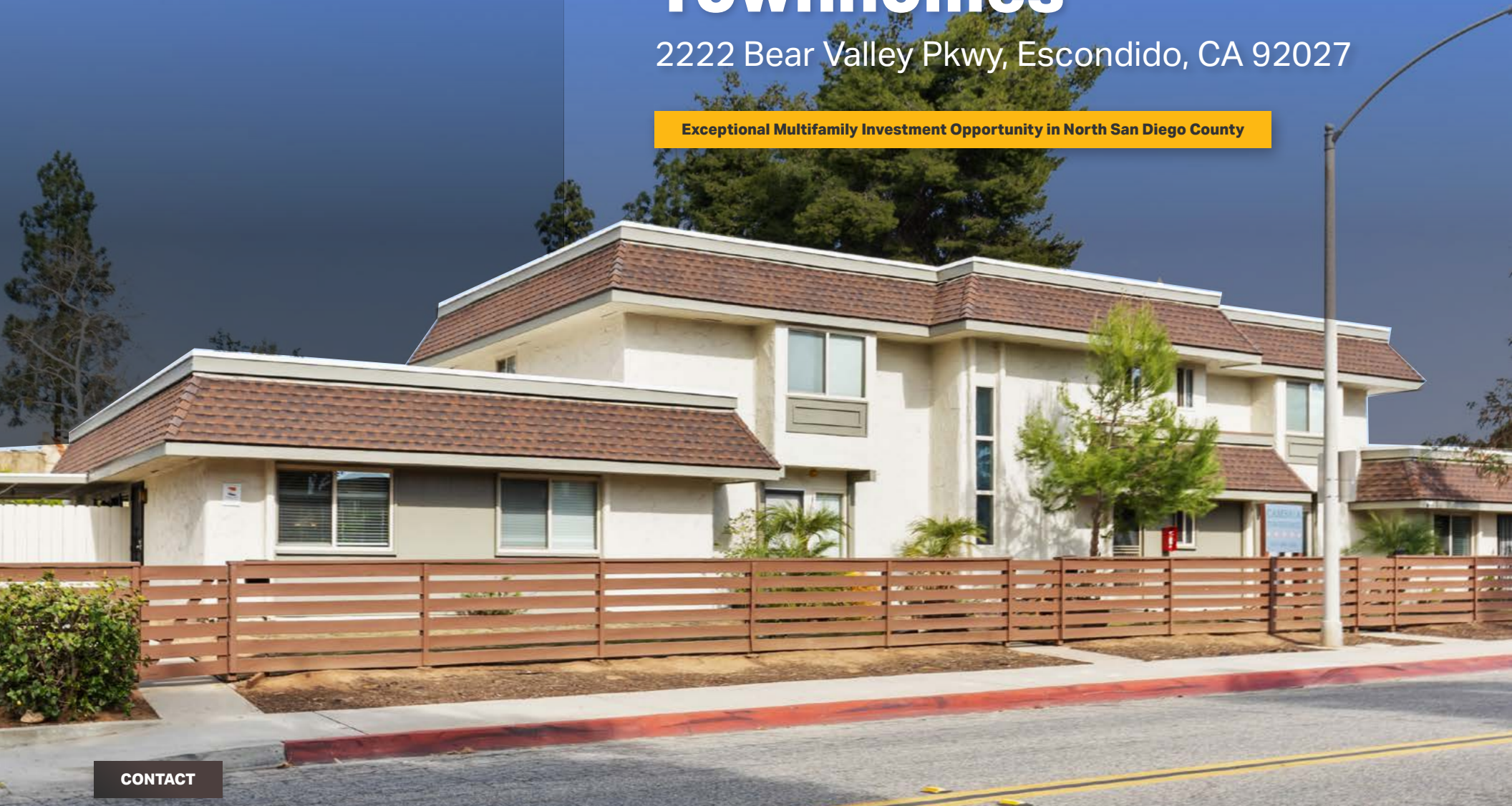




The Cambria Townhomes

2222 Bear Valley Pkwy, Escondido, CA 92027

Exceptional Multifamily Investment Opportunity in North San Diego County



CONTACT

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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.



