

..... OFFERING MEMORANDUM

EL CAMINO TRAILER PARK

527 El Camino Real, Greenfield, CA 93927

Marcus & Millichap



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..... 527 EL CAMINO REAL

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SECTION 1

EXECUTIVE SUMMARY

Offering Summary
Investment Highlights

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OFFERING SUMMARY

527 EL CAMINO REAL



Listing Price
\$1,500,000



Cap Rate
6.15%



of Sites
18

FINANCIAL

Listing Price	\$1,500,000
Down Payment	35% / \$525,000
NOI	\$92,221
Cap Rate	6.15%
Total Return	5.56%
Price/Site	\$83,333
Average APT Rent	\$968
Average MH Rent	\$853
Average Trailer Rent	\$578

OPERATIONAL

# of Sites	18
Sites/Acre	28.57
Lot Size	0.63 Acres (27,442 SF)
Occupancy	100%
Year Built	1950





EL CAMINO TRAILER PARK

527 El Camino Real, Greenfield, CA 93927

INVESTMENT OVERVIEW

El Camino Trailer Park is an 18-space community located at 527 El Camino Real in Greenfield, California. The property consists of 11 trailer units, 4 mobile home units, and 3 apartment units. Apartment A is a 2b/1, apartment B and C are 1b/1. Apartment B and C are currently occupied by the on-site manager. The current on-site manager has managed the property for over 20 years and has expressed a strong desire to remain in place under new ownership. He receives free rent and \$700 a month as his compensation. The tenant in unit 2 pulled his trailer out of that space and is putting in a new home soon - he still pays rent every month. The property is serviced by city utilities. All utilities are billed back to the tenants and the park recaptures 100%. There is a building in the middle of the property that has a small storage area for the managers supplies and a laundry room. The laundry room hasn't been used in years. It currently has 3 washers and 3 dryers owned by the park that are coin operated. A new owner could open the laundry room if they choose to do so. The building is plumed and ready to go. The seller put a new roof on the entire apartment complex in 2026.

The park is 100% occupied and rarely sees a vacancy. The property has been owned by the seller since 1983. There is no rent or vacancy control in Greenfield. The tenants have been notified that rents will be raised 10% on June 1, 2026.

INVESTMENT HIGHLIGHTS

First Time on the Market Since 1983

All City Utilities | All Utilities are Billed Back

Non-Rent Controlled Market | Upside in Rents

Low Tenant Turnover | Last Vacancy was 10+ Years Ago

New Roof on the Apartment Complex

100% Tenant Owned MH & Trailers

SECTION 2



PROPERTY INFORMATION

Property Details
Regional Map
Parcel Map
Retailer Map

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EL CAMINO TRAILER PARK

PROPERTY DETAILS

PROPERTY SUMMARY

Type of Park	All Age
Rental Agreement	Month-to-Month
Current Number of Spaces	18
Rent Control	No
Assessors Parcel Number	024-012-008-000
Zoning	Commercial - Mobile Home Park

SITE DESCRIPTION

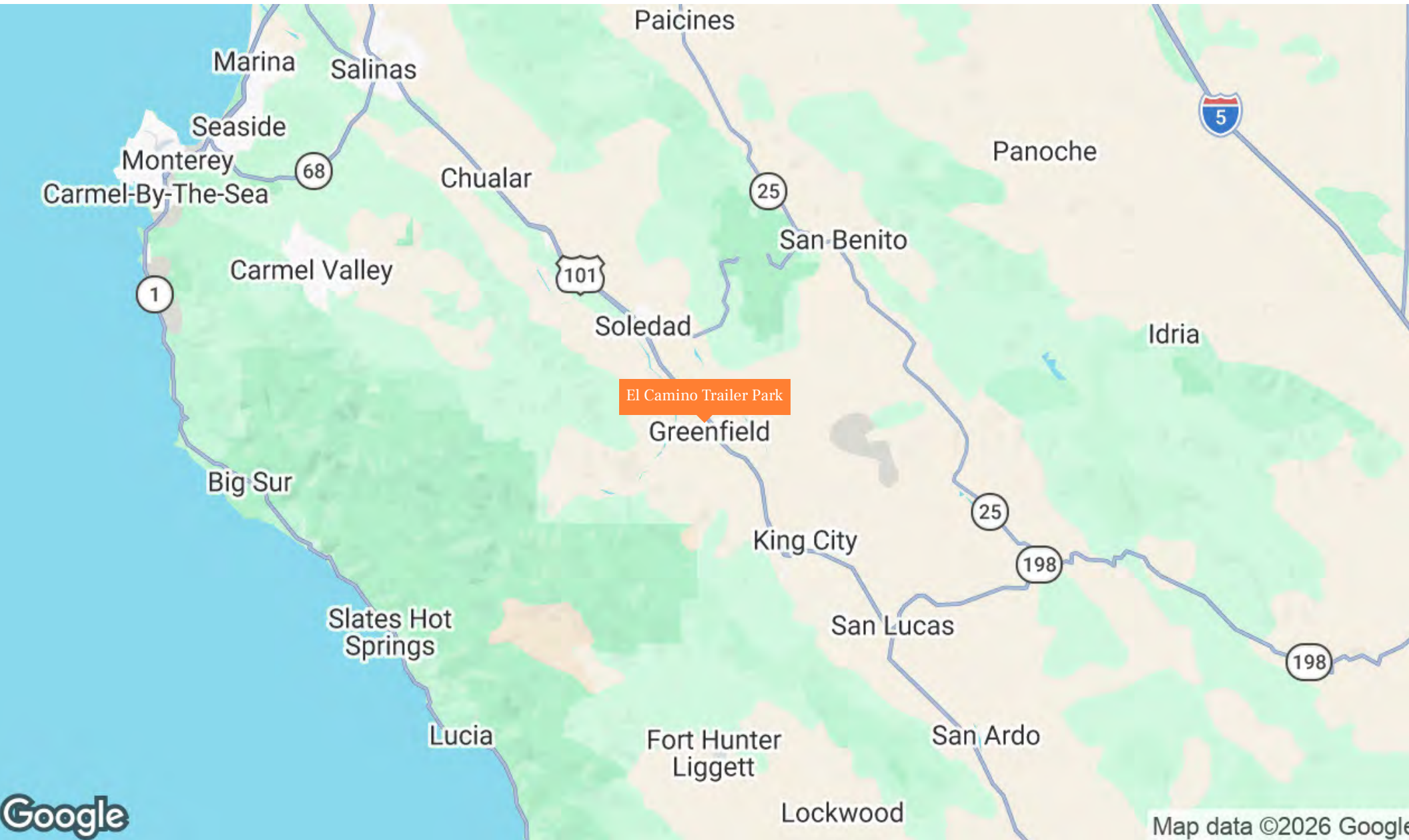
# of Sites	18
# of MH	4
# of Trailers	11
# of Apartments	3
Approximate Year Built	1950
Lot Size	0.63 Acres
Type of Ownership	Fee Simple
Sites/Acre	28.57
Parking	Yes
Parking Ratio	1;1
Resident Off Street Parking	Yes
Guest Parking	No
RV Storage	No

