

# HIGH-PERFORMING SHORT-TERM RENTAL FOR SALE

9505 MEADOW MESA DR., ESCONDIDO, CA 92026



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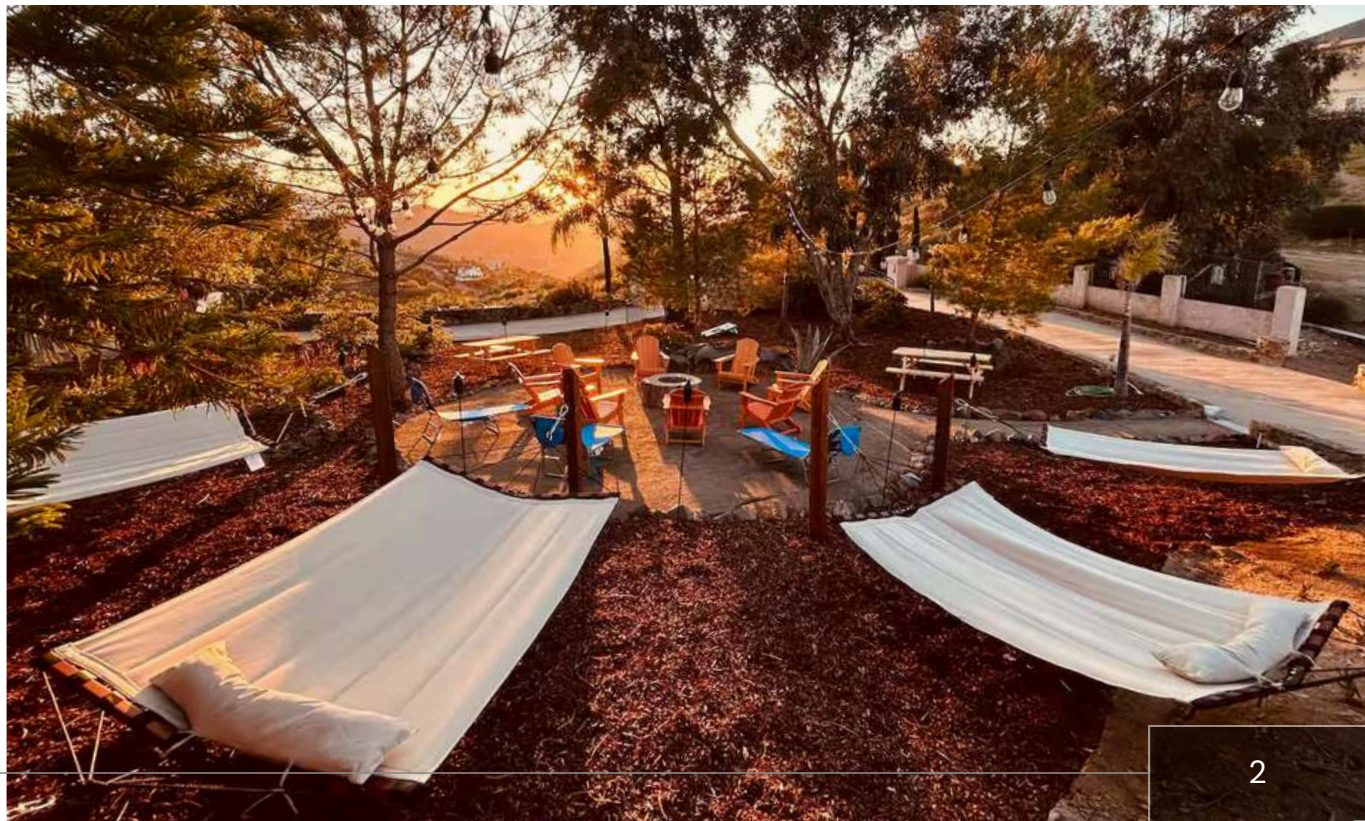
AERIAL MAP

**35**DEMOGRAPHIC  
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# THE OFFERING

This is a compelling opportunity to acquire a fully renovated, income-generating luxury residence in Escondido, CA, offered for sale by owner. Priced at \$2,470,000, which is backed by a bank appraisal for a completed refinance in September of 2025. The property is currently operated as a high-performing short-term rental, giving a new owner the ability to step into an active income stream from day one. The existing manager—who has demonstrated strong operational performance—is available to remain in place, allowing for a seamless transition and immediate cash flow. For buyers seeking more control, the option to self-manage or implement a new strategy creates additional upside through operational optimization.

Recently upgraded in 2024, the six-bedroom, six-bathroom property sits on a 4,728-square-foot lot and features premium finishes with modern design tailored to today's rental demand. Located in a high-demand pocket of San Diego County, the asset benefits from consistent occupancy drivers and strong nightly rate potential. This offering combines near-term income with long-term appreciation in one of the most supply-constrained and historically resilient housing markets in the country—positioning investors to capture both yield and equity growth.



