

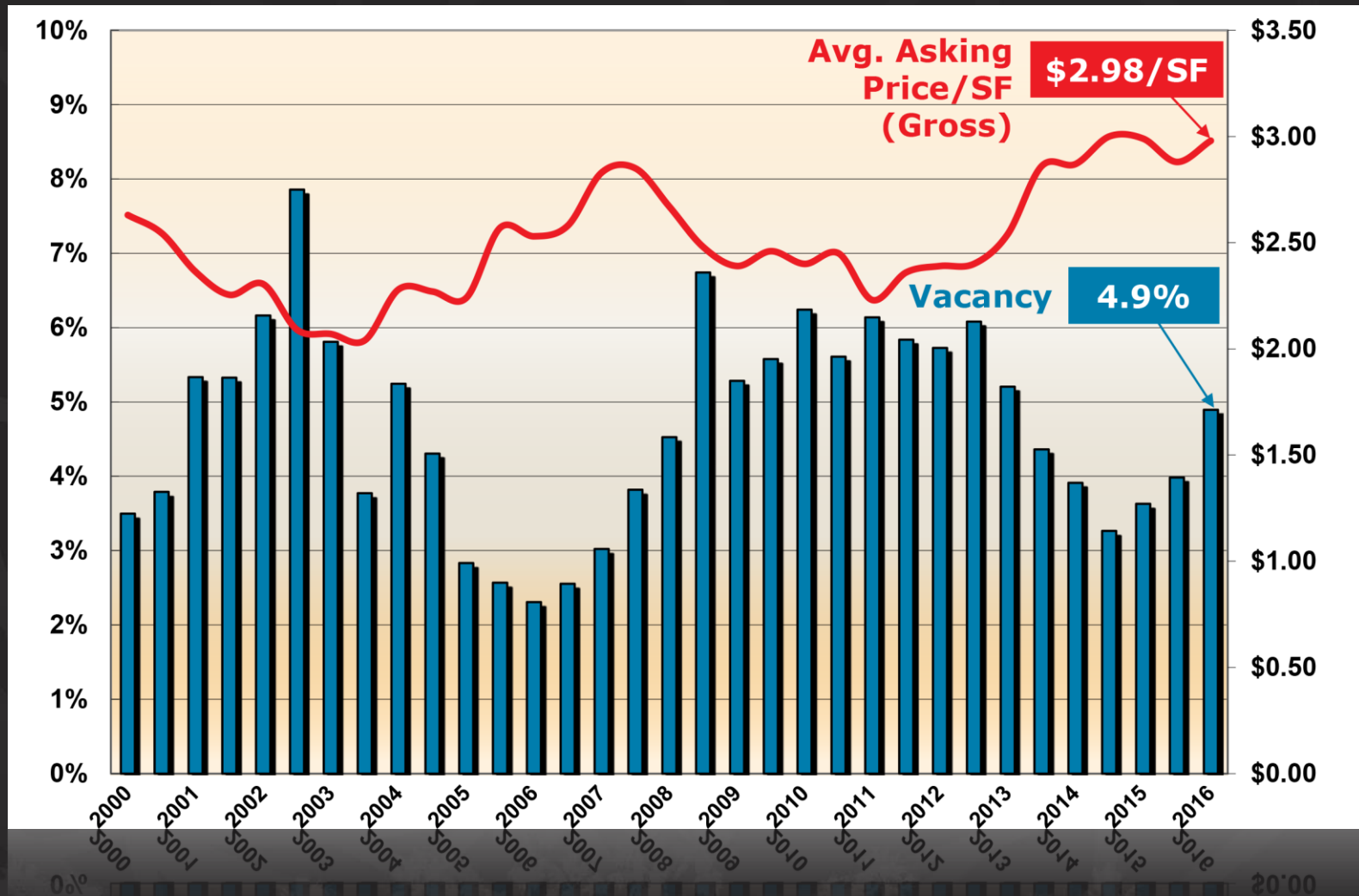


Leasing

Jim Turner

Radius Broker

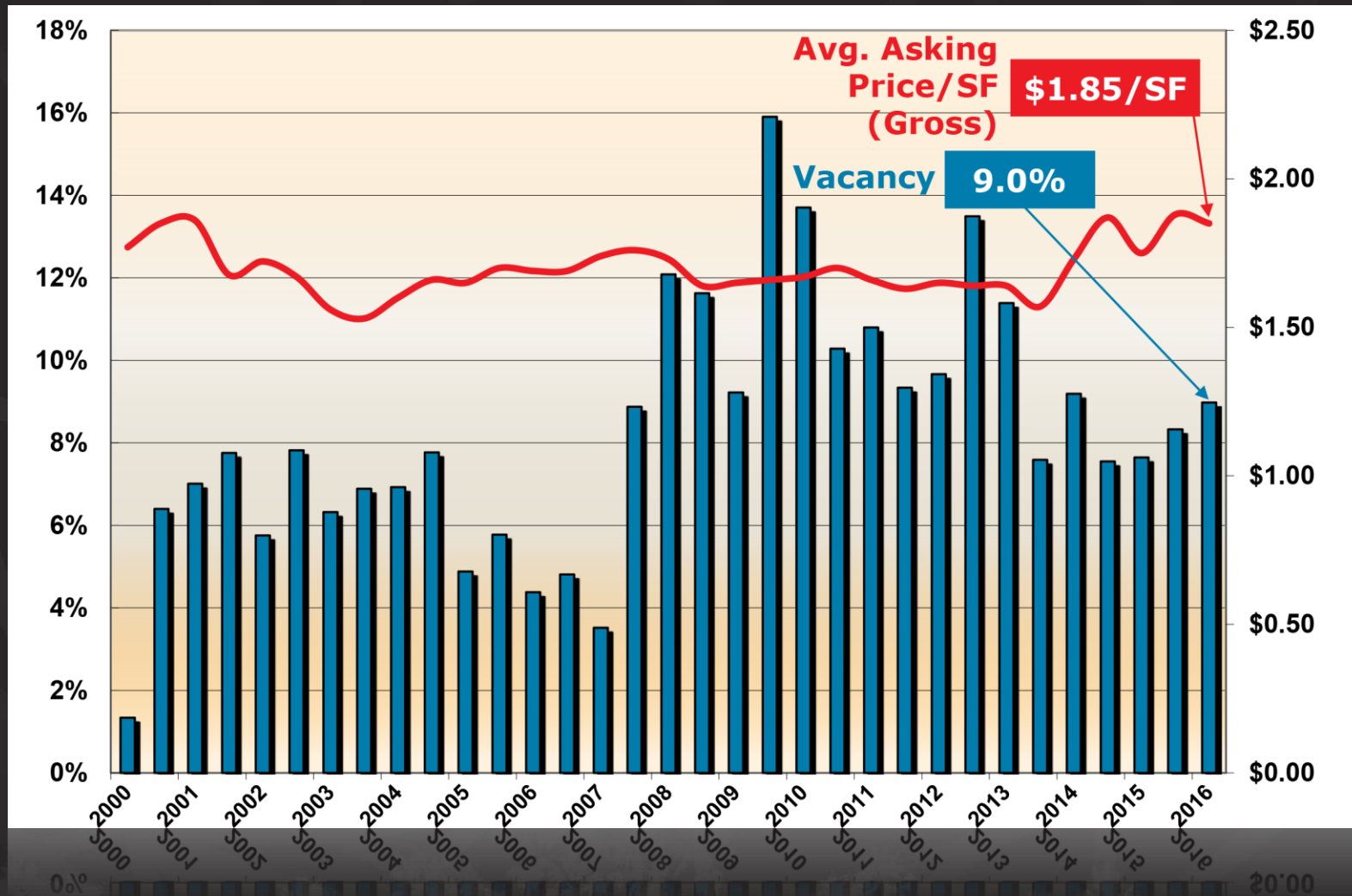
