



For Sale - 17,245 sq. ft. Retail Building on 1.8 acres
Owner User or Investment Property
(Owner User Mo. Est. Cost \$0.67 psf) - (Or Investment 9.7% cap)
Rocklin, Placer County CA

PRICE:

\$2,000,000

BUILDING SF:

17,245+/-

SITE SF:

1.8 AC
(78,408+/-)

AGE:

Built in 2005

PARKING
RATIO:

5 per 1,000 s.f.



3261 Stanford Ranch Rd, Rocklin, CA 95677

The subject property is comprised of a 17,274+/- sq. ft. freestanding retail building. The construction type is concrete tilt-up. The subject property was built in 2005. The building is located within the Shops at Stanford Ranch Shopping Center a 71,000 square foot retail center. The center's anchors are: CVS Pharmacy and ACE Hardware. There are four out pad strip retail buildings that include users such as: Starbucks, Subway, Curves, Rocklin Park Veterinary Hospital and Highland Dental Group. The main store area is approximately 13,640 square feet with an adjacent 1,434 square foot storage/office area with two restrooms and grade level door, as well as in-line units used as additional storage area that comprise a total of 2,200 square feet. There are a total of 87 on-site parking spaces which provides a parking ratio of 5.0 per 1,000 sq. ft. There is also additional parking throughout the retail center. The subject property also provides a additional area of 3,500 sq. ft. that is a fenced patio/garden area along the east side of the building. This area may be used for additional building expansion.

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Property Overview

Pricing

Asking Price:	\$2,000,000
Listing Broker:	William M. Severi, CCIM CPM (Capitol Property Advisors - 916-361-6070 / 707-291-2722 cell)
Owners Association:	MSI Properties (Property Manager: Dave Schulz - 916-536-1800 or msiproperties@aol.com)

Building

Construction:	Concrete Tilt-up
Floors:	Concrete
Stories:	1 (one)
Approx. Rental Build. Area:	17,245+/- (Ace Space: 15,274; Two Additional In-line Retail Units each space is approx. 1,000 sq. ft. totaling 2,000)
Interior Improvements:	Currently improved as an Ace Hardware store, two smaller units are vacant
Year Built:	Circa 2005 (estimated land and building costs at the time of construction were \$3,300,000 or \$191.36 psf)

Site

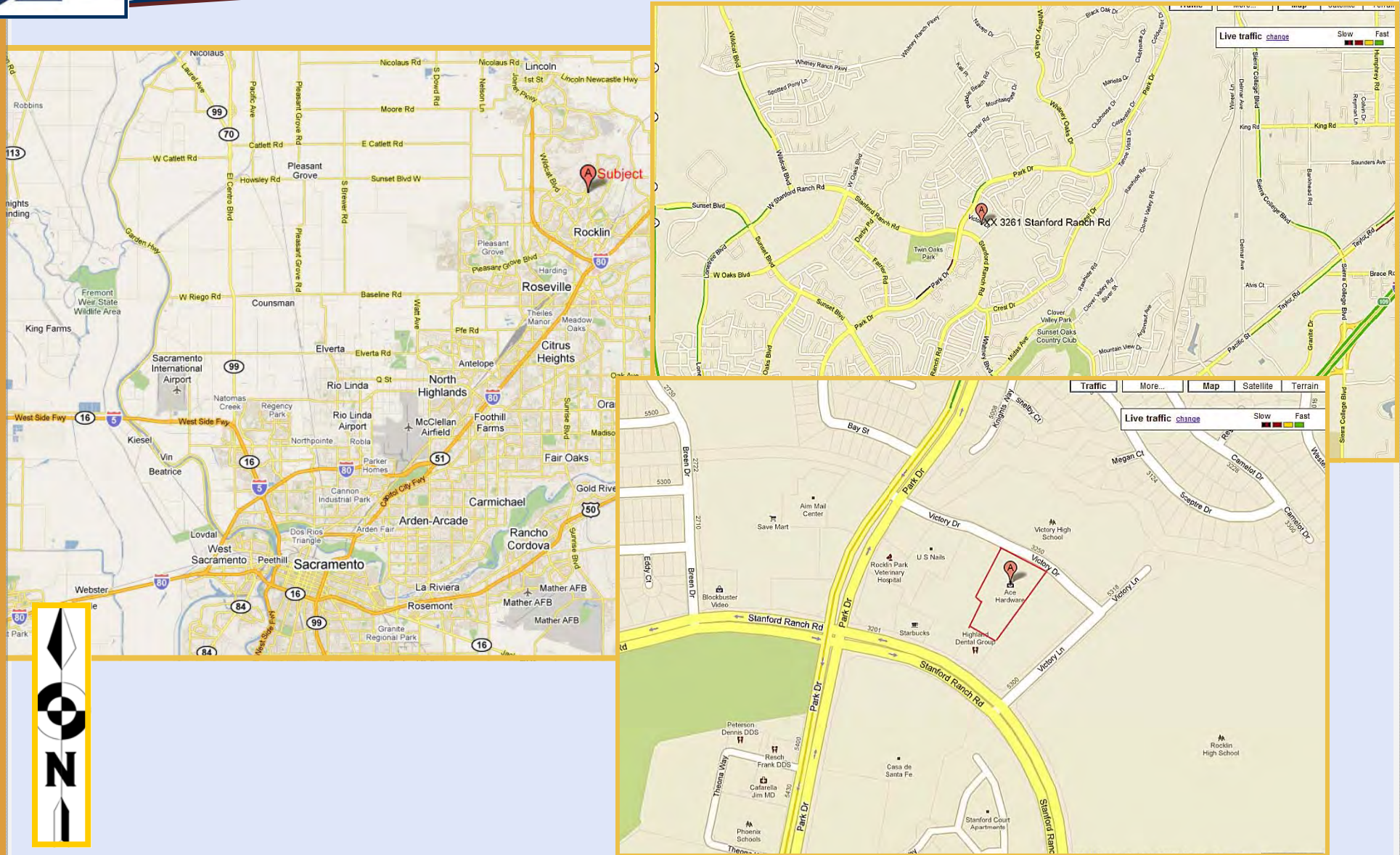
APN:	367-160-019
Size:	1.8+/- Acres (74,408+/- SF)
Zoning:	PD-BP/C (http://www.rocklin.ca.us/government/development/planning/zoning/default.asp)
City / County:	Rocklin/Placer
Water & Sewer:	City of Rocklin
Gas & Electric:	PG&E

