# HFF





# EXCLUSIVE INVESTMENT SUMMARY

11955 E COLONIAL DRIVE ORLANDO, FLORIDA



# HFF

#### **EXCLUSIVE MARKETING ADVISORS**

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## INVESTMENT SUMMARY

**Holliday Fenoglio Fowler, L.P. Net Lease Advisory** ("HFF") has been retained by the seller to exclusively offer a net lease opportunity to acquire a single tenant **Corporate Academy Sports located at Alafaya Commons** (the "Property"). The Property is located at the 13-lane signalized intersection of East Colonial Drive (41,500 VPD) and Alafaya Trail (53,000 VPD), which is the most heavily traveled intersection in the region with a signalized entrance into the center from East Colonial Drive. The site has excellent visibility from Colonial Drive with a billboard size pylon and, recently, a new parking lot was installed with LED lighting throughout. Furthermore the underlying real estate has a high land value, with some of the recent land sales in the immediate area have traded over \$1 M per acre. The Property is also positioned just 2 miles south of the University of Central Florida (UCF) one of the largest Universities in the US, boasting over 64,000 students on a 1,415-acre campus. The Central Florida Research Park is also located within close proximity of the property and is the largest research park in the state employing more than 10,000 people. The current MSA has a population of over 2.5 million residents with a 5-year projected population growth rate of 8.3% and year-over-year employment growth rate of 3.3%. This makes Orlando the second fastest growing MSA in the United States.

The surge of student housing in and around the University of Central Florida is continuing to increase at a rapid rate. A \$45 million apartment complex, titled CODA Apartments, will open this May once construction is completed on 10.5 acres of land. The 256,000 square foot building, which is just six minutes away from Academy Sports, will feature 296 modernized units that vary with one or two bedrooms. Additionally, plans to develop a 12.3-acre parcel directly across the street of the subject property are underway. This redevelopment will feature a 3-story, student-housing building with 145 units (549 beds), plus a 5-story parking garage that would serve the students and adjacent retailers.





\$8,526,100 Asking Price

\$596,826

7.00% Cap Rate

May 31 2030 Lease Expiration

## INVESTMENT HIGHLIGHTS



## SURROUNDING RETAIL & AMENITIES









## TENANT OVERVIEW



At 230+ locations, Academy Sports + Outdoors carries a wide range of quality hunting, fishing and camping equipment, patio sets and barbecue grills, along with sports and recreation products.

The first Academy store opened as a tire shop in San Antonio in 1938. It turned into a military surplus store, then began offering sports and outdoors equipment as it evolved into the Academy Sports + Outdoors. Presently, the more than 230 stores operate in 16 states, supported by more than 23,000 team members throughout the South, Southeast, and Midwest.

In 2017, Academy Sports + Outdoors opened its first stores in the following cities: Rockwall, TX; Poplar Bluff, MO; Paducah, KY; Starkville, MS; Manhattan, KS; Florence, AL; Weatherford, TX; Greensboro, NC; and Columbia, MO.

The company generated approximately \$4.7 billion of revenues for the twelve months ended January 28, 2017. Academy has been controlled by an affiliate of Kohlberg Kravis Roberts & Co L.P. ("KKR") since 2011. KKR is a leading global investment firm that manages multiple alternative asset classes, including private equity, energy, infrastructure, real estate, credit and, through its strategic partners, hedge funds.



#### CORPORATE OVERVIEW

Tenant Trade Name	Academy Sports
US Headquarters	Katy, TX
Number of Locations	230
Website	https://www.academy.com/



**Operates over** 230 stores in 16 U.S. States



Generated over \$4.7 B in revenue during 2017

## SITE PLAN



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## LEASE ABSTRACT

#### **LEASE DETAIL**

Address	11955 E Colonial Dr Orlando, FL 32826	
Tenant	Academy, LTD	
Branded As	Academy Sports + Outdoors	<u>T</u>
Building Size	62,952 SF	N
Lot Area	8.66 Acres	
Lease Type	Fee Simple: NN	
Annual Rent	\$613,782	Ir
Annual NOI	\$596,826*	
Rent PSF	\$9.75	Та
Rent Commencement	5/20/2015	
Lease Expiration	5/31/2030	U
Remaining Lease Term	11+ Years	
Rent Increases	\$0.50 PSF every five years	с
Options	Three (3) Five (5) Year Options	

