



**209-221** S Main Street  
SANTA ANA, CA 92701

**SALE OFFERING MEMORANDUM**

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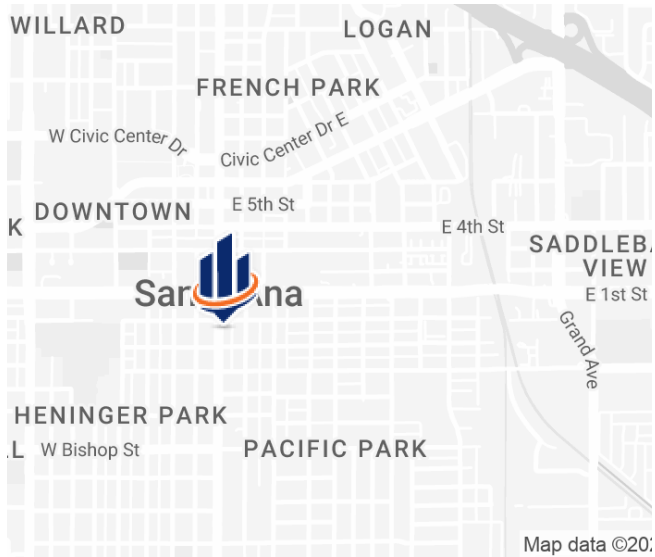
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# Property Summary



## OFFERING SUMMARY

<b>SALE PRICE:</b>	\$4,225,000
<b>BUILDING SIZE:</b>	9,483 SF
<b>LOT SIZE:</b>	28,807 SF
<b>PRICE / SF:</b>	\$306.56
<b>CAP RATE:</b>	3.8%
<b>NOI:</b>	\$160,413
<b>ZONING:</b>	Commercial (NEC)

## PROPERTY DESCRIPTION

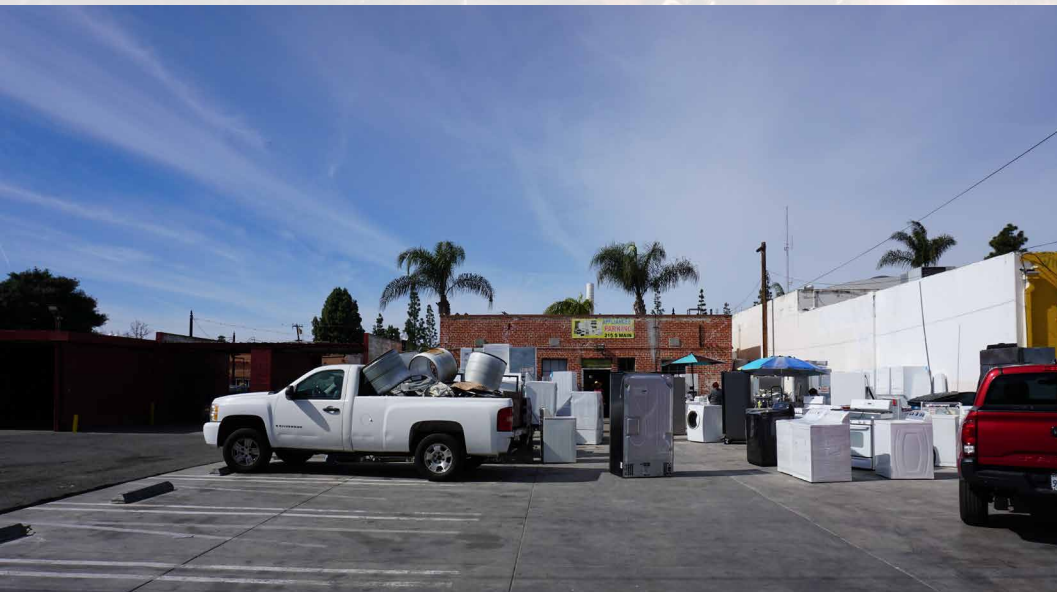
SVN Vanguard is pleased to present a great redevelopment/repositioning opportunity for the astute investor looking to capitalize on the changes that are going on within downtown Santa Ana and to use the opportunity zone program to their advantage. The sale is comprised of 3 different parcels ranging in size and totaling +/-28,807 Square feet and with combined building square footage of +/- 9,438 Square feet. Building 209 S Main St is a Western Wear Clothing and Boot store in front and an Appliance Distributor in the back totaling +/- 3,864 SF, with the lease expiring July 31, 2023. 215 S Main St is an Appliance Store and repair shop on a month to month lease +/- 2,906 Square Feet. 221 S Main St is a Self Service Car Wash with 5 Wash Bays (Bays SF 2,668) and 4 Vacuums.

