



7104-7146 Tait Street

San Diego, CA 92111

20-UNIT MULTIFAMILY VALUE-ADD INVESTMENT IN LINDA VISTA



CONTACT

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INTERNATIONAL

7104-7146 TAIT STREET

Executive Summary

THE OFFERING

 **7104-7146 TAIT ST**
STREET ADDRESS

 **\$6,750,000**
LISTING PRICE

South Coast Commercial is pleased to present 7104–7146 Tait Street, a 20-unit multifamily investment opportunity in San Diego’s centrally located Linda Vista neighborhood. Situated on a 25,700 SF parcel and improved with four residential buildings totaling approximately 18,158 square feet, the property offers investors the opportunity to acquire a well-located apartment community with compelling value-add and repositioning potential. The asset is zoned RM-3-7 (Residential–Multiple Unit) and benefits from an established multifamily configuration in one of San Diego’s most accessible residential submarkets.

Positioned near Mission Valley, the University of San Diego, major healthcare institutions, and regional transportation corridors, the property enjoys convenient access to many of San Diego’s primary employment, education, retail, and recreational destinations. With its central location, large site footprint, and opportunity for physical and operational enhancements, 7104–7146 Tait Street represents a compelling investment opportunity for buyers seeking to reposition and create value within a supply-constrained Southern California multifamily market.

OFFERING SUMMARY



2.95%
CAP RATE



\$199,460
NOI



20
UNITS



25,700 SF
LOT SIZE



18,158 SF
BUILDING SIZE



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INVESTMENT HIGHLIGHTS



20-Unit Multifamily Investment

Four buildings positioned in the established Linda Vista corridor



Significant Operational Upside

Opportunity to modernize and improve performance



Strategic Infill Location

Approximately 25,700 SF parcel in central San Diego



RM-3-7 Multifamily Zoning

Established apartment use on a sizable parcel



Central Linda Vista Location

Minutes from Mission Valley and University of San Diego



Exceptional Regional Connectivity

Immediate access to I-8, I-805, and SR-163



Supply-Constrained Coastal Market

Investment opportunity in a highly sought-after region

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7104-7146 TAIT STREET

Property Information

THE PROPERTY AT A GLANCE



25,700 SF

LOT SIZE



18,158 SF

BUILDING SIZE



1985

YEAR BUILT



20

UNITS



**PROPERTY LINES ARE ESTIMATES*

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PROPERTY DESCRIPTION

7104-7146 Tait Street is a 20-unit multifamily property in San Diego's centrally located Linda Vista neighborhood, presenting a compelling value-add and repositioning opportunity.



Comprised of four residential buildings totaling approximately 18,158 square feet, the property is situated on a 25,700 SF parcel and is zoned RM-3-7 (Residential-Multiple Unit). Constructed in 1985, the asset consists of 20 multifamily units across two-story buildings with approximately 16 surface parking spaces.

The property's four-building configuration creates a low-density residential environment that differs from many larger apartment communities in the surrounding market. Combined with its established multifamily use and central location, the asset presents a compelling opportunity for investors seeking to implement a value-add strategy through property improvements, operational enhancements, and modernization initiatives designed to unlock additional long-term value.

Located in the Linda Vista neighborhood, the property benefits from convenient access to Mission Valley, the University of San Diego, major healthcare facilities, regional retail destinations, and Interstate 8, Interstate 805, and State Route 163. Its central location places residents within close proximity of many of San Diego's major employment, education, and recreational destinations.



