



GLENDALE MARKETPLACE

106-124 S BRAND BLVD. | GLENDALE, CA



COLORADO STREET

S. BRAND BLVD.

 **JLL** | *Achieve Ambitions*

HomeGoods



A 153,834 SF URBAN RETAIL CENTER

Jones Lang LaSalle Americas, Inc. ("JLL") is a real estate broker licensed with the California Department of Real Estate, license #01223413.

THE OPPORTUNITY

JLL, as an exclusive advisor, is pleased to present the opportunity to acquire Glendale Marketplace (the "Property"), a 153,834 SF urban retail center located in the heart of downtown Glendale, CA at the intersection of S. Brand Boulevard and E Harvard Street. The Property's 98.6% occupancy provides potential investors strong in-place cash flow and security with a WALT of 8.1 years. Glendale Marketplace offers an internet-resistant mix of uses including fitness, home furnishings, restaurants, and discount stores. The Property is located in the most infill location of Glendale with a population over 580,000 and average household incomes over \$95,000 within a 5-mile radius.



POPULATION: ±203,054
GLENDALE IS THE **THIRD LARGEST**
CITY IN LOS ANGELES COUNTY

PROPERTY SUMMARY

ADDRESS:	106-124 S Brand Blvd. Glendale, CA 91204
RENTABLE BUILDING AREA:	153,834 SF
YEAR 1 OCCUPANCY:	98.6%
YEAR BUILT:	1998
ACRES:	2.22 Acres
PARKING:	1,124 spaces* <small>*City Owned Parking Garage (NAP) accessible via Skybridge</small>



BURBANK

WALT DISNEY
Imagineering



240,000 VPD

GLENDALE COVERS ABOUT

30 SQ. MI.

TOTAL SF OF OFFICE:

±10.5M

TOTAL SF OF RETAIL:

±8.9M

24 CLASS A OFFICES

WITHIN 1-MILE OF THE PROPERTY, EQUALLING 5.5 MILLION SF OR 55% OF GLENDALE'S TOTAL OFFICE SUPPLY.

73K DAYTIME EMPLOYEES

EMPLOYERS INCLUDE: LEGAL ZOOM, CIGNA, YELLOW PAGES, DREAMWORKS TELEVISION ANIMATION, NESTLE USA

HEADQUARTERED IN GLENDALE:

BASKIN-ROBBINS, DREAMWORKS ANIMATION, DISNEY INTERACTIVE, WALT DISNEY IMAGINEERING, IHOP, AND PUBLIC STORAGE

GLENDALE WAS INCORPORATED

1906



GLENDALE
MARKETPLACE

LOCAL SHOPS INCLUDE:
SHAKE SHACK, PHILZ COFFEE

S. BRAND BLVD
(26,900 VPD)

E BROADWAY (16,105 VPD)

DEMOGRAPHICS

	1-MILE	3-MILE	5-MILE
INCOME			
AVG. HOUSEHOLD INCOME 2018 EST.	\$67,557	\$91,099	\$95,539
AVG. HOUSEHOLD INCOME 2023 PROJ.	\$76,657	\$104,117	\$109,025
PROJ. HOUSEHOLD INCOME GROWTH	13.47%	14.29%	14.12%
POPULATION			
TOTAL POPULATION 2018 EST.	69,665	230,839	589,509
TOTAL POPULATION 2023 PROJ.	71,830	237,549	606,319
PROJECTED POPULATION GROWTH	3.11%	2.91%	2.85%
HOUSEHOLDS			
2018 TOTAL HOUSEHOLDS	27,099	57,047	136,154
2023 TOTAL HOUSEHOLDS PROJ.	28,148	58,876	140,430
PROJECTED HOUSEHOLD GROWTH	3.87%	3.21%	3.14%
AVERAGE HOME VALUE	\$469,385	\$704,621	\$739,813



COLORADO STREET (27,200 VPD)