# PROPERTY OVERVIEW

## GENERAL SUMMARY

Property Type	Residential
Location	9505 Meadow Mesa Dr, Escondido, CA 92026
Lot Size	4.14 AC
GBA	4,728 SF
Bedrooms / Bath Rooms	6 Bed / 6 Bath
Year Built	Built in 1987
Year Remodeled	>\$500,000 renovation in 2024
Additional Amenities	Pool, hot tub, sauna, movie theatre, game room, 360 degree view from the Pacific Ocean to the snow top mountains

## PURCHASE PRICE

Purchase Price	\$2,470,000
Net Operating Income	\$171,624
Cap Rate	6.9%
Proforma Cap Rate	7.6%
September 2025 Appraisal	\$2,470,000

**Airbnb Page**

SCAN QR TO VIEW PAGE



# INVESTMENT HIGHLIGHTS

## Turnkey, Income-Producing Asset

Fully renovated and operational, the property offers immediate cash flow with no upfront capital required—allowing investors to step into a stabilized, income-generating asset from day one.

## Proven Short-Term Rental Performance

Currently operating as a high-performing short-term rental with established revenue history, the asset provides in-place income with clear potential to further scale through optimized pricing, marketing, or management.

## Tax-Advantaged Investment (Bonus Depreciation Potential)

Potential for significant tax savings through bonus depreciation. A cost segregation study may allow a buyer to accelerate depreciation and expense approximately 20%–35% of the purchase price in Year 1, helping to offset taxable income and enhance after-tax returns.

## Lender-Validated Valuation at Asking Price

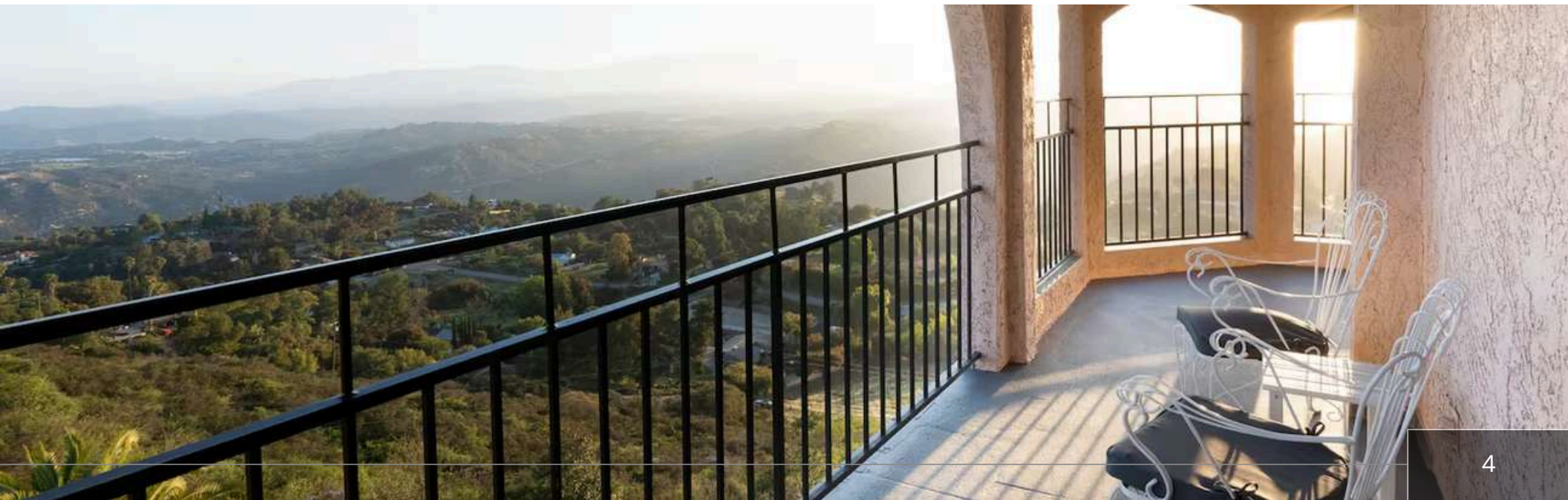
The property was appraised at \$2,470,000 in September 2025 as part of a lender-backed refinance completed in November—providing third-party validation of value and directly supporting the current asking price.

## Compelling Yield with Upside

This investment offers an attractive going-in yield with multiple avenues to increase returns, including operational efficiencies, rate optimization, and potential repositioning strategies.

## High-Growth San Diego Submarket

Located in a supply-constrained, high-demand area of San Diego County, the property benefits from strong rental demand and limited inventory—driving both consistent income and long-term value growth.



# PROFIT & LOSS

Category	Item	Amount (USD)
<b>Revenue</b>	Rental Revenue	\$302,055
	Additional Revenue	\$4,810
	Cleaning Fee Revenue	\$47,875
<b>Total Revenue</b>		<b>\$354,740</b>
<b>Expenses</b>	Cleaning	\$46,759
	Furniture and Appliances	\$485
	Garden Maintenance	\$3,000
	Propane	\$9,288
	Management Fee	\$37,757
	AT&T	\$720
	Solar	\$224
	SDGE	\$13,896
	Pest Control	\$2,217
	Repairs and Maintenance	\$19,031
	Pool Cleaning	\$5,199
	Supplies and Purchases	\$8,097
	Insurance	\$11,561
	Trash	\$4,322
	Property Taxes	\$18,360
<b>Total Expenses</b>		<b>\$183,116</b>
Expense Ratio		52%
<b>NOI</b>		<b>\$171,624</b>
<b>Asking price</b>	<b>\$2,470,000</b>	<b>6.9% Cap Rate</b>

