

Yukon Avenue, Hawthorne

13101-13115 Yukon Avenue, Hawthorne

THE
LUCAS
COLLECTION



17,500 SF

CONFIDENTIAL OFFERING MEMORANDUM

 CUSHMAN &
WAKEFIELD

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The terms and conditions stated in this section will relate to all of the sections of the package as if stated independently therein. If, after reviewing this package, you have no further interest in purchasing the Property at this time, kindly return this brochure to the Broker at your earliest possible convenience.

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EXECUTIVE SUMMARY



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Cushman & Wakefield is pleased to offer for sale 13101-13115 Yukon Avenue, Hawthorne (“the Property”), a 17,500 square foot two building multi-tenant industrial park. This 100% Fee Simple interest in the building and underlying 38,058 sf of M1 zoned land is offered in an as is condition.



17,500 SF
Building Size

38,058 SF
of Land

100%
Occupied

4050-014-034
APN

4
Units

M1
Zoned

\$5,500,000
(\$314 PSF)

INVESTMENT HIGHLIGHTS

100% LEASED TO FOUR (4) TENANTS

Including Cell Tower Income

RARE OPPORTUNITY

to Acquire South Bay Multi-Unit

3,000 TO 6,000 SF UNIT SIZES

in This Two-Building Complex

SPAGEX, TESLA, LAX

Close to Freeways and Diverse Labor Pool

SOUTH BAY MARKET

The South Bay has Extremely Strong Market Fundamentals with a Low Vacancy, Strong Demand, and Longstanding Barriers to Entry Making Multi-Tenant Industrial a Difficult Asset to Acquire



**100%
Leased**



**Thriving
Industrial Market**



**Prime Hawthorne/
Gardena Location**



PROPERTY OVERVIEW





PROPERTY DESCRIPTION

LOCATION

Address	13101-13115 Yukon Ave
Industrial Market	South Bay
Industrial Submarket	Hawthorne / Gardena
APN	4050-014-034

