

5380 King James Way Fitchburg, WI



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CONFIDENTIALITY AGREEMENT

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. (“CBRE”), and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE.

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

DISCLAIMER

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, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property’s suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

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.

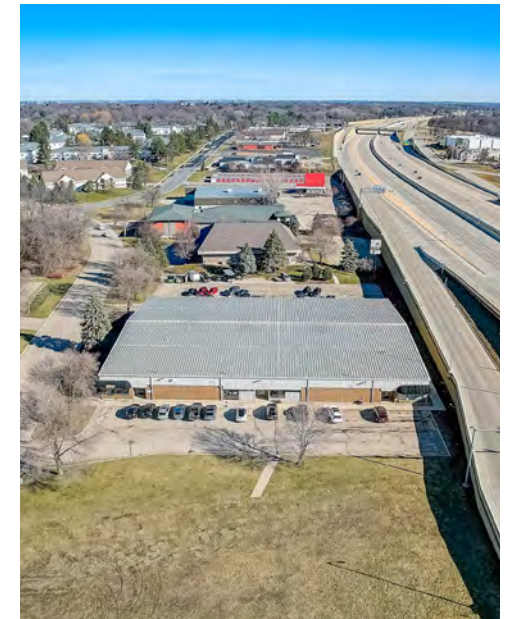
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Executive Summary

5380 King James Way has been occupied by anchor tenant Audio Marketing Services (AMS) for approximately 25 years and is home to other established businesses such as Archer Auto Repair, Functional Integrated Training and Denise Quade Design, who have all been tenants for over 10 years. All tenants have recently renewed, showing their continued commitment to this location.

The 29,535 sf industrial building was constructed in 1990 on a 1.96 acre parcel. The property fronts Verona Rd/Highway 151 which sees over 42,000 vehicles per day, with exposure being further improved due to the city approved pylon sign being installed in October 2019. There are 69 on-site parking stalls available with two access points from King James Way. The property is located within a pocket of light industrial properties with close proximity to class A office space and many national and regional players such as a Target, Hy-Vee, Jimmy Johns, Aldis, Great Clips, AMC Theatre, Princeton Club Fitness, and many more. This submarket serves as a retail and service hub for the area, drawing significant traffic.

The building is a combination of office/showroom/industrial space with several tenant's having completed extensive interior buildouts with higher end finishes. The adjacent 1.6 acre site is also available for sale providing a great opportunity for expansion of the building or other development potential.



Flex/Industrial/Retail

5380 King James Way | Fitchburg, WI

For Sale



Property Overview

Building Details

Parcel Size	1.96 acres
Building Size	29,535 SF
Year Built	1990
Zoning	BH (Highway Business District)
Parking	69 surface parking stalls with 2 access points from King James Way
Frontage	357' facing Verona Rd (US-151) 359' facing King James Way
Ceiling Height	23' at center, 16' at height (Est 14-20' Clear Height)
Overhead Doors	(3) 12' x 12'
HVAC	Offices are heated and cooled with gas powered forced warm air. Warehouse areas are heated with space heaters or radiant heating.
Electrical	600 amp main on exterior wall. Each space is metered separately.
Assessment	\$1,876,300 (2023)
RE Taxes	\$41,617 (2023)
List Price	\$2,725,000
NOI	\$212,776
Cap Rate	7.8%

Lease Structure Overview

Leasing Summary

Occupancy	100%
Number of Tenants	Four (4) Tenants + Parking Lot Lease
Lease Type	Modified Gross, with partial reimbursement of CAM expenses.
Terms	Varies - See Rent Schedule
Expiration	Varies - See Rent Schedule
Operating Expenses	Landlord is responsible for RE taxes, insurance, exterior common area maintenance and water/sewer. Tenants are responsible for gas/electric utilities, mechanicals (some limitations) and interior premises repairs/maintenance
Maintenance	Landlord is responsible for maintaining sidewalks, driveways, landscaped and parking areas mown, neat, clean, and free from rubbish, snow, ice and other debris. Landlord is responsible for structural members, both interior and exterior, of the leased premises.
Parking	Revenue of \$275/mo from neighbor's Sunday parking use. Approximately 60 parking stalls
Signage	Revenue of \$600/mo is from 2 tenants for their space on a new pole sign which was installed in 2019.



