

Marcus & Millichap

# AVAILABLE FOR SALE OR LEASE



TECH RIDGE



BLUFF STREET



CAMPING WORLD



345 EAST RIVERSIDE DRIVE



EAST RIVERSIDE DRIVE



OFFERING MEMORANDUM

# FLEX WAREHOUSE/OFFICE/YARD - 4.5 ACRES

345 EAST RIVERSIDE DRIVE, ST. GEORGE, UT 84790

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Activity ID: ZAE0220167



**TABLE OF CONTENTS**

**INVESTMENT  
OVERVIEW**

**4**

**INVESTMENT  
HIGHLIGHTS**

**8**

**FINANCIAL  
ANALYSIS**

**24**

**MARKET  
OVERVIEW**

**26**

# INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present an exciting owner/user, investment, or lease availability opportunity.

**345 EAST RIVERSIDE DRIVE** is a single or multitenant flex warehouse/office building plus a secured ware-yard situated upon a large 4.5 acre lot on strategically located East Riverside Drive just east of Interstate 15.

The Bureau of Land Management has occupied this building since 1997 and is currently planning a re-location due to an expansion requirement for additional building/yard space.

The subject property is an ideal location for many occupier or tenant uses. Some of the many building enhancements include a remodeled lobby area with added safety barriers, updated HVAC systems, recently replaced carpet, an updated parking lot, site improvements including concrete added to improve drainage, as well as ongoing periodic maintenance.

The secured back area of the property includes a gated ware-yard with 1,260 square feet of covered parking, secure storage, and a 600 square foot storage building. Commercial front and man doors are located around the office area. The warehouse features two grade level roll up doors with a man door. Warehouse space features heat and evaporative cooling.

Motivated Landlord is willing to offer concessions to qualified tenants at a rental rate below the current rent established for the existing tenant. The building can be demised to multiple units or leased to a single tenant.

Excellent investment option with attractive in-place income through the remainder of the lease term with current tenant, the Bureau of Land Management, which is currently set to expire by July 30, 2025. The rental rate is scheduled to increase in May 2025 through the end of the lease term, although the tenant intends to vacate the premises by April 30, 2025.

DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
Daytime Population	9,207	88,986	145,536
Total Population	6,290	59,841	116,392
Average HH Income	\$94,489	\$93,298	\$92,742

**\$8,375,000**  
LIST PRICE

**\$19.28/SF/NNN**  
PROPOSED  
LEASE RATE

**9.64%**  
CAP RATE ON  
CURRENT INCOME

**4.50 ACRES**  
LOT SIZE

**C-3**  
ZONING (RO)

**±30,867**  
TOTAL SF

# SUMMARY OF TERMS

## INTEREST OFFERED

Fee Simple interest OR Lease Availability in improvements totaling 30,867 square feet situated upon 4.50 acres of land.

## PROPERTY TOURS

All property tours must be arranged with the listing agent in advance.

# PROPERTY OVERVIEW

BUILDING ADDRESS	345 EAST RIVERSIDE DRIVE ST. GEORGE, UT 84790
OWNERSHIP INTEREST	FEE SIMPLE
PARCEL NUMBER	SG-5-2-31-2346
LOT SIZE	± 4.50 ACRES
PARCELS	ONE
SQUARE FOOTAGE (TOTAL)	30,867 SF
- OFFICE SPACE	25,035 SF
- WAREHOUSE SPACE	5,832 SF
WARE YARD SPACE	74,052 SF LAND
YEAR BUILT	1994
STORIES	ONE & WAREHOUSE MEZZANINE
ZONING	C-3 (GENERAL COMMERCIAL)
PARKING	± 124 SURFACE SPACES 1,260 SF COVERED YARD PARKING
PARKING RATIO (FRONT LOT)	± 4.02 : 1,000







