



COMMERCIAL PARTNERS
NORTH

SALE PROPOSAL

The Mobi Building

64 S Park Street, San Francisco, CA 94107

Presented To:

Enter Client Name

Client Company Name
December 10, 2020

Presented By:

Kristopher Krisko	Kevin Reed
Principal	Principal
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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Commercial Partners, LLC in compliance with all applicable fair housing and equal opportunity laws.

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COMMERCIAL PARTNERS
NORTH

SECTION 1

PROPERTY INFORMATION





EXECUTIVE SUMMARY



OFFERING SUMMARY

Sale Price:	\$2,000,000
Building Size:	410,000 SF
Available SF:	5,000 - 20,000 SF
Lot Size:	0.5 Acres
Number of Units:	89
Price / SF:	\$4.88
Year Built:	2006
Renovated:	2011
Zoning:	B-1 / B-2
Market:	San Francisco Metro
Submarket:	Silicon Valley

PROPERTY OVERVIEW

The Mobi Building is an exceptional office opportunity for technology companies looking for a state-of-the-art campus environment. The building has excellent amenities and tenant services, perfect for long hours at the office. The campus is comprised of three buildings - The Mobi which was built in 2010 and offers 12 floors of open office space. The Mobi II which was added in 2012 and houses the campus cafeteria and recreational space with ping pong rooms, a bowling alley and open space that can be transformed as you like. The third building, The Mobi III, is the newest addition to the campus and was built in 2014. It offers more offices and conference room areas as well as a large amphitheater for conferences and events. All buildings are equipped with the best technology and optimized for connectivity.

PROPERTY HIGHLIGHTS

- Located in the heart of the Financial District
- Institutional ownership and management
- LEED® EBOM Gold certified building
- 3 story historical Conservatory



PROPERTY DESCRIPTION



PROPERTY DESCRIPTION

The Mobi Building is an exceptional office opportunity for technology companies looking for a state-of-the-art campus environment. The building has excellent amenities and tenant services, perfect for long hours at the office. The campus is comprised of three buildings - The Mobi which was built in 2010 and offers 12 floors of open office space. The Mobi II which was added in 2012 and houses the campus cafeteria and recreational space with ping pong rooms, a bowling alley and open space that can be transformed as you like. The third building, The Mobi III, is the newest addition to the campus and was built in 2014. It offers more offices and conference room areas as well as a large amphitheater for conferences and events. All buildings are equipped with the best technology and optimized for connectivity.

LOCATION DESCRIPTION

An exceptional location both for business and life after-hours, The Mobi Building is directly across the street from the ballpark. This venue also hosts concerts, collegiate sports and other entertainment events throughout the year. Dining in is easy with a full-service grocery store located one block from the campus. Choose from the many restaurants that cater equally to the weekday and weekend crowds, with outdoor decks, weekend brunch, and a sizzling night scene. Outdoor recreation is a highlight of the area.

PARKING DESCRIPTION

There is a staffed, subterranean garage on-site that offers daily and monthly parking for tenants, and daily parking for visitors. The current rate is \$280/month. In the future the Mobi Building garage will be on a full valet system, with state-of-the-art car tracking system including a call ahead service.



COMPLETE HIGHLIGHTS



LOCATION INFORMATION

Building Name	The Mobi Building
Street Address	64 S Park Street
City, State, Zip	San Francisco, CA 94107
County	San Francisco
Market	San Francisco Metro
Sub-market	Silicon Valley
Cross-Streets	Liberty & Cadwalader
Signal Intersection	No

BUILDING INFORMATION

Building Class	A
Occupancy %	100.0%
Tenancy	Multiple
Number of Floors	12
Average Floor Size	40,000 SF
Year Built	2006
Year Last Renovated	2011
Gross Leasable Area	466,000 SF
Construction Status	Existing
Framing	Steel Frame
Roof	Flat
Free Standing	Yes



