RESIDENCE AT DISCOVERY SQUARE

Investment Opportunity



Downtown Rochester | Mayo Clinic Hospitals | Destination Medical Center (DMC)

New Mixed-Use Construction | Future Units Building-Up NOI | Additional TIF Income

University of Minnesota Master Leases 23% of Units



EXCLUSIVELY MARKETED BY



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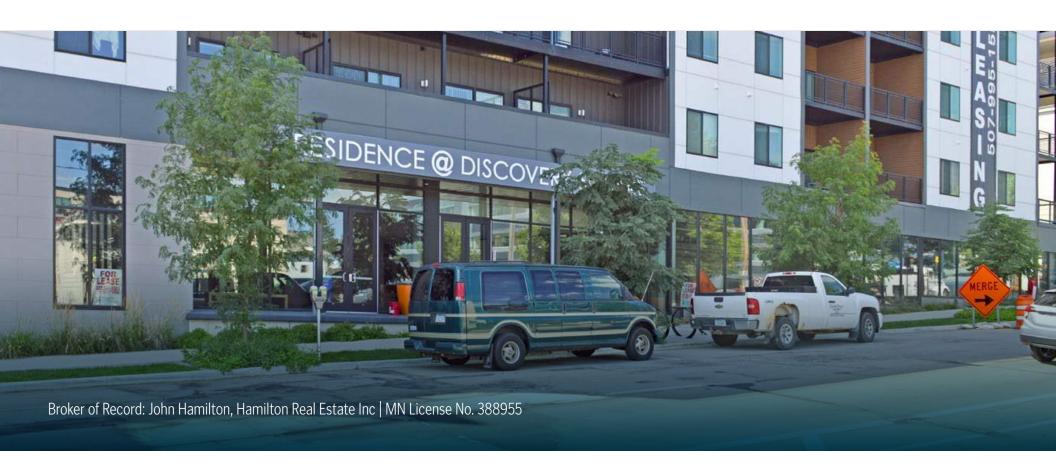
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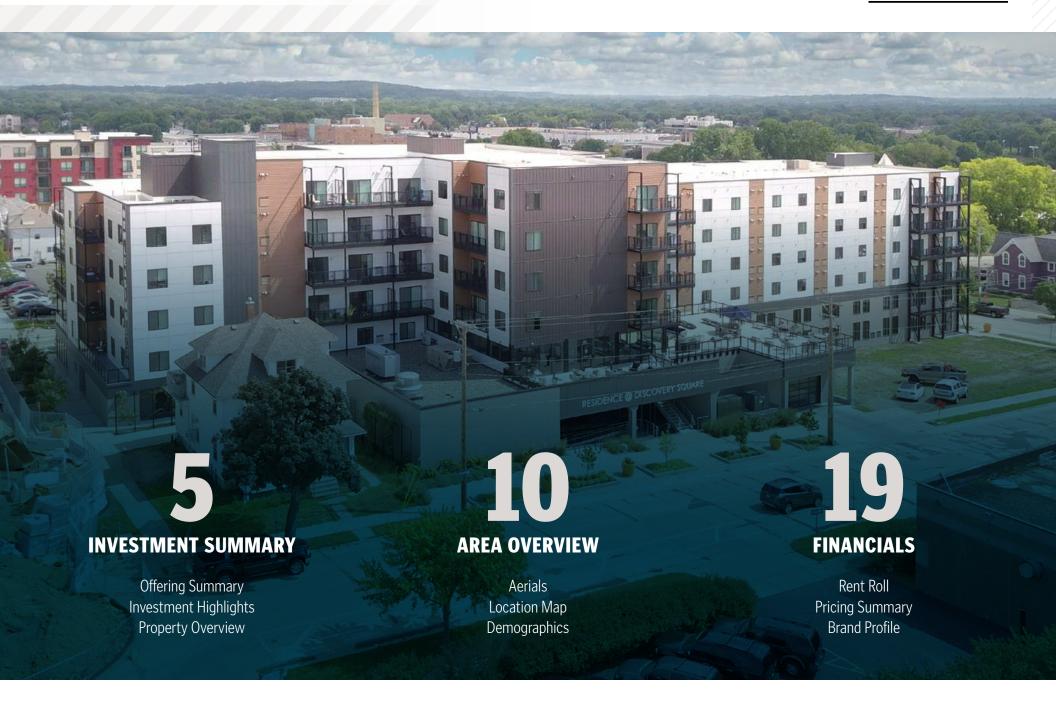
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INVESTMENT HIGHLIGHTS





