

34776 & 34834
PACIFIC COAST HWY



**COLDWELL
BANKER
COMMERCIAL**



DANA POINT
CALIFORNIA

OFFERING MEMORANDUM

STATEMENT OF CONFIDENTIALITY & DISCLAIMER

Coldwell Banker Commercial George Realty have been engaged as the exclusive financial advisor to the Seller in connection with the Seller's solicitation of offers for the purchase of the property located at 34776 & 34834 Pacific Coast Hwy., in the City of Dana Point, County of Orange, State of California (the "Property"). The Prospective purchasers are advised that as part of the solicitation process, Seller will be evaluating a number of factors including the current financial qualifications of the prospective purchaser. Seller expressly reserves the right in its sole and absolute discretion to evaluate the terms and conditions of any offer and to reject any offer without providing a reason therefore. Further, Seller reserves the right to terminate the solicitation process at any time prior to final execution of the Purchase Agreement. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property, and it is not to be used for any other purpose or made available to any other person without the express or written consent of Seller or CBC George Realty. The material is based in part upon information supplied by the Seller and in part upon financial information obtained by CBC George Realty from sources it deems reasonably reliable. Summaries of any documents are not intended to be comprehensive or all-inclusive, but rather only outline some of the provisions contained therein and qualified in their entirety by the actual document to which they relate. No representation or warranty, expressed or implied, is made by the Seller, CBC George Realty or any of their respective affiliates as to the accuracy or completeness of the information contained herein. Prospective purchasers



should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence, including engineering and environmental inspections to determine the condition of the Property and the existence of any potential hazardous material located at the Property site or used in the construction or maintenance of the building at the Property site. A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an execute Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against the Seller or CBC George Realty & Harvey Commercial Real Estate or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing sale of the Property. Prospective purchasers are not to construe the contents of the Offering Memorandum or any prior or subsequent communication from CBC George Realty & Harvey Commercial Real Estate or Seller or their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents as legal, tax, or other advice. Prior to submitting an offer, prospective purchasers should consult with their own legal counsel and personal and tax advisors to determine the consequences of an investment in the Property and arrive at an independent evaluation of such investment.

34776 & 34834

PACIFIC COAST HWY

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**COLDWELL
BANKER
COMMERCIAL**

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PROPERTY SUMMARY REPORT

OFFERING

34776 & 34834
PACIFIC COAST HWY

Coldwell Banker Commercial George realty is pleased to announce an exceedingly rare opportunity to acquire commercial land on the famous Pacific Coast highway in Dana Point Ca. The offering is for 2 assemblage parcels over an acer on Pacific Coast Highway in Dana Point. The zoning gives the new investor a variety of uses to support visitors and recreation on PCH. The Visitor/ Recreation Commercial (V/RC) District provides for visitor-serving uses such as resorts, hotels, motels, restaurants, conference facilities, commercial-recreation use, specialty and convenience shops, and recreation/open space uses. Supporting uses include, but are not limited to, community facilities, such as museums and theaters. Secondary uses may include offices, personal services, clinical services, and similar uses.



DANA POINT
CALIFORNIA

DANA POINT CALIFORNIA



34776

PACIFIC COAST HWY

691- 411- 43	Sq Ft = 3223
691- 411- 42	Sq Ft = 2614
691- 411- 41	Sq Ft = 3049
691- 411- 40	Sq Ft = 3167
691- 411- 39	Sq Ft = 3311
691- 411- 38	Sq Ft = 3049
691- 411- 37	Sq Ft = 3228
691- 411- 36	Sq Ft = 6098
691- 411- 35	Sq Ft = 9583

TOTAL = 37,322 SQ FT

34834

PACIFIC COAST HWY

691- 411- 45	Sq Ft = 2871
691- 411- 46	Sq Ft = 2601
691- 411- 47	Sq Ft = 2406
691- 411- 48	Sq Ft = 2169
691- 411- 49	Sq Ft = 2073
691- 411- 50	Sq Ft = 1895
691- 411- 51	Sq Ft = 3045
691- 411- 52	Sq Ft = 1255
691- 411- 53	Sq Ft = 1063
691- 411- 54	Sq Ft = 1194

TOTAL = 20,572 SQ FT

APN# & SQUARE FEET



34776

PACIFIC COAST HWY

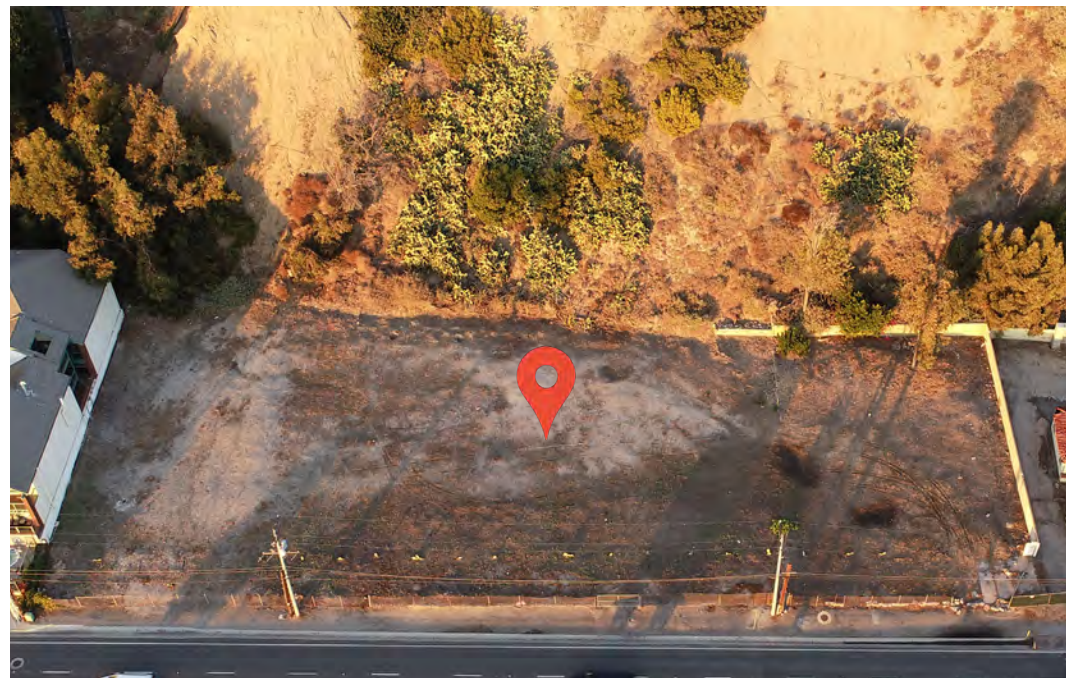
Price: \$9,000,000

Price Per SF: \$265.00

Zoning: Visitor/Recreation

FAR: 1.75

691- 411- 43	Sq Ft = 3223
691- 411- 42	Sq Ft = 2614
691- 411- 41	Sq Ft = 3049
691- 411- 40	Sq Ft = 3167
691- 411- 39	Sq Ft = 3311
691- 411- 38	Sq Ft = 3049
691- 411- 37	Sq Ft = 3228
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PACIFIC COAST HWY

