

**ALLEN NUNEZ**  
FOUNDING PARTNER

**TRANSACTION RESUME**  
EXCLUSIVE & CONFIDENTIAL

ALLEN NUNEZ

# Resume



# ALLEN NUNEZ



Allen Nunez began his long-running real estate career in 1986. As founding partner of the former Coldwell Banker Commercial – Almar Group, Nunez contributed greatly to the commercial expansion of the Temecula Valley and the Southern California Inland Empire markets. His portfolio consists of well-known clients, such as Nationwide Insurance Company, Kearny Real Estate Company, Morgan Stanley, Baywest Properties, Milgard Corp, and The Scott's Company.

Nunez's depth of transaction-based real estate experience and earned knowledge eventually led to real estate investments functioning as founding partner of Southern California Investors, Inc.

His current specialty areas include industrial, land entitlement, and office transactions with emphases on marketing, sales and leasing, transaction analysis, project entitlement, investment, and development.

During his career, he has been involved in over 1,000 acres of land entitlement and five million square feet of office and industrial facilities with a portfolio value well over \$300 million.



## *Temecula Corporate Centre*

*43379, 43385, 43391, 43397 Business Park Drive*



### **2001: ±6.09 Acre Land Acquisition**

Capital Associates, LLC / Professors Capital, LLC

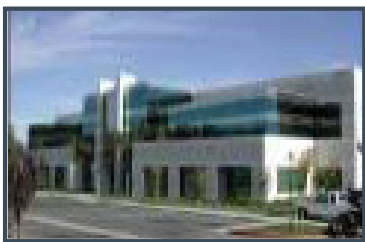
### **2002: ±88,083 SF Mixed Use Development**

Lease Campaign: High Percentage Pre-leased; 100% Leased Within (12)

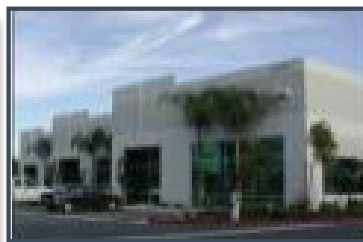
Twelve Months From N.O.C.; (35) Thirty-five Individual Tenants

