

Single-Tenant NNN Planet Fitness

Largest Planet Fitness Franchise in the World

Offering
Memorandum

1709 S. Main St. | Roswell, NM 88203



6801 Jefferson St. NE, Suite 200 | Albuquerque NM 87109
office 1 505 878 0001 | www.IParealty.com

 **INVESTMENT**
PROPERTY ADVISORS
A division of NAI Maestas & Ward

Cole Flanagan, CPA
cell 505 235 7585
cole@iparealty.com

Jake Mechenbier
cell 505 917 5514
jake@iparealty.com

Confidential Disclaimer

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving from NAI Maestas & Ward and should not be made available to any other person or entity without the written consent of NAI Maestas & Ward. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation.

NAI Maestas & Ward has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, NAI Maestas & Ward has not verified, and will not verify, any of the information contained herein, nor has NAI Maestas & Ward conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT A NAI MAESTAS & WARD ADVISOR FOR MORE DETAILS.



Investment Highlights

Investment Property Advisors is pleased to offer for sale a Single-Tenant NNN Planet Fitness occupied by the largest Planet Fitness franchise in the world. The asset is located at 1709 S Main St, in Roswell, New Mexico, and is positioned with access off the major thoroughfare in Roswell, which is Main Street, with over 16,000 Cars Per Day at the intersection of Main St and Hobbs St. Roswell, which is the fifth largest city in the State of New Mexico, services a trade area population of over 65,000 people.

The approximate building size is ±21,494 SF. The property is in an ideal location with quick access for customers traveling throughout Roswell every day. The property is anchored by a high performing Planet Fitness whose operator is the largest Planet Fitness franchisee in the world, ECP-PF. ECP-PF was established by Exaltare Capital Partners and Brightwood Capital Advisors, a private equity fund with over \$1 billion of capital under management. The franchisee has over 60 locations located in New York, Connecticut, New Mexico, Arizona and Canada. Neighboring national retailers include Kmart, McDonald's, Dollar Tree, KFC, Albertsons, O'Reilly and Walgreens among others.

This investment benefits from the long-term predictability, strong credit tenancy, visibility from a major thoroughfare, and synergy with neighboring tenants. Substantial cash flow combined with predictable cash flow, make this property an opportunity on which an investor can capitalize.

Planet Fitness

- Single-Tenant NNN Lease
- Nearly 8.5 years remaining on Planet Fitness lease with (2) 5-year options
- Operator is the largest Planet Fitness franchisee in the United States with over 60 locations
- Strategically located at the intersection of Main St & Hobbs St with over 16,000 Cars Per Day
- Services trade area of population over 65,000
- 10% Rental Increases in initial term and option periods
- Large Pylon Signage
- Neighboring tenants include Kmart, McDonald's, Dollar Tree, KFC, Albertsons and Walgreens among others



Offering Summary

Purchase Price	\$3,761,450
Price per Square Foot	\$175.00
Net Operating Income	\$300,916
CAP Rate	8.00%
Lease Type	NNN

Lease Summary & Rent Schedule



Lease Summary



Location	1709 S. Main St. Roswell, NM 88203
Tenant	Planet Fitness (ECP-PF)
Building Size	21,494 SF
Remaining Base Lease Term	8.5 Years through February 28, 2026
Renewal Options	Two (2), Five (5) Year Options
Rental Increases	10% Every 5 Years
Net Operating Income	\$300,916
Lease Type	NNN

Rent Schedule



Years	Annual Rent
Years 1-5	\$300,916
Years 6-10	\$331,008
Years 11-15 (Option 1)	\$364,108
Years 16-20 (Option 2)	\$400,433

Tenant Highlights



Planet Fitness is the fastest growing fitness operator in the United States with over 1,000 locations. Planet Fitness has over six million members across 48 states. Planet Fitness is headquartered in Newington, New Hampshire and was founded 25 years ago by Michael Gondahl.

Planet Fitness Fitness prides itself on offering a unique, affordable, non-intimidating fitness experience. Planet Fitness is a “Judgment Free Zone” where members can relax and go at their own pace without having to worry about being judged.

