### Santa Fe Townhomes

1470 South Santa Fe Avenue Vista, CA 92084

SALE PRICE

\$32,000,000



#### **Brittany Hahn Games**

858 999 5340 DRE# 01983072

#### Jeff Kane

760 518 4900 CalDRE #0191<u>5649</u>

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### Santa Fe Townhomes

1470 South Santa Fe Avenue Vista, CA 92084



#### PROPERTY HIGHLIGHTS

- Ideal unit mix of 45 2bed/2.5bath luxury 2 story townhomes
- Newly Built in 2022
- All units have attached 2 car garage
- Potential conversion of existing 2 bedrrom to 3 bedroom ask agent for details!
- 0.70 Acre adjacent parcel of land included with sale
- Close to Downtown Vista and Public Transit

#### OFFERING SUMMARY

Sale Price:			\$32,000,000
Number of Units:			45
Lot Size:			3.51 Acres
Building Size:			74,469 SF
APN:			180-192-69-00
DEMOGRAPHICS	0.5 MILES	1 MILE	1.5 MILES
Total	886	3,309	7,868
Households	2,889	10,059	23,103
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**Total Population** 

 Brittany Hahn Games
 Jeff Kane

 858 999 5340
 760 518 4900

 DRE# 01983072
 CalDRE #01915649



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#### PROPERTY DESCRIPTION

First time on the Market! Newly constructed in 2022, this Luxury Townhome property consists 45, 2 bed/ 2.5 bath units with attached 2 car garages. The townhome apartments are bright and airy with a great room style first floor that features a fully equipped and modern kitchen, luxury hard surface flooring, and a spacious living area for entertaining guests. The second floor boasts two beautifully spacious bedrooms that include a very large primary bedroom with dual walk-in closets and a private primary bathroom. Each townhome is equipped with a 2-car garage (attached). refrigerator, stove, dishwasher, microwave, washer/dryer, and central air conditioning. Situated just a short drive from downtown vista and all its amazing restaurants, breweries, art galleries, locally owned shops, events, and family activities.

#### LOCATION DESCRIPTION

Vista, CA, situated in northern San Diego County, offers a blend of suburban tranquility and urban convenience. Known for its pleasant climate, diverse community, and abundance of recreational opportunities, Vista attracts residents seeking a balanced lifestyle. The city boasts a thriving arts scene, with galleries and theaters showcasing local talent. Its proximity to beautiful beaches and scenic parks provides ample opportunities for outdoor activities such as hiking, biking, and surfing. Additionally, Vista's strong economy, excellent schools, and affordable housing make it an attractive destination for families and professionals alike. Overall, Vista offers a high quality of life with a welcoming atmosphere and a range of amenities, making it a desirable place to call home.

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**Brittany Hahn Games** 858 999 5340

