

197 E 2ND STREET, POMONA, CA 91766

Four-concept hospitality venue and the real estate, offered together

COSMO ULTRA LOUNGE | OLD SKOOL CAFÉ | THE COSMO | CEFISHE



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ONE WEST GROUP

197 E 2ND STREET
POMONA, CA 91766

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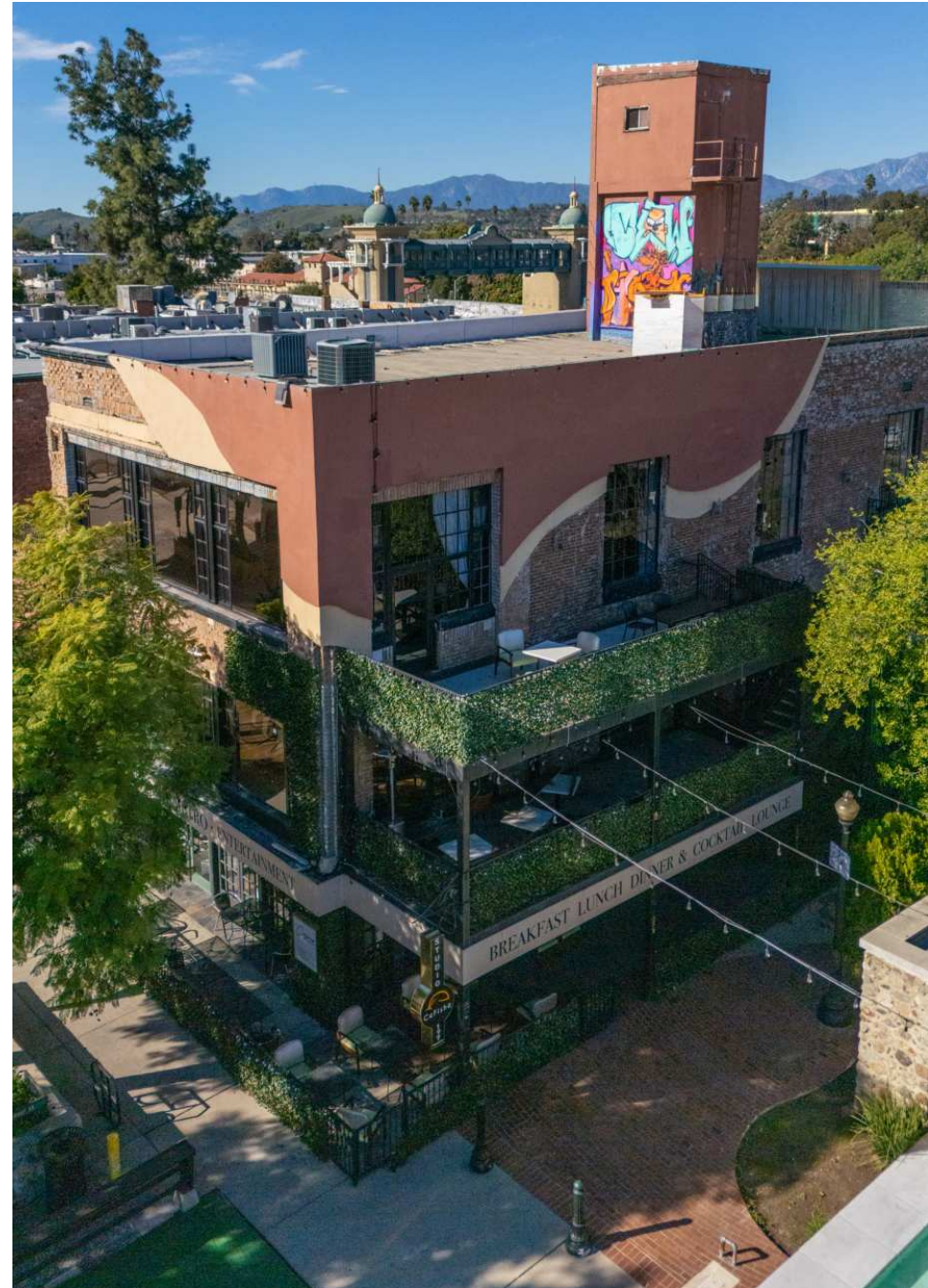
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197 E 2nd Street is a four-concept hospitality business offered together with the 17,300-square-foot building it operates in. This is a sale of both the operating business and the real estate, not the real estate alone.

