

70 South Lake Avenue
Pasadena Financial Center



MARKETING STRATEGY

TO LEASE

CORPORATE CENTER PASADENA

Presented to:

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Subject Property

70 S. Lake Ave., also commonly referred to as the Union Bank building is a 116,458 square foot office building. The building is comprised of ten (10) stories with each floor consisting of 23,508 square feet. The first three floors of the building provide parking along with one level of subterranean parking. The parking rates in the building are \$90 for unreserved and \$160 for reserved.

The building has recently undergone renovations over the past five years. The exterior was recently re-painted and the lobby was re-done last year. Most of the common areas have been re-carpeted and re-painted with a more modern theme. Numerous spaces within the building have been remodeled and are ready for lease.

Currently the building is 65% leased. Union Bank occupies the ground floor and the building has an assortment of professional office users including Western International Securities, Poplar Forest Capital, Berkshire Hathaway, Lumino Capital and Pearson Professional Centers.

The top two floors are currently vacant. The 11th floor consists of 12,843 square feet and the 11th floor is 10,665 square feet. The 8th floor has an upcoming vacancy from Mass Mutual which consists of 7,666 square feet.

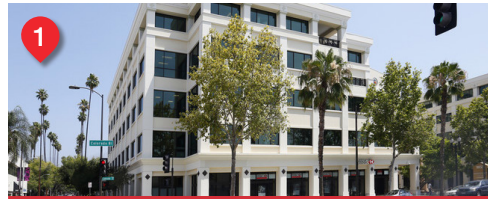
The subject property offers 24-hour security, and has a Prime Lake Avenue corner location with excellent access to the 110, 134, 210 freeway and the Gold Line Station. It is located in the heart of the Pasadena Central Business District. There are numerous restaurants and shops within walking distance and the building offers On-site day porter and engineer. As well as on-site 24 hour security guard.

The building was awarded an Energy Star label in 2008, 2011, 2012, 2015, 2016, 2017, 2018 for its operating efficiency.



