

FOR SALE  
**GOLDEN TRIANGLE LOCATION**

## 100% NET LEASED INVESTMENT

20420 Robal Lane | Bend, Oregon



- 5.25% Cap Rate
- Five (5) year Lease Term
- NNN Lease
- Long Term Successful Tenants
- Zone Commercial General with existing SDC credits for Storage Facility and Auto Dealership/Sales
- Future Redevelopment next to the New Costco Center & Fueling Station

**Offered at \$10,285,000**

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**With You Every Square Foot of the Way.**

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**DISCLAIMER:** This information is from sources we deem reliable, but for which we assume no liability. This is an exclusive listing. The information contained herein is given in confidence with the understanding that all negotiations pertaining to this property be handled through Fratzke Commercial Real Estate. All measurements are approximate.



**1. PROPERTY DETAILS**

**2. RENT ROLL & APOD**

**3. PROPERTY PHOTOS**

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**7. CENTRAL OREGON AREA INFORMATION**



BUILDING ON PROPERTY

## OFFERING TERMS

<b>OFFERED AT</b>	<b>\$10,285,000</b>
<b>LOT SIZE</b>	<b>One single tax lot divided into two separate parcels</b> <b>8.25 acres Total, estimated at 7.4 +/- acres net buildable/net leasable</b>
<b>BUILDING SF</b>	<b>6,900 RSF two-story CMU block facility</b>
<b>ZONING</b>	<b>CG - Commercial General</b> With residential use allowed. Zoning allows for a maximum height of 45 feet (up to 55 feet for mixed use) and 43 units per gross acre.
<b>OCCUPANCY</b>	<b>100% Occupied</b>
<b>CAP RATE</b>	<b>5.25%</b>

**NNN MASTER LEASE WITH 5 YEARS REMAINING.**





BUILDING SHOWROOM

### Property Overview:

**Fratzke Commercial Real Estate Advisors, Inc., is proud to be the exclusive commercial real estate brokerage marketing the Auto Network Group (ANG) and Toy House RV Storage real estate for sale.**

Toy House RV Storage has been a tenant on-site for more than 12 years serving as Bend's largest 24-hour per day monitored secure boat and RV storage. With over 290 units, occupancy levels have remained at 100% over the past six (6) years. Toy House offers both covered and open storage options. With a waitlist capped at twenty-five (25) pending users, Toy House sees increased demand for its services.

ANG began doing business in 1999 as Central Oregon's largest auto wholesaler. Since relocating to the Robal Road location several years ago, ANG has become the premier wholesale and retail car/truck/SUV/RV dealer in Central Oregon, and occupies the 6,900 RSF CMU block two-story showroom and 2.0+/- lot on the southern corner of the property.

ANG sales have grown year over year, with sales of trucks, RVs, boats, motorcycles, high-end sports

cars, SUVs, and supercars. ANG's reputation, reflected through online customer ratings and reviews from buyers coast-to-coast, is nothing short of excellent. These guys do it right!

### Investment Highlights:

The current lease rate for the Master Lease is blended at \$45,000 per month NNN for the use of a two-story 6,900 RSF building, and 8.25 acres of land.

The investor looking for a true net leased investment in Bend, Oregon, with strong credit tenants and a long-term lease in place, will appreciate the strength that a Master Lease provides. Financials and a Master Lease Agreement are available upon a qualified Buyers' proof of financial capacity and a signed non-disclosure agreement.

The property also provides the investor with a long-term upside for the redevelopment of the site to a mixed-use residential/retail or mixed-use residential/medical development with a development height of up to 45 feet.

