



Bank of America and Shoppes
2260 BROADWAY
OFFERING MEMORANDUM
UPPER WEST SIDE (MANHATTAN), NEW YORK



2260

BROADWAY

2260 BROADWAY, UPPER WEST SIDE (MANHATTAN), NY 10024

Bank of America and Shoppes

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2260 BROADWAY

STATEMENT OF CONFIDENTIALITY & DISCLAIMER

Faris Lee Investments ("FLI") has been engaged as the exclusive financial advisor to the Seller in connection with Seller's solicitation of offers for the purchase of the property known as 2260 Broadway, City of New York, County of New York, State of New York. Prospective purchasers are advised that as part of the solicitation process, Seller will be evaluating a number of factors including the current financial qualifications of the prospective purchaser. Seller expressly reserves the right in its sole and absolute discretion to evaluate the terms and conditions of any offer and to reject any offer without providing a reason therefore. Further, Seller reserves the right to terminate the solicitation process at any time prior to final execution of the Purchase Agreement.

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by FLI from sources it deems reasonably reliable. Summaries of any documents are not intended to be comprehensive or all-inclusive, but rather only outline some of the provisions contained therein and qualified in their entirety by the actual document to which they relate.

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2260
BROADWAY

Bank of America and Shoppes

PROPERTY OVERVIEW



PRICING:

\$42,000,000

NOI:
\$2,425,719

5.78%
IN PLACE CAP RATE

8.44%
YEAR 1 CASH-ON-CASH

INVESTMENT SUMMARY

Faris Lee Investments is pleased to offer for sale a rare opportunity to acquire the fee simple interest in a three (3)-tenant high street retail asset, Bank of America and Shoppes (the "Property"), located along one of the world's most well-known and highly trafficked streets, BROADWAY, in the Upper West Side (UWS) of Manhattan, New York. Bank of America is an investment grade tenant (S&P A-), representing 88% of the assets NOI and features an unprecedented 52 feet of grandfathered frontage along Broadway. Cedra Pharmacy is a high-end retail operator that was founded by Duane Reade (Walgreens subsidiary) pharmacists, and The Eye Man has successfully operated at the property since 1977. Both Tenants have established businesses and are ideally suited for the Upper West Side demographics. Cedra Pharmacy & The Eye Man are paying below market rents and feature strong rental increases, providing upside to an investor. The street front condominium aspect of the Property minimizes management responsibilities, as there's no parking lot, roof, or structure to maintain; providing a friction-free real estate investment.

The Property is the ground floor retail to Avonova, a historic 12-story, 117-unit luxury residential condominium, and is ideally located at the signalized, hard corner intersection of Broadway & 81 Street in the highly affluent Upper West Side of Manhattan. Broadway is a major north-west corridor that connects the entire UWS neighborhood along with much of Manhattan as a whole. The property significantly benefits from Bank of America's 52 feet of grandfathered frontage (Neighborhood Zoning limits banks to 25 feet of frontage). The overall property features 103 feet of street frontage along Broadway & 99 feet along 81st Street. The Property further benefits from a gut renovation in 2009, providing an investor an asset with no deferred maintenance. The UWS is bookended by Central Park and Riverside Park and is considered the cultural & intellectual epicenter of New York City, as it is home to Lincoln Center, Beacon Theater, and American Museum of Natural History. The Property benefits from 5.1 million riders at the 1 Subway Line (West 79th Street Station) & 4.3 million riders at the C & B Subway Line (West 81st Street Station) along with 71,315 residents and average household incomes of \$245,959 within a 1/2 mile radius.

SPECIFICATIONS:

GLA: 7,954 SF

Occupancy: 100%

CREDIT TENANTS

Bank of America

LOCATION:

2260 Broadway, Upper West Side
(Manhattan), New York, 10024

PROPERTY HIGHLIGHTS

88%

BANK OF AMERICA (S&P A-)
REPRESENTS 88% OF NOI

Trophy Asset | Pride of Ownership | Located at the "A+" Intersection of Broadway (Internationally Known) & 81st Street in the highly affluent, Upper West Side of Manhattan

- The Property is located along one of Manhattan premier retail corridors featuring both national tenants (Starbucks, Chipotle, AMC, Lululemon, Barney's, & many more), as well as curated restaurants & shops tailored to the highly affluent residents
- Located on the ground floor of the Avonova (12-stories with 117 luxury residential units), a classic pre-war luxury residential condominium, designed by legendary architect Gaetano Ajello and redeveloped in 2008
- The Upper West Side has one of the highest disposable household incomes in all of Manhattan
 - The average household income in a ½ mile radius is in excess of \$245,000
- UWS is home to the Lincoln Center, Beacon Theater, and American Museum of Natural History and is widely viewed as the cultural and intellectual epicenter of NYC
- Accessibility to both Riverside Park and Central Park is a defining part of life in the UWS, as well as the ability to enjoy some of the best restaurants in all of Manhattan

100%

LEASED

Bank of America is a Publicly Traded Company (NYSE: BAC) | Investment Grade Tenant (S&P A-)

- Bank of America has over 209,839 employees, 2018 revenue of \$87.90 billion and 2018 assets of \$2.35 trillion. Bank of America Corporation, through its subsidiaries, provides banking and financial products and services for individual consumers, small and middle-market businesses, institutional investors, large corporations, and governments worldwide

Irreplaceable Real Estate & Visibility - 103 Feet of Frontage along the Iconic Broadway

- 103 feet along Broadway & 99 feet along 81st Street providing brand recognition & advertising from the matchless pedestrian and vehicle traffic
- Bank of America – 52 feet of grandfathered frontage (Neighborhood Zoning limits banks to 25 feet of frontage), which carries forward to future banks or commercial tenants

PROPERTY HIGHLIGHTS

2260 BROADWAY

PROPERTY HIGHLIGHTS



Flexibility & Upside with Four (4) Separate Condominium Units (Bank of America currently occupies two (2) units)

- Provides ability to individually sell off condominium units, as each unit is a separate tax lot
- Arbitrage opportunity, as you can sell individual condominium units at lower cap rates because of the smaller price points; especially if The Eye Man & Cedra Pharmacy are brought to market rents



100% Leased Asset | Long-Term Stability with Upside from Rental Increases & Below Market Rent

- Bank of America (S&P A-) represents 88% of NOI providing investment grade stability to the asset
- Below Market Rent in the Shoppes - The Eye Man (37.6% below market) & Cedra Pharmacy (8.4% below market)
- Strong Rent Growth hedges against inflation and increases future cash flow
 - Bank of America – 12% Increase in 2021
 - Cedra Pharmacy – 3% Annual Increases



Prime Residential Market | Surrounded by both Historic & Newly Developed Residential Projects

- 250 West 81st Street (catty-corner from Property), by Alchemy Properties and Robert A.M. Stern, is a newly developed luxury condominium complex that is 95% pre-sold with pricing ranging from \$3.875M to \$25.2M
- Newly developed apartment building, 222 W 80th Street (one block from Property), has starting rents of \$9,522 per month
- UWS/Manhattan Valley - #4 Submarket for Average Apartment Rent in Manhattan (RENTCafé)
- Architecture ranges from beaux-arts to neoclassical, with both row houses and historic apartment complexes, including The San Remo, The Majestic, The Dakota, The Apthorp, and The Ansonia



