

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
West Hollywood, CA 90069

PRESENTED BY:

DAVID HOULE

Director

(LV) 702.273.7377

(LA) 213.913.7153

davidh@kwcommercial.com

NV# S.0169547 | DRE# 02240880

Each office is independently owned and operated

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TABLE OF CONTENTS

17920 BROOKHURST STREET



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Disclaimer	3
Site of Interest	4
Location Maps	5
Hotel Development w/Potential 1.5 FAR	6
Fountain Valley Zoning Map	7
Executive Summary	8
Brookhurst Street & Talbert Avenue	9
Parcel Map	10
Parcel One, Nine, & Ten	11
Parcel Two & Six	12
Bldg Characteristics	13
Leasehold Income	14
Med-Dental OFC BLDG Pro-Forma	15
Medical-Office Lease Comps	16
Medical-Dental OFC BLDG Pro-Forma	17
Restaurant Sale Comps	18
Restaurant Lease Comps	19
Restaurant/Retail Bldg Pro-Forma	20
Land Sale Comps	21
Area Overview	22
City of Fountain Valley	23

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17920 BROOKHURST STREET



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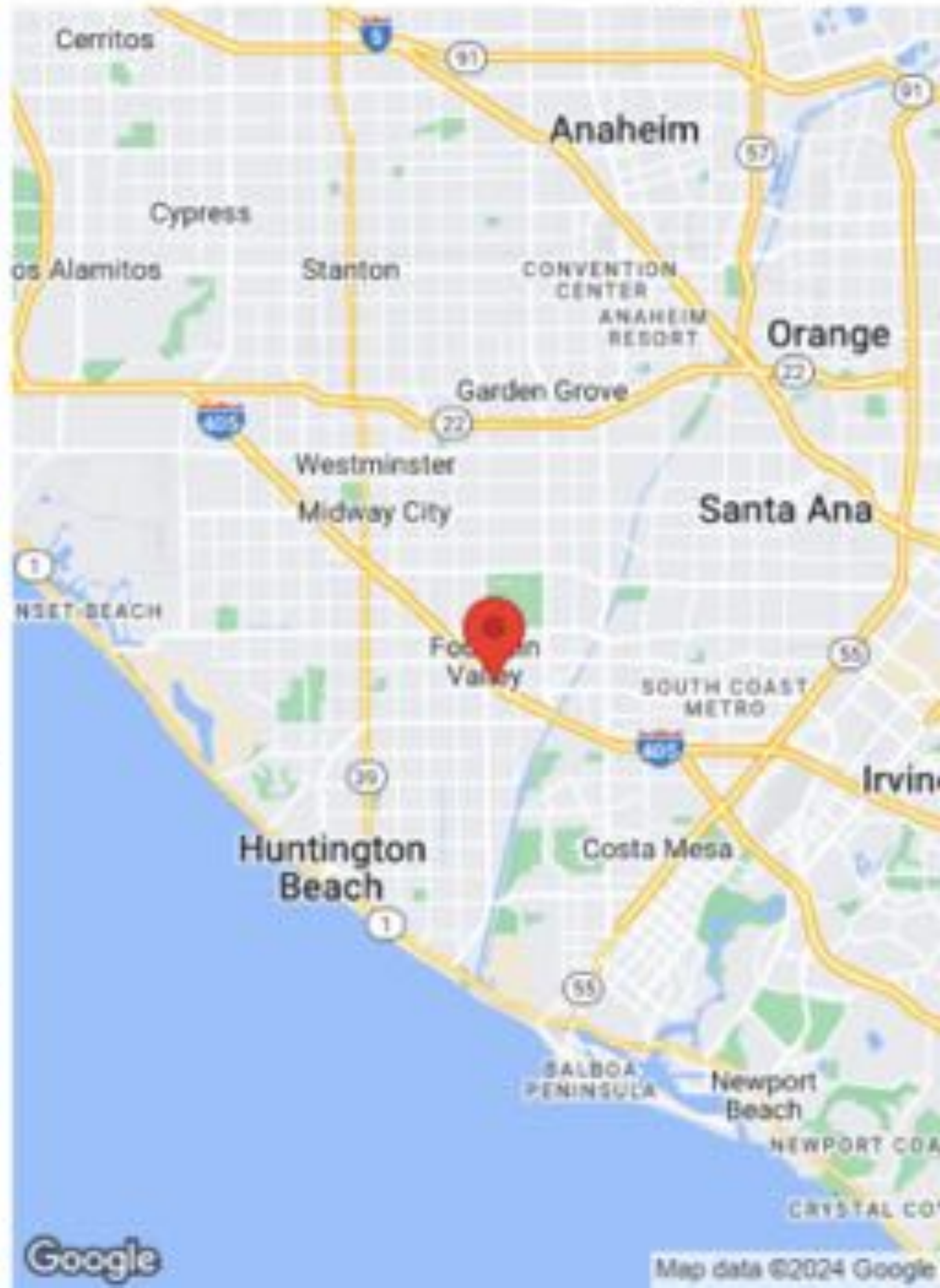
SITE OF INTEREST

