

1300

schillinger road

\$2,750,000 | 7.0% CAP RATE

CBRE

CONFIDENTIAL OFFERING MEMORANDUM



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table of contents

1 EXECUTIVE SUMMARY

2 PROPERTY DESCRIPTION

3 MARKET OVERVIEW

4 FINANCIAL ANALYSIS

1300
schillinger road



EXECUTIVE SUMMARY

executive summary

West Park

1300 Schillinger Road South

Mobile, Alabama 36695

West Park is a **Value-add Diversified NNN Retail Flex Facility** located in the expanding West Mobile Market. This unique property allows investors to take advantage of multiple revenue streams. The property contains 4 individual assets:

- › Fully occupied retail strip center paying under market rents
- › Retail warehouses with a vacant space that can be leased immediately and increase NOI
- › Fully entitled excess land ready for development
- › Billboard (Lamar is a national tenant) paying below market

RETAIL STRIP CENTER

INCOME APPROACH

YEAR 1 NOI	MARKET CAP RATE	MARKET VALUE
\$151,579	7.00%	\$2,165,414

RETAIL WAREHOUSE

INCOME APPROACH

YEAR 1 NOI	MARKET CAP RATE	MARKET VALUE
\$40,680	7.25%	\$561,103

TOTAL COMBINED VALUE

INCOME APPROACH

MARKET VALUE
\$2,765,482

EXCESS LAND

POTENTIAL DEVELOPABLE LAND AC
1.26 AC

PRICE PER AC LAND MARKET COMPS
\$320,065

MARKET VALUE
\$403,282

BILLBOARD

IN-PLACE NOI	MARKET CAP RATE	MARKET VALUE
\$4,800	6.5%	\$73,846

MARKET VALUE
\$73,846

PURCHASE PRICE	\$2,750,000
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offering summary

West Park

1300 Schillinger Road South

Mobile, Alabama 36695

CBRE is pleased to offer for sale West Park, a unique value-add NNN Investment opportunity available for purchase at \$2,750,000. The property consists of four buildings totaling 21,358 SF located in the rapidly expanding West Mobile submarket. The center is 85% leased to nine (9) tenants including national tenant Sherwin Williams. This opportunity provides multiple streams of income that include the retail strip center, 2 retail warehouses, a double-sided billboard located on the property, and the potential to construct an additional building on the 1.26 acres of excess land.

The center offers great visibility overlooking Schillinger Road, a primary thoroughfare with 40,336 VPD. Nearby establishments include Target, Aldi, Home Depot, Walmart, Chick-fil-A, Hobby Lobby, Lowe's, and more national retailers.

West Park presents a dependable cash flow asset with that will yield significant leveraged returns.

WEST PARK	
Size	21,358 SF
Land area	4.48 AC
Occupancy	85%
Major Tenants	Sherwin Williams, Christopher Pharmacy, Genetix Dispensary
3 Mile Radius Population	52,790
3 Mile Radius Average Household Income	\$84,738
Year Built	1997
In-Place NOI	\$192,259
Cap Rate	7.00%



INVESTMENT HIGHLIGHTS

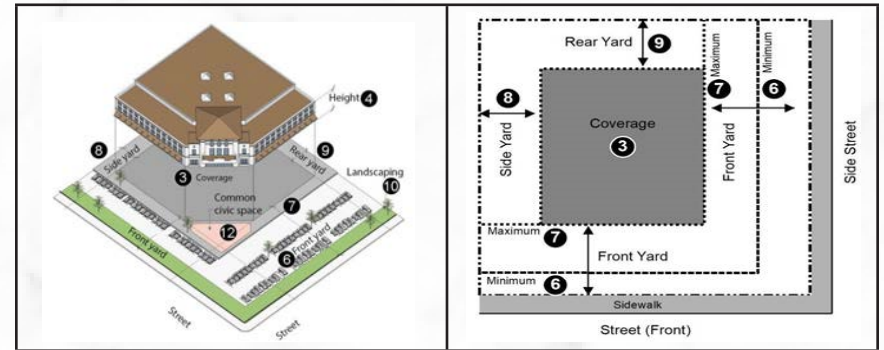
Property has recently undergone parcel splits and rezoning:

Property has been split into three (3) distinct tax parcels, while simultaneously rezoning the newly created self-storage and retail parcels to Commercial to meet their proper land-use which is Commercial (B3), thereby activating 1.26 acres of “dead space” behind the two retail warehouses.

Deferred CapEx - All Work Completed

Over \$130,000 of improvements have been made to the property in the last year, including signage upgrades and repaving the parking lot.

WEST PARK CAPITAL EXPENDITURES	
Paving	\$83,739
Land Survey/Parcel Splits Cost	\$26,400
Retail Signage	\$9,600
Parcel Split Legal Cost	\$18,000
Total	\$137,739



	DISTRICT →	B-3 URBAN	B-3 SUBURBAN
1	LOT AREA (MINIMUM)	4,000 SQUARE FEET	7,200 SQUARE FEET
2	DENSITY (MAXIMUM)	25 DWELLING UNITS/ACRE	25 DWELLING UNITS/ACRE
3	COVERAGE (MAXIMUM)	50%	50%
4	HEIGHT (MAXIMUM)	45 FEET	45 FEET
5	BUILDING SIZE (MAXIMUM)	NOT APPLICABLE	NOT APPLICABLE
6	FRONT YARD (MINIMUM)	10 FEET	25 FEET
7	FRONT YARD (MAXIMUM)	45 FEET	NOT APPLICABLE
8	SIDE YARD (MINIMUM)	0 OR 5 FEET/AND REQUIRED BUFFER	0 OR 5 FEET/AND REQUIRED BUFFER
9	REAR YARD (MINIMUM)	0 OR 5 FEET/AND REQUIRED BUFFER	0 OR 5 FEET/AND REQUIRED BUFFER
10	LANDSCAPING PERCENT (MINIMUM)	5%	15%
11	COMMON OPEN SPACE PER DWELLING UNIT	NOT APPLICABLE	NOT APPLICABLE
12	COMMON CIVIC SPACE (MINIMUM)	4%	NOT APPLICABLE

