COASTAL DEVELOPMENT OPPORTUNITY

WITH EXISTING MULTIFAMILY INCOME

225 S HIGHWAY 101
SOLANA BEACH, CA 92075

PRIME COASTAL PROPERTY

Located along the prestigious Highway 101 corridor in Solana Beach

EXISTING INCOME

Income producing apartment asset in one of Southern California's most supply-constrained beach markets

EXCEPTIONAL WALKABLE LOCATION

Just blocks from the Pacific Ocean, Cedros Design District, and the Solana Beach Transit Center

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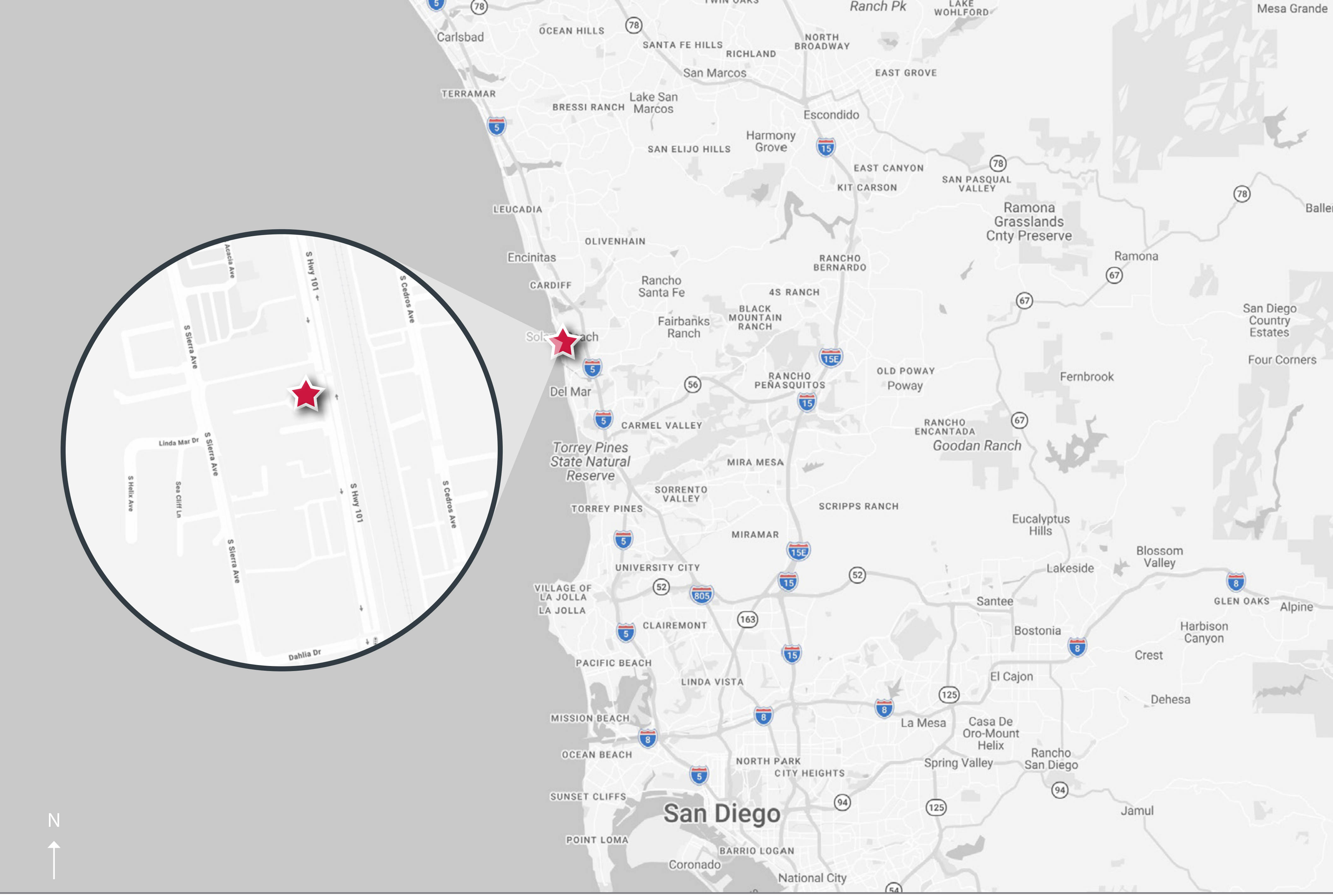
GELATO 101
Naked Cafe
Pillbox
CARRUTH
CELLARS
CULTURE BREWING
muttropolis
US
101
S Sierra Ave
N



