# OFFERING MEMORANDUM

# Nut Tree Retail Phase 3 (Building AA) Vacaville, CA

The Maffia Team

# \$5,005,000 5.25% CAP Rate

- 100% Leased Retail Pad Building
- National & Regional Tenants Anchored by Verizon
- Excellent Frontage & Visibility Along Interstate 80
  - 153,000 Cars Per Day
  - 83,767,500 Passengers Per Year
- Retail Pad in One of Northern California's Dominant Regional Community Shopping Centers -The Nut Tree
  - Largest Power/Lifestyle Center in Vacaville
- Part of Nut Tree Master Planned Development
  - 96-acre \$255 Million Master Planned Development
  - Largest Redevelopment Project in City of Vacaville's History
- Infill Retail Location with Significant Barriers to Entry
- Rare On/Off Ramps Adjacent to Building



# **Disclaimer**

The Maffia Team has been retained on an exclusive basis to market the property described herein ("Property"). Broker has been authorized by the Seller of the Property ("Seller") to prepare and distribute the enclosed information ("Material") for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

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# **Property Information**

## **The Investment**

Building AA of Nut Tree Retail Phase 3 offers the unique opportunity for an investor to acquire a 100% leased retail building in Northern California featuring leases to national tenants such as Verizon Wireless and The Joint Chiropractic, as well as a regional nail salon. The property is a freeway adjacent net leased building across the street from the first two phases of Nut Tree Shopping Center, a 399,000 square foot regional shopping center. The property is adjacent to five other outparcel pads with national and regional tenants totaling 52,000 square feet. The Nut Tree is one of Northern California's dominant regional community shopping centers and contains eleven national anchor tenants and is a major draw for the trade area. This is an infill retail location with significant barriers to entry. With unparalleled freeway exposure along Interstate 80, this is a core net leased investment in an established retail trade area. With a diversified rent roll comprised of national and local tenants on long-term and short-term leases, an investor will capitalize on both real estate appreciation and scheduled increases in income.

### Location

The Nut Tree Retail Shops Building AA is located at 1610 East Monte Vista Avenue in Vacaville, California.

## Lot Size

Approximately 0.86 acres, or 37,604 square feet.

### Improvements

An approximately 6,365 square foot retail building demised into three retail suites.

## Parking

There are approximately 29 parking spaces available on site.

## **Property Highlights**

- 100% Leased Retail Building in Northern California
  - Best Retail Location in City of Vacaville
- Located adjacent to the I-80 freeway with unobstructed visibility
- Infill retail location with significant barriers to entry
- Free and clear of permanent financing
- Included in one of Northern California's premier shopping centers, the Nut Tree
  - 399,000+ square foot freeway adjacent power center with a dominant and diverse mix of retail and dining tenants
  - Largest lifestyle/power center in the City of Vacaville and Solano County
- Part of Phase 3 of \$255 million master planned development
  - Entire Phase 2, 3 and 4 100% leased
  - The Nut Tree is an eight phase 96-acre development estimated for completion in 2017
    - 399,000 square feet of retail
    - 190,000 square feet of light industrial
    - 40,000 square feet of office space
    - 216 apartment units
    - 220 room hotel
    - 3.4 acre event center

# **Financial Analysis**

#### **Projected Gross Revenue**

	<u>Year 1</u>	Year 6	Year 10
Base Rental Revenue	\$259,310	\$289,327	\$314,737
Scheduled Base Rental Revenue	\$259,310	\$289,327	\$314,737
Expense Reimbursement Revenue	\$111,629	\$123,733	\$134,507
Total Potential Gross Revenue	\$370,939	\$413,060	\$449,244
Effective Gross Revenue	\$370,939	\$413,060	\$449,244

