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COMMERCIAL REAL ESTATE

*Experience Results.*

# Investment Offering

## Owner/User or Value-Add Opportunity

**12th Avenue Place**  
**1115 12th Avenue, Nampa, ID**

Presented By:

Ben Zamzow, CCIM, CLS and Scott Raeber, CCIM



A Development By:

  
**BRIGHTON**  
CORPORATION



## Confidentiality Agreement

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## Confidentiality Agreement

### SIGN AND RETURN VIA FACSIMILE TO:

*Thornton Oliver Keller Commercial, 250 S. 5<sup>th</sup> – 2<sup>nd</sup> Floor, Boise, ID 83702 (Fax: 208.947.0869)*

In connection with the offering of the property known as the \_\_\_\_\_ (the "Property") for sale by \_\_\_\_\_, the undersigned has requested copies of the investment offering package for the Property (such package, together with any other documents or information provided through Thornton Oliver Keller Commercial [its "Agent"] regarding the Property being referred to collectively below as the "Information").

Thornton Oliver Keller Commercial is or will be furnishing the Information to the undersigned on the condition that the undersigned will keep the information confidential.

In consideration of the foregoing and other good and valuable consideration, the undersigned hereby agrees that it will keep the Information confidential, and will not disclose the Information to any person or entity except for reasonably necessary disclosures to attorneys, accountants and other consultants of the undersigned (who the undersigned shall require to keep the Information confidential). The undersigned further agrees to promptly return all original copies of the documents included in the Information received by the undersigned, and all photocopies of such documents made by the undersigned and its attorneys, accountants and other consultants, to Thornton Oliver Keller Commercial if requested to do so in writing by \_\_\_\_\_, or its Agent.

The undersigned acknowledges that the Property, if it is purchased by the undersigned, will be purchased on an "as-is, where-is, with all faults" basis, that the undersigned will in such event be purchasing the Property on the basis of its own investigations of and about the Property and that, and its Agent disclaim any and all representations or warranties about the Property, including any and all representations or warranties with respect to the accuracy or completeness of the Information.

The undersigned certifies that all information relative to this offering will not be disseminated to or used by any principals or parties other than those stated hereunder. Photocopying this package or parts therein will require prior permission. Your signature below confirms that you have accepted this registration.

**Date:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**By:** \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

**Print Name:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Fax:** \_\_\_\_\_

## Offering Description 12th Avenue Place



### 12th Avenue Place Retail Shopping Center

- Owner/user or value-add opportunity.
- Below market lease rates with healthy annual escalations.
- Valuable second generation improvements in vacancies.
- Offered below replacement cost.
- Strong personal guarantees on current leases.

Thornton Oliver Keller is pleased to offer 12th Avenue Place for sale as a unique owner-user or value add investment opportunity.

#### PROPERTY

This 10,340 SF retail/office development was constructed in 2006. Amenities include an ample 6/1,000 parking ratio and an oversized pylon sign for maximum tenant exposure. The two existing tenants, U-Swirl Yogurt and Primo's Pizza, have recently signed leases through 2016 and 2014 respectively. Both leases are NNN with below market rates and healthy annual increases. Both tenants are experienced, multi-unit operators with personal guaranties. They draw from the captive daytime, evening, and weekend populations that exist nearby.

Three existing vacancies total 4,668 SF. The vacancies are contiguous and can be combined to accommodate a variety of sizes and uses. Two of the three vacancies are second generation spaces, with valuable brick-and-mortar improvements and immediate occupancy opportunities.

A new tenant would also have the opportunity to combine several of the remaining pylon signage panels for maximum exposure.

#### TRADE AREA

Nampa is Idaho's second largest City with growth of 13.44% between 2005 and 2011. 12th Avenue South serves as the only major commercial thoroughfare through the South Nampa submarket with high traffic counts, strong co-tenancy, excellent exposure and a scarcity of new development opportunities. The 12th Avenue South submarket is particularly attractive due to the abundance of nearby rooftops and proximity to Nampa High School, Northwest Nazarene University, Mercy Medical Hospital and major anchors such as Walmart and Albertsons.

#### SUMMARY

Below market lease rates, healthy annual rent increases, positive leverage at record low interest rates, scarcity of nearby competing development opportunities, flexible vacancy sizes and existing turnkey vacancies present a unique opportunity for a value-add investor or owner/user to acquire the project at well below replacement cost.