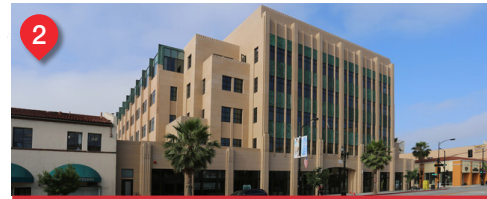
South Lake Financial Center

Pasadena Class A Office Buildings



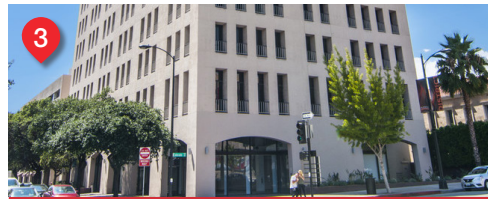
1055 E. Colorado | Pasadena, CA 91101

Availability 85% Leased
Building Size 175,941 SF
Asking Rent \$3.50 FSG



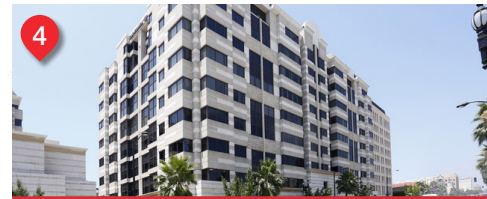
680 E. Colorado | Pasadena, CA 91101

Availability 57% Leased
Building Size 155,000
Asking Rent \$3.75 FSG



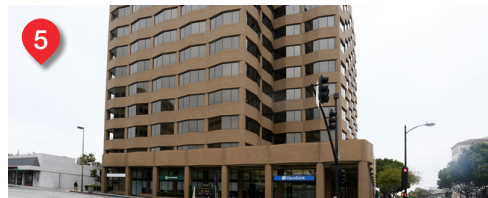
790 E. Colorado | Pasadena, CA 91101

Availability 136,044
Building Size 77% Leased
Asking Rent \$3.30 FSG



800 E. Colorado | Pasadena, CA 91101

Availability 229,596
Building Size 98% Leased
Asking Rent \$3.90 FSG



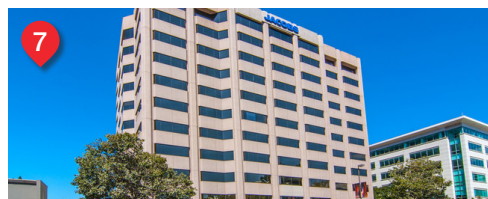
2 N. Lake | Pasadena, CA 91101

Availability 68% Leased
Building Size 203,911
Asking Rent \$3.10-\$3.25



35 N. Lake | Pasadena, CA 91101

Availability 68% Leased
Building Size 158,075
Asking Rent \$3.25 FSG



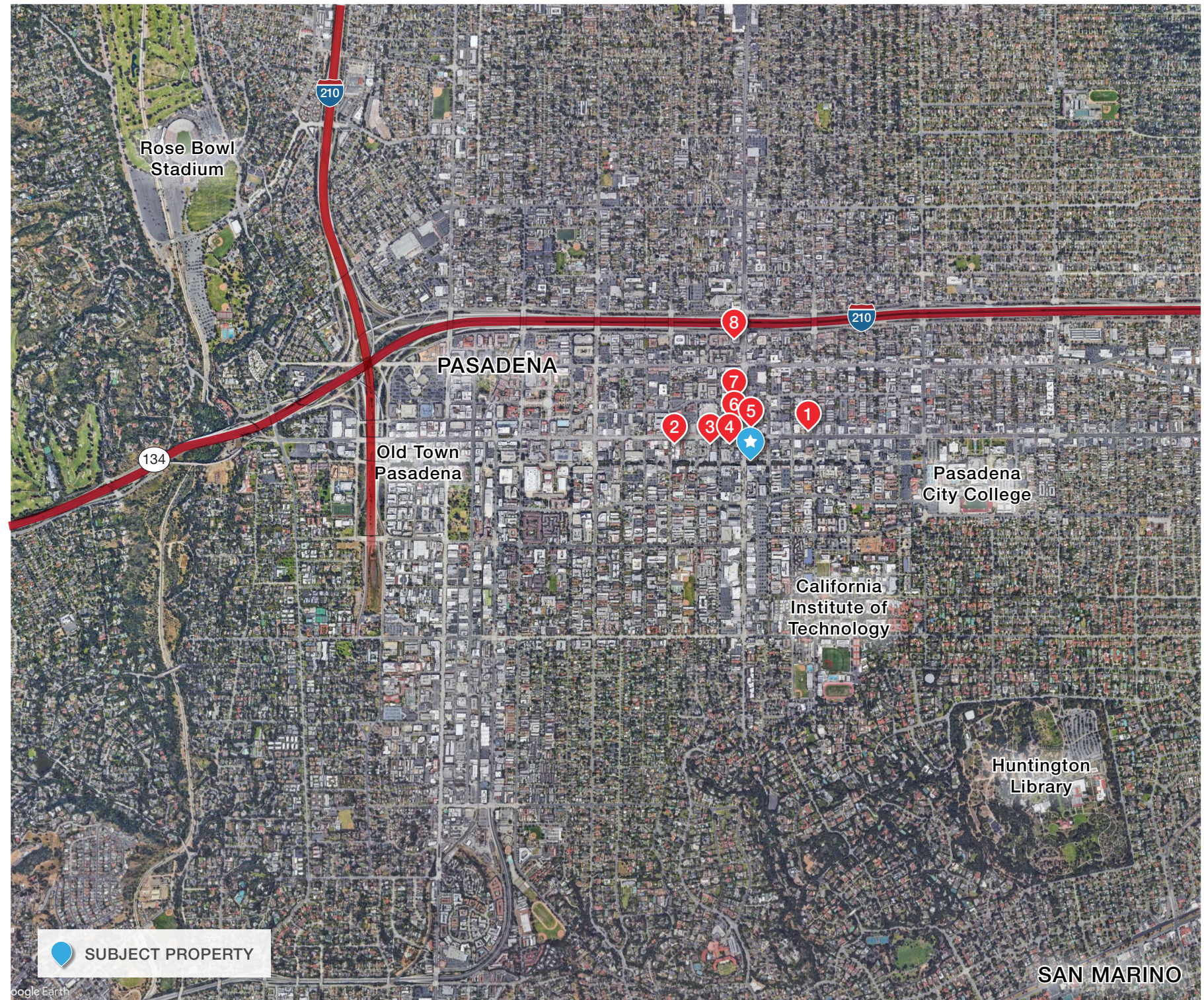
155 N. Lake | Pasadena, CA 91101

Availability 76% Leased
Building Size 207,851
Asking Rent \$3.25



301 N. Lake | Pasadena, CA 91101

Availability 95% Leased
Building Size 208,436
Asking Rent \$3.05 FSG

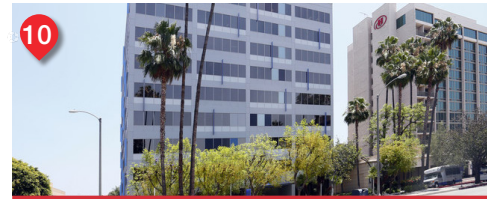


Pasadena Class A Office Buildings



155 N. Lake | Pasadena, CA 91101

Availability	97.4% Leased
Building Size	232,989
Asking Rent	\$3.90 FSG



150 S. Los Robles | Pasadena, CA 91101

Availability	141,969
Building Size	98.5% Leased
Asking Rent	\$3.05



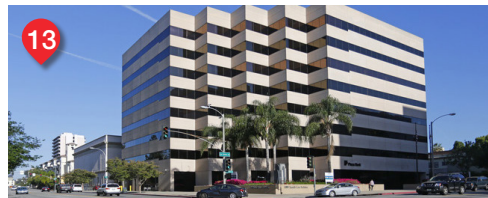
80 S. Lake | Pasadena, CA 91101

Availability	71,331
Building Size	92% Leased
Asking Rent	\$3.40



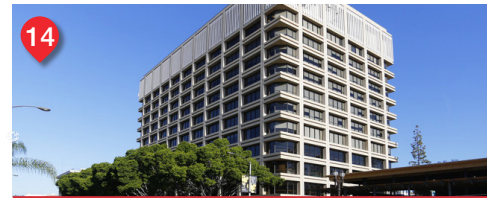
200 S. Los Robles | Pasadena, CA 91101

Availability	97.3% Leased
Building Size	130,818
Asking Rent	\$3.10



199 S. Los Robles | Pasadena, CA 91101

Availability	68.6% Leased
Building Size	163,234
Asking Rent	\$3.10



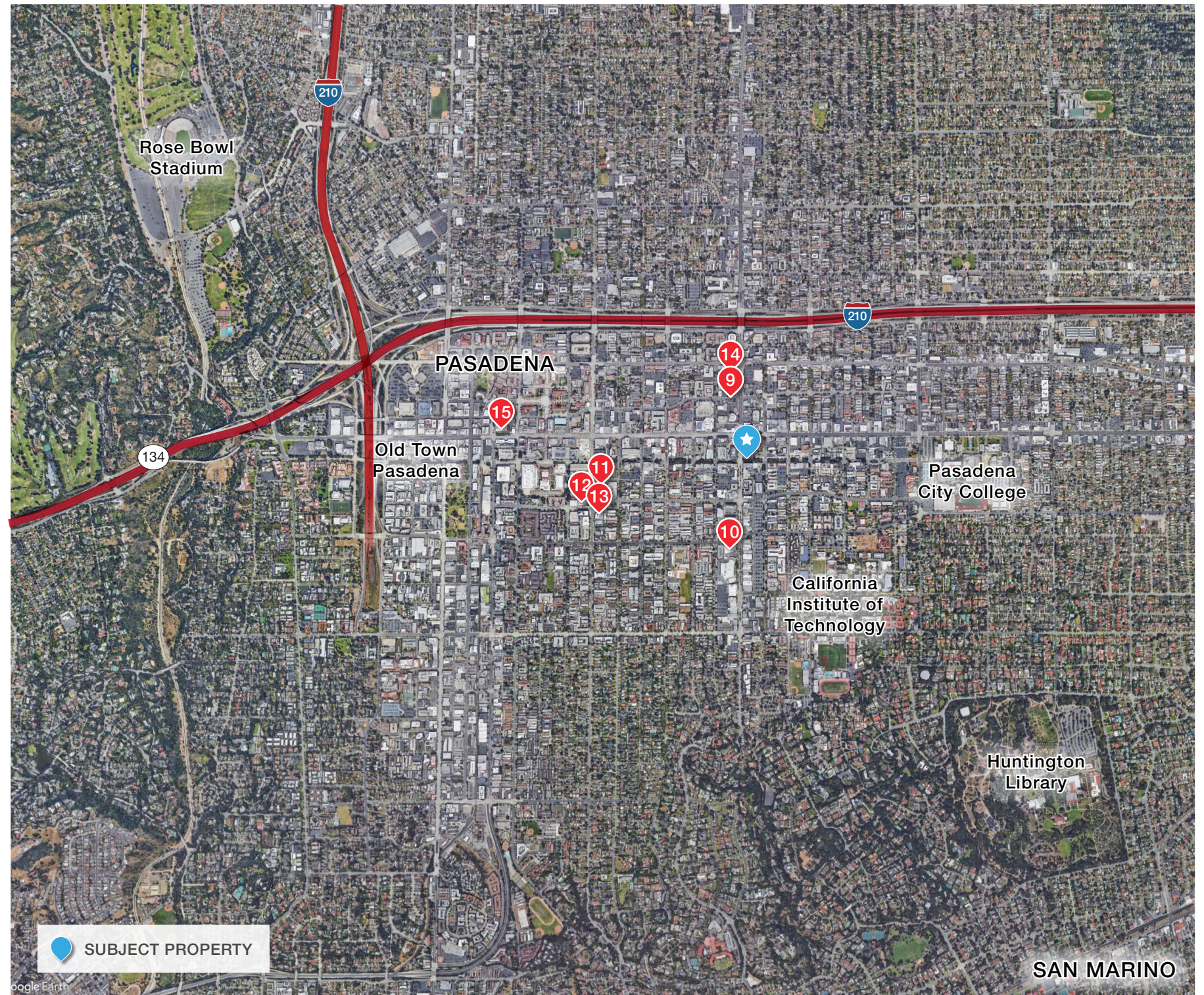
177 E. Colorado | Pasadena, CA 91101

Availability	89.4% Leased
Building Size	315,410
Asking Rent	\$3.95



888 E. Walnut | Pasadena, CA 91101

Availability	83% Leased
Building Size	234,876
Asking Rent	\$3.65



Location Overview

LOS ANGELES

The Los Angeles-Long Beach-Santa Ana Metropolitan Statistical Area ("Los Angeles Metro") in Southern California is the 13th largest metropolitan area in the world and the second largest in the United States. The area predominantly consists of Los Angeles and Orange Counties, respectively, the first and third most populous in the entire state. The Los Angeles Metro also includes Riverside, San Bernardino, and Ventura Counties. The combined Los Angeles metropolitan area is home to 17.7 million people, making it the most populous metropolitan area in the western United States and the largest in area in terms of land in the United States. The metro area is also one of the most densely populated urbanized areas in the United States.

Los Angeles is a leading world center of business, international trade, entertainment, culture, media, fashion, science, sports, technology, and education. The city is home to renowned institutions covering a broad range of professional and cultural fields and is one of the most substantial economic engines within the United States. The Los Angeles metro area has a gross metropolitan product \$934 billion (as of 2016), making it the third largest in the world, after Tokyo and New York. As the home base of Hollywood, it leads the world in the creation of television productions, video games and recorded music; it is also one of the leaders in motion picture production. Furthermore, 21 Fortune 500 companies are headquartered in the Los Angeles area. Other significant industries include health care, education and knowledge creation, and business services. In addition, the Los Angeles MSA has the largest number of manufacturing jobs of any region in the nation.



Los Angeles Major Employers

RANK	EMPLOYER	EMPLOYEES
1.	County of Los Angeles	107,500
2.	Los Angeles Unified School District	90,800
3.	City of Los Angeles (including DWP)	49,500
4.	University of California, Los Angeles	46,200
5.	Federal Government (non-Defense Dept.)	45,000
6.	Kaiser Permanente	36,900
7.	State of California (non-education)	29,900
8.	University of Southern California	18,900
9.	Northrop Grumman Corp.	16,600
10.	Target Corp.	15,000

Location Overview

TRANSPORTATION

The intercity transportation system in Los Angeles serves as a regional, national, and international hub for passenger and freight traffic. The system includes the United States' largest port complex, an extensive freight system, passenger rail infrastructure including light rail and subway lines, numerous airports and bus lines, and an extensive freeway and road system.

Airports

Los Angeles International Airport – Los Angeles International Airport (“LAX”) is owned by the city of Los Angeles and located to the west of the city. LAX is the busiest airport in the city, the third busiest in the United States, and the sixth busiest commercial airport in the world. LAX handles over 600 daily flights to 91 domestic cities and more than 1,000 weekly nonstop flights to 58 cities in 32 countries on nearly 75 air carriers. In 2016, LAX handled 74.9 million passengers and over 2.1 million tons of air cargo.

LA / Ontario International Airport – Owned by the city of Los Angeles, the LA/Ontario International Airport (“ONT”) serves the Inland Empire. This airport is located to the east of 761 Corporate, in the bedroom community city of Ontario, California and is the most prominent airport after LAX. ONT provides over 64 daily flights on seven different airlines. In 2016, more than 4.2 million passengers, and over 500,000 tons of cargo moved through ONT.

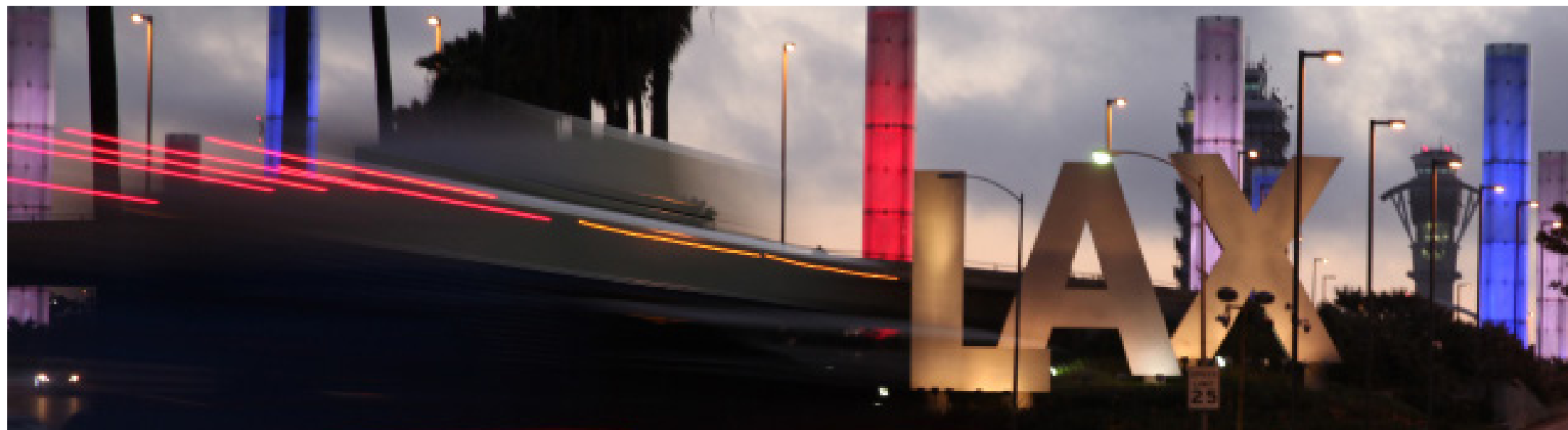
Long Beach Airport – Long Beach Airport (“LGB”) is a public airport located three miles northeast of Downtown Long Beach in Los Angeles County. LGB serves the densely populated area of Long Beach and is presently one of the busiest airports of its size. With five runways and approximately 3 million passengers served a year, Long Beach Airport is served by three regular and low fare airlines, offering direct flights to 11 U.S. cities, with connections throughout the world.

