

2064 S. MAIN STREET

Santa Ana, CA 92707



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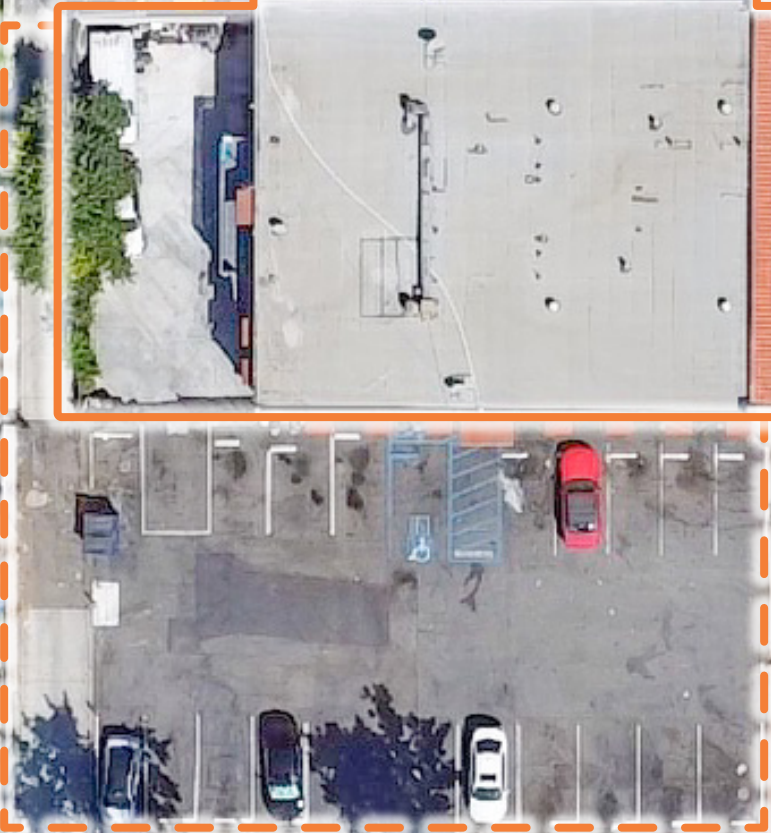
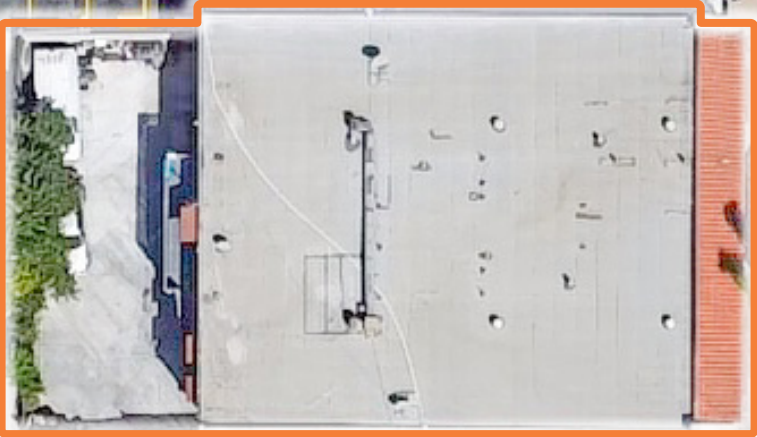
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MAIN STREET

