



COIT CROSSING

3825 & 3829 W. Spring Creek Parkway

Plano, Texas 75023

NAL Robert Lynn

CAPITAL MARKETS division

OFFERING MEMORANDUM

Sam House

Vice President

D 214 256 7171

M 817 944 6824

shouse@nairl.com

Ash Goldfarb

Senior Financial Analyst

D 214 256 7191

M 214-241-3200

agoldfarb@nairl.com

Table of Contents

Executive Summary 3

- Offering Summary
- Investment Highlights

Property Overview 6

- Property Overview
- Location Map
- Aerials

Market Overview 11

- Dallas/Fort Worth, West Plano Submarket Overview
- West Plano/Retail Snapshot
- Lease Comparables
- Demographics/Traffic Counts

Financial Overview 18

- Assumptions
- Cash Flow Projection
- Rent Roll

Disclaimer: Information included or referred to herein is furnished by third parties and is not guaranteed as to its accuracy or completeness. You understand that all information included or referred to herein is confidential and furnished solely for the purpose of your review in connection with a potential purchase of the subject property(ies), as applicable. Independent estimates of pro forma income and expenses should be developed by you before any decision is made on whether to make any purchase. Summaries of any documents are not intended to be comprehensive or all-inclusive, but rather only outline some of the provisions contained therein and are qualified in their entirety by the actual documents to which they relate. The asset owner(s), their servicers, representatives and/or brokers, including but not limited to NAI Robert Lynn, and their respective agents, representatives, affiliates and employees, (i) make no representations or warranties of any kind, express or implied, as to any information or projections relating to the subject asset(s), and hereby disclaim any and all such warranties or representations, and (ii) shall have no liability whatsoever arising from any errors, omissions or discrepancies in the information. Any solicitation for offers to purchase the subject asset(s) is subject to prior placement and withdrawal, cancellation or modification without notice.

