

1331 - 1335 COVE ROAD NEW BEDFORD, MA 02646

**CBRE** 



## **CONTACTS**

Chris Bosworth
Executive Vice President
T +1 404 923 1486
chris.bosworth@cbre.com

Will Pike
Executive Vice President
T +1 404 923 1381
will.pike@cbre.com

Brian Pfohl
Capital Markets Manager
T +1 404 504 7893
brian of ohl@cbre.com

Kyle Juszczyszyn
Senior Vice President/Partner
T +1 617 912 6862
kyle@cbre-ne.com

Chris Coutts
CBRE | MA Licensee
chris.coutts@cbre-ne.com





## **Investment Summary**

| ADDRESS:                     | 1331 - 1335 Cove Road<br>New Bedford, MA 02744 |  |  |  |
|------------------------------|--|--|--|--|
| PARCEL SIZE:                 | 8.69 Acres                                     |  |  |  |
| TOTAL BUILDING SIZE:         | 75,552 Square Feet*                            |  |  |  |
| YEAR BUILT:                  | 2004   |  |  |  |
| AVERAGE CASH-ON-CASH RETURN: | 7.38%**  |  |  |  |
| NOI:                         | \$1,151,335                                    |  |  |  |
| PRICE:                       | \$13,158,000                                   |  |  |  |
| CAP RATE:                    | 8.75%  |  |  |  |

### **Investment Overview**

The CBRE Net Lease Property Group is pleased to exclusively offer a 75,552-square-foot shopping center that is 100% master-leased by Shaw's Supermarkets, Inc. and fully guaranteed by J Sainsbury plc (LON: SBRY; Assets: £16.97 billion; Revenues: £23.50 billion), situated on 8.69 acres in New Bedford, Massachusetts, which is a bedroom community just 30 miles southeast of Providence, RI (MSA Population: 1.61 million) and 60 miles south of Boston, MA (MSA Population: 4.8 million). Originally a Shaw's, the center is currently occupied by Save-A-Lot (1,300 stores in 36 states) and Delken (a regional laundry operator) and also includes 52,611 square feet of vacancy. Shaw's/J Sainsbury's NNN lease currently has ±13 years of primary term remaining with \$1.00 PSF rent increases every 5 years. The asset is being offered with attractive assumable in-place debt that will fully amortize over the remainder of the initial term. Based on the advertised asking price, the remaining initial-term cash flow—after debt service—will offset ±93% of the equity requirement due at closing, providing an average cash-on-cash return of 7.38%. The existing debt can be assumed at a loan-to-value of approximately 53%, resulting in an equity requirement of approximately \$6,156,000. The property is ideally situated with excellent access and visibility on Cove Road (17,349 VPD) and features unowned outparcels occupied by Rite Aid, Burger King, Honey Dew Donuts, First Citizens Federal Credit Union and the Inner Bay Cafe. The property is also strategically positioned directly across Orchard Street from the 160,000-square-foot Howland Place mixed-use professional building, which provides office space for a wide range of tenants including financial professionals, law offices, local agencies and real estate brokers and even includes a fitness center, medical offices, a day care and an entertainment room. Additionally, the site benefits from its position within a densely developed retail and commercial corridor, with 4.1 MSF of retail, 2.5 MSF of office

| DEMOGRAPHICS |            |            |            |            |            |                         |
|--------------|------------|------------|------------|------------|------------|-------------------------|
| 1-Mile Pop   | 1-Mile AHI | 3-Mile Pop | 3-Mile AHI | 5-Mile Pop | 5-Mile AHI | Traffic Count           |
| 24,140       | \$46,959   | 82,783     | \$56,698   | 130,725    | \$58,490   | 17,349 VPD on Cove Road |

<sup>\*4,000</sup> SF of the total building size of 75,552 SF is mezzanine. Per the Lease, Shaw's rent is based on the non-mezzanine 71,552 SF.

<sup>\*\*</sup>See page 8 for in-place loan summary.

