

SACRAMENTO AREA Investment Opportunity

1720 Prairie City Road, Folsom, California



\$4,200,000 | 6.79% Year 1 Cap Rate | ±21,515 Square Feet

HIGHLIGHTS:

- 1.5 Year Leases with Annual 3% Rental Increases
- NNN Lease Structure
- Minimal Management Responsibilities
- Desirable Folsom Location



For more information, please contact **Exclusive Agent:**

Brian McCarthy | *Senior Director* | +1 650 320 0244 | brian.mccarthy@cushwake.com | Lic# 00766816

Brad Martin | *Managing Director* | +1 650 320 0290 | brad.martin@cushwake.com | Lic# 00867650

Disclaimer and Confidentiality Statement.....	i
Property Description	1
Area Overview	7
Financial Analysis	11
Demographic	20

Confidentiality & Conditions

The information contained in this Investment Offering is confidential, furnished solely for the purpose of review by a prospective purchaser of 1720 Prairie City Road, Folsom, California (the “Property”) and is not to be used for any other purpose or made available to any other person without the expressed written consent of Cushman & Wakefield or Raksham, LLC, a California limited liability company (the “Owner”).

The material is based in part upon information supplied by Owner and in part upon information obtained by Cushman & Wakefield from sources it deems reasonably reliable. Summaries of any documents are not intended to be comprehensive or all inclusive but rather only an outline of some of the provisions contained therein. No warranty or representation, expressed or implied, is made by Owner, Cushman & Wakefield, or any of their respective affiliates, as to the accuracy or completeness of the information contained herein or any other written or oral communication transmitted to a prospective purchaser in the course of its evaluation of the Property. No legal liability is assumed or to be applied in connection with the information or such other communications. Without limiting the generality of the foregoing, the information shall not be deemed a representation of the state of affairs of the Property or constitute an indication that there has been no change in the business or affairs of the Property since the date of preparation of the information. Prospective purchasers should make their own projections and conclusions without reliance upon the materials contained herein and conduct their own independent 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 site.

This Investment Offering was prepared by Cushman & Wakefield and has been reviewed by Owner. It contains select information pertaining to the Property and does not purport to be all inclusive or to contain all of the information which a prospective purchaser may desire. All financial projections are provided for general reference purposes only and are based on assumptions relating to the general economy, competition and other factors beyond our control and, therefore, are subject to material change or variation. An opportunity to inspect the Property will be made available to qualified prospective purchasers.

In this Investment Offering, certain documents and other materials are described in summary form. The summaries do not purport to be complete nor, necessarily, completely accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to independently review all documents.

Owner and Cushman & Wakefield expressly reserve the right, at their sole and absolute discretion, to reject any or all expressions of interest or offer to purchase the Property and/or to terminate discussions with any party at any time without notice. Owner shall have no legal commitment or obligation to any interested party reviewing this Investment Offering or making an offer to purchase the Property unless a written agreement for the purchase of the Property has been fully executed and delivered by Owner and such party and any conditions to Owner’s obligations thereunder have been satisfied or waived and then only to the extent expressly provided for therein. Cushman & Wakefield is not authorized to make any representations or agreements on behalf of Owner.

This Investment Offering is the property of Cushman & Wakefield and may be used only by parties approved by Cushman & Wakefield and Owner. The Property is privately offered and, by accepting delivery of this Investment Offering, the party in possession hereof agrees (i) to return it to Cushman & Wakefield immediately upon request of Cushman & Wakefield or Owner and (ii) that this Investment Offering and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Investment Offering may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of Cushman & Wakefield and Owner.

The terms and conditions set forth above apply to this Investment Offering in its entirety.

