



EXCLUSIVE OFFERING MEMORANDUM

**17500-17510 Carmenita Road.
Cerritos, CA 90703**



PRESENTED BY:

Miguel Aguilo

(310) 686-2961 call or text

DRE# 01273198

Miguel@MiguelAguiloRealEstate.com

www.MiguelAguiloRealEstate.com





YOUR PARTNER FOR PROFESSIONAL
**COMMERCIAL
REAL ESTATE**
IN LOS ANGELES

Expert Solutions for Your Business Success

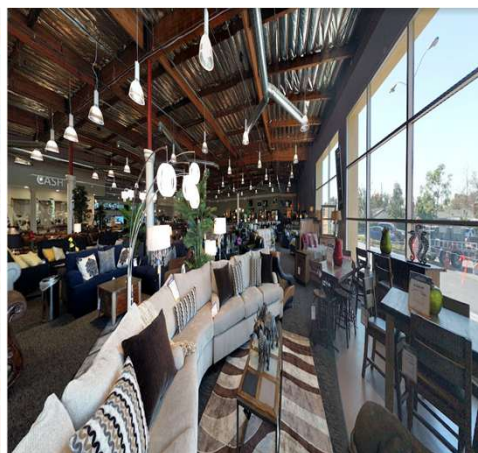
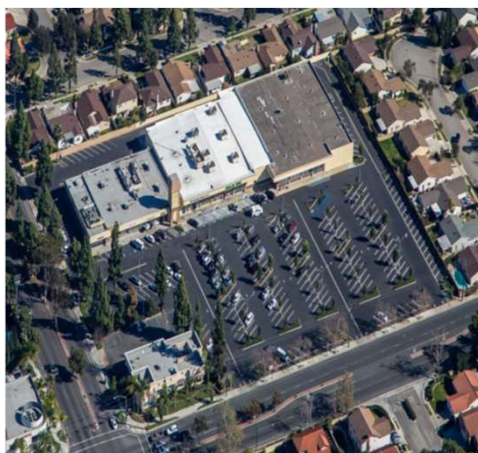
Disclaimers

This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers. The material contained herein is ***confidential and the recipient agrees to keep all material contained herein confidential.***

The information is furnished solely for the purpose of considering investment in the property described herein and is not to be copied and or used for any purpose or made available to any other person without the express written consent of Miguel Aguilo at Grenke CRE Group.

The information contained herein is not a substitute for a complete and thorough Due Diligence investigation. The information contained in this package has been obtained from sources we believe to be reliable; however, Grenke CRE Group, its agents and Seller have not verified nor made any investigations as to the accuracy of any information. Grenke CRE Group and Seller make no warranty or representation whatsoever with regard to the accuracy or completeness of the information, income or expenses for the subject property, the square footage of the improvements, future performance of the property, the presence or absence of contaminating materials, asbestos, PCB's or molds and funguses or compliance with State and Federal laws.

Any proforma, projections, estimates and assumptions used are for example only and do not necessarily represent the future success or performance of the property or real estate market.



Property Overview

- ❖ **Property Type:** Neighborhood Shopping Center / Owner-User Opportunity
- ❖ **Total Rentable Area:** 42,568 SF
- ❖ **Land Area:** 3.8 Acres
- ❖ **Year Built / Renovated:** 1971 / 2002
- ❖ **Ownership:** Fee Simple (Land & Improvements)
- ❖ **APN:** 7027-020-038 / 020

❖ **Estimated Parking Ratio:**

4.7 spaces per 1,000 SF The property benefits from a large surface parking field with an estimated 204 on-site parking spaces, resulting in an attractive parking ratio of approx. **4.7 spaces per 1,000SF**, which is well-aligned with neighborhood retail and service -oriented uses.



- ❑ Strategically positioned at the signalized intersection of **Carmenita Road and Artesia Boulevard**, the property benefits from strong daily traffic counts of approximately **59,000 ADT**, excellent visibility, and immediate access to the **I-5 and SR-91 Freeways**.

