





32291 Camino Capistrano, San Juan Capistrano, CA 92675

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STATEMENT OF CONFIDENTIALITY & DISCLAIMER

Faris Lee Investments ("FLI") has been engaged as the exclusive financial advisor to the Seller in connection with Seller's solicitation of offers for the purchase of the property known as Citibank, City of San Juan Capistrano, County of Orange, State of California. Prospective purchasers are advised that as part of the solicitation process, Seller will be evaluating a number of factors including the current financial qualifications of the prospective purchaser. Seller expressly reserves the right in its sole and absolute discretion to evaluate the terms and conditions of any offer and to reject any offer without providing a reason therefore. Further, Seller reserves the right to terminate the solicitation process at any time prior to final execution of the Purchase Agreement.

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, and it is not to be used for any other purpose or made available to any other person without the express written consent of Seller or FLI. The material is based in part upon information supplied by the Seller and in part upon financial information obtained

by FLI from sources it deems reasonably reliable. Summaries of any documents are not intended to be comprehensive or all-inclusive, but rather only outline some of the provisions contained therein and qualified in their entirety by the actual document to which they relate.

No representation or warranty, expressed or implied, is made by the Seller, FLI, or any of their respective affiliates as to the accuracy or completeness of the information contained herein. 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, including engineering and environmental inspections, to determine the condition of the Property and the existence of any potentially hazardous material located at the Property site or used in the construction or maintenance of the building at the Property site.

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 FLI 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.

Prospective purchasers are not to construe the contents of this Offering Memorandum or any prior or subsequent communication from FLI or Seller or their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents as legal, tax, or other advice. Prior to submitting an offer, prospective purchasers should consult with their own legal counsel and personal and tax advisors to determine the consequences of an investment in the Property and arrive at an independent evaluation of such investment.



citibank

PRICING:
\$7,111,000

NOI:
\$231,120

CAP:
3.25%

100,000

Permanent Residents in
3-Mile Radius

\$160,000+

AHHI in 5-Mile
Radius

Relocation

of an Existing Branch

Faris Lee Investments is pleased to present a rare opportunity to acquire the fee simple interest (land and building) in a recently remodeled building that is occupied by an investment grade single tenant - **Citibank (S&P Rating A+)**. Citibank relocated to this location and had a long historical occupancy at its prior San Juan Capistrano location. Deposits were \$90 million at that site per the FDIC. Citibank recently executed a 10-year NNN lease (10% increase in year 6) with FMV option increases, providing security for the investor and a hedge against inflation.

Citigroup Inc. (S&P Rating A+), a diversified financial services holding company, provides various financial products and services for consumers, corporations, governments, and institutions in North America, Latin America, Asia, Europe, the Middle East, and Africa. There are over 2,400 branch locations around the world. The company was founded in 1812 and is headquartered in New York, New York. 2019 fiscal figures included revenue of \$74.29 billion, net income of \$19.40 billion, assets of \$1.95 trillion, and equity of \$193.24 billion.

The subject property is the only outparcel in the Plaza Del Rio Shopping Center (anchored by Vons & Petco), located off Camino Capistrano, which is down the street from the Mission San Juan Capistrano (300,000 annual visitors). The subject property is one of the first pad buildings visible on Camino Capistrano when exiting the I-5 Freeway, which has over 259,000 VPD. Citibank serves the affluent South Orange County city of San Juan Capistrano, which has nearly 200,000 permanent residents with average household incomes well over \$160,000 within 5 miles of the subject property. Citibank is within close proximity to the Rancho Mission Viejo Development, which has 14,000 new homes entering the trade area. National/credit tenants in the immediate trade area include Target, Trader Joes, Vons, Ross, Petco, Marshalls, Rite Aid, and Chick-fil-A.