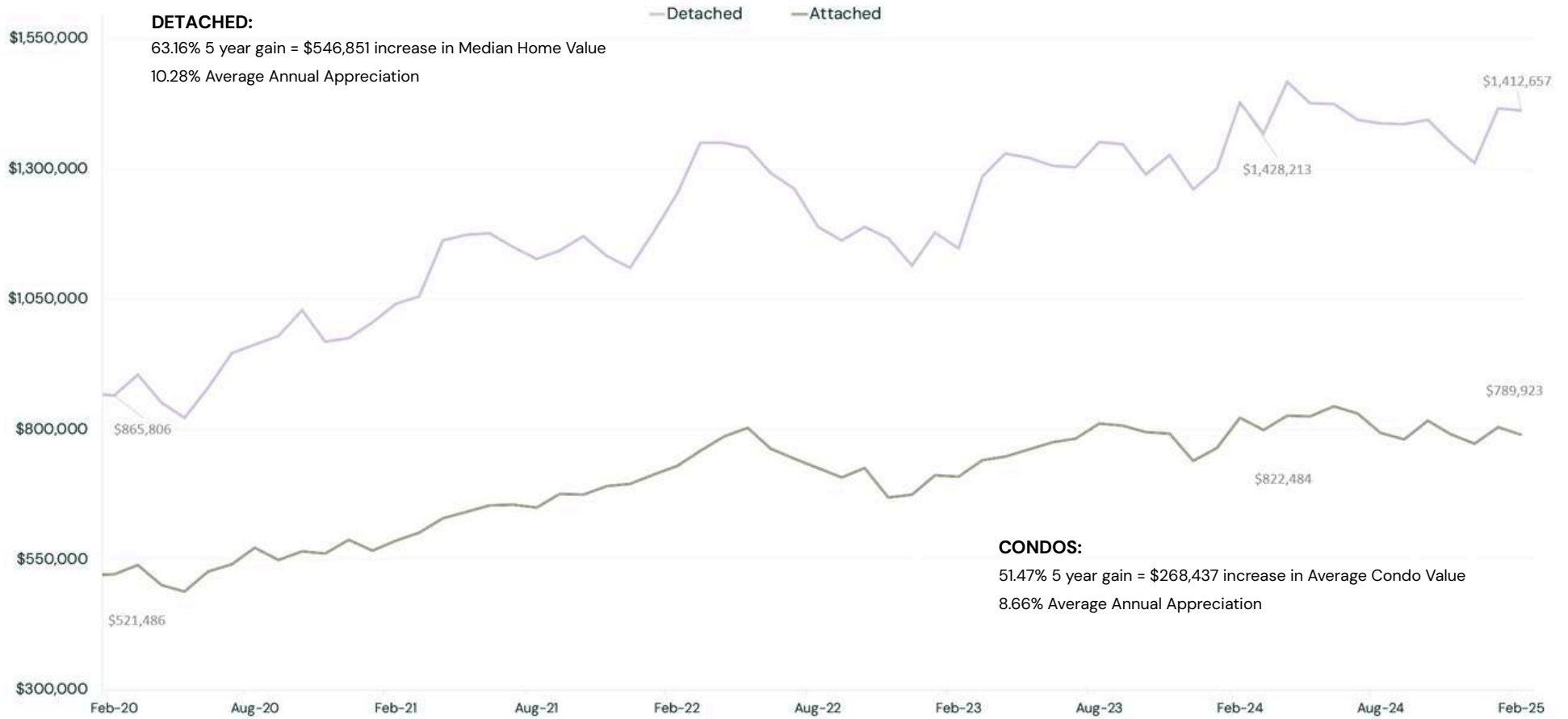
# 2026 PROFORMA / BUDGET

Year	Month	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Average Nightly	Revenue Potential	Occupancy	Revenue	Cleaning Fees (16%)	Total Gross Revenue
2026	January	1000	1000	1000	1000	1700	1700	1000	\$1,200.00	\$36,000.00	0.45	\$16,200	2,592	\$18,792
2026	February	1200	1200	1200	1200	1700	1700	1200	\$1,342.86	\$40,285.71	0.46	\$18,531	2,965	\$21,496
2026	March	1300	1300	1300	1300	1800	1800	1300	\$1,442.86	\$43,285.71	0.62	\$26,837	4,294	\$31,131
2026	April	1450	1450	1450	1450	1800	1800	1450	\$1,550.00	\$46,500.00	0.63	\$29,295	4,687	\$33,982
2026	May	1450	1450	1450	1450	2000	2000	1450	\$1,607.14	\$48,214.29	0.58	\$27,964	4,474	\$32,438
2026	June	1600	1600	1600	1600	2100	2100	1600	\$1,742.86	\$52,285.71	0.75	\$39,214	6,274	\$45,488
2026	July	1700	1700	1700	1700	2300	2300	1700	\$1,871.43	\$56,142.86	0.87	\$48,844	7,815	\$56,659
2026	August	1500	1500	1500	1500	2200	2200	1500	\$1,700.00	\$51,000.00	0.77	\$39,270	6,283	\$45,553
2026	September	1350	1350	1350	1350	2000	2000	1350	\$1,535.71	\$46,071.43	0.66	\$30,407	4,865	\$35,272
2026	October	1350	1350	1350	1350	2000	2000	1350	\$1,535.71	\$46,071.43	0.65	\$29,946	4,791	\$34,737
2026	November	1350	1350	1350	1350	1800	1800	1350	\$1,478.57	\$44,357.14	0.50	\$22,179	3,645	\$25,824
2026	December	1600	1600	1600	1600	2200	2200	1600	\$1,771.43	\$53,142.86	0.50	\$26,571	4,251	\$30,822
													<b>Total</b>	<b>\$412,194</b>