RETAIL STRIP OVERVIEW

RETAIL STRIP HIGHLIGHTS

- › 12,200 SF GLA
- › 94% Leased
- › All tenants are **currently under market**
- › NOI: **\$151,579**
- › 720 SF Space available
- › Strong tenant **retention & attraction**
 - Sherwin Williams has occupied space for over 20 years with over 2.4K Monthly Visits according to Placer.ai
 - The property has witnessed healthy tenant retention as 75% of the GLA has occupied the property
- › Located along highly trafficked Schillinger Road with over **40,336 vpd**

WEST PARK BELOW MARKET TENANTS			
Space	Existing Tenant	Square Feet	Percentage Below Market Rent
W1	Vacant	720	
W2	Christopher Pharmacy	1,680	-30.25%
W3	TheDogSPA	1,200	-18.75%
W4	Brush of Bronze	1,438	-34.81%
W5	Genetix Dispensary	962	In line with the market
W6	The Computer Store	1,200	-18.75%
W7	Sherwin Williams Paints	5,000	-25.00%



UNDER MARKET RENT

RETAIL WAREHOUSE OVERVIEW

WEST PARK BELOW MARKET TENANTS			
Space	Existing Tenant	Square Feet	Percentage Below Market Rent
Whse A1	Clayton Painting, Gerald Clayton	1,250	-37.63%
Whse A2	Clayton Painting, Gerald Clayton	1,250	-37.63%
Whse A3	Services/Brooks, CASTMAN/Chris	2,500	-10.00%
Whse B1	Hammond, Donald	1,708	-46.00%
Whse B2	VACANT	1,225	
Whse B3	VACANT	1,225	

*****VACANT SPACE AVAILABLE TO BE LEASED IMMEDIATELY AT MARKET TO INCREASE NOI**

WAREHOUSE HIGHLIGHTS

- › 9,158 SF GLA
- › 73% Leased
- › All tenants are currently under market
- › NOI: \$40,680
- › 2,450 SF Available space
- › 75% Retention rate
- › 2 Warehouse spaces

UNDER MARKET RENT



EXCESS LAND OVERVIEW

LAND SALE COMPS

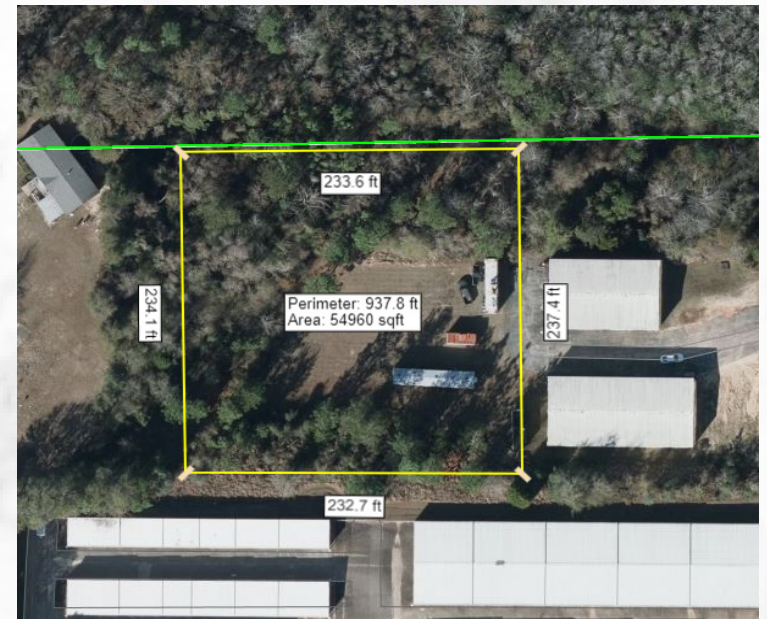
Property Address	Sale Date	Property City	Property State	Property Type	Sale Price	Price Per AC Land	Zoning	Land Area SF	Land Area AC	Sale Type	Sale Status
9301 Jeff Hamilton Rd	3/7/2023	Mobile	AL	Land	\$395,000	\$207,895	Commercial	82,764	1.90	Investment	Sold
302 Schillinger Rd N	Under Contract	Mobile	AL	Land	\$252,900	\$544,691	B3	20,227	0.46	Investment	Under Contract
Rangeline Service Rd	9/7/2022	Mobile	AL	Land	\$5,800,000	\$193,333	B-3	1,306,800	30.00	Investment	Sold
7859 Zeigler Blvd	3/31/2023	Mobile	AL	Land	\$762,300	\$334,341	B-3	99,317	2.28	Investment	Sold

Excess Land Parcel Size

SF 54,960
AC 1.262

Average \$/AC Sale Price \$320,065

Excess Land Market Value \$403,282



ABILITY TO CONSTRUCT UP TO 25,000 SF WAREHOUSE ON EXCESS LAND AS OF RIGHT

BILLBOARD OVERVIEW

West Park offers an exciting investment opportunity including a 2-sided billboard currently below market. This strategically located billboard offers high visibility and potential for strong returns.

Benefits:

- › High Visibility: The 2-sided billboard is strategically located in a prime area, ensuring maximum exposure to a large target audience
- › Advertising Demand: The billboard is in an area with high demand for advertising space, providing consistent revenue potential
- › Passive Income: Investors can enjoy passive income from advertising contracts



BILLBOARD VALUE-ADD OPPORTUNITY

Digital advertising campaigns are more efficient, effective and in-demand. Digital conversion can drive high-30s IRRs.

