

FOR SALE: MULTI-TENANT BUSINESS PARK

12219 BUSINESS PARK DRIVE, TRUCKEE, CA 96161

Offering Memorandum



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Disclosures & Confidentiality

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 North Tahoe Commercial, 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 North Tahoe Commercial, Inc. nor any of their respective directors, officers, Affiliates, or representatives make any representation or warranty, expressed or implied, as to the accuracy or completeness of the Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this Memorandum or use of its contents; and you are to rely solely on your investigations and inspections of the Property in evaluating a possible purchase of the real property.

The Owner expressly reserves 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 any 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 North Tahoe Commercial, 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 North Tahoe Commercial, Inc.

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

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Executive Summary

The Property at 12219 Business Park Drive is a one-story, multi-tenant complex strategically located in the heart of the Airport Business Park, Placer County. The building consists of sixteen flex (office & warehouse combined) units and is occupied by an attractive, long-term tenant mix comprised of construction, property management, technology, and other professional services. The Property is currently 96% occupied.

The Property, commonly known as the Airport Industrial Suites, is well positioned at the convergence of State Route 267, a major thoroughfare connecting Truckee and North Lake Tahoe, and Truckee Airport Road. The property's central location on Business Park Drive provides easy access to both Soaring Way and Truckee Airport Road. As suggested in both name and address, the Airport Industrial Suites sit just down the road from the Truckee Tahoe Regional Airport. With a new and improved terminal building that houses a popular café, the Airport has seen a significant increase in activity in recent years, which in turn has made the Airport Business Park an appealing location for local businesses. Furthermore, the park is a short drive to several of the area's most prominent ski resorts, including Northstar and Squaw Valley, and is only 12 miles north of beautiful Lake Tahoe.

INVESTMENT HIGHLIGHTS

- Seller is the second owner of the property, which has been well maintained since construction in 1988.
- Excellent location in the only business park in the Truckee area.
- The property is one of the more affordable properties to lease in the market.
- The property offers a specific type of space that is of high demand in Truckee, where there is limited supply of flex properties.
- The property presents an opportunity to enter a market with high barriers for entry due to various new regulatory requirements from local jurisdictions making new development difficult and existing development attractive.
- The investment is a value-add opportunity with the ability to increase equity through lease up and simple upgrades.

AIRPORT BUSINESS PARK TRADE AREA

- Truckee Tahoe Airport: Growing regional airport consisting of approximately 1,000 acres, newly constructed terminal building, and a significant increase in air travel/activity over the last year.

- Town & Country Center: Multiple building office condominium project, newer construction.
- Martis Valley Fire Station & Town Hall
- Sierra Sports & Spine Therapy Building
- Town & Country Mini-Storage Facility: 40115 Truckee Airport Road.
- Martis Outlook Building: Recently updated, energy efficient office building.
- Phoenix Executive Building: Premiere office building, three-stories, LEED certified new construction.

Just outside of the Airport Business Park, there is a Hampton Inn and a new gas station with a large market/deli, and the new Pinyon Creek townhouse development is located right across North Lake Blvd./SR-267. Also across the highway and just over one mile down Shaffer Mill Rd. are three very successful, high-end golf communities: Lahontan, Martis Camp, and Shaffer's Mill. These developments have contributed to the increase in air traffic at the Truckee Tahoe Airport.

INVESTMENT SUMMARY

- **Price: \$4,250,000**
- **CAP Rate: 6.06**

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Investment Summary

ADDRESS:	12219 Business Park Drive Truckee, CA 96161
OFFERING:	Multi-Tenant Business Park located in Truckee's Airport Industrial Park.
COUNTY:	Placer Counter (on the Nevada County boarder)
GLA:	Approximately 19,750 rentable square feet
LAND AREA:	Approximately 2.0 acres
YEAR BUILT:	1988
USE:	Flex – Office in the front/warehouse in the back.
APN NUMBER:	080-270-040
ZONING:	Airport Industrial combining Sierra Design Review
ZONING DESCRIPTION:	The Airport Zone District (AP) is intended to be applied to public airport sites so as to ensure that all allowed land uses will be compatible with, support, and enhance airport operations. The following uses are allowed: industrial subdivisions, general retail, offices, restaurants, bars, etc. The AP zoning district allows many uses, but several uses require zoning clearance or a conditional use permit.
FLOOD ZONE:	Located in Flood Zone "X" according to Flood Insurance Rate Map (FIRM) Item ID # 06061C0100F, dated June 8, 1998. Zone X is defined as "outside of the 500 year floor plain."



