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To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.
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Jones Lang LaSalle is pleased to offer a rare acquisition opportunity situated along iconic Ventura Boulevard in one of the most desirable trade areas in Southern California. The property extends approximately 185 feet along Ventura Blvd. with an adjacent vast parking field, providing a ratio of 6.13/1,000, virtually unattainable in this market. After more than 70 years of continuous ownership the asset is poised for redevelopment/repositioning.

**INVESTMENT SUMMARY**

- **Offering Price:** $9,513,504.00
- **Price/SF Land:** $130.00

<table>
<thead>
<tr>
<th>Address</th>
<th>17017-17031 Ventura Blvd</th>
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<tbody>
<tr>
<td></td>
<td>Encino, CA 91436</td>
</tr>
<tr>
<td>Submarket</td>
<td>San Fernando Valley</td>
</tr>
<tr>
<td>Year Built</td>
<td>1953</td>
</tr>
<tr>
<td>Site Area</td>
<td>1.68 Acres</td>
</tr>
<tr>
<td>Net Rentable Area</td>
<td>25,343 SF</td>
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<tr>
<td>Parking</td>
<td>155 spaces or 6.13/1,000</td>
</tr>
<tr>
<td>Percent Leased</td>
<td>39.46%</td>
</tr>
<tr>
<td>Ownership</td>
<td>Fee Simple</td>
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INVESTMENT HIGHLIGHTS

REDEVELOPMENT / REPOSITIONING OPPORTUNITY
A portion of the property is zoned C4, potentially allowing mixed use development at a 1.5 FAR, with an adjacent parking lot providing a ratio of 6.13/1,000, unparalleled in this market.

PROMINENT RETAIL CORRIDOR
Irreplaceable frontage and visibility to over 40,000 CPD along Ventura Blvd. Close proximity to major retail cluster to the west of the site including Bed Bath & Beyond, Michaels, Pier Imports, and Smart & Final.

STRONG TRADE AREA DEMOGRAPHICS
Encino is home to a rare mix of affluence and density, unique in southern California cities, with average household incomes exceeding $150,000 within 1 mile of the site and nearly 150,000 people within 3 miles.

MULTIPLE INVESTMENT STRATEGIES
Create value by re-tenanting the existing vacancy and increasing the well below market Big 5 lease to fair market value in 2020 when the lease expires. Additionally, the extremely rare large parking field allows for maximum flexibility when repositioning the asset.
## RENT ROLL

<table>
<thead>
<tr>
<th>TENANT INFO</th>
<th>LEASE TERMS</th>
<th>RENT SCHEDULE</th>
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<tbody>
<tr>
<td>Tenant Name</td>
<td>Lease Start</td>
<td>Monthly Base Rent</td>
</tr>
<tr>
<td>Big 5</td>
<td>11/24/1996</td>
<td>$15,711.25</td>
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<tr>
<td>Vacant</td>
<td>1/31/2020</td>
<td>$18,85</td>
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<td></td>
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<tr>
<th>Size (SF)</th>
<th>% GLA</th>
<th>Lease Type</th>
<th>$/SF</th>
<th>Total</th>
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<tr>
<td>10,000</td>
<td>39.46%</td>
<td>NNN</td>
<td>$18.85</td>
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</tr>
<tr>
<td>±15,343¹</td>
<td>60.54%</td>
<td></td>
<td></td>
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</tr>
</tbody>
</table>

| TOTAL     |       |       |       |       |

*Includes mezzanine and basement

¹Approximate
PROPERTY OVERVIEW

LOCATION: 17017-17031 Ventura Blvd, Encino, CA 91436
BUILDING AREA: 25,343 SF
LOT SIZE: 1.68 acres
OCCUPANCY: 36.46%
ZONING:
- Retail: LA-C4
- Parking Area: LA-P1
ACCESS AND FRONTAGE: 185 ft on Ventura Blvd
Parking access points at both Genesta Ave and Amestoy Ave
YEAR BUILT: 1953

APN:
Parcels 2258-015-020, 2258-015-021, and 2258-015-022 front Ventura Blvd, and are zoned LA C-4, permitting commercial or mixed-use development with R4 standards (1 unit for every 400 SF of lot area), with 1.50 maximum FAR, 30 foot height limit. Parcels 2258-015-014, 2258-015-015, 2258-015-016, and 2258-014-001 are zone P-1, permitting parking.

