

[CLICK HERE FOR VIRTUAL TOUR](#)



Mechanics Shop, Possible Owner/User or Mixed-Use Redevelopment
935 W Main Street, El Cajon, CA 92020 | ~~PRICE REDUCATION! \$1,500,000~~ \$1,388,580



LESHA MONTOYA

Associate Director - Sales & Leasing
D (619) 992-5863
Lesham@PacificCoastCommercial.com
Lic. 02007808

PACIFIC COAST COMMERCIAL

Office (619) 469-3600
10721 Treena St., Suite 200, San Diego, CA 92131
www.PacificCoastCommercial.com
Lic. 01209930

PROPERTY FEATURES & SUBSEQUENT ACQUISITION

2

935 W. Main Street

This Mechanics shop is offered OFF MARKET for an owner user with the potential to purchase mechanics license from seller to continue the use “as-is.” The buyer will be required to verify with the city they will in fact be able to continue to operate here with the license in place as a “grandfathered use” as long as the business licenses can transfer. Current Tenant is not aware of a sale and has first right of refusal. PLEASE DO NOT DISTURB TENANT. Offered at \$1,388,580.

Property is also offered as part of a portfolio of four parcels. Newly reduced portfolio is offered at \$3,388,888 for redevelopment project.

The City is inviting Developers to come and bring their MIXED-USE solutions to an area that deeply needs regeneration and life. This is the perfect block to start on. Seller has these three parcels along with the vacant warehouse on the corner of Millar Ave and W. Main St, a main thoroughfare into the City from both La Mesa and Santee. In a portfolio sale it would allow a developer to acquire almost an entire block or about 21,000 SF +/- . This area desperately needs a shopping center with grocer, restaurants, small retail and office. The AB2011 and SB6 may help a developer to expand his project and fulfill the needs of the city with the inclusion of residential or shopkeeper units. The very low parking requirement sitting in the transit district should allow a developer to maximize their FAR for income producing suites and units. City wants this to be a walking, pedestrian friendly district. The project will serve not only the hundreds of employees at major car dealerships, but also the residential homes directly backing these parcels. The city is anxiously awaiting a developer to work with on rejuvenating this area to benefit its community. All 3D Modeling and Visualization is taken directly from the City of El Cajon's Transit District Specific Plan. These parcels sit within the KEY NODES and focus for their development around key intersections and the transit station. BRING YOUR DEVELOPERS TO EL CAJON. With recent passage of AB 2011 and SB6, residential units are getting a major push from the State and allowing for underutilized and vacant industrial, commercial to provide for the much needed housing our county lacks. This Mixed-Use Project could be the solution.

DEVELOPER INCENTIVES from the City under 3.12 pg. 22 of EL CAJON TRANSIT DISTRICT SPECIFIC PLAN. ([VIEW LINK](#))

PROPERTY FEATURES

- ◇ **Investment Type:** Mechanics Shop and Owner-User/ Development Possibility
- ◇ **Building Size:** Approx. 1,288 SF Building on Approx. 5,157 SF
- ◇ **APN:** 487-282-27-00
- ◇ **Zoning:** Commercial Retail
- ◇ **Sale Price:** \$1,388,580 (\$1,078.09/SF)

PROPERTY HIGHLIGHTS

- ◇ Great Signage and Location on W Main Street Just Off HWY 8 Ramps
- ◇ Located in the El Cajon Transit District Specific Plan
- ◇ Long Term Month-Month Tenants Providing Income During Entitlement Process
- ◇ Possible Acquisition of 3 More Parcels with Seller in Portfolio Purchase
- ◇ Auto Mechanics License of Seller May be Transferable
- ◇ **DO NOT DISTURB TENANT**
- ◇ **TENANT IS NOT AWARE OF SALE - OFFERED OFF MARKET**



PROPERTY SUMMARY

3

935 W. Main Street

Address	Property Type	Size	APN	Sale Price
935 W Main Street El Cajon, CA 92020	Mechanics Shop Development Opportunity	Approx. 1,288 SF On 5,157 SF Lot	487-282-27-00	\$1,388,580 \$1,078.09/SF

This City of El Cajon is screaming for developers to come in and revamp the area within the new Commercial Village overlay. Contact me to learn more about this property. City of El Cajon has advised developers to look into the application of new state laws AB2011 and SB6 which may help you to up-zone the residential component of this proposed redeveloped mixed-use. This area is just east of the 8 freeway with frontage on W. Main St. as you enter El Cajon and walking distance to Trolley Line. City is anxious to see this area redeveloped into a "North Park" of the east with tons of walking traffic, restaurants, retail, office and some upper units. This area is just primed for your developers looking for a new mixed-use project with very low parking requirement.

Buyer to investigate new SB6 & AB2011 for increased housing to see if this industrial area and any conversions to residential units will allow for any variances in approval for additional units above the required mixed-use zoning set into place by City of El Cajon.

The seller owns the neighboring two parcels to the east and one to the west also shown in this drone and are to be sold separately or portfolio to allow for a developer to acquire four parcels for a larger mixed-use development. Other Parcels shown in drone include a improved vacant lot 927 W. Main Street offered at \$788,000 and 925 W. Main Street office/live/work is offered separately for \$898,800, and an industrial warehouse at 939 W. Main Street also available for \$1,498,900.