W ST GERTRUDE PLACE



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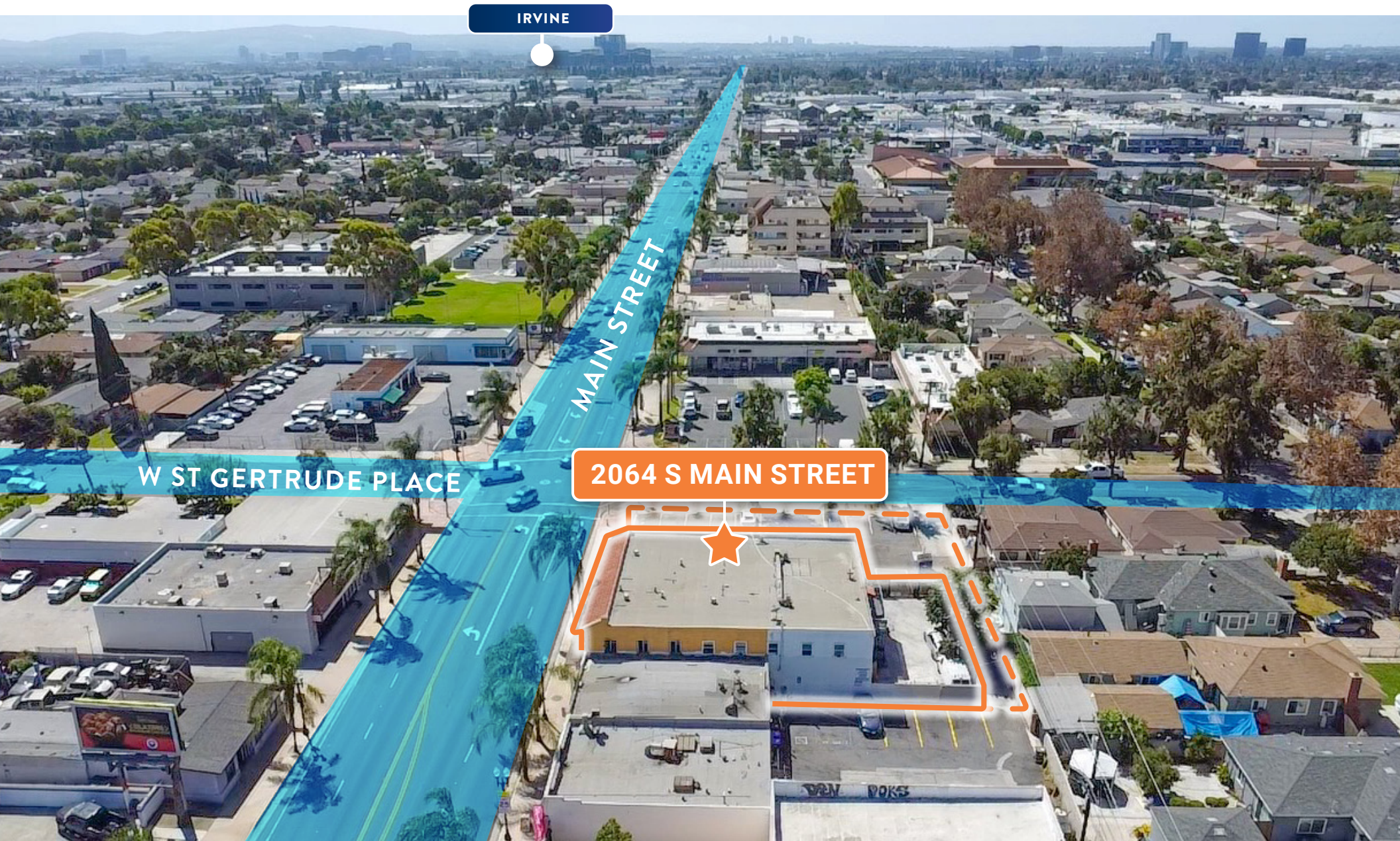
SECTION 1

Executive Summary

OFFERING SUMMARY

PROPERTY SUMMARY

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IRVINE

MAIN STREET

W ST GERTRUDE PLACE

2064 S MAIN STREET

OFFERING SUMMARY



Listing Price
\$2,900,000



of Units
4



of Suites
3

FINANCIAL

Listing Price	\$2,900,000
Price/SF	\$308.81

OPERATIONAL

Gross SF	9,391 SF
Rentable SF	9,391 SF
Residential SF	4,691 SF
Commercial SF	4,700 SF
# of Residential Units	4
# of Retail Suites	3
Parking Spaces	24
Lot Size	0.32 Acres (13,940 SF)
Year Built	1923







PROPERTY DESCRIPTION

2046 S. Main Street offers a prospective investor the rare opportunity to acquire a mixed-use urban investment in the heart of Santa Ana's South Main District. The property has a strong unit mix with three (3) four-bedroom units and one (1) two-bedroom unit upstairs, along with three retail spaces downstairs and ample parking, including a private parking area for tenants in the rear of the building

PROPERTY HIGHLIGHTS

- Rare mixed-use retail & multifamily property
- Ample on-site parking including a gated area for tenants
- Strong unit mix of three (3) four-bedroom and one (1) two bedroom units
- Two retail spaces with Main Street frontage and one with direct parking access
- Prime hard-corner location with high visibility signage possibilities

PROPERTY SUMMARY

Sale Price:	\$2,900,000
Lot Size:	13,940 SF
Building Size:	9,391 SF
Parking Spaces:	24

SECTION 2

Property Information

PROPERTY DETAILS

AERIAL PHOTOS

PROPERTY PHOTOS

Marcus & Millichap



2064 S MAIN STREET

MAIN STREET

W ST GERTRUDE PLACE

2064 S Main St // PROPERTY DETAILS

SITE DESCRIPTION

Number of Residential Units	4
Number of Retail Suites	3
Year Built	1923
Residential SF	4,691 SF
Commercial SF	4,700 SF
Total Rentable SF	9,391 SF
Lot Size	13,940 SF

PARKING

Parking	24
Parking Ratio	2.5/1,000 SF





2064 S MAIN STREET

2064 S MAIN STREET

SECTION 3

Financial Analysis

FINANCIALS

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SUMMARY

Value	\$2,900,000	Current CAP	3.79%
Current Equity	\$2,900,000 (100%)	Market CAP	5.70%
Number of Units	7	Year Built	1923
Value per Unit	\$414,285	Approx. Gross RSF	9,391
Current GRM	15.16	Approx. Lot Size	13,940
Market GRM	11.62	Value per Net RSF	\$308.81

