



Marcus & Millichap



WARNER CENTER TROPHY RETAIL PORTFOLIO

21825 ERWIN STREET • 6040 CANOGA AVENUE • 6020 CANOGA AVENUE
WOODLAND HILLS, CA 91367

STAPLES



Premier America
CREDIT UNION
Bank Where You Own the Place™





TABLE OF CONTENTS

- I. Property Overview
- II. Financials
- III. Development
- IV. Sales Comparables
- V. Area Overview

WARNER CENTER

CANOGA PARK

WINNETKA

Westfield TOPANGA & THE VILLAGE
TARGET
CHANEL
Neiman Marcus
macy's
Cececake Factory
NORDSTROM
JIMMY CHOO
amc

UPTOWN AT WARNER CENTER
\$3 billion high-rise development developed by United Technologies Corp and Boston Global Investors

METRO ORANGE LINE

ALTA WARNER

AMLI RESIDENTIAL

TRILLIUM TOWERS
660,669 SF of Class A office towers

HILTON

THE HOME DEPOT



Pierce College

Equity Apartments

BEST BUY

NORDSTROM RACK

TRIANA

THE POINTE at Warner Center

6020 CANOGA AVENUE

WARNER PLACE
1 Million SF of office, 80,000 SF of commercial, 1,000 residential units, 68 live-work units, 228 room hotel



FARMERS INSURANCE Headquarters

alura APARTMENT HOMES

Anthem

6040 CANOGA AVENUE

THE VILLAGE
veggiegrill
24 FITNESS
COSTCO WHOLESALE
Il Fornaio
drybar
KATSU-YA
Z GALLERIE
REI
ATHLETA

21825 ERWIN STREET

WESTFIELD PROMENADE 2035
(\$1.5 billion development- 1,400 residential units, 2 hotels, 864,000 SF Class A office & retail, Entertainment & Sports Center)

OWENSMOUTH AVENUE

WARNER CENTER TOWERS
1.9 SF of Class A office towers

OXNARD STREET

TOPANGA CANYON BOULEVARD

ERWIN STREET

Marriott



PROPERTY OVERVIEW





EXECUTIVE SUMMARY

A portfolio offering of three trophy net-leased assets with significant long-term development potential located in the irreplaceable downtown district of Warner Center, CA.



Marcus & Millichap has been selected to exclusively market for sale the Warner Center Retail Portfolio, a portfolio of three trophy net-leased assets all ideally located within the prime, pro-development San Fernando Valley submarket of Warner Center, CA. Warner Center is experiencing explosive growth and projects 14 million square feet of non-residential building area, 200,000 residential units, and over 80,000 new jobs.

The Warner Center Retail Portfolio consists of the following three assets: Staples, located at 21825 Erwin Street, El Torito Restaurant, located at 6040 Canoga Avenue, and a net-leased two-tenant retail building occupied by Premier Credit Union and Tomoya Sushi Sake House located at 6020 Canoga Avenue. The portfolio totals 34,557 square feet of building situated on a total of 97,902 square feet of land (2.25 acres). The Staples site is an 18,157 square feet of building situated on 50,552 square feet of land. El Torito is an 11,000 square foot restaurant with a full bar situated on 31,494 square feet of land. 6020 Canoga Avenue is 5,400 square feet of retail space on 15,856 square feet of land. The combined Canoga Avenue land square footage is 47,350 square feet of land. The properties are located in a state enterprise zone (reduced parking requirement of 2:1000), as well as in Tier 1 of the TOC guidelines.

The Warner Center Retail Portfolio is centrally located in the high demand submarket of Warner Center (Downtown District), which boasts high-end demographics (\$106,089-\$269,230 average household income), dense immediate population, high barriers to entry, and strong market fundamentals yielding an investor/developer-favored market with significant growth potential. All three properties are unique, trophy locations, centrally located just north of the Ventura (101) Freeway and conveniently positioned in the center of a broad range of employment and retail options. The portfolio is located within the barrage of new hotels, residential buildings, and multi-use complexes like the Westfield Promenade (under development), Westfield's "The Village" and Westfield Topanga. Warner Center is expecting a significant population increase between 2015 and 2020. The uniqueness of this offering is further defined by its central location positioned between two of the country's largest planned developments. Westfield is set to invest over \$1.5 billion towards the redevelopment of Westfield Promenade. The former Rocketdyne site is slated for a \$3 billion mixed-use development.

This rare opportunity, presents an investor/developer with the opportunity to acquire irreplaceable, premier locations within one of Los Angeles' largest urban developments. The locations are truly unique and will benefit from the significant development and growth surrounding the subject properties. The wide range of potential usages for the sites present significant potential for long-term growth opportunities while an investor/developer can benefit from excellent cash flow with rental increases from national credit tenants in the immediate future.

The properties can be purchased as a portfolio or individually.

WARNER CENTER RETAIL PORTFOLIO



Staples

21825 Erwin Street, Woodland Hills, CA 91367

Bldg SF

18,157 SF

Land SF

50,552 SF



El Torito Restaurant

6040 Canoga Avenue, Woodland Hills, CA 91367

Bldg SF

11,000 SF

Land SF

31,494 SF



Premier America Credit Union & Tomoya Sushi Sake Restaurant

6020 Canoga Avenue, Woodland Hills, CA 91367

Bldg SF

5,400 SF

Land SF

15,856 SF



Total Portfolio

Bldg SF

34,557 SF

Land SF

97,902 SF

Properties can be purchased as a portfolio or individually.

This rare offering presents an Investor/Developer the rare opportunity to acquire irreplaceable assets centrally located within one of Los Angeles' largest and fastest growing urban developments

EXECUTIVE SUMMARY



PORTFOLIO OVERVIEW

ADDRESS	21825 Erwin Street, 6040 & 6020 Canoga Avenue, Woodland Hills, CA 91367
PRICE	\$30,000,000
CURRENT CAP RATE	4.50%
PRICE/SF (BLDG)	\$868.13
PRICE/SF (LAND)	\$306.43
APNS	2146-029-005 2149-005-051 2149-005-052
TOTAL BUILDING SF	34,557 SF
TOTAL LOT SIZE	97,902 SF
ZONING	(WC) C4-165 1.5
TYPE OF OWNERSHIP	Fee Simple
WARNER CENTER SPECIFIC PLAN	Downtown District

STAPLES



ADDRESS	21825 Erwin Street, Woodland Hills, CA 91367
PRICE	\$12,500,000
CURRENT CAP RATE	4.00%
PRICE/SF (BLDG)	\$688.44
PRICE/SF (LAND)	\$247.27
APNS	2146-029-005
BUILDING SF	18,157 SF
LOT SIZE	50,552 SF
ZONING	(WC) C4-165 1.5
TYPE OF OWNERSHIP	Fee Simple
WARNER CENTER SPECIFIC PLAN	Downtown District

EL TORITO RESTAURANT



ADDRESS	6040 Canoga Avenue, Woodland Hills, CA 91367
PRICE	\$10,175,000
CURRENT CAP RATE	4.75%
PRICE/SF (BLDG)	\$925.00
PRICE/SF (LAND)	\$323.08
APNS	2149-005-052
BUILDING SF	11,000 SF
LOT SIZE	31,494 SF
ZONING	LAWC
TYPE OF OWNERSHIP	Fee Simple
WARNER CENTER SPECIFIC PLAN	Downtown District



PREMIER AMERICA CREDIT UNION, TOMOYA SUSHI

ADDRESS	6020 Canoga Avenue, Woodland Hills, CA 91367
PRICE	\$7,325,000
CURRENT CAP RATE	5.00%
PRICE/SF (BLDG)	\$1,356.48
PRICE/SF (LAND)	\$461.97
APNS	2149-005-051
BUILDING SF	5,400 SF
LOT SIZE	15,856 SF
ZONING	(WC) C4-165 1.5
TYPE OF OWNERSHIP	Fee Simple
WARNER CENTER SPECIFIC PLAN	Downtown District



WARNER CENTER TOWERS
1.9 Million SF of Class A office towers

WESTFIELD PROMENADE 2035
(\$1.5 billion development- 1,400 residential units, 2 hotels, 864,000 SF Class A office & retail, Entertainment & Sports Center)



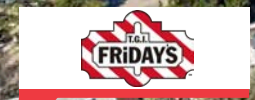
21825 ERWIN STREET



6020 CANOGA AVENUE



6040 CANOGA AVENUE



WARNER PLACE
1 Million SF of office, 80,000 SF of commercial, 1,000 residential units, 68 live-work units, 228 room hotel





INVESTMENT HIGHLIGHTS

Warner Center offers the ideal combination of a downtown lifestyle with the feel of a local neighborhood amidst outdoor spaces, cultural event centers, fitness centers, and high-end retailers and restaurants.

- **TROPHY NET LEASED ASSETS WITH SIGNIFICANT DEVELOPMENT OPPORTUNITY**

Irreplaceable locations leased to national tenants all ideally situated on large parcels of land within the Warner Center, one of the fastest growing sub-markets in Southern California. All leases are NNN and offer excellent rental increase, with the unique value-add opportunity of long term development at each location under the terms of the Warner Center Specific Plan.

