OFFERING MEMORANDUM



31248 Oak Crest Drive | Westlake Village, CA 91361





Lee & Associates[®] - LA North/Ventura, Inc. • A Member of the Lee & Associates Group of Companies • Corporate ID #01191898 26050 Mureau Rd, Ste 101 • Calabasas, CA 91302 • Office 818.223.4388 Fax 818.591.1450 No warranty or representation is made to the accuracy of the foregoing information. Terms of sale or lease and availability are subject to change or withdrawal without notice.

SECTION I - EXECUTIVE SUMMARY

Executive Summary	& Property Description.	4

SECTION II - PROPERTY OVERVIEW

Floor Plans
Physical Specifications
Property Photos
Parcel Map
Aerial View
Amenities Aerial

SECTION III - AREA DESCRIPTION

Area Description 1	3
Area Map 1	5
Demographic Detail Comparison Report 1	6
Location Overview	9

SECTION IV - FINANCIAL INFORMATION

Rent Roll	
Purchase vs. Lease Analysis	

SECTION V - CONFIDENTIALITY AGREEMENT

Confidentiality Agreement

SECTION VI - MARKET RESEARCH & ANALYSIS

Office Market Space Reports		28
-----------------------------	--	----



Section I

EXECUTIVE SUMMARY & PROPERTY DESCRIPTION

Lee & Associates[®] - 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

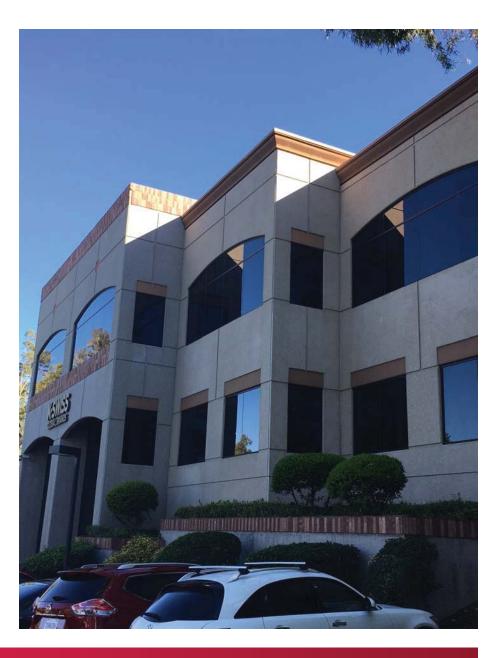
PROPERTY OVERVIEW



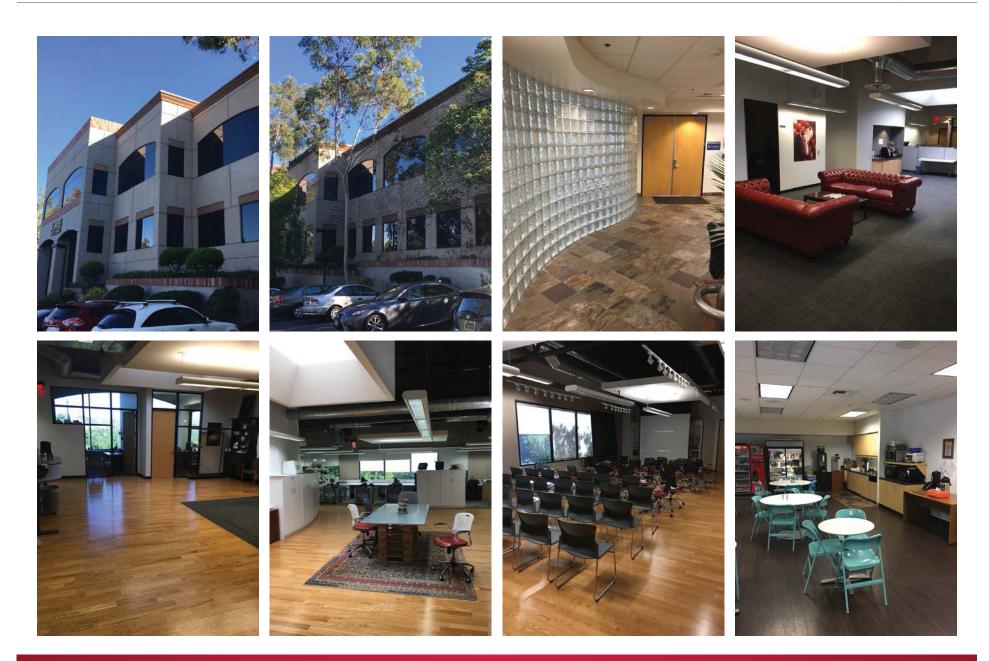




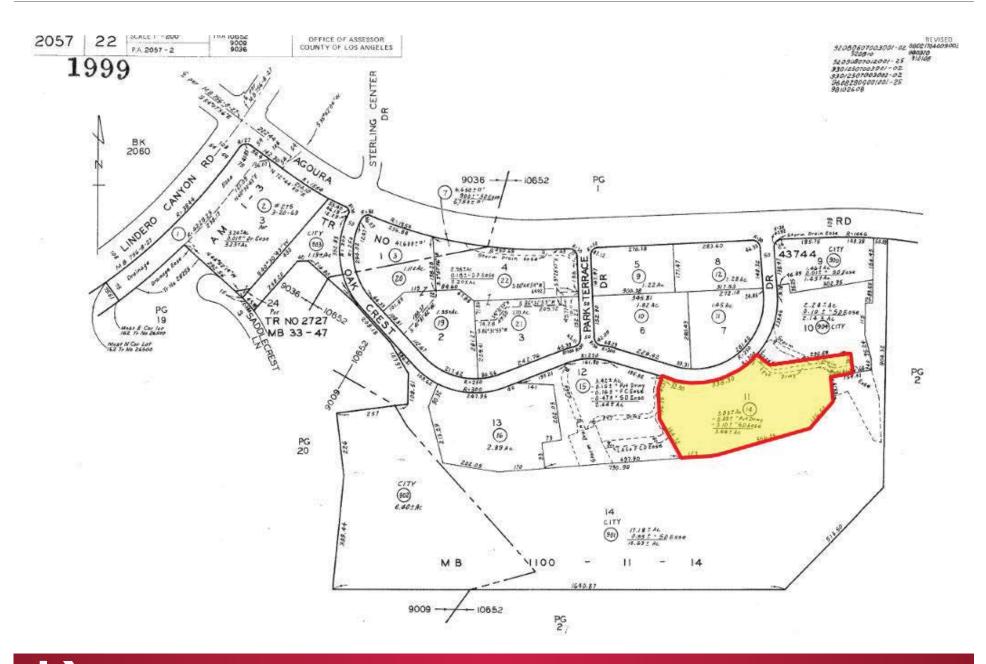
THE PROPERTY:	31248 Oak Crest Drive Westlake Village, CA
PRICE:	\$18,596,550
YEAR COMPLETED:	1998
APN:	2057-022-014
BUILDING SIZE:	
Lower Lobby	1,343 SF
1st Floor	25,543 SF
2nd Floor	26,247 SF
Total Area	53,133 SF
TOTAL LAND AREA:	155,944 SF
	3.58 Acres
PARKING:	
Standard	188 Stalls
Handicap	6 Stalls
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[®] - 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

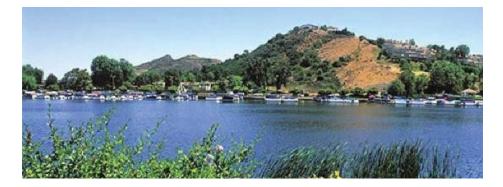
Martin's American Grill to lemonade along with a luxury cinema with full bar and restaurant and reserved seating.

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.

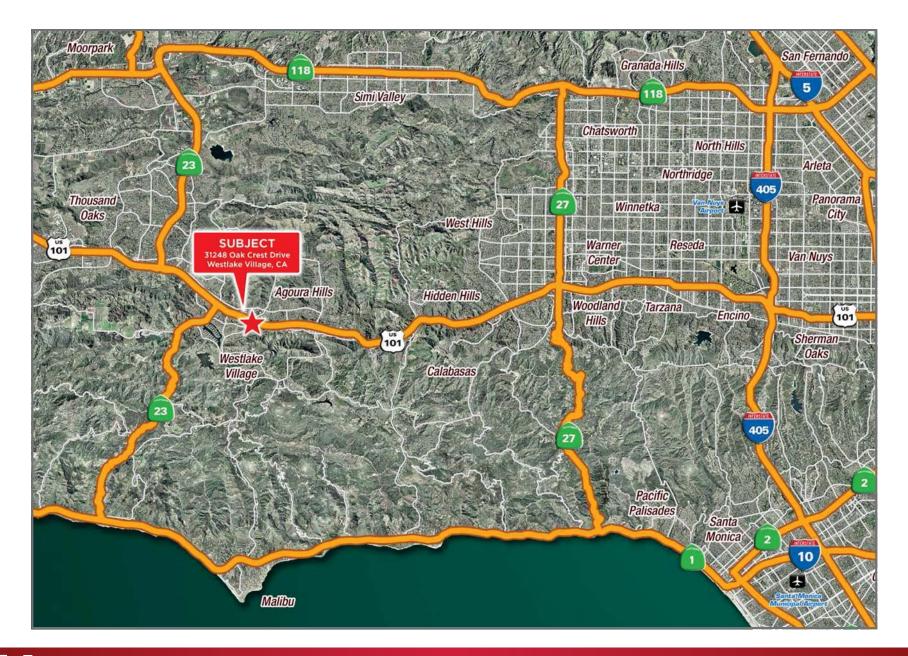
Nearby in Thousand Oaks, the Thousand Oaks Civic Arts Plaza features performances ranging from rock to symphonies to comedy.

