

MATTHEWS™



2ND PRICE REDUCTION



SHILOH CENTER

6560 HEMBREE LN

WINDSOR, CA 95492

MULTI-TENANT INVESTMENT OPPORTUNITY

OFFERING MEMORANDUM

SHILOH CENTER

EXCLUSIVELY LISTED BY



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bargain market

PANDA EXPRESS CHINESE KITCHEN

St. Joseph Health FLAVOR
Urgent Care BURGER CAFE

HOME DEPOT

AT&T

TAQUERIA

01 EXECUTIVE SUMMARY

OFFERING INTRODUCTION

Matthews Real Estate Investment Services™, as the exclusive broker, is pleased to present the opportunity to acquire a prime retail asset located at 6560 Hembree Lane in Windsor, California. This 9,050-square-foot shopping center, built in 2006, comprises five tenant spaces, offering a diverse mix of retail and service providers. Strategically positioned at the intersection of Shiloh Road and Hembree Lane, the property benefits from exceptional visibility and accessibility, with traffic counts exceeding 95,000 vehicles per day. Notable tenants in the vicinity include Walmart, Home Depot, and Office Depot, contributing to a dynamic retail environment. The center serves a growing community with a population of approximately 27,600, characterized by younger, affluent households with a median income of around \$78,000. This offering presents a compelling investment opportunity in a thriving market with strong demand drivers.

Sourdough & Co

SANDWICHES • SOUPS • SALADS



\$5.4M

Listing Price



\$597

Price Per SF



7.07% CAP

Cap Rate



\$381,945

NOI



100%

Occupancy



±9,050 SF

Offering Area



±1.1 AC

Land Area



2006/2020

Year Built/Roof
Remodel



163-280-018-000

APN



INVESTMENT HIGHLIGHTS



**DENSE HIGH
INCOME AREA**



**PRIME
LOCATION**



**E-COMMERCE
RESISTANT**



**BUILDING &
MONUMENT
SIGNAGE
AVAILABLE**

- ATTRACTIVE SHADOW-ANCHORED SHOPPING CENTER:** Shiloh Center benefits from the surrounding community center consisting of tenants such as Walmart, Home Depot, Grocery Outlet, O'Reilly Auto Parts, and more.
- PRIME FREEWAY VISIBILITY:** The Subject property is strategically located directly off of the 101 Freeway with over 95,000 VPD.
- AFFLUENT SURROUNDING DEMOGRAPHICS:** The average household income is over \$140,000 in a 3-Mile and 5-Mile radius.
- HIGHLY DESIRABLE TENANCY:** The property is 100% leased to attractive tenants including Panda Express, Sourdough & Co., Flavor Burger, Red Bee BBQ, and Taqueria California.



02

MARKET OVERVIEW

WINDSOR, CA

Located in the heart of Sonoma County, Windsor is a growing community recognized for its balance of small-town charm and strategic economic development. With a population of approximately 27,000, Windsor has experienced steady growth driven by its desirable location, strong local economy, and high quality of life. Just 60 miles north of San Francisco and situated along the Highway 101 corridor, Windsor offers direct access to the broader Bay Area while maintaining its identity as a family-oriented and business-friendly town.

Windsor is known for its thriving wine and tourism industries, with proximity to over 425 wineries across Sonoma County. The town’s vibrant downtown area—Windsor Town Green—hosts year-round events, farmers markets, outdoor concerts, and festivals that attract both residents and visitors. Recreational amenities include Foothill Regional Park, Windsor Golf Club, and easy access to the Russian River and Pacific Coast, making it an attractive destination for outdoor enthusiasts.

Windsor benefits from a stable employment base and an educated population. Major employers in the area include the Windsor Unified School District, Oakmont Senior Living, and notable businesses in the healthcare, public services, and manufacturing sectors. The nearby Charles M. Schulz–Sonoma County Airport supports business connectivity and visitor access.

Demographically, Windsor boasts a median household income significantly above the national average, coupled with strong homeownership rates. The town’s ongoing residential development and infrastructure investments continue to support increased demand for retail, services, and community-focused amenities. For investors, Windsor represents a compelling opportunity to acquire assets in a high-barrier-to-entry market that benefits from consistent consumer demand, low vacancy, and strong tenant performance—all anchored in a resilient, growth-oriented regional economy.