BUILDING FEATURES

Year Built	1947
Clear Height	12'-15'
Loading	Ground Level
Zoning	M1

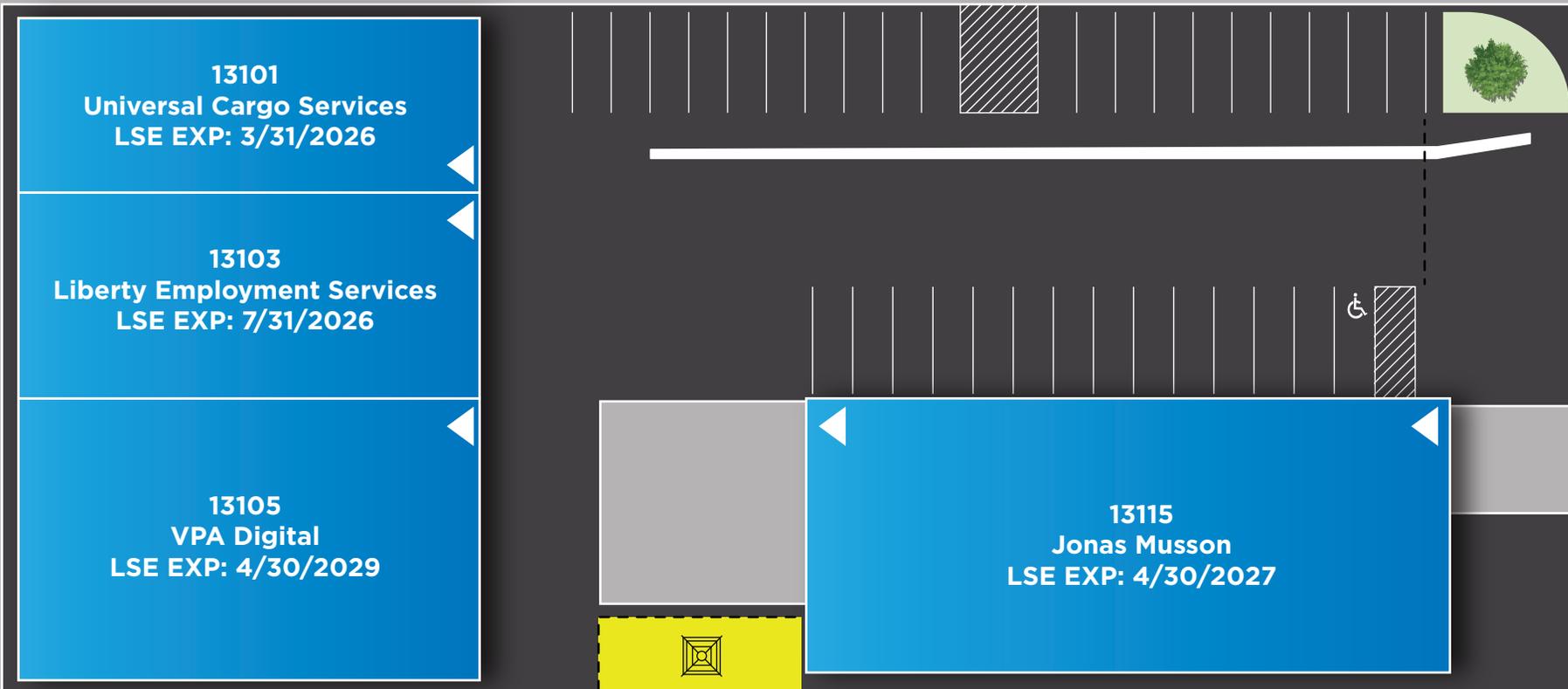
BUILDING SIZE

Total Rentable Area	17,500 SF
Land Size	38,058 SF
Number of Buildings	2
Number of Tenants	4
Occupancy	100%

SITE PLAN

--- Security Gates
▲ Grade Level Doors
◻ Cell Tower

13101-13115 YUKON AVENUE



Yukon Ave

MARKET OVERVIEW



MARKET OVERVIEW



SOUTH BAY

The South Bay area enjoys miles of coastline, an ethnically diverse population, luxury residential communities, and a wide variety of recreational activities. With its strong corporate concentration and high quality of life throughout the Beach Cities, the South Bay area is one of the most business-friendly regions in Southern California. The South Bay is bounded by the Los Angeles International Airport to the north, the San Gabriel (605) Freeway to the east, and the Pacific Ocean surrounding its southern and western borders. The communities within the South Bay area include Torrance, the Palos Verdes Peninsula, El Segundo, Gardena, Lawndale, Hawthorne, Inglewood, the Beach Cities, and the Los Angeles Harbor Cities.

The South Bay is well served by several miles of freeway and primary/secondary highways – part of one of the largest freeway systems in the world, connecting all parts of the Greater Los Angeles Area. The major freeway through the South Bay is the San Diego Freeway (Interstate 405) which runs in a north/south direction and serves the west side of the Los Angeles metropolitan area. The San Pedro Freeway (Interstate 110) connects San Pedro to the Santa Monica Freeway (Interstate 10). Commuters can easily connect to Interstate 110, which is just a few blocks away from the Property.

SOUTH BAY INDUSTRIAL MARKET

The South Bay is a part of the larger LA Basin and the larger industrial market of the Southern California region. It is one of five major industrial market areas in Los Angeles County, second only in size to the massive Central Los Angeles market area. The South Bay is located in close proximity to the twin ports of the LA and Long Beach and Los Angeles International Airport and it comes as no surprise that logistics employment is more concentrated in the South Bay than any other area in the region. As a result, the international trade sector has a huge impact on the industrial real estate market in the South Bay. The South Bay market is a mature, fully developed, land-scarce, in-fill market with few large-scale development opportunities. With limited land for development, developers increasingly rely on redevelopment of existing properties. Future development of larger warehouse/ distribution buildings is also impacted by ever-tightening restrictions on trucking and logistics users in many of the surrounding cities.

