

# OFFERING MEMORANDUM



LA CAÑADA  
CALIFORNIA

Tenant has occupied the site for 24 years

Marcus & Millichap  
NNN DEAL GROUP





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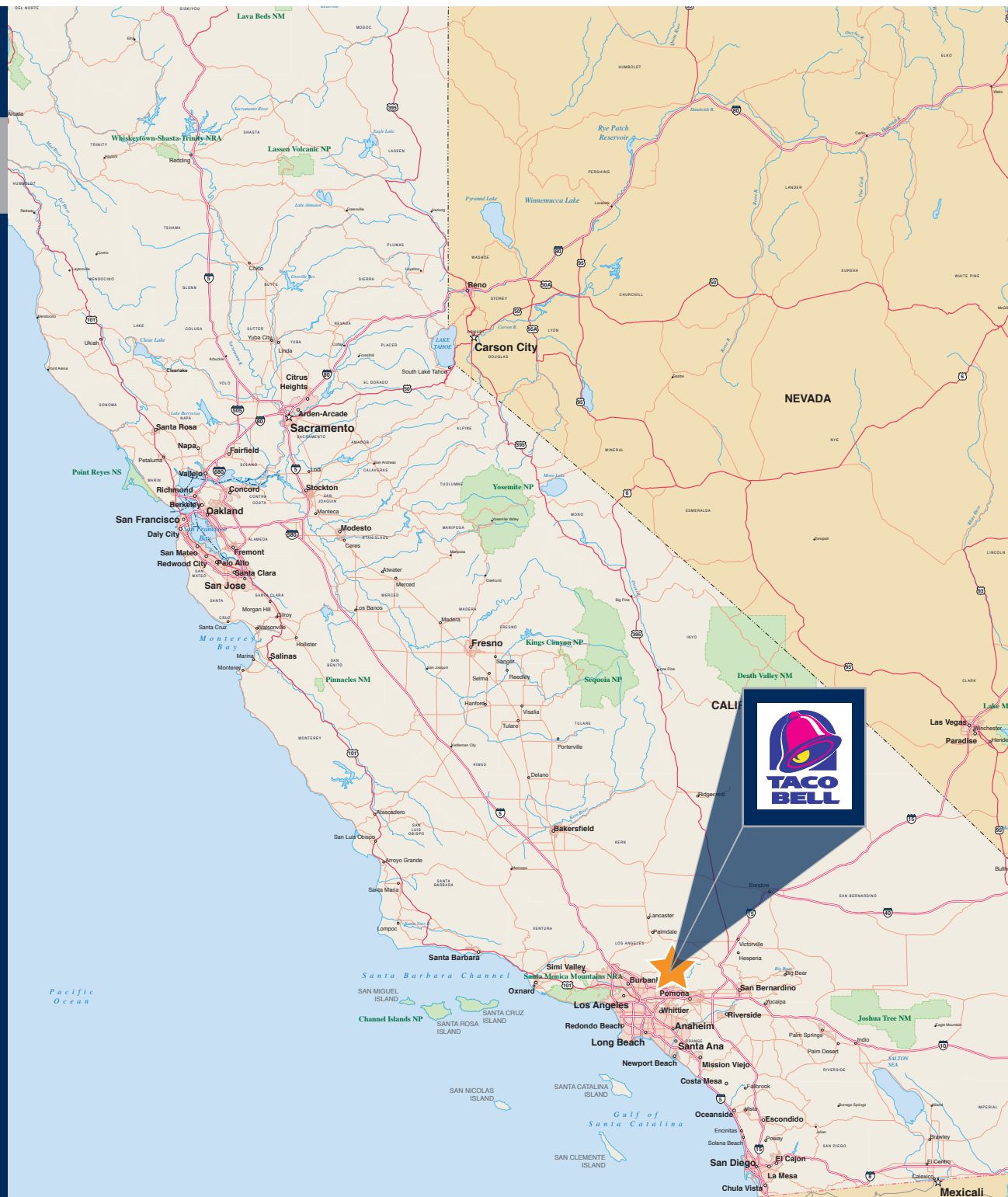
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# INVESTMENT SUMMARY

