# 9889-9895 SAN PABLO AVE I EL CERRITO, CALIFORNIA OFFERING MEMORANDUM

FedEx Office

Peet's Coffee & Tea

Marcus & Millichap

BIKELAN

# PRESENTED BY:

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PEET'S COFFEE & TEA / FEDEX OFFICE El Cerrito, CA ACT ID ZAA0010346

# TABLE OF9889-9895SAN PABLO AVENUECONTENTSEL CERRITO, CA 94530







### MARKET OVERVIEW

Market Overview | Market Analysis | Demographic Analysis



# INVESTMENT OVERVIEW



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Fed Office

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# Pleets Conee

Newly constructed in 2005, the subject property is a pride-of-ownership retail building 100% leased to Peet's Coffee and a FedEx Office. Both tenants have enjoyed a long-term tenancy and recently executed a five-year extension to their triple net corporate leases. Peet's Coffee operates over 200 retail locations in 11 states, and has products in over 14,000 grocery stores across the United States. FedEx Office operates over 1,900 retail locations nationwide.

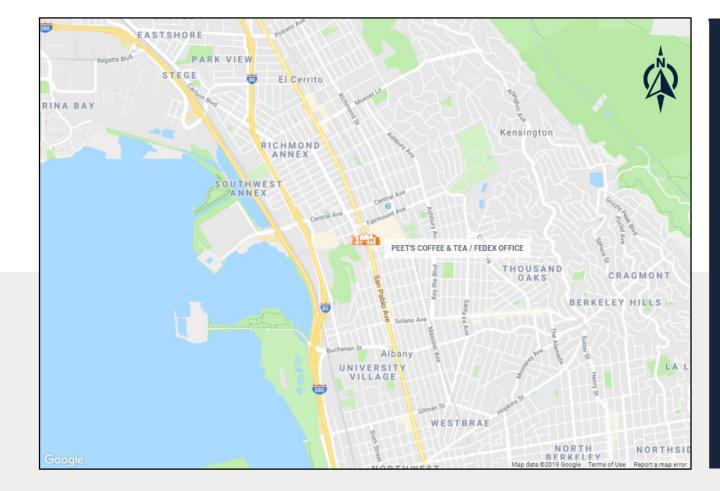
Over 52% of the income stream comes from Peet's Coffee which occupies an approximate +/- 1,681 square foot space. The remaining space consisting of +/- 1,892 square feet is occupied by FedEx. The property has on-site parking with street access from both San Pablo Avenue and Carlson Boulevard. The daily traffic count is reported at 27,500 on San Pablo Avenue.

Located in El Cerrito, California, the subject property is situated at the signalized intersection of San Pablo Avenue and Carlson Boulevard. Across the street from the subject property is El Cerrito Plaza, leased to national tenants such as Lucky Grocery store, Trader Joe's, Romano's Macaroni Grill, Barnes & Noble, Bed Bath and Beyond, Ross Dress for Less, JoAnn Fabrics and Crafts, CVS, Panda Express, Starbucks, MOD Pizza, Rubio's Coastal Grill and more.

Situated 0.5 miles from the subject property is Albany Middle School with approximately 900 students enrolled and 0.9 miles away is El Cerrito High School with approximately 1,460 students enrolled. Located 0.4 miles away is the El Cerrito Plaza BART Station.

El Cerrito is located approximately 10 miles north of downtown Oakland and enjoys a city population estimated at 25,000. Average Household Income within a three-mile radius of the subject property is \$126,289.





- Pride-of-Ownership Property
- 100% Leased to Two Corporate Tenants on Triple Net Leases
- Corner Location at Signalized Intersection
- Located Across the Street from El Cerrito Plaza Shopping Center
- Attractive Area Demographics











200 LOCATIONS reets (of

# \$800 million

# 5,000 EMPLOYEES

Peet's Coffee is a San Francisco Bay Area-based specialty coffee roaster and retailer. Peet's Coffee was first opened as "Peet's Coffee & Tea" by Alfred Peet in 1966 in Berkeley, California. In 2012, it was acquired by JAB Holding Company. Today, Peet's Coffee operates over 200 retail locations in 11 states, and products in over 14,000 grocery stores across the

United States. Annual revenue of nearly 800 million as of 2016.

JAB Holding Company PARENT COMPANY 1966 YEAR FOUNDED Emeryville, CA HEADQUARTERS

Private OWNERSHIP Coffee INDUSTRY





**2,150** Stations**13** Air Express Hubs



39 Ground Hubs> 600 Operating Facilities



FedEx has grown tremendously since its first night of operations in 1973. Now FedEx serves more than 220 countries and territories and continues to offer new products and services around the globe.



