



3700

FERN VALLEY RD

INDUSTRIAL NET LEASED ASSET IN LOUISVILLE, KY

Marcus & Millichap
THE TASHAKORIAN GROUP

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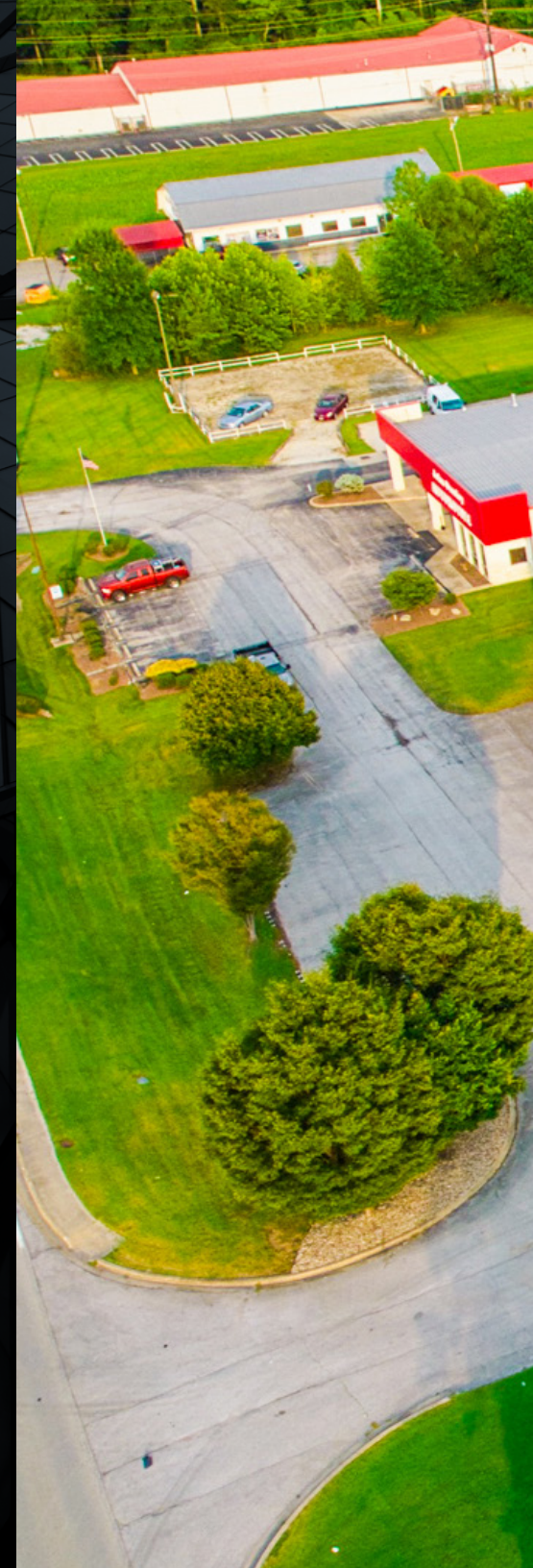
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FERN VALLEY RD

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EXECUTIVE SUMMARY

3700 FERN VALLEY | LOUISVILLE, KY

3700 Fern Valley Rd presents a rare opportunity to acquire an industrial asset in Louisville, KY via a sale-leaseback structure. The current owner will sign a brand-new 10-year NNN lease upon close of escrow, delivering long-term income stability from day one. The property is a 15,400 SF distribution facility situated on a 2.05-acre parcel, built in 2003 and zoned CM. The tenant, Excel Distribution, is a third-party logistics provider specializing in warehousing and distribution solutions across the region.

ABOUT EXCEL DISTRIBUTION:

A third-party logistics company headquartered in Louisville, KY. The firm specializes in warehousing, inventory management, and order fulfillment services for a diverse range of clients. With multiple years in business and a strong local footprint, Excel Distribution supports a wide range of consumer and commercial clients and has proven operational capacity within the logistics sector. Their strategic location near Louisville International Airport and major distribution hubs supports long-term business sustainability.





PROPERTY DETAILS

| | |
|---------------|-------------------------------|
| BUILDING SIZE | 15,400 SF |
| LOT SIZE | 2.05 Acres (89,298 SF) |
| YEAR BUILT | 2003 |
| ZONING | CM (Commercial/Manufacturing) |
| APN / BLOCK | 063303200000 / Block 633 |

PROPERTY HIGHLIGHTS

- Sale-leaseback structure with 10-year NNN lease signed at closing
- Stable tenant: Excel Distribution – logistics & warehousing services
- 15,400 SF building on 2.05 acres
- Zoned CM with excellent access and industrial layout
- Priced at \$162/SF, offering value in today's market
- Long-term income stream with zero landlord responsibilities