Seller is interested in a portfolio sale from corner of W. Main Street/Millar Avenue to the first dirt lot with the right buyer looking for a larger project totaling just over 21,000 SF with all four lots combined. Portfolio is offered at a "discounted" price of \$3,388,888.

The four lots are backing an older residential neighborhood and near trolley by 2 blocks. For more info. Call Lesha Montoya 619-992-5863; LIC#02007808 Lesha@PacificCoastCommercial.com.





CARmax®

The newest CarMax coming across the street from the Mercedes dealership in El Cajon is a used car retailer that buys and sells cars from customers who are selling or trading in their cars. CarMax inspects and reconditions the cars they sell to ensure they meet their condition standards.

The new location is part of CarMax's nationwide expansion in response to increased demand. In National City the project was expected to create about 85 new jobs and generate approximately \$1 million in sales taxes each year. El Cajon City Manager Doug Williford.

El Cajon has enjoyed a great relationship over many years with the new auto dealership industry and we continue to emphasize this industry in our city for several reasons," Williford said. "It creates many new jobs, brings thousands of customers into the city each year, and creates revenue that (we) can utilize for police, fire, parks and other important city priorities."

El Cajon also has car dealerships selling Jaguar/Land Rover (1100 Wagner Drive), Mercedes-Benz, Honda, Lexus, Mazda/Subaru, Nissan, Volkswagen, BMW, Ford, Mitsubishi, Kia and Toyota.



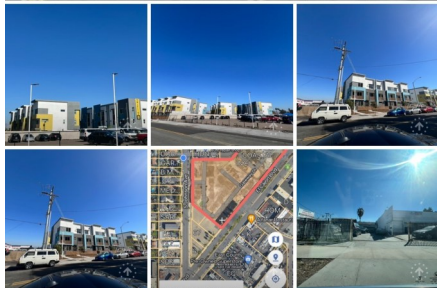
KBHOME

Gateway is a new townhouse community by KB Home currently under construction at 302 El Cajon Boulevard, El Cajon.

Available units range in price from \$672,490 to \$747,780. Gateway has 7 quick move-in homes currently for sale. Sizes range from 1,448 to 1,709 square feet.

Gated community, planned swimming pool, planned park, planned walking paths, commuter friendly location, close to popular restaurants.

No Mello Roos and Low HOA, twenty-two guest parking spaces, access to I-8, Hwy. 67 and I-125, short drive to Sharp Grossmont Hospital, near San Diego State University, University of San Diego and Cuyamaca College, only a 10-minute drive to downtown San Diego and the Mexican border



GKN AEROSPACE

GKN Aerospace focuses on engine fan blades as the aviation repair unit that is working with both commercial airlines and the military with facilities all over the US and in 12 countries.

The company already employs close to 400 employees in San Diego county, and is looking to hire more as they get settled into their new home here in El Cajon.

"The aerospace industry contributed to over \$100 billion to California's economy", says State Senator Brian Jones, who represents this area, and this success is trickling down into other industries.

He adds, "When aerospace and defense contractors do well, local businesses do well from restaurants to real estate. All sectors of the California economy benefit from strong aerospace presence."



