

15-Year Corporate Lease | 10% Increases Every 5 Years | #17 Best Places to Live in the U.S.



OFFERING MEMORANDUM EASTVALE, CALIFORNIA





# **OFFERING MEMORANDUM**

## EASTVALE, CALIFORNIA

#### TABLE OF CONTENTS:

Offering Summary	3
Investment Highlights	4
Lease Summary	7
Site Plan / Parcel Map	9
Aerial Overview	11
Regional Map	15
Tenant Profile	16
Area Overview	18
Demographics	24

### **EXCLUSIVELY LISTED BY:**

Bill Asher Executive Vice President basher@hanleyinvestment.com 949.585.7684 | BRE #01318078

#### **Ed Hanley** President ehanley@hanleyinvestment.com

949.585.7677 | BRE #01118569

Jeff Lefko Vice President jlefko@hanleyinvestment.com 949.585.7682 | BRE #01942025

#### William Ito

Senior Associate wito@hanleyinvestment.com 949.585.7638 | BRE #01940916



# **OFFERING SUMMARY**

SMART & FINAL EXTRA!



#### **LOCATION**

Smart & Final Extra!

13346 Limonite Avenue

Eastvale, CA 92880

#### **OFFERING SUMMARY**

Price:	\$11,575,000
Current Net Operating Income (NOI):	\$602,032
Capitalization Rate:	5.20%
September 2022 Net Operating Income (NOI):	\$662,235
September 2022 Capitalization Rate:	5.72%
Net Rentable Area:	30,560
Year Built:	2017
Lot Size (Acres):	2.34

#### FINANCING SUMMARY

All Cash or Cash to New Financing

(Contact Hanley Investment Group for Further Details)







# **INVESTMENT HIGHLIGHTS**

SMART & FINAL EXTRA!

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#### • Single-Tenant NNN Smart & Final Extra!

- o 15-year lease with 10% increases every 5 years
- o 2017 construction
- o Corporate guaranteed lease with Smart & Final (NYSE: SFS)
- Q3 2018 revenue increased 2.8% year-over-year to \$1.50 billion beating financial analysts' earnings projections
- o 2017 revenue increased 6.7% year-over-year to \$4.57 billion
- Smart & Final is ranked #553 in the 2018 Fortune 1000 and was named one of Fortune's "Most Admired Companies" for the second consecutive year
- o 324 stores throughout California, Arizona, Montana, Nevada, Idaho, Oregon, Utah, and Washington
- Anchor to Newly Constructed Eastvale Marketplace: Co-tenants include Burgerim, CareMore Pharmacy, Creamistry, EcoCleaners, El Pollo Loco, Les Schwab Tire Centers, Mathnasium, Mes Amies Nail & Beauty Spa, Miguel's Jr., Pacific Dental Services, Pieology, Poke Delight, Ten Ren's Tea Time, and TotalCare Walk-In Clinic





# **INVESTMENT HIGHLIGHTS**

SMART & FINAL EXTRA!

- Affluent Demographics: The City of Eastvale has one of the highest household incomes in the Inland Empire and the state at \$120,000
- **Desirable Eastvale Location:** Eastvale is one of the fastest growing cities in Riverside County
  - o One of the highest household incomes in the Inland Empire and the state
  - Nearly 300% increase in population and approximately 270% increase in households in a 3-mile radius since 2000
  - o Eastvale citywide population is projected to grow over 34% by 2022
  - o 3.3% unemployment rate and over 42% future job growth projected over the next 10 years
  - o #5 "Best Places to Raise a Family in California"
  - o #6 "Safest City in California" for communities with populations over 50,000
  - o #17 "Best Places to Live in the U.S."



HANLEY INVESTMENT GROUP REAL ESTATE ADVISORS

# <image><image>

# INVESTMENT HIGHLIGHTS

- Hard Corner, Signalized Intersection Location: Situated at the intersection of Limonite Avenue and Sumner Avenue, benefitting from 34,000 cars per day
- **Outstanding Daytime Population and Workforce:** Centrally located between a dense industrial hub (8.2 million square feet; vacancy rate below 0.5%) and numerous residential developments (currently 22,232 households in a 3-mile radius; 28,312 projected by 2021), accommodating the local community and daytime population of over 176,000 within a 5-mile radius
- Strong Neighboring Retail Tenant Synergy: Regional/national co-tenants include Costco, Target, Walmart Supercenter (coming soon), 24 Hour Fitness, 99¢ Only, Albertsons, Bed Bath & Beyond, Best Buy, BevMo!, Edwards Theatres, Home Depot, HomeGoods, Kohl's, Lowe's, Michaels, Party City, Petco, PetSmart, Ralphs, Ross, Staples, Stater Bros., T.J.Maxx, ULTA, Vons, and Walgreens