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THE CAMBRIA TOWNHOMES

Executive Summary

THE OFFERING



2222 Bear Valley Pkwy

STREET ADDRESS



\$1,799,000

LISTING PRICE

South Coast Commercial is proud to present The Cambria Townhomes (the "Property"), a stabilized five-unit multifamily property in Escondido's Midway submarket. Situated on a 0.35-acre R3-zoned lot with 4,267 SF of rentable space, the Property features a mix of renovated townhomes and flats with modern finishes and in-unit laundry. Recent capital improvements, including new roofing and fascia completed in December 2023, enhance long-term durability and performance.

The Property benefits from a RUBS program for utility cost recovery, offering immediate operational efficiency in a high-demand rental corridor. Its walkable location near shopping, schools, and transit, along with quick access to I-15 and Highway 78, adds strong tenant appeal. This turnkey asset provides investors with stable income in one of North San Diego County's most active suburban markets.

OFFERING SUMMARY



15,721 SF

LOT SIZE



4,267 SF

BUILDING SIZE



5

UNITS



\$95,380

NOI



5.3%

CAP RATE



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INVESTMENT HIGHLIGHTS



Recent Improvements

New roofing and fascia for the building and carports completed in December 2023



Remodeled 5-Unit Asset

Five upgraded units featuring quartz countertops, vinyl plank flooring, dual-pane windows, and in-unit washer/dryers



Transit Access

Minutes to Escondido Transit Center, I-15, and Highway 78



Efficient Operations

RUBS program offsets water, sewer, and trash expenses



10 Open and Covered Carport Spaces

Ten off-street spaces, including five carports, offer secure and convenient tenant parking



Walkable Location

Close to schools, shopping centers, parks, and daily conveniences



Lifestyle-Oriented Amenities

Surrounded by cultural venues, retail, and green spaces that support long-term occupancy



Income Upside

Strong rental demand with potential through final unit remodel and rent repositioning



Established Submarket

Located in Escondido's Midway corridor, known for consistent rental performance and tenant retention

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Property Information

THE PROPERTY AT A GLANCE



15,721 SF

LOT SIZE



4,200 SF

BUILDING SIZE



1973

YEAR BUILT



5

UNITS



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PROPERTY DESCRIPTION

The Cambria Townhomes is a 5-unit multifamily asset located in Escondido's dynamic Midway submarket, a region known for rental strength and transit access.

Built in 1973, the Property offers five spacious units across approximately 4,267 square feet on a 0.35-acre R3-zoned lot. It features durable construction and room for operational upside. Four of the units have been extensively renovated with quartz countertops, luxury vinyl plank flooring, dual-pane windows, upgraded patio fencing, and in-unit washer/dryers. In December 2023, ownership completed major capital improvements, including new roofing and fascia for both the main building and carports.

The Property operates under a RUBS (Ratio Utility Billing System) program, allowing for partial recovery of water, sewer, and trash expenses while improving operational efficiency. Its location is highly walkable - just steps from three shopping centers, several public schools, and minutes from the Escondido Transit Center - making it attractive to a wide range of tenants.

With updated interiors, efficient operations, and proximity to key amenities, Cambria Townhomes presents a compelling opportunity for investors seeking immediate income and long-term stability in one of North San Diego County's most active suburban markets.



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PROPERTY DESCRIPTION

PROPERTY DETAILS

2222 Bear Valley Pkwy, Escondido, CA 92027

PROPERTY ADDRESS

231-091-07-00

APN

Lot Size	15,721 SF
Zoning	R-3-18 (Medium Multiple Residential)
Building Size	4,267 SF
Year Built	1973
Units	5
Stories	2
Parking	Off-street parking, including 5 carports
Market	San Diego
Submarket	Escondido

