

An aerial photograph of a valley with a winding river, residential areas, and some commercial buildings. The image is darkened to serve as a background for the text.

**VALLEY OAKS
COMMERCIAL
DEVELOPMENT**

HIDDEN VALLEY LAKES | CA

OFFERING MEMORANDUM

18657 OAK MEADOW DRIVE | MIDDLETOWN, CA 95467

PROPERTY OVERVIEW

**VALLEY OAKS
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DEVELOPMENT**
HIDDEN VALLEY LAKES | CA

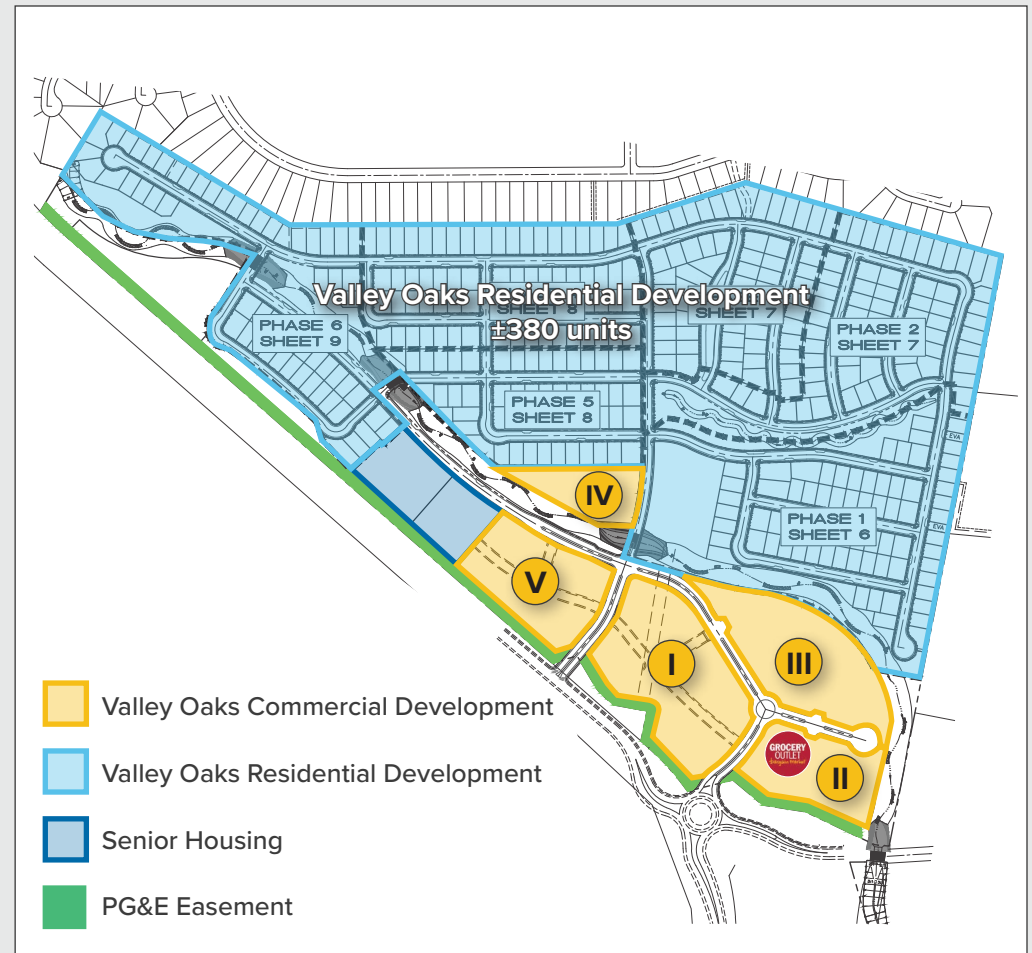
DEVELOPMENT PROFILE

The Valley Oaks Commercial Development site has five parcels available for sale, lease or build-to-suit in Hidden Valley Lakes, CA. Grocery Outlet, which opened in May 2022 is an anchor for the ±29.04 acre project and is packaged with the Valley Oaks Village II parcel.

