

6020

CORNERSTONE

COURT WEST

SAN DIEGO | CALIFORNIA



CBRE

INVESTMENT PROPERTIES — PRIVATE CAPITAL PARTNERS



INTERACTIVE OM

6020

CORNERSTONE COURT WEST

SAN DIEGO | CALIFORNIA

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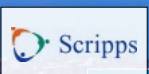
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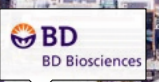
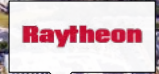
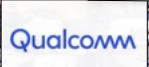
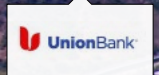
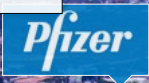
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TORREY PINES



LA JOLLA VILLAGE SQUARE

1

THE SHOPS AT LA JOLLA VILLAGE

2



CLICK TO VIEW VIDEO

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INVESTMENT SUMMARY



ADDRESS

6020 Cornerstone Court West,
San Diego, CA 92121



BUILDING SIZE

±43,210 SF



LAND SIZE

±68,824 SF / ±1.58 ACRES



ASKING PRICE

\$10,802,500 (\$250 PSF)



OCCUPANCY

±20%



OWNER-USER AVAILABILITY

±34,760 SF Immediately



WEBSITE

pcplistings.com/6020cornerstone





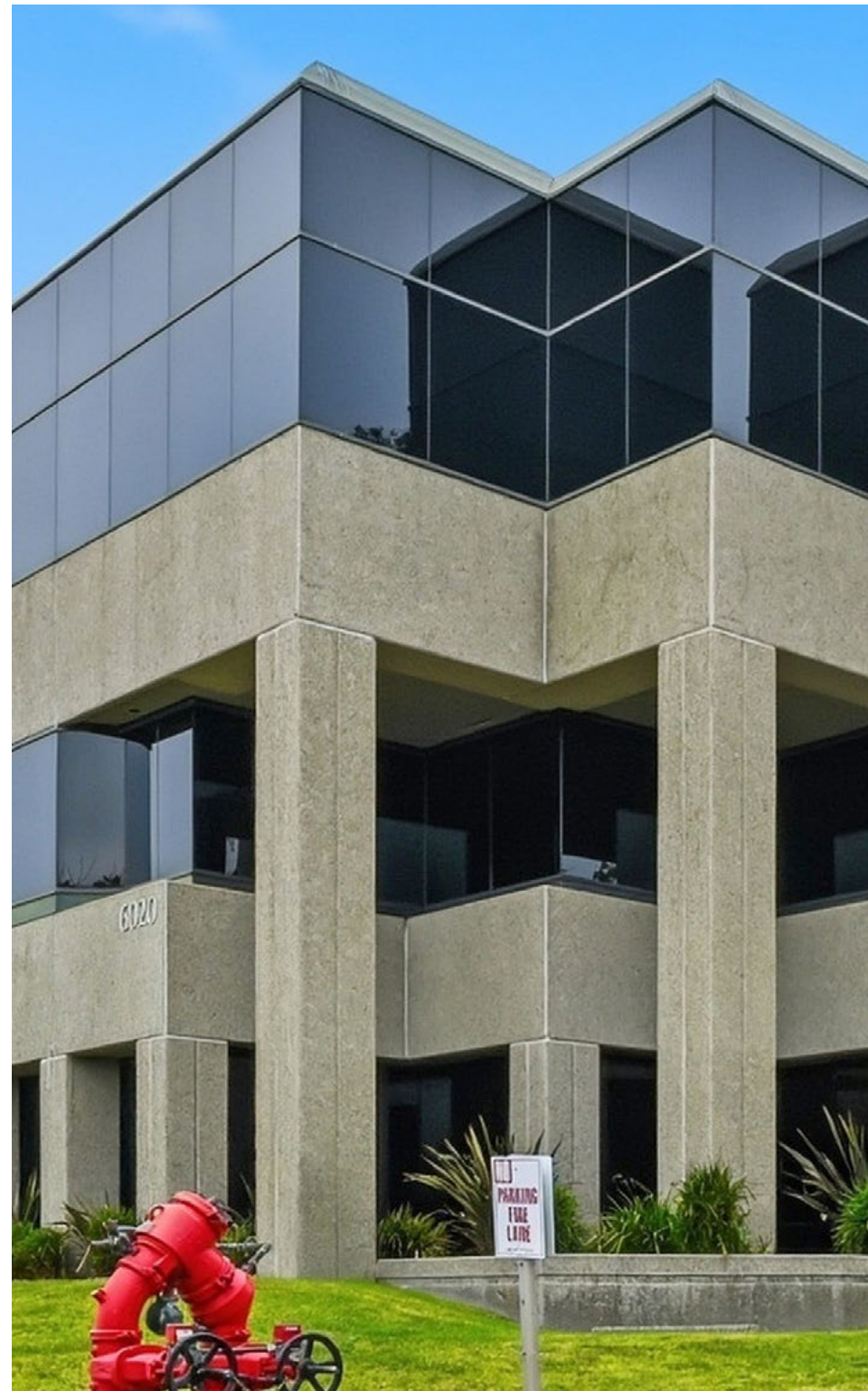
INVESTMENT HIGHLIGHTS

HIGH-IMAGE OWNER-USER CORPORATE HQ OPPORTUNITY WITH IN-PLACE INCOME

- » Owner-user building that is only 20% leased located in San Diego's most dense concentration of Fortune 500 companies (Apple, Google, Amazon, Sony, Samsung, Qualcomm and Sharp to name a few)
- » Close proximity to retail and numerous amenities
- » Abundant 4/1000 parking ratio (partially covered)
- » Ground floor showers
- » Class A modernized lobby
- » Flexible floorplates allowing a future owner/user to expand and contract within the building
