

Marcus & Millichap

WESTPOINTE OFFICE PARK



Kalamazoo, Michigan

OFFERING MEMORANDUM

GLA +/- 59,307 SF | LOT SIZE: +/- 12.00 acres

OFFICE PARK



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1

INVESTMENT OVERVIEW

PG. 5

Property Summary
Location Highlight
Property Overview
Tenant Overview

2

FINANCIAL ANALYSIS

PG. 14

Offering Highlights
Operating Statement
Tenant Summary

3

MARKET OVERVIEW

PG. 19

Local Demographics
Market Analysis

1 INVESTMENT OVERVIEW



WESTPOINTE OFFICE PARK



Marcus & Millichap is pleased to present to market for sale Westpointe Office Park. West Pointe Office Park, located in Oshtemo Township, Michigan, presents a compelling investment opportunity. Spanning 12 acres at the intersection of M-43 (West Main) and US-131, this professional office park offers both strategic location and robust infrastructure. The park comprises **seven completed office buildings**, totaling approximately **59,307** square feet of Class B office space, and **two pads of land for development**. Each building is designed with numerous windows for ample natural light. Currently, the park maintains an +/- 84 percent occupancy rate, with a diverse tenant mix including Blue Sky Vision, Ameriprise, Autism Spectrum Therapies, the State of Michigan, and Beacon Health. Many tenants have established long-term leases, ensuring steady income. With the vacant space, there is an excellent opportunity for value-add. Both vacant pads are capable of accommodating up to 10,000 square feet of additional office space. This offers investors the flexibility to expand and customize according to market demand. Situated directly west of US-131 at the M-43 exit, the park provides **immediate access to major highways**, facilitating convenient commutes to Detroit, Grand Rapids, and Chicago. The proximity to I-94 further enhances its connectivity. The office park is adjacent to a wooded residential condominium development, offering a serene corporate environment. Additionally, it's within a short driving distance to various retail and dining establishments, including Starbucks, Target, Meijer, and numerous restaurants, enhancing its appeal to tenants in the Kalamazoo market.

Kalamazoo, Michigan is a vibrant city that seamlessly blends **urban amenities** with suburban charm. With a population of approximately 76,000 residents, it offers a rich tapestry of **cultural, educational, and recreational opportunities**. Kalamazoo boasts a lively arts scene, hosting numerous theaters, art galleries, and festivals that foster a strong sense of community. For outdoor enthusiasts, the city provides access to various parks and nature trails, including the expansive Kalamazoo River Valley Trail, ideal for hiking, biking, and leisurely walks. The city is home to esteemed educational establishments such as **Western Michigan University, Kalamazoo College**, and Kalamazoo Valley Community College. These institutions not only offer diverse academic programs but also contribute significantly to the city's dynamic atmosphere. Kalamazoo's economy is bolstered by a diverse array of major employers across various sectors,

Overall, the offering provides an exceptional office park with room for growth, value-add potential, and stable income.