Executive Summary

Coit Crossing



3825 & 3829 W. Spring Creek Parkway, Plano, Texas 75023

NET OPERATING INCOME*	\$664,940
OCCUPANCY	100%
YEAR BUILT	2001
NET RENTABLE AREA	42,033 SF
LOT SIZE	4.80 ACRES

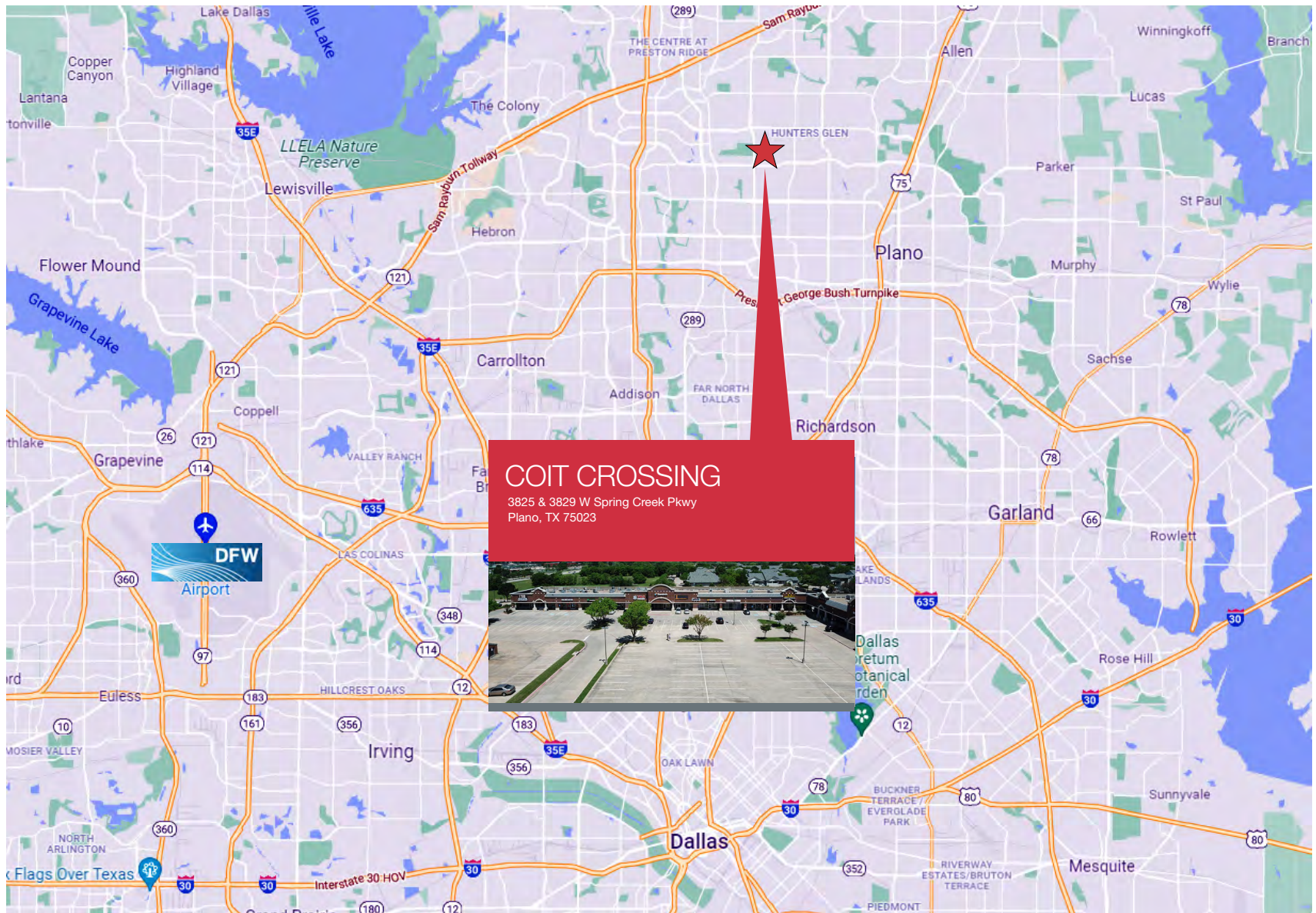
*Estimated snapshot as of 10/1/2021, does not include any projected renewal rent or rollover of tenant space.

- **Below Market Rental Rates** - The weighted average rental rate for Coit Crossing is currently \$16.42 psf, while the average rental rate for the submarket is \$23.20 psf. With rates below market, an investor can realize major upside through eventual lease expirations and tenant replacement.
- **Stabilized Center with Built-In Upside** - At 100% occupancy, Coit Crossing provides stable cash flow while boasting built-in rental increases.
- **Exceptional Positioning with High Traffic Counts** - Located at the NE corner of Coit Rd and W Spring Creek Pkwy (adjacent to Walmart), the Property benefits from its position at an intersection that sees near 80,000 vehicles per day
- **Influential Trade Area and Strong Demographics** - Located in the affluent submarket of West Plano, Coit Crossing is a true neighborhood center that benefits from the strong spending power of the local population and a tenant lineup that caters well to the local demographics. The average household income within a 2, 5, and 10-mile radius is \$137,955, \$117,366, and \$118,074, respectively.
- **Increasingly Dense Population with Proven Historical Growth** - Coit Crossing is located within a submarket that has seen phenomenal growth over the years. Since 2010, the population has grown an outstanding 31% within a 5-mile radius (384,058 residents) and 36% within a 10-mile radius (1,365,426 residents).

Property Overview

Property Name: Coit Crossing
Address: 3825 & 3829 W. Spring Creek Pkwy
Plano, TX
GLA: 42,033 SF
Occupancy: 100%
Year Built: 2001







Market Overview

Market Overview



Dallas-Fort Worth, Texas

Dallas-Fort Worth (“DFW”) is the largest metropolitan area in the Texas, and fourth largest in the United States.

Dallas has become a hub for Corporate America. Due to its central location, favorable business climate, and cost of living, DFW has positioned itself as a top contender on the global stage for corporate investment.

With its powerful economy, DFW is home to over 24 Fortune 500 companies, making it the third-largest concentration of Fortune 500 companies in the United States.

Due to these factors, DFW is the fastest growing city in the nation adding 120,000 new people to the metropolitan area in 2020. This number is forecasted to increase with over 1.4M new residents coming to DFW within the next 10 years.