Benefits:

- › Billboards remain the highest margin asset class in the Out-of-Home (“OOH”) advertising space relative to transit, street furniture, and other displays – converting a vinyl board to digital can increase margins even further and result in 4-5x revenue growth
- › According to JP Morgan analyst Alexia Quadrani, “Costs can vary depending on regulations, labor environment, and the type of asset, but returns [on digital conversions] generally are in the high 30% to low 40% payback range in 2-3 years.”
- › The OOH market is highly fragmented, with the three largest, publicly-traded players – Lamar, Outfront, and Clear Channel – consistently rolling up independent operators





PROPERTY DESCRIPTION

property overview

“Magnolia Pointe MHP, LLC” was formerly a residentially-zoned, 34-acre property in Mobile, AL that was previously located on one (1) tax parcel but had three distinct land uses and corresponding businesses:

- › Manufactured Housing Community: 138-site manufactured housing community.
- › Self-storage: 244-unit self-storage facility, consisting of five (5) non-climate controlled and one (1) climate controlled structures.
- › Retail: Retail strip center, consisting of two (2) retail buildings and two (2) warehouses – the area behind the existing retail warehouses (73% occupied) has at least 25,000 buildable square feet of excess land



property highlights



LONG TERM TENANCY

Tenant roster includes 27 year occupant, Sherwin Williams, and 2 other tenants with 7+ years occupancy.



MARKET GROWTH

Major market activity generators such as The Mobile International Airport is located 2.5 miles North. The 1300 acre South Alabama Logistics Park is located 11 miles South.



STRATEGIC LOCATION

Located on a major thoroughfare, Schillinger Road, with over 40,000 VPD and great visibility.



MAJOR RETAIL HUB

National retailers along this corridor include Target, Aldi, Home Depot, Walmart, Chick-fil-A, Hobby Lobby, Lowe's, and more.



SIGNIFICANT INCOME GROWTH

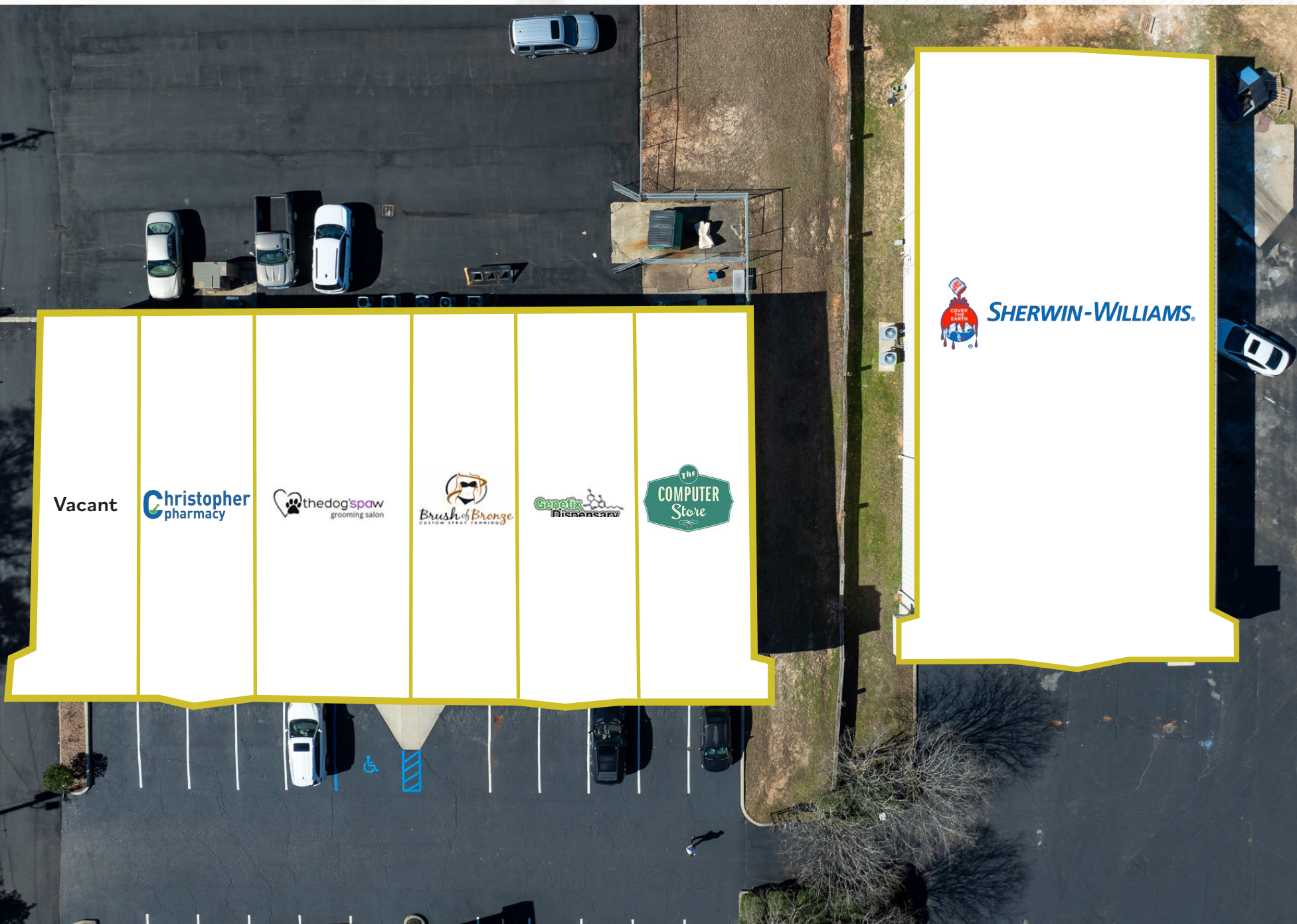
Four revenue streams currently under market rents offering immediate ability to increase NOI. Stable MTM leases that can be converted to market rents with term.

