

# **O TARGET**

at Northridge Plaza

8840 Corbin Avenue Northridge, CA

MAJOR REMODEL IN 2019
NEW 15 YEAR TERM
30+ YEAR OPERATING HISTORY

Capital Markets | National Retail Partners - West







CAP RATE (YEAR 1):

TOTAL LAND AREA:

PARKING SPACES:

WEBSITE:

CURRENT OCCUPANCY: 100%

TOTAL BUILDING AREA: ±110,013 SF

4.50%

±330,194 SF (±7.58 Acres)

1,123 (4.70 spaces per 1,000 SF) \*entire property

www.nrpwest.com/targetnorthridgeplaza



OFFERING PRICE: \$44,005,000

NOI (YEAR 1): \$1,980,233

Freshly Renovated, Long Established Regional Shopping Center

- New Long-Term, Corporate NNN Lease Target, a tenant at Northridge Plaza since 1986, recently re-committed to the location with a new 15-year lease extension, extending the lease term to 2035 with 6% increases every five years during the initial term and four, ten-year options
- Anchored by Target and Kohl's (NAP), both occupying the property since 1986 and 2012, respectively, Northridge Plaza is a 242,031 SF regional shopping center, currently leased to a synergistic mix of restaurant, service, daily needs and regional retail tenants serving the cities of Canoga Park, Chatsworth and Northridge
- National Credit Tenant Target (NYSE: TGT) is the eighth-largest retailer in the United States, operating over 1,853 stores, employs more than 300,000+ people and has a market capitalization of approximately \$45 billion, up approximately 48% since July of 2014

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- Historical Operating Success Target has been operating in Northridge Plaza since 1986,
   a 33+ year operating history!
- Significant Improvements Underway In addition to signing a 15-year lease extension,
  Target is underway on a major interior and exterior store remodel which will be completed
  in 2019 proving the quality and success of this location
- **Functional Site Plan, Excellent Signage and Parking Field** Northridge Plaza features a traditional, linear site plan, pylon and direction signage plus ample parking further bolstered by a renewed parking field ensuring the property's ease of circulation and quick access to all tenants for vehicular traffic

## INVESTMENT HIGHLIGHTS (CONTINUED)

#### **Irreplaceable Retail Location**

- Strategic University Location The property sits approximately 1 mile west of California State University Northridge, along Nordhoff Way, with approximately of 41,548 undergraduate and 4,925 graduate students occupying the 356 acre campus on a daily basis
- High Traffic Intersection, New Traffic Signal Situated at the hard corner, signalized intersection of Nordhoff Way and Corbin Avenue (35,700 cars per day), Northridge Plaza will soon feature its own traffic signal at the primary drive entrance adjacent Wells Fargo (estimated 2020 completion)
- Significant Frontage and Visibility Unmatched visibility
  with over 887 feet of frontage along Corbin Avenue, the
  trade area's primary north/south arterial providing access
  to Highway 118 (Ronald Reagan Freeway) to the North
- Retail Corridor Ideally situated within Northridge's retail
  hub with major retailers and restaurants in the immediate
  trade area, such as Costco, Macy's, Sears, JCPenney,
  Apple, Northridge Pacific Theatres (10 screens),
  Super King Markets, Best Buy, Ross Dress for Less,
  Petco, 24 Hour Fitness, PetSmart, Guitar Center, Total
  Wine & More, Big Lots, Bed Bath & Beyond, In-N-Out,
  Chick-fil-A and Five Guys among others creating a strong
  regional draw and cross-shopping benefit to the center
- **Regional Draw** Northridge Plaza's tenant roster creates a strong regional and local draw, providing the immediate trade area with additional "everyday necessity" goods and "destination" restaurant attraction

## INVESTMENT HIGHLIGHTS (CONTINUED)

- **High Barriers to Entry** Supply constrained and densely populated infill trade area with limited sites available for future development create high barriers to entry and ensure the center's long-term growth and success
- High Density Residential Development Shea Homes and Shea Properties are heavily invested 1.3
  miles from Northridge Plaza with a 431-unit luxury mixed-use project featuring 21,000 SF of ground
  floor-floor commercial space as well as 166 for sale townhomes to be completed in 2019