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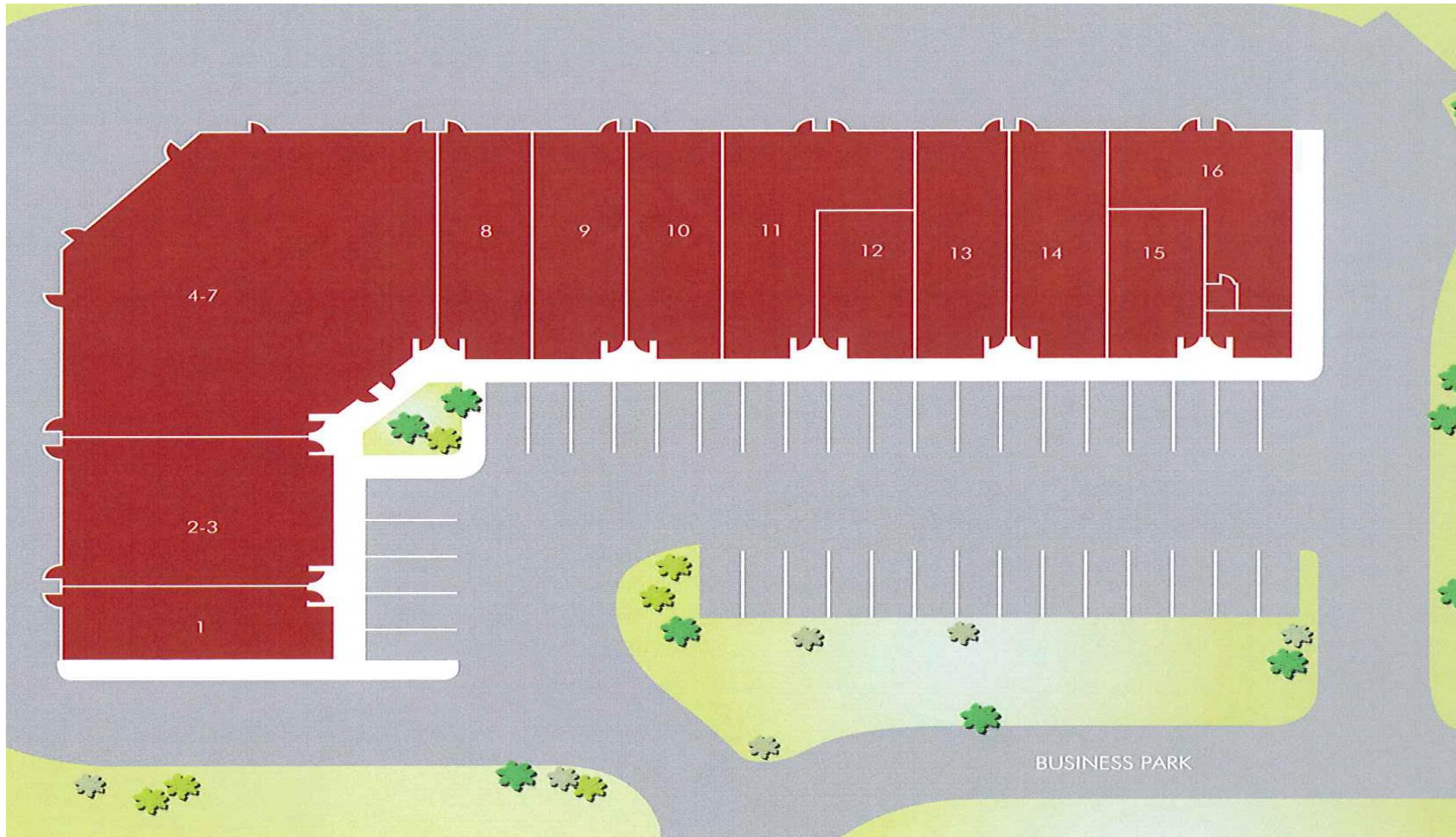
Property Description: Site Photos



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Property Description: Site Plan



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Location: Airport Axis Community Profile

Location:

The Airport Axis sits on the boundary between Nevada and Placer Counties; Two miles southeast of Truckee town center; 40 miles southwest of Reno Nevada; and 90 miles northeast of Sacramento, California.