John Wayne Airport – John Wayne Airport (“SNA”) is located in Orange County, California. SNA is the only commercial airport in Orange County and features two runways. In 2016, over 10.2 million passengers and more than 17,500 tons of cargo traveled through SNA. John Wayne Airport services more than 20 nonstop destinations in North America.

“
*Los Angeles serves as a regional,
national, and international hub
for passenger and freight traffic*”

PORTS

The Los Angeles Metro is home to the largest port complex in the Western Hemisphere, the San Pedro Bay Port Complex. Comprised of the Port of Los Angeles and the Port of Long Beach, the combined Complex is the ninth busiest port in the world. The Port of Los Angeles occupies 7,500 acres of land and water along 43 miles of waterfront. The Port is the busiest port in the United States by container volume with over 176.7 million metric tons of cargo moved worth an estimated \$269.7 billion in 2016. The Port of Long Beach is the second busiest container port in the United States and is situated just east of the Port of Los Angeles, importing and exporting more than \$180 billion in goods during 2016. Acting as a major gateway for U.S.-Asian trade, the port occupies 3,200 acres of land with 25 miles of waterfront in the city of Long Beach, California. The combined Complex provides more than 954,000 jobs in Southern California and over 2.8 million jobs throughout the United States.





Location Overview

ENTERTAINMENT

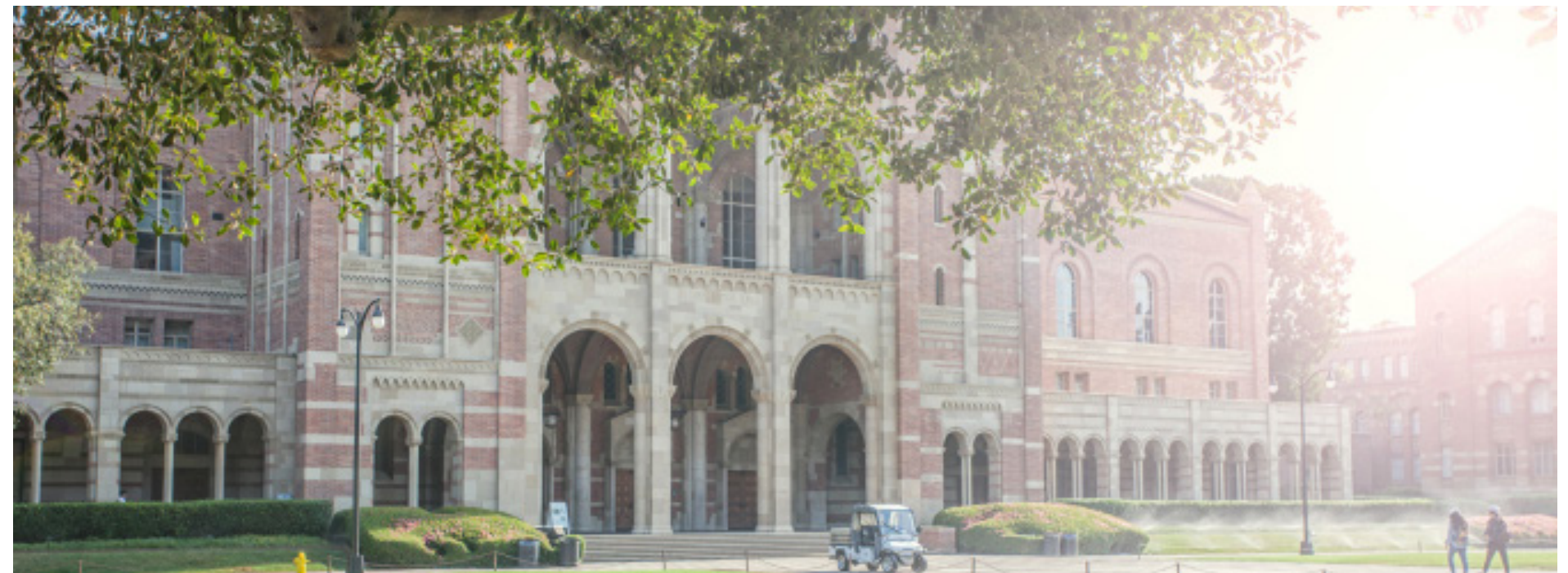
Los Angeles is widely regarded as the entertainment capital of the United States. With the presence of Hollywood, beaches, and high-end shopping, Los Angeles offers its residents numerous entertainment and leisure options. The Los Angeles Metro is also home to numerous sports teams, including seven major professional franchises: the Clippers, Lakers, Dodgers, Angels, Kings, Ducks, Rams, and as of 2017, the NFL's Chargers. The Los Angeles Rams and Chargers broke ground on a \$2.66 billion stadium on a 300-acre development site in Inglewood in late 2016 that is due to be complete in time for the 2019-2020 NFL season.



EDUCATION

Los Angeles is one of the United States' premier centers for higher education. Within the city limits are several top ranked colleges and universities, including the University of California at Los Angeles (UCLA), the University of Southern California (USC), and Occidental College. Other cities in the area are home to the California Institute of Technology in Pasadena and Azusa Pacific University. In addition, the city of Los Angeles supports the Los Angeles Community College District, boasting nine campuses across the city, many of which are geared toward preparing students for entry into the University of California or California State University systems. The premier university in the Los Angeles area is The University of Southern California (USC). USC, a private nonsectarian university, has a total enrollment of 43,000 students (19,000 undergraduate and 24,000 graduate and professional) and boasts an exceptional 92% graduation rate. Located in Downtown Los Angeles, USC attracts students from across

the globe and was ranked 23rd in the nation by U.S. News & World Report. USC's School of Cinematic Arts is one of the country's top film programs and has produced esteemed film directors including George Lucas, Judd Apatow, and Ron Howard. With 84 total men's NCAA titles, USC is the most decorated men's college sports program in the United States. The University of California, Los Angeles (UCLA) is one of the most applied-to universities in the nation and ranks 13th among the world's Top 400 universities, according to the London Times Higher Education. UCLA was also ranked 24th in the country by U.S. News & World Report. UCLA has brought 12 Nobel Prizes, 12 Rhodes Scholarships, more NCAA titles than any university, and more Olympic medals than most nations to its halls. More than 100 companies have been created based on technology developed at UCLA.



Area Overview

PASADENA

As one of the premier submarkets in Los Angeles County, Pasadena has an estimated 140,000 residents, boasts a strong demographic profile, and has recently been running a historically low unemployment rate. The area is home to a highly educated and affluent workforce that is offered access to an abundance of recently constructed multi-family residential housing and executive housing in the adjacent communities of San Marino, Arcadia, South Pasadena, and La Canada. With the recent growth of the engineering, technology and healthcare sectors, Pasadena has seen an urban renaissance drawing a younger, dynamic population to its core with the greatest concentration of residents between the ages of 25 to 34 years old. Renowned institutions, such as Caltech, JPL, Huntington Hospital and Kaiser, coupled with convenient access to the expanded Gold Line Rail System, Old Town Pasadena and South Lake Avenue restaurants and amenities, enhance Pasadena's allure for regional tenants and investors. Pasadena procures \$1.9 billion in federal R&D funds annually and \$25 billion since 2001, representing over \$14,000 per capita more than any other innovation hub in the U.S. Nearly 1 in 6 jobs in Pasadena are in professional or creative fields, outpacing Seattle, San Jose, Austin, and Portland. Between Caltech/JPL and IdeaLab, more than 311 new companies have been created, leading to 40 successful IPOs and acquisitions. Pasadena sits in the heart of a region that files the most patents in the U.S. outside of the Silicon Valley.

Pasadena has a variety of world class educational and research institutions, such as the California Institute of Technology (Cal-Tech), Art Center College of Design, Fuller Theological Seminary, Los Angeles College of Music, Pacific Oaks College, the Kaiser Permanente School of Medicine (planned), and other private schools. Each institution complements current and emerging economic trends to produce a rich source of skilled labor capable of pursuing highly specialized occupations and business ventures. A healthy economic environment that supports these institutions will continue to elevate Pasadena's advantage over the other cities in the region. Pasadena's pro-business tax environment features no business parking or utility taxes along with an educated labor force. Additionally, excellent freeway and public transportation (Gold Line commuter rail) offers local businesses the ability to draw from an enormous labor force in the Greater Los Angeles area.

HIGHLIGHTS

Old Town Pasadena

Old Town Pasadena is nationally recognized for its vibrant main street revitalization and preserved historic charm. The landmark streets and alleyways, rustic brick facades and architectural accents of Pasadena's original business district have come to create an exceptional and lively entertainment focal point for both residents and tourists. Home of the world-famous Rose Parade, Old Town Pasadena is situated along the main thoroughfare of Colorado Blvd with access to over 120 restaurants, shops and entertainment venues, 35 specialty retail stores, hotels, and several other leading attractions.

