

FOR SALE

APPROVED FINAL MAP FOR 18 SINGLE FAMILY LOTS
POTENTIAL RE-ENTITLEMENT FOR UP TO 56 UNITS



CONTACT US

ERIN MCKINLEY

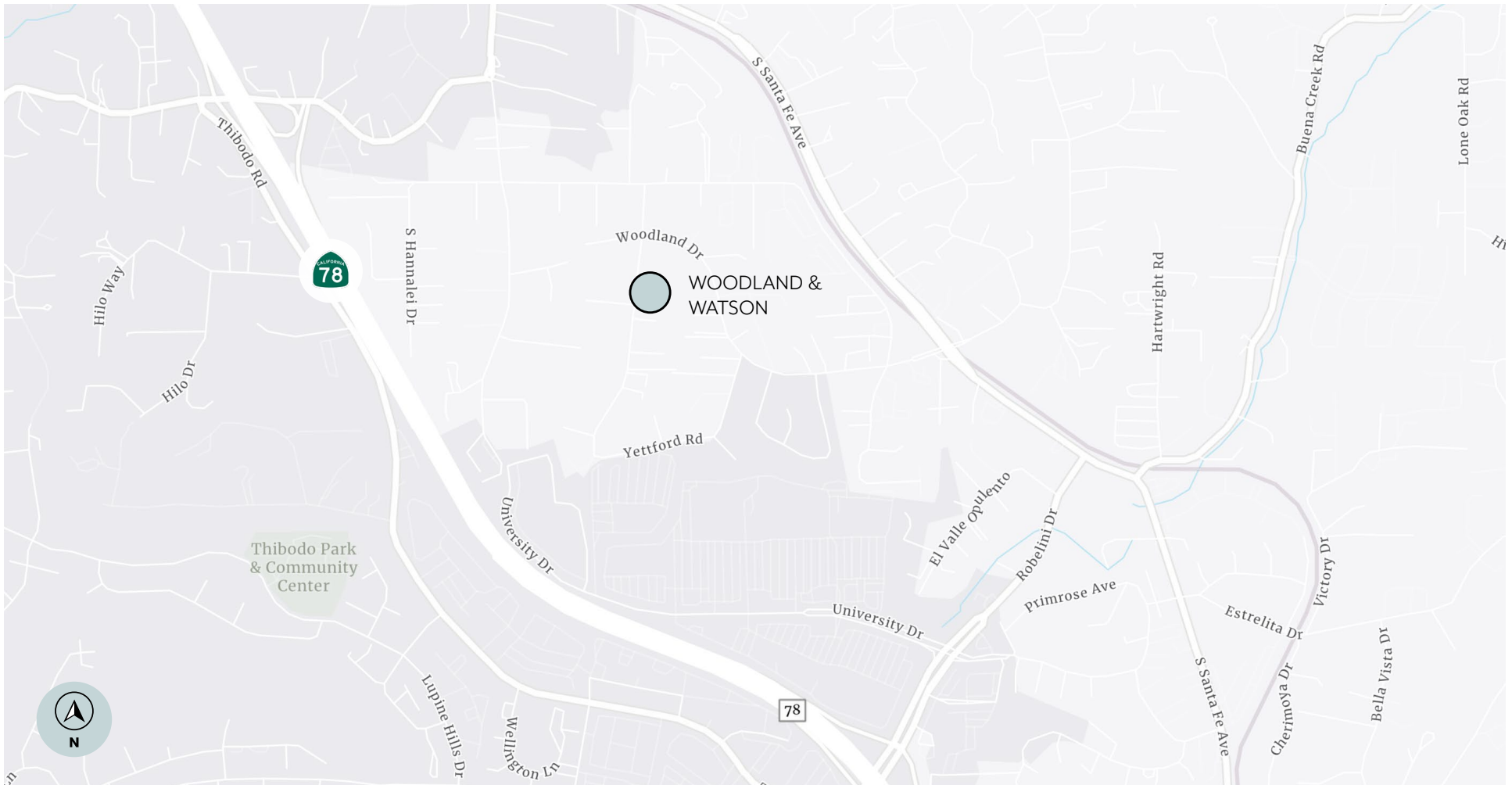
858 945 8227
Lic. No. 01939372
erin.mckinley@colliers.com