The Cosmo is a growing business, not a turnaround. Gross sales rose from \$1,370,138 in 2024 to \$1,751,351 in 2025, a 27.8 percent increase. 2026 is tracking above \$2 million on the strength of historical summer and holiday programming. Over the same period guest count grew 22 percent and average ticket climbed 37 percent. Net sales grew 29.5 percent.

The property sits in the heart of Downtown Pomona’s Arts Colony, one block from the Metrolink station and adjacent to Western University of Health Sciences. The building was rebuilt top to bottom in 2025 with more than \$1,000,000 in capital improvements across all four levels. The buyer inherits a renovated, operating asset, not deferred maintenance.

For a qualified owner-operator, the structure is the differentiator. \$3,500,000 in seller financing is available, interest only, 5-year term at 5 percent. Because the transaction conveys both the business and the building, it is financeable through SBA pathways. A qualified operator can control a growing multi-concept venue and its real estate with a fraction of the cash an all-cash purchase would require.

The property also sits within a Federal Opportunity Zone, adding capital gains treatment for an investor buyer on top of the operating story.

OFFERING PRICE

ASKING PRICE	\$6,950,000
PRICE PER SQUARE FOOT	\$402/SF
BUILDING SIZE	17,300 SF
LOT SIZE	0.57 Acres (24,829 SF)
YEAR BUILT / RENOVATED	1932 / 2025
2025 CAPITAL IMPROVEMENTS	\$1,000,000+
A/V SYSTEMS INVESTMENT	\$200,000+
2025 GROSS SALES	\$1,751,351
TYPE 47 LIQUOR LICENSE	Included (up to 5 bars)
FF&E	Included
OPPORTUNITY ZONE	Yes
SELLER FINANCING	\$3.5M, interest only, 5-year term at 5%
SBA ELIGIBILITY	Yes, for a qualified owner-operator



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PROPERTY SPECIFICATIONS

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BUILDING INFORMATION

PROPERTY ADDRESS	197 E 2ND STREET, POMONA, CA 91766
PROPERTY TYPE	RETAIL / HOSPITALITY, MULTI-CONCEPT ENTERTAINMENT VENUE
PROPERTY SUBTYPE	RESTAURANT, BAR, LOUNGE, NIGHTCLUB, EVENT SPACE
BUILDING SIZE	17,300 SF
NUMBER OF STORIES	3 STORIES + BASEMENT (4 LEVELS TOTAL)
YEAR BUILT	1932
YEAR RENOVATED	2025 (\$1,000,000+ RENOVATION)
BUILDING CLASS	C
CEILING HEIGHT	11 FEET SLAB TO SLAB
BUILDING FAR	0.70
LOT SIZE	0.57 ACRES (24,829 SF)
FRONTAGE	180 FEET ON 2ND ST, LOCUST, AND 1ST ST
PARKING	22 SPACES
APN / PARCEL NUMBER	8335-009-015
ZONING	C3, MIXED USE COMMERCIAL
ZONING NOTES	CUP FOR TYPE 47 LIQUOR AND ENTERTAINMENT



FOUR CONCEPTS, ONE BUILDING

A 17,300-square-foot property built in 1932 with more than \$1,000,000 in recent capital improvements across all four levels. The four floors run as four independent revenue streams under one roof, sharing kitchen and bar infrastructure.

COSMO ULTRA LOUNGE — TOP FLOOR

The venue's namesake concert and event floor. The stage has hosted Suga Free, Baby Bash, Cherrelle, Lighter Shade of Brown, Left Gunplay, and Kalan.FrFr, among others. Anchors the high-margin ticketed-show and private-buyout business. Dining and banquet capacity for large celebrations, weddings, and corporate functions, integrated with the professional A/V systems.

OLD SKOOL CAFÉ — THIRD FLOOR

A Chicano-classic café overlooking the main restaurant and outdoor patio. Familiar café bites and coffee with elevated views over downtown Pomona. Full bar service with new refrigeration. Functions as an open lounge or a closed private-event space. Complete 2025 renovation with new flooring and finishes.

