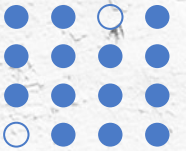


34775 UNITED AVE

PUEBLO, CO 81001

DISPOSITION PROPOSAL FOR DAVID BEGIN



PRESENTED BY:



Jack Kuzio

Associate

Direct: (720) 204-1982
Mobile: (303) 910-9788
jack.kuzio@matthews.com
License No. 100103394 (CO)



Spencer Mason

Associate Vice President

Direct: (303) 418-8668
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spencer.mason@matthews.com
License No. 100082695 (CO)

BROKER OF RECORD

Brayden Conner
(720) 780-5827

Email: brayden.conner@matthews.com

Broker Lic. No.: ER.100106933 (CO)

Firm Lic. No.: EC.100099522 (CO)



MATTHEWS™

REAL ESTATE INVESTMENT SERVICES

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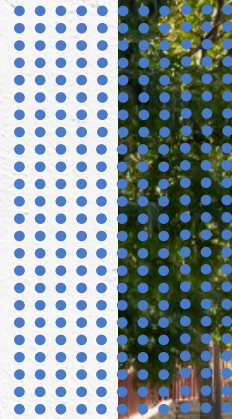
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SECTION 1

MEET MATTHEWS™

WHO WE ARE

Matthews Real Estate Investments Services™, a commercial real estate investment services and technology firm, holds recognition as an industry leader in investment sales, leasing, and debt and structured finance. Matthews™ delivers superior results through the firm's industry revered work ethic, unique culture, collaboration, and advanced technology. Since 2015, Matthews™ has experienced unprecedented growth adding over 1000+ real estate professionals to serve clients. Founded in El Segundo, CA, and strategically positioned in 25+ offices across the United States, Matthews™ continues to expand into new markets.

Matthews™ redefines what clients expect by accelerating the evolution of how the commercial real estate industry services clients through technology. By leveraging technology and industry-leading resources, Matthews™ is committed to growing and preserving client wealth and adding value to their investment strategy

YOUR DEAL SUPPORT TEAM

MARKETING

Lori Valencia

CREATIVE DESIGN

Alfonso Lomeli

TRANSACTION MANAGEMENT

Kellie Roller

PROPERTY MARKETING

Lily Portale

SALES OPERATIONS

Maria D'Angelo



FULL-SERVICE REAL ESTATE SOLUTIONS

Our centralized client services foster specialization and collaboration across all divisions to provide an array of commercial real estate solutions for our clients.



INVESTMENT SALES



INDUSTRIAL



NET LEASE RETAIL



APARTMENTS



SHOPPING CENTERS



HEALTHCARE



OFFICE



LEASING



LANDLORD REPRESENTATION



TENANT REPRESENTATION



1031 EXCHANGE PROGRAM



DEBT & STRUCTURED FINANCE

23,622+

TRANSACTIONS

1,000+

AGENTS

1M+

CLIENT BUYER
DATABASE

\$61.86B

IN DEALS
CLOSED



PREMIUM SERVICES THAT PUT OUR CLIENT FIRST

A PLATFORM OF MASS EXPOSURE



Better Targeting

Innovative technology combined with main-street sales tenacity helps execute and add the utmost value to our client's investment strategy. We proactively market to a maximum amount of investors.



Further Reach

Equipped with the industry's largest database of active investors across all product types and industries, Matthews' agents hold access to the most qualified opportunities.



Enhanced Interaction

Supplementing sales with in-house financial consulting and transaction management, our centralized client services foster specialization, collaboration, and a heightened client experience from list to close. By utilizing Matthews' Click-to-Sale technology, Matthews' can track buyer activity in real-time.



Superior Results

Leveraging active relationships, a 10-touch digital marketing process, and streamlined production, we get your deal to the market and market to your deal.

CULTURE OF COLLABORATION

When you hire Matthews™, you have the power of investment professionals strategically positioned across the country to sell your deal. We have access to the largest database of capital from private and institutional investors. With our collaborative culture, agents from across the country work together to source buyers through the Matthews™ network.

- ATLANTA
- AUSTIN
- BIRMINGHAM
- CHICAGO
- CLEVELAND
- COLUMBUS
- DALLAS
- DENVER
- EL SEGUNDO
- ENCINO
- FT. LAUDERDALE
- HOUSTON
- JACKSONVILLE
- KANSAS CITY
- LOUISVILLE
- MINNEAPOLIS
- NASHVILLE
- NEW YORK
- NORTH JERSEY
- ORANGE COUNTY
- PHOENIX
- PHILADELPHIA
- SACRAMENTO
- SAN DIEGO
- TAMPA
- WALNUT CREEK



TRADITIONAL BROKERAGE'S DATABASE STRUCTURE

DISCONNECTED. INEFFICIENT. LIMITED

Outside brokerage firms and their agents have a **personal database** and not a shared company database. They are **restricted** to their own **individual research**, offer no cross industry marketing capabilities, and offer **limited exposure**. **Your property deserves better.**

COMPETING BROKER
DATABASE

±355

INVESTORS

COMPETING BROKER
DATABASE

±250

INVESTORS

COMPETING BROKER
DATABASE

±750

INVESTORS



YOUR
LISTING



LIMITED
EXPOSURE



FEWER
OFFERS



LOWER
PRICE



MATTHEWS™

DATABASE ADVANTAGE

PLATFORM OF MASS EXPOSURE

Exposing your property to the most investors leads to the best results.

YOUR LISTING

All of our agents research and add thousands of contacts into our **shared database**, exposing your listing to the **biggest buyer pool in the industry**.

MAXIMUM EXPOSURE

Matthews™ **shares a database across agents** in all product types and industries, ensuring your listing will be proactively marketed to the **maximum amount of investors**.

PROVEN EXECUTION

Exposing your listing to the largest amount of investors will generate the greatest number of qualified offers, which in turns helps you **achieve the highest price for your listing**.