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Location Maps



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Subject in the Center of 1,000's of rooftops next to Rocklin High



© 2010 Microsoft Corporation. Image courtesy of iStock

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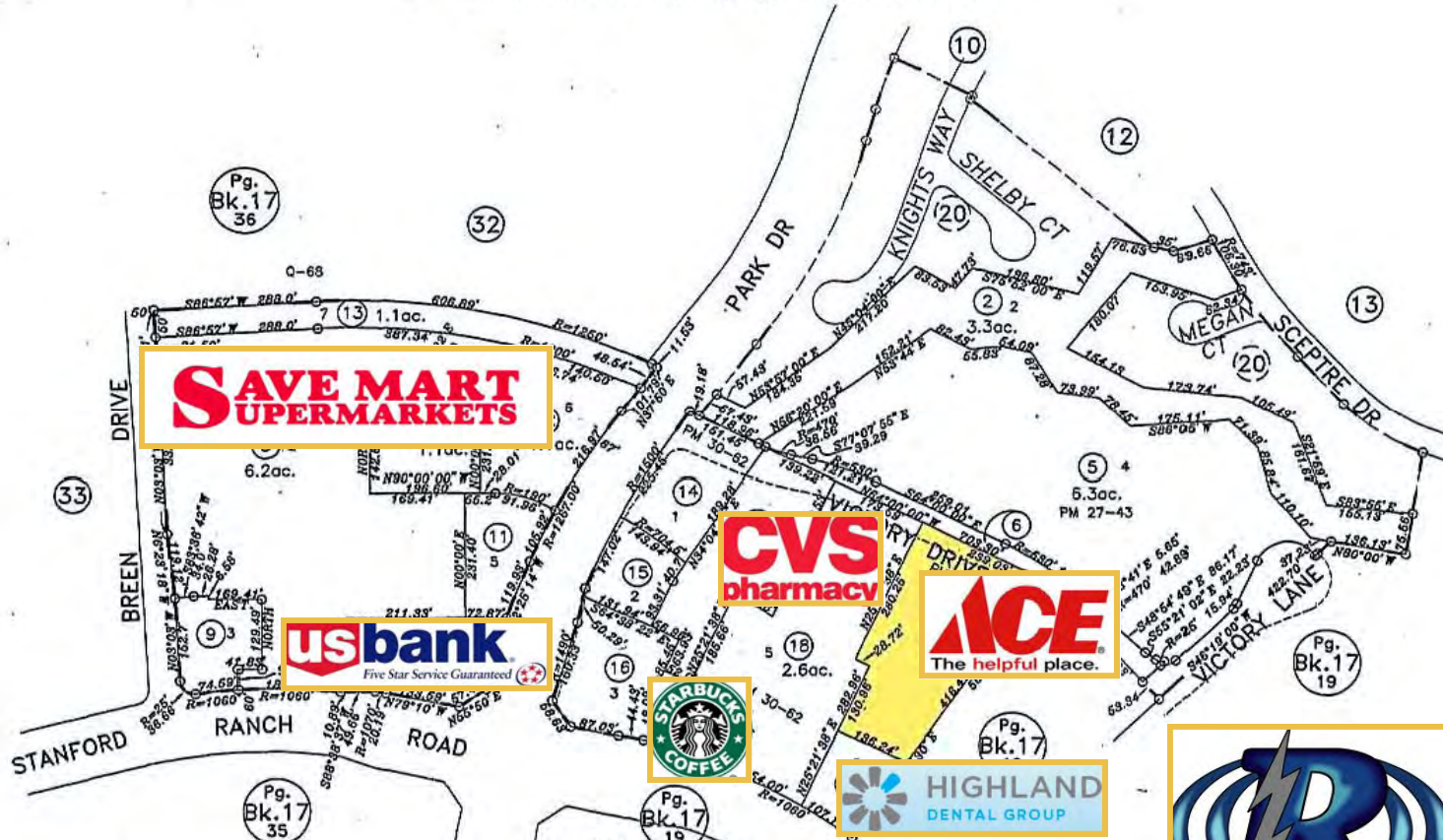
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Parcel Map