Rose Bowl

The Rose Bowl Game presented by Northwestern Mutual, nicknamed "The Granddaddy of Them All," has historically hosted conference champions during the NCAA bowl season. One of the most famous stadiums in American sporting history, the Rose Bowl is best known as an American football venue, specifically as the host of the annual Rose Bowl Game for which it is named. The Rose Bowl is also the home of the UCLA Bruin football team, which plays its home games at this stadium. The Rose Bowl has hosted the Pasadena "Americafest" Independence Day celebration annually since 1927. The annual patriotic extravaganza is considered one of the top fireworks shows in the nation. Another local event is the Rose Bowl Flea Market, held the second Sunday of each month on the stadium parking lots. It claims to be the largest flea market on the West Coast.

California Institute of Technology

The California Institute of Technology (Caltech) is a private doctorate-granting university located in Pasadena, California. Caltech has six academic divisions with strong emphasis on science and engineering, consistently securing millions in sponsored research to support the current enrollment of approximately 3,200 students. Caltech alumni and faculty include 37 Nobel Laureates, one Fields Medalist, six Turing Award winners, four Chief Scientists of the U.S. Air Force, and 71 recipients of the United States National Medal of Science or Technology. There are 112 faculty members who have been elected to the United States National Academies.

PASADENA MAJOR EMPLOYERS

RANK	EMPLOYER	EMPLOYEES
1.	Jet Propulsion Laboratory	5,029
2.	Kaiser Permanente	4,760
3.	California Institute of Technology	3,900
4.	Huntington Hospital	3,200
5.	Pasadena Unified School District	3,000
6.	AT&T	2,525
7.	City of Pasadena	2,179
8.	Pasadena City College	1,500
9.	Bank of America	1,300
10.	Pacific Clinics	1,100

Area Overview

Gold Line Stations

Of the first 13 Gold Line stations built by the Construction Authority in 2003, the city of Pasadena is home to six light rail stations, including Lake Station, which is one block away from Corporate Center Pasadena. Traveling north, the Fillmore Station sits in the heart of Pasadena's up and coming biotechnology corridor and is two blocks from Huntington Memorial Hospital. It contains 131 free on-site parking spaces, 16 reserved spaces and 12 bike rack spaces. The line continues to Del Mar Station and Memorial Park Station. Both stations are two blocks from Old Town Pasadena's shopping, theaters, and some of the finest cuisine in Southern California as well as the home of the annual Tournament of Roses Parade route. Memorial Park Station is walking distance to the Pasadena's landmark City Hall. The final three stations are in the median of the I-210 Freeway and all provide excellent access to Downtown Los Angeles and the Greater San Gabriel Valley.

The Huntington

Consisting of the Huntington Library, Art Collections, and Botanical Gardens, The Huntington, established by Henry Huntington in 1850, is an esteemed cultural, research, and educational center located on a picturesque 120 acres in San Marino. The Huntington attracts over 500,000 visitors each year. Along with a world-class Art Collection, the Library's extraordinary collection of over 6 million pieces includes rare books and manuscripts that attract scholars and visitors year-round. Perhaps the most stunning and celebrated attraction is the Botanical Gardens that covers the grounds with more than a dozen specialized gardens, including The Garden of Flowing Fragrance, which is amongst the largest Chinese-style garden outside China. The Garden recently underwent a comprehensive renovation in 2012.



Demographics	3 mile*	5 mile*	10 mile*
Population			
2017	189,677	484,879	1,805,785
2022	195,157	498,262	1,853,232
Growth 2017-2022	2.89%	2.76%	2.63%
Households			
2017	74,219	178,558	596,071
2022	76,293	181,307	611,774
Growth 2017-2022	2.79%	2.69%	2.63%
Average Household Income			
2017	\$109,881	\$102,752	\$83,781

*Distances from subject property
Source: CoStar



Office Market Overview

Burbank/Glendale/Pasadena

Corporate Center Pasadena is in the Burbank/Glendale/Pasadena submarket cluster, as defined by CoStar. The submarket is the fourth largest submarket in LA for Class A space with a total of 23,558,213 rentable square feet. The submarket cluster contains 143 Class A office buildings comprising over 23 million square feet with a vacancy rate of 12.5% at the end of the fourth quarter of 2017. The quoted rate for Class A space was \$35.67, according to CoStar, one of the highest of the surrounding submarket clusters. Both Class A and B space has experienced negative net absorption of approximately (135,189) and (25,899) square feet, respectively. There are currently 218,267 square feet of Class A space under construction as of the fourth quarter of 2017, none of which is pre-leased.

Burbank/Glendale/Pasadena

	Submarket		
	Class A	Class B	All Classes
Overall Vacancy	13.4%	6.5%	8.0%
Rental Rate (PSF):	\$35.05	\$30.49	\$35.61
Number of Buildings:	638	1,062	3,247
YTD Net Absorption (SF):	(236,443)	(5,142)	(97,027)
Total RBA (SF):	126,939,975	22,051,830	57,532,714
Under Construction (SF):	4,028,895	47,830	387,164

Pasadena/Arcadia/Monrovia

The Property is located in the Pasadena/Arcadia/Monrovia submarket, which has 53 Class A office buildings. The submarket has a higher concentration of Class B and C office space with 344 and 1,166 buildings, respectively.

The submarket contains 53 Class A office buildings comprising over 7.4 million square feet with a vacancy rate of 17.2% at the end of the fourth quarter of 2017, although the submarket's vacancy has historically been in the 8-10% range. Average asking rental rates as of fourth quarter of 2017 for Class A space is \$38.53 (\$3.21). Additionally, the submarket has seen Class A buildings experience a negative net absorption of (146,876) square feet in 2017, and there are no projects currently under construction as of Q4 2017.

Pasadena/Arcadia/Monrovia

	Submarket		
	Class A	Class B	All Classes
Overall Vacancy	11.4%	7.4%	8.0%
Rental Rate (PSF):	\$40.31	\$28.69	\$32.93
Number of Buildings:	271	354	1,189
YTD Net Absorption (SF):	(120,164)	(61,991)	(82,442)
Total RBA (SF):	4,844,868	10,228,912	22,296,492
Under Construction (SF):	259,340	0	82,000

Pasadena contains one of the metro's primary research and technology clusters. Home to the California Institute of Technology, NASA's Jet Propulsion Laboratory, Huntington Medical Research Institute, and Idealab, it is a hub of engineering, high tech, education, and healthcare. Major tenants here include the Parsons Corporation, Kaiser Permanente, and Bank of America. Several major tenants left the submarket in 2017, most notably Jacob's Engineering, which relocated its headquarters to Dallas. This has contributed to the overall negative absorption and a slight rise in vacancies. This weighed on rent growth, with gains here ranking near the bottom of LA submarkets. Investment volume remained robust last year, although not on par with the record-setting pace established in 2016.



Select Office Market Overview

Los Angeles Select Class A Office Submarket Cluster Statistics

AT END OF 2017 Q4 Market	Existing Inventory		Vacancy		YTD Net Absorption	YTD Deliveries	Under Const. SF	Qouted Rates	
	# Bldgs	Total RBA	Direct SF	Total SF					Vac %
Burbank/Glendale/Pasadena	139	22,830,281	2,612,415	2,718,188	11.9%	(95,587)	0	339,334	\$38.72
Downtown Los Angeles	82	39,117,247	4,863,149	5,010,901	12.8%	(44,070)	0	936,101	\$39.31
Mid-Cities	11	1,253,306	152,345	156,181	12.5%	27,204	0	0	\$32.64
Mid-Wilshire	107	19,776,934	2,818,960	3,008,506	15.2%	(3,318)	67,787	1,832,746	\$39.71
San Fernando Valley	96	13,354,291	1,622,824	1,656,181	12.4%	(36,841)	0	89,158	\$32.33
San Gabriel Valley	27	2,945,568	293,341	298,793	10.1%	32,670	0	0	\$30.58
Santa Clarita Valley	29	2,350,411	206,611	235,936	10.0%	638	0	227,556	\$31.11
South Bay	147	25,311,937	3,663,234	3,971,583	15.7%	(117,139)	0	604,000	\$35.96
Totals	638	126,939,975	16,232,879	17,056,269	13.4%	(236,443)	67,787	4,028,895	\$35.05

Pasadena/Arcadia/Monrovia Select Class A Submarkets Office Market Statistics

AT END OF 2017 Q4 Market	Existing Inventory		Vacancy		YTD Net Absorption	YTD Deliveries	Under Const. SF	Qouted Rates	
	# Bldgs	Total RBA	Direct SF	Total SF					Vac %
Burbank	45	7,601,166	583,325	616,520	8.1%	17,222	0	0	\$41.51
El Segundo	40	9,227,766	983,578	1,143,918	12.4%	(11,612)	0	97,000	\$46.46
Encino	26	3,610,290	353,683	365,878	10.1%	46,791	0	0	\$32.69
Olympic Corridor	17	2,631,156	173,559	227,496	8.6%	(2,056)	0	80,340	\$51.18
Pasadena/Arcadia/Mon.	51	6,970,529	832,584	866,903	12.4%	(24,919)	0	82,000	\$38.20
Studio/Universal Cit.	11	1,874,872	56,482	56,482	3.0%	4,586	0	0	\$39.96
Thousand Oaks/SE Cou.	15	2,011,369	465,666	467,194	23.2%	(31,117)	0	0	\$31.68
Torrance	27	2,488,255	375,244	384,364	15.4%	(46,891)	0	0	\$35.27
Westwood	26	5,768,156	599,173	669,665	11.6%	(79,112)	0	0	\$51.59
Woodland Hills/Warne.	13	3,698,153	421,574	432,087	11.7%	6,944	0	0	\$34.59
Totals	271	45,881,712	4,844,868	5,230,507	11.4%	(120,164)	0	259,340	\$40.31

