OFFERING MEMORANDUM

Canyon Crest MHC

2100 S Escondido Blvd, Escondido, CA 92025

Marcus & Millichap

NON-ENDORSEMENT & DISCLAIMER NOTICE

CONFIDENTIALITY & DISCLAIMER

NON-ENDORSEMENT NOTICE

RENT DISCLAIMER

Activity ID #ZAG0090334

Marcus & Millichap

OFFICES THROUGHOUT THE U.S. AND CANADA
marcusmillichap.com

EXCLUSIVELY LISTED BY

Tony Solomon

Broker of Record
License # 01238010
23975 Park Sorrento
Suite 400
Calabasas, CA 91302

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Marcus & Millichap

OFFERING SUMMARY

Listing Price	In-Place/Proforma Cap Rate	# of Sites
$16,000,000	**4.79% / 8.5%**	**88 MH Sites**

FINANCIAL

Listing Price	$16,000,000
Current Budget Gross Income	$1,316,955
Current Budget Expenses	$550,036
Current Budget Net Operating Income	$766,919
RV Occupied Sites to POH Conversion Proforma Gross Income:	$1,963,154
RV Occupied Sites to POH Conversion Proforma Expenses:	$603,053
RV Occupied Sites to POH Conversion Proforma NOI:	$1,360,101
Average Site Rent	$775
Average POH Rent (Home Rent Only - 58 POH's)	$520
Average POH Rent (Combined Site & Home Rent - 58 POH's)	$1717

OPERATIONAL

Total Sites	88 HCD Permitted MKH Sites
Park-Owned Homes	58
Sites/Acre	4.67
Lot Size	18.84 Acres (820,670 SF)
Occupancy	98%
Year Built	1971

PROPERTY DETAILS // Canyon Crest MHC

PROPERTY SUMMARY

Type of Park	All-Age
Rental Agreement	Month-to-Month
Rent Control	Yes
Assessors Parcel Number	236-391-08-00; 236-391-01-00
Zoning	RT-Mobile Home Park & RE-20 Residential Estates

SITE DESCRIPTION

Total Sites	88 HCD Permitted MH Sites
Park-Owned Homes	58
Vacant Homes	0
RV's/Tenant-Owned Homes	29 RV's Occupying MH Sites / 1 Tenant-Owned MH
Vacant Sites	2
Approximate Year Built	1971
Lot Size	18.84 Acres
Type of Ownership	Fee Simples
Sites/Acre	4.67

UTILITIES & AMENITIES	PAID BY	METER	OTHER
City Water	Tenant	Sub-Metered	-
Electric	Tenant	Sub-Metered	-
Gas	Tenant	Sub-Metered	-
City Sewer	Tenant	Flat-Rate Pass Through	-
Trash	Tenant	Flat-Rate Pass Through	-

AMENITIES, BUILDINGS, & LINKS

Pool	Clubhouse
Laundry Facilites	Paved Roads
Rent Control Ordinance	Escondido Rent Control Documents

PROPERTY HIGHLIGHTS

- 88 HCD Permitted MH Sites
- High-Quality All-Age Community in San Diego, CA
- Situated on 18.84 Total Acres (4.67 Sites/Acre)
- Currently & Historically Near 100% Occupancy
- City Water & City Sewer
- Sub-Metered Gas & Electric
- 58 POH's Included in Sale
- All Sites Can Accommodate & Are Permitted for Manufactured Homes
- Immediate Upside for Incoming Buyer to Infill 29 RV Occupied Sites w/ Manufactured Homes Creating Additional ~$635,100 Income Annually
- Underlying Residential Zoning | Potential for Multi-Family/SFR Re-Development
- Amenities Include a Pool, Clubhouse/Office, & Laundry Facilities
- Well-Maintained, Landscaped, & Managed
- Rare Opportunity in High-Demand/Low-Velocity San Diego Market
- Central to All San Diego & Southern California Major Tourist Destinations
- The Average Home Price in Escondido is ~$900,000 as of 2025

RENT ROLL // Canyon Crest MHC

Site #	Site Type	Site Rent	Home Rent
1	POH	$ 775	$ 414
2	RV	$ 775	$ -
3	POH	$ 775	$ 825
4	POH	$ 775	$ 540
5	POH	$ 775	$ 388
6	POH	$ 775	$ 425
7	V-RV SITE	$ 775	$ -
8	POH	$ 775	$ 790
9	RV	$ 775	$ -
10	POH	$ 775	$ 338
11	POH	$ 775	$ 388
12	POH	$ 775	$ 625
13	POH	$ 775	$ 590
14	POH	$ 775	$ 605
15	RV	$ 775	$ -
16	RV	$ 775	$ -
17	RV	$ 775	$ -
18	POH	$ 775	$ 605
19	POH	$ 775	$ 605
20	RV	$ 775	$ -
21	POH	$ 775	$ 525
22	POH	$ 775	$ 414
23	POH	$ 775	$ 805
24	POH	$ 775	$ 705
25	POH	$ 775	$ 575
26	POH	$ 775	$ 515
27	POH	$ 775	$ 550
28	POH	$ 775	$ 825
29	POH	$ 775	$ 414
30	POH	$ 775	$ 515
31	POH	$ 775	$ 414
32	POH	$ 775	$ 388
33	RV	$ 750	$ -
34	POH	$ 775	$ 152
35	POH	$ 775	$ 530
36	POH	$ 775	$ 96
37	V-SITE	$ 775	$ -
38	POH	$ 775	$ 414
39	POH	$ 775	$ 198
40	POH	$ 775	$ 655
41	POH	$ 775	$ 282
42	POH	$ 775	$ 725
43	POH	$ 775	$ 510
44	TOH	$ 257	$ -
45	POH	$ 775	$ 455

Site #	Site Type	Site Rent	Home Rent
46	RV	$ 775	$ -
47	RV	$ 775	$ -
48	POH	$ 775	$ 475
49	POH	$ 775	$ 490
50	POH	$ 775	$ 414
51	POH	$ 775	$ 182
52	RV	$ 775	$ -
53	POH	$ 775	$ 525
54	POH	$ 775	$ 752
55	POH	$ 775	$ 505
56	RV	$ 775	$ -
57	RV	$ 750	$ -
58	RV	$ 775	$ -
59	RV	$ 750	$ -
60	RV	$ 775	$ -
61	TOH	$ 600	$ -
62	POH	$ 775	$ 530
63	RV	$ 750	$ -
64	RV	$ 775	$ -
65	RV	$ 775	$ -
66	RV	$ 775	$ -
67	POH	$ 775	$ 755
68	RV	$ 775	$ -
69	POH	$ 775	$ 825
70	RV	$ 750	$ -
71	POH	$ 775	$ 525
72	RV	$ 775	$ -
73	POH	$ 775	$ 825
74	RV	$ 750	$ -
75	POH	$ 775	$ 605
76	RV	$ 775	$ -
77	POH	$ 775	$ 544
78	POH	$ 775	$ 414
79	RV	$ 775	$ -
80	POH	$ 775	$ 403
81	POH	$ 775	$ 605
82	POH	$ 775	$ 675
83	POH	$ 775	$ 270
84	RV	$ 775	$ -
85	POH	$ 775	$ 605
86	POH	$ 775	$ 225
87	POH	$ 775	$ 605
88	POH	$ 775	$ 590

Gross Potential Monthly Gross Rents				
Sites	Site Rent	Home Rent	RV Rent	Total Rent
88	$46,582	$30,144	$20,775	$97,501
Less Vacancy				
Sites	Site Rent	Home Rent	RV Rent	Total Rent
88	-$775	$0	-$775	-$1,550
Current Monthly Rents				
Sites	Site Rent	Home Rent	RV Rent	Total Rent
88	$45,807	$30,144	$20,000	$95,951
Annual Rents @ Current Occupancy				
Sites	Site Rent	Home Rent	RV Rent	Total Rent
88	$549,684	$361,728	$240,000	$1,151,412
Gross Potential Annual Rents				
Sites	Site Rent	Home Rent	RV Rent	Total Rent
88	$558,984	$361,728	$249,300	$1,170,012

Site Type	Site Count
POH	58
RV/TOH	30
Total	88

Vacant

- Site 44 has a home being moved in soon, in interim they are paying storage rent.
- All sites permitted and can fit MH

Income	2023 Actuals	2024 Actuals	T-12 Apr 2024 - Mar 2025	Current Budget	%	Notes
Residential Rent	$ 897,362	$ 965,542	$ 1,002,569	$ -	0.00%	
Site Rent	$ -	$ -	$ -	$ 558,984	42.45%	
Home Rent	$ -	$ -	$ -	$ 361,728	27.47%	
RV Rent	$ -	$ -	$ -	$ 249,300	18.93%	
Rent & CAM Abatement	$ (8,400)	$ (8,760)	$ (8,760)	$ (8,760)	-0.67%	
Prepaid Income	$ 3,281	$ (1,607)	$ 626	$ 630	0.05%	
Laundry Income	$ -	$ 1,330	$ 1,330	$ 1,330	0.10%	
Utility Income - Gas	$ 35,056	$ 19,721	$ 19,383	$ 19,380	1.47%	
Utility Income - Trash	$ 21,886	$ 27,765	$ 28,666	$ 28,670	2.18%	$31.55 Per Site
Utility Income - Water	$ 13,243	$ 13,645	$ 14,492	$ 14,500	1.10%	
Utility Income - Sewer	$ 27,480	$ 27,741	$ 27,021	$ 27,020	2.05%	
Utility Income - Electricity	$ 113,597	$ 103,295	$ 105,989	$ 105,990	8.05%	
Other Income	$ 40,000	$ -	$ -	$ -	0.00%	
Turnover Recovery	$ 183	$ 215	$ 216	$ 220	0.02%	
Recovery of Expense	$ 875	$ 850	$ 1,025	$ 1,030	0.00%	
NSF Fee Reimbursements	$ 175	$ 25	$ 75	$ 80	0.01%	
Site Physical Vacancy	$ (1,400)	$ -	$ -	$ (9,300)	-0.71%	2023 Rent Credit
Home Physical Vacancy	$ -	$ -	$ -	$ -	0.00%	
RV Physical Vacancy	$ -	$ -	$ -	$ (9,300)	-0.71%	
Economic Vacancy	$ -	$ -	$ -	$ (24,547)	-1.86%	@ 2%
Total Income	**$ 1,143,338**	**$ 1,149,762**	**$ 1,192,632**	**$ 1,316,955**	**100.00%**	