- **SEASONED TENANTS WITH STRONG OPERATING HISTORY**

Each tenant has prospered at their respective locations and exemplify an excellent history of success and growth at each of these locations. Staples recently extended their lease an additional five years at an increased rental rate, confirming their strength at this location. El Torito has been a staple in the community since 1979, and does tremendous volume at this location. Premier America Credit Union, which has been a tenant since 2001, recently expanded their operations at their location, and Tomoya Sushi Sake House has almost a decade of occupancy at their location.

- **WARNER CENTER - THE SAN FERNANDO VALLEY ECONOMIC HUB**

Each property is ideally located within the Warner Center 2035 Specific Plan, which offers significant by-right development opportunity. Warner Center is the economic hub and the central business district for the entire San Fernando Valley. Each property is located within walking distance to Class A Warner Center office buildings encompassing over six million square feet space. Approximately 40,000 employees work within the Warner Center area. Major employers include HealthNet Inc., Zenith Insurance, Kaiser Permanente Hospital, Pratt & Whitney, and Pierce College.

- **CENTRALIZED DOWNTOWN DISTRICT**

Excellent locations. Staples is adjacent to the Village at Westfield Topanga, a brand new urban lifestyle open air mall that offers high-end retailers, restaurants, and boutiques. The Westfield Topanga and Village combined make up 2.5 million square feet of retail. 6020 & 6040 Canoga Avenue is located directly across from Anthem Blue Cross.



- **WESTFIELD PROMENADE \$1.5 BILLION DEVELOPMENT**

Staples is located directly across from Westfield Promenade, which is undergoing a \$1.5 billion dollar renovation that will include retail, Class A office, two hotels, 14,000 residential units, and an entertainment and a sports center

- **PROXIMATE TO METRO ORANGE LINE**

Two transit stops are located in Warner Center, linking Warner Center and North Hollywood, with further Metro Red Line service to Downtown Los Angeles

- **STRONG SURROUNDING DEMOGRAPHICS**

An average household income of \$132,447 within a one-mile radius and dense population north of 285,000 people in the immediate area

- **STABLE AND SECURE INCOME STREAM WITH DEVELOPMENT POTENTIAL**

NNN leases offer a stable and secure income stream with the long-term potential to redevelop the properties as per the Warner Center Specific Plan

- **MULTI-BILLION DOLLAR SUBMARKET**

The subject property is located in a submarket with substantial development. Westfield's Promenade 2035, which is receiving a \$1.5 billion capital infusion, and Uptown at Warner Center, which is receiving a \$3 billion capital infusion. Directly adjacent to Premier America and El Torito is Warner Place, a \$1 billion development. These developments will continue to transform the immediate area.

Westfield Topanga and the Village at Westfield Topanga welcome in excess of 13 million visitors per year.

SIGNIFICANT WARNER CENTER DEVELOPMENTS

WESTFIELD PROMENADE 2035

- 1,432 residential units
- 244,000 square feet of retail space
- 629,000 square feet of office space
- Two hotels with 572 guest rooms
- A 15,000-seat entertainment and sports complex

BURBANK AND DE SOTO AVENUE

- 1 million square feet of office
- 80,000 square feet of retail
- 1,000 residential units
- 228 room hotel

UPTOWN AT WARNER CENTER

- 3.95 million square feet of residences
- 240,000 square feet of assisted living facilities
- 1.2 million square feet of office space
- 200,000 square feet of retail space
- 155,000 square feet of hotels
- 310,000 square feet of cultural and civic amenities
- A five-acre central park
- 10,030 parking spaces

PROPERTY INFORMATION

ADDRESS

21825 Erwin Street,
Woodland Hills CA 91367

SITE

The subject property is located just east of Topanga Canyon Boulevard on Erwin Street.

SQUARE FOOTAGES

The Subject Property consists of a retail building consisting of 18,157 square feet situated on approximately 50,552 square feet of land.

FRONTAGE AND ACCESS

200 feet of frontage on Erwin Street. Access is from Erwin Street.

PARKING

83 on-site parking spaces. 4.6:1,000 SF; Subject to REA (non-mutually exclusive parking)

TENANT

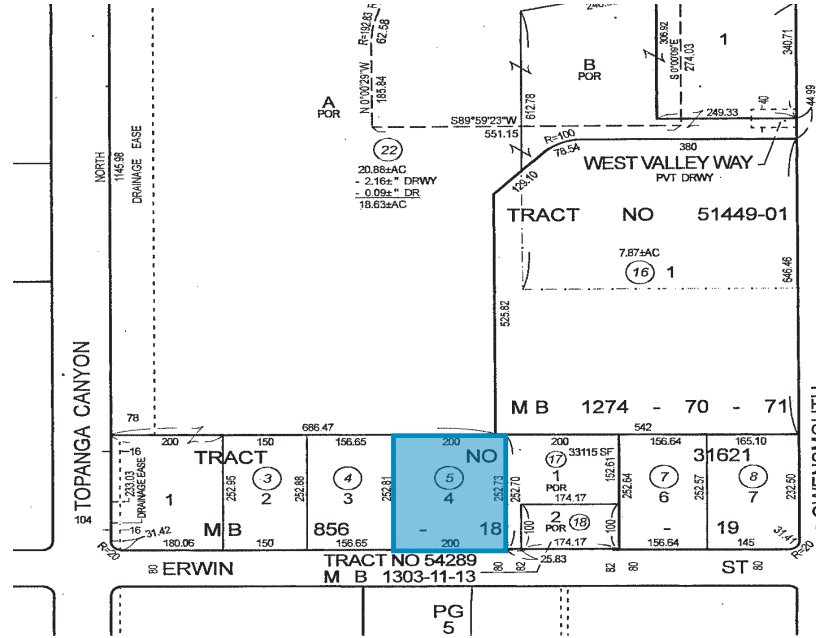
Staples, Inc.

YEAR BUILT

The property was built in 1978.

ZONING

Zoning is (WC) C4-165 1.5



PROPERTY INFORMATION

ADDRESS

6040 Canoga Avenue,
Woodland Hills, CA 91367

SITE

The subject property is located just north of the northeast corner of Canoga Avenue and Oxnard Street.

SQUARE FOOTAGES

The Subject Property consists of a retail building consisting of 11,000 SF situated on an approximately 31,494 square feet of land.

FRONTAGE AND ACCESS

174 feet of frontage on Canoga Avenue.

PARKING

50 free parking spaces available. Ratio of 5.71/1,000 SF.

TENANT

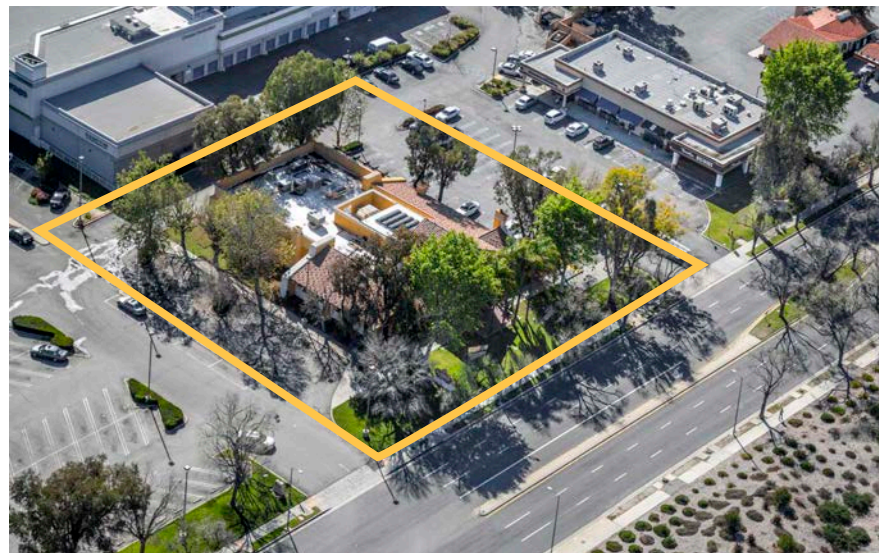
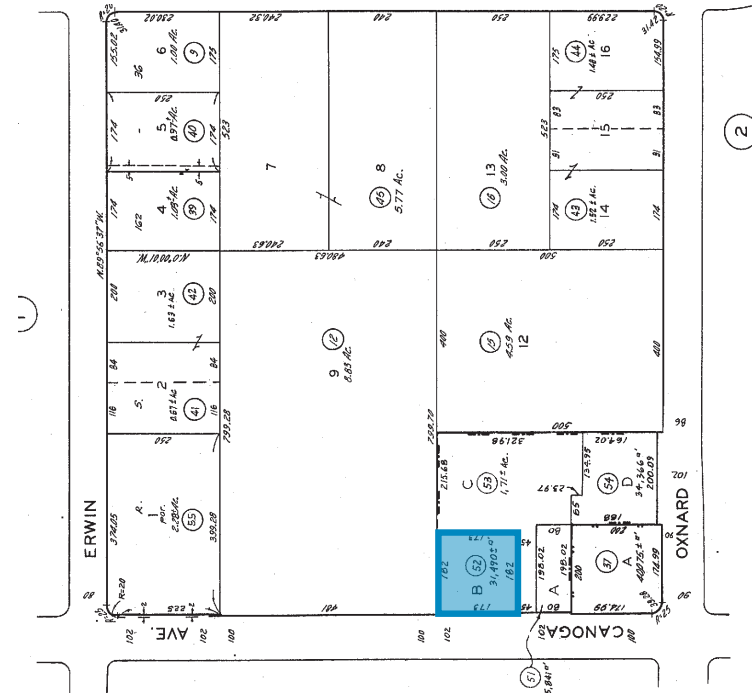
El Torito Mexican Grill

YEAR BUILT

The property was built in 1978.