EXECUTIVE SUMMARY

PROPERTY INFORMATION

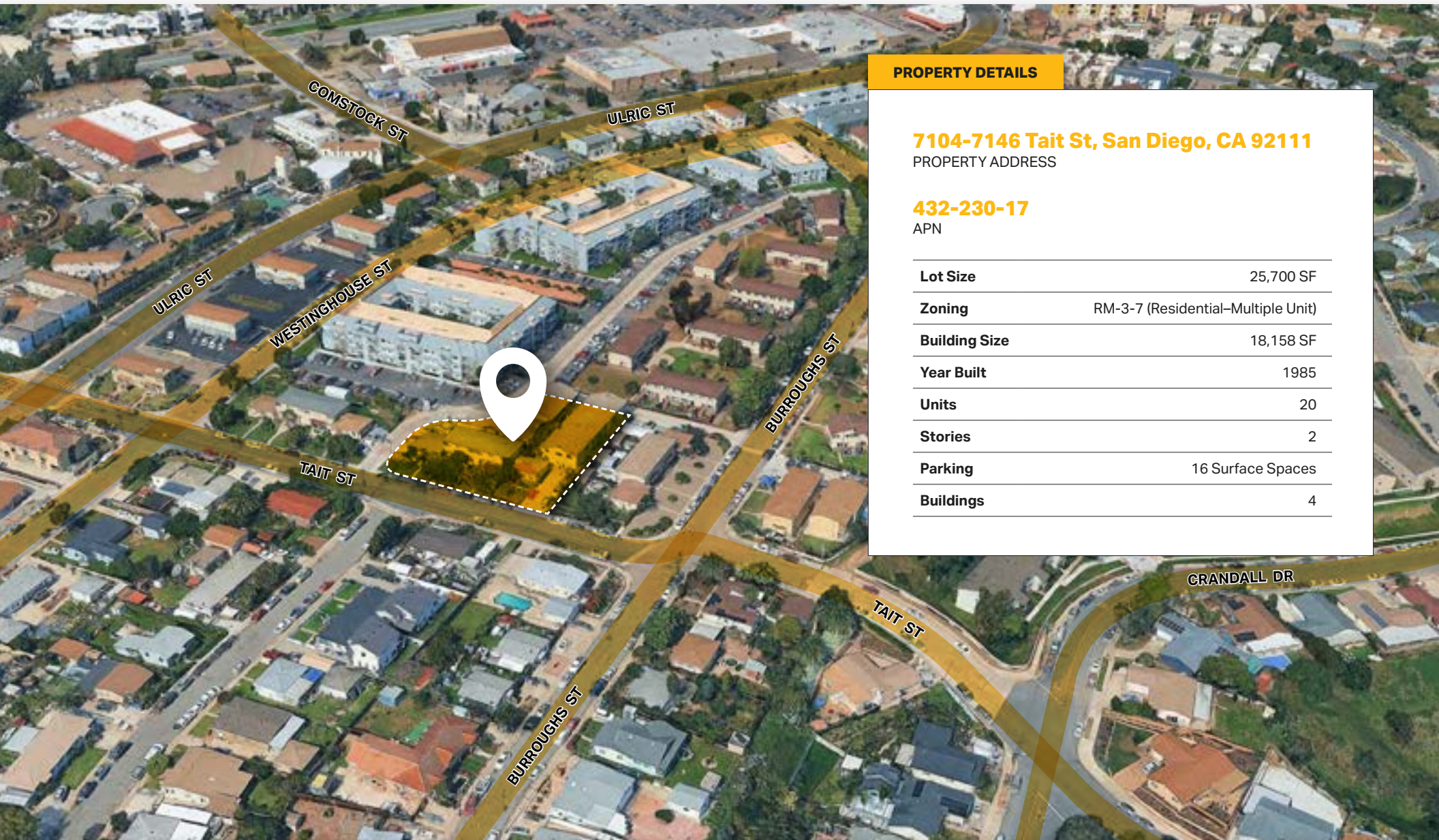
LOCATION OVERVIEW

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PROPERTY DESCRIPTION



PROPERTY DETAILS

7104-7146 Tait St, San Diego, CA 92111
PROPERTY ADDRESS

432-230-17
APN

Lot Size	25,700 SF
Zoning	RM-3-7 (Residential–Multiple Unit)
Building Size	18,158 SF
Year Built	1985
Units	20
Stories	2
Parking	16 Surface Spaces
Buildings	4

