

SAN CLEMENTE LAND | OFFER MATRIX

Pi	Prepared By: Justin McMahon & Tim McMahon										
#	Company	Proposed Use	Lease Scenario	Lease Rent	Purchase Price	Deposit	Due Diligence	Extensions Close of Escrow	Taxes to City	Comments	
	FINALISTS										
1	Fountainhead Development Craig Smith (949) 752-2515 csmith@fountainheaddev.com	Fuel Station Convenience Store Coffee Car Wash	Term TBD	\$325,000 / year plus 5% every 5 years	\$7,000,000	\$100,000	120 business days from opening of Escrow	Two 30-day extensions 60 days after closing condition at \$5,000 are satisfied	\$290,000 per year ns plus 10% increase on the gas station portion of \$75,000 every 5 years in perpetuity	Buyer shall have 240 days after the Review Period ("Entitlement Period") within which to obtain all necessary governmental approvals. Two 60-day options to extend at \$10,000.	
2	Property Nine Development, LLC Michael DiGangi mike@p9development.com	National Fuel Station Convenience Store with Affixed Cafe High-End Carwash OR Quick Serve Restaurant	Purchase Hard Corner (50% of Property) 35-year Ground Lease on Remaining Land for Car Wash or QSR	Purchase Half: \$3,000,000 Lease Half: \$100,000 / year plus 10% every five years	\$6,000,000	\$75,000	Later of 115 days from mutual execution of PSA and receipt of Seller's Property Information	Two 30-day extensions at \$10,000	e \$405,041 per year (35-year average)	Leasehold Improvement Cost \$6,000,000	
3	MJC Investment Property VI, LLC Heslin Holdings Casey McKeon 949-297-4460 casey@heslinholdings.com	Kroger Fuel Station Fast 5 Express Car Wash	Fifty Year Term Four 10-year extensions Property Leased As-Is City to Waive Development/Application Fees	Base Term: \$200,000 / year Option 1: \$220,000 / year Option 2: \$242,000 / year Option 3: \$266,200 / year Option 4: \$292,820/ year	\$6,000,000	\$100,000	270 days from the receipt of Tentative Parcel map	21 days after expiratoin of th Contingency Period	e \$180,026 per year	Purchaser will consider a shorter escrow period if City agrees to work with Purchaser to shorten the approval process for necessary entitlements.	
4	PMB, LLC Mark Toothacre (858) 794-1900	35,000 sq.ft. MOB that will provide healthcare services - anticipated to be primary care, low acuity specialty service lines, and imaging.	N/A	N/A	\$6,250,000	\$200,000	150 business days from mutual execution of PSA	30 days from satisfaction an waiver by Buyer of all Due Diligence items	sales tax income from cafe or pharmacy		
5	Red Hook Capital Partners David Hyun	Orange County Academy of Sciences and Arts (OCASA). K-8 charter public school.	N/A	N/A	\$6,000,000	\$50,000	120 business days from mutual execution of PSA	30 days from Buyer's receipt all entitlements for Buyer's intended use			
6	Southern California Development, LLC Ken Shishido (broker) (310) 694-3181	Gas station with a retail building (including a convenience store and a coffee drive thru endcap) and an express carwash facility on the corner with a 7-7,500 sf retail building with a proposed fast food drive thru endcap, one other food use and other retail uses.	N/A	N/A	\$5,600,000	\$50,000	240 business days from mutual execution of PSA	Five 30-day extensions 15 days after expiration of th Contingency Period	e \$285,000 per year		
7	Cypress Express Partners, LLC Brett Blanchard 949-305-9715 brett@h2goexpress.com	Chevron gas station & C-store, h2gO Express car wash, and retail pad	N/A	N/A	\$5,510,000	\$50,000	90 days from the opening of escrow (fully executed PSA)	30 days from satisfaction of waiver of contingencies	\$180,000 - \$200,000 per year plus savings created by fully recycled water	Contingencies include Conditional Use Permit	
8	Costanzo Investments Jim Costanzo (949) 566-8022 jcostanzo@costanzoinv.com	(1) QSR with drive-thru and either a multi-tenant buliding for fast casual restaurants and (2) other ready-served food and/or neighborhood service retail OR a fuel station and convenience store	N/A	N/A	\$5,500,000	\$50,000	120 business days from mutual execution of PSA and receipt of DD package	45 days from Buyer's notice of intent to close and receipt of recorded final parcel map			
9	Kapelfre, LLC Bree Hughes (949) 556 - 2094 bree.hughes@elliman.com	Gas station (Arco), car wash (Uncle Rayski's), convenience store (AMPM), and retail (drive-thru coffee, fast food, or related uses)	N/A	N/A	\$5,250,000	N/A	Not defined	30 days from completion of Di Diligence Period	ue \$130,116 per year		
1	Cadence Acquisition LLC Brandon Beauchemin (broker) (909) 418 2213 brandon.beauchemin@cbre.com	Option 1: Specialty grocer and retail/restaurant Option 2: Specialty grocer and beer garden/brewery Option 3: Gas station with C-Store and Restaurant/Specialty Beverage	N/A	N/A	\$5,250,000	\$50,000	TBD	60 days after completion of Contingency Period and recording of parcel map	Option 1: \$177,000 Option 2: \$167,000 Option 3: \$152,000	Sales tax estimated from grocery store may be overstated	
1	AuEnergy, LLC Michelle Schierberl (949) 203-3060 michelle.schierberl@streamrealty.com	National branded gas station with C-store and car wash	N/A	N/A	\$5,000,000	\$200,000	90 days from the opening of escrow (fully executed PSA)	180 days after opening of escrow or 30 days after completion and final inspectic of onsite improvements mad by Seller		Entitlement period will be 180 days from execution of PSA	
1	Rich Development Enterprises, LLC Tim Matz (714) 835-3311 tim@matzproperties.com	Gas station, C-store, car wash, coffee	N/A	N/A	\$5,000,000	\$100,000	120 days from the opening of Escrow and Buyer's receipt of Seller's Due Diligence materials	Two 30-day extensions at \$10,000 Contingencies	\$210,800 per year		
1	3 Sater Oil Mike Sater	Gas station, convenience store, ABC license, car wash	N/A	N/A	\$4,561,000	\$50,000	120 business days from mutual execution of PSA, subject to CUP approval	30 days from Buyer's receipt all entitlements for Buyer's intended use	of Incorrect calulations		
1	Pacific Coast Asset Management LLC 4 Jason Keys (broker) jason@keyzgroup.com	Gas station with C-store, car wash, drive-thru restaurant, and general retail space	N/A	N/A	\$4,500,000	N/A	N/A	N/A	Incorrect calulations		
1	Higher Ground Education Inc. Nick Carey (broker) (949) 296-3626 nick.carey@am.jll.com	Guidepost Montesori	N/A	N/A	\$3,500,000	\$100,000	90 business days from the Date of Agreement or receipt of Property Documents, whichever occurs last	Upon Buyer's receipt of approved buliding plans fron the City and other governmental approvals	n N/A	Buyer shall have 6 months from the Date of Agreement or receipt of Property Documents, whichever shall occur last, to satisfy itself with regards to any permits, consents or approvals related to its intended use and construction of its building from the governmental authorities having jurisdiction over the Property	