

ROSWELL PLACE

High-Performing Strip Center | Walmart/Sam's Outparcel

Offering
Memorandum

4504 N. Main St. | Roswell, NM 88201



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 **INVESTMENT**
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Investment Highlights

Investment Property Advisors is pleased to offer for sale, Roswell Place, a high-performing strip center positioned on a Walmart and Sam's Club outparcel. The strip center is located at 4504 N. Main St. in the premier trade area of Roswell, New Mexico. Main St. is the main thoroughfare in Roswell, with excellent frontage and visibility. In addition to the frontage and access, the center features large pylon and building signage as well. Roswell, which is the fifth largest city in the State of New Mexico, services a trade area population of more than 65,000 people.

The approximately 11,890 sq. ft. strip center is situated on about 1.23 acres. All of the tenants are operating under NNN leases. In addition to being anchored by Walmart and Sam's Club, there is strong co-tenancy with surrounding properties making it a dense retail corridor. Neighboring tenants include O'Reilly Auto Parts, Hobby Lobby, Marshalls, Petco and McDonald's among others. The strip center features a mix of national, regional and local tenants.

This investment benefits from the strong credit tenancy and anchor tenants, visibility from a major thoroughfare, and predictability from the long-tenured tenants. The portfolio also boasts newer and extended lease terms, which provides stability for an investor. Substantial cash flow, combined with low downside risk, make this property an opportunity on which an investor can capitalize.

Roswell Place

- High-performing retail strip center
- Premier location
 - Walmart/Sam's outparcels
- Building size: ±11,890 SF
- Land size: ±1.23 Acres
- Mix of national, regional, and local tenants
- Long-tenured tenants
 - Many of the tenants have exercised renewal options
 - New, long-term (~10 years) lease with Zales corporate
- Strategically located on Main St, the major thoroughfare in Roswell, with more than 15,600 cars per day
- Large pylon and building signage
- Dense retail corridor
 - Neighboring tenants include O'Reilly Auto Parts, Hobby Lobby, Panda Express, and McDonald's among others
- Staggered lease rollovers
- Long-term, predictable cash flow
- NNN leases
- Roswell is the 5th largest city in New Mexico:



65,000+ trade area population



Offering Summary

Purchase Price	\$3,200,000
Net Operating Income	\$256,458
Cap Rate	8.00%
Lease Types	NNN
Occupancy	92%

Tenant Highlights



SUPERCUTS®

Supercuts is a hair salon franchise with more than 2,400 locations across the country. Supercuts was founded in 1975 by Geoffrey Rappaport and Frank Emmett in the San Francisco Bay. Supercuts is subsidiary of Regis Corporation and is headquartered in Minneapolis.

US Nails & Spa

USA Nails & Spa offers a variety of nail care services, including applications of acrylic, crystal and gel nails. Pedicures and manicures are among some of the services offered at USA Nails & Spa. The salon uses high-quality products and prides itself on its client-focused services.

russell·cellular verizon® authorized retailer

Russell Cellular is a Verizon Wireless authorized retailer and is one of the country's largest Verizon retailers. Russell Cellular currently has more than 390 locations located across 30 states. Verizon Wireless is the largest telecommunications provider in the country with more than 149 million subscribers.

CASH STORE

Cash Store has been a provider of cash loans since 1996. The company has expanded to more than 340 locations located across seven states. The company boasts over a 90% approval rate and offers several different loan options to fit customer needs.



Zero Degrees is a local coffee shop that offers boba tea, smoothies and coffee. The coffee shop is a favorite among locals and tourists with its at-home feel and wide selection of drinks.



Sally Beauty Supply is specialty retailer and distributor of professional beauty supplies all across the world. The company sells and distributes through more than 4,000 stores. Sally Beauty offers more than 6,000 products for hair, skin, and nails through professional lines as well as through an extensive selection of proprietary merchandise.



Gamestop is the largest video game retailer with more than 7,100 stores in 15 countries across the world. The retailer was founded in 1984 by Daniel Dematteo in Texas where it is still headquartered today. The company boasts more than 18,000 full-time employees and annual revenues that exceed \$9 billion.



Zales is an American jewelry retailer that was founded in 1924 by Morris Zale, William Zale, and Ben Lipshy. Signet Jewelers bought Zale Corporation in 2014. Signet Jewelers owns and operates the companies Zales, Kay Jewelers, and Jared. Signet Jewelers is traded on the New York Stock Exchange and is an over \$6 billion company.