THE COSMO, MAIN RESTAURANT & BAR — STREET LEVEL

Exposed brick, greenery, 40 beers on tap, and an intimate live-show stage. The menu is built around Pomona's namesake, the Queen of Citrus and Fruit. Open from day service through the night. Anchored by the 20-foot LED video wall and a purpose-built steel performance stage, with a full commercial kitchen and outdoor patio seating.

CEFISHE — LOWER LEVEL

The only mariscos speakeasy in Pomona. A fusion-seafood second restaurant serving tacos, tostadas, oysters, and more, with DJ and live music on select nights. Full bar with new refrigeration, catering kitchen, office space, and restrooms. A password-required speakeasy concept creates an exclusive, members-fee experience.

DEAL STRUCTURE & FINANCING

SELLER CARRY AVAILABLE • SBA ELIGIBLE

\$3,500,000 seller financing, interest only, 5-year term at 5%.

Seller carry of \$3,500,000 materially lowers the buyer's cash requirement and covers roughly half the capital stack against the \$6,950,000 price.

Real estate and business convey in one transaction, which makes the deal SBA-eligible for a qualified owner-operator. That broadens the buyer pool well beyond all-cash purchasers. Between the seller note and SBA-eligible financing on the balance, a qualified operator can control a growing, multi-concept hospitality business and its real estate for a fraction of the cash a typical all-cash purchase would require.

INVESTMENT HIGHLIGHTS

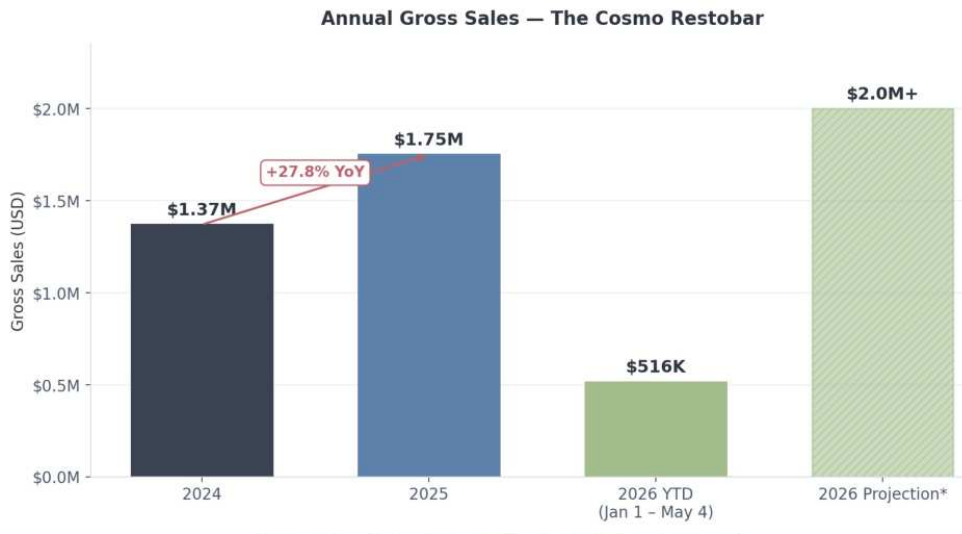
- Proven, growing cash flow. \$1.37M (2024) to \$1.75M (2025) to \$2.0M+ (2026 projected). A third consecutive year of growth, roughly 46% above 2024.
- Seller carry of \$3.5M at 5%, interest only, for 5 years, lowering the buyer's cash requirement.
- Real estate and business in one transaction. SBA-eligible for an owner-operator, broadening the buyer pool well beyond all-cash.
- Four revenue concepts under one roof. No single category exceeded 40% of 2025 net sales, reducing reliance on any one line.
- Private events up 62.5% year over year. Highest-margin channel and clearest near-term upside.
- More than \$1,000,000 already in the ground across all four floors. The buyer is not underwriting a renovation.
- Type 47 liquor license included, allowing operation of up to five bars.
- Federal Opportunity Zone location for qualified-investor capital gains treatment.



