



# MULTI OR SINGLE TENANT INDUSTRIAL SITE

1520 Barham Drive • San Marcos, California

LIGHT INDUSTRIAL REDEVELOPMENT SITE | 149,411 SF (3.43 ACRES)

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ASKING PRICE:  
**\$3,000,000**

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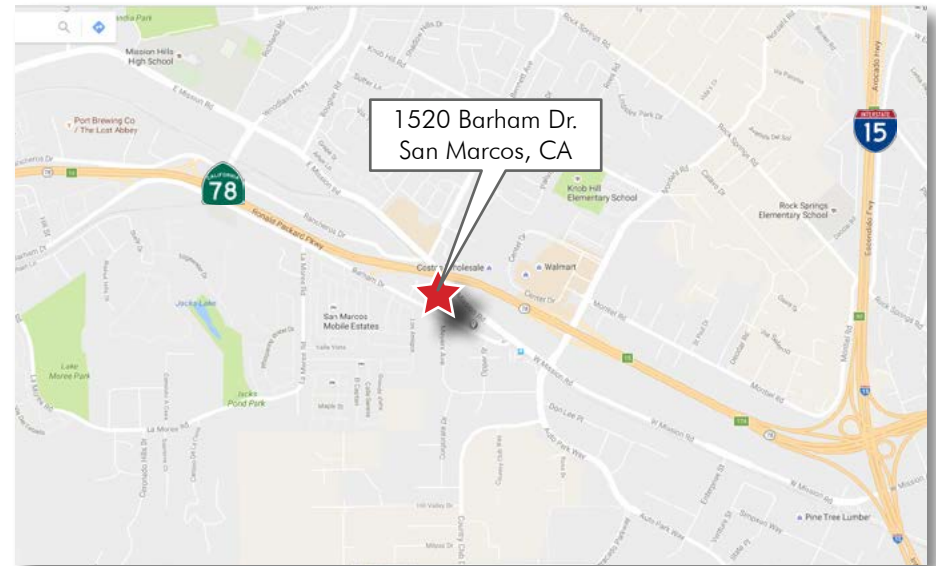
## PROPERTY OVERVIEW

1520 E Barham is a flat, 3.43 acre site, prime for light industrial development. We expect that a developer can build up to 55,000 sq. ft. of industrial space on the site (depending on the amount of parking required for the proposed use). The city of San Marcos supports the development of light industrial on this the property, as long as it is consistent with the current Light Industrial (“L-I”) Ordinance. \*(Please see the links to the Light Industrial zoning ordinance on page 3 of this package)

Currently, the owner leases the property for surface storage which is not consistent with the city’s in place zoning ordinance. The owner will facilitate vacating these tenants by the close of escrow. The existing buildings consist of 3 structures/4 suites & 11,952 sq. ft. total. This space is mostly vacant but is worth approximately .70 cents per square foot Net in today’s market. All of this space could be leased prior to the re-development of the property to help cover carrying costs during the entitlement process.

As an incentive to a Buyer/Developer, there is a chance that the City of San Marcos would allow the property to continue be leased to surface-storage tenants on a short term basis (while the Buyer/developer acquires entitlements). It is inevitable that the city would need to see consistent demonstrable progress towards the acquisition of entitlements under this scenario. If approved, the Buyer would continue to collect rents from the existing tenants. This will produce a Gross Operating Income (“GOI”), of approx. \$286,800 annually. This income is primary derived from the outside storage tenants in place (which are all on short term leases). The Net Operating Income (NOI) would be approx. \$205,300. This would represent a 6.84% Capitalization Rate (at the asking price) and would allow the Buyer to carry 65% loan (\$1,950,000) at 4.5% (25 yrs. amortization) and produce a 7.17% cash flow after the debt service. If the city allows this, it would be a very favorable situation for the Buyers Development Pro-Forma.

