



1040 W Rancho Vista Blvd | Palmdale, CA
OFFERING MEMORANDUM



EXCLUSIVELY LISTED BY:

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INVESTMENT HIGHLIGHTS

REAL ESTATE FUNDAMENTALS & RETAIL SYNERGY

- **Dense Retail Corridor** - Average daily traffic counts of **25,000 VPD** (10th St W) & **26,000 VPD** (Rancho Vista Blvd)
- **Strong Presence of National Tenants** - Best Buy, Chick-fil-A, Hobby Lobby, Target, Trader Joe's, Lowe's, Home Depot, etc.
- **Strategic Operating Location** - Proximity to Antelope Valley Mall (1.4 million square feet)
- **Immediate Market Growth** - LaTerra Development is constructing 344 new apartments adjacent to the Mall
- **Growing Northern Los Angeles City** - There are 123,000 people within a five (5) mile radius of the site.

TENANT & LEASE SUMMARY

- **Long-Term Site History** - Jiffy Lube has operated the space since 2000
- **Inflationary Hedge** - Lessor's rent increases **6% every three (3) years**
- **Peace of Mind** - The existing lease has **fourteen (14) years of remaining lease term**
- **Lease Guarantor** - The site is operated and guaranteed by TorAuto Inc., in addition to two (2) personal guarantees
- **Recession Resistant Tenant** - In economic downturns, consumers are less likely to purchase new vehicles versus servicing/repairing their existing automobile
- **E-commerce Resistant Tenant** - Service-based tenants offer Landlords the highest degree of protection against a retail market shifting toward E-commerce
- **Leading Provider** - Jiffy Lube boasts more than 2,100 outlets through North America, serving 25 million customers annually



ANTELOPE VALLEY MALL



RANCHO VISTA BLVD
± 26,000 VPD

BEST BUY
BARNES & NOBLE
five BELOW

Staples
Smart & Final
HomeGoods
ROSS
DRESS FOR LESS

O'Reilly
AUTO PARTS

THE VITAMIN SHOPPE

ULTA
BEAUTY

Cafe Rio
MEXICAN GRILL

FIVE GUYS
BURGERS and FRIES

ihop

Mister

IN-SHAPE

jamba

BR baskin robbins

Panera
BREAD

AMARGOSA COMMONS

PET SMART **BED BATH & BEYOND**
Beyond any store of its kind.

Party City

TJ-maxx **TRADER JOE'S**

target

10TH ST W
± 25,000 VPD

rubio's **ME**
COASTAL SPICE
Massage Envy

SUPERCUTS

BURGER KING

76

jiffy lube

RANCHO VISTA BLVD
± 26,000 VPD





 **jiffy lube**
multicare

1066





\$2,483,000

LIST PRICE



\$124,171

NOI



5.00%

CAP RATE

BUILDING INFO

Offering Price	\$2,483,000
Cap Rate	5.00%
Annual Rent	\$156,456
Reassessed Property Taxes (Sale @ 'List' Price)	\$(32,285)
Net Operating Income	\$124,171
Total Building Area	±2,686 SF
Total Land Area	±0.45 AC (±19,458 SF)
Year Built/Remodeled	2000
Daily Combined Traffic Counts	±51,000 VPD
Parking Spaces	16
APN #	3003-003-063

DEBT QUOTE

Loan quote provided by Matthews™ based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing.

Patrick Flanagan
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LTV: 65.00%
Interest Rate Range: 3.75% - 4.15%
Amortization: 25

TENANT SUMMARY

Tenant Name	Jiffy Lube
Type of Ownership	Fee Simple
Lease Entity	Franchisee
Lease Type	Modified NNN
Lease Guarantor	Anthony Rockport, Opal Rockport, & TORAUTO INC., a CA corporation
Roof and Structure	Tenant Responsible
Property Taxes	Lessor pays
Term Remaining	14 Years
Lease Commencement Date	January 1, 2005
Lease Expiration Date	December 31, 2035
Rent Increase	6% Every 3 Years
Options	Four, 5-Year Options

ANNUALIZED OPERATING DATA

Lease Term	Monthly	Annual	Rent/SF	Increases
Current - 4/30/2022	\$12,300.00	\$147,600.00	\$54.95	-
5/1/2022 - 4/30/2025	\$13,038.00	\$156,456.00	\$58.25	6%
5/1/2025 - 4/30/2028	\$13,820.28	\$165,843.36	\$61.74	6%
5/1/2028 - 4/30/2031	\$14,649.50	\$175,794.00	\$65.45	6%
5/1/2031 - 4/30/2034	\$15,528.47	\$186,341.64	\$69.38	6%
5/1/2034 - 12/31/2035	\$16,460.18	\$197,522.16	\$73.54	6%

PRICING ANALYSIS

List Price	\$2,483,000
Cap Rate (Before Property Tax Reassessment)	6.30%
Annual Rent	\$156,456
Reassessed Property Taxes @ 1.30% of Sale Price	\$(32,285)
Net Operating Income	\$124,171
Purchase Cap Rate	5.00%



±2,200

NO. OF LOCATIONS



Houston, TX

HEADQUARTERS



1971

YEAR FOUNDED

TENANT OVERVIEW

A leading provider of oil changes and a subsidiary of Shell Oil Company, Jiffy Lube boasts more than 2,200 outlets led throughout North America that are all independently owned by operators. Besides oil changes, Jiffy Lube facilities provide maintenance services for air conditioning, fuel systems and transmissions. At some of its locations, it also performs inspections and emissions testing, repairs windshields and rotates tires. Serving about 24 million customers annually, Jiffy Lube caters to several fleet management firms such as Donlen, Emkay, Voyager and PHH. Heartland Automotive Services, Inc. is a franchisee Company that operates over 530 Jiffy Lube locations in the United States. Jiffy Lube focuses on its four key areas of preventative maintenance service: change, inspect, check/fill, and clean. The Company's extensive technician training program has made Jiffy Lube an Automotive Service Excellence (ASE) Accredited Training Provider. With a focus on reuse, Jiffy Lube makes a point to collect more used oil than any of its competitors in North America. The oil is then refined and used for making concrete, generating electricity, and heating asphalt to pave roads.