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• Close Freeway Proximity: Ease of access to/from nearby Interstate 15 (151,000 cars per day) and the US 60 Freeway (218,000 cars per day)



# LEASE SUMMARY

**SMART & FINAL EXTRA!** 



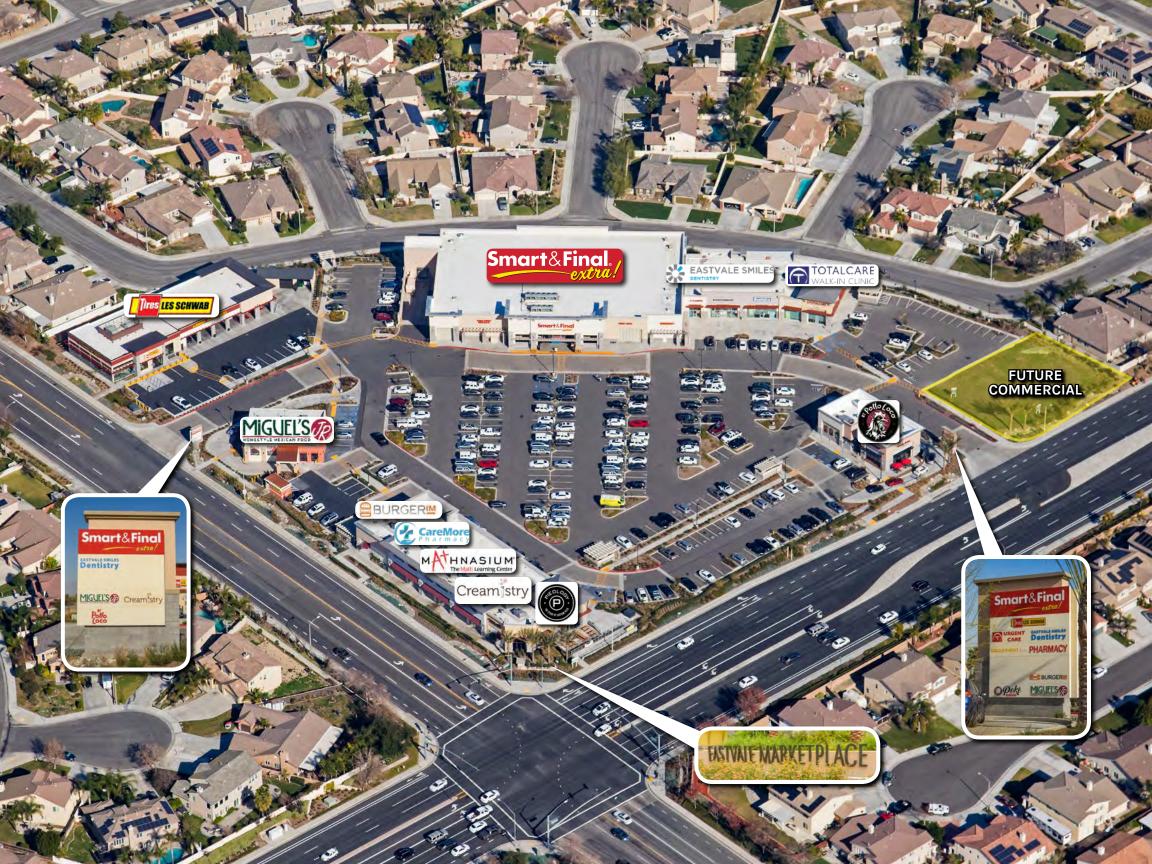
#### LEASE SUMMARY (1)

Tenant:	Smart & Final Extra!	Rental Increases:	10% Every 5 Years
Lease Commencement:	August 23, 2017	<b>Renewal Options:</b>	Three 5-Year & One 4-Year @ 10% Each Option
Lease Expiration:	August 31, 2032	Property Taxes:	Tenant Responsibility
Lease Type:	NNN	Insurance:	Tenant Responsibility
Net Operating Income:	\$602,032	Common Area Maintenance	Tenant Responsibility
Net Rentable Area:	30,560	Roof & Parking:	Tenant Responsibility
		Structure:	Landlord Responsibility

