OCEAN BEACH, CALIFORNIA



LUXURY COASTAL LIVING | PROVEN INCOME | SIGNIFICANT DEVELOPMENT POTENTIAL

The Cape May *Coastal Collection*

$2,490,900	2 Units	7,000 SF	Turnkey
OFFERING PRICE	4BD/2BA + 1BD/1BA	LOT · 2,074 SF BUILDINGS	VACATION RENTAL

EXECUTIVE SUMMARY

one Property. *two* Existing Structures. *future* Development Potential.

The Cape May Coastal Collection presents an exceptionally rare opportunity to acquire a coastal multifamily property in one of Southern California's most desirable beach communities. Currently improved with a beautifully renovated primary residence, a second residential unit with an attached professionally finished two-car garage, the property already generates substantial income while offering meaningful long-term upside through future development.

Whether the buyer is seeking immediate cash flow, owner occupancy with supplemental rental income, or a long-term coastal investment, this property offers flexibility rarely found within Ocean Beach.

$2,490,900	10.13	7.01%
OFFERING PRICE	PRO FORMA GRM	PRO FORMA CAP RATE

Property highlights

- Beautifully remodeled 4 Bedroom / 2 Bathroom Primary Residence
- A second residential unit with an attached professionally finished two-car garage
- Over 7,000 SF Lot + 4 Parking Spaces and Additional Off-Street Parking
- Approximately Four Blocks from the Pacific Ocean
- Proven Short-Term Rental History
- All One Story Units
- Strong Historical Financial Performance
- Approximately $70,000 Invested into Architectural Plans, Engineering and Permitting
- Proposed Five-Unit Coastal Compound *(currently progressing through the entitlement process with the City of San Diego)*
- Fourth Round of Plan Review Currently Underway
- Buyer to Verify Development Potential and Final Approvals









THE PROPERTY

Two *existing* Structures

Primary Residence

4 BEDROOMS · 2 BATHS

- ✦ Luxury Coastal Farmhouse
- ✦ Proven Vacation Rental
- ✦ Open Floor Plan
- ✦ Private Yard
- ✦ Designer Finishes
- ✦ Outdoor Entertainment

Second Residential Unit

1 BEDROOM · 1 BATH

- ✦ Independent Residence
- ✦ Private Entrance
- ✦ Private Yard
- ✦ Additional Income Opportunity
- ✦ Owner Occupancy Flexibility

Two-Car Garage

PROFESSIONALLY FINISHED

- ✦ Premium Epoxy Floors
- ✦ Custom Cabinetry
- ✦ Finished Interior
- ✦ Alley Access
- ✦ Workshop
- ✦ Storage · Collector Garage
- ✦ Flexible Bonus Space
- ✦ Luxury Utility Space



THE NEIGHBORHOOD

Live like *a local*

Ocean Beach is one of San Diego's last true beach towns: a walkable grid of cafés, surf shops and restaurants anchored by the OB Pier, Dog Beach and the Sunset Cliffs coastline. Cape May sits in the heart of it, with the sand about four blocks away and downtown, the airport and Point Loma minutes by car.

APPROXIMATE DRIVE TIMES

Restaurants & cafés	2–5 min
Pacific Ocean (beach access)	3 min
OB Farmers Market (Wed.)	3 min
Newport Ave (shops and dining)	3 min
Ocean Beach Pier	5 min
Dog Beach	5 min
Sunset Cliffs Natural Park	7 min
Liberty Station, Point Loma	10 min
San Diego Int'l Airport	11 min
Downtown San Diego (Gaslamp)	15 min



WALK EVERYWHERE

Experience *Ocean Beach*

Guests and residents walk to the beach, the pier and the Newport Avenue shops and restaurants. It is the location guests mention most in their reviews.



