

OFFERING MEMORANDUM

# **MATTRESS FIRM®**

CORPORATE SINGLE TENANT NET LEASED  
LAS VEGAS, NV



196 NORTH NELLIS BOULEVARD, LAS VEGAS, NV 89110

Marcus & Millichap





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MATTRESS FIRM

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OFFERING OVERVIEW

MATTRESS FIRM  
SINGLE TENANT  
NET LEASED

OFFERING PRICE  
\$1,935,000

CAP RATE  
5.50%

MATTRESS FIRM	
Property Address	196 North Nellis Boulevard Las Vegas, NV 89110
Year Built	2014
Gross Leasable Area	4,550 SF
Lot Size	.62 Acres
Type of Ownership	Fee Simple
APN	140-33-410-002
Zoning	C-2



MATTRESS  
FIRM®





**MATTRESS  
FIRM**

Marcus & Millichap



Marcus & Millichap is pleased to present this exclusive opportunity to acquire a single tenant net leased Mattress Firm with a corporate guarantee. Recently built in 2014, improvements comprise 4,550 square feet and situated upon .62 acres of land. Irreplaceable location central to the dominant regional trade corridor of the East Las Vegas submarket which frequently boasts one of the lowest vacancy rates in the Las Vegas Valley.





For the past 90 years, Mattress Firm and its family of companies have been delivering better sleep by matching you with your perfect mattress at the perfect price. With top-rated brands like Tempur-Pedic, Sealy, Beautyrest, Purple, Serta, Sleepy's and more, finding your ideal mattress with a Sleep Expert in-store, online or by phone has never been easier. Today, Mattress Firm has grown to become America's largest mattress retailer with more than 2,000 neighborhood stores in 49 states.

While we're committed to finding you your perfect mattress, we're also committed to serving the communities where we live and work. Our Mattress Firm Foster Kids initiative, a program of the Ticket to Dream Foundation, hosts three collection drives throughout the year to ensure that foster children have the resources needed to get better sleep for a better future.

About Mattress Firm:

Towards the end of March 2020, a number of stores closed due to the COVID-19-related restrictions. With effect from early May 2020, some stores were allowed to reopen, and as at the end of June 2020, 90% of all stores were open. Revenue since the lockdown has been better than expected and the resulting cash position at Mattress Firm remains strong. Revenue for the month of June 2020, in constant currency, was up 16% compared to the prior year, with same store sales 19% higher.



# INVESTMENT HIGHLIGHTS

## MAXIMUM VISIBILITY | HIGH TRAFFIC

One of the busiest traffic corridors in the Las Vegas Valley. The corner of North Nellis Boulevard at East Charleston features a combined total of 104,500 AADT.

## DENSE RESIDENTIAL POPULATION

Tremendous population density proximate to this core retail trade center of approximately 227,382 residents in the surrounding three-mile radius.

## REPLACEABLE MARKET RENTAL RATE

Desirable rental rate for MATTRESS FIRM to continue successful operations at this location, combined with extremely low current submarket vacancy of 4.9%

## TOP-TIER LOCATION IN TENANT DEMAND

National tenants featured within this strong performing retail corridor include Walmart, Ross, Burlington, Target, Kohl's, PetSmart, Bath & Body Works & more

## REPUTED TOP SELLING LOCATION

The Subject location has been deemed amongst the top performers in the Las Vegas market.

## LIMITED COMPETITION

Minimal concern of store overlap, with the next nearest Mattress Firm being located more than seven miles away.







# LEASE SUMMARY

## MATTRESS FIRM SINGLE TENANT NET LEASED

Property Subtype	Net Leased Retail
Tenant	Mattress Firm, Inc.
Guarantor	Corporate Guarantee
Lease Type	NN
Lease Commencement	9/1/2014
Lease Expiration	8/31/2025
Lease Term	11 Years
Firm Term Remaining	5 Years
Renewal Options	Two 5-Year Options
Increases	9/1/2025: (6%) \$ 112,500
	9/1/2030: (10%) \$123,750
Landlord Responsibility	Parking Lot, Roof, Structure
Right of First Refusal	No

## RENT SCHEDULE

YEAR	ANNUAL RENT	MONTHLY RENT	RENT.SF
CURRENT	\$106,335	\$8,861	\$23.37
OPTION 1 - 9/1/25	\$112,500	\$9,375	\$24.73
OPTION 2 - 9/1/30	\$123,750	\$10,313	\$27.20