ALL SHOWINGS SHALL BE COORDINATED THROUGH THE LISTING AGENT. PLEASE DO NOT VISIT THE PROPERTY WITHOUT AN APPOINTMENT.



### 12th Avenue Place Retail Shopping Center

- Owner/user or value-add opportunity.
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#### LOCATION

Address: 1115 12th Avenue Place  
Location: Nampa, ID - 12th Avenue South Submarket

#### PROPERTY DESCRIPTION

Type: Retail Shopping Center  
Building Area: 10,340 SF  
Construction: Masonry, stucco, split face block, single ply roof  
Parcel Size: 1.25 Acres  
Zoning: BC - Community Business  
Completion Date: 2006  
Parking: 6/1,000

#### LEASING STATUS

Current Occupancy: 55%  
Tenants: Primo's Pizza, U-Swirl  
Advertised Lease Rates: \$10.00 - \$12.00 per square foot NNN  
Vacancies: Ste. 1123: 2,012 SF, second generation, former nutrition supplement store.  
Ste. 1127: 1,265 SF, raw shell  
Ste. 1129: 1,391 SF, second generation, former Taco del Mar.  
Total Vacancy: 4,668 SF

# Financial Summary

Owner/User Proforma

**12th Avenue Place**



## OWNER/USER PROFORMA

Purchase Price (\$90/SF):	\$	935,000
Plus New Tenant Improvements*:	\$	93,360
<b>Total Investment</b>	<b>\$</b>	<b>1,028,360</b>
Proposed New Loan at 70% LTV	\$	719,852
Equity Requirement (30%)	\$	308,508
Interest Rate		6%
Loan Term (Years):		20
2012 Rental Income from Existing Tenants	\$	67,150
Annual Debt Service from Loan Terms Above	\$	(61,887)
<b>Annual Net Profit (Cost) for Owner Occupant</b>	<b>\$</b>	<b>5,263</b>
Equivalent Occupancy Cost/SF	\$	(1.13) NNN

\*\$20/SF Tenant Improvement on 4,668 SF Vacant

# Financial Summary

Value Add Proforma

12th Avenue Place



## VALUE ADD PROFORMA

Purchase Price (\$90/SF)	\$	935,000
2012 In Place Income	\$	67,150
Proforma Rents on Vacancies @ \$10/SF	\$	46,680
Proforma NOI	\$	113,830
Proforma Cap Rate		9.75%
<b>Proforma Value Stabilized</b>	<b>\$</b>	<b>1,167,487</b>
Minus Costs to Stabilize		
12 months rent	\$	(46,680)
12 months NNN	\$	(19,839)
Tenant Improvements:*	\$	(59,138)
Leasing Fees (5 years 6%)	\$	(14,004)
	\$	(139,661)
<b>Proforma Value</b>	<b>\$</b>	<b>1,027,826</b>

\*Tenant improvement budget of \$5 Suite 1123, \$30/SF Suite 1127, \$8/SF Suite 1129

# Tenant Summary

## 12th Avenue Place



Headquartered in Henderson, Nevada, U-SWIRL, Inc. is on a mission to deliver consumers a smarter alternative to America's favorite meals and snacks. In October 2008, the Company acquired the worldwide rights to U-SWIRL® Frozen Yogurt and has commenced executing an aggressive strategy to build the brand into a globally recognized chain of highly experiential

frozen yogurt cafes.

U-Swirl is making fast progress in executing a series of complementary business strategies designed to rapidly establish the brand as an industry leader in the successful development and operation of frozen yogurt stores. U-Swirl has three locations in the Boise area: Boise, Meridian and Nampa.

Space Size: 2,472 SF  
 Lease Term: 7/1/2011 - 7/31/2016  
 Base Rent: \$10.00/SF  
 Annual Escalations: \$0.50, \$1.50, \$0.50, \$0.50  
 Option: One 5 year term @ FMV  
 Guaranty: Yes  
 Percentage Rent: None  
 Rent Schedule:

YEAR	PRICE/SF NNN	ANNUAL RENT	MONTHLY RENT
1	\$10.00	\$24,720.00	\$2,060.00
2	\$10.50	\$25,956.00	\$2,163.00
3	\$12.00	\$29,664.00	\$2,472.00
4	\$12.50	\$30,900.00	\$2,575.00
5	\$13.00	\$32,136.00	\$2,678.00
1st Renewal	FMV		



Primos, Inc. is a local franchise offering buffet style all you can eat pizza, pasta and salads. The restaurant also offers a take and bake feature. There are three locations in the Boise area: Meridian, Boise and Nampa, as well as stores in Ontario and La Grande Oregon.

