

NEW CONSTRUCTION FLEX CONDOS

LOCATED WITHIN 2534 - JUST SOUTHEAST OF INTERSTATE 25 & HIGHWAY 34

FOR SALE

4691 CONCORDE AVE,
JOHNSTOWN, CO 80534



NEW CONSTRUCTION FLEX CONDO UNITS AVAILABLE

Available: 2,240± SF to 20,640± SF*
Sale Price: \$170.00 - \$200.00 / SF (Core & Shell) [Click here for Core & Shell specs](#)
Lease Rate: \$12.95 / SF NNN (\$10.00 / SF TI Allowance)
Clear Height: 20' ±
Bay Depth: 80' ±

Free span condo units available for sale (*Lease available for entire remaining footprint, and any required mezzanine, only). The multi-tenant building can be demised down to 2,240± sq. ft units with approximately 80' bay depth. Two remaining units have dock high doors.

**Each bay is 2,240± SF that can include 1,200± SF of mezzanine, for a total of 3,440± SF. Seller can install mezzanine prior to closing, or mezzanine can be excluded.*

High quality flex building within the 2534 Business Park. This project is located in the heart of Northern Colorado's fastest growing residential and employment areas, at the intersection of the region's two main highways - Interstate 25 and Highway 34. This modern facility features functional clear span and clear height with the option to add mezzanine space. Amenities nearby include: SCHEELS, numerous restaurants and retailers, healthcare, The Promenade Shops at Centerra, Marketplace at Centerra and more.

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LOCATION MAP & BUILDING PHOTOS



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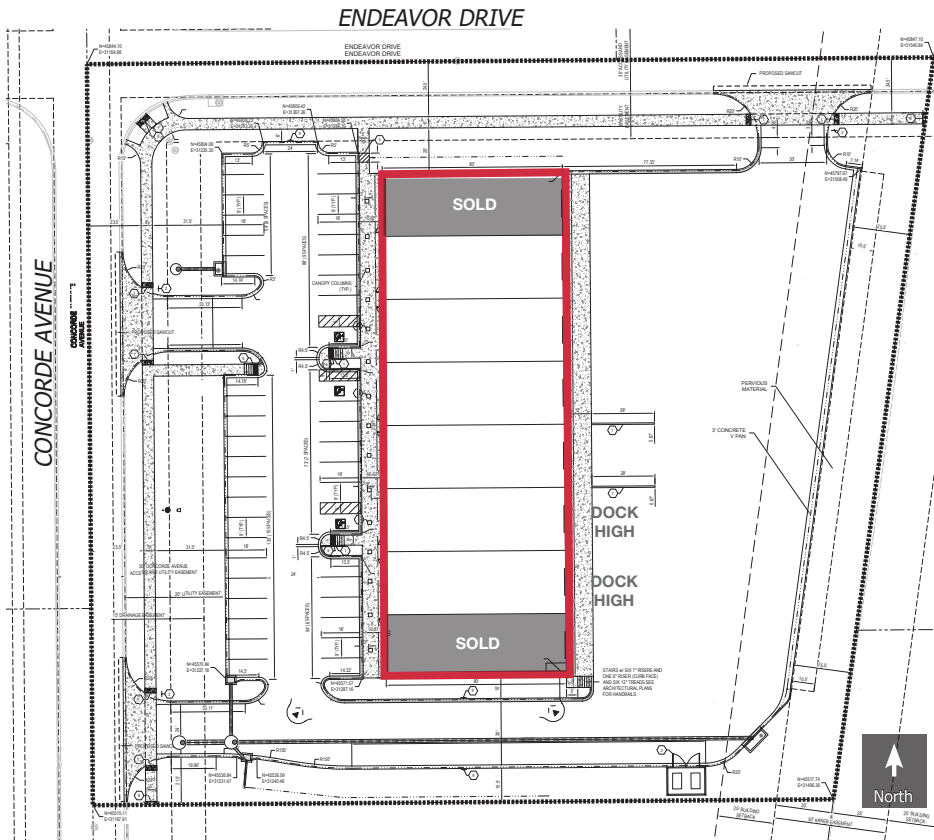
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SITE PLAN & BUILDING PLAN



* Conceptual Site Plan subject to change. Buyer to verify.