# FINANCIAL SUMMARY

## OFFERING SUMMARY

Purchase Price	\$1,935,000
Capitalization Rate	5.50%
Year Built	2014

## OPERATING INFORMATION

Current Net Operating Income	\$106,335
Rent PSF	\$23.37
Gross Leasable Area	4,550 SF

## FINANCING QUOTE

New Acquisition Financing	\$1,161,000
Loan To Value	60.00%
Interest Rate	4.00%
Amortization Period	25 Years
Loan Constant	6.33%
Annual Debt Service Payment	\$73,538
Year 1 Debt Service Coverage	1.45
Year 1 Debt Yield	9.16%
Net Cash Flow After Debt Service	\$32,797

For Additional Financing Information contact Nick Gray:  
Nick.Gray@MarcusMillichap.com or (702) 215-7144





AERIAL MAPS









DEMOGRAPHICS

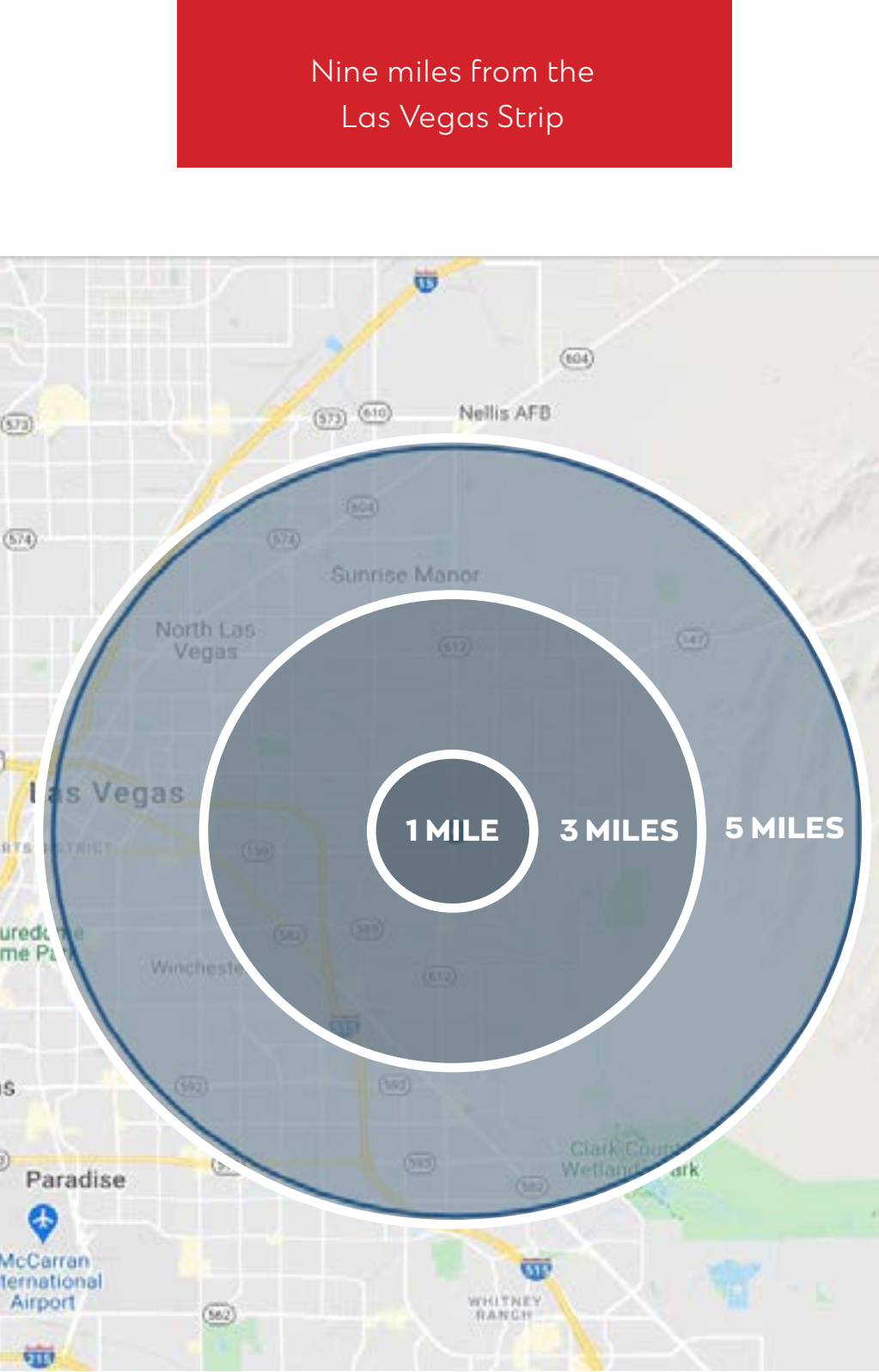
POPULATION	1 MILE	3 MILES	5 MILES
2024 Projection	32,641	227,382	472,853
2019 Estimate	32,023	221,721	462,909
2010 Census	30,091	204,988	429,068
2000 Census	26,910	179,203	390,900