Extremely Dense Urban Infill Location Supported by Mass Transit and a Walk-Friendly City Layout

- 1/2 mile radius – 71,315 residents and average household incomes of \$245,959
- 5.1 million riders at the 1 Subway Line - West 79th Street Station (3 minute walk) - 2017
- 4.3 million riders at the C & B Subway Line - West 81st Street Station (10 minute walk) - 2017
- 5.9 million riders at the 1 Subway Line - West 86th Street Station (5 minute walk) – 2017



High Barrier-to-Entry Trade Area

- Low retail vacancy rate in Upper West Side -1.8% (CoStar)
- High demand, competitive trade area
- Cost of construction & infill nature of trade area mitigates oversupply



Friction-Free Investment with Minimal Landlord Responsibilities

- Condominium Association maintains roof, structure, & snow removal
- Zero capital intensive maintenance responsibilities – No parking lot, roof, or structure to maintain

2260 BROADWAY

PROPERTY SPECIFICATIONS



Location

2260 Broadway, Upper West Side (Manhattan), NY, 10024



Frontage

- 103 Feet along Broadway & 99 feet along 81st Street
- Bank of America – **52 feet of grandfathered frontage** (Neighborhood Zoning limits banks to 25 feet of frontage), which carries forward to future banks or commercial tenants



Rentable Area

7,954 SF



Year Built: 1912
Renovated: 2008

Zoning: C4 - 6A

Avonova (12-stories with 117 luxury residential units) - A classic pre-war luxury residential condominium designed by legendary architect Gaetano Ajello and redeveloped in 2008

FLOOR PLAN



APNs:
01-01229-1101,
01-01229-1102,
01-01229-1103,
01-01229-1104

2260 BROADWAY



FRONTAGE ALONG BROADWAY - HIGHLIGHTS



OVERALL PROPERTY FRONTAGE - 103 FT

BANK OF AMERICA GRANDFATHERED FRONTAGE - 52 FT

ALLOWABLE BANK FRONTAGE - 25 FT
(PER ZONING)

CEDRA
PHARMACY

the
eye
man

Bank of America

Broadway

SOLD COMPARABLES



2260 BROADWAY

Property Address 2260 Broadway,
New York, NY 10024

Ground Level SF 7, 954

Sale Price \$42,000,000

Tenants Bank of America,
Cedra Pharmacy,
The Eye Man

Cap Rate 5.78%



THE ASTOR

Property Address 2139 - 2159 Broadway,
New York, NY 10023

Ground Level SF 18,902

Sale Price \$103,500,000

Tenants Barney's, Lululemon
Athletica, Demag-
gio & Demaggio LLP,
L'OCCITANE, Stuart
Weitzman

Cap Rate 4.25%



1273 - 1279 MADISON AVE

Property Address 1273 - 1279 Madison Ave,
New York, NY 10128

Ground Level SF 8,086

Sale Price \$30,000,000

Tenants Citibank

Cap Rate 3.85%

LEASE COMPARABLES



2260 BROADWAY

Property Address 2260 Broadway,
New York, NY 10024
Ground Level SF 7,954
Tenants Bank of America,
Cedra Pharmacy,
The Eye Man

Rent PSF (Annual) BofA: \$454
Cedra: \$206
Eye Man: \$140



THE APTHORP

Property Address 2219 Broadway,
New York, NY 10024
Ground Level SF 9,831
Tenants Chase Bank

Rent PSF (Annual) \$525

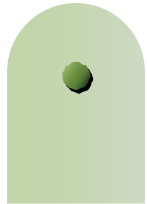
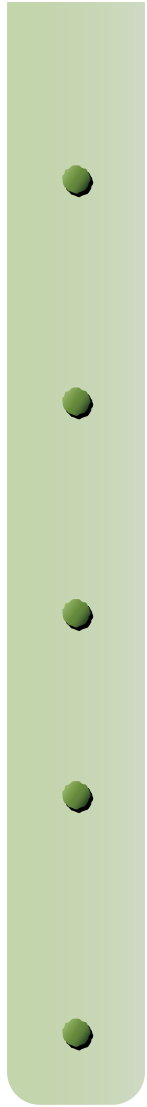


2231 - 2239 BROADWAY

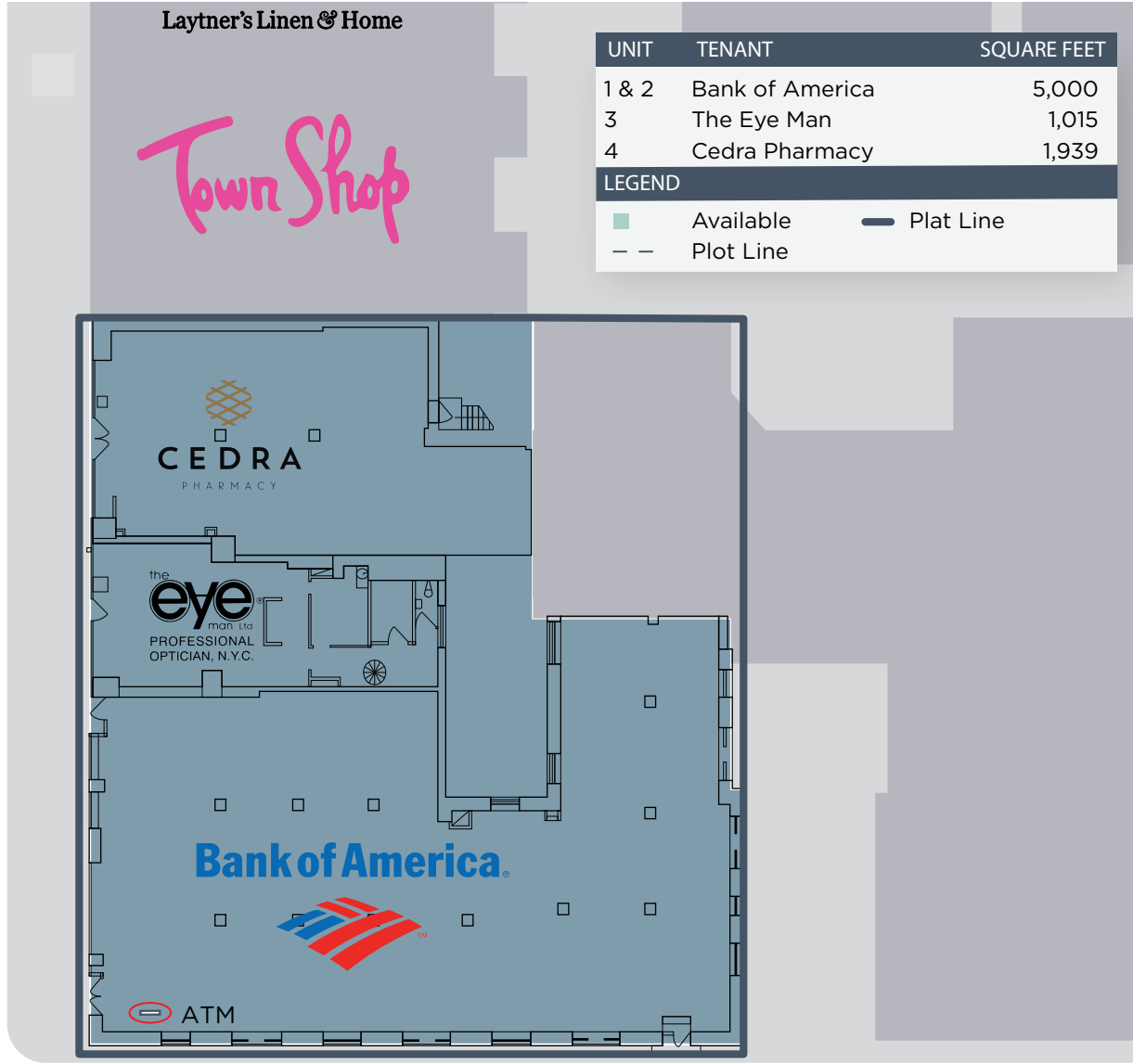
Property Address 2231 - 2239 Broadway,
New York, NY 10024
Ground Level SF 2,800
Tenants Verizon Wireless