POR. SEC.12, T.11N., R.6E., M.D.B.&M.
 Stanford Ranch Phase III, M.O.R. Bk. Q, Pg. 68
 Parcel M.O.R. Bk. 27, Pg. 43, DL 90-13
 Parcel M.O.R. Bk. 30, Pg. 40 DL 99-05
 Parcel M.O.R. Bk. 30, Pg. 62 DL 2000-02

367-16



NOTE
 All distances on curved lines are chord measurements.
 07-31-2001
 03-15-2001
 11-18-99 CAA
 Formerly Por. 017-360-022-000 and 017-190-035-000

NOTE
 This map was prepared for assessment purposes only, and is not intended to illustrate legal building sites or establish precedence over local ordinances. Official information concerning size or use of any parcel should be obtained from recorded documents and local governing agencies.



Assessor's block numbers shown in Ellipses.
 Assessor's Parcel Numbers Shown in Circles.

Bk.367Pg.16
 Calif.

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Aerial / Site Plan

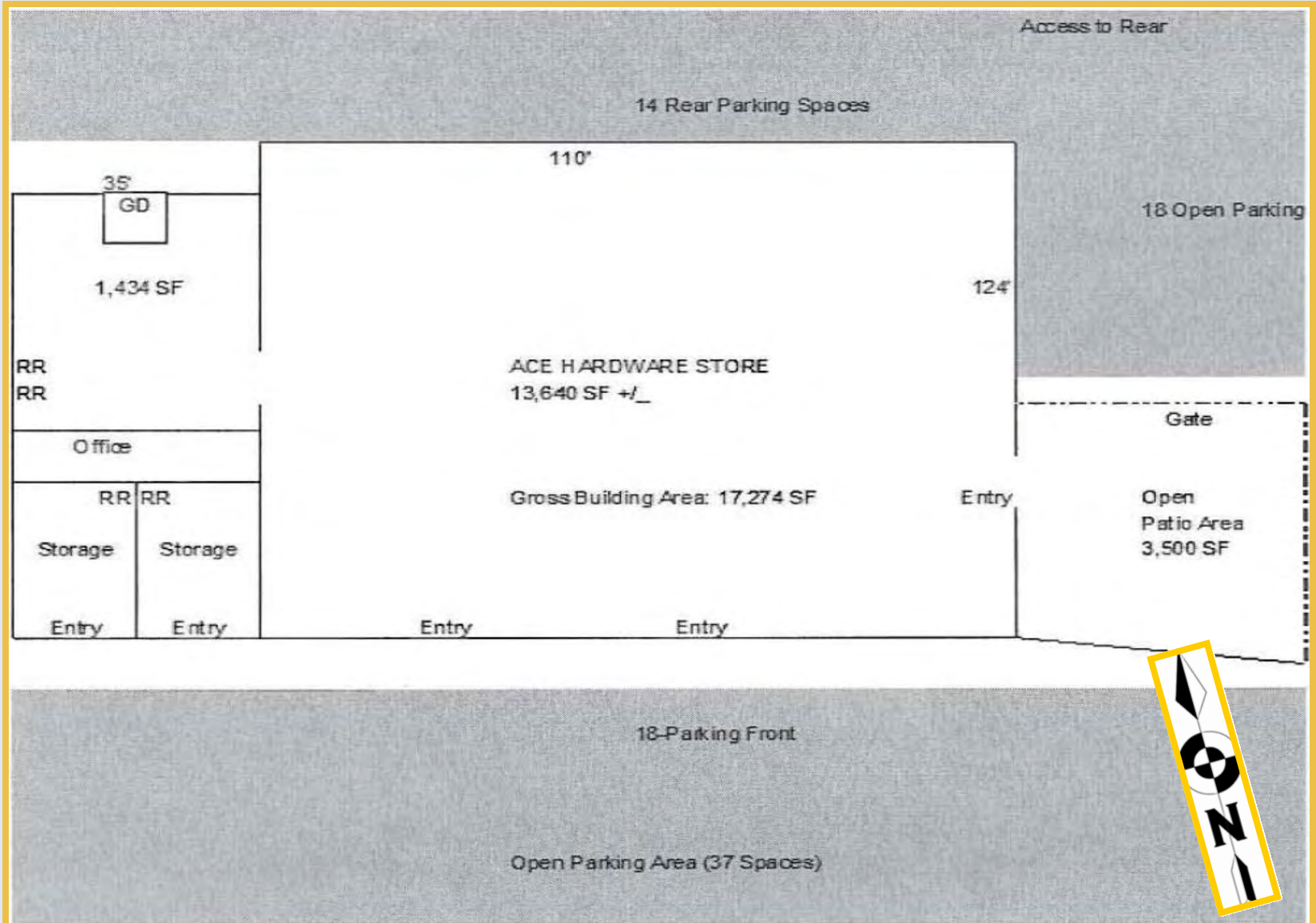


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Floor Plan



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Photos



