

95

METCALF
SQUARE



EXECUTIVE SUMMARY

95 Metcalf Square 7171 W 95th Street, Overland Park, Kansas



EXECUTIVE SUMMARY

95 Metcalf is a prominent mixed-use complex on the southwest corner of the dynamic 95th and Metcalf intersection in Overland Park, Kansas. Built in 1984, the property consists of nine buildings with a total of 152,908 square feet of office and retail space on a 13.54-acre parcel. The development is anchored by a six-story office building at 7171 Metcalf which serves as a landmark for the area.

The property is now 93% leased at an average rental rate of approximately \$16.60 per square foot. This is below the average asking rates of \$19.03 per square foot for the popular North Johnson County submarket, which currently has a vacancy rate of 8.4%. The property enjoys a highly diversified tenant roster, with no tenant occupying more than 9% of the space.

The property is located in the North Johnson County submarket, but it borders on the South Johnson County office submarket, which is the strongest office submarket in metropolitan Kansas City, with average asking rates of \$22.07 per square foot. There is very little new space in the pipeline, so demand is expected to outpace supply for the foreseeable future and rental rates are experiencing strong growth.

The Metcalf corridor has emerged as one of the most vibrant areas in metropolitan Kansas City over the last five years, with over \$2.5 billion invested within a 2.5 mile radius of 95th & Metcalf, including 1.8 million square feet of office space, 870,000 square feet of retail space and over 4,000 new residential units. Most significantly, Shamrock Trading Corp. recently announced plans to build 1 million square feet of new office space on a 30-acre site on the northeast corner of 95th & Metcalf where they plan to hire 1,000 new employees.

95 Metcalf is adjacent to the highly popular Jack Stack Barbecue restaurant and includes the Red Robin and Mud Pie dining establishments on its tenant roster. Several additional retail/entertainment properties are planned to open across the street at 95 Metcalf South within the next year. These and other nearby, walkable amenities make 95 Metcalf a very convenient location for many office users.

In summary, 95 Metcalf is an attractive mixed-use property in a well-established and dynamic location. With 93% occupancy, below-market rents and a strong tenant mix, 95 Metcalf offers steady cash flow with strong potential upside.



95 METCALF SQUARE

LOCATION OVERVIEW



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OVERLAND PARK / METCALF AVENUE REVITALIZATION

Downtown Overland Park, Kansas, and the Metcalf Avenue corridor are in the midst of a remarkable economic renaissance. As one of Kansas City's most populous and prosperous "inner ring suburbs", old Overland Park and the area near 95 Metcalf consist mostly of housing stock and commercial properties built from the 1950s through the 1980s. As developers and homeowners increasingly prefer to modernize or replace these older properties (rather than relocate to more distant suburban locations), the area is experiencing an unprecedented development boom.

In downtown Overland Park (roughly 80th & Metcalf), several new luxury apartment projects are under construction or recently completed. Over 500 units will be completed there by the end of 2019. These new, high-end developments are attracting an affluent population, which greatly enhances the nearby office market.

More importantly, Shamrock Trading Corp. recently announced that they have acquired the 30-acre site at the northeast corner of 95th & Metcalf with plans to hire 1,000 new employees and to develop nearly 1 million square feet of office space there. The new development will be in addition to their corporate headquarters in Shamrock Towers on the northwest corner of 95th & Metcalf where they currently employ over 700 people.

Another exciting project nearby is the \$200 million mixed-use redevelopment of the former Meadowbrook golf course at 95th & Nall, roughly one mile east of 95 Metcalf. Meadowbrook will include 282 upscale residential units, 300 senior housing units, a boutique hotel and over 120 additional single family lots and townhomes.

Clearly, the Metcalf corridor from 80th Street to 95th Street is emerging as one of Kansas City's strongest locations for commercial and residential growth.

