

FOR
SALE

COLUMBIA EAST MARKETPLACE

7351-7361 ASSATEAGUE DRIVE, JESSUP, MARYLAND 20794

MOM
MOM's Organic Market

OLLIE'S
GOOD STUFF CHEAP

Capital Markets | National Retail Partners

CBRE

THE OFFERING

CBRE's National Retail Partners are proud to present the opportunity to purchase Columbia East Marketplace, a grocery-anchored community shopping center located in Jessup, Maryland, an affluent and growing trade area within the Baltimore-Washington MSA. The property features a strong mix of national and regional tenants combined with an outstanding assortment of traffic generating tenants.



Total Offering GLA
172,676 SF



Occupancy
99.2%



Year 1 NOI
\$2,872,812



Available Space
1,315 SF



Grocer Anchor
16,000 SF



\$14.7MM
\$919 PSF (31% increase from 2019)



Destination Co-Anchor
33,002 SF



\$6.05MM
\$183 PSF (11% increase from 2019)



National Tenants



Traffic Generating Eateries



Specialty Grocer with Outstanding Sales

Columbia East Marketplace is anchored by MOM's Organic Market, the #1 leading independent grocer in the region (*Food World, June 2020*), and the only MOM's in Howard County. MOM's has anchored the property since the site's redevelopment in 2006. The grocer initially occupied 10,805 SF, and in 2018 they executed a lease amendment to expand their premises by an additional 5,195 SF for a total of 16,000 SF. The expansion space opened to customers in late 2019. The current lease term runs through May 2032 and features 5% rent increase every five years. MOM's bring customers from an extensive trade area with the next closest MOM's 18 miles away.



#1 independent grocer in the region

Term through **2032**

\$14.7MM in sales (31% increase from 2019)

Co-anchoring the property is a 33,002 SF Ollie's Bargain Outlet. Ollie's lease features term through June 2026 and one (1) additional five-year option. Ollie's is an outstanding performer at this location with sales of \$6.05M in 2020 (\$183 PSF), 41% above the retailer's national store average of \$4.3M.



OLLIE'S Bargain
OUTLET
"GOOD 'N' CHEAP"
ONE OF AMERICA'S LARGEST RETAILERS OF CLOSEOUTS, EXCESS INVENTORY, & SALVAGE MERCHANDISE

Term through **2026**

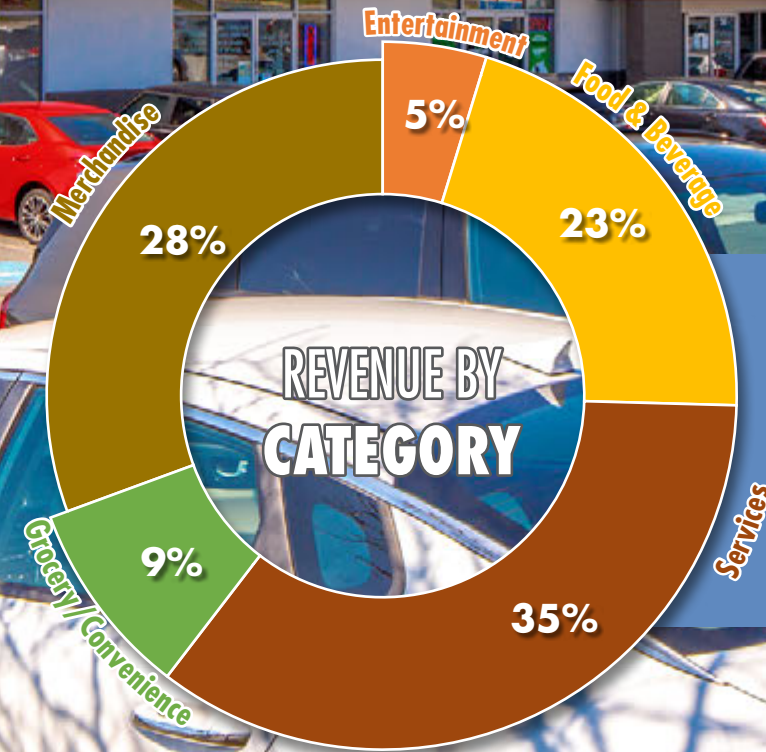
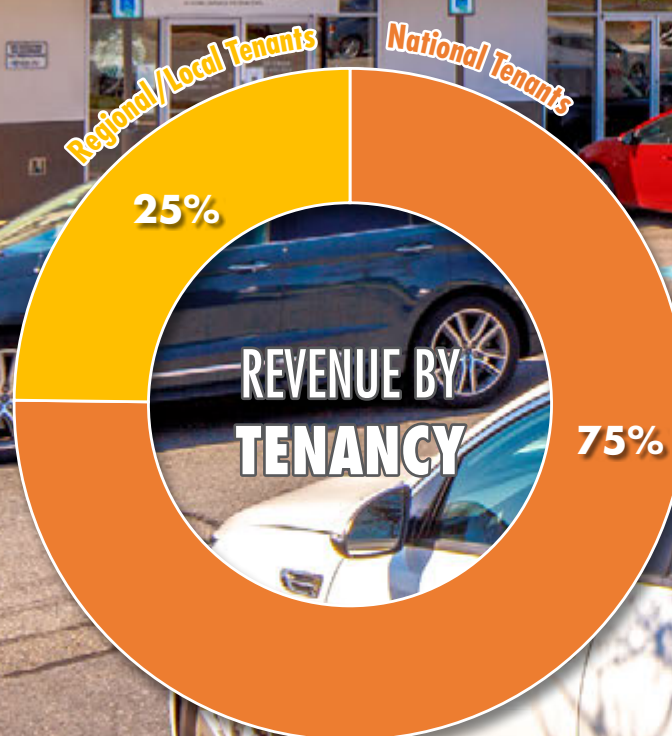
\$183 PSF in sales (11% increase from 2019)