UTILITIES & AMENITIES

UTILITIES & AMENITIES	PAID BY	METER	OTHER
Water	Tenant	Flat Rate	City of Greenfield
Electric	Tenant	Sub-Metered	PG&E
Gas	Tenant	Sub-Metered	PG&E
Sewer	Tenant	Flat Rate	City of Greenfield
Trash	Tenant	Flat Rate	Tri-Cities Disposal

EL CAMINO TRAILER PARK

REGIONAL MAP



EL CAMINO TRAILER PARK

PARCEL MAP



EL CAMINO TRAILER PARK

RETAILER MAP



SECTION 3



FINANCIAL ANALYSIS

Rent Roll
Financial Details
Debt Details

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EL CAMINO TRAILER PARK

RENT ROLL

Count	Site #	Site Type	June 2026 Rent
1	APT A	APT	\$ 968
2	APT B	APT	\$ 968
3	APT C	APT	\$ 968
4	1	Trailer	\$ 578
5	2	Trailer	\$ 578
6	3	Trailer	\$ 578
7	4	Trailer	\$ 578
8	5	Trailer	\$ 578
9	6	Trailer	\$ 578
10	7	Trailer	\$ 578
11	8	Trailer	\$ 578
12	9	MH	\$ 853
13	10	MH	\$ 853
14	11	MH	\$ 853
15	12	MH	\$ 853
16	13	Trailer	\$ 578
17	14	Trailer	\$ 578
18	15	Trailer	\$ 578
			\$ 12,667

Gross Potential Monthly Gross Rents			
Sites	APT Rent	Space Rent	Total Rent
18	\$2,904	\$9,763	\$12,667
Less Manager			
Sites	APT Rent	Space Rent	Total Rent
2	\$1,936	\$0	\$1,936
Current Monthly Rents			
Sites	APT Rent	Space Rent	Total Rent
16	\$968	\$9,763	\$10,731
Annual Rents @ Current Occupancy			
Sites	APT Rent	Space Rent	Total Rent
16	\$11,616	\$117,150	\$128,766

Site Type	Site Count
APT	3
MH	4
Trailer	11
Total	18

MANAGER

EL CAMINO TRAILER PARK

FINANCIAL DETAILS

Income	Jun-26	Jun-27	Notes
Gross Potential Rent	\$ 151,998	\$ 167,198	Per June 2026 rent roll.
Manager Rent Credit	\$ (23,232)	\$ (25,555)	Unit APT B and APT C.
Utility Income	\$ 48,735	\$ 50,000	Per 2025 profit and loss.
Total Income	\$ 177,501	\$ 191,643	
Expenses	Jun-26	Jun-27	Notes
Management/Payroll			
On-Site Manager Salary	\$ 8,400	\$ 9,600	\$700/mo.
Total Payroll/MGT	\$ 8,400	\$ 9,600	
Utilities			
Electric, Gas, Water, Sewer, Garbage	\$ 48,735	\$ 50,000	2025 profit and loss.
Total Utilities	\$ 48,735	\$ 50,000	
Repairs & Maintenance / Supplies			
R&M	\$ 4,500	\$ 4,500	Broker Estimate. \$250/Site.
Total Maintenance	\$ 4,500	\$ 4,500	
G&A			
Permit to Operate	\$ 910	\$ 910	2025 profit and loss.
Weights and Measures	\$ 170	\$ 170	2025 profit and loss.
Misc. Expenses	\$ 2,750	\$ 2,750	Broker estimate.
Total G&A	\$ 3,830	\$ 3,830	
Taxes & Insurance			
Property Tax	\$ 18,195	\$ 18,195	1.213% of Purchase Price.
Prop-Liability Insurance	\$ 1,620	\$ 1,620	Broker estimate.
Total Taxes & Insurance	\$ 19,815	\$ 19,815	
Total Expenses	\$ 85,280	\$ 87,745	
% EGI	48.04%	45.79%	
Net Operating Income	\$ 92,221	\$ 103,898	

