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Graham Terrace Apartments

8546 Graham Ter, Santee, CA 92071

28-UNIT MULTIFAMILY | STABLE IN-PLACE INCOME WITH VALUE-ADD UPSIDE IN EAST SAN DIEGO



CONTACT

Brian Nelson, PRESIDENT/PRINCIPAL

858.531.8226 DRE#01419860 nelson@scc1031.com

Kevin Hemstreet, MANAGING PRINCIPAL

619.309.9296 DRE#01490629 hemstreet@scc1031.com

Brendan Flynn, VICE PRESIDENT

339.222.3361 DRE#01933302 flynn@scc1031.com



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GRAHAM TERRACE APARTMENTS

Executive Summary

THE OFFERING

8546 GRAHAM TER
STREET ADDRESS

\$8,400,000
RECOMMENDED PRICE

South Coast Commercial is pleased to present Graham Terrace Apartments, a 28-unit multifamily investment located in the supply-constrained Santee submarket of East San Diego County. Comprising a mix of one and two bedroom units, the property is situated within a well-maintained, gated two-story community and offers stable in-place occupancy supported by consistent rental demand. Select units have been upgraded with new flooring, fresh paint, and kitchen improvements, establishing a proven renovation program with meaningful rent upside remaining.

Conveniently located near major retail corridors, parks, and key transportation routes, the property benefits from direct access to Mission Gorge Road, SR-52, and SR-125, along with the Santee Town Center Trolley Station. With close proximity to shopping, dining, and outdoor recreation including Mission Trails Regional Park, this offering presents an attractive opportunity for investors seeking stable cash flow with the ability to drive additional returns through continued unit upgrades and rental growth toward market rates.



