



WESTBURY VILLAGE



Columbia, Missouri

Northwest Corner of Scott Blvd. (Broadway) and Smith Drive
45 Acre Mixed-Use Development

www.WestburyCoMo.com

Certified
Realty, Inc.

t m
INVESTMENTS
PROJECT DEVELOPMENT
REAL ESTATE MANAGEMENT

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WESTBURY VILLAGE

Westbury Village is a 45 acre mixed use commercial development sitting in the heart of West Columbia. The 1,500 linear feet of frontage on Scott Blvd, the improved traffic signal at the developments entrance, and the nearly 22,000 vehicles per day traffic counts make it an ideal location for commercial businesses. Scott Blvd is a newly improved 35 million dollar four lane roadway with pedway and bike lanes constructed and in use. Westbury is completely surrounded by existing single family developments which have been established for many years. In addition, new single family residential developments with hundreds of new rooftops are in close proximity and currently under construction.

Westbury is a commercial mixed use project on a high traffic count, major arterial roadway that will consist of retail, professional office, senior housing, and professional garden style apartment homes. It will house over 320 new residents upon completion. Currently Westbury has commitments for a Phillips 66 Convenience Store, national quick serve restaurants, national Pharmacy, vehicle services, financial institution, medical optometry office, fitness facility, senior housing complex, and 124 unit 'Lofts of Westbury Village' apartment home complex. It will also house a 60,000 SF grocer with an adjacent 18,000 SF junior box retailer and 17,360 SF professional office and retail shopping complex.

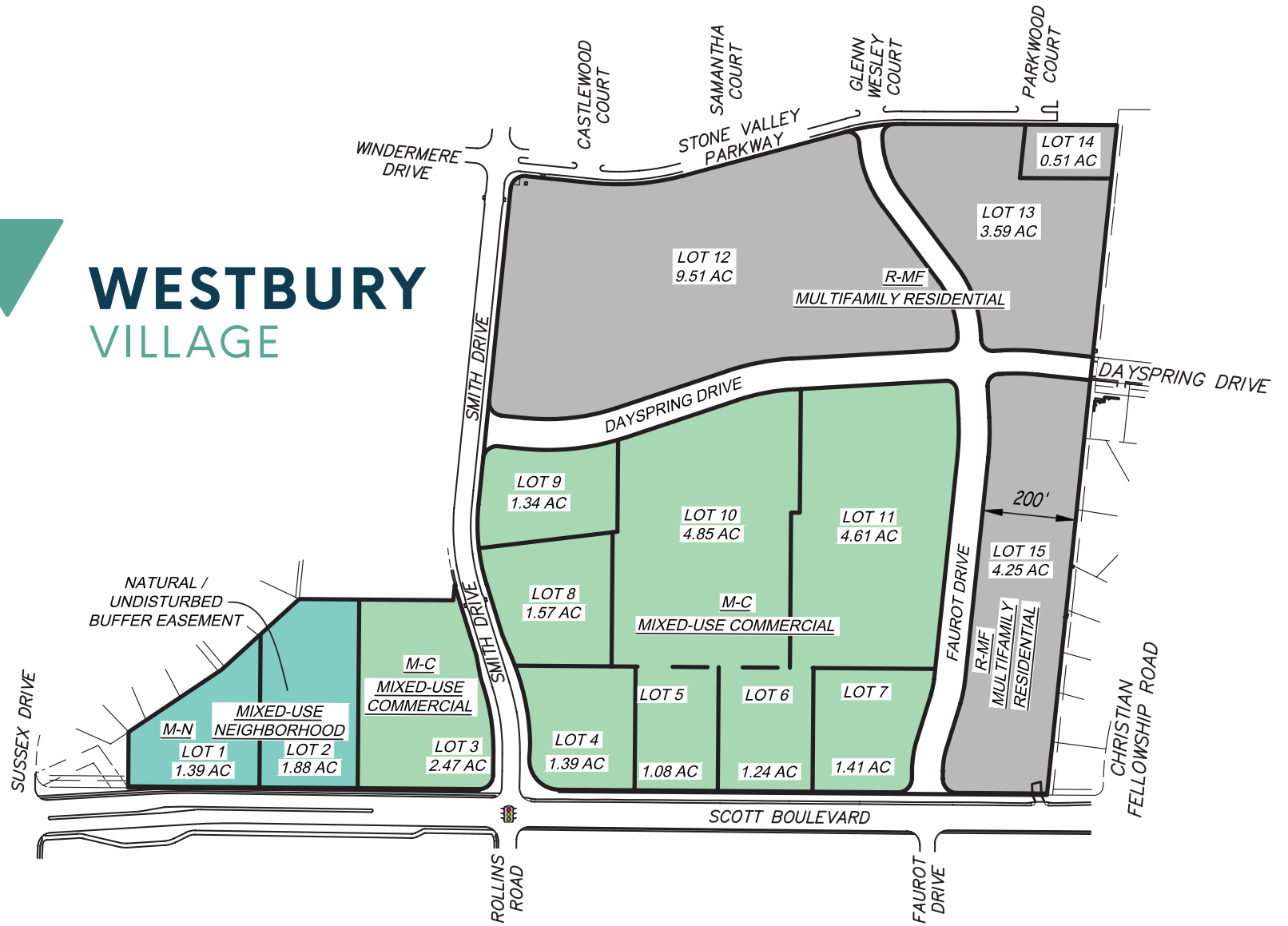
Westbury is a walkable development with pedways and green spaces throughout creating a highly livable environment for the residents of Westbury along with the fully established adjacent neighborhoods with rooftops in the thousands.