EL CAMINO TRAILER PARK

DEBT DETAILS

SUMMARY			
Price	\$1,500,000		
Down Payment	\$525,000	35%	
Number of Spaces	18		
Price Per Space	\$83,333		
Spaces/Acre	29		
Lot Size	0.63 Acres		
Approx. Year Built	1950		
Occupancy	100%		

RETURNS	Current	Year 1
CAP Rate	6.15%	6.93%
GRM	9.87	8.97
Cash-on-Cash	3.48%	5.70%
Debt Coverage Ratio	1.25	1.40

Financing	1st Loan
Loan Amount	\$975,000
Loan Type	New
Interest Rate	6.50%
Amortization	30 Years
Year Due	2034

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation

# OF SPACES	SPACE TYPE	CURRENT RENT	MARKET RENTS
3	Rental	\$968	\$1,065
11	Other	\$578	\$635
4	Manufactured Housing	\$853	\$938

OPERATING DATA

INCOME		Current		Year 1
Gross Scheduled Rent		\$151,998		\$167,198
Less: Vacancy/Deductions (GPR	15.3%	\$23,232	15.3%	\$25,555
Total Effective Rental Income		\$128,766		\$141,643
Other Income		\$48,735		\$50,000
Effective Gross Income		\$177,501		\$191,643
Less: Expenses	48.0%	\$85,280	45.8%	\$87,745
Net Operating Income		\$92,221		\$103,898
Cash Flow		\$92,221		\$103,898
Debt Service		\$73,952		\$73,952
Net Cash Flow After Debt Servic	3.48%	\$18,269	5.70%	\$29,946
Principal Reduction		\$10,898		\$11,628
Total Return	5.56%	\$29,167	7.92%	\$41,574

EXPENSES		Current		Year 1
Real Estate Taxes		\$18,195		\$18,195
Insurance		\$1,620		\$1,620
Utilities - E/G/W/S/T		\$48,735		\$50,000
Permit to Operate		\$910		\$910
Weights & Measures		\$170		\$170
Repairs & Maintenance		\$4,500		\$4,500
Misc. Expenses		\$2,750		\$2,750
On-Site Management Fee		\$8,400		\$9,600
Total Expenses	48.04%	\$85,280	45.79%	\$87,745
Expenses/Space		\$4,738		\$4,875

SECTION 4

SALE COMPARABLES

Sale Comps Map
Sale Comps Summary

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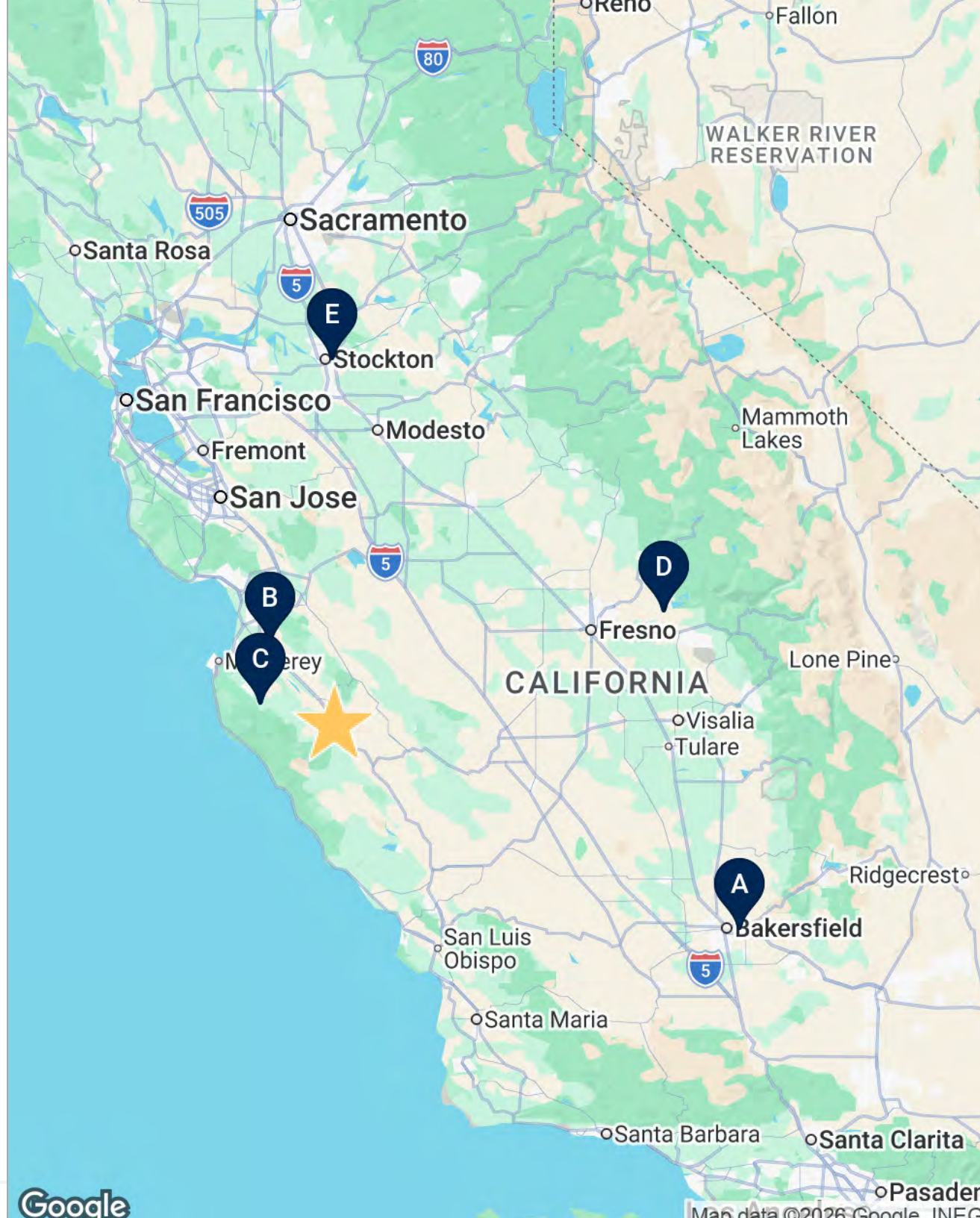