The Cosmo Restobar has delivered two consecutive years of double-digit revenue growth and is positioned to cross the \$2 million mark in 2026. The figures that follow are drawn directly from the venue’s point-of-sale activity reports and tell a consistent story: a restaurant and entertainment property that is gaining momentum across food, beverage, and private-event channels.

TOP-LINE PERFORMANCE AT A GLANCE

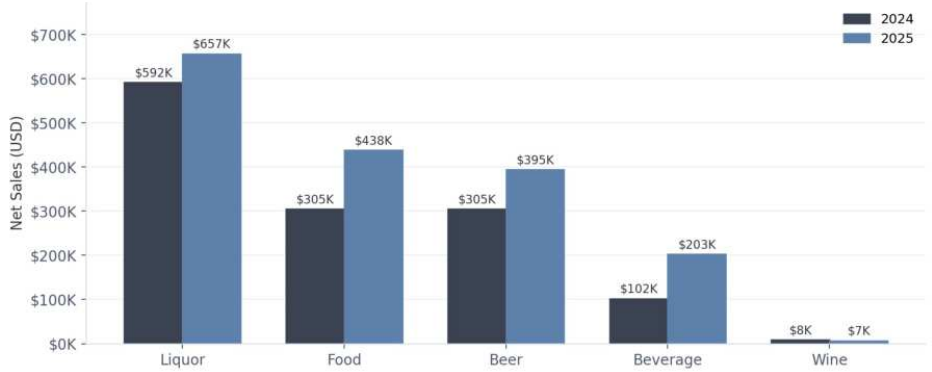
2024 GROSS SALES	2025 GROSS SALES	2026 TRAJECTORY
\$1.37M	\$1.75M	\$2.0M+
Full year — baseline	+27.8% vs. 2024	On pace despite slow Q1



YEAR-OVER-YEAR COMPARISON

Metric	2024	2025	YoY Change
Gross Sales	\$1,370,138	\$1,751,351	+27.8%
Net Sales	\$1,312,157	\$1,699,539	+29.5%
Guest Count (Headcount)	52,477	64,105	+22.2%
Closed Tickets	45,829	43,345	–5.4%
Average Ticket	\$28.63	\$39.21	+37.0%
Average Spend per Guest	\$25.00	\$26.51	+6.0%
Private Event Revenue	~\$80,000	~\$130,000	+62.5%

REVENUE MIX: DIVERSIFIED AND STRENGTHENING



METRO
LINK

THOMAS PLAZA

CHASE

197 E 2ND STREET

E 2ND STREET



PROPERTY PICTURES - FIRST FLOOR

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PROPERTY PICTURES - TOP FLOORS

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W. 1ST STREET

197 E 2ND STREET

S. GAREY

E 2ND STREET



DOWNTOWN POMONA ARTS COLONY

The property is located in the heart of the Pomona Arts Colony, a historic neighborhood dedicated to creative arts, commerce, education, and urban living. The Arts Colony is recognized as one of the most vibrant cultural districts in the Inland Empire.

- Monthly Second Saturday Art Walk - one of California's oldest and largest art walks
- Over a dozen galleries showcasing local and international artists
- Latino Art Museum and American Museum of Ceramic Arts
- Historic Fox Theater and Glass House concert venue
- Antique Row stretching two blocks along 2nd Street
- Diverse restaurants, cafes, and nightlife establishments



FEDERAL OPPORTUNITY ZONE BENEFITS

The property is located within a designated Federal Opportunity Zone, offering significant tax benefits for qualified investors:

- Temporary deferral of capital gains taxes until December 31, 2026
- Potential for 10-15% step-up in basis for gains held 5-7 years
- Elimination of capital gains on appreciation if held 10+ years
- Pomona has 4 designated Opportunity Zones covering approximately 10% of the city's population.