New Construction | 129-Unit Multi-Family | Future Build-Out Units | 11,831 SF Retail | Additional TIF Income

- Built in 2018, developed by Cornerstone Management Service, and designed by RSP Architects. Both developers and architects have extensive experience and outstanding portfolios
- With over 95% occupied, the multi-family portion is steadily generating cashflow
- 9 work/live townhome style units are planned to be built, providing potential for further revenue
- 11,831 SF ground floor retail provides additional income and convenience for residents
- Taxable Tax Increment Revenue Note provides \$64K semiannual payment throughout Feb. 2047, adding additional Cash Flow for a future investor

Mayo Clinic | Soldiers Memorial Field Park | Nearby Shopping Centers | U.S. Highway 14, 52, 63

- Mayo Clinic, the top 1 hospital ranked by U.S. News and the largest local employer, is a brief 10-min walk in the north
- The property is one block away from the 5 Million+ SF Soldiers Memorial Field Park, which features Golf course, Tennis court, Swimming Pool, and more
- The asset is within close proximity to multiple shopping centers, including Crossroads Shopping Center (188,000 SF), Apache Mall (448,757 SF), and TJ Maxx Plaza (130,000 SF)
- Nearby retail tenants include Hy-Vee, ALDI, Savers, Macy's, H&M, rue 21, and more
- The site is less than 1 mile north of U.S. Highway 14 and 52/63. Both are heavily traveled thoroughfares serving the city of Rochester, with combined 159,000 vehicles passing by daily

OFFERING SUMMARY





OFFERING

Price	\$26,312,000
Net Operating Income	\$1,225,020
Cap Rate	5.00%
TIF Balance	\$1,811,170

PROPERTY SPECIFICATIONS

Property Address 511 3rd Avenue SW Rochester, Minnesota 55902 Stories 7 (1 Underground)
Stories 7 (1 Underground)
Units 138 (9 Under-construction)
Retail Rentable Area 11,831 SF
Gross Building Area 174,020 SF
Land Area 1.01 Acres
Year Built 2018
Parcel Number 64.02.13.083687
Ownership Fee Simple (Land & Building Ownership)

PROPERTY OVERVIEW



LOCATION



Rochester, Minnesota Olmsted County

ACCESS



4th Ave: 2 Access Points

TRAFFIC COUNTS



U.S. Hwy 14: 62,000 VPD Gaylord Nelson Hwy/U.S. Hwy 52 & 63: 97,000 VPD

IMPROVEMENTS



There is approximately 174,020 SF of existing building area

PARKING



There are approximately 131 parking spaces on the owned parcel. (18 spaces pending installation) The parking ratio is approximately 1 stall per unit

PARCEL



Parcel Number: 64.02.13.083687

Acres: 1.01

Square Feet: 43,734

CONSTRUCTION



Year Built: 2018

ZONING



MX-D: Mixed-Use Downtown Medical









Discovery Square is a 16 block sub-district built in collaboration with Mayo Clinic in a highly connected urban life science hub.

Work

Discovery Square is a unique entrepreneurial environment of businesses of all sizes. Vibrant, agile startups bring their unique energy to Discovery Square, while some of the largest and best-respected companies from around the world bring deep expertise to the community. All of this happens in an ecosystem designed to encourage and equip entrepreneurs.

Play

Festivals, museums, dining, shopping and nightlife are all within walking distance of Discovery Square. Plus, nature's beauty surrounds you with hiking and biking trails, trout streams and adventure throughout the region.

