

SANTA MONICA

BRENTWOOD



in the box

10961 & 10967
SANTA MONICA BLVD,
LOS ANGELES, CA 90025



INTERSTATE
405
SAN DIEGO FWY

WESTWOOD

WEST LOS
ANGELES

CENTURY CITY/BEVERLY HILLS

SANTA MONICA BLVD

VETERAN AVE

WESTWOOD VILLAGE/



GENERATIONAL CORPORATE ABSOLUTE NNN INVESTMENT OPPORTUNITY

CBRE

WESTWOOD BLVD

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**OFFERING
PRICE**
\$8,142,857



**CAP RATE
(YR 1)**
3.5%



**AVG. CAP RATE
(REMAINING LEASE TERM)**
4.35%

Address:	10961 & 10967 Santa Monica Blvd, Los Angeles, CA 90025
Tenant/Lessee:	JACK IN THE BOX, INC. (CORPORATE LEASE)
Offering Price:	\$8,142,857
Noi (Year 1):	\$285,000
Cap Rate (Year 1):	3.50%
Avg. Cap Rate (Remaining Term):	4.35%
Lease Expiration:	JULY 31, 2036 (+/-17.9 Years Remaining)
Increases:	Twelve (12) % Increases Every Five (5) Years
Lease Type:	ABSOLUTE NNN (No Landlord Responsibilities)
Building Area:	2,025 SF
Land Area:	7,894 SF (.18 Acres)
Apn:	4324-030-016 & 4324-030-017
Zoning:	{Q} C2-1VL-O
Transit Oriented Communities (Toc):	Tier 3
Ownership:	Fee Simple (Adjacent Property Subsurface Fault Line Testing - No Issue)
Parking:	10 Stalls (4.94 Stalls / 1,000 SF) + Drive-Thru
Traffic Counts:	+/-60,000 VPD (Santa Monica Blvd & Veteran Ave)

PROPERTY HIGHLIGHTS



Absolute NNN
Corporate Lease



New 20 Year Corporate
Lease with +/-17.9
Years Remaining



12% Increases
Every 5 Years
Inflation Hedge



Fee Simple Ownership
Depreciation Benefit



Strong 52 Year
Operating History
(Since 1966)



Extremely Rare
Drive-Thru on
Santa Monica Blvd



High Barrier of Entry
QSR Location



Strong Traffic Counts
+/-60,000 VPD

12% INCREASES EVERY 5 YEARS INFLATION HEDGE

	1 MILE	2 MILE	3 MILE
Population	44,196	154,129	283,428
Daytime Population	72,313	338,092	506,830
Households	21,993	69,047	126,929
Avg. Hh Income	\$132,467	\$135,368	\$135,404
Avg. Housing Value	\$1,131,226	\$1,248,235	\$1,364,750

INVESTMENT HIGHLIGHTS

ABSOLUTE NNN CORPORATE LEASE WITH +/- 17.9 YEARS REMAINING

After exercising all options from their original 1966 lease, Jack in the Box, Inc. (Corporate) executed a new 20 year lease in August of 2016 demonstrating their strong commitment to this location. The lease expires July 31, 2031 (+/- 17.9 years remaining) and is a true Absolute NNN lease with **zero landlord responsibilities**.

STRONG RENTAL GROWTH: 12 % INCREASES EVERY 5 YEARS

Jack in the Box has scheduled 12% rental increases every 5 years. The next 12% increase occurs August 1, 2021. Due to the strong rental growth the average cap rate over the remaining lease term is 4.33% (assuming \$8,152,857 purchase price).

EXTREMELY RARE 24-HOUR DRIVE-THRU SITE ON SANTA MONICA BLVD

The subject is one of two properties located along Santa Monica Boulevard (east of 405 Fwy. to Beverly Hills) with drive-thru service which provides an extra level of ease and convenience for customers. In addition, the property is open 24 hours a day, 7 days a week.

TREMENDOUS HISTORICAL OPERATING HISTORY AND STRONG CURRENT STORE SALES

Jack in the Box has successfully operated at the subject property since 1966 (52 Year Operating History). In 2017 Jack in the Box did over \$2.2 M in Gross Sales at the subject property (Over \$1000/SF) which is 51% higher than the chain average.

FEE SIMPLE OWNERSHIP (DEPRECIATION TAX BENEFIT)

Fee Simple (Land + Building) ownership structure allows for new buyer to depreciate improvements.

