

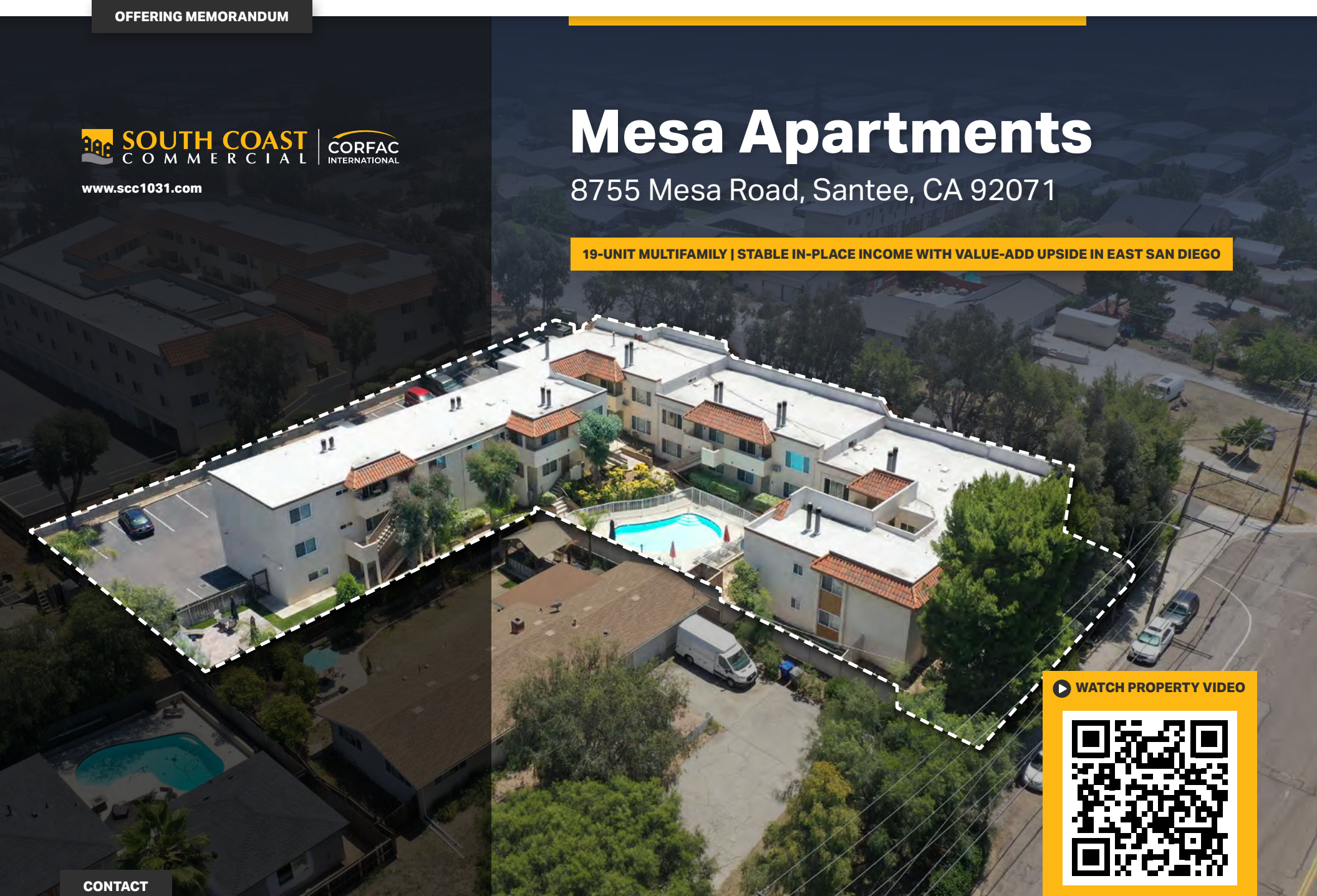


www.scc1031.com

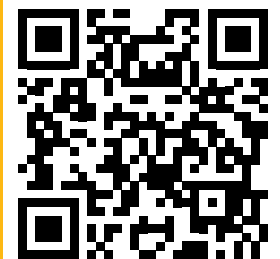
Mesa Apartments

8755 Mesa Road, Santee, CA 92071

19-UNIT MULTIFAMILY | STABLE IN-PLACE INCOME WITH VALUE-ADD UPSIDE IN EAST SAN DIEGO



▶ WATCH PROPERTY VIDEO



CONTACT

Brian Nelson, PRESIDENT/PRINCIPAL

858.531.8226 DRE#01419860 nelson@scc1031.com

Kevin Hemstreet, MANAGING PRINCIPAL

619.309.9296 DRE#01490629 hemstreet@scc1031.com

Brendan Flynn, VICE PRESIDENT

339.222.3361 DRE#01933302 flynn@scc1031.com



Executive Summary	03
Property Information	06
Location Overview	13
Financial Analysis	16
Demographics	20
Advisor Bios	22

All materials and information received or derived from South Coast Commercial its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither South Coast Commercial its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. South Coast Commercial will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. South Coast Commercial makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. South Coast Commercial does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by South Coast Commercial in compliance with all applicable fair housing and equal opportunity laws.



SOUTH COAST
COMMERCIAL

CORFAC
INTERNATIONAL

MESA APARTMENTS

Executive Summary

THE OFFERING



8755 MESA RD

STREET ADDRESS



\$5,600,000

LISTING PRICE

South Coast Commercial is pleased to present Mesa Apartments, a 19-unit multifamily investment located in the supply-constrained Santee submarket of East San Diego County. The property features a two-story apartment community with a highly concentrated two-bedroom, two-bathroom unit mix — a desirable configuration that appeals to long-term renters and supports operational consistency.

Conveniently situated near major retail corridors, employment centers, and key transportation routes including SR-52 and SR-125, Mesa Apartments offers investors the opportunity to acquire a cash-flowing asset with significant rental upside. With current rents meaningfully below market, the property is well-positioned for continued rent growth in a submarket characterized by limited new supply and sustained renter demand.



OFFERING SUMMARY



4.9%

CAP RATE



\$276,064

NOI



19

UNITS



29,185 SF

LOT SIZE



18,833 SF

BUILDING SIZE

EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS

INVESTMENT HIGHLIGHTS



19-Unit Multifamily Community

Well-maintained two-story apartment community with an efficient and highly desirable two-bedroom, two-bathroom unit mix



Stable In-Place Cash Flow

Consistent occupancy supported by strong renter demand in the supply-constrained East San Diego submarket



Significant Rental Upside

Current rents meaningfully below market levels across the majority of units, providing clear and measurable value-add potential



Desirable 2-Bedroom Layouts

Spacious two-bedroom, two-bathroom configurations appealing to long-term tenants, families, and working professionals



Affluent East San Diego Submarket

Average household income exceeding \$129,000 within one mile, supporting sustained rental demand and long-term rent growth



Strong Regional Connectivity

Convenient access to SR-52 and SR-125 connecting residents to major employment centers and retail corridors throughout San Diego County



EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS



SOUTH COAST
COMMERCIAL

CORFAC
INTERNATIONAL

MESA APARTMENTS

Property Information

THE PROPERTY AT A GLANCE



29,185 SF

LOT SIZE



18,833 SF

BUILDING SIZE



19

UNITS



1981

YEAR BUILT



* PROPERTY LINES ARE ESTIMATES

EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS

PROPERTY DESCRIPTION

Mesa Apartments is a 19-unit multifamily property located in the established Santee submarket of East San Diego County.

Situated on a 29,185 square foot parcel with approximately 18,833 square feet of improvements, the two-story community was built in 1981 and features an efficient layout designed to support long-term tenancy and ease of management.

The unit mix is predominantly comprised of two-bedroom, two-bathroom residences offering spacious layouts with fully equipped kitchens, heating, and high-speed internet access — configurations that appeal broadly to families, couples, and working professionals seeking stability in an increasingly supply-constrained rental market.

Located near Mission Gorge Road, SR-52, and SR-125, residents enjoy convenient access to a dense concentration of retail, dining, and outdoor recreation throughout East San Diego County, supporting consistent year-round demand from a diverse tenant base.