- » Building signage visible to Mira Mesa Boulevard and monument signage

SIGNIFICANT TAX SAVINGS

- » The building's in-place income offers a new owner a very low occupancy cost given the depreciation write-off, principal paydown and building appreciation. This is important for business owners who strive to not only minimize expenses but have their business occupancy contribute to their investment portfolio/retirement.
- » Given the new tax legislation passed in July 2025, a buyer would not have any occupancy cost in the first year given the accelerated depreciation rules (assuming a buyer performs a cost segregation study - see Lease vs. Own Analysis on P.27). In fact, the Year 1 tax savings would be greater than the occupancy cost providing a monthly loss carry forward of \$64,088/month for future gains.





INVESTMENT HIGHLIGHTS

SAN DIEGO'S MOST DENSE CONCENTRATION OF FORTUNE 500 COMPANIES

» Absorption Demonstrates Recovery

San Diego's office market began 2026 with its first quarter of positive demand since Q4 2024. The metro realized 16,231 sq. ft. of net absorption, a 106,000-sq.-ft. improvement from Q4 2025 and 131,000 sq. ft. better than Q1 2025, following a cumulative net loss of 609,000 sq. ft. in 2025.

» Momentum in Tech Companies in Sorrento Mesa

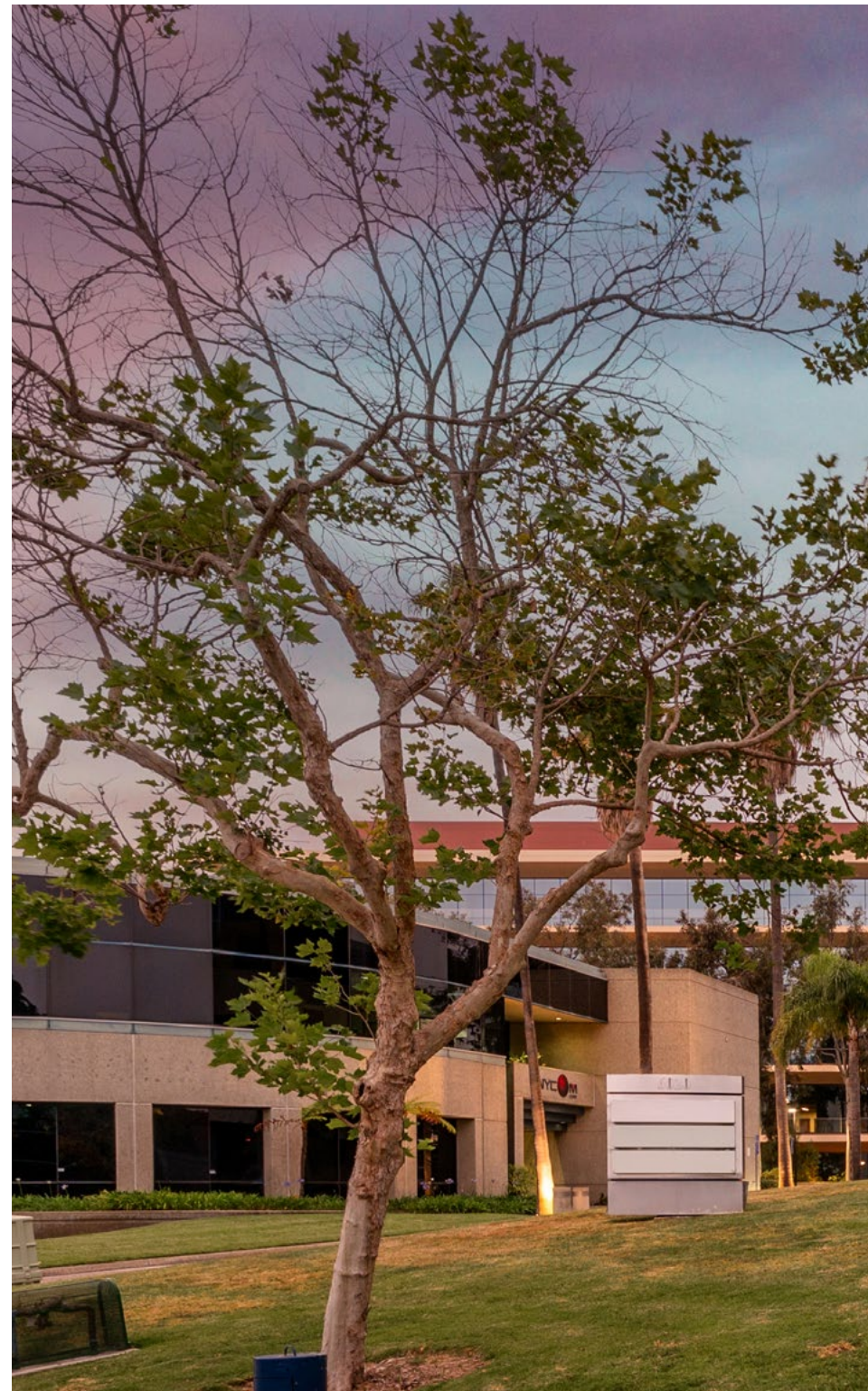
Located within San Diego's largest concentration of Fortune 500 companies with surrounding neighbors including Apple, Google, Amazon, Sony, Samsung, Verizon, Time Warner Cable, Qualcomm, Sharp and TD Ameritrade. This dense concentration of San Diego's largest employers makes this location the most recognizable and vital employment center within San Diego County.