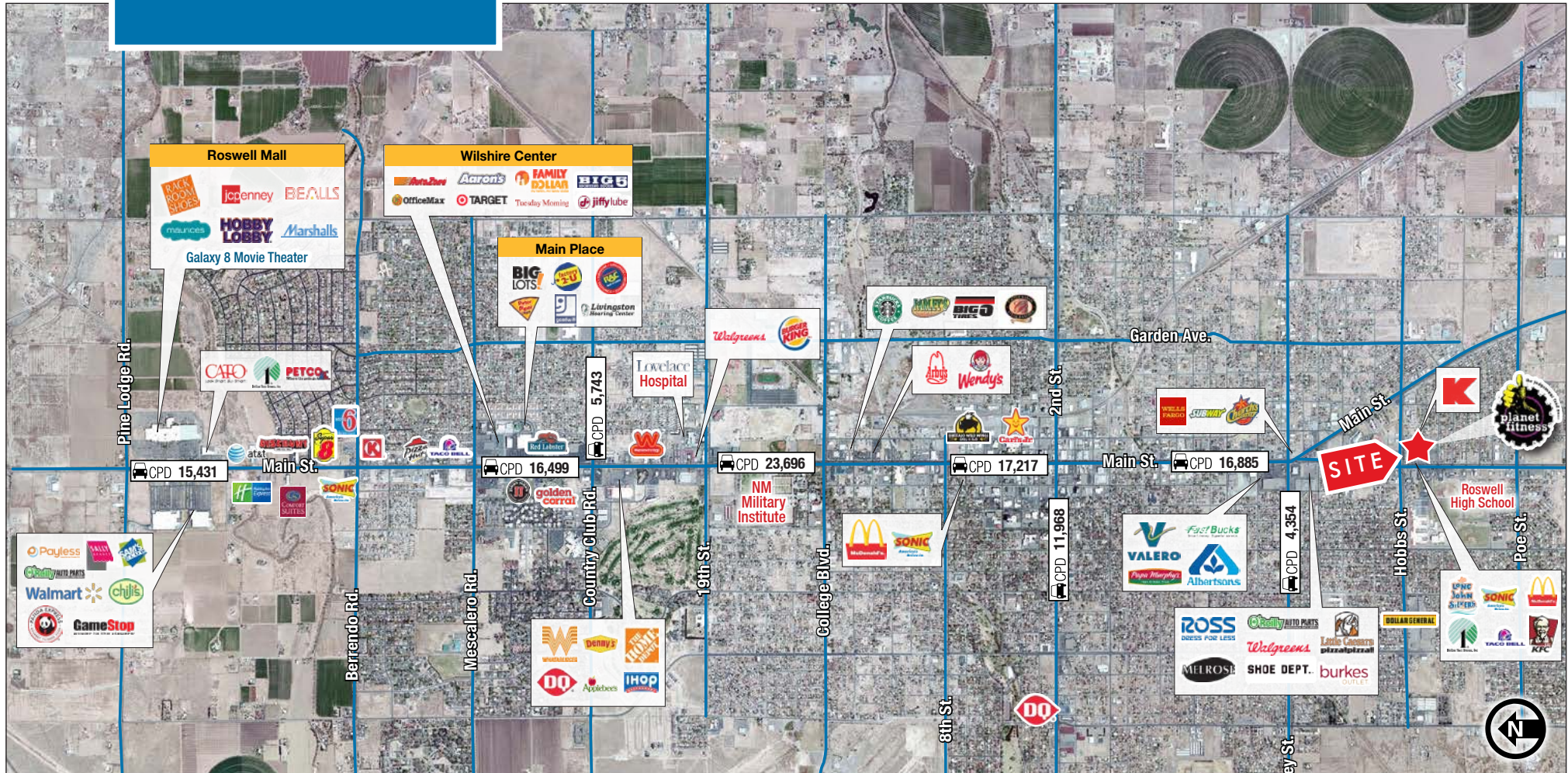
ECP-PF is the largest Planet Fitness franchisee with over 60 locations. ECP-PF was established by Exaltare Capital Partners and Brightwood Capital Advisors, a private equity fund with over \$1 billion of capital under management. The franchisee has locations in New York, Connecticut, New Mexico, Arizona and Canada.



