

FOR SALE Commercial Retail Storefront

COMMERCIAL BUILDING TOTALING 9,322 SF



Property Overview

Situated in the heart of the bustling El Cajon community, 906 E. Main Street is now available for sale. The property is a single-story Retail Storefront, consisting of approximately 9,322 square feet.

Conveniently located on a visible and prominent business intersection of Main Street and Mollison Avenue, offering excellent signage exposure. The site is just East of the Downtown El Cajon Management District with numerous other retailers and restaurants nearby.

Building Features

Display windows on both Main and Mollison frontage

Excellent street parking immediately adjacent to the building entrance

Adjacent off-street parking available under 25-year agreement off Mollison Ave.

Building could be divided to accommodate up to three businesses

Quick access to Interstate 8 via Mollison Ave. ramps

Qualifies for 90% SBA financing at a net cost of \$0.51 per square foot



Building Specifications

Building Area

Approx. 9,322 SF

Lot Size

Approx. 10,810 SF

Parcel Number

APN: 488-132-14

Sale Type

Retail Storefront

Sale Price

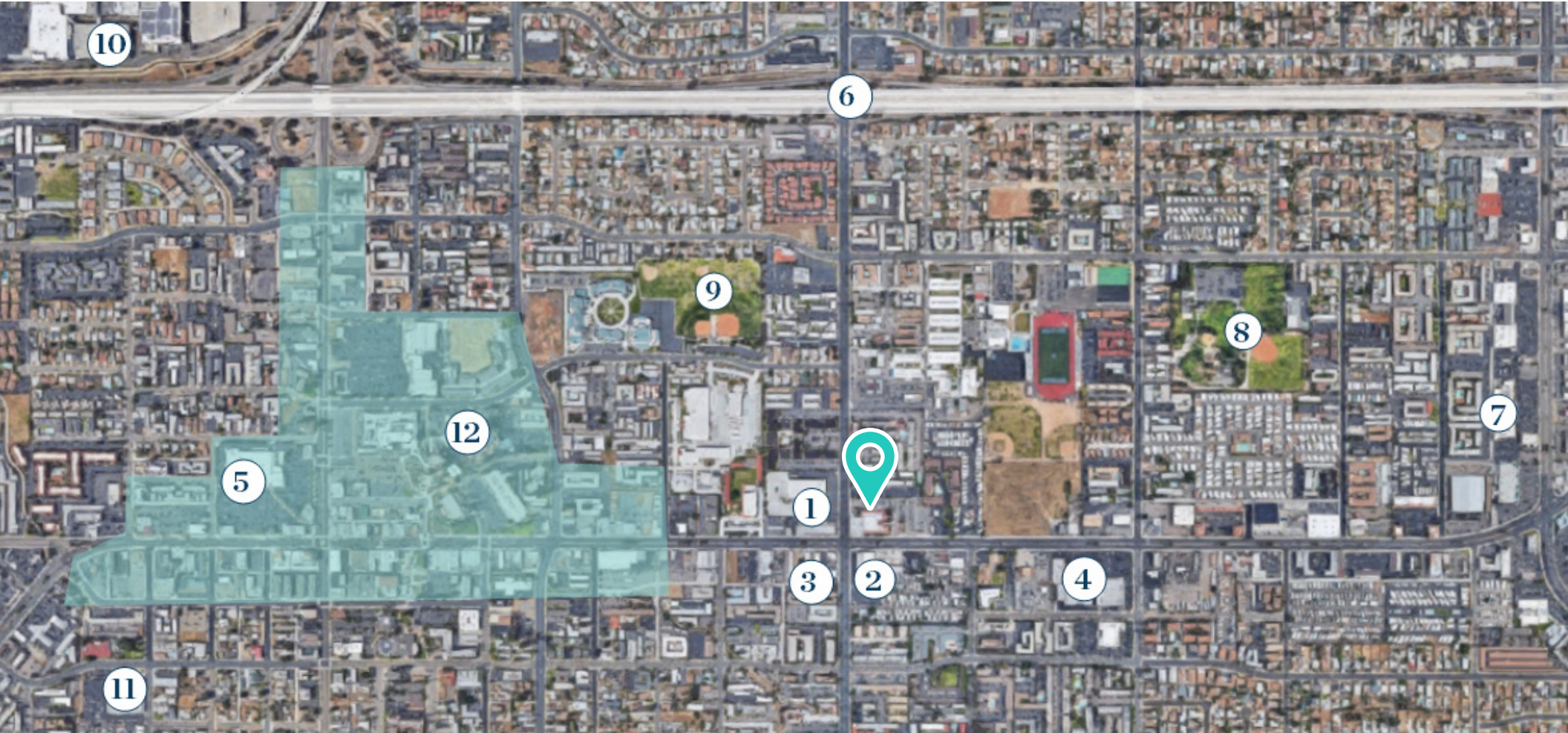
\$1,300,000

Zoning

C-G General Commercial



Location Details



1. Cash & Carry
2. Kragen Auto
3. New Retail Center
4. Big Lots, Foodland

5. Ross
6. I-8 On/Off Ramp
7. Wal-Mart
8. Wells Park

9. El Cajon City Park
10. Parkway Plaza
11. U.S.P.S.
12. El Cajon Management District

Demographics



Number of Businesses (1mi)

1,590



Average Household Income (1mi)

\$36,656



Median Home Value (1mi Radius)

\$340,000



Average Daily Traffic (E. Main St. @ Anza)

22,000

POPULATION	1 MILE	3 MILE	5 MILE
2019 Projection	42,168	147,751	323,053
2024 Projection	42,894	151,082	332,664
Growth 2019-2024	1.72%	2.25%	2.98%

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2019 Households	14,259	51,693	117,743
2024 Projection	14,523	52,851	121,231
2019-2024 Growth	1.85%	2.24%	2.96%