SPECIFICATIONS:

GLA: 4,280 SF

Land Area: 0.53 Acres

INVESTMENT GRADE TENANT:

Citibank (S&P Rating A+)

LOCATION:

32291 Camino Capistrano

San Juan Capistrano, CA 92675

VONS



INVESTMENT GRADE CREDIT TENANT (S&P RATING A+)

Citibank has an S&P Rating of A+ and operates more than 2,400 branches across the US, Mexico, and Asia

IRREPLACEABLE LOCATION IN PRIME SOUTH ORANGE COUNTY WITH EXTREMELY HIGH AHHI - \$164,000

South Orange County is considered as one of the top commercial markets in the country with an average household income of over \$164,000 within 5 miles

BRAND NEW LONG TERM LEASE WITH HEALTHY RENTAL INCREASES

10-year lease started in February 2020 with a 10% rent bump in year 6

RARE FAIR MARKET VALUE OPTIONS

Citibank has two (5-year) options at Fair Market Value, which benefits the landlord in a market with limited commercial supply (minimum 10% increase from the prior term)

OUTPARCEL TO GROCERY ANCHORED SHOPPING CENTER

Large daily crowd generators include both Vons and Petco

RECENTLY COMPLETED THE ORTEGA HIGHWAY INTERCHANGE IMPROVEMENT PROJECT

Allows ease of access from Interstate 5 (259,205 VPD)

RELOCATION OF AN EXISTING CITIBANK BRANCH

Citibank relocated to this location and had a long history of occupancy at its prior location, including deposits of \$90 million per the FDIC

IDEAL TOWN CENTER LOCATION

Citibank is located within walking distance to the San Juan Capistrano City Hall, Mission, Train Station, Inn at the Mission San Juan Capistrano, Target, Vons, Rite Aid, Petco, and Ross



PROPERTY SPECIFICATIONS

32291 Camino Capistrano, San Juan Capistrano, CA 92675



Land Area

0.53 Acres (23,067 SF)



Rentable Area

4,280 SF



Ownership

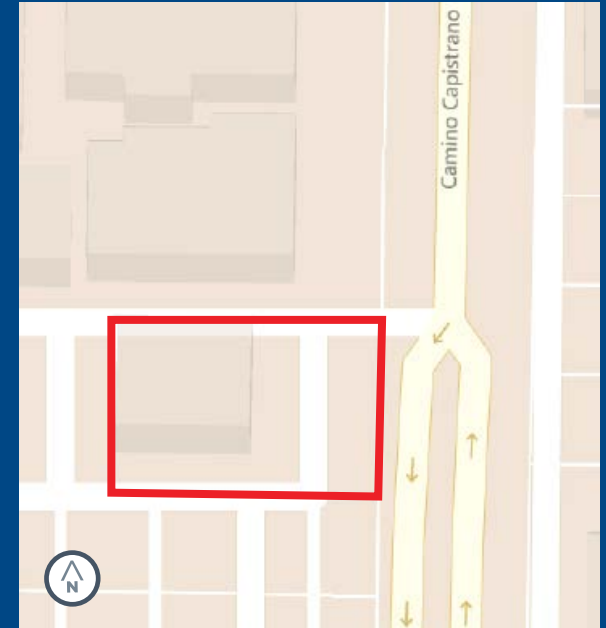
Fee Simple (Land & Building)



Access

There are three (3) access points for the entire center, all along Camino Capistrano.

Parcel Map



PARCEL
668-091-07



Parking

There are approximately 15 dedicated parking stalls on the owned parcel. The parking ratio is approximately 3.50 parking stalls per 1,000 SF of leasable area. However, there is cross-parking for the shopping center.