OCEAN BEACH, THE SAN DIEGO RIVER CHANNEL & MISSION BEACH



OCEAN BEACH PIER

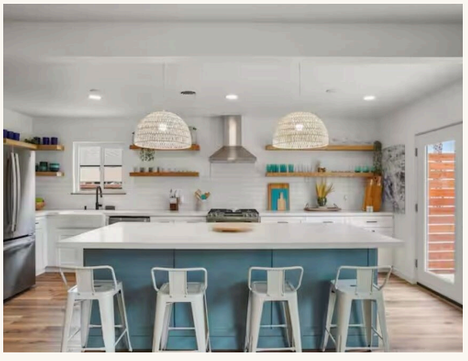
PRIMARY RESIDENCE · 4683 CAPE MAY

Luxury coastal *farmhouse*

4 BEDS | 2 BATHS





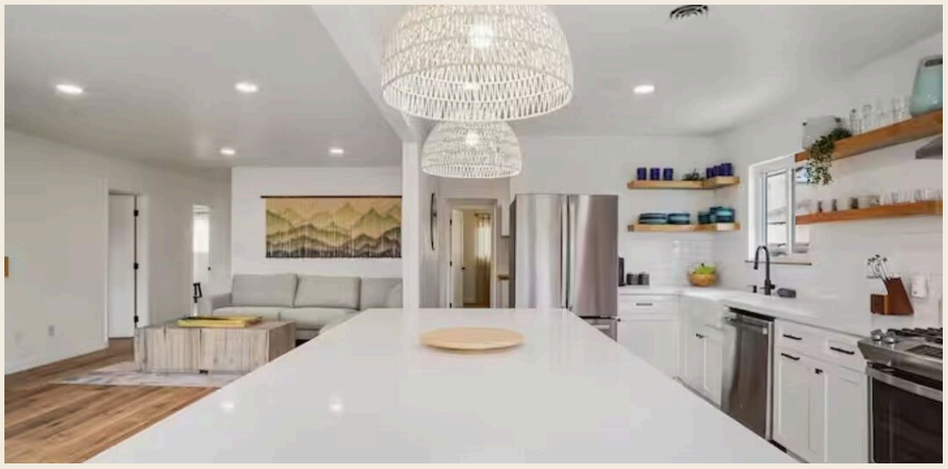




A beautifully remodeled, single-story 4 bedroom, 2 bath home with an open floor plan, designer finishes and a private yard built for outdoor entertaining. It operates today as a proven vacation rental.

- ✦ Designer Kitchen
- ✦ Bedrooms
- ✦ Outdoor Living
- ✦ Fire Pit
- ✦ Garage
- ✦ Living Room
- ✦ Bathrooms
- ✦ Patio
- ✦ Entertaining
- ✦ Parking

