

OFFERING MEMORANDUM

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

LYON STAHL
INVESTMENT REAL ESTATE

..T..Mobile.. **WELLS
FARGO**



4135 PACIFIC
COAST
HIGHWAY

TORRANCE, CALIFORNIA

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INVESTMENT HIGHLIGHTS

STRONG, NATIONALLY RECOGNIZED TENANTS WITH CORPORATE LEASES

- Asset is Leased to well-known and successful Brands
- **Wells Fargo:** the world's **fourth-largest bank by market capitalization** and the **third-largest bank in the US** by total assets; **investment-grade, A- Credit Rating (S&P)**
- **T-Mobile:** **ranked #1 in Customer Service Satisfaction**s by Nielsen in 2017 and was the **#1 American wireless carrier** in 2015 according to Consumer Reports.
- Both Tenants just exercised a 5-year option period, showing commitment to the location
- **12% Rent Increases** in Option Periods for both Tenants

EXTREMELY DENSE AND WEALTHY AREA; SUPERB LOCATION

- **Subject property is located within the heart of Torrance**, just west of the Zamperini Airport (formerly Torrance Municipal Airport)
 - Extremely dense area: over **186,000 residents in the 3-mile** and over **429,000 in the 5-mile**
 - Affluent Area: **Average Household Income Exceeds \$150,000** within the 1-mile
- The site is located off the **signalized corner** of Pacific Coast Highway (PCH) and Anza Ave, which boasts **excellent traffic counts of ±62,433 VPD**
- **Pacific Coast Highway is one of the most well-known Highways in all of America and is arguably the most well-known road in all of California**
- Asset is **caddy-corner to a Sprouts anchored shopping center** and **adjacent to a CVS and Ross anchored shopping center**
- **Less than 1.5 miles from the Del Amo Fashion Center** – the South Bay's premier retail destination with over 2.5MM SF of retail space containing over 200 tenants
- **Less than ¾ of a mile from the Torrance Memorial Medical Center** – a 512-bed, nonprofit medical center with nearly **\$4 Billion in gross patient revenue**; ranked 38th best hospital in the nation and the **highest-ranking non-academic hospital in the U.S.** (*Newsweek*)
- **Proximity to a number of nationally recognized destinations**, including but not limited to: LAX Airport, Port of Los Angeles, Port of Long Beach, Knott's Berry Farm, Downtown LA, Hollywood, Santa Monica Pier, Dodgers Stadium, Manhattan Beach, Redondo Beach, and the Forum

FINANCIAL ANALYSIS



\$7,639,600

PRICE



4.00%

CAP RATE



\$305,585

NOI



±33 Spaces

PARKING SPACES



±5,386

LEASABLE AREA



2008

YEAR BUILT

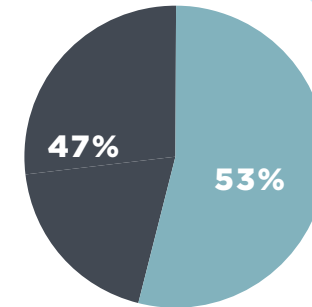
RENT ROLL

SUITE	TENANT	LEASE START	LEASE END	SQUARE FEET	% OF NRA	CONTRACT RENTAL RATE		RENT \$ PSF		OPTIONS
						YEAR	MONTH	\$ PSF/YR.	\$ PSF/MO.	
4135-A	Wells Fargo Bank	Nov-09	Nov-24	3,000	55.7%	\$161,280	\$13,440	\$53.76	\$4.48	1x5 @ 12% Increase
4135-B	T-Mobile	Aug-09	Aug-24	2,386	44.3%	\$144,305	\$12,025	\$60.48	\$5.04	2x5 @ 12% increases
Occupied Totals - In Place				5,386	100.0%	\$305,585	\$25,465	\$56.74	\$4.73	
Vacant Totals				0	0.0%	\$0	\$0	\$0.00	\$0.00	
Totals				5,386	100.0%	\$305,585	\$25,465	\$56.74	\$4.73	

SUMMARY TENANT PROFILE

TENANT NAME	SQUARE FEET	LEASE EXPIRATION	IN-PLACE RENT	% OF REVENUE	TENANT TYPE	CREDIT
Wells Fargo Bank	±3,000	Nov-24	\$161,280	52.8%	Services	National/Credit
T-Mobile	±2,386	Aug-24	\$144,305	47.2%	Shops	National/Credit
Total	5,386		\$305,585	100%		

