

OFFERING MEMORANDUM

COASTAL OCEANSIDE LUXURY TOWNHOMES

EL JUGADOR APARTMENTS | 221 S NEVADA STREET | OCEANSIDE, CA 92054



Exclusively listed by

CLARK RORBACH

Vice President

858.436.6541

clark.rorbach@kidder.com

LIC N° 01888559

RAY ADAMS

Senior Vice President

619.884.5456

ray.adams@kidder.com

LIC N° 01298909

km Kidder
Mathews



Exclusively listed by

CLARK RORBACH

Vice President

858.436.6541

clark.rorbach@kidder.com

LIC N° 01888559

RAY ADAMS

Senior Vice President

619.884.5456

ray.adams@kidder.com

LIC N° 01298909

KIDDER.COM

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Kidder Mathews and should not be made available to any other person or entity without the written consent of Kidder Mathews.

This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Kidder Mathews has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Kidder Mathews has not verified, and will not verify, any of the information contained herein, nor has Kidder Mathews conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

This information has been secured from sources we believe to be reliable. We make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Recipient of this report must verify the information and bears all risk for any inaccuracies.

TABLE OF CONTENTS

01

INVESTMENT SUMMARY

02

AREA OVERVIEW

03

FINANCIALS

04

COMPARABLES

05

MARKET OVERVIEW



INVESTMENT SUMMARY



OCEANSIDE
PIER

OCEANSIDE
TRANSIT
CENTER

OCEANSIDE
HARBOR

DOWNTOWN
OCEANSIDE

SUBJECT
PROPERTY

PREMIER COASTAL INVESTMENT OPPORTUNITY IN OCEANSIDE, CA.

Offered for sale is a premier residential multifamily investment in the vibrant downtown coastal community of Oceanside, California. This turn-key property features a highly desirable beach-close location and an attractive unit mix consisting primarily of spacious two-bedroom townhouse-style units, many with private garages.

The property has undergone a complete high-end renovation, including new luxury vinyl plank flooring throughout, stunning quartz countertops, designer cabinetry, fully updated bathrooms, and fresh interior and exterior paint. Now fully stabilized at 100% occupancy with strong performing rents, this asset is in pristine condition—eliminating immediate capex needs and positioning it as a low-maintenance, high-appeal investment.

The exceptional coastal location, premium renovations, desirable unit mix, and stable cash flow combine to make this a standout opportunity in a thriving market.

The El Jugador Townhomes boast an outstanding

"Walker's Paradise" rating with a Walk Score of 92. Residents enjoy a short four-block stroll to the Oceanside Transit Center, providing convenient bus service to nearby communities; Sprinter Rail to Escondido (including CSU San Marcos); Coaster service to downtown San Diego; and Amtrak connections to Orange County and Los Angeles.

Downtown Oceanside—offering an array of dining, shopping, and nightlife—is easily walkable, making it a popular destination for millennials. The wide sandy beaches, iconic pier, and harbor are just six blocks away, accessible on foot or by bike.

Oceanside continues to surge in popularity among Southern California beach enthusiasts, with its sandy shores, vibrant downtown, and abundant outdoor activities including volleyball, sailing, surfing, running, biking, and golf. Ongoing new housing and hotel developments are enhancing the neighborhood, driving excitement and supporting strong long-term appreciation in this proven beach enclave.



PROPERTY OVERVIEW

ADDRESS	221 S Nevada Street, Oceanside, CA 92054
NO. OF UNITS	15
LAND SIZE	14,259
APN	150-053-24-00
YEAR BUILT	1970/2025
PRICE	\$9,250,000
PRICE/UNIT	\$616,667
PRICE/SF	\$677
CAP RATE	4.51%
GRM	14.5

PROPERTY HIGHLIGHTS

Fully renovated late 2025:

- New roof
- New exterior stairways
- SB721 balcony repairs completed
- New fencing
- Brand new 600 amp electrical system
- Brand new plumbing supply line
- New windows
- New kitchen cabinets
- New countertops
- New flooring
- New bathroom shower enclosures
- New bathroom vanities
- New closet doors

