

## Ralphs Anchored Retail Center

Price: \$4,110,000



### Reseda Plaza

18300 Vanowen St. | Reseda, CA 91335

#### Offering Highlights:

- 100% occupied for the last 5 years. 8 retail tenants, a 9,578 SF portion of an 86,602 sq. ft. Ralph's (NAP) and Big Lots! (NAP) anchored shopping center
- Signalized corner with excellent frontage
- Solid income demographics with an average household income of \$74,507 within a three-mile radius
- Dense infill location, over 226,800 people in a 3-mile radius and 569,000 in 5-mile radius

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# Reseda Plaza

18300 Vanowen Street • Reseda, CA 91335

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# Investment Highlights

## Reseda Plaza



### GROCERY ANCHORED

Rare investment opportunity consisting of a 9,578 square foot 100% leased portion of an 86,602 square foot Ralphs (NAP) and Big lots (NAP) anchored shopping center with Popeyes Chicken and a synergistic mix of service oriented tenants that successfully serve the surrounding area.

### EXCELLENT LOCATION AND ACCESS

Positioned on Vanowen Street, the primary commercial corridor for Reseda and the surrounding area. The site is in a high density infill location at a signalized corner with excellent frontage and ease of access at this location, including two ingress/egress locations on each of the following streets: Vanowen Street, Etiwanda Avenue and Darby Avenue.



### STABILIZED RETAIL DYNAMICS

This stable asset is 100% leased and has maintained occupancy levels of 100% for the last five years. 79% of the Tenants have been tenants at this location for 14 years or longer, providing proof of a stabilized asset. The current occupancy rate for retail in the San Fernando Valley is 94.4% on 14.8 million square feet. There are no significant retail projects currently in development in the San Fernando Valley. Growing demand with limited supply will only strengthen the dynamics of this investment.

### STRONG DEMOGRAPHICS

Approximately 226,857 residents and an average household income of \$74,507 within a three-mile radius. The center is surrounded by high density multi-family dwelling units.

# Investment Overview

## Reseda Plaza



<b>Property:</b>	Portion of Ralph's Anchored Retail Center
<b>Location:</b>	SWC Signalized Intersection of Vanowen St. and Etiwanda Avenue
<b>Listing Price:</b>	\$4,110,000
<b>Price Per Square Foot:</b>	\$429.10
<b>CAP Rate (Actual):</b>	6.09%
<b>Cash on Cash Return:</b>	6.23% (Proposed Loan)
<b>Building GLA:</b>	Approximately 9,578 SF
<b>Land Area:</b>	Approximately 56,057 SF/ 1.29 Acres
<b>Ownership:</b>	Fee Simple
<b>Lease Type:</b>	NNN
<b># of Stories:</b>	One (1) Story
<b># of Parking Spaces:</b>	Approximately 405 spaces for entire center with a reciprocal parking agreement
<b>Parking Ratio:</b>	4.67 +/-
<b>Property Type:</b>	Retail Strip
<b>Lease Type:</b>	NNN
<b>Market:</b>	San Fernando Valley
<b>Sub Market:</b>	Reseda
<b>Zoning Type:</b>	C21a
<b>Year Built:</b>	1973 and 1997 (South Building)
<b>HVAC:</b>	Roof Mounted Units
<b># of Tenants:</b>	8
<b># of Buildings:</b>	2
<b>Street Frontage:</b>	130 feet on Vanowen and 431.9 feet on Etiwanda Ave.
<b>Ingress/ Egress:</b>	Two Entrances/ Exits each on Vanowen Street, Etiwanda Ave. and Darby Ave.
<b>Tenants:</b>	Popeyes Chicken and service oriented tenants
<b>Utilities:</b>	Utility services are offered on individual meters. Service providers are DWP and The Gas Company

