

# 2.89 ACRES OF COMMERCIAL LAND - VISTA, CA

NWC OF E. VISTA WAY & MONTE MAR ROAD

**SALE PRICE: \$1,750,000**

- C-1 Zoning (Commercial) Zoning
- Across from Albertson's Starbucks Center
- 27,000 Average Daily Traffic Count
- 2.62 Net Acres
- Frontage on E. Vista Way – a Major Thoroughfare between the 78 Freeway & HWY 76

**Subject Property**

**Future  
Retail Center**



**E-Bobier-Dr**

**E-Vista-Way**

**Monte-Mar-Rd**

**Foothill-Ave**

FOR ADDITIONAL INFORMATION:



**MATT WEAVER**

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NWC OF E. VISTA WAY & MONTE MAR ROAD

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*No warranty or representation is made to the accuracy of the foregoing information. Terms of sale, lease and availability are subject to change or withdrawal without notice.*

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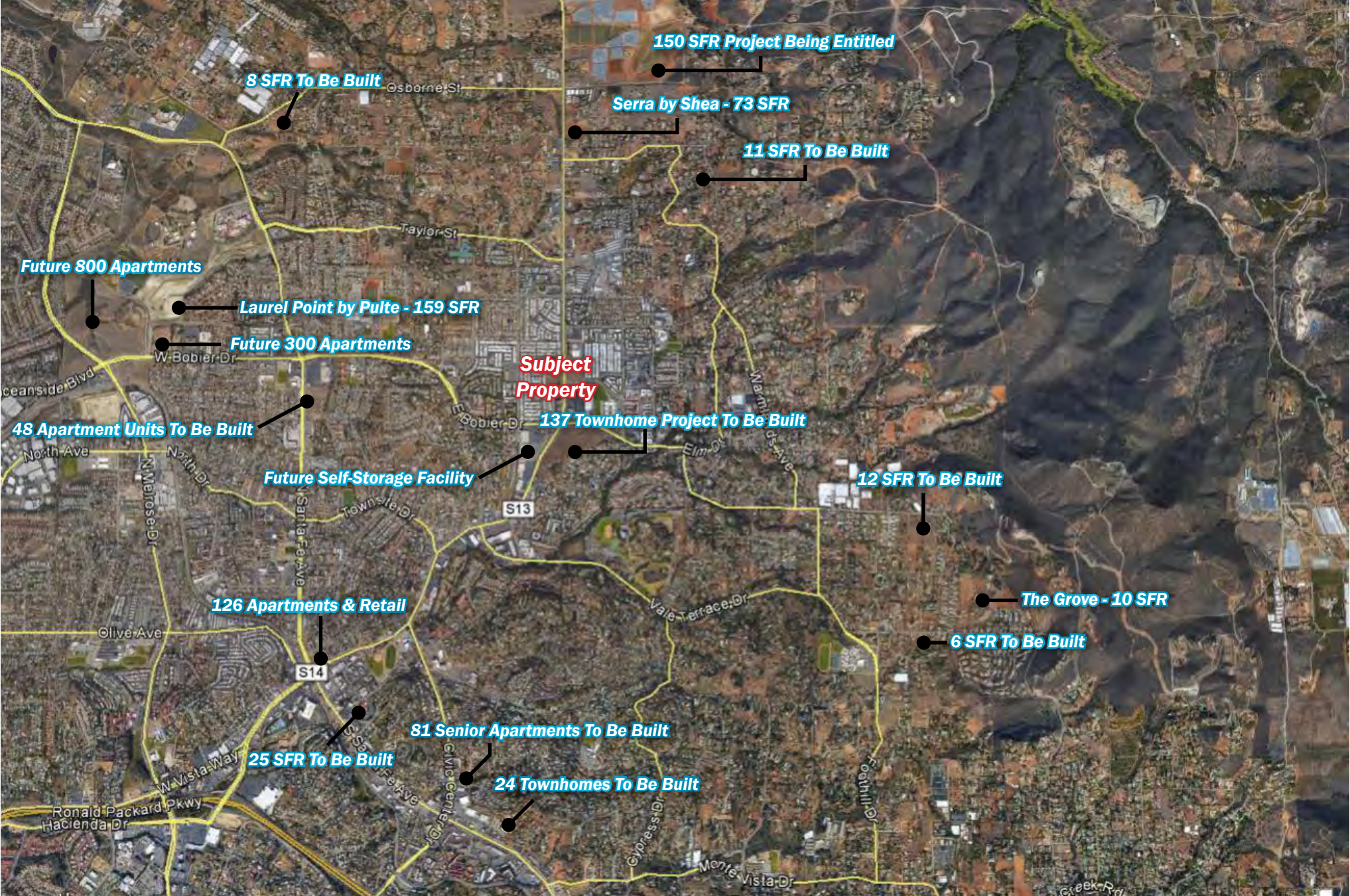
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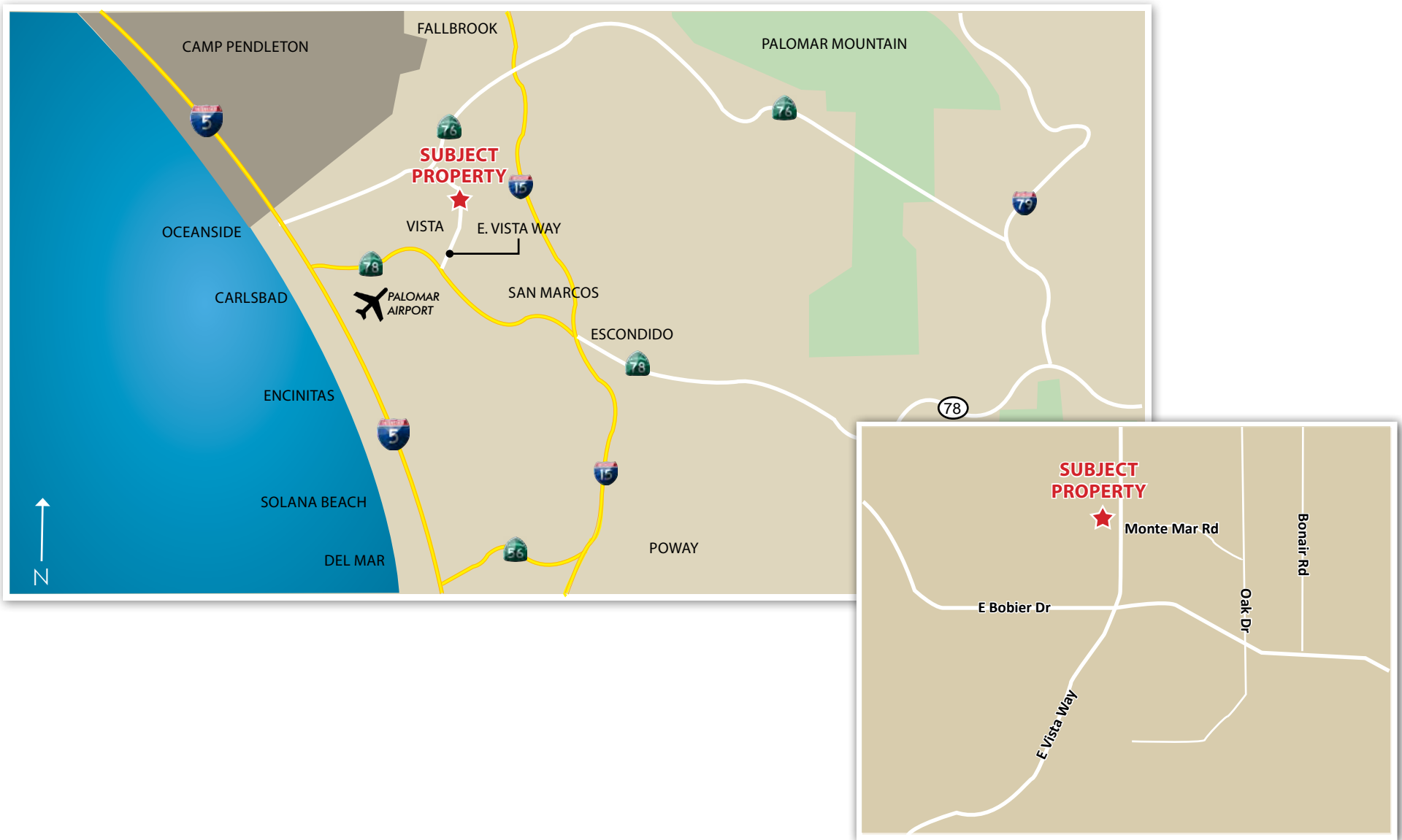
NWC OF E. VISTA WAY & MONTE MAR ROAD



