Medallion Landscape

10 San Bruno Ave Morgan Hill, CA 95037

Industrial
Investment Opportunity

Offering Memorandum

±1.24 AC | ±12,000 SF | SECURED YARD | 7.8% CAP RATE

MATTHEWS™

Exclusively Listed By

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PROPERTY OVERVIEW

10 San Bruno Ave
Morgan Hill, CA 95037

INVESTMENT HIGHLIGHTS

Property Highlights

- **7.79% Going-In Cap Rate –** At the $3,395,000 asking price, the investment offers an estimated 7.79% going-in cap rate, increasing to approximately 8.18% during the lease term.
- **Recently Extended Through March 2030 –** Medallion recently committed to the property through March 31, 2030, providing investors with nearly four years of remaining lease term.
- **Institutionally Backed Tenant –** Medallion Landscape Management is part of the larger Integrity Landscape platform, backed by private investment group Kian Capital.
- **Corporate Headquarters Location –** 10 San Bruno Avenue serves as Medallion's Morgan Hill headquarters and a key operating location for the broader Integrity Landscape platform.
- **Landlord-Friendly Net Lease –** Tenant is responsible for real estate taxes, insurance, utilities, and extensive property maintenance, limiting landlord operating responsibilities.
- **30+ Year Operating History –** Founded in 1995, Medallion has established a long operating history serving commercial properties throughout the Bay Area.
- **Strategic Silicon Valley Location –** Morgan Hill provides direct access to Highway 101 and the broader Silicon Valley/South Bay market, an important location for Medallion's regional commercial landscaping operations.
- **$277,547 Annual Rent by 2028 –** Contractual rent reaches $23,128.93 per month beginning April 2028 and remains through lease expiration.

Coyote Valley RV Resort
Mobile Home Park
Parkway Lakes RV Park
Mobile Home Park
N
Subject Property
QUIKCELL
Packaging Inc.
Regional packaging and fulfillment company
Monterey Hwy ± 14,740 VPD
MONTEREY MUSHROOMS
Food Products Supplier
±100 Employees
mobile modular
Portable Storage
COYOTE VALLEY NURSERY, INC.
Cochrane Technology Center
Class A industrial/business park
±1,500 Employees
Kawahara Nurseries
Redwood Empire
Wholesaler
±200 Employees
Hacienda Valley Mobile Home
Mobile Home Park
101
± 147,000 VPD
Paramit
A Tecan Group Company.
Manufacturer
±370 Employees
Cochrane Road Self Storage
'TORAY'
Toray Industries, Inc.
Manufacturer
±260 Employees
SHOE PALACE
Corporate Office
±500 Employees
DAIKIN
Distribution Service
Operates as a warehouse, parts counter, and sales office.
RNDC
REPUBLIC NATIONAL DISTRIBUTING COMPANY
Distributing Company
±156 Employees
THE HOME DEPOT

10 San Bruno Ave
Morgan Hill, CA 95037

±12,000 SF
GLA

A-20AC-CV
Zoning

3
Roll Up Doors

16'
Clear Height

$3,395,000
List Price

FINANCIAL OVERVIEW

FINANCIAL SUMMARY

$3,395,000 List Price	**7.79%** Cap Rate	**$264,315** NOI	**±1.24 AC** Lot Size

Property Summary

Lease Type	Net Lease - Tenant Responsible for Real Estate Taxes, Insurance, Utilities and Property Management
Tenant	Medallion Landscape Management
Lease Guarantor	Integrity Landscape - Private Investment Groups
Lease Expiration Date	March 31st 2030
Lease Term	±3.75 Years
Renewal Options	None

Annualized Operating Data

Lease Year	Monthly Rent	Annual NOI	Cap Rate
Current to 3/31/27	$22,026.21	$264,315	7.79%
4/1/27 to 3/31/28	$22,686.99	$272,244	8.02%
4/1/28 to 3/31/29	$23,128.93	$277,547	8.18%
4/1/29 to 3/31/30	$23,128.93	$277,547	8.18%

Tenant Overview

Tenant Overview

Medallion Landscape is a full-service commercial landscape contractor specializing in the design, installation, and renovation of outdoor environments that enhance the appearance, functionality, and long-term value of commercial properties. The company is recognized for its comprehensive approach to project execution, combining thoughtful planning, quality craftsmanship, and sustainable landscaping practices to deliver attractive, durable landscapes tailored to each property's unique requirements. Working in collaboration with property owners, managers, architects, developers, and general contractors, Medallion Landscape manages projects from initial planning through final installation while maintaining a strong focus on efficiency, quality, and customer satisfaction.

Services Include:

- Professional consultation and planning
- Custom design and installation
- Sustainable landscape solutions
- Project management and coordination
- Experienced on-site supervision

Medallion Landscape provides a broad range of installation and enhancement services, including professional consultation and planning, custom landscape design and installation, sustainable landscape solutions, project management and coordination, and experienced on-site supervision. Each project is customized to meet the specific goals of the client while improving curb appeal, usability, and overall property value. From large-scale landscape renovations to new construction installations, the company emphasizes precision, reliable execution, and long-term performance, making it a trusted partner for commercial property owners and managers seeking high-quality exterior improvements.