ADDITIONAL PHOTOS





COMMERCIAL PARTNERS
NORTH

SECTION 2

LOCATION INFORMATION





THE MOBI BUILDING

64 S Park Street
San Francisco, CA 94107

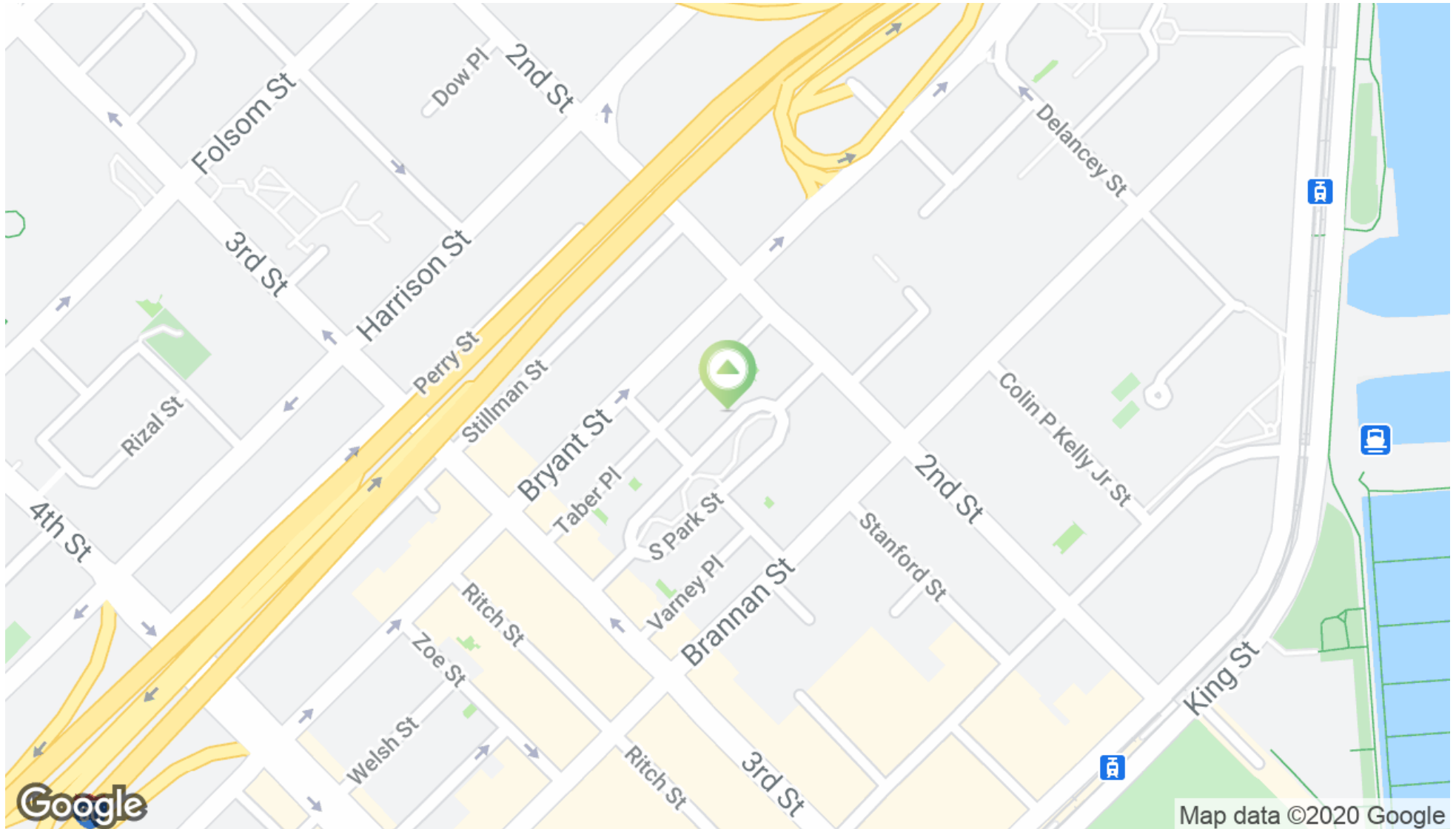
REGIONAL MAP



312.992.0786 // 325 W. HURON ST. CHICAGO, IL 60654 // COMMERCIALPARTNERS.COM

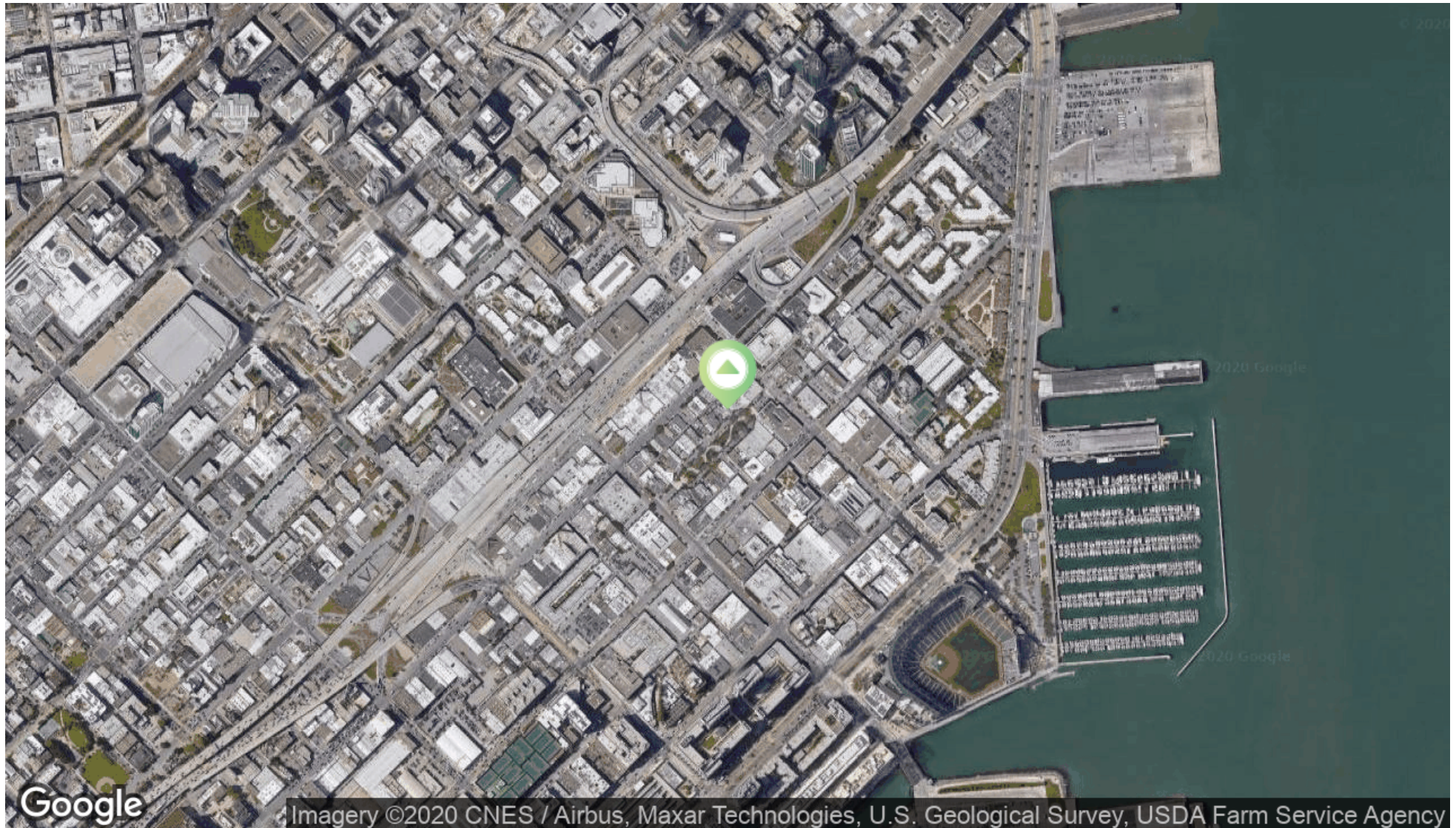


LOCATION MAPS





AERIAL MAPS





COMMERCIAL PARTNERS
NORTH

SECTION 3

FINANCIAL ANALYSIS





FINANCIAL SUMMARY

INVESTMENT OVERVIEW

2012

Price	\$2,000,000
Price per SF	\$4.88
CAP Rate	-
Cash-on-Cash Return (yr 1)	- %
Total Return (yr 1)	-
Debt Coverage Ratio	-

OPERATING DATA

2012

Gross Scheduled Income	\$20,626,288
Other Income	\$746,736
Total Scheduled Income	-
Vacancy Cost	-
Gross Income	-
Operating Expenses	-
Net Operating Income	-
Pre-Tax Cash Flow	-

FINANCING DATA

2012

Down Payment	-
Loan Amount	-
Interest Rate	-%
Amortization Schedule	- Years
Debt Service	-
Debt Service Monthly	-
Principal Reduction (yr 1)	-



INCOME & EXPENSES

INCOME SUMMARY	2012	PER SF
Expense Reimbursements	\$315,087	\$0.77
HVAC OT Income	\$12,090	\$0.03
Access Card Income	\$423	\$0.00
Parking Income	\$97,328	\$0.24
Additional Parking Income	\$0	\$0.00
Base Rent Abatement Reimb.	\$465,824	\$1.14
Conference Room Income	\$1,814	\$0.00
Gross Income	\$9,207,653	\$22.46
EXPENSE SUMMARY	2012	PER SF
