

Two-Tenant NNN Investment Offering

Burlington Conn's



at West Central Plaza
Albuquerque, New Mexico



WEST CENTRAL PLAZA (BURLINGTON & CONN'S)

4208 Central Avenue SW, Albuquerque, NM 87105

INVESTMENT ADVISORS:

Joe Chichester

Managing Director
jchichester@farislee.com
(949) 221-1813
License No. 01915138

Matt Brooks

Managing Director
mbrooks@farislee.com
(949) 221-1832
License No. 01976931

Christopher DePierro

Managing Director
cdepierro@farislee.com
(949) 221-1824
License No. 01158321

Nicholas Coe

Senior Managing Director
ncoe@farislee.com
(949) 221-1811
License No. 01226006

EXCLUSIVE BROKERS:

Lia Armstrong

First Vice President
lia.armstrong@cbre.com
(505) 837-4951
DRE# 16496

Jim Dountas

First Vice President
jim.dountas@cbre.com
(505) 837-4955
DRE# 45995



Conn's
HomePlus



18301 Von Karman Avenue, Suite 800, Irvine, CA 92612 P (949) 221-1800 F (949) 221-1830 farislee.com



The information contained herein has been carefully compiled from sources we consider reliable, and while not guaranteed as to completeness or accuracy, we believe it to be correct as of this date. The proforma revenues and expenses set forth in this brochure do not constitute a representation, warranty, or guaranty of any of the numbers set forth herein or of any economic value attributable to the property or income that may be derived therefrom. Independent estimates of proforma revenues and expenses should be developed before any decision is made on whether to invest in the property.

Table of Contents

PROPERTY OVERVIEW	4
AREA OVERVIEW	12
FINANCIAL ANALYSIS	16



STATEMENT OF CONFIDENTIALITY & DISCLAIMER

Faris Lee Investments ("FLI") has been engaged as the exclusive financial advisor to the Seller in connection with Seller's solicitation of offers for the purchase of the property known as West Central Plaza (Burlington & Conn's), City of Albuquerque, County of Bernalillo, State of New Mexico. Prospective purchasers are advised that as part of the solicitation process, Seller will be evaluating a number of factors including the current financial qualifications of the prospective purchaser. Seller expressly reserves the right in its sole and absolute discretion to evaluate the terms and conditions of any offer and to reject any offer without providing a reason therefore. Further, Seller reserves the right to terminate the solicitation process at any time prior to final execution of the Purchase Agreement.

The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property, and it is not to be used for any other purpose or made available to any other person without the express written consent of Seller or FLI. The material is based in part upon information

supplied by the Seller and in part upon financial information obtained by FLI from sources it deems reasonably reliable. Summaries of any documents are not intended to be comprehensive or all-inclusive, but rather only outline some of the provisions contained therein and qualified in their entirety by the actual document to which they relate.

No representation or warranty, expressed or implied, is made by the Seller, FLI, or any of their respective affiliates as to the accuracy or completeness of the information contained herein. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence, including engineering and environmental inspections, to determine the condition of the Property and the existence of any potentially hazardous material located at the Property site or used in the construction or maintenance of the building at the Property site.

A prospective purchaser's sole and exclusive rights with respect to

this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or FLI or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

Prospective purchasers are not to construe the contents of this Offering Memorandum or any prior or subsequent communication from FLI or Seller or their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents as legal, tax, or other advice. Prior to submitting an offer, prospective purchasers should consult with their own legal counsel and personal and tax advisors to determine the consequences of an investment in the Property and arrive at an independent evaluation of such investment.

PROPERTY OVERVIEW

PRICING
\$14,952,000

NOI
\$1,121,429

CAP RATE
7.50%



SPECIFICATIONS

GLA: 105,259 SF
Land Area: 7.92 Acres
Occupancy: 96%

TENANTS:
Burlington, Conn's

LOCATION:
4208 Central Avenue SW
Albuquerque, NM 87105



Faris Lee Investments, in conjunction with CBRE, is pleased to offer for sale the Burlington (corporate guaranty; 50,000 SF; S&P Rated “BB+”) & Conn's Home Plus (corporate guaranty; 51,479 SF; S&P Rated “B”), as part of West Central Plaza (the “Property”), located in Albuquerque, New Mexico. There is also a junior anchor space (3,780 SF) that is currently available for lease, creating additional upside in rent to go along with the Burlington scheduled 5% rent increase in 2021.