Live

Brimming with life and activity,
Discovery Square is nestled in the
urban core of a city that consistently
ranks among the Best Places to Live
by Livability Magazine. A place where
historic neighborhoods meet the social
amenities of a vibrant downtown.

A GLOBAL DESTINATION FOR HEALTH AND WELLNESS



With Mayo Clinic at its heart, Destination Medical Center (DMC) is the largest public-private economic initiative in Minnesota and the catalyst for growth in Rochester.

Destination Medical Center (DMC) is a unique 20-year economic development initiative. The \$5.6 billion plan is the largest in Minnesota's history. With the expansion of Mayo Clinic and DMC growth, Rochester is a global destination for health and wellness and so much more.

In 2013, state officials determined there was a compelling interest to authorize public investments in Rochester to help support Mayo Clinic in Rochester as a global medical destination center. These leaders worked together to develop DMC and create in statute the financing tools and public governance structure necessary to carry out the global destination vision.

With more than \$5 billion in projected private investments over the next 20 years, DMC will provide the public financing necessary to build the public infrastructure and other projects needed to support the vision.

Major Investments to Fuel the Growth Mayo Clinic: \$3.5B over 20 years Additional Private Investments: **\$2.1B over 20 years** State of Minnesota: \$585M over 20 years



In the middle of EVERYWHERE

Rochester, Minnesota is its own special place. It spawned the world-renowned Mayo Clinic, home to those leading the way in life science discoveries and health care innovations. It's the place people go to get better. Where developers are building an epicenter fueled by economic boom and dramatic growth. Where entrepreneurs come to find their place and discover the next big thing. The Destination Medical Center (DMC) initiative puts you in the middle of it all.

In the middle of INNOVATION, GROWTH, INVESTMENT And so much MORE





U.S. News & World Report has again recognized Mayo Clinic as the No. 1 hospital overall and top ranked in fourteen specialties.

Complex care often requires medical experts from more than one specialty. With world-class experts working together across specialties giving unparalleled care, Mayo Clinic is the destination for all who need certainty, options and hope.

U.S. News & World Report 2022-2023 "Best Hospitals Honor Roll" Specialty Rankings

1st Diabetes & Endocrinology

1st Gastroenterology (GI) & GI Surgery

1st Pulmonology & Lung Surgery

1st Urology

2nd Cardiology & Heart Surgery

2nd Obstetrics & Gynecology

2nd Orthopedics

3rd Cancer

4th Geriatrics

4th Rheumatology

6th Ear, Nose & Throat

6th Neurology & Neurosurgery

6th Rehabilitation

7th Psychiatry









Officials at the Destination Medical Center initiative are confident Rochester will hit its \$5.6 billion goal

Published September 16, 2022 • 12:58 PM By Trey Mewes | Star Tribune

About \$1.4 billion in investments have been received since 2013, about a quarter of the amount promised by 2035.

Seven years into a 20-year plan, an ambitious effort to transform downtown Rochester has attracted \$1.4 billion in new development.

Officials with the Destination Medical Center initiative say they're confident of hitting or surpassing the \$5.6 billion goal by the planned end date in 2035.

"I will say here and now that I will be shocked if we don't blow past \$5.6 billion," said Patrick Seeb, executive director of the Destination Medical Center Economic Development Agency.

Rochester has a lot at stake in the plan's success, which looks to transform downtown living, working and recreation facilities as the area hopes to further cement itself as an international medical hub.

A Mayo Clinic-led lobbying effort successfully urged the Minnesota Legislature to offer up \$585 million in taxpayer subsidies for the project in 2013. Known by locals as DMC, the program didn't technically start until 2015, though the community already sought investments under the DMC umbrella. State funding wasn't available until the community crossed a \$200 million investment threshold in 2016.

Since then, the community receives state aid each year for DMC, while the city of Rochester has spent about \$59 million on DMC projects since 2013, with at least another \$36 million committed.