AREA OVERVIEW

PALMDALE

CALIFORNIA

Just an hour north of Los Angeles, Palmdale lies in the Antelope Valley region of southern California. Being one of the largest cities in Antelope Valley, Palmdale has a population of close to 170,000 residents. Nicknamed the “aerospace capital of the United States”, Palmdale’s primary industry is the aerospace industry. It has been the site of research, development, final assembly, flight testing, and/or servicing/modifications of many aircrafts including the Space Shuttle.

The city has many family-friendly amenities such as parks and organized neighborhoods. Additional popular spots for outdoor recreation include Angeles National Forest and Castaic Lake State Recreation Area, as well as Greater Los Angeles’ renowned beaches, which are about a two-hour drive away. Most importantly, Palmdale’s location is everything. Whether one is traveling to bigger cities, the beaches, mountains, or a lake, Palmdale is less than 2 hours away from each. Palmdale is an economically diverse city with many amenities that make it an ideal place to live in.



PALMDALE ECONOMY

Other manufacturing companies have relocated to Palmdale seeking more affordable land, proximity to Palmdale Airport, and special tax breaks. This movement has helped to diversify the local economy. Delta Scientific, a world leader in high strength vehicle barrier systems, supplying protection for many federal, state and local buildings, and a prime supplier to the military and US State Department for embassies and other installations worldwide, and US Pole, a major manufacturer of street lighting poles, are major anchor tenants in the Fairway Business Park. The Palmdale Trade and Commerce Center is home to many other major manufacturing, industrial, corporate offices and other employers, as well as home to the Palmdale Auto Mall. A number of medical and related support offices are coming on-line to meet the needs of the new Palmdale Regional Medical Center.



ANTELOPE VALLEY INDIAN MUSEUM

Antelope Valley Indian Museum State Historic Park is California's State Regional Indian Museum representing Great Basin Indian Cultures. The exhibits and interpretive emphasis are on American Indian groups (both aboriginal and contemporary) of the Southwest, Great Basin, and California culture regions, since Antelope Valley was a major prehistoric trade corridor linking all three of these culture regions. The museum contains the combined collections of founder Howard Arden Edwards and subsequent owner Grace Oliver. A number of the cultural materials on display are rare or one-of-a-kind objects.



DRY TOWN WATER PARK

Dry Town Water Park is a waterpark located in Palmdale, California that features a 35-foot tower structure that holds three waterslides, a splashdown pool, a four-lane racer slide, a 6,000 square foot children's water playground, and a 925-foot lazy river that winds around the center of the park. DryTown is the only water park in the Antelope Valley, making it the perfect destination for some summer fun. Featuring 6 acres of attractions and beautiful landscaping, DryTown water park is great for the whole family.



BLACKBIRD AIRPARK

Blackbird Airpark, an annex of the Air Force Flight Test (AFFT) Museum at Edwards AFB, was officially dedicated on September 27, 1991. It is the world's only display of a Lockheed SR-71A together with its predecessor A-12, along with the once ultra-secret D-21 drone and the only remaining U-2 "D" model in the world.

The Airpark was established to preserve the proud heritage of the Blackbird family of military aircraft. Through the restoration, preservation, and display of these unique aircraft, it provides the visiting public from all over the world with an interesting and educational experience.

SANTA CLARITA, CA

Cut by the Santa Clara River, west of the San Gabriel Mountains, and east of Castaic Lake State Park is Santa Clarita. About 35 miles northwest of Downtown Los Angeles, Santa Clarita is widely known as the home of Six Flags Magic Mountain. However, Santa Clarita is much more than just an amusement park destination. It is supported by a strong residential community and a unique environment.

Drawing over 10,000 annual visitors, Santa Clarita holds a Cowboy Festival every spring to celebrate the history and culture of the Old West with food, music, and poetry performances. In juxtaposition, the Hart of the West Pow Wow serves as a celebration of Native American Indian culture and history. Summer brings free concerts in the park, fall finds the International Family Film Festival, and winter lights up with a Lighted Boat Parade at Castaic Lagoon.

In addition, Santa Clarita maintains parks and trails for a variety of outdoor activities. With access to I-5 and California State Highways 14 and 126 as well as three Metrolink stations in the area, commuting and traveling from Santa Clarita is a breeze.

DEMOGRAPHICS

Population	1 Mile	3 Mile	5 Mile
2021 Estimate	7,279	54,690	123,069
2010 Census	7,278	52,410	120,597
Growth % 2010-2021	0.01%	4.35%	2.05%
Households	1 Mile	3 Mile	5 Mile
2021 Estimate	2,319	17,271	39,658
2010 Census	2,194	15,798	37,081
Growth % 2010-2021	5.69%	9.32%	6.95%
INCOME	1 Mile	3 Mile	5 Mile
Avg HH Income	\$92,203	\$86,668	\$83,287



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Jiffy Lube** located at **1040 W Rancho Vista Blvd, Palmdale, CA 93551** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. 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. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

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 Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or uses of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.



jiffy lubeSM

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