MATTHEWS™ CAPITAL MARKETS DIVISION

Matthews Capital Markets – our fully integrated and dedicated financing division at Matthews™ – provides capital solutions for all property types across the US. Comprised of leading specialized agents, over the last four years has been one of the most active groups in the country.

We strive towards providing the highest quality of service by offering our clients the most effortless process from engagement to close. We dedicate our industry-leading resources to all loan requests no matter the size of the transaction. Through our long-standing lender relationships, we provide the most competitive rates and terms.

The foundation of our business is efficient management of every phase and detail of the transaction. Our unmatched work ethic and specialized knowledge help us understand the intricacies of financing, allowing us to continue creating and adding value for our clients.

BENEFITS OF USING MATTHEWS™ CAPITAL MARKETS

- Customized financing solutions to increase value
- Effective buyer qualification
- Certainty of close
- Transparency into the sale process



THE LARGEST POOL OF QUALIFIED LENDERS FOR DEBT



A SPECIALIZED IN- HOUSE DEBT ORIGINATION PLATFORM



EXTENSIVE TRACK RECORD



DAVID TREADWELL

FIRST VP

DENVER CAPITAL MARKETS

Direct (720) 862-3074

Mobile (303) 870-9932

david.treadwell@matthews.com



HUNTER MATSON

ASSOCIATE

DENVER CAPITAL MARKETS

Direct (305) 495-0077

hunter.matson@matthews.com

THE MATTHEWS™ 1031 EXCHANGE PROGRAM

A step-by-step process that replaces the unknown in your exchange with the confidence that your up-leg investment will directly improve your position

FEATURED BENEFITS

1031 Exchanges allow investors to defer capital gains taxes on any exchange of like-kind properties. The Matthews™ 1031 Exchange Program helps guide you through the requirements and exceptions in the Internal Revenue Code Section 1031 with the understanding and expertise provided by Matthews™. Our program is customized to meet your investment goals and improve your position.

-  **PEACE OF MIND** - The process to identify your up-leg investment begins the moment you list with us, taking the unknown out of your exchange.
-  **CUSTOM PLAN** - We rank your motivations for investing in commercial real estate and work with you to create a short-term and long-term investment plan that will get the most out of your exchange.
-  **REDUCE OR ELIMINATE DOWNTIME IN CASH FLOW** - Most often, we make an offer on your up-leg investment before your sale property has closed.

MOTIVATION

Ownership of commercial real estate is driven by a set of primary motivations that fall into one of four categories. These motivations are ranked one to four and matched to a set of risk factors, which make up an Investment Security Profile. While the Matthews™ 1031 Exchange Program works to improve your position, it is customized to meet the financial goals specific to your investment plan.



PROCESS

-  **1 LIST WITH US** - List your property exclusively with Matthews Real Estate Investment Services™
-  **2 INVESTMENT SECURITY PROFILE** - Your ten key security profile factors are rated for an overall investment security grade on your down-leg property
-  **3 MOTIVATION RANKING** - Your four primary motivations for owning commercial real estate are ranked by priority
-  **4 EXECUTION OF SALE & BUSINESS PLAN** - As we execute your sale to achieve the best price and terms, we work with you to develop a strategic commercial real estate investment plan
-  **5 1031 PRIVATE CLIENT ADVANTAGE TEAM** - Your specialized Matthews™ team is assigned to find your up-leg investment based on motivation, Investment Security Profile, and interest
-  **6 AVAILABLE PURCHASE PROPERTIES** - Matthews™ recommends available properties with an Investment Security Profile that matches your motivations and improves your position
-  **7 EXCHANGE ACCOMMODATOR** - Our Exchange Accommodator partners with you to ensure legal adherence with all 1031 Exchange requirements
-  **8 OFFICIAL IDENTIFICATION** - Matthews™ assists you in the identification of an up-leg investment that will improve your position
-  **9 LOI** - We help submit your letter of intent and make an offer on your up-leg investment, often before your down-leg property has closed
-  **10 DUE DILIGENCE & CLOSE** - Our in-house financing division provides the best in market financing, while our transaction management team helps guide each step of escrow and closing



SPENCER MASON

ASSOCIATE VICE PRESIDENT | INDUSTRIAL

AREA OF EXPERTISE

Spencer Mason is a real estate professional at Matthews Real Estate Investment Services specializing in the acquisition and disposition of industrial properties in the Rocky Mountain region. With a deep understanding of the market, Spencer has become a trusted advisor for his clients. He sets himself apart with his unwavering dedication to meeting his clients' goals. Spencer has exclusively listed over \$150 million of commercial real estate and has evaluated over \$750 million in property value in recent years. Spencer utilizes Matthews industry-leading technology to identify lucrative investment opportunities and streamline transactions.

Before Matthews, Spencer served at Marcus & Millichap as a senior associate in Denver, Colorado, serving a broad range of clients both locally and nationally. In his time there, Spencer won awards for the Denver office, including deal of the year. Spencer used his experience at Marcus & Millichap to refine his real estate skills and local market knowledge. Spencer also worked as a marketing director at Honey Smoked Fish Company, where he gained valuable experience, he was able to transition over to real estate, such as negotiating contracts, managing teams, and coordinating road shows.

AFFILIATIONS AND MEMBERSHIPS

- Colorado Department of Real Estate
- License No. 100082695 (CO)

AGENT BIO



JACK KUZIO

ASSOCIATE | INDUSTRIAL

AREA OF EXPERTISE

Jack Kuzio serves as an Associate at Matthews Real Estate Investment Services™, focusing on investment sales for local industrial property owners across the Colorado front range. A native of Colorado, Jack brings a deep passion for his home state and its real estate landscape. Leveraging his local expertise, he is dedicated to delivering tailored solutions that maximize value for clients and contribute to the dynamic growth of Colorado's industrial sector.