GLENDALE
MARKETPLACE

LOCAL SHOPS INCLUDE:
SHAKE SHACK, PHILZ COFFEE

THE AMERICANA AT BRAND
80 STORES, INCLUDING:
BARNES & NOBLE, CALVIN KLEIN,
H&M, PACIFIC THEATRES AT THE
AMERICANA, TESLA, AND APPLE

S. BRAND BLVD: (26,900 VPD)

GLENDALE GALLERIA
200 STORES, INCLUDING:
APPLE, TARGET, IN-N-OUT,
MACY'S, ZARA, DISNEY STORE,
PORSCHE, HUGO BOSS, JCPENNEY,
BLOOMINGDALE'S

INVESTMENT HIGHLIGHTS



STRONG NATIONAL AND CREDIT TENANTS WITH SIGNIFICANT LEASE TERM

on fixed long-term leases with Five Below (January 2029 Exp.), Old Navy (December 2029 Exp.), LA Fitness (May 2031 Exp.), Ross (est. January 2029 Exp.), and Buffalo Wild Wings (Aug. 2030 Exp.). In addition, these tenants within the shopping center have a weighted average lease term of 10.3 years. Additionally, HomeGoods has consistently renewed their lease and has a top tier store at Glendale Marketplace.



TICKER:	ROST (NASDAQ)
LEASE EXPIRATION:	JAN-2029
OPTIONS:	Four, 5-yr options remaining
LOCATIONS:	1,523 (+249 dd's Discounts)
CREDIT RATING:	A- (S&P)
MARKET CAPITALIZATION:	\$37.4B (80% growth since 2013)
5-YR AVERAGE ANNUAL SALES GROWTH:	11.0%
FOUNDED:	1982

TENANT GROWTH:

- ROSS & DD'S DISCOUNTS HAVE OPENED 100 NEW STORES IN 2018 ALONE
- 546 NET STORE OPENINGS SINCE 2013
- LONG TERM STORE GROWTH PLANS INCLUDE AN ADDITIONAL 2,000 ROSS LOCATIONS (37% INCREASE) AND 500 DD'S DISCOUNTS LOCATIONS (124% INCREASE)



TICKER:	Private
LEASE EXPIRATION:	MAY-2031
OPTIONS:	Three, 5-yr options remaining
LOCATIONS:	705
CREDIT RATING:	Private
FOUNDED:	1984

TENANT GROWTH:

- 275 NET STORE OPENINGS SINCE 2012
- RANKED #1 "TOP 100 HEALTH CLUBS" EVERY YEAR SINCE 2013 BY "CLUB INDUSTRY" (6 YEARS RUNNING)
- \$2.1B IN PROJECTED REVENUE, 5.7% INCREASE FROM 2016



TICKER:	TJX (NYSE)
LEASE EXPIRATION:	NOV-2023
OPTIONS:	Four, 5-yr options remaining
LOCATIONS:	733
CREDIT RATING:	A+ (S&P)
MARKET CAPITALIZATION:	\$70.8B (71% growth in the last 5-years)
5-YR AVERAGE ANNUAL SALES GROWTH:	10.3%
FOUNDED:	1992

TENANT GROWTH:

- 350 NET STORE OPENINGS SINCE 2013
- TJX OPERATES IN FOUR SEGMENTS: HOMEGOODS, MARMAXX (TJ MAXX & MARSHALLS), TJX CANADA, TJX INT'L)
- HOMEGOODS SEGMENT REPRESENTS 14.10% OF TJX PROFIT, UP FROM 9.43% IN 2013
- HOMEGOODS SEGMENT'S PROFIT PERCENTAGE INCREASED ±6.0X WHEN COMPARED TO ANY OTHER DIVISION



five BEL°W

TICKER:	FIVE (NASDAQ)
LEASE EXPIRATION:	JAN-2029
OPTIONS:	Two, 5-yr options remaining
LOCATIONS:	850+
MARKET CAPITALIZATION:	\$7.2B (228.3% growth in the last 5-years)
5-YR AVERAGE ANNUAL SALES GROWTH:	22.7%
FOUNDED:	2002

