406 SOUTH JOHNSON AVE

El Cajon, California 92020

±1,150 SF SINGLE-TENANT INDUSTRIAL / COMMERCIAL BUILDING ▪ OFFERED AT $525,000

A rare opportunity to acquire a freestanding, single-tenant industrial/commercial building in the heart of El Cajon's established Johnson Avenue corridor — minutes from Downtown El Cajon, the El Cajon Transit Center, and Highway 80 / I-8 access. Ideal for an owner-user or investor seeking a low-maintenance, single-tenancy asset in a supply-constrained San Diego County submarket.

±1,150 SF	$456.52	1.5%	1947
BUILDING SIZE	PRICE / SF	EL CAJON VACANCY	YEAR BUILT

PROPERTY OVERVIEW

406 South Johnson Avenue ▪ El Cajon, CA 92020

BUILDING & SITE

Building Size	**±1,150 SF**
Lot Size	**±2,178 SF (0.05 AC)**
Year Built	**1947**
Construction	**Wood Frame**
Building Class	**Class C**
Stories	**1**
Drive-In Doors	**2 Total**
Tenancy	**Single Tenant**
Parking	**4 Surface Spaces (3.43/1,000 SF)**

ASSESSMENT & ZONING

Zoning	**RN2200, El Cajon**
Opportunity Zone	**Yes**
2025 Taxes	**$3.04/SF**
2026 Assessed Value	**$265,267 ($13.24/SF)**
— Improvements	**$101,923 ($5.09/SF)**
— Land	**$163,344 ($8.15/SF)**
APN	**487-532-20**

THE OPPORTUNITY

406 South Johnson Avenue offers a freestanding, single-tenant industrial/commercial building on a well-located infill parcel in the El Cajon submarket. The submarket continues to show tight fundamentals, with vacancy at just 1.5% as of Q3 2026 — well below the broader San Diego industrial average of 8.7% — an attractive backdrop for an owner-user acquisition or a stable single-tenant hold. The building includes two drive-in doors, on-site surface parking, and sits within a designated Opportunity Zone. Located just off El Cajon Blvd., with convenient access to Downtown El Cajon, the El Cajon Transit Center, and I-8, the property benefits from strong car-friendly access in a dense, established East County neighborhood.

ASKING PRICE **$525,000** (±$456.52/SF)

Current Occupancy: The property is tenant-occupied as of September 1, 2026 under a month-to-month gross lease at $2,222/month (±$1.93/SF/month). **Please do not disturb the tenant.** A minimum 48-hour notice is required to schedule showing access for approved prospects.

Source: CoStar Group property records and CoStar Underwriting Report, 406 S Johnson Ave, dated 9/1/2026.

INVESTMENT HIGHLIGHTS

406 South Johnson Avenue ▪ El Cajon, CA 92020

EL CAJON INDUSTRIAL SUBMARKET

The El Cajon industrial submarket reported a vacancy rate of 1.5% as of Q3 2026 — well inside its five- and ten-year averages of 1.8%, and far tighter than the San Diego market overall (8.7%). Average market rents in El Cajon run approximately $1.56/SF/month, and the submarket has averaged roughly $52.7M in annual sales volume over the past five years. Over the past 12 months, 31 industrial properties traded in El Cajon totaling $73.1M in volume. The submarket's estimated market cap rate of 6.7% compares to the broader San Diego market average of 6.4%.

SALE COMPARABLES — SUMMARY STATISTICS

Attribute	Low	Average	Median	High
Sale Price	$800,000	$1,327,917	$1,139,500	$3,500,000
Price / SF	$444	$735	$637	$1,667
Building SF	1,140	1,807	1,912	2,225
Year Built	1920	1975	1977	2021

Based on 12 comparable San Diego County single-tenant sale transactions identified by CoStar (Nov 2024 – Jul 2026). See Comparable Sales, page 4, for individual transactions.

Pricing Positioning: At an asking price of $525,000 (±$456.52/SF), 406 S Johnson Ave is priced below both the **average ($735/SF)** and **median ($637/SF)** price-per-SF of the twelve comparable small-bay sale transactions identified above — offering a meaningful pricing advantage relative to recent trades of similarly sized industrial/flex buildings across San Diego County.

