



Actual Site

OFFERING MEMORANDUM

**BevMo! | Prestigious Suburb of San Diego
New 10 Year Lease | Premier Hard Corner**

3777 Willow Glen Road, El Cajon (San Diego), CA 92019



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BevMo!

NOW OPEN

3777



The Offering



The subject property is a newly renovated 6,200-square foot BevMo! located in El Cajon (San Diego), California. The building is currently undergoing renovations, which includes the walls, exterior and a brand new roof, and is estimated to be completed second quarter of 2017 and will feature a 10-year roof warranty. The building also features a drive-thru (although not used by BevMo!) provides a strong long-term entitlement. BevMo! signed a ten year triple net lease featuring favorable ten percent rental increases throughout the initial term and first two 5-year option periods. The third five year option period features a fifteen percent rental increase. Beverages & More, Inc., a privately held corporation, is the number one specialty beverage retailer on the west coast offering more than 3,000 types of wines, 1,500 types of spirits, and 1,200 types of beer in each of their 160+ locations across California, Arizona, and Washington.

Overview

Price	\$5,397,647
Gross Leasable Area	6,200 SF
Lot Size	1.13 Acres +/-
Year Built (Currently Undergoing Renovations)	2007/2017
Net Operating Income	\$229,400
CAP Rate	4.25%

Lease Summary

Tenant Trade Name	BevMo!
Initial Lease Term	10 Years
Lease Type	NNN
Roof & Structure Responsibility	Landlord Responsible*
Rent Commencement	Estimated May 15, 2017
Lease Expiration	Estimated May 31, 2027
Increases	10% Every 5 Years for Initial Term and Options 1 & 2; 15% Increase for Option 3
Options	Three 5-Year

Annualized Operating Data

Lease Term	Annual Rent
Years 1 - 5	\$229,400
Years 6 - 10	(10% Increase) \$252,340
Options 1 - 2 (5 Years Each)	10% Increase in Each Option
Option 3 (5 Years)	15% Increase at Option
Base Rent (\$37.00/SF)	\$229,400

Tenant Summary

Tenant	Beverages & More, Inc.
Ownership	Private
Number of Locations	160+
Headquarters	Concord, CA
Website	www.bevmo.com

***Landlord Obligations.** Landlord shall keep or cause to be kept in good order, repair and condition: 1) the foundations; 2) footings; 3) the roof (inclusive of the roof structure and membrane), subject to **Tenant's obligation to repair, maintain and replace the roof during the first ten Lease Years** (provided Landlord has assigned to Tenant the roof warranty), and the following first 10 Lease Years, Landlord will be responsible, but such costs shall be included in CAM Expenses; 4) floor slab; 5) exterior and structural load-bearing walls (excluding the interior surface of exterior walls and all windows, doors and glass), including painted, glued, or etched graffiti; 6) Exposed and unexposed utility lines; 7) replacement of the parking lot; 8) all gutters and down spouts; 9) sewer lines; 10) all columnar supports and other structural components. Responsible for any leaks from the roof, or any water or sanitary drain line. Landlord shall operate, manage, equip, light, repair, replace and maintain the Common Areas. **Tenant to reimburse for Common Area Operating Expenses. Tenant to pay an admin fee of 10% based on CAM excluding insurance Taxes, and utilities.**



Investment Highlights

- **2017 Full Renovation with a 10 Year Roof Warranty - Brand New 10 Year NNN Lease Featuring 10% Rental Increases** throughout the Initial Term and Options 1 & 2 - Beverages & More, Inc., a Privately Held Corporation, is the Number One Specialty Beverage Retailer on the West Coast (Offering 3,000+ Types of Wines, 1,500+ Types of Spirits, 1,200+ Types of Beers, and More) Operating in 160+ Locations Across California, Arizona, and Washington
- **Features Easy Access and Excellent Visibility** at the Hard Corner of Jamacha Road / State Route 54 and Willow Glen Drive to Combined Daily Traffic Counts of 69,364+ VPD - Jamacha Road is one of the Main Traffic Thoroughfares in El Cajon
- **Excellent Central Location - Within a Strong Retail Trade Corridor - Across the Street from Heavily Trafficked Shopping Centers** Featuring Numerous National Major Retailers Including Michaels, Kohls, Ross Dress for Less, Ralphs, Rite Aid, Petco, and More - Close Proximity to Edwards Rancho San Diego 15 Cinemas, Staples, Party City, Target, 24 Hour Fitness, and Many More - 15 Miles from Downtown San Diego
- **Surrounded by Dense Residential Neighborhoods, Apartment Complexes, and Near Numerous Amenities** Including the Heavily Trafficked YMCA Sporting Facility (Featuring Daily Sporting Leagues and Activities), Schools, Parks, Golf Courses, Churches including St. Peters Chaldean Catholic Church with Over 20,000+ Members, and More
- **Numerous Schools with Strong Student Populations Surround the Site** Including Cuyamaca College (9,900+ Students), Steele Canyon High School (2,148 Students), Valhalla High School (2,112+ Students), Loma Elementary School (531+ Students), and More
- **Excellent Demographics within a Densely Populated Affluent Area** - Over 207,047 People Reside within a 5-Mile Radius and Features an Average Household Income In Excess of \$98,000 within a 3-Mile Radius - Population has Increased by Nearly 10% since 2000

