

OFFERING MEMORANDUM

# HARBOR FREIGHT TOOLS

SUBJECT  
PROPERTY

810-822 S SAN FERNANDO BLVD, BURBANK, CA 91502

km Kidder  
Mathews



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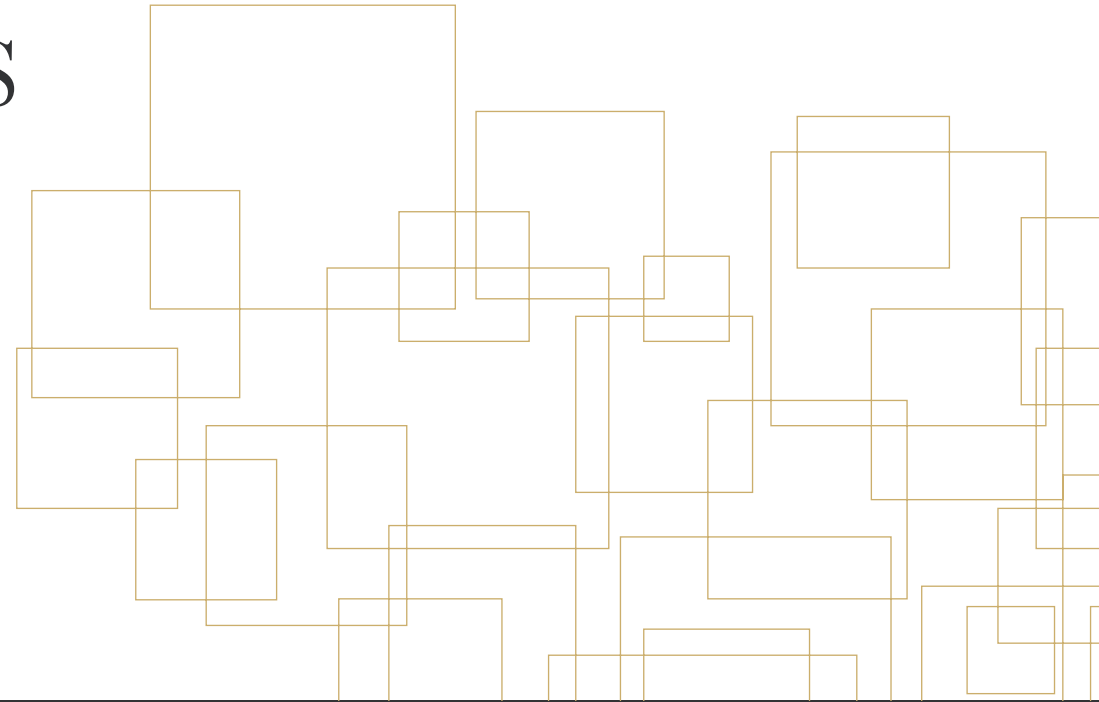
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*Exclusively  
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*Loan  
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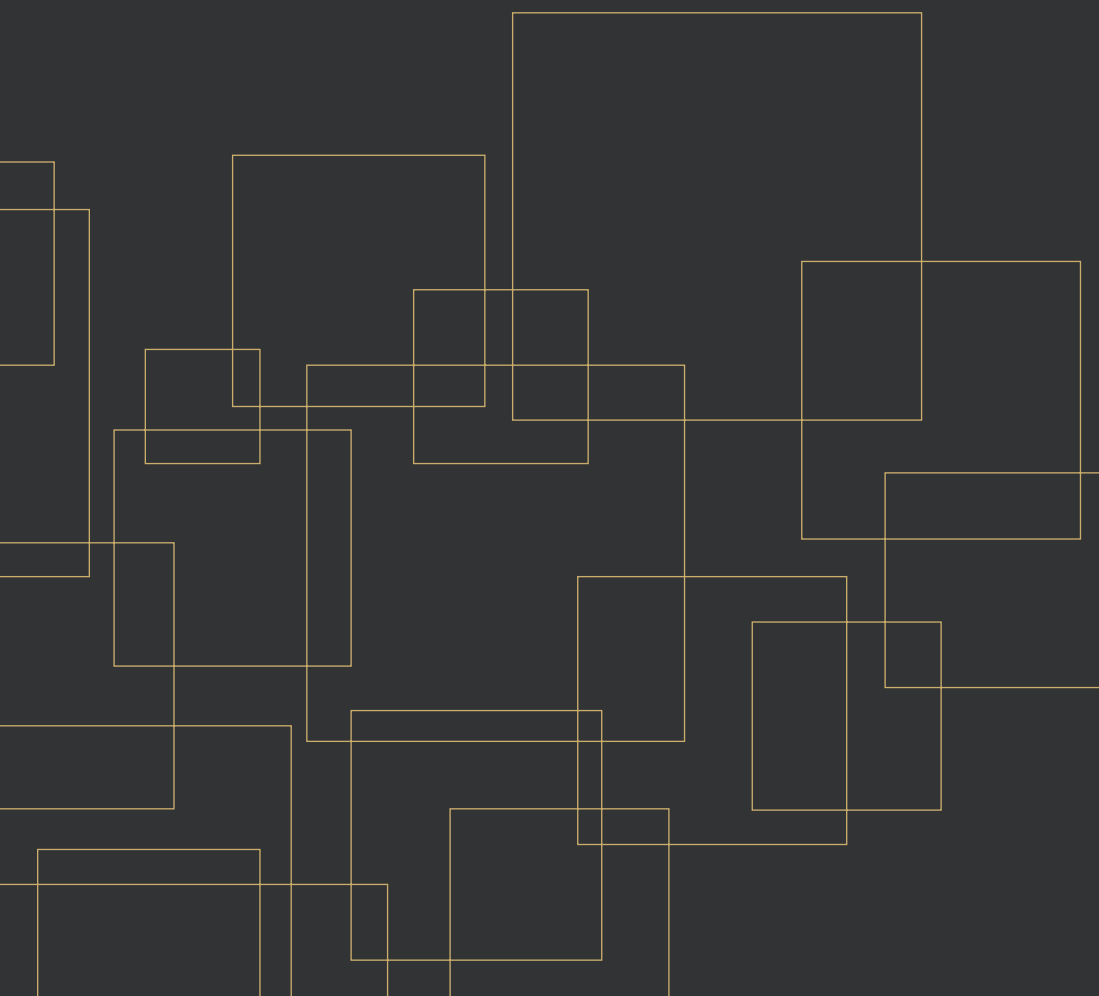
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# EXECUTIVE SUMMARY