SAN DIEGO INDUSTRIAL MARKET

San Diego's industrial vacancy sits at 8.7%, the highest level in more than 10 years, though leasing activity climbed to its highest level in over three years during Q2 2026 as occupiers re-engaged. With nearly 220 million SF of industrial inventory, San Diego remains a supply-constrained, infill market — carrying roughly 25% less industrial space than the national average relative to its size. CoStar's blended market-wide estimate for El Cajon industrial pricing (all property types and sizes) is $262/SF versus the broader San Diego market average of $320/SF — a broader, lower benchmark than the small-bay comp set above, since it is weighted by the submarket's larger industrial buildings.

Source: CoStar Underwriting Report, 406 S Johnson Ave, prepared 9/1/2026, licensed to KW Commercial.

COMPARABLE SALES

406 South Johnson Avenue ▪ El Cajon, CA 92020

SAN DIEGO COUNTY SINGLE-TENANT SALE COMPARABLES

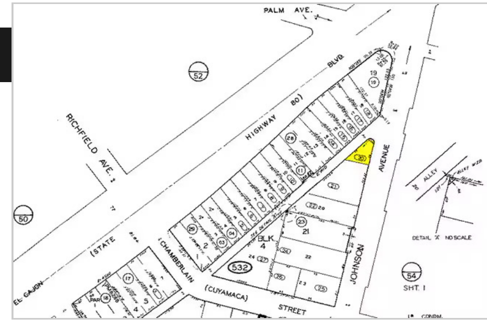
Address	Yr Built	Bldg SF	Vacancy	Sale Date	Sale Price	Price/SF	Cap Rate
905 S 33rd St	1960	1,500	0%	7/7/2026	$1,250,000	$833	—
1844 Mission Rd	1980	1,376	0%	5/29/2026	$1,126,000	$818	—
9158 Olive Dr	1953	2,145	0%	5/4/2026	$1,350,000	$629	—
3444 Main St	1955	1,800	0%	2/23/2026	$800,000	$444	—
2432 Imperial Ave	2000	1,575	0%	2/17/2026	$800,000	$508	—
1944 Commercial St	1981	1,904	100%	12/18/2025	$920,000	$483	—
3647 Hancock St	1974	2,225	0%	9/30/2025	$1,650,000	$742	—
3384 Main St	1964	2,000	0%	8/1/2025	$1,290,000	$645	7.0%
128 N Cedros Ave	2012	2,100	0%	7/16/2025	$3,500,000	$1,667	—
1451 Morena Blvd	1980	1,920	0%	7/11/2025	$1,129,000	$588	—
130 17th St	1920	2,000	0%	11/25/2024	$970,000	$485	—
2401 Imperial Ave	2021	1,140	0%	10/11/2024	$1,150,000	$1,009	—
406 S Johnson Ave (Subject)	**1947**	**1,150**	**0%**	**—**	**$525,000**	**$457**	**—**

Comparable sales sourced from CoStar Underwriting Report, 406 S Johnson Ave, prepared 9/1/2026. Subject property shown for reference only; not a completed transaction.

LOCATION & MARKET DATA

406 South Johnson Avenue ▪ El Cajon, CA 92020

AREA DEMOGRAPHICS



	1 Mile	3 Miles
Population	29,363	163,993
Households	9,734	56,652
Median Age	36.6	38.7
Median HH Income	$69,121	$82,368
Daytime Employees	11,775	70,457

SUBMARKET CONDITIONS

	El Cajon Submarket	San Diego Market
Vacancy Rate (Q3 2026)	1.5%	8.7%
Avg. Market Rent (Industrial, /Mo)	$1.56/SF/Mo	—
Est. Market Sale Price/SF	$262/SF	$320/SF
Est. Market Cap Rate	6.7%	6.4%
12-Mo. Sales Volume	$73.1M (31 sales)	—

"Est. Market Sale Price/SF" is CoStar's blended average across all industrial property types and sizes in the submarket — not directly comparable to the small-bay sale comps on pages 3–4, which average $735/SF.

ACCESS & TRAFFIC COUNTS

Cross Streets	Traffic Count (CPD)
El Cajon Blvd & S Johnson Ave	13,940
W Washington Ave & Lemon Ave	22,546 / 23,687
El Cajon Blvd & Franklin Ave	21,148
El Cajon Transit Center (Green Line)	±0.5 mi (9 min walk)

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