General Character:

The Airport Business Park is located on the southeast corner of Truckee town limits. The urban areas of Truckee lie to the west and northwest. Residential communities, including Lahontan and Martis Camp, are located due south. Otherwise, the Airport Axis is surrounded by open land, mountainsides, and evergreen forest associated with the Tahoe National Forest, especially to the south and the east.

Population & Housing:

Town of Truckee Population: 16,985	Median House Price: \$550,000
Housing Units: 13,526	Average Monthly Rent: \$1,850
Owner-Occupied: 32.8%	Median Age: 38.7
Percent Rented: 17.0%	Average Household Income: \$90,168
Percent Vacant: 50.2%	Persons per Household: 2.52

Source: Truckee Chamber of Commerce

Projected Population:

	2015	2020	2030
Nevada County	98,596	104,343	109,325
Placer County	371,536	391,682	415,027

Source: California Department of Finance

Basis of Economy:

The Truckee economy is historically based on seasonal tourism and hospitality related to Lake Tahoe and the Truckee River in the summer months and associated with the ski resort and snow-related activities in the winter months. However with regards to full-time, local residents in the greater Truckee area, employment by industry is categorized below.

2015 Employed Population Age 16+ by Occupation:

• Public Administration:	5.8%
• Transportation/Utilities:	2.4%
• Construction:	10.7%
• Agriculture/Mining:	1.1%
• Services:	53.5%
• Manufacturing:	2.2%
• Wholesale/Retail Trade:	11.2%
• Finance/Real Estate/Insurance:	11.1%

Transportation:

Highways: Two state highways and one interstate highway serve the Truckee area.

- **Hwy 267:** Adjacent to the south edge of the Airport Axis area; connects Lake Tahoe at Kings Beach to Interstate 80 in Truckee.
- **Hwy 89:** A north-south thoroughfare on the west side of Lake Tahoe that turns north at Tahoe City, runs past Alpine Meadows, Squaw Valley, intersects with Interstate 80 in Truckee, and continues north to Sierra County.
- **I-80:** Two miles northwest of the Airport Axis, the interstate connects local areas with Sacramento and San Francisco to the west and Reno to the east.

Public Transportation: Truckee Transit serves the Airport Axis and operates throughout the Truckee area. Along with the airport area, buses serve the Recreation Center, Pioneer Commerce Center, and Historic Downtown, as well as the ski resorts in the winter months.



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Location: Aerial Photo #1



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Financial Analysis: Rent Roll - Current 2016 Projection

The Airport Business Park												
12219 Business Park Drive												
Truckee, CA 96161												
Current 2016 Projection												
Suite	Tenant	Square Footage	% of Total Sq. Ft.	Monthly Base Rent	% of Total Income	Annual Rent	Rent SF/Mo.	Monthly CAM Charges	Total Annual Rent & CAM	Start Date	End Date	
1 & 2	Truckee Automotive	2,400	12.0%	\$ 3,288	13.7%	\$ 39,456	\$ 1.37	\$ 912	\$ 50,400	6/1/2011	5/31/2021	
3	Truckee Automotive	1,200	6.0%	\$ 1,644	6.8%	\$ 19,728	\$ 1.37	\$ 456	\$ 25,200	6/1/2011	5/31/2021	
4 & 5	Heller Construction, Inc	2,041	10.2%	\$ 2,449	10.2%	\$ 29,390	\$ 1.20	\$ 776	\$ 38,697	7/1/2016	6/30/2021	
6 & 7	Black Tie Ski Rentals	3,535	17.7%	\$ 3,782	15.7%	\$ 45,389	\$ 1.07	\$ 1,343	\$ 61,509	8/1/2010	7/31/2018	
8	Vacant with Prospects	1,200	6.0%	\$ 1,500	6.2%	\$ 18,000	\$ 1.25	\$ 456	\$ 23,472			
9	Truckee Sewing	1,200	6.0%	\$ 1,500	6.2%	\$ 18,000	\$ 1.25	\$ 456	\$ 23,472	7/1/2016	6/30/2022	
10	Truckee Craft Brewery	1,200	6.0%	\$ 1,416	5.9%	\$ 16,992	\$ 1.18	\$ 456	\$ 22,464	1/1/2015	12/31/2017	
11	Placer Cty Mosquito & Vector	1,600	8.0%	\$ 2,040	8.5%	\$ 24,480	\$ 1.28	\$ 608	\$ 31,776	4/1/2010	3/31/2019	
12	Heli Vertex	800	4.0%	\$ 920	3.8%	\$ 11,040	\$ 1.15	\$ 304	\$ 14,688	7/1/2016	12/31/2017	
13	One Fine Day Productions	1,200	6.0%	\$ 1,380	5.7%	\$ 16,560	\$ 1.15	\$ 456	\$ 22,032	12/1/2015	11/30/2020	
14 & 15	EuroSnack	1,200	6.0%	\$ 2,760	11.5%	\$ 33,120	\$ 1.15	\$ 456	\$ 38,592	10/1/2016	9/30/2021	
16	Yates Glass	2,400	12.0%	\$ 1,404	5.8%	\$ 16,848	\$ 1.17	\$ 912	\$ 27,792	7/1/2016	6/30/2019	
Totals/Averages		19,976	100%	\$ 24,084	100%	\$ 289,004	\$ 1.21	\$ 7,591	\$ 380,094			