Size: 3,200 SF  
 Lease Term: 7/1/2011 - 3/31/2014  
 Base Rent: \$13.00/SF  
 Annual Escalations: 3%  
 Option: Two 5 year terms. 1st at CPI (2.5-6.5%), 2nd at FMV  
 Rent Guaranty: Yes  
 Percentage Rent: None  
 Rent Schedule:

YEAR	PRICE/SF NNN	ANNUAL RENT	MONTHLY RENT
1	\$13.00	\$41,600.00	\$3,466.67
2	\$13.26	\$42,432.00	\$3,536.00
3	\$13.53	\$43,296.00	\$3,608.00
1st Renewal	*CPI		
2nd Renewal	FMV		

\* 2.5% minimum and 6.5% maximum.

The information presented has been obtained from sources believed reliable. You are responsible for confirming its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. The value of this transaction depends on many factors which should be evaluated through investigation by your advisors.

# Photos

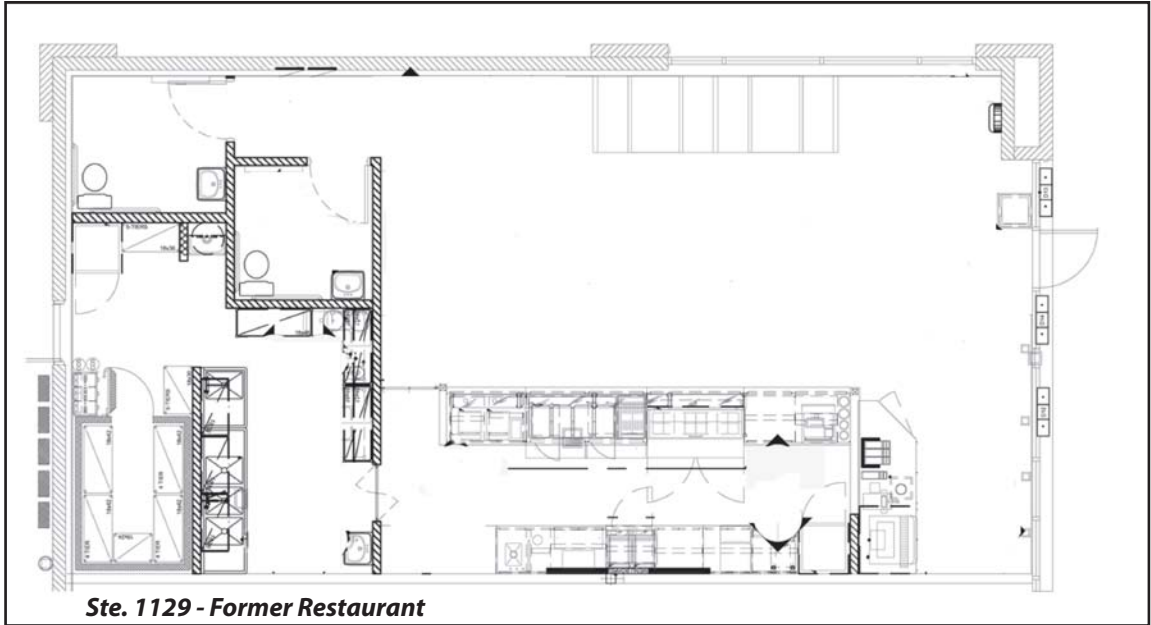
## 12th Avenue Place



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# Photos

## 12th Avenue Place



**Ste. 1129 - Former Restaurant**



**Ste. 1129 - Former Restaurant**



**Ste. 1127 Shell Space**

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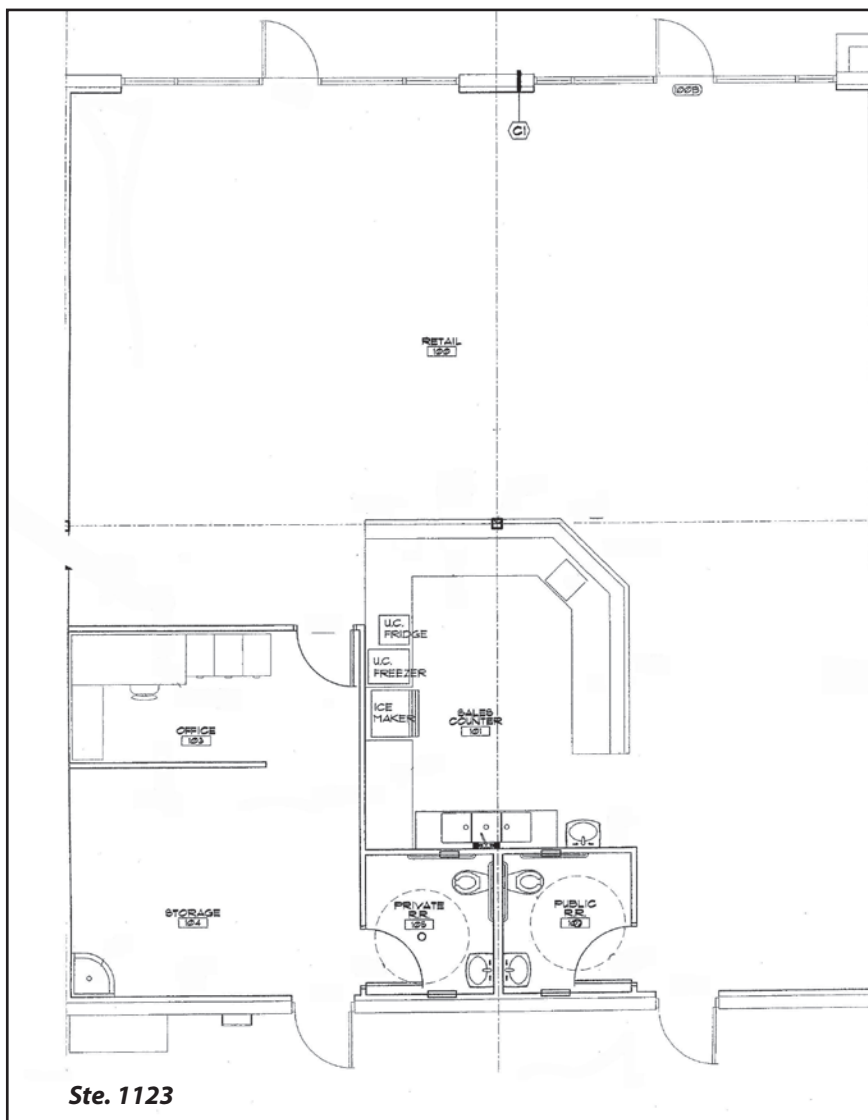
## 12th Avenue Place



