

Saco Walgreens 461 Main St., Saco, ME 04072





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John Gendron
Gendron Commercial Boston | Portland, ME
P: 207-939-8500

John R. Gendron is a commercial real estate broker specializing in the selling, leasing and development of all types of commercial properties. He earned the designation of CCIM (Certified Commercial Investment Member) and holds several real estate broker licenses including Maine, New Hampshire, New York, Massachusetts, Florida and Connecticut. He is a past President, Vice President and Treasurer of the York County Board of Realtors, past President of Maine Homebuilders Association, past Director of the State of Maine Realtors Association, past Director of Portland Chamber of Commerce, past Director of Greater Portland Landmarks; past Member of Mercy Hospital Board of Trustees, and past Director of McAuley Residence.

John Gendron has represented CVS & Rite Aid as a preferred Broker and preferred developer during the 90s and 2000s. John represented CVS and Rite Aid (at different time periods), primarily in Maine and New Hampshire for several years. John has also represented numerous national companies over the years (I.E. Gannet Corp, Home Depot and many more)!

Analysis						
Analysis Date						June 2021
Property						
Property Type						Commercial
Property						Saco Walgreens
Address						461 Main St.
City, State					S	Saco, ME 04072
Year Built						1997
Purchase Information						
Purchase Price						\$4,250,000
Fair Market Value						\$4,250,000
Tenants						1
Total Rentable Sq. Ft.						11,180
Lot Size						3.610 acres
Resale Valuation					2.000% (annu	ual appreciation)
Resale Expenses						4.000%
Income & Expense						
Gross Operating Income						\$223,041
Monthly GOI						\$18,587
Total Annual Expenses						(\$2,000)
Monthly Expenses						(\$167)
Financial Information						
Initial Equity						\$1,275,000
Closing Costs						\$50,000
LT Capital Gain						34.00%
Federal Tax Rate						35.00%
State Tax Rate						7.9500%
Discount Rate						6.00%
Loans						
Туре	Debt	Term	Amort	Rate	Payment	LO Costs
Fixed	\$2,975,000	25 years	25 years	3.75%	\$15,295	





Subject property is located at 461 Main St in Saco Maine. Current tenant is Walgreens with a 20 year initial lease term and (4) 5 year renewal options. Walgreens is the only national Drug Store in Saco, ME!

Building was built in 1997 and is 11,180 +/- SF on 2.22 AC of land.

Subject property is located on Route 1 with high traffic counts. To the south of the property on Route 1 the average daily traffic count is 23,440 and to the north on Route 1 the average daily traffic count is 23,590!

Landlord is responsible for the roof and structure of the building.

Walgreen's recently exercised their second renewal option (a year early, showing their strong commitment to the site), extending the lease until 2027.

Store reports sales of \$5,481,360, not included in the sales Alcohol & Tabacco.

Rent is as follows:

**Projection is based on 2022 rent increase. (Seller is pledging the difference in rent, \$12,298, until the new rent begins in approximately 12 months.

Option 1 (2017-2022)- \$210,743 Annually Option 2 (2022-2027) - \$223,041 Annually Option 3 (2027-2032) -\$234,221 Annually Option 4 (2032-2037) - \$245,401 Annually

*Walgreens has a restriction on 2-mile radius of property for drugstore, beauty and health products.