INVESTMENT SUMMARY

| PURCHASE INFO | | PROPERTY INFORMATION | | PROPOSED FINANCING | |
|------------------|-------------|-------------------------|--------|---------------------|-------------|
| Price | \$2,500,000 | Year Built / Renovated | 2003 | Loan Amount | \$1,500,000 |
| Down Payment | \$1,000,000 | Building Square Footage | 15,400 | Loan To Value (LTV) | 60% |
| Current CAP Rate | 6.00% | Lot Size (AC) | 2.05 | Interest Rate | 6.500% |
| | | Lot Size (SF) | 89,298 | Years Amortized | 25 |
| | | Building Price Per FT | \$162 | Monthly Payment | \$(10,248) |
| | | Land Price Per FT | \$28 | Annual Payment | \$(122,972) |

| CURRENT OPERATING DATA | Annual | Notes |
|------------------------------|-------------|--------------------|
| Base Rent | \$150,000 | |
| Reimbursement | \$36,960 | |
| Total Income | \$186,960 | |
| Vacancy | \$- | |
| Estimated Gross Income (EGI) | \$186,960 | |
| Total Expenses | \$(36,960) | |
| Net Operating Income | \$150,000 | (1.22) DCR |
| Less Loan Payments | \$(122,972) | |
| Pre-Tax Cash Flow | \$27,028 | 2.70% Cash on Cash |
| Plus Principal Reduction | \$28,894 | |
| Total Return Before Taxes | \$55,922 | 5.59% Total Return |

RENT ROLL

| SUITE | TENANT | RBA | % OF RBA | RENT / SF | | MONTHLY RENT | ANNUAL RENT | REIM. | TOTAL RENT | LEASE START | LEASE END | WALT |
|-------|--------------------|--------|----------|-----------|--------|--------------|-------------|----------|------------|-------------|-----------|------|
| A | Excel Distribution | 15,400 | 100% | \$0.81 | \$9.74 | \$12,500 | \$150,000 | \$36,960 | \$186,960 | COE | 1/1/2036 | 10 |
| Total | | 15,400 | 100% | | | \$12,500 | \$150,000 | \$36,960 | \$186,960 | | | 10 |



SALES COMPARABLES

| Sale Date | Property Address | Property Type | Size | Sale Price | Price Per SF | Submarket Name | Year Built |
|------------|--|---------------|--------|-------------|--------------|----------------|------------|
| 10/14/2025 | 1518 Petunia Avenue | Industrial | 7,314 | \$760,000 | \$103.91 | South Central | 1971 |
| 10/8/2025 | 4415 Poplar Level Road | Industrial | 9,548 | \$950,000 | \$99.50 | South Central | 1965 |
| 10/1/2025 | 4041-4043 Mccollum Court (Part of a 3 Property Sale) | Industrial | 6,355 | \$907,143 | \$142.74 | South Central | 1997 |
| 10/1/2025 | 3501 Bashford Avenue (Part of a 3 Property Sale) | Industrial | 6,080 | \$894,250 | \$147.08 | South Central | 1979 |
| 9/25/2025 | 444 Downes Terrace | Industrial | 11,250 | \$1,380,000 | \$122.67 | South Central | 1985 |
| 7/22/2025 | 4726 Allmond Avenue | Industrial | 15,200 | \$3,400,000 | \$223.68 | South Central | 1986 |
| 6/9/2025 | 140 A E Woodlawn Avenue | Industrial | 7,250 | \$800,000 | \$110.34 | South Central | 1945 |
| 5/30/2025 | 4606 Melton Avenue | Industrial | 5,996 | \$1,125,000 | \$187.62 | South Central | 1999 |
| 1/15/2025 | 4406 Poplar Level Road | Industrial | 6,402 | \$1,500,000 | \$234.30 | South Central | 1950 |
| 11/12/2024 | 6709 Grade Lane | Industrial | 20,230 | \$4,000,000 | \$197.73 | South Central | 1988 |
| 10/10/2024 | 2428 Crittenden Drive | Industrial | 21,400 | \$2,300,000 | \$107.48 | Old Louisville | 1984 |
| 10/8/2024 | 4730 Allmond Avenue | Industrial | 23,232 | \$3,000,000 | \$129.13 | South Central | 1980 |
| 10/2/2024 | 1714 Lincoln Avenue | Industrial | 15,360 | \$1,400,000 | \$91.15 | Old Louisville | 1988 |
| 12/13/2023 | 5800 Poplar Level Road | Industrial | 17,100 | \$2,000,000 | \$116.96 | South Central | 1980 |
| 11/21/2023 | 1201 Hodel Road | Industrial | 11,673 | \$1,250,000 | \$107.08 | South Central | 1994 |
| Average | | | 12,293 | \$1,711,093 | \$141.42 | | |

LEASE COMPARABLES

| Start Date | Address | SF Leased | Rent/SF/Yr | Services | Lease Status |
|------------|-----------------------|-----------|------------|----------|--------------|
| Oct-25 | 3509 Bashford Avenue | 9,700 | \$12.00 | NNN | Executed |
| Sep-25 | 455 Downes Terrace | 12,958 | \$10.50 | NNN | Executed |
| Feb-25 | 4850 Crittenden Drive | 7,823 | \$9.95 | NNN | Executed |
| Feb-25 | 4340 Sanita Court | 6,750 | \$9.25 | NNN | Executed |
| Dec-24 | 1201 Hodel Road | 10,924 | \$9.50 | NNN | Executed |
| Jul-24 | 439 Downes Terrace | 5,000 | \$10.75 | NNN | Executed |
| Apr-24 | 1504 Petunia Avenue | 6,500 | \$11.72 | MG | Executed |
| Average | | 8,522 | \$10.52 | | |



\$10.52
Average Rent / SF



8,522 SF
Average Leased





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