To date, DMC says about \$180 million in public funds have been spent in the community and another \$1.26 billion in private investment. That includes projects such as the ongoing Bryk on Broadway mixed-use workforce housing project and the University of Minnesota Rochester's recent \$50 million deal to lease the DoubleTree by Hilton hotel for the next 12 years to provide student housing.

At DMC's annual meeting Thursday night, local officials highlighted projects big and small, from commercial and research hubs in Discovery Square to replacing the sidewalks downtown, making it easier to remove snow.

At the moment, DMC officials are in early talks with developers to help fund public infrastructure for seven housing developments in or near the downtown area, along with five hotel projects and a life science innovation project.

"You put the public infrastructure in, and then the public and private investment follows that," said Pam Wheelock, chair of the Destination Medical Center Corp.

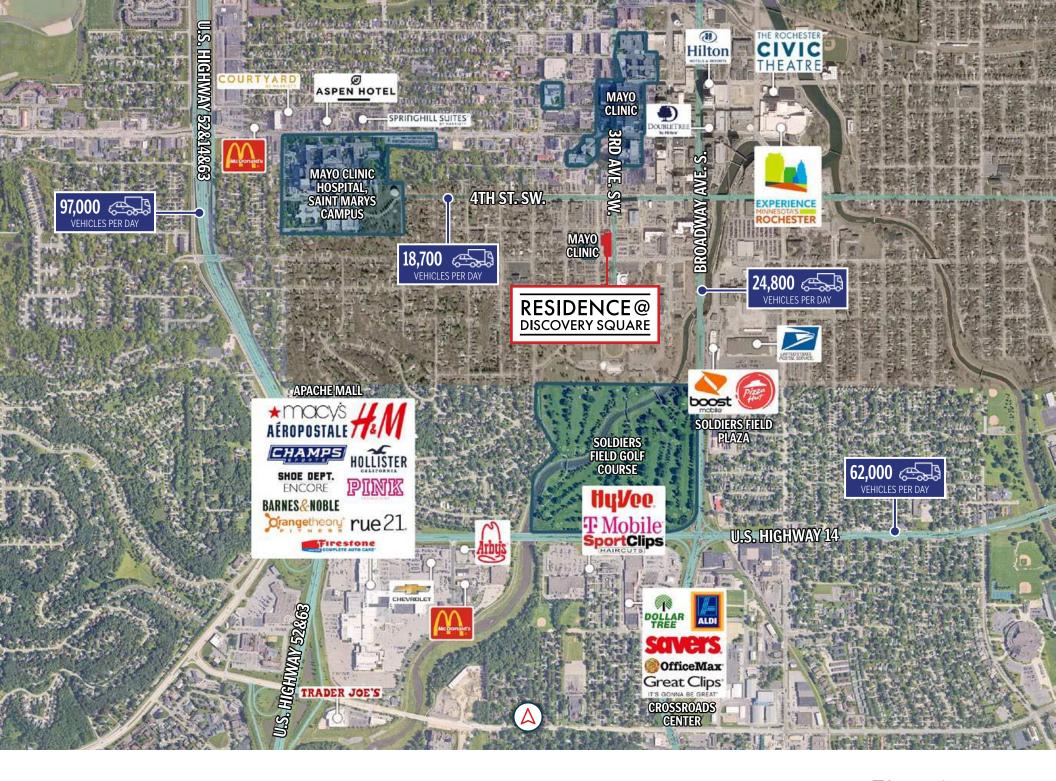
That doesn't count DMC's role in a future waterfront district, where the city of Rochester has \$300 million to develop 5.5 acres near the Zumbro River with commercial, residential and recreational space. The Rochester City Council approved the plan in July. Seeb said DMC hasn't yet discussed how much it could contribute.

DMC officials are looking to build on projects that soon will be completed, such as the Discovery Walk pathway along 2nd Ave. SW. to Soldiers Field. A third Discovery Square hub could be in the works in the future, along with pathways connecting Soldiers Field Memorial Park in the southwest part of downtown to Silver Lake Park in the northeast.

"This is a long-term play," Wheelock said. "It's really about how does this reset the path for a community for the next generation or two or three."