ANNUALIZED OPERATING DATA

Income	Current Rents		Market Rents	
Scheduled Gross Income		\$191,280		\$249,600
Vacancy Rate Reserve	5.00% ¹	\$9,564	5.00% ¹	\$12,480
Gross Operating Income		\$181,716		\$237,120
Expenses	%39.49 ¹	\$71,760	30.26% ¹	\$71,760
Net Operating Income		\$109,956		\$165,360

¹ As a percent of Scheduled Gross Income

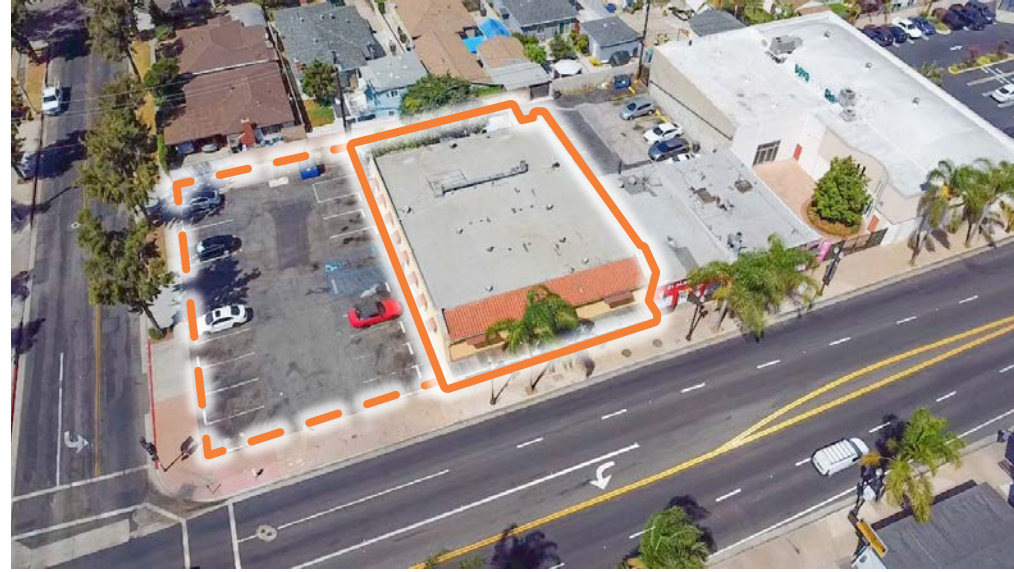
SCHEDULED INCOME

Unit	Name	Approx. Sf	Lease Term	Current Monthly Income	Market Monthly Income
A	Bicis Center	2,300	MTM	\$3,800	\$4,600
B	Vacant	900	N/A	\$0	\$2,200
C	Salon	1,200	MTM	\$2,600	\$2,400
201	2+1 Salazar	900	MTM	\$1,750	\$2,400
202	4+1 Gonzales	1,200	MTM	\$2,622	\$3,000
203	4+1 Saucedo	1,200	MTM	\$2,622	\$3,000
204	3+1 Gomez	1,200	MTM	\$2,546	\$2,800
Total Monthly Scheduled Rent				\$15,940	\$20,400
Parking Income				\$0	\$400
Monthly Schedule Gross Income				\$15,940	\$20,800
Annualized Scheduled Gross Income				\$191,280	\$249,600

ANNUALIZED EXPENSES

Expenses	Estimated	% of EGI
New Tax Base	1.2% of PP \$34800	19.15%
Insurance	\$12,533	6.90%
Electricity	\$14,702	8.09%
Gas	\$2,193	1.21%
Water	\$1,979	1.09%
Trash	\$3,153	1.74%
Repairs & Maintenance	\$2,400	1.32%
Total Expenses	\$71,760	39.49%
Per Net SF	\$5.15	
Per Unit	\$10,251	

