

LIFE SCIENCE RESEARCH & DEVELOPMENT INVESTMENT OPPORTUNITY

Sale Leaseback



3105

WILLOW LANE

THOUSAND OAKS, CA

EXCLUSIVELY OFFERED BY:

MATT EHRLICH

Executive Vice President

818 933 2364

mehrllich@naicapital.com

Cal DRE Lic #01936772

SEAN IEZZA

Associate

818 742 1620

siezza@naicapital.com

Cal DRE Lic #02220089

NAI CAPITAL COMMERCIAL

15821 Ventura Blvd., Suite #320

Encino, CA 91436

818 905 2400

naicapital.com

NAI Capital | **INVESTMENT**
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE | SERVICES GROUP

The Offering

NAI is excited to present a prime investment opportunity at 3105 Willow Lane, in Thousand Oaks, California. The +/-26,339 square-foot Industrial/Research and Development facility is located within the heart of Thousand Oaks, just off the 101 Freeway at Hampshire Blvd. The property is currently 100% occupied by Natren Probiotics, a respected leader in the health and wellness sector, which has owned and occupied the building since 1990. In 2018 Natren invested significant capital having expanded their facility & it's capabilities, to its current size, ensuring the facility will meet their operational demands for many years to come.

Natren will enter into a long-term absolute NNN leaseback at the close of escrow, providing investors with a stable and predictable income stream. The property is situated in Thousand Oaks, which is prominent hub for biotech, research, and development, with a strong tenant base that includes major industry players such as Amgen and Alexandria Real Estate Equities. This makes the location especially attractive for businesses in the life sciences and R&D sectors. Thousand Oaks boasts a robust infrastructure, convenient proximity to top-tier universities, and a heavy concentration of other biotech industry leaders, creating a highly desirable environment for these businesses.

Conveniently positioned immediately off the 101 Freeway, the property offers exceptional accessibility to both Ventura and Los Angeles counties, providing direct access to key transportation routes and regional markets. With a long-term, entrenched, creditworthy tenant in place coupled with their highly desirable location, this offering represents a rare opportunity to acquire a fully leased asset in one of Southern California's most sought-after business hubs.

BUILDING SUMMARY

Rentable Square Feet:	+/- 26,339 SF
Land:	+/- 26,136 SF (Lot size subject to change once lot line adjustment has been finalized)
Year Built:	1978 (Expanded 2018)
Zoning:	M1
Ceiling Height Range:	12'-30'
Loading:	1 Dock High, 1 Ground Level Loading
Parking:	+/- 30 Spaces
Lease:	100% NNN Lease Commencing at Close of Escrow
APNs:	676-0-150-315
Property Type:	Industrial/Research and Development



OVERVIEW

Address:	3105 Willow Lane, Thousand Oaks
Tenant:	Natren Probiotics
Lease Commencement	Commencement at Close of Escrow
Lease Term	7 Years
Lease Rate:	\$48,125 per Month NNN
Rental Increases:	3% per year
Occupied Space	Entire 26,339 SF Building
Lease Form	NNN Lease
Options to Renew	Two (2) Five (5) year options to extend

Tenant Overview

Natren, Inc. is a globally recognized leader in the development, production, and delivery of premium probiotics and probiotic-based supplements. Founded by Natasha and Yordan Trenev, the company pioneered the modern probiotic industry and is credited with coining the term “probiotics.” Over the years, Natren has solidified its reputation as the “gold standard” in probiotic products, distinguished by an unwavering commitment to scientific research, cultivation expertise, and stringent quality control.

Natren’s facility in Southern California serves as the heart of its operations, where the entire process of cultivation, quality control, and manufacturing takes place in a temperature-controlled environment. This facility is unique in the probiotics industry, as Natren is the only company to operate its own pharmaceutical-grade manufacturing plant. The company’s stringent adherence to maintaining a cold chain throughout production and shipping ensures the preservation of the potency and integrity of its probiotics.