2151 FOOTHILL BLVD, LA CAÑADA FLINTRIDGE, CA 91011

**PRICE: \$2,970,000**

**CAP: 4.00%**

**RENT: \$118,800**

## OVERVIEW

Price	\$2,970,000
Gross Leasable Area (GLA)	2,037 SF
Lot Size (approx)	0.49 Acres
Net Operating Income	\$118,800
CAP Rate	4.00%
Year Built / Remodeled	1995 / 2015

## ANNUALIZED OPERATING DATA

Lease Term	Annual Rent
Current Term	\$118,800
2024	\$130,680
2029	\$143,748

## LEASE ABSTRACT

Lease Type	NNN
Original Lease Term	20 Years
Lease Term Commenced	12/31/2014
Lease Expiration	2034
Remaining Lease Term	14.3 Years
Renewal Options	None
Increases	10% every 5-ys
Landlord Obligation	None At All









# INVESTMENT HIGHLIGHTS

- ◆ Tenant is a staple in the community having occupied the site for over 24 years.
- ◆ In 2015, the site was remodeled - continuing to show Tenant's commitment to the location (having occupied the site for 20-years).
- ◆ Pandemic resistant with drive thru operation.
- ◆ Long term 20 year NNN lease with over 14 years remaining on base term.
- ◆ Strong franchisee with over 30 locations.
- ◆ Strong population density with over 245,000 residents in the immediate area.
- ◆ Located just off the I-210.
- ◆ E-commerce and recession resistant tenant, remaining fully operational during the Pandemic.



**241,564**

TOTAL  
POPULATION  
WITHIN 5-MILE  
RADIUS



**\$121,641**

AVERAGE  
HOUSEHOLD  
INCOME WITHIN  
5-MILE RADIUS



**23,643 VPD** - FOOTHILL BLVD

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# INVESTMENT HIGHLIGHTS

This exceptional 20 year NNN lease commenced in 2014 after the tenant had occupied the site for over 20 years. Their desire to remain at this location was demonstrated when they renovated the building in 2015. The lease is truly passive with no landlord obligations and offers 10% rent escalations every five years to hedge against inflation.

The Franchisee is Century Foods and operates 30+/- locations in and around SoCal.

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**NNN**

No landlord obligations



10% rent bumps every 5 years  
to hedge against inflation



Remodeled in 2015  
after having occupied the  
site for 20 years



Affluent neighborhood where  
average household income  
exceeds \$150,379







# LOCATION OVERVIEW

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## LA CAÑADA FLINTRIDGE, CALIFORNIA

La Canada Flintridge, CA is a beautiful city in the northern Los Angeles County in the western San Gabriel Valley. It is 15 minutes away from Downtown Los Angeles and is served by the SR-2 and I-210 Freeways. The La Canada Unified School District was named the No.2 best achieving public unified school district in California, according to the state's Department of Education. There are beautiful scenic areas to visit and many opportunities to learn and grow in this residential city. With warm summers and mild winters, La Canada Flintridge is the pinnacle of CA suburban life.

La Canada is known for its highly ranked education system. La Canada High School is a highly ranked public school which received a gold medal from the U.S. News National Rankings. With over 2,000 students, it is ranked the 39th best school in California. In terms of private school education, La Canada is sure to please. La Canada's Flintridge Preparatory School was ranked in the top 20% of best private school in California. This small school has around 500 students, grades 7-12, and creates an intimate and rigorous learning environment for all its students.

La Canada is also only 17 miles away from the University of Southern California, USC. USC is a private institution founded in 1880, which was ranked 22nd in the Best Colleges in National Universities. It is a strong research institution which offers 125 distinct undergraduate degrees and 80 different majors across all areas of study. USC has

around 19,000 students yet has an 8:1 student-faculty ratio, creating small communities within a large, diverse campus for students.