\*Annual NOI takes into account an estimated \$16,955 property insurance expense that

\$8,526,100 7.00% **Asking Price Cap Rate** TENANT RESPONSIBILITY DETAIL Tenant shall maintain in good condition the interior of the premises, heating, air conditioning and electrical systems Maintenance and Repairs serving the premises, all fire protection systems, insect and pest extermination Tenant shall during the term of the lease at its sole expense maintain in full force, commercial general liability and special Insurance form property insurance Tenant shall pay their pro rata share of taxes unless the premises is on its own tax parcel. If the premises is on its Taxes own tax parcel tenant shall pay all taxes relating to that parcel directly to the taxing authority Tenant shall pay all utilities consumed on the premises Utilities directly to the utility provider Tenant shall reimburse landlord for tenants pro rata share of all expenses incurred directly in connection with maintenance, CAM repair, and operation of the common areas. CAM expenses shall exclude expenses due to capital improvements

#### **RENT SCHEDULE**

is not reimbursed

Description	Dates	Annual Rent	Rent PSF	_				
Base Term (Years 1-5)	1/1/2015- 5/31/2020	\$613,782	\$9.75	Maintenance and Rep	<b>Maintenance and Repairs</b>		Maintenance and Repairs fo	
Base Term (Years 6-10)	6/1/2020- 5/31/2025	\$645,258	\$10.25	_				
Base Term (Years 11-15)	6/1/2025- 5/31/2030	\$676,734	\$10.75					
Option Term (Years 16-20)	6/1/2030- 5/31/2035	\$708,210	\$11.25	Тахеѕ				
Option Term (Years 21-25)	6/1/2035- 5/31/2040	\$739,686	\$11.75					
Option Term (Years 25-30)	6/1/2040- 5/31/2045	\$771,162	\$12.25	Insurance				

LANDLORD RESPONSIBILITY DETAIL

#### ACADEMY SPORTS | 10

## CASH FLOW

	YEAR 4	YEAR 5	YEAR 6	YEAR 7
START DATE	6/1/2018	6/1/2019	6/1/2020	6/1/2021
END DATE	5/31/2019	5/31/2020	5/31/2021	5/31/2022
Revenues:				
Minimum Rent	\$613,782	\$613,782	\$645,258	\$645,258
CAM Reimbursements*	\$92,580	\$94,895	\$97,267	\$99,699
Effective Gross Income	\$706,362	\$708,677	\$742,525	\$744,957
Expenses**:				
CAM	\$92,580	\$94,895	\$97,267	\$99,699
Insurance	\$16,956	\$17,380	\$17,814	\$18,260
Total CAM & Insurance	\$109,536	\$112,274	\$115,081	\$117,958

NET OPERATING INCOME \$596,826 \$596,402 \$627,444 \$626,998
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#### Assumptions and Notes:

\*The tenant shall be responsible for their share of all common area expenses related to the property

\*\*The Landlord is responsible for Roof/Structure, there is a Roof Warranty in place until Jan. 14, 2030

\*\*\*Expense figures in Years 5-7 are estimates based on 2.5% increases







## **RETAIL MARKET OVERVIEW**

**ORLANDO RETAIL MARKET** – The Orlando MSA consists of 26 distinct submarkets totaling more than 169 million square feet of rentable space. Orlando's growing economy and population has resulted in one of the healthiest markets in Florida. According to CoStar as of 2017, the Orlando retail market boasted a net absorption of over 955,000 square feet, resulting in a vacancy rate of 4.6%. Increasing population and decreasing vacancy have sparked retail construction with over 321,000 square feet of retail space delivered in the thirdquarter and nearly 1.4 million square feet under construction.

**ORANGE COUNTY SUBMARKET** – Orange County has 4,969 retail buildings combining for 74.7 million square feet. Vacancy has steadily declined from 7.7% in 2010 Q4 to 3.7% in 2017 Q3. Orange County has seen nearly 752,000 square feet delivered since 2017 Q1 and vacancy continued to decline over the same period of time even with the large influx of new supply. The area can expect even more growth in the future as 2017 finished with a total of 815,000 square feet under construction.

