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Corner Trophy Property Warehouse for Possible Owner/User or Mixed-Use Redevelopment
939 W Main Street, El Cajon, CA 92020 | ~~JUST REDUCED! \$2,500,000~~ \$1,498,800



LESHA MONTOYA

Associate Director - Sales & Leasing
D (619) 992-5863
Lesha@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

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939 W. Main Street

The trophy asset on the west corner of W. Main Street and Millar is finally offered for sale and on the market for \$1,498,800 as existing industrial warehouse and seller can sell licenses. Or redevelop this corner and start fresh with a brand new retail/office suites with upper shop keep units 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](#))

PROPERTY FEATURES

- ◇ **Investment Type:** Warehouse and Owner-User/Development Possibility
- ◇ **Building Size:** Approx. 3,200 SF Building on Approx. 5,219
- ◇ **APN:** 487-282-31-00
- ◇ **Zoning:** Commercial
- ◇ **Sale Price:** \$1,498,800 (\$468.38/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
- ◇ Possible Acquisition of 3 More Parcels with Seller in Portfolio Purchase
- ◇ Water, Power, and Natural Gas
- ◇ 380 Volt
- ◇ Roll-Up Door
- ◇ Approx. 17' Ceilings
- ◇ Gated Parking (8-10 Cars)



PROPERTY SUMMARY

Address	Property Type	Size	Sale Price
939 W Main Street El Cajon, CA 92020	Industrial Warehouse Development Opportunity	Approx. 3,200 SF On 5,219 SF Lot (.12 AC)	\$1,498,800 (\$468.38/SF)

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 seller owns the neighboring three parcels to the east also shown in this drone and to be sold separately or a portfolio to allow for a developer to acquire four parcels for a larger mixed-use development. Other Parcels shown in drone have a vacant lot 927 W. Main Street offered at \$788,000 and 925 W. Main Street office/live/work offered at \$898,800. Mechanics Shop at 935 W. Main is offered at \$1,388,580.

Seller is interested in a possible 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 sale is offered at \$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.