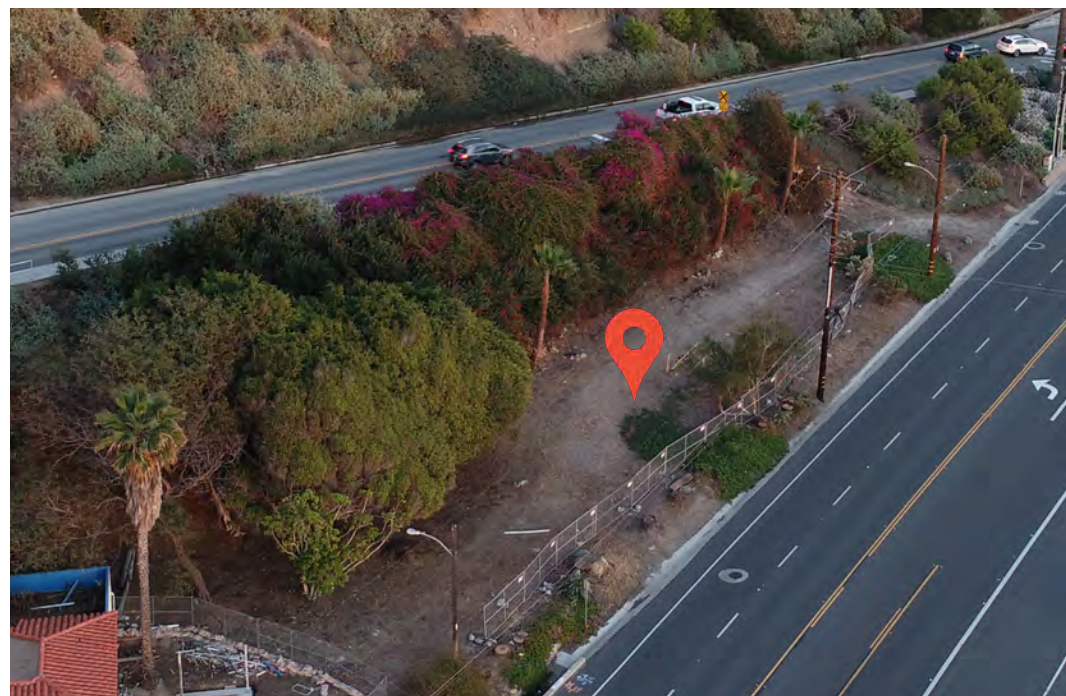
Price: \$2,790,000

Price Per SF: \$101.00

Zoning: Visitor/Recreation

FAR: 1.75

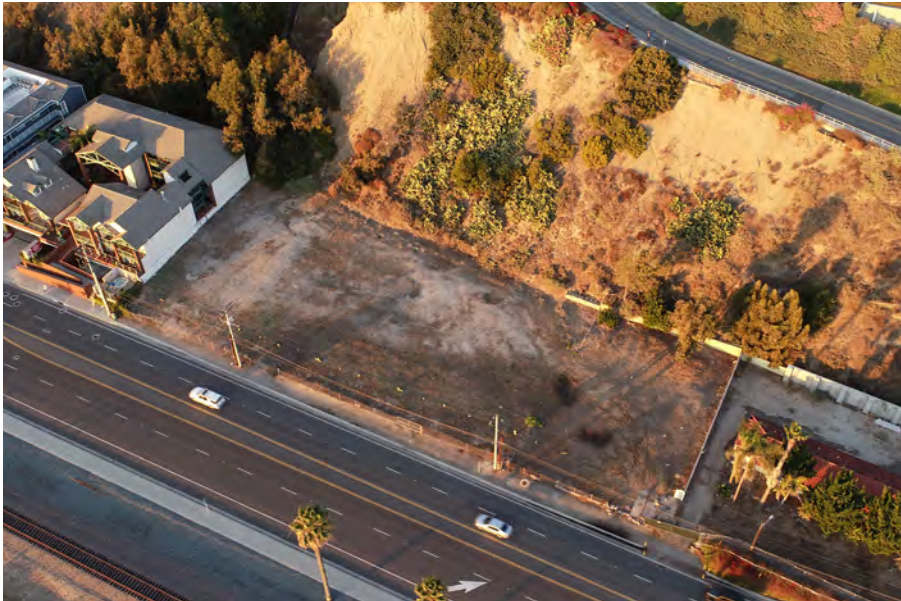
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34834 **PACIFIC COAST HWY**
DANA POINT, CALIFORNIA





38776 **PACIFIC COAST HWY**
DANA POINT, CALIFORNIA









AREA MAP



GENERAL 2

Zoning Map Designation:
Land Use Map:
Coastal Zone Boundary:

V/RC, VISITOR/RECREATION COMMERCIAL DISTRICT
V/RC, VISITOR/RECREATION COMMERCIAL
APPEAL JURISDICTION
CA COASTAL COMMISSION HAS RIGHT TO APPEAL DESIGN

PROJECT SUMMARY

Assessor's Ident. Number:
Lot Size:

691-411-45 THROUGH 691-411-54 4
ADVERTISED 0.4723 ACRES (20,572 SF) 3
ASSESSOR 0.4353 ACRES (18,962 SF) 4
N/A (TRIANGULAR SITE)
COMMERCIAL (RESTAURANT)

Approx. Lot Dimensions:
Proposed Use:

Area 1

Lot Size:
Lot Coverage:
Floor Area Ratio: Landscape

15,000 SF MIN, 100 SF MIN WIDTH, 150 SF MIN DEPTH 40% MAX
0.5 1 (10,286 SF)
20% MIN

Setbacks 1

Front Yard Setback:
Side Yard Setback:
Rear Yard Setback:

5 FT MIN 1
5 FT MIN 1
10 FT MIN (ADJACENT TO STREET, MUST BE LANDSCAPED) 1

HEIGHT 1

Max. Building Height
Max. Number of Stories

31 – 35 FT, SUBJECT TO 9.05.110(B) 1
3, IN ACCORDANCE WITH 9.05.200 1
RD3 STORY MUST BE SET BACK 20 FT FROM PROPERTY LINE RD3 STORY MUST BE APPROVED
BY PLANNING COMMISSION

Parking & Loading (from §9.35)
1 Required Parking (Restaurant)

< 4,000 sf
> 4,000 sf
Fast Food
Take-Out
Outdoor Dining > 16 seats

1 PER 100 SF
40 STALLS PLUS 1 PER 50 SF ABOVE 4,000 SF
10 STALLS, OR 1 PER 50 SF, WHICHEVER IS GREATER
1 STALL PER 250 SF
1 PER 150 SF OF OUTDOOR DINING