\*(For a completely updated version of the zoning ordinance, please see the city of San Marcos web site)





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## PROPERTY FEATURES

Address: 1502 Barham Drive  
San Marcos, California 92078

Proposed Building Square Footage: 40,000 - 55,000 Square Feet

Land Area: ±3.43 Acres - ±149,411 Square Feet

Assessor's Parcel Number: 226-112-13-00

Zoning: L-I, Light Industrial

Utilities: City of Escondido



## ZONING INFORMATION LINKS

[San Marcos Zoning \(02.03.2017\) - 528 pgs.](#)

[Extracted Pages of San Marcos Zoning that Reference L-I Zone - 34 pgs.](#)

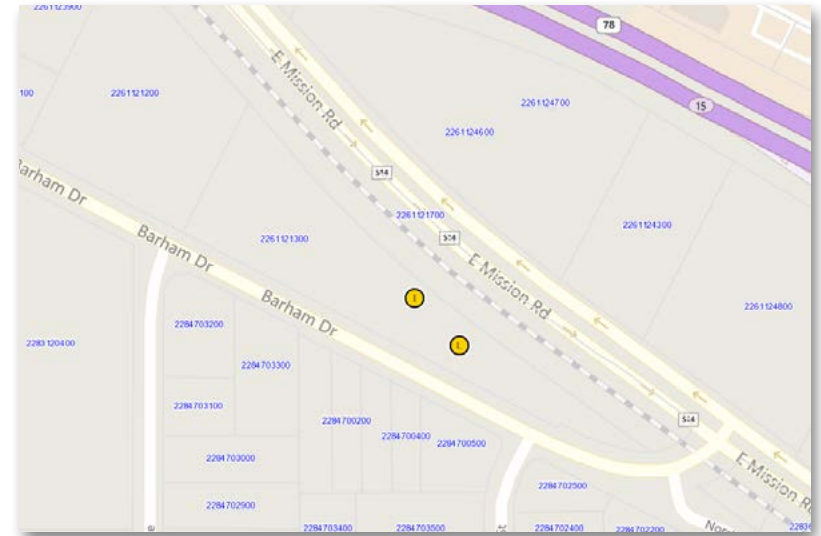
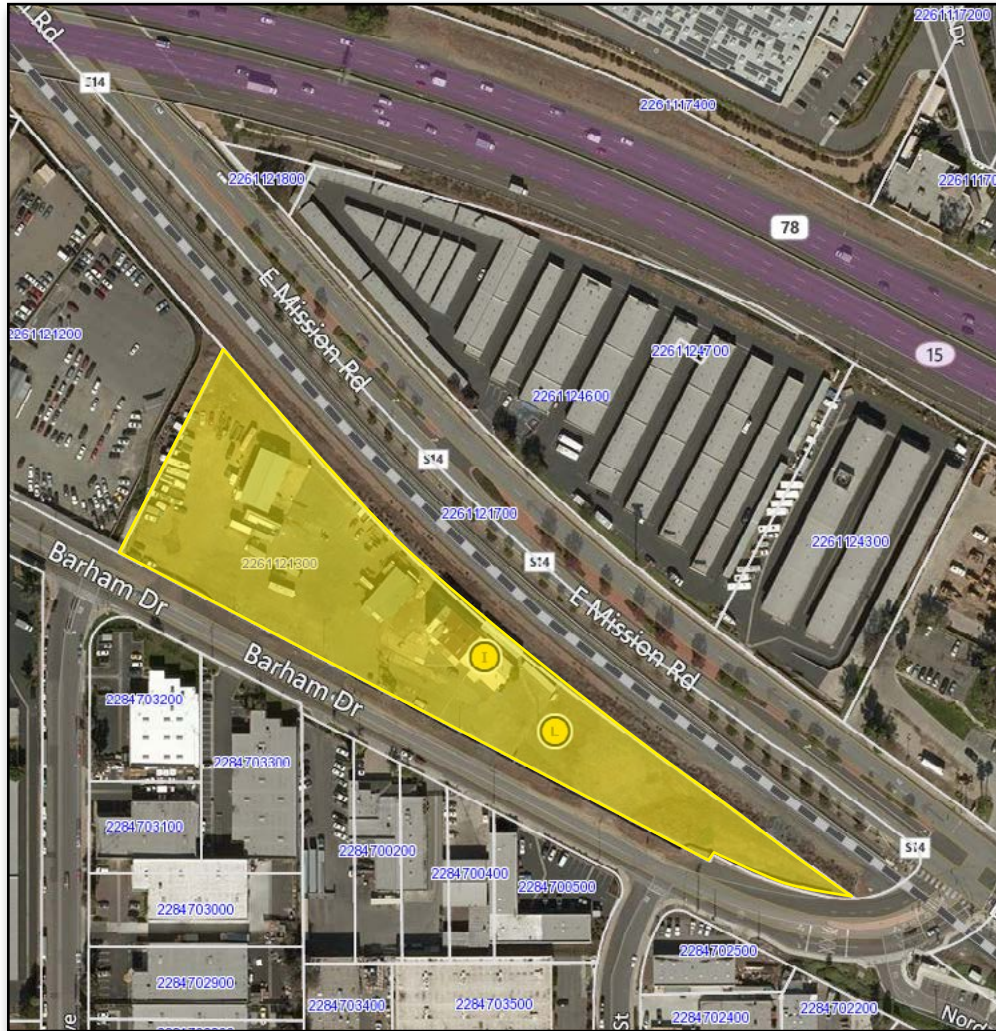