Traffic Counts (Regis 2019)

Camino Capistrano: 19,982 VPD
Interstate 5: 259,205 VPD



Year Built / Renovated

1981 / 2020

(Renovations included replacing exterior wood siding, broken tiles on roof, and new coat on roof)



SAN JUAN HILLS GOLF CLUB

petco

VONS

SAN JUAN CAPISTRANO CITY HALL

(259,205 VPD)

RITE AID

5

WELLS FARGO

citibank

Marshalls

Target

24 FITNESS

Comerça

CHASE

52,455 VPD

TRADER JOE'S

ROSS DRESS FOR LESS

RITE AID

Chick-fil-A

FORMER CITIBANK LOCATION

O'Reilly AUTO PARTS

BANK OF AMERICA

UnionBank

DEL OBISPO STREET

CAPISTRANO VALLEY CHRISTIAN SCHOOLS

CAPISTRANO BUSINESS CENTER

ACE Hardware

SAN JUAN CAPISTRANO TRANSIT STATION (237K ANNUAL PASSENGERS)

REGENCY THEATRES

MISSION SAN JUAN CAPISTRANO (300K ANNUAL VISITORS)

INN AT THE MISSION SAN JUAN CAPISTRANO (125 TOTAL ROOMS)

74 ORTEGA HIGHWAY

PACIFIC OCEAN

DANA POINT
HARBOR
(\$330M REVITALIZATION
PROJECT)

THE RITZ-CARLTON
LAGUNA NIGUEL

MONARCH BEACH
RESORT

LAGUNA CLIFFS
MARRIOTT
RESORT & SPA

DANA POINT

LAGUNA
NIGUEL

DEMOGRAPHICS
(REGIS 2019)



Population



Average HHI



Employees

1 MILE	12,402	\$108,697	9,845
3 MILES	98,276	\$156,504	31,132
5 MILES	198,430	\$164,792	76,000

citibank

SAN JUAN
CAPISTRANO
CITY HALL

CAPISTRANO VALLEY
CHRISTIAN SCHOOLS

SAN JUAN CAPISTRANO
TRANSIT STATION

MISSION SAN JUAN
CAPISTRANO

INN AT THE MISSION
SAN JUAN CAPISTRANO

CAPISTRANO
BUSINESS CENTER

MARBELLA
COUNTRY CLUB

SAN JUAN HILLS
GOLF CLUB

ST. MARGARET'S
EPISCOPAL
SCHOOL

CAMINO CAPISTRANO

ORTEGA HIGHWAY

INTERSTATE
5

JSERRA CATHOLIC
HIGH SCHOOL

Orange County, California

MARKET INSIGHT

DISTANCE FROM SUBJECT:



