



OFFERING MEMORANDUM



The Sojitz Group | Automotive Sales & Service
Fairfield, CA

www.preservewestcapital.com

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Disclaimer

MGM Capital Corp dba Preserve West Capital (“Broker”) has been retained on an exclusive basis to market the property described herein (“Property”). Broker has been authorized by the Seller of the Property (“Seller”) to prepare and distribute the enclosed information (“Material”) for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

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PROPERTY HIGHLIGHTS



- Rare San Francisco Bay Area Single Tenant Investment Opportunity Leased to a Wholly Owned Subsidiary of a Global Conglomerate – Sojitz Corporation (Publicly Traded TYO: 2768)
 - The Sojitz Corporation Consists of Approximately 400 subsidiaries and Affiliates Located in Japan and Throughout the World
- Long Term Absolute NNN Lease with 10 Years Remaining and Three, 5-Year Option Periods
 - Beginning in Year Six, 2.5% Annual Rental Escalations within Primary Term and All Option Periods
 - Truly Passive Investment Opportunity with Zero Landlord Obligations
 - Established Independent Auto Dealership Group with 6 Dealerships and 2 Collision Centers backed by Global Conglomerate that has been in Business for Over 150 Years
- Prominent “Auto Row” Location situated on 3 Acres off Interstate 80 in Close Proximity to Other Vehicle Dealerships
 - Dealership Demand in this Corridor Exceeds Capacity
- Excellent Access and Visibility between I-80 Arterial and Highway 12
 - Combined AADT of 253,900
- Robust, Affluent Bay Are Demographics within 5 Mile Radius With Exceptional Purchasing Power
 - Population of 118,814
 - Average Household Income of \$106,886
- 10 Miles from Travis Air Force Base
 - Fairfield's Largest Employer with 13,414 Personnel
 - Annual Economic Impact Exceeds \$1 Billion
- Dense Retail Corridor – Nearby Anchor Tenants Include Target, Raley's, Foodmaxx, Trader Joe's, & more
- Approximately 40 Miles from Oakland and 45 Miles from San Francisco



Location

The property is located at 2775 Auto Mall Parkway in Fairfield, California.

Lot Size

Approximately 2.96 acres or 128,937 square feet.

Improvements

A 15,748 square foot auto dealership building.

Parking

There is ample parking available on site.

Lease

Leased to **Sojitz Automotive Group** for 11 years from December 2019 through December 2030 at a current annual rent of \$823,598. Rent is to increase by 2.5% annually beginning in year 7. The lease is net with tenant responsible for all taxes, insurance, and maintenance.

Zoning

CR – Regional Commercial (Permitted uses include vehicle sales, public, quasi-public, office, education, and general retail uses as well as food, health, and general services).

PRICE

\$13,725,000
6.00% CAP Rate

Annual Rent

Years	Annual Rent	Return
Years 1-6 (Current)	\$823,598	6.00%
Year 7	\$ 844,188	6.15%
Year 8	\$865,293	6.30%
Year 9	\$886,925	6.46%
Year 10	\$909,098	6.62%
Year 11	\$931,826	6.79%

Financing

This property will be delivered free and clear of existing financing.

Right of First Refusal

Tenant shall have the right of first refusal to purchase the property on the same terms and conditions as those of any bona fide offer received by the Landlord within forty-five (45) days of notice of such an offer.



Sojitz Automotive Group dba Sunwise Fairfield Preowned Superstore sells a wide variety of high-quality pre-owned cars, trucks, and SUVs. The company additionally provides a variety of vehicle-related services, including oil changes, brake repair, and more, and provides collision repair services at its collision centers in Berkeley and Concord, specializing in BMW, Tesla, Audi, and Subaru vehicles. The company operates a total of 6 dealership locations in Concord, San Rafael, Fairfield, & Berkeley.

Sojitz Automotive Group is a wholly owned subsidiary of the global conglomerate - Sojitz Corporation (the “Sojitz Group”), which is listed on the Toyoko Stock Exchange (TYO: 2768).

Sojitz Corporation was formed out the union of Nichimen Corporation and Nissho Iwai Corporation, both companies that boast incredibly long histories. For more than 150 years, the business has helped support the development of countless countries and regions. Today, the Sojitz Group consists of approximately 400 subsidiaries and affiliates located in Japan and throughout the world, developing wide-ranging general trading company operations in a multitude of countries and regions.