SPECIFIC PLAN OVERVIEW

Both the zoning and specific plan uses allow commercial or mixed-use development on the retail parcels of the property. For purposes of adhering to the specific plan requirements, a mixed-use project is defined as a project that combines office or other commercial uses with a residential use with at least 25% of the total project floor area as residential and at least 33% of the total project floor area as commercial.
NOTABLE PROJECTS

1. Encino Courtyard  
   17401 Ventura Blvd
2. Encino Town Center  
   17200 Ventura Blvd
3. Plaza De Oro  
   17130 Ventura Blvd
4. Legado Encino  
   16710 Ventura Blvd
5. Avalon Encino  
   16350 Ventura Blvd
6. Untitled Mixed Use Project  
   16300 Ventura Blvd
7. Encino Marketplace  
   16325 Ventura Blvd
8. Encino Place  
   16101 Ventura Blvd
9. Serrano Encino  
   16100 Ventura Blvd
NOTABLE PROJECTS

1. Encino Courtyard
   17401 Ventura Blvd
   Encino Courtyard is a multi level shopping center anchored by LA Fitness and Bed Bath & Beyond. The center features an assortment of high end restaurants and shops. Other notable tenants include Western Bagel, Weight Watchers and 1-800 Flowers.

2. Encino Town Center
   17200 Ventura Blvd
   Encino Town Center is located at the central retail hub of Encino, also known as the Encino Commons. The shopping center is a collection of eateries and shops, as well as a movie theater with a diverse mix of shopping, dining, and entertainment options. Notable tenants include; Pier 1 Imports, Michaels, Laemmle’s Town Center 5, Wells Fargo Bank, Philly’s Best, Yogurtland, Pieology, Sports Clips, Daphne’s and The Habit Burger Grill.

3. Plaza De Oro
   17130 Ventura Blvd
   Plaza De Oro is located at the heart of Encino and is amongst the diverse mix of shops, restaurants and entertainment options within the Encino Commons collection. Notable tenants include Verizon Wireless, Menchies Frozen Yogurt, Core Power Yoga, and H&R Block.

4. Legado Encino
   16710 Ventura Blvd
   Legado Encino is a mixed use project consisting of 125 luxury residential units and approximately 15,000 SF of street retail.
NOTABLE PROJECTS

5. Avalon Encino
   16350 Ventura Blvd

Avalon Encino is a mixed use project consisting of luxury apartments and a strong mix of street retail and restaurants. Tenants include; Rosti Tuscan Kitchen, The Massage Place, The UPS Store, Jersey Mikes Subs, Color Me Mine and Chipotle Mexican Grill.

6. Untitled Mixed Use Project
   16300 Ventura Blvd

New mixed use development project replacing the Encino Center Car Wash, adjacent to Avalon Encino. The project will consist of approximately 49 luxury apartment units above 8,500 square feet of street retail.

7. Encino Marketplace
   16325 Ventura Blvd

Encino Marketplace is Caruso affiliated’s first major project. National credit tenants including CVS, Ralphs, FedEx Office, Starbucks, Jamba Juice, Chase Bank, TD Ameritrade and Planet Beauty. The property also includes Trattoria Farfalla, an upscale Italian restaurant.

8. Encino Place
   16101 Ventura Blvd

Encino Place is a multi level shopping center that features a dynamic mix of tenants including a variety of restaurants, fitness, daily needs, fashion boutiques and medical related businesses. Notable tenants include; Coffee Bean, California Pizza Kitchen, Massage Envy, Gymboree, Larsens Steakhouse and Salad Bar.
Serrano Encino
16100 Ventura Blvd

Serrano Encino is a mixed use project featuring luxury apartments and a street level Walgreens. Other tenants amongst the project include Scottrade and Du-par’s restaurant.
Encino, CA: A Retail Foothold for the San Fernando Valley

Encino, CA is an affluent neighborhood of Los Angeles within the San Fernando Valley. Incomes are high relative to Los Angeles County, with jobs primarily in healthcare. A high percentage of Encino residents have a four-year degree (approximately half), and the percentage of those with post-graduate degrees is also above average for Los Angeles. Encino is considered a tourist location due to its various attractions, including the Los Encinos State Historic Park, and its iconic events, including the Encino Open Gold Classic, West Valley Small Business Expo, and the Taste of Encino.

2014 POPULATION & INCOME

1 Mile Radius
Population – 12,630
Avg. household income - $156,422

2 Mile Radius:
Population – 20,243
Avg. household income - $121,759

3 Mile Radius
Population – 144,540
Avg. household income - $107,560