



THE PANFILI BUILDING

970 DEWING AVE, LAFAYETTE, CA

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CA LIC # 01334466

970 DEWING AVE LAFAYETTE, CALIFORNIA

Available for Sale
Confidential Offering Memorandum

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All Property showings are by appointment only and must be coordinated through the Agent.

PLEASE DO NOT DISTURB TENANTS.

PROPERTY OVERVIEW

| PROPERTY | | | |
|-----------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|----------------|---------------------------------------------------------------------------|
| ADDRESS | 970 Dewing Avenue Lafayette, CA | APN | 243-120-015-9 |
| PROPERTY ATTRIBUTES | | | |
| PROPERTY TYPE | 3 Story Stand-Alone Elevator Served Medical Office Building with 2 Residential Apartment Units | SQUARE FOOTAGE | ±12,570 RSF - BOMA ±10,466 RSF - Rent Roll ±11,325 SF - Tax Records |
| YEAR BUILT | 1982 | LAND AREA | ±0.50 Acres |
| SIGNAGE | Street Level Monument | PARKING | 40 stalls (8 covered) |
| PRICE | To be determined by market | | |
| INCOME | \$324,075 in annual NNN Base Rent for 2024 | | |
| ZONING | Multiple-Family Residential/Professional Office District (MRO) <i>Click here for detailed zoning information.</i> | | |
| GENERAL PLAN LAND USE DESIGNATION | Administrative/Professional Office/Multifamily Residential | | |

INVESTMENT OVERVIEW

The Panfili Building was developed in 1982 by Sonny and Diane Panfili. The Panfili family is of local fame as the family who ran the Crab Shack and the Lafayette Seafood Grotto both of which were highly revered Lafayette restaurant institutions. The Panfili Building has been held in the same family since it was developed so this is the first time there has ever been an opportunity to acquire this coveted asset. Situated in the heart of Lafayette's downtown retail district the Panfili Building is occupied by five (5) medical tenants and one (1) professional office tenant. The building also has two (2) residential apartment units. The building has a long-standing history of stable occupancy as tenant turnover has been a rare occurrence. The Panfili Building is considered Lafayette's premier medical office building ("MOB") due to its architecture, size, parking, location and quality of tenants. The residential units are also in high demand for the lucky few that can call this ideal location home. The medical/professional tenants are all on NNN leases and have well-established practices. This a rare opportunity for an investor seeking a reliable stabilized MOB/Multi-Family asset in the highly desired town of Lafayette that will provide consistent cash flow with the potential for future income growth.

TENANT OVERVIEW

MEDICAL/PROFESSIONAL TENANTS:

- Anahat K Sandhu, MD - OBGYN
- Kelly T Hood, MD - Dermatologist
- Brad Piatt, MD - Radiologist
- Gurinder K Randhawa, MD - Family Medicine
- Tara Starr, MD - Ophthalmologist
- My Epik, Inc. - Professional office

RESIDENTIAL UNITS:

- Two residential apartment units on the third floor



LAFAYETTE, CALIFORNIA



IDEAL EAST BAY LOCATION

The Town of Lafayette is located in the beautiful rolling hills of Contra Costa County. It is ideal for those looking for a central small-town location with close proximity to larger cities, like Walnut Creek (4.8 miles), Oakland (13 miles) and San Francisco (21.3 miles). Its Mediterranean climate offers perfect growing conditions for produce year-round and with an average of 262 sunny days per year, many schools and businesses in the Lafayette community take advantage of solar power.

TOP RATED SCHOOLS

Lafayette is famous for its excellent public school system. The Acalanes, Campolindo, Las Lomas, and Miramonte High Schools all rank in the top 60 of the 1,000 high schools in California based upon the Academic Performance Index (API) and the top 4% of all high schools in the United States for strength of the Advanced Placement Program. All the schools in the district are fully accredited by the Western Association of Schools and Colleges.

