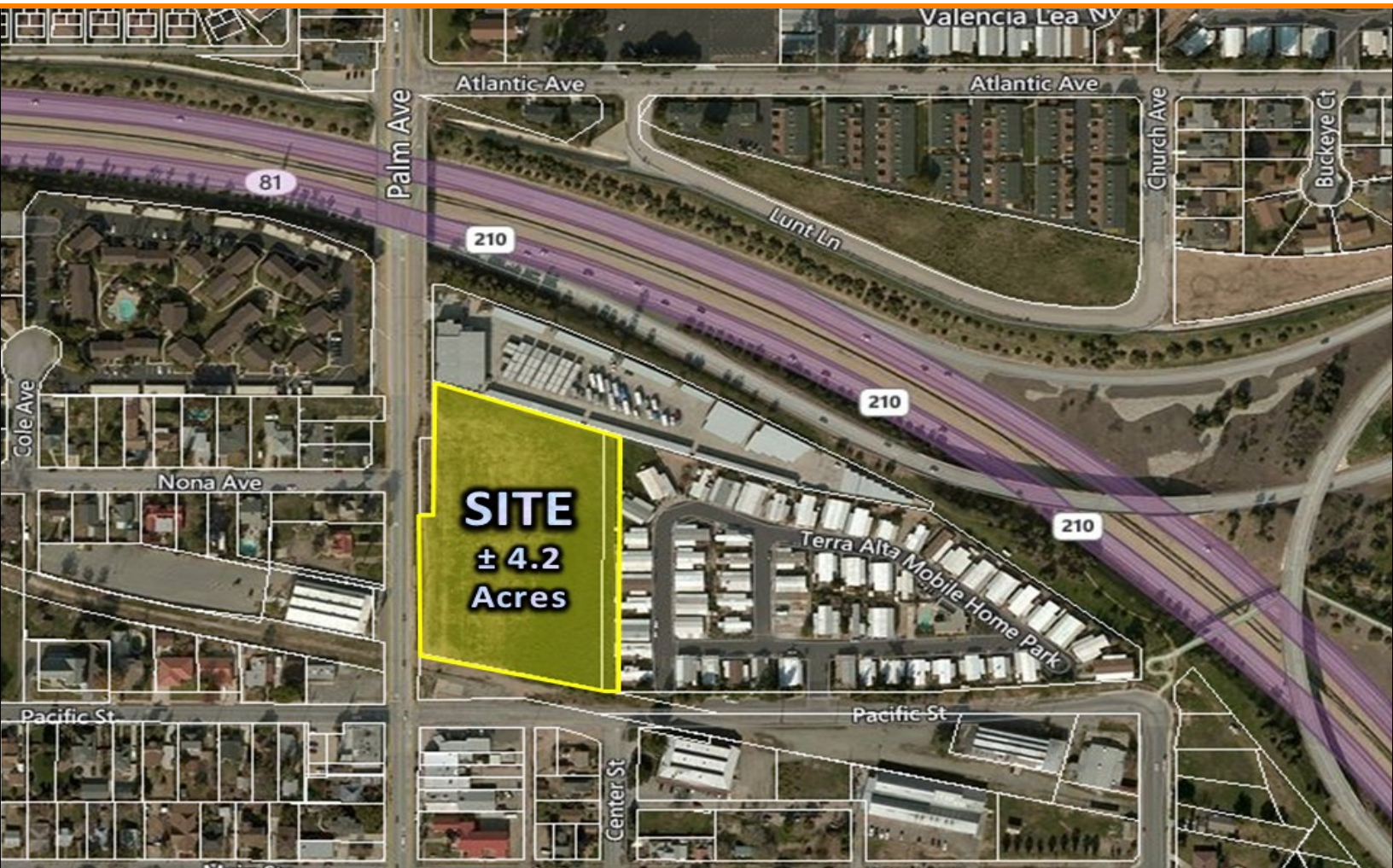


±4.2 Acre Development Site

SAN BERNARDINO, CA



OFFERING MEMORANDUM



±4.2 Acre Development Site

SAN BERNARDINO, CA

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±4.2 Acre Development Site

SAN BERNARDINO, CA

TABLE OF CONTENTS

Section 1	PROPERTY DESCRIPTION
Section 2	PRICING AND FINANCIAL ANALYSIS
Section 3	RECENT SALES
Section 4	MARKET OVERVIEW
Section 5	DEMOGRAPHIC ANALYSIS

±4.2 Acre Development Site

SAN BERNARDINO, CA

INVESTMENT OVERVIEW

Investment Highlights

- ±4.2 Acre Infill Site in San Bernardino - Zoned CG-1 (Commercial General)
- CG-1 Zoning Allows Retail, Personal Service, Entertainment, Office and Related Uses
- CG-1 Zoning Also Allows for Senior Living or Senior Congregate Care up to 47 du/Acre
- Site is Located in Eastern San Bernardino Adjacent to the Historical Village Zone of the City of Highland
- Located One Block South of the I-210 Freeway where it Connects to State Route 330
- Priced at Only \$6.03 per Square Foot



Marcus & Millichap is pleased to offer for sale a ±4.2 acre infill parcel of vacant land located on the northeast corner of Palm Avenue and Pacific Street in the city of San Bernardino. Located one block south of the I-210 freeway where it connects with State Route 330, this parcel is very well located for a number of possible uses.

The property is relatively flat with roughly 535' of frontage on Palm Avenue. The site is surrounded by a Mobile Home Park to the east, a storage facility and the I-210 freeway to the north, and residential to the west and south. This is true infill parcel of vacant land in an area of San Bernardino that is fairly well built out. The site is also within close proximity of the Historical Village Zone of the city of Highland.

The current zoning on the site is CG-1 (Commercial General). This zone is intended to provide for the continued use, enhancement, and new development of retail, personal service, entertainment, office and related commercial uses along major transportation corridors and intersections to service the needs of the residents; reinforcing existing commercial corridors and centers and establishing new locations as residential growth occurs. Additionally, this zone permits a maximum density of 47 units per net acre for senior citizen and senior congregate care housing.