Designed for *guests & living*

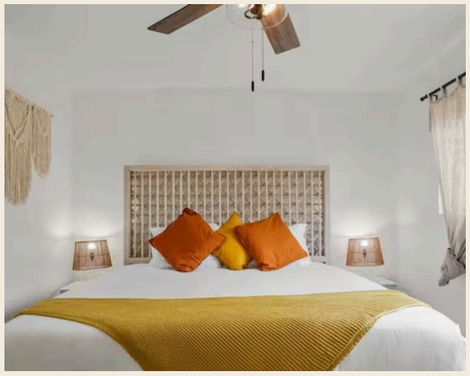






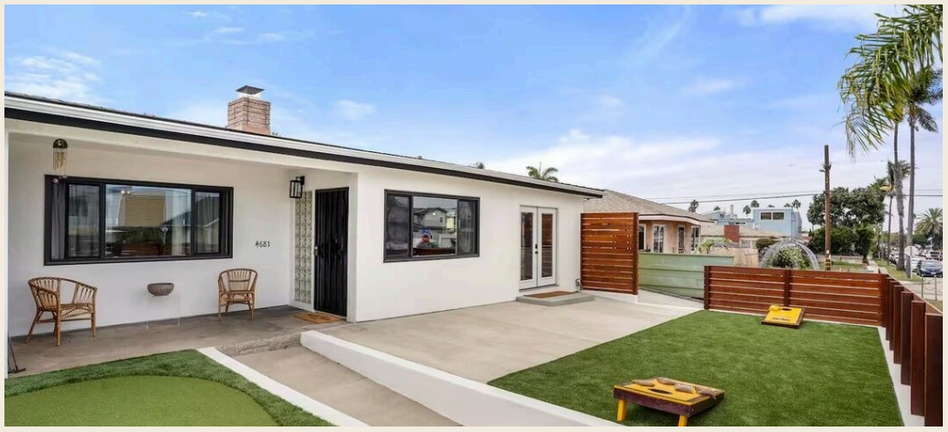














REAR RESIDENCE · 4681 CAPE MAY

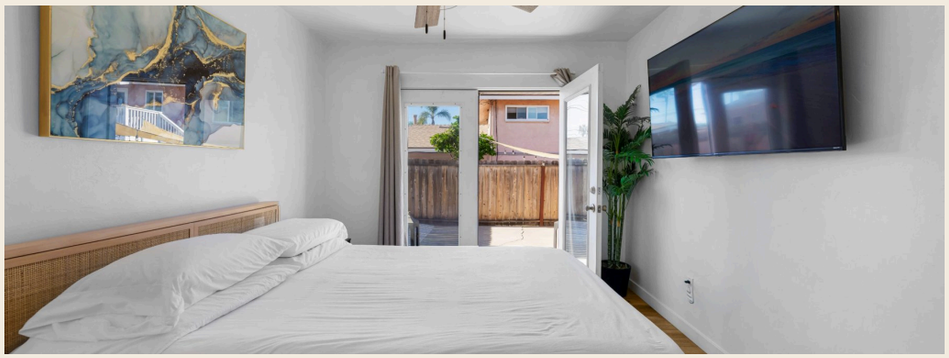
A second home, *fully renovated*

1 BED | 1 BATH

The 1-bedroom rear home has its own entrance and yard, wide-plank flooring, ductless mini-split climate control, a remodeled kitchen with quartz counters, farmhouse sink and gas range, and in-unit laundry.









Private yard, garage *& parking*















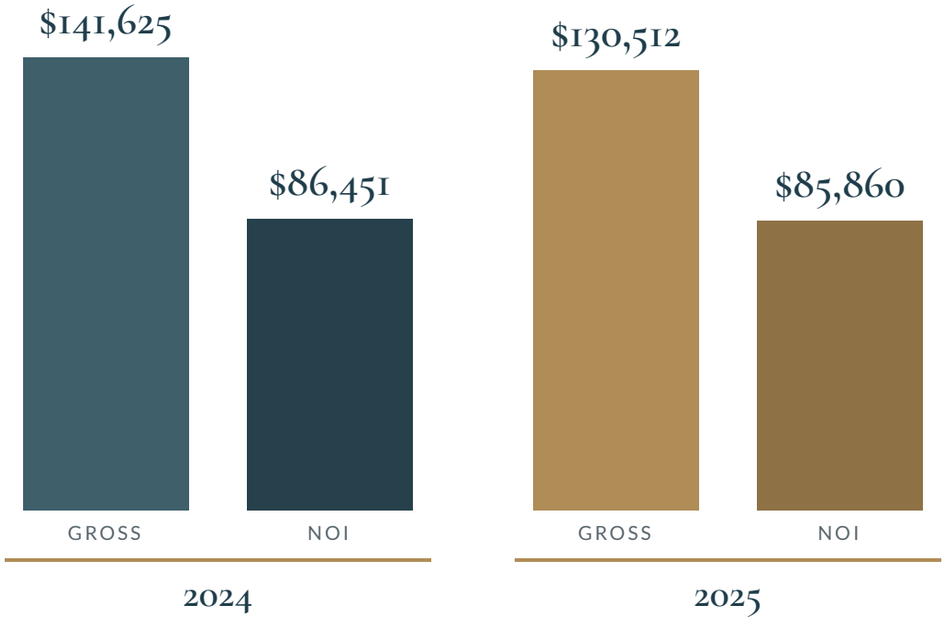
Outdoor living. Shade-sail patio with café lighting, dining area, citrus trees and French doors from the bedroom.