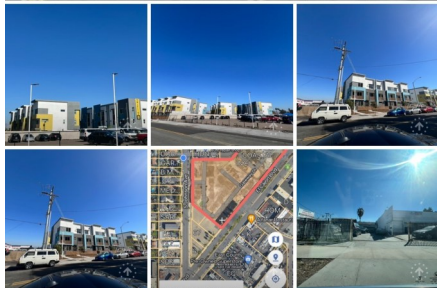
KBHOME

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

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939 W. Main Street

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

Property Type:
Warehouse

Year Built:
1972

Building Size:
3,200 SF

Lot Size:
5,219 SF

Asking Sale Price:
\$1,498,800

Asking Price/SF:
\$468.38

Sale Date:
N/A

Address:
161 S. Marshall Ave
El Cajon, CA 92020

Property Type:
Warehouse

Year Built:
1978

Building Size:
3,500 SF

Lot Size:
9,147 SF

Sale Price:
\$1,180,000

Price/SF:
\$337.14/SF

Sale Date:
3/2/2026

Address:
1450 E. Main St
El Cajon, CA 92021

Property Type:
Retail

Year Built:
1980

Building Size:
2,226 SF

Lot Size:
14,810 SF

Sale Price:
\$1,600,004

Price/SF:
\$718.78/SF

Sale Date:
5/12/2026

Address:
1324 Magnolia Ave
El Cajon, CA 92020

Property Type:
Industrial Service

Year Built:
1980

Building Size:
5,472 SF

Lot Size:
108,900 SF

Sale Price:
\$2,054,308

Price/SF:
\$375.42

Sale Date:
1/1/2024

Address:
800 El Cajon Blvd
El Cajon, CA 92020

Property Type:
Service

Year Built:
1964

Building Size:
8,058 SF

Lot Size:
14,375 SF

Sale Price:
\$2,100,000

Price/SF:
\$260.61

Sale Date:
5/27/2025

Subject Address:
1469-75 N Cuyamaca St
El Cajon, CA 92020

Property Type:
Industrial Condo

Year Built:
1977

Condo Size:
5,088 SF

Lot Size:
N/A

Sale Price:
\$1,800,000

Price/SF:
\$353.77

Sale Date:
9/6/2023

Address:
9011 Olive Dr
Spring Valley, CA 91977

Property Type:
Industrial Manufacturing

Year Built:
1960

Building Size:
3,465 SF

Lot Size:
7,841 SF

Sale Price:
\$2,000,000

Price/SF:
\$577.20

Sale Date:
8/26/2024

Address:
9075 Birch St
Spring Valley, CA 91977

Property Type:
Industrial Manufacturing

Year Built:
-

Building Size:
6,417 SF

Lot Size:
10,454 SF

Sale Price:
\$2,600,000

Price/SF:
\$405.17

Sale Date:
10/13/2023

Subject Address:
500 Front St
El Cajon, CA 92020

Property Type:
Manufacturing

Year Built:
1981

Building Size:
6,296 SF

Lot Size:
17,242 SF

Sale Price:
\$2,070,000

Price/SF:
\$328.78

Sale Date:
4/9/2025

Address:
297 Marshall Ave
El Cajon, CA 92020

Property Type:
Manufacturing

Year Built:
1957

Building Size:
7,429 SF

Lot Size:
36,155 SF

Sale Price:
\$2,000,000

Price/SF:
\$269.21

Sale Date:
6/6/2025



FOR SALE COMPARABLES

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939 W. Main Street

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

Property Type:
Warehouse

Year Built:
1972

Building Size:
3,200 SF

Lot Size:
5,219 SF

Asking Sale Price:
\$1,498,800

Asking Price/SF:
\$468.38

Address:
580 El Cajon Blvd
El Cajon, CA 92020

Property Type:
Retail Auto Repair

Year Built:
1946

Building Size:
2,431 SF

Lot Size:
7,405 SF

Sale Price:
\$2,000,000

Price/SF:
\$822.71

Address:
685-693 El Cajon Blvd
El Cajon, CA 92020

Property Type:
Retail/Office

Year Built:
1975

Building Size:
5,956 SF

Lot Size:
9,147 SF

Sale Price:
\$2,295,000

Price/SF:
\$385.33

Address:
7921 & 7931
Winter Gardens Rd
El Cajon, CA 92021

Property Type:
Retail Auto Repair

Year Built:
-

Building Size:
2,800 SF

Lot Size:
25,332 SF

Sale Price:
\$1,800,000

Price/SF:
\$71.06

Address:
1935 Friendship Dr
El Cajon, CA 92020

Property Type:
Manufacturing Condo

Year Built:
-

Building Size:
1,413 SF

Lot Size:
-

Sale Price:
\$360,000

Price/SF:
\$254.78

Address:
333 Marshall Ave
El Cajon, CA 92020

Property Type:
Warehouse

Year Built:
1980

Building Size:
5,600 SF

Lot Size:
21,344 SF

Sale Price:
\$1,950,000

Price/SF:
\$348.21

Address:
315 El Cajon Blvd
El Cajon, CA 92020

Property Type:
Retail Restaurant

Year Built:
1980

Building Size:
2,813 SF

Lot Size:
14,810

Sale Price:
\$2,400,000

Price/SF:
\$853.18





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).)

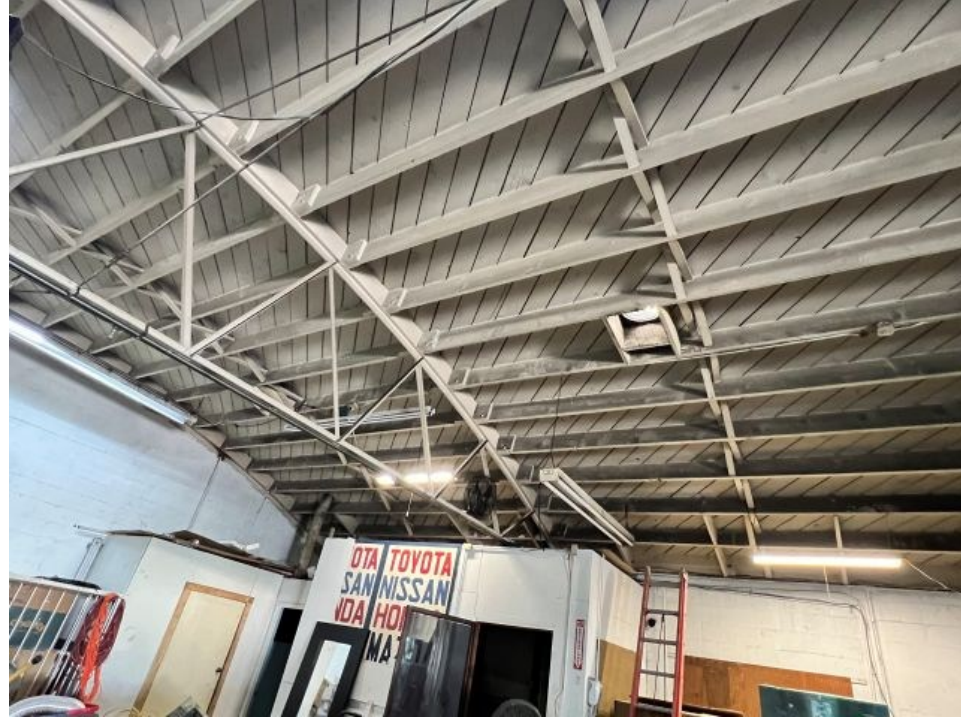
The charts on the following pages present a summary of key details.



