



SHOPPES AT
Ocala

O C A L A , F L O R I D A

OFFERING MEMORANDUM

EXCLUSIVELY LISTED BY

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MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES





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01 INVESTMENT OVERVIEW

SHOPPES AT
OCALA



OFFERING SUMMARY

Matthews Real Estate Investment Services™ is proud to offer qualified buyers the rare opportunity to acquire a newly constructed retail center that is shadow-anchored to a dominant Walmart Neighborhood Market grocery store. The property is located in Ocala, Florida, which is a metropolitan statistical area of over 360,000 residents. The tenancy consists of internet-resistant tenants and provides investors with strong dependable cash flow. The property is being delivered free and clear of debt and investors will have the opportunity to place attractive financing on the property and achieve significant leveraged returns.

INVESTMENT HIGHLIGHTS

- **Beautiful, State of the Art Strip Center** – 2017 Construction: Purchaser will be buying a state-of-the-art strip center with no immediate cap-ex requirements.
- **Shadow Anchored to World's Largest Retailer:** Shoppes at Ocala has a competitive advantage in the marketplace as it is shadow-anchored to Walmart, the world's largest retailer. The center benefits from being adjacent to a grocery store that provides substantial, weekly foot traffic.
- **Located at the entrance of On Top of the World,** a 13,000 acre master planned community with 12,000 homes.
- **Walmart Neighborhood Market** is an investment-grade grocer and one of the most dominant retail operators in the world, commanding some of the lowest-priced groceries in the industry. Strip centers that benefit from grocery traffic are the most sought after by convenience-oriented tenants.
- **Ability to Create Passive Income, 100% Expense Reimbursement:** An investor can use a management company to create a passive, hands-off investment. All tenants reimburse a management fee! The combination of new construction and a local management company results in a passive investment. All tenants reimburse their PRS of CAM/TAX/INS/MGMT.
- **Internet Resistant, Convenience Oriented Tenants:** Shops at Ocala is a convenience-oriented community center whose tenants are the least affected by online retail.
- **Income tax-free state** with explosive growth.



Price:
\$4,920,000



Cap:
6.90%



NOI:
\$338,948



GLA:
±16,100 SF

02
PROPERTY
OVERVIEW

SHOPPES AT
Ocala



SHOPPES AT OCALA



ADDRESS
7859 SW Hwy 200,
Ocala, FL 34476



GROSS LEASABLE AREA
± 16,100 SF



APN
1 35300-001116
2 35300-02500



CURRENT OCCUPANCY
100.0%



LAND AREA
± 7.47 AC



TOTAL TENANTS
6



YEAR BUILT
2017



PROPERTY TYPE
SHADOW ANCHORED



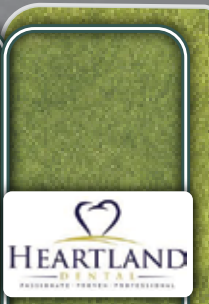
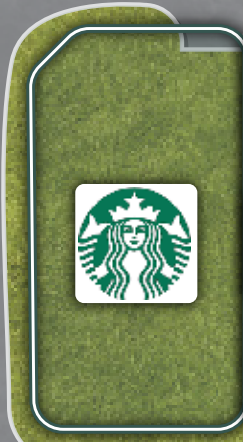
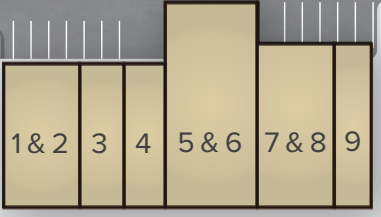


LEGEND:

-  SUBJECT PROPERTY
-  NAP

TENANT ROSTER

Suite	Tenant	Square Feet
101, 102	Dr. Snooze	3,500
103	Verizon Wireless	1,400
104	Ocala Tobacco & Vapor	1,400
105, 106	Azul Mexican Restaurant	5,000
107, 108	Studio Salon	3,200
109	KA Nails & Spa	1,600
Totals	6 Suites	16,100 SF



200

± 41,000 VPD



BIG LOTS!

OCALA PHARMACY

bealls ACE
OUTLET. Hardware
CVS pharmacy
AutoZone

McDonald's

Ocala Health
Family Care Specialists

WELLS FARGO

QUICK CARE MED
WALK-IN CLINIC & URGENT CARE

FRIENDSHIP CENTER
SHOPPING CENTER

True Value
ROSES
Bank OZK

CLUB CAR
DARRELL'S DINER
EDWARD JONES
EL MEZCAL MEXICAN
FRIENDSHIP BARBERS
MONTESSORI HOUSE
OCALA GOLF CART
PIZZA HUT
SKY NAILS
USPS
ETC.

