



7500 VISCOUNT BLVD

FOR SALE | OFFICE INVESTMENT OPPORTUNITY



200 Bartlett Dr, Ste 105
El Paso, Texas USA 79912

www.sonnybrown.com

OFFICE INVESTMENT OPPORTUNITY

THE COURTYARD

7500 VISCOUNT BLVD, EL PASO, TEXAS 79925

CONTENTS

PROPERTY HIGHLIGHTS	5
CAPITAL INVESTMENTS	6
TENANTS	7
LOCATION HIGHLIGHTS	10
DEMOGRAPHICS	17
INVESTMENT OVERVIEW	18



Michael McBroom,
Senior Vice President
Sonny Brown Associates, LLC
+1 915-584-5511 *Office*
+1 281-543-2350 *Mobile*
michael@sonnybrown.com





BEAUTIFUL DESIGN AND
LANDSCAPING WITH A COURTYARD



CONFIDENTIALITY & DISCLAIMER

The information contained in the following Package is strictly confidential. It is intended to be reviewed only by the party receiving it from Sonny Brown Associates, LLC or Trofeo Capital, LLC and should not be made available to any other person or entity without the written consent of Sonny Brown Associates, LLC or Trofeo Capital, LLC.

This information has been prepared to provide summary information to prospective purchasers, lenders, appraisers, and other parties to establish a basis for a decision to purchase and finance the property.

The information contained herein is not a substitute for a thorough due diligence investigation. The information within this document may be proforma or actual cash basis and we do our best in order to identify any items as proforma. In addition, expenses may be estimated based on the current or past years expenses. Trofeo Capital or the Sub LLCs manages all properties internally, so management fees are not calculated beyond the costs of bookkeeping, legal and accounting.

Certain information set forth in this presentation contains “forward-looking information”, including “future-oriented financial information” and “financial outlook”, (collectively referred to herein as forward-looking statements). Except for statements of historical fact, the information contained herein constitutes forward-looking statements and includes, but is not limited to, the (i) projected financial performance of the Property; (ii) completion of, and the use of proceeds from, the sale offered hereunder; (iii) the expected development of the Property's business, projects, and joint ventures; (iv) execution of the Company's vision and growth strategy (v) sources and availability of third-party financing for the Property's (vi) completion of the Property's projects that are currently underway, in development or otherwise under consideration; (vi) renewal of the Property's current customer, leases and other material agreements; and (vii) future liquidity, working capital, and capital requirements. Forward-looking statements are provided to allow potential investors the opportunity to understand management's beliefs and opinions in respect of the future so that they may use such beliefs and opinions as one factor in evaluating an investment.

These statements are not guarantees of future performance and undue reliance should not be placed on them. Such forward-looking statements necessarily involve known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or result expressed or implied by such forward-looking statements.

Although forward-looking statements contained in this presentation are based upon what management of the Property believes are reasonable assumptions, there can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements. The Trofeo undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws. The reader is cautioned not to place undue reliance on forward-looking statements.

Trofeo Capital, LLC makes no warranty or representation, with respect to the final exact cash basis of the property and this information may include projections based on past performance and may be prorated based on the current year's income or expenses. North Mesa makes no guarantee of the future projected financial performance of the property, the exact size and square footage of the property and improvements, the presence or absence of and substances on the property, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property.

The information contained in this Packet has been obtained from sources we believe to be reliable; however, Trofeo Capital, LLC has not completed an outside audit the numbers provided within.

PROPERTY HIGHLIGHTS

- + T-Mobile Cellular Antennas Roof lease valued at \$400,000.00 sale value
 - + TPO Roof Membrane Installed on Entire Roof
 - + Touchsource Directory's installed at All Entrances
 - + New LED Accent and Troffer Lighting installed inside and out
 - + LVT Tile Installed Throughout Common areas and Most Suites
 - + Lush Landscaping and Courtyard Seating Areas
 - + 2.79 per 1,000 SF Parking Ratio (210 Surface Spaces, 18 Covered Spaces)
 - + Lighted Hard Corner Property
 - + Multiple New Leases and Renewals with annual bumps
 - + Prime Location Less that a three minutes from Interstate 10 and Airport
 - + Excellent Long Term Tenant Mix, Staggered Expirations and Multiple new and renewed Tenants since November 2021
- + New 100 Ton High Efficiency Daiken HVAC Unit *(June 2023)*
 - + New 400 Panel Solar System *(June 2023)*



