

# Merrill Lynch Building

7825 FAY AVENUE

*la jolla, california*



*Generational investment opportunity in infill coastal market*

# Executive Summary

## The Offering

Jones Lang LaSalle, Inc. is pleased to present to qualified investors for the first time in over 15 years the opportunity to acquire the leasehold interest in the Merrill Lynch Building (the "Property"), one of only five Class A office buildings in the Village of La Jolla.

Totaling 100,798 SF with a ground lease extending through December 2098, the Property boasts a diverse mix of both small to large and regional to national credit, highlighting the dynamic nature of the La Jolla community. Tenancy has remained constant within the Property with over 30% of the GLA in place for over 10 years, maintaining 94% average occupancy over the past 15 years.

The Merrill Lynch Building is only a quarter mile from the pristine beaches of La Jolla, adjacent to the area's finest retail amenities and restaurants in the Village of La Jolla, and proximate to San Diego's most affluent neighborhoods, offering tenants premier live/work office space within an infill coastal market.





## Property Summary

*address*

**7825 Fay Avenue  
La Jolla, CA 92037**

*size*

**100,798 SF**

*site*

**0.8 acres**

*year built*

**1984**

*occupancy*

**87%**

*energy star rating*

**93**



*stories*

**Four (4)**

*parking ratio*

**2.59 / 1,000 RSF (261 spaces)**

*ownership type*

**Leasehold through Dec-2098**

# Investment Highlights



## ICONIC ASSET IN PREMIER COASTAL MARKET

- Located only three blocks from California's most pristine coastline, the Merrill Lynch Building is one of few Class A, institutional-quality office buildings in La Jolla to attract San Diego's highest-end clientele. The attractive building design coupled with a highly coveted street corner in the Village of La Jolla lend to the excitement of this generational investment opportunity.