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## NWC OF E. VISTA WAY & MONTE MAR ROAD

LOCATION MAP



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## NWC OF E. VISTA WAY & MONTE MAR ROAD

PROPERTY INFO

<b>LOCATION:</b>	The property is located at the northwest corner of E. Vista Way and Monte Mar Road in the City of Vista, County of San Diego. Positioned approximately 2¼ miles North of Highway 78, this site is ideally suited for commercial development on one of Vistas' busiest roads. With excellent ingress/egress accessibility and street visibility, this site presents developers, builders, and investors with both a current development on land and banking opportunity.	
<b>JURISDICTION:</b>	City of Vista	
<b>APN:</b>	173-050-32-00	
<b>ACREAGE:</b>	2.892 Acres Gross   2.624 Acres Net	
<b>TOPOGRAPHY:</b>	Flat	
<b>TRAFFIC COUNTS:</b>	E Vista Way – 21,700 ADT Bobier Dr. – 16,400 ADT Monte Mar Rd. – 1,000 ADT	
<b>ZONING:</b>	C-1 (Commercial)	
<b>GENERAL PLAN:</b>	C-N (Neighborhood Commercial)	
<b>DIMENSIONS:</b>	Approximately 345' x 365'	
<b>SERVICES</b>	Water/Sewer	Vista Irrigation District
	Electricity/Natural Gas	SDG&E
	Fire	Vista Fire Dept.
	Police	SD County Police Dept.
<b>SCHOOL DISTRICT:</b>	Vista Unified School District	
<b>SALE PRICE:</b>	<b>\$1,750,000</b>	



CLICK LINKS BELOW TO VIEW DOCUMENTS

- C-1 DEVELOPMENT CODE**
- C-N LAND USE ELEMENT**
- CULTURAL RESOURCES ASSESSMENT**
- WETLANDS DELINEATION REPORT**

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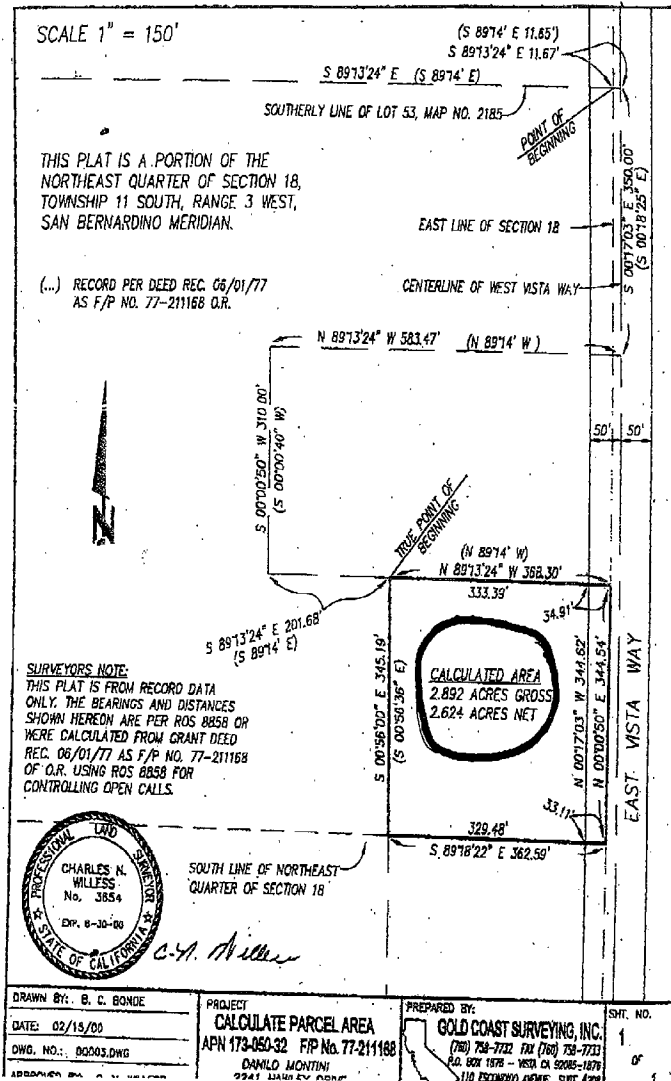
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## NWC OF E. VISTA WAY & MONTE MAR ROAD

