

VALENTINA PLAZA

GOODWILL ANCHORED RETAIL CENTER

VALUE-ADD OPPORTUNITY



1820-1856 PERRY ST,
PONTIAC, MI 48340

Marcus & Millichap
SHARKO | WEISENBECK | MENDOZA
GROUP

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\$2,993,392

LIST PRICE



7.72%

CAP RATE



\$94.05

PRICE / SF



\$231,098

NET OPERATING INCOME



THE OFFERING

This anchored value-add center is situated on a 4.11-acre site along Perry Street in Pontiac, Michigan. Oakland County Michigan Works! One Stop Service Center accounts for 46% of total rental income and has occupied the property since 2018. The tenant is operated by Goodwill of Greater Detroit and has one, three-year renewal option remaining.

Early Childhood Development Center provides additional stability with more than 7.5 years of lease term remaining, a net-leased structure and two, five-year renewal options. Approximately 10,000 square feet of vacant space offers a meaningful lease-up opportunity and potential upside.

The property is located 1.7 miles from two Interstate 75 interchanges and within an established business and industrial corridor. The surrounding area includes major corporate headquarters, manufacturing facilities, distribution centers and 16 hotels within three miles.

Nearby institutions include Oakland University (15,979 students) and Baker College of Auburn Hills (3,572 students). The area has a daytime population of 116,687, while 151,877 people live within five miles and earn an average household income of \$108,141.



Auburn Heights
Apartments | 256 units



Colonial Meadows
Apartments | 82 units

Auburn West
70 units



Pontiac Foodland
Grocery Store

Club One of Auburn
Hills | 351 units



Pontiac Village
Estates | 77 units



 Perry Street
13,364 VPD

SUBJECT PROPERTY



VALENTINA PLAZA

1820-1856 PERRY ST, PONTIAC, MI 48340

FINANCIAL SUMMARY

PRICE	\$2,993,392
CAP RATE	7.72%
PRO-FORMA CAP RATE	11.94%

Price/ SF	\$94.05
Gross Leasable Area	31,828 SF
Year Built	2009
Lot Size	4.11 Acres +/-
Parcel Numbers	14-15-226-002
Parking	65 Surface Spaces +/-

Current Rent	\$285,058
Total Reimbursements	\$73,312
Vacancy/Collection Allowance	(\$100,000)
Effective Gross Income	\$358,370
Expenses	\$127,272
NOI	\$231,098

5-Year CAGR	2.19%
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PROPOSED FINANCING

LTV	60%
Interest Rate Amortization	6.45% 25 Years
Down Payment	\$1,197,357
First Trust Deed/Mortgage	\$1,796,035
Debt Service	\$144,851
Debt Coverage Ratio	1.60
Net Cash Flow After Debt Services Return %	\$86,247 7.20%
Principal Reduction	\$29,880
Total Return Return %	\$116,127 9.70%
Loan Constant	8.07%



CASH FLOW YR 1 - STARTING 1/1/2027

BASE RENT	CURRENT	PER SF	PRO FORMA	PER SF
Occupied Space	\$285,058	\$13.06	\$385,058	\$12.10
Available Space	\$100,000	\$10.00	-	-
Gross Potential Rent	\$385,058	\$12.10	\$385,058	\$12.10
Expense Reimbursements				
Real Estate Taxes	\$37,558	\$1.18	\$73,442	\$2.31
Insurance	\$8,825	\$0.28	\$12,325	\$0.39
CAM	\$26,929	\$0.85	\$42,002	\$1.32
Management Fee	-	-	\$3,582	\$0.11
Total Expense Reimbursements	\$73,312	\$2.30	\$131,352	\$4.13
Gross Potential Income	\$458,370	\$14.40	\$516,410	\$16.23
Vacancy/Collection Allowance	(\$100,000)	(\$3.14)	-	-
Effective Gross Income	\$358,370	\$11.26	\$516,410	\$16.23
Expenses				
Real Estate Taxes	\$56,755	\$1.78	\$88,412	\$2.78
Insurance	\$11,140	\$0.35	\$11,140	\$0.35
CAM	\$47,975	\$1.51	\$47,975	\$1.51
Management Fee	\$11,402	\$0.36	\$11,402	\$0.36
Total Expenses	\$127,272	\$4.00	\$158,929	\$4.99
NET OPERATING INCOME	\$231,098	\$7.26	\$357,480	\$11.23

