



SPORTSMAN'S WAREHOUSE

VISALIA, CALIFORNIA

YURAS
AICALE
FORSYTH | Leased Investment Team

OFFERING MEMORANDUM

\$6,777,000 | 6.50% CAP RATE

- » Long-Term NNN Lease
 - » 10% Rental Increases Every 5 Years
- » Infill Location in New Regional Shopping Center Development
- » Part of the Successful Packwood Creek Centers – Visalia's Largest Power Center
 - » Major Tenants Include Target, Lowe's, Best Buy, PetSmart, Michaels, Cost Plus World Market, and Guitar Center
- » Directly Adjacent to High-Volume Costco
 - » Draws 1.4 Million Customers Annually from a Significantly Wide Radius
- » Prime Location in Regional Shopping Hub
 - » Trade Area of 528,000 People
 - » Visalia is the Largest City Between Fresno and Bakersfield
- » New 2017 Construction



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Cushman & Wakefield (“Broker”) has been retained on an exclusive basis to market the property described herein (“Property”). Broker has been authorized by the Seller of the Property (“Seller”) to prepare and distribute the enclosed information (“Material”) for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

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INVESTMENT SUMMARY

ADDRESS	The Grove at Packwood Creek, Visalia, California		
PRICE	\$6,777,000		
CAP RATE	6.50% return		
NOI	\$440,525		
TERM	10 years		
RENT COMMENCEMENT	Estimated September 2017		
LEASE EXPIRATION	Estimated October 2027		
RENTAL INCREASES	10% rental increases every 5 years		
	YEAR	RENT	RETURN
	1-5	\$440,525	6.50%
	6-10	\$484,577	7.15%
	11-15 (Option 1)	\$533,035	7.86%
	16-20 (Option 2)	\$586,657	8.66%
21-25 (Option 3)	\$645,292	9.52%	
26-30 (Option 4)	\$709,469	10.47%	
YEAR BUILT	2017		
BUILDING SF	30,381 SF		
PARCEL SIZE	2.91 acres (126,878 SF)		
LEASE TYPE	NNN		

LONG-TERM NNN LEASE

- » Leased to Sportsman's Warehouse for 10 years
- » 10% rental increases every five years in initial term and option periods, providing a hedge against inflation

INFILL LOCATION IN NEW REGIONAL SHOPPING CENTER DEVELOPMENT

- » Prime location in The Grove at Packwood Creek, Visalia's newest retail development
- » Excellent location just off of Mooney Boulevard, Visalia's primary retail corridor
- » Part of the highly successful Packwood Creek Centers, with major national tenants, including Target, Lowe's, Best Buy, PetSmart, Michaels, Cost Plus World Market, Pier 1 Imports, and Guitar Center

PRIME LOCATION IN REGIONAL SHOPPING HUB WITH LARGE CUSTOMER BASE

- » Visalia is the largest city between Fresno and Bakersfield and has a trade area of approximately 528,000 people
- » Population of 142,921 within a five-mile radius of the property
- » Directly adjacent to a high-volume Costco, which draws an estimated 1.4 million customers annually from a significantly wide radius, greatly increasing Sportsman's Warehouse's customer base

NEW 2017 CONSTRUCTION

- » High quality construction scheduled to be completed in Q3 2017
- » Built to tenant's exact specification, demonstrating long-term commitment to the location





Future Retail



Packwood Creek - East



The Grove at Packwood Creek - North (regional shopping center development)

The Grove at Packwood Creek - South (regional shopping center development)



West Cameron Avenue (15,700 AADT)

Visalia Parkway (6,600 AADT)



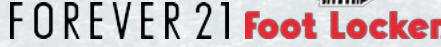
Packwood Creek - West



Sequoia Mall



Visalia Mall



Packwood Creek - East



South Mooney Boulevard (26,000 AADT)



West Cameron Avenue (15,700 AADT)



The Grove at Packwood Creek - North (regional shopping center development)

The Grove at Packwood Creek - South (regional shopping center development)

Visalia Parkway (6,600 AADT)





Sequoia Mall



Visalia Mall



South Mooney Boulevard (26,000 AADT)



DOWNTOWN VISALIA (3 miles)

Mt. Whitney High School (1,593 students)

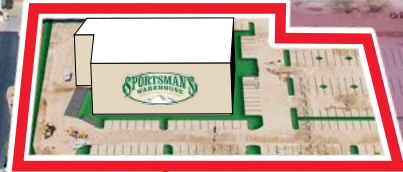


The Grove at Packwood Creek - North (regional shopping center development)