Driveway

OUTDOOR SEATING WITH 16 OR LESS SEATS NEED NOT PROVIDE ADD'L PARKING

Turnaround

28 FT (0 – 100 PARKING STALLS)
35 FT (101 – 350 PARKING STALLS)
REQ'D FOR 7 OR
TURNAROUND SPACE IS A 9 FT X 18 FT SPACE AT THE END OF AN AISLE
PROHIBITED EXCEPT FOR VALET
REQ'D FOR 80 OR MORE UNCOVERED PARKING STALLS
PHYSICALLY SEPARATED FROM VEHICULAR AISLES
NONE REQUIRED (LESS THAN 10,000 SF)

Tandem Parking
Pedestrian Linkage

(10,1 001 20– ,000 SF)
(20,2 001 50– ,000 SF)
IONS 10'X25', 14' VERTICAL CLEARANCE
LOADING DOCK AND TURNING RADIUS MUST BE ONSITE

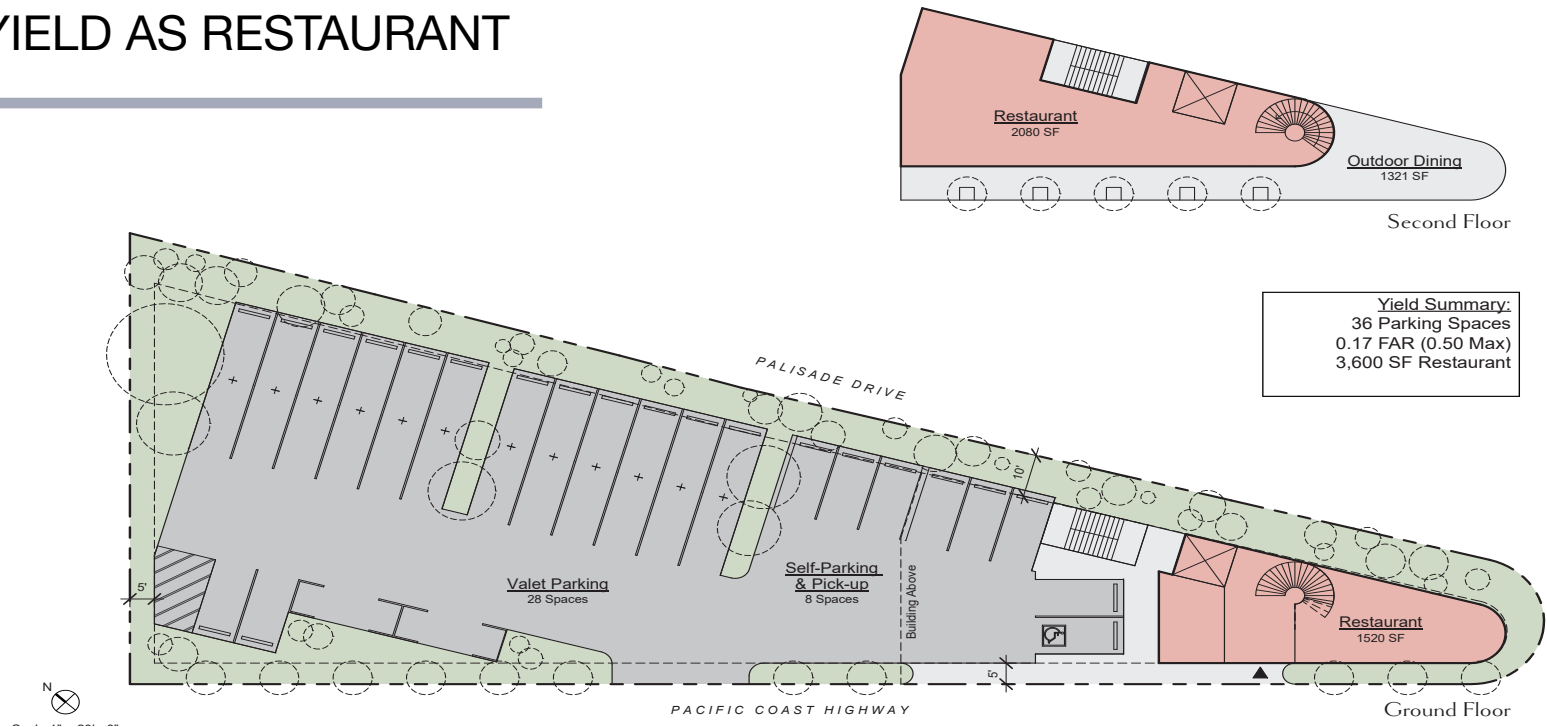
Loading

Aisle Dimensions (one-way)

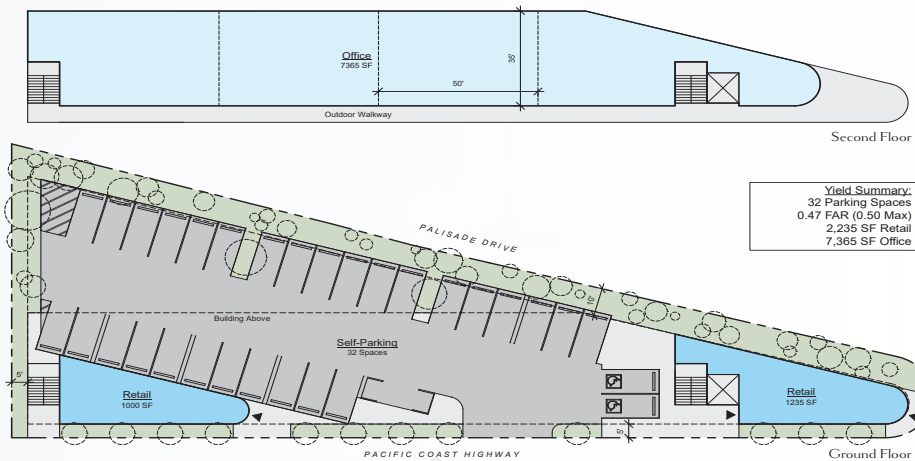
24 FT (90-DEGREE)
17 FT (60-DEGREE)
14.5 (FT 45-DEGRE)
24 FT (TWO-WAY, REGARDLESS OF ANGLE)
9'X18' STANDARD | 8'X22' PARALLEL