≈370 Service Centers



> 1,900 Locations

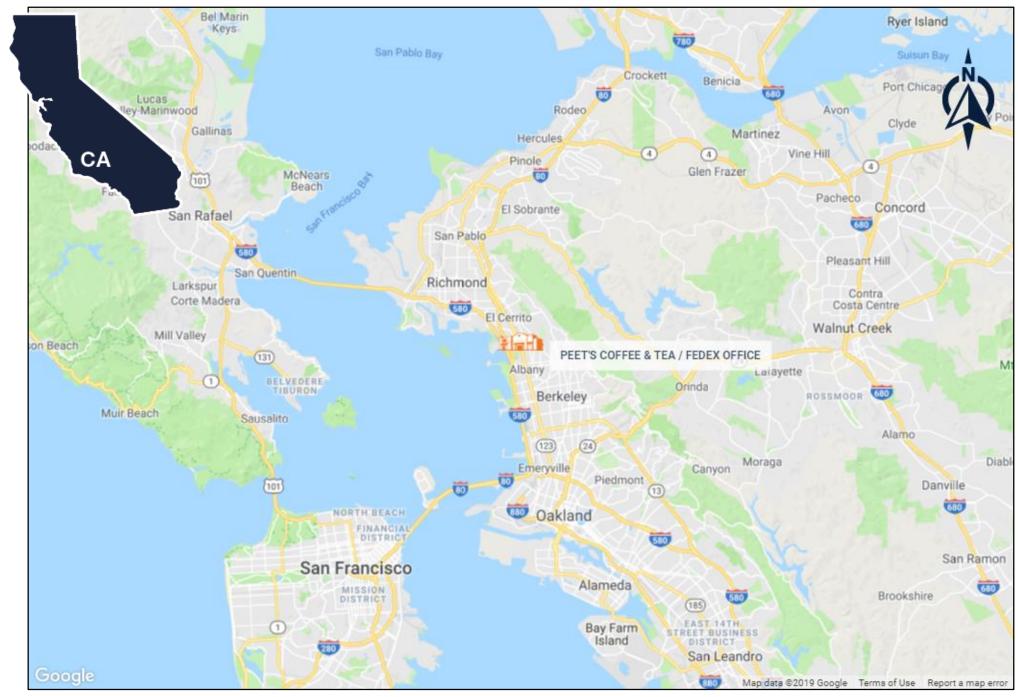
\$65.45 billion

BBB CREDIT RATING (Standard & Poor's)



