1539 HUMBOLDT

OFFERING MEMORANDUM

1539 Humboldt Street
San Pablo, CA 94806

Marty Carbajal, CFP
GCM Realty
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01415783

GCM
REALTY & LOANS

1539 HUMBOLDT

CONTENTS

Exclusively Marketed by:

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OFFERING SUMMARY

ADDRESS	1539 Humboldt Street San Pablo CA 94806
COUNTY	Contra Costa
MARKET	East Bay
BUILDING SF	3,304 SF
LAND SF	6,000 SF
LAND ACRES	0.14
NUMBER OF UNITS	5
YEAR BUILT	1960
YEAR RENOVATED	2016
APN	417-042-002-2
OWNERSHIP TYPE	Fee Simple

FINANCIAL SUMMARY

PRICE	$1,600,000
PRICE PSF	$484.26
PRICE PER UNIT	$320,000
OCCUPANCY	97.00%
NOI (CURRENT)	$84,830
NOI (Pro Forma)	$90,902
CAP RATE (CURRENT)	5.30%
CAP RATE (Pro Forma)	5.68%
CASH ON CASH (CURRENT)	0.53%
CASH ON CASH (Pro Forma)	1.62%
GRM (CURRENT)	12.12
GRM (Pro Forma)	11.54

PROPOSED FINANCING

65% financing

LOAN TYPE	Amortized
DOWN PAYMENT	$560,000
LOAN AMOUNT	$1,040,000
INTEREST RATE	6.25%
LOAN TERMS	5/25
ANNUAL DEBT SERVICE	$76,841
LOAN TO VALUE	65%
AMORTIZATION PERIOD	30 Years

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2026 Population	27,402	176,843	260,825
2026 Median HH Income	$90,148	$94,789	$109,250
2026 Average HH Income	$115,239	$125,398	$148,497

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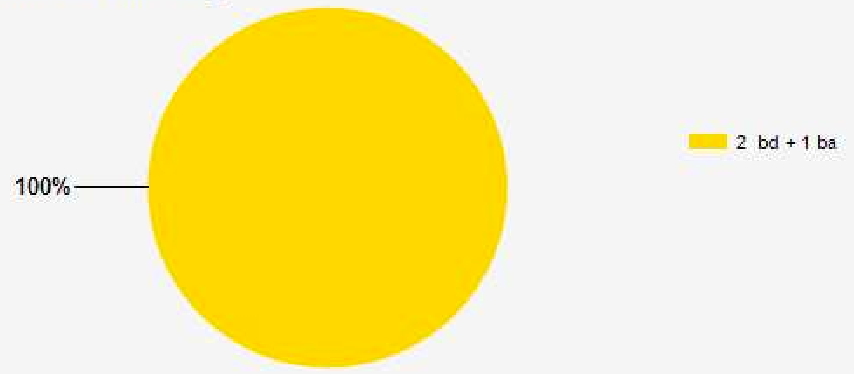
GCM Realty
1505 Monument Blvd, Concord, CA 94520

Executive Summary

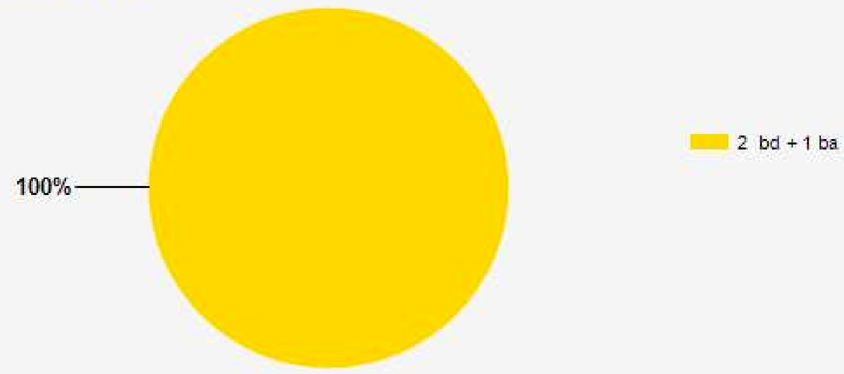
- GCM Realty is pleased to present the opportunity to acquire 1539 Humboldt Ave, a 5-unit multifamily property located in the San Pablo submarket of San Pablo, CA. Built in 1960, the property consists of five (5) two-bedroom units totaling approximately 3,304 SF on a 0.14-acre parcel. The property is currently 100% occupied, providing stable in-place operations in a submarket with a 4.7% vacancy rate and average market rents. The property also benefits from eight covered parking spaces and convenient access to I-80 and San Pablo Dam Road. Located within a designated Opportunity Zone, 1539 Humboldt Ave offers investors a well-located East Bay multifamily asset with strong occupancy and long-term investment potential.

			Actual			Market		
Unit Mix	# Units	Square Feet	Current Rent	Rent PSF	Monthly Income	Market Rent	Market Rent PSF	Market Income
2 bd + 1 ba	5	830	$10,950	$13.19	$54,750	$11,800	$14.22	$59,000
Totals/Averages	**5**	**830**	**$10,950**	**$13.19**	**$54,750**	**$11,800**	**$14.22**	**$59,000**