Garage & parking. Finished two-car garage with epoxy floors and custom cabinetry, plus gated off-street parking off the alley: four spaces total.

PROVEN INVESTMENT PERFORMANCE

established Hospitality Business

ESTABLISHED HOSPITALITY BUSINESS*



ADDITIONAL REVENUE OPPORTUNITY**
Second residential unit

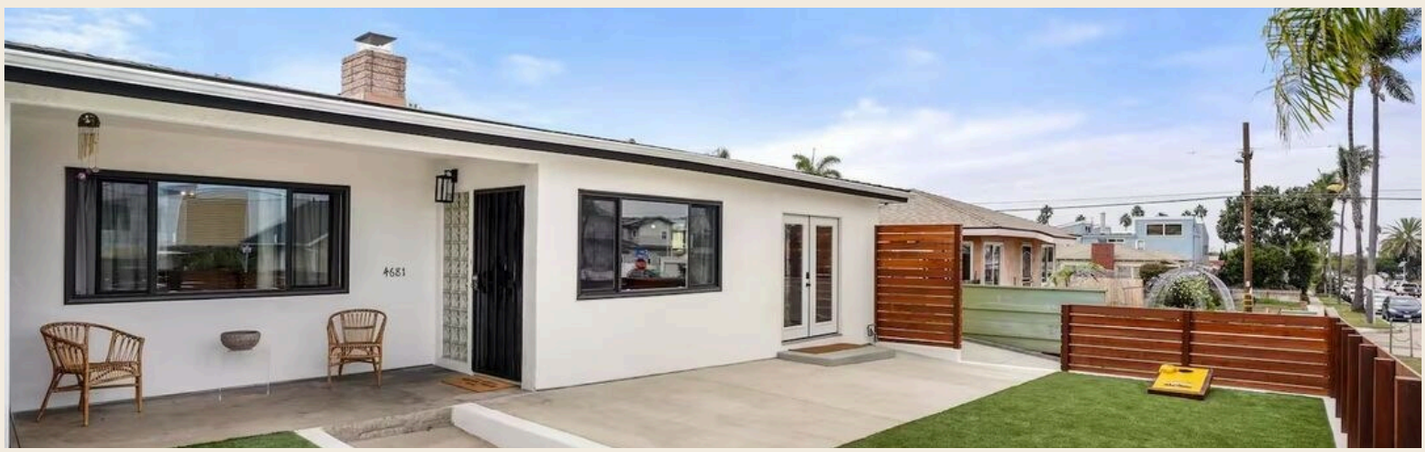
≈ $45,000

PROJECTED REVENUE (ANNUALLY)

COMBINED REVENUE POTENTIAL
Both residences

≈ $175,000+

REVENUE (ANNUALLY)



DISCLAIMER: *Historical financial performance reflects the primary residence only. **Projected revenue for the second residential unit is based upon anticipated rental performance and has not been included within the historical operating statements.

FINANCIAL ANALYSIS

Pricing & *rent roll*

PRICING SUMMARY	
Offering price	**$2,490,900**
Price per unit	$1,245,450
Price per building SF	$1,201.01
Price per land SF	$355.84
Building size	2,074 SF
Lot size	7,000 SF

RETURNS	CURRENT	PRO FORMA
Cap rate	2.21%	**7.01%**
GRM	15.20	**10.13**
Gross income	$163,861	**$246,000**
Net operating income	$55,103	**$174,550**

Rent roll

UNIT	TYPE	CURRENT / MO	CURRENT / YR	PRO FORMA / MO	PRO FORMA / YR
4683 · Front residence	4BD / 2BA	$10,876	$130,512	$15,000	$180,000
4681 · Rear residence	1BD / 1BA	$2,779	$33,349	$5,500	$66,000
Total		**$13,655**	**$163,861**	**$20,500**	**$246,000**

GROSS INCOME

Current $163,861

Pro forma $246,000

NET OPERATING INCOME

Current $55,103

Pro forma $174,550

Pro forma NOI is more than 3× current

Current figures reflect short-term rental operations under third-party management. Pro forma reflects projected rents and expenses for a new owner.