SOLD COMPARABLES

5

935 W. Main Street

Subject Address:
935 W Main St
El Cajon, CA 92020

Property Type:
Mechanics Shop

Year Built:
-

Building Size:
1,288 SF

Lot Size:
5,157 SF

Asking Sale Price:
1,388,580

Asking Price/SF:
\$1,078.09

Sale Date:
N/A

Address:
8069 Wing Ave
El Cajon, CA 92020

Property Type:
Industrial Service

Year Built:
1940

Building Size:
1,200 SF

Lot Size:
26,136 SF

Sale Price:
\$1,240,000

Price/SF:
\$1,033.33

Sale Date:
11/12/2024

Address:
316 Millar Ave
El Cajon, CA 92020

Property Type:
Industrial Warehouse

Year Built:
1965

Building Size:
5,620 SF

Lot Size:
13,068 SF

Sale Price:
\$1,600,000

Price/SF:
\$284.70

Sale Date:
6/12/2024

Address:
1315 Broadway
El Cajon, CA 92021

Property Type:
Retail

Year Built:
1962

Building Size:
2,784 SF

Lot Size:
7,074 SF

Sale Price:
\$995,000

Price/SF:
\$357.40

Sale Date:
5/14/2026

Address:
1450 E Main St
El Cajon, CA 92021

Property Type:
Retail

Year Built:
1972

Building Size:
2,226 SF

Lot Size:
15,246 SF

Sale Price:
\$1,600,000

Price/SF:
\$718.78

Sale Date:
5/12/2026

Address:
1107 Greenfield Dr
El Cajon, CA 92021

Property Type:
Retail

Year Built:
1947

Building Size:
2,884 SF

Lot Size:
6,534 SF

Sale Price:
\$775,000

Price/SF:
\$268.72

Sale Date:
3/25/2026

Subject Address:
6970 El Cajon Blvd
San Diego, CA 92115

Property Type:
Retail Auto Repair

Year Built:
1960

Condo Size:
5,000 SF

Lot Size:
14,622 SF

Sale Price:
\$1,540,000

Price/SF:
\$248

Sale Date:
10/15/2024

Address:
12106 Woodside Ave
Lakeside, CA 92040

Property Type:
Retail Service

Year Built:
1972

Building Size:
1,192 SF

Lot Size:
13,068 SF

Sale Price:
\$1,300,000

Price/SF:
\$1,040.27

Sale Date:
10/15/2024

Address:
6970 El Cajon Blvd
San Diego, CA 92115

Property Type:
Auto Repair

Year Built:
1960

Building Size:
5,000 SF

Lot Size:
14,810 SF

Sale Price:
\$1,540,000

Price/SF:
\$308

Sale Date:
10/15/2024

Address:
161 S Marshall Ave
El Cajon, CA 92020

Property Type:
Warehouse

Year Built:
1978

Building Size:
3,500 SF

Lot Size:
9,148 SF

Sale Price:
\$1,180,000

Price/SF:
\$337.14

Sale Date:
3/20/2026

Address:
421 E Main St
El Cajon, CA 92020

Property Type:
Retail

Year Built:
1946

Building Size:
2,700 SF

Lot Size:
11,650 SF

Sale Price:
\$1,550,000

Price/SF:
\$574.07

Sale Date:
12/18/2025

Address:
8121 Wing Ave
El Cajon, CA 92020

Property Type:
Service

Year Built:
1961

Building Size:
3,300 SF

Lot Size:
8,276 SF

Sale Price:
\$1,126,361

Price/SF:
\$341.32

Sale Date:
11/19/2025

Address:
393 E Chase Ave
El Cajon, CA 92020

Property Type:
Retail

Year Built:
1978

Building Size:
2,800 SF

Lot Size:
21,780 SF

Sale Price:
\$1,475,000

Price/SF:
\$526.79

Sale Date:
6/24/2025



FOR SALE COMPARABLES

6

935 W. Main Street

Subject Address:

935 W Main St
El Cajon, CA 92020

Property Type:

Mechanics Shop

Building Size:

1,288 SF

Lot Size:

5,157 SF

Sale Price:

\$1,388,580

Price/SF:

\$1,078.09

Address:

580 El Cajon Blvd
El Cajon, CA 92020

Property Type:

Retail Auto Repair

Building Size:

2,431 SF

Lot Size:

7,405 SF

Sale Price:

\$2,000,000

Price/SF:

\$822.71

Address:

939 W Main St
El Cajon, CA 92020

Property Type:

Retail

Building Size:

3,800 SF

Lot Size:

5,219 SF

Sale Price:

\$2,100,000

Price/SF:

\$552.63

Address:

7921 Winter Gardens Rd
El Cajon, CA 92021

Property Type:

Retail Auto Repair

Building Size:

2,800 SF

Lot Size:

25,332 SF

Sale Price:

\$1,800,000

Price/SF:

\$642.86

Subject Address:

9007 Olive Dr
Spring Valley, CA 91977

Property Type:

Manufacturing

Building Size:

4,591 SF

Lot Size:

9,147 SF

Sale Price:

\$2,800,000

Price/SF:

\$609.88

Address:

9011 Olive Dr
Spring Valley, CA 91977

Property Type:

Manufacturing

Building Size:

3,465 SF

Lot Size:

7,841 SF

Sale Price:

\$1,395,000

Price/SF:

\$402.60

Address:

7658 University Ave
La Mesa, CA 91941

Property Type:

Warehouse

Building Size:

2,975 SF

Lot Size:

16,988 SF

Sale Price:

\$1,695,000

Price/SF:

\$569.75

Address:

590 El Cajon Blvd,
El Cajon, CA 92020

Property Type:

Retail Auto Repair

Building Size:

2,431 SF

Lot Size:

7,405 SF

Sale Price:

\$2,000,000

Price/SF:

\$822.71





DISCLAIMER: This document is intended solely as a technical overview of the provisions of AB 2011 (2022) and SB 6 (2022). It is not intended to serve as legal advice regarding any jurisdiction's specific policies or any proposed housing development project. Local staff should consult with their city attorney or county counsel when adopting an ordinance to implement the provisions of AB 2011 and/or SB 6 or when determining the applicability of these provisions to any proposed housing development project in their jurisdiction.

AB 2011 and SB 6 Summary of Key Details

Introduction

AB 2011 and SB 6 are intended to permit residential development on sites currently zoned and designated for commercial or retail uses. Both bills were signed into law by Governor Gavin Newsom on September 29, 2022, and will go into effect on July 1, 2023.

AB 2011 creates a CEQA-exempt, ministerial approval process for multifamily housing developments on sites within a zone where office, retail or parking are the principally permitted use. The law provides for slightly different qualifying criteria depending upon whether the project is (1) for 100-percent affordable projects or (2) for mixed-income projects located in "commercial corridors." AB 2011 projects must pay prevailing wages to construction workers, among other labor standards.