### **2003: \$10,500,000 Investment Sale**

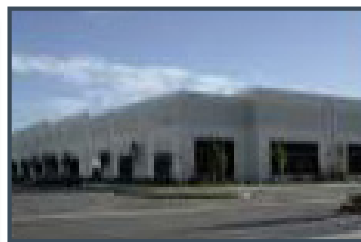
Closed - May 2003



±29,204 SF-Office



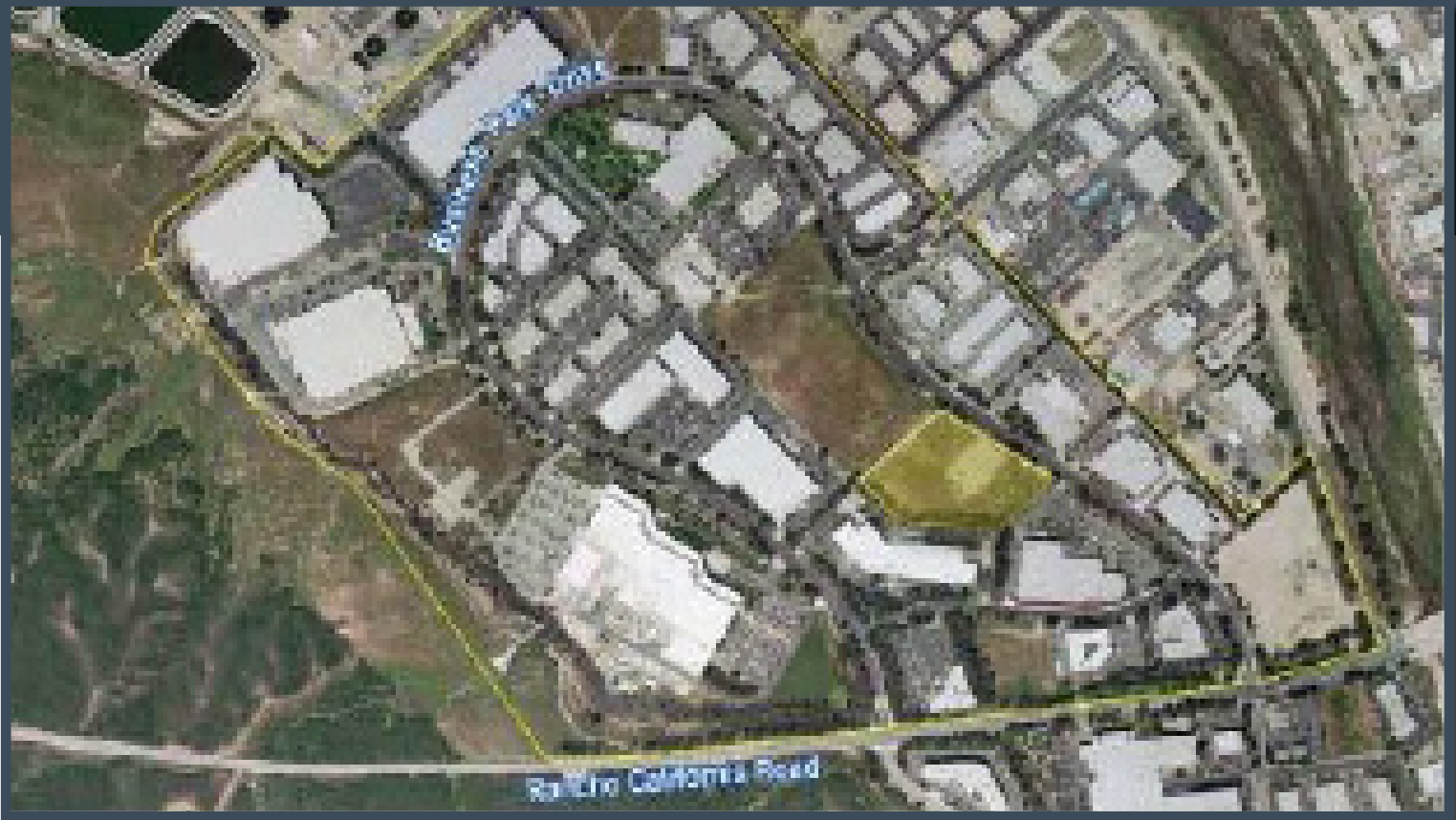
±12,672 SF-Multi-Flex



±25,375 SF-Multi-Tenant



±20,832 SF-Multi-Tenant



## *Linkletter Industrial / Temecula Office Centre*

*Business Park Drive at Single Oak Drive*

### **2002: ±4.72 Acres Industrial Parcel**

Parcel #11, PM 19580

Subdivided into (3) Parcels (1.05 acres, 1.31 acres, 2.35 acres)

Included Geotechnical Investigation which led to increased Buildable- Net Useable Coverage

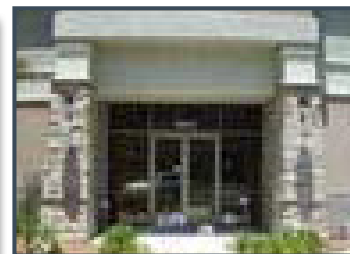
### **2008: Temecula Office Centre**

20 Freestanding Office Buildings

Buildings will range from 1,559+ square feet to 4,133+ square feet

Nine buildings sold; Six Leased

### **2014: (7) Seven building disposition**





## *Leed Rancho California I*

*43085 Business Park Drive*

### **1990'(s): ±140,436 SF Industrial - Leased**

±24,360 SF: John Henry Inc.  
±101,958 SF: California Curves, Inc.  
±126,000 SF: Endar Corporation  
±12,024 SF: Southwest Traders

### **2000'(s):**

±101,958 SF: Professional Hospital Supply  
±12,038 SF: Leisure Living Super Store