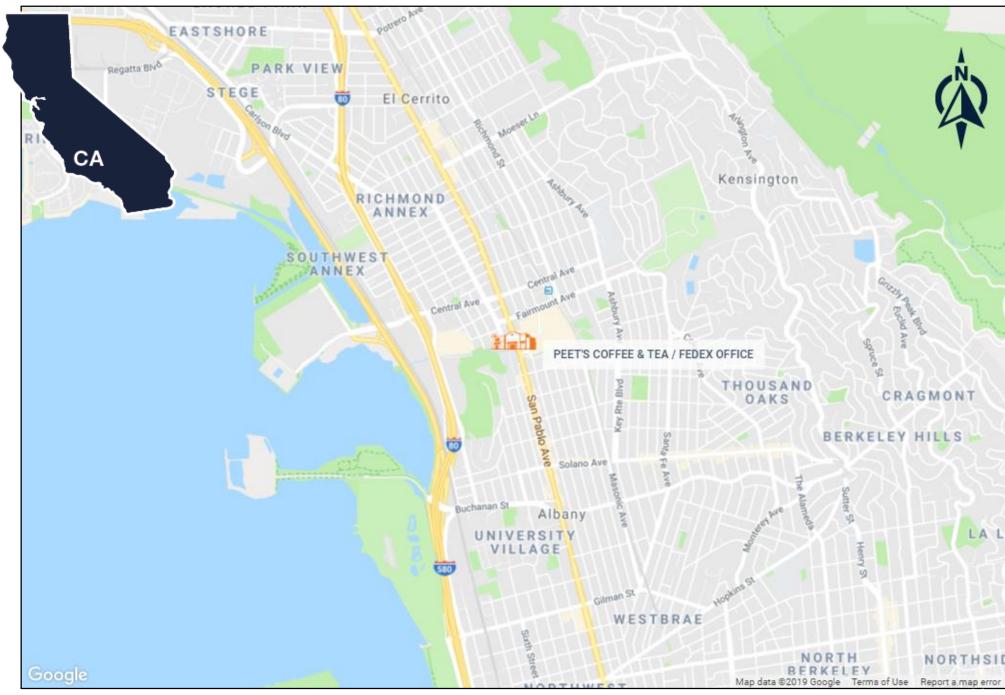


#### REGIONAL 9889-9895 SAN PABLO AVENUE MAP EL CERRITO, CA 94530

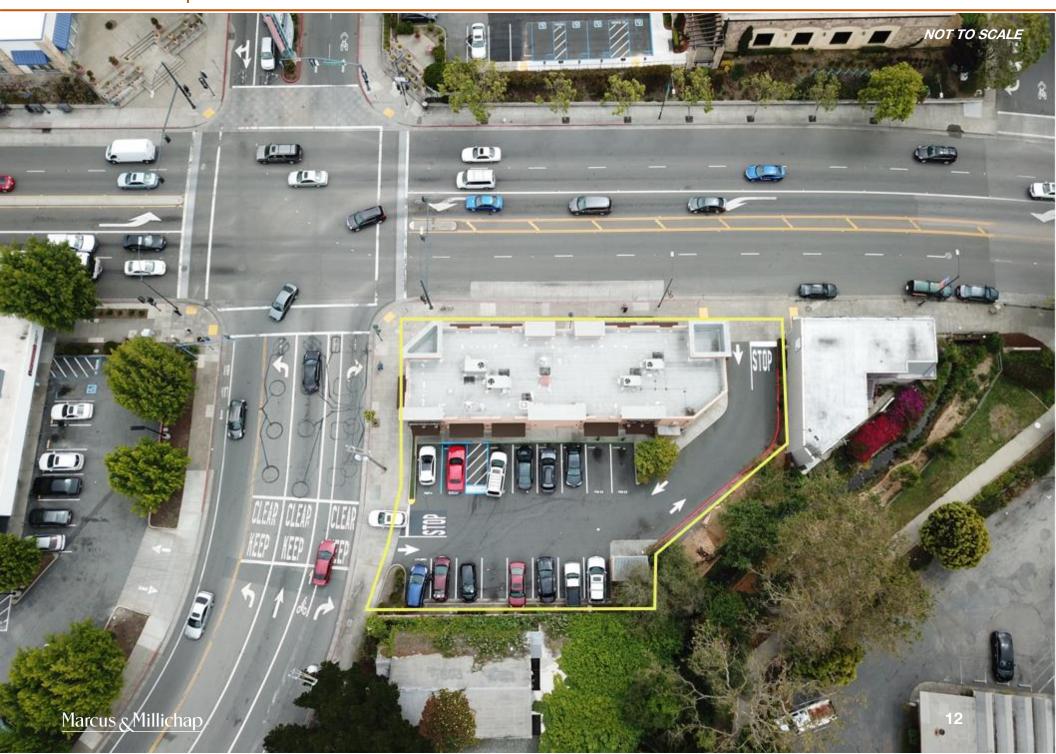




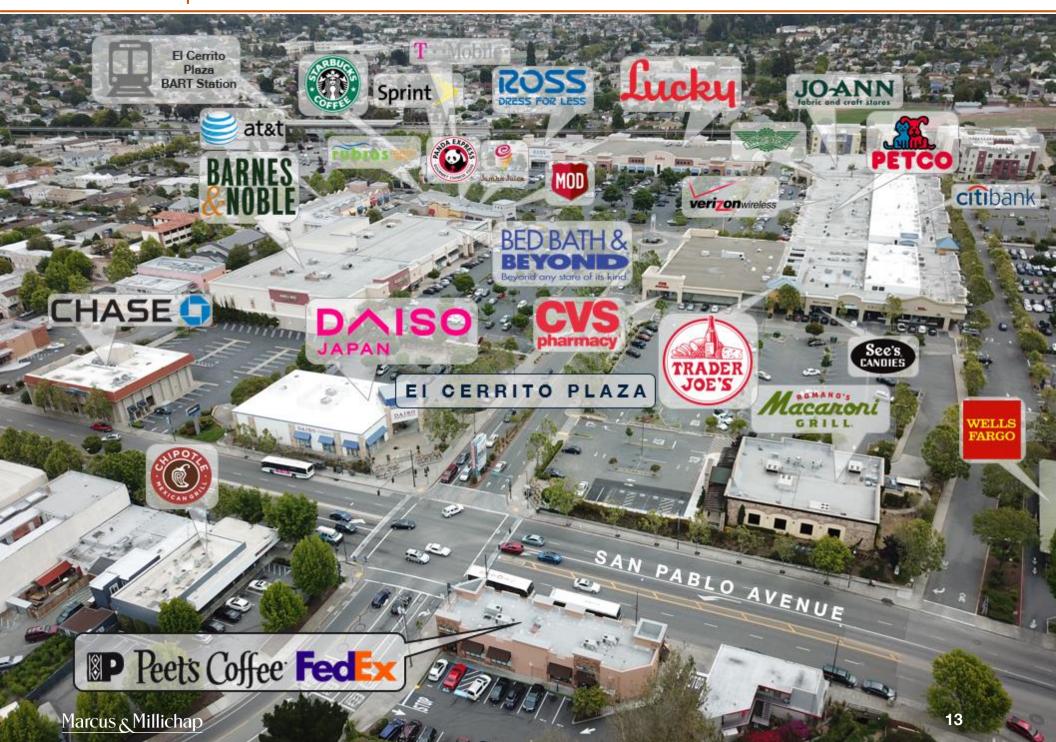
#### 9889-9895 SAN PABLO AVENUE EL CERRITO, CA 94530



