

1345 W. RENAISSANCE PARKWAY, RIALTO, CA



## Investment Summary

OFFERING PRICE:	\$3,145,000	_
NOI (YEAR 1):	\$166,669	
CAP RATE (YEAR 1):	5.30%	
CURRENT OCCUPANCY:	100%	
TOTAL BUILDING AREA:	±4,300 SF	
TOTAL LAND AREA:	±62,991 SF (±1.45 acres)	
PARKING SPACES	±68 (±15.81 spaces per 1,000 SF)	
WEBSITE:	www.nrpwest.com/rialtopanera	



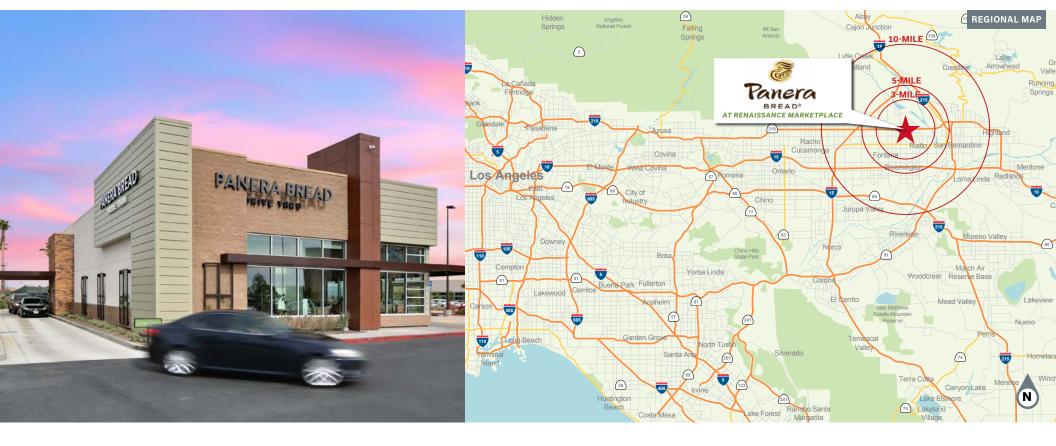
# **Investment Highlights**

### High-Credit, Net Leased Asset with Corporate Signature

- Corporate NNN Leased 100% leased to established, name-brand tenant, Panera
  - Panera, a wholly-owned subsidiary of JAB Holding Co., is an American chain of bakery-café fast casual restaurants, operating in 2,130 locations across the US and Canada and posts annual revenue of approximately \$6 billion
- New Long-Term Lease Panera is on a brand-new, long-term lease expiring in 2029, and offers three, 5-year options to extend with fixed rental increases, creating a secure and improving cash flow investment
- Improving Returns Due to embedded rental increases every five years, the Net Operating Income is projected to increase more than \$34,020 (20%) providing a strong hedge against inflation

## Freeway-Adjacent, High-Quality Development

- Part of Newly Constructed Development Part of the brand-new Renaissance Marketplace, a ±345,857 SF regional shopping center offering shopping, dining, and entertainment (not including future additions!)
  - Tenant mix including Cinemark Theatres, Burlington Coat Factory, Ross Dress for Less, Party City, Five Below, 24 Hour Fitness, Grocery Outlet, Ulta, Famous Footwear, The Habit, West Coast Dental, Which Wich, Blaze, Jamba Juice, Yogurtland, Ono Hawaiian BBQ, Waba Grill, GNC, El Pollo Loco, 7-Eleven, Starbucks, Chick-fil-A, Panda Express. and Miguel's Jr., to name a few
- Excellent Freeway Fronting Location Panera is strategically located along State Route 210 (±193,000 cars per day), at Ayala Drive
- **Access to Density** Proximity to residential density as well as strong retail tenants, promoting strong synergy and steady daytime and nighttime traffic



### **Excellent Real Estate Fundamentals**

- Brand New Construction Tenant commenced operation in 2019
- NNN + Administrative Fees NNN leased, including a 10% administrative fee recapture, resulting in minimal landlord responsibilities—operating costs reside with the tenant, not the landlord
- High-Image, Prototype Building This high-image building, presents to customers on all four sides and features a "drive-thru" lane, offering customers a valuable amenity

### **Improving Inland Empire Demographics**

- More than 10,000 people in a 1-mile radius with an Average Household Income exceeding \$79,500
- More than **122,000** people in a 3-mile radius with an Average Household Income exceeding **\$68,700**
- More than **356,700** people in a 5-mile radius with an Average Household Income exceeding **\$68,500**
- High-Growth Area Within the immediate trade area, over 800 housing units are expected to open by end of 2019, along with the expansion of the 27-acre East Easton Street Park, which will include walking trails and a sports field