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## PARCEL MAP:





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## DEMOGRAPHICS:

1520 Barham Dr San Marcos, CA 92078-4505	1 mi radius	3 mi radius	5 mi radius
<b>Population</b>			
Estimated Population (2016)	10,406	112,809	244,159
Projected Population (2021)	10,931	118,668	256,744
Census Population (2010)	9,533	104,215	225,677
Census Population (2000)	8,068	93,040	192,257
Projected Annual Growth (2016-2021)	524 1.0%	5,859 1.0%	12,586 1.0%
Historical Annual Growth (2010-2016)	873 1.5%	8,594 1.4%	18,481 1.4%
Historical Annual Growth (2000-2010)	1,465 1.8%	11,175 1.2%	33,420 1.7%
Estimated Population Density (2016)	3,314 <i>psm</i>	3,991 <i>psm</i>	3,110 <i>psm</i>
Trade Area Size	3.1 <i>sq mi</i>	28.3 <i>sq mi</i>	78.5 <i>sq mi</i>
<b>Households</b>			
Estimated Households (2016)	3,523	36,470	76,948
Projected Households (2021)	3,696	38,329	80,901
Census Households (2010)	3,280	34,279	72,254
Census Households (2000)	2,832	30,924	63,288
Projected Annual Growth (2016-2021)	173 1.0%	1,859 1.0%	3,953 1.0%
Historical Annual Change (2000-2016)	691 1.5%	5,546 1.1%	13,660 1.3%
<b>Average Household Income</b>			
Estimated Average Household Income (2016)	\$69,869	\$68,900	\$72,847
Projected Average Household Income (2021)	\$80,681	\$79,838	\$84,749
Census Average Household Income (2010)	\$67,146	\$64,073	\$69,809
Census Average Household Income (2000)	\$60,125	\$52,941	\$56,128
Projected Annual Change (2016-2021)	\$10,812 3.1%	\$10,938 3.2%	\$11,902 3.3%
Historical Annual Change (2000-2016)	\$9,744 1.0%	\$15,958 1.9%	\$16,718 1.9%
<b>Median Household Income</b>			
Estimated Median Household Income (2016)	\$59,689	\$58,220	\$62,586
Projected Median Household Income (2021)	\$64,702	\$63,518	\$68,707
Census Median Household Income (2010)	\$58,485	\$53,833	\$58,264
Census Median Household Income (2000)	\$50,531	\$44,598	\$47,411
Projected Annual Change (2016-2021)	\$5,012 1.7%	\$5,298 1.8%	\$6,121 2.0%
Historical Annual Change (2000-2016)	\$9,158 1.1%	\$13,621 1.9%	\$15,174 2.0%
<b>Per Capita Income</b>			
Estimated Per Capita Income (2016)	\$23,791	\$22,419	\$23,072
Projected Per Capita Income (2021)	\$27,408	\$25,924	\$26,814
Census Per Capita Income (2010)	\$23,104	\$21,076	\$22,350
Census Per Capita Income (2000)	\$20,751	\$17,581	\$18,465
Projected Annual Change (2016-2021)	\$3,617 3.0%	\$3,505 3.1%	\$3,741 3.2%
Historical Annual Change (2000-2016)	\$3,039 0.9%	\$4,838 1.7%	\$4,608 1.6%
Estimated Average Household Net Worth (2016)	\$710,796	\$739,306	\$793,851

