

SANTA FE CROSSROADS



1450 N. SANTA FE AVENUE, VISTA, CA 92083

OFFERING MEMORANDUM

SANTA FE CROSSROADS

Exclusively Listed By

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INVESTMENT OVERVIEW

Investment Highlights



Rare Southern California Shopping Center | Prime Infill Location on a Major Commercial Corridor with High Barriers to Entry



Signalized, Corner Location at the Intersection of N. Santa Fe Avenue and W. Bobier Drive (Traffic Counts Exceed 40,100 Cars Per Day)



The City of Vista is Undergoing Rapid Development and Growth | Centrally Located Between San Diego, Orange County, and the Inland Empire

Prime Retail Location with Long-Term Stability

- ▶ Staggered Lease Expirations & Built-In Annual Increases Ensure Strong and Consistent Cash Flow Growth
- ▶ Proven Tenant Commitment – 63% of the Gross Leasable Area Has Been Occupied by Long-Term Tenants for 15+ Years (42% for 20+ Years)
- ▶ Immediate Freeway Access – Just 2 Miles from CA Route 78, Providing Quick Connectivity to Interstate 5 and 15 Freeways Serving San Diego, Orange County, and the Inland Empire

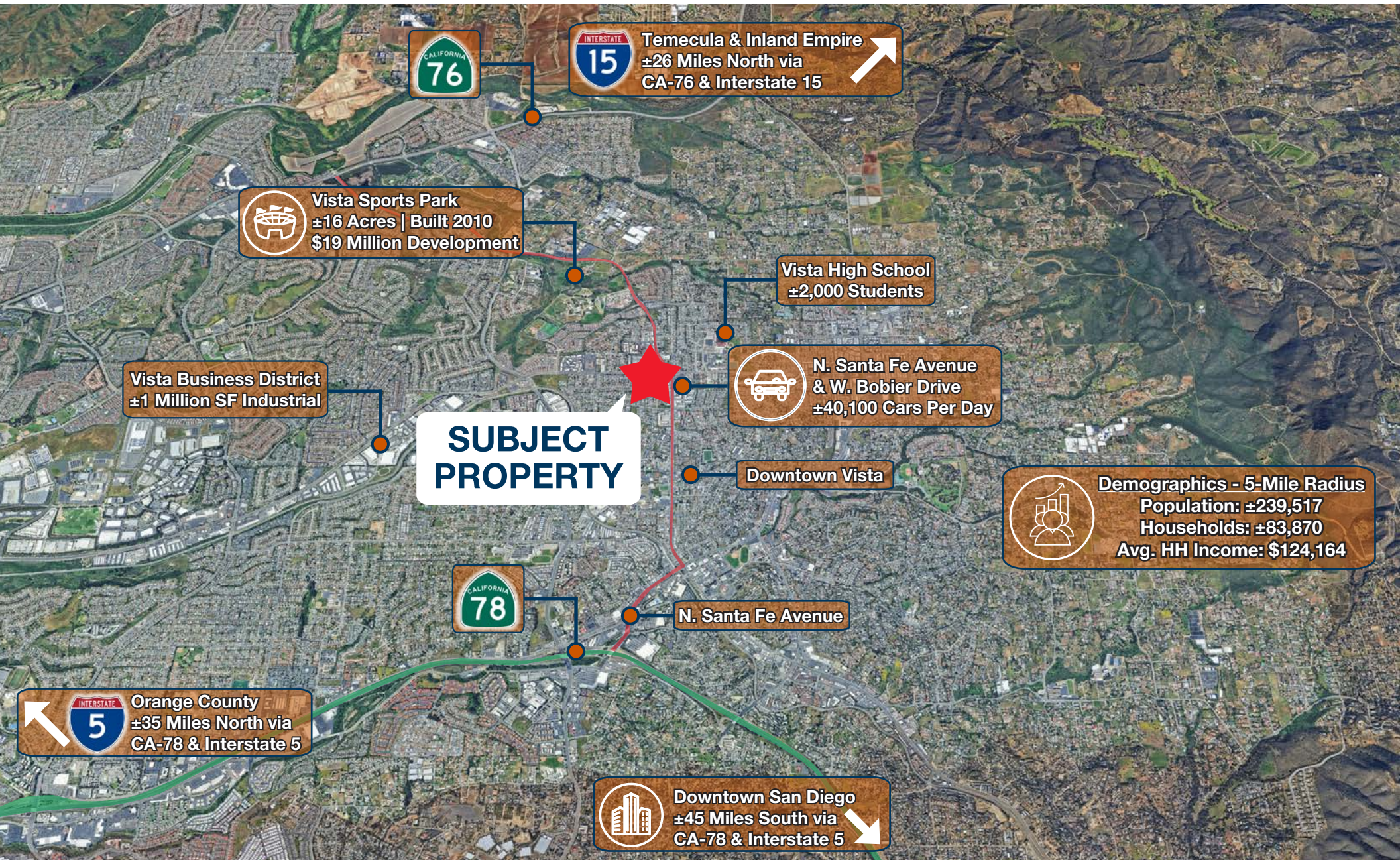
Strong Real Estate Fundamentals

- ▶ The Subject Property Features a McDonald's Outparcel (NAP), Which Drives Additional Traffic to This Corner of the Intersection | Strong Credit Tenant Presence – Surrounded by Stater Bros., CVS, AutoZone, and More
- ▶ Excellent Demographics – Population Exceeds 239,000 Residents and Average Household Income Exceeds \$124,000 Within Five Miles
- ▶ Strategic Vista Location Undergoing Transformation – the Area is Experiencing Rapid Redevelopment and Residential Growth, Including:
 - Persea Luxury Apartments (305 Units Constructed in 2021), Located Less Than 1/2 Mile from the Subject Property
 - A Major Redevelopment is Underway at the Adjacent Bobier Elementary, Enhancing Community Appeal and Foot Traffic