AMENITY-RICH LOCATION

- » Close to the largest retail center in Sorrento Mesa, "Sorrento Court," which recently completed its revitalization with a new modern look and tenant mix.
- » Unmatched ingress/egress given the close proximity to the 805 and 5 freeway.
- » The property's 3-mile radius is supported by over 7,000 businesses and a 165,898-employee base, an adult population that is almost 70% college educated and average household income that is \$172,468. The property is also 3 miles from the University of California San Diego, one of the country's top global universities.





6020

For
Lease

Scott Kincaid
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CBRE cbre.us





PROPERTY OVERVIEW

PROPERTY DESCRIPTION



ADDRESS

6020 Cornerstone Court West,
San Diego, CA 92121



APN

341-370-20-00



BUILDING SIZE

± 43,210 SF



LAND SIZE

±1.58 AC



LAND USE

Commercial



NO. OF BUILDINGS

One (1)



NO. OF STORIES

Three (3)



YEAR BUILT

1987



PARKING

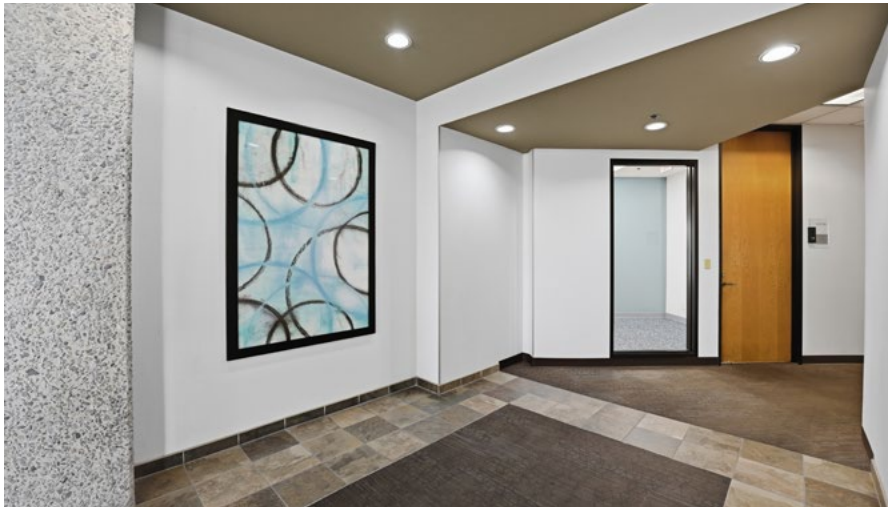
111 striped spaces, including 3
ADA. Additional reserved and
covered parking also available.



SITE ACCESS

The property is accessible via
two (2) egress/ingress points off
Cornerstone Ct. W.





PROPERTY DESCRIPTION



GROUNDS

Well-manicured green lawns and shrubs, as well as purple fountain grass and New Zealand flax in decorative gravel beds surround the property. The entrance and roundabout driveway features tall palm trees.



FOUNDATION

Poured concrete slab on grade.



STRUCTURE

Steel and concrete masonry.



ROOFING SYSTEM

Flat roof.



EXTERIOR IMPROVEMENTS

Concrete block walls and columns with glaze tinted metal-framed glass windows and doors. Building exterior signage and monument signage opportunities available.



