MARBELLA

308 South The Strand, Oceanside, CA 92054

MULTIFAMILY PROPERTY FOR SALE



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ACRE
Investment Real Estate Services

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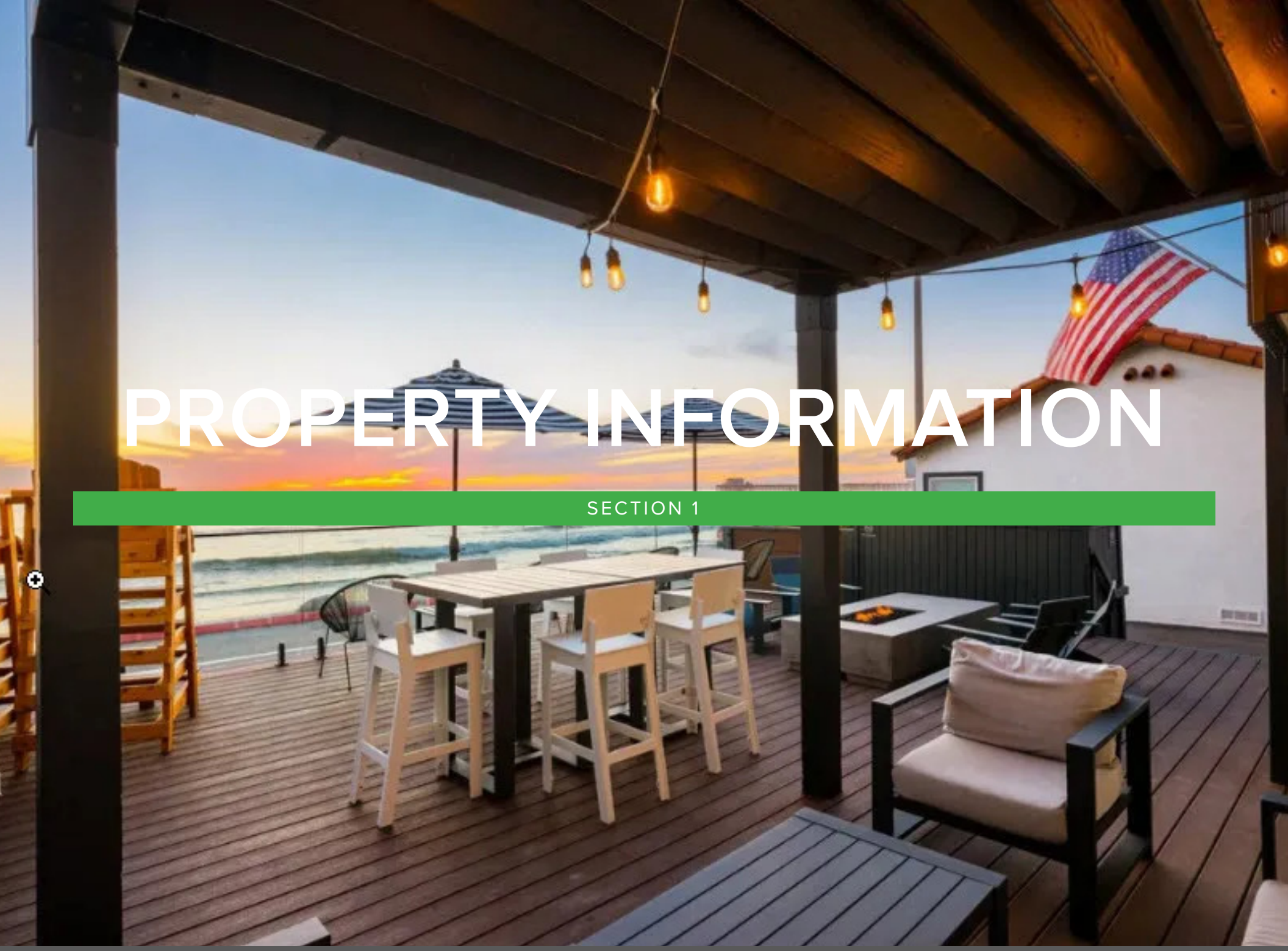
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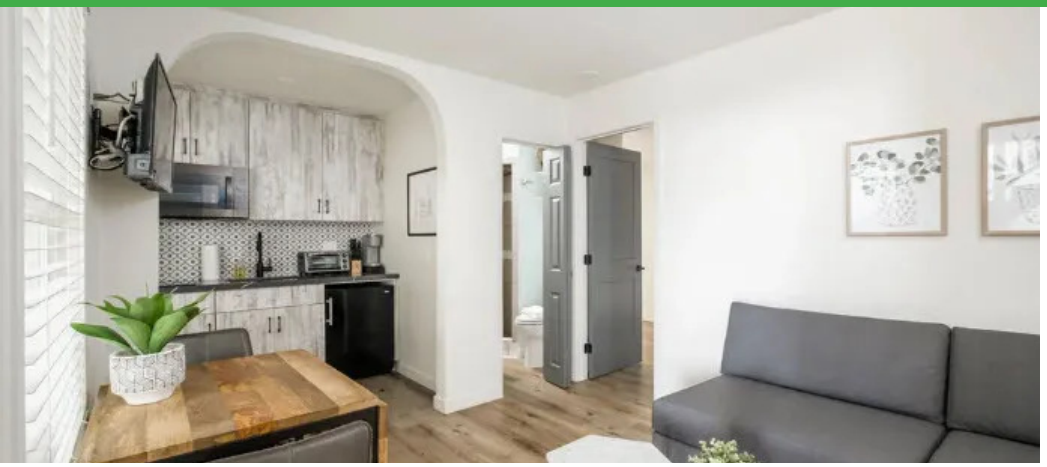
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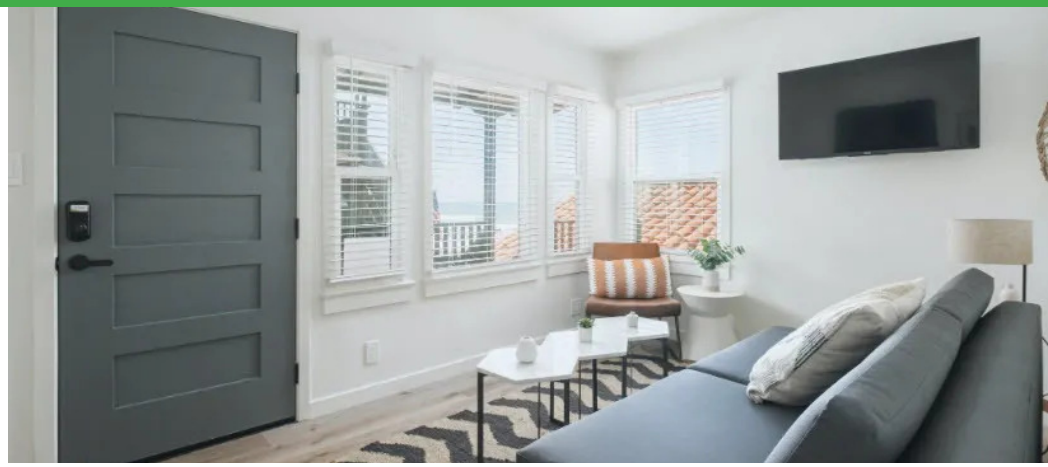