West Plano Sub-Market

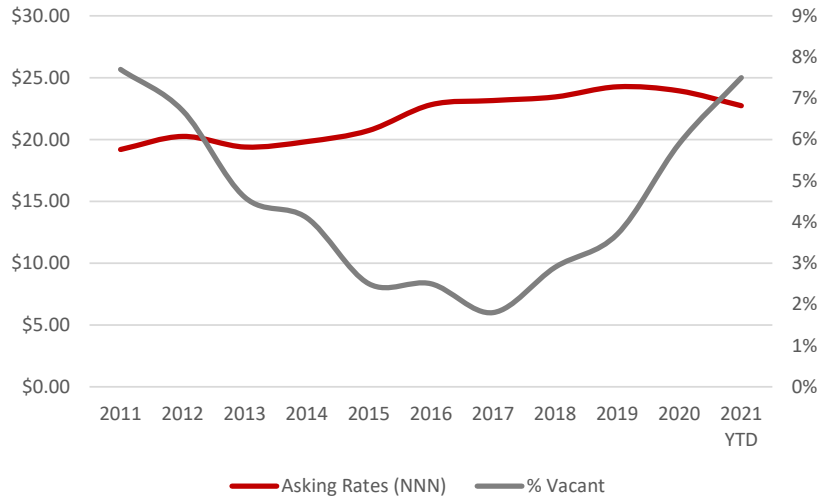
The West Plano submarket is one of the strongest retail hubs in the DFW Metroplex.

Consisting of 9.7 MSF of retail space, the subject property benefits from strong historical demand, location, and affluent demographics.

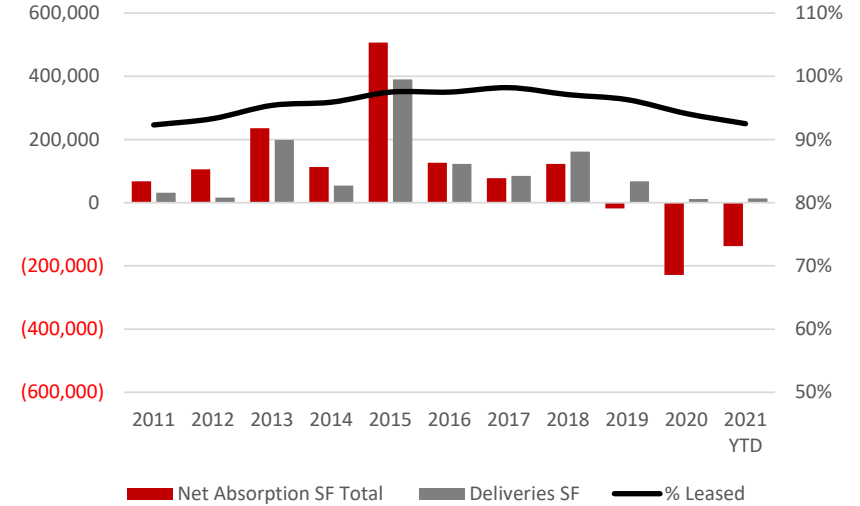
According to CoStar, Median Household Incomes exceed \$150,000 in certain neighborhoods, and because the area is reasonably dense, buying power is high in most parts of the submarket.

West Plano also typically boasts high liquidity for investors, as it ranks 2nd (\$68.6M) within the DFW Metro for Investment Sales Volume over the past 12 months.

Asking Rates & Vacancy









Supply & Demand



Q3 2021 | West Plano Retail Market

Class	# Bldgs	GLA	% Leased	Asking Rates (NNN)	Under Construction	Net Absorption (YTD 2021)	Net Absorption (2020)
A	42	3,060,104	85.1%	\$23.51	-	(192,781)	(157,300)
B	270	5,736,376	96.2%	\$22.10	-	37,866	(48,227)
C	58	671,251	92.3%	\$19.15	-	13,352	(30,070)
Total	370	9,467,731	92.3%	\$22.35	-	(141,563)	(235,597)