<b>Unit</b>	<b>Master Leased To</b>	<b>Tenant</b>	<b>Lease Execution Date</b>	<b>Term Remaining</b>	<b>Monthly Rental</b>	<b>Rent Income Escalator</b>	<b>Lease Format</b>
Storage Facility	ANG	Toy House RV Storage	12/1/2021	1/31/2027	\$32,000.00	3% annual	NNN
Parking Lot and Two-Story Building	ANG	Auto Network Ground	12/1/2021	1/31/2027	\$13,000.00	3% annual	NNN

**Gross Rent/Mo. \$45,000.00**

**Gross Rent/Yr.  
thru May 2021 \$540,000.00**

## Annual Property Operating Data

Property Name Robal & Hunnell Road  
 Location Bend, Oregon  
 Type of Property Mixed Use  
 Size of Property 7.5 Acres (Sq. Ft./Units)

Purpose of analysis Possible Sale

Assessed/Appraised Values		
Land	2,552,910	79%
Improvements	687,360	21%
Personal Property	0	0%
<b>Total</b>	<b>3,240,270</b>	<b>100%</b>

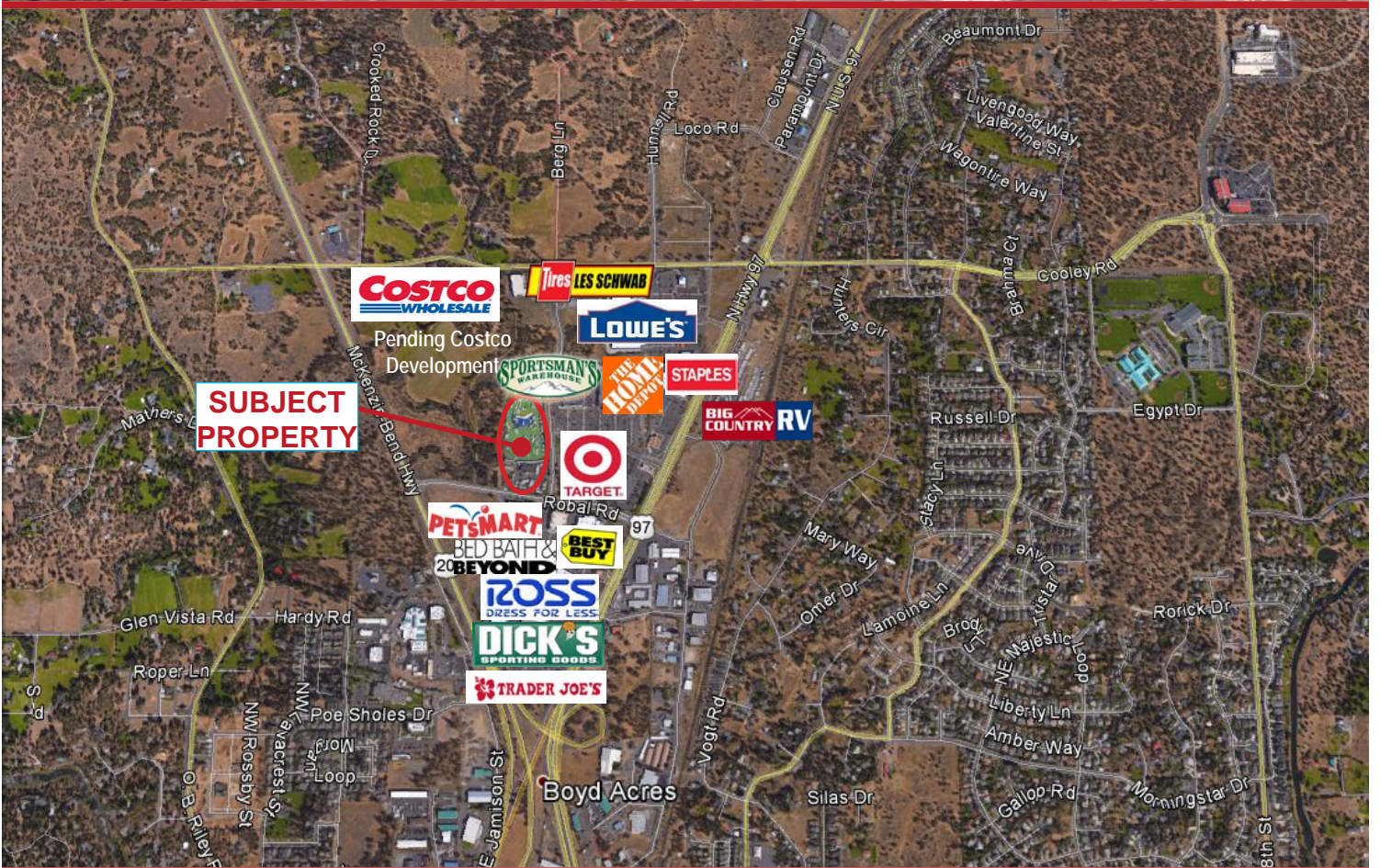
Adjusted Basis as of 23-Nov-21 \$10,285,000