In-unit washer/dryer

Central heating and air conditioning

Mostly 2 bedroom, 1.5 bathroom townhomes

12 garages

Peek ocean views from rear units

Strong in-place income

ADU potential

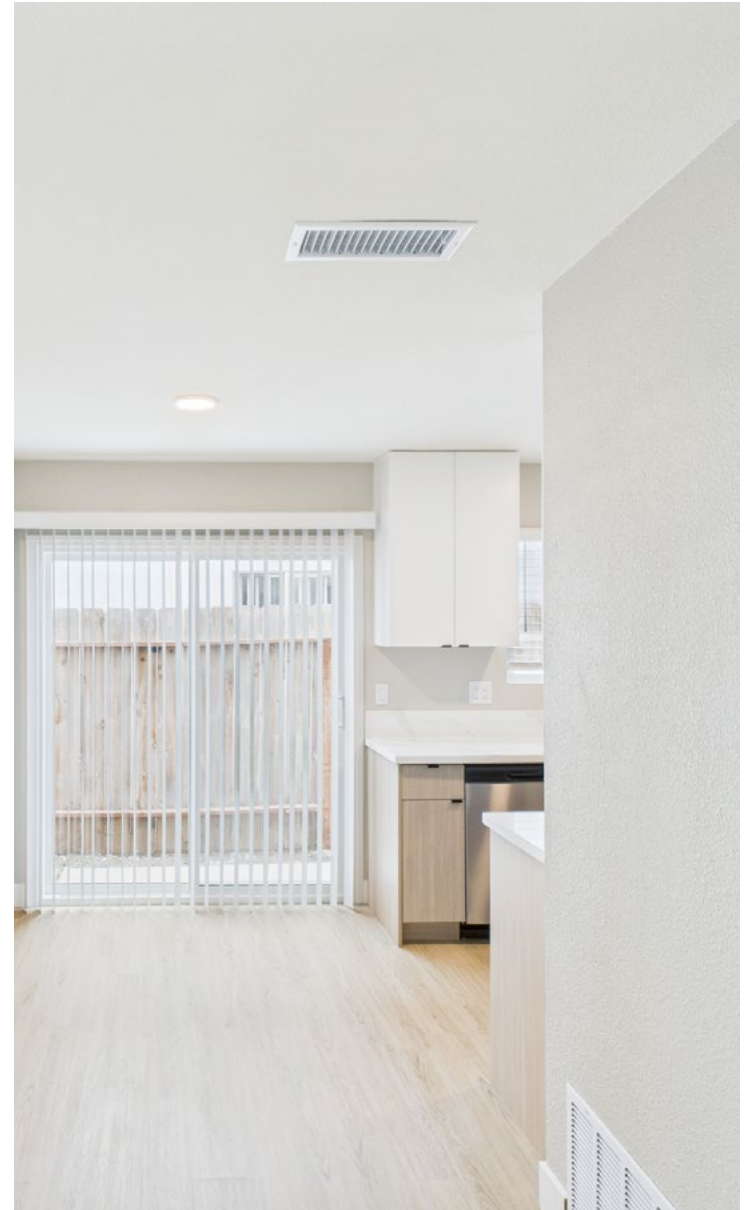
92 Walk Score (“Walkers Paradise”)- Walk to beach, transit, dining and shopping

Desirable beach neighborhood









OCEANSIDE

Oceanside is perfectly located at the northern end of San Diego County and serves as the gateway to Orange County and Los Angeles. This prime location offers residents and tourists easy access to Camp Pendleton, San Clemente, Northern San Diego County destinations such as Carlsbad and Encinitas, and beyond. Oceanside is home to 3.5 miles of pristine coastline, a 1,000 boat harbor, perfect year-round beach weather, and a bustling nightlife. There are no shortage of recreational activities and experiences to discover, from local tours and unique cuisine to gaming at nearby casinos.

