# OFFERING MEMORANDUM



# 31248 Oak Crest Drive | Westlake Village, CA 91361





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# Section I

# EXECUTIVE SUMMARY & PROPERTY DESCRIPTION

Lee & Associates<sup>®</sup> - LA North/Ventura, Inc.

**31248 Oak Crest Drive** is a high image, multi-tenant, free standing office building nestled into the Santa Monica Mountains, strategically located along the Ventura (101) Freeway in the highly desirable City of Westlake Village, CA.

Designed by the award winning team at Hill Pinckert Architects Inc., the premises is comprised of 53,133 RSF on two floor plates, with an impressive open atrium lobby entrance. The premises is situated on over 3.5 acres of land zoned BP (Business Park), and is located within the master planned Westlake Village Spectrum.

Newly constructed in 1998, the premises is Class A in design, and has been impeccably maintained as a corporate headquarters facility for a

select few, top tier companies. Adjacent property owners include the City Hall and Library of the City of Westlake Village, as well as many high profile, publicly traded companies.

31248 Oak Crest Drive offers flexible floor plan design, extensive data/ com infrastructure, full height windows on all perimeters, state of the art solar power array, plus beautiful outdoor lunch area with koi ponds, waterfalls, gazebos and BBQs, along with excellent surface parking.

Within easy access to world class amenities such as Four Seasons Resort, restaurants and support commercial/retail services, 31248 Oak Crest Drive provides all of the elements for success.



# Section II

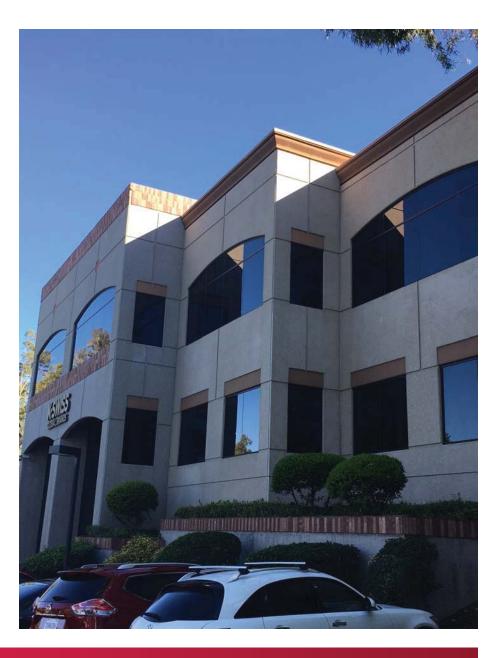
# PROPERTY OVERVIEW



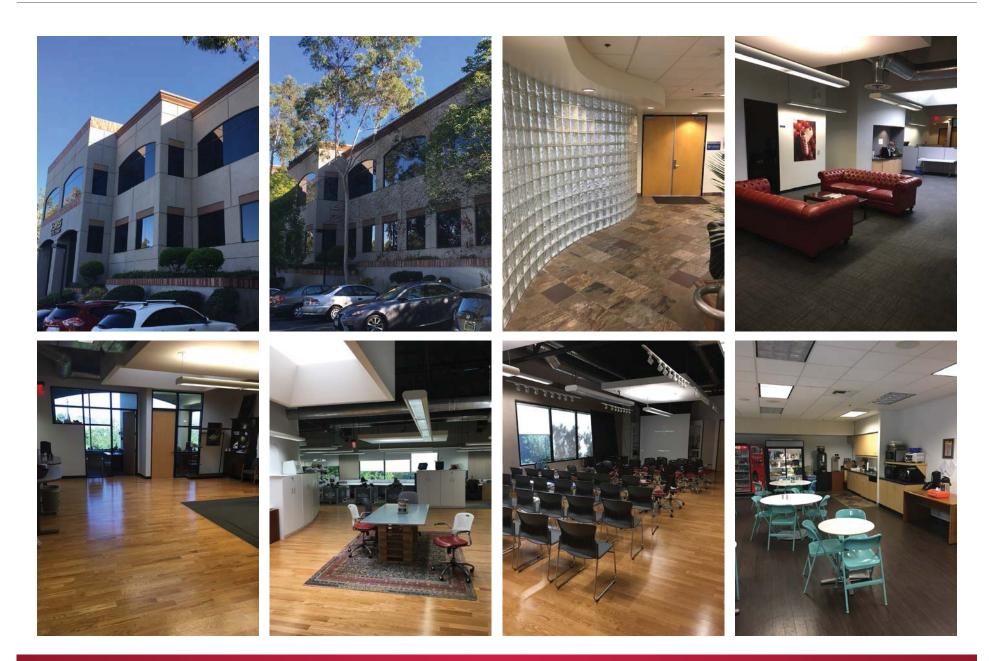




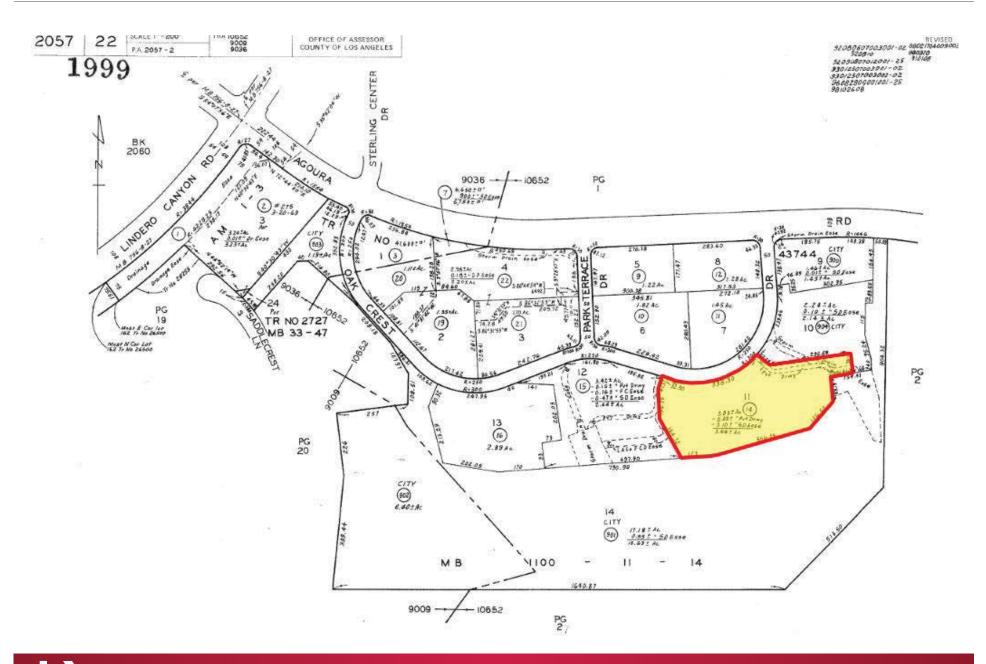
| THE PROPERTY:      | 31248 Oak Crest Drive<br>Westlake Village, CA |
|--------------------|---|
| PRICE:             | \$18,596,550                                  |
| YEAR COMPLETED:    | 1998  |
| APN:               | 2057-022-014                                  |
| BUILDING SIZE:     |   |
| Lower Lobby        | 1,343 SF                                      |
| 1st Floor          | 25,543 SF                                     |
| 2nd Floor          | 26,247 SF                                     |
| Total Area         | 53,133 SF                                     |
| TOTAL LAND AREA:   | 155,944 SF                                    |
|                    | 3.58 Acres                                    |
| PARKING:           |   |
| Standard           | 188 Stalls                                    |
| Handicap           | 6 Stalls                                      |
| Total Parking      | 194 Stalls                                    |
| OCCUPANCY:         | 100% (Note: 35,197 SF Available for           |
|                    | Partial Owner/User)                           |
| ZONING:            | BP  |
|                    | Business Park - City of Westlake Village      |
| CONSTRUCTION TYPE: | Concrete Tilt-Up                              |
| ELEVATORS:         | Yes   |
| OFFICE UNITS:      | Flexible 1st & 2nd Floor Combinations         |



### Lee & Associates<sup>®</sup> - LA North/Ventura, Inc.



### Parcel Map







# SECTION III

# AREA DESCRIPTION



Area Description

**Westlake Village**, a city of just 5.4 square miles, is located in the Conejo Valley, encompassing southeastern Ventura County and a part of northwest Los Angeles County in Southern California. It is bordered by Thousand Oaks to the north and west, Agoura Hills to the east and the Santa Monica Mountains to the south.

The city itself straddles Los Angeles and Ventura counties, and the Subject Property, 31248 Oak Crest Drive, resides in Los Angeles County.

Westlake Village sits along the Ventura (101) Freeway with access to the San Fernando Valley to the south/east and the Central Coast and San Francisco to the north/west. It is situated along the so-called 101 Tech Corridor named for the many technology and biotech companies located between Woodland Hills at the southeastern end and Santa Barbara at the northwestern boundary.



