



570 WILLOW ROAD

MENLO PARK, CA



INVESTMENT SUMMARY

MENLO PARK REPOSITIONING OPPORTUNITY // OFFICE / LIFE SCIENCES / MEDICAL OFFICE

THE OFFERING

Jones Lang LaSalle Americas, Inc. (“JLL”), as exclusive advisor, is pleased to present the opportunity to acquire the fee simple interest in 570 Willow Road (“570 Willow” or the “Property”), an office / life sciences / medical office asset located in one of the Bay Area’s most highly coveted submarkets, Menlo Park.

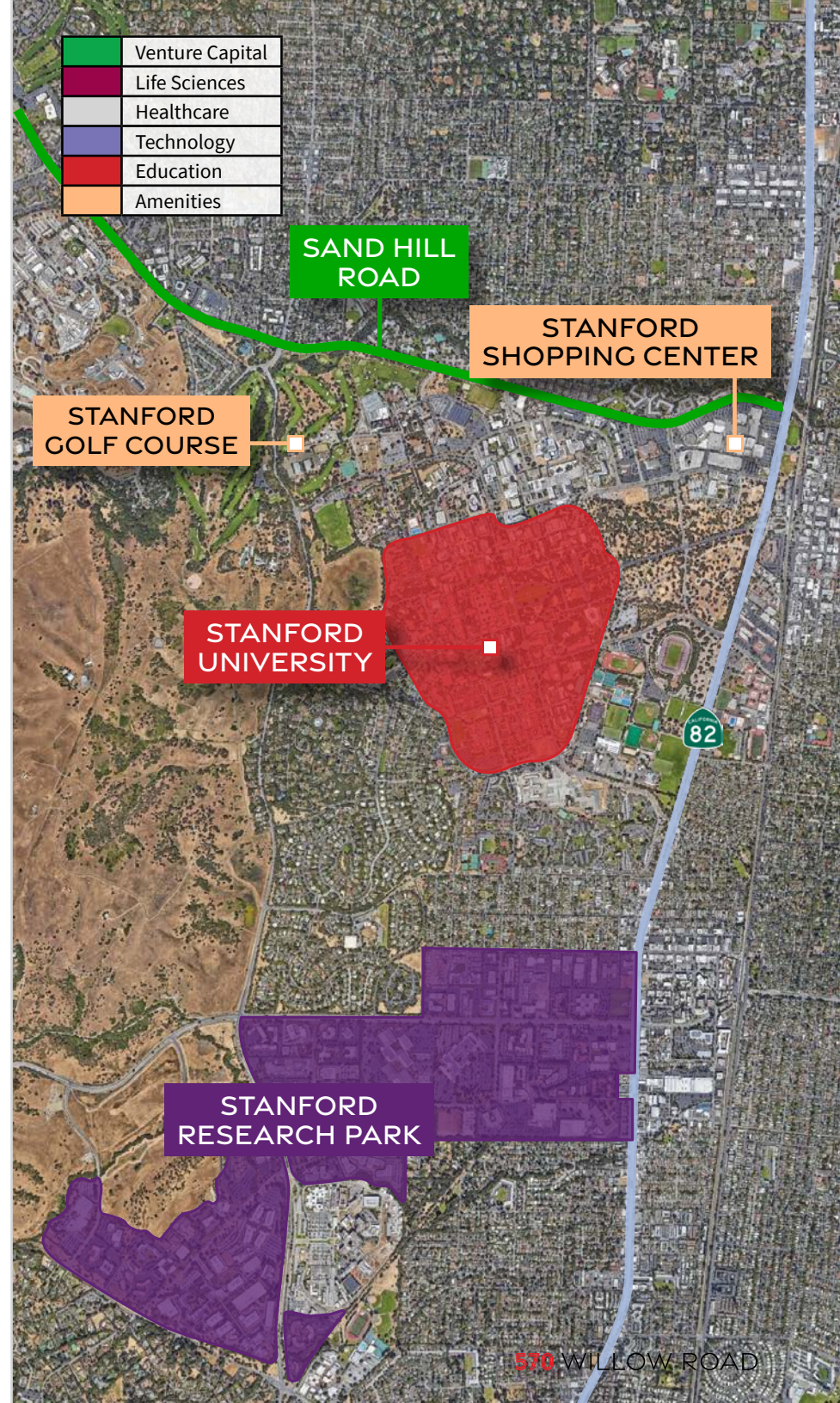
Situated on a 1-acre site, the 16,116 square foot medical office facility is being sold vacant and was previously operated as an acute surgery center. Prominently located equidistant from both downtown Palo Alto and downtown Menlo Park, the Property provides best-in-class access to major transportation via the Menlo Park Caltrain station, Highway 101, Interstate 280 and State Route 82. Additionally, the building is half a mile from Middlefield road, and one mile away from Sand Hill road supplying direct proximity to high levels of intellectual capital and some of the Bay Area’s most prolific technology companies. The Property is also just 2 miles away from the Stanford Shopping Center providing a variety of luxury dining options, high-end retail options and everyday amenities.

