

2600 S COAST HIGHWAY

Laguna Beach, CA 92651

Rare South Laguna Beach Coastal Investment Opportunity



OFFERING MEMORANDUM

MULTIFAMILY
INVESTMENT OPPORTUNITY

MATTHEWS™

EXCLUSIVELY PRESENTED BY



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2600 S COAST HWY
LAGUNA BEACH, CA

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2600 S Coast Hwy
Laguna Beach, CA 92651

3+1

NUMBER OF UNITS

1 BEDS & STUDIO

UNIT MIX

\$2,600,000

PRICE

±0.07 AC

LOT SIZE

1953

YEAR BUILT

±1,709

RENTABLE SF

GARAGE

PARKING

2600 S COAST HIGHWAY

EXECUTIVE SUMMARY

We are pleased to present **2600 S Coast Highway**, a rare coastal investment opportunity located on the north side of South Coast Highway in the heart of Laguna Beach. Positioned just steps from Victoria Beach—one of Laguna’s most iconic and picturesque coves—the property sits approximately 300 feet from the Pacific Ocean in one of Southern California’s premier coastal housing markets.

Built in 1953, the property consists of three (3) one-bedroom/one-bath units and one (1) non-conforming studio unit situated on a ±2,853 square foot lot. Select units and patios feature ocean views, further enhancing tenant appeal and long-term value. The property also includes four (4) single-car garages, providing valuable off-street parking in a high-demand beach community. Current rents are below market, presenting investors with a compelling value-add opportunity through strategic interior renovations and rental repositioning.

2600 S Coast Highway benefits from its exceptional Class A location within walking distance to Victoria Beach, known for its scenic coves, tide pools, sea caves, and volleyball courts. The property is ideally located near Surf & Sand Resort, Montage Laguna Beach, Main Beach, and Dana Point Harbor. **With over seven miles of protected coastline, Laguna Beach offers a pristine natural setting combined with boutique retail, dining, and strong local employment drivers—supporting consistent rental demand and long-term appreciation.**



2600 S COAST HIGHWAY

INVESTMENT SUMMARY

PREMIER COASTAL LOCATION

Steps from Victoria Beach and Mermaid Beach in South Laguna Beach.

UNIT MIX & AMENITIES

Three (3) 1-bed/1-bath units and one (1) non-conforming studio unit with community BBQ and lounge areas.

ONSITE PARKING & FUNCTIONAL LOT

Situated on a $\pm 2,853$ SF lot with four (4) single-car garages.

VALUE-ADD OPPORTUNITY

Below-market rents provide repositioning upside in a walkable South Coast Highway location near beaches, resorts, retail, and dining.

OCEAN-PROXIMATE SETTING

Approximately 300 feet from the Pacific Ocean with adjacent open-space garden area.

OCEAN VIEW PATIO

Select units feature private patios and sun decks with ocean views.

PROPERTY PHOTOS



Laguna Village Shops



Canyon Acres Trailhead
±3.2 Miles Away

Subject Property



Laguna Beach Community & Recreation Center
Recreation Center

Woods Cove
±0.4 Mile Away



Treasure Island Beach
±1 Mile Away





Thurston Middle School
±524 Students

REGAL TJ-maxx
 BARNES & NOBLE HomeGoods
 PET SMART Advance Auto Parts
 DOLLAR TREE O'Reilly AUTO PARTS
 the Habit CVS pharmacy Pep Boys
 BURGER GRILL Chick-fil-e Cafe Rio

Walmart Supercenter THE HOME DEPOT
 COSTCO WHOLESALE SPROUTS FARMERS MARKET
 PAVILIONS HOBBY LOBBY ULTA

CVS pharmacy



±48,800 VPD
±286,800 VPD

Aliso Village Shopping Center

WHOLE FOODS MARKET CHIPOTLE MCDONALD'S
 BLAZE PIZZA
 CAVAbarre3

COSTCO WHOLESALE

Laguna Beach

Top of the World Elementary
±552 Students

Moulton Elementary School
±530 Students

Niguel Hills Middle School
±733 Students

Woods Cove
±0.4 Miles Away

Subject Property

Albertsons

SURF & SAND
LAGUNA BEACH

Niguel Botanical PRESERVE

Victoria Beach
±0.8 Miles Away

The Ranch at Laguna Beach
Golf Course

Treasure Island
±1 Mile Away

Montage
LAGUNA BEACH

±37,500 VPD

Google Earth

MARKET OVERVIEW





2600 S Coast Hwy
Laguna Beach, CA 92651

LAGUNA BEACH, CA





PREMIER COASTAL POSITIONING

Situated along the iconic Pacific Coast Highway, this location offers immediate immersion into Laguna Beach's world-renowned coastline. The proximity to some of the area's most beautiful coves creates a daily experience defined by ocean views, sea air, and effortless beach access.

