

EXCLUSIVE LISTING | MULTIFAMILY OPPORTUNITY

# 207 W MARQUITA

San Clemente, CA 92672

7 UNITS



## Property Highlights

- Majority Generously Sized Two Bedroom Units
- 3 Blocks from Avenida Del Mar – San Clemente’s Vibrant Downtown Destination for Dining, Shopping & Entertainment
- Well Maintained Asset with Newer Windows, Updated Electrical, SB721 Compliant & More
- Scenic Canyon Vistas & Walking Distance to the Sand
- 1971 Construction
- First Time on Market in Over 30 Years

# DISCLAIMER

## 207 W MARQUITA

San Clemente, CA 92672

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**MORGAN · SKENDERIAN**  
INVESTMENT REAL ESTATE GROUP

*Specializing in the Sale of Multi-family Properties*

4590 MacArthur Boulevard, Suite 260  
Newport Beach, CA 92660

(O) 949.251.8800 • (f) 949.251.8899 • [morganskenderian.com](http://morganskenderian.com)

# PROPERTY DESCRIPTION

## 207 W MARQUITA

San Clemente, CA 92672

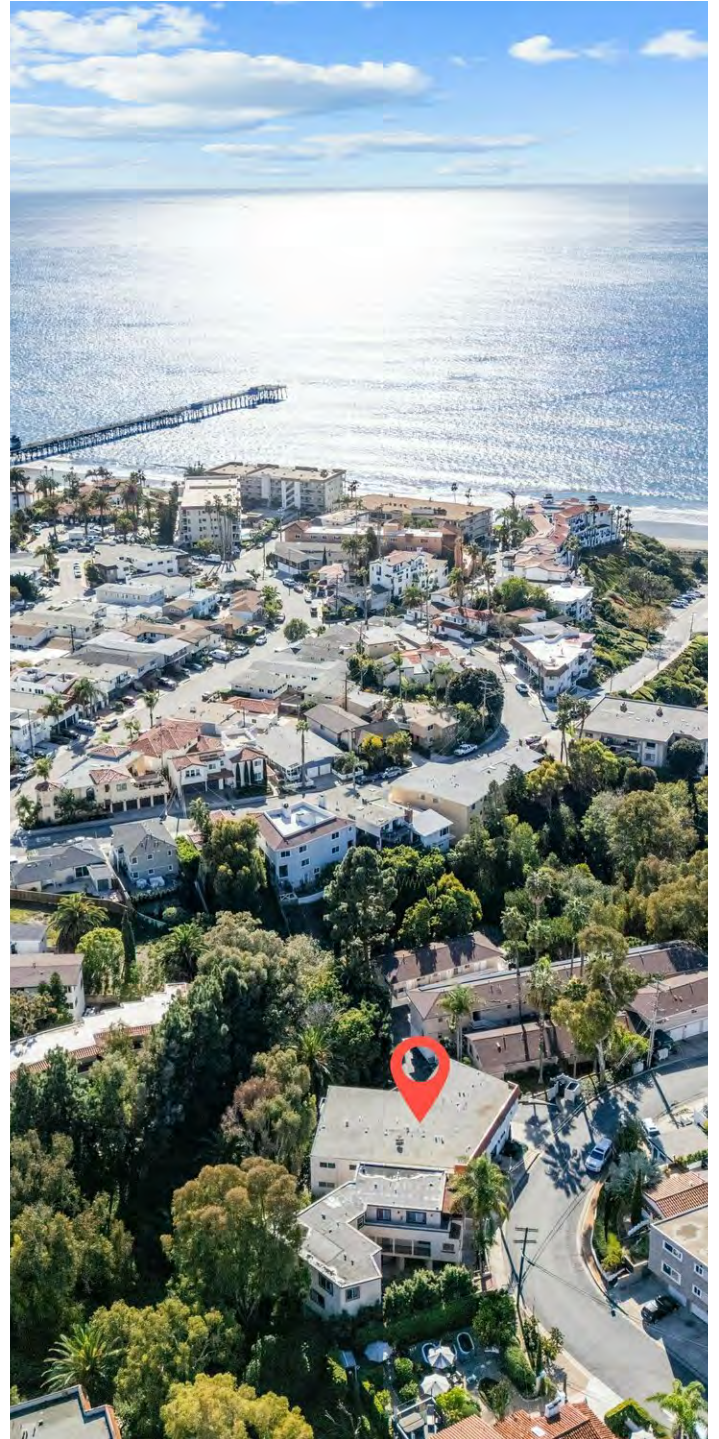
### LOCATION OVERVIEW

Discover the vibrant coastal community surrounding the property in San Clemente, CA. Nestled in the heart of the city's downtown area, this bustling neighborhood is brimming with local attractions, including the charming Avenida Del Mar with its eclectic mix of shops and restaurants. Just a short stroll away, the iconic San Clemente Pier offers stunning ocean views and recreational opportunities. The area is also home to numerous art galleries, inviting parks, and a lively social scene. For the discerning investor, this prime location presents a unique opportunity to become part of a dynamic, thriving community in Southern California.

### FINANCIAL OVERVIEW

After an initial down payment of \$1,825,000 (50%), a buyer shall obtain a New 1st Trust Deed in the amount of \$1,825,000 (50%). Said loan will have an estimated interest rate of 5.650%, 3-year fixed rate, interest only. Monthly payments of approximately \$8,592.71.

DEMOGRAPHICS	0.3 Miles	0.5 Miles	1 Mile
Total Households:	2,271	3,813	6,525
Total Population:	4,970	8,634	15,228
Average HH Income:	\$127,142	\$130,398	\$148,833



