



WELLS FARGO
Plaza @ The Village at
Newbury Park
925 Broadbeck Drive, Thousand Oaks, CA 91320

Marcus & Millichap



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**BRANDON
MICHAELS**
GROUP



WELLS FARGO PLAZA

YSPA

WELLS FARGO

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1

PROPERTY OVERVIEW



THOUSAND OAKS

Hampton's Inn & Suites
Walmart
CHASE
Starbucks

IN-N-OUT BURGER
ups
Mobil
6

chili's
TOWNEPLACE SUITES
MARRIOTT
COURTYARD Marriott

LA QUINTA

DEL TACO
PALM GARDEN Hotel
Ralphs

AMGEN

Anthem

VENTU PARK RD

101 VENTURA FWY

NEWBURY RD

MAMBA

BPA

RANCHO CONEJO BLVD

Target
Party City

M&E
INDOOR KART RACING CENTERS

Takeda

THOUSAND OAKS • CA

KOHL'S
Smart & Final.
CVS pharmacy
Citi CREDITCARD
Starbucks

ARCO
Bank of America
IHOP
Domino's

AMERICAS
BEST VALUE INN
Pollo Loco
Denny's
Chevron

PETSMART
ROSS
DRESS FOR LESS

WELLS FARGO
@ The Village at
Newbury Park
Plaza
925 Broadback Drive, Thousand Oaks, CA 91320

AT&T
FedEx
the Habit
BURGER GRILL
SUBWAY
CHIPOTLE
Starbucks
Jamba Juice

O'Reilly
AUTO PARTS
Jersey Mike's
TACO BELL
DOLLAR TREE

Jack
in the box
Auto Zone
LA FITNESS
LOWE'S

CASA CONEJO

WENDY DR

US 101
VENTURA FWY



WELLS FARGO @ The Village at
Plaza Newbury Park
925 Broadbeck Drive, Thousand Oaks, CA 91320

WELLS FARGO PLAZA OFFERS A UNIQUE OPPORTUNITY TO ACQUIRE A HIGH-IMAGE MIXED-USE RETAIL AND OFFICE BUILDING ANCHORED BY WELLS FARGO IDEALLY LOCATED IN THE DYNAMIC AND AFFLUENT CONEJO VALLEY SUB-MARKET OF THOUSAND OAKS, CA

The Brandon Michaels Group of Marcus & Millichap has been selected to exclusively market for sale Wells Fargo Plaza, a 15,290 square foot high image, mixed-use retail and office building ideally situated on 1.51 acres (65,775 square feet) of land in dynamic, high-growth, affluent Conejo Valley sub-market of Thousand Oaks, CA. Wells Fargo Plaza is ideally located at the NW signalized corner of Broadbeck Drive and Camino Dos Rios within the Village at Newbury Park, the dominant power center in the trade area. The Village at Newbury Park is a 575,644 SF center that includes strong national tenants such as Lowe's, Target, Home Depot, LA Fitness, Staples, PetSmart, Party City, Islands, Chipotle, Starbucks, Jack in the Box, Auto Zone, The Habit, and Farmer Boys.

Wells Fargo Plaza is ideally positioned within the Village at Newbury Park and is anchored by Wells Fargo Bank, a diversified, community-based financial services company with \$1.9 trillion in assets and an S&P credit rating of A- that has successfully operated out of this location since 2005. Wells Fargo provides banking, investment and mortgage products and services, as well as consumer and commercial finance, through 8,050 branches, more than 13,000 ATMs, the internet (wellsfargo.com) and mobile banking, and has offices in 32 countries and territories to support customers who conduct business in the global economy. With approximately 260,000 employees, Wells Fargo serves one in three households in the United States. Wells Fargo & Company was ranked No. 29 on Fortune's 2019 rankings of America's largest corporations. Annual revenues exceed \$86.41 billion.

Wells Fargo Plaza is a highly memorable, aesthetically pleasing steel frame building with recent improvements throughout. The building offers modern furnishings and upgrades in the common areas, restrooms and facade as well as extensive second floor office tenant improvements. New stonework throughout the building and a beautiful glass facade make this property an easily recognized landmark and is truly a pride of ownership opportunity.

Wells Fargo Plaza is ideally located directly off the Interstate 101 Ventura Freeway Wendy Drive is conveniently accessible from the freeway. It benefits from its close proximity to the freeway, with over 117,000 vehicles traveling along the freeway daily. The property offers excellent parking and its mix of retail and office space ideally caters to tenants in the immediate area. The second story office tenants are all on short term or month to month leases, creating a unique opportunity for an owner-user Buyer.

THOUSAND OAKS

AMERICAS
BEST VALUE INN

Denny's

e Pollo Loco

Chevron

O'Reilly
AUTO PARTS

Jersey Mike's
SUBS

DOLLAR TREE

TACO BELL

TARGET

Party City

THE HOME DEPOT

WELLS FARGO @ The Village at Newbury Park
Plaza
925 Broadbeck Drive, Thousand Oaks, CA 91320

AT&T

Habit
BURGER GRILL

FedEx

SUBWAY

CHIPOTLE
MEXICAN GRILL

Jamba Juice

Starbucks

Jack
in the box

Auto Zone

LA FITNESS

LOWE'S

US 101 VENTURA FWY

WENDY DR

OLD CONEJO RD

GRANDE VISTA DR

CAMINO DOS RIOS

BROADBECK DR

ACADEMY DR

THOUSAND OAKS

Hampton Inn & Suites
Walmart
CHASE
Starbucks

chili's
TOWNEPLACE SUITES
MARRIOTT
COURTYARD
Marriott

THE HOME DEPOT

Party City

TARGET

AT&T
FedEx
the Habit BURGER GRILL
SUBWAY
CHIPOTLE MEXICAN BOWL
Jamba Juice
Starbucks

AMERICAS BEST VALUE INN
Pollo Loco
Denny's
Chevron

Jack in the box
Auto Zone
LA FITNESS
LOWE'S

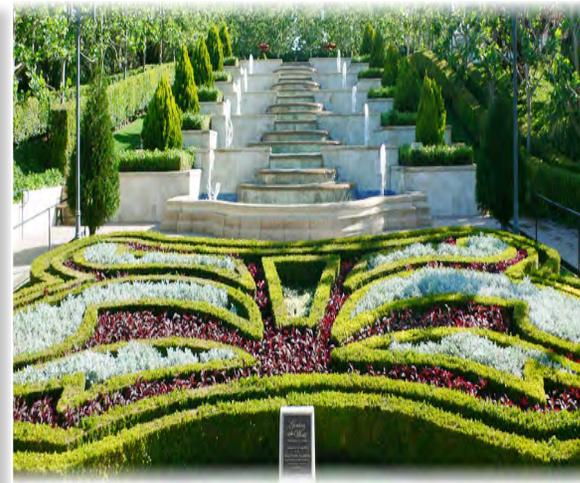
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ACADEMY DR