4.3%
CAP RATE



\$363,736
NOI



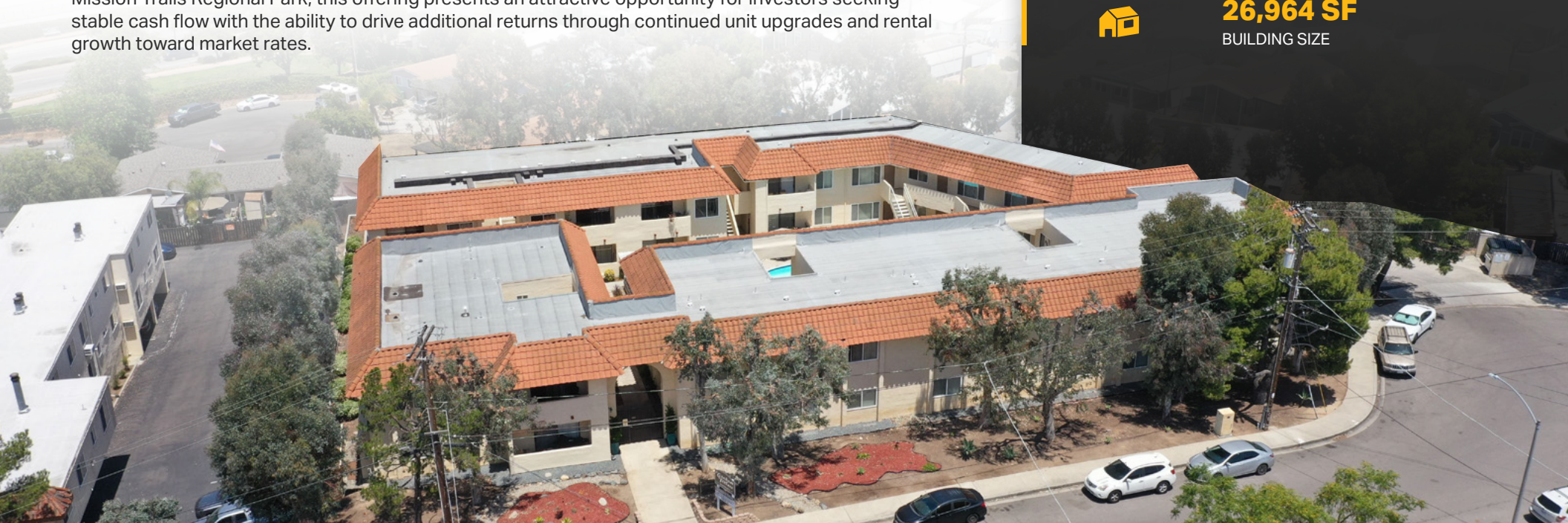
28
UNITS



44,431 SF
LOT SIZE



26,964 SF
BUILDING SIZE



EXECUTIVE SUMMARY

PROPERTY INFORMATION

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FINANCIAL ANALYSIS

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INVESTMENT HIGHLIGHTS



Gated 28-Unit Community

Well-maintained two-story complex with a diverse one and two bedroom unit mix in a quiet residential setting



Stable In-Place Cash Flow

Consistent rental demand in a supply-constrained submarket supporting stable long-term cash flow



Proven Value-Add Runway

Select units renovated with new flooring, paint, and kitchen upgrades — significant rent upside remaining



Immediate Retail Corridor Access

Minutes to Mission Gorge Road, Costco, Walmart, and a dense concentration of national retailers at Santee Town Center



Affluent East San Diego Submarket

Average household income exceeding \$129,000 within one-mile trade area, supporting long-term rental demand and rent growth



Strong Regional Connectivity

Direct access to SR-52 and SR-125 with service to the Santee Town Center Trolley Station connecting to Downtown San Diego



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SOUTH COAST
COMMERCIAL

CORFAC
INTERNATIONAL

GRAHAM TERRACE APARTMENTS

Property Information



44,431 SF

LOT SIZE



26,964 SF

BUILDING SIZE



28

UNITS



1985

YEAR BUILT

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PROPERTY DESCRIPTION

Graham Terrace Apartments is a 28-unit multifamily property located in the supply-constrained Santee submarket of East San Diego County.

Situated on a 44,431 square foot lot with a total building size of approximately 26,964 square feet, the gated two-story community offers a diverse mix of one and two bedroom layouts designed to appeal to a broad tenant base including individuals, couples, and small families.

The property features a well-maintained residential environment with central air conditioning, a community pool, BBQ area, and on-site laundry facilities. Select units have been upgraded with new flooring, fresh paint, and kitchen improvements, with meaningful rent upside remaining across unrenovated units.

Located in an established Santee neighborhood, the property offers residents convenient access to major freeways, public transit, and a wide range of retail, dining, and recreational amenities throughout East San Diego County.



