

# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

MULTIFAMILY PROPERTY FOR SALE



**BILL ANDERSON, MBA**

Principal | CalDRE #01441142  
858.245.4887 | wanderson@acrecommercial.com

**ANTHONY SCALZO**

Senior Associate | CalDRE #02305806  
206.930.9539 | ascalzo@acrecommercial.com



# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## TABLE OF CONTENTS

### CONFIDENTIALITY & DISCLAIMER

All materials and information received or derived from ACRE Investment Real Estate Services 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 ACRE Investment Real Estate Services its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the 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. ACRE Investment Real Estate Services 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. ACRE Investment Real Estate Services makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. ACRE Investment Real Estate Services 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 ACRE Investment Real Estate Services in compliance with all applicable fair housing and equal opportunity laws.

### TABLE OF CONTENTS

INVESTMENT SUMMARY	3
LOCATION INFORMATION	11
FINANCIAL ANALYSIS	16
DEMOGRAPHICS	20

# INVESTMENT SUMMARY

## SECTION 1

# WOODWARD HOMES

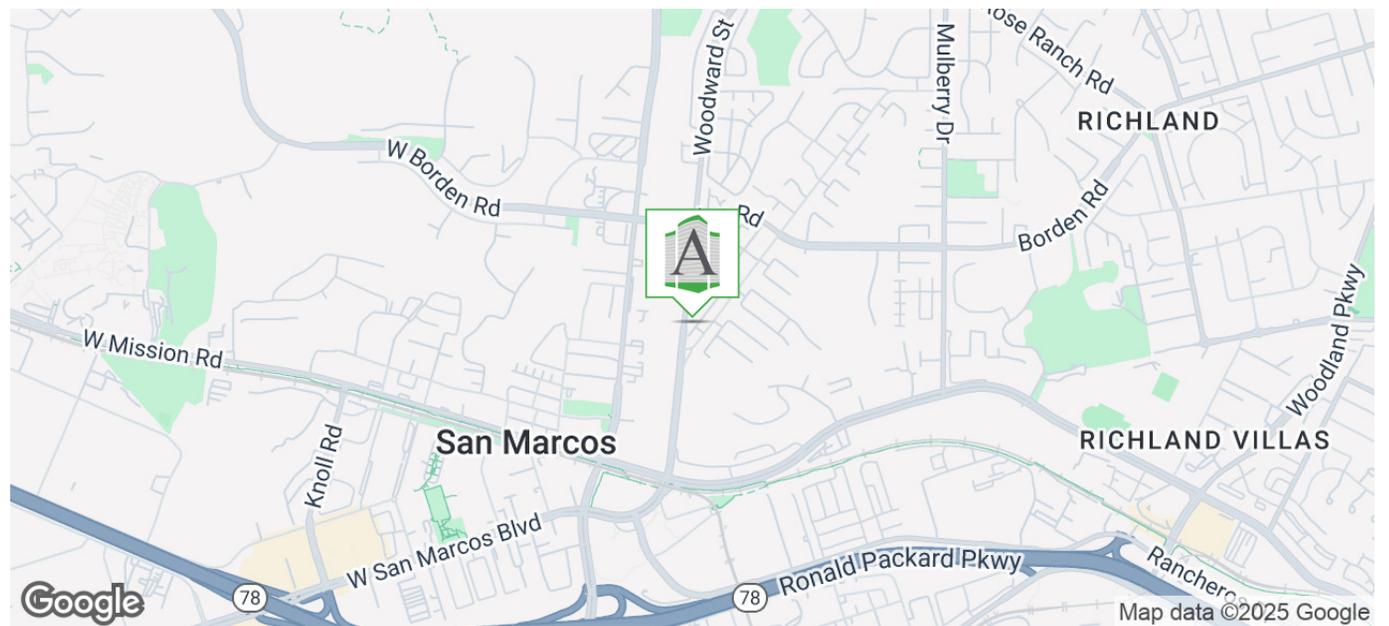
545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## EXECUTIVE SUMMARY



### OFFERING SUMMARY

Sale Price:	\$2,100,000
Number Of Units:	4
Price / Unit:	\$525,000
Price / SF:	\$396.23
Cap Rate   Market:	4.2%   5.77%
Building Size:	5,300
Lot Size:	0.43 Acres
Year Built:	1982
Market:	San Marcos





### INVESTMENT OVERVIEW

The offering at 545–547 and 549–551 Woodward Street in San Marcos presents a rare and highly strategic acquisition — two contiguous parcels, each improved with a duplex, offered together. As a combined opportunity, this allows an investor to secure residential-style financing and unlock value from multiple angles.