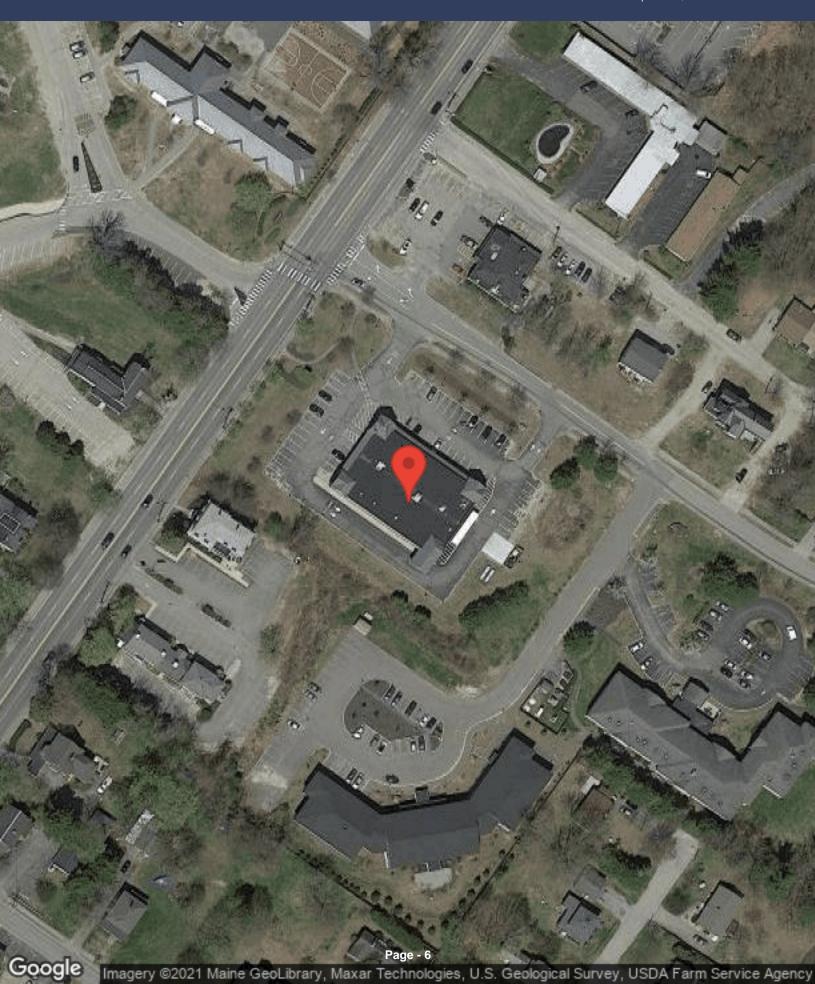
 Demographics:
 Median-Income:

 Mile 1- 6,019
 Mile 1- \$38,494

 Mile 2- 31,269
 Mile 2- \$40,227

 Mile 3- 48,288
 Mile 3- \$45,289



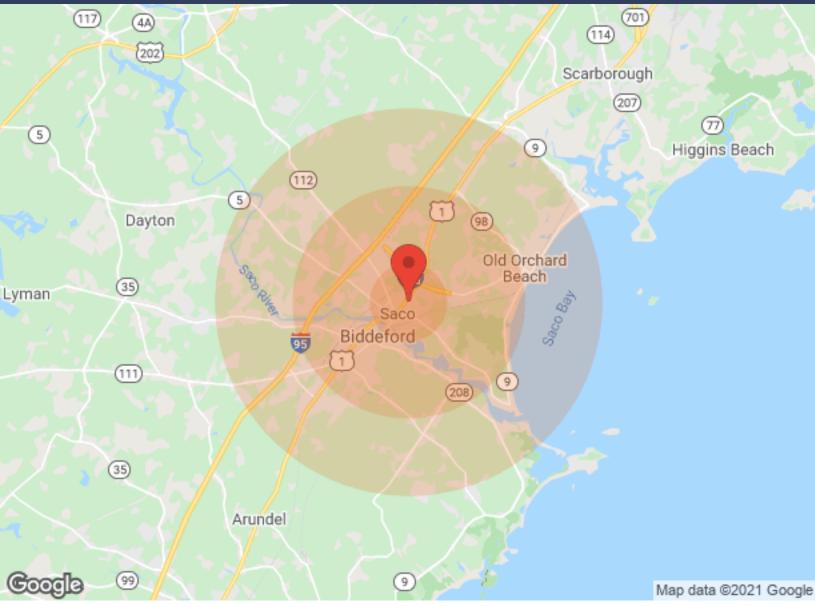


PHARMACY COMPETITION MAP - SACO, MAINE

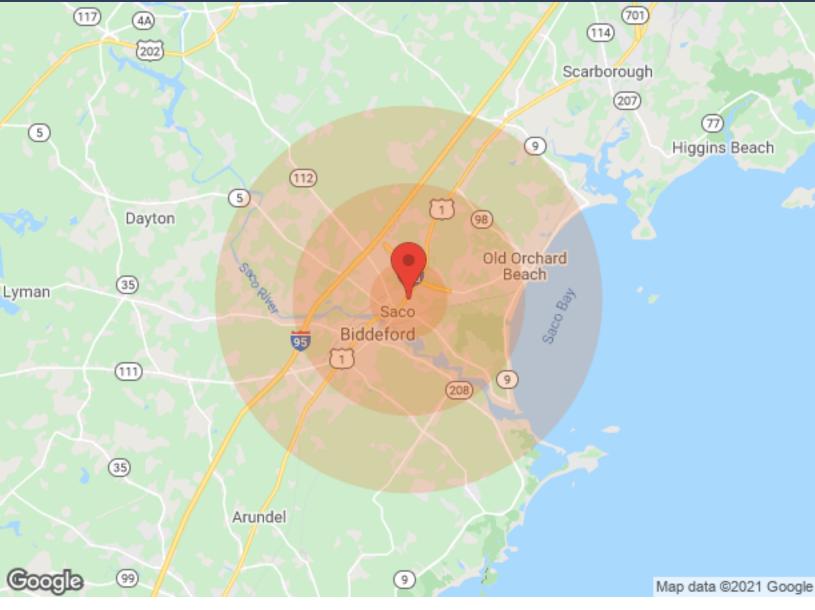








Population	1 Mile	3 Miles	5 Miles
Male	2,846	15,004	23,281
Female	3,173	16,265	25,007
Total Population	6,019	31,269	48,288
Housing	1 Mile	3 Miles	5 Miles
Total Units	2,759	15,001	22,355
Occupied	2,537	12,573	18,344
Owner Occupied	1,090	6,158	10,735
Renter Occupied	1,447	6,415	7,609
Vacant	222	2,428	4,011
Race	1 Mile	3 Miles	5 Miles
White	5,867	30,691	47,476
Black	28	61	72
Am In/AK Nat	N/A	14	22
Hawaiian	N/A	N/A	N/A
Hispanic	47	186	253
Multi-Racial	198	640	778



Age	1 Mile	3 Miles	5 Miles	Income	1 Mile	3 Miles	5 Miles
Ages 0-4	279	1,323	1,952	Median	\$38,494	\$40,227	\$45,289
Ages 5-9	362	1,688	2,520	< \$10,000	320	1,115	1,329
Ages 10-14	345	1,632	2,537	\$10,000-\$14,999	204	1,031	1,276
Ages 15-19	334	1,628	2,622	\$15,000-\$19,999	115	836	1,152
Ages 20-24	345	1,709	2,757	\$20,000-\$24,999	167	1,000	1,339
Ages 25-29	365	1,834	2,801	\$25,000-\$29,999	116	830	1,133
Ages 30-34	380	1,942	2,845	\$30,000-\$34,999	175	711	976
Ages 35-39	417	2,115	3,026	\$35,000-\$39,999	149	935	1,057
Ages 40-44	449	2,271	3,310	\$40,000-\$44,999	215	979	1,224
Ages 45-49	465	2,375	3,604	\$45,000-\$49,999	155	680	974
Ages 50-54	466	2,370	3,729	\$50,000-\$60,000	251	1,281	1,749
Ages 55-59	436	2,251	3,632	\$60,000-\$74,000	394	1,733	2,483
Ages 60-64	375	1,991	3,257	\$75,000-\$99,999	419	1,587	2,857
Ages 65-69	293	1,684	2,748	\$10,0000-\$124,999	101	861	1,515
Ages 70-74	212	1,346	2,200	\$125,000-\$149,999	34	316	679
Ages 74-79	150	1,045	1,671	\$150,000-\$199,999	11	253	501
Ages 80-84	116	751	1,146	> \$200,000	N/A	125	277
Ages 85+	230	1,314	1,931				