EL CAMINO TRAILER PARK

SALE COMPS MAP

SALE COMPS MAP

- ★ El Camino Trailer Park
- A Black & White MHP
- B Trailer City MHP
- C Princess Camp
- D Doyals MHP
- E Bentley Trailer Park



EL CAMINO TRAILER PARK

SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	CAP RATE	# OF SITES	\$/SITE	LOT SIZE	OCCUPANCY	CLOSE
★	El Camino Trailer Park 527 El Camino Real Greenfield, CA 93927	\$1,500,000	6.15%	18	\$83,333	0.63 AC	100%	On Market
	SALE COMPARABLES	PRICE	CAP RATE	# OF SITES	\$/SITE	LOT SIZE	OCCUPANCY	CLOSE
A	Black & White MHP 721 Oswell St Bakersfield, CA 93306	\$1,354,000	5.20%	26	\$52,076	1 AC	89%	05/27/2025
B	Trailer City MHP 470 Williams Rd Salinas, CA 93905	\$2,275,000	3.50%	24	\$94,791	1.18 AC	100%	09/10/2024
C	Princess Camp 37082 Nason Rd Carmel Valley, CA 93924	\$2,100,000	5.50%	20	\$105,000	12.5 AC	100%	03/20/2024
D	Doyals MHP 25433 E Trimmer Springs Rd Sanger, CA 93657	\$950,000	6.50%	16	\$59,375	13.93 AC	100%	03/20/2026
E	Bentley Trailer Park 2189 E Taylor St Stockton, CA 95205	\$1,825,000	6.00%	29	\$62,931	1.07 AC	100%	01/06/2026
	AVERAGES	\$1,700,800	5.34%	23	\$74,834	5.94 AC	98%	-

SECTION 5



RENT COMPARABLES

Rent Comps Map
Rent Comps Summary

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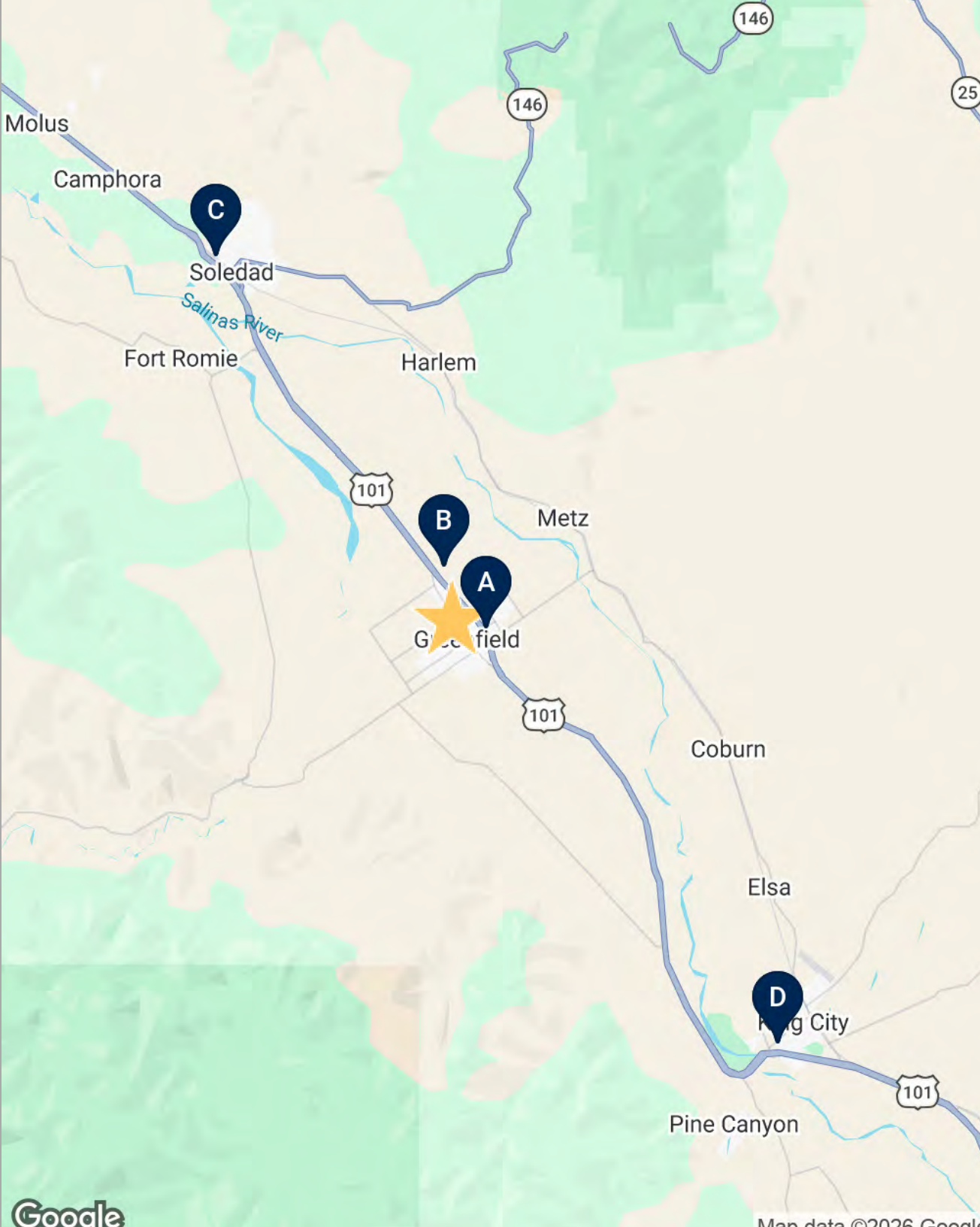