#### NOTES

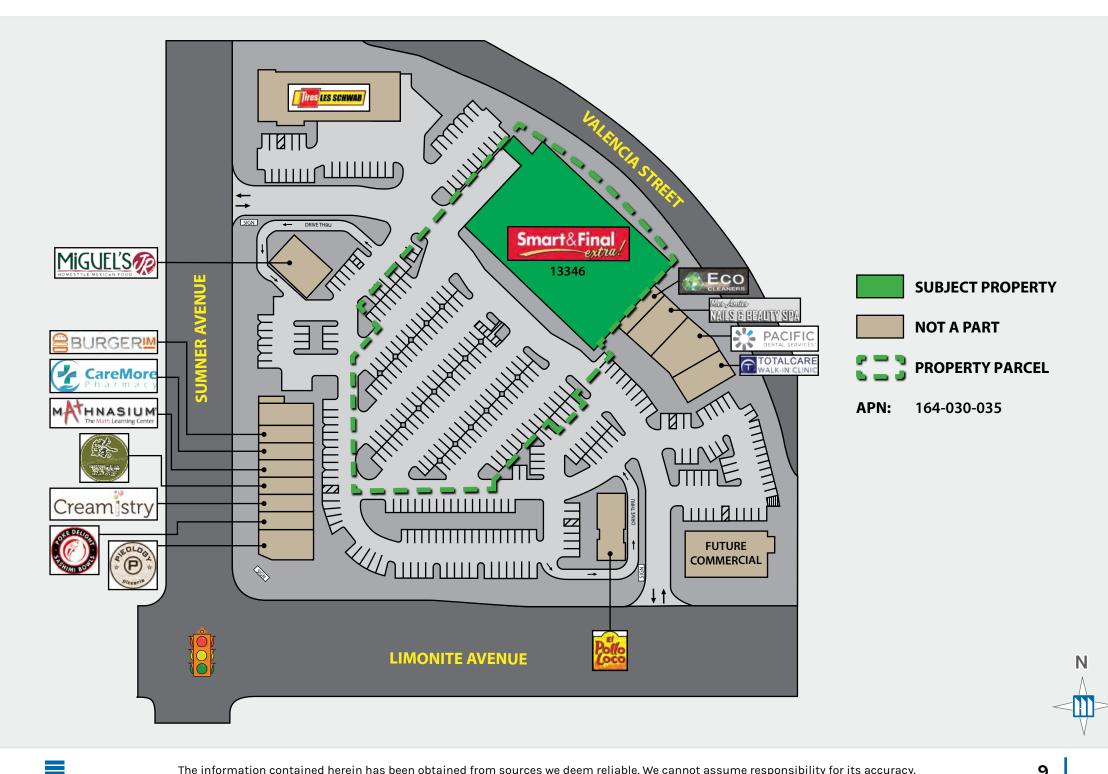
(1) All lease provisions to be independently verified by Buyer during the Due Diligence Period.