INCOME	1 MILE	3 MILES	5 MILES
Average	\$57,645	\$55,689	\$53,750
Median	\$47,095	\$43,009	\$40,609
Per Capita	\$16,940	\$18,024	\$17,888

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2024 Projection	9,578	73,287	154,,17
2019 Estimate	9,402	71,232	150,260
2010 Census	8,774	65,483	138,440

EMPLOYMENT	1 MILE	3 MILES	5 MILES
2019 Daytime Population	16,348	141,029	388,799
2019 Unemployment	5.78%	6.02%	6.92%
2019 Medium Time Traveled	30	30	29

RACE & ETHNICITY	1 MILE	3 MILES	5 MILES
White	43.05%	45.95%	45.94%
Native American	0.80%	0.58%	0.58%
African American	10.89%	11.38%	12.21%
Asian/Pacific Islander	5.69%	6.68%	6.20%





# MARKET OVERVIEW

## LAS VEGAS

Las Vegas is considered one of the premier entertainment cities of the world, with more than 42.1 million visitors recorded in 2018. It has evolved into a world-class destination for resorts, restaurants, shopping and diversified entertainment options.

The Las Vegas-Henderson-Paradise MSA is also one of the fastest-growing metros in the nation. The population of nearly 2.2 million people ranks it among the top 50 most populous metros in the U.S. The metro is evolving into a fully diversified economy, with logistics groups, tech firms, and manufacturing all taking advantage of Las Vegas’ low cost of business, talented labor pool, and proximity to major West Coast metro markets.

### METRO HIGHLIGHTS



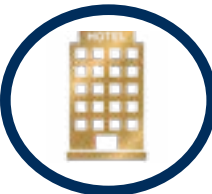
#### ROBUST EMPLOYMENT GROWTH

A diversifying employment base will support job growth, which is expected to outpace the U.S. growth rate over the next five years.



#### STRONG POPULATION GAINS

Additional jobs will draw residents to the region. Over the next five years, the metro’s population is forecast to increase, exceeding national gains.



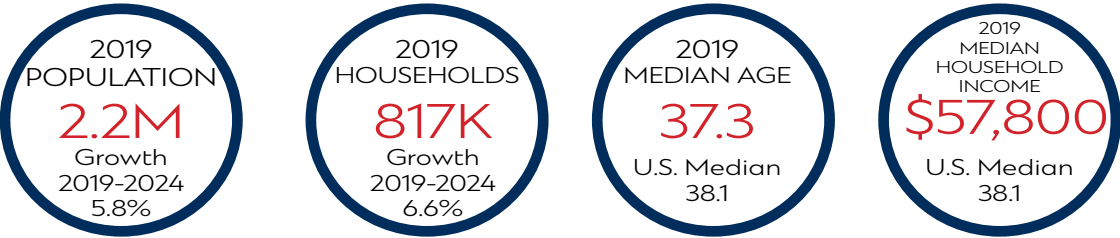
#### VAST TOURISM INDUSTRY

Visitor volume reached 42 million in 2018, ranking Las Vegas among the top tourist destinations in the country.



# DEMOGRAPHICS

### 2019 Population by Age



### QUALITY OF LIFE

With approximately 300 days of sunshine annually and an average temperature near 80 degrees, residents and visitors alike have plenty to do besides enjoy the resorts and casinos in Clark County. Water-sports enthusiasts can take advantage of various activities at Lake Mead and the Colorado River, including boating, fishing, water skiing and sailing. Red Rock Canyon Conservation Area, located off the Strip, offers outstanding hiking and mountain-climbing opportunities. Las Vegas is home to the University of Nevada-Las Vegas (UNLV), which has received national recognition for its hotel management, criminal justice and social-work programs. Other institutions of higher learning in Las Vegas include the College of Southern Nevada.





## **MATTRESS FIRM**

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### **CANDACE BARE**

Senior Associate  
Las Vegas, NV

Cell 702.250.3392  
Office 702.215.7125

candace.bare@marcusmillichap.com  
License NV S.0171556

**Marcus & Millichap**  
**BARE RETAIL GROUP**