

FOR SALE

Cash&Carry

200 FERRY STREET | WENATCHEE, WA 98801

RETAIL



Representative Photo

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Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property ("Owner") or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc.

This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions,

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The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

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EXECUTIVE SUMMARY



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THE OFFERING

CBRE is presenting to qualified investors the opportunity to acquire fee simple interest in the retail property located at 200 Ferry Street in Wenatchee, Washington (the “Property”).

Replacing a former Staples facility, Cash&Carry Smart Foodservice relocated to this building in 2017. The approximate 25,840-square-foot facility is operating under a 15-year NNN lease which will commence rent at the earliest of either Opening for Business or October 20, 2017. The lease provides four, 5-year renewal periods and features attractive rental increases of 10% every 5 years throughout the base term and option periods.

The Property is leased to and fully occupied by Cash&Carry Smart Foodservice (“Cash&Carry”), a subsidiary of Smart & Final Stores, Inc. (NYSE: SFS)—a grocery chain with more than 300 locations across the US.

[CLICK TO ACCESS DEAL FLOW](#)





INVESTMENT HIGHLIGHTS

PASSIVE, 15-YEAR NNN LEASE

The Property is operating under a new NNN lease with 15 years of primary term remaining. The lease is highly passive; Landlord responsibility is limited to roof and structure.

PROVEN OPERATOR WITH STRONG REGIONAL PRESENCE

Operating in the Pacific Northwest since 1959, Cash&Carry currently operates approximately 60 stores across six US states. Cash&Carry is a subsidiary of Smart & Final (NYSE: SFS), a regional grocery chain with over 300 locations in seven western states. SFS is rated B/Stable by S&P.

STRATEGIC LOCATION WITH SUPERIOR SIGNAGE

The Property features excellent visibility, boasting an 80-foot-tall pylon sign that is grandfathered forever. There is permanent moratorium on tall pylon signs in the city of Wenatchee. In addition, recent traffic flow corrections have directed flow directly to the Ferry Street signalized entrance.

ATTRACTIVE DEMOGRAPHICS | REGIONAL RETAIL DRAW

The Property is strategically located in a trade area that serves more than 210,000 residents across Chelan, Douglas, Okanogan, and Grant counties. Wenatchee Valley Mall (40+ stores), the only regional shopping mall in a 120-mile radius, is less than a mile from the Property. The Wenatchee area attracts over 3 million tourists annually. In addition, there is an average annual household income exceeding \$66,000 within a 3-mile radius of the Property.

SMALL PRICE-POINT AND LOW \$/SF GROCERY ASSET

The Property is priced below market rents (\$13/SF) and replacement cost at \$260/SF.

INCOME TAX-FREE WASHINGTON



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Property Overview

List Price	\$6,718,400.00
Price Per SF	\$260.00
Cap Rate	5.00%
Rent Commencement	The earliest of either Opening for Business or October 20, 2017
Base Rent	\$335,920.00
Rent Per SF	\$13.00
NOI	±335,920.00
Renewal Options	Four (4), 5-year options
Rental Increases	10% every 5 years
Rentable Square Feet	±25,840 SF
Lot Size	±2.48 acres
Year Built/Renovated	1996; 2017
Lease Type	NNN
Landlord Responsibilities	Roof & Structure
Property Address	200 Ferry Street Wenatchee, WA 98801
County	Chelan
Parcel Number	222011519384
Zoning	Commercial





TENANT OVERVIEW

Cash&Carry Smart Foodservice (“Cash&Carry”) is a chain of American low-price warehouse grocery stores located in California, Idaho, Nevada, Oregon, and Washington. Cash&Carry is geared toward supplying food service operators (restaurants), but is open to the public similar to Costco Warehouse (but without the membership fees). Since the end of 2016, Cash&Carry currently operates 59 locations in California, Washington, Oregon, Nevada, Utah, and Idaho. The company was established in 1956 and is headquartered in Portland, Oregon. Cash&Carry offers brand-name and private-label groceries, including meat, dairy and fresh produce, as well as tableware, paper products, janitorial supplies and catering supplies. Cash&Carry operates as an independent division of Smart & Final, LLC.

Smart & Final Stores, Inc. (NYSE: SFS), is a value-oriented food and everyday staples retailer, headquartered in Commerce (near Los Angeles), California. The Company offers quality products in a variety of sizes, saving household, nonprofit and business customers time and money. As of January 1, 2017, Smart & Final Stores, Inc. operated 305 grocery and food service stores under the “Smart & Final,” “Smart & Final Extra!” and “Cash&Carry Smart Foodservice” banners in California, Oregon, Washington, Arizona, Nevada, and Idaho, with an additional 15 stores in Northwestern Mexico operated through a joint venture. In business for 145 years, the Company remains committed to giving back to local communities through employee volunteer opportunities and Company donations to local nonprofits.