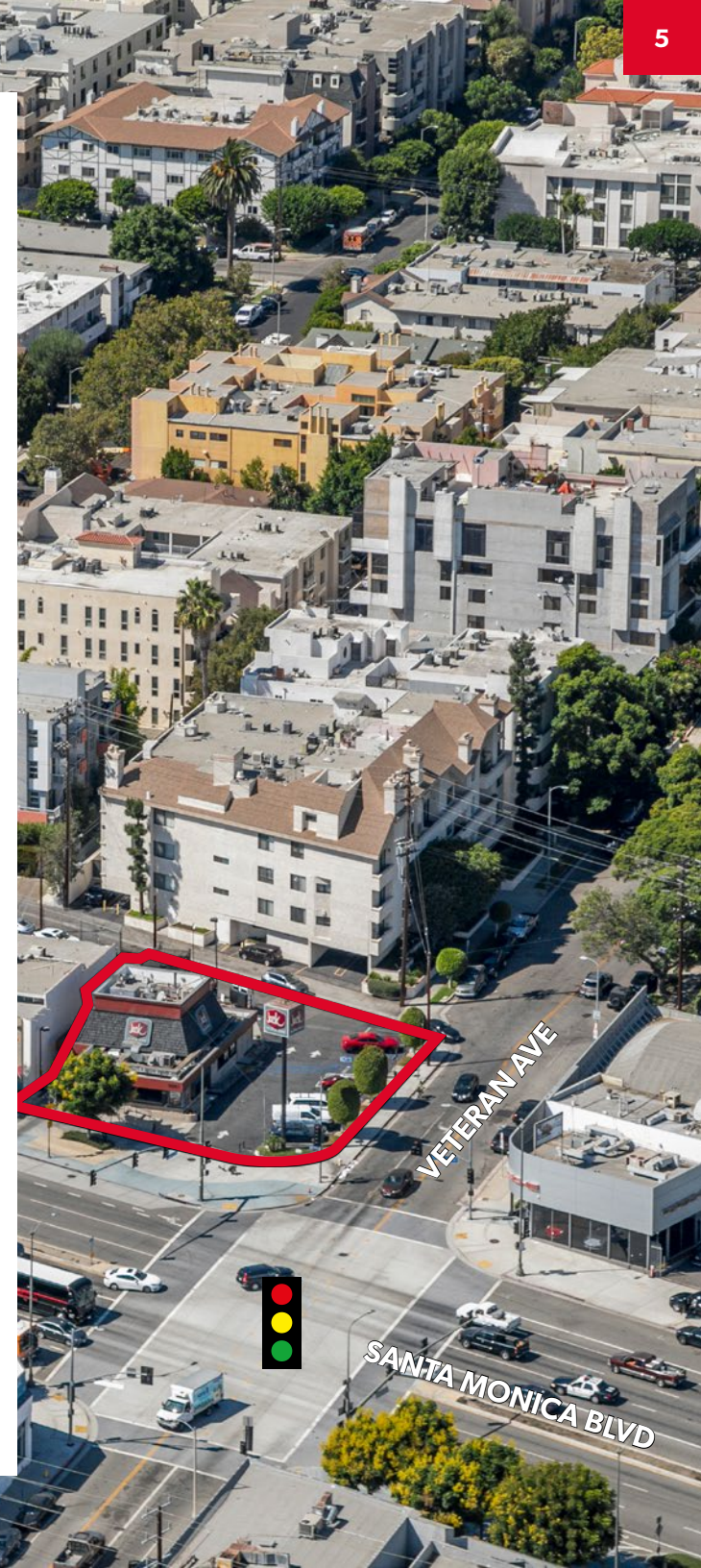
SOLID REAL ESTATE FUNDAMENTALS

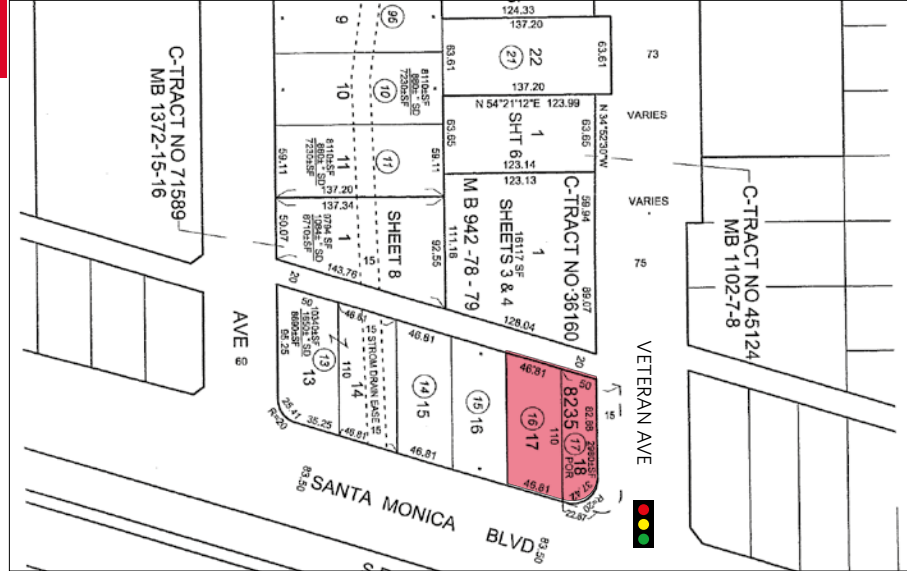
The property benefits from a number of strong real estate fundamentals including:

- » Signalized corner location on the heavily trafficked Santa Monica Blvd (+/- 66,000 VPD) a major west-east thoroughfare connecting many of LA's wealthiest areas including: West Los Angeles, Westwood, Century City, Beverly Hills and West Hollywood.
- » Santa Monica Boulevard and Veteran Ave street frontage visibility, multiple property access points and prominent Pylon Signage optimizing the properties premier urban-infill location.

AFFLUENT URBAN INFILL WESTSIDE (LOS ANGELES) DEMOGRAPHICS

- » More than 150,000 residents and 338,000 daytime employees within a two (2) mile radius of the property.
- » Tremendous trade area wealth with an average household income of over \$135,000 and average housing value of \$1,248,235 within a two (2) mile radius.