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.

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



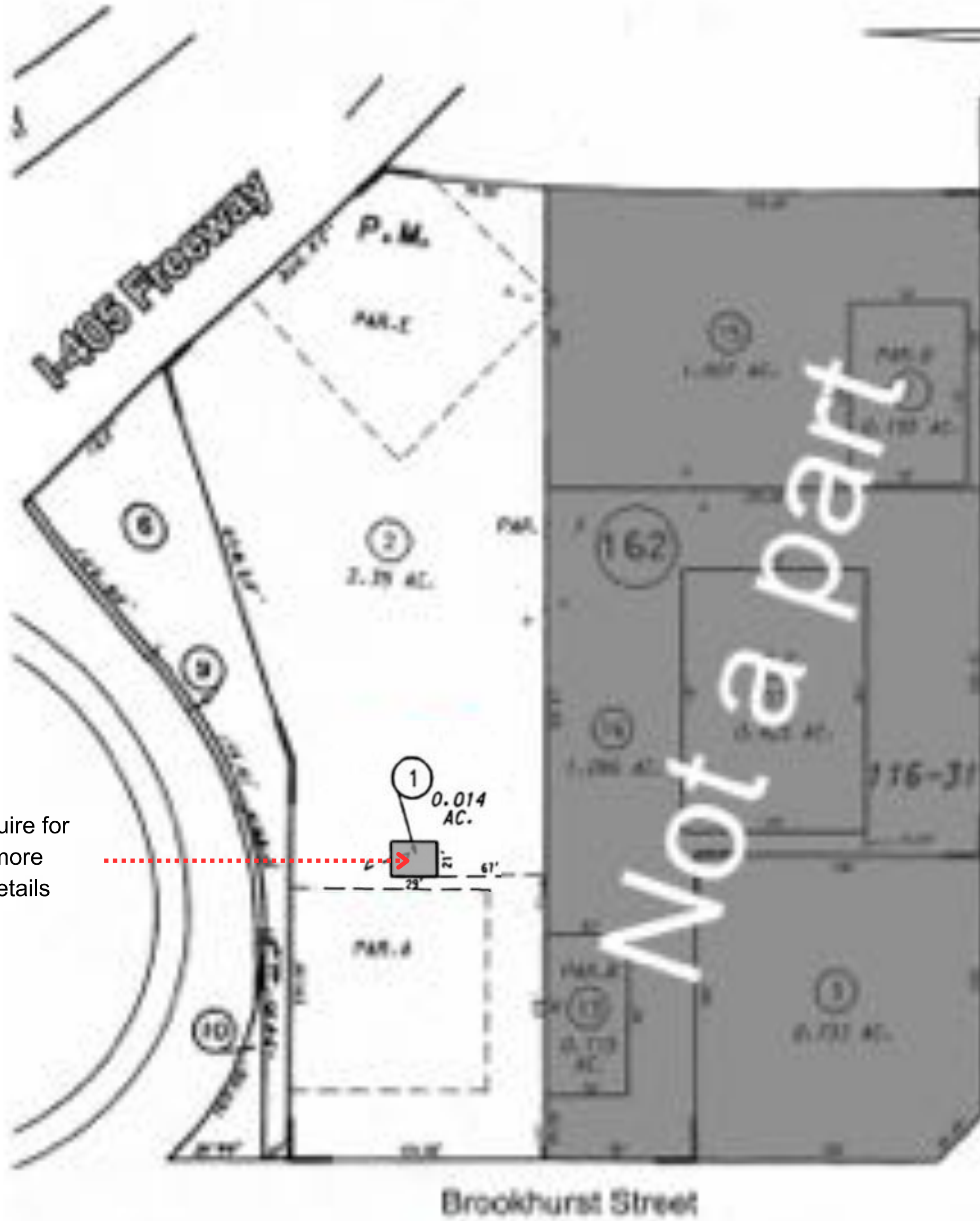
Parcel Assemblage