INCOME	1 MILE	3 MILE	5 MILE
Median Household Income	\$36,656	\$56,353	\$67,011
Average Household Income	\$50,236	\$76,539	\$84,799

CoStar 2019 Data

Lease Vs. Own Analysis

PREPARED BY



This document is for discussion purposes only and is not meant to be, nor shall it be construed as a commitment by Bank or of its affiliates to extend credit. It is intended to serve only as a basis for discussion of a potential transaction. It does not attempt to describe all the terms and conditions that would pertain to an SBA 504 loan or commercial property purchase. Instead, it is intended to outline certain basic points of a property purchase using an SBA 504 product and general estimated values and fees. Bank is not affiliated with The Broker firm Intersection.

LENDER AND BORROWER UNDERSTAND AND AGREE THAT THIS DOCUMENT IS BASED ON ESTIMATED VALUES. In addition, the specific elements of this discussion document may be revised or otherwise altered as the result of further discussions or information gathered during the due diligence process. Therefore, this document shall not be deemed a legally binding agreement between the parties for any purpose whatsoever. Borrower should seek advice from their Legal and Accounting professional for their own analyses.

OWN		
Purchase Assumptions		
Size (Square Feet)		9,322
Total Project Cost		\$1,300,000
Start-Up Costs:		
10% Down Payment		\$130,000
Loan Fee/Costs		\$22,066
Total Start-Up Costs		\$152,066
Monthly Costs		
	Per Sq. ft.	
Mortgage Payment (P&I)	\$0.74	\$6,935
Operating Expenses	\$0.25	\$2,331
Property Taxes	\$0.13	\$1,212
Total Monthly Costs		\$10,477
Monthly Ownership Benefits (Estimated)		
Tax Benefits		
Depreciation Benefit		\$778
Operating Expense Deduction		\$816
Property Tax Deduction		\$424
Interest Deduction (7 yr Avg.)		\$1,525
Other Benefits		
Rental Income		\$0
Avg. Appreciation	2.0%	\$2,167
Total Ownership Benefits		\$5,710
TOTAL EFFECTIVE MONTHLY COST:		\$4,768