41% ↑ than national store average

National Tenants with Cash Flow Stability

Columbia East Marketplace is leased to an outstanding collection of national credit and local tenants with a proven track record of strong sales, high occupancy and tenant retention. The merchandizing at the property is completed by a strategic collection of traffic generating service-based tenants including grocery, services, entertainment, and eateries that are virtually immune to e-commerce competition.

Tenant Name	SF	% of Total GLA
Ollie's	33,002	19.1%
MOM's	16,000	9.3%
Goodwill	15,312	8.9%
Dollar Tree	11,362	6.6%
Paul Mitchell Schools (Hair Expressions)	11,291	6.5%
Monster Mini Golf	11,137	6.4%
Advance Auto	8,805	5.1%
Maaco	7,443	4.3%
Maximum Fitness	6,870	4.0%
SafeSplash	6,749	3.9%
MOM's (Warehouse)	5,291	3.1%
IHOP	5,000	2.9%
Paul Mitchell Schools (Hair Expressions)	4,763	2.8%
Xfinity (Comcast)	4,167	2.4%
Affordable Dentures	2,714	1.6%
Squisito Too NY Pizza & Pasta	2,714	1.6%
WNB Factory	2,700	1.6%
Myanmar Asian Market	2,692	1.6%
Panda Express	2,350	1.4%
Pollo Fiesta II	2,031	1.2%
Starbucks	1,727	1.0%
Jerry's Subs	1,655	1.0%
Tiffany Nail & Spa	1,373	0.8%
Available	1,315	0.8%
Enterprise Rent-A-Car	1,295	0.7%
On Site Personnel	1,009	0.6%
State Farm	1,009	0.6%
Cricket Wireless	900	0.5%
National Tenants	131,718	76.3%
Regional/Local Tenants	39,643	23.0%
Available	1,315	0.8%
Total Square Feet	172,676	100.0%



71.9% of income leased to grocery, food, services & entertainment

Affluent & Growing Trade Area with Strong Daytime Population



198,079
People



\$133,326
Average Household Income



\$393,879
Average Home Value



6.7%
5-yr Population Growth



152,911
Employees

* based on 5-mile radius



A significant contributor to the trade area's significant daytime population can be attributed to Columbia Gateway, the largest office park in Columbia located just two miles north from Columbia East Marketplace and home to over 32,500 employees. The park consists of over 5M SF of office space and is home to notable tenants including General Dynamics, MICROS Systems, Tenable Network Security, Merkle, SAIC, Oracle, TD Ameritrade, Sun Life Financial, Leidos, Wells Fargo, Johns Hopkins University, Rohde & Schwarz, the UMBC Training Center, Howard Community College, and the Universities Space Research Association.



Located adjacent to the property across Assateague Drive is the 400-acre Maryland Food Center, a geographically centralized distribution hub dedicated to food distribution and responsible for maximizing the efficiency of the food industry, ensuring Maryland's future food supply. There are two massive wholesale markets and an assortment of traffic-generating food and food-related businesses, including the Maryland Wholesale Seafood Market.

