

200 VALLEY DRIVE

Brisbane, CA 94005

**Absolute NNN
Industrial Opportunity**

Offering Memorandum



MATTHEWS™

EXCLUSIVELY LISTED BY

Point of Contact



Belall Ahmed

Senior Associate

(925) 718-7522

belall.ahmed@matthews.com

License No. 02135621 (CA)



Jack Markey

Associate

(415) 287-6982

jack.markey@matthews.com

License No. 02204530 (CA)



Micah Baylor

Associate

(925) 262-9563

micah.baylor@matthews.com

License No. 02233722 (CA)

David Harrington

Broker of Record | Lic. No. 02168060 (CA)

MATTHEWS™





**Table of
Contents**

01 Property
Overview

02 Financial
Overview

03 Market
Overview

PROPERTY OVERVIEW

200 Valley Drive
Brisbane, CA 94005



INVESTMENT HIGHLIGHTS

Offering Highlights

- **10-Year Sale-Leaseback with Lands End Capital, an institutional-quality tenant specializing in mission-critical real estate across industrial, medical, and essential housing sectors – delivering a strong, durable cash-flow profile.**
- **Absolute NNN Lease Structure – tenant responsible for all operating expenses; zero landlord responsibilities post-closing.**
- **Projected Annual NOI: \$88,500, providing stable and predictable income.**
- **Approximately 2,500 SF industrial/flex unit (buyer to verify exact size).**
- **Attractive ~6.5% Cap Rate, offering compelling yield for a stabilized Bay Area industrial/flex asset.**
- **Built-In Rent Growth: 2% annual escalations, ensuring inflation protection and income growth.**
- **Enhanced Credit Support: Lease backed by both corporate and personal guarantees.**
- **End-Unit (“Corner Condo”) Configuration, typically offering superior visibility, access, and functional flexibility compared to in-line units.**
- **Exceptional Traffic Exposure:**
 - **Bayshore Blvd: 21,000+ vehicles per day**
 - **Highway 101: 217,500 VPD**
 - **Immediate freeway access supports strong regional connectivity and tenant operations.**





Bayshore Fwy ± 217,000 VPD

Bayshore Blvd ± 21,000 VPD

Subject Property

KINDER MORGAN
INC.

ReadyRefresh
Bottled Water & Beverage Delivery Service



GREENLEAF
Providing Ingredients that Matter
a chefwarehouse company

Gander & White

Expeditors

IRG
STONE

InfoIMAGE

LeeMAH
ELECTRONICS

NORMAN S. WRIGHT
Mechanical Equipment LLC
1906

LETTIERI & Co.
importer of fine food & wine
Family owned and operated since 1928

Heirloom

MK PIPELINES
INC.

BIRITE
FOODSERVICE
DISTRIBUTORS

TriMark



amazon
Warehouse

Driving Distance From Subject Property
San Francisco.....±7.7 Miles
Oakland.....±17.5 Miles
San Jose.....±41.7 Miles

Google Earth

200 Valley Drive Suite 8
Brisbane, CA 94005

±2,500 SF
GLA

1981
Year Built

±21,000
Vehicles Per Day

\$1,361,538



FINANCIAL OVERVIEW

200 Valley Drive Suite 8
Brisbane, CA 94005



FINANCIAL SUMMARY

\$1,361,538

List Price

6.50%

Cap Rate

±2,500 SF

GLA

Absolute NNN

Lease Type

Property Summary

Lease Type	Absolute NNN
Tenant	Lands End Capital
Lease Guarantor	Corporate/Personal
Roof & Structure	Tenant
Rent Commencement Date	COE
Lease Expiration Date	10 Years after COE
Lease Term	10 Years
Rental Increases	2% Annual
Renewal Options	Two, 5-Year

Annualized Operating Data

Term Remaining	Annual Rent	Cap Rate
Year 1	\$88,500	6.50%
Year 2	\$90,270	6.63%
Year 3	\$92,075	6.76%
Year 4	\$93,916	6.90%
Year 5	\$95,794	7.03%
Year 6	\$97,710	7.18%
Year 7	\$99,664	7.32%
Year 8	\$101,657	7.47%
Year 9	\$103,690	7.61%
Year 10	\$105,764	7.77%
Total Income	\$969,040	-

TENANT SUMMARY



Tenant Overview

LEC Partners (“Lands End Capital”) is a private real estate investment and operating platform focused on mission-critical real estate across industrial, medical, and essential housing sectors. The firm specializes in acquiring, operating, and capitalizing assets that support core business operations and essential services, with an emphasis on long-term occupancy, durable demand, and predictable cash flow.

LEC Partners structures transactions to align long-term real estate ownership with operating business needs, frequently utilizing sale-leaseback structures to unlock capital while maintaining operational continuity. The firm’s strategy emphasizes disciplined underwriting, downside protection, and long-term value preservation.

Why Invest in Land’s End Capital?

- **Mission-Critical Asset** - The Property is a mission-critical facility utilized for centralized equipment storage for construction materials and management offices
- **Long-Term Sale-Leaseback Structure** - Sale-leaseback transactions align tenant and landlord interests, reinforcing tenant commitment to the property over the lease term.
- **Strong Credit Support** - Lease obligations are backed by corporate and personal guarantees, enhancing security and mitigating tenant credit risk.
- **Institutional Real Estate Discipline** - Experienced ownership group with a focus on conservative leverage, long-term planning, and asset durability.
- **Predictable Cash Flow Profile** - Long-term lease structure with built-in rent escalations provides income stability and inflation protection.