BANK OF AMERICA



CHASE

200

± 41,000 VPD

Walgreens

TACO BELL

TWISTEE TREAT

Publix
Jersey Mike's
SUBS
HC
hair cutters

SW 80TH ST
± 10,300 VPD

SHOPPES AT OCALA



ON TOP OF THE WORLD
± 13,000 Acres
± 12,000 Homes

200

± 41,000 VPD

SHOPPES AT OCALA

Publix

SW 80TH ST
±10,300 VPD

DOWNTOWN OCALA

± 13 MILES AWAY

Ocala Health
Ocala Regional Medical Center

CF COLLEGE of CENTRAL FLORIDA

PADDOCK MALL

Advent Health

- ALDI
- BEST BUY
- BMW
- CARMAX
- CHEDDAR'S
- CHIPOTLE
- HOBBY LOBBY
- HOMWOOD SUITES
- LAND ROVER
- MARKET STREET
- PLANET FITNESS
- PORSCHE
- TARGET
- T.J. MAXX
- ETC.



200

± 41,000 VPD



SHOPPES AT OCALA

03
FINANCIAL
OVERVIEW
SHOPPES AT
OCALA



RENT ROLL

Suite	Tenant	Lease Start	Lease End	Square Feet	% of NRA	Contract Rental Rate		Rent \$ PSF		Annual Recovery	Recovery Per Area	Expense Category	Recovery Method
						Year	Month	Year	Month				
101, 102	Dr. Snooze	Feb-17	May-23	3,500	21.7%	\$93,000	\$7,750	\$26.57	\$2.21	\$25,728	\$7.35	CAM INS TAX MGMT	PRS PRS PRS PRS
103	Verizon Wireless	Mar-18	May-24	1,400	8.7%	\$33,600	\$2,800	\$24.00	\$2.00	\$10,291	\$7.35	CAM INS TAX MGMT	PRS PRS PRS PRS
104	Ocala Tobacco & Vapor	Apr-20	Apr-23	1,400	8.7%	\$33,600	\$2,800	\$24.00	\$2.00	\$10,291	\$7.35	CAM INS TAX MGMT	PRS PRS PRS PRS
105, 106	Azul Mexican Restaurant	Jun-21	Dec-26	5,000	31.1%	\$90,000	\$7,500	\$18.00	\$1.50	\$36,755	\$7.35	CAM INS TAX MGMT	PRS PRS PRS PRS
107, 108	Studio Salon	Dec-18	Mar-24	3,200	19.9%	\$73,600	\$6,133	\$23.00	\$1.92	\$23,523	\$7.35	CAM INS TAX MGMT	PRS PRS PRS PRS
109	KA Nails & Spa	Nov-16	Jun-22	1,600	9.9%	\$38,400	\$3,200	\$24.00	\$2.00	\$11,762	\$7.35	CAM INS TAX MGMT	PRS PRS PRS PRS
Occupied Totals - In Place				16,100	100.0%	\$362,200	\$30,183	\$22.50	\$1.87	\$118,351	\$7.35		
Vacant Totals				0	0.0%	\$0	\$0	\$0.00	\$0.00	\$0	\$0.00		
Totals				16,100	100.0%	\$362,200	\$30,183	\$22.50	\$1.87	\$118,351	\$7.35		

FINANCIAL OVERVIEW

	Year 1	
	Total	\$/SF
Income		
Rental Income	\$362,200	\$22.50
Other / Percentage Rent	\$0	\$0.00
Vacancy Factor	(\$23,252)	(\$1.44)
Reimbursement Revenue	\$118,351	\$7.35
Effective Gross Income	\$457,299	\$28.40
Expenses		
Real Estate Taxes	\$60,501	\$3.76
Insurance	\$11,834	\$0.74
CAM	\$30,000	\$1.86
MGMT	\$16,016	\$0.99
EGI (%)	3.5%	-
Total Operating Expense	\$118,351	\$7.35
Net Operating Income	\$338,948	\$21.05

DEBT QUOTE

Loan quote provided by Matthews™ based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing.

