

34143 Hamilton Street

North Park, San Diego, CA 92116 — Multifamily Investment Opportunity

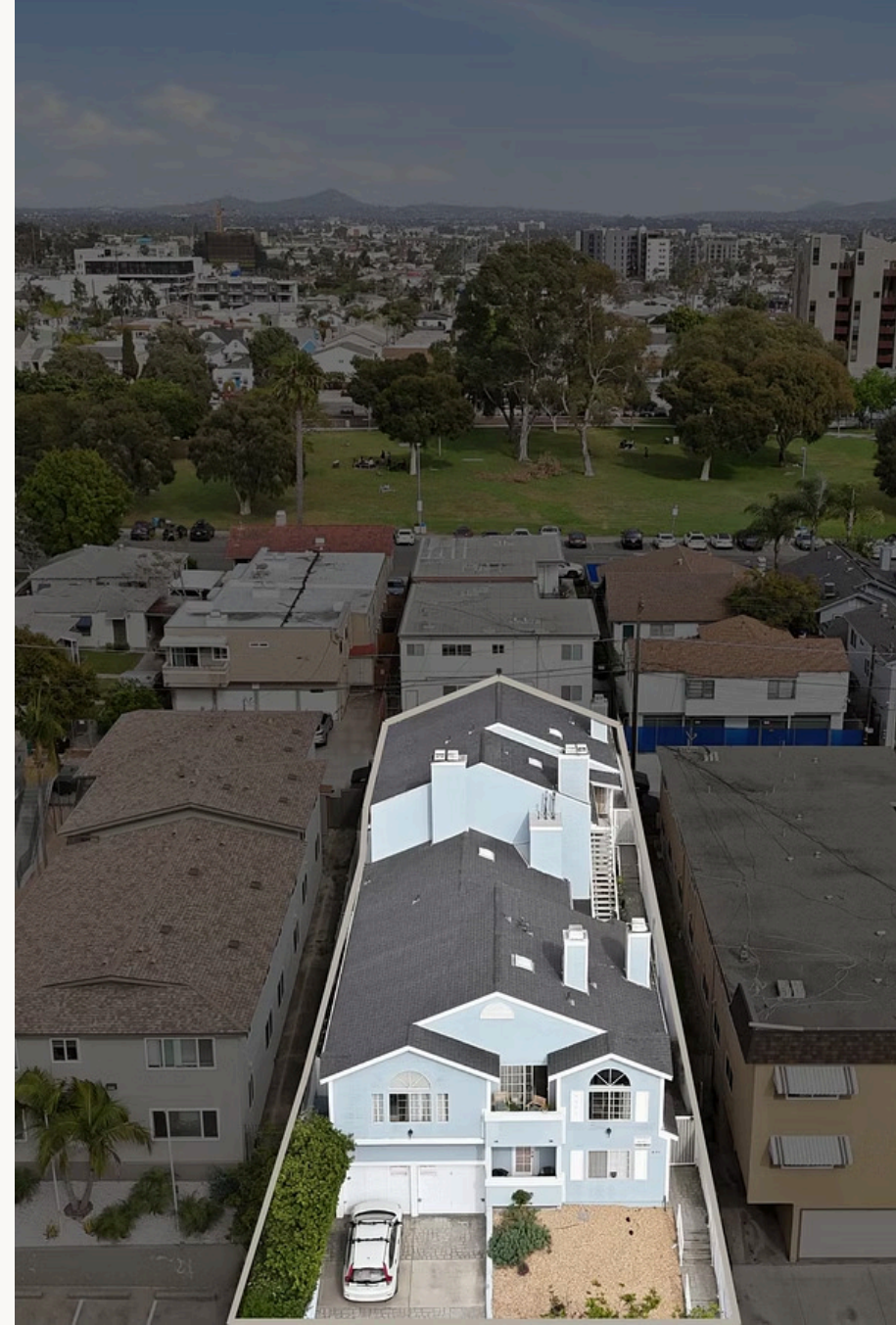
A 7-unit income-producing asset in one of San Diego's most sought-after urban neighborhoods, offering immediate cash flow and compelling value-add upside.
Asking Price: **\$3,050,000**

CURRENT CAP RATE: 4.99%

PROJECTED CAP RATE: 6.16%

7 UNITS | NORTH PARK

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Executive Summary

4143 Hamilton Street presents a rare opportunity to acquire a stabilized, income-producing multifamily asset in North Park — one of San Diego's most vibrant and high-demand residential neighborhoods. The property generates **\$190,440 in current annual gross rent** with a clear path to **\$226,200** as below-market leases roll to market rate.