 - Over 100 New Residential Units Are Being Developed Within a One-Mile Radius of the Subject Property, Supporting Long-Term Consumer Demand



INVESTMENT OVERVIEW

Aerial Photo



INVESTMENT OVERVIEW

Close-Up Aerial Photo - Facing Southwest



Note: Property boundaries are estimated and must be independently verified by potential purchasers.

MARCUS & MILLICHAP / OFFERING MEMORANDUM

FINANCIAL ANALYSIS

Offering Summary

Property Name	Santa Fe Crossroads
Property Address	1450 N. Santa Fe Avenue Vista, CA 92803
Assessor's Parcel Number	161-053-18
Current Occupancy	97%
Year Built	1987
Gross Leasable Area (GLA)	±19,730 Square Feet
Lot Size	±1.65 AC (±71,874 Square Feet)

Pricing

Price	\$8,975,000
Cap Rate	6.05%
Price/SF	\$454.89

Financing Quote (as of May 2025)

% Down / Down Payment	41% / \$3,675,000
Loan-to-Value / Loan Amount	59% / \$5,300,000
Interest Rate	6.05%
Loan Program	Interest Only, 3-Year Fixed, 10-Year Term 27-Year Amortization following the fixed period.

Financing Notes:

- ▶ Financing with 30-year amortization is also available.
 - Loan Amount: \$5,500,000 | Interest Rate: 6.05%
 - Program: 3-Year Fixed, 10-Year Term
- ▶ Financing quotes are time sensitive and subject to change.
- ▶ Please contact Agent for more details.

Annualized Operating Data

Current

Gross Potential Rent	\$551,932
Expense Reimbursements	\$254,161
Effective Gross Income	\$806,094
Less Expenses	(\$258,096)
Net Operating Income	\$543,343
Debt Service	(\$320,650)
Cash Flow After Debt Service	\$222,693
Cash on Cash Return	6.06%

Expenses

Current

Property Tax (1.0863%)	\$97,496
Tax Special Assessments	\$34,588
Insurance	\$43,914
CAM-Service Contracts	\$15,921
CAM-Repairs & Maintenance	\$7,081
CAM-Utilities/Misc	\$41,674
Property Management	\$22,077
Total Expenses	\$262,751
Expenses/SF/Year	\$13.32