	LOCATION	PHOTO	GLA	YEAR BUILT	OCCUPANCY	MAJOR TENANTS	RENTS	NNN
SITE	Coit Crossing 3825 & 3829 W Spring Creek Pky Plano, TX		42,033	2001	100%	Domino's, Minerva Banquet Hall, Texas King, K-9 University	\$12.00-\$21.00	\$6.86
	Plano Crossing 8900 Ohio Dr. Plano, TX		11,866	2016	100%	Del Pietro's Italian Bistro, Academy Fitness of Texas, Onyx Nail Lounge	\$23.00-\$28.00	\$7.12
	Marketplace at Plano 6205 Coit Rd. Plano, TX		109,603	1999	98%	Texas Family Fitness, Dollar Tree, Patel Brothers	\$16.00-\$20.00	\$7.00
	Preston Parker Crossing 4709 Parker Rd Plano, TX		25,637	1994	63%	Campisi's, Massage Green, C2 Education, Silver Tree Interiors	\$16.00-\$21.00	\$7.82
	Independence Park 3020 Legacy Dr. Plano, TX		31,950	1994	88%	Sigel's, Pizza Hut, Millstoine Bakery, Salsa Tex Mex	\$23.00-\$32.00	\$5.82
	Legacy Plaza 6921 Independence Pkwy Plano, TX		57,629	2009 (Renov)	100%	Anytime Fitness, Subzi Mandi, Baskin Robbins, Explore Hoizons	\$25.00-\$30.00	\$8.12

Demographics

	1 MILE	3 MILES	5 MILES
Total Population	14,519	133,227	384,058
Total Households	5,647	50,556	151,556
Average Household Size	2.50	2.60	2.40
Average Household Income	\$130,711	\$134,537	\$117,366

Source: CoStar 2021

Traffic Counts

- W Spring Creek Pkwy 35,885 VPD
- Coit Rd 38,368 VPD

Source: CoStar2020



Financial Information

Analysis Start Date: Oct-2021
% Leased as of Analysis Start Date: 100.0%
Net Rentable Area: (RSF) 42,033

Market Rent Coit Crossing
Yearly Market Rent \$17.00
Reimbursement Method NNN
Rent Increases During Term 3% / yr
Lease Term 5 Years
Renewal Probability % 70%
Downtime 6 Months
Free Rent 3 Months

Market Rent Assumptions

YEAR	GROWTH	
2021		\$17.00
2022	3.0%	\$17.51
2023	3.0%	\$18.04
2024	3.0%	\$18.58
2025	3.0%	\$19.13
Thereafter	3.0%	\$19.71

Tenant Improvements (PSF)

New \$25.00
Renewal \$0.00

Leasing Commissions

New 6.0%
Renewal 4.0%

General Vacancy: 0.0%

Growth Rates

Global Growth Rate:	3.0%
Real Estate Tax Growth:	3.0%
Expense Growth Rate:	3.0%
Management Fee:	3.0%
Capital Reserve (PSF):	\$0.15

Vacant Space Lease-Up

Tenant	LEASED	SF	RATE / YR.	TERM	TI (\$ PSF)	LC (%)
-	-	-	-	-	-	-

General Assumptions

• **EXPENSES**

- CAM - Based on 2021 YTD Statement w/o Property Management Charges - ANNUALIZED
- Insurance - Based on 2021 YTD Statement - ANNUALIZED
- Taxes - Estimated from current CAD Appraised Value (Not a line item on income statement)
- Property MGMT - Assumption Based on Market Pricing

• **RECOVERIES**

- Recovery Revenue is treated as full-pass through based on a pro-rata share per the expenses listed above

