

13794

I-25 FRONTAGE ROAD

MEAD, COLORADO 80634



OFFERING MEMORANDUM



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EXECUTIVE SUMMARY

THE OFFERING



Cushman & Wakefield, Schuman Companies, Inc. and URealty, Inc. are pleased to present the opportunity to purchase this brand new building, where Red Bull Distribution Company just signed a new 5 year lease. This newly constructed tilt-up concrete building totals 23,000 square foot and sits on 1.86 acres; anchored by a national credit tenant, providing a multi-tenant investment opportunity in one of the highest growth areas' in Colorado. Positioned southeast of the Interstate 25 & Highway 66 interchange, the property provides users an ideal location in order to reach both Denver & Northern Colorado Markets with ease. The sale price is \$4.875 Million, which equates to a 6.16% pro-forma cap rate of the first-year net operating income for a fully leased property. **Please contact the listing broker for detailed information on the lease terms.**



13794 I-25 FRONTAGE ROAD / OFFERING SUMMARY

PROPERTY DESCRIPTION

Number of Current Tenants	1
Net Leaseable Area	23,000 Total SF
Occupied	16,500 SF
Vacant	6,500 SF
Occupancy %	72%
Year Built	New Construction
Stories	1

PRICING

Sales Price	\$4,875,000
Sales Price Per SF	\$212.00/SF

PROJECTED RETURNS

Year 1 NOI	\$293,823
Year 1 Cap Rate	6.16%
Lease Term	66 Months
Lease Extension Options	Two 5-Year Terms

PROPERTY DESCRIPTION

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PROPERTY DESCRIPTION

OVERVIEW

BUILDING SPECIFICATIONS

TOTAL SF

±23,000 SF

ZONING

Industrial

CLEAR HEIGHT

20' Clear

SITE SIZE

±1.86 Acres

TENANT

Red Bull Distribution
Company

LOADING

8 Drive-in doors (14' x 14')

YEAR BUILT

New Construction



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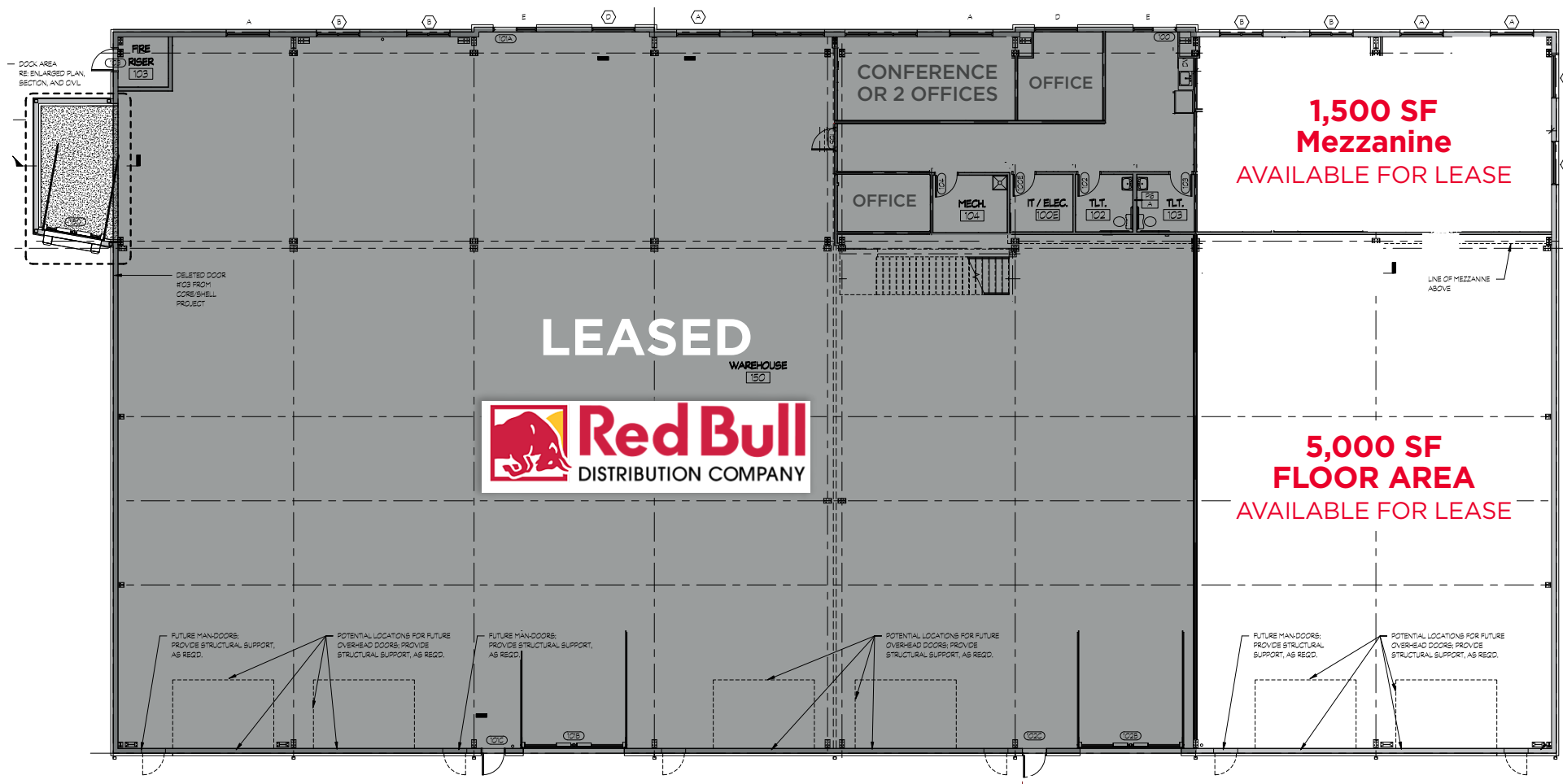
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PROPERTY DESCRIPTION

