

34183 PACIFIC COAST HIGHWAY
DANA POINT, CA



Exclusively Offered by:

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Voit

REAL ESTATE SERVICES



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This Memorandum was prepared by the Broker based on information supplied by the Owner and the Broker. It contains selected information about the Property but does not contain all the information necessary to evaluate the acquisition of the Property. The financial projections contained herein or in any other "Evaluation Material", are for general reference only. They are based on assumptions relating to the general economy and local competition, among other factors. Accordingly, actual results may vary materially from such projections. Various documents have been summarized herein to facilitate your review; these summaries are not intended to be a comprehensive statement of the terms or a legal analysis of such documents.

While the information contained in this Memorandum and any other Evaluation Material is believed to be reliable, neither Broker nor Owner guarantees its accuracy or completeness. Because of the foregoing and since the Property will be sold on an "As-Is, Where-Is" basis, a prospective purchaser must make its own independent investigations, projections and conclusions regarding the acquisition of the Property without reliance on this Memorandum or any other Evaluation Material. Although additional Evaluation Material, which may include engineering, environmental or other reports, may be provided to qualified parties as the marketing progresses, prospective purchasers should seek advice from their own attorneys, accountants, and engineering and environmental experts.

Owner expressly reserves the right, at its sole discretion, to reject any offer to purchase the Property or to terminate any negotiations with any party at any time with or without written notice. Owner shall have no legal commitment or obligations to any prospective purchaser unless and until a written purchase and sale agreement has been fully executed, delivered and approved by Owner and any conditions to Owner's obligations therein have been satisfied or waived.

Owner has retained Broker as its exclusive broker and will be responsible for any commission due to Broker in connection with a sale of the Property pursuant to separate agreement. Broker is not authorized to make any representation or agreement on behalf of Owner. Each prospective purchaser will be responsible for any claims for commissions by any other broker in connection with a sale of the Property if such claims arise from acts of such prospective purchaser or its broker.

This Memorandum is the property of Owner and Broker and may be used only by parties approved by Owner and Broker.

Voit Real Estate Services is proud to present the opportunity to acquire the 100% fee simple interest in 34183 Pacific Coast Highway in Dana Point California. This offering represents a rare opportunity to own an historic free-standing commercial property less than half a mile from the Pacific Ocean.

Built in 1929 as the original telephone building of Dana Point, the property has major visibility on Pacific Coast Highway and has an attractive exterior appearance and quality interior improvements. The original walls are over 2 ½ feet thick constructed from cinder block and concrete. The roof has also been heavily reinforced. Having been extensively upgraded in 1995, the structure is currently in excellent condition.

Additionally, the property lies directly in the Town Center Redevelopment Zone, which was adopted by the City Council in November 2006 to encourage the revitalization of the Dana Point Town Center. The plan establishes a framework of public improvements that will support private reinvestment and development, while re-balancing activities to encourage a pedestrian friendly environment for shopping, dining, entertainment and the wide range of activities that give meaning and identity to a town center. The California Coastal Commission approved the final plan on September 10, 2008.

Perhaps the greatest advantage of owning this landmark property is the flexibility with regard to the way it can be used during the hold period and the multiple strategies available for disposition. Given its size, location and configuration, the property can be held and sold as a leased investment or as executive offices for an owner user.



PROPERTY SPECIFICATIONS

Address	34183 Pacific Coast Highway, Dana Point, CA
Square Footage	Approximately 3,335 Square Feet
APN	682-301-03 and 682-301-04
Site Area	Approximately 10,300 SF Parcel
Zoning	Town Center / Mixed Use (TC-MU)
Parking	14 Spaces - 10 Striped
Year Built	1929
Architecture	Historical Early California Spanish
Construction	Concrete filled dual block walls and reinforced wood truss ceiling beams