1520 Barham Dr San Marcos, CA 92078-4505	1 mi radius	3 mi radius	5 mi radius
<b>Race and Ethnicity</b>			
Total Population (2016)	10,406	112,809	244,159
White (2016)	6,769 65.0%	67,977 60.3%	146,909 60.2%
Black or African American (2016)	313 3.0%	3,242 2.9%	6,653 2.7%
American Indian or Alaska Native (2016)	107 1.0%	1,020 0.9%	2,190 0.9%
Asian (2016)	941 9.0%	8,993 8.0%	19,310 7.9%
Hawaiian or Pacific Islander (2016)	35 0.3%	348 0.3%	678 0.3%
Other Race (2016)	1,659 15.9%	25,705 22.8%	56,855 23.3%
Two or More Races (2016)	584 5.6%	5,524 4.9%	11,564 4.7%
Population < 18 (2016)	2,205 21.2%	27,083 24.0%	60,495 24.8%
White Not Hispanic	821 37.2%	7,314 27.0%	17,194 28.4%
Black or African American	72 3.3%	782 2.9%	1,707 2.8%
Asian	149 6.8%	1,677 6.2%	3,700 6.1%
Other Race Not Hispanic	133 6.0%	1,161 4.3%	2,717 4.5%
Hispanic	1,030 46.7%	16,149 59.6%	35,178 58.2%
Not Hispanic or Latino Population (2016)	6,994 67.2%	62,199 55.1%	134,002 54.9%
Not Hispanic White	5,390 77.1%	47,286 76.0%	102,283 76.3%
Not Hispanic Black or African American	290 4.1%	2,763 4.4%	5,664 4.2%
Not Hispanic American Indian or Alaska Native	58 0.8%	431 0.7%	874 0.7%
Not Hispanic Asian	903 12.9%	8,630 13.9%	18,558 13.8%
Not Hispanic Hawaiian or Pacific Islander	33 0.5%	310 0.5%	597 0.4%
Not Hispanic Other Race	- -	209 0.3%	371 0.3%
Not Hispanic Two or More Races	319 4.6%	2,572 4.1%	5,655 4.2%
Hispanic or Latino Population (2016)	3,413 32.8%	50,610 44.9%	110,157 45.1%
Hispanic White	1,378 40.4%	20,691 40.9%	44,625 40.5%
Hispanic Black or African American	23 0.7%	480 0.9%	989 0.9%
Hispanic American Indian or Alaska Native	48 1.4%	589 1.2%	1,316 1.2%
Hispanic Asian	38 1.1%	363 0.7%	752 0.7%
Hispanic Hawaiian or Pacific Islander	1 -	38 0.1%	80 0.1%
Hispanic Other Race	1,659 48.6%	25,496 50.4%	56,485 51.3%
Hispanic Two or More Races	265 7.8%	2,953 5.8%	5,909 5.4%
Not Hispanic or Latino Population (2010)	6,535 68.6%	58,374 56.0%	125,802 55.7%
Hispanic or Latino Population (2010)	2,997 31.4%	45,841 44.0%	99,875 44.3%
Not Hispanic or Latino Population (2000)	6,426 79.7%	57,340 61.6%	120,374 62.6%
Hispanic or Latino Population (2000)	1,642 20.3%	35,700 38.4%	71,883 37.4%
Not Hispanic or Latino Population (2016)	7,143 65.4%	63,527 53.5%	136,911 53.3%
Hispanic or Latino Population (2016)	3,787 34.6%	55,140 46.5%	119,833 46.7%
Projected Annual Growth (2016-2021)	375 2.2%	4,531 1.8%	9,676 1.8%
Historical Annual Growth (2000-2010)	1,355 8.3%	10,141 2.8%	27,992 3.9%