FLOOR PLAN



LOCATION OVERVIEW

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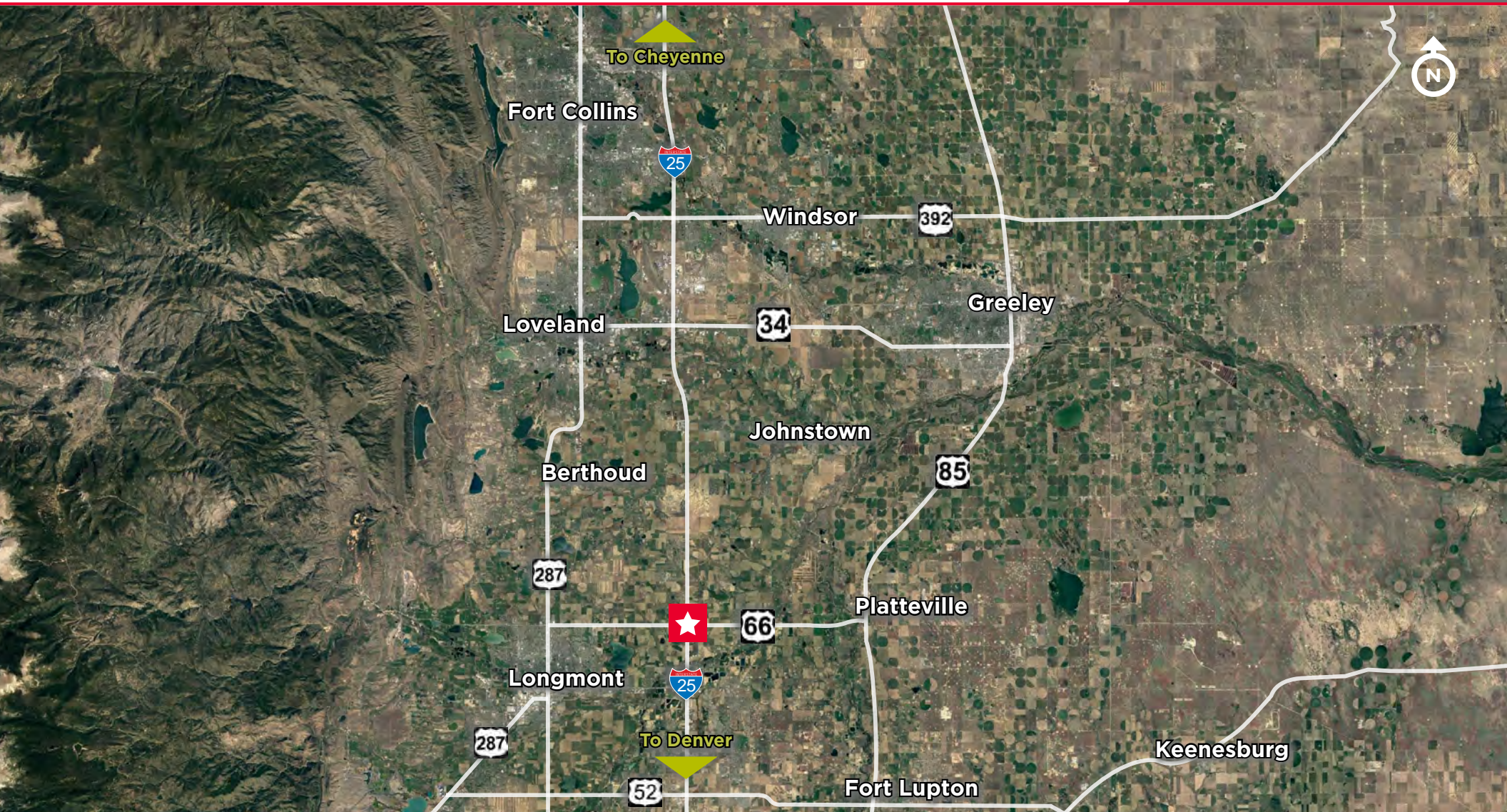
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LOCATION OVERVIEW