#### **Annual Expenses**

Taxes @ 1.19983%	\$60,047	\$66,296	\$71,761
Assessments	\$10,186	\$10,186	\$10,186
Insurance - \$0.85/sf	\$5,444	\$6,311	\$7,104
Common Area Maintenance \$3.34/sf	\$21,393	\$24,800	\$27,913
Management Fee - 3% of EGR	\$11,128	\$12,392	\$13,477
Total Operating Expenses	\$108,198	\$119,985	\$130,441

### **Net Operating Income**

		\$262,741	\$293,075	\$318,803
C	AP Rate			
		5.25%	5.86%	6.37%

## **General Assumptions**

General Assumptions	s
Analysis Date	Jan-17
Total Rentable Area	6,365
Total Area for CAM Reimbursement	6,405
General Inflation per Annum	3.00%
General Expense Growth per Annum	3.00%
Real Estate Tax Growth per Annum	2.00%
Management Fee	3% of EGR
General Vacancy Loss	None

# Price: \$5,005,000 (5.25% Return)

## Financing

The property will be delivered free and clear of permanent financing.

## Notes

The above net income is an estimate and does not provide for all potential costs and expenses (i.e. maintenance, repair, etc.) that may be required of the owner. Any reserves set forth herein are merely estimates and not based on any experience, phsycial inspection, or prior knowledge. All prospective purchasers are strongly advised to make an independent investigation to determine their estimate of costs and expenses prior to entering into an agreement to purchase.

# Financial Analysis | Cash Flow Projection

Year: Begins: Ends:	1 Jan-2017 <u>Dec-2017</u>	2 Jan-2018 <u>Dec-2018</u>	3 Jan-2019 <u>Dec-2019</u>	4 Jan-2020 <u>Dec-2020</u>	5 Jan-2021 <u>Dec-2021</u>	6 Jan-2022 <u>Dec-2022</u>	7 Jan-2023 <u>Dec-2023</u>	8 Jan-2024 <u>Dec-2024</u>	9 Jan-2025 <u>Dec-2025</u>	<sup>10</sup> Jan-2026 <u>Dec-2026</u>
STATISTICS Net Rentable Area in SF Avg Base Rental Revenue PSF/mo. Total Operating Expenses PSF/yr. Absorption & Turnover Vacancy	6,405 \$3.37 \$16.89	\$3.46 \$17.25	\$3.61 \$17.63	\$3.64 \$17.98	\$3.68 \$18.35	\$3.76 \$18.73	- \$3.87 \$19.14	\$3.90 \$19.52	- \$4.07 \$19.96	\$4.09 \$20.37
General Vacancy		-	-	-	-	-	-	-	-	- -
Potential Gross Revenue Base Rental Revenue	\$259,310	\$265,637	\$277,649	\$279,394	\$283,047	\$289,327	\$297,519	\$299,483	\$312,653	\$314,737
Scheduled Base Rental Revenue Expense Reimbursement Revenue	259,310 111,629	265,637 113,934	277,649 116,297	279,394 118,717	283,047 121,195	289,327 123,733	297,519 126,329	299,483 128,992	312,653 131,715	314,737 134,507
Total Potential Gross Revenue General Vacancy	370,939	379,571 -	393,946 -	398,111 -	404,242	413,060 -	423,848 -	428,475	444,368 -	449,244
Effective Gross Revenue	370,939	379,571	393,946	398,111	404,242	413,060	423,848	428,475	444,368	449,244
Operating Expenses	00.047	04.040	00.470	00 700	04.000	00.000	07.000	00.075	70.054	74 704
Taxes @ 1.19983% Assessments Insurance - \$0.85/sf	60,047 10,186 5,444	61,248 10,186 5,608	62,472 10,186 5,776	63,722 10,186 5,949	64,996 10,186 6,128	66,296 10,186 6,311	67,622 10,186 6,501	68,975 10,186 6,696	70,354 10,186 6,897	71,761 10,186 7,104
Common Area Maintenance - \$3.34/sf Management Fee - 3% of EGR	21,393 11,128	22,034 11,387	22,696 11,818	23,376 11,943	24,078 12,127	24,800 12,392	25,544 12,715	26,310 12,854	27,100 13,331	27,913 13,477
Total Operating Expenses	108,198	110,463	112,948	115,176	117,515	119,985	122,568	125,021	127,868	130,441
NET OPERATING INCOME	262,741	269,108	280,998	282,935	286,727	293,075	301,280	303,454	316,500	318,803
CASH FLOW BEFORE DEBT SERVICE	\$262,741	\$269,108	\$280,998	\$282,935	\$286,727	\$293,075	\$301,280	\$303,454	\$316,500	\$318,803