# **Investment Highlights**

- Strong Original Tenant: The tenant under the existing Master Lease is Shaw's Supermarkets, Inc. Shaw's is an esteemed American grocery store chain based in West Bridgewater, Massachusetts. Since it was founded in 1860 in Portland, Maine, the company has been celebrated for vending quality products while providing exceptional service. Today, Shaw's and its sister company, Star Market, operate 154 stores throughout New England, where they employ approximately 19,000 people and are among the region's most well-recognized grocery store brands. Shaw's and Star Market are wholly-owned subsidiaries of Albertsons Companies Inc., which is owned by Cerberus Capital Management.
- Exceptional Guarantor: J Sainsbury plc (LON: SBRY), is a London-based holding company comprising Sainsbury's Supermarkets Ltd. (the second-largest supermarket chain in the UK), Sainsbury's Bank plc, Sainsbury's Convenience Stores Ltd., Home Retail Group, Argos and Habitat. The company employs over 161,000, and, as of March 12, 2016, reported total assets of £16.97 billion and TTM revenue of £23.50 billion.
- Long-Term Lease with Rent Increases: Shaw's/J Sainsbury's absolute NNN lease currently has ±13 years of primary term remaining with \$1 PSF increases every five years during the initial term.
- Attractive Assumable Debt: The asset is being offered with attractive assumable in-place debt that will fully amortize over the remainder of the initial term. Based on the advertised asking price, the remaining initial-term cash flow—after debt service—will offset ±93% of the equity requirement due at closing, providing an average cash-on-cash return of 7.38%. The existing debt can be assumed at a loan-to-value of approximately 53%, resulting in an equity requirement of approximately \$6,156,000.
- Existing Tenancy: Originally a Shaw's, the center is currently occupied by Save-A-Lot (1,300 stores in 36 states) and Delken (a regional laundry operator) and also includes 52,611 square feet of vacancy.
- Strong Visibility & Access: The property is ideally situated with excellent access and visibility on Cove Road (17,349 VPD) and is also visible and accessible from Orchard Street and Bonney Street.

- Strategic Location: The property, which features unowned outparcels occupied by Rite Aid, Burger King, Honey Dew Donuts, First Citizens Credit Union and the Inner Bay Cafe, is also strategically positioned directly across Orchard Street from the 160,000-square-foot Howland Place mixed-use professional building, which serves as office space for many employees, providing the site with a substantial built-in customer base. Additionally, the property benefits from its position within a densely developed retail and commercial corridor, with 4.1 MSF of retail, 2.5 MSF of office and 5.6 MSF of industrial space within a 3-mile radius.
- New Bedford, MA Submarket: Located just 30 miles southeast of Providence, Rhode Island (MSA Population: 1.61 million), New Bedford is home to a growing economy that derives a majority of its success from the fishing, manufacturing and healthcare sectors. Tourism is also vital to the local economy, which has seen an increase in visitors in recent years. Historic Downtown New Bedford is a popular destination best-known for its Whaling Museum, among other points of interest. New Bedford is also America's #1 Fishing Port, with fish landings valued at \$369 million, and has become New England's seafood hub, with more than 30 processors and distributors. Among the area's top employers are Southcoast Hospitals Group, Titleist and Riverside Manufacturing. The city is served by the New Bedford Public Schools System, which oversees 19 elementary schools, three middle schools and one high school.
- **Providence, RI MSA:** The Providence-New Bedford-Fall River, RI-MA MSA (Population: 1.61 million) is a counterpart of the Boston Combined Statistical Area, which is the sixth-largest CSA in the country. The area's economy benefits tremendously from strong links to Boston (MSA Population: 4.8 million), which, just 50 miles to the northeast, is growing at an exceptionally fast pace. Like Boston, Providence also benefits from the presence of many colleges and universities, as student spending provides an enormous boost for the local economy. Also advantageous to the region are synergies between universities, hospitals and R&D firms, with the Education and Health Services sectors accounting for more than 21% of the Providence economy.