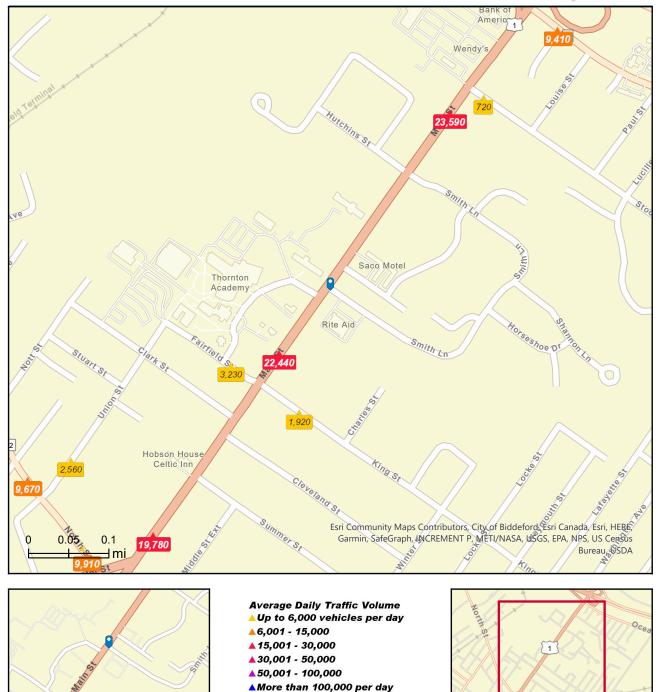
Source: ©2021 Kalibrate Technologies (Q1 2021).

Traffic Count Map - Close Up

461 Main St, Saco, Maine, 04072 Rings: 1, 3, 5 mile radii

Prepared by Esri Latitude: 43.50612

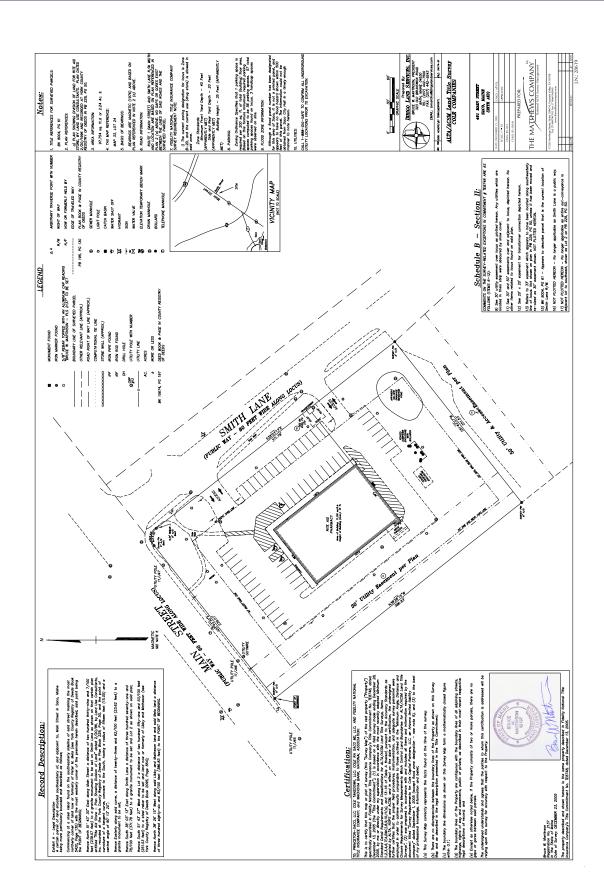
Longitude: -70.43772



May 25, 2021

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Acquisition Costs	
Purchase Price, Points and Closing Costs	\$4,300,000
Investment - Cash	\$1,325,000
First Loan (Fixed)	\$2,975,000
Investment Information	
Purchase Price	\$4,250,000
Price per Sq. Ft.	\$380.14
Income, Expenses & Cash Flow	
Gross Scheduled Income	\$223,041
Total Vacancy and Credits	\$0
Operating Expenses	(\$2,000)
Net Operating Income	\$221,041
Debt Service	(\$168,249)
Cash Flow Before Taxes	\$52,792
After Tax Results	
Total Interest (Debt Service)	(\$101,225)
Depreciation and Amortization	(\$79,733)
Taxable Income (Loss)	\$40,083
Tax Savings (Costs)	(\$17,216)
Cash Flow After Taxes	\$35,576
Financial Indicators	
Cash-on-Cash Return Before Taxes	3.98%
Optimal Internal Rate of Return (yr 8)	7.70%
Debt Coverage Ratio	1.31
Capitalization Rate	5.20%
Gross Income / Square Feet	\$19.95
Gross Expenses / Square Feet	(\$0.18)
Operating Expense Ratio	0.90%