SB 6, on the other hand, does not create any new approval process. Rather, the legislation provides that projects meeting SB 6 criteria may invoke SB 35 and the Housing Accountability Act. A project proposed under SB 6 may be either a 100-percent residential project or a mixed-use project where at least 50 percent of the square footage is dedicated to residential uses. SB 6 projects are not exempt from CEQA but need not provide any affordable housing. SB 6 projects are required to pay prevailing wages and utilize a "skilled and trained workforce." The provisions of both laws are applicable to local jurisdictions without an implementing ordinance, although if a jurisdiction decides to adopt such an ordinance, the ordinance would be exempt from CEQA. (Government Code Sections 65852.24(h); 65912.114(o); 65912.124(o).)

The charts on the following pages present a summary of key details.

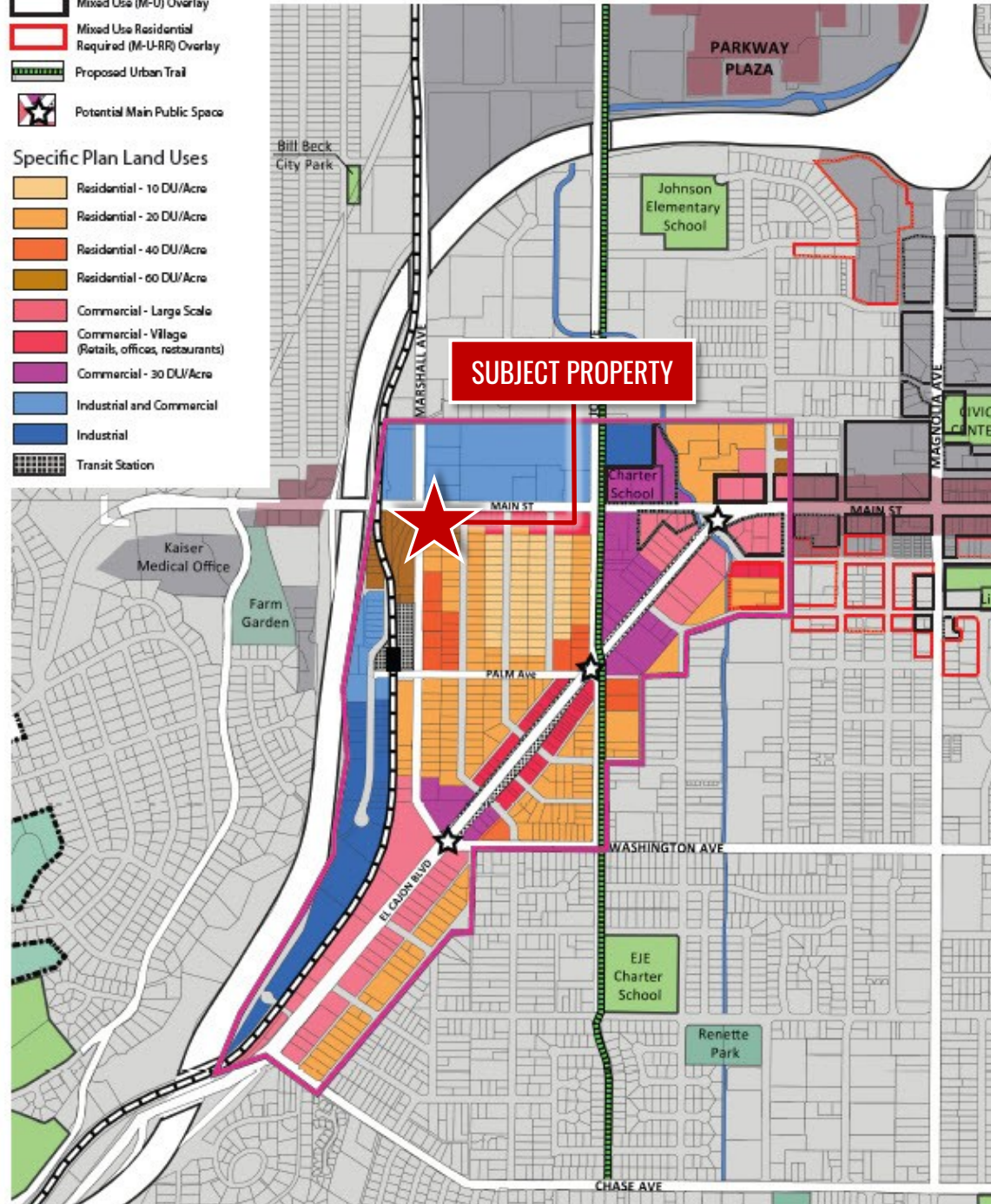


Land Use Map pg.19

- Specific Plan Area
- Mixed Use (M-U) Overlay
- Mixed Use Residential Required (M-U-RR) Overlay
- Proposed Urban Trail
- Potential Main Public Space