MARKET OVERVIEW

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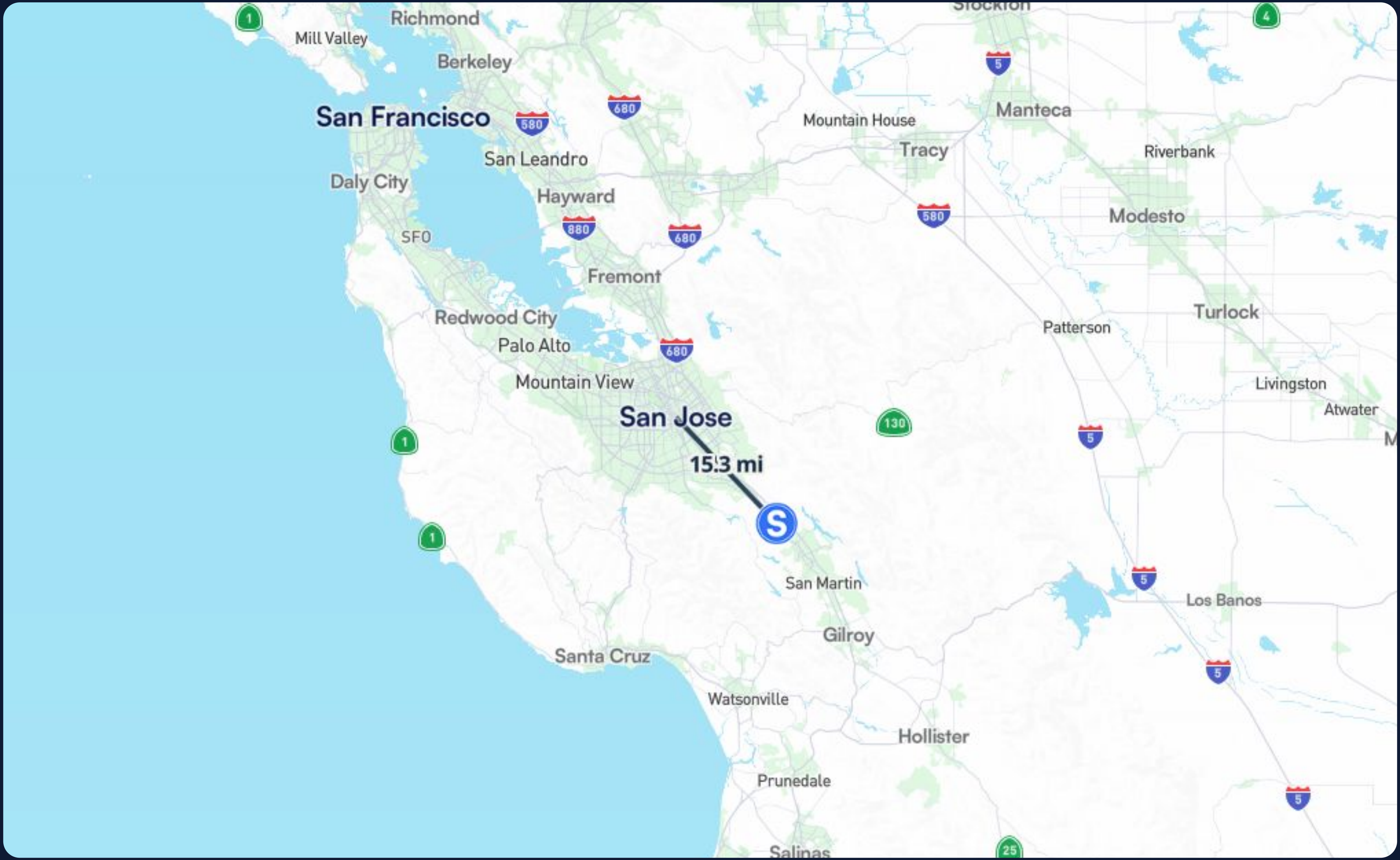
Morgan Hill, CA 95037



MORGAN HILL , CA

Local Market Overview

Morgan Hill is a highly desirable community located at the southern gateway to Silicon Valley, offering convenient access to San Jose, the greater Bay Area, and California's Central Coast. Positioned along U.S. Highway 101, the city benefits from excellent regional connectivity while maintaining a strong local economy supported by technology, advanced manufacturing, healthcare, retail, and professional services. Its strategic location, highly educated workforce, and proximity to major employment centers continue to attract businesses and residents seeking long-term growth opportunities.

The city continues to experience thoughtful commercial and residential development, supported by ongoing infrastructure investment and a strong economic development strategy focused on innovation, healthcare, retail, and tourism. Morgan Hill's high household incomes, expanding consumer base, and business-friendly environment have reinforced its position as one of Silicon Valley's premier suburban markets. With a diversified economy, excellent quality of life, and continued investment, Morgan Hill remains an attractive destination for businesses, residents, and commercial real estate investment.

