

OFFERING MEMORANDUM



Tractor Supply Co. & 99 Cents Only

Yucca Valley, California

Tractor Supply Company and 99 Cents Only

YUCCA VALLEY, CA

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Marcus & Millichap
Real Estate Investment Services

Tractor Supply Company and 99 Cents

YUCCA VALLEY, CA

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Tractor Supply Company and 99
Cents Only
YUCCA VALLEY, CA

OFFERING SUMMARY



Price	\$7,500,000
Down Payment	100% \$7,500,000
Price per Square Foot (GLA)	\$71.75
Gross Leasable Area (GLA)	104,529
Year Built	1992
Lot Size	12.53 Acres
Parking	3.3/1000

VITAL DATA

CAP Rate - Current	3.80%
Net Operating Income - Current	\$284,818
Total Return - Current	3.80% / \$284,818
CAP Rate - Pro Forma	13.98%
Net Operating Income - Pro Forma	\$1,048,258
Total Return - Pro Forma	13.77% / \$1,032,579

Major Tenants

Tenant Name
99 Cents Only
Tractor Supply Company
Stater Bros (NAP)
JC Penney's (NAP)
Jack in the Box (NAP)
Dollar Tree (NAP)

Major Employers

Company	Local Employees
Hi-Desert Medical Center	480
Walmart	270
Vehicle Services Gsg	250
Stater Bros Markets Inc	205
Copper Mtn Cmnty College Dst	201
County of San Bernardino	165
Interior United States Dept	158
Home Depot The	150
US Post Office	140
United States Dept of Army	121
McDonalds	117
Forestry and Fire Protection	104

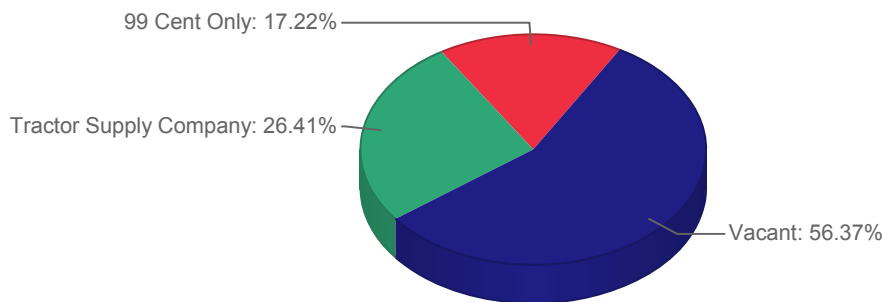
Demographics

	1-Mile	5-Miles	20-Miles
2013 Total	3,199	28,865	112,739
2018 Total	3,420	30,990	121,966
2013 Total	1,205	11,436	43,211
2018 Total	1,298	12,340	46,906
Median HH Income	\$42,805	\$40,037	\$37,561
Per Capita Income	\$20,424	\$21,491	\$19,943
Average (Mean) HH	\$54,126	\$53,726	\$51,468

EXPENSES

	Current	Per SF	Pro Forma	Per SF
Real Estate Taxes	\$34,241	\$0.33	\$81,525	\$0.78
Insurance	\$20,000	\$0.19	\$20,000	\$0.19
CAM				
Water	\$1,200	\$0.01	\$1,200	\$0.01
Landscaping	\$3,600	\$0.03	\$3,600	\$0.03
Electricity	\$9,600	\$0.09	\$9,600	\$0.09
TOTAL CAM	\$14,400	\$0.14	\$14,400	\$0.14
Management Fee (% of EGI)			\$61,273	\$0.59
TOTAL EXPENSES	\$68,641	\$0.66	\$177,198	\$1.70

Tenants (% OF GLA)