## PROPERTY HIGHLIGHTS

- 3 parcels along South Main Street with Cash-flow
- 28,807 Square feet of Land
- Prime Redevelopment Opportunity
- Opportunity Zone
- Blocks from Down Town Santa Ana Historic District
- First Time on the Market in 25 Years



# Additional Photos

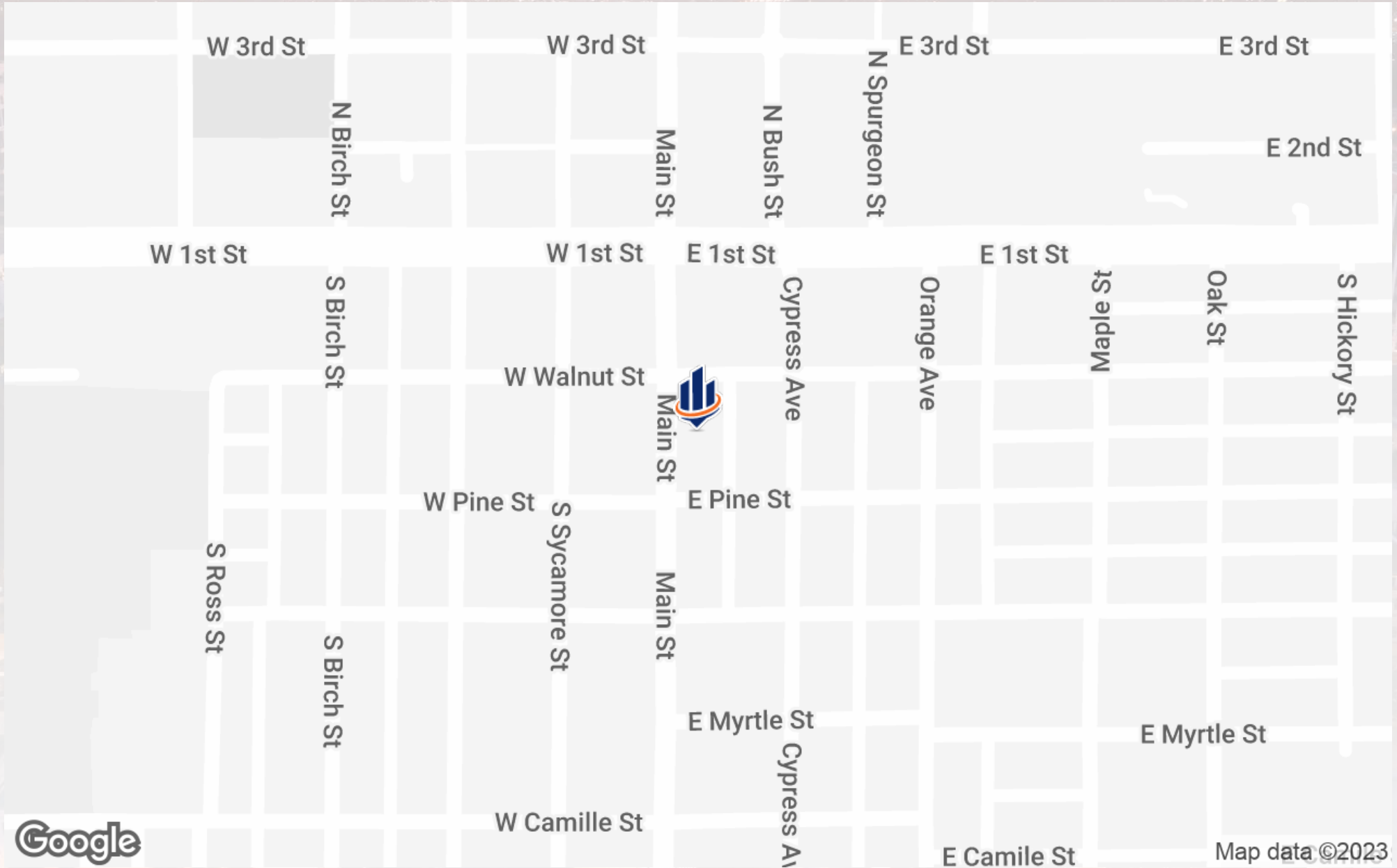




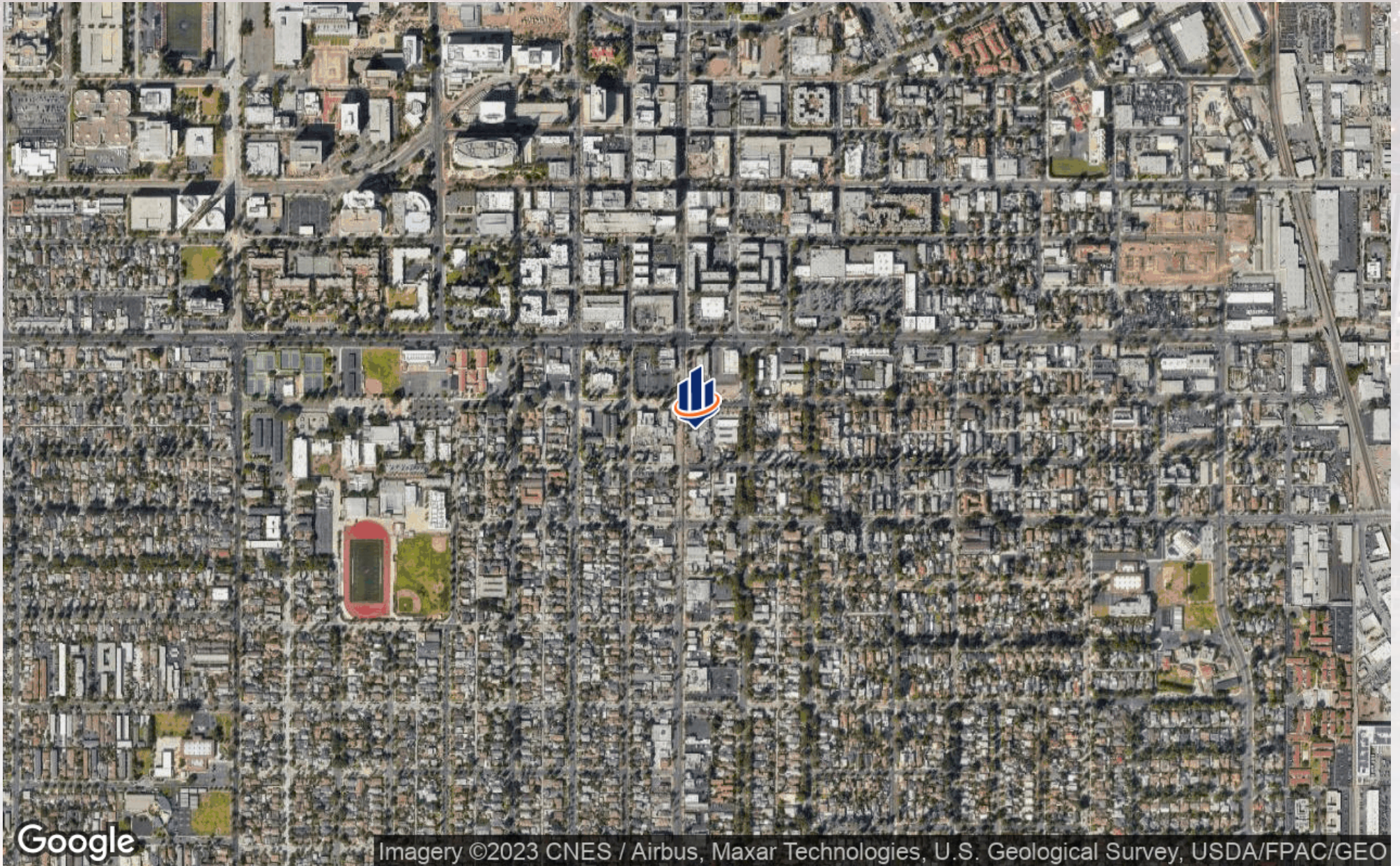
# Regional Map



# Location Map



# Aerial Map



Imagery ©2023 CNES / Airbus, Maxar Technologies, U.S. Geological Survey, USDA/FPAC/GEO



# Santa Ana AT A GLANCE

Santa Ana is known for its diverse population with a population of 310,227 at the 2020 census, making Santa Ana the second most populous city in Orange County, the 13th-most populous city in California, making Santa Ana a major regional economic and cultural hub for Orange County and Southern California. This makes Santa Ana an attractive location for businesses that cater to a variety of demographics and investors.

