

[CLICK HERE FOR VIRTUAL TOUR](#)



## 4-Parcel Assemblage for Mixed-Use Redevelopment

927, 925, 935, 939 W Main Street, El Cajon, CA 92020 | **PRICE REDUCED! \$4,900,000 \$3,388,888**



**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

The portfolio from the corner of W. Main Street and Millar to the middle of the block is finally offered for sale for \$3,388,888, providing an opportunity to redevelop for the newest mixed-use project in El Cajon.

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 with the vacant warehouse on the west corner of Millar Ave and W. Main St, a main thoroughfare into the City from both La Mesa and Santee. A portfolio sale would allow a developer 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 AB 2011 and SB6 allows a developer to expand his project and fulfill the needs of the city with the inclusion of residential or density 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](#))

- ◇ **DO NOT DISTURB TENANTS**
- ◇ **TENANT IS NOT AWARE OF SALE**
- ◇ **ALL TENANTS ARE MONTH-TO-MONTH**

## PROPERTY FEATURES

- ◇ **Investment Type:** 4-Parcel Sale for Mixed-Use Development
- ◇ **Lot Size:** Approx. 21,000 SF
- ◇ **APN:** 487-282-27-00, 487-282-28-00, 487-282-29-00, 487-282-31-00
- ◇ **Zoning:** Commercial
- ◇ **Sale Price:** \$3,388,888 (\$502.95/SF)

## PROPERTY HIGHLIGHTS

- ◇ Location on W Main Street Just Off HWY 8 Ramps
- ◇ Located in the El Cajon Transit District Specific Plan
- ◇ City of El Cajon Anxious to Work with Developer to Revamp Industrial Area
- ◇ Direct Buyers to AB 2011 and SB 6 for Increased Residential Density and Mixed-Use
- ◇ Located in the El Cajon Transit District Specific Plan, Blocks from Trolley Hub and Bus Line
- ◇ 173,780 Cars Per Day on Interstate 8 (0.4 Mile Away) with Off Ramps Feeding into this Street at Signal
- ◇ Chance to Acquire 4 Parcels on W. Main Street first time in more than 40 years



# PROPERTY SUMMARY

3

Address	Property Type	Size
927 W Main Street, El Cajon, CA 92020	Vacant Land	Approx. 5,582 SF Lot
Address	Property Type	Size
925 W Main Street, El Cajon, CA 92020	Office/Retail/Live	Approx. 1,650 SF on 5,198 SF Lot
Address	Property Type	Size
935 W Main Street, El Cajon, CA 92020	Mechanics Shop	Approx. 1,288 SF on 5,157 SF Lot
Address	Property Type	Size
939 W Main Street, El Cajon, CA 92020	Industrial Warehouse	Approx. 3,200 SF on 5,219 SF Lot

This area is primed for redevelopment as part of the “Green Street Gateway” and “Commercial Village.” The parcel is easily accessible and within 2 short blocks of HWY 8 onramps, the major signal at Marshall and Main Street, around the corner from El Cajon's transit hub and Trolley stop known as the El Cajon Transit Center, and in blocks of several major car dealerships including Mossy Nisan, Mercedes and Toyota of El Cajon. "The area immediately surrounding the transit station is an aging industrial and heavy commercial area which interfaces with residential neighborhoods comprised of single and multi-family residences. The Planning Area contains a diverse mix of uses but lacks the appropriate infrastructure, public amenities, and commercial services to function as a complete neighborhood that promotes alternative mode of transportation and that is a desirable and attractive place to live, walk, bike, work or shop." Pg. 14. p 2.3 EL CAJON TRANSIT DISTRICT SPECIFIC PLAN.

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 AB 2011 and SB6 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 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](mailto:Lesha@PacificCoastCommercial.com).

**Senate Bill 79**, the Abundant and Affordable Homes Near Transit Act, takes effect in July and allows developers to build structures up to nine stories tall near major transit stops in eight California counties. The law overrides local zoning restrictions in Los Angeles, Orange, San Diego, Alameda, San Francisco, San Mateo, Santa Clara and Sacramento counties—jurisdictions with at least 15 passenger rail stations. Height allowances range from six to nine stories for Tier 1 heavy-rail locations and five to eight stories for Tier 2 light-rail and bus rapid transit sites, extending to neighborhoods within a half-mile of transit stops. State Senator Scott Wiener introduced the bill in 2025 to accelerate housing production across California’s urban core.