PROPERTY INFORMATION

SECTION 1

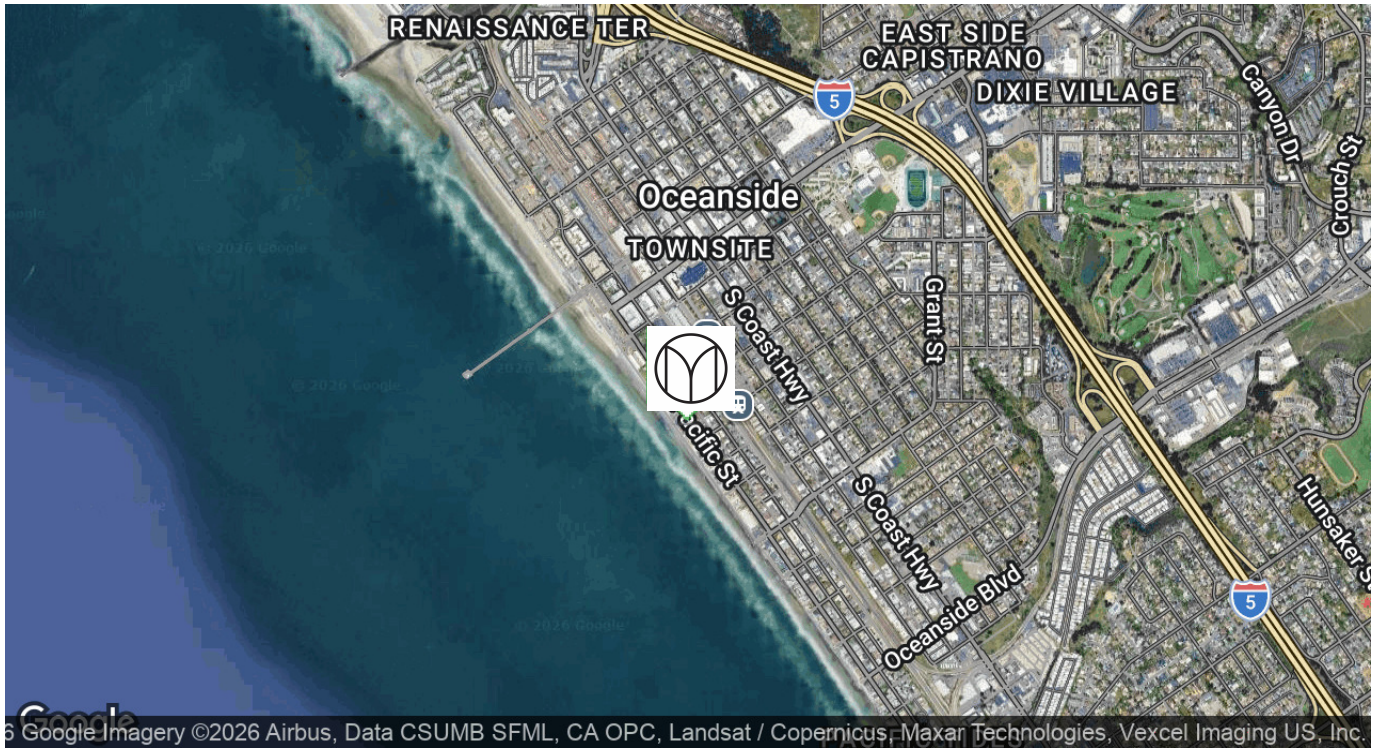
EXECUTIVE SUMMARY





OFFERING SUMMARY

SALE PRICE:	$14,000,000
NUMBER OF UNITS:	21
PRICE / UNIT:	$666,667
PRICE / SF:	$1,771.93
CAP RATE:	4.08% / 4.59%
BUILDING SIZE:	7,909
LOT SIZE:	0.23 Acres
YEAR BUILT:	1948/1965
MARKET:	Coastal North County



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PROPERTY OVERVIEW

Marbella is an oceanfront multifamily property comprised of 21 units in 4 separate buildings, including studios, one-bedrooms, and a large 3-bedroom unit. In addition, there are 14 individual single-car garages.

Marbella was completely renovated in 2021. All units have been fully remodeled and are fully furnished with stunning interior design.

The property is located on Oceanside's famed "Strand" drive with beachfront views and steps to the sand. The downtown amenities, train station, and world-class restaurants are just a couple of blocks away, putting Marbella in the middle of what makes Oceanside one of California's most desired beach destinations.

Marbella has been operated as a successful vacation rental property with ADR and RevPAR outperforming the market while maintaining its affordable value. There is an opportunity to reduce overall expenses by transitioning to monthly or leased rentals. The investor can transition 100% to monthly rentals or keep some of the units as vacation rentals to enjoy higher revenue through the summer months.

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PROPERTY HIGHLIGHTS

- *OCEANFRONT WITH OCEAN VIEWS*
- *FULLY REMODELED IN 2021*
- *ATTRACTIVE UNIT MIX:*
- *- 1 Bedroom Unit*
- *- 16 One Bedroom Units*
- *- 4 Studio Units*
- *FOUR GROUND FLOOR UNITS*
- *ALL UNITS FULLY FURNISHED WITH KITCHENETTES/KITCHENS*
- *LARGE RENOVATED SUN DECK OVERLOOKING OCEAN WITH BBQ AND FIREPIT*
- *14 SINGLE CAR GARAGES*
- *RETROFIT DOUBLE-PANE WINDOWS*
- *OWNED SOLAR PANELS*
- *NEW WINDOW TREATMENTS AND BLINDS*
- *LAUNDRY ROOM - EQUIPMENT OWNED*

INVESTMENT HIGHLIGHTS

- *OPTIONALITY OF VACATION RENTALS, MONTHLY FURNISHED, OR LONG TERM RENTALS*
- *SIGNIFICANT BRAND RECOGNITION AND RAVE REVIEWS OVER MULTIPLE LISTING PLATFORMS INCLUDING SUPERHOST AIRBNB AND 10,000+ INSTAGRAM FOLLOWERS*
- *TWO SEPARATE PARCELS*
- *WALKING DISTANCE TO DOWNTOWN RESTAURANTS, SHOPS, AND OCEANSIDE TRANSIT CENTER*