Proximity to Clearlake, Cobb Mountain, historic Middletown and Mount Saint Helena, along with local equestrian amenities, agricultural resources, large open spaces and the growing wine industry uniquely situates this opportunity. The Valley Oaks Residential Development has ±380 single-family dwelling units on approximately 84 acres and sits adjacent to the Valley Oaks Commercial Development.

AVAILABILITY

- I Valley Oaks Village I:** ±8.47 acres
- II Valley Oaks Village II:** ±5.18 acres (with Grocery Outlet)
- III Valley Oaks Village III:** ±7.29 acres
- IV Valley Oaks Village IV:** ±2.28 acres
- V Valley Oaks Village V:** ±5.82 acres



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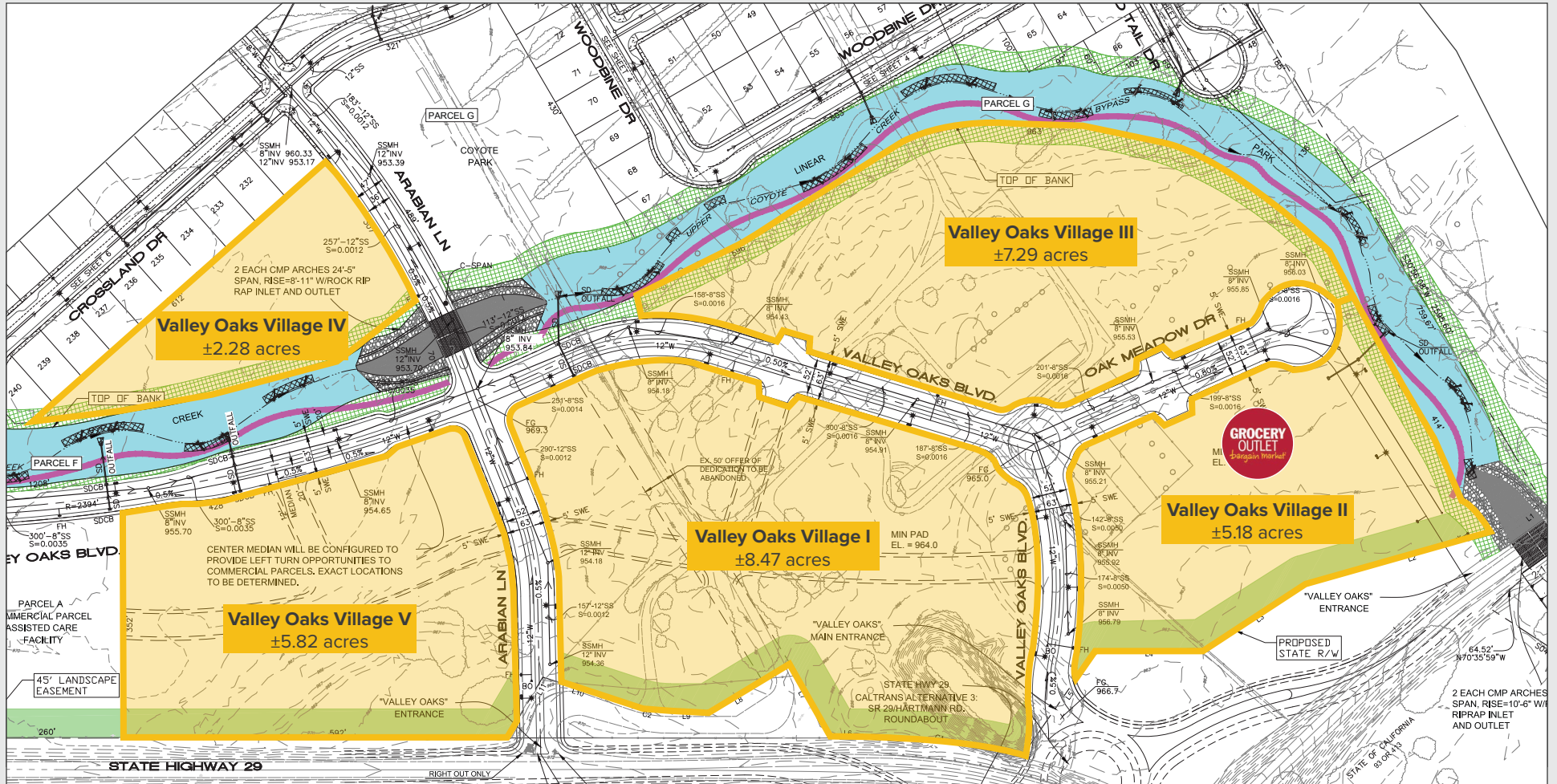
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PARCEL MAP