SURVEY



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SALE COMPARABLES

1	555 North Ave	UNDER CONTRACT
Vista, CA 92083	San Diego County	
Listing Broker: <b>Lockwood Commercial Realty</b> 2725 Jefferson St Carlsbad, CA 92008 (760) 730-9100	Charles Currey (760) 730-9100	
Asking Price: <b>\$597,000</b> \$/AC Land Gross: <b>\$711,391.80 (\$16.33/SF)</b> Days on Market: <b>98</b> Sale Status: <b>Under Contract</b>	Sale Type: <b>Investment</b> Land Area: <b>0.84 AC (36,556 SF)</b> Lot Dimensions: - Proposed Use: <b>Commercial ...</b> Zoning: <b>IC</b>	
Density: - Topography: <b>Level</b> Parcel No: <b>161-071-08</b>		
2	Santa Anita Dr	SOLD
Vista, CA 92084	San Diego County	
Recorded Buyer: <b>Rancho Estates Inc</b> PO Box 675101 Rancho Santa Fe, CA 92067	Recorded Seller: <b>Anita Place Partners LLC</b> 4660 La Jolla Village Dr San Diego, CA 92122 (858) 481-3081	
True Buyer: <b>Rancho Estates Inc</b>	True Seller: <b>Kleege Enterprises</b>	
Sale Date: <b>12/15/2015</b> Sale Price: <b>\$550,000 - Full Value</b> \$/AC Land Gross: <b>\$567,010.31 (\$13.02/SF)</b>	Land Area: <b>0.97 AC (42,253 SF)</b> Lot Dimensions: - Proposed Use: <b>Commercial ...</b> Zoning: <b>DSP-PA4, Vista</b> Sale Conditions: -	
Density: - Topography: -		
Parcel No: <b>179-080-51</b> Financing: <b>Down payment of \$250,000 (45.5%); \$300,000 from Private Individual Fas Fiancial Inc</b> Comp ID: <b>3472450</b> - Research Status: <b>Full Value</b>		
3	2167 N Santa Fe Ave	SOLD
Vista, CA 92084	San Diego County	
Recorded Buyer: <b>OAA Investments Inc</b>	Recorded Seller: <b>Farzaneh Kokabi</b>  (405) 373-1325	
Recorded Buyer: -	Recorded Seller: <b>Ghasem Mazroy</b>  (405) 722-7231	
	True Seller: <b>Farzaneh Kokabi</b>  (405) 373-1325 Farzaneh Kokabi	

