



1917 PALOMAR OAKS WAY

CARLSBAD, CA

CBRE

INVESTMENT PROPERTIES — PRIVATE CAPITAL PARTNERS

1917 PALOMAR OAKS WAY

CARLSBAD, CA



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PACIFIC OCEAN



OWNER/USER BUILDING FOR SALE

WEBSITE ipsocal.com/1917palomaroaksway



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Premier Coastal Location





143
RESTAURANTS



89
BANKING LOCATIONS



56
GROCERY STORES



14
HEALTH & FITNESS CENTERS



29
HOTELS





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RARE CLASS A OFFICE BUILDING IN THRIVING CARLSBAD, CA

- High quality office building providing an owner-user or investor with an opportunity to acquire a Class A office building within North San Diego's prestigious Carlsbad Research Center – North County's highest concentration of Fortune 500 Companies.
- With the first floor 74% leased (only two small vacancies), the building offers an owner/user the ability to occupy the top two floors and receive income from the existing ground floor tenants. Given the new tax legislation passed July 2025, a buyer would not have any **occupancy cost in the first year given the estimated depreciation benefits providing an approximate \$42,931 monthly tax savings** or loss carry forward. See own vs. lease analysis on P. 33.
- The property offers **4.0/1,000 SF** parking ratio and **recent upgrades include approximately \$800,000** on first floor lobby, corridor, and restroom updates.
- The buildings Class A stone exterior and unique shape are timeless and provide exceptional curb appeal. For buyers looking to create a different "creative office" look, please see pages 10-11 for hypothetical renderings.





EXCEPTIONALLY STRONG MARKET FUNDAMENTALS

- Carlsbad recently received the “e-Cities” award from Google Inc. for the most e-savvy business community in California. The city continues to encourage tech tenant migration and recruit top local talent.
- Strong and diverse local economy built upon a wide range of business clusters including life sciences and information & communications technology (ICT), as well as hospitality and leisure.
- Over 150 manufacturing plants are located in the area, many of which produce sports equipment, electronics, computer components and other high-tech products. Carlsbad is home to some of the largest and most prestigious golf companies who have chosen to headquartered in the city, including Callaway, TaylorMade, Titleist and Cobra Golf.

HYPOTHETICAL CONCEPT RENDERING

POTENTIAL FUTURE DESIGN



HYPOTHETICAL CONCEPT RENDERING

POTENTIAL FUTURE DESIGN





PROPERTY

“Best-in-Class” building with pride of ownership, excellent curb appeal, prominent signage, and corporate identity



PROPERTY SUMMARY

ADDRESS	1917 Palomar Oaks Way, Carlsbad, CA 92008
BUILDING SIZE	± 46,696 RSF
LAND SIZE	± 59,677 SF / ± 1.37 ACRES
PARKING	4.0/1,000 RSF
YEAR BUILT/ RENOVATED	2001 / 2020
APN	212-091-19
STORIES	Three (3)
ZONING CODE	P-M (Planned Industrial Zone - City of Carlsbad)
LAND USE	Commercial



GROUNDS

Unique desert landscaping and trees surrounding building & parking areas.

FOUNDATION

Poured concrete slab on grade.

ELEVATORS

Two 2,500 lb. capacity.
Otis hydraulic elevators.

ROOFING SYSTEM

Consists of a four-ply cap sheet system.

FIRE PROTECTION

The building is fully improved with fire sprinklers in all tenant areas.

FIRE SECURITY

Card access system.

CONSTRUCTION COMPONENTS

Steel-frame with prefabricated steel/wood joists.

HVAC SYSTEM

Heating and cooling is provided by water source heat pumps. Pumps are supplied by a central plant with individual exterior cooling towers. Circon EMS system is in place, providing control over the Circon thermostats.

LIFE SAFETY/FIRE PROTECTION

Standard, up-to-code life safety and protection. Wet sprinklers.