Since most cities in Los Angeles County are very populous and urban, there aren't many natural getaways for residents – but, La Canada is an exception. Descanso Gardens, a 150-acre botanical garden, is one of La Canada's most treasured places. Visitors can explore the garden and relax amongst the breathtaking flowers. They can stroll through the famous rose garden or breath in the open air of the oak forest. Descanso Gardens brings in many visitors from all over the Los Angeles County area and has over 412,000 visitors per year. Although La Canada Flintridge does have mild winters, a quick trip up Angeles Crest Hwy and you'll transport to a winter wonderland. This magnificent viewpoint is covered in snow during the winter and is one of closest places where Angelinos can see snow.

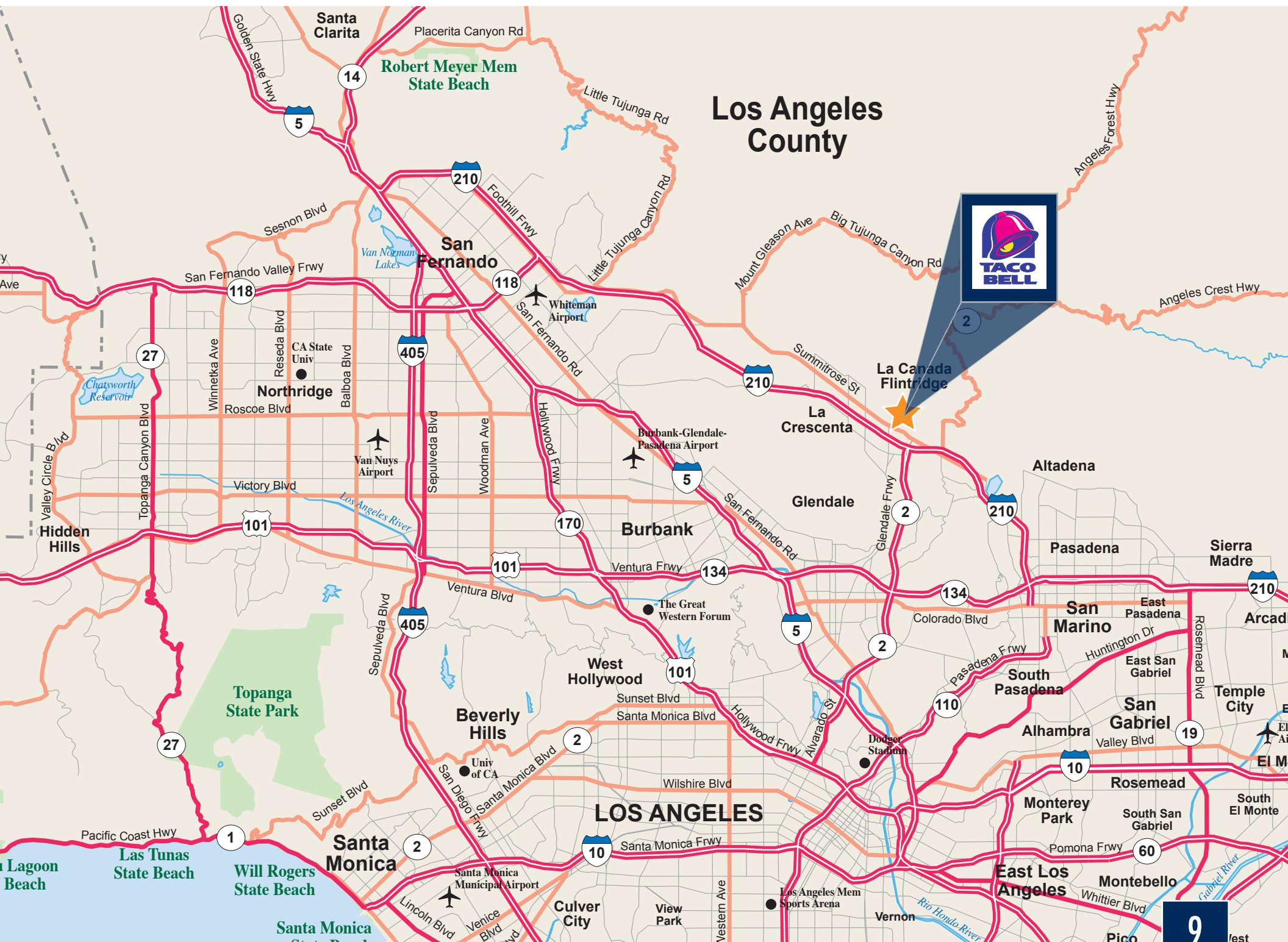
La Canada boasts a high median household income of \$151,786 per year, compared to the US average of \$53,482 per year. La Canada's employment has grown 2.17% in 1 year. The number of employees is rising as new businesses begin to grow. The Los Angeles County is also the most populous of all of California's counties and is continuing growing. La Canada Flintridge has a promising future for residents and businesses who continue to thrive here and welcomes everyone to experience all it has to offer.



