

OFFERING MEMORANDUM

213 Guajome St

8 Units / Vista, CA



8 UNITS IN PRIME VISTA, CA / VALUE ADD OPPORTUNITY



Investment Summary

Sage Real Estate Group is pleased to present 213 Guajome Street, an exceptionally well-located 8-unit apartment building in the heart of Vista, California.

Built in 1986, the property features an attractive unit mix of eight spacious one-bedroom, one-bathroom apartments and an extraordinary amount of onsite parking, including 16 enclosed garages and 14 additional surface parking spaces—providing nearly four parking spaces per unit.

The property is ideally situated just blocks from Historic Downtown Vista and Vista Village, offering residents convenient access to an expanding selection of restaurants, breweries, coffee shops, shopping, and entertainment.

The nearby Vista Transit Center provides access to the SPRINTER rail line, connecting Oceanside to Escondido and offering convenient transportation throughout North San Diego County.

Current rents are substantially below market, providing a new owner with the opportunity to increase rental income, improve operating performance, and create long-term value.

Additionally, the property's exceptional parking capacity presents an opportunity to convert several garages into Accessory Dwelling Units (ADUs), while still maintaining ample onsite parking.





Investment Highlights

- 1986 Construction 8-unit
- Roof replaced in 2024
- 20%+ upside in rents
- Incredible parking ratio of 3.75 spaces/unit (16 garage & 14 surface)
- Located blocks from Downtown Vista
- Potential to convert garages into ADUs
- Easy access to Sprinter light rail
- Common laundry room for additional income



213 Guajome St

8 Units / Vista, CA

PROPERTY DETAILS

PROPERTY DATA

Address	213 Guajome St
City, State, Zip	Vista, CA 92083
APN	164-162-54-00
Number of Units	8
Year Built	1986

BUILDING DETAILS

Building Size	4,440 SF
Lot Size	24,858 SF
Unit Mix	(8) 1 BD/1 BA
	(16) Garages
	(14) Surface Parking
	Community Laundry Rm

FINANCIAL INDICATORS

Price	\$2,300,000
Price per Unit	\$287,500
Current Cap Rate	4.8%
Market Cap Rate	6.3%
Current GRM	12.52
Market GRM	10.37





213 Guajome St

8 Units / Vista, CA

PRICING & FINANCIALS

PRICING & FINANCIALS

List Price	\$2,300,000
Building Data / Financial Indicators	
Street	213 Guajome St
City, State, Zip	Vista, CA 92083
APN	164-162-54-00
Number of Units	8
Year Built*	1986
Building Size	4,440 SF
Lot Size	24,858 SF
Current Cap Rate	4.8%
Market Cap Rate	6.3%
Current GRM	12.52
Market GRM	10.37
Price Per Unit	\$287,500
Price / Sqft	\$518
Loan Summary	
Down Payment	\$1,150,000
Loan Amount	\$1,150,000
Interest Rate	7.05%
Monthly P&I	\$7,690
Annual P&I	\$92,276
Loan to Value	50%
Debt Service Ratio	1.20
Amortization	30
Loan Term	360

Income	Current Actual	Market- Pro Forma
Scheduled Rental Income	\$161,772	\$196,800
Vacancy (5%)	(\$8,089)	(\$9,840)
Net Rental Income	\$153,683	\$186,960
Laundry Income	\$924	\$924
Garage Rent	\$21,000	\$24,000
Effective Gross Income	\$175,607	\$211,992
Expenses	Current Actual	Market- Pro Forma
Property Tax - 1.08707%	\$25,003	\$25,003
Direct Assessments - Per Assessor	\$4,318	\$4,318
Insurance- 2026 Actual	\$7,237	\$7,237
Repairs & Maintenance - Est @ \$750/unit/ yr	\$6,000	\$6,000
Property Management (5%)	\$8,089	\$10,080
Utilities- based on 2026 YTD Averages	\$10,080	\$10,080
Pest Control	\$1,200	\$1,200
Gardening	\$3,060	\$3,060
License & Fees	\$220	\$220
Total Expenses	(37%) \$65,207	(32%) \$66,958
Net Operating Income	\$110,401	\$144,926