DAVID SANTISTEVAN

619 994 8896
Lic. No. 00913491
david.santistevan@colliers.com

CIARA TRUJILLO

949 279 0685
Lic. No. 01800279
ciara.trujillo@colliers.com



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PROPERTY OVERVIEW

EXECUTIVE SUMMARY

The Woodland & Watson property is a 3.71 gross acre site with a Final Map in a ready to record condition for 18 single-family lots averaging 6,000 SF. Sellers would prefer a quicker close, however Buyers should also consider the untapped density calculated with the existing land use designation in combination with CA State Density Bonus which could achieve up to 56 total units. The property is not within a fire hazard zone which opens the door to attached townhome product.

APN	ACRES	SQ FT
183-131-23-00	1	43,560
183-131-24-00	1.19	51,836
183-131-25-00	1.14	49,658
183-131-26-00	0.38	16,395
TOTAL	3.71	161,449

Location	Southeast corner of Woodland Dr. & Watson Way Vista, CA 92083
APN	See table to the left
Acreage	3.71 gross acres (3.51 net acres)
Property Description	Vacant undeveloped land
Access	Public streets Woodland Dr. & Watson Way
Municipality	County of San Diego (Vista)
Zoning	Rs min. 6,000 SF lots
General Plan	Village Residential Vr. 7.3 7.3 du/acre
Utility Districts	Vista Irrigation District Buena Sanitation Maintenance District (L&I)
Habitat	Urban/developed with the potential for some non-native grassland. Not within MSCP
School District	Vista Unified
Adjacent Uses	Single-Family Residential
Fire	Not in a fire severity zone Vista Fire Protection District
Building Type	"C" Single-Family
Height	"G" 35' / 2 stories
Setbacks	"H" More Info

APPROVED PROJECT INFORMATION

EXECUTIVE SUMMARY

PROJECT FILES

Current approved entitlements are for an 18-lot map with average lot sizes of 6,000 SF. The Final Map is signed and ready to record.

Entitlements	Approved Tentative Map Grading & Improvement Plans ready to pull Final Map ready to record
Potential Product Type	Single-Family Lots
Potential Units / Lots Yield	18 Lots
Average Lot Size	Average 6,000 SF lots
Estimated Development Impact Fees Per Unit	Apx Detached Fees: \$39,655.80 Apx Attached Fees: \$41,062.80
Notable Conditions	New sewer main in woodland drive along project Frontage (8") Undergrounding of overhead lines

POTENTIAL RE-ENTITLEMENT OPPORTUNITY

The property could be re-entitled utilizing California State Density Bonus for up to 56 potential units, equating to a density of approximately 15 du/acre. Forty-eight units would be Market Rate, 4 units would be at Moderate, and 4 units would be at Very-Low Income. The units would be considered "Single-Family Attached" in order to comply with the current building type designation of "Single-Family". HCD has confirmed that it is regular practice to utilize density bonus to create zero lot lines in order to plot the calculated density.

WOODLAND DRIVE & WATSON WAY | SITE PLAN



ESTIMATED FEES

DETACHED

LOCATION	County of San Diego (North County Metro)
NUMBER OF UNITS	18
ACRES	3.71
PRODUCT TYPE	Detached Single Family
NUMBER OF BLDGS	18
PRODUCT SQ FT	2,200

FEE TYPE	PER UNIT COST
Sewer - Annexation & Capacity Fee <i>Buena Sanitation Dist. Per EDU</i>	\$8,391.23
Water Capacity / Installation / Meter Fee 3/4" <i>Vista Irrigation</i>	\$9,798.00
SDCWA Water System + Treatment 3/4"	\$6,683.00
School Fee <i>Vista Unified \$4.08 PSF</i>	\$8,160.00
Park Fee (CFD Financible portion) <i>POTENTIAL TO BE COVERED BY CFD</i> <i>(Parkland dedication requirement 376.36 SF per du)</i>	\$8,771.00
Park Fee (Admin Fee not eligible for CFD) <i>\$241 Administration Fee</i> <i>(not eligible for CFD coverage)</i>	\$241.00
Drainage Fee <i>North County Metro \$0.34 PSF</i>	\$680.00
Fire Mitigation Fee 2026 <i>North County Fire Protection District \$1.22 SF</i>	\$2,440.00
TIF Fee (State) <i>Village - North County Metro - Single Family</i> <i>(Not eligible for CFD coverage)</i>	\$215.00
TIF Fee (Regional & Local) <i>POTENTIAL TO BE COVERED BY CFD</i> <i>Village - North County Metro - Single Family</i>	\$1,747.00
SANDAG RTCIP <i>Sweetwater</i>	\$3,047.57
PER MARKET RATE UNIT TOTAL	\$50,173.80
TOTAL POTENTIAL CFD CREDIT PER UNIT	\$10,518.00
PER UNIT TOTAL WITH CFD CREDIT	\$39,655.80

