

FOR SALE
LACEY TOWN SQUARE

4520 LACEY BLVD SE, LACEY WA 98503



*Center is in the shadow of Walgreens



LACEY TOWN SQUARE

TABLE OF CONTENTS

01 Executive Summary

- 4 | The Offering
- 5 | Property Highlights
- 6 | Aerial View
- 7 | Site Map/Floor Plan

02 Location Summary

- 9 | Retail Map
- 10 | Maps
- 13 | Demographics

03 Financial Information

- 14 | 2017 Projected Income/Expenses
- 15 | Rent Roll
- 16 | Proforma

04 Major Tenants

- 17 | Harbor Freight
- Fastenal
- Papa Johns
- Rodda





THE OFFERING

Prime Locations, Inc. is excited to offer for sale Lacey Town Square, located in the heart of Lacey in Commercial Business District 5 Zoning which allows for many uses including major retail. Lacey Town Square is a neighborhood shopping center shadow anchored by Walgreens.

Sale Price: \$11,200,000

Cap Rate: 6.97%

NOI: \$780,888

Lot Size: 3.81 Acres

Building Size: 56,946 SF

Year Built: 1967

Zoning: Central Business District
5

Market: Lacey

Cross Streets: College Street and Pacific
Avenue





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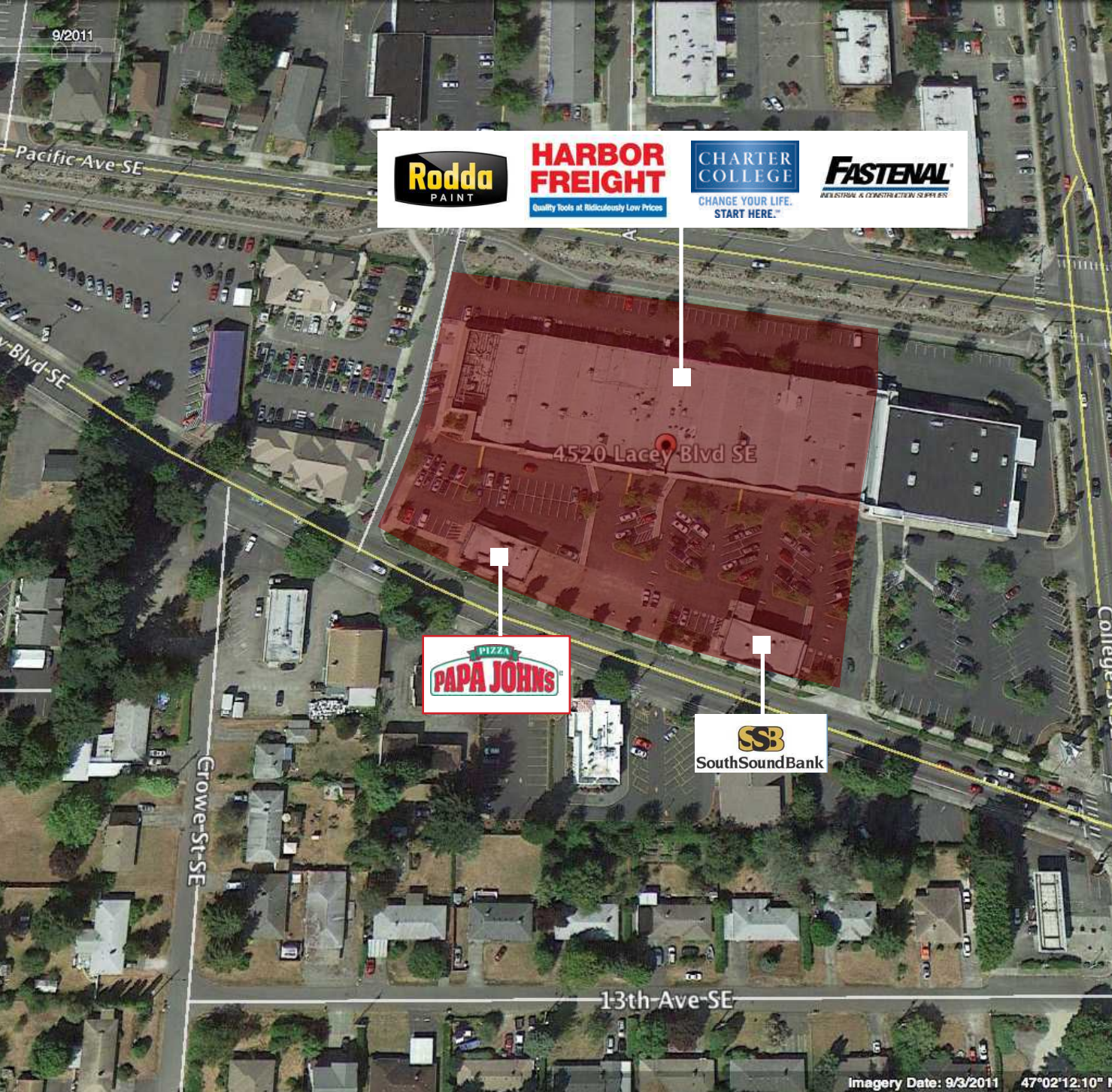
Property Highlights