Payroll & Benefits	\$253,752	\$0.62
Leasing Commissions	\$333,479	\$0.81
Tenant Improvements	\$599,364	\$1.46
Property Taxes	\$956,420	\$2.33
Utilities	\$816,156	\$1.99
Security	\$188,072	\$0.46
Administrative	\$34,920	\$0.09
Marketing/Promotions	\$9,722	\$0.02
Cleaning	\$338,109	\$0.82
Management Fee	\$153,412	\$0.37
Insurance	\$342,701	\$0.84
Repairs & Maintenance	\$371,655	\$0.91
Capital Reserves	\$35,182	\$0.09
Gross Expenses	\$4,432,944	\$10.81
Net Operating Income	-	-



COMMERCIAL PARTNERS
NORTH

SECTION 4

SALE COMPARABLES





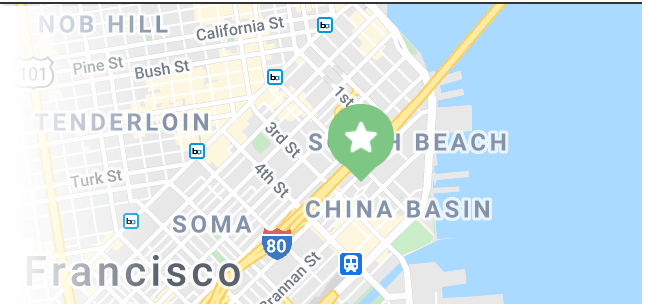
SALE COMPS



SUBJECT PROPERTY

64 S Park Street | San Francisco, CA 94107

Sale Price:	\$2,000,000	Lot Size:	0.5 AC
Year Built:	2006	Building	410,000 SF
Price PSF:	\$4.88		



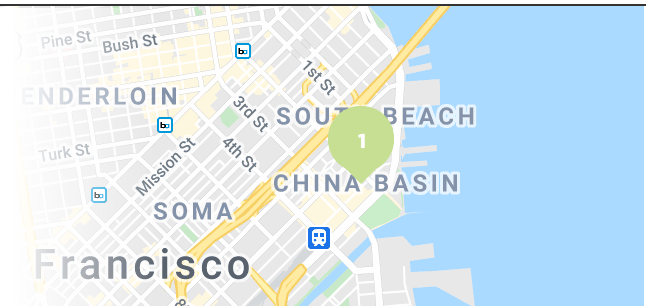
1



WATERSIDE OFFICE CENTER

2-98 Stanford Street | San Francisco, CA 94107

Sale Price:	\$64,000,000	Lot Size:	1.5 Acres
Year Built:	2001	Building SF:	2,300,000 SF
Price PSF:	\$27.83	CAP:	10.1%
Closed:	09/02/2012	Occupancy:	99%
NOI:	\$2,245,678		



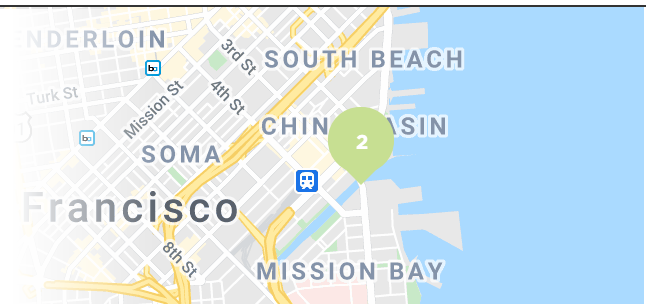
2



THE IMPERIAL OFFICE BUILDING




1200 3rd Street | San Francisco, CA 94107

Sale Price:	\$53,500,000	Lot Size:	1.3 Acres
Year Built:	1988	Building SF:	2,100,000 SF
Price PSF:	\$25.48	CAP:	8.9%
Closed:	02/17/2014	Occupancy:	95%
NOI:	\$2,350,000		