FINANCIAL ANALYSIS - EXPENSES // Canyon Crest MHC

Expenses	2023 Actuals	2024 Actuals	T-12 Apr 2024 - Mar 2025	Current Budget	%	Notes
Management/Payroll						
Property Manager Salary	$ 22,157	$ 21,727	$ 20,973	$ 20,970	1.59%	
Maintenance	$ 2,607	$ -	$ -	$ -	0.00%	
Insurance - Worker's Compensation	$ 1,241	$ 1,058	$ 962	$ 960	0.07%	
Payroll Tax Expense	$ 2,173	$ 2,300	$ 2,214	$ 2,210	0.17%	
Rent Credit - Onsite	$ 800	$ 17,924	$ 20,924	$ 20,920	1.59%	
Utility Credit - Onsite	$ 428	$ 553	$ 647	$ 650	0.05%	
Auto Allowance/Mileage	$ 65	$ -	$ -	$ -	0.00%	
Property Management Fees	$ 45,349	$ 46,202	$ 47,368	$ 46,093	3.50%	@ 3.5%
Total Payroll/MGT	**$ 74,820**	**$ 89,764**	**$ 93,088**	**$ 91,803**	**6.97%**	
Utilities						
Electric	$ 207,923	$ 177,896	$ 167,596	$ 167,600	12.73%	
Electric Discounts	$ (89,554)	$ (66,370)	$ (62,044)	$ (62,040)	-4.71%	
Gas	$ 24,054	$ 17,658	$ 20,368	$ 20,370	1.55%	
Gas Discounts	$ (12,093)	$ (15,315)	$ (17,166)	$ (17,170)	-1.30%	
Water	$ 23,239	$ 28,257	$ 37,480	$ 37,480	2.85%	
Sewer	$ 36,093	$ 26,615	$ 28,527	$ 28,530	2.17%	
Trash Removal Contract	$ 19,974	$ 36,353	$ 36,792	$ 36,790	2.79%	
Total Utilities	**$ 209,636**	**$ 205,094**	**$ 211,553**	**$ 211,560**	**16.06%**	
Repairs & Maintenance / Supplies						
Janitorial Contract	$ 8,680	$ 4,960	$ 2,580	$ 2,580	0.20%	
Dump Fees	$ 6,295	$ 3,395	$ 2,635	$ 2,640	0.20%	
Landscape Contract	$ 3,950	$ 4,375	$ 4,375	$ 4,380	0.33%	
Landscap R&M	$ 7,000	$ 7,300	$ 7,300	$ 7,300	0.55%	
Parking Lot R&M	$ 185,416	$ -	$ -	$ -	0.00%	
Tree Trimming	$ 9,015	$ 775	$ 775	$ 780	0.06%	
HVAC Maintenance	$ -	$ 95	$ 95	$ 100	0.01%	
Fire Protection/Life Safety	$ 250	$ 410	$ 410	$ 410	0.03%	
Device Registration Fees	$ 975	$ 1,809	$ 1,809	$ 1,810	0.14%	
Doors Locks & Keys R&M	$ -	$ 490	$ 320	$ 320	0.02%	
Electrical R&M	$ 8,647	$ 1,800	$ 1,314	$ 1,310	0.10%	
Replacements & Major Repairs	$ 4,450	$ -	$ -	$ -	0.00%	
Roof R&M	$ 6,550	$ -	$ -	$ -	0.00%	
Maintenance Other	$ 1,440	$ 9,407	$ 5,079	$ 5,080	0.39%	
Maintenance Supplies	$ 7,605	$ 1,748	$ 1,871	$ 1,870	0.14%	
Other Exterior R&M	$ 2,000	$ -	$ -	$ -	0.00%	
Other Interior R&M	$ -	$ -	$ 292	$ 290	0.02%	
Painting R&M/Supplies	$ 640	$ -	$ -	$ -	0.00%	
Pest Control Contract	$ 2,113	$ 2,718	$ 3,405	$ 3,410	0.26%	
Plumbing R&M	$ 13,895	$ 17,028	$ 12,116	$ 12,120	0.92%	
Pool - Contract (Monthly)	$ 6,100	$ 3,265	$ 2,815	$ 2,820	0.21%	
Pool Maintenance & Supplies	$ 261	$ 1,078	$ 928	$ 930	0.07%	
Pool Repairs	$ 225	$ -	$ -	$ -	0.00%	
Repair & Maintenance	$ 4,320	$ 5,489	$ 5,585	$ 5,590	0.42%	
Major Expense - Electrical	$ 5,570	$ -	$ -	$ -	0.00%	
Major Expense - Other Repairs	$ 4,881	$ -	$ -	$ -	0.00%	
Major Expense - Roof R&M	$ 59,200	$ -	$ -	$ -	0.00%	
Appliance Repairs & Replacements	$ -	$ 160	$ 249	$ 250	0.02%	
Equipment Repairs & Replacements	$ -	$ -	$ 2,832	$ 2,830	0.21%	
Total Maintenance	**$ 349,478**	**$ 66,302**	**$ 56,785**	**$ 56,820**	**4.31%**	**~$645.65 per site annually (includes home and site)**
G&A						
Billing Service Fee	$ 2,055	$ 2,064	$ 2,083	$ 2,080	0.16%	
Credit Check Fees	$ 761	$ 848	$ 870	$ 870	0.07%	
Postage & Courier Expense	$ 88	$ 15	$ 15	$ 20	0.00%	
Bank Fees	$ 20	$ 75	$ 55	$ 60	0.00%	
Legal & Professional Fees	$ 5,083	$ 19,073	$ 20,495	$ 5,000	0.38%	
Office Expense	$ 146	$ 646	$ 364	$ 360	0.03%	
Telephone/Internet/Fax	$ 2,490	$ 2,455	$ 2,562	$ 2,560	0.19%	

Fees, License & Permits	$ 3,736	$ 4,362	$ 11,341	$ 11,340	0.86%	
Total G&A	**$ 14,379**	**$ 29,538**	**$ 37,785**	**$ 22,290**	**1.69%**	
Taxes & Insurance						
Property Taxes	$ 118,217	$ 129,185	$ 133,561	$ 137,373	10.43%	At 75% of Value to Real Prop. Tax Rate is 1.13935% + $494.56 (Parcel 1) + $156.06 (Parcel 2) Fixed Assmts
Property Taxes - Mobile Home	$ 5,909	$ -	$ -	$ -	0.00%	
Property Insurance	$ 20,913	$ 26,665	$ 26,665	$ 26,670	2.03%	
Reserves	$ -	$ -	$ -	$ 3,520	0.27%	Underwritten @ $40 Per Site
Total Taxes & Insurance	**$ 145,039**	**$ 155,850**	**$ 160,226**	**$ 167,563**	**12.72%**	
Total Expenses	**$ 793,352**	**$ 546,548**	**$ 559,437**	**$ 550,036**		
% EGI	*69.39%*	*47.54%*	*46.91%*	*41.77%*		
Net Operating Income	**$ 349,986**	**$ 603,214**	**$ 633,195**	**$ 766,919**		

In-Place Price Points

COMMUNITY PRICE POINTS		
PRICE	CAP RATE	PRICE PER SITE
$16,000,000	4.79%	$181,818
GRM	EXP PER SITE	EXP %
12.15	$6,250	41.77%

Proforma RV-TO-POH Conversion Price Points (See Pg. 17-21)

COMMUNITY PRICE POINTS		
PRICE	CAP RATE	PRICE PER SITE
$16,000,000	8.50%	$181,818
GRM	EXP PER SITE	EXP %
8.15	$6,853	30.72%