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Photos



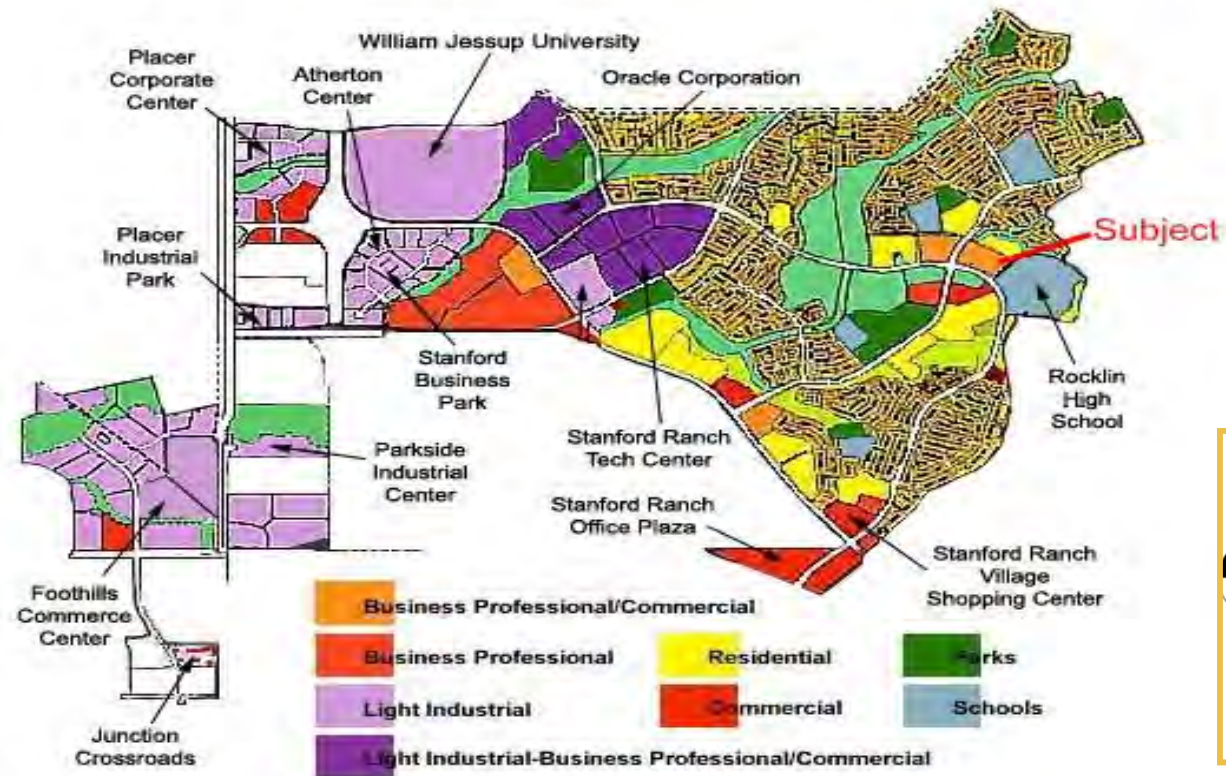
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Stanford Ranch Master Plan Community Map



Welcome To
STANFORD RANCH
 A Master Planned Community



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Lease vs. Own Analysis

Asking Price	\$1,900,000	3261 Stanford Ranch Road		
Contract Price	\$1,900,000			
Tenant	Sq. Footage	Rental Rate	Mo. Rent	Comments
Owner Occupied Space	15,274	\$ -	\$ -	- Owner Occupied Space
New Tenant	1,000	\$ 1.10	\$ 1,100	Blank
n/a	1,000	\$ 1.10	\$ 1,100	Blank
n/a	-	#DIV/0!	\$ -	Blank
n/a	-	#DIV/0!	\$ -	Blank
n/a	-	#DIV/0!	\$ -	Blank
n/a	-	#DIV/0!	\$ -	Blank
	17,274		\$ 2,200.00	

ANNUAL EXPENSES		
Property Taxes	\$21,280	1.12%
Insurance	\$9,000	
Owners Association	\$32,000	
Maintenance	\$5,000	
Water & Sewer	\$0	Separate Meter per tenant
Garbage	\$0	Tenant Pays Direct
PG & E	\$0	Separate Meter per tenant
Reserves	\$5,000	Estimated Reserves
Misc.	\$0	
	\$72,280	\$ 0.35 per sq. ft.