EXECUTIVE SUMMARY

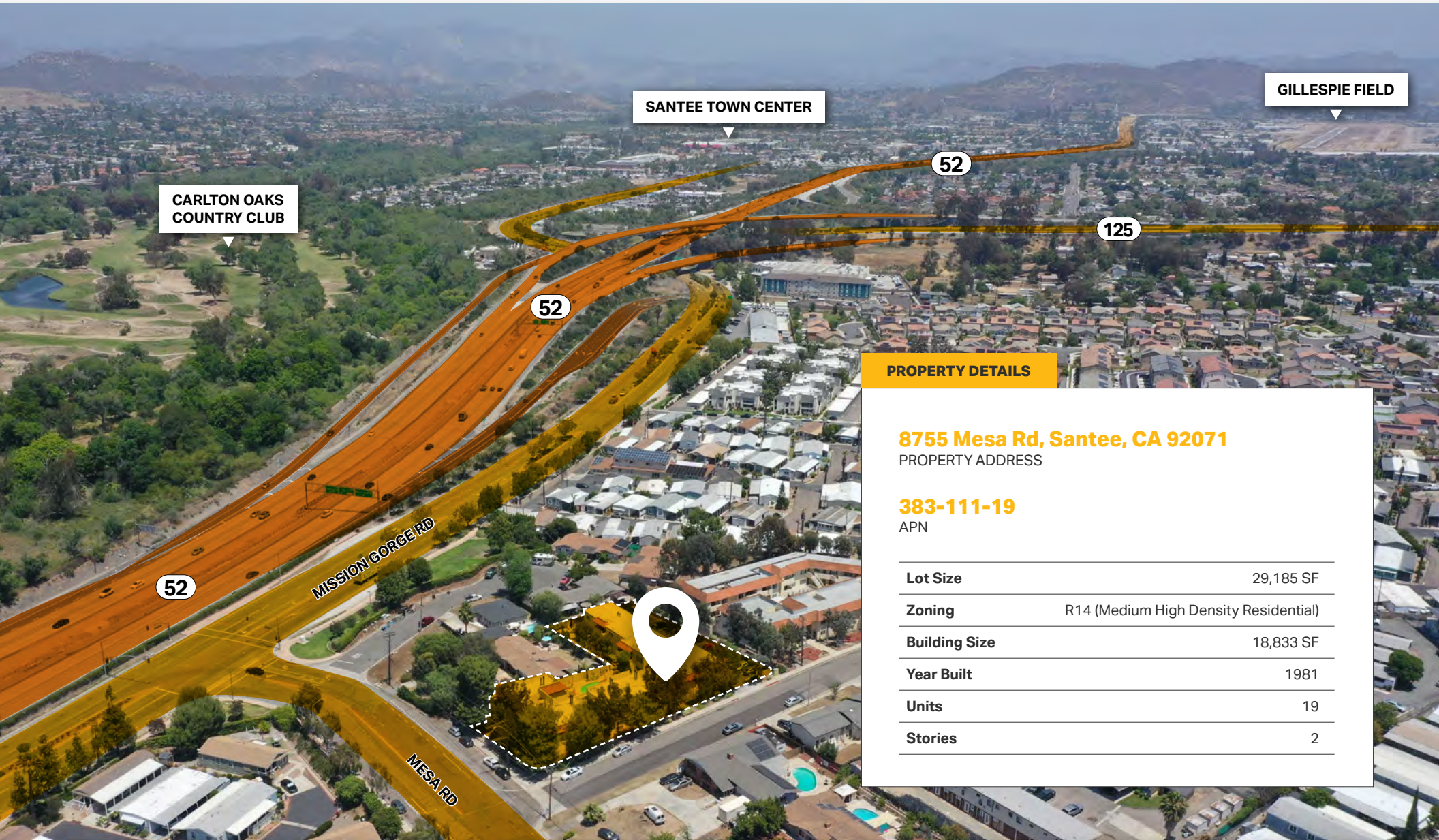
PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS

PROPERTY DESCRIPTION



PROPERTY DETAILS

8755 Mesa Rd, Santee, CA 92071

PROPERTY ADDRESS

383-111-19

APN

Lot Size	29,185 SF
Zoning	R14 (Medium High Density Residential)
Building Size	18,833 SF
Year Built	1981
Units	19
Stories	2

EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS

AERIAL VIEW



* PROPERTY LINES ARE ESTIMATES

EXECUTIVE SUMMARY	PROPERTY INFORMATION	LOCATION OVERVIEW	FINANCIAL ANALYSIS	DEMOGRAPHICS
-------------------	----------------------	-------------------	--------------------	--------------

EXTERIOR PHOTOS



EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS

INTERIOR PHOTOS



EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS



SOUTH COAST
COMMERCIAL

CORFAC
INTERNATIONAL

MESA APARTMENTS

Location Overview

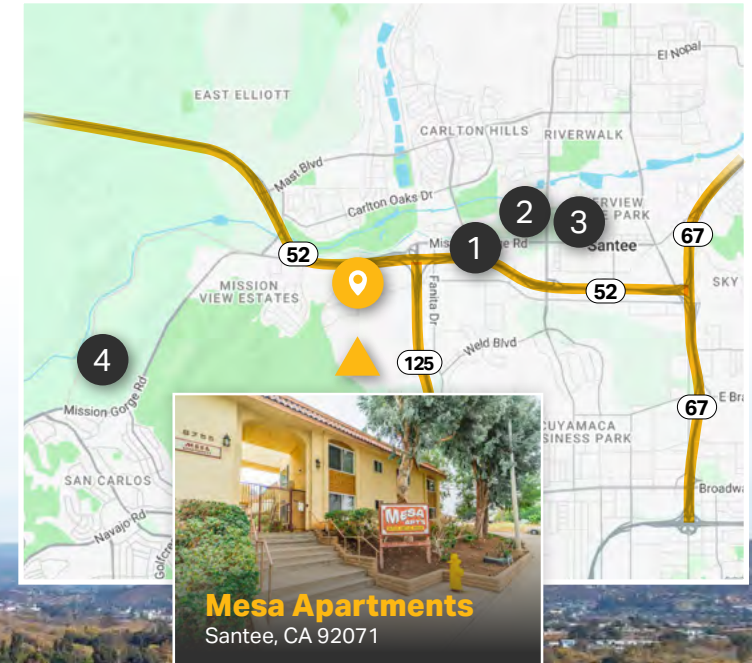
LOCATION OVERVIEW

SUBURBAN COMFORT MEETS CONNECTED LIVING – SANTEE'S ACCESSIBLE RESIDENTIAL HUB

Santee is a well-established suburban community in East San Diego County, known for its clean neighborhoods and strong sense of community. Characterized by residential developments and open space, it offers a balance of suburban comfort and everyday convenience for a diverse range of residents.

The area is home to a dense concentration of retail, dining, and service amenities along **1 Mission Gorge Road** and **2 Town Center Parkway**, anchored by **3 Santee Town Center**. Residents also enjoy proximity to multiple parks, schools, and outdoor recreation, including the expansive **4 Mission Trails Regional Park** which draws enthusiasts year-round.

Santee's strategic location provides convenient driving **access to SR-52 and SR-125**, connecting residents to Downtown San Diego and surrounding employment hubs throughout the county. The **3 Santee Town Center Trolley Station** offers an additional public transit option for commuters, reinforcing the submarket's accessibility and broad tenant appeal.



EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS

IMMEDIATE MAP



EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS



SOUTH COAST
COMMERCIAL



CORFAC
INTERNATIONAL

MESA APARTMENTS

Financial Analysis

FINANCIAL SUMMARY

INVESTMENT OVERVIEW

\$297.35

PRICE PER SF

\$5,600,000

PRICE

\$294,737

PRICE PER UNIT

CURRENT

PROFORMA

12.48

GRM

9.40

4.9%

CAP RATE

7.5%

4.4%

CASH-ON-CASH
RETURN (YR 1)

8.3%

\$181,854

TOTAL RETURN (YR 1)

\$324,677

2.32

DEBT COVERAGE RATIO

3.52

CURRENT

PROFORMA

OPERATING DATA

Gross Scheduled Income	\$448,560	\$595,800
Total Scheduled Income	\$448,560	\$595,800
Vacancy Cost	\$13,457	\$17,874
Gross Income	\$435,103	\$577,926
Operating Expenses	\$159,039	\$159,039
Net Operating Income	\$276,064	\$418,887
Pre-Tax Cash Flow	\$157,064	\$299,887

