

FOR SALE: ±122,566 SF C-1 ZONED LAND

±2.81 ACRE COMMERCIAL SITE

ORANGE COUNTY, CA REDEVELOPMENT OPPORTUNITY



PRIME LAND ASSEMBLAGE WITH DUAL FWY ACCESS

KW COMMERCIAL - HOLLYWOOD HILLS

a division of Keller Williams Realty International

9000 Sunset Boulevard, 11th Floor
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Each office is independently owned and operated

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17920 BROOKHURST STREET



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17920 BROOKHURST STREET



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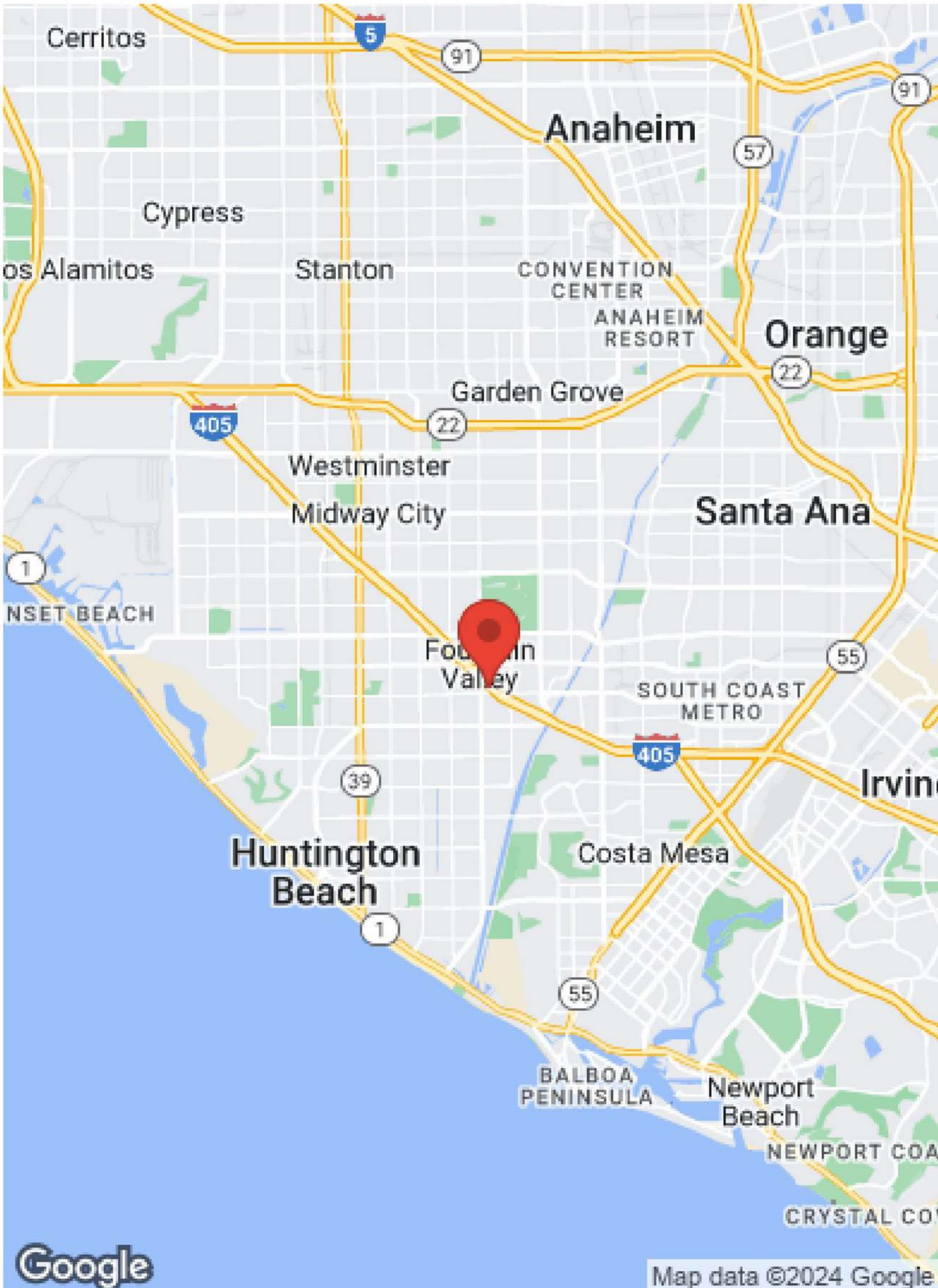
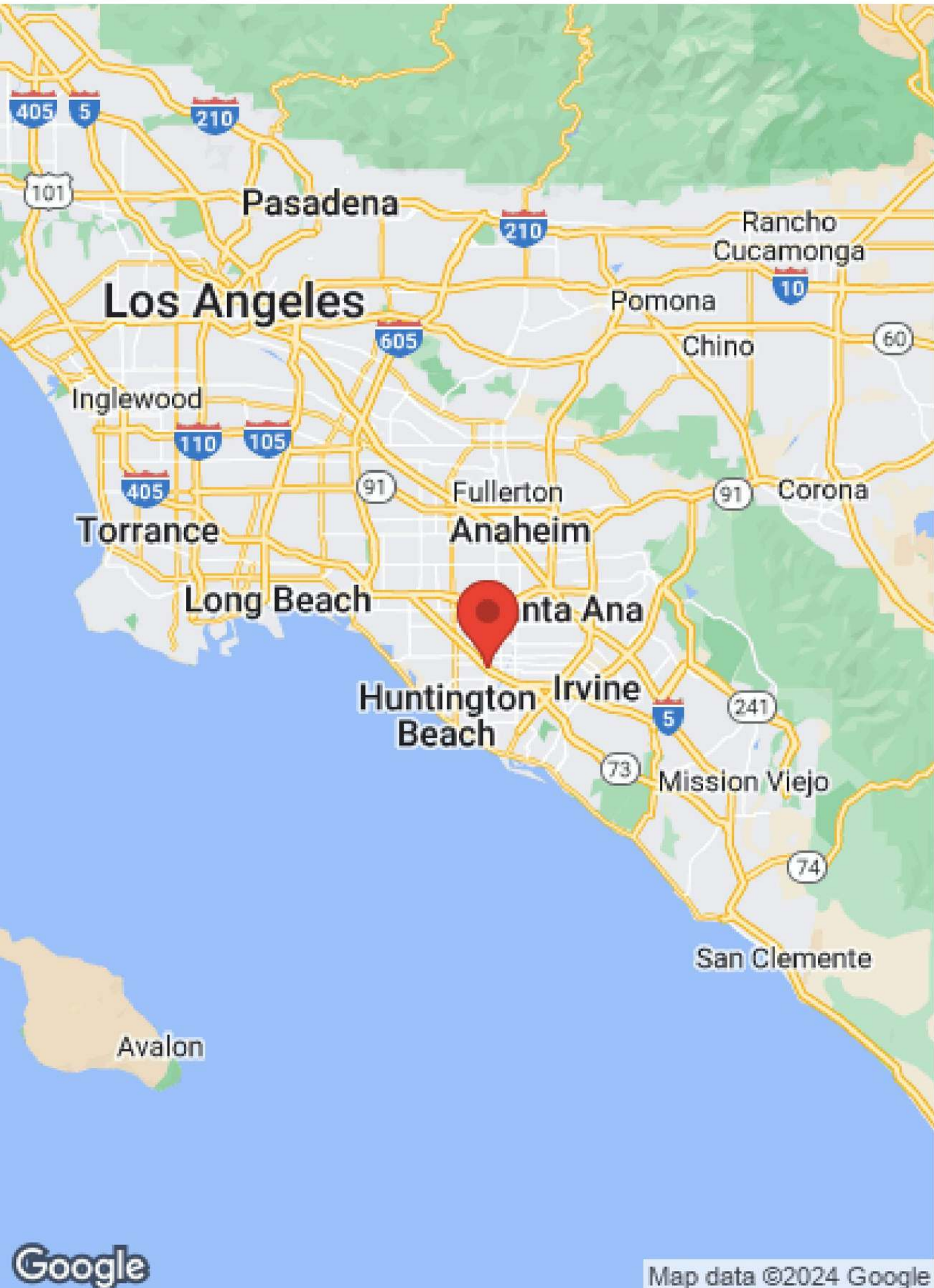
SITE OF INTEREST

