



CONN'S HOMEPLUS

RECENTLY RENOVATED PAD TO THE HOME DEPOT CENTER | NEW 10-YR LEASE

MONTGOMERY, AL



CAPITAL PACIFIC

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CONN'S HOMEPLUS

2424 EASTERN BLVD, MONTGOMERY, AL 36117 

\$4,686,362

PRICE

8.25%

CAP

NOI:

\$386,625

LEASE TYPE:

NN

LEASE TERM:

10 Years (9+ Remaining)

LEASABLE AREA:

43,441 SF

YEAR BUILT/RENOVATED:

1997/2019

**CONN'S HOMEPLUS RECENTLY SIGNED A NEW
10-YEAR NN LEASE IN 2019**

Investment Highlights



THE OFFERING

A Conn's HomePlus located in Montgomery, AL, which underwent an approximate \$2 million in renovations in 2019, including new roof and HVAC. The 10-year NN lease features four 5-year options to extend with 10% increases in the base term and options. The building was most recently occupied by Gander Mountain Sports, and was originally a build-to-suit for Sports Authority. Conn's is a publicly traded company (NASDAQ: CONN) with over \$1 billion in annual revenue and 133 locations.

Conn's HomePlus is located on Eastern Boulevard, which benefits from traffic counts of 42,270 VPD. It is situated just off Interstate 85, the primary highway that runs from Montgomery, AL, to Petersburg, VA. Conn's is part of the Promenade Montgomery North Center which includes The Home Depot, Harbor Freight Tools, and FedEx Office. Other major retail in immediate area include T.J. Maxx, Lowe's, McDonald's, and Starbucks. The recently renovated Eastdale Mall (At Home, Belk, Dillard's, JCPenney, Chick-fil-A) is 4 miles away. The Alabama Shakespeare Festival is located less than a mile from the subject property, and attracts more than 300,000 visitors each year.

HIGHLIGHTS

- **Lease features 10% increases in the base term and options**
- **Four 5-year options to extend**
- **Pad to The Home Depot anchored center**
- **Conn's is publicly traded company (NASDAQ: CONN) with \$1B+ annual revenue**
- **Conn's earnings increased more than 13% in latest fiscal quarter**

DESIRABLE LOCATION

- **High traffic counts on Eastern Boulevard exceed 42,200 VPD**
- **High identity location right off of Interstate 85, which connects Alabama to Virginia**
- **4 miles from Eastdale Mall**
- **Numerous other national retailers in close proximity**

AFRAID OF A BOX STORE? THINK AGAIN ... ABOUT CONN'S

- **CONN'S EARNINGS AND SALES ARE INCREASING, NOT DECREASING!** Conn's GAAP earnings increases 13.3% in the 3rd Quarter of FY 2020. Conn's is targeting 8-10% annual retail sales growth.*
- **CONN'S STORE COUNT IS GROWING, NOT SHRINKING!** Conn's opened 14 new stores in FY 2020 and plans to open 16-18 new stores in FY 2021. The growth is driven by strong unit economics for new stores.*
- **CONN'S HAS STRONG CUSTOMER LOYALTY!** Conn's strong credit program to customers is driving sales with 40% retail gross margins and enhancing loyalty ... 51% of its customers are repeat!*
- **CONN'S IS NOT AFRAID OF THE BIG, BAD INTERNET!** Conn's has a well-conceived omnichannel approach, having made meaningful investments in e-commerce in FY 2019 and FY 2020, including new website last year and mobile phone-enhanced capabilities.*

**All statements above are extracted from Conn's Q3 FY 2020 Investor Presentation which will be made available to any prospective investor upon request.*



Income & Expense

PRICE	\$4,686,362	
Price Per Square Foot:	\$107.88	
Capitalization Rate:	8.25%	
Total Rentable Area (SF):	43,441	
STABILIZED INCOME	PER SQUARE FOOT	
Scheduled Rent	\$9.00	\$390,969
Effective Gross Income	\$9.00	\$390,969
LESS	PER SQUARE FOOT	
Taxes	\$0.00	Tenant Pays
Insurance	\$0.00	Tenant Pays
Structural Reserve/CAM	(\$0.10)	(\$4,344.10)
EQUALS NET OPERATING INCOME	\$386,625	