# PREMIER *RETAIL OFFERING* ON A PRIME BURBANK RETAIL CORRIDOR

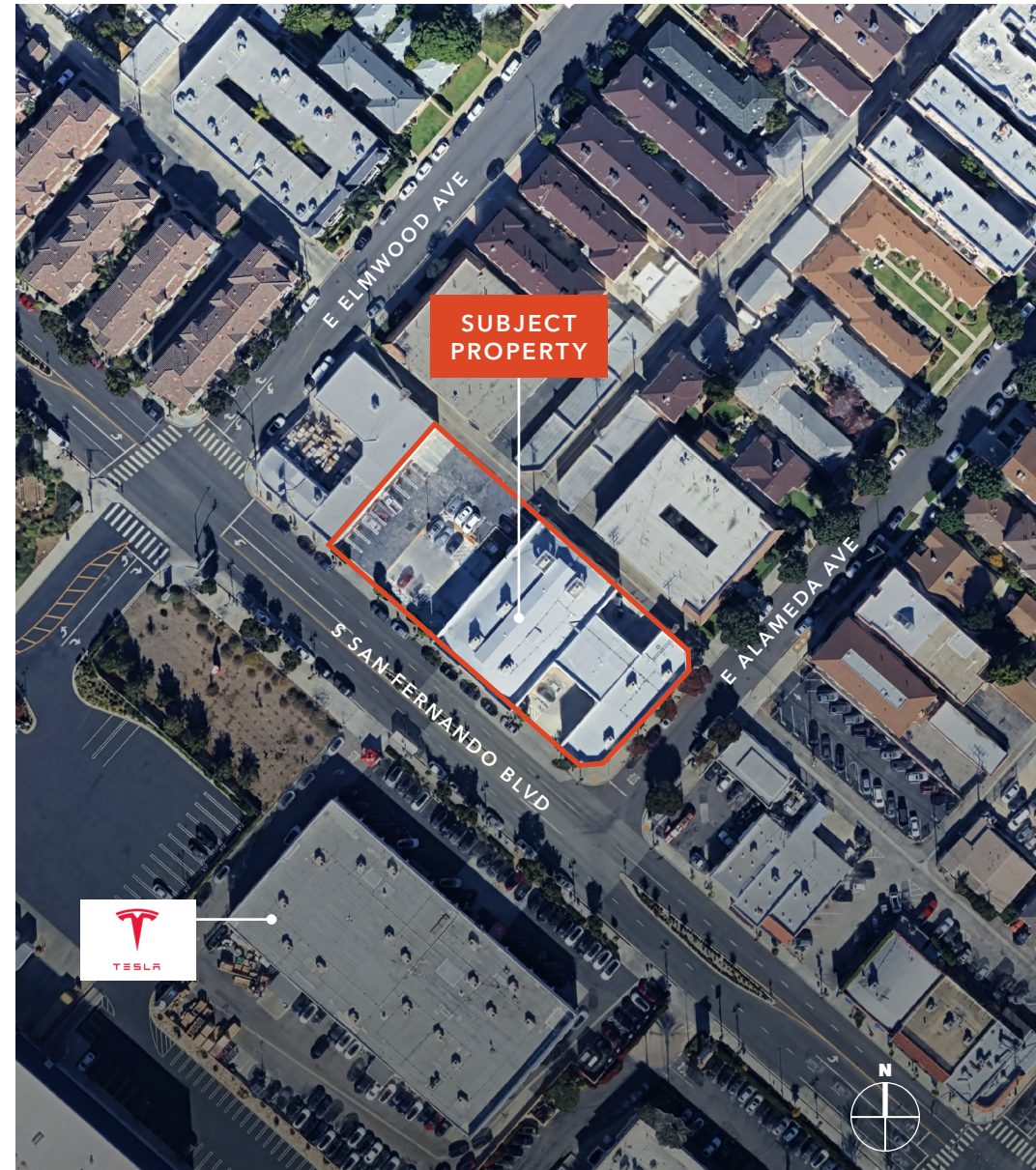
Kidder Mathews is pleased to present For Sale, an ideal generational 1031 tax exchange opportunity in Burbank! This 14,295 SF stand-alone retail store on a 29,045 SF lot is set up with a stable low risk long-term NNN credit tenant, and a 3.6% 15-year fixed assumable loan. The loan is amortized over 15 years, in its current term, the balance would be paid off in 10.5 years. (Loan amount represents approximately 34% LTV). The property sits in a choice Burbank corridor across the street from The Burbank Ikea store entrance (Largest in N. America), The Tesla gallery dealership. And it is accompanied, within blocks, by: Ralphs, CVS, Starbucks, The Habit, Walgreens, Trader Joes, CarMax, Chevron, Home Depot, the Interstate 5 Freeway, and less than a mile from the Burbank Town Center shopping mall that features over 100 retail shops.