Cities can delay the law’s requirements until 2030 by adopting their own density plans, but projects submitted before local plans are finalized will still fall under SB 79.



- MAJOR PRICE REDUCTION!!! The NEWLY REDUCED portfolio from the corner of Millar with all four lots having frontage on W. Main Street to the middle of the block is offered together for a discounted sale and RECENTLY REDUCED to \$3,388,888, providing an opportunity to redevelop for the newest mixed-use project in El Cajon. **This Mixed-Use Project could be the solution with a Public-Private Partnership.**

**BRING YOUR DEVELOPERS TO EL CAJON.** With recent passage of AB 2011 and SB6 the Density Bonus may account for larger scaled projects with fewer setbacks, parking restrictions and more as 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.

## **NEW MESSAGE FROM THE CITY TO SELLER!!**

"We're thrilled to announce a major revitalization of downtown El Cajon! The Downtown El Cajon Business Partners have teamed up with New City America – a nationally recognized urban revitalization firm – to re-energize our city's historic heart. Leading the charge is Marco Li Mandri, the visionary best known for transforming San Diego's Little Italy into a vibrant destination as well as the Third Avenue Village in Chula Vista. With over 30 years of experience revitalizing communities, Marco will serve as the new Executive Director for downtown El Cajon, bringing fresh ideas and proven expertise to Main Street."

"What does this mean for our community? Get ready to see positive changes in the coming months:

- Thriving New Businesses: Empty storefronts will soon house new restaurants, cafés, boutiques, and breweries, giving you more places to shop, dine, and enjoy local flavor.
- Lively Events & Nightlife: From expanded outdoor events to live music nights, downtown will be buzzing throughout the week – not just on special occasions. (Imagine art walks, night markets, and family-friendly festivals bringing Main Street alive!) Plus, the City is updating old regulations to welcome more entertainment options, so you can enjoy a fun evening out right here in El Cajon.
- Clean, Safe & Welcoming Streets: Expect to see cleaner sidewalks, improved lighting, beautiful landscaping, and public art that celebrates El Cajon's heritage. Our revitalization plan includes a compassionate approach to homelessness, working with outreach teams to help our unhoused neighbors so everyone feels safe and welcome downtown."

As these plans take shape, you'll start to see tangible changes: new storefronts opening their doors, more events filling the calendar, and a renewed sense of excitement on Main Street. We invite you to be a part of this journey – come out and enjoy downtown, support our local businesses, and share your ideas. There's never been a more exciting time to invest in Downtown!" See news reel link from City <https://www.youtube.com/watch?v=09m1aSZ-0UE>