RENT BREAKDOWN

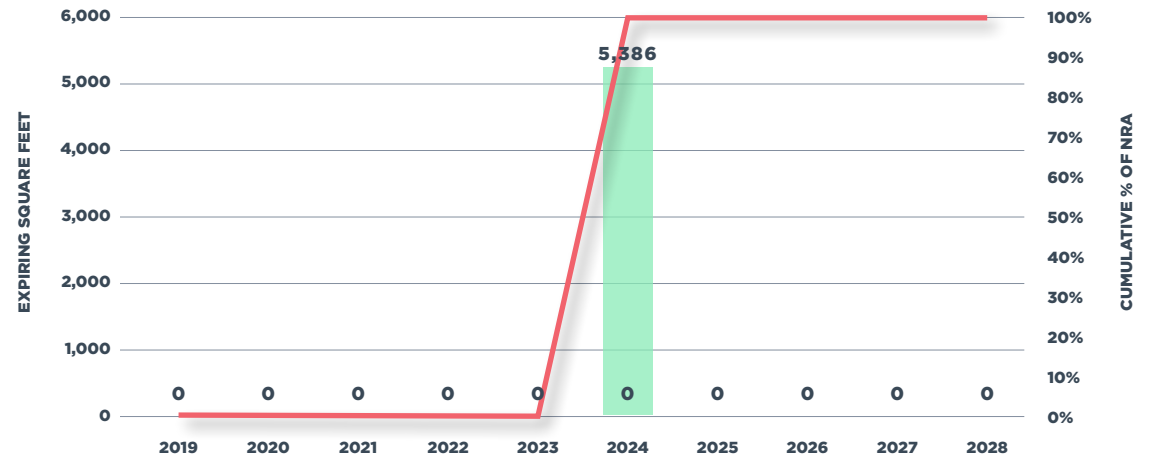


● SHOPS ● SERVICES

LEASE EXPIRATION SCHEDULE

YEAR	YEAR END	SQFT	% OF NRA	CUMULATIVE %
1	2019	0	0%	0%
2	2020	0	0%	0%
3	2021	0	0%	0%
4	2022	0	0%	0%
5	2023	0	0%	0%
6	2024	5,386	100%	100%
7	2025	0	0%	100%
8	2026	0	0%	100%
9	2027	0	0%	100%
10	2028	0	0%	100%
Occupied		5,386	100%	
Vacant		0	0%	
Total		5,386	100%	