Investment Thesis

Buy into a supply-constrained, high-walkability corridor with an existing rent roll, proven demand, and immediate value-add upside of ~\$35,760/year by closing the gap between in-place and market rents.

Why North Park, Why Now

- Walk Score consistently above 90 — urban convenience without downtown pricing
- Rising renter demographics: young professionals, creatives, tech workers
- San Diego's structural housing shortage keeps vacancy rates low
- Strong 2026 rent growth outlook amid constrained new supply

Property Details

4143 Hamilton Street, San Diego, CA 92116

Total Units

7 residential units across a single multifamily building in a highly walkable North Park block.

Unit Mix

5 × 2-Bedroom
1 × 1-Bedroom
1 × 3-Bedroom

Community

North Park — a dense, walkable urban neighborhood with restaurants, breweries, boutiques, and strong transit connectivity.

Asset Profile

Stabilized multifamily with below-market rents — offering immediate income and a clear value-add strategy through lease renewals.

The unit mix skews heavily toward 2-bedroom configurations, which represent the strongest rental demand segment in North Park. The single 3-bedroom unit commands premium rents and benefits from the neighborhood's family-friendly character, while the 1-bedroom unit attracts individual professionals and couples seeking urban living at an accessible price point.

North Park Market Overview

Average Market Rents by Bedroom Type

Unit Type	Avg. Market Rent/Mo
Studio	\$1,800+
1-Bedroom	\$2,250
2-Bedroom	\$2,700-3,350
3-Bedroom	\$3,100-4,623

North Park consistently commands premium rents relative to San Diego County averages, driven by walkability, lifestyle amenities, and proximity to employment corridors in Hillcrest, Mission Valley, and Downtown.

Demand Drivers

→ Walk Score 90+

Daily errands, dining, and transit without a car — a top-tier urban living proposition.

→ Renter-Dominated Market

Over 65% of North Park households are renters, sustaining consistent occupancy across asset classes.

→ Supply Constraints

Infill location with limited new multifamily development, protecting existing asset values and rental rates.

Current vs. Projected Rent Analysis

Closing the Gap Between In-Place and Market Rents

Unit Type	Units	Current Rent/Mo	Market Rent/Mo	Upside/Unit/Mo	Annual Upside
1-Bedroom	1	~\$1,867	\$2,250	~\$383	~\$4,596
2-Bedroom (x5)	5	~\$2,278 avg	\$2,700+	~\$422+	~\$25,320+
3-Bedroom	1	~\$2,550	\$3,100+	~\$550+	~\$6,600+
Total / Aggregate	7	\$15,870/mo	\$18,850/mo	~\$2,980	~\$35,760+

- ✔ Bringing all units to current market rents represents an incremental **\$35,760 in annual gross revenue** — a gain achievable through natural lease turnover with no structural capital investment required.

Financial Analysis

Current vs. Projected Performance at Asking Price of \$3,050,000

Metric	Current	Projected (Market Rents)
Monthly Gross Rent	\$15,870	\$18,850
Annual Gross Rent	\$190,440	\$226,200
Operating Expenses (Ann.)	~\$38,290	~\$38,290
Net Operating Income (NOI)	\$152,150	\$187,910
Cap Rate	4.99%	6.16%
Gross Rent Multiplier (GRM)	16.02×	13.48×

The 117-basis-point improvement in cap rate — from 4.99% to 6.16% — represents substantial yield expansion achievable without any change in purchase price. Operating expenses are based on year-to-date actuals through March 2026, annualized at approximately \$38,290, reflecting a lean expense ratio consistent with a well-maintained asset.