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Downtown Overland Park Apartments (Near 80th & Metcalf)

Avenue 80 - 222 Units

The Vue - 220 Units

The Market Lofts - 36 Units

InterUrban Lofts - 41 Units

 - 517 Units
 - Estimated Cost: \$80 Million
- 2

Edison OP (80th & Marty)

 - 100,000 SF Office/Retail Development
 - Estimated Cost: \$48.5 Million
- 3

Promontory (8961 Metcalf)

 - 291 Units
 - Estimated Cost: \$97.5 Million
- 4

Johnson County Arts & Heritage Center (89th & Metcalf)

 - 76,000 SF Museum & Cultural Center
 - Estimated Cost: \$22.5 Million
- 5

Regency Shopping Center Redevelopment (9294 Metcalf)

 - 200,000+ SF Shopping Center
 - Estimated Cost: \$30 Million
- 6

Shamrock Trading Corp Office Expansion (NEC 95th & Metcalf)

 - 1,000,000 SF
 - Estimated Cost: \$200 Million
- 7

95 Metcalf South (SEC 95th & Metcalf)

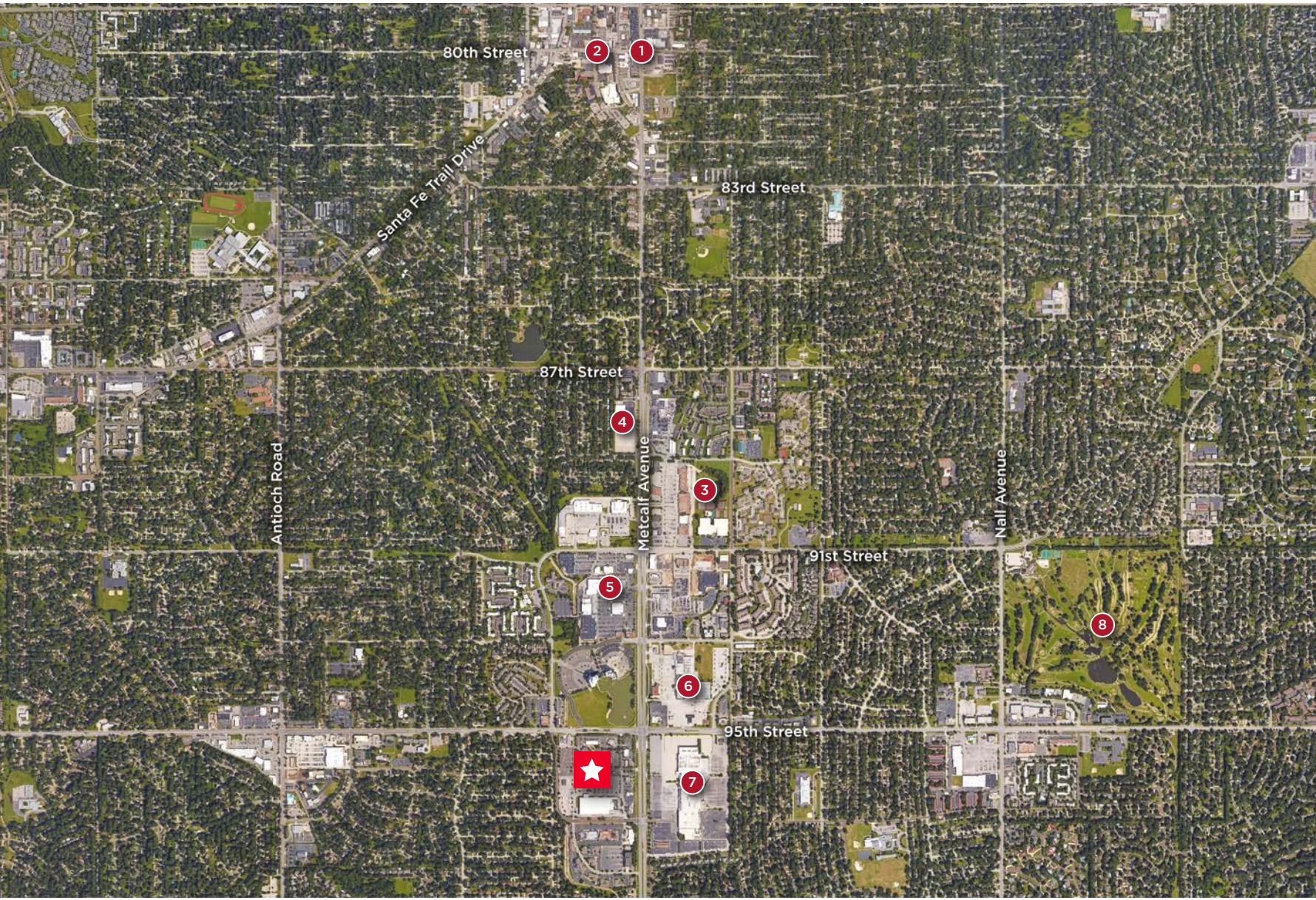
 - Lowe's Home Improvement – Opened 2018
 - Pad Sites for New Restaurants & Small Shops
 - Estimated Cost: \$80 Million
- 8