EL CAMINO TRAILER PARK

RENT COMPS MAP

RENT COMPS MAP

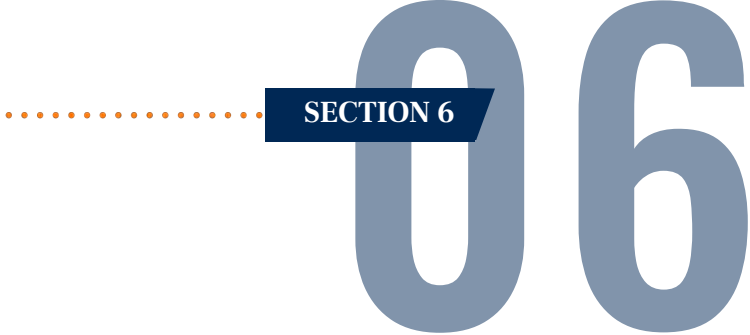
- ★ El Camino Trailer Park
- A Cliftons Mobile Manor
- B Yanks RV Resort
- C Soledad Hacienda MHP
- D Komfort MHP



EL CAMINO TRAILER PARK

RENT COMPS SUMMARY

	SUBJECT PROPERTY	# OF SITES	OCCUPANCY	AVERAGE RENT	UTILITIES INCLUDED	LOT SIZE
	El Camino Trailer Park 527 El Camino Real Greenfield, CA 93927	18	100%	\$704	No Utilities Included in Rent	0.63 AC
	RENT COMPARABLES	# OF SITES	OCCUPANCY	AVERAGE RENT	UTILITIES INCLUDED	LOT SIZE
	Cliftons Mobile Manor 375 Oak Ave Greenfield, CA 93927	44	100%	\$850	N/A	4.29 AC
	Yanks RV Resort 40399 Livingston Rd Greenfield, CA 93927	110	90%	\$1,864	Water & Electric	17.01 AC
	Soledad Hacienda MHP 263 Front St Soledad, CA 93960	31	100%	\$1,095	N/A	1.73 AC
	Komfort MHP 935 Broadway St King City, CA 93930	45	95%	\$750	N/A	2.24 AC
	AVERAGES	58	96%	\$1,139	-	6.32 AC



SECTION 6



MARKET OVERVIEW

Market Overview
Demographics

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EL CAMINO TRAILER PARK

MARKET OVERVIEW

MONTEREY COUNTY

Home to the world-renowned Pebble Beach Golf Links, which hosts golf tournaments each year, Monterey County is situated along the Pacific Coast of California. The metro is approximately 100 miles south of San Francisco and 300 miles north of Los Angeles. The natural beauty of the coastline and Monterey Bay underpin a vast tourism industry, while agriculture is the economic driver farther inland. Salinas is the county seat, the most populous city in the area — with more than 160,000 residents — and the center of the region's agricultural technology industry.

ECONOMY

- Agriculture supports nearly 12,000 roles, comprising roughly 9 percent of the county's total job base. Among the notable industry employers are Bud of California, Rocha Brothers Farms, The Growers Company and Misionero Vegetables.
- The tourism sector also underpins a considerable portion of the county's employment, with Columbia Hospitality and Pebble Beach Resorts headlining category firms in the market.
- Health care is a major employment segment. Providers include Community Hospital of the Monterey Peninsula, Montage Health and Salinas Valley Memorial Hospital.