PROPERTY DEMOGRAPHICS

Population	1-Mile	3-Mile	5-Mile
2025 Estimate	5,957	35,213	60,782
Household	1-Mile	3-Mile	5-Mile
2025 Estimate	2,165	12,580	22,069
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$131,158	\$142,497	\$139,002

LOCATION ATTRIBUTES

SONOMA COUNTY

Located just **60 miles north of San Francisco**, Sonoma County is a highly desirable region known for its balance of economic vitality, tourism, and quality of life. The area blends affluent residential communities with thriving commercial corridors, making it a strategic market for retail investment. With direct access via **US-101** and proximity to the **Charles M. Schulz–Sonoma County Airport**, the region offers strong connectivity to the broader Bay Area and West Coast.

Sonoma County attracts over **10.3 million visitors annually**, drawn by its world-renowned wine country, farm-to-table dining, and outdoor recreation. Popular destinations like **Healdsburg** combine upscale tourism with high-income demographics, supporting luxury retail and experiential shopping. **Santa Rosa**, the county's largest city, serves as the regional hub for healthcare, education, and commerce, with major employers and a growing population base. **Rohnert Park**, home to Sonoma State University, offers a strong student and residential market and has seen increased retail development over the past decade.

The county's blend of tourism, stable residential growth, and **limited retail saturation** makes it an attractive environment for sustained commercial real estate performance.

10.3 MILLION ANNUAL VISITORS

–2024 Sonoma County Annual Tourism Report

\$2 BILLION IN TOURISM REVENUE

–2022 Sonoma County Annual Tourism Report

TOP 10 BEST SMALL AIRPORTS

–Newsweek Magazine ranked Charles M. Schultz-Sonoma County

NO. 10 IN TOP PUBLIC SCHOOLS IN THE REGIONAL UNIVERSITIES

–U.S. News & World Report ranked Sonoma State University



03

TENANT
POSITIONING

MARKET AERIAL



 **WINDSOR HIGH SCHOOL**
1,603 STUDENTS

 **WINDSOR MOBILE COUNTRY CLUB**



 **MATTIE WASHBURN ELEMENTARY**
514 STUDENTS



101

 **PRIME STORAGE**

 **SHAMROCK MOBILE HOME COMMUNITY**



RUSSIAN RIVER
BREWING COMPANY

Walmart 

SUBJECT PROPERTY

 **WINDSOR GOLF CLUB**

TSC TRACTOR SUPPLY CO.



PATIN VINEYARD

STORAGE PRO
MANAGEMENT

GROCERY OUTLET
bargain market
O'Reilly AUTO PARTS
PROFESSIONAL PARTS PEOPLE



 **SANTA ROSA JUNIOR COLLEGE**



FedEx
Ground

 **BAMCORE**


 **AIRPORT HEALTH CLUB**

 **Filtrair**
Filtration Group



SONOMA COUNTY AIRPORT TRAIN STATION

\$93,000 VPD


CHARLES M. SCHULZ SONOMA COUNTY AIRPORT

SONOMA-MARIN SMART
AREA RAIL TRANSIT

AIRPORT STADIUM
12

101



TOTAL BUILDING SIZE..... ±9,050 SF
LEASABLE..... ±8,700 SF
PATIOS..... ±1,600 SF

**FLAVOR
BURGER
CAFÉ**
EAT. DRINK. LOVE.



Red Bee BBQ

Sourdough & Co
Sandwiches • Soups • Salads

HALLWAY + UTILITY
350 SF

PANDA EXPRESS
STORAGE
250 SF



**TAQUERIA
CALIFORNIA**

PATIO
500 SF

PATIO
200 SF

PATIO
900 SF

SITE PLAN

TENANT OVERVIEWS



www.taqueriacalifornia.net/ | STORES: 2

Taqueria California is a Mexican restaurant chain with their first location being on Stony Point Road in Santa Rosa. Both locations are doing more than \$1 million in annual sales. The Windsor location offers a variety of Mexican dishes and features outdoor patio seating. The Santa Rosa location is praised for its exceptional food and excellent service. Specific information regarding the total number of locations and the founding date of Taqueria California is not readily available.