# PARCEL9889-9895SANPABLOAVENUEOUTLINEELCERRITO,CA94530



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#### AERIAL 9889-9895 SAN PABLO AVENUE PHOTO EL CERRITO, CA 94530



### AERIAL 9889-9895 SAN PABLO AVENUE PHOTO EL CERRITO, CA 94530



# **PROPERTY**<br/>**PHOTOS**9889-9895SAN PABLO AVENUE<br/>EL CERRITO, CA 94530











#### 9889-9895 SAN PABLO AVENUE EL CERRITO, CA 94530







# FINANCIAL ANALYSIS





# Peets Coffee Fed Ex

\$4,250,000 3.75% \$159,078 PRICE CAP NOI

> Price/SF | \$1,189.47 GLA | 3,573 SF Lot Size | 0.28 AC Year Built | 2005 Type of Ownership | Fee Simple Zoning | TOHIMU (Transit Oriented High Intensity Mixed Use)

**CURRENT** YEAR \$13,256.50 MONTHLY RENT

\$159,078 ANNUAL RENT

# \$3.71 **AVERAGE RENT/SF**

NOTES

Net Operating Income reflects Pete's Coffee monthly rent scheduled to occur November 1, 2020. Seller shall credit Buyer the difference in rent from the close of escrow an amount of \$506.06/month until November 1, 2020.



Tenant | Peet's Coffee Tenant's Entity | Peet's Coffee, Inc. Guarantor | Corporate Guaranty Lease Type | Triple Net (NNN) Square Feet | 1,681 Original Tenancy | 10/7/2005 Lease Commencement | 11/1/2015 Lease Expiration | 10/31/2025 Rent Increases | 7.78% Increase as of 11/2020 Renewal Options | One, Five-Year Option Landlord Responsibility | Roof and Structure Right of First Refusal | No



Peet's Coffee & ea

NOTES

Tenant recently executed the first of two, five-year lease extension options, with one option remaining. The first extension commences November 1, 2020 and ends October 31, 2025.



Tenant | FedEx Tenant's Entity | FedEx Office and Print Services, Inc.

Guarantor | Corporate Guaranty Lease Type | Triple Net (NNN) Square Feet | 1,892 Original Tenancy | 10/1/2007 Lease Commencement | 8/13/2017 Lease Expiration | 2/28/2022 Original Lease Term | 10 Years Term Remaining/Current Term | 3/5 Years Rent Increases | Fixed Rent Increases At Options Renewal Options | Two, Five-Year Options Landlord Responsibility | Roof and Structure Right of First Refusal | No



# MARKET OVERVIEW

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CVS/pharmacy

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# OAKLAND OVERVIEW

The Oakland metro is located on the eastern side of the San Francisco Bay and encompasses 1,470 square miles across Alameda and Contra Costa counties. Lower housing costs and quick access across the Bay lure many San Francisco workers to the East Bay. The Port of Oakland is a major economic driver for the area, and roughly 2.5 million TEUs pass through annually. The area is also experiencing a boom in redevelopment, especially in older areas of Oakland and Hayward. These efforts are helping to attract businesses and residents. Blue Shield of California will move its headquarters to Oakland in 2019, bringing 1,200 workers, and tech firm square has leased Uptown Station in downtown Oakland. High-paying jobs in the tech sector are attracting young professionals to the metro.

## **METRO HIGHLIGHTS**



## WORLD-CLASS INSTITUTIONS

Students have access to 15 universities in the Greater Bay Area including two campuses of the University of California.