**Using the expense ratio from the historical P&L of 52% and adjusting for the increase of property taxes based on a \$2,470,000 PP the NOI would be \$186,573 for a proforma cap rate of 7.6%**

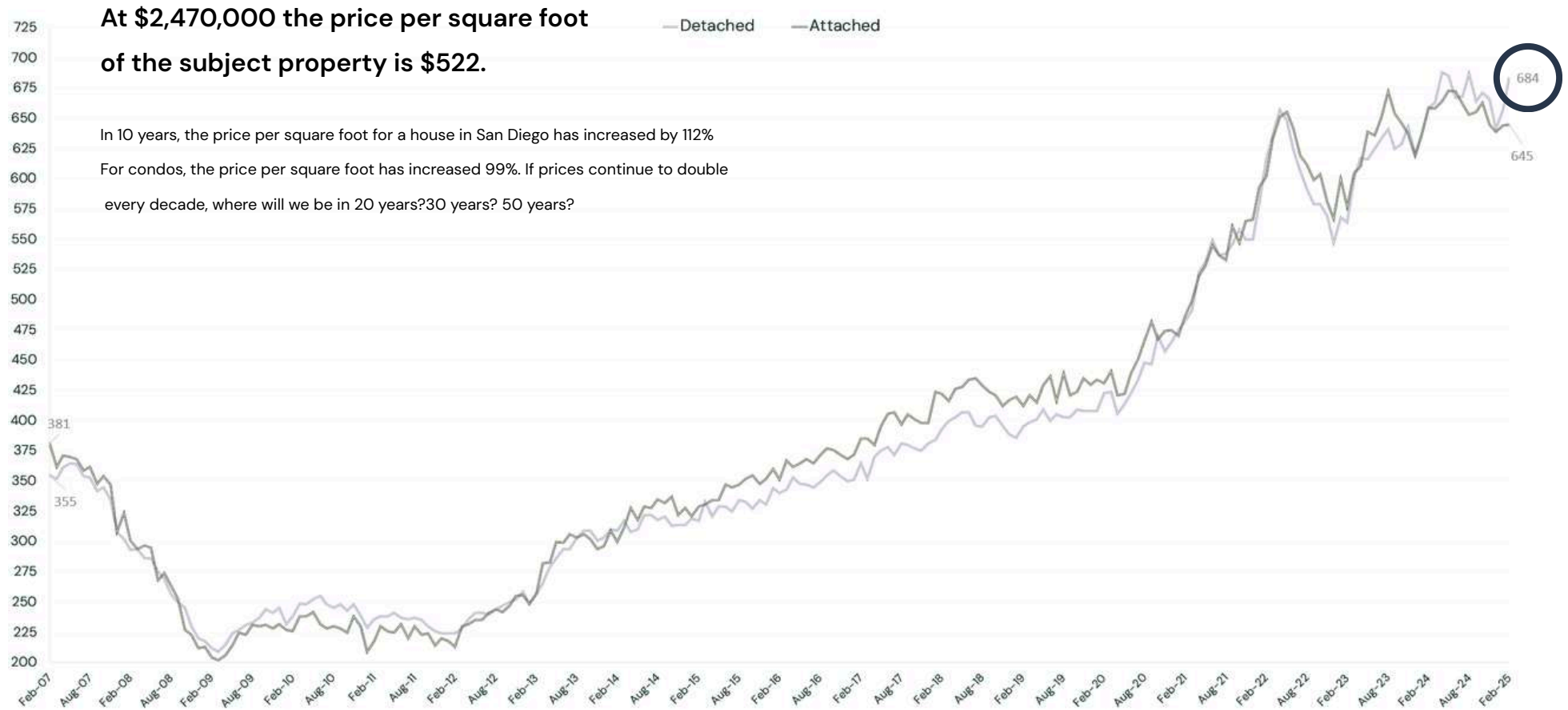
# SAN DIEGO COUNTY RESIDENTIAL MARKET TRENDS

## Average Sales Price



# SAN DIEGO COUNTY RESIDENTIAL MARKET TRENDS

## Average Price Per Square Foot



# SAN DIEGO COUNTY RESIDENTIAL MARKET TRENDS

## Forecast if prices double every 10 Years

YEAR	PRICE PER SQUARE	AVERAGE SALE	MEDIAN SALE
2025	\$657	\$1,419,373	\$1,049,500
2035	\$1,314	\$2,838,746	\$2,099,000
2045	\$2,628	\$5,677,492	\$4,198,000
2055	\$5,256	\$11,354,984	\$8,396,000
2065	\$10,512	\$22,709,968	\$16,792,000

