

PROGRESSIVE

REAL ESTATE PARTNERS
The Inland Empire's #1 Retail Brokerage



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Greetings, and Happy New Year!

Despite what you may have heard about "doom and gloom" in retail real estate, 2017 was actually a great year for retail sector. The firm I work for, Progressive Real Estate Partners, had its best year ever, and I also had my best year, as well!

Since we are focused solely on retail real estate, we keep a close pulse on the market, and I can assure you that retail isn't going away anytime soon. However, it's undergoing significant change. We are seeing the disappearance of many stores selling physical goods, but they are being replaced by service businesses such as restaurants, entertainment, and medical uses.

I recently re-read a great book called "Give and Take," by Adam Grant, a professor at the Wharton School of Business. The book's premise is that the top performers in sales and in life are typically "givers," meaning that they are generous in giving to others (without being a doormat, of course). I always try to keep this principle in mind as I conduct my business. My goal is to help as many people as I can, and I know that my business will grow as a result.

So, how can I help you? My colleagues and I have many resources that may be of use to you. Here are just a few examples of how we can help.

1. **Property valuation** - what is your property worth today?
2. **Property leasing** - are you dealing with a vacant space that you have difficulty filling?
3. **Vendor referral** - are you looking for a contractor? Electrician? A new commercial lender? We have contacts in our database that we can refer you to.
4. **Rental or sale comps** - how much have others been paying for recent rental or sale transactions near your property?
5. **Market overview** - what is happening in real estate in the Inland Empire, your county, or your city? How is the economy doing in the IE?

These are just a few examples. Whatever challenges you are facing with your retail property, give me a call and I will be glad to help. My I can be reached at (909) 230-4500 or mike@progressiverep.com.

Best wishes for a great 2018!

Sincerely,



Mike Lin

PS. Please don't feel like you're inconveniencing me if you'd like help with one of the items above. That's my job! Shoot me an email or a phone call and I'd be glad to help.

RETAIL PROPERTIES CURRENTLY FOR SALE IN THE WESTERN INLAND EMPIRE (\$1.5MM+)