BROADBECK DR

CAMINO DOS RIOS

101 VENTURA Fwy



WELLS FARGO @ The Village at
Plaza Newbury Park
925 Broadbeck Drive, Thousand Oaks, CA 91320

WELLS FARGO PLAZA IS IDEALLY LOCATED IN THE DYNAMIC AND AFFLUENT VENTURA COUNTY SUB-MARKET OF THOUSAND OAKS, CA DIRECTLY OFF THE INTERSTATE 101 VENTURA FREEWAY AMONGST A SEA OF NATIONAL RETAILERS AND NEW DEVELOPMENT

Located directly off of the US 101 Freeway from the Wendy Drive exit, Wells Fargo Plaza sits within the Village at Newbury Park at the NW signalized corner of Camino Dos Rios and Broadbeck Drive. The subject property is located across from Chipotle, AT&T Store, Islands Restaurant, and Starbucks and directly across Broadbeck Drive from Target and Home Depot. Nearby along Hillcrest Drive is The Oaks Mall, a 1.3 million square foot upscale shopping and dining experience featuring Nordstrom, Macy's, Apple Store, Coach, Banana Republic, Pottery Barn, and Williams Sonoma, among others. Visitors have a large selection of restaurants to choose from, including The Cheesecake Factory, STACKED Food Well Built, Lazy Dog Cafe, Olive Garden, and Red Lobster.

Thousand Oaks is the second-largest city in Ventura County, California, United States. It is in the northwestern part of Greater Los Angeles, approximately 40 miles from Downtown Los Angeles. As a master planned community, the Thousand Oaks area is the site of numerous successful corporate and regional headquarters, and national retailers, as well as provides for a high quality of life. Major employers in the area include biotechnology leader Amgen Inc., Amthem Inc., General Dynamics, Jafra Cosmetics, Sage Publications, J.D. Powers, General Motors Regional Office, and Verizon Regional Office.

The affluent sub-market boasts an average household income of over \$106,000 within one mile of the subject property and over \$141,000 within three miles. The median home value is north of \$700,000 with an average age of 42.5. There are over 7,900 people within one mile of the Wells Fargo Plaza, over 51,000 within three miles, and over 118,000 people within five miles. The median household income is over \$94,000 within one mile of the subject property, and over \$114,000 within three miles.

INVESTMENT HIGHLIGHTS



PRIDE OF OWNERSHIP MIXED-USE PROPERTY ANCHORED BY WELLS FARGO

- 15,290 square foot retail (53%) and office (47%) property anchored by Wells Fargo
- 65,775 square feet of land (1.51 acres)
- Wells Fargo has successfully operated at this location since 2005
- Property will be 100% occupied at the close of escrow
- Office units are ideal size averaging 1,036 square feet per unit and are easily leasable with minimal tenant improvement costs



WELLS FARGO IS THE 4TH LARGEST BANK IN THE U.S. AND THE 14TH LARGEST BANK IN THE WORLD

- Wells Fargo is a diversified, community-based financial services company with \$1.9 trillion in assets and an S&P credit rating of A-
- Wells Fargo has 8,050 branches, more than 13,000 ATMs, the internet (wellsfargo.com) and mobile banking, and has offices in 32 countries and territories to support customers who conduct business in the global economy
- Wells Fargo & Company was ranked No. 29 on Fortune's 2019 rankings of America's largest corporations
- Annual revenues exceed \$86.41 billion
- Over 258,700 employees



WELLS FARGO PLAZA IS A PART OF THE VILLAGE AT NEWBURY PARK, THE DOMINANT POWER CENTER IN THE AREA

- The Village at Newbury Park is the Dominant Power Center in the Trade Area
- 575,644 SF center with Minimal Vacancy
- Includes strong national tenants such as Lowe's, Target, Home Depot, LA Fitness, Staples, PetSmart, Party City, Islands, Chipotle, Starbucks, Jack in the Box, Auto Zone, The Habit, and Farmer Boys.





HIGHLY-MEMORABLY, AESTHETICALLY PLEASING ARCHITECTURE ADDS TO THE ASSETS APPEAL



- Steel Frame Construction
- Recent Improvements
- Modern furnishings and upgrades in the common areas, restrooms and facade as well as extensive second floor office tenant improvements
- New stonework throughout the building and a beautiful glass facade make this property an easily recognized landmark
- Wells Fargo Plaza is truly a pride of ownership opportunity

EXCELLENT THOUSAND OAKS LOCATION



- Ideally located directly off the Interstate 101 Ventura Freeway
- Thousand Oaks is the second-largest city in Ventura County
- Close Proximity to the 1.3 Million Square Foot Oaks Mall
- Approximately 40 miles from Downtown Los Angeles
- Affluent sub-market with an Average Income over \$106,000
- Over 118,000 people within Five Miles of the Subject Property
- Major employers in the area include biotechnology leader Amgen Inc., Amthem Inc., General Dynamics, Jafra Cosmetics, Sage Publications, J.D. Powers, General Motors Regional Office, and Verizon Regional Office



BROADBECK DR

CAMINO DOS RIOS

PROPERTY HIGHLIGHTS

PROPERTY NAME	Wells Fargo plaza
ADDRESS	925 Broadbeck Drive Thousand Oaks, CA 91320
PRICE	\$6,900,000
BUILDING SF	15,290 SF Retail: 8,037 SF - 53% Office: 7,253 SF - 47%
LAND SF (ACRES)	65,775 SF (1.51 Acres)
PRICE/SF (BUILDING)	\$451
PRICE/SF (LAND)	\$105
CAP RATE	5.54%
PARKING	150 parking spaces; Ratio of 8.82/1,000 SF
YEAR BUILT	2005
APN NUMBER	667-0-290-315
ZONING	C3
OCCUPANCY AT THE CLOSE OF ESCROW	100%



8,037 SF

RETAIL PORTION BUILDING SF - 53%



7,253 SF

OFFICE PORTION BUILDING SF - 47%



65,775 SF

LAND SF



5.54%

CAP RATE

PROPERTY DETAILS



150

PARKING SPACES



2005

YEAR BUILT



117,000 +

TRAFFIC COUNTS
ALONG VENTURA
FREEWAY

SITE LOCATION

The subject property is located at the intersection of Broadbeck Dr and Camino Dos Rios, directly off 101 Ventura Freeway.