Product	Reference Number	Report Name	Created	Year Manufactured	Manufacturer	Model	Location State	Region	Model Width	Floor Width	Floor Length
Manufactured Homes	AC03	03 Acacia	8/19/2016 11:30	1968	FLEETWOOD	BROADMORE	CA	PA	12	12	56
Manufactured Homes	AC04	04 Acacia	8/16/2016 15:33	1963	ANGELUS	10	CA	PA	10	10	50
Manufactured Homes	AC06	06 Acacia	8/16/2016 15:36	1962	Plymouth	Plymouth	CA	PA	10	10	48
Manufactured Homes	AC07	07 Acacia	8/16/2016 15:45	1964	UNKNOWN	SAHARA	CA	PA	12	12	60
Manufactured Homes	AC08	08 Acacia	8/16/2016 15:47	1974	SKYLINE	SKYLINE	CA	PA	10	10	41
Manufactured Homes	AC09	09 Acacia	8/16/2016 15:49	1967	GUERDON	GREAT LAKES	CA	PA	20	20	44
Manufactured Homes	AC11	11 Acacia	8/16/2016 15:51	1979	SKYLINE	HILLCREST	CA	PA	12	12	52
Manufactured Homes	AC12	12 Acacia	8/16/2016 16:11	1961	PARAMOUNT HOMES INC	PARAMOUNT	CA	PA	10	10	54
Manufactured Homes	AC13	13 Acacia	8/16/2016 16:13	1967	FUQUA HOMES	PARKLANE	CA	PA	20	20	57
Manufactured Homes	AC14	14 Acacia	8/16/2016 16:16	1958	UNKNOWN	UNIVERSAL	CA	PA	10	10	40
Manufactured Homes	CA02	02 & 04 Canyon	8/16/2016 16:21	1963	FAIRMONT HOMES	FAIRMONT	CA	PA	10	10	55
Manufactured Homes	CA03	03 Canyon	8/16/2016 16:18	1971	FLEETWOOD	FLEETWOOD	CA	PA	12	12	60
Manufactured Homes	CA07	07 Canyon	8/16/2016 16:23	1985	GOLDEN WEST	SOMERSET	CA	PA	20	20	48
Manufactured Homes	CA08	08 Canyon	8/16/2016 16:24	1966	UNKNOWN	BONANZA	CA	PA	24	24	55
Manufactured Homes	CA12	12 Canyon	8/16/2016 18:46	1981	SKYLINE	HILLCREST	CA	PA	20	20	56
Manufactured Homes	CA17	17 Canyon	8/16/2016 19:09	1983	KAUFMAN & BROAD	SAHARA (sgl/multi)	CA	PA	14	14	48
Manufactured Homes	CR02	02 Crest	8/16/2016 19:14	1967	GUERDON	GREAT LAKES	CA	PA	20	20	40
Manufactured Homes	CR04	04 Crest	8/16/2016 19:16	1965	MAYFLOWER	MAYFLOWER	CA	PA	24	24	52
Manufactured Homes	CR06	06 Crest	8/16/2016 19:19	1968	GUERDON	GREAT LAKES	CA	PA	20	20	40
Manufactured Homes	CR10	10 Crest	8/16/2016 19:27	1965	COMMODORE	CASA LOMA	CA	PA	16	16	45
Manufactured Homes	CR12	12 Crest	8/16/2016 19:28	1965	LAKEWOOD IND	LAKEWOOD (sgl/multi)	CA	PA	20	20	45
Manufactured Homes	CR14	14 Crest	8/16/2016 19:35	1972	SKYLINE	HOMETTE	CA	PA	20	20	52
Manufactured Homes	CR15	15 Crest	8/16/2016 19:37	1973	SKYLINE	HILLCREST	CA	PA	10	10	40
Manufactured Homes	CR16	16 Crest	8/16/2016 19:39	1963	TRAILORAMA	TRAILORAMA	CA	PA	10	10	41
Manufactured Homes	CR17	17 Crest	8/16/2016 20:53	1961	GUERDON	GREAT LAKES	CA	PA	10	10	53
Manufactured Homes	CR18	18 Crest	8/16/2016 20:55	1963	UNKNOWN	BUDGER (sgl/multi)	CA	PA	10	10	45
Manufactured Homes	CR19	19 Crest	8/19/2016 11:29	1984	SKYLINE	PALM MANOR	CA	PA	20	20	52
Manufactured Homes	CR20	20 Crest	8/16/2016 20:58	1963	SKYLINE	SKYLINE	CA	PA	12	12	60
Manufactured Homes	CR22	22 Crest	8/16/2016 21:00	1964	SKYLINE	SKYLINE	CA	PA	12	12	52
Manufactured Homes	CR23	23 Crest	8/16/2016 21:01	1963	SKYLINE	SKYLINE	CA	PA	12	12	55
Manufactured Homes	CR25	25 Crest	8/16/2016 21:03	1987	FLEETWOOD	WESTFIELD	CA	PA	14	14	60
Manufactured Homes	CR26	26 Crest	8/16/2016 21:05	1974	Jefferson	JEFFERSON	CA	PA	20	20	55
Manufactured Homes	CR27	27 Crest	8/16/2016 21:06	1985	BARON HOMES INC	BARON (sgl/multi)	CA	PA	24	24	52
Manufactured Homes	CR28	28 Crest	8/16/2016 21:07	1974	FLEETWOOD	BROADMORE	CA	PA	12	12	60
Manufactured Homes	CR29	29 Crest	8/17/2016 11:30	1984	BARON HOMES INC	DEL MAR (sgl/multi)	CA	PA	24	24	52
Manufactured Homes	CR30**	30 Crest**	8/17/2016 11:52	1964	REDMAN	FLAMINGO	CA	PA	10	10	58
Manufactured Homes	CR32	32 Crest	8/17/2016 11:54	1964	PARAMOUNT HOMES INC	UNKNOWN	CA	PA	10	10	50
Manufactured Homes	CR34	34 Crest	8/17/2016 12:20	1970	SILVERCREST	SILVERCREST	CA	PA	24	24	53
Manufactured Homes	CR42	42 Crest	8/17/2016 12:22	1973	UNKNOWN	GOLDEN WEST	CA	PA	24	24	60
Manufactured Homes	CR46	46 Crest	8/17/2016 12:30	1967	UNKNOWN	GREAT LAKES	CA	PA	20	20	43
Manufactured Homes	CR48	48 Crest	8/17/2016 12:34	1965	U S FINANCIAL	CRUSADER (sgl/multi)	CA	PA	20	20	52
Manufactured Homes	CR50	50 Crest	8/17/2016 12:36	1986	HALLMARK HOMES	YORKTOWN	CA	PA	24	24	54
Manufactured Homes	DX01	01 Dixon	8/17/2016 13:34	1986	SKYLINE	BAY SPRINGS	CA	PA	14	14	50

PARK-OWNED HOME MATRIX // Canyon Crest MHC

Product	Reference Number	Report Name	Created	Year Manufactured	Manufacturer	Model	Location State	Region	Model Width	Floor Width	Floor Length
Manufactured Homes	DX03	03 Dixon	8/17/2016 13:36	1966	UNKNOWN	ANGEL	CA	PA	16	16	52
Manufactured Homes	DX05	05 Dixon	8/17/2016 13:37	1964	UNIVERSAL HOMES	UNIVERSAL	CA	PA	12	12	55
Manufactured Homes	DX07	07 Dixon	8/17/2016 13:45	1969	SKYLINE	BUDDY	CA	PA	12	12	56
Manufactured Homes	*DX09-A*	***09 Dixon-A***	*8/19/2016 11:26*	*1963*	*GUERDON*	*VAN DYKE*	*CA*	*PA*	*10*	*10*	*50*
Manufactured Homes	*DX09-B*	***09 Dixon-B***	*8/19/2016 11:24*	*1963*	*GUERDON*	*VAN DYKE*	*CA*	*PA*	*10*	*10*	*35*
Manufactured Homes	DX11	11 Dixon	8/17/2016 15:41	1964	SKYLINE	SKYLINE	CA	PA	12	12	55
Manufactured Homes	DX13	13 Dixon	8/17/2016 15:52	1968	GUERDON	GREAT LAKES	CA	PA	20	20	40
Manufactured Homes	LR01	01 Larry	8/17/2016 15:56	1965	CLARION HOMES	CLARION	CA	PA	20	20	52
Manufactured Homes	LR04	04 Larry	8/17/2016 15:57	1963	SKYLINE	SKYLINE	CA	PA	12	12	45
Manufactured Homes	LR05	05 Larry	8/17/2016 15:59	1966	UNKNOWN	HILLCREST	CA	PA	10	10	49
Manufactured Homes	LR07	07 Larry	8/17/2016 16:01	1976	CELTIC CORP	OAKRIDGE (sgl/multi)	CA	PA	12	12	56
Manufactured Homes	LR08	08 Larry	8/17/2016 16:13	1970	KIT	KIT	CA	PA	12	12	51
Manufactured Homes	LR09	09 Larry	8/17/2016 16:17	1984	BARON HOMES INC	DEL MAR (sgl/multi)	CA	PA	24	24	52
Manufactured Homes	LR10	10 Larry	8/17/2016 16:21	1964	ANGELUS	Angelus	CA	PA	10	10	39
Manufactured Homes	LR11	11 Larry	8/17/2016 16:22	1965	UNKNOWN	BROADMORE	CA	PA	20	20	56
Manufactured Homes	LR14	14 Larry	8/17/2016 16:25	1972	SKYLINE	SKYLINE	CA	PA	12	12	48

Site #	Site Type	Site Rent	Home Rent
1	POH	$ 775	$ 414
2	POH	$ 775	$ 1,825
3	POH	$ 775	$ 825
4	POH	$ 775	$ 540
5	POH	$ 775	$ 388
6	POH	$ 775	$ 425
7	POH	$ 775	$ 1,825
8	POH	$ 775	$ 790
9	POH	$ 775	$ 1,825
10	POH	$ 775	$ 338
11	POH	$ 775	$ 388
12	POH	$ 775	$ 625
13	POH	$ 775	$ 590
14	POH	$ 775	$ 605
15	POH	$ 775	$ 1,825
16	POH	$ 775	$ 1,825
17	POH	$ 775	$ 1,825
18	POH	$ 775	$ 605
19	POH	$ 775	$ 605
20	POH	$ 775	$ 1,825
21	POH	$ 775	$ 525
22	POH	$ 775	$ 414
23	POH	$ 775	$ 805
24	POH	$ 775	$ 705
25	POH	$ 775	$ 575
26	POH	$ 775	$ 515
27	POH	$ 775	$ 550
28	POH	$ 775	$ 825
29	POH	$ 775	$ 414
30	POH	$ 775	$ 515
31	POH	$ 775	$ 414
32	POH	$ 775	$ 388
33	POH	$ 775	$ 1,825
34	POH	$ 775	$ 152
35	POH	$ 775	$ 530
36	POH	$ 775	$ 96
37	POH	$ 775	$ 1,825
38	POH	$ 775	$ 414
39	POH	$ 775	$ 198
40	POH	$ 775	$ 655
41	POH	$ 775	$ 282
42	POH	$ 775	$ 725
43	POH	$ 775	$ 510
44	POH	$ 775	$ 1,825
45	POH	$ 775	$ 455