Santa Barbara Office Vacancy



33 E. Carrillo St. (Rabobank)



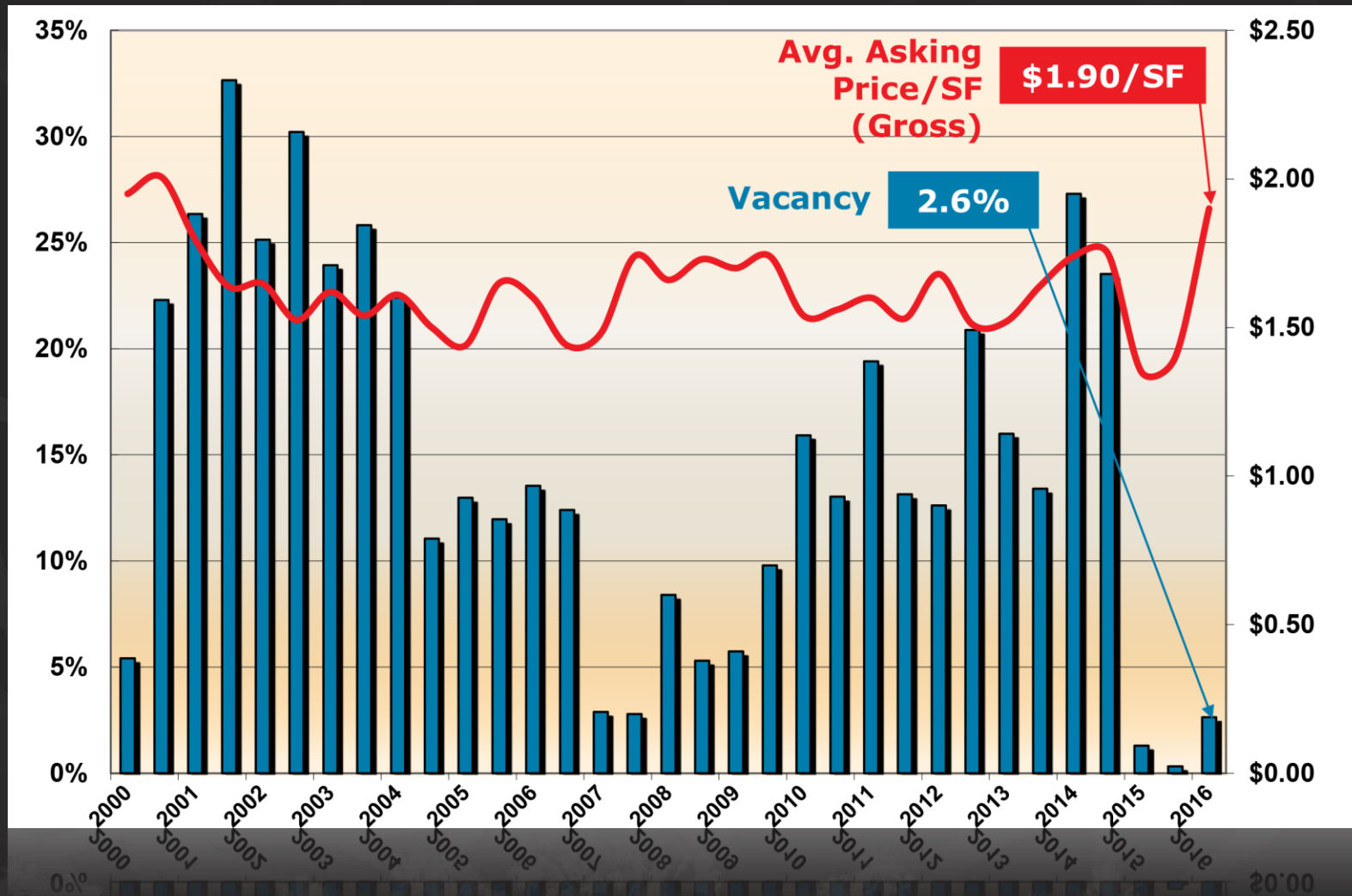