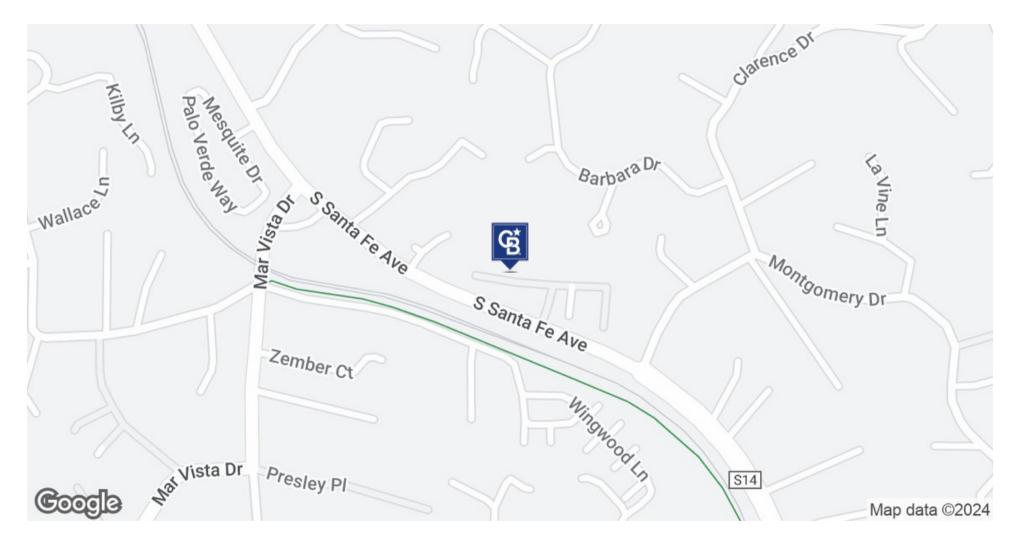
DRE# 01983072

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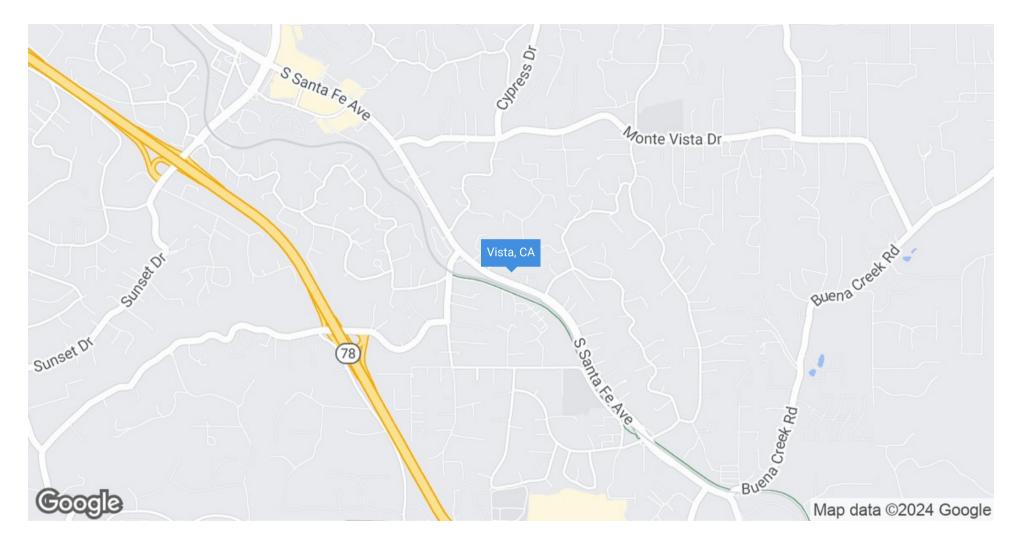
858 999 5340 760 518 4900 DRE# 01983072 CalDRE #01915649

**Jeff Kane** 



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**Brittany Hahn Games** 

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858 999 5340

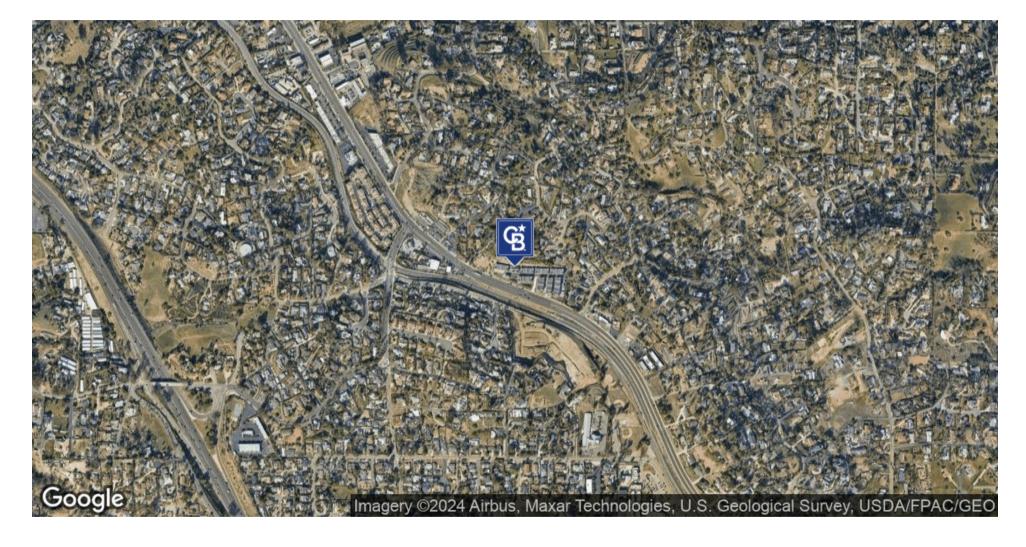
760 518 4900

DRE# 01983072 CalDRE #01915649



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1470 South Santa Fe Avenue Vista, CA 92084