Income and expense figures are provided by the seller and have not been audited. Pro forma figures are projections, not guarantees. Buyer to independently verify all information.

FINANCIAL ANALYSIS

Operating *statement*

INCOME	CURRENT / MO	CURRENT / YR	PRO FORMA / MO	PRO FORMA / YR
Gross scheduled income	$13,655	$163,861	$20,500	$246,000

EXPENSES	CURRENT / MO	CURRENT / YR	PRO FORMA / MO	PRO FORMA / YR
Property taxes	$2,491	$29,891	$2,491	$29,891
Insurance	$918	$11,020	$918	$11,020
Management fees (20% third-party STR manager)	$2,731	$32,772	$0	$0
Cleaning fees	$2,101	$25,209	$1,500	$18,000
Repairs & maintenance	$150	$1,800	$150	$1,800
Electric & gas	$304	$3,652	$425	$5,100
Water & sewer	$159	$1,911	$175	$2,100
Cable & internet	$209	$2,504	$295	$3,540
Total expenses	**$9,063**	**$108,758**	**$5,954**	**$71,450**

Net operating income	**$4,592**	**$55,103**	**$14,546**	**$174,550**

$246,000
PRO FORMA GROSS INCOME

7.01%
PRO FORMA CAP RATE

10.13
PRO FORMA GRM

Property taxes estimated at 1.2% of the offering price. Figures provided by the seller and not audited; buyer to verify.

GUEST EXPERIENCE

a proven vacation Rental Business

150+ REVIEWS | **4.87** ★ RATING

Kirsti
SAN JOSE, CALIFORNIA
★★★★★

"My family and I had an awesome stay here! Looks just as pictured, was clean, and even had coffee provided for the morning. The location was great and walkable to the beach and many restaurants and coffee shops. I would definitely recommend this place if you're looking to stay in Ocean Beach!"

Ryann
COLORADO SPRINGS, COLORADO
★★★★★

"This home was the perfect size for our visit in Ocean Beach! We were able to walk to/from downtown OB and Uber's were easily accessible at all hours of the day to get anywhere else. It was very hard for me to find a home with this many beds, so I am so excited that I found this gem. Hoping we can return to stay here again soon."

Brian
CHATTANOOGA, TENNESSEE
★★★★★

"Excellent location and property. I was bringing family to San Diego for the first time and this is a good spot that is central to main attractions like The San Diego Zoo, Coronado Island, etc. The property was in great condition the host's communication was proactive and left very little to question. Would definitely stay there again and recommend to others as well."





Years of exceptional guest experiences have created a proven foundation for continued operational success.

✦ REPEAT GUESTS ✦ PROFESSIONAL MANAGEMENT ✦ WALKABLE LOCATION ✦ FAMILY FRIENDLY

DEVELOPMENT OPPORTUNITY

The future of *Cape May*

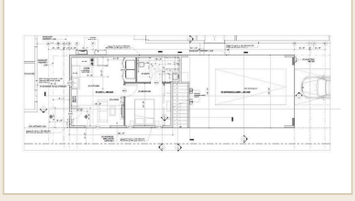


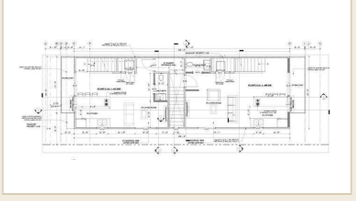
PROPOSED · REAR OF PROPERTY, VIEW FROM THE ALLEY

Plans for a proposed five-unit coastal compound (the two existing homes plus three new residences) are progressing through entitlement with the City of San Diego. The fourth round of plan review is underway, with approximately $70,000 already invested in architectural plans, engineering and permitting.