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PROPERTY OVERVIEW

PROPERTY LOCATION

The subject property is located at 225 S Highway 101 in Solana Beach, CA. It is situated along the highly desirable coastal Highway 101 corridor, approximately 0.5 miles west of Interstate 5 and within walking distance to the Pacific Ocean and the Solana Beach Transit Center. The property benefits from convenient regional access via Interstate 5 Via Lomas Santa Fe & Via de la Valle. The surrounding area features a mix of upscale residential neighborhoods, boutique retail, restaurants, entertainment venues, and the Cedros Design District, supporting strong residential and commercial demand in this premier coastal market.

PROPERTY PROFILE

The subject property consists of approximately 0.79 acres (34,412 square feet) and is currently improved with 28 micro-apartment units located in multiple residential structures totaling approximately 7,432 square feet. The property operates as an income-producing multifamily asset within one of San Diego County's most desirable coastal communities.

Located at 225 S Highway 101 in the City of Solana Beach, the property occupies a premier location along the iconic Highway 101 corridor, approximately one-half mile west of Interstate 5 and within walking distance of the Pacific Ocean, the Solana Beach Transit Center, and the vibrant Cedros Design District. The surrounding area features an exceptional mix of upscale residential neighborhoods, boutique shopping, acclaimed restaurants, entertainment venues, and coastal recreational amenities, supporting strong and sustained housing demand.

With its irreplaceable coastal location, 0.79-acre site, existing rental income from 28 micro-apartment units, and proximity to regional transportation and lifestyle amenities, the property presents a rare investment and development opportunity in one of Southern California's most supply-constrained beach communities. The offering is ideally suited for investors seeking a covered land development & investment opportunity with stable cash flow, long-term appreciation potential, and the opportunity to explore future expansion, redevelopment, or value-add improvements, subject to buyer investigation and applicable municipal approvals, in the highly coveted Solana Beach market.

PROPERTY SNAPSHOT

ASKING PRICE:	$10,250,000
JURISDICTION:	City of Solana Beach
APN:	298-010-17-00
ACREAGE:	0.79 Acres or 34,412 Square Feet
BUILDING SIZE:	Approximately 7,432 Square Feet
YEAR BUILT:	1942
ZONING:	Commercial (View Permitted Uses)
GENERAL PLAN LAND USE:	Commercial, Mixed-Use Development, Retail, Offices, Hotels, Services & More.
SCHOOL DISTRICT:	Solana Beach School District San Dieguito Union High School District
SERVICES:	**Water/Sewer** – City of Solana Beach & Santa Fe Irrigation District **Gas/Electric** – San Diego Gas & Electric (SDG&E) **Fire** – Solana Beach Fire Department **Police** – Solana Beach Sheriff's Station / San Diego County Sheriff's Department