Investment Highlights

- ❖ **Stable In-Place Cash Flow** supported by daily-needs tenancy
- ❖ **Attractive Infill Retail Location** in a supply-constrained, high-income trade area
- ❖ **Value-Add Upside** through recapture and re-leasing of **26,676 SF** at market rents
- ❖ **Below-Market In-Place Rents** provide embedded rent growth
- ❖ **NNN Expense Structure** with full recovery of operating costs
- ❖ **Strong Demographics** with above-average household incomes and employment density
- ❖ **Long-Term Land Value** supported by a 3.8-acre parcel in a core Los Angeles submarket

Tenant Summary (Cash Flow & Upside)

- ❖ **Daniel's Home Center** – 26,676 SF | Month-to-Month
Primary value-add component allowing re-tenanting, subdivision, or repositioning
- ❖ **Dollar Tree** – 10,190 SF | Options remaining
National credit tenant providing stable daily-needs traffic
- ❖ **Bank of Hope** – 5,702 SF | Lease through 2027
Financial services tenant enhancing tenant mix stability
- ❑ **Current tenancy balances near-term income stability with strategic repositioning flexibility.**

Financial Snapshot (Stabilized In-Place)

- ❖ **Stabilized In-Place NOI:** \$696,886
- ❖ **Expense Structure;** Triple Net (NNN)
- ❖ **Tenant Reimbursements:** Taxes, Insurance, CAM
- ❖ **Estimated NNN:** \$7.45 PSF / Year

The property operates under a **NNN expense structure**, allowing most operating costs to be recovered through CAM reimbursements. This structure **limits landlord expense exposure**, enhances expense predictability, and supports **stable in-place cash flow**.

Location & Access

- ❖ Central location within the **Los Angeles / Orange County metro area**
- ❖ Approximate drive times:
 - ❖ **Downtown Los Angeles:** 20 miles
 - ❖ **Disneyland / Anaheim:** 9 miles
 - ❖ **John Wayne Airport:** 20 miles
- High Incomes
- Dense Population
- Proven Retail Corridor

This document presents a good, low-risk infill pad development alternative within an existing retail shopping center. The proposed concepts are modeled after a nearby $\pm 4,483$ SF freestanding retail structure and are intended for investor, owner, and City pre-application discussions.

Executive Summary

The property located at 17500 Carmenita Rd offers a compelling opportunity to introduce a freestanding retail or service pad within an established neighborhood shopping center. Leveraging existing shared parking and strong street exposure, the site can accommodate either a single-tenant or two-tenant pad building without increasing development intensity or requiring zoning changes.

Development Alternatives

Option A – Single-Tenant Freestanding Pad

- Approx. 4,500 SF, one story
- Neighborhood retail or service use
- 15–18 parking spaces required (shared parking)
- Lowest entitlement risk and strongest tenant demand

Option B – Two-Tenant Retail Pad

- Approx. 5,000–5,500 SF total
- Two suites of $\pm 2,500$ – $2,750$ SF
- 17–22 parking spaces required (shared parking)
- Higher income potential with tenant diversification Parking & Site Feasibility

The existing shopping center provides a strong parking field with an estimated center-wide ratio of approximately 4.7 spaces per 1,000 SF. Incremental parking demand generated by either pad alternative can be absorbed without impacting existing tenant operations. No structured parking or variances are anticipated.

Preliminary Financial Overview

Estimated market rents for freestanding pad retail in Cerritos range from \$3.00 to \$4.25 PSF NNN. Based on these assumptions, the proposed pad development could generate annual NOI between approximately \$200,000 and \$220,000, translating to an estimated stabilized value of \$3.0 to \$3.6 million at market exit cap rates.

City of Cerritos – Pre-Application Narrative

The proposed project consists of a single-story neighborhood retail/service pad building consistent in scale and intensity with surrounding development. The project leverages shared parking within an established retail center, avoids increases in height or density, and aligns with the City's retail land-use objectives.