LOCATION

10961 & 10967
Santa Monica Blvd
Los Angeles, CA 90025



YEAR

1966/2000



LAND AREA

7,894 SF (.18 Acre)



BUILDING SF

2,025 SF



PARKING

10 Stalls
(4.94 Stalls/1,000 SF)



TRAFFIC COUNT

±60,000 VPD
(Santa Monica Blvd &
Veteran Ave)



BUILT RENOVATED

1966/2000



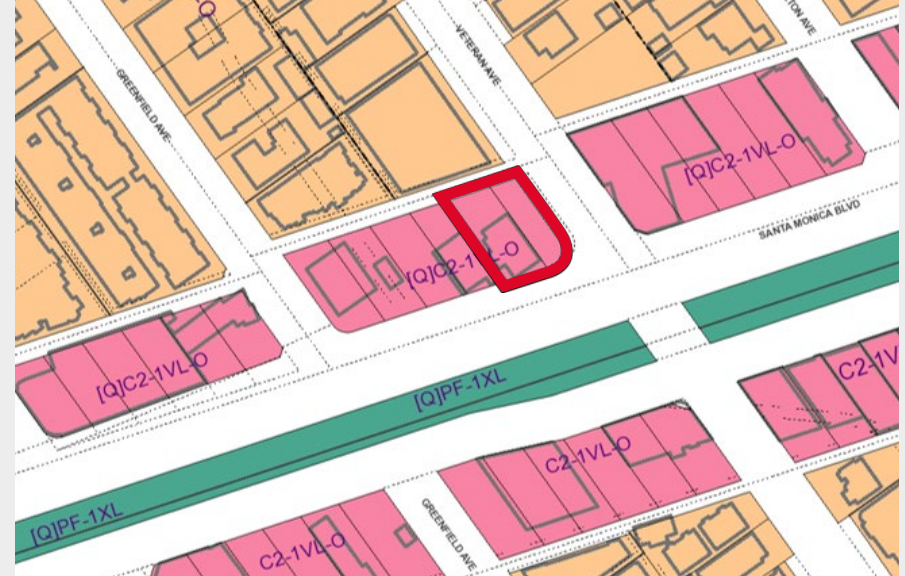
ZONING

{Q} C2-1VL-O



FRONTAGE & ACCESS

± 84 Feet, 1 Driveway, Drive Thru Exit (Santa Monica Blvd)
±100 Feet, 1 Driveway (Veteran Ave)
(Santa Monica Blvd)



APN	ADDRESS	ACRES	FEET
4324-030-017	10961 Santa Monica Blvd	0.07	2,975
4324-030-016	10967 Santa Monica Blvd	0.11	4,919

FOR FULL ZONING SUMMARY PLEASE VISIT

[Los Angeles Planning and Zoning Website](https://www.laplanet.com/la-planning-and-zoning-website/)

