



YORBA LINDA COMMERCE CENTER

PRIME MULTI-TENANT INDUSTRIAL PARK

Yorba Linda, CA



YorbaLindaCommerceCenter.com

**Ashwill
Associates**
COMMERCIAL REAL ESTATE

CONFIDENTIALITY & DISCLAIMER

This confidential Offering Memorandum ("Memorandum") is provided under the terms set forth in the Confidentiality Agreement, which must be signed by you, either in person or electronically ("Agreement"). This Memorandum is intended solely to assist you in evaluating a potential acquisition of the property at the address listed above ("Property"). Any other use or disclosure of this Memorandum to third parties is strictly prohibited without prior written consent from the "Owner" or the Broker.

The information in this Memorandum has been compiled by the Broker based on data provided by the Owner and other reliable sources. While it includes selected details about the Property and market conditions, it may not encompass all the information needed for a comprehensive evaluation of the acquisition opportunity. Financial estimates and other data provided (or available in any additional "Evaluation Material," including those transmitted electronically by the Broker) are intended for general reference purposes only. These projections are based on various assumptions about the market and economic conditions, which can change over time, and therefore actual results may differ significantly. The provided summaries are intended for convenience and do not represent exhaustive statements of the terms or detailed analyses.

Although the information in this Memorandum and any related materials is believed to be accurate, neither the Broker nor the Owner guarantees its completeness or accuracy. As the Property will be sold in its current condition ("As-Is, Where-Is"), potential buyers are encouraged to perform their own independent investigations, analyses, and evaluations of the Property, without relying solely on this Memorandum or any other materials provided. Additional documents, such as engineering reports or environmental studies, may be available to qualified buyers, but all purchasers should consult with their own legal, financial, and professional advisors.

The Owner reserves the right to withdraw from any discussions, reject any offers, or terminate any negotiations at any time, with or without notice. No legal obligations will arise for the Owner unless a formal written purchase agreement has been executed and all conditions to the Owner's obligations have been fully satisfied or waived.

The Broker is exclusively representing the Owner in this sale and will be compensated according to a separate agreement with the Owner. The Broker is not authorized to make any binding representations or agreements on behalf of the Owner. Each prospective buyer is responsible for their actions and any costs or damages arising from their engagement with this process or those of their representatives.

This Memorandum is the exclusive property of the Owner and Broker and is provided solely for the intended recipient's use. Reproduction or distribution of any part of this document to any person without the express permission of the Owner and Broker is strictly prohibited, except as allowed by the Confidentiality Agreement.



TABLE OF CONTENTS

EXECUTIVE OVERVIEW	4
PROPERTY SUMMARY	5
CAPITAL IMPROVEMENTS COMPLETED	6
RENTAL UPSIDE & VALUE GROWTH	7
PROJECT UPSIDE & LONG-TERM OPTIONALITY	8
SITE SUMMARY	9
SITE PLAN	10
TYPICAL LEASE STRUCTURE	11
REGIONAL MAP	13
PROPERTY PHOTO	14
10 YEAR CASH FLOW ANALYSIS	15
AERIAL PHOTOS	18
DEMOGRAPHIC ORANGE OVERVIEW	19
YORBA LINDA OVERVIEW	21
TWILIGHT PHOTOS	22
CONTACT INFORMATION	23

Executive Overview

The Yorba Linda Commerce Center is a premier multi-tenant industrial park located in the affluent North Orange County submarket of Yorba Linda, California. Spanning 14 buildings across a large, contiguous site, the project offers investors scale, stability, and long-term growth in one of the most supply-constrained industrial markets in the country.

The property has maintained an average historical occupancy of ~99%, reflecting the strength of tenant demand in this highly desirable infill location. Its diverse tenant base, composed of small and mid-sized users across multiple industries, provides resilient cash flow while minimizing reliance on any single sector. With all tenants on landlord-favorable AIR lease agreements, ownership benefits from consistent rent collection and reliable operating performance.