**UNIVERSITY & RESEARCH TRADE AREA** – The trade area has seen occupancy increase 18% since 2014 Q3 and market rents increase nearly 14% over the same period of time, making the University & Research retail cluster the dominant retail node in eastern Orlando. The trade area has solidified itself as a "must have" location for any retailer looking to enter or expand in Orlando. As a result, the following tenants have all added a new location in a 3-mile radius within the past 6 years: DICK'S Sporting Goods, Babies R'Us, Toys R'Us, At Home, Academy Sports + Outdoors, Youfit Health Club, Publix, and Lucky's Market.

The area is anchored by the 966,089 square foot, Washington Prime-owned Waterford Lakes Town Center. Built in 2000, Waterford Lakes Town Center features a Super Target, Regal Cinemas, Best Buy, Ashley Furniture, LA Fitness, JOANN Fabric, Bed Bath & Beyond, Ross Dress for Less, TJ Maxx, Barnes & Noble, Office Max, PetSmart, and Old Navy.



## AVERAGE MARKET LEASE COMPARABLES

TENANT NAME	AVERAGE YEAR BUILT/RENOVATED	AVERAGE SQ FT	AVERAGE RENT PSF
Academy Sports	2015	62,952	\$9.75
Grocery Stores	2001	40,133	\$16.71
Big Box Clothing Retailers	1997	25,584	\$12.18
Gyms	2008	31,232	\$16.12
Office Supplies / Home Decor Retailers	1999	28,136	\$12.88
National Pet Stores	2011	16,141	\$16.00

## MARKET LAND SALE COMPARABLES

PROPERTY ADDRESS	СІТҮ	STATE	SALE DATE	SALE PRICE	ACRES	PRICE/ACRE
Academy Sports	Orlando	FL	-	\$8,526,100	8.66	\$984,538
12401 E Colonial Dr	Orlando	FL	11/9/2016	\$7,200,000	6.97	\$1,032,999
10360 E Colonial Dr	Orlando	FL	12/26/2015	\$3,450,000	1.02	\$3,382,353
14254 E Colonial Dr	Orlando	FL	8/17/2015	\$1,940,100	1.38	\$1,405,870
10052 Curry Ford Rd	Orlando	FL	8/13/2017	\$4,100,000	1.9	\$2,157,895
10500 Curry Ford Rd	Orlando	FL	6/1/2016	\$2,241,800	0.68	\$3,296,765
12301 E Colonial Dr	Orlando	FL	7/10/2014	\$1,200,000	1.09	\$1,100,917

## MARKET OVERVIEW

#### **UNIVERSITY OF CENTRAL FLORIDA**

Founded in 1963 by the Florida Legislature, University of Central Florida ("UCF") opened in 1968 as Florida Technological University, with the mission of providing personnel to support the growing U.S. space program at the Kennedy Space Center and Cape Canaveral Air Force Station on Florida's Space Coast.

As the academic scope expanded beyond its original focus on engineering and technology, "Florida Tech" was renamed The University of Central Florida in 1978. The UCF campus is 13 miles east of downtown Orlando and adjacent to one of the top research parks in the nation. With more than 64,000 students, UCF is the largest university by enrollment in Florida and the second largest in the nation. It has more than 12,000 employees and an operating budget of \$1.5 billion. UCF researchers received \$145.8 million in fiscal year 2016 for funded research. The Burnett Honors College enrolled nearly 1,700 students, and the number of incoming National Merit Scholars ranked UCF among the top 40 colleges and universities. The university offers 93 bachelor's, 86 master's, 27 research doctorates, 3 professional doctorates and 3 specialist degree programs, it leads all universities in Florida in conferring more than 15,000 degrees a year.