ZONING

Zoning is LAWC.



PROPERTY INFORMATION

ADDRESS

6020 Canoga Avenue
Woodland Hills CA 91367

SITE

The subject property is located just north of the northeast corner of Canoga Avenue and Oxnard Street.

SQUARE FOOTAGES

The Subject Property consists of a retail building consisting of 5,400 square feet situated on approximately 15,856 square feet of land.

FRONTAGE AND ACCESS

80 feet of frontage on Canoga Avenue.

PARKING

20 free spaces are available. Ratio of 3.11/1,000 SF.

TENANTS

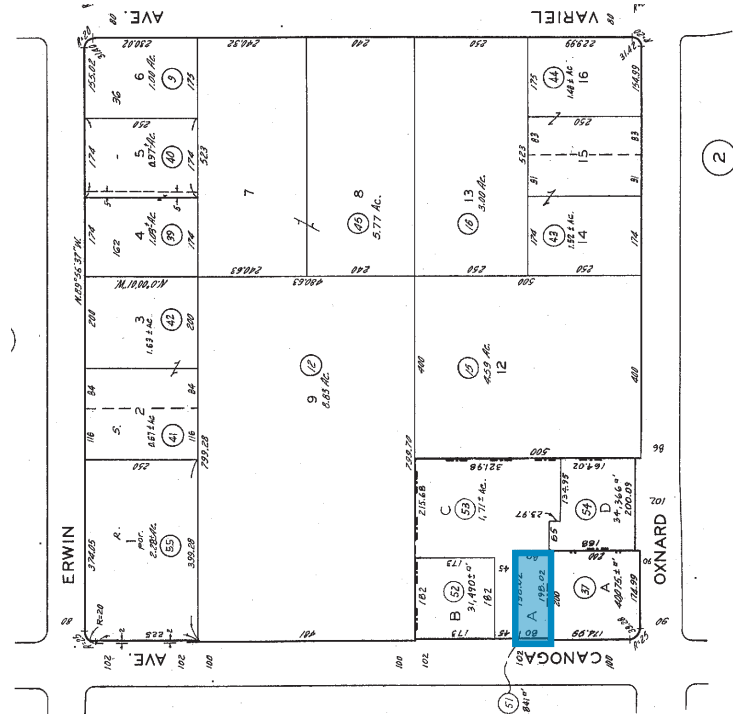
Tomoya Restaurant
Premiere America Credit Union

YEAR BUILT

The property was built in 1978.

ZONING

Zoning is (WC) C4-165 1.5





TENANT INFORMATION



Staples, Inc. is an American multinational office supply retailing corporation, with over 1,500 stores in North America. Headquartered in Framingham, Massachusetts, Staples also does business extensively with enterprises in the United States and Canada, and as Staples Business Advantage.

Staples sells office supplies, office machines, promotional products, technology, and business services both in stores and online. The company opened its first store in Brighton, Massachusetts on May 1, 1986.

Type	Private
Industry	Retail
Headquarters	Framingham, MA
Number of Locations	1,220 stores
Revenue	\$21 billion
Number employees	79,075



El Torito (Spanish for “the little bull”) is a Mexican restaurant chain, consisting of restaurants which are located primarily in California. El Torito is one of several Mexican cuisine restaurant chains operated by Real Mex Restaurants.

Headquartered in Cypress, California, Real Mex Restaurants is the largest full-service, casual dining Mexican restaurant chain operator in the United States with more than 80 company-owned and operated restaurants, as well as 12 franchised locations.

Type	Private
Industry	Restaurant
Locations	39



Tomoya Sushi & Sake House is the first restaurant in Woodland Hills to offer both traditional sushi and the unique dining experience of Sake House. Tomoya Sushi started in April 2013. It is family-owned and operated.

Type	Private
Industry	Restaurant
Locations	1



Premier America Credit Union offers members a contemporary banking experience including convenient, 24-hour worldwide account access through the latest mobile and online banking technology. Founded in 1957, Premier America is one of the nation’s largest credit unions, with nearly 100,000 members and more than \$2 billion in assets.

Type	Private
Industry	Financial
Headquarters	Chatsworth, CA
Locations	19



FINANCIAL ANALYSIS

PORTFOLIO

FINANCIAL ANALYSIS - PORTFOLIO

RENT ROLL

TENANT	SF	%	LEASE START	LEASE EXP	RENT	RENT/SF	INCREASES	OPTIONS
Tomoya Restaurant	2,500	7%	9/15/2010	9/14/2020	\$13,067.00	\$5.23	Annual 3%	1 - 5 year @ FMV
Premier America Credit Union	1,100	3%	5/1/2014	4/14/2024	\$7,203.00	\$6.55	CPI - Min 3% & max 6%	2 - 5 year @ FMV
Premier America Credit Union	1,800	5%	4/17/2001	4/14/2024	\$10,276.00	\$5.71	CPI - Min 3% & max 6%	2 - 5 year @ FMV
El Torito Restaurant	11,000	32%	6/14/1979	6/30/2022	\$40,293.00	\$3.66	CPI - max 3%	1 - 5 year @ FMV
Staples	18,157	53%	4/6/2016	1/31/2023	\$41,671.00	\$2.30	2020 - \$45,829	-
Total	34,557	100%	-	-	\$112,510.00	\$3.27	-	-

FINANCIAL ANALYSIS - PORTFOLIO

ANNUALIZED OPERATING DATA

INCOME AND EXPENSE		
Scheduled Lease Income:		\$1,350,120
NNN Charges:		\$499,713
Effective Gross Income:		\$1,849,833
Expenses:		\$499,713
Net Operating Income:		\$1,350,120
Loan Payment:		\$928,146
Pre-Tax Cash Flow:	2.8%	\$421,974
Principal Reduction:		\$230,646
Total Return Before Taxes:	4.4%	\$652,620



EXPENSES	ANNUAL	PER SF
Taxes (1.25%)	\$375,000	\$0.91
Insurance	\$13,944	\$0.07
Repairs & Maintenance	\$549	\$0.00
Repairs & Maintenance - B	\$275	\$0.00
Electrical Repairs	\$1,299	\$0.01
Electrical Repairs - Bldg	\$200	\$0.00
Parking Lot Lights	\$675	\$0.00
Plumbing Repairs	\$1,372	\$0.01
Plumbing Repairs - Bldg	\$12,548	\$0.06
Landscape	\$25,575	\$0.13
Exterminating	\$540	\$0.00
Parking Lot Sweeping	\$12,339	\$0.06
Rubbish Removal	\$5,714	\$0.03
Electricity	\$2,192	\$0.01
Electricity - Building	\$1,254	\$0.01
Water/Sewer	\$16,945	\$0.09
Professional Fees	\$200	\$0.00
Business Tax & License	\$1,622	\$0.01
Association Dues	\$7,320	\$0.04
Fees & Permits	\$2,150	\$0.01
Management Fee	\$18,000	\$0.09
Total Expenses	\$499,714	\$14.51



FINANCIAL ANALYSIS - PORTFOLIO

PRICING

Price	\$30,000,000
Current CAP Rate	4.50%
Price/SF (bldg)	\$868.13
Price/SF (lot)	\$306.43

PROPOSED FINANCING

Loan:	\$15,000,000 (50%)
Terms:	30 year amtz.
Interest Rate	4.65%





FINANCIAL ANALYSIS

STAPLES

FINANCIAL ANALYSIS - STAPLES

RENT ROLL

TENANT	SF	%	LEASE START	LEASE EXP	CURRENT RENT	RENT/SF	OPTIONS	INCREASES	INC. DATE	INC. RENT	RENT/SF
Staples	18,157	100%	4/6/2016	1/31/2023	\$41,671.00	\$2.30	none	10% in 2020	8/1/2020	\$45,829	\$2.52