# INVESTMENT HIGHLIGHTS

- WELL-LOCATED FLEX WAREHOUSE/OFFICE/SECURED YARD SITUATED UPON A LARGE 4.5 ACRE LOT.
- FREE-STANDING BUILDING CONTAINING A TOTAL OF 30,867 SQUARE FEET, SPLIT BETWEEN 25,035 SQUARE FEET OF OFFICE SPACE (81%) AND 5,832 SQUARE FEET (19%) WAREHOUSE WITH MEZZANINE STORAGE.
- REAR OF THE PROPERTY INCLUDES A GATED WARE-YARD WITH 1,260 SQUARE FEET OF COVERED PARKING, SECURE STORAGE, AND A STORAGE BUILDING.
- REMODELED LOBBY AREA WITH ADDED SAFETY BARRIERS, UPDATED HVAC SYSTEMS, RECENTLY REPLACED CARPET, UPDATED PARKING LOT, CONCRETE ADDED TO IMPROVE DRAINAGE, PERIODIC ONGOING MAINTENANCE. MECHANICAL SYSTEMS INCLUDE 110/220 3-PHASE ELECTRICAL, FIRE SPRINKLERS, AND A SECURITY SYSTEM. 124 SURFACE PARKING SPACES REPRESENTING A 4.02 PER 1,000 SQUARE FEET PARKING RATIO.
- ESTIMATED 480 LINEAR FEET OF FRONTAGE ALONG EAST RIVERSIDE DRIVE.
- THE BUREAU OF LAND MANAGEMENT PLANS TO VACATE BY APRIL 30, 2025.
- EXCELLENT OWNER/USER OPPORTUNITY OR INVESTMENT WITH ATTRACTIVE IN-PLACE INCOME.
- BUILDING IS DEMISABLE. LEASE AVAILABILITY ALLOWS FOR MULTIPLE TENANTS WITH LANDLORD CONCESSIONS AVAILABLE.