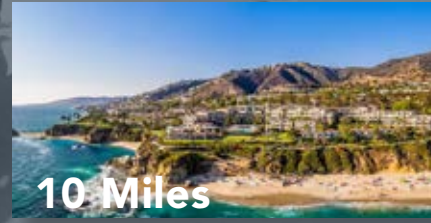
3 Miles

Dana Point



7 Miles

San Clemente



10 Miles

Laguna Beach



20 Miles

Irvine



36%

Increase in assessed property valuation in San Juan Capistrano since 2009-10



118

Rooms and 7 suites at the new Marriott hotel set to open in May 2020



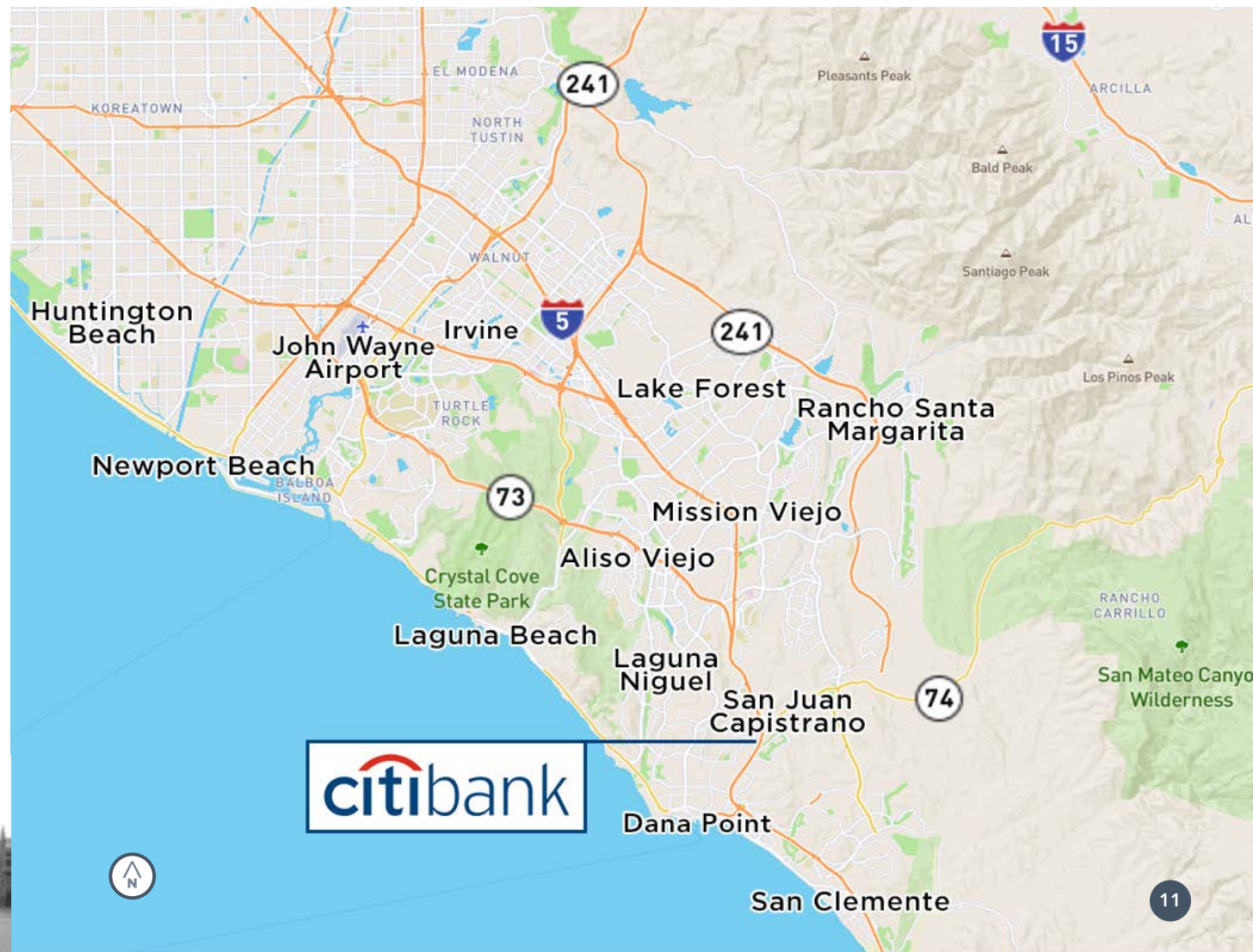
2.8%

City unemployment rate (4.1% for state)



1775

Founding year of Mission San Juan Capistrano



CITY OVERVIEW

THE CITY OF SAN JUAN CAPISTRANO

San Juan Capistrano was incorporated in 1961. It is located in the southeastern portion of Orange County, approximately 62 miles south of Los Angeles and 65 miles north of San Diego. The City occupies a land area of 14.4 square miles and serves a population of approximately 36,800.

Since its incorporation, San Juan Capistrano has had a strong and well-diversified tax base. Over the years, property values and personal income levels within the city have generated tax revenues sufficient to support the municipal services and facilities that are needed by the community. The assessed valuation of property in the city has grown 36% since Fiscal Year 2009-10.

San Juan Capistrano is home to over 1,700 businesses. Major industries include retail trade companies such as Costco Wholesale, various auto dealerships, food manufacturers and entities engaged in financial, construction and agricultural businesses. San Juan Capistrano’s unemployment rate has typically been below that of State and national levels.

