

**OPPORTUNITY ZONE
WITH PREFERENTIAL TAX TREATMENT**



LAND FOR SALE

±5.38 acres located in the city's redevelopment zone for multifamily, hotel, condo, assisted living facility and other mixed-use possibilities.

PRICE REDUCED!

\$5,950,000

**4TH & SPRING ST.
PASO ROBLES, CA 93446
SAN LUIS OBISPO COUNTY**

Austin Herlihy
805.879.9633
aherliby@radiusgroup.com
CA Lic. 01518112

Chris Parker
805.879.9642
cparker@radiusgroup.com
CA Lic. 01887788



FOR SALE | PRIME MIXED-USE DEVELOPMENT OPPORTUNITY

4th & Spring St. | Paso Robles, CA 93446



Prime development opportunity zoned for multifamily, hotel, condo, assisted living facility and other mixed-use possibilities. Conveniently located within walking distance to downtown Paso Robles with popular restaurants, banks, entertainment events, retail, post office, medical facility and all downtown has to offer.

The City of Paso Robles has been economically reinvigorated in the past decade. It is impossible to be oblivious to the immense growth of population and industry that has flooded the area. The City has acknowledged this growth and has developed a strategy to flourish. This strategy is primarily focused on attracting long term economical investments to, “develop and market the unique character, heritage and special attributes of the community as the region’s destination to visit, shop, invest, work and live.” As the wine industry continues to grow and Paso Robles becomes an even more popular tourist destination, the City will only reinforce their support for new industry. This approx. 5.38 acre lot is located directly off the 101 Freeway, centrally in a high traffic area, and ideal for any investor looking for the next opportunity in the Central Coast. Please contact Austin and Chris for more information.

Offering Specifics

Reduced Price	\$5,950,000
Land Size	Approx. 5.38 Acres (Approx. 4.25 Acres of Flat Land)
Price/SF Land	\$29/SF
APNs	009-291-012; 013; 014; 015; 019; 021; 023; 024
Zoning	TC-2 (Town Center 2)
Other	Located in an “Opportunity Zone”