Sale Date: <b>02/27/2015 (88 days on mkt)</b> Sale Price: <b>\$700,000 - Confirmed</b> \$/AC Land Gross: <b>\$660,377.36 (\$15.16/SF)</b>	Land Area: <b>1.06 AC (46,174 SF)</b> Year Built/Age: - RBA: -	
PrFrma Cap Rate: -	Zoning: <b>C-1</b>	
Parcel No: <b>159-240-28</b> Financing: <b>Down payment of \$700,000 (100.0%)</b> Comp ID: <b>3245792</b> - Research Status: <b>Confirmed</b>		
4	E Vista Way @ Monte Mar Rd.	SOLD
Vista, CA 92084	San Diego County	
Recorded Buyer: <b>Maydown 1031 Llc</b> True Buyer: <b>Investment Property Exchange Services, Inc.</b>	Recorded Seller: <b>Monte Mar Land Llc</b> True Seller: <b>Pacifica Real Estate Services, Inc.</b>	
Sale Date: <b>04/18/2016</b> Sale Price: <b>\$3,050,000 - Confirmed</b> \$/AC Land Gross: <b>\$660,173.16 (\$15.16/SF)</b>	Land Area: <b>4.62 AC (201,247 SF)</b> Lot Dimensions: - Proposed Use: <b>Retail</b> Zoning: <b>C-1</b> Sale Conditions: <b>1031 Exchange</b>	
Density: - Topography: <b>Level</b>		
Parcel No: <b>173-065-25</b> Financing: - Comp ID: <b>3575268</b> - Research Status: <b>Confirmed</b>		
	Map Page: Thomas Bros. Guide 1188-A4	
5	2121 E Vista Way	PENDING
Vista, CA 92084	San Diego County	
Listing Broker: <b>Birch Properties</b> 2575 McCabe Way Irvine, CA 92614 (949) 677-7011	Michael Azar (949) 677-7011	
Asking Price: <b>\$399,000</b> \$/AC Land Gross: <b>\$623,437.50 (\$14.31/SF)</b> Days on Market: <b>1028</b>	Sale Type: <b>Investment</b> Land Area: <b>0.64 AC (27,878 SF)</b> Lot Dimensions: -	
6	Vista Village Dr - 27,545 SF Parcel Zoned SP-DV, PA-2	ESCROW
Vista, CA 92084	San Diego County	
Listing Broker: <b>Lee &amp; Associates Commercial Real Estate Service</b> 1900 Wright Pl Carlsbad, CA 92008 (760) 929-9700	Rusty Williams (760) 448-2453 Isaac Little (760) 929-7862 Marko Dragovic (760) 929-7839	
Asking Price: <b>\$440,000</b> \$/AC Land Gross: <b>\$695,872.21 (\$15.98/SF)</b> Days on Market: <b>938</b> Sale Status: <b>Escrow</b>	Sale Type: <b>Investment</b> Land Area: <b>0.63 AC (27,543 SF)</b> Lot Dimensions: <b>Irregular</b> Proposed Use: <b>Apartment Units ...</b> Zoning: <b>SP-DV, PA-2</b>	
Density: - Topography: <b>Level</b> Parcel No: <b>175-223-01</b>		

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## NWC OF E. VISTA WAY & MONTE MAR ROAD

