

# HIGHLAND CENTER

1673-1709 E. HIGHLAND AVE | SAN BERNARDINO, CA 92404

David Rich BRE#00952850





### SALE OVERVIEW

SALE PRICE:	\$2,595,000
CAP RATE:	7.22%
NOI:	\$187,345
BUILDING SIZE:	23,423 SF
YEAR BUILT:	1958
RENOVATED:	2016

### PROPERTY DESCRIPTION

Highland Center is a 23,423 multi-tenant retail center located on Highland Ave in northeast San Bernardino, CA. Located in California's Inland Empire, San Bernardino is part of one of the fastest growing metropolitan areas in the county. The retail center is comprised of 2 buildings located on 1.293 acres of land. The project is offered at a price of \$2,595,000 [\$110/SF] which equates to a current 7.22% CAP rate and a projected Cap rate of 8.44%. The project offers the investor an opportunity to purchase a well located strip center with strong potential for rental growth.

Value Added Opportunity – Highland Center is currently at an average monthly rental rate of below \$1.00 per square foot. There is tremendous upside to an investor to capitalize on the below market rents at the center.

Centrally Located – The property is centrally located on Highland Avenue, which serves as a major retail corridor through the city. With its close proximity to the 210 Freeway, national retailers and residential community, Highland Center is ideally situated in an ever growing San Bernardino marketplace.

Strong Visibility & Parking – The center sits directly on the busy Highland Avenue with 100% street frontage. With the center's great visibility, it provides easy access in and out onto Highland Avenue and has plenty of parking for its many customers.



# Complete Highlights

## PROPERTY HIGHLIGHTS

- Only \$110/SF; Below replacement cost
- Multi Tenant Retail Center
- Long Term Tenants with recent extensions
- Approximately \$300,000 in TI's and Capital Improvements
- New Reflective Roof (2013) with 10 year warranty
- Majority newer AC Units
- National Anchor Tenants
- New lights & Signage
- Newly Painted Building
- Vacant Units Vanilla Shelled with security bars
- 84% OCCUPIED\*
- Approximately 23,500 SF
- 16 Camera Surveillance System
- 100% Street Frontage
- Upside in Rents
- Growing Economy!
- New Slurry Coated Parking Lot
- On Highland- One of the busiest streets in San Bernardino
- Daily traffic count- 23,456
- Great visibility- surrounded by national & regional centers



# Rent Roll

Building: ELMWOOD PLAZA		Master Rent Roll				By Floor/Unit	
						As of: 04-Jan-18	
Floor/Unit	Tenant Name	Move In Date	Lease Start	Charge	Amount	Annual	
		Move Out Date	Lease End				Rate
1	1673	*** Vacant *** Since 30-Apr-17		Expected Rent:	\$973.50	\$9.00	
1	1675	NATALIA A. PUGALOVA (All About Pets)	29-Jun-2015 01-Jul-2019 30-Jun-2022	Rent	\$632.00	\$6.87	
				COMMON AREA MAINTENANCE	\$386.40	\$4.20	
				* Tenant Total *	\$1,018.40	\$11.07	
1	1677	TOWN & COUNTRY DRY CLEANING	01-May-2011 01-May-2011 31-Jul-2021	Rent	\$1,468.78	\$11.60	
				COMMON AREA MAINTENANCE	\$454.00	\$3.58	
				* Tenant Total *	\$1,922.78	\$15.18	
1	1689	SULTAN FINANCIAL CORP. (AARONS)	01-Dec-2016 01-Dec-2016 30-Jun-2023	Rent	\$5,548.80	\$9.60	
				COMMON AREA MAINTENANCE	\$1,734.00	\$3.00	
				* Tenant Total *	\$7,282.80	\$12.60	
1	1701	DISTRIBUTION WIRELESS, LLC (Criket Wirel	15-Nov-2016 15-Nov-2016 14-Nov-2019	Rent	\$1,619.68	\$10.51	
				COMMON AREA MAINTENANCE	\$647.50	\$4.20	
				* Tenant Total *	\$2,267.18	\$14.71	
1	1703	CRYSTAL APARICIO	01-Dec-2012 29-Feb-2016 28-Feb-2021	Rent	\$1,229.80	\$13.20	
				COMMON AREA MAINTENANCE	\$333.00	\$3.57	
				* Tenant Total *	\$1,562.80	\$16.77	
1	1705	ABEL GUADARRAMA	25-Apr-2017 25-Apr-2017 24-Apr-2019	Rent	\$1,750.00	\$9.30	
		Eviction in Process		* Tenant Total *	\$1,750.00	\$9.30	
1	1707	PANAMERICANA INCOME TAX	01-Jan-2014 01-Jan-2019 31-Dec-2023	Rent	\$919.17	\$10.00	