Ste. 1123



Ste. 1123

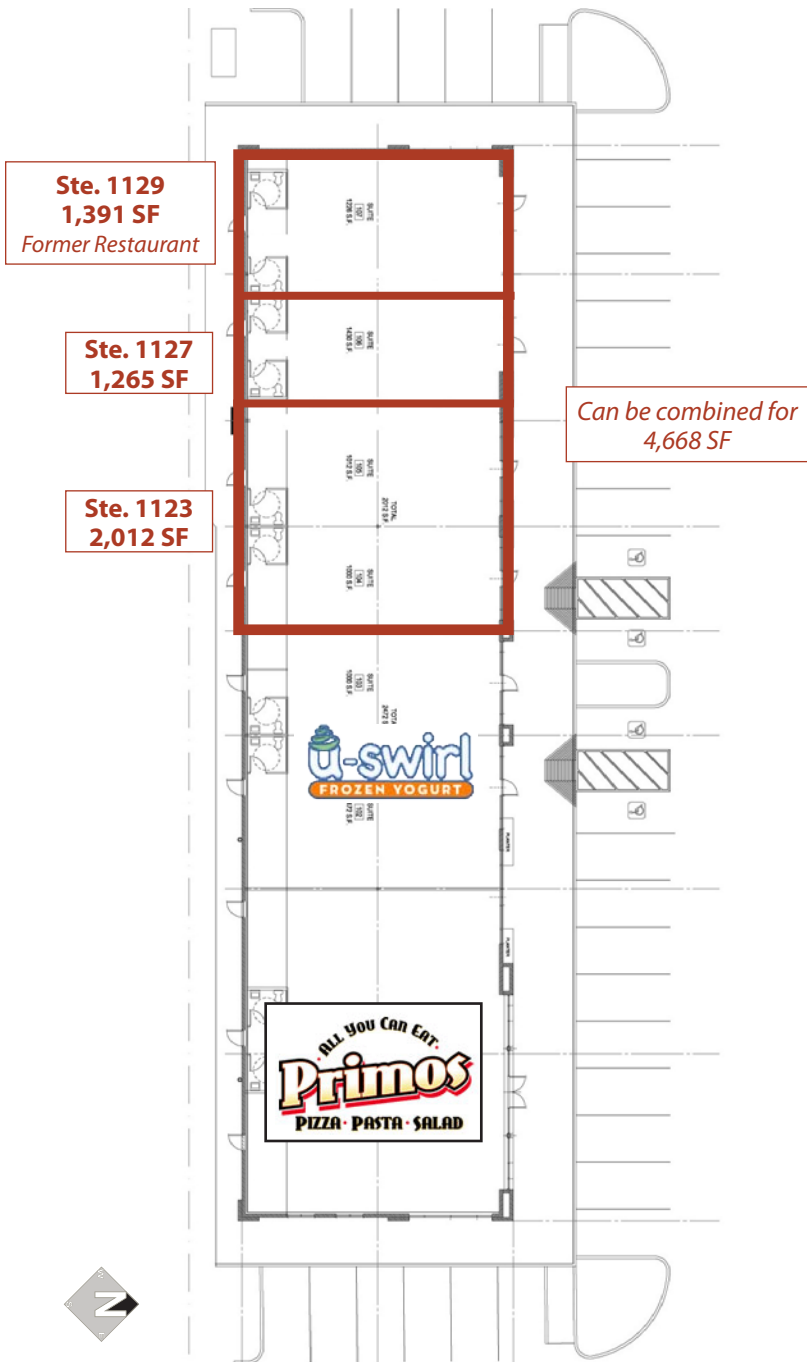


Ste. 1123