QUICK FACTS



POPULATION

427K

Growth 2024-2029*
0.8%



HOUSEHOLDS

133K

Growth 2024-2029*
0.9%



MEDIAN AGE

37.0

U.S. Median:
39.0

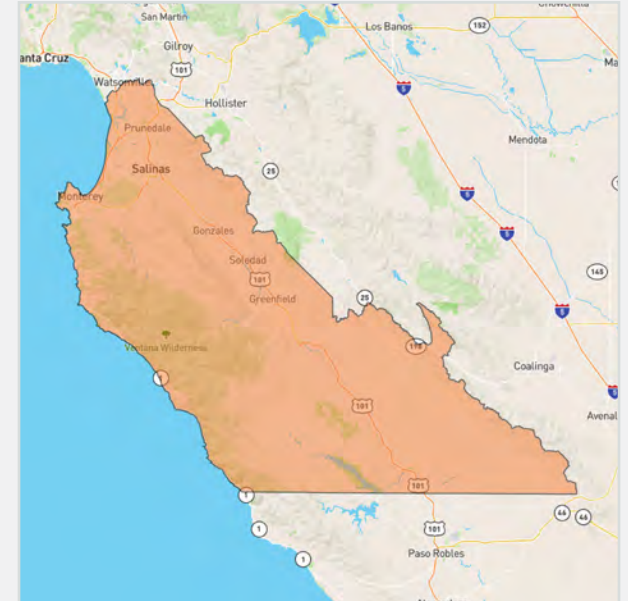


MEDIAN HOUSEHOLD INCOME

\$100,000

U.S. Median:
\$76,100

* Forecast



METRO HIGHLIGHTS



AGRICULTURAL HUB

The Salinas Valley is a major agricultural producing area within the county, supplying roughly 150 crop varieties, including vegetables, flowers and wine grapes.



LARGE TOURISM SECTOR

Big Sur, State Route 1, miles of Pacific coastline, Pebble Beach Golf Links, numerous state and national parks, as well as wineries, and Car Week all draw visitors to the region.



MILITARY PRESENCE

The Naval Postgraduate School and the Presidio of Monterey Army Base — which hosts four major military units — are located in the county.

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

EL CAMINO TRAILER PARK

DEMOGRAPHICS

POPULATION	5 Miles	10 Miles	15 Miles
2030 Projection			
Total Population	19,259	42,799	61,550
2025 Estimate			
Total Population	18,993	41,710	60,389
2020 Census			
Total Population	19,698	42,278	61,971
2010 Census			
Total Population	17,210	35,870	60,114
Daytime Population			
2025 Estimate	15,207	33,076	47,652
HOUSEHOLDS	5 Miles	10 Miles	15 Miles
2030 Projection			
Total Households	4,515	10,556	14,269
2025 Estimate			
Total Households	4,442	10,271	13,948
Average (Mean) Household Size	4.2	4.1	3.8
2020 Census			
Total Households	4,302	9,728	13,339
2010 Census			
Total Households	3,705	8,231	11,761

HOUSEHOLDS BY INCOME	5 Miles	10 Miles	15 Miles
2025 Estimate			
\$250,000 or More	4.7%	6.0%	6.1%
\$200,000-\$249,999	2.2%	2.7%	2.8%
\$150,000-\$199,999	10.3%	10.3%	9.7%
\$125,000-\$149,999	11.4%	9.2%	9.1%
\$100,000-\$124,999	14.8%	16.2%	16.2%
\$75,000-\$99,999	12.8%	13.4%	12.8%
\$50,000-\$74,999	16.4%	14.6%	14.9%
\$35,000-\$49,999	11.0%	10.9%	11.0%
\$25,000-\$34,999	6.9%	7.1%	7.2%
\$15,000-\$24,999	5.9%	4.4%	4.5%
Under \$15,000	3.5%	5.2%	5.7%
Average Household Income	\$103,200	\$106,030	\$103,810
Median Household Income	\$86,141	\$88,136	\$84,978
Per Capita Income	\$24,071	\$26,114	\$26,242

EL CAMINO TRAILER PARK

DEMOGRAPHICS

POPULATION PROFILE	5 Miles	10 Miles	15 Miles
Population By Age			
2025 Estimate	18,993	41,710	60,389
0 to 4 Years	9.9%	8.7%	7.8%
5 to 14 Years	20.1%	19.4%	17.2%
15 to 17 Years	5.5%	5.8%	5.1%
18 to 19 Years	3.4%	3.5%	3.1%
20 to 24 Years	7.3%	7.3%	7.1%
25 to 29 Years	7.6%	7.0%	7.7%
30 to 34 Years	7.3%	6.9%	8.2%
35 to 39 Years	7.3%	7.0%	8.0%
40 to 49 Years	11.9%	12.8%	13.8%
50 to 59 Years	8.8%	9.9%	10.3%
60 to 64 Years	3.8%	3.8%	3.9%
65 to 69 Years	2.9%	2.9%	2.8%
70 to 74 Years	1.7%	2.0%	2.0%
75 to 79 Years	1.3%	1.4%	1.4%
80 to 84 Years	0.7%	0.8%	0.8%
Age 85+	0.6%	0.8%	0.8%
Median Age	27.0	28.0	30.0

POPULATION PROFILE	5 Miles	10 Miles	15 Miles
Population 25+ by Education Level			
2025 Estimate Population Age 25+	10,224	23,092	35,994
Elementary (0-8)	39.8%	37.4%	31.1%
Some High School (9-11)	12.5%	10.6%	14.2%
High School Graduate (12)	21.8%	22.3%	24.6%
Some College (13-15)	12.7%	13.4%	14.2%
Associate Degree Only	4.7%	6.9%	6.4%
Bachelor's Degree Only	6.7%	7.3%	7.0%
Graduate Degree	1.7%	2.2%	2.5%
HOUSING UNITS			
Occupied Units			
2030 Projection	4,651	10,857	14,873
2025 Estimate	4,575	10,566	14,545
Owner Occupied	2,206	5,601	7,461
Renter Occupied	2,240	4,649	6,502
Vacant	134	295	597
Persons in Units			
2025 Estimate Total Occupied Units	4,442	10,271	13,948
1 Person Units	10.9%	11.8%	13.2%
2 Person Units	15.7%	15.5%	17.1%
3 Person Units	13.6%	15.3%	15.4%
4 Person Units	18.1%	18.5%	18.1%
5 Person Units	16.5%	16.4%	15.5%
6+ Person Units	25.1%	22.6%	20.7%

EL CAMINO TRAILER PARK

DEMOGRAPHICS



POPULATION

In 2025, the population in your selected geography is 60,389. The population has changed by 0.46 percent since 2010. It is estimated that the population in your area will be 61,550 five years from now, which represents a change of 1.9 percent from the current year. The current population is 55.6 percent male and 44.4 percent female. The median age of the population in your area is 30.0, compared with the U.S. average, which is 40.0. The population density in your area is 85 people per square mile.