Address	City	Zip	Name/Description	Sale		Bldg SF	Price Per SF	Cap Rate	Land Area (AC)	On Market Since
				Status	Asking Price					
276 E 9th St	Upland	91786	The Grove Theatre	Active	\$ 1,500,000	14,388	\$ 104.25		0.30	5/10/2017
600-604 S Garey Ave	Pomona	91766	Street retail: restaurant, pet grooming, barber, lawyer, e-Cigs	Active	\$ 1,800,000	5,633	\$ 319.55	4.25%	0.43	6/20/2017
409 W 6th St	Corona	92882	Son's Auto Center	Active	\$ 1,950,000	12,473	\$ 156.34		0.74	10/26/2017
2250 S Archibald Ave	Ontario	91761	Three tenant strip: Karate studio, Deli, Lebanese Cuisine	Active	\$ 1,985,000	5,484	\$ 361.96	5.50%	0.68	11/1/2017
1141 N Mountain Ave	Ontario	91762	Joanne's Café restaurant	Active	\$ 2,100,000	3,269	\$ 642.40		0.49	6/21/2017
8790 Central Ave	Montclair	91763	New single tenant Fatburger	Active	\$ 2,148,000	2,793	\$ 769.07	5.00%	0.63	10/17/2017
4948-4962 Holt Ave	Montclair	91763	Massage, Salon, MetroPCS	Active	\$ 2,180,000	8,200	\$ 265.85		0.71	3/21/2017
2880 N Garey Ave	Pomona	91767	Harrison Garey Plaza	Active	\$ 2,250,000	9,639	\$ 233.43	7.56%	0.68	12/7/2017
750 N Ferrari Ln	Ontario	91764	Ortho Mattress at Ontario Mills	Active	\$ 2,500,000	6,000	\$ 416.67	6.36%	0.76	11/1/2017
5030 E 4th St	Ontario	91764	4 tenant strip center: Waba Grill, Subway, Baron HR, Flooring store	Active	\$ 2,745,000	5,400	\$ 508.33	5.50%	1.03	10/30/2017
1714 S Euclid Ave	Ontario	91762	Former Cardenas supermarket	Active	\$ 2,900,000	24,000	\$ 120.83		1.92	9/11/2017
2741 S Towne Ave	Pomona	91766	Globe Oil Co. gas station	Active	\$ 3,150,000	3,154	\$ 998.73	5.71%	1.08	2/10/2017
1261 W Foothill Blvd	Upland	91786	3 tenant strip center: Pizza Hut, Yoshinoya, Vision center	Active	\$ 3,372,800	5,520	\$ 611.01	5.25%	0.47	11/28/2017
4155 Inland Empire Blvd	Ontario	91764	Cort furniture at Ontario Mills	Active	\$ 3,500,000	8,036	\$ 435.54	5.83%	1.57	12/2/2016
601 E Holt Ave	Pomona	91767	Single-tenant Fallas; 10 yrs on lease	Active	\$ 3,840,000	30,650	\$ 125.29	6.50%	1.43	6/1/2017
2407 Valley Blvd	Pomona	91768	Strip center: Laundromat, pizza, bookstore, tacos, etc.	Active	\$ 3,890,000	11,720	\$ 331.91	4.17%	0.64	10/5/2017
1700 W Holt Ave	Pomona	91768	Thee Chateau Restaurant and Banquet Hall	Active	\$ 3,950,000	14,314	\$ 275.95	6.35%	1.47	10/19/2017
197 E 2nd St	Pomona	91766	4-level restaurant/lounge in downtown	Active	\$ 4,300,000	20,000	\$ 215.00	6.00%	0.10	3/17/2017
1535 E Ontario Ave	Corona	92881	4 tenant strip ctr. Mex. rest. drive -thru Kickboxing, Salon, Sports Bar	Active	\$ 4,320,000	8,112	\$ 532.54	5.00%	1.27	8/21/2017
939 W 6th St	Corona	92882	VCA Animal Hospital; 5 yrs on lease	Active	\$ 4,369,936	8,911	\$ 490.40	5.86%	0.34	11/29/2017
4551 Mills Cir	Ontario	91764	Chevy's Fresh Mex	Active	\$ 4,400,000	7,988	\$ 550.83	5.05%	1.91	10/30/2017
10410 Ramona Ave	Montclair	91763	Laundromat, liquor store, restaurant. Businesses included	Active	\$ 4,600,000	8,470	\$ 543.09		0.91	5/27/2017
4175 Inland Empire Blvd	Ontario	91764	Bassett Furniture	Active	\$ 5,800,000	16,000	\$ 362.50	6.33%	1.23	11/1/2017
5536-5546 Philadelphia St	Chino	91710	Chino Promenade: Movie theater, pizza, sushi	Active	\$ 7,770,000	39,500	\$ 196.71	6.50%	3.39	7/16/2017
1379-1399 E Foothill Blvd (2 Prop)	Upland	91786	Village Grove Square - Dollar Tree anchored, incl. Jiffy Lube	Active	\$ 11,988,000	47,677	\$ 251.44	6.00%	4.28	8/18/2017
1028 N Mountain Ave	Upland	91786	Smart & Final, Planet Fitness; 12 yrs on lease	Active	\$ 13,830,400	49,968	\$ 276.79	5.60%	1.64	8/22/2017
9710-9880 Central Ave.	Montclair	91763	Montclair Town Center - 24 Hr Fit, Bank of America, Dollar General	Active	\$ 19,500,000	96,612	\$ 201.84	6.42%	9.67	10/11/2017
1348-1438 W 7th St	Upland	91786	Upland Freeway Ctr	Active	\$ 21,052,000	116,061	\$ 181.39	6.75%	7.63	5/30/2017

Do you find this report useful? If you have any suggestions on how I can make the data more relevant for you, please let me know!