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Financial Analysis: Rent Roll - 2017 Pro Forma

7/27/2016 10:13			The Airport Business Park 2017 Pro Forma								
Suite No.	Address	Tenant	Lease Term	Lease Start Date	Lease End Date	Useable S. F.	Building Cam	Rent	Scheduled CAM	Current Mo. Payment	Rent SF
1	12219 Bus. Park Dr.	Truckee Automotive	6 Yr.	6/1/2015	5/31/2021	-	0.0%	\$ -	\$ -	\$ -	-
2	12219 Bus. Park Dr.	Jerry Detwiler	6 Yrs	6/1/2016	5/31/2021	2,400	12.0%	\$ 3,360.00	\$ 912.00	\$ 4,272.00	\$ 1.40
3	12219 Bus. Park Dr.	Susanne Detwiler	6 Yrs	6/1/2016	5/31/2021	1,200	6.0%	\$ 1,680.00	\$ 456.00	\$ 2,136.00	\$ 1.40
4	12219 Bus. Park Dr.	Heller Construction	5 Yrs	7/1/2016	6/30/2021	-	0.0%	\$ -	\$ -	\$ -	-
5	12219 Bus. Park Dr.	Heller Construction	5 Yrs	7/1/2016	6/30/2021	2,041	10.2%	\$ 2,510.43	\$ 775.58	\$ 3,286.01	\$ 1.23
6	12219 Bus. Park Dr.	Black Tie Rentals	3 Yrs	8/1/2010	7/31/2018	-	0.0%	\$ -	\$ -	\$ -	-
7	12219 Bus. Park Dr.	Black Tie Rentals	4 Yrs	8/1/2010	7/31/2018	3,535	17.7%	\$ 3,853.15	\$ 1,343.30	\$ 5,196.45	\$ 1.09
8	12219 Bus. Park Dr.	Vacant		6/1/2010		1,200	6.0%	\$ 1,500.00	\$ 456.00	\$ 1,956.00	\$ 1.25
9	12219 Bus. Park Dr.	Truckee Sewing	6 Yrs	7/1/2016	6/30/2022	1,200	6.0%	\$ 1,536.00	\$ 456.00	\$ 1,992.00	\$ 1.28
10	12219 Bus. Park Dr.	Truckee Craft Brewing	2 Yrs	1/1/2015	12/31/2017	1,200	6.0%	\$ 1,452.00	\$ 456.00	\$ 1,908.00	\$ 1.21
11	12219 Bus. Park Dr.	Placer Mosquito & Vector & Vector Control Dist.	3 Yrs	4/1/2010	3/31/2019	1,600	8.0%	\$ 2,048.00	\$ 608.00	\$ 2,656.00	\$ 1.28
12	12219 Bus. Park Dr.	Heli Vertex	18 Mo.	7/1/2016	12/31/2017	800	4.0%	\$ 944.00	\$ 304.00	\$ 1,248.00	\$ 1.18
13	12219 Bus. Park Dr.	One Fine Day Productions	5 Yrs	12/1/2015	11/30/2020	1,200	6.0%	\$ 1,488.00	\$ 456.00	\$ 1,944.00	\$ 1.24
14	12219 Bus. Park Dr.	EuroSnack	5 Yrs	10/1/2016	9/30/2021	1,200	6.0%	\$ 1,416.00	\$ 456.00	\$ 1,872.00	\$ 1.18
15	12219 Bus. Park Dr.	EuroSnack	5 Yrs	10/1/2016	9/30/2021	1,200	6.0%	\$ 1,416.00	\$ 456.00	\$ 1,872.00	\$ 1.18
16	12219 Bus. Park Dr.	Yates Glass	3 Yrs	7/1/2016	6/30/2019	1,200	6.0%	\$ 1,452.00	\$ 456.00	\$ 1,908.00	\$ 1.21
	Project Total Total					19,976	100%	\$24,655.58	\$ 7,590.88	\$32,246.46	\$ 1.23
					Annual Rent	Annual CAM				Annual Rent	Annual CAM
		Pro Forma Annual Rent/CAM			\$ 295,867	\$ 91,091	Pro Forma Annual Rent/CAM			\$ 295,867	\$ 91,091
		Reflecting 5% Vacacny Factor			\$ 281,074	\$ 86,536					
		Vaccancy Adjusted Rent + CAM			\$ 367,610			Projected Rent plus CAM		\$ 386,958	
		Estimated Operating Expenses			\$ 110,500			Estimated Operating Expense		\$ 110,500	
		Estimated 2017 NOI			\$ 257,110			Estimated 2017 NOI		\$ 276,458	
					Airport Business Park Valuation Analysis						
					Cap Rates	Value				Cap Rates	Value
		Projected NOI vacancy Adj.	\$257,110	6.0	\$ 4,285,161		Projected Pro Forma NOI	\$ 276,458		6.0	\$ 4,607,625
					\$ 4,250,000	divided by	\$ 257,110	= Cap rate	6.05		