Unit Mix Summary

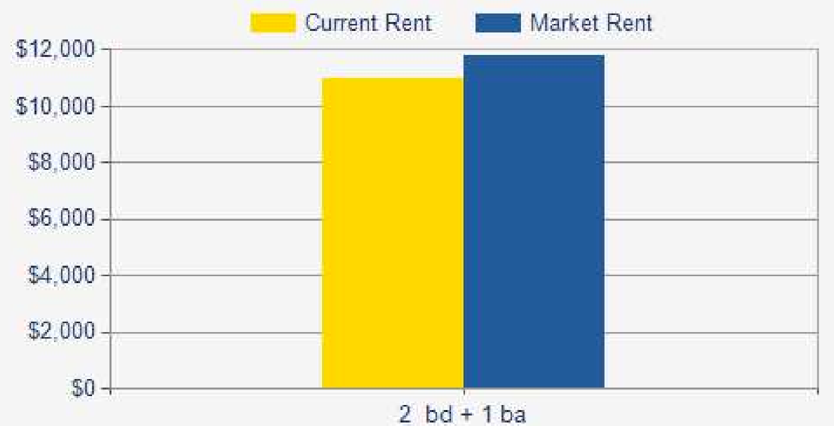


Unit Mix SF



Unit Mix Revenue

Actual vs. Market Revenue



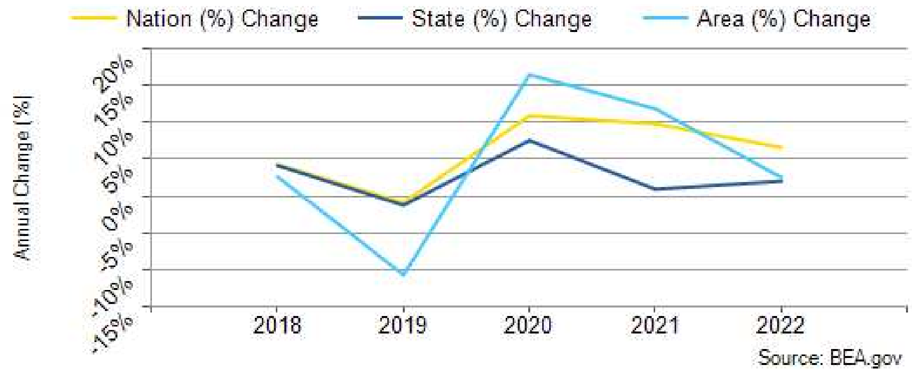
1539 HUMBOLDT

02 Location

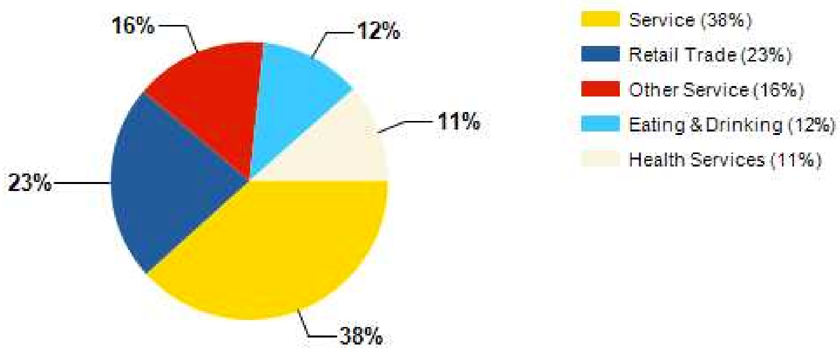
Location Summary

- 1539 Humboldt Ave is located in the San Pablo submarket of Contra Costa County, within the greater East Bay/Oakland market. The property benefits from convenient access to I-80 and San Pablo Dam Road, providing connectivity throughout the East Bay and to major employment centers in Oakland, Berkeley, and San Francisco. The Richmond Amtrak station is approximately 3.3 miles away, while Downtown Berkeley is within roughly 7.5 miles. The surrounding area offers a suburban setting with strong vehicle accessibility and nearby neighborhood services.

