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REALTY

# Coconut Square

MIXED-USE NNN RETAIL INVESTMENT

📍 4355 W 16th Ave, Hialeah, FL 33012

💰 ASKING PRICE  
**\$11.6M**

📏 LAND SIZE  
**67,366 SF**

🏢 TOTAL GLA  
**32,362 SF**

🚗 PARKING  
**90+ Spaces**

👤 OCCUPANCY  
**95%**

📈 GOING-IN CAP RATE  
**6.12%**

🏪 TENANTS  
**20**

💰 YEAR 10 NOI  
**\$1,160,933**

## EXECUTIVE SUMMARY

Trustpoint Realty presents Coconut Square Shopping Center, a 32,362 SF mixed-use NNN retail center strategically located in Hialeah, Florida — one of South Florida's most densely populated and economically active markets. The property features 20 diverse tenants spanning medical, dental, professional services, personal care, and specialty retail.



### VALUE-ADD UPSIDE

Below-market rents and lease roll create opportunity for meaningful NOI growth.



### PURE NNN LEASES

Zero landlord responsibilities with long-term leases generating stable cash flow.



### INTERNET-RESISTANT TENANT MIX

Diverse mix of essential service, medical, and experiential tenants.



### STRONG HIALEAH MARKET

Located in a high-growth submarket with strong demographics and demand.

# Property Overview

Trustpoint Realty presents Coconut Square Shopping Center, a 32,362 SF mixed-use NNN retail center strategically located in Hialeah, Florida — one of South Florida's most densely populated and economically active markets.

The property features 20 diverse tenants spanning medical, dental, professional services, personal care, and specialty retail — categories that are internet-resistant and in constant demand. All leases are structured as triple-net with zero landlord expense responsibility.

The asset presents a compelling value-add opportunity as the majority of rents are below the \$35/SF market rate, creating a clear NOI growth path as leases expire and roll to market rates over the next 3–9 years, with no capital expenditure required.



## PROPERTY SNAPSHOT

	PROPERTY NAME	Coconut Square Shopping Center
	ASKING PRICE	\$11,600,000
	ASSET TYPE	Mixed-Use NNN Retail
	PRICE PER SF	\$358.45
	TOTAL GLA	32,362 SF
	GOING-IN CAP RATE (STABILIZED)	6.12%
	NUMBER OF TENANTS	20 (19 occupied + 1 vacant)
	YEAR 10 CAP RATE (ON PURCHASE PRICE)	10.01%
	OCCUPANCY	95%
	YEAR 10 NOI	\$1,160,933
	LOCATION	Hialeah, Florida
	WALT	2.56 yrs (SF)   2.62 yrs (Rent)

## INVESTMENT HIGHLIGHTS



### VALUE-ADD UPSIDE — ZERO CAPITAL REQUIRED

17 of 20 tenants are below the \$35/SF market rent and NOI grows from \$710K to \$1.161M over 10 years.



### HEALING TOUCH ANCHOR — ACTIVE LEASE THROUGH 2035

The 9,332 SF anchor holds an active lease through 2035 with 6% annual escalation.



### HIALEAH MARKET — INTERNET-RESISTANT TENANT MIX

Medical, dental, hair care, uniforms, and professional services support consistent demand.



### PURE NNN — ZERO LANDLORD EXPENSE RESPONSIBILITY

Taxes, insurance, and maintenance are paid directly by tenants.

# Financial Summary

COCONUT SQUARE SHOPPING CENTER



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 <b>ASKING PRICE</b> <b>\$11.6M</b>	 <b>PRICE / SF</b> <b>\$358</b>	 <b>GOING-IN CAP</b> <b>6.12%</b>	 <b>YEAR 5 CAP ON PRICE</b> <b>8.01%</b>	 <b>YEAR 10 CAP ON PRICE</b> <b>10.01%</b>
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## NNN INCOME ANALYSIS

INCOME ITEM	IN-PLACE (CURRENT)	STABILIZED*	NOTES
Gross Base Rent	\$679,670	\$729,990	M-M tenants raised + Storage at \$35/SF
Vacancy & Credit Loss	(\$33,983)	(\$36,500)	5% conservative allowance
CAM / NNN Reimbursements	\$204,720	\$204,720	Collected from tenants — pass-through
Operating Expenses	\$0	\$0	100% NNN — paid by tenants
<b>NET OPERATING INCOME</b>	<b>\$645,686</b>	<b>\$710,115</b>	—
Going-In Cap Rate	5.57%	6.12%	Based on \$11.6M asking price

\* Stabilized = M-M tenants raised to \$35/SF + Suite 202 + Storage underwritten at \$35/SF.