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 6

	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.

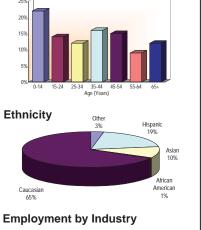
In Ventura County quality of life includes a variety of climates, some of the best in the world; yearround recreation; good schools; a low crime rate and an uncrowded, satisfying lifestyle. Combine that with a diverse economy, large latent labor force and an infrastructure geared to handle planned growth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



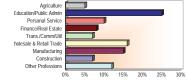
Companies such as Amgen, Dole Foods, Technicolor. Blue Cross of California. Farmers Insurance. Countrywide Financial, Haas Automation and Baxter International call Ventura County home. Together, with some 20,000 other businesses, these corporations employ approximately 400,000 skilled, well-educated 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.



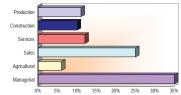
LARGEST VENTURA COUNTY EMPLOYERS

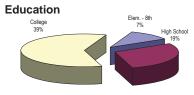


Population



Employment by Occupation



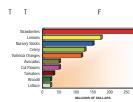


Manufa
Amgen
Technicolor
Aquaria
Haas Automation
Special Devices
Vitesse Semiconductor
Procter & Gamble
Semtech
Shell Solar Industries
Skyworks Solutions
Imation
Milgard Manufacturing
Raypak
California Amplifier
EDO Corp
Seminis Vegetable Seeds
Workrite Uniform
Pentair Pools
Gaiser Tool
Hi Temp Insulation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

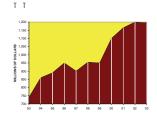
Manufacturing	
8,000	Research & Developmen
1,200	Video Cassette Duplicatio
800	Aquarium Product
800	Machine Too
750	Automotive Product
600	Semiconductor Product
530	Paper Product
500	Electronic Component
465	Solar Energy Pane
465	Semiconductor Product
450	Computer Product
450	Window
450	Pool & Spa Equipmer
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.



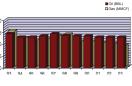
Apparently 1 acres in the southern portion of the county are devoted to agricultural production. Ventura County is among the states leaders in the production of citrus, cut flowers and nursery products as well as vegetables and field crops. This has allowed agriculture to become the leading industry 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> 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 Lease Rate Annual Rent Growth Operating Expense - PSF/mo. Expense Stop - PSF/mo.	\$2.00 FSG 3.00% \$0.50 \$0.50 FSG	SBA Loan Annual Debt Servi	0% ce	0.00%		\$0 \$967,312	Portion of Price For Building - % Portion of Price For Building - \$'s Years to Depreciate Building	80 \$14,877,24 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					·	

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 #2 - LEASE BUILDING 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 Annual Operating Expense - FSG	-	(844,728)	(870,070) (6,335)	(896,172) (12,861)	(923,057) (19,582)	(950,749) (26,505)	(979,271) (33,636)	(1,008,649) (40,980)	(1,038,909) (48,545)	(1,070,076) (56,337)	(1,102,178) (64,363)
Tax Benefit For Rent Payment Tax Benefit For Operating Expense	-	346,338 -	356,729 2,598	367,430 5,273	378,453 8,029	389,807 10,867	401,501 13,791	413,546 16,802	425,953 19,904	438,731 23,098	451,893 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: _____

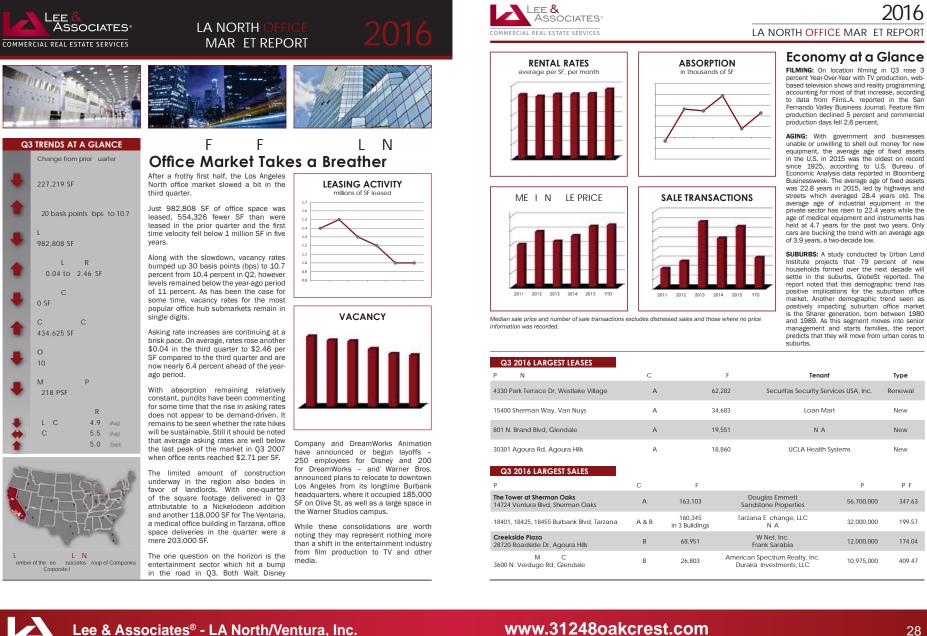
Purchaser Firm:

Date: _____

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

MARKET RESEARCH & ANALYSIS





ΡF

Associ	ATES [®]	2010						
COMMERCIAL REAL ESTATE S	ERVICES				LA NOR	TH OFFIC	CE MAR ET	REPORT
		Total Va	cancy	N	1	с		Asking
Submarkets	Total 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

LEE &

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.

©2016. All rights reserved. No reproduction without prior permission.



Managing Director, Investment 818.444.4908 Matt Benwitt, Investment 818,444,4964 Warren Berzack, Investment 818.933.0350 Cheri Blessing, Retail 805.626.1240 Paul Capra, Retail 805.626.1264 Darren Casamassima, Office 818.933.0303 Scott Caswell, Industrial 818.444.4911 Justin Cusumano, Investmen 818.933.0312 Dan Davis. Industrial 818.444.4998 Jennifer Donaldson, Office 818.933.0347 Mike Ebbitt, Industrial 818,444,4917

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

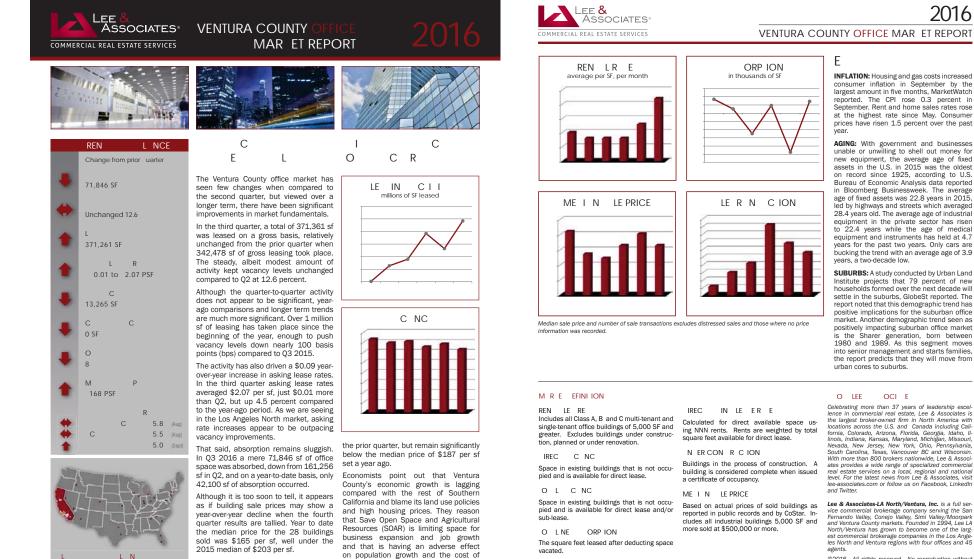
Jared Smits. Office 818.444.4986 Tom Specker, Office 818.223.4381 Cory Stehr, Investment 818.933.0304 Mike Tingus President 818.223.4380 Paulette Toumazos, Office 818.933.0346 Brett Warner, Industrial 818 933 0302 Hunter Warner, Industrial 818 933 0349 George Yessaie, CCIM, Investment 818.933.0324 Slavic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







2016



©2016. All rights reserved. No reproduction without prior permission.

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.

www.31248oakcrest.com

	LEE & ASSO				VENTUR	A COUN	TY OFFI	CE MAR E	2016 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 28720 Roadside Dr, Agoura Hills	В	68,951	W Net, Inc. Frank Sarabia	12,000,000	174.04
80 Wood Rd, Camarillo	В	27,338	Sure Path Financial Solutions Wood Road Investments	2,000,000	73.16
864 E. Santa Clara St, Ventura	С	11,650	Dromore Castle Productions.com, LLC 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 Harry D Forman Family Trust	1,350,000	248.12

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





Calabasas Office: 818.223.4388 | Fax: 818.591.1450 Palmdale Office: 818.223.4388 | Fax: 818.591.1450

Follow us on [🔄 🛐 🛅

Lee & Associates[®] - LA North/Ventura, Inc.

