



626 East 3rd Street

Santa Ana, California 92701

Contents

Investment Overview 03

Regional Overview 08

Sales Comparables. 16

Financial Analysis 19

CONFIDENTIALITY & DISCLAIMER

All materials and information received or derived from Greysteel, its directors, officers, agents, advisors, affiliates and/or any third party sources, are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party’s intended use or any and all other matters.

Neither Greysteel, nor any of its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party’s active conduct of its own due diligence to determine these and other matters of significance to such party.

Greysteel will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing. **Each party shall conduct its own independent investigation and due diligence.**

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Greysteel makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Greysteel does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Greysteel in compliance with all applicable fair housing and equal opportunity laws.

Property Tour & Offer Process

PROPERTY VISITATION

Prospective buyers can only view the property from the street by driving by. Please do not disturb the tenants. Property walkthroughs and inspections will be administered after an offer is accepted. For more details, contact **Christian Espinoza** at **949.307.9469** or cespinoza@greysteel.com.

OFFER SUBMISSION

Offers should be submitted in the form of a CAR Form to **Christian Espinoza** via email: cespinoza@greysteel.com.

Terms and conditions of Purchasers' offer should at the minimum include:

- Offer price
- Earnest money deposit
- Due diligence and closing period
- Description of Purchaser qualifications and proof of funds



Deal Team Contacts



Christian Espinoza

Senior Advisor | Investment Sales

949.307.9469

cespinoza@greysteel.com

01

Investment Overview

- Investment Highlights 04
- Property Details 05
- Exterior Photos 06
- Interior Photos07



Investment Highlights

626 East 3rd Street, Santa Ana, CA 92701



4-unit multifamily asset centrally located in the vibrant and highly desirable Santa Ana Downtown corridor.



Strong long-term rental demand driven by close proximity to shopping, dining, entertainment, Downtown lifestyle amenities, public transit options, and major employment centers.



Fully stabilized investment opportunity with strong in-place income and market rental rates currently being achieved.



Rare opportunity to acquire a fully stabilized asset requiring little to no immediate capital expenditures in a supply-constrained submarket like Downtown Santa Ana.



Expansive lot with potential ADU development opportunities (Buyer to verify with the City).

Property Details

626 East 3rd Street, Santa Ana, CA 92701

BUILDING INFORMATION

Address	626 East 3rd Street
City	Santa Ana
State	CA
Postal Code	92701
Year Built	1920
Gross Sq. Ft.	1,740
Parcel Size (AC)	0.11

PRICING FUNDAMENTALS

Price	\$1,300,000	
\$/Unit	\$325,000	
\$/Square Foot	\$747.13	
GRM	Current	14.07
	Market	13.54
Cap Rate	Current	5.34%
	Market	5.61%

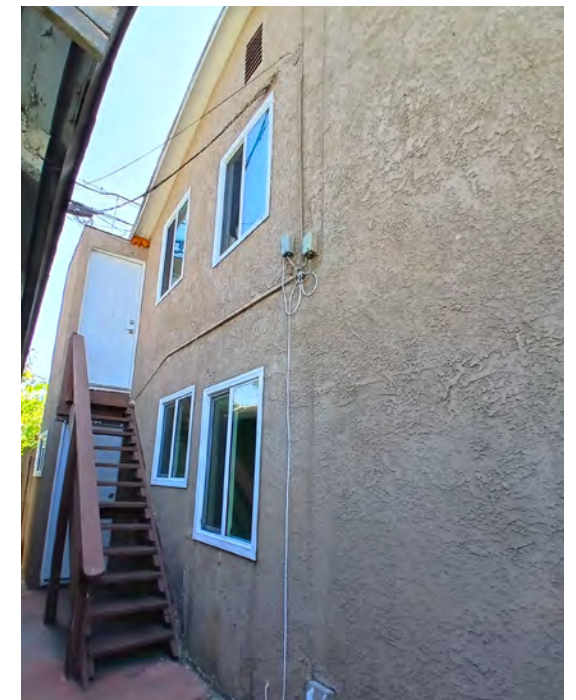
ESTIMATED ANNUAL OPERATING PROFORMA

		ACTUAL	MARKET
Gross Scheduled Income		\$92,400	\$94,800
Less: Vacancy Factor	3.00%	\$2,772	\$2,844
Gross Operating Income		\$89,628	\$91,956
Less: Expenses	5.48%	\$20,261	\$20,261
Net Operating Income		\$69,367	\$71,695