SQUARE FOOTAGES

The total building square footage is 15,290 SF. The total land square footage is 65,775 SF. Square footages are approximate and must be confirmed by Buyer as part of Due Diligence.

PARKING SPACES

150 free Surface Spaces are available; Ratio of 8.82/1,000 SF.

TRAFFIC COUNTS

The traffic counts along Ventura Freeway are over 117,000 vehicles per day.

YEAR BUILT

The property was built in 2005.

ZONING/APN NUMBER

The zoning is C-3. The APN number is 667-0-290-315.



SUMMARY OF TERMS

Interest Offered:

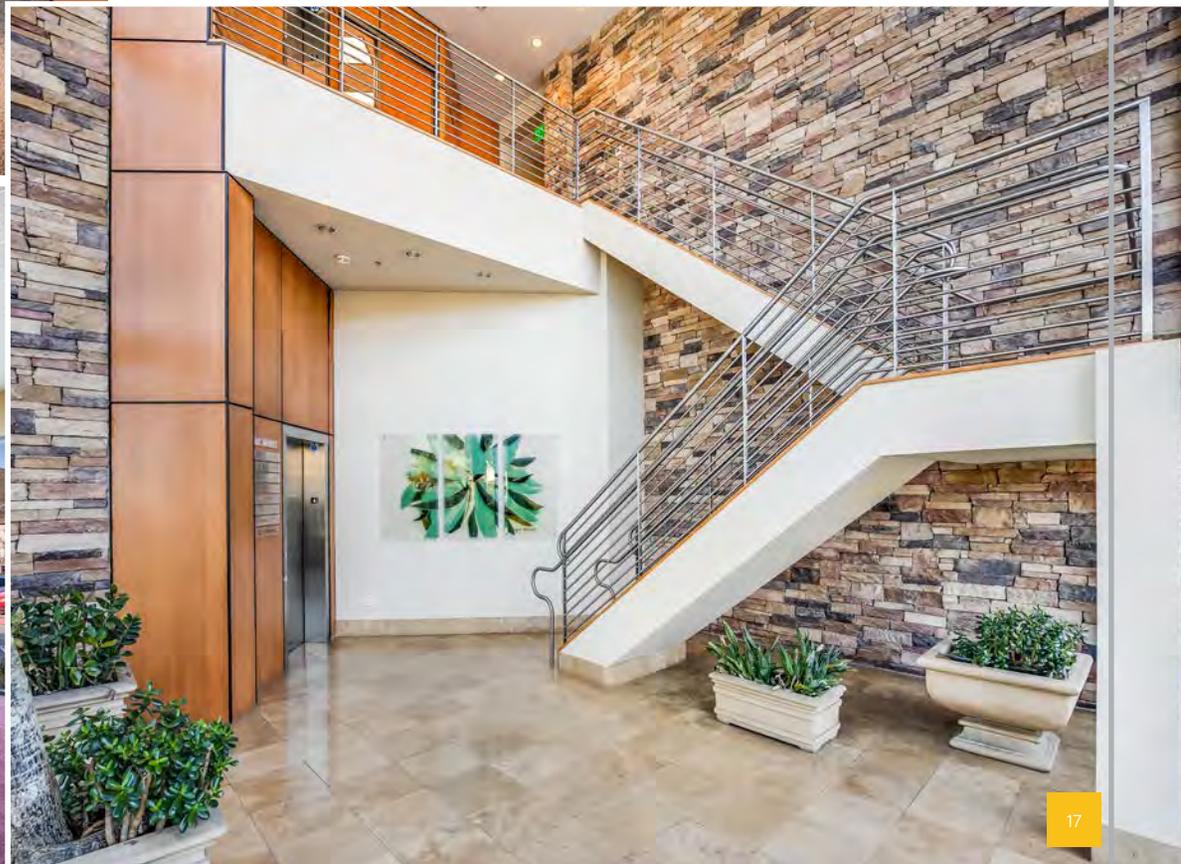
100% fee simple interest in a 15,290 SF office/retail mixed-use building located at C925 Broadbeck Drive, Thousand Oaks, CA 91320.

Terms of the Sale:

Property is being offered on a free and clear basis.

Property Tours:

Prospective purchases are encouraged to visit the site and review all due diligence materials prior to submitting offers. Access to an outline due diligence is available portal. All property tours must be coordinated through the listing team.



TENANT OVERVIEW

WELLS FARGO

WELLS FARGO & COMPANY IS THE FOURTH LARGEST BANK BY MARKET CAPITALIZATION AND TOTAL ASSETS IN THE U.S.

TYPE	Public
TRADED AS	NYSE: WFC S&P 100 component S&P 500 component
FOUNDED	1852 in San Francisco, California, U.S.
NUMBER OF LOCATIONS	8,050 branches (2018) 13,000 ATMs (2018)
AREA SERVED	Worldwide
REVENUE	US\$86.40 billion (2018)
RATING	Fitch: A+ (2018) Moody's: A2 (2018) S&P: A- (2018)
WEBSITE	wellsfargo.com

Wells Fargo & Company is an American multinational financial services company headquartered in San Francisco, California, with central offices throughout the United States. Wells Fargo is ranked number 26 on the 2018 Fortune 500 rankings of the largest US corporations by total revenue. In July 2015, Wells Fargo became the world's largest bank by market capitalization, edging past ICBC, before slipping behind JPMorgan Chase in September 2016, in the wake of a scandal involving the creation of over 2 million fake bank accounts by Wells Fargo employees. Wells Fargo fell behind Bank of America to third by bank deposits in 2017 and behind Citigroup to fourth by total assets in 2018. Wells Fargo is incorporated in Delaware.

The firm's primary operating subsidiary is national bank Wells Fargo Bank, N.A., which designates its main office as Sioux Falls, South Dakota. Wells Fargo in its present form is a result of a merger between San Francisco-

based Wells Fargo & Company and Minneapolis-based Norwest Corporation in 1998 and the subsequent 2008 acquisition of Charlotte-based Wachovia. Following the mergers, the company transferred its headquarters to Wells Fargo's headquarters in San Francisco and merged its operating subsidiary with Wells Fargo's operating subsidiary in Sioux Falls. Along with JPMorgan Chase, Bank of America, and Citigroup, Wells Fargo is one of the "Big Four Banks" of the United States. As of June 2018, it had 8,050 branches and 13,000 ATMs. In 2018 the company had operations in 35 countries with over 70 million customers globally.