### Perfect 1031 Exchange Upleg

- Perfect for Out of Town Investors Single-tenant, net-leased asset with a corporate signature providing a passing investor with a "coupon clipper"
- Pride of Ownership Asset High-quality, professionally build and maintained providing an investor a with meticulously constructed offering
- Debt Free With no existing financing in place, Panera provides investors with the ability to obtain new financing at historically low rates

# Rialto, CA

- Rialto has grown steadily over the last 50 years, with a current population of 103,575 and projected population increase of 3.3% by 2023.
- Home to four major regional distribution centers for Staples Inc., Under Armour, Target, Amazon, and one of the U.S.'s largest fireworks companies, Pyro Spectaculars, is currently headquartered in Rialto.
- The largest employment sectors in the city are office and administrative, followed by production and management.

**Top Employers:** 



 Renaissance Marketplace is the largest active development in Rialto. The ±345,857 SF shopping center is anchored by 24 Hour Fitness and Cinemark Theaters. A dearth of well-known, national retailers in the Rialto area existed for decades. The completion of Renaissance Marketplace is exciting for residents, providing myriad shopping, dining, entertainment and service solutions.

# San Bernardino County

- The largest region of Southern California, the Inland Empire, comprised of Riverside and San Bernardino Counties, is among the most significant economies in the United States, rated in the top tier for various measures of growth from population and job creation to construction and office space absorption, over the last decade.
- The Inland Empire is experiencing extreme growth, adding over half a million people in the past five years, bringing its current population to approximately 4.6 million.
- San Bernardino County has the fifth largest population in California, exceeding 2,100,000 people. San Bernardino
  County's population is expected to top 2.2 million by 2023. The Inland Empire is poised for extreme growth; it has
  added over half a million people in the past five years, bringing its current population to approximately 4.6 million.
- San Bernardino offers a strategic west coast location, vast amounts of available land for future growth, a highly
  skilled and educated workforce, sophisticated transportation infrastructure, and access to 27 colleges and universities,
  including seven research institutions. The area features a changing economic landscape with emerging technological
  productivity and employs in excess of 1.3 million people.
- The fastest growing sectors in the region are projected to be health care and warehouse transportation. San Bernardino County is a major hub for logistics activity due to large e-commerce entities taking up millions of square feet of industrial warehouse space in and around Ontario International Airport.

For more information, please visit http://www.yourrialto.com & http://www.sbcounty.gov/

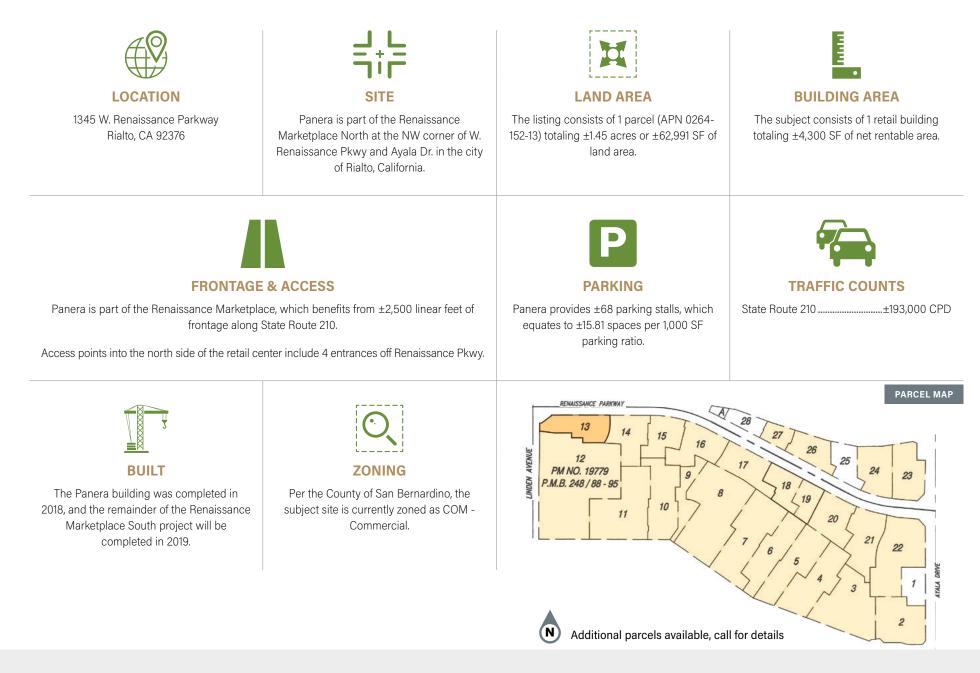
DEMOGRAPHICS	RIALTO	SAN BERNARDINO COUNTY
2018 Est. Popula	ition 103,573	2,173,190
2023 Proj. Popul	ation 106,955	2,265,235
2018 Est. House	holds 26,048	648,132
2018 Avg. House Income	shold \$69,101	\$81,663

