



Investment Sales Zoom Session

March 3, 2021 - 11:00 am central

Moderated by:

CORFAC President Alan Joel, CCIM

Joel and Granot Commercial Real Estate/CORFAC International,
Atlanta, Georgia

Investment Sales Zoom Introductions and CRE Auctions Panelists



Moderator:
Alan Joel, CCIM
Principal
Joel and Granot Commercial Real Estate/CORFAC International
Atlanta, Georgia



Panelist:
Rick Hoogervorst, MRICS
Executive Director
FRIS/CORFAC International
Amsterdam, Netherlands



Panelist:
Greg Ellis, CCIM
Principal
Patterson-Woods Commercial Properties/CORFAC International
Wilmington, Delaware

CRE Auctions Panel Discussion

- What types of auction sales have you been directly involved with and who did you represent?
- Who are the best auctioneers?
- What auction pitfalls should we watch out for when representing the buyer or seller?
- Are auctions usually a good deal for the buyer?
- What fees can buyers expect to pay?
- How much cash do you need on hand to buy from an auction?
- Can you negotiate before the auction to buy traditionally and circumvent the auction?
- Do auctions work for smaller more localized properties?

Opportunity 1 – Presented By:

Ed Del Beccaro, Keith Serne
TRI Commercial/CORFAC International
Walnut Creek, California
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Opportunity Type: Marina Property Investment/Commercial Redevelopment

Property Type: Marina with joining commercial land

Location: 30-135 Lauritzen Lane, Oakley, CA 94561 adjacent to Antioch Bridge off the Stockton Deep water channel

Cap Rate/NOI (If Applicable): Available upon request

Square Feet/Meters: ± 18.39 Acres with 117 covered & 20 open berths

Opportunity Is: Development opportunity on back 5 acres to commercial motel/restaurant/incubator warehouse on south 6 acres of marina land Adjacent to and north of the Oakley Logistics Center a 2.1 million sf industrial development where Amazon has leased 150,000 sf

Opportunity 2 – Presented By:

Ed Del Beccaro, Sonny O'Drobinak and
Matt Hatfield
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Opportunity Type: Multi-Tenant Investment

Property Type: Mixed-Use, Office/Medical/Retail

Location: 901 Sunvalley Blvd, Concord, CA off Willow Pass Road and Contra Costa Blvd

Target Sale or Purchase Price Range: \$5,000,000

Cap Rate/NOI (If Applicable): Available upon request

Square Feet/Meters: ± 1.53 Acres

Opportunity Is: Value Add

Other Relevant Information About the Opportunity: 79% leased (w/ 1 pending lease)

Opportunity 3 – Presented By:

Ron Willet & John Sechser
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Opportunity Type: Have

Property Type: Investment

Location: Walnut Creek, CA

Target Sale or Purchase Price Range: \$3,895,000

Cap Rate/NOI (If Applicable):

Square Feet/Meters: +6,056 SF

Opportunity Is: Value Add or Owner/User

Other Relevant Information About the Opportunity: Prominently located at a signalized intersection (18,000 cars AADT) on the main corridor into downtown Walnut Creek just off I-680 freeway, one of two major North/South arterials in the Bay Area. Across the street from Kaiser Hospital (one of the largest employers in town with 500+ employees), immediately adjacent to Las Lomas High School with 2,500 students and nearly 100 faculty/staff, and within walking distance to several surrounding affluent residential neighborhoods and apartment communities.



Opportunity 4 - Presented By:

Bob Busch, Esq., SIOR, CCIM
Intelica CRE/CORFAC International
St. Louis, Missouri
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1855-1859 Bowles Avenue

Opportunity Type: Have – For Sale

Property Type: Office Building

Location: Fenton, MO – St. Louis Submarket

Target Sale or Purchase Price Range: Contact Broker for Guidance

Cap Rate/NOI (If Applicable): Contact Broker for Guidance

Square Feet/Meters: 63,809 SF

Opportunity Is: Stabilized – 91% Leased at rates below Market

Other Relevant Information About the Opportunity:

Prime Highway Visibility on I-44 with Signage Available

Recently Improved Common Areas

Immediate Proximity to Fenton Logistics Park

Limited Competition in the Fenton Submarket



Opportunity 5 - Presented By:

Timo Volkers
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Opportunity Type: Have

Property Type: Office investment

Location: Hoofddorp, NL (Amsterdam Schiphol Airport area)

Target Sale or Purchase Price Range: € 9,250,000

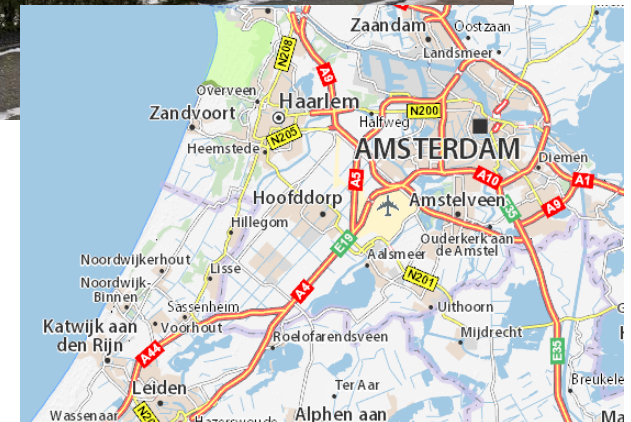
GIY: 7.70%

Square Meters: 5,139

Opportunity Is: Stabilized

Other Relevant Information About the Opportunity: 2 adjacent office buildings with 140 parking spaces, fully let, WALT (income) 3.75 years.