345 EAST  
RIVERSIDE DRIVE

TECH RIDGE



BLUFF STREET



CAMPING WORLD



345 EAST RIVERSIDE DRIVE

EAST RIVERSIDE DRIVE

Calver's



270 E STREET



345 EAST  
RIVERSIDE DRIVE



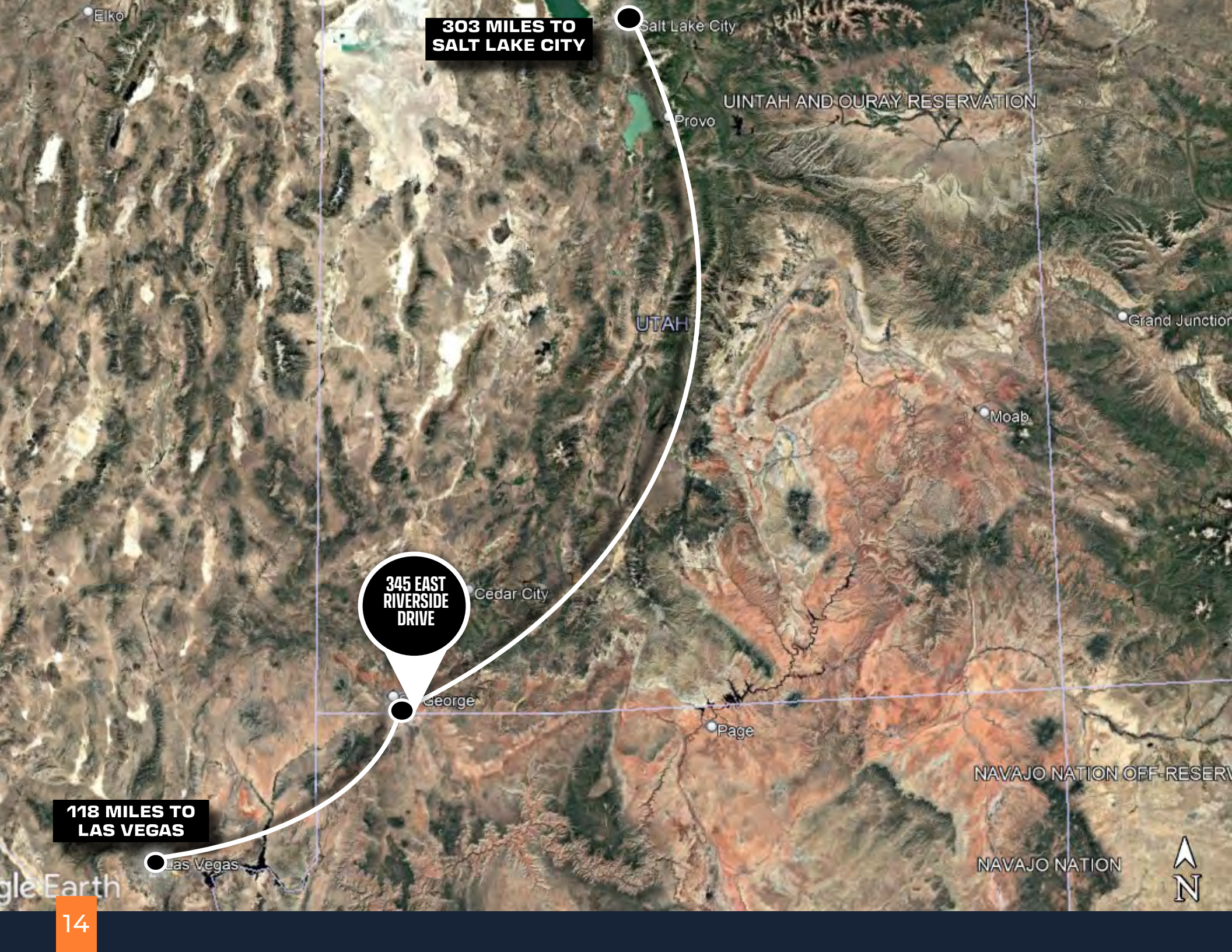


## CONSTRUCTION DETAIL

BUILDING STRUCTURE	WOOD FRAME
EXTERIOR	STUCCO
ROOF	WOOD TRUSS/MEMBRANE
FOUNDATION	CONCRETE
WAREHOUSE ACCESS	FRONT AND MAN DOORS GRADE LEVEL DOCKS
OTHER	600 SF BLOCK STORAGE BUILDING

## MECHANICAL SYSTEMS

HVAC SYSTEM	ROOFTOP AND PACKAGE UNITS
ELECTRICAL	110/220 3 PHASE
SPRINKLER SYSTEM	YES



**303 MILES TO SALT LAKE CITY**

Salt Lake City

UINTAH AND OURAY RESERVATION

Provo

UTAH

Grand Junction

Moab

**345 EAST RIVERSIDE DRIVE**

Cedar City

George

Page

NAVAJO NATION OFF-RESERVATION

NAVAJO NATION



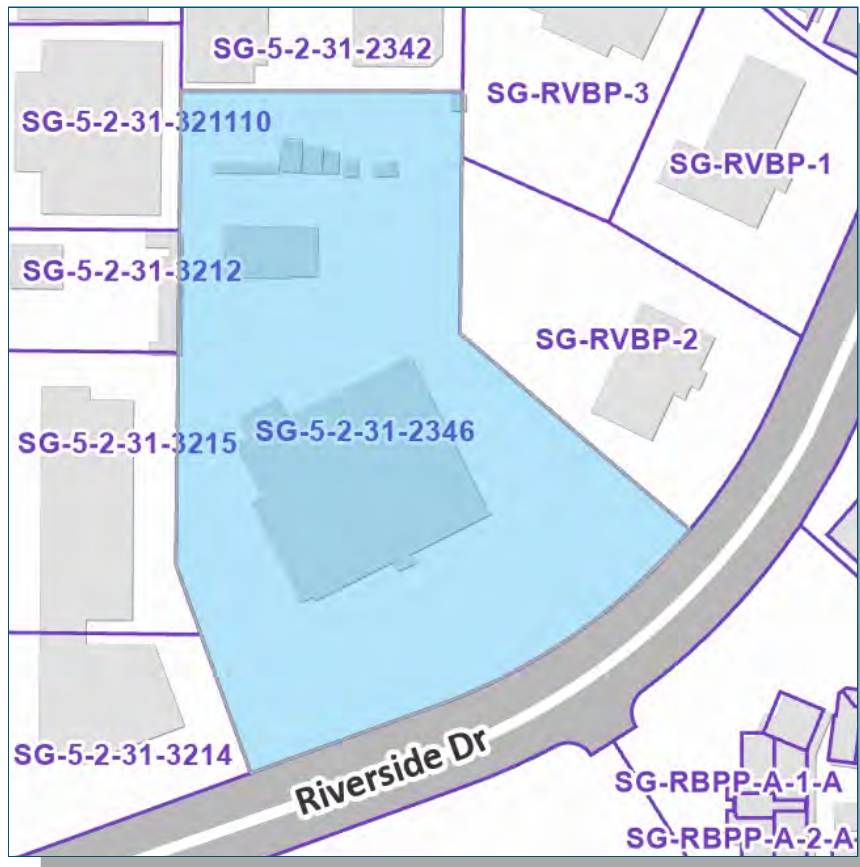
**118 MILES TO LAS VEGAS**

Las Vegas



# PARCEL MAP

## Property Report for Parcel **SG-5-2-31-2346**



Parcel highlighted in blue.