Stall Dimensions

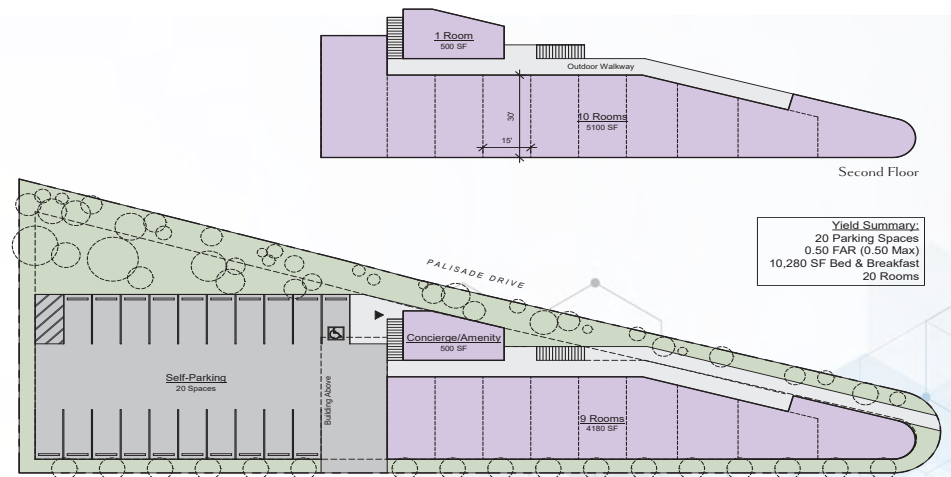
YIELD AS RESTAURANT



YIELD AS OFFICE/RETAIL



YIELD AS BED & BREAKFAST



PLANNING DIVISION COMMERCIAL DISTRICTS



Chapter 9.11 COMMERCIAL DISTRICTS

9.11.010 Intent and Purpose.

The commercial districts permit a range of commercial uses to support the commercial and service needs of residents, visitors, and the City's workforce.

(a) Neighborhood Commercial District. The Neighborhood Commercial (NC) district provides for a limited range of smaller-scale business activities which serve the needs of residents who live nearby. Typical businesses include, but are not limited to, small food and drug stores, child care, clothing stores, neighborhood serving convenience stores, professional and business offices. These regulations are intended to ensure that development within the Neighborhood Commercial zone is compatible with the surrounding area with respect to the type of use scale, intensity of development, architectural character, and other impacts upon the community, and that the activities serve the needs of the adjoining residential neighborhoods.

(b) Community Commercial/Pedestrian District. The Community Commercial/Pedestrian (CC/P) district provides for medium intensity commercial uses that serve community-wide needs in a pedestrian-oriented environment. The Community Commercial/Pedestrian District provides for the high quality design of commercial areas that include, but are not limited to, commercial services, professional business offices, retail sales, child care, restaurants, entertainment uses, and community facilities. The regulations promote integrated commercial districts which are designed to encourage positive pedestrian activity and minimize pedestrian and vehicular conflicts. These regulations promote architecturally pleasing commercial structures, with human scale and pedestrian character including efficient internal access, ingress and egress, and pedestrian amenities such as plazas, courtyards, and attractive landscaping.

(c) Community Commercial/Vehicular District. The Community Commercial/Vehicular (CC/V) District provides for higher intensity commercial uses that serve community and sub-regional needs with an emphasis on convenient automobile access while incorporating efficient, safe, and attractive pedestrian circulation. The Community Commercial/Vehicular District provides for the high quality design of commercial areas that include, but are not limited to, larger commercial uses such as department stores, furniture and appliances stores, grocery stores, drug stores, and automotive related uses. The regulations promote integrated commercial developments which are designed to accommodate high volume retail businesses with appropriate facilities for the access, circulation, and parking of cars. These regulations promote architecturally pleasing commercial structures situated and designed to facilitate the efficient circulation of motor vehicles.

(d) Visitor/Recreation Commercial (V/RC) District. The Visitor/Recreation Com-

mercial (V/RC) District provides for visitor-serving uses such as resorts, hotels, motels, restaurants, conference facilities, commercial-recreation uses, specialty and convenience shops, and recreation/open space uses. Supporting uses include, but are not limited to, community facilities, such as museums and theaters. Secondary uses may include offices, personal services, clinical services and similar uses provided they are not the primary use on the site and do not occupy the first floor of the structure.

Development within this district shall provide visitor-serving facilities in a manner which promotes fiscal stability and has minimal negative impact on surrounding land uses. Commercial uses shall provide high quality design of sites and structures with extensive landscaping, open space and public and private recreational opportunities.

(Added by Ord. 93-16, 11/23/93; amended by Ord. 94-09, 5/24/94)

(a) Several classes of uses are allowed in the Commercial Districts. Each of these classes must promote the commercial character of the individual districts. These classes of uses are:

- (1) Permitted Use — allowed by right if no discretionary review is required. Certain permitted uses, indicated by a P*, are also regulated by provisions contained in Chapter 9.07.
- (2) Accessory Use — allowed by right if accessory to a permitted or conditional commercial development.
- (3) Temporary Use — allowed on a temporary basis in accordance with the provisions of Chapter 9.39.
- (4) Conditional Use — allowed subject to the approval of a Conditional Use Permit in accordance with the provisions of Chapter 9.65. Certain conditional uses, indicated by a C*, are also regulated by provisions contained in Chapter 9.07.
- (5) Prohibited Use — not allowed in the subject commercial district.

(b) The following Table lists the classification of allowable uses in Commercial Districts. Any use not expressly allowed is prohibited.

CITY OF DANA POINT
COMMUNITY DEVELOPMENT DEPARTMENT
33282 Golden Lantern, Suite 209
Dana Point, CA 92629
(949) 248-3564 | www.danapoint.org

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Construction and Maintenance Services	P	P	P	X
Cultural Uses	P	P	P	P
Dance Halls/Clubs	C	C	C	C
Day Care Centers	P	P	P	C
Drinking Establishments	P*/C*	P*/C*	P*/C*	P*/C*
Drive - Through Uses	C	C	C	C
Drug Abuse Recovery or Treatment Facility	X	C	C	X
Educational Uses	C	P	P	C
Emergency Shelter	C	C	C	X
Family Day Care Home, Large	X	C	C	X
Family Day Care Home, Small	X	C	C	X
Food Service Uses, Specialty	P	P	P	P
Fortune Telling	X	C*	C*	C*
Furniture Store	P	P	P	C
Hospital, Acute Psychiatric	X	C	C	X
Hospital, Chemical Dependency Recovery	X	C	C	X
Hospital, General Acute Care	X	C	C	X
Hospital, Special	X	C	C	X
Hotel	X	P	P	P
Institutional Uses	X	C	P	X
Kennel	C	P	P	X
Live Entertainment Uses	C*	C*	C*	C*
Major Automotive Uses	X	C	C	X
Marine Uses	P	P	P	P
Massage Establishments	X	P*	P*	P*
Medical Office Uses	P	P	P	X

Membership Organizations	X	P	P	C
Minor Automotive Uses	X	X ¹	C	X
Minor Repair Service Uses	P	P	P	X
Motel	X	X	P	P
Open Space	P	P	P	P
Park, Public	P	P	P	P

