

7.32-ACRE OCEANSIDE RESIDENTIAL DEVELOPMENT OPPORTUNITY WITH DENSITY BONUS UPSIDE

2221 WILLOWBROOK DRIVE
OCEANSIDE, CA 92056

ASKING PRICE:
\$4,850,000



Zoning allows 3.5 Dwelling
Units per gross acre



Preliminary 50% State Density
Bonus analysis indicates potential
for up to 39 homes



New Construction Home Sales
range from \$1,100,000 to
\$1,500,000



7.32 gross acres
(318,859 SF)



Existing buildings, utility
connections, pavement and other
site improvements

Guajome Park
Academy

Santa Fe
Trail

Willowbrook Dr

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PROPERTY OVERVIEW

PROPERTY PROFILE

Approximately 7.32 gross acres in the City of Oceanside positioned for residential development. The property includes existing buildings, utility connections, pavement and other site improvements. RE-B-SP zoning and preliminary planning at up to 3.5 dwelling units per gross acre, indicating an approximately 26-home base concept. State Density Bonus allows additional unit yield. Unit counts, qualifying acreage, required waivers, site constraints, utility capacity and entitlement status are subject to City review and independent verification

PROPERTY SNAPSHOT

	ADDRESS:	2221 Willowbrook Drive, Oceanside, CA 92056		ZONING:	RE-B-SP - Residential Estate B with Scenic Park Overlay District (Click to View SP Scenic Park Overlay Zoning) (Click to View Residential Zoning)
	JURISDICTION:	City of Oceanside, San Diego County, CA			
	APNS:	159-112-44-00			
	ACREAGE:	7.32 Gross Acres		DENSITY:	Up to 3.5 DU/gross acre; preliminary 26-home base concept, with potential for materially greater residential yield through California State Density Bonus Law, subject to affordability requirements, City confirmation, project design, and site feasibility
	SQUARE FEET:	318,859 SF			
	CURRENT USE:	Existing buildings for various commercial & residential uses; current use and continued-use rights require verification		MINIMUM LOT SIZE:	10,000 SF (conventional RE-B minimum lot area)
	IMPROVEMENTS:	Buildings, utility connections, pavement and other site improvements; permits, condition and capacity require verification		SCHOOL DISTRICT:	Vista Unified School District
	TOPOGRAPHY:	Flat to gently sloping		SERVICES:	Fire – City of Oceanside Fire Department Police – City of Oceanside Police Water/Sewer – City of Oceanside Water & Sewer Utilities Dept
	GENERAL PLAN DESIGNATION:	Estate B Residential		ASKING PRICE:	\$4,850,000





SALE COMPARABLES

CMA Summary Report

RESIDENTIAL Summary Statistics

High	Low	Average	Median
LP:\$1,449,000	\$1,099,900	\$1,233,866	\$1,198,000
SP:\$1,425,000	\$1,099,900	\$1,210,322	\$1,165,000

RESIDENTIAL - Sold

Number of Properties: 9

Num	MLS#	Status	Prop SubT	Address	MLS AreaMjr	Total Bed	Total Baths	Close Date	Lot Size Sqft	Living Area	DOM	LP	LP/Living Area	SP	SP/Living Area
1	NDP2600018	S	SFR	4998 Verona Street	OCEANSIDE (92056)	4	3	2/11/26	7,840.00	3,043	18	\$1,449,000	\$476.17	\$1,425,000	\$468.29
2	250036526SD	S	SFR	1909 Cheyenne	OCEANSIDE (92056)	4	4	10/10/25	7,560.00	4,000	24	\$1,400,000	\$350.00	\$1,375,000	\$343.75
3	PV260004409	S	SFR	4885 Baroque Terrace	OCEANSIDE (92057)	4	3	5/8/26	6,724.00	2,300	68	\$1,275,000	\$554.35	\$1,275,000	\$554.35
4	250022684SD	S	SFR	1296 Cottonwood Drive	OCEANSIDE (92056)	5	3	5/5/25	7,707.00	2,467	11	\$1,198,000	\$485.61	\$1,188,000	\$481.56
5	NDP2509912	S	SFR	1518 Pepperwood Way	OCEANSIDE (92056)	5	4	11/21/25	5,138.00	2,427	7	\$1,199,900	\$494.40	\$1,165,000	\$480.02
6	NDP2507518	S	SFR	1156 Masterpiece Drive	OCEANSIDE (92057)	5	3	9/22/25	7,319.00	2,704	24	\$1,148,000	\$424.56	\$1,140,000	\$421.60
7	NDP2507202	S	SFR	339 La Purisma Way	OCEANSIDE (92057)	5	4	1/6/26	5,775.00	3,103	131	\$1,145,000	\$369.00	\$1,125,000	\$362.55
8	NDP2509441	S	SFR	2220 Bliss Circle	OCEANSIDE (92056)	5	3	12/10/25	7,206.00	2,866	28	\$1,099,999	\$383.81	\$1,100,000	\$383.81
9	RS25184398	S	SFR	1208 Darwin Drive	OCEANSIDE (92056)	5	3	10/20/25	6,300.00	2,398	66	\$1,099,900	\$458.67	\$1,099,900	\$458.67
Avg						4	3		6,841.09	2,812	41	\$1,223,867	\$444.06	\$1,210,322	\$439.40
Min						4	3		5,138.00	2,300	7	\$1,099,900	\$350.00	\$1,099,900	\$343.75
Max						5	5		7,840.80	4,000	131	\$1,449,000	\$554.35	\$1,425,000	\$554.35
Med						4	3		7,206.00	2,704	24	\$1,198,000	\$458.67	\$1,165,000	\$458.67