EXCLUSIVE SOUTH LAGUNA ATMOSPHERE

This stretch of Laguna Beach is known for its more refined, residential character—offering a sense of privacy and calm that stands apart from busier tourist zones, while still maintaining close proximity to the energy of downtown.

WALKABLE COASTAL CONVENIENCE

The surrounding area supports a highly desirable walkable lifestyle, with access to boutique dining, local cafés, and scenic coastal viewpoints all just steps away—blending everyday convenience with a resort-like environment.

LUXURY COASTAL INFLUENCE

Anchored by the nearby Montage Laguna Beach, the neighborhood benefits from an elevated standard of landscaping, public spaces, and amenities, contributing to a polished, high-end coastal setting.

STRATEGIC ACCESS TO ORANGE COUNTY'S COASTLINE

Positioned for seamless connectivity, the location provides direct access to Laguna Beach Village, Dana Point Harbor, and Newport Beach—making it ideal for both leisure and practical day-to-day travel along the Southern California coast.



Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	7,942	35,955	137,789
Current Year Estimate	7,726	35,486	137,582
2020 Census	6,807	33,554	137,185
Growth Current Year-Five-Year	0.6%	0.3%	0%
Growth 2020-Current Year	3.4%	1.4%	0.1%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	3,661	16,303	56,100
Current Year Estimate	3,562	16,096	56,017
2020 Census	3,144	15,257	55,890
Growth Current Year-Five-Year	0.6%	0.3%	0%
Growth 2020-Current Year	1.3%	0.8%	0.4%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$174,988	\$170,416	\$165,398

NEIGHBORHOOD OVERVIEW ALTA VISTA

Alta Vista in Laguna Beach, California is a small coastal neighborhood known for its quiet residential character, ocean proximity, and scenic hillside setting. Positioned just south of the city's main downtown area, it offers a balance between accessibility and privacy, with many homes enjoying elevated views of the Pacific. The neighborhood is primarily residential, featuring a mix of classic beach cottages, mid-century properties, and updated coastal homes, all within close reach of South Coast Highway. Nearby areas like Woods Cove and Moss Point provide convenient beach access, while the adjacent Hip District adds a touch of local culture with cafés, boutiques, and casual dining spots.

The area is valued for its relaxed pace and livability, appealing to those who want a coastal environment without the density of Laguna's central Village. Residents benefit from walkable access to everyday amenities, coastal trails, and nearby parks, supporting an active outdoor lifestyle. While it maintains a quieter feel, Alta Vista is still well-connected to the broader Laguna Beach community and surrounding Orange County cities. Overall, the neighborhood offers a combination of coastal views, neighborhood charm, and proximity to key amenities, making it attractive to both full-time residents and those seeking a more low-key beachside setting.

25+ PUBLIC BEACHES
WITHIN A 3-MILE RADIUS

\$2.7M
ALTA VISTA AVERAGE HOME VALUE

150+ DINING OPTIONS
WITHIN A 3-MILE RADIUS

ALTA VISTA



A NEIGHBORHOOD

An aerial night photograph of a densely populated residential neighborhood in Laguna Beach, California. The houses are illuminated from within, creating a warm glow against the dark sky. A prominent road, likely S Coast Hwy, runs diagonally through the scene. In the foreground, a tennis court is visible, surrounded by trees and string lights. A white rectangular text box is positioned in the center-right of the image, with a thin white line pointing to a specific modern house. The overall atmosphere is serene and upscale.

2600 S COAST HWY
LAGUNA BEACH, CA

SOUTHERN ORANGE CO

Orange County is a premier commercial real estate market driven by a population of over 3.2 million, a diverse economy led by tech, healthcare, and logistics, and a strategic location between Los Angeles and San Diego. With limited land availability, strong tenant demand, and exceptional infrastructure, it offers long-term growth and income stability for investors.