FINANCIALS



ASSUMPTIONS

General Assumptions

Net Rentable Area	17,500	Hold Period (Years)	10 yr.	Start of Analysis	Nov-25	Initial Occupancy	100.0%			
	2025	2026	2027	2028	2029	2030	2031	2032	2033	
Inflation										
Operating Expense Inflation	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Capital Expense Inflation	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Real Estate Tax Growth	0.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	
Leasing Cost Inflation	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Other Revenue Inflation	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Market Rent Growth	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Weighted Average Market Rent	\$1.70	\$1.70	\$1.75	\$1.80	\$1.86	\$1.91	\$1.97	\$2.03	\$2.09	\$2.15

General Vacancy Loss	Capital Reserves	Management Fee	Leasing Commissions
2.0% of Potential Gross Revenue	\$0.20 / SF	3.0% of Effective Gross Revenue	New: 5.00%
			Renew: 2.50%

Market Leasing Assumptions

	Term (Yrs/Mo)	Market Rent	Rent Steps	Free Rent New	Free Rent Renew	TI New	TI Renew	Renew Prob	Downtime	Recovery Method
MLA - \$1.70 Modified Gross	5/2	\$1.70	3.00%	2 Mos	0 Mos	\$2.00	\$1.00	75.0%	3 Mos	Base Year Stop

CASH FLOW

NRA:	17,500 SF		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Start Date:	Nov-25	Per SF	FY2026	FY2027	FY2028	FY2029	FY2030	FY2031	FY2032	FY2033	FY2034	FY2035	FY2036
Avg Annual Occupancy			100.0%	97.1%	100.0%	94.5%	100.0%	100.0%	97.1%	100.0%	96.1%	98.5%	100.0%
General Vacancy/Credit Loss			(2.0%)	(1.9%)	(2.0%)	(1.6%)	(2.0%)	(2.0%)	(1.9%)	(2.0%)	(1.6%)	(2.0%)	(2.0%)
Economic Occupancy			98.0%	95.3%	98.0%	92.9%	98.0%	98.0%	95.3%	98.0%	94.3%	96.6%	98.0%
RENTAL REVENUE													
Potential Base Rent	\$18.65		\$326,452	\$335,352	\$345,337	\$375,875	\$396,568	\$408,465	\$420,719	\$432,245	\$445,212	\$456,339	\$470,030
Absorption & Turnover Vacancy	\$0.00		\$0	(\$10,506)	\$0	(\$21,363)	\$0	\$0	(\$12,179)	\$0	(\$24,765)	\$0	\$0
Free Rent	\$0.00		\$0	(\$5,253)	\$0	(\$10,681)	\$0	\$0	(\$6,090)	\$0	(\$12,383)	\$0	\$0
Scheduled Base Rent	\$18.65		\$326,452	\$319,593	\$345,337	\$343,831	\$396,568	\$408,465	\$402,450	\$432,245	\$408,064	\$456,339	\$470,030
Total Expense Recoveries	\$3.26		\$56,992	\$45,839	\$41,634	\$17,556	\$5,420	\$8,518	\$9,050	\$9,861	\$8,320	\$6,237	\$0
Total Rental Revenue	\$21.91		\$383,444	\$365,432	\$386,971	\$361,387	\$401,988	\$416,983	\$411,500	\$442,105	\$416,384	\$462,576	\$470,030
Antenna rent	\$1.92		\$33,652	\$34,409	\$35,442	\$36,505	\$37,600	\$38,728	\$39,890	\$41,087	\$42,319	\$43,589	\$44,896
Potential Gross Revenue	\$23.83		\$417,096	\$399,842	\$422,413	\$397,892	\$439,588	\$455,711	\$451,390	\$483,192	\$458,703	\$506,165	\$514,926
Vacancy Allowance	(\$0.48)		(\$8,342)	(\$7,521)	(\$8,448)	(\$6,293)	(\$8,792)	(\$9,114)	(\$8,487)	(\$9,664)	(\$7,262)	(\$10,123)	(\$10,299)
EFFECTIVE GROSS REVENUE	\$23.36		\$408,755	\$392,320	\$413,964	\$391,599	\$430,797	\$446,597	\$442,903	\$473,528	\$451,442	\$496,042	\$504,627
	PSF>		\$23.36	\$22.42	\$23.66	\$22.38	\$24.62	\$25.52	\$25.31	\$27.06	\$25.80	\$28.35	\$28.84
Insurance	\$1.01		\$17,677	\$18,207	\$18,753	\$19,316	\$19,895	\$20,492	\$21,107	\$21,740	\$22,392	\$23,064	\$23,756
Landscaping	\$0.17		\$2,966	\$3,055	\$3,147	\$3,241	\$3,339	\$3,439	\$3,542	\$3,648	\$3,758	\$3,870	\$3,987
Repairs & Maintenance	\$0.07		\$1,205	\$1,241	\$1,278	\$1,317	\$1,356	\$1,397	\$1,439	\$1,482	\$1,527	\$1,572	\$1,620
Utilities	\$0.54		\$9,492	\$9,776	\$10,070	\$10,372	\$10,683	\$11,003	\$11,333	\$11,673	\$12,024	\$12,384	\$12,756
Management Fee	\$0.70		\$12,263	\$11,770	\$12,419	\$11,748	\$12,924	\$13,398	\$13,287	\$14,206	\$13,543	\$14,881	\$15,139
Taxes	\$3.89		\$68,023	\$69,460	\$70,929	\$72,429	\$73,961	\$75,527	\$77,126	\$78,761	\$80,430	\$82,136	\$83,884
Total Operating Expenses	\$6.38		\$111,625	\$113,510	\$116,596	\$118,422	\$122,158	\$125,256	\$127,835	\$131,510	\$133,674	\$137,909	\$144,815
	PSF>		\$6.38	\$6.49	\$6.66	\$6.77	\$6.98	\$7.16	\$7.30	\$7.51	\$7.64	\$7.88	\$8.15
NET OPERATING INCOME	\$16.98		\$297,129	\$278,811	\$297,369	\$273,176	\$308,638	\$321,341	\$315,068	\$342,018	\$317,768	\$358,133	\$389,813
	PSF>		\$16.98	\$15.93	\$16.99	\$15.61	\$17.64	\$18.36	\$18.00	\$19.54	\$18.16	\$20.46	\$22.28
Tenant Improvements	\$0.00		\$0	\$7,725	\$0	\$15,708	\$0	\$0	\$8,955	\$0	\$18,210	\$0	\$0
Leasing Commissions	\$0.00		\$0	\$21,514	\$0	\$43,746	\$0	\$0	\$24,940	\$0	\$50,713	\$0	\$0
Total Leasing Costs	\$0.00		\$0	\$29,239	\$0	\$59,454	\$0	\$0	\$33,896	\$0	\$68,923	\$0	\$0
Capital Reserves	\$0.20		\$3,500	\$3,605	\$3,713	\$3,825	\$3,939	\$4,057	\$4,179	\$4,305	\$4,434	\$4,567	\$4,704
Total Capital Costs	\$0.20		\$3,500	\$3,605	\$3,713	\$3,825	\$3,939	\$4,057	\$4,179	\$4,305	\$4,434	\$4,567	\$4,704
NET CASH FLOW BEFORE DEBT	\$16.78		\$293,629	\$245,967	\$293,655	\$209,898	\$304,699	\$317,284	\$276,993	\$337,713	\$244,411	\$353,566	\$385,109