LAND USES	NC	CC/P	CC/V	V/RC
Personal Service Uses	P	P	P	P
Photographic, Reproduction and Graphic Service Uses	P	P	P	P
Professional Office Use				
-On the second floor or above, or below street level	P	P	P	P
-Street Level	P	P	P	C
Recreational Uses	C	P	P	P
Recycling Facilities	P*	P*	P*	X
Religious Uses	X	C*	C*	X
Research and Development Uses	C	P	P	X
Residential Care Facility for the Elderly	C	C	C	X
Residential Facility	C	C	C	X
Restaurant	P	P	P	P
Restaurant, Drive-Through	C	C	P	P
Restaurant, Fast Food	C	C	P	P
Restaurant, Take-Out	P	P	P	P
Restaurant, Walkup	C	P	P	P
Retail Sales Uses	P	P	P	P
Single Room Occupancy	X	C	C	C
Skilled Nursing Facility	X	C	C	X
Social Rehabilitation Facility	X	C	C	X
Tattoo Parlors	X	C*	C*	C*
Temporary Uses	T*	T*	T*	T*
Timeshares	X	X	X	X
Transportation Uses	X	X	P	P
Video Arcades or Game Rooms	C	C	C	C

P = Permitted Use
C = Conditional Use
T = Temporary Use
X = Prohibited Use

P* = Permitted Use subject to special use standards (see Chapter 9.07)
C* = Conditional Use subject to special use standards (see Chapter 9.07)
T* = Temporary Use subject to special use standards (see Chapter 9.39)
A = Accessory Use

(Added by Ord. 93-16, 11/23/93; amended by Ord. 94-02, 1/11/94; Ord. 94-09, 5/24/94; Ord. 94-21, 12/13/94; Ord. 96-10, 8/13/96; Ord. 97-05, 9/9/97; Ord. 97-12, 11/12/97; Ord. 97-13, 11/25/97; Ord. 03-07, 4/9/0)



DANA POINT, CALIFORNIA

People of Dana Point have always looked to the sea. For centuries, perhaps thousands of years, Native Americans have watched from the headlands for migrating whales and trading canoes coming from other coastal communities and the Channel Islands to the shelter of the cove.

Dana related his adventures on the Pilgrim in the classic sea journal, *Two Years Before the Mast*, published in 1840 and still widely read today, especially in our state's schools.

Dana describes the headlands and bay as “the only romantic spot on the California coast.” Residents returned the compliment in the late nineteenth century, shortly after his death, by naming the “Headlands” — the distinctive promontory jutting into the Pacific — Dana Point.

In the 1930's, Sidney H. Woodruff, developer of the Hollywood tracts advertised by the Hollywood(land) sign, along with several prominent investors, purchased extensive land in the area and made ambitious plans for a resort town that combined the romance of Old California with modern amenities. The town was designed in a Spanish style, with wide streets and white adobe houses with red-tiled roofs. The street lights were molded on maritime signal lanterns, so early Dana Point streets were named after lanterns: “Street of the Blue Lantern” and “Street of the Golden Lantern” are examples. Development came to a halt with the 1929 stock market crash and subsequent Great Depression.

Another 1920's development began in Capistrano Beach, led by oil tycoon Edward Doheny; it also faltered. In 1931, Doheny donated more the 40 acres of prime ocean front property to the state, which became Doheny State Beach Park, California's first state beach.

In the 1950's, pioneering surfers discovered Dana Point. In 1954, Hobie Alter, of Hobie Surfboards and Hobie Cat sailboat fame, opened the mainland's first retail surf shop in Dana Point. Early surf legends came to ride “Killer Dana,” a legendary wave that broke at Dana Point Cove.

Construction of Dana Point Harbor started in the late 1960's with the building of the rock breakwater jetties. Dana Point Harbor was officially dedicated on July 31, 1971. Inside its one-and-a-half mile jetty, the Harbor houses two marinas. The Harbor provides slips and mooring for over 2,500 boats along with more than 50 specialty shops and restaurants. Over two million visitors come to the harbor annually for shopping, dining, and enjoying a host of recreational activities.

In the 1970's, residential development began in earnest and the sleepy beach town was transformed. In 1989, residents voted to incorporate as a legal city so they could have control of planning and development.

Today, Dana Point continues to improve services to residents and visitors alike, while preserving its history, scenic beauty, and unique character. The city is working to revitalize its Town Center, making it more pedestrian friendly and expanding the number of shops, galleries, and restaurants — plus, improving traffic and parking. Dramatic improvements are being made to the Harbor. The Dana Point Harbor Revitalization Plan calls for significant improvements, both in the water and on the land, to harbor and marina facilities and services, while maintaining the Harbor's character and family atmosphere.

DANA POINT HARBOR



ACTIVITIES

Action is everywhere in Dana Point Harbor, in and out of the water. Fishing fleets go out for half-day, full-day and twilight deep sea trips. Day long sailboat and powerboat rentals also are available. The fun, sun and shops of Catalina Island are a mere 90-minute boat ride away, with trips departing regularly. Whale-watching excursions to spot migrating gray whales are the ticket from December through March. Closer to shore, recreational activities include bike riding, rollerblading, walking, jogging or finding one of many stellar spots to sit and watch the view. On the water, sailing, jet skiing, wind surfing, sportfishing, kayaking and swimming are all within reach. Yacht and sailboat charters also are available.

Source: <https://www.danapoint.org/visitors>

WHALE WATCHING

Every winter, thousands of California Gray Whales migrate along the coast from the Arctic Sea to birthing grounds in Baja California. In the spring, they migrate northward with their young in tow. Experience this wonder of nature from the waters off of Dana Point, where whales are easily seen and photographed.

WHALE WATCHING

Sailors aren't the only ones who enjoy Dana Point Harbor. Unique shops and restaurants in Mariner's Village and Dana Wharf. Stroll leisurely in the sunshine and admire the view from a picnic park island with shelters and barbecues. Landlubbers on these grassy areas can watch boats sail in and out of the harbor. For the seafaring types, two marinas within a 1.5-mile jetty house 2,500 yachts. Facilities include guest slips, launch ramps, a fuel dock, boat rentals, sales and instruction; a ship yard, yacht clubs and sailing associations.



DANA POINT CALIFORNIA



AREA SQUARE MILES
6.753 mi²



POPULATION
33,769



AVERAGE INCOME
\$143,649



MEDIAN AGE
50.5



COMMUTE TIME
24.5 Min



PROPERTY VALUE
\$878,300



Over one-third of Laguna Niguel is designated as open space. This significant amount of open space is one of the key features defining the character and urban form of the City. The City has two community parks, 23 neighborhood parks, three mini-parks, one dog park, two county regional parks, two small county parks, and the Skate & Soccer Park.

The name “Laguna Niguel” is derived from the Spanish word “Laguna,” which means lagoon, and the word “Nigueli,” which was the name of a Juaneno Indian village once located near Aliso Creek. In 1821, California became Mexican territory and many rancheros were formed in Southern California, including Rancho Niguel. During this period, Rancho Niguel was primarily used as a sheep ranch. The first private landowner of the area was Juan Avila, a resident of San Juan Capistrano, who obtained land through a Mexican land grant in 1842. Juan Avila was also successful in re-establishing his title to the land after California became US territory in 1848 and remained the owner of “Rancho Niguel” until 1865.