Goleta Office Vacancy



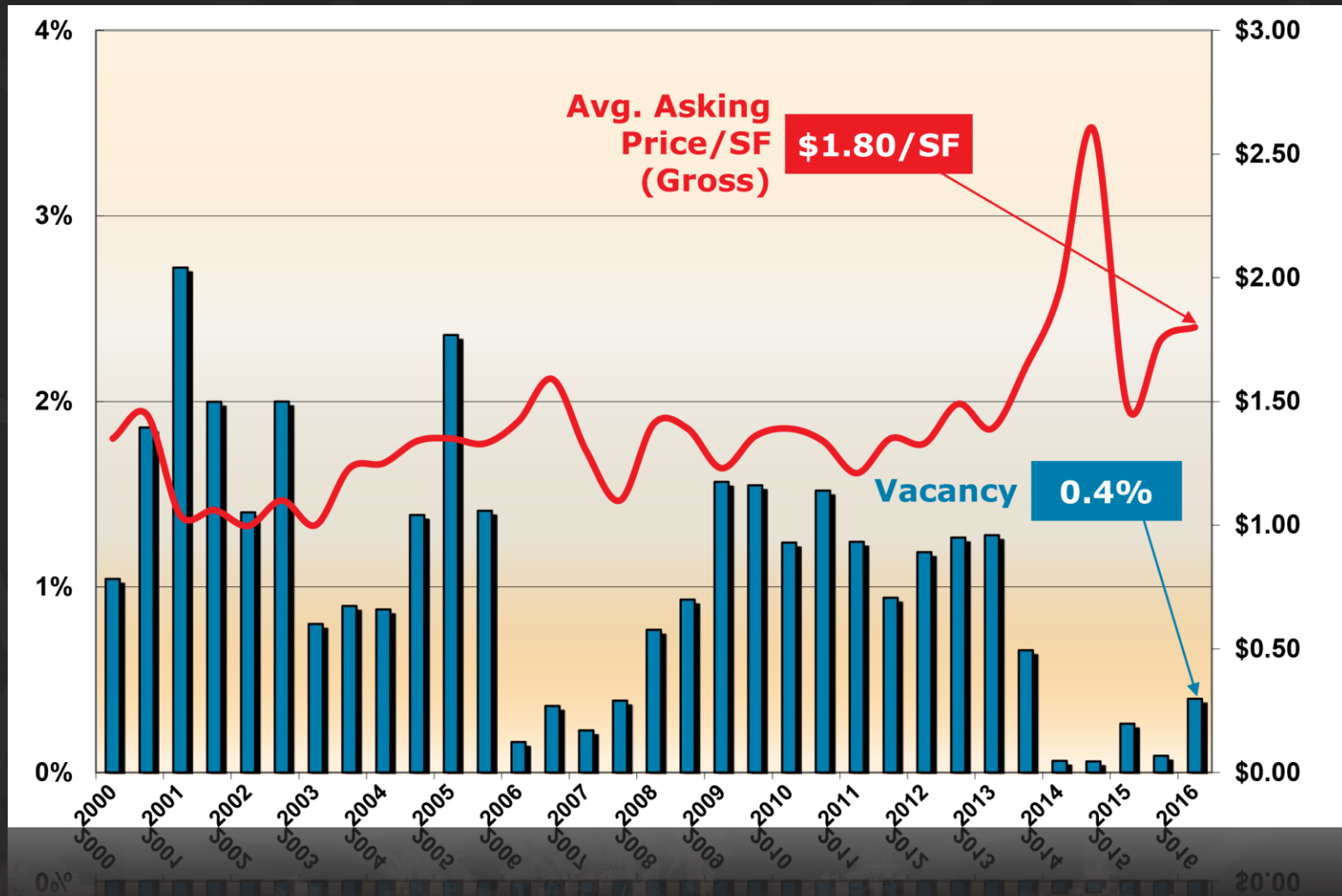
70 Castilian Dr.