3.2M

TOTAL ORANGE COUNTY
POPULATION

25M

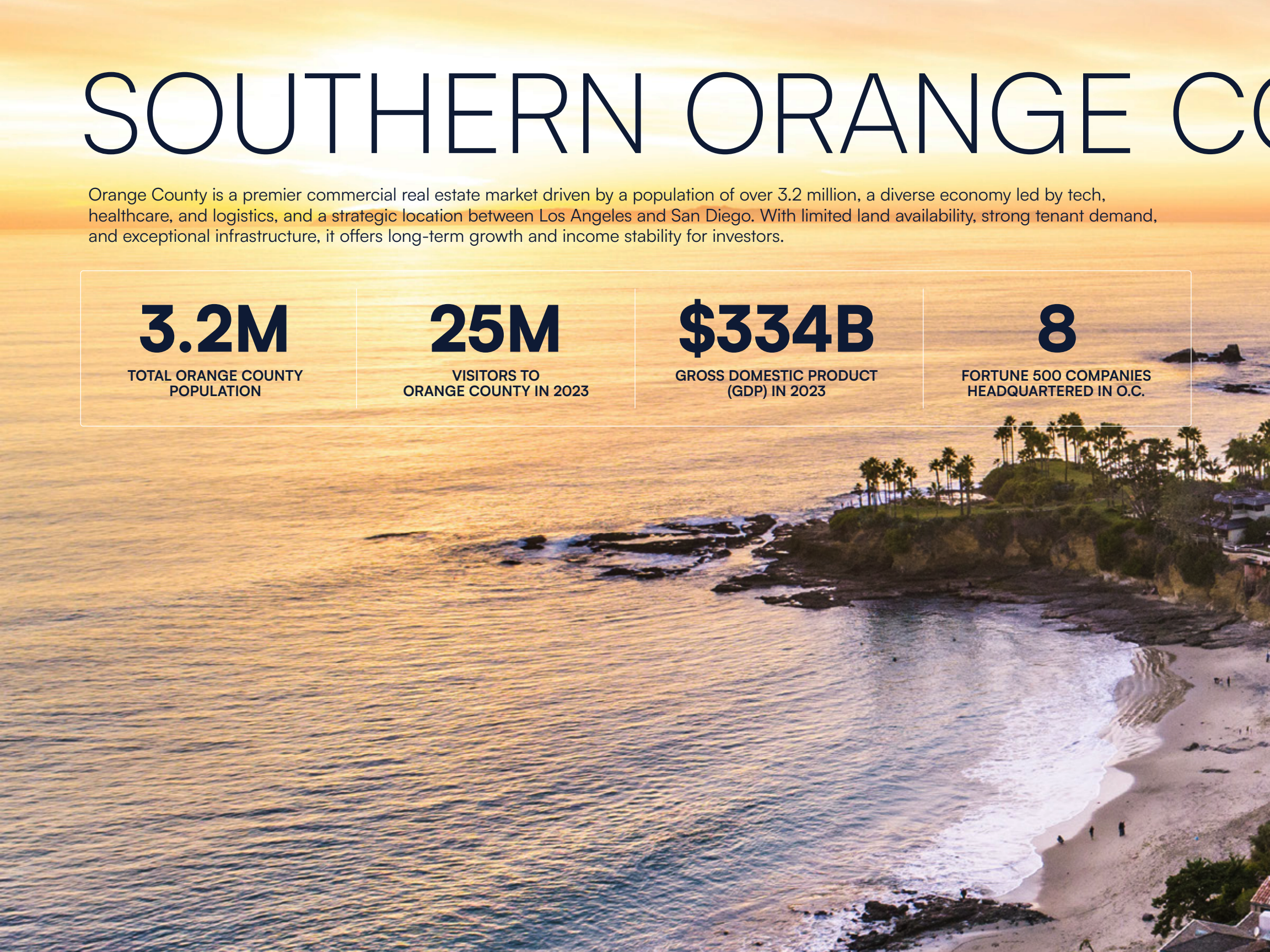
VISITORS TO
ORANGE COUNTY IN 2023

\$334B

GROSS DOMESTIC PRODUCT
(GDP) IN 2023

8

FORTUNE 500 COMPANIES
HEADQUARTERED IN O.C.