PROPERTY PHOTOS



PROPERTY PHOTOS



PROPERTY PHOTOS



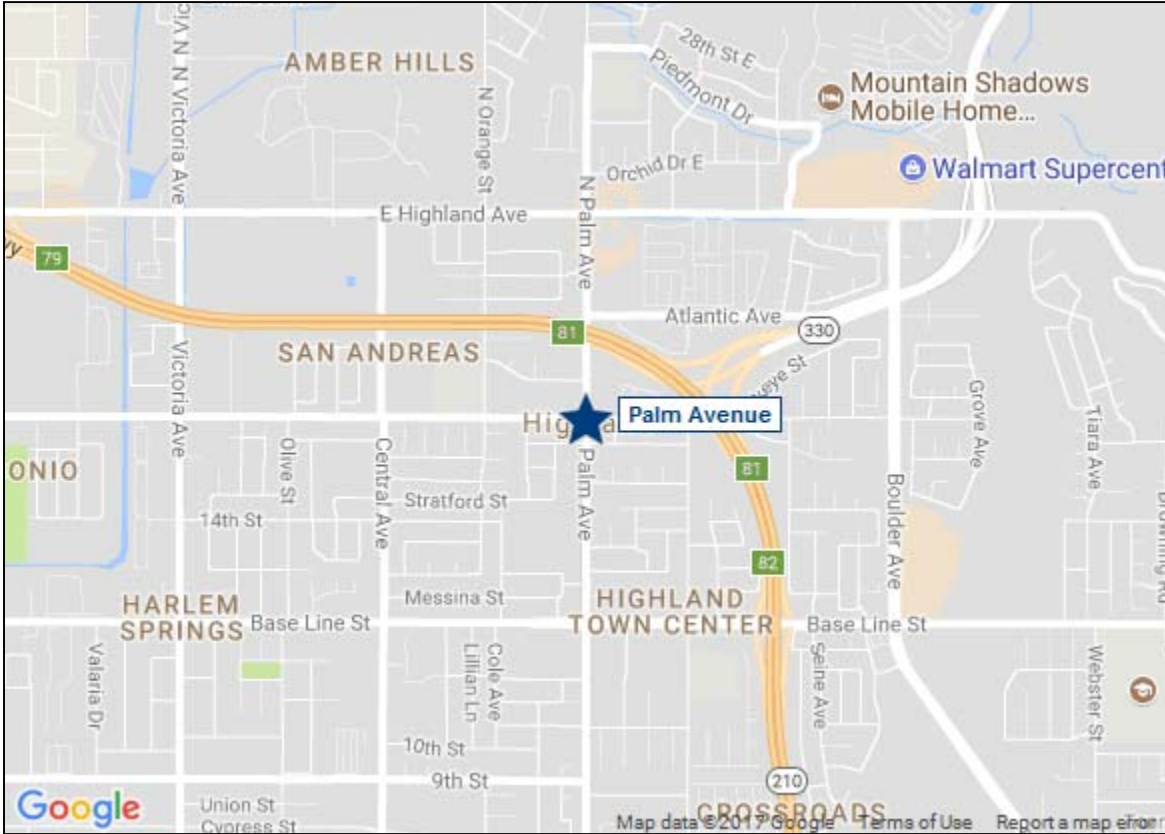
NEIGHBORS



±4.2 Acre Development Site

SAN BERNARDINO, CA

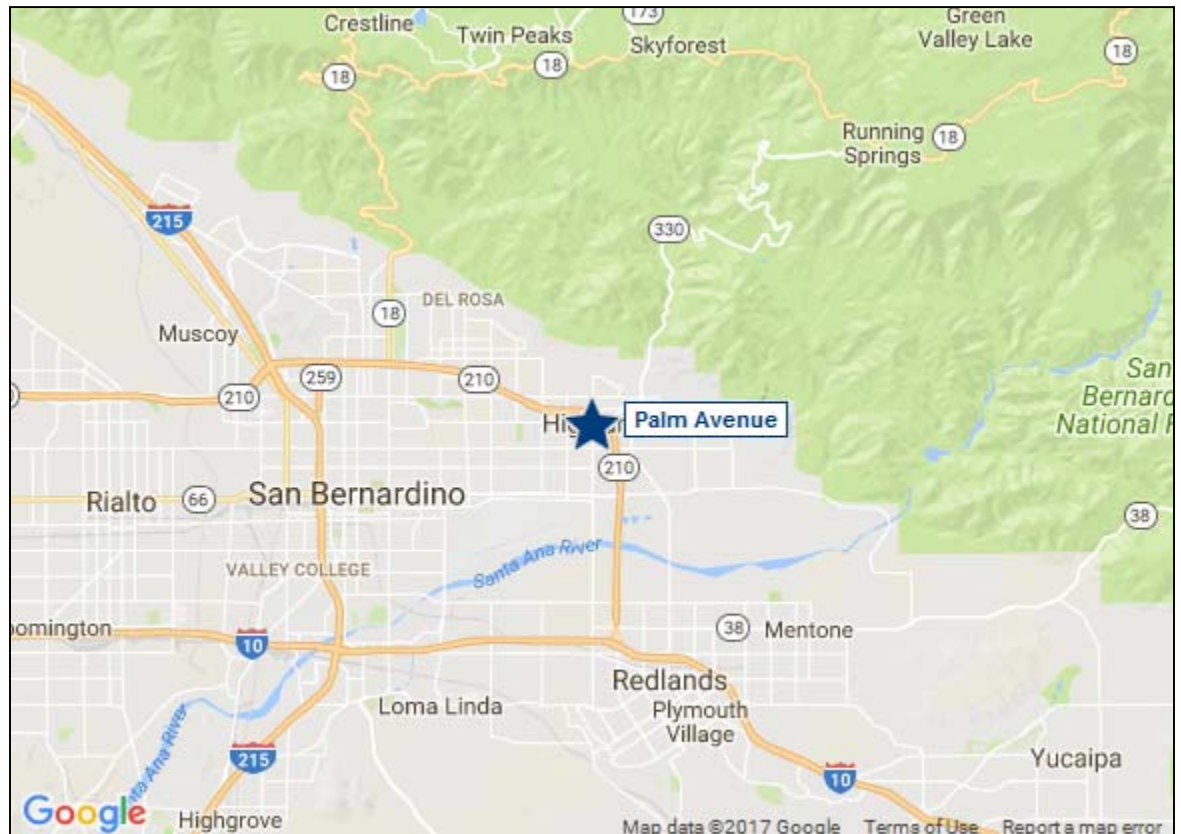
PROPERTY DESCRIPTION



Local Map



Regional Map



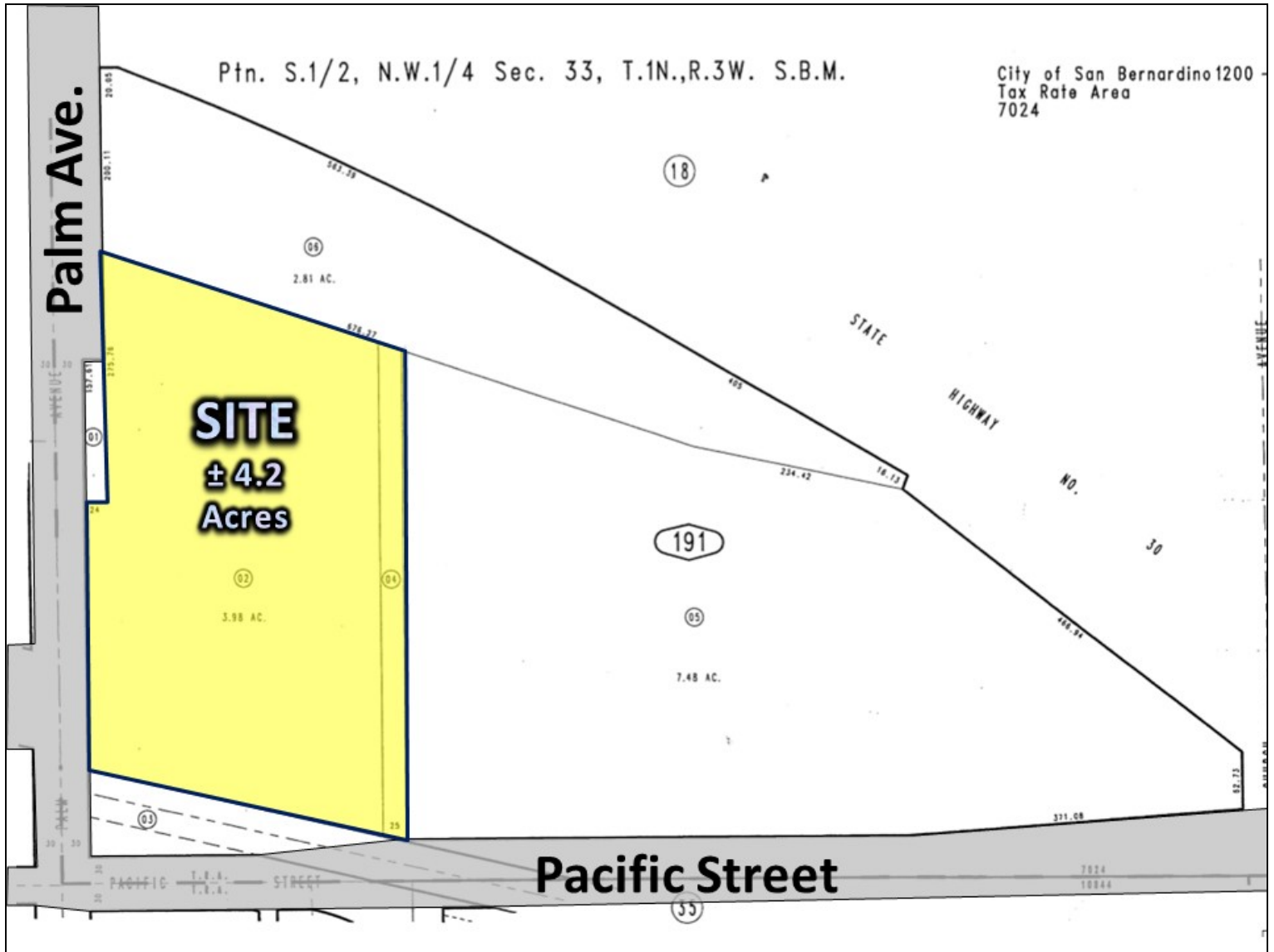
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±4.2 Acre Development Site