- A single story suburban retail strip center consisting of 54,959 square feet, the center is made up of national credit, regional and local tenants creating excellent retail synergy.
- Situated in a strong retail corridor between major streets (College Street, Pacific Ave & Lacey Blvd) the center is easily accessed and has high traffic counts of more than 21,000 VPD.
- Constructed of wood frame with stone and glass exteriors, the property is well landscaped and maintained with ample parking. The professional management, updated aesthetics and care over the years have retained the assets outstanding value with no sign of deferred maintenance.
- Minimal Landlord responsibility with tenants on NNN leases.



Watch the video. <https://vimeo.com/191368521>

9/2011



Rodda PAINT | **HARBOR FREIGHT** Quality Tools at Ridiculously Low Prices | **CHARTER COLLEGE** CHANGE YOUR LIFE. START HERE.™ | **FASTENAL** INDUSTRIAL & CONSTRUCTION SUPPLIES



Aerial View

87.6% Occupied

A total of 48,144 SF of this commercial retail space is already leased.

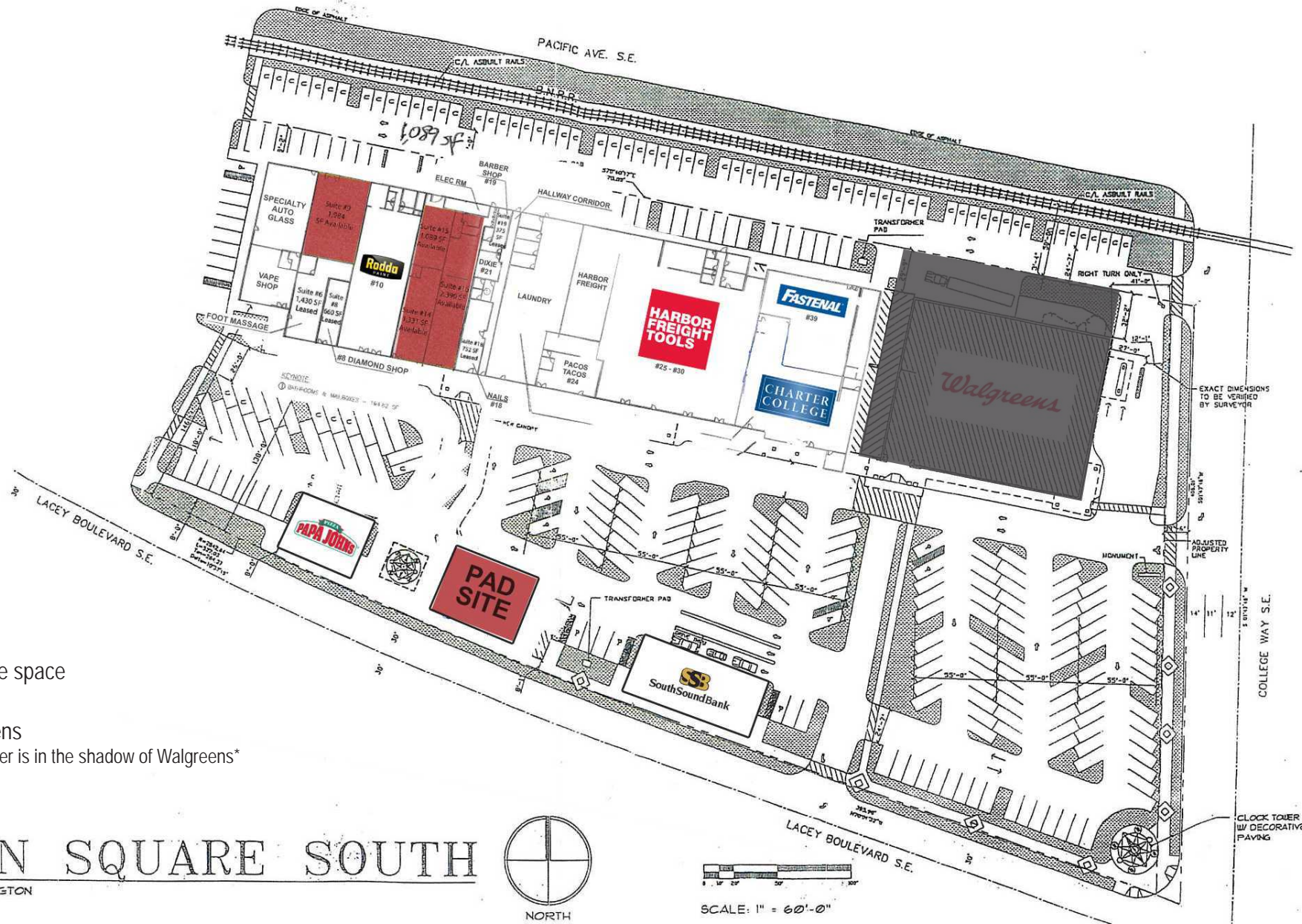
