

# KINGS VALLEY MARKETPLACE

A 56,491 SQUARE FOOT RETAIL/COMMERCE CENTER

CONIFER (JEFFERSON COUNTY), CO

*OFFERING MEMORANDUM*



Marcus & Millichap

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ZAC0050703

**ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.**

**PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS**

Marcus & Millichap

# KINGS VALLEY MARKETPLACE

CONIFER, COLORADO

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**Marcus & Millichap**

# PROPERTY ANALYSIS

*KINGS VALLEY MARKETPLACE*

Marcus & Millichap

# OFFERING HIGHLIGHTS

## KINGS VALLEY MARKETPLACE

30403 Kings Valley Drive, Conifer, CO 80433

CAPITALIZATION RATE

**TBD**

NET OPERATING INCOME

**\$778,180**

OFFERING PRICE

**MARKET PRICE**

SQUARE FEET

**56,491**

PRICE PER SQUARE FOOT

**TBD**

YEAR BUILT

**2008**




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## INVESTMENT OVERVIEW

The Higgins Group (THG) at Marcus & Millichap is proud to present to qualified investors, Kings Valley Marketplace, an approximate 56,491-net-leasable-square-foot Retail and Commercial Center located in Conifer, CO. Constructed in 2008 on 6.1 acres fronting Highway 285, Kings Valley has immediate access off Highway 285 via ingress and egress turn lanes from both directions. Kum & Go Gas and Convenience Store is highly visible right on Highway 285, offering eight gas pump stations and a 3,411-square-foot convenience store.

The four major tenants at Kings Valley consist of Kum & Go, 3,411 square feet plus ground, Forest Service, 6,037 square feet, Conexsmart, 11,323 square feet, and Kings Emporium having 11,925 square feet. These four tenants total 32,696 net rentable square feet or 58 percent of the center. They all have rent escalators built into their leases. Kum & Go has 86 years left on a 100-year lease, Forest Service has six years left on a 10-year (firm) lease, Conexsmart has nine years remaining and the Emporium has four years remaining. All leases at Kings Valley are gross with the tenant paying for their individual space heat and electric. Only the Forest Service and Kum & Go are Modified Gross where their respective leases allow for rent increases based on prior year's operating expenses.

The future upside of this investment cannot be overstated. Because of the gross and modified gross lease structure, effective rents at Kings Valley are substantially below the market competitors. The overall market is very tight as well, with strong barriers to entry for any new construction. Kings Valley is currently 100 percent leased with a waiting list for new tenants, as well as expansion space for several existing tenants.



Offering 100 percent occupancy, below-market rents, stable tenancy and substantial upside in converting leases to triple net, Kings Valley Marketplace will provide an investor with a very stable, profitable investment opportunity.

# INVESTMENT HIGHLIGHTS

- ▶ Kum and Go, Convenience Store and Gas, National Credit, Fronts on Highway 285 with Direct Access
- ▶ Kum & Go Has 86 Years Left on a 100-Year Lease
- ▶ Forest Service (GSA Lease) - Ten Year FIRM Lease with Six Years Remaining. Annual Rent Increases Based on Prior Year's Operating Expenses
- ▶ Conexsmart, LLC - Privately Held Defense Contractor, Ten Year Lease with Nine Years Remaining. Three Five-Year Extension Options. Annual Escalations
- ▶ Property is 100 Percent Leased
- ▶ Well Maintained with Little if Any Deferred Maintenance
- ▶ Executive Suites are 100 Percent Leased with a Waiting List: Includes Kitchen and Conference Room
- ▶ Household Income of \$136,096 in a Five Mile Radius
- ▶ 26,120 VPD on Highway 285 with Ingress and Egress Turn Lanes
- ▶ Strong Market Demand with Limited Competition
- ▶ Strong Barriers to Entry for New Construction
- ▶ 48,291 Square Feet or 85.49 Percent of Space Have Rent Increases in Leases
- ▶ Gross and Modified Gross Leases Provide Substantial Upside by Converting Future Leases to NNN



<b>Year Built</b>	2008
<b>Net Rentable Square Footage</b>	56,491 SF
<b>Lot Size</b>	6.1 AC
<b>Parking Spaces</b>	291 2.3% Handicapped
<b>Parking Ratio</b>	Office - 3.30 / 1,000 Retail - 5.50 / 1,000 Handicapped - 10 / 1,000
<b>Assessor Parcel Number</b>	61-332-00-002
<b>Zoning</b>	Planned Development



**WINE & SPIRITS**

**Coke**

20-45-502

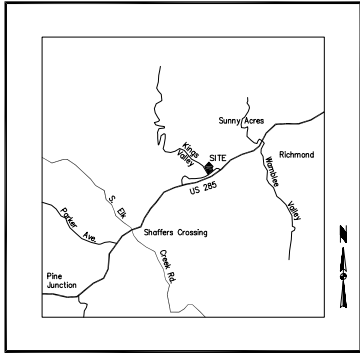
# SITE PLAN

EXEMPTION SURVEY, SEC 28, T6S, R71W, 98015190EXP1

## SITE DEVELOPMENT PLAN - ELK RUN PLAZA

TRACT A, A PORTION OF THE SW 1/4 OF SECTION 28 AND THE NW 1/4 OF SECTION 33, TOWNSHIP 6 SOUTH, RANGE 71 WEST OF THE 6TH PRINCIPAL MERIDIAN, COUNTY OF JEFFERSON, STATE OF COLORADO  
SITE PLAN

CASE NO. 05-167326SD  
MAP NO. 219



LOCALITY MAP SCALE 1"=4000'