www.pandaexpress.com | STORES: 2,400+ | COUNTRIES: 15

Panda Express is a fast-casual restaurant chain specializing in American Chinese cuisine. It was founded in 1983 by Andrew and Peggy Cherng in Glendale, California. Headquartered in Rosemead, California, the brand has grown significantly and, as of 2024, operates over 2,400 locations across the United States and in select international markets including Canada, Mexico, and the United Arab Emirates. Known for popular dishes like Orange Chicken and Beijing Beef, Panda Express remains family-owned and is part of the Panda Restaurant Group. The company emphasizes fresh ingredients, cultural values, and philanthropic efforts through its Panda Cares foundation.

TENANT OVERVIEWS



www.flavorburgercafe.com | FOUNDED: 2020

Flavor Burger Café is a family-owned American comfort food restaurant located at 6560 Hembree Lane #178 in Windsor, California. Opened in January 2020, the café has quickly become a local favorite, offering a full menu of breakfast, lunch, and dinner items served all day. Known for its hearty portions and homemade dishes, customer favorites include the signature 14 oz. Flavor Burger, chilaquiles, breakfast burritos, corned beef hash, mashed potatoes, and patty melts on sourdough. The restaurant offers both indoor and outdoor seating, creating a cozy and inviting atmosphere, and also provides takeout and delivery services. Operating hours are 7:00 AM to 9:00 PM Monday through Saturday, and 7:00 AM to 3:00 PM on Sundays. With friendly service and generous portions, Flavor Burger Café has established itself as a go-to dining spot for locals and visitors alike in the heart of Sonoma County.



www.redbeebbq.com | STORES: 2

Red Bee BBQ is a family-owned restaurant located at 6560 Hembree Lane, Suite 186, in Windsor, California. Established in 2013, the restaurant offers fusion-style barbecue, combining traditional smoking techniques with unique Asian-inspired marinades. Their first store opened on Stony Point Road in Santa Rosa. The menu features a variety of smoked meats, including beef brisket, pork ribs, tri-tip, and chicken, complemented by sides such as cornbread, baked beans, coleslaw, macaroni salad, and potato salad. Operating hours are Monday through Sunday from 11:00 AM to 8:00 PM. Customers appreciate the generous portions, fresh ingredients, and friendly service, making Red Bee BBQ a popular dining destination in Windsor.



sourdoughandco.com | STORES: 80

Sourdough & Co is a sandwich shop located at 6560 Hembree Lane #190 in Windsor, California. The restaurant is renowned for its freshly baked sourdough bread, served warm, and offers a variety of deli-style sandwiches featuring premium meats, artisan cheeses, and fresh produce. The menu includes specialty sandwiches such as The French Dip, Smoked Brisket, Caprese, Chicken Cholula, and Crispy Crunchy Chicken. Additionally, Sourdough & Co serves soups, including their daily New England Clam Chowder, gourmet salads, and mac & cheese. Operating hours are daily from 10:30 AM to 7:00 PM. Customers appreciate the fresh ingredients and friendly service, making it a popular spot for casual dining in Windsor.

SHOPPING CENTER HIGHLIGHTS

Shiloh Shopping Center is a well-established community shopping destination that has served the region since 1999. The center draws approximately 303,800 annual visits from around 136,200 unique visitors, with an impressive average visit frequency of 2.23 times per person. Anchored by major national retailers including Walmart and Home Depot, the center also features a strong supporting mix such as Grocery Outlet, Shell, Burger King, Panda Express, and Wingstop. With an average dwell time of 34 minutes and visibility from nearby traffic of 25,000 vehicles per day, Shiloh plays a key role in local retail activity.

Walmart **DOMINANT ANCHOR TENANT**

Walmart, located at 6650 Hembree Lane within Shiloh Shopping Center, is a dominant anchor tenant drawing 151,500 visits per year from over 84,000 unique visitors. Shoppers tend to stay an average of 32 minutes and return frequently, averaging 1.8 visits per year. Walmart is the top individual traffic driver for the center and a magnet for cross-shopping, with nearly 40% of its visitors also visiting the neighboring Home Depot. This strong customer loyalty and cross-traffic significantly benefit the overall performance of Shiloh and enhance its draw as a one-stop retail hub in Windsor.