Note: The Proforma side of the model is underwritten to take into account the increase in taxes with a pending sale. The tax expense shows an estimated calculation for the new tax bill with the 2024 millage rate and estimated uncapped value. The tax reimbursements on the proforma are also calculated to show the leakage due to Goodwill's tax cap.



CAM BREAKDOWN

CAM	CURRENT	PER SF
Snow Removal	\$21,545	\$0.68
Landscaping	\$17,565	\$0.55
Utilities	\$8,257	\$0.26
Maintenance	\$608	\$0.02
TOTAL CAM	\$47,975	\$1.51

EXPENSE REIMBURSEMENTS

TENANT	TAXES	INSURANCE	CAM	MGMT FEE	PSF	GROSS INCOME
Vacant	-	-	-	-	-	-
Goodwill	\$23,027	\$5,973	\$14,646	-	\$3.19	\$43,646
Early Childhood Development Center	\$14,531	\$2,852	\$12,283	-	\$3.64	\$29,666
TOTAL	\$37,558	\$8,825	\$26,929	-	\$6.83	\$73,312



RENT ROLL

TENANT / SUITE #	SF Leased	% OF TOTAL SF	START	END	OCCUPANCY REMAINING (YRS)	RENT SCHEDULE						% OF TOTAL RENT	RENEWAL OPTIONS	LEASE TYPE & STRUCTURE
						PERIOD	CHANGES ON	MONTHLY RENT	ANNUAL RENT	RENT/ SF	INCREASE			
Vacant	10,000	31.42%	-	-	-	Base	Current	\$8,333	\$100,000	\$10.00	-	27%	-	-
Retail, Suite 1820						-	-	-	-	-	-			

Notes: Rent assumption based off pro forma of \$10/Sf.

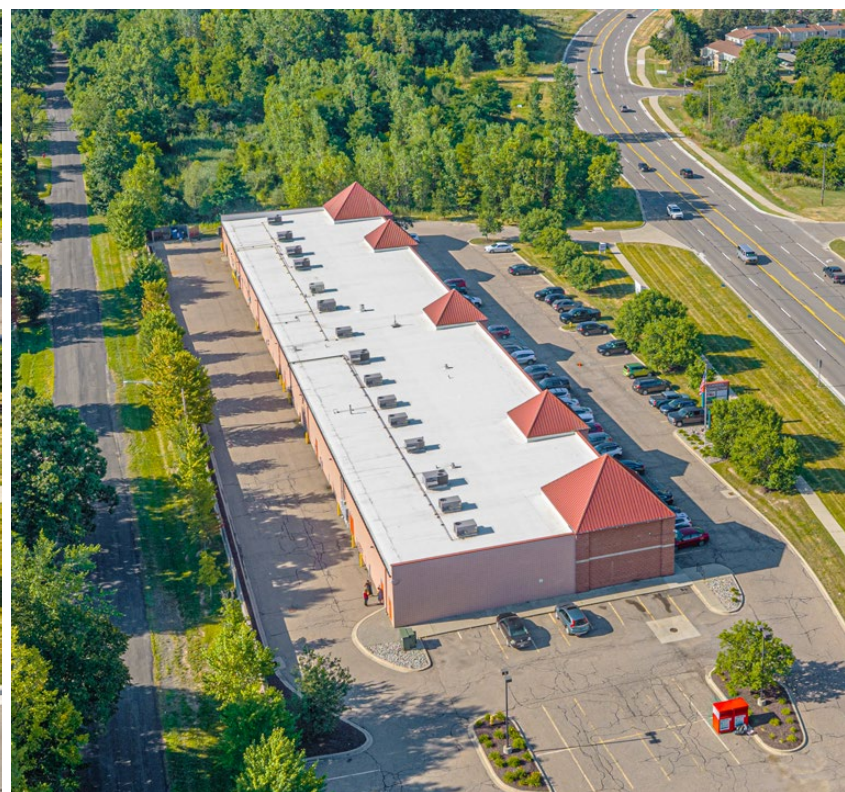
Goodwill	13,679	42.98%	11/1/2018	10/31/2027	0.8 Years	Base	Current	\$14,249	\$170,988	\$12.50	-	46%	1, 3-Year	Modified
Retail, Suite 1850						Option 1	11/1/2027	\$14,819	\$177,827	\$13.00	4%			
T: Goodwill Industries of Greater Detriot						-	-	-	-	-	-			