## 10-YEAR NOI PROGRESSION - Cap Rate Growth on \$11.6M Purchase Price

YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
<b>\$710K</b>	<b>\$750K</b>	<b>\$808K</b>	<b>\$866K</b>	<b>\$929K</b>	<b>\$975K</b>	<b>\$1.025M</b>	<b>\$1.074M</b>	<b>\$1.125M</b>	<b>\$1.161M</b>
<b>6.12%</b>	<b>6.46%</b>	<b>6.97%</b>	<b>7.47%</b>	<b>8.01%</b>	<b>8.40%</b>	<b>8.84%</b>	<b>9.25%</b>	<b>9.70%</b>	<b>10.01%</b>

# 10-Year NNN Pro Forma

COCONUT SQUARE | HIALEAH, FLORIDA

## INVESTMENT SUMMARY

 4355 W 16th Ave, Hialeah, FL 33012

 PRICE: **\$11.6M**



COCONUT SQUARE — 10-YEAR NNN PRO FORMA








All active leases: 6%/yr

Post-expiry: \$35/SF + 3%/yr

Storage \$35/SF Yr 1

5% vacancy

Price: \$11.6M

METRIC	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5	YEAR 6	YEAR 7	YEAR 8	YEAR 9	YEAR 10
 Gross Potential Rent	\$747K	\$789K	\$851K	\$912K	\$978K	\$1,026K	\$1,079K	\$1,130K	\$1,184K	\$1,222K
 Vacancy & Credit Loss (5%)	(\$37K)	(\$39K)	(\$43K)	(\$46K)	(\$49K)	(\$51K)	(\$54K)	(\$57K)	(\$59K)	(\$61K)
 Effective Gross Income	\$710K	\$750K	\$808K	\$866K	\$929K	\$975K	\$1,025K	\$1,074K	\$1,125K	\$1,161K
 NOI (NNN — No Expenses)	\$710K	\$750K	\$808K	\$866K	\$929K	\$975K	\$1,025K	\$1,074K	\$1,125K	\$1,161K
 NOI per SF	\$23.80	\$25.14	\$27.09	\$29.04	\$31.14	\$32.67	\$34.36	\$35.99	\$37.70	\$38.92
 YoY NOI Growth	—	+5.6%	+7.8%	+7.2%	+7.2%	+4.9%	+5.2%	+4.7%	+4.8%	+3.2%
 Cap Rate on \$11.6M	6.12%	6.46%	6.97%	7.47%	8.01%	8.40%	8.84%	9.25%	9.70%	10.01%



**WALT EXPIRY**  
SF: 2.56yr  
Rent: 2.62yr



**GOING-IN CAP  
(STABILIZED)**  
**6.12%**



**YEAR 10 CAP  
ON \$11.6M**  
**10.01%**



**NNN — ZERO  
LANDLORD  
EXPENSES.**

## EXIT SCENARIO — PURCHASE PRICE \$11.6M

Year 10 NOI: \$1,160,933 | 32,362 SF | Going-In Cap: 6.12% | Year 10 Cap on Price: 10.01%


Exit Cap Rate	Exit Value	Gross Profit (Value - Price)	Equity Out (25% down + proceeds)	Equity Multiple
5.5%	\$21.11M	\$9.51M	\$13.86M	5.60x
6.0%	\$19.35M	\$7.75M	\$12.10M	4.99x
6.5%	\$17.86M	\$6.26M	\$10.61M	4.48x
7.0%	\$16.58M	\$4.98M	\$9.33M	4.04x
7.5%	\$15.48M	\$3.88M	\$8.23M	3.66x
8.0%	\$14.51M	\$2.91M	\$7.26M	3.32x