PROXIMITY TO KEY DESTINATIONS

POMONA DOWNTOWN METROLINK STATION	0.2 MILES (3-MINUTE WALK)
WESTERN UNIVERSITY OF HEALTH SCIENCESPARKING	0.1 miles (1-minute walk)
POMONA CITY HALL	0.3 miles
FOX THEATER POMONA	0.2 miles
SR-60 FREEWAY	0.5 miles
SR-71 FREEWAY	1.0 mile
LOS ANGELES	30 miles west
CAL POLY POMONA	3.5 miles
FAIRPLEX (LA COUNTY FAIR)	2 miles



MAJOR EMPLOYERS & ECONOMIC DRIVERS

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EDUCATIONAL INSTITUTIONS

Cal Poly Pomona - California State Polytechnic University, Pomona is a major economic driver supporting over 11,000 jobs and generating \$1.5 billion in economic activity in the LA region. The university enrolls approximately 30,000 students and is ranked #1 polytechnic university for diversity and economic mobility.

Western University of Health Sciences - Located directly on 2nd Street adjacent to the subject property. Private medical university with enrollment of 3,724 students offering 20+ academic programs in healthcare professions. Students and faculty represent a significant customer base for the venue.

FAIRPLEX / LA COUNTY FAIR

Fairplex is a 487-acre campus hosting approximately 300 events annually including the LA County Fair - the largest county fair in the country welcoming over 1 million guests annually. Employs 300 year-round and 1,700+ during the Fair.

KEY ECONOMIC SECTORS

Manufacturing - Diverse production from electronics to food processing

Healthcare - Pomona Valley Hospital Medical Center

Education - Higher education and public schools

Government - County and city services

Retail and Entertainment - Growing downtown district



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COMMERCIAL REAL ESTATE MARKET



34°05'08"N 117°44'06"W

POMONA
CALIFORNIA

POMONA MARKET OVERVIEW

TOTAL COMMERCIAL SPACE	1,450,660 SF IN 49 PROPERTIES
OFFICE SPACE INVENTORY	438,358 SF IN 9 BUILDINGS
RETAIL SPACE INVENTORY	296,910 SF
INDUSTRIAL SPACE INVENTORY	1,767,617 SF
ACTIVE CRE LISTINGS	93 PROPERTIES FOR SALE
AVERAGE ASKING PRICE/SF	\$681/SF
AVERAGE CAP RATE	5.59%

AVERAGE LEASE RATES

OVERALL AVERAGE	\$20.40/SF/YEAR
OFFICE SPACE	\$28.58/SF/YEAR
INDUSTRIAL SPACE	\$15.17/SF/YEAR

ZONING & LAND USE

CURRENT ZONING: C3 - COMMERCIAL MIXED USE

The C3 zoning designation in Pomona allows for a wide range of commercial uses including retail, restaurant, entertainment, and service businesses. The property has an existing Conditional Use Permit for Type 47 liquor license and entertainment operations.

PERMITTED USES UNDER C3 ZONING

- Retail stores and shops
- Restaurants and bars
- Entertainment venues (with CUP)
- Professional offices
- Service businesses
- Mixed-use development

POMONA ZONING UPDATES

The City of Pomona updated its Zoning and Development Code effective July 31, 2024, with sign regulations updated May 7, 2025. Downtown areas support high-density, transit-oriented development.