EXECUTIVE SUMMARY

PROPERTY INFORMATION

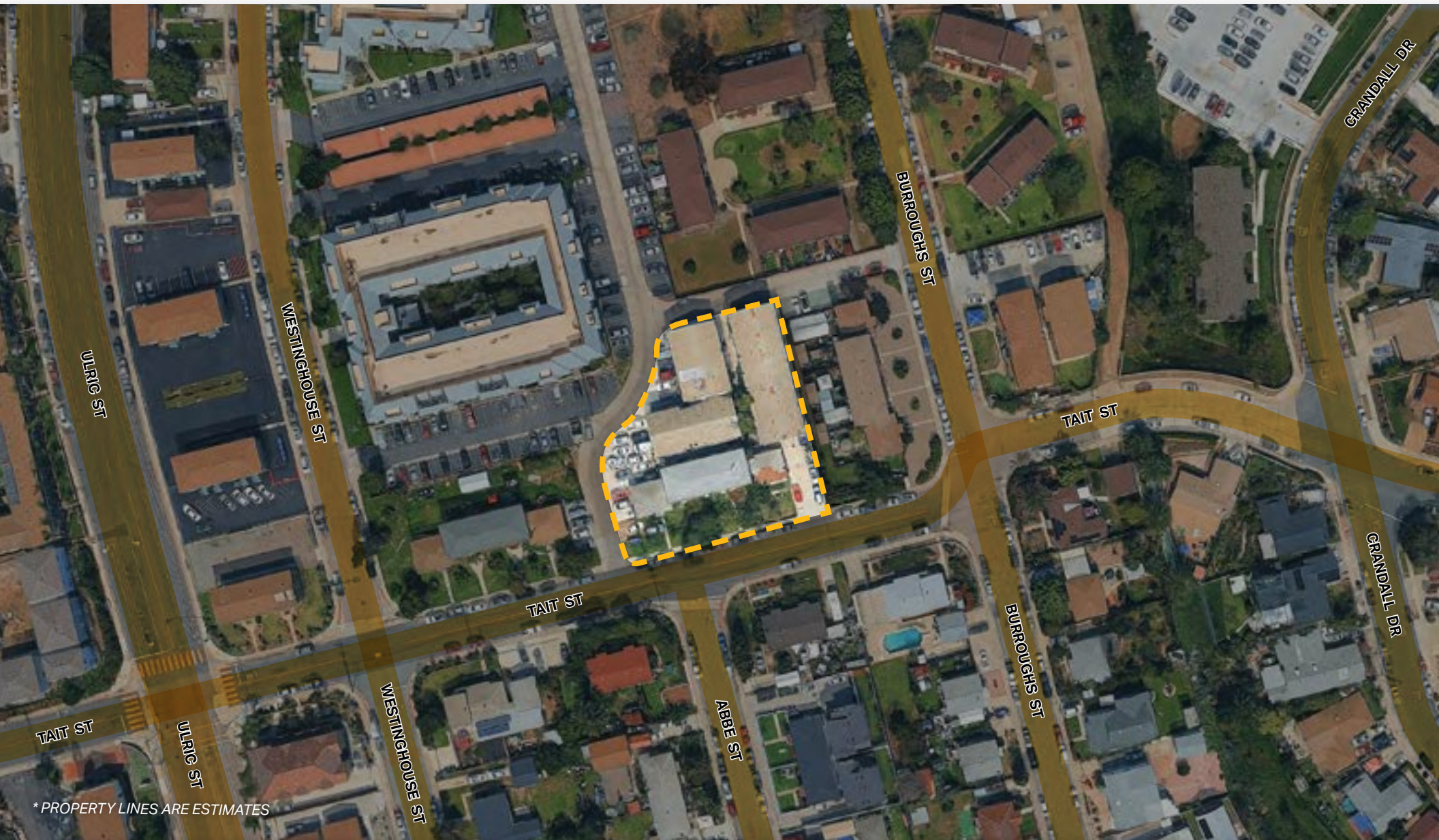
LOCATION OVERVIEW

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Location Overview

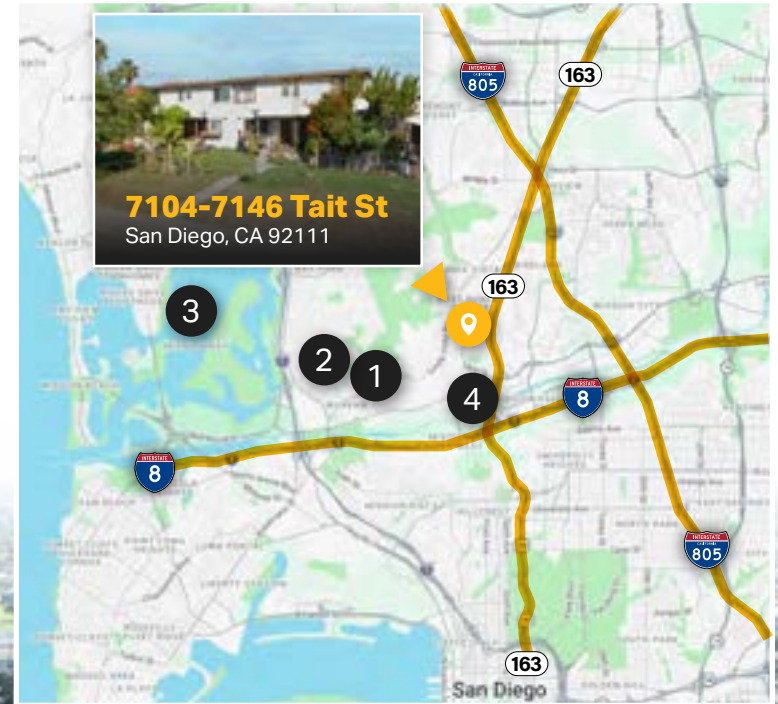
LOCATION OVERVIEW

CENTRAL CONNECTIVITY MEETS NEIGHBORHOOD CONVENIENCE – LINDA VISTA'S MULTIFAMILY STRONGHOLD

Linda Vista is a centrally positioned San Diego neighborhood known for its diverse residential character, strong rental demand, and exceptional accessibility. Located just minutes from Mission Valley, **1 the University of San Diego**, and major regional destinations, the community offers a balanced mix of suburban comfort and urban connectivity.

The neighborhood benefits from a vibrant mix of local restaurants, international dining options, neighborhood shopping centers, and recreational amenities. Nearby destinations such as **2 Tecolote Canyon Natural Park**, **3 Mission Bay**, and **4 Fashion Valley** provide residents with convenient access to outdoor recreation, entertainment, and premier retail experiences, contributing to the area's broad appeal among students, professionals, and families alike.

Its strategic location **along Interstate 805, State Route 163, and Interstate 8** provides efficient connectivity to Downtown San Diego, major employment hubs, and coastal destinations. Supported by limited housing supply and consistent renter demand, Linda Vista has emerged as one of San Diego's most stable multifamily submarkets, offering long-term appeal for both residents and investors.



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IMMEDIATE MAP



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Financial Analysis

FINANCIAL SUMMARY

INVESTMENT OVERVIEW

\$371.74

PRICE PER SF

\$6,750,000

PRICE

\$337,500

PRICE PER UNIT

CURRENT

PROFORMA

18.78

GRM

9.77

2.95%

CAP RATE

7.72%

3.00%

CASH-ON-CASH
RETURN (YR 1)

7.70%

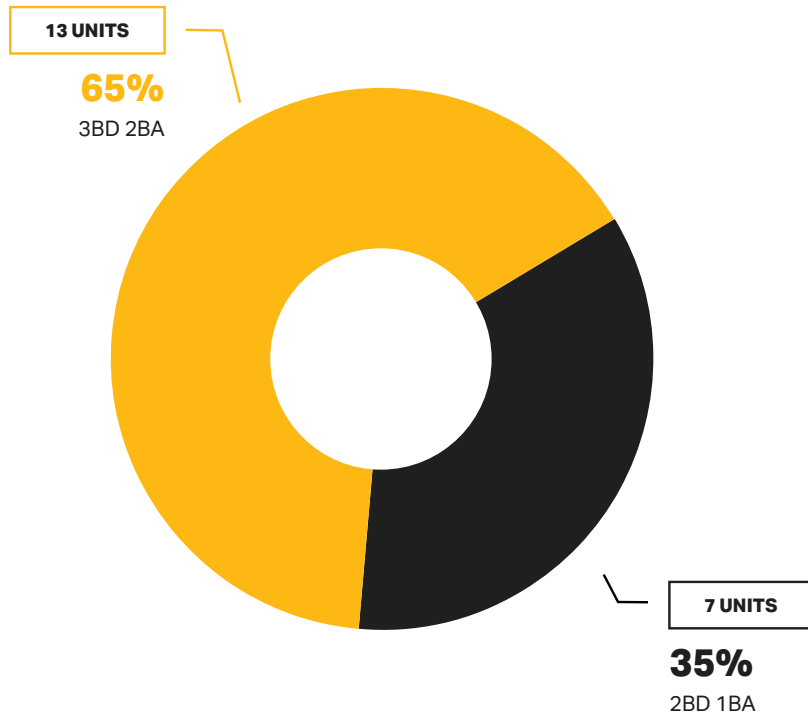
OPERATING DATA	CURRENT	PROFORMA
Gross Scheduled Income	\$359,460	\$691,200
Total Scheduled Income	\$359,460	\$691,200
Vacancy Cost	\$10,784	\$20,736
Gross Income	\$348,676	\$670,464
Operating Expenses	\$149,217	\$149,217
Net Operating Income	\$199,459	\$521,247
Pre-Tax Cash Flow	\$199,460	\$521,247

INCOME & EXPENSES SUMMARY

	CURRENT	PROFORMA
INCOME SUMMARY		
Gross Scheduled Income	\$359,460	\$691,200
Vacancy Cost	(\$10,784)	(\$20,736)
GROSS INCOME	\$348,676	\$670,464
EXPENSES SUMMARY		
Utilities	\$4,000	\$4,000
Water	\$12,000	\$12,000
Landscaping	\$2,500	\$2,500
Trash Removal	\$3,900	\$3,900
Pest Control	\$2,000	\$2,000
Maintenance	\$2,000	\$2,000
Management (Off Site)	\$17,973	\$17,973
Management (On Site)	\$12,000	\$12,000
Licenses & Fees	\$150	\$150
Insurance	\$10,000	\$10,000
Taxes	\$82,694	\$82,694
OPERATING EXPENSES	\$149,217	\$149,217
NET OPERATING INCOME	\$199,460	\$521,247