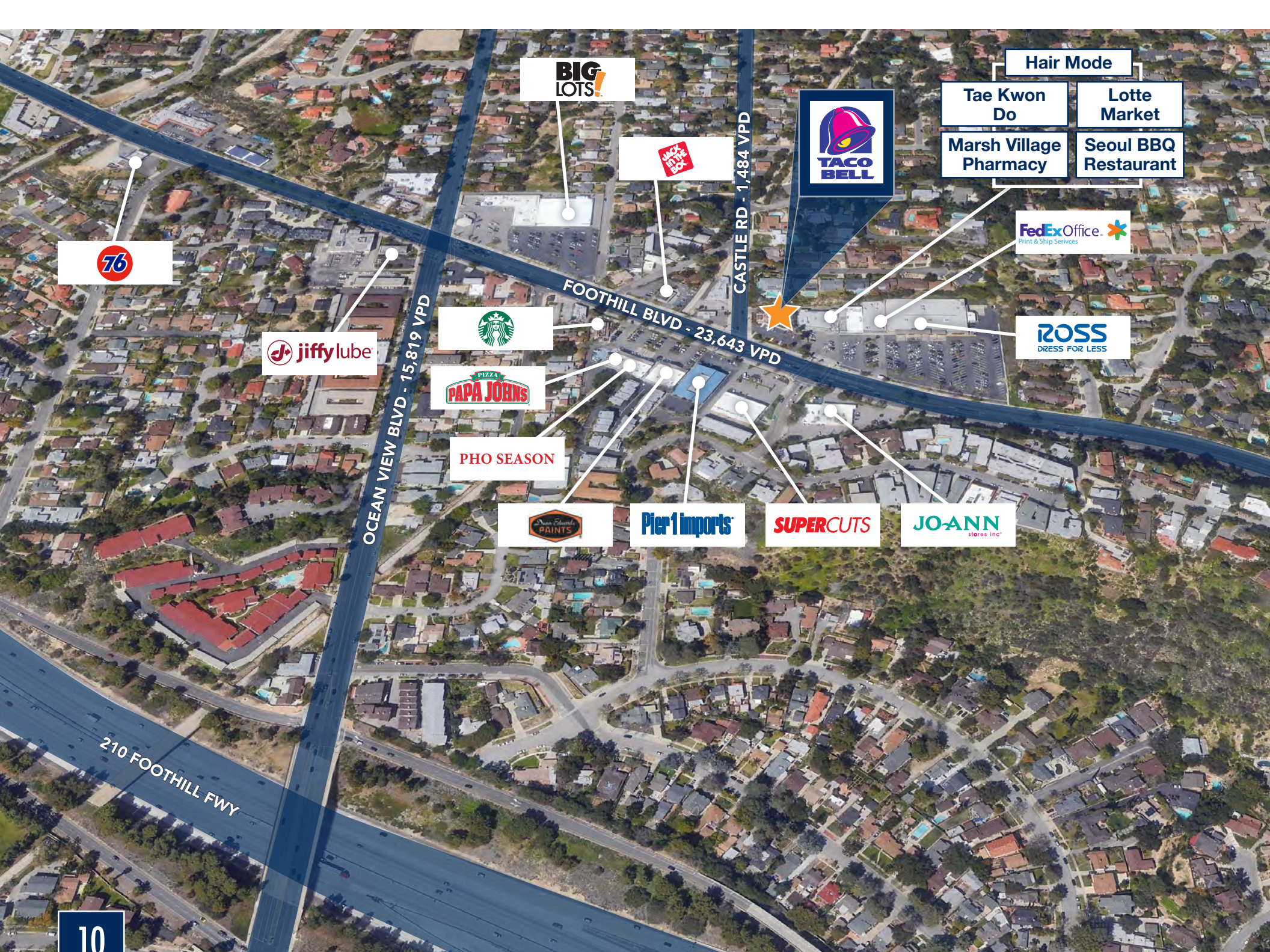
210 FREEWAY











PHO SEASON



Hair Mode

FOOTHILL BLVD - 23,643 VPD

CASTLE RD - 1,484 VPD

OCEAN VIEW BLVD - 15,819 VPD

210 FOOTHILL FWY





# TENANT SUMMARY

## TACO BELL

Taco Bell is a southern California, (HQ: Irvine, CA) based quick service restaurant chain that specializes in Mexican-style cuisine. It is a subsidiary of YUM! Brands, Inc., which is the largest restaurant chain in the world. They enjoy the largest share of Mexican-style restaurants in the United States (franchise sales are \$5.7 billion). Over 35(mil) patrons, visit Taco Bell each week and over 80 percent of its 6,500 locations are franchised.

Glen Bell opened first restaurant in Downey, CA in 1962. The chain now employs 210,000 +/-employees nationwide. On 3/15/18, Taco Bell announced that all employees are eligible for classes at 80 online universities. They also provide tuition assistance and college credit for job training at the restaurant. There are over 7,000 restaurants across the US and 400+/- units in 27 countries outside the US including Restaurants in Canada, Guam, Aruba, Dominican Republic, Chile, Costa Rica, Guatemala, Puerto Rico, Ecuador, Hawaii, Asia, and Europe.

Taco Bell plans to grow to 8000 units by 2022 which would increase its franchise footprint to \$10 billion to \$15 billion by 2022.

“Taco Bell truly is a Category of One. The team delivered another solid year of operating results driven by innovative new products and unparalleled value. I am particularly excited about the new products and unique and compelling marketing calendar the team has planned for 2018. Internationally, Taco Bell continues to build momentum as we entered five new countries and ended the year with over 400 Taco Bell restaurants outside the U.S.” (Greg Creed CEO YUM! Brands Annual Report 2018)