Purchase Price	10,285,000
Plus Acquisition Costs	
Plus Loan Fees/Costs	
Less Mortgages	
<b>Gross Sales Price</b>	<b>10,285,000</b>

	Balance	Periodic Pmt	Pmts/Yr	Interest	Amort Period	Loan Term
1st						
2nd						

	\$/SQ FT or \$/Unit	%		%		COMMENTS/FOOTNOTES
<b>ALL FIGURES ARE ANNUAL</b>						
1			<b>POTENTIAL RENTAL INCOME</b>	540,000		Tenants will Master Lease for 5 yrs NNN
2			Less: Vacancy & Cr. Losses			
3			<b>EFFECTIVE RENTAL INCOME</b>	540,000		
4			Plus: Other Income (collectable)			
5			<b>GROSS OPERATING INCOME</b>	540,000		
<b>OPERATING EXPENSES:</b>						
6			Real Estate Taxes			
7			Personal Property Taxes			
8			Property Insurance			
9			Off Site Management			100% Net Leased Investment. Property
10			Payroll			Management paid by Tenants
11			Expenses/Benefits			
12			Taxes/Worker's Compensation			
13			Repairs and Maintenance			
14			Utilities:			
15						
16						
17						
18						
19			Accounting and Legal			
20			Licenses/Permits			
21			Travel			
22			Supplies			
23			Miscellaneous Contract Services:			
24			Cleaning			
25						
26						
27						
28						
29			<b>TOTAL OPERATING EXPENSES</b>			
30			<b>NET OPERATING INCOME</b>	540,000		
31			Less: Annual Debt Service			
32			Less: Participation Payments			
33			Less: Leasing Commissions			
34			Less: Funded Reserves			
35			<b>CASH FLOW BEFORE TAXES</b>	\$540,000		5.25% Cap







## Location:

Locate in the heart of the Golden Triangle between Highway 97 and Highway 20 on the North end of Bend, Oregon. The site is a corner lot located between Target, Best Buy, Sportsman's Warehouse, Home Depot, and a soon to be developed Costco with Fueling Station. With high traffic counts and incredible exposure to all who travel by vehicle from the State of Washington, Eugene, Portland, Salem, Albany, Redmond, and Prineville, there is no doubt why this portion of Bend is called the "Golden Triangle".

## Future Redevelopment:

As Commercially Zoned Land becomes more scarce, a future opportunity is in place to relocate both Tenants and redevelop this site for mixed use housing and retail and or clinical medical services none of which are currently available on the north end of Bend, Oregon. The site is close to at grade, and the owners have a clean Phase I Environmental Site Assessment, Soils Compaction Report, and Survey on file. The proximity of this site to the new Costco Center and Fueling Depot with associated retail services will increase traffic and demand for future housing and medical needs in the area.