Located less than .4 miles from downtown San Marcos and the campus of California State University San Marcos, the property offers immediate access to the area’s strongest rental drivers: student demand, workforce housing growth, and retail/amenity expansion. Complementing this location is the adjacency to the well-established single-family community of Vineyard (San Marcos) (constructed in the mid-2000s), reinforcing the neighborhood’s trajectory of infill redevelopment, new home construction, and rising residential comparables.

- Two parcels, containing two duplexes on oversized lots: one parcel approx. 8,866 sq ft and the other 9,985 sq ft, for a combined lot area of over 18,800 sq ft — providing ample space not only for landscaping and outdoor amenities but also for future expansion or accessory dwelling unit (ADU) opportunities.
- Unit mix: two 2 bed/2 bath units and two 2 bed/1.5 bath units, all currently on month-to-month leases — offering flexibility and immediate upside through unit-by-unit repositioning.
- Constructed in the early 1980s and largely in original condition, meaning the investor has the opportunity to execute a true value-add strategy: interior renovations, modern finishes, exterior upgrades, and amenity enhancements — all designed to push rents toward current market-level comparables.
- An investor is eligible for residential financing, and with the oversized lots, there’s the potential to add ADUs

Because the assets are adjacent to the Vineyard community, the properties benefit not only from their own scale and lot depth, but also from the positive halo effect of +\$900K+ single-family homes nearby, reinforcing future value appreciation and repositioning potential.

Given the location, lot size, unit mix, financing flexibility, and repositioning potential, this offering is well-suited for an investor seeking both near-term yield uplift and long-term appreciation in a stable, growth-oriented North County rental market.

### VALUE ADD OPPORTUNITY

Woodward Homes offers potential buyers a rare opportunity to acquire a “value-add” apartment community in the thriving area of San Marcos, CA. As a top rental submarket of San Diego County, Woodward Homes is centrally located near downtown San Marcos, CA State University San Marcos, shopping, restaurants, and entertainment. A new owner could benefit from these advantageous market fundamentals by upgrading the interior and exterior to a more contemporary standard, as well as adding additional amenities to make “best-in-class” within its direct market competitors. **\*\*Photos shown on this page are examples of the suggested improvements. They are not actual photos of the subject property.\*\***

### SUGGESTED "VALUE-ADD" IMPROVEMENTS TO THE EXTERIOR:

- Rebrand the property with new exterior paint and modern color accents
- Upgrade common area with new arbor and barbecue area or dog run area
- Upgrade the exterior with drought resistant landscaping

### SUGGESTED "VALUE-ADD" IMPROVEMENTS TO THE INTERIOR:

- New espresso color or white paneled modern cabinets
- New interior two-tone paint color schemes
- New Caesarstone countertops
- Create space to add stackable, in-unit washer / dryer
- Stainless-steel appliance package that includes built-in microwave
- New modern light fixtures in kitchen and bathroom
- Espresso large vinyl plank flooring in the entry, living, dining through to bedroom areas



# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## CONCEPTUAL RENDERING - BEFORE & AFTER