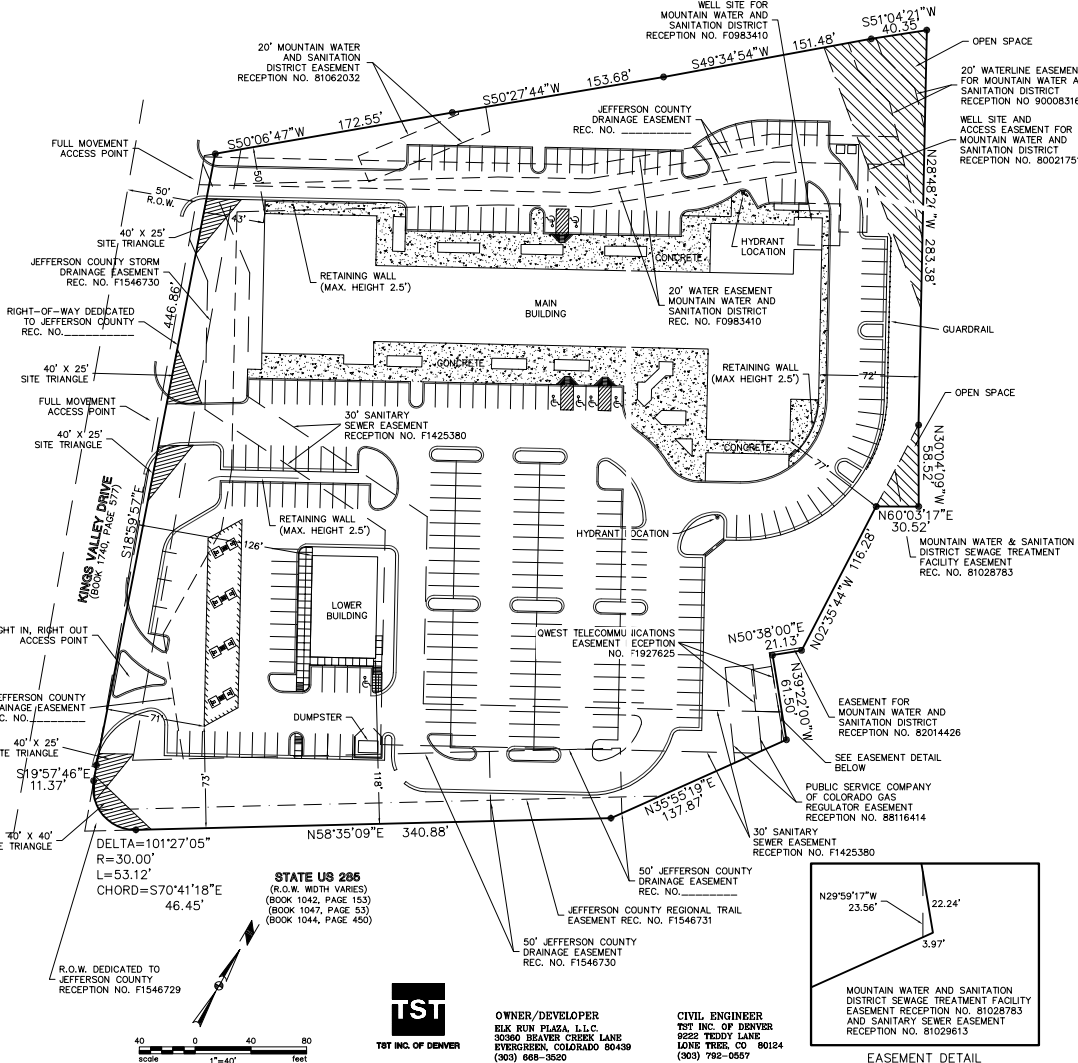
### LEGAL DESCRIPTION - ELK RUN PLAZA

TRACT A, EXEMPTION SURVEY, SEC. 28, T. 6 S., R. 71 W., 98015190EXP1, AS RECORDED IN THE JEFFERSON COUNTY CLERK AND RECORDERS OFFICE AT RECEPTION NUMBER F1262801, EXCEPT THAT PORTION DEDICATED TO JEFFERSON COUNTY AT RECEPTION NO. F1546730 AND MORE PARTICULARLY DESCRIBED AS FOLLOWS:

COMMENCING AT THE NORTH W CORNER OF SAID SECTION 33; THENCE S 50°40'00" W, A DISTANCE OF 717.16 FEET TO THE POINT OF BEGINNING; THENCE N 32°35'10" E, A DISTANCE OF 157.87 FEET TO A POINT; THENCE N 39°22'00" W, A DISTANCE OF 61.50 FEET TO A POINT; THENCE N 50°38'00" E, A DISTANCE OF 21.13 FEET TO A POINT; THENCE N 23°54'44" W, A DISTANCE OF 116.28 FEET TO A POINT; THENCE N 60°31'17" E, A DISTANCE OF 30.52 FEET TO A POINT; THENCE N 30°04'00" W, A DISTANCE OF 58.52 FEET TO A POINT; THENCE N 28°49'26" W, A DISTANCE OF 283.38 FEET TO A POINT ON THE SOUTHERLY LINE OF LOT 1, KINGS VALLEY SOUTH AS RECORDED IN PLAT BOOK 75, PAGE 45; THENCE ALONG THE SOUTHERLY LINE OF LOTS 1, 3 AND 4 SAID KINGS VALLEY SOUTH THE FOLLOWING 3 COURSES; THENCE S 51°04'21" W, A DISTANCE OF 40.35 FEET TO A POINT; THENCE S 49°34'54" W, A DISTANCE OF 151.48 FEET TO A POINT; THENCE S 50°27'44" W, A DISTANCE OF 172.55 FEET TO A POINT ON THE EASTERLY RIGHT OF WAY LINE OF KINGS VALLEY DRIVE AS DESCRIBED AT RECEPTION NO. F1546730; THENCE S 18°39'57" E, ALONG SAID EASTERLY RIGHT OF WAY LINE, A DISTANCE OF 446.86 FEET; THENCE S 19°57'46" E, A DISTANCE OF 11.37 FEET TO A CURVE TO THE LEFT WITH A RADIUS OF 30.00 FEET, A LENGTH OF 53.12 FEET, AND A CHORD WHICH BEARS S 70°41'18" E, 46.45 FEET TO A POINT; THENCE N 58°51'00" E, A DISTANCE OF 340.88 FEET TO THE POINT OF BEGINNING, COUNTY OF JEFFERSON, STATE OF COLORADO, CONTAINING 6.10 ACRES, MORE OR LESS.