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



PARCEL ONE, NINE, & TEN

17920 BROOKHURST STREET



Inquire for more details

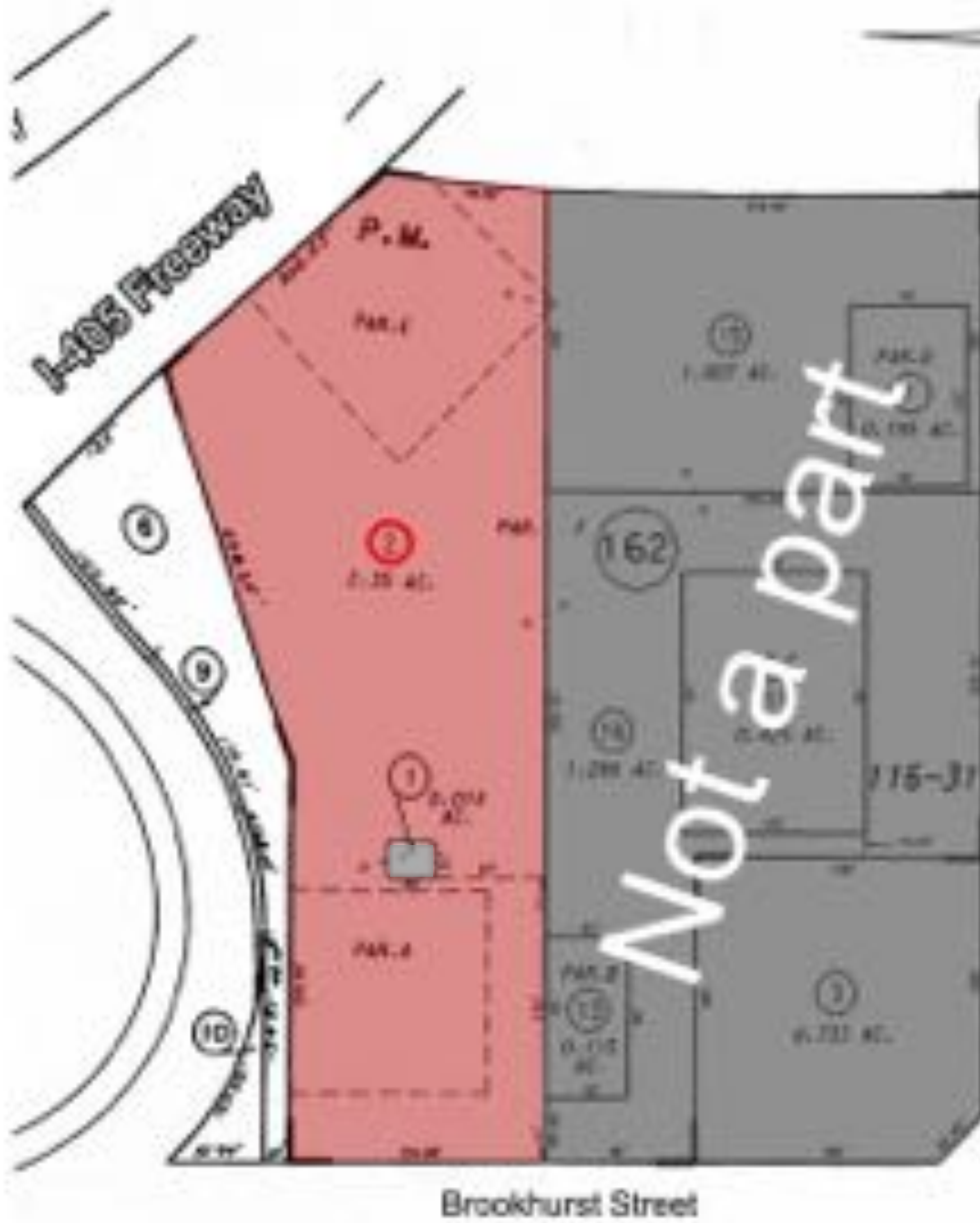
Parcel No. 169-162-01 (±609 Sq. Ft.)



