

THE HILLTOP SHOPS AT WOODLANDS VILLAGE

Lender Owned - REO Sale

Executive Summary

INVESTMENT SUMMARY

Offering Price:	\$ 5,695,000
Building Size:	± 47,772 SF
Price per SF:	\$119.21/SF
NOI (In-Place):*	\$ 437,445
CAP Rate (based on current occupancy):.....	7.68%
Land Area:.....	6.67 AC
Current Occupancy.....	57.4%

*NOI based on 57.4% current occupancy

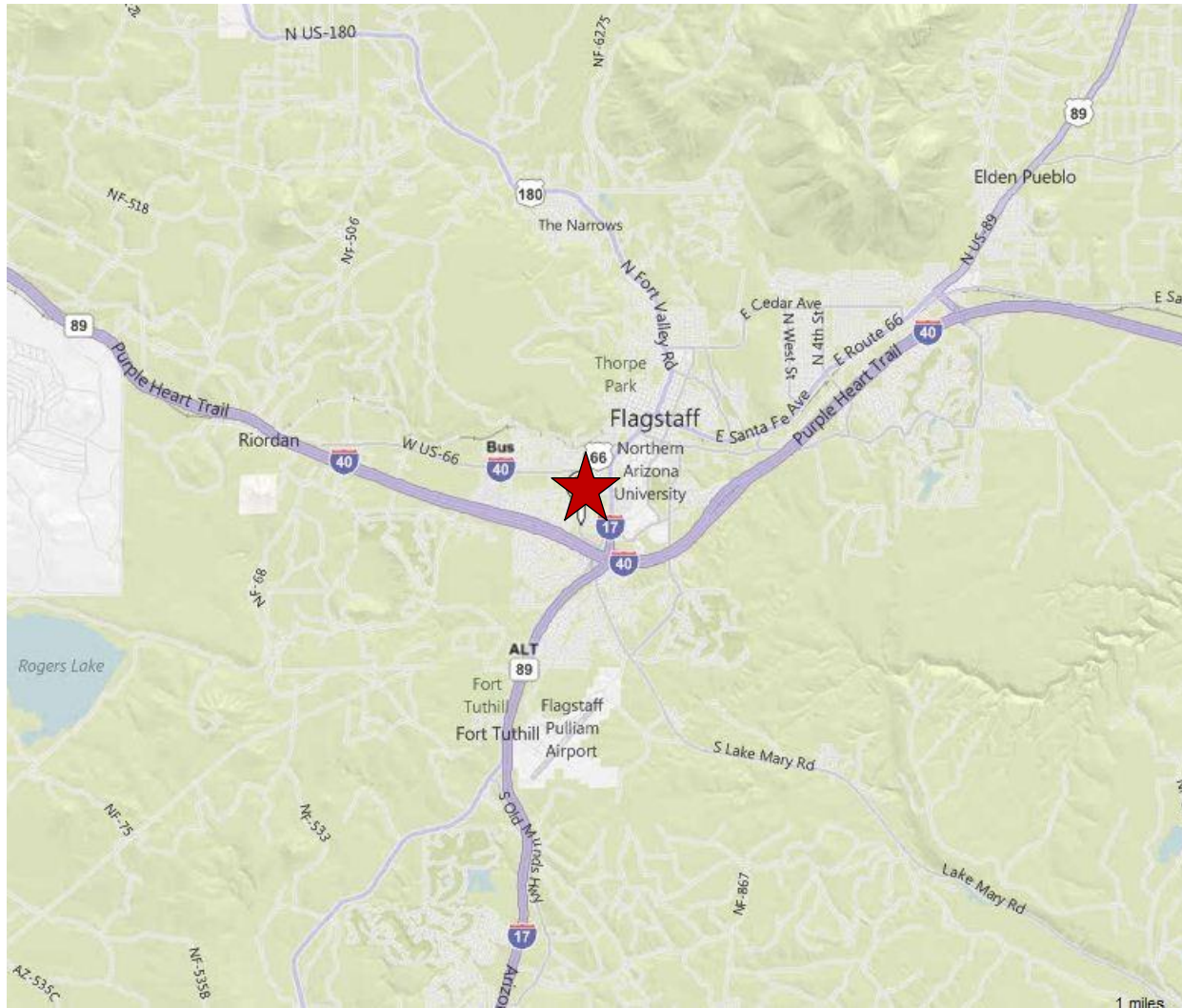


INVESTMENT HIGHLIGHTS

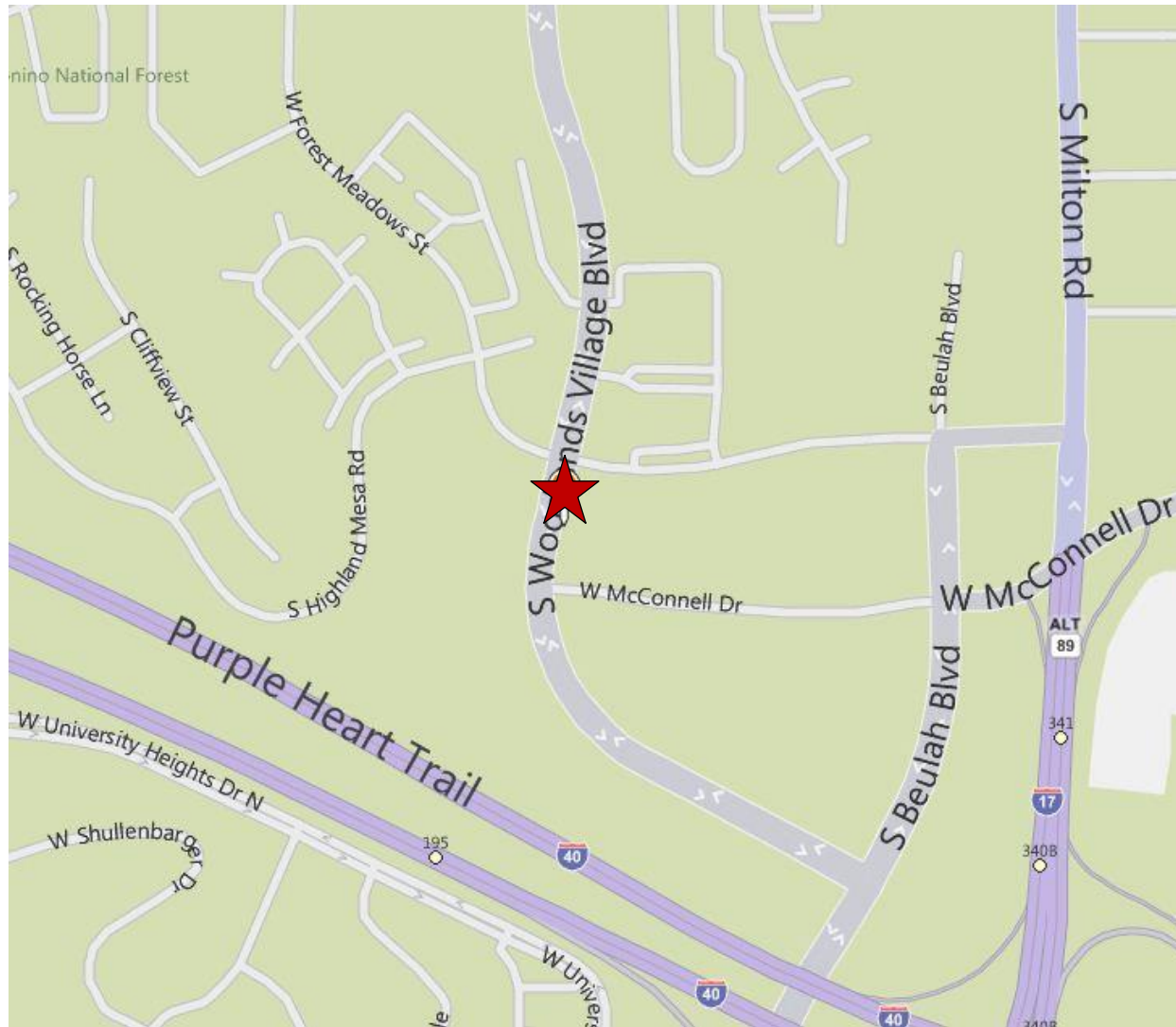
- Excellent value-add opportunity with tremendous upside through leasing of vacant space
- Property strategically located near numerous national retail tenants including; Walmart, Staples & Kohl's
- Exceptional Demographics with an average household income of \$67,108 within 5 miles
- Located immediately adjacent to US I-40 a major East/West interstate with more than 32,000 CPD
- Upside through lease-up of 20,365 SF of vacant space in strong retail market
- Opportunity to purchase at \$119.21/SF significantly below replacement cost
- Current management has stabilized existing tenants