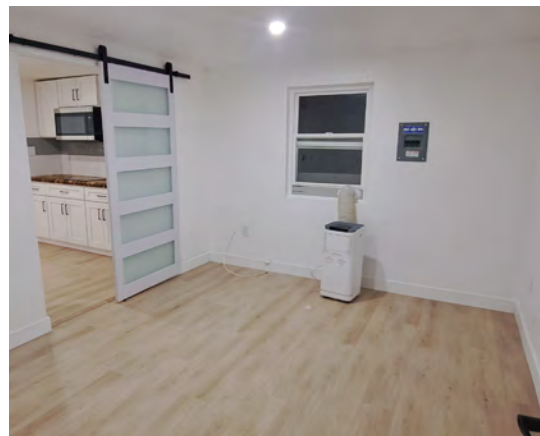
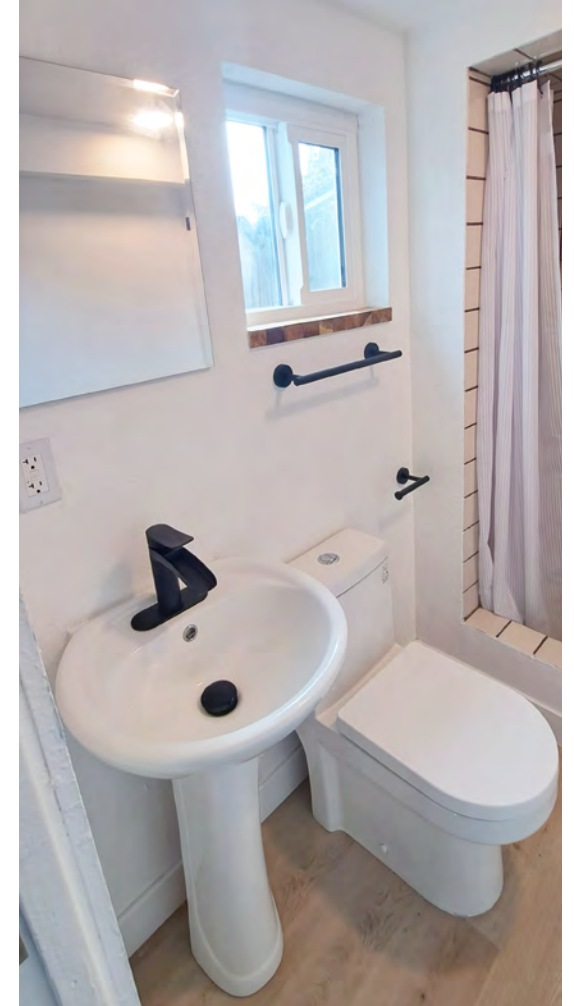
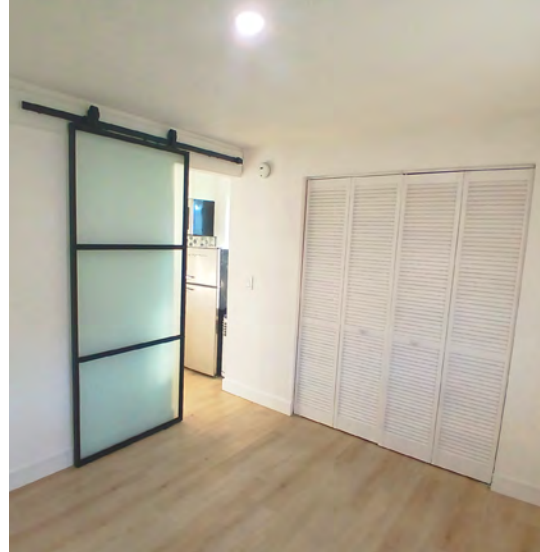
Exterior Photos

626 East 3rd Street, Santa Ana, CA 92701



Interior Photos

626 East 3rd Street, Santa Ana, CA 92701



02

Regional Overview

Market Overview.....	09
City Overview.....	10
Local Map.....	11
Transit Map.....	12
Economic Highlights.....	13
Lifestyle Highlights.....	14
Demographic & Income Profile Report.....	15



Market Overview

Orange County, CA

Orange County is a major Southern California region with a population of approximately 3.1M residents, making it one of the most populous counties in the state. Encompassing approximately 790 square miles, the county features a balanced mix of coastal and inland communities supported by well-developed infrastructure, strong residential demand, and a high quality of life that continues to attract both residents and businesses.