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Rent Roll

TENANT INFO		LEASE TERMS		RENT SUMMARY					
TENANT NAME	SQ. FT.			CURRENT RENT	MONTHLY RENT	YEARLY RENT	MONTHLY RENT/FT	YEARLY RENT/FT	
Conn's HomePlus	43,441	4/1/2019	3/31/2024	\$390,969	\$32,580.75	\$390,969.00	\$0.75	\$9.00	
		4/1/2024	3/31/2029		\$35,838.83	\$430,065.90	\$0.83	\$9.90	
		Option 1	4/1/2029	3/31/2034		\$39,422.71	\$473,072.49	\$0.91	\$10.89
		Option 2	4/1/2034	3/31/2039		\$43,364.98	\$520,379.74	\$1.00	\$11.98
		Option 3	4/1/2039	3/31/2044		\$47,701.48	\$572,417.71	\$1.10	\$13.18
		Option 4	4/1/2044	3/31/2049		\$52,471.62	\$629,659	\$1.21	\$14.49
TOTALS:	43,441			\$390,969	\$32,581	\$390,969	\$0.75	\$9.00	

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Site Plan



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Tenant Overview



Conn's HomePlus (NASDAQ: CONN) is a specialty retailer currently operating 133 locations in 14 states. Its primary retail product categories include furniture and mattresses, home appliances, consumer electronics, and home office. Additionally, Conn's offers a variety of seasonal products, including outdoor furniture and grills.

133

LOCATIONS ACROSS
14 U.S. STATES

Conn's started out more than 128 years ago as a small plumbing and heating company in Beaumont, Texas, and is now one of the top consumer goods retailers in the country. It records over \$1 billion in annual revenue and employs approximately 4,500 workers across its many locations.

+\$1 Billion

ANNUAL
REVENUE

APPLIANCES

Conn's
HomePlus

ELECTRONICS

FURNITURE

MAT



Subject Property



Surrounding Retail



Retail Aerial



BREWBAKER MIDDLE SCHOOL

Walmart Supercenter
2A Fitness
COLORTIME RENT-TO-OWN
NU IMAGE Fine Menswear

ROSES Rainbow HAIR PLUS BEAUTY
SUPPLY Badcock & more.
CSL Plasma Good for You. Great for Life.

LifeStorage InTown SUITES
LINCOLN Ford

TRENHOLM STATE COMMUNITY COLLEGE

LOVELESS ACADEMIC MAGNET PROGRAM HIGH SCHOOL

DOLLAR GENERAL

LifeStorage

Office DEPOT

american family care

America's CAR-MART DRIVE ZONE
ZAXBY'S

PET CARE CENTER

Art's M.A. FITNESS CENTER

HONDA SUBARU

BBVA

TJ-max Party City
DOLLAR GENERAL
CATHERINES HIBBETT SPORTS

POPEYES

EASTERN BOULEVARD

REGIONS

HYUNDAI

AVIS

Rainbow QUICK CREDIT
BEAUTY BEYOND Armstrong McCall

9

Jackson Hewitt TAX SERVICE
Republic FINANCE metro
BEAUTY BEYOND

53
231
80

KFC

WELLS FARGO

Chick-fil-A

Encore

Guitar Center

Tuesday Morning

DOLLAR TREE
QUIK'S
Winn-Dixie

Cohens U-HAUL

UNITED STATES POSTAL SERVICE

YOUNG BARN ROAD

DISCOUNT TIRE

42,270 VPD

Conn's HomePlus

THE HOME DEPOT

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Retail Aerial



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DOWNTOWN MONTGOMERY
8 MILES



231

231

85

85

231

Faulkner University

EASTDALE MALL
Dillard's at home
Chick-fil-A JCPenney
Foot Locker belk
FINISH LINE SEPHORA