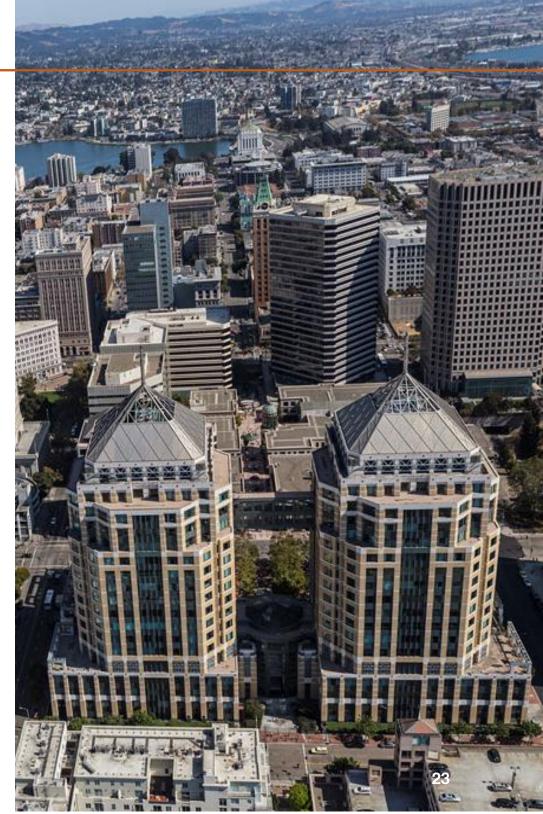
## EDUCATED WORKFORCE

The large base of skilled workers supports the diversification in local industries, drawing additional tech and research employers.



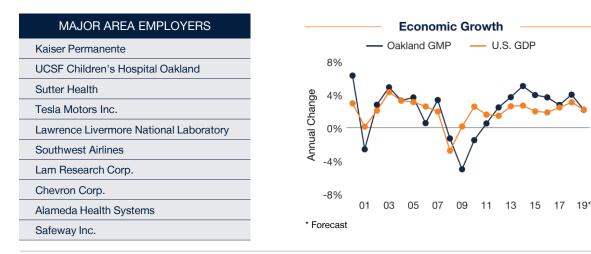
### ELEVATED HOUSEHOLD INCOME

The skilled labor pool and increase in higher-paying jobs has produced a median income that is more than \$30,000 above the U.S. level.



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- Major employers come from a wide array of industries: education, healthcare, financial services, telecommunications, retail, technology, manufacturing and transportation.
- The metro is a transportation hub of the Bay Area, and Oakland International Airport, BART, two major rail lines and the Port of Oakland all play important roles.
- Oakland is a major tech employment market. High-tech businesses currently employ tens of thousands of workers. The metro boasts an extensive underground fiber-optic cable network and is a regional telecommunications hub.





## SHARE OF 2018 TOTAL EMPLOYMENT



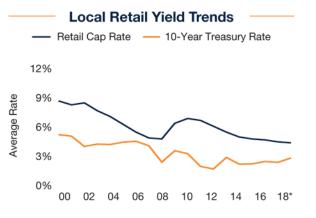
# BAY AREA MARKETS

#### Rising Construction Offset by Consistent Retailer Demand in Bay's Vibrant Economy

Broad shortage of retail space supporting incredibly tight vacancy; marquee employer base underpins labor market strength. A range of technology, biotech and fintech employers have powered one of the most robust growth cycles in the Bay Area, pushing unemployment below the lowest levels of the late 1990s. Wage growth at these firms has far exceeded the national average, boosting consumer demand for a broad range of retail products. A wide variety of retailers have stepped up to fill this need, lowering vacancy rates to incredibly tight levels, particularly on the peninsula in San Francisco. These conditions have provided fertile ground for rent growth, which will remain strong during the remainder of the year. Weakness in big-box storefronts could limit overall rent growth at larger centers.

#### Community and neighborhood centers highlight largest pipeline of the cycle.

While vacancy has remained benign for several years, developers have shown little interest in providing new space until recently, with construction below 1.5 million square feet for all but two years during the current growth cycle. The introduction of several new community and neighborhood centers featuring restaurants and other necessity retail will highlight the largest delivery pipeline since 2012. Well situated along major freeways, the new properties should have little impact on existing operations nearby, providing investors the opportunity to acquire quality centers in growing neighborhoods.



\* Cap rates trailing 12 months through 2Q18; 10-Year Treasury up to June 29. Sources: CoStar Group, Inc.; Real Capital Analytics



#### Investment Trends

#### San Francisco

- Constrained listings activity slowed investment demand over the past year. Suburban San Mateo County and Downtown San Francisco made up the bulk of deal flow.
- Properties generally trade at prices in the mid-\$400 per square foot band, with San Francisco assets commanding up to \$200 per square foot higher due to greater density and traffic counts.