## TENANT

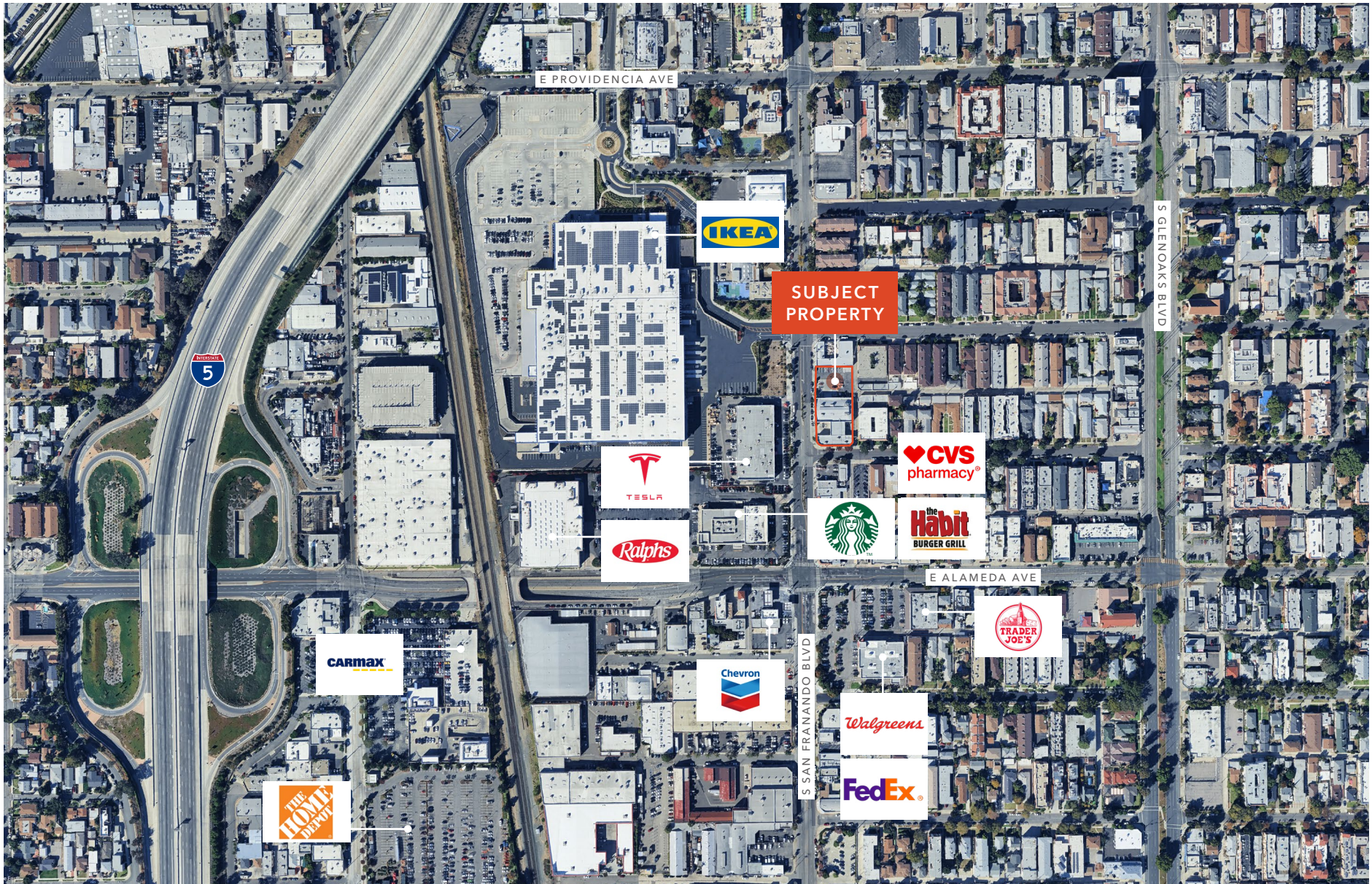
HARBOR FREIGHT TOOLS is a privately held tool and equipment retailer headquartered in Calabasas, CA. They operate over 1,500 Locations in 48 states with approximately \$6.5 Billion Dollars in annual revenue.

## LEASE

The Tenant is in their 6th year of a 15 year term, with 4 (5 year) options to renew. The Tenant is responsible for all the maintenance and repairs except for roof and structure, and the rent increases 10% every 5 years.









## INVESTMENT HIGHLIGHTS

**Great 1031 Tax Exchange:** Low Risk Stable Asset with a long term corporate guaranteed Tenant-HARBOR FREIGHT TOOLS. An excellent place to park your money!

**Low Rate Assumable Financing:** Originally a 15- year loan with a 3.6% fixed interest rate, which will be paid-off in approx.10.5 years; it represents approximately 35% of the purchase price. Traditional financing currently at approximately 5.5% with 47% down 30 year amortization (as of 9/1/2024).

**Property Recently Redeveloped:** In 2016 the property was structurally improved, and roof was replaced. And in 2018 the Tenant significantly Improved for its use. The 2016 renovations should extend the exorcising of the landlord responsibilities of roof and structure for many years.

**Excellent Location:** Property is Located on a busy Burbank retail corridor across the street from The Tesla gallery store, The New Ikea parking lot entrance, and adjacent to other top retailers such as Ralphs, CVS, Walgreens, Starbucks, the Habit, Trader Joes, CarMax, and the less than a mile from the Burbank Towne Center shopping mall.

**Demographics:** Burbank has a dense population and solid demographics with Approximately 87,000 people in a 2-mile radius with an average household annual income of approximately \$104,000.









# HARBOR FREIGHT

QUALITY TOOLS LOWEST PRICES

*Harbor Freight is America's number 1 tool store with more than 1,500 locations and 25,000 associates nationwide.*

Over 75 million customers have come to Harbor Freight for their unmatched assortment of quality tools at an unbeatable value, including automotive, air and power tools, storage, outdoor power equipment, generators, welding supplies, shop equipment, hand tools, and much more.

Originally known as Harbor Freight Salvage, the company began as a small mail-order tool business in North Hollywood, California. Owner/ Founder and CEO, Eric Smidt, loved the business and learned as much as he could about tools and tool users. It didn't take long for him to learn that most tools were over-priced. He discovered that he could source tools directly from factories, remove layers of cost and pass the savings on to his customers - value that no one else offered.



For over 45 years, their reputation has been built on providing quality tools at the lowest prices. They work directly with the same factories that produce the tools for many of their competitors and bypass the middleman to avoid additional markups.