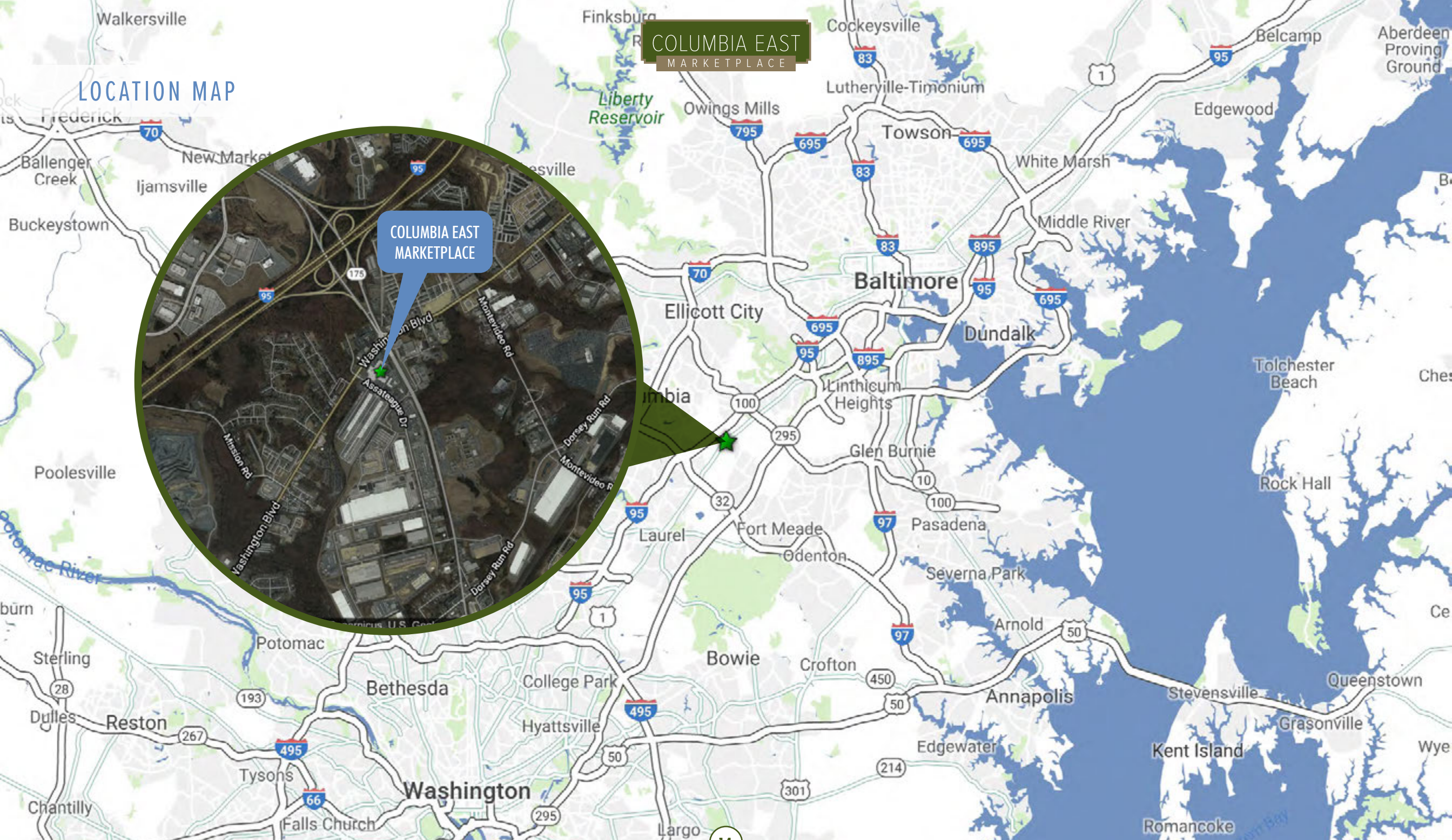
A little over five miles to the south along MD 175 is Fort Meade, Maryland's largest employer and its third-largest workforce of any Army installation in the U.S. with approximately 52,000 employees. Many of these employees live throughout the immediate area and contributing to the significant increase in the population and future retail demand.