LOCAL ATTRACTIONS AND EVENTS

- Oceanside Pier
- Oceanside Harbor
- Camp Pendleton
- Frontwave Arena- San Diego Sockers (2023)
- Ocean Kamp Surf Park (approved)
- Legoland California
- California Surf Museum
- Mission San Luis Rey
- Mission Pacific Hotel
- The Seabird Resort
- Pacific Surfliner
- Metrolink
- Oceanside Sunset Market (Farmers Market)
- Oceanside Museum of Art
- Star Theatre Company
- Oceanside Theatre Company
- Multiple golf courses





DEMOGRAPHICS

POPULATION

	92054	San Diego
2024 ESTIMATION	39,930	3.28M
2029 PROJECTION	39,571	3.24M
TRADE AREA SIZE	8.4 Sq Mi.	4,522.4 Sq Mi.
TOTAL EMPLOYEES	16,044	1.35M
TOTAL BUSINESSES	2,273	150,816
MEDIAN AGE	36.5	36.4

HOUSEHOLDS

	92054	San Diego
2024 ESTIMATION	16,631	1.18M
AVERAGE HOUSEHOLD SIZE	2.4	2.7
AVERAGE HOUSEHOLD INCOME	\$102,662	\$146,689
HOUSING UNITS OWNER-OCCUPIED	6,744	621,421
HOUSING UNITS RENTER-OCCUPIED	9,887	558,515

EDUCATION

	92054	San Diego
ASSOCIATE DEGREE ONLY	7.1%	8.2%
HIGHER EDUCATION	19,763	1.63M

AREA OVERVIEW



OCEANSIDE NEARBY AMENITIES

OCEANSIDE PIER

CALIFORNIA SURF MUSEUM

STONE

OCEANSIDE PUBLIC LIBRARY

SPORTFISHER DR

OCEANSIDE MUSEUM OF ART

PIER VIEW WAY

THE ROOFTOP BAR

FRANKIE'S

SUNSHINE BROOKS THEATER

HANDEL'S

MISSION AVE

UPS

BETTER BUZZ

OCEANSIDE HIGH SCHOOL

SEAGAZE DR

BLADE 1936

SUBJECT PROPERTY

TOPEKA ST

DIJA MARA

MICHIGAN AVE

LTH & KITCHEN

Walmart Neighborhood Market

Wendy's

Auto Zone

HARBOR FREIGHT

CHASE

YeloGo

Sunshine

REGAL

Breakwater Brewing Co.

COLD STONE

MISSION AVE

SEAGAZE DR

TOPEKA ST

NEVADA ST

CLEMENTINE ST

HORN ST

MISSION AVE

OCEANSIDE HIGH SCHOOL

SEAGAZE DR

BLADE 1936

TOPEKA ST

DIJA MARA

MICHIGAN AVE

LTH & KITCHEN

UNIT MIX

Unit Mix		Approx. Size	Current Rent
2 bed, 1.5 bath twnh	12	917	\$3,225
3 bed, 2 bath flat	1	1,208	\$3,595
2 bed, 1 bath flat	2	875	\$3,250
1c garage	12	-	\$175
RUBS	15		\$150
Other Income			\$40
		13,660	\$53,185



ANNUAL PROPERTY OPERATING DATA

		Current Rent
Down Payment	\$4,625,000	
New Loan	\$4,625,000	
GRM		14.5
Cap Rate		4.51%
Cash-on-Cash		3.0%
Annual Gross Scheduled Income		\$638,220
Vacancy	3.0%	(\$19,147)
Collected Income		\$619,073
Real Estate Taxes	1.12%	\$103,360
Fixed Charged Assmts		\$241
Insurance		\$19,000
Water/Sewer		\$22,000
Gas & Electric		\$5,500
Trash		\$6,924
Landscaping/Janitorial		\$4,560
Prof. Mgmt.	4.0%	\$24,763
Repairs & Maintenance	\$800	\$12,000
Replacement Reserves	\$250	\$3,750
Misc.		\$250
Total Operating Expenses		(\$202,348)
Net Operating Income		\$416,725
Proposed Loan:	6.00%	(\$277,500)
Cash Flow		\$139,225

