



SITE RENDERING

OFFERING MEMORANDUM

PRESERVE
WEST
CAPITAL



Verizon
Selma, CA

www.preservewestcapital.com



PROPERTY HIGHLIGHTS	1	PROGRESS PHOTO	5
PROPERTY INFORMATION	2	AERIALS	6
TENANT INFORMATION	3	ABOUT THE AREA	7
SITE PLAN	4	DEMOGRAPHICS	9

Disclaimer

MGM Capital Corp dba Preserve West Capital (“Broker”) has been retained on an exclusive basis to market the property described herein (“Property”). Broker has been authorized by the Seller of the Property (“Seller”) to prepare and distribute the enclosed information (“Material”) for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

Michael Maffia

Managing Partner

415.373.4060

mike@preservewc.com

CA RE License #01340853

Putnam Daily

Partner

415.445.5107

putnam@preservewc.com

CA RE License #01750064

PROPERTY HIGHLIGHTS



Property Highlights

- New 10-Year Net Lease to Established Verizon Franchisee
 - 10% Scheduled Rental Escalations Every 5 Years and at Options
 - Franchisee Has Strong Financials
- Brand New 2019 Construction
- Excellent Access and Visibility Adjacent to CA-99 with 75' Freeway-Visible Pylon Signage
 - 88,000 AADT
- Adjacent to Planned Selma Grove & Selma Crossing Developments
 - Slated to Include 2.4+ Million Square Feet of New Retail Space
 - Selma Grove Phase I Slated to Include New Target Anchored Retail Less than 1 Mile from Site
 - \$70 Million in Infrastructure Improvements Associated with Projects
- Guaranteed by Largest Verizon Authorized Retailer in the U.S.
 - More than 750 Locations in 40+ States
- Prominent Retail Location within Selma's Primary Retail Hub
 - Nearby Anchor Tenants include Walmart Supercenter, Walgreens, Food 4 Less, & more
- Robust Demographics in Surrounding Area
 - Population of 42,868 within 5 Mile Radius
 - Average Household Inco of \$64,183
- Located in Heart of Central Valley Agricultural Hub
 - Robust Agricultural Output of \$7+ Billion Annually in Fresno
 - More than 250 Crops Produced in Region



Location

The property is located at 3170 Highland Avenue in Selma, California.

Lot Size

Approximately 0.57 acres or 24,829 square feet.

Improvements

Construction is expected to be completed in October 2019 of a 3,000 square foot retail building for **Verizon**.

Parking

There are approximately 21 parking spaces available on site.

Lease

Leased to **Cellular Sales of California, LLC** and guaranteed by *Cellular Sales of Knoxville, LLC* for 10 years from November 2019 to October 2029 at an initial annual rent of \$150,000*. There are two (2) five-year options to renew the lease. Rent is to increase by 10% in year 6 and at the start of each option period. The lease is net with tenant responsible for all taxes, insurance, and maintenance, excluding roof, structural elements, HVAC replacements costing more than \$2,500, repairs to the storm water facilities in excess of \$2,000, and parking lot repairs in excess of \$2,500 in any consecutive 12 month period.

*Base rent is subject to adjustment based on final development costs.

PRICE

\$2,727,000*
5.50% Return

*Price subject to adjustment based on final base rent.

Annual Rent*

Years	Annual Rent*	Return
1-5	\$150,000	5.50%
6-10	\$165,000	6.05%
11-15 (Option 1)	\$181,500	6.66%
16-20 (Option 2)	\$199,650	7.32%

Financing

This property will be delivered free and clear of permanent financing.