LEASE COMPARABLES

### Lease Comparables

	<p><b>1</b></p> <p><b>645 SF Retail Lease Signed Jul 2016 for \$1.70 Triple Net (Starting)</b></p> <p><b>1450 N Santa Fe Ave - 1st Floor Direct, Leased by Bei Capelli Salon</b></p> <p>Vista, CA 92083 - Vista Ret Submarket</p>	<p>★★★★☆</p>		
<p>Asking Rent: <b>\$1.50/NNN</b></p> <p>Starting Rent: <b>\$1.70/NNN</b></p> <p>Effective Rent:</p>	<p>Start Date: <b>Jul 2016</b></p> <p>Term: <b>3 Years</b></p> <p>Exp. Date:</p>	<p>Free Rent:</p> <p>Escalations:</p> <p>TI Allowance:</p> <p>Position:</p>	<p>Deal Type: <b>New Lease</b></p> <p>On Market: <b>10 Mos</b></p> <p>Build-Out:</p> <p>Dock/Drive In:</p>	<p>Property Type: <b>Retail Class B</b></p> <p>Building Area: <b>6,000 SF</b></p> <p>Built/Renov: <b>1987/</b></p> <p>Parking Ratio: <b>4.45/1,000 SF</b></p>
<p>Leasing Rep: <b>California Standard Realty - Gabriel Herrera</b></p> <p>Tenant Rep:</p> <p>Lease Notes:</p>	<p>Landlord: <b>Dale &amp; Teresa Ryan</b></p> <p>Tenant SIC:</p>			
ID# 125536891				
	<p><b>2</b></p> <p><b>1,900 SF Office/Retail Lease Signed Jun 2016 for \$1.55 Triple Net (Asking)</b></p> <p><b>1010 E Vista Way - 1st Floor Direct</b></p> <p>Vista, CA 92084 - Vista Submarket</p>	<p>★★★★☆</p>		
<p>Asking Rent: <b>\$1.55/NNN</b></p> <p>Starting Rent:</p> <p>Effective Rent:</p> <p>Amenities:</p>	<p>Start Date: <b>Jul 2016</b></p> <p>Term:</p> <p>Exp. Date:</p>	<p>Free Rent:</p> <p>Escalations:</p> <p>TI Allowance:</p>	<p>Deal Type: <b>New Lease</b></p> <p>On Market: <b>6 Mos</b></p> <p>Build-Out:</p>	<p>Property Type: <b>Office Class C</b></p> <p>Building Area: <b>7,469 SF</b></p> <p>Built/Renov: <b>1978/</b></p>
<p>Leasing Rep: <b>RLS Investments, LLC - Ray Sanchez</b></p> <p>Tenant Rep:</p> <p>Lease Notes:</p>	<p>Landlord: <b>Ray Sanchez</b></p> <p>Tenant SIC:</p>			
ID# 124265961				
	<p><b>3</b></p> <p><b>4,142 SF Retail Lease Signed Jun 2016 for \$1.75 Triple Net (Asking)</b></p> <p><b>230-236 Main St - 1st Floor Direct</b></p> <p>Vista, CA 92084 - Vista Ret Submarket</p>	<p>★★★★☆</p>		
<p>Asking Rent: <b>\$1.75/NNN</b></p> <p>Starting Rent:</p> <p>Effective Rent:</p>	<p>Start Date: <b>Jul 2016</b></p> <p>Term:</p> <p>Exp. Date:</p>	<p>Free Rent:</p> <p>Escalations:</p> <p>TI Allowance:</p> <p>Position:</p>	<p>Deal Type: <b>New Lease</b></p> <p>On Market: <b>2 Mos</b></p> <p>Build-Out: <b>Partial Build...</b></p> <p>Dock/Drive In:</p>	<p>Property Type: <b>Retail Class C</b></p> <p>Building Area: <b>9,010 SF</b></p> <p>Built/Renov: <b>1941/</b></p> <p>Parking Ratio: <b>0.44/1,000 SF</b></p>
<p>Leasing Rep:</p> <p>Tenant Rep:</p> <p>Lease Notes:</p>	<p>Landlord: <b>Kamal G Shelhoup Trust</b></p> <p>Tenant SIC:</p>			

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## NWC OF E. VISTA WAY & MONTE MAR ROAD

LEASE COMPARABLES

### Lease Comparables



4

**645 SF Retail Lease Signed Dec 2015 for \$1.55 Triple Net (Asking)** ★ ★ ★ ★ ★

**1010 E Vista Way - 1st Floor Direct**


Vista, CA 92084 - Vista Submarket

Asking Rent: <b>\$1.55/NNN</b>	Start Date: <b>Dec 2015</b>	Free Rent:	Deal Type: <b>New Lease</b>	Property Type: <b>Office Class C</b>
Starting Rent:	Term:	Escalations:	On Market: <b>16 Mos</b>	Building Area: <b>7,469 SF</b>
Effective Rent:	Exp. Date:	TI Allowance:	Build-Out: <b>Full Build-Out</b>	Built/Renov: <b>1978/</b>
		Position:	Dock/Drive In:	Parking Ratio: <b>3.00/1,000 SF</b>

Leasing Rep: <b>RLS Investments, LLC - Ray Sanchez</b>	Landlord: <b>Ray Sanchez</b>
Tenant Rep:	Tenant SIC:

Lease Notes:

ID# 121294481



5

**3,025 SF Retail Lease Signed Oct 2015 for \$2.00 Triple Net (Asking)** ★ ★ ★ ★ ★

**1450 N Santa Fe Ave - 1st Floor Direct, Leased by Payless Shoe Source**


Vista, CA 92083 - Vista Ret Submarket

Asking Rent: <b>\$2.00/NNN</b>	Start Date: <b>Oct 2015</b>	Free Rent:	Deal Type: <b>Renewal</b>	Property Type: <b>Retail Class B</b>
Starting Rent:	Term: <b>3 Years</b>	Escalations:	On Market: <b>4 Mos</b>	Building Area: <b>6,000 SF</b>
Effective Rent:	Exp. Date: <b>Oct 2018</b>	TI Allowance:	Build-Out:	Built/Renov: <b>1987/</b>
		Position: <b>End Cap</b>	Dock/Drive In:	Parking Ratio: <b>4.45/1,000 SF</b>