Prior to joining Matthews™, Jack held the position of Financial Analyst at Strong Capital in Dallas, Texas, concurrently pursuing his degree in Finance and Real Estate at Texas Christian University (TCU). Following his graduation, Jack served as an Associate at Marcus & Millichap in Denver, Colorado, where he leveraged his financial and real estate expertise. His tenure at Strong Capital and Marcus & Millichap equipped him with valuable skills, further honed to enhance client service and add significant value to their investment properties within the Matthews™ platform.

AFFILIATIONS AND MEMBERSHIPS

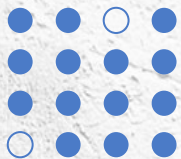
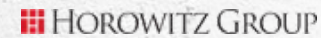
- Colorado Department of Real Estate
- License No. 100103394 (CO)

MATTHEWS™ SUPPORT SERVICES



CLIENTS

We are proud to provide service for many of the biggest names in commercial real estate. Our clients expect more because we deliver more value than any other brokerage company.



FEATURED CLOSINGS



\$6,295,000

114 N SPRUCE ST



\$4,458,000

16651 E 2ND AVE



\$3,650,000

589 E INDUSTRIAL BLVD



\$3,200,000

2408-2440 HANCOCK EXPY



\$4,050,000

4715-4725 TOWN CENTER DR



\$4,175,000

2960 N CIRCLE DR



\$1,500,000

2735-2755 DELTA PL



\$2,450,000

1760-1790 JASPER ST



\$820,000

7316 MCCLAIN PT



\$1,460,000

6303 WADSWORTH BYP



\$1,800,000

100 FRONT ST



\$1,350,000

125 N PARKSIDE DR



\$1,300,000

21151 E 31ST CIR



\$5,500,000

3200-3250 ZUNI ST



\$1,265,000

1322 N ACADEMY BLVD



\$1,310,000

1800 OFFICE CLUB PT



\$1,300,000

8490-8494 PEARL ST



\$850,000

3401 11TH AVE



\$5,400,000

1450 S HAVANA CT



\$5,500,000

618 E 16TH AVE

CLIENT TESTIMONIALS

Spencer Mason really got the job done for us.

He rolled up his sleeves and got right to work when we listed our property in XXX for sale with Matthews™.

Within a short period of time, we had the property under contract with a qualified buyer for a good price. Spencer stayed engaged during the entire process until the deal closed and the funds transferred.

We'll undoubtedly be doing more business with him in the future.

- John P.

The Matthews™ industrial team did a great job at representing us in getting XXX sold.

Their communication was top notch, and they kept us in the loop the entire way from getting the listing signed to being at the closing table.

The team has an unwavering dedication to succeed, and they ultimately got our property sold at full list price with aggressive terms.

I would recommend their services to anyone in the industry.

- Eric W.

While Spencer originally contacted me years ago about another property of ours that we sold elsewhere, his determination never gave.

He continued reaching out as an advisor and I never felt pushed by him.

When we eventually decided to sell XXX, we selected Spencer and his team and never regretted the decision. Their team did a great job of selling our building in a timely manner.

- Diana C.