RELIABLE RETAIL DRAW

Home Depot, situated at 6280 Hembree Lane within the same center, also plays a crucial role in generating sustained foot traffic, with 48,900 visits annually from 29,500 visitors. Customers visit an average of 1.66 times per year and spend about 27 minutes per trip, underscoring a purposeful and engaged shopper base. As the second-highest traffic generator at Shiloh, Home Depot complements Walmart by capturing home improvement shoppers and contributing to a well-rounded tenant mix. Its broad trade area reach and overlap with Walmart's customer base help reinforce the center's retail synergy and regional relevance.

NO. OF ANNUAL VISITORS

303.8K 

±95,000
VPD  **FWY 101**

 **136.2K**
NUMBER OF
UNIQUE VISITORS





TAQUERIA
CALIFORNIA

6560

04

FINANCIAL SUMMARY

RENT ROLL

Unit Number	Tenant Entity	GLA (SF)	% of GLA	Term Commencement	Term Expiration	Annual Rent (\$)	Rent PSF Annually	Rent PSF Monthly	Monthly Rent (\$)	Renewal Options	Lease Type
170	Taqueria California	1,750 SF	20.11%	7/1/2019	7/1/2031	\$74,550	\$42.60	\$3.55	\$6,212.50	1 x 5 Year(s)	NNN + 10% CAM Admin Fee
174	Panda Express	2,000 SF	22.99%	3/1/2008	2/28/2028	\$105,415	\$52.71	\$4.39	\$8,785	2 x 5 Year(s)	NNN + 10% CAM Admin Fee**
178	Flavor Burger Café	1,600 SF	18.39%	12/1/2019	11/30/2029	\$72,960	\$45.60	\$3.80	\$6,080	1 x 5 Year(s)	NNN + 10% CAM Admin Fee
186	Red Bee BBQ	1,200 SF	13.79%	3/1/2023	2/28/2031	\$46,080	\$38.40	\$3.20	\$3,840	2 x 5 Year(s)	NNN + 10% CAM Admin Fee
190	Sourdough & Co.	1,900 SF	21.84%	8/1/2021	7/31/2031	\$68,400	\$36	\$3	\$5,700	2 x 5 Year(s)	NNN + 10% CAM Admin Fee
STORAGE	Panda Express	250 SF	2.87%	2/1/2015	2/28/2028	\$3,318	\$13.27	\$1.11	\$276.53	2 x 5 Year(s)	Gross Lease
Total (100%)	5 Suites	8,700 SF	100.00%			\$370,723	\$42.61	\$3.55	\$30,893.58	-	-

**Panda Express Utilities are excluded from 10% CAM Admin Fee

REIMBURSEMENTS BY TENANT

Suite	Tenant	Lease Type	GLA	Cumulative %	Annual Expense Reimbursements					10% Admin Fee (CAM)	Total CAM
					Taxes	Insurance	CAM	Total	\$PSF		
170	Taqueria California	NNN + 10%	1,750	20.11%	\$12,311	\$4,515	\$24,479	\$39,366	\$22.49	\$2,448	\$43,302
174	Panda Express	NNN + 10%	2,000	22.99%	\$14,074	\$5,160	\$27,976	\$44,989	\$22.49	\$2,798	\$49,488
178	Flavor Burger Café	NNN + 10%	1,600	18.39%	\$11,258	\$4,128	\$22,381	\$35,991	\$22.49	\$2,238	\$39,591
186	Red Bee BBQ	NNN + 10%	1,200	13.79%	\$8,442	\$3,096	\$16,786	\$26,994	\$22.49	\$1,679	\$29,693
190	Sourdough & Co.	NNN + 10%	1,900	21.84%	\$13,370	\$4,902	\$26,578	\$42,740	\$22.49	\$2,658	\$47,014
STORAGE	Panda Express	Gross	250	2.87%	\$0	\$0	\$0	\$0	\$0.00	\$0	\$0
Occupied Total	5 Unit(s)		8,700	100.00%	\$61,216	\$21,800	\$118,200	\$201,216	\$21.85 PSF	\$11,820	\$213,036