#### **STUDENT HOUSING**

Benefiting from the large amount of students in attendance at UCF, the foot traffic at Alafaya Commons is boosted by two, recently built apartment complexes, acting mainly as student housing, both within 0.3 miles of the Property. The 2 developments combine for a total of over 450 units and have both recently sold. The 156-unit Orion on Orpington apartment complex sold to a Teachers Insurance & Annuity Association of America (TIAA) related entity in September 2017. Trading at \$41.8 million (\$267,980 per unit), the TIAA purchase is among the highest reported apartment transactions year-to-date. The transaction even outperformed the luxury 55 West complex in downtown Orlando, which traded at \$227,765 per unit. In conjunction to the aforementioned sale, the 296-unit EOS Apartments on East Colonial Drive sold to New Jersey-based Raia Properties for \$52 million (\$175,676 per unit) in December 2016. This rapid development is continuing along E. Colonial Drive. A 296-unit student-housing complex titled CODA Apartments, will be opening in May of 2019. Additionally, there are redevelopment plans for a 12.3-acre parcel directly across from the subject property. These plans are calling for a 3-story building, featuring nearly 150 units as well as a 5-story parking garage.



## MARKET OVERVIEW

#### **CENTRAL FLORIDA RESEARCH PARK**

The Central Florida Research Park ("CFRP") is a 1,027-acre research park abutting the main campus of the University of Central Florida ("UCF") in Orlando, Florida. CFRP is the largest research park in Florida and the fourth largest in the United States by number of companies. The Park was established as a result of legislation passed by the Florida Legislature in 1978, and is a cooperative effort between the University of Central Florida, the Orange County Research and Development Authority, and the Orange County Board of County Commissioners. The CFRP excels by creating close ties between the university and both public and private industries to create an attractive environment for the research-oriented industry in the Park. The CFRP has helped to establish Orlando as the "world capital of modeling, simulation and training."

Given the importance of simulation and training to the Department of Defense, an extensive military presence is in the CFRP. The park is home to the main cluster of United States military organizations responsible for research, development, acquisition, and life cycle support for the U.S. Army, Navy, Marine Corps, and Air Force, as well as representation by the U.S. Coast Guard and Joint Forces Command. Office space in the park is highly coveted by the growing number of companies that are bidding or are currently engaged to do business with these organizations. Over \$1.4 billion in federal contracts is awarded by the U.S. Military each year for activities in and near the CFRP.

In addition to strong military and defense industry ties, the CFRP benefits from high growth commercial applications such as medical and transportation. These commercial uses are expected to continue to expand and drive growth and economic diversity throughout the CFRP. Major tenants in the CFRP include UCF, Boeing, Northrop Grumman, AON Hewitt, General Dynamics, Qualcomm, Raytheon Systems, Cisco Systems, Hewlett-Packard, L-3 Communications, and Siemens, among others.



## MARKET OVERVIEW



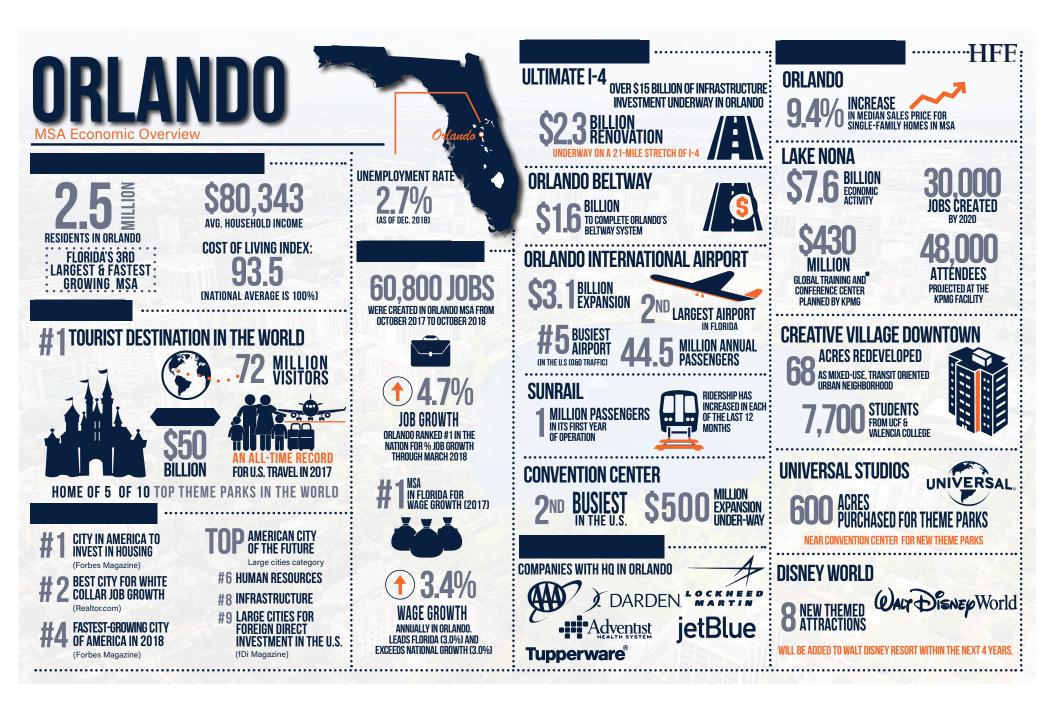
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#### STRATEGIC CORE LOCATION IN ORLANDO