REGIONAL AERIAL



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LOCATION OVERVIEW

PROXIMAL AERIAL



LOCATION OVERVIEW

WELD COUNTY OVERVIEW

HIGHLIGHTS

- As of 2018 the region's population increased by 15.5% since 2013, growing by 41,791. Population is expected to increase by 10.1% between 2018 and 2023, adding 31,341.
- From 2013 to 2018, jobs increased by 20.5% in Greeley, CO from 105,107 to 126,646. This change outpaced the national growth rate of 8.5% by 12.0%. As the number of jobs increased, the labor force participation rate increased from 65.3% to 69.0% between 2013 and 2018.
- Concerning educational attainment, 18.6% of Greeley, CO residents possess a Bachelor's Degree (the same as the national average), and 8.7% hold an Associate's Degree (0.7% above the national average).

NORTHERN COLORADO ACCOLADES



1st Stable and Growing Housing Market (Realtor.com, 2017)



Within the top 10 best counties to live in Colorado (Movoto, 2015)



2nd Best Counties for Small Business Owners (ValuePenguin, 2017)



Northern Colorado is ranked within the top 10 best areas with "The Brightest Fall Foliage Around the USA" (USA Today, 2014)



No. 4 Bloomberg Brain Index Bloomberg, Oct 2017



No. 1 City in America for Cycling PeopleForBikes, May 2018

WELD COUNTY ECONOMIC HIGHLIGHTS | EMSI, 2019



TOTAL POPULATION (2018)

110,263



MEDIAN HOUSEHOLD INCOME

\$66.5K



TOTAL REGIONAL EMPLOYMENT

126,646

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INVESTMENT HIGHLIGHTS

OVERVIEW

THE OPPORTUNITY

Cushman & Wakefield, Schuman Companies, Inc. and URealty, Inc. are pleased to present the opportunity to purchase this brand-new Red Bull North America distribution hub. This newly constructed tilt-up concrete building totals 23,000 square foot and sits on 1.86 acres.

LOCATION & ACCESS

The property is located in Mead, Colorado in Weld County. Positioned southeast of the Interstate 25 & Highway 66 interchange, the property provides users an ideal location in order to reach both Denver & Northern Colorado Markets with ease.

TENANT & LEASE

RECOGNIZABLE TENANT

The building is currently anchored by a national credit tenant, Red Bull Distribution, currently in a 5 and a half year lease. This provides a multi-tenant investment opportunity in one of the highest growth areas' in Colorado.

PRICING

The property is being offered for \$4,875,000, which equates to a 6.16% pro-forma cap rate of the first-year net operating income for a fully leased property



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INVESTMENT HIGHLIGHTS

FINANCIALS | 10-YEAR CASHFLOW ANALYSIS



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PURCHASE PRICE \$ 4,875,000

CAP Rate 6.16%

FINANCING:
 LOAN AMOUNT: \$ 3,412,500.00
 EQUITY \$: \$ 1,462,500.00
 EQUITY %: 30.00%
 TERM (YRS): 20
 INTEREST RATE: 2.50%