Parcel No. 169-162-09 (±2,200 Sq. Ft.)
Parcel No. 169-162-10 (±2,000 Sq. Ft.)

PARCEL TWO & SIX

17920 BROOKHURST STREET



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



<p>1. Cordeiro Scott 24852 Paseo De Valencia, 1st Floor - 158 SOLD</p> <p>Laguna Hills, CA 92653 Sale Date: May 19, 2020 Sale Price: \$1,524,000 Proceed: \$820,000 Cont: \$1,400,000 Cont: \$1,400,000 Cont Status: Research Complete</p> <p>Change Type: 2 Store Office Year Built: 1976, Renov: (2020) Area: 24,852 SF Cont: 2,587 SF Zoning: SP (Office Professional)</p>
<p>2. 7812 Warner Ave SOLD</p> <p>Huntington Beach, CA 92647 Sale Date: Jan 25, 2020 Sale Price: \$1,300,000 Proceed: \$1,000,000 Cont: \$1,000,000 Cont: \$1,000,000 Cont Status: Research Complete</p> <p>Change Type: 2 Store Office Year Built: 1971 Area: 11,000 SF Land Area: 2.10 AC Land SF: 6,297 SF Zoning: C2 (Business/Commercial) Sale Condition: Purchase By Tenant</p>
<p>3. 432-438 N State College Blvd SOLD</p> <p>Anaheim, CA 92805 Sale Date: Nov 21, 2020 Sale Price: \$1,200,000 Proceed: \$200,000 Cont: \$1,000,000 Cont: \$1,000,000 Cont Status: Research Complete</p> <p>Change Type: 2 Store Office Year Built: 1970 Area: 2,000 SF Land Area: 1.00 AC Land SF: 10,890 SF Zoning: C-4</p>
<p>4. 1480 E Harbor Blvd - Los Palms Medical Plaza SOLD</p> <p>La Habra, CA 91703 Sale Date: Nov 16, 2020 Sale Price: \$5,100,000 Proceed: \$300,000 Actual Cap Rate: 5.81% Cont: \$5,100,000 Cont: \$5,100,000 Cont Status: Research Complete</p> <p>Change Type: 2 Store Office Year Built: 1985, Renov: (2020) Area: 14,216 SF Land Area: 1.20 AC Land SF: 6,525 SF Zoning: C2, La Habra</p>
<p>5. Cordeiro Scott 22948 El Toro Rd, 1st Floor - 22948 SOLD</p> <p>Lake Forest, CA 92650 Sale Date: Aug 19, 2020 Sale Price: \$1,224,000 Proceed: \$620,000 Cont: \$1,000,000 Cont: \$1,000,000 Cont Status: Research Complete</p> <p>Change Type: 2 Store Office Year Built: 1981 Area: 11,200 SF Cont: 2,900 SF Zoning: RA</p>
<p>6. 250 Hospital Dr SOLD</p> <p>Huntington Beach, CA 92648 Sale Date: Jul 29, 2020 Sale Price: \$1,000,000 Proceed: \$400,000 Cont: \$1,000,000 Cont: \$1,000,000 Cont Status: Research Complete</p> <p>Change Type: 2 Store Office Year Built: 1976 Area: 6,000 SF Land Area: 2.20 AC Land SF: 15,668 SF Zoning: C1</p>