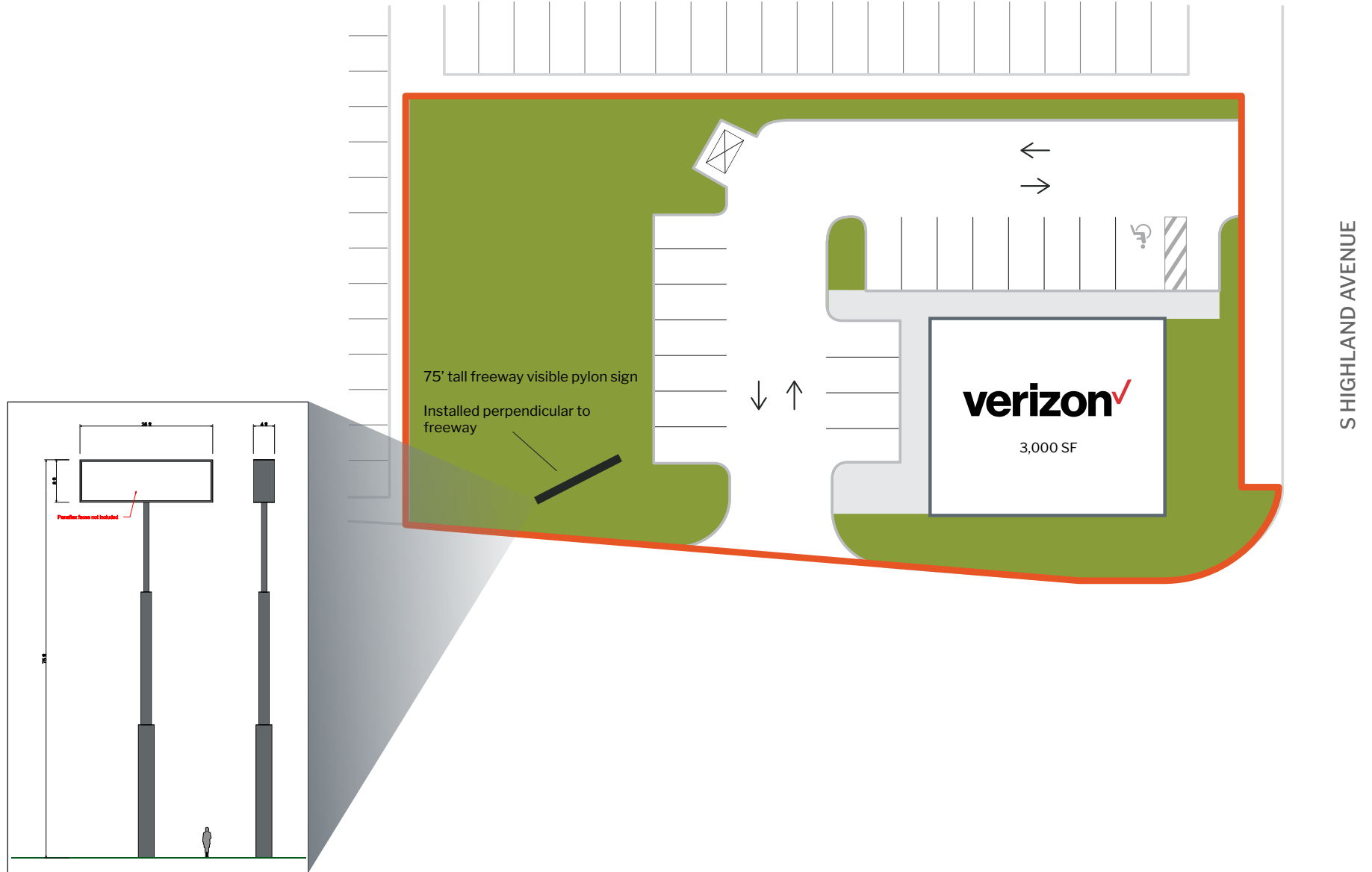
Cellular Sales, the parent company of the lease and guarantor entities, is one of the largest Verizon Authorized Retailers in the U.S., with 675 locations across 40 states.



Verizon Communications (NYSE: VZ) is a broadband telecommunications company and the largest wireless communications service provider in the U.S.. Verizon's operations are divided into four business units, focusing on wireless services, residential and small business services, enterprise services, and partner programs. Verizon Wireless, a wholly owned subsidiary of Verizon Communications, provides wireless communication services to more than 142 million people in the U.S.. For the 2018 fiscal year, Verizon reported revenue of \$130.9 billion, net income of \$15.5 billion, and total stockholder equity of \$53.1 billion.

Cellular Sales of Knoxville, Inc., the guarantor entity, is one of the largest Verizon Authorized Retailers in the U.S. with more than 675 locations across 40 states. Cellular Sales of California, LLC, the lease entity, operates 14 Cellular Sales locations in California.