### GENERAL NOTES:

- THE APPROVED STORM DRAINAGE PLANS FOR ELK RUN PLAZA ARE ON FILE WITH THE JEFFERSON COUNTY PLANNING DEPARTMENT. THE "DRAINAGE SYSTEM" INCLUDES THE DRAINAGE FACILITIES, DETENTION PONDS, AND ASSOCIATED APPURTENANCES AS DESCRIBED ON THE APPROVED DRAINAGE PLANS. NO MODIFICATION TO THE DRAINAGE SYSTEM SHALL BE ALLOWED WITHOUT PRIOR APPROVAL FROM JEFFERSON COUNTY. THE DRAINAGE SYSTEM LOCATED OUTSIDE OF THE COUNTY RIGHT-OF-WAY SHALL BE OWNED AND MAINTAINED BY THE OWNER ITS SUCCESSOR(S) OR ASSIGNS(S).
- NO DIRECT ACCESS WILL BE PERMITTED INTO 285 FRONTAGE ROAD.
- PURSUANT TO SECTION 3.E OF THE JEFFERSON COUNTY ZONING RESOLUTION, THE PLANNING DIRECTOR HAS ALLOWED THE FOLLOWING MINOR VARIATIONS TO THE JEFFERSON COUNTY ZONING RESOLUTION AND THE OFFICIAL DEVELOPMENT PLAN OF ELK RUN CENTER RECORDED AT RECEPTION NO. 80021751, BOOK 20, PAGE 52:
  - MINOR VARIATION TO ALLOW 21.259 SQUARE FEET OF SECOND STORY FLOOR AREA WHERE 12,000 SQUARE FEET IS THE MAXIMUM ALLOWED.
  - MINOR VARIATION TO ALLOW A MINIMUM GAS PUMP ISLAND STACKING DISTANCE OF 30 FEET WHERE 60 FEET IS REQUIRED.
  - MINOR VARIATION TO ALLOW A 42.5' FRONT SETBACK ON THE SOUTH WHERE 50' IS REQUIRED FOR A PROPOSED RETAIL/OFFICE BUILDING.



SITE DATA:						
TOTAL LAND AREA:	6.10 ACRES					
MAX GROSS FLOOR AREA:	MAIN BLDG	LOWER BLDG	TOTAL			
FOOTPRINT AREA:	30,650 SF	3,411 SF	34,061 SF			
BUILDING FLOOR AREA:	51,909 SF	3,411 SF	55,320 SF			
UPPER FLOOR:	12,000 SF	-	-			
LOWER FLOOR:	30,650 SF	-	-			
MEZZANINE (2ND LEVEL):	9,259 SF	-	-			
CONVENIENCE PAD:	-	3,411 SF	-			
ASPHALT COVERAGE:	129,870 SF					
OPEN SPACE:	40,184 SF REQUIRED (15%)					
(LANDSCAPING):	77,422 SF ACTUAL (29%)					
PARKING SPACES:	GROSS FLOOR AREA	PARKING RATIO	GROSS LEASABLE AREA	REQUIRED	PROV. TOTAL	TOTAL AS TOTD
OFFICE	12,000	3.3/1000 SF	9,600	32	31	3
OFFICE HANDICAP	-	-	2%	1	1	1
RETAIL	35,409	5.5/1000 SF	28,327	156	155	187
RETAIL HANDICAP	-	-	3%	3	3	3
RESTAURANT	4,500	10.0/1000 SF	3,600	36	34	41
RESTAURANT HANDICAP	-	-	2%	1	1	2
CONVENIENCE	3,411	5.5/1000 SF	3,411	19	18	19
CONVENIENCE HANDICAP	-	-	2%	243	243	1
TOTAL SPACES REQUIRED	291					
TOTAL SPACES PROVIDED	6					
HANDICAP SPACES	(2.3)					

**SDP RESTRICTION ON CONVEYANCE, SALE OR TRANSFER**

As a condition of approval of this Site Development Plan and to meet the requirement of Jefferson County, Colorado, no conveyance, sale, or transfer of title of all, or of an lot, lots, tract, or tracts of land identified on the Site Development Plan shall be made nor shall any building permit or certificate of occupancy be issued, until a CERTIFICATE OF COMPLIANCE has been granted by the County of Jefferson, State of Colorado, duly recorded under Reception Number \_\_\_\_\_, certifying that:

Those improvements as set forth in Exhibit "A" of the Improvements Agreement, recorded under Reception Number \_\_\_\_\_ of the record of the Jefferson County Clerk and Recorder, or that portion of said Improvements as shall be necessary to totally serve specific lot(s) or tract(s) covered by a particular Certificate of Compliance, have been properly designed, engineered, constructed and accepted as meeting the standards of the County of Jefferson, applicable special districts, and applicable servicing authorities, or that a substitute security or collateral has been submitted to and accepted by the County of Jefferson which is sufficient in the judgment of the County to assure completion of all improvements as set forth in Exhibit "A" of said Improvements Agreement, any portion thereof necessary to serve the specific lot(s) or tract(s) to be covered by a particular Certificate of Compliance and to assure said improvements are completed in accordance with reasonable design and time specification.

Provided, however, that a conveyance, sale, or transfer of a specific lot(s) or tract(s) land identified hereon may be made prior to compliance with the above provisions when the Owner, the proposed transferee, and the Board of County Commissioners of Jefferson County have executed an amendment to the Improvements Agreement whereby the transferee agrees to comply with the same requirements and restrictions of this COVENANT AND RESTRICTION ON CONVEYANCE, SALE, OR TRANSFER.

These restrictions on conveyance, sale or transfer of title of all or any lot(s) or tract(s) of land identified on the exemption from Platting shall constitute a valid and enforceable agreement and shall run with the land and shall extend to and be binding upon the heirs, executors, legal representatives, successors, and assigns of the owner. Approved, covenanted, and agreed to as consideration for final Site Development Plan approved by Jefferson County this \_\_\_\_\_ day of \_\_\_\_\_, 2006.

Michael J. Chadwick, AICP, Zoning Administrator Date: \_\_\_\_\_

OWNER: ELK RUN PLAZA, LLC, a Colorado Limited Liability Company

By: Steven S. Cohen, Member and Manager Date: \_\_\_\_\_

STATE OF COLORADO )  
COUNTY OF JEFFERSON ) SS

The foregoing was acknowledged before me this \_\_\_\_\_ day of \_\_\_\_\_, 2006 by Steven S. Cohen, as Manager and Member of Elk Run Plaza, LLC. Grantor.