SAN BERNARDINO, CA

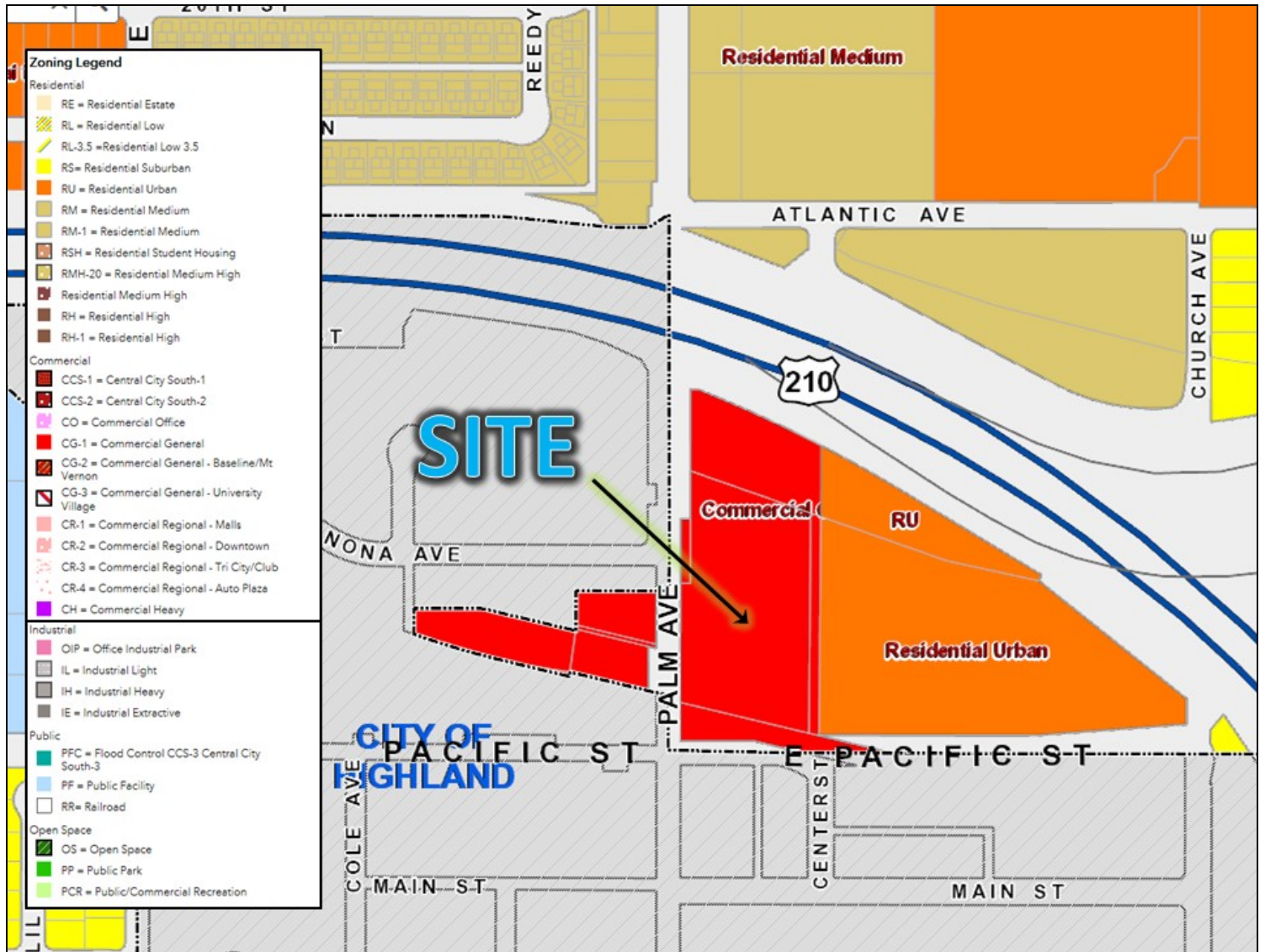
PROPERTY DESCRIPTION

PLAT MAP



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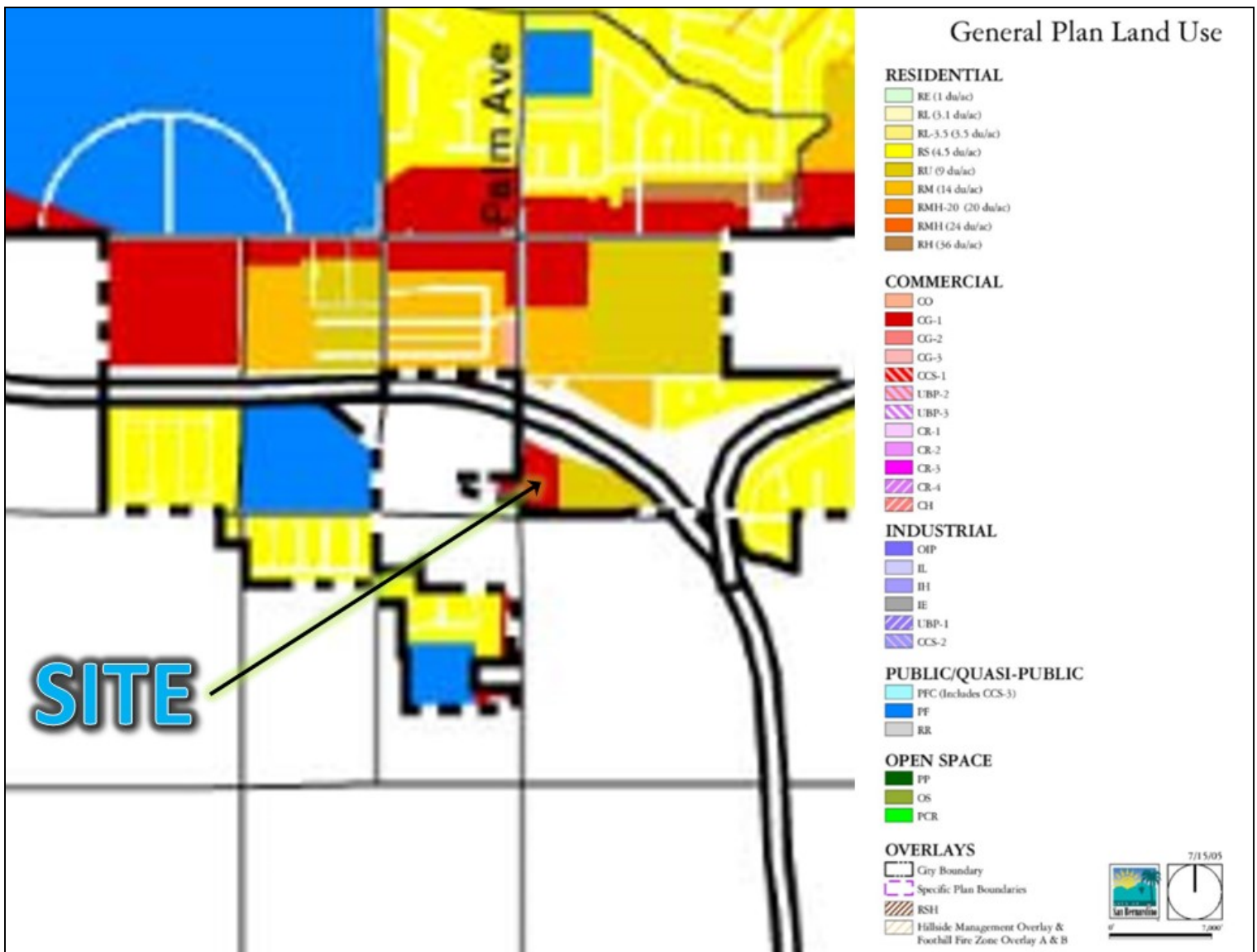
ZONING MAP



CG-1 (COMMERCIAL GENERAL) ZONE

This zone is intended to provide for the continued use, enhancement, and new development of retail, personal service, entertainment, office and related commercial uses along major transportation corridors and intersections to service the needs of the residents; reinforcing existing commercial corridors and centers and establishing new locations as residential growth occurs. Additionally, this zone permits a maximum density of 47 units per net acre for senior citizen and senior congregate care housing.

GENERAL PLAN LAND USE MAP



CG-1 (COMMERCIAL GENERAL) ZONE

This zone is intended to provide for the continued use, enhancement, and new development of retail, personal service, entertainment, office and related commercial uses along major transportation corridors and intersections to service the needs of the residents; reinforcing existing commercial corridors and centers and establishing new locations as residential growth occurs. Additionally, this zone permits a maximum density of 47 units per net acre for senior citizen and senior congregate care housing.

±4.2 Acre Development Site

SAN BERNARDINO, CA

PROPERTY DESCRIPTION



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±4.2 Acre Development Site

SAN BERNARDINO, CA

FINANCIAL OVERVIEW

Summary

Property ±4.2 Acre Development Site
Property Address Palm Avenue
San Bernardino, CA 92346

Price	\$1,100,000
Down Payment	100% / \$1,100,000
Lot Size (SF)	182,388
Price/SF	\$6.03
Lot Size (Acres)	4.1871
Price/Acre	\$262,712
Buildable SF	182,388
Price/Buildable SF	\$6.03
Lot Dimensions	Irregular
Type of Ownership	Fee Simple

Financing

FIRST TRUST DEED	
Loan Type	All Cash

Site Description

Assessor's Parcel Number	1200-191-02, 04
Zoning	CG-1
Frontage	±535 on Palm Ave
Utilities	To Site
Traffic Counts	9,700 on Palm Ave
Adjacent Development	Mobile Home Park, Storage

