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OFFERING
MEMORANDUM



MISSOURI VALLEY GLASS SALE LEASEBACK

3080-3088 ELM POINT INDUSTRIAL DRIVE

SAINT CHARLES, MO 63301

TAG INDUSTRIAL
THE ABUSHAGUR GROUP

Marcus & Millichap

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SECTION 1

INVESTMENT OVERVIEW

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MISSOURI VALLEY GLASS SALE LEASEBACK

3080-3088 ELM POINT INDUSTRIAL DRIVE

SAINT CHARLES, MO 63301

INVESTMENT HIGHLIGHTS

- 30,240-Square-Foot Industrial Office Warehouse Situated on 3.04 Acres
 - Features 18' Clear Heights, Four Dock-High Doors, and Three Grade-Level Doors
 - Property Features Over 5k Square Feet of Fenced in Outside Storage
 - Newly Paved Parking Lot Finished in the Summer of 2020
 - New 10-Year Lease With Missouri Valley Glass, Commercial Glass and Glazing Contractor Since 1986
 - Ease of Access With Close Proximity to Hwy 370 and I-70 to the South
 - 3.3% Vacancy Rate for Flex Properties in the St. Charles Industrial Submarket
 - St. Charles has Seen an Increase in Large Industrial Developments Including an Amazon Fulfillment Center
-

INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 3080-3088 Elm Point Industrial Drive in Saint Charles, Missouri leased to Missouri Valley Glass. The subject property consists of approximately 30,240 square feet of space and is situated on 3.04 acres of land. The asset features 18' clear heights, four dock-high doors, three grade-level doors, and over 5,000 square feet of fenced-in outside storage. The property's newly paved parking lot was finished in the Summer of 2020.

Missouri Valley Glass, a commercial glass and glazing contractor in business since 1986, is committed to a new, 10-year lease. There is ease of access to the subject property, with close proximity to Highway 370 and I-70 to the south. Saint Charles has seen an increase in large industrial developments including an Amazon fulfillment center, while still maintaining a 3.3 percent vacancy rate for flex properties.

St. Charles County is one of the fastest-growing industrial inventories in the metro and features well-positioned industrial fundamentals. Vacancies are below their historical average, and are forecast to increase slightly by year end 2020. Absorption has outpaced new supply mid-way through the year, as impacts from the coronavirus have not been overly detrimental to most industrial types. However, absorption should be more muted for the remainder of the year, as the reduction in the leasing in the first half of the year leads to fewer move-ins during the latter half. New supply is expected to be lighter in the remainder of 2020. Over 200,000 square feet has delivered thus far in 2020, and just over one million square feet is under construction. Rents continue to grow, and year-to-date growth through June was over 2 percent. This puts rent growth in 2020 well ahead of last year's pace, although the forecast calls for rent growth to slow considerably by year-end. Investment volume has remained on par with last year's totals, and the average price per square foot is above \$60.

The St. Louis metro is near the geographic center of the United States, within 500 miles of one-third of the U.S. population, and has more than 2.9 million residents. The metro encompasses the city of St. Louis; the Missouri counties of St. Charles, Jefferson, Franklin, St. Louis, Lincoln, Warren and Washington; and the Illinois counties of Madison, St. Clair, Macoupin, Clinton, Monroe, Jersey, Bond and Calhoun. St. Louis is the most populous county with 1 million people. The city of St. Louis, which is located at the confluence of the Mississippi and Missouri rivers, is the only city in the metro with a population of more than 300,000 citizens. As Saint Louis continues to be a desirable industrial market for investors, a recent report ranked Saint Louis as the tenth industrial market to watch in 2019.