2064 S Main St // PROPERTY PHOTOS



SECTION 4

Sale Comparables

SALE COMPS MAP

SALE COMPS SUMMARY

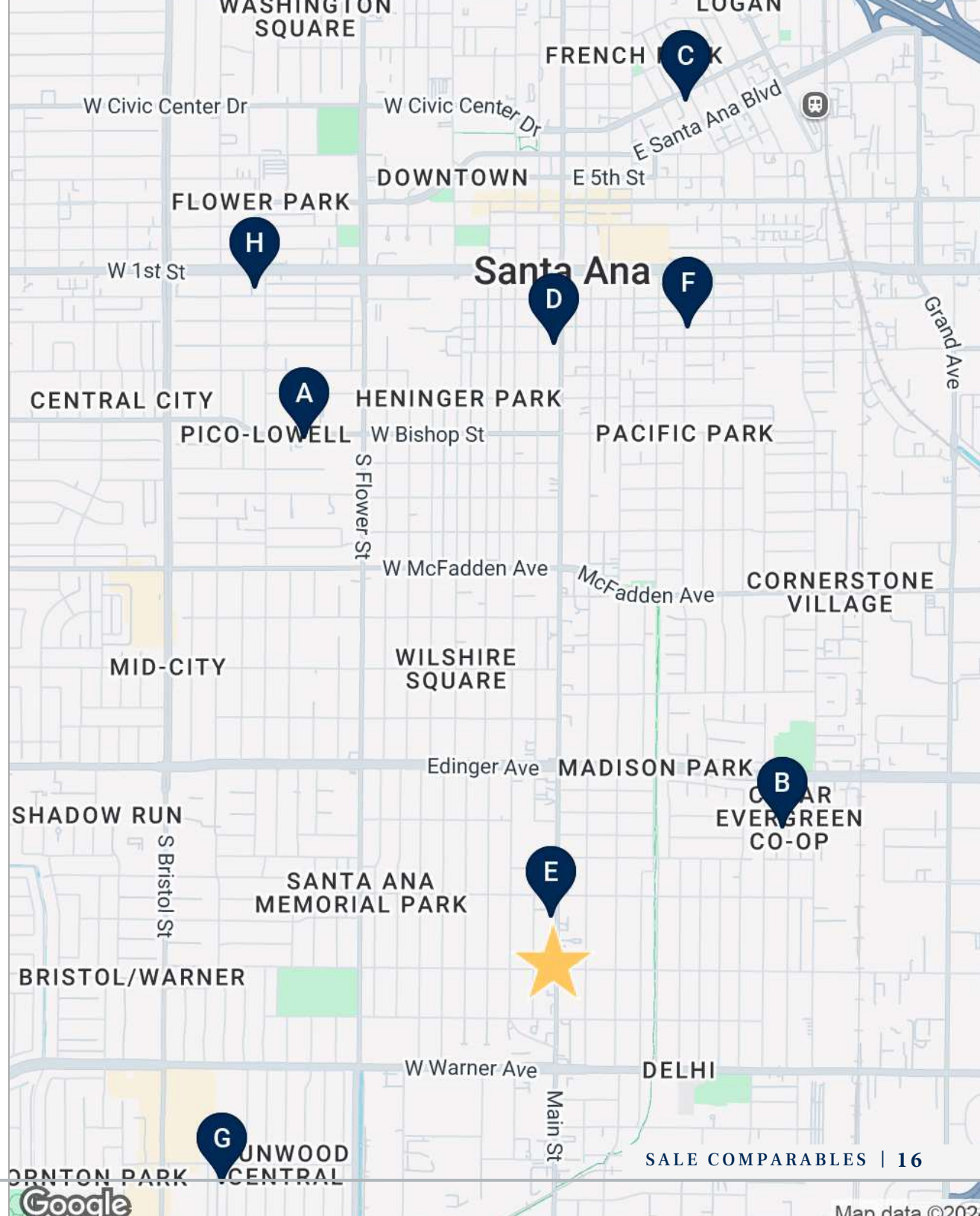
SALE COMPS

PRICE PER SF CHART








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SALE COMPS MAP



- ★ 2064 S Main St
- A 1010 W Bishop St
- B 1722 S Evergreen St
- C 724 N Lacy St
- D 320 S Main St
- E 2022 S Main St
- F 502 E Pine St
- G 2516 S Rosewood Ave
- H 1113 W Walnut St



SALE COMPS SUMMARY // 2064 S Main St

	SUBJECT PROPERTY	PRICE	GROSS SF	PRICE/SF	CLOSE
	2064 S Main St 2064 S Main St Santa Ana, CA 92707	\$2,900,000	9,391 SF	\$308.81	On Market
	SALE COMPARABLES	PRICE	GROSS SF	PRICE/SF	CLOSE
	1010 W Bishop St 1010 W Bishop St Santa Ana, CA 92703	\$1,555,000	3,644 SF	\$426.73	01/27/2023
	1722 S Evergreen St 1722 S Evergreen St Santa Ana, CA 92707	\$1,215,000	3,302 SF	\$367.96	02/27/2024
	724 N Lacy St 724 N Lacy St Santa Ana, CA 92701	\$1,590,000	3,624 SF	\$438.74	07/26/2024
	320 S Main St 320 S Main St Santa Ana, CA 92701	\$1,600,000	4,711 SF	\$339.63	11/30/2023
	2022 S Main St 2022 S Main St Santa Ana, CA 92707	\$785,000	2,206 SF	\$355.85	12/16/2022
	502 E Pine St 502 E Pine St Santa Ana, CA 92701	\$6,215,000	19,513 SF	\$318.51	09/28/2022

2064 S Main St // SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	GROSS SF	PRICE/SF	CLOSE
	2516 S Rosewood Ave 2516 S Rosewood Ave Santa Ana, CA 92707	\$1,265,000	3,500 SF	\$361.43	05/15/2023
	1113 W Walnut St 1113 W Walnut St Santa Ana, CA 92703	\$2,650,000	5,832 SF	\$454.39	03/14/2023
	AVERAGES	\$2,109,375	5,792 SF	\$382.90	-