West Central Plaza's GLA is 100% comprised of nationally recognized, daily needs and service oriented tenants, with over 90% of the GLA being attributed to corporate tenants. Some of the other tenants include (all NAP): Dollar Tree, Harbor Freight Tools, Panda Express, Supercuts, Dunkin Donuts and T-Mobile.

Burlington and Conn's Home Plus both serve the entire southwest region of Albuquerque, as there are no other competing stores within a 6+ mile radius of the site. West Central Plaza's diverse tenant lineup has made it the primary retail destination in the trade area, located at the signalized, hard corner intersection of Central Avenue SW and Artisco Drive SW (58,100 vehicles per day). Central Avenue SW serves as the major east/west thoroughfare, and one of 7 bridge crossings that allow you to cross over the Rio Grande River. Additionally, there are nearly 240,000 consumers within a 5 mile radius.

PROPERTY HIGHLIGHTS



Nationally Recognized Tenants With Strong Corporate Leases

- » Burlington (S&P Rated "BB+") and Conn's Home Plus (S&P Rated "B")
- » Gives an investor security in cash flow



Dominant Retail Shopping Center in Trade Area Ideal Tenant Line-up (Daily-Needs and Service Oriented)

- » Other national tenants include: Dollar Tree, Harbor Freight Tools, Panda Express, Supercuts, T-Mobile and Dunkin Donuts (all NAP)
- » West Central Plaza is ideally positioned along Central Avenue SW, which is the trade areas most travelled street (58,100 vehicles per day), giving unique access across the Rio Grande River and providing direct access into downtown Albuquerque.
- » The Property's central positioning in the market has allowed it to capture this highly diverse consumer base



Excellent Cash-on-Cash Return

- » 10.40% cash-on-cash return to investors



Low Price Per Square Foot / Below Replacement Cost

- » \$142 PSF, which is significantly below the replacement cost
- » Creates security in real estate



Underserved Retail Trade Area

- » National average of 13 SF per person
- » SW Albuquerque is well below at 9 SF per person, which provides an investor security through a supply constrained retail market



Strategically Located Along Central Avenue

- » The Property is ideally positioned as the 1st retail shopping center as you cross over the Rio Grande River.
- » Central Avenue (44,400 vehicles per day) is the main arterial in SW Albuquerque leading directly into downtown Albuquerque. Additionally, Central Avenue is one of only 7 highways that allow you to cross over the Rio Grande River, making it one of the highest trafficked roads in all of SW Albuquerque.
- » West Central Plaza is located less than 2 miles from Downtown Albuquerque, less than 4.5 miles from the University of New Mexico (29,033 students) and Central New Mexico Community College (26,771 students), and less than 6 miles from the Albuquerque International Airport (nearly 5,000,000 passengers annually).



PROPERTY SPECIFICATIONS

4208 Central Avenue SW, Albuquerque, NM 87105



Land Area

7.92 Acres (345,040 SF)



Rentable Area

105,259 SF



Ownership

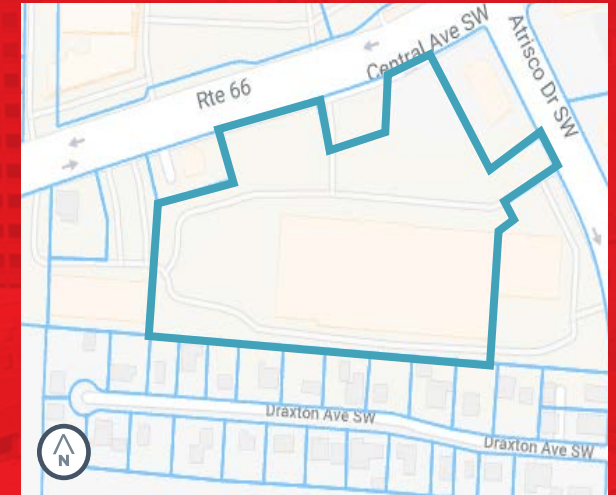
Fee Simple (Land & Building)



Access

There are two (2) direct access points to this portion of the shopping center: one (1) along Central Avenue SW and one (1) along Atrisco Drive SW.

PARCEL MAP



PARCEL

1-012-057-197423-2-07-78



Parking

There are approximately 600 dedicated parking stalls for the entire center. The parking ratio is approximately 5.70 parking stalls per 1,000 SF of leasable area.