Constructed with durable concrete tilt-up construction and enhanced through recent capital improvements, the Commerce Center offers institutional-quality physical plant and operations. New roofs, upgraded HVAC systems, repaved parking, fresh exterior paint, and LED lighting reduce near-term capital exposure while ensuring long-term functionality. These improvements, combined with consistent professional management, position the park as a low-maintenance, income-generating investment.

The property's location within Yorba Linda further enhances its appeal. Known as one of the most affluent cities in Orange County, Yorba Linda combines strong demographics, high household incomes, and a highly skilled labor pool. Its strategic position provides immediate access to major freeways, ports, and airports, making it a highly attractive hub for distribution, manufacturing, and service-oriented tenants.

Orange County itself remains one of the most dynamic industrial markets in the United States. Characterized by extremely limited supply, strict development constraints, and near-zero vacancy, the region consistently outperforms on rental rate growth and asset appreciation. As tenants compete for space in this environment, properties like the Yorba Linda Commerce Center are uniquely positioned to deliver both immediate stability and meaningful long-term upside.

In summary, the Yorba Linda Commerce Center represents a rare institutional-quality industrial park that combines stable income, minimal near-term capital needs, and strong embedded growth potential within one of Southern California's most resilient and desirable markets.

Project Summary

Building Type:	Multi-Tenant Industrial Park
Total Square Feet:	279,229 sq. ft.
Lot Size:	16.49 acres
Target Aquisitions Price:	\$80,976,410 (\$290 PSF)
Number of Parcels:	two (2)
Number of Units:	83
Number of Buildings:	14
Year Built:	1987 - 1989
Historical Occupancy	99% - 100%

YorbaLindaCommerceCenter.com

Capital Improvements Completed

- Parking Lot Repaving – 2025
- New Roofs – 2024
- Exterior Painting (all buildings) – 2024
- Parking Lot Renovation – 2025
- Exterior LED Lighting – 2021
- HVAC Upgrades – 2016-2025
- Landscaping – 2017



Rental Upside & Value Growth

The Yorba Linda Commerce Center is well-positioned to capture meaningful near-term income growth through rent resets, lease restructuring, and optimized operating efficiencies. With industrial vacancy in Yorba Linda at approximately 1%, tenant demand far exceeds available supply, creating a strong environment for repositioning. Ownership has a clear path to increasing revenue while maintaining tenant appeal.

Key Drivers of Rental Upside

- **Legacy Rent Opportunity**

- Several tenants are currently paying below-market rents.
- Immediate mark-to-market potential as leases roll.

- **Lease Rollover Timing**

- All leases expire within the next three years.
- Provides ownership with the ability to reset rents to current market levels.
- Flexibility to implement new reimbursement structures.

- **Dual-Park Structure**

- North Parcel (larger units): Transition to NNN leases or maintain gross leases. Both are suitable with market norms, allowing expense recovery from tenants.
- South Parcel (smaller suites): Maintain industrial gross leases, maximizing tenant demand and competitiveness.
- This strategy balances tenant appeal with improved NOI performance.

- **Strong Market Fundamentals**

- Industrial vacancy in Yorba Linda is ~1%.
- Limited supply of industrial-zoned land across Orange County.
- Tenants face high barriers to relocation, further strengthening retention and pricing power.

Result:

Through mark-to-market rent adjustments, NNN lease conversion, and strategic lease rollover management, the Yorba Linda Commerce Center offers a clear pathway to significant near-term NOI growth and substantial value appreciation.

Project Upside & Long-Term Optionality

The Yorba Linda Commerce Center not only provides stable in-place income and near-term rental growth, but it also offers rare long-term optionality that significantly enhances its investment profile. Situated on 16.49 contiguous, nearly rectangular acres, the property's scale and configuration create unique opportunities for alternative strategies beyond its current use as a multi-tenant industrial park.

Industrial Condo Conversion Opportunity

Growing demand from small business owners and private investors to own rather than lease industrial space has fueled strong absorption of industrial condominiums throughout Orange County. The Commerce Center's existing 83-unit layout is ideally suited for such a strategy, allowing a future owner to:

- Subdivide and sell units on a per-square-foot basis at premium pricing.
- Capture resale value far in excess of the property's bulk investment value.
- Leverage Yorba Linda's affluent, entrepreneurial base that actively seeks ownership opportunities.