Description	Year 1	Year 2	Year 3	Year 4	Year 5
Year Ending	05/2022	05/2023	05/2024	05/2025	05/2026
Key Ratios and Multipliers					
Capitalization Rate	5.20%	5.20%	5.20%	5.20%	5.20%
Gross Rent Multiplier	19.44	19.82	20.22	20.63	21.04
Net Income Multiplier	19.61	20.01	20.41	20.82	21.24
Operating Expense Ratio	0.90%	0.91%	0.93%	0.95%	0.97%
Amounts per Sq. Ft.					
Gross Income	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95
Expenses	(\$0.18)	(\$0.18)	(\$0.19)	(\$0.19)	(\$0.19)
Loan Metrics					
Loan To Value Ratio	67.08%	64.05%	61.05%	58.08%	55.13%
Debt Coverage Ratio	1.31	1.20	1.20	1.20	1.20
Cash-On-Cash Measures					
Before-Tax	3.98%	2.83%	2.82%	2.82%	2.82%
After-Tax	2.68%	1.85%	1.76%	1.66%	1.56%
Description	Year 6	Year 7	Year 8	Year 9	Year 10
Year Ending	05/2027	05/2028	05/2029	05/2030	05/2031
Key Ratios and Multipliers					
Capitalization Rate	5.26%	5.46%	5.46%	5.46%	5.45%
Gross Rent Multiplier	21.19	20.84	21.26	21.69	22.12
Net Income Multiplier	21.40	21.05	21.47	21.90	22.35
Operating Expense Ratio	0.98%	0.96%	0.98%	1.00%	1.02%
Amounts per Sq. Ft.					
Gross Income	\$20.20	\$20.95	\$20.95	\$20.95	\$20.95
Expenses	(\$0.20)	(\$0.20)	(\$0.21)	(\$0.21)	(\$0.21)
Loan Metrics					
Loan To Value Ratio	52.21%	49.32%	46.44%	43.59%	40.77%
Debt Coverage Ratio	1.22	1.26	1.26	1.26	1.26
Cash-On-Cash Measures					
Before-Tax	3.03%	3.65%	3.65%	3.65%	3.64%
After-Tax	1.57%	1.82%	1.70%	1.59%	1.46%

Description	Year 11	Year 12	Year 13	Year 14	Year 15
Year Ending	05/2032	05/2033	05/2034	05/2035	05/2036
Key Ratios and Multipliers					
Capitalization Rate	5.52%	5.72%	5.71%	5.71%	5.71%
Gross Rent Multiplier	22.30	21.96	22.40	22.85	23.31
Net Income Multiplier	22.53	22.19	22.64	23.10	23.56
Operating Expense Ratio	1.03%	1.01%	1.03%	1.05%	1.08%
Amounts per Sq. Ft.					
Gross Income	\$21.20	\$21.95	\$21.95	\$21.95	\$21.95
Expenses	(\$0.22)	(\$0.22)	(\$0.23)	(\$0.23)	(\$0.24)
Loan Metrics					
Loan To Value Ratio	37.96%	35.17%	32.40%	29.64%	26.91%
Debt Coverage Ratio	1.28	1.32	1.32	1.32	1.32
Cash-On-Cash Measures					
Before-Tax	3.85%	4.48%	4.48%	4.47%	4.47%
After-Tax	1.45%	1.68%	1.54%	1.40%	1.25%
Description	Year 16	Year 17	Year 18	Year 19	Year 20
Year Ending	05/2037	05/2038	05/2039	05/2040	05/2041
Key Ratios and Multipliers					
Capitalization Rate	5.71%	5.71%	5.71%	5.71%	5.71%
Gross Rent Multiplier	23.77	24.25	24.74	25.23	25.73
Net Income Multiplier	24.04	24.52	25.02	25.53	26.04
Operating Expense Ratio	1.10%	1.12%	1.14%	1.16%	1.19%
Amounts per Sq. Ft.					
Gross Income	\$21.95	\$21.95	\$21.95	\$21.95	\$21.95
Expenses	(\$0.24)	(\$0.25)	(\$0.25)	(\$0.26)	(\$0.26)
Loan Metrics					
Loan To Value Ratio	24.19%	21.48%	18.78%	16.10%	13.43%
Debt Coverage Ratio	1.32	1.32	1.32	1.32	1.32
Cash-On-Cash Measures					
Before-Tax	4.47%	4.46%	4.46%	4.45%	4.45%
After-Tax	1.09%	0.93%	0.77%	0.59%	0.30%