INTERIOR IMPROVEMENTS

Standard improvements for office use, including service by one (1) elevator.



ELECTRICAL/POWER SYSTEM

Adequate power for office uses.



HVAC SYSTEM

Packaged rooftop units.



LIFE SAFETY/FIRE PROTECTION

Standard, up-to-code life safety and protection.

SITE PLAN



PROPERTY DESCRIPTION

POTENTIAL UTILITIES PROVIDERS:



GAS:

San Diego Gas & Electric



ELECTRIC:

San Diego Gas & Electric



WATER:

City of San Diego Public
Utilities Department



WASTE SERVICES:

City of San Diego
Environmental Services



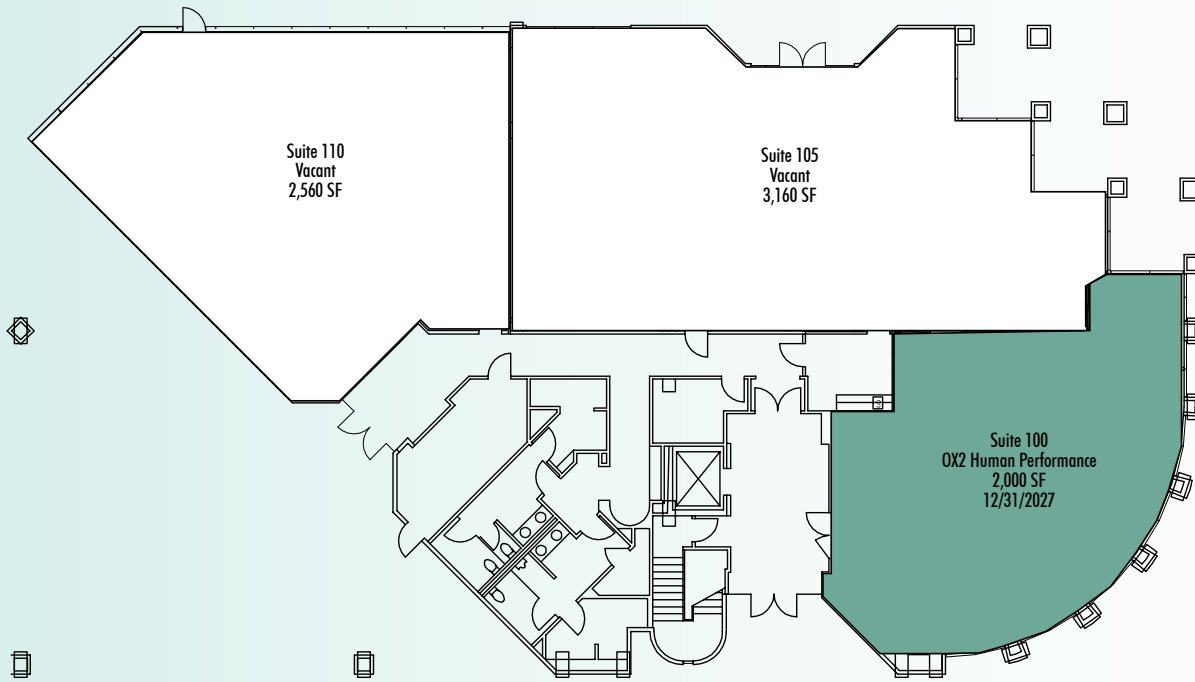
TELECOMMUNICATIONS:

Cox, AT&T Fiber, Spectrum & more



FLOOR PLANS

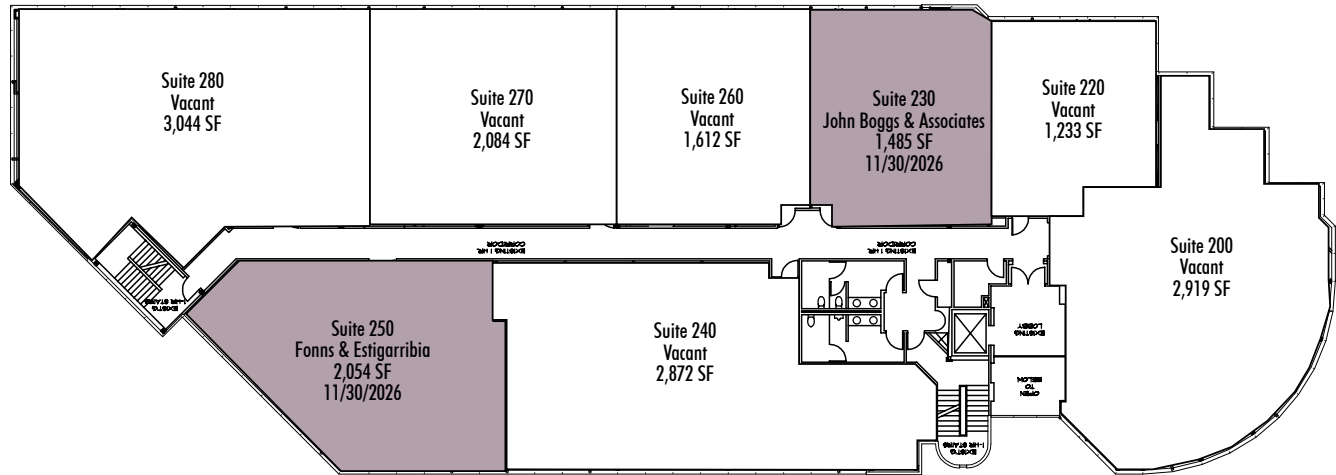
1ST FLOOR



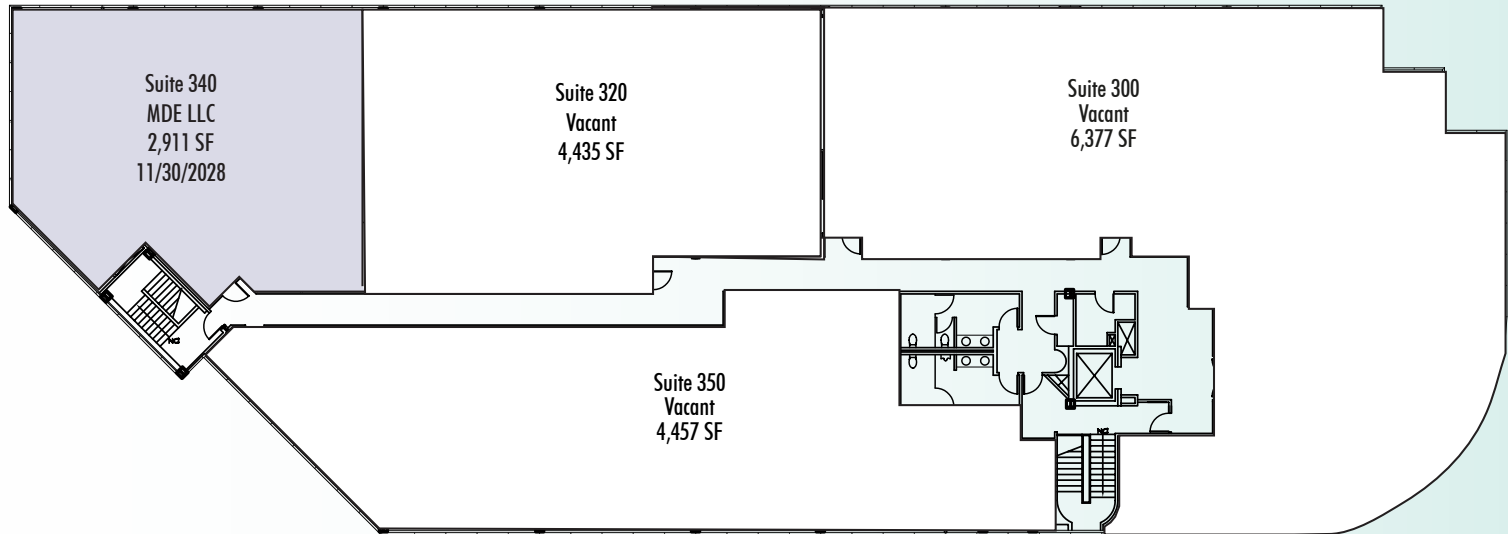
2ND FLOOR

The building provides a new owner with ultimate flexibility and optionality to occupy their desired footprint within the building.

±34,760 SF is immediately available for occupancy across three floors. The remainder can be available within the next 3 years.



3RD FLOOR







SAN DIEGO COUNTY OVERVIEW

San Diego County’s nearly perfect year-round weather combined with a dynamic economy makes the region one of the most desirable places to live and work in the United States. San Diego’s quality of life and burgeoning economy attract residents, businesses and visitors from around the world.

Over the last two decades, the San Diego region has developed its own progressive identity as a premier tourist destination as well as a leader in defense development, biotechnology, sustainable energy, wireless and telecommunications technologies — and electronics manufacturing.