DEMOGRAPHICS & MARKET DATA

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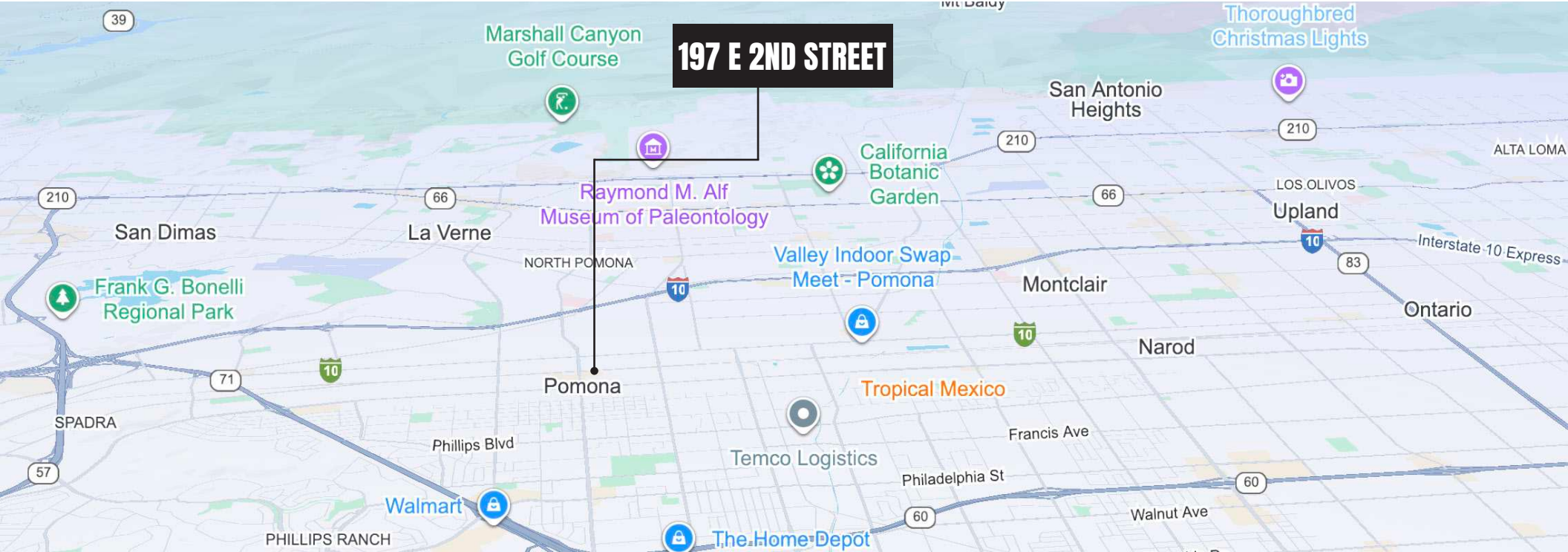
Population	147,966
Population Density	6,478 per square mile
Median Age	35.4 years
Median Household Income	\$78,869 (2023)
Per Capita Income	\$29,187 (2023)
Median Home Value	\$614,600 (2023)
Median Gross Rent	\$1,816 (2023)
Total Households	41,827
Average Household Size	3.0 persons
Employment Rate	93.7%
Workforce	69,602 residents

Demand Drivers & Proximity

Pomona Downtown Metrolink Station	0.2 miles (3-minute walk)
Western University of Health Sciences	0.1 miles (1-minute walk), 3,724 students
Pomona City Hall	0.3 miles
Fox Theater Pomona	0.2 miles
SR-60 Freeway	0.5 miles
SR-71 Freeway	1.0 mile
Cal Poly Pomona	3.5 miles, ~30,000 students
Fairplex / LA County Fair	2 miles, 1M+ annual guests
Los Angeles	30 miles west

Pomona Commercial Market

Active CRE Listings	93 properties for sale
Average Asking Price/SF	\$681/SF
Average Cap Rate	5.59%
Overall Average Lease Rate	\$20.40/SF/year
Current Zoning	C3, Commercial Mixed Use
Entitlement Status	Existing CUP for Type 47 liquor and entertainment





CalDRE #01932970

KARL MARKARIAN

SENIOR ADVISOR AND VICE-PRESIDENT OF SALES

PROFESSIONAL BACKGROUND

Founder – One West Group at eXp Commercial Commercial Real Estate Advisor | 30+ Years of Industry Experience

With over three decades in the real estate industry, Karl Markarian brings a wealth of experience, market insight, and a proven track record of success. Having closed more than \$200 million in commercial transactions, Karl has built a reputation for delivering results across multifamily, retail, office, and development properties. As the founder of One West Group, Karl leads a dynamic team of commercial advisors dedicated to excellence, collaboration, and client-focused solutions. Backed by the national platform of eXp Commercial, One West Group combines local market expertise with a national reach, offering strategic opportunities to investors, developers, and property owners. Karl's approach is hands-on and relationship-driven, with a deep focus on growth, leadership, and long-term success, for his clients, his team, and the communities they serve.