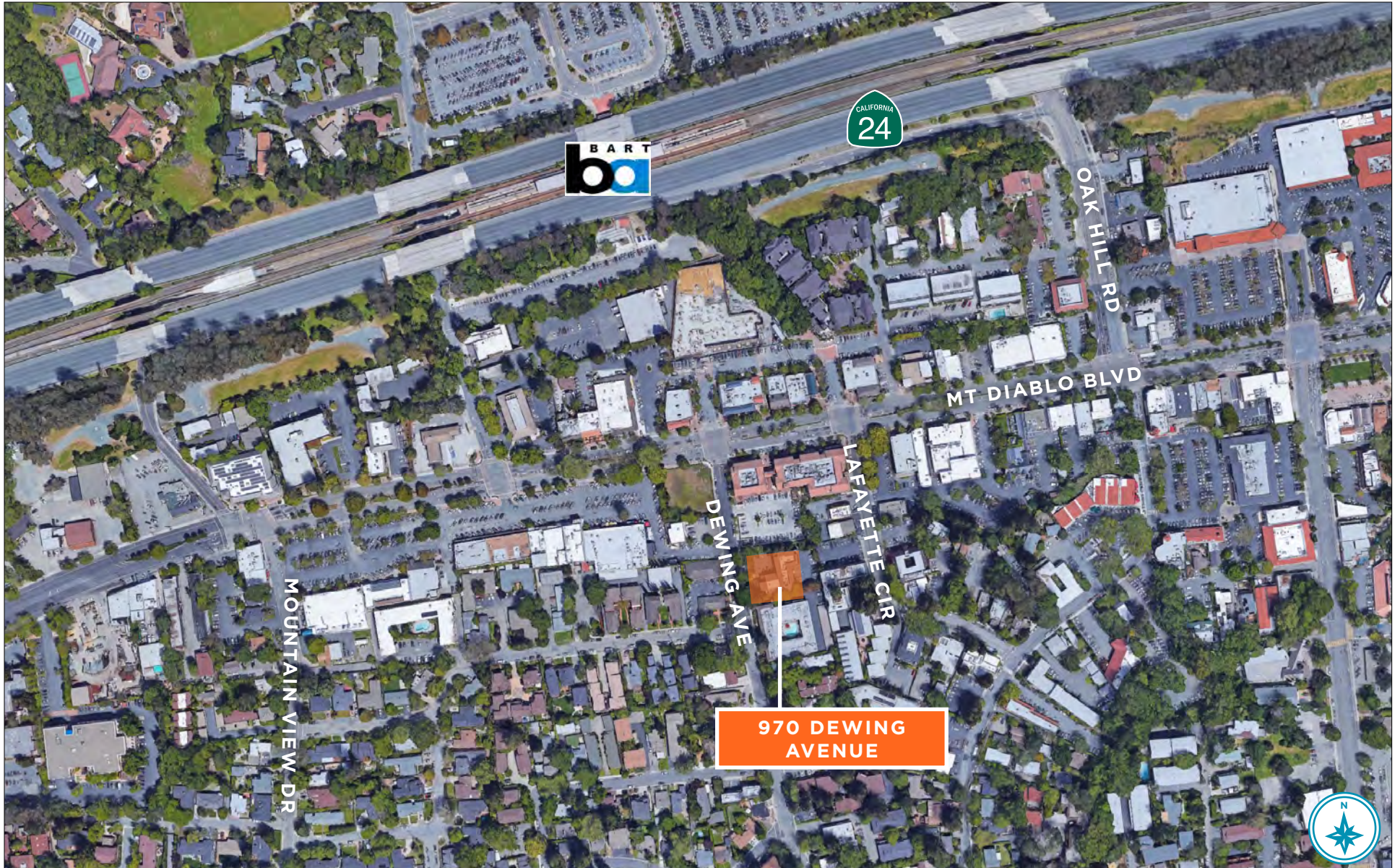
PARKS, TRAILS & RECREATION

Lafayette has over 40-miles of dedicated trails and more than 90-acres of public parklands ranging from wilderness and nature areas, to sports fields, playgrounds and the downtown plaza. The Lafayette Community Park offers 3-miles of trails, and about 6-miles of City trails connecting to other hiking areas such as the Lafayette Reservoir (a 550-acre undisturbed oak woodland located just a half mile from downtown), Lafayette Ridge and Briones Regional

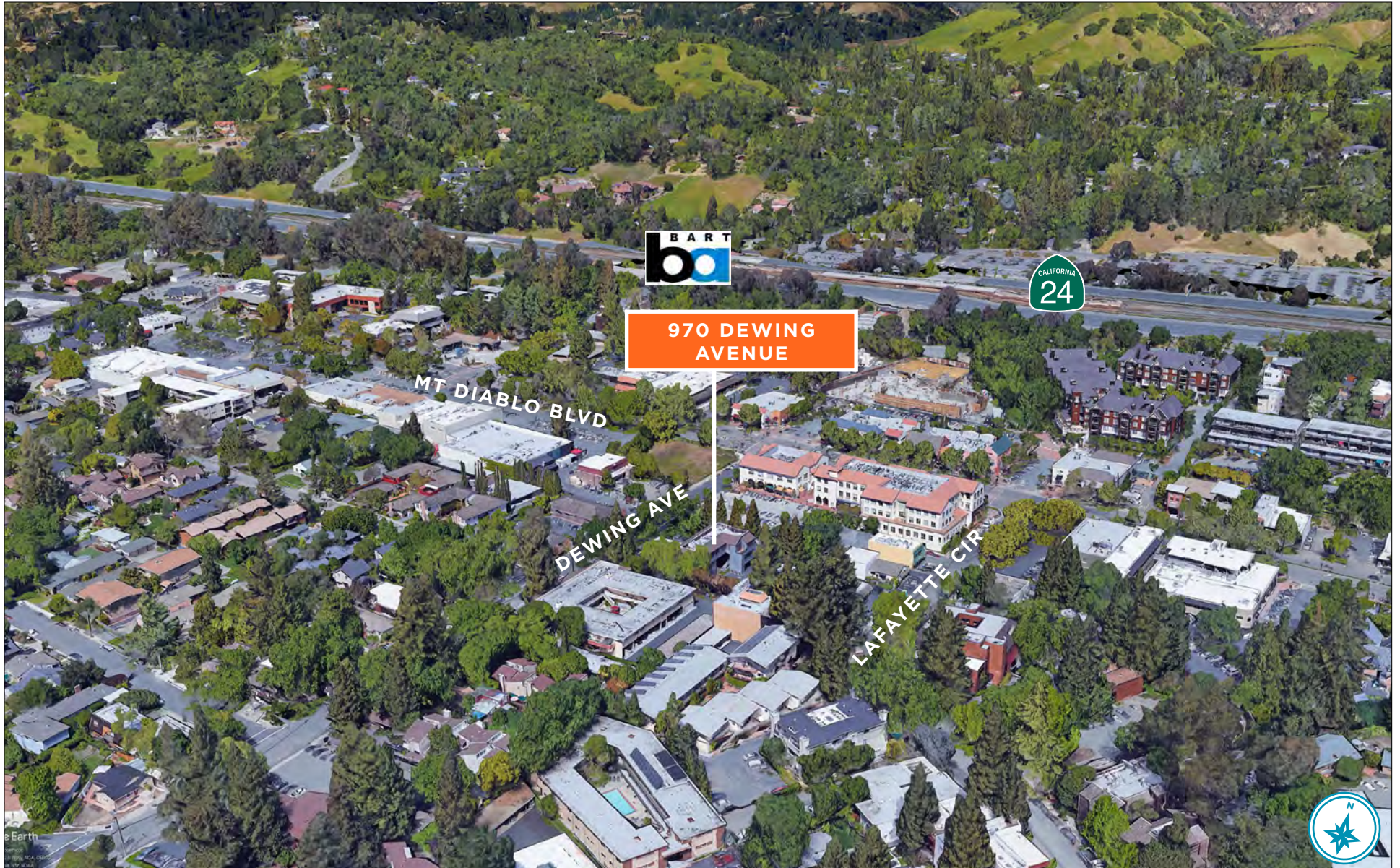
UPSCALE AMENITIES

Lafayette offers an idyllic European-style retreat surrounded by expanses of oak trees and the Northern California countryside. You can relax poolside at the French Chateau-inspired Lafayette Park Hotel & Spa before zipping over to the enchanting Italian ambiance of Postino's for dinner. With a wide range of high-end restaurants, wineries and shops, Lafayette has it all.