West Cameron Avenue (15,700 AADT)

The Grove at Packwood Creek - South (regional shopping center development)

Packwood Creek - East



Visalia Parkway (6,600 AADT)



SITE PLAN



30,381 SF

VISALIA PARKWAY



TENANT SUMMARY



Sportsman's Warehouse is a high-growth outdoor sporting goods retailer focused on meeting the everyday needs of the seasoned outdoor veteran, the first-time participant, and every enthusiast in between. The company has the largest outdoor specialty store base in the Western United States and Alaska, with over 75 stores across 20 states. Sportsman's Warehouse sells apparel, footwear, and gear which caters to outdoor enthusiasts with interests in hunting, shooting, reloading, camping, fishing, and other outdoor recreational activities. Stores include locally relevant features, such as a fishing board at the entrance that displays fishing conditions in local lakes and rivers. Sportsman's Warehouse engages its customers through in-store features, such as the Braggin' Board, various contests, and customer-owned taxidermy displays on the walls. It also hosts in-store programs and a range of instructional seminars; annually, the company organizes approximately 3,000 programs across its stores for the benefit of its customers.

For fiscal year 2016, Sportsman's Warehouse continued to strengthen its market share position with 11 new stores and a 10.4% revenue increase over the prior year. Sportsman's Warehouse intends to expand further in 2017, with 12 planned store openings, representing a 16% increase in store locations.

For more information, please visit www.sportsmanswarehouse.com.

TICKER	NASDAQ: "SPWH"	# OF LOCATIONS	75+
REVENUE	\$780M	HEADQUARTERS	Midvale, UT



ACTUAL RENDERING

LEASE ABSTRACT

TENANT	Sportsman's Warehouse		
ADDRESS	The Grove at Packwood Creek, Visalia, California		
RENT COMMENCEMENT	Estimated September 2017		
LEASE EXPIRATION	Estimated October 2027		
RENEWAL OPTIONS	Four (4) five (5) year options		
RENTAL INCREASES	YEAR	RENT	RETURN
	1-5	\$440,525	6.50%
	6-10	\$484,577	7.15%
	11-15 (Option 1)	\$533,035	7.86%
	16-20 (Option 2)	\$586,657	8.66%
	21-25 (Option 3)	\$645,292	9.52%
	26-30 (Option 4)	\$709,469	10.47%
COMMON AREA COSTS	Tenant will reimburse Landlord for Tenant's Pro-Rata Share of the cost and expense incurred in performing Common Area Maintenance.		
REAL ESTATE TAXES	Tenant shall timely pay during the Term all Taxes assessed against Tenant's Tax Parcel directly to the taxing authorities.		
INSURANCE	Tenant will maintain, at Tenant's sole cost and expense, a Commercial General Liability Insurance policy and a Cause of Loss - Special Form policy. All insurance carried by Tenant shall designate Landlord and Landlord's mortgagee as Additional Insureds. Tenant will reimburse Landlord for Tenant's Pro-Rata Share of the cost of Landlord's Insurance.		
REPAIR & MAINTENANCE	Tenant will, at its own expense, repair and maintain in good condition all aspects of the Building, including structural components thereof.		
UTILITIES	Tenant will pay, directly to the utility provider, all charges for utilities consumed on and separately metered for the Premises.		
MAINTENANCE BY LANDLORD	None		
RIGHT OF FIRST REFUSAL	None		

PROPERTY OVERVIEW

LOCATION

The property is located in The Grove at Packwood Creek, a new regional power center development. Located just off of Mooney Boulevard, Visalia's primary retail corridor, The Grove at Packwood Creek is part of the successful Packwood Creek Centers. The adjoining Packwood Creek Shopping Center is Visalia's largest power center, featuring major tenants including Target, Lowe's, Best Buy, Michaels, Kirkland's, Pier 1 Imports, Cost Plus World Market, and many others. Additionally, the property is directly adjacent to Costco, which draws an estimated 1.4 million customers annually from a significantly wide radius, greatly increasing Sportsman's Warehouse's customer base. Other major shopping centers in the nearby area include Visalia Mall, anchored by Macy's and JCPenney, and Sequoia Mall, featuring Sears and Regal Cinemas.

The property benefits from its prime location within a regional shopping hub. The property is supported by robust demographic, with a population of 142,921 within a five-mile radius. Additionally, as the largest city between Fresno and Bakersfield, Visalia serves as a regional trading center for an estimated 528,000 people living within the Tulare, Kings, southern Fresno, and northern Kern counties.