Over the last decade, Menlo Park has experienced a dramatic increase in office rental rates due to skyrocketing demand for space near Sand Hill Road and the Middlefield corridor, and the correlated supply imbalance in the submarket. Additionally, the rise and evolution of the life sciences sector across the Bay Area has created a new demand driver in Menlo Park. Life sciences tenants looking for both lab space and access to a highly talented labor pool have limited options to choose from. This has pushed tenants to look south of the Peninsula to fledgling life sciences submarkets like Menlo Park, Mountain View and Palo Alto. Ideally located in near high levels of intellectual capital and with desirable lease-up optionality, the Property is poised to benefit from the strong and improving market fundamentals in Menlo Park.

570 Willow offers investors a rare, fee-simple repositioning opportunity featuring lease-up optionality, abundant amenities, and prime access to transportation in one of the Bay Area’s strongest submarkets

PROPERTY SUMMARY

ADDRESS	570 Willow Road, Menlo Park, CA 94025
PREMISES	16,116 Square Feet
SITE SIZE	0.98 Acres
OCCUPANCY	0.0%
STORIES	One
YEAR BUILT	1991
PARKING	50 Stalls (3.1 per 1,000 SF)



INVESTMENT HIGHLIGHTS



RARE, FEE-SIMPLE MENLO PARK REPOSITIONING OPPORTUNITY



BLANK CANVAS VACANT OPPORTUNITY PROVIDES MULTIPLE PATHS FORWARD
OFFICE | LIFE SCIENCES | MEDICAL OFFICE



SUPERIOR MARKET DYNAMICS & CONSTRAINED NEW SUPPLY



ABUNDANCE OF AMENITIES



PRIME BAY AREA ACCESS VIA WILLOW ROAD TO MENLO PARK
CALTRAIN, HIGHWAY 101, I-280 & STATE ROUTE 82



LOCATION AMONGST PRESTIGIOUS EXECUTIVE HOUSING COMMUNITIES



THE INTERSECTION OF VENTURE CAPITAL, TECHNOLOGY, EDUCATION & LIFE SCIENCES

INVESTMENT HIGHLIGHTS

BLANK CANVAS VACANT OPPORTUNITY PROVIDES MULTIPLE PATHS FORWARD

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Ideally configured, the single-story building boasts, high ceilings, 1,600 amps of power and immediate full building availability, providing flexibility for future user requirements. The site also features an attractive on-site parking ratio of 3.1 per 1,000 square feet. The desirable physical attributes and ideal single tenant configuration will appeal to a variety of tenants including Office, Life Sciences, and Medical Office users. This optionality is supported by the surrounding tenant demand which includes venture capital, technology, fintech, biotechnology, research & development and healthcare users.

SUPERIOR MARKET DYNAMICS & CONSTRAINED NEW SUPPLY

Traditionally one of the Bay Area's strongest office markets, Menlo Park has recently emerged as a Life Sciences cluster. Many of these tenants are backed by Sand Hill Road based venture capital firms and employee PHD's from Stanford University making 570 Willow an ideal proximate location. These tenants have historically been priced out by office rents, however the recent surge in Life Sciences rents and lack of available Mid-Peninsula space has closed the rental rate gap. That said, with the eventuality of return to work and vaccine distribution office tenants are now starting to reenter the market. Coupled with the almost impossible ability to develop and deliver new supply, 570 Willow stands to benefit from this demand imbalance.