ROCHESTER HIGHLIGHTS



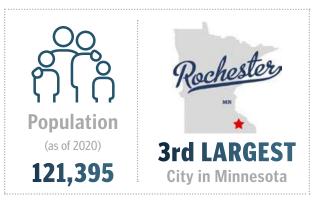




NATIONALLY RANKED

in **14** Adult Specialties in **10** Children's Specialties

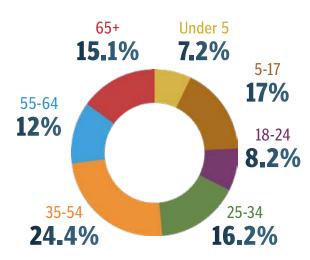


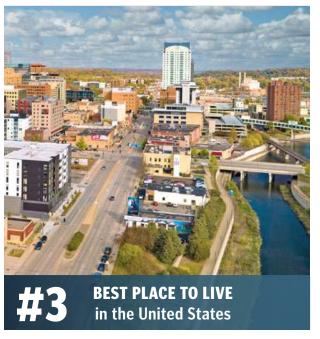


MAJOR EMPLOYERS (2020)

Mayo Clinic	40,100
Rochester Public Schools	2,872
IBM	2,791
Olmsted Medical Center	1,372
Olmsted County	1,301
City of Rochester	1,181
Spectrum	672
Cardinal of Minnesota	526
RCTC	500
Benchmark Electronics	495

AGE DISTRIBUTION





AREA DEMOGRAPHICS



	1 Mile	3 Miles	5 Miles
Population			
2022 Estimated Population	13,457	76,657	114,400
2027 Projected Population	14,111	78,188	116,900
2010 Census Population	12,315	69,107	100,868
Projected Annual Growth 2022 to 2027	0.95%	0.40%	0.43%
Historical Annual Growth 2010 to 2020	0.08%	0.81%	1.04%
Households & Growth			
2022 Estimated Households	6,982	33,111	47,924
2027 Projected Households	7,350	33,912	49,164
2010 Census Households	5,938	29,145	41,296
Projected Annual Growth 2022 to 2027	1.03%	0.48%	0.51%
Historical Annual Growth 2010 to 2020	0.89%	1.02%	1.25%
Income			
2022 Estimated Average Household Income	\$92,129	\$112,321	\$116,164
2022 Estimated Median Household Income	\$54,567	\$77,004	\$81,299
2022 Estimated Per Capita Income	\$48,092	\$48,396	\$48,669
Businesses & Employees			
2022 Estimated Total Businesses	983	3,046	4,286
2022 Estimated Total Employees	120,413	149,287	169,784