Residential Redevelopment Potential

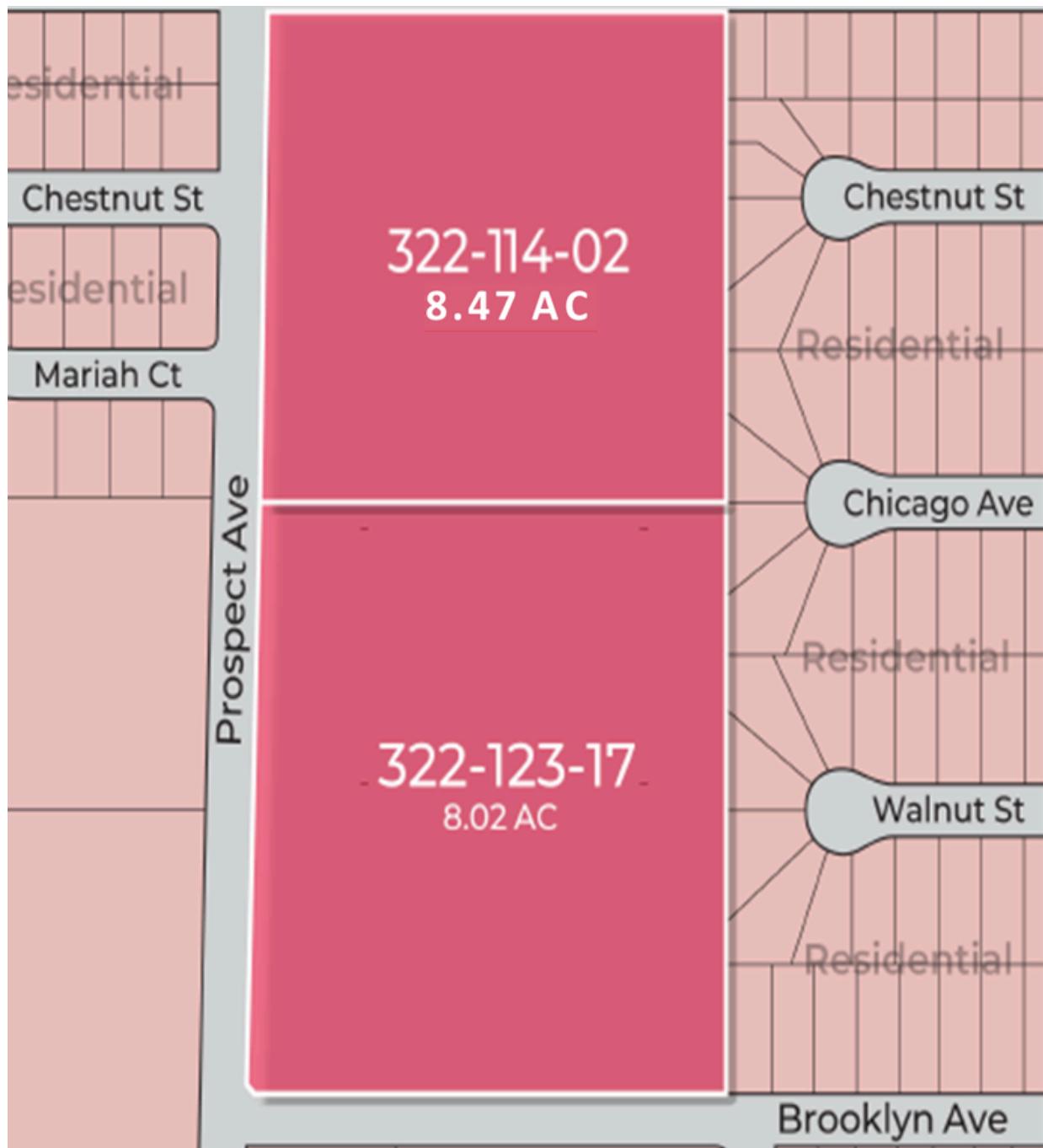
The property's infill location, surrounded by established residential neighborhoods, presents a second long-term strategy: residential redevelopment. Yorba Linda consistently ranks among Orange County's most affluent and desirable communities, offering:

- A median home value of ~\$1.4 million, among the highest in the region.
- Top-rated schools, family-oriented neighborhoods, and exceptional quality of life.
- A chronic housing supply shortage, with limited opportunities for large-scale new development.