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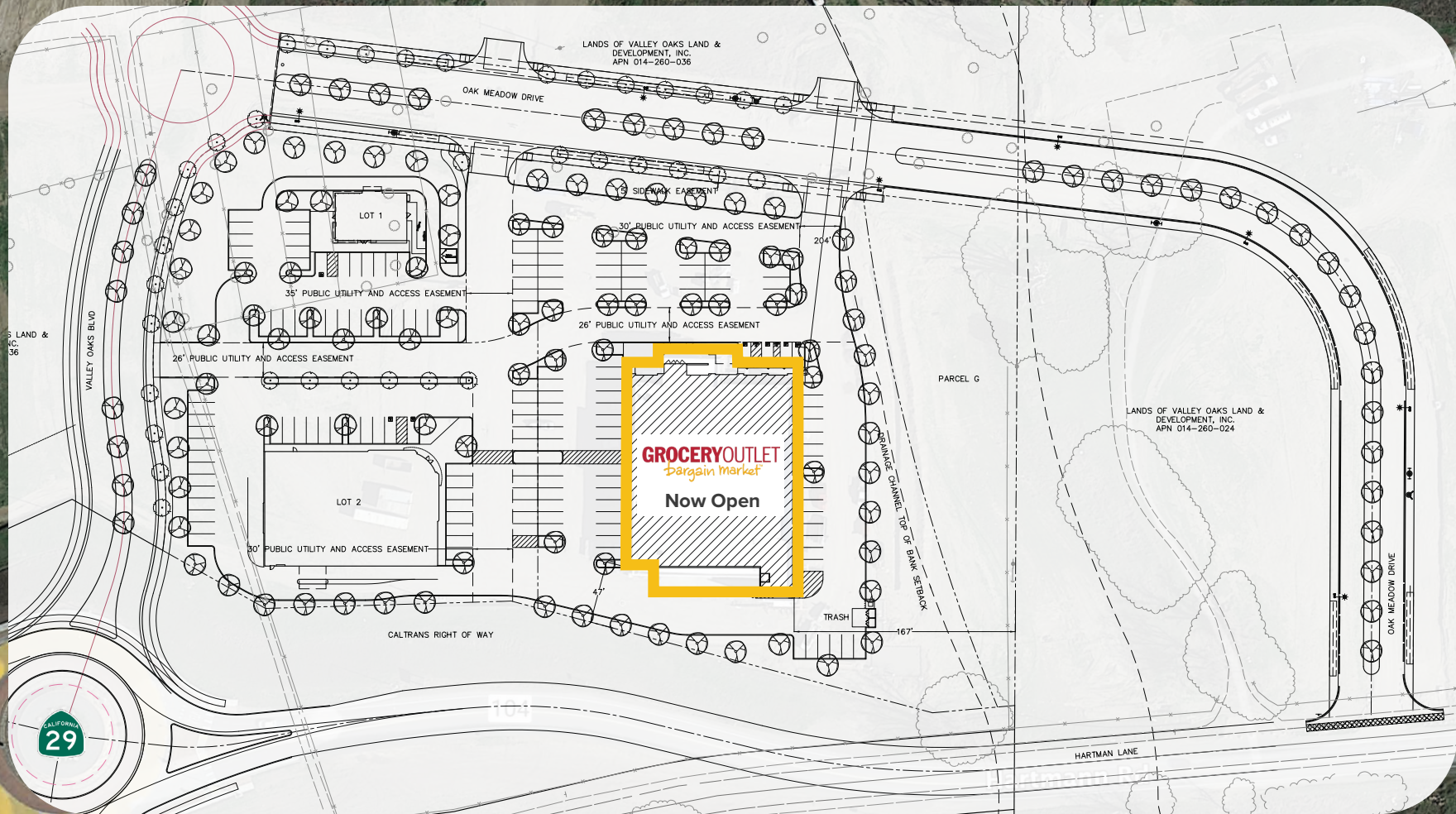