*The property is subject to AB1482

RENT ROLL

Unit #	Type	Current Rent	Market Rent	Move In Date	Last Rent Increase
22	1BD/1BA	\$1,667	\$2,050	6/8/2002	4/1/25
23	1BD/1BA	\$1,850	\$2,050	12/9/2019	
24	1BD/1BA	\$1,667	\$2,050	10/1/2019	4/1/25
25	1BD/1BA	\$1,667	\$2,050	10/1/2021	4/1/25
26	1BD/1BA	\$1,629	\$2,050	12/1/2022	4/1/25
27	1BD/1BA	\$1,667	\$2,050	10/1/2017	4/1/25
28	1BD/1BA	\$1,667	\$2,050	8/1/2020	4/1/25
29	1BD/1BA	\$1,667	\$2,050	1/19/2008	4/1/25
		\$13,481	\$16,400		

*All units are month to month and eligible for a rent increase.

*Maximum allowed increase Aug 1, 2026- July 31,2027 is 8.2%

RENT ROLL- GARAGES

Unit #	Type	Current Rent	Market Rent	Move In Date	Notes
1	1 Car Garage				Included w/ unit #22
A	1 Car Garage	\$250	\$250	7/1/2018	
2	1 Car Garage				Included w/ unit #23
B	1 Car Garage	\$250	\$250	8/21/2009	
3	1 Car Garage	\$250	\$250	7/1/2016	
C	1 Car Garage				Included w/ unit #27
4	1 Car Garage				Included w/ unit #24
D	1 Car Garage				Included w/ unit #29
5	1 Car Garage				Included w/ unit #25
E	1 Car Garage	\$250	\$250	10/1/2022	
6	1 Car Garage				Included w/ unit #26
F	1 Car Garage		\$250		Vacant
7	1 Car Garage	\$250	\$250	8/1/2013	
G	1 Car Garage	\$250	\$250	3/2/2020	
8	1 Car Garage				Included w/ unit #28
H	1 Car Garage	\$250	\$250	3/20/2021	
Total		\$1,750	\$2,000		

Total of 16 garages and 14 surface parking spaces

DISCLAIMER & CONFIDENTIALITY AGREEMENT

The material contained in this document is confidential, furnished solely for the purpose of considering investment in the property described therein and is not to be copied and/or used for any purpose or made available to any other person without the express written consent of Sage Real Estate. In accepting this, the recipient agrees to keep all material contained herein, confidential.

This information has been prepared to provide summary information to prospective purchasers and to establish a preliminary level of interest in the property described herein. It does not, however, purport to present all material information regarding the subject property, and it is not a substitute for a thorough due diligence investigation. Sage Real Estate and Seller have not made any investigation of the actual property, the tenants, the operating history, financial reports, leases, square footage, age or any other aspect of the property, including but not limited to any potential environmental problems that may exist and make no warranty or representation whatsoever concerning these issues. The information contained in this informational package has been obtained from sources we believe to be reliable; however, Sage Real Estate and Seller have not conducted any investigation regarding these matters and make no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. Any pro formas, projections, opinions, assumptions or estimates used are for example only and do not necessarily represent the current or future performance of the property.

Sage Real Estate and Seller strongly recommend that prospective purchasers conduct an in-depth investigation of every physical and financial aspect of the property to determine if the property meets their needs and expectations. We also recommend that prospective purchasers consult with their tax, financial and legal advisors on any matter that may affect their decision to purchase the property and the subsequent consequences of ownership.

All parties are advised that in any property the presence of certain kinds of molds, funguses, or other organisms may adversely affect the property and the health of some individuals. Sage Real Estate recommends, if prospective buyers have questions or concerns regarding this issue, that prospective buyers conduct further inspections by a qualified professional.

The Seller retains the right to withdraw, modify or cancel this offer to sell at any time and without any notice or obligation. Any sale is subject to the sole and unrestricted approval of Seller, and Seller shall be under no obligation to any party until such time as Seller and any other necessary parties have executed a contract of sale containing terms and conditions acceptable to Seller and such obligations of Seller shall only be those in such contract of sale.

Cody Charnell / 562.896.3851
cody@Sageregroup.com
CA DRE # #01950585

Sage Real Estate
2734 E Broadway STE 8,
Long Beach, CA 90803
www.sageregroup.com