BUILDING AERIAL



BUILDING AERIAL

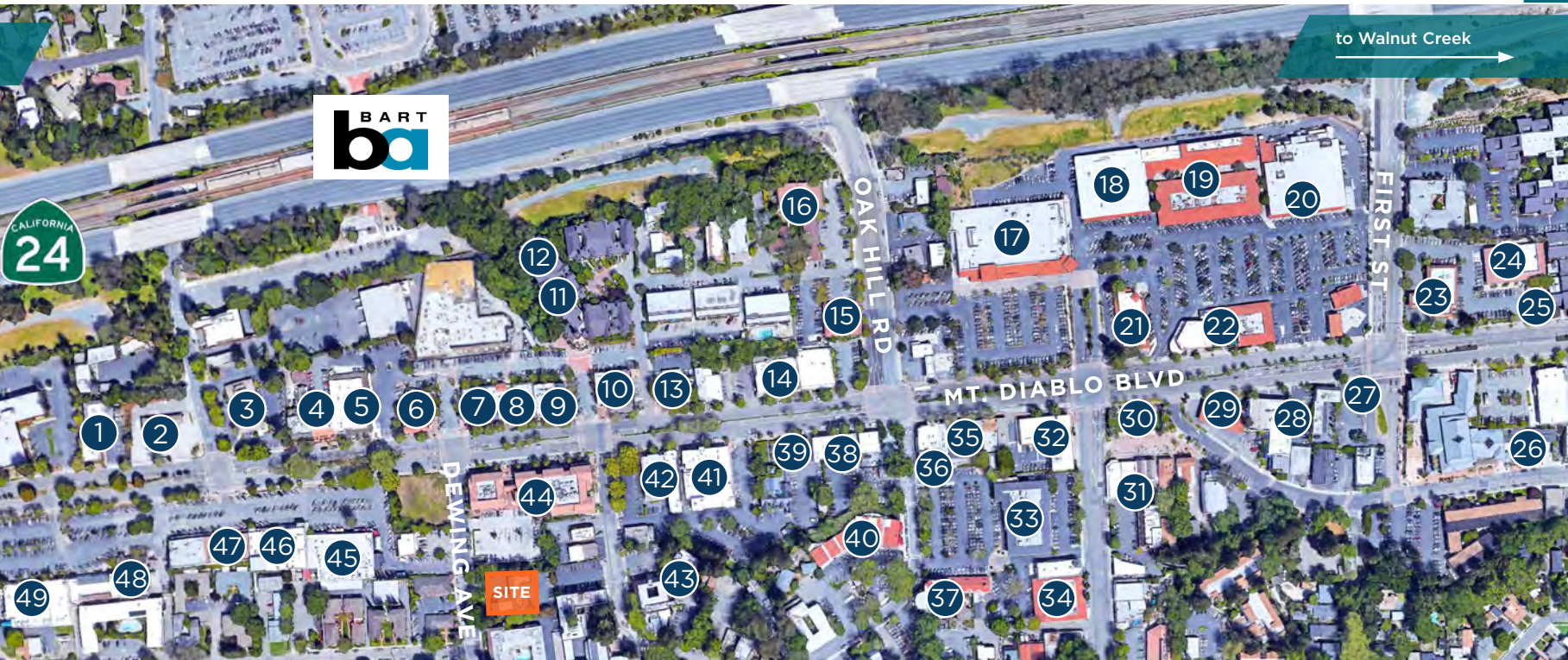


to Orinda & Oakland

to Walnut Creek



LAFAYETTE RESERVOIR



- | | | | | | | | |
|------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|----------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|-----------------------------------------------|---------------------------------------------------------------------------|----------------------------------------------------------------|
| 1. Mechanic's Bank | 10. AT&T BevMo! | Millie's American Kitchen | 23. U.S. Bank | Blue Sapphire Homes | Beadazzled | 39. Postino | Misto Lino |
| 2. Chevron | | 18. McCaulou's | Patelco | 33. Harper Greer | 36. Roam Burgers | 40. Lafayette Public House | 44. Diablo Foods |
| 3. Wells Fargo | | 19. Noah's NY Bagels | 24. Lillikoi Boba | La Chataigne | 37. Tutu's | Patrizia Marrone | 45. CVS |
| 4. World Travel HQ Shoe Repair UPS Store Rancho Cantina | 11. Oasis Cafe 12. Town Center Apts. 13. Great Clips DouglaH Designs Floral Arts Cleaners | Peets Chipotle Jamba Juice Yogurt Shack Blue Ginko | 25. Kane Sushi 26. Lafayette Library 27. Taco Bell 28. Orange Theory Plush Beauty Reflection Salon | Sliver Pizzeria 34. Kinko's Clocks Etc. Sharp Bicycle Art & Science of Eyewear | Papillon Solano Jewelers Caroline Salon | Hide Out Kitchen & Cafe | Beauty Supplies Plus Verizon |
| 5. Walgreens | 14. Zahra Boutique Chloe Nails Lavash Mediterranean | 20. Whole Foods | 29. Chevron | 35. Starbucks | 38. El Jarro Lafayette Pack & Ship | The Breakfast Club Francesca's | Your CBD Store |
| 6. Pet Food Express | | 21. Bank of America | 30. Plaza Park | J. McLaughlin | Ms Karen's Place | 42. Bank of the West | Lafayette Vogue |
| 7. Panda Express Batch and Brine | | 22. Citi Bank | 31. Hollie's Homegrown Sideboard | Blue Mercury | El Jarro Mexican Cafe | 43. Social Bird | Johnny's Donuts |
| 8. Pizza Antica SusieCakes | 15. Uncle Yu's | Jackson's Liquors | 32. UPS Store | Color Me Mine Chico's | Poke Go | Mighty Pilates | California Haircuts |
| 9. Barranco | 16. Indigo & Poppy 17. Safeway | Metro 76 Gas | | DouglaH Designs | Amarin Thai Round Up Saloon | Philz Coffee Zoonie's Candy Shop Marilyn Monroe Spa IDo Drystyle | 47. US Post Office 48. Rising Loafer Swell Little Donuts |

=Food/Coffee Shops/Restaurants
 =Grocery Stores/Pharmacy
 =Retail
 =Services
 =Salon/Spas
 =Other



HWY 24 WEST



HWY 24 EAST

MAJOR RESIDENTIAL DEVELOPMENT PROJECTS IN LAFAYETTE



MAJOR RESIDENTIAL DEVELOPMENT PROJECTS IN LAFAYETTE



WOODBURY

| | |
|-----------------|--------------------|
| Address | 1001 Woodbury Road |
| Units | 56 |
| Lot Area | 2.46 Acres |
| Parking | - |



WOODBURY HIGHLANDS

| | |
|-----------------|---------------------|
| Address | 3700 Mt.Diablo Blvd |
| Units | 99 |
| Lot Area | 6.55 Acres |
| Parking | 192 stalls |



THE BRANT (LENNAR HOMES)

| | |
|-----------------|----------------------|
| Address | 3666 Mt. Diablo Blvd |
| Units | 66 |
| Lot Area | 2.04 Acres |
| Parking | 171 stalls |



TOWN CENTER III

| | |
|-----------------|------------------------|
| Address | 3594 Mount Diablo Blvd |
| Units | 69 |
| Lot Area | 1.47 Acres |
| Parking | 137 stalls |



1001 OAK HILL ROAD

| | |
|-----------------|--------------------|
| Address | 1001 Oak Hill Road |
| Units | 53 |
| Lot Area | 1.07 Acres |
| Parking | 87 stalls |



MADISON PARK

| | |
|-----------------|----------------------|
| Address | 3483 Golden Gate Way |
| Units | 71 |
| Lot Area | 1.49 Acres |
| Parking | 86 stalls |



LAFAYETTE LANE

| | |
|-----------------|----------------------|
| Address | 3462 Mt. Diablo Blvd |
| Units | 166 |
| Lot Area | 4.16 Acres |
| Parking | 223 stalls |



TERRACE OF LAFAYETTE

| | |
|-----------------|---------------------|
| Address | 3233 Deer Hill Road |
| Units | 315 |
| Lot Area | 22.27 Acres |
| Parking | 504 stalls |