RECENT SALES

±4.2 Acre Development Site

SAN BERNARDINO, CA

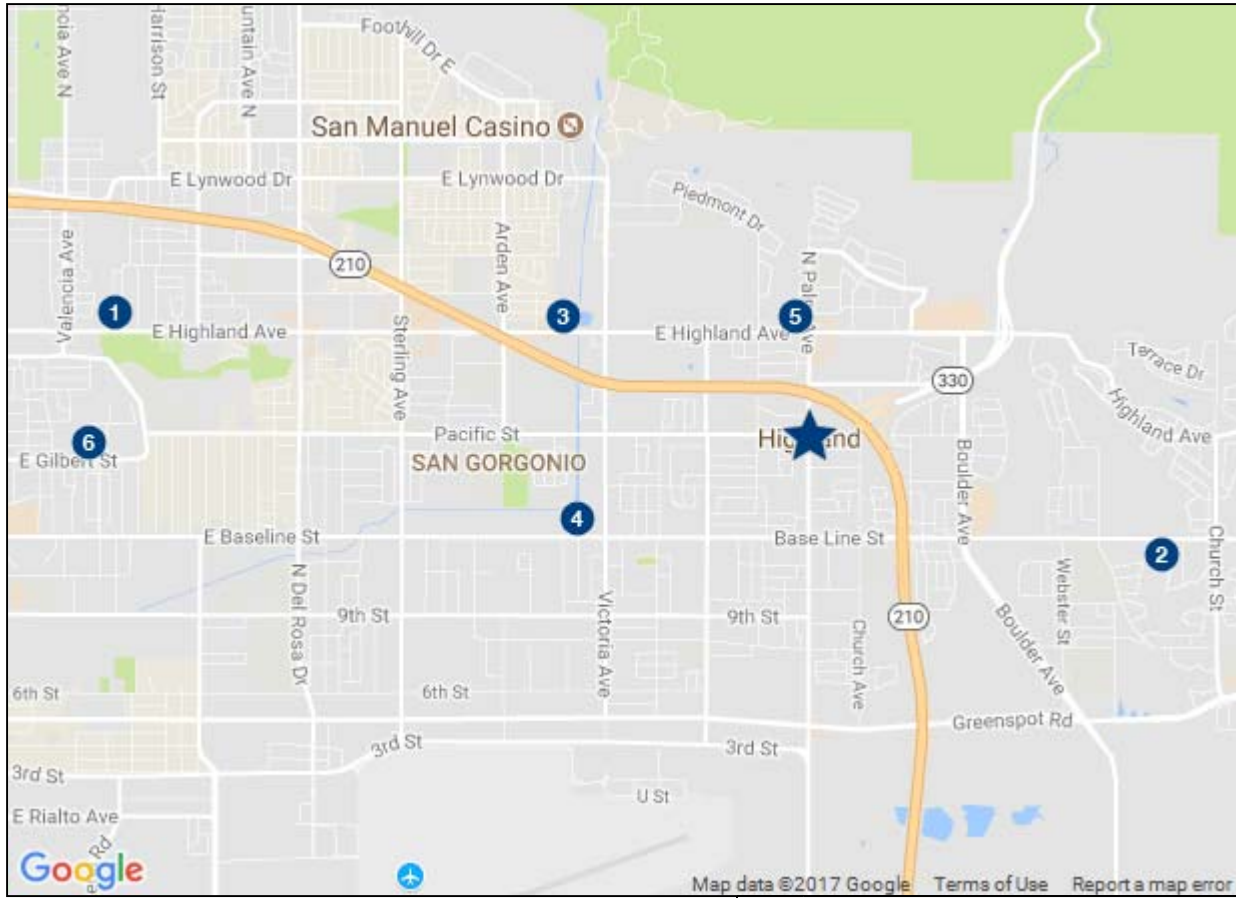
Marcus & Millichap

±4.2 Acre Development Site

SAN BERNARDINO, CA

RECENT SALES

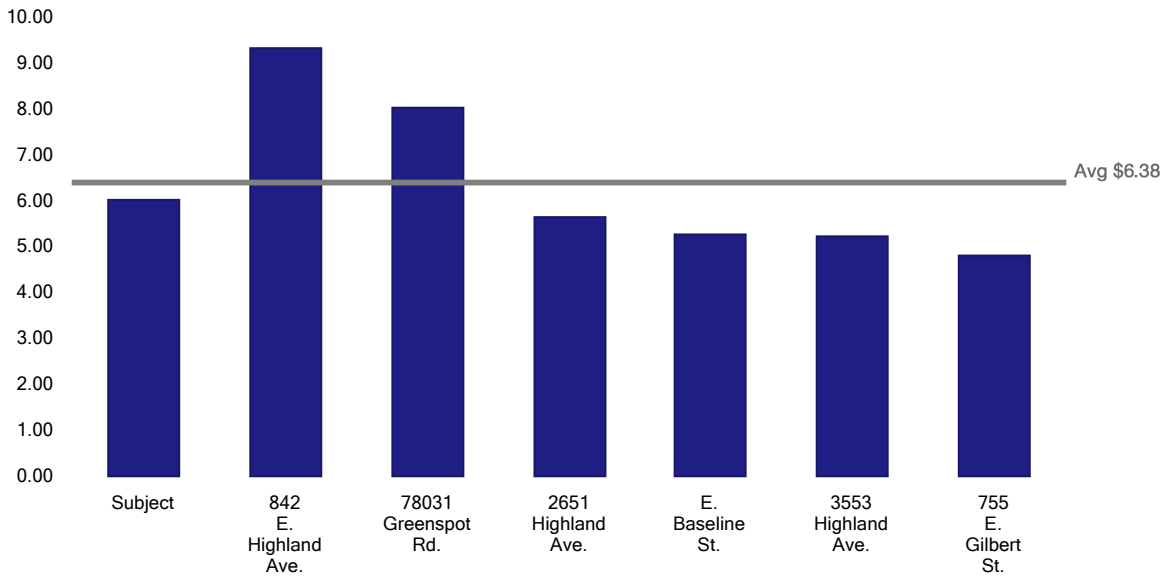
RECENT SALES MAP



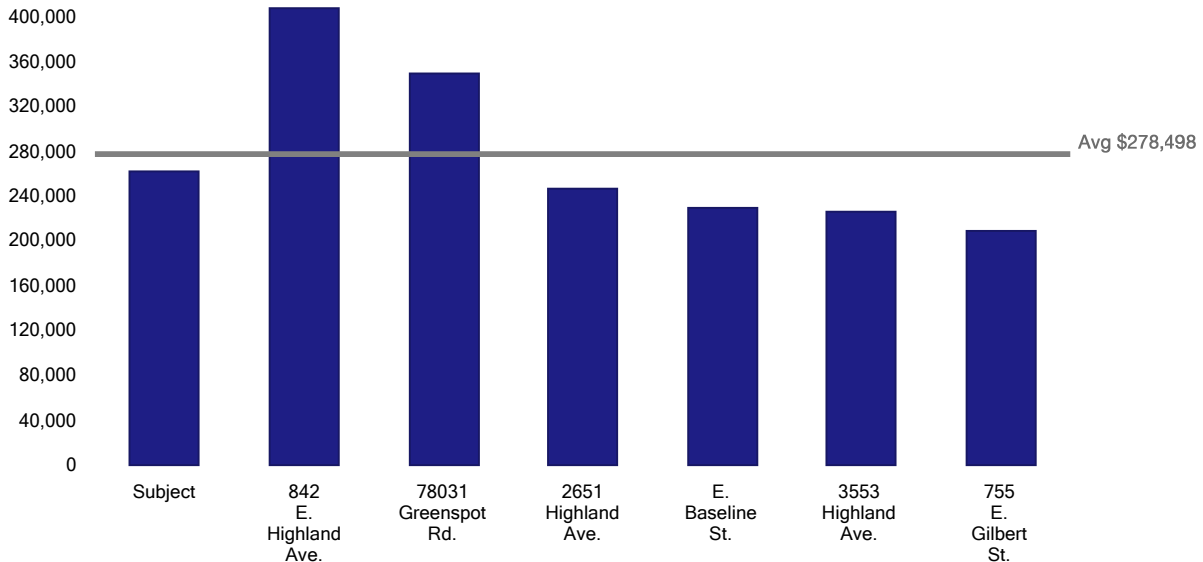
- ★ ±4.2 Acre Development Site
- 1) 842 E. Highland Ave.
- 2) 78031 Greenspot Rd.
- 3) 2651 Highland Ave.
- 4) E. Baseline St.
- 5) 3553 Highland Ave.
- 6) 755 E. Gilbert St.

PRICE PER SF AND PRICE PER ACRE

AVERAGE PRICE/SF



AVERAGE PRICE/ACRE



RECENT SALES



Subject Property

±4.2 Acre Development Site

Palm Avenue
San Bernardino, CA 92346

Sale Price:	\$1,100,000	Lot Size (SF):	182,388
Down Payment:	\$1,100,000	Price/SF:	\$6.03
Down Payment %:	100%	Lot Size (Acres):	4.1871
Zoning:	CG-1	Price/Acre:	\$262,712
		Lot Dimensions:	Irregular

1



842 E. Highland Ave.
San Bernardino, CA 92404

Close of Escrow:	4/27/2016	Lot Size (SF):	24,141
Sale Price:	\$225,000	Price/SF:	\$9.32
Down Payment:	\$225,000	Lot Size (Acres):	0.5500
Down Payment %:	100%	Price/Acre:	\$409,091
Zoning:	CG-1	Lot Dimensions:	Irregular

2



78031 Greenspot Rd.
Highland, CA 92346

Close of Escrow:	9/17/2015	Lot Size (SF):	87,120
Sale Price:	\$700,000	Price/SF:	\$8.03
Down Payment:	\$700,000	Lot Size (Acres):	2.0000
Down Payment %:	100%	Price/Acre:	\$350,000
Zoning:	CG	Lot Dimensions:	121' x 720'

RECENT SALES

3



2651 Highland Ave.
San Bernardino, CA 92346

Close of Escrow:	3/14/2016	Lot Size (SF):	61,855
Sale Price:	\$350,000	Price/SF:	\$5.66
Down Payment:	\$350,000	Lot Size (Acres):	1.4200
Down Payment %:	100%	Price/Acre:	\$246,479
Zoning:	CG-1	Lot Dimensions:	183' x 338'

4



E. Baseline St.
Highland, CA 92346

Close of Escrow:	7/28/2015	Lot Size (SF):	161,608
Sale Price:	\$850,000	Price/SF:	\$5.26
Down Payment:	\$102,000	Lot Size (Acres):	3.7100
Down Payment %:	12%	Price/Acre:	\$229,111
Zoning:	Commercial	Lot Dimensions:	

5



3553 Highland Ave.
Highland, CA 92346

Close of Escrow:	2/2/2015	Lot Size (SF):	52,708
Sale Price:	\$275,000	Price/SF:	\$5.22
Down Payment:	\$49,500	Lot Size (Acres):	1.2100
Down Payment %:	18%	Price/Acre:	\$227,273
Zoning:	GC	Lot Dimensions:	178' x 296'

RECENT SALES

6



755 E. Gilbert St.
San Bernardino, CA 92404

Close of Escrow:	6/29/2017	Lot Size (SF):	72,310
Sale Price:	\$347,000	Price/SF:	\$4.80
Down Payment:	\$347,000	Lot Size (Acres):	1.6600
Down Payment %:	100%	Price/Acre:	\$209,036
Zoning:	C1	Lot Dimensions:	360' x 197'

±4.2 Acre Development Site

SAN BERNARDINO, CA

RIVERSIDE-SAN BERNARDINO

Market Highlights

Strategic location

- Near LAX and Ontario International airports and ports in Long Beach and Los Angeles, Riverside-San Bernardino has vast air, rail and interstate systems.

Dominant industrial market

- The metro is one of the nation's leading industrial markets in terms of sales, construction and absorption.

Strong demographic trends

- Jobs, colleges, new home construction and more affordable housing will draw 372,600 new residents to the Inland Empire by 2020.