A master-planned community, Westlake Village has a population of 8,423 residents with a median household income of \$126,500. Many of its residents settled in the area for its emphasis on quality of life. The city's economic development policies embrace slow growth, which both limits supply and enhances the value of the commercial properties and provides for ample open space for numerous recreational activities.

Thanks to its careful planning, Westlake Village and the other Conejo cities of Thousand Oaks and Agoura Hills offer a well-balanced mix of residential areas, award-winning public and private schools and shopping centers along with 12,000 acres of open space and green belt areas.

At the center of this city is Westlake Lake, a 125-acre, man-made lake with eight miles of shoreline surrounded by over 1,300 homes. As part of the Conejo Valley, the city also offers easy access to numerous hiking, biking and equestrian trails and over four dozen parks with tennis and basketball courts, softball and soccer fields and numerous organized children's activities as well as golf and tennis clubs.

Although it has its beginnings as a bedroom community, Westlake Village's location in the center of the Tech Corridor, its high-end housing and its quality of life features have attracted senior corporate executives and entrepreneurs, many of whom have brought their businesses with them over the past several decades.

As a result, Westlake Village is now home to more than 790 businesses. The city's diverse economic makeup includes professional services firms, technology and biotech companies and a number of corporate headquarters. Some of the largest employers include:

- Dole Food Co.
- Four Seasons Hotel

- Jafra Cosmetics
- Guitar Center, Inc.
- Tarcine BioMed USA
- CDG Biotech Corp.
- Axicom, Inc.

Ranked among the Top 10 Least Expensive Cities to Do Business in Los Angeles County by the Los Angeles Business Journal, Westlake Village imposes no business tax or business license fees and no utility taxes.

The Conejo Valley has been seeing increased office demand over the past year, much of it focused in Westlake Village. The area offers just under 10 million square feet of office space and has seen vacancies decline from 11.7 percent a year ago to 10.9 percent as of the third quarter of 2016.

As demand has increased, so too have average asking lease rates. Asking rates for office space throughout the Conejo Valley averaged \$2.44 per square foot in the third quarter, up from \$2.14 per square foot a year ago.

Office space in Westlake Village is among the most sought after in the Conejo Valley for its attractive low-rise campuses with lush landscaping and its proximity to numerous amenities.

The newest among them, Shoppes at Westlake Village, is anchored by Target and includes Total Woman Gym + Spa, Tillys, The Walking Company and Carriere Menswear. Restaurants include Jeannine's Gourmet Food Hall, Figueroa Mountain Brewing Co., In-N-Out and Olio e Limone Ristorante.

The Promenade at Westlake features boutiques such as Joie and lululemon athletica and a diverse range of dining options from Paul

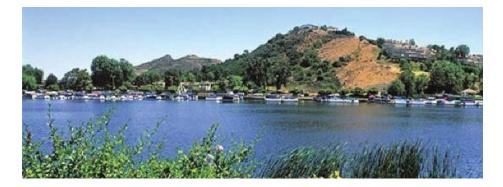
Martin's American Grill to lemonade along with a luxury cinema with full bar and restaurant and reserved seating.

And at the newly renovated Westlake Plaza, shoppers can find Sprouts Farmers Market, Vons and Gelsons along with Mendocino Farms and Le Pain Quotidien, among many options.

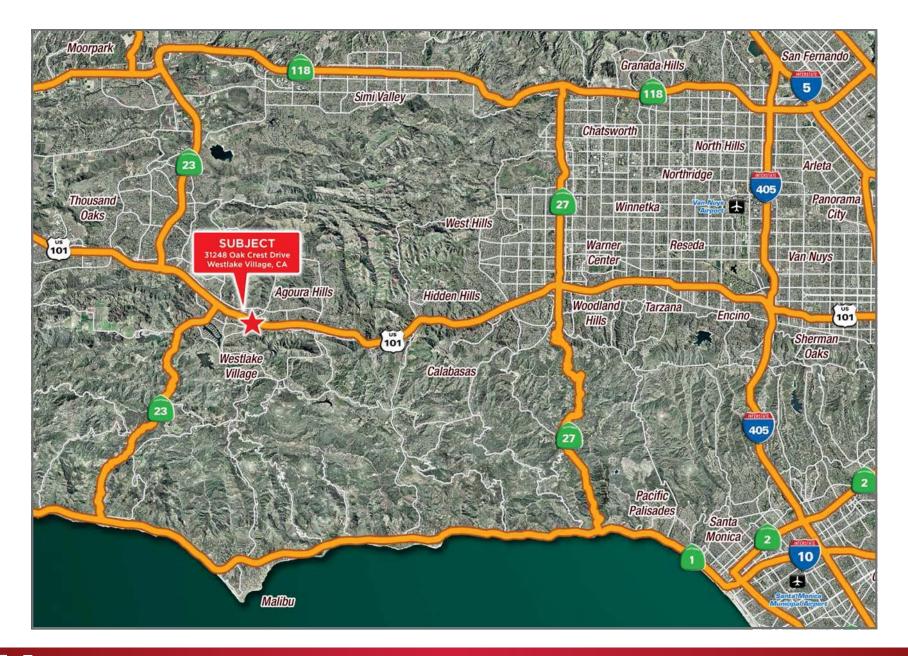
Nearby in Thousand Oaks, the Thousand Oaks Civic Arts Plaza features performances ranging from rock to symphonies to comedy.

### **Business Cost Comparison**

|                                | Los Angeles | Westlake Village |
|--------------------------------|-------------|------------------|
| Utility Tax - Electrical Usage | 12.5%       | 0                |
| Sales Tax                      | 9.0%        | 7.25%            |
| Business Tax                   | \$10,500    | 0                |
| Business License Fees          | Required    | Not Required     |







|                                  | 1 mile(s) | 3 mile(s) | 5 mile(s) |
|----------------------------------|-----------|-----------|-----------|
| 2016A Demographics:              |           |           |           |
| Employees                        | 12,778    | 48,562    | 71,249    |
| Establishments*                  | 973       | 4,934     | 7,633     |
| Total Population                 | 4,412     | 46,571    | 85,141    |
| Total Households                 | 1,695     | 18,388    | 32,750    |
| emale Population                 | 2,273     | 24,038    | 43,704    |
| % Female                         | 51.5%     | 51.6%     | 51.3%     |
| Nale Population                  | 2,139     | 22,532    | 41,437    |
| % Male                           | 48.5%     | 48.4%     | 48.7%     |
| Population Density (per Sq. Mi.) | 1,404.06  | 1,646.83  | 1,083.80  |
| Employed Civilian Population 16+ |           |           |           |
| Total                            | 2,089     | 23,298    | 43,137    |
| White Collar                     | 89.1%     | 85.8%     | 83.3%     |
| Blue Collar                      | 10.9%     | 14.2%     | 16.7%     |
| Seasonal Population by Quarter:  |           |           |           |
| 24 2013                          | 8         | 176       | 449       |
| 21 2014                          | 8         | 175       | 445       |
| 22 2014                          | 8         | 182       | 458       |
| 23 2014                          | 8         | 187       | 47        |
| 24 2014                          | 8         | 187       | 470       |
| 21 2015                          | 12        | 197       | 485       |
| 22 2015                          | 13        | 207       | 506       |
| 23 2015                          | 15        | 217       | 520       |
| 24 2015                          | 17        | 231       | 53        |
| Age:                             |           |           |           |
| Age 0 - 4                        | 4.6%      | 3.8%      | 4.0%      |
| Age 5 - 14                       | 11.7%     | 11.6%     | 11.7%     |
| lge 15 - 19                      | 6.2%      | 7.2%      | 7.5%      |
| lge 20 - 24                      | 4.7%      | 5.0%      | 5.3%      |
| lge 25 - 34                      | 9.3%      | 8.5%      | 9.3%      |
| Age 35 - 44                      | 11.8%     | 10.7%     | 11.0%     |
| ge 45 - 54                       | 16.9%     | 16.9%     | 17.1%     |
|                                  |           |           |           |