#### San Jose

- Pricing remains elevated as smaller properties dominate transactions. Transitioning neighborhoods and locations near corporate campuses remain in high demand.
- Seeking greater yields, investors have migrated to second- and third-ring suburbs in an effort to boost returns. Assets in these locations carry cap rates in the mid- to high-5 percent range.

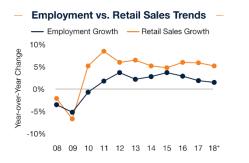
#### Oakland

- Investors are targeting mid-5 percent returns along the I-680 Corridor, seeking to capture considerable upside as density in the area rises.
- Overall volume and transactions have slowed somewhat as listings activity has diminished.

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# BAY AREA MARKETS: OAKLAND

### 2Q18 - 12-MONTH TREND









RENTS

#### **EMPLOYMENT**

.5% increase in total employment Y-O-Y

- Over the past year, Oakland employers have added 17,500 positions, led by the professional and business services and construction industries. More than 4,100 office-using jobs were created during the year.
- Unemployment continues to trend lower, falling 75 basis points to 3.1 percent over the past four quarters as hiring trends remain robust.

• 505,000 square feet completed Y-O-Y • Deliveries ticked up slightly from

CONSTRUCTION

- the prior year as 505,000 square feet was brought online. Construction was primarily along the I-680 Corridor.
- The City Center at Bishop Ranch in San Ramon leads the project pipeline expected to come online before year end. The 300,000square-foot shopping center is located just off the I-680 at Bollinger Canyon Road.

#### 20 basis point decrease in vacancy Y-O-Y

VACANCY

- Net absorption of more than 700,000 square feet during the past 12 months cut marketwide vacancy to 3.5 percent, matching the 20-basis-point dip one year earlier.
- The vacancy rate in multi-tenant properties improved 80 basis points to 3.9 percent over the past four quarters. Net-leased spaces posted a 10 basis point decline to 3.4 percent.

#### 3% increase in the average asking rent Y-O-Y

- The average asking rent rose 0.3 percent to \$27.04 per square foot, reflecting bifurcating conditions. Prices slipped 15 percent inside Oakland, reflecting a lack of remaining vacant space.
- The North I-680 Corridor posted the best gain in the metro as asking rent soared 8.3 percent to \$30.76 per square foot, claiming the second highest price in the market.

\* Forecast

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# BAY AREA MARKETS: OAKLAND

DEMOGRAPHIC HIGHLIGHTS



#### **Sales Trends**

#### Buyers Shift Toward Commuter Routes For Higher Returns

- **Multi-Tenant:** A shortage of assets for sale pushed the average price per square foot to \$381, up roughly 10 percent from the previous year. Deal flow primarily targeted the I-680 and I-880 Corridors.
- **Single-Tenant:** Deal flow and dollar volume surged over the past year, while prices ticked down slightly to \$425 per square foot. The decline was mostly driven by a shift in activity within the city of Oakland.



Outlook: Locations along the I-680 Corridor will be sought out by investors seeking outsize returns as traffic counts and population density increase.

#### Submarket Trends

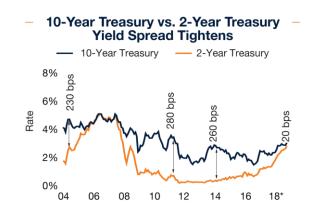


\* Trailing 12 months through 2Q18 over previous time period. Pricing trend sources: CoStar Group, Inc.; Real Capital Analytics

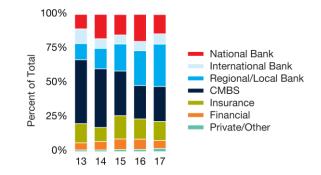
# BAY AREA MARKETS

#### **Capital Markets**

- Fed raises benchmark rate, plans for additional increases. The Federal Reserve recently
  increased the federal funds rate by 25 basis points, lifting the overnight lending rate to 2
  percent at the conclusion of its September meeting. The Fed noted inflation has broadly
  reached its target, while household spending and corporate investment remain robust. The
  Fed indicated an additional rate hike this year and projects as many as three increases in
  2019.
- Lending costs rise alongside Fed rate increase. As the Fed lifts rates, lenders have been tightening margins to compete for loans. Despite these efforts, borrowing costs remain on an upward trajectory, which is tightening returns and pushing some investors to seek greater yields in secondary markets. However, though buyers may try to push back on pricing due to increased loan costs, some sellers remain convinced that the strong economy and sturdy NOI performance substantiate aggressive pricing and a widening expectation gap is the result. If interest rates rapidly surge upward, this gap could quickly widen, slowing transaction activity.
- The capital markets environment remains competitive. As the Fed tightens policy, global investors have been acquiring Treasurys in order to capture a considerable yield premium, keeping the 10-year Treasury near 3 percent. Portfolio lenders are providing debt for retail assets, with leverage typically capped at 60 to 65 percent. The sector has become increasingly nuanced, with deals more scrutinized due to e-commerce competition. Ten-year loan structures will range between 4.95 and 5.25 percent, depending on tenancy, location and sponsorship. Continued consumer spending underpins U.S. growth, supporting retail demand and driving a 10-basis-point decline in vacancy to 4.9 percent this year.