LOAN			
Bank First (Loan No. 1)		SBA 2nd (Loan No.: 2)	
LTV	\$950,000	50%	\$760,000 40%
Interest Rate	6.10%		4.95%
Term in Yrs.	30		20
Pmts. Per Yr.	12		12
Loan Start Date	2/1/2011		2/1/2011
Total Loan Amount			
\$1,710,000			
Monthly Pmt.	\$ 5,757		\$ 4,994.70
Total Monthly Debt Service	\$ 10,752		\$ 0.70 per sq. ft.
Total Annual Debt Service	\$129,020		

FINAL ANALYSIS & CONCLUSIONS					
Other Rents Received	\$26,400.00				
Annual Debt Service	(\$129,020)				
Expenses	(\$72,280)				
Cost to Occupy per Yr.	(\$174,900)				
\$/sq.ft/Mo. to Occupy - Pre Tax	(\$0.95)				
	After Tax 5 yrs.	Tax Depreciation	Loan Reduction	Estimated Appreciation	Est. Mo. Cost Per Sq. Ft.
\$/sq.ft/Mo. to Occupy - After Tax 5 yrs.	(\$0.95)	\$ 0.05	\$ 0.21	\$ 0.02	(\$0.67)
	After Tax 7 yrs.	Tax Depreciation	Loan Reduction	Total Mo. Cost Per Sq. Ft.	Total Mo. Cost Per Sq. Ft.
\$/sq.ft/Mo. to Occupy - After Tax 7 yrs.	(\$0.95)	\$ 0.05	\$ 0.31	\$ 0.02	(\$0.57)

TAX DEPRECIATION			LOAN REDUCTION	
Improvement Value	\$ 1,520,000	80%		
Depreciation Yrs.	39			
Annual Dep.	\$ 38,974			
Tax Savings / Bracket	\$ 9,744	25%		
Avg. psf / Month	\$ 0.05			
ESTIMATED MARKET APPRECIATION per YEAR				
Percent / Yr.	0.25%	Amt. / Yr.	\$ 4,750.00	\$ psf / Yr.
			\$ 0.27	
		\$ psf / Mo.		
		\$ 0.02		
			Loan Reduction per Mo. Avg.	
			\$ 3,187	\$ 4,719
			Loan Reduction per Sq. Ft. Avg. per Month	
			\$ 0.21	\$ 0.31

Based upon the above analysis the subject property is perfect for an owner user. The above analysis illustrates what the effective rental rate would be for an owner user taking into consideration all operating expenses, total debt service, tax deductible depreciation and loan reduction and estimated appreciation.

The current estimated market rent for similar property is between \$0.95 to \$1.10 psf per month on a NNN basis. Based upon the Final Analysis and Conclusions illustrated above the five year estimated **monthly holding cost to own is approximatley \$0.67 per month and \$0.57 per sq. ft. per month over 7 years.**

- DISCLAIMER -

Please be advised that the actual numbers that you will experience in reality will either be higher or lower than the numbers illustrated in this analysis.



Investment Summary & Highlights

Stanford Ranch Shopping Center 3261 Stanford Ranch Road, Rocklin, CA 95765

Financial:

Price	\$ 1,800,000
Price per Sq. Ft.	\$ 104.20
Potential Rental Income	\$ 208,800
Gross Operating Income	\$ 241,965
Total Operating Expenses	\$ 66,160
Net Operating Income (Yr. 1)	\$ 175,805
Cap Rate (Yr. 1)	9.77%
Cap Rate (5 Yr. Avg.)	10.17%
Pre-Tax Cash-on-Cash (Yr. 1)	8.66%
Pre-Tax Cash-on-Cash (5 Yr. Avg.)	9.44%
Acquisition Cost Estimate	\$ 10,000

New Loan:

Loan Points	\$ 9,000
Cash Invested	\$ 919,000
Estimated NEW Loan Amt.	\$ 900,000
NEW Loan LTV	50%
Interest Rate	6.25%
Term	25
Annual Debt Service	\$ 71,244
Debt Coverage Ratio	2.47

Analysis Assumptions:

Vacancy Factor	12%
Income Escalator	2%
Expense Escalator	2%

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Rent Roll

Stanford Ranch Shopping Center
 3261 Stanford Ranch Road, Rocklin, CA 95765

						Contract Rent			Proforma Rent					
Unit	Tenant Name	Start Date	End Date	Options	Unit S.F.	Annual Rent	Monthly Rent S.F.	Contract Rent	Annual Rent	Monthly Rent S.F.	Proforma Rent	% of Total	Security Deposit	Escalations/ Comments
	Harware Store or other use				15,274	\$ -	\$ -	\$ -	\$ 180,000	\$ 0.98	\$ 15,000	88%	\$ -	
	In-line Space				1,000	\$ -	\$ -	\$ -	\$ 14,400	\$ 1.20	\$ 1,200	6%	\$ -	
	In-line Space				1,000	\$ -	\$ -	\$ -	\$ 14,400	\$ 1.20	\$ 1,200	6%	\$ -	
					17,274	\$ -		\$ -	\$ 208,800		\$ 17,400	100%	\$ -	

Other Lease Comments:

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Annual Property Operating Data

Name	Stanford Ranch Shopping Center					
Location	3261 Stanford Ranch Road, Rocklin, CA 95765					
Type of Property	Retail			Purchase Price	1,800,000	
Size of Property	17,274 (Sq. Ft./Units)			Acquisition Costs	\$10,000.00	
No. of Units	3			Loan Points	9,000.00	
Purpose	Investment Evaluation			Cash Invested	919,000	
					#Pmts.	
Assessed/Appraised Values				Potential No. 1	Balance	Payment /Yr. Interest Term
Land	20	20%		1st	\$900,000	\$5,937 12 6.25% 25
Improvements	80	80%		2nd		12
Personal Property						
Total	100	100%		Potential No. 2		
				1st		
Adjusted Basis a:	4-Dec-10	\$1,800,000		2nd		

ALL FIGURES ARE ANNUAL	\$/SQ FT or \$/Unit	%	of GOI	COMMENTS/FOOTNOTES
1 POTENTIAL RENTAL INCOME				208,800 See attached Proforma Rent Roll
2 Plus: Other Income (affected by vacancy)				66,160 NNN Reimbursements
3 Less: Vacancy & Cr. Losses		(12% of	274,960)	32,995
4 EFFECTIVE RENTAL INCOME				241,965
5 Plus: Other Income (not affected by vacancy)				
6 GROSS OPERATING INCOME				241,965
OPERATING EXPENSES:				
7 Real Estate Taxes			20,160	Based upon 1.2% of purchase price.
8 Personal Property Taxes				
9 Property Insurance			9,000	Included in HOA
10 Off Site Management				
11 Payroll				
12 Expenses/Benefits				
13 Taxes/Worker's Compensation				
14 Repairs and Maintenance			5,000	
15 Utilities:				
16 Water / Sewer				
17 Garbage				
18 Electric				
19 Gas				
20 Accounting and Legal				
21 Licenses/Permits				
22 Advertising				
23 Supplies				
24 Landscaping				
25 Owners Association Fees			32,000	CAM Association Fees
26				
27				
28				
29				
30 TOTAL OPERATING EXPENSES			66,160	27% Expenses as a % of GOI
31 NET OPERATING INCOME			175,805	9.8% Cap Rate
32 Less: Annual Debt Service			71,244	2.47 Debt Coverage Ratio
33 Less: Funded Reserves			5,000	
34 Less: Real Estate Leasing Commission (5% approx. \$100K expensed over 10 years = \$			10,000	8.62 Gross Rent Multiplier
35 Less: Capital Improvement (TI's depreciated over 10 year lease term \$100K / 10 = \$10			10,000	
36 CASH FLOW BEFORE TAXES			\$79,561	8.7% Cash-on-Cash or ROI

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Cash Flow Worksheet

Property Name Stanford Ranch Shopping Center
 Prepared For Investment Evaluation
 Prepared By William M. Severi, CCIM
 Date Prepared 4-Dec-10

Purchase Price \$1,800,000
 Acquisition Costs 10,000
 Loan Points 9,000.00
 Cash Invested 919,000

Mortgage Data			Cost Recovery Data		
	1st Mortgage	2nd Mortgage		Improvements	Personal Property
Amount	900,000		Value	1,440,000	
Interest Rate	6.25%		C. R. Method	SL	
Term	25		Useful Life	29	
Payments/Year	12	12	In Service Date	1/1/2010	
Periodic Payment	5,937.02	-	Recapture		
Annual Debt Service	71,244	-	(All/None/Excess)		
Comments			Investment Tax Credit (\$\$ or %)		

1st Mortgage Conventional financing at current market rate at a 70% LTV.
2nd Mortgage None