|  | 1 mile(s) | 3 mile(s) | 5 mile(s |
|--|-----------|-----------|----------|
| Age 55 - 64                            | 16.5%     | 17.2%     | 16.6%    |
| Age 65 - 74                            | 11.0%     | 11.5%     | 10.5%    |
| Age 75 - 84                            | 5.4%      | 5.2%      | 4.6%     |
| Age 85 +                               | 1.9%      | 2.6%      | 2.3%     |
| Median Age                             | 46.2      | 47.2      | 45.8     |
| Housing Units                          |           |           |          |
| Total Housing Units                    | 1,703     | 18,544    | 33,100   |
| Occupied Housing Units                 | 99.5%     | 99.2%     | 98.9%    |
| Vacant Housing Units                   | 0.5%      | 0.9%      | 1.1%     |
| Housing Units by Tenure                |           |           |          |
| Total Households in Tenure             | 1,695     | 18,388    | 32,750   |
| Owner Occupied Housing Units           | 1,229     | 13,766    | 23,39    |
| Owner Occupied free and clear          | 18.5%     | 20.6%     | 19.6%    |
| Owner Occupied with a mortgage or loan | 81.5%     | 79.4%     | 80.49    |
| Renter Occupied Housing Units          | 465       | 4,621     | 9,358    |
| Race and Ethnicity                     |           |           |          |
| American Indian, Eskimo, Aleut         | 0.2%      | 0.2%      | 0.3%     |
| Asian                                  | 8.2%      | 8.4%      | 8.1%     |
| Black                                  | 1.4%      | 1.3%      | 1.4%     |
| Hawaiian/Pacific Islander              | 0.1%      | 0.1%      | 0.1%     |
| White                                  | 84.5%     | 84.0%     | 82.8%    |
| Other                                  | 2.3%      | 2.4%      | 3.8%     |
| Multi-Race                             | 3.4%      | 3.6%      | 3.6%     |
| Hispanic Ethnicity                     | 9.1%      | 9.7%      | 13.1%    |
| Not of Hispanic Ethnicity              | 90.9%     | 90.3%     | 86.9%    |
| Race of Hispanics                      |           |           |          |
| Hispanics                              | 404       | 4,498     | 11,153   |
| American Indian                        | 0.2%      | 0.9%      | 1.0%     |
| Asian                                  | 1.0%      | 0.7%      | 0.5%     |
| Black                                  | 0.2%      | 0.8%      | 0.7%     |
| Hawaiian/Pacific Islander              | 0.0%      | 0.1%      | 0.19     |
| White                                  | 68.7%     | 66.9%     | 63.89    |
| Other                                  | 20.9%     | 23.2%     | 27.79    |
| Multi-Race                             | 9.0%      | 7.5%      | 6.2%     |

**Race of Non Hispanics** 

|                             | 1 mile(s) | 3 mile(s) | 5 mile(s)             |
|-----------------------------|-----------|-----------|-----------------------|
| Non Hispanics               | 4,008     | 42,073    | 73,988                |
| American Indian             | 0.2%      | 0.1%      | 0.2%                  |
| Asian                       | 8.9%      | 9.2%      | 9.2%                  |
| Black                       | 1.5%      | 1.4%      | 1.5%                  |
| Hawaiian/Pacific Islander   | 0.1%      | 0.1%      | 0.1%                  |
| White                       | 86.1%     | 85.8%     | 85.7%                 |
| Other                       | 0.4%      | 0.2%      | 0.2%                  |
| Multi-Race                  | 2.9%      | 3.1%      | 3.2%                  |
| Marital Status:             |           |           |                       |
| Age 15 + Population         | 3,693     | 39,427    | 71,748                |
| Divorced                    | 12.7%     | 11.0%     | 10.8%                 |
| Never Married               | 26.0%     | 27.4%     | 29.0%                 |
| Now Married                 | 55.8%     | 56.4%     | 55.3%                 |
| Now Married - Separated     | 2.8%      | 1.7%      | 1.6%                  |
| Nidowed                     | 5.5%      | 5.1%      | 4.9%                  |
| Educational Attainment:     |           |           |                       |
| Total Population Age 25+    | 3,214     | 33,749    | 60,844                |
| Grade K - 8                 | 0.2%      | 0.7%      | 1.3%                  |
| Grade 9 - 12                | 2.5%      | 1.8%      | 2.4%                  |
| ligh School Graduate        | 8.7%      | 11.4%     | 12.1%                 |
| Associates Degree           | 5.3%      | 8.3%      | 8.4%                  |
| Bachelor's Degree           | 35.5%     | 33.8%     | 32.6%                 |
| Graduate Degree             | 26.2%     | 25.2%     | 23.9%                 |
| Some College, No Degree     | 21.5%     | 18.6%     | 18.9%                 |
| No Schooling Completed      | 0.1%      | 0.3%      | 0.4%                  |
| Household Income:           |           |           |                       |
| ncome \$ 0 - \$9,999        | 3.6%      | 3.5%      | 3.6%                  |
| ncome \$ 10,000 - \$14,999  | 1.6%      | 2.1%      | 2.6%                  |
| ncome \$ 15,000 - \$24,999  | 2.4%      | 4.4%      | 4.6%                  |
| ncome \$ 25,000 - \$34,999  | 5.4%      | 4.8%      | 4.7%                  |
| ncome \$ 35,000 - \$49,999  | 10.0%     | 7.3%      | 7.6%                  |
| ncome \$ 50,000 - \$74,999  | 12.5%     | 11.1%     | 11.7%                 |
| ncome \$ 75,000 - \$99,999  | 12.2%     | 11.7%     | 12.1%                 |
| ncome \$100,000 - \$124,999 | 14.8%     | 11.7%     | 11.4%                 |
| ncome \$125,000 - \$149,999 | 8.9%      | 8.4%      | 8.2%                  |
| Income \$150,000 +          | 28.6%     | 34.9%     | 33.7%                 |
| Average Household Income    | \$142,322 | \$158,358 | \$155,83 <del>6</del> |

|  | 1 mile(s) | 3 mile(s) | 5 mile(s |
|--|-----------|-----------|----------|
| Median Household Income  | \$103,738 | \$110,375 | \$106,79 |
| Per Capita Income  | \$54,719  | \$62,642  | \$60,03  |
| Poverty: Status of Families by Family Type/Presence of Children 18 Yrs and Under |           |           |          |
| Total amilies ( amil Households)   | 1,181     | 12,920    | 22,85    |
| Hus and-Wife amil, Own Children, Below Povert                                    | 2         | 83        | 25       |
| Hus and-Wife amil, No Own Children, Below Povert                                 | 15        | 150       | 21       |
| Male Householder, Own Children, Below Povert                                     | 1         | 23        | 4        |
| Male Householder, No Own Children, Below Povert                                  | 0         | 3         |          |
| emale Householder, Own Children, Below Povert                                    | 12        | 117       | 31       |
| emale Householder, No Own Children, Below Povert                                 | 9         | 86        | 16       |
| Hus and-Wife amil, Own Children, At/A ove Povert                                 | 372       | 4,120     | 7,40     |
| Hus and-Wife amil, No Own Children, At/A ove Povert                              | 532       | 6,205     | 10,56    |
| Male Householder, Own Children, At/A ove Povert                                  | 28        | 284       | 54       |
| Male Householder, No Own Children, At/A ove Povert                               | 26        | 291       | 57       |
| emale Householder, Own Children, At/A ove Povert                                 | 89        | 776       | 1,41     |
| emale Householder, No Own Children, At/A ove Povert                              | 94        | 785       | 1,35     |
| Poverty: Popn, Ratio of Income to Poverty Level                                  |           |           |          |
| Total Population for whom povert status is determined                            | 4,412     | 46,571    | 85,14    |
| ess Than .50   | 167       | 1,731     | 3,10     |
| .5099  | 28        | 1,215     | 2,82     |
| 1.00 - 1.24  | 69        | 756       | 1,76     |
| 1.25 - 1.49  | 45        | 678       | 1,36     |
| 1.50 - 1.84  | 41        | 891       | 2,00     |
| 1.85 - 1.99  | 91        | 501       | 67       |
| 2.00+  | 3,970     | 40,799    | 73,41    |
| Poverty: Popn by Race  |           |           |          |
| By Race  |           |           |          |
| White, Below Povert evel   | 184       | 2,334     | 4,39     |
| White, A ove Povert evel   | 3,543     | 36,783    | 66,10    |
| Black, Below Povert evel   | 5         | 137       | 19       |
| Black, A ove Povert evel   | 55        | 477       | 95       |
| AI/Alaskan Native, Below Povert evel   | 1         | 12        | 4        |
| AI/Alaskan Native, A ove Povert evel   | 7         | 83        | 19       |
| Asian, Below Povert evel   | 5         | 231       | 34       |
| Asian, A ove Povert evel   | 356       | 3,667     | 6,51     |
| NH/PI, Below Povert evel   | 1         | 4         | ŕ        |
| NH/PI, A ove Povert evel   | 5         | 48        | 8        |
|  |           |           |          |

|  | 1 mile(s) | 3 mile(s) | 5 mile(s) |
|--|-----------|-----------|-----------|
| Some Other Race, A ove Povert evel     | 100       | 981       | 2,507     |
| 2+ Races, Below Povert evel            | 0         | 72        | 208       |
| 2+ Races, A ove Povert evel            | 151       | 1,587     | 2,851     |
| Poverty: Popn by Ethnicity             |           |           |           |
| Hispanic/Latino                        |           |           |           |
| Hispanic/ atino, Below Povert evel     | 2         | 351       | 1,626     |
| Hispanic/ atino, A ove Povert evel     | 401       | 4,147     | 9,527     |
| Non-Hispanic/ atino, Below Povert evel | 193       | 2,595     | 4,298     |
| Non-Hispanic/ atino, A ove Povert evel | 3,815     | 39,478    | 69,690    |
| Non-Hispanic/Latino Race               |           |           |           |
| White, Below Povert evel               | 182       | 2,169     | 3,619     |
| White, A ove Povert evel               | 3,268     | 33,940    | 59,752    |
| Other than White, Below Povert evel    | 14        | 777       | 2,305     |
| Other than White, A ove Povert evel    | 948       | 9,686     | 19,465    |
| Vehicles Available                     |           |           |           |
| 0 ehicles Availa le                    | 1.5%      | 2.4%      | 2.7%      |
| 1 ehicle Availa le                     | 28.6%     | 27.4%     | 27.5%     |
| 2+ ehicles Availa le                   | 69.8%     | 70.2%     | 69.7%     |
| Average ehicles Per Household          | 1.95      | 2.08      | 2.10      |
| Total ehicles Availa le                | 3,297     | 38,185    | 68,781    |