ANNUALIZED OPERATING DATA

INCOME AND EXPENSE		CURRENT	YR 2020	EXPENSES		ANNUAL	PER SF
Scheduled Lease Income:		\$500,052	\$549,942	Taxes 1.25%		\$156,250	\$8.66
NNN Charges:		\$201,679	\$201,679	Insurance		\$5,314	\$0.29
Effective Gross Income:		\$701,731	\$751,621	Repairs & Maintenance		\$350	\$0.02
Expenses:		\$201,679	\$201,679	Repairs & Maintenance - Bldg		\$275	\$0.02
Net Operating Income:		\$500,052	\$549,942	Electrical Repairs		\$728	\$0.04
Loan Payment		\$386,728	\$386,728	Parking Lot Lights		\$675	\$0.04
Pre-Tax Cash Flow	1.8%	\$113,324	\$163,214	Plumbing Repairs		\$822	\$0.05
Principal Reduction		\$96,103	\$96,103	Landscape		\$11,500	\$0.64
Total Return Before Taxes	3.4%	\$209,427	\$209,427	Parking Lot Sweeping		\$5,920	\$0.33
				Electricity		\$1,208	\$0.07
				Water/Sewer		\$15,186	\$0.84
				Business Tax & License		\$1,622	\$0.09
				Fees & Permits		\$1,830	\$0.10
				Total Expenses		\$201,679	\$11.18/\$0.93

FINANCIAL ANALYSIS - STAPLES

PRICING INFORMATION

Price	\$12,500,000
Current CAP Rate	4.00%
Year 2020 CAP Rate	4.40%
Price/SF (bldg)	\$688.44
Price/SF (lot)	\$247.27

PROPOSED FINANCING

Loan	\$6,250,000 (50%)
Terms	30 year amortization
Interest Rate	4.65%





FINANCIAL ANALYSIS

EL TORITO



FINANCIAL ANALYSIS - EL TORITO

RENT ROLL

TENANT	SF	%	LEASE START	LEASE EXPIRE	CURRENT RENT	RENT/SF	OPTIONS	INCREASES	INC. DATE	INC. RENT	RENT/SF
El Torito Restaurant	11,000	100%	6/14/1979	6/30/2022	\$40,293.00	\$3.66	1 - 5 year @ FMV	CPI - max 3%	7/1/2018	\$40,293.72	\$3.66
									7/1/2019	\$41,502.53	\$3.77
									7/1/2020	\$42,747.60	\$3.89
									7/1/2021	\$44,030.03	\$4.00

ANNUALIZED OPERATING DATA

INCOME AND EXPENSE	CURRENT	EXPENSES	ANNUAL	PER SF
Scheduled Lease Income:	\$483,516	Taxes 1.25%	\$122,100	\$10.99
NNN Charges:	\$199,901	Insurance	\$4,290	\$0.39
Effective Gross Income:	\$683,417	Utilities	\$4,950	\$0.45
Expenses:	\$199,901	Trash	\$4,400	\$0.40
Net Operating Income:	\$483,516	Grounds Maintenance	\$3,410	\$0.31
Loan Payment	\$314,796	Repairs & Maintenance	\$7,700	\$0.70
Pre-Tax Cash Flow	3.3%	Security	\$440	\$0.04
Principal Reduction	\$168,720	Miscellaneous	\$4,290	\$0.39
Total Return Before Taxes	4.9%	Reserves	\$2,200	\$0.20
	\$246,947	Total Expenses	\$153,780	\$13.98

PRICING INFORMATION

Price	\$10,175,000
Current CAP Rate	4.75%
Price/SF (bldg)	\$925.00
Price/SF (lot)	\$323.08

PROPOSED FINANCING

Loan:	\$5,087,500 (50%)
Terms:	30 year amtz.
Interest Rate	4.65%





FINANCIAL ANALYSIS

PREMIER AMERICA, TOMOYA

FINANCIAL

ANALYSIS - PREMIER AMERICA, TOMOYA

RENT ROLL

TENANT	SF	%	LEASE START	LEASE EXPIRE	CURRENT RENT	RENT/SF	OPTIONS	INCREASES	INC. DATE	INC. RENT	RENT/SF
Tomoya Restaurant	2,500	46%	9/15/2010	9/14/2020	\$13,067.00	\$5.23	1 - 5 year @ FMV	Annual 3%	9/15/2017	\$13,067	\$5.23
									9/15/2018	\$13,459	\$5.38
									9/15/2019	\$13,863	\$5.55
Premier America Credit Union	1,100	20%	5/1/2014	4/14/2024	\$7,203.00	\$6.55	2 - 5 year @ FMV	CPI - Min 3% & max 6%	4/15/2017	\$6,993	\$6.36
									4/15/2018	\$7,203	\$6.55
									4/15/2019	\$7,419	\$6.74
									4/15/2020	\$7,642	\$6.95
									4/15/2021	\$7,871	\$7.16
									4/15/2022	\$8,107	\$7.37
									4/15/2023	\$8,351	\$7.59
4/15/2024	\$8,601	\$7.82									
Premier America Credit Union	1,800	33%	4/17/2001	4/14/2024	\$10,276.00	\$5.71	2 - 5 year @ FMV	CPI - Min 3% & max 6%	4/15/2017	\$9,977	\$5.54
									4/15/2018	\$10,276	\$5.71
									4/15/2019	\$10,584	\$5.88
									4/15/2020	\$10,902	\$6.06
									4/15/2021	\$11,229	\$6.24
									4/15/2022	\$11,566	\$6.43
4/15/2023	\$11,913	\$6.62									
4/15/2024	\$12,270	\$6.82									
Total	5,400	100%	-	-	\$70,839.00	\$4.32	-	-			

FINANCIAL

ANALYSIS - PREMIER AMERICA, TOMOYA

ANNUALIZED OPERATING DATA

INCOME AND EXPENSE		
Scheduled Lease Income:		\$366,552
NNN Charges:		\$96,075
Effective Gross Income:		\$462,627
Expenses:		\$96,075
Net Operating Income:		\$366,552
Loan Payment		\$226,622
Pre-Tax Cash Flow	3.8%	\$139,930
Principal Reduction		\$56,316
Total Return Before Taxes	5.4%	\$196,246

EXPENSES	ANNUAL	PER SF
Taxes 1.25%	\$87,900	\$16.28
Insurance	\$2,106	\$0.39
Utilities	\$2,430	\$0.45
Trash	\$2,160	\$0.40
Grounds Maintenance	\$1,674	\$0.31
Repairs & Maintenance	\$3,780	\$0.70
Security	\$216	\$0.04
Misc	\$2,106	\$0.39
Reserves	\$1,080	\$0.20
Total Expenses	\$103,452	\$19.16/\$1.60

PRICING	
Price	\$7,325,000
Current CAP Rate	5.00%
Price/SF (bldg)	\$1,356.48
Price/SF (lot)	\$461.97
PROPOSED FINANCING	
Loan:	\$3,662,500 (50%)
Terms:	30 yr. amtz.
Interest Rate	4.65%