Contra Costa County GDP Trend

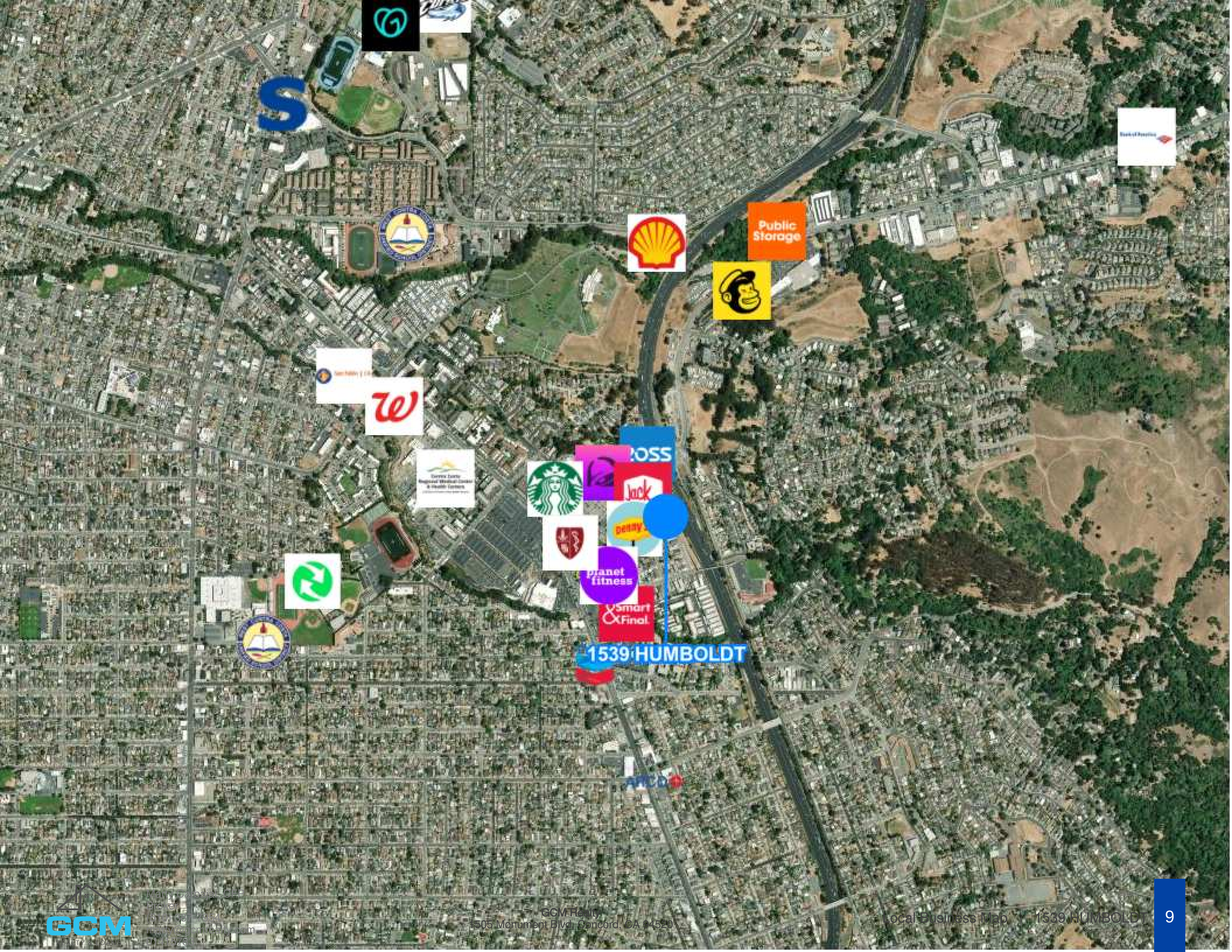


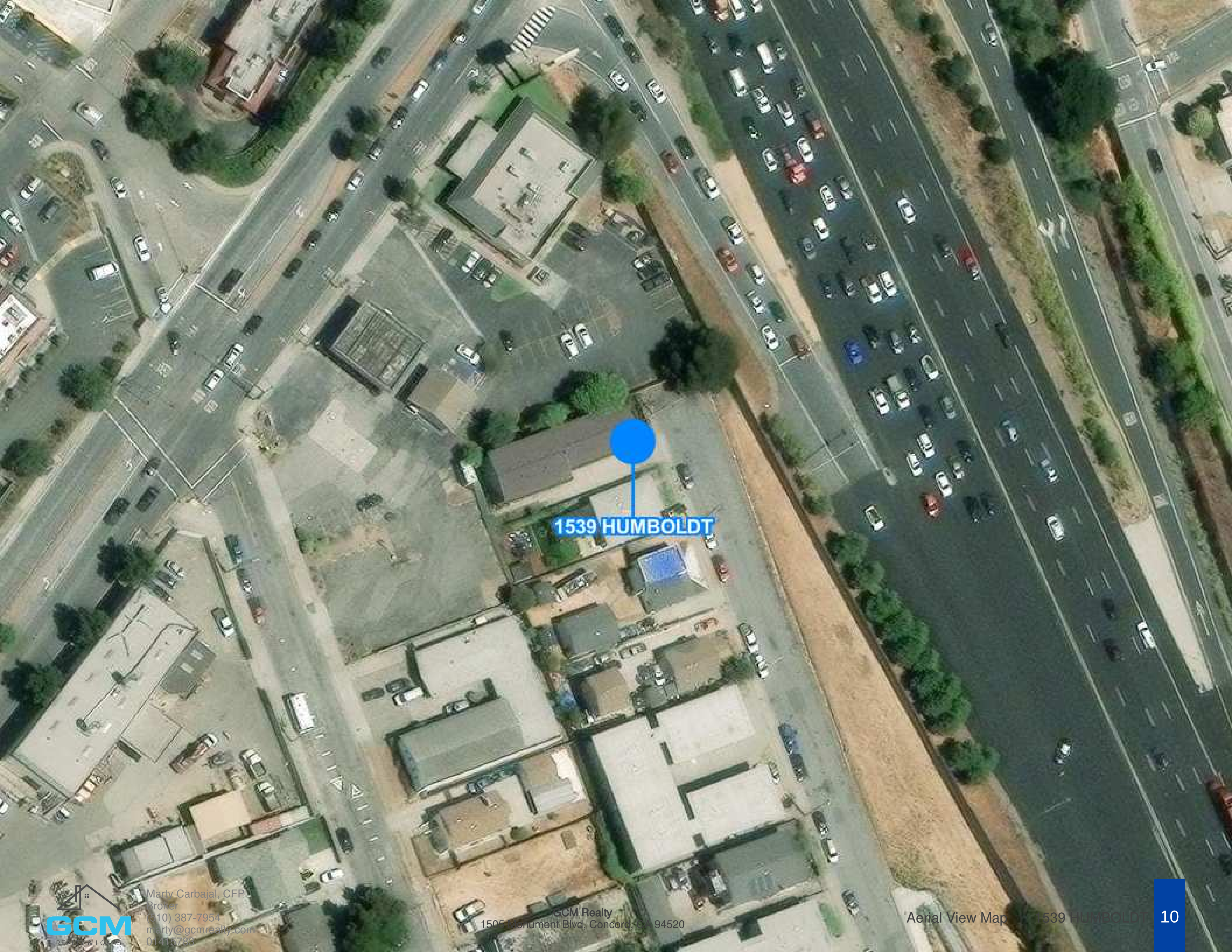
Major Industries by Employee Count



Largest Employers

Contra Costa College	707
San Pablo Casino	426
West Contra Costa Unified School District	303
Las Montana's Supermarket	245
Brookside San Pablo Health Center	210
Vale Healthcare Center	180
West County Health Center	177
City of San Pablo	171


Public Storage
ROSS
Jack
denny's
planet fitness
Smart & Final
1539 HUMBOLDT



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03 **Property Description**

PROPERTY FEATURES

NUMBER OF UNITS	5
BUILDING SF	3,304
LAND SF	6,000
LAND ACRES	0.14
YEAR BUILT	1960
YEAR RENOVATED	2016
# OF PARCELS	1
BUILDING CLASS	B
LOCATION CLASS	B
NUMBER OF STORIES	2
NUMBER OF BUILDINGS	1
NUMBER OF PARKING SPACES	7
PARKING RATIO	1.4
POOL / JACUZZI	No
FIRE PLACE IN UNIT	No
WASHER/DRYER	Yes