ZONING

{Q} C2-1VL-O

LAND USE

General Commercial

TOC

Tier 3

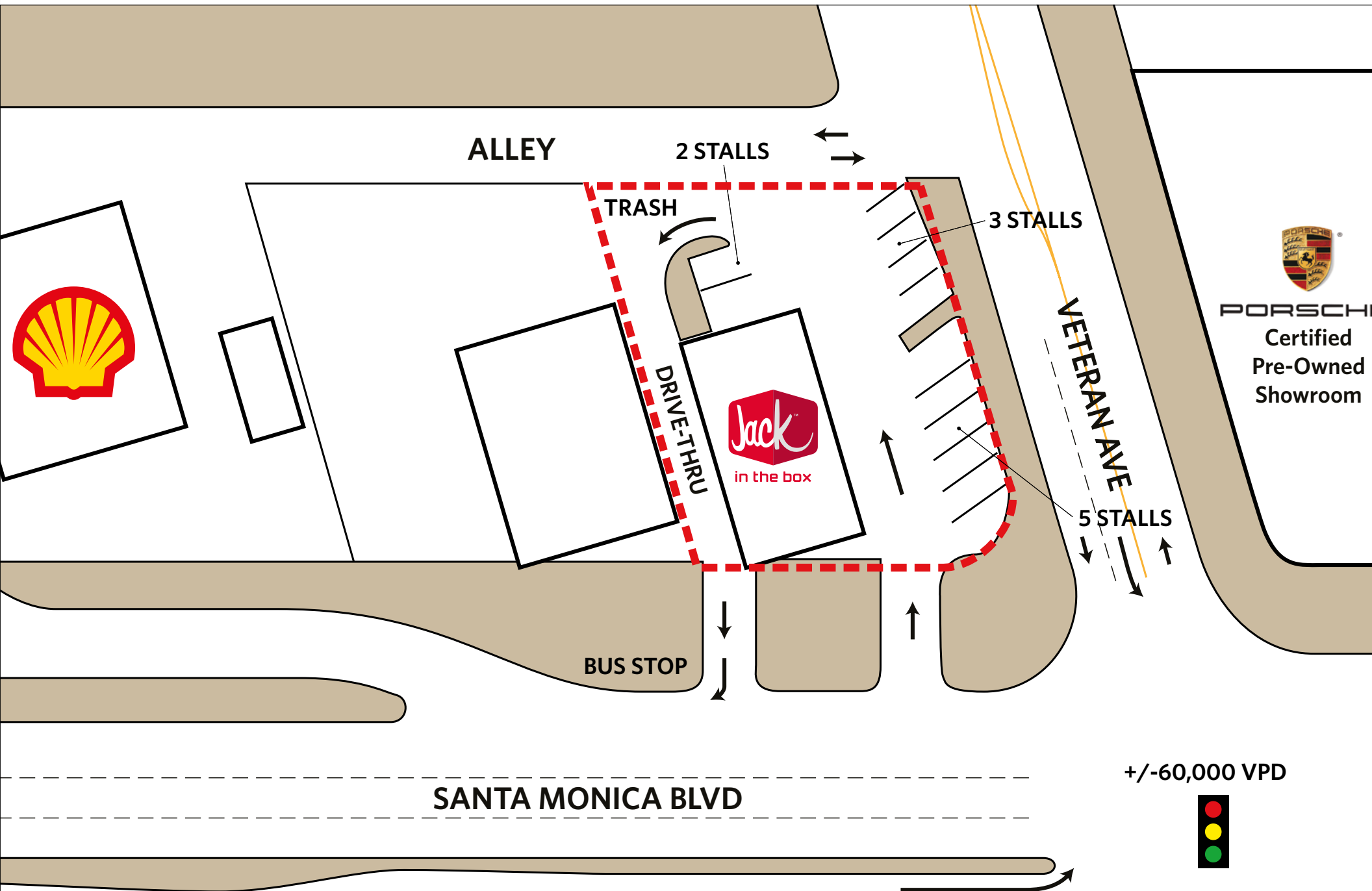
SPECIFIC PLAN

West Los Angeles Transportation Improvement & Mitigation
Permanent {Q} Qualified classification.

USES

The subject area shall be limited to the uses permitted in the C2 Zone, as described in Section 12.16 of the LAMC, except that automobile service stations are permitted.

SITE PLAN



RENT ROLL

Tenant	Area Sq. Ft.	Lease Dates		Rental Increase Date	Minimum Rent			Lease Type
		Begin *	End		Annually	Monthly	\$/SF/Mo.	
Jack In The Box	2,025	3/17/1966	7/31/2036	August 1, 2016 - July 31, 2021	\$285,000	\$23,750	\$11.73	Absolute NNN
				August 1, 2021 - July 31, 2026	\$319,200	\$26,600	\$13.14	
Occupied SF	2,025	100%		August 1, 2026 - July 31, 2031	\$357,504	\$29,792	\$14.71	
Available SF	0	0%		August 1, 2031 - July 31 2036	\$400,404	\$33,367	\$16.48	
Total SF	2,025	100%						

Comments:

*Original lease begin date March 17, 1966. Jack In The Box, Inc. signed a new 20 year corporate lease August 1, 2016 (+/- 17.5 Years Remaining)

Tenant participates in tax increase due to sale two (2) times during lease term. (This is first sale).

YEAR 1 NOI SUMMARY	
Base Rent (Year 1)	\$285,000 *
Expense Recovery	Absolute NNN
TOTAL GROSS REVENUE	\$285,000
TOTAL EXPENSES	Absolute NNN
NOI (Year 1)	\$285,000

PRICING MATRIX		
Sale Price	\$/SF (Bldg.)	Cap Rate
\$8,142,857	\$4,021	3.50%



CASH FLOW

Acquisition Cost												
\$8,142,857												
		FISCAL YEAR	Year 1 08/19-07/20	Year 2 08/20-07/21	Year 3 08/21-07/22	Year 4 08/22-07/23	Year 5 08/23-07/24	Year 6 08/24-07/25	Year 7 08/25-07/26	Year 8 08/26-07/27	Year 9 08/27-07/28	Year 10 08/28-07/29
REVENUES	FY 2019 \$/SF/MO.											
	Gross Potential Rent	\$11.73	\$285,000	\$285,000	\$319,200	\$319,200	\$319,200	\$319,200	\$319,200	\$357,504	\$357,504	\$357,504
	Absorption & Turnover Vacancy	\$0.00	0	0	0	0	0	0	0	0	0	0
	Base Rent Abatements	\$0.00	0	0	0	0	0	0	0	0	0	0
	Total Scheduled Base Rent		\$285,000	\$285,000	\$319,200	\$319,200	\$319,200	\$319,200	\$319,200	\$357,504	\$357,504	\$357,504
	Expense Reimbursements	NNN	NNN	NNN	NNN	NNN	NNN	NNN	NNN	NNN	NNN	NNN
	TOTAL GROSS REVENUE		\$285,000	\$285,000	\$319,200	\$319,200	\$319,200	\$319,200	\$319,200	\$357,504	\$357,504	\$357,504
	General Vacancy Loss	\$0.00	0	0	0	0	0	0	0	0	0	0
	EFFECTIVE GROSS REVENUE		\$285,000	\$285,000	\$319,200	\$319,200	\$319,200	\$319,200	\$319,200	\$357,504	\$357,504	\$357,504
	TOTAL OPERATING EXPENSES		NNN	NNN	NNN	NNN	NNN	NNN	NNN	NNN	NNN	NNN
NET OPERATING INCOME	\$11.73	\$285,000	\$285,000	\$319,200	\$319,200	\$319,200	\$319,200	\$319,200	\$319,200	\$357,504	\$357,504	\$357,504
CAP RATE												
Year 1		Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10		
3.50%		3.50%	3.92%	3.92%	3.92%	3.92%	3.92%	4.39%	4.39%	4.39%		
3 YEAR AVG. CAP												
3.64%												
5 YEAR AVG. CAP												
3.75%												
10 YEAR AVG. CAP												
4.00%												
18 YEAR AVG. CAP												
4.35%												

3.50%
CAP RATE
(YR 1)

3.75%
AVG. CAP RATE
(5 YR)

4.00%
AVG. CAP RATE
(10 YR)

4.35%
AVG. CAP RATE
(REMAINING TERM)

TENANT PROFILE



JACK IN THE BOX

www.jackinthebox.com

Lessee: Jack In The Box, Inc. (Corporate Lease)

Type: Public (NASDAQ: JACK)