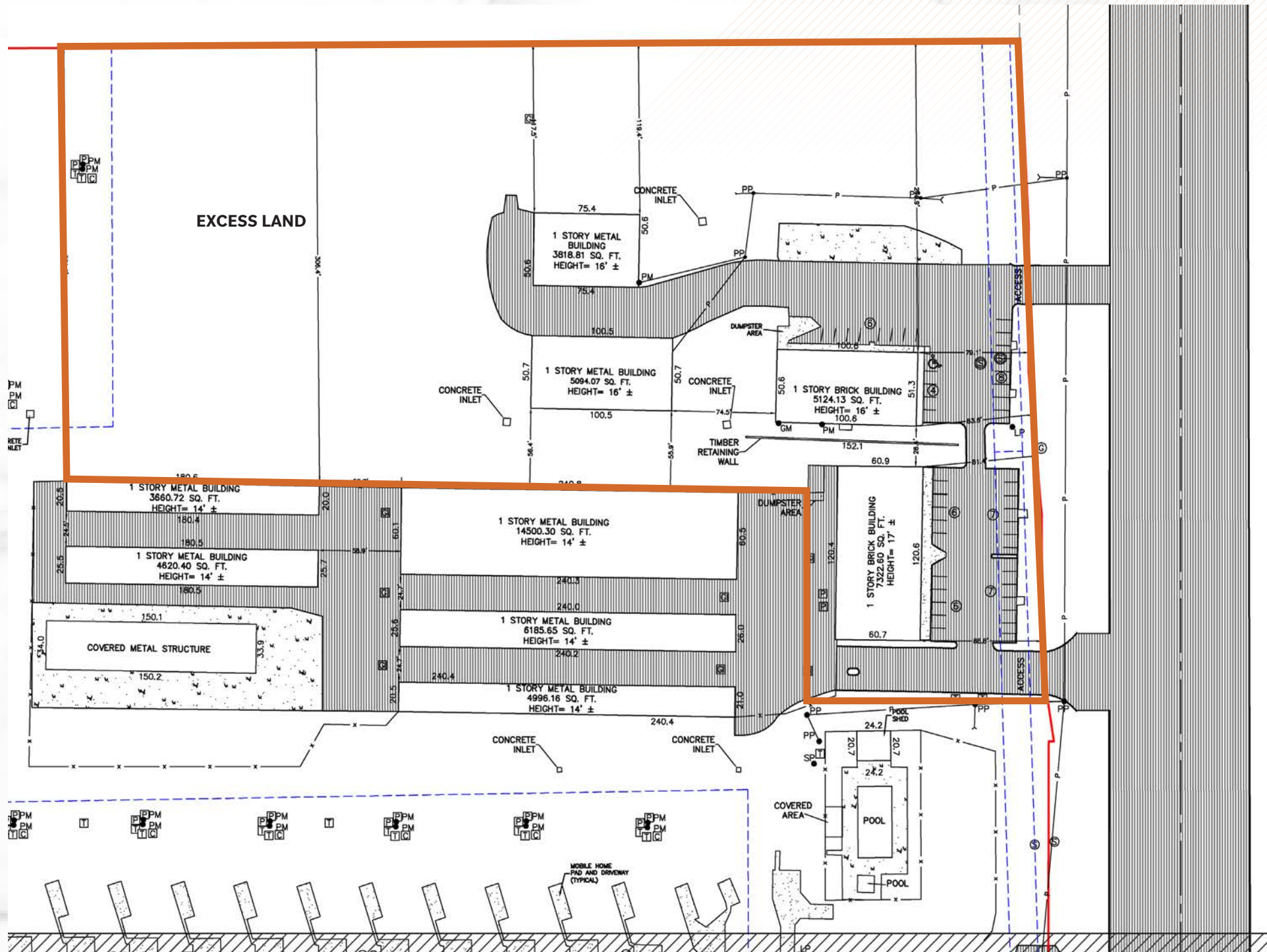


STRONG DEMOGRAPHICS

5-mile population: 121,649
5-mile Avg HH Income: \$ 85,689
5-mile median age: 38.6







TENANT OVERVIEW



SHERWIN-WILLIAMS®

Sherwin-Williams, a paint and coating manufacturing company, is the longest standing tenant occupying over 5,000 SF in West Park. Based in Cleveland, Ohio, the national tenant has occupied this space for over 25 years. This company engages in the sale of paints, coating, and related products for industrial, commercial and consumer needs. Sherwin-Williams has over 64,000 employees and 5,000 company operated stores and facilities in the United States, Canada, the Caribbean and Latin America.

- Lease Start Date: March, 10, 1997
- Current Rent: \$12.00/SF NNN
- Annual Rent: \$60,000
- % Below Market Rent: 25%



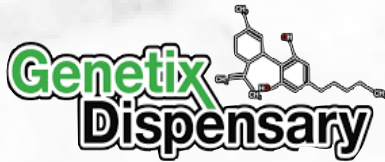
TENANT OVERVIEW



- 1,680 SF
- Lease Start Date: April 1, 2019
- Current Rent: \$11.60/SF NNN
- Annual Rent: \$18,750
- % Below Market Rent: 30.25%



- 1,200 SF
- Lease Start Date: March 11, 2023
- Current Rent: \$13.00/SF NNN
- Annual Rent: \$15,600
- % Below Market Rent: 18.75%



- 962 SF
- Lease Start Date: August 28, 2020
- Current Rent: \$15.73/SF NNN
- Annual Rent: \$15,120
- Rate in line with the market



- 1,200 SF
- Lease Start Date: July 12, 2012
- Current Rent: \$13.00/SF NNN
- Annual Rent: \$15,600
- % Below Market Rent: 18.75%



- 1,438 SF
- Lease Start Date: August 31, 2017
- Current Rent: \$10.43/SF NNN
- Annual Rent: \$15,000
- % Below Market Rent: 34.81%





The image features a dark blue background with a vertical orange bar on the left. Two large, light blue, stylized shapes resembling eyes or abstract forms are positioned on the left side. The text 'MARKET OVERVIEW' is written in a yellow, sans-serif font, centered horizontally. A thin orange line forms a partial frame around the text, extending from the left and bottom edges. The bottom right corner of the image is filled with a pattern of fine, light blue diagonal lines.