COUNTY, CA



600+

PUBLIC SCHOOLS ACROSS ORANGE COUNTY



25+

COLLEGES & UNIVERSITIES



COMPARABLE PROPERTIES









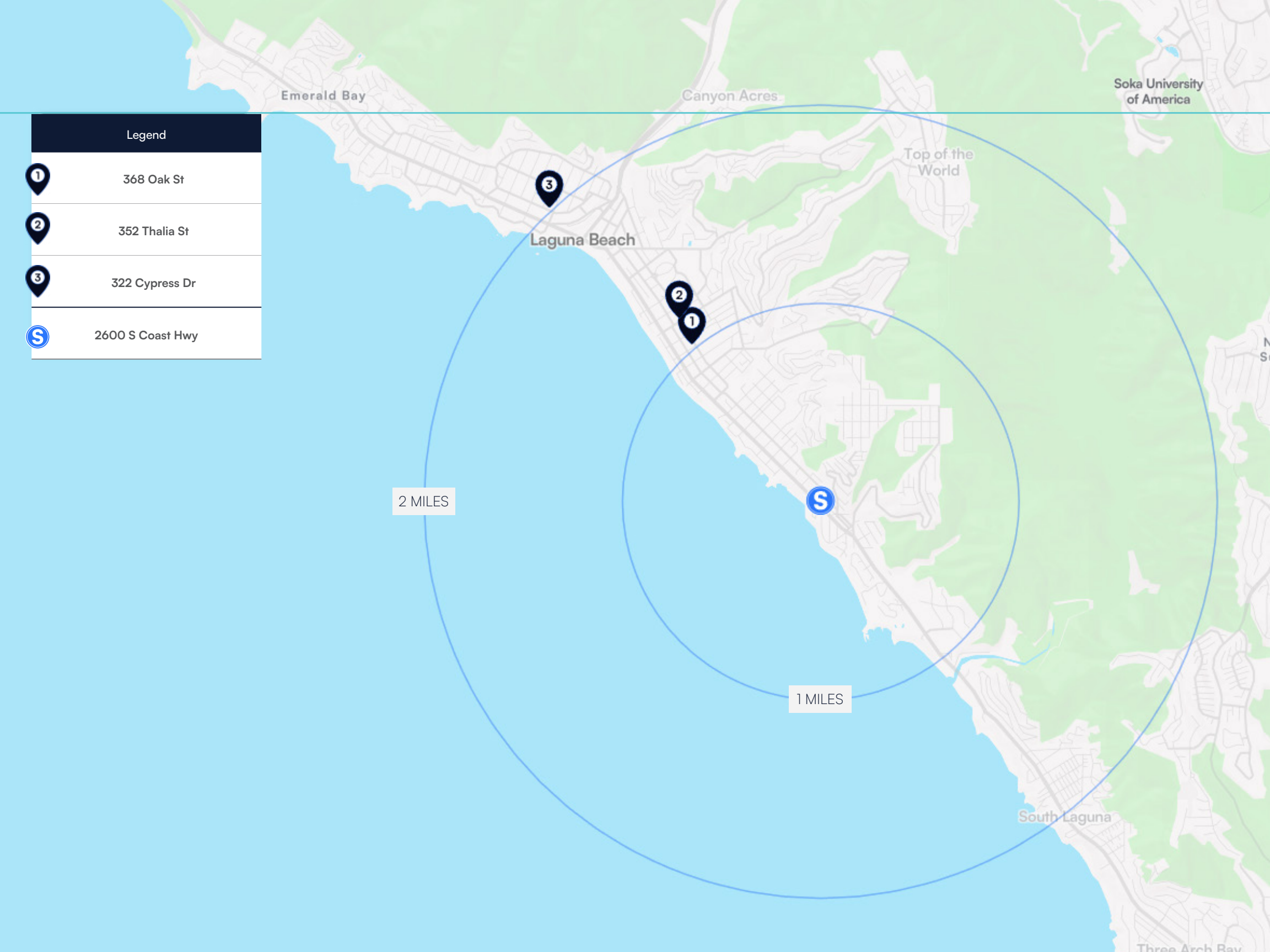
2600 S Coast Hwy
Laguna Beach, CA 92651

SALES COMPARABLES



	Address	Units	Year Built	SF	Price	Cap Rate	GRM	Price/Unit	Price/SF	COE	Unit Mix
1	368 Oak St	3	1923	2,000	\$3,030,000	2.40%	25.9	\$1,010,000	\$1,515.00	10/30/24	(1) 2 Bed / 1 Bath (2) 1 Bed / 1 Bath
2	352 Thalia St	3	1946	2,384	\$2,925,000	5.07%	19.58	\$975,000	\$1,226.93	2/6/26	(3) 2 Bed / 1 Bath
3	322 Cypress Dr	3	1917	2,708	\$2,599,000	3.27%	20.67	\$866,333	\$959.75	6/14/24	SFR + Duplex
	Average	3	1928	2,364	\$2,851,333	3.6%	22.1	\$950,444	\$1,233.89	-	
S	2600 S Coast Hwy	3+1	1953	1,709	-	-	-	\$650,000	\$1,521.36	-	(3) 1 Bed / 1 Bath (1) Studio / 1 Bath (Non-Conform)