POTENTIAL UTILITIES PROVIDERS

Gas San Diego Gas & Electric

Electric San Diego Gas & Electric

Water City of Carlsbad

Waste Services Republic Services

Telecommunications Various Providers







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PARCEL MAP + SITE PLAN



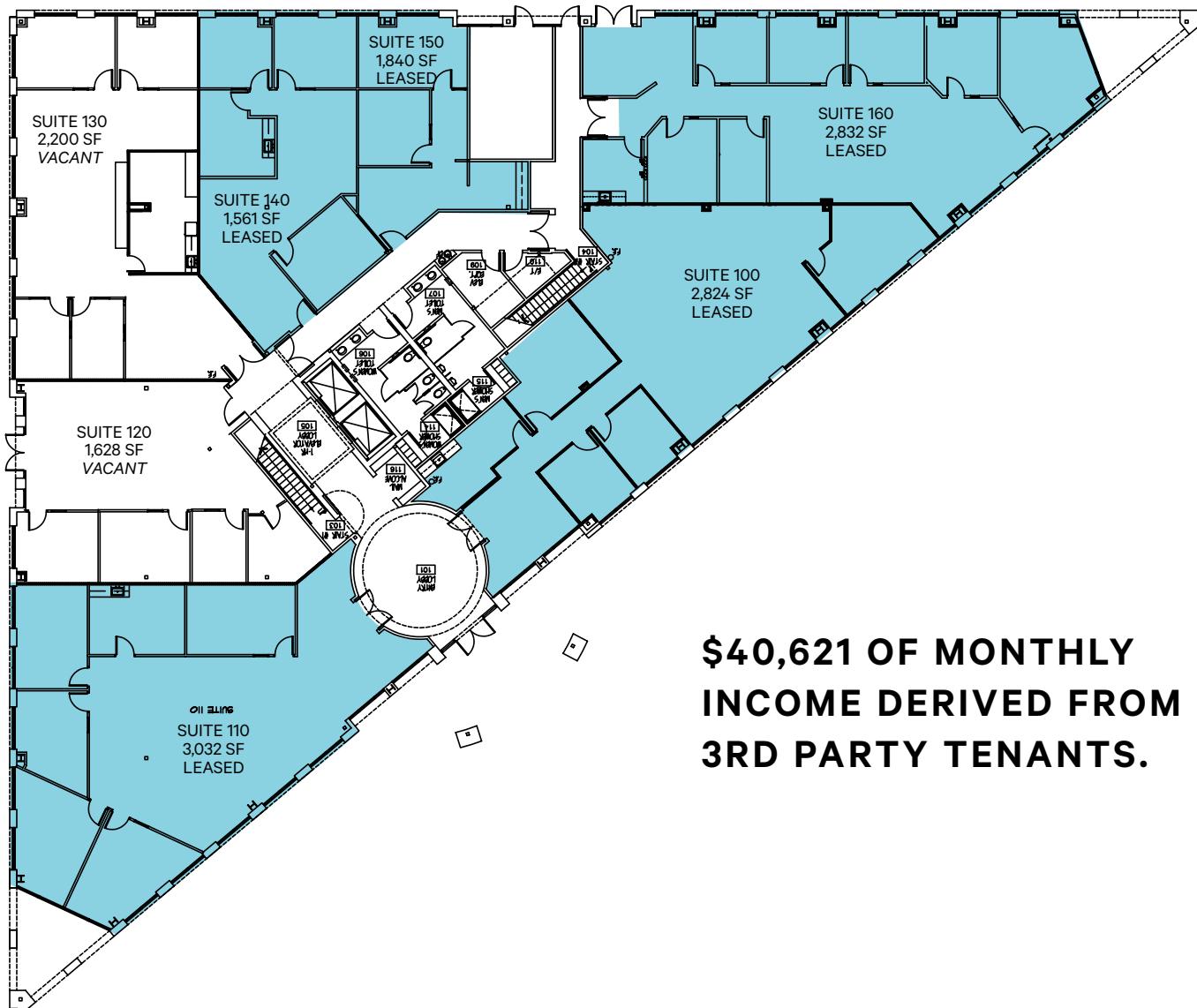
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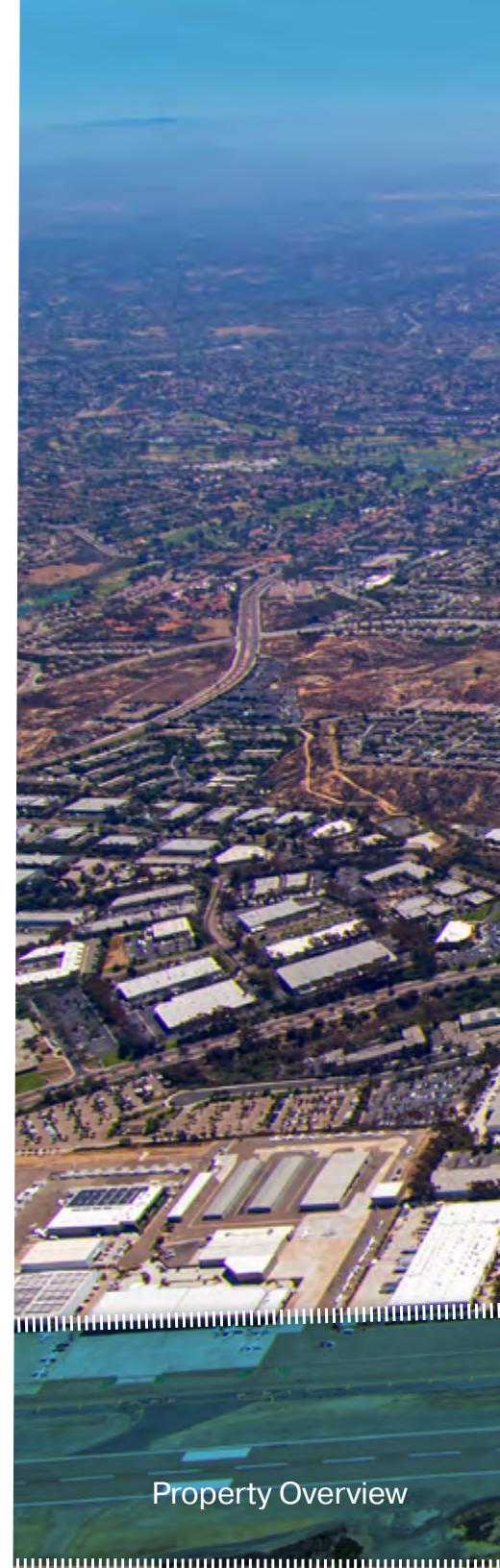