Source: CBRE Location Intelligence, 2019





# **Property Description**





# **Tenant Profile**



**Panera Bread** 

www.panera.com

Panera is an American chain of bakery-café fast casual restaurants in the United States and Canada. Its headquarters are in Sunset Hills, Missouri, and operates as St. Louis Bread Company in the St. Louis metropolitan area. Offerings include soups, salads, pasta, sandwiches, specialty drinks, and bakery items. Its food menu is free of artificial colors, flavors, sweeteners, and preservatives.

In July 2017, Panera was acquired by JAB Holding Co. for \$7.5 billion. JAB Holding Co. is a privately-hold German conglomerate, headquartered in Luxembourg, and includes investment companies operating in consumer goods, forestry coffee, luxury fashion and fast food. Some notable brands that are wholly-owned by JAB Holding, Co. include Peet's Coffee & Tea, Bruegger's, Krispy Kreme, Einstein Bros Bagels, Keurig Dr Pepper, and others.

OWNERSHIP:	Private
REVENUE:	\$6 billion
EMPLOYEES:	100,000
LOCATIONS:	2,130
HEADQUARTERS:	Sunset Hills, MO



## Lease Abstract

Tenant:	Panera, LLC dba Panera Bread				
Date Of Lease:	1/4/2018				
Rent Commencement:	2/27/2019				
Lease Expiration:	2/28/2029				
Renewal Options:	Three (3) - Five (5) Year Options				
Rent/Yr:	Current - 2/28/2024: \$166,668	3/1/2024 - 2/28/2029: \$181,632	Option 1: \$199,778	Option 2: \$219,730	Option 3: FMV, with 3% annual increases
Sales Reporting:	Tenant shall provide Landlord annua	al reports of gross sales made from the Prem	ises.		
Permitted Use:		aurant, selling, at retail, for off-Premises and ose, subject to the prohibited and/or exclusiv		contained on the menu used by substantiall	y all of Tenant's stores in California; for catering; and
Real Estate Taxes:	Tenant is responsible for paying its s	share of Taxes.			
Co-Tenancy	Burlington Coat Factory have ceased	d operating for the Closure Period and (iii) the	Co-Tenancy Requirement and/or the	e Occupancy Level, has not been Cured within	nuous period of 180 days, or (ii) Cinemark Theatres and 180 days then Tenant shall have the option to either (v) nual Basic Rental for a period of eighteen (18) months.
Utilities:	Tenant responsible for payment of a	ll direct utilities.			
Common Area Costs:	administrative and management fee		t exceed the lesser of (i) the actual	increases in common area expenses, or (ii) f	y installment of Annual Basic Rental, including a 10% ive percent (5%) of the previous year's common area
Repairs and Maintenance:	Landlord is responsible for roof and	structure.			
Tenant Assignment and Subletting:		vhole or in part, nor sublet all or any part of th delayed or conditioned. Nothing shall releas			aining the written consent of Landlord, which consent

# Assumptions

#### CLODAL

Analysis Period		
Commencement Date		October 1, 2019
End Date		September 30, 2029
Term		10 Years
Area Measures		
Building Square Feet (SF)		4,300 SF
Growth Rates		
Consumer Price Index (CPI)		3.00%
Other Income Growth Rate		3.00%
Operating Expenses		3.00%
Real Estate Taxes		2.00%
Market Rent Growth		
	CY 2020	- 3.00%
	CY 2021	- 3.00%
	CY 2022	- 3.00%
	CY 2023	- 3.00%
	CY 2024	- 3.00%
	CY 2025	- 3.00%
	CY 2026	- 3.00%
	CY 2027	- 3.00%
	CY 2028	- 3.00%
	CY 2029+	- 3.00%
General Vacancy Loss		None

#### **Capital Reserves (CY 2019 Value)**

#### Notes:

All market rent rates are stated on calendar-year basis.