FEES & DEPOSITS

APPLICATION FEE	60
SECURITY DEPOSIT	9200

MECHANICAL

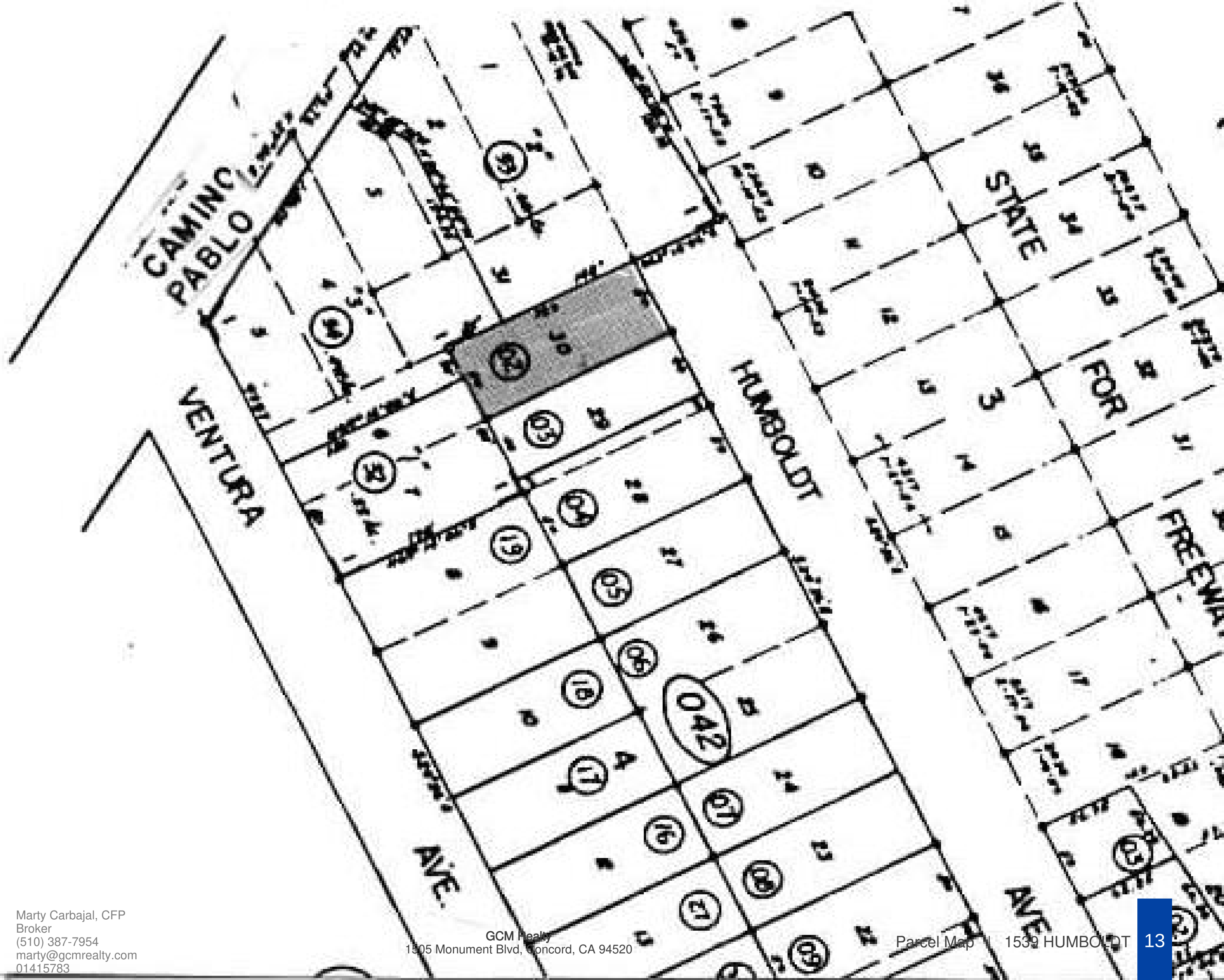
HVAC	Wall heaters

UTILITIES

WATER	Landlord
TRASH	Landlord
GAS	Tenant
ELECTRIC	Tenant
RUBS	No

CONSTRUCTION

FOUNDATION	Concrete
FRAMING	Wood
EXTERIOR	Stucco
PARKING SURFACE	Asphalt
ROOF	Composition Shingle



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Unit Amenities

- Wall heater / furnace.

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Unit	Square Feet	Rent PSF	Current Rent	Market Rent	Move-in Date
A	900	$2.50	$2,250.00	$2,500.00	06/01/2023
B	830	$2.62	$2,175.00	$2,325.00	08/01/2023
C	830	$2.56	$2,125.00	$2,325.00	02/01/2019
D	830	$2.53	$2,100.00	$2,325.00	07/01/2026
E	830	$2.53	$2,100.00	$2,325.00	07/14/2025
Totals / Averages	**4,220**	**$2.55**	**$10,750.00**	**$11,800.00**	

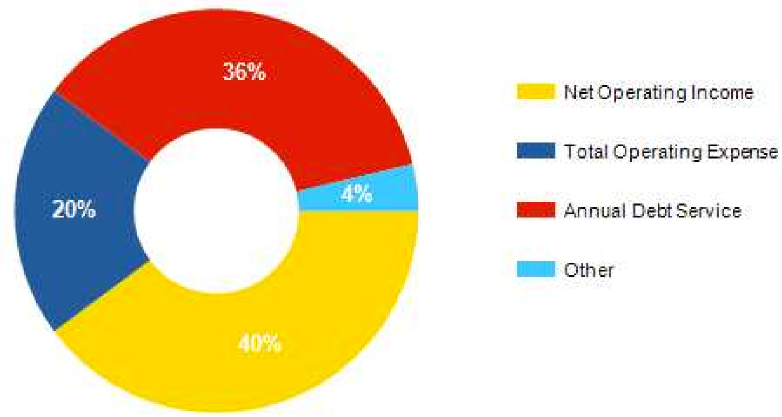
1539 HUMBOLDT

05 Financial Analysis

INCOME	CURRENT		PRO FORMA	
Gross Scheduled Rent	$131,400	99.5%	$138,000	99.6%
Parking	$600	0.5%	$600	0.4%
Gross Potential Income	**$132,000**		**$138,600**	
General Vacancy	-3.00%		-3.00%	
Effective Gross Income	**$128,058**		**$134,460**	
Less Expenses	$43,228	33.75%	$43,558	32.39%
Net Operating Income	**$84,830**		**$90,902**	
Annual Debt Service	$76,841		$76,841	
Cash flow	**$2,989**		**$9,061**	
Debt Coverage Ratio	1.10		1.18	

REVENUE ALLOCATION

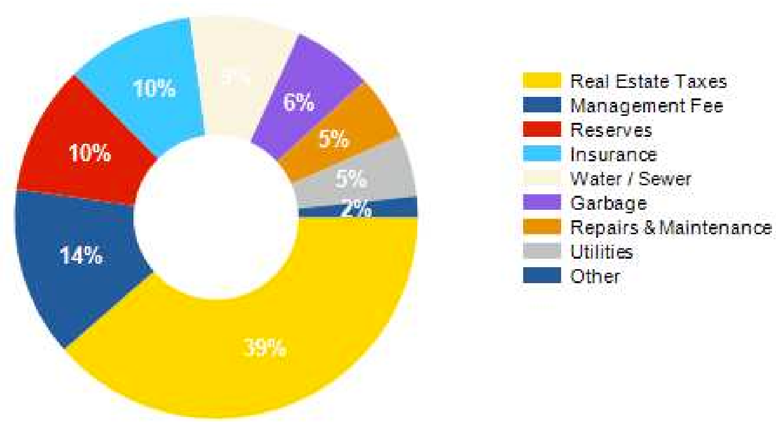
CURRENT



EXPENSES	CURRENT	Per Unit	PRO FORMA	Per Unit
Real Estate Taxes	$18,618	$3,724	$18,618	$3,724
Insurance	$4,980	$996	$4,980	$996
Management Fee (5.00% of GSI)	$6,570	$1,314	$6,900	$1,380
Repairs & Maintenance	$2,500	$500	$2,500	$500
Water / Sewer	$4,270	$854	$4,270	$854
Landscaping	$600	$120	$600	$120
Utilities	$2,390	$478	$2,390	$478
Other Expenses	$200	$40	$200	$40
Garbage	$3,100	$620	$3,100	$620
Total Operating Expense	**$43,228**	**$8,646**	**$43,558**	**$8,712**
Reserves	$5,000	$1,000	$5,000	$1,000
Annual Debt Service	$76,841		$76,841	
Expense / SF	$13.08		$13.18	
% of EGI	33.75%		32.39%	

DISTRIBUTION OF EXPENSES

CURRENT



GLOBAL

Price	$1,600,000
Analysis Period	5 year(s)
Consumer Price Index	3.25%
MillageRate	1.16000%
Exit Cap Rate	5.75%
General Vacancy	3.00%

INCOME - Growth Rates

Gross Scheduled Rent	5.00%
Parking	5.00%

EXPENSES - Growth Rates

Insurance	3.00%
Repairs & Maintenance	3.00%
Water / Sewer	3.00%
Landscaping	3.00%
Utilities	3.00%

PROPOSED FINANCING

65% financing	
Loan Type	Amortized
Down Payment	$560,000
Loan Amount	$1,040,000
Interest Rate	6.25%
Loan Terms	5/25
Annual Debt Service	$76,841
Loan to Value	65%
Amortization Period	30 Years