The local economy is supported by a diverse mix of industries, including technology, healthcare, professional services, and tourism, with a strong presence of both established corporations and growing firms. Higher education institutions such as University of California, Irvine and California State University, Fullerton contribute to workforce development and innovation. The county also benefits from major destinations like Disneyland Resort and an extensive coastline featuring locations such as Huntington Beach. Strong transportation infrastructure, including John Wayne Airport, supports regional connectivity and sustained economic activity.

3.1M

RESIDENTS

Source: Esri

\$351.7B

COUNTY GDP

Source: FRED

\$2,755

AVG. MARKET RENT

Source: CoStar

\$446k

AVG. MARKET SALE

Source: CoStar

2,182

12-MONTH ABSORPTION

Source: CoStar

4,569

MULTIFAMILY UNITS UNDER CONSTRUCTION

Source: CoStar

MAJOR GROWTH SECTORS



▲ 3.4%

Education and Health Services

▲ 2.3%

Leisure and Hospitality

▲ 2.0%

Other Services



+4.8%

GDP GROWTH

Year over year



1.6M

TOTAL NON-FARM EMPLOYMENT



4.0%

UNEMPLOYMENT RATE

Source:
U.S. Bureau of Labor Statistics (as of February 2026)

City Overview

Santa Ana, CA

Santa Ana, California is a centrally located city in Orange County and serves as the county seat, with a population of approximately 310,000 residents. Positioned in the heart of Southern California, the city spans a well-established urban area with immediate access to major regional transportation corridors, including the 5, 55, 57, and 22 freeways. Its strategic location near Irvine, Anaheim, and Costa Mesa supports strong connectivity to major employment, commercial, and cultural centers throughout Orange County and the greater Southern California region. The local economy is supported by a diverse mix of government services, healthcare, education, professional services, and industrial uses, alongside strong regional employment drivers in nearby Irvine's technology and corporate sectors.

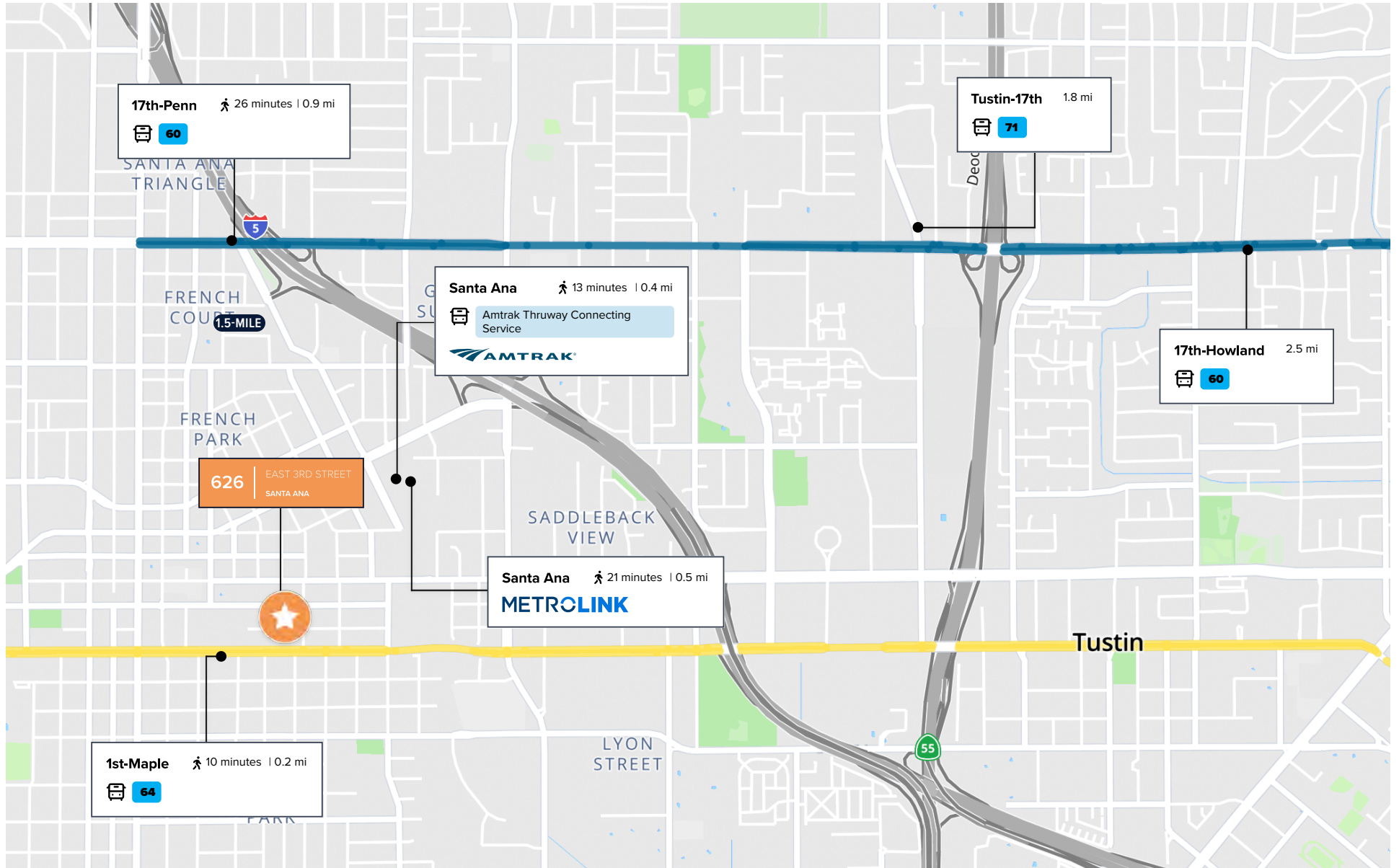
Santa Ana is anchored by a vibrant downtown district, the Civic Center, and a growing arts and cultural scene that contribute to ongoing business and community activity. The city also benefits from proximity to major educational institutions such as the University of California, Irvine, Santa Ana College, and California State University, Fullerton, supporting workforce development and talent retention across the broader submarket. Access to John Wayne Airport and regional transit infrastructure further enhances connectivity, reinforcing Santa Ana's role as a key economic and administrative hub within Orange County.