17920 BROOKHURST STREET



LOCATION MAPS

17920 BROOKHURST STREET



HOTEL DEVELOPMENT W/POTENTIAL 1.5 FAR

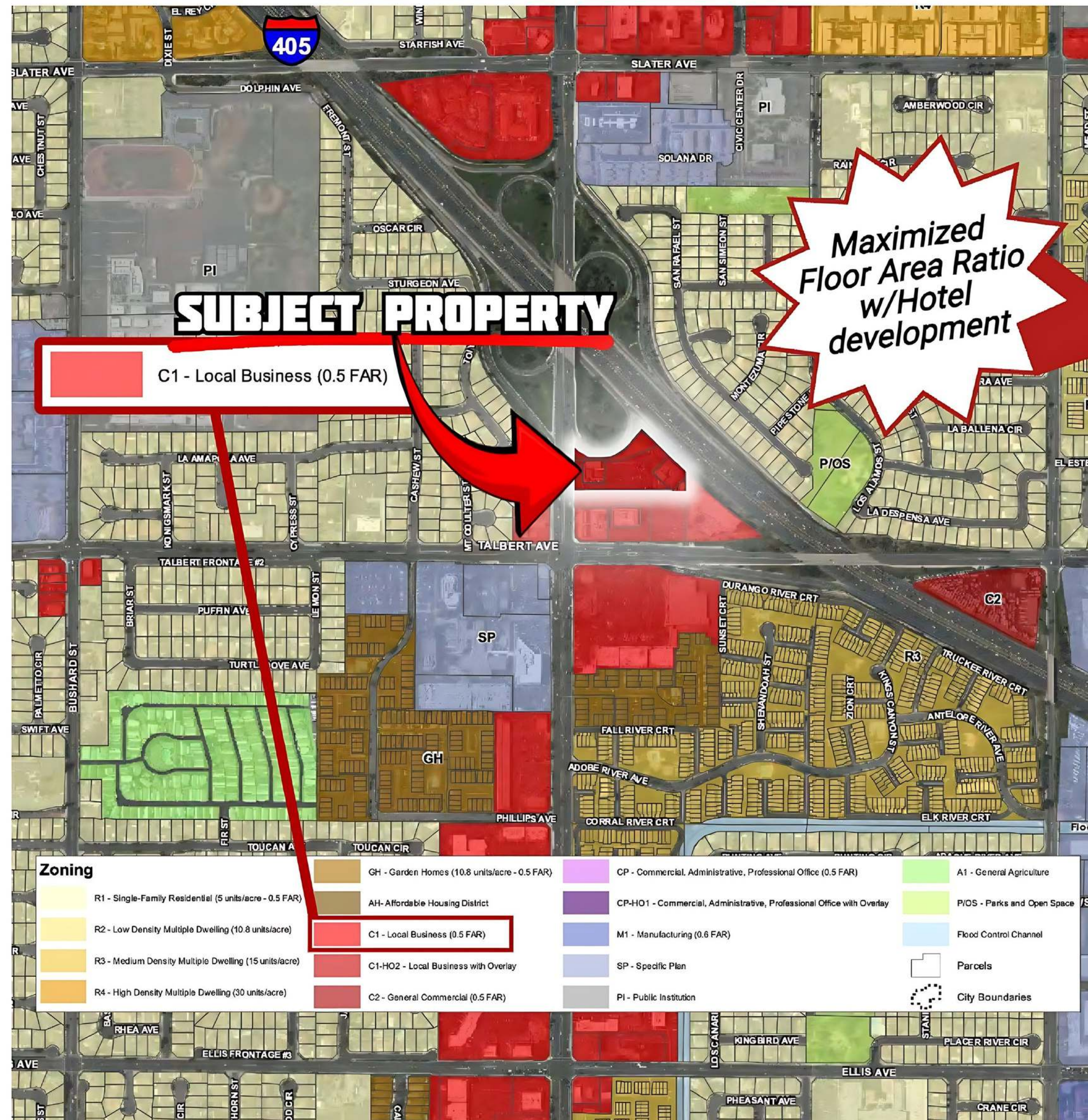
17920 BROOKHURST STREET



Located in Fountain Valley, this property boasts a favorable Floor Area Ratio (FAR) of up to 1.5, achievable through adherence to city development standards. With this potential, the site offers an opportunity to develop over 180,000 square feet, making it highly suitable for a hotel project. Positioned near Mile Square Regional Park and coastal attractions, the area draws a steady flow of tourists and business travelers year-round. Its strategic location, combined with robust local amenities and strong demographic appeal, ensures consistent occupancy and robust revenue potential. This investment opportunity not only leverages Fountain Valley's growth trajectory but also positions itself as a lucrative venture for hospitality development.

FOUNTAIN VALLEY ZONING MAP

17920 BROOKHURST STREET



C-1 Zoning / Local Business

Lot SqFt:	122,566 SqFt
Acreage:	2.81
FAR:	0.5 (+/-61,283 SqFt)
Hotel FAR:	1.5 (+/-183,849 SqFt)
Max Height:	4 Stories / 50 Feet
Hotel Height:	6 Stories / 70 Feet

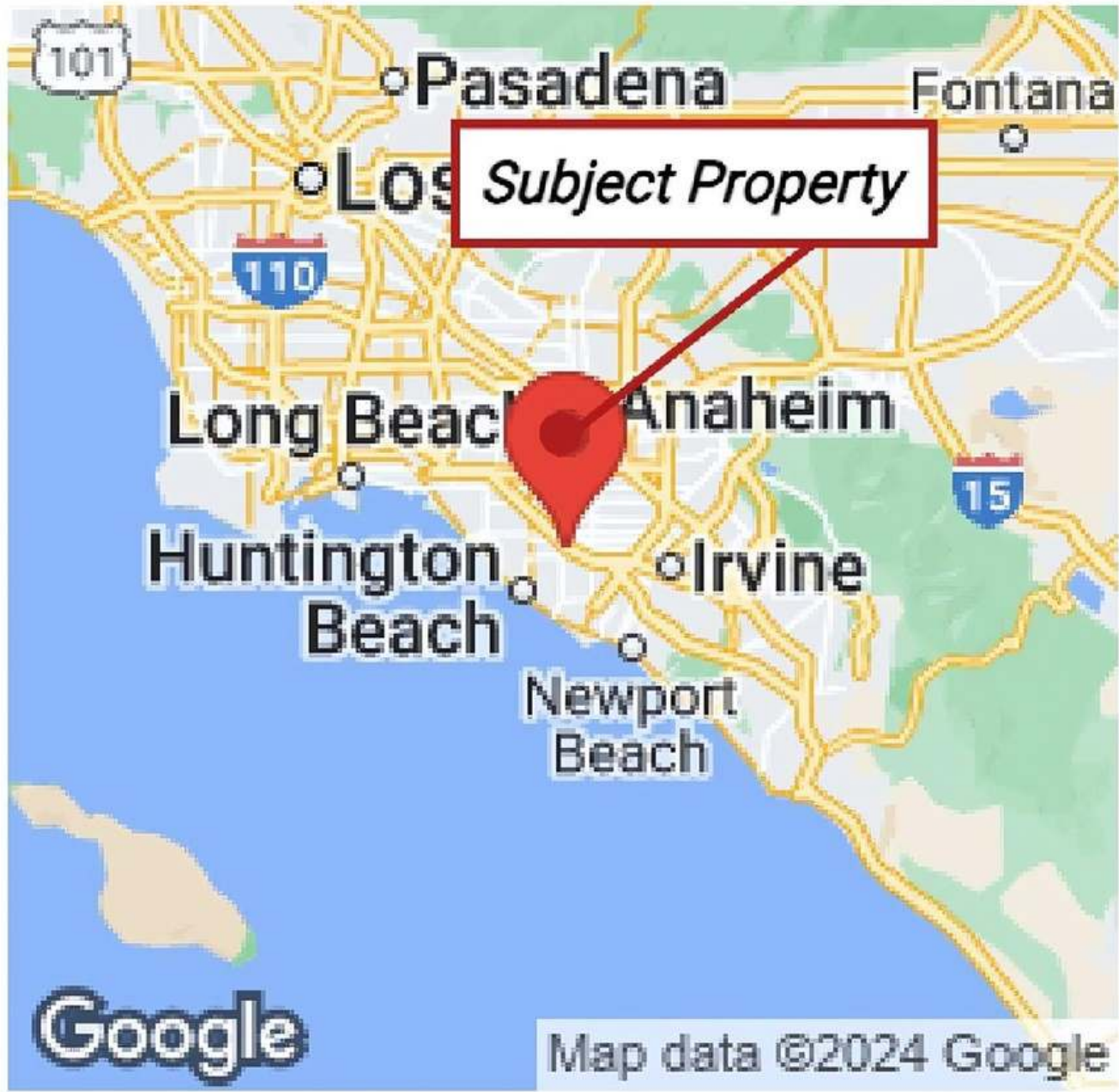
Floor Area Ratio (FAR)

Prime assemblage boasts an "FAR" of 0.5 (as shown on map) indicating Fountain Valley's permissible square footage of improvements situated thereupon the land can occupy up to 50% of the actual lot size. Currently, hotels are subject to 0.5 FAR and 4 stories / 50 feet tall in the commercial / industrial zoning districts. If a hotel offers various amenities and development standards, they would be permitted up to 1.5 FAR and 6 stories / 70 feet tall.

- Dense suburban area
- Convenient Fwy access
- Diverse demographic
- Approx. 8k people per square mile
- Strong Asian-American community

EXECUTIVE SUMMARY

17920 BROOKHURST STREET



PROPERTY INFORMATION

PRICE:	Call For Pricing
LOT SIZE:	2.81 Acres
INGRESS/EGRESS:	Brookhurst & Talbert
FRONTAGE:	Brookhurst & I-405
ZONING:	C-1
TRAFFIC COUNTS:	Brookhurst: ±48k VPD Talbert: ±42k VPD I-405 Fwy: ±290k VPD
FREEWAY ACCESS:	North & South Ramps on Brookhurst & Talbert



BROOKHURST STREET & TALBERT AVENUE

17920 BROOKHURST STREET

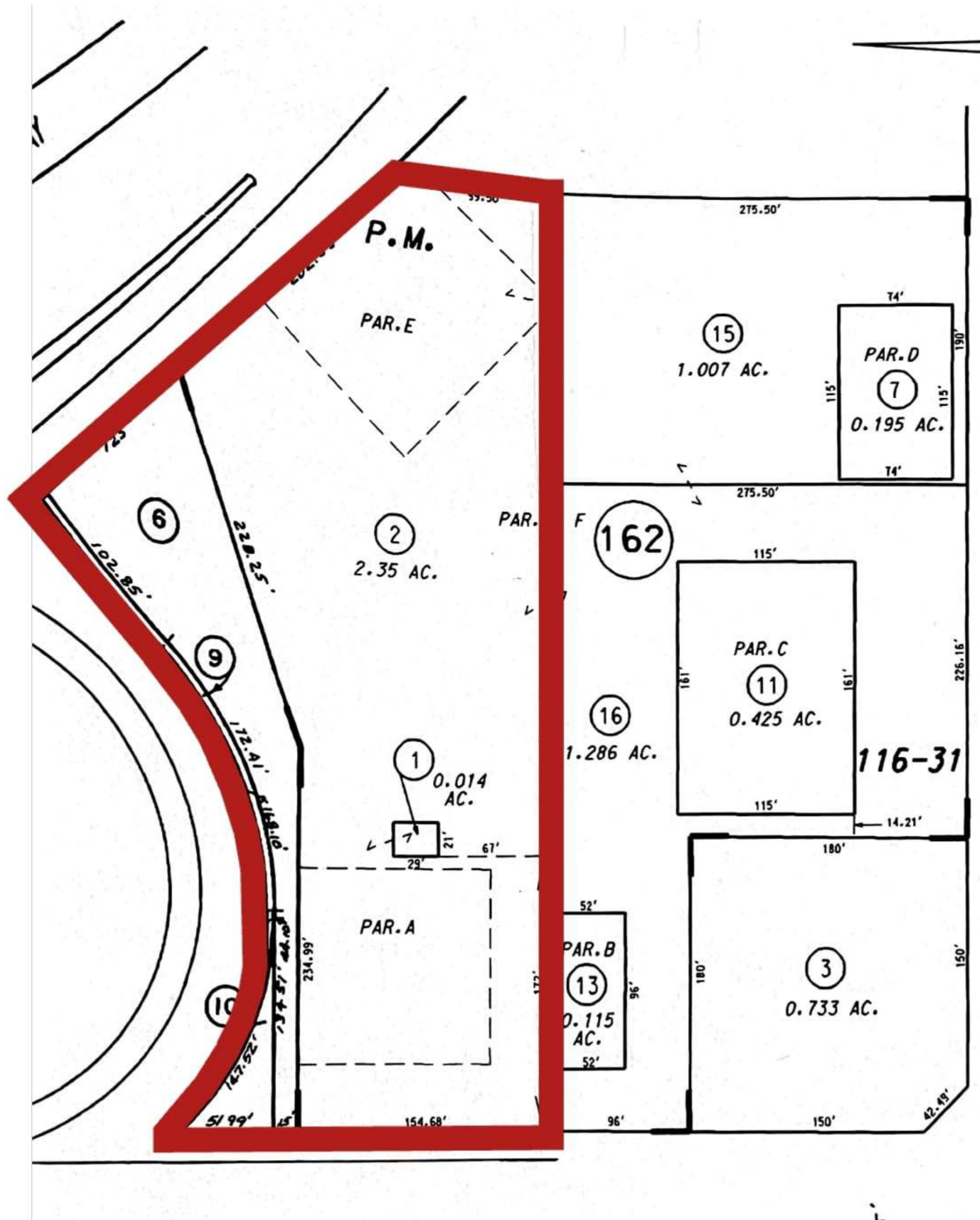


The Halby Family bought this land as farmland and ground leased it in 1965. Lessees built a restaurant and medical-dental offices, generating steady cash flow. The ground lease expires in 2027, and the City supports a hotel development, potentially increasing FAR to 1.5 and height to 6 stories (70 feet). There is an abandoned 609 sqft water well in the middle of the land.