As a general trading company, the Sojitz Group is engaged in a wide range of businesses globally, including buying, selling, importing, and exporting goods, manufacturing and selling products, providing services, and planning and coordinating projects, in Japan and overseas. The Group also invests in various sectors and conducts financing activities. The broad range of sectors in which Sojitz operates includes those related to automobiles, plants, aerospace, medical infrastructure, energy, mineral resources, chemicals, foodstuff resources, agricultural and forestry resources, consumer goods, and industrial parks.

The Automotive Division of Sojitz conducts automotive assembly and wholesale, and retail sales. They have operations in growing markets such as Asia, Russia & CIS, and Latin America as well as in mature markets such as Japan and the U.S.. In addition, they are actively focusing our efforts on business areas such as auto-financing, automotive parts and components, automotive-related services, and internet and digital technologies.

- Sojitz de Puerto Rico Corporation (Import and sales of Hyundai automobiles) [100.0%]
- Sojitz Automotive Group, Inc. (Retail sales of BMW/MINI & Audi automobiles in U.S.A.) [100.0%]
- Sojitz Autrans Corporation (Imports/exports and sales of automobile & two-wheeled vehicle components) [100.0%]
- Socafi, S.A. de C.V. (Automobile self-financing in Mexico) [90.0%]
- Hyundai Motor (Thailand) Co., Ltd. (Import and sales of Hyundai automobiles) [80.0%]
- Sojitz G Auto Philippines Corporation (Import and sales of Geely automobiles) [80.0%]
- Subaru Motor LLC (Import and sales of Subaru automobiles in Russia) [65.6%]



