

# FOR SALE

±2.66 ACRE MULTI-FAMILY DEVELOPMENT OPPORTUNITY  
4610-4620 ALVARADO CANYON ROAD | SAN DIEGO, CA 92108



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Newmark & Company Real Estate, Inc. d/b/a Newmark Knight Frank, a New York Corporation (the "Agent") has been engaged as the exclusive sales representative for the sale of 9395 Cabot Drive, San Diego, CA 92126 (the "Property").

The Property is being offered for sale in an "as-is, where-is" condition, and the Seller and the Agent make no representations or warranties as to the accuracy of the information contained in this Offering Memorandum. The enclosed materials include confidential information and are being furnished solely for the purpose of review by prospective purchasers ("Purchasers") of the interest described herein for which it shall be fully and solely responsible. Neither the enclosed materials, nor any information contained herein, are to be used for any other purpose, or made available to any other person without the express written consent of the Seller. Each recipient, as a prerequisite to receiving the enclosed information, should be registered with the Agent as a "Registered Potential Investor" or as a "Buyer's Agent" for an identified "Registered Potential Investor". The use of this Offering Memorandum, and the information provided herein, is subject to the terms, provisions and limitations of the Confidentiality Agreement furnished by the Agent prior to delivery of this Offering Memorandum.

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The Seller reserves the right, at its sole and absolute discretion, to withdraw the Property from the market for sale at any time and for any reason without notice, to reject any and all expressions of interest or offers regarding the Property, and/or to terminate discussions with any entity at any time, with or without notice. This Offering Memorandum is made subject to omissions, correction of errors, change of price or other terms, prior sale or withdrawal from the market without notice. The Agent is not authorized to make any representations or agreements on behalf of the Seller. The Seller shall have no legal commitment or obligation to any recipient reviewing the enclosed materials, performing additional investigation, and/or making an offer to purchase the Property unless and until a binding written agreement for the purchase of the Property has been fully executed, delivered, and approved by Seller and any conditions required under the contract for title to pass from the Seller to the buyer have been satisfied or waived.

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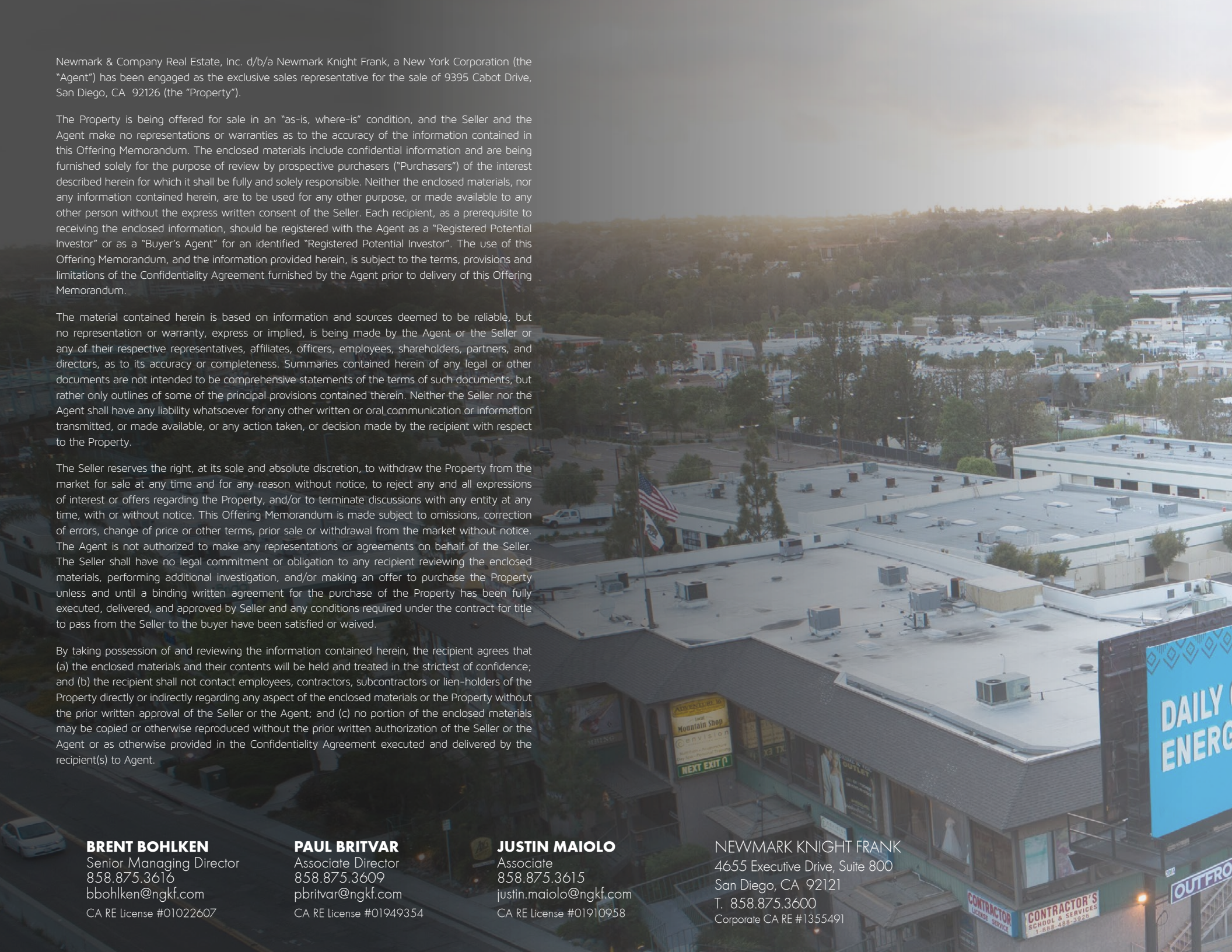
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EXECUTIVE SUMMARY

