



# Raley's Center

3632 Lone Tree Way  
Antioch, California 94509



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By acceptance of this package and materials, you have agreed that any and all information ("Confidential Information") delivered to and/or obtained by you in connection with the Raley's Center at 3632 Lone Tree Way, Antioch, CA 94509 (the "Property") is confidential and that you will not disclose, directly or indirectly, any of its contents to any other entity or person without the prior written authorization from the Property owner ("Owner") or its authorized Property representative, Century American Realty, Inc. ("CAR").

In the event that the confidentiality agreement is entered into by a real estate broker ("Broker"), only the Broker's registered party ("Party") may be presented with the Confidential Information provided that such Party is informed of and agrees to the terms of this agreement. Broker shall be entitled to a maximum total commission of one percent (1%) of the sale price in connection with a sale of the Property which commission will be paid by Owner in the event, but only in the event, Broker procures and submits an offer to purchase the Property from Party and Party actually closes escrow on the Property under and in accordance with such offer. You further agree to indemnify, protect, defend and hold Owner and CAR (together with their respective constituents and representatives) harmless from any and all claims arising directly or indirectly from any breach or violation of this agreement.

## Confidentiality & Brokerage

You also agree (i) that you will not use any Confidential Information in any manner detrimental to the interests of Owner or CAR, (ii) that neither Owner nor CAR makes any representation or warranty as to the accuracy or completeness of the Confidential Information, and (iii) that neither Owner, CAR nor their respective representatives shall have any liability under this agreement or on account of any information supplied to you for any cause or reason whatsoever. No party is entitled to rely on the accuracy or completeness of the Confidential Information and you agree to rely solely on your own independent investigation, analysis, appraisal and evaluation of the facts and circumstances in connection with the Property and any acquisition thereof. Projections, estimates, opinions and/or financial information contain estimates based on assumptions, all of which are subject to change, error, omissions and/or withdrawal without notice, and may not represent the current or future performance of the Property. Owner may discontinue the marketing of the Property at any time for any reason or no reason in Owner's sole discretion and without notice and is under no obligation to sell. This agreement is being executed for the benefit of CAR and Owner. Forwarding, transmitting and/or duplicating the Confidential Information is strictly prohibited. This agreement shall be governed and construed in accordance with the laws of the State of California, and may not be changed, waived or terminated orally and shall be binding upon the parties and their successors or assigns.

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**\*Separate Spreadsheet File\***  
**Confidentiality Required**
  - Full Rent Roll
  - Expiration Date Analysis
  - Anchor Gross Sales Report
  - Operational Data (2014-YTD 2019)

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# Executive Summary

**Raley's Center** is a beautiful recently renovated grocery anchored community shopping center located at the intersection of highly trafficked Lone Tree Way and Clearbrook in Antioch, CA. The City of Antioch is in Contra Costa County, California in the San Francisco Bay Area, and is a primary suburb of both San Francisco and Oakland. The ideal location of Raley's Center allows for tenants to leverage the high growth Bay Area economy while providing convenient yet more affordable living options for Antioch residents.

### Investment Summary

ADDRESS.....3632 Lone Tree Way, Antioch, CA 94509

**OFFERING PRICE.....\$18,725,000**

**> COMP GUIDANCE: \$173PSF @ 123,735 SF = +/--\$21,400,000**

NOI - 2018 ACTUALS ..... \$663,216

CURRENT OCCUPANCY..... +/-76%

VACANCY LEASE UP OPPORTUNITY ESTIMATE..... NOI+/--\$620,000

VALUE OF LEASE UP ESTIMATE @ 6% CAP..... +/--\$10,000,000

ADDITIONAL BUILT-IN CATALYST POTENTIAL..... +/--\$6,000,000

GROSS LEASABLE AREA (GLA).....123,735 Sq. ft.

LOT SIZE.....±503,815 SF or ±11.57 Acres

FINANCING.....CASH TO NEW LOAN

MANAGEMENT.....Cal-American Corp.