Taxable Income

Year :	2010	2011	2012	2013	2014
1 Potential Rental Income	208,800	212,976	217,236	221,580	226,012
2 +Other Income affected by vacancy	66,160	67,483	68,833	70,210	71,614
3 -Vacancy & Credit Losses	32,995	33,655	34,328	35,015	35,715
4 =Effective Rental Income	241,965	246,804	251,740	256,775	261,910
5 +Other Income not affected by vacancy					
6 =Gross Operating Income	241,965	246,804	251,740	256,775	261,910
7 -Operating Expenses	66,160	67,483	68,833	70,210	71,614
8 =NET OPERATING INCOME	175,805	179,321	182,907	186,565	190,297
9 -Interest - 1st Mortgage	55,813	54,820	53,764	52,640	51,443
10 -Interest - 2nd Mortgage					
11 -Cost Recovery - Improvements	47,586	49,655	49,655	49,655	49,655
12 -Cost Recovery - Personal Property					
13 -					
14 -					
15 =Real Estate Taxable Income	72,406	74,845	79,488	84,271	89,199
16 Tax Liability (Savings) at 30.0%	21,722	22,454	23,846	25,281	26,760

Cash Flow

17 NET OPERATING INCOME (Line 8)	175,805	179,321	182,907	186,565	190,297
18 Cap Rate	9.8%	10.0%	10.2%	10.4%	10.6%
19 -Annual Debt Service	71,244	71,244	71,244	71,244	71,244
20 Funded Reserves	5,000	5,000	5,000	5,000	5,000
21 Capital Improvements	20,000	20,000	20,000	20,000	20,000
22 =CASH FLOW BEFORE TAXES	79,561	83,077	86,663	90,321	94,052
23 Cash-on-Cash BEFORE Tax	8.7%	9.0%	9.4%	9.8%	10.2%
24 -Tax Liability (Savings) (Line 16)	21,722	22,454	23,846	25,281	26,760
25 +Investment Tax Credit					
26 =CASH FLOW AFTER TAXES	\$57,839	\$60,623	\$62,817	\$65,040	\$67,293
Cash-on-Cash AFTER Tax	6.29%	6.60%	6.84%	7.08%	7.32%

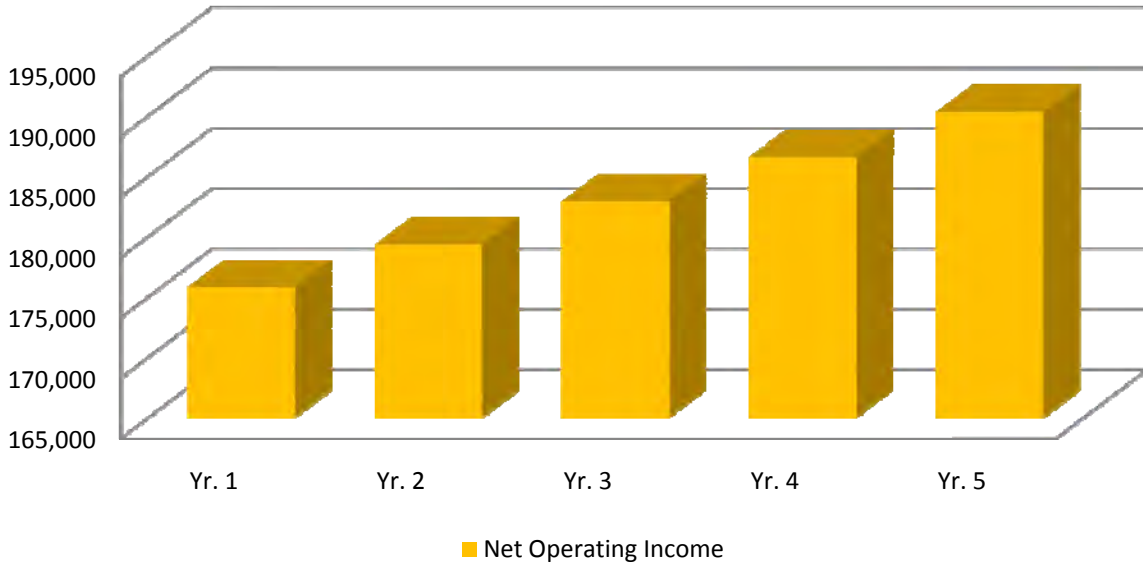
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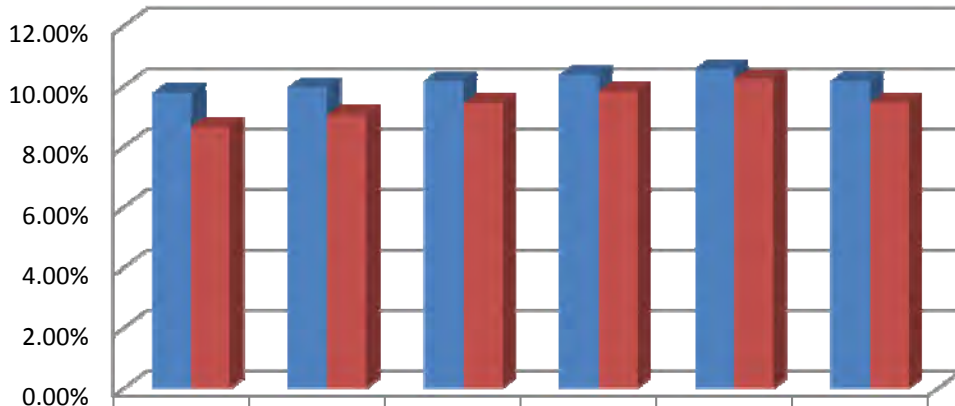
Charts and Key Ratios