FLOOR PLANS



**\$40,621 OF MONTHLY
INCOME DERIVED FROM
3RD PARTY TENANTS.**

1ST FLOOR AS-BUILT - 14,710 RSF





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OMNI HOTELS & RESORTS

BATIQUITOS LAGOON
STATE MARINE
CONSERVATION AREA

DEL MAR

ENCINITAS



PACIFIC OCEAN

PARK HYATT
AVIARA

RESORT, GOLF CLUB & SPA
NORTH SAN DIEGO

PALOMAR AIRPORT ROAD



MCCLELLAN-
PALOMAR
AIRPORT

San Diego's
Busiest Single
Runway

1917 PALOMAR
OAKS WAY
CARLSBAD, CA



PALOMAR OAKS WAY

DRYDEN PLACE

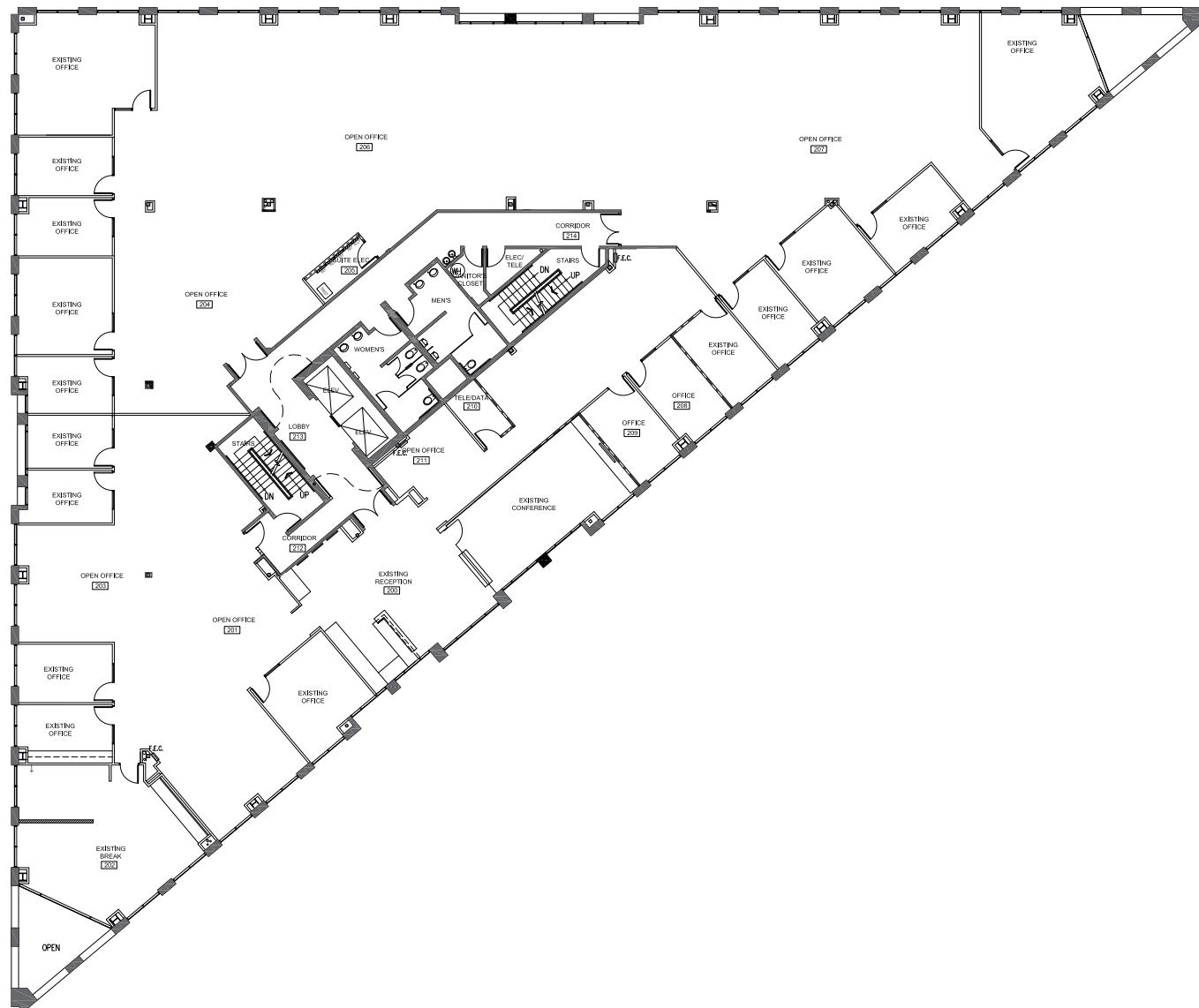
Callaway



THE CROSSINGS
AT CARLSBAD

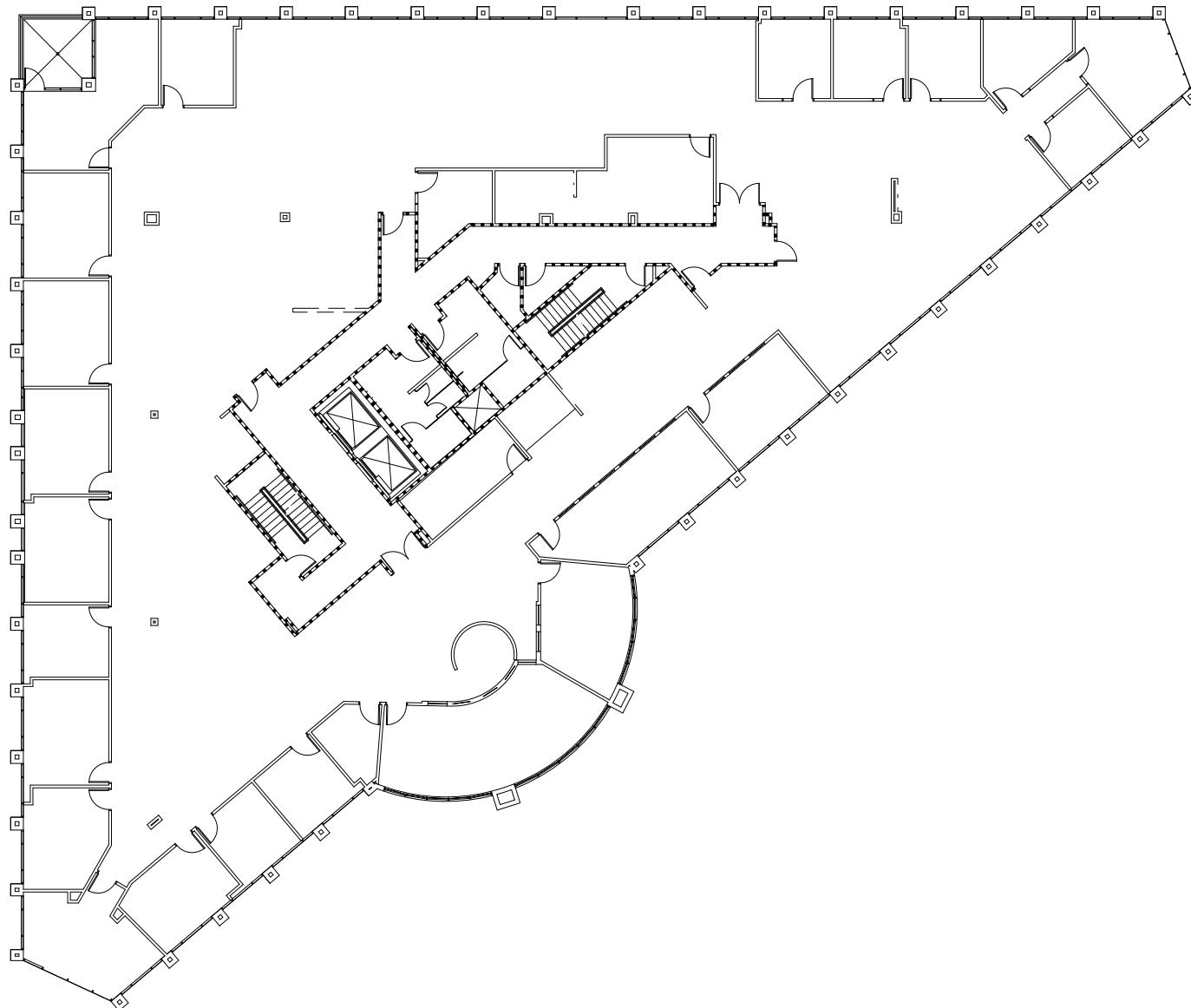


FLOOR PLANS



2ND FLOOR AS-BUILT - 16,076 RSF (VACANT)

FLOOR PLANS



3RD FLOOR AS-BUILT - 15,910 RSF (VACANT)