# **Rent Roll**

Suite	Tenant	Sq. Ft.	Monthly Rent PSF	Annual Rent PSF	Annual Rent	Term	Lease Commence. Date	Lease Expiration Date	Rental Increase Date(s)	Rental Increase Amount(s)	Options	Lease Structure	End-of-Term Assumptions
101	Verizon Wireless <sup>1</sup>	3,954	\$3.39	\$40.66	\$160,770	7 yrs.	12/3/2014	12/31/2021	8/1/2017 1/1/2019	\$168,796 \$177,258	2 @ 5 yrs. Opt. 1: Months 1-6 - \$177,258 Months 7-36 - \$186,115 Months 37-60 - \$195,407 Opt. 2: Months 1-31 - Greater of (i) \$51.89/SF or (ii) 95% of FMRV Months 32-60 - 5% Annual Rent Increase	NNN + 15% Admin. Fee on Operating Expenses (Inclusive of CAM, Property Taxes, Assessments, and Insurance); 4% Cumulative Cap on CAM Expenses (Excluding Utilities, Taxes, and Insurance)	Option
102	Organic Nail Spa	1,498²	\$3.05	\$36.60	\$54,828 <sup>3</sup>	10 yrs.	1/1/2017	12/31/2027	1/1/2018 1/1/2019 1/1/2020 1/1/2021 1/1/2022 1/1/2023 1/1/2024 1/1/2025 1/1/2026	\$56,473 \$58,167 \$59,912 \$61,709 \$63,561 \$65,468 \$67,432 \$69,454 \$71,538	2 @ 5 yrs. Opt. 1: Year 1 - \$73,684 Year 2 - \$75,895 Year 3 - \$78,172 Year 4 - \$80,517 Year 5 - \$82,932 Opt. 2: Year 1 - \$85,420 Year 2 - \$87,983 Year 3 - \$90,622 Year 4 - \$93,341 Year 5 - \$96,141	NNN + 15% Admin. Fee on Operating Expenses (Inclusive of CAM, Property Taxes, Assessments, and Insurance)	Option
103	The Joint	913 <sup>4</sup>	\$3.68	\$44.21	\$40,368	5 yrs.	1/1/2017	12/31/2022	1/1/2019 1/1/2021	\$42,224 \$44,080	1 @ 5 yrs. Opt. 1: Years 1-2 - \$45,936 Years 3-4 - \$47,792 Year 5 - \$49,648	NNN + 15% Admin. Fee on Operating Expenses (Inclusive of CAM, Property Taxes, Assessments, and Insurance)	Option
	Leased	6,365	100%										
	Vacant	0	0%										
	TOTAL	6,365	100%										

<sup>1</sup>Verizon Wireless has the one-time right to terminate the lease upon 180 days' advance written notice to landlord. If exercised, the termination shall be effective on the last day of the 60th full calendar month of the lease term and Verizon Wireless will be obligated to pay a termination fee of \$50,000.

<sup>2</sup>The premises contains 1,498 square feet, but for purposes of calculating the common area expenses the size of the premises will be based on a size of 1,523 square feet.

<sup>3</sup>The tenant is not liable for any rent payments for the first six months of the initial lease term. Seller will guarantee any rent payments for the free rent period from the close of escrow through the end of the free rent period.