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### DEMOGRAPHICS:

1520 Barham Dr San Marcos, CA 92078-4505	1 mi radius	3 mi radius	5 mi radius
<b>Total Age Distribution (2016)</b>			
Total Population	10,406	112,809	244,159
Age Under 5 Years	678 6.5%	8,434 7.5%	18,625 7.6%
Age 5 to 9 Years	574 5.5%	7,639 6.8%	17,198 7.0%
Age 10 to 14 Years	610 5.9%	7,103 6.3%	15,976 6.5%
Age 15 to 19 Years	807 7.8%	7,891 7.0%	16,353 6.7%
Age 20 to 24 Years	851 8.2%	8,525 7.6%	17,157 7.0%
Age 25 to 29 Years	879 8.4%	9,268 8.2%	19,152 7.8%
Age 30 to 34 Years	836 8.0%	8,786 7.8%	18,709 7.7%
Age 35 to 39 Years	683 6.6%	7,849 7.0%	17,241 7.1%
Age 40 to 44 Years	661 6.4%	7,310 6.5%	16,130 6.6%
Age 45 to 49 Years	622 6.0%	6,639 5.9%	15,049 6.2%
Age 50 to 54 Years	678 6.5%	6,772 6.0%	15,053 6.2%
Age 55 to 59 Years	656 6.3%	6,447 5.7%	14,155 5.8%
Age 60 to 64 Years	553 5.3%	5,443 4.8%	11,942 4.9%
Age 65 to 69 Years	442 4.2%	4,623 4.1%	10,144 4.2%
Age 70 to 74 Years	316 3.0%	3,357 3.0%	7,290 3.0%
Age 75 to 79 Years	206 2.0%	2,347 2.1%	4,976 2.0%
Age 80 to 84 Years	158 1.5%	1,855 1.6%	3,862 1.6%
Age 85 Years or Over	196 1.9%	2,523 2.2%	5,148 2.1%
Median Age	34.4	34.5	34.9
Age 19 Years or Less	2,669 25.7%	31,066 27.5%	68,151 27.9%
Age 20 to 64 Years	6,419 61.7%	67,039 59.4%	144,587 59.2%
Age 65 Years or Over	1,317 12.7%	14,704 13.0%	31,420 12.9%
<b>Female Age Distribution (2016)</b>			
Female Population	5,345 51.4%	57,110 50.6%	123,129 50.4%
Age Under 5 Years	344 6.4%	4,144 7.3%	9,112 7.4%
Age 5 to 9 Years	285 5.3%	3,712 6.5%	8,366 6.8%
Age 10 to 14 Years	309 5.8%	3,412 6.0%	7,740 6.3%
Age 15 to 19 Years	437 8.2%	4,004 7.0%	8,114 6.6%
Age 20 to 24 Years	424 7.9%	4,140 7.3%	8,284 6.7%
Age 25 to 29 Years	417 7.8%	4,520 7.9%	9,321 7.6%
Age 30 to 34 Years	414 7.7%	4,310 7.5%	9,217 7.5%
Age 35 to 39 Years	332 6.2%	3,896 6.8%	8,580 7.0%
Age 40 to 44 Years	340 6.4%	3,609 6.3%	8,038 6.5%
Age 45 to 49 Years	320 6.0%	3,302 5.8%	7,427 6.0%
Age 50 to 54 Years	346 6.5%	3,408 6.0%	7,575 6.2%
Age 55 to 59 Years	340 6.4%	3,366 5.9%	7,265 5.9%
Age 60 to 64 Years	276 5.2%	2,811 4.9%	6,241 5.1%
Age 65 to 69 Years	250 4.7%	2,513 4.4%	5,376 4.4%
Age 70 to 74 Years	157 2.9%	1,832 3.2%	3,997 3.2%
Age 75 to 79 Years	130 2.4%	1,355 2.4%	2,848 2.3%
Age 80 to 84 Years	97 1.8%	1,132 2.0%	2,309 1.9%
Age 85 Years or Over	128 2.4%	1,646 2.9%	3,321 2.7%
Female Median Age	35.5	35.8	36.1
Age 19 Years or Less	1,375 25.7%	15,271 26.7%	33,331 27.1%
Age 20 to 64 Years	3,208 60.0%	33,361 58.4%	71,948 58.4%
Age 65 Years or Over	762 14.3%	8,477 14.8%	17,850 14.5%