- [1] Capital Reserves do not inflate during the term of the analysis.
- [2] Operating Expenses are based on on the 2019 Budget, less any owner-specific expenses. Analysis assumes a CAM Supervision Fee of 10% of CAM, Security, and Utility expenses.

\$0.25 PSF <sup>[1]</sup>

[3] Real Estate Taxes have been reassessed at the estimated purchase price based on a millage rate of 1.100000% plus special assessments of \$100.

#### AVAILABLE SPACE LEASING

Occupancy and Absorption	
Projected Available at 10/1/19	0 SF
Currently Available as of 6/1/19	0 SF
Percentage Available at 6/1/19	0.00%

#### **EXPENSES**

Operating Expense Source	2019 Budget	[2
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Management Fee (% of BR)	None	
Real Estate Taxes Reassessed	Yes	[3]
Millage Rate	1.100000%	
Special Assessments	\$100	

#### FINANCING

For customized Debt Quotations, please contact:

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#### SECOND GENERATION LEASING

Retention Ratio	80%	
Financial Terms		
2019 Monthly Market Rent	\$3.25 PSF	
Rent Adjustment	3.00% Annually	
Lease Term	10 Years	
Expense Reimbursement Type	NNN (No Mgmt) + 10% Ad	[4]

Tenanting Costs		
Rent Abatements		[5]
New	3 Month(s)	
Renewal	0 Month(s)	
Weighted Average	0.60 Month(s)	

\$50.00 PSF
\$5.00 PSF
\$14.00 PSF

Commissions	
New	6.00%
Renewal	1.20%
Weighted Average	2.16%
Downtime	
New	9 Month(s)

2 Month(s)

- [4] Future tenants are assumed to reimburse their pro rata share of all expenses, less any Management Fee, plus the 10% CAM Supervision Fee.

Weighted Average

- [5] Rent Abatement includes NNN charges as well as base rent.
- [6] Leasing Commissions are calculated by applying 100% of the rates shown above for lease years 1-5, and 50% of the above rates for lease years 6 and beyond.

## **Cash Flow**

FISCAL YEAR	10/19-9/20	10/20-9/21	10/21-9/22	10/22-9/23	10/23-9/24	10/24-9/25	10/25-9/26	10/26-9/27	10/27-9/28	10/28-9/29	10/29-9/30
Physical Occupancy	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Overall Economic Occupancy [1]	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total Operating Expenses PSF Per Year	\$11.13	\$11.38	\$11.64	\$11.90	\$12.17	\$12.45	\$12.73	\$13.02	\$13.31	\$13.62	\$12.82

	[2]											
	FY 2020											
REVENUES	\$/SF/MO											
Scheduled Base Rent												
Gross Potential Rent	\$3.23	\$166,668	\$166,668	\$166,668	\$166,668	\$175,397	\$181,632	\$181,632	\$181,632	\$181,632	\$192,217	\$199,778
Absorption & Turnover Vacancy	0.00	0	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	0
Total Scheduled Base Rent	3.23	166,668	166,668	166,668	166,668	175,397	181,632	181,632	181,632	181,632	192,217	199,778
Expense Reimbursements	0.93	47,849	48,929	50,035	51,168	52,328	53,514	54,730	55,973	57,246	57,780	56,057
TOTAL GROSS REVENUE	4.16	214,517	215,597	216,703	217,836	227,725	235,146	236,362	237,605	238,878	249,997	255,835
General Vacancy Loss	0.00	0	0	0	0	0	0	0	0	0	0	0
EFFECTIVE GROSS REVENUE	4.16	214,517	215,597	216,703	217,836	227,725	235,146	236,362	237,605	238,878	249,997	255,835
OPERATING EXPENSES												
Common Area Expenses	(0.11)	(5,494)	(5,659)	(5,829)	(6,004)	(6,184)	(6,369)	(6,560)	(6,757)	(6,960)	(7,169)	(7,384)
Security	(0.09)	(4,426)	(4,559)	(4,696)	(4,837)	(4,982)	(5,131)	(5,285)	(5,444)	(5,607)	(5,775)	(5,949)
Trash	(0.01)	(605)	(623)	(642)	(661)	(681)	(702)	(723)	(744)	(767)	(790)	(813)
Utilities	(0.02)	(875)	(901)	(928)	(956)	(985)	(1,014)	(1,044)	(1,076)	(1,108)	(1,141)	(1,176)
CAM Supervision Fee (10%)	(0.02)	(1,140)	(1,174)	(1,210)	(1,246)	(1,283)	(1,322)	(1,361)	(1,402)	(1,444)	(1,488)	(1,532)
Insurance	(0.00)	(97)	(99)	(102)	(106)	(109)	(112)	(115)	(119)	(122)	(126)	(130)
Real Estate Taxes	(0.68)	(35,211)	(35,913)	(36,629)	(37,360)	(38,105)	(38,865)	(39,640)	(40,431)	(41,238)	(42,060)	(38,162)
TOTAL OPERATING EXPENSES	(0.93)	(47,848)	(48,928)	(50,036)	(51,170)	(52,329)	(53,515)	(54,728)	(55,973)	(57,246)	(58,549)	(55,146)
NET OPERATING INCOME	3.23	166,669	166,669	166,667	166,666	175,396	181,631	181,634	181,632	181,632	191,448	200,689