DOLLAR TREE
Walmart
GameStop CATO
MURPHY USA
it'sfashionmetro cricket

WILLIAM SILAS GARRETT ELEMENTARY

WARES FERRY ROAD ELEMENTARY

54,920 VPD

DOLLAR GENERAL
BIG LOTS! TACO BELL
CITITRENDS

ATLANTA HIGHWAY

DOZIER ELEMENTARY

59,760 VPD

79,250 VPD

AUM
AUBURN UNIVERSITY AT MONTGOMERY

MATTRESS FIRM
GameStop
Petland
verizon/ cricket

DICK'S SPORTING GOODS
BED BATH & BEYOND ULTA BEAUTY
Michaels OLD NAVY
JOANN DAVID'S BRIDAL

ARROWHEAD COUNTRY CLUB

COSTCO WHOLESALE
HOBBY LOBBY

NEW VISION
THE HOME DEPOT

105,440 VPD

Sams CLUB

TOYOTA

Days Inn

BEST BUY
PETCO

85

85

85

EASTCHASE PARKWAY

Academy SPORTS+OUTDOORS

LOWE'S

42,270 VPD

MONTGOMERY MUSEUM OF FINE ARTS

WHOLE FOODS MARKET

40,940 VPD

Buckle B CHAMPS
LANE BRYANT
Dillard's DSW
CHICO'S LOFT
NEW YORK & COMPANY
BAM!

KOHL'S
ROSS
dressbarn
TARGET PETSMART
sally carter's Pier 1 Imports
WORLD MARKET

EASTERN BOULEVARD

ALABAMA SHAKESPEARE FESTIVAL

HIBBETT SPORTS
Party City
DOLLAR GENERAL

YMCA

CVS pharmacy

SAINT JAMES SCHOOL

Office DEPOT

Publix
Stein Mart
Wegmans

PLATO'S
Walmart Market
AMC THEATRES

Winn-Dixie

ACE

WYNLAKE GOLF AND COUNTRY CLUB


Walmart Supercenter

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Demographics

POPULATION

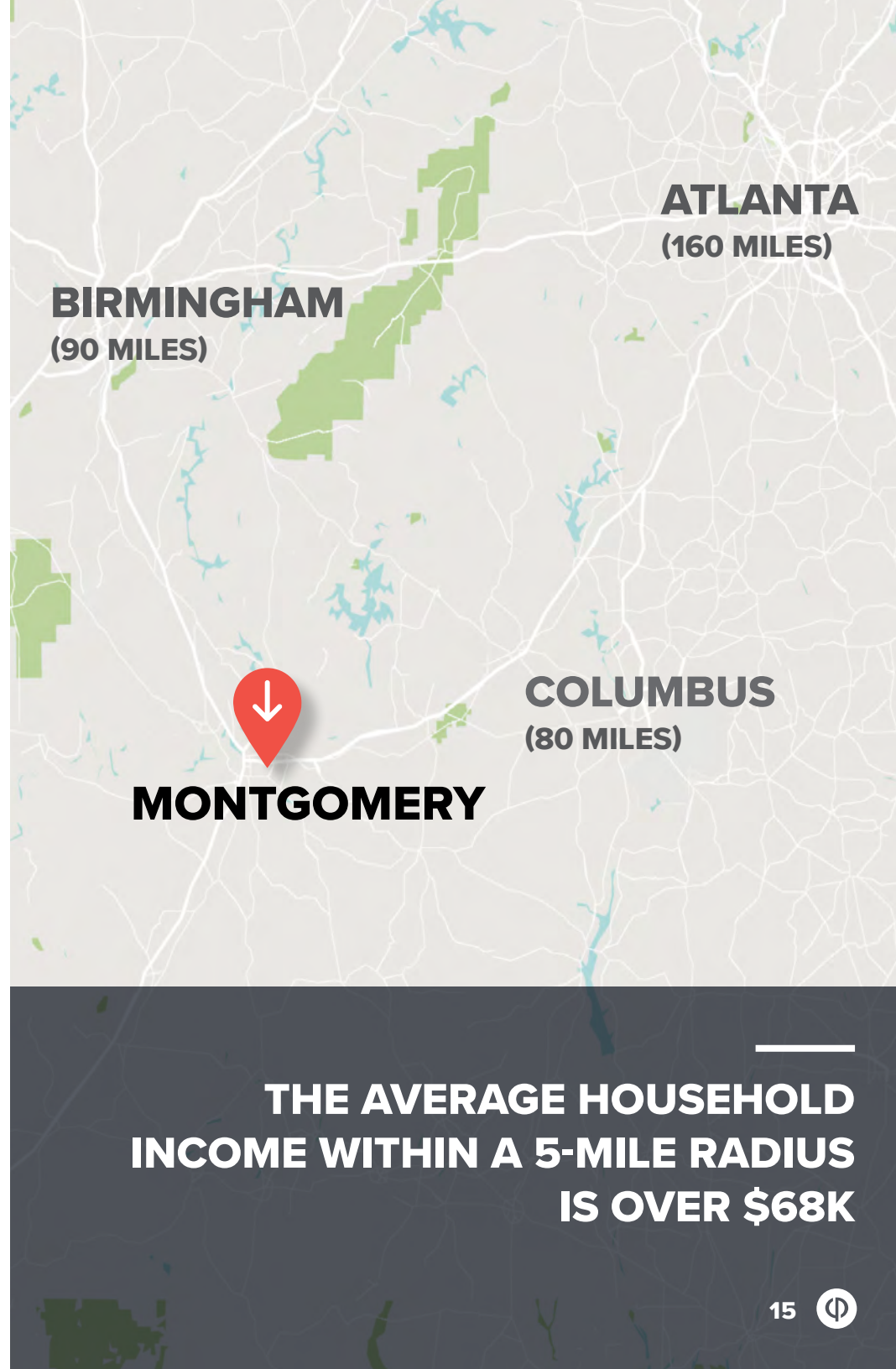
	1-MILE	3-MILES	5-MILES
2010	10,230	71,041	151,617
2019	10,223	71,650	154,349
2024	10,201	71,780	155,120