SITE SUMMARY

ITEM	AREA	% OF GROSS SITE	PARKING DATA	REQUIRED SPACES	PROVIDED SPACES
GROSS SITE AREA	115,924 SF	100%	PARKING COUNT	-	-
BUILDING FOOTPRINT	17,920 SF	15.5%	1 SPACE/2 EMPLOYEES (8 EMPLOYEES/BAY, 8 BAYS)	32	43
PARKING/DRIVES/WALKS	72,195 SF	62.3%	3 HANDICAP SPACES/1-75 SPACES (56 STAND. SPACES)	3	3
LANDSCAPE AREA	25,809 SF	22.2%			

CONDO UNITS (each 2,240± SF*)

(1,200± SF mezzanine can be installed for a total of 3,440± SF prior to closing, or can be excluded.)

AVAILABLE:

2,240± SF to 20,640± SF

SALE PRICE:

\$170.00 - \$200.00 / SF (Core & Shell)

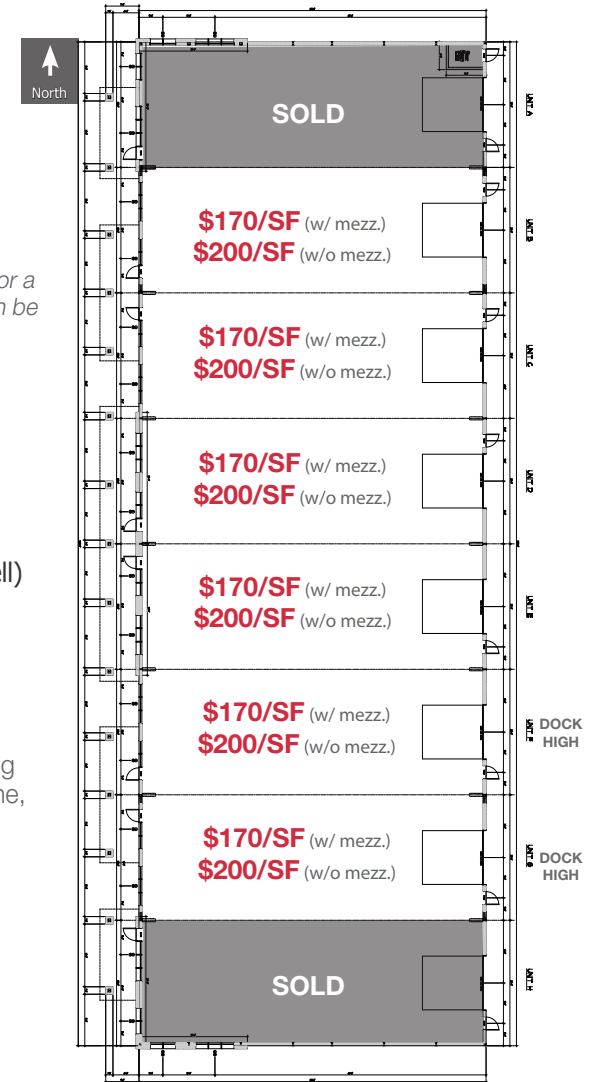
LEASE RATE*:

\$12.95 / SF NNN
(\$10.00 / SF TI Allowance)

(*Lease available for entire remaining footprint, and any required mezzanine, only)