DIF FEE

Oceanside Estimated Development Impact Fees 3,400 SF Residence

Item	Amount
School Fees (\$4.08/SF)**	\$13,872
Recycled Water In-Lieu-Of-Fee	\$2,875
Water Dept Impact Fees (Off-Site Slip Lining)	\$1,300
Plan Check Fees	\$1,585
*SDCWA - Capacity Fees - System (3/4" Meters)	\$14,378
Public Facilities Fee	\$2,621
Drainage Fee (Low Density)	\$6,191
Traffic Signal Fee & Throughfare Fee	\$4,339
Parks	\$1,218
TOTAL PER SFD	\$48,379
<i>*Assumes 3/4 inch meter</i>	

DENSITY BONUS CALCULATION

Development Case	Preliminary Yield
Base Density at 3.5 DU Per Gross Acre	Approximately 26 homes
50% State Density Bonus	13 Additional Homes
Potential Density-Bonus Program	Approximately 39 Homes

NEW HOME SALES COMPARABLES

Project Name	Builder Name	City	Open Date	Product Type	Typical Lot Size	Lot Dimension	Min Unit Size	Max Unit Size	Min Price	Max Price	Min \$/SF	Max \$/SF	Total Units Planned	Total Units Sold	Total Remaining	Sales Rate	Zip Code
North River Farms/ Magnolia	Lennar	Oceanside	3/1/25	Detached	5,500	50x110	2,928	3,494	\$1,067,900	\$1,299,900	\$365	\$372	119	70	49	4.26	92057
North River Farms/ Mahogany	Lennar	Oceanside	3/1/25	Detached	6,600	60x110	3,209	3,866	\$1,259,900	\$1,356,900	\$351	\$393	65	49	16	2.98	92057
North River Farms/ Monarch	Lennar	Oceanside	3/1/25	Detached	8,400	70x120	3,335	4,764	\$1,374,900	\$1,604,900	\$337	\$412	91	68	23	4.13	92057
North River Farms/ Monterey	Lennar	Oceanside	3/1/25	Detached	5,000	50x100	2,490	3,076	\$996,900	\$1,134,900	\$369	\$400	60	57	3	3.47	92057
Signal Point	Lennar	Oceanside	10/1/25	Detached	6,500	50x130	3,100	3,255	\$1,799,900	\$1,800,000	\$553	\$581	19	8	11	0.86	92054
Miravar	TRI Pointe Homes	Vista	2/22/26	Detached	3,150	45x70	2,321	2,435	\$990,000	\$1,045,295	\$427	\$429	34	6	28	1.31	92081

LEE &
ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES



2026 DEMOGRAPHICS

1 Mile



Population
12,802



Estimated households
4,447



Average Household Income
\$154,189



Median Household Income
\$124,259



Total Businesses
1,044

3 Miles



Population
121,691



Estimated households
39,047



Average Household Income
\$145,671



Median Household Income
\$115,878



Total Businesses
31,900

5 Miles



Population
233,568



Estimated households
79,810



Average Household Income
\$143,476



Median Household Income
\$115,138



Total Businesses
58,724



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Like all real estate, this property carries significant risks. Buyer and Buyer's consultants, legal and financial advisors must request and carefully review all legal and documents related to the property. Any info provided including fees and costs are not guaranteed and should be verified by Buyer. These figures are subject to change at any time based on market, economic, environmental or other conditions. Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any potential development or use of the property.

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