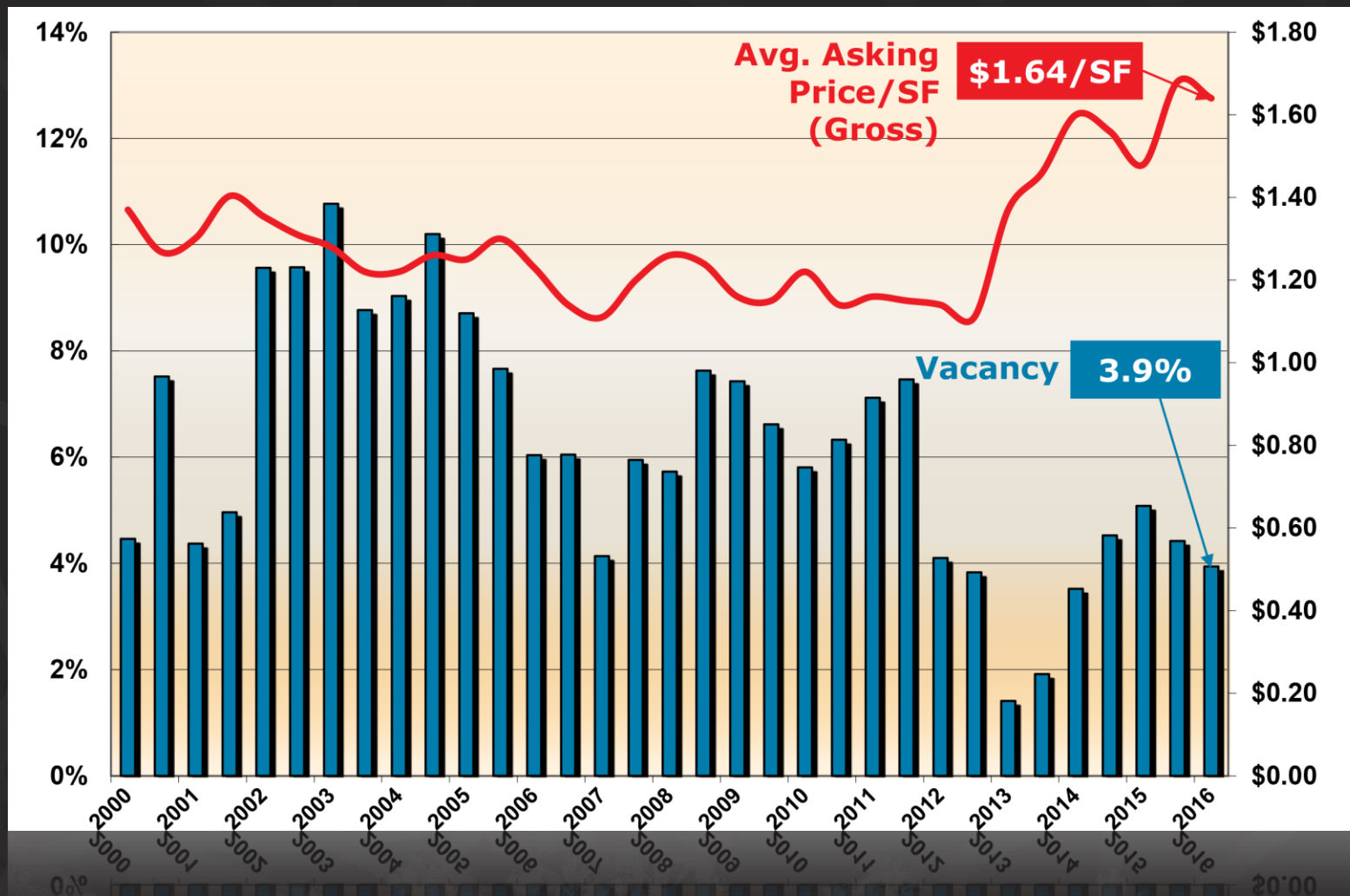
Carpinteria Office Vacancy



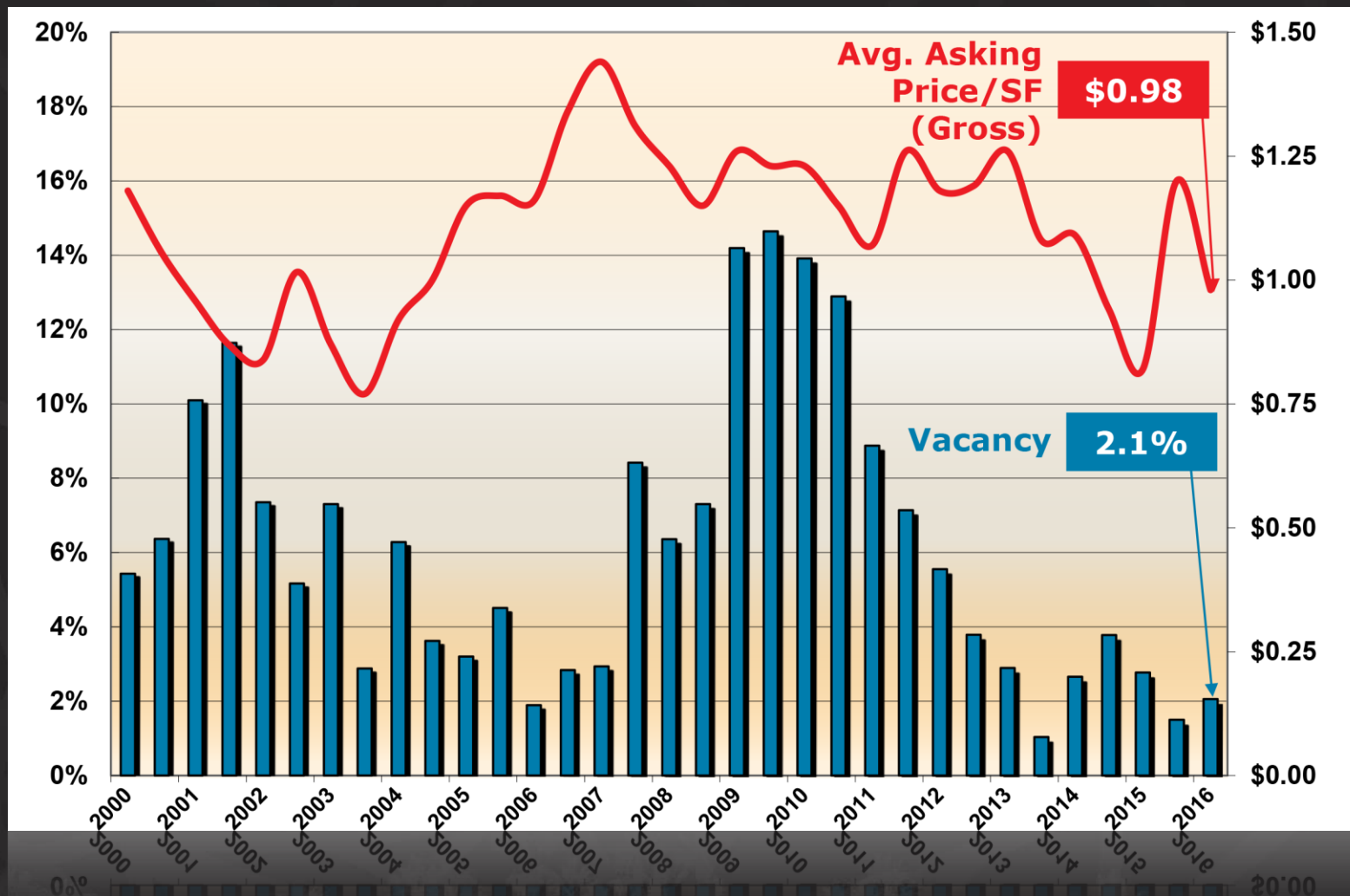
Santa Barbara Industrial Vacancy



Goleta Industrial Vacancy



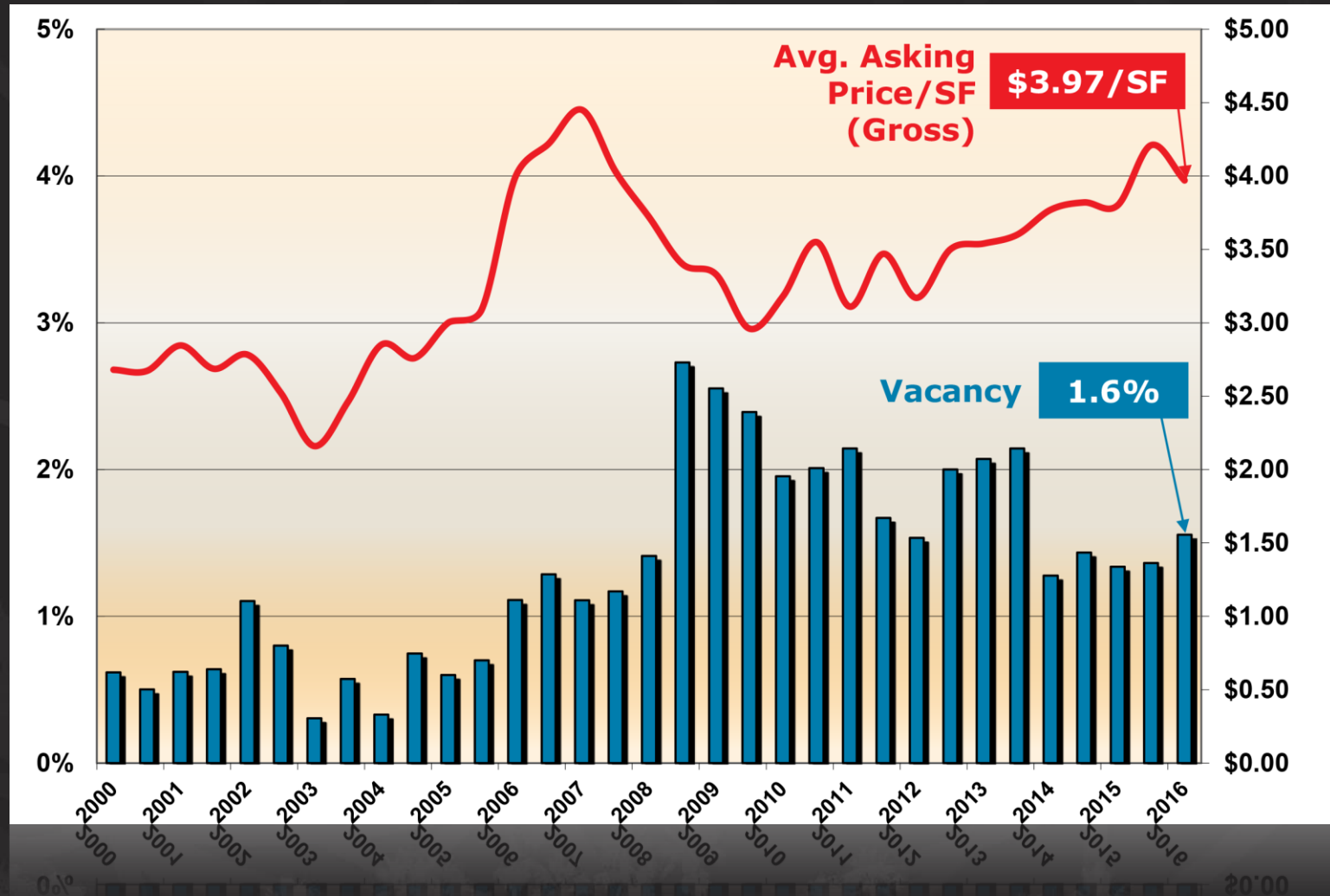
Carpinteria Industrial Vacancy



Macy's Paseo Nuevo Mall



Santa Barbara Retail Vacancy



15 E. Cabrillo Blvd.



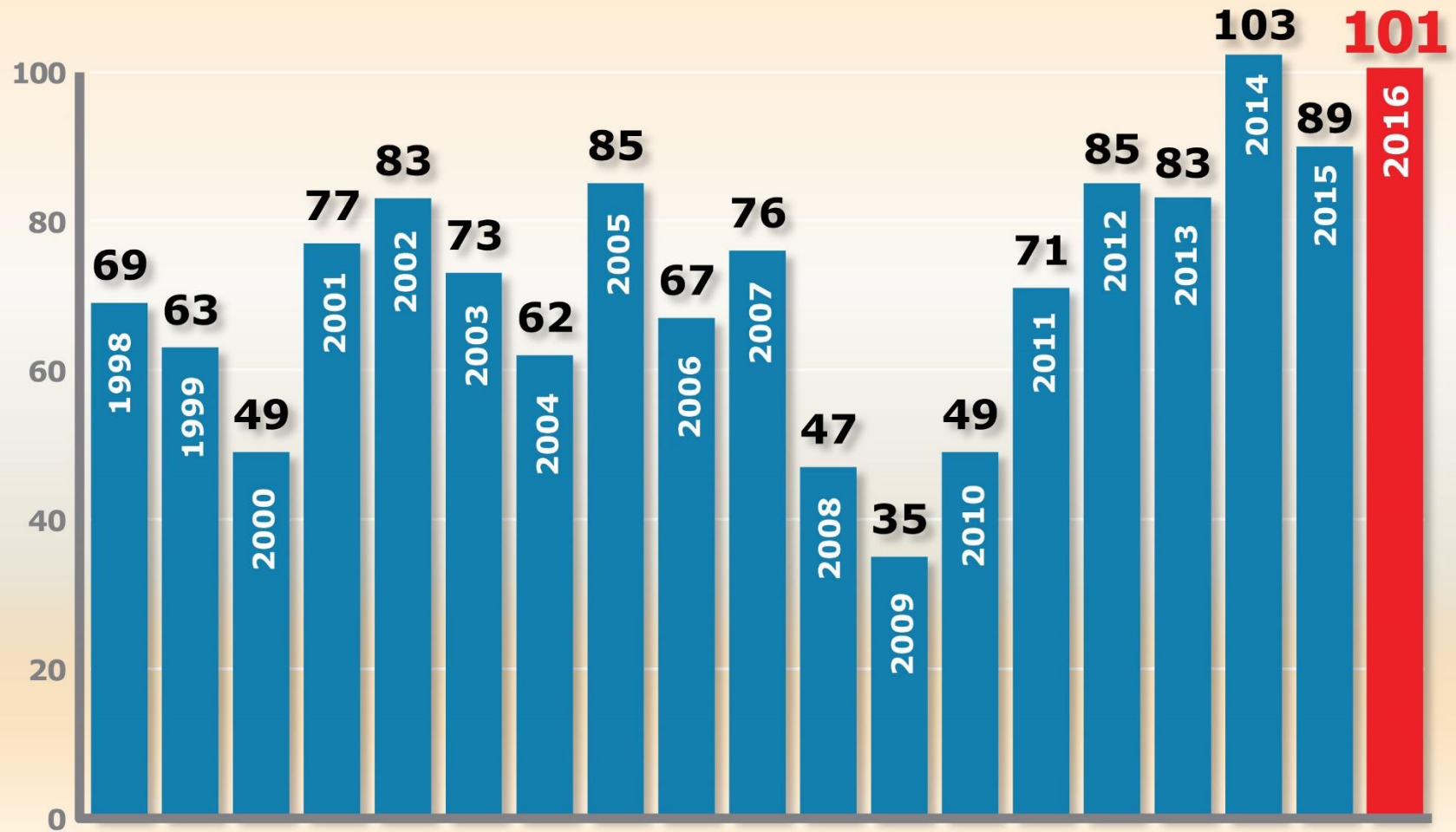
Thank You



Commercial Sales

Brad Frohling
Radius Principal

2016 South Coast Commercial Sales



Owner/User

525 Anacapa St.

\$5.3 Million

\$494/SF



Owner/User

55 Castilian Dr.

\$7,950,000

\$214/SF



Investment