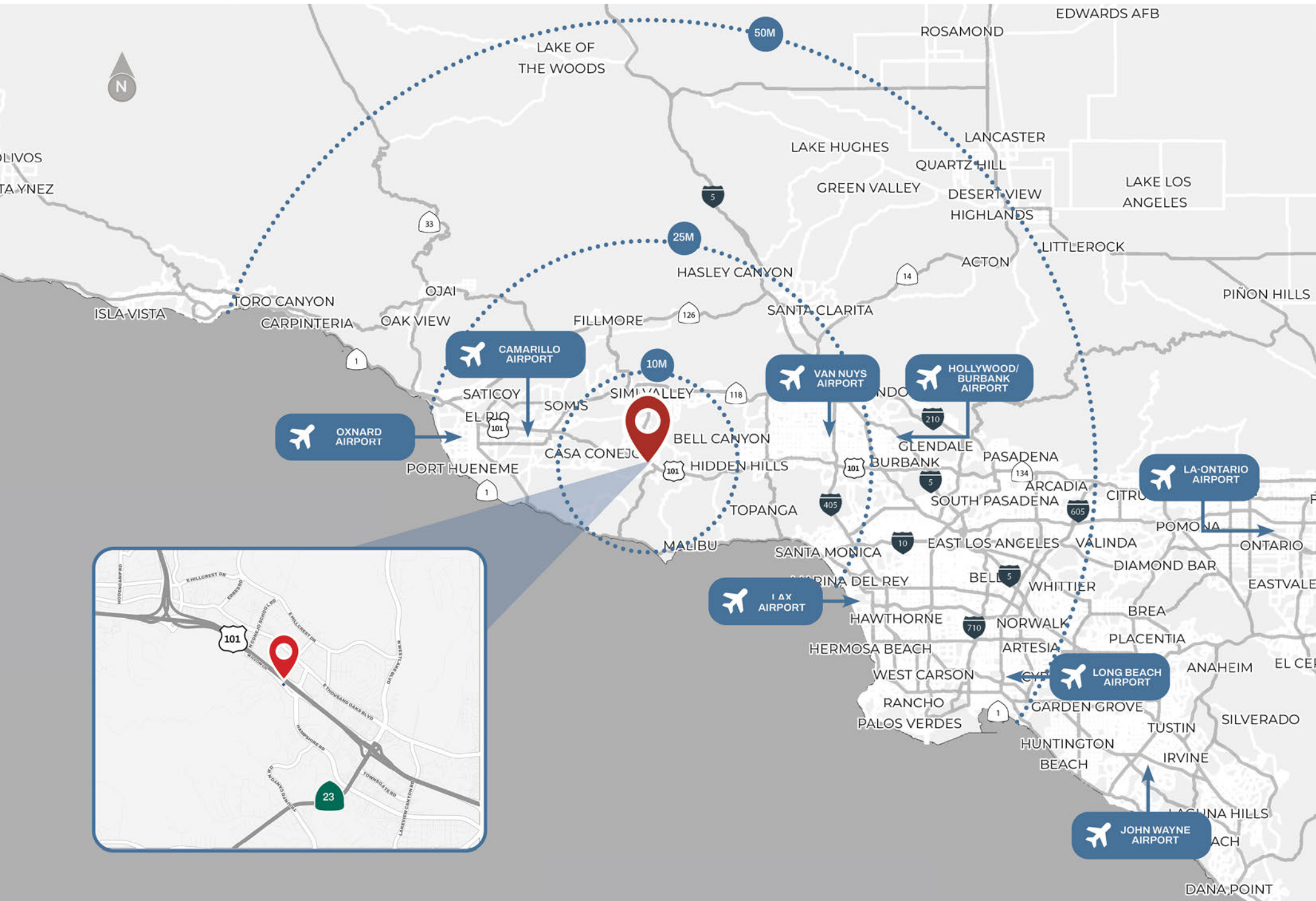








TRANSPORTATION MAP



Thousand Oaks, CA | Area Overview

Located 12 miles inland from the Pacific Ocean and nestled against the pristine Santa Monica Mountains, Thousand Oaks is surrounded by legally protected open spaces and rolling green hills, ensuring its natural beauty remains intact. This environmentally conscious Southern California community is ideal for both business growth and family life. Renowned as one of the safest cities in the United States, its name reflects the iconic oak trees that characterize the Conejo Valley. Thousand Oaks embraces its rich agrarian past while evolving into an eclectic and affluent hub.

Developed as a planned community by the Janss Investment Company in the 1950s, Thousand Oaks and neighboring Newbury Park represent thoughtful suburban development. As Ventura County's second-largest city, it lies nearly equidistant between Los Angeles and Santa Barbara, offering convenient access to both urban centers. Coastal breezes from Malibu maintain mild year-round temperatures, creating an inviting climate for residents and businesses alike.

Spanning approximately 55.33 square miles, the city dedicates nearly a third of its land to open-space nature areas. Thousand Oaks is bordered by Moorpark, Simi Valley, Oak Park, Westlake Village, Hidden Valley, and Camarillo, with Highway 101 running through the city and Highway 23 connecting it to the 118 Freeway. Its strategic location places it just 35 miles from Downtown Los Angeles and 56 miles from Santa Barbara, with easy access to Woodland Hills and other key destinations.

Thousand Oaks showcases a dynamic entrepreneurial spirit, particularly through its thriving biotech sector. Home to industry leaders like Amgen, Takeda Pharmaceutical Company, and Skyworks Solutions, the city also hosts Sage Publications, a prominent academic publisher. The economy is further bolstered by service, retail, and education sectors, alongside a vibrant small-business community.