Value-Add Opportunity

~\$35,760 Annual Revenue Upside Through Lease Mark-to-Market

Below-Market In-Place Rents

Current rents average meaningfully below North Park market rates across all unit types. The 2-bedroom units — which make up 71% of the unit count — carry the largest per-unit gap at approximately \$950/month each, representing the most immediate and impactful lever for income growth.

Natural Lease Turnover Strategy

No forced tenant displacement required. As leases expire organically, rents can be renewed at or near market rate. In a market with vacancy rates below 4%, re-leasing risk is minimal and transition periods are typically short.

Light Renovation Optionality

Unit turns present an optional opportunity for light cosmetic upgrades — new fixtures, flooring, or appliances — that can justify premium rents at or above market comparables and further compress the effective GRM over a 24–36 month hold period.

Investment Highlights



Prime North Park Location

Situated in one of San Diego's most consistently in-demand rental submarkets, with a Walk Score above 90 and proximity to major employment, dining, and entertainment corridors.



Stable Current NOI

\$152,150 in current NOI delivers day-one yield at a 4.99% cap rate, with a clear and executable path to \$187,910 NOI and a 6.16% cap rate as rents normalize to market.



Diversified Unit Mix

Seven units spanning three bedroom types provide natural diversification within a single asset, reducing concentration risk and broadening the addressable renter pool.



San Diego Market Fundamentals

San Diego's chronic housing undersupply, population growth, and top-tier job market create a structural floor under multifamily demand and support long-term rent appreciation.



Significant Rent Upside

~\$35,760 in identifiable annual revenue growth available through lease mark-to-market — no capital expenditure required, just disciplined lease management.

Risk Factors

A Balanced Assessment for Informed Decision-Making

Rent Control Considerations

1

California's AB 1482 applies annual rent increase caps (CPI + 5%, max 10%) to eligible units. Investors should confirm which units qualify and model conservative rent escalation timelines accordingly.

Expense Variability

2

YTD operating expenses are annualized from a partial-year data set. Deferred maintenance, insurance adjustments, or property tax reassessment post-close could cause expenses to exceed the \$38,290 baseline.

Vacancy & Transition Risk

1

Mark-to-market execution depends on tenant turnover. Long-tenured residents may resist renewal terms, resulting in vacancy periods during unit transitions. San Diego's tight market mitigates but does not eliminate this risk.

Interest Rate Environment

2

Acquisition financing in the current rate environment compresses levered returns. Investors should stress-test debt service coverage at various rate scenarios and evaluate interest rate hedging strategies if applicable.

San Diego Multifamily Market Context

Why San Diego — and North Park Specifically — in 2026

Supply Constraints

San Diego has one of the most restrictive entitlement environments in California. New multifamily deliveries consistently lag demand, keeping vacancy below 4% citywide and supporting sustained rent growth.

Lifestyle Demand

North Park's reputation as a walkable, amenity-rich neighborhood with a strong cultural identity draws renters who prioritize quality of life — a demographic that is both stable and rent-resilient.

Population & Job Growth

San Diego's defense, biotech, and tech sectors continue to attract high-earning workers. Population inflows and household formation rates outpace housing construction, sustaining occupancy across all asset classes.

Long-Term Appreciation

San Diego multifamily values have outperformed national averages over multiple cycles. Infill assets in high-demand submarkets like North Park offer both income stability and capital appreciation potential over a 5–10 year hold.

Next Steps & Call to Action

How to Move Forward on 4143 Hamilton Street

To Express Interest

Qualified investors are invited to submit a Letter of Intent (LOI) or request a property tour. The seller is prepared to provide a full due diligence package upon execution of a mutual NDA.

Contact the listing broker to schedule a walkthrough, request the Rent Roll, T-12 Operating Statement, and Inspection Reports, or discuss financing options and deal structure.

Due Diligence Checklist

01

Review Rent Roll & Leases

Confirm current rents, lease expiration dates, and any existing concessions or delinquencies.

02

Verify Operating Expenses

Obtain full T-12 statement; validate utility allocations, insurance, property tax, and management fees.

03

Physical Inspection

Commission a third-party property condition assessment (PCA) to identify deferred maintenance and capital needs.

04

Financing & Closing

Engage lender for pre-approval; confirm financing assumptions, loan-to-value, and interest rate scenario analysis prior to LOI submission.

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