TENANT GROWTH:

- PLANS TO OPEN 145 TO 150 NEW STORES IN 2019
- IN THE LAST 12 MONTHS, FIVE BELOW HAS GROWN STORE COUNT BY ALMOST 20%
- NET REVENUE HAS INCREASED 23% FROM Q2 2018 TO Q2 2019
- RANKED 57TH IN THE 100 FASTEST GROWING COMPANIES 2019 BY FORTUNE



TICKER:	Private
LEASE EXPIRATION:	AUG-2030
OPTIONS:	Four, 5-yr options remaining
LOCATIONS:	1,240
CREDIT RATING:	Private
MARKET CAPITALIZATION:	\$2.4B
FOUNDED:	1982

TENANT GROWTH:

- 349 NET OPENINGS SINCE 2012
- THE COMPANY IS PLANNING TO GROW TO 1,700 STORES (37% INCREASE)
- 6.8% CAGR FOR NUMBER OF LOCATIONS SINCE 2012
- \$2.0B PROJECTED 2017 REVENUE (PRIVATE IN Q4 2017)
- 14.4% CAGR IN REVENUE SINCE 2012

OLD NAVY

TICKER:	GPS (NYSE)
LEASE EXPIRATION:	DEC-2029
OPTIONS:	Two, 5-yr options remaining
LOCATIONS:	1,154
CREDIT RATING:	BB+ (S&P)
MARKET CAPITALIZATION:	\$6.5B
FOUNDED:	1994

TENANT GROWTH:

- NOW AS A SEPERATE FIRM, OLD NAVY IS THE LEADING BRAND UNDER GAP INC. APPAREL UMBRELLA
- OLD NAVY GENERATED ALMOST 50% OF GAP'S ANNUAL SALES
- EXPECTED TO ADD OVER 70 NEW STORES IN 2019 AND ANNOUNCED PLANS TO OPEN AN ADDITIONAL 860 STORES IN THE NEAR FUTURE
- 29 NEW STORES IN 2019 AS OF 8/30/2019

INVESTMENT HIGHLIGHTS *(CONTINUED)*



EXTREMELY INFILL, URBAN LOS ANGELES TRADE AREA

with virtually no sites available for development. All recent development has been urban reuse with multifamily and office, adding density and daytime population to the trade area.



INCOME SECURITY

with over 86% of the GLA leased to national credit tenants.



STRONG NATIONAL BRAND LEASE-UP CONTINUES TO DRIVE TRAFFIC TO THE PROPERTY

Recent cosmetic enhancements along with the recent openings of Ross Dress for Less, Five Below, pending opening of Old Navy and LA Fitness expansion will continue to strengthen the center's momentum, rent roll and credit tenancy, while also adding significant traffic to the overall Property.



RARE GLENDALE MARKETPLACE BRANDED PARKING GARAGE

Direct/skybridge access to the Property, the city-owned structure provides customers easy access to over ±1,124 parking spaces; complements the street front parking on Brand Boulevard and foot traffic from the nearby residential.



RAPIDLY EXPANDING TRADE AREA

with over 719 residential units recently completed in 2018 in the immediate vicinity of Glendale Marketplace. There are an additional 449 units proposed for the surrounding area to be completed by 2021.



ADJACENT TO ONE OF AMERICA'S HIGHEST GROSSING MALLS

Located on Brand, directly across the street, are the Nordstrom-anchored Americana at Brand and the Bloomingdales-anchored Glendale Galleria, which are owned by Caruso Affiliated and General Growth Properties, respectively.





LA FITNESS EXPANSION DEMONSTRATES TENANT SUCCESS

LA Fitness has recently executed an expansion amendment and is in the process of adding 5,758 SF in addition to their current 35,535 SF footprint, demonstrating their success and commitment to Glendale Marketplace.