### **Densely Populated, Infill, And High-Income Trade Area**

- More than 21,800 people in a 1-mile radius with an Average Household Income exceeding \$97,800
- More than 251,600 people in a 3-mile radius with an Average Household Income exceeding \$91,100
- More than 508,100 people in a 5-mile radius with an Average Household Income exceeding \$102,800

 Densifying Trade Area - Within 5 miles of Northridge Plaza, there are over 1,800 apartment units under construction as well as 1,200 planned for future development

## Flagship, Internet Resistent & Ideal 1031 Exchange Replacement

- Ideal 1031 Upleg Available for a quick close to accommodate tight 1031 Exchange replacement timelines
- Unencumbered, Debt-Free Asset With no existing financing in place, Target at Northridge Plaza allows investors the ability to obtain new financing at historically low rates, enhancing leveraged cash-oncash returns

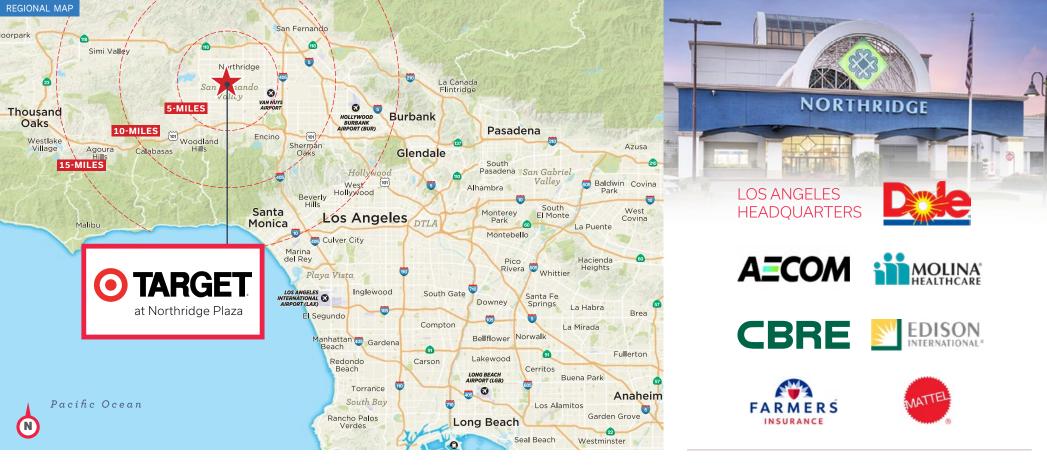




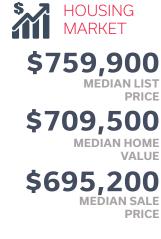
## SNAPSHOT: NORTHRIDGE AREA

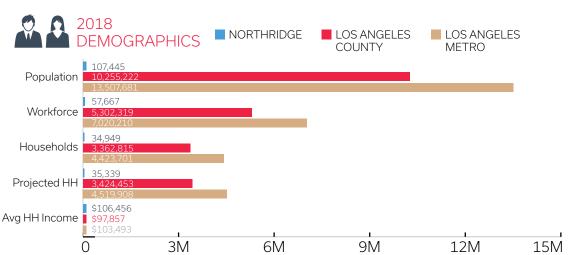
Northridge is a small 9 ½ mile neighborhood anchoring the northwest edge of Los Angeles' famous San Fernando Valley. This small area is one of the most densely populate areas of Los Angeles. With the extra leg room, Northridge has been ranked one of the best neighborhoods to live in Los Angeles County by Areavibes, noting that it is the home of the largest mall in the area, the Northridge Fashion Center, as well as one of only two hospitals in the San Fernando Valley (Dignity Health, 425 Beds). The city does not sit in a vacuum either. With easy access to the 405 Freeway, one of the busiest thoroughfares in California, its residents are able to reach top tier companies like Edison International, Molina Healthcare, Farmers Insurance, and more. The area immediately surrounding Northridge itself hosts the U.S headquarters of multiple international companies like Walt Disney Studios, Aecom, Live Nation Entertainment, and Avery Denison. All of these job opportunities contribute to the density of the area and in turn its commercial strength. With its strong location and reputation, Northridge is poised to continue its strong commercial growth.











## PROPERTY DESCRIPTION



#### **LOCATION**

8840 Corbin Avenue Northridge, CA 91324



#### SITE

Target is located in the Northridge Plaza at the NE corner of Corbin Avenue and Nordhoff Way in the city of Northridge, CA.