Notes: Non-cumulative CAM cap of 5%; non-cumulative additional rent floor of \$43,645 per year. Rent abatement for the month of October 2027. In the event the property is sold, lessee will not be responsible for any increase in the property tax portion of the additional rent caused by the property being uncapped as it relates to the property taxes. Lessee responsible for up to \$500 per unit in annual HVAC maintenance.

Early Childhood Development Center	8,149	25.60%	4/1/2023	8/31/2034	7.7 Years	Base	Current	\$8,732	\$104,782	\$12.86	-	28%	2, 5-Year	Net
Retail, Suite 1856						-	9/1/2026	\$9,411	\$112,930	\$13.86	8%			
T: Early Childcare Development Center, a Michigan Domestic Nonprofit Corporation & Worship Outreach Development Center						-	9/1/2029	\$9,852	\$118,227	\$14.51	5%			
						-	9/1/2030	\$10,316	\$123,789	\$15.19	5%			
						-	9/1/2032	\$10,831	\$129,975	\$15.95	5%			

Notes: Tenant responsible for HVAC repair and maintenance. CapEx and replacement costs part of CAM expense pool.

Occupied	21,828	69%							\$285,058	\$13.06				
Vacant	10,000	31%							\$100,000	\$10.00				
Total	31,828	100%							\$385,058	\$12.10				



GOODWILL OF GREATER DETROIT ANCHORED VALUE-ADD CENTER

- Oakland County Michigan Works! One Stop Service Center anchors the property and accounts for 46% of total rental income
 - › The career center has operated at the property since 2018 and is managed by Goodwill of Greater Detroit
 - › Oakland County Michigan Works! provides employment resources, workforce training, job-search assistance and business services as part of the American Job Center network
 - › Tenant has one, three-year renewal option remaining
- Approximately 10,000 square feet of vacant space provides a significant lease-up and value-add opportunity

LONG-TERM EARLY CHILDHOOD EDUCATION TENANT

- Early Childhood Development Center has more than 7.5 years of lease term remaining
 - › Tenant has operated at the property since 2023
 - › Net-leased structure limits landlord responsibilities
 - › Lease includes two, five-year renewal options

STRATEGIC INTERSTATE LOCATION BORDERING AUBURN HILLS

- Situated on a 4.11-acre site with frontage along Perry Street, which sees 14,823 vehicles per day
- Approximately 1.7 miles from two Interstate 75 interchanges with traffic counts of 125,910 vehicles per day
- Positioned on the border of Auburn Hills, a sought after, attractive market of the Detroit MSA
 - › One of Metro Detroit's leading corporate and automotive employment hubs, home to Stellantis, BorgWarner and numerous automotive and technology companies
 - › Strong regional retail and entertainment draw, anchored by Oakland University and Great Lakes Crossing Outlets, Michigan's largest enclosed outlet center

PROXIMITY TO MAJOR UNIVERSITIES

- Approximately 2.6 miles from Oakland University, which enrolls 15,979 students
- Less than one mile from Baker College of Auburn Hills, which enrolls 3,572 students

MAJOR CORPORATE AND EMPLOYMENT CORRIDOR

- Surrounded by major corporate headquarters, engineering facilities, manufacturing operations and distribution centers
 - › Nearby employers include Stellantis North America, FANUC America, Forvia/Faurecia, Henniges Automotive, GM Propulsion Systems, Amazon, Volkswagen Group of America, Audi of America, PHINIA, Molex, HIROTEC America and US Farathane
- Sixteen hotels are located within a three-mile radius, supporting consistent business travel and corporate demand
- Daytime population of 116,687