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	784	7,739	39,864
Current Year Estimate	763	7,617	39,042
2020 Census	685	6,786	37,415
Growth Current Year-Five-Year	2.76%	1.60%	2.11%
Growth 2020-Current Year	11.39%	12.24%	4.35%
Households	**1-Mile**	**3-Mile**	**5-Mile**
Five-Year Projection	220	2,432	13,043
Current Year Estimate	213	2,378	12,716
2020 Census	206	2,190	12,090
Growth Current Year-Five-Year	3.29%	2.29%	2.57%
Growth 2020-Current Year	3.61%	8.57%	5.18%
Income	**1-Mile**	**3-Mile**	**5-Mile**
Average Household Income	$233,505	$255,425	$235,836

SAN JOSE, CA MSA

362,106
Total Population (5-mi)

$206,662
Median HH Income (5-mi)

55.9%
Homeownership Rate

$1,382,000
Median Property Value

522,185
Employed Population

25%
% Bachelor's Degree

Local Market Overview
Located in the heart of Silicon Valley, San Jose is a dynamic economic and industrial hub anchored by a high-income workforce, world-leading innovation ecosystem, and strong demographic fundamentals. With nearly one million residents, the city ranks among the most affluent and educated urban markets in the United States, supporting sustained demand across advanced manufacturing, R&D, and high-tech industrial uses. San Jose's labor base is driven by technology professionals, engineers, and skilled operators, contributing to median household incomes well above national averages and reinforcing long-term market stability.

The region benefits from a unique blend of urban infrastructure and suburban livability, complemented by extensive transportation networks, top-tier educational institutions, and proximity to major employment centers. Its central Bay Area location provides exceptional connectivity to San Francisco, Oakland, and key coastal business districts, supported by regional transit systems, major freeway corridors, and San Jose Mineta International Airport. Limited land availability, strong population growth, and robust corporate investment continue to drive demand for infill industrial, logistics, and flex space, positioning San Jose as a premier industrial market within Silicon Valley.

SILICON VALLEY

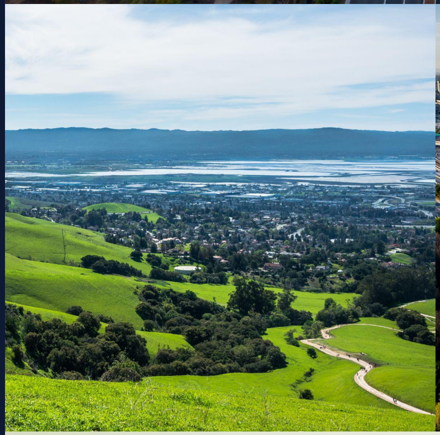
Sustained Growth in a Diversified Tech Economy

Silicon Valley, located in the southern portion of the San Francisco Bay Area, is widely recognized as the global center for innovation, technology, and venture capital investment. Encompassing cities such as San Jose, Palo Alto, Mountain View, and Cupertino, the region is home to the headquarters of major technology firms including Apple, Google, Meta, and Intel. The area's proximity to leading academic institutions—most notably Stanford University—continues to foster a steady pipeline of research, talent, and entrepreneurial activity that supports its dominant position in the global technology economy.

Over the past decade, Silicon Valley has maintained steady economic expansion, underpinned by strong job growth in high-value sectors such as software development, semiconductors, cloud computing, and biotechnology. Despite broader market fluctuations, the region remains a focal point for corporate investment and startup formation, attracting billions in venture capital annually. This continued influx of capital and innovation has supported demand across all real estate sectors, particularly office, industrial, and R&D space, as firms seek proximity to both talent and institutional capital.

Demographically, the region benefits from a highly educated workforce and strong population fundamentals. Local governments have continued to invest in infrastructure and transit, improving regional connectivity and supporting long-term growth. While housing affordability remains a challenge, sustained wage growth and employment opportunities have kept demand resilient. With a diversified technology ecosystem and long-term institutional interest, Silicon Valley remains one of the most sought-after and economically durable markets in the United States.

> ***Silicon Valley industrial vacancy under 4%, supporting demand stability***



SAN FRANCISCO, CA

San Francisco is one of Northern California's most sought-after coastal markets, recognized for its high quality of life, strong economic fundamentals, and consistent real estate performance. The city is defined by its coastline, bay, and a well-established mix of retail, dining, and employment centers that support a highly affluent and stable resident base. Demand for multifamily remains strong, driven by proximity to major job hubs in Downtown and Silicon Valley, as well as access to San Francisco International Airport and major transportation corridors.

With limited land availability and strict development regulations, San Francisco presents significant barriers to new supply, helping to sustain long-term property value growth and stable rental demand. The market benefits from a renter profile that prioritizes location, lifestyle, and convenience, allowing multifamily assets to achieve premium positioning and strong occupancy levels. For owners, San Francisco represents a durable investment environment within a coastal market that continues to outperform due to its supply constraints, demographic strength, and long-term desirability.

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