

# FOR SALE OR LEASE

±7,617 SF NEWLY BUILT CENTER

165 WEST SAN YSIDRO BOULEVARD, SAN YSIDRO, CA 92173



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**Voit**  
REAL ESTATE SERVICES

**THE CLARK TEAM**

4,647 SF  
LOWER LEVEL

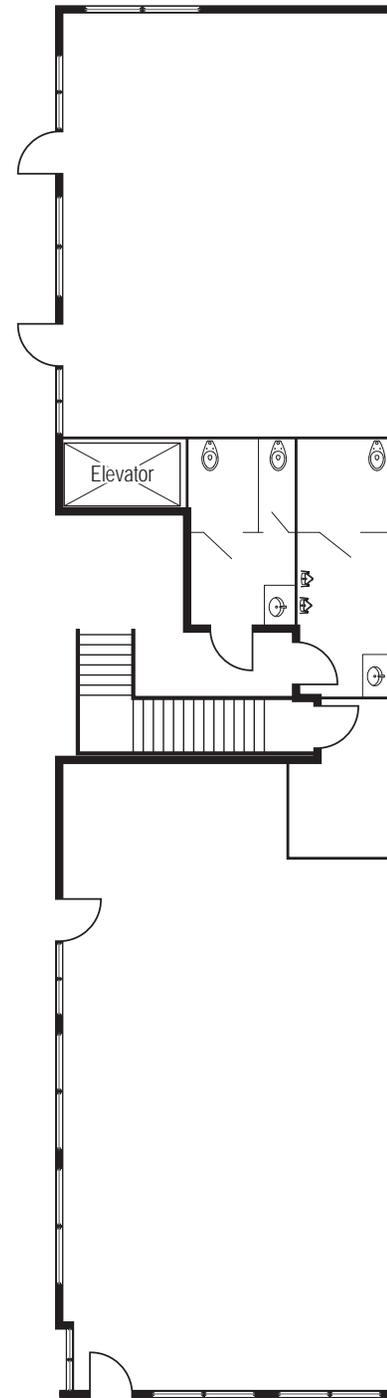
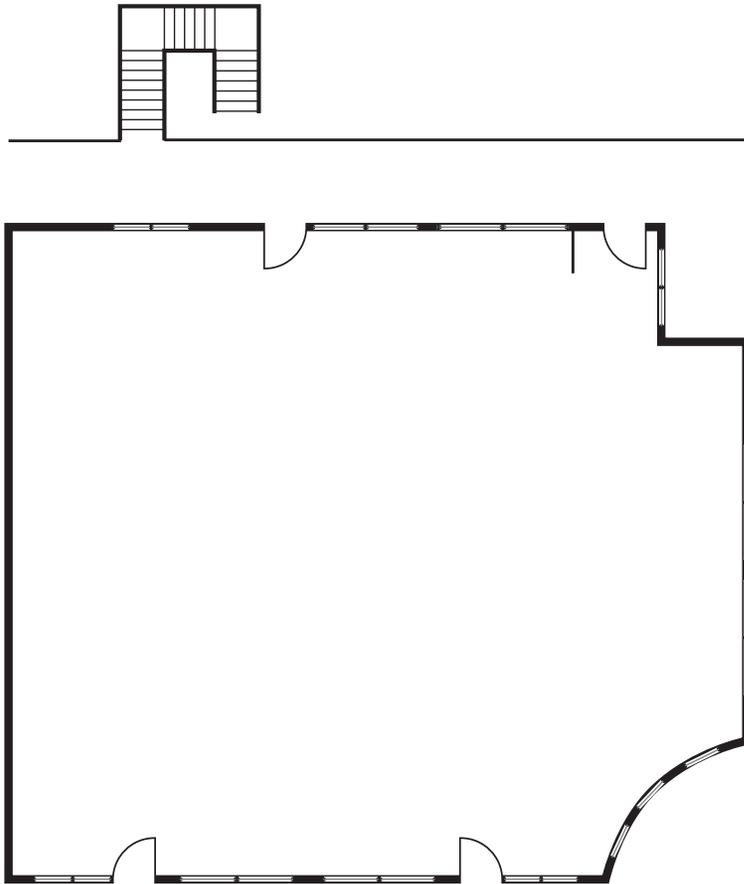
2,970 SF  
SECOND LEVEL

7,617 SF  
BUILDING TOTAL

LEASE RATE: \$3.00 - \$4.00/SF  
SALE PRICE: \$5,000,000



4,647 SF  
LOWER LEVEL



WEST SAN YSIDRO

2,970 SF  
SECOND LEVEL





## AMENITIES

Elevator, common area bathrooms, 2 grease interceptors, high efficiency 50 GPM, 52 gallon capacity, **22 parking spaces, gated parking lot.**

## REVITALIZATION

San Ysidro is in a state of revitalization with new projects in the works, including nearly 100 affordable rental apartments and upgrades to street and parks.