Expense Reimbursements	
Taqueria California	\$43,302
Panda Express	\$49,488
Flavor Burger Café	\$39,591
Red Bee BBQ	\$29,693
Sourdough & Co.	\$47,014
Total	\$213,036

RECOVERABLE EXPENSE BREAKDOWN

Recoverable Expense Breakdown		
Expenses	Total	Per SF
Real Estate Taxes	\$61,216	\$5.92
Insurance	\$21,800	\$2.58
Fire Alarm Monitoring	\$6,000	\$0.71
Service Call for Alarm	\$800	\$0.09
Landscape and Parking Lot Sweeping	\$9,500	\$1.12
Additional Landscaping	\$2,500	\$0.30
Recycle Service	\$32,400	\$3.83
Garbage Service	\$40,000	\$4.73
Garbage Overflow Charge	\$2,400	\$0.28
Organic Service	\$3,200	\$0.38
Utilities (PG & E, Irrigation Water, FLS)	\$5,500	\$0.65
Repairs, Roof, Parking Lot	\$6,000	\$0.71
Dumpster Extra and Ground Clean	\$2,000	\$0.24
Maintenance (Side Walk, etc.)	\$1,000	\$0.12
Property Management Fee	\$0	\$0.00
Total	\$194,295	\$21.68

FINANCIAL OVERVIEW

YEAR		YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
YEAR ENDING		DEC-26	DEC-27	DEC-28	DEC-29	DEC-30	DEC-31	DEC-32	DEC-33	DEC-34	DEC-35
Average Occupancy		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Gross Revenue	Total										
Potential Base Rent (+)		\$370,723	\$372,535	\$377,180	\$384,012	\$390,059	\$394,853	\$403,838	\$413,800	\$421,802	\$430,597
Absorption and Turnover Vacancy (-)		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$13,918)
Reimbursement Revenue											
RET		\$61,216	\$61,828	\$62,446	\$63,071	\$63,702	\$64,339	\$64,982	\$65,632	\$66,288	\$66,951
INS		\$21,800	\$22,236	\$22,681	\$23,134	\$23,597	\$24,069	\$24,550	\$25,041	\$25,542	\$26,053
CAM		\$111,300	\$113,526	\$115,797	\$118,112	\$120,475	\$122,884	\$125,342	\$127,849	\$130,406	\$133,014
Admin Fee		\$11,222	\$11,446	\$11,675	\$11,909	\$12,147	\$12,390	\$12,638	\$12,891	\$13,148	\$13,411
Reimbursement Revenue (+)		\$205,538	\$209,037	\$212,599	\$216,227	\$219,920	\$223,682	\$227,512	\$231,412	\$235,384	\$239,429
Gross Rental Income		\$576,261	\$581,572	\$589,779	\$600,239	\$609,979	\$618,535	\$631,350	\$645,212	\$657,186	\$656,108
Effective Gross Revenue		\$576,261	\$581,572	\$589,779	\$600,239	\$609,979	\$618,535	\$631,350	\$645,212	\$657,186	\$656,108
Operating Expenses	\$PSF										
RET	\$7.04	\$61,216	\$61,828	\$62,446	\$63,071	\$63,702	\$64,339	\$64,982	\$65,632	\$66,288	\$66,951
INS	\$2.51	\$21,800	\$22,236	\$22,681	\$23,134	\$23,597	\$24,069	\$24,550	\$25,041	\$25,542	\$26,053
CAM	\$12.79	\$111,300	\$113,526	\$115,797	\$118,112	\$120,475	\$122,884	\$125,342	\$127,849	\$130,406	\$133,014
	\$0.00										
Total Operating Expense	\$22.34	\$194,316	\$197,590	\$200,924	\$204,318	\$207,773	\$211,292	\$214,874	\$218,522	\$222,236	\$226,018
	\$1.75										
Net Operating Income		\$381,945	\$383,981	\$388,855	\$395,921	\$402,206	\$407,243	\$416,476	\$426,691	\$434,950	\$430,090
Cap Rate		7.07%	7.11%	7.20%	7.33%	7.45%	7.54%	7.71%	7.90%	8.05%	7.96%