EXTERIOR  
PROPERTY PHOTOS



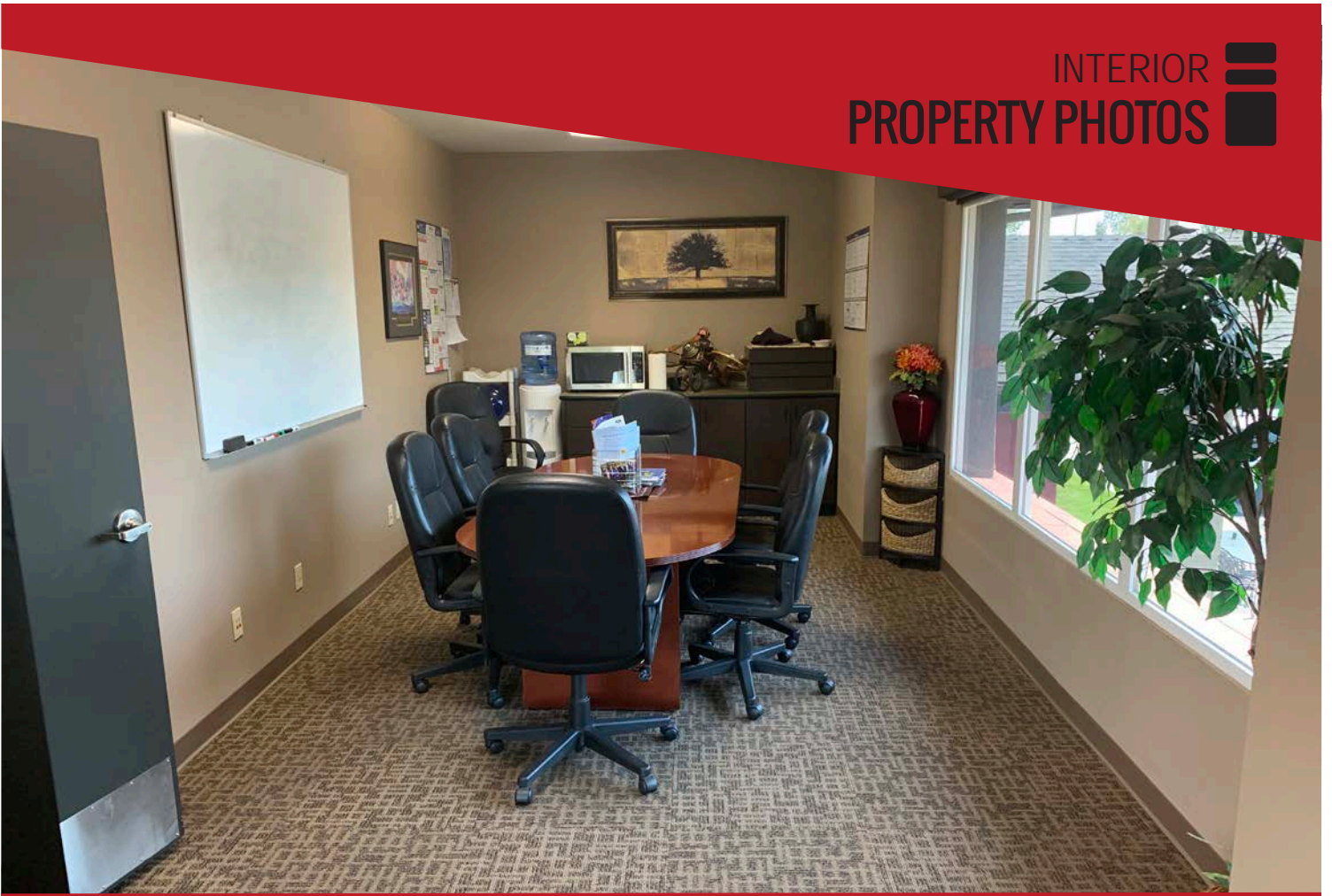




















# CENTRAL OREGON MARKET OVERVIEW

Welcome to Central Oregon where the commute times are short and breathtaking views await you at every turn. The region features dramatic snow-capped mountain ranges and high desert plateaus within Deschutes, Crook and Jefferson counties.