DEVELOPMENT OVERVIEW



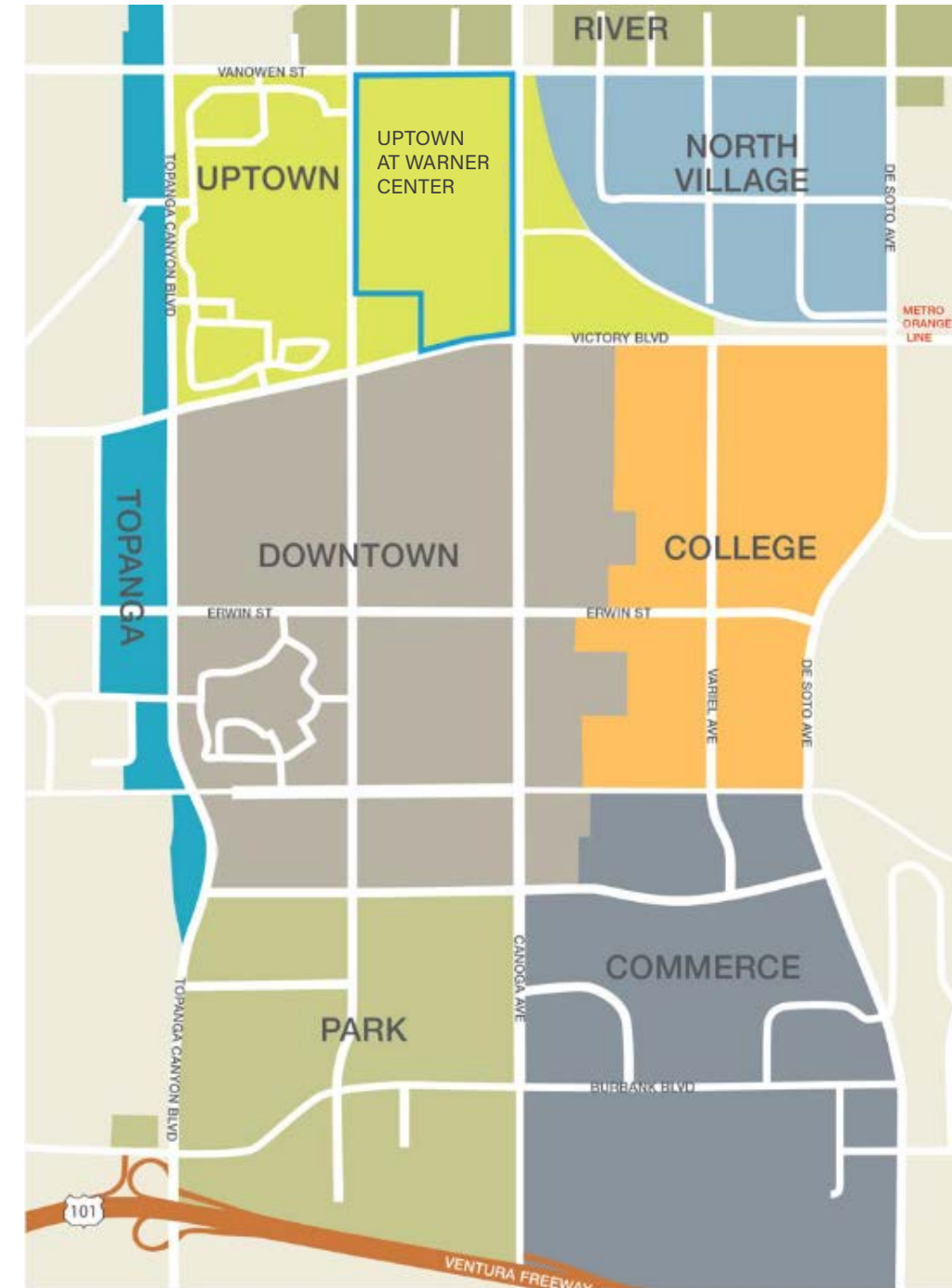


WARNER CENTER 2035

Approved by the Los Angeles City Council and effective December 25, 2013, the Warner Center 2035 Plan is a development blueprint for Warner Center that emphasizes mixed-use and transit-oriented development, walkability and sustainability. The WC 2035 Plan encompasses approximately 1,100 acres, or 1.7 square miles, and is bound by the Los Angeles River to the north, the Ventura Freeway to the south, De Soto Avenue to the east, and the west side of Topanga Canyon Boulevard to the west.

The WC 2035 Plan provides urban design guidelines including increasing the Floor Area Ratios (FAR), height and density for commercial and mixed-use lots. The Plan is targeted at a net increase of 14 million square feet of new, non-residential area, including 12.5 million square feet of office uses and 2.3 million square feet of retail uses. The Plan also seeks to develop 23.5 million square feet of new residential area or approximately 20,000 units.

- Increased development potential in terms of maximum permitted floor area ratios (generally up to 4.5:1) and building heights (generally unrestricted).
- Promoting structural development with centers of greater residential density and commercial/industrial activity.
- Provision of green building standards including diminished energy utilization and collection and filtration of rainwater.
- Promoting ground floor retail, flexible community space and other pedestrian-oriented uses, with a focus on cultivating active, complete streets.
- Creating a place where people can live, work and play and where day-to-day needs can be met locally by walking, bicycling or utilizing public transit.
- Establishing connectivity networks, including new streets and pedestrian adapted pathways within the established districts.
- Creating a network of accessible open spaces to encourage public gathering and pedestrian activity.
- Establishing an urban environment that is generously landscaped with large parkways, medians, a 5 acre park area and open spaces pertinent to each individual building.
- Continuation of the industrial tradition in the area by establishing green and clean professional, scientific, and technical businesses, including engineering, environmental consulting, or research and development companies.



DIVISION OF DISTRICTS

The WC 2035 Plan divides Warner Center into eight districts, each with its own development guidelines: Uptown, River, North Village, Downtown, Commerce, Park and Topanga. Uptown at Warner Center is positioned in the Uptown district.

The Uptown District, envisioned for large-scale office, residential & hotel uses.

The River District will consist of properties along the river and add new pedestrian and bicycle paths.

The North Village District, served by the Canoga and De Soto Metro Stations, will combine residential with transit-oriented development.

The College District, served by the De Soto and new Oxnard Street Orange Line stop, will focus on live-work projects and smaller developments.

The Commerce District, served by the Oxnard Street Station, will become a secondary job center to the Downtown District.

The Park District, which includes the Warner Center Park, will allow townhomes and flats.

The Topanga District will only allow non-residential uses.

The Downtown District will focus on entertainment uses and encourage mixed-use development.

WARNER CENTER 2035 PLAN

WARNER CENTER 2035 PLAN

The WC 2035 Plan considers developments fundamental to supporting regional transportation investments such as the Metro Orange Line to create a vibrant Transit Oriented District (TOD) based upon sustainability, community connectedness, accessible public transit, and promotion of innovative businesses, job diversity, and a safe and friendly pedestrian environment. A developer proposing a project conforming to the Warner Center Specific Plan may process their approvals through the "Project Permit Compliance" process. This process is streamlined; whereas, the City estimates project approvals to be issued within 4-6 months from submission of a deemed completed "submittal package". This development opportunity will emphasize mixed-use and transit-oriented development, walkability, and sustainability.

Allowed Uses, Specific Plan Bonuses and Incentives can be found at: <http://planning.lacity.org/complan/specplan/pdf/WarnerC.pdf>. The possibilities include mixed-use, live/work units, schools, hotel, office, restaurants, retail, and/or theaters to name a few.



DEVELOPMENTS WITHIN THE PLAN

The Warner Center Specific Plan process and associated Environmental Review combine to streamline the entitlements process for planned developments. The following items should be taken into consideration for any proposed project within the Specific Plan area:

- **Entitlements Process** – in lieu of the city's typical Site Plan Review process for a project resulting in the construction of 50 net new dwelling units or 50,000 net new gross square feet, projects within the Warner Center Specific Plan area are subject to Project Permit Compliance, an expedited discretionary approval process administered by the Department of City Planning
- **Environmental Review** – As part of the Warner Center Specific Plan approval process, the City certified a Master EIR contemplating large-scale development within the area. As a result, most projects within the Plan area can be approved under a Negative Declaration (ND) or Mitigated Negative Declaration (MND).
- **Incentivized Uses** – The plan provides development bonuses for a number of uses that the city wishes to target in the area. The project can utilize one bonus per incentivized use provided. The incentives & bonuses include:
- **Urban Design Guidelines** – Projects within Warner Center are subject to Design Review approval to ensure compliance with the Urban Design Guidelines contained within the specific plan.
- A developer proposing a project conforming to the Warner Center Specific Plan can process approvals through the "Project Permit Compliance" process which the City estimates will take 4-6 months for approvals. No separate CEQA approvals are required.

INCENTIVIZED USES AND DEVELOPMENT BONUSES

Each project that incorporates one or more Incentivized Uses shall be entitled to one development bonus for each Incentivized Use incorporated.

Intensity Bonus – An additional 0.5:1 FAR above the base maximum FAR shall be permitted for each Incentivized Use incorporated into a project. For illustrative purposes only, a project that offers two Incentivized Uses and requests two development bonuses in the "Intensity Bonus" category shall be entitled to an additional 1:1 FAR (i.e. aggregate of two 0.5:1 FAR bonuses) above the base maximum FAR. Notwithstanding the foregoing, no project in any District shall exceed a FAR of 6.0:1.

Mobility Fees Reduction Bonus – A 3% reduction in a project's Mobility Fees shall be permitted for each Incentivized Use incorporated into a project that offers two Incentivized Uses and requests two development bonuses in the "Mobility Fees Reduction Bonus" category shall be entitled to a 6% (i.e. aggregate of two 3% reductions) reduction in a project's Mobility Fees. Notwithstanding the foregoing, no project in any District shall be entitled to more than 12% in reduction of the Mobility Fee.

Incentivized Uses Bonus for Residential Development in College, Commerce, Downtown, and Uptown Districts – Projects located within the College District, the Commerce District, the Downtown District, or the Uptown Districts are permitted a Residential Bonus for up to two incentivized uses. Each incentivized use can be used to ascend the Graduated FAR Table use mix by one level. For example: a project in the Uptown District that is within the ">2.0 Up to 2.25" FAR level, which permits a minimum of 40% Non-Residential and a maximum of 60% Residential uses within the project, that implements two incentivized uses within the project, would be eligible to utilize the project mix percentages within the ">2.5 Up to 2.75" FAR level, which permits a minimum of 30% Non-Residential and a maximum of 70% Residential uses within the project. Notwithstanding the foregoing, no project in any District shall exceed a FAR of 6.0:1.

DOWNTOWN DISTRICT DEVELOPMENT

Permitted Uses: (Including but not limited to:)

- Work-Live Units
- Multiple Residential Dwelling Units
- Entertainment Uses (specifically encouraged in this District)
- Restaurants, Bars, Cafes
- Retail and General Merchandise
- Supermarket
- Hotels/Motels
- Offices

Floor Area Ratio¹: Maximum 5.0:1

Floor Area Requirements based on proposed FAR:

GRADUATED FAR TABLE		
FAR	Min. Non-Residential Floor Area	Max. Residential Floor Area
≤1.0	100%	0%
> 1.0 – 1.25	92%	8%
> 1.25 – 1.5	84%	16%
> 1.5 – 1.75	76%	24%
> 1.75 – 2.0	68%	32%
> 2.0 – 2.25	60%	40%
> 2.25 – 2.5	52%	48%
> 2.5 – 2.75	44%	56%
> 2.75 – 3.0	36%	64%
> 3.0	25%	75%

Maximum FAR of 5.0:1: $(50,552 \times 5) = \pm 252,760$ SF

Minimum Non-Residential Floor Area: $(0.25 \times 252,760) = \pm 63,190$ SF

Maximum Residential Floor Area: $(0.75 \times 252,760) = \pm 189,570$ SF

¹ For the purposes of calculating the Floor Area Ratio, area of the lot after any dedications (net lot area) must be used. Based on the apparent existing Right-of-Way (ROW) dedication of 80 feet, and a required ½ ROW of 40 feet, it appears there are no anticipated required dedications, to be verified with a survey or engineer. Please note the Specific Plan contains a requirement for an 8-foot sidewalk easement.

