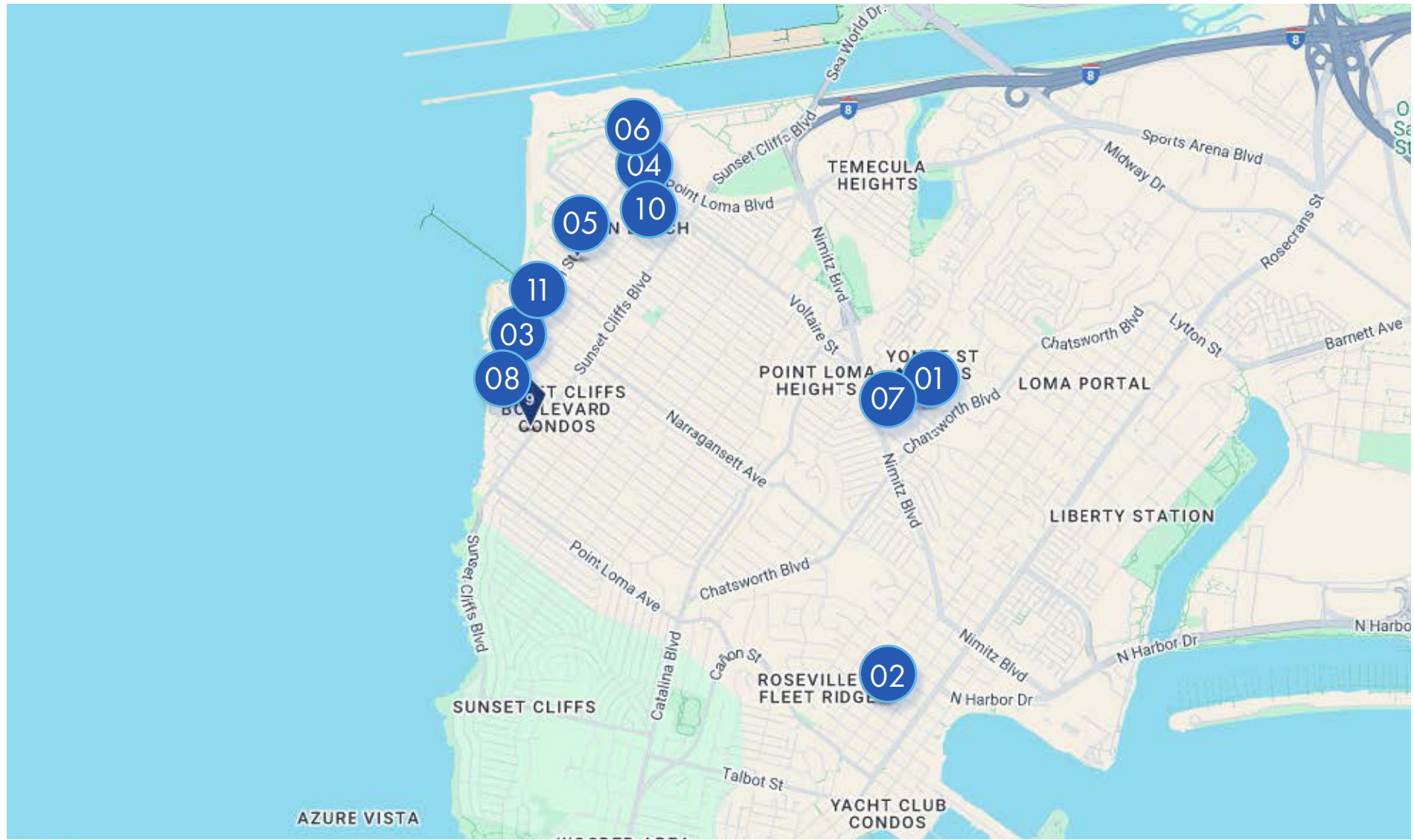


# MARKET COMPARABLES

# Sale Comparables



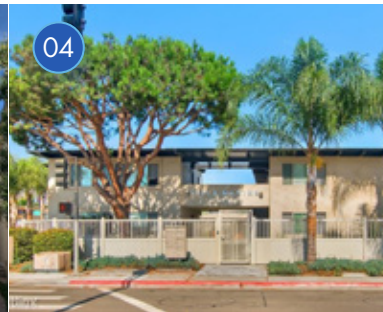
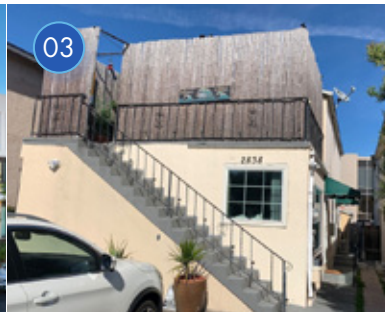
#	Address	Built	Units	Size SF	Sale Date	Sale Price	Price/Unit	Price/SF	Cap
1	2205-2217 POINSETTIA DR	1974	7	5,475 SF	JULY 2025	\$2,700,000	\$385,714	\$493.15	4.27%
2	3129 EMERSON ST	-	5	5,186 SF	DEC 2024	\$2,000,000	\$400,000	\$385.65	-
3	4956-4964 SANTA CRUZ AVE	1947	8	3,987 SF	DEC 2024	\$3,200,000	\$400,000	\$802.61	3.22%
4	4938 MUIR AVE	1972	5	4,128 SF	OCT 2024	\$2,174,000	\$434,800	\$526.65	3.56%
5	4986 SANTA MONICA AVE	1971	10	7,280 SF	SEPT 2024	\$4,500,000	\$450,000	\$618.13	3.89%
6	5025-5027 LOTUS ST	1945	5	2,352 SF	SEPT 2024	\$1,660,000	\$332,000	\$705.78	5.60%
7	3747-3753 UDALL ST	1951	10	6,146 SF	AUG 2024	\$3,950,000	\$395,000	\$642.69	0.72%
8	1575-1585 CABLE ST	1951	6	5,000 SF	JUNE 2023	\$2,600,000	\$433,333	\$520.00	3.00%
9	4802 ORCHARD AVE	1940	16	16,834 SF	JUNE 2025	\$8,250,000	\$515,625	\$490.08	5.28%
10	4845-4853 LONG BRANCH AVE	1918	5	3,400 SF	MAY 2025	\$1,712,000	\$342,400	\$503.53	2.10%
11	1773-1787 BACON ST	-	8	5,000 SF	MARCH 2025	\$3,360,000	\$420,000	\$672.00	3.50%
<b>Averages</b>						<b>\$3,282,364</b>	<b>\$424,776</b>	<b>\$557.29</b>	<b>3.51%</b>



# Rent Comparables



#	Address	Submarket	Units	Year Built	Unit SF	1/1	\$/SF
1	1470 ROSECRANS STREET San Diego, CA 92106	Old Town		-	550	\$1,995	
2	3111 FENELON STREET San Diego, CA 92105	Roseville	24	2024	642	\$2,995	\$2,295
3	2838 KEATS STREET San Diego, CA 92105	Roseville	14	1970	625	\$2,195	\$2,095
4	1502 SCOTT STREET San Diego, CA 92106	Roseville	15	1915	650	\$2,150	\$2,299
5	321 SAN ELIJO STREET La Playa	La Playa	8	1953	500	\$2,750	\$2,300
<b>Averages</b>					<b>593</b>	<b>\$2,417</b>	<b>\$4.12</b>







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