INCOME & EXPENSES

Gross Leasable Area (GLA) 104,529 SF

	Current	Per SF	Pro Forma	Per SF
Base Rent				
Occupied Space	\$1,009,984	\$9.66	\$774,284	\$16.98
Vacant Space at Market Rents (58,926 SF)			\$471,408	\$8.00
GROSS POTENTIAL RENT	\$1,009,984	\$9.66	\$1,245,692	\$11.92
Expense Reimbursements	50,575	0.48	104,333	1.00
GROSS POTENTIAL INCOME	\$1,060,559	\$10.15	\$1,350,025	\$12.92
Vacancy/Collection Allowance (% of GPR)	70.0% / \$707,100	\$6.76	10% / \$124,569	\$1.19
EFFECTIVE GROSS INCOME	\$353,459	\$3.38	\$1,225,456	\$11.72
Total Expenses	\$68,641	\$0.66	\$177,198	\$1.70
NET OPERATING INCOME	\$284,818	\$2.72	\$1,048,258	\$10.03
Reserves / Replacements			\$15,679	\$0.15
NET CASH FLOW BEFORE DEBT SERVICE	\$284,818	\$2.72	\$1,032,579	\$9.88

TENANT SUMMARY

Suite	Tenant	GLA	% of GLA	Lease Commence	Lease Expire	Annual Rent	Rent/SF	Changes To	Increase Date	Other: Options/ % Rent	Lease Type
1	Tractor Supply Company	27,603	26.41%	1/1/2014	12/31/2023	\$149,884.29	\$5.43	\$164,780.00	1/1/2019	Two-5 Year	NNN
2	99 Cent Only	18,000	17.22%	1/1/2014	12/31/2023	\$153,000.00	\$8.50	\$164,520.00	1/1/2019	Four-5 Year	NNN
3	Vacant	58,926	56.37%			\$471,408.00	\$8.00				NNN
TOTAL VACANT		58,926	56.37%			\$471,408.00					
TOTAL OCCUPIED		45,603	43.63%			\$302,884.29		\$329,300.00			
TOTAL		104,529	100.00%			\$774,292.29		\$329,300.00			

Comments

* One Acre Pad is also Available for Development. Potential rent on vacant pad for 5,000 SF building is estimated at \$120,000 per year (\$24 per square foot per year).

** Proforma assumes rent of \$8.00 per square foot per year in potential rent.

FINANCIAL OVERVIEW

Location

57980 Twentynine Palms Hwy
Yucca Valley, CA 92284

Price		\$7,500,000
Down Payment	100%	\$7,500,000
Gross Leasable Area (GLA)		104,529
Price/SF		\$71.75
CAP Rate - Current		3.80%
CAP Rate - Pro Forma		13.98%
Lot Size		12.53 Acres
Year Built		1992

Annualized Operating Data

Income	Current	Pro Forma
Base Rent		
Occupied Space	\$1,009,984	\$774,284
Vacant Space at Market Rents		\$471,408
Gross Potential Rent	\$1,009,984	\$1,245,692
Expense Reimbursements	\$50,575	\$104,333
Gross Potential Income	\$1,060,559	\$1,350,025
Vacancy/Collection Allowance	70.0% / \$707,100	10% / \$124,569
Effective Gross Income	\$353,459	\$1,225,456
Total Expenses	\$68,641	\$177,198
Net Operating Income	\$284,818	\$1,048,258
Reserves / Replacements		\$15,679
Total Return	3.80% / \$284,818	13.77% /
Expenses		
Real Estate Taxes	\$34,241	\$81,525
Insurance	\$20,000	\$20,000
CAM		
Water	\$1,200	\$1,200
Landscaping	\$3,600	\$3,600
Electricity	\$9,600	\$9,600
TOTAL CAM	\$14,400	\$14,400
Management Fee (% of EGI)		5% / \$61,273
TOTAL EXPENSES	\$68,641	\$177,198
EXPENSES/SF	\$0.66	\$1.70

PROPERTY DESCRIPTION

Tractor Supply Company and 99
Cents Only
YUCCA VALLEY, CA

INVESTMENT OVERVIEW

Investment Highlights

- Huge Upside Potential With Large 56% of Gross Leasable Area Available for Anchor Tenant.
- Large 12.53 Acre of Land Allows For Additional Pad or Restaurant Development on TwentyNine Palms
- Currently Occupied by Two National Credit Tenants -- Tractor Supply Company (TSCO NASDAQ) and 99 Cent Only -- Both With Brand New, Ten Year Triple
- Yucca Valley, California is the Retail Hub of the Morongo Basin Which Includes The 29 Palms Marine Base and Joshua Tree National Park Communities.
- The Property Is Part of the Yucca Valley Square, which Is the Largest Community Center in the Town
- Co-Tenants Include JC Penney, Stater Bros, Dollar Tree, Fashion Bug, GameStop, Pizza Hut and more.