SALE COMPS SUMMARY

	SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	CAP	# OF UNITS	
	The Mobli Building 64 S Park Street San Francisco, CA 94107	\$2,000,000	410,000 SF	\$4.88	-	89	
	SALE COMPS	PRICE	BLDG SF	PRICE/SF	CAP	# OF UNITS	CLOSE
1	 Waterside Office Center 2-98 Stanford Street San Francisco, CA 94107	\$64,000,000	2,300,000 SF	\$27.83	10.1%	18	09/02/2012
2	 The Imperial Office Building 1200 3rd Street San Francisco, CA 94107	\$53,500,000	2,100,000 SF	\$25.48	8.9%	22	02/17/2014
		PRICE	BLDG SF	PRICE/SF	CAP	# OF UNITS	CLOSE
	Totals/Averages	\$58,750,000	2,200,000 SF	\$26.70	9.5%	20	



SALE COMPS MAP



SUBJECT PROPERTY

64 S Park Street | San Francisco, CA 94107

1

WATERSIDE OFFICE CENTER

2-98 Stanford Street
San Francisco, CA 94107

2

THE IMPERIAL OFFICE BUILDING

1200 3rd Street
San Francisco, CA 94107



COMMERCIAL PARTNERS
NORTH

SECTION 5

RENT COMPARABLES





THE MOBI BUILDING

64 S Park Street
San Francisco, CA 94107

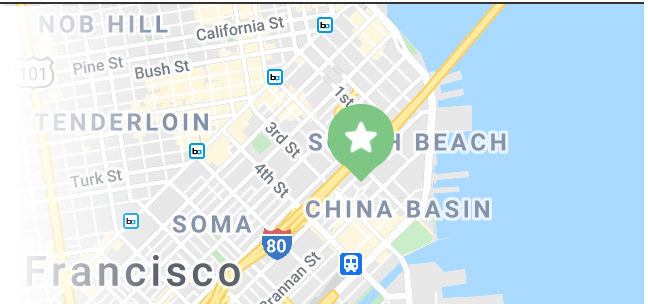
RENT COMPS



SUBJECT PROPERTY

64 S Park Street | San Francisco, CA 94107

Lease Rate:	\$26.00 - 29.00 / SF	Lease Type:	MG
Space Size:	5,000 - 20,000 SF	Year Built:	2006
Lot Size:	0.5 AC	No. Units:	89



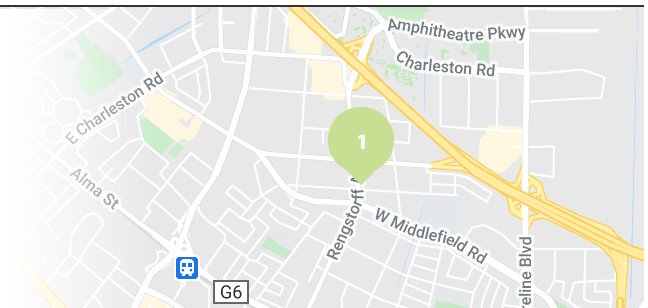
1



701 N RENGSTORFF AVE

Mountain View, CA 94043

Lease Type:	Gross	Space Size:	138,288 SF
Year Built:	1962	Bldg Size:	150,313 SF
Lot Size:	1.2 AC	No. Units:	188
Avg. Size:	735 SF	Occupancy:	92%
Avg. Rent/SF:	\$2.90	Avg. Rent:	\$2,130



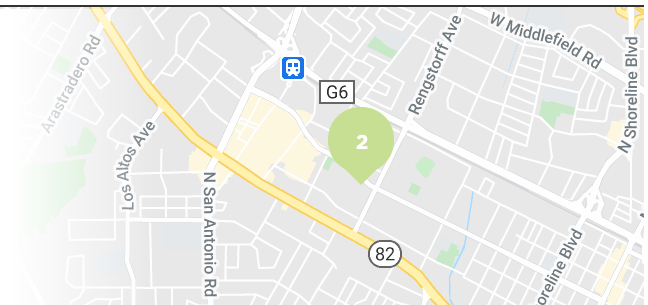
2



2101 CALIFORNIA STREET




Mountain View, CA 94043

Lease Type:	Gross	Space Size:	72,280 SF
Year Built:	1966	Bldg Size:	214,000 SF
Lot Size:	0.75 AC	No. Units:	88
Avg. Size:	821 SF	Occupancy:	94%
Avg. Rent/SF:	\$3.96	Avg. Rent:	\$3,249