TENANT:	Tenant Share	SIZE:	CURRENT RATE:	ESCALATOR:	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029
Red Bull Distribution	72%	16,500	\$ 13.00	3.0%	214,500	220,935	227,563	234,390	241,422	248,664	256,124	263,808	271,722	279,874
Vacant	14%	3,250	\$ 15.00	3.0%	48,750	50,213	51,719	53,270	54,869	56,515	58,210	59,956	61,755	63,608
Vacant	14%	3,250	\$ 15.00	3.0%	48,750	50,213	51,719	53,270	54,869	56,515	58,210	59,956	61,755	63,608
NNN Reembursment	100%	23,000	\$ 3.50	3.0%	80,500	82,915	85,402	87,965	90,603	93,322	96,121	99,005	101,975	105,034
TOAL SQ. FT.	100%	23,000	\$ 14.00											
POTENTIAL RENTAL INCOME:					392,500	404,275	416,403	428,895	441,762	455,015	468,666	482,725	497,207	512,123
Less Vacancy:			3.00%		-11,775	-12,128	-12,492	-12,867	-13,253	-13,650	-14,060	-14,482	-14,916	-15,364
GROSS OPERATING INCOME:					380,725	392,147	403,911	416,028	428,509	441,365	454,606	468,244	482,291	496,760
Less Operating Expenses:														
Taxes:		\$ 2.00			46,000	47,380	48,801	50,265	51,773	53,327	54,926	56,574	58,271	60,020
Insurance:		\$ 1.00			23,000	23,690	24,401	25,133	25,887	26,663	27,463	28,287	29,136	30,010
CAM		\$ 0.50			11,500	11,845	12,200	12,566	12,943	13,332	13,732	14,144	14,568	15,005
Total Operating Expenses:		\$ 3.50			80,500	82,915	85,402	87,965	90,603	93,322	96,121	99,005	101,975	105,034
NET OPERATING INCOME (NOI):					300,225	309,232	318,509	328,064	337,906	348,043	358,484	369,239	380,316	391,726
BUILDING VALUATION:			CAP = 5.00%		6,004,500	6,184,635	6,370,174	6,561,279	6,758,118	6,960,861	7,169,687	7,384,778	7,606,321	7,834,511
VALUE PER SQ. FT.:					261.07	268.90	276.96	285.27	293.83	302.65	311.73	321.08	330.71	340.63
ANNUAL DEBT SERVICE:														
PRINCIPAL					133,202	136,571	140,024	143,565	147,196	150,918	154,735	158,648	162,660	166,773
INTEREST					83,793	80,425	76,971	73,430	69,799	66,077	62,261	58,348	54,336	50,222
TOTAL DEBT SERVICE (ANNUAL):					216,995	216,995	216,995	216,995	216,995	216,995	216,995	216,995	216,995	216,995
DEBT SERVICE COVERAGE RATIO:					1.38	1.43	1.47	1.51	1.56	1.60	1.65	1.70	1.75	1.81
LOAN TO VALUE RATIO:					56.8%	53.0%	49.3%	45.8%	42.3%	39.0%	35.7%	32.6%	29.5%	26.6%
NET CASH FLOW:					83,230	92,237	101,513	111,069	120,911	131,048	141,489	152,244	163,321	174,730
CASH ON CASH ROI					5.69%	6.31%	6.94%	7.59%	8.27%	8.96%	9.67%	10.41%	11.17%	11.95%
LEVERAGED ROI					14.80%	15.64%	16.52%	17.41%	18.33%	19.28%	20.25%	21.26%	22.29%	23.35%
CASH FLOW + PRINCIPAL EQUITY GAIN:					216,432	228,807	241,538	254,634	268,106	281,966	296,224	310,891	325,980	341,503
BUILDING VALUE (SALE):			CAP = 5.00%		6,184,635	6,370,174	6,561,279	6,758,118	6,960,861	7,169,687	7,384,778	7,606,321	7,834,511	8,069,546
LESS PURCHASE PRICE:					-4,875,000	-4,875,000	-4,875,000	-4,875,000	-4,875,000	-4,875,000	-4,875,000	-4,875,000	-4,875,000	-4,875,000
LESS SELLING EXPENSES:			COMM. % 3.00%		-185,539	-191,105	-196,838	-202,744	-208,826	-215,091	-221,543	-228,190	-235,035	-242,086
ESTIMATED GAIN ON SALE OF BLDG IF SOLD:					1,124,096	1,304,069	1,489,441	1,680,374	1,877,035	2,079,596	2,288,234	2,503,131	2,724,475	2,952,460
NET CUMULATIVE GAIN IF SOLD (CASH + PRIN):					349,634	365,378	381,562	398,199	415,302	432,884	450,958	469,539	488,640	508,276
IRR (IF SOLD):					91.7%	46.0%	33.3%	27.4%	23.9%	21.7%	20.1%	18.9%	18.0%	17.2%

TENANT INFORMATION

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TENANT INFORMATION

TENANT SUMMARY



Red Bull Distribution Company (“RBDC”) was established to exclusively distribute Red Bull products and provide world class market execution in the United States.

