

UNPARALLELED LOCATION, UNMATCHED DEVELOPMENT OPPORTUNITY IN MALIBU

23801 STUART RANCH ROAD

MALIBU, CA 90265



CBRE

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Market Overview

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23801 STUART RANCH ROAD

CBRE, Inc. is pleased to present a rare development opportunity to purchase a ±6.4 acre property in the heart of Malibu and steps from Malibu City Hall. This prime land parcel is located only seconds off of the Pacific Coast Highway, and is comprised of nearly 278,848 square feet. The vacant parcel is currently zoned Community Commercial (CC). Buyer to verify zoning and allowable units with the city.





PROPERTY SUMMARY

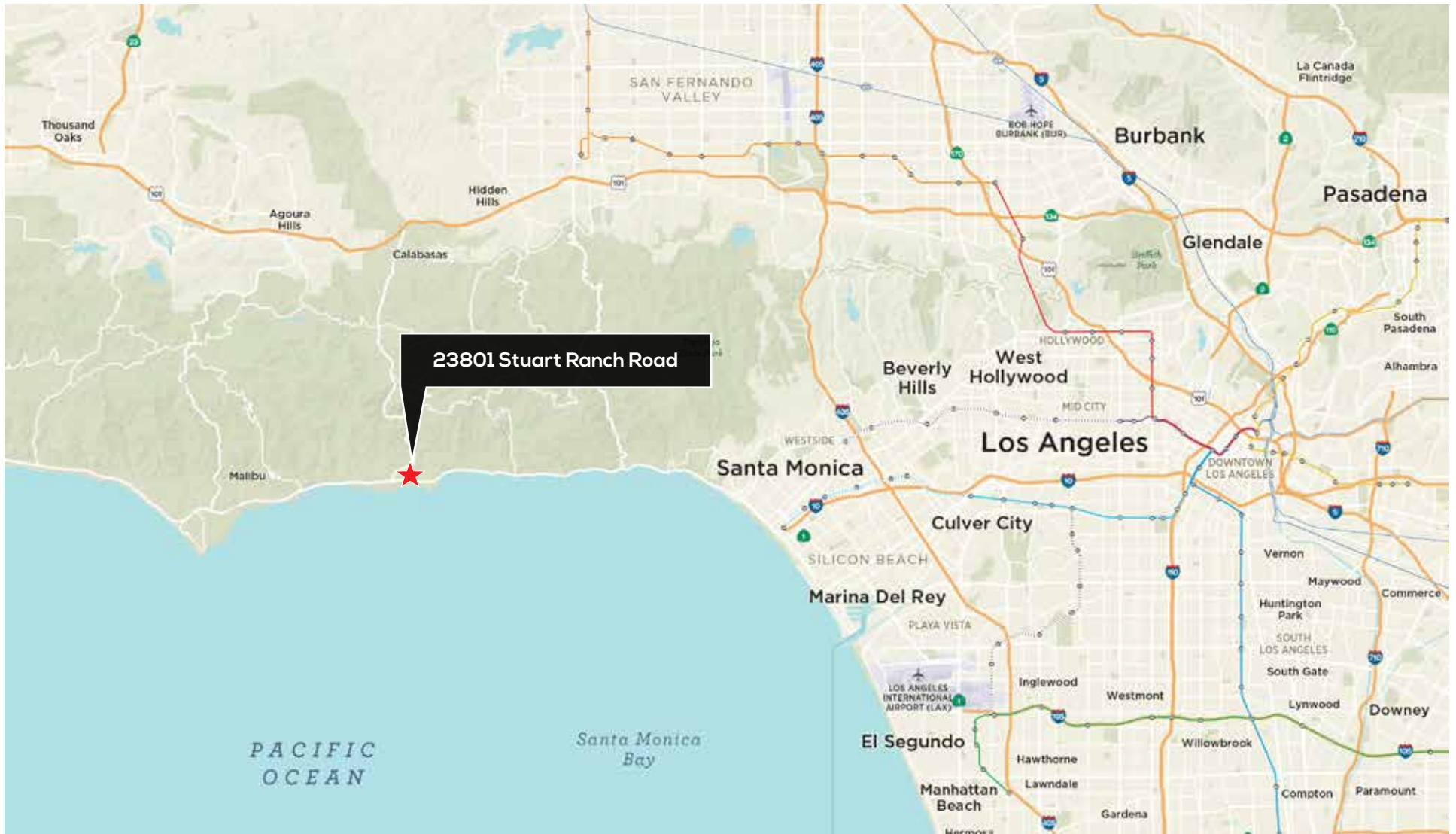
PROPERTY OVERVIEW

23801 STUART RANCH ROAD



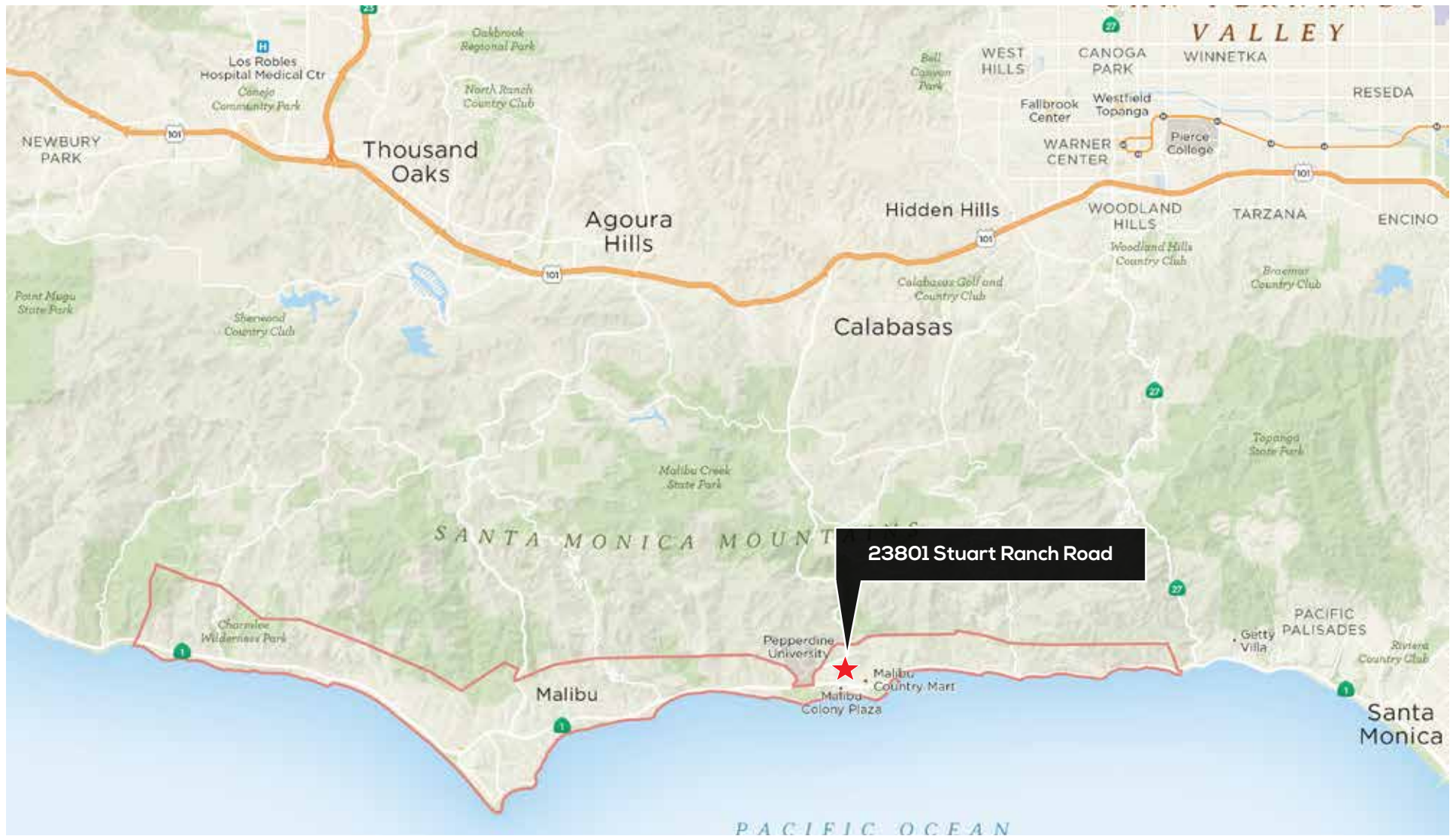
LAND SQ. FT.	±278,848 sq. ft.; ±6.4 AC
ZONING	CC (COMMUNITY COMMERCIAL)
APN	4458-022-012
FAR	0.15:1 - to be verified by Buyer

REGIONAL MAP



LOCAL MAP

A Better Look



LOCAL MAP

A Better Look



23801 Stuart Ranch Rd. is located a block from the PCH between Malibu's two shopping destinations- Malibu Colony Plaza and Malibu Country Mart. This area is in turn insulated by major cultural sites such as Pepperdine University, the Adamson House and Malibu Pier.