Aerial  
Map



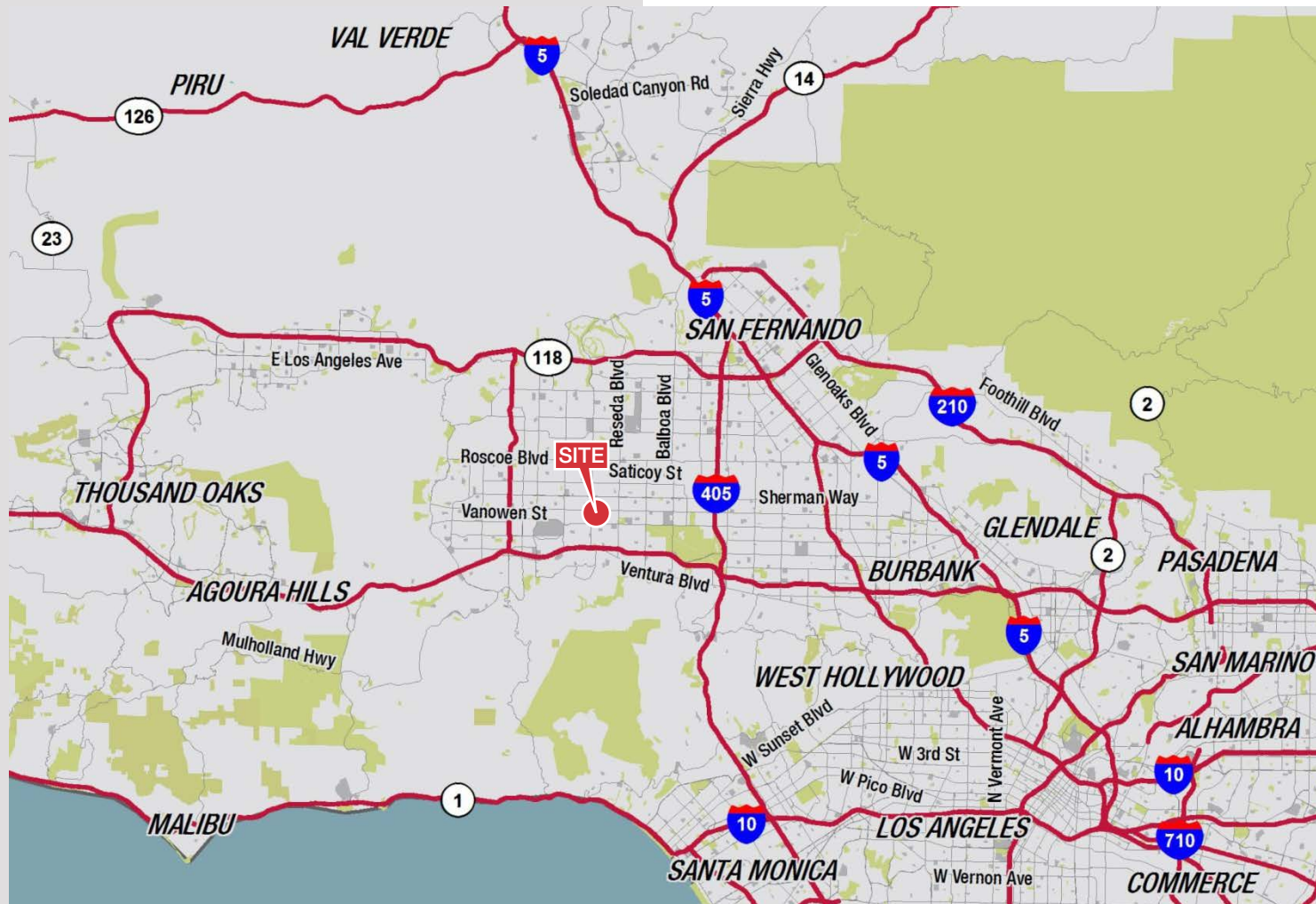
Vanowen St

Reseda Blvd

Lindley Ave

**SITE**

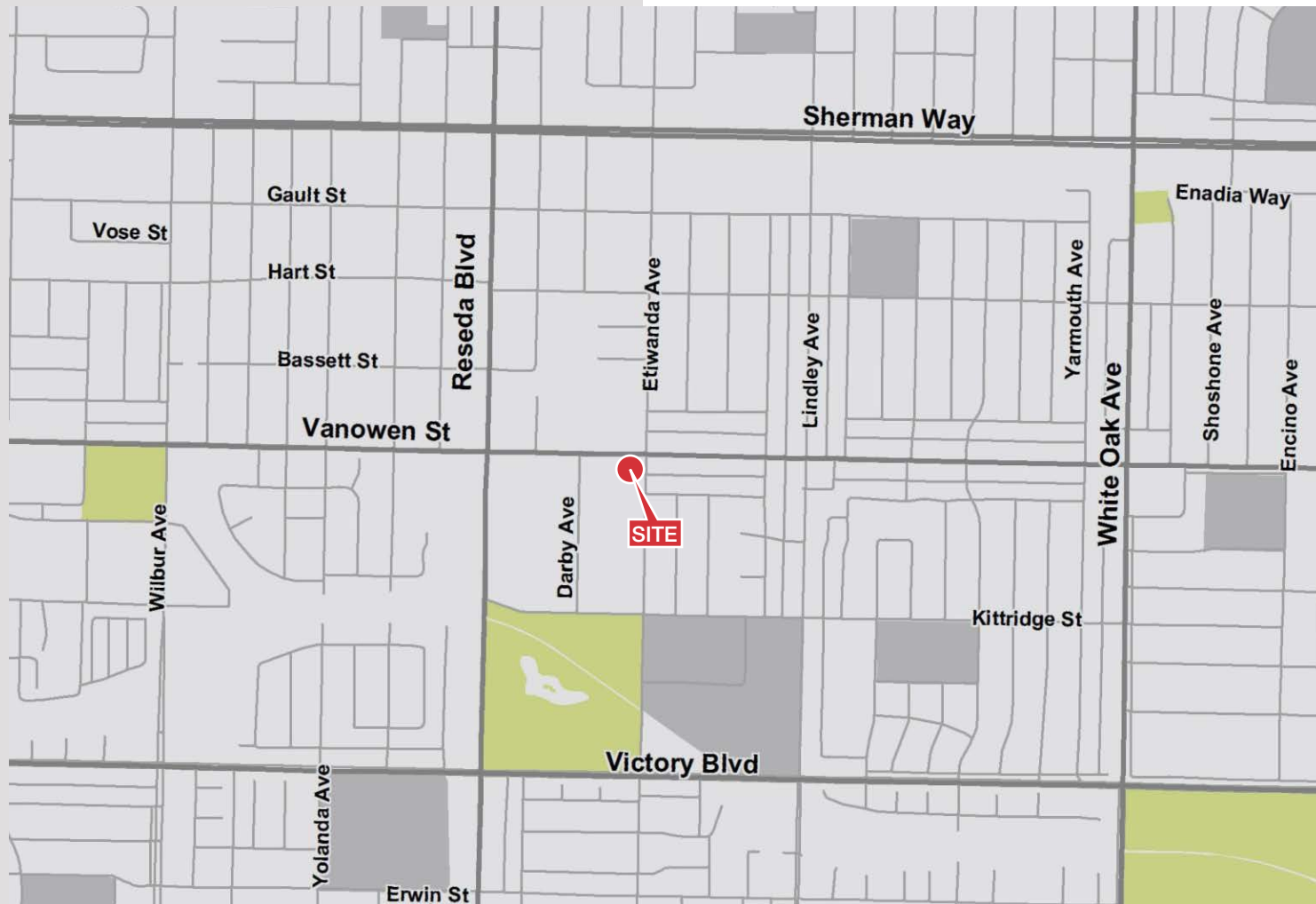
# Regional Map Reseda Plaza



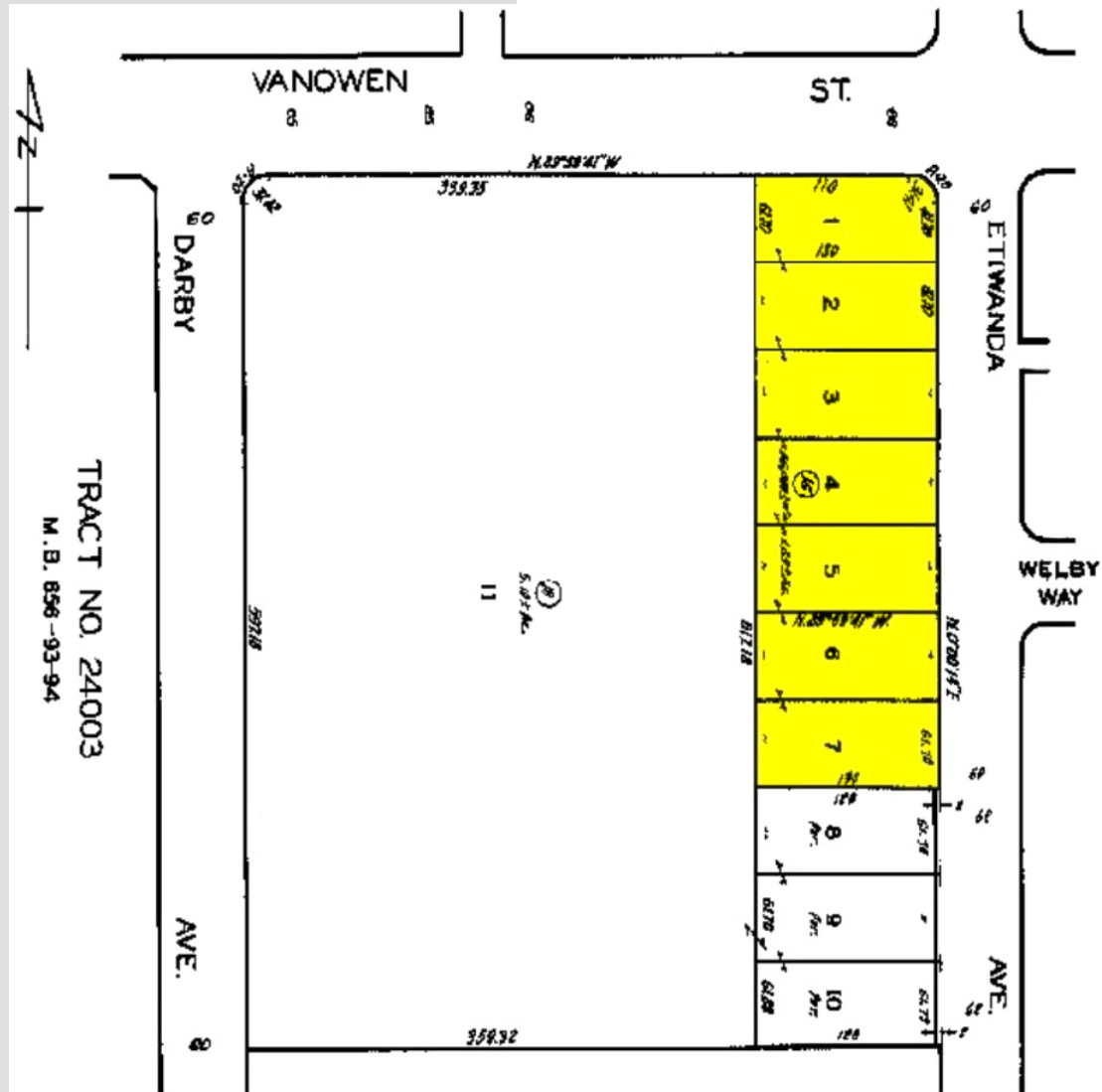


# Local Map

## Reseda Plaza



# Parcel Map Reseda Plaza



# Property Photos

## Reseda Plaza



Subject Property – Northerly Building



Subject Property, Northerly Building



Anchored by Ralphs (Not a Part) and Big Lots! (Not a Part)



Subject Property, Southerly Building

# San Fernando Valley Area Overview

## Reseda Plaza

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Reseda Plaza is located in the central part of the San Fernando Valley, in the City of Reseda. Located in the northern portion of Los Angeles County, the San Fernando Valley, known to most locals as “The Valley”, encompasses over 345 square miles within the Los Angeles and Ventura County borders totaling more than half of the land area of Los Angeles and a population in excess of 1.8 million people.

The San Fernando Valley is bound by the Santa Susana Mountains to the northwest, The Simi Hills to the west, the Santa Monica Mountains to the south, the Verdugo Hills to the east, and the San Gabriel Mountains to the northeast. Most of the San Fernando Valley is within the city of Los Angeles, California.

If separately incorporated, the San Fernando Valley would be the sixth largest city in the United States.

The San Fernando Valley supports a diverse and growing multi-billion dollar economy with entertainment industry companies Disney, Warner Bros., Universal Studios and DreamWorks Animation headquartered here. ABC, CBS, and NBC, as well as several cable networks also have major facilities in the Valley.

Aerospace is also a key industry here. From Northrop Grumman to Pratt & Whitney Rocketdyne, the aviation and defense industry employ thousands of skilled research and development engineers and designers.