Traffic Counts (REGis 2019)

Central Avenue SW: 44,400 VPD
Atrisco Drive SW: 13,700 VPD



Year Built / Renovated

1966 / 2017

Zoning: MX-M (Mixed Use
Moderate Intensity)







El Super

MELROSE

FAMILY DOLLAR

ROSS
DRESS FOR LESS

Land Center

CENTRAL AVENUE SW 44,400 VPD

ATRISCO DRIVE SW 13,700 VPD

HARBOR FREIGHT TOOLS
Quality Tools at Remarkably Low Prices

peter piper
pizza

Aaron's

DUNKIN'
DONUTS

PANDA EXPRESS
CHINESE KITCHEN

Conn's

T

Burlington

DOLLAR
TREE

AERIAL - NORTH FACING

DEMOGRAPHICS (REGis 2019)	1 MILE	3 MILES	5 MILES
Population	11,009	105,522	239,539
Average HHI	\$56,638	\$57,295	\$62,927
Total Households	4,081	42,079	94,799



AERIAL - EAST FACING



UNIVERSITY OF NEW MEXICO
29,033 STUDENTS
4.5 MILES FROM SUBJECT

DOWNTOWN ALBUQUERQUE
2 MILES FROM SUBJECT

ALBUQUERQUE INTERNATIONAL SUNPORT
4,958,417 PASSENGERS
6 MILES FROM SUBJECT

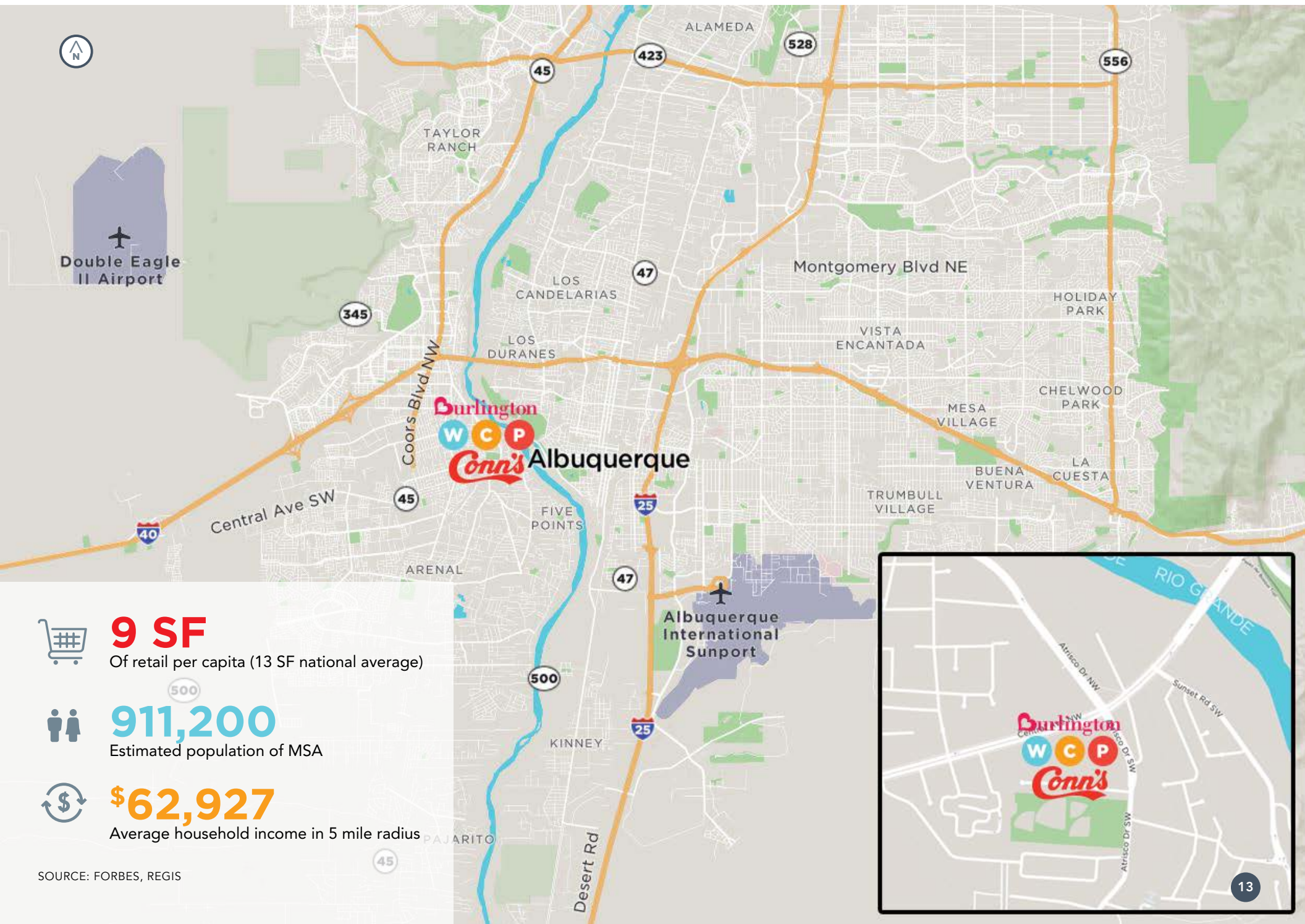
CENTRAL NEW MEXICO
COMMUNITY COLLEGE
26,771 STUDENTS
4 MILES FROM SUBJECT

CENTRAL AVENUE NW
ATRISCO DRIVE SW



AREA OVERVIEW





9 SF

Of retail per capita (13 SF national average)



911,200

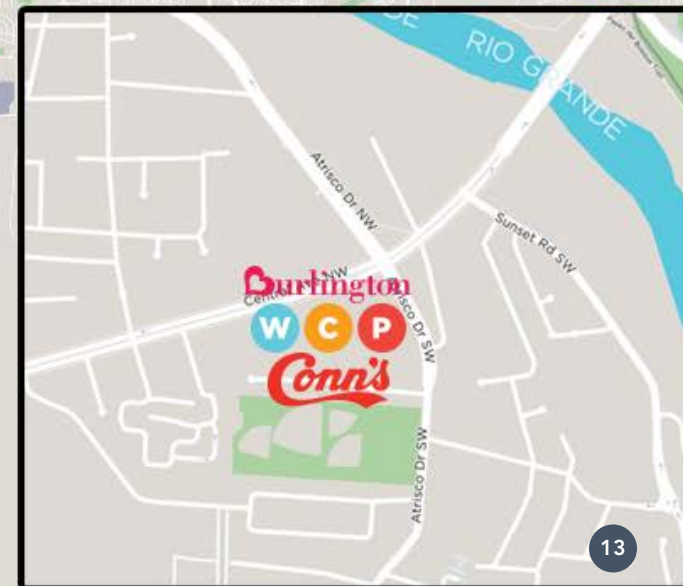
Estimated population of MSA



\$62,927

Average household income in 5 mile radius

SOURCE: FORBES, REGIS



The City of Albuquerque