2019 HH INCOME

	1-MILE	3-MILES	5-MILES
Average	\$57,477	\$68,415	\$68,941
Median	\$42,210	\$48,683	\$48,635

LARGEST EMPLOYERS IN MONTGOMERY MSA

EMPLOYER	# OF EMPLOYEES
Maxwell Gunter Air Force Base	12,500
State of Alabama	11,639
Montgomery Public Schools	4,524
Baptist Health	4,300
Hyundai Motor Manufacturing AL	3,100



**THE AVERAGE HOUSEHOLD
INCOME WITHIN A 5-MILE RADIUS
IS OVER \$68K**

MONTGOMERY, ALABAMA



MONTGOMERY is the capital of the U.S. state of Alabama and is the county seat of Montgomery County. The city is located on the Alabama River, in the Gulf Coastal Plain, approximately 90 miles south of Birmingham, the state's largest city. With an estimated 198,218 residents, Montgomery is the second-largest city in Alabama.

MAXWELL AFB AND GUNTER ANNEX

The more than 12,500 people who work at Maxwell Air Force Base and Gunter Annex -- including active-duty, reserve, civilian, and contractor personnel -- making the installation the largest employer in Montgomery County. Maxwell AFB occupies the site of the first Wright brother's civilian flying school. Maxwell AFB and Gunter Annex are estimated to have an economic impact of \$2.6 billion annually across a three-county region, according to Maxwell Air Force Base.

ECONOMY

Due to its location along the Alabama River and extensive rail connections, Montgomery has and continues to be a regional distribution hub for a wide range of industries. Since the late 20th century, the city has diversified its economy, achieving increased employment in sectors such as healthcare, business, government, and manufacturing. Today, the city's Gross Metropolitan Product is \$12.15 billion, representing 8.7% of the gross state product of Alabama.

198,218



**MONTGOMERY
POPULATION
(ESTIMATED)**

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Auburn University at Montgomery



AUBURN UNIVERSITY AT MONTGOMERY (AUM)

is a public university located in Montgomery,

Alabama. It is governed by the Auburn University Board of Trustees. AUM offers programs of study leading to bachelor's, master's, and specialist degrees in business, education, liberal arts, nursing, and sciences. As of the Fall 2019 semester, the university enrolls over 5,000 students.

In 2019, AUM earned a No. 33 ranking among regional public universities in the South from *U.S. News & World Report*, as well as recognition from The Princeton Review as one of the best colleges in the Southeast.

STATISTICS

TOTAL STUDENT ENROLLMENT BY CLASS

Undergraduates:	4,523
Graduates:	665
TOTAL:	5,188

FACULTY AND STAFF

Full-Time:	207
Part-Time:	130
TOTAL:	337



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