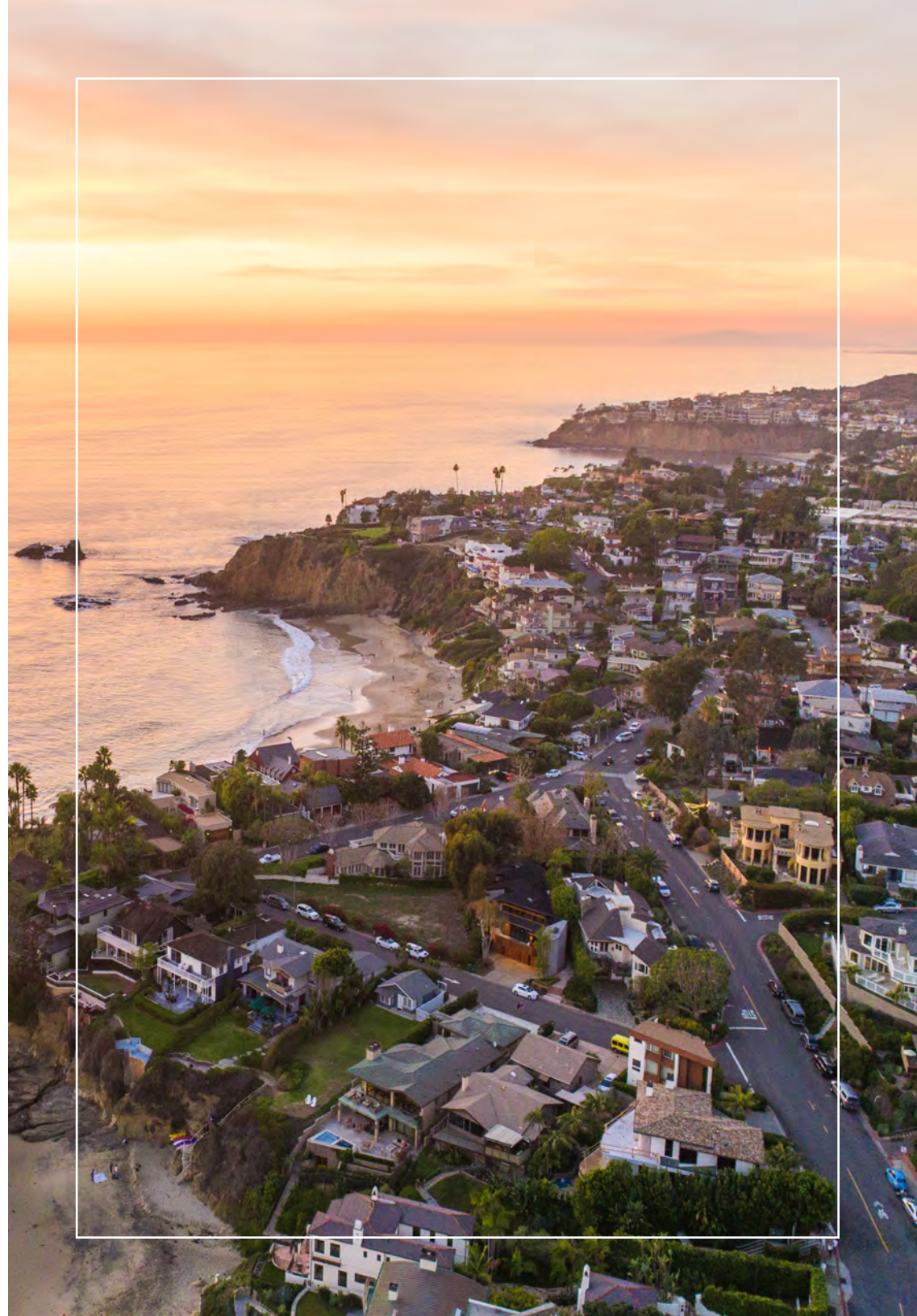
In 1895, the “Rancho Niguel” land became part of the Moulton Company, a company that would eventually control over 19,000 acres of local ranch land.

The genesis of today’s Laguna Niguel was the establishment of the Laguna Niguel Corporation in 1959 by Cabot, Cabot and Forbes, making it one of the first master planned communities in California. The firm of Victor Gruen and Associates was retained to develop a detailed community plan for the approximately 7,100-acre site. Land sales started to occur in 1961 in Monarch Bay and Laguna Terrace subdivisions. Avco Community Developer acquired the Laguna Niguel Plan in 1971 and initiated development as set forth in the original Master Plan.

During the early years of development in Laguna Niguel, the Laguna Niguel Homeowner Association, later to become the Laguna Niguel Community Council, served in an advisory capacity to the Orange County Board of Supervisors on land use issues.

In 1986, Laguna Niguel residents, looking for local governance, took the first step toward cityhood by forming a Community Services District. Three years later, on November 7, 1989, 89% of the voters favored incorporation and on December 1, 1989, Laguna Niguel became the 29th city in Orange County.

Source: <https://www.cityoflagunaniguel.org/388/History>



POPULATION

Total Population: 67,258
Growth Rate 2010-2020: 6.79%
Growth Rate 2020-2025: 3.07%
Average Household Size: 2.59
Median Age: 45.53
Average Household Income: \$164,466

HOUSING

Number of Dwelling Units: 27,036
Owner occupied: 18,723 72.47%
Renter occupied: 7,114 27.53%

Median Home Price: \$973,575
Median Rental Rate: \$1,350

BUSINESS

Total Employed: 35,785
Self-employed Workers: 6,809
Civilian - Unemployed: 1,733 3.08%

LARGEST EMPLOYERS

CostCo Wholesale Corporation: 500 employees
Wal-Mart Stores Inc: 280 employees
Home Depot USA: 200 employees
Interface Associates, Inc: 175 employees
First Team Real Estate: 140 employees