RECENT INDUSTRIAL TRACK RECORD



ECLECTIC PRODUCTS
PINEVILLE, LA



**MULTI-TENANT
2480 WEAVER
WAY** DORAVILLE, GA



LAND
GAINESVILLE
HWY, BUFORD, GA



SUNBELT RENTALS
NASHVILLE, TN



RUANO AUTO REPAIR
NASHVILLE, TN



GEORGIA TANK LINES
DORAVILLE, GA



MULTI-TENANT
JACKSON, MS



MTG
DORAVILLE, GA



B&P IRON
COLLEGE PARK, GA



**BEACON ROOFING
SUPPLY**
ATLANTA, GA



XPO
SARALAND, AL



IMAGE DESIGN STAIRS
ACWORTH, GA



MULTI-TENANT OFFICE
MARIETTA - GA



110 TECHNOLOGY PKY
NORCROSS, GA



SUNBELT RENTALS
VILLA RICA, GA



ASCENDTEK
WOODSTOCK, GA



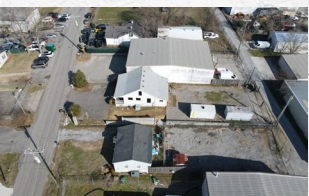
AVERITT EXPRESS
CARTERSVILLE, GA



526 INDUSTRIAL DR
WOODSTOCK, GA



BIG LENNY'S STORAGE
VILLA RICA, GA



2112 GLADSTONE AVE
NASHVILLE, TN



718 AIRPORT RD
GALLATIN, TN



L & G CONSTRUCTION
NASHVILLE, TN



**PRINTERS BINDERY
SERVICES** NASHVILLE, TN



L&L EQUIPMENT SALES
LA VERGNE, TN

RECENT INDUSTRIAL TRACK RECORD



**ROBESON SEWING
MACHINE CO**
FRANKLIN, TN



**CAPITOL WHOLESALE
FENCE CO**
CHATTANOOGA, TN



MOBILE MINI
PALMETTO, FL



STOVERS LIQUIDATION
ANTIOCH, TN



**CAPITOL WHOLESALE
FENCE CO**
NASHVILLE, TN



3363 STONERS BEND DR
HERMITAGE, TN



VACANT INDUSTRIAL
ELLENWOOD, GA



**ISF/SERVICE
ELECTRIC CO**
ATLANTA, GA



THRIFTY TREASURES
MCDONOUGH, GA



COVENTRY WEST
LITHONIA, GA



HAJOCA/COVENANT
FAYETTEVILLE, GA



DYNAMIC TOOL & DIE INC
DECATUR, GA



**HORIZONS
MOTORSPORTS**
CONYERS, GA



**ISF/ ELECTRIC
SERVICE CO**
NEW MARKET, TN



**ISF/ ELECTRIC
SERVICE CO**
MORROW, GA



**THE CHAMISA RD
BUSINESS PARK**
COVINGTON, GA



**MC MICHAEL'S
CONSTRUCTION CO**
COVINGTON, GA



A&B HOME OUTLET
BUFORD, GA



**DOVER CYLINDER HEAD
INC**
COLLEGE PARK, GA



**KROGER SERVICE
FACILITY**
EAST POINT, GA



STONES OF PENSACOLA
PENSACOLA, FL



UNITED RENTALS
BEACON FALLS, CT



**MULTI-TENANT
KILGORE RD**
CARROLLTON, GA



**SURFNOTE
TECHNOLOGIES**
NORCROSS, GA



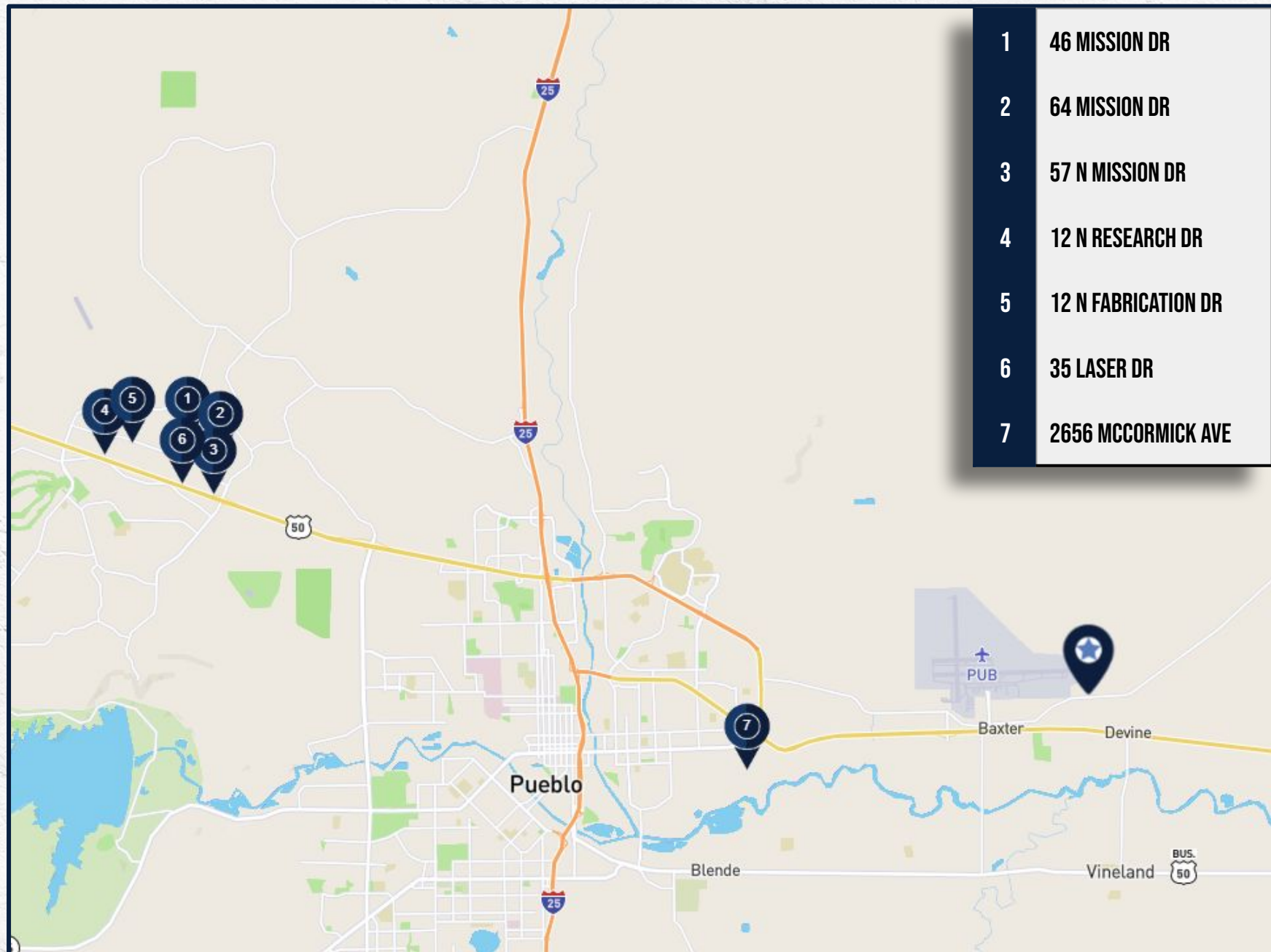
SECTION 2

COMPARABLES

SOLD COMPARABLES

	PROPERTY ADDRESS	SALE DATE	SALE PRICE	PRICE/SF	BUILDING SF	LAND AREA AC	COVERAGE RATIO	YEAR BUILT	NOTES
	 34775 UNITED AVE	-	-	-	±22,065	±10.12	5.01%	1998	-
1	46 MISSION DR	10/16/2024	\$1,150,000	\$159.72	±7,200	±2.53	6.53%	1998	BUYER: NATIONAL INVESTOR ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 2
2	64 MISSION DR	6/28/2024	\$900,000	\$102.86	±8,750	±1.05	19.13%	2006	BUYER: OWNER/USER ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 1
3	57 N MISSION DR	5/1/2024	\$755,000	\$107.86	±7,000	±1.00	16.07%	2008	BUYER: NATIONAL INVESTOR ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 1 DAYS ON-MARKET: 355
4	12 N RESEARCH DR	8/25/2023	\$1,200,000	\$171.43	±7,000	±2.41	6.67%	2000	BUYER: REGIONAL DEVELOPER ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 2 CLEAR: 20'
5	12 N FABRICATION DR	6/1/2023	\$2,050,000	\$101.78	±20,141	±2.53	18.28%	2002	BUYER: NATIONAL INVESTOR ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 6 DAYS ON-MARKET: 638
6	35 LASER DR	4/3/2023	\$2,100,000	\$130.76	±16,060	±2.00	18.43%	2001	BUYER: NATIONAL INVESTOR ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 2
7	2656 MCCORMICK AVE	12/2/2022	\$2,500,000	\$160.00	±15,625	±3.59	9.99%	2001	BUYER: OWNER/USER ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 4 CLEAR: 22'-26'
AVERAGES:		-	\$1,522,143	\$133.49	±11,682	±2.16	13.59%	2002	-