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Calendar Year	CURRENT	Pro Forma	Year 3	Year 4	Year 5
Gross Revenue					
Gross Scheduled Rent	$131,400	$138,000	$144,900	$152,145	$159,752
Parking	$600	$600	$630	$662	$695
Gross Potential Income	**$132,000**	**$138,600**	**$145,530**	**$152,807**	**$160,447**
General Vacancy	-3.00%	-3.00%	-3.00%	-3.00%	-3.00%
Effective Gross Income	**$128,058**	**$134,460**	**$141,183**	**$148,242**	**$155,654**
Operating Expenses					
Real Estate Taxes	$18,618	$18,618	$18,618	$18,618	$18,618
Insurance	$4,980	$4,980	$5,129	$5,283	$5,442
Management Fee	$6,570	$6,900	$7,245	$7,607	$7,988
Repairs & Maintenance	$2,500	$2,500	$2,575	$2,652	$2,732
Water / Sewer	$4,270	$4,270	$4,398	$4,530	$4,666
Landscaping	$600	$600	$618	$637	$656
Utilities	$2,390	$2,390	$2,462	$2,536	$2,612
Other Expenses	$200	$200	$200	$200	$200
Garbage	$3,100	$3,100	$3,100	$3,100	$3,100
Total Operating Expense	**$43,228**	**$43,558**	**$44,345**	**$45,163**	**$46,012**
Net Operating Income	**$84,830**	**$90,902**	**$96,838**	**$103,079**	**$109,642**
Capital Costs					
Reserves	$5,000	$5,000	$5,000	$5,000	$5,000
Total Capital Costs	**$5,000**	**$5,000**	**$5,000**	**$5,000**	**$5,000**
Annual Debt Service	$76,841	$76,841	$76,841	$76,841	$76,841
Cash Flow	**$2,989**	**$9,061**	**$14,997**	**$21,238**	**$27,801**

Disclaimer: These numbers are provided as assumptions and are not guaranteed. Broker and/or Seller shall bear no responsibility if actual outcomes vary.

Calendar Year	CURRENT	Pro Forma	Year 3	Year 4	Year 5
Cash on Cash Return b/t	0.53%	1.62%	2.68%	3.79%	4.96%
CAP Rate	5.30%	5.68%	6.05%	6.44%	6.85%
Debt Coverage Ratio	1.10	1.18	1.26	1.34	1.43
Operating Expense Ratio	33.75%	32.39%	31.40%	30.46%	29.56%
Gross Multiplier (GRM)	12.12	11.54	10.99	10.47	9.97
Loan to Value	64.98%	64.22%	63.40%	62.54%	61.62%
Breakeven Ratio	90.96%	86.87%	83.27%	79.84%	76.57%
Price / SF	$484.26	$484.26	$484.26	$484.26	$484.26
Price / Unit	$320,000	$320,000	$320,000	$320,000	$320,000
Income / SF	$38.75	$40.69	$42.73	$44.86	$47.11
Expense / SF	$13.08	$13.18	$13.42	$13.66	$13.92

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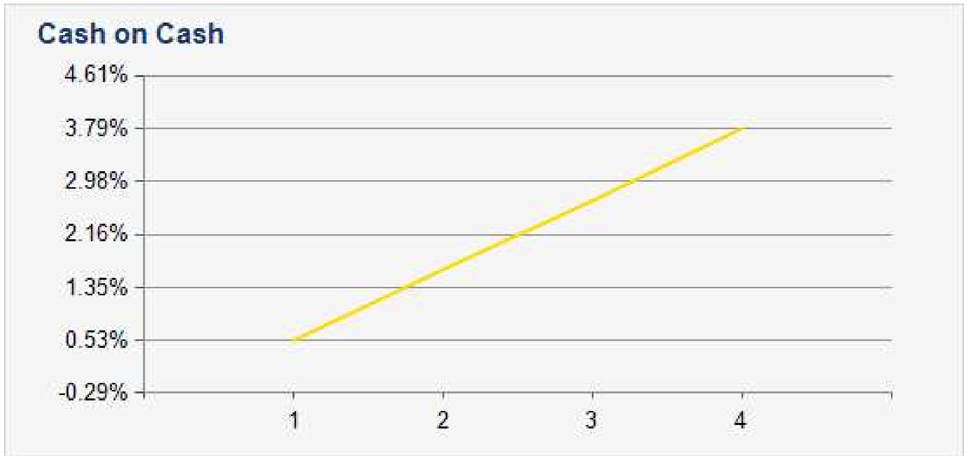
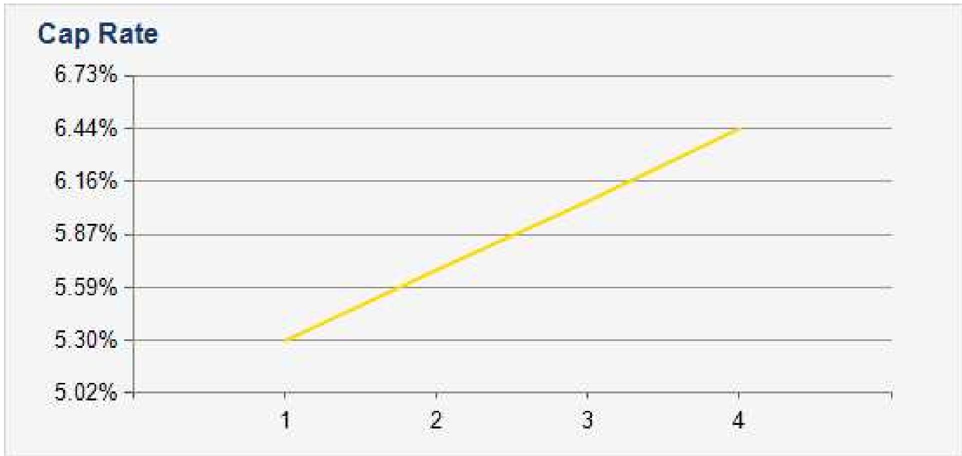
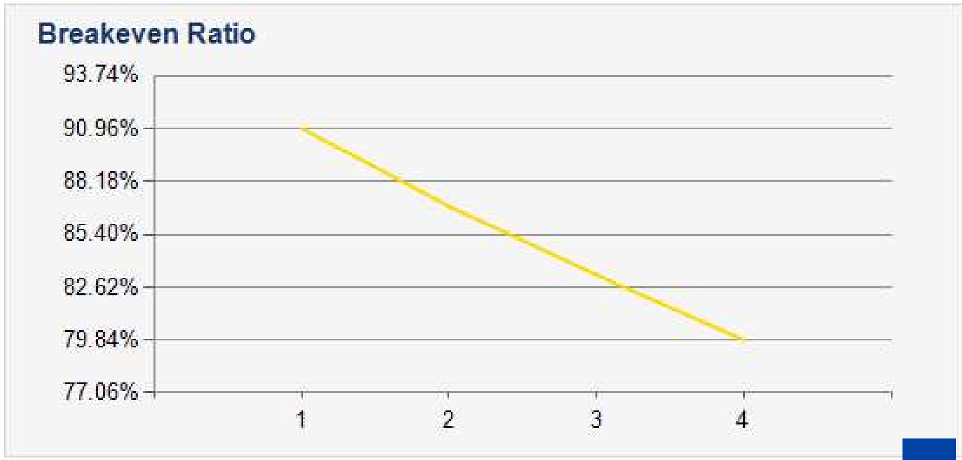
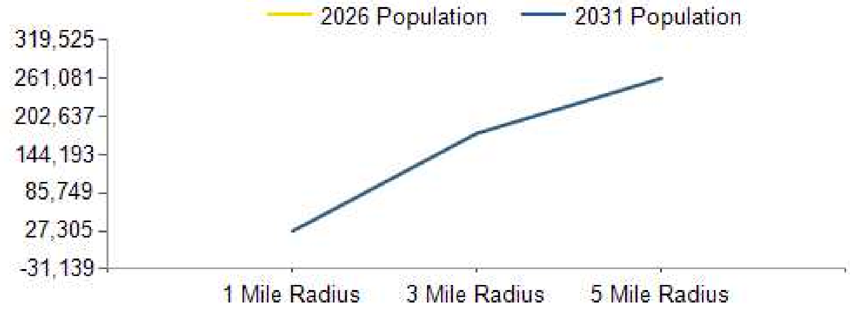