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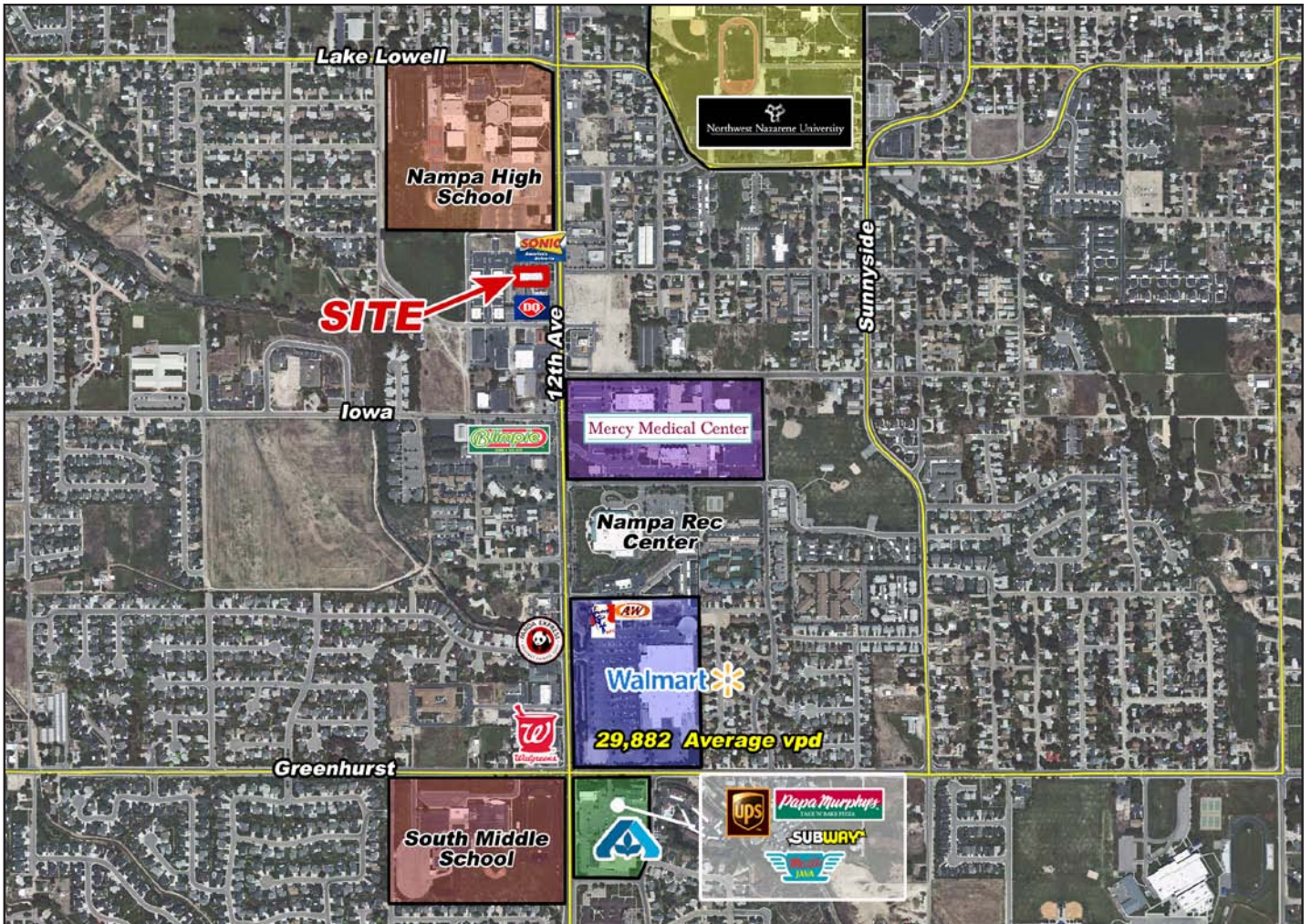
# Site Plan