Opening in May 2020, the Inn at the Mission San Juan Capistrano, Autograph Collection balances centuries-old tradition with new moments of discovery. There will be hacienda style guest rooms and luxury suites, with lustrous bathrooms and superior amenities. Some of the main amenities will be an outdoor patio overlooking the Great Stone Church, a pool, and an on-site spa. The Coffee House will serve La Colombe specialty coffees, delicious Spanish style tapas and creative cocktails. The Lobby Bar and Restaurant will offer local wines and traditional Spanish dishes with a contemporary twist, crafted from regionally sourced ingredients. Those looking to hold a wedding or business function in San Juan Capistrano can benefit from the 40,000 square feet of indoor and outdoor event space.

SOURCES: CITY OF SAN JUAN CAPISTRANO, MARRIOTT

MAJOR EMPLOYERS



Company	Employment
Capistrano Unified School District	3,841
St. Margaret’s Episcopal School	429
Costco Wholesale	340
Ensign Services	228

San Juan Capistrano, California





RANCHO MISSION VIEJO - 14,000 TOTAL HOMES

Just 4 miles east of downtown San Juan Capistrano along Ortega Highway sits a 23,000-acre ranch and community. Since 2012, more and more housing communities have been developed on this land. The plan clusters the new communities onto 6,000 acres while preserving the remaining 17,000 acres as open space. It will take at least 15 years before the Ranch Plan is completed, meaning the last homes will be built when today's newborns are applying for - or attending - college.

The first project, the 1,334-home Sendero (Spanish for path), was built out in 2013 and sold out in two years. The second, the 2,894-home Esencia (Spanish for essence), also went quick.

Coming early 2022, Rienda will be the first of several projects in an area labeled as Planning Area 3 on company maps. With 2,200 acres, Planning Area 3 has almost as much land as Ladera Ranch to the north and will have 7,000 homes. When completed, Rienda also will have about 250 apartments, 100-150 affordable housing units, about 815 homes for residents age 55 or older, with the rest being homes for sale for all ages. Rienda also will include a "continuing care" retirement community and about 2.5 million square feet of non-residential development for retail, fitness centers, pools and clubhouses.

Rancho Mission Viejo also promises to continue its "Ranchlife" program which offers fitness classes, wellness workshops, happy hours and other events and meetings.

SOURCES: OC REGISTER, RANCHO MISSION VIEJO



DEMOGRAPHICS



Population

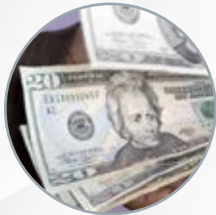
San Juan Capistrano, CA (REGis 2019)	1 Mile	3 Mile	5 Mile
2019 Estimated Population	12,402	98,276	198,430
2024 Projected Population	12,443	98,758	199,430
2010 Census Population	11,887	96,317	186,221
2000 Census Population	11,377	95,809	159,571
Projected Annual Growth 2019 to 2024	-	-	0.1%
Historical Annual Growth 2000 to 2019	0.5%	0.1%	1.3%
2019 Median Age	41.8	43.2	41.9
2019 Estimated Households	4,312	37,493	75,239
2024 Projected Households	4,485	39,038	78,357
2010 Census Households	4,014	35,600	68,818
2000 Census Households	3,725	34,301	59,285
Projected Annual Growth 2019 to 2024	0.8%	0.8%	0.8%
Historical Annual Growth 2000 to 2019	0.8%	0.5%	1.4%
2019 Estimated Average Household Income	\$108,697	\$156,504	\$164,792
2019 Estimated White	71.6%	78.1%	77.3%
2019 Estimated Black or African American	0.8%	1.2%	1.6%
2019 Estimated Asian or Pacific Islander	4.1%	6.4%	8.6%
2019 Estimated American Indian or Native Alaskan	1.1%	0.6%	0.5%
2019 Estimated Other Races	22.5%	13.7%	12.1%
2019 Estimated Hispanic	47.0%	26.4%	23.3%
2019 Estimated Total Businesses	1,494	5,096	11,623
2019 Estimated Total Employees	9,845	31,132	76,000