"The Courtyard" is a multi-story, multi-tenant professional office building with a large ground level parking lot located at 7500 Viscount El Paso, Texas 79925. In the heart of El Paso, this prime property offers character and prestige to its many tenants. The property features beautiful artwork, remodeled common areas, and an outdoor courtyard space for the tenants and visitors. Lush landscaping and other amenities including an outdoor courtyard, an on site walk up snack bar and seating areas are provided for the best tenant experience, all within walking distance from multiple retail food establishments and large retailers such as Sam's Club and Walmart. Next to Cielo Vista Mall and the Fountains at Farah the property location provides for food, entertainment and shopping all in the close surrounding area.

The Courtyard is a staple property in El Paso. The property has 81,745 gross square feet & approximately 72,585 rentable square feet. The building was originally built in 1980 and completely remodeled in Q3 of 2021 through a continuing remodel for 2022.

Over \$2,000,000 in the last two years have been spent to completely renovate, remodel, and to create additional value to the property for years to come. The vacant suites and common areas have been completely remodeled to include new ceilings, LED Lighting inside and outside the premises, new flooring, artwork, remodeled elevator cabs, new restrooms and additional improvements throughout the common areas of the property. The property is a prime investment for a buyer with a diverse tenant mix and a desire for upside and with excellent future cash flows.

Interest only terms available at 20%, 25%, and 30% down. Inquire for further terms and conditions.



CAPITAL INVESTMENTS & RECENT UPDATES

The following Capital Improvements are under construction and are expected to significantly improve cash flow and provide for increased NOI over the foreseeable future:

- ◆ ***One Daikin 100 Ton High Efficiency HVAC Unit / New HVAC System Controls***

These units will provide the purchaser with a high efficiency HVAC system for the entire property while reducing both maintenance cost and improving electrical efficiency within the property.

- ◆ ***New Solar Panel System Interconnection***

100 kW solar farm is expected to reduce electrical operating costs within the property by up to 50% in the summer and 35% in the winter and will increase the NOI of the property throughout the coming years.

- ◆ ***Multiple High Efficiency Split Systems***

Ten High Efficiency Split HVAC Heat Pump Units have been or are currently under installation for the more prominent tenants in the property and provide those national tenants with individual controls for 24 hour heating and cooling. These units remove over 10,000 sq. foot cooling for the buildings new main units but also provide those national and international tenants with a building specific incentive to continue their long term relationships with the property in the future

HIGH EFFICIENCY UNITS INSTALLED ON SUITES:

- + **C82 - Law Firm**
- + **HDR Engineering Suites**
- + **Sumitomo Suites**
- + **University Medical Center Suites**



DIVERSE SMALL AND LARGE TENANT MIX

The Courtyard benefits from a diverse tenant mix between small companies to large corporate tenants such as Sumitomo, University Medical Center, Centerwell (Humana) and the US Dept of Veterans Affairs. The diversity of tenants also extends into a vast span small businesses and industries operating within the property from healthcare, engineering, accounting, real estate, law, insurance, estate planning and non-profit associations. This diversity of large and small tenants and staggered expirations of the leases allows the property to avoid any large vacancy from rollovers. The property is recession resistant and able to roll over tenants in a composed manner without a large cash flow interruption unlike single large tenant office buildings. The property has a historically high occupancy, and the current ownership has taken great lengths to improve the property in order to give the current tenants an excellent incentive to renew.

NEW AND RENEWED LEASES

SUMITOMO

The anchor tenant to the building, “Sumitomo” just signed their *seventh* lease extension within the building for an additional term of 5 years with CPI increases each year displaying their long-term dedication to the property.

CENTERWELL (HUMANA)

Signed their *seventh* extension for an additional 3 year lease term within the property.

AMERICANS FOR PROSPERITY

Signed a new 5 year lease term within the property.

HDR ENGINEERING

Signed a new 5 year term lease within the property

BYERS ENGINEERING

Signed a new 5 year term lease within the property

UNIVERSITY MEDICAL CENTER

Renewal of five years began July 2023

LARGER TENANT SUMMARY

PROMINENT TENANTS WITHIN THE PROPERTY



**SUMITOMO
ELECTRIC**

Sumitomo Wiring Systems operates on the global stage in over 30 countries, with automotivewiring harnesses as its core business. With Over 200,000 employees, Sumitomo WiringSystems (U.S.A.) is responsible for the sales of high-quality connectors and terminals for automotive electrical distribution systems. SWS-USA also manufactures several types of wiringharnesses for Tier 1 automotive suppliers.