The subject property is located in an Opportunity Zone which has a tax benefit added to it and is prime for Redevelopment Opportunity with the growth that Downtown Santa Ana has had in recent years as well as the city along.

Santa Ana is the corporate headquarters of several companies, including Behr Paint, First American Corporation, Ingram Micro, SchoolsFirst Federal Credit Union, Kern's, and Wahoo's Fish Taco. It also houses major regional headquarters for the Xerox corporation, Ultimate Software, and T-Mobile.



**TOTAL  
POPULATION**

**310,227**



**POPULATION PER  
SQUARE MILE**

**11,347**



**TOTAL  
HOUSEHOLDS**

**76,624**



**4TH DENSEST CITY  
IN THE UNITED STATES**

1. New York City
2. San Francisco
3. Boston
4. Santa Ana



**TOTAL HOUSING UNITS  
UNDER CONSTRUCTION  
AND PROPOSED**

**12,580**



**TOTAL COMMERCIAL SPACE  
UNDER CONSTRUCTION  
AND PROPOSED**

**2,860,051 SF**

# New Infrastructure & Revitalization



**PROJECT UNDER CONSTRUCTION**  
**EXPECTED COMPLETION: 2024**



**OC Streetcar's** 4.15 mile route will connect to existing rail and bus routes in OC and beyond, including the Santa Ana Regional Transportation Center that serves Metrolink and Amtrak travelers throughout SoCal.

**\$509.54M**  
**INVESTMENT**

FROM FEDERAL, STATE AND LOCAL FUNDING

**REVIVE SANTA ANA**  
**COMMERCIAL PROPERTY**  
 COMPLIANCE ASSISTANCE PROGRAM



**OC Streetcar** is the first modern streetcar project to be built in Orange County. The Streetcar will serve Santa Ana's historic and thriving downtown, which includes federal, state and local courthouses, government offices, colleges, an artists' village and a thriving restaurant scene.

POINT OF INTEREST	DISTANCE FROM SITE
★ 1 114 E Fifth St - Mixed Use Site	.3 miles
★ 2 203 W 3rd St - Mixed Use Site	.4 miles
★ 3 1008 E 4th St- Residential Site	.8 miles
★ 4 609 Spurgeon St - Legacy Square	.6 miles
★ 5 801 E. Santa Ana Blvd - FX Residences	.8 miles
★ 6 1660 E First St - Mixed Use Site	1.8 miles

**Revive Santa Ana Initiative** will assist commercial properties in their recovery efforts due to the hardship that has negatively impacted properties due to the pandemic. The goal of the program is to facilitate commercial revitalization, stimulate private investment, preserve and beautify the commercial corridors, and generate shopping and a pleasant walking environment by improving the visual aesthetics of commercial building facades. The subject property is in the CPCAP boundary.

**MORE INFORMATION** <https://www.santa-ana.org/commercial-property-compliance-assistance-program/>

# Local Projects Underway

First American Title Site: Rafferty Development



**UNDER CONSTRUCTION** 114 E Fifth Street  
**COMMERCIAL/RESIDENTIAL MIXED USE DEVELOPMENT**  
218 Residential Units & 12,350 SF of Retail

3rd and Broadway: Mixed-Use Development



**PROPOSED / PENDING APPROVAL** 201 W 3rd Street  
**COMMERCIAL/RESIDENTIAL MIXED USE DEVELOPMENT**  
Bldg A: 171 Residential Units & 14,816 SF of Retail  
Bldg B: 75-Room Boutique Hotel