Stanford Ranch Shopping Center
3261 Stanford Ranch Road, Rocklin, CA 95765

Net Operating Income



Key Ratios



	Yr. 1	Yr. 2	Yr. 3	Yr. 4	Yr. 5	5 Yr Avg.
■ Cap Rate	9.77%	9.96%	10.16%	10.36%	10.57%	10.17%
■ Cash-on-Cash BEFORE Tax	8.66%	9.04%	9.43%	9.83%	10.23%	9.44%

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Broker Team and Office Network

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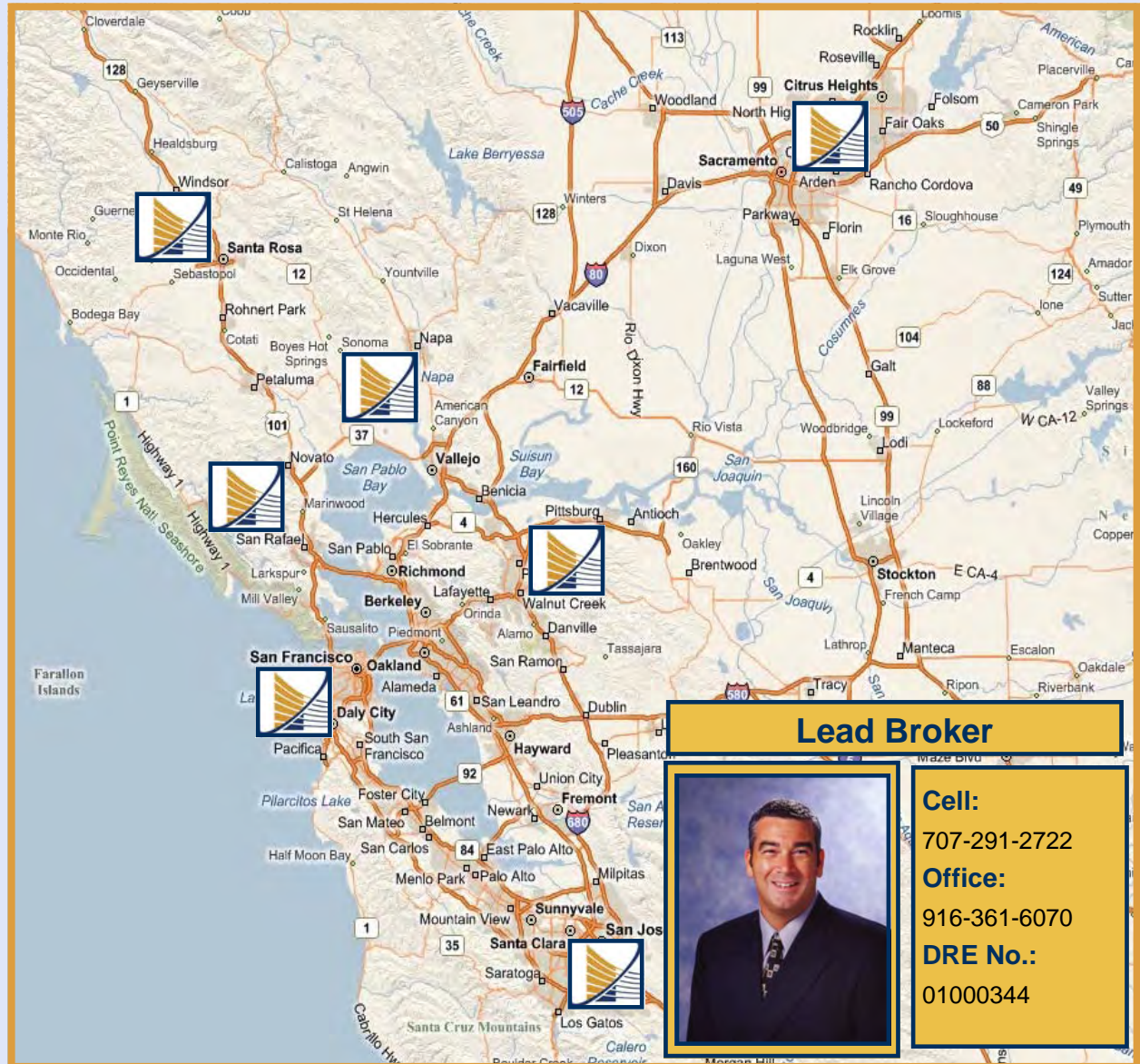
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