



# GLENDALE MARKETPLACE

106-146 S BRAND BLVD. | GLENDALE, CA



**A 154,049 SF URBAN RETAIL CENTER**

Jones Lang LaSalle Americas, Inc. ("JLL"), real estate license #01223413



## THE OPPORTUNITY

JLL, as an exclusive advisor, is pleased to present the opportunity to acquire Glendale Marketplace (the “Property”), a 154,049 SF urban retail center located in the heart of downtown Glendale, CA at the intersection of S. Brand Boulevard and E Harvard Street. The Property’s 94.8% occupancy provides potential investors strong in-place cash flow and security with a WALT of 6.5 years. Glendale Marketplace offers an internet-resistant mix of uses including fitness, home furnishings, restaurants, and discount stores. The Property is located in the most infill location of Glendale with a population of over 595,037 and average household incomes over \$99,880 within a 5-mile radius.



# POPULATION: ±199,303

## GLENDALE IS THE THIRD LARGEST CITY IN LOS ANGELES COUNTY

### PROPERTY SUMMARY

<b>PRICE:</b>	Best Offer
<b>ADDRESS:</b>	106-146 S Brand Blvd. Glendale, CA 91204
<b>RENTABLE BUILDING AREA:</b>	154,049 SF
<b>YEAR 1 OCCUPANCY:</b>	94.8%
<b>YEAR BUILT:</b>	1998
<b>ACRES:</b>	2.22 Acres
<b>PARKING:</b>	1,124 spaces* <small>*City Owned Parking Garage (NAP) accessible via Skybridge</small>



**HOLLYWOOD BURBANK AIRPORT**

**NORTH HOLLYWOOD**

**THE BURBANK STUDIOS**

**abc 7**

**GRIFFITH PARK**

**INTERSTATE 5**

**252,004 VPD**

**L.A. RIVER**

**DREAMWORKS**

**GLENDALE GALLERIA**

**200 STORES, INCLUDING:**  
 APPLE, TARGET, IN-N-OUT,  
 MACY'S, ZARA, DISNEY STORE,  
 PORSCHE, HUGO BOSS, JCPENNEY,  
 BLOOMINGDALE'S

**COLORADO STREET (27,200 VPD)**

**THE AMERICANA AT BRAND**

**80 STORES, INCLUDING:**  
 BARNES & NOBLE, CALVIN KLEIN,  
 H&M, TESLA, APPLE, TIFFANY & CO,  
 LOUIS VUITTON, NORDSTROM, NIKE,  
 SEPHORA, AND TESLA

<b>GLENDALE COVERS ABOUT</b>	<b>TOTAL SF OF OFFICE:</b>	<b>TOTAL SF OF RETAIL:</b>
<b>30 SQ. MI.</b>	<b>12.2M</b>	<b>±9.1M</b>

**23 CLASS A OFFICES** WITHIN 1-MILE OF THE PROPERTY, EQUALLING **5.0 MILLION SF** OR **41%** OF GLENDALE'S TOTAL OFFICE SUPPLY.

**86K DAYTIME EMPLOYEES** (WITHIN A 1-MILE RADIUS) → **EMPLOYERS INCLUDE:** LEGAL ZOOM, CIGNA, YELLOW PAGES, DREAMWORKS TELEVISION ANIMATION, NESTLE USA

**HEADQUARTERED IN GLENDALE:** BASKIN-ROBBINS, IHOP, DREAMWORKS ANIMATION, DISNEY INTERACTIVE, WALT DISNEY STUDIOS, WARNER BROS STUDIOS, AND PUBLIC STORAGE