## 12th Avenue Place



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# Aerial 12th Avenue Place



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# Demographics

## 12th Avenue Place

Ring: 1, 3, 5 Miles

	1 mile radius	3 miles radius	5 miles radius
<b>2010 Population</b>			
Total Population	16,798	73,958	97,419
Male Population	49.5%	49.3%	49.6%
Female Population	50.5%	50.7%	50.4%
Median Age	29.4	30.6	31.0
<b>2010 Income</b>			
Median HH Income	\$42,205	\$50,237	\$51,672
Per Capita Income	\$18,012	\$20,517	\$20,902
Average HH Income	\$47,828	\$57,832	\$59,350
<b>2010 Households</b>			
Total Households	6,100	25,849	33,926
Average Household Size	2.67	2.80	2.82
<b>2010 Housing</b>			
Owner Occupied Housing Units	51.7%	64.1%	67.4%
Renter Occupied Housing Units	39.9%	27.3%	24.3%
Vacant Housing Units	8.4%	8.6%	8.3%
<b>Population</b>			
1990 Population	13,449	35,392	42,098
2000 Population	15,522	54,567	66,639
2010 Population	16,798	73,958	97,419
2015 Population	17,206	81,931	109,676
1990-2000 Annual Rate	1.44%	4.42%	4.7%
2000-2010 Annual Rate	0.77%	3.01%	3.77%
2010-2015 Annual Rate	0.48%	2.07%	2.4%

In the identified market area, the current year population is 97,419. In 2000, the Census count in the market area was 66,639. The rate of change since 2000 was 3.77 percent annually. The five-year projection for the population in the market area is 109,676, representing a change of 2.4 percent annually from 2010 to 2015. Currently, the population is 49.6 percent male and 50.4 percent female.

<b>Households</b>			
1990 Households	5,035	12,593	14,728
2000 Households	5,635	19,084	23,066
2010 Households	6,100	25,849	33,926
2015 Households	6,243	28,644	38,247
1990-2000 Annual Rate	1.13%	4.24%	4.59%
2000-2010 Annual Rate	0.78%	3%	3.84%
2010-2015 Annual Rate	0.46%	2.07%	2.43%

The household count in this market area has changed from 23,066 in 2000 to 33,926 in the current year, a change of 3.84 percent annually. The five-year projection of households is 38,247, a change of 2.43 percent annually from the current year total. Average household size is currently 2.82, compared to 2.81 in the year 2000. The number of families in the current year is 25,124 in the market area.