UNIT MIX SUMMARY



UNIT TYPE	COUNT	% OF TOTAL	RENT	MARKET RENT
2Bd 1Ba	7	35.00%	\$1,150	\$2,300
3Bd 2Ba	13	65.00%	\$1,685	\$3,100
TOTAL/AVERAGE	20	100.00%	\$1,498	\$2,820



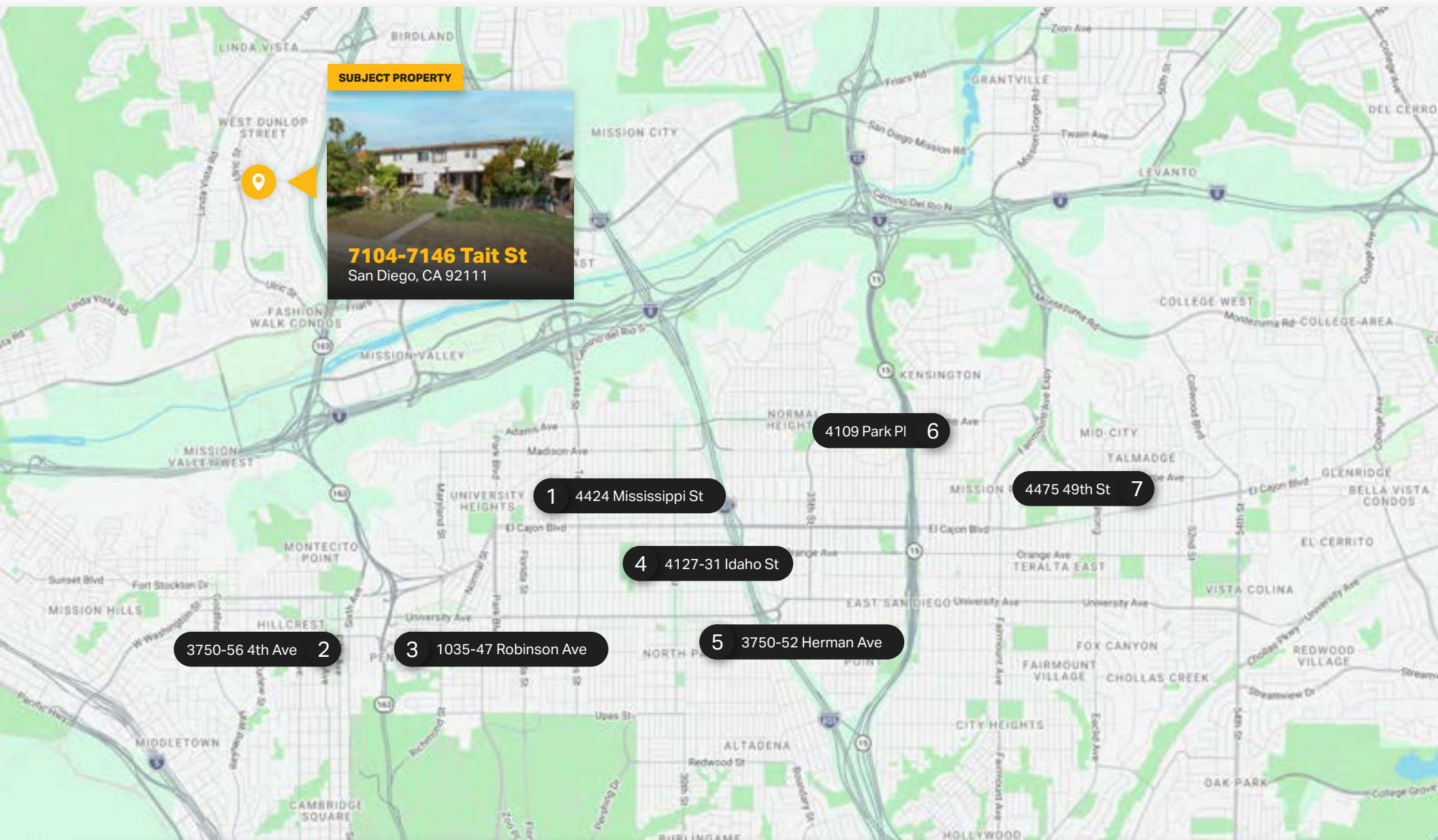
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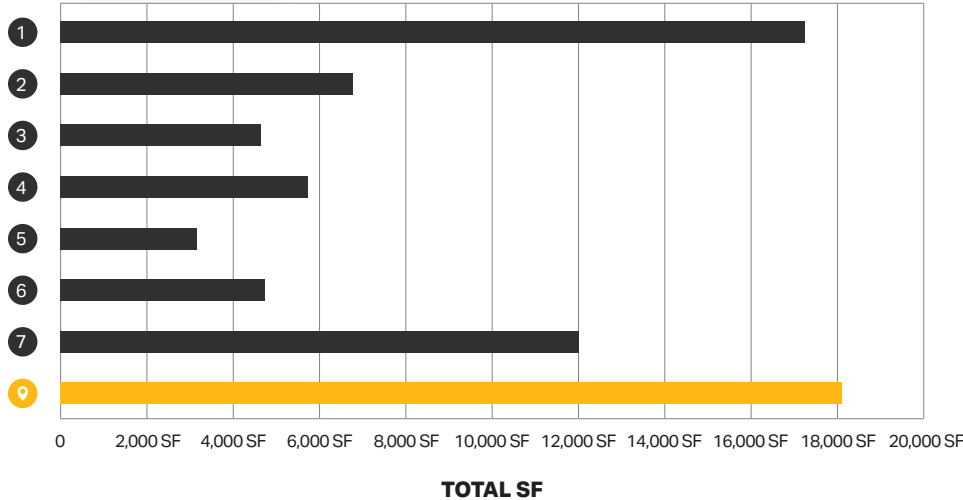
I Comparables