3,334,024^[3]

POPULATION

36

MEDIAN AGE

\$245^{B[2]}

GROSS REGIONAL PRODUCT

\$108,186^[1]

AVERAGE HH INCOME

1,165,877^[1]

HOUSEHOLDS

\$698,955^[1]

AVERAGE HOME VALUE

39.9%

POPULATION WITH COLLEGE DEGREE

2.36M (72%)

TOTAL GEN-Z, MILLENNIAL AND GEN-X POPULATION

[1] Fast Report [2] U.S. Bureau of Economic Analysis [3] United States Census Bureau



Best place in America to launch a startup
FORBES MAGAZINE



Most diverse high-tech Sector in the nation
MILKEN INSTITUTE



Highest number of active duty military
BEA.GOV



Average commute time among top 25 most populated metros (24.9 mins)
AMERICAN COMMUNITY SURVEY



Top Metro in U.S. for relocation
APA SURVEY

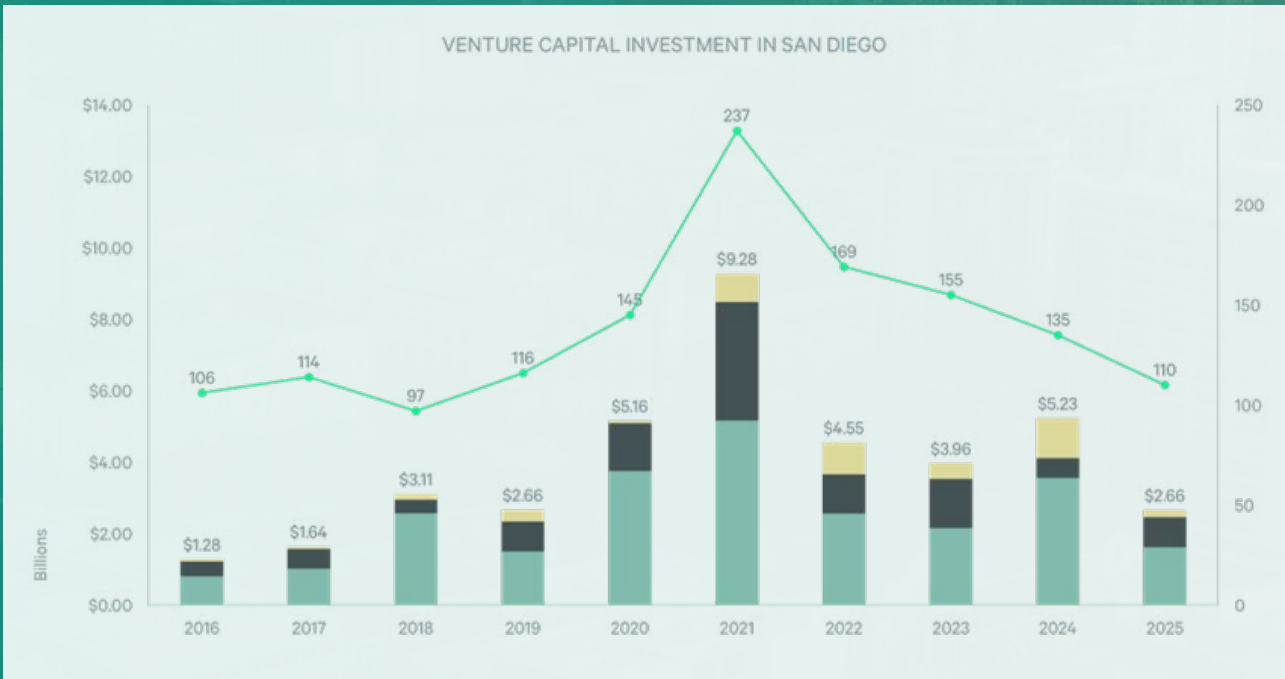


Top U.S. Travel Destination
MONEY MAGAZINE

WHAT'S PROPELLING SAN DIEGO: CAPITAL FUNDING

Record level of Venture Capital funding pouring into the regions most promising companies focused primarily on tech and Life Sciences.

Over \$9B in funding throughout 2021, which was 3.2X the 5yr average.



SAN DIEGO RANKINGS

#1 MOST PATENT INTENSE REGION IN THE U.S. — #3 IN THE WORLD

SAN DIEGO ECONOMIC DEVELOPMENT CORPORATION

#3 CLEAN TECH CITY IN AMERICA

CLEAN TECH LEADERSHIP

#3 LIFE SCIENCES HUB

#4 IN VENTURE CAPITAL DOLLARS PER EMPLOYEE

NATIONAL VENTURE CAPITAL ASSOCIATION /
U.S. BUREAU OF LABOR STATISTICS

#5 CITY FOR FAST-GROWTH COMPANIES

INC. MAGAZINE

#5 SAN DIEGO RANKS FIFTH AMONG THE TOP 25 U.S. STARTUP HUBS

U.S. CHAMBER OF COMMERCE FOUNDATION

SAN DIEGO RANKINGS

#2

INNOVATION

Patent intensity,
federal funding, venture
capital investment

#2

TALENT

Graduate pipeline,
transferable skills,
occupational concentration

#4

GROWTH

Unique job postings,
five-year occupational
growth



Torrey Pines

Torrey Pines Golf Course

Alexandria
Technology Center

Torrey Pines

Rady School
of Management

Thurgood
Marshall
College

John Muir
College



Torrey Hills Park

Torrey Hills School

Torrey Hills

Sorrento Valley

El Camino Memorial - Sorrento Valley

Carroll Canyon

6020 CORNERSTONE COURT WEST
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FINANCIAL

OVERVIEW



LEASE VS. OWN ANALYSIS

YEAR 1 MONTHLY TAX SAVINGS WITH LOSS CARRY FORWARDS OF \$64,088/MONTH.