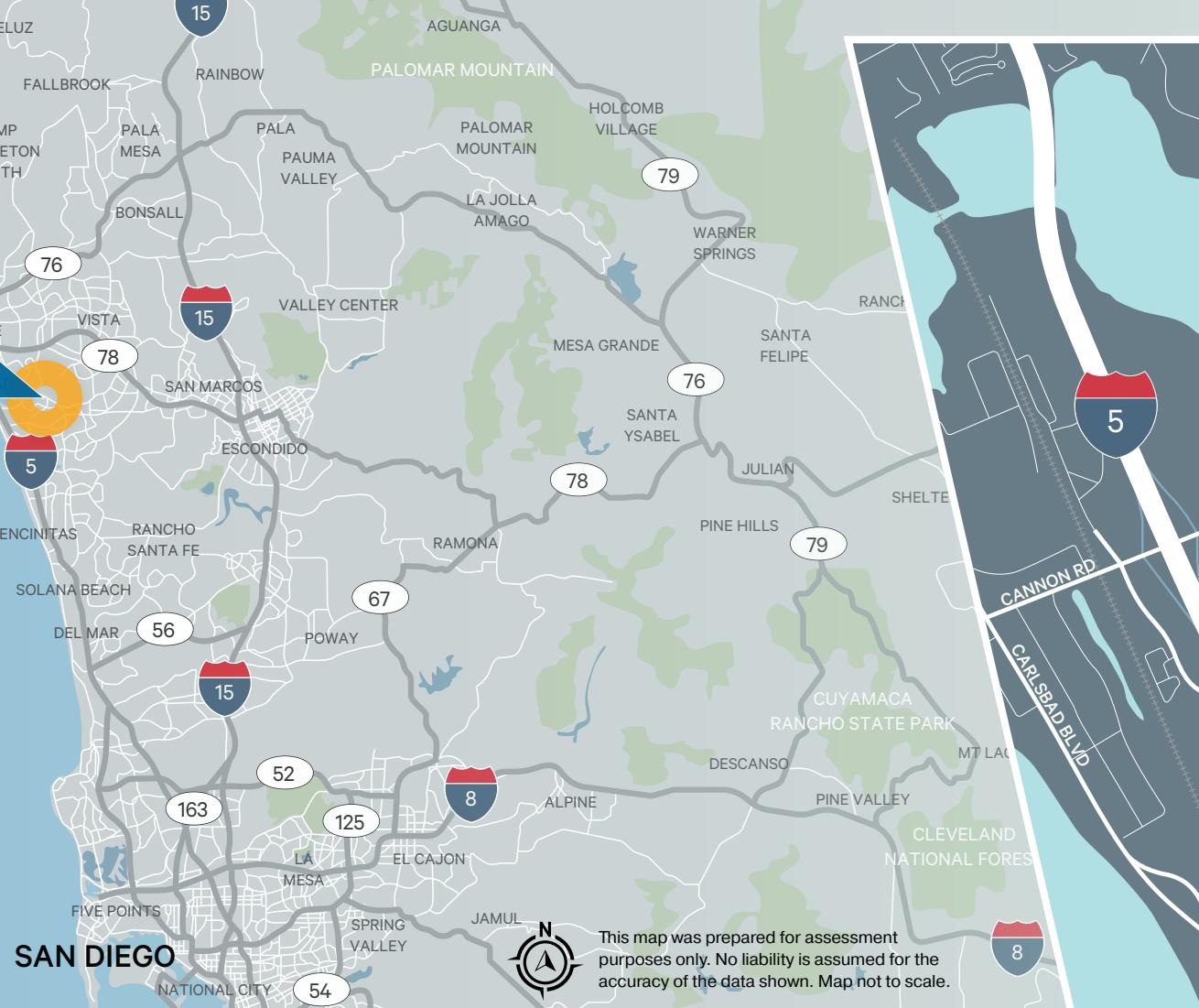
1917 PALOMAR OAKS WAY

CARLSBAD, CA

CARLSBAD, CA

Premier Coastal Location

- CARLSBAD recently received the “e-Cities” award from Google Inc. for the most e-savvy business community in California
- Strong and diverse local economy built upon a wide range of business clusters including life sciences and information and communications technology (ICT) and hospitality and leisure.



AREA

The asset is uniquely adjacent to the Greater Airport Area's business district—an area the center of a dynamic and increasingly urbanized business core.

ONLY
+ 2.1m
FROM THE COAST

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1917 PALOMAR
OAKS WAY
CARLSBAD, CA

Poinsettia Park

POINSETTIA LN

Aviara
Community Park

5



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Premier Carlsbad Location

Within 3 miles:

$\pm 64,831$

Population

$\pm \$128,084$

Average household income





PRIME NORTH COUNTY CARLSBAD LOCATION

- The property is adjacent to Callaway Golf's testing center as well as the high-end golf course The Crossings at Carlsbad.
- Carlsbad boasts the largest concentration of credit tenants in North County due to its superior quality of life and proximity to retail, hotels, freeways and access to the coast line.
- The building is only 2.1 miles from the I-5 Freeway which provides easy access to most of Southern California and right off Palomar Airport Road which is one of North County's major East/West thoroughfares offering easy access to I-5, 78 Freeway and the I-15 which allows companies to easily service all of Southern California.
- Ideal demographics for both executives and workers: within 3 miles of 64,831 people with an average household income of \$128,084.
- The city of Carlsbad is a coastal seaside city offering a variety of amenities including seven miles of pristine coastline, five world-class golf courses and a diverse selection of shops, restaurants and quaint downtown area.