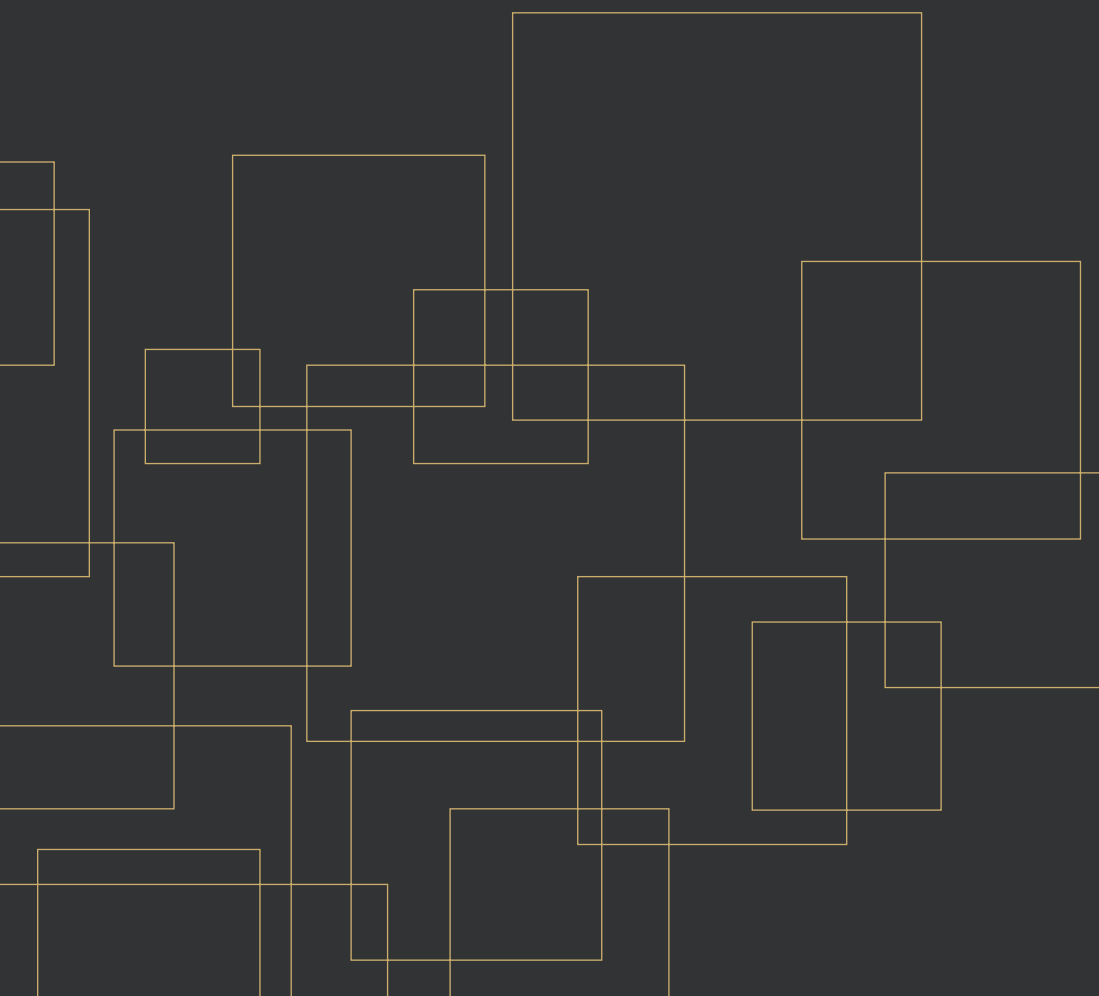
Harbor Freight opened its first store in Lexington, Kentucky in 1980, and in the following years, experienced slow but steady growth in its retail and catalogue business. As sales increased, Harbor

Freight's assortment of tools grew dramatically, as did its ability to offer even lower prices. By the late 1990s, few retailers offered a wider selection of tools at lower prices than Harbor Freight. In 1999, Eric purchased his father's half of the company (he's been the sole owner ever since) and the company's growth began to accelerate.

Sourced: <https://www.harborfreight.com/about-us>  
<https://www.harborfreight.com/about-us/eric-smidt-bio.html>







# PROPERTY OVERVIEW



## PROPERTY OVERVIEW

# PROPERTY INFORMATION

ADDRESS	810-822 S San Fernando Blvd Burbank, CA 91502
ASKING PRICE	\$9,599,000
BUILDING SIZE	14,295 SF
CAP RATE	4.65%
TENANT	Harbor Freight Tools
LEASE TYPE	Single Tenant NNN (Corporate Guaranteed)
LAND SIZE	29,045 SF (0.66 AC)
YEAR BUILT	1939/1975
RENOVATED	2016
PARKING SPACES	32 (2.24/1,000)
PARCEL NUMBERS	2453-038-002, 2453-038-023
ZONING	BCC-3 Burbank Center Commercial General Business
CAR COUNT	20,230 VPD

