Marcus & Millichap

BP GASOLINE
584 Springfield Ave • Newark, NJ 07103

NON-ENDORSEMENT AND DISCLAIMER NOTICE

584 SPRINGFIELD AVE
Newark, NJ
ACT ID ZAA0280661

Marcus & Millichap

NET LEASED DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

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INVESTMENT
OVERVIEW

EXECUTIVE SUMMARY

OFFERING SUMMARY	
Price	$1,050,000
Net Operating Income	$66,696
Capitalization Rate – Current	6.35%
Price / SF	$1,312.50
Rent / SF	$105.00
Lease Type	NN
Gross Leasable Area	800 SF
Year Built / Renovated	1997
Lot Size	0.47 acre(s)

FINANCING	
Down Payment	All Cash
Net Cash Flow	6.35% / $66,696
Cash on Cash Return	6.35%
Total Return	6.35% / $66,696

MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES *
Prudential	10,767
County Hall of Records	4,000
University Hospital	3,620
New Jrsey Trnst Bus Operations	3,400
NJ Transit	3,295
CHILDRENS HOSPITAL OF NEW JER	3,000
Horizon Blue Cross Blue Shld	2,700
ESSEX COUNTY HOSPITAL CENTER	2,500
Housing Auth of The Cy Newark	2,347
County Clerk	2,264
Newark Beth Israel Med Ctr Inc	2,189
VA New Jersey Health Care Sys	2,000

DEMOGRAPHICS

	1-Miles	3-Miles	5-Miles
2018 Estimate Pop	57,055	413,207	770,008
2010 Census Pop	56,164	403,165	746,548
2018 Estimate HH	19,879	145,568	271,450
2010 Census HH	19,593	141,968	263,090
Median HH Income	$30,465	$38,017	$46,267
Per Capita Income	$16,218	$20,856	$25,668
Average HH Income	$45,438	$57,582	$71,481

* # of Employees based on 5 mile radius

INVESTMENT OVERVIEW

Marcus & Millichap is pleased to exclusively list a NN Single Tenant BP Gas Station located in Newark, (Essex County), New Jersey. The subject property is located at 584 Springfield Avenue and is within proximity to multiple national retailers.

Newark is a city located in Essex County, New Jersey. The subject property is approximately 13 miles southwest of New York City. Newark is the largest city in New Jersey, and is the county seat of Essex County. In 2015, Newark was ranked as the 70th largest city in the nation. Newark is a hub of air, road, rail, and ship traffic; making it a significant gateway into the New York metropolitan area and the northeastern United States. The major roadways that pass through the city are Interstate 95 (New Jersey Turnpike), Interstate 280, Interstate 78, the Garden State Parkway, Route 1/9, Route 22, and Route 21. Newark is connected to the Holland Tunnel and Lower Manhattan by the Pulaski Skyway.

INVESTMENT HIGHLIGHTS

- BP Gas Station on NN Lease
- Personal Guarantee (8 Unit Operator)
- Features 4 Gas Pumps
- 2 (5) Year Renewal Options Remaining
- Proximity to Garden State Parkway
- Proximity to Multiple National Retailers

BP Gasoline

BP is a British multinational oil and gas company headquartered in London, United Kingdom. It is one of the world's seven oil and gas "supermajors", whose performance in 2012 made it the world's sixth-largest oil and gas company, the sixth-largest energy company by market capitalization and the company with the world's 12th-largest revenue (turnover). It is a vertically integrated company operating in all areas of the oil and gas industry, including exploration and production, refining, distribution and marketing, petrochemicals, power generation & trading.

General Information	
Tenant Name	BP Gasoline
Website	bp.com
Parent Company	N/A
Headquartered	London, UK
Rentable Square Feet	800 SF
Percentage of RBA	100%
Lease Commencement	3/1/2011
Lease Expiration	2/28/2021
No. of Locations	6,500+