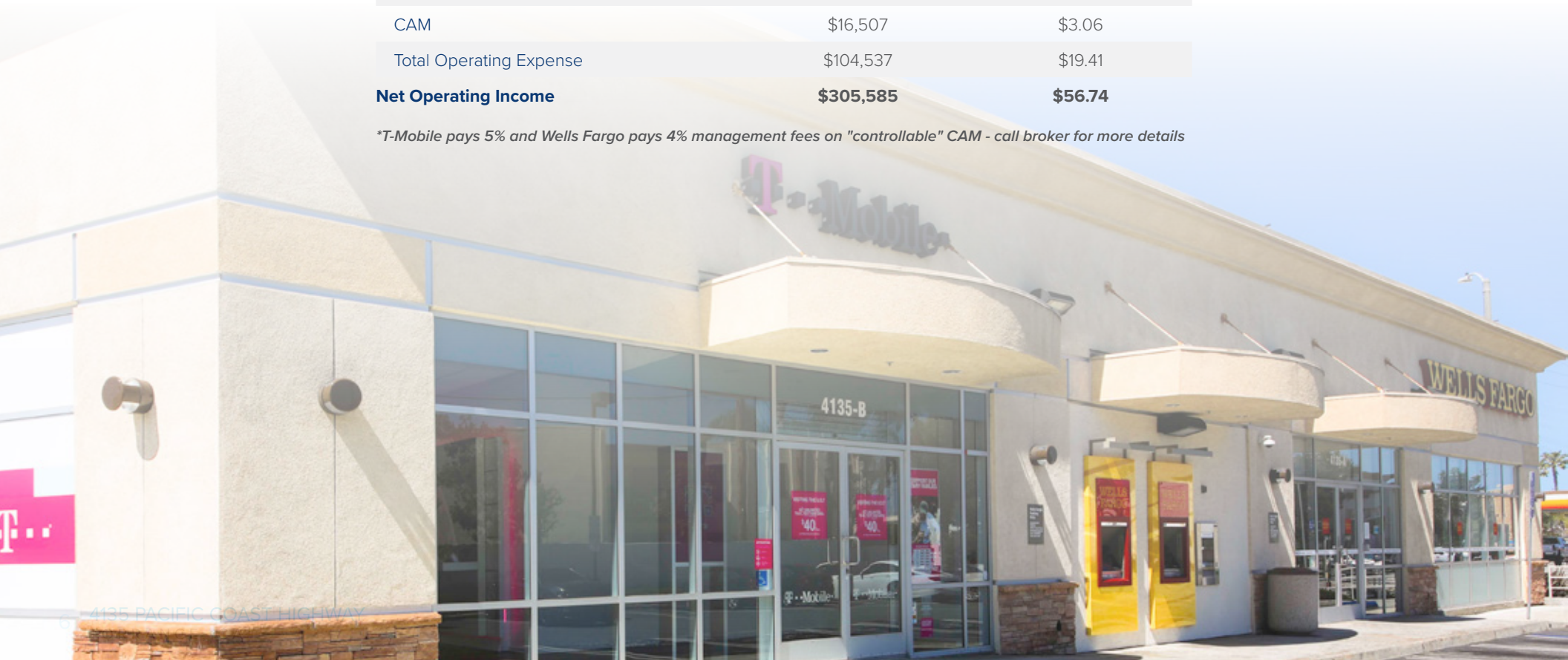
TENANT EXPIRATIONS



FINANCIAL OVERVIEW

YEAR	IN-PLACE*	
	TOTAL	\$/SF
INCOME		
Rental Income	\$305,585	\$56.74
Other Income	\$0	\$0.00
Vacancy Factor	\$0	\$0.00
Reimbursement Revenue	\$104,537	\$19.41
Effective Gross Income	\$410,122	\$76.15
EXPENSES		
Real Estate Taxes	\$80,788	\$15.00
Insurance	\$2,242	\$0.42
CAM	\$16,507	\$3.06
Total Operating Expense	\$104,537	\$19.41
Net Operating Income	\$305,585	\$56.74

*T-Mobile pays 5% and Wells Fargo pays 4% management fees on "controllable" CAM - call broker for more details



This aerial map displays a commercial district in San Diego, California, with numerous business locations marked by logos and connected to the map by blue lines. The map is overlaid with a grid of major roads and their associated traffic volume data (VPD).

Major Roads and Traffic Volume Data (VPD):

- ANZA AVE: ±25,181 VPD
- LOMITA BLVD: ±34,442 VPD
- HAWTHORNE BLVD: ±62,004 VPD
- SEPULVEDA BLVD: ±45,376 VPD
- PACIFIC COAST HWY: ±37,252 VPD
- GRENSHAW BLVD: ±50,644 VPD

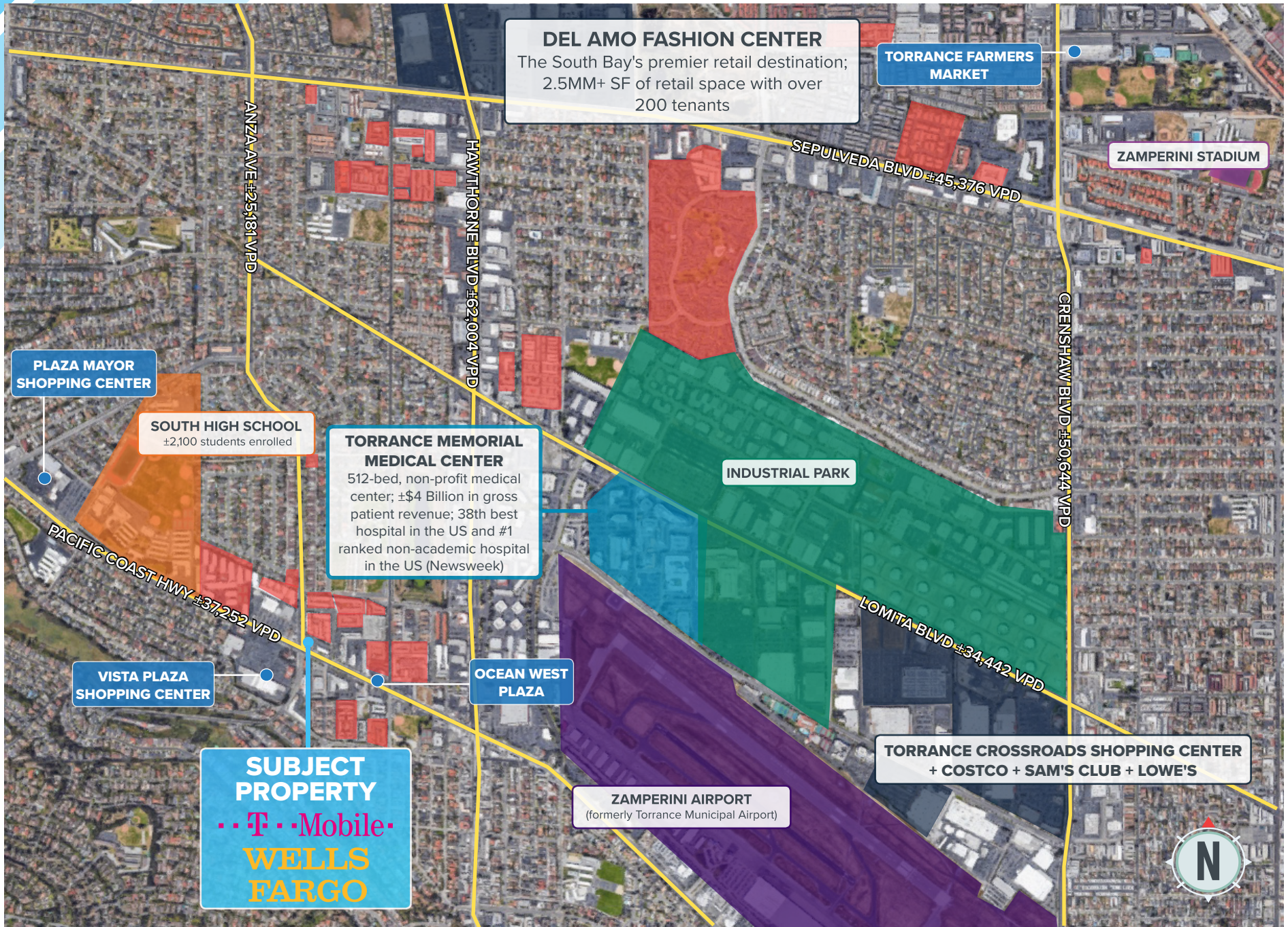
Business Locations and Logos:

- Top Left:** Walmart, Staples, PetSmart, J.Crew, Marshalls, JCPenney, Target, Ralphs, Sunglass Hut, Barnes & Noble.
- Top Center:** Sears, Benefit, Vans, MAC, Macy's, AMC Theatres, Z Gallerie, Forever 21, Nordstrom, Bath & Body Works, Crate & Barrel.
- Top Right:** Honda, Starbucks, The UPS Store, Rite Aid.
- Center:** Pep Boys, Denny's, On the Border, Walgreens, CVS Pharmacy, Courtyard Marriott, Ethan Allen.
- Bottom Left:** Ralphs, CVS Pharmacy, Ross Dress for Less, Michaels, Sprouts Farmers Market, O'Reilly Auto Parts, Bank of America.
- Bottom Center:** Chace, FedEx Express, Chevrolet, Olive Garden, kw real estate, Tuesday Morning, Best Buy, Stein Mart, Costco Wholesale, Sams Club, Home Depot, Lowe's, HomeGoods, IHOP, McDonald's.
- Bottom Right:** Jamba Juice, CorePower Yoga, Petco, In-N-Out Burger, Mercedes-Benz, Land Rover, Lexus.

Other Notable Features:

- A "SUBJECT PROPERTY" label is located near the intersection of Lomita Blvd and Pacific Coast Hwy.
- A compass rose is located in the bottom right corner, indicating North (N).
- Various other logos are visible, including Citibank, Rite Aid, 7-Eleven, Power & Motion Gym, World Market, Pier 1 Imports, Shell, Dollar Tree, Public Storage, Vons Office Depot, and many others.

TENANT MAP



■ - APARTMENTS/CONDOS/SENIOR LIVING

WELLS FARGO LEASE ABSTRACT

Address: 4135 Pacific Coast Hwy, Suite A, Torrance, CA

Square Feet: ±3,000 SF

Initial Term: Ten (10) Years

Current Lease Expiration: 12/30/24

Renewal Terms: Two (2), Five (5) Year Options

Rent Schedule:	Years	Min. Monthly Rent	Min. Annual Rent
	1-5	\$12,000	\$144,000
	6-10	\$13,440	\$161,280
	11-15 (Option 1)	\$13,440	\$161,280
	16-20 (Option 2)	\$16,860	\$180,630

Pro-Rata Share: 55.70%

Number of Exclusive Parking Spaces: 8

Common Area Costs: Tenant pays Tenant's Pro-Rata Share; in no event shall the total of the Common Area Costs (exclusive of Real Estate Taxes, Insurance Premiums, and cost of utilities for the Common Areas) increase by more than five percent (5%) in the aggregate on an annual (calendar Year) basis.

Insurance & Real Estate Taxes: Included as part of Common Area Costs

CC&Rs N/A

Maintenance & Repair by Tenant: Tenant shall keep interior of Premises, including interior walls and non structural portions of the Premises, as well as exterior doors and entrances, all windows, floor coverings, sills, door closures, moldings, trim of all doors and windows partitions, door surfaces, fixtures, and equipment (including lighting), in good order, condition, and repair..... at reasonable intervals paint or refinish the interior of Premises; keep all plumbing reasonably clean and in a good state of repair; maintain HVAC, but shall not be responsible for the costs or maintenance of substantial or capital repairs or replacement with respect to HVAC beyond such maintenance contract and any payments thereunder

Maintenance & Repair by Landlord: LL shall keep, maintain, and replace, if necessary, foundations, exterior surfaces and paint, plumbing system/electrical system/utility lines to the point of distribution within the Premises, sprinkler mains, if any, all structural systems, including without limitation, the roof, roof membrane, roof covering (including interior ceiling, inventory and other personal property if damaged by leakage), load bearing walls, floors, slabs, and masonry walls in good condition and repair. Furthermore, LL shall be responsible for replacement and repair of the major parts of the HVAC system.