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VALLEY OAKS VILLAGE II PARCEL

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EXECUTIVE SUMMARY

PROPERTY PROFILE

This new Grocery Outlet is an anchor for the ±29.04 acre Valley Oaks Commercial Development and is packaged with the ±5.18 acre Valley Oaks Village II parcel. The entire parcel with Grocery Outlet is available at a total sale price of \$14M.

GROCERY OUTLET OFFERING SUMMARY (not including land)

Price:	\$6,240,000
Current Net Operating Income (NOI):	\$312,000
Current Capitalization Rate:	5.0%
Net Rentable Area:	±18,000 SF
Year Built:	2022

LEASE TERMS

Guarantor:	Grocery Outlet, Inc.
Lease Commencement:	May 26, 2022
Lease Term:	15 years
Lease Type:	NNN
Roof & Structure:	Landlord Responsibility
Monthly Rent:	\$26,000
Annual Rent:	\$312,000
Rental Increases:	10% Every Five Years
Renewal Options:	Four 5-Year @ 10% Increases



Representational Photo
Not Actual Store

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INVESTMENT HIGHLIGHTS

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NEW CONSTRUCTION SINGLE-TENANT GROCERY OUTLET:

- New 15-year lease; no early termination clause.
- 10% increases every five years.
- Brand-new construction.
- Corporate-guaranteed lease (NASDAQ: GO).
- Grocery Outlet has more than 400 stores throughout California, Idaho, Nevada, Oregon, Pennsylvania and Washington.
- Grocery Outlet describes itself as the nation's fastest-growing extreme-value grocery retailer; The company recently opened its 400th store in June 2021, which continues Grocery Outlet's annual new store growth of 10%, adding roughly 35 new stores each year.

THE JEWEL OF THE VALUE GROCERY STORE CATEGORY:

- Grocery Outlet offers customers the "value treasure hunt" experience; similar model to extreme discounters T.J.Maxx and Ross Dress for Less.
- Unique marketing system that notifies customers every day about new products at the local level, taking the treasure hunt experience outside of the store (1.1 million subscribers).

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TENANT PROFILE

GROCERY OUTLET

Grocery Outlet is a high-growth, extreme value retailer of quality, name-brand consumables and fresh products sold through a network of independently owned and operated stores. Each store offers a fun, treasure hunt shopping experience in an easy-to-navigate, small-box format. An ever-changing assortment of “WOW!” deals, complemented by everyday staple products, generates customer excitement and encourages frequent visits from bargain-minded shoppers. The flexible buying model allows Grocery Outlet to offer quality, name-brand opportunistic products at prices significantly below those of conventional retailers. Entrepreneurial independent owner-operators (IOs) run stores and generally live in the community that they serve, creating a neighborhood-feel through personalized customer service and a localized product offering.

Grocery Outlet’s founder, Jim Read, pioneered opportunistic buying model in 1946 and subsequently developed the IO selling approach, which harnesses individual entrepreneurship and local decision-making to better serve customers in their communities. Underlying this differentiated model was a mission that still guides Grocery Outlet today: “Touching Lives for the Better.” Since 2006, the third generation of Read family leadership has advanced this mission and accelerated growth by strengthening supplier relationships, introducing new product categories and expanding the store base from 128 stores in 2006 to more than 320 stores across the West Coast and Pennsylvania in 2019. Grocery Outlet’s passionate, founding family-led management team remains a driving force behind the growth-oriented culture.

The differentiated model for buying and selling drives Grocery Outlet to “WOW!” customers every day, generating customer excitement, inspiring loyalty and supporting profitable sales growth.