ZONING

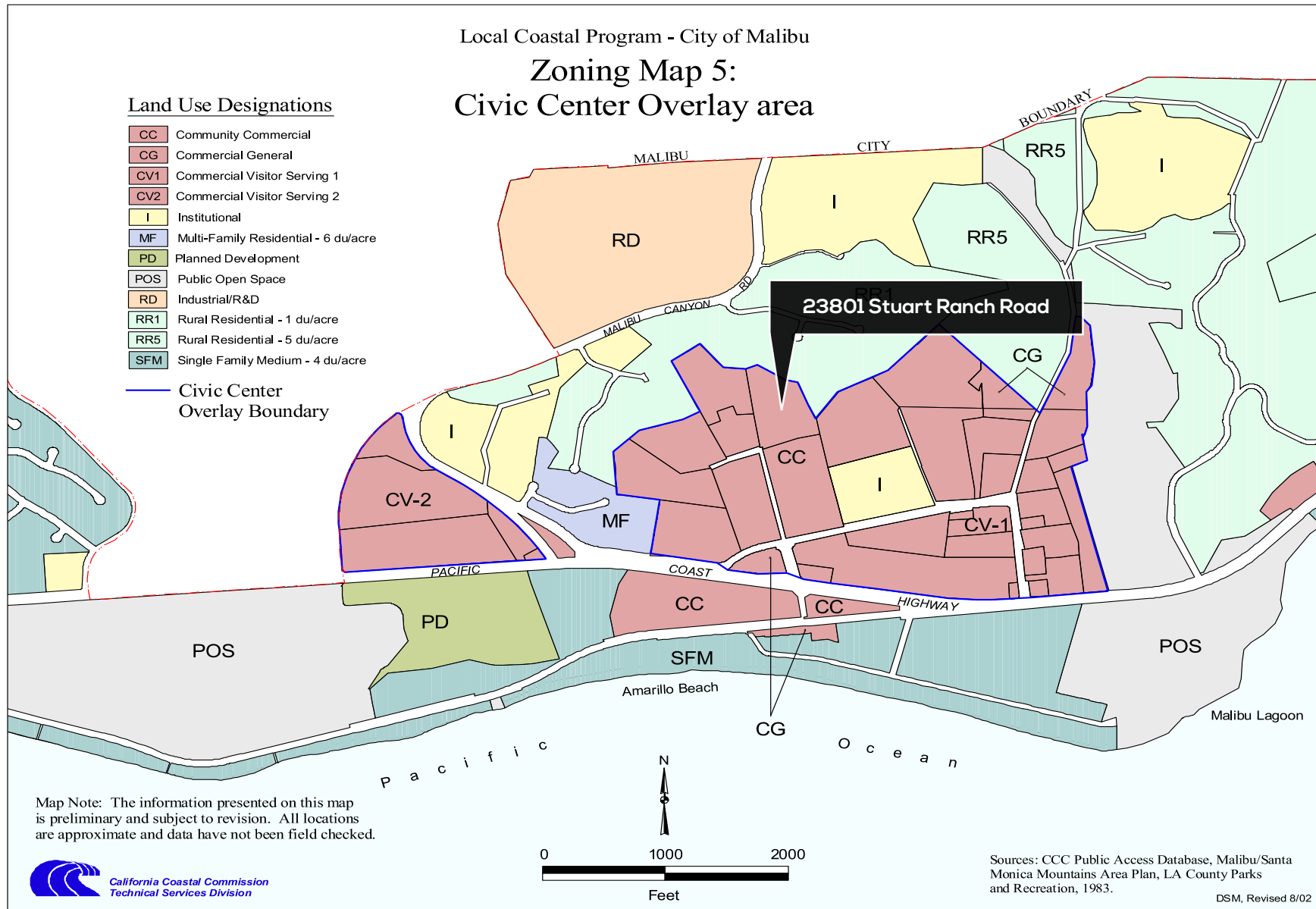
23801 STUART RANCH ROAD

Local Coastal Program - City of Malibu Zoning Map 5: Civic Center Overlay area

Land Use Designations

- CC Community Commercial
- CG Commercial General
- CV1 Commercial Visitor Serving 1
- CV2 Commercial Visitor Serving 2
- I Institutional
- MF Multi-Family Residential - 6 du/acre
- PD Planned Development
- POS Public Open Space
- RD Industrial/R&D
- RR1 Rural Residential - 1 du/acre
- RR5 Rural Residential - 5 du/acre
- SFM Single Family Medium - 4 du/acre

Civic Center Overlay Boundary



Map Note: The information presented on this map is preliminary and subject to revision. All locations are approximate and data have not been field checked.



Sources: CCC Public Access Database, Malibu/Santa Monica Mountains Area Plan, LA County Parks and Recreation, 1983.

DSM, Revised 8/02

ZONING *(to be verified by city and purchaser)*

- CC= Community Commercial
- Located in the Civic Center Overlay Area
- Adjacent to City Hall

Permitted Land Uses

- o Medical, dental and physical therapy clinics and health clubs and dance studios;
- o Mobilehomes for residential occupancy by the property owner for a period of not more than two consecutive years where the property owner's primary residence is destroyed or uninhabitable as a result of landslide, fire or other natural disaster
- o All permitted uses and activities set forth in Section 17.22.020 (CN District);
 - Professional offices,
 - Residential services, including
 - Cleaners/laundry,
 - Pharmacy,
 - Food market,
 - Mailing services,
 - Appliance repair,
 - Bakeries (no on-site seating),
 - Barber shops, beauty salons,
 - Banks, financial institutions,
 - Hardware and garden supply stores,
 - Photographic supplies and processing,

- Book store,
- Nurseries,
- Photocopy services,
- Stationery supplies,
- Travel agencies,
- Health club,
- Dance studios,
- Other uses determined by the planning director to be of a similar nature to uses permitted in this district,
- Philanthropic, charitable or educational nonprofit activities which activities are permanent and occur within an enclosed building,
- Governmental facilities;
- Wireless telecommunications antennae and facilities.

Conditionally Permitted Land Uses

- o Restaurants exceeding interior occupancy of one hundred twenty-five (125);
- o Bars;
- o Live entertainment;