CLEAR HEIGHT: 20' ±

BAY DEPTH: 80' ±



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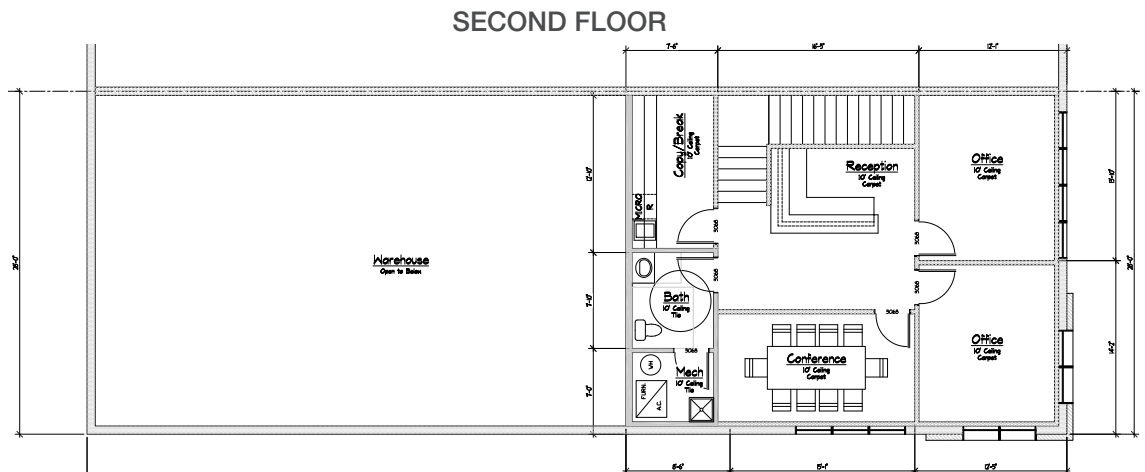
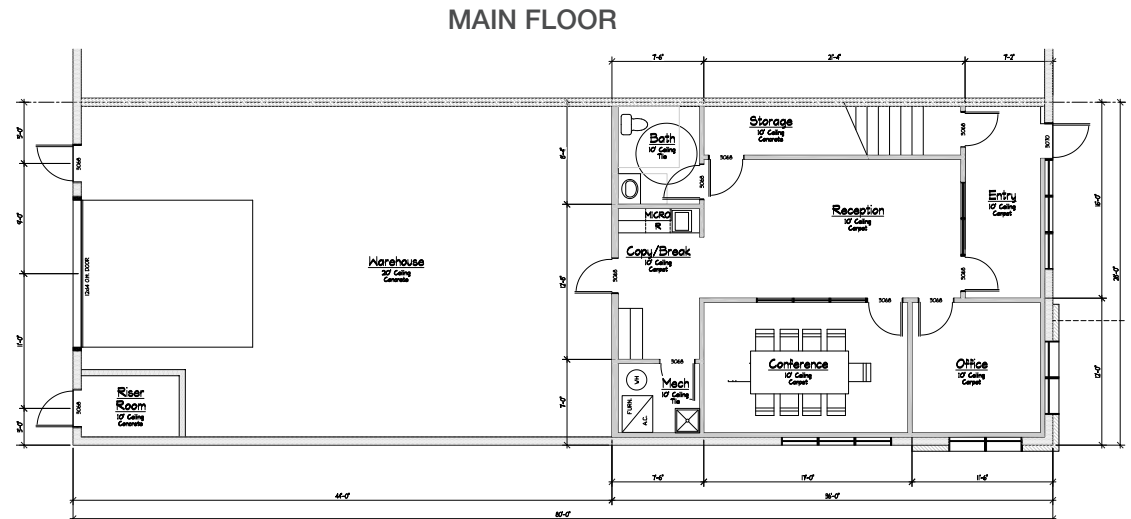
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REPRESENTATIVE INTERIOR PHOTOS & FLOOR PLAN



***INTERIOR PHOTOS AND FLOOR PLAN ARE FROM A SIMILAR PROPERTY AND ARE BEING USED TO GIVE A SENSE OF POTENTIAL FINISHES AND LAYOUT.**