Rent PSF (Annual) \$464

SITE PLAN



Broadway



W. 81st Street

UNIT	TENANT	SQUARE FEET
1 & 2	Bank of America	5,000
3	The Eye Man	1,015
4	Cedra Pharmacy	1,939

LEGEND	
	Available
	Plot Line
	Plat Line





AREA OVERVIEW



UPPER WEST SIDE OVERVIEW

The Upper West Side

The Upper West Side, a neighborhood in Manhattan often abbreviated as "UWS," is demarcated by Central Park to the east, the Hudson River to the west and between West 59th Street to the south and West 110th Street to the north. The UWS is characterized by its affluent residential buildings, these buildings have been featured in familiar movies and TV (such as Annie Hall, Seinfeld and 30 Rock). Food is the neighborhood focus in the UWS with specialty stores, organic food options and bakeries. Broadway, Amsterdam Avenue and Columbus Avenue are thriving commercial areas on the UWS, and feature the most prominent retail destinations. Shopping attractions include Zabar's, Fairway Market and The Shops at Columbus Circle. Additionally, prominent attractions including nightlife such as the Dead Poet's Bar and Symphony Space are within close walking distance of the subject property.

Transportation

Two subway lines run along the UWS: the Seventh Avenue line – 1, 2 and 3 – travel along Broadway, while the Eighth Avenue line – A, B, C and D – go along Central Park West. Five bus routes – M5, M7, M10, M11 and M104 – travel up and down the UWS. Crosstown bus routes include the M66, M72, M79, M86 and M96.

Upper West Side Highlights

Architecture

UWS architecture is distinctive for impressive, two-towered apartment buildings on Central Park West, such as the San Remo and the Majestic residential buildings. Elegant pre-war buildings line Broadway, Central Park West, Riverside Drive and West End Avenue. Throughout the UWS, you will find architecture from beaux-arts to neoclassical, from appealing row houses to prominent and historic apartment complexes.

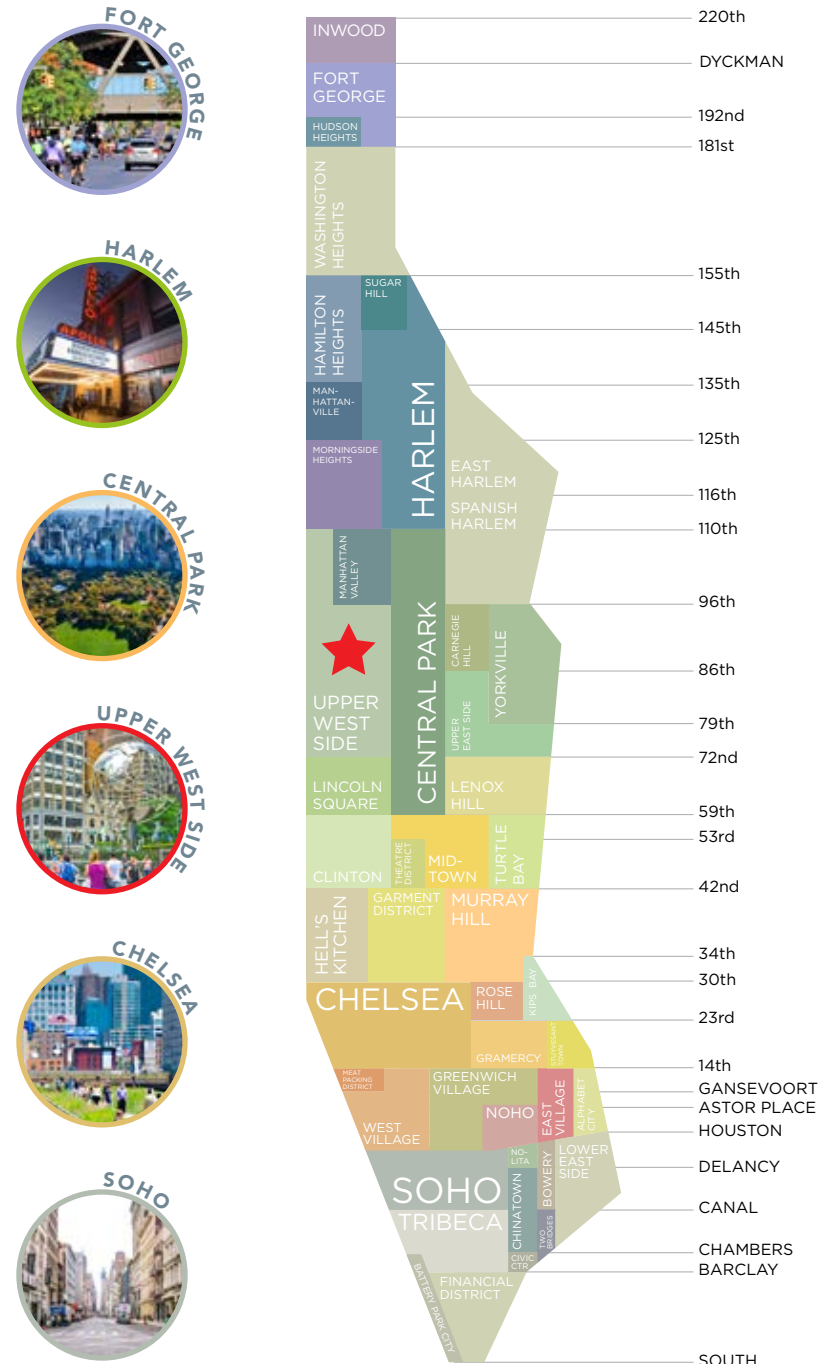
Local Attractions

Local cultural institutions include the American Museum of Natural History, Lincoln Center for the Performing Arts, the Beacon Theatre and The New York Historical Society. From the New York Philharmonic to Jazz at Lincoln Center to the New York City Ballet, renowned performance companies create a vibrant arts scene on the UWS.