Description Year Ending	Year 1 05/2022	Year 2 05/2023	Year 3 05/2024	Year 4 05/2025	Year 5 05/2026
Income					
Rental Income	\$223,041	\$223,041	\$223,041	\$223,041	\$223,041
Gross Scheduled Income	\$223,041	\$223,041	\$223,041	\$223,041	\$223,041
Gross Operating Income	\$223,041	\$223,041	\$223,041	\$223,041	\$223,041
Expenses					
Roof & Structure	(\$2,000)	(\$2,040)	(\$2,081)	(\$2,122)	(\$2,165)
Total Operating Expenses	(\$2,000)	(\$2,040)	(\$2,081)	(\$2,122)	(\$2,165)
Operating Expense Ratio	0.90%	0.91%	0.93%	0.95%	0.97%
Net Operating Income	\$221,041	\$221,001	\$220,960	\$220,919	\$220,876
Description Year Ending	Year 6 05/2027	Year 7 05/2028	Year 8 05/2029	Year 9 05/2030	Year 10 05/2031
Income					
Rental Income	\$225,836	\$234,221	\$234,221	\$234,221	\$234,221
Gross Scheduled Income	\$225,836	\$234,221	\$234,221	\$234,221	\$234,221
Gross Operating Income	\$225,836	\$234,221	\$234,221	\$234,221	\$234,221
Expenses					
Roof & Structure	(\$2,208)	(\$2,252)	(\$2,297)	(\$2,343)	(\$2,390)
Total Operating Expenses	(\$2,208)	(\$2,252)	(\$2,297)	(\$2,343)	(\$2,390)
Operating Expense Ratio	0.98%	0.96%	0.98%	1.00%	1.02%
Net Operating Income	\$223,628	\$231,969	\$231,924	\$231,878	\$231,831

Description Year Ending	Year 11 05/2032	Year 12 05/2033	Year 13 05/2034	Year 14 05/2035	Year 15 05/2036
Income	00/2002	00/2000	00/2004	00/2000	
Rental Income	\$237,016	\$245,401	\$245,401	\$245,401	\$245,401
Tiorital Income	Ψ201,010	ΨΣ-10,-101	Ψ240,401	ΨΣ-10,-101	ΨΔ40,401
Gross Scheduled Income	\$237,016	\$245,401	\$245,401	\$245,401	\$245,401
Gross Operating Income	\$237,016	\$245,401	\$245,401	\$245,401	\$245,401
Expenses					
Roof & Structure	(\$2,438)	(\$2,487)	(\$2,536)	(\$2,587)	(\$2,639)
Total Operating Expenses	(\$2,438)	(\$2,487)	(\$2,536)	(\$2,587)	(\$2,639)
Operating Expense Ratio	1.03%	1.01%	1.03%	1.05%	1.08%
Net Operating Income	\$234,578	\$242,914	\$242,865	\$242,814	\$242,762
Description	Year 16	Year 17	Year 18	Year 19	Year 20
N/ = 11			07/0000		
Year Ending	05/2037	05/2038	05/2039	05/2040	05/2041
Year Ending Income	05/2037	05/2038	05/2039	05/2040	05/2041
	05/2037 \$245,401	05/2038 \$245,401	\$245,401	05/2040 \$245,401	\$245,401
Income					
Income Rental Income	\$245,401	\$245,401	\$245,401	\$245,401	\$245,401
Income Rental Income Gross Scheduled Income Gross Operating Income	\$245,401 \$245,401	\$245,401 \$245,401	\$245,401 \$245,401	\$245,401 \$245,401	\$245,401 \$245,401
Income Rental Income Gross Scheduled Income	\$245,401 \$245,401	\$245,401 \$245,401	\$245,401 \$245,401	\$245,401 \$245,401	\$245,401 \$245,401
Income Rental Income Gross Scheduled Income Gross Operating Income Expenses	\$245,401 \$245,401 \$245,401	\$245,401 \$245,401 \$245,401	\$245,401 \$245,401 \$245,401	\$245,401 \$245,401 \$245,401	\$245,401 \$245,401 \$245,401
Income Rental Income Gross Scheduled Income Gross Operating Income Expenses Roof & Structure	\$245,401 \$245,401 \$245,401 (\$2,692)	\$245,401 \$245,401 \$245,401 (\$2,746)	\$245,401 \$245,401 \$245,401 (\$2,800)	\$245,401 \$245,401 \$245,401 (\$2,856)	\$245,401 \$245,401 \$245,401 (\$2,914)