Legend	
	368 Oak St
	352 Thalia St
	322 Cypress Dr
	2600 S Coast Hwy

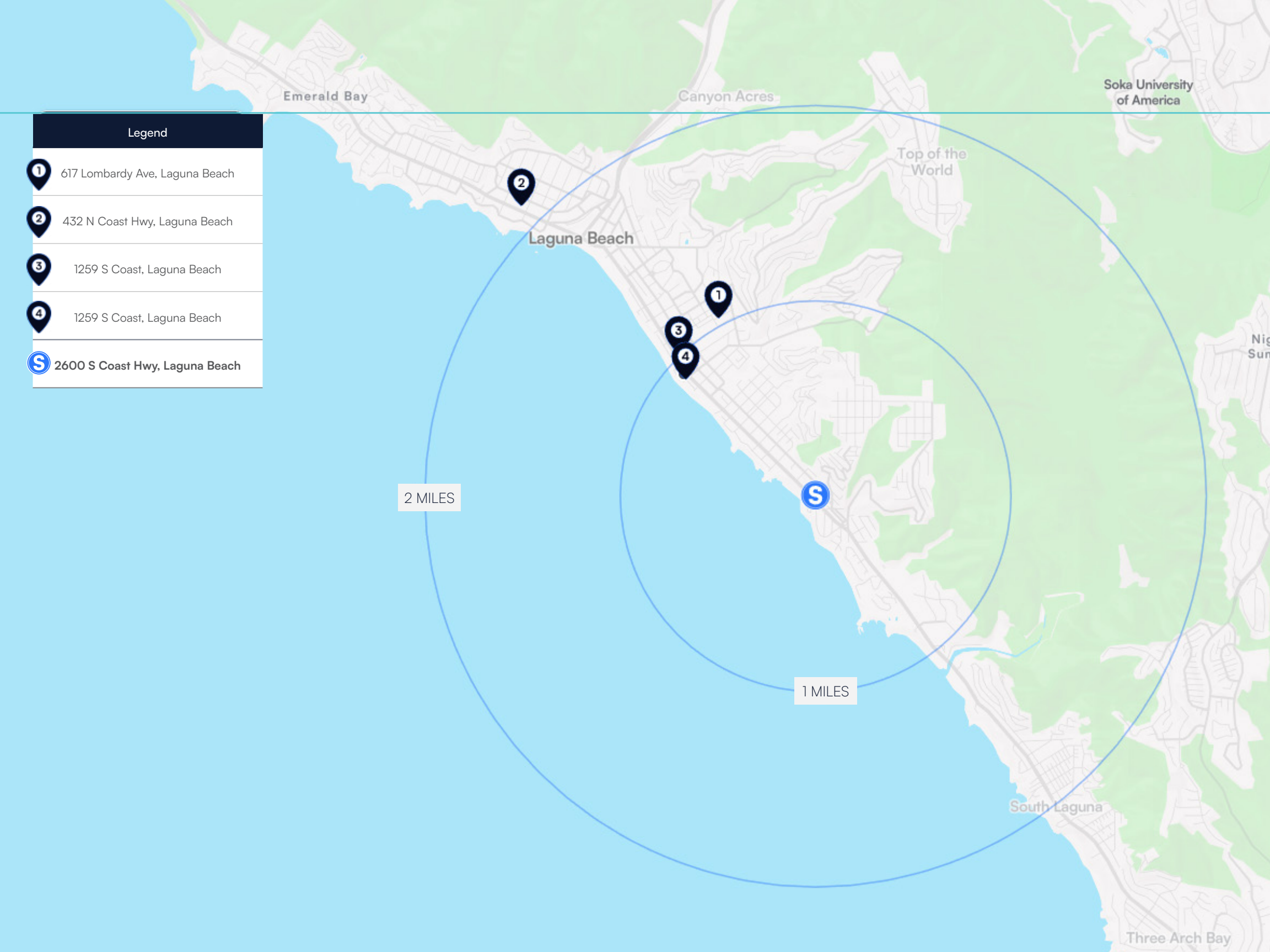


2600 S Coast Highway, Laguna Beach, CA

STUDIO RENT COMPARABLES

	Property Address	Year Built	Unit Type	Unit Size (SF)	Avg. Rents	Rent/SF	Parking	Laundry
1	617 Lombardy Ave, Laguna Beach	1936	Studio	400	\$1,880	\$4.70	On-Site	On-Site
2	432 N Coast Hwy, Laguna Beach	1947	Studio	550	\$3,500	\$6.36	On-Site	In-Unit
3	1259 S Coast, Laguna Beach	1935	Studio	550	\$3,350	\$6.09	On-Site	In-Unit
4	1259 S Coast, Laguna Beach	1935	Studio	400	\$2,450	\$6.13	On-Site	In-Unit
	Average	1938	-	475	\$2,795	\$5.82		
S	2600 S Coast Hwy, Laguna Beach	1953	Studio	360	\$1,475	\$4.10	Garage	-