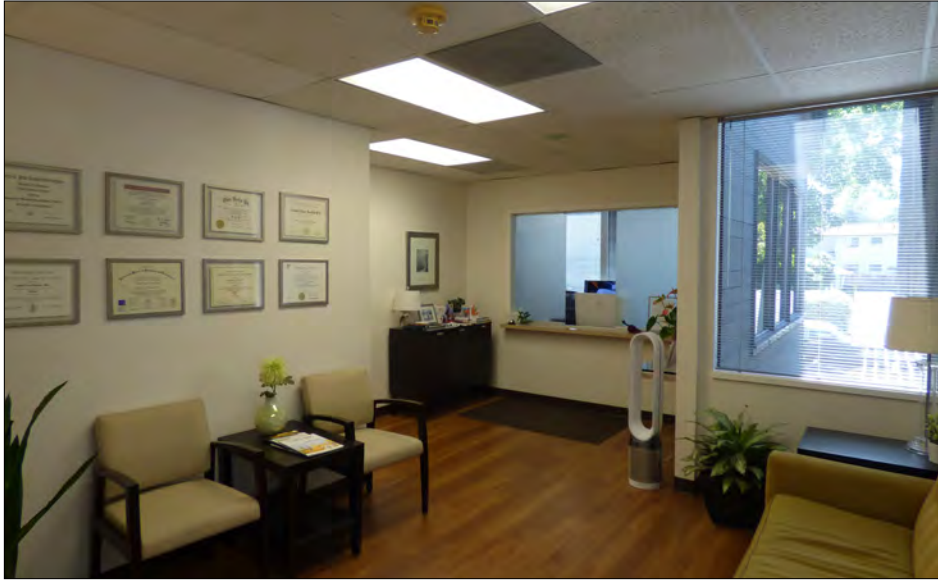
EXTERIOR PHOTOGRAPHS



EXTERIOR PHOTOGRAPHS



INTERIOR PHOTOGRAPHS



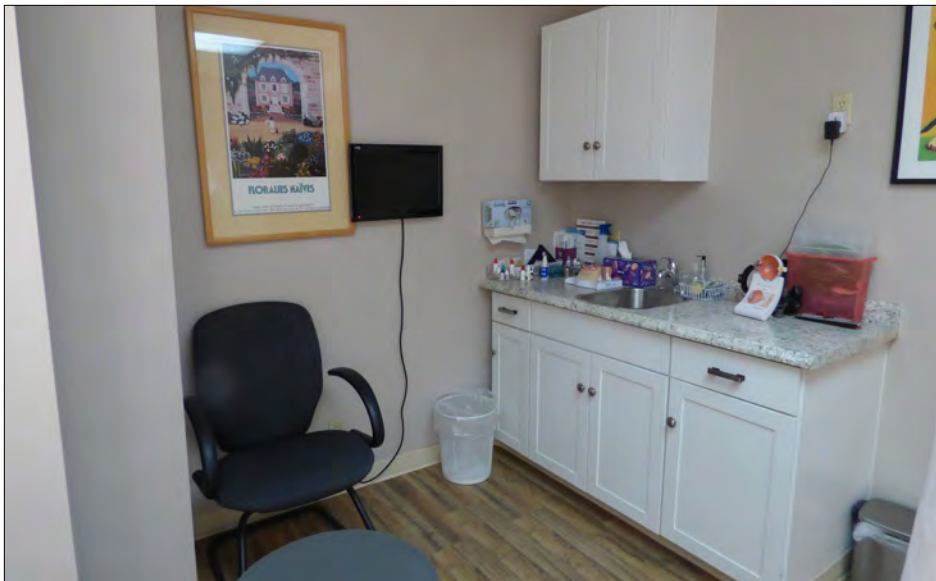
INTERIOR PHOTOGRAPHS



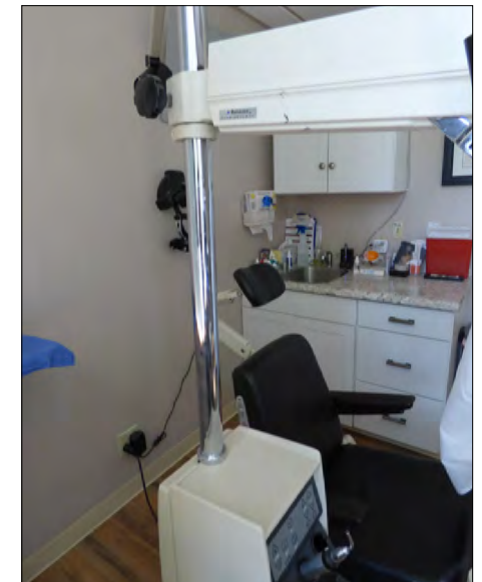
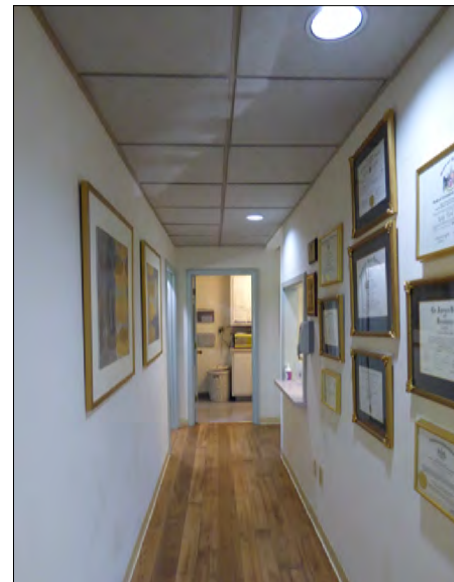
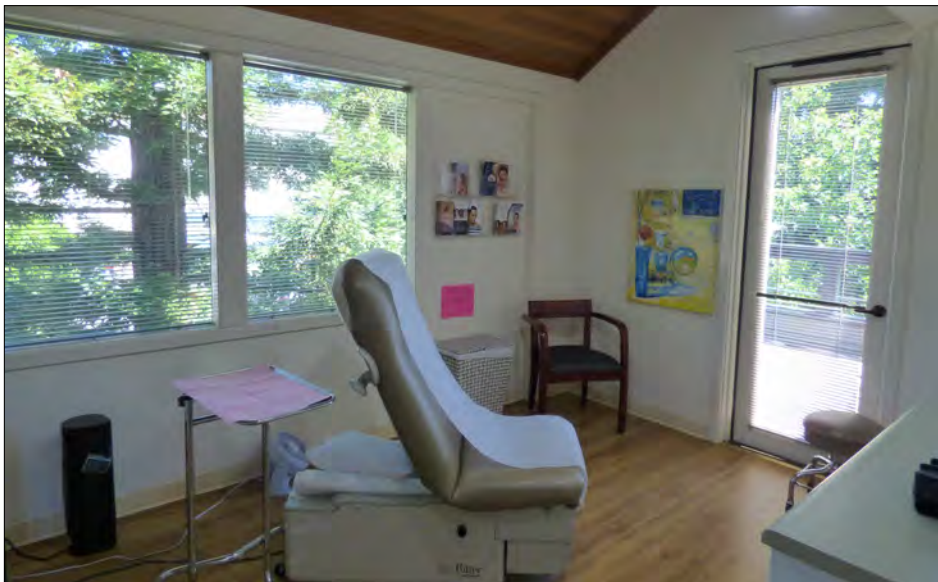
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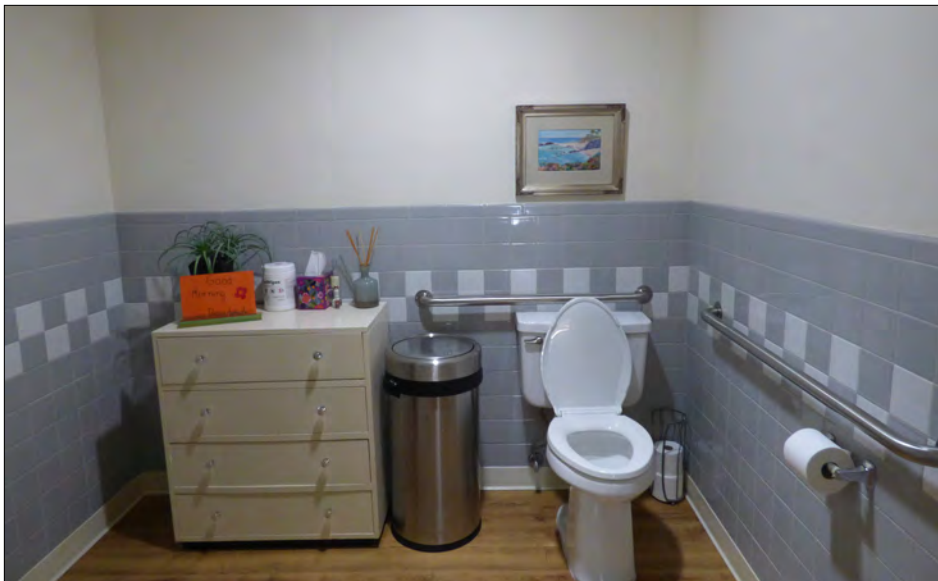