SITE PLAN / PARCEL MAP









BURGER

OPEN FOR EATS

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Fei











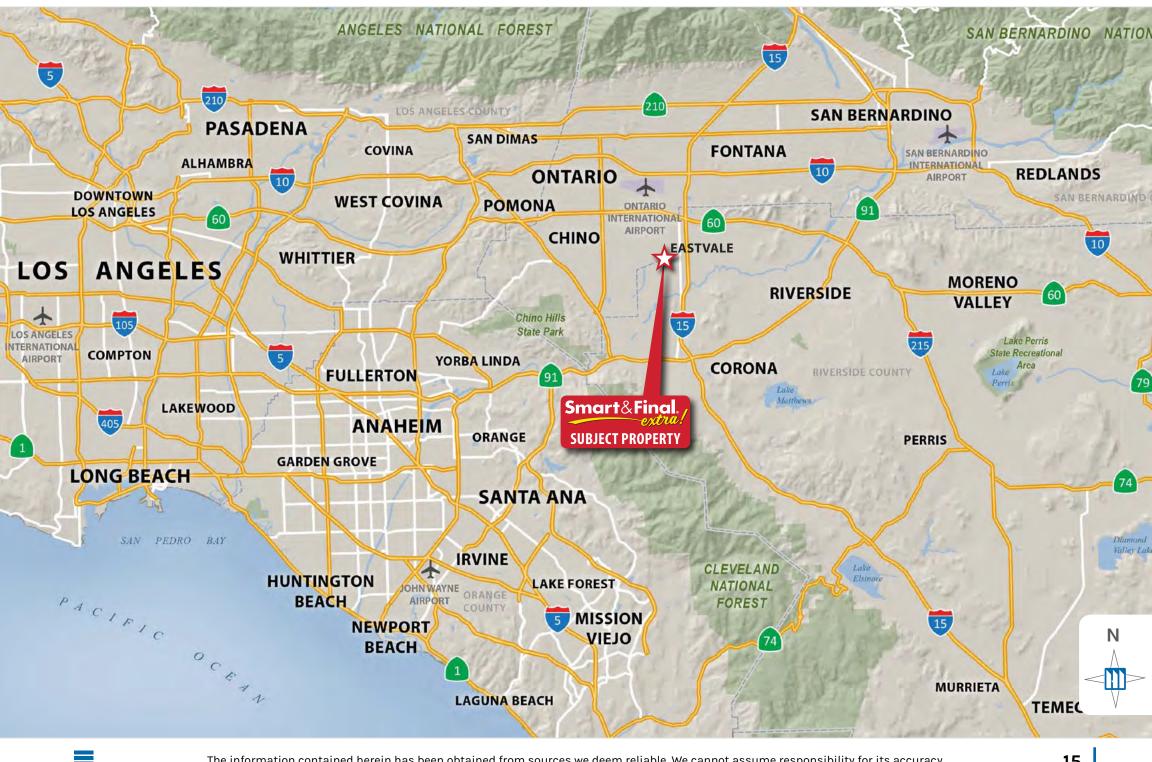






# **REGIONAL MAP**















Smart & Final provides everyday grocery items and foodservice products in a warehouse shopping environment. The grocer is ranked with the 2018 Fortune 1000 with reported revenue of \$4.57 billion in 2017, a 6.7% increase over the previous year. Smart & Final was named one of Fortune's "Most Admired Companies" for the second consecutive year in 2018. The grocery chain opened 7 new locations in 2017 and added 5 new Smart & Final Extra! stores and 4 new Smart Foodservice Warehouse stores in 2018. The company currently operates 324 stores (199 Smart & Final Extra! stores, 61 legacy Smart & Final stores, and 64 Smart Foodservice Warehouse stores) in California, Oregon, Washington, Arizona, Nevada, Idaho, Montana, and Utah.

Smart & Final is headquartered in Los Angeles, California where the company began over 145 years ago. In 2016, the expansion of the Smart & Final Extra! format continued with the acquisition of 33 former Haggen store leases in California. The chain aims to convert 3-5 stores to it's Extra! format per year.

Operating under two distinct banners, Smart & Final and Smart Foodservice Warehouse Stores (previously under the Cash & Carry banner), the company has a unique operating model that focuses on multiple consumer types. The original Smart & Final format primarily focuses on club-size items for household and business customers. Within that banner, the company introduced Smart & Final Extra!, which expanded its selection of fresh and frozen products, organic and natural products, bulk foods, and items sold in convenient sizes. The company's second banner, Smart Foodservice, primarily caters to foodservice professionals such as small restaurants, catering companies, and other small businesses. All stores offer 50% more club-size items than a traditional club store with no minimum order size and no membership fee.

Smart & Final is a hybrid retailer that caters to both business and household customers. The company's strategy emphasizes high quality perishables, a wide selection of private label products, and products offered in a broad range of packaging sizes. Pricing is targeted to be lower than that of conventional grocery stores and competitive with discount grocers and warehouse clubs.

Company Type: Locations: Website: Public (NYSE: SFS; S&P: B) 324 www.smartandfinal.com







# Smart & Final upbeat on foodservice, online sales growth<sup>\*</sup>

By Russell Redman | November 15, 2018

Smart & Final Stores Inc. got a lift in the 3rd quarter from rising sales at its foodservice banner, helping the warehouse-style food retailer beat financial analysts' earnings projection.

For the 16-week quarter ended Oct. 7, Smart & Final reported revenue of about \$1.50 billion, up 2.8% from \$1.45 billion a year earlier. The Commerce, Calif.-based company said the increase stemmed from an 0.6% uptick in same-store sales and business at new stores.