MARKET OVERVIEW

200 Valley Drive Suite 8
Brisbane, CA 94005

San Francisco, CA MSA



BRISBANE, CA

Local Market Overview

Brisbane, California is a small city located on the northeastern edge of San Mateo County, bordering San Francisco and the lower slopes of San Bruno Mountain. It has a stable residential community and a compact commercial area. The city is known for its proximity to regional transportation corridors, including Highway 101 and nearby public transit connections, which link residents and businesses to the broader Bay Area.

Brisbane’s economy is shaped by a mix of light industrial activity, commercial services, biotechnology, logistics, and office-based companies. Many businesses are located in the Sierra Point and Bayshore districts, where technology and life-science firms have grown in recent years. The city also benefits from its location near San Francisco International Airport, which supports warehousing, distribution, and related services. Development plans for the Baylands area are expected to influence future economic growth.



Population	3-Mile	5-Mile	10-Mile
Current Year Estimate	142,867	495,855	1,254,585
Households	3-Mile	5-Mile	10-Mile
Current Year Estimate	44,219	169,908	508,740
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$169,045	\$203,850	\$216,050

SAN FRANCISCO, CA MSA

Market Demographics



836,321
Total Population

\$141,446
Median HH Income

345,811
of Households

38.5%
Homeownership Rate

484,966
Employed Population

44%+
% Bachelor's Degree

39.7
Median Age

\$1.38 M
Median Property Value

Local Market Overview

San Francisco's industrial core, particularly within the South of Market and Mission districts, continues to serve as a vital hub for logistics, warehousing, and light manufacturing. The city's dense population, high consumer spending, and strong labor force make it a strategic location for companies requiring proximity to end users. Despite recent population shifts, San Francisco maintains one of the highest median household incomes in the nation, supporting robust demand for urban industrial space.

The area around 9th Street is especially well-positioned, with immediate access to major arteries like US-101 and I-80, facilitating efficient last-mile distribution within the city and to surrounding submarkets. High daytime population volumes and steady commercial activity reinforce the demand for service-oriented and logistics users, making San Francisco's tight industrial zones increasingly valuable for operators seeking well-connected, centrally located facilities.

Population	3-Mile	5-Mile	10-Mile
Current Year Estimate	142,867	495,855	1,254,585
Households	3-Mile	5-Mile	10-Mile
Current Year Estimate	44,219	169,908	508,740
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$169,045	\$203,850	\$216,050

Economic Drivers

San Francisco's high-income, tech-oriented economy continues to drive strong rental demand.

Strategically located on the northern tip of the peninsula, the city offers unparalleled access to major tech centers, transit infrastructure, and global connectivity.

Economic Drivers

San Francisco's economy is underpinned by its status as a global technology hub—particularly in sectors like AI and software—which has spurred a resurgence in office leasing, population inflows, and rental demand. High barriers to multifamily development and limited land availability further intensify supply constraints, supporting favorable leasing dynamics despite broader regional headwinds.

Primary Industries

- Technology & Software (AI, FinTech, BioTech)
- Finance & Professional Services
- Tourism & Hospitality
- Higher Education & Healthcare

Top Employers

- Salesforce
- University of California, San Francisco (UCSF)
- Wells Fargo
- City and County of San Francisco
- Tech firms (e.g., Twitter / X, Google, AI startups)

Recent Developments

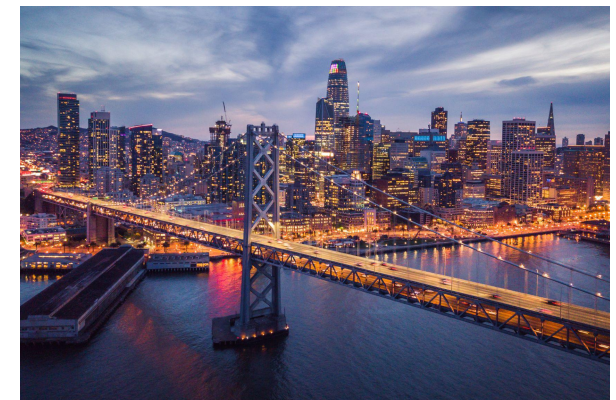
- Downtown office-to-residential conversion incentives supporting adaptive reuse
- Expansion of public transit and regional rail projects (e.g., electrification and capacity expansions)
- Continued redevelopment in the Mission Bay and South of Market (SoMa) areas
- Revitalization financing district in downtown to encourage mixed-use development

\$501 Billion

Metro Area Gross
Domestic Product

#6

Largest U.S.
Metro Economy



MATTHEWS™

Exclusively Listed By



Belall Ahmed

Senior Associate

(925) 718-7522

belall.ahmed@matthews.com

License No. 02135621 (CA)



Jack Markey

Associate

(415) 287-6982

jack.markey@matthews.com

License No. 02204530 (CA)



Micah Baylor

Associate

(925) 262-9563

micah.baylor@matthews.com

License No. 02233722 (CA)

David Harrington | Broker of Record | Lic. No. 02168060 (CA)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 200 Valley Drive Suite 8, Brisbane, CA, 94005 ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. 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. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews™. is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™., the property, or the seller by such entity.

Owner and Matthews™. expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

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 executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. 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 or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.