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PROPERTY DESCRIPTION

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AREA & MARKET OVERVIEW





CONCEPTUAL IMAGE



CONCEPTUAL IMAGE



CONCEPTUAL IMAGE

# 01

## EXECUTIVE SUMMARY

### THE OPPORTUNITY

Newmark Knight Frank is pleased to present this  $\pm 2.66$  Acre ( $\pm 115,869$  SF) redevelopment opportunity. This mixed-use property was re-zoned by the City of San Diego to “high-density residential” to accommodate the need for housing. Existing improvements include  $\pm 62,770$  SF office, retail and warehouse space in two buildings.

### LARGE LAND PARCEL:

The subject property consists of a mostly rectangular  $\pm 2.66$  acre site.

### LOCATION:

The subject property is located in the vibrant Central San Diego/Mission Gorge/Mission Valley submarket, the subject enjoys a strong daytime population, proximity to the Grantville Trolley Stop, San Diego State University, Qualcomm Stadium, regional malls owned by Westfield and Simon Property Group as well as a variety of bigbox retailers, multifamily complexes and medical services.

### DENSELY POPULATED SAN DIEGO LOCATION:

Located in a heavily populated area of San Diego, the subject benefits from nearly 523,096 residents, approximately 27,823 employers and 301,669 employees, all within a 5 mile radius. Year over year, the population in this submarket has continued to show steady growth.

### EXISTING INCOME WHILE PROCESSING ENTITLEMENTS:

The property is leased to a variety of tenants split between both buildings and additionally offers rental income from a rooftop cellular tower and commercial billboard. The subject has historically enjoyed a low vacancy rate and a good tenant mix. Contact listing broker for more information.





### BARRIERS TO ENTRY:

With most of the subject's neighborhood being stabilized there is a very limited amount of undeveloped land suitable for new construction and growth. Therefore, given the limited number of parcels suitable for development combined with the slow and difficult process of obtaining entitlements, the subject enjoys significant barriers of entry to the trade area.

### ZONING:

The subject is Zoned CC-3-9 (Community Commercial) with community-serving commercial and residential uses intended to accommodate development with a "high-intensity, pedestrian orientation and permits a maximum density of 1 dwelling unit for each 400 SF of lot area."