Parks and Recreation

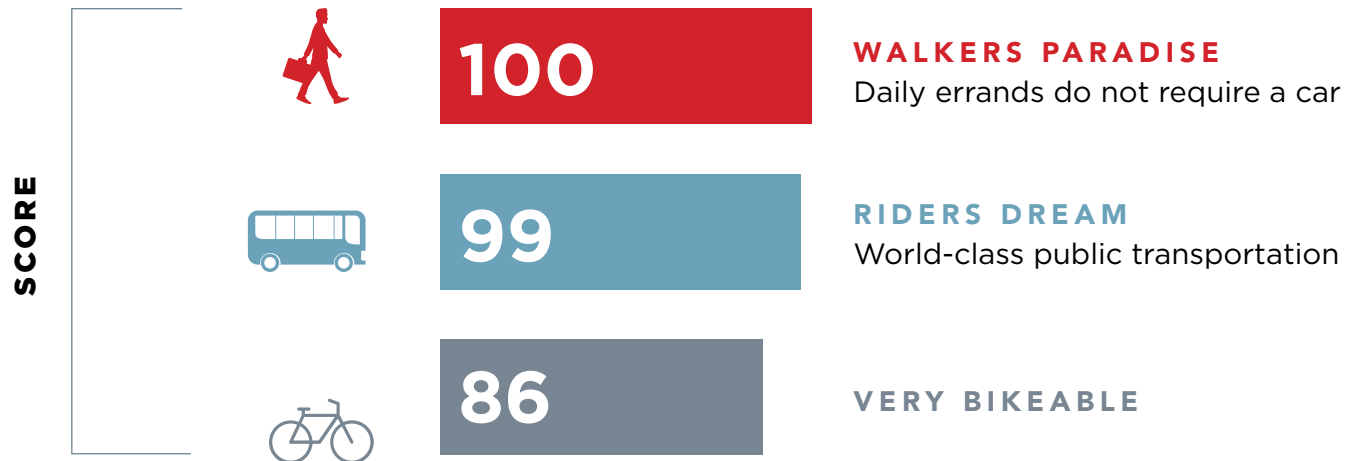
Parks and recreation are crucial features of life on the UWS. Riverside Park, encompassing from 59th Street to 155th Street, offers running and bike paths; cafes; public art; playgrounds; sports gaming courts; and soccer and baseball fields. The UWS portion of Central Park contains the Great Lawn; Strawberry Fields; Shakespeare Garden; the Lake; the Swedish Cottage Marionette Theatre and the Jacqueline Kennedy Onassis Reservoir.

NEIGHBORHOODS OF MANHATTAN



2260 BROADWAY, COMMUTING TIMES AND WALKING SCORES

Getting there is easy from the Upper West Side
Walking, riding and biking scores



Commute times to downtown West New York from 2260 Broadway.



27 Minutes



26 Minutes



37 Minutes



60 Minutes



RIVER RUN PLAYGROUND

PROPERTY

- 1. SUBJECT PROPERTY
- 2. ALCHEMY

SALE RANGE

\$2 M - \$4 M
 \$3.875 M - \$25.2 M
 (95% PRE-SOLD)

PROPERTY

- 1. THE APTHORP
- 2. 393 W. END AVENUE
- 3. 222 W. 80TH STREET
- 4. 424 W. END AVENUE
- 5. 203 W. 81ST STREET
- 6. THE BOULEVARD
- 7. 225 W. 80TH STREET
- 8. BORMLEY CONDOMINIUMS

RENT RANGE

\$18,000/MO.+
 \$9,750/MO.+
 \$9,522/MO.+
 \$6,395/MO.+
 \$5,000/MO.+
 \$4,798/MO.+
 \$4,500/MO.+
 \$3,500/MO.+

THE BOULEVARD
2373 BROADWAY

86TH STREET
1 2

BORMLEY CONDOMINIUMS
225 W. 83RD STREET

393 W. END AVENUE

424 W. END AVENUE

ALCHEMY
250 W. 81ST STREET
(YEAR BUILT 2019)