Marcus & Millichap has been exclusively selected to present for sale Tractor Supply Company and 99 Cent Only Store, situated on 12.53 acres of land in Yucca Valley, California. The subject property is part of the most dominant retail center in the marketplace on Twentynine Palms Highway, with national retailers including Stater Bros, JC Penney and Dollar Tree. With huge upside potential, security and desirable location, this is a fantastic opportunity to own a large portion of Yucca Valley Square.

Tractor Supply Company and 99 Cent Only Store are both brand new, each with ten-year triple net leases. The remaining 56% of gross leasable area, as well as the additional pad allowed for development, provides much opportunity for growth and for more national retailers to have a presence in the highly coveted shopping center. The asset is well positioned to offer an investor multiple exit strategies with the development of the additional one acre pad on TwentyNine Palms Highway, adjacent to the Jack in the Box and at the primary ingress/egress point off the highway.

The area has seen immense growth with the vast number of national retailers now in the trade area. A Petco has recently opened in Yucca Valley while Marshalls, Taco Bell, and Panda Express are currently developing in the local area. The continuous additions of national retailers and new developments are driving the local economy and creating new jobs for many people.

Drawing from all of Yucca Valley, Twentynine Palms and the Twentynine Palms Marine Base with over 25,000 stationed personnel and numerous off site residents, the center is also located in the heart of the commuter traffic and tourist trade for Joshua Tree National Park and the entire Morongo Valley estimated to include over 1.5 million visitors annually.

PROPERTY SUMMARY

The Offering

Property	Tractor Supply Company and 99 Cents Only
Property Address	57980 Twentynine Palms Hwy Yucca Valley, CA 92284
Assessor's Parcel Number	0601-402-08-0
Zoning	CC/Community Commercial

Site Description

Number of Stories	1
Year Built	1992
Gross Leasable Area (GLA)	104,529 SF
Lot Size	12.53 Acres
Type of Ownership	Fee Simple
Parking	3.3/1000
Parking Ratio	350 Spaces