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PROPERTY DESCRIPTION



SITE DESCRIPTION	4610-4620 Alvarado Canyon Road
Parcel Number (APN)	461-330-30
Site Area	2.66 Acres (115,869SF)
Zoning	CC 3-9 (Community Commercial)
Access	2 points of vehicular access located along Alvarado Canyon Road
Location	Mission Valley. Amenity & Transit Rich

	4610 Alvarado Canyon Road	4610 Alvarado Canyon Road
Building Type	Industrial/Warehouse	Retail/Office
Building Size	15,818 SF	47,367 SF



# SITE AERIAL



4610

APN: 461-330-30  
± 2.66 ACRES

4620

ALVARADO CANYON ROAD



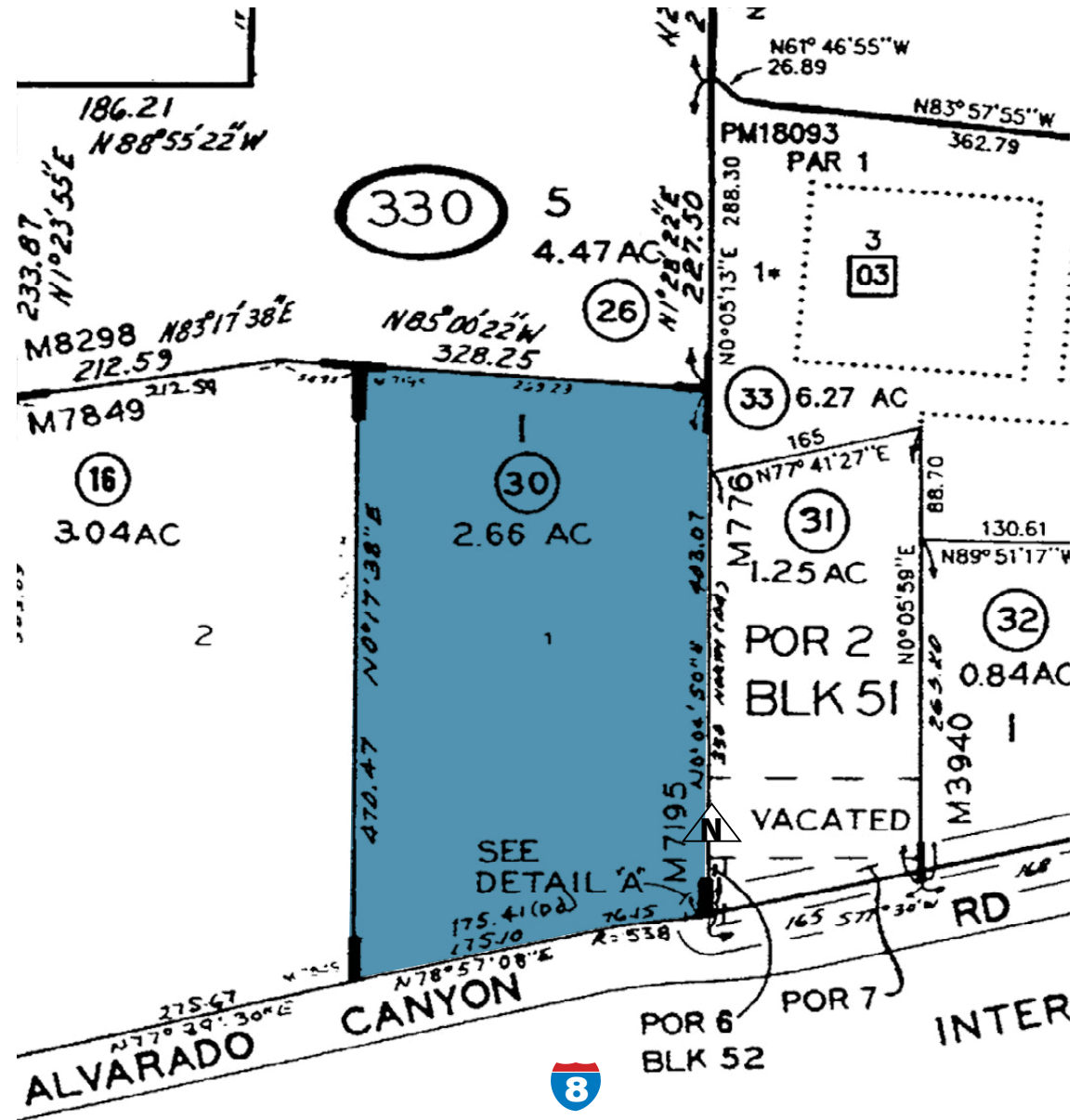
7  
4610-20



# PLAT MAP



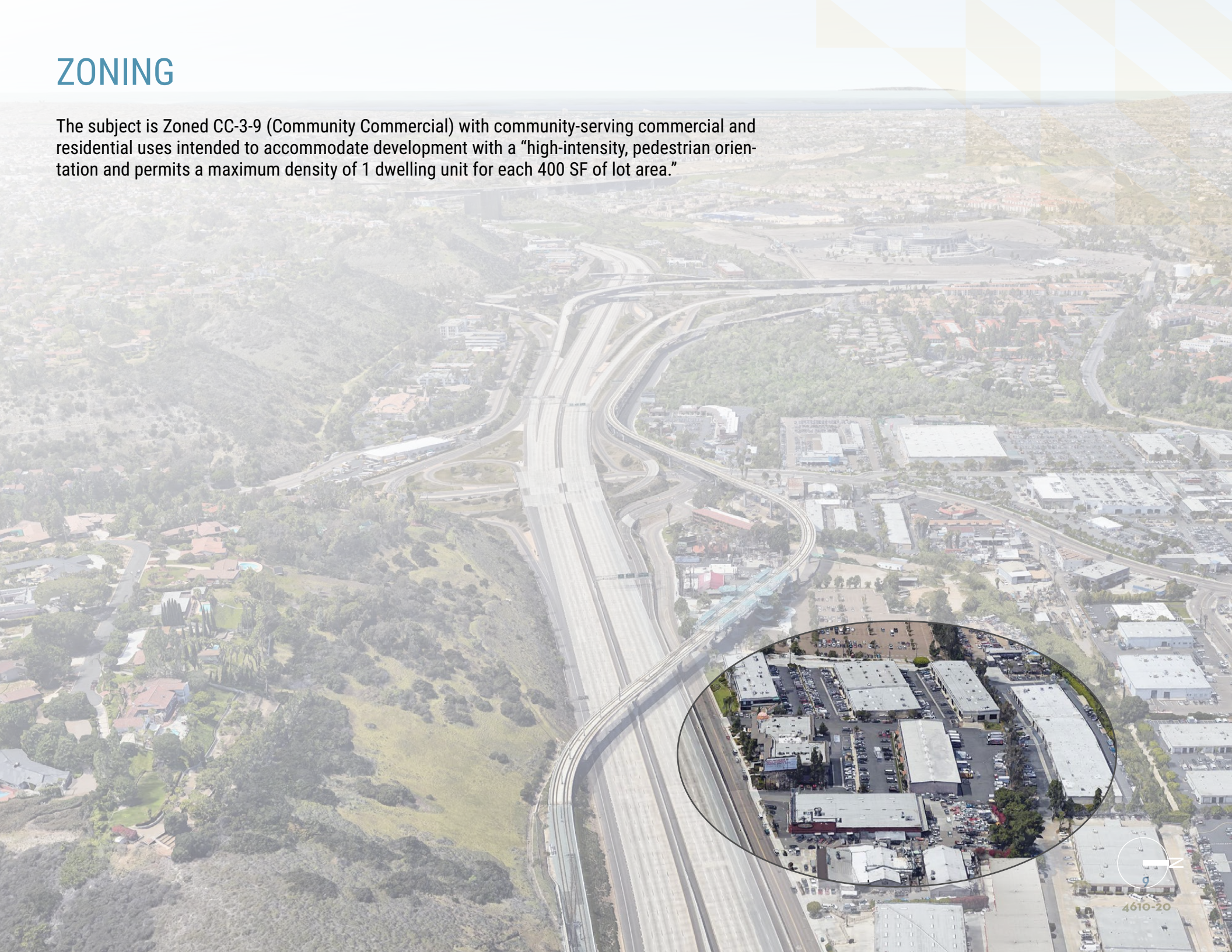
CONCEPTUAL IMAGE





# ZONING

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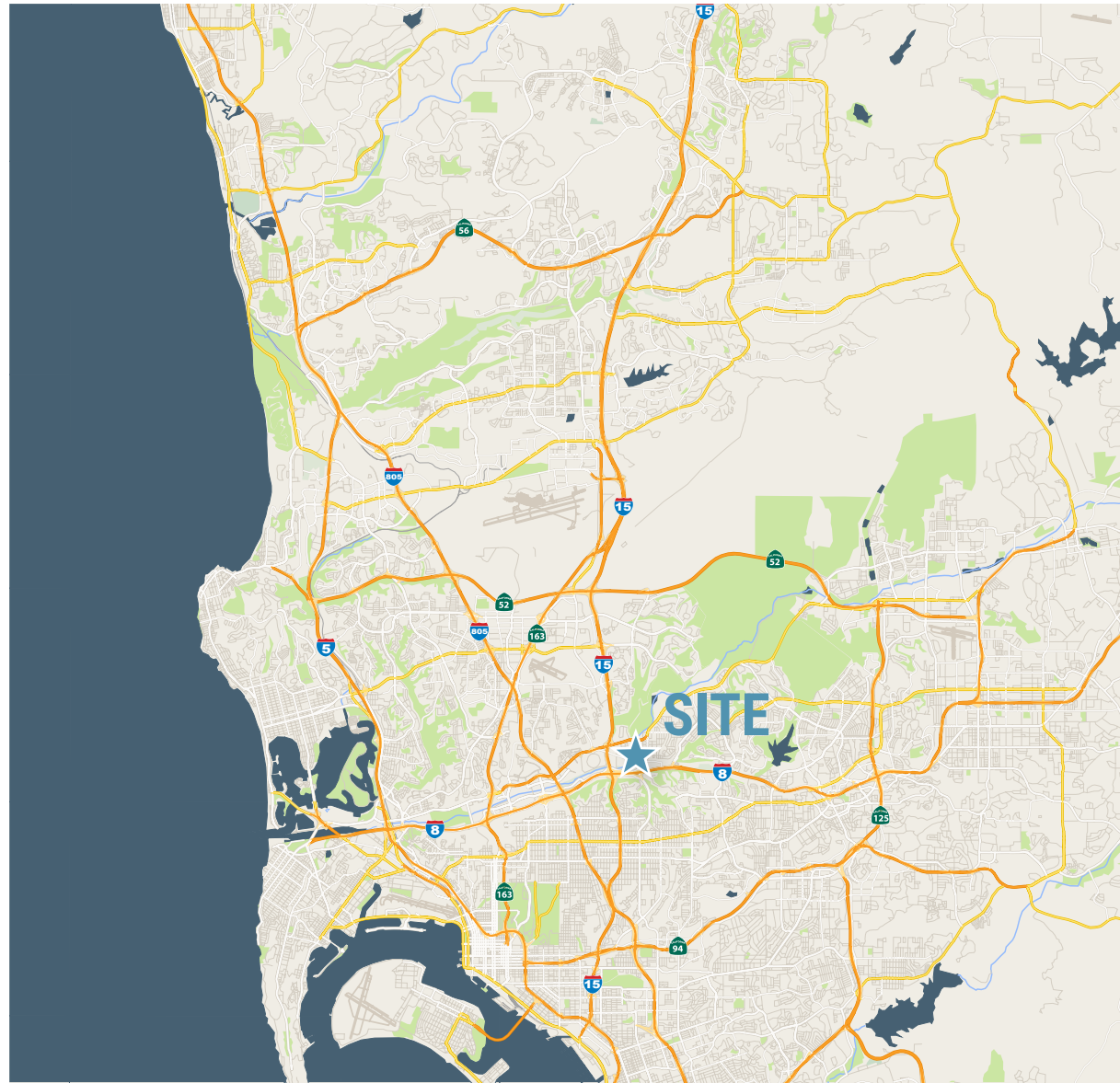