1

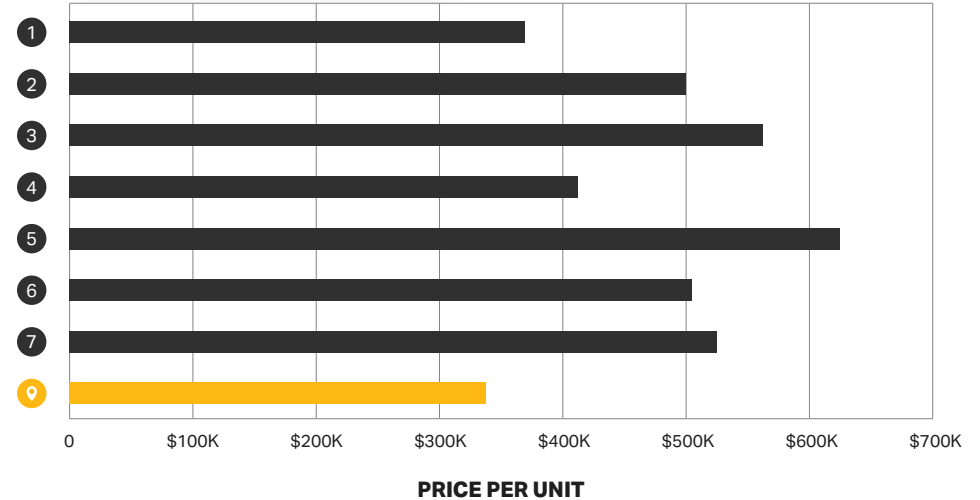


SALE COMPARABLES SUMMARY

SF OVERVIEW



SALE PRICE/UNIT OVERVIEW



	PROPERTY ADDRESS		DISTANCE	UNITS	YEAR BUILT	TOTAL SF	COE DATE	SALE PRICE	PRICE PER UNIT	PRICE PSF
1	4424 Mississippi St, San Diego, CA 92116	SOLD	2.3 mi	18	1970	17,246 SF	01/20/2023	\$6,650,000	\$369,444	\$385.60
2	3750-56 4th Ave, San Diego, CA 92103	SOLD	2.5 mi	6	1924	6,784 SF	07/13/2023	\$3,000,000	\$500,000	\$442.22
3	1035-47 Robinson Ave, San Diego, CA 92103	SOLD	2.6 mi	8	1933	4,650 SF	04/14/2023	\$4,500,000	\$562,500	\$967.74
4	4127-31 Idaho St, San Diego, CA 92104	SOLD	2.8 mi	10	1987	5,730 SF	04/04/2023	\$4,125,000	\$412,500	\$719.90
5	3750-52 Herman Ave, San Diego, CA 92104	SOLD	3.4 mi	5	1921	3,184 SF	03/01/2023	\$3,125,000	\$625,000	\$981.47
6	4109 Park Pl, San Diego, CA 92116	SOLD	3.8 mi	7	1969	4,735 SF	01/01/2023	\$3,540,000	\$505,714	\$747.62
7	4475 49th St, San Diego, CA 92115	SOLD	4.9 mi	12	1965	12,000 SF	09/28/2023	\$6,300,000	\$525,000	\$525.00
	Average of Comps		3.2 mi	9	1953	7,761 SF	04/16/2023	\$4,462,857	\$500,023	\$575.02
9	7104-7146 Tait St, San Diego, CA 92111		0.0 mi	20	1985	18,158 SF	TBD	\$6,750,000	\$337,500	\$371.74