VA



**U.S. Department
of Veterans Affairs**

The Veterans Health Administration is America's largest integrated health care system, providing care at 1,298 health care facilities, including 171 medical centers and 1,113 outpatient sites of care of varying complexity (VHA outpatient clinics), serving 9 million enrolled Veterans each year.



**UNIVERSITY
MEDICAL CENTER
OF EL PASO**

Taxpayer funded in through El Paso county and with a Budget of \$556 million dollars per year UMC is a non-profit public hospital group in El Paso, Texas. University Medical Center is licensed by the State of Texas and accredited by the Joint Commission.



CenterWell™
Home Health

Humana introduced CenterWell as their new brand for a range of Humana's payer-agnostic healthcare services, starting with senior primary care.



**BYERS
ENGINEERING
COMPANY**

Headquartered in Atlanta, Byers has 1,000 employees deployed in providing outside and inside plant design, planning, project management, inspection, and right of way acquisition services, both wireline and wireless, for RBOCs, ILECs, CLECs, IXCs, utilities, cable television companies, and commercial organizations throughout the United States. Byers also provides leading-edge AM/FM/GIS software, data conversion, mapping and records services throughout the world.

LARGER TENANT SUMMARY

PROMINENT TENANTS WITHIN THE PROPERTY



TEXAS TECH UNIVERSITY
Public Media™



Texas Tech and PBS are committed to bringing educational programming to the El Paso area. Their channel has a weekly average of 200,000 viewers and provides high quality programming of shows including documentaries and child enlightenment focused media.



Veterans Evaluation Services, a Maximus company, supports the U.S. Department of Veterans Affairs in its mission to provide Veterans and transitioning service members with the benefits they've earned through their service to our country. Maximus Inc. is an American government services company currently trading in the New York Stock Exchange under the symbol MMS. It operates on a global scale and provides services to manage and administer government-sponsored programs. The company has 34,300 employees and reported an annual revenue of 3.46 billion in 2020.



HDR, Inc. is a prominent global professional services firm specializing in architecture, engineering, environmental, and construction services. Established in 1917 by H.H. Henningson, the company has grown significantly, now employing over 12,000 professionals across more than 200 offices worldwide. HDR operates in 15 countries, delivering solutions to a wide range of markets including transportation, water, power, industrial, and healthcare.



Visual Interest is a fast-growing lighting manufacturer centrally located in Colorado. Recently, they have made plans to expand across the New Mexico and West Texas areas.



Desert West Insurance is a locally founded and owned insurance agency that has been serving El Paso since 1972. They specialize in both business and personal insurance, and are committed to helping the local community.