Comparable-store results reflect a 1.9% gain in average transaction size that was partially offset by a 1.3% decrease in transaction count, according to Smart & Final, which added that the product pricing deflation rate year over year was -0.7%.

At Smart & Final and Smart & Final Extra! stores, 3rd-quarter sales totaled \$1.14 billion, a 2.6% gain from nearly \$1.12 billion a year ago. Comp-store sales inched up 0.2%. The Smart Foodservice Warehouse unit, meanwhile, saw sales climb 3.3% to \$353.6 million from \$342.1 million in the 2017 quarter, with same-store sales edging up 2%.

"In the 3rd quarter, our financial and operating performance was solid, with year-to-year growth in overall sales, banner comparable-store sales, banner merchandise and gross-margin rates, and strong growth in online sales," President and CEO David Hirz told analysts in a conference call yesterday after the market close. "We achieved this sales growth despite increasing deflation in a couple of key categories, which was a bit of a surprise after experiencing inflationary trends in many categories earlier in 2018. Our comparable-store sales, net of inflation and cannibalization, was up 1.6%, our strongest quarter of the year and stronger than our fiscal-year 2017."

E-commerce sales for the quarter doubled for the Smart & Final banner and surged 500% for the Smart Foodservice stores, according to Hirz.

During the quarter, Smart & Final opened three new Smart & Final Extra! stores, relocated and converted one legacy Smart & Final store to an Extra! format store and closed one legacy Smart & Final store.

For fiscal 2018, the company expects unit growth of four new Smart & Final Extra! and three new Smart Foodservice Warehouse stores. Plans call for three legacy Smart & Final stores to be relocated and/or expanded to the Extra! format.



\* ARTICLE CONDENSED FOR BREVITY, CLICK LINK FOR COMPLETE ARTICLE

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# **MANUAL THE PRESS-ENTERPRISE**





# The Inland Empire is leading California in job creation

By Kevin Smith | March 8, 2018

California is outperforming the nation in job growth, and the state's inland regions are leading the way, according to the latest UCLA Anderson Forecast.

In a turnaround from the norm, the report shows that the Inland Empire, San Joaquin Valley and Sacramento are outpacing some of California's tech-heavy regions, which traditionally see the bigger job gains. And that's not necessarily a bad thing, according to the report.

## **MORE BALANCED GROWTH**

"Growth is now more balanced and the diversification of employment makes the state less vulnerable to one sector imploding," the report said. "To be sure, if tech imploded as in 2001, it would be a serious blow to the state, but unlike 2001, the more balanced growth of today would focus the pain in one region rather than more generally."





# Leader of the Pack: Inland Empire Economy to Expand Further in 2018

By Sarah Nightingale | April 4, 2018

The remainder of 2018 is shaping up to be a period of relatively robust economic growth in the Inland Empire where home prices, employment, and consumer and business spending are all experiencing sizable gains, according to an analysis released today by the UC Riverside School of Business Center for Economic Forecasting and Development.

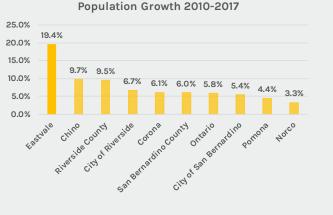
Some of the strongest growth has been in the local housing market, where the median price for a single-family home ballooned by 9% year-over-year as of the fourth quarter of 2017 (the latest data available). This is the fastest home price growth among Southern California's major metropolitan areas including San Diego County (7.8 percent), Los Angeles County (6.6%), and Orange County (6.4%), and a faster rate of growth than in the state as a whole (8.7%).

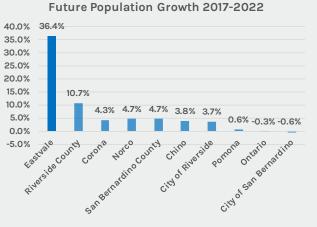
Limited inventory and comparatively brisk population growth are leading to vigorous demand for housing and driving up home prices, according to the analysis.