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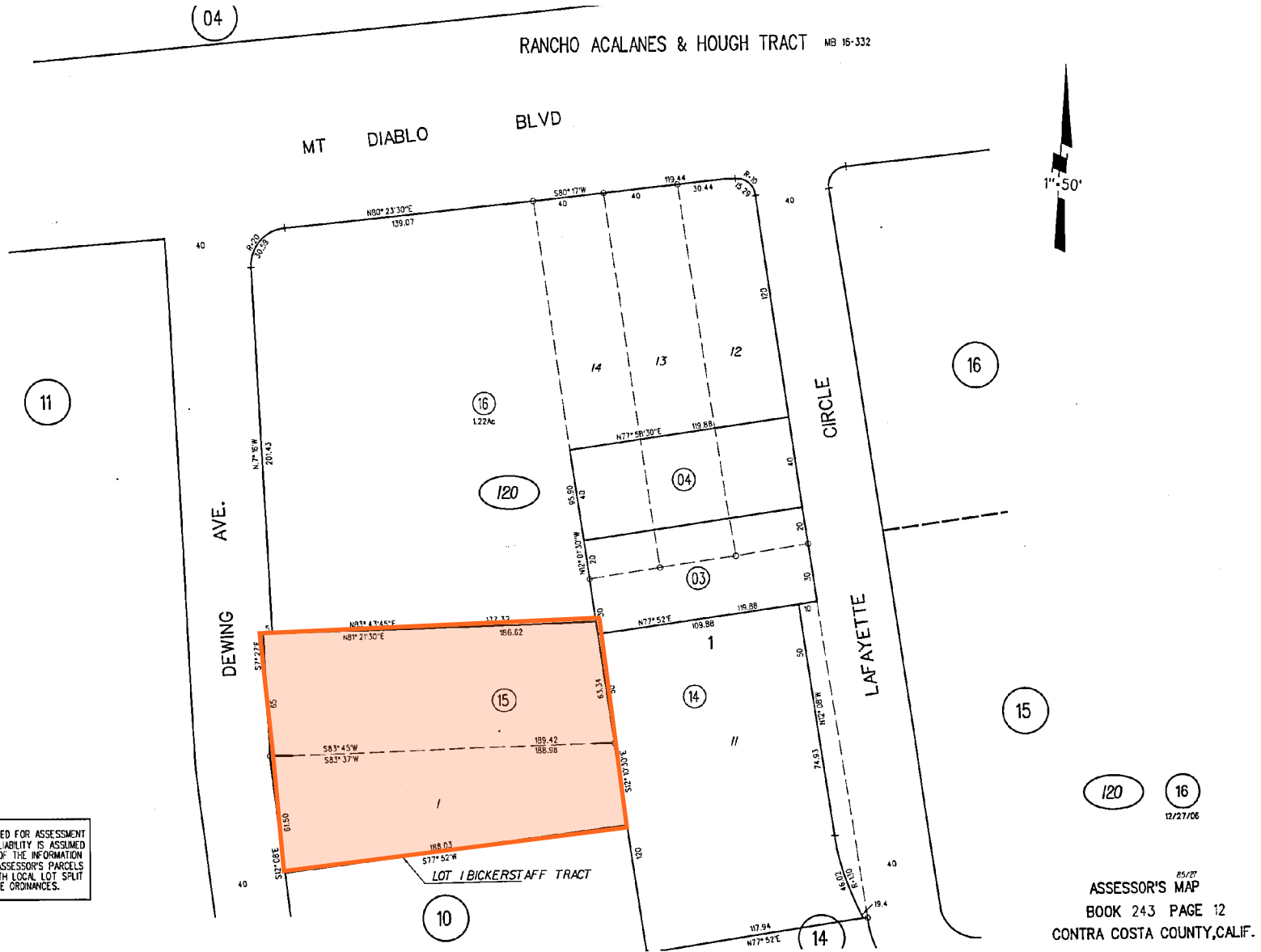
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INTERIOR PHOTOGRAPHS



PARCEL MAP



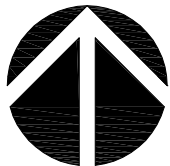
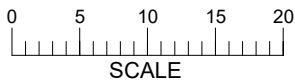
TOTAL RENTABLE SQUARE FOOTAGE - ±12,570 RSF