Conclusion

This in-fill pad development represents a low-risk, high-visibility value-add opportunity that enhances overall asset performance while remaining fully compatible with City planning objectives. The flexibility between a single-tenant or two-tenant configuration allows ownership to optimize income while preserving long-term exit optionality.

Investment Highlights

- Rare infill pad development opportunity within an established Cerritos shopping center.
- By-right, single-story retail/service configuration • Modeled after nearby $\pm 4,483$ SF freestanding retail precedent
- Strong visibility along Carmenita Rd
- Leverages existing shared parking with no entitlement risk
- Multiple exit strategies including long-term hold or future pad sale.

Property Overview

The subject property is located at 17500 Carmenita Rd in the City of Cerritos, California. The site is part of an established neighborhood retail center featuring strong tenancy, ample surface parking, and excellent access from a major commercial corridor. The parcel offers excess land area suitable for infill pad development without impacting existing operations.

Development Alternatives

Option	Building Size	Configuration	Parking Demand	Key Benefit
Option A	$\pm 4,500$ SF	Single-Tenant Pad	15–18 spaces	Lowest risk / premium tenant
Option B	$\pm 5,000$ – $5,500$ SF	Two-Tenant Pad	17–22 spaces	Higher NOI / diversification

Parking & Circulation

The existing shopping center provides an estimated parking ratio of approximately 4.7 spaces per 1,000 SF. Incremental parking demand generated by either development alternative can be accommodated through shared parking without impacting existing tenants or circulation patterns. No structured parking or variances are anticipated.

Scenario	Rent PSF (NNN)	Estimated NOI	Implied Value @ 6.5%
Option A – 4,500 SF	\$3.50 – \$4.25	\$190K – \$220K	\$2.9M – \$3.4M
Option B – 5,250 SF	\$3.25 – \$4.00	\$205K – \$230K	\$3.2M – \$3.6M

City of Cerritos – Planning Consistency

The proposed infill pad development is consistent with the City of Cerritos’ retail land-use objectives. The project maintains a single-story profile, avoids increases in site intensity, leverages existing shared parking, and introduces neighborhood-serving commercial uses compatible with surrounding development.

Liquidity Optionality

Investors benefit from multiple exit strategies, including long-term ownership with stable NNN cash flow, or a future disposition of the pad as a separate retail investment. Freestanding pad retail assets historically trade at attractive cap rates relative to in-line retail space.

Disclaimer

This Offering Memorandum is for discussion purposes only and does not constitute an offer to sell or a solicitation of an offer to buy any interest. All information contained herein is based on sources deemed reliable but is not guaranteed. Prospective investors should conduct their own independent investigation.



Why Now?

❖ **Below-Market In-Place Rents**

Current in-place rents are materially below prevailing Cerritos market levels, creating immediate mark-to-market upside through re-leasing and repositioning.

❖ **Month-to-Month Anchor Tenancy**

The 26,676 SF Daniel's Home Center space is month-to-month, providing rare flexibility for re-tenanting, subdivision, or redevelopment without lease termination risk.

❖ **Strong Pad Demand in Cerritos**

Limited availability of freestanding retail sites continues to drive demand from national and regional tenants seeking high visibility, drive-thru potential, and NNN lease structures.

❖ **Infill Land Scarcity**

Large, well-located parcels within established, high-income trade areas are increasingly scarce, supporting long-term land value and multiple value-creation paths.

Value Realization Strategies

❖ **Stabilized Retail Hold**

Re-tenant the anchor space, execute pad development, and hold as a stabilized NNN retail asset with durable, inflation-resilient cash flow.

❖ **Pad Sale Carve-Out**

Develop a freestanding pad and sell separately to a net-lease buyer, generating liquidity while retaining ownership of the core shopping center.

❖ **Re-Tenant + Refinance**

Capture NOI growth through re-leasing and pad income, followed by a refinance to return capital while maintaining long-term ownership and upside.