**\$9.599M**

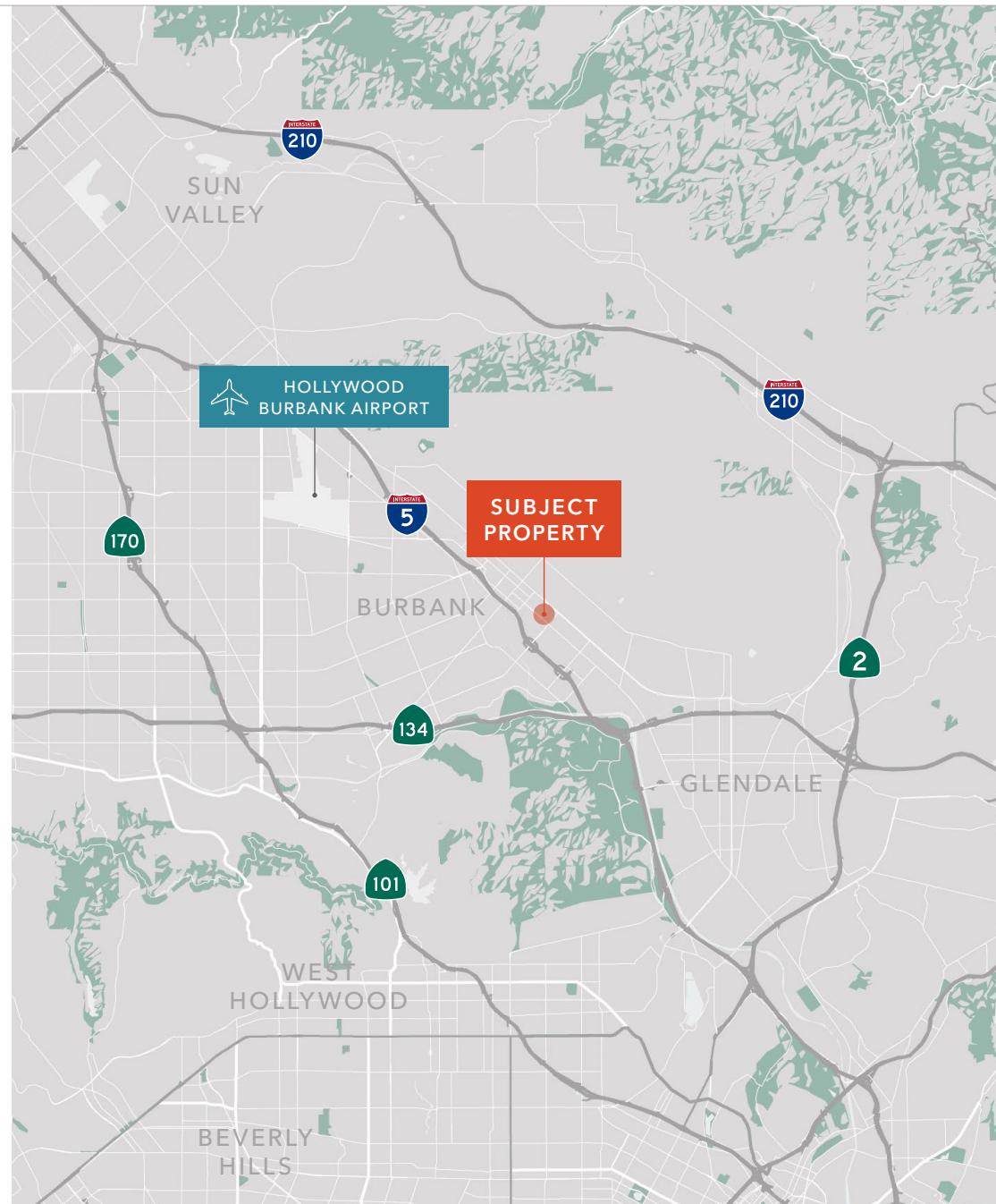
ASKING PRICE

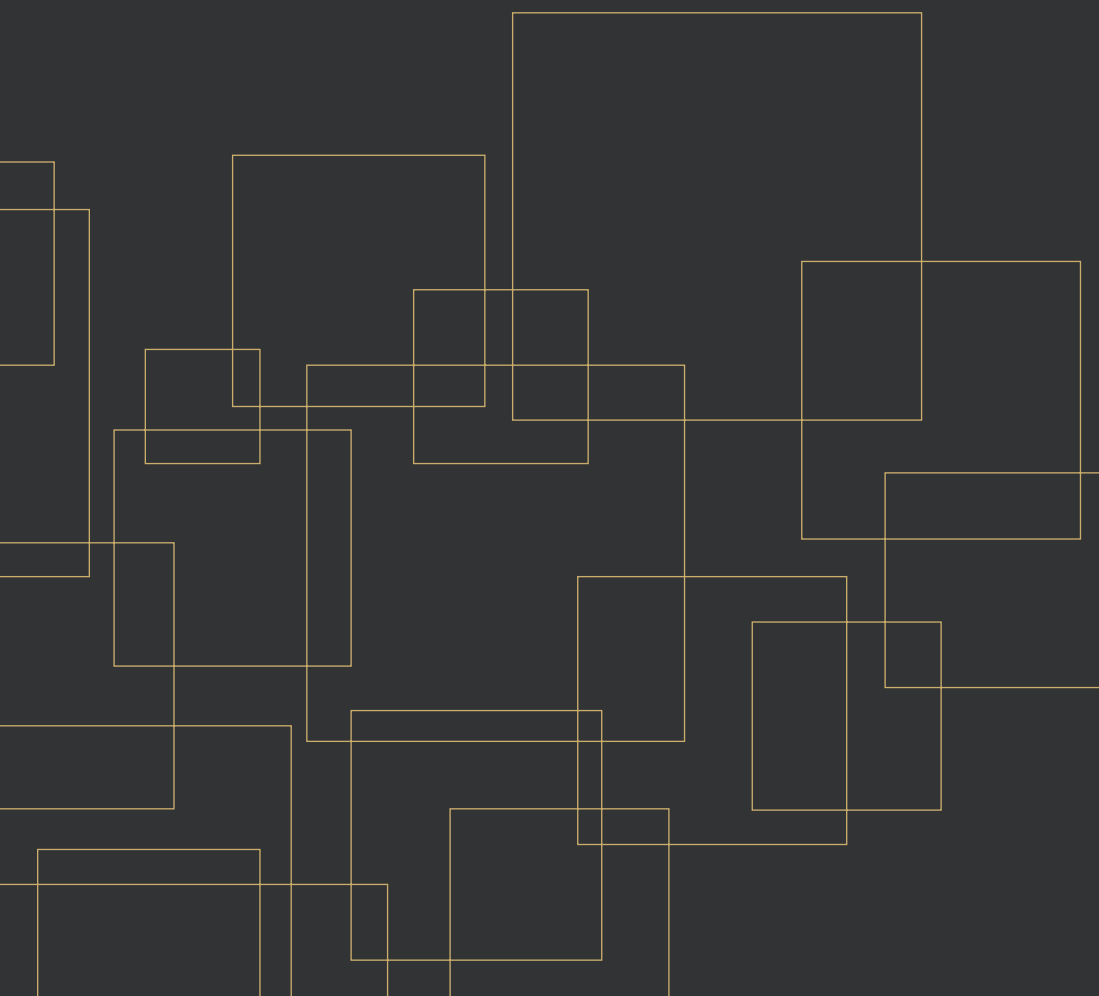
**4.65%**

CAP RATE

**14,295**

BUILDING SF





# FINANCIALS



# FINANCING

## CONVENTIONAL FINANCING

### PRICING

Full Offering Price		\$9,599,000
Down Payment	55%	\$5,300,000
Cap Rate		4.65%
Price/Bldg SF		\$671.49
Price/Land SF		\$328.90

### PROPERTY DESCRIPTION

Leasable Area SF	14,295
Lot Size SF	29,185
Year Built	1939 & 1975/2018

### FINANCING PROFORMA

Loan Amount	\$4,299,000
Amortization (years)	30.000
Interest Rate	6.00%
Monthly Payment	(\$25,775)
Yearly Payment	(\$309,296)

### ANNUALIZED OPERATING DATA

	Pro Forma
Rental Income	\$446,600
NNN Expenses	\$141,148
Effective Gross Income	\$587,748
Expense reimbursement: NNN	(\$141,148)
Net Operating Income	\$446,600 76.0%
Less Loan Payments	(\$309,296)
Cash Flow/CoC Return	\$137,304
First Year Principal Reduction	\$52,792
Total Return Before Taxes	\$190,096

### ANNUALIZED EXPENSES

Property tax	1.210%	\$116,148
Insurance	\$0.81	\$25,000
Total Expenses		\$141,148
Monthly/SF		\$0.82

This information has been secured from sources we believe to be reliable, however we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify all information.