Local Map



Transit Map



Economic Highlights

Santa Ana, CA

Hoag Medical Group

3.4 miles

Leading acute care hospital system in coastal Orange County, with major campuses in Newport Beach and Irvine that provides advanced specialty and outpatient medical services.



John Wayne Airport

4.3 miles

It is the primary commercial airport serving Orange County, offering domestic connectivity and limited international routes.

It plays a key role in supporting corporate travel, tourism, and business relocation activity, reinforcing Orange County's integration with national and global markets.



Ronald Reagan Federal Building

1.0 miles

One of the region's primary centers for federal and legal operations, the Ronald Reagan Federal Building and U.S. Courthouse brings a significant daily workforce into Downtown Santa Ana. The campus supports a broad ecosystem of legal, administrative, and professional service activity that contributes to sustained economic engagement throughout the surrounding district. Its presence further solidifies Downtown Santa Ana's position as Orange County's central hub for government, judicial, and civic functions.



Santa Ana City Hall

0.8 miles

Santa Ana City Hall serves as the civic and administrative center for one of Orange County's largest municipalities, supporting a wide range of government services and public-sector employment. The concentration of municipal operations generates consistent daytime activity, supports nearby businesses and restaurants, and contributes to ongoing investment within the downtown core. Its long-term institutional presence reinforces the stability and economic relevance of Downtown Santa Ana as a regional employment center.



Lifestyle Highlights

Santa Ana, CA



Downtown Santa Ana

< 0.1 miles

Serves as Santa Ana’s walkable cultural core, offering restaurants, nightlife, galleries, historic architecture, and community events that support consistent local activity.



Bowers Museum

1.1 miles

A major cultural institution featuring global art, rotating exhibitions, and educational programming, reinforcing Santa Ana’s role as a regional arts and history destination.



South Coast Plaza / Segerstrom Center for the Arts

3.7 miles

Nearby Costa Mesa offers premier shopping, dining, and performing arts venues that attract local, regional, and international visitors throughout the year.



Disneyland Resort

5.0 miles

Located in nearby Anaheim, Disneyland Resort is a world-renowned entertainment destination that drives regional tourism, hotel demand, dining activity, and family-oriented visitation.