**GLENDALE WAS INCORPORATED**  
**1906**

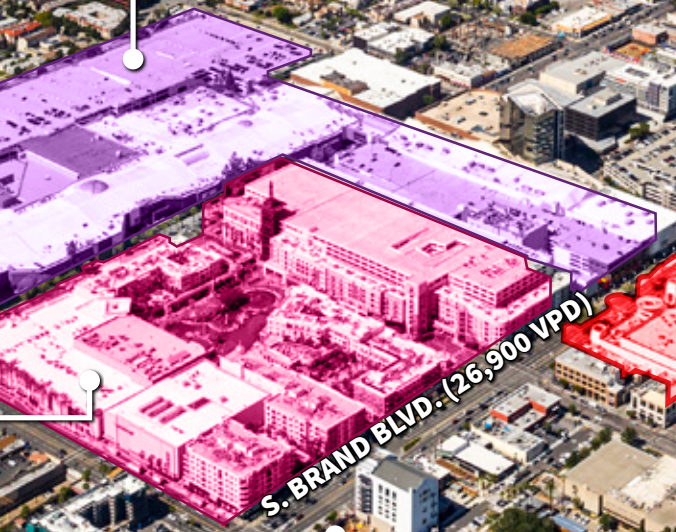


**BURBANK**

The *Walt Disney* Studios



240,000 VPD



**S. BRAND BLVD. (26,900 VPD)**

**E. BROADWAY (16,105 VPD)**

**LOCAL SHOPS INCLUDE:** SHAKE SHACK, PHILZ COFFEE

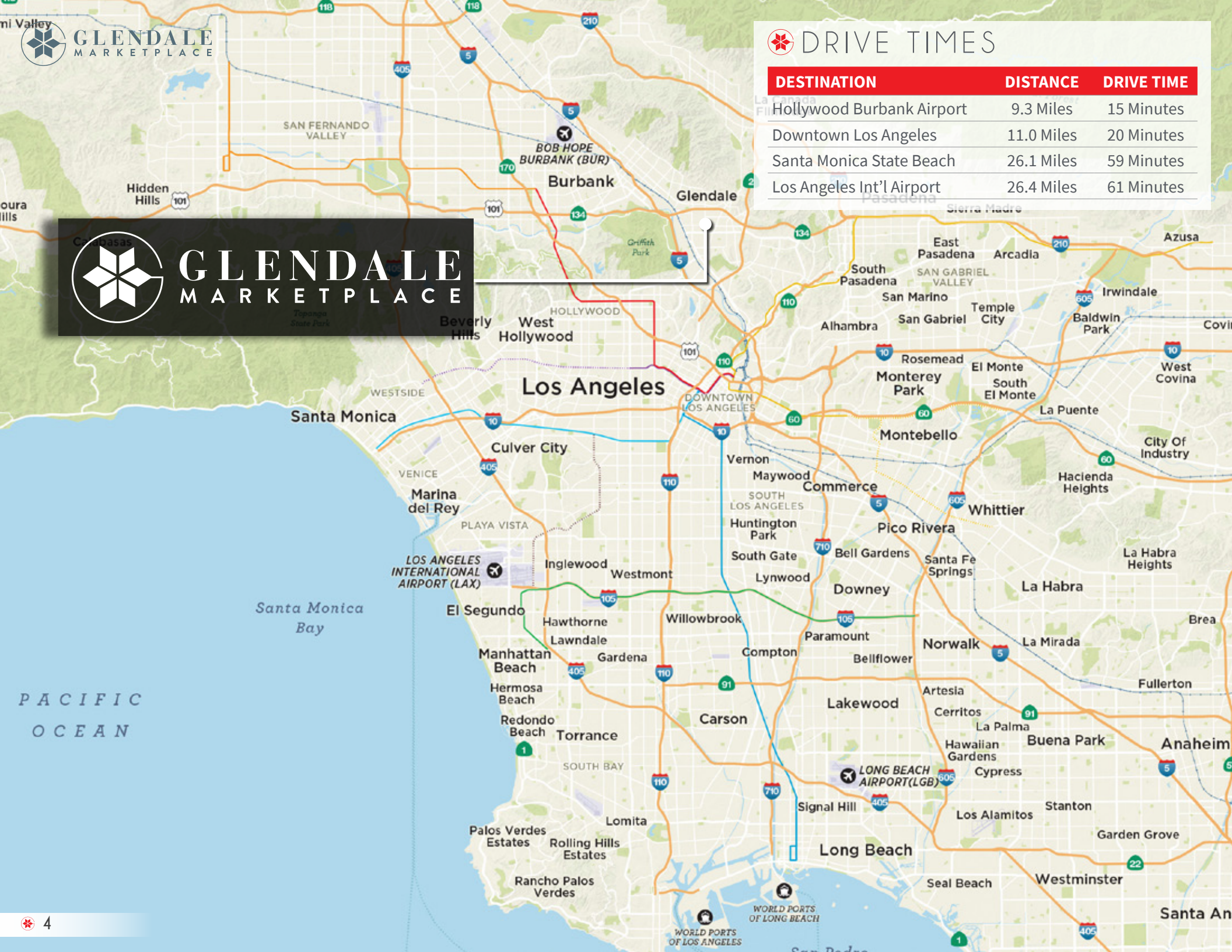
**PARKING & SKYBRIDGE**  
CITY OF GLENDALE PUBLIC PARKING AND SKYBRIDGE  
CONNECTING PUBLIC PARKING TO GLENDALE MARKETPLACE