# 

# VENTURA COUNTY



Facing the Pacific Ocean and sheltered by the Los Padres National Forest, a few miles north of sprawling Los Angeles, lies Ventura County, a world apart in character from its surrounding counties. Covering an area of 1,843 square miles, Ventura ranks 26th in size among California's 58 counties. It is bordered on the north by Kern County, on the west by Santa Barbara County, and on the south and east by Los Angeles County. The Pacific Ocean provides the county's southwestern border stretching along 42 miles of coastline. Most of the northern half of the county is part of the Los Padres National

Forest. Mountain ranges created fertile valleys and broad alluvial basins, primarily in the southern half of the county. The high soil fertility and good drainage of the alluvial basins has helped the county become a leading agricultural producer. There are ten incorporated cities in the county, five with populations of 50,000 or more - Oxnard, Simi Valley, Ventura, Thousand Oaks, and Camarillo. Ventura is the county seat.

The warm, mild year-round climate and the diversity of its geographical areas allows a wide variety of lifestyles. Recreational opportunities abound - the sweep

of sunny beaches and crisp, snowcapped mountains - green, still forests and rolling grasslands - quiet lakes teaming with fish. Its sleepy appearance is belied by arteries of freeways, harbors, airports and railways. Vast agricultural and farming ranches, along with Los Padres National Forest (which occupies fully one-half of the county's 1.2 million acres), have slowed haphazard growth of industry and housing and help maintain the county's rural atmosphere. However, far-sighted community leaders have encouraged new business and sound economic planning.



# ECONOMIC PROFILE

entura County has one of the fastest-growing economies in the United States. As an important part of the "Sixty-mile circle" around Los Angeles, the county is clearly a leading force in the dynamic market.

Bordering Los Angeles to the south, Santa Barbara County to the west and Kern County to the north, Ventura County covers 1,843 square miles and has 43 miles of coastline.

An extensive network of freeways link the county's communities and, along with railway and airport facilities, offers strategic access to outside markets. Strengthening the county's position as a major marketer is the Port of Hueneme, the only deep-water port between Los Angeles and San Francisco.

A region extending from Westlake Village, Thousand Oaks and Newbury Park has emerged as a nationally-prominent center for the technology industry. This eastern Ventura County area, including the cities of Moorpark and Simi Valley, has attracted a thriving hightech sector and has experienced rapid growth in many other kinds of business and industry as well.

The coastal plains of western Ventura County, once primarily agricultural, continue to retain their open space character with nearly a billion dollars in food crops produced each year.

As the area developed however, the cities of Camarillo, Oxnard and Ventura have attracted a wide range of business and light industry suited to local planning needs and standards.

Tourism plays an important role in the coastal regions, with major hotels located at the Ventura and Oxnard beaches and harbors. The Naval Construction Battalion Center ("Seabees") and Point Mugu's missile test facilities make a vital contribution to the area as well.

The oil industry, historically an economic mainstay of Ventura County, continues to figure importantly in its character.

A versatile, dependable labor supply is always a key consideration in choosing a business location. In Ventura County several factors have contributed to the depth of the labor pool including high educational levels, the presence of major military bases and high tech industries, and the attraction of the county as a place to live. And because the county's business and industrial community is still in the developing stage, a large percentage of its workers commute to jobs out of the county. Most would prefer to work where they live, so they would be considered part of the labor pool available here.

From Westlake Village on the Los Angeles County line to remote Lockwood Valley in Los Padres National Forest, Ventura County offers a range of employment opportunities as varied as the terrain. This diversity is reflected in the fact that Ventura is the only Southern California county that has not experienced a harmful recession during the last 15 years. It's become almost a cliche to talk about the "quality of life", but nothing else quite describes the rich dimension it can bring to family living.

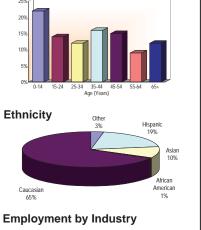
In Ventura County quality of life includes a variety of climates, some of the best in the world; yearround recreation; good schools; a low crime rate and an uncrowded, satisfying lifestyle. Combine that with a diverse economy, large latent labor force and an infrastructure geared to handle planned growth and you have today's Ventura County.



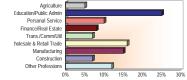
Companies such as Amgen, Dole Foods, Technicolor. Blue Cross of California. Farmers Insurance. Countrywide Financial, Haas Automation and Baxter International call Ventura County home. Together, with some 20,000 other businesses, these corporations employ approximately 400,000 skilled, well-educated workers. Strategically located at the Pacific Rim, Ventura County has the only deepwater port between Los Angeles and San Francisco, helping to make the Los Angeles area the 18th largest trading entity in the world.



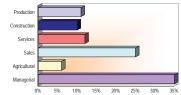
LARGEST VENTURA COUNTY EMPLOYERS

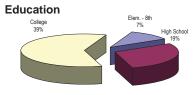


Population



#### **Employment by Occupation**



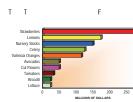


| Manufa                  |
|-------------------------|
| Amgen                   |
| Technicolor             |
| Aquaria                 |
| Haas Automation         |
| Special Devices         |
| Vitesse Semiconductor   |
| Procter & Gamble        |
| Semtech                 |
| Shell Solar Industries  |
| Skyworks Solutions      |
| Imation                 |
| Milgard Manufacturing   |
| Raypak                  |
| California Amplifier    |
| EDO Corp                |
| Seminis Vegetable Seeds |
| Workrite Uniform        |
| Pentair Pools           |
| Gaiser Tool             |
| Hi Temp Insulation      |
|                         |
| Non-Manufa              |
| U.S. Navy               |
| Wellpoint               |
| Verizon                 |
| Boskovich Farms         |

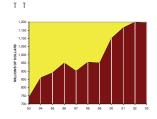
| Manufacturing |                           |
|---------------|---------------------------|
| 8,000         | Research & Developmen     |
| 1,200         | Video Cassette Duplicatio |
| 800           | Aquarium Product          |
| 800           | Machine Too               |
| 750           | Automotive Product        |
| 600           | Semiconductor Product     |
| 530           | Paper Product             |
| 500           | Electronic Component      |
| 465           | Solar Energy Pane         |
| 465           | Semiconductor Product     |
| 450           | Computer Product          |
| 450           | Window                    |
| 450           | Pool & Spa Equipmer       |
| 400           | Microwave Component       |
| 400           | Electrical Component      |
| 400           | Vegetable Seed            |
| 400           | Uniform                   |
| 320           | Pool & Spa Equipmer       |
| 300           | Speciality Too            |
| 300           | Insulation Product        |
|               |                           |
| Manufacturing |                           |
| 19,400        | Support Facilitie         |

|                        | 2,400 | Insurance Services          |
|------------------------|-------|-----------------------------|
|                        | 1,900 | Telecommunications Services |
| arms                   | 1,800 | Agricultural Production     |
| Memorial Hospital      | 1,700 | Medical Facility            |
| gional Medical Center  | 1,500 | Medical Facility            |
| gional Medical Center  | 1,280 | Medical Facility            |
| Buenaventura           | 1,100 | City Offices                |
| urance Group           | 1,000 | Regional Offices            |
| Hospital               | 1,000 | Healthcare Services         |
| ard                    | 975   | City Offices                |
| ollege                 | 650   | Community College           |
| unty Medical Center    | 650   | Medical Facility            |
| usand Oaks             | 605   | City Offices                |
| Valley                 | 580   | City Offices                |
| easant Valley Hospital | 570   | Medical Facility            |
| ght Tools              | 500   | Wholesale & Retail Tools    |
| College                | 500   | Community College           |
| e International        | 450   | Credit Card Services        |
| cientific              | 450   | Research & Development      |
|                        |       |                             |

Ventura County agriculture continues to thrive, with gross dollar sales of over 1 billion annually and provides, through its diverse commodities, stability to the county's economic base.



