

## Doc 016 | Maple Grove Retail Plaza – Acquisition (Moderate Length / Broker-Style Write-Up)

Maple Grove Retail Plaza is a 46 000 SF neighborhood center outside Cincinnati. Asking price \$8.9 MM. Anchor tenant grocery store (35 % of GLA) has 3 years left on lease with one 5-year option. Two inline tenants month-to-month.

Bridge loan proposal from MidOhio Bank: 70 % LTC, SOFR + 350 bps, IO 12 mo then amort. Projected NOI 680 k → Cap 7.6 %. DSCR 1.10× stabilized.

### Key Table

Metric	Value	Comment
Purchase Price	8.9 MM	Broker OM basis
NOI TTM	620 k	Actual vs OM 640 k
Cap Rate	7.0 % act. / 7.6 % target	inflated rent growth assumption
IRR (5 yr)	10.0 %	base case
DSCR Yr 1	0.98×	under coverage
Vacancy	22 %	two inline spaces vacant

### Narrative

The broker model assumes 100 % occupancy within six months at market rent \$28 / SF. Local comps average \$24 / SF and 12 months to lease-up. Renovation budget of \$250 k for façade and signage reasonable but tenant allowance understated (10 / SF vs recent avg 15 / SF). Re-underwrite raises lease-up cost by \$115 k and pushes IRR down ≈ 1 pp to 9 %.

Parking lot asphalt line marked “deferred.” If not done, curb appeal decline may hurt leasing. Location adjacent to new residential rooftops is a plus but competition from two nearby strip centers keeps rent growth muted.

Recommendation: pursue at ≤ \$8.5 MM price or require rent guarantee from anchor renewal.