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OFFERING MEMORANDUM

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EXECUTIVE SUMMARY

Centennial Advisers exclusively presents the opportunity to revitalize the largest shopping center in the National Historic District of Floral Park in Santa Ana. This is a rare opportunity to unlock substantial value in the most affluent neighborhood in Santa Ana. The property has potential to become a trophy asset once stabilized.

The shopping center is 13,484 RSF on a 1.43 AC plot of land. The property was constructed in 1990. There are two buildings on the property with seven suites totaling 13,484 RSF. One building is 9,914 RSF and has six suites. The second is a stand-alone building that is 3,570 RSF. The property is currently vacant other than one tenant in Building A on a month-to-month lease.

The property is situated on the North side of 17th Street with over 245 feet of frontage and averages 45,000 vehicles per day. There are 85 stalls with a parking ratio of 6.30/1,000 SF. The parking lot is in the rear of the property and can be accessed on either Jefferson Place or Ross Street. Ross Street is a hard signalized corner. The property is zoned C-1 and located within a designated Opportunity Zone.

The buyer will have the opportunity to reposition the asset and achieve top of market rents. The highest and best use for the property would be to cater to the affluent neighborhoods North of 17th Street. There is a strong need for a premier shopping center that is walking distance for thousands of residents.

HIGHLIGHTS

- 1990 Construction Shopping Center in the Most Affluent Neighborhood in Santa Ana
- Two structures totaling 13,484 RSF on 62,291 SF (1.43 AC) plot of land
- 245 feet of frontage on the North side of West 17th Street, averaging 45,000 VPD
- Potential Trophy Asset once repositioned
- Located in an Opportunity Zone



PRICE
\$5,750,000



CAP RATE
7.60%



NOI
\$437,126



PRICE/SF
\$426.43



FLORAL PARK OVERVIEW

Floral Park is located on the northern tip of Santa Ana and is home to some of the most historic and elegant houses in Orange County. Most of the houses were constructed between the 1920s and 1950s. The neighborhood contains diverse and well-preserved homes ranging in style from Mediterranean, Victorian, Spanish Colonial, Tudor, Italian Renaissance, Prairie, Neoclassical, Ranch, Mission Style, and many more popular designs in the post-World War I era. In 2023, Floral Park was added to the National Register of Historic Places, becoming the second-largest National Historic District in Orange County, after Old Towne Orange.

While Floral Park is renowned for its architectural beauty, its sense of community is equally remarkable. The neighborhood thrives on the connection of its residents, supported by the Floral Park Neighborhood Association—a volunteer organization that organizes seasonal and community events. Signature events include The Walk of Lights in December, The Walk of Frights in October, Fourth of July Freedom Fest, Quarterly Mixers, Chili Cook-Off, The Home & Garden Tour, outdoor concerts, and other gatherings throughout the year.

In 2024, the median price of a home sold in Floral Park was \$1,330,000, which is 70% higher than the median home price in Santa Ana¹. The median household income for Floral Park² is \$158,735, about 80% higher than the median household income in Santa Ana.³



Median Household Income
\$158,735



Median Sold Home Price in 2024
\$1,330,000



SANTA ANA OVERVIEW

Santa Ana, the county seat of Orange County, is a vibrant and dynamic city known for its history, cultural diversity, and strategic location. As the second-largest city in Orange County, with a population exceeding 330,000 residents, Santa Ana has earned its nickname as "Downtown Orange County." Santa Ana's strategic location, robust economy, and cultural landscape make it a cornerstone of Orange County's identity.

Santa Ana's central location places it within 30 minutes of most major Southern California destinations, making it a highly desirable place to live and work. The city's density and transportation infrastructure support a sustainable lifestyle, allowing residents and employees to commute via bus, bicycle, or on foot. Santa Ana offers a variety of cultural and recreational attractions that appeal to residents and visitors alike such as: Downtown Santa Ana, Artist's Village, Discovery Cube Orange County, Heritage Museum of Orange County, Santa Ana Zoo, and Bowers Museum.