## NEIGHBORING RETAIL

Located nearby are Smart & Final, Factory Outlet Center, Ross, Grocery Outlet, Denny's, Marshall's, 99 Cents Only, TJ Maxx, and more.

## ACCESSIBILITY

The site has an entrance on San Ysidro Boulevard, including an exit through the alley in the back of the center with heavy vehicle & foot traffic.

## LOCALITY

7 minutes from the San Diego Factory outlet center, 10 minutes from the busiest border crossing, 10 minutes from CBX Tijuana Airport and 20 minutes from the San Diego Airport.

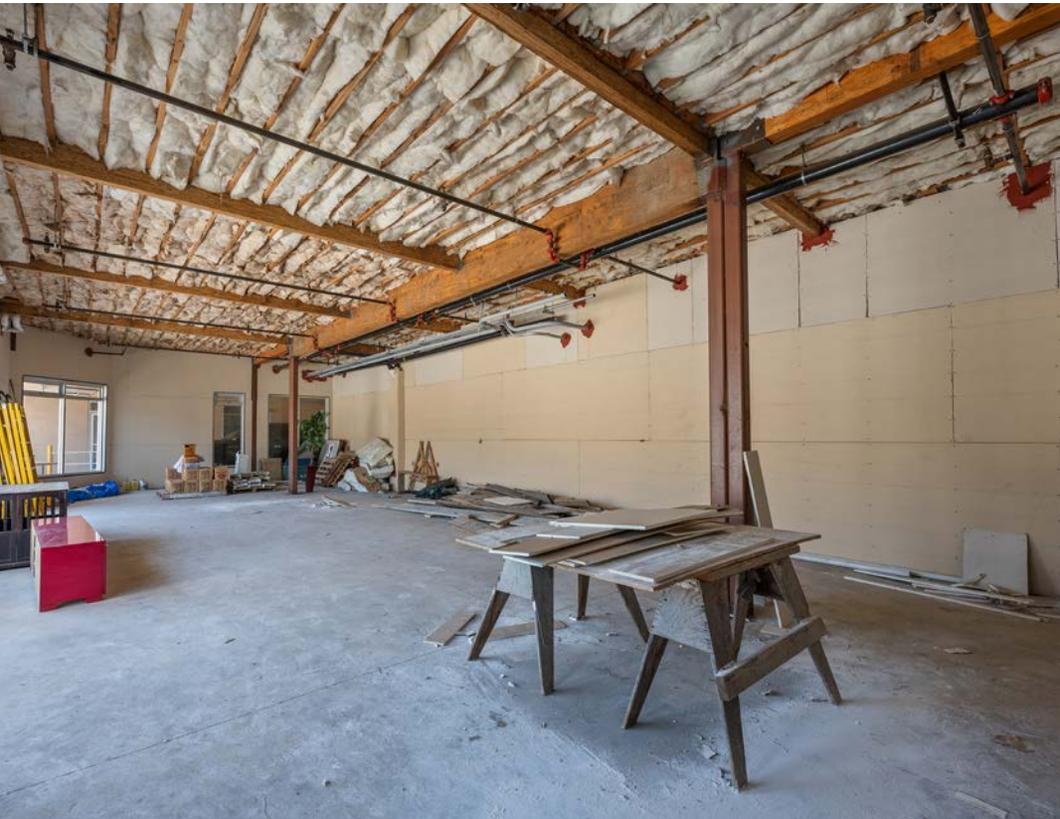
## DIVISIBILITY

Allowed uses include office, retail, restaurant or medical and the spaces can be divided into multiple suites as needed.