- Central Florida Research Park is the largest research park in Florida, encompassing 59 buildings, 126 companies and more than 1,000 acres
- The Park's tenants employ more than 10,000 people with an annual payroll of about \$1 billion
- Over \$1.4 billion in federal contracts is awarded by the U.S. military each year for activities in and around the CFRP by military branches responsible for research and development (Army, Navy, Marines, Air Force and Coast Guard) as well as other government entities (U.S. Geological Survey and the Army Corps of Engineers)
- Central Florida Research Park is home to a myriad of Fortune 500 companies, including Aon Hewitt, Hewlett Packard, Qualcomm, Northrop Grumman, and Siemens

#### ORLANDO: AMERICA'S TOP GROWTH MARKET

- #1 JOB GROWTH Orlando has ranked #1 for Employment Growth for 8 consecutive months since May 2018 with 4.0% year-over-year job growth as of December 2018, compared to the 1.8% national average (BLS).
- #1 TOURISM MARKET Orlando is the #1 most visited city in the U.S. with over 72 million visitors in 2017, an all-time U.S. record and 66% increase since 2009.
- Orlando ranked #2 Happiest Places to Work in the nation by Forbes and #3 Best City for Millennials by Realtor.com
- 63% of the workforce in Orlando hold white collar employment

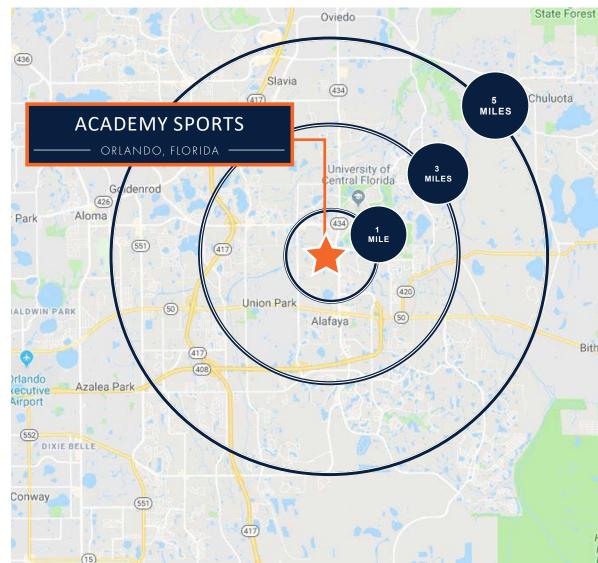


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## **DEMOGRAPHICS**

POPULATION			
	1 MILE	3 MILE	5 MILE
2010 Census	14,475	95,753	201,596
2018 Estimate	17,169	111,320	235,776
2023 Projection	18,671	120,530	256,134
POPULATION GROWTH			
Historical Growth: 2010 to 2018	18.61%	16.26%	16.95%
Projected Growth: 2018 to 2023	8.75%	8.27%	8.63%
HOUSEHOLD INCOME			
2018 Average Household Income	\$54,932	\$66,862	\$78,085
2018 Median Household Income	\$43,321	\$50,742	\$58,253
HOUSEHOLDS			
2010 Census	4,738	31,414	69,226
2018 Estimate	5,612	36,245	80,071
2023 Projection	6,122	39,329	86,882

HOUSEHOLD GROWTH			
Historical Growth: 2010 to 2018	18.45%	15.38%	15.67%
Projected Growth: 2018 to 2023	9.09%	8.51%	8.51%





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