Maintenance & Repair of Common Areas by LL: LL shall maintain, or cause to be maintained, the Shopping Center and Common Areas in a "first class" manner, as the term is understood in the general geographic area of the Shopping Center. Tenant reimburses of Common Area Costs.

Management Fee: in no event shall costs for supervision or management exceed four percent (4%) of the Common Area Costs exclusive of Real Estate Taxes, Insurance Premiums, administrative costs, and costs of utilities for the Common Areas

**Lease to be independently verified by any and all Buyers*



ABOUT WELLS FARGO

Wells Fargo & Company is an American multinational financial services company headquartered in San Francisco, California, with central offices throughout the United States. It is the world's fourth-largest bank by market capitalization and the third largest bank in the US by total assets. Wells Fargo is ranked #26 on the 2018 Fortune 500 rankings of the largest US corporations by total revenue.

The firm's primary operating subsidiary is national bank Wells Fargo Bank, N.A., which designates its main office as Sioux Falls, South Dakota. Along with JPMorgan Chase, Bank of America, and Citigroup, Wells Fargo is one of the "Big Four Banks" of the United States. As of June 2018, it had 8,050 branches and 13,000 ATMs. In 2018 the company had operations in 35 countries with over 70 million customers globally.

STANDARD & POOR'S
CREDIT RATING

A-

WWW.WELLSFARGO.COM

2018 NET INCOME
\$22.39 BILLION

(NYSE: WFC)

WELLS FARGO & COMPANY

±8,050
TOTAL BRANCHES

**WELLS
FARGO**

T-MOBILE LEASE ABSTRACT

Address: 4135 Pacific Coast Hwy, Suite B, Torrance, CA

Square Feet: ±2,386 SF

Initial Term: Five (5) Years

Current Lease Expiration: 8/31/24

Renewal Terms: Three (3), Five (5) Year Options

Rent Schedule	Years	Monthly Rent	Annual Rent
	1-5	\$10,737.00	\$128,844.00
	6-10 (Option 1)	\$12,025.44	\$144,305.28
	11-15 (Option 2)	\$13,468.97	\$161,627.64
	16-20 (Option 3)	\$15,237.23	\$181,025.82

Pro-Rata Share: 44.30%

Common Area Costs: Tenant pays Tenant's Pro-Rata Share; in no event shall the total of the Common Area Costs (exclusive of Real Estate Taxes, Insurance Premiums, and cost of utilities for the Common Areas) increase by more than five percent (5%) in the aggregate on an annual (calendar Year) basis.

Insurance & Real Estate Taxes: Included as part of Common Area Costs

CC&Rs N/A

Maintenance & Repair by Tenant: Tenant shall keep interior of Premises, including interior walls and non structural portions of the Premises, as well as exterior doors and entrances, all windows, floor coverings, sills, door closures, moldings, trim of all doors and windows partitions, door surfaces, fixtures, and equipment (including lighting), in good order, condition, and repair..... at reasonable intervals paint or refinish the interior of Premises; keep all plumbing reasonably clean and in a good state of repair

Maintenance & Repair by Landlord: LL shall keep, maintain, and replace, if necessary, foundations, exterior surfaces and paint, plumbing system/electrical system/utility lines to the point of distribution within the Premises, sprinkler mains, if any, all structural systems, including without limitation, the roof, roof membrane, roof covering (including interior ceiling, inventory and other personal property if damaged by leakage), load bearing walls, floors, slabs, and masonry walls in good condition and repair. Furthermore, LL shall be responsible for maintenance, repair, or replacement of the HVAC system.

Maintenance & Repair of Common Areas by LL: LL shall maintain, or cause to be maintained, the Shopping Center and Common Areas in a "first class" manner, as the term is understood in the general geographic area of the Shopping Center. Tenant reimburses LL for Common Area Costs.

Management Fee: in no event shall costs for supervision or management exceed five percent (5%) of the Common Area Costs exclusive of Real Estate Taxes, Insurance Premiums, administrative costs, and costs of utilities for the Common Areas

**Lease to be independently verified by any and all Buyers*



ABOUT T-MOBILE

T-Mobile US, Inc., commonly shortened to T-Mobile, is a United States-based wireless network operator whose majority shareholder is the German telecommunications company Deutsche Telekom (DT). Its headquarters are located in Bellevue, Washington, in the Seattle metropolitan area. T-Mobile is the third largest wireless carrier in the United States with 79.7 million customers as of the end of Q4 2018.

T-Mobile US provides wireless voice and data services in the United States, Puerto Rico and the U.S. Virgin Islands under the T-Mobile and Metro by T-Mobile brands (which it acquired in a reverse takeover in 2013, resulting in the company going public on the NASDAQ stock exchange), and also serves as the host network for many mobile virtual network operators. The company has annual revenues of over \$40 billion. In 2015, Consumer Reports named T-Mobile the number one American wireless carrier. In 2017, T-Mobile was ranked #1 in Customer Service Satisfaction by Nielsen.