**Brittany Hahn Games** 858 999 5340 DRE# 01983072 **Jeff Kane** 760 518 4900 CalDRE #01915649



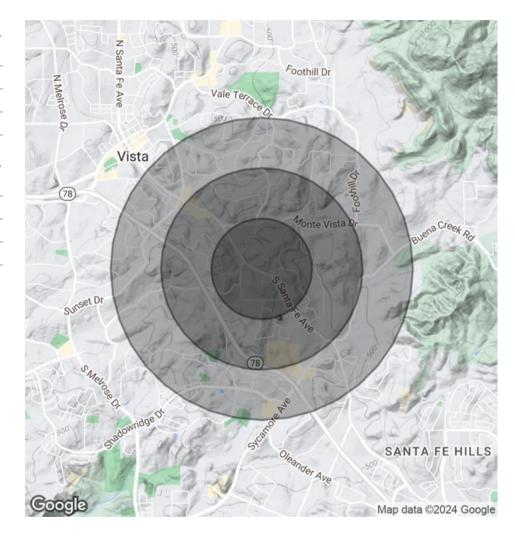


### Santa Fe Townhomes

1470 South Santa Fe Avenue Vista, CA 92084

	0.5 MILES	1 MILE	1.5 MILES
Total Population	2,889	10,059	23,103
Average Age	37	39.9	39.2
Average Age (Male)	40.3	40.3	37.8
Average Age (Female)	33.9	38.7	39.7
HOUSEHOLDS & INCOME	0.5 MILES	1 MILE	1.5 MILES
Total Households	886	3,309	7,868
# of Persons per HH	3.3	3	2.9
Average HH Income	\$91,282	\$98,317	\$98,264
Average House Value	\$378,398	\$479,119	\$504,373

<sup>\*</sup> Demographic data derived from 2020 ACS - US Census



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Price	\$32,000,000
Price per SF	\$430
Price per Unit	\$711,111
GRM	16.98
CAP Rate	4.03%
Cash-on-Cash Return (yr 1)	4.03%
Total Return (yr 1)	\$1,289,836
OPERATING DATA	
Gross Scheduled	\$1,885,080
Income Other Income	\$55,738
Total Scheduled Income	\$1,940,818
Vacancy Cost	\$56,552
Gross Income	\$1,884,266
Operating Expenses	\$592,757
Net Operating Income	\$1,289,836
Pre-Tax Cash Flow	\$1,289,836

**Brittany Hahn Games** 

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858 999 5340 DRE# 01983072 760 518 4900 CalDRE #01915649