Tenant Profile

Tenant	Exaltare Capital Partners (ECP-PF)
Tenant's Trade Name	Planet Fitness
Stock Ticker	PLNT (NYSE)
Guarantor	ECP-PF NM
Year Founded	1992
Headquarters	Newington, NH
Website	www.planetfitness.com

Retail Trade Corridor

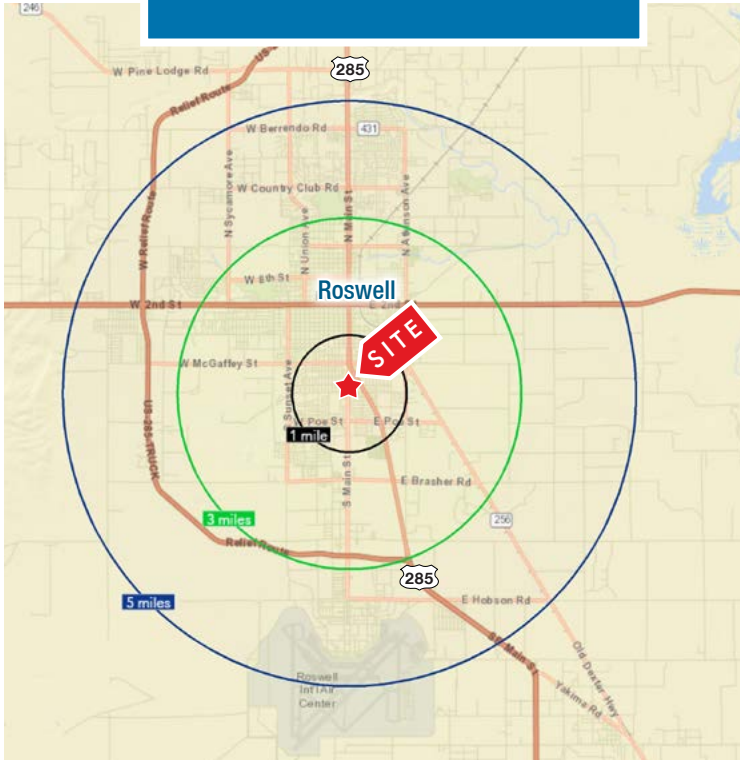


Property Aerial



Demographics

1, 3 & 5 Miles



	1 Mile	3 Mile	5 Mile			
Summary	2016	2016	2016			
Population	11,026	34,298	52,404			
Households	3,863	12,163	18,878			
Families	2,671	8,184	12,788			
Average Household Size	2.82	2.74	2.70			
Owner Occupied Housing Units	2,471	7,552	12,216			
Renter Occupied Housing Units	1,392	4,611	6,662			
Median Age	33.9	32.7	34.5			
Trends: 2016 - 2021 Annual Rate	State	State	State			
Population	0.44%	0.44%	0.44%			
Households	0.41%	0.41%	0.41%			
Families	0.25%	0.25%	0.25%			
Owner HHs	0.43%	0.43%	0.43%			
Median Household Income	1.43%	1.43%	1.43%			
	2016	2016	2016			
Households by Income	Number	Percent	Number	Percent	Number	Percent
<\$15,000	850	22.0%	2,772	22.8%	3,734	19.8%
\$15,000 - \$24,999	580	15.0%	1,767	14.5%	2,570	13.6%
\$25,000 - \$34,999	447	11.6%	1,391	11.4%	2,165	11.5%
\$35,000 - \$49,999	569	14.7%	1,907	15.7%	2,847	15.1%
\$50,000 - \$74,999	772	20.0%	2,046	16.8%	3,093	16.4%
\$75,000 - \$99,999	347	9.0%	1,156	9.5%	2,205	11.7%
\$100,000 - \$149,999	223	5.8%	860	7.1%	1,673	8.9%
\$150,000 - \$199,999	56	1.4%	171	1.4%	357	1.9%
\$200,000+	20	0.5%	92	0.8%	232	1.2%
Median Household Income	\$36,054		\$35,848		\$39,033	
Average Household Income	\$45,610		\$46,537		\$52,132	
Per Capita Income	\$16,264		\$17,168		\$19,381	
	2016	2016	2016			
Population by Age	Number	Percent	Number	Percent	Number	Percent
0 - 4	919	8.3%	2,875	8.4%	4,180	8.0%
5 - 9	862	7.8%	2,699	7.9%	3,995	7.6%
10 - 14	840	7.6%	2,535	7.4%	3,837	7.3%
15 - 19	744	6.7%	2,780	8.1%	4,133	7.9%
20 - 24	778	7.1%	2,567	7.5%	3,711	7.1%
25 - 34	1,526	13.8%	4,767	13.9%	6,690	12.8%
35 - 44	1,185	10.7%	3,701	10.8%	5,650	10.8%
45 - 54	1,241	11.3%	3,743	10.9%	5,776	11.0%
55 - 64	1,239	11.2%	3,850	11.2%	6,068	11.6%
65 - 74	925	8.4%	2,748	8.0%	4,553	8.7%
75 - 84	505	4.6%	1,414	4.1%	2,565	4.9%
85+	262	2.4%	621	1.8%	1,245	2.4%