Legend	
	617 Lombardy Ave, Laguna Beach
	432 N Coast Hwy, Laguna Beach
	1259 S Coast, Laguna Beach
	1259 S Coast, Laguna Beach
	2600 S Coast Hwy, Laguna Beach



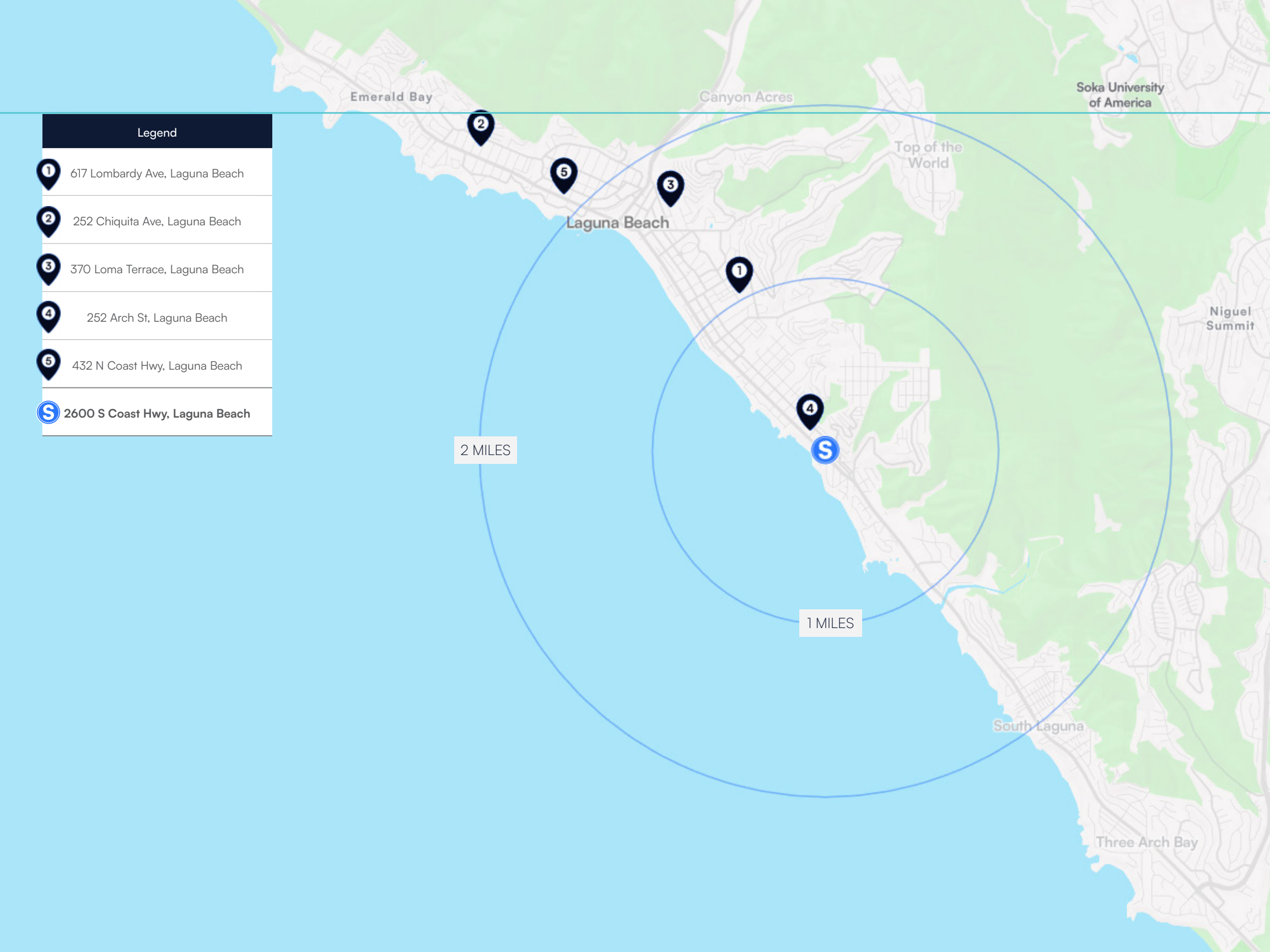
2600 S Coast Highway, Laguna Beach, CA

ONE-BEDROOM RENT COMPARABLES

	Property Address	Year Built	Unit Type	Unit Size (SF)	Avg. Rents	Rent/SF	Parking	Laundry
1	617 Lombardy Ave, Laguna Beach	1936	1 Bed 1 Bath	600	\$2,980	\$4.97	On-Site	On-Site
2	252 Chiquita Ave, Laguna Beach	1940	1 Bed 1 Bath	597	\$3,500	\$5.86	Garage	On-Site
3	370 Loma Terrace, Laguna Beach	1948	1 Bed 1 Bath	575	\$3,000	\$5.22	Garage	On-Site
4	252 Arch St, Laguna Beach	1988	1 Bed 1 Bath	650	\$3,000	\$4.62	On-Site	In-Unit
5	432 N Coast Hwy, Laguna Beach	1947	1 Bed 1 Bath	650	\$4,250	\$6.54	Garage	In-Unit
	Average	1949	-	475	\$2,795	\$5.82	-	-
S	2600 S Coast Hwy, Laguna Beach	1953	1 Bed / 1 Bath	450	\$1,950	\$4.34	Garage	-

Legend

- 1 617 Lombardy Ave, Laguna Beach
- 2 252 Chiquita Ave, Laguna Beach