Leasing Rep: <b>Sperry Commercial - Otto Jacobsen</b>	Landlord: <b>D T R Vista Llc 33%</b>
Tenant Rep:	Tenant SIC: <b>Shoe Stores</b>

Lease Notes:

ID# 120518521



6

**1,200 SF Retail Lease Signed Sep 2015 for \$1.75 Triple Net (Asking)** ★ ★ ★ ★ ★

**1100 N Santa Fe Ave - 1st Floor Direct**

Vista, CA 92083 - Vista Ret Submarket

Asking Rent: <b>\$1.75/NNN</b>	Start Date: <b>Oct 2015</b>	Free Rent:	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class C</b>
Starting Rent:	Term:	Escalations:	On Market: <b>7 Mos</b>	Building Area: <b>14,630 SF</b>
Effective Rent:	Exp. Date:	TI Allowance:	Build-Out: <b>Partial Build...</b>	Built/Renov: <b>1989/</b>
		Position:	Dock/Drive In:	Parking Ratio: <b>3.76/1,000 SF</b>

Leasing Rep: <b>Centers Business Management - Barry Bussiere</b>	Landlord: <b>Vista Plaza Partnership</b>
Tenant Rep:	Tenant SIC:

Lease Notes:

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DEMOGRAPHICS

E Vista Way & Monte Mar Rd		1 mi radius	2 mi radius	3 mi radius
POPULATION	2016 Estimated Population	20,679	57,230	93,942
	2021 Projected Population	21,999	61,044	100,283
	2010 Census Population	19,393	53,938	88,882
	2000 Census Population	17,685	51,381	85,070
	Projected Annual Growth 2016 to 2021	1.3%	1.3%	1.4%
	Historical Annual Growth 2000 to 2016	1.1%	0.7%	0.7%
	2016 Median Age	33.7	32.6	34.5
HOUSEHOLDS	2016 Estimated Households	6,242	16,077	28,408
	2021 Projected Households	6,574	16,961	29,994
	2010 Census Households	5,916	15,341	27,198
	2000 Census Households	5,907	15,226	26,768
	Projected Annual Growth 2016 to 2021	1.1%	1.1%	1.1%
	Historical Annual Growth 2000 to 2016	0.4%	0.3%	0.4%
	2016 Estimated White	60.3%	60.9%	64.6%
2016 Estimated Black or African American	3.7%	3.0%	3.3%	
2016 Estimated Asian or Pacific Islander	4.6%	3.9%	4.8%	
2016 Estimated American Indian or Native Alaskan	1.3%	1.3%	1.1%	
2016 Estimated Other Races	30.0%	30.9%	26.2%	
2016 Estimated Hispanic	55.0%	58.5%	49.0%	
INCOME	2016 Estimated Average Household Income	\$61,875	\$63,293	\$68,511
	2016 Estimated Median Household Income	\$51,032	\$54,451	\$58,287
	2016 Estimated Per Capita Income	\$18,836	\$17,914	\$20,974
EDUCATION (AGE 25+)	2016 Estimated Elementary (Grade Level 0 to 8)	17.0%	17.9%	13.3%
	2016 Estimated Some High School (Grade Level 9 to 11)	11.8%	10.7%	8.9%
	2016 Estimated High School Graduate	28.2%	25.8%	25.2%
	2016 Estimated Some College	17.7%	17.5%	20.0%
	2016 Estimated Associates Degree Only	9.3%	10.9%	12.4%
	2016 Estimated Bachelors Degree Only	11.9%	12.1%	14.0%
	2016 Estimated Graduate Degree	4.3%	5.2%	6.2%
BUSINESS	2016 Estimated Total Businesses	589	1,753	2,629
	2016 Estimated Total Employees	4,438	12,728	20,322
	2016 Estimated Employee Population per Business	7.5	7.3	7.7
	2016 Estimated Residential Population per Business	35.1	32.6	35.7

RS1

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