PARKING.....676 spaces; 5.51 per 1,000 SF GLA

APN#'S.....071-181-028, 030 & 031

ZONING.....C-2, Neighborhood Community Commercial

YEAR BUILT.....1980

YEAR RENOVATED.....2010

### INVESTMENT HIGHLIGHTS:

- > +/-11.57 Acres / 123,735 SF GLA Grocery (w/ interior Bank & Pharmacy) Anchored Shopping Center
- > Raley's Grocery Anchor with Strong Gross Sales with **HUGE UPSIDE in Vacancy + Value Catalysts**
- > 5.51 : 1,000SF Ample Parking, Outparcel Potential & Highly Visible on Heavily Trafficked Lone Tree Way

**> Year 2019 As-Is Appraised Value at +/--\$19,000,000**

### RECENT COMPARABLE:

**RALEY'S TOWNE CENTRE**  
Rohnert Park, CA

- > Closing Date: May-2017
- > Amount: \$24,550,000
- > GLA (SF): 141,749 SF
- > **Price Per GLA (SF): +/--\$173**
- > Submarket: Bay Area Northern Suburb





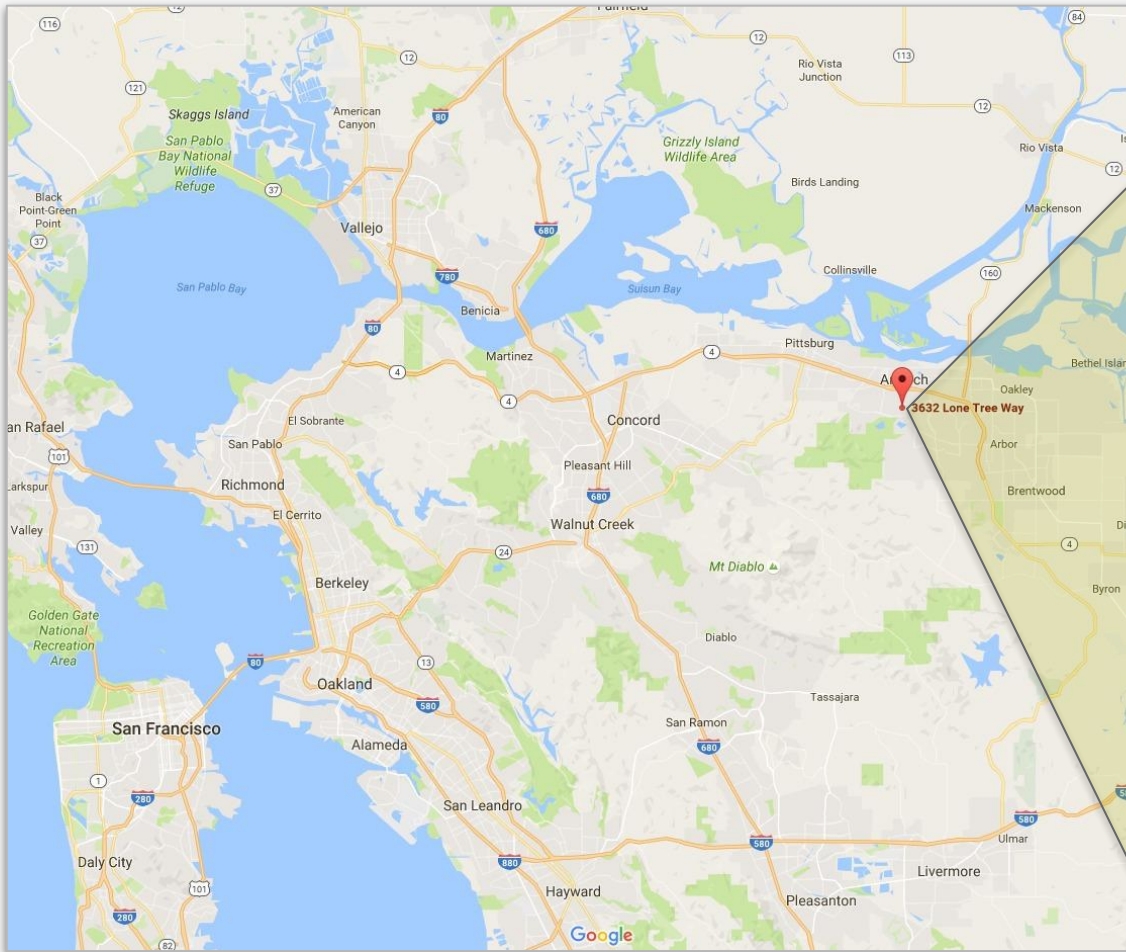


# Property Description

# Demographic Summary

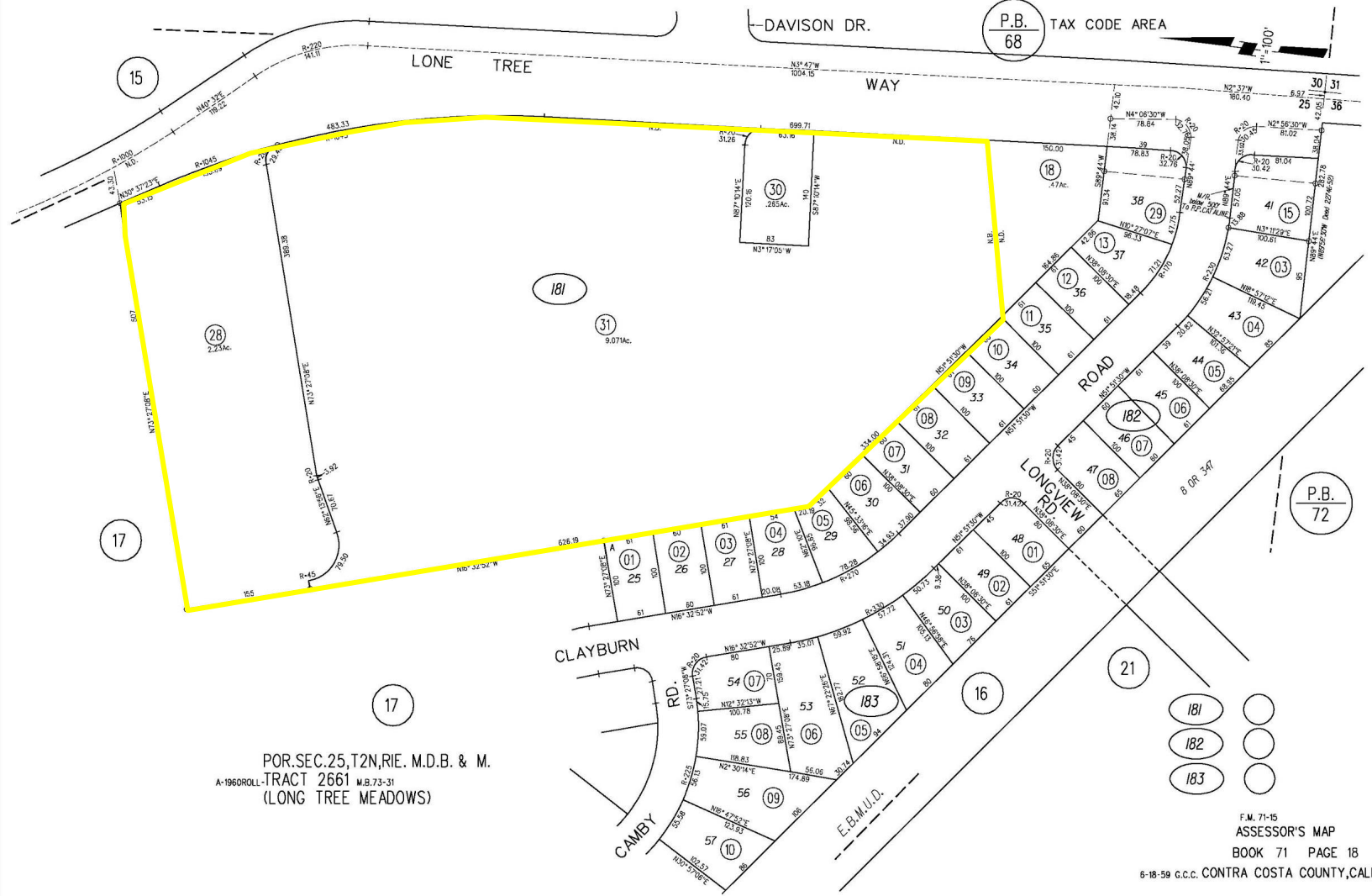
	one-mile radius	three-mile radius	five-mile radius	
<b>Population</b>	2015 Total Population	<b>18,637</b>	<b>104,204</b>	<b>160,213</b>
	2015 Total Population: Adult	14,311	76,866	118,066
	2015 Median Age	38	35	34
	2015 Median Age: Adult	49	46	46
	Pop. Change: 2010-2015	972	7,428	12,570
	Percent Pop. Change: 2010-2015	5.50%	7.68%	8.51%
<b>Households</b>	2015 Households	5,946	31,789	49,066
	Household Change: 2010-2015	74	1,083	2,009
	Percent HH Change: 2010-2015	1.26%	3.53%	4.27%
<b>Income</b>	2015 Average Household Income	\$84,033	\$85,145	\$86,056
	2015 Median Household Income	\$65,507	\$67,086	\$67,687
	2015 Per Capita Income	\$26,977	\$26,133	\$26,511
	2015 Percent HH Income: \$10-15k	4.00%	4.20%	4.25%
	2015 Percent HH Income: \$30-35k	4.25%	4.34%	4.15%
	2015 Percent HH Income: \$75-100k	14.53%	15.35%	15.22%
	2015 Percent HH Income: \$150-200K	6.29%	7.51%	7.92%