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RESIDENTIAL AREA

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105

104

VALLEY OAKS RESIDENTIAL DEVELOPMENT

The residential component of Valley Oaks features ±380 single-family dwelling units on ±84 acres of land with approximately 53 senior living/multi-family residential units, a residential care facility and 55 medium-density residential units with each of these project components clustered on smaller parcels.

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104

29

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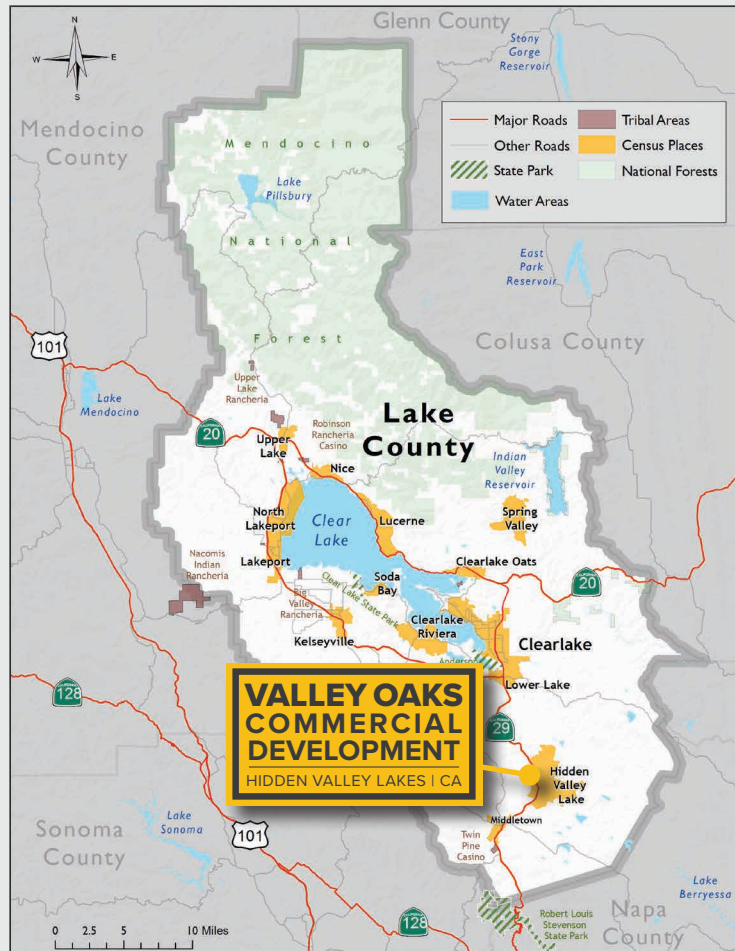
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LOCAL OVERVIEW

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LAKE COUNTY

Hidden Valley Lake is located in Northern California, in the southern part of Lake County. Nestled in the beautiful hills of historic Coyote Valley, it is 22 miles north of Calistoga, between Lower Lake and Middletown. Residents enjoy the enviable small town quality of life, yet are about two hours from either Sacramento or San Francisco.

- Valley Oaks is a development with ± 380 single-family dwelling units on approximately 84 acres adjacent to the subject properties.
- A $\pm 16,000$ -acre ultra-luxury resort in Guenoc Valley off Highway 29 near Middletown was recently approved.
- The Hidden Valley Lake Homeowners Association won approval of the $\pm 12,483$ square foot Hartmann Complex adjacent to the Greenview restaurant and golf pro shop.
- A 70-room Comfort Inn & Suites hotel is being built at 1842 Todd Road in Lakeport with a target opening date of June 2023.
- An 80-room La Quinta Inns & Suites location is being planned in Clearlake.
- Lake county is home to over 30 wineries and 9,000 acres of vineyards.
- There are over 1,700 slot machines, poker rooms, bingo halls and dozens of table games throughout Lake County's casino facilities.