Market Cap: \$2.7 Billion

Revenue: \$1.5 Billion

Locations: 2,977

Employees: 22,900

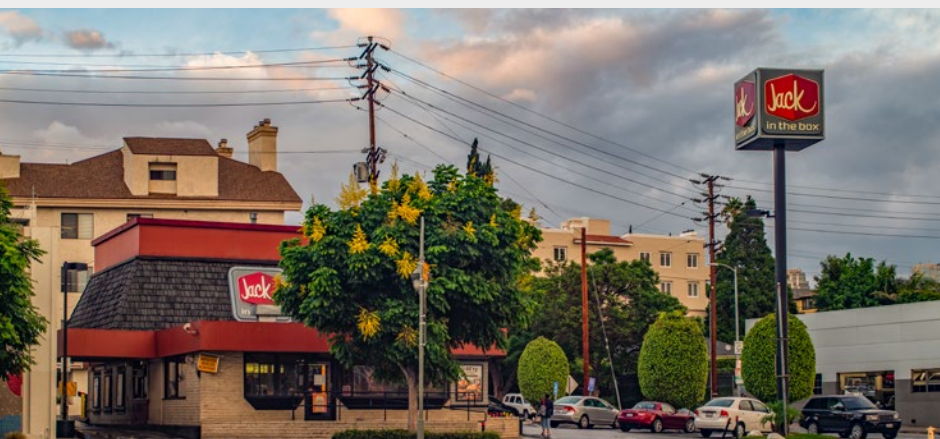
Headquarters: San Diego, CA

Jack in the Box Inc. (NASDAQ : JACK), based in San Diego, is a restaurant company that operates and franchises Jack in the Box restaurants, one of the nation's largest hamburger chains, with more than 2,200 restaurants in 21 states and Guam.

Jack in the Box corporation is a pioneer in the fast food industry. Major contributions include:

- » First major hamburger chain to develop and expand concept of drive-thru dining
- » First breakfast sandwich (1969)
- » First portable salad (1982)
- » First QSR chain to integrate video graphics in order-confirmation displays (1997)
- » First self-serve kiosks (2006)
- » First 100% Sirloin Burger (2007)

The subject property has been operating as Jack in the Box since 1966 – **over 52 years of successful operation at the subject property.**



LEASE ABSTRACT

Address:	10961 & 10967 Santa Monica Blvd, Los Angeles, CA 90025
Tenant:	Jack In The Box
Lessee:	Jack In The Box, Inc. (Corporate Lease)
Type:	Absolute NNN
Original Lease Commencement:	March 17, 1966
New 20 Year Lease Commencement:	August 1, 2016
Lease Expiration:	July 31, 2036
Increases:	Twelve (12) % Increases Every Five (5) Years
Kick Out:	None
Options:	None
CAM Recovery:	Tenant is responsible for all common area maintenance
Tax Recovery:	Tenants pays prior to delinquency upon receipt from Landlord
Admin. Fee:	N/A
Mgmt. Fee Reimbursement:	N/A
Continuous Operation:	N/A
Co-Tenancy Clauses:	N/A
Estoppel:	Within ten (10) days of Landlord written notice.
Exclusives:	N/A
First Right of Refusal to Purchase:	None Known
Use:	Operation of a Jack In The Box restaurant business
Prop 13 Tax Protection:	Tenant participates in tax increase due to sale two (2) times during lease term. (Property has never been on the market prior to current sale campaign).
Percentage Rent:	None
Gross Sales Reporting:	Tenant reports annually.
Sublease/Assign:	Yes, with Landlord consent. Landlord entitled to 50% of any additional consideration received through subleasing
Utilities:	Tenant agrees to pay for all charges for water, gas, electricity, or other public/private utilities.
HVAC:	Tenant agrees that Landlord shall have no obligation to make any repairs or replacements to the Demised Premises whether structural or otherwise.
Repairs/Maintenance (Roof + Structure):	Tenant agrees that Landlord shall have no obligation to make any repairs or replacements to the Demised Premises whether structural or otherwise.

SALE COMPS

PROPERTY NAME/ ADDRESS	STATUS	SALE DATE	SALE PRICE	PRICE/SF BUILDING	CAP RATE	NOI/ANN. BASE RENT	BUILDING SIZE (SF)	LAND SIZE (SF)	LEASE TYPE	INCREASES	REMAINING LEASE TERM @ TIME OF SALE
STNL FAST FOOD : SOUTHERN CALIFORNIA											
Del Taco 2423 Wilshire Blvd Santa Monica, CA	On Market	On Market	\$5,000,000	\$1,836	3.75%	\$187,500	2,724	8,816	Absolute NNN Ground Lease	10% / 5 Yrs.	20
Comments: New 20 year ground lease with no LL responsibility. The new lease commences at close of escrow (sale leaseback transaction).											
Starbucks 14041 Beach Blvd Westminster, CA	On Market	On Market	\$4,143,000	\$1,950	3.50%	\$145,005	2,125	13,068	Absolute NNN Ground Lease	10% / 5 Yrs.	20
Comments: Under Construction. New 20 Year Absolute NNN Starbucks Ground Lease. Corporate Guarantee.											
Starbucks 16404 Crenshaw Blvd Torrance, CA	On Market	On Market	\$5,280,000	\$4,125	3.75%	\$198,000	1,280	15,246	Absolute NNN Ground Lease	10% / 5 Yrs.	15
Comments: Corporate guaranteed Starbucks, Absolute NNN ground lease. 10% Increases every 5 years. Location has drive-thru with large outdoor patio.											
Jack In The Box 28651 Marguerite Pky Ladera Ranch, CA	On Market	On Market	\$4,547,000	\$1,648	3.75%	\$170,513	2,759	18,295	Absolute NNN	10% / 5 Yrs.	15
Comments: Fee Simple (Land & Building). Jack In The Box recently extended 15 years. The tenant is a franchisee. 10% rental increases every 5 years throughout initial term. Over 35 years of operating history at this location.											
Chick-Fil-A 2207 Lincoln Blvd Santa Monica, CA	Sold	July-18	\$8,375,000	\$5,369	3.55%	\$297,313	1,560	12,314	Absolute NNN Ground Lease	10% / 5 Yrs.	20
Comments: Brand new Chick-Fil-A on 20 year NNN ground lease with 0 landlord responsibilities. 10% rental increases every 5 years.											
Jack In The Box 6551 Lankershim Blvd North Hollywood, CA	Sold	April-18	\$2,010,000	\$1,340	3.53%	\$70,953	1,500	15,542	NNN	N/A	13
Comments: According to sale comp record Jack In The Box corporate purchased the property. After the purchase Jack In The Box assigned the NNN lease to a franchise.											
Jack In The Box 12403 Washington Pl Los Angeles, CA	Sold	June-17	\$3,250,000	\$1,991	3.89%	\$126,425	1,632	11,763	NNN	N/A	10
Comments: All cash buyer. Jack In The Box had just signed a new 10 year lease expiring December 31, 2026.											