McCLELLAN— PALOMAR AIRPORT

San Diego's
Busiest Single
Runway



McClellan—
Palomar Airport
 ±1.3 miles



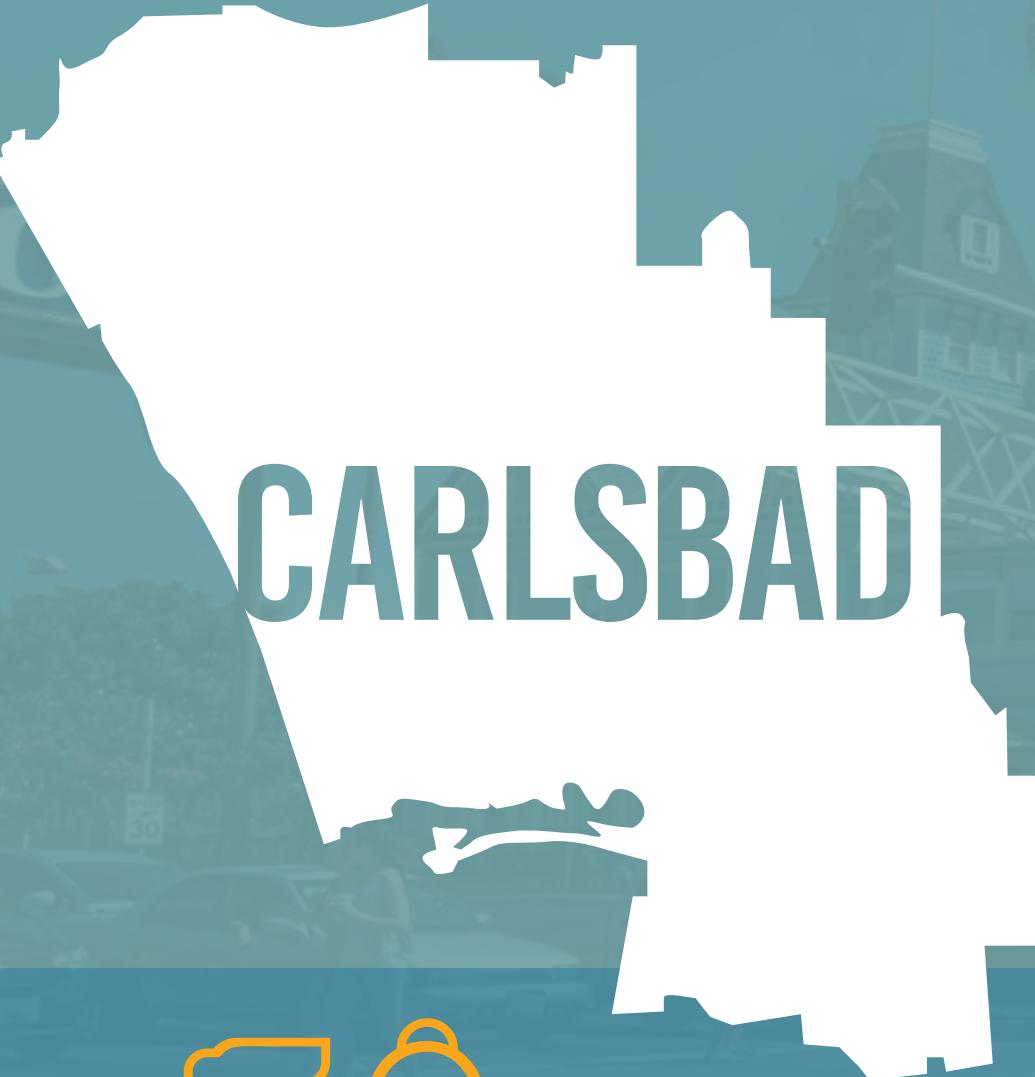
Tamarack Surf
Beach, Carlsbad
 ±4.9 miles



Downtown
San Diego
 ±34.5 miles



San Diego
International Airport
 ±34.5 miles



CARLSBAD



323,406
POPULATION

69,330
COLLEGE-EDUCATED
POPULATION

41.9
MEDIAN AGE

CARLSBAD — PREMIER COASTAL LOCATION

CARLSBAD has a strong and diverse local economy built upon a wide range of business clusters including life sciences, action sports manufacturing, clean technology, information and communications technology (ICT) and hospitality and leisure. An abundance of new wave technology, multi-media, semiconductor, healthcare and biotech companies are located here as well as more than 30 industry leading golf companies. Over 150 manufacturing plants are located in the area, many of which produce sports equipment, electronics, computer components and other high-tech products.