PROPERTY DETAILS // Missouri Valley Glass Sale Leaseback

3080-3088 ELM POINT INDUSTRIAL DRIVE,
SAINT CHARLES, MO 63301

Number of Suites	2
Number of Buildings	1
Total Square Feet	30,240
Year Built	1999
Lot Size	3.04 Acres
Type of Ownership	Fee Simple
Clear Height	18'
Building Class	B
Tenancy	Multi
Dock High Doors	4
Grade Level Doors	3
Construction	Reinforced Concrete
Submarket	St Charles County Ind
Market Vacancy	3.30%

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OFFERING HIGHLIGHTS // Missouri Valley Glass Sale Leaseback

3080-3088 ELM POINT INDUSTRIAL DRIVE - 10 YEAR LEASEBACK

OFFERING PRICE

\$2,200,000

CAP RATE

8.25%

PRO-FORMA CAP RATE

8.41%

Offering Price	\$2,200,000
Cap Rate	8.25%
Pro-Forma Cap Rate	8.41%
Price/SF	\$72.75
Total Square Feet	30,240
Rental Increase	2% Annual Increase
Occupancy	100.00%

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OPERATING STATEMENT // Missouri Valley Glass Sale Leaseback

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	181,440	6.00	185,064	6.12
Expense Reimbursement Income				
Net Lease Reimbursement				
Insurance	4,536	0.15	4,536	0.15
Real estate Taxes	31,172	1.03	32,730	1.08
Total Reimbursement Income	\$35,708	100.0%	\$37,266	100.0%
Effective Gross Revenue	\$217,148	\$7.18	\$222,330	\$7.35
Operating Expenses	Current	Per SF	Pro Forma	Per SF
Insurance	4,536	0.15	4,536	0.15
Real Estate Taxes	31,172	1.03	32,730	1.08
Total Expenses	\$35,708	\$1.18	\$37,266	\$1.23
Expenses as % of EGR	16.4%		16.8%	
Net Operating Income	\$181,440	\$6.00	\$185,064	\$6.12

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RENT ROLL // Missouri Valley Glass Sale Leaseback

Tenant Name	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type
			Comm.	Exp.							
Missouri Valley Glass	30,240	100.0%	COE	12/31/30	\$6.00	\$15,120	\$181,440	\$185,064	Jan-2021	2.00%	NNN
Total	30,240				\$6.00	\$15,120	\$181,440	\$185,064			
Occupied Tenants: 1			Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%				
Total Current Rents: \$15,120					Occupied Current Rents: \$15,120		Unoccupied Current Rents: \$0				

Notes: *Landlord Responsible For Roof and Structure

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MISSOURI
VALLEY GLASS
SALE LEASEBACK



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MISSOURI VALLEY GLASS SALE LEASEBACK