Strategic Location in Kalamazoo, Michigan

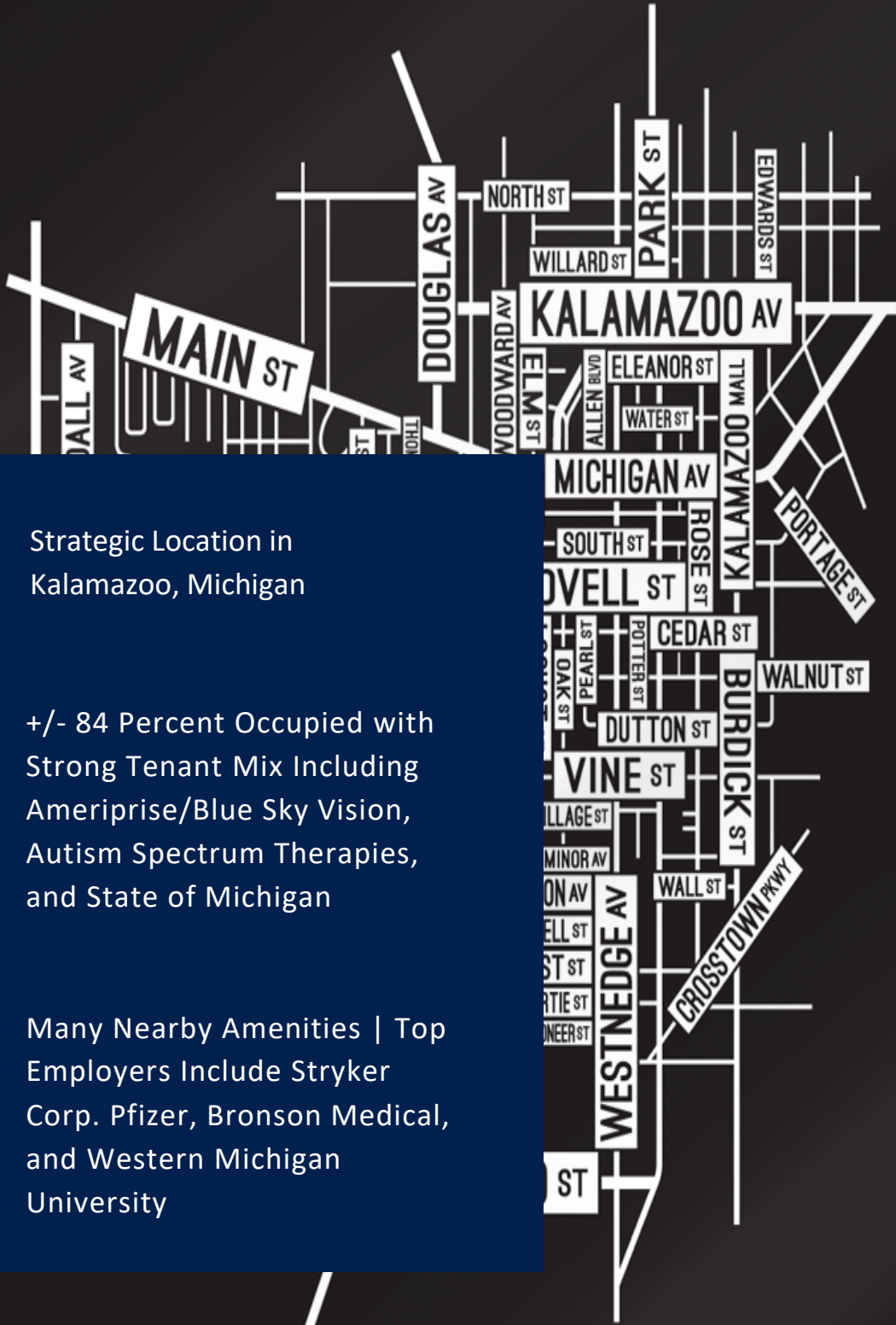


+/- 84 Percent Occupied with Strong Tenant Mix Including Ameriprise/Blue Sky Vision, Autism Spectrum Therapies, and State of Michigan



Many Nearby Amenities | Top Employers Include Stryker Corp. Pfizer, Bronson Medical, and Western Michigan University

KALAMAZOO



WESTPOINTE OFFICE PARK



Major Employers

Stryker Corporation: A global leader in medical technology, Stryker specializes in innovative products and services across Orthopedics, Medical and Surgical, and Neurotechnology and Spine.

Pfizer Inc.: A renowned pharmaceutical company, Pfizer maintains a significant presence in Kalamazoo, focusing on research, development, and manufacturing of healthcare products.

Kellogg Company: Headquartered in nearby Battle Creek, Kellogg's is a multinational food manufacturing company with a substantial impact on the local economy.

Bronson Healthcare: A leading healthcare system in the region, Bronson provides comprehensive medical services and is a major employer in the area.

Western Michigan University: Public research University with over 17,000 students.

Kalamazoo College: Private liberal arts college, established in 1833.