EXECUTIVE SUMMARY

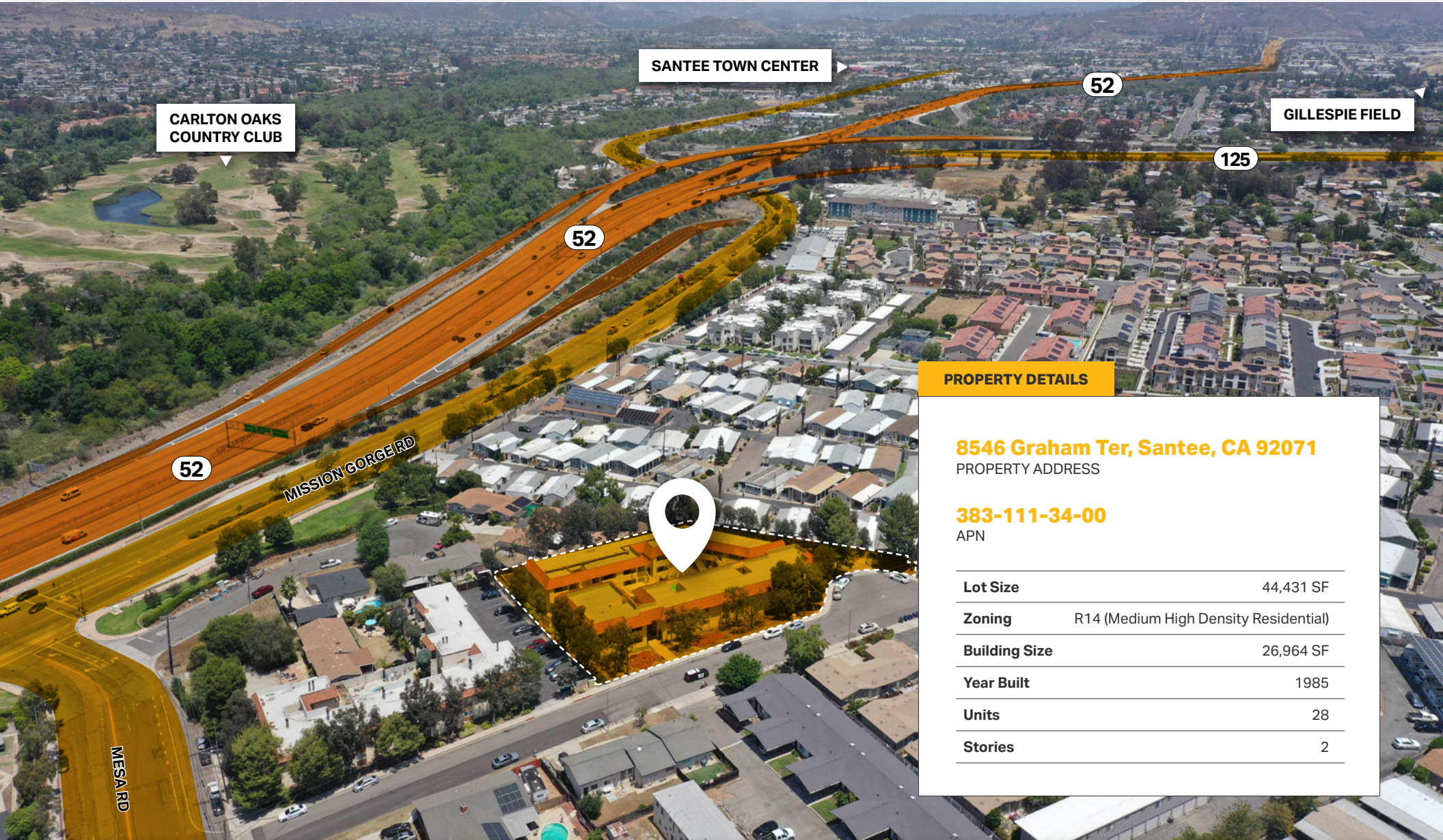
PROPERTY INFORMATION

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PROPERTY DESCRIPTION



PROPERTY DETAILS

8546 Graham Ter, Santee, CA 92071

PROPERTY ADDRESS

383-111-34-00

APN

Lot Size	44,431 SF
Zoning	R14 (Medium High Density Residential)
Building Size	26,964 SF
Year Built	1985
Units	28
Stories	2