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## AREA & MARKET OVERVIEW



## LOCATION





# AREA DEMOGRAPHICS

		ONE-MILE RADIUS	THREE-MILE RADIUS	FIVE-MILE RADIUS
POPULATION	2017 Estimated Population	10,658	230,452	497,197
	2022 Projected Population	10,959	240,235	518,875
	2010 Census Population	10,314	217,181	466,768
	2000 Census Population	10,069	217,281	464,400
	Growth 2010-2017	0.45%	0.82%	0.87%
	Growth 2017-2022	0.56%	0.83%	0.86%
	2017 Estimated Median Age	40.9	32.4	34.5
HOUSEHOLDS	2017 Estimated Households	4,923	88,469	198,063
	2022 Projected Households	5,044	92,017	206,411
	2010 Census Households	4,802	83,789	186,571
	2000 Census Households	4,729	81,849	183,248
	Growth 2010-2017	0.34%	0.75%	0.83%
	Growth 2017-2022	0.49%	0.79%	0.83%
	2017 Est. Average Household Size	2.13	2.56	2.47
INCOME	2017 Est. Median Household Income	\$61,585	\$51,329	\$55,159
	2022 Prj. Median Household Income	\$67,926	\$55,034	\$61,065
	2017 Est. Average Household Income	\$89,008	\$72,563	\$76,542
	2017 Estimated Per Capita Income	\$41,629	\$28,399	\$30,993
HOUSING	2017 Estimated Housing Units	5,225	93,125	208,487
	2017 Estimated Vacant Units	5.8%	5.0%	5.0%
	2017 Est. Owner Occupied Units	53.7%	33.4%	37.0%
	2017 Est. Renter Occupied Units	40.5%	61.6%	58.0%
	2017 Est. Median Housing Value	\$507,034	\$466,024	\$453,259



# MULTI-FAMILY ASKING RENTS

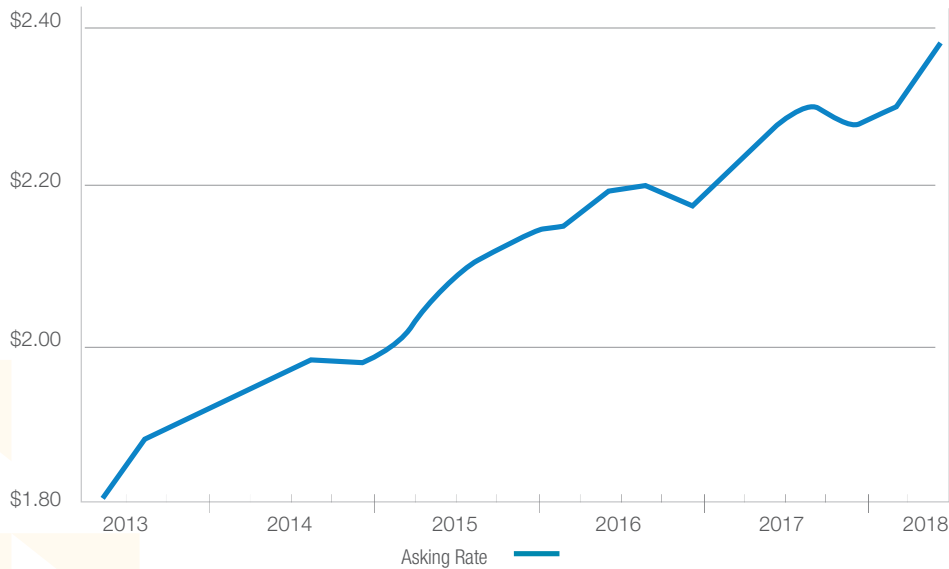
ASKING RENTS	CURRENT	5-YEAR AVERAGE
Studio	\$1,782	\$1,581
1 Bed	\$1,971	\$1,737
2 Bed	\$2,376	\$2,097
3 Bed	\$2,576	\$2,271
Concessions	0.9%	1.4%