SALE COMPS

PROPERTY NAME/ ADDRESS	STATUS	SALE DATE	SALE PRICE	PRICE/SF BUILDING	CAP RATE	NOI/ANN. BASE RENT	BUILDING SIZE (SF)	LAND SIZE (SF)	LEASE TYPE	INCREASES	REMAINING LEASE TERM @ TIME OF SALE
Coffee Bean & Tea Leaf 2525 Artesia Blvd Redondo Beach, CA	Sold	January-18	\$4,200,000	\$2,710	4.00%	\$168,000	1,550	13,068	NNN	10% / 5 Yrs.	20
Comments: Brand new 20 year NNN lease with corporate guarantee. 10% increases / 5 years. Fee simple ownership.											
AVERAGES			\$4,600,625	\$2,621	3.72%						





THE WESTSIDE AREA OVERVIEW



2018 POPULATION
598,471



2018 EMPLOYEES
520,136



2018 HOUSEHOLDS
273,797



**2018 AVERAGE
HOUSEHOLD INCOME**
\$143,813

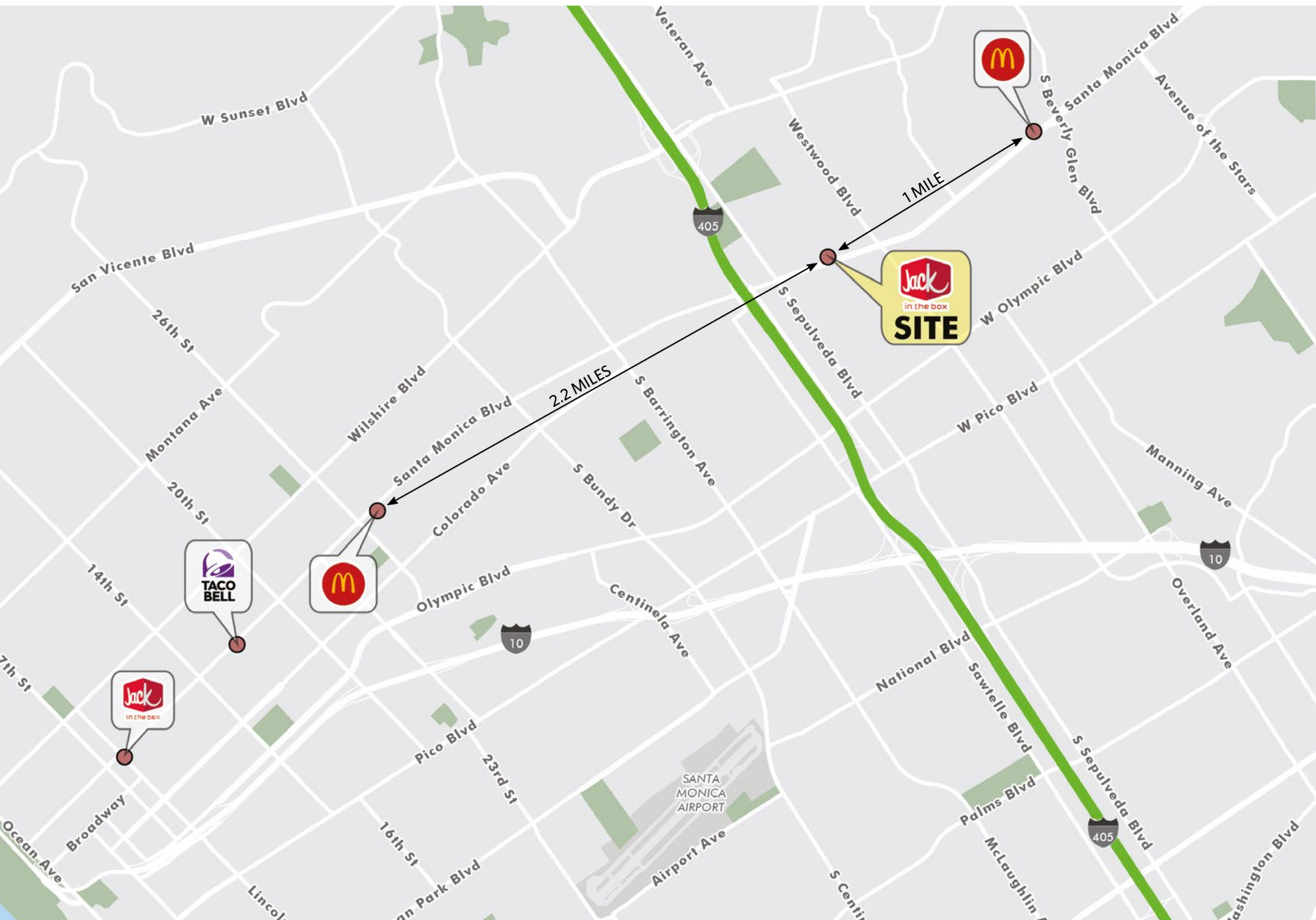


West Los Angeles (also known as the Westside) is among the most prosperous, trendy, glamorous, and interesting locations in the world. It is known for its unrivaled quality of life and is supported by a wide variety of residential neighborhoods, extensive shopping alternatives, first-class restaurants, leading educational centers, and cultural amenities that have attracted a diversified, highly educated, and immensely talented labor force to the area.