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Tenant Summary



Suite	A/A2/B1	A1	B2	C
Tenant	Denise Quade Design	Functional Integrated Training	Archer Auto Repair	AMS
Rentable SF	5,735 SF	6,200 SF	4,683 SF	12,548
Tenant Since	2012	2012	1995	1990
Lease Expiration	8/31/2026	8/31/2028	6/30/2024*	6/30/2024*

**Will exercise 3-year renewals with 3% annual increases*

Denise Quade Design is a Premier Kitchen and Bath firm based in the Madison metropolitan area. Their newly expanded showroom debuts the latest trends in cabinetry, countertops, hardware, tile and flooring. Many of their inspiring projects of kitchens, bathrooms, home offices, family rooms and bedrooms have garnered national and regional recognitions. Their team is composed of 4 interior designers. Denise Quade Design has been a tenant since 2012.

AMS was founded as Auto Marketing Services in April of 1982. The company initially engaged in the sale and installation of upgraded stereo equipment and other installable accessories to car dealerships. Beginning in 1987, the first retail showroom for car audio opened. In 2004, AMS began selling, installing, and programming audio and video for home and light commercial applications. Over time, car audio has blossomed into a number of different products now referred to as mobile electronics. Home audio and video has expanded to include automation and powerful wifi networks. AMS has been a tenant since 1990.

Archer Auto Repair performs complete auto servicing, repair and maintenance. They perform tune ups, service brakes, major engine repair, air conditioning, transmission repair, and more. Archer Auto Repair has been a tenant since 1995.

Function Integrated Training (FIT) has been providing top notch coaching and leadership to athletes since 2012. FIT coaches a wide range of athletes including youth, every day athletes and competitive athletes. Functional Integrated Training was the 2019 silver award winner for Madison Magazine's Best of Madison for 'Best Gym' and has been a tenant since 2012..

Financial Summary



REVENUE	\$/YEAR	\$/SF/YEAR
Gross Potential Base Rent	\$270,076.68	\$9.26
Signage Rent	\$7,200.00	\$0.25
Expense Recoveries	\$5,348.04	\$0.18
TOTAL GROSS REVENUE	\$282,624.72	\$9.69
General Vacancy Loss (3% of Gross Revenue)*	\$(8,478.74)	\$(0.29)
TOTAL GROSS REVENUE	\$274,145.98	\$9.40

OPERATING EXPENSES	\$/YEAR	\$/SF/YEAR
Real Estate Taxes	\$(38,492.00)	\$(1.32)
Insurance	\$(4,375.00)	\$(0.15)
Repairs	\$(329.00)	\$(0.01)
Water/Sewer	\$(3,862.00)	\$(0.13)
Snow Removal/Lawn Care	\$(5,833.00)	\$(0.20)
Management Fee (3% of Gross Revenue)*	\$(8,478.74)	\$(0.29)
NET OPERATING INCOME	\$212,776.24	\$7.30

**Implied market assumptions*

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Financial Summary

RENT SCHEDULE

Tenant	Term Begins	Term Ends	Sq.Ft. Leased	Base Rent/Mo.	Signage Rent/Mo	CAM Reimbursement/ Yr	Annual Rent/ CAM/Signage	Increases	Renewal Options
AMS	7/1/2019	6/30/2024*	12,548	\$9,274.19	\$-		\$111,290.28	3%	
Denise Quade	9/1/2022	8/31/2026	5,735	\$4,521.20	\$300.00	\$2,868.00	\$60,722.40	3%	
Archer	8/19/2019	6/30/2024*	4,683	\$5,534.00			\$66,408.00	3%	
Functional Integrated	9/1/2023	8/31/2028	6,200	\$2,902.00	\$300.00	\$2,480.04	\$40,904.04	3%	1 Year at 3% increase w/90 day notice
Redeemer City Church	M-2-M	M-2-M	Parking	\$275.00	\$-	\$-	\$3,300.00		
TOTALS			29,166	\$22,506.39	\$600.00	\$5,348.04	\$282,624.72		