Cerritos is a centrally located city in southeast Los Angeles County, known for its strong regional connectivity, affluent consumer base, and business-friendly environment. Positioned near the I-5, SR-91, and I-605 freeways, Cerritos provides efficient access to Los Angeles, Orange County, and the broader Southern California market. The city benefits from high household incomes, dense surrounding populations, and a stable employment base, making it a highly desirable trade area for retail, service, and investment uses. Cerritos is also recognized for proactive city planning, well-maintained infrastructure, and long-term economic stability



Key attributes include:

- ❖ Highly rated **ABC Unified School District**
- ❖ Extensive parks, civic amenities, and cultural facilities
- ❖ Strong retail and employment base
- ❖ Established residential neighborhoods with long-term stability
- ❖ These fundamentals continue to drive demand from retailers, owner-users, and long-term investors.

Demographics reflect updated market estimated and highlight a high-income, employment- dense consumer base supporting long-term retail demand.

White-collar workers make up 90.28% of the working population in Cerritos, while blue-collar employees account for 9.72%. There are also 2,372 entrepreneurs in Cerritos (10.54% of the workforce); 14,345 workers employed in private companies (63.72%); and 4,073 people working in governmental institutions (18.09%).

1. * **CERRITOS, CA** *

Population: 50,000
Median Household Income: \$125,000
Median Home Value: \$950,000
Education: 50% bachelor's degree+

2. **ARTESIA, CA**

Population: 17,000
Median Household Income: \$85,000
Median Home Value: \$700,000

3. **NORWALK, CA**

Population: 105,000
Median Household Income: \$78,000
Median Home Value: \$650,000

4. **LA MIRADA, CA**

Population: 50,000
Median Household Income: \$110,000
Median Home Value: \$900,000

5. **LAKEWOOD, CA**

Population: 80,000
Median Household Income: \$105,000
Median Home Value: \$800,000

6. **BUENA PARK, CA**

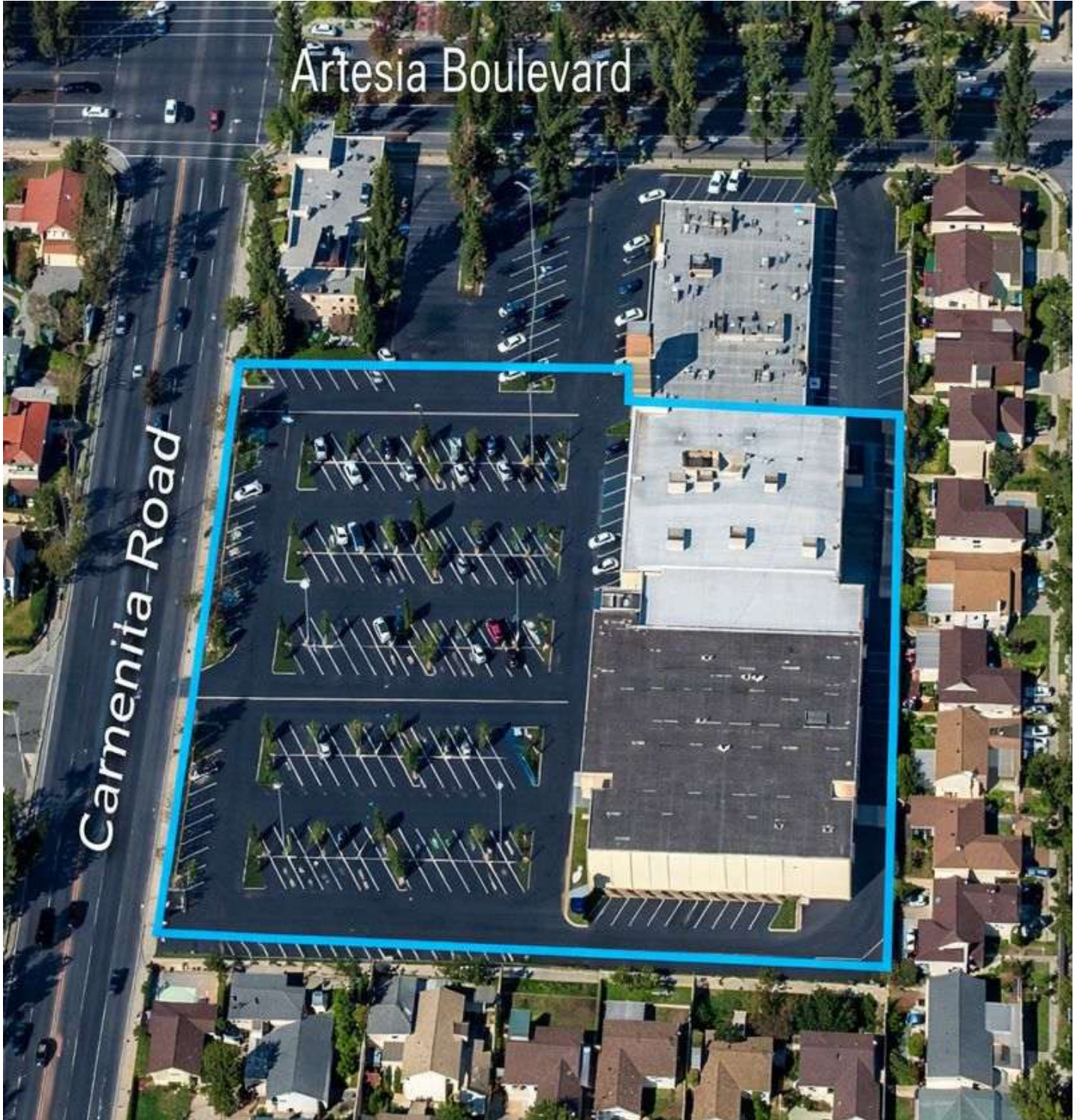
Population: 83,000
Median Household Income: \$97,000
Median Home Value: \$750,000