- o Service stations, provided no convenience market is included;
- o Cultural and artistic uses, such as museums, galleries, performing arts studios;
- o Health care facilities;
- o Recreational facilities such as equestrian training and boarding facilities, tennis and swim clubs, and golf driving ranges;
- o Residential care facilities for the elderly;
- o Neighborhood-serving construction services with the following regulation (in addition to Section 17.40.080): Neighborhood-serving construction services shall be located on a parcel that is at least five acres in net lot area;

ZONING

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- o Public or private educational institutions;
- o All conditionally permitted uses set forth in Section 17.22.040 (CN District):
 - Restaurants, up to a maximum interior occupancy of one hundred twenty-five (125) feet;
 - Utility facilities related to public projects;
 - Liquor stores;
 - Nursery schools, day care facilities;
 - Churches, temples and other places of worship;
 - Lighted sports courts;
 - Neighborhood recreation facilities for use by surrounding residents and operated by a nonprofit corporation or neighborhood association for noncommercial purposes;
 - Parks and playgrounds;
 - Veterinary hospitals;
 - Cultural and artistic uses, such as museums, galleries, performing arts studios;
 - Hand car washing and detailing;
 - Wireless telecommunications antennae and facilities (pursuant to the provisions of Chapter 17.46);
 - Self-storage facilities with the following regulations (in addition to Section 17.40.080):
 - Only one residential living unit shall be permitted on the site subject to the provisions of this section.
 - The residential living unit shall not exceed one thousand two hundred (1,200) square feet (excluding the garage area) and shall comply with the provisions of Chapter 17.40 as it relates to single-family residential construction.
 - The residential living unit shall be attached to the storage facility structure and shall be integrated into the structure's design.
- The residential living unit shall be for low to moderate income housing only and shall be deed-restricted in a form acceptable to the city attorney.
- A landscape plan shall be submitted to the planning director for approval that mitigates any visual impacts of the structures;
- Emergency communication and service facilities;
- Medical marijuana dispensaries.