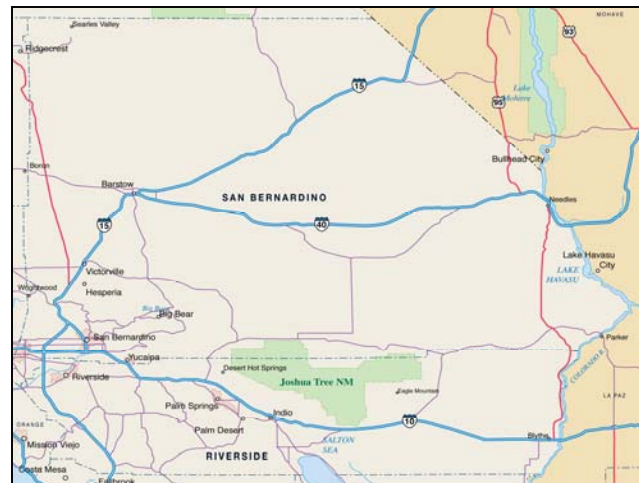
Growing distribution market

- Many Fortune 500 companies have massive distribution centers in the area. Available land allows for further development.



Geography

The Riverside-San Bernardino metro, also referred to as the Inland Empire, is a 28,000-square-mile region in Southern California composed of San Bernardino and Riverside counties. Valleys in the southwestern portion of the region, adjacent to Los Angeles, Orange County and San Diego County, are the most populous in the metro. These areas about the San Bernardino and San Jacinto mountains, behind which lies the high desert area of Victorville/Barstow to the north and the low-desert Coachella, home of Palm Springs, to the east.



Riverside-San Bernardino Counties

RIVERSIDE-SAN BERNARDINO

Metro

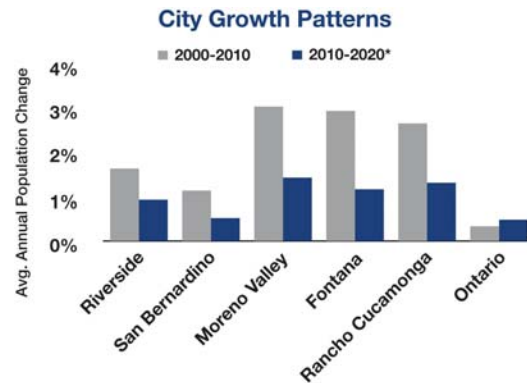
The Riverside-San Bernardino metro contains a population of more than 4.4 million. The largest city is Riverside with 319,500 residents, followed by San Bernardino. Although population growth has slowed compared with the previous five years, the metro's population is still expected to increase by 1.3 percent annually through 2020, well above the national figure.

Infrastructure

Riverside-San Bernardino features three interstate freeways, I-10, I-215 and I-15, that form a triangle around one of the region's core growth centers. Additionally, the completion of the 210 freeway extension made commuting to and from Rialto and San Bernardino considerably easier.

The Riverside-San Bernardino metro has two major airports: Ontario International and Palm Springs International. The region also has a cargo-dedicated facility, the Southern California Logistics Airport, located just north of Victorville in the High Desert.

Two rail lines serve Riverside-San Bernardino, and the region boasts one of the largest and most modern intermodal facilities in the nation. Amtrak provides passenger rail service, and MetroLink connects the area to Orange County and Los Angeles. Local transit agencies run bus service throughout the area.



Largest Cities in Metro by Population

Riverside	319,500
San Bernardino	216,700
Moreno Valley	204,500
Fontana	203,000
Rancho Cucamonga	171,700
Ontario	169,000

Airports

- Ontario International
- Palm Springs International
- 33 smaller airports

Major Roadways

- Interstates 10, 15 and 215
- Highways 60, 71, 91 and 210

Rail

- Freight - BNSF and Union Pacific
- Passenger - Amtrak
- Commuter - MetroLink

The Riverside-San Bernardino Metro is:

- 60 miles from Los Angeles
- 100 miles from San Diego
- 113 miles from Tijuana
- 400 miles from San Francisco

* Forecast

Sources: Marcus & Millichap Research Services, U.S. Census Bureau, Experian

RIVERSIDE-SAN BERNARDINO

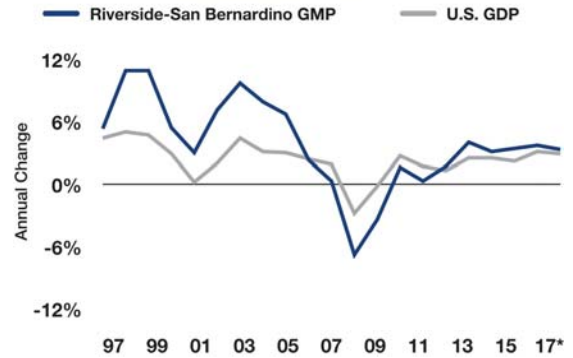
Economy

The Riverside-San Bernardino metro has one of the largest economies in the United States. While the region's economic expansion has been fueled by a number of factors, robust population growth has been the primary demand driver. High home prices throughout much of Southern California leave residents seeking more affordable options in the Inland Empire. The resulting increase in population will continue to heighten the need for housing, retail goods, personal services and government services.

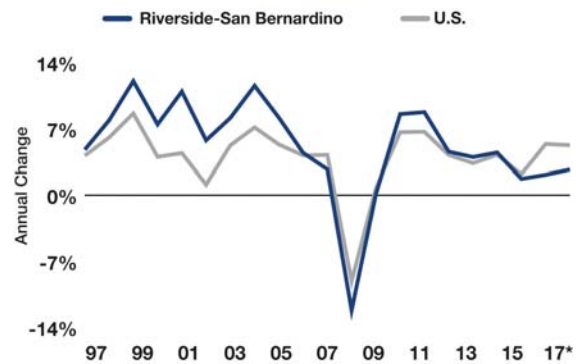
There has also been exceptional growth in wholesale trade and warehousing as the area is an important distribution hub for the Southwest. Riverside-San Bernardino is the premier location in the Los Angeles Basin for new distribution facilities. This is because of its large pool of experienced workers, relatively inexpensive land and highly efficient intermodal transportation system that reduces the cost of both aggregating and distributing shipments. Amazon and Deckers have huge warehouses in the region, and growth in the distribution industry is expected to impact all other sectors.

During the past year, the Riverside-San Bernardino metro recorded higher industrial absorption than most other industrial markets in the state. The distribution system also benefits two major cargo airports: Ontario International and the Southern California Logistics Airport in Victorville.

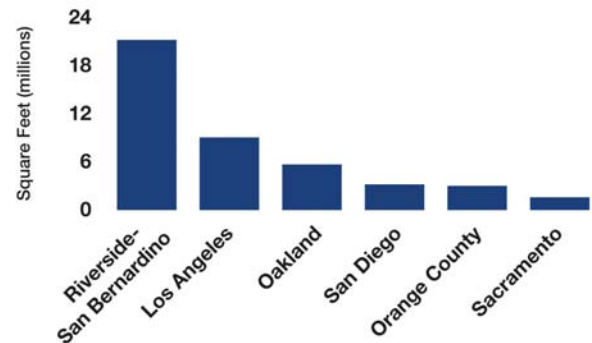
Economic Growth



Retail Sales



Industrial Absorption by Metro 2015



* Forecast
Sources: Marcus & Millichap Research Services, Bureau of Economic Analysis, Moody's Analytics, U.S. Census Bureau, CoStar

RIVERSIDE-SAN BERNARDINO

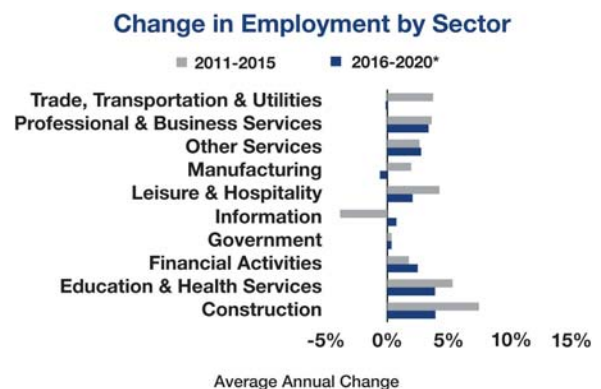
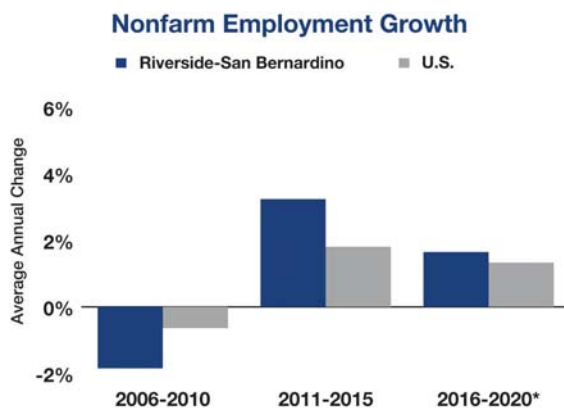
Labor

The Riverside-San Bernardino metro employment base contains more than 1.3 million workers, and new jobs are projected to be generated at an annual average pace of 1.7 percent through the next five years, above the national growth rate of 1.3 percent. Traditionally, area residents who relocated from neighboring Los Angeles County or Orange County continued to commute to these markets for work. In recent years though, a rise in commercial development in the Inland Empire has generated more local jobs. As such, the job pool is becoming increasingly diverse, and many of the metro’s population-serving industries are growing.