# SBA FINANCING

INPUT PROJECT INFORMATION																				
<b>STEP ONE</b>																				
Input Property purchase price here:	\$5,000,000																			
Tenant improvements:	\$0																			
Total project amount	\$5,000,000																			
<b>STEP TWO</b>																				
Choose a rate and amortization from chart below:																				
Input 504/conv. rate/amort:	4.90%	20																		
Input 7A int rate/amort:	4.75%	25																		
<table border="1"> <thead> <tr> <th>Conventional and 504</th> <th colspan="2">Today's Amortization</th> </tr> <tr> <td><u>Loan terms:</u></td> <td><u>Rates</u></td> <td><u>(years)</u></td> </tr> </thead> <tbody> <tr> <td>5 year fixed</td> <td>4.05%</td> <td>20</td> </tr> <tr> <td>10 year fixed</td> <td>4.75%</td> <td>30</td> </tr> <tr> <td>15 year fixed</td> <td>4.65%</td> <td>15</td> </tr> <tr> <td>20 year fixed</td> <td>4.85%</td> <td>20</td> </tr> </tbody> </table>			Conventional and 504	Today's Amortization		<u>Loan terms:</u>	<u>Rates</u>	<u>(years)</u>	5 year fixed	4.05%	20	10 year fixed	4.75%	30	15 year fixed	4.65%	15	20 year fixed	4.85%	20
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<b>STEP THREE</b>																				
See the results in the scenarios to the right.																				

	SBA 7a	SBA 504	Conventional
Total project amount:	\$5,000,000	\$5,000,000	\$5,000,000
Down payment:	\$500,000	\$500,000	\$1,250,000
Bank of America 1st TD amount:	\$4,500,000	\$2,500,000	\$3,750,000
CDC/SBA 2nd TD amount:	na	\$2,000,000	
Amort - Bank of America 1st TD (yrs):	25	20	20
Amort - SBA 2nd TD (yrs):	na	20	na
Bank of America interest rate:	4.75%	4.90%	4.90%
CDC rate (based on pmt in yrs 1-5):	na	5.47%	na
Bank of America monthly pmt:	\$25,655	\$16,361	\$24,542
CDC/SBA monthly pmt (yrs 1-5):	na	\$14,118	na
Total payments:	\$25,655	\$30,480	\$24,542
<b>Estimated Loan Costs</b>			
Bank of America and SBA :			
Loan documentation fee:	\$0	\$500	\$500
BofA In fee (incl .5% to SBA):	\$0	\$12,500	\$0
Third Party Fees:			
SBA or SBA/CDC loan fee:	\$124,063	\$57,500	\$0
Title Insurance/Escrow:	\$1,500	\$3,000	\$1,500
Appraisal and review:	\$3,500	\$3,500	\$3,500
Environmental:	\$650	\$650	\$650
Est 1st TD refi costs, year 10:	\$0	\$0	\$0
<b>Total Fees:</b>	<b>\$129,713</b>	<b>\$77,650</b>	<b>\$6,150</b>





COTTONWOOD ROAD

WEST SAN YSIDRO BOULEVARD



## DEMOGRAPHICS

	1 MILE	3 MILE	5 MILE
 2023 POPULATION	23,355	99,168	213,151
2028 POPULATION PROJ.	22,795	97,298	209,672
MEDIAN AGE	32.8	34.4	34.9
MED. HOUSEHOLD INCOME	\$55,440	\$69,694	\$68,817
 2023 HOUSEHOLDS	5,960	25,729	60,875
2028 HOUSEHOLD PROJ.	5,804	25,182	59,878
MEDIAN HOME VALUE	\$460,021	\$468,338	\$484,145
MEDIAN YEAR BUILT	1979	1979	1976

## TRAFFIC COUNTS

STREET	CROSS STREET	CARS/DAY
INTERSTATE 5	VIA DE SAN YSIDRO	60,669
VIA DE SAN YSIDRO	WEST SAN YSIDRO BOULEVARD	22,003
SAN YSIDRO BOULEVARD	PARK AVENUE	26,465
SAN YSIDRO BOULEVARD	COTTONWOOD ROAD	15,119





## San Ysidro Overview

San Ysidro encompasses approximately 1,800 acres. It is bounded by the Otay Mesa-Nestor community and state Route 905 in the north, by the Tijuana River Valley in the west, by the Otay Mesa community in the east, and by the international border with Mexico in the south.