² Based on our experience, PAOS may be provided within a required sidewalk easement.

Density: Minimum 300 square feet of habitable space/residential unit

Maximum Residential Density: $(189,570 \text{ SF} / 300 \text{ SF}) = 631$ Dwelling Units

Height: Unlimited

For any residential project, mixed-use project with a residential component, or a Work-Live project, the floor level of the highest residential dwelling unit must be at least 100 feet above the adjacent grade

Setbacks:

Minimum 12 feet, Maximum 15 feet

Minimum 30% of Setback to be Landscaped

Ground Floor Limitations:

No residential use permitted on ground floor

- » Non-habitable uses to be used in conjunction with residential uses are permitted, including Work portion of Work-Live Unit

Ground floor parking permitted when a minimum 80% of the ground floor frontage on any side of an above-grade parking structure adjacent to a public street or public open space includes ground floor non-residential uses subject to design and materials standards

Publicly Accessibly Open Space (PAOS)²:

Minimum 15% of net site area (after dedications)

Requirements: contiguous, internally and externally integrated, accessible to public from 6 AM-10 PM, 7 Days/Week, open to the sky, 50% landscaped, provide 1 seat per 500 SF of PAOS

- » 100% of an Emergency Vehicle Access Lane may be counted towards PAOS, upon meeting certain requirements
- » May be located above the ground floor, upon meeting certain requirements

Parking:

Residential: Minimum 1 space/unit, Maximum 2 spaces/unit

- » Guest Parking: 0.25 space/unit for 100 unit or less project; optional for more than 100 unit project
- » May increase maximum residential parking by 12.5%, if meets certain requirements

Commercial: Minimum 2 spaces/1,000 SF, Maximum 4 spaces/1,000 SF

Office: Minimum 1 space/1,000 SF, Maximum 4 spaces/1,000 SF

Street Standards: Erwin Street

40-foot Half Right-of-Way

32-foot Half Roadway

8-foot Sidewalk Easement

No dedication anticipated based on apparent existing Right-of-Way dedication of 80 feet, to be verified with a survey or engineer (sidewalk easement dedication may be required)

Incentivized Uses and Bonuses:

Each Incentivized Use provided yields one Development Bonus, and a Project may combine Development Bonuses of the same bonus type if multiple Incentivized Uses are provided.

Qualifying Uses: 7,500-SF Grocery Store, Fully Subterranean Parking, Five (or more) Ground Floor Local-Serving Retail, 5,000-SF Community-Serving Use, 50% More Publicly Accessible Open Space (above regular requirement), and LEED Gold or Equivalent Projects

- » Accessible to public during regular business hours
- » Minimum 40 hours of operation/week
- » Provide an incentivized use in perpetuity

Development Bonuses: 0.5:1 Additional FAR (up to maximum 6.0:1 FAR), 3% Reduction in Mobility Fees (up to 12% maximum reduction), or Increase Maximum Residential Floor Area by one "Level" in the Graduated FAR Table in the FAR Section above (up to maximum 6.0:1 FAR, and only available to apply to two Incentivized Uses).

Active Street Frontage: Erwin Street

Ground floor parking permitted when a minimum 80% of the ground floor frontage on any side of an above-grade parking structure adjacent to a public street or public open space includes ground floor non-residential uses subject to design and materials standards

Limited to ground floor non-residential uses to a minimum depth of 25 feet from the building frontage along the Active Street, minimum 15-foot floor-to-floor height, and subject to certain design standards

Certain residential uses are permitted, including the Work portion of Work-Live Units, which must be accessed individually and directly from abutting street

Maximum fence or wall height of 42 inches

Urban Design Standards/Guidelines:

There are various Design Standards pertaining to articulation and materials for the building façade (especially the ground floor), and for parking, lighting, and landscaping, which must be satisfied. The Specific Plan also contains Urban Design Guidelines, compliance with which is highly encouraged but not required. All Projects are subject to review by the City's Urban Design Studio.



AREA OVERVIEW



WARNER CENTER



3 MILLION SF

of high-end retail and entertainment including Westfield's Promenade, Westfield Topanga, and The Village



quality residences and growing



60%

of Woodland Hills' residents have a bachelor's degree or higher.



of business and residential buildings added to Warner Center by 2035



Estimated average median household income in Woodland Hills



new jobs created with Warner Center 2035

WARNER CENTER

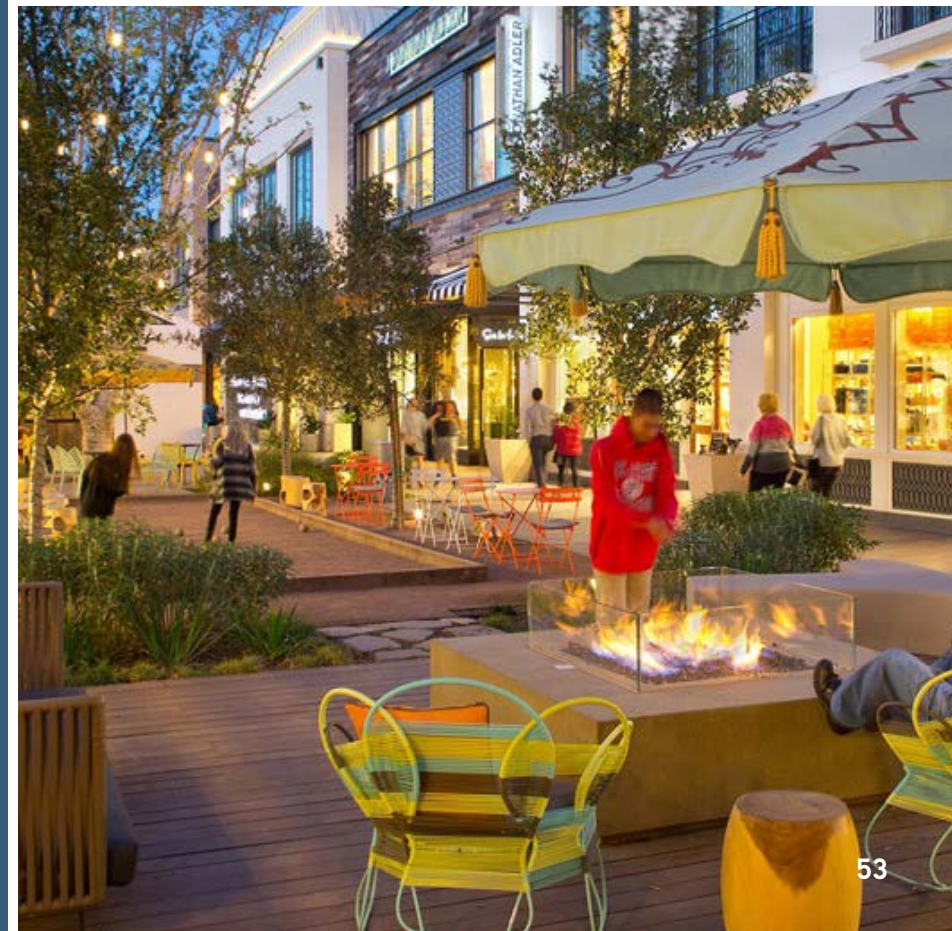
An exceptional destination for live, work, and play

Warner Center is one of Los Angeles' largest urban developments, offering a sweeping complex of office parks, high-rises, apartments, and shopping centers. It is home to approximately 20,000 residents and employs more than 50,000 people. Known as the central business district of the San Fernando Valley, the district combines a mix of office buildings, hotels, world class restaurants, shopping centers, and business parks.

Warner Center is poised to undergo profound changes as commercial development expands over the next two decades. With the advent of the Warner Center 2035 Plan, Warner Center is quickly becoming one of the fastest growing sub-markets in the country. The Warner Center 2035 Plan increases the floor area ratio of sites within the designated boundaries to 4.5:1 FAR with unlimited height restrictions. The plan is a development blueprint for Warner Center that emphasizes mixed-use and transit-oriented development, walkability, and sustainability. The Plan seeks to create an environmentally, socially, and economically sustainable center for the West Valley.

The Warner Center 2035 Plan will allow the addition of more than 37 million square feet of business and residential buildings to Warner Center by 2035. Within the immediate area, over 14 million square feet of nonresidential building area and 200,000 residential units are projected, along with the creation of over 80,000 new jobs.