FINANCING DATA

Down Payment	\$3,600,000	\$3,600,000
Loan Amount	\$2,000,000	\$2,000,000
Debt Service	\$143,122	\$143,122
Debt Service Monthly	\$11,927	\$11,927
Principal Reduction (Yr 1)	\$24,790	\$24,790

EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS

INCOME & EXPENSES SUMMARY

	CURRENT	PROFORMA
INCOME SUMMARY		
Gross Scheduled Income	\$448,560	\$595,800
Vacancy Cost	(\$13,457)	(\$17,874)
GROSS INCOME	\$435,103	\$577,926
EXPENSES SUMMARY		
R&M	\$15,000	\$15,000
Gas & Electric	\$11,400	\$11,400
Water & Sewer	\$17,100	\$17,100
Landscaping	\$3,420	\$3,420
Trash Removal	\$5,700	\$5,700
Pest Control	\$3,420	\$3,420
Management (Off Site)	\$17,942	\$17,942
Phone	\$600	\$600
Insurance	\$9,417	\$9,417
Taxes	\$75,040	\$75,040
OPERATING EXPENSES	\$159,039	\$159,039
NET OPERATING INCOME	\$276,064	\$418,887



EXECUTIVE SUMMARY

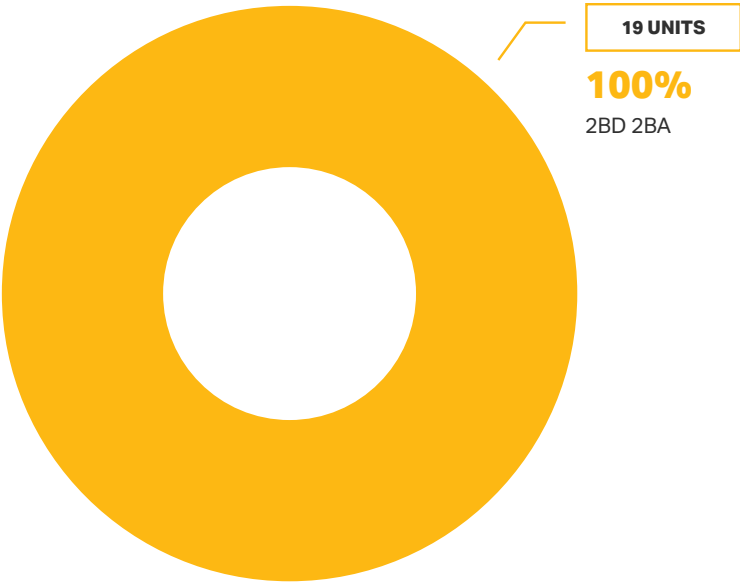
PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS

UNIT MIX SUMMARY



UNIT TYPE	COUNT	% OF TOTAL	RENT	MARKET RENT
2Bd 2Ba	18	94.70%	\$2,018	\$2,700
2Bd 2Ba	1	5.30%	\$1,050	\$1,050
TOTAL/WTD AVG	19	100.00%	\$1,967	\$2,613