Albuquerque is the largest city in the state of New Mexico, home to over 911,000 residents. The Albuquerque metro area is currently growing at a steady pace of 1 to 2 percent a year and its five-year growth rate is projected at 7.2 percent compared with the national rate of 4.0 percent. Although it has grown into a larger city over the years, Albuquerque’s rich history and tight-knit community help it to maintain a small town feel.

Albuquerque is also known as the Hot Air Balloon Capitol of the World because of the area’s mild climate and beautiful scenery. Every year, over 800,000 people descend on the City to celebrate the International Balloon Fiesta and watch over 600 hot air balloons take flight.

Economic Highlights

Military

The Albuquerque Metro is home to one of the largest Air Force bases in the Nation, Kirtland. It employs over 35,000 people, including more than 23,000 civilians and 4,200 active duty personnel. Several of the Air Force’s largest command units are headquarters at Kirtland, including Global Strike Command and the Nuclear Weapons Center.

Semiconductors and Electronics

Central New Mexico’s electronics cluster is more diverse than most. Anchored by Intel, the cluster of about 50 companies includes many lab and university spin-offs and start-ups.

Bioscience

Johnson & Johnson’s Ethicon Endosurgery, which manufactures instruments in a 230,000-square-foot plant; Heel Inc., a homeopathic pharmaceutical manufacturer. Oso Pharmaceuticals Manufacturing, a contract manufacturer of sterile injectable pharmaceuticals. Most of the city’s biotech-biomed companies are small but diverse and many are spinoffs from Sandia National Laboratories and the University of New Mexico.