# EXECUTIVE SUMMARY

## 207 W MARQUITA

San Clemente, CA 92672



### PROPERTY OVERVIEW

Number Of Units:	7
Unit Mix:	(1) 1BR/1BA (5) 2BR/1.75BA (1) 2BR/1.5BA-TH
Year Built:	1971
Parcel Number:	058-132-11
Parking:	(7) Carports
Exterior:	Frame & Stucco
Lot Size:	10,224 SF
Net Rentable SF:	6,261 SF
Utility Metering	Individually Metered for Electricity & Gas. Owner Pays Water & Trash.
Zoning:	RM
Capital Improvements:	New Electric Sub Panels (Main Panel in Process) Newer Wall Heaters Newer Windows SB721 Compliant

### PROPERTY DESCRIPTION

Introducing 207 W Marquita, a prime investment opportunity in San Clemente. This 6,261 SF multifamily property comprised of (1) one bedroom/one bathroom unit, (5) two-bedroom/one and three quarter bathroom units, and one extremely desirable two bedroom/one and one half bathroom townhouse style unit, boasting scenic canyon vistas and a central location just 3 blocks from Avenida Del Mar. Built in 1971, this well-maintained asset features updated electrical, newer windows, and SB721 compliance. With its desirable location and first-time market listing in over 30 years, this property offers an enticing prospect for multifamily/low-rise/garden investors seeking a solid investment in the thriving San Clemente area.

### AMENITIES

- Laundry
- Ceiling Fans
- Microwaves
- Dishwashers

# SUBJECT PHOTOS

207 W MARQUITA

San Clemente, CA 92672



# SUBJECT PHOTOS

## 207 W MARQUITA

San Clemente, CA 92672



# SUBJECT PHOTOS

207 W MARQUITA

San Clemente, CA 92672



# FINANCIAL SUMMARY

## 207 W MARQUITA

San Clemente, CA 92672

<b>INVESTMENT OVERVIEW</b>	<b>CURRENT</b>	<b>MARKET</b>
Price	\$3,650,000	\$3,650,000
Price per Unit	\$521,428	\$521,428
Price per SF	\$582.97	\$582.97
Current GRM	15.18	13.25
Current CAP Rate	4.5%	5.5%
Cash-on-Cash Return	3.4%	5.3%

<b>OPERATING DATA</b>	<b>CURRENT</b>	<b>MARKET</b>
Scheduled Gross Income	\$238,800	\$273,840
Laundry	\$1,680	\$1,680
Total Gross Scheduled Income	\$240,480	\$275,520
Vacancy (3.0%)	\$7,214	\$8,265
Gross Operating Income	\$233,265	\$267,254
Operating Expenses (28.4%)	\$68,204	\$68,204
Net Operating Income	\$165,061	\$199,050