## Forecast if only 5% appreciation Annually

YEAR	PRICE PER SQUARE	AVERAGE SALE	MEDIAN SALE
2025	\$657	\$1,419,373	\$1,049,500
2035	\$1,314	\$2,312,009	\$1,709,525
2045	\$2,628	\$3,766,019	\$2,784,636
2055	\$5,256	\$6,134,448	\$4,535,879
2065	\$10,512	\$9,992,370	\$7,388,468

# SALES COMPARABLES - MULTIFAMILY

<b>AVERAGE MULTIFAMILY</b> CAP RATE	<b>4.7%</b>	<b>SUBJECT PROPERTY</b> CAP RATE	<b>6.9%</b>
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<b>01</b>	<b>101-107 E 15TH AVE.</b> ESCONDIDO, CA 92025		
<b>Type</b>	Apartments	<b>Sale Date</b>	1/9/2026
<b>Built / Renovated</b>	1950	<b>Price</b>	\$2,600,000 (\$236,364.00/Unit)
<b>Size (% Vacant)</b>	11 Units	<b>Cap Rate</b>	3.16% Actual



<b>02</b>	<b>2222 BEAR VALLEY</b> ESCONDIDO, CA 92027		
<b>Type</b>	Apartments	<b>Sale Date</b>	10/31/2025
<b>Built / Renovated</b>	1973 / 2022	<b>Price</b>	\$1,750,000 (\$350,000.00/Unit)
<b>Size (% Vacant)</b>	5 Units	<b>Cap Rate</b>	5.30% Actual



<b>03</b>	<b>1210 S ORANGE ST.</b> ESCONDIDO, CA 92025		
<b>Type</b>	Apartments	<b>Sale Date</b>	5/16/2025
<b>Built / Renovated</b>	1970	<b>Price</b>	\$1,350,000 (\$337,500.00/Unit)
<b>Size (% Vacant)</b>	4 Units	<b>Cap Rate</b>	3.70% Actual

# SALES COMPARABLES - MULTIFAMILY



## 04 209 N DATE ST. ESCONDIDO, CA 92025

Type	Apartments	Sale Date	7/14/2025
Built / Renovated	1957	Price	\$1,250,000 (\$416,667.00/Unit)
Size (% Vacant)	3 Units	Cap Rate	4.30% Actual



## 05 318 E WASHINGTON AVE. ESCONDIDO, CA 92025

Type	Apartments	Sale Date	4/28/2025
Built / Renovated	1979 / 2017	Price	\$1,830,000 (\$305,000.00/Unit)
Size (% Vacant)	6 Units	Cap Rate	5.50% Actual



## 06 501 N FIG ST. ESCONDIDO, CA 92025

Type	Apartments	Sale Date	4/16/2025
Built / Renovated	1992	Price	\$1,750,000 (\$437,500.00/Unit)
Size (% Vacant)	4 Units	Cap Rate	5.33% Actual



## 07 406-416 E 10TH AVE. ESCONDIDO, CA 92025

Type	Apartments	Sale Date	12/27/2024
Built / Renovated	1966	Price	\$2,100,000 (\$300,000.00/Unit)
Size (% Vacant)	7 Units	Cap Rate	5.40% Actual

# SALES COMPARABLES - COMMERCIAL

<b>AVERAGE COMMERCIAL</b> CAP RATE	<b>5.1%</b>	<b>SUBJECT PROPERTY</b> CAP RATE	<b>6.9%</b>
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## 01 JACK IN THE BOX, 1430 E VALLEY PKWY. ESCONDIDO, CA 92027

Type	Retail	Sale Date	11/13/2025
Built / Renovated	2006	Price	\$2,812,000 (\$1,328.92/SF)
Size (% Leased)	2,116 SF	Cap Rate	4.75% Actual



## 02 MULTI-PROPERTY SALE, 303 S ESCONDIDO BLVD. ESCONDIDO, CA 92025

Type	Retail (Part of a Portfolio)	Sale Date	1/30/2025
Built / Renovated	1980	Price	\$1,114,810 (\$1,107.06/SF)
Size (% Leased)	1,007 SF (100%)	Cap Rate	6.30% Actual



## 03 507 W WASHINGTON AVE. ESCONDIDO, CA 92025

Type	Retail	Sale Date	12/11/2024
Built / Renovated	2024	Price	\$2,467,000 (\$455.59/SF)
Size (% Leased)	5,415 SF (100%)	Cap Rate	4.50% Actual

# SALES COMPARABLES - COMMERCIAL



## 04 2365 E. VALLEY PKY. – DUTCH BROS COFFEE ESCONDIDO, CA 92027

Type	Retail	Sale Date	11/13/2023
Built / Renovated	2023	Price	\$2,600,000 (\$2,736.84/SF)
Size (% Leased)	950 SF (100%)	Cap Rate	4.65% Actual



## 05 910 E VALLEY PKWY. – O'REILLY AUTO PARTS ESCONDIDO, CA 92025

Type	Retail	Sale Date	1/6/2023
Built / Renovated	1965	Price	\$3,300,000 (\$471.43/SF)
Size (% Leased)	7,000 SF	Cap Rate	4.75% Actual



## 06 403 N ESCONDIDO BLVD. – CIVIC CENTER PLAZA ESCONDIDO, CA 92025

Type	Retail	Sale Date	6/6/2022
Built / Renovated	1991	Price	\$4,300,000 (\$511.90/SF)
Size (% Leased)	8,400 SF (100%)	Cap Rate	5.03% Actual