<sup>4</sup>The premises contains 913 square feet, but for purposes of calculating the common area expenses the size of the premises will be based on a size of 928 square feet.

# **Tenant Profiles**

	r
verizon	

#### Tenant Name: Verizon Wireless

Lessee: GTE Mobilnet of California Limited Partnership

Tenant's Stock

Symbol:	NYSE: ("VZ")
S&P Rating:	BBB+
No. of Locations:	2,300+

Website: www.verizonwireless.com

**About:** With more than \$130 Billion in annual revenues. Verizon Communications, Inc. (NYSE: VZ) is one of the world's leading providers of communications services. Verizon has a diverse workforce of 177,900 in four business units: Wireless, residential and small business services, enterprise services, and partner programs. Verizon Wireless is the largest wireless telecommunications provider in the United States, owns and operates the nation's most reliable wireless network, and provides wireless services to 140.1 million subscribers. Verizon provides wireline phone service, internet access, and television to residences and small business. Verizon Enterprise Solutions provides services for wholesale, corporate, and government clients.

> For the fiscal year ended December 31, 2015, Verizon Communications, Inc. reported total revenue of \$131.620 billion, net income of \$17.879 billion, and total stockholder equity of \$16.428 billion. Verizon Communications, Inc. currently has a Standard & Poor's rating of "BBB+" and is ranked number 13 on the Fortune 500.

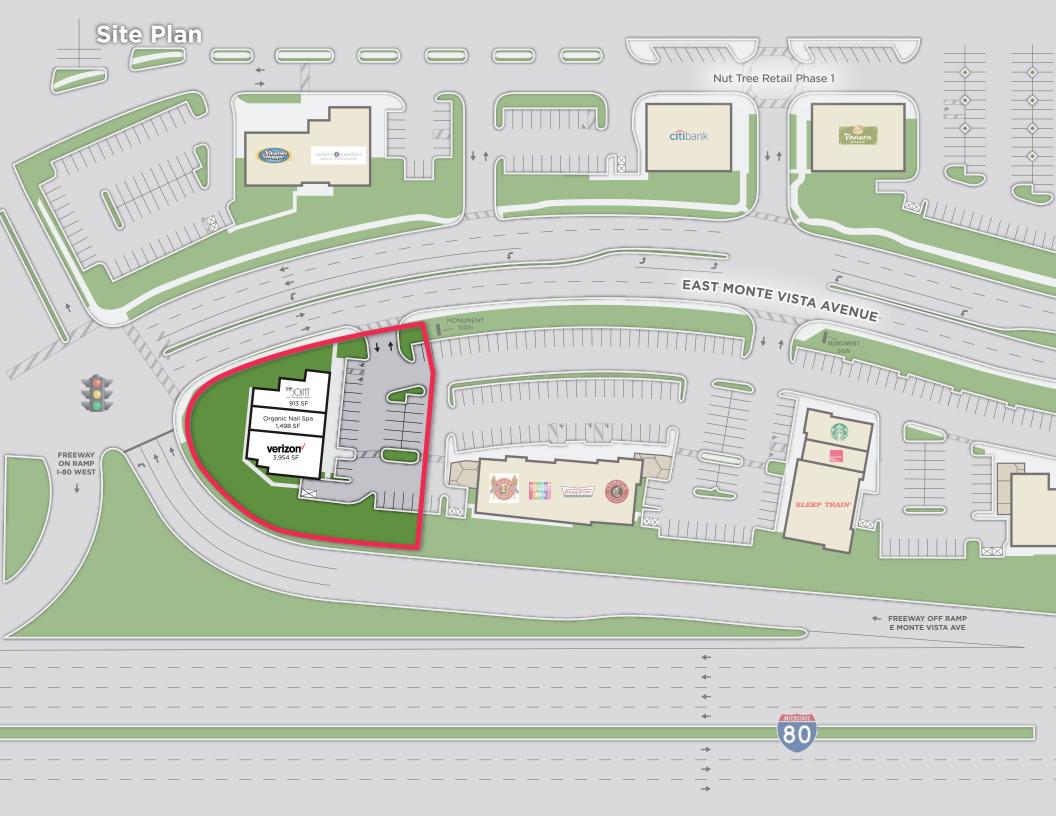
> GTE Mobilnet of California, the entity behind the lease, is a wholly owned subsidiary of Cellco Partnership, Inc. which is subsidiary of Verizon Communications, Inc. As a Verizon Wireless retailer, Cellco Partnership Inc. provides broadband and other wireless and wireline communications services to consumer, business, government, and wholesale customers in the United States. The company serves various retail connections and operates retail stores from coast to coast. Cellco Partnership, Inc. was founded in 1994 and is based in Basking Ridge, New Jersey.