Together, these fundamentals create a compelling case for future conversion of the site into a for-sale residential community or other housing product, unlocking a different but equally valuable exit strategy for ownership.

Result:

Today, the Yorba Linda Commerce Center functions as a stable, cash-flowing industrial asset with embedded NOI growth. Over the long term, its site size, shape, and location provide unparalleled optionality — from industrial condo sell-off to residential redevelopment — ensuring multiple pathways to outsized value creation.



SITE SUMMARY

Project:	Yorba Linda Commerce Center	# of Units	83
Construction:	Concrete Tilt-Up	Occupancy:	100%
# of Buildings:	14	Sub Market:	North Orange County
Lot Size:	8.47 acres and 8.02 acres	APN:	322-114-02 & 322-123-17



North Parcel 3700-3860 Prospect

# of Units:	10
Total Bldg Square Feet:	140,434
Warehouse Heights:	17'-20'
Ground Level Doors:	18 (12'x14')
Dock High Doors:	6 Truckwell Loading Positions
Power per Unit:	200-800 Amps
Fire Sprinklers:	Yes

South Parcel 3890-3960 Prospect

# of Units:	73
Total Bldg Square Feet:	138,795
Warehouse Heights:	14'
Ground Level Doors:	73 (12'x12')
Dock High Doors:	None
Power:	100 Amps per Unit
Fire Sprinklers:	No

TYPICAL LEASE STRUCTURE

NEW AND RENEWALS

Term:	3 years
Lease Type:	AIR CRE Standard Multi-Tenant Gross
Rate PSF:	North Parcel: \$1.65 - \$1.72 psf (new leases & lease renewals range) South Parcel: \$1.72 - \$1.79 psf (new leases & lease renewal range)
Annual Increases:	Four Percent (4%)
CAM REimbursements:	North Parcel: \$250 per month South Parcel: \$200 per month
Rent Abatement & Options:	None
Uses:	Clean Uses (no wood working, auto, granite)
Security Deposit:	Equal to Last Month's Base Rent
Tenant Improvements:	None
Insurance Requirements:	\$1M per Occupance & \$2M Aggregate Lessor named as additional insured
Signage:	Uniform with Project
Parking:	3:1
Rent Collection:	100%;
Lessor Warranties:	HVAC 6-months & 30 days for remaining systems from Start Date
Vetting Processes:	Use, financials, credit history
Phone & Internet Providers:	AT&T and Spectrum
Electrical:	SoCal Edison - Paid Tenant
Water and Trash:	Yorba Linda - Paid by Landlord

REGIONAL MAP

12



TO LOS ANGELES
INT. AIRPORT (LAX)



TO JOHN WAYNE



TO LONG BEACH AIRPORT (LGB)



TO ONTARIO INT.
AIRPORT (ONT)



TO THE PORTS OF
LOS ANGELES AND
LONG BEACH

32
MILES

17
MILES

24
MILES

24
MILES









ORANGE COUNTY AT A GLANCE

Orange County (OC) is a 948-square-mile coastal community centrally located within Southern California and widely celebrated as the “California Riviera.” Encompassing 34 incorporated cities, this coastline county is one of the most desirable markets in the country. Orange County offers pro-business communities, a robust and entrepreneurial regional economy, an exceptional labor pool supported by first-class universities, a broad infrastructure network and worldclass amenities—all the qualities make it a highly sought after commercial location and a great place to live.