## 10-YEAR RETURN SUMMARY

Metric	@ 6.0% Exit	@ 6.5% Exit
Purchase Price	\$11,600,000	\$11,600,000
Equity Invested (25%)	\$2,900,000	\$2,900,000
Year 10 Exit Value	\$19.35M	\$17.86M
Est. Loan Paydown	(\$7.25M)	(\$7.25M)
Net Sale Proceeds	\$12.10M	\$10.61M
Cumulative Cash Flow	\$2.37M	\$2.37M
<b>TOTAL PROFIT</b>	<b>\$11.57M</b>	<b>\$10.08M</b>
Equity Multiple	4.99x	4.48x

## NOI GROWTH TRAJECTORY | Buy at 6.12% → Hold → Exit at market cap rate as rents roll to \$35/SF

	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
NOI (Annual)	\$710K	\$750K	\$808K	\$866K	\$929K	\$975K	\$1025K	\$1074K	\$1125K	\$1161K
Cap Rate (on Price)	6.12%	6.46%	6.97%	7.47%	8.01%	8.40%	8.84%	9.25%	9.70%	10.01%



\* Returns pre-tax. Loan paydown estimated after 10yr. Equity multiple based on 25% down.

Highlighted = 6.0% and 6.5% target exit cap rates.



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# Why Hialeah

Hialeah continues to be one of the strongest commercial real estate markets in South Florida due to its high population density, strong consumer demand, and limited inventory. The area benefits from constant traffic, a large working-class population, and strong local business activity, making it highly attractive for retail, medical, and service-based tenants.

Commercial rents throughout Hialeah and Hialeah Gardens have continued to rise, with newer retail centers and prime locations achieving lease comps of \$40+ NNN. There are also very few shopping centers available for sale in the area, which continues driving strong investor demand and pushing values higher.

With dense demographics, increasing rental rates, limited supply, and consistent tenant demand, Hialeah remains a highly desirable market for commercial real estate investment.



## DENSE DEMOGRAPHICS

High population density and strong working-class base drive consistent demand.



## RISING RETAIL RENTS

Lease comps of \$40+ NNN reflect continued rent growth and strong tenant demand.



## LIMITED INVENTORY

Very few shopping centers available for sale, creating supply constraints.