STRONG AREA DEMOGRAPHICS

- Population of 151,877 within a five-mile radius
- Average household income of \$108,141 within five miles



GOODWILLDetroit.ORG

- » Goodwill of Greater Detroit works with local municipalities to operate Michigan Works! One Stop Service Centers
- » Currently operates two Oakland County Michigan Works! One Stop Service Centers (Pontiac and Novi)
- » The Pontiac center offers free access to job search tools, training programs, and business services that open doors to employment opportunities across the region.
- » The center is proudly part of the American Job Center network.



GOODWILL.ORG

- » Leading United States nonprofit thrift retail shop
- » More than 3,400 Goodwill stores in United States and Canada, along with an online store
- » In 2025, Goodwill served over 2.1 million individuals worldwide and helped more than 141,935 people train for careers in industries such as banking, IT, health care, and more
- » Ranked #10 among the Top 100 Largest United States Charities in 2025 (Forbes)
- » Founded in 1902



EARLYCHILDCAREDEVELOPMENT.ORG

4.6 ★ 9 GOOGLE REVIEWS

- » Provides early childhood development programs to 4 different groups: Infant, toddler, preschool, and Kindergarten prep
- » Focused on high-quality early childhood education and care
- » Mission-driven organization committed to making a lasting impact on children and families
- » Emphasis on a discovery-based learning
- » On-going professional development courses are offered to teachers to ensure they provide the best care and experience
- » Teaches both English and Spanish to help children develop bilingual skills