<b>FINANCING DATA</b>	<b>CURRENT</b>	<b>MARKET</b>
Down Payment (50.0%)	\$1,825,000	\$1,825,000
Loan Amount (50.0%)	\$1,825,000	\$1,825,000
Principal Reduction Annually	\$0	\$0
Debt Service Monthly	\$8,592.71	\$8,592.71
Debt Service Annually	\$103,113	\$103,113

# FINANCIAL DETAILS

## 207 W MARQUITA

San Clemente, CA 92672

### Multi-Residential Information

Property Name	No. Units	Address		City	State
	7	207 W Marquita		San Clemente	CA
Price	Cost/Unit	GRM: Current	Cap: Current	Approx. SqFt	Lot Size
\$3,650,000	\$521,429	15.18	4.5%	6,261	10,216 SF
Down Payment	Percent Down	GRM: Market	Cap: Market	Cost/SqFt	Approx. Age
\$1,825,000	50.0%	13.25	5.5%	\$582.97	1971

### Proposed Financing

1st Loan	Terms	Monthly Pmt	New / Ex / Private
\$1,825,000	New 1st Trust Deed; 3 Yr. Fixed Rate @ 5.650%, Interest Only	\$8,592.71	New

### Annualized Operating Data

Annualized Operating Data				Estimated Expenses		CURRENT
		<u>CURRENT</u> <u>RENTS</u>	<u>YEAR 1</u> <u>RENTS</u>	<u>MARKET</u> <u>RENTS</u>		
Scheduled Gross Income:		\$240,480	\$259,584	\$275,520	Property Taxes (1.00842%):	\$36,807
Less Vacancy Reserve:	3.0%	\$7,214	\$7,788	\$8,265	Special Assessments:	\$51
Gross Operating Income:		\$233,265	\$251,796	\$267,254	Insurance (\$1.50/SF):	\$9,392
Less Expenses:	28.4%	\$68,204	\$68,204	\$68,204	Utilities:	\$9,559
Net Operating Income:		\$165,061	\$183,592	\$199,049	Maintenance & Repairs (4%):	\$9,330
Less Loan Payments:		\$103,113	\$103,113	\$103,113	Contract Services:	\$2,565
Gross Spendable Income:		\$61,948	\$80,480	\$95,936	Admin./Misc.:	\$500
Cash on Cash Return:		3.4%	4.4%	5.3%	Total Expenses:	\$68,204
Cap Rate:		4.5%	5.0%	5.5%	Expenses as % of SGI:	28.4%
Gross Rent Multiplier:		15.18	14.06	13.25	Expenses /Unit/Yr:	\$9,743
					Expenses /SF/Yr:	\$10.89

### Scheduled Income

No. Units	No. Bdrms/Baths	Approx. Sq.Ft.	<u>Current</u> Rents	<u>Year 1</u> Rents	<u>Market</u> Rents	
			Mo. Rent/Unit	Mo. Rent/Unit	Mo. Rent/Unit	
(1)	1BR/1BA	700	\$2,350	\$2,350	\$2,750	
(5)	2BR/1.75BA	900	\$2,900-\$3,100	\$14,725	\$3,295	
(1)	2BR/1.5BA-TH	1,061	\$2,825	\$2,825	\$3,595	
			Monthly SGI:	\$19,900	\$21,492	\$22,820
			Laundry:	\$140	\$140	\$140
			Annual SGI:	\$240,480	\$259,584	\$275,520
			Utilities Paid By			
			Owner: Water & Trash			

The above information has been obtained from sources we believe to be reliable, but we do not accept responsibility for its correctness

# INCOME & EXPENSES

## 207 W MARQUITA

San Clemente, CA 92672

<b>INCOME SUMMARY</b>	<b>CURRENT</b>	<b>PER UNIT</b>
Rental Income	\$238,800	\$34,114
Laundry Income	\$1,680	\$240
<b>SCHEDULED GROSS INCOME</b>	<b>\$240,480</b>	<b>\$34,354</b>