## 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.



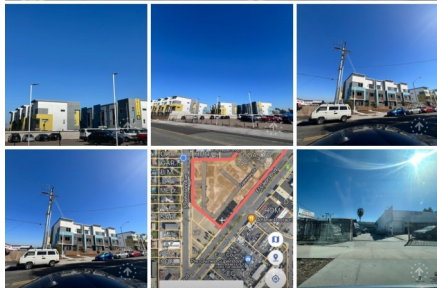
## KBHOME

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

6

Address	Property Type	Building Size	Lot Size	Sale Price	Sale Date	Price/SF/AC
925, 927, 935,939 W Main Street, El Cajon, CA 92020	Mixed-Use Development	6,738 SF	21,000 SF	\$3,388,888	N/A	\$502.95
620-640 S Marshall Ave, El Cajon, CA 92020	Land	-	25,700 SF	\$2,725,500	11/18/2024	\$9,238,983/AC
8069 Wing Ave, El Cajon, CA 92020	Industrial Service	1,200 SF	26,136 SF	\$1,240,000	11/12/2024	\$1,033.33
132-144 S Orange Ave, El Cajon, CA 92020	Industrial Service	5,280 SF	10,890 SF	\$1,750,000	11/1/2024	\$331.44
1050-1058 E Main St, El Cajon, CA 92021	Land	-	280,091 SF	\$14,500,000	10/11/2024	\$2,255,053/AC
1439-1445 N Magnolia Ave, El Cajon, CA 92020	Industrial Service	24,00 SF	51,222 SF	\$5,500,000	7/23/2024	\$229.17
7907 El Cajon Rd, El Cajon, CA 92021	Retail Supermarket	4,716 SF	33,541 sF	\$2,250,000	6/17/2024	\$477.10
412-440 Front St, El Cajon, CA 92020	Industrial Warehouse	15,609 SF	37,897 SF	\$3,950,000	4/10/2024	\$253.06
889 Arnele Ave, El Cajon, CA 92020	Retail Auto Dealership	35,350 SF	158,994 SF	\$12,500,000	3/26/2024	\$353.61
1336 N Magnolia Ave, El Cajon, CA 92020	Industrial Warehouse	8,137 SF	108,900 SF	\$2,840,867	2/1/2024	\$349.13
1315 Broadway, El Cajon, CA 92021	Retail	2,784 SF	7,074 SF	\$995,000	5/14/2026	357.40
9150 Olive Dr, Spring Valley, CA 91977	Warehouse	12,950 SF	14,000 SF	Withheld	6/13/2025	Withheld
850 E Main St, El Cajon, CA 92020	Retail	75,000SF	186,872 SF	\$17,102,000	2/26/2024	\$228.03
1450 E Main St, El Cajon, CA 92021	Retail	2,226 SF	15,246 SF	\$1,600,000	5/12/2026	\$718.78
1324 Magnolia Ave, El Cajon, CA 92020	Industrial Service	3,742 SF	108,900 SF	\$2,054,308	2/1/2024	\$375.42
1117 Redwood Ave, El Cajon, CA 92019	Trailer/Camper Park	1,763 SF	81,892 SF	\$3,400,000	1/10/2024	\$1,928.53
10527 Prospect Ave, Santee, CA 92071	Land	-	24,394 SF	\$1,275,000	11/15/2024	\$2,276,748/AC
12106 Woodside Ave, Lakeside, CA 92040	Retail Service Station	1,192 SF	13,068 SF	\$1,300,000	10/15/2024	\$1,090.60
9011 Olive Dr, Spring Valley, CA 91977	Industrial Manufacturing	3,465 SF	7,841 SF	\$2,000,000	8/26/2024	\$577.20



# SOLD COMPARABLES

7

Address	Property Type	Building Size	Lot Size	Sale Price	Sale Date	Price/SF/AC
1107 Greenfield Dr, El Cajon, CA 92021	Retail	2,884 SF	6,534 SF	\$775,000	3/25/2026	\$268.72
161 S Marshall Ave, El Cajon, CA 92020	Warehouse	3,500 SF	9,148 SF	\$1,180,000	3/20/2026	\$337.14
14506 Olde Highway 90, El Cajon, CA 92021	Warehouse	3,083 SF	34,848 SF	\$2,100,000	6/30/2025	\$681.15
800 El Cajon Blvd, El Cajon, CA 92020	Service	8,058 SF	14,375 SF	\$2,100,000	5/27/2025	\$260.61



# FOR SALE COMPARABLES

8

Address	Property Type	Building Size	Lot Size	Sale Price	Price/SF
925, 927, 935, 939 W Main Street, El Cajon, CA 92020	Mixed-Use Development	6,738 SF	21,000 SF	\$3,388,888	\$502.95
580 El Cajon Blvd, CA 92020	Retail Auto Repair	2,431 SF	7,405 SF	\$2,000,000	\$822.71
1136-1142 Broadway El Cajon, CA 92021	Flex	11,000 SF	-	\$3,650,000	\$331.82
7968-7970 Broadway, Lemon Gove, CA 91945	Retail	4,704 SF	23,086 SF	\$3,000,000	\$637.76
9664 Campo Rd, Spring Valley, CA 91977	Land	-	24,393 SF	\$2,399,999	\$4,290,309.26/AC
590 El Cajon Blvd, El Cajon, CA 92020	Retail Auto Repair	2,431 SF	7,405 SF	\$2,000,000	\$822.71
5679 Lake Park Way, La Mesa, CA 91942	Land	-	17,859 SF	\$3,000,000	\$7,317,073.17/AC
1440 E Main St, El Cajon, CA 92021	Land	-	37,897 SF	\$2,820,000	\$3,241,379.31/AC
Railroad Ave, Santee, CA 92071	Land	-	27,878 SF	\$1,299,000	\$2,029,687.50/AC
Woodside Ave, Santee, CA 92071	Portfolio	10,000 SF	72,745 SF	\$4,500,000	\$450
11493 Woodside Ave, Santee, CA 92071	Specialty	24,257 SF	74,923 SF	\$4,850,000	\$199.94