PRICING CHART

Price	\$1,550,000.00
NOI	\$60,000 NNN - Tenant pays all operating expenses
Lease Expiration	July 31, 2013
Cap Rate	3.87%
Percentage Leased	100%
Financing	All Cash (Cash to New Loan)

Address: 34183 Pacific Coast Highway, Dana Point, CA 92629
Size (Sq Ft): 3,335
Price / Sq Ft (\$): 465

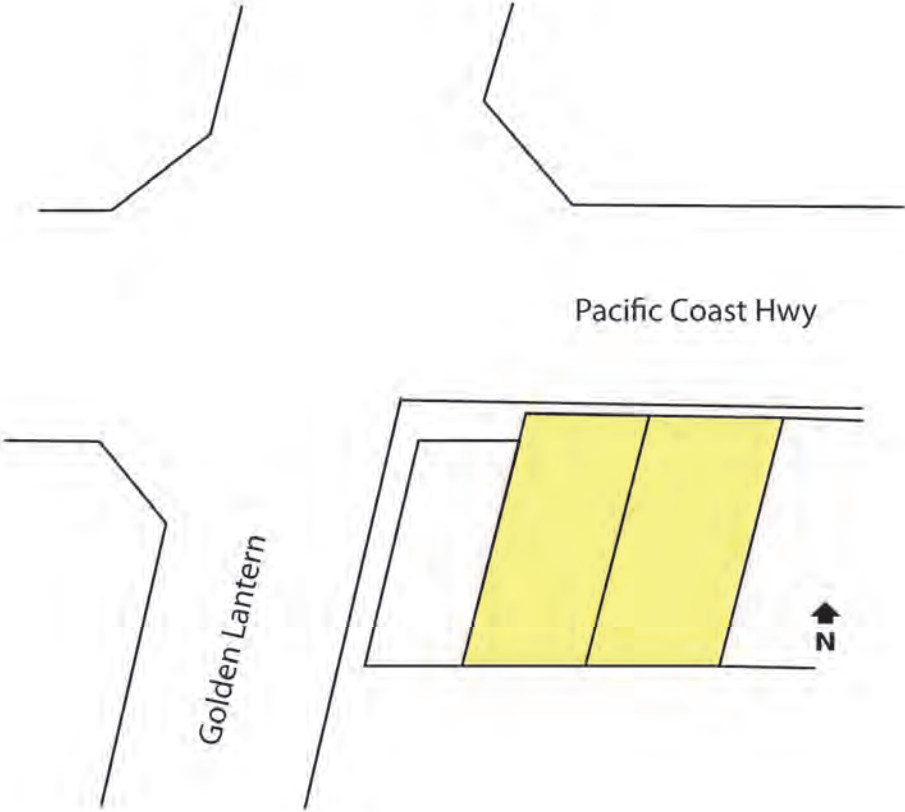
	SBA 7(a)	SBA 504
Purchase Price / Value	\$1,550,000	\$1,550,000
Additional Financed Fees (<i>Additional collateral</i>)	\$44,459	\$0
Total Project Cost	\$1,594,459	\$1,550,000
Down Payment / Equity	10% \$159,446	10% \$155,000
1TD Loan Amount	\$1,435,000	\$930,000
2TD Loan Amount	N/A	\$480,000
Total Financing	\$1,435,000	\$1,410,000
1st TD Rate	5.50%	4.45%
2nd TD Rate	N/A	4.20%
Estimated Rate	5.50%	4.36%
1st TD Loan Terms	25/25 Fully Amort and Fixed	25/25 Fully Amort; 10 Yr Reset
Prepayment Premium	3 Year (5%,3%,1%)	10 Year (5,4,3,2,1,1,1,1,1,1%)
2nd TD Loan Terms	N/A	20/20 Fully Amort
Prepayment Premium	N/A	10 Year Declining
1st TD Loan Fee	N/A	\$4,650
SBA 1st TD Loan Fee	\$37,859	\$4,650
SBA CDC Loan Fees	N/A	\$14,883
Appraisal (Complete)	\$3,000	\$3,000
Phase 1 Environmental	\$2,000	\$2,000
Bank Processing	\$1,600	\$1,600
Total Estimated Loan Fees	\$44,459	\$30,783
Monthly Loan Payment	\$8,812	\$8,135
Monthly Tax Savings on:		
Deductible Interest	\$2,347	\$1,825
Depreciation	\$787	\$765
After Tax Monthly Payment	\$5,678	\$5,545