SALE COMPS // 2064 S Main St



2064 S Main St

2064 S Main St, Santa Ana, CA 92707

Listing Price:	\$2,900,000	Gross SF:	9,391 SF
Residential SF:	4,691 SF	Commercial SF:	4,700 SF
NOI:		Year Built/Renovated:	1923/-
COE:	On Market	Price/SF:	\$308.81
Lot Size:	0.32 Acres	Number Of Units:	4
Number Of Suites:	3		



1010 W Bishop St

1010 W Bishop St Santa Ana, CA 92703

Sale Price:	\$1,555,000	Gross SF:	3,644 SF
Property Type:	Multifamily	Year Built/Renovated:	1959/-
COE:	01/27/2023	Price/SF:	\$426.73
Lot Size:	0.25 Acres		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
-----------	---------	------	---------	------	---------



B **1722 S Evergreen St**
1722 S Evergreen St Santa Ana, CA 92707

Sale Price:	\$1,215,000	Gross SF:	3,302 SF
Property Type:	Multifamily	Year Built/Renovated:	1961/-
COE:	02/27/2024	Price/SF:	\$367.96
Lot Size:	0.17 Acres		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
-----------	---------	------	---------	------	---------



C **724 N Lacy St**
724 N Lacy St Santa Ana, CA 92701

Sale Price:	\$1,590,000	Gross SF:	3,624 SF
Property Type:	Multifamily	Year Built/Renovated:	1954/-
COE:	07/26/2024	Price/SF:	\$438.74
Lot Size:	0.18 Acres		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
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SALE COMPS // 2064 S Main St



D 320 S Main St
320 S Main St Santa Ana, CA 92701

Sale Price:	\$1,600,000	Gross SF:	4,711 SF
Property Type:	Retail	Year Built/Renovated:	1929/-
COE:	11/30/2023	Price/SF:	\$339.63
Lot Size:	0.2 Acres		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
-----------	---------	------	---------	------	---------



E 2022 S Main St
2022 S Main St Santa Ana, CA 92707

Sale Price:	\$785,000	Gross SF:	2,206 SF
Property Type:	Retail	Year Built/Renovated:	1947/-
COE:	12/16/2022	Price/SF:	\$355.85
Lot Size:	0.14 Acres		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
-----------	---------	------	---------	------	---------

2064 S Main St // SALE COMPS



F 502 E Pine St
502 E Pine St Santa Ana, CA 92701

Sale Price:	\$6,215,000	Gross SF:	19,513 SF
Property Type:	Multifamily	Year Built/Renovated:	1982/-
COE:	09/28/2022	Price/SF:	\$318.51
Lot Size:	0.43 Acres		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
-----------	---------	------	---------	------	---------



G 2516 S Rosewood Ave
2516 S Rosewood Ave Santa Ana, CA 92707

Sale Price:	\$1,265,000	Gross SF:	3,500 SF
Property Type:	Multifamily	Year Built/Renovated:	1958/-
COE:	05/15/2023	Price/SF:	\$361.43
Lot Size:	0.07 Acres		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
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SALE COMPS // 2064 S Main St