WITNESS my hand and official seal.

My Commission expires: \_\_\_\_\_

Notary Public

Accepted for filing in the Office of County Clerk and Recorder of Jefferson County at Golden, Colorado this \_\_\_\_\_ day of \_\_\_\_\_, 2006.

County Clerk and Recorder

By: Deputy Clerk

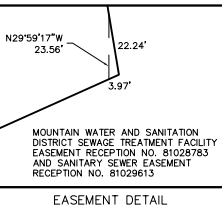
REVISION FOUR DATE: 02-28-06  
REVISION THREE DATE: 02-06-06  
REVISION TWO DATE: 12-23-05  
REVISION ONE DATE: 11-14-05

SITE PL  
ELK RUN PLAZA  
SHEET 1 OF 4



**OWNER/DEVELOPER**  
ELK RUN PLAZA, LLC  
3030 BEAVER CREEK LANE  
EVERGREEN, COLORADO 80439  
(303) 668-3820

**CIVIL ENGINEER**  
TST INC. OF DENVER  
9222 TEDDY LANE  
LORE REEF, CO 80124  
(303) 792-9507










Aspen Park Village

Conifer Town Center

Village at Aspen Park

Conifer Marketplace



12 miles



Kings Valley Marketplace





# FINANCIAL ANALYSIS

*KINGS VALLEY MARKETPLACE*

Marcus & Millichap

## PRICING DETAILS

PRICE	MARKET PRICE
Down Payment	30% of sales price
Net Rentable Square Feet	56,491 SF
Occupancy	100%

RETURNS	
Year 1 Cap Rate	TBD
Year 1 Cash-on-Cash	TBD
Year 1 Debt Coverage Ratio	TBD

FINANCING	
Loan Amount	70% LTV
Loan Type	Conventional
Interest Rate	3.95%
Amortization	25 Years
Term	7-10 Years

\*Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative.

## OPERATING DATA

INCOME	CURRENT STATIC
Scheduled Base Rental Revenue	\$1,071,120
Vacancy (2.00%)	21,422
Effective Gross Income	\$1,049,698
Total Operating Expenses	\$292,940
Net Operating Income	\$778,180

OPERATING EXPENSES	CURRENT STATIC
Real Estate Taxes (1)	\$158,304
Insurance	\$15,432
Gas & Electricity - Common	\$27,000
Water & Sewer	\$10,620
Cable & Phone	\$10,860
Trash	\$11,640
Cleaning/Janitorial	\$15,000
Repairs & Maintenance	\$45,434
Legal & Professional Services	\$2,904
Management Fee	\$21,746
Total Expenses	\$292,940
Expenses/SF	\$5.19

1. Property Tax Estimate from Assessor's Office

# RENT ROLL

TENANT	SUITE	SQUARE FEET	LEASE COMM.	LEASE EXP.	ANNUAL RENT/SF	TOTAL RENT/ MONTH	CHANGES ON	RENT INCREASE	LEASE TYPE	RENEWAL OPTIONS
Kings Valley Wine & Spirits	1-101 and 1-102	4,019	7/17/2020	6/30/2026	\$14.76	\$4,944	7/22	\$5,092	Gross	Two 5-Year
Fountain of Health - Warehouse (Under Construction)	1-103/104	4,000	VAR	7/1/2026	\$21.00	\$7,000			Gross	
TLK Enterprises Ltd LLC (Ernie's)	1-105	1,259	7/15/2020	6/30/2025	\$16.20	\$1,700	7/22	\$1,734	Gross	Two 5-Year
Jazzercise	1-106/1-107	2,518	9/1/2021	8/31/2024	\$13.25	\$2,780	9/22 9/23	\$2,863/mo \$2,948/mo	Gross	
Compass Foothills Group	1-108	1,259	1/21/2021	12/31/2024	\$16.59	\$1,734	3/22	\$1,750	Gross	TBD
The Nature Link	1-113/114	4,000	7/1/2021	5/31/2023	\$7.80	\$2,600	\$100/mo increase thru 9/1/22; then \$3,400/mo thru 5/31/23		Gross	Renew option for 1 additional term (2 years)
Wolf Sciences LLC	1-115/116	2,540	2/1/2021	12/31/2025	\$15.59	\$3,300	2/22	\$3,400	Gross	Two 5-Year
Kings Emporium LLC	1-110, 111, 112, 117, 118	11,925	7/1/2020	6/30/2025	\$8.05	\$8,000	7/22 7/23 7/24	\$9,000/mo \$10,000/mo \$11,000/mo	Gross	Two 5-Year
Conexsmart LLC	2-101 thru 2-107	11,323	7/1/2020	6/30/2030	\$19.46	\$18,360	7/22	2% / year	Gross	Three 5-Year
S-TECH	2-108	1,000	11/1/2020	10/31/2021	\$42.00	\$3,500			Gross	One 1-Year
Forest Service	2-215 thru 2-218	6,037	8/1/2017	7/31/2027	\$35.57	\$17,897.03	Annual	Note	Modified Gross	None Firm Term for years 11-20

# RENT ROLL

TENANT	SUITE	SQUARE FEET	LEASE COMM.	LEASE EXP.	ANNUAL RENT/SF	TOTAL RENT/ MONTH	CHANGES ON	RENT INCREASE	LEASE TYPE	RENEWAL OPTIONS
Lone Tree Management Services	2-109	1,000	1/1/2021	12/31/2023	N/A	\$3,500			Gross	
Journey Roofing	2-210F	ES	10/1/2020	9/30/2021	N/A	\$500			Gross	30 day prior indicate 1 year lease or month to month
Black Forest	2-210EA	ES	Month to Month	Month to Month	N/A	\$500			Gross	Month to Month
LeaderOne	2-210A	ES	2/1/2019	1/31/2022	N/A	\$395			Gross	Two 1-Year
Peaceworks Inc.	2-210E	ES	2/1/2018	5/31/2023	N/A	\$900			Gross	
Nickerson LLC	2-210G	ES	5/1/2020	6/30/2021	N/A	\$800			Gross	
Foothills Computer Service	Suite B	ES	6/1/2021	5/31/2022	N/A	\$500			Gross	
Nels Hofland	Suite H	ES	6/1/2021	5/31/2022	N/A	\$250			Gross	Pay 12 months in advance
Kum & Go	Conv. Pad	3,411	2007	2107	\$35.53	\$10,100	Annual	Note	Modified Gross	
Total ES Space (est)		2,200								
<b>Total Net Rentable Square Feet:</b>		<b>56,491</b>	<b>Total Monthly Income:</b>		<b>\$89,260.03</b>					
<b>Total Occupied Square Feet:</b>		<b>56,491</b>	<b>Total Annual Income:</b>							
<b>Total Occupancy:</b>		<b>100%</b>	<b>Average Annual Rent/SF:</b>		<b>\$17.96</b>					