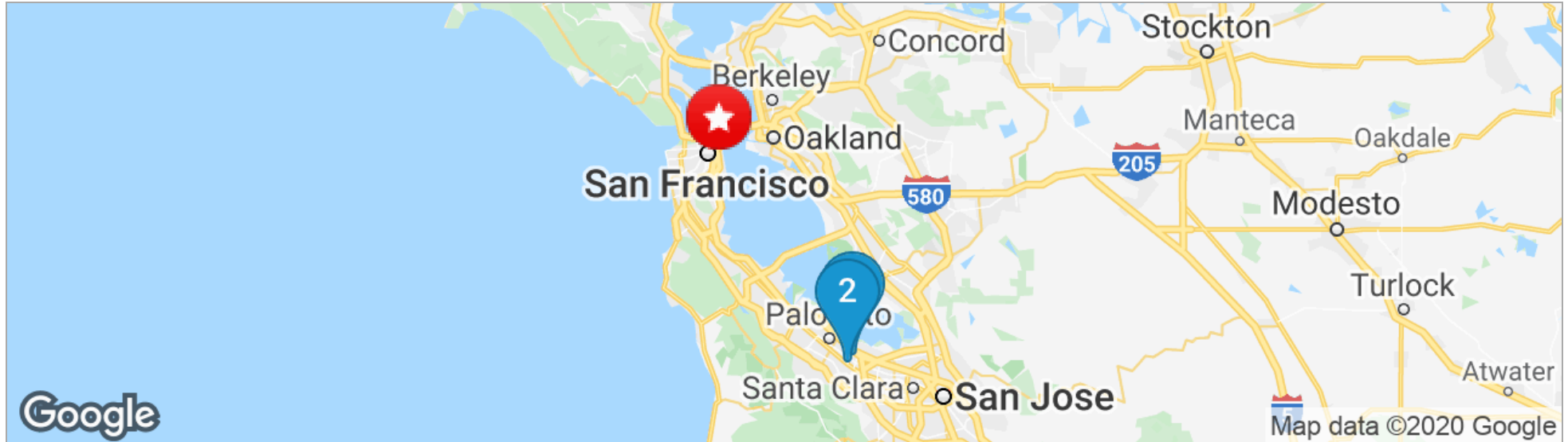


RENT COMPS SUMMARY

	SUBJECT PROPERTY	PRICE/SF/YR	AVAILABLE SF	BLDG SF	# OF UNITS	OCCUPANCY %
	The Mobli Building 64 S Park Street San Francisco, CA 94107	\$26.00 - 29.00 SF/yr (MG)	5,000 - 20,000 SF	410,000 SF	89	100.0%
	RENT COMPS	PRICE/SF/YR	AVAILABLE SF	BLDG SF	# OF UNITS	OCCUPANCY %
	North Park Apartments 701 N Rengstorff Ave Mountain View, CA 94043	-	138,288 SF	150,313 SF	188	92%
	Park Place South 2101 California Street Mountain View, CA 94043	-	72,280 SF	214,000 SF	88	94%
Totals/Averages		\$0.00	105,284 SF	182,157 SF	138	93%