<b>EXPENSE SUMMARY</b>	<b>CURRENT</b>	<b>PER UNIT</b>
Property Taxes (1.00842%)	\$36,807	\$5,258
Special Assessments	\$51	\$7
Insurance (\$1.50/SF)	\$9,392	\$1,341
Utilities	\$9,559	\$1,365
Maintenance & Repairs (4%)	\$9,330	\$1,332
Contract Services	\$2,565	\$366
Admin./Misc.	\$500	\$71
<b>GROSS EXPENSES</b>	<b>\$68,204</b>	<b>\$9,743</b>

# RENT ROLL

## 207 W MARQUITA

San Clemente, CA 92672

UNIT NUMBER	UNIT TYPE	CURRENT RENT	MARKET RENT
1	2BR / 1.5BA-TH	\$2,825	\$3,595
2	1BR / 1BA	\$2,350	\$2,750
3	2BR / 1.75BA	\$2,900	\$3,295
4	2BR / 1.75BA	\$2,925	\$3,295
5	2BR / 1.75BA	\$3,100	\$3,295
6	2BR / 1.75BA	\$2,900	\$3,295
7	2BR / 1.75BA	\$2,900	\$3,295
Totals		\$19,900	\$22,820

# RENT COMPARABLES

## 207 W MARQUITA

San Clemente, CA 92672



**★ SUBJECT PROPERTY**

207 W Marquita | San Clemente, CA 92672

No. Units: 7  
Year Built: 1971

UNIT TYPE	RENT
1BR/1BA	\$2,350
2BR/1.75BA	\$2,900-\$3,100
2BR/1.5BA-TH	\$2,825

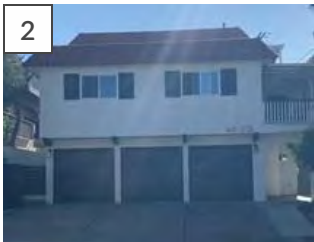


1

244 W Canada | San Clemente, CA 92672

No. Units: 3  
Year Built: 1973

UNIT TYPE	RENT
2BR/2BA	\$3,800



2

205 W Escalones | San Clemente, CA 92672

No. Units: 4  
Year Built: 1971

UNIT TYPE	RENT
2BR/1.5BA	\$3,399



3

312 Avenida Madrid | San Clemente, CA 92672

No. Units: 3  
Year Built: 1951

UNIT TYPE	RENT
2BR/1BA	\$3,400

# RENT COMPARABLES

## 207 W MARQUITA

San Clemente, CA 92672



4

318 W Avenida Palizada | San Clemente, CA 92672

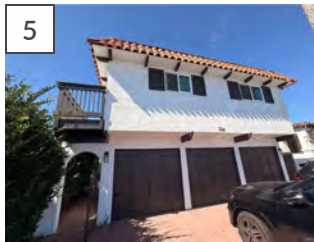
No. Units: 3  
Year Built: 1956

UNIT TYPE