CAM EXPENSE BREAKDOWN

CAM	Current	Per SF
Garbage Service	\$40,000	\$4.60
Recycle Service	\$32,400	\$3.72
Landscape and Parking Lot Sweeping	\$9,500	\$1.09
Utilities (PG & E, Irrigation Water, FLS)	\$5,500	\$0.63
Repairs, Roof, Parking Lot	\$6,000	\$0.69
Fire Alarm Monitoring	\$6,000	\$0.69
Organic Service	\$3,200	\$0.37
Dumpster Extra and Ground Clean	\$2,000	\$0.23
Additional Landscaping	\$2,500	\$0.29
Garbage Overflow Charge	\$2,400	\$0.28
Maintenance (Side Walk, etc.)	\$1,000	\$0.11
Service Call for Alarm	\$800	\$0.09
TOTAL CAM	\$111,300	\$12.79

SALE COMPARABLES

	ADDRESS	CITY	STATE	BUILDING SF	SALE PRICE	PRICE PER SF	SALE DATE	CAP RATE	YEAR BUILT	LAND AREA AC	NOTES
1	1790 W Carson St	Torrance	CA	5,000	\$4,100,000	\$820.00	7/2/2024	5.00%	2001	0.46	Strip center retail pad shadow anchored by Ralph's Supermarket. Tenants include Super Cuts, AT&T, and Get Shaved.
2	1061 N Davis Rd	Salinas	CA	4,014	\$3,586,000	\$893.37	9/13/2024	5.05%	1982	0.81	Carl's Jr retail pad.
3	10831 Foothill Blvd	Rancho Cucamonga	CA	4,000	\$3,644,178	\$911.04	12/20/2024	5.05%	2003	0.80	Starbucks and Chipotle pad.
4	9051 Tampa Ave	Northridge	CA	5,120	\$4,630,000	\$904.30	4/10/2024	5.07%	1996	0.92	Citi Bank pad shadow ancored Best Buy and Aldi.
5	2140 E El Segundo Blvd (3 Property Sale)	El Segundo	CA	15,607	\$25,700,000	\$1,647.00	5/17/2024	5.41%	2022	0.18	3 retail pads with tenants such as Panda Express, Rasing Cane's Panera Bread and others.
6	32897 Western Hills Drive	Winchester	CA	6,000	\$5,000,000	\$833.33	12/10/2024	5.46%	2024	1.13	Starbucks retail strip
7	22430 Van Buren Blvd	Riverside	CA	6,300	\$5,840,000	\$926.98	8/1/2024	5.50%	2022	0.90	Chipotle, MA Dental, and BHC Chicken retail strip.
8	16120 S Highland Ave	Fontana	CA	6,240	\$5,150,000	\$825.32	1/30/2025	5.60%	2024	0.57	Starbucks, FedEx Office, Marco's Pizza and West Coast Dental pad shadow anchored by Amazon Fresh
9	2295 Marketplace Dr	Madera	CA	4,400	\$2,800,000	\$636.36	10/29/2024	5.80%	2005	0.62	Starbucks and AT&T pad shadow anchored by Home Depot.
10	26712 Portola Pky	Foothill Ranch	CA	5,500	\$3,400,000	\$618.18	5/1/2024	5.81%	1994	0.77	Denny's pad shadow anchored by Walmart, Target and Hobby Lobby.
11	10410 Decatur Blvd	Las Vegas	NV	4,680	\$3,500,000	\$747.86	3/31/2025	6.00%	2015	0.71	DQ and StateFarm retail strip
12	482 N Main St	Corona	CA	7,152	\$5,045,000	\$705.40	5/1/2024	6.00%	2018	0.46	America's Best National Vision retail strip.
13	3110 R St	Merced	CA	6,658	\$5,760,000	\$865.12	6/10/2024	6.25%	2013	0.58	Chipotle, Panera, and Yogolicious pad shadow anchored by Target
14	1484 Halford Ave	Santa Clara	CA	10,080	\$7,700,000	\$763.89	10/2/2024	5.87%	1973	1.29	Three tenant strip including a bakery and market.
15	233 S White Rd	San Jose	CA	13,211	\$6,900,000	\$522.29	10/1/2024	5.66%	1976	1.05	Eleven tenant strip center
16	1549 Landess Ave	Milpitas	CA	7,000	\$5,200,000	\$643.75	6/20/2024	6.43%	1989	0.65	Strip center with tenants such as a Dentist, Hair Salon, Optometrist, and Pizza Restaurant
17	1050 El Camino Real	San Bruno	CA	12,350	\$9,500,000	\$769.23	Under Contract	6.04%	2010	1.08	Strip Center including Mathnasium, European Wax Center, and Patelco Credit Union