\*Note: Based on Operating Costs



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# TENANT PROFILES



## CONEXSMART

ConexSmart is a US veteran owned defense and aerospace company. Their certified technicians build custom Aerospace cables and harnesses to customers demanding engineering specifications. ConexSmart fabricates loose wire to complex RF, video, data and power harnesses. In addition, ConexSmart has a state of the art ERP system and handles all of the logistics for materials to customers planning, purchasing, receiving, kitting and shipping processes to top-level assemblies to reduce handling on the customer side.



## THE US FOREST SERVICE

The United States Forest Service (USFS) is a division of the Department of Agriculture and assesses the quality and conditions of forest for more than 193 million acres of land across the US. Within this region, the USFS manages five states and most of Wyoming, sixteen national forests and seven national grasslands. The USFS is a federally funded with a budget around \$5B.



## KUM & GO

Based out of Iowa, Kum & Go is a convenience store and gas station and is the 24th largest convenience store chain throughout United States. In 2019, Kum & Go ranked 178 on Forbes top private companies in the US, and operates over 400 locations nationwide.

Everything about a Kum & Go store is designed to make things better for you. We test the arrangement of our stores for maximum convenience. You'll see that the associates at Kum & Go deliver excellent customer service, day in and day out. Whether it's keeping the store sparkling clean or treating every customer like a friend, our associates are dedicated to making your Kum & Go experience legendary.

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# TENANT PROFILES



## THE NATURE LINK

The Nature Link LLC was founded by Dina Baker with the goal of bringing kids, adults and families together to form a nature and art-loving community. The Nature Link's Studio and Gallery opened its doors on June 3, 2021!

The stress that daily life brings to children and adults, especially during times of COVID-19, can really impact our mental, emotional and physical health. Spending time in nature or creating art of any kind can be very therapeutic, calming and has been proven to reduce stress. If you like to do both, then you're even more ahead of the game! You do not have to be experienced to participate in our art classes, programs, or workshops. We welcome all ages, levels and abilities to participate in our art and nature-based programming.



## JAZZERCISE

Jazzercise is for everybody and every body. We sweat together, motivate one another, and create our healthiest, happiest selves through movement. In-person or virtual, the Jazzercise community is an uplifting space to share your challenges and successes, feel supported, and celebrate those small wins and big achievements while building lasting friendships.

Whether you just need a little encouragement or a full accountability team, let the Jazzercise community inspire you to live your best life – on and off the dance floor.



## KINGS EMPORIUM

Kings Emporium LLC offers an appealing selection of second-hand, brand-name Home Goods. Whether you're into following the latest trends or want to start your own, we've got what you're looking for — and at great prices. Check out our hand-selected merchandise today and get more for your money.

We offer a wide selection of attractive, upscale clothing at affordable prices. Our quality inventory is changing constantly. With new trendy merchandise arriving regularly, our level of variety of clothing is unparalleled. Don't miss out on good taste and affordable style!

Kings Emporium LLC provides quality, brand-name furniture. Our selection is vast and our prices are unbeatable. No matter your style and taste, we have something for you! The trends we feature will turn you into the talk of the town, so check out our Furniture and shop today for value.

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# TENANT PROFILES



## PEACEWORKS

PeaceWorks' mission is to advocate for ALL survivors, their children and companion animals, of intimate partner violence/abuse, sexual assault, sex trafficking, teen dating violence and stalking. PeaceWorks' provides inclusive services for ALL, including crisis intervention, emergency shelter, culturally responsive and trauma informed advocacy, and local prevention and education to create social change. PeaceWorks owns and operates Safe Shelter, a temporary secure and confidential home for individuals, families and pets that are experiencing IPV. But, it is so much more.

The shelter began in the basement of a community member who saw the need to create a safe space for the victims in her town experiencing IPV. Since then, that vision has grown, and PeaceWorks and its programming and services are the fruit of that vision. culturally responsive and trauma informed advocacy, and local prevention and education to create social change.





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# MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources, providing the most competitive rates and terms.

We leverage our prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac, and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues for the benefit of our clients.



Closed 1,944 debt and equity financings in 2019



Access to more capital sources than any other firm in the industry



\$7.18 billion total national volume in 2019



National platform operating within the firm's brokerage offices

## WHY MMCC?

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OPTIMUM FINANCING SOLUTIONS TO ENHANCE VALUE

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ENHANCED CONTROL THROUGH MMCC'S ABILITY TO QUALIFY INVESTOR FINANCE CONTINGENCIES

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ENHANCED CONTROL THROUGH QUICKLY IDENTIFYING POTENTIAL DEBT/EQUITY SOURCES, PROCESSING, AND CLOSING BUYER'S FINANCE ALTERNATIVES

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ENHANCED CONTROL THROUGH MMCC'S ABILITY TO MONITOR INVESTOR/ DUE DILIGENCE AND UNDERWRITING TO ENSURE TIMELY, PREDICTABLE CLOSINGS

# COMPARABLE PROPERTIES

*KINGS VALLEY MARKETPLACE*

Marcus & Millichap



ConexSmart

REAL ESTATE


WAZERS

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# LEASE COMPARABLES



 **KINGS VALLEY MARKETPLACE**  
30403 Kings Valley Drive, Conifer, CO

<b>ASKING RENT</b>	<b>\$16-\$18</b>
Year Built	2008
Building Square Feet	56,491 SF
Current Occupancy	100%
Lease Type	Modified Gross