**Retail Mortgage Originations by Lender** 



Through Sept. 26 Sources: CoStar Group, Inc.; Real Capital Analytics



# DEMOGRAPHICS

- The population will expand by more than 78,000 residents during the next five years, resulting in the formation of nearly 42,000 households.
- Due in part to high home prices, the homeownership rate of 57 percent is below the national rate of 64 percent.
- Roughly 42 percent of the population age 25 and older have attained a bachelor's degree, with 17 percent also holding a graduate or professional degree.

#### 2018 Population by Age



## **QUALITY OF LIFE**

The past decade's downtown redevelopment initiatives have resulted in housing, office and retail construction, greatly improving the quality of life for urban dwellers. In the East Bay, people enjoy cultural and recreational activities, including the symphony, an awardwinning zoo, the Paramount Theater, the Oakland Museum of California, along with numerous parks. Major-league sports teams include the Oakland Athletics and Oakland Raiders, both of which play at the Oakland-Alameda County Coliseum. Oracle Arena is home to the Golden State Warriors. There are 15 colleges and universities in the area, including the University of California-Berkeley and California State University, East Bay.

\* Forecast Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau



#### Created on May 2019

POPULATION	1 Miles	3 Miles	5 Miles
2023 Projection			
Total Population	29,978	147,060	335,568
2018 Estimate			
Total Population	29,212	144,596	331,294
<ul> <li>2010 Census</li> </ul>			
Total Population	27,752	135,773	308,040
2000 Census			
Total Population	25,559	129,506	293,958
Current Daytime Population			
2018 Estimate	25,218	144,957	375,470
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
2023 Projection			
Total Households	12,797	64,512	138,023
2018 Estimate			·
Total Households	12,528	63,131	134,133
Average (Mean) Household Size	2.32	2.24	2.34
<ul> <li>2010 Census</li> </ul>			·
Total Households	11,672	58,124	122,315
<ul> <li>2000 Census</li> </ul>			
Total Households	11,489	56,902	119,638
Occupied Units			
2023 Projection	12,797	64,512	138,023
2018 Estimate	12,557	63,443	136,034
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
2018 Estimate			
\$150,000 or More	22.19%	25.15%	21.65%
\$100,000 - \$149,000	22.03%	20.22%	18.00%
\$75,000 - \$99,999	12.80%	11.37%	11.04%
\$50,000 - \$74,999	13.26%	12.64%	13.66%
\$35,000 - \$49,999	9.42%	9.09%	10.20%
Under \$35,000	20.30%	21.51%	25.45%
Average Household Income	\$119,423	\$126,289	\$114,572
Median Household Income	\$88,565	\$89,569	\$76,425
Per Capita Income	\$51,309	\$55,546	\$47,191

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$88,385	\$85,916	\$80,575
Consumer Expenditure Top 10			
Categories			
Housing	\$26,110	\$25,576	\$24,252
Shelter	\$16,919	\$16,510	\$15,919
Transportation	\$14,651	\$14,689	\$13,473
Personal Insurance and Pensions	\$10,424	\$9,559	\$8,729
Food	\$9,275	\$8,907	\$8,364
Health Care	\$4,856	\$4,812	\$4,309
Utilities	\$4,045	\$3,938	\$3,686
Entertainment	\$3,590	\$3,567	\$3,257
Household Furnishings and Equipment	\$2,531	\$2,582	\$2,321
Apparel	\$2,466	\$2,372	\$2,222
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
Population By Age			
2018 Estimate Total Population	29,212	144,596	331,294
Under 20	22.48%	19.68%	21.26%
20 to 34 Years	18.54%	24.10%	27.51%
35 to 39 Years	8.90%	7.21%	7.60%
40 to 49 Years	15.70%	12.97%	12.64%
50 to 64 Years	20.30%	19.46%	17.41%
Age 65+	14.07%	16.58%	13.57%
Median Age	40.04	39.28	35.76
Population 25+ by Education Level			
2018 Estimate Population Age 25+	21,525	105,304	228,364
Elementary (0-8)	1.83%	2.06%	5.05%
Some High School (9-11)	3.30%	3.43%	5.27%
High School Graduate (12)	9.12%	9.64%	13.17%
Some College (13-15)	13.68%	14.21%	16.17%
Associate Degree Only	4.97%	5.26%	5.51%
Bachelors Degree Only	30.69%	29.60%	26.48%
Graduate Degree	35.12%	34.68%	26.77%

Source: © 2018 Experian



#### Population

In 2018, the population in your selected geography is 29,212. The population has changed by 14.29% since 2000. It is estimated that the population in your area will be 29,978.00 five years from now, which represents a change of 2.62% from the current year. The current population is 47.60% male and 52.40% female. The median age of the population in your area is 40.04, compare this to the US average which is 37.95. The population density in your area is 9,289.24 people per square mile.