While there is no official geographical definition for the Westside the borders are most commonly recognized as the Santa Monica Mountains (north), Fairfax/La Cienega (east), LAX (south), and the Pacific Ocean (west). The West Los Angeles area includes the incorporated cities of Malibu, Santa Monica, Culver City, West Hollywood, and Beverly Hills. The area also encompasses numerous unincorporated communities located in the city of Los Angeles and Los Angeles County. Some of these communities include Pacific Palisades, Marina Del Rey, Playa Del Rey, Westwood, Bel Air, Brentwood, Sawtelle, West Los Angeles, Century City, Palms, Westchester, Baldwin Hills, and Hollywood.

- » Boasting some of the most affluent communities in all of Los Angeles the 2018 Westside Average Value of Owner Occupied Housing Units was \$1,249,144.
- » The Westside has a 2018 average household income of \$143,813, significantly higher than the Los Angeles County average.

SANTA MONICA BLVD DRIVE-THRU LOCATIONS



SANTA MONICA BLVD LOCAL TRADE AREA



POPULATION

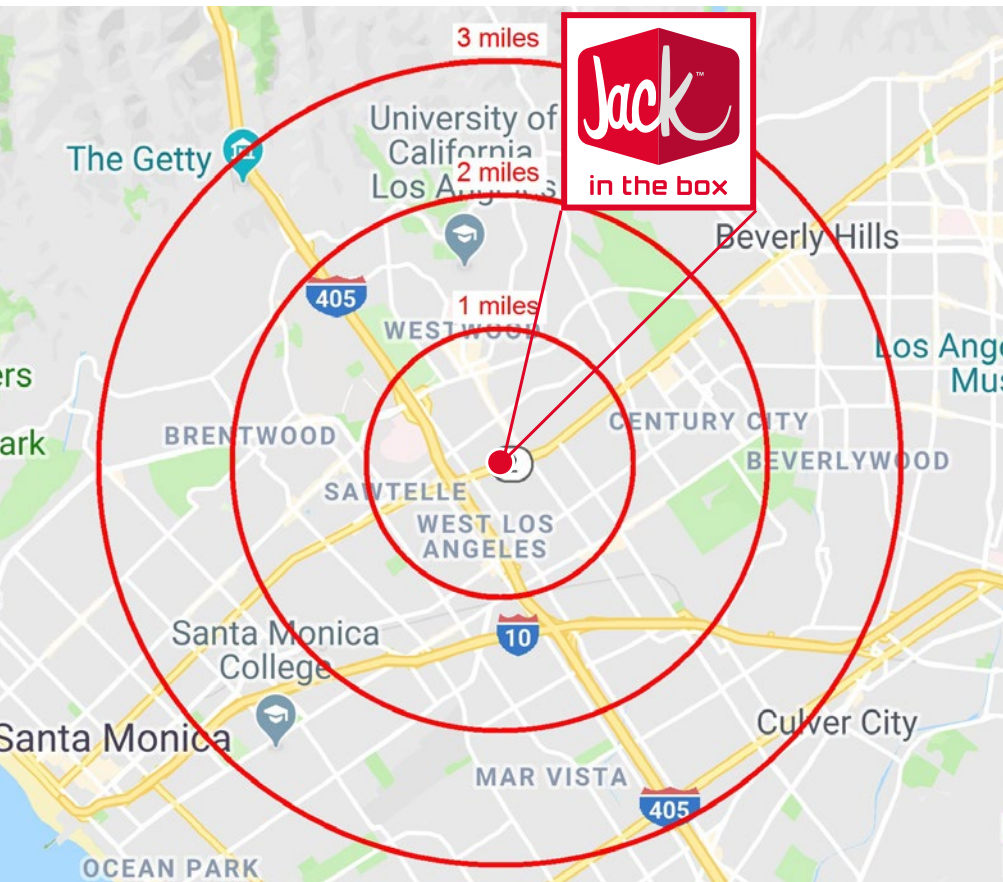
	1 Mile	2 Milles	3 Milles
2018 Population - Current Year Estimate	44,288	153,733	283,695
2023 Population - Five Year Projection	46,546	159,847	293,267
2010 Population - Census	41,902	146,186	270,701
2000 Population - Census	39,186	139,019	260,581
2010-2018 Annual Population Growth Rate	0.67%	0.61%	0.57%
2018-2023 Annual Population Growth Rate	1.00%	0.78%	0.67%
2018 Median Age	36.70	34.30	36.30
2018 Employees	46,258	222,496	313,098

HOUSEHOLDS

	1 Mile	2 Milles	3 Milles
2018 Households - Current Year Estimate	21,965	68,914	127,041
2023 Households - Five Year Projection	22,900	71,452	130,795
2010 Households - Census	21,128	66,355	122,664
2000 Households - Census	20,367	65,264	120,942
2010-2018 Annual Household Growth Rate	0.47%	0.46%	0.43%
2018-2023 Annual Household Growth Rate	0.84%	0.73%	0.58%
2018 Average Household Size	2.00	2.05	2.12