Site #	Site Type	Site Rent	Home Rent
46	POH	$ 775	$ 1,825
47	POH	$ 775	$ 1,825
48	POH	$ 775	$ 475
49	POH	$ 775	$ 490
50	POH	$ 775	$ 414
51	POH	$ 775	$ 182
52	POH	$ 775	$ 1,825
53	POH	$ 775	$ 525
54	POH	$ 775	$ 752
55	POH	$ 775	$ 505
56	POH	$ 775	$ 1,825
57	POH	$ 775	$ 1,825
58	POH	$ 775	$ 1,825
59	POH	$ 775	$ 1,825
60	POH	$ 775	$ 1,825
61	TOH	$ 600	$ -
62	POH	$ 775	$ 530
63	POH	$ 775	$ 1,825
64	POH	$ 775	$ 1,825
65	POH	$ 775	$ 1,825
66	POH	$ 775	$ 1,825
67	POH	$ 775	$ 755
68	POH	$ 775	$ 1,825
69	POH	$ 775	$ 825
70	POH	$ 775	$ 1,825
71	POH	$ 775	$ 525
72	POH	$ 775	$ 1,825
73	POH	$ 775	$ 825
74	POH	$ 775	$ 1,825
75	POH	$ 775	$ 605
76	POH	$ 775	$ 1,825
77	POH	$ 775	$ 544
78	POH	$ 775	$ 414
79	POH	$ 775	$ 1,825
80	POH	$ 775	$ 403
81	POH	$ 775	$ 605
82	POH	$ 775	$ 675
83	POH	$ 775	$ 270
84	POH	$ 775	$ 1,825
85	POH	$ 775	$ 605
86	POH	$ 775	$ 225
87	POH	$ 775	$ 605
88	POH	$ 775	$ 590

Gross Potential Monthly Gross Rents			
Sites	Site Rent	Home Rent	Total Rent
88	$68,025	$83,069	$151,094
Gross Potential Annual Rents			
Sites	Site Rent	Home Rent	Total Rent
88	$816,300	$996,828	$1,813,128

RV to New POH Conversion

Converting Sites Occupied by RV's to New Park Owned Home Sites - Capital Investment:

- 29 homes at $120k-$130k each ($3.96M-$4.29M)
- Income Effect: New Rent @ $2,600 less RV rent @ $775 = $1,825 per home monthly = ~$722,700 increase to income annually.
- Using a 40% Expense Ratio results in ~$8,672,400 of additional value at a 5% Capitalization Rate.

Income	2023 Actuals	2024 Actuals	T-12 Apr 2024 - Mar 2025	Proforma Budget	%	Notes
Residential Rent	$ 897,362	$ 965,542	$ 1,002,569	$ -	0.00%	
Site Rent	$ -	$ -	$ -	$ 816,300	41.58%	
Home Rent	$ -	$ -	$ -	$ 996,828	50.78%	
Rent & CAM Abatement	$ (8,400)	$ (8,760)	$ (8,760)	$ (8,760)	-0.45%	
Prepaid Income	$ 3,281	$ (1,607)	$ 626	$ 630	0.03%	
Laundry Income	$ -	$ 1,330	$ 1,330	$ 1,330	0.07%	
Utility Income - Gas	$ 35,056	$ 19,721	$ 19,383	$ 19,380	0.99%	
Utility Income - Trash	$ 21,886	$ 27,765	$ 28,666	$ 28,670	1.46%	$31.55 Per Site
Utility Income - Water	$ 13,243	$ 13,645	$ 14,492	$ 14,500	0.74%	
Utility Income - Sewer	$ 27,480	$ 27,741	$ 27,021	$ 27,020	1.38%	
Utility Income - Electricity	$ 113,597	$ 103,295	$ 105,989	$ 105,990	5.40%	
Other Income	$ 40,000	$ -	$ -	$ -	0.00%	
Turnover Recovery	$ 183	$ 215	$ 216	$ 220	0.01%	
Recovery of Expense	$ 875	$ 850	$ 1,025	$ 1,030	0.00%	
NSF Fee Reimbursements	$ 175	$ 25	$ 75	$ 80	0.00%	
Site Physical Vacancy	$ (1,400)	$ -	$ -	$ -	0.00%	2023 Rent Credit
Economic Vacancy	$ -	$ -	$ -	$ (40,064)	-2.04%	@ 2%
Total Income	**$ 1,143,338**	**$ 1,149,762**	**$ 1,192,632**	**$ 1,963,154**	**100.00%**	

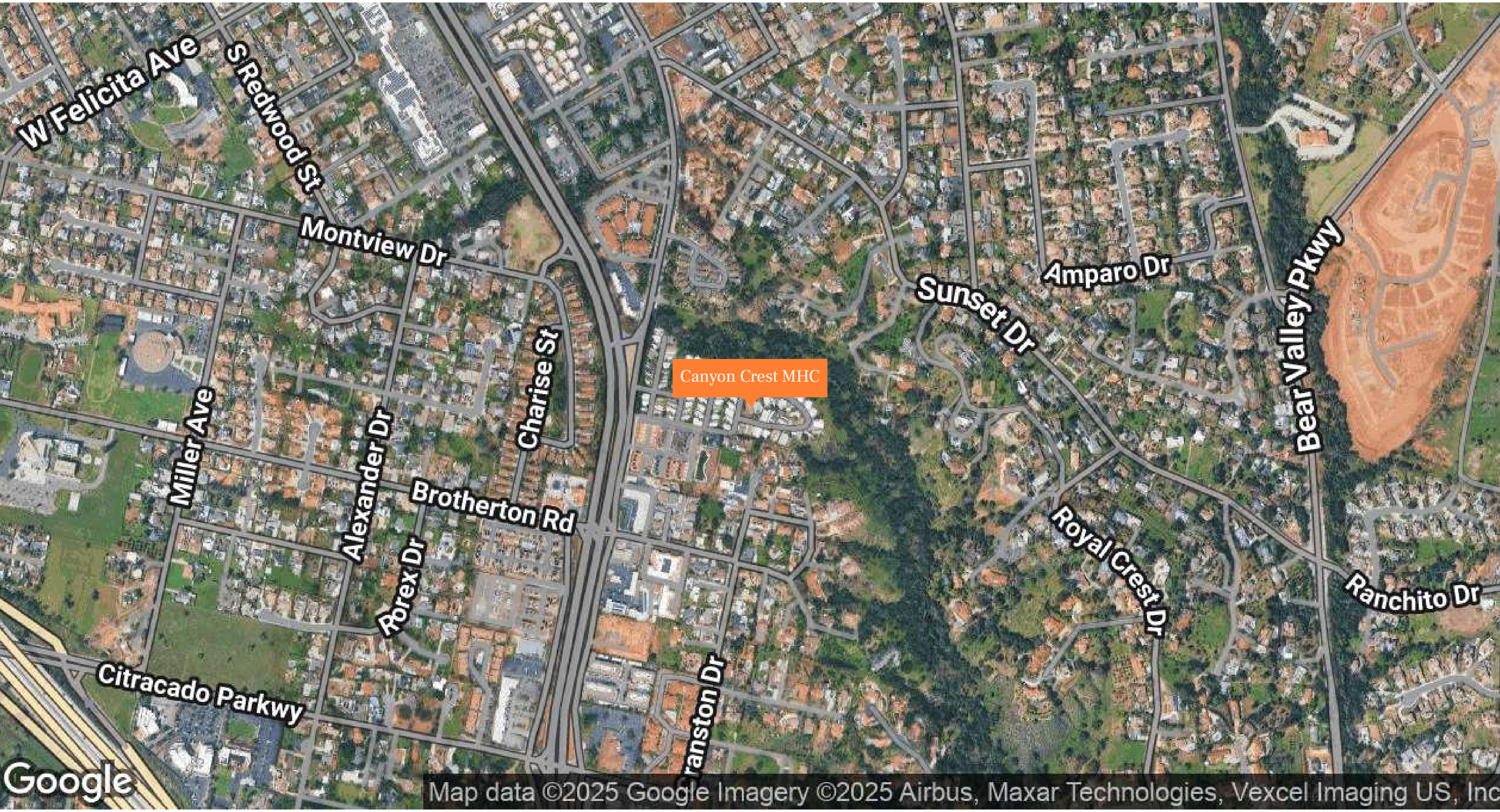
Expenses	2023 Actuals	2024 Actuals	T-12 Apr 2024 - Mar 2025	Proforma Budget	%	Notes
Management/Payroll						
Property Manager Salary	$ 22,157	$ 21,727	$ 20,973	$ 20,970	1.07%	
Maintenance	$ 2,607	$ -	$ -	$ -	0.00%	
Insurance - Worker's Compensation	$ 1,241	$ 1,058	$ 962	$ 960	0.05%	
Payroll Tax Expense	$ 2,173	$ 2,300	$ 2,214	$ 2,210	0.11%	
Rent Credit - Onsite	$ 800	$ 17,924	$ 20,924	$ 20,920	1.07%	
Utility Credit - Onsite	$ 428	$ 553	$ 647	$ 650	0.03%	
Auto Allowance/Mileage	$ 65	$ -	$ -	$ -	0.00%	
Property Management Fees	$ 45,349	$ 46,202	$ 47,368	$ 68,710	3.50%	@ 3.5%
Total Payroll/MGT	**$ 74,820**	**$ 89,764**	**$ 93,088**	**$ 114,420**	**5.83%**	
Utilities						
Electric	$ 207,923	$ 177,896	$ 167,596	$ 167,600	8.54%	
Electric Discounts	$ (89,554)	$ (66,370)	$ (62,044)	$ (62,040)	-3.16%	
Gas	$ 24,054	$ 17,658	$ 20,368	$ 20,370	1.04%	
Gas Discounts	$ (12,093)	$ (15,315)	$ (17,166)	$ (17,170)	-0.87%	
Water	$ 23,239	$ 28,257	$ 37,480	$ 37,480	1.91%	
Sewer	$ 36,093	$ 26,615	$ 28,527	$ 28,530	1.45%	
Trash Removal Contract	$ 19,974	$ 36,353	$ 36,792	$ 36,790	1.87%	
Total Utilities	**$ 209,636**	**$ 205,094**	**$ 211,553**	**$ 211,560**	**10.78%**	
Repairs & Maintenance / Supplies						
Janitorial Contract	$ 8,680	$ 4,960	$ 2,580	$ 2,580	0.13%	
Dump Fees	$ 6,295	$ 3,395	$ 2,635	$ 2,640	0.13%	
Landscape Contract	$ 3,950	$ 4,375	$ 4,375	$ 4,380	0.22%	
Landscap R&M	$ 7,000	$ 7,300	$ 7,300	$ 7,300	0.37%	
Parking Lot R&M	$ 185,416	$ -	$ -	$ -	0.00%	
Tree Trimming	$ 9,015	$ 775	$ 775	$ 780	0.04%	
HVAC Maintenance	$ -	$ 95	$ 95	$ 100	0.01%	
Fire Protection/Life Safety	$ 250	$ 410	$ 410	$ 410	0.02%	
Device Registration Fees	$ 975	$ 1,809	$ 1,809	$ 1,810	0.09%	
Doors Locks & Keys R&M	$ -	$ 490	$ 320	$ 320	0.02%	
Electrical R&M	$ 8,647	$ 1,800	$ 1,314	$ 1,310	0.07%	
Replacements & Major Repairs	$ 4,450	$ -	$ -	$ -	0.00%	
Roof R&M	$ 6,550	$ -	$ -	$ -	0.00%	
Maintenance Other	$ 1,440	$ 9,407	$ 5,079	$ 5,080	0.26%	
Maintenance Supplies	$ 7,605	$ 1,748	$ 1,871	$ 1,870	0.10%	
Other Exterior R&M	$ 2,000	$ -	$ -	$ -	0.00%	
Other Interior R&M	$ -	$ -	$ 292	$ 290	0.01%	
Painting R&M/Supplies	$ 640	$ -	$ -	$ -	0.00%	
Pest Control Contract	$ 2,113	$ 2,718	$ 3,405	$ 3,410	0.17%	
Plumbing R&M	$ 13,895	$ 17,028	$ 12,116	$ 12,120	0.62%	
Pool - Contract (Monthly)	$ 6,100	$ 3,265	$ 2,815	$ 2,820	0.14%	
Pool Maintenance & Supplies	$ 261	$ 1,078	$ 928	$ 930	0.05%	
Pool Repairs	$ 225	$ -	$ -	$ -	0.00%	
Repair & Maintenance	$ 4,320	$ 5,489	$ 5,585	$ 14,500	0.74%	Increased Expense Due to Additional 29 POH
Major Expense - Electrical	$ 5,570	$ -	$ -	$ -	0.00%	
Major Expense - Other Repairs	$ 4,881	$ -	$ -	$ -	0.00%	
Major Expense - Roof R&M	$ 59,200	$ -	$ -	$ -	0.00%	
Appliance Repairs & Replacements	$ -	$ 160	$ 249	$ 250	0.01%	
Equipment Repairs & Replacements	$ -	$ -	$ 2,832	$ 2,830	0.14%	
Total Maintenance	**$ 349,478**	**$ 66,302**	**$ 56,785**	**$ 65,730**	**3.35%**	**~$645.65 per site annually (includes home and site)**
G&A						