Tom's Trucks Residential and Adaptive Reuse



**PROPOSED / PENDING APPROVAL** 1008 E 4th Street  
**ADAPTIVE REUSE INTO RESIDENTIAL DEVELOPMENT**  
Conversion from truck center to 117 Residential Units

Legacy Square: Mixed-Use Development



**UNDER CONSTRUCTION** 609 N Spurgeon Street  
**COMMERCIAL/RESIDENTIAL MIXED USE DEVELOPMENT**  
93 Residential Units, 7,767 SF Retail, 2,576 SF Community Center

FX Residences: Residential Development



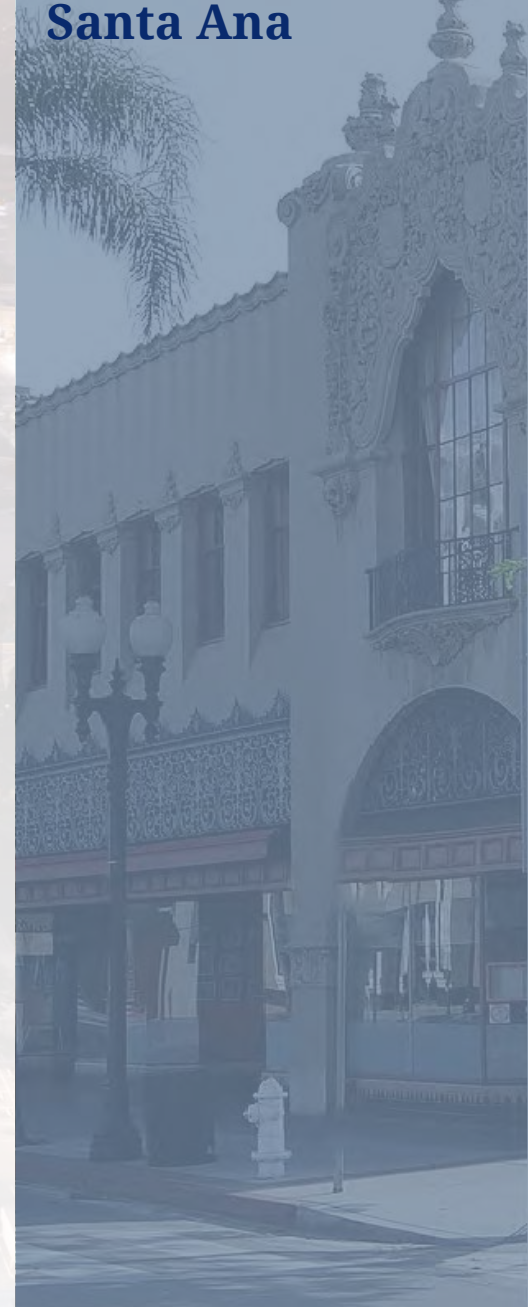
**PROPOSED / PENDING APPROVAL** 801 E Santa Ana Boulevard  
**RESIDENTIAL DEVELOPMENT**  
17 Residential Units, 1,120 SF Group Space, 389 SF Community Room

Elan: Mixed-Use Development



**UNDER CONSTRUCTION** 1660 E 1st Street  
**COMMERCIAL/RESIDENTIAL MIXED USE DEVELOPMENT**  
603 Residential Units, 20,000 SF Retail