STANDARD & POOR'S CREDIT RATING

BB+

WWW.T-MOBILE.COM

2018 NET INCOME
\$640 MILLION

(NASDAQ: TMUS)
T-MOBILE US, INC.

±20,100
TOTAL LOCATIONS

..T..Mobile.

AREA OVERVIEW



DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2010 Census	20,197	174,299	414,611
2019 Estimate	20,791	180,957	429,106
2024 Projection	21,322	186,230	440,902
Growth 2010-2019	2.94%	3.82%	3.50%
Growth 2019-2024	2.55%	2.91%	2.75%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2010 Census	7,734	70,022	155,541
2019 Estimate	7,913	72,472	160,721
2024 Projection	8,099	74,530	165,116
Growth 2010-2019	2.31%	3.50%	3.33%
Growth 2019-2024	2.35%	2.84%	2.73%
INCOME	1-MILE	3-MILE	5-MILE
2019 Average Household Income	\$150,664	\$139,871	\$136,774

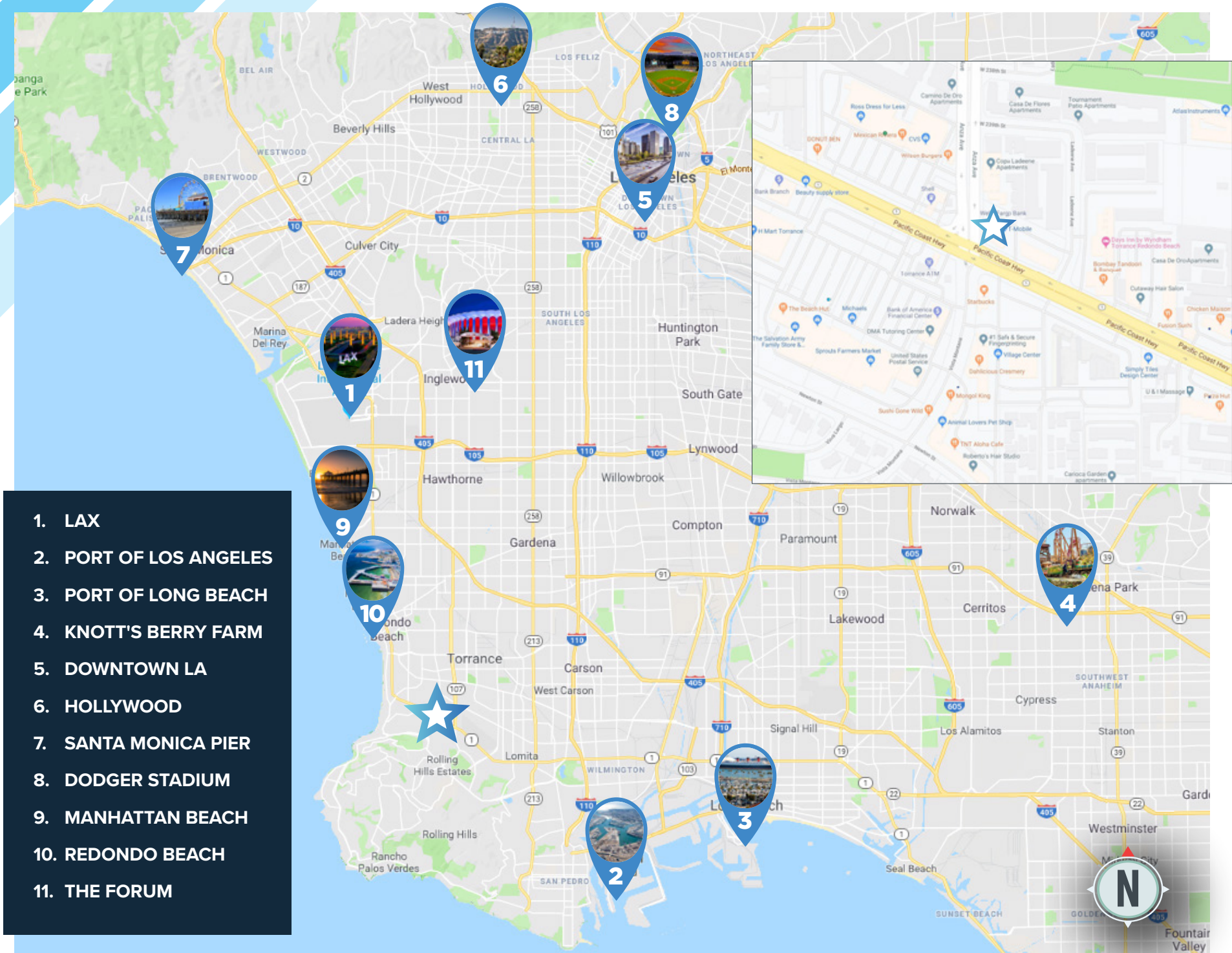
TORRANCE, CA

The city of Torrance is located in southwest Los Angeles County in a region known as the South Bay covers roughly 21 square miles. Torrance is the eighth largest municipality in Los Angeles County. Torrance is bordered by 1.5 miles of beach and the City of Redondo Beach to the west, the communities of Gardena and Lawndale to the north, City of Los Angeles' Harbor Gateway and Lomita to the east, and the communities of the Palos Verdes Peninsula to the south.