ESTIMATED FEES

ATTACHED

LOCATION	County of San Diego (North County Metro)
NUMBER OF UNITS	56
ACRES	3.71
PRODUCT TYPE	Attached 3-Story Towns
NUMBER OF BLDGS	7
PRODUCT SQ FT	1,600

FEE TYPE	PER UNIT COST
Sewer - Annexation & Capacity Fee <i>Buena Sanitation Dist. Per EDU</i>	\$8,391.23
Water Capacity / Installation / Meter Fee 3/4" <i>Vista Irrigation</i>	\$9,798.00
SDCWA Water System + Treatment 3/4"	\$6,683.00
School Fee <i>Vista Unified \$4.08 PSF</i>	\$8,976.00
Park Fee (CFD Financeable Portion) <i>POTENTIAL TO BE COVERED BY CFD</i> <i>(Parkland dedication requirement 376.36 SF per du)</i>	\$8,771.00
Park Fee (Admin Fee not eligible for CFD) <i>\$241 Administration Fee</i> <i>(Not eligible for CFD coverage)</i>	\$241.00
Drainage Fee <i>North County Metro \$0.34 psf</i>	\$748.00
Fire Mitigation Fee 2026 <i>North County Fire Protection District \$1.22 SF</i>	\$2,684.00
TIF Fee (State) <i>Village - North County Metro - Single Family</i> <i>(Not eligible for CFD coverage)</i>	\$494.00
TIF Fee (Regional & Local) <i>POTENTIAL TO BE COVERED BY CFD</i> <i>Village - North County Metro - Single Family</i>	\$1,747.00
SANDAG RTCIP <i>Sweetwater</i>	\$3,047.57
PER MARKET RATE UNIT TOTAL	\$51,580.80
TOTAL POTENTIAL CFD CREDIT PER UNIT	\$10,518.00
PER UNIT TOTAL WITH CFD CREDIT	\$41,062.80