MARKET OVERVIEW

AREA MAP



MOBILE REGIONAL
AIRPORT



THE COTTAGES AT
SCHILLINGER'S POINTE
180 UNITS



CALIBER COLLISION

Jeep



SITE



RETREAT AT SCHILLINGER
270 UNITS

40,336 VPD

LOCATION OVERVIEW

Formerly known as the Paris of the South, Mobile acts as the cultural focal point of the Gulf Coast

Mobile showcases its rich 300-year history and diverse culture through its architecture, local cuisine, and traditions. Home to the oldest organized Mardi Gras celebration in the United States, this city has created an energetic experience for natives and newcomers. With its diverse mix of Southern charm and Creole influence, Mobile offers one of most captivating social scenes among the Gulf Coast.

Alabama's oldest city is home to the 9th largest port facility by tonnage in the United States. Mobile is the third-largest city in Alabama with notable employers such as Airbus, Amazon, Austal, FedEx and Walmart. Cost of living is 11% lower than the U.S. national average making Mobile one of the lowest mid-size U.S. metropolitan areas.

MAJOR DEVELOPMENTS

- › Riverwalk Plaza – \$100M development
 - Mixed-use waterfront entertainment and hospitality development combining a hotel, residences, offices, retail, bars and restaurants
- › Bienville Square - \$3.2M Project
 - Includes improvements to walkways, landscaping and the installation of a seat wall and Ketchum Fountain
- › New Headquarters
 - 190K SF regional headquarters facility in downtown to house the U.S. Army Corps of Engineers with 1,000-car parking facility
- › New QSR coming to West Mobile
 - Freddy's Frozen Custard and Steakburgers
- › Industrial Park - \$650M Project
 - 87 AC industrial park in the Dog River Watershed expected to provide at least 50 jobs and 250,000 SF of industrial space in the first phase



2
AIRPORTS



2
INTERSTATE
SYSTEMS



5
CLASS ONE
RAILROADS



The Port of Mobile's connectivity supports an efficient supply chain

With direct access to I-10 and I-65, 5 Class I railroads, port owned terminal railroad, and access to inland intracoastal waterways, the Port of Mobile has emerged as one of the most efficient and accessible ports in the nation. According to The Alabama Port Authority, The Port of Mobile carried an economic impact of \$98.3 billion in Alabama in 2023.

The Port of Mobile's modernization program is set to deliver by 2025, which will bring deeper and wider ship channels and improve the lower harbor turning basin. Widening the bay channel by 100 feet will accommodate two-way vessel traffic and safety improvement. Deepening the channel will allow the port to handle the largest container ships permitted through the Panama Canal.

MOBILE ACCOLADES

- › Port of Mobile : Fastest Growing Container Terminal in the US -Port of Mobile Alabama Port Authority
- › Mobile is the 4th largest center of aircraft production in the world -Mobile Chamber Economic Development
- › Alabama is One of only 8 Constitutional Right to Work States-Mobile Chamber Economic Development
- › Alabama is the 2nd Lowest in Property Taxes in the Nation -Public Affairs Research Council of Alabama
- › Mobile's Cost of Living is consistently one of the Lowest of the 80 mid-size US Metro areas -More to Mobile





1300
schillinger road

DEMOGRAPHICS

DEMOGRAPHIC COMPREHENSIVE	10 MINUTES	15 MINUTES	20 MINUTES
POPULATION			
2023 Population	87,076	166,426	221,405
2028 Population - Projection	86,580	164,745	219,081
Median Age	38.1	38.4	38.5
GENERATIONS			
Generation Alpha	7.6%	8.0%	8.2%
Generation Z	23.8%	23.1%	23.1%
Millennials	24.8%	24.8%	24.7%
Generation X	18.9%	18.8%	18.8%
Baby Boomers	20.2%	20.2%	20.2%
Greatest Generations	4.7%	5.0%	5.0%
HOUSEHOLD INCOME			
2023 Avg Household Income	\$84,655	\$81,667	\$79,751
2028 Avg Household Income	\$96,269	\$93,078	\$90,971
HOUSING VALUE			
Avg Value of Owner Occ. Housing Units	\$230,766	\$234,345	\$227,538
HOUSING UNITS			
2023 Housing Units	38,114	72,816	97,109
2023 Owner-Occupied Housing	21,405	41,279	55,237
Avg Household Size	2.39	2.43	2.44



4 FINANCIALS

SUMMARY OF FINANCIAL ASSUMPTIONS

GLOBAL		VACANT SPACE LEASING		SECOND GENERATION LEASING		
Analysis Period		Occupancy and Absorption		Retention Ratio		
Commencement Date	July 1, 2024	Currently Vacant as of 7/1/24	2,500 SF		<u>Shop</u>	<u>Warehouse</u>
End Date	June 30, 2028	Percentage Vacant at 7/1/24	11.93%		75%	75%
Term	4 Years	Absorption Period	4 Month(s)	Financial Terms		
Area Measures (NRSF)		Absorption Period Start Date	July 1, 2024	2024 Annual Market Rent		
Rentable Square Feet	20,950 SF	First Absorption Occurs On	November 1, 2024	\$16.00 PSF		
		Last Absorption Occurs On	November 1, 2024	Rent Adjustment		
				3.00% Annually		
				Lease Term		
				5 Years		
				Expense Reimbursement Type		
				NNN		
				NNN		
Growth Rates		Financial Terms & Tenanting Costs		Tenanting Costs		
Consumer Price Index (CPI)	3.00%			Tenant Improvements (\$/NRSF)		
Other Income Growth Rate	3.00%			New		
Operating Expenses	3.00%			\$7.50 PSF		
Real Estate Taxes	3.00%			Renewal		
Market Rent Growth				\$0.00 PSF		
				Weighted Average		
				\$1.88 PSF		
				Leasing Commissions (BR Only)		
				New		
				6.00%		
				Renewal		
				2.00%		
				Weighted Average		
				3.00%		
				3.00%		
				Downtime		
				New		
				6 Month(s)		
				Weighted Average		
				2 Month(s)		
				2 Month(s)		
General Vacancy Loss						
	7.00% [1]					
Capital Reserves (CY 2024 Value)						
	\$0.15 PSF					

MISCELLANEOUS REVENUE & EXPENSES [2]

Operating Expense Source	Broker Estimates
Management Fee (% of EGR)	None
Real Estate Taxes Reassessed	No

Notes:

All market rates are stated on calendar-year basis.