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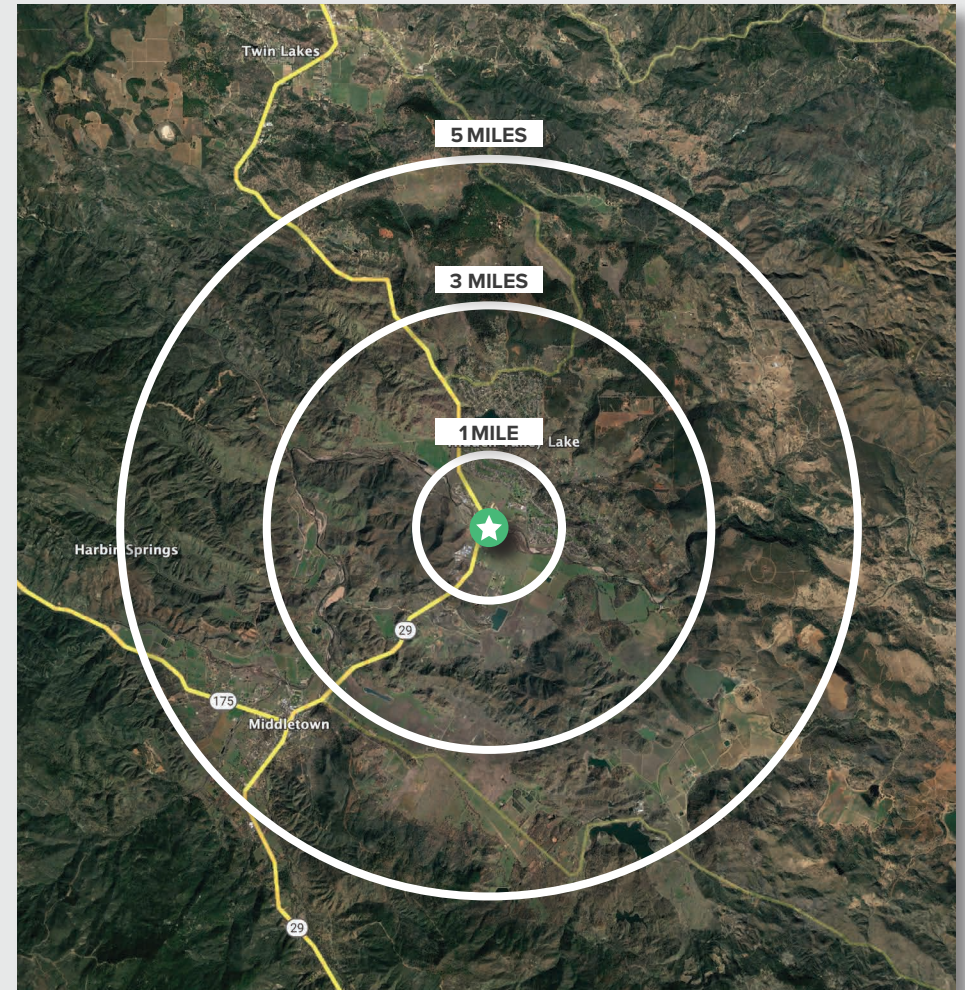
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REGIONAL DEMOGRAPHICS

DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
POPULATION			
2022 Estimated Population	2,629	6,411	8,081
2027 Projected Population	2,631	6,438	8,110
2020 Census Population	2,593	6,429	8,029
2010 Census Population	2,359	5,794	7,532
2022 Median Age	38.9	39.8	40.3
HOUSEHOLDS			
2022 Estimated Households	980	2,421	3,089
2027 Projected Households	956	2,368	3,022
2020 Census Households	973	2,443	3,080
2010 Census Households	895	2,224	2,910
INCOME			
2022 Estimated Average Household Income	\$84,763	\$87,660	\$90,868
2022 Estimated Median Household Income	\$64,303	\$64,699	\$72,589
2022 Estimated Per Capita Income	\$31,588	\$33,102	\$34,765
BUSINESS			
2022 Estimated Total Businesses	52	96	139
2022 Estimated Total Employees	346	539	1,069



Demographic Source: Applied Geographic Solutions 11/2022, TIGER Geography - RS1

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