Location Overview

Located at the hard corner of Jamacha Road / State Route 54 and Willow Glen Drive, the site features easy access and excellent visibility to combined daily traffic counts in excess of 69,364+ vehicles per day. The site is in an excellent central location just five miles from Downtown El Cajon, eight miles from Gillespie Field, one of the oldest and largest airports of San Diego County, and 15 miles from Downtown San Diego. The property is within a strong retail trade corridor across the street from heavily trafficked shopping centers featuring numerous national major retailers including Michael's, Wells Fargo, Kohls, Ross Dress for Less, Ralphs, Rite Aid, Petco, Taco Bell, Applebees, and more. Other surrounding national retailers include Edwards Rancho San Diego 15 Cinemas, Staples, Party City, Target, 24 Hour Fitness, and many more. The site is surrounded by dense residential neighborhoods, apartment complexes, condos, and near numerous amenities including heavily trafficked YMCA sporting facility (featuring daily sporting leagues and activities), schools, parks, golf courses, churches including St. Peters Chaldean Catholic Church with over 20,000 members, and more. Numerous Schools with strong student populations surround the site including Cuyamaca College (9,900+ students) Steele Canyon High School (2,148+ students), Loma Elementary School (531+ students), Valhalla High School (2,112+ students), and more. Excellent demographics within a densely populated affluent area featuring over 207,047 people residing within a five-mile radius and an average household income in excess of \$98,000 within a three-mile radius.

El Cajon is a city in San Diego County and is located in a valley surrounded by mountains, leading to the nickname of "The Big Box". It is the fifth largest city in San Diego County and prides itself as a diverse and vibrant community with safe residential neighborhoods, parks, libraries, award-winning schools, and other amenities. San Diego is a city located on the Pacific coast of California. Named "America's Finest City," the City of San Diego is best known for its ideal climate, beautiful beaches, and array of world-class family attractions including San Diego Safari Park, San Diego Zoo, SeaWorld San Diego, LEGOLAND and many more. The City is considered one of the top five leisure vacation destinations in the U.S. and a top 10 business destination. San Diego is the eighth largest city in the nation and the second largest city in California. Home to Balboa Park, which experiences over 12 - 14 million annual visitors, as well as numerous art galleries, artist studios, museums and gardens. A deep harbor is home to a large active naval fleet, with the USS Midway, an aircraft-carrier-turned-museum, open to the public. San Diego County features 92 golf courses a variety of participatory and spectator sports, beachfront resorts and luxury spas, gaming, a dynamic downtown district, annual special events and unique holiday offerings, multicultural festivals and celebrations, colorful neighborhoods and communities, a rich military history and more.

BevMo!

BevMo!

BevMo! is a privately held corporation based in Concord, California, selling mainly alcoholic beverages. It is the number one specialty beverage retailer on the west coast and is located throughout California, Arizona, Washington, and online. The company was founded in January 1994 as Beverages & More! in the San Francisco Bay Area, and re-branded as "BevMo!" in January 2001. BevMo! offers more than 3000 types of wines, 1500 types of spirits, and 1200 types of beers. Most BevMo! stores cater to the community by having weekly beer and wine tasting for a nominal charge, in line with state law, to any consumer of legal age. Each store carries thousands of items from every beverage category to please any request. The company continuously works to be the first to market with all the latest spirits, wine, craft beer, soda, snacks, and more.