The Village at Newbury Park

This 90-acre master development planned multi-phased project included major restructuring of surrounding streets and access ramps to this freeway. With over 750,000 square feet of commercial uses this center is the retail focal point of Newbury Park.



AT&T



An aerial photograph of a university campus, likely Stanford University, showing various academic buildings, parking lots, and green spaces. In the foreground, there are large, multi-story buildings with red-tiled roofs. The background features rolling hills and a clear blue sky. A circular graphic with a dark red background and a yellow border is overlaid on the left side of the image.

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FINANCIAL ANALYSIS



FINANCIAL ANALYSIS

RENT ROLL

UNIT	TENANT	SF	SF %	LEASE START	LEASE EXP	OPTIONS	RENT	RENT/ SF	INCREASES	PRO FORMA RENT	PRO FORMA RENT/SF
101	TLC Nail Spa	1,894	12.39%	09/01/2019	10/31/2020	One 3-yr	5,495.00	\$2.90	1.6%	5,585.00	\$2.95
102	Lease Pending	1,135	7.42%		3 years		2,837.50	\$2.50	3.0%	2,922.63	\$2.58
103	Wells Fargo Bank	5,008	32.75%	09/01/2005	04/30/2025	One 5-yr	16,750.00	\$3.34	0.0%	16,750.00	\$3.34
200	Tyrel Carson	838	5.48%	08/01/2019	07/31/2021	One year	1,500.00	\$1.79	6.7%	1,600.00	\$1.91
205	Gary Skerik CPA	853	5.58%	12/01/2014	M2M		1,663.35	\$1.95	3.0%	1,713.25	\$2.01
210	Shilpa Jindani	827	5.41%	12/01/2019	11/30/2021		1,200.00	\$1.45	8.3%	1,300.00	\$1.57
215	Harris Group, Inc	1,227	8.02%	07/15/2019	08/14/2021		2,392.65	\$1.95	3.0%	2,464.43	\$2.01
220	American Music & Sound	1,193	7.80%	06/01/2017	M2M		2,627.73	\$2.20	3.0%	2,706.56	\$2.27
225	Lawrence Donald Lerner	836	5.47%	11/01/2018	12/31/2021		1,685.13	\$2.02	3.0%	1,735.68	\$2.08
230	Robert Smith	1,479	9.67%	12/01/2018	11/30/2021		3,253.80	\$2.20	2.3%	3,327.75	\$2.25
TOTAL		15,290	100%				39,405	\$2.58		40,105	\$2.62

OPERATING DATA

INCOME AND EXPENSE		CURRENT		PRO FORMA		EXPENSE BREAKDOWN		PER YEAR	PER SF
Scheduled Lease Income		\$472,862		\$481,264		Taxes @1.25%		\$86,250	\$5.64
NNN Charges		\$84,997		\$84,997		Business License		\$3,511	\$0.23
Effective Gross Income		\$557,859		\$566,260		Management		\$18,914	\$1.24
Vacancy (Excluding Wells Fargo)	5.00%	\$13,593	5.00%	\$14,013		Utilities		\$12,665	\$0.83
Expenses		\$161,702		\$161,702		Operating & Maintenance		\$40,361	\$2.64
Net Operating Income		\$382,564		\$390,545		TOTAL		\$161,702	\$10.58/\$0.88
Loan Payment		\$230,076		\$230,076					
Pre-Tax Cash Flow		5.52%	\$152,488	5.81%	\$160,469				
Principal Reduction		\$74,826		\$74,826					
Total Return Before Taxes		8.24%	\$227,314	8.53%	\$235,295				

PRICING

PRICE:	\$6,900,000
CAP RATE:	5.54%
BUILDING SF:	15,290 SF
LAND SF:	65,775 SF
PRICE/SF (BUILDING):	\$451
PRICE/SF (LAND):	\$105

PROPOSED FINANCING

LOAN AMOUNT:	\$4,140,000 (60% LTV)
INTEREST RATE:	3.75%
AMORTIZATION:	30 Years



FINANCIAL ANALYSIS

10-YEAR CASH FLOW ANALYSIS

	HISTORICAL YEAR FY19	PROJECTED YEAR FY20	PROJECTED YEAR FY21	PROJECTED YEAR FY22	PROJECTED YEAR FY23	PROJECTED YEAR FY24
Effective Gross Income (EGI)	\$557,859	\$566,260	\$583,248	\$600,745	\$618,768	\$637,331
Total Expenses:	\$(175,295)	\$(175,715)	\$(186,164)	\$(191,749)	\$(197,501)	\$(203,426)
Net Operating Income (NOI)	\$382,564	\$390,545	\$397,084	\$408,997	\$421,267	\$433,905
Less: Loan Payment		\$(155,250)	\$(151,395)	\$(147,395)	\$(143,246)	\$(138,940)
Principal Reduction		\$(102,803)	\$(106,658)	\$(110,658)	\$(114,808)	\$(119,113)
Cash Flow to Equity Investors		\$132,492	\$139,031	\$150,944	\$163,214	\$175,852
Debt Balance:	\$4,140,000	\$4,037,197	\$3,930,538	\$3,819,880	\$3,705,073	\$3,585,960

(CONTINUED)	PROJECTED YEAR FY25	PROJECTED YEAR FY26	PROJECTED YEAR FY27	PROJECTED YEAR FY28	PROJECTED YEAR FY29	STABILIZED YEAR
Effective Gross Income (EGI)	\$656,451	\$676,144	\$696,429	\$717,321	\$738,841	\$761,006
Total Expenses:	\$(209,529)	\$(215,815)	\$(222,289)	\$(228,958)	\$(235,827)	\$(242,901)
Net Operating Income (NOI)	\$446,922	\$460,330	\$474,139	\$488,364	\$503,014	\$518,105
Less: Loan Payment	\$(134,473)	\$(129,839)	\$(125,031)	\$(120,043)	\$(114,868)	
Principal Reduction	\$(123,580)	\$(128,214)	\$(133,022)	\$(138,010)	\$(143,186)	
Cash Flow to Equity Investors	\$188,869	\$202,276	\$216,086	\$230,310	\$244,961	
Debt Balance:	\$3,462,380	\$3,334,166	\$3,201,144	\$3,063,134	\$2,919,948	