SALES COMPARABLES

		Property Name	Sale Date	Price	Price/Unit	Price/SF	Cap Rate	GRM	Year Built	Unit Mix
SUBJECT		EL JUGADOR 221 S. Nevada St. Oceanside, CA 92054	-	\$9,250,000	\$616,667	\$677	4.51%	14.5	1970 2025	(12) 2/1.5 twnh; (1) 3/2; (2) 2/1; 12 garages
01		THE FLATS 1931 S Coast Hwy Oceanside, CA 92054	2/3/26	\$14,425,000	\$721,250	\$871	4.0%	16.0	2024	(3) 2/1; (9) large/loft 1/1; (6) 1/1; (2) retail suites
02		1814-16 S TREMONT ST Oceanside, CA 92054	2/27/25	\$2,225,000	\$445,000	\$664	2.3% 4.8%	21 14.1	Older	(3) 1/1; (2) 2/1; (2) 2c gar; (1) 1c gar
03		1026 & 1036 S PACIFIC ST Oceanside, CA 92054	11/25/25	\$6,005,000	\$545,909	\$837	3.3%	18.0	1950	7 Studios; (3) 1/1; (1) 2/1; (2) 2c gar; (2) 1c gar
04		2782-90 JEFFERSON ST Carlsbad, CA 92008	9/16/25	\$3,400,000	\$566,667	\$1,156	4.2%	-	1950	(2) 1/1; (4) 2/1
05		3177 LINCOLN ST Carlsbad, CA 92008	4/9/26	\$3,910,000	\$651,667	\$475	3.4%	18.9	1966	(4) 2/2; (2) 1/1
06		160 HEMLOCK AVE Carlsbad, CA 92008	2/13/26	\$2,800,000	\$700,000	\$752	NK	19.9	1964	(2) 2/1; (1) 2/1.5; (1) 3/2