Loan 1 (Fixed)

Debt Service Analysis	Year 1	Year 2	Year 3	Year 4	Year 5
Principal Payments	\$67,025	\$75,790	\$78,681	\$81,683	\$84,799
Interest Payments	\$101,225	\$107,755	\$104,864	\$101,862	\$98,746
Total Debt Service	\$168,249	\$183,545	\$183,545	\$183,545	\$183,545
Principal Balance Analysis					
Beginning Principal Balance	\$2,975,000	\$2,907,975	\$2,832,186	\$2,753,505	\$2,671,822
Principal Reductions	\$67,025	\$75,790	\$78,681	\$81,683	\$84,799
Ending Principal Balance	\$2,907,975	\$2,832,186	\$2,753,505	\$2,671,822	\$2,587,023
Loan 1 (Fixed)					
Debt Service Analysis	Year 6	Year 7	Year 8	Year 9	Year 10
Principal Payments	\$88,034	\$91,393	\$94,880	\$98,500	\$102,257
Interest Payments	\$95,510	\$92,152	\$88,665	\$85,045	\$81,287
Total Debt Service	\$183,545	\$183,545	\$183,545	\$183,545	\$183,545
Principal Balance Analysis					
Beginning Principal Balance	\$2,587,023	\$2,498,988	\$2,407,596	\$2,312,716	\$2,214,216
Principal Reductions	\$88,034	\$91,393	\$94,880	\$98,500	\$102,257
Ending Principal Balance	\$2,498,988	\$2,407,596	\$2,312,716	\$2,214,216	\$2,111,959



Loan 1 (Fixed)