55% National Brands

30,607 SF of that has been leased to very stable national brands.

\$18.82 SF Avg Rent

The avg SF rent for the leases that still have 5 years remaining is \$19.68

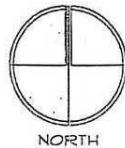
Imagery Date: 9/3/2011 47°02'12.10" N



- Available space
- Walgreens
The center is in the shadow of Walgreens

TOWN SQUARE SOUTH

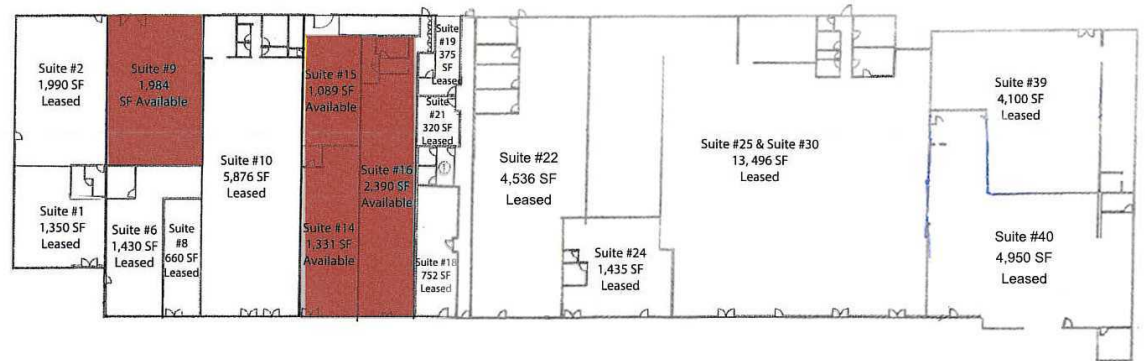
LACEY, WASHINGTON



SCALE: 1" = 60'-0"

Floor Plan

UNIT	TENANT	SF
0	■ PadSite .14 Acres - Available	6098.4
1	Diamond Vapes	1,340
2	Speedy Auto Glass	2,000
6	Tai Shan Foot Massage Spa	1,430
8	Helen's Diamonds	660
9	■ Available	1,984
10	Rodda Paint Co.	5,876
14	■ Available	1,331
15	■ Available	1,089
16	■ Available	2,390
18	Perfect Nails	752
19	The Barber Shop	375
21	Karie Wilson	320
22	Spin City Laundry	4,536
24	Paco's Tacos/Jose Madrigal	1,435
25	Harbor Freight Tools	4,271
30	Harbor Freight Tools	9,225
39	Fastenal Company	4,495
40	Charter College	4,950
4514A	Papa John's Pizza	1,800
4514B	MiSo Group	1,000
4530	South Sound Bank	3,700
Total Gross Leasable Area		54,959