**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.

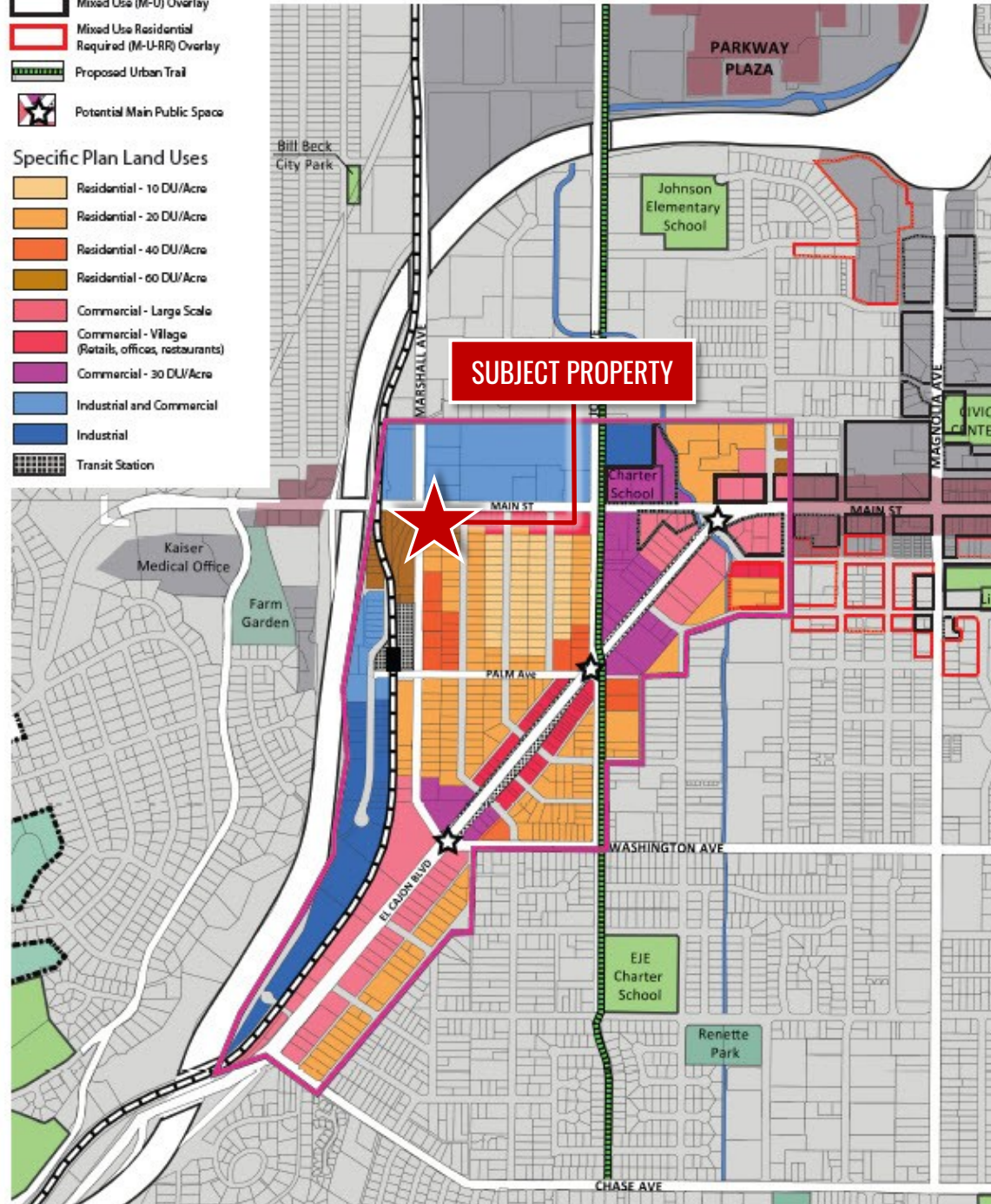
SB 6, on the other hand, does not create any new approval process. Rather, the legislation provides that projects meeting SB 6 criteria may invoke SB 35 and the Housing Accountability Act. A project proposed under SB 6 may be either a 100-percent residential project or a mixed-use project where at least 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.