[1] General Vacancy Loss factor includes losses attributable to projected lease-up or rollover downtime.

All tenants are subject to this loss factor.

[2] Miscellaneous Revenue:

a) Analysis includes Sign Revenue from Lamar Advertising at \$600 /Mo assumed to remain flat through the hold.

Operating Expenses:

a) Operating expenses for CY2024 based on broker estimates: CAM @ \$1.00 PSF and INS @ \$0.30 PSF for CY2024.

b) Real estate taxes for CY2024 estimated at \$15,000. Taxes are assumed to grow 3% annually beginning CY2025.

c) Expense reimbursement calculations are based on broker estimate as follows: All tenants pay NNN.

CASH FLOW PROJECTIONS

Fiscal Year Ending - June 30	2025	2026	2027	2028	2029
Physical Occupancy	92.04%	96.53%	99.05%	95.26%	99.05%
Overall Economic Occupancy [1]	93.00%	93.00%	93.00%	93.00%	93.00%
% of Expenses Reimbursed in Total	92.07%	96.58%	99.06%	95.33%	99.03%
Weighted Average Market Rent	\$11.76	\$13.20	\$13.60	\$14.01	\$14.43
Weighted Average In Place Rent [2]	\$10.36	\$11.45	\$11.92	\$13.23	\$13.98
Total Operating Expenses PSF Per Year	\$2.05	\$2.11	\$2.17	\$2.24	\$2.30
Lease SF Expiring (Initial Term Only)	9,368	1,200	962	5,000	1,920
Lease SF Expiring (Cumulative %)	44.72%	50.44%	55.04%	78.90%	88.07%

	[3] FY 2025 \$/SF/YR					
REVENUES						
Scheduled Base Rent						
Potential Base Rent	\$10.18	\$213,284	\$241,851	\$250,641	\$281,493	\$293,727
Absorption & Turnover	(0.64)	(13,483)	(10,281)	(3,395)	(17,373)	(3,710)
Total Scheduled Base Rent	9.54	199,801	231,570	247,246	264,120	290,017
CAM Reimbursement	0.93	19,579	21,152	22,347	22,150	23,701
INS Reimbursement	0.28	5,874	6,346	6,704	6,645	7,110
RET Reimbursement	0.67	14,018	15,145	16,000	15,859	16,970
Sign Revenue	0.34	7,200	7,200	7,200	7,200	7,200
TOTAL GROSS REVENUE	11.76	246,472	281,413	299,497	315,975	344,999
General Vacancy Loss	(0.22)	(4,714)	(10,138)	(17,808)	(5,961)	(20,700)
EFFECTIVE GROSS REVENUE	11.54	241,758	271,275	281,690	310,014	324,299
OPERATING EXPENSES						
Common Area Maintenance	(1.02)	(21,264)	(21,902)	(22,559)	(23,236)	(23,933)
Insurance	(0.30)	(6,379)	(6,571)	(6,768)	(6,971)	(7,180)
Real Estate Taxes	(0.73)	(15,225)	(15,682)	(16,152)	(16,637)	(17,136)
TOTAL OPERATING EXPENSES	(2.05)	(42,869)	(44,155)	(45,479)	(46,844)	(48,249)
NET OPERATING INCOME	9.49	198,890	227,121	236,210	263,170	276,050
CAPITAL COSTS						
Tenant Improvements	(0.33)	(6,913)	(7,309)	(2,387)	(12,215)	(2,608)
Leasing Commissions	(0.54)	(11,245)	(11,465)	(3,244)	(16,602)	(3,545)
Capital Reserves	(0.15)	(3,190)	(3,285)	(3,384)	(3,485)	(3,590)
TOTAL CAPITAL COSTS	(1.02)	(21,347)	(22,060)	(9,015)	(32,303)	(9,743)
OPERATING CASH FLOW	\$8.47	\$177,543	\$205,061	\$227,195	\$230,867	\$266,306

[1] This figure takes into account vacancy/credit loss, absorption vacancy, turnover vacancy, and rent abatements.

[2] This figure does not include any amount related to expense reimbursements. Only Scheduled Base Rent and Fixed/CPI Increases are included in this calculation, which is based on the weighted-average physical occupancy during each fiscal year.

[3] Based on 20,950 square feet.

Cash Flow Projections Based on Argus Enterprise Version 14.0.2

IN-PLACE vs. PRO FORMA NOI SUMMARY

	In-Place NOI		Year 1 Pro Forma NOI		Mark-to-Market NOI	
	Jul-24 to Jun-25	\$ PSF	Jul-24 to Jun-25	\$ PSF	Jul-24 to Jun-25	\$ PSF
Size of Improvements		20,950 SF		20,950 SF		20,950 SF
REVENUES						
Scheduled Base Rent						
Potential Base Rent	\$207,474	\$9.90	\$213,284	\$10.18	\$265,200	\$12.66
Absorption & Turnover	(6,667)	(0.32)	(13,483)	(0.64)	0	0.00
Total Scheduled Base Rent	200,808	9.59	199,801	9.54	265,200	12.66
Expense Recoveries	41,189	1.97	39,471	1.88	42,869	2.05
Sign Revenue	7,200	0.34	7,200	0.34	7,200	0.34
TOTAL GROSS REVENUE	249,196 [1]	11.89	246,472	11.76	315,269	15.05
General Vacancy Loss	(11,244)	(0.54)	(4,714)	(0.22)	(22,069)	(1.05)
EFFECTIVE GROSS REVENUE	237,952	11.36	241,758	11.54	293,200	14.00
OPERATING EXPENSES						
Common Area Maintenance	(21,264)	(1.02)	(21,264)	(1.02)	(21,264)	(1.02)
Insurance	(6,379)	(0.30)	(6,379)	(0.30)	(6,379)	(0.30)
Real Estate Taxes	(15,225)	(0.73)	(15,225)	(0.73)	(15,225)	(0.73)
TOTAL OPERATING EXPENSES	(42,869)	(2.05)	(42,869)	(2.05)	(42,869)	(2.05)
NET OPERATING INCOME	\$192,259	\$9.31	\$198,890	\$9.49	\$250,331	\$11.95
In-Place Occupancy (At Start of Analysis With No Vacant Lease-Up)		88.07%		88.07%		93.00%
Average Occupancy (Includes Vacant Lease-Up and Rollover)		-		92.04%		93.00%

Notes:

[1] In-Place Net Operating Income is calculated using contractual rents and expense reimbursements from Jul-24 to Jun-25 (less a 7.00% General Vacancy Loss). In-Place NOI does not include vacant lease-up revenue or downtime due to near-term expirations, but does include future rent increases for existing tenants. Leases that are scheduled to expire within the first fiscal year of the analysis are assumed to continue in place at current rent.