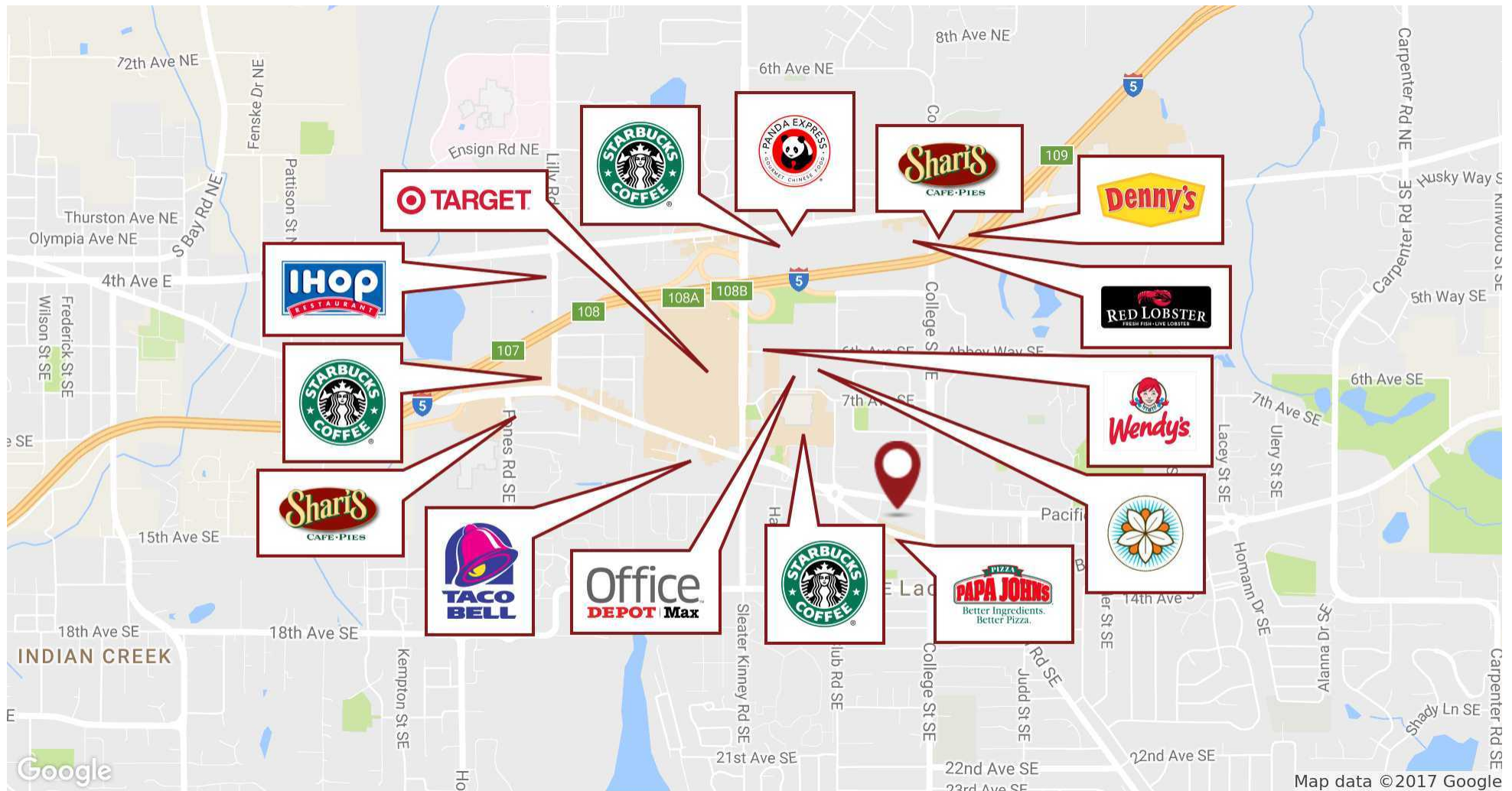
4514A
1,800 SF
LEASED

0
6098.4 SF
AVAILABLE

4530
3,700 SF
LEASED

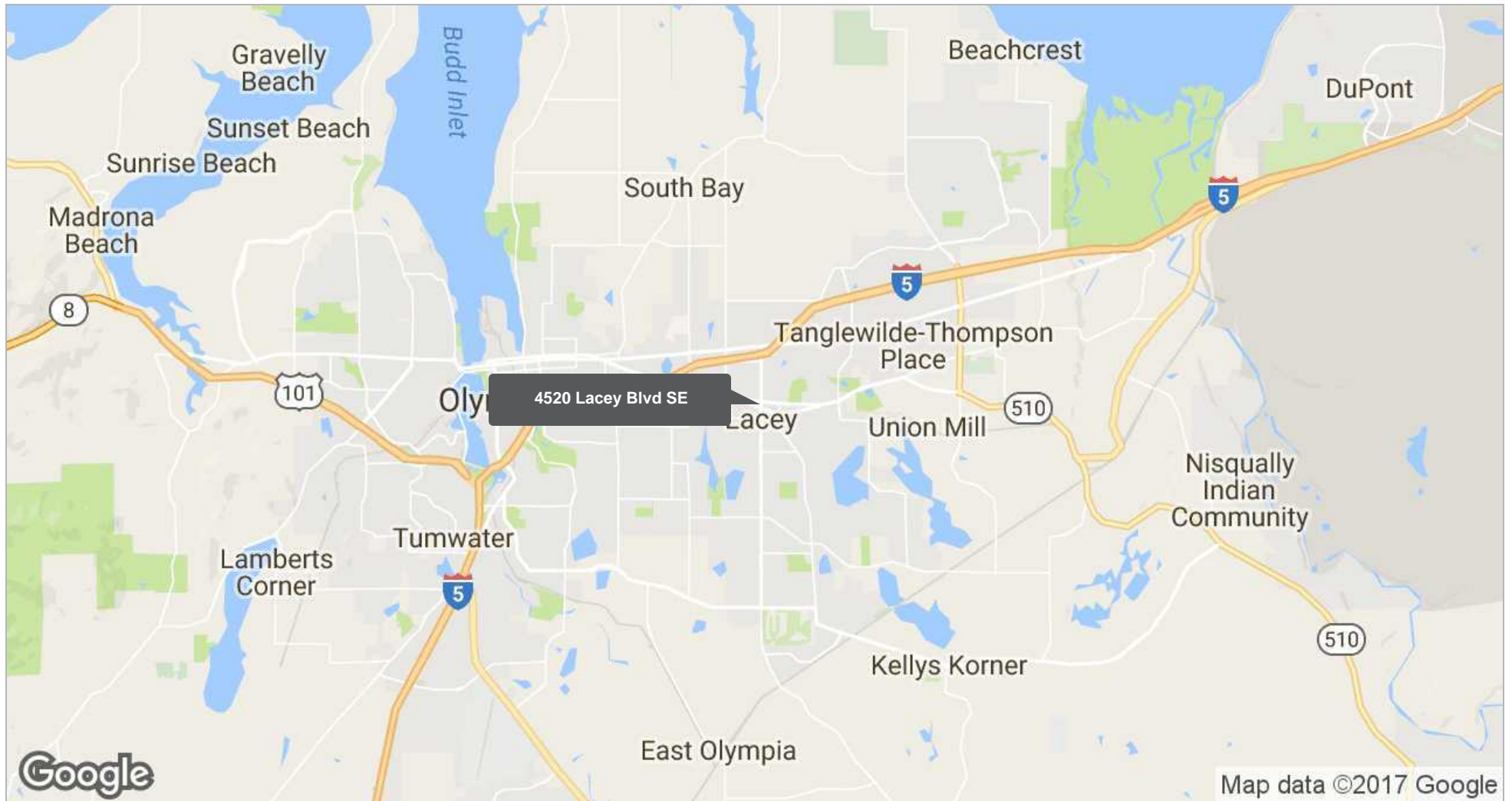


Retailer Map



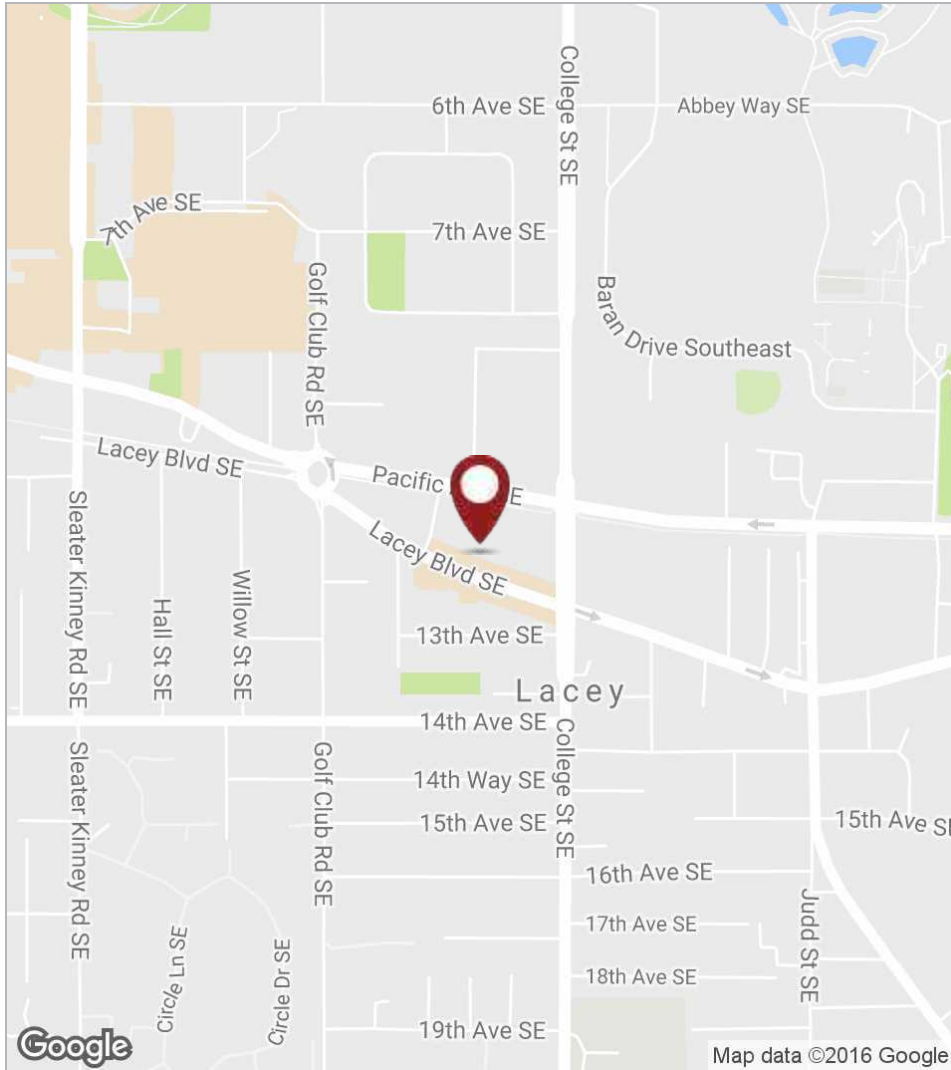
Maps

Region

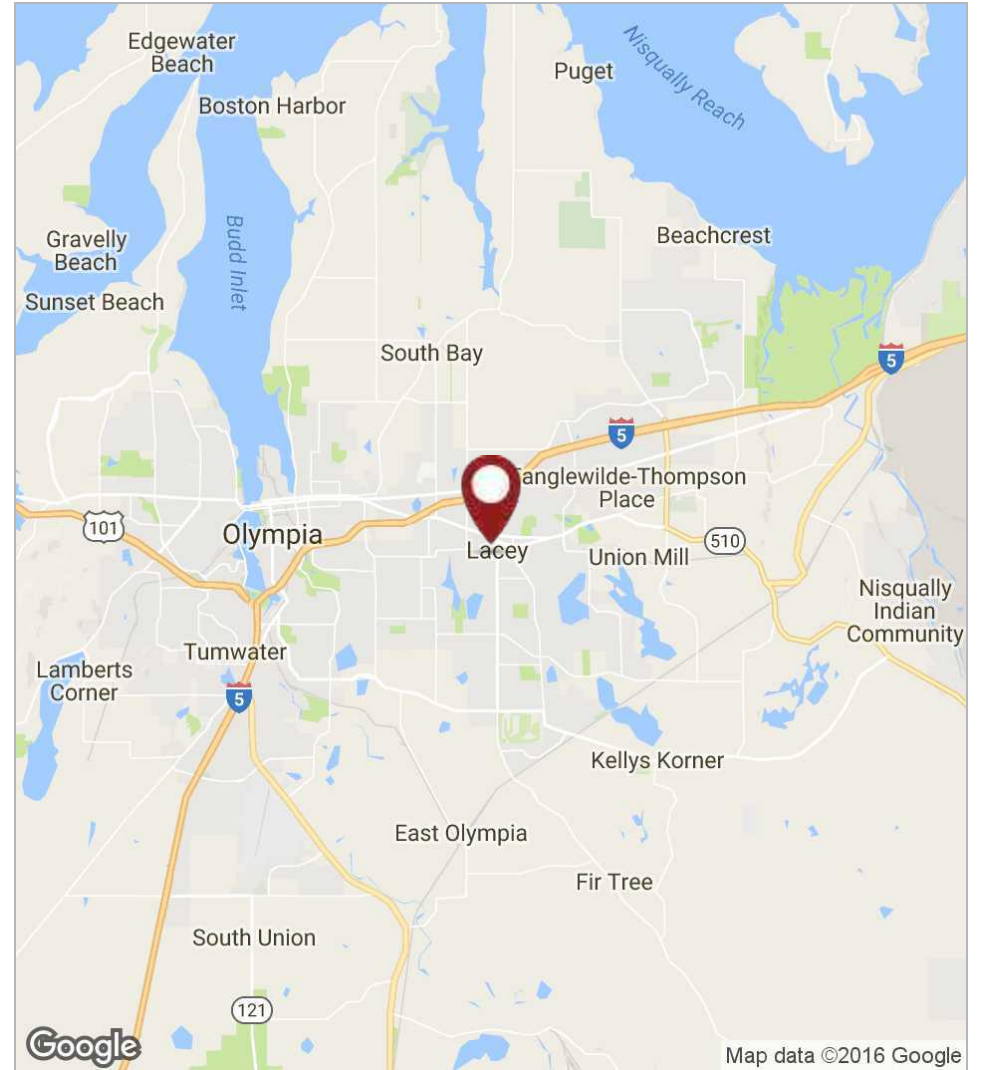


Maps

Community



City



Demographics



	1 MILE	3 MILES	5 MILES
Total households	3,965	30,199	56,983
Total persons per hh	2.1	2.3	2.4
Average hh income	\$55,165	\$64,771	\$72,262
Average house value	\$214,639	\$241,391	\$273,479