City of Thousand Oaks: Principal Employers

Rank	Employer	Employees
1	Amgen Inc.	5,000
2	Conejo Valley Unified School District	3,010
3	Los Robles Regional Medical Center	1,800
4	California Lutheran University	1,316
5	Skyworks Solutions Inc.	612
6	City of Thousand Oaks	530
7	Takeda Pharmaceutical Company	526
8	Sports Academy	400
9	PennyMac	376
10	Sage Publications	336

Source: City of Thousand Oaks CAFR, 2024

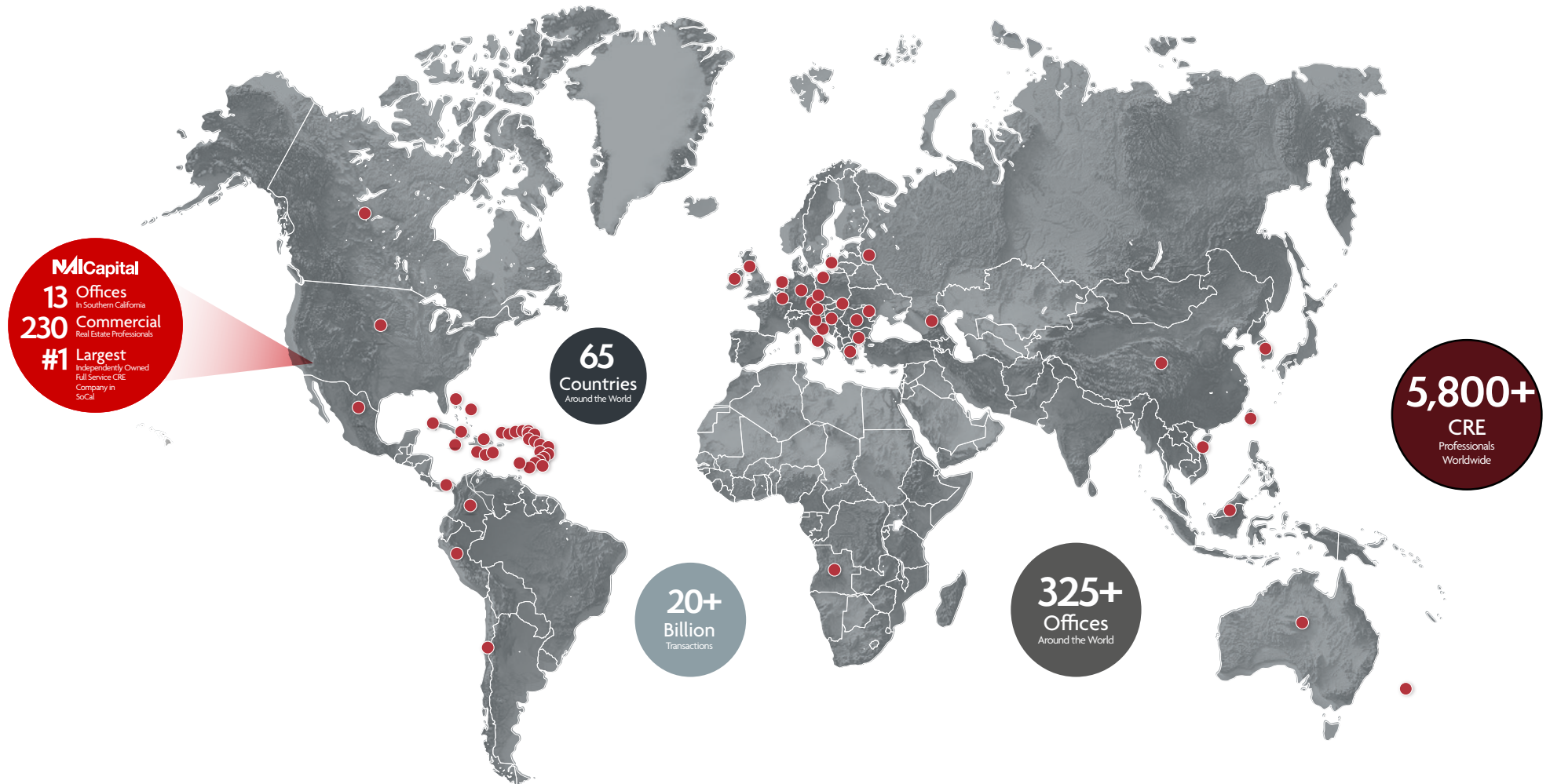


AREA DEMOGRAPHICS

Population	1 Mile	3 Miles	5 Miles
Estimated Population (2024)	10,135	52,837	137,859
Projected Population (2029)	9,919	51,788	133,722
Census Population (2020)	10,252	52,718	140,983
Households	1 Mile	3 Miles	5 Miles
Estimated Households (2024)	4,157	21,613	52,621
Projected Households (2029)	4,109	21,371	51,491
Census Households (2020)	4,090	21,270	52,658
Income	1 Mile	3 Miles	5 Miles
Estimated Average Household Income (2024)	\$148,346	\$187,749	\$195,939
Projected Average Household Income (2029)	\$154,949	\$196,465	\$205,710
Census Average Household Income (2010)	\$89,740	\$122,081	\$124,174
Estimated Per Capita Income (2024)	\$60,885	\$76,869	\$74,933
Projected Per Capita Income (2029)	\$64,226	\$81,146	\$79,359
Daytime Demos	1 Mile	3 Miles	5 Miles
Total Businesses (2024)	1,952	7,179	10,500
Total Employees (2024)	14,616	60,940	83,244

Source: Applied Geographic Solutions





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What makes NAI Capital different? It’s the way we bring people and processes together within a collaborative and entrepreneurial network. It is a strategy that we use to exceed our clients’ expectations. Whatever your real estate needs, we are ready to implement a powerful network, built around you.

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