PROPERTY PHOTOS



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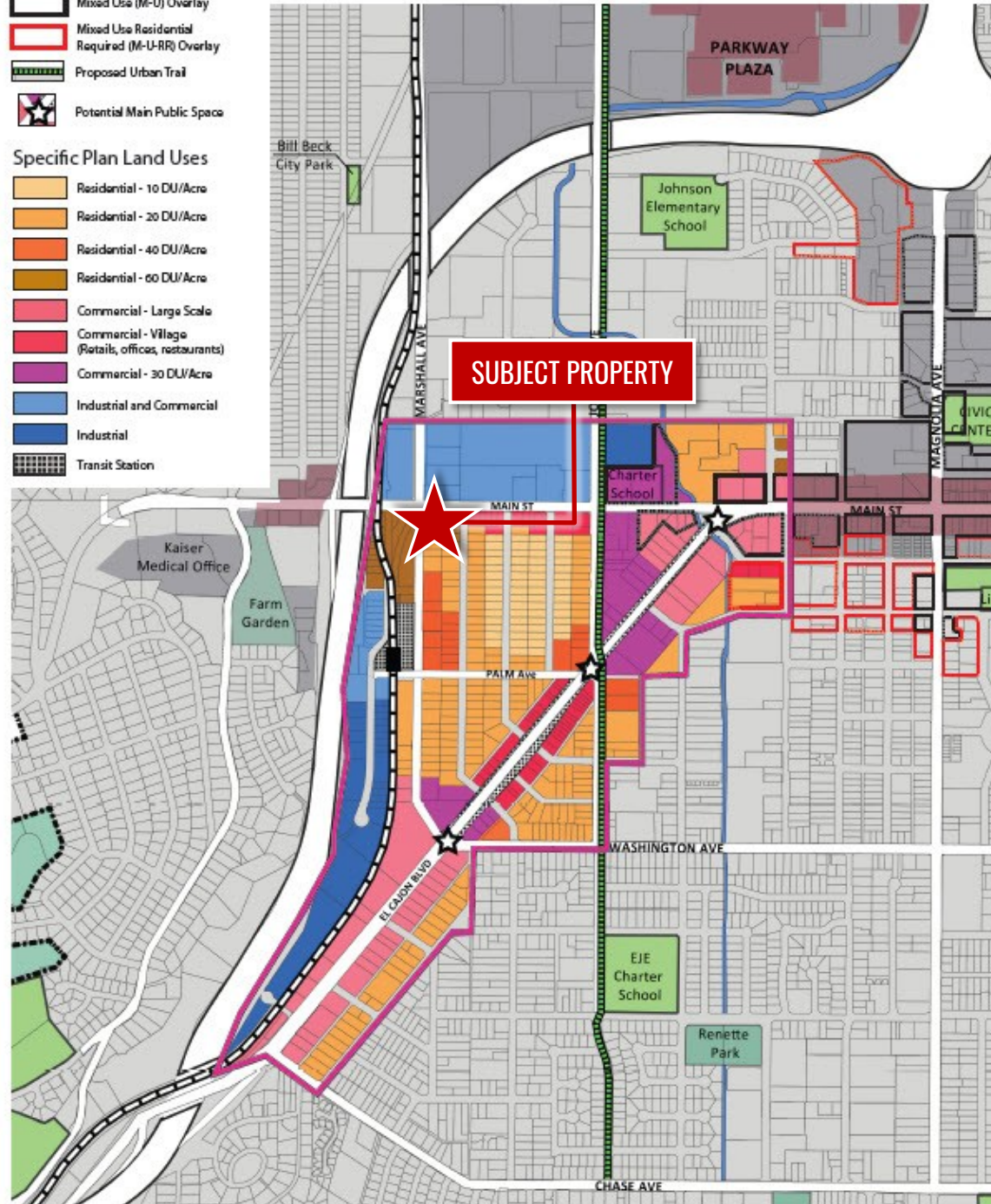
939 W. Main Street