### Housing

Currently, 67.4 percent of the 37,000 housing units in the market area are owner occupied; 24.3 percent, renter occupied; and 8.3 percent are vacant. In 2000, there were 24,560 housing units - 69.0 percent owner occupied, 24.9 percent renter occupied and 6.1 percent vacant. The rate of change in housing units since 2000 is 4.08 percent. Median home value in the market area is \$145,961, compared to a median home value of \$157,913 for the U.S. In five years, median home value is projected to change by 4.2 percent annually to \$179,307. From 2000 to the current year, median home value changed by 4.38 percent annually.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2010 and 2015. ESRI converted 1990 Census data into 2000 geography.

# Demographics

## 12th Avenue Place

**Ring: 1, 3, 5 Miles**

	1 mile radius	3 miles radius	5 miles radius
<b>Median Household Income</b>			
1990 Median HH Income	\$19,875	\$21,620	\$22,510
2000 Median HH Income	\$29,112	\$35,497	\$36,913
2010 Median HH Income	\$42,205	\$50,237	\$51,672
2015 Median HH Income	\$50,729	\$57,055	\$58,157
1990-2000 Annual Rate	3.89%	5.08%	5.07%
2000-2010 Annual Rate	3.69%	3.45%	3.34%
2010-2015 Annual Rate	3.75%	2.58%	2.39%
<b>Per Capita Income</b>			
1990 Per Capita Income	\$9,042	\$9,457	\$9,623
2000 Per Capita Income	\$13,221	\$14,982	\$15,388
2010 Per Capita Income	\$18,012	\$20,517	\$20,902
2015 Per Capita Income	\$19,752	\$22,971	\$23,229
1990-2000 Annual Rate	3.87%	4.71%	4.81%
2000-2010 Annual Rate	3.06%	3.11%	3.03%
2010-2015 Annual Rate	1.86%	2.29%	2.13%
<b>Average Household Income</b>			
1990 Average Household Income	\$23,377	\$25,931	\$26,890
2000 Average Household Income	\$34,938	\$41,846	\$43,433
2010 Average HH Income	\$47,828	\$57,832	\$59,350
2015 Average HH Income	\$52,473	\$64,854	\$65,998
1990-2000 Annual Rate	4.1%	4.9%	4.91%
2000-2010 Annual Rate	3.11%	3.21%	3.09%
2010-2015 Annual Rate	1.87%	2.32%	2.15%
<b>Households by Income</b>			
Current median household income is \$51,672 in the market area, compared to \$54,442 for all U.S. households. Median household income is projected to be \$58,157 in five years. In 2000, median household income was \$36,913, compared to \$22,510 in 1990.			
Current average household income is \$59,350 in this market area, compared to \$70,173 for all U.S. households. Average household income is projected to be \$65,998 in five years. In 2000, average household income was \$43,433, compared to \$26,890 in 1990.			
Current per capita income is \$20,902 in the market area, compared to the U.S. per capita income of \$26,739. The per capita income is projected to be \$23,229 in five years. In 2000, the per capita income was \$15,388, compared to \$9,623 in 1990.			
<b>Population by Employment</b>			
Total Businesses	816	2,555	3,269
Total Employees	6,811	26,672	35,304

Currently, 88.6 percent of the civilian labor force in the identified market area is employed and 11.4 percent are unemployed. In comparison, 89.2 percent of the U.S. civilian labor force is employed, and 10.8 percent are unemployed. In five years the rate of employment in the market area will be 90.3 percent of the civilian labor force, and unemployment will be 9.7 percent. The percentage of the U.S. civilian labor force that will be employed in five years is 91.2 percent, and 8.8 percent will be unemployed. In 2000, 67.3 percent of the population aged 16 years or older in the market area participated in the labor force, and 0.2 percent were in the Armed Forces.

In the current year, the occupational distribution of the employed population is:

- 56.6 percent in white collar jobs (compared to 61.6 percent of U.S. employment)
- 17.0 percent in service jobs (compared to 17.3 percent of U.S. employment)
- 26.5 percent in blue collar jobs (compared to 21.1 percent of U.S. employment)

In 2000, 77.5 percent of the market area population drove alone to work, and 3.8 percent worked at home. The average travel time to work in 2000 was 21.2 minutes in the market area, compared to the U.S. average of 25.5 minutes.