584 Springfield Ave, Newark, NJ 07103

NJ

- BP Gas Station on NN Lease
- Personal Guarantee (8 Unit Operator)
- Features 4 Gas Pumps
- 2 (5) Year Renewal Options Remaining
- Proximity to Garden State Parkway
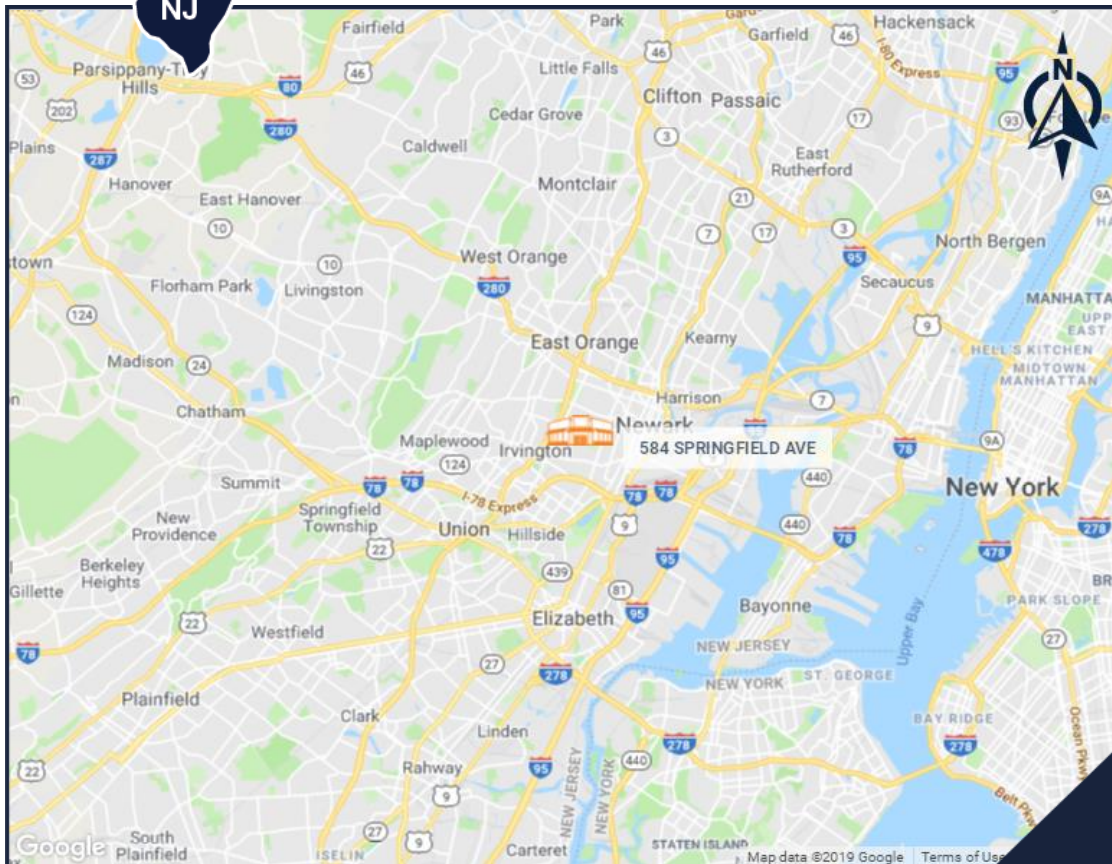- Proximity to Multiple National Retailers

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584 SPRINGFIELD AVE

CLOSE PROXIMITY TO:

Downtown   **Major Highway**   **Public Transportation**   **Shopping Center**   **Schools**

584 Springfield Ave, Newark, NJ 07103

FINANCIAL
ANALYSIS

PROPERTY SUMMARY

THE OFFERING

Property	584 Springfield Ave
Property Address	584 Springfield Ave Newark, NJ 07103
Price	$1,050,000
Capitalization Rate	6.35%
Price/SF	$1,312.50

PROPERTY DESCRIPTION

Year Built / Renovated	1997
Gross Leasable Area	800 SF
Zoning	N/A
Type of Ownership	Fee Simple
Lot Size	0.47 Acres

LEASE SUMMARY

Property Subtype	Net Leased Auto Service - Gas/Conv
Tenant	BP Gasoline
Rent Increases	8% Each Option
Guarantor	Personal Guarantee
Lease Type	NN
Lease Commencement	March 1, 2011
Lease Expiration	February 28, 2021
Lease Term	10
Term Remaining on Lease (Years)	1.6
Renewal Options	Two Five Year Options
Landlord Responsibility	Taxes, Tank Testing
Tenant Responsibility	Insurance, CAM, Roof, Structure & Parking Lot Expenses
Right of First Refusal/Offer	Yes

ANNUALIZED OPERATING INFORMATION

INCOME	
Base Rental Income	$84,000
Operating Expense Reimbursement	$0
Gross Income	$84,000
Operating Expenses	$17,304
Net Operating Income	$66,696

RENT SCHEDULE

YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE[1]
Current	$84,000	$7,000	$105.00	6.35%
Option 1	$90,000	$7,500	$112.50	6.92%
Option 2	$102,000	$8,500	$127.50	8.07%

OPERATING EXPENSES

Taxes	$15,304
Tank Testing	$2,000
Total Expenses	**$17,304**
Total Expenses/SF	**$21.63**

1: Assumes Total Expenses remain constant. Please see agent for details.