ACCESS

Access from Visalia Parkway and interparcel access from West Cameron Avenue

TRAFFIC COUNTS

Visalia Parkway:	6,600 AADT
West Cameron Avenue:	15,700 AADT
South Mooney Boulevard:	26,000 AADT

PARKING

150 parking stalls, including two (2) handicap stalls

YEAR BUILT

2017

NEAREST INTERNATIONAL AIRPORT

Fresno Yosemite International Airport (FAT)

ACTUAL RENDERING



150
PARKING
STALLS



2017
YEAR BUILT



**NEAREST
AIRPORT**
FRESNO YOSEMITE
INTERNATIONAL
AIRPORT

AREA OVERVIEW

Visalia is a city situated in the agricultural San Joaquin Valley. It is the fifth largest city in the San Joaquin Valley, with a population of 130,104. As the county seat of Tulare County, Visalia serves as the economic and governmental center to one of the most productive agricultural counties in the country. While historically a rural, agricultural area, in recent years, the San Joaquin Valley has seen increasing exurban development as the cost of living forces young families and small businesses further and further away from the coastal urban cores. Stockton, Modesto, Tracy, Manteca, and Los Banos are increasingly dominated by commuters to San Francisco and Silicon Valley, and the small farming towns to the south are finding themselves in the Bay Area's orbit as well. Bakersfield has seen a massive influx of former Los Angeles business owners and commuters, to the extent that gated communities containing million-dollar homes are going up on the city's outskirts. Wal-Mart, IKEA, Target, Amazon, CVS Pharmacy, Restoration Hardware, and other various large shipping firms have built huge distribution centers both in the southern end of the valley and northern part of the valley because of quick access to major interstates and low local wages. Further integration with the rest of the state is likely to continue for the foreseeable future.

- » The dairy industry, with sales of milk products, brings in the most revenue for Tulare County, typically more than \$1 billion a year annually. Oranges, grapes, and cattle-related commodities also earn hundreds of millions of dollars annually.
- » In 2001, Tulare became the most productive county in the U.S. in terms of agricultural revenues, at \$3.5 billion annually. It surpassed Fresno County's \$3.2 billion, which had held the top spot for over two decades. Due to the importance of agriculture in the county as well as its location in the state, since 1968 the city of Tulare has been the site of the annual World Ag Expo, the world's largest agricultural exposition.
- » California has long been one of the nation's most important oil-producing states, and the San Joaquin Valley is the state's primary oil production region. Scattered oil wells on small oil fields are found throughout the region, and several enormous extraction facilities – including the enormous Midway-Sunset Oil Field, the third-largest oil field in the United States – are veritable forests of pumps.

MAJOR EMPLOYERS IN TULARE COUNTY

OF EMPLOYEES

COUNTY OF TULARE	4,800
KAWEAH DELTA HEALTHCARE DISTRICT	2,000
RUIZ FOOD PRODUCTS	1,800
WAL-MART DISTRIBUTION CENTER	1,692
PORTERVILLE DEVELOPMENT CENTER	1,300
COLLEGE OF THE SEQUOIAS	1,160
SIERRA VIEW DISTRICT HOSPITAL	725
JOSTENS	720
CIGNA HEALTHCARE	700
LAND O'LAKES	600



DEMOGRAPHIC PROFILE

2016 SUMMARY	1 Mile	3 Miles	5 Miles
Population	7,620	65,696	142,921
Households	2,783	23,592	47,281
Families	2,032	16,582	35,173
Average Household Size	2.73	2.75	2.99
Owner Occupied Housing Units	1,712	13,639	28,467
Renter Occupied Housing Units	1,071	9,953	18,814
Median Age	33.7	34.9	32.6
Average Household Income	\$71,639	\$71,041	\$74,497

2021 ESTIMATE	1 Mile	3 Miles	5 Miles
Population	7,860	67,449	148,806
Households	2,865	24,157	49,057
Families	2,089	16,971	36,520
Average Household Size	2.73	2.76	3.00
Owner Occupied Housing Units	1,758	13,980	29,572
Renter Occupied Housing Units	1,106	10,176	19,485
Median Age	34.3	35.4	33.0
Average Household Income	\$78,171	\$77,376	\$81,488



**AVERAGE HOUSEHOLD INCOME OF \$74,497
WITHIN FIVE MILES**



**POPULATION OF 142,921
WITHIN FIVE MILES**

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