Carlsbad



Oceanside



Watson Way

Woodland Dr

S Santa Fe Ave

NORTH-FACING AERIAL

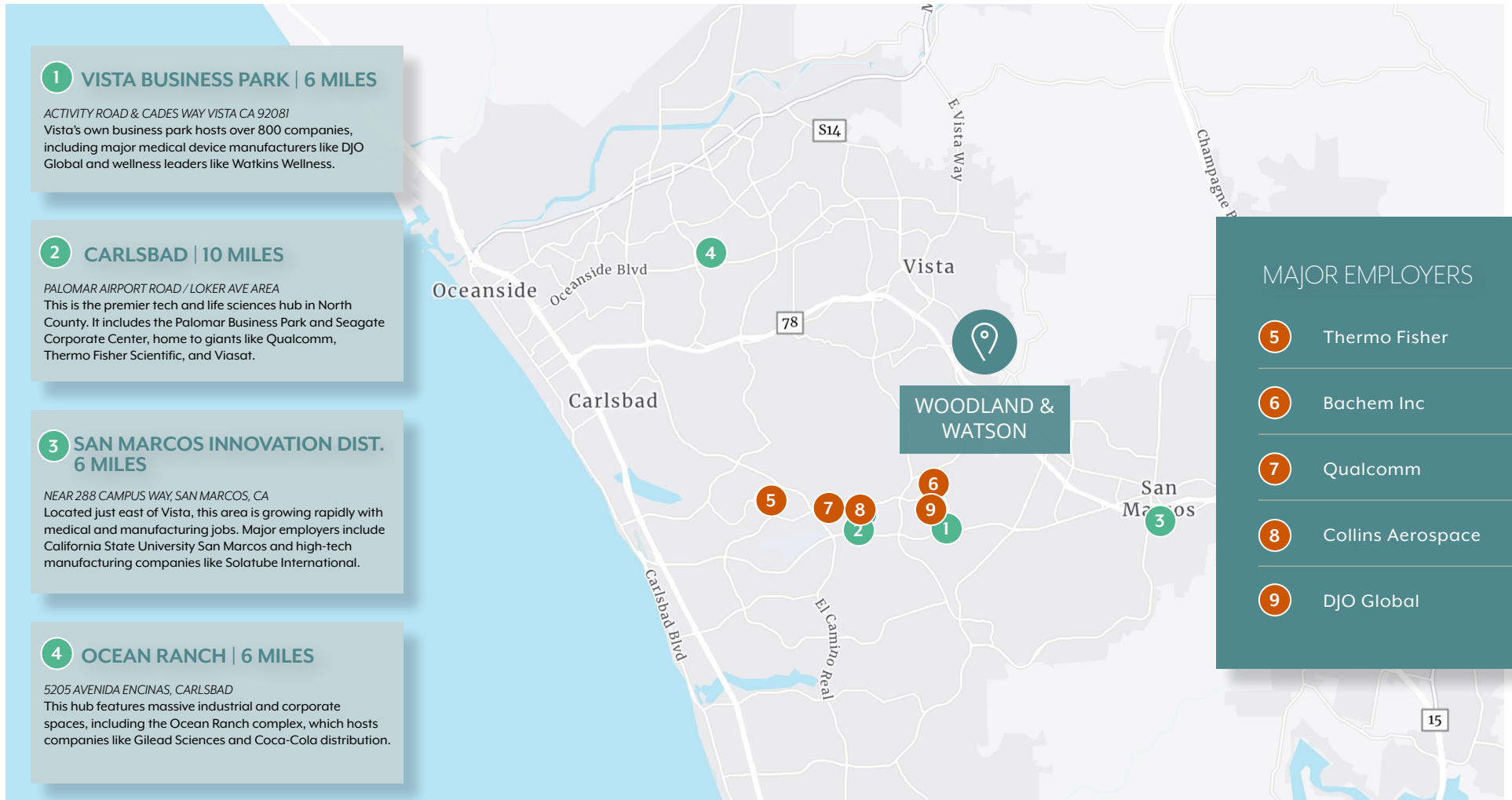


San Marcos



SOUTH-FACING AERIAL

EMPLOYMENT CENTERS & TRAVEL TIMES



VISTA, CA

Vista is centrally located near several of North County San Diego's major "high-paying" hubs, particularly in the tech, biotech, and healthcare sectors.

DRIVE MILES

7 Miles to Palomar Airport

11 Miles to Legoland & Carlsbad Outlets

12 Miles to Carlsbad Beaches

ATTACHED RESALE COMPARABLES

#	Address	Zip	Bed	Bath	Year Built	Sale Date	Sale Price	SF	Price Per SF	Monthly HOA Fees	Community Master Plan	Housing Type
1	901 La Tierra Drive	92078	2	2	1974	6/13/2025	\$980,000	1,433	\$683.88	\$0		Twin Home
2	1638 La Tierra Lane	92078	3	2	1971	2/27/2026	\$880,000	1,313	\$670.22	\$0		Twin Home
3	1897 Chaparral Drive	92081	2	2	1986	4/30/2025	\$808,000	1,231	\$656.38	\$282	Shadowridge Greens	Twin Home
4	1974 Spyglass Circle	92081	3	2	1989	4/28/2025	\$925,000	1,480	\$625.00	\$250	Shadowridge Sunrise	Twin Home
5	1970 Spyglass Circle	92081	2	2	1989	3/21/2025	\$890,000	1,480	\$601.35	\$250	Shadowridge Sunrise	Twin Home
6	1626 La Tierra Lane	92078	3	2	1971	11/10/2025	\$835,000	1,520	\$549.34	\$0		Twin Home
7	1862 Key Largo	92081	3	3	1991	5/30/2025	\$825,000	1,518	\$543.48	\$419	Calypso	Twin Home
8	1035 Potomac Lane	92081	3	3	2024	3/27/2025	\$846,990	1,576	\$537.43	\$447	Soltaire	Town Home
9	1042 Arrowood Trail	92081	3	3	2023	3/14/2025	\$849,000	1,627	\$521.82	\$447	Soltaire	Town Home
Averages							\$870,999	1,464	\$598.77			