The site also benefits from its immediate proximity to Verde at Howard Square, home to the two beautiful apartment communities of Verde West and Verde East. Phase I (299 multi-family units) was completed in 2013, and Phase II completed construction in 2019, with an additional 344 multifamily units. At full build-out, the 47-acre development will also consist of approximately 424 townhomes (341 are currently sold and occupied).

COLUMBIA EAST
MARKETPLACE

LOCATION MAP



COLUMBIA EAST MARKETPLACE

SITE PLAN



Suite	Tenant Name	SF	Lease Expr. Date	Current PSF Rent
010	Panda Express	2,350	Apr-27	\$39.71
040	Jey's Subs & Pizza	1,655	Nov-25	\$43.50
050	Enterprise Rent-A-Car	1,295	Nov-26	\$38.30
060	Cricket	900	Jun-29	\$41.52
070	Tiffany Nails & Spa	1,373	Apr-25	\$27.06
090	Starbucks	1,727	Mar-27	\$31.46
100	Squisito Too NY Pizza & Pasta	2,714	Jan-28	\$37.15
110	WNB Factory	2,700	Jun-31	\$30.00
130	Dollar Tree	11,362	Jan-28	\$12.50
150	Ollie's	33,002	Jun-26	\$9.04
190	MOM's	10,805	May-32	\$13.00
210	Xfinity (Comcast)	4,167	Nov-22	\$41.79
250	Available	1,315	N/A	N/A
260	On Site Personnel	1,009	Nov-22	\$17.73
270	State Farm	1,009	Sep-24	\$17.22
280	Pollo Fiesta II	2,031	Aug-29	\$28.33
300	Maximum Fitness	6,870	Jul-29	\$16.48
330	MOM's	5,195	May-32	\$13.00
350	Paul Mitchell Schools	11,291	Jul-26	\$17.73
378	MOM's (Warehouse)	5,291	Jul-22	\$8.74
380	Monster Mini Golf	11,137	Apr-23	\$12.67
394	SafeSplash	6,749	May-31	\$23.50
400	Goodwill	15,312	Jul-24	\$13.00
430	Paul Mitchell Schools	4,763	Jul-26	\$20.06
470	Myanmar Asian Market	2,692	Jul-31	\$26.00
480	Affordable Dentures	2,714	Apr-26	\$30.00
1000	Advance Auto	8,805	May-23	\$17.74
1050	Maaco	7,443	Dec-23	\$13.73
PAD	IHOP	5,000	Jun-39	\$30.80
Leased Square Feet		171,361	99.2%	
Available Square Feet		1,315	0.8%	
Total Square Feet		172,676	100.0%	

ANCHOR TENANT PROFILES



33,002 SF
19.1% of Property GLA
\$9.04/ PSF (in place base rent/yr) *

** Rent as of July 2021*

Ollie's Bargain Outlet (NASDAQ: OLLI) is one of America's largest retailers of closeout merchandise and excess inventory. Their stores feature real brands at real bargain prices in every department, from housewares to sporting goods to flooring and to food. Ollie's buyers scour the world looking for closeouts, overstocks, package changes, manufacturer refurbished goods, and irregulars.

Much of the merchandise comes direct from the finest manufacturers in the country and abroad. When a manufacturer makes too much of an item, or changes their packaging, Ollie's will buy the overstocked or old packaged items, allowing customers to find famous brand name products at Ollie's at a discounted price. Ollie's has also liquidated major retail centers, working very closely with financial institutions. When companies liquidate, the banks will often dispose of remaining inventories and turn them into cash. Ollie's brings the goods back to their stores and passes the savings onto the customer.

Ollie's Bargain Outlet	
Type:	Public
Founded:	1982
Number of Locations:	388
Number of Employees:	7,800+
Annual Sales (FYE 2020):	\$1.8 billion
Website(s):	www.ollies.us



21,291 SF*
12.3% of Property GLA *
\$13.00/ PSF (in place base rent/yr)

** Includes retail & warehouse space*

At MOM's Organic Market customers feel pampered when they enter each location with free coffee, new exciting samples, and a clean, streamlined store. Each location offers a large selection of organic food products, as well as eco-friendly household cleaners, natural body care, and healthy pet products. In addition, MOM's hosts free Level II car charging at most locations and is proud member of the U.S. Department of Energy's Workplace Charging Challenge.