THE APTHORP
390 W. END AVENUE

222 W. 80TH STREET
(YEAR BUILT 2018)

AVONOVA
219 W. 81ST STREET
Bank of America eye CEDRA

BROADWAY

79TH STREET
1 2

225 W. 80TH STREET

203 W. 81ST STREET

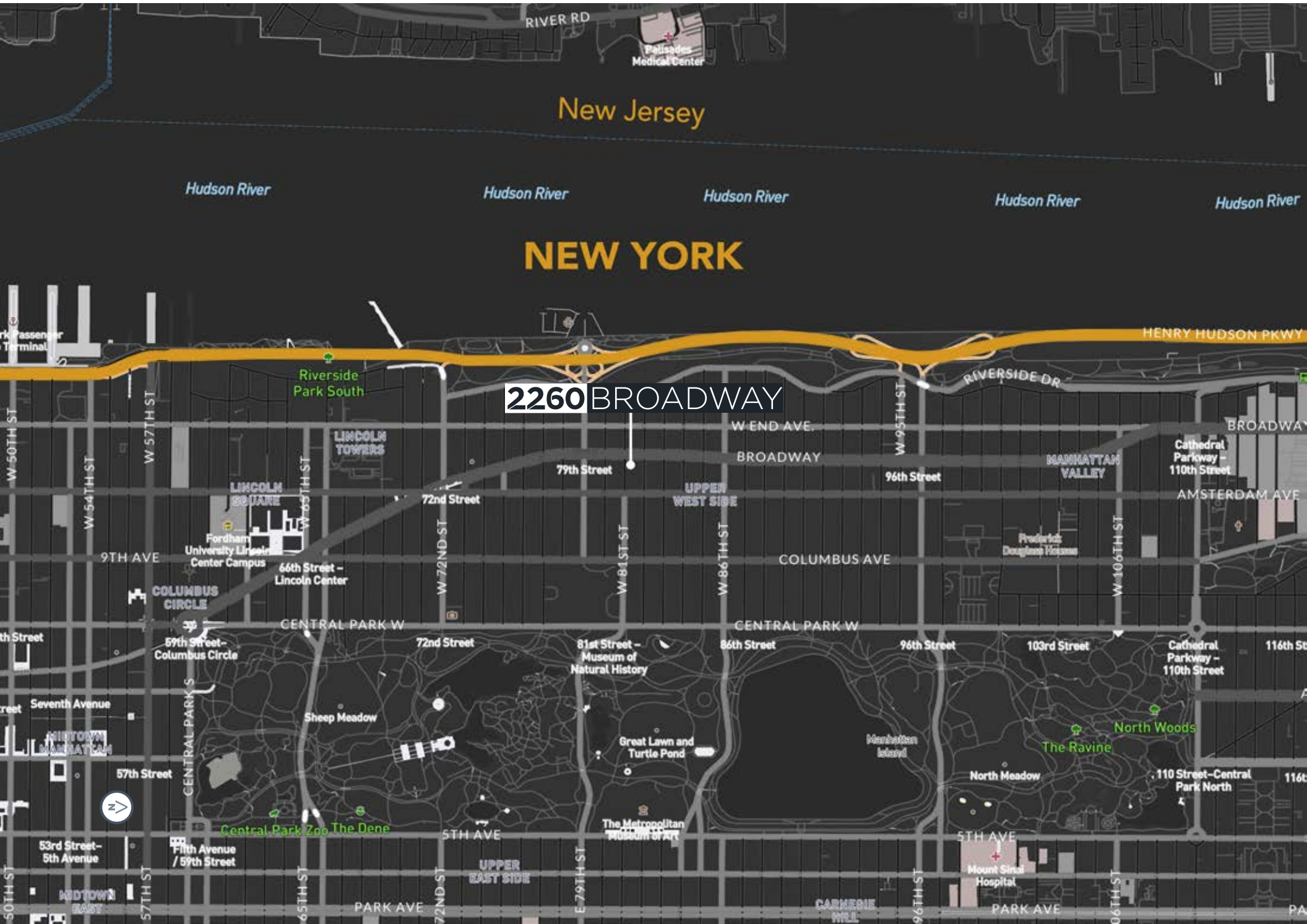
W. 79TH STREET

W. 81ST STREET

AMSTERDAM AVENUE

5 MINS WALK

LOCATION MAP



New Jersey

Hudson River

Hudson River

Hudson River

Hudson River

Hudson River

NEW YORK

2260 BROADWAY

HENRY HUDSON PKWY

RIVERSIDE DR

Riverside Park South

BROADWAY

LINCOLN TOWERS

79th Street

W END AVE

BROADWAY

96th Street

MANHATTAN VALLEY

Cathedral Parkway - 110th Street

AMSTERDAM AVE

LINCOLN SQUARE

Fordham University Lincoln Center Campus

66th Street - Lincoln Center

72nd Street

UPPER WEST SIDE

Frederick Douglass Historic Site

9TH AVE

COLUMBUS AVE

COLUMBUS CIRCLE

CENTRAL PARK W

CENTRAL PARK W

59th Street - Columbus Circle

72nd Street

81st Street - Museum of Natural History

86th Street

96th Street

103rd Street

Cathedral Parkway - 110th Street

116th Street

Sheep Meadow

Great Lawn and Turtle Pond

Manhattan Island

The Ravine

North Woods

North Meadow

110 Street - Central Park North

116th Street

Central Park Zoo The Den

5TH AVE

The Metropolitan Museum of Art

5TH AVE

Mount Sinai Hospital

53rd Street - 5th Avenue

Fifth Avenue / 59th Street

UPPER EAST SIDE

CARNEGIE HALL

PARK AVE

MIDTOWN EAST

57TH ST

PARK AVE

65TH ST

72ND ST

E 79TH ST

96TH ST

106TH ST

50TH ST

54TH ST

57TH ST

65TH ST

72ND ST

E 79TH ST

96TH ST

106TH ST

50TH ST

54TH ST

57TH ST

65TH ST

72ND ST

E 79TH ST

96TH ST

106TH ST

50TH ST

54TH ST

57TH ST

65TH ST

72ND ST

E 79TH ST

96TH ST

106TH ST



UPPER EAST SIDE

Empire State Building

TIMES SQUARE

New York Times Building

HUDSON YARDS

The Museum of Modern Art

MIDTOWN

Columbus Circle
A B C D 1 2

Lincoln Center

Central Park

The Metropolitan Museum of Art

81st Street
A B C

American Museum of Natural History

206-210 West 77th Street
(Condo)

207 West 75th Street
(Condo)

221 West 77th Street
(Condo)

227 West 77th Street
(Rental)

370 West End Ave
(Rental)

222 West 80th Street
(Rental)

207 West 79th Street
(Condo)

2230 Broadway
(Rental)

86th Street
A B C

466-468 Columbus Ave
(Rental)

132 West 83rd Street
(Rental)

2260
BROADWAY
eye CEORA

250 West 81st Street
(Condo)

CENTRAL PARK WEST

UPPER WEST SIDE

225 West 86th Street
(Condo)

86th Street
1 2

269 West 87th Street
(Condo)

553-559 West End Ave
(Condo)