RENT ROLL

RENT ROLL								
Unit#	Tenant	Square Feet	Move in Date	Lease Expiration	Rent/ Month	Rent/ SF/Mo	Rent/ Year	Unit Notes
1	Occupied	100	04/01/2011	Month to Month	$1,733.00	$17.33	$20,796.00	
2	Occupied	200	03/30/2026	Month to Month	$1,800.00	$9.00	$21,600.00	RENOVATED
3	Occupied	100	09/01/2008	Month to Month	$1,679.00	$16.79	$20,148.00	
4	Occupied	330	04/23/2026	Month to Month	$1,850.00	$5.61	$22,200.00	RENOVATED
4A	Occupied	220	06/29/2018	Month to Month	$1,896.00	$8.62	$22,752.00	
5	Occupied	220	08/29/2024	Month to Month	$2,055.00	$9.34	$24,660.00	RENOVATED
6	Occupied	200	04/05/2025	Month to Month	$1,850.00	$9.25	$22,200.00	RENOVATED
7	Occupied	200	08/07/2025	Month to Month	$1,950.00	$9.75	$23,400.00	RENOVATED
8	Occupied	200	05/01/2023	Month to Month	$1,900.00	$9.50	$22,800.00	RENOVATED
8A	Occupied	100	09/27/2024	Month to Month	$1,500.00	$15.00	$18,000.00	RENOVATED
9	VACANT*	330	N/A	N/A	$-	$-	$-	
10	Occupied	220	02/02/2026	Month to Month	$2,150.00	$9.77	$25,800.00	RENOVATED
11	Occupied	200	03/11/2025	Month to Month	$1,900.00	$9.50	$22,800.00	RENOVATED
12	Occupied	330	03/25/2026	Month to Month	$1,825.00	$5.53	$21,900.00	RENOVATED
13	Occupied	550	02/20/2026	Month to Month	$1,950.00	$3.55	$23,400.00	RENOVATED
14	VACANT	962	N/A	N/A	$-	$-	$-	Demoed interior to bones, boarded up stand alone building
15	VACANT*	330	N/A	N/A	$-	$-	$-	RENOVATED
16	Occupied	440	11/01/2009	Month to Month	$1,954.00	$4.44	$23,448.00	
17	Occupied	330	03/26/2019	Month to Month	$2,045.00	$6.20	$24,540.00	
18	Occupied	200	03/01/2026	Month to Month	$1,850.00	$9.25	$22,200.00	RENOVATED
18A	Occupied	200	04/12/2019	Month to Month	$1,733.00	$8.67	$20,796.00	
19	Occupied	200	04/26/2024	Month to Month	$1,900.00	$9.50	$22,800.00	RENOVATED
19A	Occupied	100	04/25/2024	Month to Month	$1,700.00	$17.00	$20,400.00	RENOVATED
20	VACANT*	220	N/A	N/A	$-	$-	$-	Pending permits
21	Occupied	220	04/10/2026	Month to Month	$1,900.00	$8.64	$22,800.00	RENOVATED
22	Occupied	330	05/01/2024	Month to Month	$734.21	$2.22	$8,810.52	RENOVATED
23	Occupied	200	02/15/2014	Month to Month	$1,763.00	$8.82	$21,156.00	
24	Occupied	200	11/01/2017	Month to Month	$1,650.00	$8.25	$19,800.00	
TOTALS		7,432			$43,267.21		$519,206.52	
				Vacant Units Rental Assumption	$2,150.00			
				Units	3			
				Total Vacant Unit Rent	$6,450.00	$7.33	$77,400.00	
				TOTAL POTENTIAL GROSS REVENUE	$49,717.21	$7.68	$596,606.52	

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FINANCIAL OVERVIEW

FINANCIAL OVERVIEW					
SALE & FINANCING INFORMATION			**INCOME**		
Proforma Income Value	$7,612,320		Gross Potential Income (Apartments)		$596,607
CAP Rate	4.50%		Other Income (Parking/Laundry/Etc...)		$9,234
			Less: Vacancy/Credit Loss	3.00%	-$17,898
+ Project Level Cap Land Residual	$2,637,680		Effective Gross Income		$587,942
			Less: Operating Expenses		-$245,388
Total Sale Value	$10,250,000		**Net Operating Income (Apartments)**		$342,554
Cap Rate on Existing Income	3.34%				
EXISTING PROPERTY METRICS			**EXPENSES**		
Total Building Size	7,432		Real Estate Taxes	1.125% of Sale Price	-$114,031
Price per SF Building	$1,379		All other Operating Expenses		-$131,356
Total Land Size	34,412		TOTAL EXPENSES		-$245,388
Price per SF Land	$298				
Average Rent/Sq Ft/Month*	$7.68				
			ADDITIONAL COMMERCIAL STRUCTURE & RENOVATION		
FUTURE PROPERTY METRICS			New Building Size	.4 FAR to park it	8,000
Total Building Size	14,232		New Building Cost per SF		$500
Project Value per SF Building	$1,434		New Project Cost		$4,000,000
Total Land Size	34,412		Existing Building Size		7,432
Project Value per SF Land	$593		Existing Building Renovation Cost per SF		$55
Average Rent/Sq Ft/Month	$6.92		Renovation Cost		$408,760
			Total Project Cost		**$4,408,760**
*Note: Does not include boarded up House Structure			New Project NNN Rent per SF		$6.00
			Net Operating Income (Commercial)		**$576,000**
			Net Operating Income (Total Apartment + Commercial)		**$918,554**
			Cap Rate		4.50%
			Total Project Value upon Completion		$20,412,320
			Return on Cost		**39.25%**
			Project Level Cap Rate		**6.27%**