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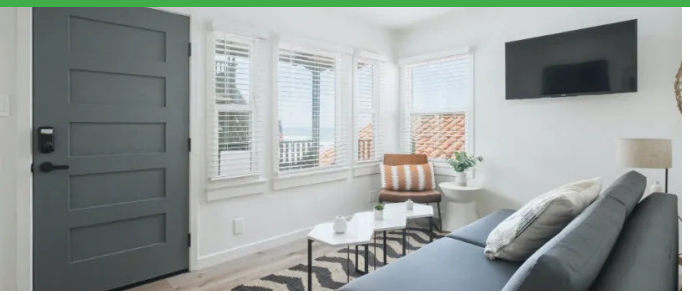
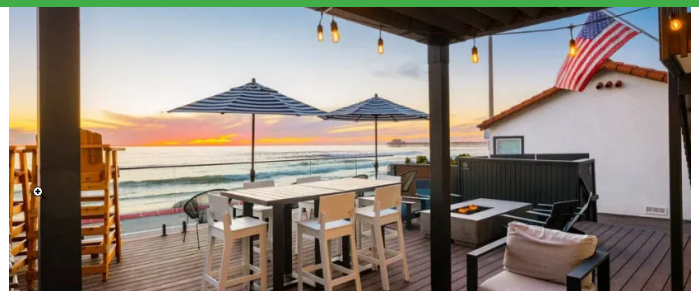
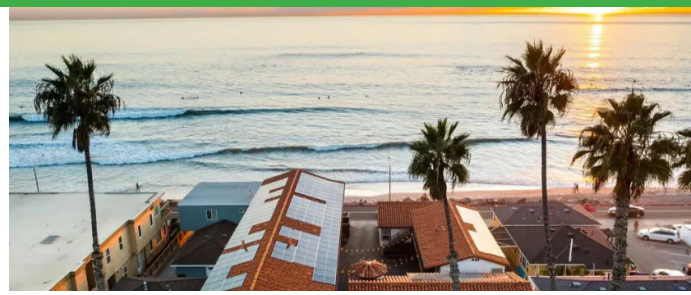
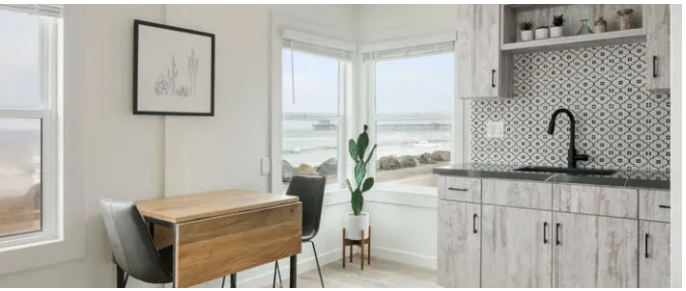
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ADDITIONAL PHOTOS







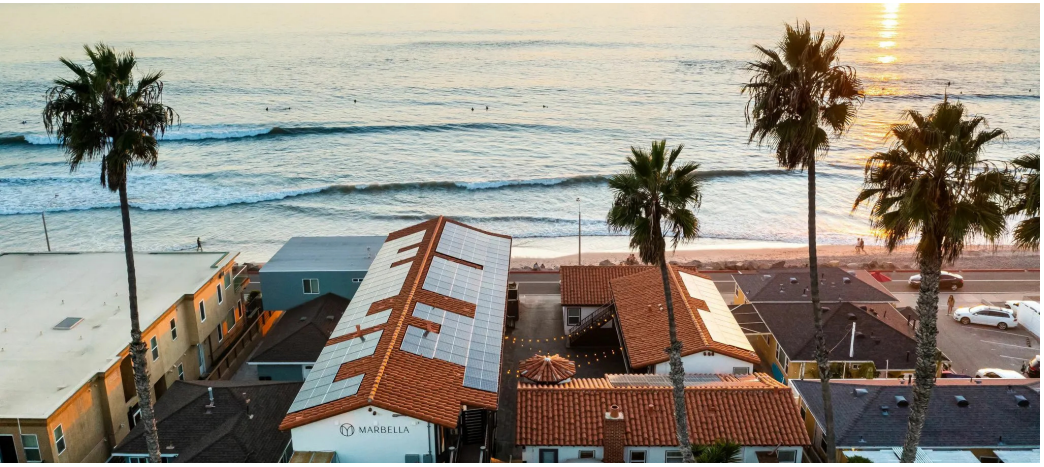


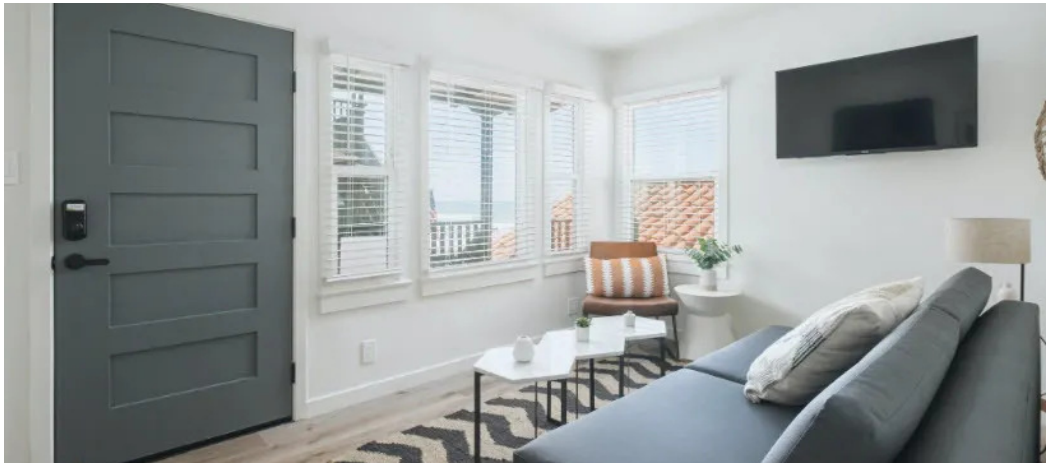
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AMENITIES





PROPERTY AMENITIES

- Solar Panels - Owned
- On-site Laundry - Owned Equipment
- Oceanfront Deck
- BBQ Grill
- Garages
- New Electrical Panels and Breakers
- New Plumbing
- Retrofit Double-Pane Windows

UNIT AMENITIES

- Fully Furnished
- Mini-Split A/C Units in All Units
- New Window Treatments and Blinds
- All Rooms Remodeled in 2021
- Ocean Views from Most Rooms
- Flat Screen TVs

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PROPERTY DESCRIPTION

SECTION 2

MARBELLA

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PROPERTY DETAILS

SALE PRICE	**$14,000,000**

LOCATION INFORMATION

BUILDING NAME	Marbella
STREET ADDRESS	308 South The Strand
CITY, STATE, ZIP	Oceanside, CA 92054
COUNTY	San Diego
MARKET	Coastal North County