FIRST FLOOR - ±2,767 RSF

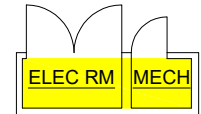
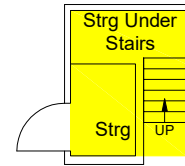
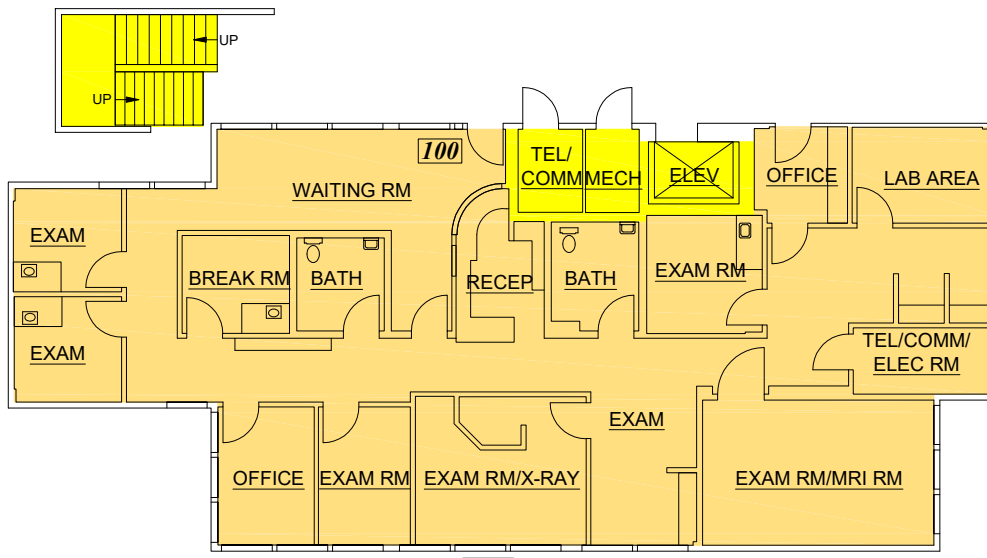
| BUILDING SUMMARY | SQ.FT. |
|----------------------------|--------|
| Total Rentable | 12,570 |
| Total Occupant | 10,240 |
| Total Usable | 10,240 |
| Total Tenant Ancillary | 0 |
| Total Non-Allocated Tenant | 565 |
| Floor Service | 0 |
| Building Service | 1,766 |
| Inter-Allocated Service | 0 |
| Building Amenity | 0 |
| Inter-Allocated Amenity | 0 |
| Total Vertical Penetration | 357 |
| Total Parking | 0 |

| FLOOR SUMMARY | SQ.FT. |
|----------------------------|--------|
| Total Rentable | 2,767 |
| Total Occupant | 2,360 |
| Total Usable | 2,360 |
| Total Tenant Ancillary | 0 |
| Total Non-Allocated Tenant | 0 |
| Floor Service | 0 |
| Building Service | 439 |
| Inter-Allocated Service | 0 |
| Building Amenity | 0 |
| Inter-Allocated Amenity | 0 |
| Total Vertical Penetration | 0 |
| Total Parking | 0 |

| Suite # | Occup. Area | Non-Alloc. | Rentable | Final R. | Final LF | % of Tot. R. |
|---------|-------------|------------|----------|----------|----------|--------------|
| 100 | 2,360.0 | | 2,767.0 | 2,767.0 | 1,172.5 | 22.0 |



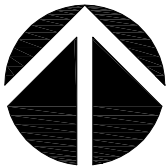
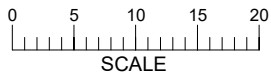
DEWING AVE



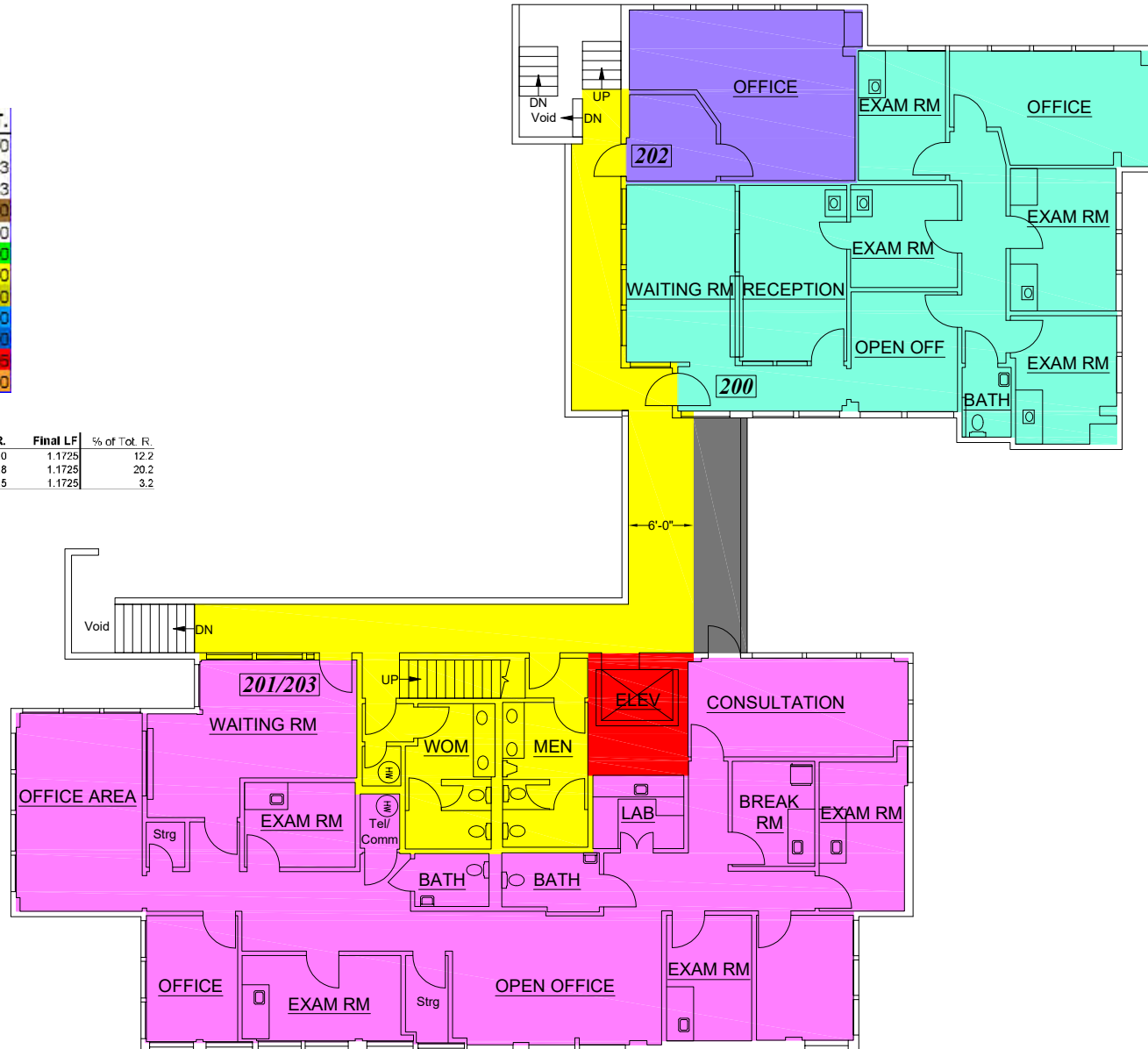
SECOND FLOOR - ±4,470 RSF

| FLOOR SUMMARY | SQ.FT. |
|----------------------------|--------|
| Total Rentable | 4,470 |
| Total Occupant | 3,813 |
| Total Usable | 3,813 |
| Total Tenant Ancillary | 0 |
| Total Non-Allocated Tenant | 0 |
| Floor Service | 0 |
| Building Service | 870 |
| Inter-Allocated Service | 0 |
| Building Amenity | 0 |
| Inter-Allocated Amenity | 0 |
| Total Vertical Penetration | 105 |
| Total Parking | 0 |

| Suite # | Occup. Area | Non-Alloc. | Rentable | Final R. | Final LF | % of Tot. R. |
|---------|-------------|------------|----------|----------|----------|--------------|
| 200 | 1,306.7 | | 1,532.0 | 1,532.0 | 1,172.5 | 12.2 |
| 201/203 | 2,167.0 | | 2,540.8 | 2,540.8 | 1,172.5 | 20.2 |
| 202 | 339.1 | | 397.5 | 397.5 | 1,172.5 | 3.2 |