Exclusive Agents:

Brian McCarthy

Senior Director - +1 650 320 0244 - brian.mccarthy@cushwake.com

Brad Martin -

Managing Director - +1 650 320 0290 - brad.martin@cushwake.com

Property Information

PROPERTY SUMMARY

Property Address:	1720 Prairie City Road
	Folsom, California
Building Size:	±21,515 Square Feet
Year Built:	2006
Assessor's Parcel Number:	072-3020-0005-0000
Zoning:	C-3
Parcel Size:	±1.73 Acres



LEASE SUMMARY

Tenant:	Trimble Navigation, Ltd. As successor in interest to Meridian Project Systems www.trimble.com
Lease Type:	NNN
Original Occupancy Date:	May 1, 2007
Third Amendment Commencement Date:	October 1, 2018
Lease Expiration Date:	September 30, 2020
Options to Extend:	One (1) Three (3) Year Option
Square Feet:	17,341
Monthly Rent:	See rent schedule on page 3.
Monthly Rent/SF:	\$1.10 NNN starting October 1, 2018
Annual Rent Increases:	3%
Parking:	4 per 1,000 Rentable Square Feet

Property Information

PROPERTY SUMMARY

Property Address:	1720 Prairie City Road
	Folsom, California
Building Size:	±21,515 Square Feet
Year Built:	2006
Assessor's Parcel Number:	072-3020-0005-0000
Zoning:	C-3
Parcel Size:	±1.73 Acres



LEASE SUMMARY

Tenant:	Runding Corporation
	www.runding.com
Lease Type:	NNN
Commencement Date:	October 1, 2018
Lease Expiration Date:	September 30, 2020
Options to Extend:	One (1) Three (3) Year Options
Square Feet:	4,174
Monthly Rent:	See rent schedule on following page.
Monthly Rent/SF:	\$1.12 NNN starting October 1, 2018
Annual Rent Increases:	3%
Parking:	4 per 1,000 Rentable Square Feet

Property Information

PRICING

Asking Price:	\$4,200,000
Price Per Foot:	\$195
Cap Rate:	6.79%
NOI:	\$285,051

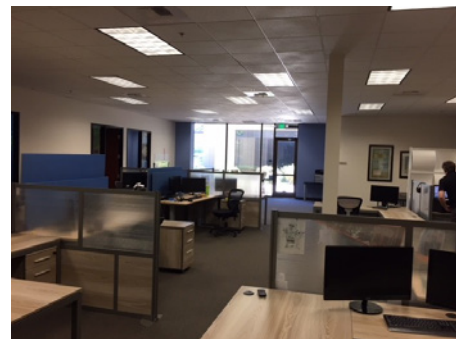
RENT SCHEDULE

Months	Monthly Rent PSF	Monthly Rent PSF	Annual Rent	Cap Rate
Trimble Navigation 17,341 SF				
Oct 1, 2018–Sept. 30, 2019	\$19,075.10	\$1.10	\$228,901.20	N/A
Oct 1, 2019–Sept. 30, 2020	\$19,595.33	\$1.13	\$235,143.96	N/A

Runding Corporation 4,174 SF				
Oct. 1, 2018–Sept. 30, 2019	\$4,679.12	\$1.12	\$56,149.44	N/A
Oct 1, 2019–Sept. 30, 2020	\$4,819.49	\$1.15	\$57,833.88	N/A