Over 48,000 private sector businesses and organizations employ over 700,000 people.

Feeding technical, creative and professional talent to these core industries is an outstanding group of educational institutions including Cal State University, Northridge, Woodbury University, and four community colleges as well as suburban campuses of many private colleges and universities.

Source: ESRI forecasts for 2010 and 2015; U.S. Bureau of the Census, 2000 Census of Population and Housing.

# Los Angeles County Regional Overview

## Reseda Plaza

18300 Vanowen Street • Reseda, CA 91335



With an area of 4,083 square miles of land area, Los Angeles County is located in the southwestern portion of the State of California, and comprises the commercial center of Southern California region. The county lies along approximately 76 miles of Pacific Ocean coastline on the west and extends for nearly 70 miles from west to east. Surrounding counties include Ventura County to the northwest, Kern County to the north, San Bernardino County to the east and Orange County to the south. The County also includes the islands of Santa Catalina and San Clemente. Los Angeles County has 88 incorporated cities. Los Angeles County has the largest population of any county in the nation with an annual budget of more than \$24.2 billion and a population of nearly 10 million residents. Approximately 27 percent of California residents reside in Los Angeles County.

Los Angeles County leads the Nation as the #1 International Trade Capital, the #1 Entertainment Capital, and the #1 Manufacturing Capital in the United States. Perched on the edge of the Pacific Rim, its system of harbors, airports and transcontinental railroads and freeways will make it possible for the county to capitalize on the near doubling of trade with Pacific Rim countries that is anticipated to occur over the next 15-20 years.