PROPERTY FEATURES



PROPERTY PHOTOS



Tractor Supply Company and 99 Cents Only

YUCCA VALLEY, CA

PROPERTY DESCRIPTION



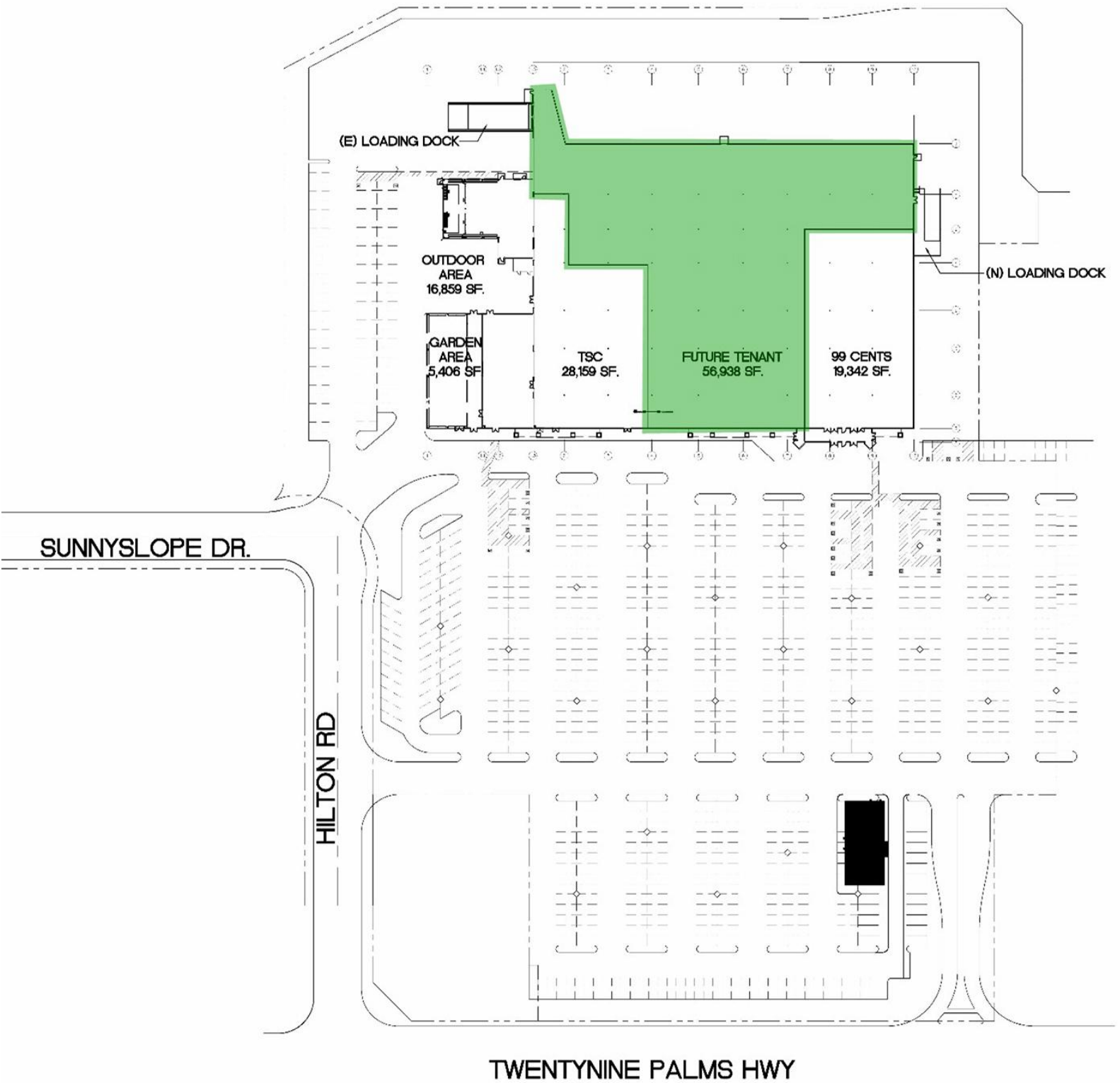
Local Map

Regional Map



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SITE PLAN



Tractor Supply Co. & 99 Cent Only

Yucca Valley, CA



ROSS
VONS
usbank
Aaron's

DEL TACO
TACO BELL
McDonald's

Applebee's
Quiznos
Starbucks
MMMM...TOASTY!

TSC TRACTOR SUPPLY CO
99c only
Stamps

verizon
DOLLAR TREE in the box
Jack
Pizza Hut
STATER BROS. MARKETS
SUBWAY
GameStop
POWER TO THE PLAYERS