LTV: 65.00%

INTEREST RATE: 3.850%

AMORTIZATION: 25

PATRICK FLANAGAN

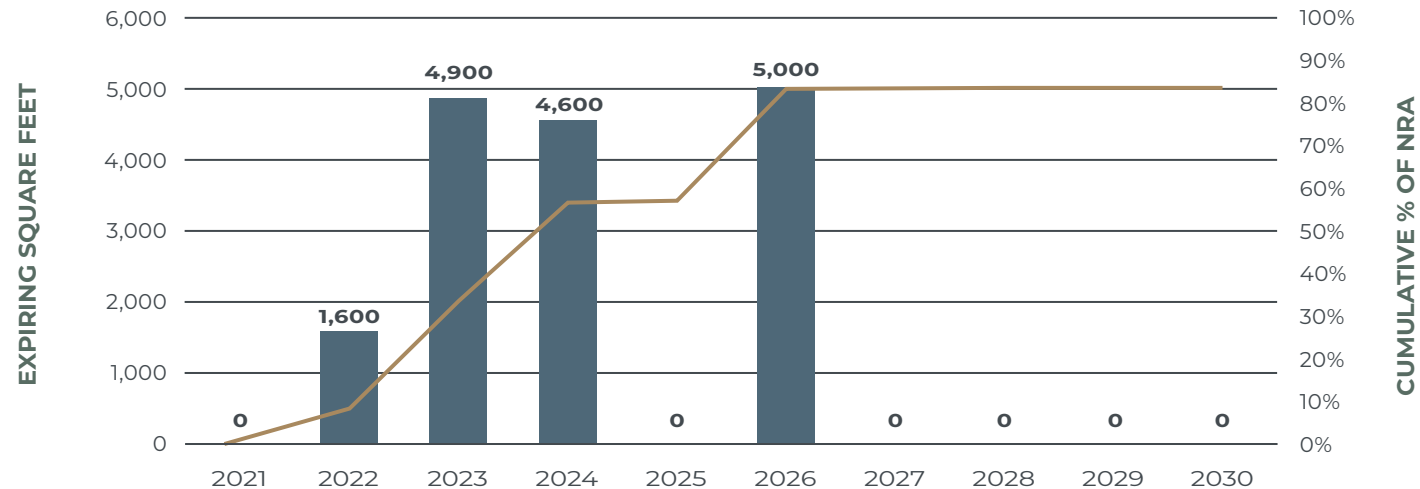
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TENANT EXPIRATION SCHEDULE

Year	Year End	Sq Ft	% of GLA	Cumulative %
1	2021	0	0%	0%
2	2022	1,600	10%	10%
3	2023	4,900	30%	40%
4	2024	4,600	29%	69%
5	2025	0	0%	69%
6	2026	5,000	31%	100%
7	2027	0	0%	100%
8	2028	0	0%	100%
9	2029	0	0%	100%
10	2030	0	0%	100%
Occupied		16,100	100%	
Vacant		0	0%	
Total		16,100	100%	

TENANT EXPIRATIONS



04

AREA

OVERVIEW

SHOPPES AT

OCALA



OCALA, FL

Ocala is a city in Marion County, Florida, United States, which is part of the northern region of the state. Tucked into north-central Florida in a region known as “horse country,” Ocala offers visitors winding community pathways lined with oak trees and dangling trellises of Spanish moss, and the opportunity to explore miles of untainted nature. Ocala and the region’s freshwater streams, rolling hills, and clean air remain unspoiled and have been used for Hollywood movies.

Ocala is home to the College of Central Florida as well as a satellite campus of Rasmussen College. The area’s farms are famous for their thoroughbred horses, in terrain similar to Kentucky bluegrass. Ocala is also known for nearby Silver Springs, the site of one of the largest artesian spring formations in the world and Silver Springs Nature Theme Park, one of the earliest tourist attractions in Florida. Ocala is home to Ocala National Forest, the second-largest national forest in the state and the Florida Trail which cuts through the forest. Other cultural points of interest are the Coca Cola Building, the Union Train Station and the Appleton Museum of Art.



360,000+
MARION COUNTY
POPULATION



11+ Billion
GROSS METRO
PRODUCT



\$46,798+
MEDIAN
HOUSEHOLD INCOME



DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2026 Projection	4,527	34,249	54,332
2021 Estimate	4,202	31,820	50,483
2010 Census	3,474	25,500	40,125
Annual Growth: 2021 - 2026	7.73%	7.63%	7.62%
Annual Growth: 2010 - 2021	20.96%	24.78%	25.81%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2026 Projection	2,491	16,992	25,847
2021 Estimate	2,340	15,929	24,159
2010 Census	2,019	13,210	19,585
Annual Growth: 2021 - 2026	6.45%	6.67%	6.99%
Annual Growth: 2010 - 2021	15.90%	20.58%	23.36%
INCOME	1-MILE	3-MILE	5-MILE
2021 Avg. Household Income	\$61,768	\$66,562	\$69,941

ON TOP OF THE WORLD

Shoppes at Ocala sits at the main entrance to On Top of the World - a planned community with around 12,000 homes on 13,000 acres.

Florida tops the list of best states for retirement, and located at the center of Florida with its leisurely lifestyle, On Top of the World provides unsurpassed active adult living within this expansive community.

The medical community of Marion County is exceptional, offering four area hospitals, two of which are only minutes from On Top of the World. Medical professionals with specialties and expertise in all disciplines can be found locally. Located in Gainesville, just a short drive away, are the world-famous Shands Teaching Hospital and the region's Veteran's Hospital.



UNMATCHED AMENITIES

With unmatched amenities, On Top of the World Communities is the leader of 55+ recreational activities in retirement communities in Florida, in both quantity and quality.



UNMATCHED CONSTRUCTION

Each new home at On Top of the World Ocala is built with quality, steel reinforced, concrete block construction using superior materials and brands for better energy efficient homes.



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Shoppes at Ocala** located at **7859 SW Hwy 200, Ocala, FL** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. 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. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any corporation’s logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Matthews Real Estate Investment Services.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

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 Matthews Real Estate Investment Services 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.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

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