MOM's commitment to green, sustainable living goes way beyond the plate to include ultra-low watt LED overhead, track, refrigerated case, and exit lights, motion sensor lights with dimming controls in restrooms, and adjustable AC units. MOM's also supports renewable energy projects by purchasing Wind Power Renewable Energy Credits (RECs) to offset over 100% of the company's electrical usage. The company also adopts many initiatives to educate the public about environmentally conscious living including: Think Outside the Bag, Stop the Stuff, and Plastic Surgery, a comprehensive storewide effort to eliminate unnecessary plastic waste in every way possible, including a ban on bottled water.

The success of MOM's focuses on a strategic growth plan that includes an element of scarcity, a keen eye on overhead, limited advertising and marketing programs, long-term investment in their employees, and most paramount, to protect and restore the environment.

MOM's Organic Market, Inc.	
Type:	Private
Founded:	1987
Number of Locations:	21
Number of Employees:	1,000+
Annual Revenue:	\$211.1 million
Website:	www.momsorganicmarket.com

NATIONAL/REGIONAL TENANT PROFILES



Founded in 1932 by Arthur Taubman and headquartered in Roanoke, VA., Advance Auto Parts, Inc. (NYSE: AAP) is a leading automotive aftermarket parts provider that serves both professional installer and do-it-yourself customers. Advance Auto Parts works hard to create an environment of honesty, integrity, mutual trust and dedication.

www.shop.advanceautoparts.com

S&P: BBB-; Moody's: Baa2 | 4,976+ locations | \$10.1B



The first Affordable Dentures dental practice opened in 1975 in Kinston, NC when founding dentists, Dr. George Edwards, Jr., and Dr. Donald Henson, saw a growing need in their community for dentures and tooth extractions at affordable fees. With nearly 300 affiliated practices in 39 states, affiliated practice owners benefit from the clinical and technical experiences they are able to share as a network of dental caregivers to more than six million patients.

www.affordabledentures.com

Private | 300+ affiliated locations



Cricket is bringing consumers more value with a simple, friendly, and reliable nationwide wireless experience with no annual contract. The power of Cricket is their nationwide 4G LTE network, covering 400 million people, easy and affordable unlimited plans and a great selection of phones. Cricket is a subsidiary of AT&T Inc. (NYSE: T).

www.cricketwireless.com

T - S&P: BBB; Moody's: Baa2 | 9,000+ locations | \$171.8B



Dollar Tree, Inc. (NASDAQ: DLTR) is an American chain of discount variety stores that sells items for \$1 or less. Dollar Tree is the largest and most successful single-price-point retailer in North America, operating thousands of stores across 48 contiguous U.S. states and Canada, supported by a solid and scalable logistics network of eleven distribution centers. Stores operate under the names of Dollar Tree, Family Dollar and Dollar Tree Canada.

www.dollartree.com

S&P: BBB; Moody's: Baa2 | 15,685 + locations | \$25.5B



Enterprise Rent-A-Car is a subsidiary of Enterprise Holdings which brands including Alamo, Enterprise, and National. Their guiding principles and humble beginnings revolve around personal honesty and integrity. Their massive network means Enterprise is the largest transportation solutions provider. They offer car and truck rentals, as well as car sharing and car sales.

www.enterprise.com

Private | 8,000+ locations | \$22.5 B



If you are looking for greater variety than what you find on your average department store shelves look no further than Goodwill. Most Goodwill stores introduce more than 2,000 new items onto the sales floor each day. When you shop at Goodwill, you're not the only one who gets a great deal. Last year, sales from Goodwill stores funded employment training, job placement services, financial education, youth mentoring and more to 36 million people in the United States and Canada.

www.goodwill.com

Non-profit | 3,300+



IHOP, formerly known as The International House of Pancakes, is a United States based restaurant chain that specializes in serving breakfast food items such as pancakes, french toast, and omelets, it also offers a menu of lunch and dinner items. It is owned by Dine Brands (NYSE: DIN), with 100% of the restaurants run by independent franchisees.

www.ihop.com

S&P: NR; Moody's: NR | 1,772+ locations | \$689.3B



As America's #1 auto paint and collision repair provider, Maaco has serviced more than 20 million cars since 1972. Whether it's changing the color of car or handling an insurance claim, Maaco is here to help their customer turn the car they drive back into the car they love. Maaco works with all insurance companies and guarantee their work with nationwide warranties. Maaco is a subsidiary of Driven Brands.