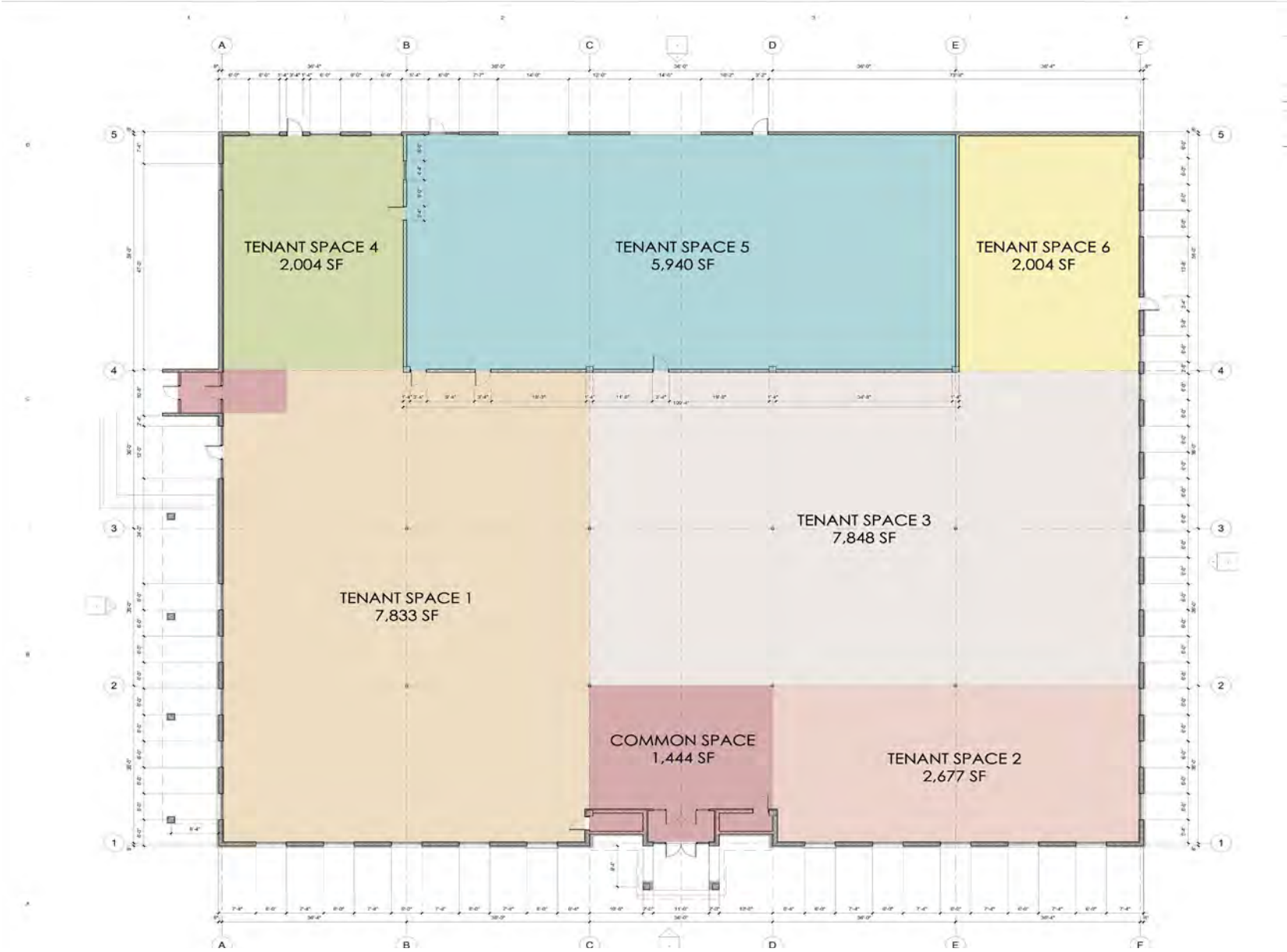
Overview Map







# POTENTIAL DEMISING PLANS









OFFICE SPACE  
= 25,035 SF

WAREHOUSE SPACE  
= 5,832 SF

10'

12'