Income

Business

Households

Ethnicity







SITE PLAN NOT TO SCALE

RENT ROLL & TENANT SYNOPSIS

Tenant	Size (SF)	Date	Increase	Rental Rates		Annual Rent	Annual \$/SF	Recovery Type	Lease Start	Lease Expiration	Lease Options
				Monthly Rent	Monthly \$/SF						
Citibank	4,280	Current	10%	\$19,260	\$4.50	\$231,120	\$54.00	NNN	2/1/2020	1/31/2030	2 (5-Year) Greater of 95% of FMV or 10% increase
		Feb-2025		\$21,186	\$4.95	\$254,232	\$59.40				
Admin Fee - 10% of CAM (insurance and tax excluded)											



Citi Group

www.citigroup.com

Citigroup Inc., a diversified financial services holding company, provides various financial products and services for consumers, corporations, governments, and institutions in North America, Latin America, Asia, Europe, the Middle East, and Africa. The company operates through two segments, Global Consumer Banking (GCB) and Institutional Clients Group (ICG). The GCB segment offers traditional banking services to retail customers through retail banking, commercial banking, Citi-branded cards, and Citi retail services. It also provides various banking, credit card lending, and investment services through a network of local branches, offices, and electronic delivery systems. The ICG segment provides wholesale banking products and services, including fixed income and equity sales and trading, foreign exchange, prime brokerage, derivative services, equity and fixed income research, corporate and consumer loans, investment banking and advisory services, private banking, cash management, trade finance, and securities services to corporate, institutional, public sector, and high-net-worth clients. It operates branches in the United States, Mexico, and Asia. Citigroup Inc. was founded in 1812 and is headquartered in New York, New York.

Company Type: Public (NYSE: C)
Branch Locations: 2,410+/-
Fiscal 2019 Net Income: \$19.40 Billion
Fiscal 2019 Revenue: \$74.29 Billion

Fiscal 2019 Assets: \$1.95 Trillion
Fiscal 2019 Equity: \$193.24 Billion
S&P Rating: A+

TRANSACTION SUMMARY

Financial Information

Price: \$7,111,000

Lease Type: NNN

Tenant is responsible for taxes, insurance, and CAM.
Landlord is responsible for roof and structure.

Property Specifications

Rentable Area: 4,280 SF

Land Area: 0.53 Acres

Year Built: 1981

Address: 32291 Camino Capistrano
San Juan Capistrano, CA 92675

APN: 668-091-07

Ownership: Fee Simple (Land & Building)

Tenant: Citibank (S&P A+ investment grade credit)

Operating Information

	<u>In-Place</u>	<u>Feb-25</u>
Gross Potential Rent	\$231,120	\$254,232
Plus Recapture	NNN	NNN
Effective Gross Income	\$231,120	\$254,232
Less Expenses	(NNN)	(NNN)
Net Operating Income	\$231,120	\$254,232
Cap Rate	3.25%	3.58%



Tenant Name:	Citibank, N.A.	
Rentable Square Feet:	4,280	
Lease Execution Date:	March 20th, 2019	
Lease Start Date:	February 1st, 2020	
Lease Expiration Date:	January 31st, 2030	
Lease Type:	NNN	
Lease Term:	10 years	
Rent:	Current	\$19,260.00/mo.
Increase Rent:	Feb-2025	\$21,186.00/mo.
Lease Options:	2 (5-Year)	
Option Rent:	Feb-2030	Greater of 95% of FMV or 10% increase
	Feb-2035	Greater of 95% of FMV or 10% increase
Property Taxes, Insurance, CAM:	Tenant Reimburses	
Expense Caps:	Tax - Tenant only responsible for one increase in taxes due to sale during any five year period throughout term	
Roof & Structure:	Landlord Responsible	
HVAC:	Tenant Responsible	
Parking Lot Maintenance:	Landlord Responsible	
Admin/Management Fee:	Up to 10% of CAM (insurance and tax excluded)	



citibank
(S&P RATING A+)

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