

**935&961**  
TOPSY LN

OFFERING **MEMORANDUM**

CARSON VALLEY PLAZA



**DCG** DICKSON  
COMMERCIAL  
GROUP

333 Holcomb Ave., Ste. 300 + Reno, Nevada 89502 + 775.850.3100 + [DicksonCG.com](http://DicksonCG.com)



# CONTACTS

## CARSON VALLEY PLAZA



### DOMINIC BRUNETTI, CCIM

775.850.3109 OFFICE  
775.240.1192 CELL  
dbrunetti@dicksoncg.com

### CHRIS SHANKS, CCIM

775.850.3100 OFFICE  
775.762.7103 CELL  
cshanks@dicksoncg.com

### TOM FENNELL, CCIM

775.850.3117 OFFICE  
775.250.6600 CELL  
tfennell@dicksoncg.com

**DCG** DICKSON  
COMMERCIAL  
GROUP





**APN:** 1420-06-602-019 & 1420-06-602-020

**Price:** \$3,800,000

**Cap Rate:** 6.8% on actual net income

**Total Building Area:** 14,000 SF

**\$/SF:** \$271.43

**Total Land size:** 32,670 SF (0.75 Acres)

**Built:** 2006 & 2007

**Lease Types:** Triple Net

**Tenants:** Boot Barn, Round Table Pizza, Verizon

**Zoning:** Retail

**Traffic Count:** Highway 50 at Highway 395 - 51,500 vehicles/day



## PROPERTY HIGHLIGHTS

- Excellent Location: Surrounded by major retailers including: **Walmart Supercenter, Trader Joe's, Chili's, Bed Bath & Beyond, Cost Plus World Market, Petco, Michaels, Marshalls, Best Buy, Dollar Tree, Payless, Ulta, Famous Footwear, Pier 1 Imports, In N Out Burger, Panda Express, Jamba Juice, Starbucks, Del Taco**, and others
- **Strong Demographics:**
  - 1 mile radius - 10,800 people, avg income \$67,400
  - 3 mile radius - 30,625 people, avg income \$66,700
  - 5 mile radius - 40,600 people, avg income \$64,000
- **High Traffic Trade Area:**
  - Conveniently located adjacent to Highway 395 (39,000 vehicles per day)
  - Near Highway 50 (51,500 vehicles per day)
- **Strong Rental Increases:** over 20% growth in NOI during hold period.





# PROPERTY SITES

## CARSON VALLEY PLAZA



Round Table  
PIZZA  
verizon  
961 Topsy Ln

BOOT  
BARN  
935 Topsy Ln

FAMO  
footwe

DOLLAR TREE

Marshalls

petco

Michaels

COST PLUS  
WORLD MARKET  
Unique, authentic and always affordable.

BED BATH &  
BEYOND

BEST  
BUY

AT&T

ULTA  
BEAUTY

Payless  
SHOESOURCE

Bank of America

Qdoba  
MEXICAN GRILL

GameStop  
POWER TO THE PLAYERS

Pier 1  
IMPORTS

IN-N-OUT  
BURGER

Quiznos

ups  
The UPS Store®



# AREA MAP

CARSON VALLEY PLAZA

Reno

Washoe Lake

Carson City  
Airport

Nevada State  
Museum

Carson High  
School

State Capitol  
Building

Carson City

935 & 961  
TOPSY LN

(51,500 vehicles per day)

Lake Tahoe

To Minden  
Gardnerville

(39,000 vehicles per day)









# TENANT PROFILES



## BOOTBARN

From the humble beginnings of a family run storefront, to over 200 stores in 29 states, Boot Barn® epitomizes the American dream of hard work, honesty and value. When founder Ken Meany opened that very first store little did he realize that his vision and values would help drive what Boot Barn® is today. Even though we are a much larger company, we still embrace the down-home honesty that a family run business represents. From California to Florida, from North Dakota to Texas and Louisiana, we work hard to make sure every Boot Barn® gives you the same personal experience that Ken started years ago.



## ROUND TABLE PIZZA

At Round Table, we've enjoyed a heritage of creating high quality, innovative pizzas for over 57 years. From our founder Bill Larson's first little Round Table Pizza Parlor in Menlo Park, California in 1959 to 450 thriving restaurants today, Round Table has always stood for freshness, innovation and craveable flavors in everything we serve.



## VERIZON

The digital world promises consumers a better, more connected life, and we're the ones delivering it. We make it possible for people to stay in touch and businesses to connect with their customers. We're also bringing technology and hands-on learning opportunities directly to kids who need it most. Our goal is to inspire tomorrow's creators to use technology to build brighter futures for themselves, their families and the world.