NOTES

MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources providing the most competitive rates and terms.

We leverage our prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues to the benefit of our clients.

Closed 1,678 debt and equity financings in 2018

National platform operating within the firm's brokerage offices

$6.24 billion billion total national volume in 2018

Access to more capital sources than any other firm in the industry

WHY MMCC?

Optimum financing solutions to enhance value

Our ability to enhance buyer pool by expanding finance options

Our ability to enhance seller control

- **Through buyer qualification support**

- **Our ability to manage buyers finance expectations**

- **Ability to monitor and manage buyer/lender progress, insuring timely, predictable closings**

- **By relying on a world class set of debt/equity sources and presenting a tightly underwritten credit file**

MARKET
OVERVIEW

NORTHERN NEW JERSEY
OVERVIEW

Northern New Jersey consists of Bergen, Hudson, Passaic, Essex, Morris and Union counties. The region contains roughly 4 million residents in more than 200 municipalities. Bergen County is home to nearly 1 million people, while Essex County, which includes the city of Newark, has approximately 804,000 citizens. The region is bordered to the east by the Hudson River and New York City, to the south by Middlesex and Somerset counties, to the west by Warren and Sussex counties, and to the north by New York State. A large portion of the area is almost fully developed and densely populated. The region is a part of the New York metro and is linked to the city by the George Washington Bridge, the Lincoln Tunnel, the Holland Tunnel, several ferries and commuter rail tunnels.

METRO HIGHLIGHTS

DIVERSE INDUSTRIES
Pharmaceuticals, healthcare and finance are a few of the segments that contribute to the metro's economic base.

LARGE LABOR POOL
The region's diverse and highly skilled labor and access to workers in other nearby metros draws an array of businesses.

UNIQUE ECONOMY
Northern New Jersey has its own economic drivers and is also well connected to New York City's robust economy.

ECONOMY

- Northern New Jersey is home to numerous Fortune 500 companies including Prudential Financial, Merck, PBF Energy and Honeywell International.
- The airline industry accounts for a significant share of jobs in the region. United Airlines has a major presence at Newark Liberty International Airport.
- Trade is a key employment sector. Vehicle imports account for a substantial amount of the Port Newark-Elizabeth Marine Terminal's business.
- Spillover from Wall Street bolsters finance jobs in Essex, Hudson and Bergen counties.

MAJOR AREA EMPLOYERS
Prudential Financial
United Continental Holdings
Wells Fargo
Hackensack University Medical Center
Bank of America
Wakefern Food Corp
TD Bank
St. Joseph's Hospital and Medical Center
Merck & Co. Inc.
RWJBarnabas Health