 DRIVE TIMES

DESTINATION	DISTANCE	DRIVE TIME
Hollywood Burbank Airport	9.3 Miles	15 Minutes
Downtown Los Angeles	11.0 Miles	20 Minutes
Santa Monica State Beach	26.1 Miles	59 Minutes
Los Angeles Int'l Airport	26.4 Miles	61 Minutes



**GLENDALE**  
MARKETPLACE



## DEMOGRAPHICS

	1-MILE	3-MILE	5-MILE
<b>INCOME</b>			
AVG. HOUSEHOLD INCOME 2020 EST.	\$69,372	\$96,384	\$99,880
AVG. HOUSEHOLD INCOME 2025 PROJ.	\$75,011	\$107,539	\$112,423
PROJ. HOUSEHOLD INCOME GROWTH	8.13%	11.57%	12.56%
<b>POPULATION</b>			
TOTAL POPULATION 2020 EST.	73,455	238,282	595,037
TOTAL POPULATION 2025 PROJ.	76,446	242,179	602,753
PROJECTED POPULATION GROWTH	4.07%	1.64%	1.30%
<b>HOUSEHOLDS</b>			
2020 TOTAL HOUSEHOLDS	28,014	89,112	226,445
2025 TOTAL HOUSEHOLDS PROJ.	29,031	90,160	228,485
PROJECTED HOUSEHOLD GROWTH	3.63%	1.18%	0.90%
AVERAGE HOME VALUE	\$557,228	\$797,709	\$837,590



### PARKING & SKYBRIDGE

CITY OF GLENDALE PUBLIC PARKING AND SKYBRIDGE  
CONNECTING PUBLIC PARKING TO GLENDALE MARKETPLACE



**GLENDALE**  
MARKETPLACE

COLORADO STREET (27,200 VPD)

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SHAKE SHACK, PHILZ COFFEE

### THE AMERICANA AT BRAND

**80 STORES, INCLUDING:**  
BARNES & NOBLE, CALVIN KLEIN,  
H&M, PACIFIC THEATRES AT THE  
AMERICANA, TESLA, AND APPLE

S. BRAND BLVD. (26,900 VPD)

### GLENDALE GALLERIA

**200 STORES, INCLUDING:**  
APPLE, TARGET, IN-N-OUT,  
MACY'S, ZARA, DISNEY STORE,  
PORSCHE, HUGO BOSS, JCPENNEY,  
BLOOMINGDALE'S

## INVESTMENT HIGHLIGHTS



### STRONG NATIONAL AND CREDIT TENANTS WITH SIGNIFICANT LEASE TERM

The Tenants at Glendale Marketplace are on fixed long-term leases with Five Below (January 2029 Exp.), Old Navy (December 2029 Exp.), LA Fitness (May 2031 Exp.), Ross (January 2029 Exp.), and Buffalo Wild Wings (Aug. 2030 Exp.). Additionally, HomeGoods has consistently renewed its lease and has a top-tier store at Glendale Marketplace.