1936 State St.

\$4,950,000

\$1,444/SF

3.85% CAP



Investment

5198 Hollister Ave.

\$40,195,500

\$347/SF



Investment

1000 Casitas Pass Rd.

\$23,104,500

\$237/SF



Investment

6750 Navigator Way

\$12,750,000

\$275/SF

6.5% CAP



Investment

126 E. Haley St.

\$8,167,500

\$270/SF

4.58% CAP



Investment

1964 Las Canoas Rd.

St. Mary's

\$11 Million

35+ Acres

55,000+ SF

Complex



Investment

336 N. Milpas St.

\$8.2 Million

\$715/SF

3.9% CAP

NNN Lease to CVS
for 20 Years



Development

700 Linden Ave.

\$5.2 Million

30,492 SF Land



Development

414 Chapala St.

\$3,224,540

14,657 SF Land



Funk Zone

214 State St.

\$7.6 Million

\$885/SF



Funk Zone

11 Anacapa St.

\$5.6 Million

11,536 SF Building

\$485/SF

34,412 SF Land



Thank You



Multifamily Sales

Steve Golis

Radius Principal & Co-Founder

LY Demand Volume 3rd Highest in Last 30 Yrs

Multifamily Executive

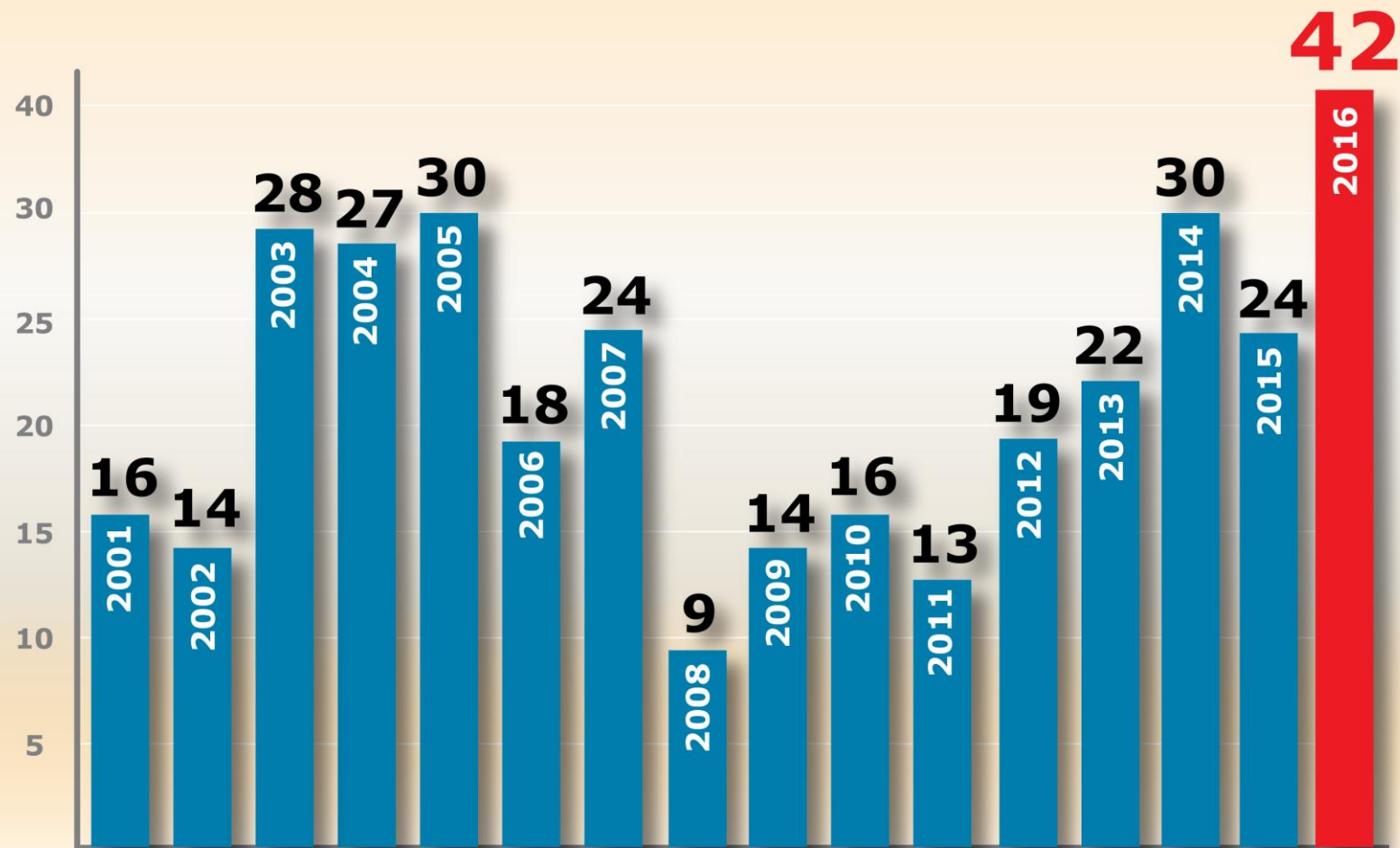
RealPage: Strong Demand, High Occupancy, Moderate Rent Growth Recorded in 2016

Last year's demand volume is the third-highest posted over the past three decades, with an unusually high demand rate observed over the year-end holidays.