Source: CoStar

Rent Comparables

PASADENA RENT COMPS Q1 2017 - Q1 2018										
Commencement	Tenant	Occupancy Address	RSF	Occupancy at Lease	FS/Rent	Term	TI/RSF	Free Rent	Escalations	Comments
1st Q/ 2018	Transdigm, Inc.	35 N. Lake	5,405	67.2%	\$3.20	66 mos.	\$25	6 mos.	3%	New Deal
1st Q/ 2018	Westminster Title Co.	790 E. Colorado Blvd.	2,378	68.0%	\$3.35	39 mos.	Spec Suite	3 mos.	3%	New Deal
1st Q/ 2018	Gemdale	680 E. Colorado Blvd.	8,776	50.8%	\$3.55	90 mos.	\$65	6 mos.	3%	New Deal
1st Q/ 2018	Quintus Financial	201 S. Lake	1,006	NA	\$3.30	12 mos.	As-Is	None	None	New Deal
1st Q / 2018	Amerilink	201 S. Lake	1,587	NA	\$3.20	38 mos.	\$8	2 mos.	3%	New Deal
1st Q/ 2018	Assured Partners	790 E. Colorado Blvd.	3,048	55.1%	\$3.20	65 mos.	Spec Suite	5 mos.	3%	New Deal
1st Q/ 2018	Hong Kong Airlines	1055 E. Colorado Blvd	2,268	65.6%	\$3.35	52 mos.	Spec Suite	4 mos.	3%	New Deal
4th Q/ 2017	Rockley Photonics	234 E. Colorado	6,565	72.5%	\$3.35	64 mos.	\$32	4 mos.	3%	Relocation expansion
3rd Q/ 2017	Amphenol	1055 E. Colorado	2,996	NA	\$3.30	48 mos.	As-Is	2 mos.	3%	Lease Renewal
3rd Q / 2017	Stone Busailah	1055 E. Colorado	3,773	NA	\$3.25	48 mos.	Spec Suite	3 mos.	3%	New Deal
1st Q / 2017	American BD Investment	2 N. Lake	3,536	NA	\$3.05	63 mos.	\$35	3 mos.	3%	New Lease
1st Q / 2017	Kearney & Baker	2 N. Lake	2,268	NA	\$3.05	62 mos.	\$55	2 mos.	3%	Lease Renewal
1st Q / 2017	City National Bank	55 S. Lake	5,163	84.5%	\$3.75	65 mos.	\$40	5 mos.	3%	New Lease
1st Q / 2017	Whitemoon Dreams	625 Fair Oaks, S. Pas.	10,794	NA	\$2.70	64 mos.	\$30	4 mos.	3%	New Lease
1st Q / 2017	Psomas	225 S. Lake	7,137	NA	\$3.05	60 mos.	\$54	None	3%	Downsize existing lease
1st Q / 2017	Hoffman Foundation	225 S. Lake	2,165	NA	\$3.00	36 mos.	\$10	None	3%	Lease Renewal
1st Q / 2017	FTI	55 S. Lake	11,039	NA	\$3.75	60 mos.	\$45	None	3%	Lease Renewal
1st Q/ 2017	Shanghai Investments	70 S. Lake	1,847	NA	\$3.50	84 mos.	\$70	None	3%	New Deal
1st Q/ 2017	Xiamen Airlines	80 S. Lake	1,406	92.9%	\$3.60	62 mos.	\$15	2 mos.	3%	New Deal
1st Q/ 2017	Invitation Homes	465 Halstead	10,566	90.1%	\$2.65	60 mos.	\$70	None	3%	New Deal
TOTAL AVERAGE			4,686	71.9%	\$3.26	57 mos.	\$40	2.5 mos.	3%	
0.5 MI PROXIMITY AVERAGE			3,752	66.4%	\$3.25	52 mos.	\$43	1.8 mos.	3%	

*Rows highlighted in dark grey represent comparables within 0.5 miles of the Property.

The following is the multi-phased marketing process we intend to use to maximize the awareness of the project to the broadest prospect base possible. This step-by-step process has proven successful in penetrating the marketplace and providing the results our clients mandate.

Phase I: Pre-Marketing, Consulting/Planning/Pricing

Market and Asset Strategy

- Evaluate market supply/demand dynamics
- Identify competitive properties
- Define ownership's goals
- Define asset position in market
- Establish pricing and marketing strategy
- Perform ongoing market analysis

Phase II: Marketing Schedule & Materials

Marketing Schedule And Goals

- Target canvassing plan
- Broker mailing schedule
- User mailing schedule

Tenant Target List

- Develop target list utilizing these third party databases:
 - Dun & Bradstreet
 - Costar Tenant
 - Sales Genie
 - Xceligent CDX/Tenant Data
- Target existing companies by industry type, size and location:
 - SIC Codes
 - NAICS Codes
 - Size range occupied
 - City location
 - HQ/Branch

Broker Target Lists

We have a target broker list comprised of local and regional brokers that will be the key targets of our awareness campaign discussed in Phase Three.

Produce Brochure (Print And Electronic Media)

A color brochure will be professionally designed utilizing property photographs, site plans, aerials and area maps. The brochure will be used in the broker and user mailing campaigns.

Install Signage

If desired, signs can be placed on the front of the property to create maximum exposure.

3rd Party Listing Companies

All 3rd party listing firms will be notified of the offering. Companies will include AIR-E-multiple, 10 websites syndicated through Buildout, LoopNet, Smith Guide, and CoStar.

Phase III: User Awareness

Mailing Campaign To Target User Groups

A direct-mail campaign aimed at all target user groups will be undertaken. We will make use of our personal database on a local and regional basis. In addition, we will create new lists from the target groups referenced in Phase I, utilizing both e-mail and traditional US mail.

Personal Canvassing By Marketing Team

In person canvassing and telephone prospecting will be undertaken in the immediate area and throughout the local markets in conjunction with our databases and our on-going relationships with local and regional users in the marketplace. The marketing team will launch a strategic canvassing campaign that will contact users daily.

Phase IV: Broker Awareness

Solicit Brokerage Cooperation

The outside brokerage community is one of the most critical elements in our marketing plan. Through a regular, process-oriented program we will insure that the outside brokerage community becomes educated and knowledgeable of the subject property. All brokers will be encouraged to cooperate and solicit their prospects on our behalf.

Immediate NAI Capital Network Exposure

An overview flyer of the property will be communicated to all agents within NAI Capital. Our company's opportunity broadcast allows us to communicate with all NAI Capital and NAI Global offices worldwide on an immediate basis.

Immediate Notification to All Brokers Of The Offering

An immediate e-mail/fax information sheet on the property will be distributed to all active brokers in Southern California region as well as key Tenant Representation brokers. Brokers will receive detailed property information on the opportunity.

Broker Updates

All target brokers will receive periodic updates on the availability of the property.

Target Most Active Southern California Brokers For Personal Contact

Certain brokers are more active than others in the markets surrounding the subject property. The marketing team will contact to the most active brokers in those areas to discuss the property, its attributes and benefits.

Phase V: Transaction Management and Reporting

Informational Exchange/Reporting

Updates will be provided on an ongoing basis at the Ownership's specific direction. The team will provide:

- Direct weekly communication
- Written bi-weekly marketing summaries

Critical Path Negotiations

Upon identifying viable prospects, a "critical path" will be identified to expose potential obstacles and to develop solutions.

Transaction Management and Closing

Negotiations will be led by us in collaboration with ownership to meet the specific goals of the ownership.

Value Added Services

NAI Capital's marketing philosophy is to execute assignments in order to maximize the opportunity for success.

Personal Attendance on Property Tours

We will accompany principals and cooperating brokers on all project tours. The property tour provides the opportunity to communicate the benefits and features of the property, overcome objections, and learn more about the motivations of the prospective buyer. All tours will be conducted at appropriate times to minimize disruption to the current tenancy.

Problem Solving

Every transaction requires a special combination of problem-solving techniques and business acumen. In addition to the many years of practical experience that we bring to your account, we have built long-term relationships with the following constituencies, who at your direction will help you navigate the process, provide timely solutions, and add value to your asset.

- Architects, attorneys, general contractors, specialty contractors, project managers, civil engineers, environmental engineers, material handling specialists, furniture suppliers, and telecom specialists.

Marketing Materials

As part of an overall marketing strategy which positions assets as premier investment opportunities, NAI Capital and NAI Global utilizes premium custom graphics along with high-quality interior and exterior photography on all offering memoranda and other marketing materials.