Income

Properties: Active Period Range: Jan 2023 to Feb 2024 Accounting Basis: Cash

Account Name	Jan 2023	Feb 2023	Mar 2023	Apr 2023	May 2023	Jun 2023	Jul 2023	Aug 2023	Sep 2023	Oct 2023	Nov 2023	Dec 2023	Jan 2024	Total
Operating Income & Expense														
Income														
Rental Income Adjustments														
Prepaid Rent	500.00					0.00		0.00					-40.00	54.67
Delinquency	0.00 -1.750.00							0.00 -1,750.00		-1,750.00	0.00 -1,750.00		-1,750.00	-22,750.00
Staff Apartments														
Rent Incentives	-10,508.50										3,496.88			
Total Rental Income Adjustments Rent Income	<b>-11,758.50</b> 54,790.17										1,666.88 158,880.00			
	34,730.17	100,040.17	145,005.17	156,290.00	149,435.00	102,030.00	151,340.00	147,102.50	100,877.00	140,700.00	150,000.00	104,012.00	101,000.00	1,031,003.34
Other Rental Income	100.00	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	1,300.00	1,500.00	1,500.00	1,500.00	6,000.00
Parking Income Pet Fee Income	120.00				0.00									
Late Charges	0.00													
	60.00										0.00		125.00	5,300.00
NSF Fee Income/Termination fees Total Other Rental Income	280.00							1,139.00					2,505.00	
Miscellaneous Income	200.00	300.99	100.04	1,040.00	0,344.07	1,200.33	1,133.00	1,139.00	923.00	2,410.00	3,173.00	2,010.00	2,303.00	24,104.33
Application Administrative Service Fee Income	-40.00	40.00	40.00	0.00	0.00	80.00	0.00	0.00	0.00	0.00	0.00		113.59	233.59
AppFolio Monthly Insurance Service &	-40.00	40.00	40.00	0.00	0.00	00.00	0.00	0.00	0.00	0.00	0.00		113.38	200.08
Administrative Fee Income	0.00	12.50	-12.50	0.00	-9.50	12.50	-12.50	0.00	0.00	0.00	0.00		80.00	70.50
Total Miscellaneous Income	-40.00					92.50		0.00						
Total Operating Income	43,271.67	98,605.84												
Expense	40,211.07	30,003.04	.00,013.34	161,611,00	120,140.34	101,223.03	140,002.30	145,101.50	132,327.00	147,200.33	103,121.00	100,042.30	140,041.32	1,713,010.00
Administrative Expenses														
Management Fee	1,500.00	3,309.13	3,384.12	2 4,134.37	4,217.06	4,917.13	4,868.99	4,735.30	4,950.63	4,908.54	5,320.00	4,772.17	4,687.71	55,705.15
Leasing Commissions	2,700.00								300.00		0.00			
Auto / Mileage/ Legal Fees	200.00										15.00			
Office Equip / Software	1,800.00													
Total Administrative Expenses	6,200.00													
Salaries Expense	0,200.00	0,303.13	7,090.11	4,000.70	4,013,47	0,010.00	0,014.20	00.164,0	5,003.13	5,201.04	5,012.50	0,344.37	5,041.03	11,043,44
Salaries - Manager	5,006.66	7,028.91	6,166.66	6 2,345.33	2,287.83	2,253.33	2,253.33	2,253.33	2,253.33	2,277.33	2,253.33	2,253.33	2,253.33	40,886.03
Salaries - Manager Salaries - Leasing	400.00					2,253.33	2,253.33		2,253.33		0.00		£,£03.33	1,320.00
Payroll Taxes & Worker Compensation	1,069.96							378.12					556.69	
Employee Health Plans	516.38										258.19			
Total Salaries Expense	6,993.00													
Advertising & Promotions	0,993.00	9,221.20	7,540.00	2,550.05	2,920.04	2,030.13	2,051.03	2,009.04	2,091.02	2,910.20	2,000.01	2,003.04	3,050.50	33,430.34
Newspaper / Internet Advertising	1,842.91	1,828.70	58.87	7 0.00	18.27	0.00	34.51	73.08	0.00	0.00	50.72		18.27	3,925.33
Resident Relations	0.00	0.00				0.00		0.00	0.00		0.00		10.27	0.00