MAJOR EMPLOYERS

Company	Employment
Kirtland Air Force Base	35,690
University of New Mexico	14,300
Albuquerque Public Schools	14,480
Sandia National Laboratories	8,400
Presbyterian Hospital	7,369
UNM Hospital	5,950
City of Albuquerque	6,680
State of New Mexico	5,910
Intel Corp.	3,300
Lovelace Health	3,700

DEMOGRAPHICS



Population

Albuquerque, NM (REGis 2019)	1 Mile	3 Mile	5 Mile
2018 Estimated Population	11,009	105,522	239,539
2023 Projected Population	11,199	107,040	241,719
2010 Census Population	11,058	103,833	234,812
2000 Census Population	9,764	88,636	187,788
Projected Annual Growth 2018 to 2023	0.3%	0.3%	0.2%
Historical Annual Growth 2000 to 2018	0.7%	1.1%	1.5%
2018 Median Age	36.8	35.9	34.7



Households

2018 Estimated Households	4,081	42,079	94,799
2023 Projected Households	4,266	43,852	98,294
2010 Census Households	3,914	39,092	88,177
2000 Census Households	3,412	32,171	69,997
Projected Annual Growth 2018 to 2023	0.9%	0.8%	0.7%
Historical Annual Growth 2000 to 2018	1.1%	1.7%	2.0%
2018 Estimated Average Household Income	\$56,638	\$57,295	\$62,927



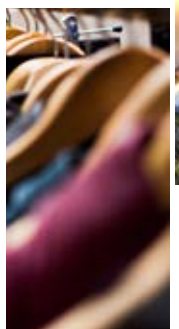
Ethnicity

2018 Estimated White	57.3%	60.0%	61.5%
2018 Estimated Black or African American	1.9%	3.1%	3.2%
2018 Estimated Asian or Pacific Islander	0.6%	1.1%	1.8%
2018 Estimated American Indian or Native Alaskan	2.3%	3.5%	3.5%
2018 Estimated Other Races	38.0%	32.4%	30.0%
2018 Estimated Hispanic	82.9%	73.8%	67.4%



Business

2018 Estimated Total Businesses	231	5,550	11,495
2018 Estimated Total Employees	1,172	64,643	154,837



FINANCIAL ANALYSIS



SITE PLAN



RENT ROLL

Suite #	Tenant	Size (SF)	% of Total (SF)	Date	Increase	Rental Rates		Annual Rent	Annual \$/SF	% of Total (Rent)	Recovery Type	Lease Start	Lease Expiration	Market Rent (\$/SF/Yr)	Lease Options	
Tract 2																
ANCHOR 2	Conn's Home Plus	51,479	49%	Current			\$41,398	\$0.80	\$496,772	\$9.65	43%	NNN	7/17/2015	1/31/2026	\$13.00	3 (5-Year) Option 1: \$46,116.60/mo Option 2: \$51,479.00/mo Option 3: \$56,841.40/mo
ANCHOR 3	Burlington	50,000	48%	Current			\$49,792	\$1.00	\$597,500	\$11.95	51%	MG	4/1/2016	2/28/2027	\$13.00	4 (5-Year) Option 1: \$57,520.83/mo Option 2: \$63,227.00/mo Option 3: \$69,600.00/mo Option 4: \$76,558.33/mo
	*Minimum rent to increase by \$1.00 psf if sales greater than \$10M for any CY											Fixed CAM \$2.73 psf with 3% ann. inc. (includes Insurance) RET pro-rata				
ANCHOR 4	Vacant	3,780	4%	Current			\$5,670	\$1.50	\$68,040	\$18.00	6%	NNN			\$18.00	
Total Occupied		101,479	96%	Total Occupied			\$91,189	\$0.90	\$1,094,272	\$10.78	94%					
Total Vacant		3,780	4%	Total Vacant			\$5,670	\$1.50	\$68,040	\$18.00	6%					
Total / Wtd. Avg:		105,259	100%	Total / Wtd. Avg:			\$96,859	\$0.92	\$1,162,312	\$11.04	100%					