This figure takes into account vacancy/credit loss, absorption vacancy, turnover vacancy, and base rent abatements.
 Based on 4,300 square feet.

# **Cash Flow**

FISCAL YEAR		10/19-9/20	10/20-9/21	10/21-9/22	10/22-9/23	10/23-9/24	10/24-9/25	10/25-9/26	10/26-9/27	10/27-9/28	10/28-9/29	10/29-9/30
CAPITAL COSTS												
Tenant Improvements	0.00	0	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0.00	0	0	0	0	0	0	0	0	0	0	0
Capital Reserves	(0.02)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)
TOTAL CAPITAL COSTS	(0.02)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)	(1,075)
OPERATING CASH FLOW	\$3.21	\$165,594	\$165,594	\$165,592	\$165,591	\$174,321	\$180,556	\$180,559	\$180,557	\$180,557	\$190,373	\$199,614
ACQUISITION & RESIDUAL SALE												
Purchase Price	(\$3,145,000)	0	0	0	0	0	0	0	0	0	0	All Cash
Net Residual Value [3]	0	0	0	0	0	0	0	0	0	0	3,321,749	IRR
CASH FLOW BEFORE DEBT	(\$3,145,000)	\$165,594	\$165,594	\$165,592	\$165,591	\$174,321	\$180,556	\$180,559	\$180,557	\$180,557	\$3,512,122	5.95%
NOI Return		5.30%	5.30%	5.30%	5.30%	5.58%	5.78%	5.78%	5.78%	5.78%	6.09%	
UNLEVERAGED Cash Return		5.27%	5.27%	5.27%	5.27%	5.54%	5.74%	5.74%	5.74%	5.74%	6.05%	

[3] Net Residual Value is calculated by dividing Year 11 NOI by the Residual Cap Rate of 5.80% and applying a 4.00% Cost of Sale.

[4] No leverage assumptions are modeled in this analysis.



# Rent Roll

		SQUARE	% OF	LEASE	TERM			RENTAL RAT	ES			MARKET ASSUMPTION			
SUITE	TENANT NAME	FEET	PROPERTY	BEGIN	END	BEGIN	MONTHLY	PSF	ANNUALLY	PSF	<b>RECOVERY TYPE</b>	MARKET RENT			
100	Panera Bread	4,300	100.00%	Mar-2019	Feb-2029	Current	\$13,889	\$3.23	\$166,668	\$38.76	NNN (No Mgmt)	Option			
						Mar-2024	\$15,136	\$3.52	\$181,632	\$42.24	+ 10% Ad	\$3.25 NNN			
	Notes:	Tenant has t	hree (3) - five (5)	year options at	\$199,778 /yr, \$	6219,730 /yr, an	d FMV (modelec	l below). Tena	ant has first year ca	ap of \$3.60 /sf/yr	on CAM expenses excludir	ig taxes and insurance (not			
		hitting, not modeled). Tenant has 5% cap on controllable expenses (not hitting, not modeled). Tenant has Co-Tenancy (see lease for detail).													
				Mar-2029	Feb-2039	FUTURE	\$16,648	\$3.87	\$199,778	\$46.46	NNN (No Mgmt)	Market			
				OPT	ION	Mar-2034	\$18,311	\$4.26	\$219,730	\$51.10	+ 10% Ad	\$3.25 NNN			
	Notes:	Assumes ter	nant exercises tw	vo (2) - five (5) ye	ear options wit	h no leasing cos	sts.								
TOTALS	S / AVERAGES	4,300					\$13,889	\$3.23	\$166,668	\$38.76					
OCCUP	PIED SF	4,300	100.0%												
AVAILA	BLE SF	0	0.0%												
TOTAL	SF	4,300	100.0%												



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