1520 Barham Dr San Marcos, CA 92078-4505	1 mi radius	3 mi radius	5 mi radius
<b>Male Age Distribution (2016)</b>			
Male Population	5,061 48.6%	55,699 49.4%	121,030 49.6%
Age Under 5 Years	333 6.6%	4,290 7.7%	9,513 7.9%
Age 5 to 9 Years	290 5.7%	3,927 7.0%	8,833 7.3%
Age 10 to 14 Years	301 6.0%	3,692 6.6%	8,236 6.8%
Age 15 to 19 Years	370 7.3%	3,887 7.0%	8,239 6.8%
Age 20 to 24 Years	427 8.4%	4,385 7.9%	8,873 7.3%
Age 25 to 29 Years	462 9.1%	4,748 8.5%	9,830 8.1%
Age 30 to 34 Years	422 8.3%	4,476 8.0%	9,493 7.8%
Age 35 to 39 Years	352 6.9%	3,953 7.1%	8,661 7.2%
Age 40 to 44 Years	321 6.3%	3,701 6.6%	8,092 6.7%
Age 45 to 49 Years	302 6.0%	3,337 6.0%	7,622 6.3%
Age 50 to 54 Years	332 6.6%	3,365 6.0%	7,477 6.2%
Age 55 to 59 Years	316 6.2%	3,081 5.5%	6,890 5.7%
Age 60 to 64 Years	278 5.5%	2,632 4.7%	5,701 4.7%
Age 65 to 69 Years	192 3.8%	2,110 3.8%	4,769 3.9%
Age 70 to 74 Years	159 3.1%	1,525 2.7%	3,293 2.7%
Age 75 to 79 Years	76 1.5%	992 1.8%	2,128 1.8%
Age 80 to 84 Years	61 1.2%	724 1.3%	1,554 1.3%
Age 85 Years or Over	68 1.3%	877 1.6%	1,827 1.5%
Male Median Age	33.4	33.3	33.7
Age 19 Years or Less	1,294 25.6%	15,795 28.4%	34,820 28.8%
Age 20 to 64 Years	3,211 63.4%	33,677 60.5%	72,640 60.0%
Age 65 Years or Over	556 11.0%	6,227 11.2%	13,570 11.2%
<b>Males per 100 Females (2016)</b>			
Overall Comparison	95	98	98
Age Under 5 Years	97 49.2%	104 50.9%	104 51.1%
Age 5 to 9 Years	102 50.4%	106 51.4%	106 51.4%
Age 10 to 14 Years	98 49.4%	108 52.0%	106 51.6%
Age 15 to 19 Years	85 45.9%	97 49.3%	102 50.4%
Age 20 to 24 Years	101 50.2%	106 51.4%	107 51.7%
Age 25 to 29 Years	111 52.5%	105 51.2%	105 51.3%
Age 30 to 34 Years	102 50.5%	104 50.9%	103 50.7%
Age 35 to 39 Years	106 51.4%	101 50.4%	101 50.2%
Age 40 to 44 Years	94 48.6%	103 50.6%	101 50.2%
Age 45 to 49 Years	94 48.6%	101 50.3%	103 50.6%
Age 50 to 54 Years	96 48.9%	99 49.7%	99 49.7%
Age 55 to 59 Years	93 48.2%	92 47.8%	95 48.7%
Age 60 to 64 Years	101 50.2%	94 48.4%	91 47.7%
Age 65 to 69 Years	77 43.4%	84 45.6%	89 47.0%
Age 70 to 74 Years	101 50.4%	83 45.4%	82 45.2%
Age 75 to 79 Years	58 36.8%	73 42.3%	75 42.8%
Age 80 to 84 Years	63 38.7%	64 39.0%	67 40.2%
Age 85 Years or Over	53 34.6%	53 34.6%	55 35.5%
Age 19 Years or Less	94 48.5%	103 50.8%	104 51.1%
Age 20 to 39 Years	105 51.2%	104 51.0%	104 51.0%
Age 40 to 64 Years	95 48.8%	98 49.4%	98 49.5%
Age 65 Years or Over	73 42.2%	73 42.4%	76 43.2%