Proposed: three residential units

- Ground-floor condo: 1 bedroom, 1 bath
- Townhomes #1 & #2: two stories, 2 bed, 2 bath
- Two private balconies · Private rooftop patio

Future development concepts, unit counts and approvals are subject to the City of San Diego's review and approval. Buyers are encouraged to independently verify all development potential.

WHY CAPE MAY?

three Investments in One

Lifestyle

- ✦ Luxury Coastal Living
- ✦ Walkability
- ✦ Beach
- ✦ Ocean Beach

Income

- ✦ Existing Multifamily Property
- ✦ Established Vacation Rental
- ✦ Second Residential Unit
- ✦ Strong Historical Income

Long-Term Value

- ✦ Large Coastal Lot
- ✦ Scarce Ocean Beach Inventory
- ✦ Entitlement Progress Already
- ✦ Massive Single Story 4 bedroom home
- ✦ Potential Future Five-Unit Compound (Buyer to Verify)
- ✦ Strong Appreciation Potential



Immediate Income. Multiple Structures.
Future Development. One Extraordinary Coastal Investment.

SALES COMPARABLES

Recent Ocean Beach *two-unit sales*



4670-72 Pescadero Ave
SOLD 11/05/2026 · 2 UNITS

$2,251,150
$1,063 / SF[1]



4776-78 Del Monte Ave
SOLD 05/29/2026 · 2 UNITS

$2,450,000
$1,340 / SF



4771 Newport Ave
SOLD 11/05/2026 · 2 UNITS

$2,796,500
$923 / SF[2]

PROPERTY	SOLD	PRICE	BLDG SF	$/SF	LOT SF	$/LOT SF	DOM
4670-72 Pescadero Ave	11/05/2026	$2,251,150	2,117[1]	**$1,063**	6,972	$323	34
4776-78 Del Monte Ave	05/29/2026	$2,450,000	1,829	**$1,340**	6,983	$351	14
4771 Newport Ave	11/05/2026	$2,796,500	3,030[2]	**$923**	7,125	$392	48
Comp average		**$2,499,217**	**2,325**	**$1,109**	**7,027**	**$355**	**32**
Subject · 4681-83 Cape May	**Offered**	**$2,490,900**	**2,074**	**$1,201**	**7,000**	**$356**	**–**

PRICE PER BUILDING SF



The subject is offered at **$356/land SF**, in line with the comp average of $355, and within the $923–$1,340/SF range of building values, with an operating rental business and development plans in progress.

Source: San Diego MLS. [1] Building SF from public records (not reported in MLS). [2] Building SF from listing data (not reported in MLS sold record). Information deemed reliable but not guaranteed.



"I've remained dedicated to honest and transparent transactions throughout Southern California."

60
CLOSED TRANSACTIONS

$98.6M
CAREER SALES VOLUME

266
UNITS SOLD · 5 SOCAL COUNTIES

YOUR ADVISOR

Zachary D. *Grant*

REALTOR · INVESTMENT & VA SALES · LOS ANGELES & SAN DIEGO

I began my real estate career in 2014 in risk management, selling Natural Hazard Disclosure (NHD) reports for a leading provider, where I led the inside sales team to record sales two years in a row.

In 2015, after a family member was taken advantage of when selling their home, I moved into brokerage – first as an assistant, then leading a team focused on value-add apartment buildings across Los Angeles. Since then, I've closed 60 transactions totaling $98.6 million and 266 units across five Southern California counties.

Today I advise investors and funds on multifamily and commercial property, and I represent first-time buyers and veterans using VA (U.S. Department of Veterans Affairs) loans. I love the deal story: what a property is, what it could be, and the plan to get there.

Properties like Cape May are exactly that kind of story: a strong income property today, with a clear path to more.