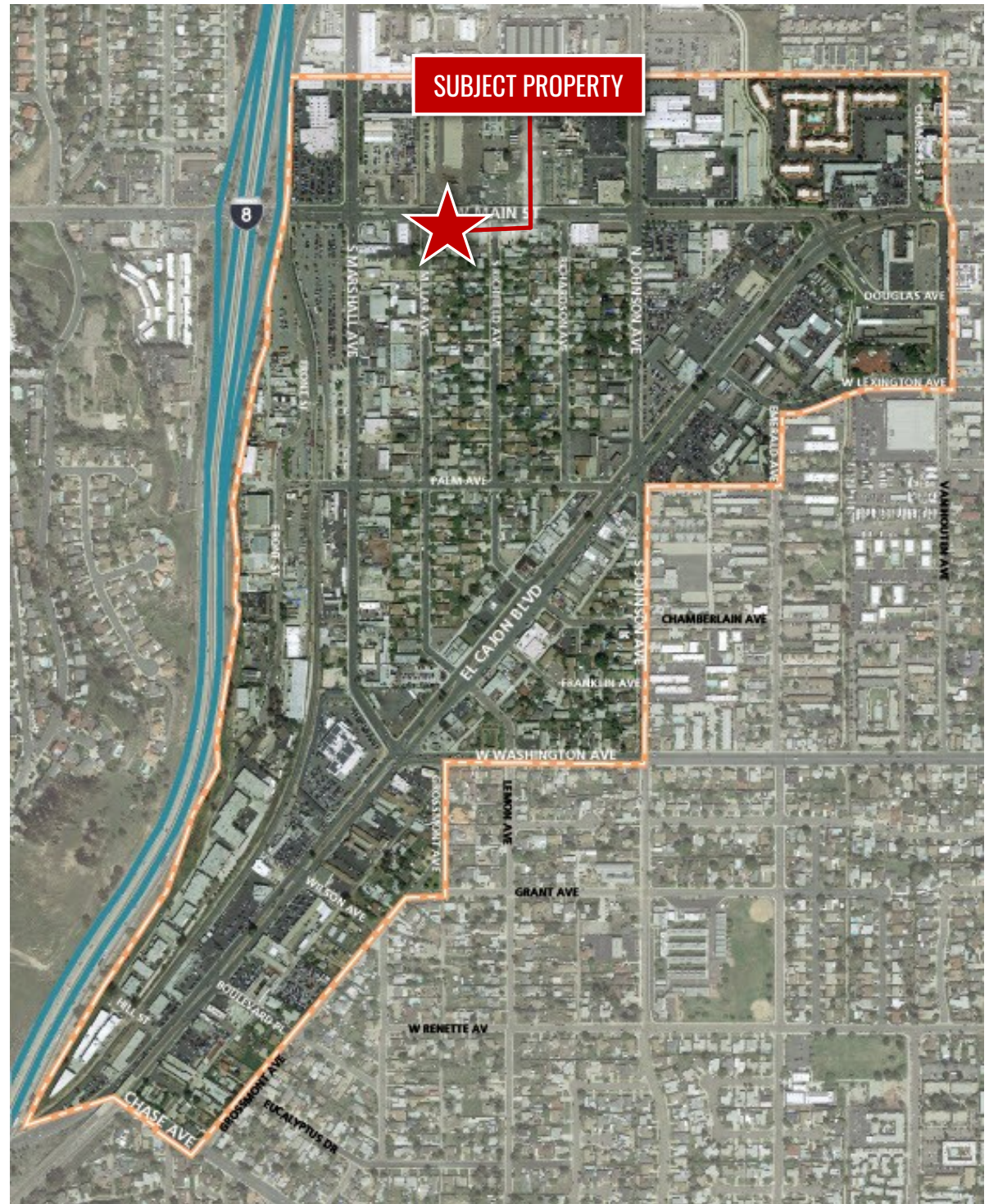
Specific Plan Land Uses

- Residential - 10 DU/Acre
- Residential - 20 DU/Acre
- Residential - 40 DU/Acre
- Residential - 60 DU/Acre
- Commercial - Large Scale
- Commercial - Village (Retail, offices, restaurants)
- Commercial - 30 DU/Acre
- Industrial and Commercial
- Industrial
- Transit Station



1.1 SCOPE pg.6

The Transit District Specific Plan (TDSP) provides the framework for future development of a 259-acre district within the City of El Cajon. The Specific Plan, which has been developed in accordance with existing environmental conditions, City planning policies, input from City staff, decision-makers, community members, and landowners, provides a comprehensive land use program and design guidelines for the area along with goals and policies to guide the future public and private actions relating to the area's development. In addition, the Specific Plan includes a strategy for its implementation and mechanisms to ensure that development proposed by area landowners will be coordinated and will meet the intent of the Plan.