Santa Fe Hills

Twin Oaks

The Vineyard

Subject Properties



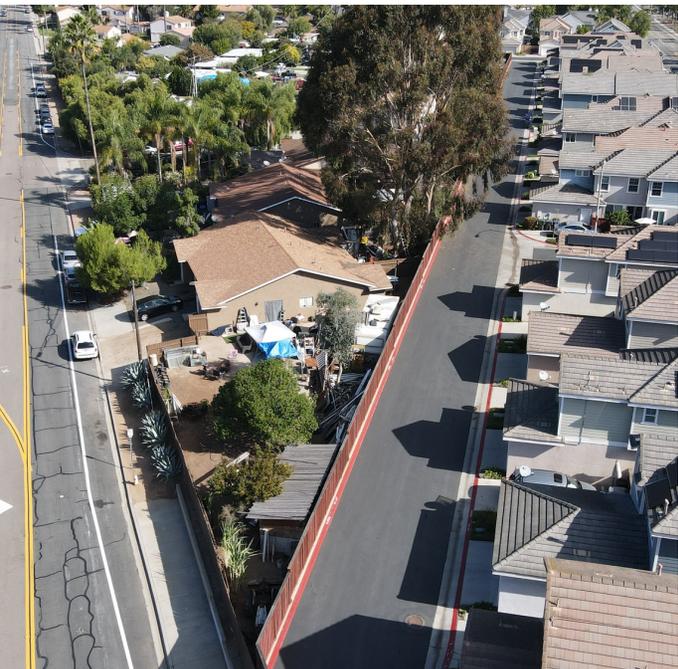
# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## ADDITIONAL PHOTOS



Subject Properties



# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## ADDITIONAL PHOTOS





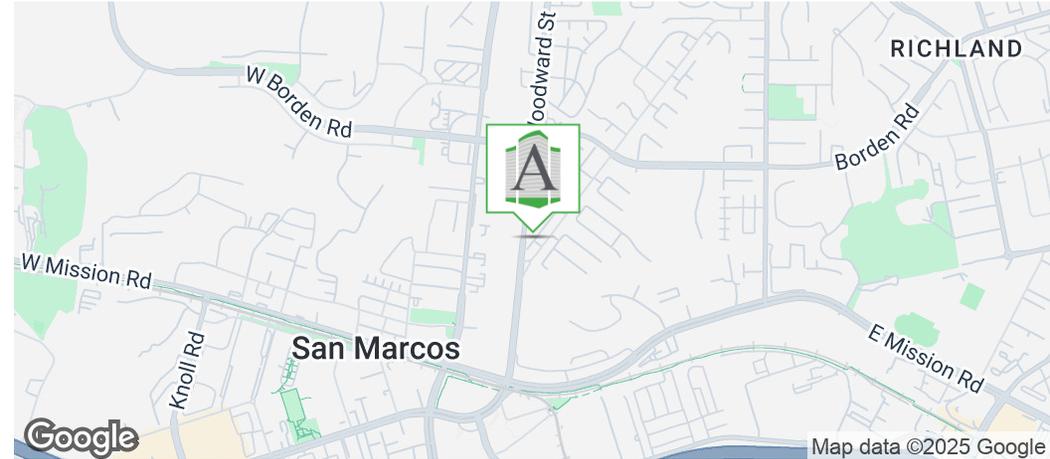
# LOCATION INFORMATION

## SECTION 2

# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## LOCATION OVERVIEW



### LOCATION OVERVIEW

Nestled in the heart of San Marcos, the Woodward Street duplexes are ideally positioned less than one mile from both Downtown San Marcos and California State University San Marcos, placing residents within immediate reach of the city's most dynamic employment, education, and lifestyle hubs.

Residents enjoy proximity to Palomar College, Kaiser Permanente San Marcos, Palomar Medical Center, and a growing network of local employers along the State Route 78 corridor. The location also provides easy access to major transportation routes, connecting to coastal cities, Carlsbad's business parks, and the broader North County region.

Combining small-town livability with urban convenience, San Marcos has evolved into one of North County's most sought-after rental markets—supported by strong demographics, expanding infrastructure, and consistent housing demand from students, professionals, and families alike.