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CONCEPT ELEVATION

PREMIER FRONT BUILDING OPPORTUNITY

IN SOLANA BEACH

8,000 SF RETAIL / OFFICE BUILDING
BAJA MODERN COASTAL VISION

Create a signature front building that reflects the Solana Beach coastal lifestyle—thoughtful design, quality materials, indoor-outdoor flow, and a mix of retail and professional office that attracts high-net-worth tenants and buyers.

PROPERTY OVERVIEW

- Approx. 0.79 Acres
- Highway 101 Frontage: Approx. 100'
- Lot Depth: Approx. 345'
- Existing Improvements in Rear
- Excellent Access and Visibility

VISION HIGHLIGHTS

- 8,000 SF TWO-STORY RETAIL / OFFICE BUILDING
- BAJA-MODERN COASTAL ARCHITECTURE
- INDOOR / OUTDOOR EXPERIENCE
- CURATED RETAIL & DINING
- ENHANCED LANDSCAPING & PEDESTRIAN APPEAL

A SIGNATURE FRONTAGE ALONG HIGHWAY 101 THAT ELEVATES THE PROPERTY, CREATES LONG-TERM VALUE AND REFLECTS THE SOLANA BEACH LIFESTYLE.

**This proposed rendering was generated using artificial intelligence for conceptual and illustrative purposes only.*

RECENT REDEVELOPMENT COASTAL SALES

Boutique Mixed-Use Development
941 Camino Del Mar, Del Mar

Size/Type: 0.59 AC Land

Year Built: Proposed

Sale Date: ON MARKET

Asking Sale Price: $10,000,000 ($392/SF Land)

Sale Type: Investment / Development

Comments: Proposed 20,000 SF ocean view residential and commercial project.

Smart Start Preschool
240 Birmingham Dr, Cardiff

Size/Type: 11,750 SF Retail (0.27 AC)

Year Built: Not provided

Sale Date: 2/19/2026

Sale Price: $4,250,000 ($1,308/SF | $361/SF Land)

Sale Type: Investment / Redevelopment

Comments: C-R11 zoning. Buyer plan to build luxury cloud condo's, each with a junior ADU.

Leucadia Liquor
640 N. Coast Highway 101, Encinitas

Size/Type: 3,563 SF Retail (0.25 AC)