The city's housing options, energetic nightlife, and cultural amenities make it an attractive destination for a diverse population. Santa Ana continues to grow and evolve, offering an exceptional quality of life and numerous opportunities for residents, businesses, and investors. Santa Ana is home to over 30,000 businesses that collectively employ more than 150,000 people. The city's economic vitality is bolstered by its diverse business base and corporate headquarters of major companies, including Behr Paint and First American Financial Corporation. This economic strength is reflected in Santa Ana's AA issuer credit rating assigned by Standard & Poor's in 2016.



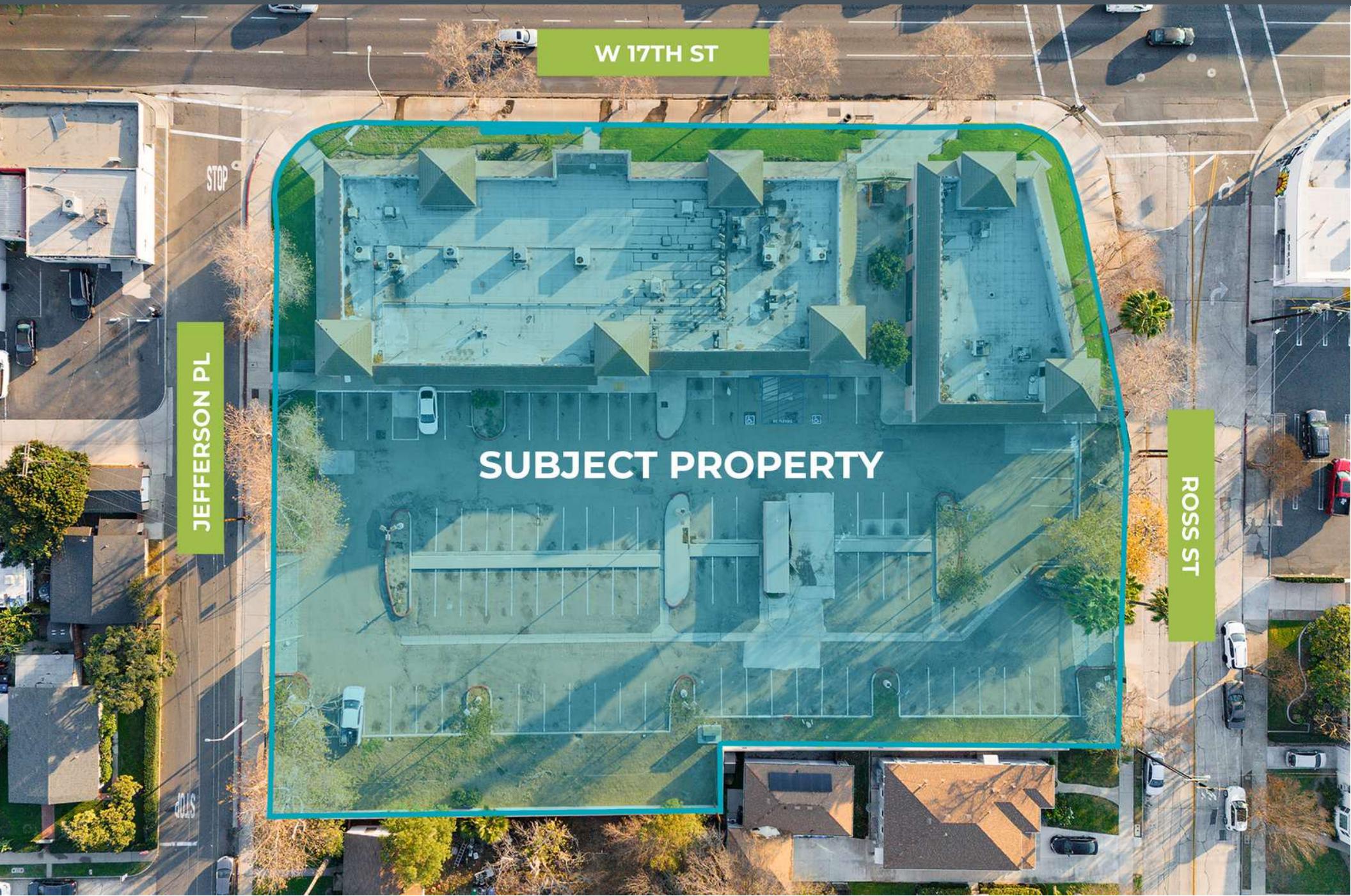
REGIONAL MAP



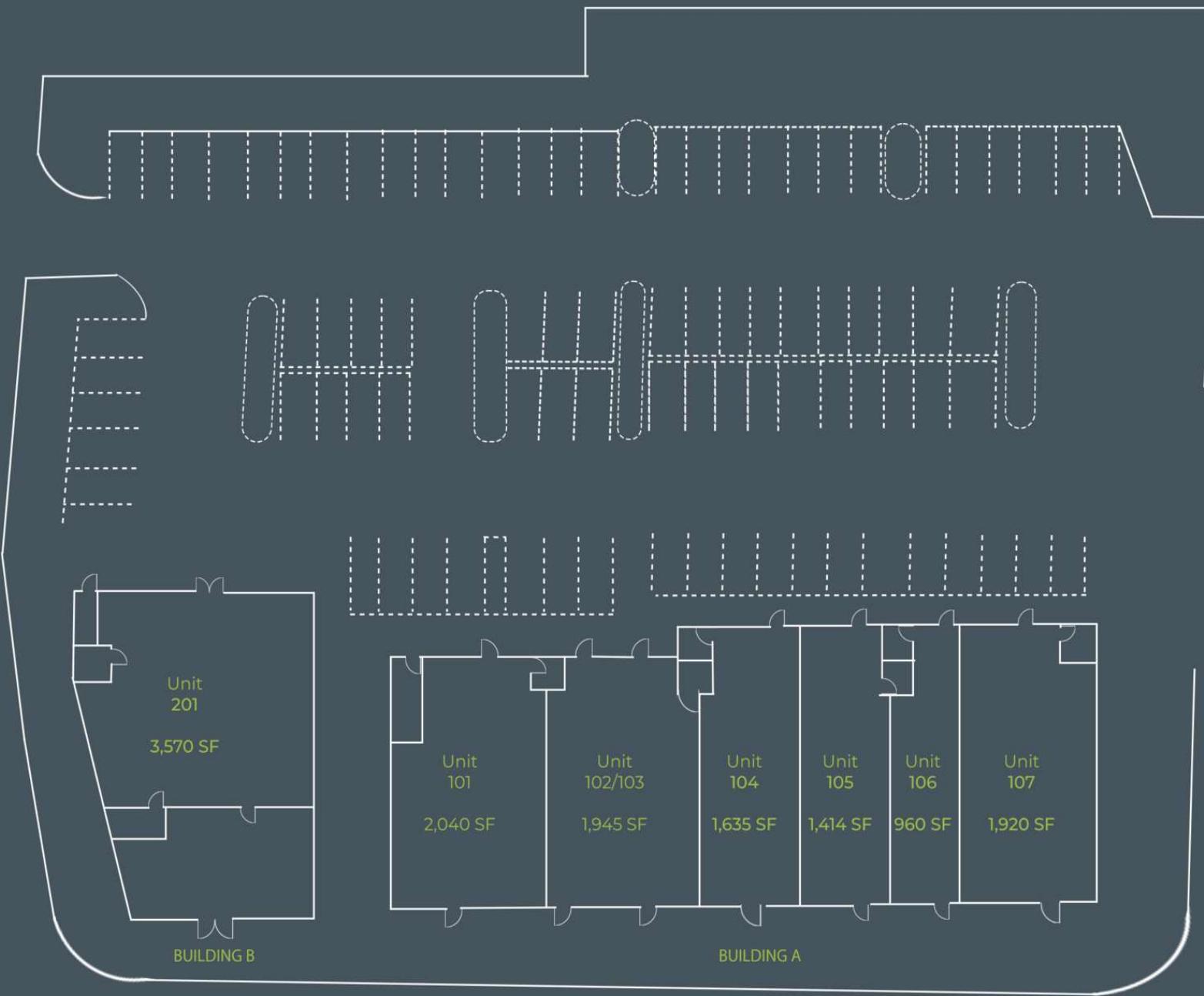