Notes:
 Bank of the West loans do not have yield maintenance, defeasement, or other "hidden" prepayment penalties

SITE PLAN



PARCEL MAP



LOCATION MAP



Aerial





Demographic and Income Profile

Demographics

34183 Pacific Coast Hwy, Dana Point, CA
 34183 Pacific Coast Hwy, Dana Point, CA, 92629,
 Ring: 1 mile radius

Prepared by Jerry Holdner
 Latitude: 33.467310103
 Longitude: -117.6977395

Summary	Census 2010		2012		2017	
Population	13,668		13,815		14,197	
Households	6,082		6,148		6,330	
Families	3,460		3,460		3,603	
Average Household Size	2.24		2.24		2.24	
Owner Occupied Housing Units	3,194		3,108		3,271	
Renter Occupied Housing Units	2,888		3,040		3,059	
Median Age	43.7		44.1		45.0	
Trends: 2012 - 2017 Annual Rate	Area		State		National	
Population	0.55%		0.67%		0.68%	
Households	0.59%		0.66%		0.74%	
Families	0.81%		0.81%		0.72%	
Owner HHs	1.03%		1.03%		0.91%	
Median Household Income	2.89%		3.35%		2.55%	
Households by Income	2012				2017	
	Number	Percent	Number	Percent	Number	Percent
<\$15,000	353	5.7%	315	5.7%	315	5.0%
\$15,000 - \$24,999	455	7.4%	350	5.5%	350	5.5%
\$25,000 - \$34,999	374	6.1%	283	4.5%	283	4.5%
\$35,000 - \$49,999	784	12.8%	668	10.6%	668	10.6%
\$50,000 - \$74,999	1,061	17.3%	993	15.7%	993	15.7%
\$75,000 - \$99,999	724	11.8%	944	14.9%	944	14.9%
\$100,000 - \$149,999	1,120	18.2%	1,270	20.1%	1,270	20.1%
\$150,000 - \$199,999	615	10.0%	747	11.8%	747	11.8%
\$200,000+	663	10.8%	761	12.0%	761	12.0%
Median Household Income	\$76,264		\$87,949			
Average Household Income	\$102,259		\$119,768			
Per Capita Income	\$45,151		\$52,947			
Population by Age	Census 2010		2012		2017	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	660	4.8%	665	4.8%	679	4.8%
5 - 9	609	4.5%	609	4.4%	617	4.3%
10 - 14	574	4.2%	569	4.1%	584	4.1%
15 - 19	732	5.4%	697	5.0%	675	4.8%
20 - 24	793	5.8%	810	5.9%	762	5.4%
25 - 34	1,942	14.2%	1,990	14.4%	2,057	14.5%
35 - 44	1,771	13.0%	1,734	12.6%	1,726	12.2%
45 - 54	2,201	16.1%	2,146	15.5%	2,016	14.2%
55 - 64	2,073	15.2%	2,172	15.7%	2,313	16.3%
65 - 74	1,199	8.8%	1,288	9.3%	1,561	11.0%
75 - 84	755	5.5%	754	5.5%	798	5.6%
85+	359	2.6%	382	2.8%	408	2.9%
Race and Ethnicity	Census 2010		2012		2017	
	Number	Percent	Number	Percent	Number	Percent
White Alone	11,511	84.2%	11,512	83.3%	11,516	81.1%
Black Alone	123	0.9%	140	1.0%	182	1.3%
American Indian Alone	118	0.9%	129	0.9%	153	1.1%
Asian Alone	396	2.9%	417	3.0%	481	3.4%
Pacific Islander Alone	24	0.2%	25	0.2%	27	0.2%
Some Other Race Alone	1,058	7.7%	1,129	8.2%	1,307	9.2%
Two or More Races	437	3.2%	465	3.4%	531	3.7%
Hispanic Origin (Any Race)	2,878	21.1%	3,053	22.1%	3,542	24.9%