CA DRE #02046001 · Brokered by REAL, DRE #02202092



“Born and raised in San Diego, and proud to call it home.”

San Diego
NATIVE · RESIDENT · HOMEOWNER

619-509-5875
TANNER@TANNERSOLD.COM

YOUR ADVISOR

Tanner *Maxwell*

REALTOR · SAN DIEGO

I was born and raised in San Diego, and live here. I know this market from the inside: the neighborhoods, the beach communities, and what drives value from one block to the next. That local knowledge is what I bring to every client.

My goal is to give you the utmost value as your agent: clear, consistent communication, a rock-solid understanding of the market, a clear and defined strategy, and bulldog negotiation skills to make sure you get the best possible outcome.

Whether you’re a first-time homebuyer or adding another investment property, I’m prepared to make the process smooth, seamless and memorable.

In my free time I love surfing, making music and playing guitar, and enjoying nature, and most of all spending time with my family. You may even see me skating down the boardwalk at your favorite beach.

CA DRE #02207169 · Brokered by REAL, DRE #02202092



OCEAN BEACH & MISSION BEACH, SAN DIEGO

IN THEIR WORDS

Client *reviews*

"

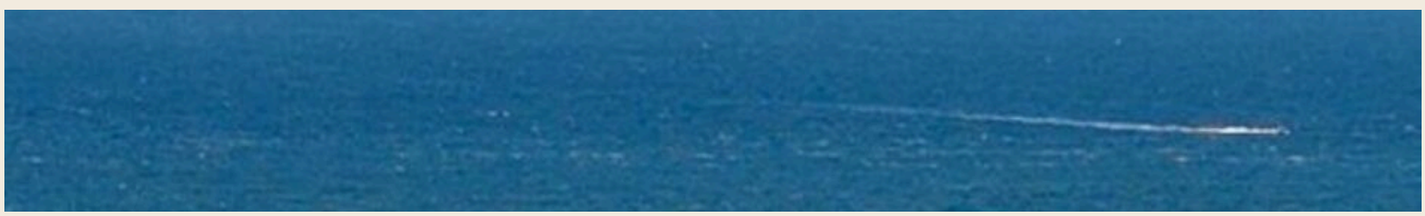
I want to express my sincere appreciation for Zachary Grant. Zachary was our real estate agent and was instrumental in the sale of our property at 519 N. Exton Ave in Inglewood. He also represented us in the purchase of two condos, one for my daughter and one for my nephew. His knowledge in both transactions was impressive, and he kept us well informed every step of the way. His written communication was outstanding and his patience admirable. The process was long and at times frustrating, but he made sure it ended successfully, and it did. Thank you, Zachary.

Louverne Chatman
SELLER · 519 N. EXTON AVE, INGLEWOOD, CA · AUGUST 2026
Owned by the same family nearly 50 years!

"

It was a pleasure working with Zachary. He was responsive and helpful through the purchase and after the sale. His professionalism was outstanding and he was genuine and truthful the whole way along. We highly recommend his services to anyone who is selling or in the market to buy a home.

The Yzaguirre Family
BUYERS · 3358 LAKE CIRCLE DR, FALLBROOK, CA · 2025





FOR MORE INFORMATION OR TO SCHEDULE A SHOWING

The Cape May *Coastal Collection*

Zachary D. Grant



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REAL · DRE #02202092

Tanner Maxwell



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This Offering Memorandum is provided solely to help prospective purchasers evaluate 4681-83 Cape May Ave and may not be reproduced or distributed without consent. Information was obtained from the seller and sources believed reliable but has not been verified and is not guaranteed. Income, expense and pro forma figures are estimates; development concepts, unit counts and approvals are subject to City of San Diego review. Square footage, lot size and comparable data should be independently confirmed. Prospective purchasers should conduct their own investigation with qualified legal, tax, financial and construction professionals before purchasing. The property is offered subject to prior sale, price change or withdrawal without notice.