 **CONIFER MARKETPLACE**  
10853 Highway 285, Conifer, CO

<b>ASKING RENT</b>	<b>\$15-\$17</b>
Year Built	1984
Building Square Feet	86,658 SF
Available Square Feet	0 SF
Lease Type	NNN
Survey Date	10/7/21

<b>TENANTS</b>	
Staples	O'Reilly's Auto Parts
Anytime Fitness	Evergreen Mountain Sports
3 Margaritas Conifer	Dutch Bros Coffee



# LEASE COMPARABLES



## CONIFER TOWN CENTER

26724 Conifer Town Center Drive, Conifer, CO

<b>ASKING RENT</b>	<b>\$13-\$31</b>
Year Built	2006
Building Square Feet	102,375 SF
Available Square Feet	7,020 SF
Lease Type	NNN
Survey Date	10/7/2021
<b>TENANTS</b>	
Safeway	Starbucks
Aspen Park Dental	Great Clips



## ASPEN PARK VILLAGE SHOPPING CENTER

25797 Conifer Road, Conifer, CO

<b>ASKING RENT</b>	<b>\$13-\$16</b>
Year Built	1985
Building Square Feet	49,207 SF
Available Square Feet	4,500 SF
Lease Type	NNN
Survey Date	10/7/2021
<b>TENANTS</b>	
Crossfit Conifer	Bank of the West
Stagedoor Theater	Aspen Park Pediatrics

# LEASE COMPARABLES



 **THE VILLAGE AT ASPEN PARK**  
25557-25637 Conifer Road, Conifer, CO

ASKING RENT	
Year Built	2005
Building Square Feet	164,075 SF
Available Square Feet	0 SF
Lease Type	NNN
Survey Date	10/7/2021
TENANTS	
Conifer Cafe	Wendy's
UPS Store	King Soopers
First Bank	Oyama Sushi & Ramen
Big R	Biggie Wine & LIquor

# MARKET OVERVIEW

*KINGS VALLEY MARKETPLACE*

*Marcus & Millichap*

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# METROPOLITAN AREA OVERVIEW

The Denver-Aurora-Lakewood metro is at the center of Colorado’s Front Range, nestled at the convergence of the Great Plains and the majestic Rocky Mountains. The market consists of 10 counties: Broomfield, Arapahoe, Denver, Adams, Douglas, Jefferson, Clear Creek, Elbert, Gilpin and Park counties. Denver, which is both a county and a city, has approximately 735,538 residents, making it the 19th-most populous city in the United States, the fifth-most populous state capital, and the most populous city located in the Mountain states. Denver also houses the state capitol. The eastern and northern reaches of the metro are expected to receive the majority of future development, as land in these areas is relatively flat and more affordable. Denver’s elevation of 5,280 feet above sea level provides it with the nickname “Mile-High City.”

## METRO HIGHLIGHTS



### MAJOR TRANSPORTATION CENTER

Denver serves as the vital transportation gateway to the West, with a well-developed infrastructure. The region is accessed by three interstates and two freight rail lines.



### EMPHASIS ON SKILLED JOBS

Denver’s highly educated labor force attracts tech employers. Roughly 47 percent of residents over 18 hold at least a bachelor’s degree, making it nation’s second-most highly educated workforce.



### GROWING ALTERNATIVE ENERGY SECTOR

The National Renewable Energy Laboratory located in Golden helps lure energy-related businesses to the region.



Colorado State Capitol in Denver

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# DENVER METROPOLITAN AREA ECONOMY

The Denver MSA had a gross metropolitan product of \$213.36 billion in 2020, making it the 18th largest economy in the nation. Denver's economy is based partially on its geographic position and its connection to some of the country's major transportation systems. Because Denver is the largest city within 500 miles, it has become a natural location for storage and distribution of goods and services to the Mountain States, Southwest states, as well as all western states. Denver has a diverse and robust economy. Major industry sectors are aerospace, telecommunications, healthcare and wellness, financial services, bioscience, energy, and IT-software. Denver's fastest-growing sector is healthcare, although other sectors, namely high tech and energy, more accurately define Denver's economy.

The Denver MSA is home to the nation's 2nd largest aerospace economy. There are over 1,000 companies in the state that lead support and groundbreaking missions related to space and planetary science. Some of the nation's most notable aerospace projects, including Dream Chaser, Mars 2020 and Orion were developed by teams in Denver. Major employers are Ball Aerospace, Boeing, Lockheed Martin, Raytheon, and United Launch Alliance. The total economic impact of the aerospace industry in Colorado was \$6.8 billion dollars in 2020.

Metro Denver is the preferred location for many of the world's largest broadband and digital communications companies. DISH Network and the Liberty family of companies, both headquartered in South Denver, consistently rank on Forbes' and Fortune's lists of top public companies. The MSA is also home to major operations for Lumen Technologies (Centurylink), Comcast, and Charter Spectrum. A total of 43,080 people are employed in the telecommunications industry in the Denver Metro.

According to the Colorado Office of Economic Development and International Trade, Colorado's energy and natural resources industry supports about 150,000 workers and accounts for nearly \$11.4 billion annually. The Denver MSA has established itself as one of the world's premier energy areas. Major employers are Halliburton, Xcel Energy, Newmont Mining and Anadarko Petroleum.

The healthcare and wellness industry is the region's largest employer with more than 35,120 companies employing 239,630 workers and a \$14.8 billion payroll in 2020. HealthONE ranked #1 and UCHHealth ranked #2 on IBM Watson Health's rankings of the Top 15 Health Systems in 2020. Children's Hospital Colorado ranks #6 among the Best Children's Hospitals for 2021, according to U.S. News & World Report, and ranked in the top 10 for three specialties.