Bank of America

YUCCA VALLEY AIRPORT

LAS VEGAS
APPROX. 4 HRS

52,677 ADT
Twentynine Palms Hwy

TWENTYNINE PALMS
APPROX. 19 MI

TOWN CENTER MALL

Chevron
Carls Jr.
O'Reilly
AUTO PARTS
SUBWAY

CHASE

Blimpie
SUBS & SALADS

RITE AID

BIG 5
SPORTING GOODS

Walgreens

SONIC
America's Drive-In

ARCO
ampm

Tractor Supply Company and 99 Cents Only

YUCCA VALLEY, CA

DEMOGRAPHIC REPORT

	1 Mile	5 Miles	20 Miles
2000 Population	2,497	22,840	81,051
2010 Population	3,111	27,900	106,877
2013 Population	3,199	28,865	112,739
2018 Population	3,420	30,990	121,966
2000 Households	977	9,216	31,910
2010 Households	1,167	11,005	40,901
2013 Households	1,205	11,436	43,211
2018 Households	1,298	12,340	46,906
2013 Average Household Size	2.59	2.46	2.59
2013 Daytime Population	1,460	6,930	18,914
2000 Median Housing Value	\$0	\$79,688	\$76,014
2000 Owner Occupied Housing Units	60.80%	58.47%	46.49%
2000 Renter Occupied Housing Units	27.68%	27.03%	25.17%
2000 Vacant	11.69%	14.78%	27.19%
2013 Owner Occupied Housing Units	52.79%	61.74%	59.68%
2013 Renter Occupied Housing Units	47.21%	38.26%	40.32%
2013 Vacant	10.20%	12.44%	20.55%
2018 Owner Occupied Housing Units	52.45%	61.21%	59.10%
2018 Renter Occupied Housing Units	47.55%	38.79%	40.90%
2018 Vacant	9.86%	11.99%	19.32%
\$ 0 - \$14,999	14.0%	18.3%	17.6%
\$ 15,000 - \$24,999	11.7%	13.9%	15.1%
\$ 25,000 - \$34,999	16.4%	13.0%	14.7%
\$ 35,000 - \$49,999	15.8%	14.9%	15.5%
\$ 50,000 - \$74,999	18.9%	17.7%	16.9%
\$ 75,000 - \$99,999	14.1%	10.1%	9.0%
\$100,000 - \$124,999	3.6%	5.5%	5.6%
\$125,000 - \$149,999	2.4%	2.7%	2.4%
\$150,000 - \$199,999	1.9%	2.5%	2.2%
\$200,000 - \$249,999	0.5%	0.6%	0.5%
\$250,000 +	0.7%	0.9%	0.7%
2013 Median Household Income	\$42,805	\$40,037	\$37,561
2013 Per Capita Income	\$20,424	\$21,491	\$19,943
2013 Average Household Income	\$54,126	\$53,726	\$51,468

Demographic data © 2012 by Experian.

SUMMARY REPORT

Geography: 20 miles

Population

In 2013, the population in your selected geography was 112,739. The population has changed by 39.09% since 2000. It is estimated that the population in your area will be 121,966 five years from now, which represents a change of 8.18% from the current year. The current population is 50.3% male and 49.6% female. The median age of the population in your area is 36.7, compare this to the U.S. average which is 37. The population density in your area is 103.68 people per square mile.

Households

There are currently 43,211 households in your selected geography. The number of households has changed by 35.41% since 2000. It is estimated that the number of households in your area will be 46,906 five years from now, which represents a change of 8.54% from the current year. The average household size in your area is 2.58 persons.

Income

In 2013, the median household income for your selected geography is \$37,561, compare this to the U.S. average which is currently \$53,535. The median household income for your area has changed by 32.10% since 2000. It is estimated that the median household income in your area will be \$41,763 five years from now, which represents a change of 11.18% from the current year.

The current year per capita income in your area is \$19,943, compare this to the U.S. average, which is \$28,888. The current year average household income in your area is \$51,468, compare this to the U.S. average which is \$75,373.

Race & Ethnicity

The current year racial makeup of your selected area is as follows: 71.79% White, 4.75% African American, 1.29% Native American and 2.79% Asian/Pacific Islander. Compare these to U.S. averages which are: 72.20% White, 12.65% African American, 0.96% Native American and 5.01% Asian/Pacific Islander.

People of Hispanic origin are counted independently of race. People of Hispanic origin make up 35.32% of the current year population in your selected area. Compare this to the U.S. average of 16.55%.