Source: http://animateddemographics.com/laguna_niguel



Asset Value

\$1.4B

12 Mo Sales Volume

\$17.7M

Market Cap Rate

5.6%

12 Mo Mkt Sale Price/SF

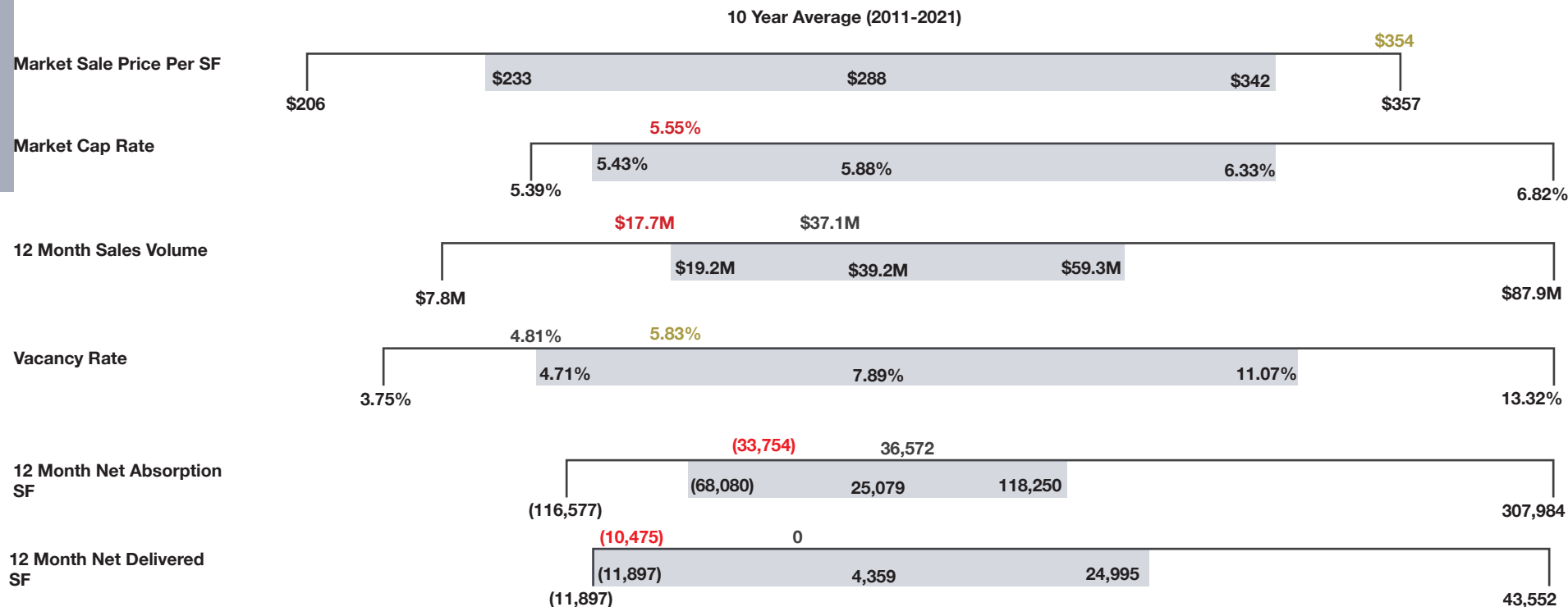
-0.3%

Investors have shown a willingness to trade here, as evidenced by the more than 20 sales recorded annually in five of the past six years. This trend is unlikely to continue in 2020 due to the economic downturn. Very few assets traded before March and the start of the pandemic and so far this year, no trade over \$5 million has occurred. Smaller transactions are generally the bread and butter of San Juan Capistrano, with the sale of Capistrano Professional Plaza in April 2019 being very typical for the area. The two office assets, totaling 17,800 SF, are located off of Rancho Viejo Road and sold for \$5.9 million (\$328/SF), with the new owners planning on occupying the space. Similarly, the Ortega Business Center sold in September 2019 for \$6.6 million (\$200/SF). However, the office park is being converted, as St. Margaret of Scotland Episcopal school purchased the property in order to expand its campus.

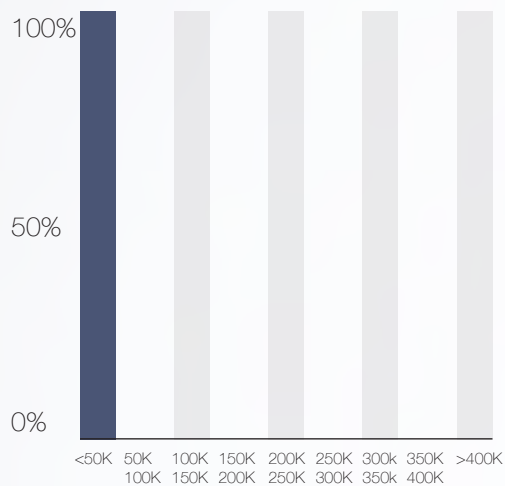
Big-ticket deals are not squeezed out entirely. One of the biggest recent sales involved the San Juan Capistrano Executive Center in June 2018. The two-building campus sold for \$31.5 million (\$273/SF) to the Ensign Group. The purchase allows the firm to expand when its lease in Mission Viejo ends a year after the deal. The properties last sold in 2014 for \$23.8 million.

12 MO SALES VOLUME	Total	Lowest	Highest
Transactions	7	-	-
Sales Volume	\$17.7M	\$625K	\$6.5M
Properties Sold	7	-	-
Transacted SF	53.5K	1K	23.9K
Average SF	7.6K	1K	23.9K

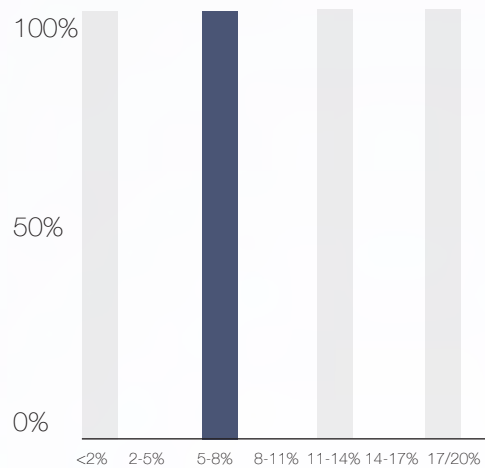
12 MO SALES VOLUME	Total	Lowest	Highest	Market
Cap Rate	5.5%	5.1%	6.0%	5.6%
Sale Price/SF	\$331	\$272	\$892	\$354
Sale Price	\$2.5M	\$625K	\$6.5M	-
Sale vs Asking Price	-5.4%	-9.9%	-0.3%	-
% Leased at Sale	85.7%	0%	100%	-



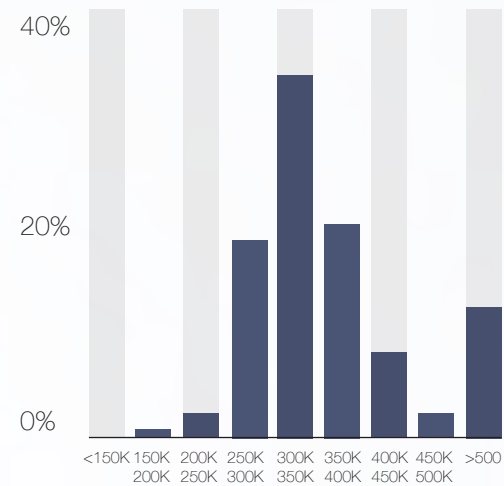
4-5 STAR MARKET SALE PRICE PER SF DISTRIBUTION