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# DENVER METROPOLITAN AREA CULTURE

The Denver MSA has a unique cultural history that endures today. Some of the first performance halls in Denver were built in the 1800's. Apollo Hall opened soon after the city's founding and staged many plays for eager settlers. The building still exists today and is located in the historic Larimer Square. In the 1880s, Horace Tabor built Denver's first opera house. After the start of the 20th century, city leaders embarked on a city beautification program that created many of the city's parks, parkways, museums, and the Municipal Auditorium, which was home to the 1908 Democratic National Convention and is now known as the Ellie Caulkins Opera House. Between 1950 and 1960, the Five Points neighborhood just north of Downtown Denver was known as the "Harlem of the West". The neighborhood's Welton Street was home to more than fifty bars and clubs, attracting popular traveling black musicians, such as Dizzy Gillespie, Billie Holiday, Miles Davis and Duke Ellington. While Denver may not be as recognized for musical prominence as some other American cities today, the MSA has a burgeoning music scene. The world renowned Red Rocks Amphitheater is a just 30 minutes from the hearth of Downtown. Three members of the widely popular group Earth, Wind, and Fire are from Denver. More recent Denver-based artists include Nathaniel Rateliff & the Night Sweats, The Lumineers, Air Dubai, and The Fray.

Denver has many nationally recognized museums, including a new wing for the Denver Art Museum by world-renowned architect Daniel Libeskind, and the second largest Performing Arts Center in the nation after Lincoln Center in New York City. The Denver Museum of Nature and Science holds an aquamarine specimen valued at over \$1 million, as well as specimens of the state mineral, rhodochrosite. The state history museum, History Colorado Center, opened in April 2012, and was named by True West Magazine as one of the top-ten "must see" history museums in the country. History Colorado's Byers-Evans House Museum and the Molly Brown House are nearby. Denver has numerous art districts around the city, including the Santa Fe Art District and the River North Art District.



**Empower Field- Home of the Denver Broncos**  
*Photo by David Shankbone*

Because of its proximity to the mountains and generally sunny weather, Denver has gained a reputation as being a very active, outdoor-oriented city. Many Denver residents spend the weekends in the mountains; skiing in the winter and hiking, climbing, kayaking, and camping in the summer. Denver and surrounding cities are home to a large number of local and national breweries. Many of the region's restaurants have on-site breweries, and some larger brewers offer tours, including Coors and New Belgium Brewing Company. The city also welcomes visitors from around the world when it hosts the annual Great American Beer Festival. Denver is home to a variety of sports teams and is one of 13 U.S. cities with teams from four major sports. The Denver Broncos football team have drawn crowds of over 70,000 since their origins in the early 1960s, and have sold out every home game (except for strike-replacement games) since 1970.

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## CITY OVERVIEW

Hills in Conifer, now sprinkled with new homes, were first occupied by Arapaho, Ute and Cheyenne tribes who used the area as a hunting ground. American Indians were followed by merchants, trappers, ranchers and miners.

What does stand out is this town's abundance of natural beauty. The Pike National Forest, which runs right through town, provides a home for deer, elk, foxes, birds and rabbits. Historic Reynolds Park, about five miles outside Conifer, stands as a memorial to Conifer's pioneer era and has 17 miles of hiking and mountain-biking trails, as well as camping opportunities. Meyer Ranch Park, on the eastern edge of town, has stunning wildflower-dotted meadows in the summer and golden aspen groves in the autumn.

For a dash of adrenaline with your nature, book a zipline tour to whoop with glee as you whoosh down the state's longest and fastest ziplines in the heart of the Rockies.

The community hosts 285 Winterfest in February, a celebration that includes snow-tubing competitions, snowman carving and a craft beer crawl, and OktoBEERfest in late September, a local favorite featuring tastings from more than 20 local breweries.

In the late 1800s, roads carved into the foothills opened Conifer and surrounding areas to those in search of adventure and wealth. Today, a mix of rustic cabins and new, state-of-the-art homes peek from behind expanses of blue spruce, pine, fir and aspen trees.

Jefferson County is the fourth largest county in Colorado and its municipal boundaries include the cities and towns of Arvada, Bow Mar, Edgewater, Golden, Lakeside, Lakewood, Mountain View, and Wheat Ridge, as well as portions of the cities of Superior and Westminster. The County also reaches into the foothills of the Rocky Mountains where the communities of Conifer, Evergreen, Genesee, and Morrison are located. Conifer is one of the closest mountain towns to Denver, situated just west of the Front Range on Highway 285. It consists mainly of a few commercial strips located on both sides of the highway. There's no official downtown Conifer, but you can find everything you need to supply a trip into the mountains. The elevation of this unincorporated JeffCo community is 8,277 feet.



# AREA DEMOGRAPHICS

POPULATION	3 MILES	5 MILES	10 MILES
<b>2025 Projection</b> Total Population	5,644	13,032	40,299
<b>2020 Estimate</b> Total Population	5,317	12,351	38,461
<b>2010 Census</b> Total Population	4,650	10,898	34,217
<b>2000 Census</b> Total Population	4,760	11,112	34,291
<b>Daytime Population</b> 2020 Estimate	3,667	8,790	26,806

POPULATION PROFILE	3 MILES	5 MILES	10 MILES
<b>Population By Age</b>			
2020 Estimate Total Population	5,317	12,351	38,461
Under 20	18.2%	19.0%	19.3%
20 - 34 Years	10.6%	10.4%	10.9%
35 - 44 Years	5.5%	5.5%	5.4%
45 - 54 Years	14.0%	14.1%	13.8%
55 - 64 Years	33.9%	32.9%	32.0%
Age 65+	17.8%	18.1%	18.4%
Median Age	50.9	50.5	50.3

<b>Population 25+ by Education Level</b>			
2020 Estimate Population Age 25+	4,136	9,532	29,531
Elementary (0-8)	0.2%	0.3%	0.5%
Some High School (9-11)	1.9%	2.1%	2.3%
High School Graduate (12)	18.6%	17.0%	17.2%
Some College (13-15)	21.5%	22.6%	21.9%
Associate Degree Only	9.8%	9.9%	8.8%
Bachelors Degree Only	31.3%	31.1%	30.8%
Graduate Degree	16.6%	17.1%	18.5%

HOUSEHOLDS	3 MILES	5 MILES	10 MILES
<b>2025 Projection</b> Total Households	2,333	5,376	16,881
<b>2020 Estimate</b> Total Households	2,179	5,054	15,980
Average (Mean) Household Size	2.4	2.4	2.4
<b>2010 Census</b> Total Households	1,891	4,416	14,057
<b>2000 Census</b> Total Households	1,779	4,147	13,021