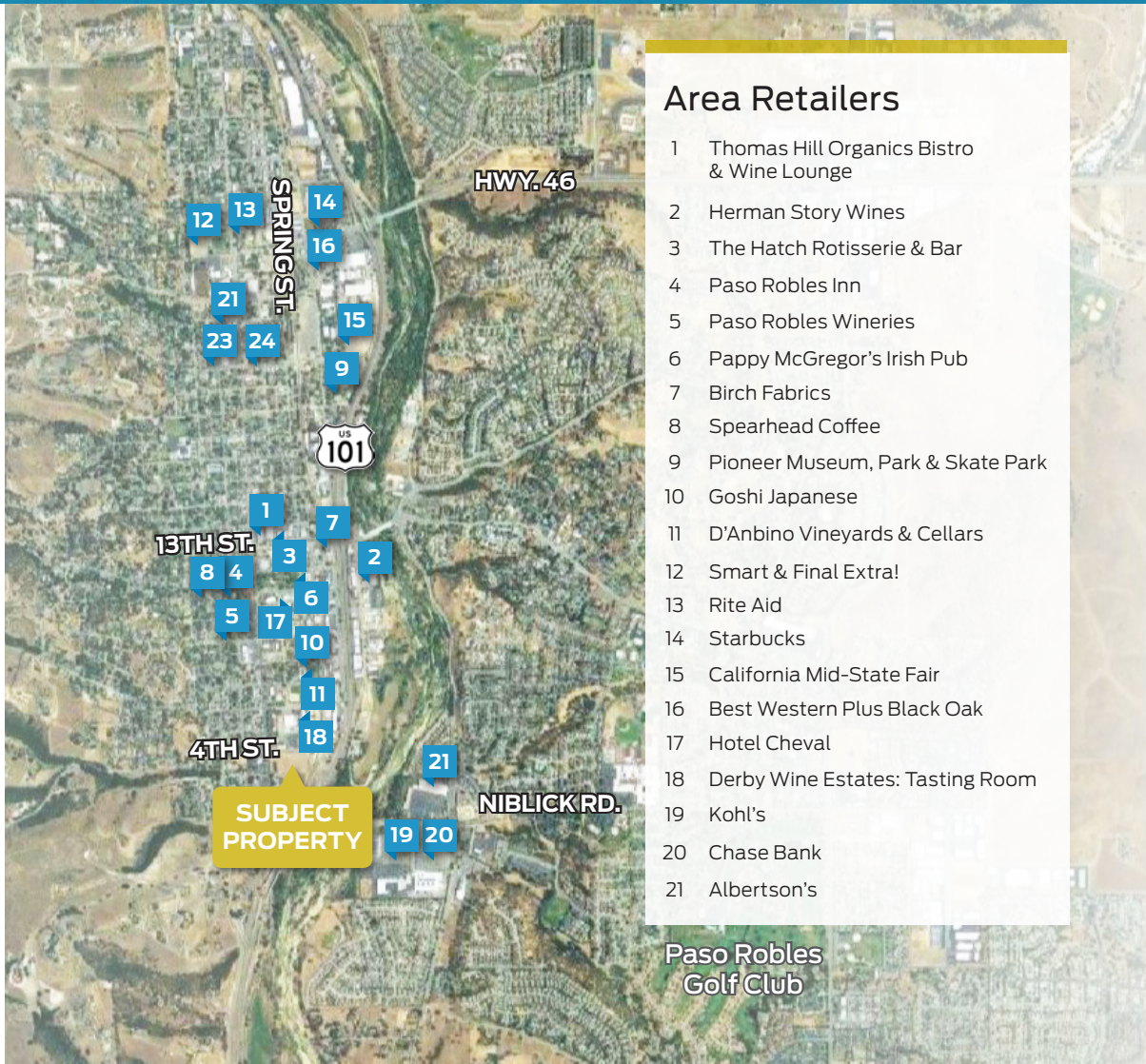
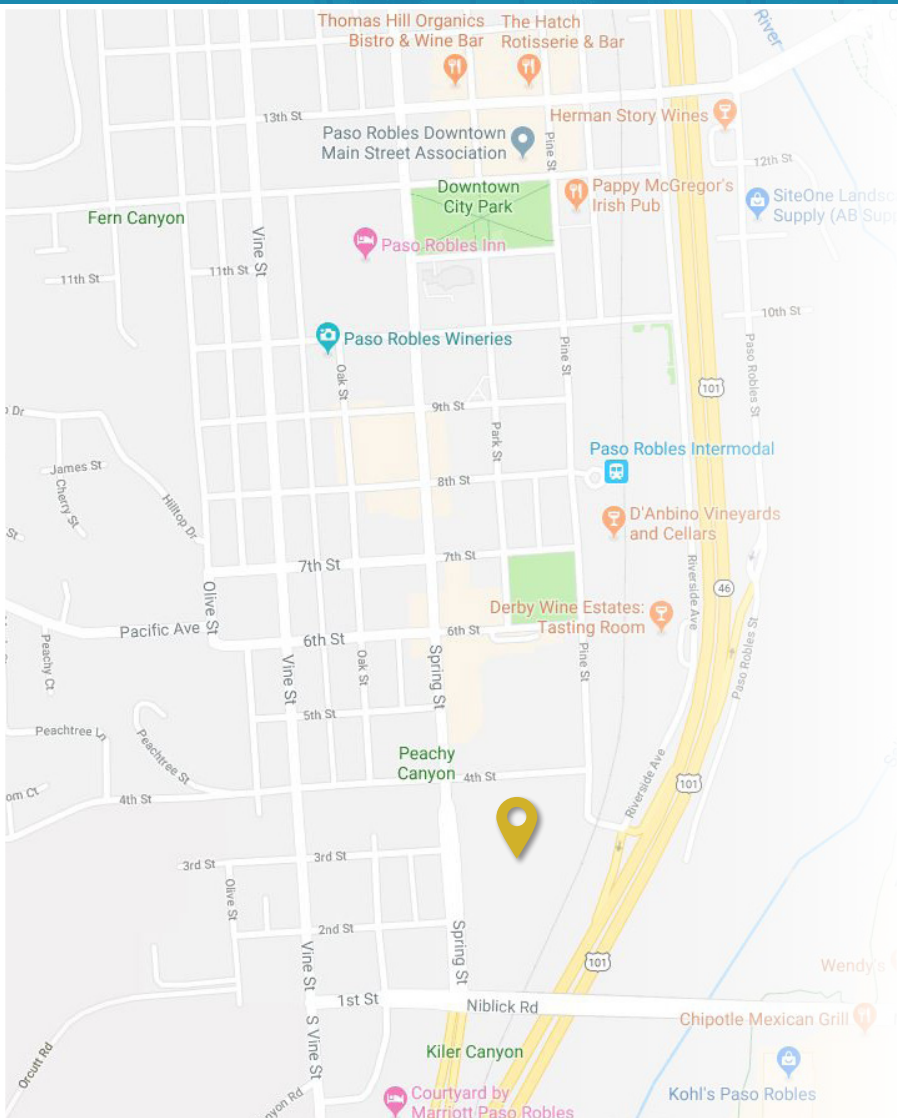
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- ### Area Retailers
- 1 Thomas Hill Organics Bistro & Wine Lounge
 - 2 Herman Story Wines
 - 3 The Hatch Rotisserie & Bar
 - 4 Paso Robles Inn
 - 5 Paso Robles Wineries
 - 6 Pappy McGregor's Irish Pub
 - 7 Birch Fabrics
 - 8 Spearhead Coffee
 - 9 Pioneer Museum, Park & Skate Park
 - 10 Goshi Japanese
 - 11 D'Anbino Vineyards & Cellars
 - 12 Smart & Final Extra!
 - 13 Rite Aid
 - 14 Starbucks
 - 15 California Mid-State Fair
 - 16 Best Western Plus Black Oak
 - 17 Hotel Cheval
 - 18 Derby Wine Estates: Tasting Room
 - 19 Kohl's
 - 20 Chase Bank
 - 21 Albertson's