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EXTERIOR PHOTOS



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SITE PLAN





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Location Overview

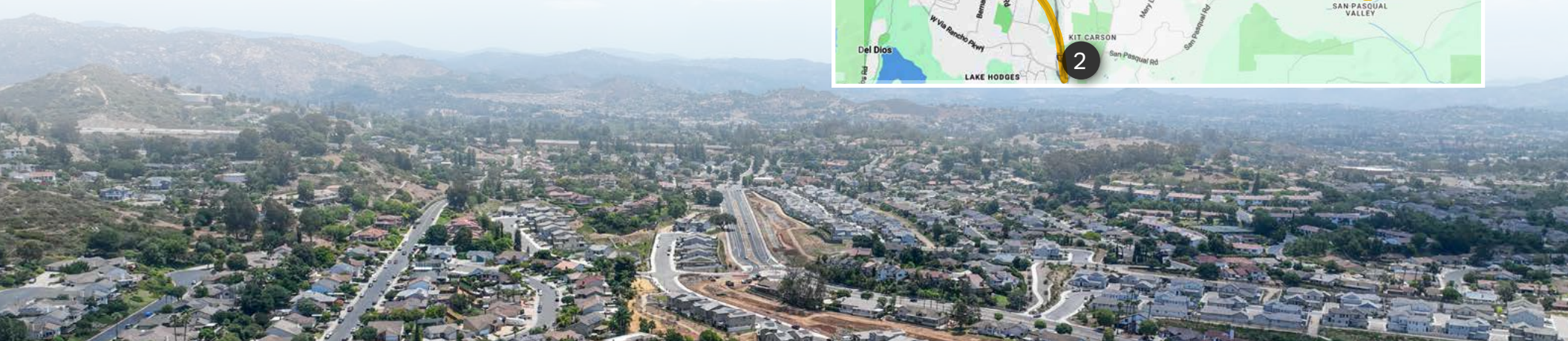
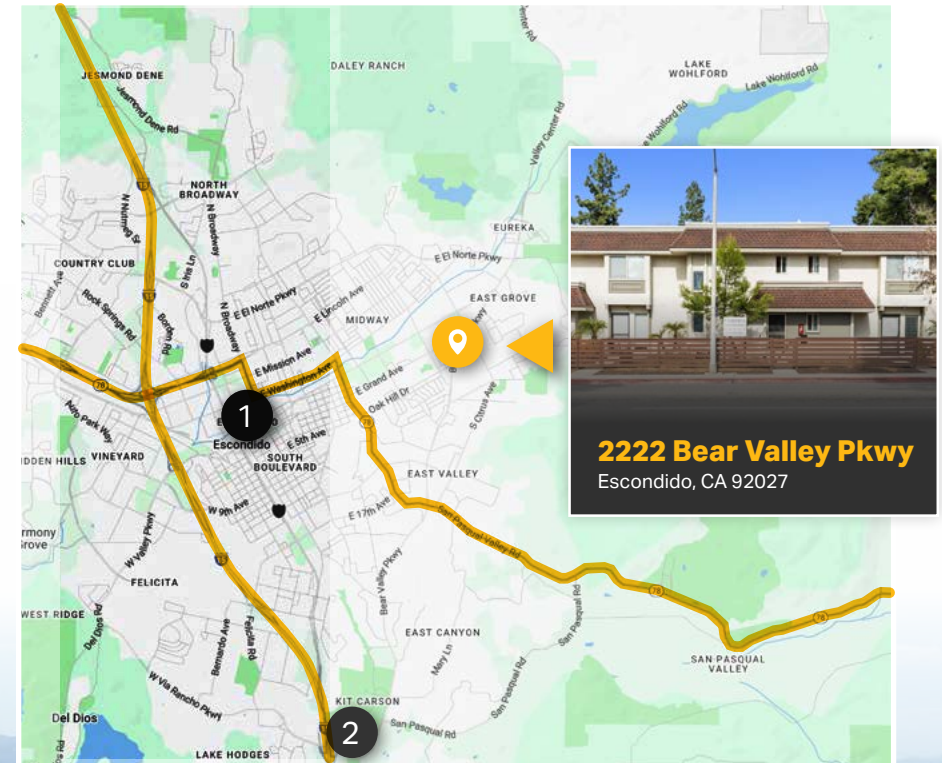
LOCATION OVERVIEW