<b>TICKER:</b>	ROST (NASDAQ)
<b>LEASE EXPIRATION:</b>	JAN-2029
<b>OPTIONS:</b>	Four, 5-yr options remaining
<b>LOCATIONS:</b>	1,523 (+249 <i>dd's Discounts</i> )
<b>CREDIT RATING:</b>	BBB+ (S&P)
<b>MARKET CAPITALIZATION:</b>	\$42.8B (370% growth since 2011)
<b>FOUNDED:</b>	1982

#### TENANT GROWTH:

- ROSS & DD'S DISCOUNTS OPENED 100 NEW STORES IN 2018 ALONE
- 420 NET STORE OPENINGS SINCE 2013
- LONG TERM STORE GROWTH PLANS INCLUDE AN ADDITIONAL 2,000 ROSS LOCATIONS AND 500 DD'S DISCOUNTS LOCATIONS



<b>TICKER:</b>	Private
<b>LEASE EXPIRATION:</b>	MAY-2031
<b>OPTIONS:</b>	Three, 5-yr options remaining
<b>LOCATIONS:</b>	705
<b>CREDIT RATING:</b>	Private
<b>FOUNDED:</b>	1984

#### TENANT GROWTH:

- 275 NET STORE OPENINGS SINCE 2012
- RANKED #1 "TOP 100 HEALTH CLUBS" EVERY YEAR SINCE 2013 BY "CLUB INDUSTRY"
- IN 2019, LA FITNESS BROUGHT IN \$2.1B IN REVENUE



<b>TICKER:</b>	TJX (NYSE)
<b>LEASE EXPIRATION:</b>	NOV-2023
<b>OPTIONS:</b>	Four, 5-yr options remaining
<b>LOCATIONS:</b>	821
<b>CREDIT RATING:</b>	A (S&P)
<b>MARKET CAPITALIZATION:</b>	\$81.5B (295% growth since 2011)
<b>FOUNDED:</b>	1992

#### TENANT GROWTH:

- 371 NET STORE OPENINGS SINCE 2013
- TJX OPERATES IN FOUR SEGMENTS: HOMEGOODS, MARMAXX (TJ MAXX & MARSHALLS), TJX CANADA, TJX INT'L
- HOMEGOODS SEGMENT REPRESENTS 24% OF TJX PROFIT
- HOMEGOODS SEGMENT'S PROFIT PERCENTAGE INCREASED ±6.0X WHEN COMPARED TO ANY OTHER DIVISION



## five BELOW

<b>TICKER:</b>	FIVE (NASDAQ)
<b>LEASE EXPIRATION:</b>	JAN-2029
<b>OPTIONS:</b>	Two, 5-yr options remaining
<b>LOCATIONS:</b>	1087
<b>MARKET CAPITALIZATION:</b>	\$10.5B (428% growth in the last 5-years)
<b>FOUNDED:</b>	2002



<b>TICKER:</b>	Private
<b>LEASE EXPIRATION:</b>	AUG-2030
<b>OPTIONS:</b>	Four, 5-yr options remaining
<b>LOCATIONS:</b>	1279
<b>CREDIT RATING:</b>	Private
<b>MARKET CAPITALIZATION:</b>	\$1.70B (4Q2017)
<b>FOUNDED:</b>	1982

## OLD NAVY

<b>TICKER:</b>	GPS (NYSE)
<b>LEASE EXPIRATION:</b>	DEC-2029
<b>OPTIONS:</b>	Two, 5-yr options remaining
<b>LOCATIONS:</b>	1,154
<b>CREDIT RATING:</b>	BB- (S&P)
<b>MARKET CAPITALIZATION:</b>	\$11.7B
<b>FOUNDED:</b>	1994

### TENANT GROWTH:

- 1087 NET STORE OPENINGS SINCE 2012
- IN THE LAST 12 MONTHS, FIVE BELOW HAS GROWN STORE COUNT BY 18.2%
- NET SALES HAS INCREASED 197.6% FROM 1Q20 TO 1Q21
- OPERATING INCOME INCREASED OVER 2.5 TIMES FROM \$24.5 MILLION IN 1Q19

