

Focus Real Estate Track Record

Project Name	Type	Strategy	Sale Price	Acq Date	Sale Date	Description
Figuroa Street Industrial Carson, CA	Single Tenant Industrial	Value Add Reposition	\$3,350,000 (Purchase)	2022	TBD	Acquisition of a 15,000 SF vacant single-tenant industrial building from long term investor. Renovation and lease to sell to private investor.
Roymar Industrial Center Oceanside, CA	Multi- Tenant Industrial	Value Add Reposition	\$13,146,000 (Purchase)	2021	TBD	Acquisition of 73,800 SF multi-tenant industrial building from long term investor.
Coral Street Industrial Vista, CA	Single Tenant Industrial	Value Add Reposition	\$6,375,000	2021	2022	Acquisition of 26,000 SF single-tenant industrial building from owner-user with short-term leaseback. Renovated property at lease expiration and sold to owner/user.
Slauson Avenue Santa Fe Springs, CA	Multi- Tenant Industrial	Value Add Reposition	\$4,350,000	2021	2021	Acquisition of 17,900 SF multi-tenant industrial building from owner-user. Renovation and lease up with intention to sell to private investor.
Pacific Premier Bank BTS Montebello, CA	Office / Retail	Value Add / Development	\$8,000,000	2019	2020	JV development of a 7,000 SF NNN pre-leased retail pad + the reposition of a 12,000 SF office building.
ID Medco South Gate, CA	Industrial	Development Management	\$18,000,000	2018	2019	Fee Development of a 70,000 SF commercial laundry facility including 10,000 SF office and marketing center.
Copperwood Center Oceanside, CA	Multi- Tenant Industrial	Value Add Reposition	\$20,400,000	2015	2019	Acquisition of a 141,000 SF multi-tenant industrial park. \$1.25MM renovation and reposition to sold to real estate operator.
Arrow Business Park Rancho Cucamonga, CA	Multi- Tenant Industrial	Value Add Reposition	\$21,500,000	2016	2019	Acquisition of a 137,000 SF multi-tenant industrial park. 80% leased at the time of purchase. Renovated and repositioned property and sold to private investor.
Watson Industrial Park Los Angeles, CA	Multi- Tenant Industrial	Value Add Reposition	\$6,825,000	2017	2019	Acquisition of a 34,000 SF multi-tenant industrial park. 100% leased at purchase. Renovated and repositioned property.
Palomar Industrial Park San Marcos, CA	Multi- Tenant Industrial	Value Add Reposition	\$9,250,000	2018	2019	Acquisition of a 52,250 SF multi-tenant industrial park. 95% leased at purchase. Renovated and repositioned property Sold to private investor.
Rancho Santa Fe Business Center San Marcos, CA	Multi- Tenant Industrial	Value Add Reposition	\$8,217,000	2016	2018	Acquisition of a 42,000 SF multi-tenant industrial park in San Marcos, CA. 78% leased at purchase, renovated and repositioned property. Sold to private investor.
Southrail Industrial Park Chula Vista, CA	Multi- Tenant Industrial	Value Add Reposition	\$18,000,000	2014	2017	Acquisition of a 128,000 SF multi-tenant industrial park in Chula Vista, CA. Minor upgrades to the mid-1980's buildings, marking rents to market.

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235-239 Oregon Street El Segundo, CA	Creative Office	Reposition/ Development	\$6,500,000	2014	2017	Acquisition and redevelopment of three vintage industrial buildings in El Segundo to creative office. Sold to individual users.
17110 Main Street Carson, CA	Industrial	Ground up Development	\$39,800,000	2015	Active	Fee development of a 210,000 SF industrial building and reposition of a 34,000 SF office building with 2 acres trailer storage. Leased to FedEx.
Monterey Shore Business Park Palm Desert CA	Multi-Tenant Industrial	Ground up Development	\$14,300,000	2006	2016	Development of a 5-building, 46-unit multi-tenant industrial business park. Project sold as condos to individual users and investors.
2293 Cosmos Court Carlsbad, CA	Office/ Industrial	Value Add Reposition	\$5,640,000	2013	2015	47,000 SF industrial building with significant deferred maintenance. Purchased below replacement cost as a sale-leaseback for 2 years. Renovated and sold to exchange buyer.
14611 Broadway Gardena CA	Industrial	Value Add Reposition	\$7,500,000	2013	Active	Acquisition of 40K sf industrial building on 196,000 SF of land. Entitled \$1.5M renovation to add 20 dock-high positions and outside storage. Sold to Public REIT
Jensen Meat Co. Packaging Facility Vista, CA	Industrial	Value Add Reposition	\$2,475,000	2013	2013	Cold storage industrial building with short-term lease and significant deferred maintenance. Repositioned improvements, leased building, sold to investor.
South Bay Corporate Center National City CA	Office	Value Add Reposition	\$16,600,000	2011	2012	Reposition of a 100% vacant office building with significant deferred capital improvements. Sold repositioned building to outside investor.
Wells Fargo Bank Branch Del Mar, CA	Office / Retail	Value Add Reposition	\$5,800,000	2011	2012	Tenant lease restructure and ground lease negotiated purchase. Sold to high net worth investor.
Wells Fargo Bank Branch Rancho Bernardo, CA	Office / Retail	Value Add Reposition	\$6,075,000	2011	2012	Tenant lease restructure and ground lease negotiated purchase. Sold to high net worth investor.
North Cook Business Park Palm Desert, CA	Multi-Tenant Industrial	Land Entitlement	\$1,574,000	2007	2011	Design and entitlement of 17-building multi-tenant industrial business park, including zone change and parcel map. Entitled property sold to outside investor.
Redlands Professional Center Redlands CA	Medical Office	Ground Up Development	\$8,028,000	2005	2007	Conversion of two vacant tilt-up industrial buildings into a 14-unit multi-tenant medical office condo project. All units sold individually to small business users and investors.
Focus Waterman Industrial Park San Bernardino CA	Industrial	Ground Up Development	\$7,493,000	2004	2006	Development of 7 industrial buildings sold to individual users and investors. Project completed ahead of schedule and under budget. All buildings pre-sold prior to completion.
Azalea Business Park Vista CA	Multi-Tenant Industrial	Condo Conversion	\$2,100,000	2003	2005	Condo conversion of a 7-unit multi-tenant office/industrial park. All units sold individually to small business users.

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Focus Vista Industrial Park Vista, CA	Industrial	Ground Up Development	\$7,199,000	2001	2004	Development of 8 industrial buildings sold to individual users and investors. Project completed ahead of schedule and under budget. Pre-sold prior to completion.
501 W. Broadway San Diego, CA	Office	Asset Management/Reposition	\$92,624,000	2002	2004	373,000 SF Class A Office in Downtown San Diego. Oversaw partial lease-up, tenant build-out, management, and disposition of property to GE Real Estate.
San Juan Vistas San Juan Capistrano, CA	Office	Land Entitlement	\$2,335,000	2002	2004	78,000 SF - 8 small office buildings for sale. Processed entitlements through planning commission approval; sold entitled project to outside developer.