### **2004:**

±39,206 SF: Home Depot Builders Group  
±34,478 SF: Sun Fast International

### **2005:**

±14,168 SF: Bianchi International

### **2007:**

±52,438 SF: Atwood & Andrews DBA Toyota of Temecula Valley



## *Maxxim Medical Incorporate*

*43225 Business Park Drive*

- 1988:**      **±177,000 SF Owner-User Corporate Headquarters**  
Originally constructed by Professional Hospital Supply (Hoffee), as part of Larger (20) Acre Purchase. PHS Relocated from San Marcos, CA. Initial Construction - 132,000 SF
- 1998:**      **Lease Renewal**
- 2004:**      **±177,000 SF Industrial Facility - Vacant**  
Sold  
Seller:      Nationwide Insurance Company  
Buyer:      Professional Hospital Supply  
\$6,000,000 - Cash @ Close
- 2015:**      **Sold \$6,700,000 BMI, LLC and J. Luttgens (Seller)**



## *Ender Corporate Facility*

*43195 Business Park Drive*

- 1988:** **POL 20 AC Land Acquisition**  
BTS: ±177,000 Sq. Ft. and ±160,000 Sq. Ft.
- 2003:** **±177,000 SF Industrial - Leased**  
Ender Corporation
- 2004:** **±160,561 SF Industrial -  
Leased With Option Transaction**  
Walker Wood, Inc. relocation from San Deigo, CA.  
Exclusively Listed: Represented "The Garrett Group" (Seller)
- 2005:** **Sold: Kearny Real Estate Company**
- 2012:** **Sold: Kearny PPF and Genica Corporation**





## *Temecula Heights Corporate Centre*

*42301 Zevo Drive at Winchester Road*

*Temecula, California*

**1997: ±11.10 Land Acquisition:**

**Westside Partners / Four Sher Development**

±223,140 SF Corporate Center / Spec Facility

**1999: The Scotts Company**

±149,660 SF Leased

Carlsbad, CA relocation

**1999: ±223,140 SF Acquisition**

±223,140 SF / \$9,500,000.00 Purchase: 67% Leased

Purchaser: MS KREC III, LLC (Morgan Stanley - Kearny Real Estate Co.)

Seller: Four-Sher Development

**2002: Guidant Medical Company**

±66,280 SF Leased

**The Scotts Company**

±111,570 SF Leased



**2002: Creative Touch, Inc.**

±36,910 SF Lease

*Sold 12,350,000  
Exclusively: R. Marty Smith, Allen L. Nunez*

**2003: MS KREC, LLC (Morgan Stanley - Kearny Real Estate Co.)**

**Bay West Equities, LLC**

±223,140 SF Acquisition - September 2003

Lease Investment - 46% Leased: \$12,350,000.00

Seller: MS KREC, LLC

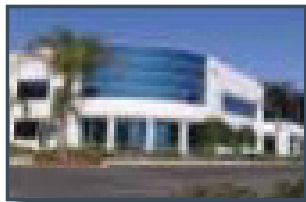
Purchaser: Bay West Equities, LLC

**2003: Bay West Equities, LLC**

For Sale: Individual Units For Sale

**2004: Bay West Equities, LLC (228,372 SF)**

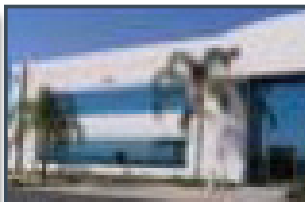
Leased: ±191,000 SF - Guidant Medical Group - 6 year lease (2011)



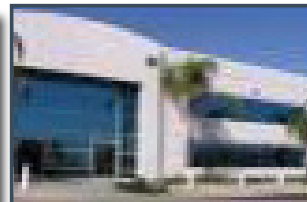
Unit A - ±36,910 SF



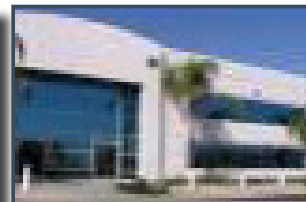
Unit B - ±36,919 SF



Unit C - ±40,357 SF



Unit D - ±40,357 SF



Unit E - ±36,919 SF



## *Kearny - Remington Business Park*

**2004: (24) Twenty-Four Industrial Buildings**  
**±114,650 SF: 8 Acre (Westside Business Center)**  
Speculative Business Park For Lease and For Sale developed by Kearny Real Estate Group;  
Morgan Stanley.