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

February 04, 2013

Demographics

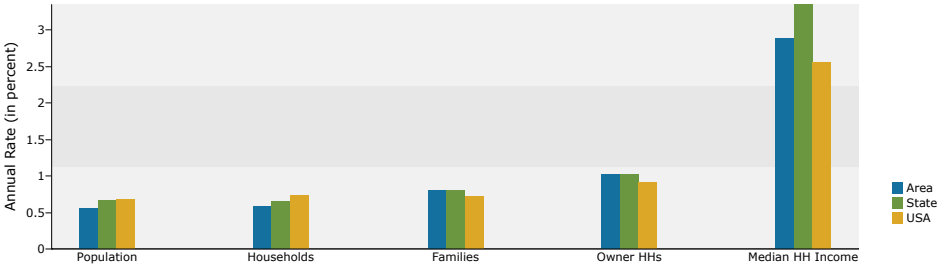


Demographic and Income Profile

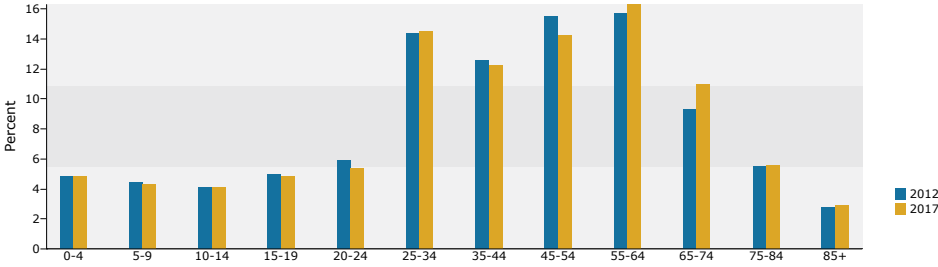
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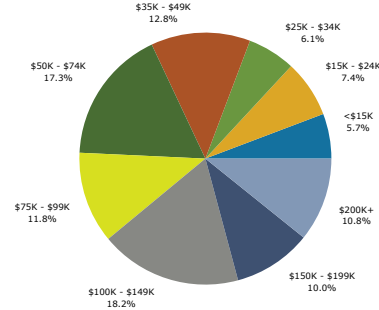
Trends 2012-2017