COLUMBUS AVE

AMSTERDAM AVE

BROADWAY

WEST END AVE

HENRY HUDSON PKWY

Hudson River

Riverside Park

RECENTLY DEVELOPED

UNDER CONSTRUCTION

PROPOSED

LANDMARKS



TRADE AREA OVERVIEW

DISTANCE FROM CITY



Philadelphia



Baltimore



Boston



Washington DC



39,427

Estimated households within 0.5 mile radius



\$1.199 Trillion

Gross Metro Product



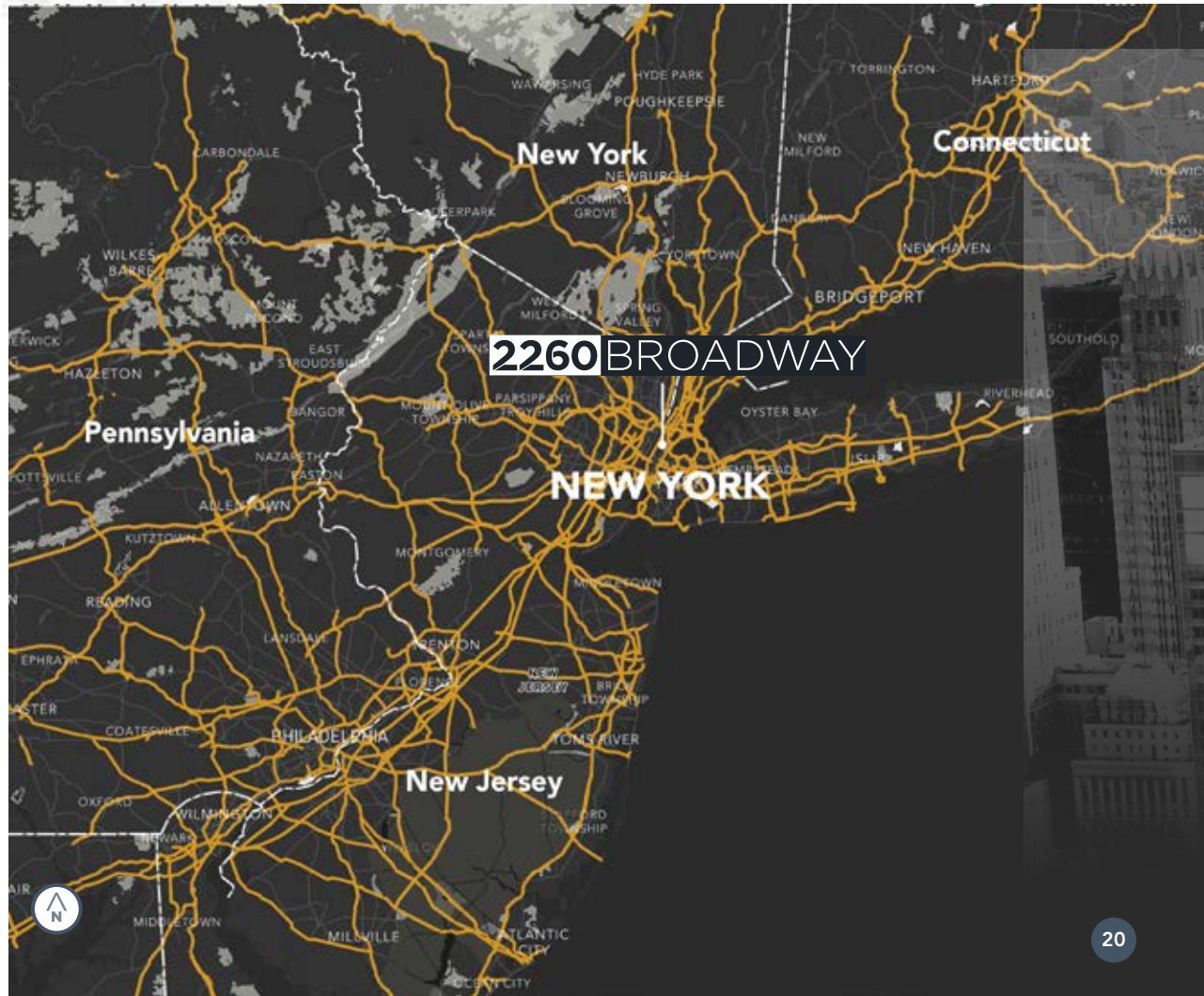
71,315

Estimated population in 0.5 mile radius



\$245,959

Average household income in 0.5 mile radius



FINANCIAL ANALYSIS



WEST END AVENUE

BROADWAY

AMSTERDAM AVENUE

COLUMBUS AVENUE

francesca's
The ParLOUR juice GENERATION

CAFE 86
FRENCH ROAST
Key Food FRESH
HAN DYNASTY

DUNKIN' DONUTS
AMERICA RUNS ON DUNKIN'
tasti D-lite

La Mirabelle
Vive la Crêpe!
good enough to eat

FLOWERS ON THE PARK NEW YORK
TD Bank
SHAPE HOUSE
UNI WAX NATURAL WAX STUDIO
HANDS ON

PINK
Baked by Melissa
ALDO

KINESPIRIT
Angel Nail SPA
NEW KAM LAI
KITARO
UPTOWN POKE
GameStop
WEST SIDE KIDS

LUCKY PICKLES
e's BAR
JACOB'S PICKLES NYC

JOE
motarino
Gristedes

COTTA OSTERIA · WINEBAR
VIAND DINER & BAR
BLOSSOM refined vegan dining
POLARIS HAIR STUDIO
SPIGA to go

5 SNAPKIN BURGER
MAISON PICKLE COCKTAILS & FRENCH DIP
bluemercury makeup · skincare · spa

amc
charles SCHWAB
chico's
Aachi Masala INDIAN RESTAURANT
Flor de Mayo Restaurant
Cafe Lala

Bustan
GEORGE KEELEY
AMSTERSDAM DELI
Hertz
enterprise

UNITED STATES POSTAL SERVICE

Cilantro NYC
SHOKA FINE INDIAN CUISINE
BELLINI ITALIAN RESTAURANT
VIN SUR VINGT
WEST SIDE WINE

HARRYS SHOES
TALBOTS
BARNES & NOBLE

CHIPOTLE
MOM
FRED'S
MOKUM
Sprint Cafe 82
THE JIN

WY Life
CRUNCH FITNESS
AMUSED NYC EST. 2015
PetHealthStore
stevan alan
KES
REMEDY

SPRING natural kitchen
Mexikoher
FAMOUS ORIGINAL RAY'S PIZZA

Bene SPA
LOKAL MEDITERRANEAN KITCHEN
TARALUCCI E VINO

MATTRESS FIRM
claire's
2260 BROADWAY
eye CEDRA

TwoDO Senn
THE DEAD POET
Orwashers

(MALIN+GOETZ)
gazala's
FLAVE
THE MILLING ROOM
FrankStella clothes
Starbucks

STARBUCKS

EXCELSIOR HOTEL & SPA
SCHWEITZER LINEN
SALON RIZ
citibank

ZABAR'S

Starbucks
STAPLES
Pinky Nail Salon
CALEDONIA
ISLANDS
ORWASHERS

HARDY
FRANK MAC'S PUB
Santitas
BICYCLE RENAISSANCE
flying tiger copenhagen
patagonia

