

A New Construction | ±6,240 S.F. Retail/Medical Building



QUALITY OWNER-USER/INVESTOR OPPORTUNITY IN HIGH TRAFFIC LOCATION

4455
Central Way ■ Fairfield ■ CA

Adria Giacomelli

Forrest Gherlone

Mike Zylstra

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Executive Summary

Cornish & Carey Commercial Newmark Knight Frank is pleased to offer the opportunity to purchase 4455 Central Way in Fairfield, CA (the "Property"). Located immediately off of highly trafficked Interstate 80, the attractive ±6,240 square foot retail/medical building boasts new construction (2009), flexible CR (Regional Commercial) zoning and a strong 4.64 per 1,000 SF parking ratio.

The Property is situated within the Solano County Trade Area which has the fastest projected job growth rate in the Bay Area over the next 20 years. With a variety of hotels and restaurants in the immediate vicinity the site benefits from strong visibility and constant traffic that is enhanced by monument signage.

4455 Central Way is divided into four suites and is currently 49% occupied by two tenants thus enabling an owner/user purchaser to take advantage of attractive Small Business Administration (SBA) financing options requiring only 10% down. The high quality Property is also ideally suited for investors as it provides the combination of in-place stability provided by the existing tenants, with the opportunity to create additional value through the leasing of the remaining vacancies.

Offering Summary

Price: \$1,650,000 (±\$264 per square foot)
Size: ±6,240 square feet
Stabilized Cap Rate: 9.13% (Fully Stabilized)

Exclusive Agents

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Offering Highlights

- Excellent owner/user opportunity with the ability to occupy a portion of the building while collecting cash flow from the in-place tenants.
- Strong location within blocks of the Interstate 80 off-ramp, with easy connection to Interstate 680 and Highway 12. The area is close to Solano Community College and is a regular and convenient stopping point for commuters and vacationers traveling from the East Bay to Sacramento Lake Tahoe.

- Located in the fasted growing region of the Bay Area (the Solano County Trade Area) Fairfield benefits from aggressive, pro-growth government.
- The attractively designed building benefits from a myriad of proximate hotels including Comfort Inn, Best Western, Motel 6, Fairfield Inn and Quality Inn
- Nearby retailers include Starbucks, Jack in the Box, McDonalds, Wendy's, Straw Hat Pizza, Del Taco, Denny's, Arby's, Burger King and Scandia Family Fun Center.
- 4455 Central Way is well-parked at 4.64 stalls per 1,000 square feet. Additionally, the flexible CR (Regional Commercial) zoning allows for a variety of uses including retail, medical and office.