RENT ROLL

Suite #	Tenant	As-Is RSF	% of NRA	Lease Terms			Base Rent				Rent Escalations			Recovery Type	Assigned MLA	
				Start	Expiration	Remaining Term (Yrs)	Annual	PSF	Monthly	PSF/Monthly	Date	PSF/Monthly	PSF			Annual
13101	GABI, Carlito / Universal Cargo Services	3,250	18.6%	Apr-23	Mar-26	0.4	\$52,656	\$16.20	\$4,388	\$1.35					GABI, Carlito / Universal Cargo Services	\$1.70 Modified Gross
13103	Liberty Employment Services	3,250	18.6%	Aug-24	Jul-26	0.7	\$60,456	\$18.60	\$5,038	\$1.55					Liberty Employment Services	\$1.70 Modified Gross
13105	VPA Digital	5,000	28.6%	May-24	Apr-29	3.5	\$87,000	\$17.40	\$7,250	\$1.45	May-26	\$1.50	\$18.00	\$90,000	VPA Digital	\$1.70 Modified Gross
											May-27	\$1.55	\$18.60	\$93,000		
											May-28	\$1.60	\$19.20	\$96,000		
13115	Jonas Musson	6,000	34.3%	Mar-24	Apr-27	1.4	\$122,400	\$20.40	\$10,200	\$1.70					Jonas Musson	\$1.70 Modified Gross
		As-Is		WALT			Annual	\$/PSF	Monthly	\$/PSF						
Total Leased		17,500	100.0%	1.7			\$322,512	\$18.43	\$26,876	\$1.54						
Total Vacant		0	0.0%													
Total NRA		17,500	100%				\$322,512	\$18.43	\$26,876							

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