**Will exercise 3-year renewals with 3% annual increases*

Flex/Industrial/Retail

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Parcel Map

1.96

Assessed Acres

29k

SF Building Size

1990

Year Built



Flex/Industrial/Retail

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For Sale

Area Amenities



Flex/Industrial/Retail

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For Sale

Aerial View

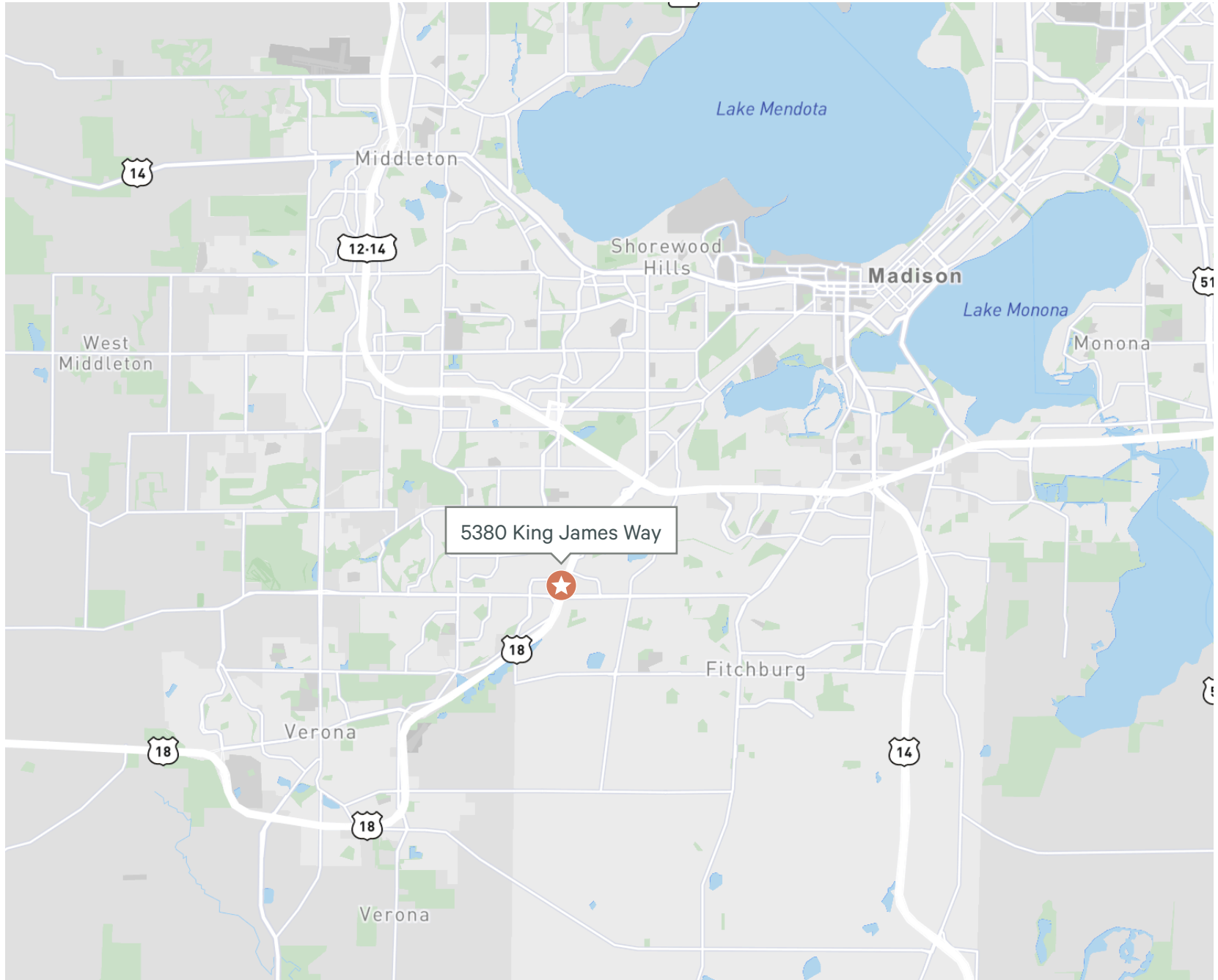


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Location Map



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CBRE

State of Wisconsin Broker Disclosure To Non-Residential Customers



Wisconsin Law requires all real estate licensees to give the following information about brokerage services to prospective customers.

