

January 9, 2020

Brenda Haynes
Delivered by Electronic Mail

Re: Clearing Up Misconceptions About Oasis Towne Center

Dear Mrs. Haynes:

Thank you for inquiring about Oasis Towne Center. As the firm recently hired to represent the project as the exclusive broker, we were concerned to learn about some of the misconceptions concerning Oasis. The purpose of this letter is to dispel any confusion or persistent myths with respect to the property.

The Seller is currently offering 17-acres ("Subject Property") of the 34-acre Northwest Corner of the site ("Phase I") for sale. The Subject Property is in a high-visibility location located right off of the on and off-ramp east of Interstate 5 north of Oasis Road. The asking price is \$2,930,000, or \$4.00 per square foot. The entire 34-acre Phase I site is zoned Regional Commercial, has an approved Final EIR, and a Use Permit already issued to build up to 302,238-square feet, including a 148,663-square foot large format retail store.

MYTH #1:

"Development of the Subject Property requires costly traffic and interchange improvements."

REALITY:

FALSE. As specified in the approved Use Permit (UP-23-02), the existing Interstate 5 interchange can accommodate up to 1,506 Saturday midday peak hour trips. Based on comments in the recently recirculated Draft Environmental Impact Report for River Crossing Marketplace (Section 2.5), "Both the EIR and use permit suggests that, based on peak hour traffic, approximately 150,000 square feet of commercial land can be developed with high traffic generation retail uses before a new interchange with Interstate 5 at Oasis Road must be constructed."

We actually have strong reason to believe the Phase I site can accommodate even more square feet of retail development without triggering requirements to upgrade the interchange.

MYTH #2

“Seller is not willing to sell the Subject Property.”

REALITY:

FALSE. The Seller previously had a minority partner who would not consent to some terms with a prior interested buyer, which seems to form the basis for this myth. However, Seller has recently bought out the partner completely and the entire project is controlled by just one individual, Donald G. Levenson. The ownership is actively seeking buyers, especially retailers and other users who could generate momentum and increase the long-term value of the rest of the development in the future.

The Subject Property is currently not under-contract and we are actively seeking qualified buyers as described. Information about the site’s available has been distributed to major national retailers, made available in the commercial listing services, and covered by the local media.

However, at this time, we are not under-contract with any parties.

MYTH #3:

“The Seller wants a very high price for the Subject Property.”

REALITY:

FALSE. The Seller is asking just \$4.00 per square foot for the 17-acre site. The property has appraised much higher. As is common practice, the Seller’s goal is to attract initial interest and they’re willing to let the first tenant / user at the site reap the rewards of being the first buyer and helping generate momentum for the overall project.

MYTH #4:

“It’s very expensive to bring utilities to the Subject Property.”

REALITY:

FALSE. The Seller has both, plans, as well as bids to bring utilities to the 17-acre site, with capacity that has been confirmed to be sufficient for the development on the 17-acre site. The costs to do this are very minor.

MYTH #5:

“The Seller wants the city to give approval for the entire project before selling the Subject Property comprised of 17-acres.”

REALITY:

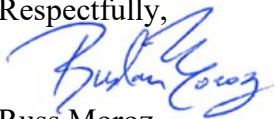
FALSE. The Seller is willing to sell the 17-acre site to a qualified retailers who would be a good anchor tenant for the project.

The Seller is not trying to get approvals or develop infrastructure for the entire project as a condition of the sale of this 17-acres. We are currently focused on just the Phase I of the project which has a Use Permit already approved.

I hope this provides some clarity and dispels any confusion. You are welcome to distribute this information so that any misconceptions that exist can be clarified.

If you have any further questions, please feel free to contact me.

Respectfully,



Russ Moroz
First Vice President
Marcus & Millichap