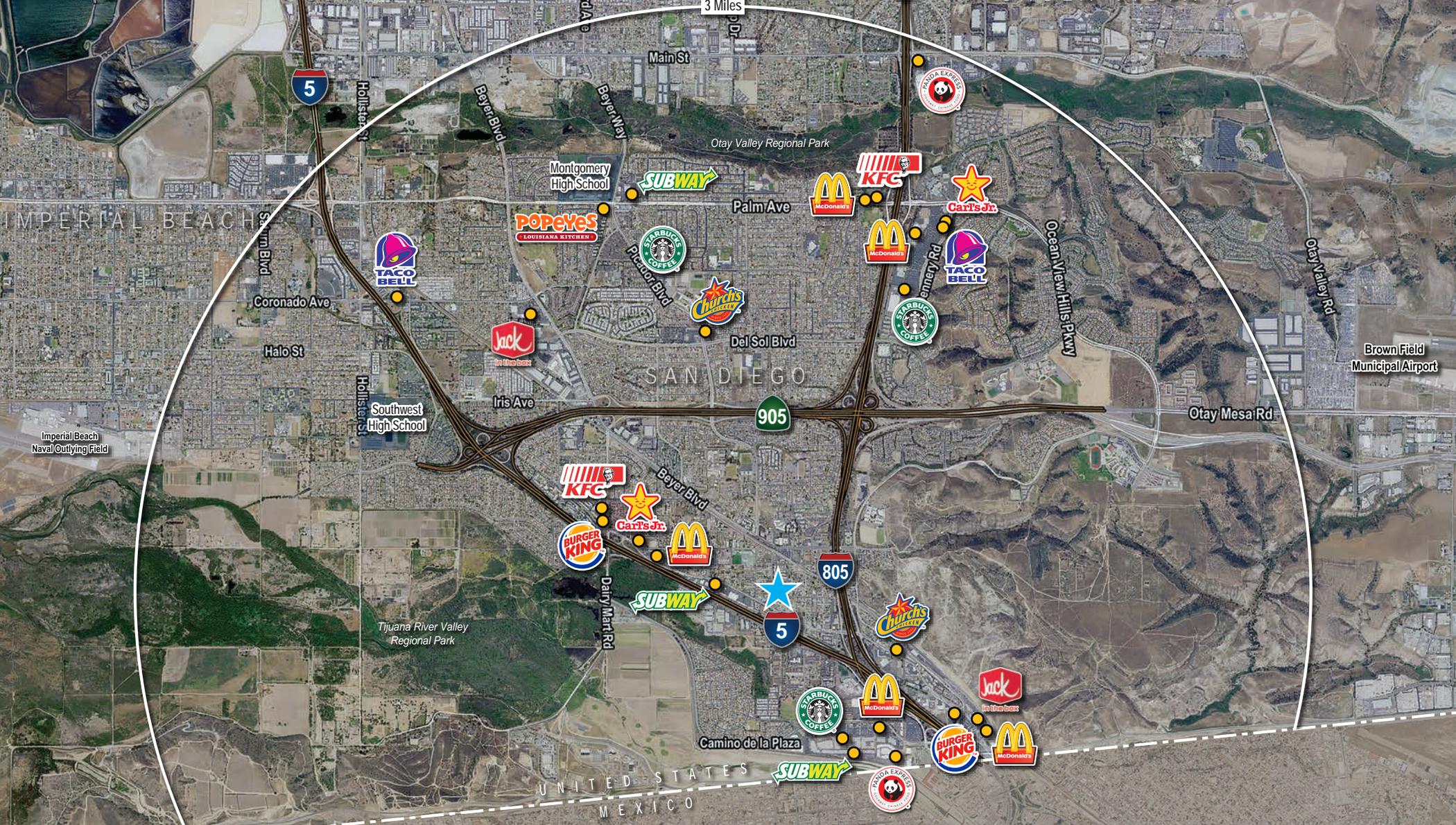
San Ysidro is located in the southern most part of the City of San Diego, adjacent to the international border with Mexico. The San Ysidro border crossing is the busiest international border in the world. More than a century of settlement and development makes San Ysidro a changing, dynamic community with a village atmosphere. The architectural and cultural qualities from different periods of its evolving history have been retained and are captured in this village feel. San Ysidro began as an experiment to preserve rural America and has emerged as a multicultural area attempting to maintain its sense of community.

Some neighborhoods are characterized by older homes with well-tended gardens where residents know their neighbors while newer, urban neighborhoods and infill development have recently added to the mix of housing stock.

Commercial activity occurs along the historic San Ysidro Boulevard and in the new Las Americas Center on Camino de la Plaza. Cohesion of the community is fragmented by the railroad and trolley tracks and Interstates 5 and 805. In 1996, 766 acres in the community plan area were designated as a redevelopment project area. San Ysidro is San important gateway from Mexico to the rest of San Diego and the United States.

*Amenity rich location*





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