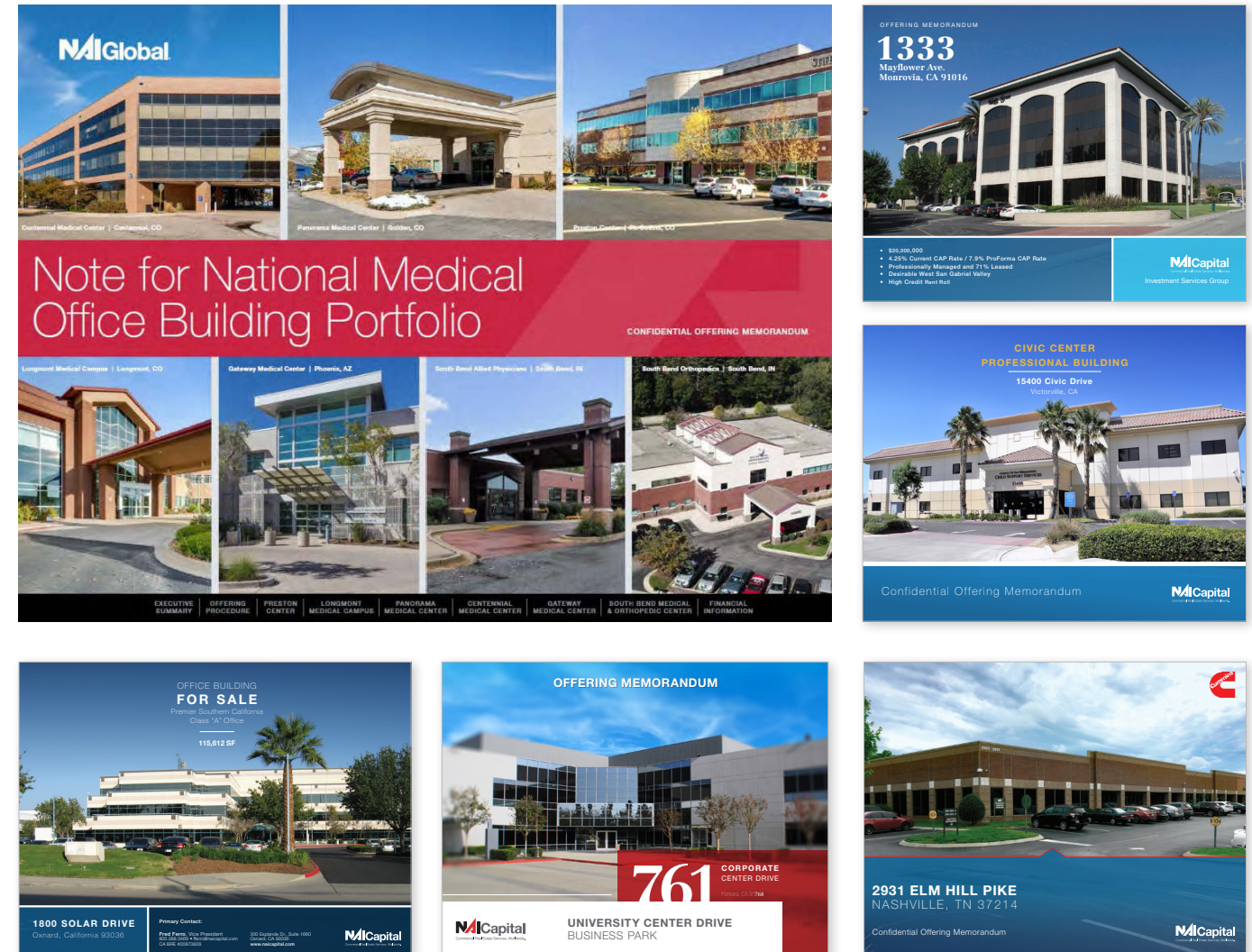


NAI Capital
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

OFFICE SPACE FOR LEASE

PASADENA FINANCIAL
CENTER

Office Space For Lease | Pasadena CA 91101



NAI Global

Confidential Medical Center | Cotuit, MA
Pasadena Medical Center | Boston, MA
Parsons Center | Westborough, MA

Note for National Medical Office Building Portfolio
CONFIDENTIAL OFFERING MEMORANDUM

Longmont Medical Center | Longmont, CO
Gateway Medical Center | Phoenix, AZ
South Bend Allied Physicians | South Bend, IN
South Bend Orthopedics | South Bend, IN

EXECUTIVE SUMMARY | OFFERING PROCEDURE | PRESTON CENTER | LONGMONT MEDICAL CAMPUS | PANORAMA MEDICAL CENTER | CENTENNIAL MEDICAL CENTER | GATEWAY MEDICAL CENTER | SOUTH BEND MEDICAL & ORTHOPEDIC CENTER | FINANCIAL INFORMATION

1333
Mayflower Ave.
Monrovia, CA 91016

- \$20,200,000
- 4.25% Current CAP Rate / 7.5% Proforma CAP Rate
- Professionally Managed and 71% Leased
- Operates West San Gabriel Valley
- High Credit Real Estate

NAI Capital
Investment Services Group

CIVIC CENTER PROFESSIONAL BUILDING
15400 Civic Drive
Vancouver, WA

Confidential Offering Memorandum

NAI Capital

OFFICE BUILDING FOR SALE
Prime, Class "A" Office
115,812 SF

1800 SOLAR DRIVE
Orland, California 95026

Primary Contact:
Ajeet Puri, Vice President
800.228.2800 | ajeet.puri@naicapital.com
CA 916 4007823

800 Engineers Dr., Suite 1000
Pasadena, CA 91101
www.naicapital.com

NAI Capital

OFFERING MEMORANDUM

761 CORPORATE CENTER DRIVE
Pasadena, CA

NAI Capital UNIVERSITY CENTER DRIVE BUSINESS PARK

2931 ELM HILL PIKE
NASHVILLE, TN 37214

Confidential Offering Memorandum

NAI Capital



Building Recommendations



1. Preparations and Renovations:

- Rebrand the Project
- Merge and integration of the Soup Plantation space and the center court yard. To create form function and Utility,
- Refresh of hallways/corridors, elevator floor lobbies
- Activate engagement between tenants within the common area, get to know advertisements in lobby of elevators to create situations for communication
- Wi-fi connectivity in the exterior common areas
- Greater use of social media, web design in the rebranding of the project
- Demonstration Space
 - Tradition
 - Creative
 - Benching / open
 - Hybrid 70/30
- Controllable environments, flex hours to capture the younger labor force. The odd hour workers.

2. Incentives and Concessions:

- Consider \$100.00 gift card for agents who tour with la 10,000 tenant requirements
- Timely 100% payment of commissions upon execution
- Promote building signage and advertising opportunities -Those situations to create tenant to tenant communications
- Building Hot Sheet illustrating all connectivity options.
- Kick off open house/party for the rebrading of the project.
- Rental Abatement in the market is currently 6 months free on a 10 year, 3 months free on a 5 year and zero for a 3 year term.
- Moving allowances the market has never required it since 1989/90
- Parking incentives occasionally negotiated. It comes in form of 1 year only as 1/2 the parking rate or as 6 months of free parking.
- Conference facility usage on a month basis for a number of hours as free use. These are to be negotiated as needed and we find technology companies are attracted to this amenity
- After hour usage to be negotiated. More users a seeking this with flex hours operation and the accounting industry is demanding it.

3. Marketing and Lease up:

- Marketing boards and/or sample suites
- CAD generated floor plans. More technology tenant take make use to generate a self plan. The number of engineering/architectural firms in the city find these of use.
- Tenant advertising, learning and collaborative situations in elevators and common spaces.

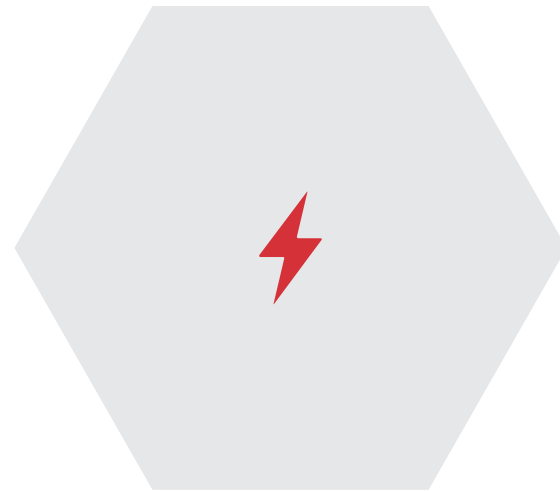
4. Project Economics

Asking Rental Rates for the building are \$3.60.

5. Listing Commission Rates and Structure

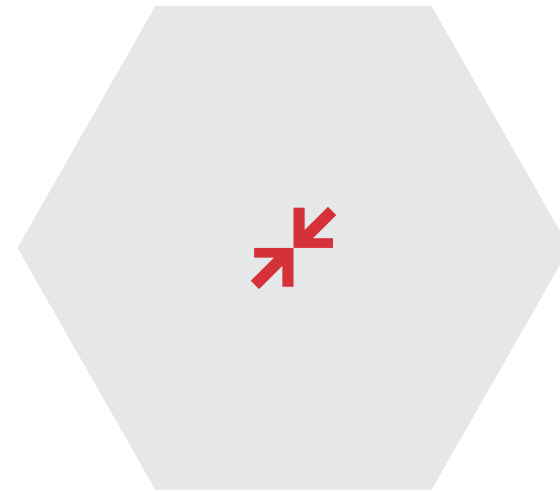
- Landlord / Tenant Separate Brokerage representations: 6% total rental fee (2% to NAI Capital, 4 % to the Tenant's agent)
- Dual representation of both Landlord and Tenant: 5% of the total rental
- Renewals are 2%

SWOT ANALYSIS



Strengths

- Onsite Conference Center
- Building Security
- Onsite Management
- Location
- Size
- Amentites
- Visibility
- Parking Spaces
- Prestige
- Diversified Tenant Roster



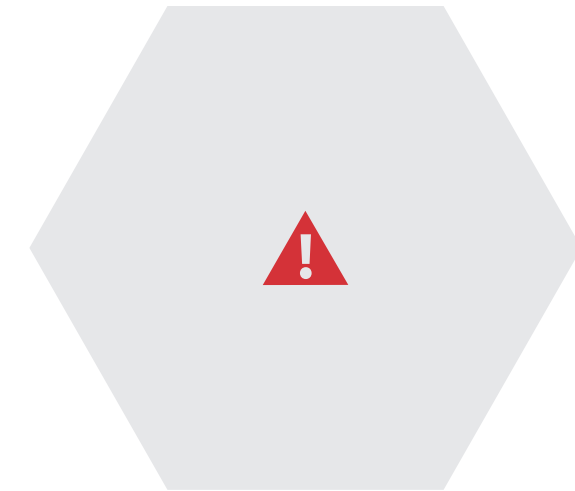
Challenges

- Parking Circulation
- No Hotels Nearby
- Soup Plantation Area
- Outdoor Green Area