Schneider/Kiwanis Park

Elm Point Animal Hospital

Sugarfire Smoke House

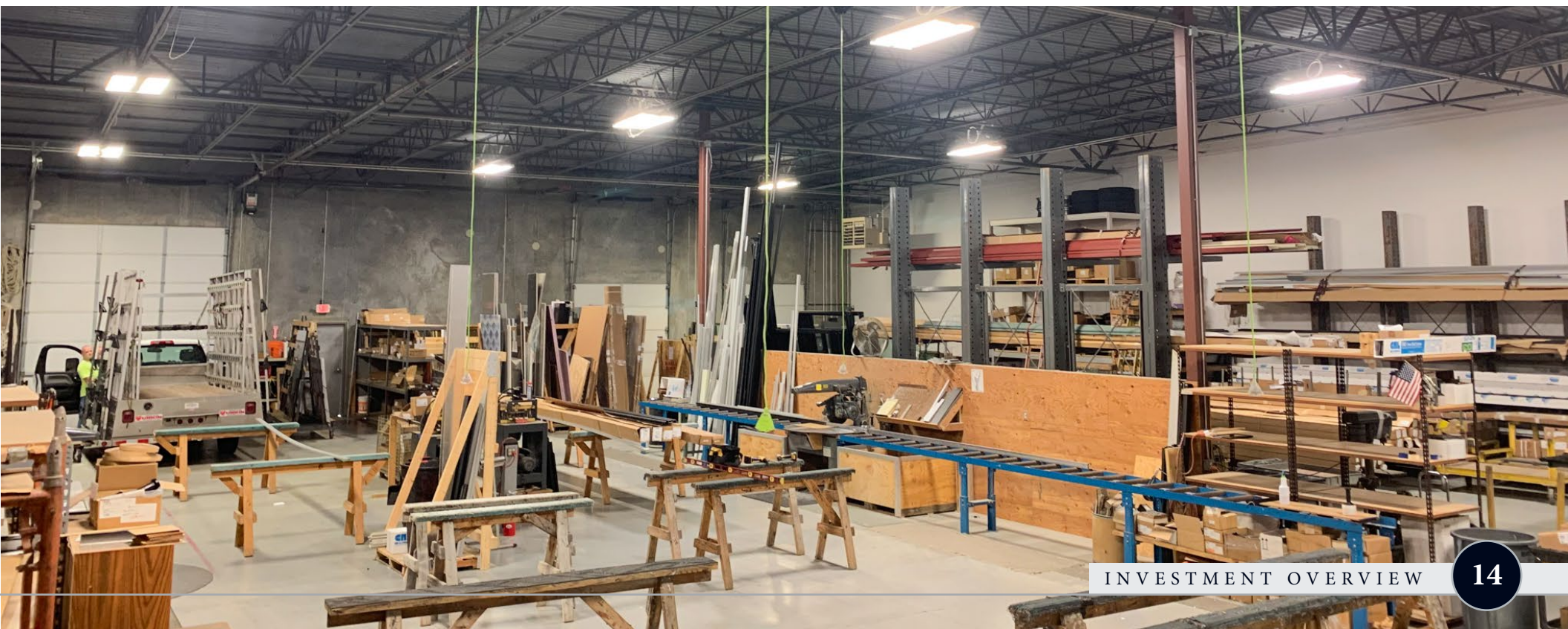
Lion's Choice

McDonald's

Craftsmen Industries

Marcus & Millichap
Craftsmen Utility Trailer





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



Closed 1,707 debt and equity financings in 2017



National platform operating within the firm's brokerage offices



\$5.63 billion total national volume in 2017



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

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Optimum financing solutions to enhance value

Enhanced control through MMCC's ability to qualify investor finance contingencies

Enhanced control through quickly identifying potential debt/equity sources, processing, and closing buyer's finance alternatives

Enhanced control through MMCC's ability to monitor investor/due diligence and underwriting to ensure timely, predictable closings



SECTION 2

MARKET OVERVIEW

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CITY OF ST. LOUIS

Known for its Gateway Arch, the St. Louis metro is situated near the geographic center of the United States, within 500 miles of one-third of the U.S. population, and it has nearly 2.8 million residents. The metro encompasses the city of St. Louis; the Missouri counties of St. Charles, Jefferson, Franklin, St. Louis, Lincoln, Warren and Washington; and the Illinois counties of Madison, St. Clair, Macoupin, Clinton, Monroe, Jersey, Bond and Calhoun. St. Louis is the most populous county with 1 million people. The city of St. Louis, which is located at the confluence of the Mississippi and Missouri rivers, contains approximately 316,000 citizens and is the only city in the metro with a population of more than 90,000 residents.