SITE PLAN



PROGRESS PHOTO

8-28-19



75' freeway visible pylon sign
proposed location

AERIAL

EAST VIEW

Abraham Lincoln
Middle School

Andrew Jackson
Elementary

Theodore Roosevelt
Elementary

Selma High School

Floral Ave (16,630 AADT)



James
Garfield
Elementary

Downtown
Selma



verizon

S Highland Ave

(9,740 AADT)



(88,000 AADT)

Cattlemens

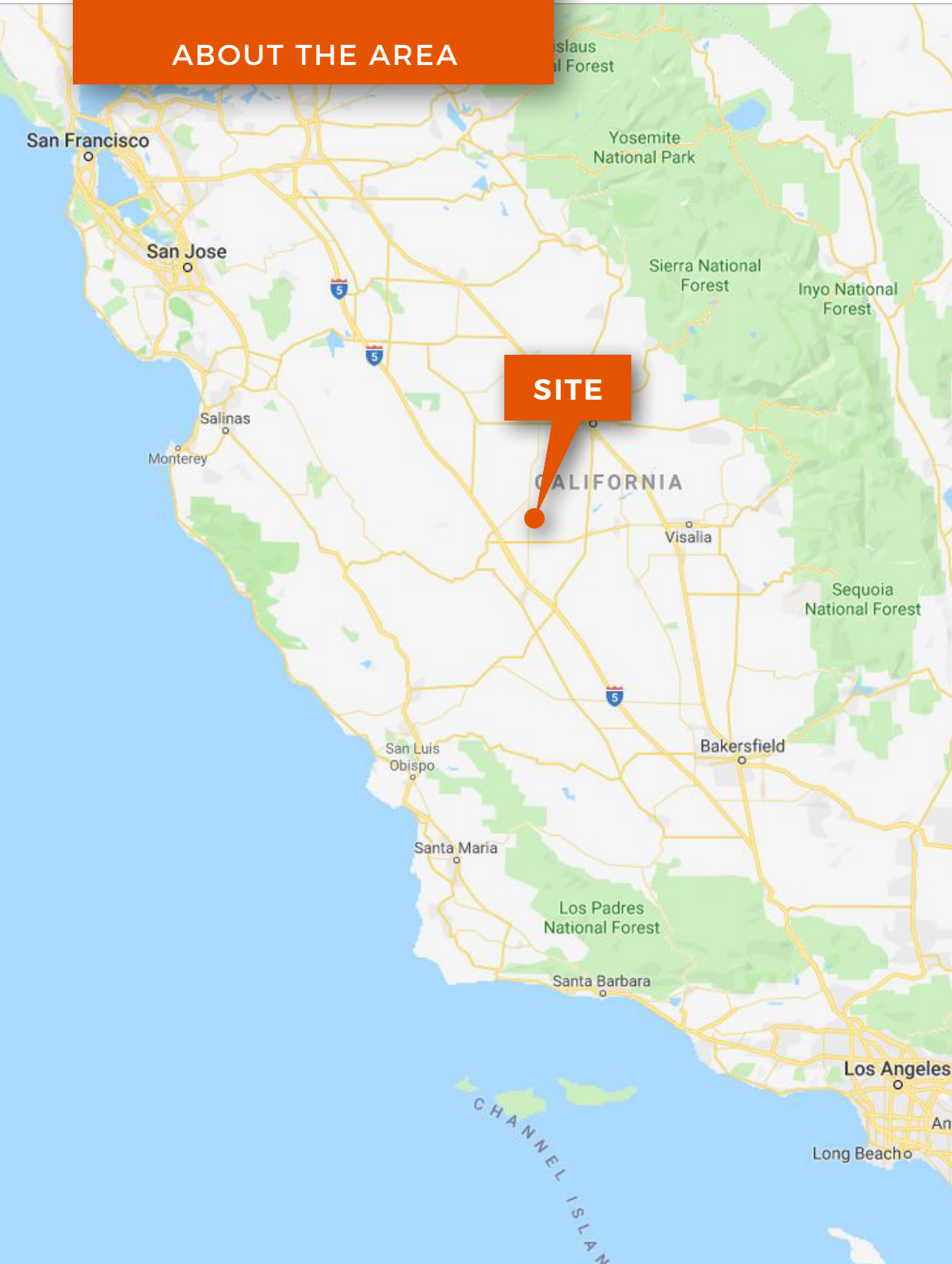
Me-n-Ed's
ORIGINAL California Style PIZZA



GARDEN VINEYARD PLAZA



ABOUT THE AREA



General Overview

Selma (population 24,742) is a city in Fresno County approximately 17 miles from downtown Fresno within California's central valley. The city is located approximately halfway between San Francisco and Los Angeles and is situated in one of the only seismically stable parts of the state. The city is located at the junction of CA-99, a north-south arterial linking the city to Fresno, Bakersfield, and Sacramento, and CA-43. The city has emerged as a rapidly growing commercial hub with numerous national retail tenants and two new major retail developments, Selma Grove & Selma Crossing, slated to include more than 3 million square feet of new commercial space and expected to result in approximately \$70 million of infrastructure improvements and more than 6,000 new jobs in the region.