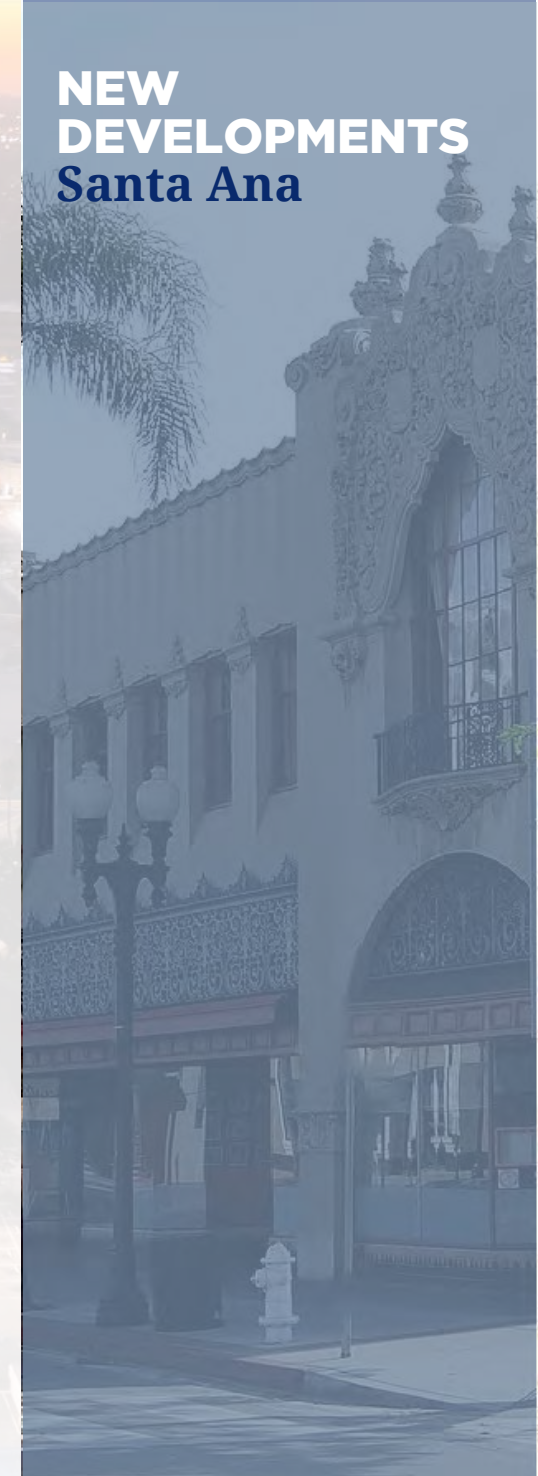
# NEW DEVELOPMENTS Santa Ana



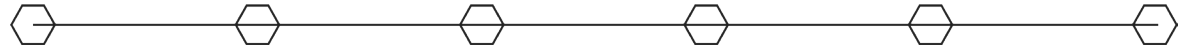
## Local Projects Underway

DEVELOPMENT SITE	PROJECT DESCRIPTION	STATUS
5th & Harbor: Mixed-Use Site	94 Multifamily Units and 9,500 SF Retail	Under Review
Euclid-Hazard: 7-Eleven Service Station	3,045 SF Retail and 1,800 SF Fuel Station on .64 AC	Proposed
2202 E 1st: AMG Senior Housing	188 Residential Units	Under Review
2114 E 1st: AMG Family Affordable Apts	552 Residential Units and 10,000 SF Retail on 6.89 AC	<b>Under Construction</b>
1122 N Bewley: Bewley St Townhomes	10 Condominium Units on .87 AC	Proposed
1814 E 1st: Cabrillo Crossing Townhomes	35 Single Family Attached Homes	Under Review
1010 N Tustin: Calvary Church Master Plan	Additional 46,480 SF added to campus	Entitled
1801 E 4th: Centerpointe Mixed-Use Site	664 Residential Units and 15,130 SF Retail on 8AC	Entitled
4405 W Edinger: Coptic Orthodox Church	9,928 SF Community Building	Proposed
1126 E Washington: Crossroads Washington	86 Unit Affordable Residential Community and 1,060 Retail	Entitled
2300 S Red Hill: Warner Redhill Mixed-Use	1,100 Residential Units and up to 80,000 SF Retail	Entitled
1700 E Garry: Garry Ave Business Park	91,500 SF Industrial Warehouse	Proposed
2511 N Grand: Grand and Grovemont Site	80 Residential Townhouse Units	Under Review
3025 W Edinger: Haphan Residential	18 Residential Units	Entitlements Approved
2001 E Dyer: The Hertigage	1,211 Residential Units, 12,900 SF Retail	<b>Under Construction</b>
2021 E. 4th St: Mixed Use Site	160 Affordable Housing Units and 15,000 SF Retail	Under Review
651 W Sunflower: Legacy Sunflower	226 Residential Units	<b>Under Construction</b>
200 E First American: Legado at the Met	278 Residential Units	Entitlements Approved
200 N Cabrillo Park: The Madison Mixed-Use	260 Residential Units and 6,600 SF Retail	Proposed
2800 N Main: MainPlace Mall Transformation	1.9K Residential Units, 400 Hotel Rooms, 1.4M SF Retail, 750K SF Office	Entitlements Approved
2101 E Santa Clara: McDonalds Drive Thru	3,975 SF Drive-Thru	Under Review
301 N Mountainview: Condo Site	8 Residential Condominium Units	Entitled
1109 N Broadway: One Broadway Plaza	327 Residential Units with 23 Floors of Retail / Office	On Hold
3600 S Bristol: Related California Bristol SP	3,750 Residential Units, 350K SF Retail, 250 Hotel Rooms, 200 Senior Units	Under Review
301 N Tustin: Commercial Center	Automated Car Wash and Gas Station Remodel	Proposed
717 S Lyon: Warmington Residential Site	51 Residential Units, 15,028 SF Open Space	Review Complete
2020 E 1st: The Westerly	79 Townhomes For Sale and 7 Live/Work Units	Under Review
2534 W Westminster: Westview Housing	85 Residential Units	Entitled
1411 N Broadway: WISEPlace Adaptive Reuse	Offices, Training Center, Community Room and 3 Residential Studios	Entitled