# 935 TOPSY LN - CASH FLOW SUMMARY

935 & 961 TOPSY LN CARSON CITY, NV

For the Years Ending	Year 1 Aug-2019	Year 2 Aug-2020	Year 3 Aug-2021	Year 4 Aug-2022	Year 5 Aug-2023	Year 6 Aug-2024	Year 7 Aug-2025	Year 8 Aug-2026	Year 9 Aug-2027	Year 10 Aug-2028
<b>Rental Revenue</b>										
Potential Base Rent	100,800	100,800	100,800	100,800	100,800	100,800	100,800	107,140	119,820	119,820
Absorption & Turnover Vacancy	0	0	0	0	0	0	0	-19,970	0	0
Scheduled Base Rent	100,800	100,800	100,800	100,800	100,800	100,800	100,800	87,170	119,820	119,820
CPI Increases	0	0	0	0	0	0	0	0	499	3,507
Total Rental Revenue	100,800	100,800	100,800	100,800	100,800	100,800	100,800	87,170	120,319	123,327
<b>Other Tenant Revenue</b>										
Total Expense Recoveries	42,774	43,844	44,940	46,063	47,215	48,395	49,605	42,371	52,116	53,419
Total Other Tenant Revenue	42,774	43,844	44,940	46,063	47,215	48,395	49,605	42,371	52,116	53,419
Total Tenant Revenue	143,574	144,644	145,740	146,863	148,015	149,195	150,405	129,541	172,435	176,746
Potential Gross Revenue	143,574	144,644	145,740	146,863	148,015	149,195	150,405	129,541	172,435	176,746
Effective Gross Revenue	143,574	144,644	145,740	146,863	148,015	149,195	150,405	129,541	172,435	176,746
<b>Operating Expenses</b>										
Administrative	17,358	17,792	18,237	18,693	19,160	19,639	20,130	20,634	21,150	21,678
Electrical CAM	864	885	907	930	953	977	1,002	1,027	1,052	1,079
Life Safety	1,788	1,833	1,879	1,926	1,974	2,023	2,074	2,126	2,179	2,233
General Repair	1,523	1,561	1,600	1,640	1,681	1,723	1,766	1,811	1,856	1,902
Grounds Maintenance	6,857	7,029	7,204	7,384	7,569	7,758	7,952	8,151	8,355	8,564
Insurance	1,498	1,535	1,574	1,613	1,654	1,695	1,737	1,781	1,825	1,871
Taxes	8,230	8,436	8,647	8,863	9,085	9,312	9,544	9,783	10,028	10,278
Utilities CAM	4,655	4,772	4,891	5,013	5,139	5,267	5,399	5,534	5,672	5,814
Total Operating Expenses	42,774	43,844	44,940	46,063	47,215	48,395	49,605	50,845	52,116	53,419
Net Operating Income	100,800	100,800	100,800	100,800	100,800	100,800	100,800	78,696	120,319	123,327
<b>Leasing Costs</b>										
Tenant Improvements	0	0	0	0	0	0	0	72,807	0	0
Leasing Commissions	0	0	0	0	0	0	0	44,932	0	0
Total Leasing Costs	0	0	0	0	0	0	0	117,739	0	0
Total Leasing & Capital Costs	0	0	0	0	0	0	0	117,739	0	0
Cash Flow Before Debt Service	100,800	100,800	100,800	100,800	100,800	100,800	100,800	-39,044	120,319	123,327
Cash Flow Available for Distribution	100,800	100,800	100,800	100,800	100,800	100,800	100,800	-39,044	120,319	123,327