*Phase I (13 units: 4,118 - 6,860 SF)*



*Phase II*





*The Scotts Company*  
*42375 Remington Avenue*

**2001: ±22.44 Acres (Westside City II)**

±412,580 SF Corporate Center

Scotts Corporation: Marysville, OH

15 Year Lease

Relocation From Carlsbad, California

(200,000+ SF Manuf. / 185,000+ SF WH / 27,580+ SF Office)



## *Legacy Corporate Center*

*41957, 41973, 41995 Remington Avenue*

### **2004: ±6.52 Acre Land Acquisition**

Coldwell Banker Commercial Almar Group Exclusive Representation for Kearny Real Estate Group in sale to Legacy, LP

### **2005: Legacy Corporate Center Ground Breaking**

September 2005

±60,000 sq. ft. Build-to-Suit for Sale - Western Plastics

±24,000 sq. ft. Build-to-Suit 10 year Leasehold - Dal-Tile Corporation

±31,181 sq. ft. Multi-Story Speculative Office Building

- Marketed for Lease - 1st Quarter 2006

### **2008: Legacy Office Center Sale**

May 2008

±31,181 sq. ft. Multi-Story Office Building sold for \$5,100,000 (\$163.56/sf)

Exclusive representation of both Buyer and Seller



## *Westside: City I / City II (Westside Business Center)*

**2000: ±55.42 Acres: Bulk Sale**

Seller: Westside City Partners

Purchaser: KREC III, LLC  
Kearny Real Estate Company - Morgan Stanley  
Eleven (11) individual parcels -  
Land sale campaign, BTS, speculative vertical development



## *Zevo Golf Inc. / Hoffee Trust*

### **(±15) Fifteen Acre Sale**

±225,000 SF Build-to-Suit

Relocation From Vista, California



## *Professional Hospital Supply*

**(±12) Twelve Acre Sale**  
±310,000 SF Industrial Build-to-Suit



A

F O R S A L E

FEDERAL DEPOSIT INSURANCE CORPORATION  
THREE INDUSTRIAL/COMMERCIAL PARCELS TOTALING 5.52 NET ACRES  
TEMECULA, CA



THE FULLY IMPROVED COMMERCIAL PARCELS ARE FOR SALE WITH ALL UTILITIES FINISHED TO THE SET. EACH PARCEL IS LOCATED ON THE INTERSTATE 15 FREEWAY AND CAN BE USED FOR CONSTRUCTION OF AN INDUSTRIAL OR SERVICE COMMERCIAL REAL ESTATE USE.

- \*FRONT OF SITE
- Services/Commercial Zone
  - Finished Parcels



For Further Information, Please Contact  
**Marty Smith • Allen Nunez**  
 ACB Commercial Real Estate Group, Inc.  
 5100 Alvarado Blvd, Suite 100  
 San Diego, CA 92121

## *Federal Deposit Insurance Corporation*

**1993: ±5.52 Acres**  
Freeway Frontage



## *Bedford - Highlands*

### **1996: ±77,525 SF Build-to-Suit**

Land Sale: Bedford Properties  
BTS Developer: The Allen Group  
Tenant: FFF Medical, Inc.



## *Redhawk Industrial*

*28381 Vincent Moraga Drive*

### **2000: ±99,100 SF Industrial**

Landlord: Norton Karno  
Lessee: Hudson Respiratory Care

### **2001: Investment Sale**

±99,100 SF / ±6.50 Acres  
Seller: Norton Karno  
Purchaser: L. Strasbaugh  
\$6,000,000

### **2005: User Sale**

Seller: L. Strasbaugh  
Purchaser: Top Heavy Clothing, Inc.  
Exclusive Representation relocation from Vista, California