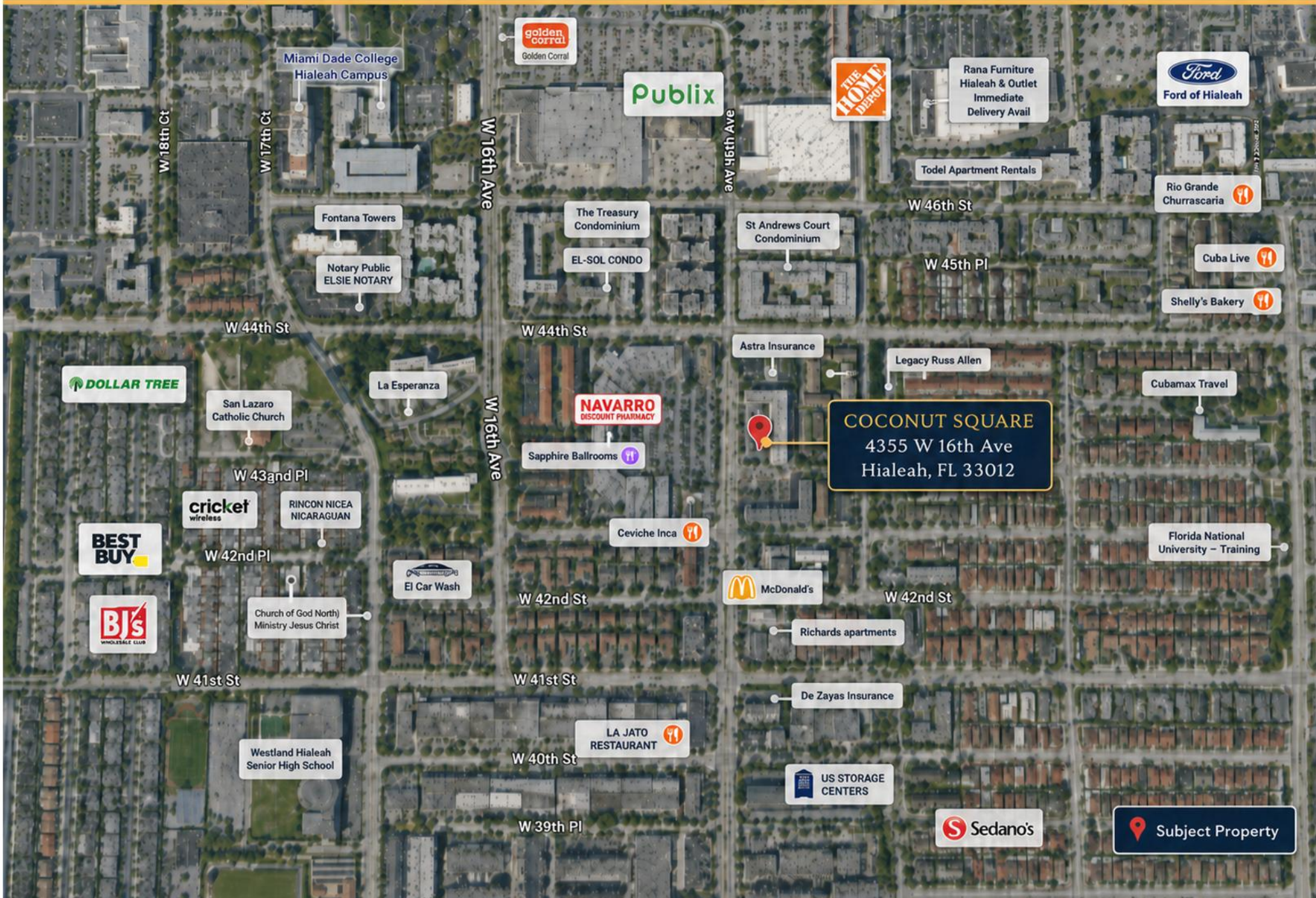


## STRONG INVESTOR DEMAND

High demand and limited supply continue driving values higher.

# NEIGHBORHOOD BUSINESS MAP

Coconut Square | 4355 W 16th Ave, Hialeah, FL 33012



**COCONUT SQUARE**  
4355 W 16th Ave  
Hialeah, FL 33012

 Subject Property

# Property Photos



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📷 Aerial Overview



📷 Frontage & Parking



📷 Storefront Lineup



📷 Tenant Signage Detail

# Demographics & Traffic Overview

COCONUT SQUARE SHOPPING CENTER | 4355 W 16TH AVE, HIALEAH, FL 33012

## POPULATION SUMMARY

	1 MILE	3 MILE	5 MILE
2000 Population	39,183	214,566	358,699
2010 Population	37,648	213,306	392,855
2026 Population	36,629	204,647	429,141
2031 Population	36,010	202,218	431,496
<b>Population Growth 2026-2031</b>	<b>-1.70%</b>	<b>-1.20%</b>	<b>0.55%</b>

## HOUSEHOLD INCOME SUMMARY

	1 MILE	3 MILE	5 MILE
Median HH Income	\$45,636	\$58,341	\$69,926
Average HH Income	\$63,195	\$79,843	\$94,773
<b>Households Growth 2026-2031</b>	<b>-0.25%</b>	<b>0.25%</b>	<b>1.85%</b>

## HOUSEHOLDS SUMMARY

	1 MILE	3 MILE	5 MILE
2026 Total Households	14,068	71,741	148,973
2031 Total Households	14,035	71,906	151,735
2026 Average Household Size	2.58	2.82	2.86
2026 Owner Occupied	5,882	35,316	75,176
2026 Renter Occupied	8,186	36,425	73,797

## RACE / DEMOGRAPHIC NOTE

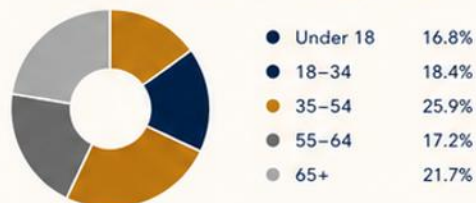


**2026 Hispanic Population**  
**34,888** | **191,790** | **376,811**  
 1 MILE | 3 MILE | 5 MILE  
 The trade area is overwhelmingly Hispanic and strongly neighborhood-serving.