PARCEL MAP

17920 BROOKHURST STREET



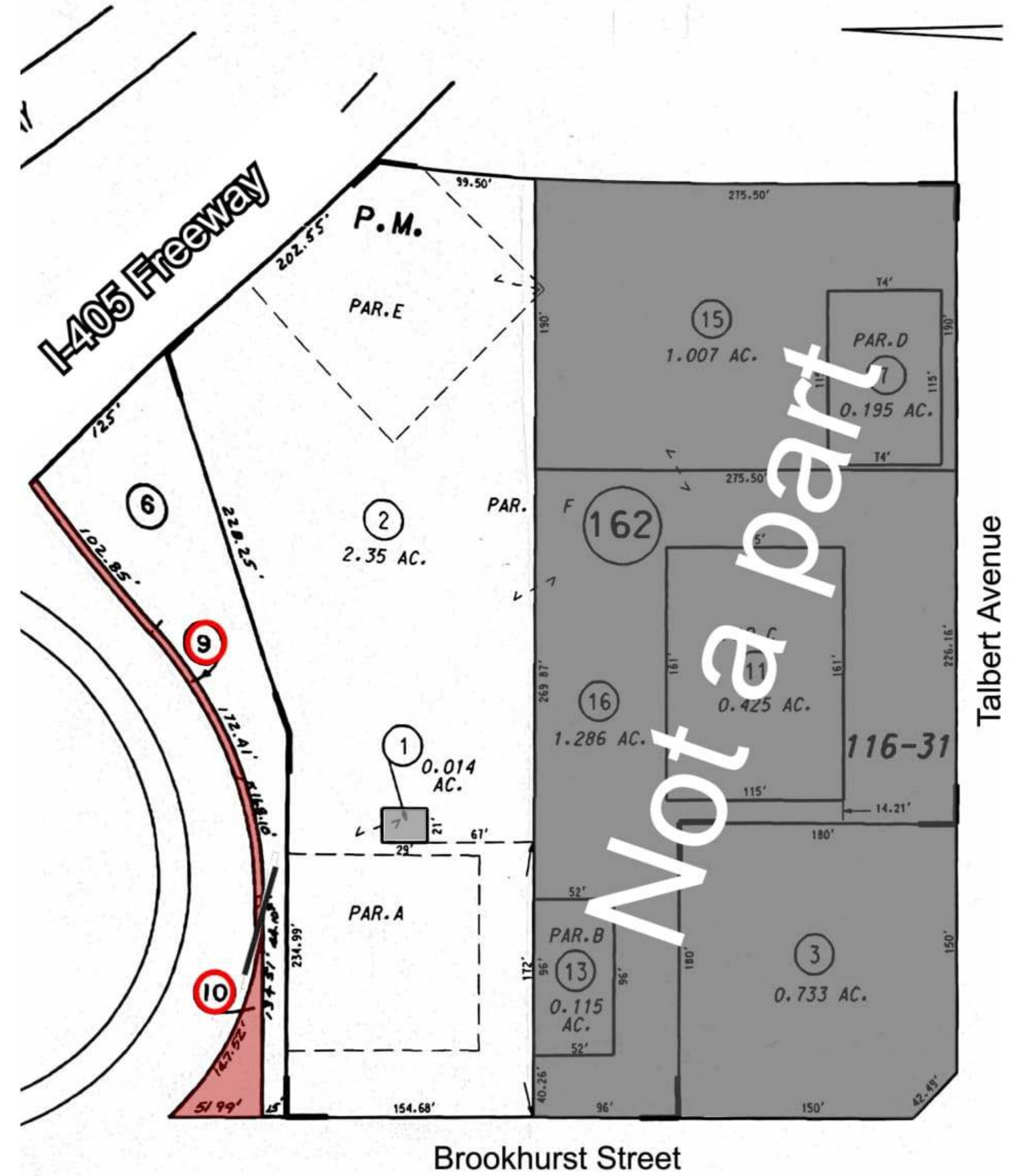
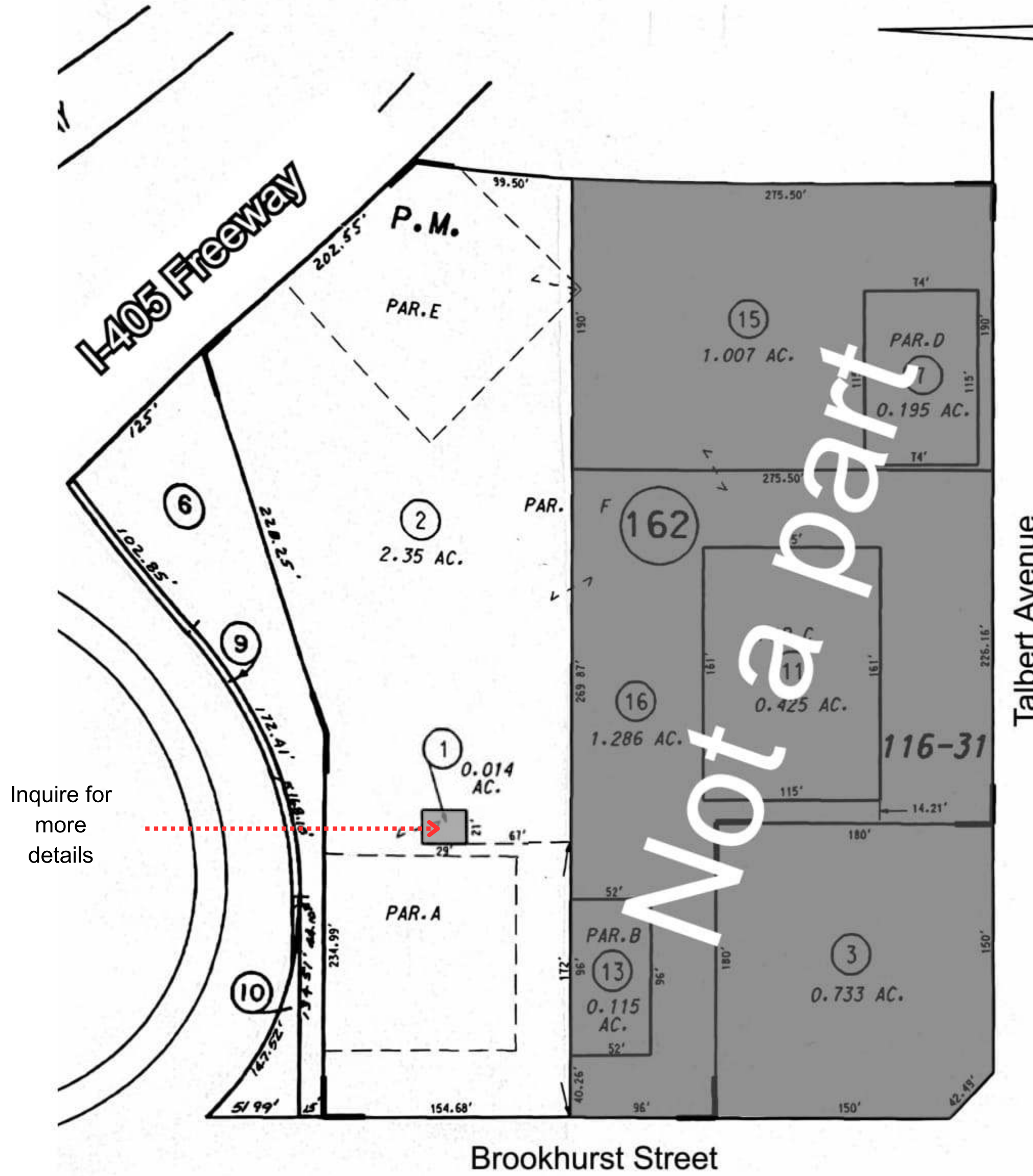
Parcel Assemblage