3.2M+
POPULATION

6th
LARGEST
COUNTY IN US

2nd
HIGHEST DENSITY
IN CALIFORNIA



38.3
MEDIAN AGE



40.0%
COLLEGE-EDUCATED
POPULATION

5th
MOST EDUCATED
COUNTY IN US

30%
IN US



\$703,800
MEDIAN PROPERTY VALUE

4.66%
GROWTH

\$97,614
MEDIAN HOUSEHOLD
INCOME

Orange County is an Economic Powerhouse

Orange County's well-diversified economy, high-quality labor force and “quality-of-life” desirability, superior education and multi-modal transportation systems, and strategic location on the Pacific Rim provide an excellent locational advantage for commercial properties.

UNRIValed WORLD-CLASS AMENITIES

42 miles of coastal living filled with sun-soaked Mediterranean weather year-round, Orange County is a destination with endless possibilities. Its natural landscape and breathtaking views provide the backdrop for some of the most iconic real estate in the country.



\$221B
GDP

4.20%
GROWTH

49th
LARGEST IN THE WORLD



1.55M
NUMBER OF EMPLOYEES

2nd

LARGEST WORKFORCE
IN CALIFORNIA

1.09%

GROWTH
2.8% UNEMPLOYMENT RATE



15th
HIGH TECH JOB GROWTH

3rd

MOST DIVERSE TECH SECTOR
IN THE US



1st
MEDICAL DEVICE
MANUFACTURING IN
THE US



1st
TRANSPORTATION INNOVATION & MASTER
PLANNED COMMUNITIES
IN THE US



70 BUS LINES
12 FREEWAYS
2 RAIL LINES
1 AIRPORT



15,000 ACRES OF PARKLAND
180 MILES OF TRAILS
6 BEACHES



18 AAA DIAMOND
RESORTS / RESTAURANTS
4 TOP 100 GOLF COURSES IN CA



20 COLLEGES &
UNIVERSITIES



20 SPORT VENUES
7 PROFESSIONAL SPORT TEAMS



103 CULTURAL INSTITUTIONS
17 MEGA-MALLS

The City of Yorba Linda is located in North Orange County within Orange County's business community, alongside a well-established industrial corridor.

The city offers a full-range of housing opportunities, excellent climate, and a wealth of lifestyle amenities. With nearby state-of-the-art transportation, exceptional real estate opportunities and stellar educational institutions.

20 SQUARE MILE CITY

NATION'S BEST URBAN COMMUNITIES

6,118 BUSINESSES

OFFERING APPROXIMATELY 43,939 JOBS

EXCEPTIONAL RETAIL AMENITIES

ANCHORED BY SAVI RANCH
ORANGE COUNTY'S SHOPPING AND ENTERTAINMENT
DESTINATION AND BREA MARKETPLACE TO THE WEST

EXCEPTIONAL ACCESS TO TRANSPORTATION

CONVENIENT TO THE 57, 55, 91 FREEWAYS AND
241 TOLLROAD, JOHN WAYNE AIRPORT AND
METROLINK STATIONS

68,103
POPULATION



43.9
MEDIAN AGE

33,200
NUMBER OF
EMPLOYEES



0.53%
GROWTH

\$133,088
MEDIAN HOUSEHOLD
INCOME



\$882,600
MEDIAN HOUSEHOLD VALUE

2.59%
GROWTH



83.0%
COLLEGE EDUCATED POPULATION

Yorba Linda blends quiet hilltop neighborhoods with majestic views and commercial retail centers with hotels, office buildings and industrial complexes.

These significant natural and man-made characteristics provide a commonly acknowledged basis for a "sense of place." Yorba Linda has been consistently rated as one of the safest cities in the United States. Offering superior employment availability, acclaimed community entertainment, a broad selection of the best education opportunities and beautiful California weather, Yorba Linda provides an exceptional quality of life for people who live and work in the city.





CONTACT INFORMATION



Gary Martinez, CCIM, SIOR

Principal

(714) 905-9383

gary@ashwillassociates.com

DRE # 01318932



Steven Crane

Executive Vice President

(714) 856-2923

stevec@ashwillassociates.com

DRE #: 00844752