### TENANT GROWTH:

- 388 NET OPENINGS SINCE 2012
- PLAN TO GROW TO 1,700 STORES (33% INCREASE)
- OPERATES UNDER INSPIRE BRANDS, A PARENT COMPANY WITH OVER 8,400 RESTAURANTS INCLUDING ARBY'S, BASKIN ROBINS, SONIC DRIVE-IN, AND DUNKIN' DONUTS

### TENANT GROWTH:

- NOW AS A SEPARATE FIRM, OLD NAVY IS THE LEADING BRAND UNDER GAP INC. APPAREL UMBRELLA
- OLD NAVY GENERATED ALMOST 50% OF GAP'S ANNUAL SALES

## INVESTMENT HIGHLIGHTS (CONTINUED)



### **EXTREME INFILL, URBAN LOS ANGELES MSA**

The urban Los Angeles MSA maintains virtually no sites available for development. All recent development has been urban reuse with multifamily and office, adding density and daytime population to the trade area.



### **INCOME SECURITY**

86% of the GLA at Glendale Marketplace is leased to national credit tenants providing income security.



### **AMPLE PARKING - ADJACENT TO CITY PUBLIC PARKING GARAGE**

Direct/sky bridge access to the Property, the city-owned structure provides customers easy access to over ±1,124 parking spaces; complements the street front parking on Brand Boulevard and foot traffic from the nearby residential neighborhoods.



### **RAPIDLY EXPANDING TRADE AREA**

In the past 5 years alone, 2,107 multifamily units have been developed within walking distance of Glendale Marketplace.



### **ADJACENT TO THE DOMINANT SHOPPING NODE IN THE TRI-CITIES AREA**

Located directly across the street from the Americana at Brand (5.5M Annual Visits) and the Glendale Galleria (8.77M Annual Visits).



### **LA FITNESS EXPANSION DEMONSTRATES TENANT COMMITMENT**

LA Fitness recently executed an expansion amendment and added 5,758 SF in addition to their current 35,535 SF footprint, demonstrating the strength of the location and the tenant's positive outlook for the trade area surrounding Glendale Marketplace.





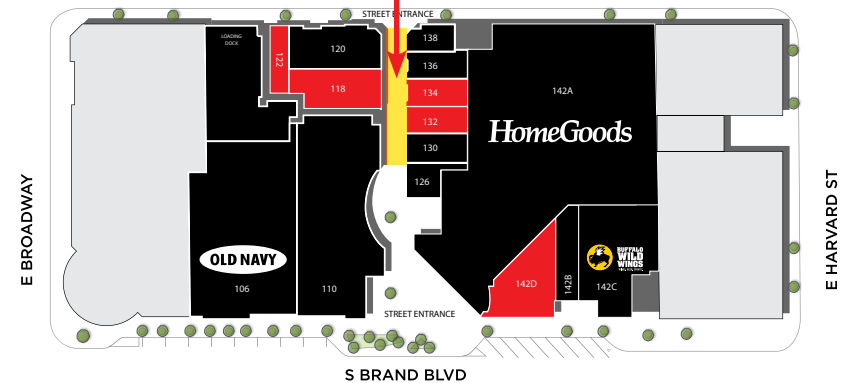
CONCEPTUAL ARTIST RENDERING



## OPPORTUNITY TO REPOSITION THE ALLEY TO A FOOD/MEDICAL DESTINATION

Glendale Marketplace currently features a large pedestrian alleyway lined with retail suites that is an optimal location for a future repositioning. With significant foot traffic from the public parking, The Alley @ Marketplace could become a focal point at the property, further increasing cash flows at the project while reducing historical churn.

### THE ALLEY: FUTURE DEVELOPMENT OPPORTUNITY



*\*Potential future revenue from The Alley @ Marketplace was not incorporated in current or future financials*



# GLENDALE MARKETPLACE

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