- 169-162-01
- 169-162-02
- 169-162-06
- 169-162-09
- 169-162-10



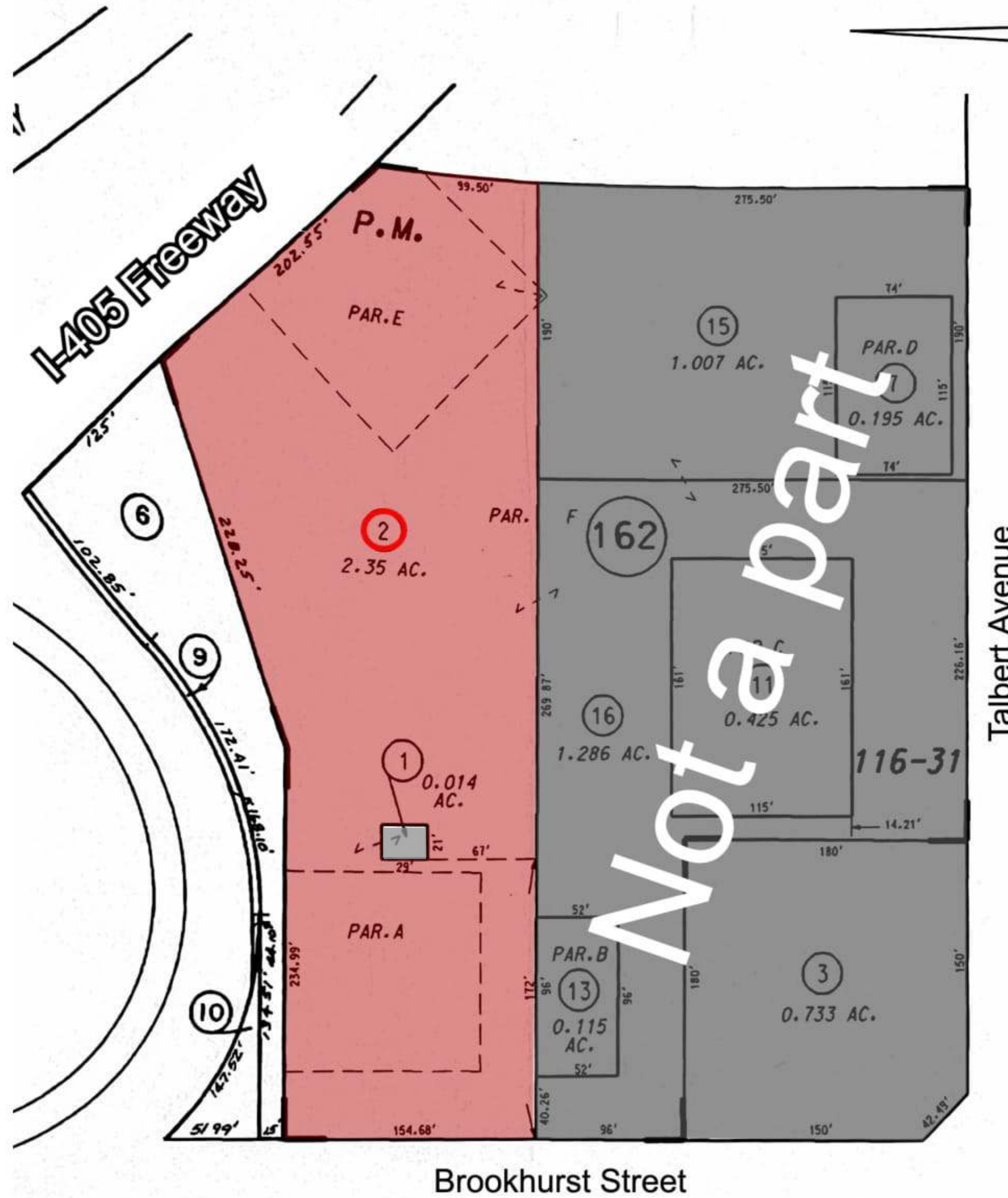
PARCEL ONE, NINE, & TEN

17920 BROOKHURST STREET

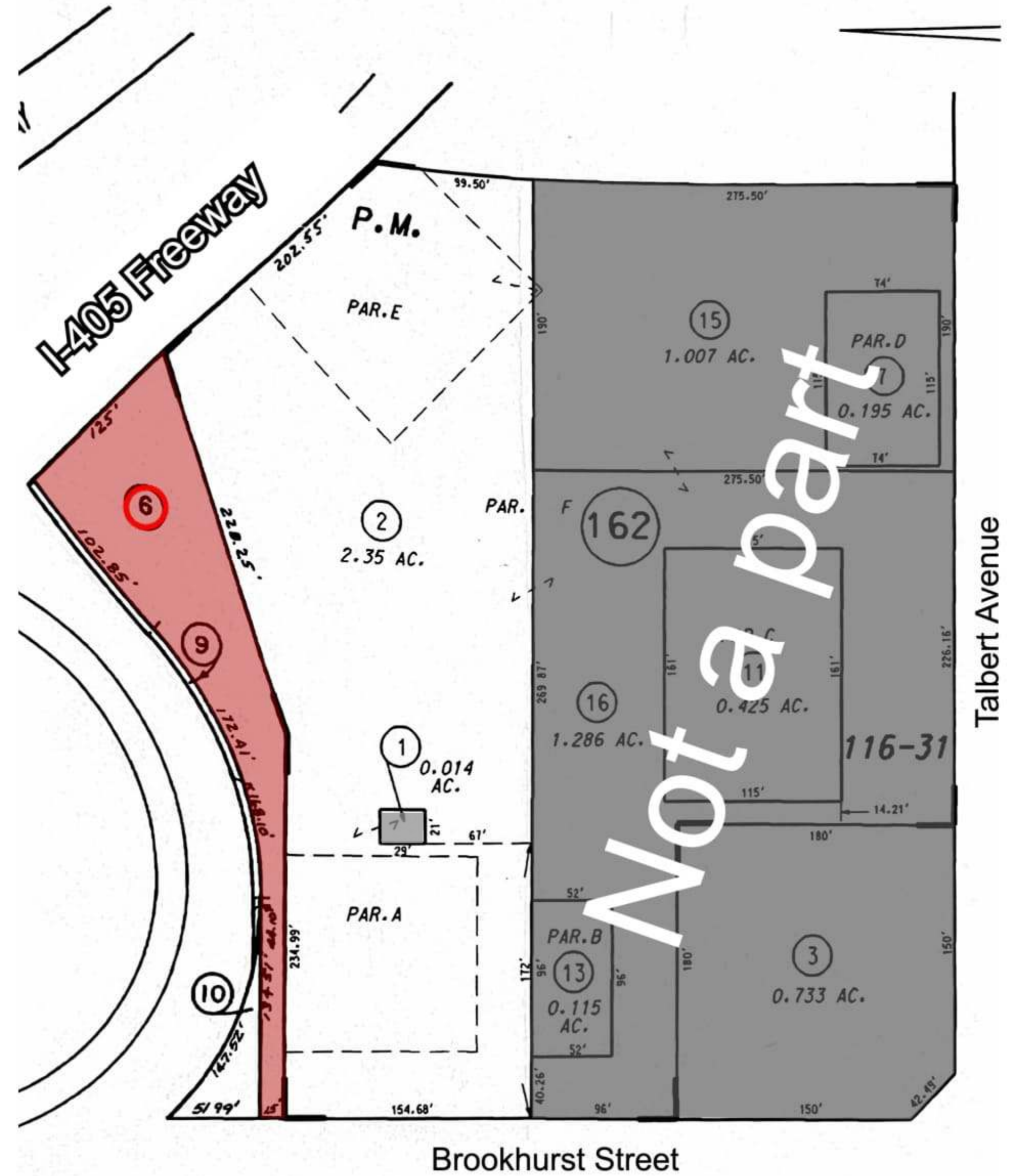


PARCEL TWO & SIX

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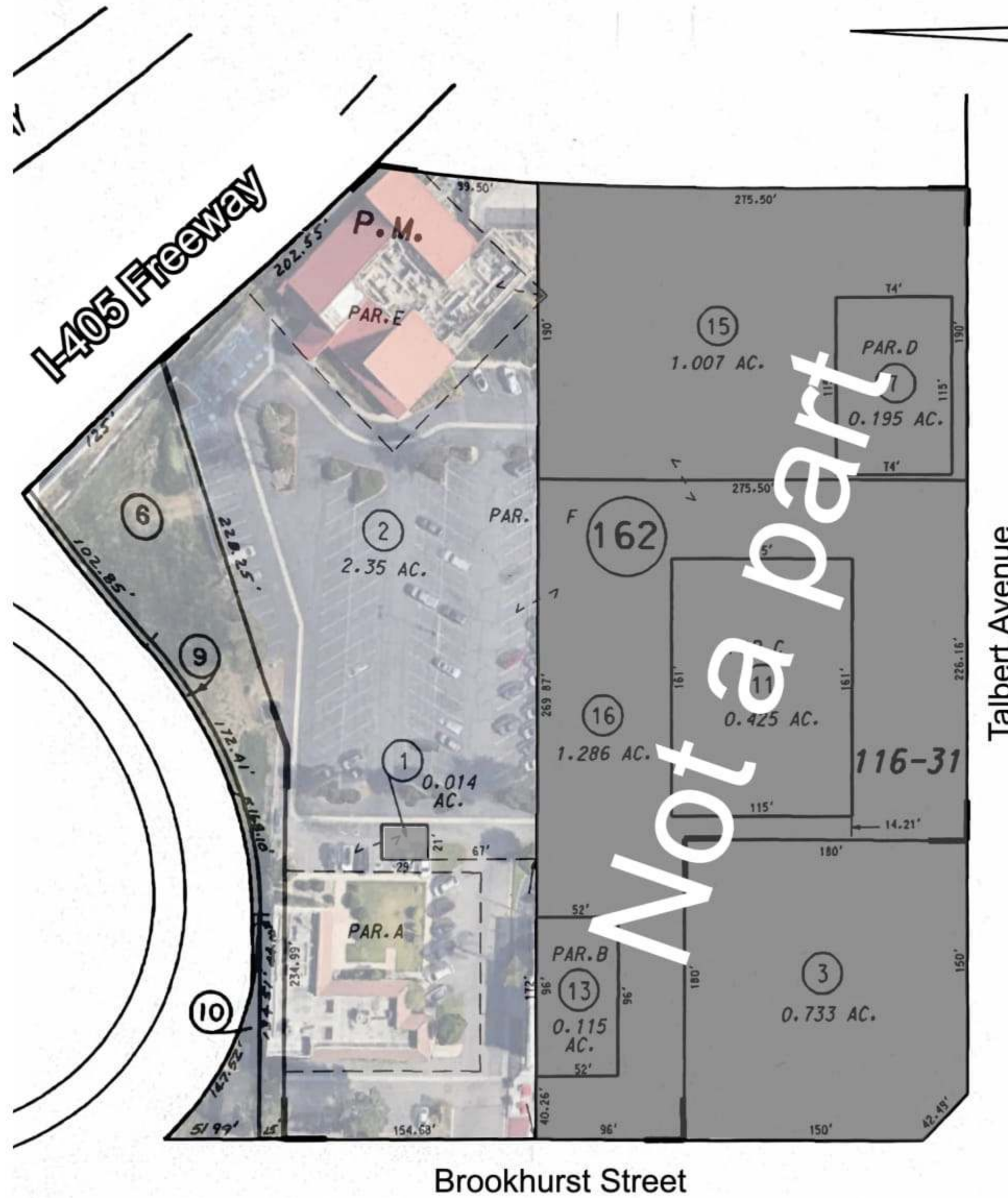
Parcel No. 169-162-02 (Land Sq. Ft: ±102,366)