Land Use Map pg.19

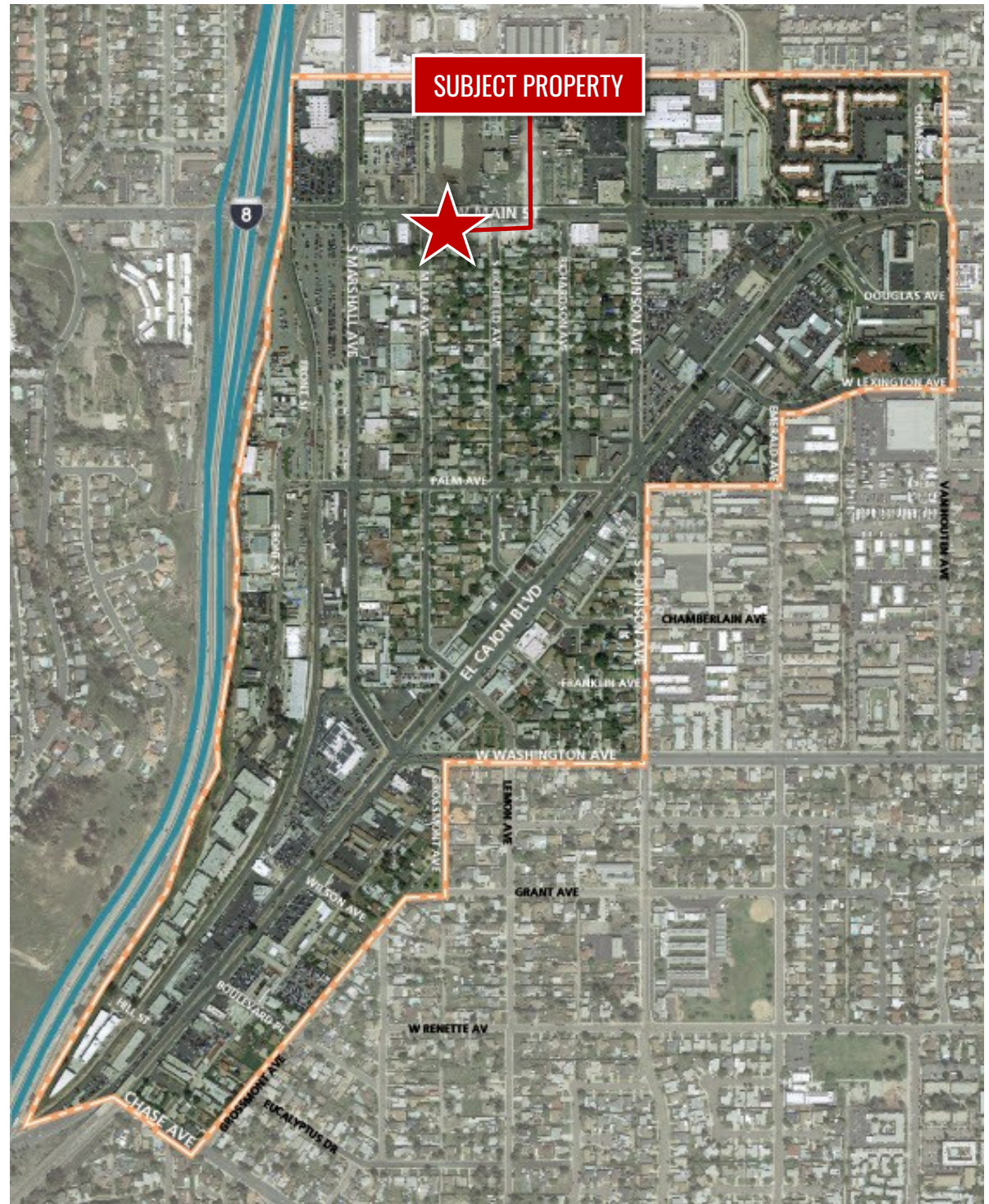
-  Specific Plan Area
-  Mixed Use (M-U) Overlay
-  Mixed Use Residential Required (M-U-RR) Overlay
-  Proposed Urban Trail
-  Potential Main Public Space

- ### 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.