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Financial Analysis: Operating Expenses & Financial Structure

OPERATING EXPENSES

12219 Business Park Drive

	2015 Amount	2017 Proforma Amount
CAM Expenses:		
Dayporter/Janitorial	\$ 1,393	\$ 2,400
Disposal	\$ 5,861	\$ 6,500
Landscaping	\$ 8,047	\$ 6,000
Snow Removal	\$ 4,882	\$ 8,090
Water/Sewer	\$ 5,518	\$ 6,500
Gas/Electric	\$ 1,856	\$ 1,800
Fire Alarm/Sprinkler	\$ 2,990	\$ 2,600
Plumbing/Painting	\$ 219	\$ 600
Misc. M&R/Lot	\$ 1,052	\$ 1,000
Misc. R&M Building	\$ 1,988	\$ 1,800
Management	\$ 14,681	\$ 13,910
Property Taxes	\$ 29,600	\$ 44,800
Insurance	\$ 5,820	\$ 6,000
Total CAM Expenses:	\$ 83,906	\$ 102,000
Misc. Expenses	\$ 1,895	\$ 1,500
Tenant Improvment	\$ 2,386	\$ 2,750
Leasing Commission	\$ 31,196	\$ 4,250
Total Expenses:	\$ 119,383	\$ 110,500

Source: Owner's 2015 & 2016 ytd Income Statement & 2017 Projections

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FINANCIAL REVIEW

12219 Business Park Drive

	2017 Proforma Amount
Scheduled Gross Income	
Base Rent	\$ 295,867
CAM Reimbursement	\$ 91,091
Subtotal	\$ 386,958
Less Vacacny & Reserves of 5%	\$ 19,348
Effective Gross Income	\$ 367,610
Less Expenses	\$ 110,500
Net Operating Income	\$ 257,110