VACANT SPACE ASSUMPTIONS

Suite	Tenant	Square Feet	Starts on Month	Lease Start	Initial Coupon Market Rent [1]	Rent Adjustment	Lease Term	Tenant Improvements	Leasing Commissions
Vacant Space									
Whse B2	Available	1,250	Mo. 5	Nov-24	\$8.00 PSF NNN	3.00% Annually	5 Years	\$2.00 PSF	6.00%
Whse B3	Available	1,250	Mo. 5	Nov-24	\$8.00 PSF NNN	3.00% Annually	5 Years	\$2.00 PSF	6.00%
Total Vacant Space		<u>2,500</u>							

[1] Calendar year 2024 value. Actual starting contract rent depends on the year in which vacant lease-up tenant begins.

EXISTING VERSUS MARKET COMPARISON

<u>Suite</u>	<u>Tenant at July 1, 2024</u>	<u>Square Feet</u>	<u>Lease Start</u>	<u>Lease End</u>	<u>Existing Rent as of Jul 1, 2024</u>	<u>Market Rent as of Jul 1, 2024</u>	<u>Percentage Above/(Below) Market Rent [1]</u>
Existing Tenants							
W2	Christopher Pharmacy	1,680	Jul-24	Jun-25	\$11.16 PSF NNN	\$16.00 PSF NNN	-30.25%
W3	TheDogSPAw	1,200	Jul-24	Jun-26	\$13.00 PSF NNN	\$16.00 PSF NNN	-18.75%
W4	Brush of Bronze	1,438	Jul-24	Jun-25	\$10.43 PSF NNN	\$16.00 PSF NNN	-34.81%
W5	Genetix Dispensary	962	Jul-24	Jun-27	\$15.72 PSF NNN	\$16.00 PSF NNN	-1.75%
W6	The Computer Store	1,200	Jul-24	Dec-28	\$13.00 PSF NNN	\$16.00 PSF NNN	-18.75%
W7	Sherwin Williams Paints	5,000	Aug-97	Jul-27	\$12.00 PSF NNN	\$16.00 PSF NNN	-25.00%
Whse A1	Clayton Painting, Gerald Clayton	1,250	Jul-24	May-25	\$4.99 PSF NNN	\$8.00 PSF NNN	-37.63%
Whse A2	Clayton Painting, Gerald Clayton	1,250	Jul-24	May-25	\$4.99 PSF NNN	\$8.00 PSF NNN	-37.63%
Whse A3	SERVICES /Brooks, CASTMAN /Chris	2,500	Jul-24	Dec-24	\$7.20 PSF NNN	\$8.00 PSF NNN	-10.00%
Whse B1	Hammond, Donald	1,250	Jul-24	Aug-24	\$4.32 PSF NNN	\$8.00 PSF NNN	-46.00%
Total Existing Square Feet		18,450			\$10.16	\$13.29	-23.55%

Weighted-Average Lease Term Remaining: 1.98 Years

[1] The calculation of total "Percentage Above/(Below) Market Rent" only includes existing tenants as noted in this schedule.

SECOND GENERATION SPACE ASSUMPTIONS

Suite	Tenant at July 1, 2024	Square Feet	Initial Coupon Market Rent [1]	Rent Adjustment	Lease Term	Retention Ratio	Rent Abatements			Tenant Improvements [1]			Leasing Commissions			Downtime	
							New	Renewal	Weighted Average	New	Renewal	Weighted Average	New	Renewal	Weighted Average	New	Weighted Average [2]
W1	Management Office	720	\$16.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$7.50 PSF	\$0.00 PSF	\$1.88 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
W2	Christopher Pharmacy	1,680	\$16.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$7.50 PSF	\$0.00 PSF	\$1.88 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
W3	TheDogSPA	1,200	\$16.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$7.50 PSF	\$0.00 PSF	\$1.88 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
W4	Brush of Bronze	1,438	\$16.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$7.50 PSF	\$0.00 PSF	\$1.88 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
W5	Genetix Dispensary	962	\$16.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$7.50 PSF	\$0.00 PSF	\$1.88 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
W6	The Computer Store	1,200	\$16.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$7.50 PSF	\$0.00 PSF	\$1.88 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
W7	Sherwin Williams Paints	5,000	\$16.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$7.50 PSF	\$0.00 PSF	\$1.88 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
Whse A1	Clayton Painting, Gerald Clayton	1,250	\$8.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$2.00 PSF	\$0.00 PSF	\$0.50 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
Whse A2	Clayton Painting, Gerald Clayton	1,250	\$8.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$2.00 PSF	\$0.00 PSF	\$0.50 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
Whse A3	SERVICES /Brooks, CASTMAN /Chris	2,500	\$8.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$2.00 PSF	\$0.00 PSF	\$0.50 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
Whse B1	Hammond, Donald	1,250	\$8.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$2.00 PSF	\$0.00 PSF	\$0.50 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
Total Existing Square Feet		18,450	\$13.29 PSF														
Vacant Suites																	
Whse B2	Available	1,250	\$8.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$2.00 PSF	\$0.00 PSF	\$0.50 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
Whse B3	Available	1,250	\$8.00 PSF NNN	3.00% Annually	5 Years	75%	0 Mo(s)	0 Mo(s)	0.0 Mo(s)	\$2.00 PSF	\$0.00 PSF	\$0.50 PSF	6.00%	2.00%	3.00%	6 Month(s)	2 Month(s)
Total Vacant Square Feet		2,500	\$8.00 PSF														
Total Rentable Square Feet		20,950	\$12.66 PSF														

[1] Calendar year 2024 value.