Adria Giacomelli



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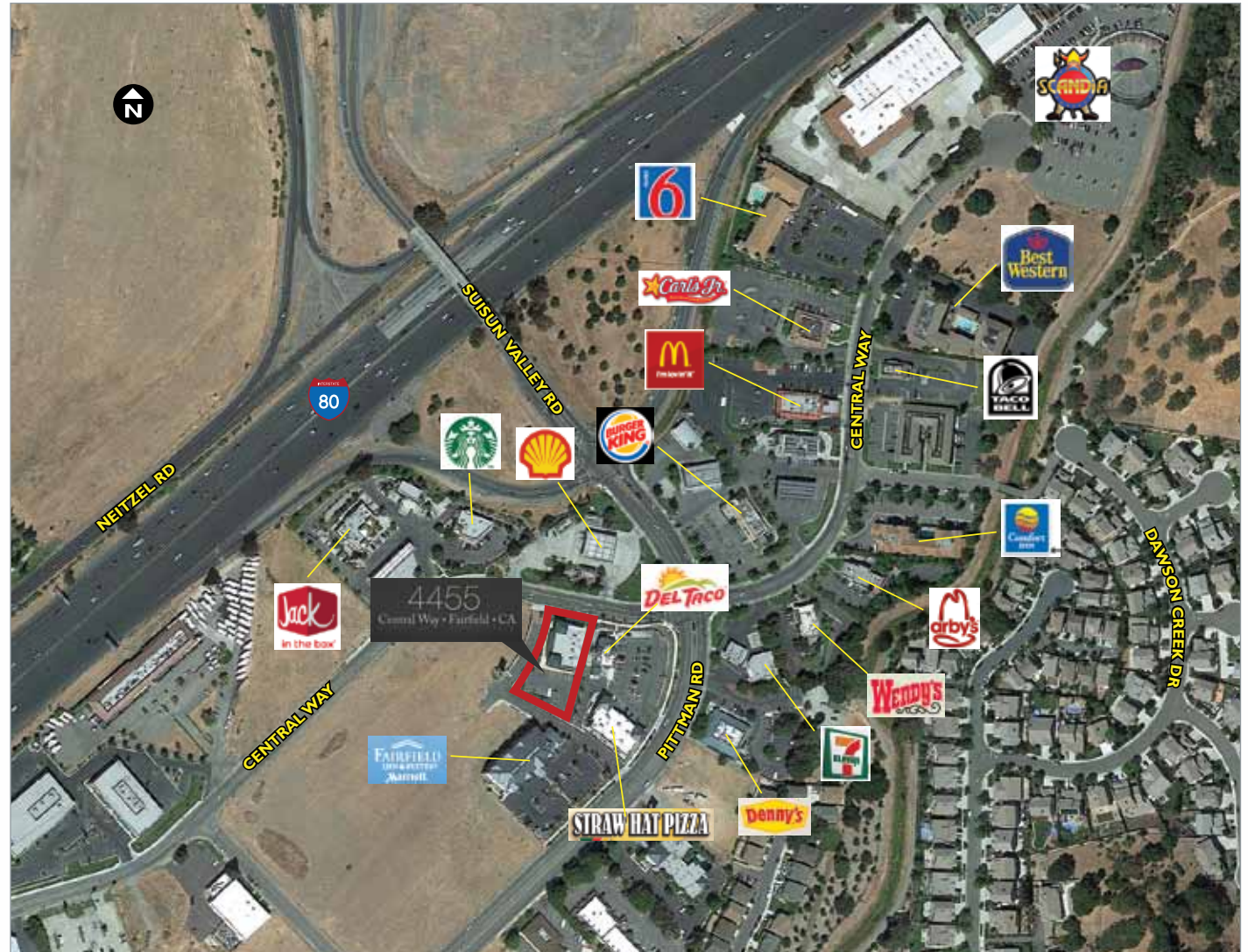
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Close Aerial



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Distant Aerial



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Property Information

Address: 4455 Central Avenue (at Pittman Road), Fairfield, CA 94534
 APN: 0044-090-400
 Building Size: ±6,240 rentable square feet
 Site Size: ±0.744 acres (32,412 square feet)
 Floors: 1
 Year Built: 2009
 Parking: ±4.64 stalls per 1,000 square feet
 Zoning: CR (Regional Commercial)

Parcel Map



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Rent Roll & Expenses

Tenant Name	Suite	Size (SF)	Start Date	Expiration	NNN Rate/ SF/Mo	Amount/ Month	Increases	Options
Yu Smile Dental	A	1,524	8/1/2011	7/31/2021	\$2.24	\$3,413	5%	2 x 5 yr.; 5% increase
TM Reilly Real Estate	B	1,596	8/1/2012	7/31/2015	\$2.00	\$3,192	4-8%	1 x2 year at FMV
Vacant 1	C	1,526						
Vacant 2	D	1,594						
<i>Sub-Total Leased:</i>		<i>3,120</i>						
<i>Sub-Total Vacant:</i>		<i>3,120</i>						
Total		6,240				\$6,605		

Operating Expenses

Property Tax*	\$18,191
Insurance	\$2,700
Maintenance	\$2,000
Landscaping	\$2,400
Security	\$1,085
Trash	\$1,100
Sewer/Water	\$2,700
Phone/Fire Montior	\$985
Power Wash	\$500
Property Management	\$2,500
Total	\$34,161



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Stabilization Summary

Total Occupied RSF	3,120
Total Vacant RSF	3,120
Total RSF	6,240
Purchase Price (\$265 PSF)	\$1,650,000
Est. Tenant Improvements (\$10 PSF on vacancies)	\$31,200
Est. Lease Commissions (6.00%)	\$26,251
Purchase Price & Stabilization Cost (\$268 PSF)	\$1,707,451