SALE COMPARABLES



SALE COMPARABLES



1790 W CARSON S
TORRANCE, CA



1061 N DAVIS RD
SALINAS, CA



10831 FOOTHILL BLVD
RANCHO CUCAMONGA, CA



9051 TAMPA AVE
NORTHRIDGE, CA



2140 E EL SEGUNDO BLVD
EL SEGUNDO, CA



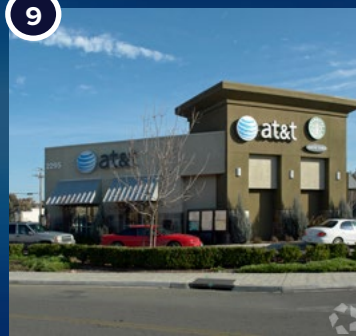
32897 WESTERN HILLS DR
WINCHESTER, CA



22430 VAN BUREN BLVD
RIVERSIDE, CA



16120 S HIGHLAND AVE
FONTANA, CA



2295 MARKETPLACE DR
MADERA, CA



26712 PORTOLA PKY
FOOTHILL RANCH, CA



10410 DECATUR BLVD
LAS VEGAS, NV



482 N MAIN ST
CORONA, CA



3110 R ST
MERCED, CA



1484 HALFORD AVE
SANTA CLARA, CA



233 S WHITE RD
SAN JOSE, CA



1549 LANDESS AVE
MILPITAS, CA



1050 EL CAMINO REAL
SAN BRUNO, CA

CAPITAL MARKETS



CURTIS KAUFMAN

FIRST VICE PRESIDENT | CAPITAL MARKETS

AREA OF EXPERTISE

Curtis Kaufman stands as First Vice President of Matthews Real Estate Investment Services™. Curtis is an industry veteran and has broad lending experience, which includes acquisition loans, bridge loans, construction loans, permanent loans, value-add, and distressed property loans. He has also transacted construction loans for industrial, suburban office, medical office, strip retail, grocery-anchored retail, multifamily properties, and NNN leased investment properties. Curtis has completed over a billion dollars of lending transactions in his career. Curtis' broad knowledge of the commercial real estate industry aids him support and guide his clients to the best lending opportunities.

Prior to Matthews™, Curtis worked for Walker & Dunlop when Walker & Dunlop purchased the previous employer George Elkins Mortgage Banking Company. He joined George Elkins Mortgage Banking Company in 2013. Prior to joining George Elkins, Curtis was a Vice President for Waller, Kaufman and Sutter a Sacramento-based mortgage banking company. Prior to opening Waller, Kaufman and Sutter, Curtis was a principal in Kaufman & Reynolds Construction and Kaufman Construction and Development and an independent mortgage banker.

After graduating from Arizona State University in 1972, Curtis continued taking graduate-level business classes while working in Phoenix, AZ for Russ Lyon Realty Company. In 1974, Curtis was hired by First Federal Savings and Loan, getting his initial introduction into residential and commercial real estate lending.

Arizona State University
B.S., Business Administration and Real Estate

DEBT QUOTE

Loan Requested	\$3,250,000
Interest Rate: November 3, 2025	5.60%
Amortization in Months	300
Loan Per Square Foot	\$359.11
Loan to Value	56%
Debt Yield	10.27%
Year 1 Total Leveraged Yield (with principal)	9.4%

OFFERING MEMORANDUM

SHILOH

CENTER

EXCLUSIVELY LISTED BY



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