STABLE DEMAND. STRATEGIC RETURNS. ESCONDIDO'S INSTITUTIONAL-GRADE RENTAL CORRIDOR

Escondido is a culturally rich and economically diverse city in North San Diego County, offering a compelling blend of suburban livability and commercial vitality. Nestled among rolling hills and anchored by a historic downtown, the city attracts long-term renters, families, and investors seeking stability and accessibility. Its proximity to major employment centers and regional attractions makes it a strategic location for multifamily investment.

Residents benefit from walkable access to local grocers, parks, and schools, as well as cultural destinations like the ① California Center for the Arts, a 12-acre campus featuring a concert hall, theater, museum, and community events. They also enjoy proximity to the ② Westfield North County shopping center, which is home to over 150 retailers, restaurants, and entertainment venues. These amenities contribute to Escondido's appeal as a lifestyle-oriented rental market with strong tenant retention.

With direct access to I-15 and Highway 78, and just 30 miles from Downtown San Diego, Escondido offers seamless regional connectivity for commuters and businesses alike. The city's growing population, resilient rental demand, and diverse housing stock position it as one of North County's most attractive submarkets for stabilized yield, value-add execution, and long-term portfolio growth.



EXECUTIVE SUMMARY

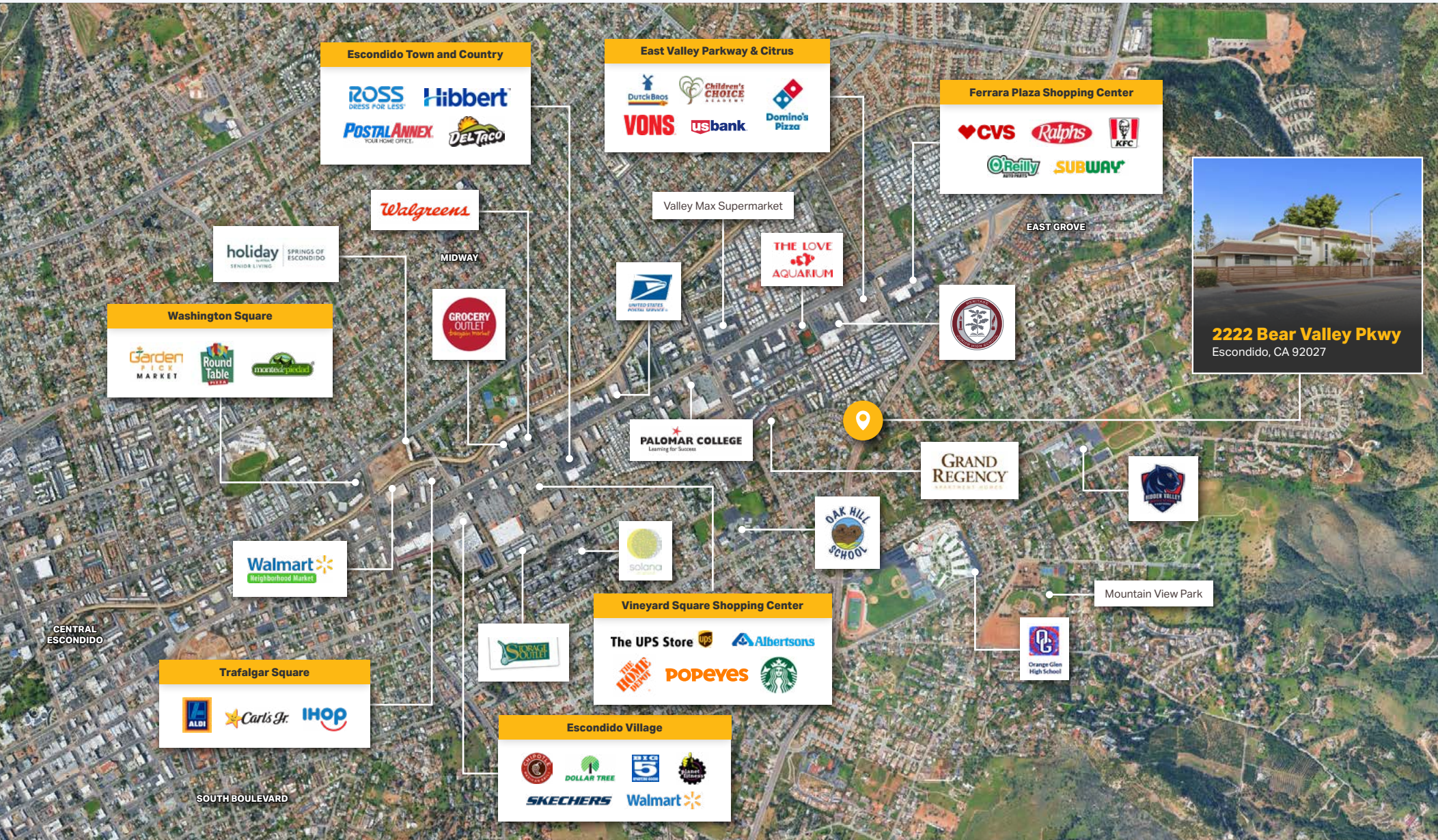