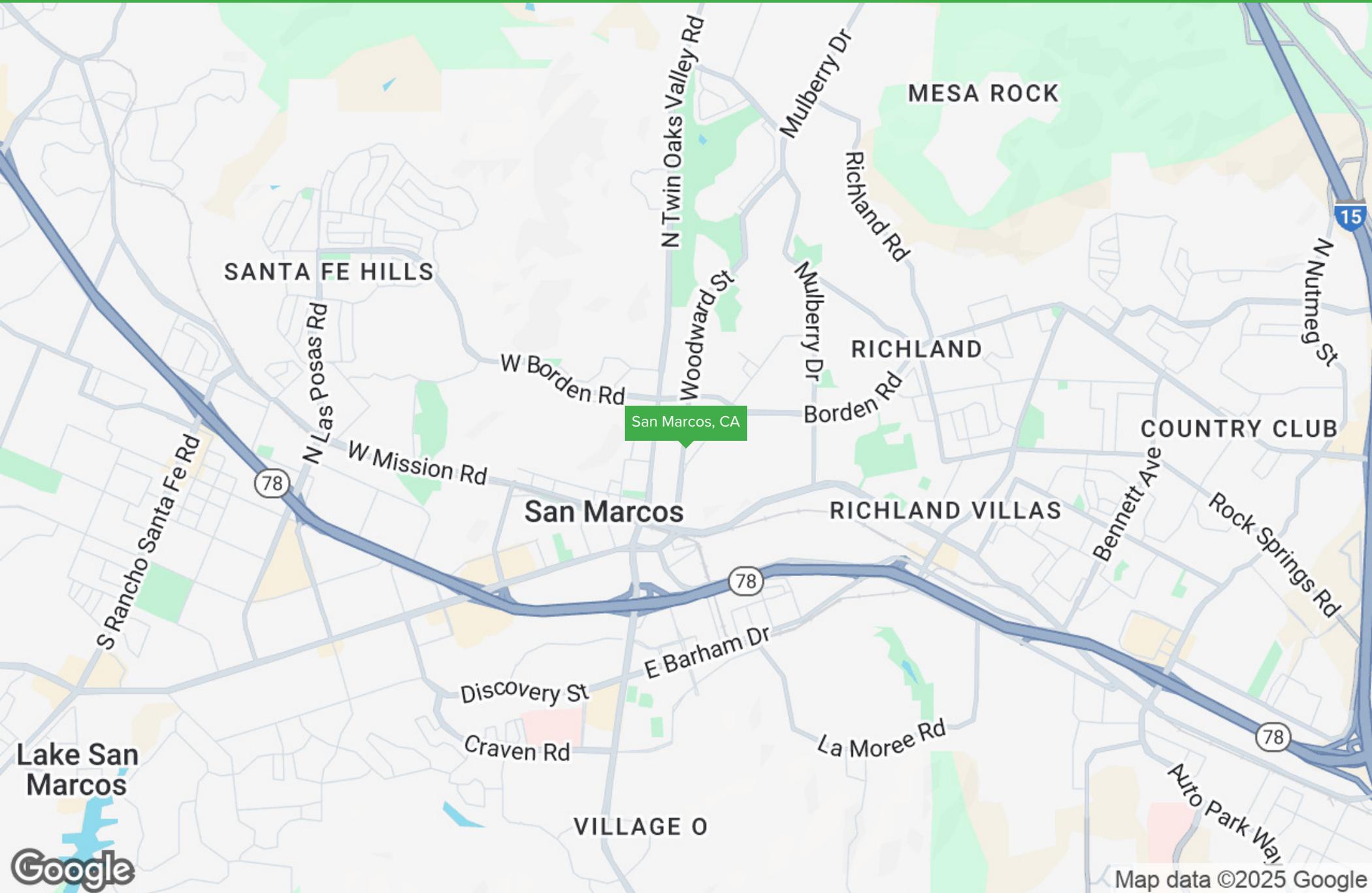
### DEMOGRAPHICS

	0.3 MILES	0.5 MILES	1 MILE
Total Households	696	1,587	5,646
Total Population	2,361	5,364	19,138
Average HH Income	\$125,173	\$120,247	\$113,051

# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## REGIONAL MAP

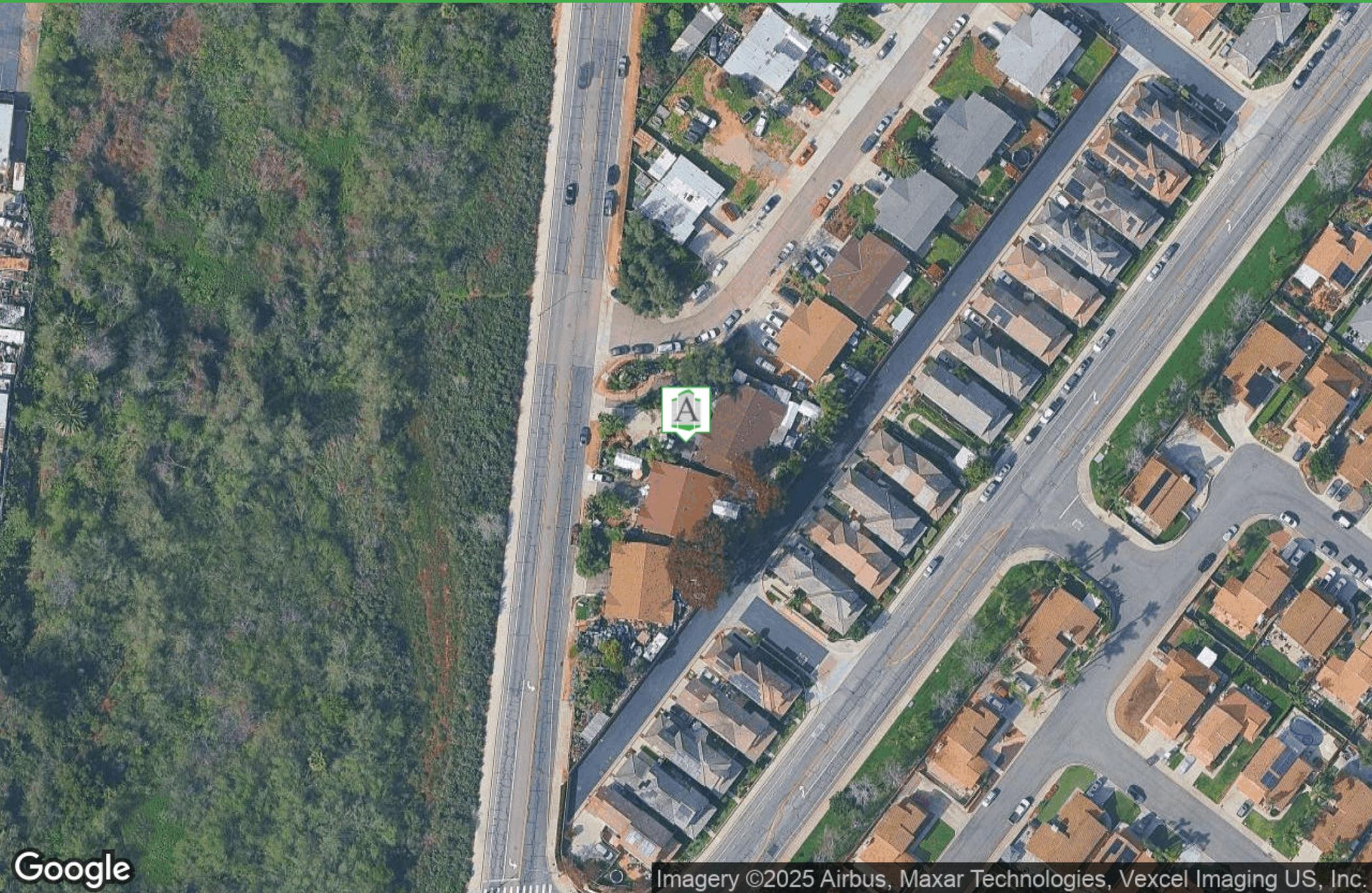


Map data ©2025 Google

# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## LOCATION MAP

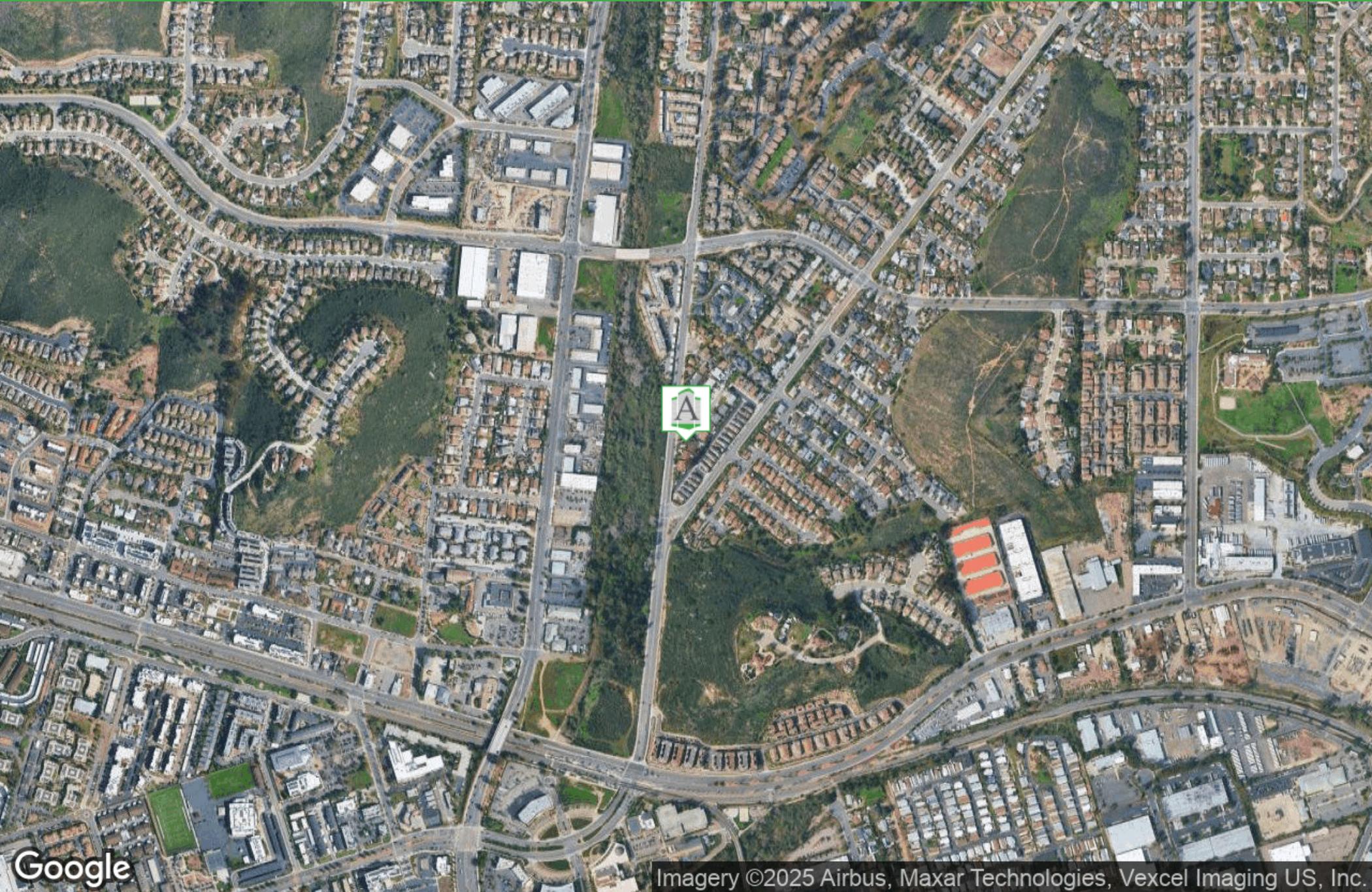


Imagery ©2025 Airbus, Maxar Technologies, Vexcel Imaging US, Inc.

# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

AERIAL MAP



Google

Imagery ©2025 Airbus, Maxar Technologies, Vexcel Imaging US, Inc.



# FINANCIAL ANALYSIS

## SECTION 3

# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## FINANCIAL SUMMARY

INVESTMENT OVERVIEW	CURRENT	MARKET
Price	\$2,100,000	\$2,100,000
Price per Unit	\$525,000	\$525,000
GRM	16.9	13.36
CAP Rate	4.2%	5.77%
Cash-on-Cash Return (yr 1)	4.2 %	5.77 %
Total Return (yr 1)	\$88,182	\$121,134