	Current (49% Occupancy)	Stabilized- April 2014 (100% Occupancy)
Base Rent	\$79,260	\$164,047
Vacancy Factor (5%)	N/A	(\$8,202)
Reimbursements	\$16,992	\$35,062
Gross Operating Income	\$96,252	\$190,907
Estimated Operating Expenses	Current	Stabilized- Stabilized 2014
Property Tax (based on asking price)	\$18,191	\$18,555
Insurance	\$2,700	\$2,781
Maintenance	\$2,000	\$2,060
Landscaping	\$2,400	\$2,472
Security	\$1,085	\$1,118
Trash	\$1,100	\$1,133
Sewer/Water	\$2,700	\$2,781
Phone/Fire Montior	\$985	\$1,015
Power Wash	\$500	\$515
Property Management	\$2,500	\$2,575
Total Operating Expenses	(\$34,161)	(\$35,005)
Net Operating Income	\$62,091	\$155,902
	<i>Purchase Price Only</i>	<i>Price & Stabilization Costs</i>
All Cash Return	3.76%	9.13%

Notes:

1) **Proforma Rents**- Estimates based upon current market conditions and recent market comparables.

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Cash Flow Assumptions

Cash Flow Projection Start Date	April 1, 2013
Analysis Period	10 years
Net Rentable Square Footage	6,240

General Assumptions

Cost of Living Growth per Annum	3.00%
General Expense Growth per Annum	3.00%
Real Estate Tax Growth per Annum	2.00%
General Vacancy (offset by downtime)	5.00%
Capital Expend time Reserves	\$0.15 PSF per Annum

Market Leasing Assumptions after Initial Lease-Up

Market Rent PSF/mo.	\$2.20/SF/mo with 3.0% annual increases
Lease Type	Triple Net
Lease Terms	5 years
Probability of Renewal	70%
Tenant Improvements (New/Renewal)	\$10 per SF/none
Leasing Commission (New/Renewal)	6.00%/ 3.00%
Months of Downtime	6

Lease-Up of Existing Vacancies

Suite C:

Size	Date	Term	NNN Rate/SF/MO	T.I.'s/Commissions
1,526 SF	9/1/2013	5 years	\$2.15, 3% increases/yr	\$15 PSF/6.00%

Suite D:

Size	Date	Term	NNN Rate/SF/MO	T.I.'s/Commissions
1,594 SF	2/1/2014	5 years	\$2.25, 3% increases/yr	\$15 PSF/6.00%

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Cash Flow

Year	1	2	3	4	5	6	7	8	9	10
For the Years Ending March 31	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Potential Gross Revenue										
Base Rental Revenue	\$162,113	\$165,105	\$172,767	\$178,674	\$184,034	\$188,994	\$196,102	\$201,985	\$206,194	\$210,818
Absorption & Turnover Vacancy	(47,599)		(7,450)			(15,915)		(8,637)	(8,249)	
Scheduled Base Rental Revenue	114,514	165,105	165,317	178,674	184,034	173,079	196,102	193,348	197,945	210,818
Expense Reimbursement Revenue										
Property Tax	13,778	19,794	19,089	20,111	20,513	18,865	20,341	19,882	20,015	23,022
Insurance	2,111	3,060	2,980	3,169	3,265	3,032	3,302	3,259	3,313	3,524
Maintenance	1,564	2,266	2,208	2,348	2,419	2,245	2,445	2,414	2,454	2,609
Landscaping	1,877	2,721	2,649	2,818	2,903	2,694	2,934	2,897	2,944	3,132
Security	847	1,230	1,197	1,274	1,313	1,219	1,326	1,310	1,332	1,416
Trash	860	1,247	1,214	1,292	1,329	1,236	1,345	1,328	1,350	1,436
Sewer/Water	2,111	3,060	2,980	3,169	3,265	3,032	3,302	3,259	3,313	3,524
Phone/Fire Montior	770	1,117	1,088	1,157	1,191	1,106	1,205	1,188	1,208	1,286
Power Wash	391	567	552	588	604	560	612	603	613	653
Property Management			344	704	725	1,123	2,272	2,209	2,792	3,262
Total Reimbursement Revenue	24,309	35,062	34,301	36,630	37,527	35,112	39,084	38,349	39,334	43,864
Total Potential Gross Revenue	138,823	200,167	199,618	215,304	221,561	208,191	235,186	231,697	237,279	254,682
General Vacancy		(8,255)	(1,188)	(8,934)	(9,202)		(9,805)	(1,462)	(2,061)	(10,541)
Effective Gross Revenue	138,823	191,912	198,430	206,370	212,359	208,191	225,381	230,235	235,218	244,141
Operating Expenses										
Property Tax	18,191	17,993	18,353	18,720	19,094	19,476	19,866	20,263	20,668	21,081
Insurance	2,700	2,781	2,864	2,950	3,039	3,130	3,224	3,321	3,420	3,523
Maintenance	2,000	2,060	2,122	2,185	2,251	2,319	2,388	2,460	2,534	2,610
Landscaping	2,400	2,472	2,546	2,623	2,701	2,782	2,866	2,952	3,040	3,131
Security	1,085	1,118	1,151	1,186	1,221	1,258	1,296	1,334	1,374	1,416
Trash	1,100	1,133	1,167	1,202	1,238	1,275	1,313	1,353	1,393	1,435
Sewer/Water	2,700	2,781	2,864	2,950	3,039	3,130	3,224	3,321	3,420	3,523
Phone/Fire Montior	985	1,015	1,045	1,076	1,109	1,142	1,176	1,211	1,248	1,285
Power Wash	500	515	530	546	563	580	597	615	633	652
Property Management	2,500	2,575	2,652	2,732	2,814	2,898	2,985	3,075	3,167	3,262
Total Operating Expenses	33,059	34,443	35,294	36,170	37,069	37,990	38,935	39,905	40,897	41,918
Net Operating Income	104,662	157,469	163,136	170,200	175,290	170,201	186,446	190,330	194,321	202,223
Leasing & Capital Costs										
Tenant Improvements	31,200		11,006			12,011	11,844	12,759	12,186	
Leasing Commissions	26,251		9,255			10,101	9,960	10,730	10,248	
Total Leasing & Capital Costs	57,451		20,261			22,112	21,804	23,489	22,434	
Cash Flow Before Taxes	\$47,211	\$157,469	\$142,875	\$170,200	\$175,290	\$148,089	\$164,642	\$166,841	\$171,887	\$202,223