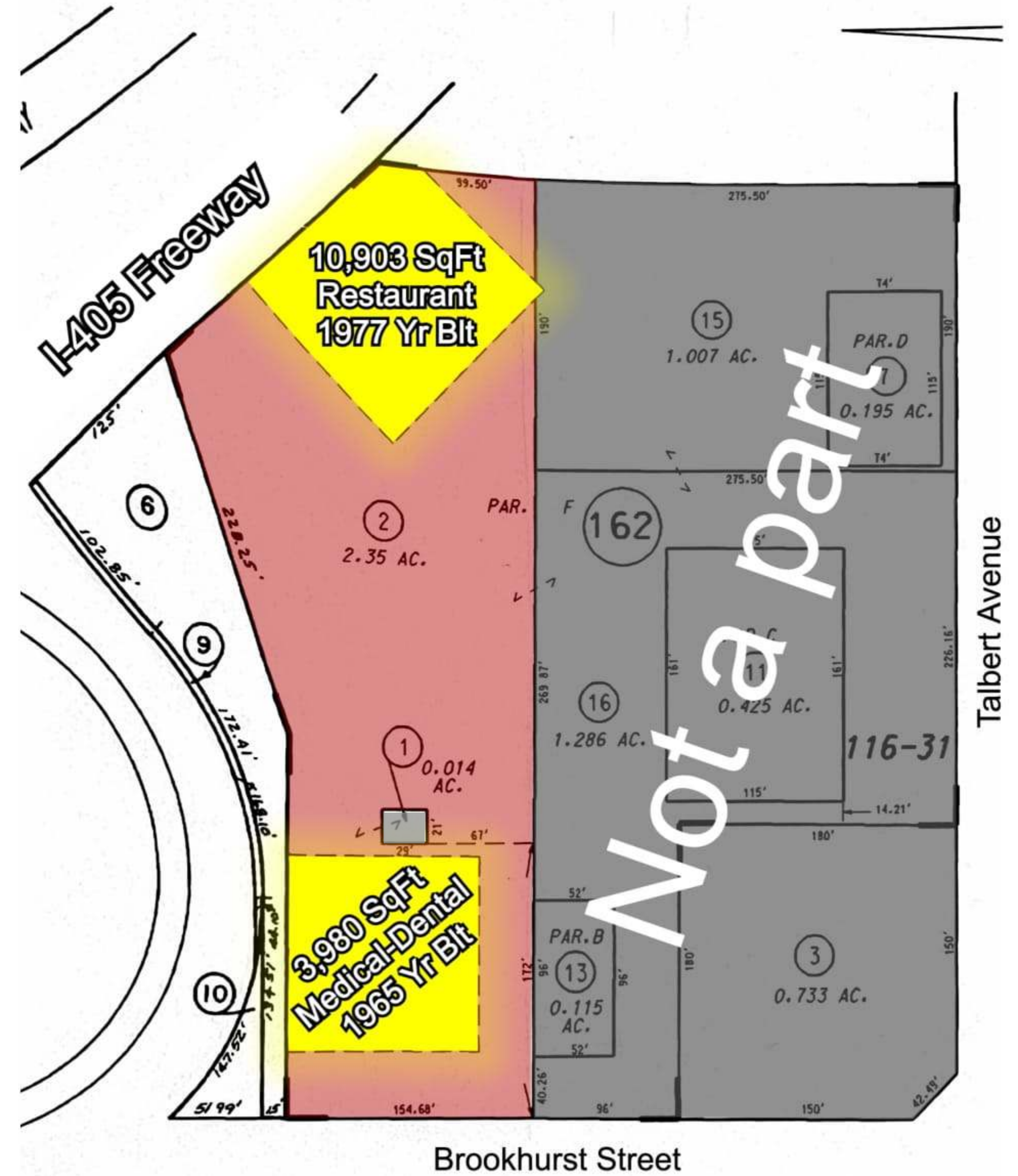
Parcel No. 169-162-06 (Land Sq. Ft: ±16,000)

BLDG CHARACTERISTICS

17920 BROOKHURST STREET



Three (3) commercial buildings situated on 169-162-02



Restaurant Bldg Size: 10,903 Sq. Ft.
 Medical/Dental Ofc #1 Bldg Size: 2,178 Sq. Ft.
 Medical/Dental Ofc #2 Bldg Size: 1,802 Sq. Ft.

LEASEHOLD INCOME

17920 BROOKHURST STREET



#	TENANT	RENT VALUE
1	BLACK ANGUS	\$ 20,000.00
2	MEDICAL BLDG A	\$ 5,534.43
3	MEDICAL BLDG B	\$ 1,758.84
4	MEDICAL BLDG C	\$ 2,647.77
TOTAL MONTHLY INCOME		\$ 29,761.04

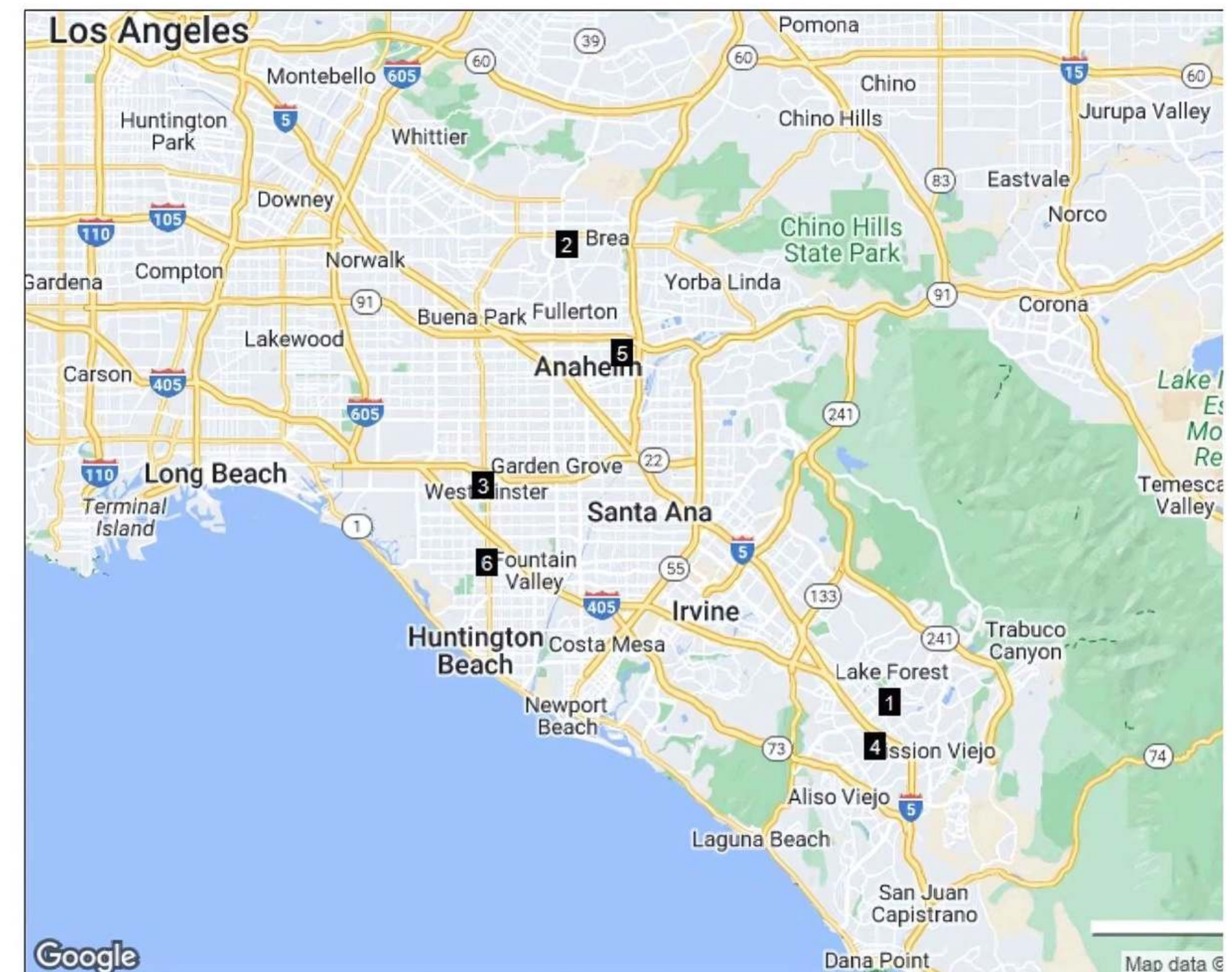
ANNUAL LEASEHOLD INCOME = ONE THIRD OF \$357,132.48

MED-DENTAL OFC COMPS

17920 BROOKHURST STREET



1	Condo Sold: 24953 Paseo De Valencia, 1st Floor - 15B	SOLD
Laguna Hills, CA 92653	Orange	
Sale Date May 30, 2024	Type 2 Star Office Condo	
Sale Price \$1,604,000	Year Built 1978; Renov 2020	
Price/SF \$620.02	RBA 29,809 SF	
Comp ID 6753749	Condo Size 2,587 SF	
Comp Status Research Complete	Zoning OP (Office Professional)	
2	7812 Warner Ave	SOLD
Huntington Beach, CA 92647	Orange	
Sale Date Jun 23, 2023	Type 3 Star Office	
Sale Price \$1,200,000	Year Built 1971	
Price/SF \$1,090.91	RBA 1,100 SF	
Parcels 165-361-09	Land Acres 0.12 AC	
Comp ID 6443535	Land SF 5,227 SF	
Comp Status Research Complete	Zoning GC-General Commercial	
	Sale Condition Purchase By Tenant	
3	433-435 N State College Blvd	SOLD
Anaheim, CA 92806	Orange	
Sale Date Nov 21, 2022	Type 2 Star Office	
Sale Price \$1,350,000	Year Built 1950	
Price/SF \$546.78	RBA 2,469 SF	
Parcels 035-362-32	Land Acres 0.30 AC	
Comp ID 6218760	Land SF 13,068 SF	
Comp Status Research Complete	Zoning C-L	
4	1480 S Harbor Blvd - Las Palmas Medical Plaza	SOLD
La Habra, CA 90631	Orange	
Sale Date Nov 16, 2022	Type 2 Star Office	
Sale Price \$5,165,000	Year Built 1963; Renov 2002	
Price/SF \$362.84	RBA 14,235 SF	
Actual Cap Rate 5.41%	Land Acres 1.20 AC	
Parcels 293-131-01	Land SF 52,272 SF	
Comp ID 6226735	Zoning C2, La Habra	
Comp Status Research Complete		
5	Condo Sold: 22996 El Toro Rd, 1st Floor - 22992	SOLD
Lake Forest, CA 92630	Orange	
Sale Date Aug 26, 2022	Type 3 Star Office Condo	
Sale Price \$1,524,600	Year Built 1981	
Price/SF \$608.38	RBA 11,831 SF	
Comp ID 6130916	Condo Size 2,506 SF	
Comp Status Research Complete	Zoning PA	
6	230 Hospital Cir	SOLD
Westminster, CA 92683	Orange	
Sale Date Jul 22, 2022	Type 3 Star Office	
Sale Price \$2,450,000	Year Built 1976	
Price/SF \$490.00	RBA 5,000 SF	
Parcels 096-253-03	Land Acres 0.30 AC	
Comp ID 6096861	Land SF 13,068 SF	
Comp Status Research Complete	Zoning CR	



	Address	City	Property Info	Sale Info
1	22996 El Toro Rd	Lake Forest	2,506 SF Class C Office/Medical	Sold: \$1,524,600 (\$608.38/SF)
2	1480 S Harbor Blvd	La Habra	14,235 SF Class C Office/Medical	Sold: \$5,165,000 (\$362.84/SF)
3	230 Hospital Cir	Westminster	5,000 SF Class B Office/Medical	Sold: \$2,450,000 (\$490/SF)
4	24953 Paseo De Valencia	Laguna Hills	2,587 SF Class C Office/Medical	Sold: \$1,604,000 (\$620.02/SF)
5	433-435 N State College Blvd	Anaheim	2,469 SF Class C Office/Medical	Sold: \$1,350,000 (\$546.78/SF)
6	7812 Warner Ave	Huntington Beach	1,100 SF Class B Office/Medical	Sold: \$1,200,000 (\$1,090.91/SF)