PROPERTY INFORMATION

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IMMEDIATE MAP



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THE CAMBRIA TOWNHOMES

Financial Analysis

FINANCIAL SUMMARY

INVESTMENT OVERVIEW

\$421.61

PRICE PER SF

\$1,799,000

PRICE

\$359,800

PRICE PER UNIT

CURRENT

PROFORMA

12.07

GRM

10.65

5.3%

CAP RATE

6.4%

3.0%

CASH-ON-CASH
RETURN (YR 1)

5.4%

\$36,773

TOTAL RETURN (YR 1)

\$55,979

1.34

DEBT COVERAGE RATIO

1.61

CURRENT

PROFORMA

OPERATING DATA

Gross Scheduled Income	\$149,100	\$168,900
Total Scheduled Income	\$149,100	\$168,900
Vacancy Cost	\$4,338	\$4,932
Gross Income	\$144,762	\$163,968
Operating Expenses	\$49,382	\$49,382
Net Operating Income	\$95,380	\$114,586
Pre-Tax Cash Flow	\$24,275	\$43,481

FINANCING DATA

Down Payment	\$800,000	\$800,000
Loan Amount	\$999,000	\$999,000
Debt Service	\$71,105	\$71,105
Debt Service Monthly	\$5,925	\$5,925
Principal Reduction (Yr 1)	\$12,499	\$12,499

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INCOME & EXPENSES SUMMARY

	CURRENT	PROFOMA
INCOME SUMMARY		
Vacancy Cost	(\$4,338)	(\$4,932)
GROSS INCOME	\$144,762	\$163,968
EXPENSES SUMMARY		
SDGE	\$105	\$105
Water & Sewer	\$2,743	\$2,743
Landscaping	\$2,000	\$2,000
Trash Removal	\$2,992	\$2,992
Maintenance	\$2,500	\$2,500
Management (Off Site)	\$7,455	\$7,455
Licenses & Fees	\$259	\$259
Insurance	\$6,000	\$6,000
Tax	\$25,328	\$25,328
OPERATING EXPENSES	\$49,382	\$49,382
NET OPERATING INCOME	\$95,380	\$114,586