Located halfway between San Francisco and Seattle, the hottest small metropolitan market in the U.S. is Central Oregon. In the last decade the region has seen some of the highest sustained GDP growth, job growth and population growth. With these factors in mind, The Milken Institute has named the region the best small metropolitan in the nation three years in a row – an accolade no other location has ever received.

Central Oregon is pulling extraordinary talent and capital, fostering a diverse and highly entrepreneurial business ecosystem. Lured by natural scenic beauty and big city amenities (world-class health care, education, dining) without big city costs or hassle, people are learning that having a true work-life balance is possible. Employees are happier; companies are more innovative and capital-efficient. All in a region dominated by small to mid-sized firms that compete globally – and win.

**240,280**

## REGIONAL POPULATION

*2019 estimates from  
Portland State University*

**117,050**

## REGIONAL LABOR FORCE

*Seasonally adjusted total for Q1 2019  
from Oregon Employment Department*

**#6**

## FASTEST POPULATION GROWTH IN THE U.S.

*U.S. CENSUS, 2018*

## WHY CENTRAL OREGON?

Central Oregon has been among the fastest growing regions anywhere in the U.S.

In-migration has been the dominating factor in the region's growth with approximately 7,000 new residents moving to the area from all over the country every year. At the same time, the region's ability to attract young families has resulted in strong birth rates.

When compared against its neighbors to the north and south, Oregon's overall business costs rank significantly lower. Average electricity rates, natural gas rates, state and local sales tax rates, and business tax climates in particular are significantly lower than the national average.

For a relocating business, Central Oregon has a reputation for welcoming new companies without sacrificing workforce, talent, quality healthcare, transportation, or infrastructure.

**GROWTH**

The combination of a collaborative culture, a supportive attitude among government and economic development agencies, plus a location that attracts talent and investment all help Central Oregon compete nationally.

***"BEND ENJOYS A TRULY COLLABORATIVE ENVIRONMENT.  
Everyone is not only supportive of each other, but excited to see one another grow. We share the same trails, rivers and slopes and ultimately share a similar vision to help Bend succeed."***

*—Scott Allan, GM, Hydro Flask*

**#2**

## FASTEST JOB GROWTH IN THE U.S.

*BLS, 2017*

## DESCHUTES COUNTY

**#1**

## COUNTY RECEIVING MOST INVESTMENT IN OREGON

*SMARTASSET, 2019*

# TRANSPORTATION

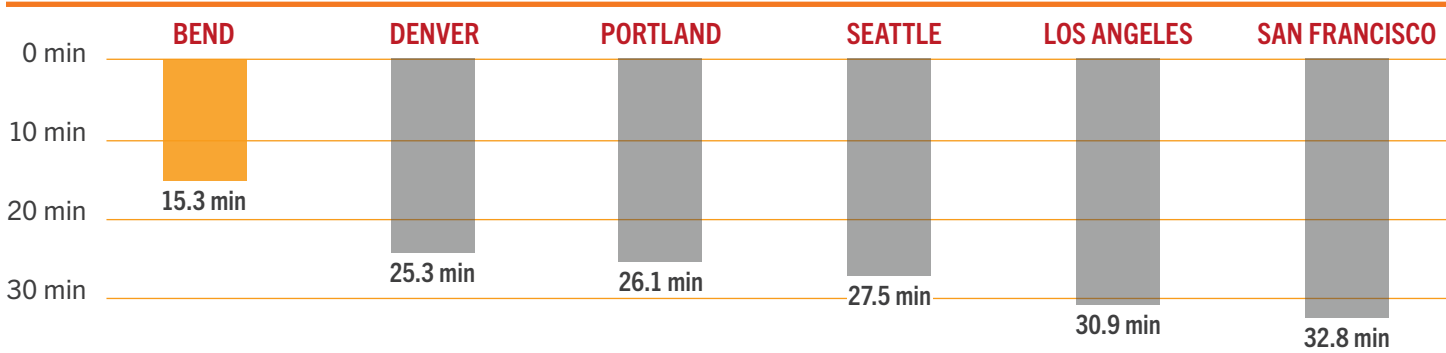


Redmond Municipal Airport (RDM) provides commercial air service with 26 daily round-trip flights to Denver, Portland, Seattle, Los Angeles, San Francisco, Mesa, Phoenix, Salt Lake City, Las Vegas, and Chicago via six carriers (Alaska, SunCountry Airlines, Allegiant, American, Delta, and United.)