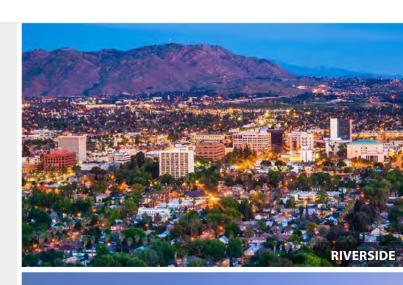
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# Eastvale, California

- One of the newest cities in Western Riverside County; incorporated in October 2010
  - Strategically located between Interstate 15 and California State Routes 91, 60, and 71
  - o Adjacent to Orange and San Bernardino Counties
  - 0 45 miles east of downtown Los Angeles
- 63,200 population; 19.4% growth between 2010-2017
  - Rapid population growth outpaced surrounding cities such as Chino, Corona, Riverside, San Bernardino, Pomona, and Norco
- Landscape of the community has changed over the years to a diverse, well-appointed community with highly desired amenities
  - Ranked among the most diverse cities in America, according to recent analysis by NerdWallet.com (2017)
  - o #5 Best Places to Raise a Family in California by WalletHub (2016)
  - #17 Best Places to Live in the U.S. by Money Magazine (2016)
  - 6th safest city for communities with populations over 50,000 in California (recent FBI statistics)
- One of the fastest growing cities in the Inland Empire, outpacing Riverside and San Bernardino County
  - o 36.4% projected population growth (2017-2022)
- Commuter town; sits between hubs like Irvine and San Bernardino
  - Average commute time of 40 minutes, longer than the normal U.S. worker of 25 minutes
- Homes are newer and bigger than many nearby areas
  - o Typical home price is approximately \$500,000 and is roughly 3,000 square feet







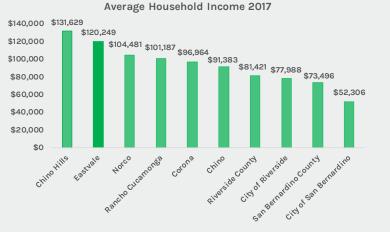






#### **ECONOMY**

- Ranks as the fastest growing city in Riverside County (California Department of Finance)
- Largest industries are healthcare and social assistance; manufacturing; and retail trade
- One of the highest household incomes in the Inland Empire and the state, and is well below the state and national average for persons below the poverty level, according to US Census Bureau data
  - o 3.3% unemployment rate (March 2018)
  - o 3.4% annual job growth
  - 0 42.29% future job growth projected over the next ten years
- Top nearby employers include Amazon, Walmart (both retail and distribution), K-Mart, Shamrock Foods, INgram Micro, Meiko America-Honda, AVF Inc., Lennox, DCS Logistics, Accuride, and Grainger, Inc.
- Goodman Commerce Center (2.3 miles from subject property)
  - 0 190 acres of mixed-use development that includes warehouses, a business park, and retail
  - o Located on Hamner Avenue, north of Bellegrave Avenue and south of Cantu-Galleano Ranch Road
  - 0 Home to Amazon's 1 million square foot, state-of-the-art fulfillment center
    - Amazon's 1st large-scale robotics facility in Southern California where employees pack and ship customer items alongside Amazon robotics
  - o Houses Volkswagen, Porsche, and Audi's \$4.5 million training facility
    - 1st operation for all 3 brands; used for technical, collision repair, and sales training
    - Opened in 2017 and employs 2,500 people
  - 0 158,000 square foot Costco recently opened in June 2018
    - Features a 30-postion gas station and the Inland region's first Costco self-serve car wash
    - Projected to generate \$1 million in tax revenue annually

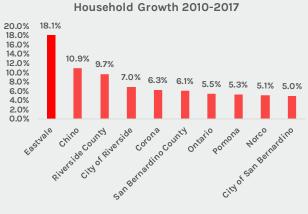




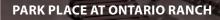
AUDI, PORSCHE, VOLKSWAGON TRAINING FACILITY

#### **RESIDENTIAL DEVELOPMENTS**

- Population and job growth is escalating the demand for housing in the Inland Empire and inflating home prices and rents
  - 9.4% jump from one year earlier in the first quarter of 2018 in the median price of an existing single-family home, increasing to \$352,800
  - o Average asking rent increased 3% up to \$1,319 per month during the same time
- Residential construction activity has increased as a response to the demand in the Inland Empire
  - Building permits have risen; there were 3,020 residential units permitted in the first quarter of 2018, a 4.7% increase from 2017
  - Taxable sales receipts in the Building and Construction category have jumped, indicating that developers are using local suppliers
- Ontario Ranch (1 mile from subject property)
  - Over 8,200-acre master-planned development; 46,000 homes will be built on 13 square miles
  - 20 million square feet of business park and industrial space; 15.5 million square feet of commercial space
  - 0 150,000 residents will be added in 20 years
  - 4 new master-planned communities which include New Haven, Edenglen, Park Place, and Grand Park
  - 0 9 specific plans have been approved that will provide for up to 18,000 residential units as of 2017
  - New Haven 7 new home neighborhoods with home prices ranging from the low \$300,000s to the \$500,000s
  - *Edenglen* master-planned community featuring 1 new home neighborhood, located off of Riverside Drive and Edenglen Avenue
  - o Park Place one of Southern California's biggest master-planned communities in Ontario Ranch
    - Features 6 communities with 189 models by 6 different builders and an upscale clubhouse; Home prices range between \$450,000 to \$700,000
  - o **Grand Park** 320-acre master-planned community featuring 3 home neighborhoods off the Interstate 15 exit at Cantu Galleano Ranch Road
    - 1,327 units including 740 single family units and 587 multi-family units