ORGANIC

NAIL SPA

Tenant Name:	The Joint Chiropractic
Lessee:	Joint Ventures, LLC (Franchisee)
Guarantor:	Jochco Investments, LLC
Tenant's Stock Symbol:	NASDAQ: ("JYNT")
No. of Locations:	350+ Company Wide   27 Operated by Lessee
Website:	www.thejoint.com   www.jointventuresllc.com
About:	Joint Ventures, LLC, the entity behind the lease, is a multi-unit owner & operator of The Joint Chirporactic franchise network. The company is a regional developer for The Joint Chiropractic for the areas of Northern California, Oregon, Seattle metro, Reno, Las Vegas, Salt Lake City and Boise. They currently own and operate 27 locations.
	The Joint Chiropractic was originally founded in 1999 by a Doctor of Chiropractic with a vision to transform the traditional, often misunderstood concept of routine chiropractic care by making it more convenient, friendly and affordable. In March 2010, The Joint was re-founded with the acquisition of the original eight franchised clinics. Today, The Joint has grown to a nationwide network of more than 350 clinics and counting. They are the leader in delivering chiropractic care, performing more than two million spinal adjustments a year.
	*Company financials for Joint Ventures, LLC and the guarantor will be provided to qualified purchasers.
Tenant Name:	Organic Nail Spa
Lessee:	Thuy Nguyen, an individual
Guarantor:	Thuy Nguyen, an individual
About:	<b>Organic Nail Spa</b> is an establishment that strives to provide quality and unique nail care services such as manicures, pedicures, and nail enhancements, as well as other skin care services in a comfortable and soothing environment. The owner is an experienced operator of nail salons with two additional locations in Vacaville under various store names.





# Aerial North View

BEST

E Monte Vista Ave (16,700 AADT)

## **The Nut Tree Development**

COST PLUS

WORLD

41.0

Michaels

The Nut Tree is a \$255 million 96-acre Master Planned Development which will feature over 399,000 square feet of retail space, 190,000 square feet of light industrial, 40,000 square feet of office space, 216 apartment units, a 220 room hotel, and a 3.4-acre event center. The Nut Tree will be developed in eight phases which commenced in 2006 with the full master plan build out estimated for completion in 2017. The Nut Tree is the largest redevelopment project in the City of Vacaville's history. This is the best retail location in the City of Vacaville, as is evidenced by the fact that the entire phase 2, 3 and 4 are currently 100% leased.

**BevMo**!

SUB

SITE

PETSMART

Nut Tree Airport

Nut Tree Pkwy (23,300 AADT)

MICT

FIREHOUSE

80 / (153,000 AADT)

TRAVIS

View

Corridor

Kirkland's

(ULTA

Peets Coffee & Te

SLEEP TRAIN

Fentons.