## 07 1520 W VALLEY PKWY. – HOME DEPOT CENTER ESCONDIDO, CA 92029

Type	Retail	Sale Date	5/9/2022
Built / Renovated	1996	Price	\$3,000,000 (\$505.05/SF)
Size (% Leased)	5,940 SF	Cap Rate	5.50% Actual

# BEFORE AND AFTER RENOVATION PHOTOS

BEFORE



AFTER



# BEFORE AND AFTER RENOVATION PHOTOS

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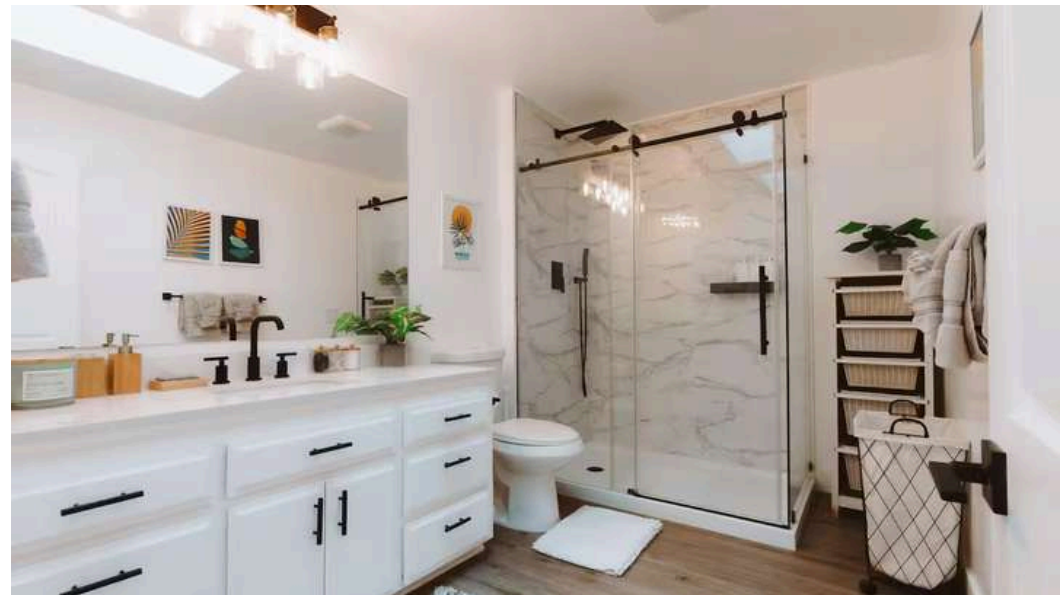


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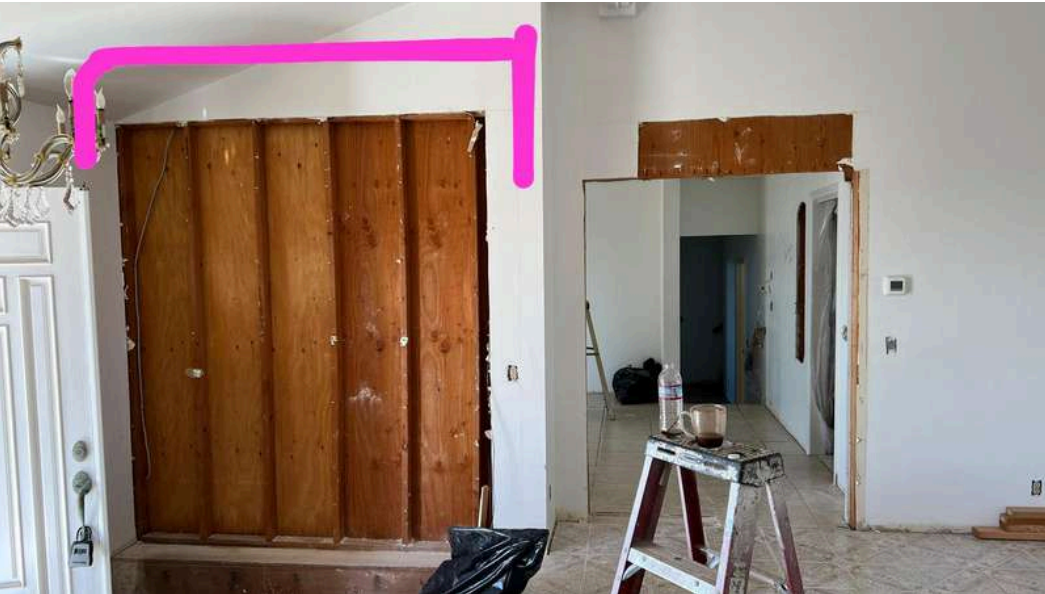