- 3 370 Loma Terrace, Laguna Beach
- 4 252 Arch St, Laguna Beach
- 5 432 N Coast Hwy, Laguna Beach
- S 2600 S Coast Hwy, Laguna Beach



2 MILES

1 MILES

FINANCIAL OVERVIEW





2600 S Coast Hwy
Laguna Beach, CA 92651

FINANCIAL SUMMARY

Address	2600 S Coast Highway, Laguna Beach, CA
Total Number of Units	3+1
Total Square Feet	±1,709 SF
Average Unit Size	±427 SF
Asset Type	Multifamily

Display Rent as	Monthly
Rents to Show	Current and Potential
Rental Range Rent	Current

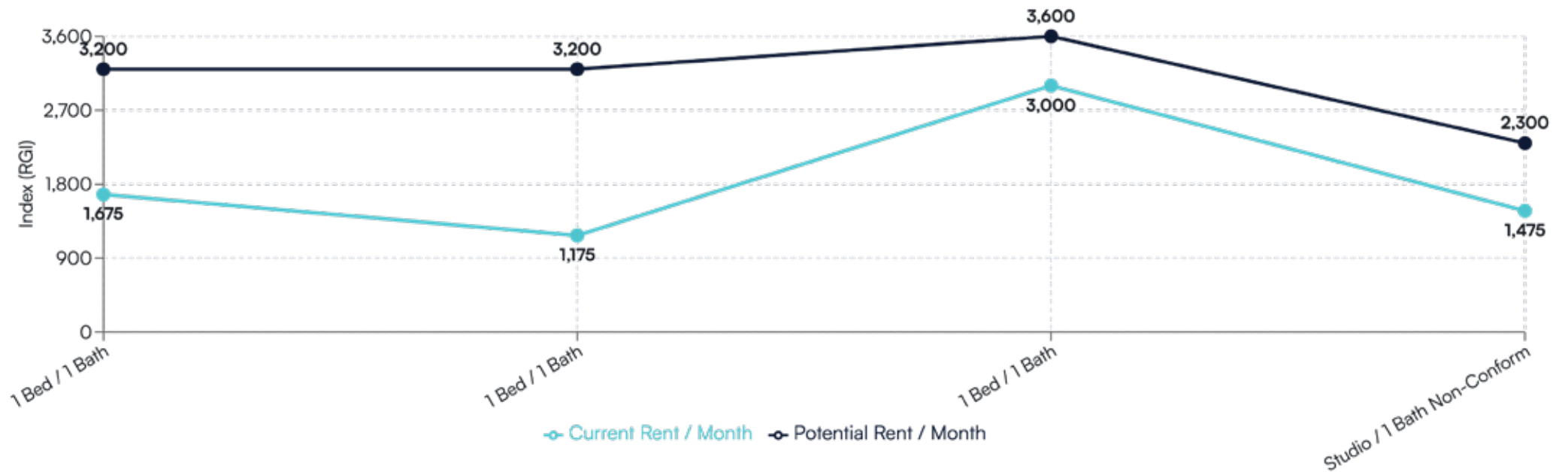


Unit Type	# of Units	Avg SF	Rental Range	Current			Potential		
				Average Rent	Average Rent / SF	Monthly Income	Average Rent	Average Rent / SF	Monthly Income
1 Bed / 1 Bath	3	450	\$1,175 - \$3,000	\$1,950	\$4.34	\$5,850	\$3,333	\$7.41	\$10,000
Studio / 1 Bath Non-Conform	1	360	\$1,475 - \$1,475	\$1,475	\$4.10	\$1,475	\$2,300	\$6.39	\$2,300
Totals/Weighted Averages	4	427		\$1,831	\$4.29	\$7,325	\$3,075	\$7.20	\$12,300
Gross Annualized Rents				\$87,900			\$147,600		