LOCATION HIGHLIGHTS

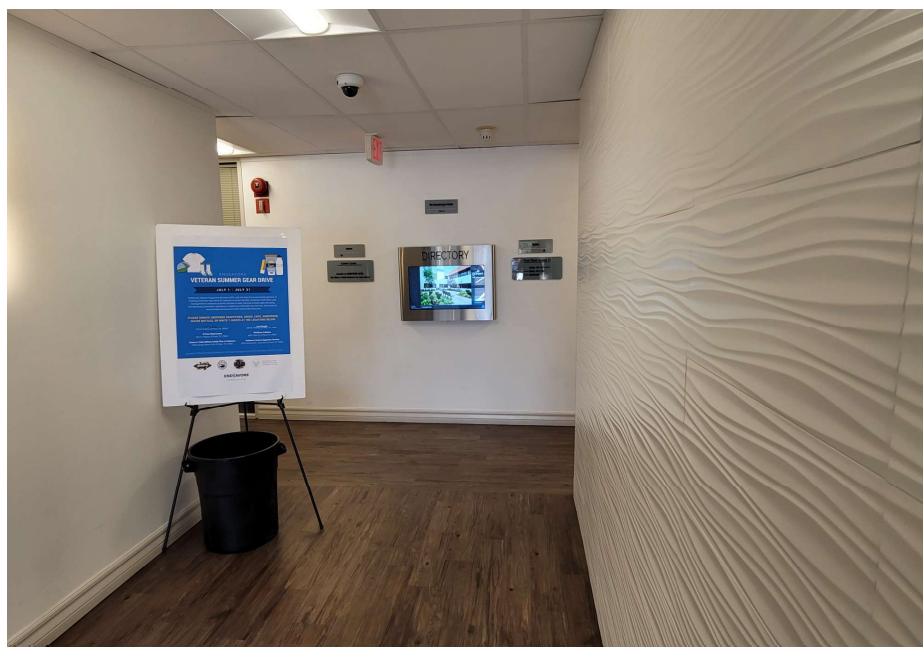
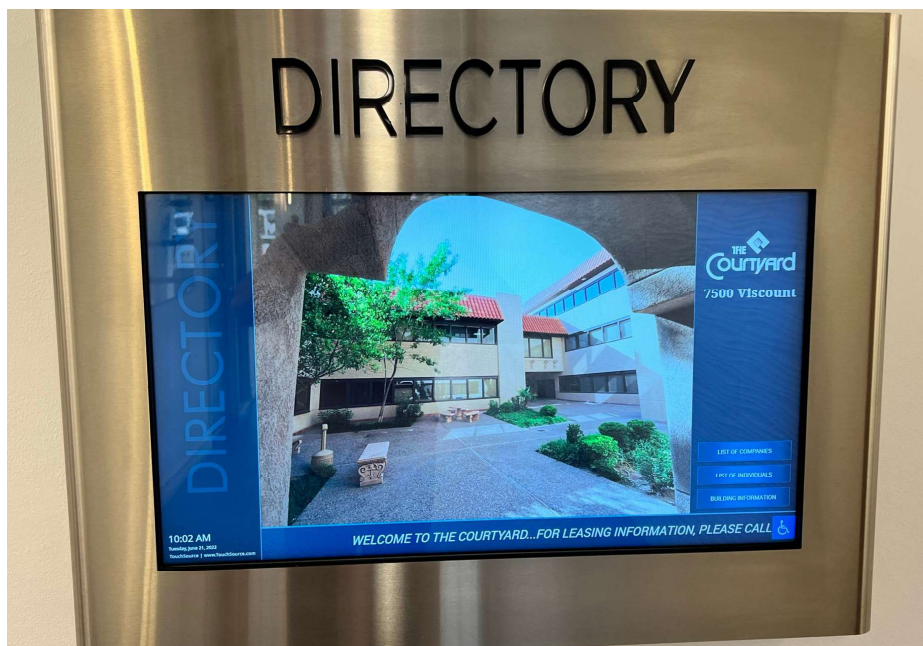
UNPARALLELED LOCATION NEAR AIRWAY BLVD

Located near the corner of Airways and Viscount the property is walking distance to multiple retailers including Sams Club and Walmart. The property is adjacent to a main bus terminal and near restaurants including Landry's and West Texas Chop House. Across from Ponder park.

The area is gentrified with a new car dealership being built only a few hundred feet away and constant updates to the infrastructure. Less than one minute from the I-10 Access road from Westmoreland. The property is less than five minutes from the airport and major mall.