Prior to negotiating on your behalf the Broker must provide you the following disclosure statement:

Broker Disclosure to Customers

You are the customer of the broker. The broker is either an agent of another party in the transaction or a subagent of another broker who is the agent of another party in the transaction. The broker, or a salesperson acting on the behalf of the broker, may provide brokerage services to you. Whenever the broker is providing brokerage services to you, the broker owes you, the customer the following duties:

- The duty to prove brokerage services to you fairly and honestly.
- The duty to exercise reasonable skill and care in providing brokerage services to you.
- The duty to provide you with accurate information about market conditions within a reasonable time if you request it, unless disclosure of the information is prohibited by law.
- The duty to disclose to you in writing certain material adverse facts about a property, unless disclosure of the information is prohibited by law (see “Definition of Material Adverse Facts” below).
- The duty to protect your confidentiality. Unless the law requires it, the broker will not disclose your confidential information of other parties.
- The duty to safeguard trust funds and other property the broker holds.
- The duty, when negotiating, to present contract proposals in an objective & unbiased manner and disclose the advantages and disadvantages of the proposals.

Please review this information carefully. A broker or salesperson can answer your questions about brokerage services, but if you need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home inspector. This disclosure is required by section 452.135 of the Wisconsin Statutes and is for information only. It is a plain language summary of a broker’s duties to a customer under section 452.133(l) of the Wisconsin Statutes.

Confidentiality Notice to Customers

Broker will keep confidential any information given to broker in confidence, or any information obtained by broker that he or she knows a reasonable person would want to be kept confidential by law, or authorize the broker to disclose particular information. A broker shall continue to keep the information confidential after broker is no longer providing brokerage services to you.

The following information is required to be disclosed by law.

1. Material adverse facts, as defined in section 452.01(5g) of the Wisconsin statutes (see “definition of material adverse facts” below).
2. Any facts known by the broker that contradict any information included in a written inspection report on the property or real estate that is the subject of the transaction. To ensure that the broker is aware of what specific information below. At a later time, you may also provide the broker with other information that you consider to be confidential.

CONFIDENTIAL INFORMATION: _____

NON-CONFIDENTIAL INFORMATION (The following information may be disclosed by Broker): _____

(Insert information you authorize to broker to disclose such as financial qualification information)

Consent to Telephone Solicitation

I/We agree that the Broker and any affiliated settlement service providers (for example, a mortgage company or title company) may call our/my home or cell phone numbers regarding issues, goods and services related to the real estate transaction until I/ we withdraw this consent in writing. List Home/Cell Numbers: _____

Sex Offender Registry

Notice: You may obtain information about the sex offender registry and persons registered with the registry by contacting the Wisconsin Department of Corrections on the Internet at <http://offender.doc.state.wi.us/public/> or by phone at (608)240-5830.<http://offender.doc.state.wi.us/public/> or by phone at (608) 240-5830.

Definition of Material Adverse Facts

A “material adverse fact” is defined in Wis. Stat. 452.01 (5g) as an adverse fact that a party indicates is of such significance, or that is generally recognized by a competent licensee as being of such significance to a reasonable party that it affects or would affect the party’s decision to enter into a contract or agreement concerning a transaction or affects or would affect the party’s decision about the terms of such a contract or agreement. An “adverse fact” is defined in Wis. Stat. 452.01 (1e) as a condition or occurrence that a competent licensee generally recognizes will significantly adversely affect the value of the property, significantly reduce the structural integrity of improvements to real estate, or present a significant health risk to occupants of the property, or information that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a contract or agreement made concerning the transaction.

No representation is made as to the legal validity of any provision or the adequacy of any provision on any specific transaction.