## TACO BELL



### IRVINE, CA

HEADQUARTERS

210,000

EMPLOYEES

7,000

LOCATIONS

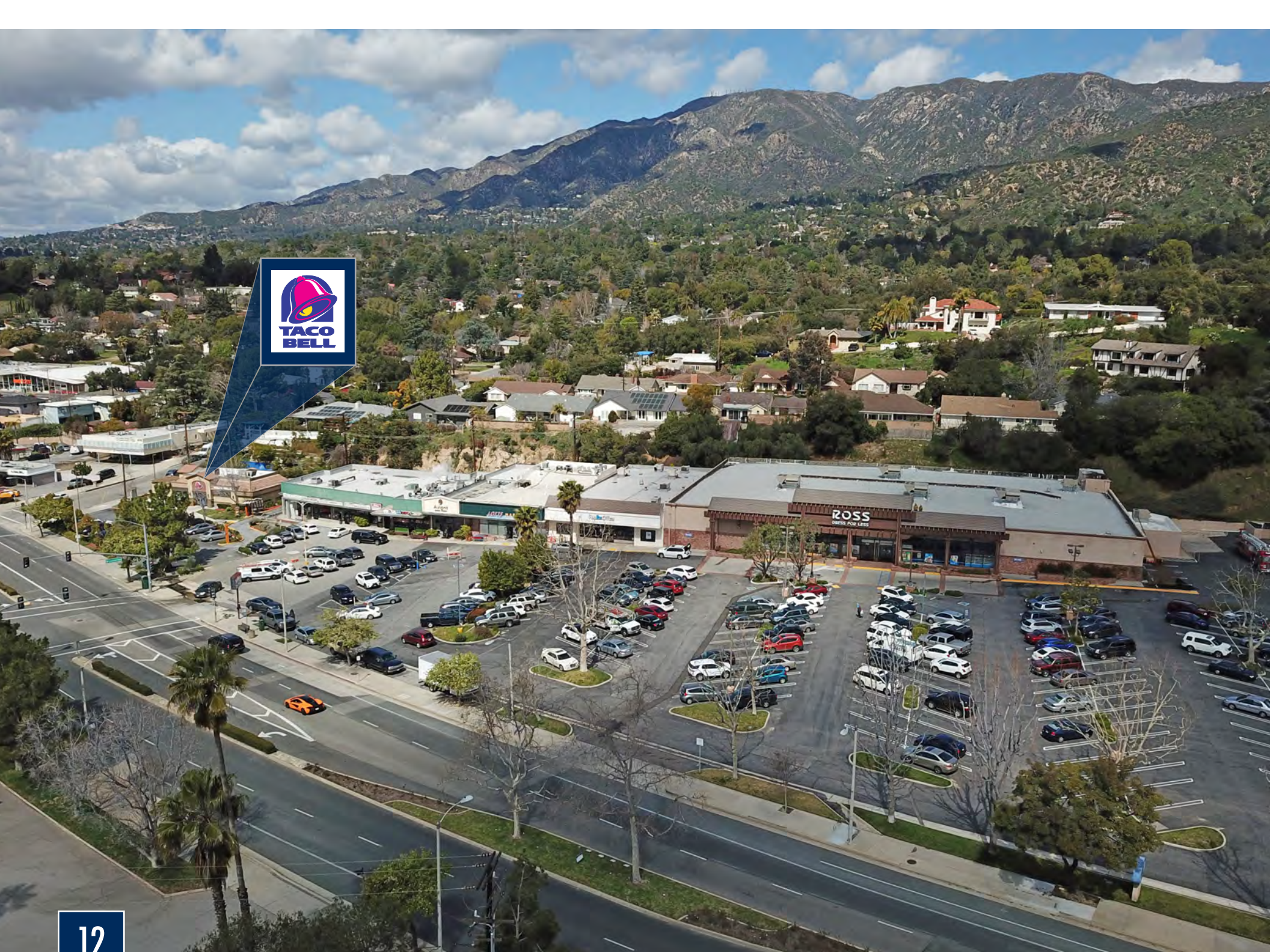
PUBLIC

OWNERSHIP

YUM

TICKER: NYSE







# SITE PLAN





USC Verdugo Hills  
Hospital Campus

DOWNTOWN LOS ANGELES

2 FREEWAY

210 FREEWAY







# LOCATION HIGHLIGHTS

## LA CAÑADA FLINTRIDGE, CA

THE 17TH MOST AFFLUENT CITY IN THE UNITED STATES



Easy accessibility to Pasadena, Downtown and several other Los Angeles suburbs



Commitment to the region having been a staple in the community since 1995 (remodeled the site in 2015)

### MAJOR EMPLOYERS: LA CAÑADA FLINTRIDGE, CA

Ralph's Grocery Co.	100
Ross Dress for Less Inc.	100
Sprouts Farmers Market	88
La Cañada Flintridge Country Club	86
Dilbeck Real Estate	86
Allen Lund Company LLC	83
Trader Joe's	78
TJ Maxx	77
Gelson's Market	73
Los Gringos Locos LLC	56