Economic Growth

Northern New Jersey GMP — U.S. GDP

* Forecast
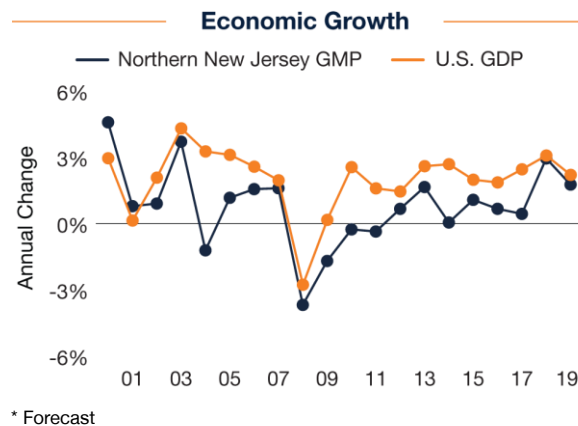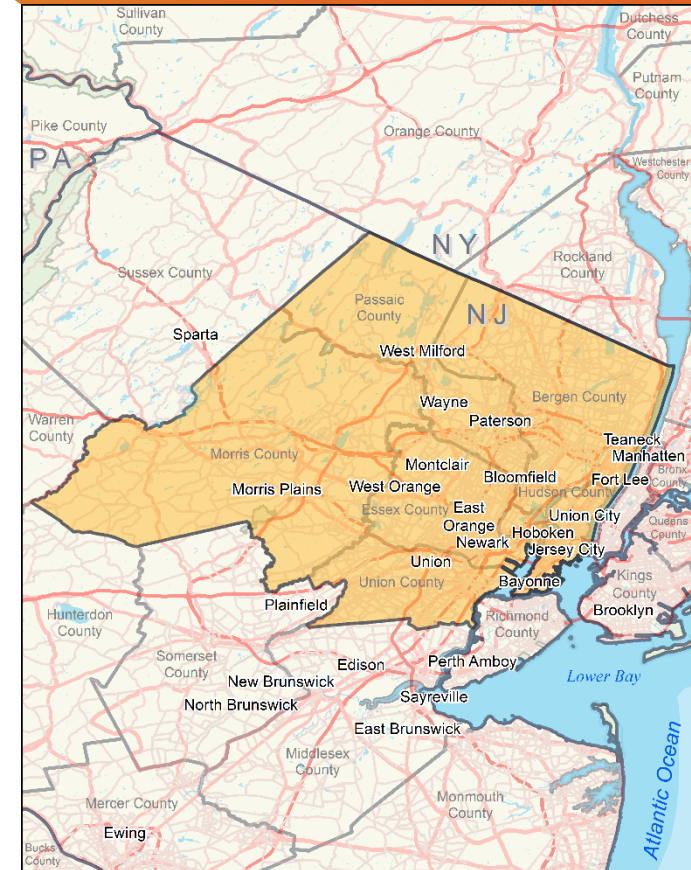
SHARE OF 2018 TOTAL EMPLOYMENT

6% MANUFACTURING

18% PROFESSIONAL AND BUSINESS SERVICES

14% GOVERNMENT

8% LEISURE AND HOSPITALITY

7% FINANCIAL ACTIVITIES

22% TRADE, TRANSPORTATION AND UTILITIES

4% CONSTRUCTION

16% EDUCATION AND HEALTH SERVICES

2% INFORMATION

4% OTHER SERVICES

DEMOGRAPHICS

- Northern New Jersey will add nearly 40,000 people and approximately 36,000 households over the next five years, generating demand for housing.
- The homeownership rate of 54 percent is below the national rate of 64 percent, maintaining a strong rental market.
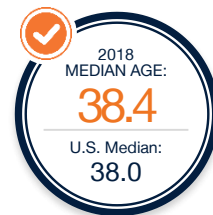- Approximately 39 percent of residents hold a bachelor's degree, including 15 percent who have also obtained a graduate or professional degree.

2018 Population by Age

6%	19%	6%	28%	27%	14%
0-4 YEARS	5-19 YEARS	20-24 YEARS	25-44 YEARS	45-64 YEARS	65+ YEARS

2018 POPULATION: 4M Growth 2018-2023*: 1.0%	2018 HOUSEHOLDS: 1.5M Growth 2018-2023*: 2.4%	2018 MEDIAN AGE: 38.4 U.S. Median: 38.0	2018 MEDIAN HOUSEHOLD INCOME: $74,200 U.S. Median: $58,800

QUALITY OF LIFE

Northern New Jersey offers a variety of amenities and cultural activities. Sports and entertainment are available in East Rutherford at the Meadowlands. The MetLife Stadium is home to the Giants and Jets of the NFL. The Prudential Center, also known as the Rock, is an indoor arena in downtown Newark where the Devils (NHL) and Seton Hall University play. Downtown Newark also houses the New Jersey Performing Arts Center and Bears and Eagles Riverfront Stadium, home of the Newark Bears, a minor-league baseball team. Numerous community colleges and universities are located in the metro, including Seton Hall University, the Newark campus of Rutgers University, Stevens Institute of Technology, William Paterson University and Bergen Community College.