Paso Robles Golf Club

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PROPERTY SITE PLAN



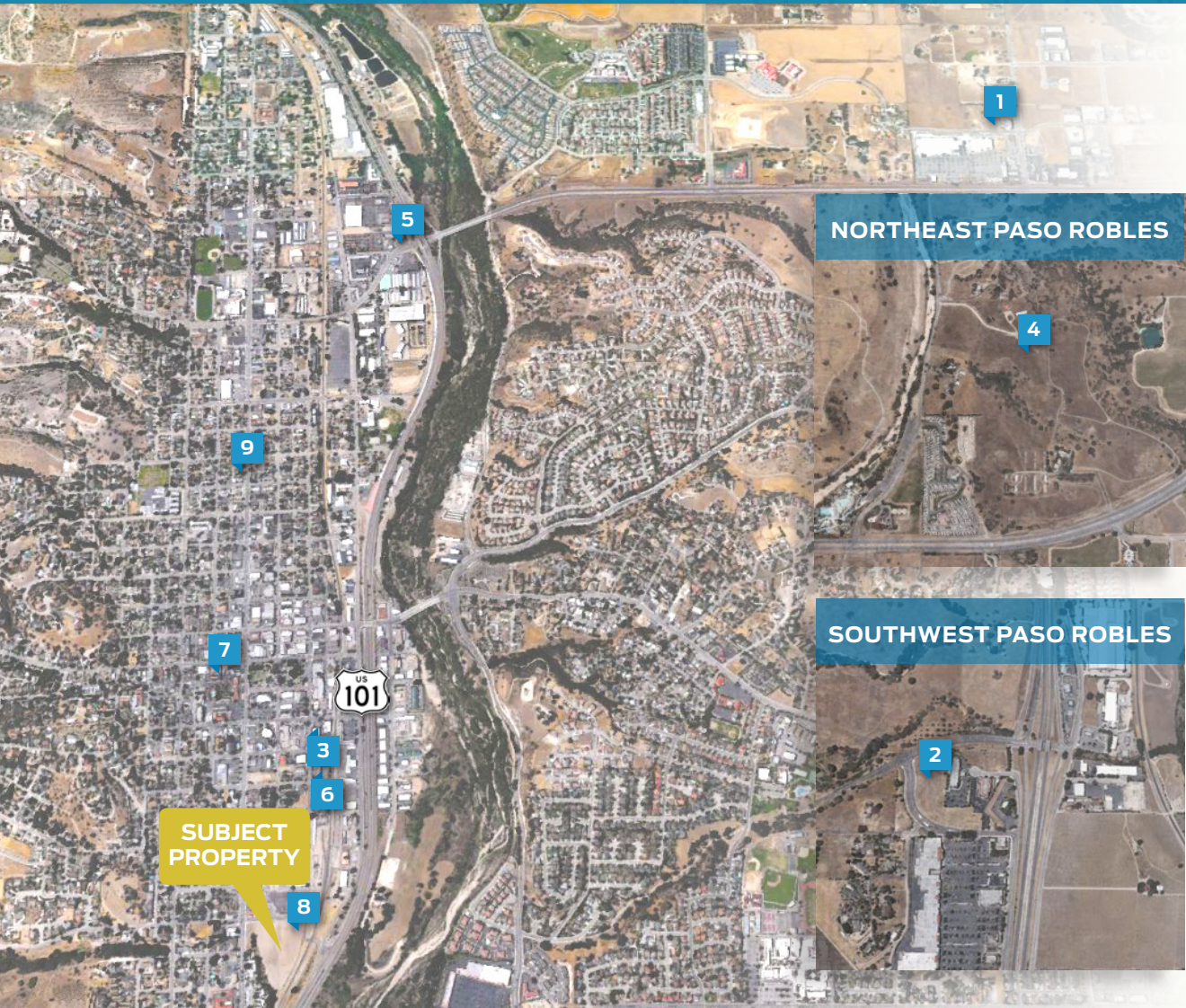
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Upcoming Developments