BUILDING INFORMATION

BUILDING SIZE	7,901 SF
NOI	$571 714 00

PROPERTY INFORMATION

PROPERTY TYPE	Multifamily
PROPERTY SUBTYPE	Low-Rise/Garden
ZONING	R-4 Multiple Residential
LOT SIZE	.23 Acres
APN #	150-072-12-00 & 150-072-13-00

ADDITIONAL DETAILS

UNIT COUNT	21
NUMBER OF BUILDINGS/YEAR BUILT	4 Buildings/1970
PARKING	14 Garages/Open Spaces

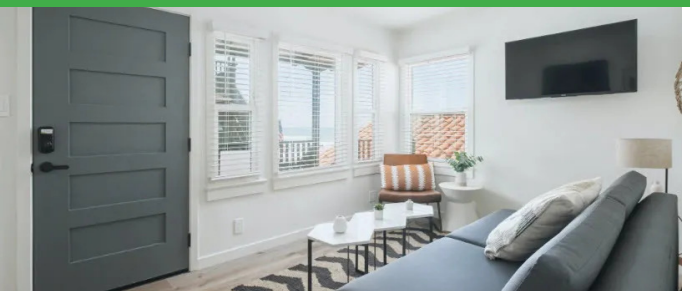
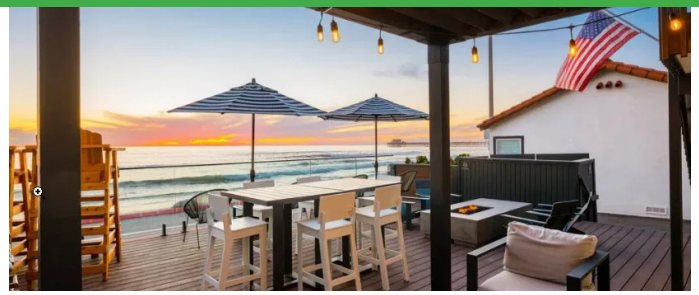
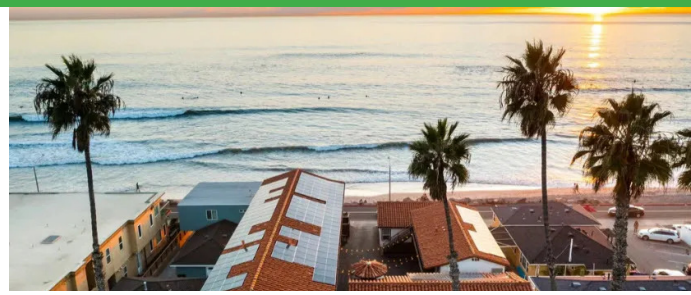
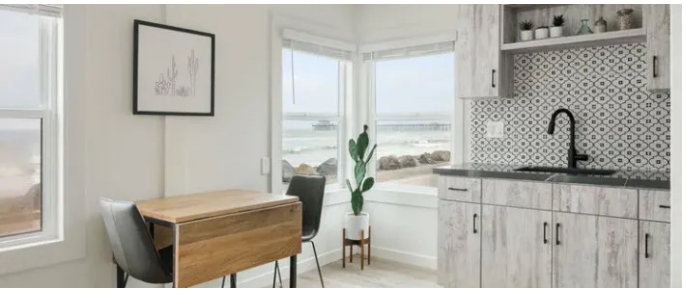


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ADDITIONAL PHOTOS









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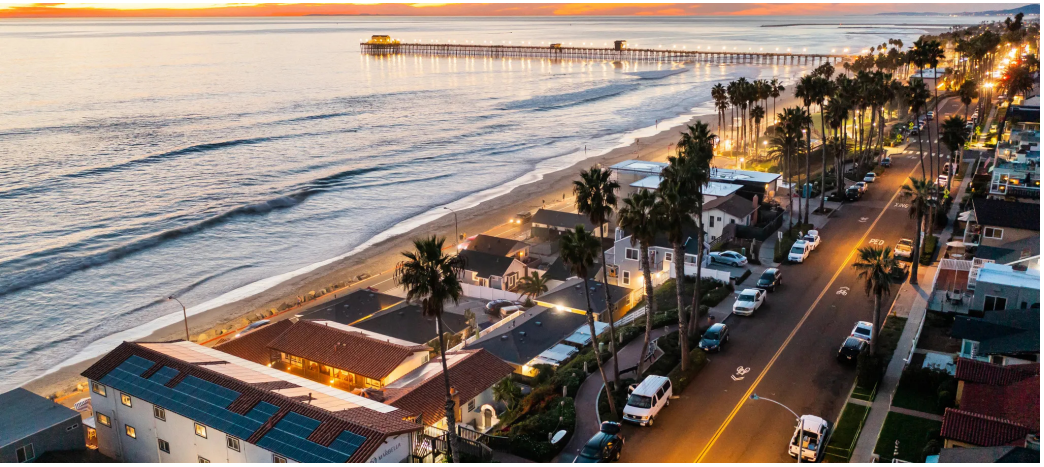
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LOCATION INFORMATION

SECTION 3





LOCATION OVERVIEW

This is a unique opportunity to own a rare piece of California coastline.

Marbella is an oceanfront property in the flourishing city of Oceanside, which is currently revitalizing its coastal downtown.

Opportunities for small businesses and trendy restaurants have been booming, while the city is also welcoming large-scale projects like the Oceanside Resort, the largest new project on the San Diego coastline in the past 20 years!

Oceanside is one of the only beach towns that embraces its booming tourism industry while maintaining a down-to-earth, family-friendly atmosphere. It is also rare for a beach town to have so many properties so close to the ocean, lining its magnificent beaches.