RETAIL PROPERTIES SOLD IN THE WESTERN INLAND EMPIRE IN THE PAST 12 MONTHS OVER \$1.5MM

Address	City	Zip	Property Name/Description	Sale Status	Sale Price	Bldg SF	Price Per SF	Actual Cap	Land Area	Sale Date
								Rate	AC	
110-112 Harvard Ave	Claremont	91711	Street retail property	Sold	\$ 2,100,000	5,854	\$ 358.73		0.15	12/12/2017
813-907 W Foothill Blvd (5 Properties)	Upland	91786	Upland Town Square - Sprouts-anchored center	Sold	\$ 31,700,000	100,263	\$ 316.17	5.19%	8.43	11/6/2017
1292-1296 Border Ave (3 Properties)	Corona	92882	Part of Village Grove Plaza - Stater Bros anchored center	Sold	\$ 4,650,000	27,106	\$ 171.55		2.49	10/31/2017
4234 Holt Blvd	Montclair	91763	Arirang Plaza - Laundromat, BBQ restaurant, barber shop	Sold	\$ 2,000,000	9,352	\$ 213.86	7.2%	0.96	10/5/2017
911 N Milliken Ave	Ontario	91674	Arco AM/PM	Sold	\$ 3,670,000	2,811	\$ 1,305.59		1.09	9/28/2017
2098 S Garey Ave	Pomona	91766	Jack In The Box	Sold	\$ 3,550,000	2,612	\$ 1,359.11	4.5%	0.65	9/20/2017
910 W Ontario Ave	Corona	92882	Rite Aid	Sold	\$ 9,700,000	15,341	\$ 632.29	5.03%	0.77	9/19/2017
160 W Foothill Blvd	Upland	91786	Citibank	Sold	\$ 2,700,000	4,291	\$ 629.22	4.65%	0.3	9/14/2017
284 Dupont St (3 Properties)	Corona	92879	McKinley Crossroads (24Hr Fitness, Simply Fresh, etc)	Sold	\$ 24,675,000	202,134	\$ 122.07		13.54	9/12/2017
110 Hidden Valley Pky	Norco	92860	Hidden Valley Shops (Rubio's, Papa Johns', Gamestop, etc)	Sold	\$ 4,300,000	9,000	\$ 477.78	5.85%	0.72	9/5/2017
80 N Euclid Ave	Upland	91786	IHOP	Sold	\$ 2,400,000	4,480	\$ 535.71		0.72	9/1/2017
517-521 N Euclid Ave (2 Properties)	Ontario	91762	Street retail (China Jade Gallery, Groomatorium)	Sold	\$ 1,561,000	10,772	\$ 144.91		0.43	8/29/2017
4701-4737 Holt Blvd (12 Properties)	Montclair	91763	Retail/Industrial Center	Sold	\$ 9,400,000	119,199		6.75%	42.26	8/24/2017
508 S Smith Ave (2 Properties)	Corona	92882	Smith Avenue Retail Center	Sold	\$ 3,900,000	31,663	\$ 123.17	6.3%	1.89	8/24/2017
1199 E Holt Ave (2 Properties)	Pomona	91767	Strip center plus Mexican Restaurant	Sold	\$ 2,280,000	14,140	\$ 161.24	4.74%	1.75	7/31/2017
12325 Mountain Ave	Chino	91710	Black Bear Diner	Sold	\$ 3,600,000	5,768	\$ 624.13	5.18%	1.12	7/27/2017
14589-14599 Ramona Ave (Building F)	Chino	91710	Shops to Home Depot, JCPenney: Elite Salon, Solus Clothing	Sold	\$ 3,000,000	11,327	\$ 264.85		1.47	7/20/2017
3833 Grand Ave (13 Properties)	Chino	91710	Chino Spectrum Towne Center	Sold	\$ 144,000,000	456,188		5.5%	40.07	7/18/2017
2522-2536 S Grove Ave (7 Properties)	Ontario	91761	Grove Plaza - 99Cent Only, dd's Discounts, and shops	Sold	\$ 16,007,500	88,272	\$ 181.34	4%	9.57	7/17/2017
1443 W 6th St (3 Properties)	Corona	92882	Automotive Plaza	Sold	\$ 5,680,000	48,998	\$ 115.92	6.22%	2.9	6/30/2017