Comps Statistics				
	Low	Average	Median	High
Sale Price	\$1,200,000	\$2,215,600	\$1,564,300	\$5,165,000
RBA	1,100 SF	4,650 SF	2,546 SF	14,235 SF
Price per SF	\$362.84	\$476.52	\$577.58	\$1,090.91
Actual Cap Rate	5.41%	5.41%	5.41%	5.41%
Days on Market	33	260	72	1,045
Sale Price to Asking Price Ratio	88.83%	95.85%	98.00%	100.00%

MEDICAL OFFICE LEASE COMPS

17920 BROOKHURST STREET



Lease Comparables

1



1,559 SF Office/Medical Lease Signed Nov 2023 for \$1.69 Triple Net (Asking)

18837 Brookhurst St - 1st Floor Direct

Fountain Valley, CA 92708 - Fountain Valley Submarket

★★★★☆

Asking Rent:

\$1.69/NNN

Start Date:

Dec 2023

Free Rent:

Deal Type:

New Lease

Property Type:

Office Class B

Starting Rent:

Term:

Escalations:

On Market:

4 Mos

Building Area:

26,000 SF

Effective Rent:

Exp. Date:

TI Allowance:

Build-Out:

Full Build-Out

Built/Renov:

1985/

Amenities:

2



2,511 SF Office Lease Signed Mar 2023 for \$2.25 Full Service Gross (Asking)

10061 Talbert Ave - 3rd Floor Direct

Fountain Valley, CA 92708 - Fountain Valley Submarket

★★★★☆

Asking Rent:

\$2.25/FS

Start Date:

Apr 2023

Free Rent:

Deal Type:

New Lease

Property Type:

Office Class B

Starting Rent:

Term:

3 Years

Escalations:

On Market:

3 Mos

Building Area:

30,000 SF

Effective Rent:

Exp. Date:

Apr 2026

TI Allowance:

Build-Out:

Full Build-Out

Built/Renov:

1974/

Amenities:

Corner Space, Direct Elevator Exposure, Natural Light, Partitioned Offices

3



3,000 SF Office Lease Signed Apr 2022 for \$2.00 Triple Net (Starting)

17971 Euclid St - 2nd Floor Direct, Leased by New Experience

Fountain Valley, CA 92708 - Fountain Valley Submarket

★★★★☆

Asking Rent:

\$1.95/NNN

Start Date:

Apr 2022

Free Rent:

Deal Type:

New Lease

Property Type:

Office Class B

Starting Rent:

\$2.00/NNN

Term:

3 Years

Escalations:

On Market:

37 Mos

Building Area:

3,000 SF

Effective Rent:

Exp. Date:

Apr 2025

TI Allowance:

Build-Out:

Full Build-Out

Built/Renov:

2012/

Amenities:

Air Conditioning, Direct Elevator Exposure, High Ceilings, Private Restrooms

MEDICAL-DENTAL OFC BLDG PRO-FORMA

17920 BROOKHURST STREET

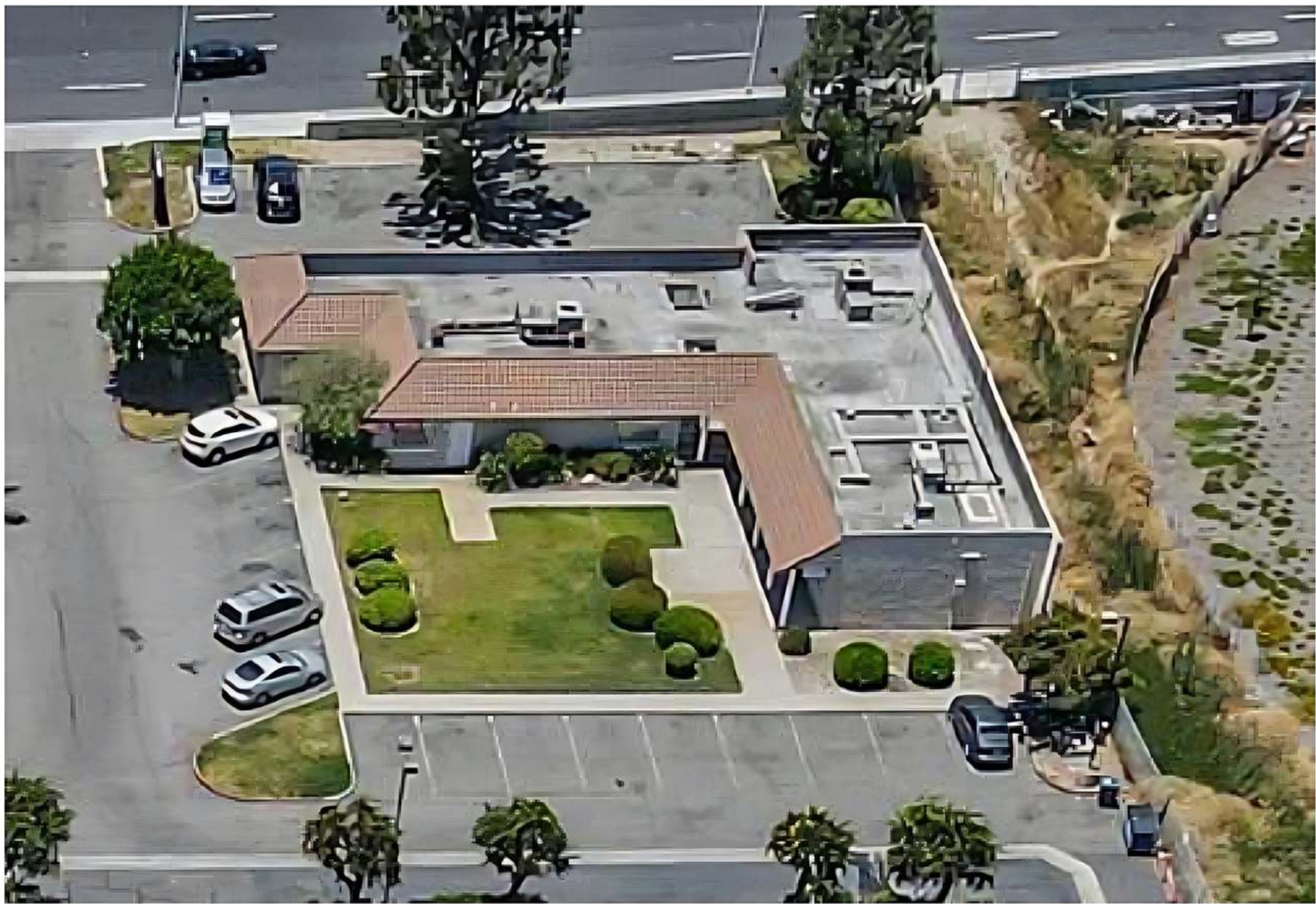


Value based on Comp Sold Price per Sq.Ft.

Low:	\$1,444,103.20 (\$362.84 psf)
Average:	\$1,896,549.60 (\$476.52 psf)
High:	\$4,341,821.80 (\$1,090.91 psf)

Value based on 5.4% Cap Rate & Lease Comps

Low (\$81,714.40 NOI):	\$1,494,711.11
Avg. (\$88,356.00 NOI):	\$1,636,222.22
High (\$95,520.00 NOI):	\$1,768,888.89