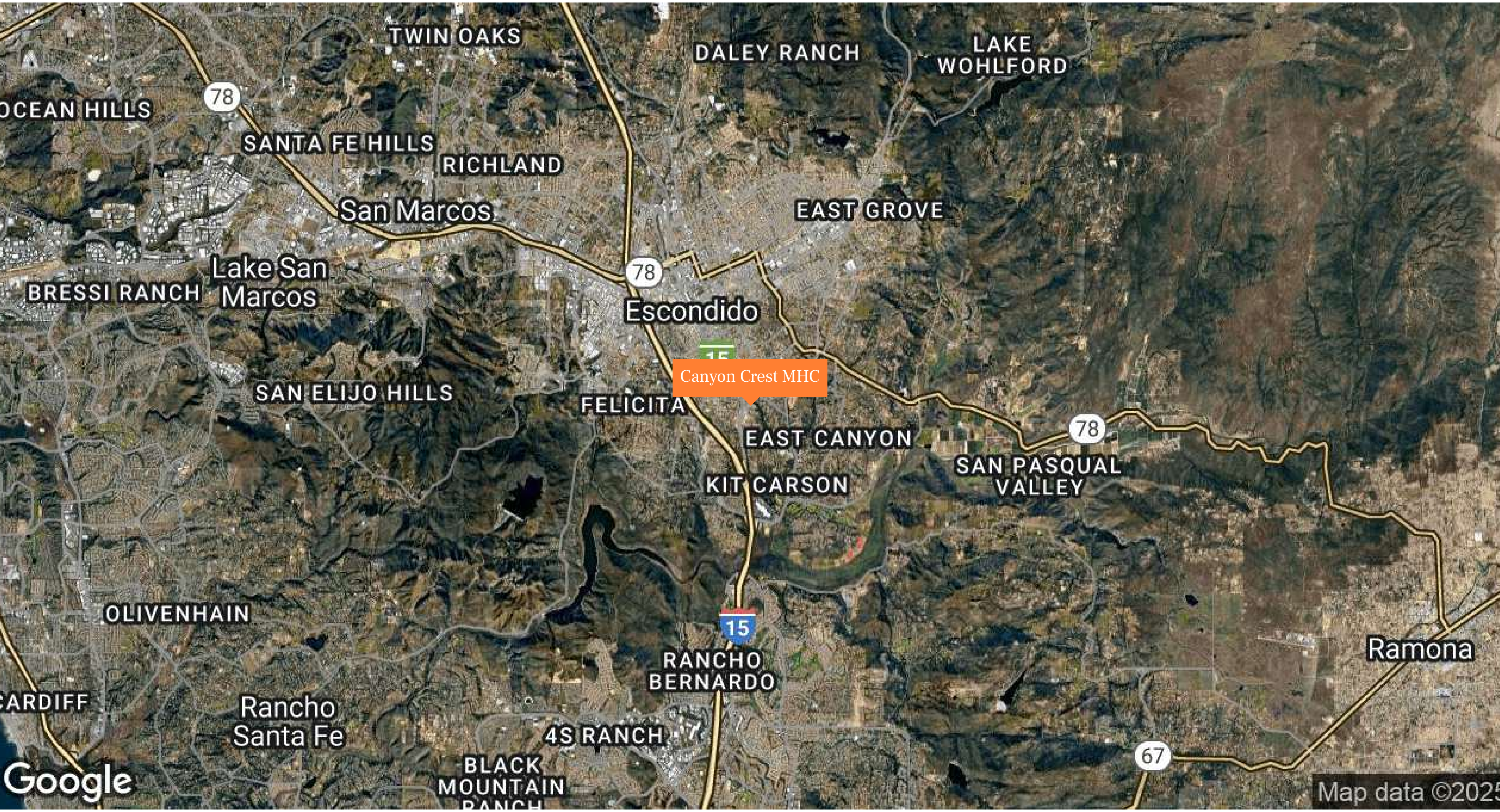
Billing Service Fee	$ 2,055	$ 2,064	$ 2,083	$ 2,080	0.11%	
Credit Check Fees	$ 761	$ 848	$ 870	$ 870	0.04%	
Postage & Courier Expense	$ 88	$ 15	$ 15	$ 20	0.00%	
Bank Fees	$ 20	$ 75	$ 55	$ 60	0.00%	
Legal & Professional Fees	$ 5,083	$ 19,073	$ 20,495	$ 10,000	0.51%	
Office Expense	$ 146	$ 646	$ 364	$ 360	0.02%	
Telephone/Internet/Fax	$ 2,490	$ 2,455	$ 2,562	$ 2,560	0.13%	
Fees, License & Permits	$ 3,736	$ 4,362	$ 11,341	$ 14,500	0.74%	Increased Expense Due to Additional 29 POH
Total G&A	**$ 14,379**	**$ 29,538**	**$ 37,785**	**$ 30,450**	**1.55%**	
Taxes & Insurance						
Property Taxes	$ 118,217	$ 129,185	$ 133,561	$ 137,373	7.00%	At 75% of Value to Real Prop. Tax Rate is 1.13935% + $494.56 (Parcel 1) + $156.06 (Parcel 2) Fixed Assmts
Property Taxes - Mobile Home	$ 5,909	$ -	$ -	$ -	0.00%	
Property Insurance	$ 20,913	$ 26,665	$ 26,665	$ 40,000	2.04%	Increased Expense Due to Additional 29 POH
Reserves	$ -	$ -	$ -	$ 3,520	0.18%	Underwritten @ $40 Per Site
Total Taxes & Insurance	**$ 145,039**	**$ 155,850**	**$ 160,226**	**$ 180,893**	**9.21%**	
Total Expenses	**$ 793,352**	**$ 546,548**	**$ 559,437**	**$ 603,053**		
% EGI	*69.39%*	*47.54%*	*46.91%*	*30.72%*		
Net Operating Income	**$ 349,986**	**$ 603,214**	**$ 633,195**	**$ 1,360,101**		