	Year Ending Dec 31	1 2022	2 2023	3 2024	4 2025	5 2026	6 2027	7 2028	8 2029	9 2030	10 2031	11 2032
Average Occupancy		99.4%	96.8%	100.0%	97.9%	95.9%	100.0%	95.3%	96.0%	98.6%	95.6%	99.6%
Leases Expiring (RSF) - Initial Term		7,158	6,535	0	5,202	10,428	0	2,575	5,611	0	4,524	0
% Rollover		17.0%	15.5%	-	12.4%	24.8%	-	6.1%	13.3%	-	10.8%	-
Cumulative % Rollover CAGR		17.0%	32.6%	32.6%	45.0%	69.8%	69.8%	75.9%	89.2%	89.2%	100.0%	100.0%
REVENUE	Yr 1 \$/RSF											
Base Rental Revenue	\$15.96	670,904	668,953	677,316	687,914	751,999	782,792	801,919	834,790	880,566	907,294	944,062
Absorption & Turnover Vacancy	(\$0.10)	(4,250)	(23,449)	0	(16,106)	(33,254)	0	(40,165)	(34,871)	(12,390)	(41,139)	(3,998)
Expense Reimbursement Revenue	\$6.82	286,544	285,611	304,943	306,416	309,348	334,492	326,132	338,942	360,624	358,437	387,107
Scheduled Base Rental Revenue	\$22.68	953,198	931,115	982,259	978,224	1,028,093	1,117,284	1,087,886	1,138,861	1,228,800	1,224,592	1,327,171
Free Rent	\$0.00	0	(12,522)	0	(7,248)	(13,458)	(1,552)	(14,818)	(19,046)	(5,575)	(18,512)	(1,799)
Potential Gross Revenue	\$22.68	953,198	918,593	982,259	970,976	1,014,635	1,115,732	1,073,068	1,119,815	1,223,225	1,206,080	1,325,372
Effective Gross Revenue	\$22.68	953,198	918,593	982,259	970,976	1,014,635	1,115,732	1,073,068	1,119,815	1,223,225	1,206,080	1,325,372
EXPENSES												
Electricity	\$0.21	8,674	8,934	9,202	9,478	9,762	10,055	10,357	10,668	10,988	11,317	11,657
Fire Alarm System - R & M	\$0.10	4,126	4,250	4,377	4,509	4,644	4,783	4,927	5,075	5,227	5,384	5,545
Property Insurance	\$0.39	16,264	16,752	17,255	17,772	18,305	18,855	19,420	20,003	20,603	21,221	21,858
Landscaping	\$0.13	5,600	5,768	5,941	6,119	6,303	6,492	6,687	6,887	7,094	7,307	7,526
Parking Lot Sweeping	\$0.25	10,600	10,918	11,246	11,583	11,930	12,288	12,657	13,037	13,428	13,831	14,246
Pest Control	\$0.04	1,632	1,681	1,731	1,783	1,837	1,892	1,949	2,007	2,067	2,129	2,193
Repairs & Maintenance	\$0.25	10,524	10,840	11,165	11,500	11,845	12,201	12,567	12,944	13,332	13,732	14,144
Waste Management	\$0.43	18,010	18,550	19,107	19,680	20,270	20,879	21,505	22,150	22,815	23,499	24,204
Water Expense	\$1.04	43,801	45,115	46,469	47,863	49,299	50,778	52,301	53,870	55,486	57,151	58,865
Internet Service	\$40.97	1,722	1,773	1,827	1,881	1,938	1,996	2,056	2,118	2,181	2,247	2,314
MGMT Fee	\$680.32	28,596	27,558	29,468	29,129	30,439	33,472	32,192	33,594	36,697	36,182	39,761
Property Taxes	\$3,300.00	138,709	142,870	147,156	151,571	156,118	160,802	165,626	170,594	175,712	180,984	186,413
Total Operating Expenses	\$6.86	288,258	295,009	304,944	312,868	322,690	334,493	342,244	352,947	365,630	374,984	388,726
Net Operating Income	\$15.82	664,940	623,584	677,315	658,108	691,945	781,239	730,824	766,868	857,595	831,096	936,646
CAPITAL EXPENDITURES												
Tenant Improvements	\$0.00	0	73,658	0	42,633	79,163	9,129	87,163	112,035	32,797	108,896	10,583
Leasing Commissions	\$0.38	15,831	42,424	0	24,555	45,595	5,258	50,203	64,528	18,890	85,194	6,096
CapEx Reserve	\$0.00	0	0	0	0	0	0	0	0	0	0	0
Total Leasing & Capital Costs	\$0.38	15,831	116,082	0	67,188	124,758	14,387	137,366	176,563	51,687	194,090	16,679
Net Cash Flow	\$15.44	649,109	507,502	677,315	590,920	567,187	766,852	593,458	590,305	805,908	637,006	919,967