Lot development criteria:

- o Minimum lot area: five acres ⇨ subject property is ±6.4 AC
- o Minimum lot width: three hundred (300) feet. ⇨ subject property has greater than 300 ft. lot width
- o Minimum lot depth: five hundred (500) feet. ⇨ subject property has greater than 500 ft. lot depth
- o Other property design standards and development info can be found in 17.24.040 of <http://qcode.us/codes/malibu/>

PROPERTY HIGHLIGHTS

STRENGTHS

- With destination shopping areas, dining, and cultural sites just steps away, this location is perched in one of the most coveted hillside communities in Malibu and greater Los Angeles.
- Rare development opportunity surrounded by high-profile retail and commercial development projects, including the Malibu Colony Plaza, Malibu Lumber Yard, and Malibu Country Mart.
- The property is also adjacent to multiple educational sites- Pepperdine University is a mere one-mile walk or 3-minute drive away, while the Malibu Library sits on the same block as the property.
- In addition to the high-end retail and dining locations nearby, the Malibu Racquet Club and Perenchio Golf Course add to the area's luxurious overtones. Both sit within a half-mile radius of the property.

Take Your Place in the Heart of the Malibu Community



Pepperdine University



Malibu Country Mart

The slide features a dark, stylized city skyline on the left side. The right side is dominated by large, overlapping geometric shapes in shades of blue and white. The text 'MARKET OVERVIEW' is positioned in the white area on the right.

MARKET OVERVIEW

MALIBU

Pacific Coast Highway spans most of the California coastline, from Dana Point in the south to the U.S. 101 near Leggett in the north. Construction on what would become Route 1 began in 1910, but its current incarnation began in 1934, when the first highway signs went up. However, the stretch between Santa Monica and Malibu was originally Highway 3, or Roosevelt Highway. The Malibu section of the then-Roosevelt Highway was the last to open in 1929, and for years its seaside residents fought to prevent development of a super-freeway envisioned by regional planners. Despite the California highway agency's acquisition of numerous land parcels during the 1960s, the project faced so much civilian resistance that it was abandoned by 1972.

Today, the Malibu population is roughly 13,467, which demonstrates a growth rate of 6.5% since 2010. During the next five years, the population is projected to grow by another 5.7%. Malibu's residents are both affluent and well-educated. Estimated median household income currently stands at an impressive \$124,453 per year, and an estimated 30.2% of the population over age 25 have earned a master's, professional, or doctorate degree (with another 29.1% holding a bachelor's degree).



*MALIBU:
The Billionaire's Playground*

MARKET OVERVIEW

Most Talked About Spots in Malibu



MALIBU NOBU



MALIBU BEACH INN



GEOFFREY'S MALIBU



THE FARM

New SMC Satellite Campus at 23525 Civic Center Way

Santa Monica College (SMC) has formally announced and presented its plans for a satellite campus in Malibu, located on what is currently the Malibu Civic Center. The list of existing development at the Civic Center includes a vacant courthouse and sheriff's station, public library, and an equipment/maintenance outbuilding for the L.A. Department of Public works (Waterworks). SMC has offered to lease 128,500 square feet (approximately 2.94 acres) of the Civic Center complex from L.A. County, where SMC hopes to build a new Community Sheriff's Substation, Emergency Operations and Planning Center, and interpretive center alongside its satellite campus.

Other parties with licensed rights for land-use of the project site (leased parcel) include the Malibu Tow Yard, Malibu Community Labor Exchange, Malibu Farmer's Market, and Verizon. However, the main objectives of this development and leasing are 1) to provide a new, safe, energy-efficient campus to meet the educational needs of the community, 2) to provide facilities for programs previously in Wester Elementary School and the Malibu Senior Center in City Hall, 3) to serve the community by reinvigorating the Sheriff's Station and Emergency Operations and Planning Center, as well as the emergency communications tower, and lastly, 4) to support Legacy Park and/or other programs which highlight Malibu's unique coastal environment and cultural history.



MARKET OVERVIEW

Local Development

Whole Foods Center

The residents of Malibu have recently been buzzing about the proposition of a Whole Foods store development at the corner of Civic Center Way and Cross Creek Road. Some residents are suspicious that the proposed development (which would require wastewater treatment) has acted as an enabler for a larger and more unwieldy project- the construction of a centralized wastewater treatment facility.