# **Lease Summary**

| TENANT:               | Shaw's Supermarkets, Inc.  |  |  |  |  |
|-----------------------|--|--|--|--|--|
| GUARANTOR:            | J Sainsbury plc  |  |  |  |  |
| CURRENT TENANTS:      | Save-A-Lot, Delken Laundries   |  |  |  |  |
| RENT COMMENCEMENT:    | 9/17/2004  |  |  |  |  |
| LEASE EXPIRATION:     | 2/28/2030  |  |  |  |  |
| LEASE TERM REMAINING: | ±13 Years  |  |  |  |  |
| LEASE TYPE:           | NNN  |  |  |  |  |
| INITIAL TERM RENT:    | Current - 2/29/2020: \$1,151,335<br>3/1/2020 - 2/28/2025: \$1,222,887<br>3/1/2025 - 2/28/2030: \$1,294,439   |  |  |  |  |
| RENT INCREASES:       | \$1 PSF increases* every five years during the initial term  |  |  |  |  |
| PERCENTAGE RENT:      | Tenant shall pay to Landlord, as Percentage Rent, the amount, if any, by which Tenant's Gross Sales multiplied by 1.5% shall exceed the Minimum Rent. Gross Sales shall not include sales to employees, stamps, returns, tobacco, and taxes among other common exclusions. The fixed rent payable under sublease aggreements shall be included in gross sales. |  |  |  |  |
| OPTIONS:              | Five 10-year options   |  |  |  |  |
|                       |  |  |  |  |  |

<sup>\*</sup>Per the Lease, rent increases are based upon a building size of 71,552 square feet.

| OPTION RENT:           | OPTION 2 < OPTION 3 < OPTION 4 < | DATES  3/1/2030 - 2/28/2035  3/1/2035 - 2/29/2040  3/1/2040 - 2/28/2045  3/1/2045 - 2/28/2050  3/1/2050 - 2/28/2055  3/1/2055 - 2/29/2060  3/1/2060 - 2/28/2070  3/1/2070 - 2/28/2075  3/1/2075 - 2/29/2080  | \$1.50 PSF<br>\$1.50 PSF<br>\$1.50 PSF<br>\$2.00 PSF<br>\$2.00 PSF<br>\$2.50 PSF<br>\$2.50 PSF<br>\$3.00 PSF<br>\$3.00 PSF<br>\$3.50 PSF      | RENT<br>\$1,401,767<br>\$1,509,095<br>\$1,652,199<br>\$1,795,303<br>\$1,974,183<br>\$2,153,062<br>\$2,367,719<br>\$2,582,375<br>\$2,832,807<br>\$3,083,239 |  |
|------------------------|----------------------------------|--|---|--|--|
| TAXES:                 |                                  | Tenant shall pay, as additional Development which become and when same become due  | due during the Terr   |  |  |
| INSURANCE:             |                                  | Tenant shall maintain "spec<br>flood and earthquake" and "in<br>in an amount not less than<br>also maintain commercial<br>minimum limits of liability of<br>plus \$5,000,000 so-called a<br>increased every 5 years duri<br>in cost of living indexes to the   | change in building co<br>the full replacement<br>general liability of<br>at least \$1,000,00<br>umbrella coverage; s<br>ng the Term to reflec | de requirements"),<br>cost. Tenant shall<br>of insurance with<br>00 per occurrence<br>uch limits shall be<br>t average increase                            |  |
| REPAIRS & MAINTENANCE: |                                  | Tenant shall, at its own expense, make all repairs and replacements to all buildings and other improvements within the development as are necessary to keep them in good order and condition. Tenant shall further keep and maintain the parking areas in good condition and repair, including, but not limited to: repairs, replacements, restriping and repaving, policing and security, and keeping free of snow and ice. |   |  |  |

# **In-Place Loan Summary**

| PRICE:                | \$13,158,114               |
|-----------------------|----------------------------|
| CAP RATE:             | 8.75%                      |
| LOAN BALANCE:         | \$7,001,991 (As of 7/1/17) |
| EQUITY REQUIREMENT:   | \$6,156,123 (As of 7/1/17) |
| AVERAGE CASH-ON-CASH: | 7.38%                      |
|                       |                            |

### **Debt Details**

Original Loan Amount: \$10,400,000; All-In Interest Rate: 5.91%; 25-year amortization; Loan