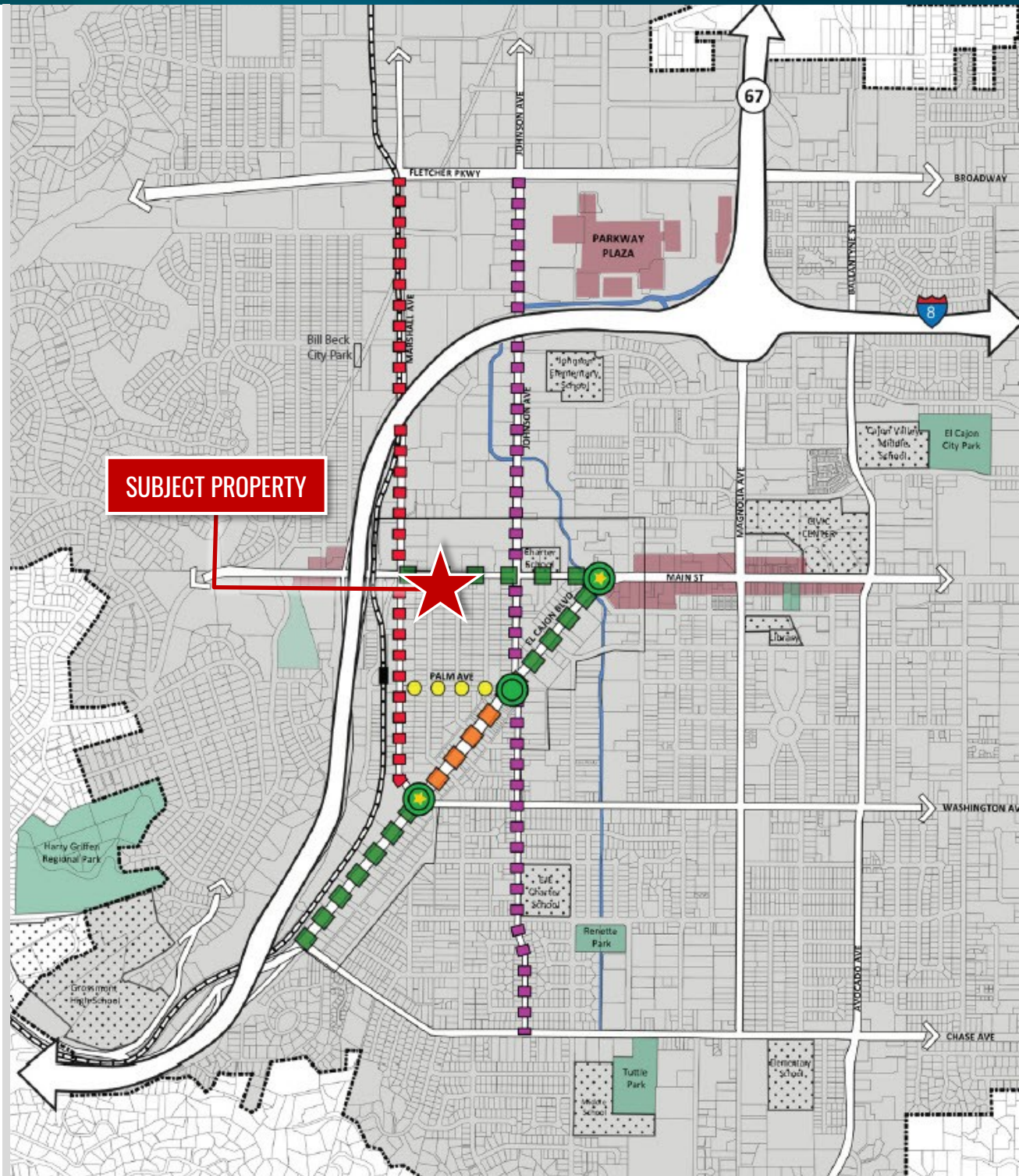


CIRCULATION GOALS & CONSIDERATIONS

- + 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



EL CAJON TRANSIT DISTRICT SPECIFIC PLAN

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

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939 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