RENT COMPS MAP



SUBJECT PROPERTY

64 S Park Street | San Francisco, CA 94107

1

NORTH PARK APARTMENTS

701 N Rengstorff Ave
Mountain View, CA 94043

2

PARK PLACE SOUTH

2101 California Street
Mountain View, CA 94043



COMMERCIAL PARTNERS
NORTH

SECTION 6

DEMOGRAPHICS





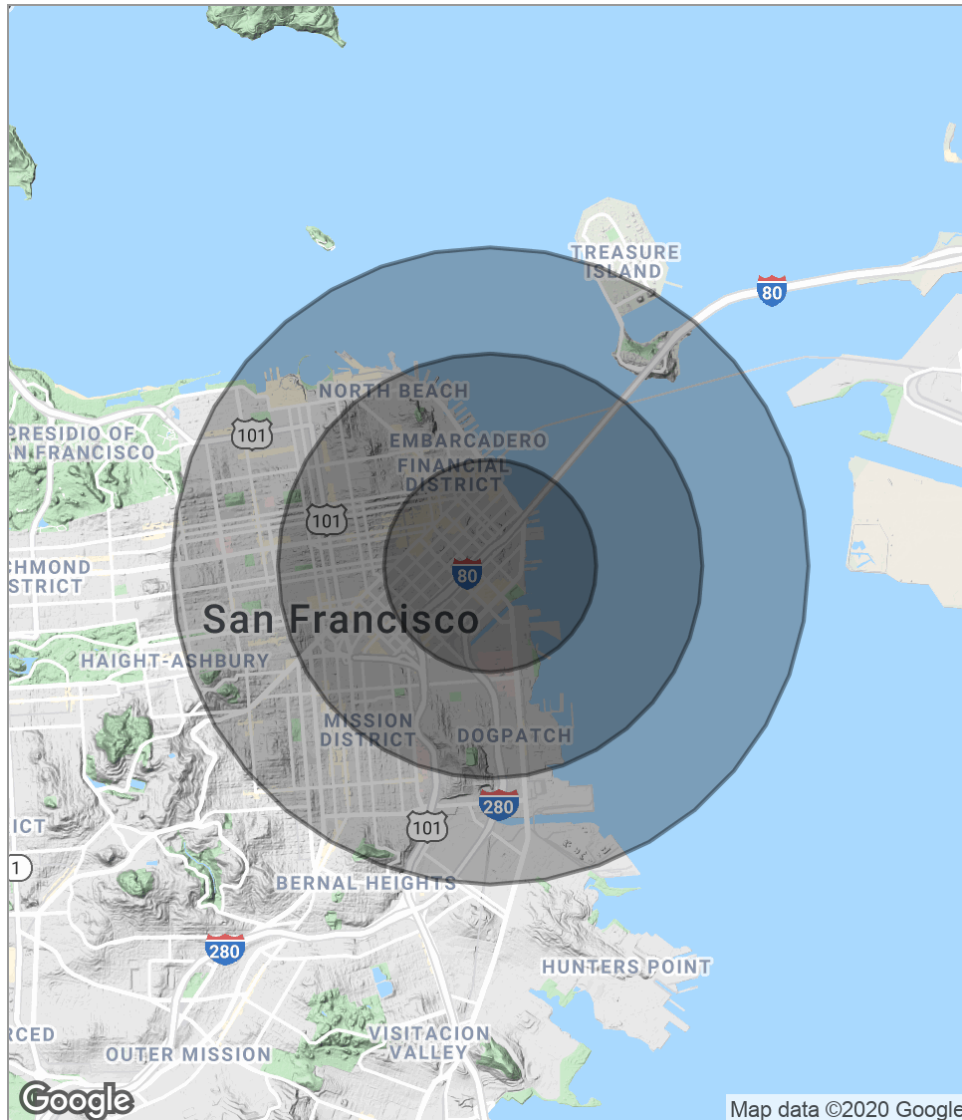
DEMOGRAPHICS REPORT

	1 MILE	2 MILES	3 MILES
Total population	29,453	166,330	336,355
Median age	41.0	41.1	38.8
Median age (male)	40.0	41.1	38.8
Median age (female)	40.8	40.8	38.6
Total households	15,743	89,419	173,899
Total persons per HH	1.9	1.9	1.9
Average HH income	\$119,628	\$80,369	\$91,615
Average house value	\$809,515	\$811,596	\$838,553
Total Population - White	14,430	77,716	192,675
% White	49.0%	46.7%	57.3%
Total Population - Black	2,396	9,786	21,348
% Black	8.1%	5.9%	6.3%
Total Population - Asian	10,368	63,696	91,621
% Asian	35.2%	38.3%	27.2%
Total Population - Hawaiian	134	648	978
% Hawaiian	0.5%	0.4%	0.3%
Total Population - American Indian	123	1,141	2,153
% American Indian	0.4%	0.7%	0.6%
Total Population - Other	1,024	7,962	16,577
% Other	3.5%	4.8%	4.9%
Total Population - Hispanic	2,486	20,413	55,640
% Hispanic	8.4%	12.3%	16.5%

Data provided by the U.S. Census Bureau



DEMOGRAPHICS MAP



POPULATION	1 MILE	2 MILES	3 MILES
Total population	29,453	166,330	336,355
Median age	41.0	41.1	38.8
Median age (male)	40.0	41.1	38.8
Median age (Female)	40.8	40.8	38.6
HOUSEHOLDS & INCOME	1 MILE	2 MILES	3 MILES
Total households	15,743	89,419	173,899
# of persons per HH	1.9	1.9	1.9
Average HH income	\$119,628	\$80,369	\$91,615
Average house value	\$809,515	\$811,596	\$838,553
ETHNICITY (%)	1 MILE	2 MILES	3 MILES
Hispanic	8.4%	12.3%	16.5%
RACE (%)	1 MILE	2 MILES	3 MILES
White	49.0%	46.7%	57.3%
Black	8.1%	5.9%	6.3%
Asian	35.2%	38.3%	27.2%
Hawaiian	0.5%	0.4%	0.3%
American Indian	0.4%	0.7%	0.6%
Other	3.5%	4.8%	4.9%

* Demographic data derived from 2010 US Census

SECTION 7

ABOUT COMMERCIAL PARTNERS





ABOUT THE COMPANY

Commercial Partners is a full-service commercial real estate firm.

The mission of Commercial Partners has always been to put our client's needs above anything else since founding in 2006. We accomplish our core value on a daily basis by leading with respect and integrity, as well as striving for professional and personal excellence. As a client of Commercial Partners North, you will always be treated with honesty, professionalism and respect.

At Commercial Partners, we specialize in multi-family, retail, office and industrial real estate in the Chicagoland area. Whether you need project leasing, tenant representation, disposition, development or consulting, we have extensive expertise to find you the right fit for any of your commercial real estate needs

Services Include:

- Landlord/Owner Representation
- Tenant/Buyer Representation
- Project Consultation
- Facility Management Services
- Construction Services

We're experienced professionals.

Because of our day-in and day-out presence in the Chicagoland market, we have a comprehensive database and rapport with clients and properties. Our commercial real estate professionals have more than 10 years of experience within the Chicago territory. Executing a marketing plan that is unique to each client and each property, we work to optimize your goals with the pinnacle of detail and attention.



COMMERCIAL PARTNERS
NORTH

SECTION 8

MARKETING





MARKETING TIMELINE

Each client's marketing plan is tailored to the specific property for the most successful result possible. Below is a sample plan from which we derive the specific property's marketing plan. Our marketing team has over 30 years combined of training and experience to plan the most lucrative program.





SAMPLE MARKETING - DOCUMENTS

Brochure and Flyer

For each property, we create a professionally designed brochure and/or flyer that will be printed and sent to prospects both on high-quality cardstock paper and digitally. In the brochure, we include property photos, key listing highlights, demographics, retailer map of stores nearby, building site plan, aerial photographs, proposed development plans and contact information. Each brochure layout is adapted to the specific property to maximize the specific advantages of each listing.

Offering Memorandum

To introduce an opportunity to potential investors, we create a professional and thorough offering memorandum with everything an investor would want to see before investing in the property. The basics of your property are the photos, details, retailer maps, aerial shots, comparables, site plans and demographics. Where we outperform others is with our market, city and state analysis; financials cash flow projections; and tenant summary. By doing our research and showcasing the desirability of the property and area, we close deals faster and win you more money.

The image displays two sample marketing documents for 'The Mobi Building' at 64 S Park Street, San Francisco. The top document is a brochure/flyer with a green header featuring the 'CP COMMERCIAL PARTNERS NORTH' logo. It prominently displays 'FOR LEASE' and the building's name and address. The bottom document is an offering memorandum, also with a green header, featuring the same logo and address. It includes an 'EXECUTIVE SUMMARY' section with a photograph of the building and a map of the surrounding area. The map labels include FINANCIAL DISTRICT, BELDEN PLACE, THE EAST CUT, RINCON HILL, YERBA BUENA, SOUTH PARK, SOMA, and CHINA BASIN. The offering memorandum also contains an 'OFFERING SUMMARY' table and a 'PROPERTY OVERVIEW' section.