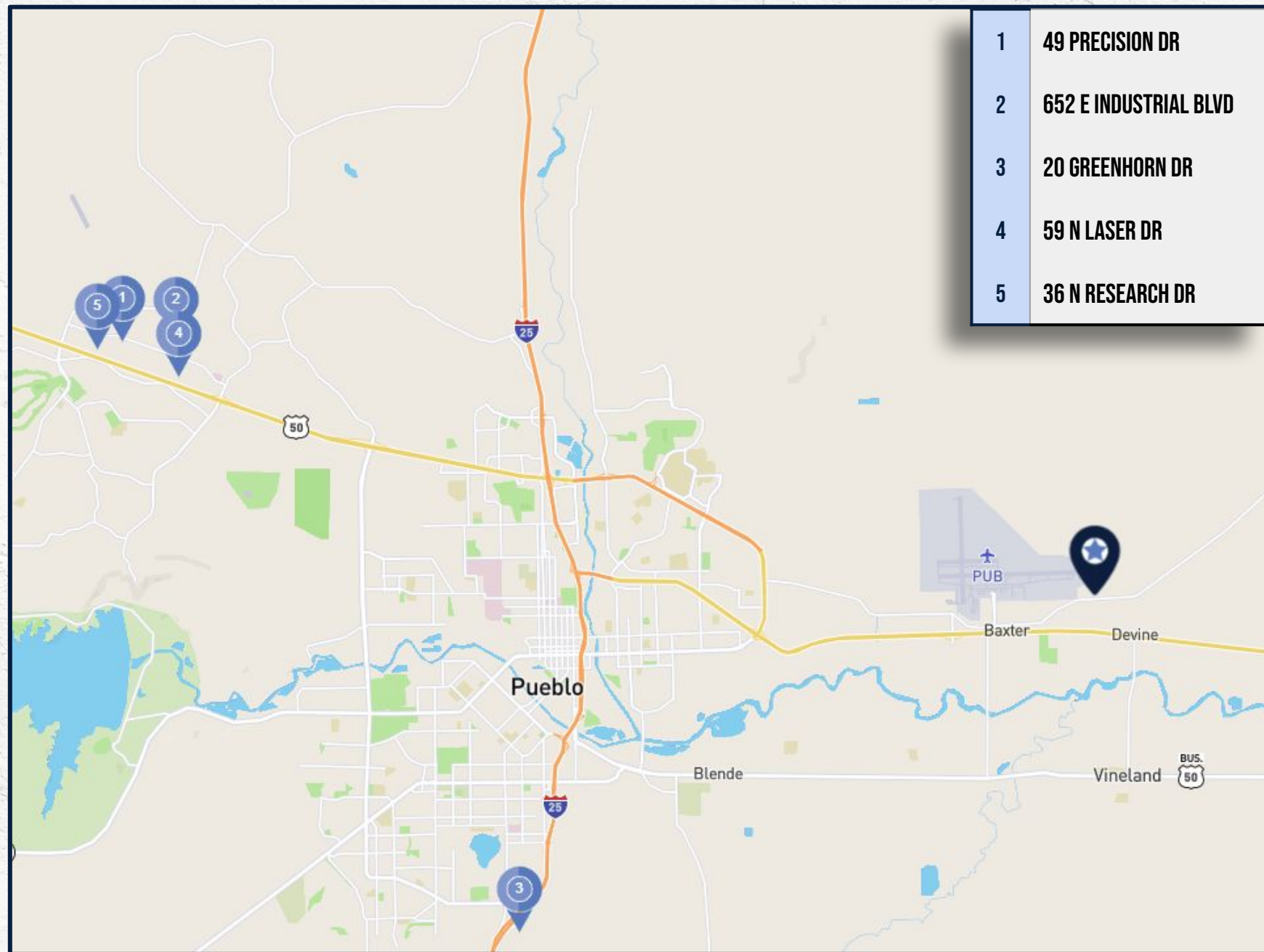
SALES COMPARABLES MAP



ON-MARKET COMPARABLES

	PROPERTY ADDRESS	DAYS ON MARKET	SALE PRICE	PRICE/SF	BUILDING SF	LAND AREA AC	COVERAGE RATIO	YEAR BUILT	NOTES
	34775 UNITED AVE	-	-	-	±22,065	±10.12	5.01%	1998	-
1	49 PRECISION DR	3,191	\$1,400,000	\$109.80	±12,750	±2.00	14.63%	2000	SALE: OWNER/USER ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 7
2	652 E INDUSTRIAL BLVD	127	\$1,690,000	\$69.83	±24,200	±1.44	38.58%	1978	SALE: OWNER/USER ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 1 DOCKS: 1
3	20 GREENHORN DR	239	\$1,750,000	\$98.87	±17,700	±2.81	14.46%	2005	SALE: OWNER/USER ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 18
4	59 N LASER DR	327	\$1,299,000	\$76.23	±17,040	±1.00	39.12%	1995	SALE: INVESTMENT ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 2 CLEAR: 18'
5	36 N RESEARCH DR	217	\$1,750,000	\$115.01	±15,216	±4.00	8.73%	1971	SALE: OWNER/USER ZONING: I-2 CONSTRUCTION: METAL DRIVE INS: 8
AVERAGES:		820	\$1,577,800	\$93.95	±17,381	±2.25	23.11%	1990	-

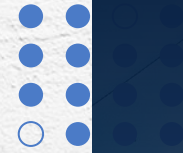
ON-MARKET COMPARABLES MAP



SECTION 3

PROPERTY & INVESTMENT OVERVIEW

PROPERTY SUMMARY



Property Summary (Pueblo County Assessor)

