COASTAL INVESTMENT 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

ASKING PRICE:
$9,500,000



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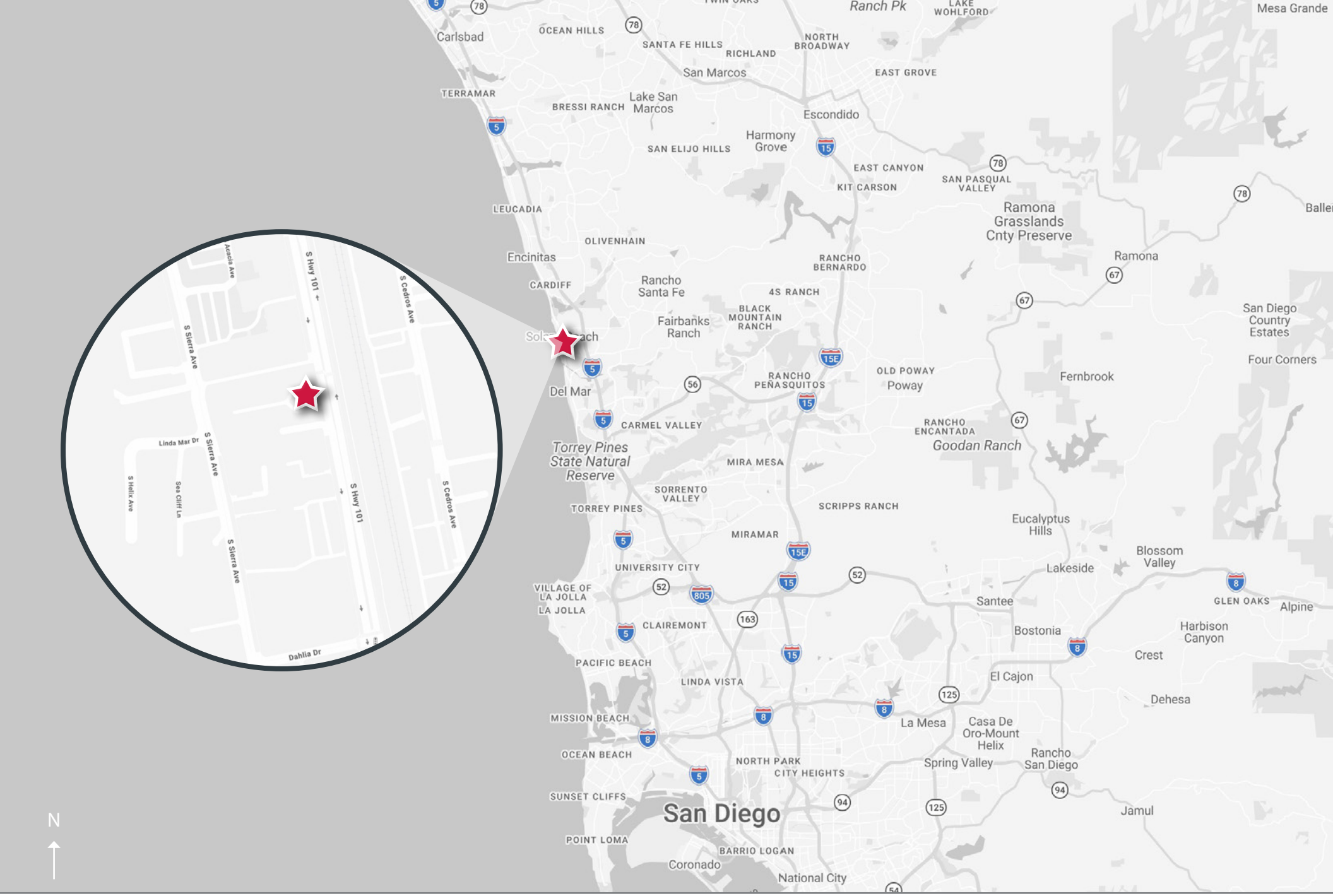
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Carlsbad
OCEAN HILLS
SANTA FE HILLS
RICHLAND
NORTH BROADWAY
San Marcos
EAST GROVE
TERRAMAR
BRESSI RANCH
Lake San Marcos
Escondido
SAN ELIJO HILLS
Harmony Grove
EAST CANYON
KIT CARSON
SAN PASQUAL VALLEY
LEUCADIA
OLIVENHAIN
Encinitas
CARDIFF
Rancho Santa Fe
RANCHO BERNARDO
4S RANCH
BLACK MOUNTAIN RANCH
Fairbanks Ranch
Ramona Grasslands Cnty Preserve
Ramona
San Diego Country Estates
Four Corners
Fernbrook
OLD POWAY
Poway
RANCHO PEÑASQUITOS
Del Mar
CARMEL VALLEY
RANCHO ENCANTADA
Goodan Ranch
Torrey Pines State Natural Reserve
MIRA MESA
SORRENTO VALLEY
TORREY PINES
SCRIPPS RANCH
Eucalyptus Hills
MIRAMAR
UNIVERSITY CITY
Blossom Valley
Lakeside
VILLAGE OF LA JOLLA
LA JOLLA
Santee
GLEN OAKS
Alpine
CLAIREMONT
Bostonia
Harbison Canyon
Crest
PACIFIC BEACH
LINDA VISTA
El Cajon
Dehesa
MISSION BEACH
La Mesa
Casa De Oro-Mount Helix
OCEAN BEACH
NORTH PARK
CITY HEIGHTS
Spring Valley
Rancho San Diego
SUNSET CLIFFS
San Diego
Jamul
POINT LOMA
BARRIO LOGAN
Coronado
National City
Mesa Grande
Ranch Pk
LAKE WOHLFORD
Acacia Ave
S Hwy 101
S Cedros Ave
S Sierra Ave
Linda Mar Dr
S Helix Ave
Sea Cliff Ln
Dahlia Dr
N