Due Date: 12/1/2029; Loan Assumption Fee: 1.00%

| YEAR       | NOI         | DEBT SERVICE | LOAN BALANCE | CASH FLOW | CASH-ON-CASH RETURN | PRINCIPAL REDUCTION | TOTAL RETURN |
|------------|-------------|--------------|--------------|-----------|---------------------|---------------------|--------------|
| 12/31/2017 | \$1,151,335 | \$797,236    | \$6,840,652  | \$354,099 | 5.75%               | \$380,658           | 11.94%       |
| 12/31/2018 | \$1,151,335 | \$797,236    | \$6,436,877  | \$354,099 | 5.75%               | \$403,775           | 12.31%       |
| 12/31/2019 | \$1,151,335 | \$797,236    | \$6,008,582  | \$354,099 | 5.75%               | \$428,295           | 12.71%       |
| 12/31/2020 | \$1,210,962 | \$797,236    | \$5,554,278  | \$413,725 | 6.72%               | \$454,304           | 14.10%       |
| 12/31/2021 | \$1,222,887 | \$797,236    | \$5,072,385  | \$425,651 | 6.91%               | \$481,893           | 14.74%       |
| 12/31/2022 | \$1,222,887 | \$797,236    | \$4,561,228  | \$425,651 | 6.91%               | \$511,157           | 15.22%       |
| 12/31/2023 | \$1,222,887 | \$797,236    | \$4,019,030  | \$425,651 | 6.91%               | \$542,198           | 15.72%       |
| 12/31/2024 | \$1,222,887 | \$797,236    | \$3,443,906  | \$425,651 | 6.91%               | \$575,125           | 16.26%       |
| 12/31/2025 | \$1,282,514 | \$797,236    | \$2,833,855  | \$485,277 | 7.88%               | \$610,050           | 17.79%       |
| 12/31/2026 | \$1,294,439 | \$797,236    | \$2,186,758  | \$497,203 | 8.08%               | \$647,097           | 18.59%       |
| 12/31/2027 | \$1,294,439 | \$797,236    | \$1,500,364  | \$497,203 | 8.08%               | \$686,394           | 19.23%       |
| 12/31/2028 | \$1,294,439 | \$797,236    | \$772,288    | \$497,203 | 8.08%               | \$728,077           | 19.90%       |
| 12/31/2029 | \$1,294,439 | \$797,236    | \$0          | \$497,203 | 8.08%               | \$772,291           | 20.62%       |
|            |             |              |              |           |                     |                     |              |

#### Note:

The loan matures two months prior to the lease term expiring, resulting in two months of debt-free cash flow of \$107,870/month from 1/1/30 - 2/28/30.

## **Original Tenant Overview**



Shaw's Supermarkets, Inc. is an esteemed American grocery store chain based in West Bridgewater, Massachusetts. Since it was founded in 1860 in Portland, Maine, the company has been celebrated for vending quality products while providing quality service. Today, Shaw's and its sister company, Star Market, operate 154 stores throughout New England, where they employ approximately 19,000 people and are among the most well-recognized grocery store brands. Shaw's and Star Market are wholly-owned subsidiaries of Albertsons Companies Inc., which is owned by Cerberus Capital Management.