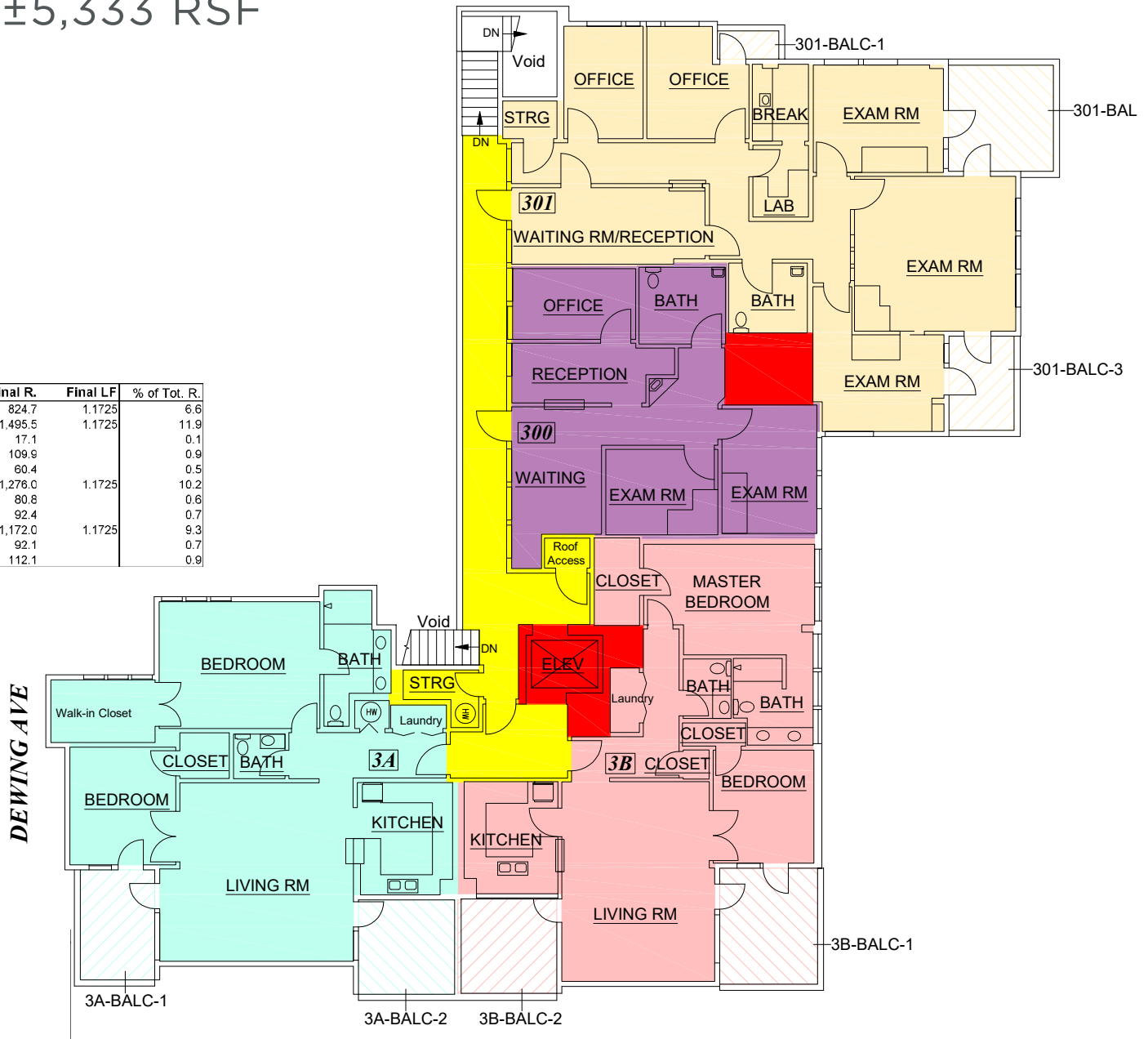
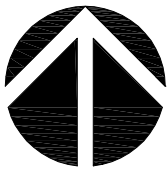
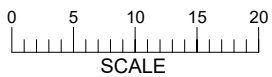
DEWING AVE



THIRD FLOOR - ±5,333 RSF

| FLOOR SUMMARY | SQ.FT. |
|----------------------------|--------|
| Total Rentable | 5,333 |
| Total Occupant | 4,067 |
| Total Usable | 4,067 |
| Total Tenant Ancillary | 0 |
| Total Non-Allocated Tenant | 565 |
| Floor Service | 0 |
| Building Service | 457 |
| Inter-Allocated Service | 0 |
| Building Amenity | 0 |
| Inter-Allocated Amenity | 0 |
| Total Vertical Penetration | 162 |
| Total Parking | 0 |

| Suite # | Occup. Area | Non-Alloc. | Rentable | Final R. | Final LF | % of Tot. R. |
|----------|-------------|------------|----------|----------|----------|--------------|
| 300 | 703.4 | | 824.7 | 824.7 | 1.1725 | 6.6 |
| 301 | 1,275.5 | | 1,495.5 | 1,495.5 | 1.1725 | 11.9 |
| 301-1-NA | | 17.1 | 17.1 | 17.1 | | 0.1 |
| 301-2-NA | | 109.9 | 109.9 | 109.9 | | 0.9 |
| 301-3-NA | | 60.4 | 60.4 | 60.4 | | 0.5 |
| 3A | 1,088.3 | | 1,276.0 | 1,276.0 | 1.1725 | 10.2 |
| 3A-1-NA | | 80.8 | 80.8 | 80.8 | | 0.6 |
| 3A-2-NA | | 92.4 | 92.4 | 92.4 | | 0.7 |
| 3B | 999.6 | | 1,172.0 | 1,172.0 | 1.1725 | 9.3 |
| 3B-1-NA | | 92.1 | 92.1 | 92.1 | | 0.7 |
| 3B-2-NA | | 112.1 | 112.1 | 112.1 | | 0.9 |



SALE COMPARABLES



3547-3549 WILKINSON LN

CITY: Lafayette, CA
BUILDING SIZE: 3,924 SF
SOLD: **\$2,600,000**
PRICE/SF: \$662.59
PROPERTY TYPE: Office
DATE SOLD: August 2021



3541-3543 WILKINSON LN

CITY: Lafayette, CA
BUILDING SIZE: 3,400 SF
SOLD: **\$2,220,000**
PRICE/SF: \$652.94
PROPERTY TYPE: Retail/Office
DATE SOLD: March 2022



402 RAILROAD AVE

CITY: Danville, CA
BUILDING SIZE: 5,784 SF
SOLD: **\$3,700,000**
PRICE/SF: \$639.70
PROPERTY TYPE: Office/Retail
DATE SOLD: February 2021



40 OAK CT

CITY: Danville, CA
BUILDING SIZE: 4,225 SF
SOLD: **\$2,555,000**
PRICE/SF: \$604.73
PROPERTY TYPE: Office
DATE SOLD: June 2021