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~~ $9,500,000
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	VACANT	220		Month to Month	$2,150.00	$9.77	$25,800	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	9/30/27	Month to Month	$1,990.00	$9.95	$23,880.00	RENOVATED
8A	Occupied	100	09/27/2024	Month to Month	$1,500.00	$15.00	$18,000.00	RENOVATED
9	Occupied	330	8/31/27	Month to Month	$2,195.00	$6.65	$26,340.00	
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	Month to Month	$7,000.00	$7.28	$84,000.00	Demoed interior to bones, stand alone building, Need Renov.
15	Occupied	330	9/11/27	Month to Month	$1,900.00	$5.76	$22,800.00	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	8/31/27	Month to Month	$1,995.00	$9.98	$23,940.00	RENOVATED
19A	Occupied	100	7/27/27	Month to Month	$1,995.00	$19.95	$23,940.00	RENOVATED
20	VACANT*	220	N/A	N/A	$2,150.00	$9.77	$25,800.00	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		POTENTIAL GROSS REVENUE	$57,087.21	$7.68	$685,046.52	

FINANCIAL OVERVIEW

FINANCIAL OVERVIEW					
SALE & FINANCING INFORMATION			**INCOME**		
Asking Price	$9,500,000		Gross Potential Income (Apartments)		$685,047
			Other Income (Parking/Laundry/Etc...)		$9,234
Front Structure Renovation Cost	**$168,000**		Less: Vacancy/Credit Loss	3.00%	-$20,551
			Effective Gross Income		$673,729
Cap Rate on Proforma Income	**4.60%**		Less: Operating Expenses		-$237,044
			Net Operating Income (Apartments)		**$436,685**
EXISTING PROPERTY METRICS					
Total Building Size	7,432				
Price per SF Building	$1,278		**EXPENSES**		
Total Land Size	34,412		Real Estate Taxes	1.125% of Sale Price	-$105,688
Price per SF Land	$276		All other Operating Expenses		-$131,356
Average Rent/Sq Ft/Month	$7.68		TOTAL EXPENSES		-$237,044