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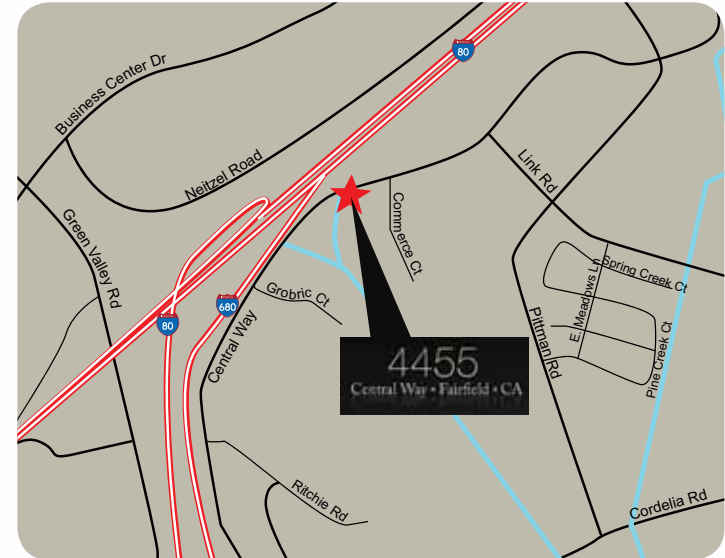
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Location Overview

Fairfield, the Solano County seat, is a city of 108,000 residents (2010 census) strategically located at the intersection of two major interstate highways, I-80 and I-680. Fairfield has a diversified economy with robust government, manufacturing, health care, retail and construction sectors. The City is the home of a major manufacturing facility for Anheuser Busch and also Jelly Belly's jelly bean factory. Travis Air Force Base, located in northeast Fairfield, handles more cargo and passenger traffic through its airport than any other military air terminal in the United States. Today, Travis AFB includes approximately 7,260 active USAF military personnel, 4,250 Air Force Reserve personnel and 3,770 civilians.

The Solano County Trade area, in which Fairfield is located, is the fastest growing in the San Francisco Bay Area in terms of projected job growth for the next twenty years. With an aggressive and business friendly government, the area is the perfect environment for new and existing businesses to thrive.



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Traffic Counts (Vehicles per Day)

Interstate 80:	220,000	Pittman Road:	14,820
Interstate 680:	70,000	Central Way:	3,980

Site Demographics (2009)

	1 Mile	3 Miles	5 Miles
Daytime Population:	3,241	12,171	26,940
Population:	17,360	69,072	120,168
Average Household Income:	\$97,980	\$92,359	\$83,959

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