	1 MILE	3 MILES	5 MILES
Total population	8,403	69,819	137,188
Median age	41.2	39.2	38.6
Median age (male)	39.3	37.0	37.1
Median age (female)	43.1	41.2	40.1

Demographics



	1 Mile	3 Miles	5 Miles
Total Population	8,403	69,819	137,188
Population Density	2,675	2,469	1,747
Median Age	41.2	39.2	38.6
Median Age (Male)	39.3	37.0	37.1
Median Age (Female)	43.1	41.2	40.1
Total Households	3,965	30,199	56,983
# of Persons Per HH	2.1	2.3	2.4
Average HH Income	\$55,165	\$64,771	\$72,262
Average House Value	\$214,639	\$241,391	\$273,479

* Demographic data derived from 2010 US Census



2017 Projected Income & Expense

Gross Income	2017	Per SF
Gross Potential Rent	\$ 973,375	\$ 17.71
Vacancy Loss	\$ (108,705)	\$ (1.98)
Delinquency Loss	\$ (8,647)	\$ (0.16)
Utility Reimbursement	\$ 9,350	\$ 0.17
NNN Reimbursement	\$ 177,025	\$ 3.22
Effective Gross Income	\$ 1,042,398	\$ 18.97

Operating Expenses		
Admin	\$ 1,385	\$ 0.03
Management	\$ 63,065	\$ 1.15
R&M	\$ 52,975	\$ 0.96
Property Taxes	\$ 74,385	\$ 1.35
Insurance	\$ 12,175	\$ 0.22
Gas & Electric	\$ 23,440	\$ 0.43
Water, Sewer, Storm	\$ 4,900	\$ 0.09
Trash & Recycle	\$ 29,185	\$ 0.53
Total Expenses	\$ 261,510	\$ 4.76
Net Operating Income	\$ 780,888	\$ 14.21

Financial Metrics	
Purchase Price	\$ 11,200,000
Capitalization Rate	6.97%
Down Payment	\$ 3,360,000.0
Loan Amount	\$ 7,840,000.0
Amortization	25 years
Interest Rate	4.75%
Annual Debt Service	(\$536,366.41)
Pre-Tax Cash Flow	\$ 244,521.89
Cash On Cash Return	7.28%
Principal Reduction	\$170,011.39
Total Return On Equity	12.34%