[2] These weighted average amounts have been rounded to the nearest whole month.

Rent Roll as of 7/1/2024

Suite	Tenant Name	Square Feet	% of Property	Lease Term		Begin	Rental Rates				Recovery Type	Tenant Improvements	Leasing Commissions	Market Assumption / Market Rent
				Begin	End		Begin	Monthly	Annually	PSF				
W1	Management Office	720	3.44%	Jul-2024	Jun-2029	Current	\$960	\$11,520	\$16.00	-	NNN	-	-	Market - 75.00% \$16.00 NNN (Shop)
General Notes: Analysis assumes this space is leased up from 07/24-06/29 at the terms indicated herein.														
W2	Christopher Pharmacy	1,680	8.02%		Jun-2025	Current	\$1,563	\$18,750	\$11.16	-	NNN	-	-	Market - 75.00% \$16.00 NNN (Shop)
W3	TheDogSPAw	1,200	5.73%		Jun-2026	Current	\$1,300	\$15,600	\$13.00	-	NNN	-	-	Market - 75.00% \$16.00 NNN (Shop)
W4	Brush of Bronze	1,438	6.86%		Jun-2025	Current	\$1,250	\$14,998	\$10.43	-	NNN	-	-	Market - 75.00% \$16.00 NNN (Shop)
W5	Genetix Dispensary	962	4.59%		Jun-2027	Current	\$1,261	\$15,126	\$15.72	-	NNN	-	-	Market - 75.00% \$16.00 NNN (Shop)
						Jul-2025	\$1,286	\$15,429	\$16.04	2.00%		-	-	
						Jul-2026	\$1,311	\$15,737	\$16.36	2.00%		-	-	
W6	The Computer Store	1,200	5.73%		Dec-2028	Current	\$1,300	\$15,600	\$13.00	-	NNN	-	-	Market - 75.00% \$16.00 NNN (Shop)
						Jul-2025	\$1,326	\$15,912	\$13.26	2.00%		-	-	
						Jul-2026	\$1,353	\$16,230	\$13.53	2.00%		-	-	
						Jul-2027	\$1,380	\$16,555	\$13.80	2.00%		-	-	
						Jul-2028	\$1,407	\$16,886	\$14.07	2.00%		-	-	
W7	Sherwin Williams Paints	5,000	23.87%	Aug-1997	Jul-2027	Current	\$5,000	\$60,000	\$12.00	-	NNN	-	-	Market - 75.00% \$16.00 NNN (Shop)
Whse A1	Clayton Painting, Gerald Clayton	1,250	5.97%		May-2025	Current	\$520	\$6,240	\$4.99	-	NNN	-	-	Market - 75.00% \$8.00 NNN (Warehouse)
Whse A2	Clayton Painting, Gerald Clayton	1,250	5.97%		May-2025	Current	\$520	\$6,240	\$4.99	-	NNN	-	-	Market - 75.00% \$8.00 NNN (Warehouse)
Whse A3	SERVICES /Brooks, CASTMAN /Chris	2,500	11.93%		Dec-2024	Current	\$1,500	\$18,000	\$7.20	-	NNN	-	-	Market - 75.00% \$8.00 NNN (Warehouse)
General Notes: Analysis assumes tenant will occupy this space on a month to month basis through 12/24.														

Rent Roll as of 7/1/2024

Suite	Tenant Name	Square Feet	% of Property	Lease Term		Begin	Rental Rates				Recovery Type	Tenant Improvements	Leasing Commissions	Market Assumption / Market Rent	
				Begin	End		Monthly	Annually	PSF						
Whse B1	Hammond, Donald	1,250	5.97%		Aug-2024	Current	\$450	\$5,400	\$4.32	-	NNN	-	-	Market - 75.00% \$8.00 NNN (Warehouse)	
General Notes: Analysis assumes tenant will occupy this space on a month to month basis through 08/24.															
Whse B2	Available	1,250	5.97%	Nov-2024	Oct-2029	Nov-2024	\$833	\$10,000	\$8.00	-	NNN	\$2,500	\$2.55	\$3,185	Market - 75.00% \$8.00 NNN (Warehouse)
						Nov-2025	\$858	\$10,300	\$8.24	3.00%					
						Nov-2026	\$884	\$10,609	\$8.49	3.00%					
						Nov-2027	\$911	\$10,927	\$8.74	3.00%					
						Nov-2028	\$938	\$11,255	\$9.00	3.00%					
Whse B3	Available	1,250	5.97%	Nov-2024	Oct-2029	Nov-2024	\$833	\$10,000	\$8.00	-	NNN	\$2,500	\$2.55	\$3,185	Market - 75.00% \$8.00 NNN (Warehouse)
						Nov-2025	\$858	\$10,300	\$8.24	3.00%					
						Nov-2026	\$884	\$10,609	\$8.49	3.00%					
						Nov-2027	\$911	\$10,927	\$8.74	3.00%					
						Nov-2028	\$938	\$11,255	\$9.00	3.00%					

TOTALS / AVERAGES	<u>20,950</u>		<u>\$15,623</u>	<u>\$187,474</u>	<u>\$10.16</u>
OCCUPIED SqFt	18,450	88.1%			
VACANT SqFt	2,500	11.9%			
TOTAL SqFt	<u>20,950</u>	<u>100.0%</u>			
WEIGHTED-AVERAGE LEASE TERM REMAINING:		1.98 Years			
WEIGHTED-AVERAGE LEASE TERM LAPSED:		7.29 Years			
WEIGHTED-AVERAGE LEASE TERM FROM INCEPTION:		9.28 Years			

1300

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