Burlington Northern-Santa Fe (BNSF), Union Pacific (UPRR), and the City of Prineville Railway (COPR) provide direct connections for shipping to any market in the United States, Canada, and Mexico.

U.S. Highways 97 and 20 are two of the state’s major trucking routes, with access to major metro areas with connections to Interstate 5 (N-S) and Interstate 84 (E-W).

**AVERAGE COMMUTE TIMES** The Central Oregon average commute time is 21 minutes each way, saving the average worker over one work week per year! ([Census.gov 2019](https://www.census.gov))



TRAVEL TIME/  
DISTANCE



CAR



TRAVEL TIME



AIR



- Bend, OR
- Portland, OR • 3 hrs. 13 min./153 mi.
- Medford, OR • 3 hrs. 22 min./173 mi.
- Olympia, WA • 4 hrs. 55 min./269 mi.
- Boise, ID • 5 hrs. 19 min./317 mi.
- Seattle, WA • 5 hrs. 45 min./328 mi.
- San Francisco, CA • 7 hrs. 54 min./491 mi.
- Los Angeles, CA • 12 hrs. 39 min./821 mi.

- Redmond, OR (RDM)
- Portland, OR • 40 min.
- Seattle, WA • 1 hr.
- Salt Lake City, UT • 1 hr. 30 min.
- San Francisco, CA • 1 hr. 40 min.
- Los Angeles, CA • 2 hrs. 10 min.
- Denver, CO • 2 hrs. 15 min.
- Phoenix & Mesa, AZ • 2 hrs. 25 min.
- Chicago, IL • 3 hrs. 40 min.



# SERVICES AND INFRASTRUCTURE

## Utilities



Because most of our region has been built new in the past two decades, our telecommunications infrastructure is one of the Northwest's most technologically advanced, meeting business and telecommuting requirements for capacity, redundancy, and reliability.

## Education



Central Oregon is well-recognized for its high level of education, with some of the best K-12 public schools in the nation. In 2018, the Bend-La Pine school district's average SAT scores surpassed the national average by over 100 points. Additionally, higher education opportunities abound. From Oregon State University-Cascades ongoing expansion, to Central Oregon Community College's four campuses in the region, there are opportunities for all to obtain a quality education.

## Healthcare



Top quality healthcare is one of the crown jewels of Central Oregon. St. Charles Health System is the largest healthcare provider in the region, and is also the largest employer with over 4,400 employees across the tri-county area. A network of more than 100 clinics and specialty practices further support the community.

# LIFESTYLE

Central Oregon is blessed with a rare mix of city amenities and restful isolation. It offers the slower speed of a small town with a medical community and infrastructure not normally seen in a region of its size. Additionally, Central Oregon residents maintain a work/life balance that is difficult to achieve elsewhere.



30 Golf Courses



Miles and Miles of Trails



Thriving Arts and Culture Scene



33 Breweries and Counting



300 Days of Sunshine

**#1**

**BEST PERFORMING  
SMALL CITY THREE  
YEARS IN A ROW!**

—MILKEN INSTITUTE, 2016, 2017, 2018

**#1**

**SMALL CITIES FOR  
BUSINESS AND CAREERS**

—FORBES, 2016

**BEST**

**PLACES TO LIVE  
ON \$55,000**

—SMARTASSET, 2017

**#8**

**BEST PLACES TO LIVE  
IN THE U.S.**

—NEW YORK POST, 2016

**BEST**

**MULTI-SPORT TOWN**

—OUTDOOR MAGAZINE, 2017