RENT ROLL

Unit	Unit Type	Unit Size (SF)	Current Rent / Month	Current Rent / SF / Month	Potential Rent / Month	Potential Rent / SF / Month
A	1 Bed / 1 Bath	398	\$1,675	\$4.21	\$3,200	\$8.04
B	1 Bed / 1 Bath	398	\$1,175	\$2.95	\$3,200	\$8.04
C	1 Bed / 1 Bath	553	\$3,000	\$5.42	\$3,600	\$6.51
D	Studio / 1 Bath Non-Conform	360	\$1,475	\$4.10	\$2,300	\$6.39
Average/Total		1,709	\$7,325	\$4.29	\$12,300	\$7.20

POTENTIAL UPSIDE GRAPH



PRICING SUMMARY

Summary	
Price	\$2,600,000
Down Payment	\$2,600,000
Number of Units	3+1
Price Per Unit	\$650,000
Price Per SF	\$1,521.36
Rentable SF	±1,709 SF
Lot Size	±0.07 AC
Approx. Year Built	1953

Returns	Current	Market
Cap Rate	1.71%	3.94%
GRM	29.58	17.62
Cash-on-Cash	1.71%	3.94%

# of Units	Unit Type	SF	Scheduled Rents	Market Rents
3	1 Bed / 1 Bath	450	\$1,950	\$3,333
1	Studio / 1 Bath Non-Conform	360	\$1,475	\$2,300

Operating Data		Current		Market
Gross Scheduled Rent		\$87,900		\$147,600
Less: Vacancy/Deductions	3.0%	\$2,637	3.0%	\$4,428
Total Effective Rental Income		\$85,263		\$143,172
Effective Gross Income		\$85,263		\$143,172
Less: Expenses	47.9%	\$40,825	28.5%	\$40,825
Net Operating Income		\$44,438		\$102,347
Cash Flow		\$44,438		\$102,347
Net Cash Flow After Debt Service	1.71%	\$44,438	3.94%	\$102,347
Total Return	1.71%	\$44,438	3.94%	\$102,347

Expenses	Current	Market
Real Estate Taxes	\$26,412	\$26,412
Insurance	\$4,000	\$4,000
Utilities - Gas	\$817	\$817
Utilities - Water	\$888	\$888
Trash Removal	\$1,308	\$1,308
Repairs & Maintenance	\$2,000	\$2,000
Landscaping	\$600	\$600
Pest Control	\$900	\$900
Direct Assessments & Reserves	\$3,900	\$3,900
Total Expenses	\$40,825	\$40,825
Expenses/Unit	\$10,206	\$10,206
Expenses/SF	\$23.89	\$23.89

Income	Current		Market		Per Unit	Per SF	
Gross Current Rent	\$87,900		\$147,600		\$36,900	\$86.37	
Physical Vacancy	(\$2,637)	3.0%	(\$4,428)	3.0%	(\$1,107)	(\$2.59)	
Total Vacancy	(\$2,637)	3.0%	(\$4,428)	3.0%	(\$1,107)	(\$3)	
Effective Gross Income	\$85,263		\$143,172		\$35,793	\$83.78	
Expenses	Current		Market		Notes	Per Unit	Per SF
Real Estate Taxes	\$26,412		\$26,412		[0]	\$6,603	\$15.45
Insurance	\$4,000		\$4,000		\$1K/Unit	\$1,000	\$2.34
Utilities - Gas	\$817		\$817		Owner	\$204	\$0.48
Utilities - Water	\$888		\$888		Owner	\$222	\$0.52
Trash Removal	\$1,308		\$1,308		Owner	\$327	\$0.77
Repairs & Maintenance	\$2,000		\$2,000		\$500/Unit	\$500	\$1.17
Landscaping	\$600		\$600		\$50/Month	\$150	\$0.35
Pest Control	\$900		\$900		\$75/Month	\$225	\$0.53
Direct Assessments & Reserves	\$3,900		\$3,900		-	\$975	\$2.28
Total Expenses	\$40,825		\$40,825			\$10,206	\$23.89
Expenses as % of EGI	47.9%		28.5%				
Net Operating Income	\$44,438		\$102,347			\$25,587	\$59.89



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located a 2600 S Coast Highway, Laguna Beach CA ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

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2. You will hold it and treat it in the strictest of confidence; and
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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™ or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

MATTHEWS™

Exclusively Listed By



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