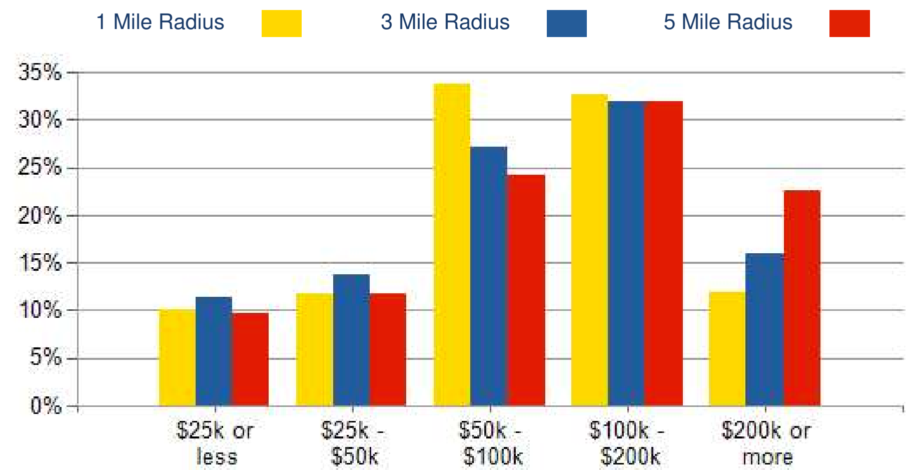
1539 HUMBOLDT

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	25,785	155,121	232,874
2010 Population	25,407	159,431	238,853
2026 Population	27,402	176,843	260,825
2031 Population	27,305	176,617	261,081
2026 African American	3,221	27,325	33,844
2026 American Indian	630	3,673	4,305
2026 Asian	5,564	30,098	55,446
2026 Hispanic	13,242	85,158	100,812
2026 Other Race	8,972	59,013	67,052
2026 White	5,105	31,911	63,822
2026 Multiracial	3,731	23,907	35,127
2026-2031: Population: Growth Rate	-0.35%	-0.15%	0.10%

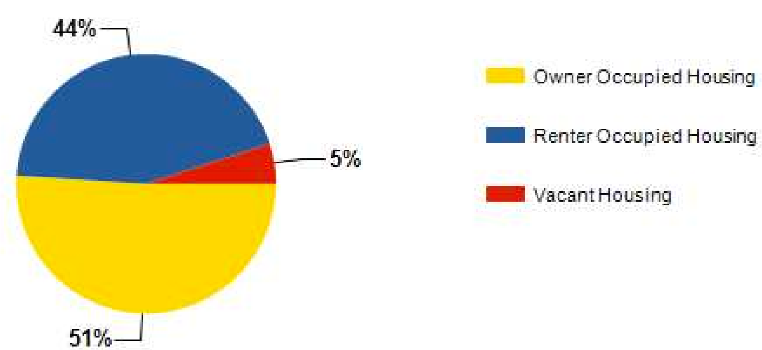


2026 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than $15,000	440	3,730	5,055
$15,000-$24,999	472	2,798	3,666
$25,000-$34,999	398	3,164	4,155
$35,000-$49,999	656	4,754	6,494
$50,000-$74,999	1,540	8,252	11,202
$75,000-$99,999	1,520	7,510	10,658
$100,000-$149,999	1,686	10,645	16,577
$150,000-$199,999	1,271	7,838	12,228
$200,000 or greater	1,084	9,198	20,316
Median HH Income	$90,148	$94,789	$109,250
Average HH Income	$115,239	$125,398	$148,497