Year 11	Year 12	Year 13	Year 14	Year 15
\$106,159	\$110,209	\$114,413	\$118,778	\$123,310
\$77,386	\$73,336	\$69,131	\$64,766	\$60,235
\$183,545	\$183,545	\$183,545	\$183,545	\$183,545
\$2,111,959	\$2,005,800	\$1,895,592	\$1,781,178	\$1,662,400
\$106,159	\$110,209	\$114,413	\$118,778	\$123,310
\$2,005,800	\$1,895,592	\$1,781,178	\$1,662,400	\$1,539,090
Year 16	Year 17	Year 18	Year 19	Year 20
\$128,014	\$132,898	\$137,968	\$143,232	\$148,697
\$55,530	\$50,647	\$45,576	\$40,313	\$34,848
\$183,545	\$183,545	\$183,545	\$183,545	\$183,545
\$1,539,090	\$1,411,076	\$1,278,177	\$1,140,209	\$996,977
\$128,014	\$132,898	\$137,968	\$143,232	\$148,697
\$1,411,076	\$1,278,177	\$1,140,209	\$996,977	\$848,280
	\$106,159 \$77,386 \$183,545 \$2,111,959 \$106,159 \$2,005,800 Year 16 \$128,014 \$55,530 \$183,545 \$1,539,090 \$128,014	\$106,159 \$110,209 \$77,386 \$73,336 \$183,545 \$183,545 \$2,111,959 \$2,005,800 \$106,159 \$110,209 \$2,005,800 \$1,895,592 Year 16 Year 17 \$128,014 \$132,898 \$55,530 \$50,647 \$183,545 \$183,545 \$1,539,090 \$1,411,076 \$128,014 \$132,898	\$106,159 \$110,209 \$114,413 \$77,386 \$73,336 \$69,131 \$183,545 \$183,545 \$183,545 \$2,111,959 \$2,005,800 \$1,895,592 \$106,159 \$110,209 \$114,413 \$2,005,800 \$1,895,592 \$1,781,178 \$128,014 \$132,898 \$137,968 \$55,530 \$50,647 \$45,576 \$183,545 \$183,545 \$183,545 \$1,539,090 \$1,411,076 \$1,278,177 \$128,014 \$132,898 \$137,968	\$106,159 \$110,209 \$114,413 \$118,778 \$77,386 \$73,336 \$69,131 \$64,766 \$183,545 \$183,545 \$183,545 \$183,545 \$183,545 \$183,545 \$132,898 \$137,968 \$143,232 \$1,539,090 \$1,411,076 \$1,278,177 \$1,140,209 \$128,014 \$132,898 \$137,968 \$143,232 \$1,539,090 \$1,411,076 \$1,278,177 \$1,140,209 \$128,014 \$132,898 \$137,968 \$143,232 \$1,539,090 \$1,411,076 \$1,278,177 \$1,140,209 \$128,014 \$132,898 \$137,968 \$143,232





Walgreen Co. Lease Administration MS #599 1901 E Voorhees St Danville, IL 61834

April 27, 2021

VIA CERTIFIED MAIL - RETURN RECEIPT REQUESTED

SACRA REALTY LP 12 BROOK ST WELLESLEY MA 02482-6601

Re: Rite Aid Location No. 4141/Walgreens Location No. 18004-S 461 MAIN ST, SACO, ME, 04072

Dear Landlord:

Pursuant to the Lease between us for the above-referenced location, and within the time and manner required, please be advised that Tenant hereby elects to exercise Tenant's option to extend the Lease to and including February 28, 2027. All rights and obligations under the Lease shall hereby be extended through February 28, 2027.

If you have any questions regarding this matter, please contact the Real Estate team at $\underline{WAGRealEstate@walgreens.com}$.

Sincerely,

Walgreens Lease Administration

Member of Walgreens Boots Alliance



NET PAYMENT:

STATEMENT OF RECEIPTS WALGREEN COMPANY 200 WILMOT ROAD DEERFIELD ILLINOIS - 60015

TO: SACRA REALTY LP 12 BROOK ST WELLESLEY MA WALGREENS STORE #: **18004** 461 MAIN ST SACO ME 04072 - 1528

02482-6601

AFTER ALLOWANCE FOR STATE, CITY TAXES	PERIOD COVERED 03/01/20 TO 02/28/21
<u>MONTH</u>	RENTAL SALES
MARCH 2020	\$ 459,569.47
APRIL 2020	\$ 433,301.71
MAY 2020	\$ 434,564.15
JUNE 2020	\$ 440,099.49
JULY 2020	\$ 521,345.27
AUGUST 2020	\$ 451,193.57
SEPTEMBER 2020	\$ 474,612.81
OCTOBER 2020	\$ 474,987.48
NOVEMBER 2020	\$ 440,363.60
DECEMBER 2020	\$ 499,874.99
JANUARY 2021	\$ 440,438.46
FEBRUARY 2021	\$ 411,009.33
	\$ 5,481,360.33

TAGE RENT :				
\$ 5,481,360.33	@	2.50	%	\$ 137,034.01
				\$ 137,034.01
D RENT PYMT DEDU	CTED			\$ 210,743.04
YMENT:				* 0.00
	\$ 5,481,360.33	\$ 5,481,360.33 @ D RENT PYMT DEDUCTED	\$ 5,481,360.33 @ 2.50	\$ 5,481,360.33 @ 2.50 %