The city is part of the Fresno-Clovis Metropolitan Statistical Area (population 994,400) and benefits from an established agricultural economic base. Fresno county produces more than \$7 billion in agriculture annually, and is among the top counties for agricultural production nationwide. Major crops include grapes, lettuce, cotton, tomatoes, and more; Selma benefits from an established history of raisin production, and has been dubbed the "Raisin Capital of the World." In recent years, the greater Fresno region has benefited from economic diversification, with growth in healthcare, e-commerce fulfillment, manufacturing, technology, transportation and logistics, and more. Since 2014, more than 40,000 non-farm jobs have been created within Fresno County, a trend that is expected to accelerate as the region continues to grow.

ABOUT THE AREA

SITE

The subject property is prominently situated within Selma's primary retail hub with excellent access and freeway-visible pylon signage at the junction of the CA-99 arterial (88,000 AADT) and Highland Avenue (9,740 AADT). The site benefits from robust demographics with a population of 42,868 and average household income of \$64,183 within a 5 mile radius.

The property benefits from a prominent retail location in close proximity to numerous major retail tenants, shopping centers, and employers. The site is located outparcel to The Home Depot; additional shopping centers neighboring the site include Garden Vineyard Plaza, with tenants including Walmart Supercenter and Dollar Tree; and Selma Square, anchored by Food 4 Less; Selma Plaza, featuring Save Mart, Walgreens, & DaVita. In addition, the property neighbors two major planned retail developments: Selma Grove, slated to include a new 102-room hotel, approximately 317,300 square feet of new retail space, to be anchored by Target, and a new Toyota dealership, and Selma Crossing, a 288-acre project expected to include approximately 2.09 million square feet of new retail space, 540,000 square feet of office, 2 new hotels, an expansion of the Selma Automall, and a water park. Other major retail tenants in the surrounding area include Rite Aid, O'Reilly Auto Parts, Autozone, Family Dollar, and more. In addition, the property is located in close proximity to Selma's "auto row," featuring Honda, Toyota, Ford, Kia, Chevrolet, Hyundai, and Nissan dealerships.

The site additionally benefits from close proximity to Selma High School, Selma Adult School, Andrew Jackson Elementary School, and the offices of the Selma Unified School District, drawing additional traffic from students, parents, teachers, and staff proximal to the site. The property also neighbors the Selma offices of Kaiser Permanente, one of the region's largest medical providers and employers, and is located approximately 2 miles from Adventist Health Selma, a 57-bed hospital serving southern Fresno County and Selma's fourth-largest employer. Other major employers in the surrounding area include Sunnyside Packing, Sun-Maid Growers of California, Poindexter Nut Company, Quinn Company, National Raisin, Basalite Concrete Products, and more.



3170 Highland Ave | Selma, CA 93662



2018 POPULATION
42,868



AVG. HOME VALUE
\$339,590



AVG. HOUSEHOLD INCOME
\$64,183

Population Summary

	1 Mile	3 Miles	5 Miles
2010 Total Population	10,387	27,079	40,006
2019 Total Population	10,847	28,766	42,868
2024 Total Population	11,174	29,802	44,31
2019-2024 Annual Rate	0.60%	0.71%	0.67%

Average Household Income

2019	\$56,443	\$62,623	\$64,183
2024	\$67,488	\$74,891	\$76,635

Average Home Value

2019	\$228,661	\$279,613	\$339,590
2024	\$269,809	\$330,785	\$403,775

Major Employers in Fresno County

of Employees

Fresno Unified School District	12,921
Community Medical Centers	8,400
County of Fresno	8,055
Clovis Unified School District	7,560
California State University, Fresno	5,731
State Center Community College District	4,991
City of Fresno	4,419
Children's Hospital of Central CA	3,975
St. Agnes Medical	2,600
Kaiser Permanente Medical	2,300



SITE RENDERING

Michael Maffia

Managing Partner
415.373.4060
mike@preservewc.com
CA RE License #01340853

Putnam Daily

Partner
415.445.5107
putnam@preservewc.com
CA RE License #01750064

411 Borel Avenue, Suite 650
San Mateo, CA 94402
D 415.373.4060 F 415.737.6018
www.preservewestcapital.com

PRESERVE
WEST
CAPITAL