## **Guarantor Overview**

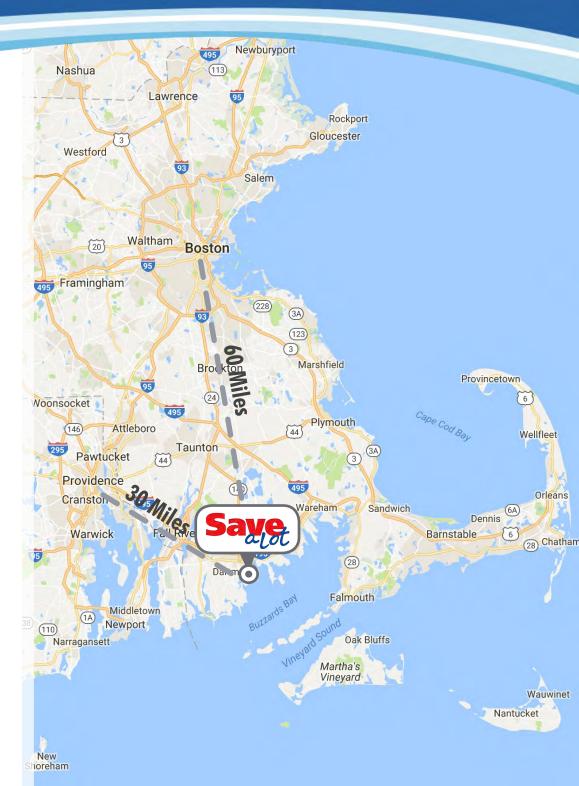
J Sainsbury plo

The guarantor under the Lease, J Sainsbury plc (LON: SBRY), is a London-based holding company comprising Sainsbury's Supermarkets Ltd. (the second-largest supermarket chain in the UK), Sainsbury's Bank plc, Sainsbury's Convenience Stores Ltd., Home Retail Group, Argos and Habitat. The company employs over 161,000, and, as of March 12, 2016, reported total assets of £16.97 billion and TTM revenue of £23.50 billion.

## **Current Tenant Overview**



Founded in Cahokia, IL in 1977, Save-A-Lot is a discount grocery chain that now operates approximately 1,350 corporate and licensed stores—in addition to 16 wholesale distribution centers—across 36 states, the Caribbean and Central America. The shopper-centric brand, which is committed to environmental sustainability, supply chain transparency and diversity, is based in St. Louis, Missouri and employs 10,000, operating as a subsidiary of SUPERVALU Inc. (NYSE: SVU; S&P: B+). In late 2016, Canda's Onex Corp. announced plans to purchase Save-A-Lot for \$1.4 billion. At the time of the announcement, Onex praised the measureable savings Save-A-Lot provides its customers and expressed its desire to enhance the company's operations and support its growth for years to come.



## **New Bedford, Massachusetts Submarket**

Located in Bristol County, Massachusetts, the City of New Bedford (Population: 98,641) is most commonly known as "The Whaling City," as it has historically served as one of the most important whaling ports in the world. Just 30 miles southeast of Providence, Rhode Island (MSA Population: 1.61 million), New Bedford is home to a growing economy that derives a majority of its success from the fishing, manufacturing and healthcare sectors. Tourism is also vital to the local economy, which has seen an increase in visitors in recent years. Among the area's top employers are Southcoast Hospitals Group, Titleist and Riverside Manufacturing. The city also proudly calls itself home to the New Bedford Whaling Museum, which is the centerpiece of the New Bedford Whaling National Historical Park and is the country's largest whaling museum. New Bedford is also America's #1 Fishing Port, with fish landings valued at \$369 million, and has become New England's seafood hub, with more than 30 processors and distributors. Other points of interest in the area include the Rotch-Jones-Duff House and Garden Museum, the New Bedford Museum of Glass and the Museum of Madeiran Heritage. In addition, New Bedford features nine historic districts that are listed on the National Register of Historic Places.







## **Providence, RI MSA Overview**

The Providence-New Bedford-Fall River, RI-MA MSA (Population: 1.61 million), which is more commonly referred to as the Providence metro area, extends into all five counties in Rhode Island (Bristol, Kent, Newport, Providence, Washington) and one county in Massachusetts (Bristol). The MSA is anchored by Providence, Rhode Island and is a counterpart of the Boston Combined Statistical Area, which is the sixth-largest CSA in the country.

### **ECONOMY**

The Greater Providence Economy benefits tremendously from strong links to Boston (MSA Population: 4.8 million), which, just 50 miles to the northeast, is growing at an exceptionally fast pace. Because Providence offers considerably cheaper living costs than Boston, it also receives significant in-migration from the Boston-Cambridge area. Like Boston, Providence also benefits from the presence of many colleges and universities, as student spending provides an enormous boost for the local economy. Also advantageous to the region are synergies between universities, hospitals and R&D firms, with the Education and Health Services sectors accounting for more than 21% of the Providence economy. Among the area's top employers are Lifespan Health (Employees: 12,050), Care New England (Employees: 8,500), CVS Health Corp. (Employees: 7,800), Citizens Financial Group (Employees: 5,318), General Dynamics Electric Boat (Employees: 5,068) and Brown University (Employees: 4,441).