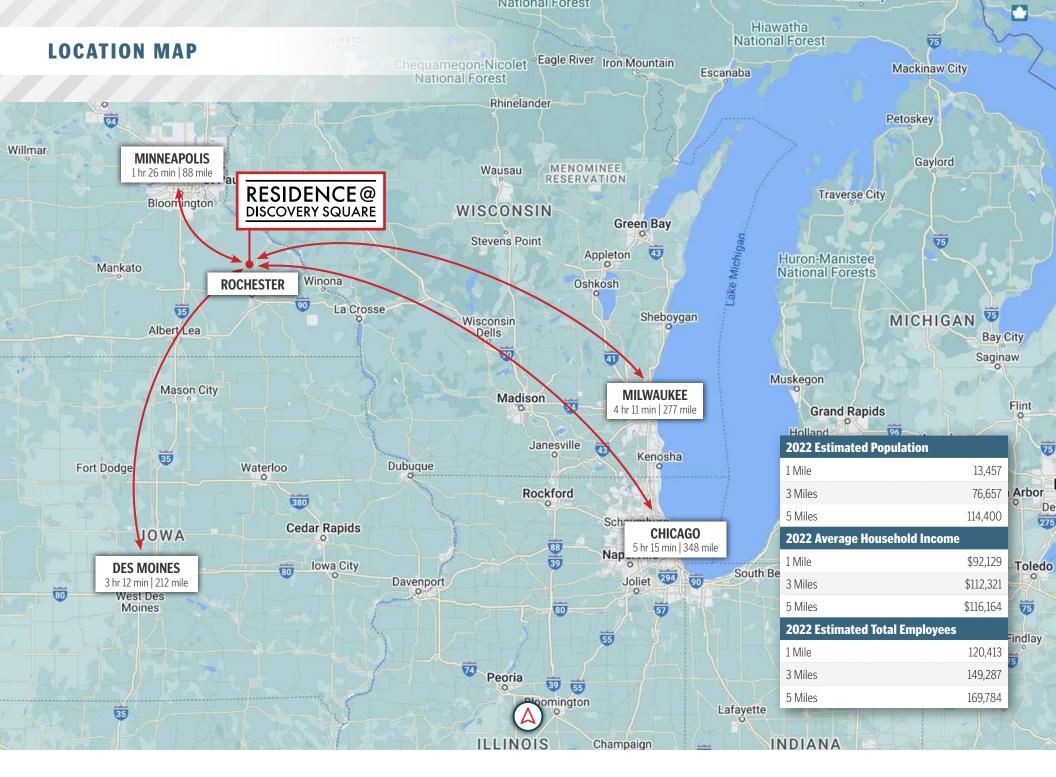












UNIT MIX & RENT ROLL



	Multi-Family Unit Mix											
Unit Type	Average Unit Size	# of Units	Exclude UoM Master Leased	Market Rent PSF	Revenue Monthly	Revenue Annually	In-Place Occupancy	Stabilized Revenue (At 95% Occupancy)				
Studio	559 SF	51	39	\$2.05	\$44,708	\$536,493	92%	\$509,668				
1B	827 SF	40	20	\$2.00	\$33,064	\$396,768	95%	\$376,930				
1B+Den	726 SF	30	22	\$2.10	\$33,554	\$402,642	100%	\$382,510				
2B	1131 SF	8	5	\$2.20	\$12,444	\$149,325	80%	\$141,859				
Total (1)		129	86		\$123,769	\$1,485,228		\$1,410,967				

^{1. 9} work/live townhome style to-be-built units are not included in the above unit-mix

	Retail Rent Roll											
Suite #	Tenant Name	Size SF	Pro Rata (SF)	Rent Monthly	Rent \$/SF/Mo	Rent Annually	Rent \$/SF/Yr	Pro Rata (\$)	Lease Start Date	Lease End Date		
101	Knuston Construction	772	7%	\$2,059	\$2.67	\$24,704	\$32.00	8%	TBD	MTM		
102	U of M	2,790	23%		(Included in Residential Units Master Lease) TBD							
103	Vacant	8,359	71%	\$22,291	\$2.67	\$267,488	\$32.00	92%	TBD	MTM		
	Total Occupied	3,562	30%	\$2,059	\$0.58	\$24,704	\$6.94	8%				
	Total Vacant	8,359	70 %	\$22,291	\$2.67	\$267,488	\$32.00	92%				
	Total / Wtd. Avg:	11,921	100%	\$24,349	\$2.04	\$292,192	\$24.51	100%				

UoM Master Lease									
Tenant Name	Lease Start	Lease End	Begin	Increase	Monthly	Annually	Options		
University of Minnesota, Rochester	Aug. 2020	Jul. 2024	Current	-	\$62,182	\$746,181	4 (2-Year)		
37 Residential Units (2) and 2,790 SF Retail Space	ce		Aug. 2023	1.5%	\$63,084	\$757,003			

^{2.} UoM Master leases 43 Units and combinning into 37 units

PRICING SUMMARY



Operating Cash Flow	In-Place
Potential Multi-family Rental Revenue (1)	\$2,231,409
Retail Rental Revenue	\$292,192
Garage Rental Revenue (2)	\$145,965
Other Income (3)	\$14,110
Gross Potential Revenue	\$2,683,676
Multi-family Rental Vacancy	(\$74,261)
Retail Rental Vacancy	(\$267,488)
Effective Gross Revenue	\$2,341,927
Less Expenses	(\$1,116,907)
Net Operating Income	\$1,225,020