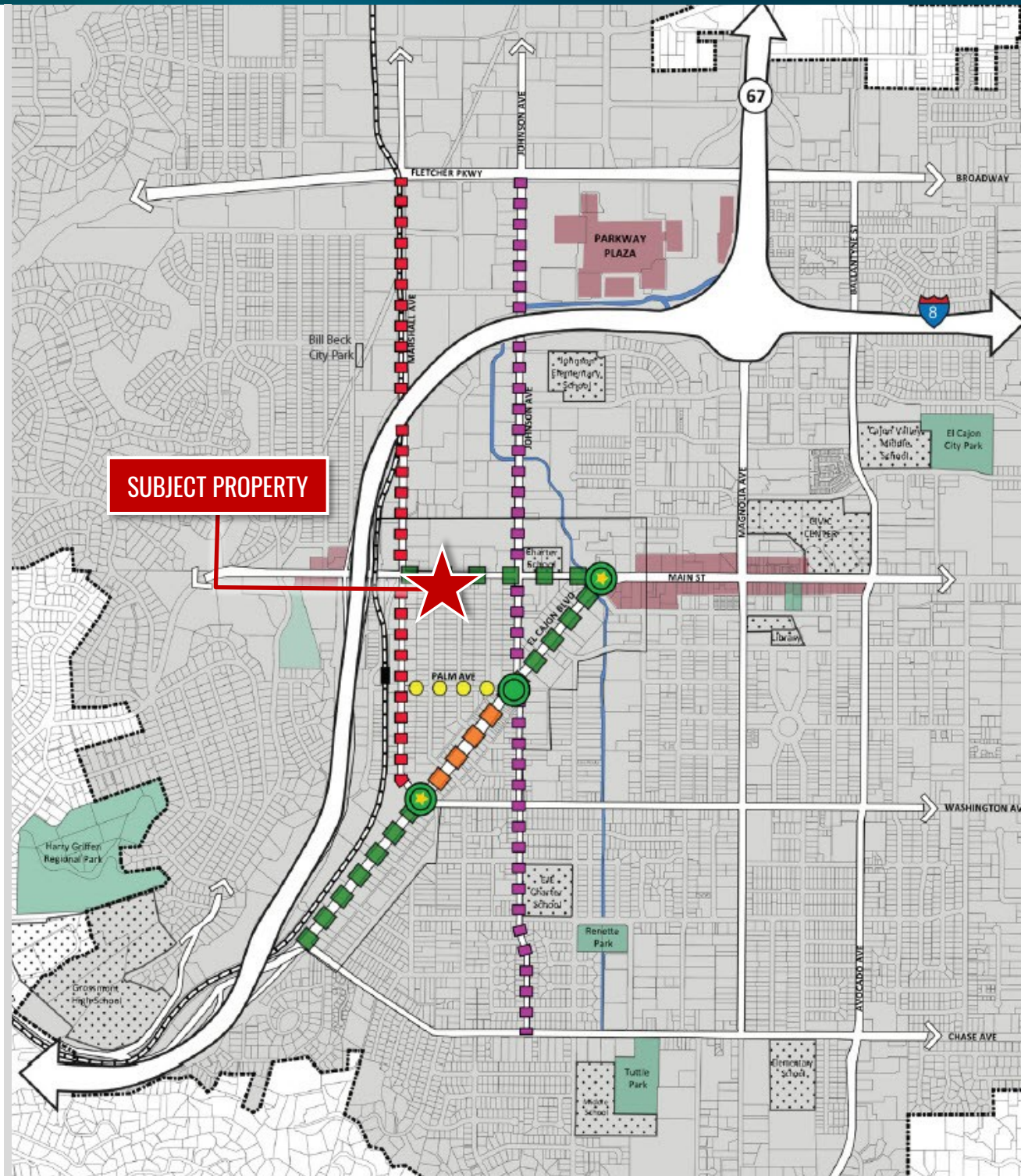


CIRCULATION GOALS & CONSIDERATIONS

- + Enhancing multi-modal access to and from the Transit Station
- + Establishing synergies with future land uses
- + Reinforcing a “sense of place” and identity authentic to El Cajon
- + Fostering community sustainability by enhancing the urban forest and implementing green
- + Infrastructure elements (green streets, bioswales, flow through planters, permeable paving).

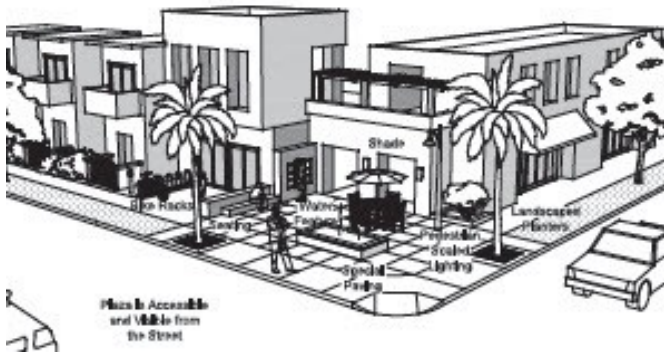
LEGEND

-  Green Street “Gateway”
-  Village Retail Streetscape
-  Neighborhood Trail Streetscape
-  Multi-modal Streetscape
-  Neighborhood Streetscape
-  Gateway Roundabout
-  Neighborhood Roundabout