REGIONAL MAP



AERIAL MAP



SITE PLAN



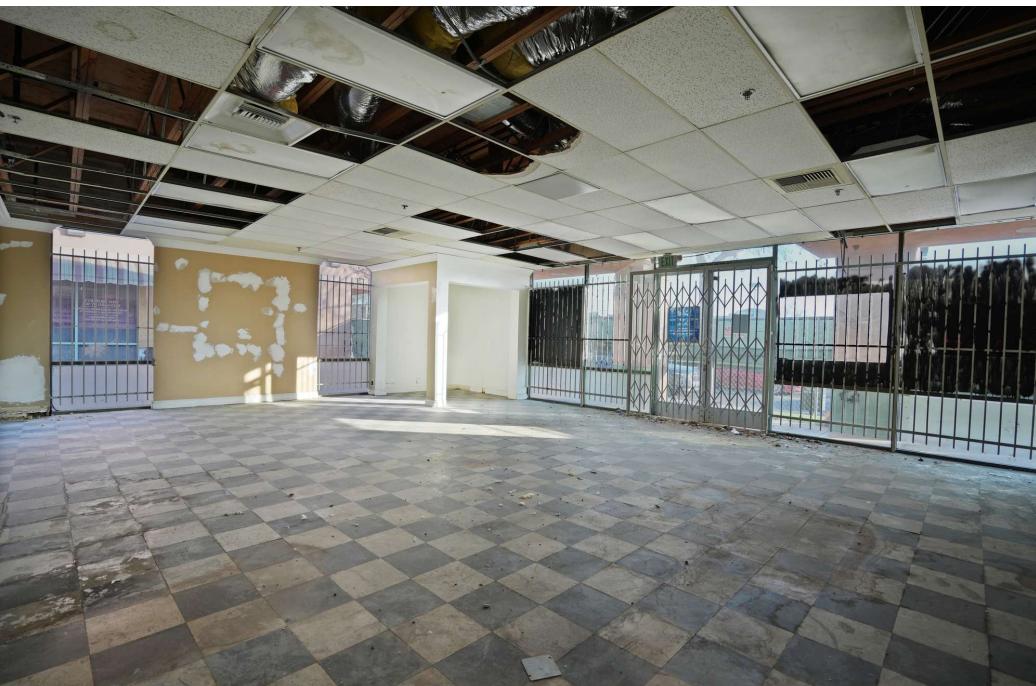
EXTERIOR PHOTOS



INTERIOR PHOTOS



INTERIOR PHOTOS



PRO FORMA RENT ROLL



An aerial photograph of a two-story commercial building with a pinkish-orange facade and a green tiled roof. The building features several gabled sections and a central entrance. It is surrounded by a large parking lot filled with cars. In the background, there are other buildings, trees, and a street with traffic. The building is highlighted with a green rounded rectangle.

Suite	Size SF	\$/SF/MO	Pro Forma Market Rent/MO	CAM/SF/ Month	Total\$/SF +CAMS/Month
101(R)	2,040 SF	\$3.25	\$6,630	\$1.12	\$4.37
102/103	1,945 SF	\$2.80	\$5,446	\$1.12	\$3.92
104	1,635 SF	\$2.80	\$4,578	\$1.12	\$3.92
105	1,414 SF	\$2.80	\$3,959	\$1.12	\$3.92
106	960SF	\$3.25	\$3,120	\$1.12	\$4.37
107(R)	1,920 SF	\$3.25	\$6,240	\$1.12	\$4.37
201	3,570 SF	\$2.80	\$9,996	\$1.12	\$3.92
Totals	13,484 SF		\$39,969		

INCOME & EXPENSES

INCOME SUMMARY		PRO FORMA
Scheduled Gross Income		\$479,628
CAM Reimbursement	5% Slippage	\$180,458
Vacancy Cost		(\$33,004)
TOTAL		\$627,082

EXPENSES SUMMARY		PRO FORMA
Property Taxes	1.11285% tax rate based on \$5.75 MM	\$63,989
Property Insurance	\$1.75/SF	\$23,597
Professional Management	5% Fee	\$33,004
Electric	30¢/SF	\$4,045
Water	60¢/SF	\$8,090
Trash		\$7,680
Sweeping		\$3,840
Landscaping		\$12,000
Repairs	\$1.50/SF	\$20,226
Reserves	\$1.00/SF	\$13,484
OPERATING EXPENSES		\$189,956
NET OPERATING INCOME		\$437,126