COMPARABLE HIGHLIGHTS



901 LA TIERRA DRIVE

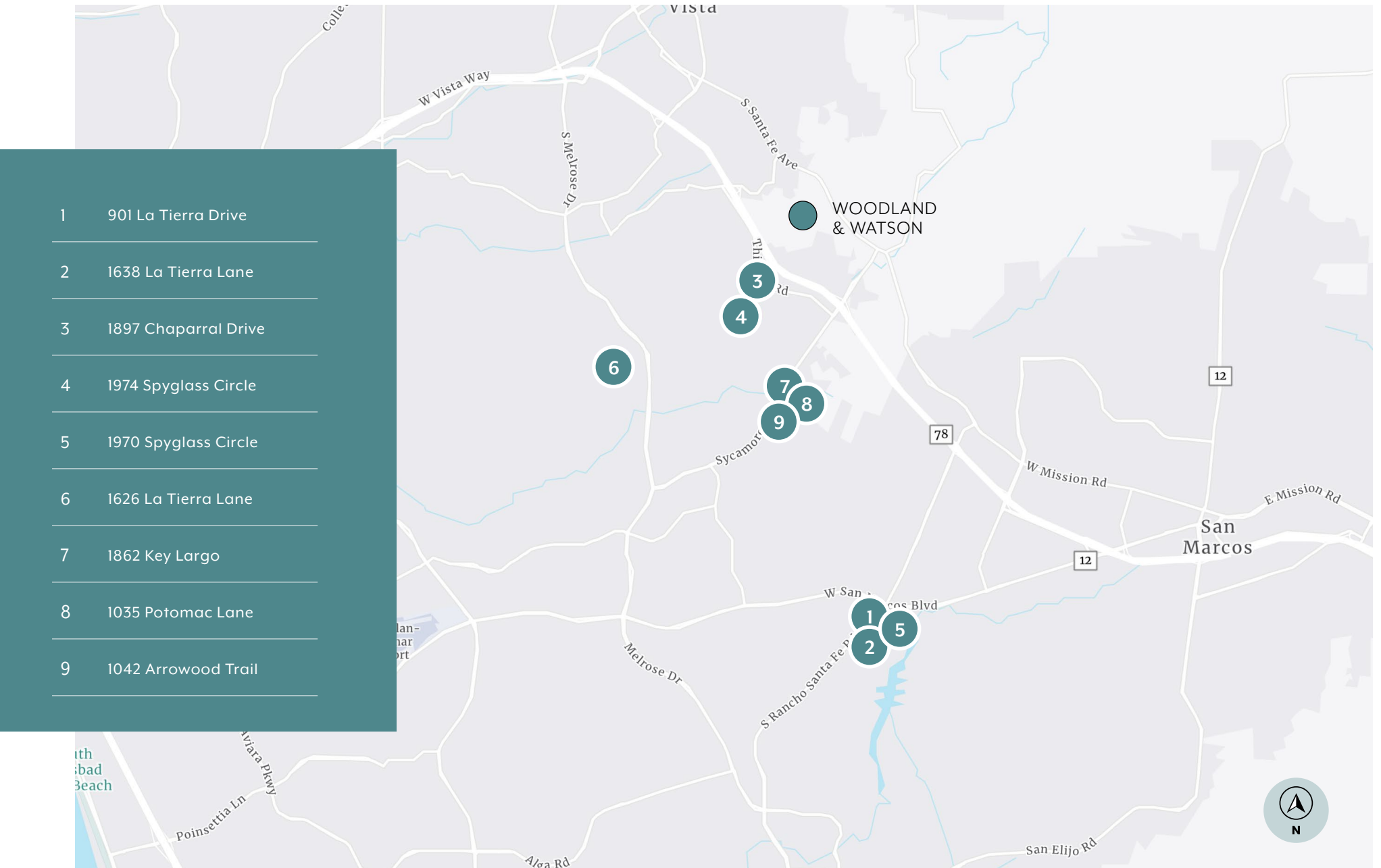


1638 LA TIERRA LANE



1974 SPYGLASS CIRCLE

ATTACHED RESALE COMPARABLES MAP



DETACHED RESALE COMPARABLES

#	Address	Bed	Bath	Year Built	Sale Date	Sale Price	SQ FT	Price Per SQ FT	Lot Size
1	1109 Countrywood Lane	4	3	1982	11/12/2025	\$1,595,000	2,833	\$563.01	8,638
2	2424 Alta Vista Drive	4	3	1960	6/2/2025	\$1,150,000	2,118	\$542.97	10,200
3	818 Brookdale Drive	4	3	2020	5/15/2025	\$1,100,000	2,042	\$538.69	2,943
4	860 Arbor Glen Lane	3	3	2011	5/6/2025	\$1,030,000	2,004	\$513.97	3,948
5	1820 Goldenrod Lane	4	3	1986	4/28/2025	\$1,450,000	2,833	\$511.82	10,285
6	839 Brookdale Drive	4	3	2020	11/21/2025	\$1,040,000	2,042	\$509.30	3,183

COMPARABLE HIGHLIGHTS



1109 COUNTRYWOOD LN



2424 ALTA VISTA DR



818 BROOKDALE DR



DETACHED NEW HOME COMPARABLES

#	Name	Builder	City	Stage	Absorption Per Mo.	Lot Size	Home Size (SF)	Price Range	Units	Units Sold	Units Sold
1	Ridgeview	KB	San Marcos	Sold Out Dec. 2025	1.77	9,000 SF	2,274-2,926	\$1.33M - \$1.9M	80	80	0
2	Hill District / Apex	Lennar	San Marcos	Active	2.93	Det. Condo	2,417-2,572	\$1.1M - \$1.25M	43	35	8
3	Miravar	Tripointe	Vista	Upcoming	tbd	3,150 SF	2,321-2,435	\$1.14M - \$1.19M	34	0	34
4	Melrose Pointe	New Pointe	Vista	Upcoming	tbd	3,500 - 5600 SF	2,442	\$1.22M - \$1.3M	15	0	15