PHOTOS



PHOTOS



PHOTOS



PHOTOS



PHOTOS





APPEALING FINISHES THROUGHOUT THE PROPERTY

DEMOGRAPHICS

3 MILE RADIUS

HOUSEHOLD INCOME

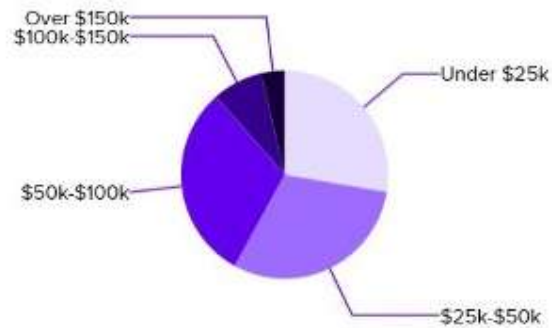
GROWTH RATE: ↑ 2%

\$41.5k

Median Income

\$44.9k

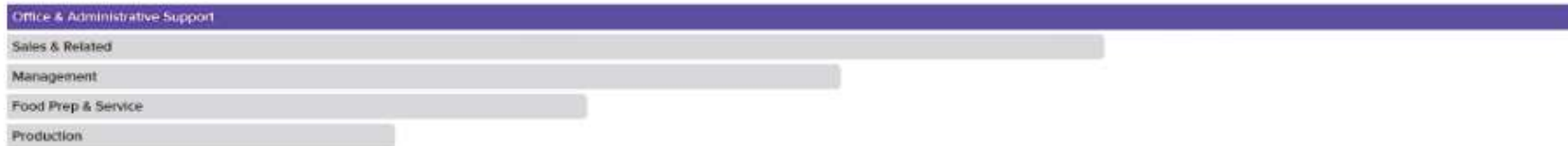
2026 Estimate



Number of Employees

64.4k

Top 5 Employment Categories



Housing Occupancy Ratio

13:1

11:1 predicted by 2026



AGE DEMOGRAPHICS

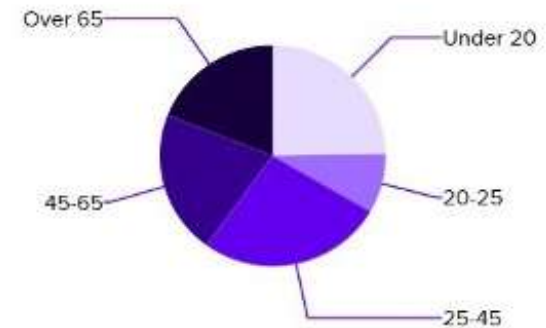
GROWTH RATE: ↑ 4%

36

Median Age

37

2026 Estimate



Renter to Homeowner Ratio

1:1

1:1 predicted by 2026



INVESTMENT OVERVIEW

ANALYSIS

The following financial analysis is proforma using current rents for occupied spaces and does not include Proforma Rental for the Vacant spaces.

◆ **Market Rental Rates**

Market Rental Rates average \$18 PSF Full Service Gross at the Property and similar properties in El Paso.

◆ **Annual Escalations**

Escalations were not previously figured into the property and leases do not call for them. At renewal all leases will be at a 2% minimum annual or biennial escalation.

◆ **Renewal Probability**

The Courtyard has a renewal rate average of 85% of the current tenants.

◆ **Management Fees**

The Courtyard is managed by the ownership. New Ownership can estimate their own costs for this expense.

◆ **Market Lease Terms**

Current Market leases run 3-5 years and typically provide for minimal TI at the initial lease.

◆ **Real Estate Taxes**

Current management disputes taxes on all the properties under management yearly and has both tax consultants and lawyers to keep a successful tax strategy. The current Taxes are under dispute.



STABILIZED PROFORMA REVENUE ASSUMPTIONS

GROSS POTENTIAL RENT

Actual Rent Roll was used with current vacancies showing. Upon Completion of Current Space Improvements, we estimate an occupancy increase.

ADDITIONAL INCOME

The vacancy within the building allows for Upside potential on future rents. The addition or Solar Systems can offset Electrical Charges on the property and increase NOI with an effective ROI for the installation.

CAPITAL IMPROVEMENTS

Improvements over the last six months are capitalized.

Additional contractual remodels and some tenant improvements are ongoing. Seller will give a credit to buyer for any tenant improvements due at closing.

PROJECTED INCREASE IN RENTS

Some current Rents are Below market rate. We expect to have 19 PSF across the board on all future renewals and new leases.

SONNY BROWN ASSOCIATES CONTACT



Michael McBroom,
Senior Vice President

Sonny Brown Associates, LLC

+1 915-584-5511 *Office*

+1 281-543-2350 *Mobile*

michael@sonnybrown.com



7500 VISCOUNT BLVD

FOR SALE | OFFICE INVESTMENT OPPORTUNITY



200 Bartlett Dr, Ste 105
El Paso, Texas USA 79912
www.sonnybrown.com



Information About Brokerage Services

Texas law requires all real estate licensees to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Sonny Brown Associates	9010301	will@sonnybrown.com	(915)584-5511
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Will C. Brown, SIOR, Broker	042911	will@sonnybrown.com	(915)479-5511
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Michael McBroom	648650	michael@sonnybrown.com	(915)584-5511
Sales Agent/Associate's Name	License No.	Email	Phone
_____	_____	_____	_____
Buyer/Tenant/Seller/Landlord Initials	Date		

Regulated by the Texas Real Estate Commission

TXR-2501

Sonny Brown Associates, 200 Bartlett, Ste. 105 El Paso, TX 79912

Will Brown

Information available at www.trec.texas.gov

IABS 1-0 Date

Phone: 9155845511

Fax:

Produced with Lone Wolf Transactions (zipform Edition) 717 N Harwood St, Suite 2200, Dallas, TX 75201 www.lwof.com

Information about