FINANCIAL ANALYSIS

Rent Roll - As of January 2026

Suite	Tenant Name	GLA	% of GLA	Tenancy	Expires	Current Monthly Rent	Current Rent/SF/Mo	Lease Type	Increases	Options
A&C	Western Dental	4,225	21.41%	±6 Years	11/30/2028	\$7,886.67	\$1.87	NNN	Fixed Increases Next @ Options	Four, Five-Year @ Fixed Increases
E	TJ Birrieria 30	1,200	6.08%	±15 Years	06/30/2027	\$2,908.31	\$2.42	NNN	Fixed Increase Next \$2,995.56	One, Five-Year @ CPI
G	Santa Fe Cleaners	1,200	6.08%	±23 Years	01/31/2028	\$3,099.28	\$2.58	NNN	3% Annual	None
I	Danish & Donut	1,150	5.83%	±25 Years	12/31/2029	\$3,330.92	\$2.90	NNN	3% Annual	One, Five-Year @3% Annual
K&M	La Favorita Market	2,950	14.95%	±18 Years	10/31/2035	\$8,001.51	\$2.71	NNN	3% Annual	One, Five-Year @3% Annual
N	Don Roberto Jewelers, Inc.	1,200	6.08%	±1 Year	11/30/2032	\$2,950.36	\$2.46	NNN	3% Annual	One, Five-Year @FMV
O	Vacant	645	3.27%	N/A	01/00/1900	\$0.00	\$0.00	Vacant	N/A	N/A
P	Golden Nails	500	2.53%	±25 Years	05/31/2028	\$973.88	\$1.95	NNN	4% Annual	One, Five-Year @FMV
R	Carnitas el Bajio 2	655	3.32%	±22 Years	07/31/2027	\$2,145.78	\$3.28	NNN	4% Annual	None
S	Botanica Oshun	600	3.04%	±20 Years	09/30/2027	\$1,699.52	\$2.83	NNN	3% Annual	None
T	New Lease (Details TBD)	1,150	5.83%	New	05/30/2030	\$2,300.00	\$2.00	NNN	2% Annual	Two, Five Year
U	Los Panchos Barber Shop	805	4.08%	±29 Years	10/31/2025	\$2,519.68	\$3.13	NNN	None	One, Five-Year @ FMV
Y	Coyote Café	3,450	17.49%	±35 Years	11/30/2029	\$7,107.00	\$2.06	NNN	3% Annual	One, Five-Year @ 3% Annual
O	T-Mobile Cell Site	0	0.00%	±29 Years	11/30/2027	\$1,071.46	N/A	Gross	2% Annual	Nine, One-Year

of Tenants:
14

Total Available:
Total Occupied:

645 SF
19,085 SF

3%
97%

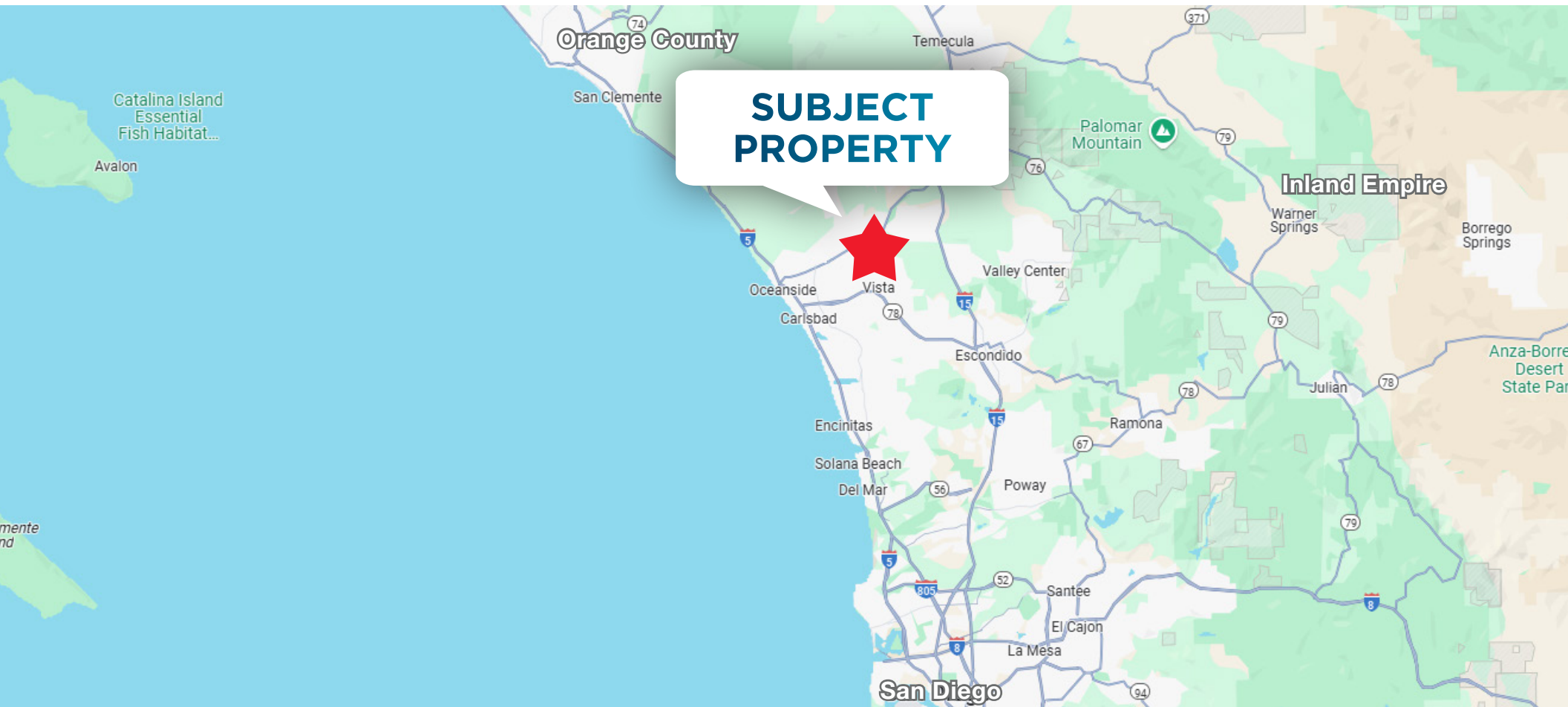
Monthly:
Annual:

\$45,994
\$551,932

Average:
\$2.35/SF

MARKET OVERVIEW

Regional Map



±40,100

CARS PER DAY AT THE
SANTA FE/BOBIER INTERSECTION



±45 MILES

TO SAN DIEGO
INTERNATIONAL AIRPORT (SAN)



±35 MILES

VIA INTERSTATE 5
TO ORANGE COUNTY



±2 MILES

FROM CA-78
FREEWAY

1

2

3

MARKET OVERVIEW

MARKET OVERVIEW

The City Of Vista, CA



Vista, California, situated in northern San Diego County, is emerging as a dynamic hub for commercial real estate investment. With a population nearing 100,000, Vista offers a blend of suburban charm and urban amenities, making it attractive for businesses and investors alike.

The city's strategic location, just seven miles inland from the Pacific Ocean, provides easy access to major transportation routes and neighboring economic centers.

Recent years have seen significant development in Vista's commercial sector. Additionally, the city's commitment to infrastructure improvements, such as the \$1.9 million landscaping enhancement at the State Route 78 Vista Village interchange, underscores its dedication to economic growth and aesthetic appeal.

The city's diversified economy, bolstered by sectors like biotechnology and manufacturing, provides a stable foundation for commercial real estate ventures. Moreover, Vista's proactive economic development initiatives, including support for local businesses and sustainable practices, enhance its investment appeal.

In summary, Vista's strategic location, ongoing developments, and supportive economic environment position it as a promising destination for commercial real estate investors seeking growth opportunities in Southern California.

Nearby Attractions

(+Proximity to Subject Property)

DOWNTOWN VISTA



CA-78 FREEWAY



VISTA SPORTS PARK



DOWNTOWN SAN DIEGO



ORANGE COUNTY



Demographics

Income & Economics

	1-Mile	3-Mile	5-Mile
Average Household Income	\$101,189	\$122,703	\$124,164
Average Household Retail Expenditure	\$238,670	\$262,849	\$261,112
2024 Daytime Population	18,256	80,907	199,076

Population

2029 Population	27,766	115,843	242,099
2024 Population	27,564	114,624	239,517
2010 Population	27,533	112,490	230,453

Households

2029 Households	8,044	38,542	84,823
2024 Households	7,963	38,110	83,870
2010 Households	7,855	37,515	82,560

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