Property Features: Well-Maintained Office Facilities with Various Tenants



PARKING

On Site Free
Parking



BUILDING LOCATION

Buildings well
maintained, located
off US-131



LOCATION HIGHLIGHT

Strategic location
with access to
multiple MSAs



OCCUPANCY

+/-84% Occupancy



WESTPOINTE OFFICE PARK

 **Kalamazoo, Michigan**

Addresses:

890 N 10th Street
940 N 10th Street
950 N 10th Street
1040 N 10th Street
1050 N 10th Street
1060 N 10th Street
1070 N 10th Street
1080 N 10th Street
1090 N 10th Street

Parcels:

05-13-160-011
05-13-160-010
05-13-160-014
05-13-160-015
05-13-160-016
05-13-160-008
05-13-160-009
05-13-160-004
05-13-160-002
05-13-160-001
05-13-160-003
05-13-160-006

Years Built	Various: 2000-2021
Zoning	R-3
Parking	+/- 466 Spaces
Parcel Size	+/- 12 Acres
SEV	\$3,218,500 *Subject to change
Taxable Value	\$3,114,630



Property Features: Well-Maintained Office Facilities with Various Tenants



Property Features: Well-Maintained Office Facilities with Various Tenants



Blue Star Financial Group

A private wealth advisory practice of Ameriprise Financial Services, LLC

For 130 years, Ameriprise Financial has been a longstanding leader in financial planning and advice to help their clients achieve their short-term and long-term goals. More than 9 out of 10 clients are likely to recommend the advice experience to friends or family.

Financial planners in the industry generally offer investment management, but not all investment managers offer a comprehensive approach to financial advice. At Ameriprise, you'll receive one-to-one personalized advice based on your individual goals and needs. Through personalized advice and their digital tools, they can help you define your goals, see your progress, review your investments and plan for the expected and unexpected.



TRUNORTH
— C A P I T A L —

TruNorth Capital is devoted to help people improve their financial wellness and the founders honed their intelligent investment strategies over decades of experience. The TruNorth Capital story really began in 2001, when wealth management experts Brian and John began working together, managing investment assets and relationships for clients and corporations. TruNorth Capital's culture, philosophy and strategy is a direct result of what they've learned over the years. Towards the end of 2012, they realized it was the time to launch an investment advisory firm of their own to benefit their clients and the people they care about the most. In 2019, Kevin Miller joined the TruNorth Capital team as its Vice President and as a partner. And in 2020, TruNorth Capital reached another milestone - given its growth in assets under management, TruNorth Capital is now registered with and regulated by the Securities and Exchange Commission (SEC).



BEACON
Specialized Living

For over 50 years, Beacon Specialized Living has provided coordinated care for individuals with disabilities and mental health needs. Their mission is to provide high-quality, gentle, compassionate, evidence-based care to help the people they serve reach their goals and live rich lives. They are committed to quality, and dedicated to serving and caring for people with intellectual and mental health disabilities. They offer services and support for those individuals who need them most across six states.



THE LAW OFFICE
OF SAMUEL K. SILVERMAN

The Law Office of Samuel K. Silverman is a top social security and disability firm in the Kalamazoo area. Sam has been practicing law since 1993. He is dedicated to representing the best interest of his clients. After moving to Michigan, Sam completed course work related to his Master of Laws Degree, was a Legal Methods Instructor at Thomas M. Cooley Law School and had a Civil Rights article published by the Nebraska Law Review, and continued to practice law. Sam established the Law Office of Samuel K. Silverman in 1999, and is dedicated to representing the people of Western Michigan. Sam's primary focus during his legal career has been representing individuals who have been denied Social Security Disability and SSI benefits. Sam is well known as being at the top of the field with regard to representing individuals in Kalamazoo, Portage, Battle Creek, and surrounding areas who have been denied Social Security Disability Benefits and SSI benefits.

Cornerstone Counseling Center is driven by a single goal, to do their part in making the world a better place. Utilizing comprehensive empirical studies and high-quality data, they have honed their decision-making processes. They strive to build relationships and make a positive impact.



Blue Sky Vision stands as Michigan's largest and most rapidly expanding eye care consortium. With a total of eleven partner practices, comprising of 64 highly skilled eye care professionals, supported by a dedicated team of over 600 members. The tenant occupies space on a NNN lease basis through 2032.