Year Built: Not provided

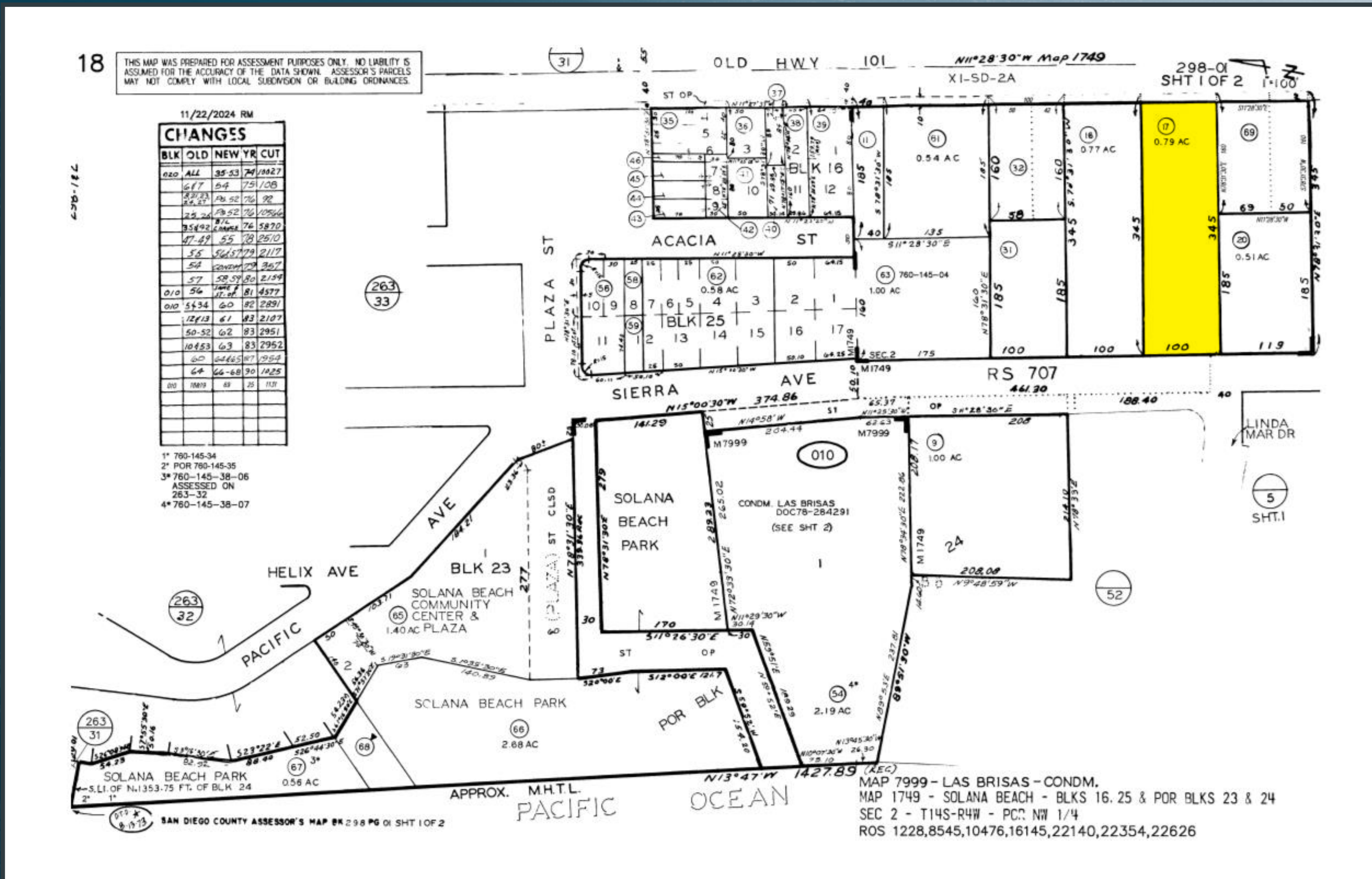
Sale Date: 11/16/2023

Sale Price: $4,450,000 ($1,249/SF | $404/SF Land)

Sale Type: Investment / Redevelopment

Comments: None.

TAX MAP


18
THIS MAP WAS PREPARED FOR ASSESSMENT PURPOSES ONLY. NO LIABILITY IS ASSUMED FOR THE ACCURACY OF THE DATA SHOWN. ASSESSOR'S PARCELS MAY NOT COMPLY WITH LOCAL SUBDIVISION OR BUILDING ORDINANCES.
11/22/2024 RM
CHANGES
BLK OLD NEW YR CUT
OLD HWY 101
XI-SD-2A
298-01
SHT 1 OF 2
ACACIA ST
PLAZA ST
BLK 16
BLK 25
SIERRA AVE
RS 707
LINDA MAR DR
0.79 AC
0.77 AC
0.54 AC
0.51 AC
0.58 AC
1.00 AC
SOLANA BEACH PARK
CONDM. LAS BRISAS DOC78-284291 (SEE SHT 2)
HELIX AVE
PACIFIC AVE
BLK 23
SOLANA BEACH COMMUNITY CENTER & PLAZA
1.40 AC
2.68 AC
2.19 AC
0.56 AC
POR BLK
APPROX. M.H.T.L.
PACIFIC OCEAN
SAN DIEGO COUNTY ASSESSOR'S MAP BK 298 PG 01 SHT 1 OF 2
MAP 7999 - LAS BRISAS - CONDM.
MAP 1749 - SOLANA BEACH - BLKS 16, 25 & POR BLKS 23 & 24
SEC 2 - T14S-R4W - POR NW 1/4
ROS 1228,8545,10476,16145,22140,22354,22626

2026 DEMOGRAPHICS

	1 Mile	3 Miles	5 Miles
Population	9,185	34,812	112,522
Estimated households	4,168	15,255	45,913
Average Household Income	$233,908	$258,649	$260,250
Median Household Income	$144,902	$186,230	$187,304
Total Businesses	1,594	3,503	10,102

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