# FINANCIAL OVERVIEW

## THE OFFERING

Price	\$8,375,000
Capitalization Rate	9.64%
Price/SF	\$271.33

## PROPERTY DESCRIPTION

Year Built / Renovated	1994
Gross Leasable Area	30,867 SF
Type of Ownership	Fee Simple
Lot Size	4.50 Acres

## LEASE SUMMARY

Tenant	Bureau of Land Management
Rent Increases	May 1, 2025
Guarantor	United States Government
Lease Type	Triple Net (NNN)
Lease Commencement	05/31/1997
Lease Expiration (Estimated)	07/30/2025
Term Remaining on Lease (Yrs)	<1 Year

## CURRENT RENT SCHEDULE (BLM):

YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current	\$807,487	\$67,290.56	\$26.16	9.64%

## PROPOSED LEASE RATE FOR NEW TENANT:

YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	TYPE
Year 1	\$595,000	\$49,583	\$19.28	NNN

## ADDITIONAL NOTES:

The Bureau of Land Management intends to vacate the premises by April 30, 2025.

Lease expiration date is July 30, 2025.

Rental rate increases May 1, 2025 through July 30, 2025 to a monthly rate of \$84,113.20 as part of its firm term lease. This increase is not shown in the above Annual Rent calculation.

Available for Occupancy ± August 2025 if not sooner.



# OPERATING STATEMENT

## ANNUALIZED OPERATING INFORMATION

### INCOME

Base Rental Income	\$807,487
Operating Expense Reimbursement	\$162,043
Gross Income	\$969,530
Operating Expenses	\$162,043
Net Operating Income	\$807,487

### OPERATING EXPENSES

Taxes	\$38,135
Insurance	\$8,800
Repairs & Maintenance	\$12,000
Management Fee	\$33,307
Landscaping	\$6,300
Parking Lot Repairs & Maintenance	\$1,500
Alarm Monitoring	\$1,200
Janitorial Expense	\$48,000
Janitorial Expense - Supplies	\$4,800
HVAC Maintenance	\$8,000
Total Expenses	\$162,043
Total Expenses/SF	\$5.25

# ST. GEORGE, UTAH

St. George led all U.S. metro areas in percentage growth last year based upon new data from the U.S. Census Bureau. With a gain of a little over 9,300 people, the area's population grew by 5.1%.

St. George is a city that benefits greatly from the beauty of its surroundings. Outdoor recreation in Utah boasts \$6.1 billion in economic output, representing 2.7% of the state's gross domestic product and responsible for creating 66,736 jobs.

The U.S. Department of Commerce's Bureau of Economic Analysis released 2021 economic data "exhibiting outdoor recreation's powerful and positive economic impact on the U.S. economy." The outdoor recreation industry has been a "consistent economic and jobs driver" in Utah. Utah's outdoor economy grew by 27.3% from 2020 to 2021, referencing data from the Bureau's Outdoor Recreation Satellite Account.

Utah's top recreation industries include snow activities, boating and fishing, RVing, riding ATVs and motorcycles, and hunting, shooting and trapping.



St. George was 2021's second most visited city in Utah after Salt Lake City for both in-state and out-of-state visitors. Five of the top eight destinations for out-of-state visitors are in Southern Utah, including Cedar City, Moab and Bryce Canyon National Park, according to the Utah Visitor Profile and Insights Report provided by the Utah Office of Tourism. In 2021, Washington County's total tourism tax revenue was \$15.3 million, and the bulk of visitor spending was in St. George, Springdale and Zion National Park, according to the Greater Zion Convention and Tourism Office's 2021 Tourism Report. Zion was the most visited state or national park in the region, with numbers exceeding 5 million, up from 2020's nearly 3.6 million.

The desert landscape, which includes red cliffs, sandstone bluffs and wide plateaus, provides beautiful views throughout the year.

Ranked #10 on Livability.com's "10 Best Cities for Families." A high percentage of kids, low crime, strong schools and a cost of living that's below the national average help make St. George one of the Best Places for Families.



The city of St. George is also well on its way to becoming a tech-oriented hub for students and businesses alike. Exemplified by the recent renaming of the known “Dixie College” to “Utah Tech University” in an effort to embrace a polytechnic approach to education and realize the vast growth potential of this industry in the Southern Utah region.

Utah Tech University’s history goes all the way back to the settlement of St. George in 1857, when leaders of The Church of Jesus Christ of Latter-day Saints asked 38 families to move to the southwest corner of Utah to establish a town and grow cotton. The encampment mall where these pioneers parked their covered wagons, raised their families, and taught their children school lessons is now the center of Utah Tech’s campus.