## Providence, RI MSA Overview (Continued)

### **EDUCATION**

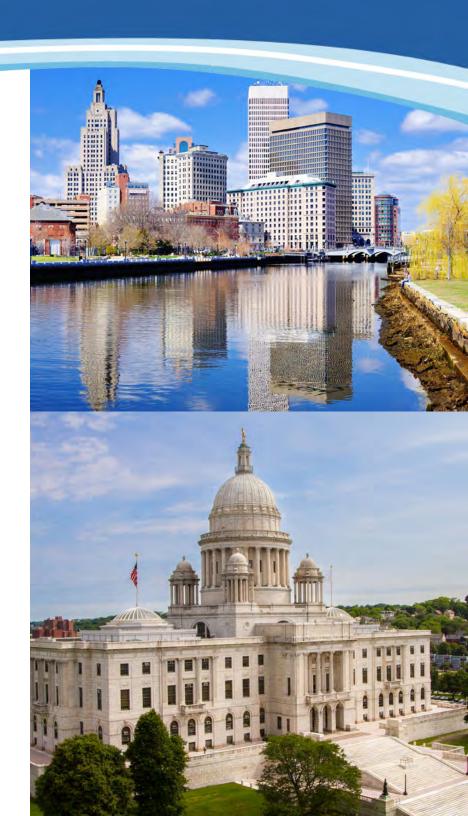
The Greater Providence area is home to over 400 public schools in addition to a number of notable higher education institutions, including Johnson & Wales University (Enrollment: 9,454), Brown University (Enrollment: 9,458), University of Rhode Island (Enrollment: 16,613), the University of Massachusetts-Dartmouth (Enrollment: 8,916) and the Rhode Island School of Design (Enrollment: 2,478).

#### **TRANSPORTATION**

The Massachusetts Bay Transportation Authority provides commuters with service between the Providence metropolitan area and Boston. In addition, Amtrak provides rail service to the Providence area. The Rhode Island Public Transit Authority, which is located in downtown Providence, serves the majority of the Rhode Island communities and operates 55 bus lines. Major interstates traversing the region include I-95 (running diagonally across Rhode Island) and I-195 (running east from Providence to Massachusetts). T.F. Green Airport in Warwick also serves the MSA and is the largest and most active airport among the six operated by the Rhode Island Corporation.

#### **ATTRACTIONS**

Providence is home to countless historic buildings that are engrained with local heritage and draw visitors from all over. The East Side neighborhood is the site of the largest contiguous area of buildings listed on the National Register of Historic Places, featuring many pre-revolutionary houses. Other points of interest in Providence include the State House (which boasts the second-largest marble dome in the world, preceded only by St. Peter's Basilica in Rome), the Rhode Island School of Design Museum and the Providence Athenæum. Home to a well-established park system, Providence also features the Roger Williams Park, which comprises a zoo, a botanical center and the Museum of Natural History and Planetarium.



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#### **CONFIDENTIALITY AGREEMENT**

This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property.

This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the "Owner"), to be all-inclusive or to contain all or part of the information which prospective investors may require to evaluate a purchase of real property. All financial projections and information are provided for general reference purposes only and are based on assumptions

relating to the general economy, market conditions, competition and other factors beyond the control of the Owner and CBRE, Inc. Therefore, all projections, assumptions and other information provided and made herein are subject to material variation. All references to acreages, square footages, and other measurements are approximations. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In this Memorandum, certain documents, including leases and other materials, are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Interested parties are expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of this Memorandum in any manner.

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The Owner expressly reserved the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered and approved by the Owner and any conditions to the Owner'sobligations therein have been satisfied or waived.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of a confidential nature, that you will hold and

treat it in the strictest confidence and that you will not disclose this Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or CBRE, Inc. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return this Memorandum to CBRE, Inc.

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### **CONTACTS**

Chris Bosworth
Executive Vice President
T +1 404 923 1486
chris.bosworth@cbre.com

Will Pike
Executive Vice President
T +1 404 923 1381
will.pike@cbre.com

Brian Pfohl Capital Markets Manager T +1 404 504 7893 brian.pfohl@cbre.com Kyle Juszczyszyn Senior Vice President/Partner T +1 617 912 6862 kyle@cbre-ne.com

Chris Coutts
CBRE | MA Licensee
chris.coutts@cbre-ne.com