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OWN VS. LEASE ANALYSIS - REMAINING INTERIOR CONDO UNITS

Ownership Assumptions:	
Building Area (sf):	20,640
Project Cost:	
Purchase Price (\$173.75 psf)	\$ 3,586,200
Tenant Improvements ("TI") @ \$40.00 psf	\$ 825,600
Total Project Cost	4,411,800
Loan Data (Bank Loan):	
Total Project Cost Plus Financing Costs	\$ 4,466,800
Loan Amount (1st Mortgage)	\$ 2,233,400
Down Payment (1st & 2nd Mortgage)	\$ 446,680
Closing Costs & Origination Fee	\$ 25,000
Interim 2nd Mortgage Costs & Interest	\$ 15,000
Amortization Period (Years)	25
Interest Rate	4.75%
Term (Years)	10
Loan Data (SBA 504 Loan):	
Loan Amount (SBA 2nd Mortgage)	\$ 1,786,720
Closing Costs & Origination Fee	\$ 15,000
Amortization Period (Years)	25
Interest Rate	4.75%
Term (Years)	10
Annual Operating Expenses (Est. @ \$6.00 psf)*:	
Property Taxes	\$ 82,711
Property Insurance	\$ 10,000
Common Area Maintenance	\$ 44,800

Lease Assumptions:	
Rental Assumptions:	
Leased Space (SF)	20,640
Lease Term (Years)	10
TI Allowance PSF	\$ 10.00
Total TI Allowance	\$ 206,400
Base Rent PSF (Year 1)	\$ 12.95
NNN Expenses PSF (Year 1)	\$ 6.00
Gross Rental Rate PSF (Year 1)	\$ 18.95
Escalations:	
Rent	3%
Expenses	2%

Own:	Upfront	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Financing Expenses:												
Annual Debt Service		\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (2,750,328)
Down Payment	\$ (446,680)											\$ (446,680)
Total Financing Expenses	\$ (446,680)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (3,197,008)
Operating Expenses*:												
CAM	\$ -	\$ (44,800)	\$ (45,696)	\$ (46,610)	\$ (47,542)	\$ (48,493)	\$ (49,463)	\$ (50,452)	\$ (51,461)	\$ (52,490)	\$ (53,540)	\$ (490,548)
Insurance	\$ -	\$ (10,000)	\$ (10,200)	\$ (10,404)	\$ (10,612)	\$ (10,824)	\$ (11,041)	\$ (11,262)	\$ (11,487)	\$ (11,717)	\$ (11,951)	\$ (109,497)
Property Taxes	\$ -	\$ (82,711)	\$ (84,365)	\$ (86,052)	\$ (87,773)	\$ (89,529)	\$ (91,319)	\$ (93,146)	\$ (95,009)	\$ (96,909)	\$ (98,847)	\$ (905,659)
Total Operating Expenses	\$ -	\$ (137,511)	\$ (140,261)	\$ (143,066)	\$ (145,927)	\$ (148,846)	\$ (151,823)	\$ (154,859)	\$ (157,957)	\$ (161,116)	\$ (164,338)	\$ (1,505,703)
Total Annual Expenses:												
Total Financing Expenses	\$ (446,680)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (275,033)	\$ (3,197,008)
Total Operating Expenses	\$ -	\$ (137,511)	\$ (140,261)	\$ (143,066)	\$ (145,927)	\$ (148,846)	\$ (151,823)	\$ (154,859)	\$ (157,957)	\$ (161,116)	\$ (164,338)	\$ (1,505,703)
Total Annual Expenses:	\$ (446,680)	\$ (412,543)	\$ (415,294)	\$ (418,099)	\$ (420,960)	\$ (423,879)	\$ (426,856)	\$ (429,892)	\$ (432,989)	\$ (436,148)	\$ (439,371)	\$ (4,702,712)
Less: Loan Principal Reduction	\$ -	\$ 85,932	\$ 90,104	\$ 94,478	\$ 99,065	\$ 103,874	\$ 108,917	\$ 114,205	\$ 119,749	\$ 125,563	\$ 131,659	\$ 1,073,545
Total Annual Cost of Ownership**	\$ (446,680)	\$ (326,612)	\$ (325,190)	\$ (323,621)	\$ (321,895)	\$ (320,005)	\$ (317,939)	\$ (315,687)	\$ (313,240)	\$ (310,586)	\$ (307,712)	\$ (3,629,167)
Total Annual Cost of Ownership PSF**	\$ (21.64)	\$ (15.82)	\$ (15.76)	\$ (15.68)	\$ (15.60)	\$ (15.50)	\$ (15.40)	\$ (15.29)	\$ (15.18)	\$ (15.05)	\$ (14.91)	\$ (175.83)