## NEW DEVELOPMENTS Santa Ana







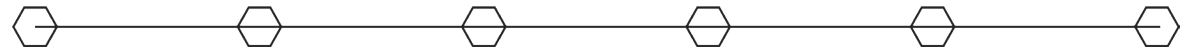
## INVESTMENT OVERVIEW

PRICE	\$4,225,000
PRICE PER SF	\$307
GRM	19.3
CAP RATE	3.80%
CASH-ON-CASH RETURN (YR 1)	3.80%
TOTAL RETURN (YR 1)	\$160,413

## OPERATING DATA

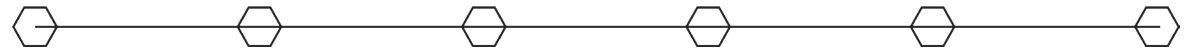
GROSS SCHEDULED INCOME	\$218,964
TOTAL SCHEDULED INCOME	\$218,964
GROSS INCOME	\$218,964
OPERATING EXPENSES	\$58,551
NET OPERATING INCOME	\$160,413
PRE-TAX CASH FLOW	\$160,413

# Income and Expenses



<b>NET INCOME</b>	<b>\$218,964</b>
<b>EXPENSES SUMMARY</b>	
REAL ESTATE TAXES (1.12017%)	\$50,772
INSURANCE	\$2,250
GAS AND ELECTRICITY	\$1,139
WATER & SEWER	\$920
BUSINESS LICENSING	\$470
REPAIRS/MAINENANCE	\$3,000
<b>OPERATING EXPENSES</b>	<b>\$58,551</b>
<b>NET OPERATING INCOME</b>	<b>\$160,413</b>

# Rent Roll



SUITE	TENANT NAME	SIZE SF	PRICE / SF / MONTH	MONTHLY RENT
209	El Potro Boots	1,932 SF	\$1.21	\$2,331
209 B	Back Warehouse	1,932 SF	\$1.09	\$2,100
215	Appliance Store	2,906 SF	\$1.24	\$3,300
221	Main St Wash	2,668 SF	\$3.75	\$10,000 (Car Wash Income)
<b>TOTALS</b>		<b>9,438 SF</b>	<b>\$1.91</b>	<b>\$17,731</b>



# Demographic Map & Report



## POPULATION

1 MILE 3 MILES 5 MILES

	1 MILE	3 MILES	5 MILES
<b>TOTAL POPULATION</b>	65,476	335,098	690,435
<b>AVERAGE AGE</b>	29.6	32.9	35.1
<b>AVERAGE AGE (MALE)</b>	29.2	32.2	34.3
<b>AVERAGE AGE (FEMALE)</b>	30.6	33.7	35.9

## HOUSEHOLDS & INCOME

1 MILE 3 MILES 5 MILES

	1 MILE	3 MILES	5 MILES
<b>TOTAL HOUSEHOLDS</b>	14,701	83,832	199,465
<b># OF PERSONS PER HH</b>	4.5	4.0	3.5
<b>AVERAGE HH INCOME</b>	\$67,359	\$86,552	\$96,797
<b>AVERAGE HOUSE VALUE</b>	\$361,350	\$446,982	\$488,915

\* Demographic data derived from 2020 ACS - US Census