BENEFITS OF OWNERSHIP

FAVORABLE TAX DEDUCTIONS TO IMPROVE THE BOTTOM LINE

- Mortgage loan interest
- Annual depreciation
- Cost of building improvements

ACQUIRING AN ASSET THAT CREATES VALUE (WEALTH BUILDER)

- Potential source of rental income
- Equity Build-up/Appreciation in asset value over time
- Diversification of business profits

POTENTIAL SOURCE OF PASSIVE INCOME

- Income stream from leasing a portion of the property

BENEFITS OF OWNING PROPERTY

- Space can be modified to accommodate changes in the business

NOTES:

[1] Tax Rate calculated using 37.00% Federal and 13.30% State Ordinary Income Tax Rate.

[2] Rate includes cost segregated depreciation. Assumes 67.00% of asset treated as real property, capital gains on appreciation at 20.00%, depreciation recapture at 25.00%, and a blended ordinary income tax rate based on the federal and respective state tax rates.

[3] Depreciation assumes Cost Segregation Study with break down of Improvements into 4 different asset classes with mid-year convention: 18.00% for a 5 Yr asset, 2.00% for a 7 Yr asset, 13.00% for a 15 Yr asset, 67.00% for a 39 Yr asset resulting in roughly 22 years of depreciation during hold period.

PURCHASE ASSUMPTIONS			
Unit Size	43,210 SF	Base Purchase Price	\$10,802,500
Property Type	Office	Base Price Per Square Foot	\$250
Address	6020 Cornerstone Court West San Diego, CA		

GLOBAL ASSUMPTIONS			
Analysis Period	10 Years	Combined Federal and State Tax Rate [1]	45.38%
Operating Expense Growth Rate	3.00%	Effective Blended Capital Gains Rate [2]	37.12%

LEASE ALTERNATIVE		OWN ALTERNATIVE	
Lease Assumptions		Loan Assumptions	
Size of Leased Premises	34,760 SF	Loan Amount	40.00% LTV \$4,321,000
Monthly NNN Rent	\$2.20 PSF	Interest Rate	6.00%
Annual Rent Increases	3.00%	Amortization Period	30 Years
Monthly NNN Charges	\$0.79 PSF	Loan Fees/Costs	1.00% \$43,210
Equity Available for Investment	\$6,524,710	Total Equity Investment (Down Pymt & Fees)	\$6,524,710
After-Tax Equity Investment Rate	3.00%	Monthly Operating Expenses	\$0.79 PSF
		Annual Growth / Appreciation of Property	2.00%
		Third Party Tenant Revenue	
		Size of 3rd Party Tenant	8,450 SF
		3rd Party Monthly Rent + Recovery	\$2.26 PSF
		Annual Rent + Recovery Increases	3.00%
		Assumes tenants continues in place with same increases and no tenant improvements or leasing commissions.	

LEASE		
Monthly Year 1	Per SF	Monthly
1st Year Monthly Rent	(\$2.20)	(\$76,472)
1st Year Monthly NNN Charges	(\$0.79)	(\$27,314)
Tax Savings on Rent Expense	\$1.00	\$34,702
Tax Savings on NNN Charges	\$0.36	\$12,395
After-Tax Investment Income	\$0.47	\$16,312
Monthly Year 1 After-Tax Costs	(\$1.16)	(\$40,377)

OWN		
Monthly Year 1	Per SF	Monthly
1st Year Loan Payments	(\$0.60)	(\$25,907)
1st Year Operating Expenses	(\$0.79)	(\$33,953)
Tax Savings on OPEX + 3rd Party Rev.	\$0.16	\$6,736
Revenue from 3rd Party Tenant	\$0.44	\$19,111
Tax Savings on Interest Expense	\$0.23	\$9,750
Tax Savings on Depreciation	\$2.04	\$88,352
Building Appreciation	\$0.42	\$18,004
Monthly Year 1 After-Tax Savings	\$1.90	\$82,092

Savings as Owner in Monthly After-Tax Costs Year 1 **\$122,469**

10-Year Total		Total
Total Rent (Effective \$2.52 Over 10 Yrs)		(\$10,519,989)
Total NNN Charges (Effective \$0.90 Over 10 Yrs)		(\$3,757,444)
Tax Savings on Rent Expenses		\$4,773,866
Tax Savings on NNN Charges		\$1,705,091
After-Tax Investment Income		\$2,243,955
Total After-Tax Cash Flow		(\$5,554,522)