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SALE COMPARABLES

SOLD



1

7104-7146 Tait St
San Diego, CA 92111

\$6,750,000 PRICE	18,158 SF BLDG SIZE
\$371.74 PRICE/SF	25,700 SF LOT SIZE
2.95% CAP RATE	1985 YEAR BUILT

SOLD 01/20/2023



1

4424 Mississippi St
San Diego, CA 92116

\$6,650,000 PRICE	17,246 SF BLDG SIZE
\$385.60 PRICE/SF	13,939 SF LOT SIZE
2.50% CAP RATE	1970 YEAR BUILT

SOLD 07/13/2023



2

3750-56 4th Ave
San Diego, CA 92103

\$3,000,000 PRICE	6,784 SF BLDG SIZE
\$442.22 PRICE/SF	6,752 SF LOT SIZE
2.95% CAP RATE	1924 YEAR BUILT

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SALE COMPARABLES

SOLD

SOLD 04/14/2023



3

1035-47 Robinson Ave

San Diego, CA 92103

\$4,500,000

PRICE

4,650 SF

BLDG SIZE

\$967.74

PRICE/SF

10,454 SF

LOT SIZE

3.40%

CAP RATE

1933

YEAR BUILT

SOLD 04/04/2023



4

4127-31 Idaho St

San Diego, CA 92104

\$4,125,000

PRICE

5,730 SF

BLDG SIZE

\$719.90

PRICE/SF

6,970 SF

LOT SIZE

4.37%

CAP RATE

1987

YEAR BUILT

SOLD 03/01/2023



5

3750-52 Herman Ave

San Diego, CA 92104

\$3,125,000

PRICE

3,184 SF

BLDG SIZE

\$981.47

PRICE/SF

6,264 SF

LOT SIZE

4.38%

CAP RATE

1921

YEAR BUILT

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SOLD

SOLD 01/01/2023



6

4109 Park Pl

San Diego, CA 92116

\$3,540,000

PRICE

4,735 SF

BLDG SIZE

\$747.62

PRICE/SF

5,972 SF

LOT SIZE

4.50%

CAP RATE

1969

YEAR BUILT

SOLD 09/28/2023



7

4475 49th St

San Diego, CA 92115

\$6,300,000

PRICE

12,000 SF

BLDG SIZE

\$525.00

PRICE/SF

12,632 SF

LOT SIZE

-

CAP RATE

1965

YEAR BUILT

EXECUTIVE SUMMARY

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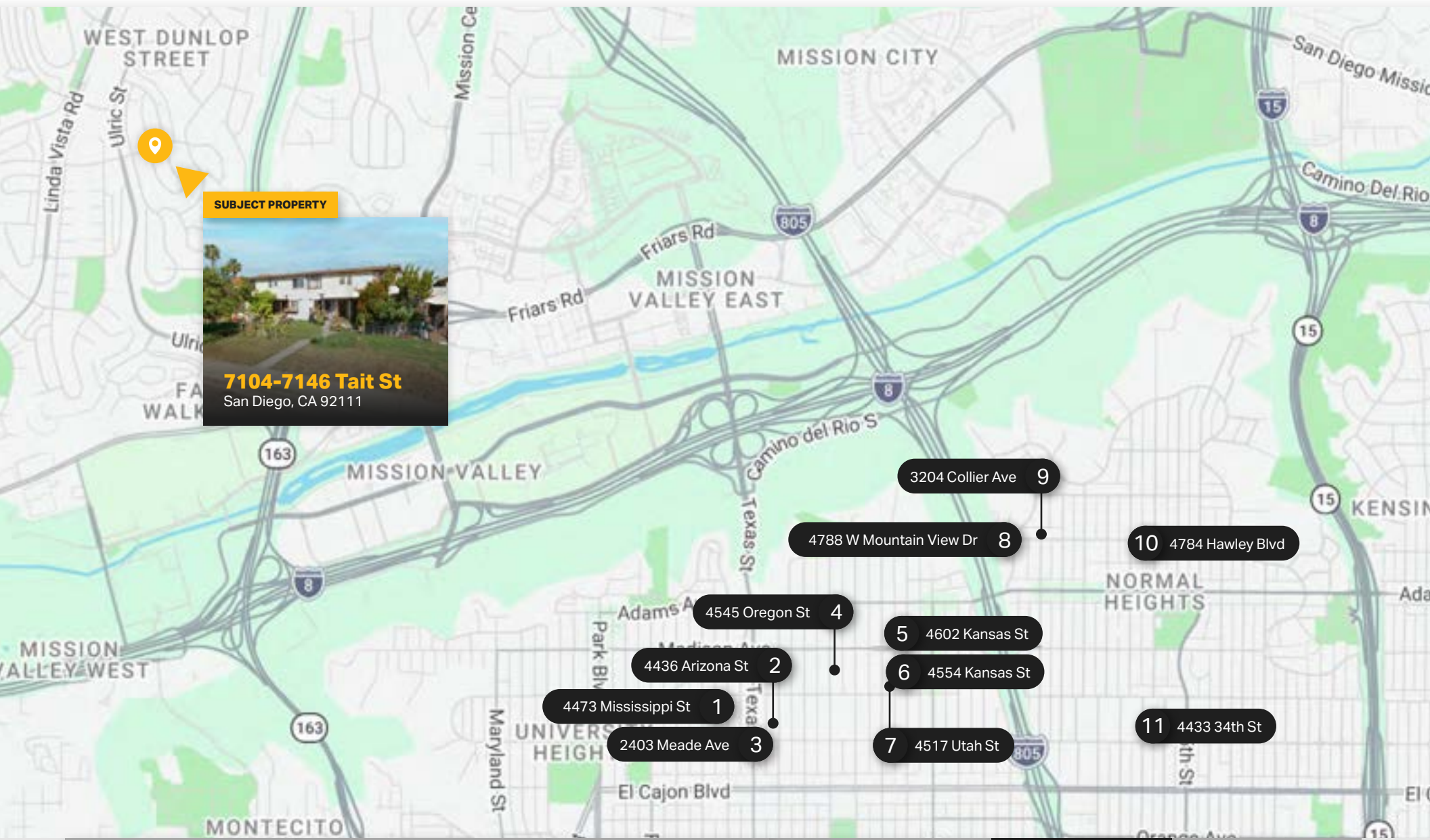
LOCATION OVERVIEW

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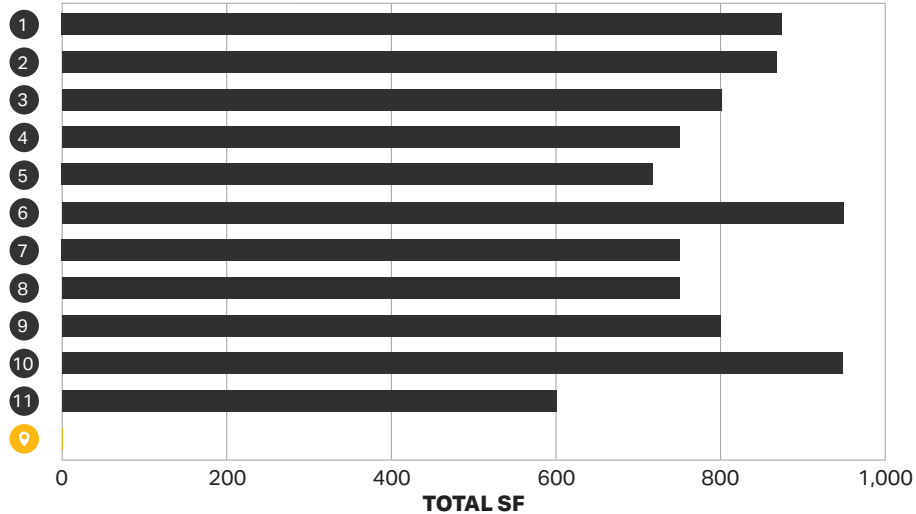
RENT COMPARABLES MAP



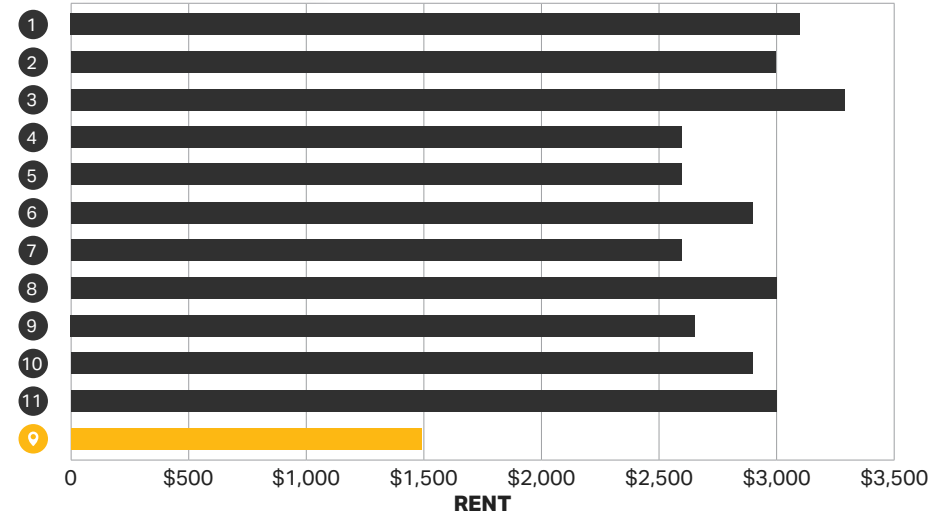
EXECUTIVE SUMMARY	PROPERTY INFORMATION	LOCATION OVERVIEW	FINANCIAL ANALYSIS	COMPARABLES	DEMOGRAPHICS
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RENT COMPARABLES SUMMARY