2641-2681 Green River Rd (6 Properties)	Corona	92882	Sierra Del Oro Towne Centre - Ralphs Anchor	Sold	\$ 28,600,000	113,234	\$ 252.57	6.05%	66	6/21/2017
14671-14683 Ramona Ave (Building D)	Chino	91710	Shops to Home Depot, JCPenney: Yoga, Chiro, Juice Shop, etc	Sold	\$ 3,700,000	12,069	\$ 306.57	6.08%	1.58	6/19/2017
2057 Rancho Valley Rd	Pomona	91766	Planet Fitness, Jamba Juice, UPS Store, Waba, Wingstop	Sold	\$ 8,803,000	23,876	\$ 368.70	5.7%	1.96	6/15/2017
2295 N Garey (Part of Portfolio)	Pomona	91767	Mobil gas station (part of portfolio of 3 gas stations)	Sold	\$ 1,866,605	1,540	\$ 1,212.08		0.48	6/14/2017
4943-4949 Holt Blvd	Montclair	91763	Barbershop, salon, vacant land	Sold	\$ 1,800,000	10,000	\$ 180.00	11.35%	3.41	6/1/2017
5225-5247 Arrow Hwy	Montclair	91763	Shops to Target & Best Buy: Gen BBQ, Salon, Optometrist, Nails	Sold	\$ 6,600,000	18,106	\$ 364.52	5.85%	2.3	5/31/2017
606 W Holt Blvd	Ontario	91762	DD's Discounts	Sold	\$ 4,400,000	21,964	\$ 200.33	6.24%	1.96	5/31/2017
1390 W 6th St (4 Properties)	Corona	92882	Corona Sun Plaza - Fast food, day care, etc	Sold	\$ 4,500,000	49,181	\$ 91.50	6.12%	12.84	5/31/2017
2037 Rancho Valley Dr	Pomona	91766	Golden Corral	Sold	\$ 4,063,000	11,087	\$ 366.47	4.7%	2.95	5/22/2017
1185-1195 E Magnolia Ave	Corona	92879	Temescal Village Plaza: CVS, Citibank, Carl's Jr (Stater Bros NAP)	Sold	\$ 16,950,000	63,606	\$ 266.48		4.38	5/2/2017
121 E Foothill Blvd (5 Properties)	Upland	91786	Upland Village Center	Sold	\$ 18,500,000	153,000	\$ 120.92		7.76	5/2/2017
13815 Peyton Dr	Chino Hills	91709	KinderCare	Sold	\$ 4,800,000	9,640	\$ 497.93	5.45%	1.59	4/28/2017
2160 Euclid Ave	Ontario	91762	Shell gas station	Sold	\$ 2,900,000	1,800	\$ 1,611.11		0.4	4/28/2017
295 E Holt Ave (Part of Portfolio)	Pomona	91767	Huntington Park Car Wash	Sold	\$ 3,150,853	3,000	\$ 1,050.28		0.32	4/7/2017
3999 E Inland Empire Blvd	Ontario	91764	Banner Bank	Sold	\$ 4,055,000	18,024	\$ 224.98		1.24	3/31/2017
1542 W Holt Ave	Pomona	91768	El 7 Mares Restaurant	Sold	\$ 1,755,000	8,120	\$ 216.13		1.3	3/28/2017
2598 S Archibald Ave	Ontario	91761	Century 21, Pizza Hut, Waba Grill. 24Hr Fit center	Sold	\$ 7,300,000	18,094	\$ 403.45	5.8%	2.12	3/13/2017
611 E Holt Ave	Pomona	91767	Rite Aid	Sold	\$ 4,850,000	16,708	\$ 290.28	5.75%	1.43	2/10/2017
1371 E Foothill Blvd	Upland	91786	Del Taco	Sold	\$ 3,225,000	1,875	\$ 1,720.00	4.2%	0.64	1/19/2017
2896 Hamner Ave	Norco	92860	Carl's Jr	Sold	\$ 2,225,000	2,474	\$ 899.35	4.49%	0.66	1/18/2017
10385 Central Ave	Montclair	91763	Enterprise Rent-a-Car	Sold	\$ 2,300,000	17,528	\$ 131.22		2.39	1/13/2017
404-426 N Euclid Ave	Ontario	91762	Former furniture store and bank	Sold	\$ 2,625,656	64,002	\$ 41.02		2.5	1/6/2017

These recently sold properties help to determine the value of other nearby properties.

**PROPERTY VALUES ARE AT ALL-TIME HIGHS.
DO YOU KNOW WHAT YOUR PROPERTY IS WORTH?
CALL ME FOR A COMPLIMENTARY VALUATION!**