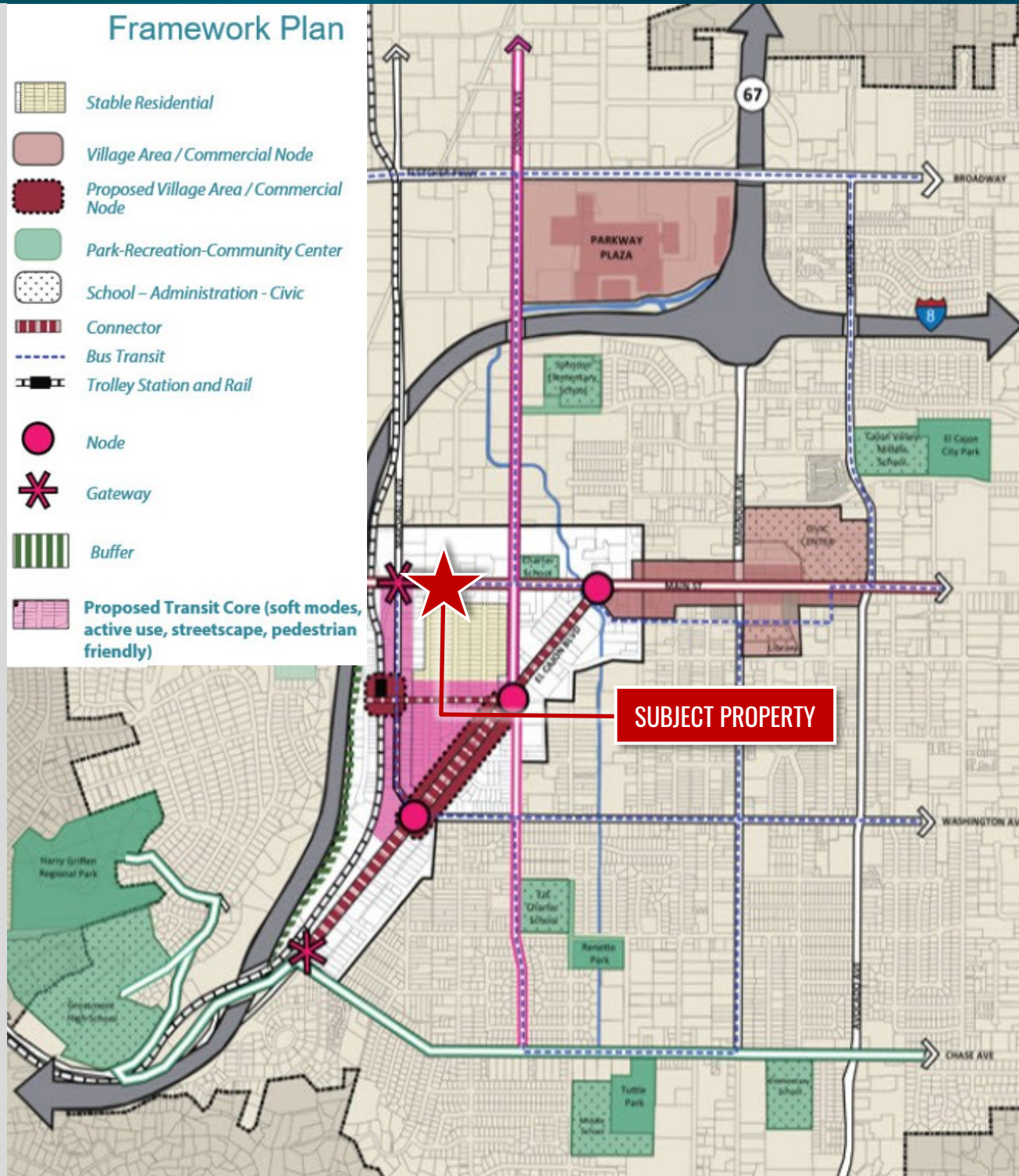
COMMUNITY DESIGN PRINCIPALS:

- + Enhance Pathways to Transit
- + Highlight Activity Nodes and Gateways
- + Develop a Village with Unique Identity and Character
- + Encourage Gathering Spaces, Courtyards and Plazas
- + Make Parking Unobtrusive to Pedestrians
- + Provide Buffers and Transitions
- + Support Positive Street Frontages and Land Use Interfaces



Framework Plan

- Stable Residential
- Village Area / Commercial Node
- Proposed Village Area / Commercial Node
- Park-Recreation-Community Center
- School - Administration - Civic
- Connector
- Bus Transit
- Trolley Station and Rail
- Node
- Gateway
- Buffer
- Proposed Transit Core (soft modes, active use, streetscape, pedestrian friendly)



SUBJECT PROPERTY

LOCATION MAP

12

935 W. Main Street



DEMOGRAPHICS

As the sixth largest city in San Diego County, El Cajon is recognized as a wonderful location to live, work and play. El Cajon boasts a diverse and vibrant community, safe and attractive neighborhoods, global and nationally known corporations, many parks and recreation centers, award-winning schools, libraries, and other amenities. The city is located in a valley surrounded by beautiful mountains and is only 17 miles east of Downtown San Diego, makes it attractive and accessible to small investors and entrepreneurs, which enhances the City's many business districts.