DEMOGRAPHICS

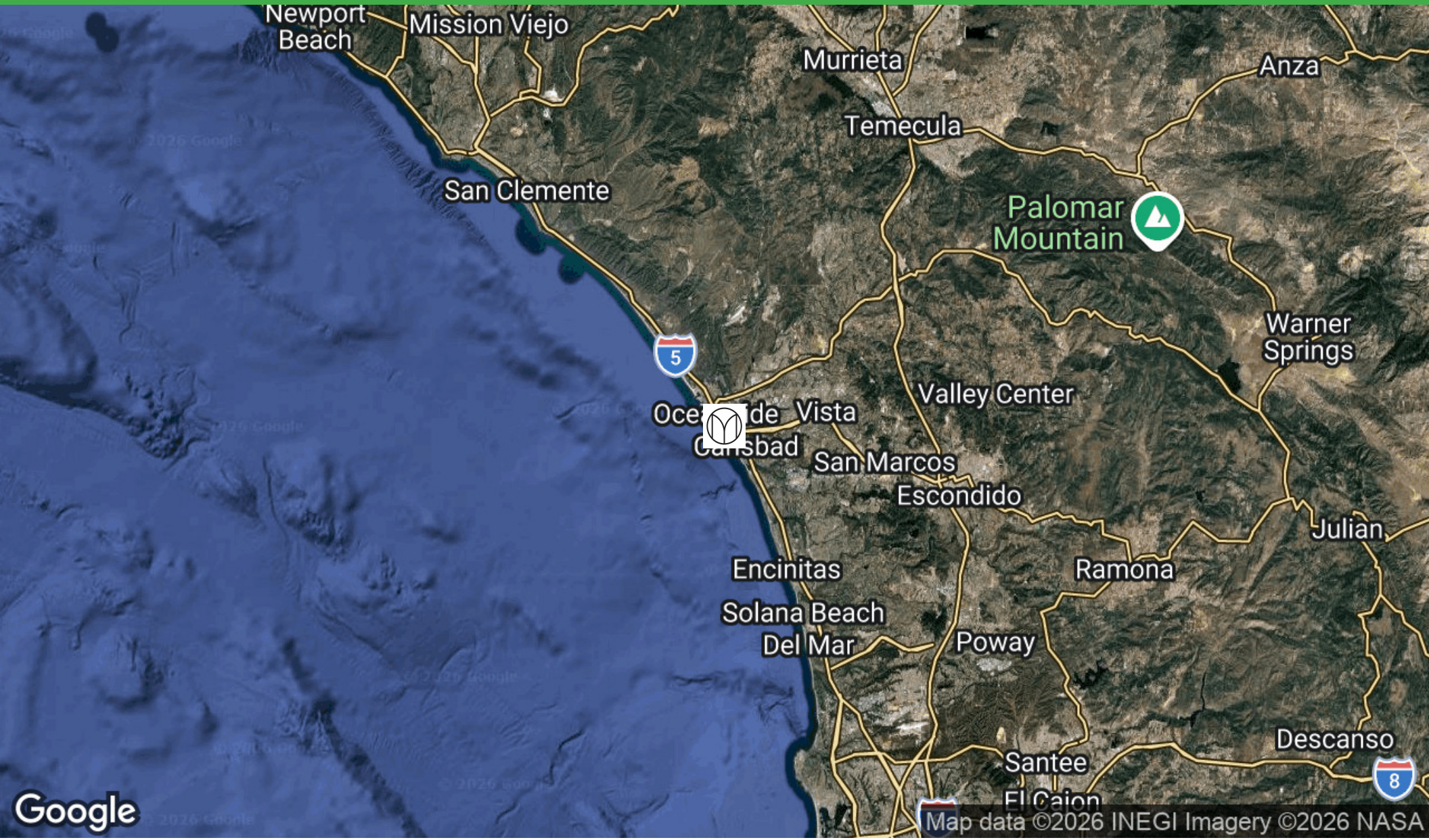
	1 MILE	3 MILES	5 MILES
Total Households	4,463	19,528	43,503
Total Population	11,903	52,958	112,739

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LOCATION MAP



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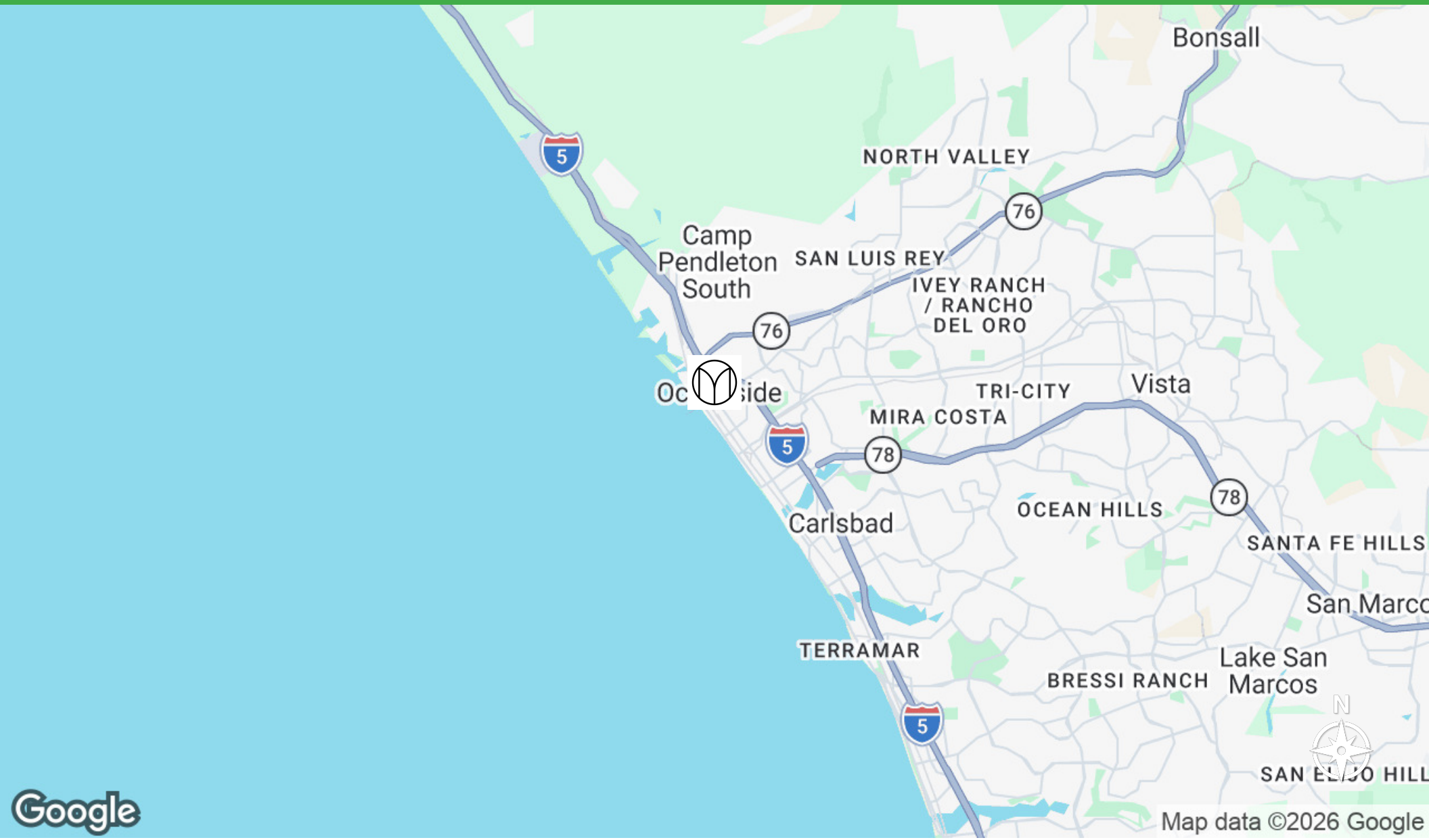
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REGIONAL MAP



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RETAILER MAP



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FINANCIAL ANALYSIS

SECTION 4

PRO FORMA UNIT MIX SUMMARY

UNIT TYPE	COUNT	% OF TOTAL	SIZE SF	RENT	RENT/SF
STUDIO	4	19%	274 SF	$2,800	$10.22
ONE BED / ONE BATH	16	76.20%	368 SF	$3,500	$9.51
3 BED / ONE BATH	1	4.80%	925 SF	$5,500	$5.95
TOTALS/AVERAGES	**21**	**100%**	**377 SF**	**$3,462**	**$9.48**

These rental amounts assume the transition from Vacation Rentals to Monthly Rentals - furnished or unfurnished.