2026 Household Income



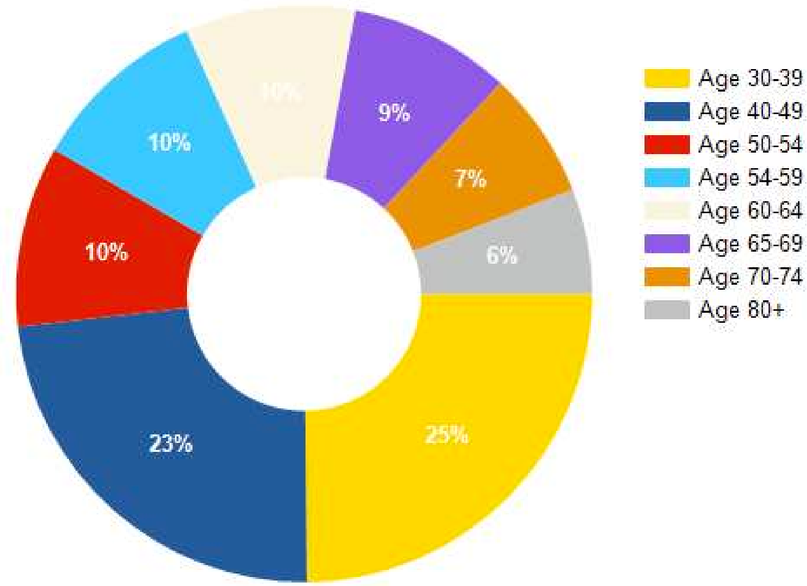
2026 Own vs. Rent - 1 Mile Radius



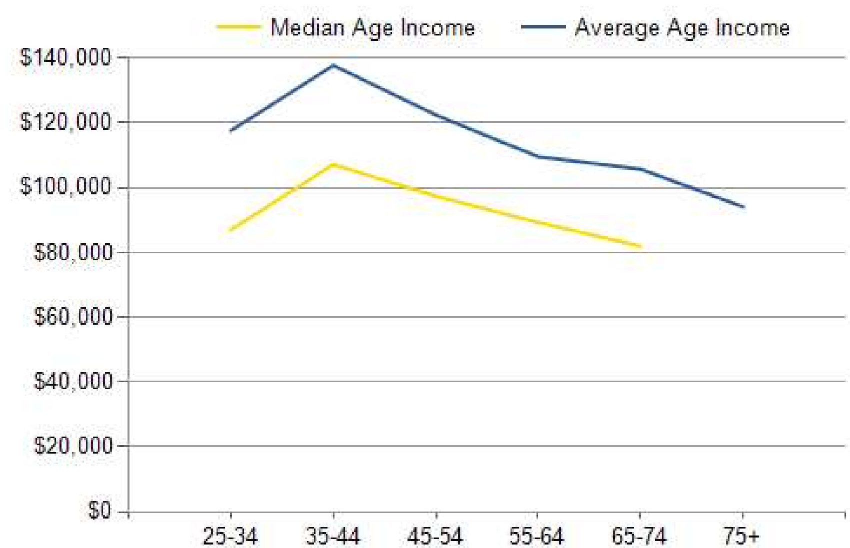
Source: esri

2026 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2026 Population Age 30-34	2,086	13,345	18,767
2026 Population Age 35-39	2,084	13,723	19,938
2026 Population Age 40-44	2,085	13,347	19,420
2026 Population Age 45-49	1,830	12,191	17,849
2026 Population Age 50-54	1,708	10,920	16,285
2026 Population Age 55-59	1,676	10,347	15,683
2026 Population Age 60-64	1,602	9,613	15,088
2026 Population Age 65-69	1,525	8,497	13,960
2026 Population Age 70-74	1,201	7,072	12,116
2026 Population Age 75-79	989	5,553	9,973
2026 Population Age 80-84	554	3,017	5,600
2026 Population Age 85+	455	2,605	4,576
2026 Population Age 18+	22,005	139,101	208,347
2026 Median Age	40	38	40
2031 Median Age	41	39	41

Population By Age

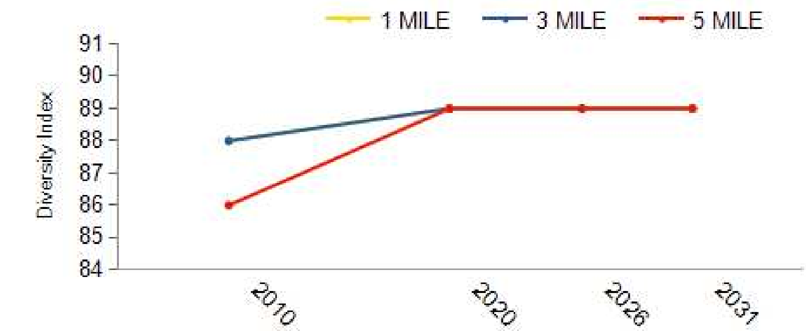


2026 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	$87,003	$79,758	$98,909
Average Household Income 25-34	$117,647	$112,164	$137,016
Median Household Income 35-44	$107,136	$114,975	$137,049
Average Household Income 35-44	$137,714	$143,716	$174,784
Median Household Income 45-54	$97,424	$115,794	$133,435
Average Household Income 45-54	$122,471	$143,409	$167,391
Median Household Income 55-64	$89,263	$100,015	$112,862
Average Household Income 55-64	$109,546	$130,717	$152,623
Median Household Income 65-74	$81,916	$78,899	$95,146
Average Household Income 65-74	$105,719	$111,301	$135,139
Average Household Income 75+	$94,121	$98,082	$117,218

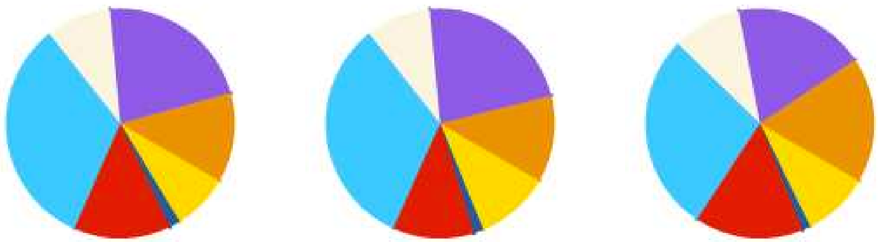


DIVERSITY INDEX	1 MILE	3 MILE	5 MILE
Diversity Index (+5 years)	89	89	89
Diversity Index (current year)	89	89	89
Diversity Index (2020)	89	89	89
Diversity Index (2010)	88	88	86

POPULATION DIVERSITY



POPULATION BY RACE

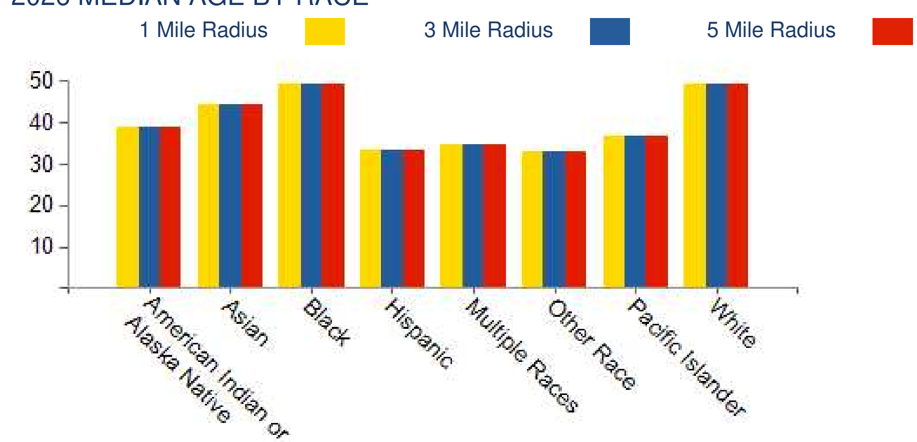


1 MILE   3 MILE   5 MILE

2026 POPULATION BY RACE	1 MILE	3 MILE	5 MILE
African American	8%	10%	9%
American Indian	2%	1%	1%
Asian	14%	12%	15%
Hispanic	33%	33%	28%
Multiracial	9%	9%	10%
Other Race	22%	23%	19%
White	13%	12%	18%

2026 MEDIAN AGE BY RACE	1 MILE	3 MILE	5 MILE
Median American Indian/Alaska Native Age	39	36	36
Median Asian Age	44	43	44
Median Black Age	49	44	44
Median Hispanic Age	33	32	32
Median Multiple Races Age	35	33	32
Median Other Race Age	33	32	32
Median Pacific Islander Age	37	37	37
Median White Age	49	47	50

2026 MEDIAN AGE BY RACE



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07 Company Profile

Company Bio

Advisor Profile

GCM Realty was founded by a real estate professional well versed in the intricacies of commercial real estate. Our company was built around the idea that we could help ordinary people in realizing extraordinary things.