COMMUNITY PRICE POINTS		
PRICE	CAP RATE	PRICE PER SITE
$16,000,000	8.50%	$181,818
GRM	EXP PER SITE	EXP %
8.15	$6,853	30.72%




LOCAL AREA MAP // Canyon Crest MHC

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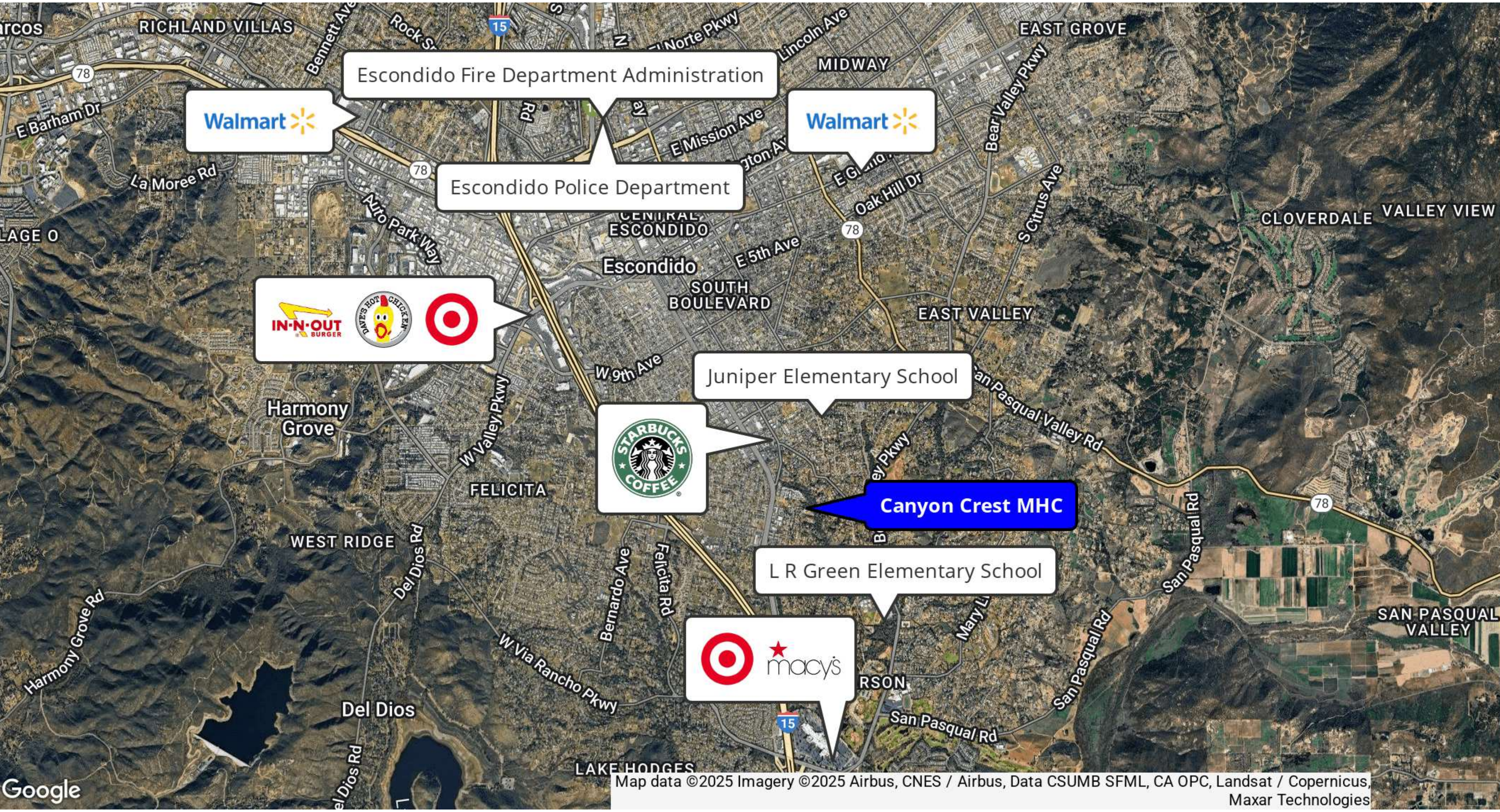
DALEY RANCH
LAKE WOHLFORD
OCEAN HILLS
78
SANTA FE HILLS
RICHLAND
San Marcos
EAST GROVE
Lake San Marcos
BRESSI RANCH
78
Escondido
Canyon Crest MHC
SAN ELIJO HILLS
FELICITA
EAST CANYON
78
SAN PASQUAL VALLEY
KIT CARSON
OLIVENHAIN
15
RANCHO BERNARDO
Ramona
CARDIFF
Rancho Santa Fe
4S RANCH
67
BLACK MOUNTAIN RANCH
Google
Map data ©2025


Escondido Fire Department Administration
Walmart
Walmart
Escondido Police Department
IN-N-OUT BURGER
Juniper Elementary School
STARBUCKS COFFEE
Canyon Crest MHC
L R Green Elementary School
macy's
RICHLAND VILLAS
EAST GROVE
MIDWAY
CENTRAL ESCONDIDO
Escondido
SOUTH BOULEVARD
EAST VALLEY
CLOVERDALE
VALLEY VIEW
Harmony Grove
FELICITA
WEST RIDGE
Del Dios
SAN PASQUAL VALLEY
LAKE HODGES
Google
Map data ©2025 Imagery ©2025 Airbus, CNES / Airbus, Data CSUMB SFML, CA OPC, Landsat / Copernicus, Maxar Technologies

SAN DIEGO

The San Diego-Carlsbad metro is located in the southwestern portion of the state of California. Composed of San Diego County, it sits adjacent to the Mexican border, extending north to the southern edges of Orange County and Riverside County. From west to east, it is situated between the Pacific Ocean and Imperial County. San Diego is the most populous city in the county, with nearly 1.4 million residents, followed by Chula Vista, with 268,000, and Oceanside, with 174,000 people. A diverse economic base includes military, finance, life sciences, tourism and real estate-related companies. Employment in these industries and a strong retail base draw many job seekers to the region.

METRO HIGHLIGHTS

WHITE-COLLAR JOBS

The professional and business services sector accounts for an 18 percent share of total employment, exceeding the United States average.

POPULATION GROWTH

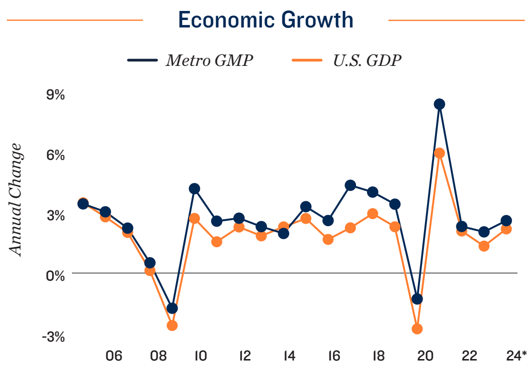
A gain of approximately 65,000 residents in the metro over the next five years will increase the need for basic health and education services.

AFFLUENT POPULATION

San Diego's median household income of $88,400 per year is well above the national median.

ECONOMY

- The U.S. Department of Defense has a significant impact on the local economy. The largest employer in the county is the U.S. Navy at Naval Base Coronado, which includes the North Island Naval Air Station. Camp Pendleton is also a sizable employer.
- Tech and life science firms are proliferating. Major tech and research companies include Leidos, General Dynamics NASSCO, Qualcomm and BAE Systems.



* Forecast

MAJOR AREA EMPLOYERS

- Qualcomm
- General Dynamics NASSCO
- Kaiser Permanente
- Palomar Health
- Scripps Health
- Rady Children's Hospital
- Cubic Corporation
- Sharp HealthCare
- Sony Electronics
- Illumina

SHARE OF 2023 TOTAL EMPLOYMENT

8% MANUFACTURING

18% PROFESSIONAL AND BUSINESS SERVICES

16% GOVERNMENT

12% LEISURE AND HOSPITALITY

5% FINANCIAL ACTIVITIES

15% TRADE, TRANSPORTATION, AND UTILITIES

6% CONSTRUCTION

15% EDUCATION AND HEALTH SERVICES

2% INFORMATION

3% OTHER SERVICES

s are rounded to nearest whole percentage point

DEMOGRAPHICS

- The metro is home to roughly 1.2 million households and is expected to expand by 29,000 residents through 2028.
- A median home price of $980,000 is significantly above the U.S. median, resulting in approximately half of the metro's residents slotting into the renter pool.
- Residents are more educated than the nation on average. Roughly 39 percent of people ages 25 and older have a bachelor's degree, compared with 29 percent for the U.S.

POPULATION
3.2M
Growth 2023-2028*
2.0%

HOUSEHOLDS
1.2M
Growth 2023-2028*
2.4%

MEDIAN AGE
36.8
U.S. Median
38.7

MEDIAN HOUSEHOLD INCOME
$88,400
U.S. Median
$68,500

2023 POPULATION BY AGE

6%	18%	7%	30%	24%	15%
0-4 YEARS	5-19 YEARS	20-24 YEARS	25-44 YEARS	45-64 YEARS	65+ YEARS

QUALITY OF LIFE

San Diego is California's oldest community. A large harbor, miles of beaches and exceptional weather attract businesses, residents and tourists. San Diego still houses a number of buildings and facilities from its past, including two missions — Old Town San Diego, Balboa Park and the Hotel del Coronado. San Diego County has grown into a sophisticated, urban region. Its downtown area underwent a significant renaissance earlier this century, spurred by the construction of Petco Park — home of the San Diego Padres. Since, the urban core has continued to expand via apartment, office and entertainment-related development, attracting additional residents. San Diego's major tourist attractions include the San Diego Zoo, San Diego Wild Animal Park, SeaWorld San Diego and LEGOLAND.