FINANCIAL ANALYSIS

IRR ANALYSIS

	HISTORICAL YEAR FY19	PROJECTED YEAR FY20	PROJECTED YEAR FY21	PROJECTED YEAR FY22	PROJECTED YEAR FY23	PROJECTED YEAR FY24
Net Proceeds from Sale of Property:						
Cash Flows Avail. to All Investors:		\$390,545	\$397,084	\$408,997	\$421,267	\$433,905
Initial Property Acquisition Price:	\$(6,900,000)					
Total Project Cash Flows (Unleveraged IRR):	\$(6,900,000)	\$390,545	\$397,084	\$408,997	\$421,267	\$433,905

(CONTINUED)	PROJECTED YEAR FY25	PROJECTED YEAR FY26	PROJECTED YEAR FY27	PROJECTED YEAR FY28	PROJECTED YEAR FY29
Net Proceeds from Sale of Property:					\$9,420,090
Cash Flows Avail. to All Investors:	\$446,922	\$460,330	\$474,139	\$488,364	\$503,014
Initial Property Acquisition Price:					
Total Project Cash Flows (Unleveraged IRR):	\$446,922	\$460,330	\$474,139	\$488,364	\$9,923,104

Unleveraged Internal Rate of Return (IRR): 8.72%

Total Returns:	\$13,844,656
Total Initial Investment:	\$6,900,000
Cash-on-Cash Multiple:	2.01 x

IRR ANALYSIS

	HISTORICAL YEAR FY19	PROJECTED YEAR FY20	PROJECTED YEAR FY21	PROJECTED YEAR FY22	PROJECTED YEAR FY23	PROJECTED YEAR FY24
Net Proceeds from Sale of Property:						
Cash Flows to Equity Investors:		\$132,492	\$139,031	\$150,944	\$163,214	\$175,852
Debt Principal Repayment Upon Exit:						
Initial Equity Investment:	\$(2,760,000)					
Total Cash Total Cash Flows to Equity (Leveraged IRR):	\$(2,760,000)	\$132,492	\$139,031	\$150,944	\$163,214	\$175,852

(CONTINUED)	PROJECTED YEAR FY25	PROJECTED YEAR FY26	PROJECTED YEAR FY27	PROJECTED YEAR FY28	PROJECTED YEAR FY29
Net Proceeds from Sale of Property:					\$9,420,090
Cash Flows to Equity Investors:	\$188,869	\$202,276	\$216,086	\$230,310	\$244,961
Debt Principal Repayment Upon Exit:					\$(2,919,948)
Initial Equity Investment:					
Total Cash Total Cash Flows to Equity (Leveraged IRR):	\$188,869	\$202,276	\$216,086	\$230,310	\$6,745,103

Leveraged Internal Rate of Return (IRR): 13.42%

Total Returns:	\$8,344,176
Total Initial Investment:	\$2,760,000
Cash-on-Cash Multiple:	3.02 x

An aerial photograph of a multi-lane highway interchange with several overpasses. The surrounding area includes green grassy fields, a residential neighborhood with houses, and a large parking lot with many cars. A circular graphic with a dark brown background and a yellow border is overlaid on the left side of the image.