Location Maps

Regional



Local



Property Summary

PROPERTY DESCRIPTION

Address: Flagstaff, AZ

Parking Spaces: 200 approx.

Parking Ratio: 4.18/1000

Gross Leasable Area: 47,772 SF

Land Area: ± 6.67 AC

Number of Stories: One

Number of Buildings: Four (4)

Year Built: 2006

Foundation: Concrete Slab

Exterior Walls: Concrete Block & Wood Frame

Age of Roof : 4 years approx.

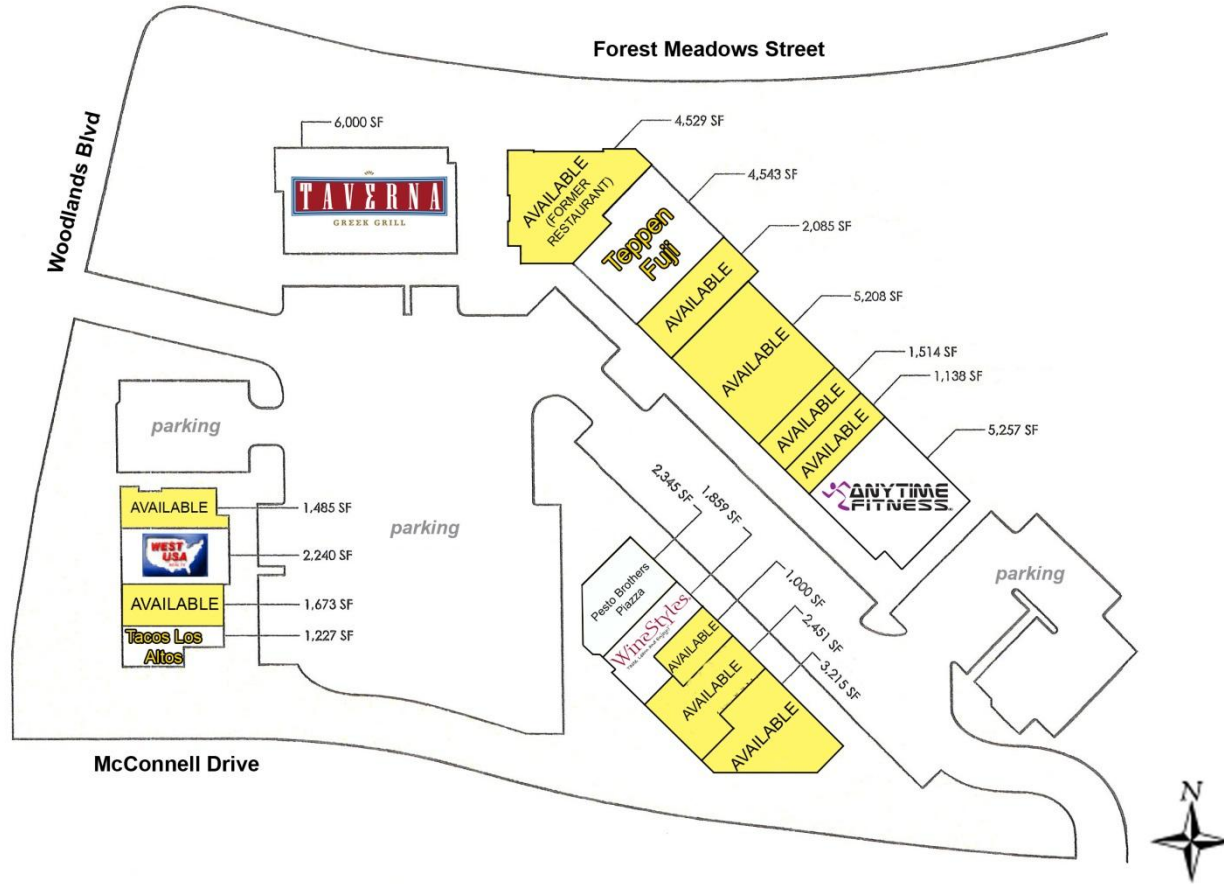
Zoning: UCD Urban Commercial District

Traffic Counts: Woodlands Blvd 17,720 CPD

McConnell Dr 3,749 CPD



Site Plan







Tenant Profile



Anytime Fitness is an alternative to over-sized and over-priced health clubs--providing a viable business model for independent franchisees and affordable fitness options for hundreds of thousands of members nationwide. People want to exercise on their own terms, whenever their busy schedules allow, close to their homes or work places, and when they travel. That is why Anytime Fitness clubs are open 24/7, allowing members to work out any time of the day or night, even when our clubs are not staffed. It's also the rationale behind our membership reciprocity program, which is known as Anywhere Club Access. With this benefit, members join one Anytime Fitness club and can use any other club--worldwide--at no extra charge.



Taverna Greek Grill your local restaurant where you can enjoy a glass of wine and our famous grilled artichokes by the fireplace or join us for Happy Hour from 3 - 7 pm and/or 9 pm to last call in our beautiful bar (built by a local artist) or enjoy our Mediterranean influenced menu at one of our large spacious booths. We pride ourselves in giving you a warm welcome and comfortable experience in one of Flagstaff and New Mexico's most beautiful settings. Our food is made from scratch and purchased locally whenever possible, partnered with: Flagstaff Produce, The Village Baker, and Arizona and New Mexico Brewery's.



WineStyles is a retail wine store that aims to demystify and simplify the wine buying process by bringing a variety of great tasting and inexpensive wine labels under one roof. WineStyles is located in over 21 states nationwide, including Puerto Rico and Mexico. Each location has unique labels, many of which are regional, local or hard-to-find bottles from small and large vineyards worldwide. Our wine stores