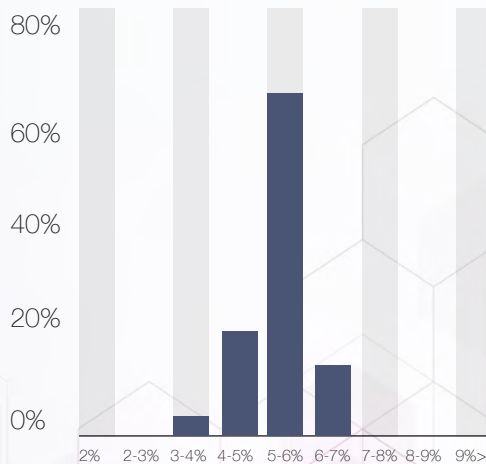
4-5 STAR MARKET CAP RATE DISTRIBUTION



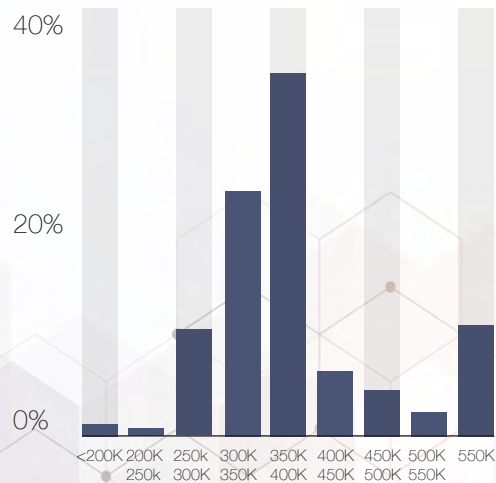
3 STAR MARKET SALE PRICE PER SF DISTRIBUTION



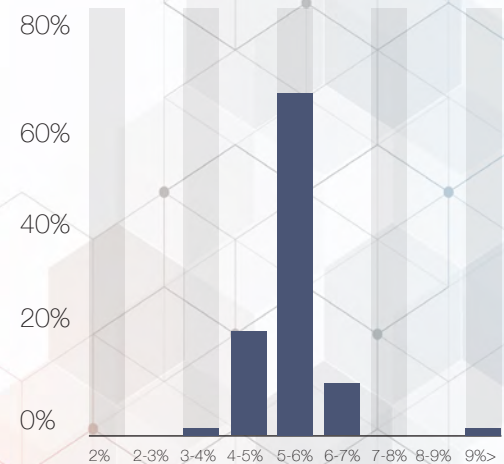
3 STAR MARKET CAP RATE DISTRIBUTION



1-2 STAR MARKET SALE PRICE PER SF DISTRIBUTION



1-2 STAR MARKET CAP RATE DISTRIBUTION



Sale Comparables

9

Avg. Cap Rate

5.5%

Avg. Price/SF

\$327

Avg. Vacancy At Sale

27.2%



Sales Attributes	Low	Average	Median	High
Sale Price	\$625,000	\$2,730,000	\$2,400,000	\$6,500,000
Price/SF	\$272	\$327	\$337	\$892
Cap Rate	5.1%	5.5%	5.5%	6.0%
Time Since Sale in	2.0	6.3	5.0	11.1

Property Attributes	Low	Average	Median	High
Building SF	1,000	8,327	6,050	23,922
Stories	1	2	2	2
Typical Floor SF	1,000	4,398	3,025	11,961
Vacancy Rate At Sale	0%	27.2%	0%	100%
Year Built	1926	1973	1982	2004

OFFERS SHOULD BE ADDRESSED TO:

COLDWELL BANKER COMMERCIAL
GEORGE REALTY

Attn: Nicholas Borrelli

660 W Huntington Dr.
Arcadia, CA 91006
C. 626.484.7975

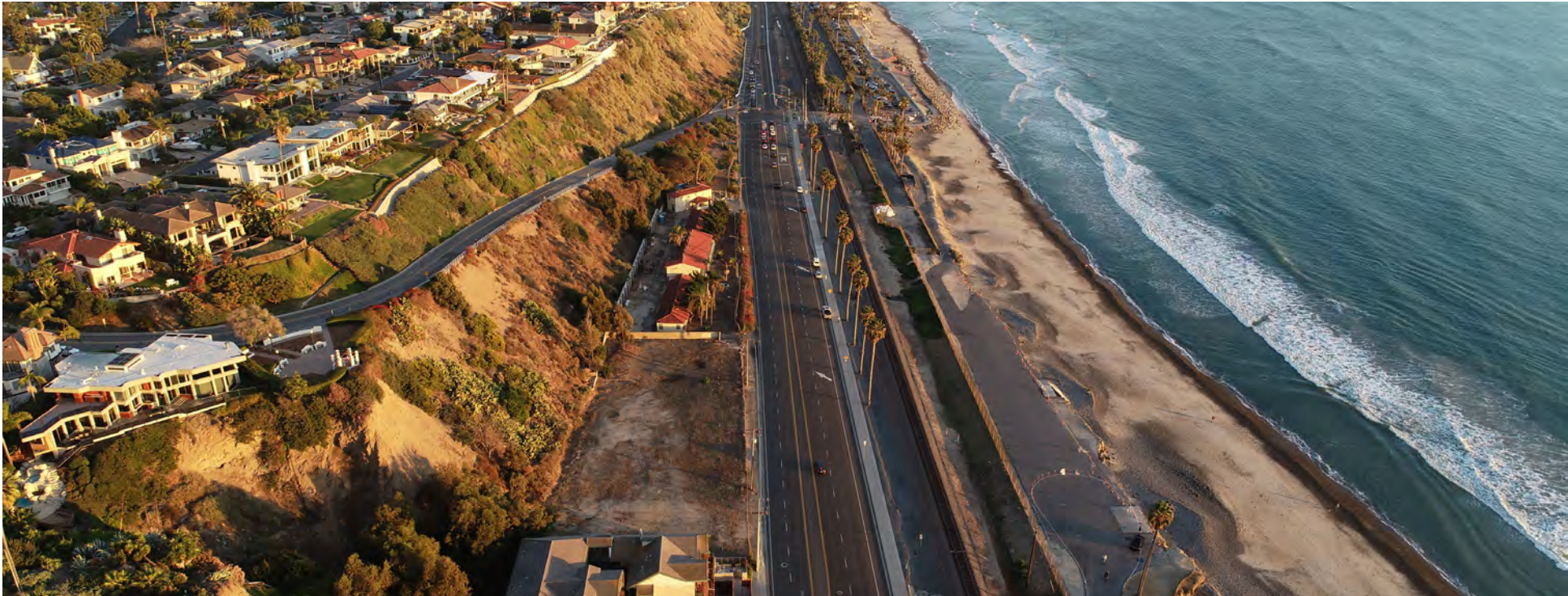
nborrelli@coldwellbanker.com
CalRE# 01481673



**COLDWELL
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COMMERCIAL**

Offers should be in the form of a letter of intent (LOI) and at a minimum offers should include the following:

1. Price
2. Earnest Money Deposit
3. Due Diligence Time Period
4. Closing Period
5. Any other substantial business points the buyer wants the seller to know
6. Final Round Buyer to Consultant
7. Source of Funds
8. The seller also reserves the unrestricted right to reject an or all offers.





PRESENTED BY:



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626.484.7975

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