The metro’s infrastructure and proximity to the Los Angeles and Long Beach ports attract companies seeking West Coast distribution hubs. As a result, the trade, transportation and utilities sector accounts for 24 percent of all metro jobs. Given the prevalence of military installations and numerous cities and municipalities in the region, the government sector makes up another 17 percent of total employment and is poised to grow by 0.3 percent annually throughout 2020.

Education and health services is another large sector, with 201,300 employees, equaling 15 percent of the workforce. Employment in this segment is expected to grow 3.9 percent annually during the coming five years. Construction will also expand at 3.9 percent annually in that time.

Additionally, freeway improvements providing easier access to the eastern part of the metro and cities, including Moreno Valley, Palm Springs and Palm Desert, should promote healthy employment growth as companies move into these areas in the years ahead.



* Forecast
Sources: Marcus & Millichap Research Services, BLS, Moody's Analytics

RIVERSIDE-SAN BERNARDINO

Employers

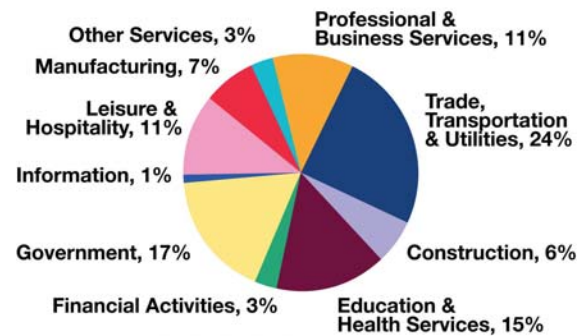
Government entities account for some of the largest employers in the region, including Fort Irwin and March Air Reserve Base. As the base downsized, unused land was transformed into the March Inland Port, a 350-acre aviation-based industrial business park. March Inland Port Airport is a public joint-use airport and its 13,000-foot runway is one of the longest runways on the West Coast.

Another significant employer is Ontario International Airport. The facility provides thousands of jobs at the airport and more than 50,000 indirect, off-site positions. Strong growth will continue at the airport, given the limits to expansion placed on neighboring airports in Los Angeles and Orange counties.

Major healthcare providers such as Loma Linda University Medical Center and Kaiser Permanente also provide a big portion of the region's jobs. Demand for medical services is projected to rise rapidly in the coming years because of the area's increasing population and the baby-boomer generation's move into its retirement years.

While Riverside-San Bernardino has a significant share of large employers, the majority of companies are small. This emphasis on small firms encourages innovation and flexibility and is positive for the area's long-term outlook, as most of the growth taking place in the economy is occurring in the small-business sector.

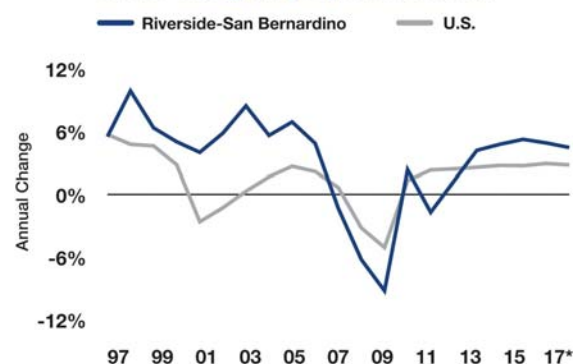
Share of 2015 Total Employment



Major Employers

San Bernardino County
Riverside County
Stater Bros.
Loma Linda University Medical Center
Kaiser Permanente
Wal-Mart Stores Inc.
University of California, Riverside
Fort Irwin
Ontario International Airport
March Air Reserve Base

Office-Using Employment Growth



* Forecast
Sources: Marcus & Millichap Research Services, BLS, Moody's Analytics, Experian

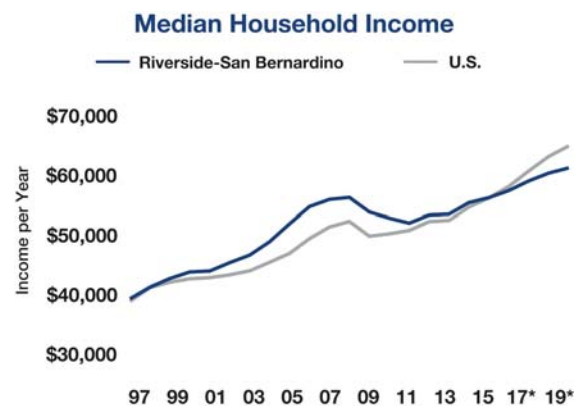
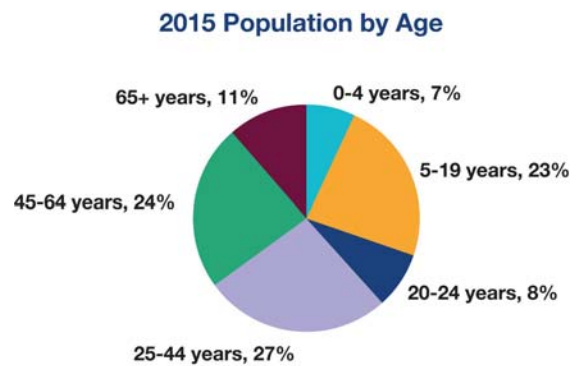
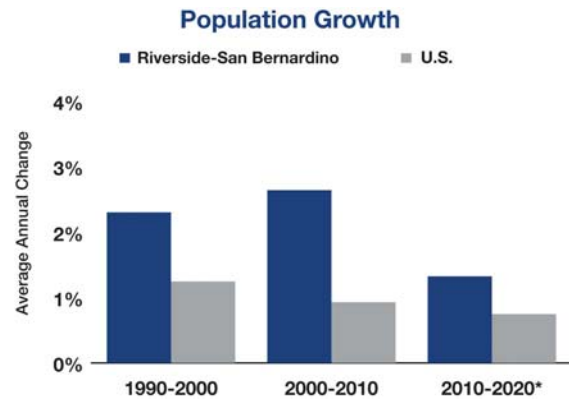
RIVERSIDE-SAN BERNARDINO

Demographics

The Riverside-San Bernardino metro consists of nearly 1.4 million households and more than 4.4 million residents, making it one of the largest metropolitan areas in the nation. While expansion will slow from earlier in the decade, the Inland Empire is still on pace to grow 1.3 percent per year during the next five years, above the national rate of 0.8 percent annually. This population gain is driving new housing construction.

The majority of recent population growth in the area was due to in-migration rather than natural increases. Factors fueling in-migration include the strong local economy, relatively affordable housing, large parcels of developable land and a lack of available land in Los Angeles County. The median existing home price in Riverside-San Bernardino, at \$299,700, also remains much lower than medians in adjacent counties, allowing 63 percent of households to afford to own their home.

Residents are becoming more educated, as more than 50 percent of the metro’s adults have at least some college education, and almost 20 percent of those ages 25 and older have attained a bachelor’s degree or higher. Increasing education levels have helped to raise household earnings in the metro. The median household income rests at \$56,100 per year, on par with the national median.



* Forecast
Sources: Marcus & Millichap Research Services, Moody's Analytics, U.S. Census Bureau

RIVERSIDE-SAN BERNARDINO

Quality of Life

Riverside-San Bernardino offers a diversity of landscapes, including the palm-tree-lined and pool-studded Coachella Valley, the mountain communities of Big Bear and Lake Arrowhead, the rolling hills and wineries of Temecula Valley and the suburban communities of the West San Bernardino Valley and Moreno Valley. A temperate climate offers moderate winters, warm summers and generally low humidity.

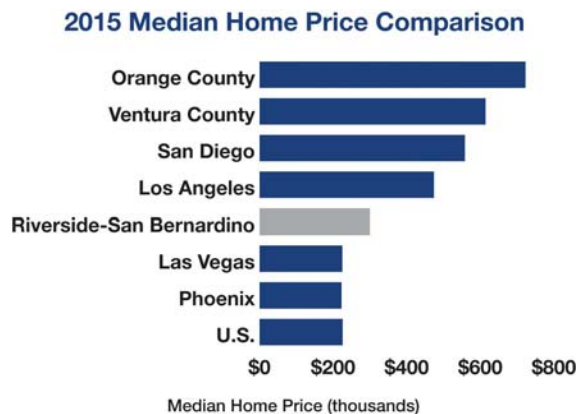
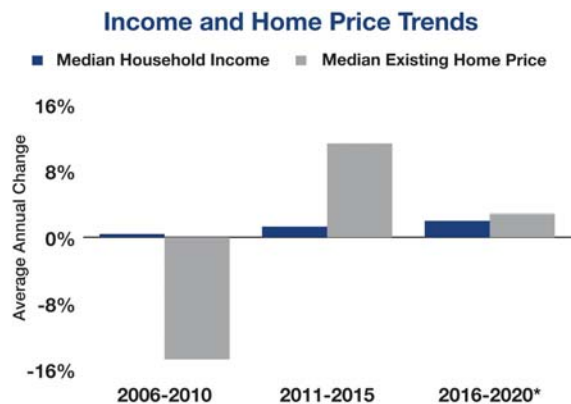
One of the greatest draws of the metro is relatively affordable housing. The median home price in Riverside-San Bernardino is nearly 40 percent lower than in Los Angeles County and nearly 60 percent less than in Orange County.

The Inland Empire provides a number of cultural opportunities, including the Riverside Metropolitan Museum, the Mission Inn Museum and the Museum of History and Art in Ontario. The California Theatre of Performing Arts in San Bernardino stages a number of performances through the year, as does the refurbished Fox Center for the Performing Arts. The Riverside County Philharmonic provides classical music concerts throughout the area.