SPORTS

Baseball | MLB | SAN DIEGO PADRES

Hockey | AHL | SAN DIEGO GULLS

Horse Racing | DMTC | DEL MAR THOROUGHBRED CLUB

Soccer | NWSL | SAN DIEGO WAVE FC

Lacrosse | NLL | SAN DIEGO SEALS

EDUCATION

- UNIVERSITY OF CALIFORNIA, SAN DIEGO
- CALIFORNIA STATE UNIVERSITY, SAN DIEGO
- CALIFORNIA STATE UNIVERSITY, SAN MARCOS
- UNIVERSITY OF SAN DIEGO
- NATIONAL UNIVERSITY
- POINT LOMA NAZARENE UNIVERSITY

ARTS & ENTERTAINMENT

- SAN DIEGO ZOO
- THE SAN DIEGO MUSEUM OF ART
- BALBOA PARK
- SEAWORLD
- LEGOLAND CALIFORNIA
- RADY SHELL AT JACOBS PARK

** Forecast*

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

POPULATION	1 Mile	3 Miles	5 Miles
2029 Projection			
Total Population	16,144	98,776	199,971
2024 Estimate			
Total Population	15,937	98,120	197,861
2020 Census			
Total Population	16,118	99,946	200,168
2010 Census			
Total Population	15,549	96,538	189,933
Daytime Population			
2024 Estimate	13,037	90,348	166,787

HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2029 Projection			
Total Households	5,186	31,926	68,227
2024 Estimate			
Total Households	5,126	31,693	67,501
Average (Mean) Household Size	3.1	3.1	3.0
2020 Census			
Total Households	5,045	31,369	66,499
2010 Census			
Total Households	4,782	29,447	62,811

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2024 Estimate			
$250,000 or More	12.3%	10.4%	11.2%
$200,000-$249,999	5.3%	4.7%	5.0%
$150,000-$199,999	13.8%	10.1%	11.7%
$125,000-$149,999	6.8%	7.1%	8.5%
$100,000-$124,999	10.4%	9.5%	11.0%
$75,000-$99,999	9.7%	10.4%	10.5%
$50,000-$74,999	12.8%	15.9%	14.3%
$35,000-$49,999	10.1%	9.8%	8.5%
$25,000-$34,999	6.4%	7.0%	6.1%
$15,000-$24,999	6.0%	6.2%	5.4%
Under $15,000	6.4%	9.0%	7.7%
Average Household Income	$125,313	$112,098	$121,852
Median Household Income	$97,888	$90,937	$100,498
Per Capita Income	$41,408	$37,410	$42,153

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2024 Estimate	15,937	98,120	197,861
0 to 4 Years	6.7%	6.5%	6.1%
5 to 14 Years	14.0%	14.1%	13.1%
15 to 17 Years	4.1%	4.2%	4.0%
18 to 19 Years	2.7%	2.7%	2.5%
20 to 24 Years	6.3%	6.7%	6.0%
25 to 29 Years	7.2%	7.4%	6.8%
30 to 34 Years	8.6%	8.0%	7.5%
35 to 39 Years	7.6%	7.3%	7.2%
40 to 49 Years	12.7%	12.3%	12.5%
50 to 59 Years	12.0%	11.7%	12.1%
60 to 64 Years	5.6%	5.5%	5.9%
65 to 69 Years	4.2%	4.5%	5.1%
70 to 74 Years	3.0%	3.3%	4.0%
75 to 79 Years	2.0%	2.4%	3.0%
80 to 84 Years	1.5%	1.6%	2.0%
Age 85+	1.9%	1.9%	2.3%
Median Age	36.0	36.0	39.0

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population 25+ by Education Level			
2024 Estimate Population Age 25+	10,545	64,591	135,278
Elementary (0-8)	10.6%	14.5%	10.4%
Some High School (9-11)	3.9%	6.3%	5.2%
High School Graduate (12)	21.5%	22.0%	20.6%
Some College (13-15)	21.8%	21.7%	22.5%
Associate Degree Only	7.3%	7.1%	8.1%
Bachelor's Degree Only	24.2%	18.1%	20.4%
Graduate Degree	10.7%	10.2%	12.8%

HOUSING UNITS	1 Mile	3 Miles	5 Miles
Occupied Units			
2029 Projection	5,362	33,050	70,819
2024 Estimate	5,299	32,806	70,052
Owner Occupied	2,797	15,632	39,343
Renter Occupied	2,337	16,042	28,184
Vacant	173	1,114	2,551
Persons in Units			
2024 Estimate Total Occupied Units	5,126	31,693	67,501
1 Person Units	16.8%	19.6%	21.5%
2 Person Units	29.0%	29.3%	31.2%
3 Person Units	20.2%	17.2%	16.6%
4 Person Units	15.8%	15.7%	15.3%
5 Person Units	9.5%	9.6%	8.2%
6+ Person Units	8.6%	8.6%	7.1%

POPULATION

In 2024, the population in your selected geography is 197,861. The population has changed by 4.17 percent since 2010. It is estimated that the population in your area will be 199,971 five years from now, which represents a change of 1.1 percent from the current year. The current population is 50.2 percent male and 49.8 percent female. The median age of the population in your area is 39.0, compared with the U.S. average, which is 39.0. The population density in your area is 2,519 people per square mile.

HOUSEHOLDS

There are currently 67,501 households in your selected geography. The number of households has changed by 7.47 percent since 2010. It is estimated that the number of households in your area will be 68,227 five years from now, which represents a change of 1.1 percent from the current year. The average household size in your area is 3.0 people.

INCOME

In 2024, the median household income for your selected geography is $100,498, compared with the U.S. average, which is currently $76,141.The median household income for your area has changed by 68.27 percent since 2010. It is estimated that the median household income in your area will be $115,328 five years from now, which represents a change of 14.8 percent from the current year.

The current year per capita income in your area is $42,153, compared with the U.S. average, which is $40,471. The current year's average household income in your area is $121,852, compared with the U.S. average, which is $101,307.

EMPLOYMENT

In 2024, 93,609 people in your selected area were employed. The 2010 Census revealed that 56.1 percent of employees are in white-collar occupations in this geography, and 19.9 percent are in blue-collar occupations. In 2024, unemployment in this area was 3.0 percent. In 2010, the average time traveled to work was 30.00 minutes.

HOUSING

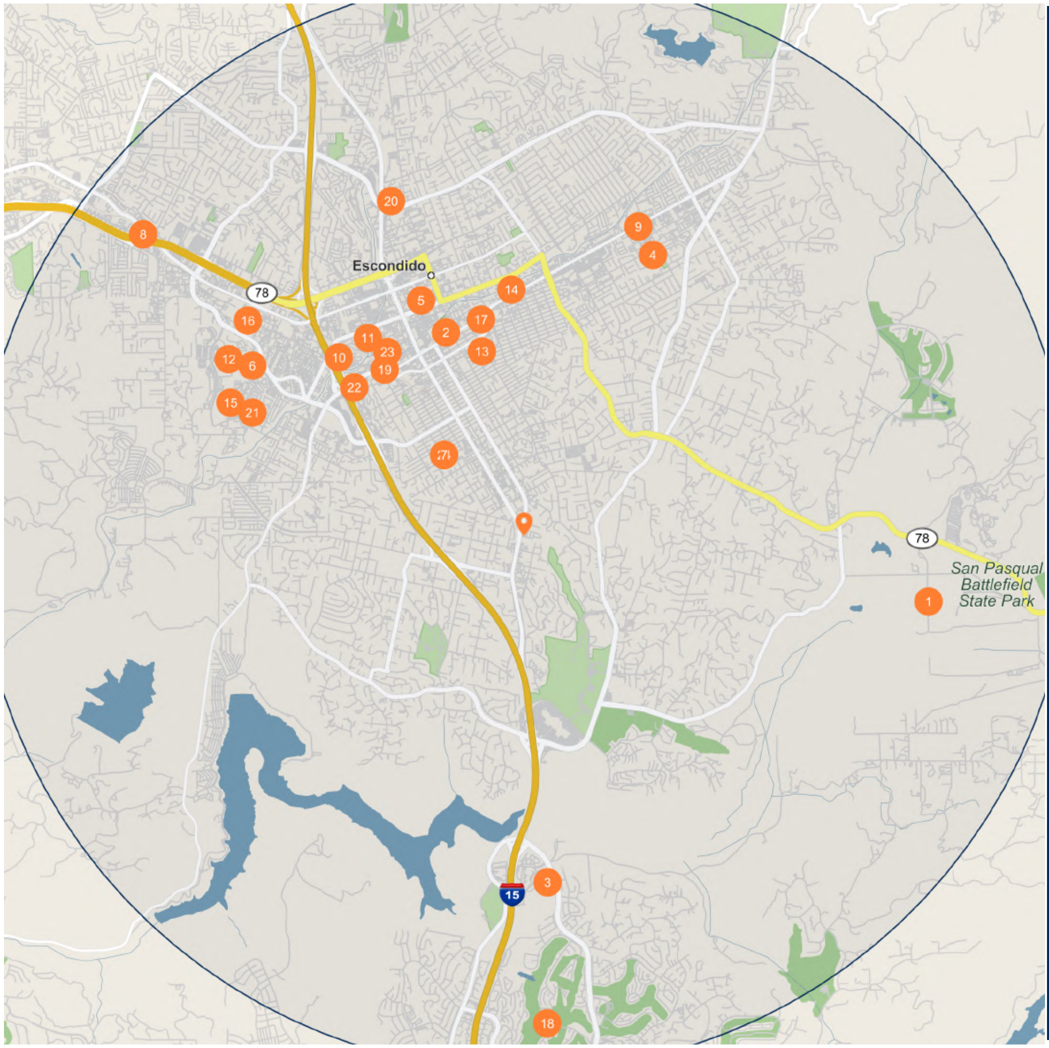
The median housing value in your area was $741,098 in 2024, compared with the U.S. median of $321,016. In 2010, there were 36,509.00 owner-occupied housing units and 26,302.00 renter-occupied housing units in your area.