Address	City	Property Info	Sale Info
22948 El Toro Rd	Lake Forest	2,900 SF Class C Office/Medical	Sold \$1,224,000 (\$422.07/SF)
1480 E Harbor Blvd	La Habra	14,216 SF Class C Office/Medical	Sold \$5,100,000 (\$359.04/SF)
250 Hospital Dr	Huntington Beach	6,000 SF Class B Office/Medical	Sold \$1,000,000 (\$166.67/SF)
24852 Paseo De Valencia	Laguna Hills	24,852 SF Class C Office/Medical	Sold \$1,524,000 (\$61.33/SF)
432-438 N State College Blvd	Anaheim	2,000 SF Class C Office/Medical	Sold \$1,200,000 (\$600.00/SF)
7812 Warner Ave	Huntington Beach	11,000 SF Class B Office/Medical	Sold \$1,300,000 (\$118.18/SF)


	Low	Average	Median	High
Sale Price	\$1,200,000	\$2,215,000	\$1,564,500	\$5,100,000
BSA	1,100 SF	4,889 SF	2,548 SF	14,216 SF
Price per SF	\$909.09	\$455.02	\$614.38	\$1,000.00
Actual Cap Rate	5.41%	5.41%	5.41%	5.41%
Days on Market	33	200	72	1,040
Sale Price to Asking Price Ratio	84.87%	84.87%	84.87%	100.00%

MEDICAL OFFICE LEASE COMPS

17920 BROOKHURST STREET



Lease Comparables



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	Nov 2023	Lease Type	Full Service	Property Type	Office Class B
Building Area		Term	3 Years	On Market	4 Mths	Building Area	26,000 SF
Effective Rent		Exp. Date	Nov 2026	Build Out	Full Build-Out	Buildings	1400
Notes							



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	Lease Type	Full Service	Property Type	Office Class B
Building Area		Term	3 Years	On Market	3 Mths	Building Area	30,000 SF
Effective Rent		Exp. Date	Apr 2026	Build Out	Full Build-Out	Buildings	1874
Notes	Corner Space, Direct Elevator Exposure, Natural Light, Partitioned Offices						



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	Lease Type	Full Service	Property Type	Office Class B
Building Area	\$2.00/NNN	Term	3 Years	On Market	27 Mths	Building Area	3,500 SF
Effective Rent		Exp. Date	Apr 2025	Build Out	Full Build-Out	Buildings	2012
Notes	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



<p>1 20201 Alton Creek Rd SOLD</p> <p>Mariposa, CA 95338 Sale Date: May 21, 2020 Sale Price: \$2,750,000 Proceed: \$250,000 Permits: 2019-01-08 Comp ID: 2019008 Comp Status: Research Complete</p> <p>Orange Type: 1 Star, Retail Restaurant (Power Center) Year Built: 1980 S.A.: 6,216 SF Land Area: 1.21 AC Lot/CF: 17,000 SF Zoning: R-100</p> 
<p>2 20712 Parkside Pkwy - Denny's SOLD</p> <p>Mariposa, CA 95338 Sale Date: May 1, 2020 Sale Price: \$2,400,000 Proceed: \$210,000 Allow Cap Rate: 5.40% Permits: 2019-01-08 Comp ID: 2019108 Comp Status: Research Complete</p> <p>Orange Type: 1 Star, Retail Restaurant (Power Center) Year Built: 1980 S.A.: 5,816 SF Land Area: 1.21 AC Lot/CF: 17,000 SF Zoning: R-100</p> 
<p>3 20012 Tanya Centre Dr - Sanguinetti's SOLD</p> <p>Mariposa, CA 95338 Sale Date: Sep 28, 2019 Sale Price: \$4,450,000 Proceed: \$200,000 Permits: 2019-01-08 Comp ID: 2019010 Comp Status: Research Complete</p> <p>Orange Type: 1 Star, Retail Restaurant (Power Center) Year Built: 1980 S.A.: 7,216 SF Land Area: 1.21 AC Lot/CF: 24,000 SF Zoning: R-100, Planned Project</p> 
<p>4 1000 E Parkside Ave SOLD</p> <p>Orange, CA 92667 Sale Date: Feb 24, 2020 Sale Price: \$2,750,000 Proceed: \$250,000 Permits: 2019-01-08 Comp ID: 2019008 Comp Status: Research Complete</p> <p>Orange Type: 1 Star, Retail Restaurant Year Built: 1980 S.A.: 6,216 SF Land Area: 1.21 AC Lot/CF: 17,000 SF Zoning: R-100</p> 
<p>5 1001 Main St SOLD</p> <p>Yuba City, CA 95991 Sale Date: Nov 26, 2019 Sale Price: \$2,500,000 Proceed: \$200,000 Permits: 2019-01-08 Comp ID: 2019008 Comp Status: Research Complete</p> <p>Orange Type: 1 Star, Retail Restaurant Year Built: 1980 S.A.: 5,816 SF Land Area: 1.21 AC Lot/CF: 17,000 SF Zoning: R-100</p> 
<p>6 10001 Brookhurst St SOLD</p> <p>Garden Grove, CA 92641 Sale Date: Jun 15, 2020 Sale Price: \$1,500,000 Proceed: \$200,000 Permits: 2019-01-08 Comp ID: 2019008 Comp Status: In Progress</p> <p>Orange Type: 1 Star, Retail Restaurant Year Built: 1970 S.A.: 4,216 SF Land Area: 1.21 AC Lot/CF: 17,000 SF</p> 