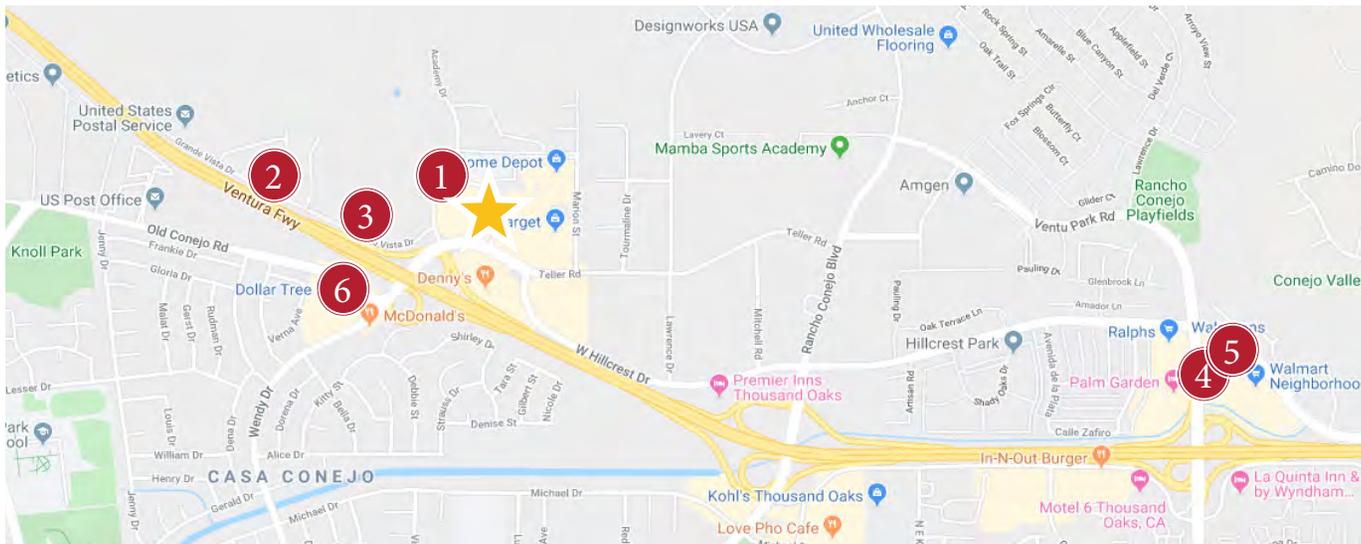
3

COMPARABLES ANALYSIS



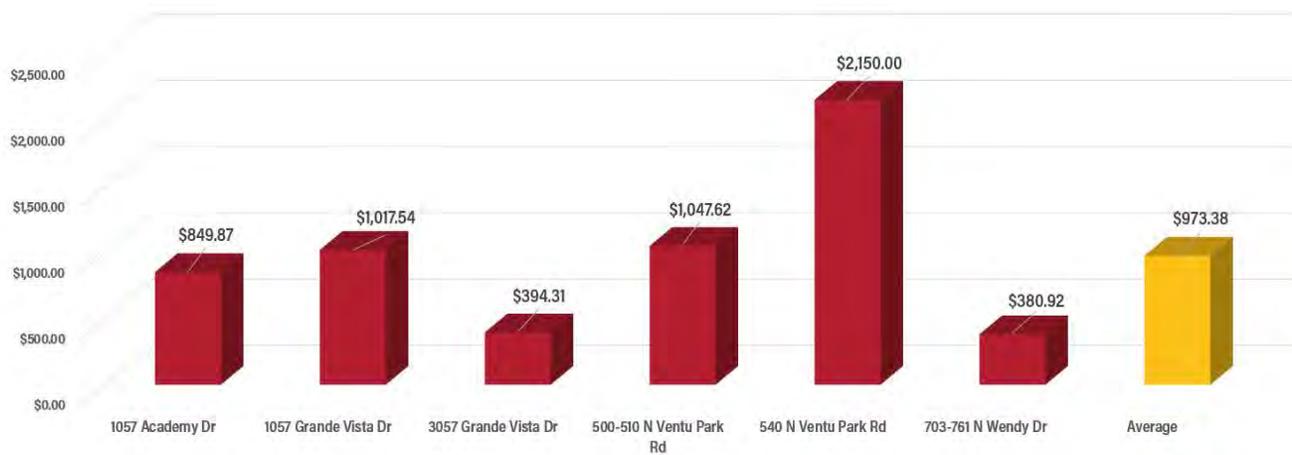
SALES COMPARABLES - RETAIL

#	ADDRESS	SALE PRICE	BUILDING SF	PRICE/SF (BUILDING)	LAND SF	PRICE/SF (LAND)	CAP RATE	ZONING	SALES DATE
1	 1057 Academy Dr Farmer Boys - The Village at Newbury Park Newbury Park, CA 91320	\$2,706,000	3,184	\$849.87	55,321	\$48.91	4.25%	-	In Escrow
2	 1057 Grande Vista Dr Jack in the Box Newbury Park, CA 91320	\$2,900,000	2,850	\$1,017.54	30,056	\$96.49	4.31%	Commercial	08/12/2019
3	 3057 Grande Vista Dr LA Fitness - The Village at Newbury Park Newbury Park, CA 91320	\$14,550,000	36,900	\$394.31	195,432	\$74.45	5.83%	-	08/29/2019
4	 500-510 N Ventu Park Rd Chase Bank - Thousand Oaks Marketplace Thousand Oaks, CA 91320	\$4,400,000	4,200	\$1,047.62	63,598	\$69.18	4.37%	C3, Thousand Oaks	07/11/2019
5	 540 N Ventu Park Rd Starbucks - Thousand Oaks Marketplace Thousand Oaks, CA 91320	\$4,085,000	1,900	\$2,150.00	32,143	\$127.09	-	-	06/22/2018
6	 703-761 N Wendy Dr Conejo Gateway Newbury Park, CA 91320	\$18,000,000	47,254	\$380.92	299,475	\$60.11	6.00%	CPD	07/26/2019
AVERAGE		\$7,773,500	16,048	\$973.38	112,671	\$79.37	4.95%	-	-



- ★ 925 Broadbeck Dr
- ① 1057 Academy Dr
- ② 1057 Grande Vista Dr
- ③ 3057 Grande Vista Dr
- ④ 500-510 N Ventu Park Rd
- ⑤ 540 N Ventu Park Rd
- ⑥ 703-761 N Wendy Dr

SALES COMPARABLES - RETAIL | PRICE/SF



\$325
AVG PRICE/SF

\$46
AVG PRICE/LAND SF

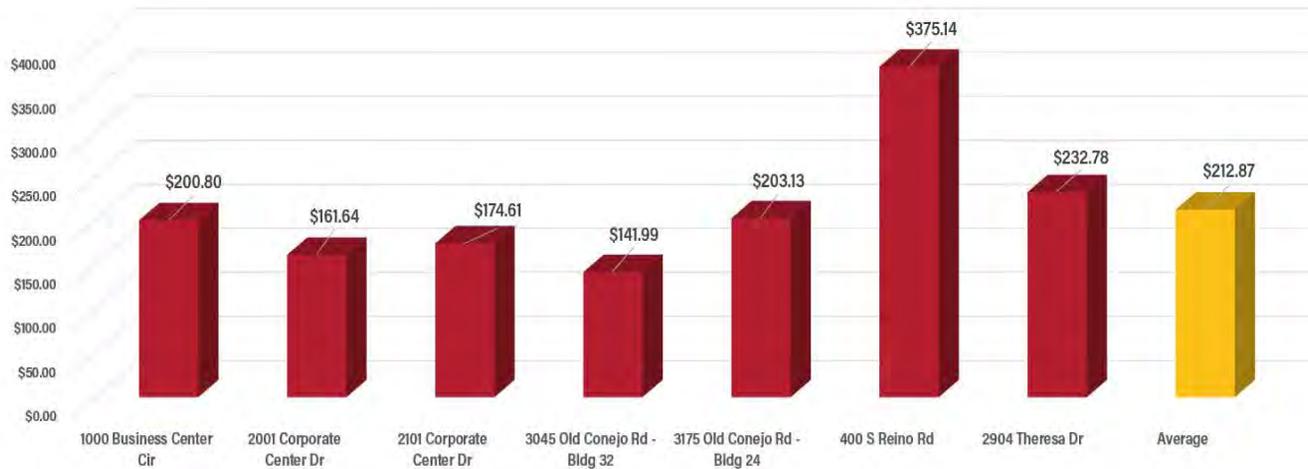
SALES COMPARABLES - OFFICE

#	ADDRESS	SALE PRICE	BUILDING SF	PRICE/SF (BUILDING)	LAND SF	PRICE/SF (LAND)	CAP RATE	ZONING	SALES DATE
1	 1000 Business Center Cir Newbury Park, CA 91320	\$3,950,000	19,671	\$200.80	73,181	\$53.98	6.51%	-	05/23/2018
2	 2001 Corporate Center Dr Newbury Park, CA 91320	\$8,100,000	50,112	\$161.64	126,324	\$64.12	-	M1	04/20/2018
3	 2101 Corporate Center Dr Newbury Park, CA 91320	\$8,765,455	50,199	\$174.61	142,006	\$61.73	7.87%	M-1	06/26/2018
4	 3045 Old Conejo Rd - Bldg 32 Thousand Oaks, CA 91320	\$2,200,000	15,494	\$141.99	8,276	\$265.83	-	C2	4/12/2018
5	 3175 Old Conejo Rd - Bldg 24 Thousand Oaks, CA 91320	\$1,325,000	6,523	\$203.13	3,485	\$380.20	-	C2	05/10/2019
6	 400 S Reino Rd Thousand Oaks, CA 91320	\$2,300,000	6,131	\$375.14	25,700	\$89.49	-	C1	04/30/2019
7	 2904 Theresa Dr Newbury Park, CA 91320	\$1,450,000	6,229	\$232.78	30,056	\$48.24	7.00%	CO	01/23/2018
AVERAGE		\$4,012,922	22,051	\$212.87	58,433	\$137.66	7.13%	-	-