#### **LAND AREA**

The listing consists of 1 parcel (APN #2783-025-092) totaling approximately ±7.58 acres or ±330,194 SF of land area.



#### **BUILDING AREA**

The subject consists of 1 retail building totaling approximately ±110,013 SF of net rentable area.



#### **FRONTAGE & ACCESS**

The Northridge Plaza benefits from approximately ±887 linear feet of frontage along Corbin Avenue and ±406 linear feet of frontage along Nordhoff Way. Access points into the center include 2 entrances off Corbin Avenue and 1 entrance off Nordhoff Way.



#### **PARKING**

Northridge Plaza provides ±1,123 parking stalls.



#### **TRAFFIC COUNTS**

Corbin Avenue ±38,617 CPD Nordhoff Way ±17,283 CPD



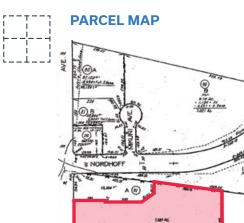
#### **BUILT**

The building was constructed in 1980 with an interior and exterior remodel to be completed Q4 2019.



#### **ZONING**

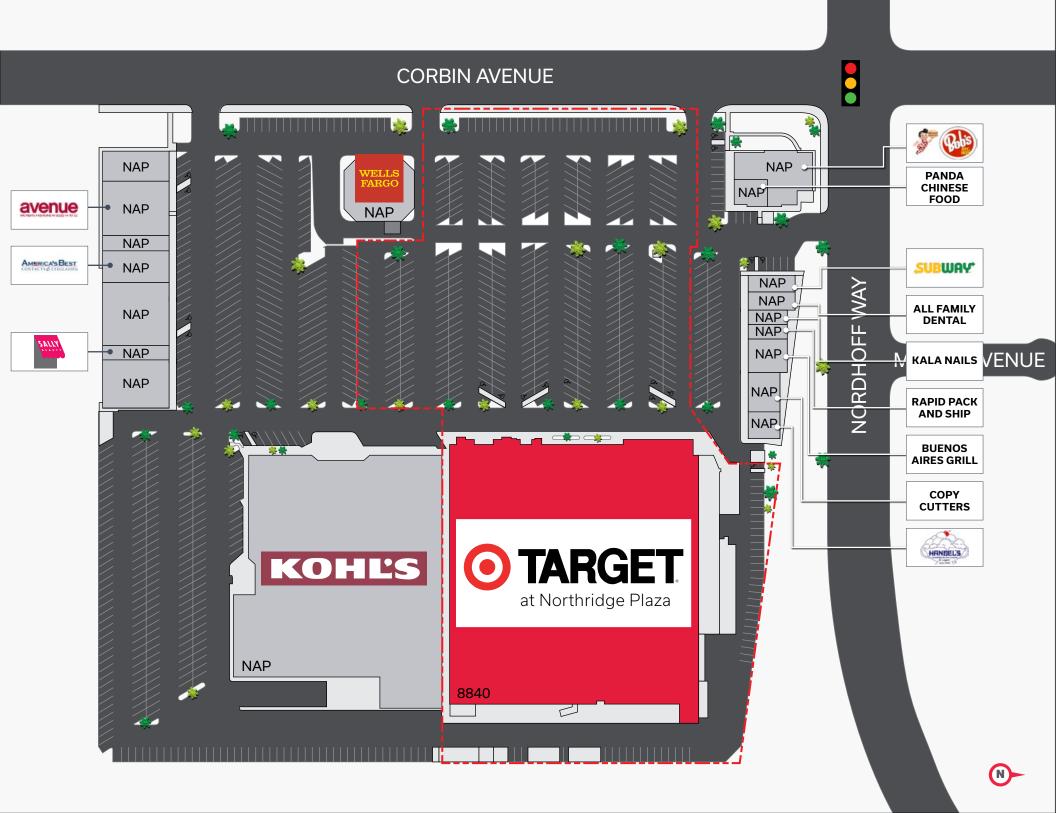
Per the City of Northridge, the subject site is currently zoned as C1 - Limited Commercial.