FOR LEASE

The Mobi Building
64 S Park Street, San Francisco, CA 94107

CP COMMERCIAL PARTNERS NORTH

EXECUTIVE SUMMARY

OFFERING SUMMARY

Available SF:	5,000 - 20,000 SF
Lot Size:	0.5 Acres
Year Built:	2006
Building Size:	410,000 SF
Renovated:	2011
Zoning:	B-1 / B-2
Market:	San Francisco Metro
Submarket:	Silicon Valley
Traffic Count:	25,000

PROPERTY OVERVIEW

The Mobi Building represents an exceptional opportunity for office, life science and technology companies seeking to combine a campus environment, a waterfront location, and superior tenant services and amenities. The campus is comprised of three structures, the six story Newmark Building built in 1922, the three story Bousfield Building built in 2004 and the two story Addition built atop of the Bousfield Building in 2008 utilizing base isolation seismic technology.

PROPERTY HIGHLIGHTS

- Lease space is divisible
- Located in the heart of the Financial District
- Institutional ownership and management
- LEED® EBOM Gold certified building
- 3 story historical Conservatory
- Direct building elevator access
- On-site Club One fitness facility
- Blocks from the city's major software and technology high growth companies

Presented By:
Kristopher Krisko **Kevin Reed**
Principal Principal
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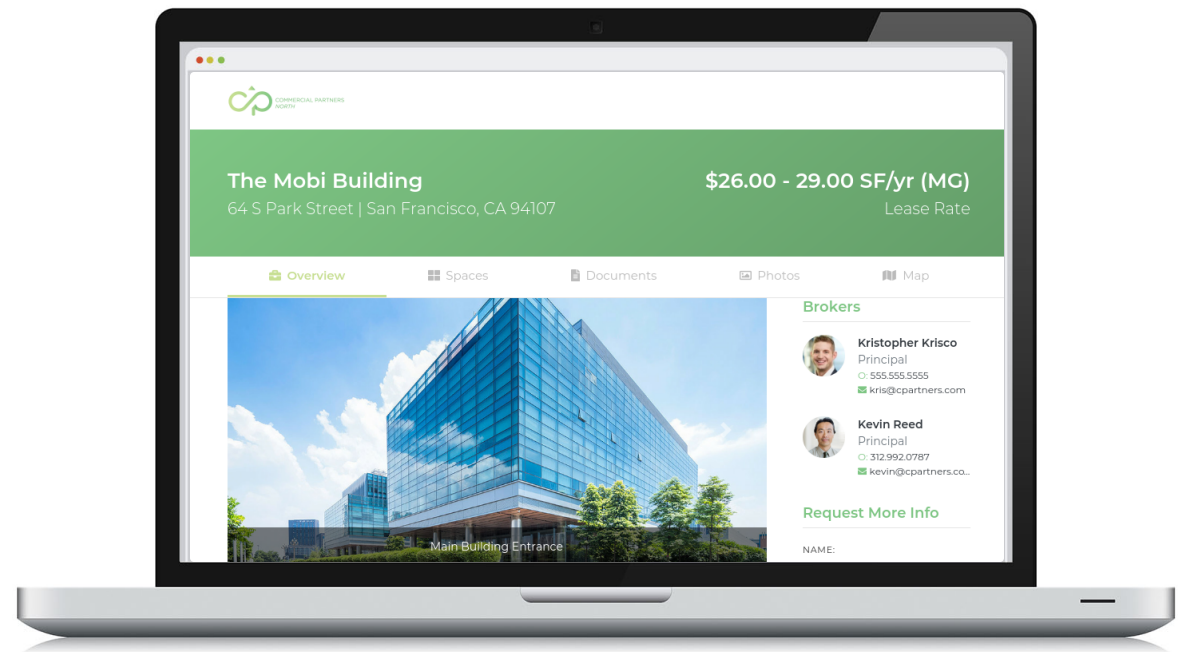
312.992.0786 // 325 W. HURON ST. CHICAGO, IL 60654 // COMMERCIALPARTNERS.COM

SECTION // PAGE 1



SAMPLE MARKETING - PROPERTY WEBSITE

We create a dedicated property website, with a custom URL, for your specific property. The website created contains detailed property information including the property summary, a high-resolution photo gallery, interactive maps, demographics information and a confidentiality agreement. We include downloadable documents that require an email address and prospect information, so that we are able to generate more leads and follow up with those who download any document.



VIEW THE LIVE WEBSITE:

[Property Website](#)



SAMPLE MARKETING - EMAIL CAMPAIGN

We create a dedicated property website, with a custom URL, for your specific property. The website created contains detailed property information including the property summary, a high-resolution photo gallery, interactive maps, demographics information and a confidentiality agreement. We include downloadable documents that require an email address and prospect information, so that we are able to generate more leads and follow up with those who download any document.

Current Prospects

Title	Date Sent	Recipients	Reads	Open Rate
LEED Certified Property Available	July 1, 2015	Commercial Partners List	827	20%
LEED Certified Property Available	July 8, 2015	Commercial Partners List	698	14%
LEED Certified Property Available	July 15, 2015	Commercial Partners List	937	17%



THE MOBI BUILDING

[SALE WEBSITE](#)

[LEASE WEBSITE](#)

64 S PARK STREET
SAN FRANCISCO, CA 94107

The Mobi Building represents an exceptional opportunity for office, life science and technology companies seeking to combine a campus environment, a waterfront location, and superior tenant services and amenities. The campus is comprised of three structures, the six story Newmark Building built in 1922, the three story Bousefield Building built in 2004 and the two story Addition built atop of the Bousefield Building in 2008 utilizing base isolation seismic technology.

[SUMMARY](#)

[HIGHLIGHTS](#)



SAMPLE MARKETING - SIGNAGE

The design, color and placement of our property signage are designed with the specific intent of generating more calls-to-action and interest. Because the Commercial Partners North brand is well-known in the Chicago area, our property signs are noticed and responded more frequently than signs by other brokerages in the area, according to an advertising analysis done by a local advertising firm. Our typical signs are 6'x4' and include the phone number, website and broker contact information for Commercial Partners North. All signage is subject to local municipal regulations.