EDUCATION

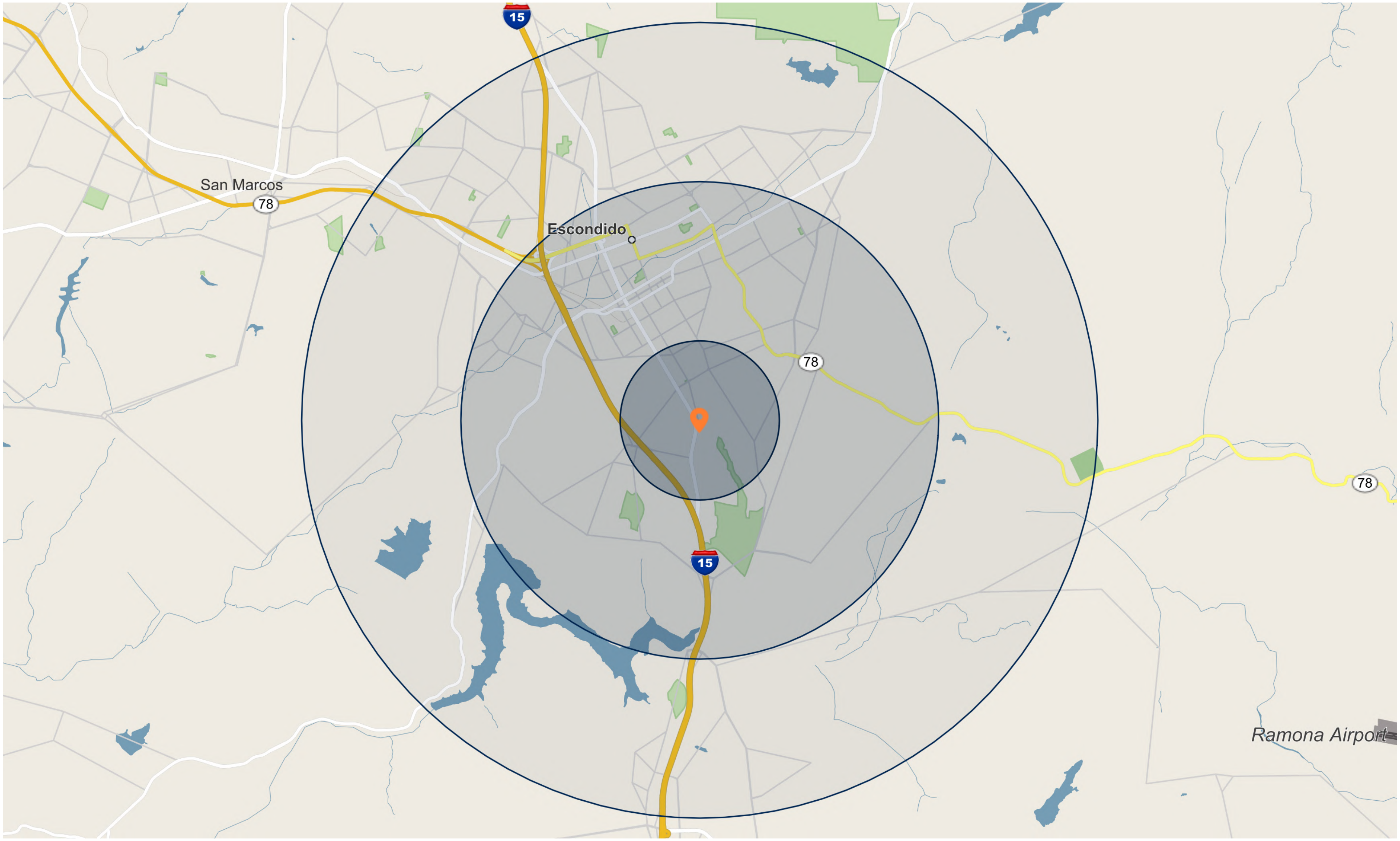
The selected area in 2024 had a lower level of educational attainment when compared with the U.S averages. 31.6 percent of the selected area’s residents had earned a graduate degree compared with the national average of only 13.5 percent, and 8.1 percent completed a bachelor’s degree, compared with the national average of 21.1 percent.

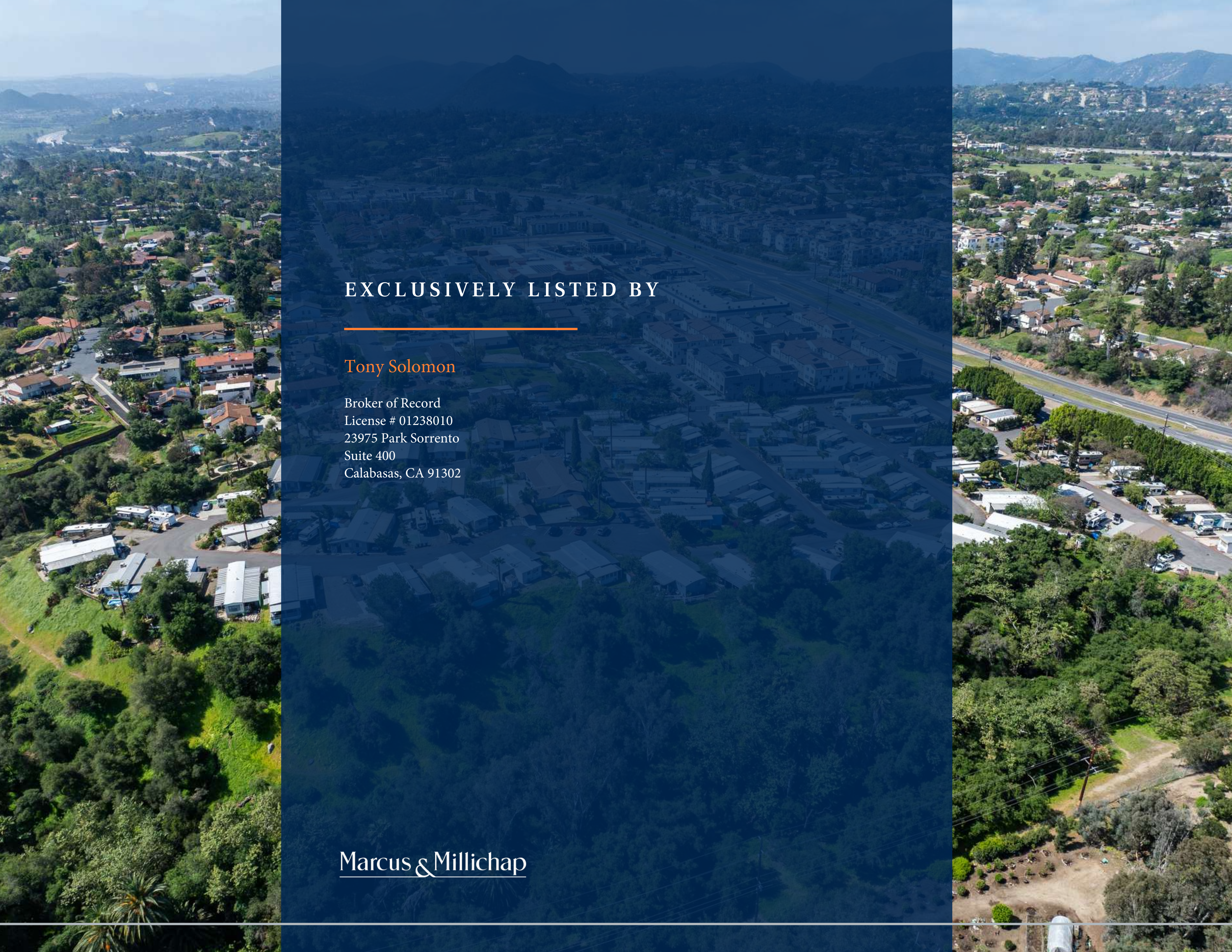
The number of area residents with an associate degree was higher than the nation’s at 14.7 percent vs. 8.8 percent, respectively.

The area had fewer high-school graduates, 2.4 percent vs. 26.2 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 28.4 percent in the selected area compared with the 19.7 percent in the U.S.



	Major Employers	Employees
1	Giumarra Agricom Intl LLC	2,139
2	City of Escondido	775
3	Northrop Grumman Corporation	735
4	A Line In Sand International	700
5	Northgate Gonzalez Inc-Northgate 28	519
6	Pro Energy Services Group LLC	465
7	Redwood Elderlink Scph-Redwood Elderlink & Homelink	454
8	ARC of San Diego	431
9	Palomar Community College Dst-Palomar College Escondido Ctr	424
10	Dixieline Lumber Company LLC	419
11	Vulcan Materials Co	387
12	San Diego Gas & Electric Co-SDG&e	335
13	National University Academy	298
14	Neighborhood Healthcare	288
15	Zest Anchors LLC-Zest Dental Solutions	268
16	San Diego Gas & Electric Co-Northern Cnstr & Operations	262
17	Neighborhood Healthcare	221
18	JC Resorts LLC-Rancho Bernardo Inn	219
19	Palomar Health	214
20	Atria Management Company LLC	211
21	Arch Med Sltons - Escndido LLC	209
22	Gmri Inc-Olive Garden	206
23	Mv Transportation Inc	203
24	Humangood Socal-Redwood Senior Homes & Svcs	200
25	Elizabeth Hospice Inc	200


15
San Marcos
78
Escondido
78
15
78
Ramona Airport



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