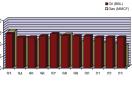
Apparently 1 acres in the southern portion of the county are devoted to agricultural production. Ventura County is among the states leaders in the production of citrus, cut flowers and nursery products as well as vegetables and field crops. This has allowed agriculture to become the leading industry in the county



Ventura County produced a total of 1,43, barrels of oil in 3, down from 1, 4, 3, in , This was 4.5 percent of California's total oil production. The County's oil production has been declining steadily for many years. However, with higher oil prices and the focus of the epartment of Conservation's idle well program toward renewed pro-

duction, 4 idle wells were returned flight schools on the airfields. Many to active status during 8.

Natural gas production also declined in 3. The County produced about 8, , cubic feet of natural gas from onshore and offshore fields. This was down from cubic feet in The County's natural gas production was about 4.4 percent of California's. As is the case with oil production, natural gas production in Ventura County has been declining for some time



Ventura County is a well-traveled corridor with several major highways running through the county between Los Angeles and Santa Barbara. The highways used most are the Ventura Freeway (U.S. 1 1); the onald eagan Freeway (t. 118); which connects with both Interstate 4 5 and 5 in Los Angeles County and Highway 3 which connects Moorpark to Thousand Oaks and U.S. 1 1.

Commuter air service is available to many California cities through Oxnard Airport. Additional airports are located in Camarillo and Santa Paula, both with general aviation facilities.

Santa Barbara Airport is a regional airport situated just 35 minutes from downtown Ventura. America West xpress, American agle, United Shuttle, United xpress elta Connection serve the airport with 5 daily flights to 9 international nonstop airports. Three fixed based operations provide services for private aircraft owners and there are four

companies headquarter their aircraft at the airport.

Union Pacific Railroad services Ventura County's industrial areas with daily trains, piggyback service and available industrial sidings. Privately owned Ventura County ailroad runs through Oxnard and Port Hueneme

AMT AK passenger service is available through the Oxnard Transportation Center with a connecting station in Simi Valley. MetroLink commuter service connects Oxnard, Camarillo, Moorpark and Simi Valley with points in the San Fernando Valley and Los Angeles.



Ventura County agriculture continues to thrive, with gross dollar sales of over one billion annually. It is among the states leaders in the production of citrus, cut flowers and nursery products as well as vegetables and field crops. This has allowed agriculture to become the county's leading industry.





Community

Los Robles Re

St. John's Re

City of San

Farmers Ins

Simi Valley

City of Oxn

Ventura Co

Ventura Co

City of Thou

City of Simi

St. John's Ple

Harbor Frei

Moorpark C

Cardservice

Rockwell Sc

www.31248oakcrest.com

# $S{\tt ection}\ IV$

# FINANCIAL INFORMATION



### 31248 Oak Crest Drive Brief Rent Roll - as of Jan-2017 - NRA in SF @ 53,133 Lee & Associates

| No. | Type, Suite           | Tenant                  | Size   | Pct.   | Start to Expire      | Rent/mo.    | PSF/mo. | Rent/yr.    | PSF/yr. | CAM Reimb.  | Leasing Assump. | MR \$ PSF | % Incr |
|-----|-----------------------|-------------------------|--------|--------|----------------------|-------------|---------|-------------|---------|---|-----------------|-----------|--------|
| 1   | Office, Suite: 120    | Field Care / Well Care  | 5,400  | 10.2%  | May-2016 to Jan-2020 | \$11,340.00 | \$2.10  | \$136,080   | \$25.20 | Gross: Pays the increases over a base year ending Dec-2017: \$4.50. | \$2.00 FSG 5yr  | \$2.00    | -4.8%  |
| 2   | Office, Suite: 110    | Interlink               | 2,928  | 5.5%   | Feb-2015 to Jan-2020 | \$5,416,83  | \$1.85  | \$65,002    | \$22.20 | Gross: Pays the increases over a base year ending Dec-2017: \$4.50. | \$2.00 FSG 5yr  | \$2.00    | 8.1%   |
| 3   | Office, Suite: 100    | Nevers, et al.          | 8,351  | 15,7%  | Nov-2015 to Oct-2019 | \$17,203.08 | \$2.06  | \$206,437   | \$24.72 | Gross: Pays the increases over a base year ending Dec-2017: \$4,50. | \$2.00 FSG 5yr  | \$2.00    | -2.9%  |
| 4   | Office, Suite: 100B   | Nevers, et al.          | 1,257  | 2.4%   | Jan-2016 to Oct-2019 | \$1,948.33  | \$1.55  | \$23,380    | \$18.60 | Gross: Pays the increases over a base year ending Dec-2017: \$4.50. | \$2.00 FSG 5yr  | \$2.00    | 29.0%  |
| 5   | Office, Suite: 1ST    | ** VACANT               | 7,607  | 14.3%  | Jul-2017 to Jun-2022 | \$15,214.00 | \$2.00  | \$182,568   | \$24.00 | Gross; Pays the increases over a base year ending Dec-2017; \$4.50. | \$2.00 FSG 5yr  | \$2.00    | -      |
| 6   | Office, Suite: 2ND    | ** VACANT               | 26,247 | 49.4%  | Jul-2017 to Jun-2024 | \$52,494.00 | \$2.00  | \$629,928   | \$24,00 | Gross: Pays the increases over a base year ending Dec-2017: \$4,50. | \$2.00 FSG 7yr  | \$2.00    | •      |
| 7   | Office, Suite: LOWLOB | ** VACANT (lower lobby) | 1,343  | 2,5%   | Jul-2017 to Jun-2024 | \$2,686.00  | \$2.00  | \$32,232    | \$24.00 | Gross: Pays the increases over a base year ending Dec-2017; \$4,50. | \$2.00 FSG 7yr  | \$2.00    | -      |
|     |                       | TOTAL                   | 53,133 | 100.0% |                      | \$106,302   | \$2.00  | \$1,275,627 | \$24,01 |   |                 | \$2.00    | ~0,0%  |

### 31248 Oak Crest Drive, Westlake Village

Purchase vs. Lease Analysis

Lee & Associates

#### ASSUMPTIONS

#### Purchase:

| <u>Purchase.</u><br>Durchase Bldg. Size in SE   | 53.133                                      | Total Purchase Co             |                   |         |         | \$18.596.550     | Durchase Cost Appreciation  | 3.00%                   |
|---|---|-------------------------------|-------------------|---------|---------|------------------|---|-------------------------|
| Purchase Bldg. Size in SF   |   |                               |                   |         |         | + -)             | Purchase Cost Appreciation  |                         |
| Owner Occupied SF   | 35,197                                      | Total Purchase Co             | ost PSF           |         |         | \$350.00         | Building Value After 10 Years   | \$24,992,208            |
| Leased to Tenants SF  | 17,936                                      | Combined Loan A               | mount (see below) |         |         | \$13,017,585     | Total Appreciation Over 10 Years  | 34.39%                  |
| Operating Expense - PSF/mo.   | \$0.50                                      | Equity Amount                 |                   |         |         | \$5,578,965      | Cost of Sale  | 2.00%                   |
| Annual Expense/Rent Growth  | 3.00%                                       |                               |                   |         |         |                  |   |                         |
| Lease:  |   |                               |                   |         |         |                  |   |                         |
| Lease Bldg. Size in SF  | 35,197                                      | Bank Loan                     | 70%               | 4.25%   | 20 year | \$13,017,585     | Standard Tax Rate   | 41%                     |
| Lease Rate  | \$2.00 FSG                                  | SBA Loan                      | 0%                | 0.00%   | 0 year  | \$0              | Portion of Price For Building - %   | 80%                     |
| Annual Rent Growth  | 3.00%                                       |                               |                   |         | -       |                  | Portion of Price For Building - \$'s  | \$14,877,240            |
| Operating Expense - PSF/mo.   | \$0.50                                      | Annual Debt Servi             | се                |         |         | \$967,312        | Years to Depreciate Building  | 39.5                    |
| Expense Stop - PSF/mo.  | \$0.50 FSG                                  | Remaining Loan E              | alance at End of  | Year 10 |         | \$7,869,125      | Annual Depreciation Deduction   | \$376,639               |
| Annual Expense Growth   | 3.00%                                       | Ū                             |                   |         |         |                  | ·   |                         |
| Lease Bldg. Size in SF<br>Lease Rate<br>Annual Rent Growth<br>Operating Expense - PSF/mo.<br>Expense Stop - PSF/mo. | \$2.00 FSG<br>3.00%<br>\$0.50<br>\$0.50 FSG | SBA Loan<br>Annual Debt Servi | 0%<br>ce          | 0.00%   |         | \$0<br>\$967,312 | Portion of Price For Building - %<br>Portion of Price For Building - \$'s<br>Years to Depreciate Building | 80<br>\$14,877,24<br>39 |

This information is for illustration purposes only. Lee & Associates makes no representations or warranties as to the accuracy or validity of this report.