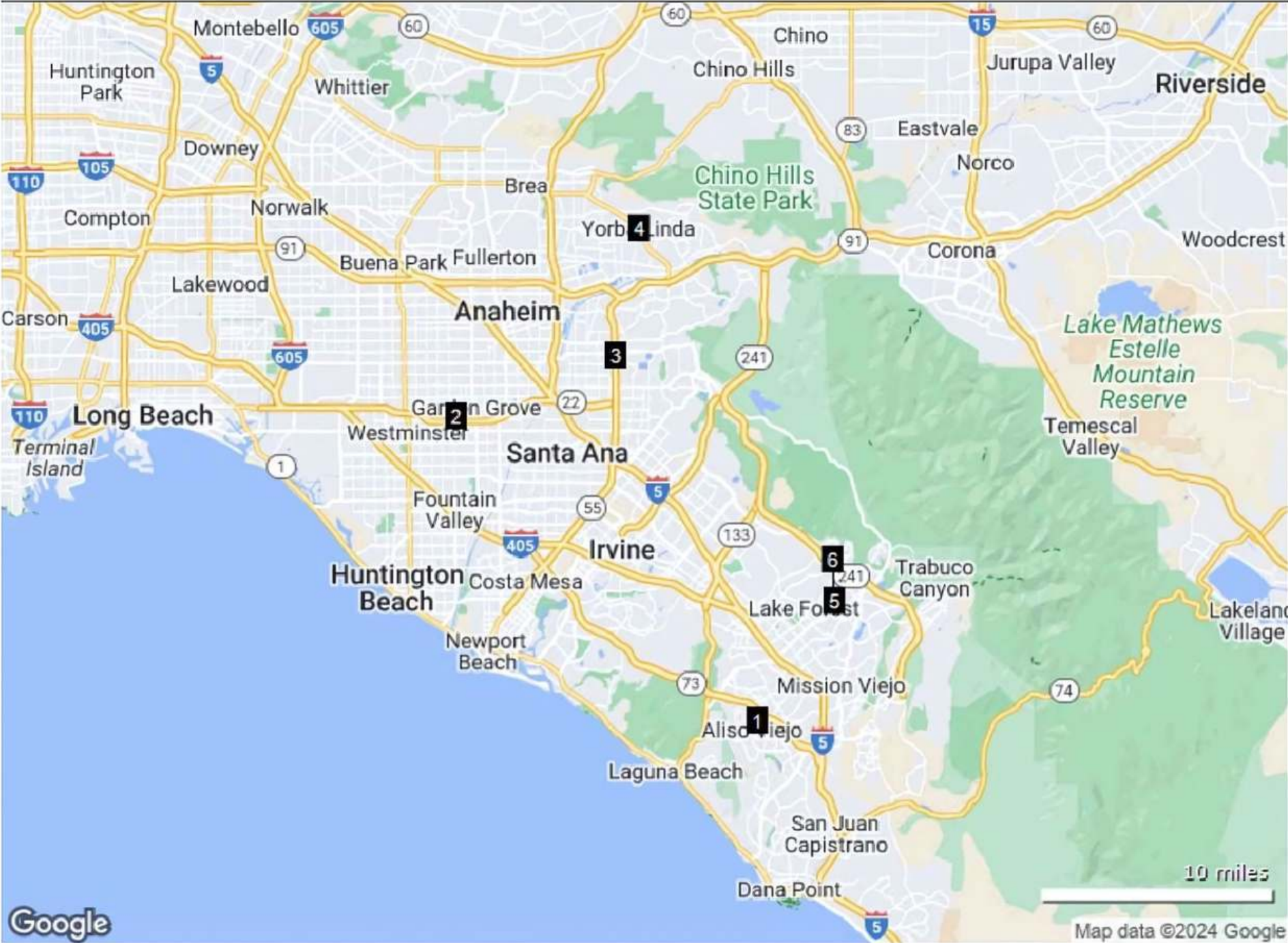


RESTAURANT SALE COMPS

17920 BROOKHURST STREET



1	26631 Aliso Creek Rd	SOLD
Aliso Viejo, CA 92656		
Sale Date May 21, 2024		Orange
Sale Price \$3,750,000		Type 2 Star Retail Restaurant (Power Center)
Price/SF \$584.48		Year Built 1995
Parcels 629-321-02		GLA 6,416 SF
Comp ID 6743654		Land Acres 1.31 AC
Comp Status Research Complete		Land SF 57,064 SF
		Zoning 3-Comm
2	26712 Portola Pky - Denny's	SOLD
Foothill Ranch, CA 92610		
Sale Date May 1, 2024		Orange
Sale Price \$3,400,000		Type 3 Star Retail Restaurant (Power Center)
Price/SF \$618.18		Year Built 1994
Actual Cap Rate 5.49%		GLA 5,500 SF
Parcels 612-092-09		Land Acres 0.77 AC
Comp ID 6717354		Land SF 33,541 SF
Comp Status Research Complete		Zoning COMM
3	26572 Towne Centre Dr - Souplantation	SOLD
Foothill Ranch, CA 92610		
Sale Date Sep 26, 2022		Orange
Sale Price \$4,180,500		Type 3 Star Retail Restaurant (Community Center)
Price/SF \$557.40		Year Built 2004
Parcels 612-093-30		GLA 7,500 SF
Comp ID 6169673		Land Acres 0.57 AC
Comp Status Research Complete		Land SF 24,829 SF
		Zoning N/Av, Foothill Ranch
4	1936 E Katella Ave	SOLD
Orange, CA 92867		
Sale Date Feb 23, 2023		Orange
Sale Price \$2,250,000		Type 2 Star Retail Restaurant
Price/SF \$535.71		Year Built 1966
Parcels 375-532-07		GLA 4,200 SF
Comp ID 6318948		Land Acres 0.69 AC
Comp Status Research Complete		Land SF 30,014 SF
		Zoning C-TR
5	4901 Main St	SOLD
Yorba Linda, CA 92886		
Sale Date Nov 29, 2022		Orange
Sale Price \$2,500,000		Type 2 Star Retail Restaurant
Price/SF \$497.81		Year Built 1927
Parcels 323-304-11		GLA 5,022 SF
Comp ID 6234801		Land Acres 0.13 AC
Comp Status Research Complete		Land SF 5,663 SF
		Zoning TCSP
6	13252 Brookhurst St	SOLD
Garden Grove, CA 92843		
Sale Date Jun 13, 2024		Orange
Sale Price \$1,950,000		Type 3 Star Retail Restaurant
Price/SF \$306.27		Year Built 1972
Parcels 099-031-01		GLA 6,367 SF
Comp ID 6766805		Land Acres 0.70 AC
Comp Status In Progress		Land SF 30,492 SF



	Address	City	Property Info	Sale Info
1	26631 Aliso Creek Rd	Aliso Viejo	6,416 SF General Retail/Restaurant	Sold: \$3,750,000 (\$584.48/SF)
2	13252 Brookhurst St	Garden Grove	6,367 SF General Retail/Restaurant	Sold: \$1,950,000 (\$306.27/SF)
3	1936 E Katella Ave	Orange	4,200 SF General Retail/Restaurant	Sold: \$2,250,000 (\$535.71/SF)
4	4901 Main St	Yorba Linda	5,022 SF General Retail/Restaurant	Sold: \$2,500,000 (\$497.81/SF)
5	26712 Portola Pky	Foothill Ranch	5,500 SF General Retail/Restaurant	Sold: \$3,400,000 (\$618.18/SF)
6	26572 Towne Centre Dr	Foothill Ranch	7,500 SF General Retail/Restaurant	Sold: \$4,180,500 (\$557.40/SF)

	Low	Average	Median	High
Sale Price	\$1,950,000	\$3,005,083	\$2,950,000	\$4,180,500
Center Size	4,200 SF	5,834 SF	5,934 SF	7,500 SF
Price per SF	\$306.27	\$515.08	\$546.56	\$618.18
Actual Cap Rate	5.81%	5.81%	5.81%	5.81%
Days on Market	89	387	258	814
Sale Price to Asking Price Ratio	90.04%	94.83%	94.44%	100.00%


RESTAURANT LEASE COMPS

17920 BROOKHURST STREET



Lease Comparables

1



3,995 SF Retail Lease Signed Feb 2024 for \$5.46 Triple Net (Effective)

18315 Brookhurst St - 1st Floor Direct, Leased by I Can Barbeque, Korean Grill

Fountain Valley, CA 92708 - Fountain Valley Submarket

★ ★ ★ ★ ★

Asking Rent:

Starting Rent:

Effective Rent:

\$4.83/NNN

\$5.46/NNN

Start Date:

Term:

Exp. Date:

Apr 2024

10 Years

Mar 2034

Free Rent:

Escalations:

TI Allowance:

Position:

End Cap

Deal Type:

On Market:

Build-Out:

Dock/Drive In:

New Lease

7 Mos

Full Build-Out

Property Type:

Building Area:

Built/Renov:


Parking Ratio:

Retail Class C

5,993 SF

8.34/1,000 SF

2



1,600 SF Retail Lease Signed Nov 2021 for \$3.50 Triple Net (Asking)

15561-15589 Brookhurst St - 1st Floor Direct, Leased by Family Practice

Westminster, CA 92683 - Westminster Submarket

★ ★ ★ ★ ★

Asking Rent:

Starting Rent:

Effective Rent:

\$3.50/NNN

Start Date:

Term:

Exp. Date:

Dec 2021

Free Rent:

Escalations:

TI Allowance:

Position:

Deal Type:

On Market:

Build-Out:

Dock/Drive In:

New Lease

18 Mos

Full Build-Out

Property Type:

Building Area:

Built/Renov:

Parking Ratio:


Retail Class C

28,824 SF

1980/

2.78/1,000 SF

3



2,000 SF Retail Lease Signed Sep 2021 for \$4.50 Triple Net (Asking)

16672-16732 Beach Blvd - 1st Floor Direct

Huntington Beach, CA 92647 - Huntington Beach Submarket

★ ★ ★ ★ ★

Asking Rent:

Starting Rent:

Effective Rent:

\$4.50/NNN

Start Date:

Term:

Exp. Date:

Dec 2021

Free Rent:

Escalations:

TI Allowance:

Position:

End Cap

Deal Type:

On Market:

Build-Out:

Dock/Drive In:

New Lease

11 Mos

Full Build-Out

Property Type:

Building Area:

Built/Renov:

Parking Ratio:

Retail Class B

87,941 SF

1970/

3.63/1,000 SF

RESTAURANT/RETAIL BLDG PRO-FORMA

17920 BROOKHURST STREET



Value based on Comp Sold Price per Sq.Ft.

Low:	\$3,339,261.81 (\$306.27 psf)
Average:	\$5,615,917.24 (\$515.08 psf)
High:	\$6,740,016.54 (\$618.18 psf)