Demographic & Income Profile Report

TOTAL RESIDENTIAL POPULATION

RADIUS	2025	2030
1 Mile	50,751	52,620
3 Miles	310,360	312,494
5 Miles	664,030	671,253



MEDIAN HOUSEHOLD INCOME

RADIUS	2025	2030
1 Mile	\$68,182	\$78,588
3 Miles	\$92,093	\$105,296
5 Miles	\$101,529	\$113,256



TOTAL EMPLOYEES

RADIUS	2025
1 Mile	24,731
3 Miles	157,466
5 Miles	347,683



AVERAGE HOUSEHOLD INCOME

RADIUS	2025
1 Mile	\$89,217
3 Miles	\$118,621
5 Miles	\$130,605



RENTER OCCUPIED HOUSING UNITS

RADIUS	2025	2030
1 Mile	11,089	11,794
3 Miles	52,066	53,854
5 Miles	117,737	122,894



PER CAPITA INCOME

RADIUS	2025	2030
1 Mile	\$23,468	\$26,816
3 Miles	\$32,512	\$37,156
5 Miles	\$39,691	\$45,094



MEDIAN AGE

RADIUS	2025	2030
1 Mile	32	32
3 Miles	35	36
5 Miles	36	37



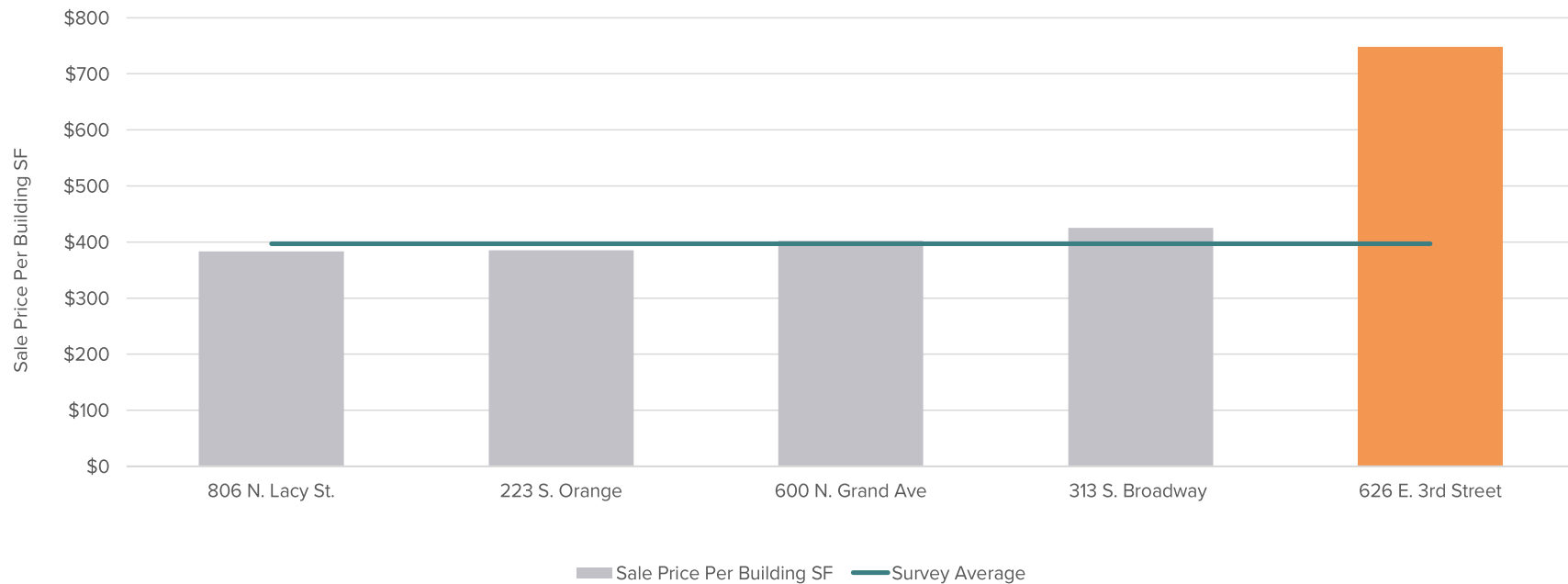
03

Comparables

Sales Comparables Matrix	17
Sales Comparables Map	18

Sales Comparables Matrix