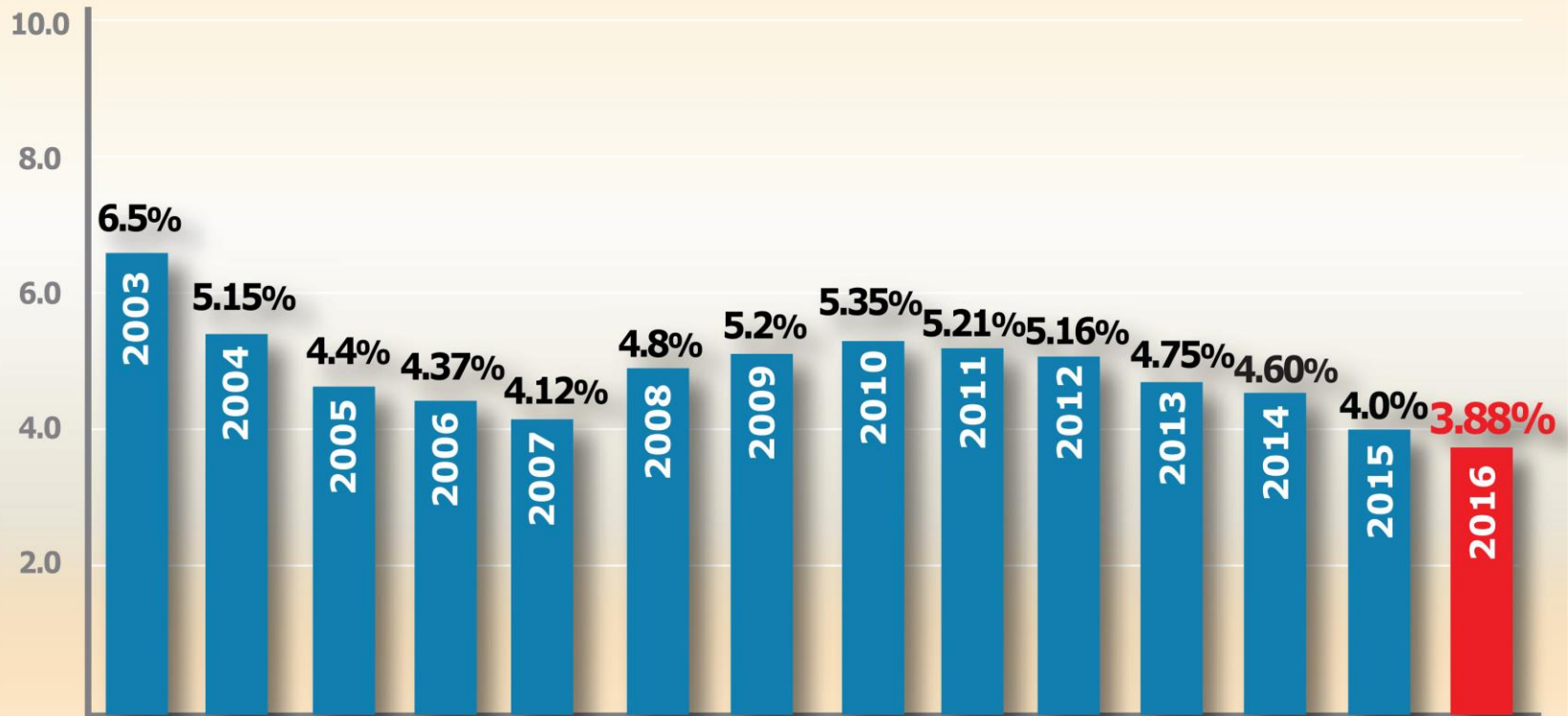
By [Mary Salmonsens](#)



South Santa Barbara County Sales (5+ Units)



South Santa Barbara County CAP Rates



Santa Barbara

2016

Avg. Studio \$1,243

Avg. 1BR \$1,588

Avg. 2BR \$2,341

Vacancy 1.68%

The Marc

Upper State Street
1BR = \$2,500/Mo.



Class A Investments Aren't Carrying the Market

CLASS-B APARTMENT INVESTMENTS ARE DRIVING MULTIFAMILY SALES, REPORT SHOWS

Dec 28, 2016 | Erik Dolan-Del Vecchio, Bisnow 



Facebook



Twitter



LinkedIn



Email



Print



Breakpointe Coronado

6672-6690 Abrego

Sold 1/19/17

149 Units

\$52 Million

\$348,993/Unit



Villa Carrillo Apartments

50 Units

\$14,875,000

\$297,500/Unit

3.24% CAP



Santa Maria Rents

2016

Avg. Studio
\$850

Avg. 1BR
\$975

Avg. 2BR
\$1,250

Vacancy 2.8%

North County | Vandenberg Village

4-Property Portfolio

The Diplomat I, II & III Complexes & 375 Burton Mesa Blvd.

126 Units | \$21,825,000 (\$169,551/Unit)



SLO County

- Countywide Vacancy 1.7%
- YTD = 5 Sales of Properties
5+ Units in Size
- Tight Rental Market
- Avg. Rent 2 BR = \$1,325/Mo.
- High Demand: Almost nothing available

Ventura County

2017

Avg. Studio \$1,288

Avg. 1BR \$1,597

Avg. 2BR \$1,953

Vacancy 2.66%

Ojai .62%

Fillmore 1.33%

Oxnard/Port Hueneme 1.88%

* Provided by Dyer Sheehan

Ventura County

University Glen

49 Rincon Dr., Camarillo

386 Units

\$81,000,000 | \$228,627 PPU



IMT Westlake Village

801 Hampshire Rd., Westlake Village

253 Units

\$88,250,000 | \$296,371 PPU



West Ventura County

Total Sales For 2016: 28 Sales

Average CAP Rate:
5.08%

Average Price Per Unit:
\$200,000

RealShare 2016 Apartment Conference

Southern California

- Now in later innings, but very short off-season
- Largest age population = 26 (80 Million)
- 1.4 Million deficit in apartments being built
- 23 million young adults living at home
- “Sexy 8” = San Diego, OC, San Jose, San Francisco, Seattle, NY, N. Carolina, Boston

Predictions

2017

- Demand will remain strong in 2017; Millennials and Seniors huge rental bases
- Vacancy Rates will remain low
- Investors committed to Multifamily investments
- More Off-Market deals

Thank You



“The Evolution of Retail Centers Ventura County”

Bill Hagelis

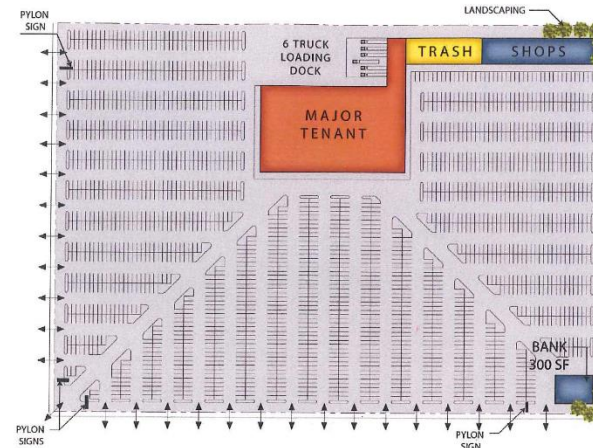
Radius • Hagelis Retail Advisors
Senior Vice President