# 961 TOPSY LN - CASH FLOW SUMMARY

935 & 961 TOPSY LN CARSON CITY, NV

For the Years Ending	Year 1 Aug-2019	Year 2 Aug-2020	Year 3 Aug-2021	Year 4 Aug-2022	Year 5 Aug-2023	Year 6 Aug-2024	Year 7 Aug-2025	Year 8 Aug-2026	Year 9 Aug-2027	Year 10 Aug-2028
<b>Rental Revenue</b>										
Potential Base Rent	158,301	157,127	157,444	157,444	157,444	169,014	179,724	186,619	186,619	186,619
Absorption & Turnover Vacancy	0	-14,991	0	0	0	-14,143	-16,961	0	0	0
Scheduled Base Rent	158,301	142,137	157,444	157,444	157,444	154,872	162,764	186,619	186,619	186,619
CPI Increases	0	0	937	3,209	5,538	7,925	6,507	3,845	8,606	13,487
Total Rental Revenue	158,301	142,137	158,381	160,653	162,981	162,796	169,271	190,463	195,225	200,106
<b>Other Tenant Revenue</b>										
Total Expense Recoveries	64,391	58,238	67,651	69,343	71,076	68,070	65,891	76,541	78,455	80,416
Total Other Tenant Revenue	64,391	58,238	67,651	69,343	71,076	68,070	65,891	76,541	78,455	80,416
Total Tenant Revenue	222,692	200,374	226,032	229,995	234,058	230,866	235,162	267,005	273,680	280,522
Potential Gross Revenue	222,692	200,374	226,032	229,995	234,058	230,866	235,162	267,005	273,680	280,522
Effective Gross Revenue	222,692	200,374	226,032	229,995	234,058	230,866	235,162	267,005	273,680	280,522
<b>Operating Expenses</b>										
Administrative	19,670	19,621	20,665	21,182	21,712	21,923	22,200	23,381	23,966	24,565
Electrical CAM	856	807	900	922	945	925	913	1,018	1,043	1,069
Life Safety	2,522	2,585	2,650	2,716	2,784	2,854	2,925	2,998	3,073	3,150
General Repair	9,264	9,496	9,733	9,977	10,226	10,482	10,744	11,012	11,288	11,570
Insurance	1,498	1,371	1,574	1,613	1,654	1,594	1,551	1,781	1,825	1,871
Grounds Maintenance	8,543	8,757	8,976	9,200	9,430	9,666	9,907	10,155	10,409	10,669
Taxes	8,672	8,889	9,111	9,339	9,573	9,812	10,057	10,309	10,566	10,831
Utilities CAM	13,366	13,700	14,042	14,393	14,753	15,122	15,500	15,888	16,285	16,692
Total Operating Expenses	64,391	65,226	67,651	69,343	71,076	72,378	73,797	76,541	78,455	80,416
Net Operating Income	158,301	135,148	158,381	160,653	162,981	158,488	161,364	190,463	195,225	200,106
<b>Leasing Costs</b>										
Tenant Improvements	0	39,514	0	0	0	21,214	44,706	0	0	0
Leasing Commissions	0	16,864	0	0	0	15,910	19,081	0	0	0
Total Leasing Costs	0	56,378	0	0	0	37,124	63,787	0	0	0
Total Leasing & Capital Costs	0	56,378	0	0	0	37,124	63,787	0	0	0
Cash Flow Before Debt Service	158,301	78,770	158,381	160,653	162,981	121,364	97,577	190,463	195,225	200,106
Cash Flow Available for Distribution	158,301	78,770	158,381	160,653	162,981	121,364	97,577	190,463	195,225	200,106



## RENT ROLL

**935 & 961 TOPSY LN** CARSON CITY, NV

## RENT ROLL

[illegible]



# CARSON CITY MARKET OVERVIEW

## CARSON CITY

Carson City is the capital of Nevada, is a consolidated city and county, and is recognized as one of the most business-friendly states in the country. This ranking is based on taxes, electricity costs, workers' compensation costs, total crime rate, right to work, number of bureaucrats, and state minimum wage.

Spurred by some of the most innovative companies in the world, northern Nevada has become a breeding ground for businesses to expand their footprint. Apple, Inc. is currently constructing a \$1 billion, 300-acre data center located in the Reno Technology Park. Apple has filed a permit to double the size of its data centers in Reno, which primarily cater to their cloud and Internet services.

Tesla is two years into construction on their Gigafactory, where it estimates 500,000 cars will be produced per year in the latter half of this decade. Tesla has conveyed that it will add 6,500+ employees that will work at the factory.

The top three employers in Carson City include the Carson Tahoe Hospital with over 1,000 employees, Western Nevada Community College with over 400 employees, and Fandango Casino with over 300 employees. Other notable employers within Carson City include Walmart Stores, Inc., Chromalloy Nevada, Environmental Professional, Costco, Harley Davidson Credit Corp., Southwest Gas Corp., and Sierra Surgery & Imaging, LLC.





# AREA OVERVIEW

Greater Reno-Sparks-Tahoe is the place companies come to increase the bottom line and to grow. Whether to take advantage of a business friendly environment, get closer to customers through strategic location or to enjoy the quality of life, companies like Tesla, Switch, Intuit, Microsoft, Apple, Amazon.com and Urban Outfitters call Northern Nevada home to some of their most crucial business functions.

Reno is nestled in the hub of the western region, with a market area of 11 states and 53 million people. The Reno/Tahoe area is a transportation hub serviced by two major highways, I-80 and US 395, railroads, trucking and airline carriers that make it possible to ship from Reno to 80% of the 11 western states on a next-day basis.

## FINANCIAL ADVANTAGE

From exemptions to abatements, to deferrals, to the complete absence of taxes, simply operating your business in Greater Reno-Tahoe adds to your bottom line. Nevada was ranked #5 Most Business-Friendly Tax Climate by the Tax Foundation for 2017.