65 OAK CT

CITY: Danville, CA
BUILDING SIZE: 5,008 SF
SOLD: **\$3,000,000**
PRICE/SF: \$599.04
PROPERTY TYPE: Office
DATE SOLD: October 2020



93 MORAGA WAY

CITY: Orinda, CA
BUILDING SIZE: 9,707 SF
SOLD: **\$5,600,000**
PRICE/SF: \$576.78
PROPERTY TYPE: Office/Medical
DATE SOLD: February 2024



3381-3385 MT DIABLO BLVD

CITY: Lafayette, CA
BUILDING SIZE: 2,577 SF
SOLD: **\$1,425,000**
PRICE/SF: \$552.97
PROPERTY TYPE: Office
DATE SOLD: February 2022



1020 AILEEN ST

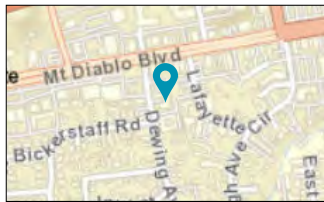
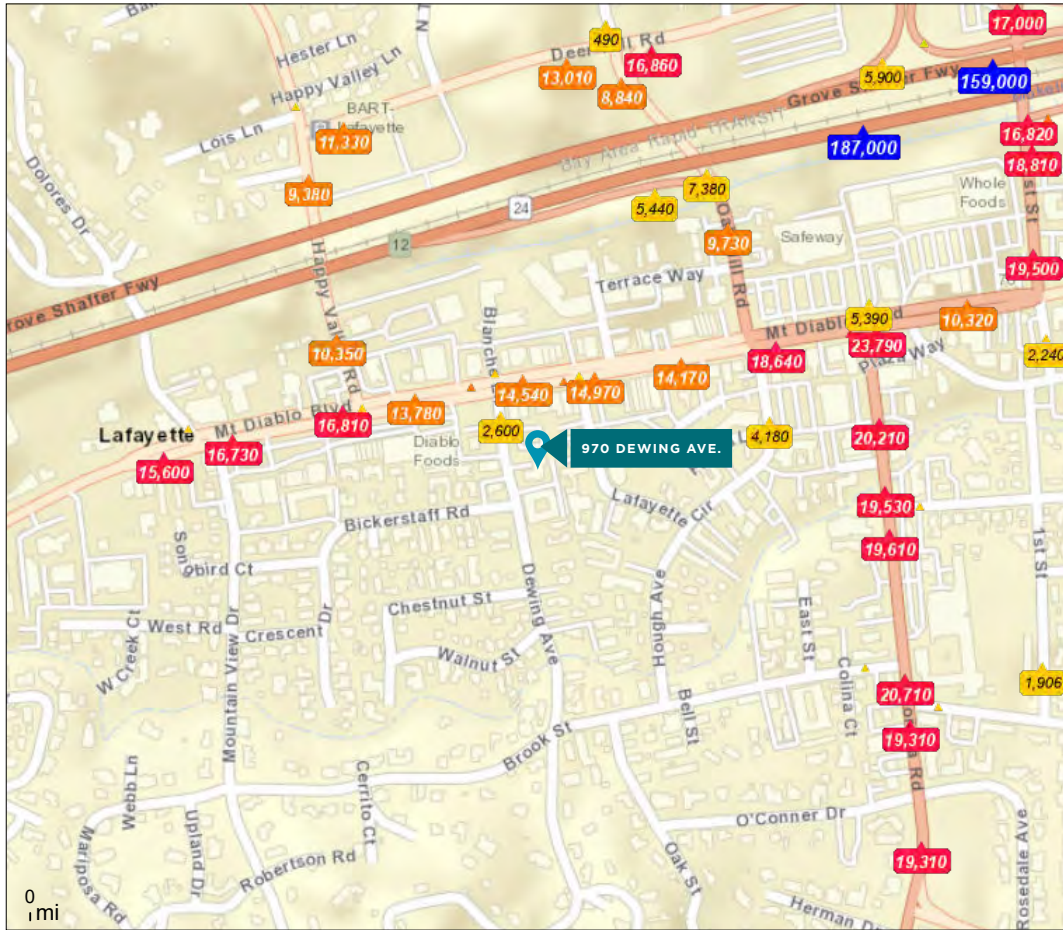
CITY: Lafayette, CA
BUILDING SIZE: 3,600 SF
SOLD: **\$1,945,000**
PRICE/SF: \$540.28
PROPERTY TYPE: Office
DATE SOLD: April 2021

RENT ROLL & FINANCIAL INFORMATION

| SUITE | TENANT | LEASE START | LEASE END | RENTABLE RSF | BASE RENT | BASE RENT/RSF | LEASE TYPE | COMMENTS |
|----------------------------------------------------------------------------------------------------------------------------------------|--------|-------------|-----------|--------------|-----------|---------------|------------|----------|
| Please click here to request the confidentiality agreement in order to obtain the rent roll and financial information. | | | | | | | | |



TRAFFIC COUNTS



DEMOGRAPHICS

| 2023 SUMMARY | 1-MILE | 3 -MILE | 5-MILE |
|-------------------------------|-----------|-----------|-----------|
| Population | 9,880 | 49,988 | 150,697 |
| Households | 4,050 | 20,031 | 63,505 |
| Families | 2,537 | 13,193 | 37,256 |
| Average Household Size | 2.44 | 2.46 | 2.33 |
| Owner Occupied Housing Units | 1,610 | 15,427 | 42,547 |
| Renter Occupied Housing Units | 2,260 | 4,604 | 20,958 |
| Median Age | 1,790 | 50.9 | 48.5 |
| Median Household Income | \$185,893 | \$171,407 | \$150,688 |
| Average Household Income | \$256,871 | \$252,618 | \$217,552 |

| 2028 SUMMARY | 1-MILE | 3 -MILE | 5-MILE |
|-------------------------------|-----------|-----------|-----------|
| Population | 10,089 | 50,038 | 153,216 |
| Households | 4,126 | 20,015 | 64,677 |
| Families | 2,582 | 13,184 | 37,725 |
| Average Household Size | 2.44 | 2.46 | 2.32 |
| Owner Occupied Housing Units | 2,328 | 15,519 | 42,969 |
| Renter Occupied Housing Units | 1,798 | 4,496 | 21,708 |
| Median Age | 45.4 | 50.6 | 48.3 |
| Median Household Income | \$200,001 | \$190,557 | \$164,890 |
| Average Household Income | \$286,633 | \$280,258 | \$242,343 |

| TRENDS: 2023-2028 ANNUAL RATE | 1-MILE | 3 -MILE | 5-MILE |
|-------------------------------|--------|---------|--------|
| Population | 0.42% | 0.02% | 0.33% |
| Households | 0.37% | -0.02% | 0.37% |
| Families | 0.35% | -0.01% | 0.25% |
| Owner Households | 0.59% | 0.12% | 0.20% |
| Median Household Income | 1.47% | 2.14% | 1.82% |



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