CENTRAL
LOCATION



EXCELLENT
TRANSPORTATION
SYSTEM



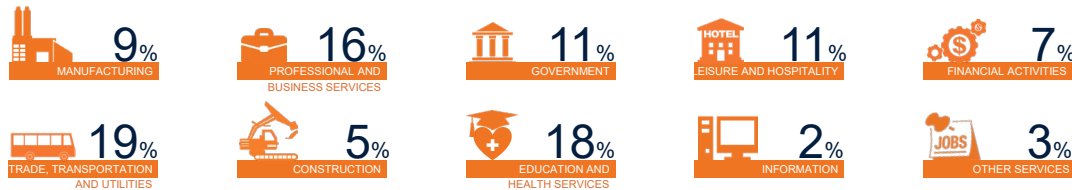
AFFORDABLE COST
OF LIVING



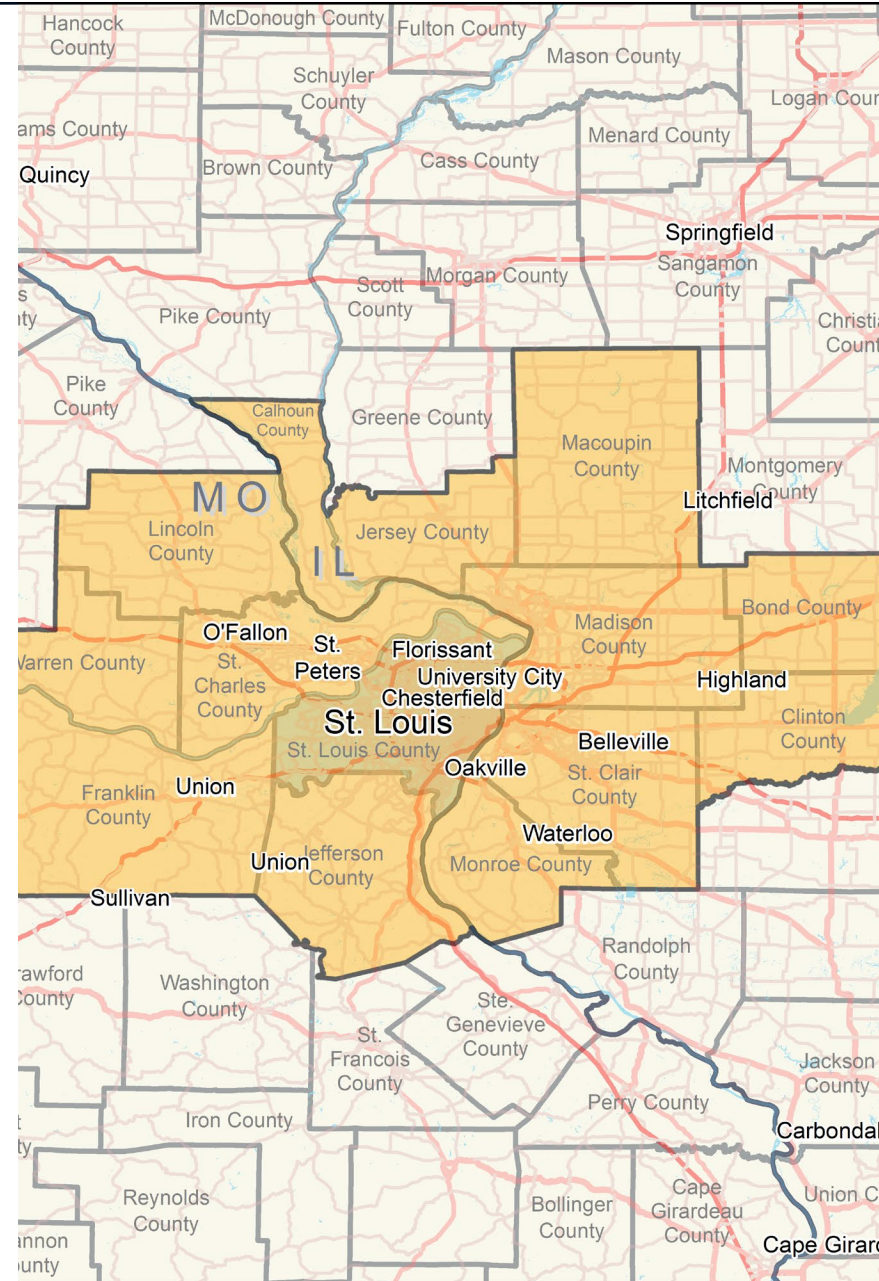
METROPLEX GROWTH // Missouri Valley Glass Sale Leaseback

ECONOMY

St. Louis is highly ranked for its logistics infrastructure, bolstered by its central geographic location and easy access to major waterways. It is a significant inland port. The region is emerging as a large financial services center, with two Fortune 500 companies headquartered in the metro: Jones Financial and Reinsurance Group-America. The metro is home to seven other Fortune 500 companies including Centene, Emerson Electric and Graybar Electric. Government entities pursue business development and provide resources for startups, along with incubators with guidance and inexpensive office and lab space.