## ASSUMABLE FINANCING

### PRICING

Full offering price	\$9,599,000
Down Payment w/Assumable Financing	\$6,353,290
Cap Rate	4.65%
Price/Bldg SF	\$671.49
Price/Land SF	\$328.90

### PROPERTY DESCRIPTION

Leasable Area SF	14,295
Lot Size SF	29,185
Year Built	1939 & 1975/2018

### FINANCING

Loan Amount (as of Dec 2024)	\$3,245,709
Amortization (years)	15.000
Interest Rate	3.60%
Monthly Payment	\$30,771.60
Yearly Payment	\$369,259.20

### ANNUALIZED OPERATING DATA

	Pro Forma
Rental Income	\$446,600
NNN Expenses	\$141,148
Effective Gross Income	\$587,748
Expense reimbursement: NNN	(\$141,148)
Net Operating Income:	\$446,600 76.0%
Less Loan Payments:	\$369,259
Cash Flow/CoC Return:	\$77,341
Approx. Principle Reduction	\$205,679
Total Return Before Taxes:	\$283,020

### ANNUALIZED EXPENSES

Taxes	1.210%	\$116,148
Insurance	\$0.81	\$25,000
Total Expenses		\$141,148
Monthly/SF		\$0.82

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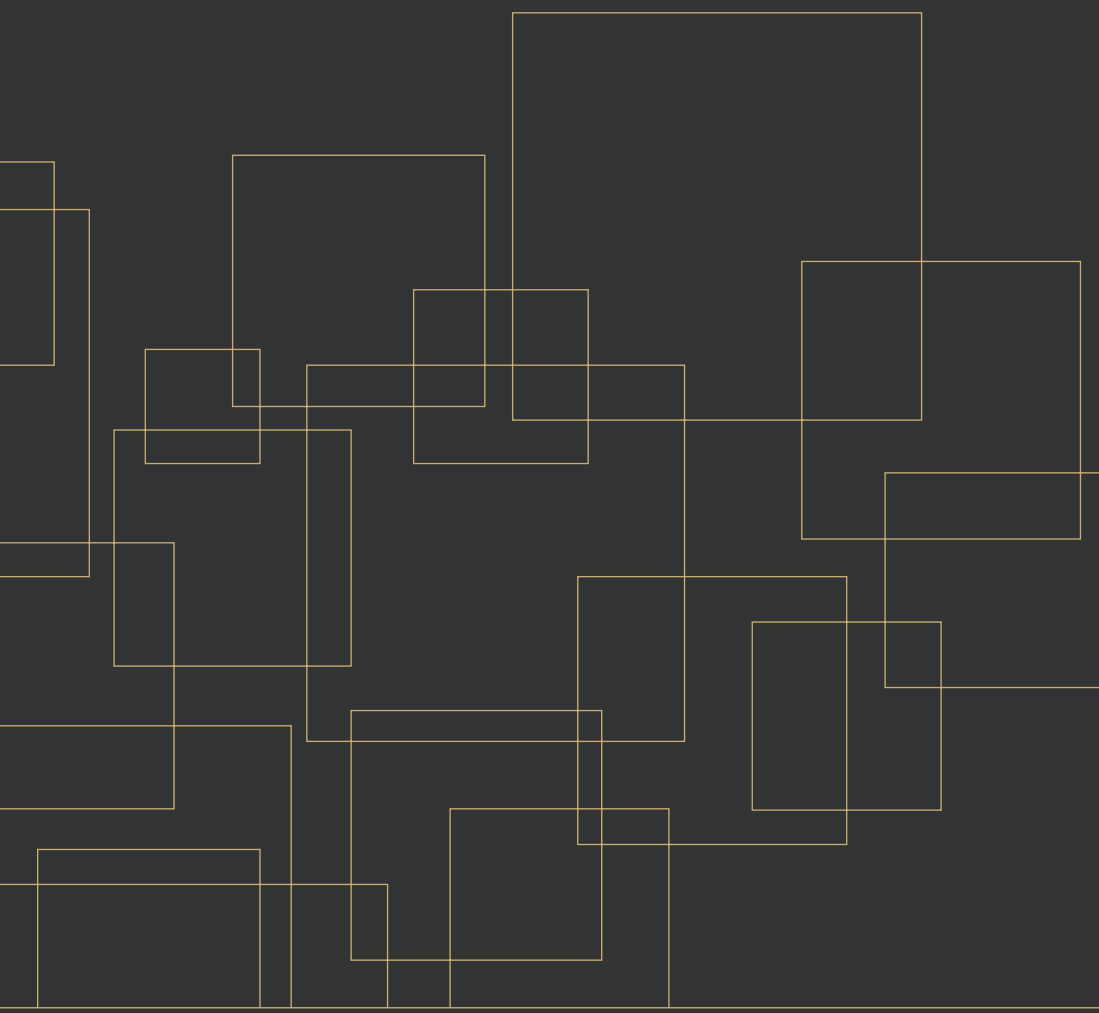


## RENT ROLL

### LEASE TERM

Term	Approx. Rentable SF	Term Beginning	Term End	Monthly Rent	Base Rent Rent/FS	Annual Rent
Years 6 - 10	14,295	3/26/23	3/25/28	<b>\$37,216.67</b>	\$2.60	<b>\$446,600.00</b>
Years 11-15	14,295	3/26/28	3/25/33	<b>\$40,938.33</b>	\$2.86	<b>\$491,260.00</b>
Option 1	14,295	3/26/33	3/25/38	<b>\$45,032.17</b>	\$3.15	<b>\$540,386.00</b>
Option 2	14,295	3/26/38	3/25/43	<b>\$49,535.38</b>	\$3.46	<b>\$594,424.60</b>
Option 3	14,295	3/26/43	3/25/48	<b>\$54,488.92</b>	\$3.81	<b>\$653,867.06</b>
Option 4	14,295	3/26/48	3/25/53	<b>\$59,937.81</b>	\$4.19	<b>\$719,253.77</b>





# LOCATION OVERVIEW



# *BURBANK, CA* LOCATION OVERVIEW

*Burbank is a significant center for the entertainment industry, situated in the San Fernando Valley of Los Angeles, CA.*

The area is situated approximately five miles north of Hollywood. It is bordered to the north by the cities of San Fernando and North Hollywood, to the east by Glendale, to the south by the city of Los Angeles, and to the southwest by Studio City. The region is home to famous attractions such as Warner Bros. and Walt Disney Studios, the Burbank Town Center (a large shopping and entertainment complex), a diverse mix of residential blocks, and the important transit hub known as Hollywood Burbank Airport. Burbank has a diverse and large population, making it an excellent place to raise a family.