ADDRESS	UNITS	SALE DATE	BUILDING SF	SALE PRICE PER BUILDING SF	CAP RATE	GRM	SALE PRICE
626 E. 3rd Street	4	--	1,740	\$747.13	5.61%	13.54	\$1,300,000
313 S. Broadway	5	Apr-26	2,964	\$425.10	6.17%	11.54	\$1,260,000
806 N. Lacy St.	4	Feb-26	4,500	\$383.33	4.35%	16.02	\$1,725,000
223 S. Orange	5	Feb-26	3,554	\$385.48	5.70%	10.40	\$1,370,000
600 N. Grand Ave	4	Jan-26	3,260	\$402.22	4.63%	14.11	\$1,311,250
			\$3,569.50	\$396.85	5.21%	13.02	\$1,416,563





Sales Comparables Map



626 E. 3rd Street Santa Ana, CA 92701	
SALE PRICE	\$1,300,000
# OF UNITS	4
\$/BUILDING SF	\$747.13
BUILDING SF	1,740



313 S. Broadway Santa Ana, CA 92701	
SALE PRICE	\$1,260,000
# OF UNITS	5
\$/BUILDING SF	\$425.10
BUILDING SF	2,964



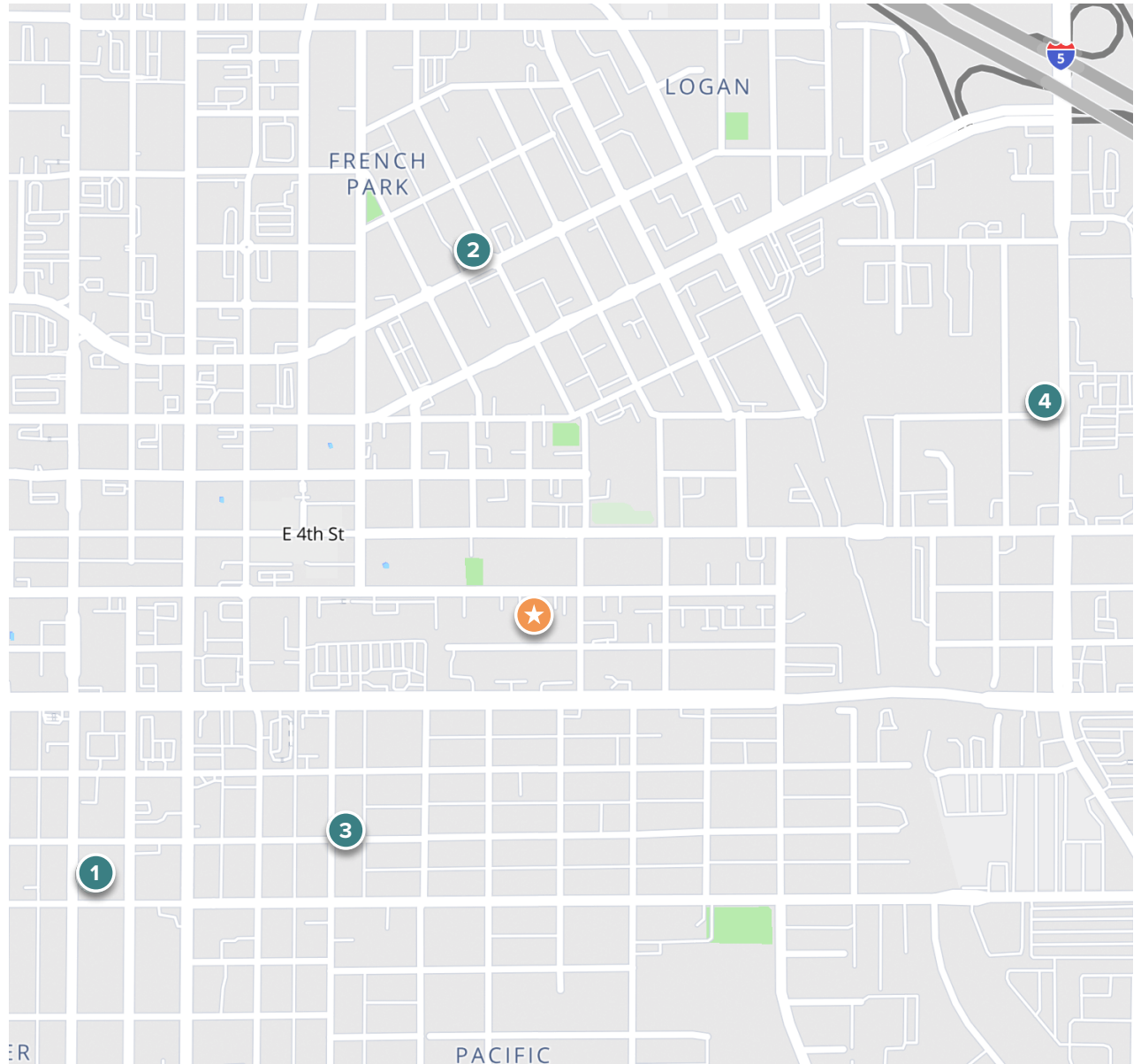
806 N. Lacy Street Santa Ana, CA 92701	
SALE PRICE	\$1,725,000
# OF UNITS	4
\$/BUILDING SF	\$383.33
BUILDING SF	4,500