TRANSACTION SUMMARY

Financial Information

Price:	\$14,952,000
Price/SF:	\$142

Operating Information

	In-Place
Gross Potential Rent	\$1,162,312
Plus Recapture	\$326,816
Tot. Gross Potential Income	\$1,489,128
Less Vacancy	(\$68,040) 6%
Less Vacancy (NNN)	(\$10,388) 3%
Effective Gross Income	\$1,410,700
Less Expenses	(\$289,271)
Net Operating Income	\$1,121,429
Less Loan Pmt.	(\$577,159)
Cash Flow	\$544,270

Cap Rate	7.50%
Cash/Cash	10.40%

Operating Expenses		PSF/Yr
Taxes ⁽¹⁾	5.4319%	(\$90,617) (\$0.86)
Insurance ⁽²⁾		(\$22,167) (\$0.21)
CAM ⁽³⁾		(\$141,219) (\$1.34)
Management ⁽⁴⁾	2.50%	(\$35,268) (\$0.34)
Total		(\$289,271) (\$2.75)

Potential Debt Quote

Loan Amount:	\$9,719,000	65%
Down Payment:	\$5,233,000	35%
Payment (monthly):	(\$48,097)	
Interest Rate:	4.30%	
Amortization:	30 Years	
Maturity:	10 Years	

- (1) Taxes based on 2019 actual bill
- (2) per 2018 CAM Reconciliation on a PSF basis
- (3) per 2018 CAM Reconciliation on a PSF basis
- (4) Management estimated at 2.5% of EGI based on market rate



Burlington

BURLINGTON

Burlington Stores, Inc. operates as a retailer of branded apparel products in the United States. The company offers fashion-focused merchandise, including women's ready-to-wear apparel, accessories, footwear, menswear, youth apparel, coats, toys, and gifts, as well as baby, home, and beauty products. As of February 2, 2019, it operated 661 stores under the Burlington Stores name; 2 Cohoes Fashions stores; 2 Super Baby Depot stores; 9 MJM Designer Shoes stores; and 1 online store in 45 states and Puerto Rico. The company was founded in 1972 and is headquartered in Burlington, New Jersey.

Company Type:	Public (NYSE: BURL)	2018 Income:	\$414 Million
Locations:	661	2018 Equity:	\$322 Million
2018 Employees:	44,000	2018 Revenue:	\$6.67 Billion



CONN'S HOME PLUS

Conn's, Inc. operates as a specialty retailer of durable consumer goods and related services in the United States. It operates through two segments, Retail and Credit. The company's stores offer furniture and mattress, including furniture and related accessories for the living room, dining room, and bedroom, as well as traditional and specialty mattresses; and home appliances, such as refrigerators, freezers, washers, dryers, dishwashers, and ranges. Its stores also provide consumer electronics comprising LED, OLED, QLED, 4K Ultra HD, smart televisions, gaming products, and home theater and portable audio equipment; and home office products that include computers, printers, and accessories. In addition, the company offers short- and medium-term financing to its retail customers; and product support services, which comprise next-day delivery and installation services, credit insurance products, product repair services, and repair service agreements. As of March 26, 2019, it operated 125 retail locations in Alabama, Arizona, Colorado, Georgia, Louisiana, Mississippi, Nevada, New Mexico, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, and Virgin. The company was founded in 1890 and is headquartered in The Woodlands, Texas.

Company Type:	Public (NYSE: CONN)	2018 Income:	\$6 Million
Locations:	125	2018 Equity:	\$535 Million
2018 Employees:	4,300	2018 Revenue:	\$1.52 Billion



Burlington Conn's

W C P at West Central Plaza
Albuquerque, New Mexico



Two-Tenant NNN Investment Offering

INVESTMENT ADVISORS:

Joe Chichester

Managing Director
jchichester@farislee.com
(949) 221-1813
License No. 01915138

Matt Brooks

Managing Director
mbrooks@farislee.com
(949) 221-1832
License No. 01976931

Nicholas Coo

Senior Managing Director
ncoo@farislee.com
(949) 221-1811
License No. 01226006

Christopher DePierro

Managing Director
cdepierro@farislee.com
(949) 221-1824
License No. 01158321

EXCLUSIVE BROKERS:

Lia Armstrong

First Vice President
lia.armstrong@cbre.com
(505) 837-4951
DRE# 16496

Jim Dountas

First Vice President
jim.dountas@cbre.com
(505) 837-4955
DRE# 45995



18301 Von Karman Ave., Suite 800 Irvine, CA 92612 P (949) 221-1800 F (949) 221-1830 farislee.com