Pricing Summary	
Asking Price	\$26,312,000
Net Operating Income	\$1,225,020
In-Place Cap Rate	5.00%
TIF Balance	\$1,811,170

Operating Expenses (4)	In-Place
Payroll and Wages	\$142,179
General Admin	\$142,193
Utilities	\$220,972
Repair & Maintenance	\$92,613
Real Estate Tax	\$452,960
Insurance	\$60,512
Other Taxes	\$5,477
Total	\$1,116,907

No	tes
1.	Potential Multi-family Rental Revenue includes UoM Master Lease Revenue
2.	Garage Rental Revenue assumes \$125/space and 90% of occupancy
3.	Other Income includes Pet Fee, Late Fee, Security Deposit Forfeit, Reimbursement, and other miscellaneous income. Other Income is estimated based on Income Statement
4.	Expenses are per Trailing 12 months Income Statement as of 8/1/2022



For the Years Ending	%	Actual Aug-2022	Year 1 Aug-2023	Year 2 Aug-2024	Year 3 Aug-2025	Year 4 Aug-2026	Year 5 Aug-2027	Year 6 Aug-2028	Year 7 Aug-2029	Year 8 Aug-2030	Year 9 Aug-2031	Year 10 Aug-2032
Base Residential Revenue	100.00% \$	1,485,228	1,507,506 \$	1,530,119 \$	1,553,071 \$	1,576,367 \$	1,600,012 \$	1,624,013 \$	1,648,373 \$	1,673,098 \$	1,698,195 \$	1,723,668
Absorption & Turnover Vacancy	(5.00%)	(74,261)	(75,375)	(76,506)	(77,654)	(78,818)	(80,001)	(81,201)	(82,419)	(83,655)	(84,910)	(86,183)
To-be-built Units Revenue	0.00%	0	0	106,272	215,732	218,968	222,253	225,586	228,970	232,405	235,891	239,429
Gross Residential Revenue		1,410,967	1,432,131	1,559,885	1,691,149	1,716,517	1,742,264	1,768,398	1,794,924	1,821,848	1,849,176	1,876,914
Base Retail Revenue	19.67%	292,192	298,036	303,997	310,076	316,278	322,604	329,056	335,637	342,349	349,196	356,180
Absorption & Turnover Vacancy	(18.01%)	(267,488)	(272,838)	(15,200)	(15,504)	(15,814)	(16,130)	(16,453)	(16,782)	(17,117)	(17,460)	(17,809)
Gross Retail Revenue		24,704	25,198	288,797	294,573	300,464	306,473	312,603	318,855	325,232	331,737	338,371
UoM Master Lease Revenue	50.24%	746,181	757,374	768,735	780,266	791,970	803,849	815,907	828,146	840,568	853,176	865,974
Garage Rental Revenue	9.83%	145.965	\$148.154	\$150,377	\$152,632	\$154,922	\$157,246	\$159,604	\$161,999	\$164,428	\$166,895	\$169,398
Other Revenue	0.95%	14,110	14,321	15,599	16,911	17,165	17,423	17,684	17,949	18,218	18,492	18,769
Effective Gross Revenue	157.68%	2,341,927	2,377,179	2,783,392	2,935,532	2,981,038	3,027,255	3,074,197	3,121,873	3,170,295	3,219,476	3,269,426
Operating Expenses												
Payroll and Wages	(9.57%)	(142,179)	(144,312)	(146,476)	(148,674)	(150,904)	(153,167)	(155,465)	(157,797)	(160,164)	(162,566)	(165,005)
General Admin	(4.94%)	(73,338)	(74,438)	(75,555)	(76,688)	(77,838)	(79,006)	(80,191)	(81,394)	(82,615)	(83,854)	(85,112)
Utilities	(14.88%)	(220,972)	(224,287)	(227,651)	(231,066)	(234,532)	(238,050)	(241,620)	(245,245)	(248,923)	(252,657)	(256,447)
Repair & Maintenance	(6.24%)	(92,613)	(94,002)	(95,412)	(96,844)	(98,296)	(99,771)	(101,267)	(102,786)	(104,328)	(105,893)	(107,481)
Real Estate Tax	(30.50%)	(452,960)	(459,755)	(466,651)	(473,651)	(480,756)	(487,967)	(495,287)	(502,716)	(510,257)	(517,910)	(525,679)
Insurance	(4.07%)	(60,512)	(61,420)	(62,341)	(63,276)	(64,225)	(65,189)	(66,166)	(67,159)	(68,166)	(69,189)	(70,227)
Management Fee	(4.64%)	(68,855)	(69,888)	(70,936)	(72,000)	(73,080)	(74,176)	(75,289)	(76,418)	(77.565)	(78,728)	(79,909)
Other Taxes	(0.37%)	(5,477)	(5,559)	(5,643)	(5,727)	(5,813)	(5,900)	(5,989)	(6,079)	(6,170)	(6,262)	(6,356)
Total Operating Expenses	(75.20%)	(1,116,907)	(1,133,660)	(1,150,665)	(1,167,925)	(1,185,444)	(1,203,226)	(1,221,274)	(1,239,593)	(1,258,187)	(1,277,060)	(1,296,216)
Net Operating Income	82.48%	1,225,020	1,243,519	1,632,727	1,767,607	1,795,594	1,824,030	1,852,923	1,882,280	1,912,108	1,942,416	1,973,211
Capital Costs												
Future Build-out / Tenant Improvement	0.00%	0	(921,000)	(900,000)	0	0	0	0	0	0	0	0
Capital Reserve	(0.62%)	(9,188)	(9,326)	(12,245)	(13,257)	(13,467)	(13,680)	(13,897)	(14,117)	(14,341)	(14,568)	(14,799)
Total Leasing & Capital Costs	(0.62%)	(9,188)	(930,326)	(912,245)	(13,257)	(13,467)	(13,680)	(13,897)	(14,117)	(14,341)	(14,568)	(14,799)
TIF Income	4.33%	64,376	128,751	128,751	128,751	128,751	128,751	128,751	128,751	128,751	128,751	128,751
Cash Flow Before Debt & Tax	86.20%	1,280,208	441,944	849,233	1,883,101	1,910,878	1,939,101	1,967,777	1,996,914	2,026,518	2,056,599	2,087,163
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Cap Rate	-	5.00%	5.08%	6.66%	7.21%	7.33%	7.45%	7.56%	7.68%	7.80%	7.93%	8.05%