Misc. Marketing Expenses	0.00												1,410.60	
Total Advertising & Promotions	1,842.91	1,828.70												
Utilities	1,042.31	1,020.70	30.07	0.00	10.27	0.00	503.51	342.00	1,000.01	455.00	505.72	1,000.00	1,420.07	3,333.30
Telephone	160.10	155.58	160.28	8 160.00	25.00	0.00	125.14	125.14	125.00	125.00	226.00	226.00	226.00	1,839.24
Gas	923.17													
Electric	68.45									0.00			40.11	
Water / Sewer / Trash	3,304.00										5,332.69			
Total Utilities	4,455.72										5,696.69			
Repairs & Maintenance	4,400.12	1,507.10	4,510.01	1,002.70	1,000,40	1,020.00	0,000.20	001.00	5,000,03	1,270.21	0,000.00	0,000.04	1,071.10	45,415.51
Hardware & Supplies	0.00	0.00	0.00	0.00	0.00	0.00	1,401.11	1,504.50	4,366.41	2,595.00	5,688.00	2,569.60	3,156.00	21,280.62
Windows / Screens / Doors	0.00									0.00				
Maintenance & Landscape	3,200.00													
Total Repairs & Maintenance	3,200.00													
Turnover Costs	3,200.00	3,020.00	3,030.00	2,000.00	3,050.00	3,030.00	5,100.11	3,070.30	0,044,03	0,071.00	0,004.00	5,465.00	0,000.34	03,000,00
Apartment Cleaning	0.00	0.00	0.00	0.00	0.00	-250.00	0.00	-250.00	0.00	-250.00	-250.00		-250.00	-1,250.00
Total Turnover Costs	0.00										-250.00	0.00		
. Jan rumover overs	0.00	0.00	3.00	3.00	3.00	-200.00	5.00	-200.00	5.00	-200.00	-250.00	0.00	-2.00.00	-1,200.00
Total Operating Expense	22,691.63	24,346.27	23,268.33	3 12,340.90	12,481.74	12,932.82	20,152.96	14,285.76	24,361.86	18,031.50	22,871.52	22,271.55	17,975.55	248,012.39
rotal operating expense	22,001.00	24,540.21	20,200,34	16,040,00	12,401.74	12,032.02	20,102.90	14,203,70	24,001,00	10,031.30	22,071.02	EE,E/11.00	11,070.00	240,012.33
NOI - Net Operating Income	20,580.04	74,259.57	77,307.01	1 114,870.43	117,264.60	138,293.01	129,649.54	131,415.74	127,965.14	129,265.45	140,850.36	131,370.95	131,966.37	1,465,058.21
Other Income & Evnence														
Other Income & Expense														
Other Expense	40 400 00	40 400 00	10.100.00	10.100.00	40 400 00	40.400.00	40 400 00	40 400 00	40.400.00	40 400 00	40 400 00	40 400 00	40.400.00	475 000 00
Property Taxes	13,482.00													
Insurance	1,579.40	1,579.40			1,579.40	1,579.40		1,579.40			1,579.40			
Meternet Re-Imbursement for Water	-1,380.00	45.007.10	-2,020.00		45.667.10	45.557.10	-3,152.00	-3,006.73	-3,072.21	-3,887.00	-2,690.15	-2,154.03		
Total Other Expense	13,681.40	15,061.40	13,041.40	15,061.40	15,061.40	15,061.40	11,909.40	12,054.67	11,989.19	11,174.40	12,371.25	12,907.37	12,660.48	172,035.16
0. 11.11														
Capital Improvements		0.00		0 000							0.00			
Furniture & Fixtures	0.00													
Total Capital Improvements	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Expense	13,681.40	15,061.40	13,041.40	0 15,061.40	15,061.40	15,061.40	11,909.40	12,054.67	11,989.19	11,174.40	12,371.25	12,907.37	12,660.48	172,035.16
Net Other Income	-13,681.40	-15,061.40	-13,041.40	0 -15,061.40	-15,061.40	-15,061.40	-11,909.40	-12,054.67	-11,989.19	-11,174.40	-12,371.25	-12,907.37	-12,660.48	-172,035.16
Total Income	43,271.67							145,701.50 26,340.43			163,721.88 35,242.77			
Total Expense	36,373.03					27,994.22	32,062.36		36,351.05	29,205.90		35,178.92	30,636.03	420,047.55