WESTPOINTE OFFICE PARK

RESTAURANTS

600 Kitchen & Bar	Wendy's
Cairo's Kitchen	Culvers
Brick and Brine	Chick-Fil-A
Hopcat	Five Guys
Rustica	Bob' Evans
Crow's Nest	Taco Bobs
Old Burdick's Bar & Grill	Checkers
The Grazing Table	Two Fellas Grill
Old Goat Tavern	Steak n' Shake
Ty's Joint	Burger King
Starbucks	Popeyes
	Lees Famous Recipe Chicken



RETAILERS

Rally House	The Spirit of Kalamazoo
Portage	Okun Brothers
Terrapin	Shoes
Worldwide	ALDI
Lee & Birch	Staples
Maple Hill Pavillion	Midtown
At Home	Fresh Market
Kohl's	Gordon Foods
Marshall's	Meijer
Arc Shoppes	



UNIVERSITY

Western Michigan University
4.7 Miles



LOCATION



14,104 VPD
M-43

WESTPOINTE OFFICE PARK

A +/- 59,307 SQUARE FOOT OFFICE PARK WITH TWO
SITES FOR DEVELOPMENT LOCATED IN
KALAMAZOO, MICHIGAN.



2 FINANCIAL ANALYSIS



WESTPOINTE OFFICE PARK

 Kalamazoo, Michigan



\$6,500,000

OFFERING PRICE



59,307 +/- SF
GROSS LEASEABLE AREA



+/- 12 ACRES
LOT SIZE

8.77%

CAP RATE-INCOME ONLY



\$569,731

NOI



84.02%

OCCUPANCY

OFFERING HIGHLIGHTS

WESTPOINTE OFFICE PARK

 Kalamazoo, Michigan

PRICING DETAILS

SUMMARY	
Price	\$6,500,000
Price per Square Foot	\$109.60
Rentable Building Area (RBA)	59,307
Lot Size	12+/- Acres
Year Built	2000
Occupancy	84.02%

OPERATING DATA		Current		ProForma
Scheduled Base Rental Income		\$961,659		\$1,171,983
Other Income		\$71,552		\$71,552
Potential Gross Revenue		\$1,033,211		\$1,243,535
General Vacancy	0%	\$0.00	5%	(\$62,177)
Effective Gross Revenue		\$1,033,211		\$1,181,358
Less: Operating Expenses		(\$463,480)		(\$463,480)
Net Operating Income		\$569,731		\$717,878



RETURNS	Current	Pro Forma
CAP Rate	8.77%	11.04%
Cash-On-Cash	12.69%	16.30%

Debt/financing options available by reaching out to MMCC
Frank Montalto (IPA)

WESTPOINTE OFFICE PARK

 Kalamazoo, Michigan

OPERATING STATEMENT

INCOME		Current		Per SF	Pro Forma		Per SF	Notes
Scheduled Base Rental Income		961,659		16.21	1,171,983		19.76	
Expense Reimbursement Income								
Total Reimbursement Income		\$0		0.0%	\$0		0.0%	
Reimbursements		12,540		0.21	12,540		0.21	
Blue Sky Reimbursements		59,012		1.00	59,012		1.00	
Potential Gross Revenue		1,033,211		17.42	1,243,535		20.97	
General Vacancy		0		0.00	(62,177)	5.0%	(1.05)	
Effective Gross Revenue		\$1,033,211		\$17.42	\$1,181,358		\$19.92	
OPERATING EXPENSES		Current		Per SF	Pro Forma		Per SF	
Electric		32,391		0.55	32,391		0.55	
Water		7,503		0.13	7,503		0.13	
Janitorial		49,740		0.84	49,740		0.84	
Pest Control		1,225		0.02	1,225		0.02	
Lawn Care/Snow Removal		40,196		0.68	40,196		0.68	
Phone		7,376		0.12	7,376		0.12	
Condo Dues-Estimated		12,000		0.20	12,000		0.20	
Maintenance Labor-estimated		32,964		0.56	32,964		0.56	
1060 Expenses-includes taxes		61,859		1.04	61,859		1.04	
Insurance		8,405		0.14	8,405		0.14	
Real Estate Taxes		172,790		2.91	172,790		2.91	
Management Fee		37,031	3.6%	0.62	37,031	3.1%	0.62	
Total Expenses		\$463,480		\$7.81	\$463,480		\$7.81	
Expenses as % of EGR		44.9%			39.2%			
Net Operating Income		\$569,731		\$9.61	\$717,878		\$12.10	