## Reseda Plaza

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- In 2012, 41.4 million overnight visitors came to the county, a 2.5% increase over 2011, and spent \$16.5 billion, a 7.1% increase over 2011, also a record high.
- Los Angeles County is the largest manufacturing center in the U.S., with 360,000 jobs in these activities in 2012. (LAEDC Forecast February 2013.)
- The total value of international trade passing through the Los Angeles Customs District (LACD) for 2012 was \$403.4 billion. LACD regained its number one position in the US in 2012. (LAEDC Economic Forecast 2013).
- Los Angeles International Airport (LAX) is the sixth busiest airport in the world, accommodating 61 million arriving & departing passengers in 2011. In 2010 LAX ranked number 13 among the airports of the world in cargo traffic handled.
- Los Angeles County's Gross Domestic Product in 2011 was \$544 billion, exceeded by only 18 nations. In addition, on the basis of population of nearly 10 million, Los Angeles County would be the 9th largest state in the United States. (Based on 2012 figures/LAEDC.)
- There are 254 institutions of higher education in the five-county area. This count includes three U.C. system campuses, seven campuses of the State College and University system, and such private institutions as Caltech, Occidental College, and the University of Southern California. There are also the community colleges, culinary art schools, specialized institutions such as the Art Center College of Design, Otis Art Center, and the California Institute of the Arts.
- Los Angeles County has a civilian labor force of 4,899,000 people, as of January 2013 ([www.CALMIS.ca.gov](http://www.CALMIS.ca.gov))