## BUSINESS ADVANTAGE

Greater Reno-Sparks-Tahoe is the perfect package. A business friendly and tax friendly environment, unmatched quality of life, and a logistics hub make this a great location for many businesses.

## LIVE & PLAY

The Northern Nevada area isn't just a great place to do business, but it's also a great place for individuals and families to live and play.





# NORTHERN NEVADA MARKET OVERVIEW

## RENO AS A DISTRIBUTION HUB

Reno has become a focal point of commerce in eastern California and western Nevada. Manufacturing is a significant part of Nevada's diverse economy, contributing to \$23.1 billion gross metro product to Nevada's gross state product in 2016. Today, the Reno-Sparks area serves as a major western distribution center and Nevada's largest manufacturing production, technology manufacturing, and government services.

## BENEFITS TO LOCAL BUSINESSES

The State of Nevada is considered one of the most business friendly states in the nation. It was ranked number 5 in the nation as the Most Business Friendly Tax Climate by the Tax Foundation in 2017. Nevada has no corporate or personal income tax, and is a right-to-work state, which has contributed to the state's tremendous growth in the 1990s into the 2000s.



## LABOR FORCE

The Greater Reno-Sparks-Tahoe area has an existing labor force of 230,000. Being home to the University of Nevada, Reno and close to metros like Sacramento and San Francisco, top, young professionals have been taking the Reno labor market by storm.



## UNEMPLOYMENT DOWNWARD TREND

In 2016, the Reno-Sparks unemployment was reported to be 4.2%. Since peaking in 2010/2011 at 14.0%, unemployment has dropped by 9.1% over the past two years (which is the lowest it's been in over 10 years).

Strengthening economic conditions, along with projected job growth with firms such as Tesla Motors, Switch, and Apple, the unemployment rate is forecasted to continue its massive downward trend.



# RENO | SPARKS MARKET OVERVIEW

## HOW DOES NEVADA STACK UP?

**#47**

According to Livability.com's "2016 Top 100 Best Places to live" selected from over 2,000 cities.

**#9**

According to Chiefexecutive.net's "2016 Top 50 Best Places to do business."

**#5**

Most Business-Friendly Tax Climate by the Tax Foundation for 2017.

**#2**

The Kauffman Foundation Index ranks Nevada as #2 of 25 in "Highest Startup Activity in 2016" for Smaller States.

**#8**

The Kauffman Foundation Index ranks Nevada as #8 of 25 in "Growth Entrepreneurship 2016" for Smaller States.





# ICONIC COMPANIES IN **RENO SPARKS**



In June 2014, Tesla broke ground on its \$5 billion, 10 million-square-foot Gigafactory, which is being built in phases. It manufactures lithium-ion batteries, as well as Model 3 battery packs and drive units. As of February 2017, the Tesla Gigafactory had almost 1,000 permanent employees. When completed in 2020, the Gigafactory will be the largest manufacturing facility in the world and is forecasted to employ more than 10,000 people, up from initial estimates of 6,500.



In November 2016, Switch opened the largest, most advanced data center campus in the world on 2,000 acres in the Tahoe Reno Industrial Center next to the Tesla Gigafactory. It is the first of eight planned data centers to be built at TRIC. The facility is powered 100-percent by renewable energy. Switch has connected Reno, Las Vegas, San Francisco, and Los Angeles via a SUPERLOOP which allows data to be transported between hubs in just milliseconds. eBay is an anchor tenant.



In April 2017 Google acquired 1,210 acres in The Tahoe Reno Industrial Center that will reportedly house a future data center.



# ICONIC COMPANIES IN **RENO SPARKS**



Apple's initial \$100 million data center at the Reno Technology Park east of Sparks is fully utilized. In May 2017, Apple announced it would invest another \$1 billion into the data campus. Part of the addition will include a \$4 million, 27,000 square-foot warehouse for shipping and receiving to be built on a vacant lot in downtown Reno..



In August 2016, Aqua Metals opened the world's first clean lead battery recycling facility in the Tahoe Reno Industrial Center, adding 70 jobs to Northern Nevada. Aqua Metals' new environmentally friendly AquaRefinery recycles lead-acid batteries into high-purity lead for the reproduction of batteries with virtually no harmful byproducts.



Jet.com, an online shopping site and Amazon rival, opened a 160,000 square-foot warehouse and distribution center in the Tahoe Reno Industrial Center in January 2016. Jet set out to make shopping more transparent, efficient, and more fun. It shows customers options on a whole range of different products that bring costs down. In the Fall of 2016, Walmart acquired Jet.