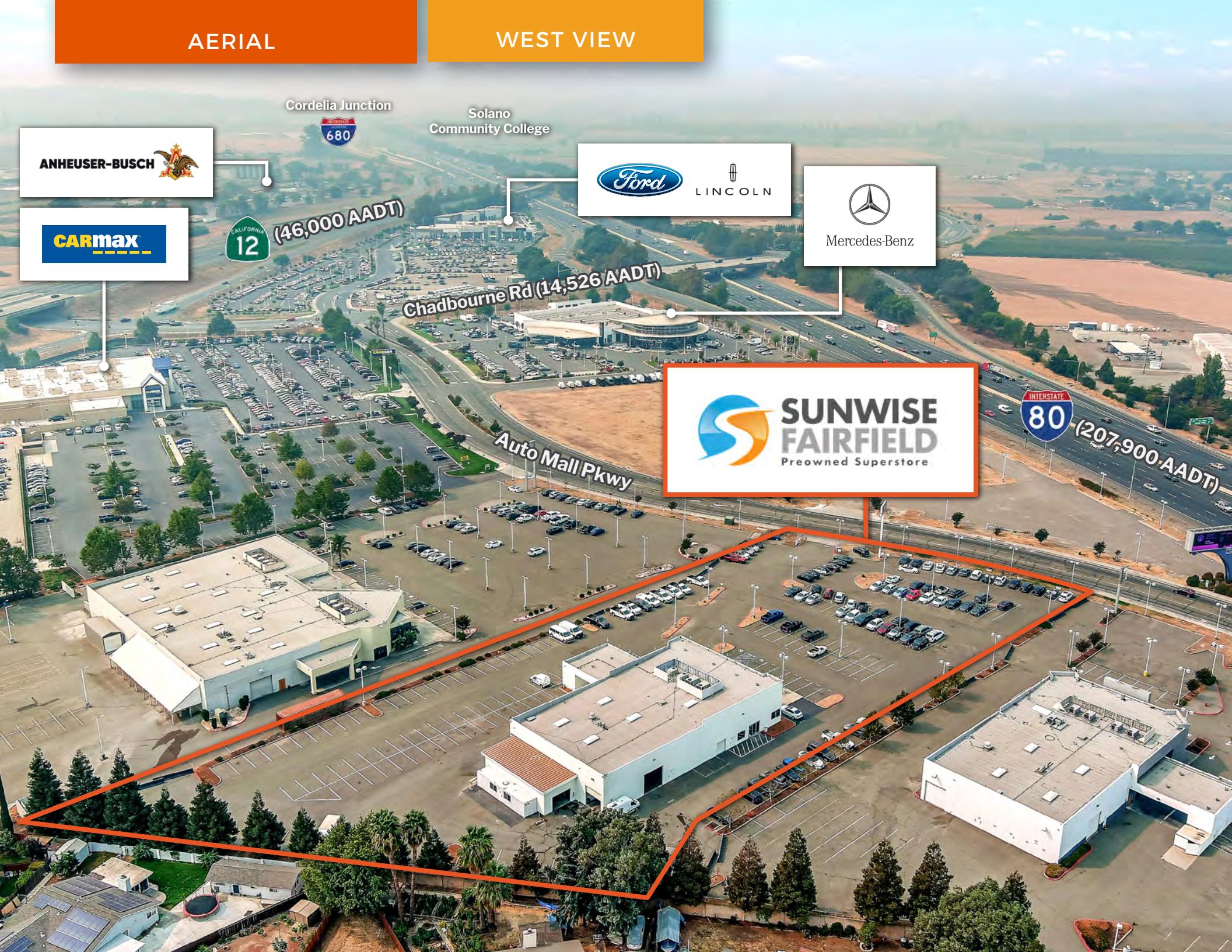
AERIAL

NORTHEAST VIEW

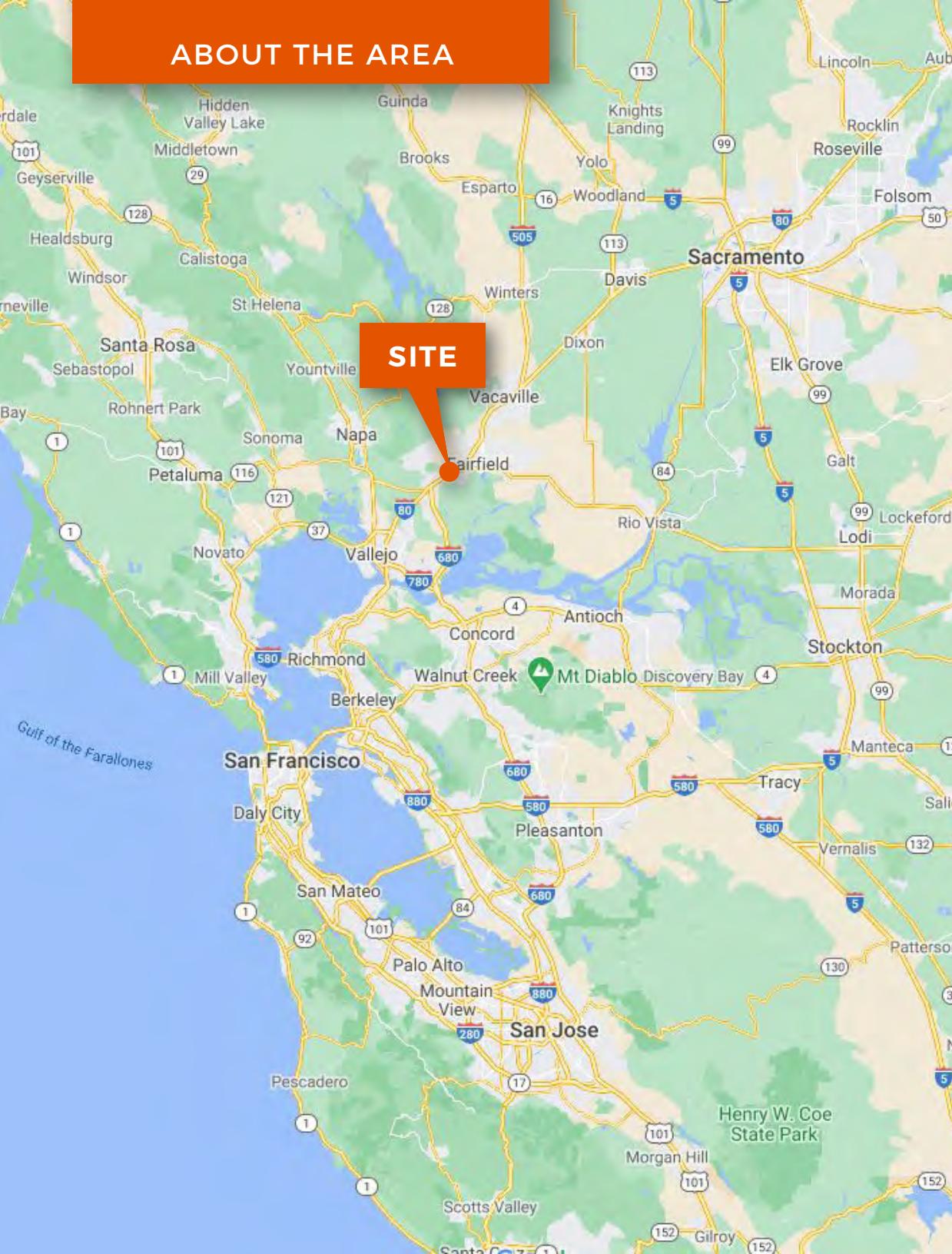


AERIAL

WEST VIEW



ABOUT THE AREA

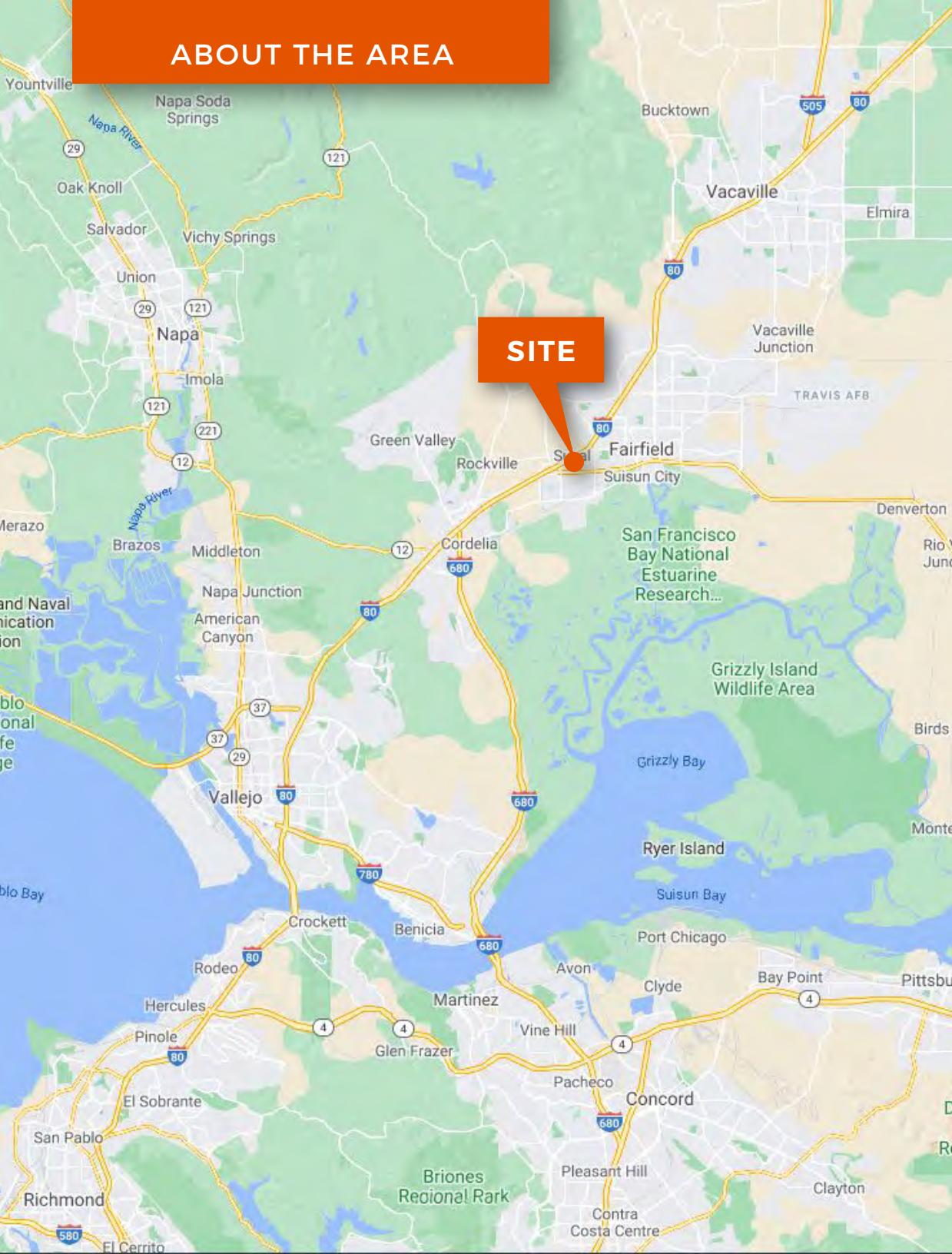


General Overview

Fairfield (population 114,756) is the county seat of Solano County in the North Bay region of the San Francisco Bay area, approximately halfway between San Francisco and Sacramento. The city is located approximately 40 miles from downtown San Francisco, downtown Oakland, and downtown Sacramento, 19 miles from Napa, and 10 miles from Vacaville. The city benefits from close proximity to the San Francisco Bay Area, with strong employment, high demand for housing, and rapid population growth.

The city benefits from a diverse economic base in manufacturing, health care, retail, professional services, insurance, military, and more. Jelly Belly manufactures their specialty jelly beans in the city, and Anheuser-Busch operates a large regional brewery. The city is also home to the Travis Air Force Base, the city's and county's largest employer with more than 13,000 military and civilian personnel. The base is estimated to have an economic impact of more than \$1 billion on the region annually. The city is a logistics and transportation hub, with excellent access to major west coast markets via the I-80 arterial.

ABOUT THE AREA