2BR/1BA

RENT

\$3,550



5

214 Avenida Rosa | San Clemente, CA 92672

No. Units: 3  
Year Built: 1970

UNIT TYPE

2BR/1BA

RENT

\$3,400



6

207 Mariposa | San Clemente, CA 92672

No. Units: 4  
Year Built: 1969

UNIT TYPE

1BR/1BA

RENT

\$2,700



7

224 W. Marquita | San Clemente, CA 92672

No. Units: 4  
Year Built: 1948

UNIT TYPE

1BR/1BA

RENT

\$2,750

# RENT COMPARABLES

## 207 W MARQUITA

San Clemente, CA 92672



242 W Canada | San Clemente, CA 92672

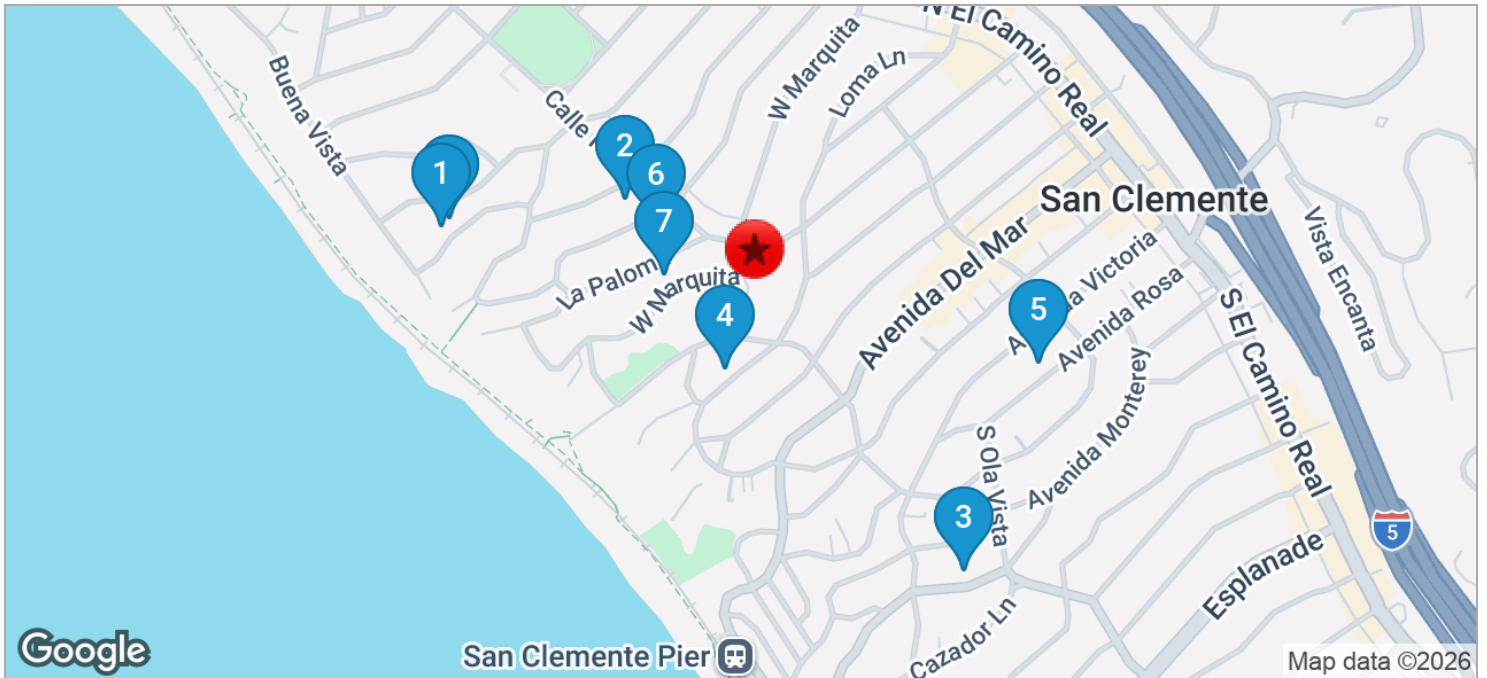
No. Units: 4  
Year Built: 1965

UNIT TYPE

1BR/1BA

RENT

\$2,775



# SALE COMPARABLES

## 207 W MARQUITA

San Clemente, CA 92672



### ★ SUBJECT PROPERTY

207 W Marquita | San Clemente, CA 92672

			UNITS	UNIT TYPE	
No. Units:	7	List Price:	\$3,650,000	(1)	1BR/1BA
Year Built:	1971	Current Cap:	4.5%	(5)	2BR/1.75BA
Price / Unit:	\$521,429	Market Cap:	5.5%	(1)	2BR/1.5BA-TH
Price PSF:	\$582.97	Current GRM:	15.18		
		Market GRM:	13.25		



1

244-248 W. Escalones | San Clemente, CA 92672

			UNITS	UNIT TYPE	
No. Units:	7	Sold Price:	\$4,162,000	(1)	Studio (ADU)
Year Built:	1965	Price PSF:	\$820.75	(1)	Studio
Price / Unit:	\$594,571	Current CAP:	4.5%	(4)	1BR/1BA
Closed:	10/2025	Current GRM:	15.96	(1)	3BR/2.5BA-SFR



2

27512 Del Gado Road | San Clemente, CA 92672

			UNITS	UNIT TYPE	
No. Units:	11	Sold Price:	\$5,300,000	(4)	1BR/1BA
Year Built:	1953	Price PSF:	\$451.99	(3)	2BR/2BA
Price / Unit:	\$481,818	Current CAP:	4.26%	(1)	3BR/2BA
Closed:	09/2025	Current GRM:	14.53	(3)	3BR/2.5BA-TH