7. **CYPRESS, CA**

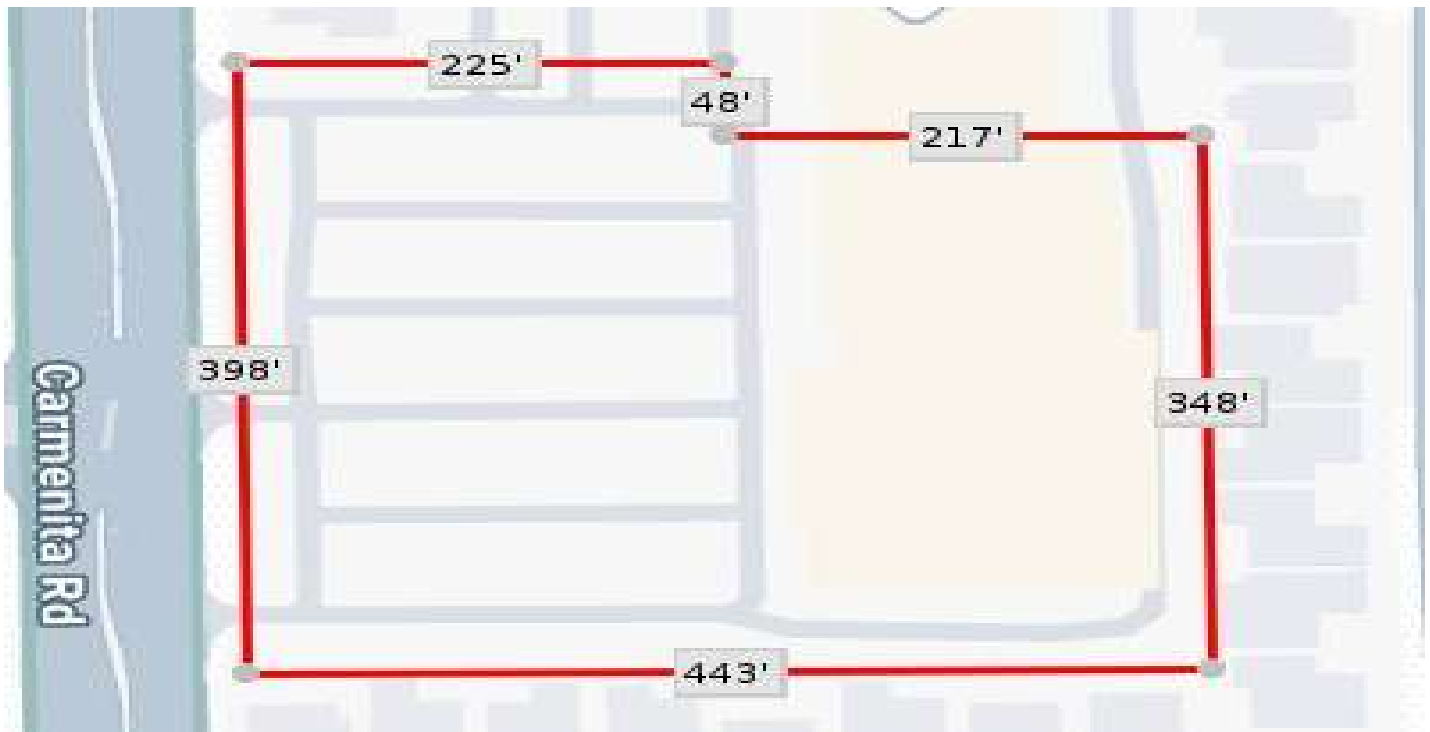
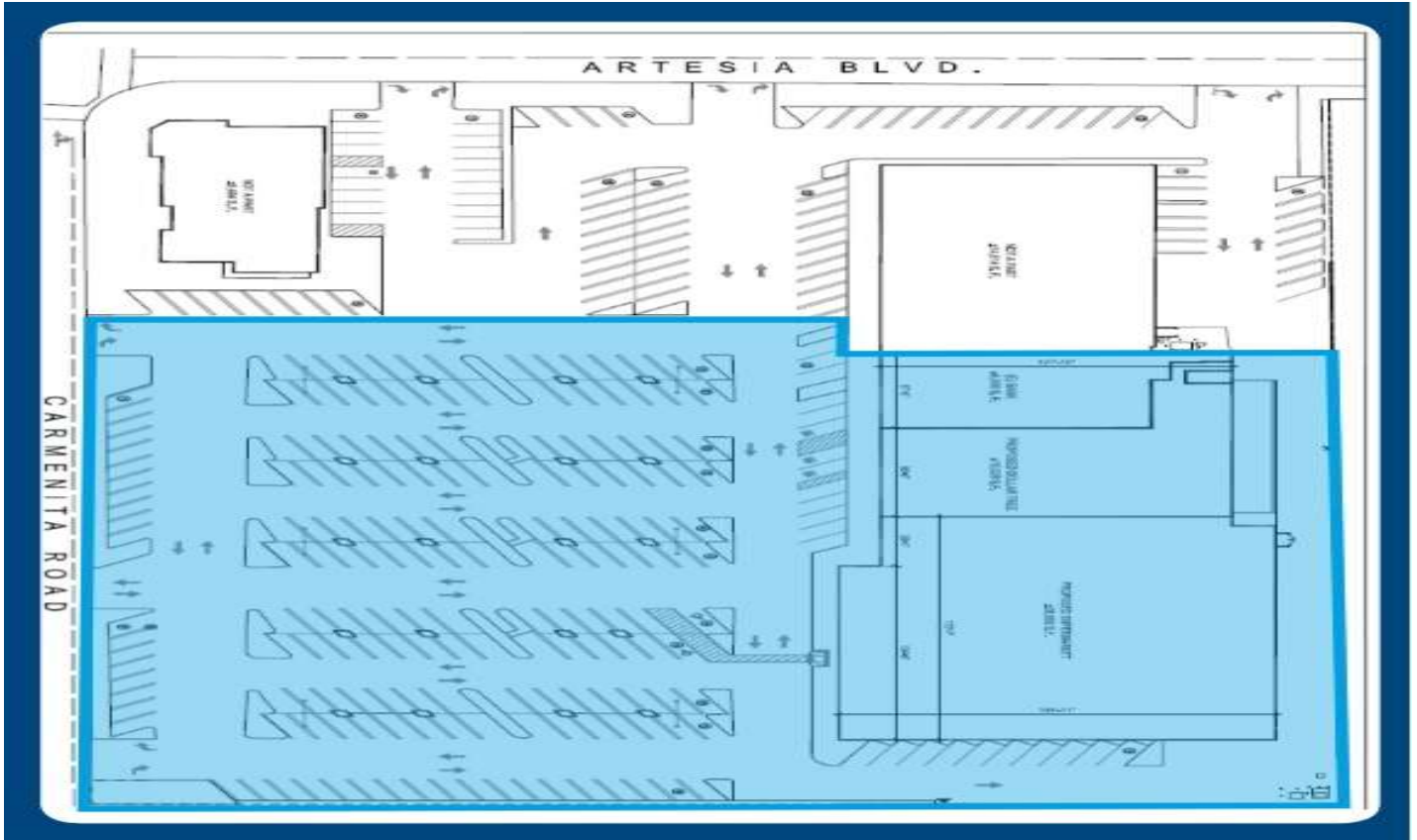
Population: 50,000
Median Household Income: \$118,000
Median Home Value: \$930,000