\$887,806
AVERAGE / MEDIAN
PROPERTY VALUE

\$149,281
AVERAGE HOUSEHOLD
INCOME

159,578
NUMBER OF
EMPLOYEES

12,766
NUMBER OF
EMPLOYERS

Source: Data USA, Orange County CA; CBRE Location Analytics & Mapping, 2023; U.S. Census Bureau, U.S. Bureau of Economic Analysis

TOP EMPLOYERS



MAJOR TRANSPORTATION INFRASTRUCTURES



LOCAL ECONOMY

CARLSBAD recently received the “e-Cities” award from Google Inc. for the most e-savvy business community in California and is well positioned to maintain its status as the location of choice for technology companies. This is particularly true when combined with the quality of life advantage that provides local firms with the ability to recruit and retain local talent. Further encouraging tech tenant migration, CARLSBAD opened a community biotechnology incubator for upstart bio entrepreneurs and “citizen scientists.” The city partnered with its Chamber of Commerce to offer a four-week business academy to provide local businesses with a better understanding of city government and the services available to them.



FINANCIALS

Ideal demographics for both executives and workers: within three miles of 73,603 people with an average household income of \$147,754.

LEASE VS. OWN ANALYSIS

ESTIMATED YEAR 1 MONTHLY TAX SAVINGS OF \$42,931 OR \$0.93/PSF (TAX SAVINGS OUTWEIGH MORTGAGE AND OPERATING EXPENSES).

BENEFITS OF OWNERSHIP

FAVORABLE TAX DEDUCTIONS TO IMPROVE THE BOTTOM LINE

- Mortgage loan interest
- Annual depreciation
- Cost of building improvements

ACQUIRING AN ASSET THAT CREATES VALUE (WEALTH BUILDER)

- Potential source of rental income
- Equity Build-up/Appreciation in asset value over time
- Diversification of business profits

POTENTIAL SOURCE OF PASSIVE INCOME

- Income stream from leasing a portion of the property

BENEFITS OF OWNING PROPERTY

- Space can be modified to accommodate changes in the business

NOTES:

[1] Tax Rate calculated using 37.00% Federal and 13.30% State Ordinary Income Tax Rate.

[2] Rate includes cost segregated depreciation. Assumes 67.00% of asset treated as real property, capital gains or appreciation at 20.00%, depreciation recapture at 25.00%, and a blended ordinary income tax rate based on the federal and respective state tax rates.

[3] Depreciation assumes Cost Segregation Study with break down of Improvements into 4 different asset classes with mid-year convention: 18.00% for a 5 Yr asset, 2.00% for a 7 Yr asset, 13.00% for a 15 Yr asset, 6.70% for a 39 Yr asset resulting in roughly 22 years of depreciation during hold period.

PURCHASE ASSUMPTIONS			
Unit Size	46,379 SF	Base Purchase Price	\$8,580,115
Address	1917 Palomar Oaks Carlsbad, CA	Base Price Per Square Foot	\$185.00
		Tenant Improvement Costs	\$1,421,865
		Tenant Improvement (Owner/User Only) Costs Per Square Foot	\$45.00
		Total Investment	\$10,001,980
		Total Investment Per Square Foot	\$215.66
GLOBAL ASSUMPTIONS			
Analysis Period	10 Years	Combined Federal and State Tax Rate [1]	45.38%
Operating Expense Growth Rate	3.00%	Effective Blended Capital Gains Rate [2]	37.12%
LEASE ALTERNATIVE		OWN ALTERNATIVE	
Lease Assumptions		Loan Assumptions	
Size of Leased Premises	31,597 SF	Loan Amount	90.00% LTV
Monthly FSG Rent	\$2.55 PSF	Interest Rate	6.40%
Annual Rent Increases	3.00%	Amortization Period	25 Years
		Loan Fees/Costs	1.00%
		Total Equity Investment (Down Payment & Fees)	\$1,090,216
Equity Available for Investment	\$1,090,216	Size of Owner/User Occupied	31,597 SF
		After-Tax Equity Investment Rate	3.00%
		Monthly Operating Expenses	\$0.71 PSF
		Annual Growth / Appreciation of Property	2.00%
		Third Party Tenant Revenue	
		Size of Static Vacant	3,828 SF
		Size of 3rd Party Tenant	10,954 SF
		3rd Party Monthly FSG Rent	\$2.68 PSF
		Annual Rent Increases	3.00%
		Assumes tenants continues in place with same increases and no leasing costs.	
		Depreciable Basis (Non Land Portion)	70%
		Average Depreciation Years [3]	22 Years
LEASE		OWN	
Monthly Year 1	Per SF	Monthly	
1st Year Monthly Rent	(\$2.55)	(\$80,572)	
Tax Savings on Rent Expense	\$1.16	\$36,563	
After-Tax Investment Income	\$0.09	\$2,726	
Monthly Year 1 After-Tax Costs	(\$1.31)	(\$41,284)	
Savings as Owner in Monthly After-Tax Costs Year 1			\$84,215
10-Year Total		Total	
Total Rent (Effective \$2.92 Over 10 Yrs)		(\$11,084,060)	
Tax Savings on Rent Expenses		\$5,029,836	
After-Tax Investment Income		\$374,943	
Total After-Tax Cash Flow		(\$5,679,282)	
Savings as Owner in Total After-Tax Cash Flows			\$4,018,053
10-Year Total		Total	
Total Loan Payments		(\$7,316,345)	
Total Operating Expenses		(\$4,522,608)	
Tax Savings on Operating Expenses		\$2,052,314	
After-Tax Revenue from 3rd Party Tenant		\$2,202,435	
Tax Savings on Interest Expense		\$2,392,091	
Tax Savings on Depreciation		\$1,282,382	
Building Appreciation		\$2,190,378	
Principal Paydown		\$2,044,984	
Capital Gains Tax		(\$1,986,860)	
Total After-Tax Cash Flow		(\$1,661,228)	