# Reseda Plaza

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## Demographic Information

POPULATION	1 mile	3 miles	5 miles
Population (2010)	34,581	226,857	569,260
Census Population (2000)	31,752	211,851	527,865
Projected Population (2015)	35,370	231,184	580,972

HOUSEHOLDS	1 mile	3 miles	5 miles
Estimated Households (2010)	10,986	77,603	192,948
Census Households (2000)	10,481	74,642	184,816
Projected Households (2015)	11,149	78,570	195,732

DAYTIME DEMOS	1 mile	3 miles	5 miles
Total # of Businesses (2011)	1,601	10,406	28,815
Total # of Employees (2011)	9,656	77,150	281,148
Employee Pop. per Business	6.03	7.41	9.75
Residential Pop. per Business	21.59	21.80	19.75

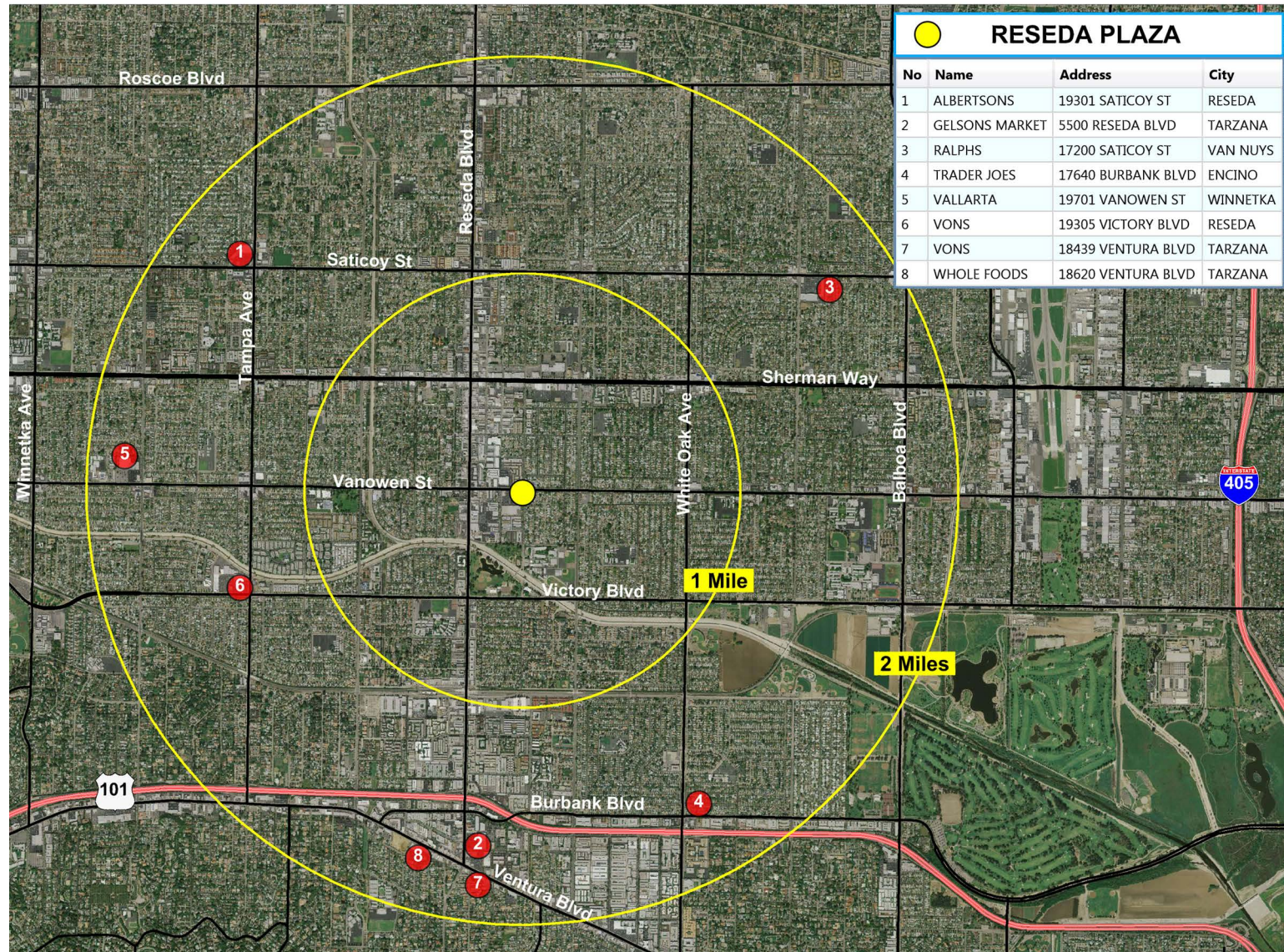
INCOME	1 mile	3 miles	5 miles
Average Household Income (2010)	\$61,338	\$74,507	\$76,912
Median Household Income (2010)	\$50,165	\$57,418	\$55,946
Per Capita Income (2010)	\$19,863	\$25,693	\$26,408