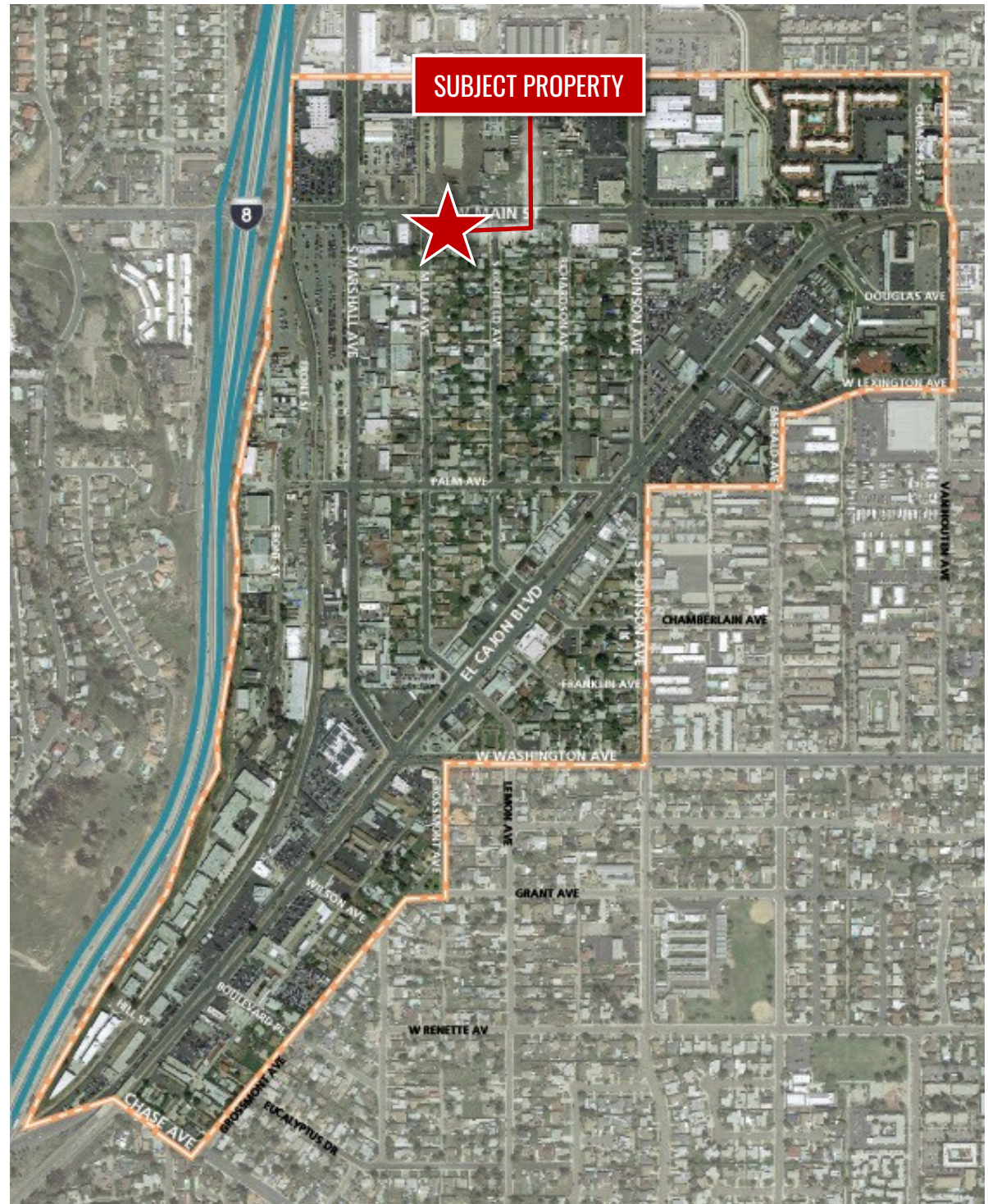
-  Specific Plan Area
-  Mixed Use (M-U) Overlay
-  Mixed Use Residential Required (M-U-RR) Overlay
-  Proposed Urban Trail
-  Potential Main Public Space