- 1** Homewood Suites, 2401 Oakwood St.
The Homewood Suites Hotel Project proposes the establishment of a 4-story, 105-room hotel located on Dallons Dr. west of Golden Hill Rd. | ±73,590 SF
- 2** Hyatt Place, 1955 Theatre Dr.
Alternative Project (City Parcel); 131-room hotel. ±77,000 SF
- 3** Hotel Cheval Phase 2, 1020 Pine St.
20-room hotel. | ±15,625 SF
- 4** Destino Hotel Resort, 3350 Airport Rd.
291-room hotel (4-phase project).
- 5** Black Oak Lodge, 2717 Black Oak Dr.
The Black Oak Lodge project proposes to establish a 4-story, 96-room hotel. The project includes 120 parking spaces, which exceeds the Zoning Code requirement for 104 spaces allowing for one space per guest room and 8 spaces for employees. | ±60,000 SF
- 6** Pine Street Hotel Amendment, 944 Pine St.
151-room hotel/restaurant/retail. | ±105,000 SF
- 7** Paso Robles Inn Expansion, 600 12th St.
23-room expansion. | ±18,000 SF
- 8** Oxford Suite Hotel, 4th & Pine Streets
127-room, 5-story hotel. | ±69,209 SF
- 9** Paso Market Walk, 1803 Spring St.
Mixed-use development (retail/restaurant/tasting room spaces for lease) | ±5,209 SF

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Opportunity Zones Offer Significant Savings to Investors...

Under the new law, if you invest previous gains in an Opportunity Zone, you can defer paying capital gains tax, so long as certain conditions are met. If you hold the Opportunity Zone investment for at least a decade, then any gains from this investment will be tax-free.

What Are Opportunity Zones & Opportunity Funds?

Opportunity Zones are low-income communities (per the census tract) nominated by state governors and the U.S. Treasury Department. This designation was created by the Tax Cuts and Jobs Act in an effort to spur economic development and job creation in distressed communities.

California currently has approximately 850 Opportunity Zones.

An Opportunity Fund is a corporation or partnership held as the investment vehicle for receiving the preferential tax benefits. If an investor has triggered a capital gain by selling an asset, such as a stock or real estate, rolling the gain into an Opportunity Fund within 180 days of receiving the gain allows for preferential tax treatment.

Think of it like this: The Opportunity Zone is the geographical location of the investment.

The Opportunity Fund is the account used to pay for the investment, which could include business property (such as rental real estate), or stock or partnership interest in a business located within an Opportunity Zone and designated as such.

Preferential Tax Treatment

If you invest unrealized capital gains from your investments into an Opportunity Fund, you can:

1. Defer payment of capital gains tax for the year it was realized until December 31, 2026, at the latest.
2. Reduce your taxable gain by the Opportunity Fund, so long as it is held for at least ten years.
3. Pay no tax on gains earned by the Opportunity Fund, so long as it is held for at least ten years.

Under Proposed Treasury Regulations, capital gains recognized by a partnership can be deferred via the Opportunity Zone

rules either directly by the partnership or by the individual partners.

Payment of capital gains is determined by the length of time between the investment into the Qualified Opportunity Zone and the sale or exchange of that investment. The longer the investment is held, the less capital gains the taxpayer must pay.

1. A taxpayer will include 100 percent of the deferred capital gains in income on his or her federal taxes when the following conditions apply: If the investment is sold or exchanged less than five years after it was purchased, or if December 31, 2026 occurs less than five years after the investment was purchased.
2. A taxpayer will include 90 percent of the deferred capital gains in income on his or her federal taxes when the following conditions apply: If the investment is sold or exchanged between five and seven years of its purchase, or if December 31, 2026 occurs between five and seven years of the investment's purchase.
3. A taxpayer will include 85 percent of the deferred capital gains in income on his or her federal taxes when the following conditions apply: If the investment is sold or exchanged, or if December 31, 2026 occurs, even years after the investment is purchased.