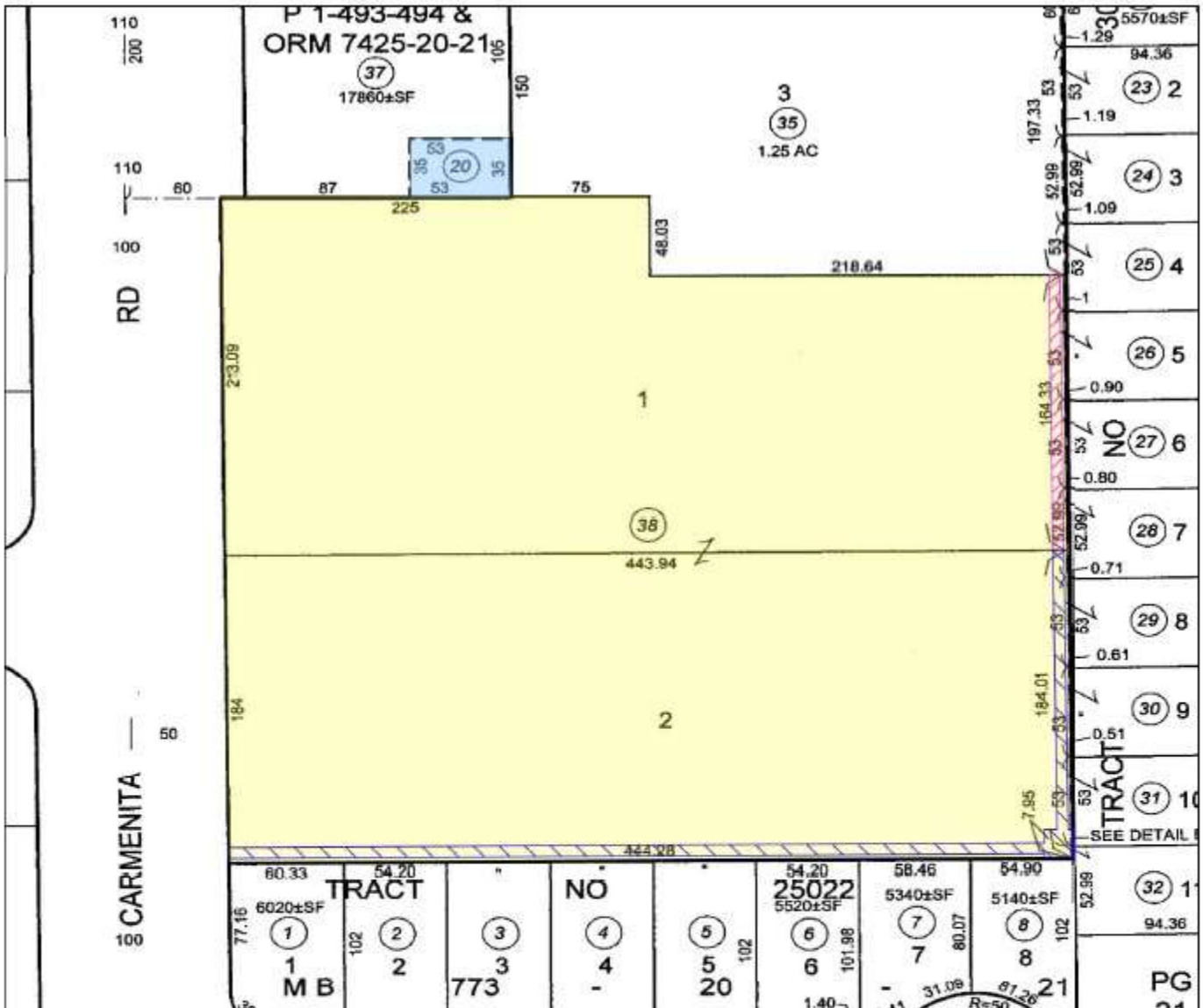


The site at 17500–17510 Carmenita Road is located within a high-income, high-density trade area characterized by strong household spending power, exceptional retail fundamentals, and sustained demand for neighborhood and national retailers.









LEGEND

- Parcel A (Fee, Property in Question)
- Parcel B (Fee, Property in Question)
- Item No. 9 - Easement for public utilities and incidental purposes
02/17/1971, Instrument No. 2699, of Official Records
Affects as described therein
- Item No. 10 - Easement for public utilities and incidental purposes
02/17/1971, Instrument No. 2700, of Official Records
Affects as described therein
- Item No. 11 - Easement for vehicular and pedestrian travel and parking and incidental purpose
04/30/1971, Instrument No. 1108, of Official Records
Affects said land
Said Easement is not specifically delineated and is unlocatable

ABOUT *Miguel Aguilo*

MIGUEL
R E A L



AGUILO
E S T A T E



*Licenses & Credentials California Real Estate License (DRE #01273198)
Active since 2000.*

Mr. Miguel Aguilo is a Multi-Family, Commercial, and Investment Real Estate advisor with a proven track record across acquisitions, dispositions, syndications, and development advisory assignments.