- ### 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.

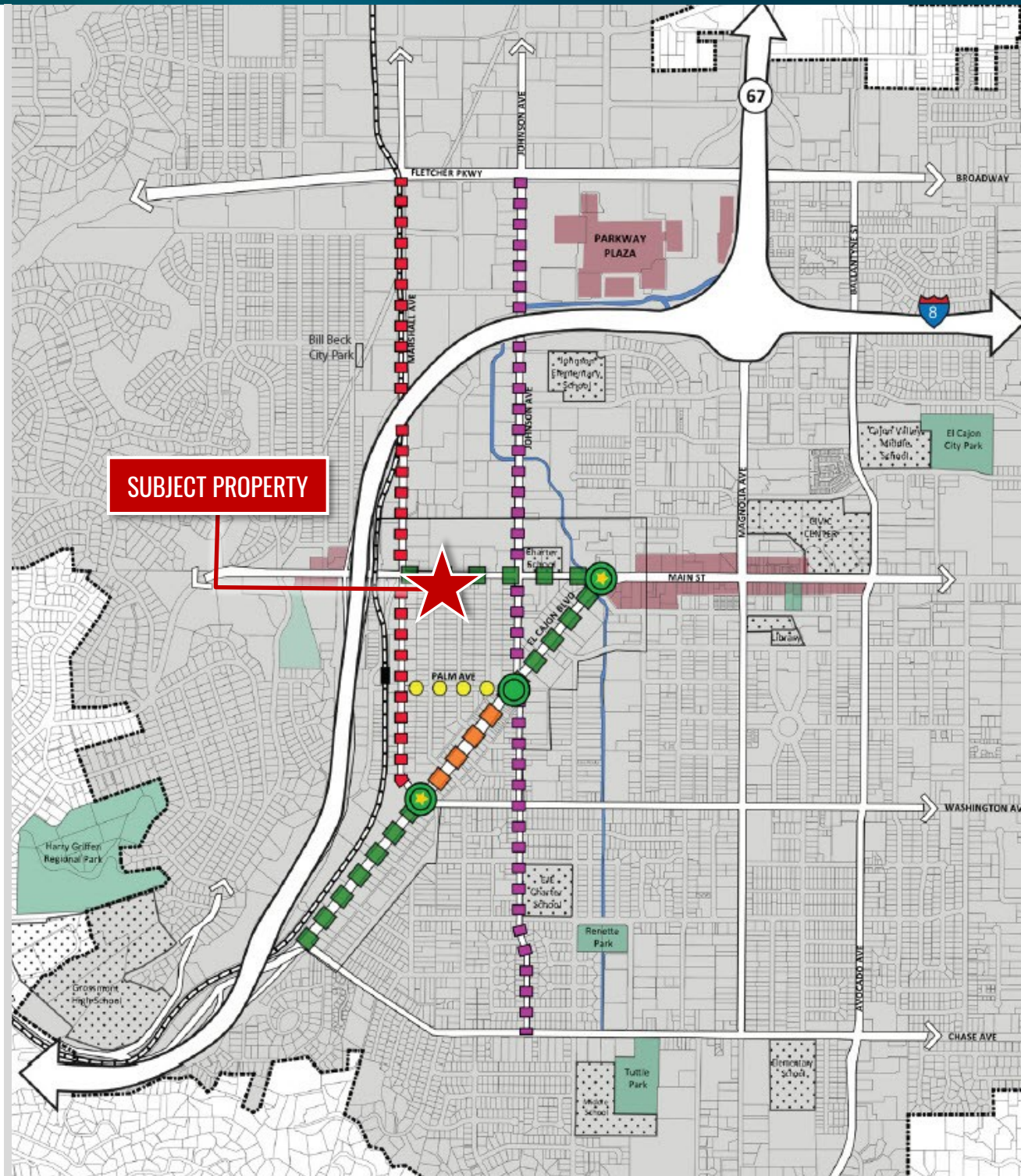


## CIRCULATION GOALS & CONSIDERATIONS

- + 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).