EXECUTIVE SUMMARY

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AERIAL VIEW



* PROPERTY LINES ARE ESTIMATES

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EXTERIOR PHOTOS



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INTERIOR PHOTOS



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GRAHAM TERRACE APARTMENTS

Location Overview

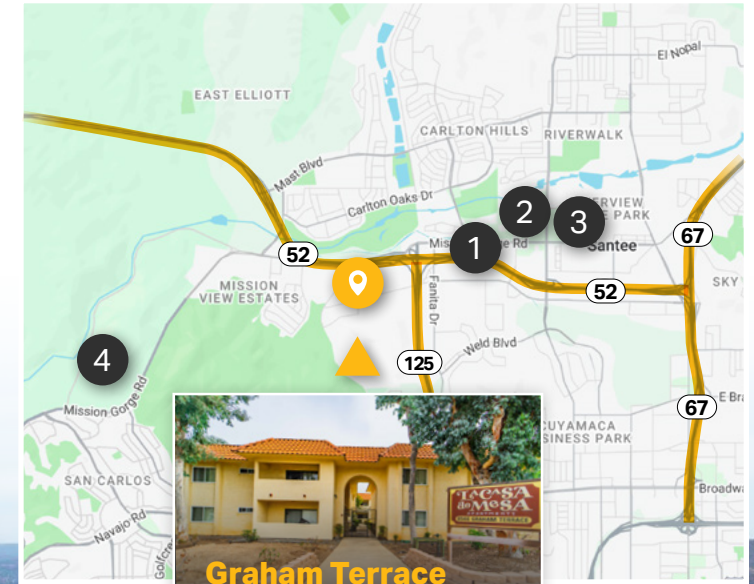
LOCATION OVERVIEW

SUBURBAN COMFORT MEETS CONNECTED LIVING – SANTEE'S ACCESSIBLE RESIDENTIAL HUB

Santee is a well-established suburban community in East San Diego County, known for its clean neighborhoods and strong sense of community. Characterized by residential developments and open space, it offers a balance of suburban comfort and everyday convenience for a diverse range of residents.

The area is home to a dense concentration of retail, dining, and service amenities along **1 Mission Gorge Road** and **2 Town Center Parkway**, anchored by **3 Santee Town Center**. Residents also enjoy proximity to multiple parks, schools, and outdoor recreation, including the expansive **4 Mission Trails Regional Park** which draws enthusiasts year-round.

Santee's strategic location provides convenient driving **access to SR-52 and SR-125**, connecting residents to Downtown San Diego and surrounding employment hubs throughout the county. The **3 Santee Town Center Trolley Station** offers an additional public transit option for commuters, reinforcing the submarket's accessibility and broad tenant appeal.



IMMEDIATE MAP



Graham Terrace Apartments
Santee, CA 92071

Santee Trolley Square

- Target
- TJ-Maxx
- Macy's
- PetSmart
- Five Below
- Barnes & Noble

Plaza De Cuyamaca Shopping Center

- Grocery Outlet
- Petco
- HobbyTown
- KFC
- McDonald's



GRAHAM TERRACE APARTMENTS

Financial Analysis

FINANCIAL SUMMARY

INVESTMENT OVERVIEW

\$311.53

PRICE PER SF

\$8,400,000

PRICE

\$300,000

PRICE PER UNIT

CURRENT

PROFORMA

13.05

GRM

10.54

4.3%

CAP RATE

6.1%

1.8%

CASH-ON-CASH
RETURN (YR 1)

6.7%

\$122,703

TOTAL RETURN (YR 1)

\$271,381

1.17

DEBT COVERAGE RATIO

1.65

CURRENT

PROFORMA

OPERATING DATA

Gross Scheduled Income	\$643,824	\$797,100
Total Scheduled Income	\$643,824	\$797,100
Vacancy Cost	\$19,315	\$23,913
Gross Income	\$624,509	\$773,187
Operating Expenses	\$260,773	\$260,773
Net Operating Income	\$363,736	\$512,414
Pre-Tax Cash Flow	\$53,236	\$201,914

FINANCING DATA

Down Payment	\$3,000,000	\$3,000,000
Loan Amount	\$5,400,000	\$5,400,000
Debt Service	\$378,155	\$378,155
Debt Service Monthly	\$31,513	\$31,513
Principal Reduction (Yr 1)	\$69,467	\$69,467