OLD NAVY RETURNS TO GLENDALE MARKETPLACE

The Gap Inc. announced on February 28, 2019 that it was going to split into two companies. One, which has been informally labeled as “NewCo” will include Gap, Banana Republic as well as smaller chains such as Athleta and Intermix. The other entity, Old Navy, will focus on the growth and success of their best performing brand, Old Navy. As an original tenant at the Property over 20 years ago, Old Navy’s return symbolizes their conviction in the Property and the growth and maturity of the trade area.

#2 CLOTHING BRAND IN THE U.S.

\$8 BILLION

Old Navy responsible for \$8B in sales last year compared to \$9B for all of Gap Inc.’s other offerings combined


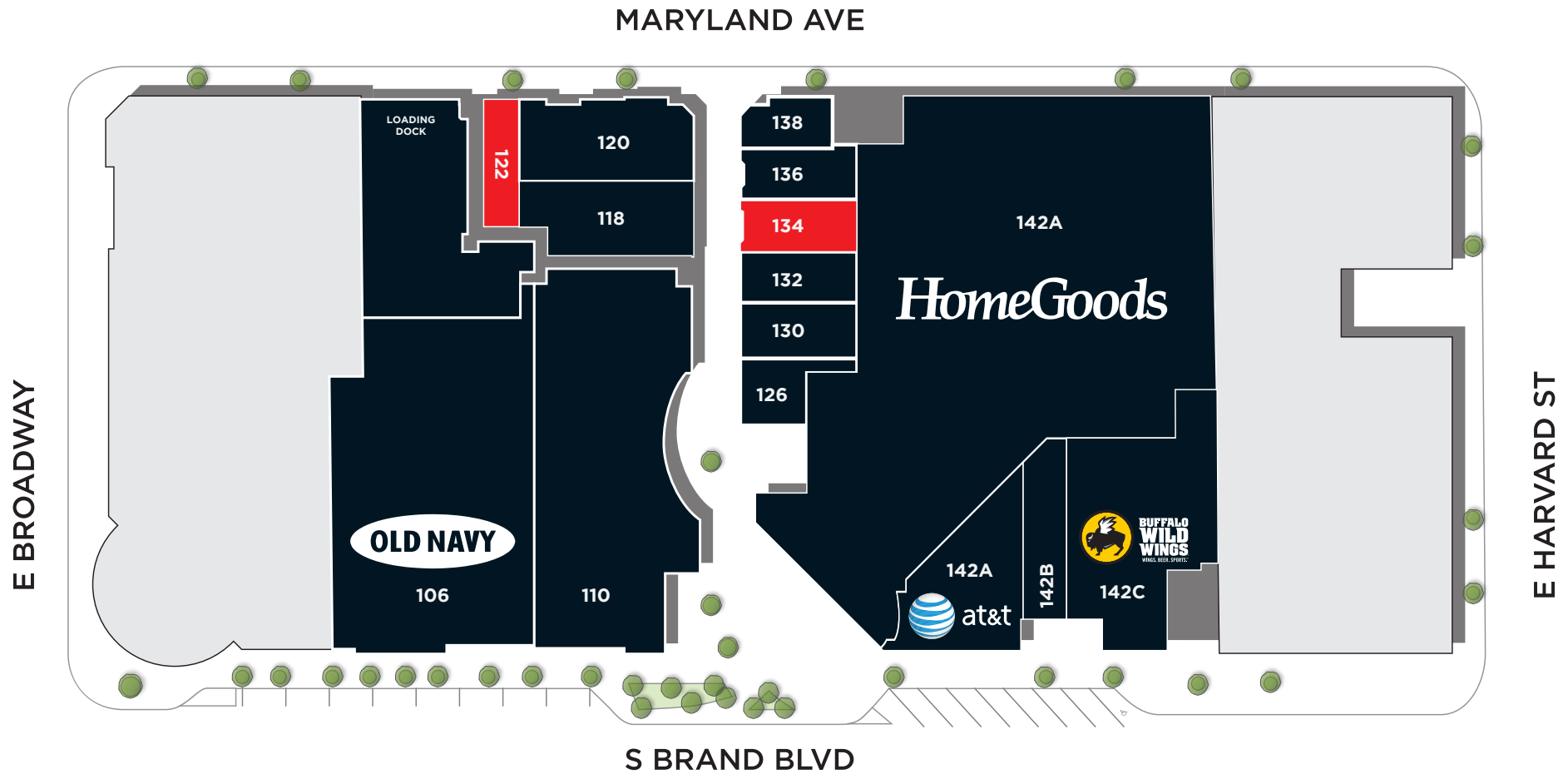
The move immediately bumped the stock by as much as