Source: Owner's 2015 & 2016 ytd Income Statement & 2017 Projections

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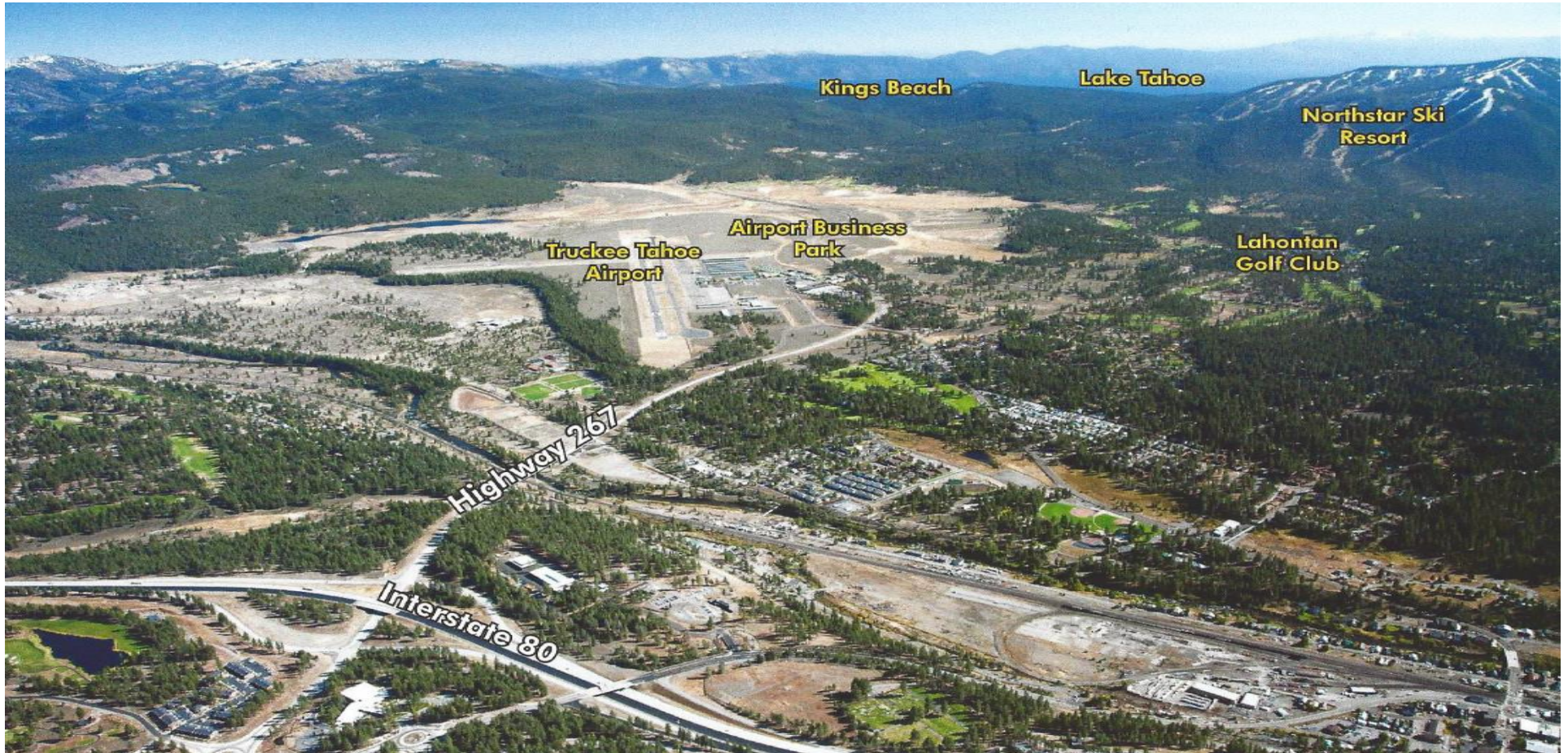
Market Analysis: Aerial Photo # 2



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Market Analysis: Aerial Photo # 3



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Market Analysis: Regional – Truckee

Truckee, CA

Located in the heart of the Sierra Nevada mountain range, Truckee is just 200 miles northeast of San Francisco, California; 100 miles east of Sacramento, California; 35 miles west of Reno, Nevada; and 12 miles north of beautiful Lake Tahoe. Donner Lake is located within the Town limits, and Donner Pass over the summit of the Sierra Nevadas is just west of Town. Interstate 80, a major east-west, trans-Sierra, “all weather” highway, passes through the middle of Town connecting California and Nevada.

Although the Town of Truckee is located in Nevada Country, the Nevada/Placer County border runs east and west and cuts through the southern edge of town; therefore, a portion of Truckee, including the Subject Property, lies within Placer Country.



Population & Housing Characteristics

At 15,972 residents in 2014, Truckee’s population is up 0.40% from 2013. In general, the Town of Truckee is comprised of slightly more male than female residents, and the median age for both sexes falls in the late 30’s. Truckee’s population consist primarily of families with children under the age of 18, couples age 35 to 55, retirees, and single males/females under the age of 35. Top job categories are office, retail, administration, sales, and leisure/hospitality. Truckee is a resort town with significant tourist activity and a healthy construction industry, however it is also emerging as community of professionals and executives.