Tenant	Suite	SQ FT	Pro Rata Share	Lease Dates		YR 1 Base Rent			Recoveries		Recovery Type
				Start	End	Annual	Monthly	PSF	Annual	PSF	
Madurai Thattu Kadai	100	3,000	7.1%	9/1/2017	11/30/2022	\$54,000	\$4,500	\$18.00	\$20,430	\$6.81	NNN
Royal Sweets ¹	101-102	3,068	7.3%	4/27/2011	10/31/2031	\$52,156	\$4,346	\$17.00	\$20,893	\$6.81	NNN
Omgelato	103	1,750	4.2%	11/15/2019	7/31/2025	\$36,750	\$3,063	\$21.00	\$11,918	\$6.81	NNN
Asha Salon & Boutique ¹	104A	1,456	3.5%	4/27/2011	10/31/2031	\$24,752	\$2,063	\$17.00	\$9,915	\$6.81	NNN
Trinity Cuisine	104B-105	2,575	6.1%	10/1/2018	9/30/2028	\$51,500	\$4,292	\$20.00	\$17,536	\$6.81	NNN
Bollywood Boutique	106B	2,139	5.1%	2/1/2016	5/31/2023	\$35,292	\$2,941	\$16.50	\$14,567	\$6.81	NNN
Domino's	106A	2,000	4.8%	7/17/2014	1/31/2025	\$34,000	\$2,833	\$17.00	\$13,620	\$6.81	NNN
Best Brains	108	1,452	3.5%	2/19/2014	8/31/2024	\$26,136	\$2,178	\$18.00	\$9,888	\$6.81	NNN
Willow Foot Spa	109	1,050	2.5%	6/1/2021	10/31/2026	\$17,850	\$1,488	\$17.00	\$7,151	\$6.81	NNN
Hindu Temple	110-112A	4,396	10.5%	6/1/2017	8/31/2023	\$72,534	\$6,045	\$16.50	\$29,937	\$6.81	NNN
K-9 University ¹	115	4,158	9.9%	12/1/2010	11/30/2022	\$74,844	\$6,237	\$18.00	\$28,316	\$6.81	NNN
Minerva Banquet Hall	200	9,378	22.3%	8/25/2015	2/28/2026	\$112,536	\$9,378	\$12.00	\$63,864	\$6.81	NNN
Texas King	209	5,611	13.3%	2/17/2014	8/31/2029	\$78,554	\$6,546	\$14.00	\$38,210	\$6.81	NNN
Total Count/SF	13	42,033	100%	Totals		\$670,904	\$55,909		\$286,244		
Occupied	13	42,033	100%								
Available	0	0	0%								
Weighted Avg Rent	\$15.77										

Notes:

[1] Tenants listed have recently signed renewals/extensions in 2021.



CONFIDENTIAL OFFERING MEMORANDUM



For additional information please contact:

Sam House

Vice President

D 214 256 7171

M 817 944 6824

shouse@nairl.com

Ash Goldfarb

Senior Financial Analyst

D 214 256 7191

M 214 241 3200

agoldfarb@nairl.com

Disclaimer: Information included or referred to herein is furnished by third parties and is not guaranteed as to its accuracy or completeness. You understand that all information included or referred to herein is confidential and furnished solely for the purpose of your review in connection with a potential purchase of the subject property(ies), as applicable. Independent estimates of pro forma income and expenses should be developed by you before any decision is made on whether to make any purchase. Summaries of any documents are not intended to be comprehensive or all-inclusive, but rather only outline some of the provisions contained therein and are qualified in their entirety by the actual documents to which they relate. The asset owner(s), their servicers, representatives and/or brokers, including but not limited to NAI Robert Lynn and their respective agents, representatives, affiliates and employees, (i) make no representations or warranties of any kind, express or implied, as to any information or projections relating to the subject asset(s), and hereby disclaim any and all such warranties or representations, and (ii) shall have no liability whatsoever arising from any errors, omissions or discrepancies in the information. Any solicitation for offers to purchase the subject asset(s) is subject to prior placement and withdrawal, cancellation or modification without notice.