OPERATING DATA	CURRENT	MARKET
Gross Scheduled Income	\$124,248	\$157,200
Other Income	-	-
Total Scheduled Income	\$124,248	\$157,200
Gross Income	\$124,248	\$157,200
Operating Expenses	\$36,066	\$36,066
Net Operating Income	\$88,182	\$121,134
Pre-Tax Cash Flow	\$88,182	\$121,134

FINANCING DATA	CURRENT	MARKET
Down Payment	\$2,100,000	\$2,100,000

# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## INCOME & EXPENSES

INCOME SUMMARY	CURRENT	PER SF	MARKET	PER SF
Gross Income	\$124,248	\$23.44	\$157,200	\$29.66
EXPENSE SUMMARY	CURRENT	PER SF	MARKET	PER SF
Property Taxes (1.14247%)	\$24,029	\$4.53	\$24,029	\$4.53
Insurance	\$2,834	\$0.53	\$2,834	\$0.53
Repairs & Maintenance	\$1,200	\$0.23	\$1,200	\$0.23
Water & Sewer	\$6,300	\$1.19	\$6,300	\$1.19
Trash	\$1,703	\$0.32	\$1,703	\$0.32
Gross Expenses	\$36,066	\$6.80	\$36,066	\$6.80
Net Operating Income	\$88,182	\$16.64	\$121,134	\$22.86

# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## RENT ROLL

UNIT	BEDROOMS	BATHROOMS	SIZE SF	RENT	RENT / SF	MARKET RENT	MARKET RENT / SF
545	2	2	1,325 SF	\$2,590	\$1.95	\$3,325	\$2.51
545	2	2	1,325 SF	\$2,589	\$1.95	\$3,325	\$2.51
549	2	1.5	1,325 SF	\$2,588	\$1.95	\$3,225	\$2.43
549	2	1.5	1,325 SF	\$2,587	\$1.95	\$3,225	\$2.43
<b>TOTALS</b>			<b>5,300 SF</b>	<b>\$10,354</b>	<b>\$7.80</b>	<b>\$13,100</b>	<b>\$9.88</b>
<b>AVERAGES</b>			<b>1,325 SF</b>	<b>\$2,589</b>	<b>\$1.95</b>	<b>\$3,275</b>	<b>\$2.47</b>



# DEMOGRAPHICS

## SECTION 4

# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

## DEMOGRAPHICS REPORT

	0.3 MILES	0.5 MILES	1 MILE
Total population	2,361	5,364	19,138
Median age	36	35	34
Median age (male)	35	34	33
Median age (female)	37	36	34
Total households	696	1,587	5,646
Total persons per HH	3.4	3.4	3.4
Average HH income	\$125,173	\$120,247	\$113,051
Average house value	\$778,756	\$775,607	\$724,357
Total Population - White	891	1,991	6,948
% White	37.7%	37.1%	36.3%
Total Population - Black	51	125	535
% Black	2.2%	2.3%	2.8%
Total Population - Asian	206	475	1,726
% Asian	8.7%	8.9%	9.0%
Total Population - Hawaiian	8	21	77
% Hawaiian	0.3%	0.4%	0.4%
Total Population - American Indian	46	106	334
% American Indian	1.9%	2.0%	1.7%
Total Population - Other	715	1,667	6,066
% Other	30.3%	31.1%	31.7%
Total Population - Hispanic	1,298	3,005	10,871
% Hispanic	55.0%	56.0%	56.8%