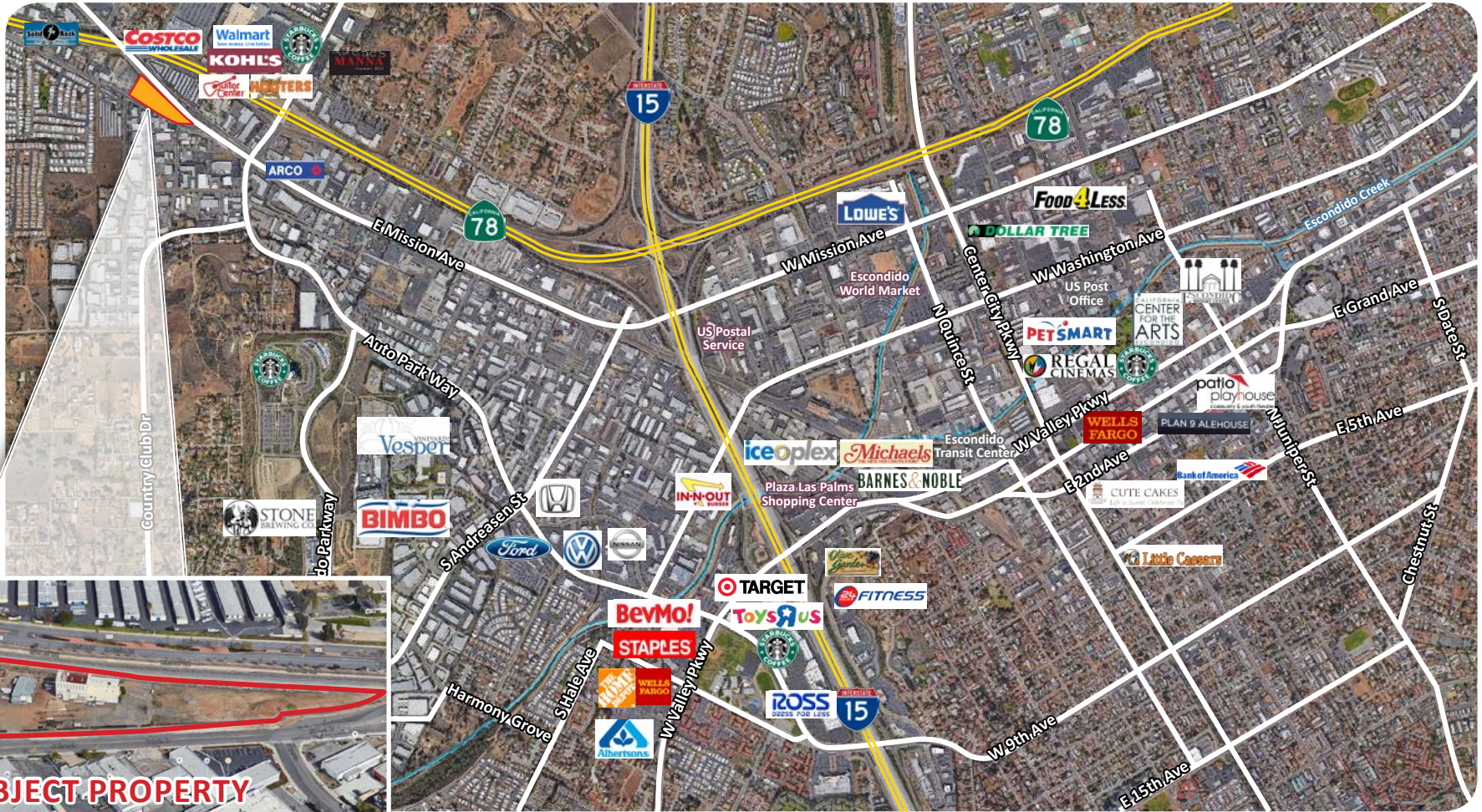


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## MAPS & AREA SERVICES:



**SUBJECT PROPERTY**

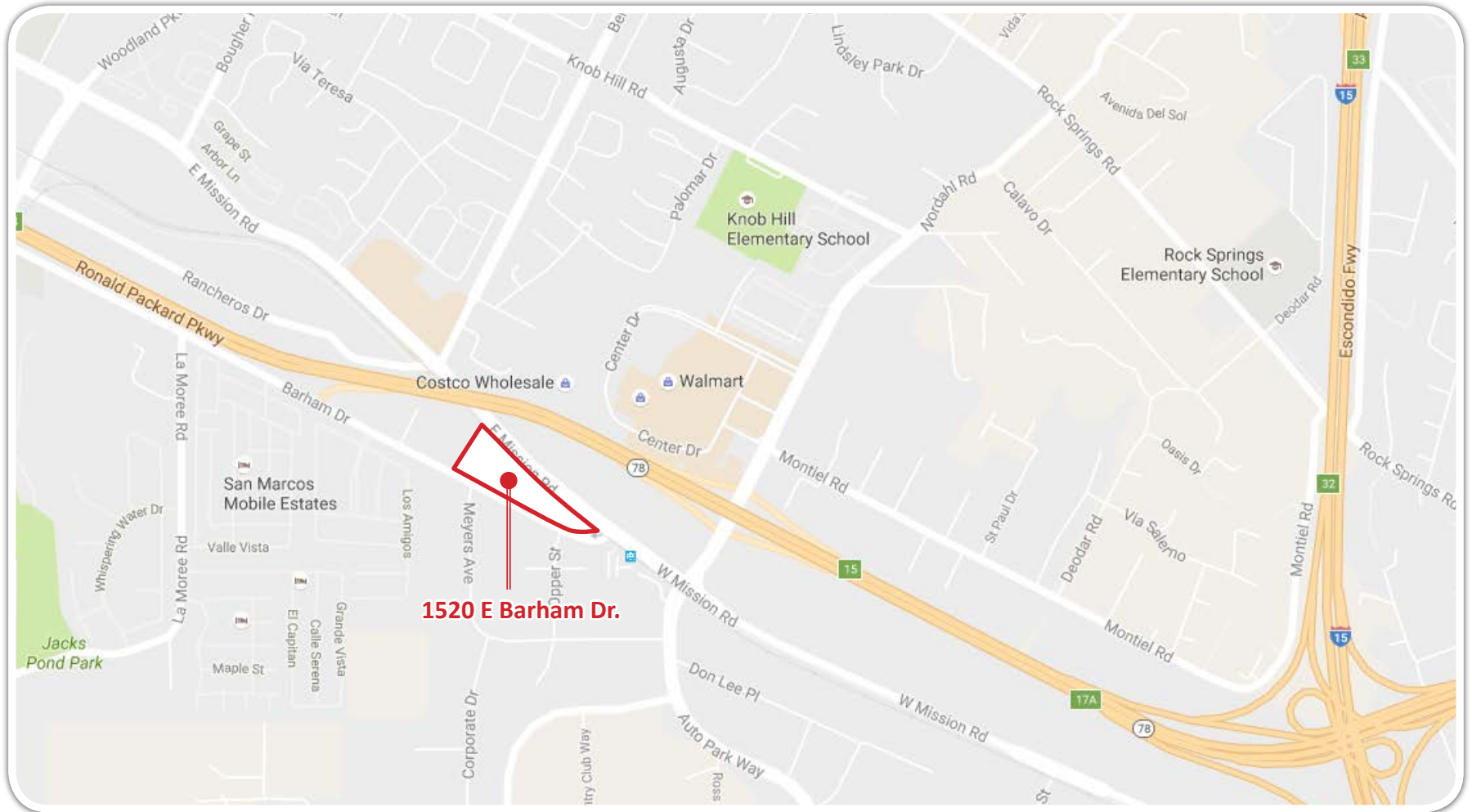


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