# NUEVO BUSINESS PARK

## 78 ACRES - MASTER PLANNED BUSINESS PARK



• 16.24 Acres Rail-Served - **AVAILABLE NOW**

- 51,000 Square Feet (Planned)
- 69,000 Square Feet (Planned)
- 150,000 Square Feet (Planned)

- 6.0 Acres - Freeway Commercial - Sold (Retail/Business Park-Flex: 2006 Development)
- 51.39 Acres - Business Park Parcels - BTS

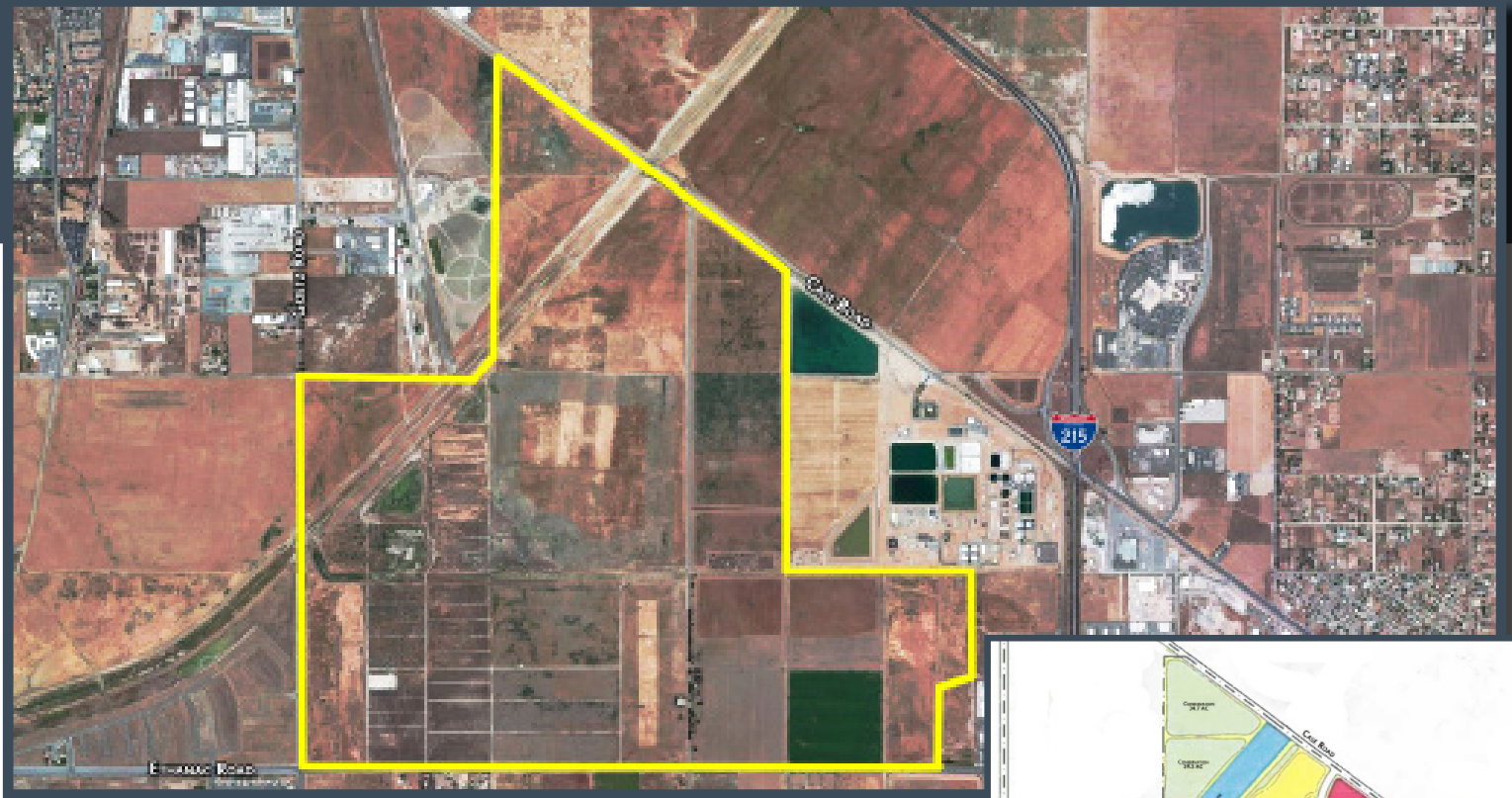
*For Further Information, Please Contact:*