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HISTORICAL SHORT-TERM RENTAL REVENUE DATA

These tables are rental revenue only. They do not include other income.

Date	RevPAR 2024	ROOMS BOOKED 2024	Revenue 2024	RevPAR 2025	ROOMS BOOKED 2025	Revenue 2025	Change % - 2025-2024	RevPAR 2026	ROOMS BOOKED 2026	Revenue 2026*	Change % - 2026-2025
Jan	$ 88	376	$ 57,105	$ 99	397	$ 64,153	12.34	$ 103	377	$ 66,761	4.07
Feb	$ 104	365	$ 63,516	$ 107	357	$ 62,669	2.19	$ 64	199	$ 62,000	(1.08)
Mar	$ 162	504	$ 105,705	$ 156	507	$ 101,709	-3.78	$ 160	511	$ 104,399	2.64
Apr	$ 142	480	$ 89,694	$ 151	498	$ 95,169	6.1	$ 150	447	$ 94,276	(0.94)
May	$ 149	466	$ 97,045	$ 146	430	$ 95,175	-1.93	$ 149	498	$ 97,012	1.93
Jun	$ 244	573	$ 153,847	$ 223	529	$ 140,757	-8.51	$ 260	561	$ 163,894	16.44
Jul	$ 300	611	$ 195,479	$ 291	602	$ 189,332	-3.14	$ 306	595	$ 198,895	5.05
Aug	$ 234	572	$ 152,145	$ 228	531	$ 148,103	-2.66	$ 230	584	$ 149,913	1.22
Sep	$ 171	522	$ 108,001	$ 155	431	$ 97,423	-9.79				
Oct	$ 137	506	$ 89,447	$ 147	466	$ 95,725	7.02				
Nov	$ 112	385	$ 70,844	$ 122	413	$ 77,156	8.91				
Dec	$ 135	457	$ 87,656	$ 119	427	$ 77,160	-11.97				
TOTALS	$ 165.00		$ 1,270,484	$ 161.92		$ 1,244,531	$ (25,954)	$ 177.72		$ 937,150	$ 40,083

*Feb adjusted to historical due to 2 week closure

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INVESTMENT OVERVIEW	CURRENT MARBELLA VACATION RENTAL OPERATION FINANCIALS	PRO FORMA MARBELLA MONTLHY RENTAL OPERATION FINANCIALS
PRICE	$14,000,000	$14,000,000
PRICE PER SF	$1,772	$1,772
PRICE PER UNIT	$666,667	$666,667
GRM	11.73	16.05
CAP RATE	4.08%	4.59%
CASH-ON-CASH RETURN (YR 1)	4.08%	4.59%
TOTAL RETURN (YR 1)	$571,714	$642,324

OPERATING DATA	CURRENT MARBELLA VACATION RENTAL OPERATION FINANCIALS	PRO FORMA MARBELLA MONTLHY RENTAL OPERATION FINANCIALS
GROSS SCHEDULED INCOME	$1,193,245	$872,400
OTHER INCOME	$327,342	$45,600
TOTAL SCHEDULED INCOME	$1,519,267	$918,000
VACANCY COST	-	$26,172
GROSS INCOME	$1,519,267	$891,828
OPERATING EXPENSES	$947,553	$249,504
NET OPERATING INCOME	$571,714	$642,324
PRE-TAX CASH FLOW	$571,714	$642,324

The left hand column shows current vacation rental operating financials for 2025. The column on the right shows pro forma operating financials if the property were operated as a monthly rental - either furnished or unfurnished.

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MARBELLA

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INCOME & EXPENSES

INCOME SUMMARY	CURRENT MARBELLA VACATION RENTAL OPERATION FINANCIALS	PER SF	PRO FORMA MARBELLA MONTLHY RENTAL OPERATION FINANCIALS	PER SF
RENTAL INCOME	$1,193,245	$151.02	$872,400	$110.42
LAUNDRY INCOME	$1,189	$0.15	$3,600	$0.46
CLEANING FEE INCOME	$192,970	$24.42	$0	$0.00
MISC. FEE INCOME	$2,400	$0.30	$0	$0.00
SALES TAX COLLECTED	$128,679	$16.29	$0	$0.00
INTEREST INCOME	$784	$0.10	$0	$0.00
GARAGE RENT	$0	$0.00	$42,000	$5.32
GROSS INCOME	**$1,519,267**	**$192.29**	**$918,000**	**$116.19**

EXPENSES SUMMARY	CURRENT MARBELLA VACATION RENTAL OPERATION FINANCIALS	PER SF	PRO FORMA MARBELLA MONTLHY RENTAL OPERATION FINANCIALS	PER SF
PAYROLL AND BENEFITS	$163,188	$20.65	$0	$0.00
LEASING & MARKETING	$113,536	$14.37	$0	$0.00
MANAGEMENT FEES	$51,789	$6.55	$0	$0.00
ADMINISTRATIVE EXPENSES	$24,816	$3.14	$0	$0.00
UTILITIES	$43,850	$5.55	$0	$0.00
REPAIRS AND MAINTENANCE	$26,563	$3.36	$20,000	$2.53
TURNOVER EXPENSES	$191,404	$24.23	$0	$0.00
INSURANCE	$28,464	$3.60	$13,000	$1.65
TRANSIT OCCUPANCY TAXES	$128,000	$16.20	$0	$0.00
PROPERTY TAXES	$149,380	$18.91	$149,380	$18.91
CLEANING FEES	$0	$0.00	$2,000	$0.25
PROPERTY MANAGEMENT	$0	$0.00	$42,747	$5.41
UTILITIES - WATER/SEWER/TRASH	$0	$0.00	$17,323	$2.19
UTILITIES - GAS & ELECTRIC	$0	$0.00	$2,054	$0.26
FEES & PERMITS	$0	$0.00	$2,000	$0.25
LANDSCAPING	$0	$0.00	$1,000	$0.13
OPERATING EXPENSES	**$947,553**	**$119.93**	**$249,504**	**$31.58**
NET OPERATING INCOME	**$571,714**	**$72.36**	**$642,324**	**$81.30**