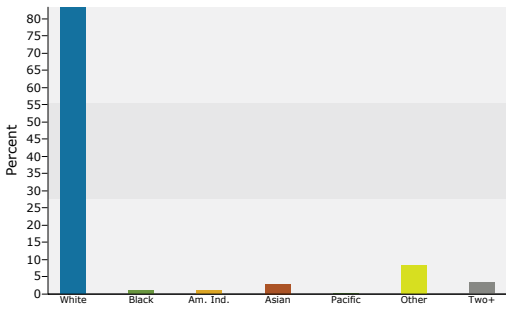
Population by Age



2012 Household Income



2012 Population by Race



2012 Percent Hispanic Origin: 22.1%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.



Demographic and Income Profile

Demographics

34183 Pacific Coast Hwy, Dana Point, CA
 34183 Pacific Coast Hwy, Dana Point, CA, 92629,
 Ring: 3 mile radius

Prepared by Jerry Holdner
 Latitude: 33.467310103
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Summary	Census 2010		2012		2017	
Population	58,565		58,934		60,174	
Households	23,919		24,079		24,649	
Families	15,525		15,503		16,026	
Average Household Size	2.44		2.44		2.43	
Owner Occupied Housing Units	15,663		15,353		16,020	
Renter Occupied Housing Units	8,256		8,726		8,629	
Median Age	45.2		45.7		46.8	
Trends: 2012 - 2017 Annual Rate	Area		State		National	
Population	0.42%		0.67%		0.68%	
Households	0.47%		0.66%		0.74%	
Families	0.67%		0.81%		0.72%	
Owner HHs	0.85%		1.03%		0.91%	
Median Household Income	2.50%		3.35%		2.55%	
Households by Income	Census 2010		2012		2017	
	Number	Percent	Number	Percent	Number	Percent
<\$15,000	1,338	5.6%	1,188	4.8%	1,188	4.8%
\$15,000 - \$24,999	1,394	5.8%	1,082	4.4%	1,082	4.4%
\$25,000 - \$34,999	1,350	5.6%	1,020	4.1%	1,020	4.1%
\$35,000 - \$49,999	2,495	10.4%	2,037	8.3%	2,037	8.3%
\$50,000 - \$74,999	3,778	15.7%	3,430	13.9%	3,430	13.9%
\$75,000 - \$99,999	2,775	11.5%	3,527	14.3%	3,527	14.3%
\$100,000 - \$149,999	4,612	19.2%	5,081	20.6%	5,081	20.6%
\$150,000 - \$199,999	2,809	11.7%	3,328	13.5%	3,328	13.5%
\$200,000+	3,527	14.6%	3,956	16.0%	3,956	16.0%
Median Household Income	\$88,606		\$100,252		\$100,252	
Average Household Income	\$115,011		\$135,201		\$135,201	
Per Capita Income	\$47,219		\$55,621		\$55,621	
Population by Age	Census 2010		2012		2017	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	2,808	4.8%	2,798	4.7%	2,818	4.7%
5 - 9	2,971	5.1%	2,954	5.0%	2,965	4.9%
10 - 14	3,344	5.7%	3,298	5.6%	3,351	5.6%
15 - 19	3,772	6.4%	3,588	6.1%	3,448	5.7%
20 - 24	2,971	5.1%	3,017	5.1%	2,800	4.7%
25 - 34	6,056	10.3%	6,158	10.4%	6,272	10.4%
35 - 44	7,119	12.2%	6,951	11.8%	6,818	11.3%
45 - 54	10,092	17.2%	9,814	16.7%	9,174	15.2%
55 - 64	9,194	15.7%	9,633	16.3%	10,213	17.0%
65 - 74	5,394	9.2%	5,792	9.8%	7,052	11.7%
75 - 84	3,281	5.6%	3,276	5.6%	3,484	5.8%
85+	1,565	2.7%	1,654	2.8%	1,776	3.0%
Race and Ethnicity	Census 2010		2012		2017	
	Number	Percent	Number	Percent	Number	Percent
White Alone	49,696	84.9%	49,517	84.0%	49,368	82.0%
Black Alone	441	0.8%	502	0.9%	653	1.1%
American Indian Alone	350	0.6%	377	0.6%	445	0.7%
Asian Alone	2,168	3.7%	2,284	3.9%	2,648	4.4%
Pacific Islander Alone	66	0.1%	68	0.1%	78	0.1%
Some Other Race Alone	3,920	6.7%	4,140	7.0%	4,652	7.7%
Two or More Races	1,923	3.3%	2,046	3.5%	2,329	3.9%
Hispanic Origin (Any Race)	10,771	18.4%	11,365	19.3%	12,941	21.5%