A Memorandum of Understanding (MOU) was negotiated by the city of Malibu and the RWQCB/SWRCB five years ago on Aug. 19, 2011 regarding the wastewater treatment facility. It set forth a structured timeline and responsibilities for a phased schedule that would lead to construction of a centralized wastewater treatment facility in the Civic Center Area. The MOU set forth a Phase 1 deadline of November 2015, in which existing commercial property owners would be the first to hook up to the treatment facility. Phase 2 is to be completed by November 2019, connecting Sierra Canyon, Malibu Colony and the Civic Center Way condos. Residential properties, schools, and churches were all moved to Phases 2 or 3 of the project. This is the largest point of contention, as Malibu currently does not possess a public sewage system. Thus, the creation of this treatment center would require residents to pay a fee to connect their sewage to the new treatment facility, requiring

Some Malibu citizens have attempted to resist the proposed 38,425 square foot development, which would include four smaller commercial buildings in addition to the Whole Foods store (24,549 square feet). Despite visual plans depicting a green, sunny space with a lush entry courtyard and interactive play area (including sensory playground, water features and native plants), the project continues to be met with pushback. The Measure R initiative- which aims to preserve the "unique oasis" of Malibu- was approved in 2014

by 59% of Malibu voters. However, Superior Court Judge James Chalfant ruled last December that Measure R was unconstitutional, as requiring chain stores to get nontransferable conditional-use permits based on who they are rather than what they do is contrary to state law. Ultimately, the Park at Cross Creek has received City approval, and it simply remains a question whether Judge Chalfant's ruling will continue to stand.



The Little Beach House

Formerly the beachfront restaurant Nikita, the Malibu Soho House (officially “The Little Beach House Malibu”) recently celebrated its soft opening in May. Applicants for the private, members-only club are given the opportunity to explain their connection to the local area and their reasons for joining. Previously, membership at one Soho House club promised individuals access to clubs in other locations. The Little Beach House is the first instance in which this general membership policy does not apply.

The club will be an insulated community of Malibu residents and natives who work or live in the area. A group of “locals” will determine each applicant’s

worthiness and sincerity, and whether their membership “align[s] with what Malibu believes in,” explains the club membership director Samantha Stone. Their membership page describes Soho House’s overall objective as providing “a home from home for people working in creative fields,” who share “a creative soul,” rather than wealth and status.

Members in The Little Beach House will enjoy access to its restaurant and bar, outdoor terraces, sitting room, and monthly events while rubbing elbows with actors, artists and other members of the local creative community.



DEMOGRAPHICS

ESTIMATED HOUSEHOLD INCOME

2016 EST. AVERAGE HOUSEHOLD INCOME	\$181,479
2021 PRJ. AVERAGE HOUSEHOLD INCOME	\$191,055

2016 ESTIMATED POPULATION BY AGE

2016 MEDIAN AGE	48.44
2016 AVERAGE AGE	44.76

2016 EST. HOUSING VALUE

2016 MEDIAN HOME VALUE	\$1,000,000
2016 AVERAGE HOME VALUE	\$1,227,495

2016 CLASS OF WORKER

GOVERNMENT WORKER	4.01%
PRIVATE FOR-PROFIT WORKER	45.46%
PRIVATE NON-PROFIT WORKER	8.92%
SELF-EMP WORKER	39.38%
STATE GOVERNMENT WORKER	2.23%



DEMOGRAPHICS

Nearby Prestigious Pepperdine Only Makes
The Demographics Stronger



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CONFIDENTIALITY AGREEMENT

This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property.

This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the "Owner"), to be all-inclusive or to contain all or part of the information which prospective investors may require to evaluate a purchase of real property. All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the general economy, market conditions, competition and other factors beyond the control of the Owner and CBRE, Inc. Therefore, all projections, assumptions and other information provided and made herein are subject to material variation. All references to acreages, square footages, and other measurements are approximations. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In this Memorandum, certain documents, including leases and other materials, are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Interested parties are expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of this Memorandum in any manner.

Neither the Owner or CBRE, Inc. nor any of their respective directors, officers, Affiliates or representatives make any representation or warranty, expressed or implied, as to the

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The Owner expressly reserved the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose this Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or CBRE, Inc. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return this Memorandum to CBRE, Inc.

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