Shopping opportunities are plentiful no matter where you live in the metro, as are parks and golf courses.

The region features an impressive offering of more than 20 college campuses, including nine community colleges, two California State University campuses and the University of California, Riverside.

The information contained in the market overview comes from sources deemed to be reliable, however, no representation, warranty or guarantee, express or implied, may be made as to the accuracy or reliability of the information contained herein. The most timely data available at time of production, including estimates and forecasts, were used and may be subject to revision.



* Forecast
Sources: Marcus & Millichap Research Services, Moody's Analytics, National Association of Realtors®

±4.2 Acre Development Site

SAN BERNARDINO, CA

DEMOGRAPHIC REPORT

	1 Mile	3 Miles	5 Miles
2000 Population	17,972	76,532	160,707
2010 Population	19,149	84,982	181,799
2014 Population	19,924	87,737	187,937
2019 Population	19,999	89,210	192,191
2000 Households	5,701	23,920	50,327
2010 Households	5,795	25,084	53,270
2014 Households	6,131	26,199	55,790
2019 Households	6,176	26,675	57,072
2014 Average Household Size	2.97	3.25	3.27
2014 Daytime Population	2,540	16,361	54,906
2000 Owner Occupied Housing Units	59.11%	53.43%	49.00%
2000 Renter Occupied Housing Units	31.62%	36.18%	39.97%
2000 Vacant	9.27%	10.39%	11.03%
2014 Owner Occupied Housing Units	57.81%	55.46%	51.36%
2014 Renter Occupied Housing Units	42.19%	44.54%	48.64%
2014 Vacant	2.58%	4.22%	4.87%
2019 Owner Occupied Housing Units	57.23%	55.56%	51.57%
2019 Renter Occupied Housing Units	42.77%	44.44%	48.43%
2019 Vacant	2.00%	3.55%	4.15%
\$ 0 - \$14,999	10.7%	14.8%	16.9%
\$ 15,000 - \$24,999	15.5%	12.8%	14.2%
\$ 25,000 - \$34,999	9.7%	11.6%	12.7%
\$ 35,000 - \$49,999	15.8%	15.0%	14.9%
\$ 50,000 - \$74,999	19.2%	17.1%	16.3%
\$ 75,000 - \$99,999	13.7%	11.7%	10.5%
\$100,000 - \$124,999	6.7%	6.4%	5.9%
\$125,000 - \$149,999	3.9%	4.5%	3.3%
\$150,000 - \$199,999	2.6%	3.5%	3.2%
\$200,000 - \$249,999	1.0%	1.3%	1.0%
\$250,000 +	1.1%	1.4%	1.2%
2014 Median Household Income	\$48,509	\$45,195	\$40,435
2014 Per Capita Income	\$20,955	\$19,607	\$18,102
2014 Average Household Income	\$62,991	\$64,229	\$59,041

Demographic data © 2012 by Experian.

SUMMARY REPORT

Geography: 5 miles

Population

In 2014, the population in your selected geography is 187,937. The population has changed by 16.94% since 2000. It is estimated that the population in your area will be 192,191 five years from now, which represents a change of 2.26% from the current year. The current population is 49.20% male and 50.79% female. The median age of the population in your area is 30.3, compare this to the Entire US average which is 37.3. The population density in your area is 2,392.49 people per square mile.

Households

There are currently 55,789 households in your selected geography. The number of households has changed by 10.85% since 2000. It is estimated that the number of households in your area will be 57,071 five years from now, which represents a change of 2.29% from the current year. The average household size in your area is 3.26 persons.

Income

In 2014, the median household income for your selected geography is \$40,434, compare this to the Entire US average which is currently \$51,972. The median household income for your area has changed by 19.47% since 2000. It is estimated that the median household income in your area will be \$45,400 five years from now, which represents a change of 12.28% from the current year.

The current year per capita income in your area is \$18,101, compare this to the Entire US average, which is \$28,599. The current year average household income in your area is \$59,041, compare this to the Entire US average which is \$74,533.

Race & Ethnicity

The current year racial makeup of your selected area is as follows: 47.22% White, 13.26% Black, 0.39% Native American and 6.04% 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 54.83% of the current year population in your selected area. Compare this to the Entire US average of 17.13%.

Housing

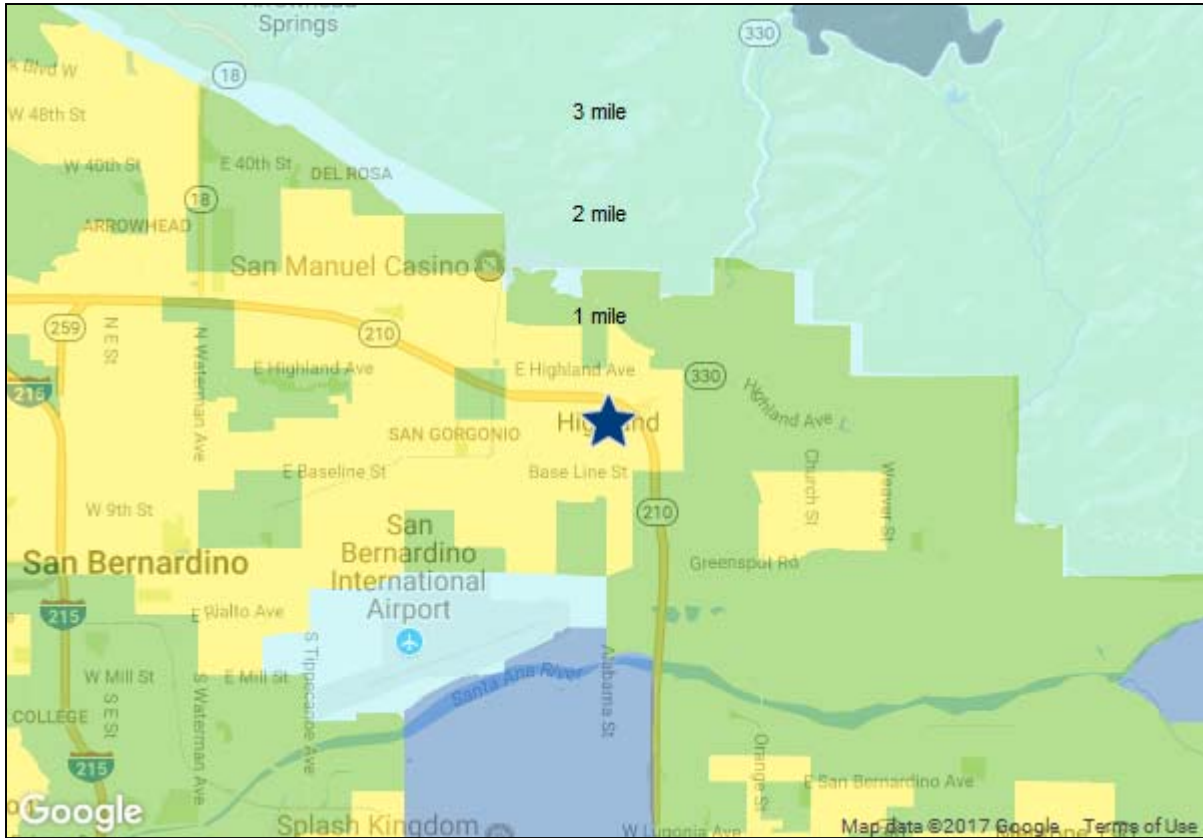
In 2000, there were 27,716 owner occupied housing units in your area and there were 22,610 renter occupied housing units in your area. The median rent at the time was \$488.

Employment

In 2014, there are 54,906 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 51.97% of employees are employed in white-collar occupations in this geography, and 47.87% are employed in blue-collar occupations. In 2014, unemployment in this area is 10.85%. In 2000, the average time traveled to work was 26.3 minutes.

Demographic data © 2012 by Experian.

POPULATION DENSITY



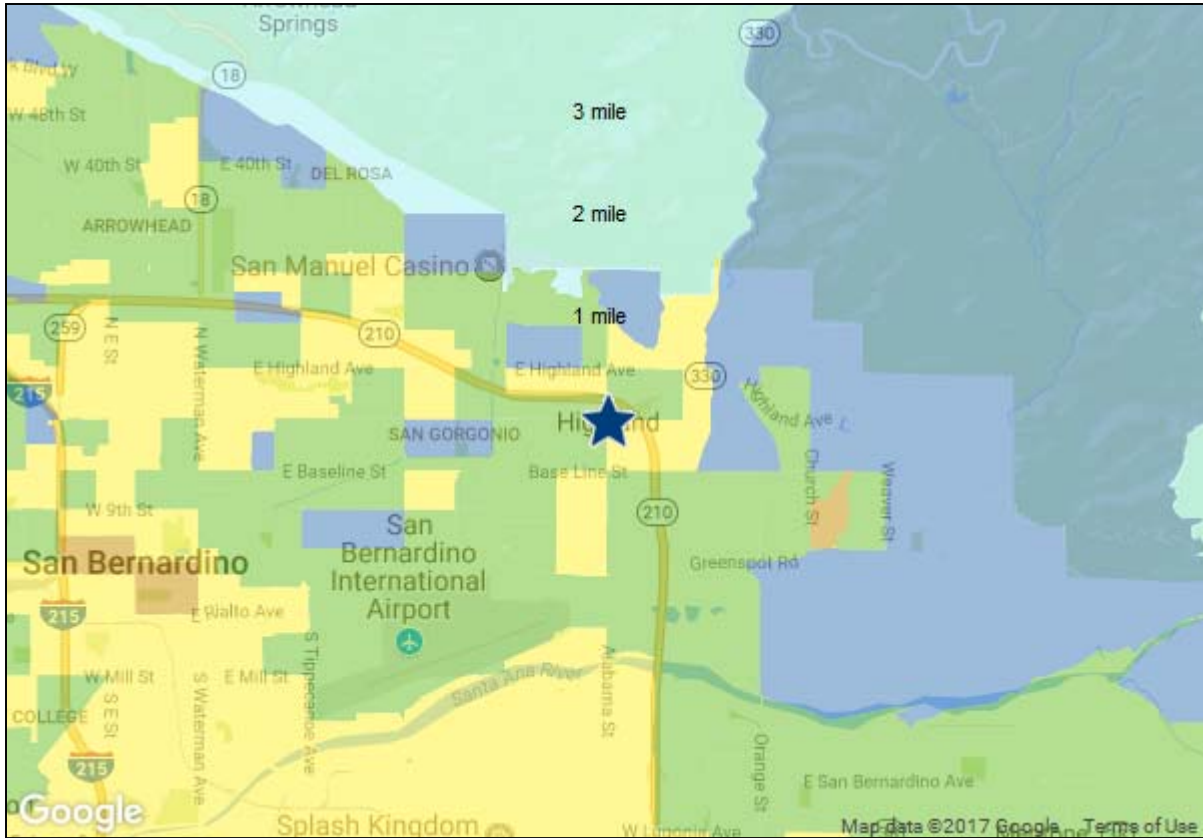
Demographic data © 2012 by Experian.