Burbank's community is ethnically diverse, with people moving there from all over the world. The region is home to people of various ethnic backgrounds, contributing to a rich tapestry of cultures, customs, and viewpoints. Living in Burbank gives its people quick access to major sightseeing spots and business hubs because of its location in the San Fernando Valley. The neighborhood's central location makes traveling throughout Los Angeles convenient. It provides dining, shopping, and entertainment, and is close to Universal City, Hollywood, and Glendale. The community is proud of its excellent schools, parks, community centers, sports fields, and playgrounds, providing residents with ample leisure spaces and outdoor activities. This variety leads to a vibrant and friendly community.



Burbank has a rich history in the film and television industries and is the headquarters for major entertainment studios and media companies. The cultural hub of the entertainment industry, Burbank, is home to major studios such as Disney and Warner Bros., which have a significant influence on global television and film production. The city of Burbank is a significant hub for the media and entertainment industries, contributing to the dynamic culture of the city alongside its creative residents and legendary productions. As a result, the locals benefit from the convenience of nearby dining, entertainment, and retail facilities. Burbank-Downtown Station provides convenient access to public transportation, with frequent departures to important places, such as downtown Los Angeles. In Burbank, it's an excellent idea to start or grow a business. The region fosters a strong entrepreneurial culture, with ample resources available to support the growth of local businesses.



## MARKET OVERVIEW

### SAN FERNANDO VALLEY

is an extensive metropolitan region in the northwest portion of Los Angeles County. The Santa Monica Mountains to the south, the Verdugo Mountains to the east, the Simi Hills to the west, and the Santa Susana Mountains to the northwest define the San Fernando Valley's boundaries. It is frequently referred to as "The Valley" and is renowned for its suburban setting, diversified communities, and significant contributions to the entertainment sector. The Valley is one of the most populous and diverse areas and is home to several cities and communities, including Burbank, Glendale, Van Nuys, Northridge, and Sherman Oaks. It covers an expansive region of more than 260 square miles.

The San Fernando Valley is home to a population of around 2.0 million people who are diverse in

ethnicity and racial background. The Valley is the residence of various ethnicities, including Latino, Caucasian, Asian, and African American communities. The San Fernando Valley is a thriving, diverse region with other neighborhoods contributing to a unique community. These suburban settings strive to strengthen ties among neighbors, plan events, and care for neighborhood-related issues. The community's cultural diversity is celebrated through festivals, cultural events, and get-togethers, allowing residents to connect, value other traditions, and fortify community ties.

### NOTABLE SITES

**Universal Studios Hollywood** - enjoy the attractions, shows, and thrill rides.

**Warner Bros. Studios** - recognize the production locations of your favorite films and TV shows.

**Griffith Observatory** - a major worldwide facility that still produces exclusively live planetarium shows.

**The Valley Relics Museum** - history-related artifacts from San Fernando Valley and surrounding areas.

**Hollywood Burbank Airport** - Burbank's own commercial airport hub with direct rail service to Downtown Los Angeles

**Burbank Ikea Store** - Encompassing 456,000 sq ft, This is largest Ikea in the United States

**Burbank Town Center** - Shopping mall with movie theaters, restaurants and over 100 retailers.





# PROPERTY ZONED: BCC-3 BURBANK CENTER COMMERCIAL GENERAL BUSINESS

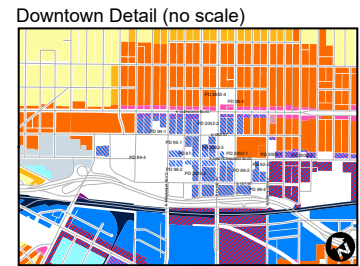
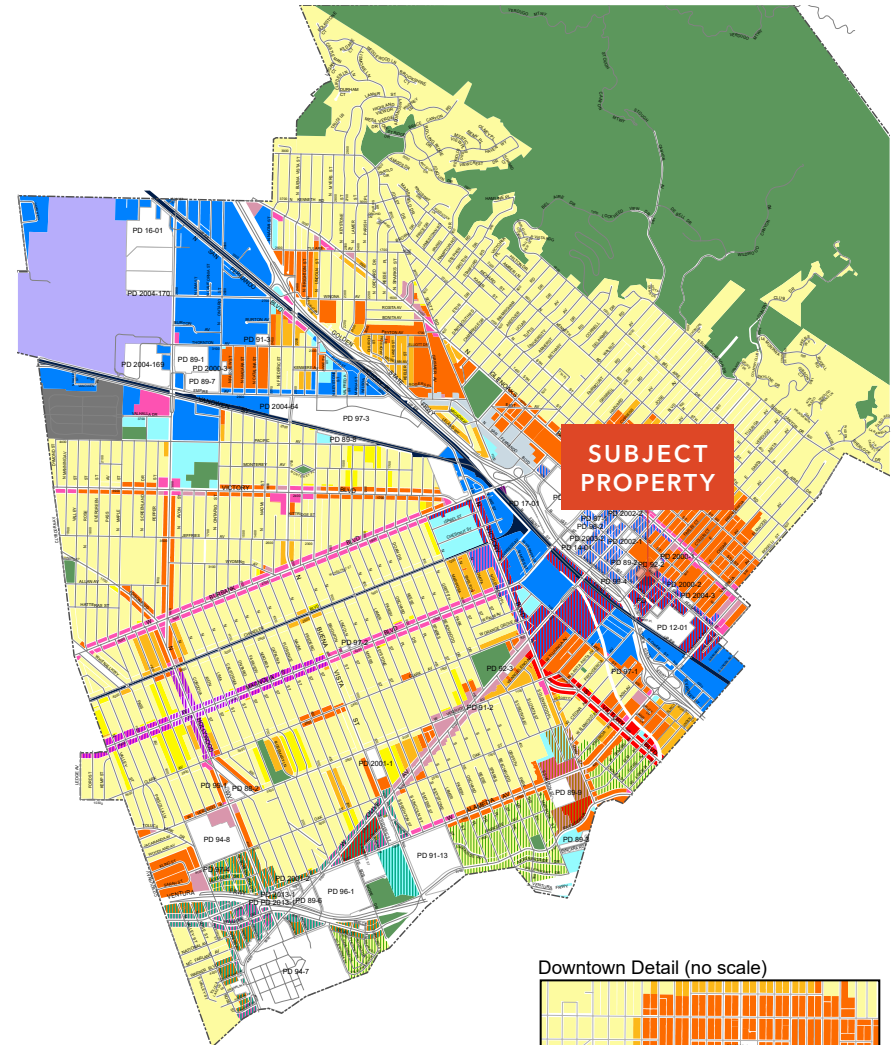
## CITY OF BURBANK ZONING MAP