The former Rocketdyne site, named Uptown at Warner Center, located at Vanowen Street and Owensmouth Avenue is slated for a \$4 billion, six million square foot development by United Technologies Corporation and Boston Global. The six million square foot project will include 3.95 million square feet of residential space and 1.1 million square feet of Class A office space. The project will also include 310,000 square feet of cultural and public space, 240,000 square feet of assisted living space, 200,000 square feet of high-end retail, and 155,000 square feet of hotel space.



WARNER CENTER

Warner Center - The Premiere Business Hub of the San Fernando Valley

Warner Center's central location and excellent freeway access make the sub-market a desirable and burgeoning office hub. Due to its outstanding living accommodations, desirable lifestyle amenities, and convenient access to public transportation, Woodland Hills/Warner Center has become a leading commercial center as well as a desirable place to live for residents.

Warner Center employs a diverse range of sectors and is home to many high profile employers:



OFFICE TOWERS OF WARNER CENTER

The Trillium



The Trillium is among the most prestigious office campuses in Woodland Hills combining for 660,669 square feet of Class-A office space. The Trillium features an attractive stone and tinted glass exterior, accentuated by lavish interior finishes and on-site amenities.

LNR Warner Center



Built in stages between 2001 and 2005, LNR Warner Center is comprised of four five-story buildings and one three-story building containing approximately 808,274 square feet in total. Tenants include Health Net, UMG Recordings and Viking River Cruises.

Warner Center Towers



Warner Center Towers is a 1,937,959 square foot office campus comprised of six prestigious office towers strategically located in the heart of Warner Center. Warner Center Towers is one of Los Angeles' largest office campuses and offers a park-like setting with landscaped plazas, attractive fountains, high-end amenities, and breathtaking views.

WESTFIELD'S PROMENADE 2035

A 34 acre, \$1.5 billion development

Westfield's new \$1.5 billion mixed use complex will be set to replace the aging Promenade shopping mall in Woodland Hills.

The redevelopment is part of a wave of projects spurred by the new Warner Center 2035 plan, which was designed to reinvent the western Valley's downtown as a more urban live-work community.

- More than seven acres of open space including: two acres of open space at ground level with approximately 500 trees and more than 100 of those trees along street frontage; along with approximately **five acres of elevated open space** featuring rooftop gardens and landscaping atop nearly every building.
- A lush and green **Promenade Square** will serve as the heart of the neighborhood, a gathering place to relax and will play host to a range of community activities. Pocket parks, public spaces as well as courtyards, called the Gardens, will also offer more intimate gathering spaces.
- Residential opportunities range from **work/live studios** to one, two and three bedroom apartments and **luxury villas** with appeal for artists, up-and-coming executives, young families or empty nesters – all with easy access to a lifestyle designed to cater to every need. **(Approximately 1,400 residential units)**
- **Class A office space** that brings work and home together in unique and diverse ways with shopping, dining and entertainment just steps away where cars are not needed and commutes are walking distance. (Approximately 470,000 square feet)
- Smaller, more localized retail opportunities, services and dining experiences along with a **community grocery/pharmacy** will compliment The Village and Westfield Topanga offerings. (Approximately 244,000 square feet)
- A versatile **Entertainment and Sports Center** will accommodate 15,000 with flexible seating that could adapt for more intimate events and gatherings such as professional, youth and community sports as well as live music, performing arts and speaker series.



PROJECT SUMMARY

- 1,400 residential units
- 272-room hotel and 300-room hotel
- 150,000 square feet of creative office space
- 470,000 SF of Class A office
- 244,000 SF of retail
- 15,000 seat Entertainment & Sports Center

ECONOMIC BENEFITS

Promenade 2035 represents an anticipated \$1.5 billion long term investment in the valley

DURING CONSTRUCTION:

Creates more than 12,500 full and part-time jobs

Generates nearly \$2 billion in total economic output.

AT FULL COMPLETION:

Creates more than 7,900 full and part-time jobs.

Generates an estimated \$1.6 billion in economic output

Generates nearly \$12 million in net new annual revenue to the City's General Fund

UPTOWN AT WARNER CENTER

A 46 acre, \$3 billion development site

Uptown at Warner Center is a one-of-a-kind development opportunity consisting of nearly 47 acres located in the mature market of Warner Center in the San Fernando Valley, surrounded by the third largest shopping center in the United States, numerous high profile office projects, and residential developments.

The development will produce a state of the art "Live/Work/Play" environment that will be a walkable community featuring a combination of residential and commercial uses including retail, office, hotel, research & development, assisted living and community center space surrounding a 5 acre open park. It will be the San Fernando Valley's most desirable, sustainable destination with expedient access to every convenience including numerous shopping, dining, and public transportation options. The San Fernando Valley consists of approximately 260 square miles making it the largest geographic component of the City of Los Angeles. With approximately 1.8 million residents, it is a densely populated area, that as a standalone city, would be the seventh largest city in the United States.



PROPOSED PROJECT SUMMARY

Class A Office	1,130,000
Residential	3,950,000
Assisted Living	240,000
Retail	200,000
Cultural/Public/Education	310,000
Hotel	155,000
Site Central Plants	50,000
Total	6,035,000

Projected Hotel Room Total	210 Rooms
Projected Residential Units Total	3,950 Units
Projected Assisted Living Units Total	330 Units
Parking Total	10,030 Spaces
Total Development Site Area	2,037,929 SF



SHOPPING AND RETAIL

WESTFIELD TOPANGA

Westfield Topanga and the brand new The Village at Westfield Topanga is one of Southern California's largest shopping complexes. Westfield Topanga is the only center in the United States with a Neiman Marcus and flagship Nordstrom alongside Target, and is a power shopping paradise with a luxury lineup including Gucci, Tiffany & Co., Salvatore Ferragamo, Louis Vuitton, Cartier, Burberry, Jimmy Choo alongside Apple, Tesla, Tory Burch, Anthropologie, Free People, OMEGA, Splendid, Urban Outfitters and Lacoste.

THE VILLAGE AT WESTFIELD TOPANGA

The Village showcases trendy local fashion and lifestyle brands, sensational restaurants offering al fresco patio dining, a full-service gym, spa and yoga studio, along with Costco, Crate & Barrel, a weekly farmer's market and more, all under a canopy of native trees and vegetation. With a combined square footage of over 2.5 million, Westfield offers the retail consumer a laundry list of high-end retailers and restaurant choices. It has transformed into a central gathering place for shopping, dining, entertainment and leisure and provides local residents and visitors a destination experience unlike any other in the San Fernando Valley.

VENTURA BOULEVARD

Ventura Boulevard is one of the primary east-west thoroughfares in the San Fernando Valley. Running 18 miles, Ventura Boulevard is the world's longest avenue of contiguous businesses. It has always been a concentrated location for mom and pop shops and small businesses in the Valley; nowadays it has pockets of housing, mini-malls, and shops, along with a wide assortment of businesses, schools, and other establishments. Homes south of Ventura are considered to be among the most expensive in Los Angeles County, ranging from \$2 million to \$50 million and home to numerous celebrities, executives, athletes, and entertainers alike.



The Village showcases *trendy* local fashion and lifestyle brands, sensational restaurants offering *al fresco patio dining*, a full-service gym, spa and yoga studio, along with *Costco, Crate & Barrel*, a weekly farmer's market and more, all under *a canopy of native trees and vegetation*.





HOUSING

Woodland Hills market trends indicate an increase of \$65,000 (10%) in median home sales over the past year. The average price per square foot for this same period rose to \$381, up from \$351. In general, single-family homes and condominiums located south of Ventura Boulevard are the most expensive in the Valley. These areas benefit from convenient access to the 101 Ventura Freeway, the primary highway covering the San Fernando Valley. In addition, many of these homes are located within the Santa Monica Mountains and provide breathtaking views of the entire Los Angeles MSA. In particular, the communities of Hidden Hills, Woodland Hills, Tarzana, Encino, Sherman Oaks, and Studio City have some of the most exclusive homes in the area, with sale prices well in excess of \$1,000,000.

Due to the high single-family residential prices, and a continuing demand for housing in San Fernando Valley, there is strong demand for the development of higher density apartment buildings and condominiums. Most new apartment development is occurring from redevelopment of older, low-density projects. Historically, apartment demand has been strong, and has been influenced by high home prices and the central location of the Valley relative to employment centers. As a result, the San Fernando Valley area has become one of the most densely populated areas in Los Angeles County. Warner Center has a large concentration of high-end, resort style apartment communities. These luxury apartments cater to the large and growing workforce population in Warner Center and Woodland Hills.



\$700,000

Median Sales Price



\$381

Price per SF



10%

Increase in Median Home Sales



\$3,800

Median Rent Per Month

NEARBY AMENITIES



WESTFIELD TOPANGA

A 1.6 million square foot two-level indoor shopping center comprised of high-end retail and restaurants such as Ruth's Chris Steak House, Apple, Cheesecake Factory, Gap, Nordstrom, Target, and many others.



THE VILLAGE AT WESTFIELD TOPANGA

A brand new central gathering place for shopping, dining, events, entertainment and leisure. The open-air destination offers al fresco patio dining, a full-service gym, spa and yoga studio, along with a weekly farmer's market. There are also children's play areas, bocce ball courts and outdoor lounges.