SYNDICATION

On Market Since: «Enter»**Current Asking:** \$2,000,000**Total # Inquiries:** «Enter»**Total # Showings:** «Enter»**Total # Offers:** «Enter»

Marketing Channel

Listing URL

LoopNet
www.loopnet.com<http://loopnet.com/listingurl>CoStar
www.costar.com*CoStar membership required to view listing*CIMLS
www.cimls.comOffice Space
www.officespace.com<https://www.officespace.com/api/buildout/v1/properties/123123>Rofo
www.rofo.com<http://www.rofo.com/listings/IL/Chicago/162-W-Hubbard-756>Commercial Partners Website
www.commercialpartners.com



COMMERCIAL PARTNERS
NORTH

SECTION 9

ADVISOR BIOS





ADVISOR BIO 1



KRISTOPHER KRISCO

Principal

kris@cpartners.com

Direct: 555.555.5555

PROFESSIONAL BACKGROUND

- Kristopher Krisko specializes in representing property owners and tenants to facilitate the sale and leasing of medical and office properties throughout Macomb County.
- Before joining Commercial Partners in early 2012, Kris spent eight years at L. Mason Capital, Inc.
- Prior to his commercial real estate career, he spent seven years working for a commercial & residential construction company.
- Having a construction background has served as a benefit to clients in both negotiating tenant improvement cost and utilizing the cost approach to complete transactions.
- By focusing on creating and maintaining long-term relationships with his clients, Kris has steadily increased his portfolio of listings and tenants over his nine years in the industry.

Commercial Partners

325 W. Huron St. Suite 806
Chicago, IL 60654
312.992.0786



ADVISOR BIO 2



KEVIN REED

Principal

kevin@cpartners.com

Direct: 312.992.0787

PROFESSIONAL BACKGROUND

- Kevin Reed specializes in representing property owners and tenants to facilitate the sale and leasing of medical and office properties throughout Macomb County.
- Before joining Principal Associates in early 2012, Evelyn spent eight years at L. Mason Capital, Inc.
- Prior to her commercial real estate career, she spent seven years working for a commercial & residential construction company.
- Having a construction background has served as a benefit to clients in both negotiating tenant improvement cost and utilizing the cost approach to complete transactions.
- By focusing on creating and maintaining long-term relationships with her clients, Kevin has steadily increased her portfolio of listings and tenants over her nine years in the industry.

Commercial Partners

325 W. Huron St. Suite 806
Chicago, IL 60654
312.992.0786



Presented By:

Kristopher Krisco

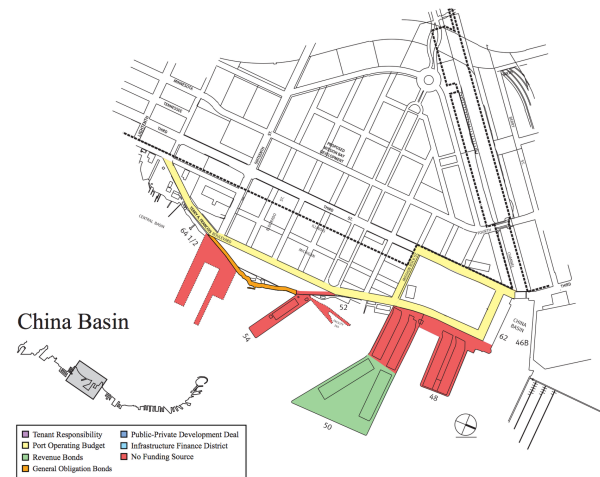
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Kevin Reed

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LEASE SPACES



LEASE INFORMATION

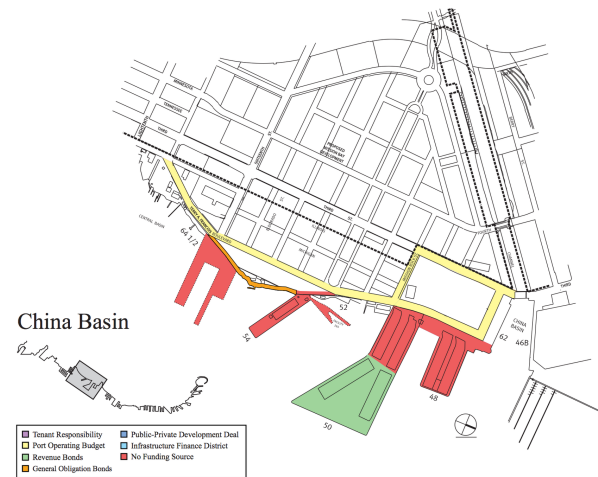
Lease Type:	MG	Lease Term:	Negotiable
Total Space:	5,000 - 20,000 SF	Lease Rate:	\$26.00 - \$29.00 SF/yr

AVAILABLE SPACES

SUITE	TENANT	SIZE (SF)	LEASE TYPE	LEASE RATE	DESCRIPTION
101	Available	5,000 SF	Modified Gross	\$28.00 SF/yr	-
201	Available	20,000 SF	Modified Gross	\$29.00 SF/yr	-
400	Available	7,100 SF	Modified Gross	\$26.00 SF/yr	-
710	-	6,000 SF	Modified Gross	\$28.00 SF/yr	-
720	-	4,200 SF	Modified Gross	\$15.00 SF/yr	-



LEASE SPACES



SUITE	TENANT	SIZE (SF)	LEASE TYPE	LEASE RATE	DESCRIPTION
1000	-	7,100 SF	NNN	\$100.00 SF/yr	-