RENT ROLL

Suite	Tenant Name	Leased Square Feet	BOMA Square Feet	% of Property	Lease Term		Rental Rates				Free Rent		Recovery Type	Tenant Improvements	Leasing Commissions
					Begin	End	Begin	Monthly	PSF	Annually	PSF	Date	# Mos		
100	Marquee Staffing, Inc.	2,824	2,824	6.07%	Mar-2018	Oct-2028	Current Aug-2026 Aug-2027 Aug-2028	\$7,794 \$8,020 \$8,274 \$8,500	\$2.76 \$2.84 \$2.93 \$3.01	\$93,531 \$96,242 \$99,292 \$102,003	\$33.12 \$34.08 \$35.16 \$36.12	- 2.90% 3.17% 2.73%	FSG	-	-
110	Neology, Inc.	3,032	3,032	6.52%	Dec-2022	Apr-2029	Current Jan-2027 Jan-2028 Jan-2029	\$7,428 \$7,641 \$7,883 \$8,126	\$2.45 \$2.52 \$2.60 \$2.68	\$89,141 \$91,688 \$94,598 \$97,509	\$29.40 \$30.24 \$31.20 \$32.16	- 2.86% 3.17% 3.08%	FSG	-	-
120	AVAILABLE (120)	1,628	1,628	3.50%										-	-
130	AVAILABLE (130)	2,200	2,200	4.73%										-	-
140	Chadwick C. Collins	1,561	1,510	3.36%	May-2017	Nov-2026	Current	\$3,903	\$2.50	\$46,830	\$30.00	-	FSG	-	-
150	Kestra Private Wealth Services, LLC	840	778	1.81%	Apr-2019	Nov-2026	Current	\$2,058	\$2.45	\$24,696	\$29.40	-	GROSS	-	-
160	Geiger Law Office, O.C.	2,832	2,810	6.09%	Dec-2015	Oct-2026	Current May-2026	\$8,128 \$8,372	\$2.87 \$2.96	\$97,536 \$100,462	\$34.44 \$35.47	- 3.00%	FSG	-	-
200	AVAILABLE (200)	7,420	7,420	15.95%										-	-
250	AVAILABLE (250)	8,480	8,480	18.23%										-	-
300	AVAILABLE (300)	11,848	11,848	25.47%										-	-
340	AVAILABLE (340)	856	856	1.84%										-	-
350	AVAILABLE (350)	2,367	2,367	5.09%										-	-
360	AVAILABLE (360)	626	626	1.35%										-	-

TOTALS / AVERAGES

46,514	46,379	Leased	\$29,311	\$2.64	\$351,733	\$31.72
11,089	10,954	23.8%				
35,425	35,425	76.2%				
46,514	46,379	100.0%				

WEIGHTED-AVERAGE LEASE TERM REMAINING:

WEIGHTED-AVERAGE LEASE TERM LAPSED:

WEIGHTED-AVERAGE LEASE TERM FROM INCEPTION:

2.04 Years

7.14 Years

9.19 Years

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If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

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INVESTMENT PROPERTIES — PRIVATE CAPITAL PARTNERS

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1917 PALOMAR OAKS WAY

CARLSBAD, CA

CBRE

INVESTMENT PROPERTIES — PRIVATE CAPITAL PARTNERS

Orange County

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Will Cole
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Nick Williams
Halie Bergeron
Paul Stache
Harry Su

Los Angeles / Ventura County

Mark Shaffer
Gerard Poutier
Grant Goldman
Dylan Rutigliano

Inland Empire

Sammy Cemo
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