PARTHÊNIA







## **TENANT OVERVIEW**



#### **WWW.TARGET.COM**

TargetCorporation is the second-largest discount store retailer in the U.S. and a component of the S&P 500 Index. Target operates 1,853 stores including Target, SuperTarget, and CityTarget and TargetExpress. Target is often recognized for its emphasis on "the needs of its younger, image-conscious shoppers." The company has found success as a cheap-chic player in the industry. Target Brands is the company's brand management division that oversees the company's private label products.

Ownership: NYSE:TGT
Revenue: \$76 B

Market Capitalization: \$45 B

S&P: A

Employees: 300,000+

Locations:

**Headquarters:** Minneapolis, MN

1,853



## **ASSUMPTIONS**

#### **GLOBAL**

Analysis Period		
Commencement Date		November 1, 2019
End Date		October 31, 2029
Term		10 Years
Area Measures		
Building Square Feet (SF)		110,013 SF
Growth Rates		
Consumer Price Index (CPI)		3.00%
Other Income Growth Rate		3.00%
Operating Expenses		3.00%
Real Estate Taxes		2.00%
Market Rent Growth		
	CY 2020	- 3.00%
	CY 2021	- 3.00%
	CY 2022	- 3.00%
	CY 2023	- 3.00%
	CY 2024	- 3.00%
	CY 2025	- 3.00%
	CY 2026	- 3.00%
	CY 2027	- 3.00%
	CY 2028	- 3.00%
	CY 2029+	- 3.00%
General Vacancy Loss		0.00%
Capital Reserves (CY 2019 Val	ue)	\$0,25 PSF

#### **AVAILABLE SPACE LEASING**

**Operating Expense Source** 

Occupancy and Absorption	
Projected Available at 11/1/19	0 SF
Currently Available as of 8/1/19	0 SF
Percentage Available at 8/1/19	0.00%

#### **EXPENSES**

Management Fee (% of EGR)	None
Real Estate Taxes Reassessed	Yes [4]
Millage Rate	1.198046%
Special Assessments	\$14,424

#### **FINANCING**

For customized Debt Quotations, please contact:

Bruce Francis	Shaun Moothart
+1 602 735 1781	+1 949 509 2111
Lic. BK-0018505	Lic. 01773201
bruce.francis@cbre.com	shaun.moothart@cbre.com
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#### **MARKET LOAN**

2019 Budget [3]

Initial/Original Loan Funding	\$24,203,000
Loan-To-Price	55.00%
Funding Date	Nov-19
Maturity Date	Oct-29
Loan Term	10.0 Years
Amortization Period	Interest Only
Interest Rate	3.40%

Notes: All market rent rates are stated on calendar-year basis.

- [1] General Vacancy Loss factor includes losses attributable to projected lease-up, rollover downtime, and fixturing downtime. The following tenants are excluded from this loss factor for current and option terms only:
- [2] Capital Reserves do not inflate during the term of the analysis.
- [3] Operating Expenses are based on the 2019 Budgeted, less any one-time and ownerspecific expenses. Expenses include a 5% CAM Supervision Fee.
- [4] Real Estate Taxes have been reassessed at the estimated purchase price based on a millage rate of 1.198046% plus special assessments of \$14,424.
- [5] Future tenants are assumed to reimburse their pro-rata share of all expenses, excluding Management Fee plus an additional 5% Administration fee.
- [6] Rent Abatement includes NNN charges as well as base rent.
- [7] Leasing Commissions are calculated by applying 100% of the rates shown above for lease years 1-5, and 50% of the above rates for lease years 6 and beyond.