2000+ Employees

Operating **82** Warehouses

Serving **22** States

Red Bull North America, Inc. (RBNA) has been giving wings to US consumers since 1997. Based in Santa Monica, California, RBNA operates as a subsidiary of Red Bull GmbH, responsible for all sales and marketing activities related to Red Bull Energy Drinks across the United States and Canada.

HOW IT ALL BEGAN

Inspired by functional drinks from the Far East, Dietrich Mateschitz founded Red Bull in the mid 1980’s. He created the formula of Red Bull Energy Drink and developed the unique marketing concept of Red Bull. In 1987, on April 1, Red Bull Energy Drink was sold for the very first time in its home market Austria. This was not only the launch of a completely new product, in fact it was the birth of a totally new product category. Today Red Bull is available in 171 countries and over 62 billion cans of Red Bull have been consumed so far.

PRODUCT INFORMATION

CAFFEINE

To this day, caffeine can be naturally found in coffee, tea and chocolate or produced synthetically and whether present in natural sources or in Red Bull Energy Drink your body processes caffeine the same way. One of caffeine’s primary sites of action in the human body is the central nervous system where it stimulates cognitive functions.

TAURINE

Taurine is an amino acid, naturally occurring in the human body and present in the daily diet. It is involved in a wide range of biological processes and found in high concentrations in muscle, brain heart and blood.

B-GROUP VITAMINS

B-group vitamins play an important role in energy metabolism, such as the build up and break-down of carbohydrates and protein. It also plays a central role in the normal functions of the brain and nervous system.

SUCROSE & GLUCOSE

Sucrose and glucose are different types of sugars which are also contained in the daily diet. An 8.4 fl oz can of Red Bull Energy drink contains 27g of sucrose and glucose combined, comparable to the amount of sugar found in 8.4 fl oz of orange or apple juice.

(Source: redbulldistributioncompany.com)

MARKET INFORMATION

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MARKET INFORMATION

NORTHERN COLORADO INDUSTRIAL MARKET | Q4 2019



CLASS A

Inventory: 2.9 msf

Vacancy: 3.8%

Leasing Activity YTD: 141.9 ksf

Average Asking Rent (NNN): \$11.00 psf

CLASS B

Inventory: 26.5 msf

Vacancy: 4.8%

Leasing Activity YTD: 822.3 ksf

Average Asking Rent (NNN): \$10.27 psf

CLASS C

Inventory: 12.7 msf

Vacancy: 1.8%

Leasing Activity YTD: 239.6 ksf

Average Asking Rent (NNN): \$10.06 psf

OVERALL

Inventory: 42.3 msf

Vacancy: 3.8%

Leasing Activity YTD: 1.1 msf

Average Asking Rent (NNN): \$10.31 psf

MARKET FACT

3.8%

Vacancy in Class A industrial product fell 310 bps year-over-year to end the fourth quarter 2019 at 3.8%

VACANCY

The Northern Colorado region's overall vacancy rate continued to trend downward as industrial space remains in high demand. On a year-over-year basis, the overall vacancy rate decreased 60 basis-points (bps) to close the fourth quarter 2019 at 3.8%. Direct vacancy exhibited a moderate decrease quarter-over-quarter, falling 20 bps to close 2019 at 3.7%. Expect this trend to continue, albeit on a moderate scale, as industrial properties generate substantial interest from users.

RENTAL RATE

Overall and direct rental rates exhibited marginal increases quarter-over-quarter to close 2019 at \$10.31 per square foot (psf) and \$10.23 psf on a triple net (NNN) basis, respectively. These figures represented more substantial growth year-over-year as overall rental rates increased 4.4% from the \$9.88 psf NNN recorded to close 2018, a year ago. Class B and C product exhibited the strongest overall rental growth on a year-over-year basis, rising 3.6% and 5.1% to end 2019 at \$10.27 psf and \$10.06 psf, respectively.