Building: ELMWOOD PLAZA		Master Rent Roll			By Floor/Unit As of: 04-Jan-18	
Floor/Unit	Tenant Name	Move In Date	Lease Start	Charge	Amount	Annual
		Move Out Date	Lease End			Rate
				COMMON AREA MAINTENANCE	\$330.00	\$3.59
				* Tenant Total *	\$1,249.17	\$13.59
1	1689-A	CHECK INTO CASH	01-Nov-1997	01-Nov-2015		
				31-Oct-2018		
				Negotiating Renewal	Rent	\$1,776.06 \$17.16
				COMMON AREA MAINTENANCE	\$371.00	\$3.58
				* Tenant Total *	\$2,147.06	\$20.74
1	1689-B	Mahmoud Hemood	01-Nov-2015	01-Nov-2016		
				31-Oct-2018		
				Negotiating Renewal	Rent	\$1,124.76 \$11.46
				COMMON AREA MAINTENANCE	\$412.30	\$4.20
				* Tenant Total *	\$1,537.06	\$15.66
1	1709-A	Options for Youth	01-Jun-2017	01-Jun-2017		
				31-Oct-2018		
					Rent	\$3,505.00 \$13.80
				COMMON AREA MAINTENANCE	\$1,066.80	\$4.20
				* Tenant Total *	\$4,571.80	\$18.00
1	Storage	CHRIS ANTIGNOLO	01-Jan-2017	01-Jan-2017		
				28-Feb-2018		
				In process of Renewal	Rent	\$900.00 \$14.06
				* Tenant Total *	\$900.00	\$14.06
**** Totals for Building: ELMWOOD PLAZA						

# Financial Summary

## PROPERTY SPECIFICATION

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Price	\$2,595,000
Price per SF	\$110.00
Rentable Area	23,432
Year Built	1958/1986
APN	0273-282-20-0000

## CURRENT OPERATING INFORMATION

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Gross Scheduled Income	\$209,038
CAM/ Expense Reimbursement Income	\$63,597
Total Income	\$272,635
Operating Expenses	[\$85,290]
Net Operating Income	\$187,345
CAP Rate	7.22%

## PRO-FORMA

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Gross Scheduled Income	\$267,528
CAM/Expense Reimbursement Income	\$86,827
Less Expense	[\$35,435]
Total Income	\$318,920
Less Expenses	[\$99,823]
Net Operating Income	\$219,097
CAP Rate	8.44%

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# Assigned Lender & Loan Quote



## Preliminary Loan Quote

*Here is a preliminary loan quote for purchase financing for the Highland Center property located in San Bernardino, CA as follows:*

Est Loan Amount \$1,950,000

Max LTV 70%

Min DSCR 1.25

5-year Fixed Rate 4.470%

30-Year Amortization

10-Year term

No Prepayment Penalty

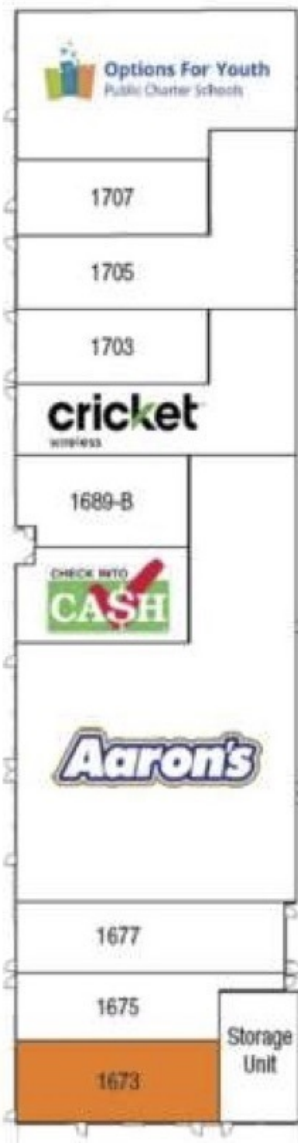
Origination Fee 1.00%

Good Faith Deposit \$7,500

Richard J. Knorr  
Director Capital Markets  
Marcus & Millichap Capital  
Corporation  
3281 East Guasti Road, Suite 800  
Ontario, CA 91761  
(909) 456-3496 direct  
(760) 445-5766 cell  
(909) 456-3410 fax  
richard.knorr@marcusmillichap.com