Meadowbrook (SWC 95th & Nall)

 - 282 Multi-Family Units
 - 300 Senior Housing Units
 - 54 Room Boutique Hotel
 - 53 Single Family Lots
 - 70 Townhomes
 - Estimated Cost: \$200 Million

Total: Over \$750 Million

Current Developments



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PROPERTY DESCRIPTION

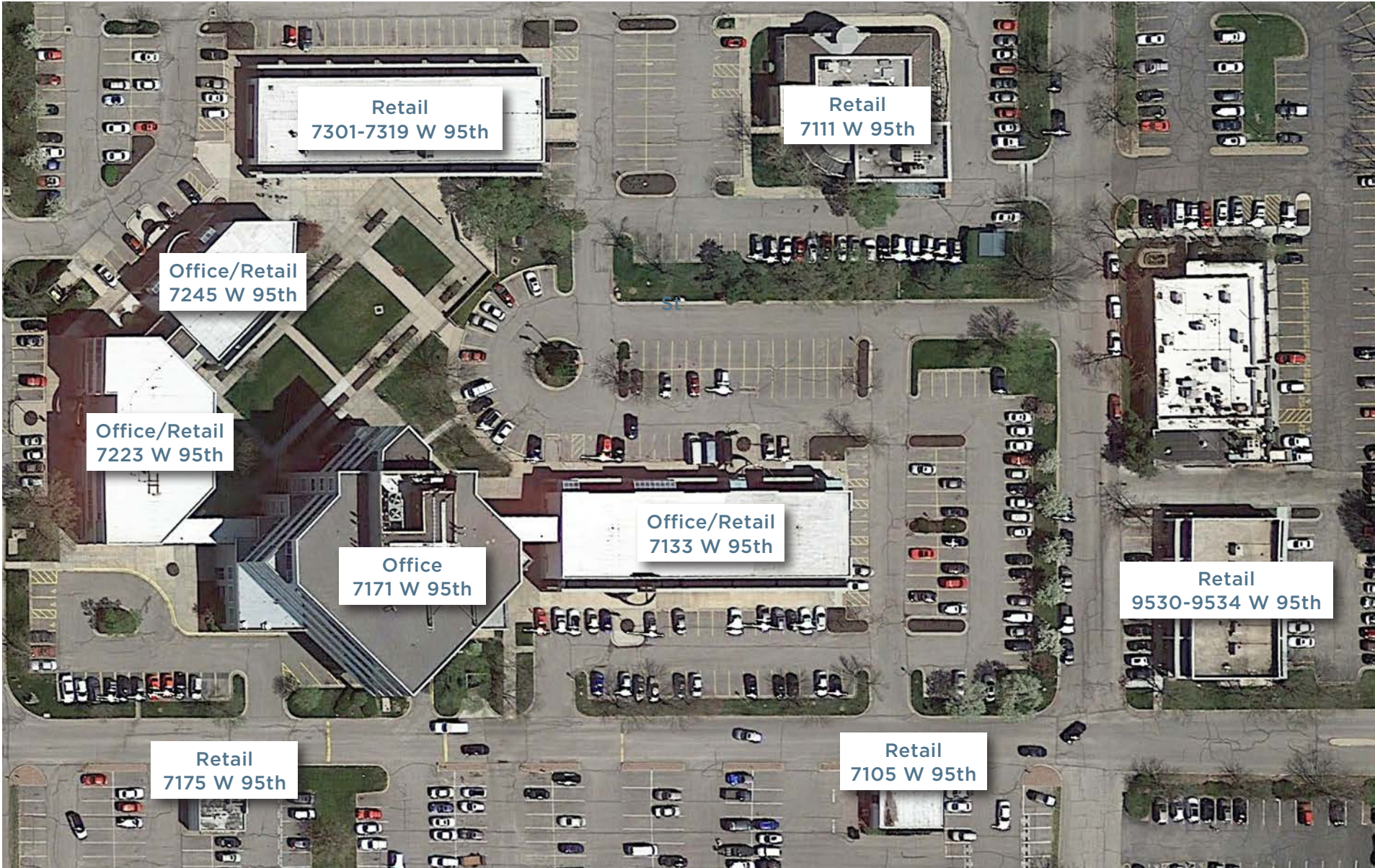


PROPERTY DESCRIPTION

Address:	7111-7319 W 95th Street Overland Park, KS	Land Site:	13.55 Acres (589,836 SF)
Total Square Feet:	152,908 SF	Existing Loan Assumptions:	The property has an existing loan with favorable terms that will need to be assumed by the new ownership to avoid payment of a large loan defeasance.
Stories:	One - Six	Fire Protection:	100% Fire Sprinkler/Monitored. Fire alarm panels were updated in 2005.
Tenant's Approximate SF:	1,736 SF 1.15% of whole SF	Building Materials:	Curtain-Concrete & Glass Panels-Brick Veneer
Year Built:	1984	Security:	Nightly security patrol. Card access key systems on common entry doors.
Major Tenants:	Weight Watchers, Selective Site Consultants, & PB & J Restaurants, Inc.	Roof:	TPO Roof, half coated in 2015
County:	Johnson	Additional Building Information:	<ul style="list-style-type: none">On-site maintenance and management office.Common area carpet and paint done in April 2014.Cooling tower replaced in 2008.Individual air handler units that service the space are serviced/changed as needed.