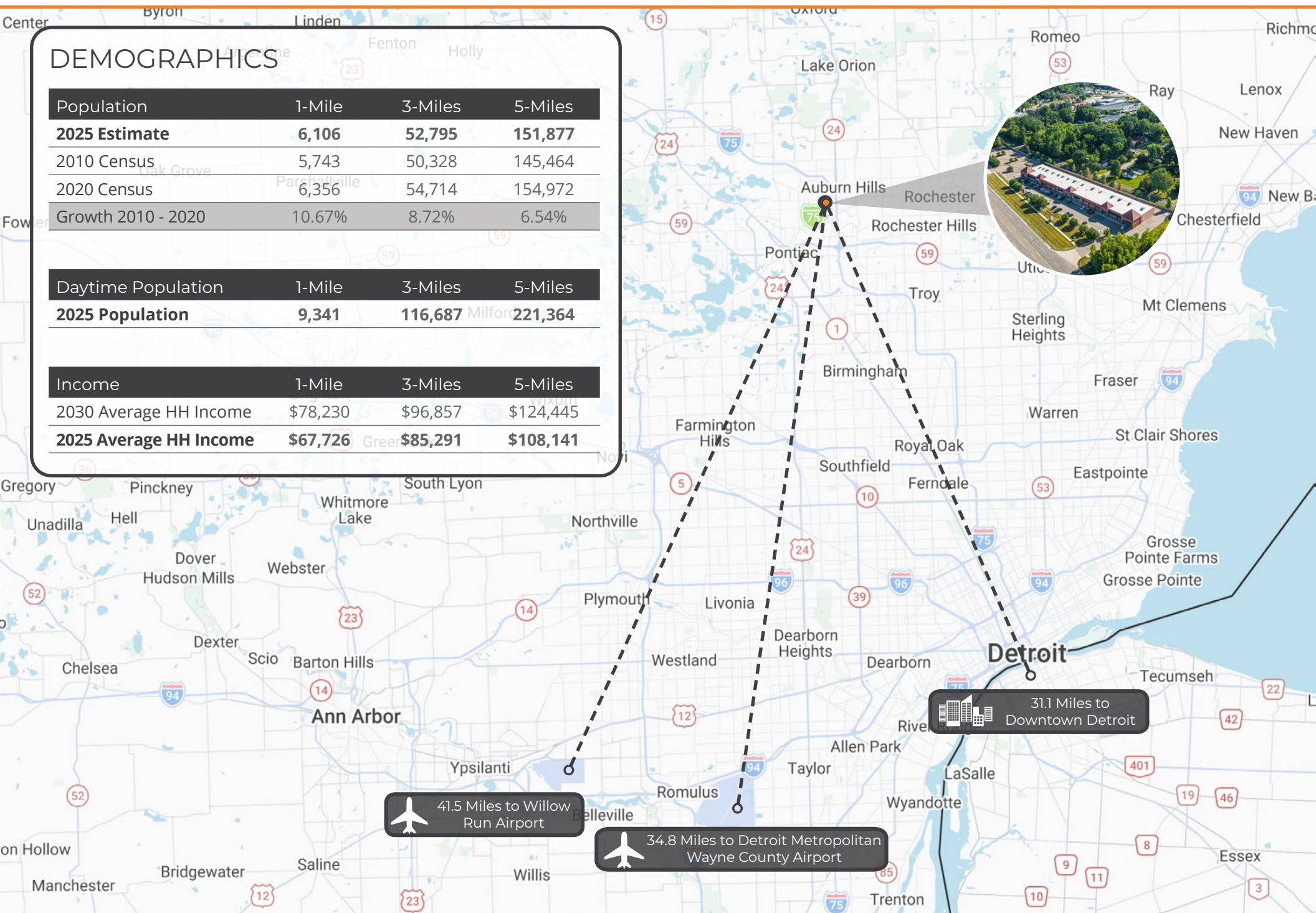
LOCATION OVERVIEW

DEMOGRAPHICS

Population	1-Mile	3-Miles	5-Miles
2025 Estimate	6,106	52,795	151,877
2010 Census	5,743	50,328	145,464
2020 Census	6,356	54,714	154,972
Growth 2010 - 2020	10.67%	8.72%	6.54%

Daytime Population	1-Mile	3-Miles	5-Miles
2025 Population	9,341	116,687	221,364

Income	1-Mile	3-Miles	5-Miles
2030 Average HH Income	\$78,230	\$96,857	\$124,445
2025 Average HH Income	\$67,726	\$85,291	\$108,141



AERIAL



CITY IN OAKLAND COUNTY, MI

- Roughly 26 miles from downtown Detroit
- Part of the Detroit metropolitan area

LARGE MANUFACTURING AND ENGINEERING INDUSTRIES

- Long recognized as a key automotive manufacturing and engineering center within the Detroit MSA
- General Motors maintains a presence in Pontiac through its Engineering Center, Metal Center, and Redistribution Center
- Major employers include United Wholesale Mortgage and Williams International, both of which occupy former GM properties

EASILY ACCESSIBLE

- Served by Amtrak, which provides service to Chicago and Detroit
- Close proximity to Oakland County International Airport
 - › Approximately 400 aircraft operations per day
- 35 miles to Detroit Metropolitan Airport
 - › Welcomes over 31 million passengers annually and facilitates over 800 flights per day
- SMART operates local and regional bus transit
- Interstate 75, M-1, M-59, and US 24 all run through the city

NEW DEVELOPMENTS

- 3,360 SF dispensary is currently under construction | Set to finish later in 2026
- 110-unit apartment building was built in 2026
- 4,000 SF parking garage was built in 2024
- 6,800 SF warehouse was built in 2024
- Proposed:
 - › 165,000 SF manufacturing facility
 - › 35,000 SF apartment
 - › 9,000 SF shopping center

TOURISM & ENTERTAINMENT DRIVERS

- M1 Concourse | Premier automotive destination featuring an 87-acre motorsports campus and 1.5-mile performance track
- The Crofoot | Historic entertainment venue hosting concerts, festivals, and live events throughout the year
- Pontiac Transportation Museum | Celebrates Pontiac's rich automotive heritage through historic vehicles and exhibits
- Home to Erebus Haunted Attraction and The Realm of Darkness, two of Michigan's most well-known haunted houses

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