EXECUTIVE SUMMARY

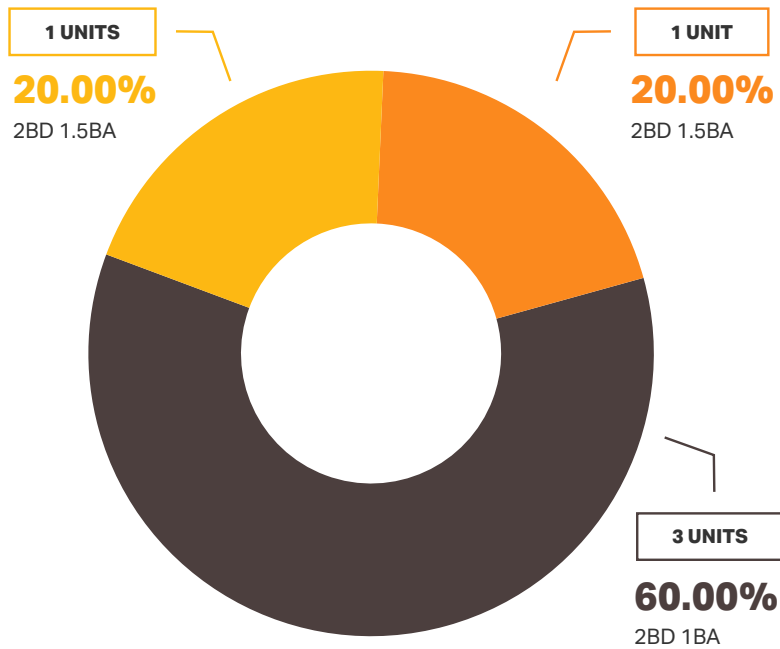
PROPERTY INFORMATION

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UNIT MIX SUMMARY



UNIT TYPE	BEDS	BATHS	COUNT	% OF TOTAL	RENT	MARKET RENT
2Bd 1Ba	2	1	3	60.00%	\$2,500	\$2,750
2Bd 1.5Ba	2	1.5	1	20.00%	\$2,500	\$2,800
2Bd 1.5Ba	2	1.5	1	20.00%	\$2,050	\$2,800
TOTALS/AVERAGES			5	100.00%	\$2,410	\$2,770