Notes:

- 1. Analysis assumes a cost of \$1,800,000 for 9 live/work townhome style units construction
- 2. Analysis assumes a cost of \$21,000 for 18 additional surface parking stalls
- 3. Capital Reserve is calculated at 0.75% of Net Operating Income

DEVELOPER PROFILE









CORNERSTONE MANAGEMENT SERVICES

cornerstonemgmt.com

Cornerstane

7 Commerical/Multi-Family Buildings **31** Senior Living Communities **\$120,000,000** Investment Value

Cornerstone Management is a Management Service Organization with locations in Minnesota, Iowa, Wisconsin, Colorado, and New Jersey. Cornerstone is headquartered in Rochester, MN and specializes in Senior Housing Management, Commercial and Multi-Family Management, Facility Services, and Property Brokerage. Cornerstone clients include individual investors, municipalities, corporations, and institutions.

CRW ARCHITECTURE

crwarchitecture.com

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HAMIITON INH MANAGEMENT

hamiltoninhmanagement.com



Hamilton INH Management was launched through a partnership between two industry experts with over 75 years operating experience amongst our firms. Through integrity and professionalism our mission is to fulfill the goals of our clients. Our focus is to provide high quality, cost effective and cutting edge commercial real estate management services. We are serving the Southern Minnesota market and offer brokerage, development and consulting services to complement our commercial and residential management.



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