SUBJECT

EL JUGADOR

221 S. Nevada St.
Oceanside, CA 92054

THE FLATS

01 1931 S Coast Hwy
Oceanside, CA 92054

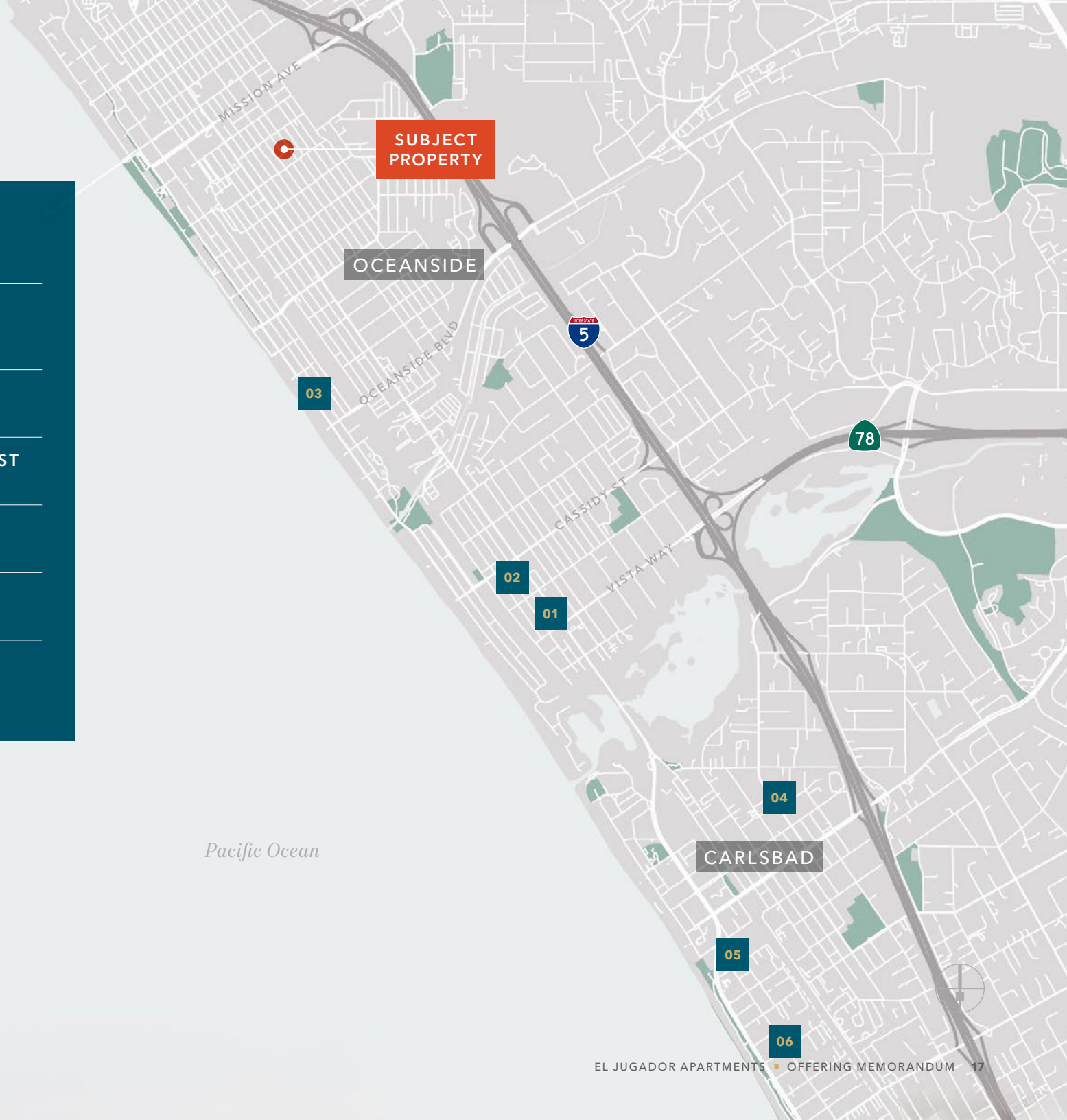
02 1814-16 S TREMONT ST
Oceanside, CA 92054

03 1026 & 1036 S PACIFIC ST
Oceanside, CA 92054

04 2782-90 JEFFERSON ST
Carlsbad, CA 92008

05 3177 LINCOLN ST
Carlsbad, CA 92008

06 160 HEMLOCK AVE
Carlsbad, CA 92008



RENT COMPARABLES

					
	EL JUGADOR 221 S. Nevada St. Oceanside, CA 92054	ALTA O'SIDE 1001 N Coast Hwy Oceanside, CA 92054	SEACLIFF CONDO 1021 Costa Pacifica Way Oceanside, CA 92054	MYERS CONDOMINIUMS 400 N Myers St. Oceanside, CA 92054	DITMAR ST. 501 Ditmar St. Oceanside, CA 92054
Number of Units	15	309	54	50	12
Year Built	1970	2024	2009	1986	1960
2 Bedroom Flat	2x1	2x2	2x2	2x1	2x1
Rent	\$3,200	\$3,869	\$3,950	\$3,700	\$3,099
Avg SF	950	1,146	1,191	808	1,000
Rent/SF	\$3.37	\$3.38	\$3.32	\$4.58	\$3.10
2 Bedroom Townhome	2x1.5 twnh	2x2			
Rent	\$3,250	\$4,234			
Avg SF	900	1,199			
Rent/SF	\$3.61	\$3.53			

SUBJECT

EL JUGADOR

221 S. Nevada St.
Oceanside, CA 92054

01

ALTA O'SIDE

1001 N Coast Hwy
Oceanside, CA 92054

02

SEACLIFF CONDO

1021 Costa Pacifica Way
Oceanside, CA 92054

03

MYERS CONDOMINIUMS

400 N Myers St.
Oceanside, CA 92054

04

DITMAR ST.