- Sendero Planned Residential Development (0.3 miles from subject property)
  - o 44 acres to be developed by Stratham Homes
  - 0 323 residential units with 14 lots for open space and water basins
  - o Site clearing and grading is currently underway
- The Lodge by KB Homes (0.3 miles from subject property)
  - o 205 detached single-family homes currently under construction
  - o Located on the northwest corner of Limonite Avenue and Scholar Way
- Leal Master-Plan (0.5 miles from subject property)
  - 0 160-acre proposed development in the northeastern section of Eastvale
  - Plan calls for the creation of a town center and regional destination, anchored by a lifestyle retail center
  - o Includes a mix of complementary office, civic, hotel, residential, recreation, and entertainment uses
  - Site is intended to accommodate up to 1.3 million square feet of retail space and almost 1 million square feet of offices
- Nexus Townhomes (1.5 miles from subject property)
  - o 10-acre property south of Eastvale Gateway South retail center
  - o 220 townhomes; prices anticipated to start from the \$300,000s
  - Vernola Marketplace Apartments (1.8 miles from subject property)
  - 387 unit apartment complex for a 17.4-acre property south of the Vernola Marketplace shopping center
  - o 25 buildings housing one-, two-, and three-bedroom apartments are currently under construction
- Riverbend by Lennar (2.2 miles from subject property)
  - o 211-acre master-planned community located south of 68th Street and east of the Interstate 15
  - 0 466 homes are currently under construction
- The Preserve (3.2 miles from subject property)
  - o 1,155-acre master-planned community
  - o 8,100 homes and apartments

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o 25 acres for commercial development









#### **RETAIL, OFFICE, AND INDUSTRIAL DEVELOPMENTS**

- Inland Empire's commercial real estate market is on the rise
  - Permits for new nonresidential structures in Q1 2018 was 43.5% higher than during same period in 2017
    - 70.5% higher than during the same period in 2016; \$648.3 million in total value
- The industrial market in Eastvale continues to interest from companies looking for warehouse space
  - Industrial base is approximately 8.2 million square feet; below 0.5% vacancy and 4.4% availability rate (2017)
  - o Over 1 million square feet of net absorption in the last 12 months
  - Most of this success can be attributed to several advantages Eastvale offers; an attractive option for investment, development, and relocation
  - One advantage to locating in Eastvale is the various parcels of land in a quality location, with good freeway visibility and access at a competitive land cost.
- Eastvale Crossings (1 mile from subject property)
  - o New shopping center anchored by a 192,000 square foot Walmart Supercenter
    - Projected to generate about \$375,000 a year in sales revenue for the city; Estimated to create 100 construction jobs and 300 retail jobs
    - Expected to service Eastvale and its surrounding communities including Ontario, Chino, Norco, and Jurupa Valley
- The Campus (2 miles from subject property)
  - 54-acre mixed-used business park; Features 10 industrial buildings totaling 733,688 square feet and 4.14 acres of retail and office
  - o Parker House Furniture recently purchased a 271,140 square foot warehouse building
- The Ranch at Eastvale (2.5 miles from subject property)
  - 0 97 gross and 76 net acres of industrial, office, and retail space
  - Features a 52-acre master-planned business park with adjacent retail support services planned; 6 buildings totaling 936,000 square feet
  - Projected to hire 400-500 employees depending on tenant mix
- Civic Center Development (2.5 miles from subject property
  - 23-acre mixed-use development featuring 40,000 square foot government office and a 25,000 square foot library; includes retail, medical offices, and 130-room hotel





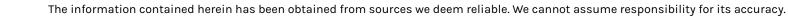
# **DEMOGRAPHICS**

SMART & FINAL EXTRA!