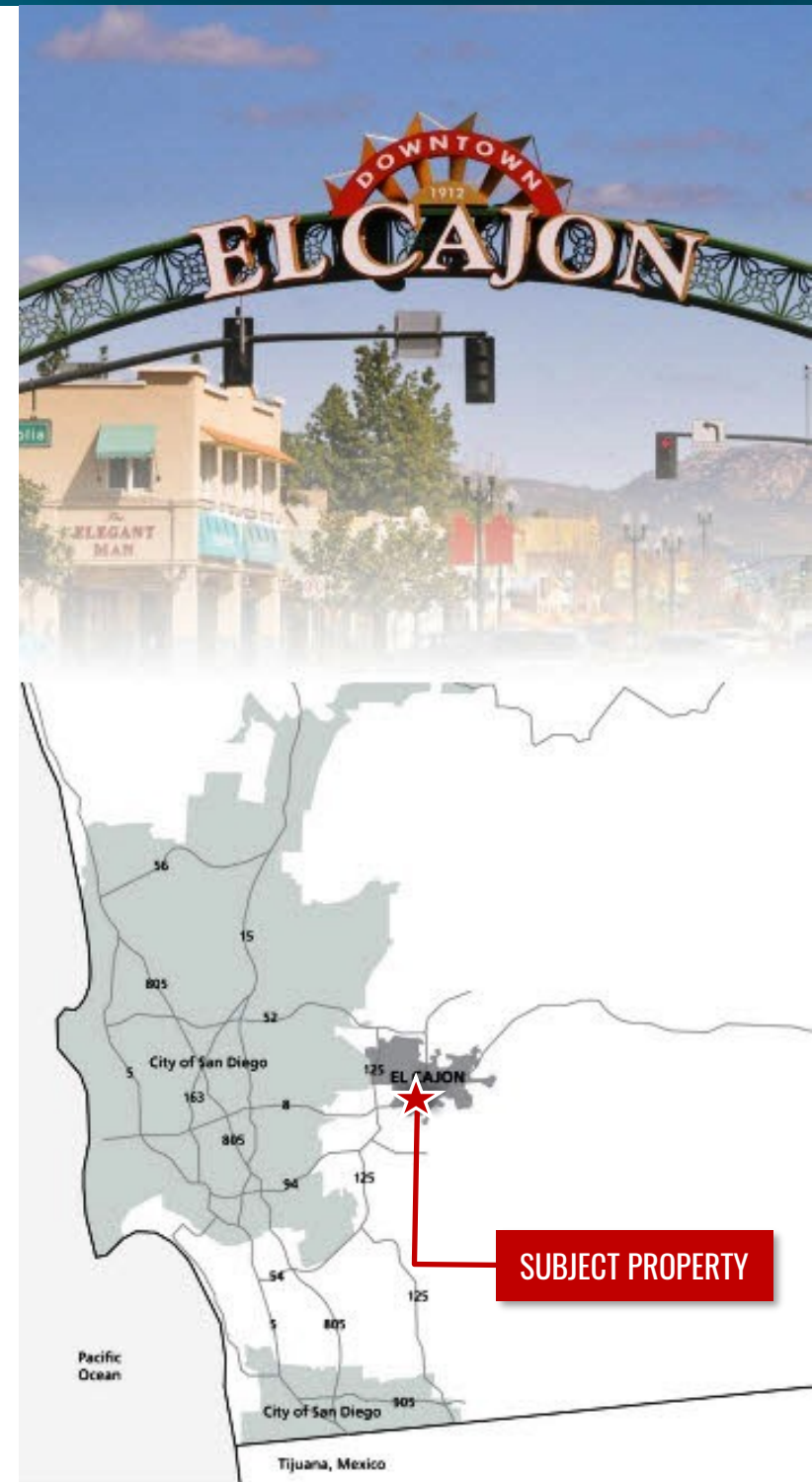


HOUSEHOLDS	3 MILE	5 MILE
Total Households (2020)	60,651	138,319
Median Home Value	\$571,850	\$569,303
Avg. Household Income	\$83,372	\$92,786
Renter Occupied	31,094	60,852
Owner Occupied	28,467	74,813



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

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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.

939 W. MAIN STREET
Corner Trophy Property Warehouse for Possible
Owner/User or Mixed-Use Redevelopment