Truckee has a continental climate with warm, dry summers and cold, wet winters. Within a 25-mile radius, the Truckee area is covered by forests (67%), shrublands (13%), lakes and rivers (10%), and grasslands (9%). Over the course of the year, the temperature typically varies from 15 degrees to 85 degrees Fahrenheit, rarely dropping below 1 degree or rising above 90 degrees. The average annual precipitation/rainfall is 31.23 inches, and the average annual snowfall is 202 inches.

There are eight schools in the Truckee area. According to the National Center for Education Statistics, the average GreatSchools rating for Truckee public schools is 7/10, with an average

student to teacher ratio of 4:1. Some of the best schools in Truckee are Sierra Expeditionary Learning School, with a GreatSchools rating of 9/10 and a parent rating of 5/5 stars, and Truckee Elementary School, with a GreatSchools rating of 8/10 and a parent rating of 4/5 stars.



In general, Truckee’s economy can be characterized by slow and steady growth. However, according to the Town’s 2013 Community Development Report, trends in building permit and land use application submittals, which led to the construction of over 300 homes per year and the approval of over 100 new land use entitlements, are now dramatically changing. The number of housing starts increased twofold from 2013 to 2012. And while economic factors that affected construction in 2009-2011, including continued job loss/lack of new job

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availability, tightened lending practices, availability of market rate units as well as property foreclosures, continue to affect construction, there appears to be increased confidence in the housing market.



In 2014 residential units increased by 0.4% from the past year. Over the last several years, the Department of Finance estimates that the Town's residential vacancy rate (and thus the proportion of permanent to second homes) is holding steady at approximately 47.22%. According to the National Association of Realtors, the average home price in Truckee is approximately \$420,000, however the average sale price for the last year is \$830,008. The average home price per square foot is \$232, and the average sale price per square foot is \$395 (well above state average and significantly higher than national averages) and

about 2% of all homes in Truckee sold in the last six months.

Additionally, from 2012 to 2013, the non-residential growth rate, excluding institutional projects, was 0.1%. Including institutional projects, the growth rate was 0.2%. With excess commercial square footage available in most commercial and industrial centers throughout the Town, the supply exceeds the demand for non-residential floor space. New commercial construction has been slow to recover since the economic downturn. Larger planning projects such as the Joerger Ranch Specific Plan and Coldstream Specific Plan will continue in their planning review processes, while the smaller commercial and industrial projects will not likely start up again in the near future to the same extent as prior to the economic downturn. The decrease in building activity has significantly impacted Truckee's local economy and is likely to have an equal effect on the community fabric. California Department of Finance estimates show an approximately 17% increase in Truckee's population between 2000 and 2010 and an approximately 31% increase in the number of homes built. The number of persons per household, however, during this same timeframe decreased 5% and continues to consistently decrease year-after-year. For 2013, there was a decrease in population (-0.2%) and a slight increase in housing construction (0.4%), which

suggests that with each year, more and more second homes are being built in the area.

Land use activity such as applications and approvals for entitlements are an indicator of upcoming land development and building permit activity. Town staff anticipates that land use permit activity for smaller projects, new home starts, and new non-residential development will remain relatively constant with slight increases from the previous year, thereby resulting in small changes in housing and non-residential floor space being completed in 2014. As in previous years, there is opportunity to continue processing more long-range planning projects such as the Development Code Update, Downtown Specific Plan Update, and Housing Element implementation and update.



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Employment

Truckee's local employment base is largely dependent on tourist, resort, second home, and retirement activity. The service employment

sector (31%) and retail employment sector (27%) account for the majority of employment opportunities in Truckee. Conversely, manufacturing, wholesale trade, and transportation and communication employment represent less than 5% of the area employment.

The largest year-round employers are Tahoe Forest Hospital, Clear Capital, Safeway, the Town government, and Tahoe Truckee Unified School District. The largest seasonal employers are Squaw Valley/Alpine Meadows, Northstar, the Resort at Squaw Creek, Park and Forest Services, various other ski areas/resorts, and Cal Trans.