Address	City	Property Info	Sale Price
20201 Alton Creek Rd	Mariposa	6,216 SF General Retail/Restaurant	\$2,750,000 (\$441,489)
10001 Brookhurst St	Garden Grove	4,216 SF General Retail/Restaurant	\$1,500,000 (\$357,143)
1000 E Parkside Ave	Orange	6,216 SF General Retail/Restaurant	\$2,750,000 (\$441,489)
1001 Main St	Yuba City	5,816 SF General Retail/Restaurant	\$2,500,000 (\$428,571)
20712 Parkside Pkwy	Mariposa	5,816 SF General Retail/Restaurant	\$2,400,000 (\$407,143)
20012 Tanya Centre Dr	Mariposa	7,216 SF General Retail/Restaurant	\$4,450,000 (\$616,429)

	Low	Average	Median	High
Sale Price	\$1,500,000	\$2,705,143	\$2,500,000	\$4,450,000
Center Size	4,200 SF	6,034 SF	6,034 SF	7,900 SF
Price per SF	\$358.21	\$448.38	\$416.99	\$565.78
Actual Cap Rate	5.81%	5.81%	5.81%	5.81%
Days on Market	88	507	298	814
Sale Price to Asking Price Ratio	90.04%	94.83%	94.44%	100.00%

RESTAURANT LEASE COMPS

17920 BROOKHURST STREET



Lease Comparables

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

18215 Brookhurst St - 1st Floor Direct, Leased by I Can Barbeque, Korean Grill

Fountain Valley, CA 92708 - Fountain Valley Submarket

★ ★ ★ ☆ ☆

Asking Rent	Start Date	Free Rent	Lease Type	New Lease	Property Type	Retail Class C
Starting Rent	Term	Exclusions	On Market	7 Mths	Building Area	5,995 SF
Monthly Rent	Exp. Date	TI Allowance	Build-Out	Full Build-Out	Build Number	
		Options	Done/Close to		Parking Ratio	0.347,000 SF

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	Start Date	Free Rent	Lease Type	New Lease	Property Type	Retail Class C
\$3.50/NNN	Dec 2021	Exclusions	On Market	10 Mths	Building Area	29,824 SF
Starting Rent	Term	TI Allowance	Build-Out	Full Build-Out	Build Number	1800
Monthly Rent	Exp. Date	Options	Done/Close to		Parking Ratio	1.787,000 SF

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

96672-16732 Beach Blvd - 1st Floor Direct

Huntington Beach, CA 92647 - Huntington Beach Submarket

★ ★ ★ ☆ ☆

Asking Rent	Start Date	Free Rent	Lease Type	New Lease	Property Type	Retail Class B
\$4.50/NNN	Dec 2021	Exclusions	On Market	11 Mths	Building Area	87,941 SF
Starting Rent	Term	TI Allowance	Build-Out	Full Build-Out	Build Number	1879
Monthly Rent	Exp. Date	Options	Done/Close to		Parking Ratio	1.837,000 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