# Regional Map & Overview



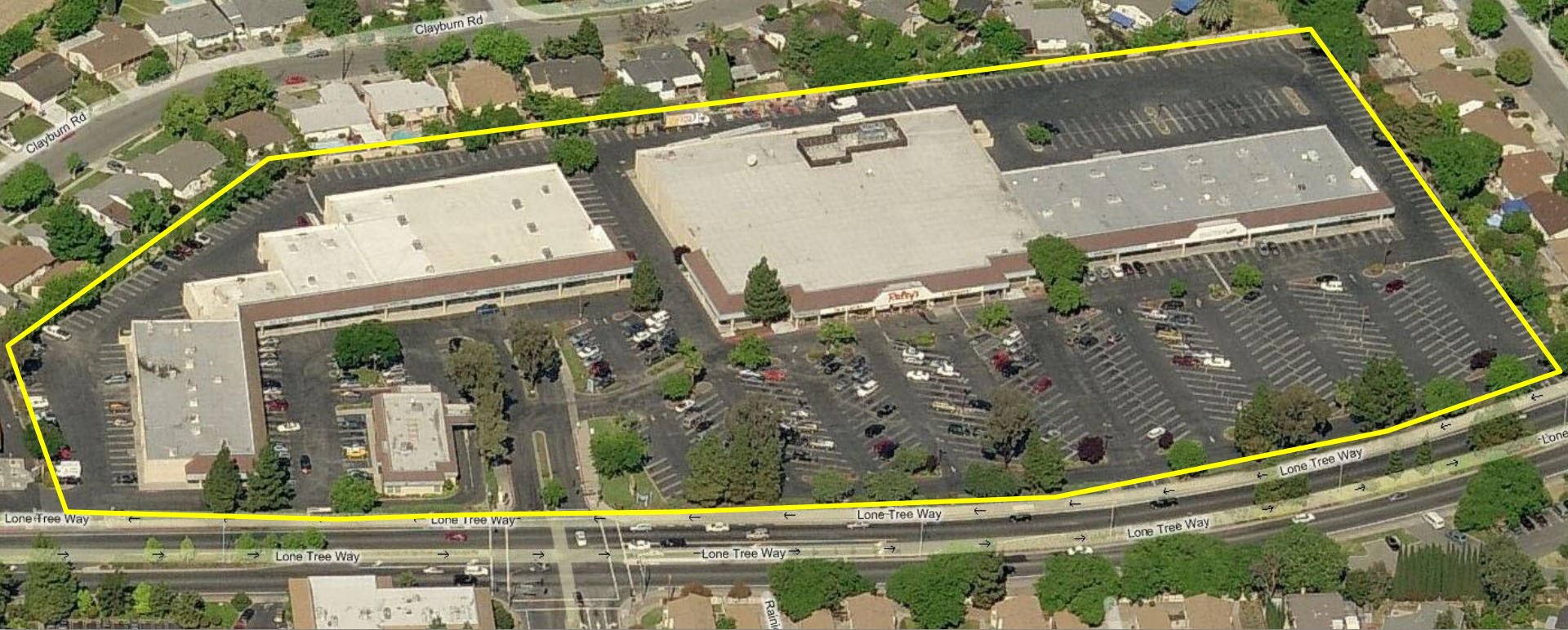


# Tax Map



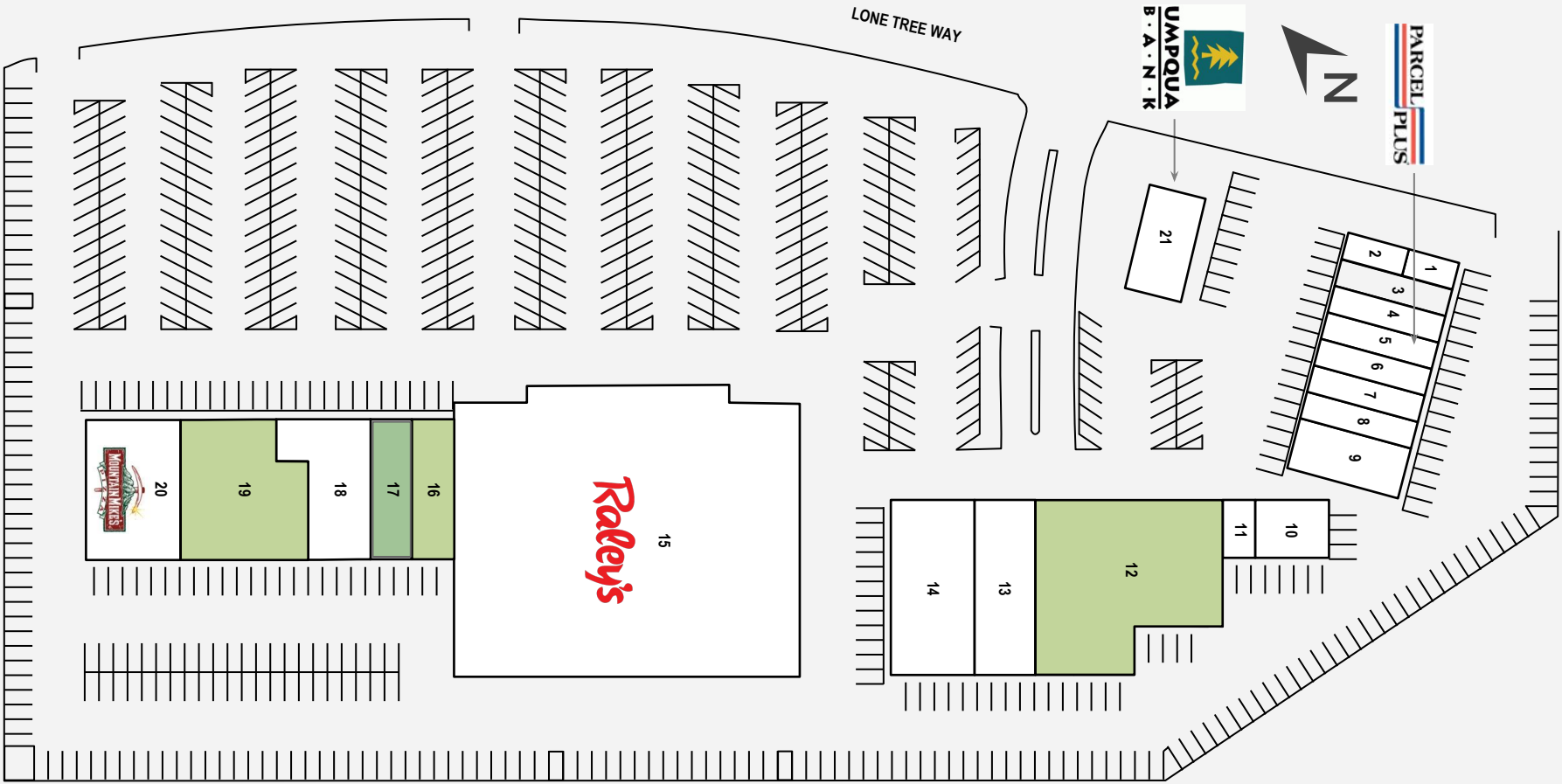
POR. SEC. 25, T2N, R1E, M.D.B. & M.  
 A-1960ROLL TRACT 2661 M.B. 73-31  
 (LONG TREE MEADOWS)

F.M. 71-15  
 ASSESSOR'S MAP  
 BOOK 71 PAGE 18  
 6-18-59 G.C.C. CONTRA COSTA COUNTY, CALIF.