Commercial Sector

The community development department estimates that there is approximately 3.5 million square feet of commercial space in Truckee.



Similar to residential development, the completion of commercial, industrial, and institutional development slowed substantially in 2010 compared to previous years. Since 2010, five commercial developments were finalized: the Carmel Gallery building, the Truckee Donner Recreation and Park District Community Center,

the Town Public Service Center, the Tahoe Forest Cancer Center, and the Dickson Real Estate building.

Major approved projects that have not yet started construction include the Railyard Master Plan, the Jorger Ranch Specific Plan (PC-3), Coldstream Specific Plan (PC-1), the 50/50 Brewery (40,000 SF manufacturing facility on West River Street), and the Clear Capital Campus (10,000 SF facility on Truckee Airport Road). Holiday Development anticipates that Phase 1 of the Railyard Master Plan will commence summer of 2015, and the project as a whole will not only change the dynamic of downtown Truckee but greatly enhance commercial row.

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About Us: Our North Tahoe Commercial Team

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Kayley Jones, listing agent and Vice President of North Tahoe Commercial and North Tahoe Properties, holds a BA in communications from Boston College and a Masters from the University of Nevada Reno. She has several years of experience representing and working in close collaboration with local property owners, developers, and business owners. Her active involvement with the Truckee River Watershed Council, the Queen of Hearts Foundation, and Truckee Donner Chamber of Commerce has immersed her into the local community in meaningful ways. As the primary listing agent for North Tahoe Commercial and North Tahoe Properties, Kayley is responsible for owner and investor representation in the acquisition and disposition of commercial and residential properties. She has successfully represented both buyers and sellers in the Truckee/Lake Tahoe area and has a strong understanding of the local market.

Jessica Rust-Solberg

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jessica@northtahoeproperties.com

As a Client Services Specialist for North Tahoe Commercial and North Tahoe Properties, Jessica assists with various commercial and residential projects and tasks that relate to the acquisition and disposition of commercial office, retail, industrial as well as residential properties. Excelling in business leadership, entrepreneurship, and teamwork, Jessica brings a wealth of qualities that make her a great asset to North Tahoe/Truckee Real Estate. Experience as an executive director of a large non-profit group and owning three local retail businesses in Downtown Truckee and Kings Beach provide her with a unique perspective in real estate, a wealth of knowledge, and a vast network of personal and business contacts that she utilizes on a daily basis.

FOR SALE: MULTI-TENANT BUSINESS PARK

12219 BUSINESS PARK DRIVE, TRUCKEE, CA 96161

Annemarie Huisman

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At North Tahoe Commercial, Annemarie Huisman's specialization is focused on local and regional networking as well as astute marketing of her team's unique portfolio of properties. Ms. Huisman provides multi-faceted commercial real estate expertise while delivering her fellow agents the support and structure necessary to provide Landlords, Tenants, and Investors with fully-integrated real estate representation. Prior to joining North Tahoe Commercial, Huisman most recently worked as Director of Leasing with Basin Street Properties in Petaluma, CA, providing Landlord representation, leasing expertise and tenant relations throughout the North Bay with a specific emphasis on Petaluma's mixed use Theatre-District. From 2004 through July 2008, Huisman handled sales and major lease transactions on behalf of a number of marquee clients at Trammell Crow Company and CB Richard Ellis, creating effective solutions in the areas of new leases, renewals, acquisitions and dispositions.

John B. Jones, Jr.

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John Jones is the supervising broker and President of North Tahoe Commercial and North Tahoe Properties. His career, as well as his life, is marked with dedication, hard work, and accomplishment. From 1985 to 2005, John was a decorated Wall Street Equity Analyst following the Computer Industry. Since his retirement from the daily grind, John has been the President of his own Investment Management Company. The objective of Triley Ventures is to create a business infrastructure that supports personal investments, property management, consulting and directorships of public companies. In 2010 John ran successfully for the position of Director - Truckee Tahoe Airport District, and he is currently Board President with a term lasting until 2018. In 2011 John purchased North Tahoe Commercial Inc., a commercial oriented real estate corporation. Together with his daughter, Kayley, John has grown North Tahoe Commercial into one of the top performing commercial real estate firms in the Truckee area. And with the support of his team, including Jessica Rust-Solberg, Annemarie Huisman, and Wanda Cotton, John is expanding his business into both the Tahoe City commercial sector and the residential market.