Opportunities

- Teaching Opportunities
- Hotel/Boutique Developement
- Innovation - Soup Plantation Space
- Cross Fit - Outdoor Training
- Rebranding - Contest
- Wi-Fi in Common Areas
- Alcohol
- Co-Work Operator

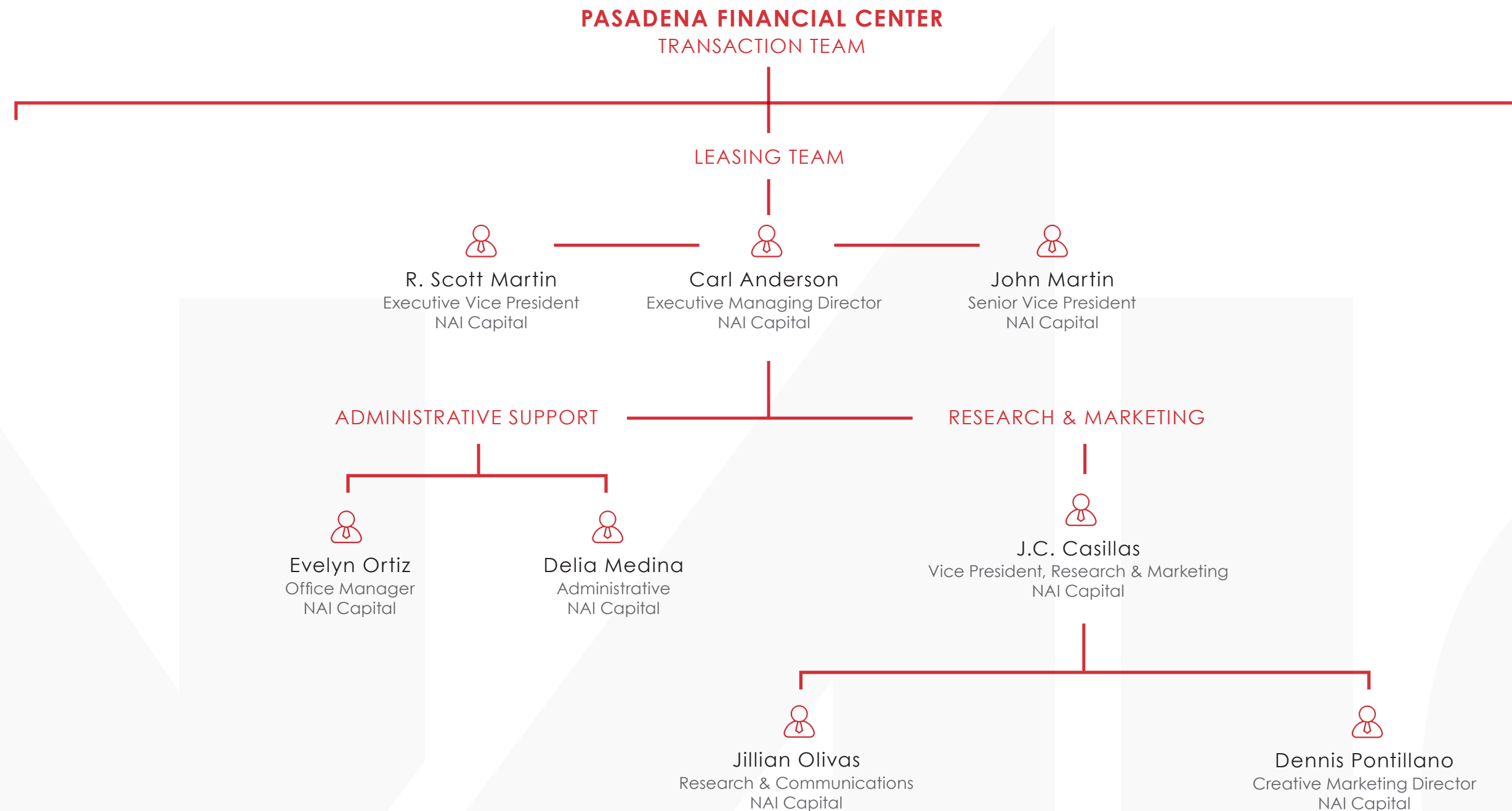


Threats

- Creative Environments
- Connectivity
- Competition of other Buildings
- Construction Disruption
- Glendale Market Economics

Transaction Team

NAI Capital has assembled a team of real estate professionals specifically qualified to market and manage office properties across all market segments and asset classes due to their vast experience and their unique understanding of the global and domestic markets. Our seasoned team of office professionals have over 150 years of industry experience across diversified disciplines including office leasing, retail leasing, dispositions, management and finance. We combine the highest level of real estate and finance expertise with true operating experience, providing our clients with a unique understanding of this complex.





John Martin

Senior Vice President
CA BRE License #:01280892

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✉️ jmartin@naicapital.com

225 South Lake Ave, Suite 1170
Pasadena, CA 91101

Scope of Service Experience

John T. Martin joined NAI Capital Commercial in 2001 specializing in office leasing and sales within the West San Gabriel Valley area, with an emphasis in Tenant representation in the Burbank, Glendale and Pasadena office markets.

John's success is attributed to his in-depth market knowledge, his strong communication skills and his tenacious approach in achieving his client's objectives. Recently represented clients include: Community Bank, Union Bank of California, Merrill Lynch, Capital & Counties, USA, Inc., Pasadena Council of Alcoholism and Drug Dependency, Moroch Advertising, GTE, Core Software, Inc., and Robert L. Bender & Associates, Cass and Johansing, Medevante 401K services and many more. Within the last 12 months John has brokered subleases for, KBK Financial, Rauxa Direct, Fulcrum Microsystems, and Broadcom Corporation. John dedicates his depth of market knowledge, energy, and philosophy to meeting the needs of the clients he serves.

Background & Experience

Over the past two years John has qualified for the distinguished level of the companies Capital Club ranking him amongst the top producing brokers at NAI Capital, Inc.

Prior to joining NAI Capital Commercial John was an Associate Broker with Charles Dunn Company. In addition to his brokerage experience John honed his technical expertise by running the research department in the Los Angeles office. There he mastered the technological skills that enable him to track market trends, analyze data, and position his client's needs within a given market.

John is a native of Southern California, and a graduate of Loyola High School. John received a Bachelor of Arts degree in Business Administration with a minor in International Business from Regis University in Denver, Colorado.

John currently resides in Pasadena with his wife Shawna and enjoys golfing, snowboarding and fly-fishing.



R. Scott Martin, SIOR

Executive Vice President
CA BRE License #:00992387

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225 South Lake Ave, Suite 1170
Pasadena, CA 91101

Scope of Service Experience

30 year veteran in office sales and leasing. He has a vast experience as a leasing specialist on both the landlord and tenant side with over 950 transactions closed. He has an astute market knowledge that provided the ability to take a 360' look at every transaction. Founded Team Martin which brings Office Leasing and Investment Sales together in a cohesive manner to analyze and assess strategic positioning of real estate. With focus on the Tri-Cities and West San Gabriel Valley office markets and providing exceptional service to both Landlord and Tenant sides of Lease transactions has promoted a keen ability to effectively close transactions. Martin's syndication of real estate investments also has shaped his ability to seek cash flow opportunities for clients across the USA. In addition, Martin's association with SIOR has forged the ability to facility leasing needs around the World and keep a cutting edge over competition.

Background & Experience

Scott has successfully closed over \$1.2 Billion in commercial real estate transactions in his career. What helped contribute to his success was a basic understanding of what drives business of all types to the market. As an SIOR designee, Scott continues to maintain a cutting comprehension of all aspects of office space utilization, market segmentation and strategic negotiating style that yields repeat clients and high quality of success. Scott provides product knowledge and marketing expertise. His success in his lease transactions come from his poised and artful negotiating tactics. He has succeeded in the closure of over 825 lease transactions. Mr. Martin prides himself in the vast local market knowledge and keen eye for value, which has created closure of many sales. He currently is serving as SIOR Chairman of Non-Due Revenue committee. Additionally, Mr. Martin co-manages the Pasadena office for NAI Capital, serves in Pasadena Tournament of Roses Association and founded Good Christian Men of Pasadena.



NAI Capital offers a full range of commercial real estate brokerage services to meet the needs of real estate owners, occupants and investors.

With coverage throughout the world, NAI Capital brokerage professionals provide local market knowledge whether you are looking to lease, acquire or dispose of a single property or a portfolio of properties.

Our professionals do more than simply facilitate a transaction. They work closely with clients to assess the ways in which real estate issues relate to—and can contribute to—an organization’s strategic business objectives. To achieve each client’s goals, we tap the experience of our local offices and specialty groups as well as our world-class market research. The unmatched combination of NAI Capital’s detailed analysis, specialty expertise, extensive properties database and local market knowledge allow our professionals to provide customized solutions that support business and real estate objectives.

At NAI Capital, our goal is to provide clients with the information you need to make informed decisions, seize market opportunities and execute real estate strategies that make sense today as well as long-term. Our professionals are specialists, focusing on one or more of the following property

types – office, industrial, retail, investment, multi housing and land. Buyers and sellers look to us for a comprehensive approach to transactions. In addition to site selection and sale negotiations, we also provide:

- Comprehensive analysis of real estate needs
- Interpretations of market trends relevant to your initiatives
- Occupancy projections and budgeting
- Assist in identifying debt and/or equity sources

Owners and landlords rely on NAI Capital for value-added brokerage services, including:

- Qualification of prospects
- Recommendations on pricing and positioning for long-term value
- Analysis of the competition and their affect on your business objectives
- Maximization of occupancy levels
- Demand based project leasing

NAI Capital Property Management is a full service firm providing quality, cost-effective property management to institutional and local owners of real estate. NAI Capital Property Management professionals specialize in their field, and can offer solutions that match up with each client’s needs by property type; Retail, Industrial, Office or Medical.