SOUTH COAST
COMMERCIAL

CORFAC
INTERNATIONAL

MESA APARTMENTS

I Demographics

DEMOGRAPHICS

265,456

2025 POPULATION

\$123,022

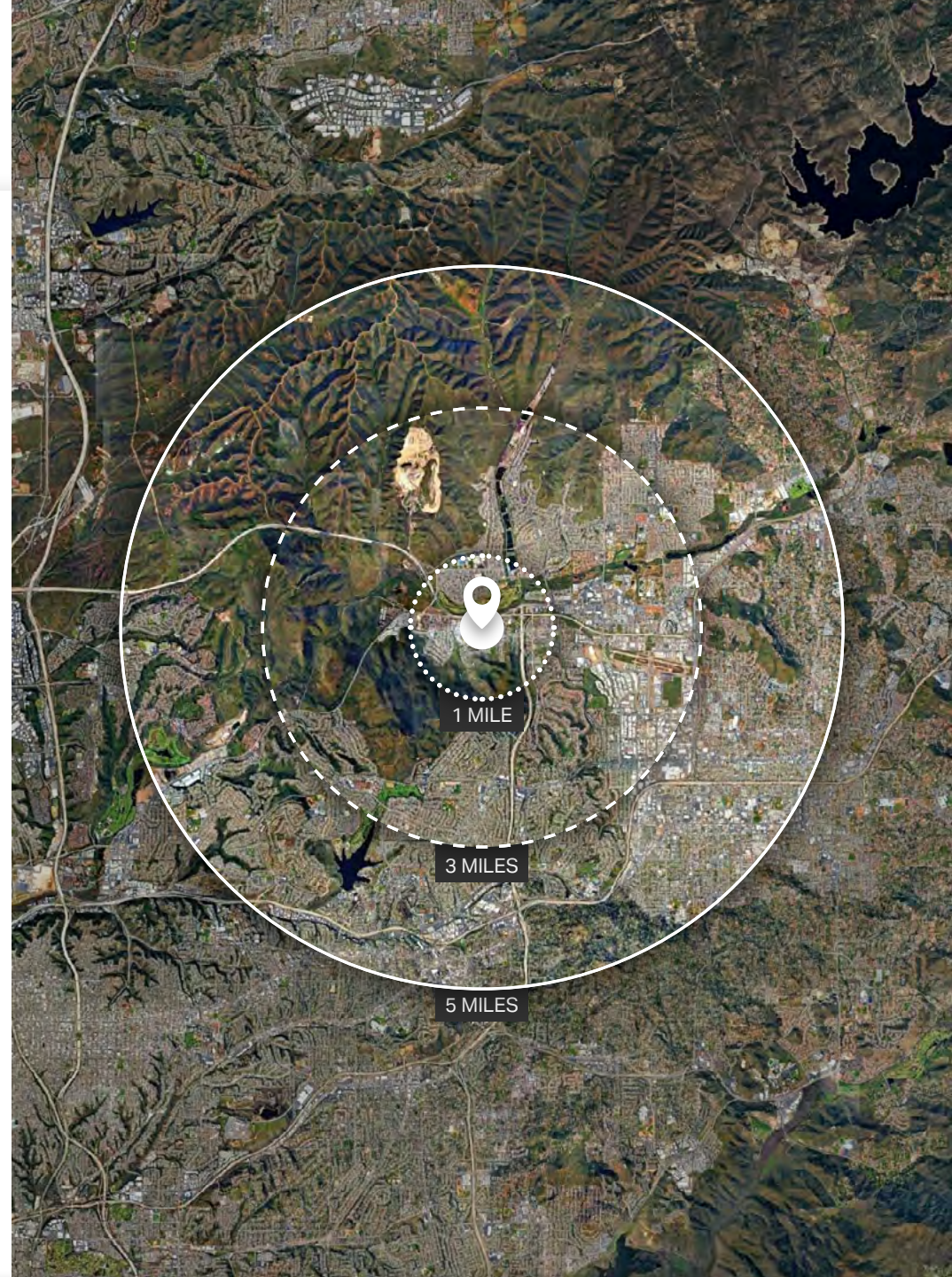
AVG HH INCOME

\$768,439

MEDIAN HOME VALUE

	1-MILE	3-MILE	5-MILE
POPULATION			
2025 Population	11,674	79,305	265,456
2030 Population Projection	11,609	78,996	265,458
Median Age	41.7	41.7	39.8
HOUSEHOLDS			
2025 Households	4,426	29,373	97,486
2030 Household Projection	4,393	29,239	97,384
Owner Occupied Households	3,194	20,138	52,565
Renter Occupied Households	1,199	9,101	44,819
Avg Household Size	2.6	2.6	2.6
Avg Household Vehicles	2	2	2
INCOME			
Avg Household Income	\$129,959	\$136,045	\$123,022
Median Household Income	\$100,645	\$112,061	\$96,583
HOUSING			
Median Home Value	\$694,867	\$757,467	\$768,439
Median Year Built	1976	1974	1974

Source: CoStar



EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS



SOUTH COAST
COMMERCIAL

CORFAC
INTERNATIONAL

MESA APARTMENTS

| Advisor Bios

ADVISOR BIO



BRIAN NELSON

PRESIDENT/PRINCIPAL

DRE# 01419860

858.531.8226

nelson@scc1031.com

Brian Nelson, DRE# 01419860, is a distinguished real estate professional with extensive experience in the acquisition and disposition of multifamily investment properties and multifamily acquisition rehab projects. With a remarkable ability to enhance client returns on investment, Brian oversees and participates in approximately \$150 million worth of multifamily and commercial transactions annually across Northern and Southern California.