LEASE ABSTRACT

Date of Lease	January 16, 2017
Rent Commencement	The earliest of either Opening for Business or October 20, 2017
Current Term Expiration	December 31, 2032
Primary Term	Fifteen (15) Years
Base Rent / Year	\$335,920.00
NOI	\$335,920.00
Renewal Options	Four (4), 5-year options
Rental Increases	10% every 5 years
Use	Retail - Grocery
Insurance	Tenant
Real Estate Taxes	Tenant
Utilities	Tenant
Repairs & Maintenance	Landlord (roof and structure)
Tenant Assignment & Subletting	Landlord consent

SFS
NYSE SYMBOL

B
S&P CREDIT RATING

\$4.3M
REVENUE (2016)

\$180M
NET INCOME (2016)

~12,000
EMPLOYEES

~305
LOCATIONS



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BRITISH COLUMBIA, CANADA

VANCOUVER, BRITISH COLUMBIA
± 380 miles

WASHINGTON

EVERETT, WA
± 120 miles

*Mount Baker-Snoqualmie
National Forest*



SEATTLE, WA
± 140 miles

*Olympic
National Park*

TACOMA, WA
± 160 miles

OLYMPIA, WA
± 190 miles

YAKIMA, WA
± 110 miles

*Gifford Pinchot
National Forest*

RICHLAND, WA
± 120 miles

WALLA WALLA, WA
± 180 miles

PORTLAND, OR
± 295 miles

THE DALLES, OR
± 190 miles

LA GRANDE, OR
± 250 miles

100 < 150 Mi

150 < 200 Mi

200+ Mi

*Willamette
National Forest*

OREGON



MARKET OVERVIEW



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WENATCHEE, WA OVERVIEW

Wenatchee is a city located in Chelan County, Washington, ideally situated at the confluence of the Columbia and Wenatchee rivers near the eastern foothills of the Cascade Range. At the 2010 US census, the Wenatchee MSA had a population of about 110,884 people, representing a population increase of 11.76% from 2000 to 2010.

Wenatchee is a regional commercial center and resort. The economy is supported mainly by agriculture and forest products—and is notable for its many apple orchards—earning Wenatchee the title: Apple Capital of the World. Tourism is a thriving industry, due to the fact the physical setting of Wenatchee is both well-maintained and very scenic; the downtown area was awarded the National Trust for Historic Preservation Great American Main Street Award in 2013.

REGIONAL RETAIL TRADE AREA

The entire Wenatchee Valley provides shopping and services for a trade area with more than 210,000 residents, and provides a regional center for not only shopping, but banking, and education in Chelan, Douglas, Okanogan, and Grant counties. Additionally, over 3 million tourists visit the area annually for festivals and outdoor recreation. Roughly 50% of the population is white collar and the community boasts a healthy average income of \$68,997 within a 20-mile radius of the city center.

Wenatchee Valley Mall (40+ stores; ±1 mile) is anchored by Macy's, Sportsman's Warehouse, Bed Bath & Beyond, Ross Dress for Less, and Marshalls. It is the only regional shopping mall in North/Central Washington state, with the next closest center in Yakima (approximately 120 miles away).

Continued population growth lends itself naturally to expansive retail growth, and Wenatchee draws from a large geographic area.

Wenatchee Valley Mall (less than a mile from the Property)



DEMOGRAPHICS

	5 Minutes	10 Minutes	15 Minutes
Place of Work			
Total Businesses	1,747	2,706	3,248
Daytime Employment (Total Employees)	29,326	40,354	48,392
Population			
2016 Estimated Population	26,727	60,955	71,523
2021 Projected Population	27,610	63,130	74,200
2010 Census Population	25,720	58,367	68,342
Population Change 2010-2016	0.62%	0.70%	0.73%
Population Change 2016-2021	0.65%	0.70%	0.74%
2016 Estimated Median Age	32.30	36.00	37.00
Households			
2016 Estimated Households	9,553	22,786	26,613
2021 Projected Households	9,847	23,539	27,541
Growth 2010-2016	0.49%	0.56%	0.60%
Growth 2016-2021	0.61%	0.65%	0.69%
Income			
2016 Est. Average Household Income	\$57,340	\$65,461	\$69,051
2021 Prj. Average Household Income	\$62,181	\$71,604	\$75,850
2016 Est. Median Household Income	\$42,445	\$50,535	\$52,220
2021 Est. Median Household Income	\$43,045	\$52,098	\$54,621
Housing			
2016 Estimated Housing Units	10,432	24,623	28,734
2016 Estimated Occupied Units	9,553	22,786	26,613
2016 Estimated Vacant Units	879	1,837	2,121
2016 Est. Owner-Occupied Units	4,778	13,778	16,831
2016 Est. Renter-Occupied Units	4,775	9,008	9,782
2016 Est. Average Housing Value	\$218,777	\$259,257	\$276,733



Wenatchee, Washington

LARGEST (CITY) EMPLOYERS

COMPANY NAME	INDUSTRY	# OF EMPLOYEES
Wenatchee Public Schools	Education	1,100
Public Utility District No. 1 Chelan County	Government	650
The Eagle Group Systems Inc	Logistics	650
Eastmont School District	Education	630
Pacific Aerospace & Electronics, Inc.	Engineering/Technical Manufacturing	614
Stemilt Growers Inc.	Agriculture	600
Eagle Systems Inc.	Logistics	500
McDougall & Sons, Inc.	Agriculture	400
The Highland Partnership	Agriculture	400
Wenatchee Valley College Foundation	Education	400

SOURCE: LexisNexis

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