501 Ditmar
Oceanside, CA 92054

Pacific Ocean

RENT COMPARABLES

				
	EL JUGADOR 221 S. Nevada St. Oceanside, CA 92054	DITMAR APARTMENTS 605 N Ditmar St. Oceanside, CA 92054	PIERSIDE SOUTH 115 N Cleveland St. Oceanside, CA 92054	THE FLATS 1931 S Coast Hwy Oceanside, CA 92054
Number of Units	15	5	110	18, 2 retail
Year Built	1970	1988	2019	2024
2 Bedroom Flat	2x1			2x1
Rent	\$3,200	\$2,995	\$4,295	\$4,675
Avg SF	950	820	1,149	1,000
Rent/SF	\$3.37	\$3.65	\$3.74	\$4.68
2 Bedroom Townhome	2x1.5 twnh			
Rent	\$3,250		\$4,598	
Avg SF	900		1,173	
Rent/SF	\$3.61		\$3.92	

SUBJECT

EL JUGADOR

221 S. Nevada St.
Oceanside, CA 92054

05

DITMAR APARTMENTS

605 N Ditmar St.
Oceanside, CA 92054

06

PIERSIDE SOUTH

115 N Cleveland St.
Oceanside, CA 92054

07

THE FLATS

1931 S Coast Hwy
Oceanside, CA 92054

Pacific Ocean

TOP INDUSTRIES ALONG THE CA-78 CORRIDOR



Clean
Technology



Higher
Education



Information and
Communications
Technology



Life
Sciences



Manufacturing



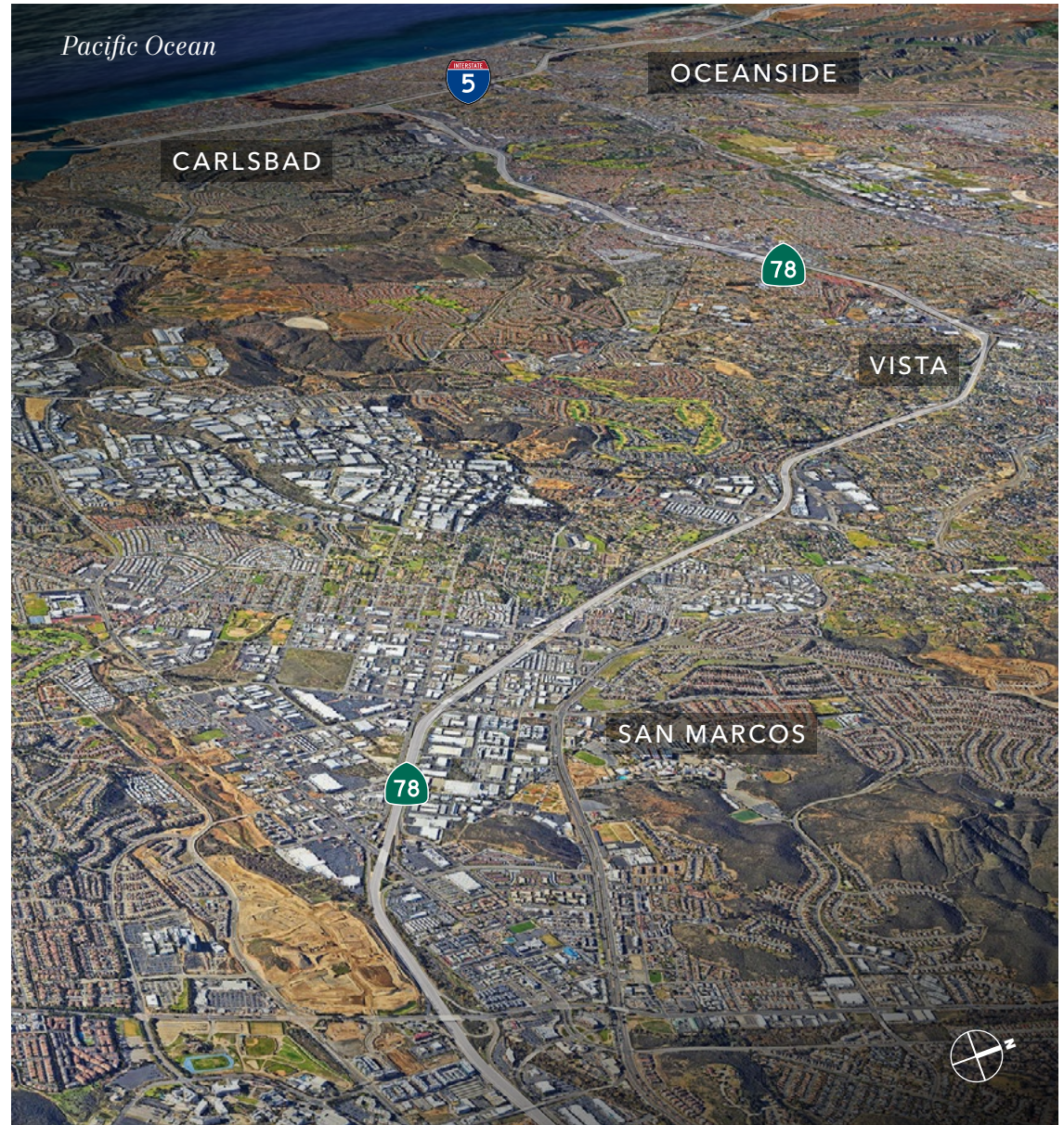
Med Tech



Specialty Food and
Microbreweries



Sports and Active
Lifestyle Industry



Connecting North County residents to more job opportunities and lifestyles

The 78 Corridor includes the cities of Carlsbad, Escondido, Oceanside, San Marcos, and Vista. With a population totaling 630,000, the Corridor is home to nearly one-fifth of residents in the San Diego Region. Employment along the Corridor exceeds 290,000 jobs - roughly 19 percent of the regional total - and annual gross regional product (GRP) surpasses \$36 billion, making the Corridor a major player in the regional economy. Moreover, North County

has emerged as a leader of technological innovation; with over 850 total tech firms - a concentration nearly 42% above the national average - the Corridor's diverse and well-established tech cluster has seen steady growth in recent years. Contributing more than \$6.1 billion annually and directly employing nearly 25,000 people, tech along the Corridor is a major engine of economic growth within the region.