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. Esri forecasts for 2010 and 2015.

# Grocery Anchored Centers

## Reseda Plaza

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# Rent Roll

## Reseda Plaza

Space No.	Tenant Name	Start Date	End Date	Occupied S.F.	Monthly Per S.F.	Occupied Rent	Annual Rent	% of Total	Escalations / Options / Comments
1	Popeyes Chicken	2/22/1994	2/28/2014	1,218	\$2.44	\$2,966.00	\$35,592.00	12.72%	A) See option rent B) Two 5-yr options 3.1.2014 \$3,093.00/mo. \$2.53 psf/mo. & 3.1.2019=\$3,350/mo. C) 5% percentage rent
2	S & J Beauty Supply	10/10/1998	10/31/2016	860	\$2.25	\$1,935.00	\$23,220.00	8.98%	A) 11.1.2014=\$2,150.00 B) No Options
3	New Mr. Wok	5/1/1992	4/30/2015	1,200	\$2.54	\$3,050.00	\$36,600.00	12.53%	A) 5.1.2013=\$3,050; 5.1.2012=\$3,100 B) No Options C) 5% percentage rent
4	Star Donut	4/9/1990	3/31/2015	900	\$2.36	\$2,127.22	\$25,526.00	9.40%	A) None B) No Options C) 5% percentage rent
5	King's Coin Laundry	2/14/1997	2/28/2017	2,400	\$1.62	\$3,900.00	\$46,800.00	25.06%	A) 3.1.2014 = \$4,000; 3.1.2015 = \$4,100; 3.1.2016 = \$4,200 B) 1x5yr Option, 3.1.2017 = \$4,722 & 4% yearly thereafter C) 5% percentage rent
6	Aqua Vitae Water Store	3/22/1997	3/31/2015	1,000	\$2.45	\$2,450.00	\$29,400.00	10.44%	A) None remaining B) No options
7	Happy & Lovely Nails	12/15/2005	12/31/2015	1,000	\$2.00	\$2,000.00	\$24,000.00	10.44%	A) 1.1.2014 = \$2,050; 1.1.2015 = \$2,100 B) No Options
8	Tobacco Land	12/1/2007	12/31/2016	1,000	\$2.43	\$2,431.00	\$29,172.00	10.44%	A) 3%/year starting 1.1.2014 B) No Options
<b>TOTAL</b>				<b>9,578</b>	<b>\$2.17</b>	<b>\$20,859.22</b>	<b>\$250,310.00</b>	<b>100%</b>	

- 1) Owner of Ralphs/Big Lots/ Wow Beauty Supply manages and bills owner of Reseda Plaza for common area expenses (not including structures) who in turn bills pro-rata share of tenants.  
 2) All leases are NNN and include Tenant's responsibility for maintenance, repairs and replacement of roof and HVAC and exterior painting once ever 4 years.  
 The information listed above has been obtained from sources we believe to be reliable, however we cannot accept responsibility for its accuracy.

# Income and Expenses

## Reseda Plaza

### Gross Revenue

Base Rental Revenue	\$250,310
Expense Reimbursement Revenue	\$107,343

### Total Gross Income **\$357,653**

Less Vacancy Factor	\$0
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### Effective Gross Revenue **\$357,653**

### Operating Expenses

Trash	\$8,664
Security	\$2,824
Water	\$17,312
Electricity	\$3,878
Janitorial	\$3,322
Landscape	\$2,430
Sweeping & Cleaning	\$1,821
Parking Lot Lighting Maintenance	\$739
Pest Control	\$223
Repairs & Maintenance	\$5,339
Fire Protection / Life Safety	\$2,523
Insurance	\$1,224
Management Fee (1)	\$5,030
Property Taxes (2)	\$52,014

Total Operating Expenses	\$107,343
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### Net Operating Income **\$250,310**

Less Proposed Loan Payments	\$135,036
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### Pre-Tax Cash Flow **\$115,274**

Cash on Cash Return	6.23%
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### Loan Assumptions

Buyer to pay all cash or cash to new loan. Below is general information on a new loan available based on quote from loan broker underwriting March 2013. Criteria subject to change based on market conditions, deal characteristics and qualifications of buyer. Call for more details.