EDUCATION

York University, Toronto, Canada
Master's in International Business

Seneca College, Toronto, Canada
Diploma in Business & Commerce



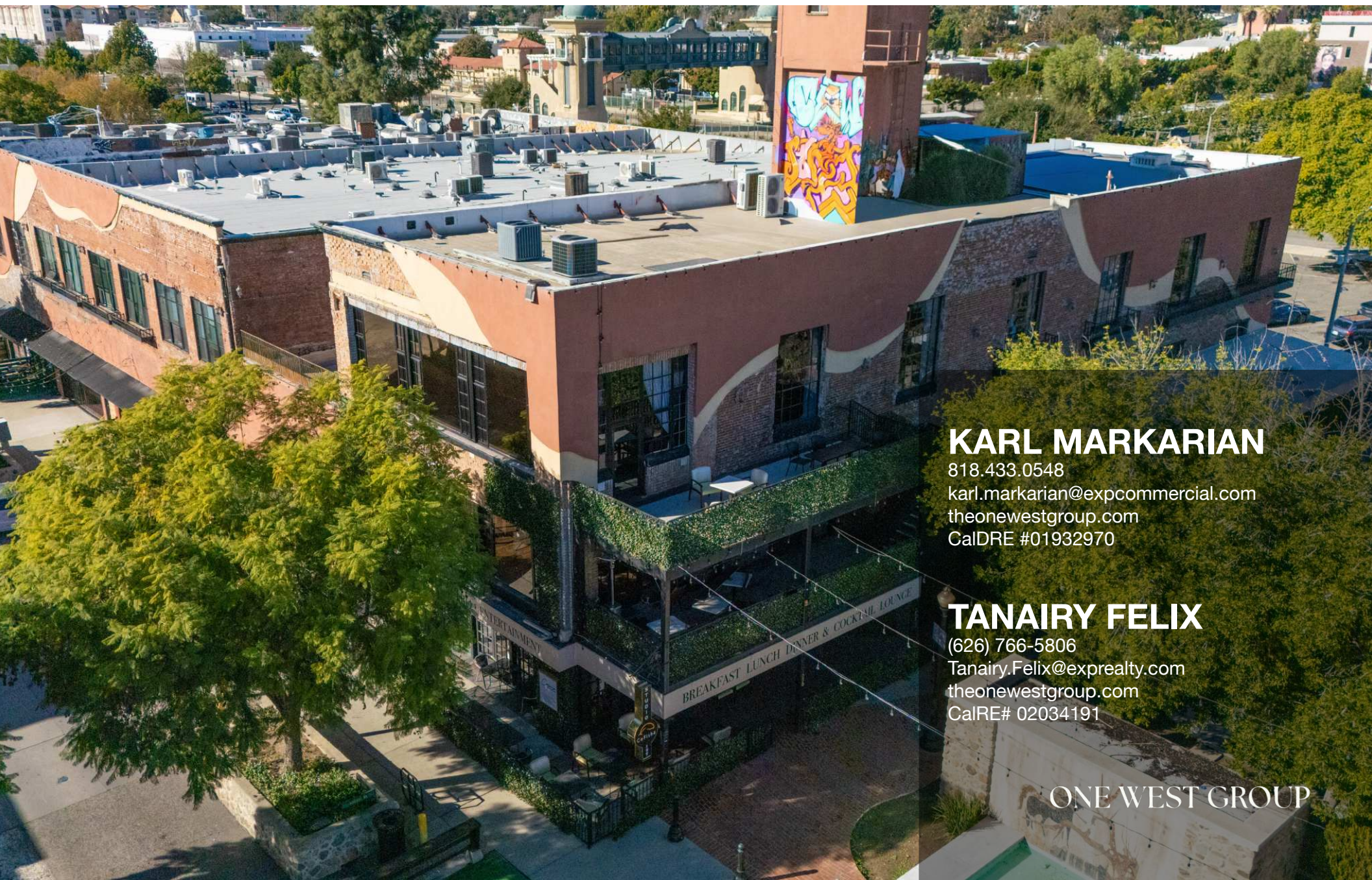
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TANAIRY FELIX

ADVISOR

Tanairy Felix epitomizes integrity, energy, hard work, and creative service in every single detail of your real estate transaction. Tanairy born and raised in the Los Angeles area, started her sales habit at the age of 11 selling chocolate bars to the LA neighborhoods. She has continued rising early and has built a successful career in marketing and sales for over 8 years in the Los Angeles community. She has worked every aspect of the industry representing sellers, buyers, and investors in the residential market.

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