\*10+ units communities in Mission Valley, Grantville and College West

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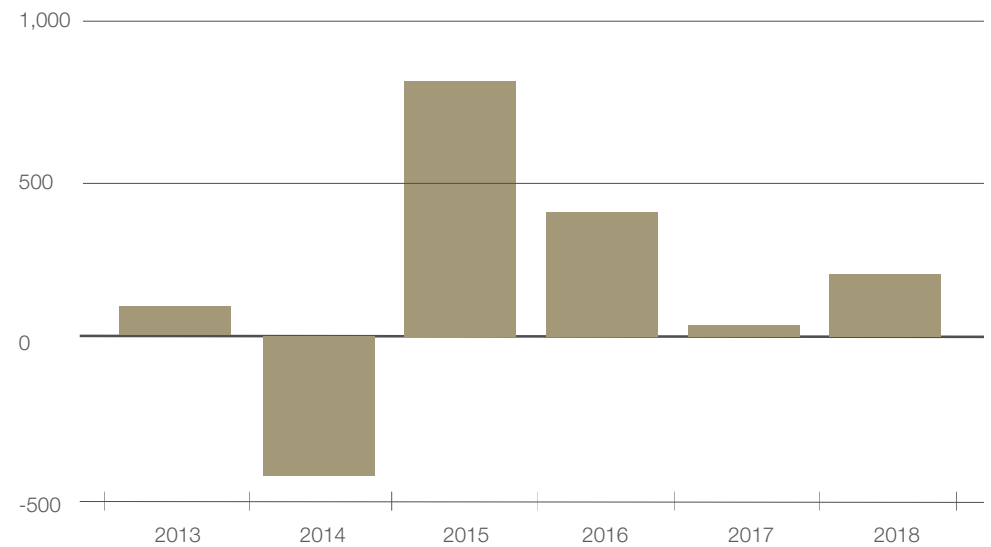
San Diego multifamily is positioned well for the foreseeable future,” Hines Development Director Bhavesh Parikh said. “It is well-known that San Diego needs more housing and therefore the fundamentals are strong in the region.”