Rubio's

**FIVE GUYS** 

HomeGoods

OFF RAMP

OLD NAVY

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Tilly's

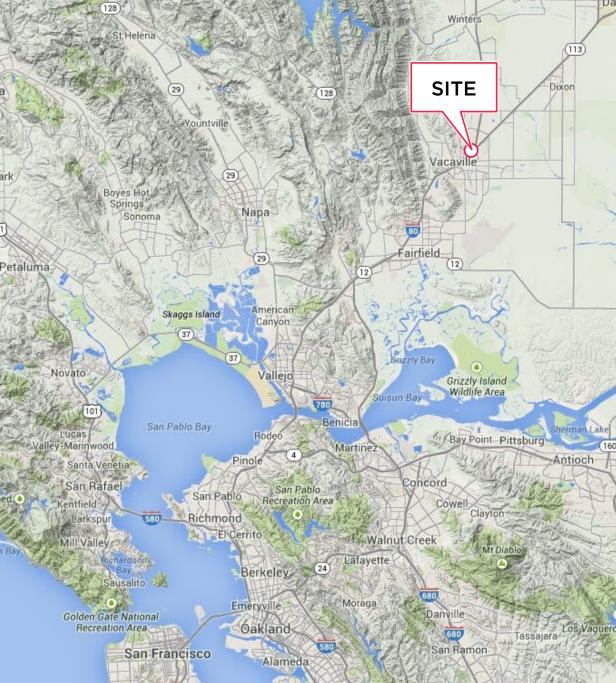






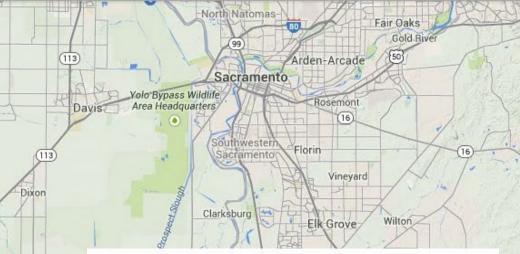
# About the Area

Calistoga



San Leandro

Cottonwood



# **General Overview**

Vacaville is located in northern Solano County, midway between San Francisco and Sacramento. As of 2013, the city had an estimated total population of 94,275, making it the third largest city in Solano County. Vacaville has an ideal location at the intersection of Interstates 80 and 505, with three major airports (San Francisco, Oakland, and Sacramento International Airports) within a one-hour drive. Being located in the center of the Northern California Metro area, which includes the San Francisco Bay Area and the Sacramento Region, Vacaville is able to draw beyond the local economy.

In recent years, Vacaville has attracted notable national and international companies. These include facilities operated by Genentech, ALZA Corporation, Kaiser Permanente, Johnson & Johnson, State Compensation Insurance Fund and Novartis International AG. The city is actively engaged in providing incentives to other large employers, because an estimated 100,000 Solano County residents would prefer to work near home instead of commuting to Sacramento or the Bay Area. Most of these commuters kept their jobs in Sacramento or the Bay Area when they relocated to Vacaville for more affordable housing and a better quality of life.

Vacaville benefits from its close proximity to Davis and Sacramento and Interstate 505 merging with Interstate 80 in Vacaville. The access and visibility provided by Interstate 80 and Interstate 505 supports the economic vitality of the community. Over 92 million persons travel through Vacaville each year on the two interstate highways. Interstate 80 and Interstate 505 provide excellent access to the main East-West and North-South routes connecting California to the East Coast, Canada and Mexico.

# **About the Area**

## Site Information

The property is part of the 23,242 square foot, Nut Tree Retail Phase 3 freeway adjacent project, which is across the street from Nut Tree Retail Phase 1 and Phase 2, one of Northern California's premier power shopping centers. Being located near the junction of Interstates 80 and 505, the property is easily accessible from both freeways. It is located at the halfway point between San Francisco and Sacramento. The property is adjacent to Nut Tree Airport, a general and business aviation airport maintained by Solano County. The average annual daily traffic count on Interstate 80 at East Monte Vista Avenue is 153,000 vehicles per day and 36,000 on Interstate 505. The Nut Tree shopping center is the largest power/lifestyle center in Vacaville and Solano County; it features 399,000 square feet of retail shopping and 11 anchors. Nut Tree Plaza, anchored by Michaels, World Market, Best Buy, PetSmart, BevMo, Famous Footwear, Tilly's, HomeGoods, Old Navy, Kirkland's and ULTA, is a well occupied dominant retail center.