NAI Capital’s Property Management solutions offer real estate owners strategic advice and an integrated approach to managing their real estate assets by combining transaction, valuation, consulting, investment and property management. We are focused on achieving our client’s objectives. Working closely with each property owner we provide local market expertise and leadership combined with access to a national and global network. With 7,000 professionals in 400 offices around the world, providing property management services to over 425 million square feet of space, our reputation for excellence is based on our ability to deliver solutions for companies locally, nationally and globally. Drawing from our world of best practices, our experts provide a full spectrum of capabilities including:

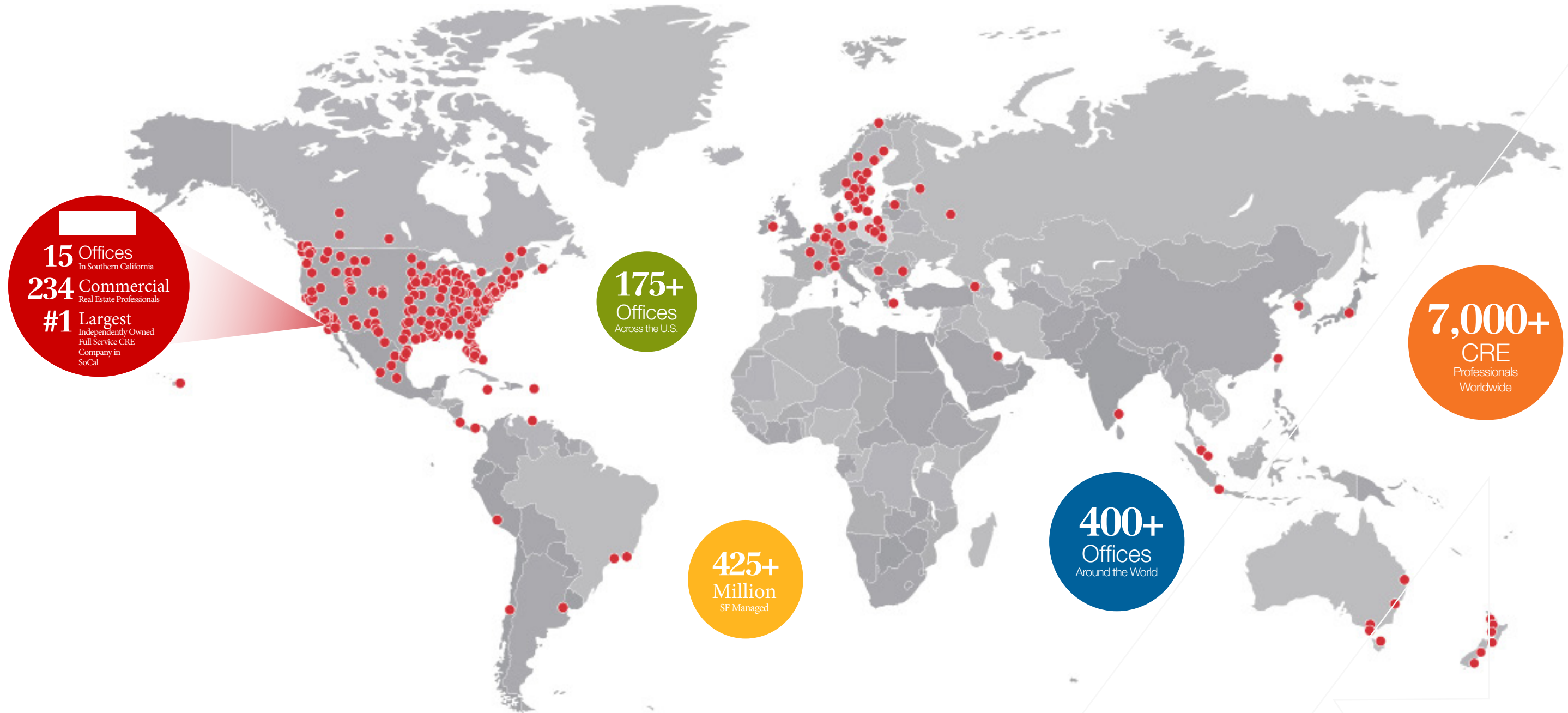
- Expense Reduction Program
- Tenant Relationship Strategies
- Maintenance and Engineering
- Due Diligence and Property Inspections
- Financial Reporting
- Project Management
- Facilities Management
- Security and Life Safety
- Sustainability
- Receivership
- Consulting
- Due Diligence



PASADENA FINANCIAL CENTER

NAI Capital is the largest independently owned full service commercial real estate firm headquartered in Southern California. As one of the largest members of NAI Global, the premier managed commercial real estate service network with 400 offices and 7,000 market leaders spanning the globe, NAI Capital provides a complete range of transaction, valuation, investment, property management and consulting services.

By leveraging our local expertise with our global reach, NAI Capital offers innovative, customized solutions and seamless service to owners, tenants, investors and developers throughout Southern California. NAI Capital clients have built their businesses on the power of our expanding network. We are a dynamic growing commercial real estate company. At NAI Capital we work together putting our clients first.





PASADENA FINANCIAL CENTER

ABOUT NAI GLOBAL

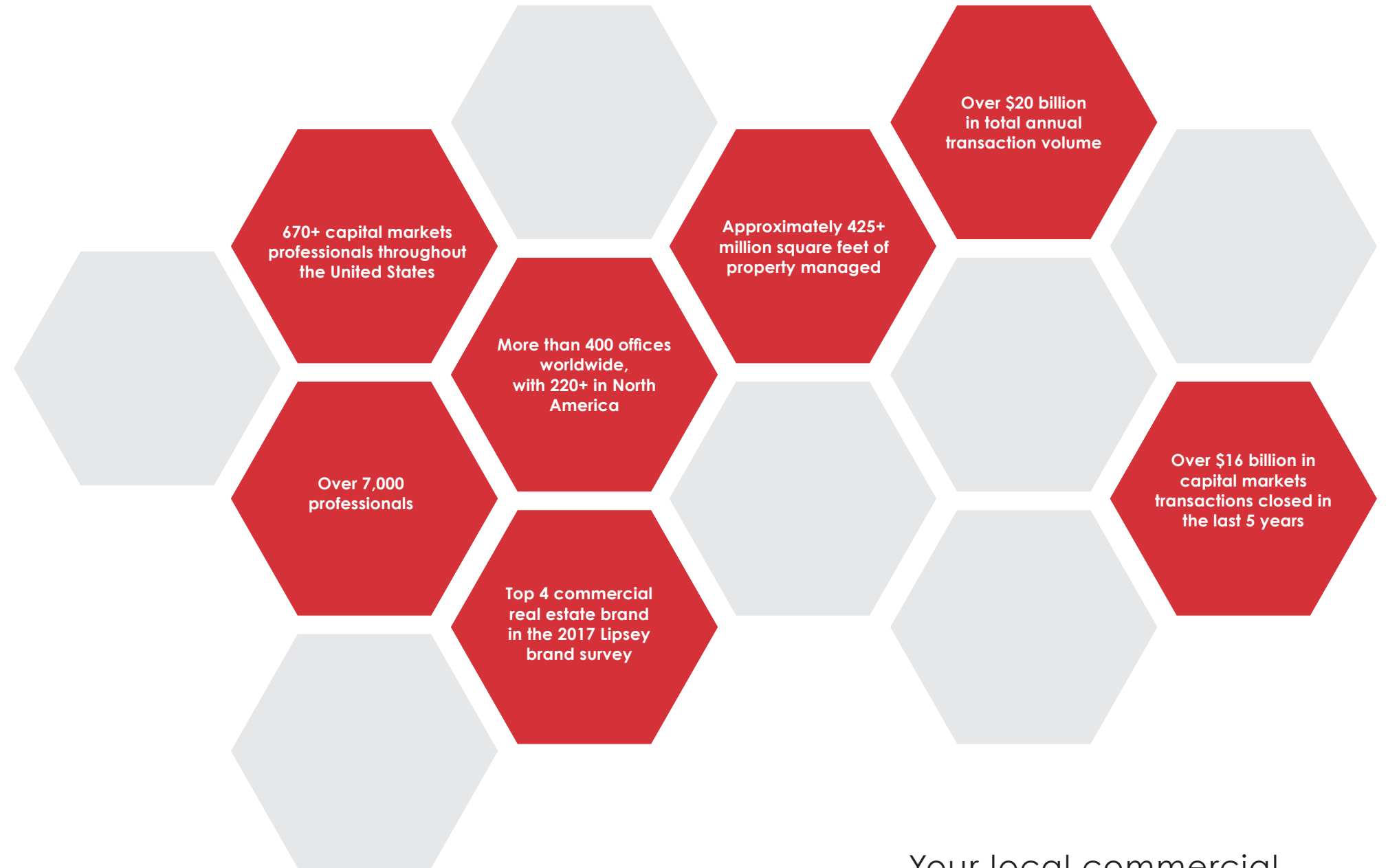
A global commercial real estate firm built for your success.

Commercial Property & Note Sales, Advisory Services, Leasing, Property Management, and Tenant Representation

NAI Global is a leading global commercial real estate brokerage firm. NAI Global offices are leaders in their local markets and work in unison to provide clients with exceptional solutions to their commercial real estate needs. NAI Global has more than 400 offices strategically located throughout North America, Latin America, Europe, Africa and Asia Pacific, with over 7,000 local market professionals, managing in excess of over 425 million square feet of property. Annually, NAI Global completes in excess of \$20 billion in commercial real estate transactions throughout the world.

Whether you need to sell, lease, finance, or manage commercial property in your market or around the world, your nearby NAI Global offices are your local points of entry into a world of cohesive, creative solutions in commercial real estate.

NAI Global by the numbers



Your local commercial real estate expert. **Everywhere.**