Site Information

The subject property is prominently located with excellent access and visibility along Auto Mall Parkway (5,680 AADT) adjacent to its junction with Chadbourne Road (14,526 AADT) with frontage along the I-80 arterial (207,900 AADT) and adjacent to its junction with Highway 12 (46,000 AADT). The site benefits from robust, affluent demographics with a population of 118,814 and average household income of \$106,886 within a 5 mile radius. Average home value within five miles of the site exceeds \$472,850.

The property benefits from a prominent retail location within Fairfield's "Auto Row" adjacent to a major arterial, numerous shopping centers, and major retail tenants. Additional car dealerships in the area surrounding the site include Mercedes-Benz of Fairfield, Lincoln Fairfield, Ford Fairfield, Nissan, Steve Hopkins Honda and Carmax. Shopping centers neighboring the site include Winery Square, anchored by Foodmaxx and Walgreens; Woodcreek plaza, anchored by Raley's; Gateway Courtyards, featuring PetSmart and Sportsman's Warehouse; Gateway Plaza, with tenants including Trader Joe's, Michaels, and Ross; Solano Town Center, featuring Best Buy, Macy's, 24 Hour Fitness; and Oakmont Plaza, anchored by Foodmaxx. Other major retail tenants in the surrounding area include Target, Grocery Outlet, Smart & Final Extra!, CVS, The Home Depot, 99 Cents Only, Dollar Tree, and more.