Rates and terms are assumptive and each transaction participant should consult with their own tax accountant and attorney as to their own individual circumstances.

| SCENARIO #1 - PURCHASE BUILDING          |                |           |           |           |           |           |           |                  |           |           |              |
|--|----------------|-----------|-----------|-----------|-----------|-----------|-----------|------------------|-----------|-----------|--------------|
| 53,133 Sq. Ft.                           | <u>Initial</u> | <u>1</u>  | <u>2</u>  | <u>3</u>  | <u>4</u>  | <u>5</u>  | <u>6</u>  | <u>7</u>         | <u>8</u>  | <u>9</u>  | <u>10</u>    |
| Initial Equity Investment                | (5,578,965)    | -         | -         | -         | -         | -         | -         | -                | -         | -         | -            |
| Annual Operating Expense                 | -              | (318,798) | (328,362) | (338,213) | (348,359) | (358,810) | (369,574) | (380,661)        | (392,081) | (403,844) | (415,959)    |
| Estimated Rent From Tenants - 17,936 SF  | -              | 424,884   | 437,631   | 450,759   | 464,282   | 478,211   | 492,557   | 507,334          | 522,554   | 538,230   | 554,377      |
| Annual Debt Service                      | -              | (967,312) | (967,312) | (967,312) | (967,312) | (967,312) | (967,312) | (967,312)        | (967,312) | (967,312) | (967,312)    |
| Reversion Value After 10 Years           | -              | -         | -         | -         | -         | -         | -         | -                | -         | -         | 24,992,208   |
| Cost of Sale                             | -              | -         | -         | -         | -         | -         | -         | -                | -         | -         | (499,844)    |
| Pay Off Remaining Loan Balance           | -              | -         | -         | -         | -         | -         | -         | -                | -         | -         | (7,869,125)  |
| Tax Benefit For Operating Expenses       | -              | 130,707   | 134,628   | 138,667   | 142,827   | 147,112   | 151,525   | 156,071          | 160,753   | 165,576   | 170,543      |
| Tax Cost For Estimated Rent From Tenants | -              | (174,202) | (179,429) | (184,811) | (190,356) | (196,066) | (201,948) | (208,007)        | (214,247) | (220,674) | (227,295)    |
| Tax Benefit For Interest Expense         | -              | 223,485   | 215,983   | 208,155   | 199,989   | 191,468   | 182,578   | 173,303          | 163,626   | 153,530   | 142,995      |
| Tax Benefit For Depreciation             | -              | 154,422   | 154,422   | 154,422   | 154,422   | 154,422   | 154,422   | 154,422          | 154,422   | 154,422   | 154,422      |
| Capital Gain Tax Due at Sale             | -              | -         | -         | -         | -         | -         | -         | -                | -         | -         | (2,415,551)  |
| After Tax Cost of Ownership              | (5,578,965)    | (526,815) | (532,439) | (538,333) | (544,507) | (550,976) | (557,752) | (564,851)        | (572,286) | (580,073) | 13,619,460   |
|  |                |           |           |           |           |           |           |                  |           |           |              |
| Cash Flow Discounted @ 0.00%             | \$3,072,463    |           |           |           |           |           | 0         | riginal Basis at | Purchase  |           | \$18,596,550 |
| Net Equivalent/Amortized Rate PSF/mo.    | \$0.73         |           |           |           |           |           | D         | epreciation Tak  | en        |           | (3,766,390)  |

| Cash Flow Discounted @     | 8.00%        | (\$2,697,784) |
|----------------------------|--------------|---------------|
| Net Equivalent/Amortized F | Rate PSF/mo. | (\$0.95)      |

| NOTES:  | Basis at Sale                 | \$14,830,160 |
|---|-------------------------------|--------------|
| 1. Values are based on annual discounting and cash flows.         |                               |              |
| 2. Net equivalent/amortized rates PSF are based on occupied area. | Taxable Gain on Sale          | \$9,662,204  |
|   | Capital Gain Tax - Rate @ 25% | \$2,415,551  |



### 31248 Oak Crest Drive, Westlake Village

Purchase vs. Lease Analysis

Lee & Associates

#### ASSUMPTIONS

#### Purchase:

| Turchase.                   |            |                   |                   |           |         |              |                                      |              |
|-----------------------------|------------|-------------------|-------------------|-----------|---------|--------------|--------------------------------------|--------------|
| Purchase Bldg. Size in SF   | 53,133     | Total Purchase Co | ost               |           |         | \$18,596,550 | Purchase Cost Appreciation           | 3.00%        |
| Owner Occupied SF           | 35,197     | Total Purchase Co | ost PSF           |           |         | \$350.00     | Building Value After 10 Years        | \$24,992,208 |
| Leased to Tenants SF        | 17,936     | Combined Loan A   | mount (see below) |           |         | \$13,017,585 | Total Appreciation Over 10 Years     | 34.39%       |
| Operating Expense - PSF/mo. | \$0.50     | Equity Amount     |                   |           |         | \$5,578,965  | Cost of Sale                         | 2.00%        |
| Annual Expense/Rent Growth  | 3.00%      |                   |                   |           |         |              |                                      |              |
| Lease:                      |            |                   |                   |           |         |              |                                      |              |
| Lease Bldg. Size in SF      | 35,197     | Bank Loan         | 70%               | 4.25%     | 20 year | \$13,017,585 | Standard Tax Rate                    | 41%          |
| Lease Rate                  | \$2.00 FSG | SBA Loan          | 0%                | 0.00%     | 0 year  | \$0          | Portion of Price For Building - %    | 80%          |
| Annual Rent Growth          | 3.00%      |                   |                   |           |         |              | Portion of Price For Building - \$'s | \$14,877,240 |
| Operating Expense - PSF/mo. | \$0.50     | Annual Debt Serv  | ice               |           |         | \$967,312    | Years to Depreciate Building         | 39.5         |
| Expense Stop - PSF/mo.      | \$0.50 FSG | Remaining Loan E  | Balance at End of | f Year 10 |         | \$7,869,125  | Annual Depreciation Deduction        | \$376,639    |
| Annual Expense Growth       | 3.00%      | Ū                 |                   |           |         |              | ·                                    |              |
|                             |            |                   |                   |           |         |              |                                      |              |

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| SCENARIO #2 - LEASE BUILDING<br>35,197 Sq. Ft.                    | Initial | <u>1</u>     | <u>2</u>             | <u>3</u>              | <u>4</u>              | <u>5</u>              | <u>6</u>              | <u>7</u>                | <u>8</u>                | <u>9</u>                | <u>10</u>               |
|---|---------|--------------|----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| Annual Rent - FSG<br>Annual Operating Expense - FSG               | -       | (844,728)    | (870,070)<br>(6,335) | (896,172)<br>(12,861) | (923,057)<br>(19,582) | (950,749)<br>(26,505) | (979,271)<br>(33,636) | (1,008,649)<br>(40,980) | (1,038,909)<br>(48,545) | (1,070,076)<br>(56,337) | (1,102,178)<br>(64,363) |
| Tax Benefit For Rent Payment<br>Tax Benefit For Operating Expense | -       | 346,338<br>- | 356,729<br>2,598     | 367,430<br>5,273      | 378,453<br>8,029      | 389,807<br>10,867     | 401,501<br>13,791     | 413,546<br>16,802       | 425,953<br>19,904       | 438,731<br>23,098       | 451,893<br>26,389       |
| After Tax Cost of Lease   | -       | (498,390)    | (517,079)            | (536,329)             | (556,157)             | (576,580)             | (597,615)             | (619,282)               | (641,598)               | (664,584)               | (688,259)               |

| Cash Flow Discounted @     | 0.00%        | (\$5,895,873) |
|----------------------------|--------------|---------------|
| Net Equivalent/Amortized F | Rate PSF/mo. | (\$1.40)      |
| <u>.</u>                   |              |               |

| Cash Flow Discounted @     | 8.00%        | (\$3,867,576) |
|----------------------------|--------------|---------------|
| Net Equivalent/Amortized F | Rate PSF/mo. | (\$1.36)      |

NOTES:

1. Values are based on annual discounting and cash flows. 2. Net equivalent/amortized rates PSF are based on occupied area.



# $S_{\text{ECTION}} \; V$

# CONFIDENTIALITY AGREEMENT



Confidentiality Agreement

31248 Oak Crest Drive, Westlake Village, CA 91361

The information contained in this offering is confidential, furnished solely for the purpose of a review by a prospective purchaser of the property, and is not to be used for any other purpose or made available to any other person without the express written consent of Owner or Lee & Associates LA North/Ventura, Inc.. The material is based upon information supplied by the Owner and in part upon financial info obtained by Lee & Associates LA North/Ventura, Inc., 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.

The Owner's and Tenant's use is of a proprietary nature, and the undersigned hereby agree to not disclose and keep confidential the Owner's and Tenant's use of the premises, product, quantities, methods or related operations that may be seen or heard during a walk through of the facility.

The extremely proprietary and confidential information that has been requested by and is being provided to the undersigned broker regarding any lease terms, rates and tenants shall be held in strict confidence and undersigned broker warrants and represents they shall not be shared or disseminated to anyone under any circumstance, nor shall undersigned broker contact any tenant listed or provided by Owner.