Housing

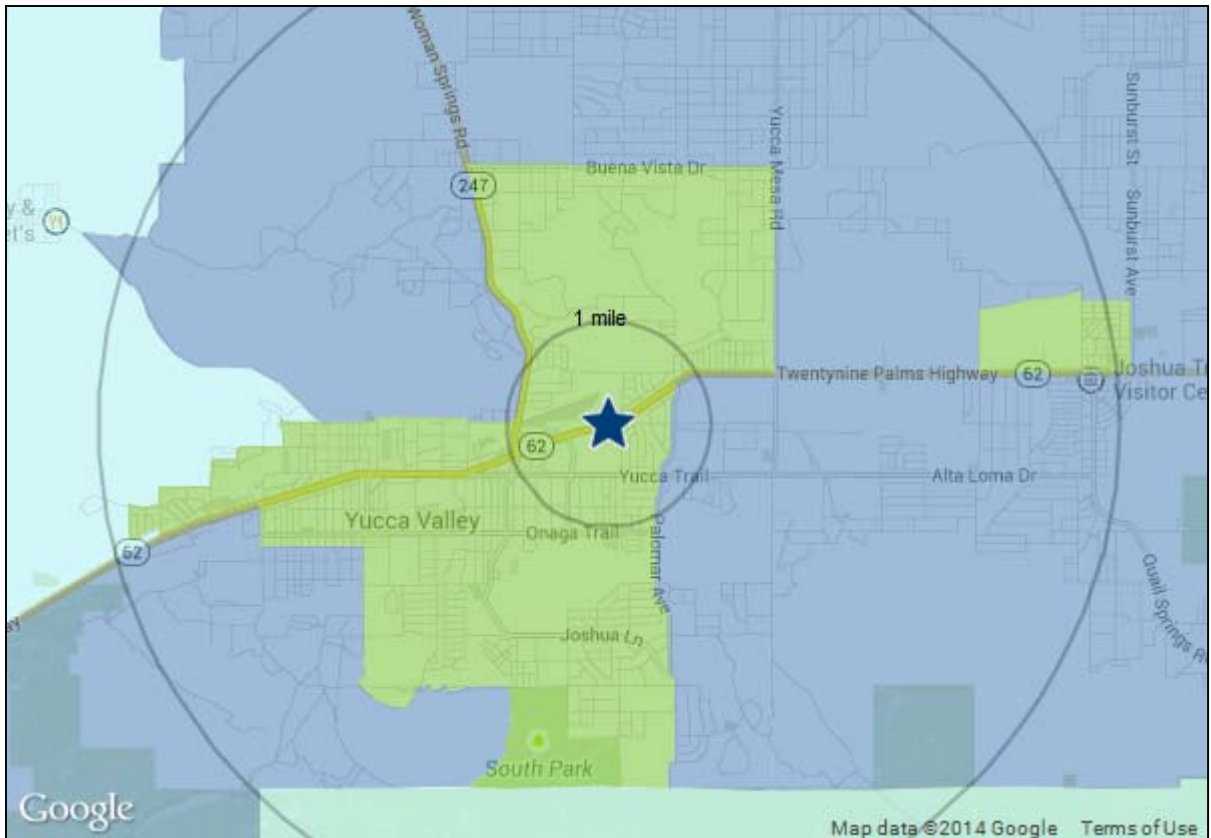
The median housing value in your area was \$76,014 in 2000, compare this to the U.S. average of \$110,781 for the same year. In 2000, there were 20,548 owner occupied housing units in your area and there were 11,125 renter occupied housing units in your area. The median rent at the time was \$420.

Employment

In 2013, there are 18,914 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 49.7% of employees are employed in white-collar occupations in this geography, and 50.2% are employed in blue-collar occupations. In 2013, unemployment in this area is 5.54%. In 2000, the median time traveled to work was 21.4 minutes.

Demographic data © 2012 by Experian.