Operating Summary



	Amount	\$/SF
Current Projected Rent	\$ 261,829	\$ 22.02
Signage Income	\$ 720	\$ 0.06
Expense Reimbursements	\$ 52,542	\$ 4.42
GROSS SCHEDULED INCOME	\$ 315,091	\$ 26.50
Estimated Reimbursable Operating Expenses		
Insurance	\$ 7,746	\$ 0.65
Management Fees	\$ 16,930	\$ 1.42
Property Taxes	\$ 13,701	\$ 1.15
Snow Removal	\$ 860	\$ 0.07
Roof Repairs	\$ 580	\$ 0.05
Parking Lot	\$ 2,000	\$ 0.17
Signs	\$ 500	\$ 0.04
Exterior Building	\$ 1,500	\$ 0.13
Grounds & Maintenance	\$ 3,860	\$ 0.32
Irrigation System	\$ 100	\$ 0.01
Interior Building	\$ 199	\$ 0.02
Lights	\$ 500	\$ 0.04
Landscape Changes	\$ 100	\$ 0.01
Powerwash	\$ 500	\$ 0.04
Utilities - Electric	\$ 2,153	\$ 0.18
Utilities - Gas	\$ 121	\$ 0.01
Utilities - Refuse	\$ 2,676	\$ 0.23
Utilities - Water/Sewer	\$ 4,607	\$ 0.39
Total Reimbursable Operating Expenses	\$ 58,633	\$ 4.93
Net Operating Income	\$ 256,458	\$ 21.57