### Proposed Loan





Property Loan	\$2,260,500
Down Payment	\$1,849,500
Due Date	10 Years
Amortization	30 Years
Interest Rate	4.53%
Annual Payment	\$135,036
Loan to Value	55%

- 1) Management Fee is 10% of all operating expenses excluding property taxes.
- 2) Property Taxes adjusted to 1.26555% of \$4,110,000

# Sales Comparables

## Reseda Plaza

Grocery Anchored Centers/Strip Centers

Property Address	Sale Price	Year Built	Building S.F.	Price/ S.F.	CAP	Closed	Photo
Spring Street Pavilion 5933 E. Spring Street Long Beach, CA 90808	\$42,200,000	1988	93,873 SF	\$449.54	5.60%	10/17/2012	
Tenants: Grocery Anchored Center with Pavilions, Panda Express, Coffee Bean							
Ralph's 950 N. La Brea Ave. Inglewood, CA 90302	\$5,100,000	1979	34,035 SF	\$149.85	5.35%	2/1/2013	
Tenants: Ralphs							
9143 De Soto Ave. Chatsworth, CA 91311	\$4,095,000	1969/1985	18,009 SF	\$227.39	5.10%	12/31/2012	
Tenants: LA Fitness, 5 yr. lease							
4367 W. Pico Blvd. Los Angeles, CA 90019	\$2,500,000	1983	11,710 SF	\$213.49	6.06%	11/13/2012	
Tenants: Maggi's Donut, La Cocinita, Beauty Salon, 1 Story Strip Center							
13694 Telegraph Rd. Whittier, CA 90604	\$1,350,000	1964	10,073 SF	\$134.02	6.00%	9/17/2012	
Tenants: Liquor, Water Store, Dog Grooming, 1 Story Strip Center, 10 Tenants							
<b>Property Averages</b>	<b>\$11,049,000</b>	<b>1979</b>	<b>33,540 SF</b>	<b>\$329.42</b>	<b>5.62%</b>		
<b>Subject Property</b> 18300 Vanowen St. Reseda, CA 91335	<b>\$4,110,000.00</b>	<b>1973</b> Renovated 1997	<b>9,578 SF</b>	<b>\$429.10</b>	<b>6.09%</b>		