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## **CASH FLOW**

Fiscal Year		11/19-10/20	11/20-10/21	11/21-10/22	11/22-10/23	11/23-10/24	11/24-10/25	11/25-10/26	11/26-10/27	11/27-10/28	11/28-10/29	11/29-10/30
Physical Occupancy		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Overall Economic Occupancy [1]		100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Total Operating Expenses PSF Pe	r Year	\$6.78	\$6.93	\$7.09	\$7.25	\$7.41	\$7.57	\$7.74	\$7.92	\$8.09	\$8.27	\$7.14
REVENUES	FY 2020 [2]											
Scheduled Base Rent	\$/SF/MO											
Gross Potential Rent	\$1.50	\$1,980,234	\$1,980,234	\$1,980,234	\$1,980,234	\$1,980,234	\$1,980,234	\$2,099,048	\$2,099,048	\$2,099,048	\$2,099,048	\$2,099,048
Absorption & Turnover Vacancy	0.00	0	0	0	0	0	0	0	0	0	0	0
Base Rent Abatements	0.00	0	0	0	0	0	0	0	0	0	0	0
Total Scheduled Base Rent	1.50	1,980,234	1,980,234	1,980,234	1,980,234	1,980,234	1,980,234	2,099,048	2,099,048	2,099,048	2,099,048	2,099,048
Expense Reimbursements	0.57	746,139	762,731	779,712	797,096	814,886	833,096	851,740	870,823	890,361	891,624	805,387
TOTAL GROSS REVENUE	2.07	2,726,373	2,742,965	2,759,946	2,777,330	2,795,120	2,813,330	2,950,788	2,969,871	2,989,409	2,990,672	2,904,435
General Vacancy Loss	0.00	0	0	0	0	0	0	0	0	0	0	0
EFFECTIVE GROSS REVENUE	2.07	2,726,373	2,742,965	2,759,946	2,777,330	2,795,120	2,813,330	2,950,788	2,969,871	2,989,409	2,990,672	2,904,435
OPERATING EXPENSES												
CAM Association Expense	(0.12)	(157,086)	(161,798)	(166,650)	(171,649)	(176,800)	(182,104)	(187,568)	(193,192)	(198,989)	(204,958)	(211,107)
Admin Association Fee (5%)	(0.01)	(7,854)	(8,090)	(8,333)	(8,582)	(8,840)	(9,105)	(9,378)	(9,660)	(9,949)	(10,248)	(10,555)
Insurance	(0.02)	(30,787)	(31,711)	(32,662)	(33,642)	(34,651)	(35,690)	(36,761)	(37,864)	(39,000)	(40,170)	(41,375)
Real Estate Taxes	(0.42)	(550,413)	(561,133)	(572,067)	(583,220)	(594,596)	(606,199)	(618,035)	(630,107)	(642,421)	(654,980)	(522,203)
TOTAL OPERATING EXPENSES	(0.57)	(746,140)	(762,732)	(779,712)	(797,093)	(814,887)	(833,098)	(851,742)	(870,823)	(890,359)	(910,356)	(785,240)
NET OPERATING INCOME	1.50	1,980,233	1,980,233	1,980,234	1,980,237	1,980,233	1,980,232	2,099,046	2,099,048	2,099,050	2,080,316	2,119,195
CAPITAL COSTS												
Tenant Improvements	0.00	0	0	0	0	0	0	0	0	0	0	0
Leasing Commissions	0.00	0	0	0	0	0	0	0	0	0	0	0
Capital Reserves	(0.02)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)
TOTAL CAPITAL COSTS	(0.02)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)	(27,503)
OPERATING CASH FLOW	\$1.48	\$1,952,730	\$1,952,730	\$1,952,731	\$1,952,734	\$1,952,730	\$1,952,729	\$2,071,543	\$2,071,545	\$2,071,547	\$2,052,813	\$2,091,692

<sup>[1]</sup> This figure takes into account vacancy/credit loss, absorption vacancy, turnover vacancy, and base rent abatements.

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<sup>[2]</sup> Based on 110,013 square feet.