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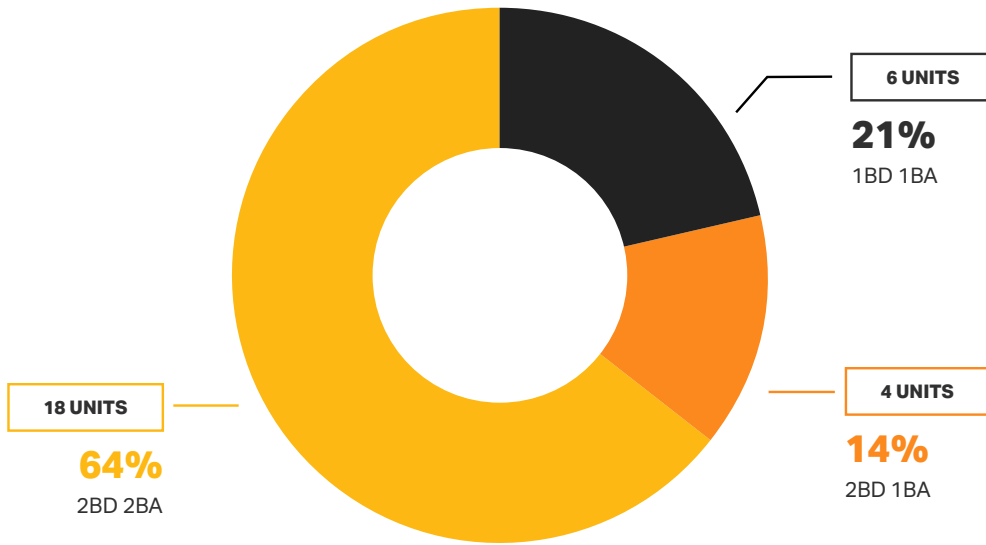
DEMOGRAPHICS

INCOME & EXPENSES SUMMARY

	CURRENT	PROFORMA
INCOME SUMMARY		
Gross Scheduled Income	\$643,824	\$797,100
Vacancy Cost	(\$19,315)	(\$23,913)
GROSS INCOME	\$624,509	\$773,187
EXPENSES SUMMARY		
Repairs	\$6,066	\$6,066
Gas & Electric	\$17,752	\$17,752
Water & Sewer	\$32,326	\$32,326
Landscaping	\$13,095	\$13,095
Trash Removal	\$6,288	\$6,288
Pest Control	\$2,052	\$2,052
Management (Off Site)	\$31,225	\$31,225
Phone	\$600	\$600
Manager Salary	\$16,707	\$16,707
Legal	\$10,633	\$10,633
Pool	\$2,318	\$2,318
Insurance	\$9,991	\$9,991
Taxes	\$111,720	\$111,720
OPERATING EXPENSES	\$260,773	\$260,773
NET OPERATING INCOME	\$363,736	\$512,414



UNIT MIX SUMMARY



UNIT TYPE	COUNT	% OF TOTAL	RENT	MARKET RENT
1Bd 1Ba	6	21.40%	\$1,671	\$2,000
2Bd 1Ba	4	14.30%	\$1,825	\$2,200
2Bd 2Ba	1	3.60%	\$1,050	\$1,050
2Bd 2Ba	17	60.70%	\$2,053	\$2,600
TOTAL/WTD AVG	28	100.00%	\$1,903	\$2,359