Regardless of which of these conditions is met, the basis of the investment is stepped up to match the amount included. If the investment is held for at least a decade, the basis becomes equal to fair market value, and the investment does not recognize gain or loss on sale or exchange.

With this in mind, it might make sense for investors to roll capital gains into Opportunity Funds before December 31, 2019 so that they can be held for at least seven years, thereby allowing the taxpayer to include only 85 percent of the gains in his or her income. (Likewise, the basis in the investment would equal 85 percent of the deferred gain included in income on federal taxes.) A taxpayer can further take advantage of this new tax law by keeping the investment in the Opportunity Fund for the remainder of the ten-year period, thereby avoiding any gain for further appreciation of the investment.

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PASO ROBLES

Tourism & Market Information

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MARKET OVERVIEW

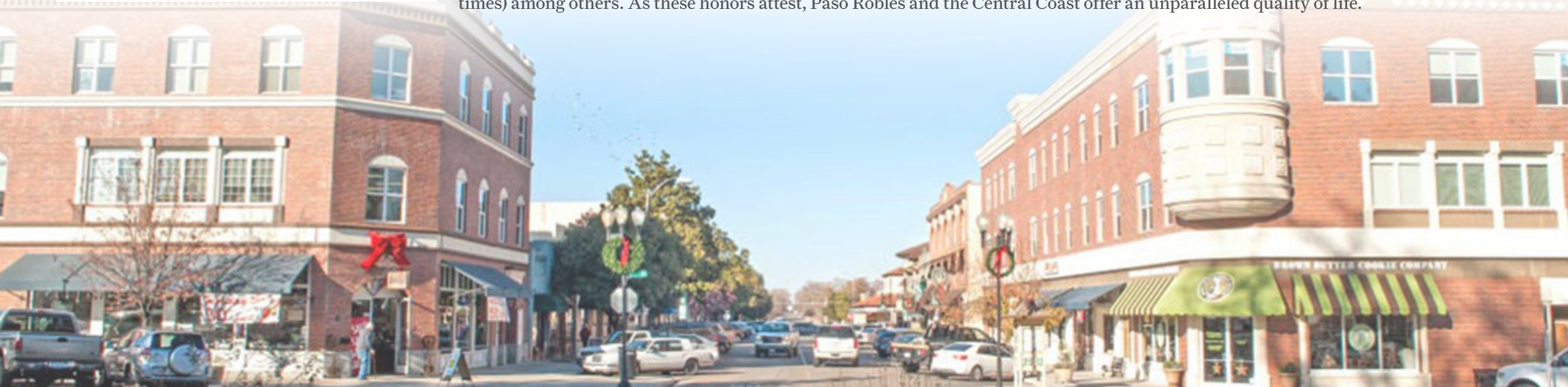
El Paso de Robles | Pass of The Oaks

Located halfway between San Francisco and Los Angeles, in San Luis Obispo County. Surrounded by scenic rolling hills and California's premier wine regions, Paso Robles is only 27 miles from beautiful beaches. This thriving community of over 30,000 possesses the benefits of a suburban-rural community while retaining a small-town feel, and is one of California's best kept secrets.



With over 200 wineries nearby and a bustling downtown with a variety of excellent restaurants and quality retail, Paso Robles is fast becoming one of the most desirable and yet relatively affordable places to live, work, and play.

The City of Paso Robles has a long history with both wine and healing waters. Travel & Leisure magazine rated Paso Robles as one of the "25 Top Places to Visit for the Holidays" in 2015 and in 2016. Other accolades for Paso Robles include "America's Healthiest Small Towns", "Best Small Main Street Towns in America", "America's Happiest Cities", "Best Food and Wine Festivals", "Winery of the Year" (Tablas Creek, Justin), and "Brewery of the Year" (Firestone Walker Brewing, multiple times) among others. As these honors attest, Paso Robles and the Central Coast offer an unparalleled quality of life.



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TOURISM

Visitors can truly escape to the wine country where the views are as luxurious as the accommodations.

Those who prefer a little more action can stay downtown within easy walking distance of restaurants, cafés, shops and City Park. Franklin Hot Springs have attracted people to bathe in its mineral-rich waters for centuries, and many believe that the waters have unique healing properties. Springing from the Earth's crust, the waters not only attract human visitors but also a wide diversity of animals and birds that come to enjoy this self-propagating eco-system. Photographers will delight in the many opportunities for bird and wildlife pictures, and outdoor enthusiasts can enjoy activities such as boating and catch-and-release fishing on the pond.



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