# BEFORE AND AFTER RENOVATION PHOTOS

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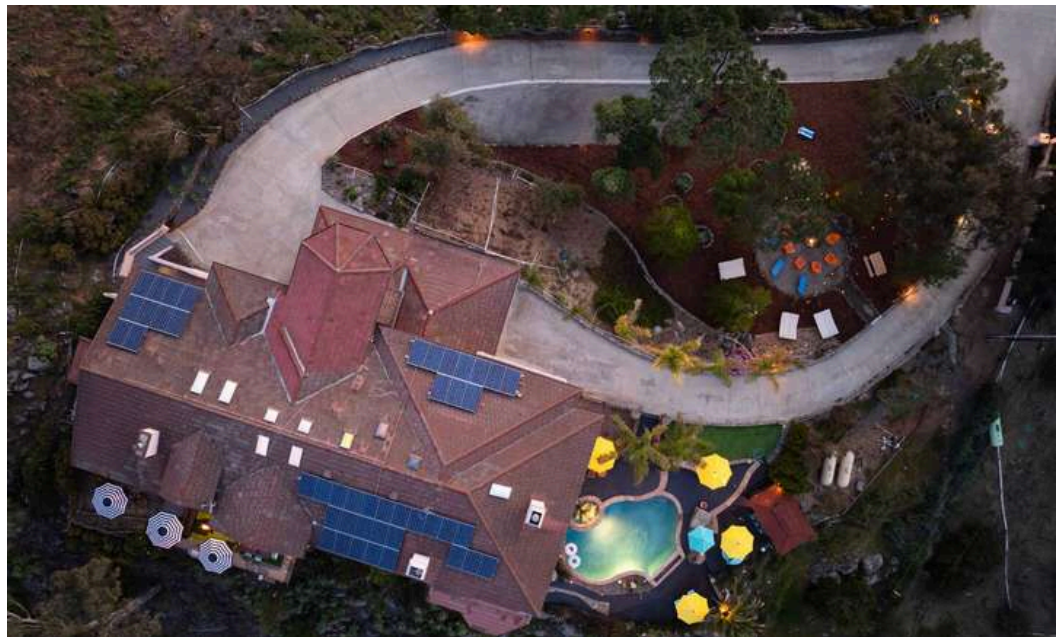
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# PROPERTY PHOTOS



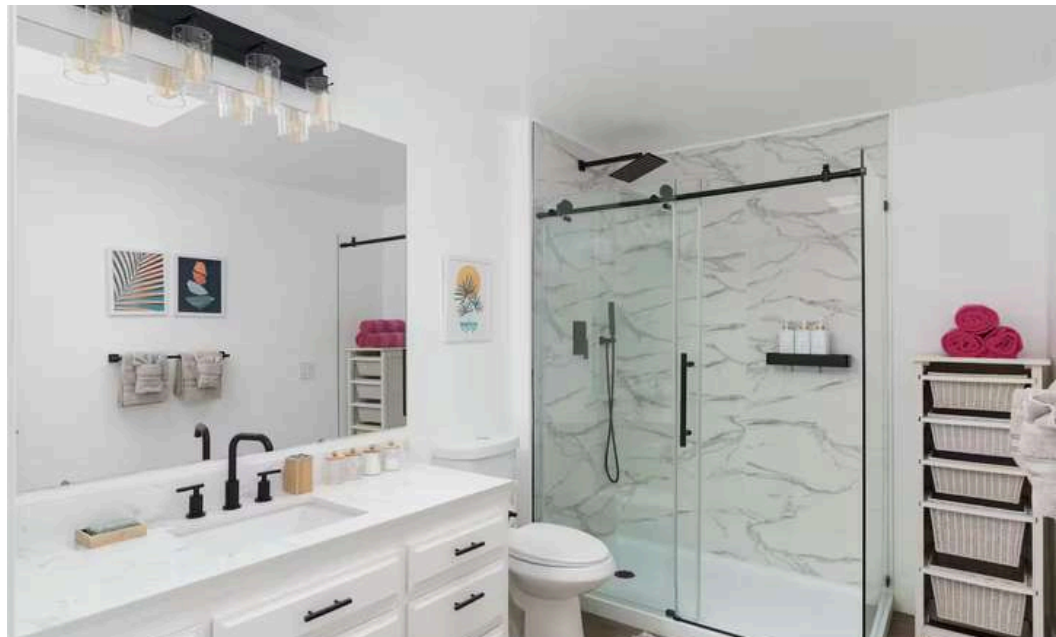
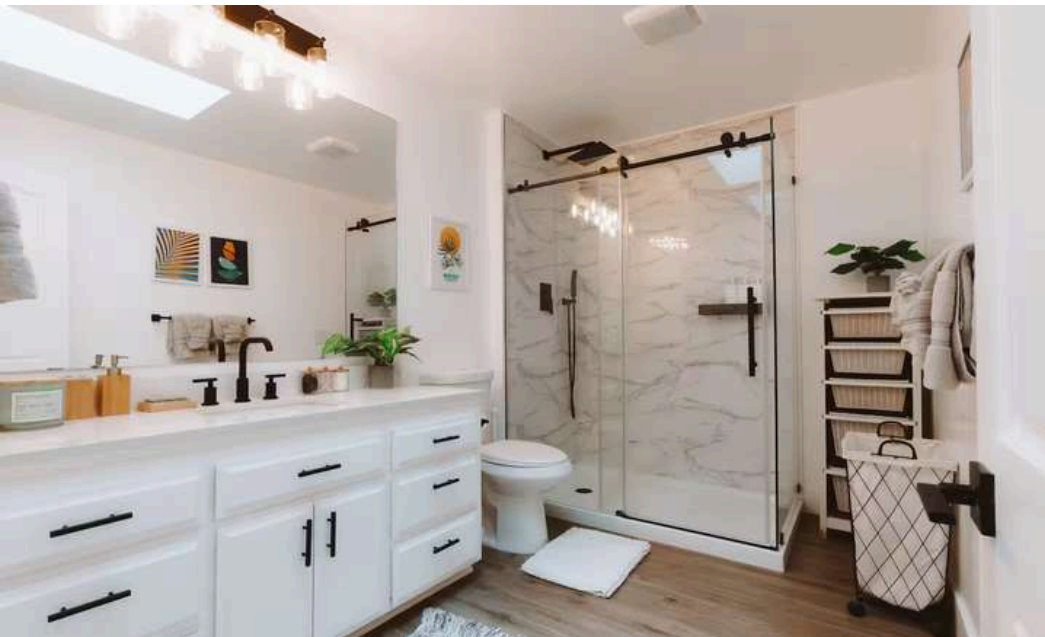
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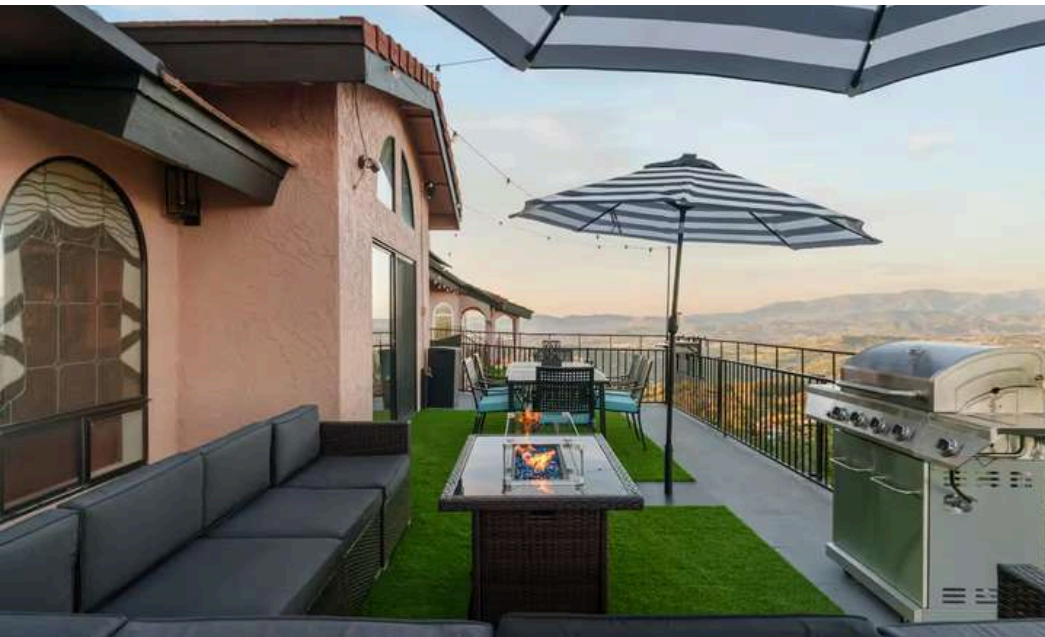
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# AERIAL MAP