SOUTH COAST
COMMERCIAL

CORFAC
INTERNATIONAL

GRAHAM TERRACE APARTMENTS

| Demographics

DEMOGRAPHICS

268,008

2025 POPULATION

\$122,600

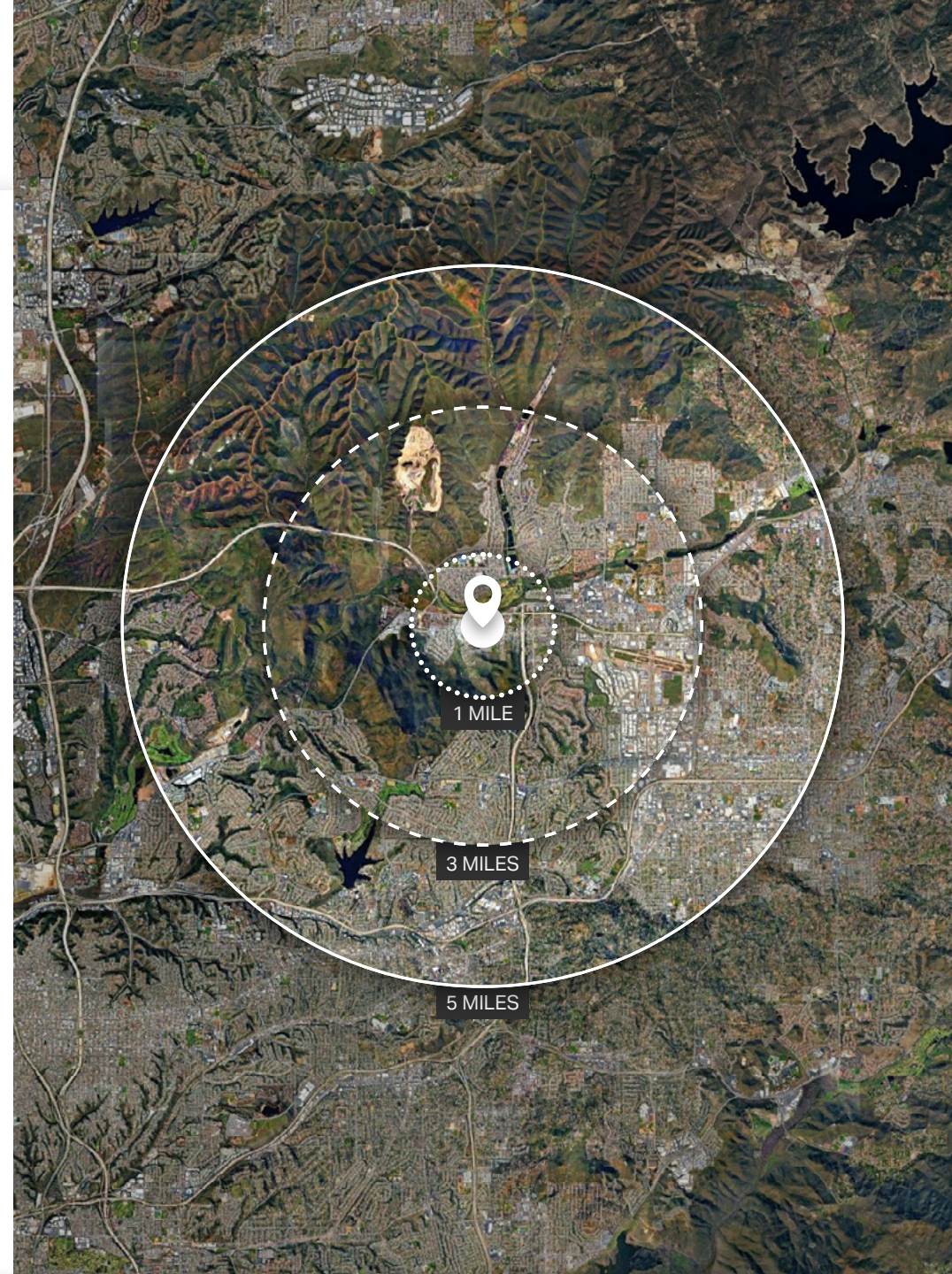
AVG HH INCOME

\$767,371

MEDIAN HOME VALUE

	1-MILE	3-MILE	5-MILE
POPULATION			
2025 Population	11,893	79,941	268,008
2030 Population Projection	11,824	79,634	268,016
Median Age	41.7	41.6	39.8
HOUSEHOLDS			
2025 Households	4,498	29,596	98,346
2030 Household Projection	4,464	29,462	98,244
Owner Occupied Households	3,244	20,262	52,891
Renter Occupied Households	1,220	9,200	45,353
Avg Household Size	2.6	2.6	2.6
Avg Household Vehicles	2	2	2
INCOME			
Avg Household Income	\$129,973	\$135,964	\$122,600
Median Household Income	\$100,824	\$111,959	\$96,098
HOUSING			
Median Home Value	\$696,758	\$757,579	\$767,371
Median Year Built	1976	1974	1974

Source: CoStar





GRAHAM TERRACE APARTMENTS

| Advisor Bios

ADVISOR BIO



BRIAN NELSON

PRESIDENT/PRINCIPAL

DRE# 01419860

858.531.8226

nelson@scc1031.com

Brian Nelson, DRE# 01419860, is a distinguished real estate professional with extensive experience in the acquisition and disposition of multifamily investment properties and multifamily acquisition rehab projects. With a remarkable ability to enhance client returns on investment, Brian oversees and participates in approximately \$150 million worth of multifamily and commercial transactions annually across Northern and Southern California.