Today, with enrollment of 12,000+ students, Utah Tech University’s more than 200 academic programs offer transformative experiences across all disciplines – humanities, arts, education, health sciences, business, and STEM. UT students learn by doing, take advantage of real-world learning through industry partnerships, and graduate career ready.



300

Annual Days of Sunshine

77°

Avg. High Temperature

0"

Avg. Annual Snowfall

300+

Miles of Mtn. Biking Trails

1,660

Rock Climbing Routes

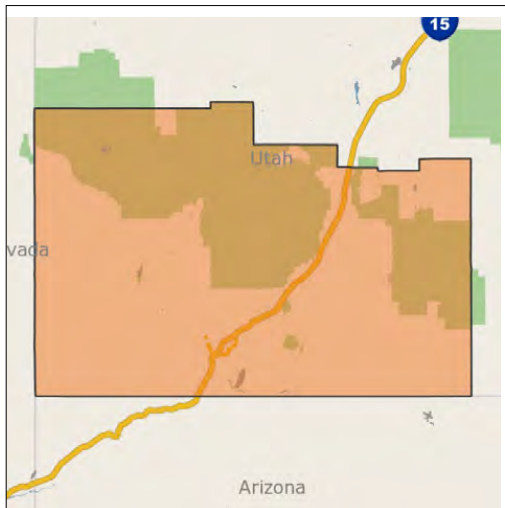
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Education Centers

# ST. GEORGE, UTAH

## ST. GEORGE, UT

St. George, Utah, also known as Greater Zion, draws outdoor enthusiasts, with its impressive parks and natural landscapes. The region's mild winters not only contribute to the local tourism industry, but also add appeal as a retirement location, with a large portion of residents being over 50. Sharing a border with Arizona and Nevada, St. George sits just 90 minutes north of Las Vegas by car, and it is about four and a half hours from Grand Canyon National Park. The region functions as an access point for travelers looking to explore not only Utah, but other portions of the Southwest. The market comprises the entirety of Washington County, the fifth-most populated county in the state. The city of St. George is the most populated city in the county, with over 117,000 residents, having more than doubled in size since 2000.



\* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

## METRO HIGHLIGHTS



### GEOGRAPHY

The metro's position on the northeastern corner of Arizona and along Nevada's southeastern border offers residents and tourists unique access to the American Southwest.



### TOURISM

Washington County is known for its appeal to hikers and climbers through Zion National Park, the Pine Valley Mountains and Red Cliffs National Conservation Area.



### EDUCATION

Utah Tech University is St. George's largest college, with approximately 12,600 undergraduate students, most of whom are in state. This contributes to the high number of residents who reported having some college education or a bachelor's degree.

## ECONOMY

- The metro's primary employment fields are health care, retail trade and construction, with major employers such as Intermountain Healthcare, Big City Insulation, Inc. and Orgill, Inc.
- Utah has one of the highest-regarded health care systems in the United States. St. George reflects this through high health care employment, and a declining number of uninsured residents under the age of 65.
- Current projections call for the local population to double within 40 years. St. George's distinction as one of the top-10 best performing small cities for economic opportunities in 2020 by the Milken Institute has raised the metro's residential appeal.