**Allen L. Nunez**  
*Executive Vice President*  
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 anunez@cbcsocialgroup.net

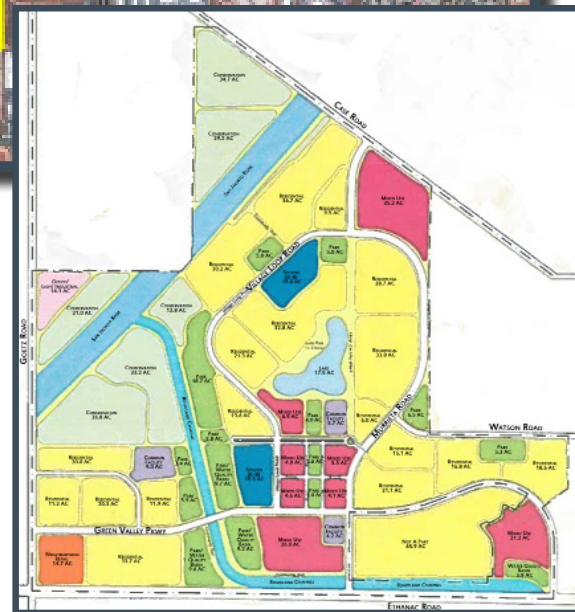
**Jeff Givens**  
*Senior Vice President*  
 951.252.9026  
 jgivens@cbcsocialgroup.net





## *The Ranch at Green Valley*

*NEC of Goetz Road and Ethanac Road  
Perris, California*



**Sold:** \$15,000,000.00

**Project:** ±820 Acres - The Ranch at Green Valley,  
Perris, California

**Paulson RERF Acquisition Corp & The Garrett Ranch, LLC**



*Building II: Fabric dye flow processing*



*Building II: Fabric dye and boiler units*



## *Regional Grove: American Apparel Facility*

*12601 and 12641 Industry Street  
Garden Grove, California 92841*

**Sold: \$9,100,000.00**

**Project: Lease Investment: ±102,500 Sq.Ft.**

**The Garrett Group Cabot Properties, Inc.**



Lawrence W. Baiamonte, CPM®, CCIM®  
Voice (614) 249-8166  
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e-mail: baiamol@nationwide.com

November 10, 2003

Mr. Allen L. Nunez  
Executive Vice President  
Coldwell Banker Commercial  
Almar Real Estate Group  
41750 Winchester Road, Suite J  
Temecula, CA 92590

Re: Sale of Temecula Industrial Building Property  
Temecula, CA

Dear Allen:

First I want to state that this letter is completely unsolicited. You did not ask me to write it. I simply felt compelled to write it.

Second, and most importantly, I want to express my sincere thanks for your outstanding representation of Nationwide Life Insurance Company, as the seller, in the recently closed sale transaction of our former Temecula Industrial Building property. Over my 31+ years in the commercial real estate business, I have worked with a lot of sales listing agents across the country. Most have done a good job in representing the seller, a few have done a poor job, and a very few, including you, have done a truly exceptional job.

You found us a buyer very quickly, at a sale price that represented the upper end of the market. For that alone, I would have been grateful. But unlike many brokers who believe that their only remaining job after the sale contract is signed is to collect their commission, you continued to work hard on our behalf. You addressed every issue that the buyer had during due diligence, often "fixing" the problem even before I became aware of it. You made my job as the seller very easy. Your commitment and dedication in representing your client was truly outstanding.

Thank you for a job well done.

Sincerely,

A handwritten signature in cursive script that reads "Larry Baiamonte".  
Lawrence W. Baiamonte, CPM®, CCIM®

Director Investment Real Estate Property Administration

LWB/msw

One Nationwide Plaza  
Columbus, OH 43215-2220

Nationwide Insurance  
Nationwide Financial