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

February 04, 2013

Demographics

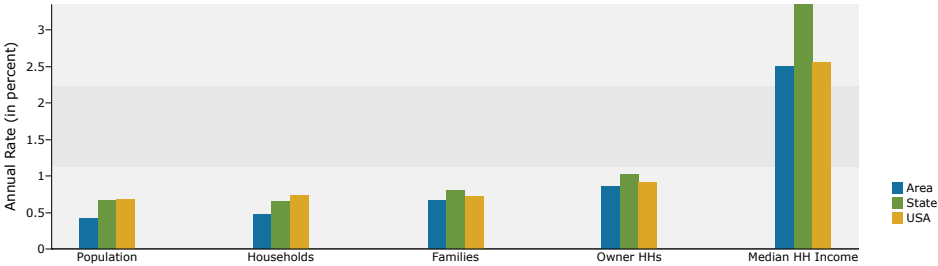


Demographic and Income Profile

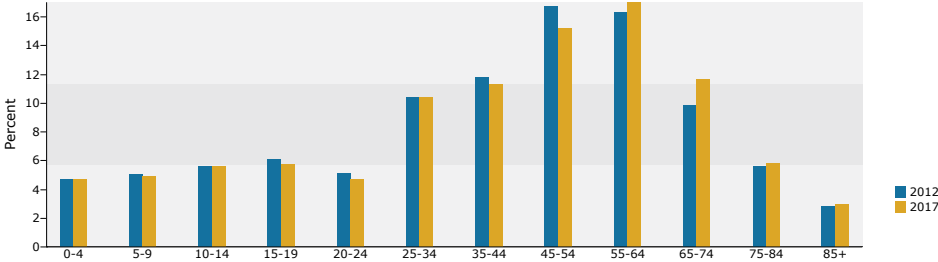
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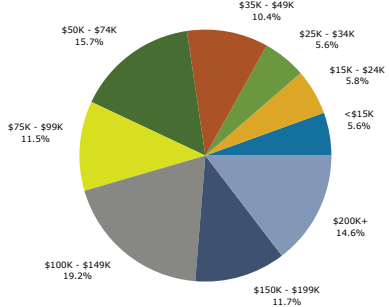
Trends 2012-2017



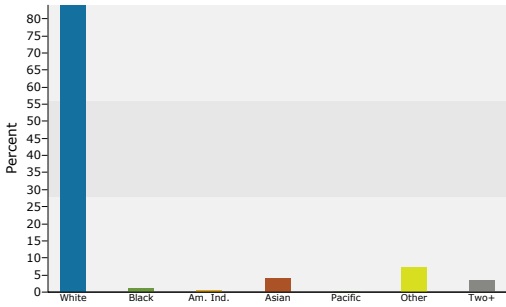
Population by Age



2012 Household Income



2012 Population by Race



2012 Percent Hispanic Origin: 19.3%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2012 and 2017.

Town Center Redevelopment Plan

This plan for the Dana Point Town Center focuses on the commercial area primarily contained within or immediately adjacent to the existing one-way Pacific Coast Highway (PCH) and Del Prado couplet. Located in the geographic center of the community, this area is also its historic heart. It evolved from a rest-stop along the Camino Real into a collection of restaurants and shops that have not met their full potential to serve the needs of today's residents for shopping, dining, entertainment, and the wide range of social activities that give meaning and identity to a town center.

This planning document is the culmination of years of effort and initiative on the part of the residents to wrest control from state and county agencies and to provide guidance to the City of Dana Point. It sets forth specific policies, standards and guidelines that will become the basis for amendments to the General Plan, Coastal Plan, and Zoning Ordinance. In keeping with the aspirations of the community, greater emphasis will be placed on the pedestrian and the bicyclist in addition to the needs of the automobile and buses in allocating the use of space within the public rights of way.

The Town Center Plan calls for a greater mix of uses in the Town Center. Adding residential uses and increasing pedestrian-oriented retail and commercial offices will help to create a more dynamic, interesting and attractive place for both residents and visitors. A greater continuity of activities along the streets is encouraged through the development of public parking in central locations, making the Town Center more accessible and walkable for those arriving from outside the immediate vicinity. The plan supports the historic legacy of the Town Center and provides direction on detailed elements, such as public art and signage to enrich the Town Center and reinforce its pedestrian orientation and interest.



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