5	N River Farms / Cypress	Lennar	Oceanside	Active	2.99	4,000 SF	2,265 - 2,490	\$955K - \$1M	60	49	11
6	N River Farms / Magnolia	Lennar	Oceanside	Active	4.66	5,500 SF	2,928-3,494	\$1.01M - \$1.23M	119	66	53
7	N River Farms / Mahogany	Lennar	Oceanside	Active	2.41	6,600 SF	3,209-3,866	\$1.28M - \$1.3M	65	34	31
8	N River Farms / Monarch	Lennar	Oceanside	Active	4.41	8,400 SF	3,335-4,764	\$1.4M - \$1.55M	91	54	37
9	N River Farms / Monterey	Lennar	Oceanside	Active	3.74	5,000 SF	2,490-3,076	\$997K - \$1.19M	60	49	11

COMPARABLE HIGHLIGHTS



RIDGEVIEW



HILL DISTRICT / APEX



MIRAVAR



MELROSE POINTE



N RIVER FARMS CYPRESS



N RIVER FARMS MAGNOLIA



ATTACHED NEW HOME COMPARABLES

#	Name	Builder	City	Absorption Per Mo.	Status	Product Type	Home Size	Price Range	Units	Units Sold	Units Remaining
1	Element at Hill District	Lennar	San Marcos	3.16	Active	3-Story Towns	1,793-2,324 SF	\$695,900-\$780,900	147	43	104
2	Radius at Hill District	Lennar	San Marcos	2.92	Active	3-Story Towns	1,615-2,062 SF	\$839,900-\$959,900	128	40	88
3	Cielo	Meritage	San Marcos	4.04	Active	3-Story Towns	1,215-1,781 SF	\$679,000-\$769,000	120	43	77
4	Amplitude	Shea	San Marcos	2.52	Active	3-Story Towns	1,504-1,895 SF	\$784,000-\$870,640	158	35	123
5	Peak 59	Shea	San Marcos	1.24	Active	3-Story Towns	1,793-2,324 SF	\$978,775-\$1,104,168	48	16	32
6	ReVel	Shea	San Marcos	2.64	Active	2-Story Towns	1,292-1,661 SF	\$738,900-\$839,900	91	37	54