Information About Buyer/Seller: International investor



Opportunity 6 – Presented By:

Bryan Wirt, John Hynes
TRI Commercial/CORFAC International
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Opportunity Type: Have

Property Type: 2-Tenant Retail NNN Investment

Location: Antioch, CA

Target Sale or Purchase Price Range: \$4,650,000

Cap Rate/NOI (If Applicable): 6% CAP/\$276,508

Square Feet/Meters: 8,212sf

Opportunity Is: Stable

Other Relevant Information About the Opportunity: Bank of the West Drive-Thru (BNP Paribas) + Regional Pizza Chain (Mountain Mike's Pizza) Across from Regional Mall to be Redeveloped

Information About Buyer/Seller: Motivated



Opportunity 7 - Presented By:

Bryan Wirt, John Hynes
TRI Commercial/CORFAC International
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Opportunity Type: Have

Property Type: Multi-Tenant NNN Investment

Location: Brentwood, CA

Target Sale or Purchase Price Range: \$6,050,000

Cap Rate/NOI (If Applicable): 5.9% CAP/\$357,903

Square Feet/Meters: 7,540sf

Opportunity Is: Stable – High Growth Area

Other Relevant Information About the Opportunity: Starbucks Drive-thru, Sourdough & Co, Vitality Bowl, and Sleep Number. Located in High End Lifestyle Center

Information About Buyer/Seller: Motivated



Opportunity 8 - Presented By:

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Opportunity Type: 1031 Exchange / Future Development (9-14 years)

Property Type: RADNET Imaging anchor Tenant / Future Land development

Location: 3200 Telegraph Avenue, Oakland, CA – on campus to Sutter Alta Bates Hospital

Target Sale or Purchase Price Range: \$12.85 mm

Cap Rate/NOI (If Applicable): 4.9% CAP

Square Feet/Meters: ± 1.02 Acres

Opportunity Is: Mixed-Use Development / Medical Office Building / Apartments / Condo

Other Relevant Information About the Opportunity: Rate future development site on campus to Sutter Alta Bates Hospital, quarter-mile from the Oakland McArthur BART Station. Possible relocation of RADNET Imaging to another location may advance development possibilities in 2 years.

Opportunity 9 - Presented By:

Dan Dokovic
Intelica CRE/CORFAC International
St. Louis, MO
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Opportunity Type: Need

Property Type: Office, Industrial and Multi Family Investment

Location: Top 100 MSA's

Target Sale or Purchase Price Range: \$2,000,000 to \$50,000,0000

Cap Rate/NOI (If Applicable): 7+

Square Feet/Meters: n/a

Opportunity Is: stabilized, value add or opportunistic

Other Relevant Information About the Opportunity:

Information About Buyer/Seller: Bamboo Equity Partners

Opportunity 10 - Presented By:

Caleb Khan
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Opportunity Type: Off-market acquisition

Property Type: Industrial (logistics, manufacturing) multifamily Class A, institutional

Location: Gateway and secondary markets in the U.S.

Target Sale or Purchase Price Range: 80mm-100mm

Cap Rate/NOI (If Applicable):

Square Feet/Meters:

Opportunity Is: Core and core plus asset types

Other Relevant Information About the Opportunity:

Information About Buyer/Seller: The buyer is an LP out of South Korea that is actively deploying capital throughout the U.S.

Opportunity 11 - Presented By:

Bryan Wirt, John Hynes
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Opportunity Type: Have

Property Type: Single Tenant NN Investment

Location: Tracy, CA

Target Sale or Purchase Price Range: \$6 million

Cap Rate/NOI (If Applicable): 4.8% CAP/\$288,155

Square Feet/Meters: 24,000sf

Opportunity Is: Stable

Other Relevant Information About the Opportunity: HomeGoods (TJX Companies), Next to Costco & Super Walmart

Information About Buyer/Seller: Motivated



Opportunity 12 - Presented By:

Jonathan Martinez
TFA Commercial Realty/CORFAC International
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Opportunity Type: Have

Property Type: Office

Location: ePerformax Center, Pueblo de Panay, Roxas City, Capiz, Philippines

Target Sale or Purchase Price Range: \$ 9,000,000.00 + 12% VAT

Cap Rate/NOI (If Applicable): 7.59%

Square Feet/Meters: GFA – 11,830.19 square meters ; GLA – 10,263.56 square meters

Opportunity Is: Stabilized

Other Relevant Information About the Opportunity: A 6-storey office building located within Pueblo de Panay Technopark, a 7.6-hectare PEZA-registered IT Park.

Information About Buyer/Seller:

Opportunity 13 - Presented By:

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Opportunity Type: Have

Property Type: Residential

Location: J. Victor Street, Pio del Pilar, Makati City, Philippines

Target Sale or Purchase Price Range: \$ 4,410,714.29 + 12% VAT

Cap Rate/NOI (If Applicable): 7.10%

Square Feet/Meters: Land Area - 346.00 square meters; Floor Area - 2,100.00 square meters

Opportunity Is: Stabilized

Other Relevant Information About the Opportunity: iDorm J Victor is a 6-storey dormitory building with 89 units and a total capacity of 440 pax. The dormitory was completed in Q1 2020 and has been averaging 80-90% occupancy.

Information About Buyer/Seller:



Questions/Comments



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