



Turnaround Project Yields 56.41% IRR

Opportunity

The property was acquired at 40 percent below replacement cost, enabling RAF Pacifica Group to generate substantial returns to investors upon execution of its business plan.

Execution

With a renovation budget of approximately \$300,000, RAF Pacifica Group completed:

- exterior upgrades, including rooftop repairs and new exterior lights
- upgraded HVAC units
- repairs to the trash enclosure
- new landscaping
- new signage
- redevelopment of interior space
- Creative upgrades, including:
 - installation of glass doors for extensive natural lighting
 - addition of basketball court
 - installation of concrete floors
 - open floor plan
 - exposed central heating and air conditioned ducting

The property was repositioned into a creative workspace with enhanced industrial architecture, which successfully increased operational efficiencies and attracted strong tenant interest.

Results

Within 15 months, RAF Pacifica Group increased the value of the property by 81 percent and generated a project level IRR of 56.41%.

6675 Mesa Ridge Road 23,277 SF of office/flex space in the Sorrento Mesa submarket of San Diego

Purchase Price: \$2,120,000

Purchase Date: May 10, 2012

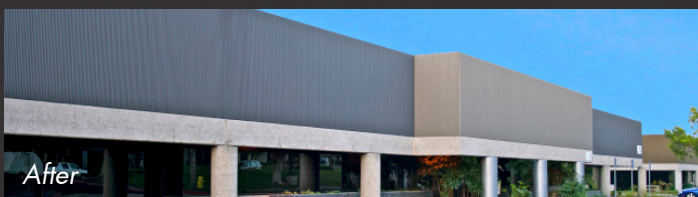
Disposition Price: \$3,837,259

Disposition Date: August 29, 2013

Project Level IRR: 56.41%



Before



After