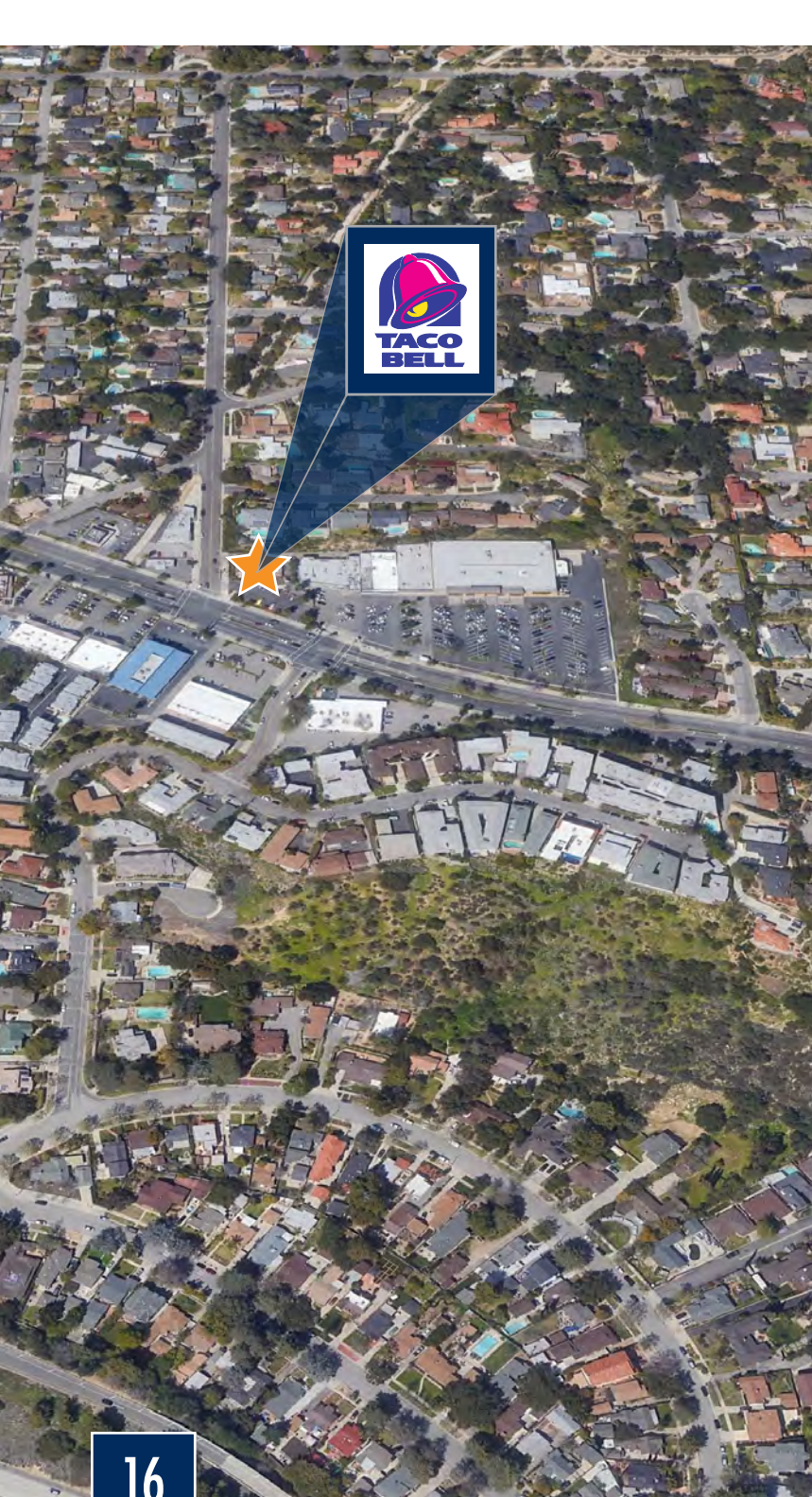
Known as SoCal's region for price isolation in a convenient location