# Sales Comparables

## Reseda Plaza

Grocery Anchored Centers/Strip Centers



# Lease Comparables

## Reseda Plaza

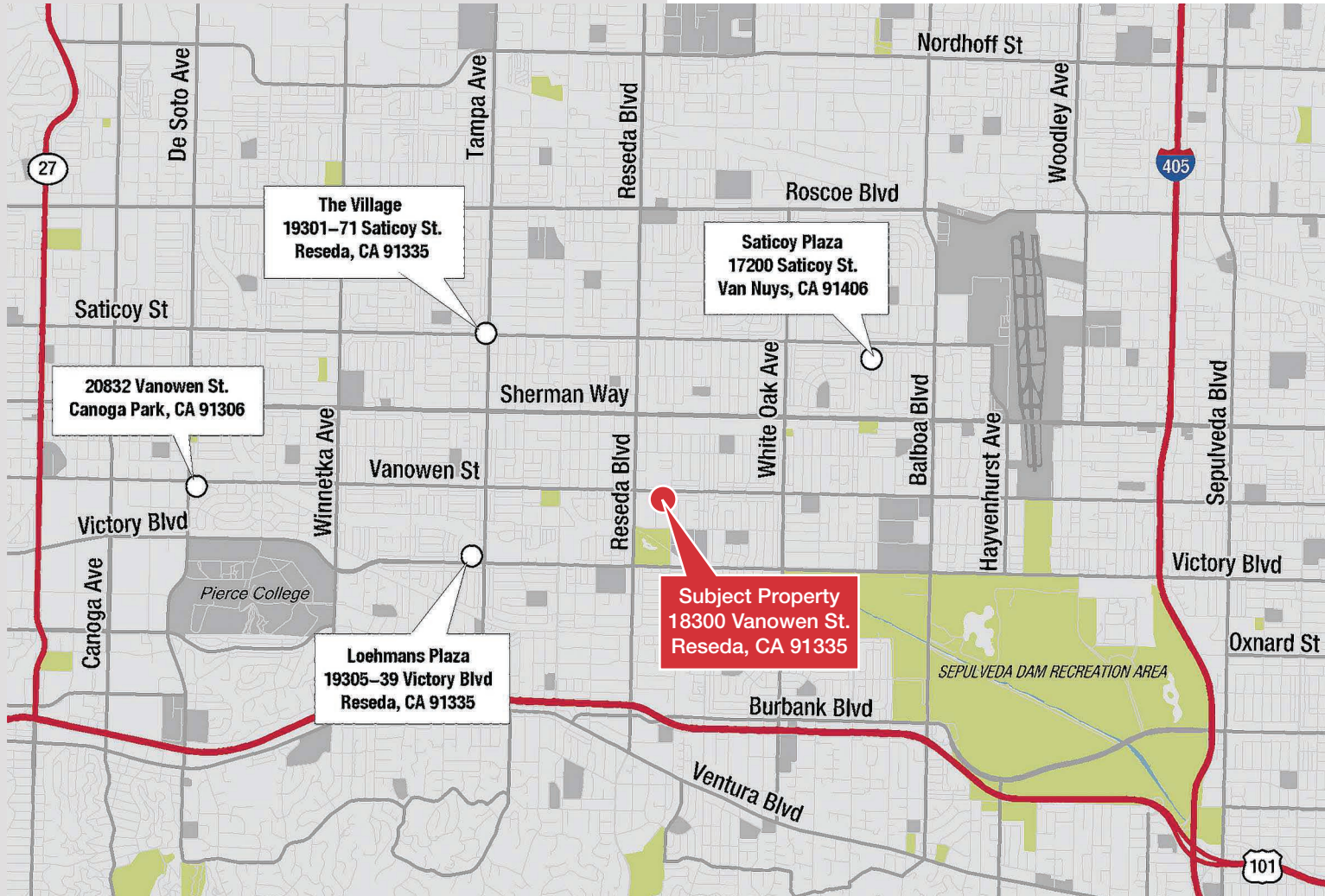
Grocery or National Tenant Centers

Property Address	Year Built	Building S.F.	Available S.F.	Asking Monthly Rent	Photo
The Village 19301-71 Saticoy St. Reseda, CA 91335 (2.2 mi. from subject)	1990	79,649 SF	897 - 1,562 SF	\$2.00-\$2.75 NNN	
<b>Anchors:</b> Grocery anchored with Albertson's, Chase Bank, U.S. Bank, and Subway					
Saticoy Plaza 17200 Saticoy St. Van Nuys, CA 91406 (2.4 mi. from subject)	1986	132,067 SF	3,000 SF	\$2.75 NNN	
<b>Anchors:</b> Grocery anchored center with Ralph's, Rite Aid, Chase Bank, Starbucks, El Pollo Loco, and Panda Express					
20832 Vanowen St. Canoga Park, CA 91306 (3.1 mi. from subject)	1973	9,660 SF	900 SF	\$2.50 NNN	
<b>Anchors:</b> 7-Eleven, Metro PCS, Cleaners					
Loehmans Plaza 19305-39 Victory Blvd Reseda, CA 91335 (1.7 mi. from subject)	1984	183,851 SF	2,185 - 5,118 SF	\$3.00 NNN	
<b>Anchors:</b> Grocery anchored center with Vons, Loehmann's, CVS, Big 5 Sporting Goods, Party City, Starbucks & Carl's Jr.					
<b>Property Averages</b>	<b>1980</b>	<b>75,834 SF</b>	<b>3,774 SF</b>	<b>\$2.62 NNN</b>	
<b>Subject Property</b> <b>18300 Vanowen St.</b> <b>Reseda, CA 91335</b>	<b>1973</b> <b>Renovated 1997</b>	<b>9,578 SF</b>	<b>0 SF</b>	<b>\$2.17 NNN</b>	

# Lease Comparables

## Reseda Plaza



Grocery or National Tenant Centers



# Lease Comparables

## Reseda Plaza

Service and Local Tenant Centers

Property Address	Year Built	Total S.F.	Available S.F.	Asking Monthly Rent	Photo
Sherman Way Center 15333-39 Sherman Way. Van Nuys, CA 91406 (4.3 mi. from subject)	1985	38,707 SF	850 SF	\$2.25 MG	
<b>Anchors:</b> All local service tenants and a restaurant.					
Reseda Plaza 6100 Reseda Blvd. Reseda, CA 91335 (1.1 mi. from subject)	1979	11,100 SF	1,000 SF	\$2.50 NNN	
<b>Anchors:</b> La Salsa, Metro PCS and local tenants					
16105 Victory Blvd. Van Nuys, CA 91406 (3.3 miles from subject property)	2005	8,068 SF	493 SF	\$2.50 NNN	
<b>Anchors:</b> All local service tenants.					
<b>Property Averages</b>	<b>1989</b>	<b>19,291 SF</b>	<b>781 SF</b>	<b>\$2.41 NNN</b>	
<b>Subject Property</b> 18300 Vanowen St. Reseda, CA 91335	<b>1973</b> <b>Renovated 1997</b>	<b>9,578 SF</b>	<b>0 SF</b>	<b>\$2.17 NNN</b>	

# Lease Comparables

## Reseda Plaza

Service and Local Tenant Centers