No representation or warranty, expressed or implied, is made by the Owner, Lee & Associates LA North/Ventura, Inc., or any of their respective affiliates, as to the accuracy or completeness of the information contained herein, as to engineering or environmental matters or as to the future performance or future developability of the property. Prospective purchasers should make their own projections and form their own conclusion 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 buildings(s) at the property site.

Acknowledged by Agent/Broker: \_\_\_\_\_ Broker Firm: \_\_\_\_\_

Date: \_\_\_\_\_

Acknowledged by Purchaser: \_\_\_\_\_

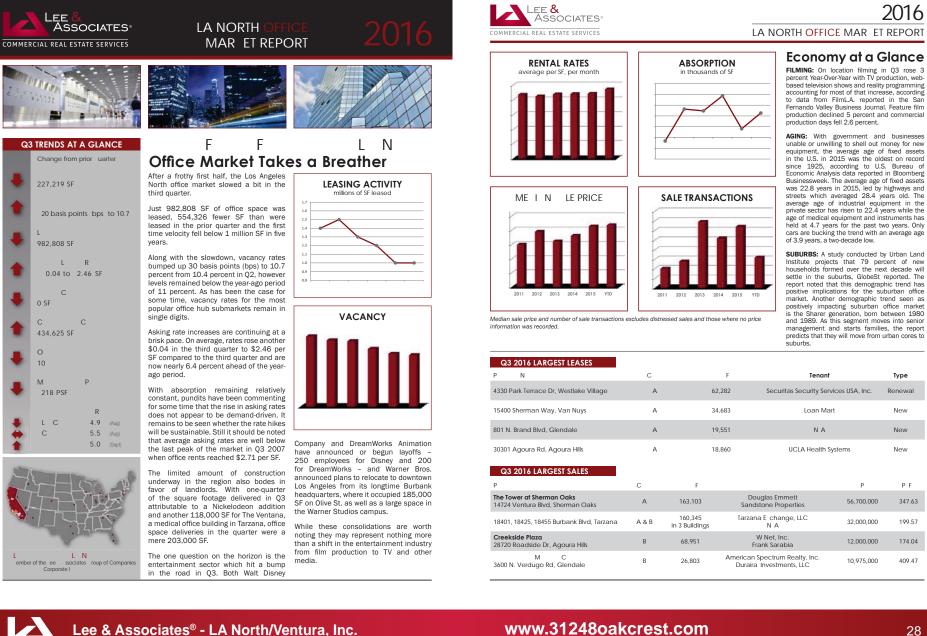
Purchaser Firm:

Date: \_\_\_\_\_

# $\mathsf{S}\mathsf{ECTION} \; \mathsf{VIII}$

# MARKET RESEARCH & ANALYSIS





ΡF

| Associ                   | ATES <sup>®</sup> | 2010      |        |         |          |          |           |        |
|--------------------------|-------------------|-----------|--------|---------|----------|----------|-----------|--------|
| COMMERCIAL REAL ESTATE S | ERVICES           |           |        |         | LA NOR   | TH OFFIC | CE MAR ET | REPORT |
|                          |                   | Total Va  | cancy  | N       | 1        | с        |           | Asking |
| Submarkets               | Total<br>I        | Total SF  | cuircy |         | YTD 2016 | <u>_</u> | С         | FR     |
|                          | 2,140,151         | 278,309   | 13.0   | 56,700  | 42,600   | 0        | 0         | 2.19   |
| Burbank (Misc.)          | 2,331,870         | 557,591   | 23.9   | 60,700  | 270,800  | 0        | 0         | 2.93   |
| Burbank City Center      | 1,786,505         | 247,583   | 13.9   | 10,600  | 60,600   | 0        | 113,760   | 2.57   |
| Burbank Media Center     | 5,987,121         | 528,397   | 8.8    | 41,200  | 161,500  | 0        | 0         | 3.37   |
| С                        | 2,742,564         | 405,586   | 14.8   | 47,500  | 190,000  | 0        | 0         | 2.74   |
| С                        | 6,219,942         | 462,439   | 7.4    | 63,500  | 50,500   | 0        | 0         | 2.14   |
| С                        | 1,763,420         | 171,244   | 9.7    | 48,800  | 83,000   | 0        | 0         | 1.86   |
| С                        | 9,414,907         | 995,568   | 10.6   | 20,400  | 143,000  | 0        | 60,467    | 2.47   |
| E                        | 289,763           | 22,240    | 7.7    | 2,300   | 1,500    | 0        | 0         | 1.81   |
| E                        | 4,821,453         | 393,650   | 8.2    | 32,600  | 32,800   | 0        | 0         | 2.67   |
| Glendale                 | 10,520,113        | 815,793   | 7.8    | 12,000  | 4,200    | 0        | 0         | 2.60   |
| Ν                        | 2,712,659         | 236,611   | 8.7    | 10,900  | 49,600   | 0        | 0         | 2.29   |
| N R                      | 2,250,402         | 291,242   | 12.9   | 6,200   | 31,500   | 0        | 142,420   | 2.41   |
| С                        | 305,667           | 43,796    | 14.3   | 2,800   | 17,800   | 0        | 0         | 2.03   |
| Sherman Oaks             | 4,019,048         | 367,041   | 9.1    | 52,300  | 172,000  | 0        | 0         | 2.47   |
| Tarzana / Woodland Hills | 3,144,848         | 371,968   | 11.8   | 19,700  | 89,000   | 0        | 117,978   | 2.29   |
| С                        | 1,988,844         | 20,276    | 1.0    | 12,400  | 6,200    | 0        | 0         | 2.82   |
| West Valley              | 2,277,079         | 595,731   | 26.2   | 58,600  | 45,600   | 0        | 0         | 2.17   |
| Warner Center            | 7,926,391         | 941,677   | 11.9   | 12,100  | 38,100   | 0        | 0         | 2.40   |
| Total                    | 72,642,747        | 7,746,742 | 10.7   | 227,200 | 116,000  | 0        | 434,625   | 2.46   |
| ource Co tar and ee sso  | ciates            |           |        |         |          |          |           |        |

DIRECT ASKING LEASE RATE

UNDER CONSTRUCTION

cate of occupancy.

\$500,000 or more

MELIN LEPRICE

Calculated for direct available space using NNN

rents. Rents are weighted by total square feet available for direct lease.

Buildings in the process of construction. A build-

ing is considered complete when issued a certifi-

ource Co tar and ee ssociates

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#### MARKET DEFINITIONS

RENTARIE AREA

Includes all Class A, B and C multi-tenant and single-tenant office buildings of 10,000 square feet and greater. Excludes buildings under construction, planned or under renovation.

#### DIRECT VACANCY

Space in existing buildings that is not occupied and is available for direct lease.

#### TOTAL VACANCY

Space in existing buildings that is not occupied Based on actual prices of sold buildings as reportand is available for direct lease and/or sub-lease. ed in public records and by CoStar. Includes all industrial buildings 30,000 SF and more sold at

#### TOTAL NET ABSORPTION

The square feet leased after deducting space vacated.

#### ABOUT LEE & ASSOCIATES

Celebrating more than 37 years of leadership excellence in commercial real estati, Lee & Associates is the largest broker-owned firm in North America with locations across the U.S. and Canada including California, Colorado, Arizona, Florida, Georgia, Idaho, Ilinois, Indiana, Kansas, Maryland, Michigan, Missouri, Nerada, New Jersey, New York, Ohio, Pennsylvania, South Carolina, Texas, Vancouver BC and Wisconsin. With more than 800 brokers nationwide, Lee & Associates provides a wide range of specialized commercial real estate services on a local, regional and national level. For the latest news from Lee & Associates, visil lee-associates. com or foliow so on Facebook. Unkedin and Twitter.

2016

Lee & Associates-LA North/Ventura, Inc. is a full service commercial brokerage company serving the San Fernando Valley. Conejo Valley, Simi Valley/Moorpark and Ventura County markets. Founded in 1994, Lee LA North/Ventura has grown to become one of the largest commercial torkerage companies in the Los Angeles North and Ventura regions with four offices and 45 agents.