25%



Once the spinoff is complete, Old Navy is likely to land on the list of

FORTUNE 500


 SITE PLAN - LOWER LEVEL


 TENANT ROSTER

SUITE	TENANT	%GLA	SF	LEASE EXP.
106	Old Navy	9.8%	15,000	Dec-29
110	Vegas Seafood Buffet	6.8%	10,508	Dec-24
118	Better Fresh Burger	1.2%	1,904	Jan-26
120	Ichiban Japanese Restaurant	2.0%	3,018	Jul-25
122	AVAILABLE	0.6%	957	N/A

SUITE	TENANT	%GLA	SF	LEASE EXP.
ATM	Wells Fargo ATM	0.0%	0	Jan-23
124A	Ross	18.2%	27,977	Jan-29
124B	Five Below	5.3%	8,165	Jan-29
126	Mediterranean Delight	0.7%	1,081	Jun-22
130	La Salon	0.8%	1,279	Jan-21
132	Poke Bar	0.8%	1,210	Nov-22

SITE PLAN - UPPER LEVEL



SUITE	TENANT	%GLA	SF	LEASE EXP.
134	AVAILABLE	0.8%	1,210	N/A
136	It's BobaTime!	0.8%	1,211	Sep-26
138	Rolling Factory	0.6%	902	Jan-28
142A	HomeGoods	18.1%	27,850	Nov-23
142B	Sally Beauty	1.0%	1,528	Jan-21
142C	Buffalo Wild Wings	3.9%	6,008	Aug-30

SUITE	TENANT	%GLA	SF	LEASE EXP.
142D	AT&T	1.8%	2,733	Jan-21
144-146	LA Fitness	26.8%	41,293*	May-31
Total SF Occupied		98.6%	151,667	
Total SF Vacant		1.4%	2,167	
Total SF		100.0%	153,834	8.1 WALT

* LA Fitness has additional mezzanine space of 5,758 SF



GLENDALE MARKETPLACE

INVESTMENT ADVISORS

GLEB LVOVICH

Managing Director

(949) 798-4115

gleb.lvovich@am.jll.com

CA Lic #01496699

BRYAN LEY

Managing Director

(310) 407-2120

bryan.ley@am.jll.com

CA Lic. #01458927

DANIEL TYNER

Director

(949) 798-4125

daniel.tyner@am.jll.com

CA Lic. # 01959818

FINANCIAL ANALYST

TANNER TREMAINE

Analyst

(949) 798-4137

tanner.tremaine@am.jll.com

CA Lic #02060611

CONOR QUINN

Analyst

(949) 527-4993

conor.quinn@am.jll.com

CA Lic #02073016

FINANCING ADVISORS

BRIAN TORP

Senior Director

(949) 798-4148

brian.torp@am.jll.com

CA Lic. # 01886645

JOHN MARSHALL

Senior Director

(949) 798-4132

john.marshall@am.jll.com

CA Lic. # 02022107



4000 MacArthur Blvd #1050 | Newport Beach, CA 92660

www.us.jll.com/capitalmarkets

Jones Lang LaSalle Americas, Inc. ("JLL") is a real estate broker licensed with the California Department of Real Estate, license #01223413.