www.maaco.com

Private | 500+ locations

NATIONAL/REGIONAL TENANT PROFILES continued



Monster Mini Golf delivers the most unique and quirky brand of Family Entertainment to guests of all ages throughout 28 locations spanning the United States and Canada. Their 18-hole glow-in-the-dark mini golf course features a state-of-the-art, indoor, climate-controlled facility completely under the luminescent glow of black lights, store specific, unique, "living art" and monster-themed décor featuring fun-loving, animated monsters.

www.monsterminigolf.com

Private | 28+ locations



With 27 years of experience in staffing, On Site Personnel, is recognized for its dedication to staffing companies and has emerged as the leader in proven and successful staffing partnerships with organizations. They offer a broad selection of workforce solutions including temporary staffing, temp-to-hire contingent staffing, direct hire, assignment project staffing, long-term staffing, payroll transfer and 3PL cost per unit staffing.

www.onsitepersonnel.com

Private | 6+ locations



The Cherng family opened the first Panda Express in 1983 in Glendale, CA, and has grown to become the largest and fastest growing Asian restaurant in the nation. Today their reach stretches from coast to coast and around the world. From their world-famous orange chicken to their health-minded wok smart selections, Panda Express defines American Chinese cuisine. Their bold flavors and fresh ingredients are freshly prepared every day.

www.pandaexpress.com

Private | 1,500+ locations

PAUL MITCHELL

schools

Paul Mitchell Beauty Schools Jessup is the perfect place to grow as a stylist and launch a dream career. At a Paul Mitchell School, students are provided a unique, multifaceted curriculum giving them the skills to become a licensed professional in the beauty industry with a thorough grounding in technique, artistry and business, plus career resources, advice, contacts, and support.

www.paulmitchell.edu

Private | 100+ locations



At SafeSplash, they understand swimming is a life skill. Learning to swim is one of the few childhood activities that could actually save someone's life. Every swimmer is taught using their proprietary, progressive and proven curriculum developed by a team of champion swimmers with over 30 years of experience. Whether you are just starting out or moving on to more advanced strokes, their certified instructors are ready to take you from bubbles to butterfly.

www.safesplash.com

Private | 122+ locations



Starbucks (NASDAQ:GC): SBUX) has catapulted from a single store in Seattle's historic Pike Place Market in 1971 to becoming the world's #1 specialty coffee retailer with over 29,300 stores in 70 countries. Coffee buyers personally travel to coffee farms in Latin America, Africa, and Asia to select high quality beans and their master roasters bring out the balance and rich flavor of the beans through the signature Starbucks Roast. The company is not just passionate purveyors of coffee, but everything else that goes with a full and rewarding coffeehouse.

www.starbucks.com

S&P: BBB+; Moody's: Baa1 | 32,660+ locations | \$23.5B



In 1922, motivated by his philosophy of fairness and doing right by the customer, G.J. Mecherle sold his first auto policy for \$11.17, and State Farm was born. The mission of State Farm is to help people manage the risks of everyday life, recover from the unexpected, and realize their dreams. There are over 19,000 State Farm Agents serving over 83.4 million policies and accounts.

www.statefarm.com

19,000+ agents | \$6.4B



Squisito offers made to order pizza, pasta, salads and sandwiches with authentic Italian recipes, high-quality ingredients, clean environment, great customer service, and competitive prices. The franchise has over 30 years of experience in fast casual classic Italian dining.

www.squisitopizzaandpasta.com

Private | 14 locations

NATIONAL/REGIONAL TENANT PROFILES continued



Their philosophy of “Only the Good Stuff” food, means that taste does not have to compromise quality. They source premium ingredients customers can feel good about, simply seasoned. Whether you’re craving crispy wings with any of their 17 awesome sauces, like Honey Lemon Pepper, the NEW Jammin Jerk, Carolina Gold or Ranch wings served with their WNB blue cheese or signature triple patty Factory Burger with fresh Certified Angus Beef ®, come by and visit one of their many locations today. Experience the same humble beginning flavors, ATL style – fresh cooked-to-order food, here at WNB Factory

www.wnbfactory.com

Private | 56+ locations



Xfinity (COMCAST Corp; NYSE) is one of the nation’s largest providers of high-speed internet, video, voice, and security and automation services (“cable services”) to residential customers under the Xfinity brand. Their cable network consists primarily of their national cable networks that provide a variety of entertainment, news, information, and sports content, their regional sports and news networks, international cable networks, cable television studio production operations, and various digital properties.

www.xfinity.com

S&P: A-; Moody’s: A3 | 491+ locations | \$103.6B