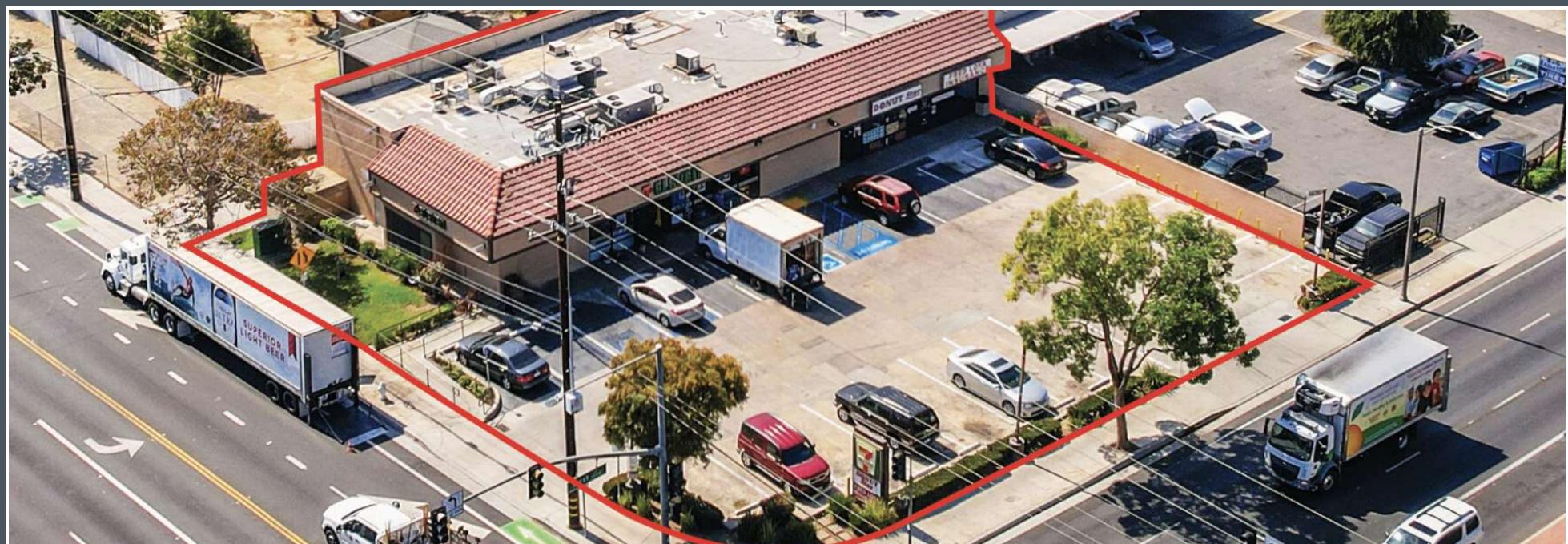
SALE COMPARABLES

1 902 W 1ST STREET, SANTA ANA

CLOSED	2023-04-10	CAP	5.49%
YEAR BUILT	1986	PRICE/SF	\$746.67
LOT (SF)	15,002		
BLDG (SF)	4,808		

\$3,590,000

Flower Shopping Center is located on the corner of Flower Street and 1st Street averaging 35,000 VPD. The property is 1.3 miles from the subject property. The shopping center was renovated in 2004. The property caters to the neighborhoods south of 1st Street which have an 87% lower median household income than the neighborhoods north of 17th Street, which results in a lower rental ceiling. Despite the immediate demographics, the property sold at a 5.49% cap rate for \$747/SF. This is due to 7/11 being the major tenant, Santa Ana High School directly across the street, and many high-density households within walking distance of the property. A shopping center in a more affluent area with the opportunity to sign multiple strong tenants should yield similar metrics after renovations.