#### Rent Roll

Exported On: 01/29/2024 10:48 AM

Properties: KSB - Santa Fe Townhomes - 1452 Vista Heights Way Vista, CA 92084 Units: Active As act: 01/28/2024 Include Non-Revenue Units: No

Unit	Tags	BD/BA	Tenant	Tenant Tags	Status	Sqft	Market Rent	Rent	Deposit	Lease From	Lease To	Move-ir	n Move-out	Past Due	Monthly Charges
KSB - Santa Fe 1 1450-101	Townhomes - 1452 Vista Heig Bld. A. ADA				0		L688	3.595.00	3.350.00	3.350.00	02/09/2023	03/31/2024	02/09/2023	0.00	0.00
1450-101	Bld. A, ADA, Plan B	2/2.50	Brooke L. Wiggs Jonathan L. Koutouan		Current		L,688 L,688	3,595.00	3,350.00	2,500.00	02/10/2023	03/31/2024	02/10/2023	-2,350.00	
1450-102	Bid. A. ADA, Plan B		Jordan K. Frye		Current		1,688	3,595.00	3,350.00	3,000.00	01/10/2023		01/10/2023	-2,350.00	
1450-103	Bld. A, ADA, Plan B	2/2.50	Jamir C. Tillman		Current		L,688	3,595.00	3,350.00	2,500.00	02/10/2023	01/31/2024 03/31/2024	02/10/2023	0.00	
1450-104	Bld. A. ADA, Plan B	2/2.50	Jessica L. Weiller		Current		L,688	3,595.00	3,350.00	2,500.00	03/14/2023	05/31/2024	03/14/2023	-3.495.00	
1454-106	Bld. I	2/2.50	Jeffrey W. Westgor		Current		1,688	3,595.00	3,595.00	2,500.00	12/15/2022	01/31/2024	12/15/2022	0.00	
1454-107	Bld. I	2/2.50	Austin T. Tripp		Current		1,688	3,595.00	3,350.00	2,500.00	12/23/2022	01/31/2024	12/23/2022	0.00	
1454-107	Bld. I	2/2.50	Alex W. Le		Current		L,688	3,595.00	3,595.00	2,900.00	09/26/2023	09/30/2024	09/26/2023	0.00	
1454-109	Bld. I	2/2.50	Brisa P. Martinez		Current		1,688	3,595.00	3,350.00	2,500.00	02/23/2023	05/31/2024	02/23/2023	0.00	
1454-110	Bld. I	2/2.50	Paul A. DeLaurell		Current		1.688	3,595.00	3,500.00	2,500.00	01/10/2023	03/31/2024	01/10/2023	-1.300.00	
1456-111	BId. H. MINI MODEL	2/2.50	Lydia C. Chamberlain		Current		1,688	3,595.00	3,550.00	2,500.00	02/25/2023	03/31/2024	02/25/2023	-3,550.00	
1456-111	Bld. H, MODEL UNIT	2/2.50	Kole K. Yamashiro		Current		1,688	3,595.00	3,595.00	2,500.00	03/01/2023	03/31/2024	03/01/2023	0.00	
1458-113	Bld. G	2/2.50	Resident Manager - Robin		Current		1,688	3,595.00	3,500.00	0.00	11/01/2022	03/31/2024	11/01/2022	3,500.00	
1458-114	Bld. G	2/2.50	Justin L. Harris		Current		1,688	3,595.00	3,350.00	2,900.00	03/01/2023	05/31/2024	03/01/2023	0.00	
1458-115	Bld. G	2/2.50	George A. Schober		Current		L688	3,595.00	3,395.00	2,500.00	02/01/2023	04/30/2024	02/01/2023	-3,395.00	
1458-116	Bld. G	2/2.50	Brian H. Chen		Current		1,688	3,595.00	3,450.00	2,500.00	01/27/2023	04/30/2024	01/27/2023	-3,462.50	
1458-117	Bld. G	2/2.50	Mary L. Spinharney		Current		1,688	3,595.00	3,595.00	2.500.00	02/11/2023	03/31/2024	02/11/2023	0.00	
1460-118	Bld. F	2/2.50	Tina T. Khorramian		Current		L.688	3,595.00	3,595.00	2.000.00	01/10/2024	01/09/2025	01/19/2024	-1,199.17	
1460-119	Bld. F	2/2.50	Robert Herceg		Current		1.688	3,595.00	3,695.00	2,900.00	12/01/2023	11/30/2024	12/01/2023	0.00	
1460-120	Bld. F	2/2.50	GARY B. PATE		Current		1.688	3,595.00	3,350.00	2,500.00	03/01/2023	05/31/2024	03/01/2023	0.00	
1460-121	Bld. F	2/2.50	Barbara Juncosa		Current		L.688	3,595.00	3.350.00	2,500.00	02/28/2023	05/31/2024	02/28/2023	-1.000.00	
1460-121	Bld. F	2/2.50	Scott Bernaye		Current		L,688	3,595.00	3,850.00	3,500.00	09/23/2022	08/31/2023	09/23/2022	7,900.00	