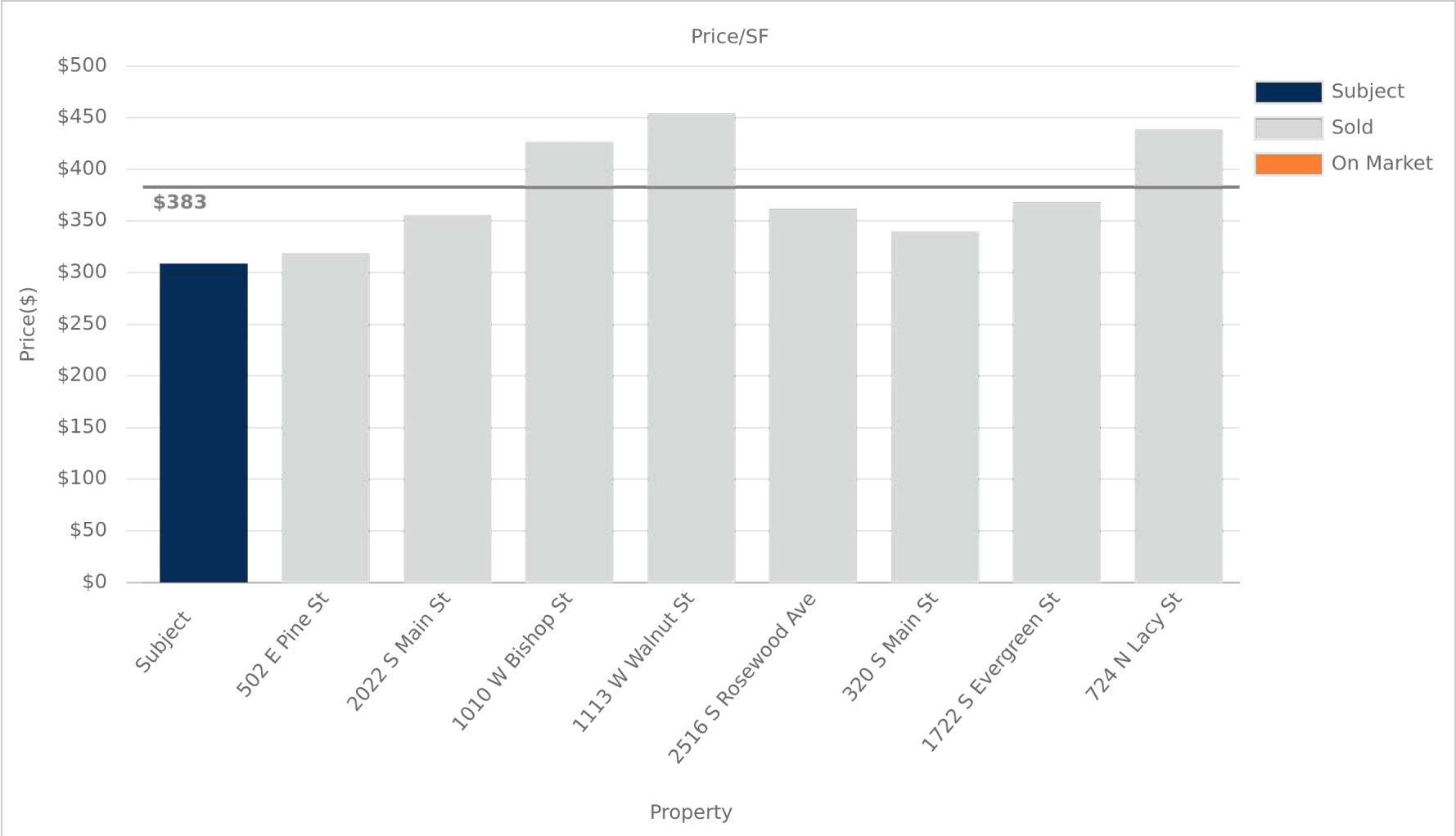


H 1113 W Walnut St
1113 W Walnut St Santa Ana, CA 92703

Sale Price:	\$2,650,000	Gross SF:	5,832 SF
Property Type:	Multifamily	Year Built/Renovated:	1978/-
COE:	03/14/2023	Price/SF:	\$454.39
Lot Size:	0.26 Acres		

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
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2064 S Main St // PRICE PER SF CHART



SECTION 5

Market Overview

MARKET OVERVIEW

DEMOGRAPHICS

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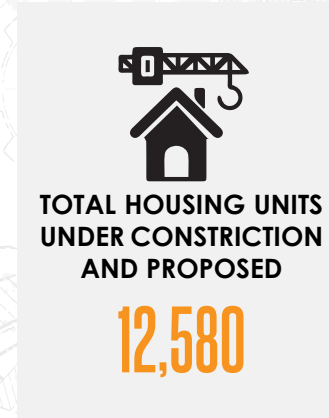
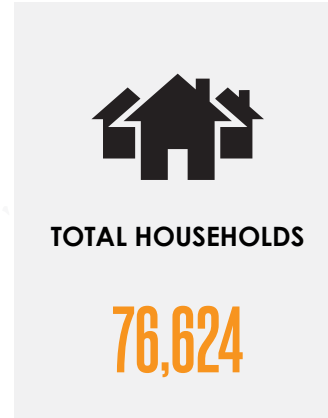
SANTA ANA AT A GLANCE

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

The subject property is located in an opportunity zone, which provides tax benefits and is prime for redevelopment. Downtown Santa Ana has experienced significant growth in recent years, enhancing the city's overall appeal and economic potential.

Santa Ana is home to the corporate headquarters of several prominent companies, including Behr Paint, First American Corporation, Ingram Micro, SchoolsFirst Federal Credit Union, Kern's, and Wahoo's Fish Taco. Additionally, it hosts major regional headquarters for Xerox Corporation, Ultimate Software, and T-Mobile.

Santa Ana's strategic location and thriving business environment make it an ideal place for companies seeking growth and expansion opportunities. The city's infrastructure, skilled workforce, and vibrant community further contribute to its status as a key player in the regional economy.



POPULATION	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Population	35,100	282,203	663,572
2023 Estimate			
Total Population	34,646	277,634	652,540
2020 Census			
Total Population	35,810	273,872	652,397
2010 Census			
Total Population	38,962	282,133	643,599
Daytime Population			
2023 Estimate	30,177	340,831	872,503
HOUSEHOLDS			
2028 Projection			
Total Households	7,486	73,676	203,550
2023 Estimate			
Total Households	7,365	72,364	199,659
Average (Mean) Household Size	4.7	3.8	3.2
2020 Census			
Total Households	7,306	71,644	197,425
2010 Census			
Total Households	7,072	66,429	183,325
Growth 2023-2028	1.6%	1.8%	1.9%
HOUSING UNITS			
Occupied Units			
2028 Projection	7,568	76,353	212,410
2023 Estimate	7,476	75,207	208,787
Owner Occupied	4,356	28,246	89,050
Renter Occupied	3,009	44,118	110,610
Vacant	111	2,843	9,128
Persons in Units			
2023 Estimate Total Occupied Units	7,365	72,364	199,659
1 Person Units	8.1%	15.7%	20.0%
2 Person Units	12.2%	19.9%	25.6%
3 Person Units	13.6%	14.5%	16.2%
4 Person Units	16.2%	16.5%	16.1%
5 Person Units	15.9%	12.4%	9.3%
6+ Person Units	34.1%	21.0%	12.8%