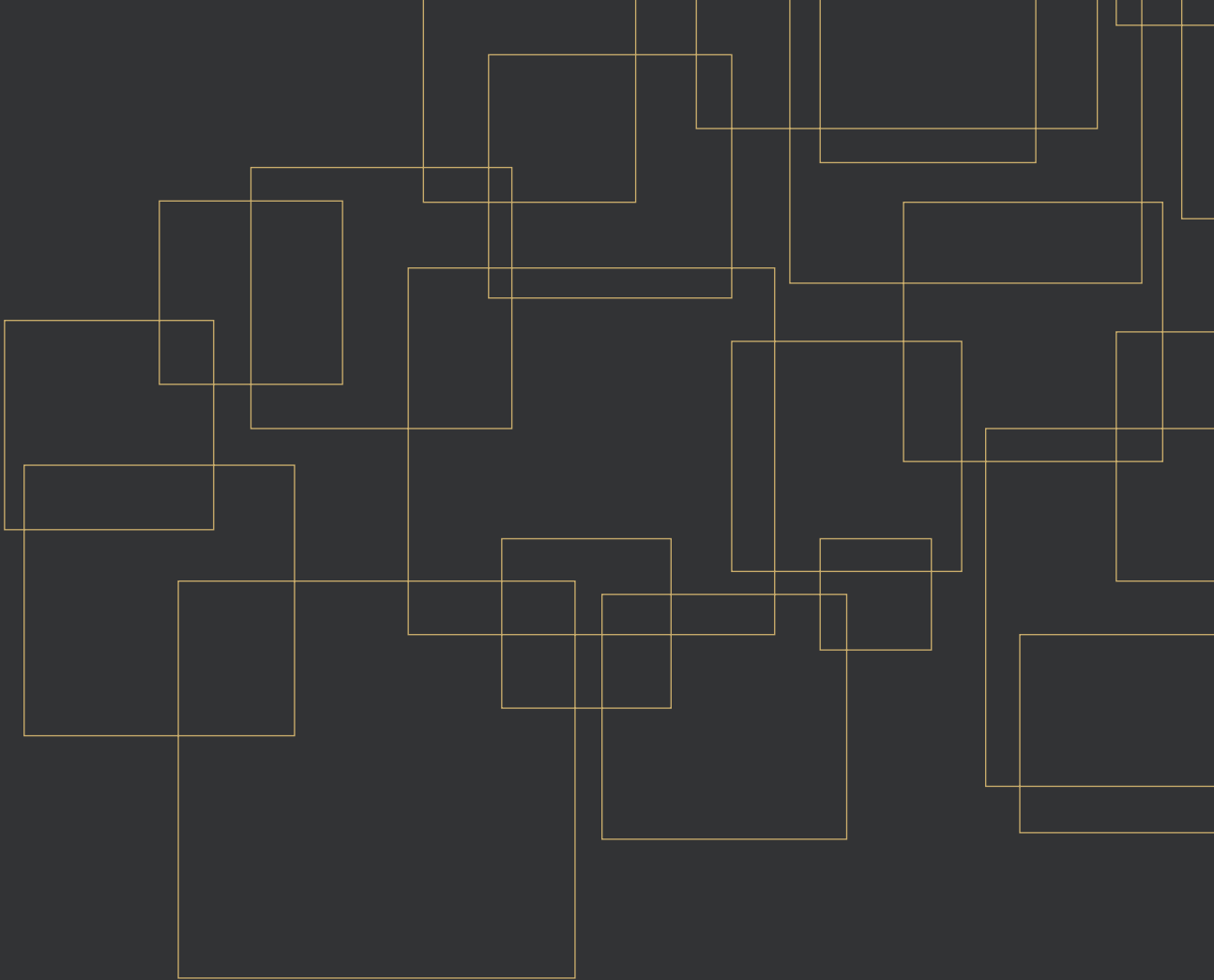
Burbank overlay zone effectuated in 2019, designated zoning BCC-3: The Burbank Center Commercial General Business. This Zone is intended for limited types of general business establishments, mixed use commercial/office/residential development, and other commercial uses in the Burbank Center Plan area which are compatible with mixed-use residential projects and which rely on the traffic on abutting arterials, and on residents living in mixed-use projects in this zone and in adjacent residential areas, for patronage.

→ USE CODE

## ZONE LEGEND

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>City Boundary</li> <li>R-1 Single Family Residential</li> <li>NSFC</li> <li>R-1-H Single Family Residential Horsekeeping</li> <li>R-2 Low Density Residential</li> <li>R-3 Medium Density Residential</li> <li>R-4 High Density Residential</li> <li>MDR-3 Media District R-3</li> <li>MDR-4 Media District R-4</li> <li>C-2 Commercial Limited Business</li> <li>C-3 Commercial General Business</li> <li>C-4 Commercial Unlimited Business</li> <li>M-1 Limited Industrial</li> <li>M-2 General Industrial</li> <li>MDC-2 Media District Limited Commercial</li> <li>MDC-3 Media District General Business</li> <li>MDC-4 Media District Commercial/Media Production</li> <li>MDM-1 Media District Industrial</li> </ul> | <ul style="list-style-type: none"> <li>NB Neighborhood Business</li> <li>GO Garden Office</li> <li>RC Rancho Commercial</li> <li>C-R Commercial Recreation</li> <li>RBP Rancho Business Park</li> <li>BCC-1 Burbank Center Commercial Retail-Professional</li> <li>BCC-2 Burbank Center Commercial Limited Business</li> <li>BCC-3 Burbank Center Commercial General Business</li> <li>BCCM Burbank Center Commercial Manufacturing</li> <li>AD Auto Dealership</li> <li>MPC-1 Magnolia Park Commercial Retail-Professional</li> <li>MPC-2 Magnolia Park Limited Business</li> <li>MPC-3 Magnolia Park General Business</li> <li>CEM Cemetery</li> <li>AP Airport</li> <li>RR Railroad</li> <li>OS Open Space</li> <li>PD Planned Development</li> </ul> |
|---|--|





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