2 ARE



	<u>1-Mile</u>	<u>3-Mile</u>	5-Mile
Population	AL YOU	The states of the second	
2021 Projection	29,013	109,561	205,345
2017 Estimate	20,990	86,532	178,699
2010 Census	17,579	73,046	157,821
2000 Census	191	21,787	99,024
Growth 2000-2010	9,103.66%	235.27%	59.38%
Growth 2010-2017	19.40%	18.46%	13.23%
Growth 2017-2021	38.22%	26.61%	14.91%
Households			
2021 Projection	7,134	28,312	53,491
2017 Estimate	5,137	22,232	45,895
2010 Census	4,384	18,960	40,546
2000 Census	66	6,042	24,934
Growth 2000-2010	6,542.42%	213.80%	62.61%
Growth 2010-2017	17.18%	17.26%	13.19%
Growth 2017-2021	38.87%	27.35%	16.55%
2017 Est. Population by Single-Classification Race			
White Alone	7,878	37,044	89,296
Black or African American Alone	2,130	7,883	14,796
American Indian and Alaska Native Alone	143	623	1,447
Asian Alone	5,984	19,686	26,984
Native Hawaiian and Other Pacific Islander Alone	113	312	554
Some Other Race Alone	3,516	15,931	36,330
Two or More Races	1,028	4,266	8,222
2017 Est. Population by Ethnicity (Hispanic or Latino)			
Hispanic or Latino	8,924	38,280	87,600
Not Hispanic or Latino	12,168	48,386	91,387
2017 Est. Average Household Income	\$122,917	\$112,823	\$102,10



# CONFIDENTIALITY AGREEMENT



The information contained herein does not purport to provide a complete or fully accurate summary of the Property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information which prospective buyers may need or desire. All financial projections are based on assumptions relating to the general economy, competition, and other factors beyond the control of the Owner and Broker and, therefore, are subject to material variation. This Marketing Package does not constitute an indication that there has been no change in the business or affairs of the Property or the Owner since the date of preparation of the information herein. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective buyers.

Neither Owner nor Broker nor any of their respective officers, Agents or principals has made or will make any representations or warranties, express or implied, as to the accuracy or completeness of this Marketing Package or any of its contents, and no legal commitment or obligation shall arise by reason of the Marketing Package or its contents. Analysis and verification of the information contained in the Marketing Package is solely the responsibility of the prospective buyer, with the Property to be sold on an as is, where-is basis without any representations as to the physical, financial or environmental condition of the Property.

Owner and Broker expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or terminate discussions with any entity at any time with or without notice. Owner has no legal commitment or obligations to any entity reviewing this Marketing Package or making an offer to purchase the Property unless and until such sale of the Property is approved by Owner in its sole discretion, a written agreement for purchase of the Property has been fully delivered, and approved by Owner, its legal counsel and any conditions to the Owner's obligations thereunder have been satisfied or waived.

This Marketing Package and its contents, except such information which is a matter of public record or is provided in sources available to the public (such contents as so limited herein called the Contents), are of a confidential nature. By accepting this Marketing Package, you unconditionally agree that you will hold and treat the Marketing Package and the Contents in the strictest confidence, that you will not photocopy or duplicate the Marketing Package or any part thereof, that you will not disclose the Marketing Package or any of the Contents to any other entity (except in the case of a principal, who shall be permitted to disclose to your employees, contractors, investors and outside advisors retained by you, or to 3rd-party institutional lenders for financing sought by you, if necessary, in your opinion, to assist in your determination of whether or not to make a proposal) without the prior authorization of the Owner or Broker, and that you will not use the Marketing Package or any fashion or manner detrimental to the interest of the Owner or Broker.

#### **EXCLUSIVELY LISTED BY:**

#### **Bill Asher**

Executive Vice President basher@hanleyinvestment.com 949.585.7684 | BRE #01318078 Ed Hanley President ehanley@hanleyinvestment.com 949.585.7677 | BRE #01118569 Jeff Lefko Vice President jlefko@hanleyinvestment.com 949.585.7682 | BRE #01942025 William Ito Senior Associate wito@hanleyinvestment.com 949.585.7638 | BRE #01940916





**SHARED DATABASE** *collaborative proprietary database* 



#5 TOP RETAIL BROKER of top 25 nationwide



top sales brokers & firm in OC