Across from Nut Tree Road is Lowe's, and across Interstate 80 from Nut Tree are the Vacaville Premium Outlets, a 120-store outlet center featuring Adidas. Ann Taylor, Banana Republic, BCBG Max Azria, Burberry, Calvin Klein, Coach, Cole Haan, Gap Outlet, Gucci, J.Crew, Liz Claiborne New York, Nike, Polo Ralph Lauren and Tommy Hilfiger. This is one of the highest-grossing outlet centers in Northern California and Chelsea Outlet Center's fourth highest-grossing center.

Between the Nut Tree, the outlet center, and Lowe's, the I-80/I-505 freeway interchange draws in excess of 6.5 million shoppers per year. Additional retailers within three-quarters of a mile include Walmart, Target, Sam's Club, Kohl's, Nugget Markets, Marshalls, Staples, and The Home Depot.

E Monte Vista Ave

VACAVILLE E Main St

Stevenson St

Olive S.

Dwight D. Eisenhower Hwy

Andrews

Park-

Catherine St

Lincoln Hwy

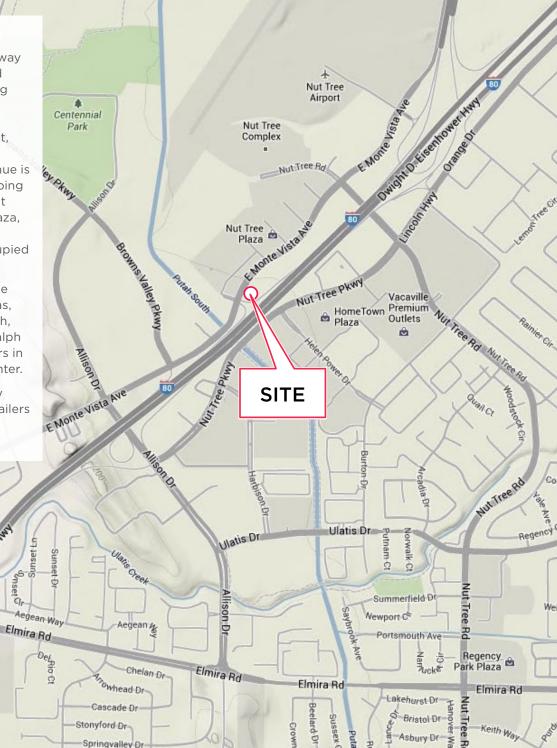
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Vacaville-Elmira

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Cherry St-

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Elmos

Birch St

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Vacaville

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# **Demographics**



# 1610 E Monte Vista Ave, Vacaville, CA 95688

	1 Mile	3 Miles	5 Miles
Population Summary			
2010 Total Population	11,453	83,904	99,096
2016 Total Population	11,633	87,178	102,906
2021 Total Population	12,039	91,233	107,742
2016-2021 Annual Rate	0.69%	0.91%	0.92%
Average Household Income			
2016	\$64,798	\$88,594	\$91,303
2021	\$68,358	\$95,954	\$98,938
Median Home Value			
2016	\$301,904	\$346,149	\$357,762
2021	\$377,378	\$422,589	\$432,843

Major Employers in Vacaville, CA	# of Employees
lifernia State Department of Corrections	7 470

California State Department of Corrections	3,438
Kaiser Permanente	1,500
Vacaville Unified School District	1,380
Genentech	1,004
City of Vacaville	794
State Compensation Insurance Co.	509
Walmart	441
NorthBay VacaValley Hospital	437
Alza Corporation	383
Travis Credit Union	383



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