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2023 Estimate			
\$200,000 or More	5.7%	7.8%	12.0%
\$150,000-\$199,999	9.4%	8.3%	10.3%
\$100,000-\$149,999	25.2%	18.9%	19.8%
\$75,000-\$99,999	15.8%	13.4%	13.4%
\$50,000-\$74,999	19.5%	19.0%	15.9%
\$35,000-\$49,999	10.2%	11.6%	9.3%
\$25,000-\$34,999	5.4%	7.5%	6.0%
\$15,000-\$24,999	4.5%	6.3%	5.4%
Under \$15,000	4.4%	7.4%	7.9%
Average Household Income	\$103,107	\$102,732	\$119,841
Median Household Income	\$83,904	\$72,521	\$84,660
Per Capita Income	\$22,063	\$27,102	\$37,004
POPULATION PROFILE			
Population By Age			
2023 Estimate Total Population	34,646	277,634	652,540
Under 20	31.2%	30.4%	26.5%
20 to 34 Years	25.1%	25.7%	24.4%
35 to 39 Years	7.5%	8.3%	7.8%
40 to 49 Years	12.4%	12.8%	12.9%
50 to 64 Years	15.8%	14.6%	16.8%
Age 65+	7.9%	8.1%	11.6%
Median Age	31.1	31.6	34.5
Population 25+ by Education Level			
2023 Estimate Population Age 25+	21,220	173,497	434,137
Elementary (0-8)	25.9%	21.1%	13.3%
Some High School (9-11)	16.8%	14.6%	10.2%
High School Graduate (12)	27.1%	23.4%	19.7%
Some College (13-15)	16.7%	17.0%	18.1%
Associate Degree Only	4.1%	4.8%	6.3%
Bachelor's Degree Only	7.0%	13.1%	21.2%
Graduate Degree	2.4%	6.0%	11.2%
Population by Gender			
2023 Estimate Total Population	34,646	277,634	652,540
Male Population	51.3%	51.2%	50.3%
Female Population	48.7%	48.8%	49.7%



POPULATION

In 2023, the population in your selected geography is 652,540. The population has changed by 1.39 since 2010. It is estimated that the population in your area will be 663,572 five years from now, which represents a change of 1.7 percent from the current year. The current population is 50.3 percent male and 49.7 percent female. The median age of the population in your area is 34.5, compared with the U.S. average, which is 38.7. The population density in your area is 8,308 people per square mile.



HOUSEHOLDS

There are currently 199,659 households in your selected geography. The number of households has changed by 8.91 since 2010. It is estimated that the number of households in your area will be 203,550 five years from now, which represents a change of 1.9 percent from the current year. The average household size in your area is 3.2 people.



INCOME

In 2023, the median household income for your selected geography is \$84,660, compared with the U.S. average, which is currently \$68,480. The median household income for your area has changed by 33.99 since 2010. It is estimated that the median household income in your area will be \$101,377 five years from now, which represents a change of 19.7 percent from the current year.

The current year per capita income in your area is \$37,004, compared with the U.S. average, which is \$39,249. The current year's average household income in your area is \$119,841, compared with the U.S. average, which is \$100,106.



EMPLOYMENT

In 2023, 364,254 people in your selected area were employed. The 2010 Census revealed that 55.2 of employees are in white-collar occupations in this geography, and 22.3 are in blue-collar occupations. In 2023, unemployment in this area was 4.0 percent. In 2010, the average time traveled to work was 26.00 minutes.



HOUSING

The median housing value in your area was \$716,200 in 2023, compared with the U.S. median of \$268,796. In 2010, there were 86,925.00 owner-occupied housing units and 96,399.00 renter-occupied housing units in your area.