City Overview

Demographics

Residential population

66,794

Households

23,759

Median household income

\$40,597

Average household income

\$53,497

Employed population

23,884

Total businesses

2,379

Roswell, New Mexico

The City of Roswell, located in Chaves County in the southeast quadrant of New Mexico, is a growing city that is home to a thriving population exceeding 65,000 residents in the MSA making it the fifth largest city in New Mexico. Roswell is well known not only for aliens, but for their hospitality in welcoming new businesses (while supporting existing ones) and visitors alike. Roswell is widely known as the Alien Capital of the World after the famous 1947 Roswell UFO incident. This claim to fame attracts tourists and visitors from around the world. Over 175,000 visitors visit the UFO site each and every year.

When it comes to history, few New Mexico cities have the rich heritage of Roswell. The first non-indigenous settlers of the area around Roswell were a group of pioneers from Missouri, who attempted to start a settlement 15 miles southwest of what is now Roswell in 1865 but were forced to abandon the site because of a lack of water. Van C. Smith, a businessman from Omaha, Nebraska, and his partner, Aaron Wilburn, constructed two adobe buildings in 1869 that began what is now Roswell. Van C. Smith was the son of Roswell Smith, a prominent lawyer in Lafayette, Indiana, and Annie Ellsworth, daughter of U.S. Patent Commissioner Henry Leavitt Ellsworth. He called the town Roswell, after his father's first name. The two buildings became the settlement's general store, post office, and sleeping quarters for paying guests. Capt. Joseph C. Lea first platted Roswell in 1885 and brought stability to the area after the trials of the Lincoln County War. In 1890, a vast artesian water supply was discovered beneath Roswell and ditches were dug to divert the water into vegetable fields. In 1891, the town of Roswell was incorporated.

Roswell has been the home to New Mexico Military Institute (NMMI) since 1891. This four year high school and two year junior college has been the breeding ground for many talented young men and women in New Mexico and around the country. Notable graduates include Conrad Hilton, Roger Staubach, and Sam Donaldson. NMMI holds a long history of appointing its graduates to West Point and other military academies as well as important appointments in our nation's military forces. NMMI averages just under 1,000 cadets each academic year.

In addition to education, economic drivers in Roswell encompass farming, ranching, manufacturing, distribution, and petroleum production. Roswell is home to 12 major oilfield companies which is a reflection of the livability of the city and the strong, efficient oil production in the Permian Basin. The physical infrastructure makes Roswell an ideal place for business now and in the future. There is enough gas, electricity, and water to support 300,000 people, which is why Roswell continues to be a large agricultural producer. Leprino Foods produces more mozzarella cheese than any other single facility in the United States and Chaves County is the 12th largest milk producing County in the country.

The All-America City of Roswell's objective is to continue to provide its citizens with the best quality of life achievable. Its goal is to provide quality, cost-effective services to the corporate and residential citizens of Roswell.