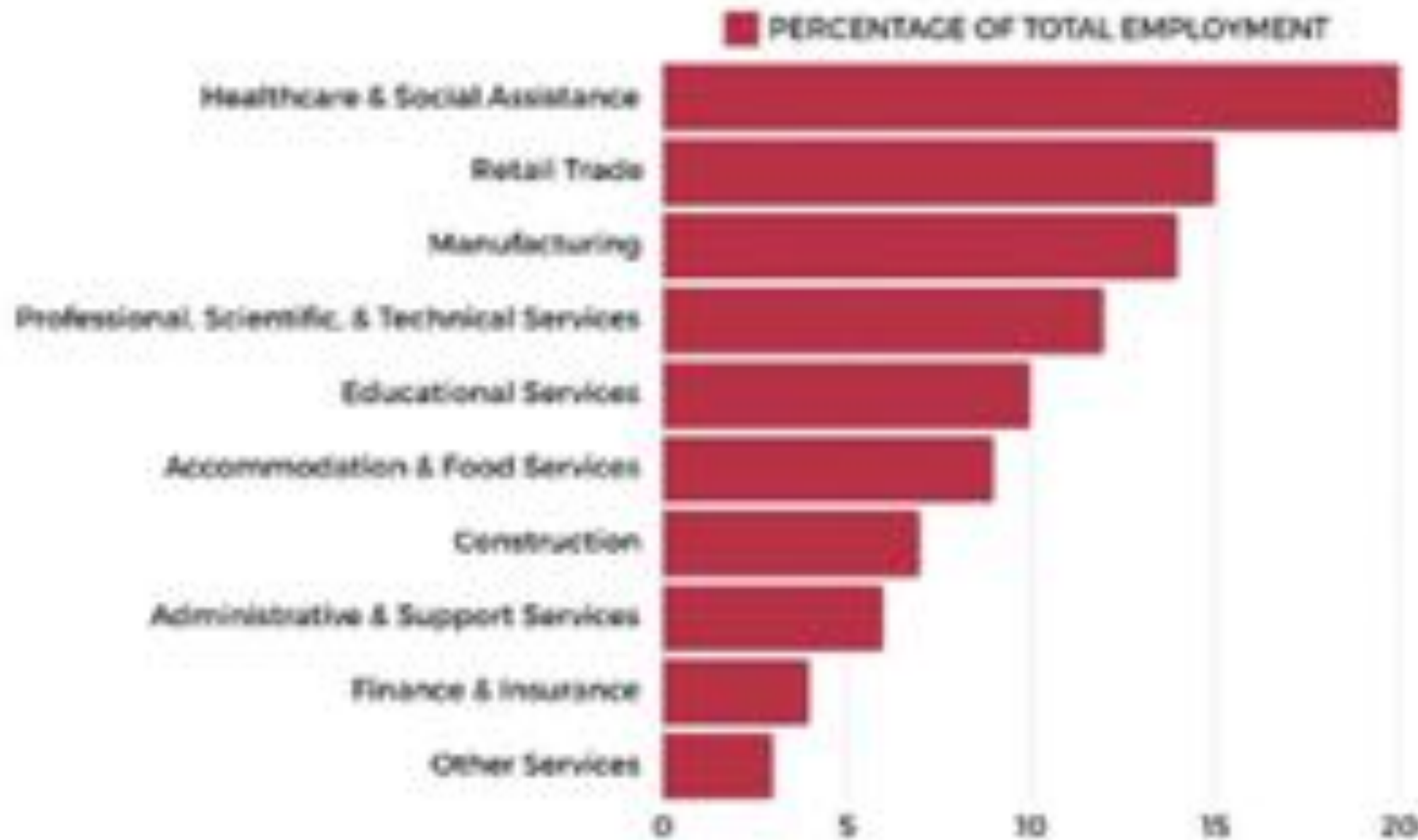


Over the past decade, Fountain Valley, CA, has seen steady economic growth characterized by a robust local economy and ongoing community development. The city has maintained a low unemployment rate and benefited from a diversified economic base, including healthcare, retail, and service industries. Fountain 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.