INCOME

	1 Mile	2 Milles	3 Milles
2018 Households	21,965	68,906	127,033
Under \$15,000	2,163	7,444	12,541
\$15,000-\$24,999	1,263	4,402	7,893
\$25,000-\$34,999	1,212	3,686	6,960
\$35,000-\$49,999	2,128	5,641	10,737
\$50,000-\$74,999	3,268	9,605	18,527
\$75,000-\$99,999	2,083	6,923	13,657
\$100,000-\$149,999	3,572	10,905	20,084
\$150,000-\$199,999	2,174	6,497	11,576
\$200,000 and Over	4,102	13,804	25,057
2018 Average Household Income	\$132,727	\$135,276	\$135,414
2023 Average Household Income	\$160,812	\$162,450	\$160,986



RACE AND ETHNICITY

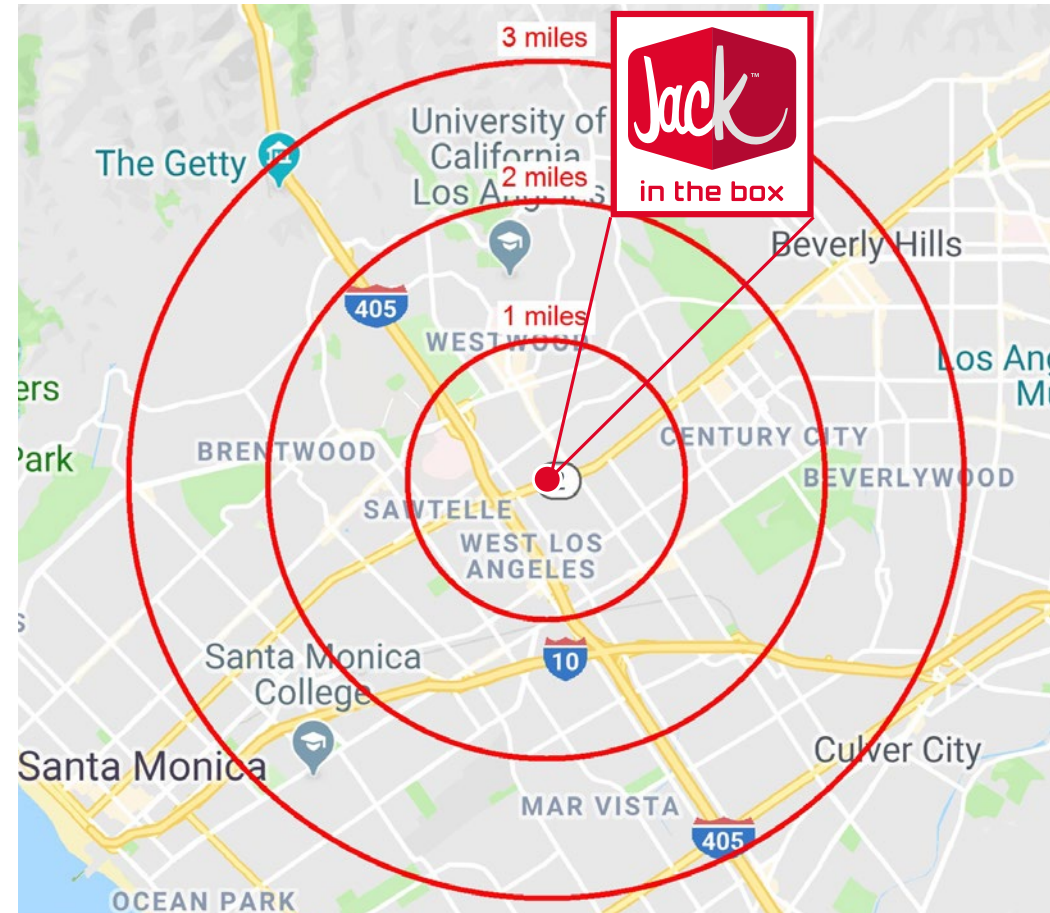
	1 Mile	2 Mlles	3 Mlles
2018 Population	44,288	153,733	283,695
White	27,778	96,881	182,645
Black or African American	998	3,986	10,596
Asian	10,621	35,350	55,813
American Indian or Alaska Native	146	465	1,026
Pacific Islander	55	183	375
Other Race	1,833	7,702	16,843
Two or More Races	2,858	9,166	16,397
Hispanic	4,939	19,905	42,315
White Non-Hispanic	25,253	86,687	161,142

HISPANIC ORIGINS

	1 Mile	2 Mlles	3 Mlles
2018 Hispanic Population	4,939	19,905	42,315
Hispanic: White	2,525	10,194	21,503
Hispanic: Black or African American	55	206	502
Hispanic: Asian	102	314	684
Hispanic: American Indian or Alaska Native	83	304	492
Hispanic: Pacific Islander	8	23	44
Hispanic: Other Race	1,713	7,254	15,816
Hispanic: Two or More Races	453	1,611	3,273

LANGUAGE

	1 Mile	2 Mlles	3 Mlles
2012-2016 Pop. 5+ by Language Spoken at Home	42,836	148,794	270,163
Only English	24,200	89,230	163,552
Spanish	3,761	15,534	32,163
Other Indo-European Language	8,281	21,495	38,839
Asian-Pacific Island Language	5,576	19,772	29,300
Other Language	1,017	2,763	6,309



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