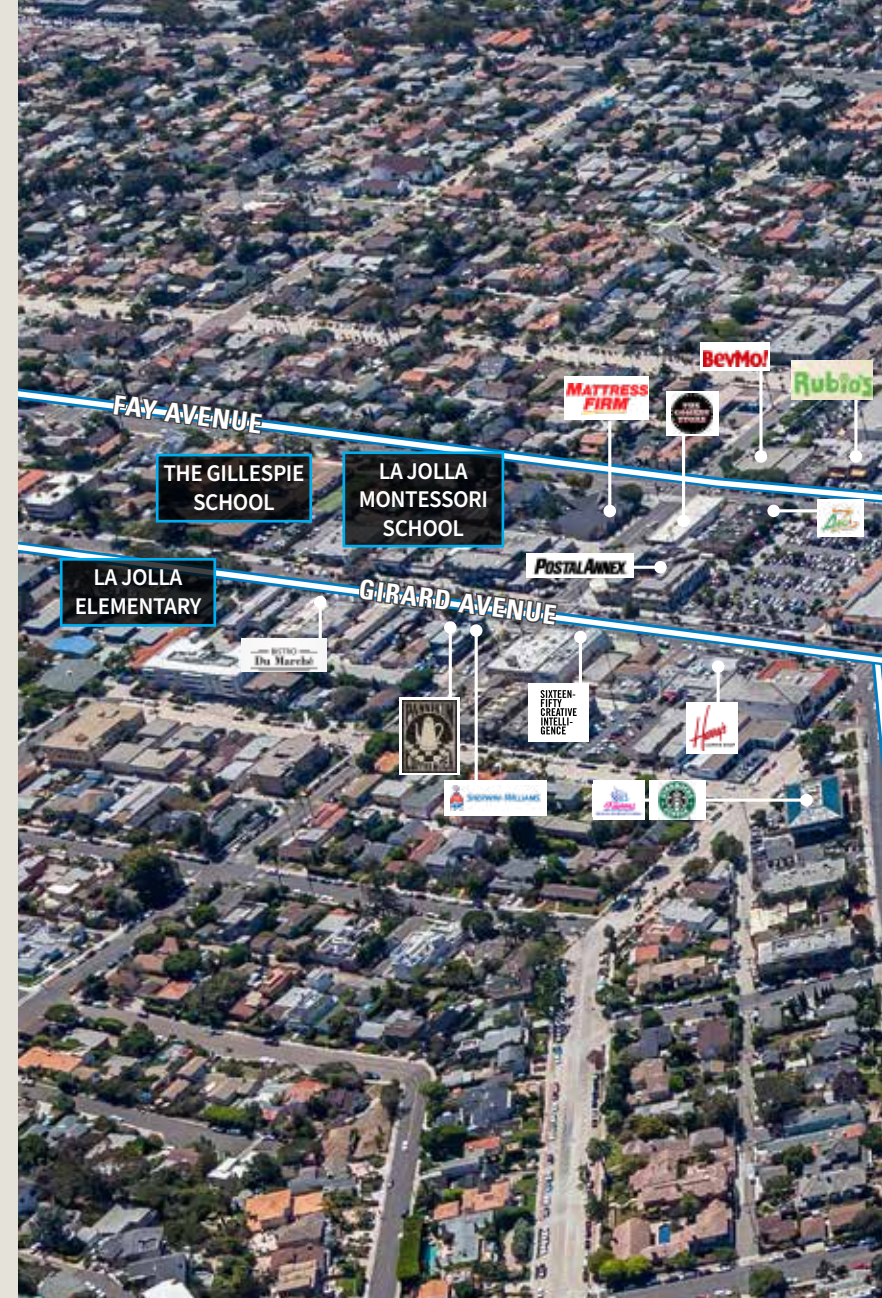
## WORLD-CLASS SURROUNDING AMENITIES

- Roughly 836,000 SF of retail at the Village of La Jolla surround the Merrill Lynch Building, offering tenants access to San Diego's finest shops, restaurants, and experiences right in their backyard. Due to this proximity, the Property holds a walk score of 97, among the highest throughout San Diego.



## SUPERIOR DEMOGRAPHICS

- As a destination for live, work, and play, La Jolla attracts a wide variety of professionals, including many of San Diego's corporate decision makers and executives. The Merrill Lynch Building is within the 5% most affluent zip codes in the United States, with an average household income of \$266,870 and median home asking price of \$2,073,000



LA JOLLA  
Demographics

**\$268,870**

AVERAGE HOUSEHOLD  
INCOME  
(2.75x the national avg)

**\$2.07M**

MEDIAN HOME  
VALUE  
(7.70x the national avg)



WHISPERING SANDS BEACH

PACIFIC OCEAN

COAST BLVD PARK

THE BISHOP'S SCHOOL

LA JOLLA TENNIS CLUB

LA JOLLA RECREATION CENTER

MUSEUM OF CONTEMPORARY ART

WIPEOUT BEACH

Merrill Lynch Building

BEST WESTERN INN BY THE SEA

CVS

WELLS FARGO  
VONS

THE LOT

Bank of America

Orangetheory

ACE Hardware

FAY AVENUE

COLD STONE  
BITTER BITES  
RENOVATIONS

NINE-TEN

SHELL BEACH

GRANDE COLONIAL HOTEL

rochebobois

MARY, STAR OF THE SEA CHURCH

GIRARD AVENUE

ASCOT

LA DONNA

bluemercury

Wards of La Jolla

RALPH LAUREN

RANGONI

Peets

COS BAR

benefit

WY

STELLA MARIS ACADEMY

Phenix

US bank

CHASE

SILVERADO ST

Brooks Brothers

Talbots

lululemon

athletica

pure barre

Francesca's

Le macaron

French pastries

LA VALENCIA HOTEL

SCRIPPS PARK

HERSCHEL AVENUE

UnionBank

the

burgerbounge

WALL ST

the macaron

French pastries

FedEx Express

Le macaron

French pastries

LA VALENCIA HOTEL

QUIKSILVER

Cartier

LA JOLLA COVE HOTEL & SUITES

PROSPECT ST

NATIONAL GEOGRAPHIC

DUKE'S LA JOLLA

7 MILES OF COASTLINE

266 DAYS OF SUN EACH YEAR

101 RESTAURANTS

1,293 MERCHANTS

Eddie V's PRIME SEAFOOD

HARU MAMA

georges

JLL

# Investment Highlights



## COMPETITIVE TO SURROUNDING SUBMARKETS

- The Property's dynamic floor plates can accommodate leases ranging from 500 SF to over 20,000 SF, attracting the attention of a broad tenant base than the competitive set. This scalability allows for retention of larger tenants that might otherwise be looking at nearby submarkets of UTC and Del Mar Heights.



## HIGHLY COVETED AND SUPPLY CONSTRAINED MARKET

- The La Jolla submarket is limited to 1.34 MSF of total office supply, including only five Class A office buildings. Currently there is no new office construction underway, and less than 55,000 SF of office product has been delivered to the market since 2000, highlighting the infill nature of the area.





### TENANT FRIENDLY LOW-RISE OFFICE BUILD

- The Property's open design and location create an ideal workspace for the post-COVID flex work environment, with a center courtyard to promote circulation of the fresh coastal air throughout the common areas and easy access from the neighborhoods of La Jolla.



### OUTPERFORMING ASSET

- Given the limited market supply and the high-image design of the Property, the Merrill Lynch Building has outperformed the competitive set, boasting 94% average occupancy over the trailing 15 years. Demand has for the Property has remained constant as the ownership has executed eight new deals or renewals since the onset of the pandemic representing 57% of the total GLA.



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