Rent Roll

Unit	Tenant	Status by SF	Sq. Ft.	Rent	Lease To	Annual Rent/SF
0	Pad Site - .14 acre	Vacant	6098.4	\$2,500.00		
1	Diamond Vapes	Current	1,340	\$1,845.92	9/30/18	\$16.53
2	Speedy Auto Glass	Current	2,000	\$3,078.82	5/31/17	\$18.47
6	Tai Shan Foot Massage	Current	1,430	\$1,941.55	2/28/18	\$16.29
8	Helen's Diamonds	Current	660	\$1,114.80	6/30/04	\$20.27
9	Suite # 9	Vacant	1,984	\$2,480.00		
10	Rodda Paint Co.	Current	5,876	\$7,589.83	11/30/21	\$15.50
14	Suite #14	Vacant	1,331	\$1,774.67		
15	Suite #15	Vacant	1,089	\$1,452.00		
16	Suite #16	Vacant	2,390	\$3,087.08		
18	Perfect Nails	Current	752	\$1,273.08	6/30/16	\$20.32
19	The Barber Shop	Current	375	\$710.00	6/30/17	\$22.72
21	Karie Wilson	Current	320	\$389.11	7/31/17	\$14.59
22	Spin City Laundry	Current	4,536	\$5,957.00	3/31/19	\$15.76
24	Paco's Tacos	Current	1,435	\$2,070.93	12/31/19	\$17.32
25	Harbor Freight Tools	Current	4,271	\$6,404.74	7/31/18	\$18.00
30	Harbor Freight Tools	Current	9,225	\$11,398.97	7/31/18	\$14.83
39	Fastenal Company	Current	4,495	\$4,477.59	3/31/21	\$11.95
40	Charter College	Current	4,950	\$8,250.00	3/14/21	\$20.00
4514A	Papa John's Pizza	Current	1,800	\$3,975.00	1/31/20	\$26.50
4514B	MiSo Group	Current	1,000	\$1,812.50	2/28/21	\$21.75
4530	South Sound Bank	Current	3,700	\$9,005.47	6/30/21	\$29.21
23 Units			54,959	82,589.06		

Proforma

Stabilized Income & Expense

Gross Income	Market	Per SF
Gross Potential Rent	\$ 1,000,000	\$ 18.20
Vacancy Loss	\$ (50,000)	\$ (0.91)
Delinquency Loss	\$ (9,500)	\$ (0.17)
Utility Reimbursement	\$ 10,000	\$ 0.18
NNN Reimbursement	\$ 200,000	\$ 3.64
Effective Gross Income	\$ 1,150,500	\$ 20.94

Operating Expenses		
Admin	\$ 1,500	\$ 0.03
Management	\$ 63,250	\$ 1.15
R&M	\$ 53,500	\$ 0.97
Property Taxes	\$ 75,000	\$ 1.36
Insurance	\$ 12,250	\$ 0.22
Gas & Electric	\$ 24,500	\$ 0.45
Water, Sewer, Storm	\$ 5,250	\$ 0.10
Trash & Recycle	\$ 30,000	\$ 0.55
Total Expenses	\$ 265,250	\$ 4.83
Net Operating Income	\$ 885,250	\$ 16.11

*Gross Potential Rent Includes pad site

Financial Metrics	
Purchase Price	\$ 11,200,000
Cost To Stabilize	\$ 170,797
Total Investment	\$ 11,370,797
Stabilized Cap Rate	7.79%
Down Payment	\$ 3,360,000.0
Loan Amount	\$ 7,840,000.0
Amortization	25 years
Interest Rate	4.75%
Annual Debt Service	(\$536,366.41)
Pre-Tax Cash Flow	\$ 348,883.59
Cash On Cash Return	9.88%
Principal Reduction	\$170,011.39
Total Return On Equity	15.44%
Debt Coverage Ratio	1.65

*Cost of stabilization assumes
\$10/SF TI's & 6% lease commission on five year terms



Major Tenants



2,600 Locations

Fastenal is a publicly traded company with 18,000 employees & 13 distribution centers. (NASDAQ: FAST).



700 Locations

Harbor Freight is a private company employing 17,000 people in 47 states with revenues of 2 Billion yearly.



4,700 Locations

Papa John's International is a publicly traded company with revenue exceeding 1.4 Billion yearly. (NASDAQ: PZZA)



53 Locations

Rodda is the largest regional paint company in the Pacific North West, and it's headquartered in Portland, OR.



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Professional Background

Joni rejoined the PLI team in March of 2011 after spending 3 years with Coldwell Banker where she earned the Coldwell Banker Circle of Distinction Award which is awarded to only the top 5% of CB agents worldwide.

Growing up in Thurston County as well as spending 15 years as a local business owner have given Joni market insight and the unique opportunity to establish many valuable connections within the business community. She has a genuine, vested interest in developing and improving her hometown.

Joni has had great success working effectively with clients, tenants, brokers, developers, contractors and business owners as a sales and leasing agent since 2003. Her commitment to working hard, delivering exceptional customer service, and local market knowledge have awarded her the privilege of being a trusted and respected professional with a loyal customer base.

She has experience in handling all aspects of commercial and investment properties and currently represents both national and regional tenants. She is also a successful listing agent for landlord clients.

During her personal time, Joni likes to spend her time away from the office enjoying her family. She enjoys the outdoors, being active, painting, and chasing around her grandchildren.

Memberships & Affiliations

Member of Commercial Brokers Association
South Sound Commercial Real Estate Women
Thurston County Commercial Brokers Group