The skilled workforce is a key driver for the exponential growth in health services, tech and entertainment sectors in the region, with a technically sound, well-educated and growing workforce of more than 4.6 million people. Higher education opportunities are abundant. The region graduates more than 20,000 engineers every year from highly regarded universities. Southern California is home to more than 40 two-year and four-year colleges, universities and professional schools. Torrance is home to nearly 400 headquarter businesses, is dedicated to business creation, attraction, retention, and expansion, and offers various incentives to support a vibrant and sustainable business community.

TORRANCE ECONOMY

Torrance boasts a vibrant and strong economy and is home to many large and powerful companies. It is home to the U.S. headquarters of Japanese automaker American Honda Motor Company. Robinson Helicopters are designed and built in Torrance, as are Honeywell's Garrett turbochargers, used on automobile engines worldwide. Alcoa Fastening Systems is headquartered in Torrance, producing aerospace fasteners. ExxonMobil refinery in the north end of the city is responsible for much of Southern California's gasoline supply. Torrance is also home to the main bakery facility for King's Hawaiian, the dominant brand of Hawaiian bread in North America. Younger Optics, Torrance's 10th largest employer is credited with creating the first seamless or "invisible" bifocal, a precursor to all progressive lenses. The headquarters of Mitsuwa Marketplace is located in Torrance, as well as a simple human, the manufacturer of kitchen and bath tools. Pacific Sales, PC Mall, Pelican Products, Verengo Solar, and Rapiscan Systems are among the other companies based in Torrance.



1. LAX
2. PORT OF LOS ANGELES
3. PORT OF LONG BEACH
4. KNOTT'S BERRY FARM
5. DOWNTOWN LA
6. HOLLYWOOD
7. SANTA MONICA PIER
8. DODGER STADIUM
9. MANHATTAN BEACH
10. REDONDO BEACH
11. THE FORUM



LAX (±10.1 MI)

OVER 87.5MM PASSENGERS IN 2018; WORLD'S 4TH BUSIEST AIRPORT; 2ND BUSIEST IN U.S.



PORT OF LOS ANGELES (±7.4 MI)

#1 CONTAINER PORT IN NORTH AMERICA FROM 2000-2018; \$297 BILLION IN FACILITATED CARGO VALUE (2018)



PORT OF LONG BEACH (±9.8 MI)

2ND BUSIEST CONTAINER PORT IN U.S.; UNDERGOING INDUSTRY-LEADING \$4 BILLION CAPITAL IMPROVEMENT PROGRAM



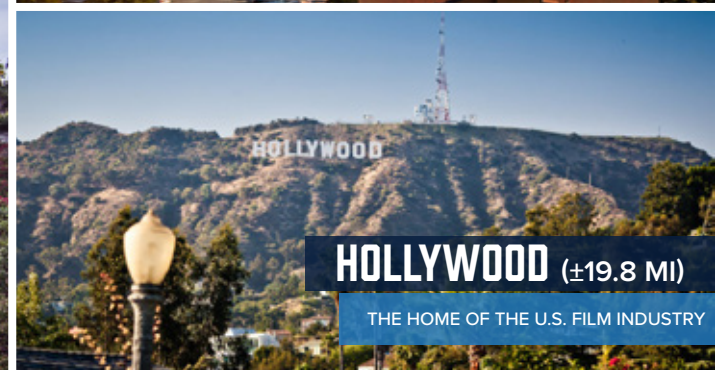
KNOTT'S BERRY FARM (±19.7 MI)

10TH MOST VISITED THEME PARK IN U.S.