UNO PIZZERIA & GRILL
EST. 1942

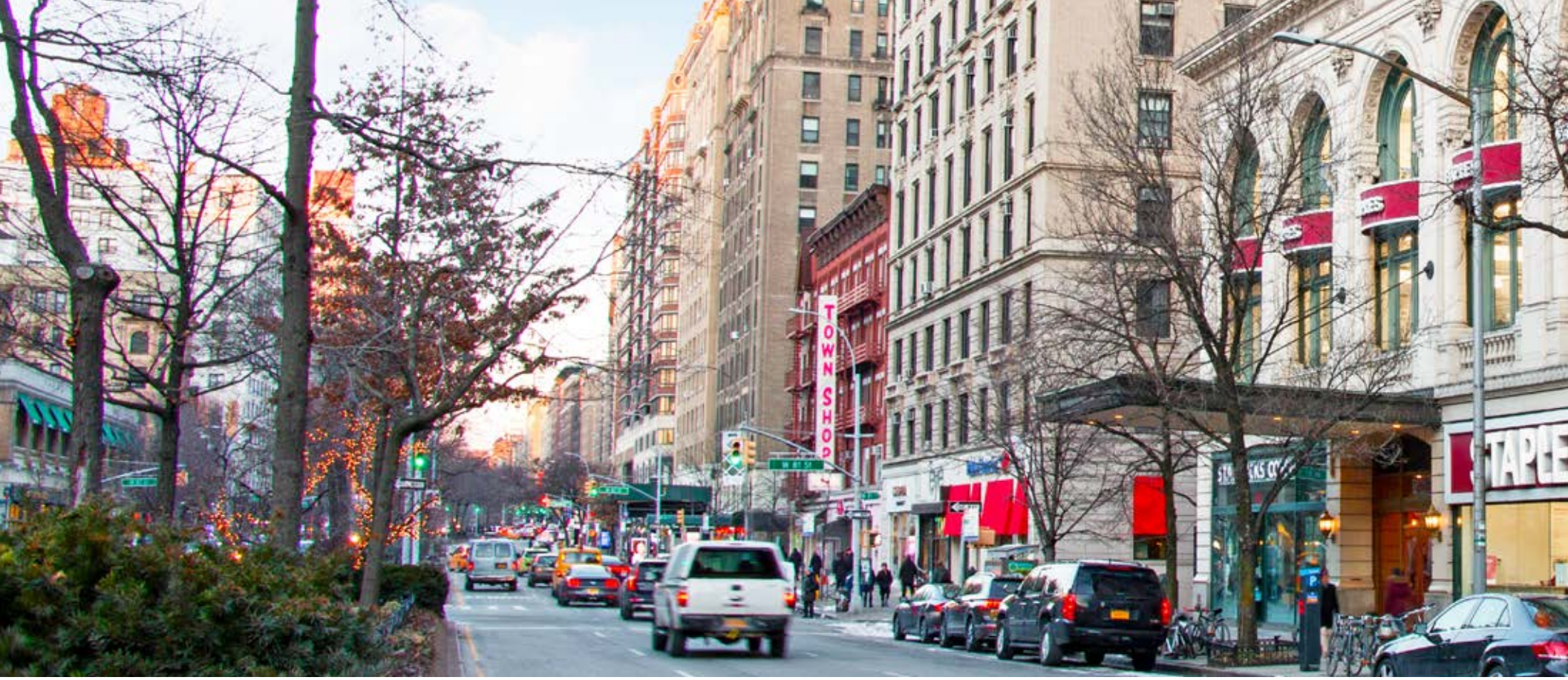
AMERICAN MUSEUM OF NATURAL HISTORY

NYSC
verizon

La Sirena
Amorino
BETTOLO
DSW
NICEMATIN

HOTEL SARAVANA BHAVAN
insomnia cookies
SABA'S PIZZA

SCOTCH & SODA AMSTERDAM COUTURE
pure barre



DEMOGRAPHICS



Population

New York, NY (rol3.sitesusa.com)	0.5 Mile	1 Mile	1.5 Mile
2018 Estimated Population	71,315	170,095	362,637
2023 Projected Population	72,121	171,276	365,343
2010 Census Population	70,491	163,941	346,982
2000 Census Population	73,274	163,016	342,881
Projected Annual Growth 2018 to 2023	0.2%	0.1%	0.1%
Historical Annual Growth 2000 to 2018	-0.1%	0.2%	0.3%
2018 Median Age	41.6	42.6	41.8
2018 Estimated Households	39,427	94,491	194,889
2023 Projected Households	41,005	97,988	202,221
2010 Census Households	37,717	88,224	180,629
2000 Census Households	41,611	92,604	186,978
Projected Annual Growth 2018 to 2023	0.8%	0.7%	0.8%
Historical Annual Growth 2000 to 2018	-0.3%	0.1%	0.2%
2018 Estimated White	79.0%	74.1%	72.2%
2018 Estimated Black or African American	7.2%	9.2%	9.5%
2018 Estimated Asian or Pacific Islander	8.4%	10.8%	11.3%
2018 Estimated American Indian or Native Alaskan	0.2%	0.2%	0.2%
2018 Estimated Other Races	5.3%	5.8%	6.8%
2018 Estimated Hispanic	11.1%	12.0%	15.1%
2018 Estimated Average Household Income	\$245,959	\$218,630	\$219,211
2018 Estimated Median Household Income	\$141,596	\$136,088	\$133,311
2018 Estimated Per Capita Income	\$136,147	\$121,578	\$118,004
2018 Estimated Total Businesses	3,785	7,931	23,843
2018 Estimated Total Employees	31,578	74,897	246,245
2018 Estimated Employee Population per Business	8.3	9.4	10.3
2018 Estimated Residential Population per Business	18.8	21.4	15.2



Households



Ethnicity



Income



Business



RENT ROLL

Suite #	Tenant	Size (SF)	% of Total (SF)	Rental Rates						% of Total (Rent)	Recovery Type	Lease Start	Lease Expiration	Market Rent (\$/SF/Yr)	Lease Options
				Date	Increase	Monthly Rent	Monthly \$/SF	Annual Rent	Annual \$/SF						
Unit 1	Bank of America	5,000	63%	Current		\$189,000	\$37.80	\$2,268,000	\$453.60	81%	MG	7/21/2011	7/31/2026	\$453.60	1 (10-Year)
Unit 2				Aug-2021	12%	\$211,680	\$42.34	\$2,540,160	\$508.03						
Unit 3	The Eye Man	1,015	13%	Current		\$11,880	\$11.70	\$142,560	\$140.45	5%	MG	10/1/1977	10/31/2022	\$222.00	None
Unit 4	Cedra Pharmacy	1,939	24%	Current		\$33,303	\$17.18	\$399,640	\$206.11	14%	MG	4/15/2016	8/31/2026	\$222.00	1 (5-Year)
				Aug-2019	3%	\$34,302	\$17.69	\$411,629	\$212.29						
				Aug-2020	3%	\$35,332	\$18.22	\$423,978	\$218.66						
				Aug-2021	3%	\$36,391	\$18.77	\$436,697	\$225.22						
				Aug-2022	3%	\$37,483	\$19.33	\$449,798	\$231.97						
				Aug-2023	3%	\$38,608	\$19.91	\$463,292	\$238.93						
				Aug-2024	3%	\$39,766	\$20.51	\$477,191	\$246.10						
Aug-2025	3%	\$40,959	\$21.12	\$491,507	\$253.48										
Total Occupied		7,954	100%			\$234,183	\$29.44	\$2,810,200	\$353.31	100%					

2260 BROADWAY



PRICING SUMMARY

Financial Information

Price: \$42,000,000

Property Specifications

Rentable Area: 7,954 SF
 Address: 2260 Broadway, New York, NY 10022
 APN: 01-01229-1101, 01-01229-1102
 01-01229-1103, 01-01229-1104

Financial and Operating Information

	Year 1	Year 5
Gross Potential Rent	\$2,821,190	\$3,252,246
Plus Recapture	\$562,551	\$661,227
Effective Gross Income	\$3,383,741	\$3,913,473
Less Expenses	(\$958,022)	(\$1,078,262)
Net Operating Income	\$2,425,719	\$2,835,211
Cap Rate:	5.78%	6.75%

Operating Expenses		PSF/Yr		PSF/Yr	
Taxes ⁽¹⁾	10.5140%	\$884,312	\$111.18	\$995,301	\$125.13
CAM ⁽²⁾		\$73,710	\$9.27	\$82,961	\$10.43
Total		\$958,022	\$120.45	\$1,078,262	\$135.56

CASH FLOW

For the Years Ending	Year 1 Jun-2020	Year 2 Jun-2021	Year 3 Jun-2022	Year 4 Jun-2023	Year 5 Jun-2024	Year 6 Jun-2025	Year 7 Jun-2026	Year 8 Jun-2027	Year 9 Jun-2028	Year 10 Jun-2029	Year 11 Jun-2030
Potential Gross Revenue											
Base Rental Revenue	\$2,821,190	\$2,836,357	\$3,099,949	\$3,201,960	\$3,252,246	\$3,273,608	\$3,295,612	\$3,597,693	\$3,646,438	\$3,669,054	\$3,693,777
Absorption & Turnover Vacancy	-	-	-	(41,037)	-	-	-	-	(47,574)	-	-
Scheduled Base Rental Revenue	2,821,190	2,836,357	3,099,949	3,160,923	3,252,246	3,273,608	3,295,612	3,597,693	3,598,864	3,669,054	3,693,777
Expense Reimbursement Revenue	562,551	585,343	609,515	634,759	661,227	688,955	717,513	746,929	774,755	803,486	835,632
Total Potential Gross Revenue	3,383,741	3,421,700	3,709,464	3,795,682	3,913,473	3,962,563	4,013,125	4,344,622	4,373,619	4,472,540	4,529,409
Effective Gross Revenue	3,383,741	3,421,700	3,709,464	3,795,682	3,913,473	3,962,563	4,013,125	4,344,622	4,373,619	4,472,540	4,529,409
Operating Expenses											
Property Taxes	884,312	910,841	938,167	966,312	995,301	1,025,160	1,055,915	1,087,592	1,120,220	1,153,827	1,188,441
CAM	73,710	75,921	78,199	80,545	82,961	85,450	88,014	90,654	93,374	96,175	99,060
Total Operating Expenses	958,022	986,762	1,016,366	1,046,857	1,078,262	1,110,610	1,143,929	1,178,246	1,213,594	1,250,002	1,287,501
Net Operating Income	2,425,719	2,434,938	2,693,098	2,748,825	2,835,211	2,851,953	2,869,196	3,166,376	3,160,025	3,222,538	3,241,908
Leasing & Capital Costs											
Tenant Improvements	-	-	-	(13,864)	-	-	-	-	(16,072)	-	-
Leasing Commissions	-	-	-	(49,290)	-	-	-	-	(57,141)	-	-
Total Leasing & Capital Costs	-	-	-	(63,154)	-	-	-	-	(73,213)	-	-
Debt Service	(1,008,000)	(1,008,000)	(1,008,000)	(1,008,000)	(1,008,000)	(1,008,000)	(1,008,000)	(1,008,000)	(1,008,000)	(1,008,000)	(1,008,000)
Cash Flow After Debt Service	1,417,719	1,426,938	1,685,098	1,677,671	1,827,211	1,843,953	1,861,196	2,158,376	2,078,812	2,214,538	