#### Households

There are currently 12,528 households in your selected geography. The number of households has changed by 9.04% since 2000. It is estimated that the number of households in your area will be 12,797 five years from now, which represents a change of 2.15% from the current year. The average household size in your area is 2.32 persons.



#### Income

In 2018, the median household income for your selected geography is \$88,565, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 72.07% since 2000. It is estimated that the median household income in your area will be \$102,939 five years from now, which represents a change of 16.23% from the current year.

The current year per capita income in your area is \$51,309, compare this to the US average, which is \$32,356. The current year average household income in your area is \$119,423, compare this to the US average which is \$84,609.



#### **Race and Ethnicity**

The current year racial makeup of your selected area is as follows: 49.52% White, 4.44% Black, 0.21% Native American and 33.49% Asian/Pacific Islander. Compare these to US averages which are: 70.20% White, 12.89% Black, 0.19% Native American and 5.59% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 11.85% of the current year population in your selected area. Compare this to the US average of 18.01%.



#### Housing

The median housing value in your area was \$620,440 in 2018, compare this to the US average of \$201,842. In 2000, there were 5,836 owner occupied housing units in your area and there were 5,652 renter occupied housing units in your area. The median rent at the time was \$847.

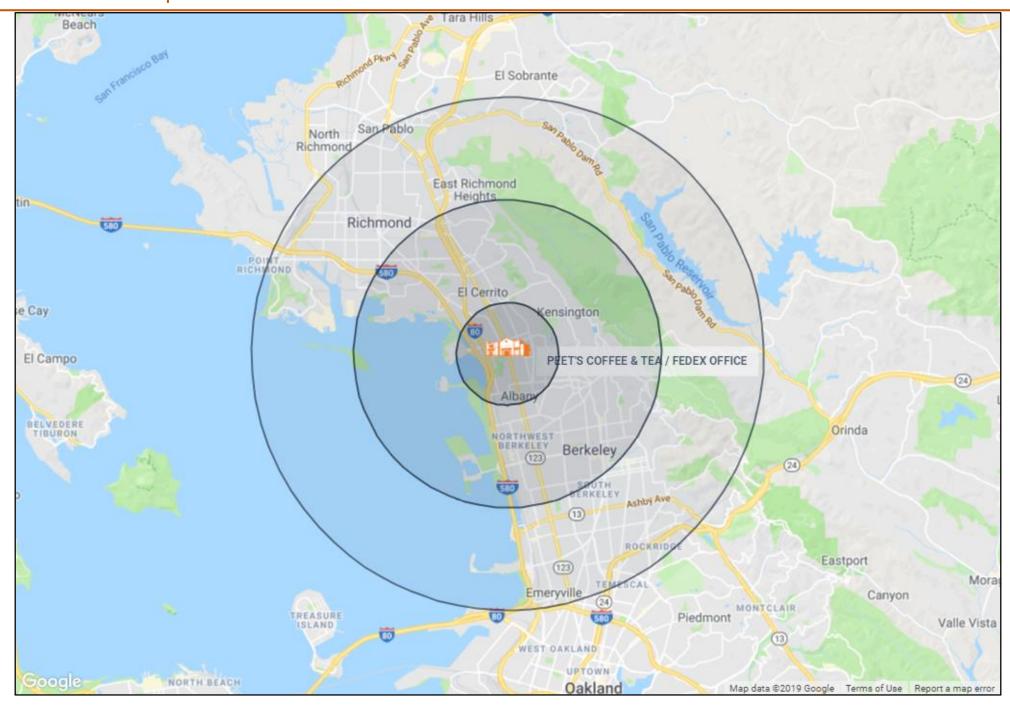
JO	BS

#### Employment

In 2018, there are 8,004 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 82.38% of employees are employed in white-collar occupations in this geography, and 17.34% are employed in blue-collar occupations. In 2018, unemployment in this area is 2.59%. In 2000, the average time traveled to work was 34.00 minutes.

Source: © 2018 Experian

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# PRESENTED BY:

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