*Condo Dues Estimated

*Taxes could increase upon sale

WESTPOINTE OFFICE PARK



TENANT SUMMARY

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Lease Type
				Comm.	Exp.					
Beacon Health Services	890-105,110,210	6,725	11.3%	6/20/17	6/30/27	\$17.75	\$9,947	\$119,364	\$119,364	
Workers Compensation	940-100	4,001	6.7%	8/1/15	7/31/25	\$20.69	\$6,898	\$82,781	\$82,781	
Southwest Michigan Family	940-110	747	1.3%	5/1/21	4/30/26	\$17.99	\$1,120	\$13,437	\$13,437	
Beacon Health Services	940-210	4,654	7.8%	5/1/19	6/30/27	\$17.77	\$6,893	\$82,716	\$82,716	
Interim Home Health Care	950-110	1,725	2.9%	12/1/23	4/30/27	\$16.38	\$2,354	\$28,252	\$29,032	
VACANT	950-100	2,531	4.3%			\$0.00	\$0	\$0	\$64,860	
Pediatric Counseling	950-110	2,277	3.8%	4/15/08	4/30/28	\$17.36	\$3,294	\$39,528	\$39,528	
Autism Spectrum	1040-110	4,613	7.8%	10/1/20	9/30/30	\$18.71	\$7,192	\$86,307	\$86,307	
VACANT	1040-210	2,132	3.6%			\$0.00	\$0	\$0	\$36,132	
VACANT	1080-100	4,815	8.1%			\$0.00	\$0	\$0	\$109,332	
Ameriprise Financial	1080-200	4,815	8.1%	2/1/22	5/31/27	\$18.91	\$7,588	\$91,058	\$91,058	
Silverman Law	1090-105	1,148	1.9%	7/15/03	7/15/26	\$20.59	\$1,970	\$23,638	\$23,638	
Cornerstone Christian Counseling	1090-115/110/200	5,927	10.0%	7/1/09	1/6/26	\$18.15	\$8,966	\$107,587	\$107,587	
TruNorth Capital Mgmt	1090-210	2,071	3.5%	10/13/23	10/12/28	\$14.92	\$2,575	\$30,900	\$30,900	
Beacon Health Services	890-205A	1,004	1.7%	11/1/23	6/30/27	\$17.38	\$1,454	\$17,449	\$17,711	
Beacon Health Services	890-205B	1,422	2.4%	6/20/17	6/30/27	\$17.81	\$2,110	\$25,322	\$25,322	
Blue Sky Vision	WP 1060	8,700	14.7%	9/1/21	1/31/32	\$24.40	\$17,690	\$212,280	\$212,280	NNN
Total		59,307				\$16.20	\$80,051	\$960,618	\$1,171,983	

All leases are modified or gross leases, except Blue Sky Vision. Blue Sky Vision is a Triple-Net (NNN) Lease.

3 MARKET OVERVIEW





POPULATION	3 MILES	5 MILES
2027 PROJECTION	47,340	99,283
2022 ESTIMATE	46,973	98,574
2010 CENSUS	45,178	95,113
2000 CENSUS	40,737	91,831
DAYTIME POPULATION-2022	53,393	117,514