SALE COMPARABLES

2 1734 W 1ST STREET, SANTA ANA

CLOSED	2023-10-03	CAP	6.12%
YEAR BUILT	1987	PRICE/SF	\$376.77
LOT (SF)	31,503		
BLDG (SF)	9,953		

\$3,750,000

First and Raitt Plaza is located on First Street and Raitt Street averaging 38,000 VPD. Despite the median household income in the surrounding neighborhoods being 72% lower than the subject property's, 1734 W 1st Street sold at a 6.12% cap rate. The average rent/SF was \$2.30, which was average for this area of Santa Ana. This property has mediocre frontage on First Street (72 feet) as the front of the property is facing Raitt Street (245 feet), which has 12,000 VPD. This is indicative that a shopping center in a more affluent area, with a higher traffic count, and better visibility should yield higher rents than this area which will result in a lower cap rate.



SALE COMPARABLES

3 13812 NEWPORT AVENUE , TUSTIN

CLOSED	2024-03-22	CAP	5.11%
YEAR BUILT	1988	PRICE/SF	\$646.82
LOT (SF)	32,234		
BLDG (SF)	9,624		

\$6,225,000

Newport and Walnut Center is located on Newport Avenue and Walnut Street averaging 27,000 VPD. The property is located 0.3 miles north of the I-5 Freeway on/off-ramps and directly across the street from Tustin Plaza, situated on Tustin's busiest retail corridor. It sold at a 5.11% cap rate for \$647/SF due to the accessibility to the I-5 Freeway surrounding retailers, and 178 feet of frontage on Newport Avenue. The property sold with rents of \$2.96/SF, which is about 10% below market due to improper management. A late 80s/early 90s construction shopping center with proper management in a high traffic location and substantial frontage can generate top of market rents which should result in a value upwards of \$600/SF.



SALE COMPARABLES

4 5970 CORPORATE AVENUE, CYPRESS

CLOSED	2023-03-07	CAP	5.58%
YEAR BUILT	2001	PRICE/SF	\$600.00
LOT (SF)	57,499		
BLDG (SF)	10,840		

\$6,504,000

Baycrest Plaza is located on Corporate Avenue and Valley View Street averaging 46,000 VPD. This property is situated in a business park and the surrounding neighborhoods have a median household income of \$123,850. Even though the property has 287 feet of frontage on Valley View Street, visibility from the street is subpar due to the deep parking lot. The property has a similar lot size, parking ratio (6.76/1,000 SF), traffic count, and demographics compared to the subject property. This indicates a similar cap rate and price/SF should be achievable after renovations.



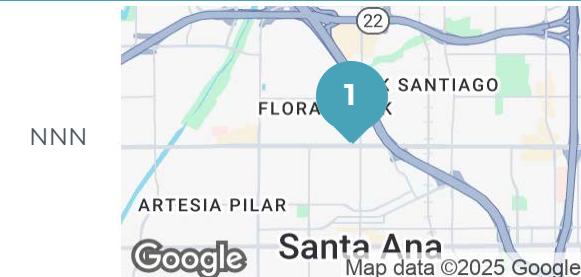
LEASE COMPS



BASKIN-ROBBINS

201 W 17th St, Santa Ana, CA 92706

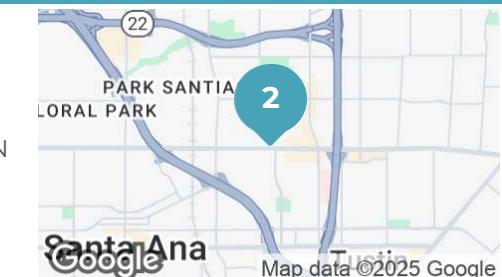
Lease Rate \$3.06 /SF/MO Lease Type:
Space Size: 1,125 SF



ENCHANTED COFFEE

1935 E 17th St, Santa Ana, CA 92705

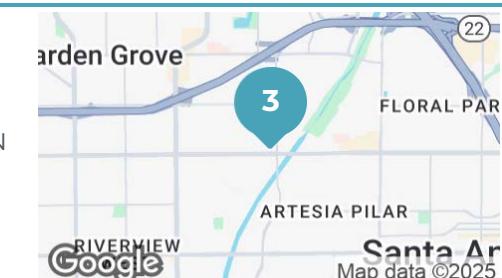
Lease Rate \$3.75 /SF/MO Lease Type:
Space Size: 1,524 SF