HOUSEHOLDS BY INCOME	3 MILES	5 MILES	10 MILES
<b>2020 Estimate</b>			
\$150,000 or More	27.9%	27.8%	25.4%
\$100,000 - \$149,000	29.4%	28.4%	27.7%
\$75,000 - \$99,999	15.7%	15.6%	15.0%
\$50,000 - \$74,999	13.2%	13.2%	13.4%
\$35,000 - \$49,999	7.4%	6.5%	7.8%
Under \$35,000	6.6%	8.5%	10.8%
<b>Average Household Income</b>	\$136,066	\$136,096	\$131,397
<b>Median Household Income</b>	\$109,767	\$108,609	\$104,521
<b>Per Capita Income</b>	\$55,773	\$55,690	\$54,608

# KINGS VALLEY MARKETPLACE

EXCLUSIVELY LISTED BY

## THE HIGGINS GROUP


### BARRY HIGGINS

Senior Vice President Investments  
Denver, Colorado

**Office** 303.328.2012

Barry.Higgins@marcusmillichap.com

**License** CO EA 748415



Marcus & Millichap

**DIFFERENT BROKERAGE RELATIONSHIPS ARE AVAILABLE WHICH INCLUDE SELLER AGENCY, BUYER AGENCY OR TRANSACTION-BROKERAGE.**

## **BROKERAGE DISCLOSURE TO BUYER DEFINITIONS OF WORKING RELATIONSHIPS**

**Seller's Agent:** A seller's agent works solely on behalf of the seller to promote the interests of the seller with the utmost good faith, loyalty and fidelity. The agent negotiates on behalf of and acts as an advocate for the seller. The seller's agent must disclose to potential buyers all adverse material facts actually known by the seller's agent about the property. A separate written listing agreement is required which sets forth the duties and obligations of the broker and the seller.

**Buyer's Agent:** A buyer's agent works solely on behalf of the buyer to promote the interests of the buyer with the utmost good faith, loyalty and fidelity. The agent negotiates on behalf of and acts as an advocate for the buyer. The buyer's agent must disclose to potential sellers all adverse material facts actually known by the buyer's agent, including the buyer's financial ability to perform the terms of the transaction and, if a residential property, whether the buyer intends to occupy the property. A separate written buyer agency agreement is required which sets forth the duties and obligations of the broker and the buyer.

**Transaction-Broker:** A transaction-broker assists the buyer or seller or both throughout a real estate transaction by performing terms of any written or oral agreement, fully informing the parties, presenting all offers and assisting the parties with any contracts, including the closing of the transaction, without being an agent or advocate for any of the parties. A transaction-broker must use reasonable skill and care in the performance of any oral or written agreement, and must make the same disclosures as agents about all adverse material facts actually known by the transaction-broker concerning a property or a buyer's financial ability to perform the terms of a transaction and, if a residential property, whether the buyer intends to occupy the property. No written agreement is required.

**Customer:** A customer is a party to a real estate transaction with whom the broker has no brokerage relationship because such party has not engaged or employed the broker, either as the party's agent or as the party's transaction-broker.

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### **RELATIONSHIP BETWEEN BROKER AND BUYER**

Broker and Buyer referenced below have NOT entered into a buyer agency agreement. The working relationship specified below is for a specific property described as:

Kings Valley Marketplace, 30403 Kings Valley Drive, Conifer, CO 80433

or real estate which substantially meets the following requirements:

Buyer understands that Buyer is not liable for Broker's acts or omissions that have not been approved, directed, or ratified by Buyer.

#### **CHECK ONE BOX ONLY:**

**Multiple-Person Firm.** Broker, referenced below, is designated by Brokerage Firm to serve as Broker. If more than one individual is so designated, then references in this document to Broker shall include all persons so designated, including substitute or additional brokers. The brokerage relationship exists only with Broker and does not extend to the employing broker, Brokerage Firm or to any other brokers employed or engaged by Brokerage Firm who are not so designated.

**One-Person Firm.** If Broker is a real estate brokerage firm with only one licensed natural person, then any references to Broker or Brokerage Firm mean both the licensed natural person and brokerage firm who shall serve as Broker.

**CHECK ONE BOX ONLY:**

**Customer.** Broker is the  seller's agent  seller's transaction-broker and Buyer is a customer. Broker intends to perform the following list of tasks:  Show a property  Prepare and Convey written offers, counteroffers and agreements to amend or extend the contract. Broker is not the agent or transaction-broker of Buyer.

**Customer for Broker's Listings – Transaction-Brokerage for Other Properties.** When Broker is the seller's agent or seller's transaction-broker, Buyer is a customer. When Broker is not the seller's agent or seller's transaction-broker, Broker is a transaction-broker assisting Buyer in the transaction. Broker is not the agent of Buyer.

**Transaction-Brokerage Only.** Broker is a transaction-broker assisting the Buyer in the transaction. Broker is not the agent of Buyer.

Buyer consents to Broker's disclosure of Buyer's confidential information to the supervising broker or designee for the purpose of proper supervision, provided such supervising broker or designee does not further disclose such information without consent of Buyer, or use such information to the detriment of Buyer.

**DISCLOSURE OF SETTLEMENT SERVICE COSTS.** Buyer acknowledges that costs, quality, and extent of service vary between different settlement service providers (e.g., attorneys, lenders, inspectors and title companies).

**THIS IS NOT A CONTRACT. IT IS BROKER'S DISCLOSURE OF BROKER'S WORKING RELATIONSHIP.**

If this is a residential transaction, the following provision applies:

**MEGAN'S LAW.** If the presence of a registered sex offender is a matter of concern to Buyer, Buyer understands that Buyer must contact local law enforcement officials regarding obtaining such information.

**BUYER ACKNOWLEDGMENT:**

Buyer acknowledges receipt of this document on \_\_\_\_\_.

\_\_\_\_\_  
Buyer

\_\_\_\_\_  
Buyer

**BROKER ACKNOWLEDGMENT:**

On \_\_\_\_\_, Broker provided \_\_\_\_\_ (Buyer) with this document via Attachment to emailed Offering Memorandum and retained a copy for Broker's records.

Brokerage Firm's Name: Marcus & Millichap Real Estate Investment Services of Atlanta, Inc.

  
\_\_\_\_\_  
Broker