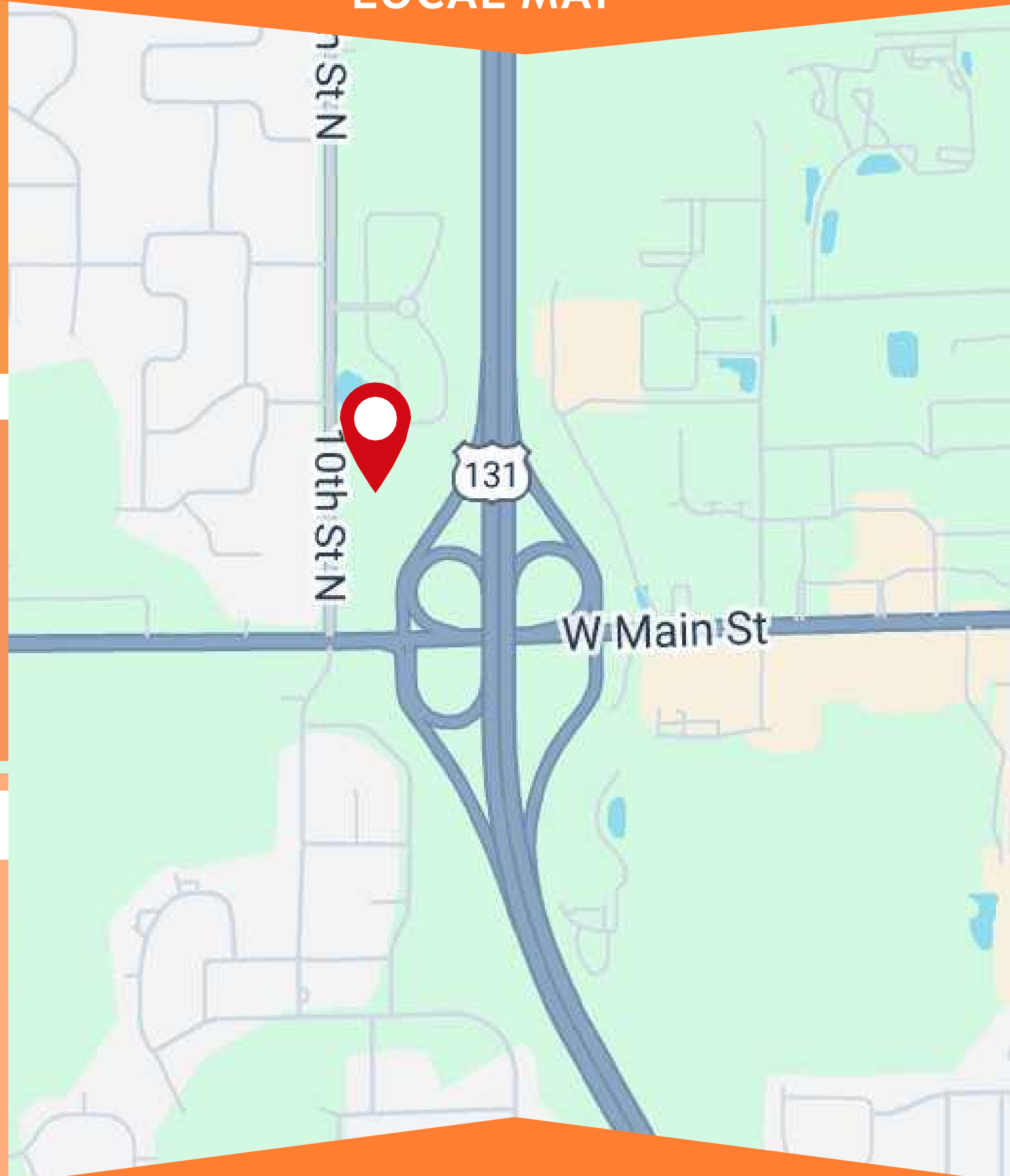


HOUSEHOLDS	3 MILES	5 MILES
2027 PROJECTION	20,984	42,453
2022 ESTIMATE	20,613	41,734
2010 CENSUS	19,278	39,108
2000 CENSUS	16,909	36,430



HOUSEHOLD INCOME	3 MILES	5 MILES
AVERAGE HOUSEHOLD INCOME	\$53,049	\$70,366
MEDIAN HOUSEHOLD INCOME	\$40,884	\$44,567

LOCAL MAP



WESTPOINTE OFFICE PARK

GRAND RAPIDS

MICHIGAN

Known for office furniture manufacturing, the Grand Rapids metro is growing and diversifying, while simultaneously ranking high on some “Best Places to Live” lists. Since 2014, the metro’s apartment stock has expanded by an average of nearly 1,000 units annually, and the market’s populace has reached 1.1 million people. The growth of 34,000 residents is expected over the next five years. The metro consists of Barry, Kent, Montcalm and Ottawa counties. It is roughly 160 miles west of Detroit, and Lake Michigan provides the western border.

POPULATION

1.1M



3.1%

GROWTH 2023-2028*



HOUSEHOLDS

405K



3.5%

GROWTH 2023-2028*



SMART MANUFACTURING

Accounting for roughly 15 percent of all jobs in the region, smart manufacturing in metals, plastics, automotive, office furniture, and medical devices occurs here



LIFE SCIENCES GROWTH

A number of expanding life sciences firms are located throughout western Michigan, including Empirical Bioscience, and GRCC Calkins Science Center.



CYBERTESTING CENTER

The state has more unclassified cyber nodes than any other in the U.S., providing a base for training, certifications, and commercial testing.



MEDIAN HOUSEHOLD INCOME

\$63,800





EXCLUSIVELY LISTED



BOR: Steve Chaben | Michigan | Lic: 6502738903