TOP SPACE ADDITIONS

ADDRESS	FLOORS	SIZE (SF)	TYPE	CITY
1130 Diamond Valley Drive	Entire 1st	89,332	Direct	Windsor
244 Dundee Avenue	Part 1st	55,680	Direct	Greeley
2950 Colorful Avenue	Part 1st	33,500	Direct	Longmont

TOP LEASES

ADDRESS	TENANT	SIZE (SF)	TYPE	CITY
1460 Vista View Drive	The Pros Closet	28,830	New	Longmont
4515-4525 Viking Way	Undisclosed Tenant	25,757	New	Loveland
840 Diamond Valley Parkway	Vestas Blades	12,280	New	Windsor

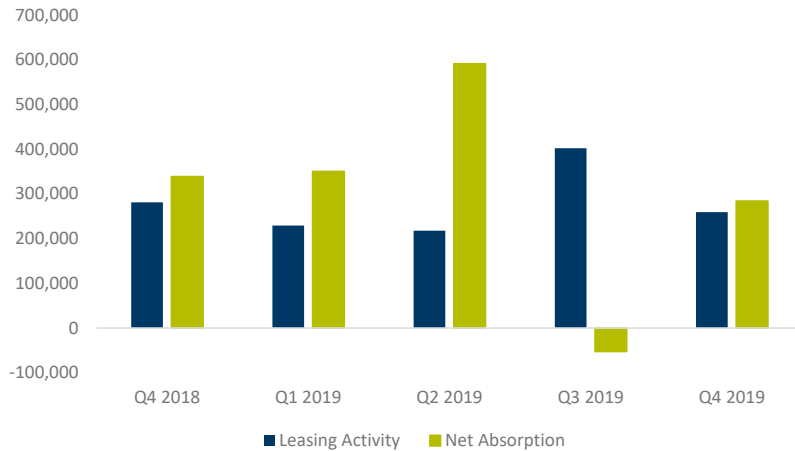
TOP INVESTMENT SALE

ADDRESS	BUYER	SIZE (SF)	SALE PRICE	\$ PSF
4150 Ronald Regan Boulevard	STAG Industrial	131,000	\$16,000,000	\$121.76
5100 Boyd Lake Avenue	Monomoy Properties REIT	87,000	\$10,300,000	\$117.67
7040 County Road 20	Quadrant Management	105,000	\$7,900,000	\$74.94

MARKET INFORMATION

NORTHERN COLORADO INDUSTRIAL MARKET | Q4 2019

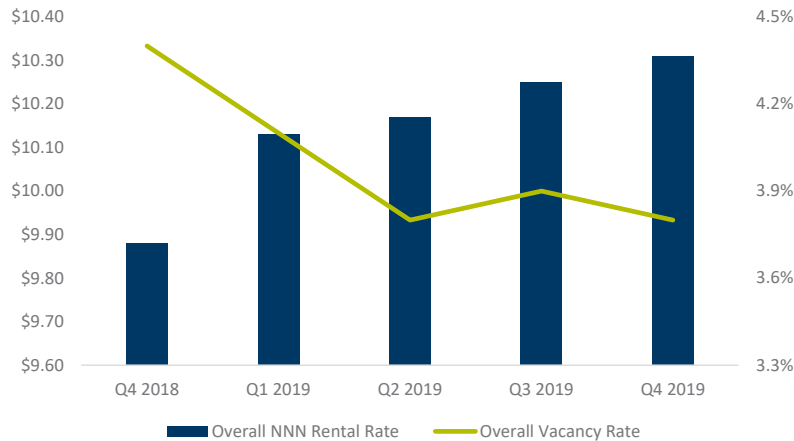
LEASING ACTIVITY VS. OVERALL ABSORPTION



LEASING

Leasing activity for the fourth quarter 2019 was approximately 259,000 square feet (sf) which brought the 2019 total to roughly 1.1 million square feet (msf); a 277,000-sf quarterly average. The most notable lease of the fourth quarter 2019 was The Pros Closet at 1460 Vista View Drive for 28,800 sf. Another notable lease was Vestas Blades' 12,200-sf new lease at 840 Diamond Valley Parkway.

OVERALL RENTAL RATES VS. OVERALL VACANCY



ABSORPTION

Net absorption rebounded from the previous quarter recording 284,000 sf of absorption during the fourth quarter 2019. This brought the total for 2019 to roughly 1.1 msf and an approximately 293,000 sf quarterly average for the year. Absorption for the year was largely driven by Smucker's occupying their 380,000-sf new manufacturing facility during the second quarter 2019.

CONSTRUCTION

Three buildings delivered in the fourth quarter 2019 totaling just over 49,000 sf. This brought the total deliveries for 2019 to approximately 910,000 sf. This surpassed the 842,000 sf that delivered during 2018.

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