seek to educate our customers on the ins and outs of fine wine and allow our patrons to discover what styles of wines best suit them. All of WineStyles bottles are broken down into eight distinct style categories that include Crisp, Silky, and Rich for whites and Bold, Mellow, Fruity for red wines, as well as Bubbly for Champagnes and Nectar for dessert wines. Each wine style features a description listing the characteristics, flavors and suggested food pairings. We hope you'll stop by and see us soon. Until then, cheers!



Specializing in Flagstaff homes for sale and the Coconino County real estate market, you have found your realtor resource for buying and selling your next Munds Park home or Williams house. With expertise in realty for both purchasing and listing properties in Flagstaff, Munds Park, Williams, Bellmont, Sedona and Ash Fork and all surrounding Coconino County, AZ areas, you have found the right resource for all of your real estate needs. Whether you are looking for a new Bellmont property or Munds Park land, or you are in the preliminary stages of a Flagstaff real estate search, you have found the best in professional service.

Site Aerial



Location Aerial



Arizona Overall Market Profile

STATE OVERVIEW



Arizona is one of the fastest-growing, most dynamic economies in the nation. Phoenix is now the nation's fifth most populous city. Both Fortune 500 and start-up technology companies call Arizona home, reaping the advantages of a competitive business climate and tax structure, a skilled, knowledge-based workforce, and world-class innovation, cultural and scenic resources.

Total gross state product was \$232 billion in 2006. The major employment sectors in Arizona include aerospace, electronics and semi-conductor manufacturing. Tourism, business services and back-office operations are also important sectors. Arizona's original export activities - agriculture and mining - remain significant in many rural parts of the state. Based on sheer size, the real estate and rental industries, the diverse tourism sector, and government are the largest economic sectors in Arizona.

The state government is Arizona's largest overall employer, while Wal-Mart is the state's largest private employer, with 17,343 employees (2008). As of December 2010, the state's unemployment rate is 8.4%.