HOUSEHOLDS

There are currently 13,948 households in your selected geography. The number of households has changed by 18.60 percent since 2010. It is estimated that the number of households in your area will be 14,269 five years from now, which represents a change of 2.3 percent from the current year. The average household size in your area is 3.8 people.



INCOME

In 2025, the median household income for your selected geography is \$84,978, compared with the U.S. average, which is currently \$78,171. The median household income for your area has changed by 64.14 percent since 2010. It is estimated that the median household income in your area will be \$102,735 five years from now, which represents a change of 20.9 percent from the current year.

The current year per capita income in your area is \$26,242, compared with the U.S. average, which is \$41,680. The current year's average household income in your area is \$103,810, compared with the U.S. average, which is \$103,571.



EMPLOYMENT

In 2025, 22,269 people in your selected area were employed. The 2010 Census revealed that 31.5 percent of employees are in white-collar occupations in this geography, and 22.7 percent are in blue-collar occupations. In 2025, unemployment in this area was 4.0 percent. In 2010, the average time traveled to work was 27.00 minutes.



HOUSING

The median housing value in your area was \$442,888 in 2025, compared with the U.S. median of \$333,538. In 2010, there were 6,294.00 owner-occupied housing units and 5,466.00 renter-occupied housing units in your area.



EDUCATION

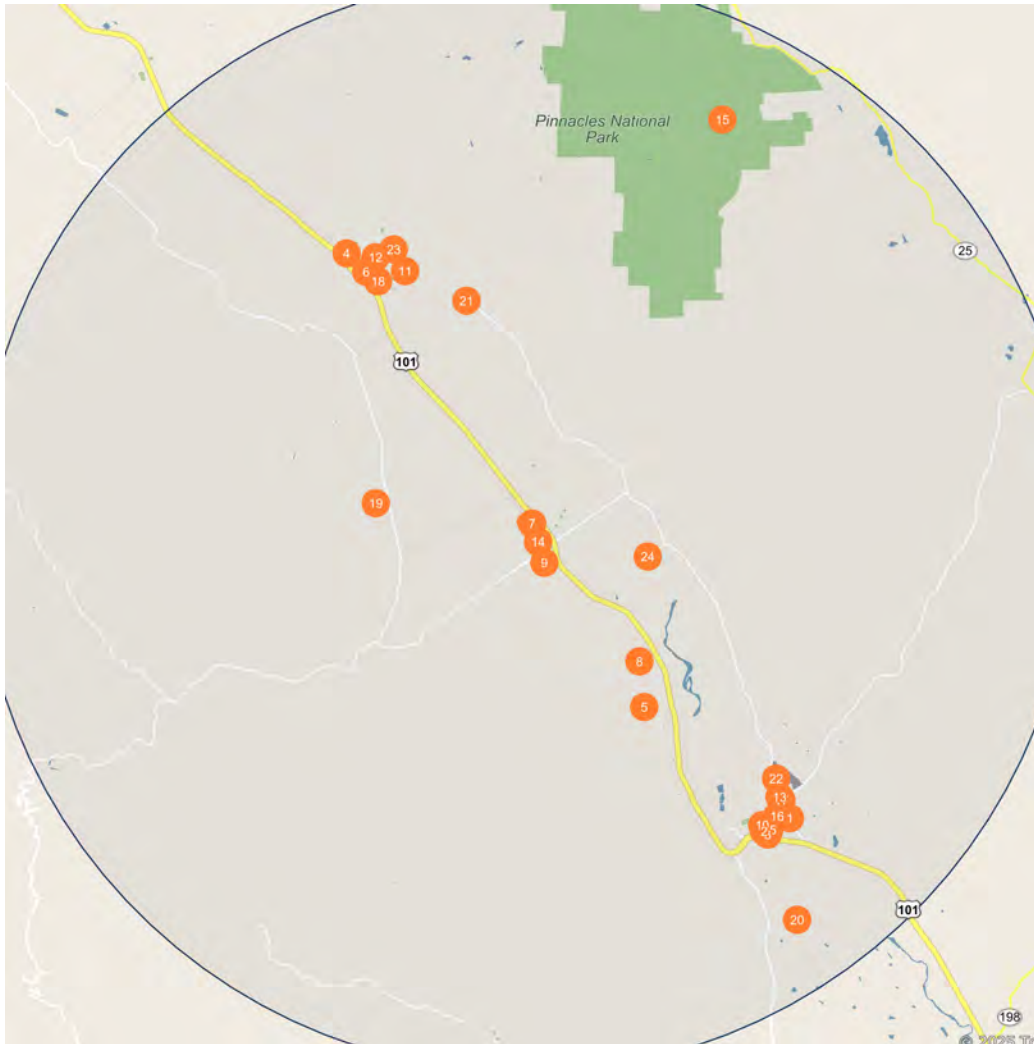
The selected area in 2025 had a lower level of educational attainment when compared with the U.S. averages. Only 9.3 percent of the selected area's residents had earned a graduate degree compared with the national average of 13.7 percent, and 6.4 percent completed a bachelor's degree, compared with the national average of 21.2 percent.