LEASE		
Lease Assumptions		
Size (Square Feet)		9,322
Lease rate per sq ft/mth NNN		\$1.00
Monthly Lease		\$9,322
Start-Up Costs		
Prepaid Rent		\$9,322
Security Deposit		\$9,322
Total Start-Up Costs		\$18,644
Monthly Costs		
	Per Sq. ft.	
Lease Payment	\$1.00	\$9,322
Operating Expense	\$0.25	\$2,331
Property Taxes	\$0.13	\$1,212
Total Monthly Costs		\$12,864
Monthly Lease Benefits (Estimated)		
Tax Benefits		
Depreciation Benefit		n/a
Operating Expense Deduction		\$816
Lease Deduction		\$3,263
Interest Deduction		n/a
Other Benefits		
Rental Income		\$0
Avg. Appreciation		n/a
Total Lease Benefits		\$4,078
TOTAL EFFECTIVE MONTHLY COST:		\$8,786

Ownership Analysis Summary

Annual Effective Cost Difference	\$48,220
Average Annual Principal Pay down	\$30,918
Annual Wealth Creation	\$79,138
15 Year Wealth Creation	\$1,187,077

SBA 504 Loan

PREPARED BY



The financing options presented are for illustrative purposes only. The displayed rates are based on index and margin, and the index varies by loan program. This is not a guarantee of rate or a commitment to lend. Financing is subject to credit and collateral approval by California Bank & Trust. SBA loans require approval by the SBA. A due diligence fee may be required upon approval. Other restrictions apply. Rates, fees, terms, and conditions subject to change. Financing available to business and collateral located in CA.

USE OF PROCEEDS

Land & Building	\$1,300,000
Building Square Footage	9,322
Cost Per Square Foot	\$139.46
Building Improvements	\$0

Estimated Costs (paid up-front):

Appraisal & Environmental	\$5,500
Bank Fees +Doc fees	\$9,100
Third Party / Escrow & Title Co	\$3,500
Total Estimated Costs	\$18,100
Total Project Cost	\$1,318,100

ESTIMATED MONTHLY PAYMENTS

Bank First Trust Deed	\$3,769
SBA Second Trust Deed	\$3,166
Combined Monthly Payment	\$6,935

BANK LOAN AMOUNT AND TERMS

Bank Loan Amount	\$650,000
Interest Rate (10 Year Fixed)	4.850% ²
Months Amortized (25 Yr.)	300

²Bank's interest rate and fee are negotiable between the borrower and the Bank. The information contained herein is for discussion purposes only and is not

FINANCE STRUCTURE

Source of funds

Bank First Trust Deed Loan	50%	\$650,000
Net Debenture Proceeds	40%	\$520,000
Borrower	10%	\$130,000

Total Financed Project Cost	100%	\$1,300,000
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504 ESTIMATED FEES

Bank Interim Loan	\$520,000
CDC Processing Fee (1.5%)	\$7,800
SBA guaranty fee (0.5%)	\$2,600
Funding Fee (0.25%)	\$1,300
Legal Closing Fees	\$2,500
Underwriting Fee (0.40%)	\$2,148
Subtotal	\$536,348
Balance to Borrower	\$652
Gross Debenture	\$537,000

Debenture rounded up to nearest \$1,000

Summary Debenture loan fees paid	\$16,348
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504 TERMS & ESTIMATED PAYMENTS

Term (Years)	25
Note Rate (Fixed)	3.4600% ³
Statutory Fees	1.093%
Effective rate	4.74%

Payment includes statutory fees as described below.

Years	Total Payment
1-5	\$3,166
6-10	\$3,099
11-15	\$3,019
16-20	\$2,924
20-25	\$2,811

Explanation of Statutory Fees

To insure the 504 program is self funded, statutory fees are paid monthly to CDC, SBA, and a Central Servicing Agent. Fees are adjusted every five years based on the balance of the note at the five year anniversary date. The approximate calculation for monthly fees is the anniversary balance multiplied by the statutory fees and divided by 12.

Note Rate

³The 504 Note Rate does not represent the borrower's actual interest rate, but is merely an example based on current interest rates, which are subject to change. The information contained herein is for discussion purposes only and is not binding.

Get in Touch.



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Disclosure

The information set forth herein has been received by us from sources we believe to be reliable, but we have made no independent investigation of the accuracy or completeness of the information and make no representation with respect thereto. The above is submitted to errors, prior sale or lease, change in status or withdrawal without notice.

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