3

119 Coronado Lane | San Clemente, CA 92672

			UNITS	UNIT TYPE	
No. Units:	6	Sold Price:	\$4,000,000	(4)	1BR/1BA
Year Built:	1951	Price PSF:	\$860.96	(2)	2BR/1BA
Price / Unit:	\$666,666	Current CAP:	3.91%		
Closed:	09/2025	Current GRM:	16.96		

# SALE COMPARABLES

## 207 W MARQUITA

San Clemente, CA 92672



244 W. Avenida Palizada   San Clemente, CA 92672		UNITS	UNIT TYPE
No. Units:	6	Sold Price:	\$2,335,000 (1) Studio
Year Built:	1960	Price PSF:	\$718.68 (4) 1BR/1BA
Price / Unit:	\$389,166	Current CAP:	4.16% (1) 2BR/1BA
Closed:	02/2025	Current GRM:	15.49



415 Monterey Lane   San Clemente, CA 92672		UNITS	UNIT TYPE
No. Units:	6	Sold Price:	\$3,300,000 (1) Studio
Year Built:	1986	Price PSF:	\$529.44 (4) 1BR/1BA
Price / Unit:	\$550,000	Current CAP:	4.68% (1) 3BR/3BA
Closed:	01/2025	Current GRM:	15.03



239 Avenida Pelayo   San Clemente, CA 92672		UNITS	UNIT TYPE
No. Units:	6	Sold Price:	\$3,400,000 (4) 2BR/1BA
Year Built:	1965	Price PSF:	\$547.33 (1) 2BR/1.5BA
Price / Unit:	\$566,666	Current CAP:	5.22% (1) 2BR/2BA
Closed:	01/2025	Current GRM:	14.17




1519 Buena Vista   San Clemente, CA 92672		UNITS	UNIT TYPE
No. Units:	5	Sold Price:	\$4,800,000 (1) 1BR/1BA
Year Built:	1959	Price PSF:	\$1,048.72 (2) 2BR/1BA
Price / Unit:	\$960,000	Current CAP:	2.7% (2) 2BR/2BA
Closed:	02/2024	Current GRM:	22.86



# SALE COMPARABLES SUMMARY

## 207 W MARQUITA

San Clemente, CA 92672

SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	CAP	GRM	# OF UNITS
 207 W Marquita San Clemente, CA 92672	\$3,650,000	6,261 SF	\$582.97	\$521,429	4.52%	15.18	7