Zoning:	CP-2 (Planned General Business District)		
Real Estate Tax ID#:	NP65200000 0002		
2017 Taxes Paid:	\$324,705.20		
Office Submarket:	North Johnson County		
Number of Buildings:	9		
Surface Parking Spaces:	865		
Parking Ratio:	5.65 / 1,000 SF		

PROPERTY DESCRIPTION

Site Plan Aerial



PROPERTY DESCRIPTION

Portfolio Summary

Building Number	USE	ADDRESS	NUMBER OF STORIES	SQUARE FOOTAGE
Building 1	Office	7171 W 95th Street Overland Park, KS	6	80,509
Building 2	Retail/Office	7133 W 95th Street Overland Park, KS	2	19,413
Building 3	Retail	7171 W 95th Street Overland Park, KS	1	7,400
Building 4	Retail	7301-7319 W 95th Street Overland Park, KS	1	9,844
Building 5	Retail/Office	7245 W 95th Street Overland Park, KS	2	9,493
Building 6	Office	7223 W 95th Street Overland Park, KS	3	18,849
Building 7	Retail	7105 W 95th Street Overland Park, KS	1	1,000
Building 8	Retail	9530-9534 W 95th Street Overland Park, KS	1	5,500
Building 9	Retail	7175 W 95th Street Overland Park, KS	1	900
Total				152,908



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Capital Markets

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