- ★ 925 Broadbeck Dr
- ① 1000 Business Center Cir
- ② 2001 Corporate Center Dr
- ③ 2101 Corporate Center Dr
- ④ 3045 Old Conejo Rd - Bldg 32
- ⑤ 3175 Old Conejo Rd - Bldg 24
- ⑥ 400 S Reino Rd
- ⑦ 2904 Theresa Dr

SALES COMPARABLES - RETAIL | PRICE/SF



\$213
AVG PRICE/SF

\$138
AVG PRICE/LAND SF

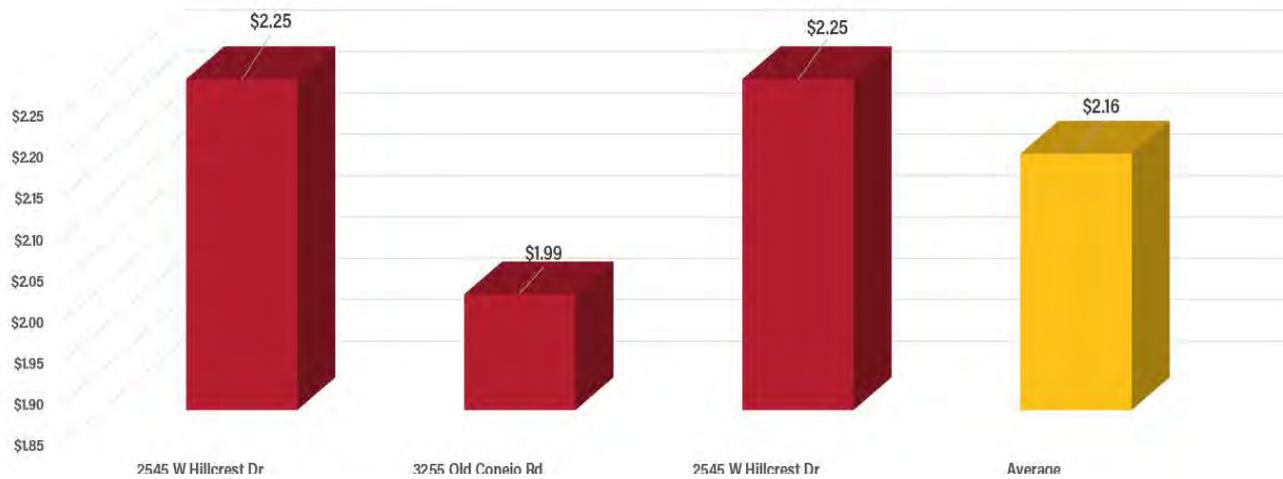
RENT COMPARABLES - OFFICE

#	ADDRESS	RENTABLE SF	SF LEASED	RENT/SF/MONTH	RENT/SF/YEAR	LEASE START	LEASE TYPE
1	 <p>2545 W Hillcrest Dr Thousand Oaks, CA 91320</p>	71,837	5,727	\$2.25	\$27.00	Dec 2019	MG
2	 <p>3255 Old Conejo Rd Bldg 12 Thousand Oaks, CA 91320</p>	8,499	628	\$1.99	\$23.00	Nov 2019	MG
3	 <p>2545 W Hillcrest Dr Thousand Oaks, CA 91320</p>	71,837	7,293	\$2.25	\$27.00	Nov 2019	MG
AVERAGE		50,724	4,549	\$2.16	\$25.67	-	-



- ★ 925 Broadbeck Dr
- ① 2545 W Hillcrest Dr
- ② 3255 Old Conejo Rd
- ③ 2545 W Hillcrest Dr

RENT COMPARABLES - OFFICE | PRICE/SF



\$2.16
AVG RENT/SF/MON

\$25.67
AVG RENT/SF/YR

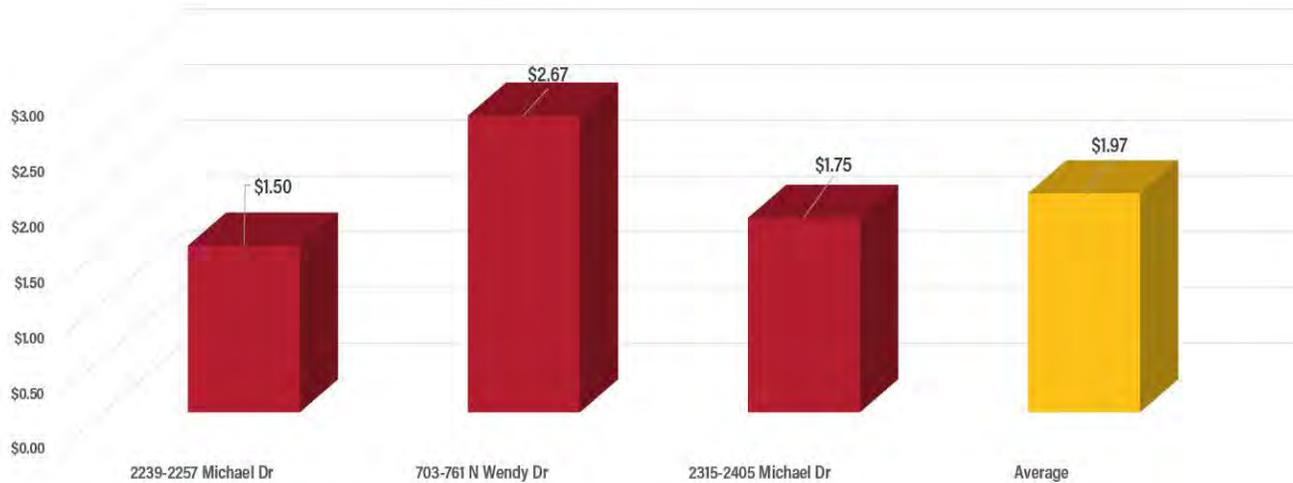
RENT COMPARABLES - RETAIL

#	ADDRESS	RENTABLE SF	SF LEASED	RENT/SF/MONTH	RENT/SF/YEAR	LEASE START	LEASE TYPE
1	 2239-2257 Michael Dr Newbury Park, CA 91320	10,841	1,200	\$1.50	\$18.00	Nov 2019	NNN
2	 703-761 N Wendy Dr Newbury Park, CA 91320	37,741	900	\$2.67	\$32.04	July 2019	NNN
3	 2315-2405 Michael Dr Times Square Shopping Center Newbury Park, CA 91320	28,691	2,035	\$1.75	\$21.00	Mar 2019	NNN
AVERAGE		25,758	1,378	\$1.97	\$23.68	-	-