In 2007, Brian co-founded South Coast Commercial, Inc. in partnership with Kevin Hemstreet. Under his leadership, South Coast Commercial has become a significant player in the San Diego real estate market. The firm expertly manages more than 1,400 units across 160+ apartment communities within San Diego.

Brian's commitment to the real estate community is evident through his decade-long service as a board member for the Commercial Real Estate Alliance of San Diego, a division of the San Diego Association of Realtors, from 2008 to 2018.

Beyond his professional accomplishments, Brian is a dedicated family man. He and his wife, Lani Nelson, are proud parents of two children, Kyndal and Caden. The Nelson family resides in Bay Park, where they actively participate in local events and enjoy outdoor activities, including Surfing, and traveling.



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ADVISOR BIO



KEVIN HEMSTREET MANAGING PRINCIPAL

DRE# 01490629

619.309.9296

hemstreet@scc1031.com

As a co-founder of South Coast Commercial, Inc. and founding member of our sister company, North Coast Commercial, Inc., Kevin Hemstreet (DRE# 01490629) has been an integral player on our team from the very beginning. Prior to forming South Coast Commercial, Inc. in 2007, Kevin was a tour de force in real estate, spending 18 years as a regional manager and working as a top-producing sales manager at two Fortune 500 companies. Today, he continues to apply his skills and expertise as our Senior Vice President and Managing Principal. Kevin brings not only extensive experience to the team, but also exceptionally strong communication skills and an understanding of how to effectively lead others to produce real results.

In addition to his leadership role, Kevin also oversees daily operations and management of over 2,000 multifamily and commercial assets throughout California. With over one billion dollars in sales of investment property over the past twenty years, his track record speaks for itself. Kevin takes a progressive sales approach that melds a unique style of asset management with a solid emphasis on portfolio development. A nationally recognized expert in the single-tenant triple-net arena, he's an invaluable resource for those who wish to invest in real estate without actively managing a property. He is also skilled at crafting individualized 1031 exchange packages, which take into account provisions in the tax law to increase cash flow, optimize tax shelter opportunities, and create tremendous wealth for his clients.

Kevin is a member of the local San Diego chapter of the Certified Commercial Investment Member (CCIM) organization, a national body that certifies recognized experts in the disciplines of commercial and investment real estate. He is also a member of the Urban Land Institute (ULI), which provides leadership in responsible use of land and creating sustainable communities worldwide. In his free time, Kevin loves to go backpacking and sport fishing. He has a passion for travel, and has also been known to play to SRO crowds as percussionist in a local band.



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ADVISOR BIO



BRENDAN FLYNN

VICE PRESIDENT
DRE# 01933302

339.222.3361

flynn@scc1031.com

Brendan Flynn (DRE# 01933302) is an experienced San Diego multifamily sales advisor specializing in the acquisition and disposition of commercial and residential property. He identifies opportunities within the market to help clients accomplish their objectives and maximize their opportunities. He researches and focuses particularly on updated market trends, fluctuations in inventory, interest rates, rental rates and transactional data.

Attention to detail and client-specific communication are especially important to him. Brendan focuses on understanding the client's long term investment goals as a way to preserve and grow their capital. Some of his more recent sales have varied from 1031 exchanges to IRS tax liens. He has a degree in Management & Business from Skidmore College where he was a 4 year member of the nationally ranked men's lacrosse team. He holds dual Irish/United States citizenship.



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