SUBJECT PROPERTY



WELK GOLF COURSE

Hidden Meadows



# DEMOGRAPHICS AND MARKET OVERVIEW

POPULATION	1 MILE	3 MILES	5 MILES
Population (2024)	23,639	145,538	207,702
Projected Population (2029)	23,673	146,133	208,173
Projected Annual Growth (2024 - 2029)	0.03%	0.08%	0.05%
Median Age (2024)	33.0	36.8	37.5

INCOME	1 MILE	3 MILES	5 MILES
Average Household Income (2024)	\$85,510	\$110,408	\$125,839
Projected Average Household Income (2029)	\$102,548	\$131,240	\$147,866
Projected Annual Growth (2024-2029)	3.70%	3.52%	3.52%
Wealth Index (2024)	54	94	115

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
Households (2024)	7,133	47,394	68,152
Projected Households (2029)	7,248	48,451	69,537
Annual Growth (2020-2024)	0.24%	0.24%	0.35%
Projected Annual Growth (2024-2029)	0.32%	0.44%	0.40%
Average Household Size (2024)	3.22	3.03	2.99

## Escondido, San Diego County

Escondido, located in the heart of North San Diego County, is a maturing residential submarket with a blend of suburban charm and access to urban amenities. Its strategic inland location offers affordable alternatives to coastal housing with proximity to employment centers, schools, and recreational destinations.

- **Home Price Appreciation:** San Diego County home values have consistently outpaced national averages, with annual appreciation ranging between 5–8% over the past 5 years.
- **Housing Demand:** Residential demand in Escondido remains robust due to limited inventory, strong in-migration, and relatively affordable pricing.
- **Rental Performance:** Short-term rental demand remains high in scenic and suburban areas, especially for luxury properties with high occupancy potential.
- **Owner-Occupancy Trends:** Escondido shows a healthy mix of owner-occupied and rental properties, contributing to neighborhood stability and ongoing property value growth.
- **Market Outlook:** San Diego County is forecasted to remain one of the strongest real estate markets in California due to its economic resilience, limited buildable land, and desirable lifestyle.

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