* Forecast
Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

SPORTS

EDUCATION

ARTS & ENTERTAINMENT

Created on June 2019

POPULATION	1 Miles	3 Miles	5 Miles
▪ 2023 Projection			
Total Population	57,742	414,898	770,902
▪ 2018 Estimate			
Total Population	57,055	413,207	770,008
▪ 2010 Census			
Total Population	56,164	403,165	746,548
▪ 2000 Census			
Total Population	58,726	418,498	757,766
▪ Current Daytime Population			
2018 Estimate	38,753	415,837	721,273
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
▪ 2023 Projection			
Total Households	20,341	148,250	275,331
▪ 2018 Estimate			
Total Households	19,879	145,568	271,450
Average (Mean) Household Size	2.79	2.72	2.74
▪ 2010 Census			
Total Households	19,593	141,968	263,090
▪ 2000 Census			
Total Households	19,992	143,265	264,860
▪ Occupied Units			
2023 Projection	20,341	148,250	275,331
2018 Estimate	24,237	165,537	297,614
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
▪ 2018 Estimate			
$150,000 or More	3.06%	5.59%	9.11%
$100,000 - $149,000	6.05%	8.67%	10.96%
$75,000 - $99,999	7.21%	9.25%	10.65%
$50,000 - $74,999	14.79%	15.89%	16.45%
$35,000 - $49,999	13.94%	13.70%	13.18%
Under $35,000	54.95%	46.90%	39.64%
Average Household Income	$45,438	$57,582	$71,481
Median Household Income	$30,465	$38,017	$46,267
Per Capita Income	$16,218	$20,856	$25,668

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	$48,496	$56,980	$64,144
▪ Consumer Expenditure Top 10 Categories			
Housing	$16,632	$19,137	$21,201
Shelter	$10,919	$12,490	$13,771
Transportation	$6,666	$8,039	$9,154
Food	$4,639	$5,379	$6,037
Personal Insurance and Pensions	$3,850	$5,187	$6,338
Utilities	$3,223	$3,677	$4,075
Health Care	$2,755	$3,375	$3,946
Gifts	$1,786	$1,811	$1,894
Entertainment	$1,594	$1,870	$2,119
Education	$1,537	$1,813	$2,111
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
▪ Population By Age			
2018 Estimate Total Population	57,055	413,207	770,008
Under 20	31.51%	27.20%	26.28%
20 to 34 Years	22.90%	24.16%	23.00%
35 to 39 Years	6.67%	7.40%	7.37%
40 to 49 Years	13.34%	13.60%	13.77%
50 to 64 Years	16.39%	17.24%	18.29%
Age 65+	9.21%	10.42%	11.29%
Median Age	31.75	34.09	35.48
▪ Population 25+ by Education Level			
2018 Estimate Population Age 25+	34,366	267,216	509,773
Elementary (0-8)	4.48%	8.13%	7.98%
Some High School (9-11)	12.99%	10.91%	9.55%
High School Graduate (12)	38.94%	34.92%	33.20%
Some College (13-15)	23.16%	19.93%	18.67%
Associate Degree Only	6.81%	5.90%	5.75%
Bachelors Degree Only	8.37%	12.47%	14.92%
Graduate Degree	3.26%	5.58%	7.77%

Population

In 2018, the population in your selected geography is 57,055. The population has changed by -2.85% since 2000. It is estimated that the population in your area will be 57,742.00 five years from now, which represents a change of 1.20% from the current year. The current population is 45.21% male and 54.79% female. The median age of the population in your area is 31.75, compare this to the US average which is 37.95. The population density in your area is 18,131.19 people per square mile.

Race and Ethnicity

The current year racial makeup of your selected area is as follows: 4.81% White, 86.42% Black, 0.04% Native American and 0.36% Asian/Pacific Islander. Compare these to US averages which are: 70.20% White, 12.89% Black, 0.19% Native American and 5.59% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 12.75% of the current year population in your selected area. Compare this to the US average of 18.01%.

Households

There are currently 19,879 households in your selected geography. The number of households has changed by -0.57% since 2000. It is estimated that the number of households in your area will be 20,341 five years from now, which represents a change of 2.32% from the current year. The average household size in your area is 2.79 persons.

Housing

The median housing value in your area was $229,158 in 2018, compare this to the US average of $201,842. In 2000, there were 4,590 owner occupied housing units in your area and there were 15,403 renter occupied housing units in your area. The median rent at the time was $536.

Income

In 2018, the median household income for your selected geography is $30,465, compare this to the US average which is currently $58,754. The median household income for your area has changed by 16.94% since 2000. It is estimated that the median household income in your area will be $34,182 five years from now, which represents a change of 12.20% from the current year.

The current year per capita income in your area is $16,218, compare this to the US average, which is $32,356. The current year average household income in your area is $45,438, compare this to the US average which is $84,609.

Employment

In 2018, there are 9,169 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 51.25% of employees are employed in white-collar occupations in this geography, and 48.83% are employed in blue-collar occupations. In 2018, unemployment in this area is 11.70%. In 2000, the average time traveled to work was 38.00 minutes.