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DEMOGRAPHICS

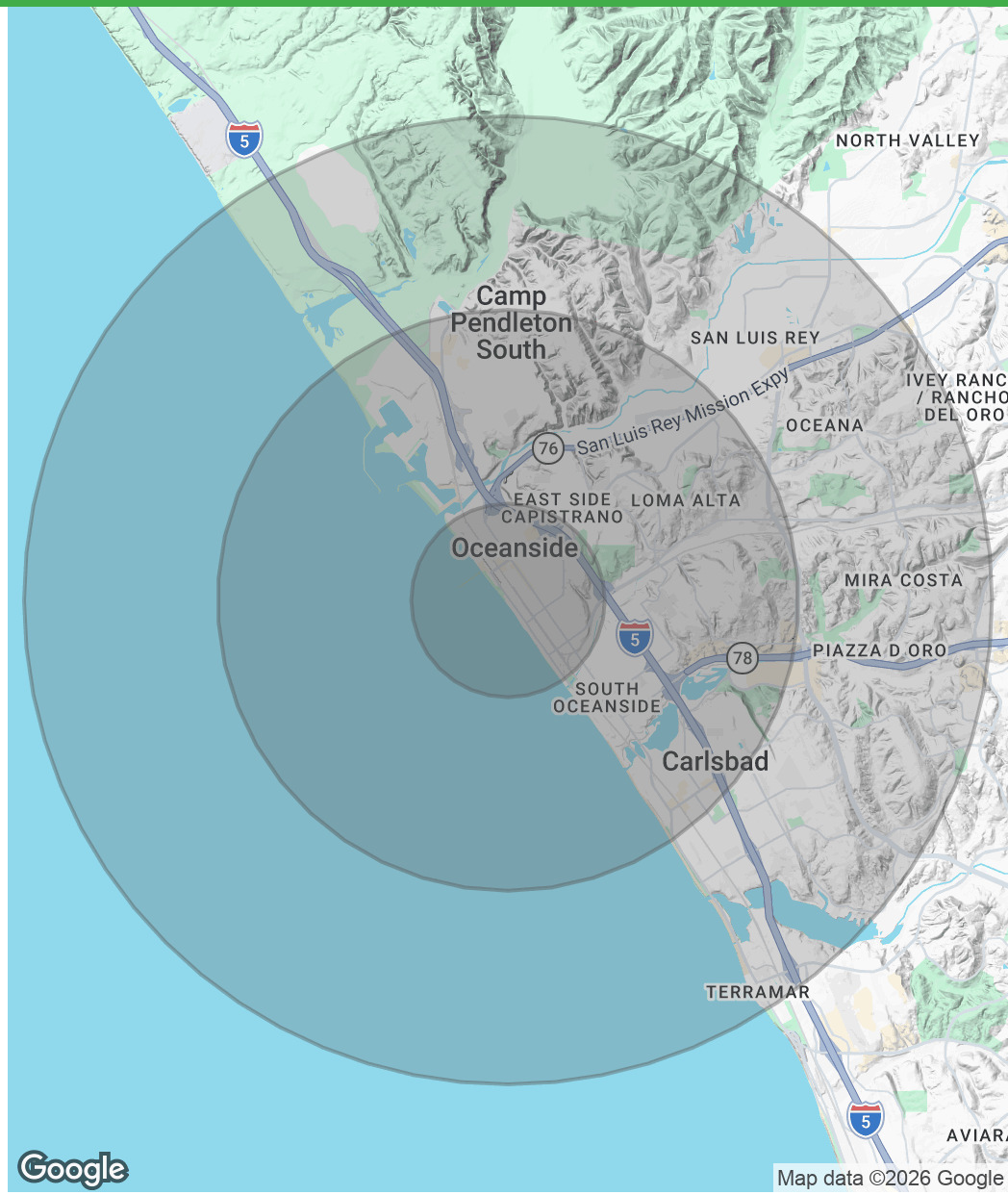
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	1 MILE	3 MILES	5 MILES
Total population	11,903	52,958	112,739
Median age	30.1	32.9	36.4
Median age (male)	28.8	32.0	35.0
Median age (female)	31.3	33.8	37.8
Total households	4,463	19,528	43,503
Total persons per HH	2.7	2.7	2.6

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POPULATION	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	11,903	52,958	112,739
AVERAGE AGE	30.1	32.9	36.4
AVERAGE AGE (MALE)	28.8	32.0	35.0
AVERAGE AGE (FEMALE)	31.3	33.8	37.8



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SALE COMPARABLES

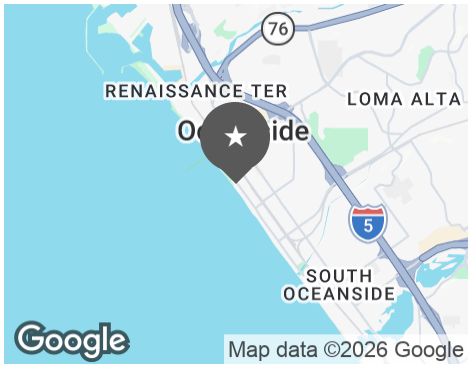
SECTION 6

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MARBELLA
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PRICE:	$14,000,000	**BLDG SIZE:**	7,901 SF
NO. UNITS:	21	**CAP RATE:**	4.08%
PRICE/UNIT:	$666,667		



1



1931 COAST HWY
1931 Coast Hwy, Oceanside, CA 92054

PRICE:	$14,430,000	**BLDG SIZE:**	16,311 SF
NO. UNITS:	20	**CAP RATE:**	4.60%
PRICE/UNIT:	$721,500		

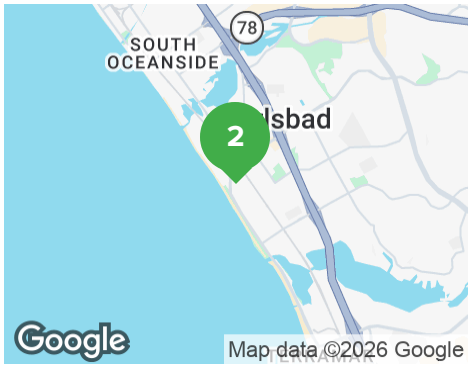


2



3177 LINCOLN STREET
3177 Lincoln Street, Carlsbad, CA 92008

PRICE:	$3,910,000	**BLDG SIZE:**	5,044 SF
NO. UNITS:	6	**CAP RATE:**	3.45%
PRICE/UNIT:	$651,667		



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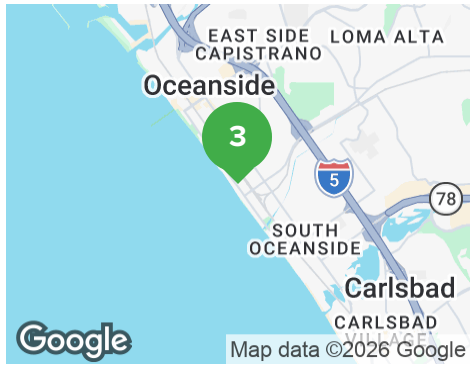
3