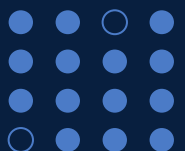
Address	34775 United Ave Pueblo, CO 81001
RBA	±22,065 SF
Lot Size	±10.12 AC
Coverage	5.01%
Zoning	I-2
Year Built	1998
Docks/Drive Ins	0/4

STRENGTHS

- ATTRACTIVE COVERAGE RATIO: 5.01%
IDEAL FOR INDUSTRIAL OUTDOOR
STORAGE (IOS)
- DARK LEASE: SHORT-TERM CASH FLOW
- QUICK ACCESS TO HIGHWAY 96 AND
ONLY 15 MIN FROM I-25
- AMPLE LOADING: 4 DRIVE INS
- I-2 ZONING: ALLOWS FOR MOST
INDUSTRIAL USES

WEAKNESSES

- UNKNOWN CONDITIONS OF:
 - ENVIRONMENTAL
 - MAINTENANCE
 - ROOF/HVAC
- LOCATION: NOT MANY BUYERS
LOOKING IN PUEBLO
- SHORT-TERM LEASE REMAINING
- INFLATED MARKET RENT
- HEAVIER OFFICE BUILDOUT



CURRENT RENT ROLL

TENANT	CHEMICAL MARKETING CONCEPTS
GLA SF	±22,065 SF
% OF GLA	100%
TERM REMAINING	±1 YEAR
EXPIRATION DATE	12/31/25
LEASE TYPE	NNN
OPTIONS	-
CURRENT RENT PSF (ANNUALLY)	\$12.24
CURRENT MONTHLY RENT	\$22,500
CURRENT ANNUAL RENT	\$270,000

PRICING MATRIX

	SUGGESTED LIST PRICE		
	LIST PRICE	CAP RATE	PPSF
	\$3,176,471	8.50%	\$143.96
	VALUE	CAP RATE	PPSF
	\$3,272,727	8.25%	\$148.32
TARGET	\$3,176,471	8.50%	\$143.96
PROBABLE	\$3,085,714	8.75%	\$139.85
	\$3,000,000	9.00%	\$135.96
CONSERVATIVE	\$2,918,919	9.25%	\$132.29
	\$2,842,105	9.50%	\$128.81

VALUE-ADD

BUYER PROFILE

Value-add investors in the industrial commercial real estate sector specialize in identifying underperforming or underutilized properties with untapped potential. These buyers possess a keen eye for opportunities to implement strategic improvements, such as renovations, rebranding, or operational optimizations, aimed at increasing the property's value and generating higher returns. They often seek assets located in burgeoning markets or areas poised for revitalization, leveraging their expertise to unlock value and capitalize on emerging trends within the industrial sector. Such buyers thrive on dynamic market conditions, employing innovative strategies to maximize asset performance and achieve ideal investment outcomes.

HOW WE WILL TARGET THESE BUYERS



Reach out to value-add investment groups who are actively looking for deals along the Colorado front range.



Use the Matthews™ database to connect with companies nationwide who are seeking value-add opportunities.

- Identifies underperforming or underutilized industrial properties with untapped potential
- Implements strategic improvements such as renovations, rebranding, or operational optimizations
- Seeks assets in burgeoning markets or areas poised for revitalization
- Leverages expertise to unlock value and capitalize on emerging industrial sector trends
- Thrives on dynamic market conditions, employing innovative strategies to maximize asset performance and achieve ideal investment outcomes



OWNER/USER

BUYER PROFILE

With specific size requirements and location preferences, they aim to find a property tailored to their needs as the property must be adequate for their business. Location is usually a driving factor in identifying an owner user property as most industrial properties rely heavily on distribution and loading. Proximity to major thoroughfares is imperative when assessing a property. Owner users consider the following factors in assessing a building for their business:

CRITERIA

Budget

Loading Docks & Drive Ins

Location

Zoning

Power Supply

Environmental Compliance

Clear Height

Security

1031 EXCHANGE

BUYER PROFILE

Focuses on finding like-kind replacement properties after selling previous investments. With time sensitivity, they meticulously search for suitable assets meeting IRS criteria to defer capital gains taxes. Evaluating properties based on location, size, and income potential, their goal is to efficiently reinvest proceeds while navigating the strict guidelines of the 1031 exchange to optimize tax advantages and sustain portfolio growth.

CRITERIA



45 Days to ID replacement property (In writing) and 180 days to close on the replacement property.

ID Options: 3- Property Rule – up to 3 ID properties, no matter their FMV.

200% Rule- any number of properties having aggregate value, not more than 200% of Relinquished Property.

95% Exception- any number of properties at any values, provided that the taxpayer acquires 95% of the identified properties.



Equal or Greater in Value, Equity and/ or Debt



Same taxpayer must complete the exchange

BUYER QUESTIONNAIRE

MATTHEWSTM REAL ESTATE INVESTMENT SERVICES

[BUYER NAME]

[BUYER COMPANY NAME]

[BUYER STREET ADDRESS]

[BUYER CITY, STATE ZIP]

Buyer Questionnaire

1. Please provide a brief description of your local Colorado portfolio:

2. Are there 1031 exchange funds being used for this deal?
 - a. If yes, when does the down-leg close?

3. Is this an all-cash purchase?
 - a. If no, what financing do you intend on obtaining on this deal?

4. What CapEX have you accounted for?
 - a. Please discuss the amount you have underwritten and how you arrived at those figures:

5. What figures have you used for your proforma rents?
 - a. Will this space be demised, or rented to a single tenant?

6400 South Fiddlers Green Cir., Suite 1330 Greenwood Village, CO 80111 | Direct: (303) 418-8668 | Fax: 310.388.0788 | www.matthews.com/spencer-mason

SECTION 4

AREA OVERVIEW

PUEBLO, CO

Pueblo, Colorado, captivates with its breathtaking natural beauty, nestled against the scenic backdrop of the Rocky Mountains. Despite its picturesque landscapes, Pueblo is also renowned for its vibrant community, making it a populous and lively city that thrives on cultural diversity and local pride.