1462-123	Bld. E	2/2.50	Cory Gaston		Current		1,688	3,595.00	3,615.00	2,400.00	09/12/2022	02/29/2024	09/12/2022	0.00	
1462-124	Bld. E	2/2.50	Joseph Hollen		Current		L.688	3,595.00	3.615.00	3,400.00	08/31/2022	08/31/2024	08/31/2022	0.00	
1462-125	Bld. E	2/2.50	Sanjuana Vera		Current		1,688	3,595.00	3,615.00	3,500.00	09/23/2022	08/31/2024	09/23/2022	0.00	
1462-126	Bid. E	2/2.50	Eric T. Stropes		Current		1,688	3,595.00	3,700.00	2,900.00	10/12/2022	10/31/2024	10/12/2022	0.00	
1462-127	Bld. E	2/2.50	Aleiandro Carranza		Current		L.688	3,595.00	3.840.00	2.000.00	10/07/2022	09/30/2023	10/07/2022	0.00	
1464-128	Bld. D	2/2.50	Katherine G. Arnold		Current		1,688	3,595.00	3,495.00	2,500.00	01/23/2023	02/29/2024	01/23/2023	-1,722.50	
1464-129	Bld. D	2/2.50	ReggieAllen D. Ramos		Current		1,688	3.595.00	3.595.00	3.995.00	08/29/2023	08/28/2024	08/29/2023	0.00	
1464-130	Bld. D	2/2.50	Violet Penaflor		Current		1,688	3,595.00	3,495.00	2,500.00	10/31/2022	02/29/2024	10/31/2022	0.00	
1464-131	Bld. D	2/2.50	Alvino J. Cantu		Current		1,688	3,595.00	3.350.00	2,500.00	01/23/2023	04/30/2024	01/23/2023	0.00	
1464-132	Bld. D	2/2.50	Austen T. Beasley		Current		1.688	3.595.00	3.350.00	2.500.00	01/25/2023	02/29/2024	01/25/2023	0.00	
1464-133	Bld. D	2/2.50	John P. Parks		Current		1.688	3,595.00	3,350.00	3.350.00	02/17/2023	05/31/2024	02/17/2023	0.00	
1464-134	Bld. D	2/2.50	Daniel R. Stevens		Current		1.688	3,595.00	3.495.00	2.500.00	03/18/2023	04/30/2024	03/19/2023	0.00	
1466-135	Bid. C	2/2.50	Mark A. Sheneman		Current		1,688	3,595.00	3,595.00	3,595.00	03/24/2023	06/30/2024	03/24/2023	0.00	
1466-136	Bld. C	2/2.50	Taylor E. Staten		Current		1.688	3,595.00	3,395.00	3.395.00	01/20/2024	01/31/2025	01/20/2024	-15.00	
1466-137	Bld. C	2/2.50	JordanAutumn D. Conley		Current		1.688	3,595.00	3.395.00	3.395.00	02/25/2023	05/31/2024	02/25/2023	-1.550.00	
1466-138	Bld. C	2/2.50	Jennifer D. Lopez		Current		1.688	3,595.00	3,350.00	3,750.00	11/19/2022	02/29/2024	11/19/2022	0.00	
1466-139	Bld. C	2/2.50	Kaylee A. Belay		Current		1.688	3,595.00	3.350.00	2.500.00	03/20/2023	06/30/2024	03/20/2023	-1.350.00	
1466-140	Bld, C	2/2.50	Jordan R. Schaefer		Current		1,688	3,595.00	3,500.00	2,900.00	06/30/2023	06/30/2024	06/30/2023	0.00	
1468-141	Bld. B	2/2.50	Michael T. Politte		Current		L.688	3,595.00	3.495.00	2.500.00	02/03/2023	04/30/2024	02/03/2023	0.00	
1468-142	Bld. B	2/2.50	Maritza E. Juarez		Current		1,688	3,595.00	3,350.00	3,350.00	01/28/2023	04/30/2024	01/28/2023	0.00	
1468-143	Bld. B	2/2.50	Adriana M. Ehlers		Current		1,688	3.595.00	3.350.00	2,500.00	02/03/2023	04/30/2024	02/03/2023	-350.00	
1468-144	Bld. B	2/2.50	Javier L. Bryon		Current		1,688	3,595.00	3,395.00	3,395.00	02/25/2023	05/31/2024	02/25/2023	0.00	
1468-145	Bld. B	2/2.50	Hildo Claussen		Current		1,688	3,595.00	3.840.00	3,400.00	11/01/2022	11/01/2023	11/01/2022	0.00	
45 Units					100.0% Occupied			161,775.00	157.090.00	124.275.00				-13,339.17	
-5 01110					arrive occupied	/5	,		22.1000.00	22-12-10-00				-23,339.27	235.00
W					*** *** **********	-		*** ***	457.000.00	******					
Total 45 Units					100.0% Occupied	75	5,960	161,775.00	157,090.00	124,275.00				-13,339.17	235.00