Lease:	Upfront	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Annual Base Rent Expense	\$ -	\$ (267,288)	\$ (275,307)	\$ (283,566)	\$ (292,073)	\$ (300,835)	\$ (309,860)	\$ (319,156)	\$ (328,731)	\$ (338,592)	\$ (348,750)	\$ (3,064,157)
Annual NNN Expenses	\$ -	\$ (123,840)	\$ (126,317)	\$ (128,843)	\$ (131,420)	\$ (134,048)	\$ (136,729)	\$ (139,464)	\$ (142,253)	\$ (145,098)	\$ (148,000)	\$ (1,356,013)
Tenant Funded TI***	\$ (619,200)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (619,200)
Total Expense	\$ (619,200)	\$ (391,128)	\$ (401,623)	\$ (412,409)	\$ (423,493)	\$ (434,883)	\$ (446,589)	\$ (458,620)	\$ (470,984)	\$ (483,691)	\$ (496,750)	\$ (5,039,371)
Total Expense PSF	\$ (30.00)	\$ (18.95)	\$ (19.46)	\$ (19.98)	\$ (20.52)	\$ (21.07)	\$ (21.64)	\$ (22.22)	\$ (22.82)	\$ (23.43)	\$ (24.07)	\$ (244.16)

****POTENTIAL NET SAVINGS OF OWNING VS. LEASING OVER 10 YEARS: \$ 1,410,204

*These figures do not include utilities or janitorial expenses.

**Takes into consideration principal reduction on the loan balance, but does not consider any potential future appreciation in the asset value or a sale.

***Difference between TI allowance and \$40 psf estimated TI cost.

****Factors in principal reduction.

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OWN VS. LEASE ANALYSIS - ONE CONDO UNIT

Ownership Assumptions:	
Building (Condo) Area (sf):	3,440
Project Cost:	
Purchase Price (\$170 psf)	\$ 584,800
Tenant Improvements ("TI") @ \$40.00 psf	\$ 137,600
Total Project Cost	722,400
Loan Data (Bank Loan):	
Total Project Cost Plus Financing Costs	\$ 739,900
Loan Amount (1st Mortgage)	\$ 369,950
Down Payment (1st & 2nd Mortgage)	\$ 73,990
Closing Costs & Origination Fee	\$ 7,500
Interim 2nd Mortgage Costs & Interest	\$ 5,000
Amortization Period (Years)	25
Interest Rate	4.75%
Term (Years)	10
Loan Data (SBA 504 Loan):	
Loan Amount (SBA 2nd Mortgage)	\$ 295,960
Closing Costs & Origination Fee	\$ 5,000
Amortization Period (Years)	25
Interest Rate	4.75%
Term (Years)	10
Annual Operating Expenses (Est. @ \$6.00 psf)*:	
Property Taxes	\$ 10,956
Property Insurance	\$ 3,525
Common Area Maintenance	\$ 6,160

Lease Assumptions:	
Rental Assumptions:	
Leased Space (SF)	3,440
Lease Term (Years)	10
TI Allowance PSF	\$ 10.00
Total TI Allowance	\$ 34,400
Base Rent PSF (Year 1)	\$ 13.00
NNN Expenses PSF (Year 1)	\$ 6.00
Gross Rental Rate PSF (Year 1)	\$ 19.00
Escalations:	
Rent	3%
Expenses	2%