## DEMOGRAPHICS



POPULATION

**196K**

Growth 2022-2027\*  
15.0%



HOUSEHOLDS

**67K**

Growth 2022-2027\*  
15.5%



MEDIAN AGE

**38.9**

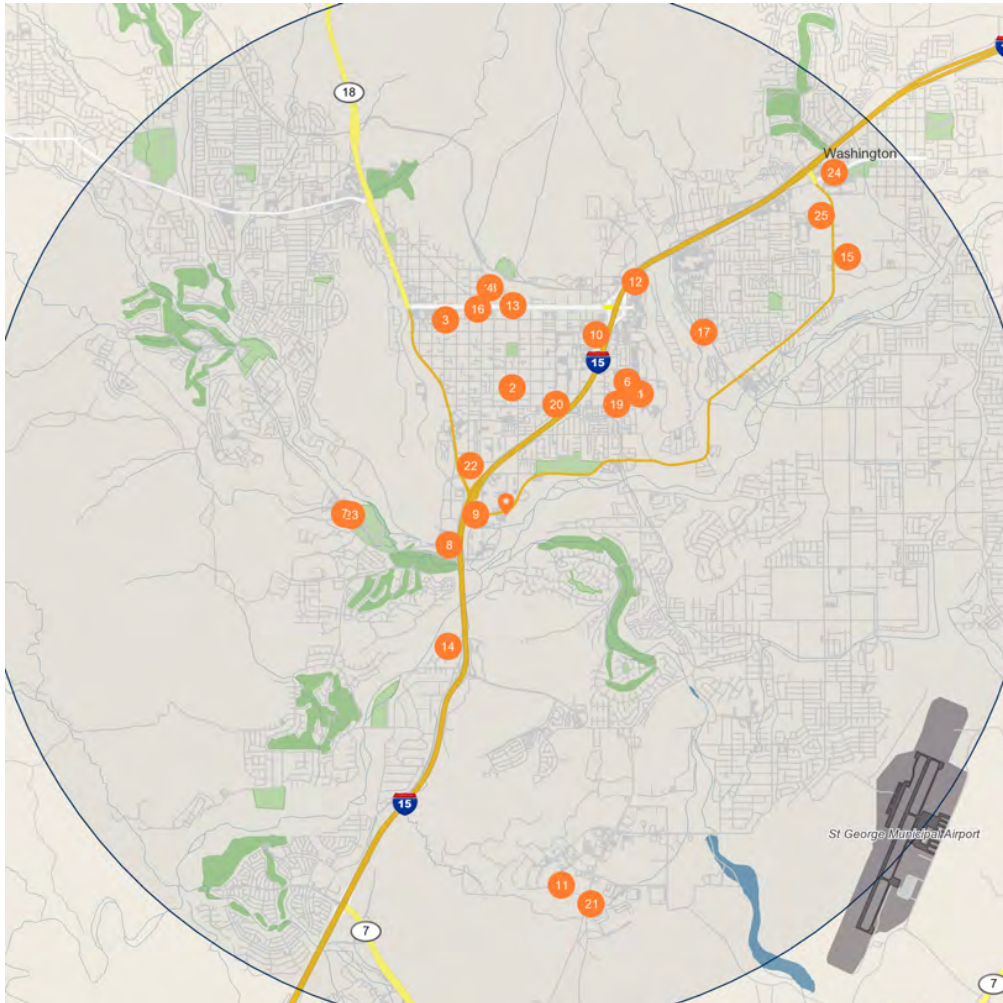
U.S. Median  
38.6



MEDIAN HOUSEHOLD INCOME

**\$66,500**

U.S. Median  
\$66,400



### Major Employers

### Employees

1	Intermountain Health Care Inc-Dixie Regional Medical Center	6,257
2	IHC Health Services Inc-Dixie Regional Medical Center	1,800
3	Washington County School Dst	1,700
4	City of St George-Legal Department	591
5	IHC Health Services Inc-INTERMOUNTAIN HEALTHCARE	500
6	Skywest Airlines Inc	500
7	Intelligent Consmr Holdings LLC	490
8	Anthony Wade Inc-Stephen Wade Auto Center	330
9	Petroleum Wholesale LP-Texaco	323
10	Ensign Group Inc-St George Rehabilitation	317
11	David G Clove-Shoneys	280
12	Strategic Rest Acquisition LLC-Chilis	278
13	Sunroc Corporation-Sunroc-Building Products	270
14	Walmart Inc-Walmart	270
15	Ram Manufacturing Company Inc-Ram Company	260
16	Zions Bancorporation Nat Assn-Zions First National Bank	257
17	Plusone Company	245
18	City of St George	230
19	Harmons At St George Inc-Harmons	217
20	Dixie State University	210
21	Young Electric Sign Company-Yesco	209
22	C & G Management Inc-Burger King	200
23	Printer Properties Pro	200
24	Home Depot USA Inc-Home Depot The	180
25	Costco Wholesale Corporation-Costco	171

# DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Population	6,904	68,039	133,969
<b>2022 Estimate</b>			
Total Population	6,290	59,841	116,392
<b>2010 Census</b>			
Total Population	5,169	43,530	81,694
<b>2000 Census</b>			
Total Population	3,721	31,031	53,245
<b>Daytime Population</b>			
2022 Estimate	9,207	88,986	145,536
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Households	2,712	23,575	45,967
<b>2022 Estimate</b>			
Total Households	2,464	20,665	39,860
Average (Mean) Household Size	2.7	2.8	2.9
<b>2010 Census</b>			
Total Households	1,979	14,927	27,817
<b>2000 Census</b>			
Total Households	1,484	10,846	18,338
HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2022 Estimate</b>			
\$200,000 or More	7.6%	6.8%	6.7%
\$150,000-\$199,999	5.3%	5.5%	5.5%
\$100,000-\$149,999	14.6%	15.9%	15.7%
\$75,000-\$99,999	14.8%	15.9%	16.4%
\$50,000-\$74,999	19.2%	19.6%	20.0%
\$35,000-\$49,999	12.1%	11.2%	11.7%
\$25,000-\$34,999	10.3%	9.6%	9.3%
\$15,000-\$24,999	8.7%	8.9%	8.4%
Under \$15,000	7.4%	6.6%	6.5%
Average Household Income	\$94,489	\$93,298	\$92,742
Median Household Income	\$63,820	\$67,176	\$67,500
Per Capita Income	\$37,048	\$32,490	\$31,934

POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2022 Estimate Total Population	6,290	59,841	116,392
Under 20	23.2%	27.0%	27.7%
20 to 34 Years	18.6%	19.9%	18.9%
35 to 49 Years	14.9%	16.3%	17.2%
50 to 59 Years	10.4%	9.0%	8.8%
60 to 64 Years	5.4%	5.2%	5.3%
65 to 69 Years	5.8%	5.6%	5.7%
70 to 74 Years	6.1%	5.5%	5.7%
Age 75+	15.5%	11.6%	10.6%
Median Age	42.8	37.6	37.6
<b>Population by Gender</b>			
2022 Estimate Total Population	6,290	59,841	116,392
Male Population	49.0%	49.0%	49.3%
Female Population	51.0%	51.0%	50.7%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	16.0	17.0	17.0



## POPULATION

In 2022, the population in your selected geography is 116,392. The population has changed by 118.6 percent since 2000. It is estimated that the population in your area will be 133,969 five years from now, which represents a change of 15.1 percent from the current year. The current population is 49.3 percent male and 50.7 percent female. The median age of the population in your area is 37.6, compared with the U.S. average, which is 38.6. The population density in your area is 1,481 people per square mile.



## HOUSEHOLDS

There are currently 39,860 households in your selected geography. The number of households has changed by 117.4 percent since 2000. It is estimated that the number of households in your area will be 45,967 five years from now, which represents a change of 15.3 percent from the current year. The average household size in your area is 2.9 people.



## INCOME

In 2022, the median household income for your selected geography is \$67,500, compared with the U.S. average, which is currently \$66,422. The median household income for your area has changed by 83.6 percent since 2000. It is estimated that the median household income in your area will be \$78,722 five years from now, which represents a change of 16.6 percent from the current year.

The current year per capita income in your area is \$31,934, compared with the U.S. average, which is \$37,200. The current year's average household income in your area is \$92,742, compared with the U.S. average, which is \$96,357.



## EMPLOYMENT

In 2022, 60,359 people in your selected area were employed. The 2000 Census revealed that 58.7 percent of employees are in white-collar occupations in this geography, and 41.3 percent are in blue-collar occupations. In 2022, unemployment in this area was 3.0 percent. In 2000, the average time traveled to work was 13.0 minutes.



## HOUSING

The median housing value in your area was \$405,972 in 2022, compared with the U.S. median of \$250,735. In 2000, there were 12,681 owner-occupied housing units and 5,656 renter-occupied housing units in your area. The median rent at the time was \$518.



## EDUCATION

The selected area in 2022 had a higher level of educational attainment when compared with the U.S. averages. Only 10.9 percent of the selected area's residents had earned a graduate degree compared with the national average of 12.3 percent, and 18.1 percent completed a bachelor's degree, compared with the national average of 19.7 percent.

The number of area residents with an associate degree was higher than the nation's at 12.6 percent vs. 8.4 percent, respectively.

The area had fewer high-school graduates, 21.3 percent vs. 27.1 percent for the nation, but the percentage of residents who completed some college is higher than the average for the nation, at 29.8 percent in the selected area compared with the 20.4 percent in the U.S.





OFFERING  
MEMORANDUM

# FLEX WAREHOUSE/OFFICE/YARD - 4.5 ACRES

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PRESENTED BY:

**ADAM LEWIS**

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