- ★ 925 Broadbeck Dr
- ① 2239-2257 Michael Dr
- ② 703-761 N Wendy Dr
- ③ 2315-2405 Michael Dr

RENT COMPARABLES - RETAIL | PRICE/SF



\$1.97
AVG RENT/SF/MON

\$23.68
AVG RENT/SF/YR



4

AREA OVERVIEW





THOUSAND OAKS, CA

Thousand Oaks is the second-largest city in Ventura County, California, United States. It is in the northwestern part of Greater Los Angeles, approximately 40 miles (64 km) from Downtown Los Angeles and is less than 15 miles (24 km) from the Los Angeles neighborhood of Woodland Hills. It is named after the many oak trees present in the area, and the city seal is adorned with an oak.

The city forms the central populated core of the Conejo Valley. Thousand Oaks was incorporated in 1964, but has since expanded to the west and east. Two-thirds of neighboring Westlake Village and most of Newbury Park were annexed by the city during the late 1960s and 1970s. The Los Angeles County–Ventura County line crosses at the city's eastern border with Westlake Village. Thousand Oaks is 55 square miles, which, for comparison, is 20 percent larger than San Francisco.

Thousand Oaks was considered in 2002 as one of the safest cities in the U.S. based on consistent FBI reporting. It was ranked the fourth-safest among cities with a population greater than 100,000 in the United States by the FBI's 2013 Uniform Crime Reports.

Thousand Oaks is the home of the temporary, in-season training facilities for The Los Angeles Rams, which are currently in full use at the Cal Lutheran Campus in Thousand Oaks.

The City of Thousand Oaks is a premiere community recognized for being one of the most desirable places in all of California to live, work, recreate, and raise a family. Located in between Los Angeles and Santa Barbara in Ventura County, Thousand Oaks is nestled against the Santa Monica Mountains and with over 15,000 acres of natural publicly owned open space located within the City's boundaries.



Major Employers:

AMGEN

California Lutheran
UNIVERSITY

Anthem
BlueCross

Dole

LOS ROBLES
HOSPITAL & MEDICAL CENTER

SKYWORKS

the
OAKS

Shire

Sensata
Technologies



▶ CONEJO VALLEY ART MUSEUM

Conejo Valley Art Museum is a museum located at Janss Marketplace in Thousand Oaks, California. Established in 1978, the museum showcases fine art, modern art, abstracts, textiles and sculptures. Displays are changing periodically and often include artwork featured on national tours. The museum has hosted art collections from artists such as Howard Brodie, David Rose and Elizabeth Williams.



▲ THOUSAND OAKS CIVIC ARTS PLAZA

The Thousand Oaks Civic Arts Plaza is a performing arts center and City Hall for the city of Thousand Oaks, California. City Hall includes Planning and Building Department, City Works and other city departments. It is located on Thousand Oaks Boulevard, immediately across from Gardens of the World. The immediate areas surrounding Thousand Oaks Civic Arts Plaza was among the first populated parts of the Conejo Valley.



▼ GARDENS OF THE WORLD

Gardens of the World is a botanical garden in Thousand Oaks, California. It is located at Thousand Oaks Boulevard, directly across the street from Thousand Oaks Civic Arts Plaza. Established in 2001, the park was given to the city by the owners of a local travel agency. It is home to a French garden and waterfall, English rose garden, Italian grapevine garden and a Japanese garden with koi ponds and a pagoda.



◀ CONEJO PLAYERS THEATRE

Conejo Players Theatre is a performing arts theater in Thousand Oaks, California. Established in 1958, it is the oldest theater in the city -- as well as one of the oldest in Southern California. It hosts a full season of Mainstage shows each year, including musicals and plays -- plus special events, workshops, improv comedy performances, holiday shows, and a long-running children's theatre program taught by theater professionals.

DEMOGRAPHICS

130,196

Total Population of Thousand Oaks, CA. The median age is 43.5



49%
Male



51%
Female

EDUCATION



14%
High School Graduate



30%
Some College or
Associates Degree

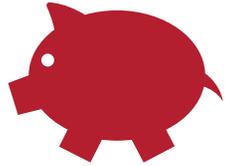


29%
Bachelor's Degree



21%
Master's Degree or Higher





\$135,369

Average HH income within 5-m radius



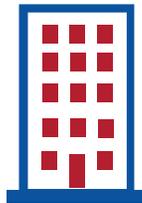
135,117

Population within 5-m radius



35,497

Owner Occupied Households within 5-m radius



13,196

Renter Occupied Households within 5-m radius



\$108,175

Median HH income within 5-m radius



8,208

Businesses within a 5-m radius

DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
2019 Total Population:	7,901	50,825	117,558
Pop Growth 2019-2024:	3.47%	1.18%	0.69%
Average Age:	39.20	41.00	41.20
2019 Total Households:	2,561	17,802	41,820
Avg Household Size:	3.00	2.80	2.70
2019 Owner Occupied Households:	1,815	13,737	30,849
2019 Renter Occupied Households:	745	4,065	10,971
2019 HOUSEHOLDS BY HOUSEHOLD INCOME			
<\$25,000	254	1,188	4,084
\$25,000 - \$50,000	522	2,480	5,449
\$50,000 - \$75,000	269	1,759	5,118
\$75,000 - \$100,000	312	2,036	4,690
\$100,000 - \$125,000	480	2,535	5,923
\$125,000 - \$150,000	169	1,442	3,394
\$150,000 - \$200,000	324	2,515	5,596
\$200,000+	230	3,846	7,565
2019 Median Household Income	\$93,829	\$114,176	\$106,620
2019 Average Household Income	\$106,546	\$141,284	\$130,337

Marcus & Millichap



BRANDON
MICHAELS

GROUP

SOUTHERN CALIFORNIA'S PREMIER SALES TEAM



**WELLS
FARGO**
Plaza @ The Village at
Newbury Park
925 Broadbeck Drive, Thousand Oaks, CA 91320

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