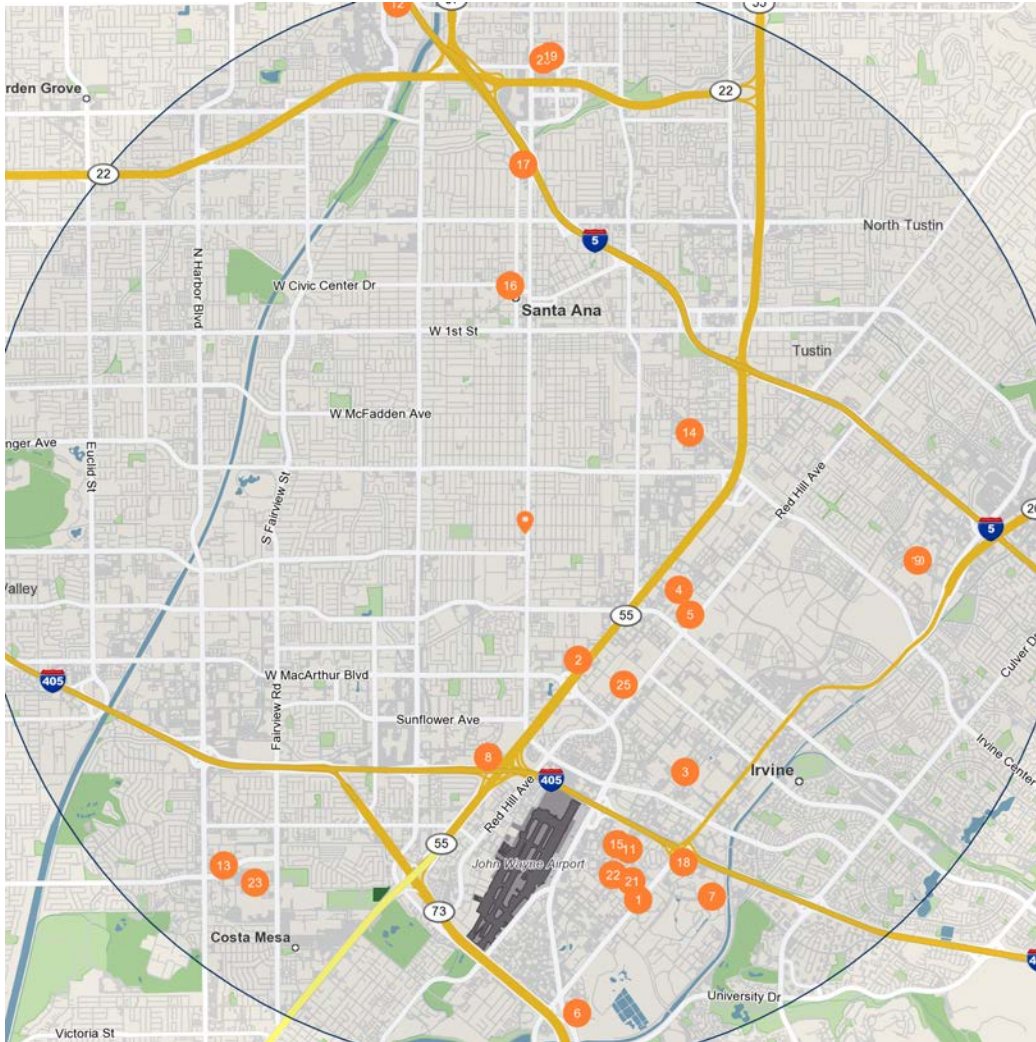


EDUCATION

The selected area in 2023 had a lower level of educational attainment when compared with the U.S. averages. Only 11.2 percent of the selected area's residents had earned a graduate degree compared with the national average of 12.7 percent, and 21.2 percent completed a bachelor's degree, compared with the national average of 20.2 percent.

The number of area residents with an associate degree was lower than the nation's at 6.3 percent vs. 8.5 percent, respectively.

The area had fewer high-school graduates, 19.7 percent vs. 26.9 percent for the nation. The percentage of residents who completed some college is also lower than the average for the nation, at 18.1 percent in the selected area compared with the 20.1 percent in the U.S.



Major Employers

Employees

1	Baywa RE USA LLC	20,718
2	First American Title Company	6,000
3	Str Worldwide Inc-Silver Star Distribution	5,035
4	Air Liquide Electronics US LP-Air Liquide Globl E C Solutions	4,366
5	Property Insight LLC	4,197
6	Temporary Staffing Union	4,000
7	Ingram Micro Inc-Im-Logstics An Ingram McRo Div	4,000
8	Experian Info Solutions Inc-Experian	3,700
9	Lsf9 Cypress Parent 2 LLC	3,500
10	Lsf9 Cypress Holdings LLC	3,398
11	New Century Mortgage Corp-New Century Mortgage	3,261
12	University California Irvine-Uc Irvine Medical Center	3,000
13	Coast Community College Dst	2,900
14	Universal Services America LP	2,876
15	Thaihot Investment Co US Ltd	2,450
16	County of Orange-County Executive Office	2,400
17	Rancho Sntago Cmnty Cllge Dst-Santa Ana College	2,300
18	Advantmed LLC	2,250
19	St Joseph Hospital of Orange	2,100
20	Childrens Hospital Orange Cnty-Choc	2,019
21	Allergan Usa Inc-Pacific Communications	2,000
22	Pacific Pharma Inc	2,000
23	Orange Coast College-Orange Coast College Snack Bar	1,900
24	University California Irvine-Uc Irvine Hlth Rgonal Burn Ctr	1,757
25	Edwards Lifesciences LLC	1,700



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