## ASKING RENT/SF



Source: CoStar

## ABSORPTION UNITS



Source: CoStar





CONCEPTUAL IMAGE



CONCEPTUAL IMAGE



CONCEPTUAL IMAGE

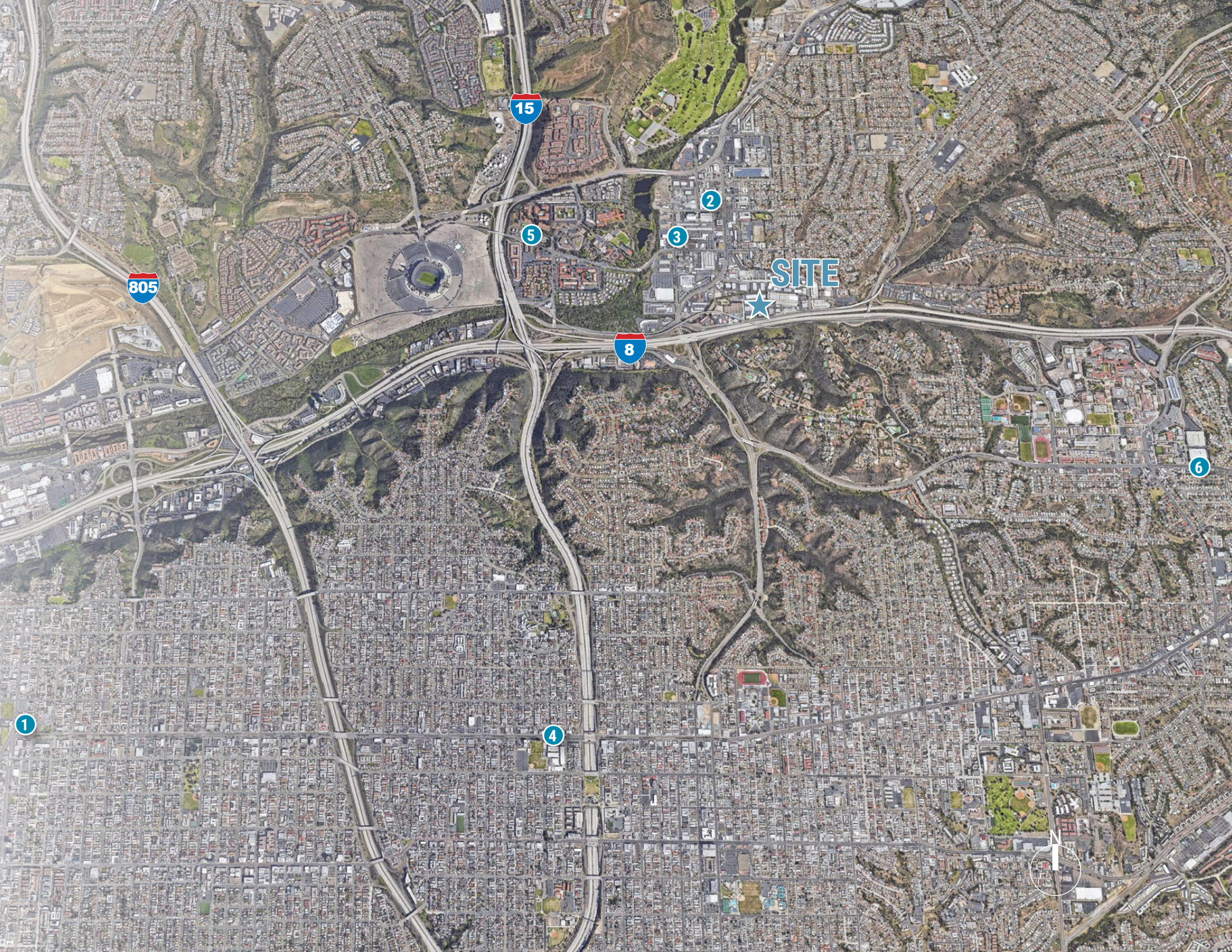


## SALE COMPARABLES

	Property Address	Sale Date Status	Sale Price	Land SF Acres	Units Density (Units/Acre)	Zoning	\$/Unit	\$/SF Land
1	1810 El Cajon Blvd San Diego	Apr 2018 Closed	\$7,300,000	16,997 0.39	42 107.7	Community Commercial	\$173,800	\$216.03
	Comments:	The zoning for this property (CC-3-9) allows for 1 d/u per 400 sf of lot area.						
2	4445 Glacier Ave San Diego	Jan 2018 Closed	\$5,000,000	37,501 0.88	60 59.2	Community Commercial	\$98,039	\$133.33
	Comments:	The zoning for this property allows for 1 d/u per 600 sf of lot area. This would yield a maximum of 62 apartment units. However, based on the listing agents information, preliminary design plans yield ± 37 apartment units and 14,000 sf of commercial space. Based on our interviews w/ market participants, ± 1,000 SF of commercial space is equivalent to one apartment unit. This, the indicated density yield is ± 51 units or ± 82% of the maximum density allowed by zoning. The potential buyer is processing entitlements at their own cost.						
3	6121-6127 Fairmount Ave 4322 Twain Ave San Diego	Dec 2017 Closed	\$7,430,000	71,560 1.64	79 48.1	Community Commercial	\$94,304	\$104.11
	Comments:	The property was purchased as part of an assemblage; the 1st transaction for just over 1 Acre occurred in August, 2016 for \$5.1M and the second for a 0.5 acre occurred in January, 2017 for \$2.35M for an effective purchase price of \$7.45M. The zoning designation allows for 1 d/u per 600 sf of lot area; however, based on information provided by the SD Housing Commission the density yield for the proposed project is 79 units (66% of maximum allowable density). The parties involved with the transaction declined to confirm the sale and the proposed number of units. No entitlements were evolved with the transaction.						
4	3803 El Cajon Blvd San Diego	Nov 2017 Closed	\$2,600,000	22,433 0.51	52 102.0	Affordable Housing Units	\$50,000	\$117.03
	Comments:	Buyer plans to develop 52 affordable housing units.						
5	SD Habitat for Humanity 10222 San Diego Mission Rd San Diego	May 2017 Closed	\$3,575,000	53,143 1.22	58 47.5	Mission Valley- Planned Residential	\$61,638	\$67.27
	Comments:	This property sold w/ no entitlements; The buyer plans on construction 58 town homes on the site.						
6	6195 Montezuma Rd San Diego	June 2016 Closed	\$1,500,000	11,600 0.27	13 48.8	Residential/ Mixed-Use	\$115,385	\$129.31
	Comments:	The data was collected from Costar; Finished lot condition. The zoning designation allows for 1 d/u per 600 sf of lot area; 70% of maximum allowable density assumes a yield of ± 13 units.						

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SITE

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