The presence of major industrial facilities has played a crucial role in shaping the local economy. Additionally, agriculture, healthcare, and education contribute significantly to Pueblo's economic landscape. The city's economic development is often intertwined with these sectors, fostering a resilient and multifaceted economy.

The city is home to EVRAZ Rocky Mountain Steel, a major steel manufacturing facility that has been a cornerstone of Pueblo's industrial landscape. The steel mill, which has a long history in the region, plays a crucial role in supplying various steel products for construction, infrastructure, and manufacturing industries.



PROPERTY DEMOGRAPHICS | 34775 UNITED AVE

POPULATION	1-MILE	3-MILE	5-MILE
Five Year Projection	822	2,542	6,660
Current Year Estimate	791	2,493	6,582
2010 Census	717	2,517	6,905
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Five Year Projection	298	936	2,523
Current Year Estimate	287	919	2,494
2010 Census	260	930	2,622
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$50,516	\$70,902	\$83,099



DOWNTOWN PUEBLO

Downtown Pueblo, Colorado, is a vibrant and historic district that reflects the city's rich cultural heritage. Lined with charming brick buildings and a mix of architectural styles, the downtown area offers a blend of old-world charm and modern amenities. Visitors can explore a variety of locally-owned shops, restaurants, and cafes, contributing to a lively atmosphere. Additionally, notable landmarks like the Historic Arkansas Riverwalk of Pueblo (HARP) provide scenic views and recreational opportunities along the Arkansas River, making downtown Pueblo a destination that seamlessly combines history, culture, and a thriving community.

POINTS OF ATTRACTION

HISTORIC ARKANSAS RIVERWALK



The Historic Arkansas Riverwalk of Pueblo is a picturesque waterfront attraction, featuring a scenic canal winding through the heart of downtown. Visitors can stroll along the riverwalk, enjoying charming bridges, public art installations, and vibrant gardens, creating a serene and culturally rich environment that beautifully captures the spirit of Pueblo.

LAKE PUEBLO STATE PARK



Lake Pueblo State Park is a scenic outdoor haven offering a variety of recreational activities. With a sprawling reservoir, the park provides opportunities for boating, fishing, hiking, and camping, attracting nature enthusiasts and water sports enthusiasts alike. The picturesque surroundings and diverse wildlife make it a popular destination for those seeking outdoor adventures near Pueblo.

PUEBLO ZOO



The Pueblo Zoo is a family-friendly destination, home to a diverse array of wildlife from around the globe. With beautifully landscaped exhibits, including the new Predator Ridge showcasing large carnivores, the zoo offers an educational and entertaining experience. Visitors can explore themed areas, participate in interactive programs, and appreciate the zoo's commitment to conservation and animal welfare.

SECTION 5

MATTHEWS MARKETING DIFFERENCE

WEEKLY EMAIL UPDATE

Good Morning All,

We hope you all had a great week. We wanted to provide a quick update of the latest activity we have had on our listing this week as well as the strategy ahead. Please see below:

This Week's Activity:

1. Our 3rd email campaign went out with a visual flyer of the OM, followed up with those who downloaded it.
2. Reached out to near-by tenants in need for new locations or space.
3. Posted the listing on third-party marketing websites including CoStar, LoopNet, and Crexi.
4. Made 250+ targeted calls to owners of industrial, retail, office & other properties that are most likely owner-users within the Denver MSA.
5. Had 2 tours this week. One was an owner/user and the other was a value-add investor. We are waiting for feedback as both groups wanted time to discuss internally.
6. Continued follow-ups with those who have shown engagement with any marketing.

Next Week's Strategy:

1. Have 1 tour scheduled for next week. Outside broker representing an owner/user.
2. 250+ targeted calls made to owners in the Denver MSA & surrounding markets who have purchased similar properties over the past 12 months.
3. Continued follow-ups with all brokers and interested groups who have engaged with our marketing.
4. Check impressions and OM Downloads from third-party sites.
5. Call all suitable tenants and owner/users who operate out of comparable warehouses.

As always, let us know if you have any additional questions. Enjoy the weekend!

CLIENT FEEDBACK FROM EMAILS

"Thanks for letting us know... communication has been great."

"Thanks for the update guys. Appreciate your hard work."
- **TODD T.**

"Angelo... that ALL sounds great... I am enjoying your aggressive and tenacious approach to getting our warehouse sold... keep it up and keep it posted."
- **TROY T.**

A collection of various marketing materials, including brochures, reports, and a laptop, all featuring a dark blue and white color scheme with data visualizations and text. The materials are arranged in a scattered, overlapping manner on a light gray surface. The central focus is a large, dark blue report titled "MARKETING REPORT" for "Industrial Park - 250 County Road 306 - Jarrell, TX, 76537", presented by "MATTHEWS REAL ESTATE INVESTMENT SERVICES". Other visible materials include a "THIRD PARTY ADVERTISING" report, an "INVESTOR SUMMARY" showing a price of \$18,650,000.00, and several "MARKETING REPORT" documents with "MATTHEWS DATABASE EXPOSURE" sections, displaying metrics like "37,877 DEDICATED PROPERTY EMAILS" and "3,622 CREDIT RATES". A laptop in the background displays a website with a grid of images. The overall aesthetic is professional and data-driven.

In addition to always being available for your needs, we provide constant communication by sending weekly marketing updates outlining our strategic marketing efforts and engagement on your deal.

EMAILS SENT

EMAILS DELIVERED

OPENS

CLICKS

OM DOWNLOADS

41



THE MATTHEWS™ MARKETING DIFFERENCE



Purpose Built Database

The purpose of the Matthews™ database is to sell our client's assets at the best price and market as much as possible to ensure unprecedented exposure and targeting.



Digital Body Language

When investors interact with Matthews™ integrated technology, their digital behavior is tracked and analyzed. By understanding our buyer pool, we are more effectively able to execute a transaction.



Real-Time Marketing & Segmentation

Real-time data and audience segmentation enables the Matthews™ deal team to market your property to the most qualified investors during the time at which they are more likely to consider the opportunity.