SF OVERVIEW



RENT OVERVIEW



	Property Address	Distance	SF	Rent	Rent PSF
1	4473 Mississippi St, San Diego, CA 92116	2.2 mi	875 SF	\$3,100	\$3.54
2	4436 Arizona St, San Diego, CA 92116	2.4 mi	867 SF	\$2,995	\$3.45
3	2403 Meade Ave, San Diego, CA 92116	2.4 mi	800 SF	\$3,290	\$4.11
4	4545 Oregon St, San Diego, CA 92116	2.4 mi	750 SF	\$2,600	\$3.47
5	4602 Kansas St, San Diego, CA 92116	2.5 mi	718 SF	\$2,595	\$3.61
6	4554 Kansas St, San Diego, CA 92116	2.6 mi	950 SF	\$2,900	\$3.05
7	4517 Utah St, San Diego, CA 92116	2.6 mi	750 SF	\$2,600	\$3.47
8	4788 W Mountain View Dr, San Diego, CA 92116	2.7 mi	750 SF	\$2,995	\$3.99
9	3204 Collier Ave, San Diego, CA 92116	2.7 mi	800 SF	\$2,650	\$3.31
10	4784 Hawley Blvd, San Diego, CA 92116	3.0 mi	950 SF	\$2,900	\$3.05
11	4433 34th St, San Diego, CA 92116	3.3 mi	600 SF	\$3,000	\$5.00
	Average of Comps	2.6 mi	801 SF	\$2,875	\$3.59
📍	7104-7146 Tait St, San Diego, CA 92111	0.0 mi	-	\$1,498	-

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7104-7146 Tait St
San Diego, CA 92111

RENT SUMMARY

UNIT TYPE	COUNT	% OF TOTAL	RENT	MARKET RENT
2Bd 1Ba	7	35.0%	\$1,150	\$2,300
3Bd 2Ba	13	65.0%	\$1,685	\$3,100
Total/Wtd Avg	20	100.0%	\$1,498	\$2,820



4473 Mississippi St
San Diego, CA 92116

2.2 mi **2** **2**
DISTANCE BEDROOM BATHROOM

RENT SUMMARY

UNIT TYPE	COUNT	RENT	SIZE SF	RENT/ SF
2Bd 2Ba	1	\$3,100	875 SF	\$3.54
Total/Wtd Avg	1	\$3,100	875 SF	\$3.54



4436 Arizona St
San Diego, CA 92116

2.4 mi **2** **2**
DISTANCE BEDROOM BATHROOM

RENT SUMMARY

UNIT TYPE	COUNT	RENT	SIZE SF	RENT/ SF
2Bd 2Ba	1	\$2,995	867 SF	\$3.45
Total/Wtd Avg	1	\$2,995	867 SF	\$3.45

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3

2403 Meade Ave

San Diego, CA 92116

2.4 mi **2** **2**
DISTANCE BEDROOM BATHROOM

RENT SUMMARY

UNIT TYPE	COUNT	RENT	SIZE SF	RENT/ SF
2Bd 2Ba	1	\$3,290	800 SF	\$4.11
Total/Wtd Avg	1	\$3,290	800 SF	\$4.11



4

4545 Oregon St

San Diego, CA 92116

2.4 mi **1** **1**
DISTANCE BEDROOM BATHROOM

RENT SUMMARY

UNIT TYPE	COUNT	RENT	SIZE SF	RENT/ SF
1Bd 1Ba	1	\$2,600	750 SF	\$3.47
Total/Wtd Avg	1	\$2,600	750 SF	\$3.47



5

4602 Kansas St

San Diego, CA 92116

2.5 mi **1** **1**
DISTANCE BEDROOM BATHROOM

RENT SUMMARY

UNIT TYPE	COUNT	RENT	SIZE SF	RENT/ SF
1Bd 1Ba	1	\$2,595	718 SF	\$3.61
Total/Wtd Avg	1	\$2,595	718 SF	\$3.61

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6

4554 Kansas St

San Diego, CA 92116

2.6 mi **2** **2**
DISTANCE BEDROOM BATHROOM

RENT SUMMARY

UNIT TYPE	COUNT	RENT	SIZE SF	RENT/ SF
2Bd 2Ba	1	\$2,900	950 SF	\$3.05
Total/Wtd Avg	1	\$2,900	950 SF	\$3.05



7

4517 Utah St

San Diego, CA 92116

2.6 mi **1** **1**
DISTANCE BEDROOM BATHROOM

RENT SUMMARY

UNIT TYPE	COUNT	RENT	SIZE SF	RENT/ SF
1Bd 1Ba	1	\$2,600	750 SF	\$3.47
Total/Wtd Avg	1	\$2,600	750 SF	\$3.47



8

4788 W Mountain View Dr

San Diego, CA 92116

2.7 mi **1** **1**
DISTANCE BEDROOM BATHROOM

RENT SUMMARY

UNIT TYPE	COUNT	RENT	SIZE SF	RENT/ SF
1Bd 1Ba	1	\$2,995	750 SF	\$3.99
Total/Wtd Avg	1	\$2,995	750 SF	\$3.99

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9

3204 Collier Ave

San Diego, CA 92116

2.7 mi **1** **1**
DISTANCE BEDROOM BATHROOM

RENT SUMMARY

UNIT TYPE	COUNT	RENT	SIZE SF	RENT/ SF
1Bd 1Ba	1	\$2,650	800 SF	\$3.31
Total/Wtd Avg	1	\$2,650	800 SF	\$3.31