Low Aerial

BevMo!



Demand Drivers



Aerial Video



[Click to Play Video in Browser](#)

Demographic Summary

Population	1-Mile	3-Miles	5-Miles
2000 Population	9,550	49,436	188,714
2016 Population	10,293	55,691	207,047
2021 Population	10,824	58,785	218,032

Households	1-Mile	3-Miles	5-Miles
2000 Households	3,554	17,636	65,776
2016 Households	3,946	19,772	70,662
2021 Households	4,140	20,869	74,448
2016 Daytime Population	3,427	11,233	51,518

Income	1-Mile	3-Miles	5-Miles
2016 Median Household Income	\$74,090	\$79,915	\$57,129
2016 Average Household Income	\$85,676	\$98,003	\$78,130

Population

In 2016, the population in your selected geography is 207,047. The population has changed by 9.71% since 2000. It is estimated that the population in your area will be 218,032 five years from now, which represents a change of 5.31% from the current year. The current population is 48.96% male and 51.03% female. The median age of the population in your area is 35.7, compare this to the Entire US average which is 37.3. The population density in your area is 2,646.81 people per square mile.

Households

There are currently 70,662 households in your selected geography. The number of households has changed by 7.43% since 2000. It is estimated that the number of households in your area will be 74,448 five years from now, which represents a change of 5.36% from the current year. The average household size in your area is 2.52 persons.

Income

In 2016, the median household income for your selected geography is \$79,915 within a three mile radius compare this to the Entire US average which is currently \$51,972. The average household income within a three-mile radius is \$98,003, compare this to the Entire US average which is \$74,533.

Race and Ethnicity

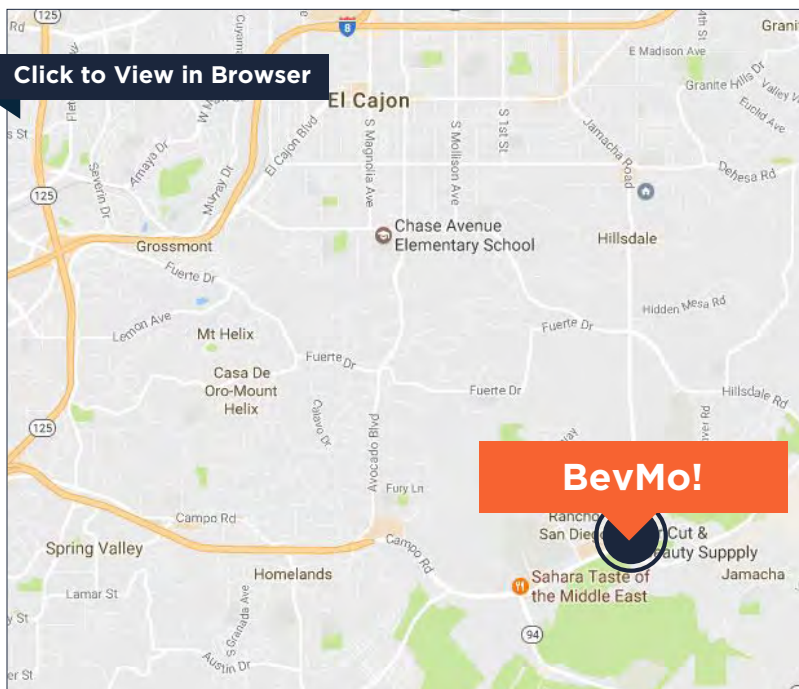
The current year racial makeup of your selected area is as follows: 66.77% White, 7.48% Black, 0.59% Native American and 4.65% Asian/Pacific Islander. Compare these to Entire US averages which are: 71.60% White, 12.70% Black, 0.18% Native American and 5.02% Asian/Pacific Islander. People of Hispanic origin are counted independently of race. People of Hispanic origin make up 29.80% of the current year population in your selected area. Compare this to the Entire US average of 17.13%.

Housing

In 2000, there were 34,983 owner occupied housing units in your area and there were 30,792 renter occupied housing units in your area. The median rent at the time was \$652.

Employment

The 2000 Census revealed that 61.89% of employees are employed in white-collar occupations in this geography, and 38.14% are employed in blue-collar occupations. In 2000, the average time traveled to work was 26.7 minutes.



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