Occupancy Trends

Average Physical Occupancy	7,954	7,954	7,954	7,954	7,954	7,954	7,954	7,954	7,954	7,954	7,954
Average Physical Occupancy - %	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

Cap Rate	5.78%	5.80%	6.41%	6.54%	6.75%	6.79%	6.83%	7.54%	7.52%	7.67%
Cash/Cash	8.44%	8.49%	10.03%	9.99%	10.88%	10.98%	11.08%	12.85%	12.37%	13.18%

Leveraged Pricing Matrix

Price	Year 1 C/C	Year 1 Cap	Potential 1st New Loan					Sale Price	Exit Cap	OLB ⁽¹⁾		
\$42,000,000	8.44%	5.78%	Loan Amount:	\$25,200,000	55%	-60%	\$51,660,000	6.28%	\$25,200,000			
			Payment (Monthly):	(\$84,000)								
			Interest Rate (Interest Only):	4.00% - 4.10%								
			Amortization Period:	Interest Only								
			Maturity:	10 Years								
IRR	Multiple	Down Payment	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5	Yr 6	Yr 7	Yr 8	Yr 9	Yr 10
13.36%	2.66	(\$16,800,000)	1,417,719	1,426,938	1,685,098	1,677,671	1,827,211	1,843,953	1,861,196	2,158,376	2,078,812	\$28,674,538

(1) Outstanding Loan Balance at the Time of Sale

ARGUS ASSUMPTIONS

Summary	
Cash Flow Start Date:	July 1, 2019
Cash Flow End Date:	June 30, 2029
Analysis Length:	10 Years
Net Rentable Area:	7,954
Market Rent Growth Rate:	3% Annually
Operating Expense Growth Rate:	2% Annually
Real Estate Tax Growth Rate:	3% Annually
Lease Options:	All Options Assumed
General Vacancy Loss ⁽¹⁾ :	0.0%

Market Leasing Assumptions	Bank	Shoppes
Market Rent:	\$453.60 PSF/Year	\$222.00 PSF/Year
Rent Steps:	3% Annually	3% Annually
Recovery Type (New Leases) ⁽¹⁾ :	Base Year Tax & CAM	Base Year Tax & CAM
Speculative Lease Terms:	5 Years	5 Years
Rent Abatements:	None	None
Tenant Improvements - New / Renew:	\$20 / \$10	\$20 / \$10
Leasing Commission Structure:	Yr 1: 5%, Yr 2 -3: 4%, Yr 4-5: 3%	Yr 1: 5%, Yr 2 -3: 4%, Yr 4-5: 3%
Vacant Space upon Turnover:	6 Months	6 Months
Renewal Probability:	75%	75%

Operating Expenses	
Property Tax and Assessments:	per current tax bill (7/1/18 thru 6/1/19) with applied 3% annual growth rate
CAM:	per 2018 operating statement
Tenant Expense Recoveries:	per tenant leases and CAM and Tax schedules provided by owner

Specific Assumptions

1) Analysis assumes a 75% renewal probability to Eye Man - renewing at market rent

Bank of America.



BANK OF AMERICA

www.bankofamerica.com

Bank of America Corporation, through its subsidiaries, provides banking and financial products and services for individual consumers, small and middle-market businesses, institutional investors, large corporations, and governments worldwide. It operates through four segments: Consumer Banking, Global Wealth & Investment Management, Global Banking, and Global Markets. The Consumer Banking segment offers traditional and money market savings accounts, CDs and IRAs, noninterest- and interest-bearing checking accounts, and investment accounts and products, as well as credit and debit cards, residential mortgages and home equity loans, and direct and indirect loans. The Global Wealth & Investment Management segment offers investment management, brokerage, banking, and retirement products, as well as wealth management and customized solutions. The Global Banking segment provides lending products and services, including commercial loans, leases, commitment facilities, trade finance, real estate lending, and asset-based lending; treasury solutions, such as treasury management, foreign exchange, and short-term investing options; working capital management solutions; and debt and equity underwriting and distribution, and merger-related and other advisory services. The Global Markets segment offers market-making, financing, securities clearing, settlement, and custody services, as well as risk management, foreign exchange, fixed-income, and mortgage-related products. Bank of America Corporation was founded in 1874 and is based in Charlotte, North Carolina.

Company Type:	Public (NYSE: BAC)	Fiscal Year-End:	December
2018 Employees:	209,839	2018 Revenue:	\$87.9 Billion
2018 Net Income:	\$28.15 Billion	2018 Assets:	\$2.35 Trillion
2018 Equity:	\$242.99 Billion	S&P Rating:	A-



TENANT SYNOPSIS



CEDRA
PHARMACY

CEDRA PHARMACY BROADWAY

www.cedrpharmacy.com

Mazen Karnaby, whose professional background includes working for Duane Reade (Walgreens subsidiary) and CVS Pharmacy, founded Cedra Pharmacy in 2014 "as the antidote to the modern pharmacy". The goal of Cedra Pharmacy was to reshape modern medicine by creating a specialized, personal and cutting edge pharmacy that caters to residents looking for high quality services, including: at-home medication reviews with a staff pharmacist, monthly home consultations with a nutritionist, twice-monthly therapeutic massages, 24-hour emergency support, semi-weekly personal training, and a limo service and nurse accompaniment to doctor's visits. The Cedra Pharmacy in the Upper West Side of Manhattan has been successfully operating since 2016, and has continued to see an increase in demand from consumers looking for the personalized services/products that they provide in health care.

Company Type: Private
Number of Locations: 5 (New York, Texas and California)

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THE EYE MAN
www.theeyeman.com

Founded in 1977, The Eye Man is a family-owned-and-operated business. The eye man specialized in high quality brands including Shamir, Varilux, Zeiss, Bevel, Lindberg, Prodesign, Blake Kuuwahara, Vari, Francis Klein, Matsuda, and Italee. The eye man focuses on delivering exceptional customer service and premium quality eyewear products.

Company Type: Private
Number of Locations: 1



2260 BROADWAY

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