Site Aerial



Drone Photography



Site Photos



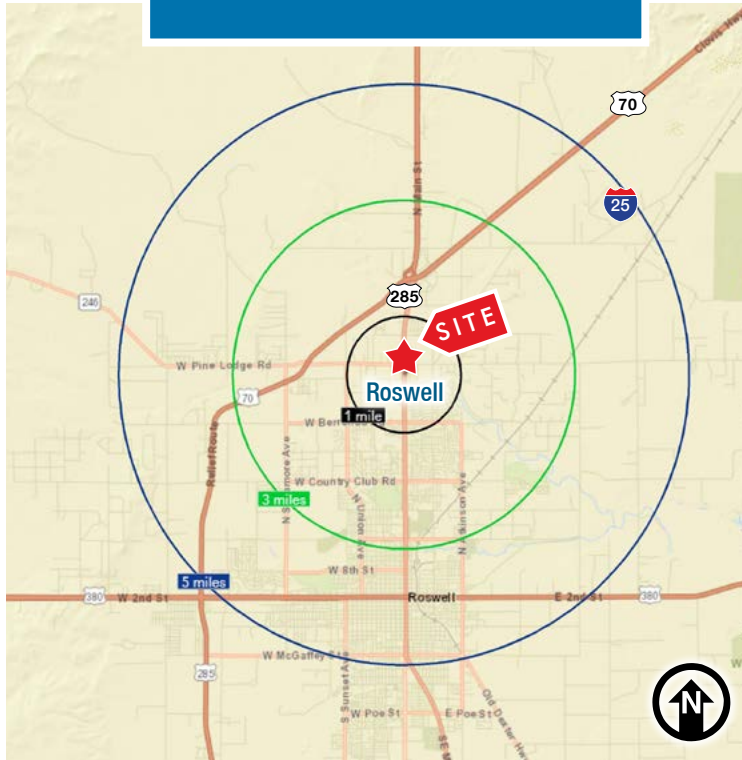
High-Performing Strip Center



Adjacent Walmart/Sam's Club

Demographics

1, 3 & 5 Miles



	1 Mile	3 Mile	5 Mile			
Summary	2017	2017	2017			
Population	2,475	16,265	37,123			
Households	939	6,256	13,987			
Families	694	4,084	9,180			
Average Household Size	2.61	2.49	2.59			
Owner Occupied Housing Units	795	4,453	9,372			
Renter Occupied Housing Units	145	1,803	4,615			
Median Age	44.4	41.3	36.8			
Trends: 2017 - 2022 Annual Rate	State	State	State			
Population	0.32%	0.32%	0.32%			
Households	0.26%	0.26%	0.26%			
Families	0.09%	0.09%	0.09%			
Owner HHs	0.27%	0.27%	0.27%			
Median Household Income	1.80%	1.80%	1.80%			
	2017	2017	2017			
Households by Income	Number	Percent	Number	Percent	Number	Percent
<\$15,000	84	8.9%	1,022	16.3%	2,838	20.3%
\$15,000 - \$24,999	128	13.6%	787	12.6%	1,844	13.2%
\$25,000 - \$34,999	85	9.1%	786	12.6%	1,738	12.4%
\$35,000 - \$49,999	96	10.2%	720	11.5%	1,815	13.0%
\$50,000 - \$74,999	201	21.4%	962	15.4%	2,103	15.0%
\$75,000 - \$99,999	157	16.7%	898	14.4%	1,634	11.7%
\$100,000 - \$149,999	139	14.8%	768	12.3%	1,437	10.3%
\$150,000 - \$199,999	31	3.3%	164	2.6%	311	2.2%
\$200,000+	18	1.9%	151	2.4%	267	1.9%
Median Household Income	\$57,131		\$45,247		\$38,778	
Average Household Income	\$67,931		\$61,738		\$55,283	
Per Capita Income	\$25,771		\$24,882		\$21,368	
	2017	2017	2017	2017	2017	2017
Population by Age	Number	Percent	Number	Percent	Number	Percent
0 - 4	141	5.7%	1,000	6.1%	2,742	7.4%
5 - 9	157	6.3%	1,034	6.4%	2,691	7.2%
10 - 14	174	7.0%	1,057	6.5%	2,601	7.0%
15 - 19	160	6.5%	1,389	8.5%	2,847	7.7%
20 - 24	113	4.6%	954	5.9%	2,385	6.4%
25 - 34	214	8.6%	1,615	9.9%	4,558	12.3%
35 - 44	298	12.0%	1,701	10.5%	3,988	10.7%
45 - 54	305	12.3%	1,834	11.3%	4,091	11.0%
55 - 64	350	14.1%	2,074	12.8%	4,516	12.2%
65 - 74	308	12.4%	1,831	11.3%	3,650	9.8%
75 - 84	172	6.9%	1,103	6.8%	2,024	5.5%
85+	85	3.4%	670	4.1%	1,033	2.8%



City Overview

Demographics

Residential population

66,547

Households

23,634

Median household income

\$40,597

Average household income

\$53,704

Employed population

22,600

Total businesses

2,081

Roswell, New Mexico

The City of Roswell, located in Chaves County in the southeast quadrant of New Mexico, is a growing city that is home to a thriving population exceeding 65,000 residents in the MSA making it the fifth largest city in New Mexico. Roswell is well known not only for aliens, but for their hospitality in welcoming new businesses (while supporting existing ones) and visitors alike. Roswell is widely known as the Alien Capital of the World after the famous 1947 Roswell UFO incident. This claim to fame attracts tourists and visitors from around the world. More than 175,000 visitors visit the UFO site each and every year.

When it comes to history, few New Mexico cities have the rich heritage of Roswell. The first non-indigenous settlers of the area around Roswell were a group of pioneers from Missouri, who attempted to start a settlement 15 miles southwest of what is now Roswell in 1865 but were forced to abandon the site because of a lack of water. Van C. Smith, a businessman from Omaha, Nebraska, and his partner, Aaron Wilburn, constructed two adobe buildings in 1869 that began what is now Roswell. Van C. Smith was the son of Roswell Smith, a prominent lawyer in Lafayette, Indiana, and Annie Ellsworth, daughter of U.S. Patent Commissioner Henry Leavitt Ellsworth. He called the town Roswell, after his father's first name. The two buildings became the settlement's general store, post office, and sleeping quarters for paying guests. Capt. Joseph C. Lea first platted Roswell in 1885 and brought stability to the area after the trials of the Lincoln County War. In 1890, a vast artesian water supply was discovered beneath Roswell and ditches were dug to divert the water into vegetable fields. In 1891, the town of Roswell was incorporated.

Roswell has been the home to New Mexico Military Institute (NMMI) since 1891. This four year high school and two year junior college has been the breeding ground for many talented young men and women in New Mexico and around the country. Notable graduates include Conrad Hilton, Roger Staubach, and Sam Donaldson. NMMI holds a long history of appointing its graduates to West Point and other military academies as well as important appointments in our nation's military forces. NMMI averages just under 1,000 cadets each academic year.

In addition to education, economic drivers in Roswell encompass farming, ranching, manufacturing, distribution, and petroleum production. Roswell is home to 12 major oilfield companies which is a reflection of the livability of the city and the strong, efficient oil production in the Permian Basin. The physical infrastructure makes Roswell an ideal place for business now and in the future. There is enough gas, electricity, and water to support 300,000 people, which is why Roswell continues to be a large agricultural producer. Leprino Foods produces more mozzarella cheese than any other single facility in the United States and Chaves County is the 12th largest milk producing County in the country.

The All-America City of Roswell's objective is to continue to provide its citizens with the best quality of life achievable. Its goal is to provide quality, cost-effective services to the corporate and residential citizens of Roswell.