* 21,515 SF

Interior Photos

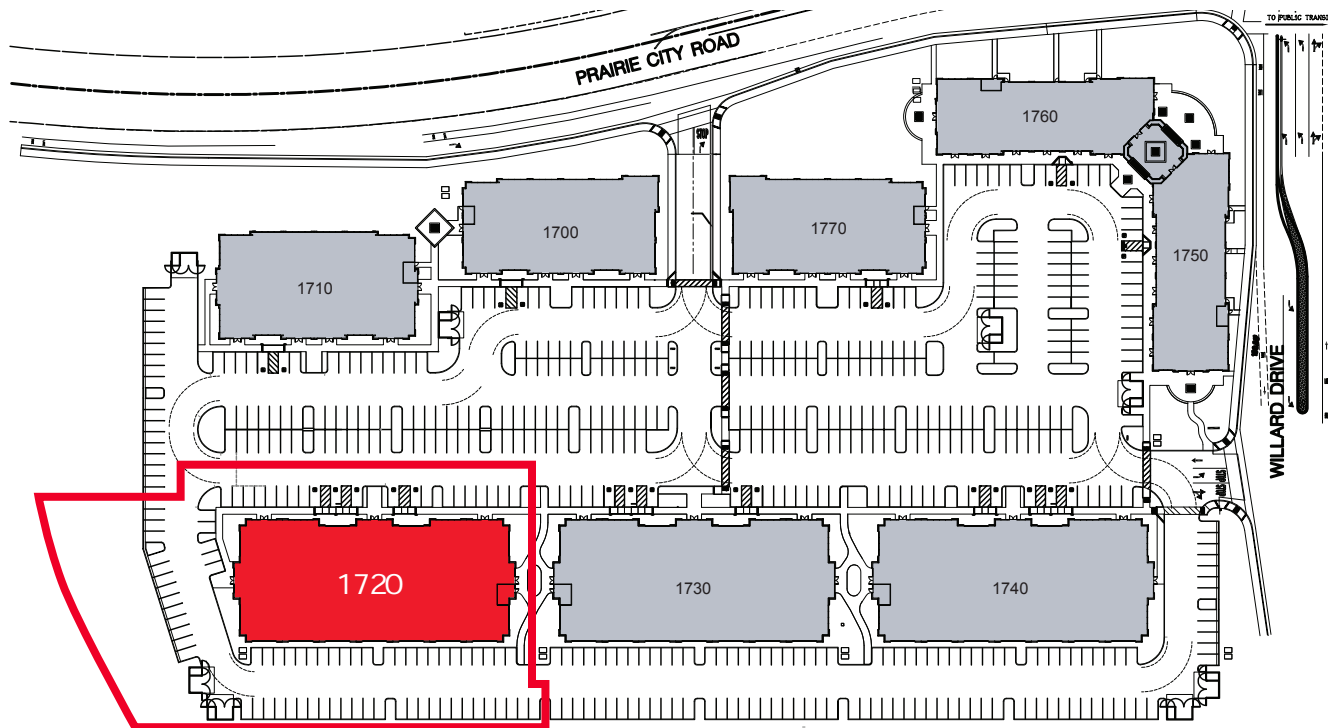


Floor Plan



- Common Area
- Trimble
- Runding

Site Plan



Aerial Map



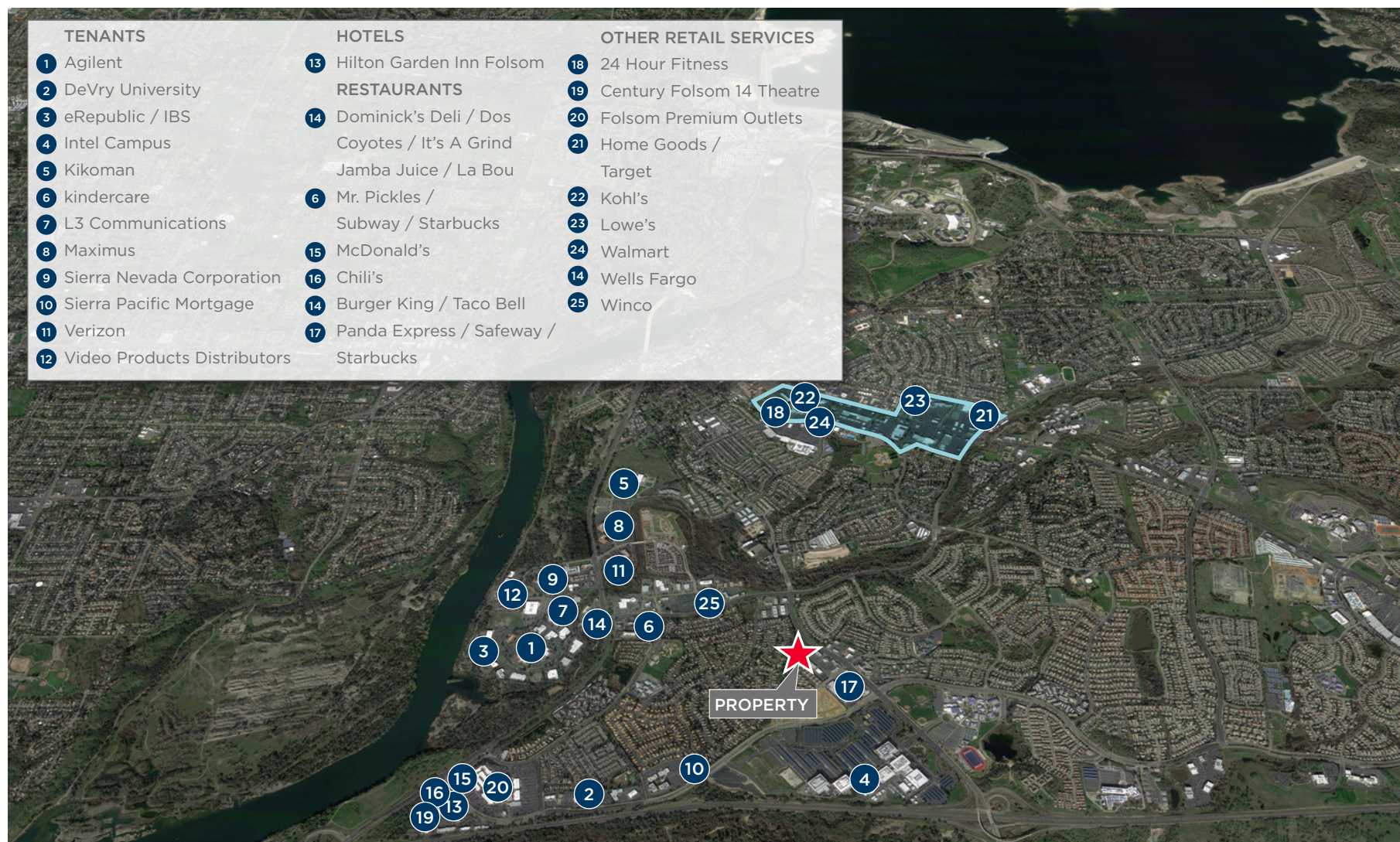


APN: 072-3020-0005-0000



8

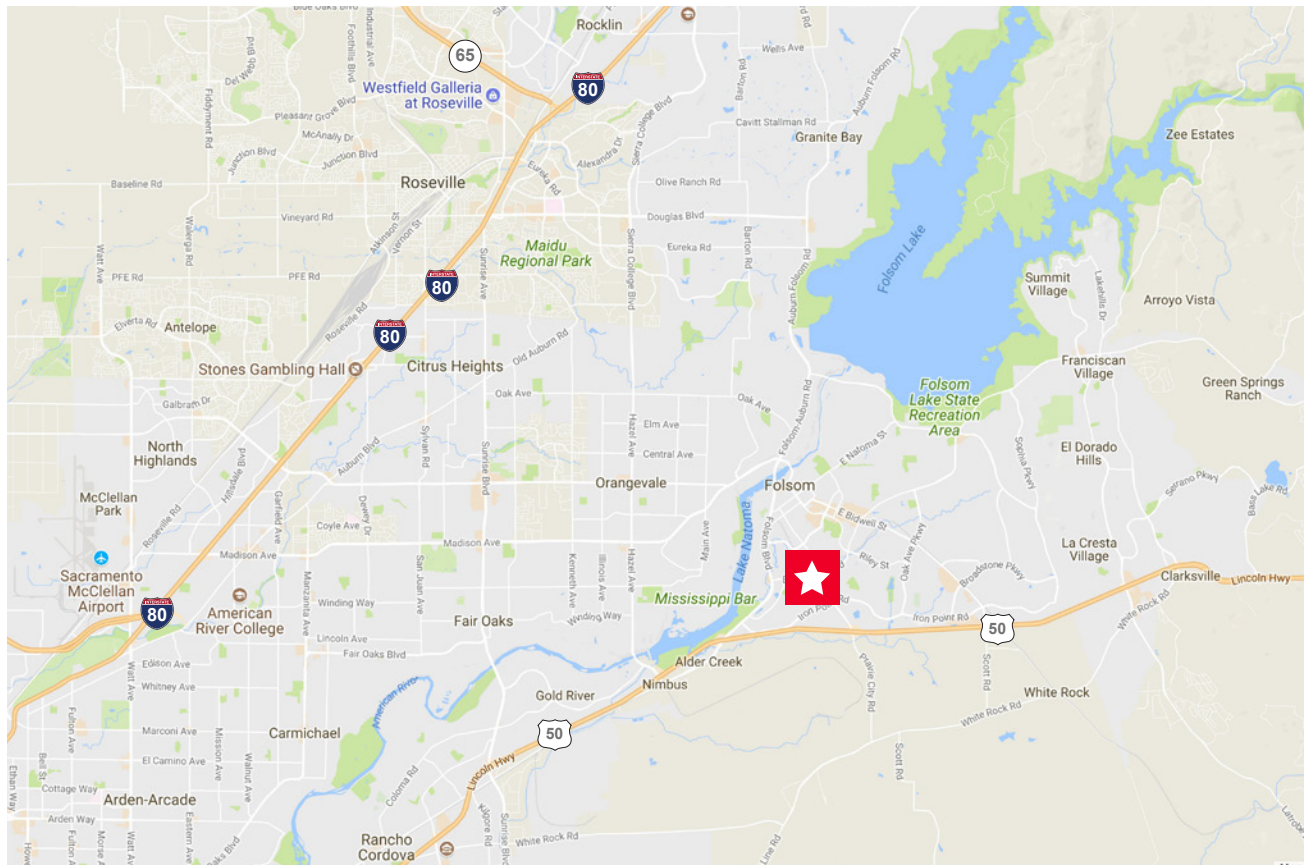
Amenities Map



Location Overview



Location Map



About the Tenant



Trimble (NASDAQ: TRMB) applies technology to make field and mobile workers in businesses and government significantly more productive. Solutions are focused on applications requiring position or location—including surveying, construction, agriculture, fleet and asset management, public safety and mapping. In addition to utilizing positioning technologies, such as GPS, lasers and optics, Trimble solutions may include software content specific to the needs of the user. Wireless technologies are utilized to deliver the solution to the user and to ensure a tight coupling of the field and the back office. Founded in 1978, Trimble is headquartered in Sunnyvale, Calif.

Trimble fiscal 2017 revenue was \$2.7 billion and was 12% higher than 2016 revenue. GAAP operating income was \$246 million, up 36% compared to 2016. GAAP net income was \$121.1 million.