RARE, FEE-SIMPLE MENLO PARK REPOSITIONING OPPORTUNITY

- Menlo Park and Palo Alto maintain the largest concentration of properties owned on a leasehold basis across the Bay Area.
- Of the 1.2 million square feet on Menlo Park's Sand Hill Road, 20.2% of the properties are owned on a leasehold basis.
- In the Stanford Research Park, the largest cluster of office product within Palo Alto, 100% of the 4.9 million square feet are owned on a leasehold basis.





INTERSECTION OF VENTURE CAPITAL, TECHNOLOGY & LIFE SCIENCES

VENTURE CAPITAL

- **Bay Area** accounting for 39% of U.S. venture capital with the majority of these firms headquartered in Menlo Park
- **Sand Hill Road** – The epicenter of venture capital globally. Notable firms include Sequoia, Andreessen Horowitz, Kleiner Perkins, Silver Lake just to name a few
- **Middlefield Road** – Although less notorious than neighboring Sand Hill, Middlefield is a notable venture capital hub in its own right and home to firms like Technology Crossover Ventures, Summit Partners and Signia Venture Partners

LIFE SCIENCES

- **1335 O'Brien, Menlo Park** - Premier Menlo Park Life Sciences campus spanning 18 buildings across 50 acres and 1.7 million square feet
- **1900 Embarcadero, Palo Alto** - Six one- to two-story multi-tenant office/R&D buildings on non-adjacent sites totaling ~23.1 acres and 95,000 square feet
- **Stanford Research Park** – Home to some of the world's most innovative companies including Kodiak Sciences, Jazz Pharmaceuticals and Guardant Health, the Stanford Research Park spans 700 acres

TECHNOLOGY

facebook

Menlo Park is the headquarters city of the sixth largest publicly traded company in the world. This presence has created its own economy of service providers and industries revolving around Facebook.

Robinhood 

Founded in 2013, Robinhood has risen to prominence in recent years as the premier fintech startup. Headquartered at 85 Willow, Robinhood has actively pursued any available office space west of the U.S. 101.

PRIME BAY AREA LOCATION

ABUNDANCE OF AMENITIES WITH DOWNTOWN PALO ALTO, DOWNTOWN MENLO PARK AND STANFORD SHOPPING CENTER

570 Willow benefits from superior access to amenities with downtown Palo Alto, downtown Menlo Park and Stanford Shopping Center all being located approximately one mile from the Property. Downtown Palo Alto is only a 15 minute or 0.7 mile walk via a pedestrian trail along Willow Road and Downtown Menlo Park is located 1.2 miles from the Property.

LOCATION AMONGST PRESTIGIOUS EXECUTIVE HOUSING COMMUNITIES

570 Willow is located in a prestigious Menlo Park zip code, with close proximity to Sand Hill Road, which connects the Property with Interstate 280. Many of the nation's most expensive homes are located on the side streets adjacent to the Property, providing convenient access for executives. This premier location provides unparalleled access to the highest concentration of executive housing along the Interstate 280/Highway 85 corridor. Executive communities such as Los Altos, Palo Alto Hills, Portola Valley, Woodside, Los Gatos and Saratoga are all accessible within a short drive from the Property. Four of the country's top-10 wealthiest zip codes are located in close proximity, including Atherton, Los Altos, Hillsborough and Woodside.



**THE SAN FRANCISCO BAY
AREA IS THE #4 AREA
IN THE US IN TERMS OF
EDUCATIONAL ATTAINMENT
WITH 46% OF INDIVIDUALS
25+ WITH A BACHELORS
DEGREE OR HIGHER**

EDUCATIONAL EPICENTER

The San Francisco Bay Area is home to one of the most highly educated workforces in the United States, having amongst the highest percentage of residents who hold graduate and professional degrees. In addition, the Bay Area hosts more than 50 colleges and universities containing some of the world's most highly reputed graduate institutions which, with numerous federal and private research centers, represent cutting-edge development in technology and the life sciences. These factors combine to consistently produce a highly educated workforce capable of driving job growth through innovation and technological advancements.

**OVER 50 COLLEGES &
UNIVERSITIES THROUGHOUT
THE SAN FRANCISCO
BAY AREA**



**STANFORD
UNIVERSITY**



#2

**WORLD RANKED UNIVERSITY
(2021)**



770

ANNUAL PHD'S



34

**NOBEL PRIZE
WINNERS**



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MENLO PARK, CA

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