## AGE SUMMARY

	1 MILE	3 MILE	5 MILE
Population Age 18+ (2026)	31,147	171,767	353,524
Median Age (2026)	49	46	43
Median Age (2031)	49	46	44

## 2026 POPULATION BY AGE (1-MILE)



## 2026 HOUSEHOLD INCOME DISTRIBUTION (1-MILE)



Source: Esri 2026 Demographic Estimates

## AADT (ANNUAL AVERAGE DAILY TRAFFIC)

 Palmetto Expressway / SR 826	<b>226,000</b> AADT
 W 49th St / Route 932 west of subject	<b>55,000</b> AADT
 W 49th St near subject	<b>57,000</b> AADT
 W 49th St east of subject	<b>48,500</b> AADT
 Local road near subject	<b>14,100</b> AADT
 NW 42nd Ave corridor	<b>13,700</b> AADT
 Other nearby corridor count	<b>58,500</b> AADT

Traffic counts shown are nearby selected counts from the corridor map.

# Current Rent Roll

COCONUT SQUARE SHOPPING CENTER



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20 Tenants | 
 Hialeah, FL | 
 95% Occupied | 
 100% NNN Leases

Tenant	Space	SF	Monthly Rent	Annual Rent	\$/SF	LTD	Option
305 Phone Fix	4399	900	\$2,462.00	\$29,544	\$32.83	2031	2034
Cricket-One Way Wireless	4397	800	\$2,260.00	\$27,120	\$33.90	2037	2037
Rincon Nicea-D Garcia	4391-95	2,450	\$4,378.00	\$52,536	\$21.44	2029	—
Healing Touch C & C ★	4375-89/203-213	9,332	\$17,710.00	\$212,520	\$22.77	2035	2035
Armora Baby Store	4377	886	\$2,060.00	\$24,720	\$27.90	2035	2035
Ministerio Bondad y Amor	4373	886	\$1,560.00	\$18,720	\$21.13	M-M	—
Yaris Dominican Hair	4371	886	\$1,860.00	\$22,320	\$25.19	2030	—
HiBrow Wax Center	4369	886	\$1,773.00	\$21,276	\$24.01	2030	2030
The Immigration Center	4367	1,000	\$3,800.00	\$45,600	\$45.60	2030	2030
Golden Blue Vision	4365	850	\$2,142.00	\$25,704	\$30.24	2029	—
Liset & Ernesto Jewelry	4363	900	\$2,285.00	\$27,420	\$30.47	2030	—
Ibiley Uniforms Inc.	4357-61	3,823	\$5,081.42	\$60,977	\$15.95	2035	2035
Latin American Acctg	Suite 201	500	\$1,060.00	\$12,720	\$25.44	M-M	—
<b>Vacant</b>	<b>Suite 202</b>	<b>950</b>	Listed @ \$35/SF	—	<b>\$35.00</b>	<b>M-M</b>	—
Corsar Dental	Suite 204-205A	1,183	\$3,350.00	\$40,200	\$33.98	2041	2041
Miami VIP Medical	Suite 205-B/206	1,000	\$1,840.00	\$22,080	\$22.08	2031	—
Housecall Doctors	Suite 208	600	\$1,020.00	\$12,240	\$20.40	2028	—
Vida Training	Suite 210A&B	1,000	\$1,340.00	\$16,080	\$16.08	2027	—
Fingerprint Express	Suite 211A	500	\$657.71	\$7,893	\$15.79	2028	2028
<b>Storage (Suite 211B)</b>	<b>Suite 211B</b>	<b>500</b>	Listed @ \$35/SF	—	<b>\$35.00</b>	<b>M-M</b>	—
<b>TOTALS</b>	<b>Total Occupied SF</b>	<b>29,832</b>	<b>Monthly Rent</b>	<b>\$56,639.13</b>	<b>\$679,670</b>		

★ Healing Touch exercised option — active lease through 2035 at 6%/yr escalation.

Storage & Vacant Suite 202 listed at \$35/SF from Year 1.


EXCLUSIVELY PRESENTED BY

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