Click-to-Sale Technology

The Matthews™ deal team is notified the moment an investor views or clicks on your property, allowing for immediate follow-up and enhanced interaction.



Structure & Specialization

Upon connecting investor with investment, Matthews™ in-house transaction management takes a hands-on approach to managing your transaction through detailed reporting and metrics.

10-TOUCH DIGITAL MARKETING

In addition to your agent marketing directly to buyers, each listing is given the highest possible exposure through a 10-Touch Digital Marketing Process.

The following is the standard timeline, however, an accelerated marketing plan is available.

- 1 Personalized Email**
A personalized email is sent to the most likely buyers according to their expressed interest.
Broker also makes numerous outbound calls.
- 2 Website**
Sophisticated marketing drives buyers to look for the best deals on www.matthews.com.
- 3 Graphic Email**
A graphic email is sent to a larger pool announcing the listing with investment highlights.
Broker contacts buyers through the click-to-sale technology.
- 4 Personalized Follow-Up**
A personalized email is sent from our integrated system to follow-up with the most interested buyers. The pool is expanded based on mean interest level.
- 5 Graphic Email to Brokers**
A graphic email announcement is sent to brokers only.
- 6 External Marketing**
Listing is extended to external marketing and multi-listing sites.
- 7 Extended 3rd Party Buyer Pool**
Digital marketing is sent through third-party buyer pools to maximize exposure.
- 8 Resend Email for Wider Reach**
An email is sent from the systems to the widest audience including investors and brokers who have and have not seen the deal.
- 9 Market Share Email**
Listing is included in vertical market share announcements, available listings, and a graphic featured listing email.
- 10 Personalized Follow-Up**
A personalized email is sent to buyers who showed interest through online activity and calls, both inbound and outbound.

FIRST CLASS MARKETING

WITH DEDICATED MARKETING DIVISIONS, WE ARE ABLE TO CREATE A SUPERIOR CAMPAIGN TO SHOWCASE YOUR ASSET TO THE RIGHT BUYERS TO ACHIEVE THE HIGHEST PRICE.

SAMPLE EMAILS

JUST LISTED | PROPERTY NAME
ADDRESS, CITY, ST, ZIP

MATTHEWS
REAL ESTATE INVESTMENT SERVICES



\$X,XXX,XXX
PRICE

INVESTMENT HIGHLIGHTS

- Address: XXXX
- Pro-Forma Cap Rate: 7.04% (Based on Market Rent)
- Upgraded Power (500 amps) and Ventilation
- Masonry Construction
- Paved Back Yard
- I-4 Zoning (Light Industrial)
- Located in the Middle of Several Redevelopment Projects
- Affluent Area - Avg Household Income of \$122,47
- We will have the offering memorandum completed by [Date]

DOWNLOAD OFFERING MEMORANDUM HERE

JUST LISTED | PROPERTY NAME
ADDRESS, CITY, ST, ZIP

MATTHEWS
REAL ESTATE INVESTMENT SERVICES



\$X,XXX,XXX
PRICE

INVESTMENT HIGHLIGHTS

We just completed the formal Offering Memorandum for a new listing we are bringing to market, a 115,500 square foot single-tenant industrial property. This was a built-to-suit for the tenant, XXXXX, in 2019. The property resides on 3.34 acres of industrial zoned land for an incredible coverage ratio of 13.40%. We outlined the general details below:

- Occupancy: 100%
- Clear Height: 15'
- Loading: 3 Oversized Grade-Level Doors (12' x 14')
- Power: 480 Volts / 3 Phase
- Sprinkler: Wet
- Lot: Levelled, Fenced, and Gated
- Zoning: Industrial

DOWNLOAD OFFERING MEMORANDUM HERE

JUST LISTED | PROPERTY NAME
ADDRESS, CITY, ST, ZIP

MATTHEWS
REAL ESTATE INVESTMENT SERVICES



\$X,XXX,XXX
PRICE

X.XXX%
CAP RATE

2019
YEAR BUILT

INVESTMENT HIGHLIGHTS

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- Lot: Levelled, Fenced, and Gated
- Zoning: Industrial

DOWNLOAD OFFERING MEMORANDUM HERE

MARKETING TIMELINE

WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
DAYS	1-7	8-14	15-21	22-28	29-35	36-42	43-49	50-56	57-63	64-70	71-77	78-84	85-91	92-98	99-105	106-112	113-119	120-126
INITIAL MEETING & MARKETING KICKOFF																		
Kickoff Meeting with Client																		
Thorough Property Due Diligence																		
Professional Photos, Design Offering Memorandum, Property Website																		
MARKETING & CLIENT COMMUNICATION																		
Finalize Marketing Materials																		
Build Targeted Investor List																		
Gather Due Diligence Information from Client																		
GO TO MARKET LAUNCH																		
Initial Calls And Emails To Prospective Buyers While The Marketing Materials Is Being Generated																		
Launch Marketing Campaign																		
Contact Highlight Likely Investors and Reach Out to Target List																		
Leverage Matthews™ 1031 Database																		
Digitally Distribute Marketing Materials																		
PROPERTY TOURS																		
OFFER PROCESS																		
Collect and Evaluate Initial Offers																		
Distribution of Updated Financials																		
Best & Final Round																		
Buyer Interviews																		
Counter Best and Final Offers																		
Contract Negotiation																		
Open Escrow																		
DUE DILLIGENCE PERIOD																		
Overall Property Review																		
Site Visits for Buyers and Third Parties																		
CLOSING PERIOD																		
Facilitate Escrow Process																		
Close of Escrow																		

MATTHEWS™ PLATFORM
OM & MARKETING

CLIENT
DUE DILLIGENCE

AGENT
UNDERWRITING & FINANCIALS

34775 UNITED AVE

PUEBLO, CO 81001

DISPOSITION PROPOSAL FOR DAVID BEGIN

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REAL ESTATE INVESTMENT SERVICES