The state's per capita income is \$32,935, ranking 43rd in the U.S. The state had a median household income of \$50,958 making it 22nd in the country and just shy of the U.S. national median.

Local Market Profile

LOCAL MARKET OVERVIEW



Located along the fabled American highway, Route 66, Flagstaff is the largest city and regional center in northern Arizona. Known as “the Gateway to the Grand Canyon,” it is the county seat for Coconino County, the second largest in the nation by land area with 12 million acres. At 7,000 feet, Flagstaff is one of the highest cities in the United States. This attractive community sits at the base of the San Francisco Peaks, Arizona's highest point at 12,633 feet. There are many tales surrounding how the city got its name. A popular one holds that a group from Boston stripped a pine tree on the Fourth of July and placed a flag atop it.

Flagstaff boasts a refurbished downtown and a top-rate museum, and its colony of college students make for a lively atmosphere.

Flagstaff is a governmental, educational, transportation, cultural, and commercial center. Government is one of the largest employment sectors. Tourism is also a large employer as the City sees over 5,000,000 visitors a year. New scientific and high tech research and development industries have located to Flagstaff, broadening the economic base of tourism, government, education, and transportation, which replaced the lumber, railroad, and ranching eras. Scientific and high tech research and development operations located in the city, include the Lowell Observatory, Northern Arizona University, the United States Naval Observatory Flagstaff Station (NOFS) and the United States Geological Survey's (USGS). Lowell Observatory continues to be an active astronomical observatory and a popular visitors center which hosts educational displays and tours.



Northern Arizona University is accredited by the North Central Association of Colleges and Schools. The university is comprised of nine academic colleges/divisions offering 93 baccalaureate, 46 masters, and 9 doctoral degrees. The student body is comprised of 12,844 full time undergraduate students and 2,23 full time graduate students.

NAU, the largest employer in the City, has a major economic impact annually. The campus is used year-round and hosts many professional athletes, Arizona Cardinals, Phoenix Suns, and Olympic athletes that choose Flagstaff as training site because of the climate, altitude, and available facilities.

The University, in partnership with the City of Flagstaff and the State of Arizona, has institutionalized this with the development of the High Altitude Sports Training Center. The Center invites athletes worldwide to train at our 7,000 feet elevation, which has proven to offer a competitive advantage. The Center offers facilities, health assessments, and other services to these international athletes.

MAJOR PUBLIC EMPLOYERS

- Coconino County
- Northern Arizona University
- City of Flagstaff
- Flagstaff Medical Center
- Flagstaff Unified School District
- U.S. Forest Service
- U.S.G.S.

MAJOR PRIVATE EMPLOYERS

- Nestle Purina
- W. L. Gore & Associates
- SCA Tissue
- Sturmer and Klein
- Walgreens Distribution
- Joy Cone

Demographic Summary

	1 Mile	3 Miles	5 Miles
Population: 2010			
Total Population	12,615	35,265	57,848
Male Population	49.0%	49.8%	49.8%
Female Population	50.9%	50.1%	50.1%
Median Age	29.42	31.33	31.91
Employees	5,859	21,564	30,919
Establishments	304	1,484	2,299
Income: 2010			
Median HH Income	\$49,289	\$50,384	\$53,327
Per Capita Income	\$22,857	\$25,707	\$25,678
Average HH Income	\$60,562	\$64,361	\$67,108
Households: 2010			
Total Households	4,460	13,625	21,665
Average Household Size	2.41	2.39	2.54
Housing: 2010			
Owner Occupied Housing Units	36.17%	40.93%	46.30%
Renter Occupied Housing Units	55.71%	52.12%	45.99%
Vacant Housing Units	8.11%	6.95%	7.71%
Race: 2010			
White	81.23%	81.52%	78.92%
Black	1.64%	2.41%	2.32%
Asian & Pacific Islander	2.69%	2.10%	1.79%
Other	14.44%	13.97%	16.98%
Ethnicity: 2010			
Hispanic	12.79%	15.44%	17.75%
Non-Hispanic	87.21%	84.56%	82.25%

Current year data is for the year 2010, Demographic data © 2010 by Synergos Technologies, Inc.