Our Mission

GCM Realty mission is to set the standard of high performance and market commercial properties for the success of our clients in achieving the highest value for their investment. We strive to have our clients achieve the best return of investment as possible. The key to our growth and prosperity is a direct result of our exceptional team and our focus in placing our client interest in the forefront. We are firm believers of passive income investments as an avenue for our clients to realize financial independence.

About Our Broker

Marty Carbajal, CFP

I am fortunate to have the backing of a very good team of experts and professionals that support our mission and manage the most difficult situations to help individuals to create wealth and peace of mind through passive income investing.

I can count on a Business and Management degree, advanced studies in Financial Engineering from UC Berkeley. Additionally, as a Certified Financial Planner (CFP) I am particularly qualified to advise clients on the best course of action to take, to help clients make profitable decisions in augmenting their portfolio of properties profitably.

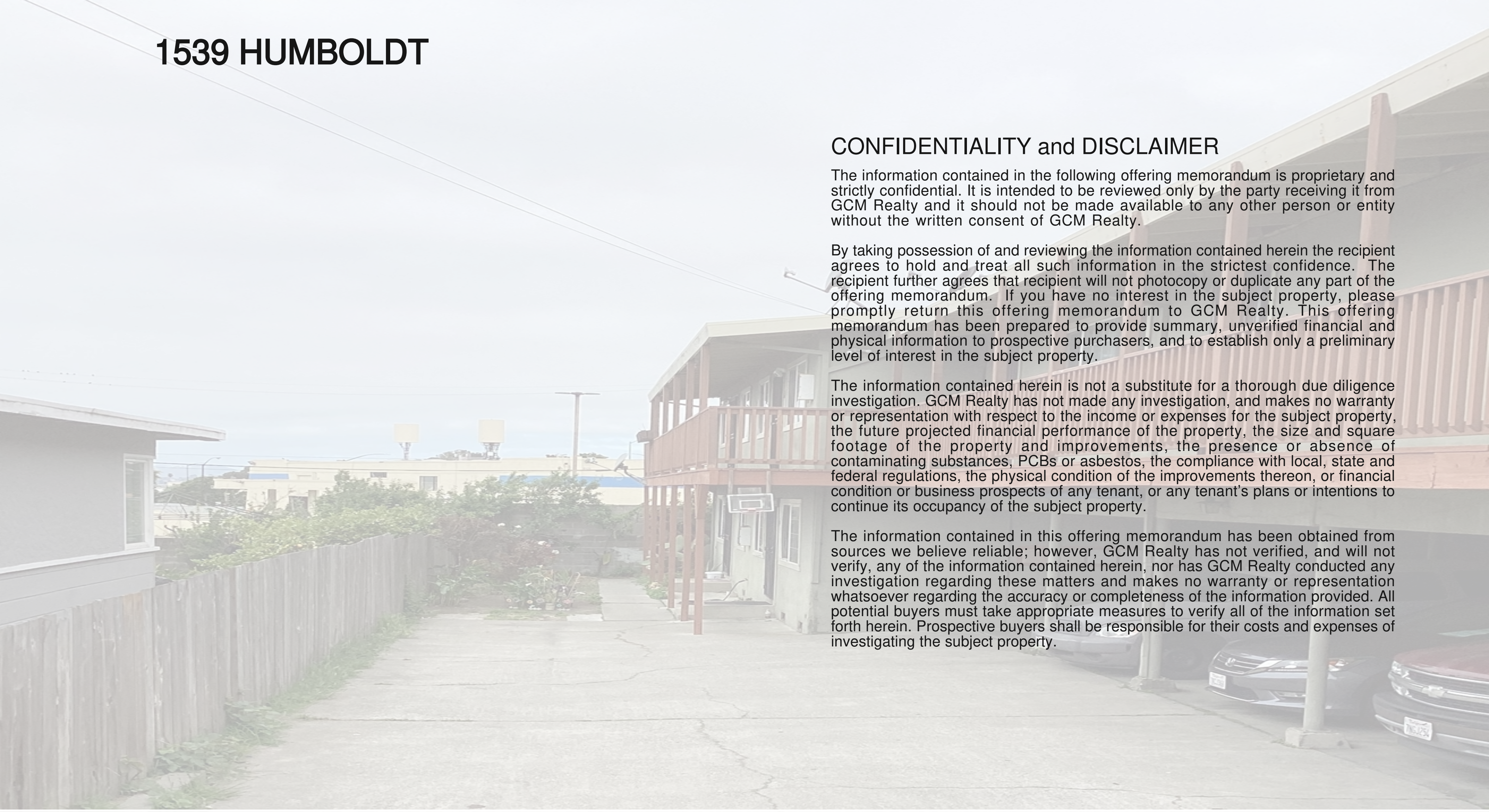
Marty Carbajal, CFP
Broker

I have been a realtor since 2002 and a real estate broker since 2009.
A real estate investor since 1998 managing over 500 apartment units with a specialty in multi-family and commercial properties.
Over the years, I have been involved in over $200 million in transactions as a principal and representing buyers & sellers.
During my tenure I have done fix and flip properties and follow the BRRRR method to financial independence.
As a Certified Financial Planner (CFP) since 1995 educated in the intricacies of 1031 exchanges, mutual funds, bonds and real estate as financial vehicles to fund retirement and lifestyle choices.
As an insurance broker since 1986 I created one of the largest Farmers Insurance agencies in California specializing in business insurance for over 400 businesses and over 3000 families.

I have training in Financial Engineering and Investment Management from UC Berkeley Extension, I have been a Certified Financial Planner since 1995 and an insurance broker since 1986. I graduated from the University of Phoenix with a Bachelors of Science in Business in 2013
Training as a Certified Financial Planner (1995)

I am affiliated with the National Association of Realtors, the California Association of Realtors, the Contra Costa Association of Realtors, and the Multiple Listing System.

I reside in the town of Danville with my wife of 30 years. I am originally from Mexico City and have been living in the U.S. since 1985. I speak English and Spanish fluently.
My wife and I have 4 grown children that live in Martinez, Santa Rosa and Boston.
I am a firm believer of passive income and real estate investments that will allow you to fulfill your wealth creation dreams.
I enjoy networking with people and providing referrals to all sorts of professionals. And I am never too busy to receive referrals as well. I treat all my clients honorably and with the highest standards of professionalism. You would enjoy working with me. Give it a try.



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