10

4784 Hawley Blvd

San Diego, CA 92116

3.0 mi **2** **2**
DISTANCE BEDROOM BATHROOM

RENT SUMMARY

UNIT TYPE	COUNT	RENT	SIZE SF	RENT/ SF
2Bd 2Ba	1	\$2,900	950 SF	\$3.05
Total/Wtd Avg	1	\$2,900	950 SF	\$3.05



11

4433 34th St

San Diego, CA 92116

3.3 mi **1** **1**
DISTANCE BEDROOM BATHROOM

RENT SUMMARY

UNIT TYPE	COUNT	RENT	SIZE SF	RENT/ SF
1Bd 1Ba	1	\$3,000	600 SF	\$5.00
Total/Wtd Avg	1	\$3,000	600 SF	\$5.00

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7104-7146 TAIT STREET

| Demographics

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489,503

2025 POPULATION

\$126,972

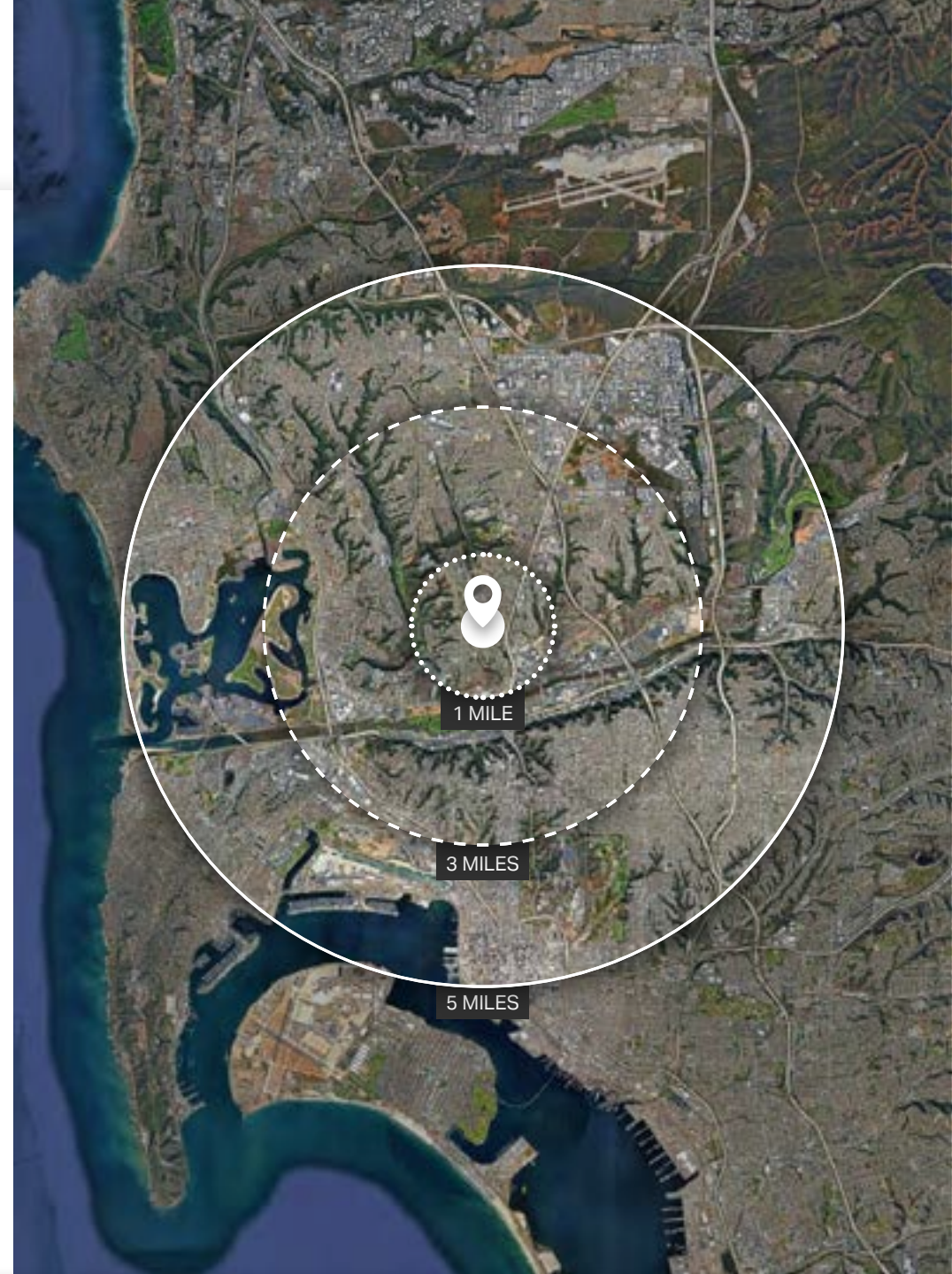
AVG HH INCOME

\$908,280

MEDIAN HOME VALUE

	1-MILE	3-MILE	5-MILE
POPULATION			
2025 Population	24,239	190,909	489,503
2030 Population Projection	24,499	192,837	494,422
Annual Growth 2025-2030	0.2%	0.2%	0.2%
Median Age	37.9	38.5	38.3
HOUSEHOLDS			
2025 Households	8,805	85,612	218,762
2030 Household Projection	8,890	86,466	221,100
Annual Growth 2025-2030	0.2%	0.2%	0.2%
Owner Occupied Households	3,403	30,984	74,678
Renter Occupied Households	5,487	55,482	146,422
Avg Household Size	2.6	2.1	2.1
Avg Household Vehicles	2	2	2
INCOME			
Avg Household Income	\$115,352	\$127,058	\$126,972
Median Household Income	\$95,088	\$102,791	\$100,619
HOUSING			
Median Home Value	\$751,611	\$871,958	\$908,280
Median Year Built	1977	1975	1974

SOURCE: COSTAR



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7104-7146 TAIT STREET

I **Advisor Bio**

ADVISOR BIO



BRIAN NELSON

PRESIDENT/PRINCIPAL

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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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EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

COMPARABLES

DEMOGRAPHICS

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