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

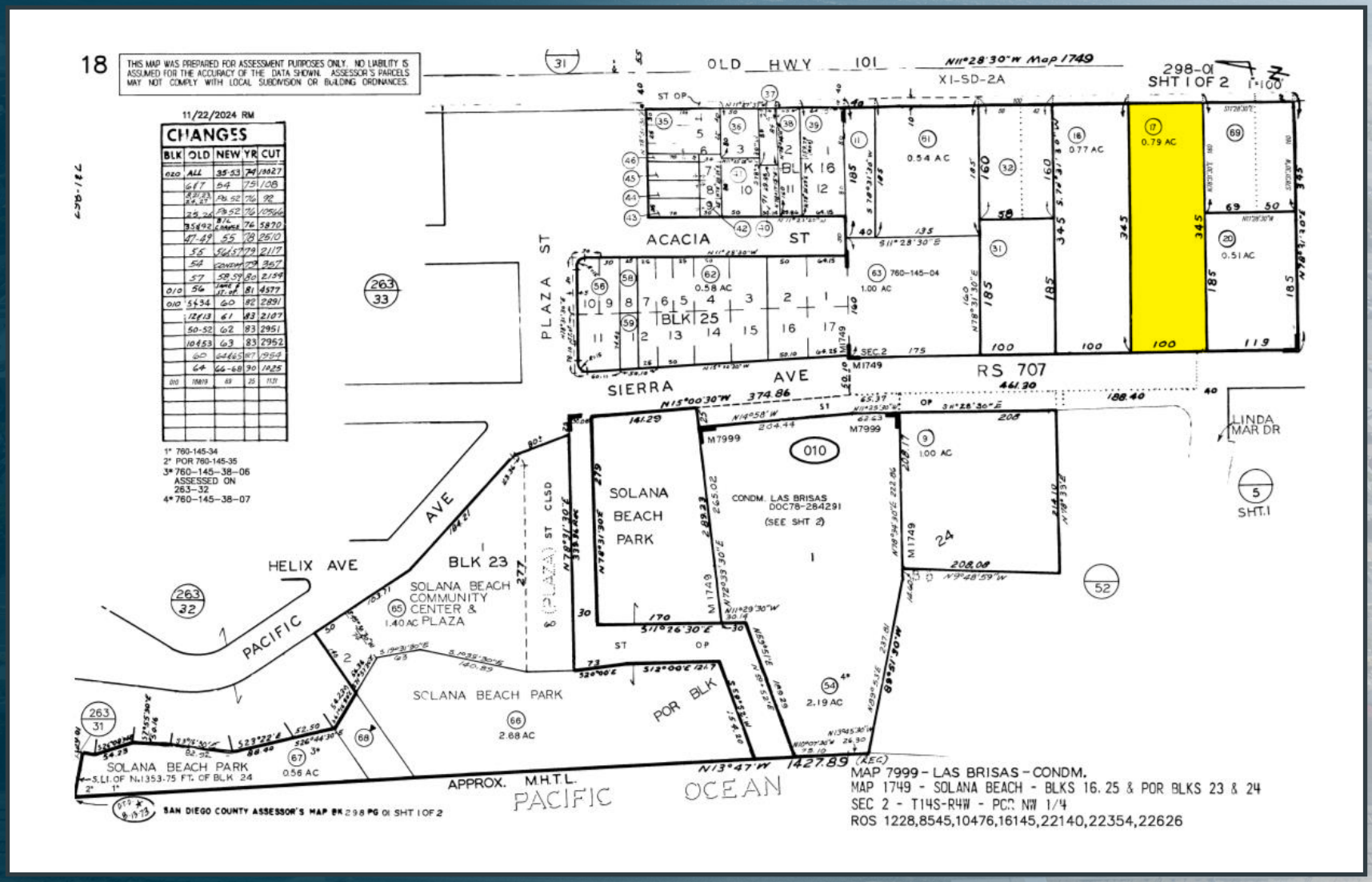
Sale Date: 11/16/2023

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

Sale Type: Investment / Redevelopment

Comments: None.

TAX MAP


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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
OLD HWY 101
N11°28'30"W Map 1749
298-01
SHT 1 OF 2
1"=100'
ACACIA ST
PLAZA ST
SIERRA AVE
RS 707
LINDA MAR DR
SHT 1
HELIX AVE
PACIFIC AVE
BLK 23
BLK 25
BLK 16
SOLANA BEACH COMMUNITY CENTER & 1.40 AC PLAZA
SOLANA BEACH PARK
2.68 AC
2.19 AC
0.56 AC
0.54 AC
0.77 AC
0.79 AC
0.51 AC
0.58 AC
1.00 AC
CONDM. LAS BRISAS DOC78-284291
(SEE SHT 2)
SOLANA BEACH PARK
S.LI. OF N.1353.75 FT. OF BLK 24
APPROX. M.H.T.L.
PACIFIC OCEAN
N13°47'W 1427.89 (REC)
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 - POC NW 1/4
ROS 1228,8545,10476,16145,22140,22354,22626

2026 DEMOGRAPHICS

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



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The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Lee & Associates has not and will not verify any of this information, nor has Lee & Associates conducted any investigation regarding these matters. Lee & Associates makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of real estate, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this opportunity. Lee & Associates and Cushman & Wakefiled expressly denies any obligation to conduct a due diligence examination of this Property for Buyer. Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance or value of this property. The value of the property to you depends on factors that should be evaluated by you and your tax, financial, consultants and legal advisors. Buyer and Buyer's tax, financial, legal, consultants and all advisors should conduct a careful, independent investigation of any property to determine to your satisfaction the suitability of the property for your needs.

Like all real estate, this property carries significant risks. Buyer and Buyer's consultants, legal and financial advisors must request and carefully review all legal and documents related to the property. Any info provided including fees and costs are not guaranteed and should be verified by Buyer. These figures are subject to change at any time based on market, economic, environmental or other conditions. Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any potential development or use of the property.

By accepting this Marketing Brochure you agree to release Lee & Associates and Cushman & Wakefield and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this property.



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