Located just off the I-210 in an affluent Los Angeles suburb

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# DEMOGRAPHICS / LA CAÑADA FLINTRIDGE, CA



**241,564**

Total Population Within 5-Mile Radius



**\$121,641**

Average Household Income  
Within 5-Mile Radius



**\$78,565**

Median Household Income  
Within 5-Mile Radius



**89,451**

Total Households Within  
5-Mile Radius



**7.71%**

From 2000



POPULATION	1 MILE	3 MILES	5 MILES
2023 Projection			
Total Population	20,326	76,217	245,106
2018 Estimate			
Total Population	19,822	75,301	241,564
2010 Census			
Total Population	19,439	73,860	231,823
2000 Census			
Total Population	17,868	71,521	224,917
Current Daytime Population			
2017 Estimate	16,259	67,817	213,952
HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2023 Projection			
Total Households	7,778	27,491	91,176
2018 Estimate			
Total Households	7,596	27,122	89,451
Average (Mean) Household Size	2.61	2.76	2.69
2010 Census			
Total Households	7,393	26,364	84,915
2000 Census			
Total Households	7,057	25,982	83,043
Occupied Units			
2023 Projection	7,778	27,491	91,176
2018 Estimate	7,726	27,477	91,270
HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
2018 Estimate			
\$150,000 or More	25.51%	32.71%	22.53%
\$100,000 - \$149,000	19.74%	20.47%	17.26%
\$75,000 - \$99,999	10.75%	12.14%	12.20%
\$50,000 - \$74,999	15.53%	12.92%	15.61%
\$35,000 - \$49,999	7.98%	7.03%	9.65%
Under \$35,000	20.50%	14.74%	22.75%
Average Household Income	\$136,328	\$156,670	\$121,641
Median Household Income	\$88,317	\$106,440	\$78,565
Per Capita Income	\$52,337	\$56,517	\$45,150

HOUSEHOLDS BY EXPENDITURE	1 MILE	3 MILES	5 MILES
Total Average Household Retail Expenditure	\$90,563	\$98,468	\$86,878
Consumer Expenditure Top 10 Categories			
Housing	\$25,669	\$27,796	\$24,804
Transportation	\$16,152	\$17,292	\$15,624
Shelter	\$15,309	\$16,902	\$14,740
Food	\$10,000	\$11,441	\$9,132
Personal Insurance and Pensions	\$9,143	\$10,044	\$8,764
Utilities	\$5,282	\$5,905	\$5,048
Health Care	\$4,239	\$4,642	\$4,109
Entertainment	\$3,701	\$4,110	\$3,578
Apparel	\$2,589	\$2,888	\$2,487
Household Furnishings and Equipment	\$2,493	\$2,738	\$2,386

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
Population By Age			
2018 Estimate Total Population	19,822	75,301	241,564
Under 20	22.50%	22.67%	20.29%
20 to 34 Years	15.32%	14.46%	18.39%
35 to 39 Years	5.08%	4.55%	5.87%
40 to 49 Years	14.62%	14.06%	13.86%
50 to 64 Years	25.35%	26.29%	23.46%
Age 65+	17.15%	17.96%	18.14%
Median Age	45.42	46.57	44.35
Population 25+ by Education Level			
2018 Estimate Population Age 25+	14,290	54,072	179,041
Elementary (0-8)	2.01%	1.98%	4.84%
Some High School (9-11)	3.03%	2.51%	4.68%
High School Graduate (12)	12.99%	13.49%	17.63%
Some College (13-15)	19.40%	18.27%	18.69%
Associate Degree Only	8.29%	7.95%	8.45%
Bachelors Degree Only	32.99%	31.95%	27.01%
Graduate Degree	19.82%	22.88%	16.90%





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## LA CAÑADA CALIFORNIA

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