Seasoned commercial real estate advisor with over 25 years of experience across multifamily, industrial, land, and retail assets. Led and executed major transactions, including a \$24 million sale of a 57,000 SF neighborhood shopping center and a \$9.5 million sale of a 42,000 SF retail property. Structured over \$10 million in recent syndications and advised on multiple acquisitions for investor-focused strategies throughout the South Bay and Greater Los Angeles markets. Experience includes shopping center acquisitions and dispositions, industrial sites, land development, syndications, and condominium conversion projects in Southern and Northern California.

Over the decades, I have:

Led and structured multi-family and mixed-use acquisitions, including syndicated investments. Represented investors, wealth management groups, developers, and high-net-worth clients in complex commercial transactions.

Built strong relationships with builders, lenders, city agencies, and private investors that give clients a competitive advantage.

My experience spans brokerage, asset management, syndication structuring, due diligence oversight, and strategic advisory. I continue to focus on helping clients identify opportunities, mitigate risks, and maximize long-term value through disciplined real estate investment.

Real estate experience since 1999:

- ❖ Grenke CRM Group, El Segundo, CA
- ❖ TR Wealth Management Inc., Torrance, CA,
- ❖ Remax Commercial & Investment, Manhattan Beach and Torrance, CA
- ❖ Powell Corporation & Associates, San Francisco, CA
- ❖ LAS Financial Services, Woodland Hills, CA