The number of area residents with an associate degree was higher than the nation's at 9.9 percent vs. 8.8 percent, respectively.

The area had fewer high-school graduates, 3.4 percent vs. 26.1 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 28.9 percent in the selected area compared with the 19.6 percent in the U.S.

EL CAMINO TRAILER PARK

DEMOGRAPHICS



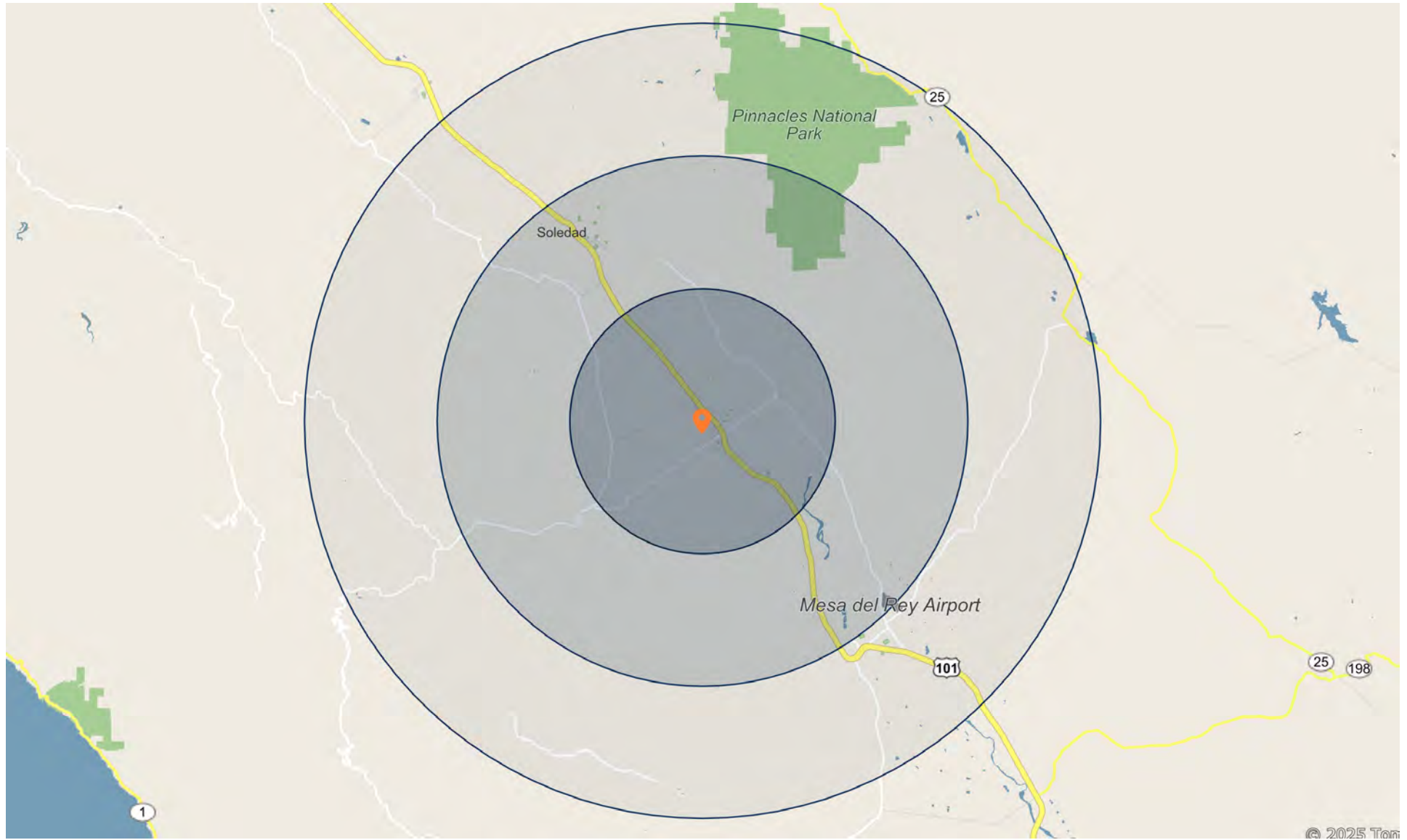
Major Employers

Employees

1	Catalyst Family Inc-King City Child Dev Ctr	526
2	Southern Mntrey Cnty Mem Hosp-George L Mee Memorial Hospital	495
3	Sprint Corporation-Sprint	247
4	Braga Fresh Family Farms Inc-	211
5	Salinas Land Company-	180
6	Community Action Prtnr San Lui-Soledad Migrant Headstart	127
7	Paq Inc-Rancho San Miguel Markets	120
8	Scheid Vineyards Inc-	119
9	South Mntrey Cnty Jint Un High-Greenfield High School	109
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11	Tpwc Inc-	94
12	Soledad Cmnty Hlth Care Dst FN-Soledad Medical Group	80
13	L A Hearne Company-	70
14	United States Postal Service-US Post Office	65
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18	El Camino Labor LLC-	60
19	McIntyre Labor Services Inc-	60
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23	Soledad Unified School Dst-Jack Frnscioni Elementary Schl	51
24	Neil Bassetti Farms LLC-	50
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EL CAMINO TRAILER PARK

DEMOGRAPHICS



..... 527 EL CAMINO REAL

EXCLUSIVELY
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