## CASH FLOW (CONTINUED)

Fiscal Year		11/19-10/20	11/20-10/21	11/21-10/22	11/22-10/23	11/23-10/24	11/24-10/25	11/25-10/26	11/26-10/27	11/27-10/28	11/28-10/29	11/29-10/30
<b>ACQUISITION &amp; RESIDUAL SALE</b>												
Purchase Price	(\$44,005,000)	0	0	0	0	0	0	0	0	0	0	All Cash
Net Residual Value [3]	0	0	0	0	0	0	0	0	0	0	41,748,142	IRR
CASH FLOW BEFORE DEBT	(\$44,005,000)	\$1,952,730	\$1,952,730	\$1,952,731	\$1,952,734	\$1,952,730	\$1,952,729	\$2,071,543	\$2,071,545	\$2,071,547	\$43,800,955	4.10%
MARKET LOAN [4]												
Loan Funding / Payoff	24,203,000	0	0	0	0	0	0	0	0	0	(24,203,000)	
Loan Fees	(242,030)	0	0	0	0	0	0	0	0	0	0	Leveraged
Annual Debt Service	0	(822,902)	(822,902)	(822,902)	(822,902)	(822,902)	(822,902)	(822,902)	(822,902)	(822,902)	(822,902)	IRR
CASH FLOW AFTER DEBT	(\$20,044,030)	\$1,129,828	\$1,129,828	\$1,129,829	\$1,129,832	\$1,129,828	\$1,129,827	\$1,248,641	\$1,248,643	\$1,248,645	\$18,775,053	4.83%
NOI Return		4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.77%	4.77%	4.77%	4.73%	
UNLEVERAGED Cash Return		4.44%	4.44%	4.44%	4.44%	4.44%	4.44%	4.71%	4.71%	4.71%	4.66%	
LEVERAGED Cash Return [5]		5.77%	5.77%	5.77%	5.77%	5.77%	5.77%	6.37%	6.37%	6.37%	6.27%	
Rolling - All Cash IRR		N/M	N/M	0.68%	1.67%	2.27%	3.52%	3.70%	3.84%	3.86%	4.10%	
Rolling - Leveraged IRR		N/M	N/M	N/M	N/M	0.46%	3.43%	3.88%	4.21%	4.29%	4.83%	

<sup>[3]</sup> Net Residual Value is calculated by dividing Year 11 NOI by the Residual Cap Rate of 5.00% and applying a 1.50% Cost of Sale.

 $<sup>\</sup>begin{tabular}{ll} [4] Market Debt based on 55\% Loan-to-Value, 3.40\% Interest Rate, Interest Only and 1.00\% Loan Fee. \\ \end{tabular}$ 

<sup>[5]</sup> Leveraged Cash Return is based on NOI less debt service divided by equity including costs to stabilize.

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## **RENT ROLL**

Suite	Tenant Name	Square	% of	Lease	Term		Re	- Recovery	Market			
		Feet	Property	Begin	End	Begin	Monthly	PSF	Annually	PSF	Type	Assumption / Market Rent
8840	Target	110,013	100.00%	Nov-1980	Oct-2035	Current	\$165,020	\$1.50	\$1,980,234	\$18.00	NNN + 5%	Option
						Nov-2025	\$174,921	\$1.59	\$2,099,048	\$19.08	Admin (Target)	\$2.00 NNN
						Nov-2030	\$185,372	\$1.69	\$2,224,463	\$20.22		(Major) (Target)
Notes:												
	63.68/yr with a 8%				,		,	4) - ten (10	year options at	. \$2,358,45	90.38 \$2,649,999.80	, \$2,977,539.76,
				Nov-2035	Oct-2045	FUTURE	\$196,541	\$1.79	\$2,358,490	\$21.44	NNN + 5%	Market
				OPT	ION	Nov-2040	\$208,291	\$1.89	\$2,499,495	\$22.72	Admin (Target)	\$2.00 NNN
												(Major) (Target)
Notes:												
Assumes	tenant exercises or	ne (1) - ten (10	)) year option w	ith no leasing c	osts.							
TOTALS /	AVERAGES	110,013					\$165,020	\$1.50	\$1,980,234	\$18.00		
OCCUPIEI	n SE	110,013	100.0%									
AVAILABL		0	0.0%									
TOTAL SF		110,013	100.0%									

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## **INVESTMENT ADVISORS**

**NRP-WEST** 

PHILIP D. VOORHEES +1 949 725 8521 Lic. 01252096 JIMMY SLUSHER +1 949 725 8507 Lic. 01857569

SEAN HEITZLER +1 949 725 8468 Lic. 02025087 sean.heitzler@cbre.co **DEBT & STRUCTURED FINANCE** 

SHAUN MOOTHART +1 949 509 2111 Lic. 01773201 shaun.moothart@cbre.com

+1 602 735 1781 Lic. BK-0018505 bruce.francis@cbre.com

**BRUCE FRANCIS** 

NRP-WEST TEAM

PHILIP D. VOORHEES (Team Leader)

John Read Preston Fetrow Jimmy Slusher Kirk Brummer Megan Wood John Eddy Catherine Zhong Sean Heitzler James Tyrrell Matt Burson Eric Shain Trent Steeves

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CBRE-Newport Beach

, Ste 100 | Newport Beach, CA 92660 | F + 1949 725 8545

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