\* Demographic data derived from 2020 ACS - US Census

# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

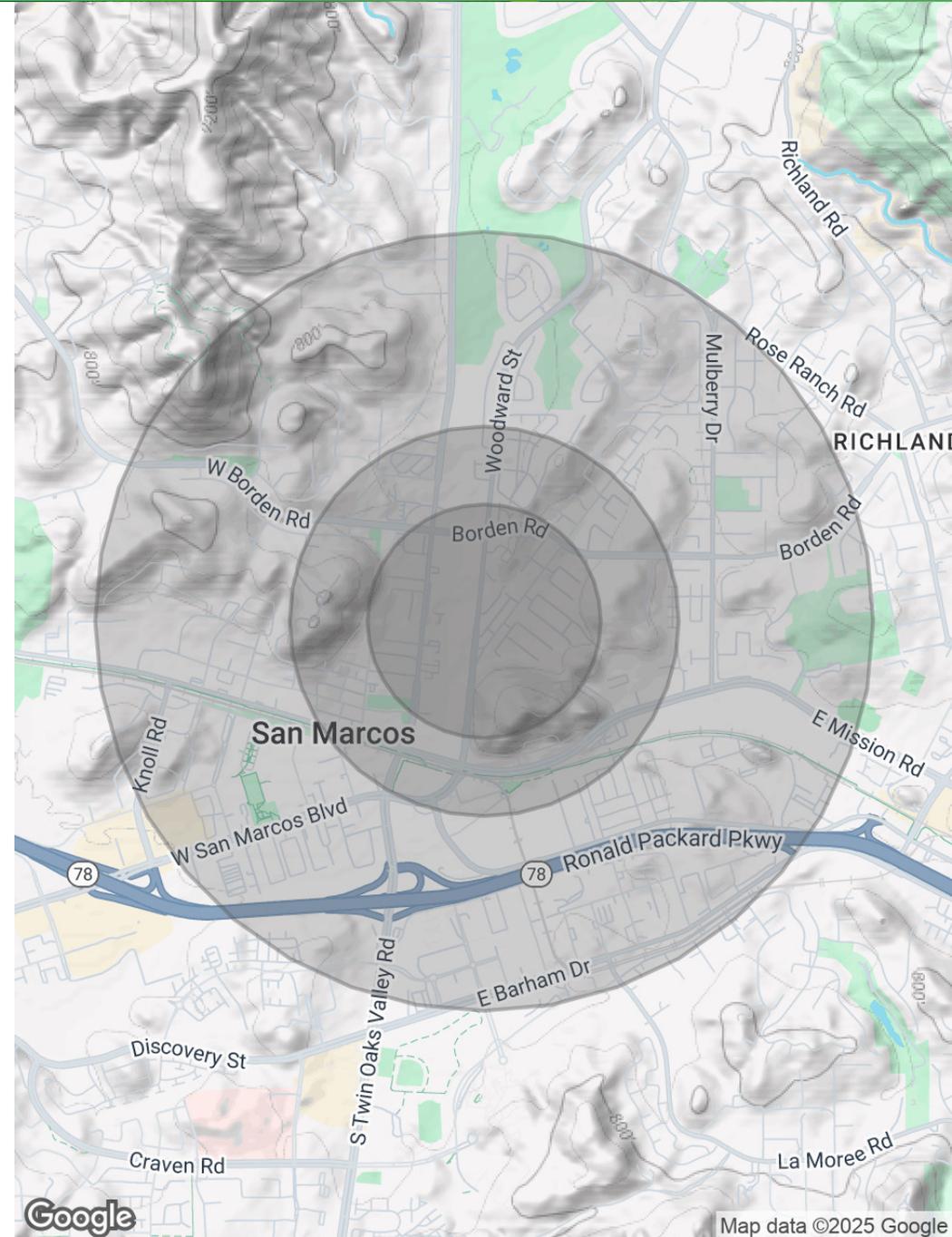
## DEMOGRAPHICS MAP & REPORT

POPULATION	0.3 MILES	0.5 MILES	1 MILE
TOTAL POPULATION	2,361	5,364	19,138
AVERAGE AGE	36	35	34
AVERAGE AGE (MALE)	35	34	33
AVERAGE AGE (FEMALE)	37	36	34

HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
TOTAL HOUSEHOLDS	696	1,587	5,646
# OF PERSONS PER HH	3.4	3.4	3.4
AVERAGE HH INCOME	\$125,173	\$120,247	\$113,051
AVERAGE HOUSE VALUE	\$778,756	\$775,607	\$724,357

Demographics data derived from AlphaMap



Map data ©2025 Google

# WOODWARD HOMES

545 - 547 & 549 - 551 Woodward Street, San Marcos, CA 92069

MULTIFAMILY PROPERTY FOR SALE

## **BILL ANDERSON, MBA**

Principal  
CalDRE #01441142  
858.245.4887  
wanderson@acrecommercial.com

## **ANTHONY SCALZO**

Senior Associate  
CalDRE #02305806  
206.930.9539  
ascalzo@acrecommercial.com