WOODLAND HILLS COUNTRY CLUB

Woodland Hills Country Club is a private equity golf club in the foothills of the Santa Monica Mountains. They offer an array of social activities such as musical events, Easter brunch, summer BBQ's, etc.



BOB HOPE AIRPORT

A public airport which serves the northern Greater Los Angeles area located in Burbank, CA.



PIERCE COLLEGE

Pierce College is a two-year public institution in Southern California providing opportunities for transfer education, occupational training and life long learning.






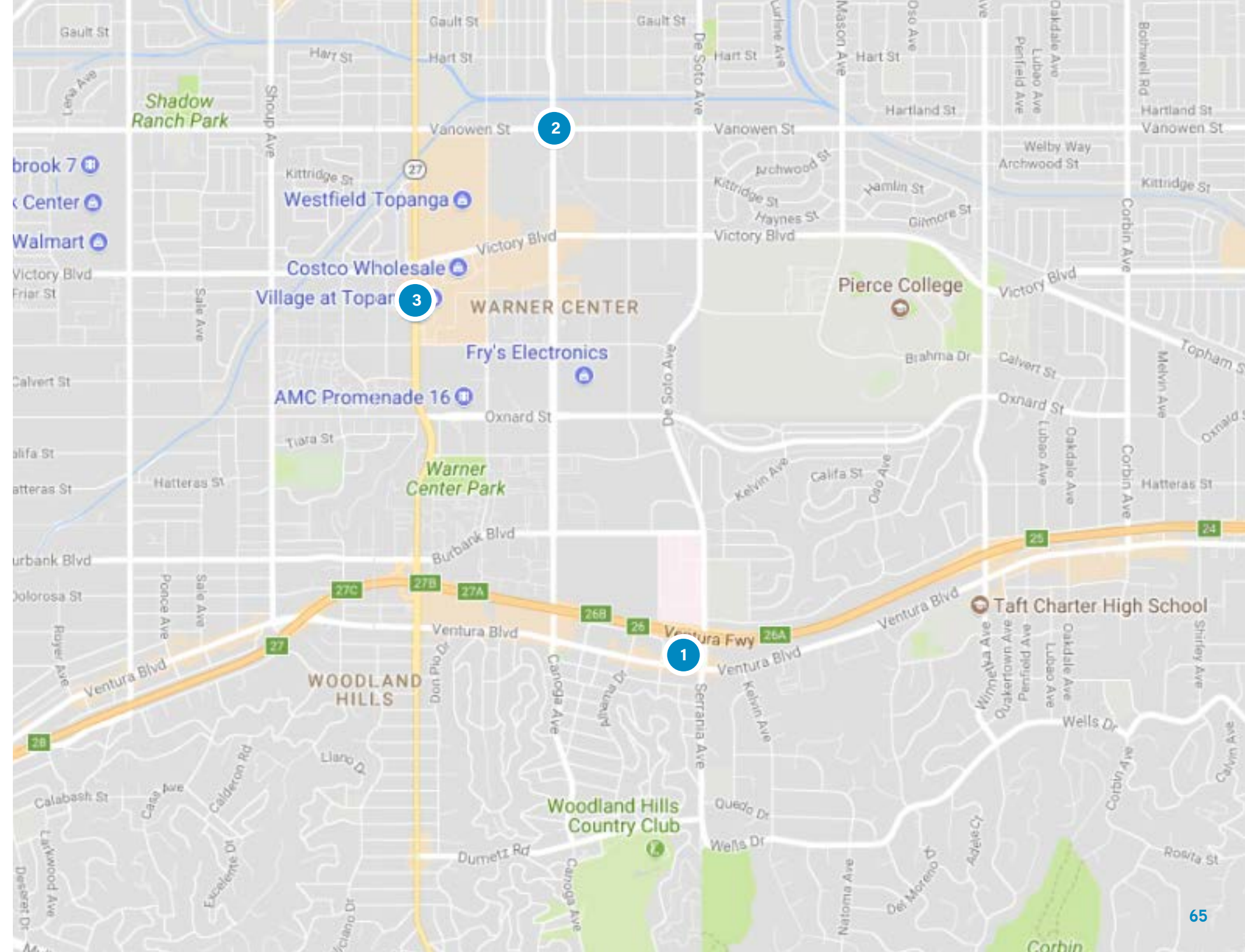
SALES COMPARABLES



SALES COMPARABLES

WARNER CENTER

#	ADDRESS	SALES PRICE	BLDG SF	PRICE/SF (BLDG)	LOT SF	PRICE/SF (LAND)	CAP RATE	CLOSE OF ESCROW
	1 20929 Ventura Boulevard, Woodland Hills	\$31,650,000.00	67,769	\$467.03	125,536	\$252.12	5.00%	6/9/2016
	2 6801 Canoga Avenue, Canoga Park	\$10,000,000.00	-	-	48,221	\$207.38	-	11/22/2017
	3 6261 Topanga Canyon Boulevard, Woodland Hills	\$27,880,000.00	28,557	\$976.29	118,928	\$234.43	-	2/9/2016
Average		\$23,176,666.67	\$721.66	48,163	97,562	\$231.31	5.00%	-



SALES COMPARABLES

NNN

SOUTHERN CALIFORNIA NNN SALES COMPARABLES

TENANT	ADDRESS	SALES PRICE	PRICE/SF	BLDG SF	LOT SF	CLOSE OF ESCROW	CAP RATE
Ross	2021 W. Pico Boulevard, Los Angeles	\$18,000,000.00	\$690.45	26,070	70,903	5/4/2017	4.75%
Rite Aid	707 N. Pacific Avenue, Glendale	\$14,300,000.00	\$982.08	14,561	51,475	1/20/2017	4.44%
CVS	11623 Rosecrans Avenue, Norwalk	\$13,500,000.00	\$559.47	24,130	75,511	7/6/2017	4.60%
Sprouts	15801 Whittier Boulevard, Whittier	\$12,550,000.00	\$504.71	24,866	148,104	8/25/2017	4.78%
CVS	8859 Alonda Boulevard, Paramount	\$12,500,000.00	\$792.54	15,772	66,159	4/20/2017	4.68%
CVS	6588 Foothill Boulevard, Tujunga	\$10,400,000.00	\$705.32	14,745	71,874	2/26/2018	4.82%
Rite Aid	959 Crenshaw Boulevard, Los Angeles	\$10,000,000.00	\$795.36	12,573	47,171	1/30/2018	4.35%
CVS	4501 W. Slauson Avenue, Los Angeles	\$7,550,000.00	\$458.77	16,457	33,977	2/28/2017	4.64%
Denny's	124-210 S. Euclid Street, Anaheim	\$7,000,000.00	\$444.08	15,763	60,113	For Sale	4.50%
Chase	14011 Beach Boulevard, Westminster	\$6,500,000.00	\$439.96	14,774	12,197	4/18/2017	4.23%
McDonald's	185 Old Grove Road, Oceanside	\$6,300,000.00	\$1,009.13	6,243	69,696	6/9/2017	4.45%
Marie Callendar's	19310 Business Center Drive, Northridge	\$6,200,000.00	\$654.28	9,476	71,434	3/14/2017	5.25%
Wells Fargo	140 E. Thousand Oaks Boulevard, Thousand	\$5,800,000.00	\$784.21	7,396	38,768	9/22/2017	4.80%
Raising Cane's	23971 El Toro Road, Laguna Hills	\$5,480,000.00	\$1,901.46	2,882	40,946	29/2018	4.00%
Carl's Jr.	14041 Newport Avenue, Tustin	\$4,300,000.00	\$1,222.98	3,516	28,541	2/3/2017	4.42%
Coffee Bean and Tea	2525 Artesia Boulevard, Redondo Beach	\$4,200,000.00	\$2,709.68	1,550	13,068	1/18/2018	4.00%
Starbucks	5716 Atlantic Boulevard, Maywood	\$3,868,000.00	\$2,148.89	1,800	16,361	11/2/2017	3.99%
Pollo Campero	7247-7249 Van Nuys Boulevard, Van Nuys	\$3,650,000.00	\$906.83	4,025	31,546	4/18/2017	5.53%
Starbucks	19439 Ventura Boulevard, Tarzana	\$3,600,000.00	\$4,326.92	832	12,632	11/28/2017	3.92%
Del Taco	12622 Long Beach Boulevard, Lynwood	\$3,400,000.00	\$1,404.96	2,420	6,790	12/21/2017	4.40%
Jack in the Box	12403 Washington Place, Los Angeles	\$3,250,000.00	\$1,991.42	1,632	11,761	6/29/2017	3.89%
Carl's Jr.	23320 Lyons Avenue, Santa Clarita	\$3,247,741.00	\$1,224.64	2,652	27,443	For Sale	4.30%
McDonalds	222200 Sherman Way, Canoga Avenue	\$4,120,000.00	\$1,113.00	3,700	31,320	11/8/2016	3.28%
Average		\$7,378,945.26	\$1,207.44	9,906	45,121		4.44%

SOUTHERN CALIFORNIA NNN SALES COMPARABLES