The Typical Shopping Center - Circa 1995

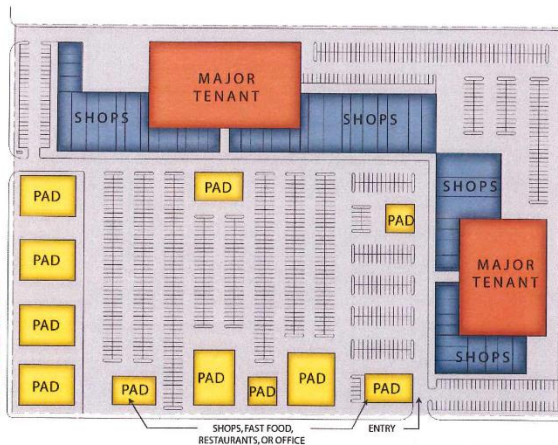
A
TYPICAL
SHOPPING
CENTER



A
SHOPPING
CENTER
AS SEEN BY
MAJOR
TENANT



A
SHOPPING
CENTER
AS SEEN BY
DEVELOPER



A
SHOPPING
CENTER
AS SEEN BY
THE CITY



A TYPICAL SHOPPING CENTER

PASADENA IRVINE SAN FRANCISCO LONG BEACH LAS VEGAS NEW YORK CLEVELAND DENVER

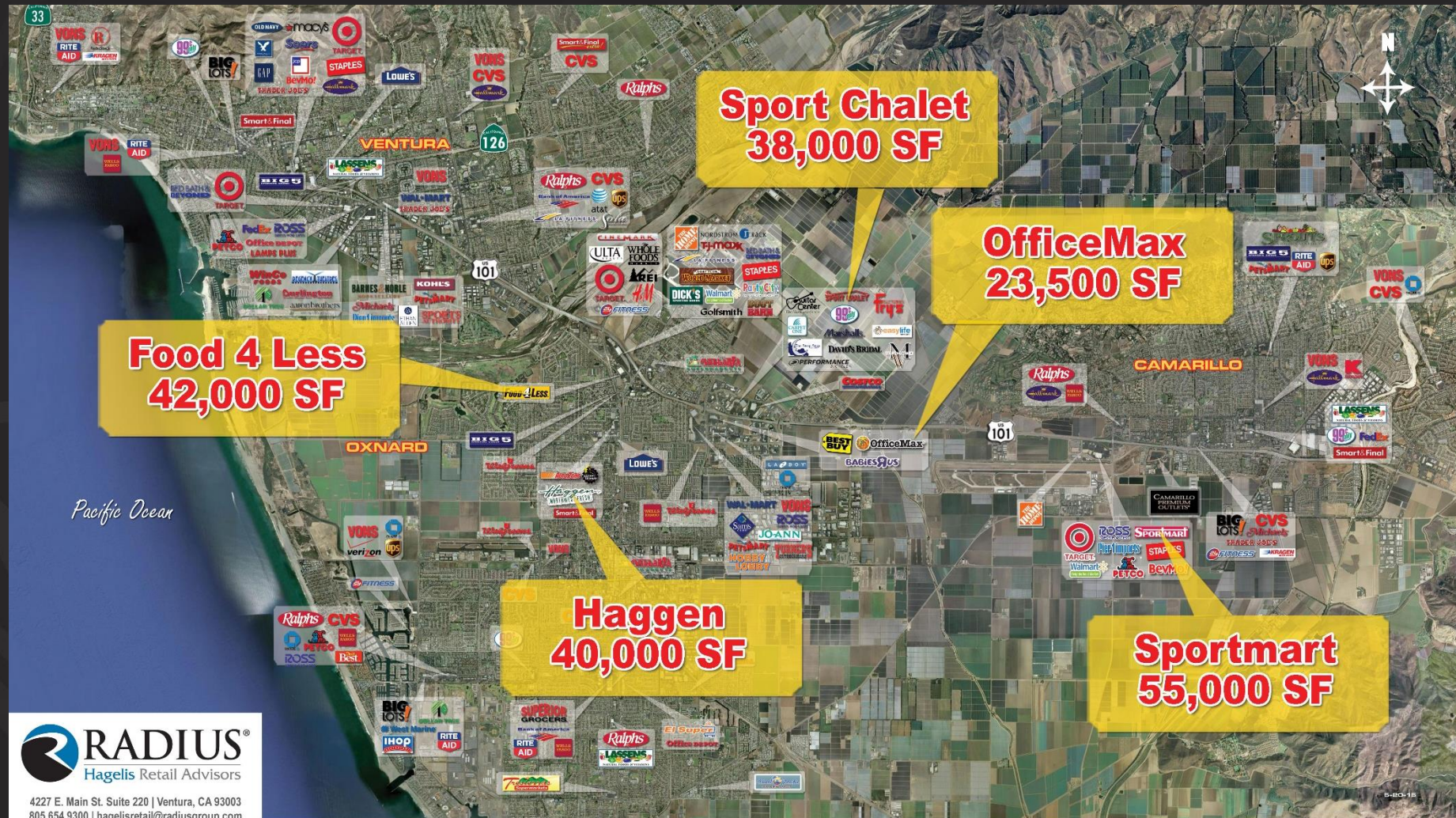
mcgarchitectur.com



Acquisitions, Mergers & Consolidations

- Albertsons Purchase of Vons = Haggen Grocery
- Drug Stores – CVS Purchase of Savon & Longs...
Walgreens & Rite-Aid?
- Office Depot Purchase of Office Max...
Staples Downsizing
- Best Buy = Survival of the Fittest

Retail Box Vacancies: W. Ventura County



4227 E. Main St. Suite 220 | Ventura, CA 93003
805.654.9300 | hagelisretail@radiusgroup.com
radiusgroup.com

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805.654.9300 | hagelisretail@radiusgroup.com
radiusgroup.com

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The Radius Team. We have you covered.



Retail Box Vacancies: E. Ventura County



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Adaptive Re-Use of Retail Centers – Former K-Mart in Oxnard

Oxnard

1345 W. Channel Islands Boulevard
NEC W. Channel Islands Boulevard & N. Ventura Road

Oxnard, California

LA Fitness, Smart & Final and Star World Coming Soon!



Major Redevelopment Planned

- Jr. Anchor Space and Shop Space Available
- Vibrant Demographic Mix of Coastal Affluent Areas, Port Hueneme Navel Base and Densely Populated Areas of South Oxnard

For more information:
Kristin Ambrose
714.460.1564
kambrose@rmrginc.com



RED MOUNTAIN GROUP

Areas of South Oxnard

and immediate surrounding areas are being redeveloped.

kambrose@rmrginc.com

714.460.1564

The Radius Team. We have you covered.

Other Re-Use of Existing Retail

- Medical/Office
- Self Storage
- Senior Housing
- Residential Mixed-Use

North Ranch Shopping Center

3825 - 3945 E. Thousand Oaks Blvd., Westlake Village

132,000 SF | \$111,228,000 | \$837/SF



Poinsettia Plaza

4867, 4731 & 4711 Telephone Rd. & 4300 – 4360 Main St., Ventura
188,000 SF | \$55,949,579 | \$297/SF



Former Levitz Furniture

2420 N. Oxnard Blvd., Oxnard (Auction Sale)

152,567 SF | \$8,150,000 | \$53/SF



What's Next For Retail... The Internet?

Thank You