1036 S. PACIFIC STREET

1036 S. Pacific Street, Oceanside, CA 92054

PRICE:	$3,800,000	**BLDG SIZE:**	2,800 SF
NO. UNITS:	7	**CAP RATE:**	4.43%
PRICE/UNIT:	$542,857		



4



414-416 S THE STRAND

414-416 S The Strand, Oceanside, CA 92054

PRICE:	$4,950,000	**BLDG SIZE:**	1,465 SF
NO. UNITS:	3	**PRICE/UNIT:**	$1,650,000



5



215 S. PACIFIC STREET

215 S. Pacific Street, Oceanside, CA 92054

PRICE:	$5,553,000	**BLDG SIZE:**	4,257 SF
NO. UNITS:	7	**CAP RATE:**	4.80%
PRICE/UNIT:	$793,286		



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RENT COMPARABLES

SECTION 7

MARBELLA

308 South The Strand, Oceanside, CA 92054

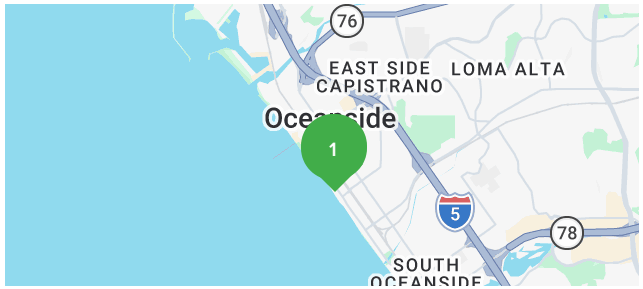
RENT COMPS

1



312 S THE STRAND

312 S. The Strand
Oceanside, CA 92054



Bldg Size: 1,300 SF
Avg. Size: 1,300 SF
Avg. Rent/SF: $4.62
Avg. Rent: $6,000

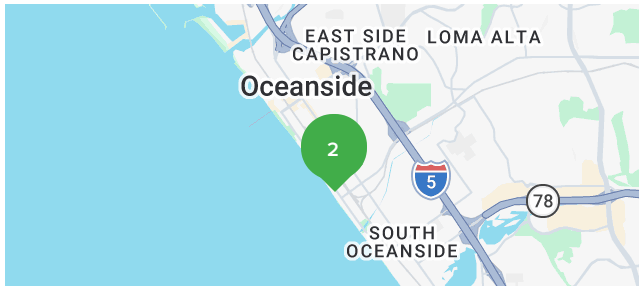
UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
3 Bed - 2 Bath	1	100	1,300	$6,000	$4.62
TOTAL/AVG	1	100%	1,300	$6,000	$4.62

2



901 S PACIFIC

901 S. Pacific Street
Oceanside, CA 92054



Bldg Size: 1,567 SF
Avg. Size: 1,567 SF
Avg. Rent/SF: $5.11
Avg. Rent: $8,000

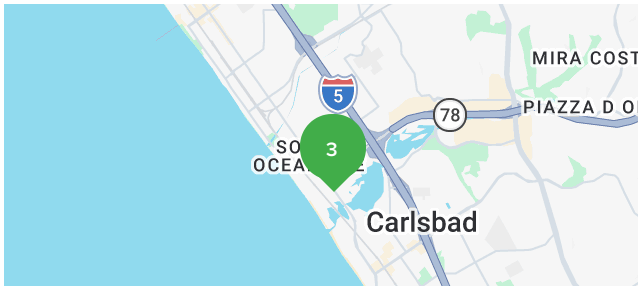
UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
3 Bed - 2.5 Bath	1	100	1,567	$8,000	$5.11
TOTAL/AVG	1	100%	1,567	$8,000	$5.11

3



1931 S. COAST HWY

1931 S. Coast Hwy
Oceanside, CA 92054



Bldg Size: 876 SF
Avg. Size: 876 SF
Avg. Rent/SF: $3.65
Avg. Rent: $3,195

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed - 1 Bath	1	100	876	$3,195	$3.65
TOTAL/AVG	1	100%	876	$3,195	$3.65

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RENT COMPS

4 409 DITMAR



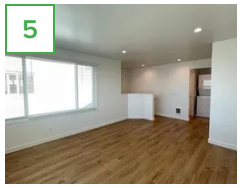
409 N. Ditmar Street
Oceanside, CA 92054



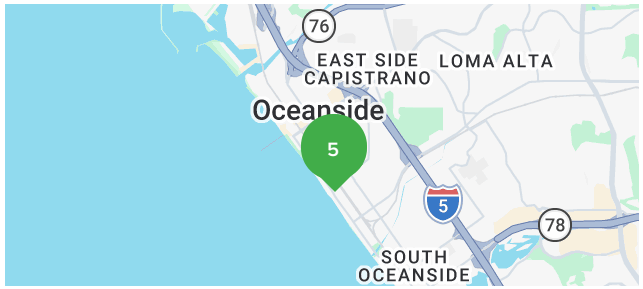
Bldg Size:	550 SF	Avg. Rent/SF:	$6.18
Avg. Size:	550 SF	Avg. Rent:	$3,400

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
1 Bed - 1 Bath	1	100	550	$3,400	$6.18
TOTAL/AVG	**1**	**100%**	**550**	**$3,400**	**$6.18**

5 518 S. PACIFIC STREET



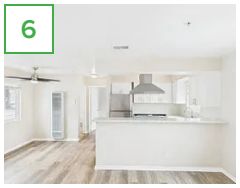
518 S. Pacific Street
Oceanside, CA 92054



Bldg Size:	700 SF	Avg. Rent/SF:	$4.93
Avg. Size:	700 SF	Avg. Rent:	$3,450

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
Studio	1	100	700	$3,450	$4.93
TOTAL/AVG	**1**	**100%**	**700**	**$3,450**	**$4.93**

6 502 SPORTFISHER



502 Sportfisher Drive
Oceanside, CA 92054



Bldg Size:	555 SF	Avg. Rent/SF:	$4.50
Avg. Size:	555 SF	Avg. Rent:	$2,495

UNIT TYPE	# UNITS	% OF	SIZE SF	RENT	RENT/SF
Studio	1	100	555	$2,495	$4.50
TOTAL/AVG	**1**	**100%**	**555**	**$2,495**	**$4.50**

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MARBELLA

308 South The Strand, Oceanside, CA 92054

MULTIFAMILY PROPERTY FOR SALE

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