Own:	Upfront	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Financing Expenses:												
Annual Debt Service		\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (455,576)
Down Payment	\$ (73,990)											\$ (73,990)
Total Financing Expenses	\$ (73,990)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (529,566)
Operating Expenses*:												
CAM	\$ -	\$ (6,160)	\$ (6,283)	\$ (6,409)	\$ (6,537)	\$ (6,668)	\$ (6,801)	\$ (6,937)	\$ (7,076)	\$ (7,217)	\$ (7,362)	\$ (67,450)
Insurance	\$ -	\$ (3,525)	\$ (3,596)	\$ (3,667)	\$ (3,741)	\$ (3,816)	\$ (3,892)	\$ (3,970)	\$ (4,049)	\$ (4,130)	\$ (4,213)	\$ (38,598)
Property Taxes	\$ -	\$ (10,956)	\$ (11,176)	\$ (11,399)	\$ (11,627)	\$ (11,860)	\$ (12,097)	\$ (12,339)	\$ (12,585)	\$ (12,837)	\$ (13,094)	\$ (119,970)
Total Operating Expenses	\$ -	\$ (20,641)	\$ (21,054)	\$ (21,475)	\$ (21,905)	\$ (22,343)	\$ (22,790)	\$ (23,246)	\$ (23,710)	\$ (24,185)	\$ (24,668)	\$ (226,018)
Total Annual Expenses:												
Total Financing Expenses	\$ (73,990)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (45,558)	\$ (529,566)
Total Operating Expenses	\$ -	\$ (20,641)	\$ (21,054)	\$ (21,475)	\$ (21,905)	\$ (22,343)	\$ (22,790)	\$ (23,246)	\$ (23,710)	\$ (24,185)	\$ (24,668)	\$ (226,018)
Total Annual Expenses:	\$ (73,990)	\$ (66,199)	\$ (66,612)	\$ (67,033)	\$ (67,462)	\$ (67,901)	\$ (68,347)	\$ (68,803)	\$ (69,268)	\$ (69,742)	\$ (70,226)	\$ (755,584)
Less: Loan Principal Reduction	\$ -	\$ 14,234	\$ 14,925	\$ 15,650	\$ 16,410	\$ 17,206	\$ 18,041	\$ 18,917	\$ 19,836	\$ 20,799	\$ 21,808	\$ 177,827
Total Annual Cost of Ownership**	\$ (73,990)	\$ (51,965)	\$ (51,687)	\$ (51,383)	\$ (51,053)	\$ (50,694)	\$ (50,306)	\$ (49,886)	\$ (49,432)	\$ (48,944)	\$ (48,418)	\$ (577,757)
Total Annual Cost of Ownership PSF**	\$ (21.51)	\$ (15.11)	\$ (15.03)	\$ (14.94)	\$ (14.84)	\$ (14.74)	\$ (14.62)	\$ (14.50)	\$ (14.37)	\$ (14.23)	\$ (14.07)	\$ (167.95)

Lease:	Upfront	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Total
Annual Base Rent Expense	\$ -	\$ (44,720)	\$ (46,062)	\$ (47,443)	\$ (48,867)	\$ (50,333)	\$ (51,843)	\$ (53,398)	\$ (55,000)	\$ (56,650)	\$ (58,349)	\$ (512,665)
Annual NNN Expenses	\$ -	\$ (20,641)	\$ (21,054)	\$ (21,475)	\$ (21,905)	\$ (22,343)	\$ (22,790)	\$ (23,246)	\$ (23,710)	\$ (24,185)	\$ (24,668)	\$ (226,018)
Tenant Funded TI***	\$ (103,200)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (103,200)
Total Expense	\$ (103,200)	\$ (65,361)	\$ (67,116)	\$ (68,919)	\$ (70,772)	\$ (72,676)	\$ (74,633)	\$ (76,644)	\$ (78,710)	\$ (80,835)	\$ (83,018)	\$ (841,882)
Total Expense PSF	\$ (30.00)	\$ (19.00)	\$ (19.51)	\$ (20.03)	\$ (20.57)	\$ (21.13)	\$ (21.70)	\$ (22.28)	\$ (22.88)	\$ (23.50)	\$ (24.13)	\$ (244.73)

****POTENTIAL NET SAVINGS OF OWNING VS. LEASING OVER 10 YEARS: \$ 264,125

*These figures do not include utilities or janitorial expenses.

**Takes into consideration principal reduction on the loan balance, but does not consider any potential future appreciation in the asset value or a sale.