POPULATION	3 MILE	5 MILE
Total Population	165,595	367,034
Population (2025)	168,662	374,360
Population Growth (2020 - 2025)	1.85%	2.00%
Average Age	38	39

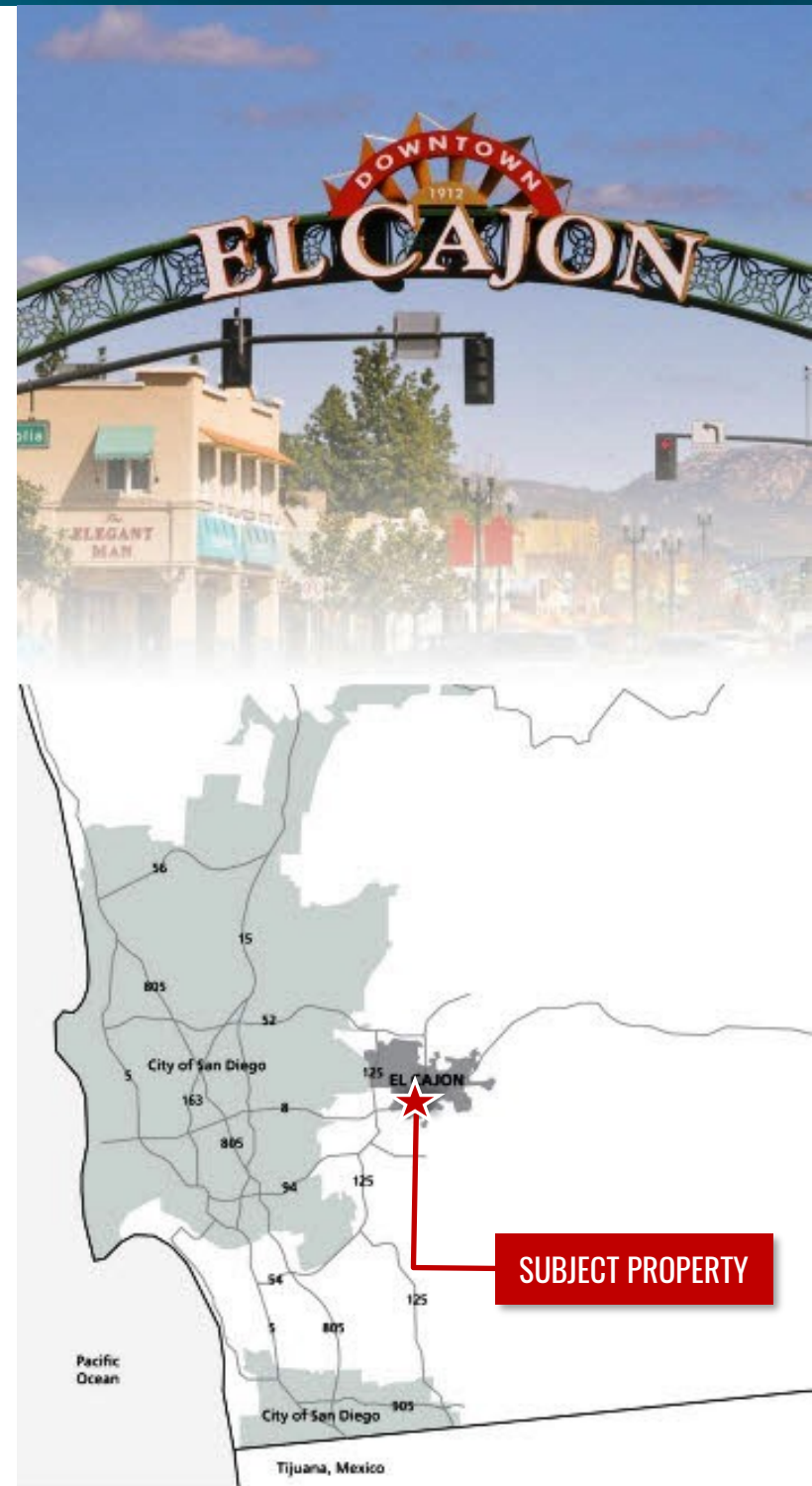


HOUSEHOLDS	3 MILE	5 MILE
Total Households (2020)	60,651	138,319
Median Home Value	\$571,850	\$569,303
Avg. Household Income	\$83,372	\$92,786
Renter Occupied	31,094	60,852
Owner Occupied	28,467	74,813



ECONOMY	3 MILE	5 MILE
Businesses	35,223	123,114
Employees	4,269	14,963
Consumer Spending	\$1,611,490	\$3,912,187

* demographics source: costar



CONTACT INFORMATION

935 W. MAIN STREET

Mechanics Shop

Owner/User or Mixed-Use Redevelopment

LESHA MONTOYA

Associate Director - Sales & Leasing

D (619) 992-5863

Lesha@PacificCoastCommercial.com

Lic. 02007808

PACIFIC COAST COMMERCIAL

10721 Treena Street, Suite 200

San Diego, CA 92131

Office (619) 469-3600

www.PacificCoastCommercial.com

Lic. 01209930



The information contained herein has been given to us by the owner of the property or other sources we deem reliable, we have no reason to doubt its accuracy, but we do not guarantee it. All information including zoning and use should be verified prior to completing a purchase.