Population Density

Theme	Low	High
Low	less than	55
Below Average	55	475
Average	475	4100
Above Average	4100	35000
High	35000	or more

Number of people living in a given area per square mile.

EMPLOYMENT DENSITY



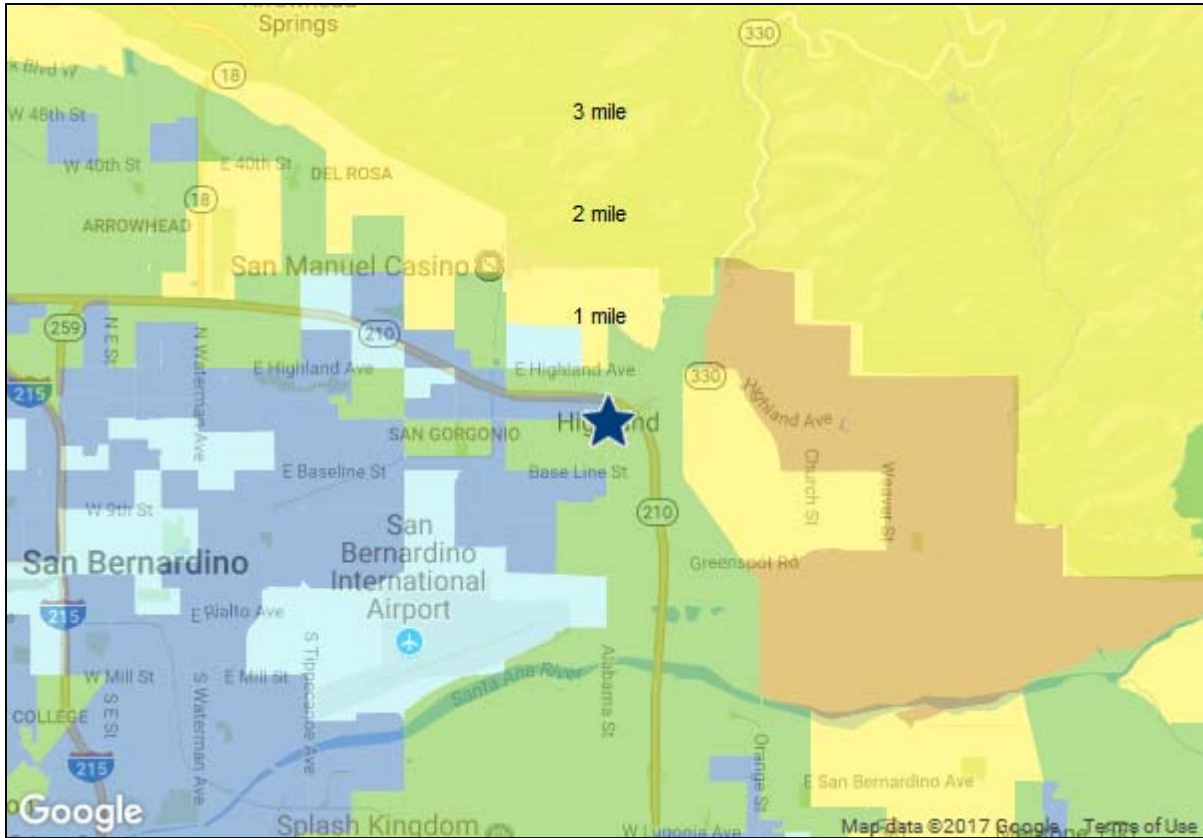
Demographic data © 2012 by Experian.

Employment Density

Theme	Low	High
Low	less than	9
Below Average	9	96
Average	96	1025
Above Average	1025	10875
High	10875	or more

The number of people employed in a given area per square mile.

AVERAGE HOUSEHOLD INCOME



Demographic data © 2012 by Experian.

Average Household Income

Theme	Low	High
Low	less than	\$29,500
Below Average	\$29,500	\$48,500
Average	\$48,500	\$80,000
Above Average	\$80,000	\$132,500
High	\$132,500	or more

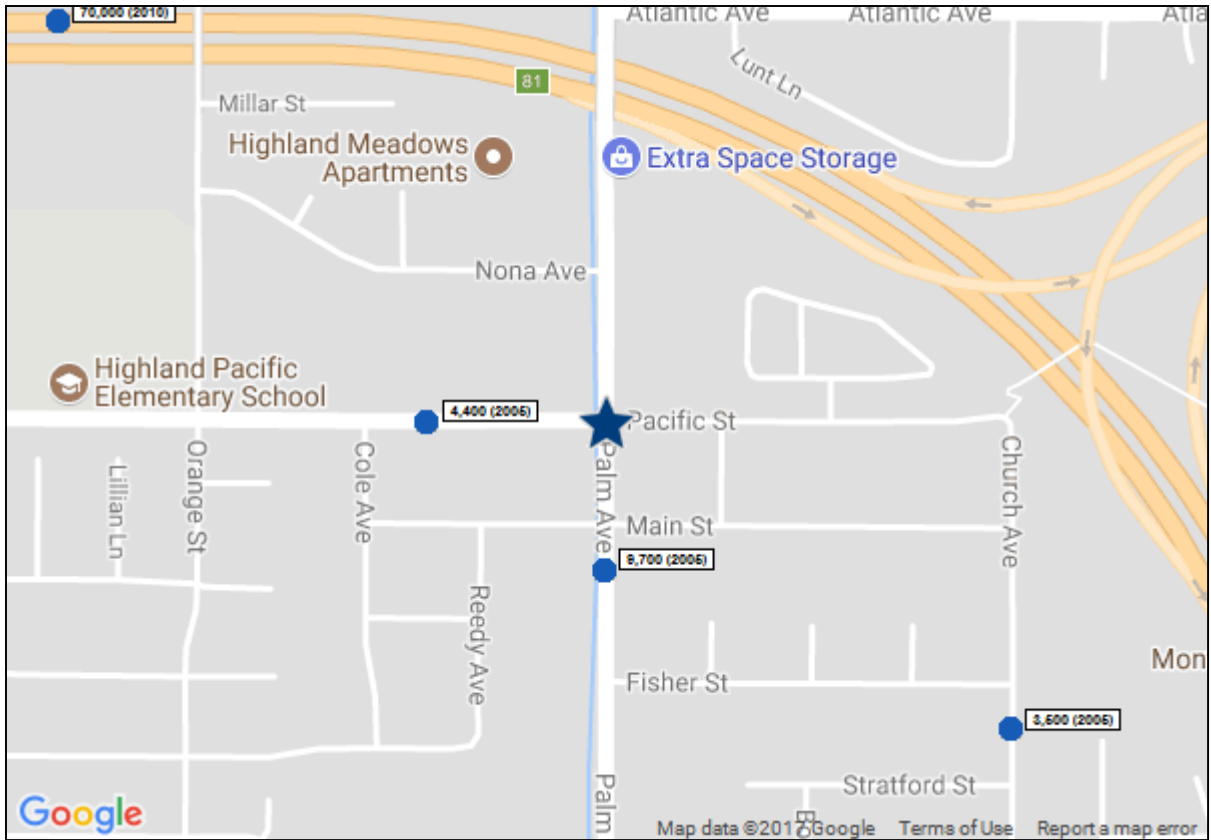
Average income of all the people 15 years and older occupying a single housing unit.

±4.2 Acre Development Site

SAN BERNARDINO, CA

DEMOGRAPHIC ANALYSIS

TRAFFIC COUNTS



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Two-way, average daily traffic volumes.

* Traffic Count Estimate

±4.2 Acre Development Site

SAN BERNARDINO, CA

OFFERING MEMORANDUM

Matthew D. Wenzel
First Vice President Investments
Director, National Land Group
Newport Beach Office
Tel: (949) 419-3205
Fax: (949) 419-3210
matthew.wenzel@marcusmillichap.com
www.marcusmillichap.com/MatthewDWenzel

Cody Cannon
Broker
Marcus & Millichap
Ontario Office
Tel: (909) 456-3400
Fax: (909) 456-3410
Cody.Cannon@marcusmillichap.com