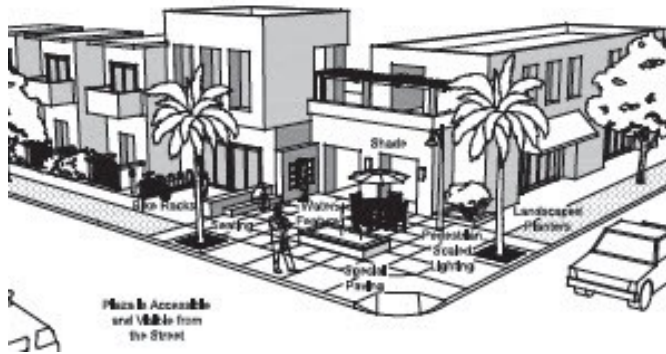
### LEGEND

-  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**



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

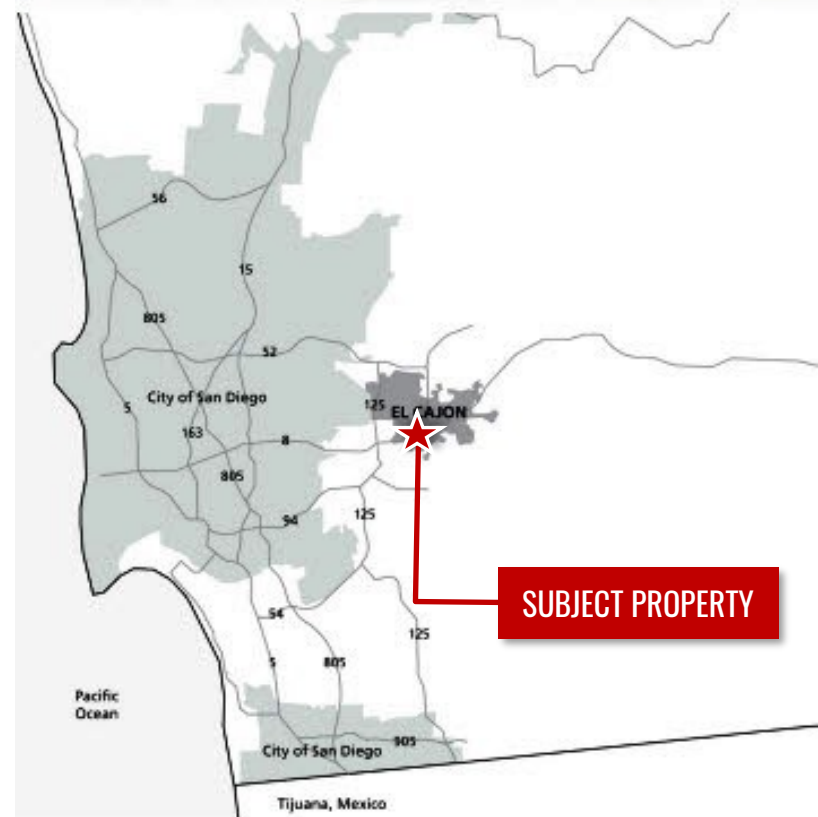


HOUSEHOLDS	3 MILE	5 MILE
Total Households (2020)	60,651	138,319
Median Home Value	\$571,850	\$569,303
Avg. Household Income	\$83,372	\$92,786
Renter Occupied	31,094	60,852
Owner Occupied	28,467	74,813



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



**SUBJECT PROPERTY**

# CONTACT INFORMATION

925, 927, 935, 939 W. MAIN STREET  
4-Parcel Assemblage for 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.