DOWNTOWN LA (±17.3 MI)

CENTRAL BUSINESS DISTRICT OF LOS ANGELES, CA



HOLLYWOOD (±19.8 MI)

THE HOME OF THE U.S. FILM INDUSTRY



SANTA MONICA PIER (±16.1 MI)

ONE OF SO-CAL'S PREMIUM TOURIST DESTINATIONS; 8.4MM VISITORS IN 2018 (4.4MM WERE INTERNATIONAL)



MANHATTAN BEACH (±6.3 MI)

32ND MOST EXPENSIVE ZIP CODE IN THE U.S. (PROPERTYSHARK, 2017); CONSISTENTLY TOP-5 RANKED BEACH IN CA



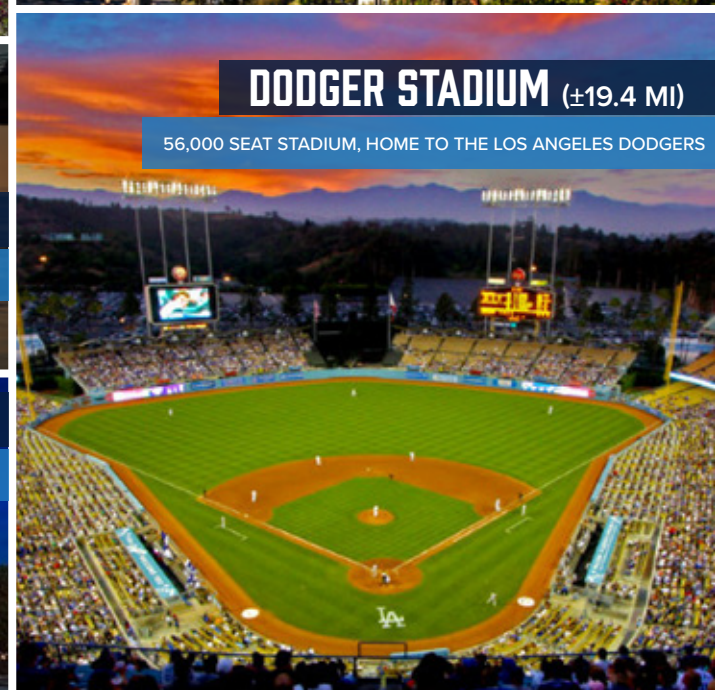
REDONDO BEACH (±3.5 MI)

MEDIAN HOUSEHOLD INCOME OF ±\$100,000



THE FORUM (±10.5 MI)

17,500 SEAT INDOOR ARENA; SLATED TO HOST GYMNASTICS EVENTS FOR THE 2028 SUMMER OLYMPICS



DODGER STADIUM (±19.4 MI)

56,000 SEAT STADIUM, HOME TO THE LOS ANGELES DODGERS

SHOPPING

The shopping options in Torrance and surrounding areas are abundant. The Del Amo Fashion Center, at 2.5 million square feet, is one of the largest malls in the United States by gross leasable area. In 2006, a new open-air shopping center opened as an addition to the Del Amo mall. The new center features upscale clothiers Anthropologie, Coach, H&M and Urban Outfitters as well as the restaurant P.F. Chang's. Rolling Hills Plaza in Torrance, a 500,000sf community shopping center anchored by Trader Joe's, Whole Foods, Bed Bath, and Beyond, and Rolling Hills AMC 20 Theatres, draws shoppers from Palos Verdes Peninsula to Hermosa Beach and beyond. It rests just beneath the entrance to the upscale communities of Rolling Hills and Palos Verdes Estates, at the intersection PCH and Crenshaw, a major shopping hub in Torrance. Shoppers at Rolling Hills Plaza may also take advantage of other personal services, such as day spas, nail and hair salons, fitness centers, and medical and dental services.

Other shopping and entertainment areas neighboring Torrance include The Promenade on the Peninsula, located in Palos Verdes. The Promenade is a Spanish style, open-air upscale center with more than 50 brand name and boutique stores and restaurants. It is home to the beautiful Ice Chalet skating rink, Regal Cinemas, a 13-screen theatre with stadium seating, state of the art Fitness and spa services. The nearby Redondo Pier is also a major attraction for locals and tourists alike, visitors can enjoy unique shops, a fun zone, bike path, fishing, boat tours, and a variety of dining options. The South Bay is a major attraction for tourists, perpetuating a strong and diverse economy.

TORRANCE BEACH

Torrance Beach is a long wide sandy beach (and the only beach) in the city of Torrance, California. This is the southernmost of the big beaches on Santa Monica Bay which extends from the Malibu area to the Palos Verdes Peninsula. It has a local nickname of RAT Beach which stands for various things like Right At Torrance, Right After Torrance, Redondo And Torrance, etc. Torrance Beach has a nice large parking lot, safe graded ramps to the beach, lifeguards, access to a long bike path, and nice facilities. It tends to be a little less crowded than it's neighboring beaches to the north, Redondo, Hermosa, and Manhattan Beach. Torrance Beach starts at Miramar Park on the north end and extends to a cove at the south end called Malaga Cove Beach. The parking lot is along Paseo De La Playa from Calle Miramar to Via Riviera. South of that are homes on the bluff and no public right of ways to the beach.



CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of **4135 Pacific Coast Highway** located in **Torrance, CA** (“**Property**”). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

4135

PACIFIC COAST HIGHWAY

TORRANCE, CALIFORNIA

LISTED BY

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