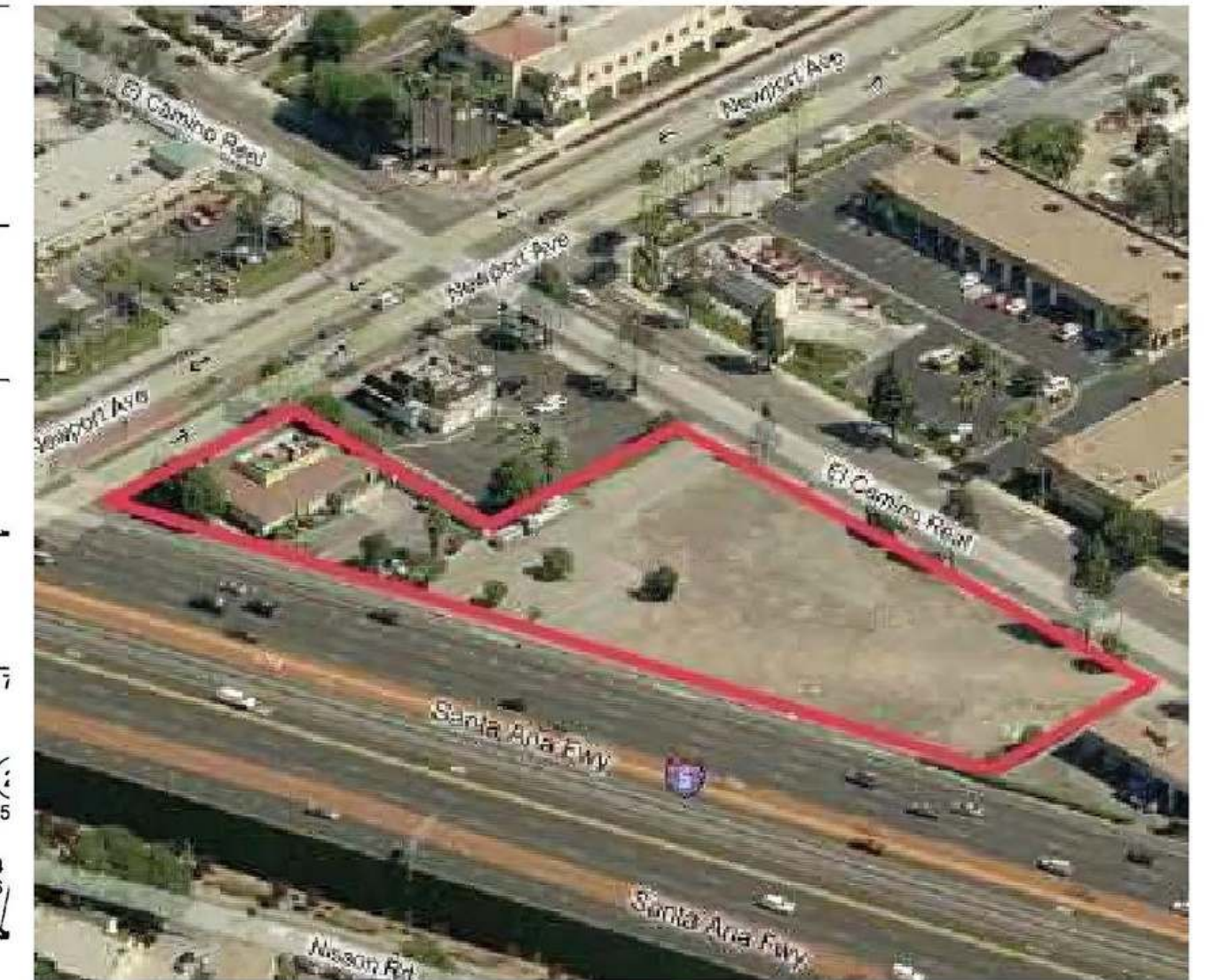
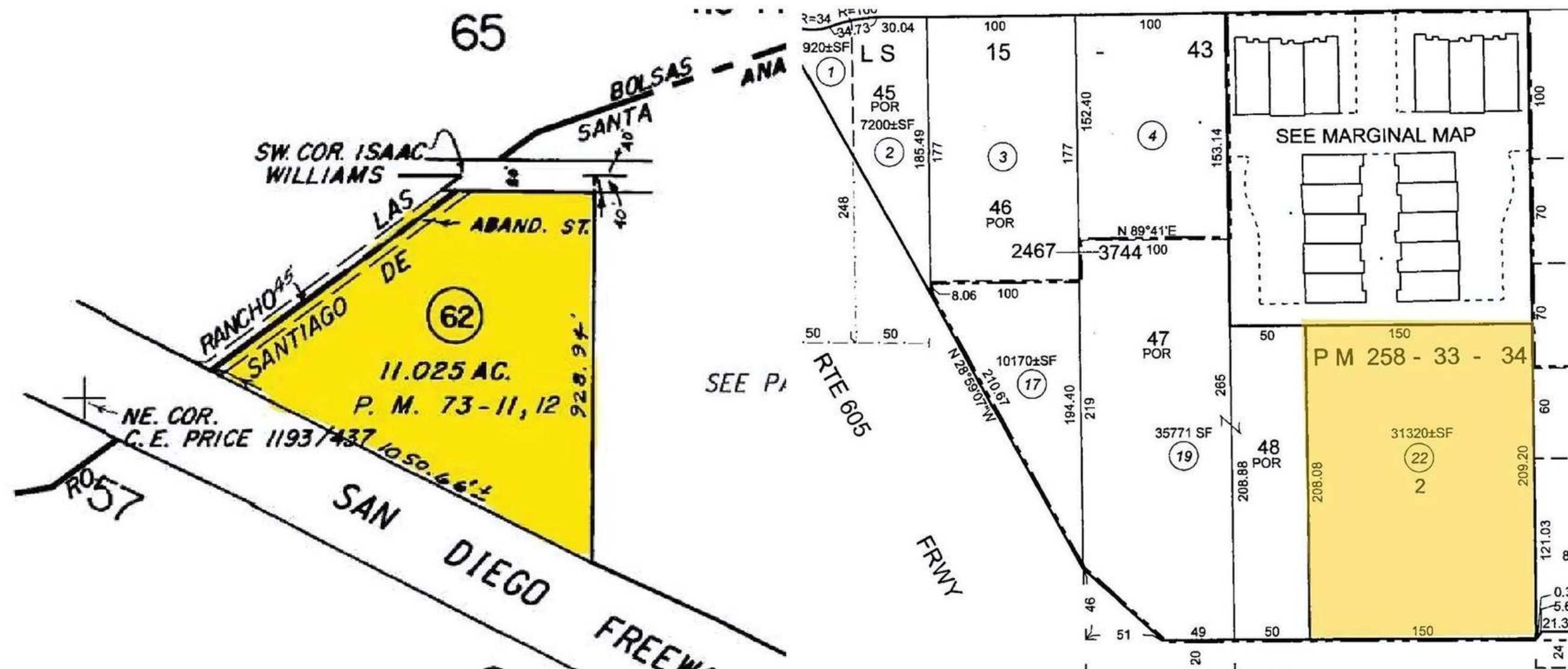
Value based on 4.7% Cap Rate & Lease Comps

Low (\$457,926.00 NOI):	\$9,743,106.38
Avg. (\$588,762.00 NOI):	\$12,526,851.06
High (\$714,364.56 NOI):	\$15,199,245.96



LAND SALE COMPS

17920 BROOKHURST STREET



1683 Sunflower Avenue

- Sale Date: 10/31/2023
- Price per SqFt: \$79.65
- Costa Mesa, CA
- Frontage: Interstate 405 Freeway

11747-11755 Carson Street

- Sale Date: 06/12/2023
- Price per SqFt: \$75.83
- Lakewood, CA
- Frontage: Interstate 605 Freeway

Newport Avenue

- Sale Date: 12/29/2023
- Price per SqFt: \$76.08
- Tustin, CA
- Frontage: Interstate 5 Freeway

Land Value Price Comparison (122,566 Square Feet / 2.81 Acres)

Low Price Per Square Foot (\$75.83 psf)	\$9,294,179.78
Median Price Per Square Foot (\$76.08 psf)	\$9,324,821.28
High Price Per Square Foot (\$79.65 psf)	\$9,762,381.90

Premium pricing for this commercial property is justified by its exceptional attributes and is valued significantly higher than comparable listings. These attributes include multiple ingress and egress points that facilitate seamless access from various directions, a strategic location at a signalized intersection of two major streets, unparalleled visibility and accessibility, and direct frontage on one of the busiest freeways in the country, with convenient access to both northbound and southbound ramps. These unique features provide substantial advantages for retail, hotel, or mixed-use development, ensuring robust footfall and optimal business operations.

AREA OVERVIEW

17920 BROOKHURST STREET



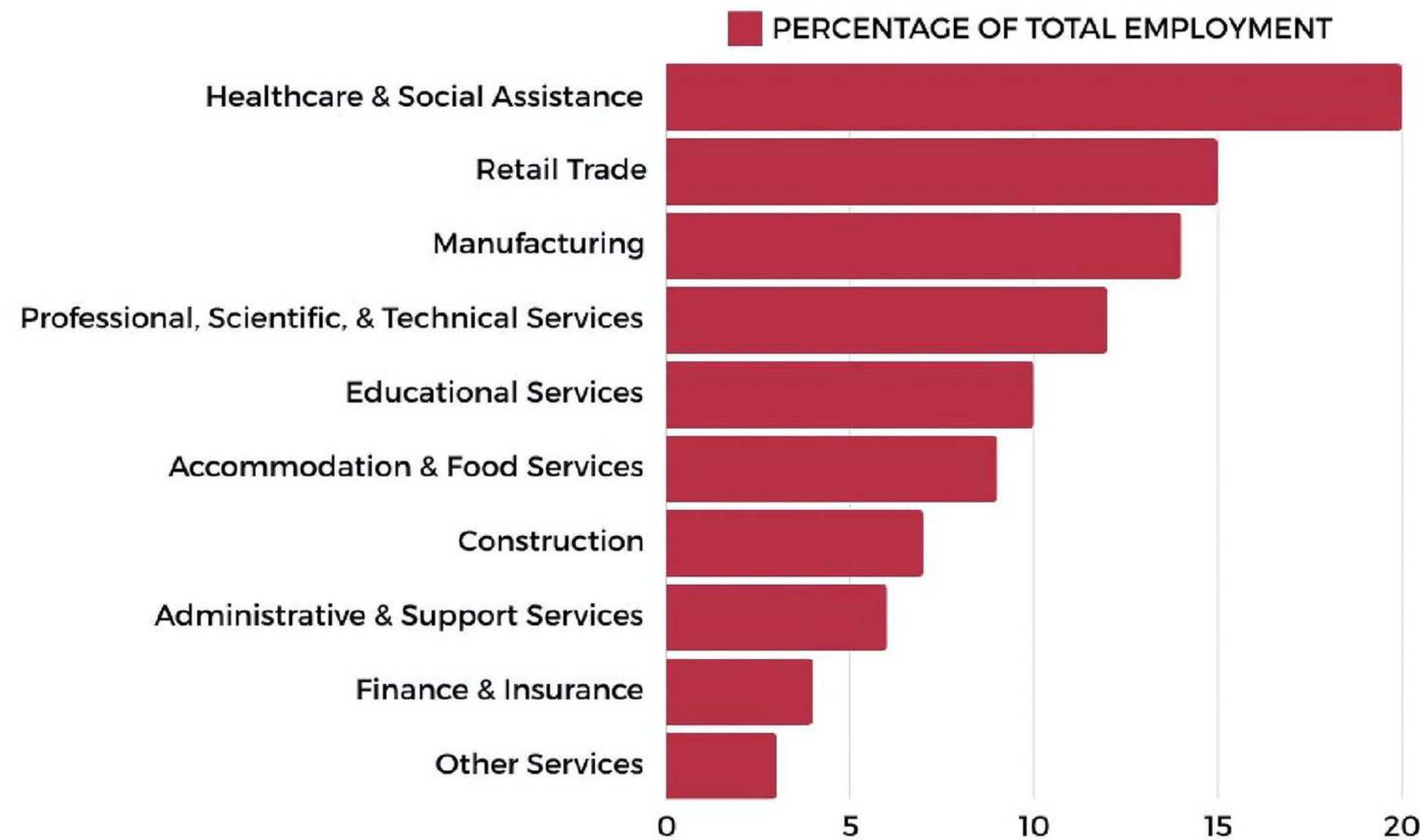
Over the past decade, Fountain Valley, CA, has seen steady economic growth characterized by a robust local economy and ongoing community development. The city has maintained a low unemployment rate and benefited from a diversified economic base, including healthcare, retail, and service industries. Fountain Valley's strategic location in Orange County and its commitment to infrastructure improvements have attracted new businesses and encouraged expansion, contributing to its economic resilience.

In terms of achievements, Fountain Valley has been recognized for its exceptional public services and community programs. The city has received accolades for its environmental initiatives, such as water conservation programs and efforts to improve water quality. Additionally, Fountain Valley's emphasis on public safety, highlighted by the Fountain Valley Fire Department celebrating its 60th anniversary, demonstrates its dedication to maintaining a safe and secure community. These accomplishments underscore the city's commitment to enhancing the quality of life for its residents and fostering a thriving, sustainable community.





Fountain Valley "A Nice Place to Live"



Fountain Valley, CA, boasts a robust and diverse economy, benefiting from its strategic location within Orange County. The city is home to a variety of industries, including healthcare, technology, retail, and manufacturing. Fountain Valley's economy is bolstered by the presence of several major employers, such as Fountain Valley Regional Hospital and Hyundai Motor America, which contribute significantly to the local job market. The city's employment landscape is characterized by a mix of professional, technical, and service-oriented jobs, offering opportunities for a wide range of skill sets. Additionally, the business-friendly environment and excellent infrastructure make Fountain Valley an attractive location for both established companies and new ventures, supporting steady economic growth and stability.