In 2007, Brian co-founded South Coast Commercial, Inc. in partnership with Kevin Hemstreet. Under his leadership, South Coast Commercial has become a significant player in the San Diego real estate market. The firm expertly manages more than 1,400 units across 160+ apartment communities within San Diego.

Brian's commitment to the real estate community is evident through his decade-long service as a board member for the Commercial Real Estate Alliance of San Diego, a division of the San Diego Association of Realtors, from 2008 to 2018.

Beyond his professional accomplishments, Brian is a dedicated family man. He and his wife, Lani Nelson, are proud parents of two children, Kyndal and Caden. The Nelson family resides in Bay Park, where they actively participate in local events and enjoy outdoor activities, including Surfing, and traveling.



www.scc1031.com

EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS

ADVISOR BIO



KEVIN HEMSTREET MANAGING PRINCIPAL

DRE# 01490629

619.309.9296

hemstreet@scc1031.com

As a co-founder of South Coast Commercial, Inc. and founding member of our sister company, North Coast Commercial, Inc., Kevin Hemstreet (DRE# 01490629) has been an integral player on our team from the very beginning. Prior to forming South Coast Commercial, Inc. in 2007, Kevin was a tour de force in real estate, spending 18 years as a regional manager and working as a top-producing sales manager at two Fortune 500 companies. Today, he continues to apply his skills and expertise as our Senior Vice President and Managing Principal. Kevin brings not only extensive experience to the team, but also exceptionally strong communication skills and an understanding of how to effectively lead others to produce real results.

In addition to his leadership role, Kevin also oversees daily operations and management of over 2,000 multifamily and commercial assets throughout California. With over one billion dollars in sales of investment property over the past twenty years, his track record speaks for itself. Kevin takes a progressive sales approach that melds a unique style of asset management with a solid emphasis on portfolio development. A nationally recognized expert in the single-tenant triple-net arena, he's an invaluable resource for those who wish to invest in real estate without actively managing a property. He is also skilled at crafting individualized 1031 exchange packages, which take into account provisions in the tax law to increase cash flow, optimize tax shelter opportunities, and create tremendous wealth for his clients.

Kevin is a member of the local San Diego chapter of the Certified Commercial Investment Member (CCIM) organization, a national body that certifies recognized experts in the disciplines of commercial and investment real estate. He is also a member of the Urban Land Institute (ULI), which provides leadership in responsible use of land and creating sustainable communities worldwide. In his free time, Kevin loves to go backpacking and sport fishing. He has a passion for travel, and has also been known to play to SRO crowds as percussionist in a local band.



www.scc1031.com

EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS

ADVISOR BIO



BRENDAN FLYNN

VICE PRESIDENT

DRE# 01933302

339.222.3361

flynn@scc1031.com

Brendan Flynn (DRE# 01933302) is an experienced San Diego multifamily sales advisor specializing in the acquisition and disposition of commercial and residential property. He identifies opportunities within the market to help clients accomplish their objectives and maximize their opportunities. He researches and focuses particularly on updated market trends, fluctuations in inventory, interest rates, rental rates and transactional data.

Attention to detail and client-specific communication are especially important to him. Brendan focuses on understanding the client's long term investment goals as a way to preserve and grow their capital. Some of his more recent sales have varied from 1031 exchanges to IRS tax liens. He has a degree in Management & Business from Skidmore College where he was a 4 year member of the nationally ranked men's lacrosse team. He holds dual Irish/United States citizenship.



www.scc1031.com

EXECUTIVE SUMMARY

PROPERTY INFORMATION

LOCATION OVERVIEW

FINANCIAL ANALYSIS

DEMOGRAPHICS

Mesa Apartments

8755 Mesa Road, Santee, CA 92071

CONTACT

Brian Nelson

858.531.8226
DRE# 01419860
nelson@scc1031.com

Kevin Hemstreet

619.309.9296
DRE# 01490629
hemstreet@scc1031.com

Brendan Flynn

339.222.3361
DRE# 01933302
flynn@scc1031.com



SOUTH COAST
COMMERCIAL



CORFAC
INTERNATIONAL

www.scc1031.com