SAN DIEGO

Located along the Pacific Coast of Southern California, San Diego is California's second largest city, with an estimated population of 1.41M in 2021. San Diego is renowned for its 17 miles of shoreline, proximity to the Mexican border, and year-round warm climate, making it an idyllic place to visit.

DIVERSE EMPLOYMENT BASE

San Diego has a diversified and dynamic economy, with concentrations in high-tech and healthcare related industries, as well as the largest concentration

of military assets in the world. The city's innovation economy is anchored by one of the strongest biotech clusters in the nation, provided almost 50,000 jobs county-wide and generated \$33.6 billion in County economic activity in 2016. Additionally, San Diego is home-port to more than 60 percent of the ships in the U.S. Pacific Fleet and more than one-third of the combat power of the U.S. Marine Corps. Top employers in the city include the Naval Base San Diego, the University of California, San Diego, Sharp Healthcare, and Qualcomm, Inc.

LARGE TOURISM INDUSTRY

Tourism is the third largest industry in San Diego, generating 194,000 direct and indirect local jobs. The city hosts more than 35 million visitors annually, which generates an estimated \$10.8 billion in spending. Major tourist attractions include Balboa Park (which contains San Diego Zoo), Petco Park, SeaWorld, Mission Beach, and a thriving downtown, highlighted by the Gaslamp Quarter. Additionally, the San Diego Convention Center welcomed more than 545,000 visitors in 2017.





Exclusively listed by

CLARK RORBACH

Vice President

858.436.6541

clark.rorbach@kidder.com

LIC N° 01888559

RAY ADAMS

Senior Vice President

619.884.5456

ray.adams@kidder.com

LIC N° 01298909

KIDDER.COM