***Difference between TI allowance and \$40 psf estimated TI cost.

****Factors in principal reduction.

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EXECUTIVE SUMMARY

DEMOGRAPHICS

	3-MILES	5-MILES	7-MILES
2018 Est. Population	8,585	42,732	110,470
2023 Projected Population	10,674	50,139	123,921
2018 Avg. Household Income	\$120,439	\$99,052	\$90,513
Bachelor's Degree or Higher	48.6%	42.1%	38.3%
Median Age	42.0	39.3	39.6
Daytime Employment	13,469	29,919	56,220

Source: Site To Do Business, March, 2019

REGIONAL EMPLOYERS

Banner Health Colorado	5,096	Qualfon	800
Broadcom Ltd.	1,500	State Farm Insurance	1,300
Colorado State University	6,701	UCHealth	5,500
Hewlett Packard	1,490	Univ. of Northern Colorado	1,600
JBS Swift & Company	3,688	Vestas Blades A/S	2,400
Larimer County	1,639	Weld County	1,500
OtterBox	854	Weld County School District	2,800
Poudre School District R1	3,615	Woodward Inc.	1,475

Source: BizWest 2018 Book of Lists

NORTHERN COLORADO COMMUNITIES ARE CONSISTENTLY BEING RECOGNIZED ON "TOP AND BEST OF" LISTS.

- Greeley ranks #1 nationally for growth in jobs and the economy. WalletHub. October, 2018 [View full article](#)
- Fort Collins ranked 5th Top Best Performing Cities: Milken Institute - January, 2018
- Fort Collins-Loveland, ranked #1 for 'Top 10 Stable, Growing Markets'. Realtor.com. April, 2017
- Loveland, ranks #1 for 'The Top 10 Boomtowns of 2015'. www.Smartasset.com. January, 2016 [View full article](#)
- Greeley, Fort Collins, Boulder metro areas make 'Best Performing Cities' list. Bizwest. December, 2015 [View full article](#)
- Greeley, 'Best Small and Medium-Size Cities for Jobs 2015'. Forbes, June, 2015
- Weld County employment increase ranks county #1 in nation. Bizwest. September, 2014 [View full article](#)
- Fort Collins-Loveland ranks #1 City Satisfaction, Gallup-Healthways Well-Being Index. April, 2014
- Fort Collins #7, Best Places for Business & Careers, Forbes, August, 2013
- Weld County (East and Southeast of site) leads all of Colorado with more than 16,500 active oil and gas wells. www.cogoa.org
- Major Tourist Attraction, Rocky Mountain National Park with 3.2 million visitors per year.

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UTILITIES, ZONING & MARKET DATA

UTILITY PROVIDERS: Electric - Xcel Energy
Gas - Xcel Energy
Water - Town of Johnstown
Sewer - Town of Johnstown

ZONING: PUD (Town of Johnstown) - 2534

PERMITTED USES:

1. Special trades contractor specializing in one or more trades of which the following are examples: plumbing and heating, painting and decorating, electrical work, glazing, insulation, carpentry and masonry
2. General administrative offices
3. Business and professional offices
4. Manufacturing, assembly, processing and fabrication plants
5. General warehousing
6. Experimental, testing and research laboratories
7. Printing and publishing houses and related

*Please note that other uses may be permitted administratively or by review. Please see the 2534 Design Guidelines for a complete list of these uses and other important zoning standards.

For a full list of uses: [Click Here](#)

MARKET DATA:

Northern Colorado Trade Area:

Northern Colorado's trade area consists of approximately 845,000 people (30 mile radius from I-25 and US 34), and is known nationally for its high quality life. Home to Colorado State University and University of Northern Colorado, the region's population is largely young and well-educated, with a diverse workforce.

2534:

2534 is located at the southeast corner of the intersection of Interstate 25 and U.S. Highway 34, which has become Northern Colorado's premier retail trade area. The two highways are the main transportation routes in the region and have more than 120,000 vehicles per day passing through the interchange. This area has the highest concentration of retailers and is across the street from the Promenade Shops at Centerra (700K± sf lifestyle center). The Property is within one mile of significant residential and commercial developments, including Medical Center of the Rockies (regional hospital), 700 existing and planned apartments, medical and corporate offices, and more.

The 2534 master-planned community is strong, diverse, and growing. Many large companies and small businesses have a presence at 2534 and view the community as an ideal home for their businesses and their employees.