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Managing Director, Industrial 818.449.4401 Stephen Geiger, Investment 818.933.0340 Grant Harris, Industrial 805.626.1212 Patrick Jameson, Investment 818.933.0326 Joe Jusko, Office/Industrial 818.223.4397 David Kim, Office 805.626.1234 Joel Kirschenstein, Investment 818.223.4380 Randy Kobata, Industrial 818 223 4383 Mark Leonard, Office 818.449.4414 Cole Martens, Investment 818,444,4909 Bruce Milton, Retail 805.626.1281

John Ochoa, SIOR, Industrial 805.626.1208 Ryan O'Connor, Investment 818.444.4965 Erica Owens, Industrial 818.444.4912 Phyllis Palin. Office 818.933.0319 Scott Patterson, Industrial 818.933.0318 Patrick Reddy, Industrial 818.933.0348 Corv Richmond, Office 818.444.4915 Scott Romick Managing Director, Office 818.933.0305 Jav Rubin. Office 818,223,4385 Dalton Saberhagen, Office 818,444,4919

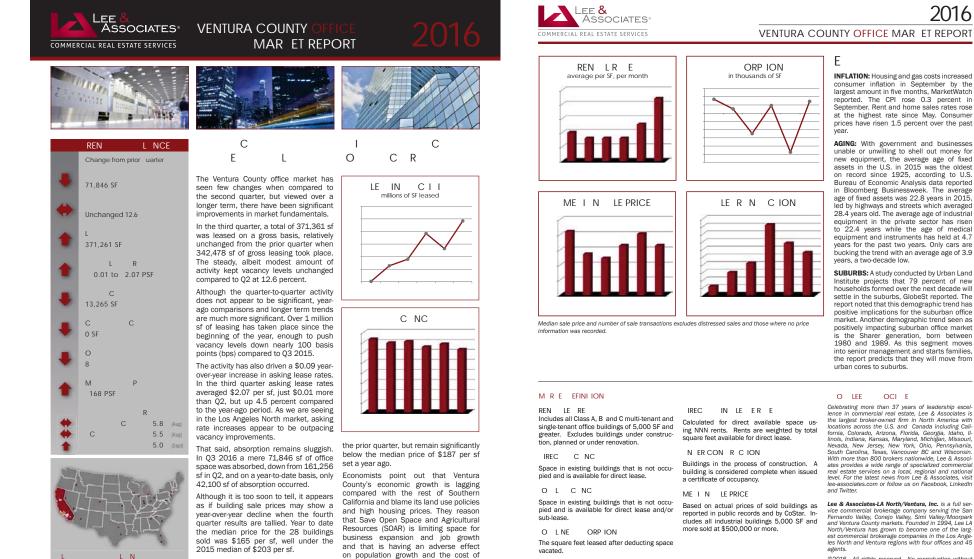
Jared Smits. Office 818.444.4986 Tom Specker, Office 818.223.4381 Cory Stehr, Investment 818.933.0304 Mike Tingus President 818.223.4380 Paulette Toumazos, Office 818.933.0346 Brett Warner, Industrial 818 933 0302 Hunter Warner, Industrial 818 933 0349 George Yessaie, CCIM, Investment 818.933.0324 Slavic Zlatkin, Investment 818,933,0325







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OCL E

On a quarterly basis, median sale prices ssociates roup of Companies inched up to \$168 per sf from \$163 in

ember of the ee

Corporate I

housing.

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|   | LEE &<br>ASSO |            |           |      | VENTUR | A COUN  | TY OFFI | CE MAR E | <b>2016</b><br>T REPORT |
|---|---------------|------------|-----------|------|--------|---------|---------|----------|-------------------------|
|   |               | I          | F         |      | N      |         | С       | С        | FR                      |
|   |               | 2,241,187  | 281,020   | 12.5 | 56,700 | 49,000  | 0       | 0        | 2.18                    |
| С |               | 2,795,430  | 538,452   | 19.3 | 10,800 | 16,000  | 0       | 0        | 1.74                    |
| С |               | 9,978,097  | 1,083,960 | 10.9 | 22,400 | 143,300 | 0       | 0        | 2.44                    |
| 0 | Р             | 3,234,551  | 354,229   | 11.0 | 3,400  | 105,500 | 0       | 0        | 2.08                    |
|   | М             | 2,990,416  | 668,364   | 22.4 | 2,600  | 35,900  | 0       | 0        | 1.74                    |
|   |               | 3,996,523  | 258,331   | 6.5  | 27,800 | 29,100  | 0       | 0        | 1.79                    |
|   |               | 25,236,204 | 3,184,356 | 12.6 | 71,846 | 42,100  | 0       | 0        | 2.07                    |

ource Co tar and ee ssociates

#### L R E LE E

| Р       | N                                 | С | F         |                                       |         |
|---------|-----------------------------------|---|-----------|---------------------------------------|---------|
| 4330 I  | Park Terrace Dr, Westlake Village | А | 62,282 SF | Securitas Security Services USA, Inc. | Renewal |
| 30301   | Agoura Rd, Agoura Hills           | A | 18,860    | UCLA Health Systems                   | New     |
| 2051 \$ | Solar Dr, O nard                  | В | 18,106    | N A                                   | New     |
| 29899   | Agoura Rd, Agoura Hills           | А | 17,462    | N A                                   | New     |
| eno     | tes ee ssociates ransaction       |   |           |                                       |         |

#### LRE LE

| Ρ   | С | F      |  | Р          | ΡF     |
|---|---|--------|--|------------|--------|
| C P<br>28720 Roadside Dr, Agoura Hills          | В | 68,951 | W Net, Inc.<br>Frank Sarabia                                       | 12,000,000 | 174.04 |
| 80 Wood Rd, Camarillo                           | В | 27,338 | Sure Path Financial Solutions<br>Wood Road Investments             | 2,000,000  | 73.16  |
| 864 E. Santa Clara St, Ventura                  | С | 11,650 | Dromore Castle Productions.com, LLC<br>Charles G and Candy S Logue | 1,910,000  | 163.95 |
| 807 Camarillo Springs Rd, Unit 807-B, Camarillo | В | 5,441  | RMF Enterprises, LLC<br>Harry D Forman Family Trust                | 1,350,000  | 248.12 |

| LEE<br>AS   | &<br>SOCIA<br>ESTATE SER                            |   |   | County office<br>Mar et report  | 2016  |
|---|---|---|---|---|---|
| Agoura Hills<br>Agoura Hills<br>Oak Park<br>Camarillo<br>Camarillo<br>Somis   | Oxnard<br>Pt Huene<br>Saticoy<br>Ventura<br>Filmore |   | EN R CO N<br>Mira Monte<br>20ak View  | OFFICE M R E<br>Fillmore<br>Santa Paula<br>Saticoy<br>Somis   | sik<br>• Simi Valley = 10   |
| Conejo Valley<br>Newbury Park<br>Thousand Oaks<br>Westlake Village<br>Moorpark/Simi Valle   | Mira Moi<br>Oak View<br>Ojai<br>Santa Pa<br>Ventura | /   | 1ton  | nard Camarille Thousan<br>Newbury Park 2  | nd Oaks<br>O Oak Park<br>Sgoura Hills<br>Stlake   |
| Moorpark<br>Simi Valley<br>/entura County Office<br>L000 Town Center Drive, f<br>Dxnard, CA 93036<br>fifice: 805.626.1200   Fax: 8  | #310  |   | Industrial<br>380<br>, Retail<br>264<br>erson, SIOR<br>Director, Industrial   | Grant Harris, Industrial<br>805.626.1212<br>Joe Jusko, Office/Industrial<br>818.223.4397<br>David Kim, Off ce<br>805.626.1234   | John Ochoa, SIOR, Industrial<br>805.626.1208<br>Cheri Blessing, Retail<br>805.626.1240<br>Bruce Milton, Retail<br>805.626.1281  |
| ohn Battle, SIOR<br>Managing Director, Inu<br>318.444.4908<br>Matt Benwitt, Investm<br>118.444.4906<br>Marren Casamassima,<br>118.933.0303<br>Jarren Casamassima,<br>118.933.0303<br>Cott Caswell, Industri<br>118.444.4901<br>Jis.444.4908<br>ennifer Donaldson, Of<br>118.933.0347<br>Mike Ebbitt, Industrial<br>118.934.4917 | ent<br>tment<br>Office<br>al<br>stment              | 818.933.0<br>Patrick Jar<br>818.933.0<br>Joel Kirsch<br>818.223.4<br>Randy Kob<br>818.223.4<br>Mark Leon<br>818.449.4<br>Cole Marte<br>818.444.4<br>Eric Nishin<br>818.444.4<br>Ryan 0'Coi<br>818.444.4 | neson, Investment<br>226<br>enstein, Investment<br>330<br>ata, Industrial<br>383<br>ard, Office<br>114<br>114<br>ns, Investment<br>309<br>oto, Investment<br>384<br>mor, Investment<br>365<br>s, Industrial | Phyllis Palin, Office<br>818,933.0319<br>Scott Patterson, Industrial<br>818,933.0318<br>Patrick Reddy, Industrial<br>818,933.0348<br>Cory Richmond, Office<br>818,844,4915<br>Scott Romick<br>Managing Director, Office<br>818,933.0305<br>Jay Rubin, Office<br>818,8243.4385<br>Dalton Saberhagen, Office<br>818,844,4919<br>Scott Silverstein, Office<br>818,823,4391 | Jared Smits, Office<br>818.444.4986<br>Tom Specker, Office<br>818.223.4381<br>Cory Stehr, Investment<br>818.933.0304<br>Paulette Toumazos, Office<br>818.933.0346<br>Brett Warner, Industrial<br>818.933.0302<br>Hunter Warner, Industrial<br>818.933.0349<br>George Yessale, CCIM, Investmen<br>818.933.0324<br>Slavic Zlatkin, Investment<br>818.933.0325 |





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