DR. MORA

2525 Westminster Ave (17th St), Santa Ana, CA 92706

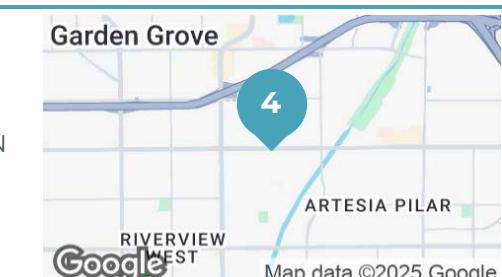
Lease Rate \$3.75 /SF/MO Lease Type:
Space Size: 1,350 SF



DAWA KITCHEN

15602 Westminster Ave (17th St), Garden Grove, CA 92780

Lease Rate \$3.75 /SF/MO Lease Type:
Space Size: 2,023 SF



MEET YOUR AGENT



OWEN ENGELMAN

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Owen was born in Santa Monica but raised in Santa Ana, where he graduated from Mater Dei High School in 2018 and was a member of the golf team for all four years. He then graduated from the University of Oregon in 2022, earning a Bachelor of Science in Psychology and a minor in Business Administration. Throughout his summers in high school and college, he worked as a lifeguard instructor for California Junior Lifeguard Programs in Newport Beach, Back Bay. When Owen isn't in the office, you can find him at the beach, on the golf course, or spending time with loved ones and friends.

His interest in real estate started at an early age, as his father has been in the business for over 35 years. He decided to pursue the retail market in Santa Ana, Orange, and Tustin as he was already familiar with the area. Owen focuses on providing transparent communication, up-to-date information, and helping clients maximize the performance of their portfolios. By genuinely wanting to see his clients succeed in their commercial real estate and financial goals, he ensures that clients feel confident, understood, and well-guided through every step of the transaction.

MEET YOUR AGENT



MICHAEL ALPER

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As Centennial Advisers' top multifamily broker in Orange County, Mike's success has been built on helping clients achieve their specific investment goals. Since joining the firm in 2017, Mike has been involved in high-profile investment transactions in Orange, San Diego and Los Angeles Counties including acquisitions, dispositions, 1031 exchanges and value add repositioning.

Total consideration of Mike's commercial multifamily transactions with Centennial is in excess of \$100 million. Through comprehensive financial modeling and a detailed understanding of the 1031 exchange process, Mike has helped numerous clients improve their portfolios. His track record showcases clients who have successfully exchanged into newer buildings in better locations that provide increased cash flow, as well as, long-term appreciation potential.

Prior to joining Centennial, Mike earned an undergraduate degree in Business Administration with an emphasis in Marketing from Cal Poly San Luis Obispo. He went on to earn a MBA from Chapman University in Orange County. In his free time, Mike enjoys reading, going to the gym, surfing and spending time outdoors. He has been a resident of Newport Beach for the past eight years.

MEET YOUR AGENT



JUSTIN WHITE

Managing Director | CalDRE #01267826

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Working for a land speculator was all it took for Justin White, Managing Partner of Centennial Advisers, to fall in love with the commercial real estate business. Over his 30-year career, he's developed a unique approach to business in general, and real estate in particular, that is the foundation of Centennial Advisers.

A natural at sales, White started in real estate by specializing in Long Beach in apartment buildings. Early in his career, he was recognized as a great sales trainer, by both regional and national firms, and has now managed and trained over 500 brokers. When the real estate market struggled in 2010 and many agents got out, Justin doubled down, training brokers to find the opportunities the "Great Recession" offered rather than the losses. Justin focused on the many financial and practical advantages of a simultaneous 1031 Exchange. Advisers he mentored went from making a "decent living" to earning six figures within about three years (and learned a lot about themselves and overcoming the challenges they faced as they went).

Centennial Advisers was launched with Justin's guiding principle, "Do what is in the best interest of the client, the adviser, and the firm." Our agents take that to heart and work as a team. The environment Justin cultivates is one of collaboration, providing the support each advisor needs to hone their skills and the support the clients need during transactions. Collaboration means clients have multiple experts consulting on their deals, each with a focus on a specific area and property type. That translates to exceptional service for clients each receiving deep insights, extensive information to make informed decisions, and more access to capital when selling and inventory when buying.

Justin's career has spurred superstar advisers who are out there helping thousands of clients do better and make more money for their future and their family's future.