UNEMPLOYMENT RATES:

JULY, 2019

NORTHERN COLORADO 2.5%

COLORADO 2.9%

US 3.7%

Source: www.deptofnumbers.com/unemployment/colorado

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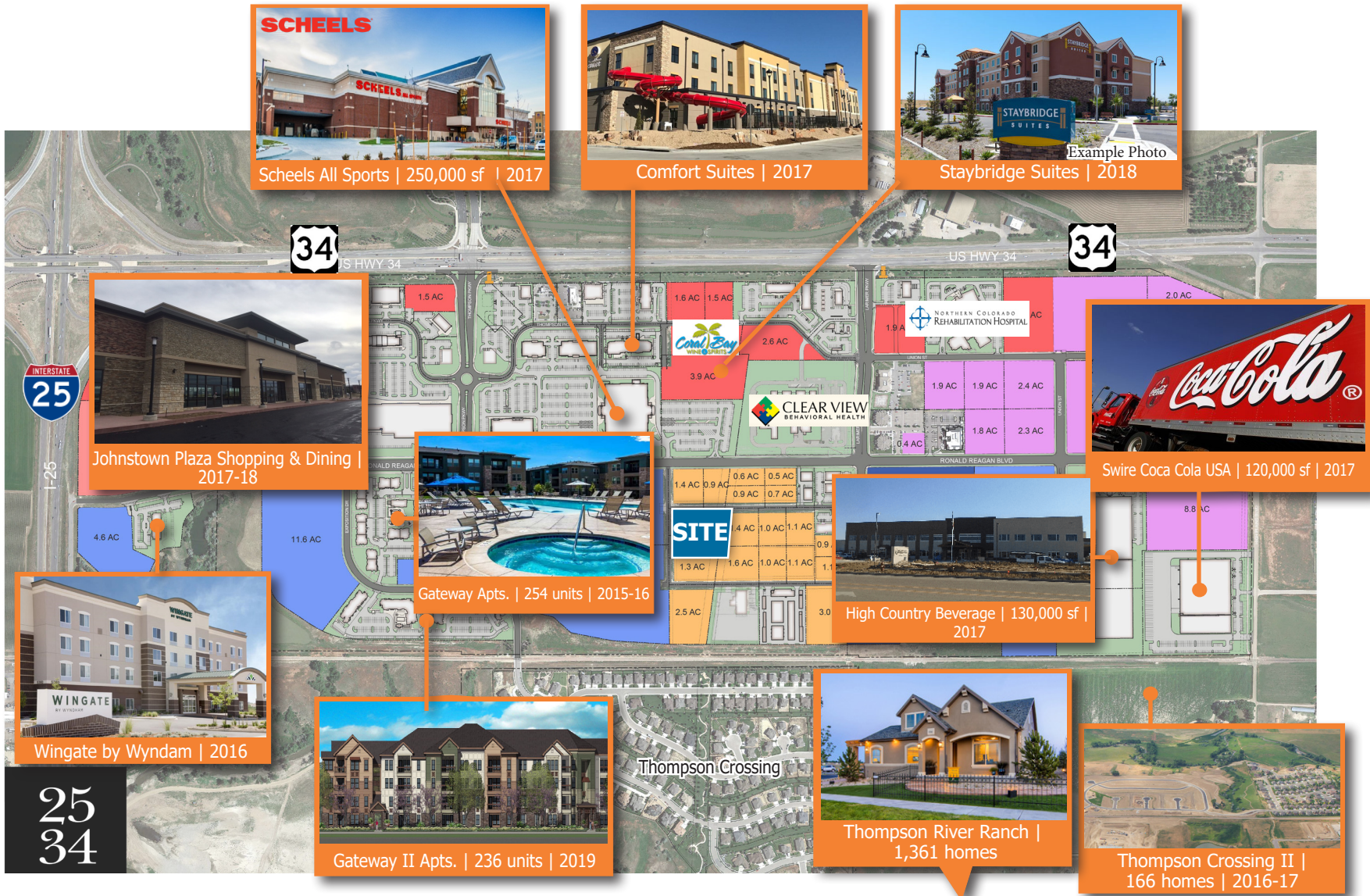
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