# Site Plan

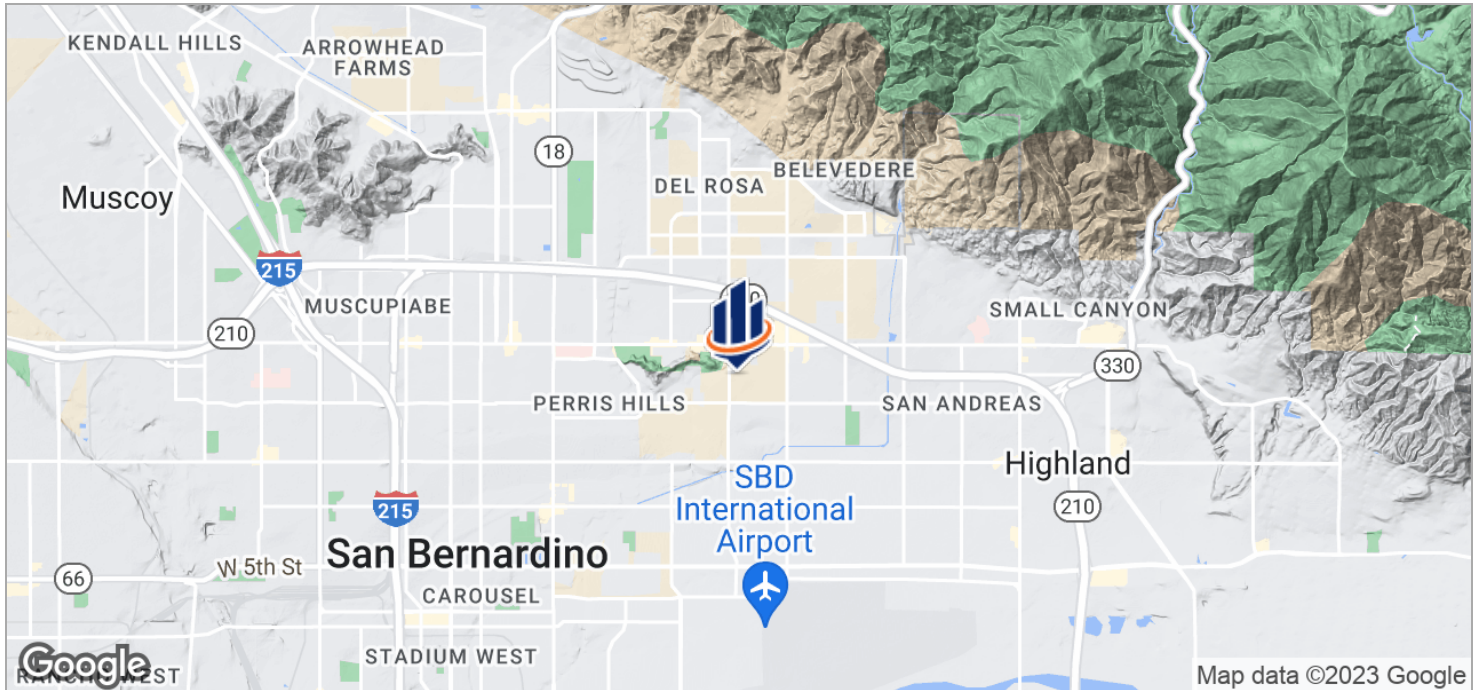


## LOCATION DESCRIPTION

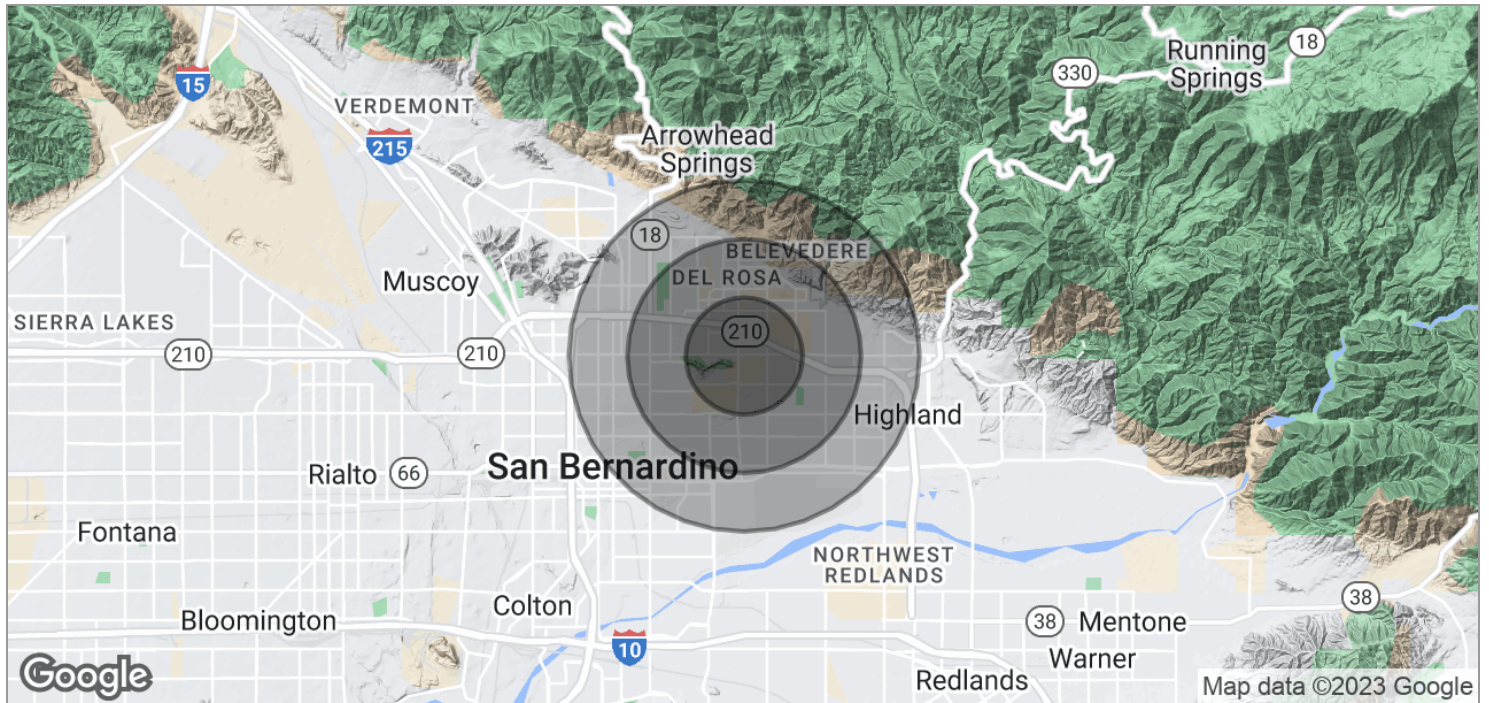
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# Location Maps



# Demographics Map



## POPULATION

	1 MILE	2 MILES	3 MILES
TOTAL POPULATION	25,276	78,853	139,815
MEDIAN AGE	25.6	27.3	28.1
MEDIAN AGE (MALE)	23.2	25.6	26.7
MEDIAN AGE (FEMALE)	27.9	29.4	29.7

## HOUSEHOLDS & INCOME

	1 MILE	2 MILES	3 MILES
TOTAL HOUSEHOLDS	7,211	21,965	39,121
# OF PERSONS PER HH	3.5	3.6	3.6
AVERAGE HH INCOME	\$38,281	\$46,909	\$47,914
AVERAGE HOUSE VALUE	\$262,325	\$275,455	\$273,371



# Additional Photos



# Advisor Contacts



Highland Center is Exclusively Co Listed with Marcus& Millichap

## Dan Newman

SENIOR ADVISOR

BRE #01304677

- Phone: 818-876-9619
- Cell: 818-917-9033
- Email: dan.newman@svn.com



## Lidia Talavera

SENIOR ADVISOR

- Phone: 909-456-3400
- Cell: 909-762-5489
- Email: Lidia.talavera@marcusmillichap.com

Marcus & Millichap





# DISCLAIMER

HIGHLAND CENTER | 23,423 SF | SAN BERNARDINO, CA

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