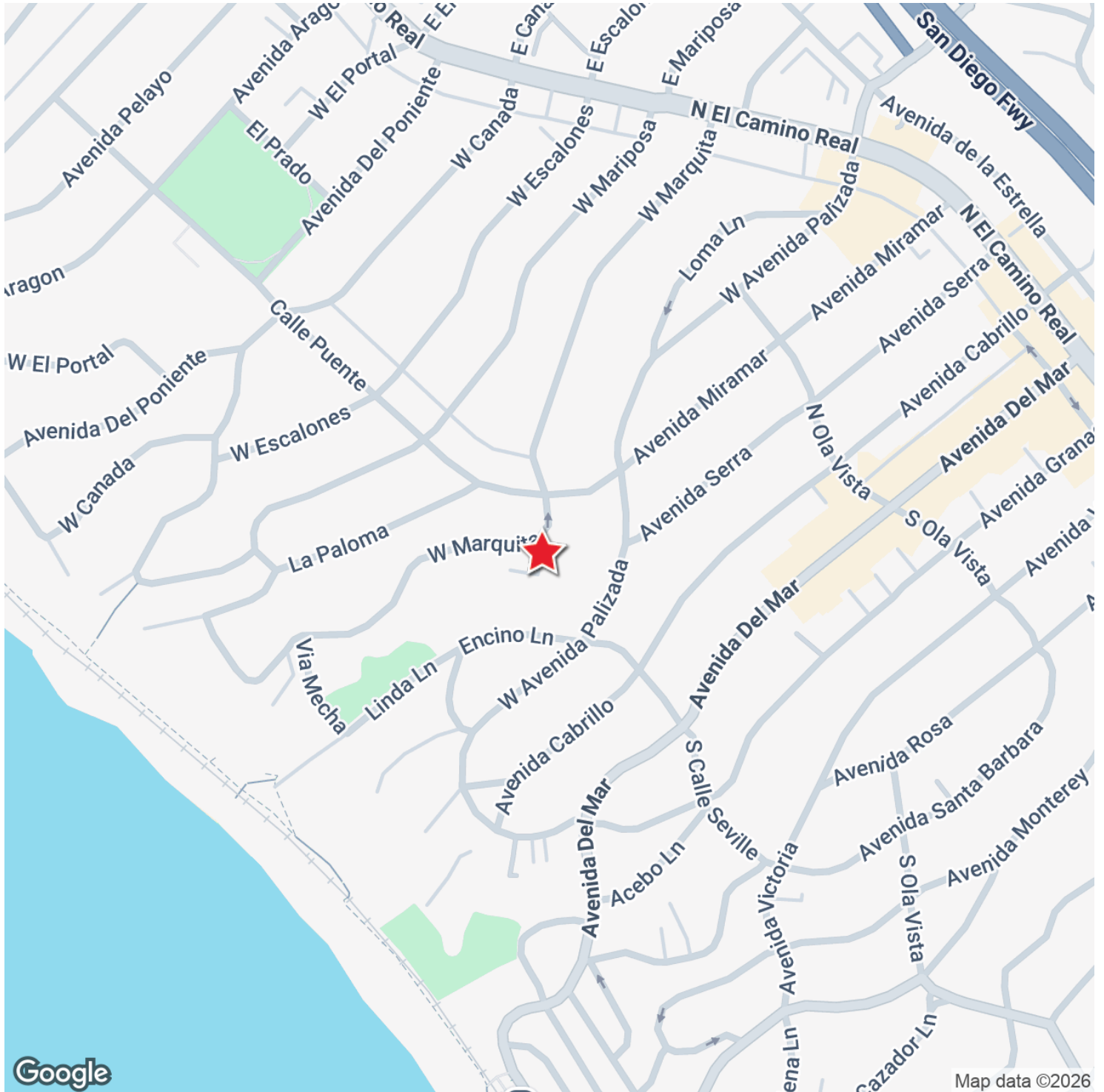
SALE COMPS	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	CAP	GRM	# OF UNITS	CLOSE
1 244-248 W. Escalones San Clemente, CA 92672	\$4,162,000	5,071 SF	\$820.75	\$594,571	4.5%	15.96	7	10/24/2025
2 27512 Del Gado Road San Clemente, CA 92672	\$5,300,000	11,726 SF	\$451.99	\$481,818	4.26%	14.53	11	09/29/2025
3 119 Coronado Lane San Clemente, CA 92672	\$4,000,000	4,646 SF	\$860.96	\$666,666	3.91%	16.96	6	09/08/2025
4 244 W. Avenida Palizada San Clemente, CA 92672	\$2,335,000	3,249 SF	\$718.68	\$389,166	4.16%	15.49	6	02/19/2025
5 415 Monterey Lane San Clemente, CA 92672	\$3,300,000	-	-	\$550,000	4.68%	15.03	6	01/07/2025
6 239 Avenida Pelayo San Clemente, CA 92672	\$3,400,000	6,211 SF	\$547.42	\$566,666	5.22%	14.17	6	01/01/2025
7 1519 Buena Vista San Clemente, CA 92672	\$4,800,000	4,577 SF	\$1,048.72	\$960,000	2.7%	22.86	5	02/14/2024
8 1531 Buena Vista San Clemente, CA 92672	\$4,595,000	7,043 SF	\$652.42	\$919,000	3.83%	18.23	5	On Market
9 313 Acebo Lane San Clemente, CA 92672	\$4,600,000	5,543 SF	\$829.88	\$657,142	3.54%	19.31	7	On Market