Meridian Systems, a wholly-owned subsidiary of Trimble, is based in Folsom, California, and provides project and program management to Building Owners and Builders around the globe. Meridian's software solutions allow organizations that own, manage and construct the world's infrastructure to optimize the plan, build, and operate life-cycle. Meridian combines technology, industry expertise, services, and partners to deliver complete construction project control on infrastructure projects of any size. Meridian was established in 1993, and has over 150 employees worldwide.



Runding Corporation

Runding was founded in 2002 by a group of Architecture, Engineering, and Construction professionals to create solution channels in Europe. Over the years they built a team with extensive backgrounds in engineering, accounting, technology, construction and facilities to support the growing needs of our customers from Business and Technical Consulting, Implementations and Support, to creating a Development Team for custom products and comprehensive user interfaces. Services include Business Consulting, Technical Consulting, Implementations and Support Services.



Location Overview

DEMOGRAPHICS

The Sacramento Region is one of the fastest growing metropolitan areas in California with population growth attributed primarily to the migration of residents from other California and U.S. urban areas. The consistent growth of the Sacramento Region is attributed to its desirability as a great place to live and work, which offers a much lower cost of living than the San Francisco Bay Area, Los Angeles, and San Diego metropolitan areas. The Sacramento Region includes the 24th largest metropolitan statistical area in the United States, and the 4th largest metropolitan statistical area in California.

The Sacramento Region's population was over 2.4 million people in 2011 with over half of the population in Sacramento County. The region has seen tremendous growth over the past 10 years relative to the state and the nation. From 2000 to 2010, the region grew close to 18 percent compared to California's and the United States' respective growth rates of about 10 percent and 9 percent. Looking forward, the Sacramento Region's population is projected to increase by around 420,250 people to nearly 2.8 million residents by 2021.