In addition, the property is located less than half a mile from the Jelly Belly Candy Company's Fairfield facility, Fairfield's 7th-largest employer with a staff of nearly 500. Other major employers adjacent to the property include Anheuser-Busch, Guittard Chocolate, Calbee North America, Bimbo Bakeries USA, Sutter Health, AT&T, and more.



2775 Auto Mall Pkwy | Fairfield, CA 94533



TOTAL POPULATION

118,814

AVG. HOME VALUE

\$472,854

AVG. HOUSEHOLD INCOME

\$106,886**Population Summary**

	1 Mile	3 Miles	5 Miles
2010 Total Population	3,399	41,012	112,266
2020 Total Population	3,639	43,882	118,814
2025 Total Population	3,767	45,206	122,548
2020-2025 Annual Rate	0.69%	0.60%	0.62%

Average Household Income

2020	\$106,462	\$98,017	\$106,886
2025	\$121,143	\$108,513	\$118,918

Average Home Value

2020	\$376,170	\$440,299	\$472,854
2025	\$426,733	\$504,131	\$543,682

Major Employers in Fairfield

Major Employers in Fairfield	# of Employees
Travis Air Force Base	13,414
Fairfield-Suisun Unified School District	2,213
County of Solano	2,633
Northbay Medical Center	1,969
Solano Community College	750
Partnership Healthplan	570
City of Fairfield	559
Jelly Belly Candy Co	489
Sutter Regional Medical Foundation	475
Westamerica Bancorporation	418

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