POPULATION DENSITY



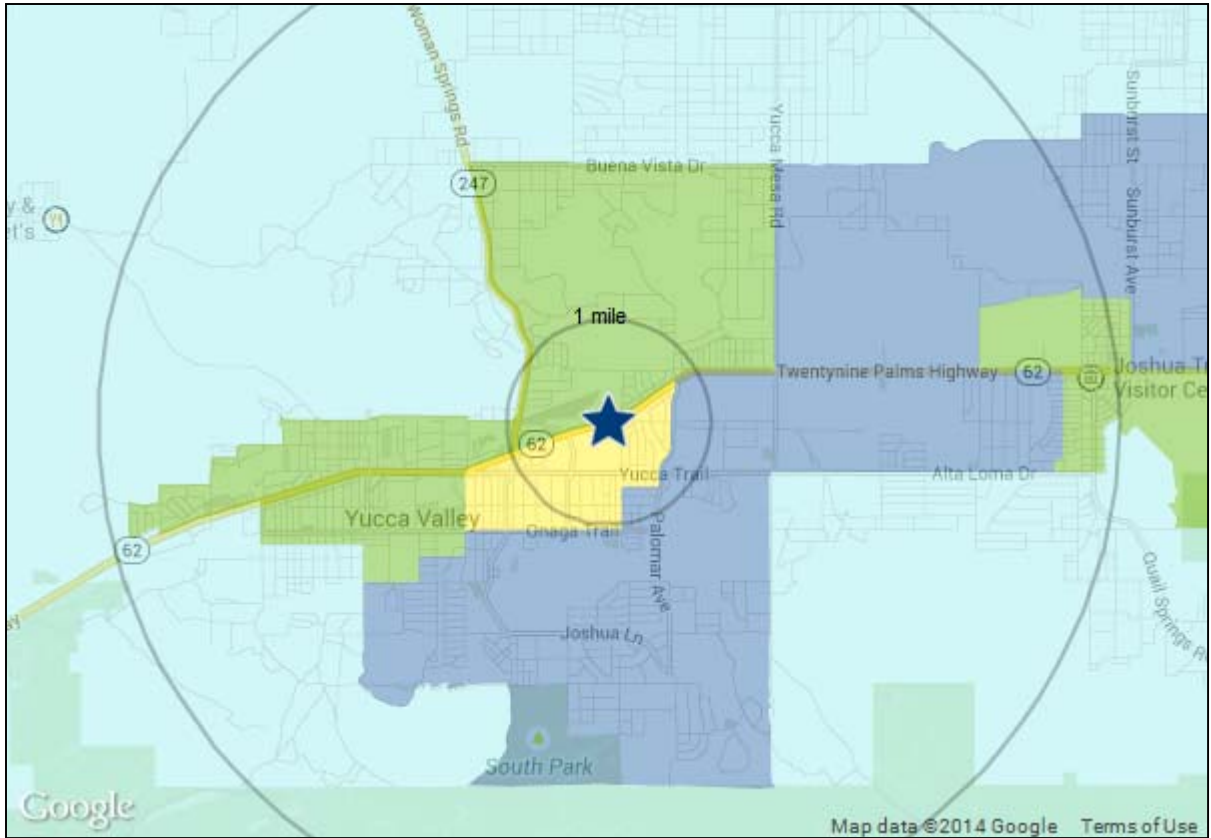
Demographic data © 2012 by Experian.

Population Density

Theme	Low	High
Low	less than	55
Below Average	55	475
Average	475	4100
Above Average	4100	35000
High	35000	or more

Number of people living in a given area per square mile.

EMPLOYMENT DENSITY



Demographic data © 2012 by Experian.

Employment Density

Theme	Low	High
Low	less than	9
Below Average	9	96
Average	96	1025
Above Average	1025	10875
High	10875	or more

The number of people employed in a given area per square mile.

AVERAGE HOUSEHOLD INCOME



Demographic data © 2012 by Experian.

Average Household Income

Theme	Low	High
Low	less than	\$29,500
Below Average	\$29,500	\$48,500
Average	\$48,500	\$80,000
Above Average	\$80,000	\$132,500
High	\$132,500	or more

Average income of all the people 15 years and older occupying a single housing unit.

TRAFFIC COUNTS



Traffic Count data © 2012 by TrafficMetrix. All rights reserved.

Two-way, average daily traffic volumes.

* Traffic Count Estimate



exclusively listed

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