Aerial

# Site Plan (approximate)





# Site Plan Key

<u>Unit</u>	<u>Tenant</u>	<u>Square Feet</u>
1	Opticians	900
2	Mediterranean Restaurant	938
3	Tax Service	1,200
4	Massage Salon	1,813
5	Parcel Plus Mail Shop	814
6	Smoking Shop	1,480
7	Donuts Store	1,184
8	Chinese Restaurant	1,480
9	Sports Bar	3,300
<b>10</b>	<b>Available</b>	<b>1,980</b>
11	Hair Salon	1,215
12 (part)	Mexican Restaurant	1,800
<b>12</b>	<b>Available</b>	<b>Divisible 1,500 to 11,000</b>
13	County Assisted Services	6,203
14	Beauty Supply Store	8,000
15	Raley's Supermarket	50,000
<b>16</b>	<b>Available</b>	<b>2,484</b>
<b>17</b>	<b>Available</b>	<b>2,244</b>
18	Martial Arts Studio	4,302
<b>19</b>	<b>Available</b>	<b>10,794 (Divisible)</b>
20	Pizza Restaurant	5,100
21	<u>Umpqua Bank</u>	<u>4,500</u>
	<b>TOTAL AVAILABLE</b>	<b>28,450 Sq. Ft. (+/-23%)</b>



# Anchor Grocer Profile



## Company Overview

*Founded in 1935, Raley's operates 121 stores in Northern California and Nevada under four banners: Raley's Supermarkets, Bel Air Markets, Nob Hill Foods and Food Source.*



**Industry:** [Retail](#) / [Grocery](#)

**Founded:** February 16, 1935; 82 years ago

**Placerville, California, U.S.**

**Headquarters:** [West Sacramento, California, U.S.](#)

**Number of locations:** 121 stores: 72 Raley's, 20 Bel Air, 20 Nob Hill Foods and 9 Food Source stores.

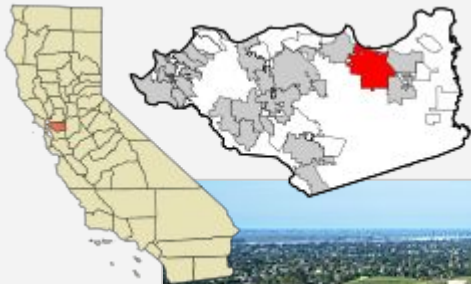
**Key people:** [James Teel](#) and [Joyce Raley Teel](#), Co-Chairs  
[Michael Teel](#), President & CEO

**Products:** Bakery, dairy, deli, frozen foods, gas, general grocery, meat, pharmacy, produce, seafood, snacks

**Revenue:** \$3.2 billion (2016)

**Number of employees:** 12,000

**Website:** [Official website](#)



**Antioch** is one of the oldest towns in California. In 1848, John Marsh, owner of Rancho Los Meganos, one of the largest ranches in California, built a landing on the San Joaquin River in what is now Antioch. **Today**, Antioch is a suburban community, with most adults working in larger cities toward Oakland and San Francisco. The town has seen an enormous amount of growth in the last 30 years, as the population of the Bay Area continues to grow, as affordable real estate prices have bought growing families to Antioch.

Source: Association of Bay Area Governments (ABAG) Projections 2005

	2000	2005	2010	2015	2020	2025	2030
<b>Total Population</b>	91,293	103,100	108,200	112,500	117,000	121,800	126,600
<b>Households</b>	29,656	33,660	35,580	36,920	38,480	40,310	41,940
<b>Mean Household Income (in 2000 \$)</b>	72,600	76,200	80,800	86,000	91,200	95,800	99,800
<b>Employed Residents</b>	42,779	44,960	49,540	53,300	57,150	61,130	65,410
<b>Total Jobs</b>	20,440	20,590	23,790	26,920	30,260	33,660	37,920





**Confidentiality Agreement Required  
For the Operational Data Package**

**Please Click [HERE](#) for the  
Confidentiality Agreement**