BUSINESS CLIMATE AND WORKFORCE

With a unique and increasingly healthy mix of economic opportunities for companies and job seekers alike, the Sacramento Region has experienced strong population and steady job growth over the last few decades and is expected to outpace the national average by more than double over the next ten years. This growth is credit to the diversification and strength of the region's economic base—with a shift from primarily government employment to include private sector employment that now represents dynamic and expanding industries including high technology, life sciences, healthcare, and clean energy technology. In fact, the renewable energy and clean energy technology industries have been investing in the Sacramento Region at levels never seen before and an increasing number of national and international firms are choosing the Sacramento Region as their base of operations for the United States.

In addition to the Sacramento Region's strengths for traditional businesses, including lower costs, a positive business climate, and high quality of life, the region is seeing a new wave of technology companies moving to the area to take advantage of an entirely new set of competitive advantages. These advantages include strong educational and research institutions, location of the state capital, proximity to the San Francisco Bay Area, an emerging venture capital network, premier sites and facilities, and a qualified technical workforce.



EDUCATION

Higher education is available from a variety of institutions throughout the Sacramento Region, including two highly respected public universities, the California State University, Sacramento (Sacramento State) and the University of California, Davis (UC Davis). Additionally, the region is served by seven community colleges, numerous vocational and professional schools, private schools, and local campuses of colleges headquartered elsewhere in the nation. UC Davis is the largest four-year university in the Sacramento Region with approximately $\pm 36,000$ students in the fall term of 2010, followed by Sacramento State with approximately $\pm 30,000$ students. There are several community colleges in the area. These include but are not limited to Sacramento City College, Folsom Lake College, American River College and Consumnes River College.

TRANSPORTATION AND REGIONAL ACCESS

The Sacramento Region is centrally located with a highly developed transportation system consisting of interstate freeways, an international airport, a transcontinental railway system, a deep water port, and a public transportation system. Sacramento is located at the intersection of I-5 and I-80, the main arteries connecting the western United States.

HIGHWAYS

The Sacramento area is strongly served by a network of interstate freeways, highways, and state maintained roads. North and south bound traffic use I-5 and U.S. Highway 99. East and west bound traffic use I-80, Business-80 or the Capital City Freeway, and U.S. Highway 50. Its location at the key intersection of I-5 and I-80 makes Sacramento a natural hub for distribution and freight delivery throughout the western United States.

AIRPORTS

Sacramento is served by the Sacramento International Airport and three executive airports. Additionally, the Sacramento International Airport recently completed the largest capital improvement project in the history of Sacramento County in a \$1.03 billion terminal modernization project that included a new central terminal building, an automated tram system, parking garage, and hotel.

PUBLIC TRANSPORTATION

The Sacramento region, including its suburbs, are served by the Sacramento Regional Transit District, which ranks as the ninth busiest in the United States. Sacramento RT is a bus and light rail system. The light rail service has been expanded in recent years along the Highway 50 Corridor to serve daily passengers in the region as far east as the City of Folsom.

SACRAMENTO EMPLOYERS INFORMATION

The top five private sector Employers for the Sacramento Metro area according to the Sacramento Business Journal in 2017 were the following companies:

1. Sutter Health	16,275 Employees
2. Kaiser Permanente	16,244 Employees
3. Dignity Health	8,039 Employees
4. Intel Corporation	6,000 Employees
5. Raleys Inc.	5,244 Employees

The largest Employers overall in Sacramento County currently is the state of California with approximately $\pm 72,220$ employees. Other major Employers in Sacramento county include but not limited too are:

- The US Government
- Sacramento County
- Aerojet Rocketdyne Inc
- Apple Inc
- Delta Dental of California



For more information, please contact **Exclusive Agent:**

Brian McCarthy

Senior Director

+1 650 320 0244

brian.mccarthy@cushwake.com

Lic# 00766816

Brad Martin

Managing Director

+1 650 320 0290

brad.martin@cushwake.com

Lic# 00867650

1950 University Avenue, Suite 220
East Palo Alto, CA 94303

ph: +1 650 852 1200

fx: +1 650 856 1098

cushmanwakefield.com