10-Year Total		Total
Total Loan Payments		(\$3,151,999)
Total Operating Expenses		(\$4,670,862)
Tax Savings on OPEX + 3rd Party Rev.		\$926,592
Revenue from 3rd Party Tenant		\$2,628,966
Tax Savings on Interest Expense		\$1,110,451
Tax Savings on Depreciation		\$1,614,540
Building Appreciation		\$2,365,687
Principal Paydown		\$704,940
Capital Gains Tax		(\$2,145,881)
Total After-Tax Cash Flow		(\$617,567)

Savings as Owner in Total After-Tax Cash Flows **\$4,936,956**

RENT ROLL

Suite	Tenant Name	Square Feet	% of Property	Lease Term		Rental Rates					Recovery Type	Market Assumption / Market Rent	Comments/Options
				Begin	End	Begin	Monthly	PSF	Annually	PSF			
100	O2X Human Performance	2,000	4.63%	Jan-2025	Dec-2027	Current Jan-2027	\$4,017 \$4,138	\$2.01 \$2.07	\$48,204 \$49,650	\$24.10 \$24.83	GROSS	Market \$2.20	
105	VACANT (105)	3,160	7.31%			FUTURE	\$6,952	\$2.20	\$83,424	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.
110	VACANT (110)	2,560	5.92%			FUTURE	\$5,632	\$2.20	\$67,584	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.
200	VACANT (200)	2,919	6.76%			FUTURE	\$6,422	\$2.20	\$77,062	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.
220	VACANT (220)	1,233	2.85%			FUTURE	\$2,713	\$2.20	\$32,551	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.
230	John Boggs & Associates	1,485	3.44%	Oct-2023	Nov-2026	Current Oct-2026	\$3,624 \$3,723	\$2.44 \$2.51	\$43,482 \$44,679	\$29.28 \$30.09	MG	Market \$2.20	
240	VACANT (240)	2,872	6.65%			FUTURE	\$6,318	\$2.20	\$75,821	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.
250	Fonns & Estigarribia	2,054	4.75%	Aug-2021	Nov-2026	Current Aug-2026	\$5,432 \$5,596	\$2.64 \$2.72	\$65,186 \$67,148	\$31.74 \$32.69	MG	Market \$2.20	
260	VACANT (260)	1,612	3.73%			FUTURE	\$3,546	\$2.20	\$42,557	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.
270	VACANT (270)	2,084	4.82%			FUTURE	\$4,585	\$2.20	\$55,018	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.
280	VACANT (280)	3,044	7.04%			FUTURE	\$6,697	\$2.20	\$80,362	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.
300	VACANT (300)	6,377	14.76%			FUTURE	\$14,029	\$2.20	\$168,353	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.
320	VACANT (320)	4,435	10.26%			FUTURE	\$9,757	\$2.20	\$117,084	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.
340	MDC LLC	2,911	6.74%	Aug-2025	Nov-2028	Current Sep-2026 Sep-2027 Sep-2028	\$5,676 \$5,847 \$6,022 \$6,203	\$1.95 \$2.01 \$2.07 \$2.13	\$68,117 \$70,161 \$72,266 \$74,434	\$23.40 \$24.10 \$24.83 \$25.57	GROSS	Market \$2.20	
350	VACANT (350)	4,457	10.31%			FUTURE	\$9,805	\$2.20	\$117,665	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.
Z-ADJ	VACANT (Z-ADJ)	7	0.02%			FUTURE	\$15	\$2.20	\$185	\$26.40	NNN	Market \$2.20	Analysis assumes space is vacant as of analysis start.

TOTALS / AVERAGES

	<u>43,210</u>			<u>\$24,426</u>	<u>\$2.89</u>	<u>\$293,107</u>	<u>\$34.69</u>
OCCUPIED SqFt	8,450	19.6%					
VACANT SqFt	34,760	80.4%					
TOTAL SqFt	<u>43,210</u>	<u>100.0%</u>					

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Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property (“Owner”) or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

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The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

6020

CORNERSTONE COURT WEST

SAN DIEGO | CALIFORNIA

CBRE

INVESTMENT PROPERTIES — PRIVATE CAPITAL PARTNERS

Orange County

Anthony DeLorenzo
Bryan Johnson
Jackson Marlow
Nick Williams
Halie Bergeron
Paul Stache

Los Angeles / Ventura County

Mark Shaffer
Gerard Poutier
Grant Goldman
Dylan Rutigliano

Inland Empire

Sammy Cemo
Austin Reuland

San Diego

Matt Pourcho
Matt Harris
Casey Sterk

Sacramento

Matt Post

Phoenix

Geoffrey Turbow
James Chantilas
Emily Minnier
Mark Gnirk

Las Vegas

Tyler Ecklund
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Portland

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