The metro boasts numerous public and private golf courses, more than 100 parks, 200 miles of trails and the Gateway Arch. Many of St. Louis' premier attractions, including the St. Louis Zoo, the St. Louis Art Museum, the Missouri History Museum and the Municipal Opera, are located in Forest Park. The park features golf courses and athletic fields. The area houses the St. Louis Cardinals and the St. Louis Blues. Nearby is the Lake of the Ozarks, offering destinations for hunting, fishing, camping, hiking and spelunking. There are more than 40 colleges, universities and technical schools in the metro, enrolling around 200,000 students a year. Washington University in St. Louis is highly ranked among U.S. universities.

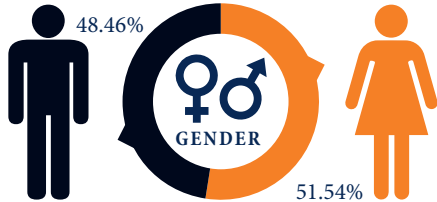


DEMOGRAPHICS // Missouri Valley Glass Sale Leaseback



89,080

Total Population
Within 5 miles



\$86,650

Average Household Income
Within 5 miles



5,689

Employees
Within 1 mile

DEMOGRAPHICS // Missouri Valley Glass Sale Leaseback

POPULATION	1 Miles	3 Miles	5 Miles
■ 2024 Projection			
Total Population	5,300	48,153	91,929
■ 2019 Estimate			
Total Population	5,149	46,668	89,080
■ 2010 Census			
Total Population	4,876	44,267	84,495
■ 2000 Census			
Total Population	5,101	41,752	79,863
■ Daytime Population			
2019 Estimate	6,919	55,597	97,631
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2024 Projection			
Total Households	2,297	19,373	38,307
■ 2019 Estimate			
Total Households	2,211	18,605	36,774
Average (Mean) Household Size	2.39	2.28	2.30
■ 2010 Census			
Total Households	2,079	17,422	34,458
■ 2000 Census			
Total Households	2,023	16,062	31,767

HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2019 Estimate			
\$200,000 or More	6.57%	4.39%	4.70%
\$150,000 - \$199,000	10.53%	7.26%	7.54%
\$100,000 - \$149,000	22.08%	17.11%	17.60%
\$75,000 - \$99,999	13.41%	14.03%	15.09%
\$50,000 - \$74,999	17.69%	18.53%	17.93%
\$35,000 - \$49,999	10.11%	13.26%	13.97%
\$25,000 - \$34,999	8.04%	8.51%	8.45%
\$15,000 - \$24,999	7.73%	9.41%	8.26%
Under \$15,000	3.86%	7.50%	6.47%
Average Household Income	\$98,559	\$82,854	\$86,650
Median Household Income	\$79,307	\$65,142	\$67,613
Per Capita Income	\$42,316	\$33,684	\$36,396
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2019 Estimate Total Population	5,149	46,668	89,080
Under 20	20.80%	22.08%	22.31%
20 to 34 Years	16.96%	23.46%	23.93%
35 to 39 Years	5.24%	6.16%	6.30%
40 to 49 Years	10.60%	10.24%	10.44%
50 to 64 Years	24.07%	19.16%	19.90%
Age 65+	22.32%	18.90%	17.13%
Median Age	47.03	38.52	37.86
■ Population 25+ by Education Level			
2019 Estimate Population Age 25+	3,803	32,160	61,729
Elementary (0-8)	2.14%	2.77%	2.17%
Some High School (9-11)	4.83%	5.93%	5.18%
High School Graduate (12)	26.16%	30.10%	28.03%
Some College (13-15)	20.70%	21.77%	21.85%
Associate Degree Only	8.52%	8.03%	7.82%
Bachelors Degree Only	21.94%	19.17%	22.48%
Graduate Degree	15.39%	11.62%	12.02%
■ Time Travel to Work			
Average Travel Time in Minutes	24	23	23



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MISSOURI VALLEY GLASS SALE LEASEBACK

3080-3088 ELM POINT INDUSTRIAL DRIVE
SAINT CHARLES, MO 63301

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