	PRICE	BLDG SF	PRICE/SF	PRICE/UNIT	CAP	GRM	# OF UNITS
TOTALS/AVERAGES	\$4,054,667		\$674.88	\$618,089	4.09%	16.95	6.56

# LOCATION MAP

## 207 W MARQUITA

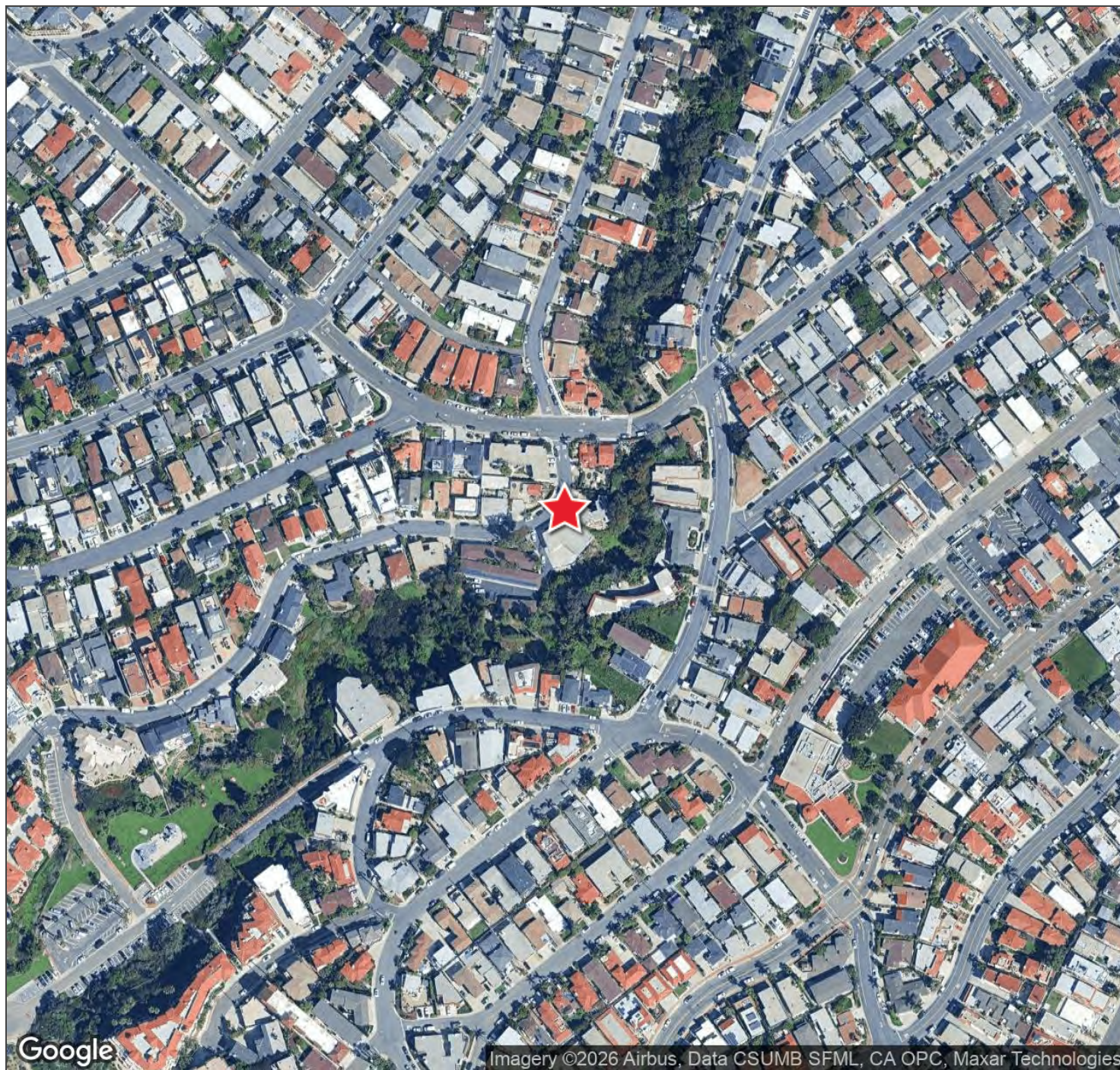
San Clemente, CA 92672



# AERIAL MAP

207 W MARQUITA

San Clemente, CA 92672



# RETAILER MAP

## 207 W MARQUITA

San Clemente, CA 92672