223 S. Orange Santa Ana, CA 92701	
SALE PRICE	\$1,370,000
# OF UNITS	5
\$/BUILDING SF	\$385.48
BUILDING SF	3,554



600 N. Grand Avenue Santa Ana, CA 92701	
SALE PRICE	\$1,311,250
# OF UNITS	4
\$/BUILDING SF	\$402.22
BUILDING SF	3,260



04

Financial Analysis

Projected Income	20
Projected Expenses	21

Projected Income

626 East 3rd Street, Santa Ana, CA 92701

INCOME DETAILS

CURRENT RENTS

# Units	Type	Rent	Total
1	1+1	\$1,900	\$1,900
1	1+1	\$1,900	\$1,900
1	1+1	\$1,950	\$1,950
1	1+1	\$1,950	\$1,950

CURRENT TOTAL MONTHLY INCOME

\$7,700

CURRENT TOTAL ANNUAL INCOME

\$92,400

MARKET RENTS

# Units	Type	Rent	Total
1	1+1	\$1,950	\$1,950
1	1+1	\$1,950	\$1,950
1	1+1	\$2,000	\$2,000
1	1+1	\$2,000	\$2,000

PRO-FORMA MONTHLY INCOME

\$7,900

PRO-FORMA ANNUAL INCOME

\$94,800

Projected Expenses

626 East 3rd Street, Santa Ana, CA 92701

EXPENSES DETAILS

ESTIMATED ANNUAL OPERATING EXPENSES

Concept		Amount
Insurance		\$2,175
Property Taxes		\$14,554
Utilities + Trash		\$2,332
Repairs and Maintenance		\$1,200
TOTAL ANNUAL OPERATING EXPENSES (ESTIMATED):		\$20,261
Expenses Per:	Unit	\$5,065
	% of Actual GSI	5.48%

Contacts

and Contributors

DEAL TEAM CONTACTS

Christian Espinoza

Senior Advisor | Investment Sales
949.307.9469
cespinoza@greysteel.com

TRANSACTION SERVICES

Luis Alvarez

Senior Graphic Designer

Ruben Cornejo

Production Graphic Designer

Michael Gionti

Marketing & Research Enablement Lead

Enrique Haro

Research Analyst

Rafael Rivera

Lead Transaction Coordinator

Ricky Taniguchi

Art Director



Greysteel | Shaping Capital Markets.

Greysteel | 11400 W. Olympic Boulevard | Suite 1060 | Los Angeles, CA 90064

614.439.2256 | www.greysteel.com

CA #02243350

Broker of Record | Mark Bittenbender | 02243350 | 202.280.2825

[Offices Nationwide](#)

[License Information and Online Disclosures](#)

This Confidential Offering Memorandum (“Memorandum”) is solely for the use of the owner. While the information contained in this Analysis has been compiled from sources we believe to be reliable, neither Greysteel nor its representatives make any representations or warranties as to the accuracy or completeness of the information contained in this Analysis. All financial information and projections are provided for reference only and are based on assumptions relating to the general economy, market conditions and other factors beyond our control. Owner is encouraged to conduct an independent due diligence investigation, prepare independent financial projections, and consult with their legal, tax and other professional advisors before making an investment decision. Greysteel does not have authority to legally bind the owner and no contract or agreement providing for any transaction shall be deemed to exist unless and until a final definitive contract has been executed and delivered by owner.

All references to acreage, square footage, distance, and other measurements are approximations and must be independently verified.

© 2026 Greysteel, All rights reserved.