**Population by Education**

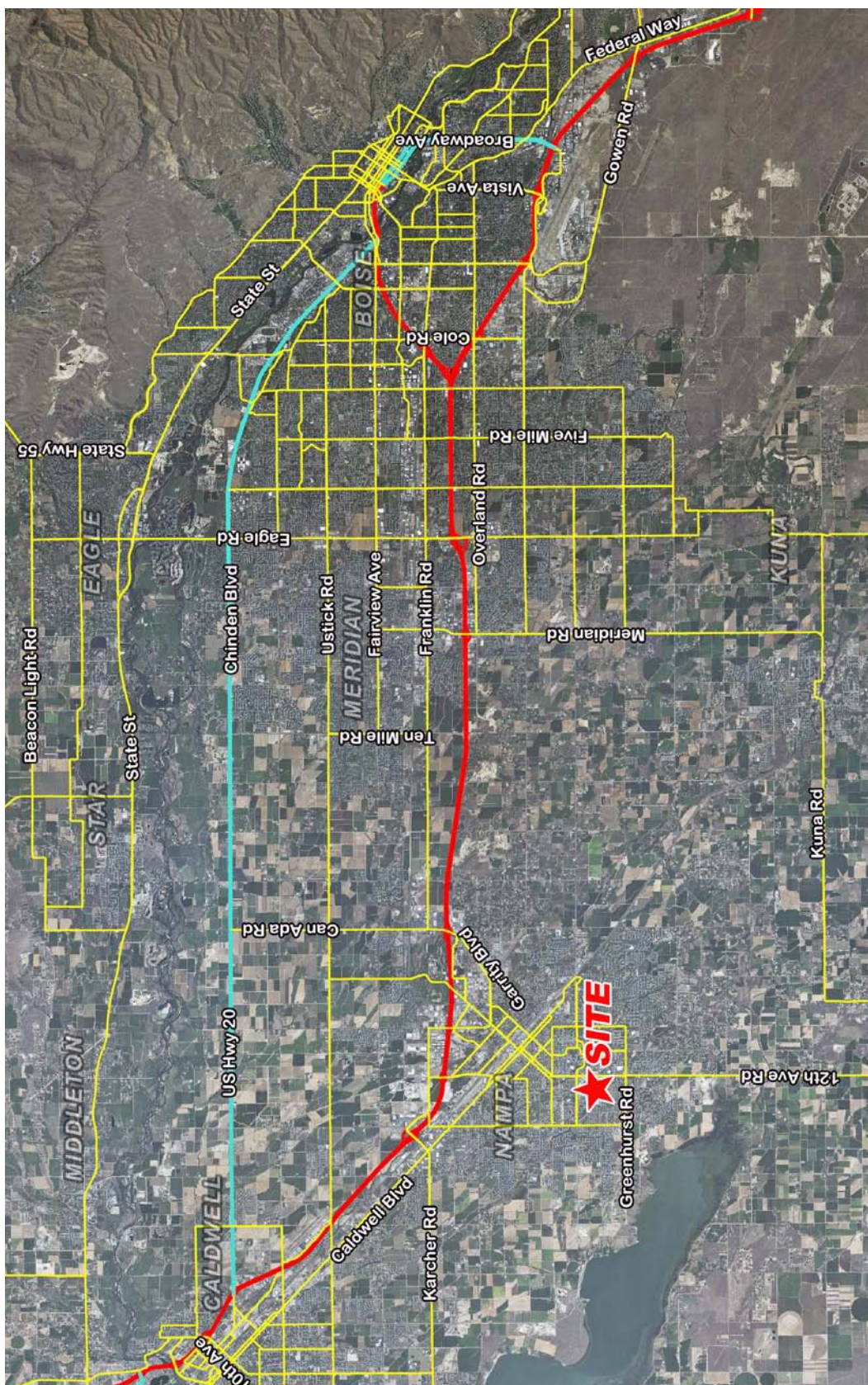
In 2010, the educational attainment of the population aged 25 years or older in the market area was distributed as follows:

- 16.4 percent had not earned a high school diploma (14.8 percent in the U.S.)
- 29.9 percent were high school graduates only (29.6 percent in the U.S.)
- 7.8 percent had completed an Associate degree (7.7 percent in the U.S.)
- 14.6 percent had a Bachelor's degree (17.7 percent in the U.S.)
- 5.7 percent had earned a Master's/Professional/Doctorate Degree (10.4 percent in the U.S.)

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# Locator Map

## 12th Avenue Place



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