COMPARABLE HIGHLIGHTS



ELEMENT



RADIUS



PEAK 59



CIELO



AMPLITUDE



REVEL



VISTA, CA

Living in Vista, CA, offers a unique blend of a “small-town” community feel, with an active arts and brewery culture, and a prime North County location just 7 miles from the ocean. Vista offers the ideal microclimate with a “happy medium”—inland enough to avoid constant coastal fog (the marine layer) but close enough to catch cool ocean breezes that keep temperatures milder than neighboring Escondido.



Lifestyle

Vista famously has more breweries per capita than any other city in the U.S. Local favorites like Belching Beaver Brewery, Pure Project, and Mother Earth Brew Co. anchor a thriving craft beer scene and necessary stops along the “Hops Highway.” For arts fans the Moonlight Amphitheatre, a state-of-the-art outdoor venue in Brengle Terrace Park, is a major draw, hosting high-quality Broadway musicals and concerts under the stars. A quiet day could also be spent wandering the Alta Vista Botanical Gardens, a serene spot featuring rare plants, sculptures, and an interactive children’s area. Vista also offers families many places to enjoy from the Vista Farmer’s market, one of the oldest in the County, held Saturday mornings at the County Courthouse with over 100 vendors, or more active fun at Boomers and The Wave Waterpark with rides, games, and places to get their wiggles out.

Transportation

Vista’s central location provides quick access to Highway 78, making commutes to nearby employment hubs or a 15-minute drive to the beach very manageable. Vista offers centralized transportation hubs at the Vista Transit Center & Downtown Vista creating connection points for both the Sprinter hybrid rail and multiple Breeze Bus routes. The Sprinter offers a quick 23-minute trip to Oceanside while the Breeze system connects Vista to neighboring San Marcos, Escondido, and Carlsbad.

Growth & Future Potential

The City of Vista has been working to transform Downtown Vista into a premier destination by supporting public-private partnerships and establishing a formal Arts Culture District. Strategic collaborations have revitalized the Vista Village area, integrating local favorites like Little Cakes with neighborhood staples like the Belching Beaver Tavern & Grill to boost the local economy. The City is also continually investing in local improvements such as adding protected bike lanes and improving lighting to prioritize the safety. Just a few years back the City invested over \$30 million dollars in a project that transformed nearly a mile of South Santa Fe Ave. into a pedestrian-friendly district with undergrounding of utilities, wide sidewalks, and public art.

OFFERING GUIDELINES

PRICE

No stated price. The Buyer is requested to base their offer upon a price they can support. Please provide both a finished unit price and a residual unit price in your offer.

DEPOSIT

Upon acceptance of an offer, the selected Buyer shall deposit \$50,000 to open the escrow. Upon the successful completion of the Due Diligence period, the Buyer shall increase the deposit to 10% of the purchase price. The deposit shall become non-refundable and be released by escrow to Seller.

OFFERS DUE

All offers shall be submitted by **TUESDAY MAY 12, 2026**

Submit Offers to:

Erin McKinley & Ciara Trujillo
c/o Colliers International
4350 La Jolla Village Drive, Suite 500
San Diego, CA 92122
erin.mckinley@colliers.com
ciara.trujillo@colliers.com

DUE DILIGENCE

Buyer shall have sixty (60) days from the acceptance of the Letter of Intent to complete their due diligence.

ESCROW

Escrow shall be opened at the San Diego office of First American Title Company.

CLOSE

Seller will consider offers based on closing sixty (60) days after the approval the Due Diligence Period.

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**WOODLAND
& WATSON
VISTA, CA**

CONTACT

ERIN MCKINLEY

Vice President
Lic No: 01939372
858 945 8227
erin.mckinley@colliers.com

DAVID SANTISTEVAN

Senior Executive Vice President
Lic No: 00913491
619 994 8896
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CIARA TRUJILLO

Senior Vice President
Lic No: 01800279
949 279 0685
ciara.trujillo@colliers.com

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