THE CAMBRIA TOWNHOMES

I Demographics

DEMOGRAPHICS

165,657

2024 POPULATION

\$75,921

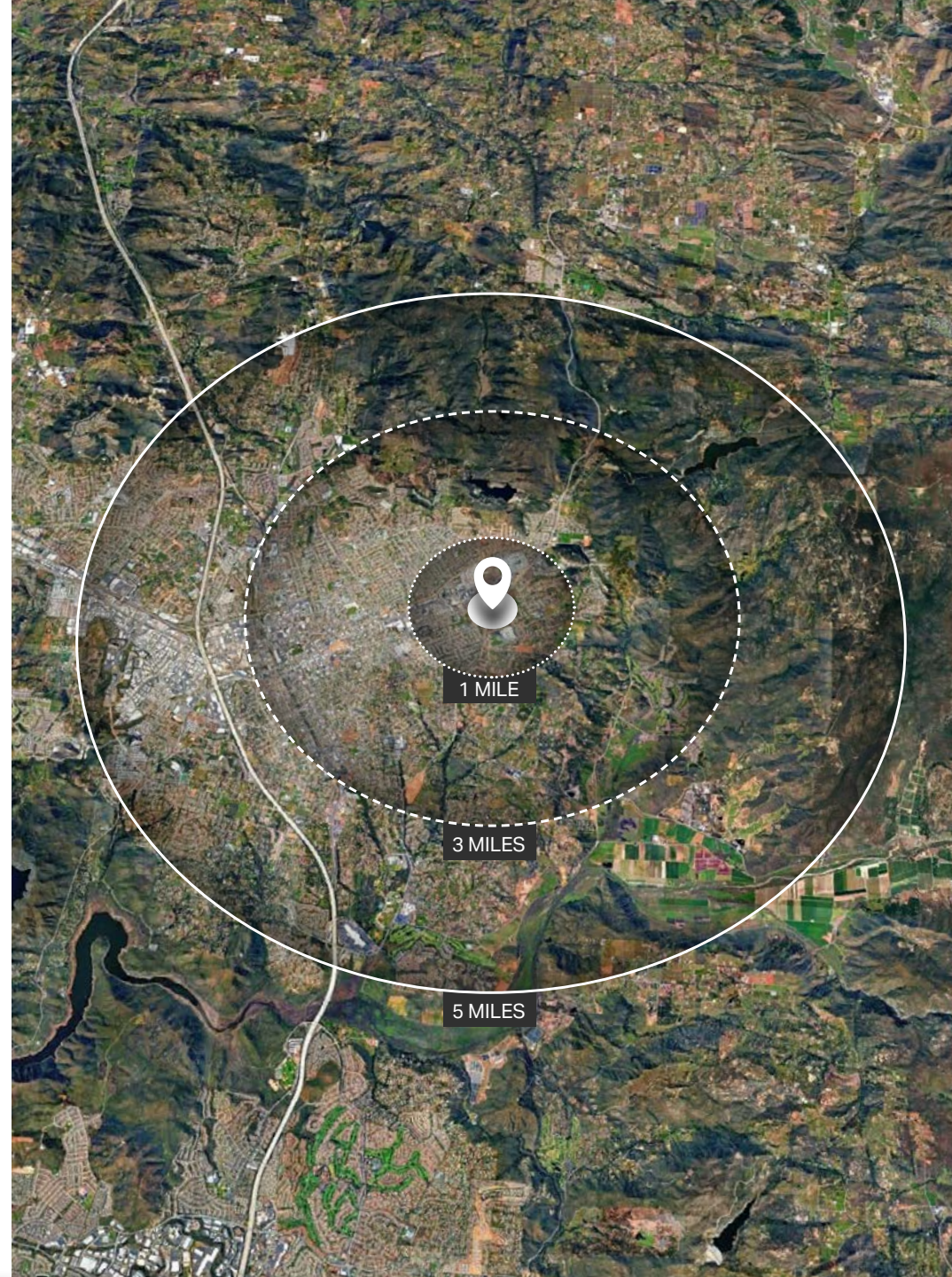
MEDIAN HH INCOME

\$666,754

MEDIAN HOME VALUE

	1-Mile	3-Mile	5-Mile
POPULATION			
2024 Population	26,860	105,406	165,657
2029 Population Projection	26,490	103,944	163,584
Median Age	35.1	35.2	37.3
HOUSEHOLDS			
2024 Households	8,313	31,631	52,621
2029 Household Projection	8,178	31,119	51,858
Owner Occupied Households	4,168	14,881	28,456
Renter Occupied Households	4,010	16,239	23,402
Avg Household Size	3.1	3.2	3
Avg Household Vehicles	2	2	2
INCOME			
Avg Household Income	\$78,876	\$90,129	\$101,669
Median Household Income	\$63,051	\$68,168	\$75,921
HOUSING			
Median Home Value	\$505,248	\$620,265	\$666,754
Median Year Built	1976	1977	1979

Source: CoStar



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| **Advisor Bio**

ADVISOR BIO



GARY KAUFMAN

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Gary Kaufman (DRE# 01816761) has been a licensed broker since 2007. He received his Bachelor's degree in Management Science from The University of California, San Diego and then went to The University of California, Irvine, Paul Merage School of Business to receive his M.B.A with an emphasis in Finance.

Gary brings a vast business background to South Coast Commercial, having spent 20 years as a manufacturer's representative for one of the largest domestic furniture manufacturers and also having owned his own retail furniture business for over 6 years. During that time he operated 2 successful retail furniture stores with 50 employees as well as some personal investment properties. Gary possesses an operational understanding of what it takes to successfully manage and steer a business to profitability and client satisfaction. As a property owner and landlord for more than 30 years Gary has real world experience in all aspects of the multi-tenant business from tenant relations to property renovations to investment underwriting.

Gary specializes in multi-family investment properties in North San Diego County, particularly along the 78 corridor.

"My goal is to partner with my clients and give them the necessary advice and guidance to evaluate various real estate investment opportunities that will increase their wealth. This includes strategies that maximize cash flow, utilize tax deferment, and increase the client's net worth. As a business owner and investor I recognize the value of communication, service, and follow through. I am focused on building long term relationships with my clients and watching their net worth grow. Like an accountant or family attorney, I will provide years of service and value."



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