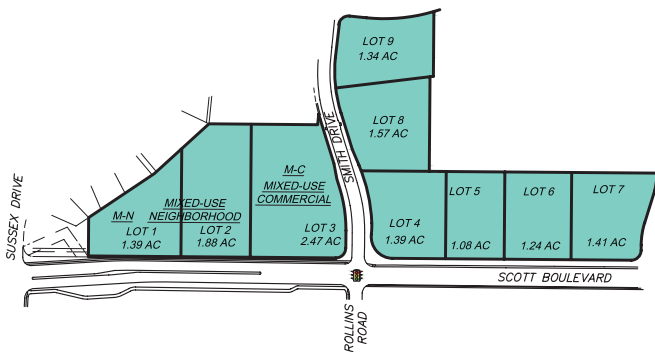
Daniel Ruiz Art



WESTBURY VILLAGE

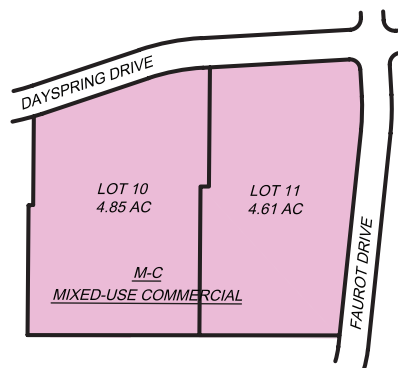


Site Plan



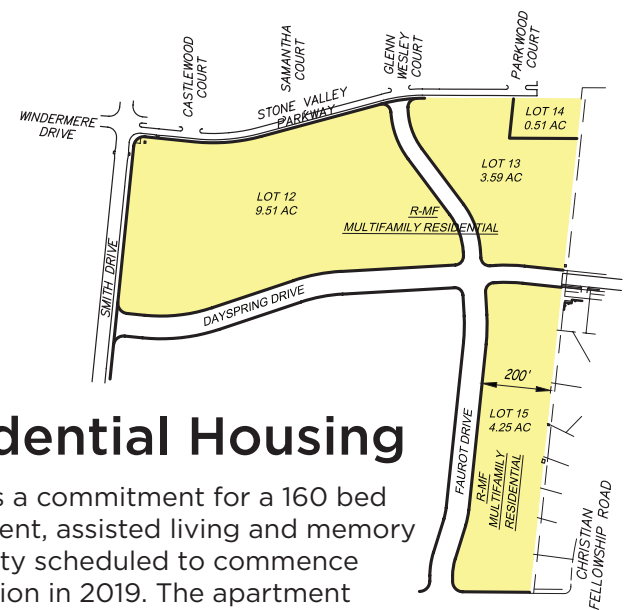
1st Tier Pad Sites

The frontage pad sites have commitments for a c-store, fast food, vehicle services, financial institution, national pharmacy and medical offices. They will compliment the development by capturing commerce from drive by traffic and surrounding neighborhoods thus promoting business activity for the grocery and retail space.



Grocery/Retail

Westbury's grocer site will accommodate a 60,000 SF facility that sits at a higher finish floor elevation than the frontage lots. The grocer being 500' from Scott Blvd will give the storefront superior visibility. The retail facility will have a junior box retailer with 18,000 SF and a 17,360 SF professional office and shopping complex serving many national and local business types.



Residential Housing

Lot 12 has a commitment for a 160 bed independent, assisted living and memory care facility scheduled to commence construction in 2019. The apartment complex on lots 13 & 15 have 160+ residents serving young professionals and starter families and is scheduled to commence construction in late 2020.



Aerial

Columbia, Missouri is known as an ideal college town, combining small-town comforts, community spirit and low cost of living with big-city culture, activities and resources. Our city of about 110,000 people is located midway between Missouri's largest cities, St. Louis and Kansas City. Money magazine, Fortune magazine, U.S. News & World Report, Men's Journal, MSN.com and other news entities have named Columbia, Mo., one of the best places in the United States to live because of its high quality of life. The American Institute for Economic Research ranked Columbia among the nation's top 10 college towns.

Columbia is home to nationally renowned public schools, including two top-ranked high schools, and other colleges and educational centers. It's packed with restaurants and entertainment venues and hosts more than a dozen annual cultural festivals. The city boasts multiple city parks as well as Rock Bridge State Park and the MKT Trail for hiking and bicycling.

Source: University of Missouri website

Table 1
Project Description
Westbury Village
Columbia, MO

Lot Number and Size		Proposed Uses and Size		Date of Completion
Lot 1	1.39 Acres	Retail	5,500 Sq Ft	Q1 2021
Lot 2	1.88 Acres	Retail	8,800 Sq Ft	Q1 2021
Lot 3	2.47 Acres	Retail	17,000 Sq Ft	Q1 2021
Lot 4	1.39 Acres	Retail	5,500 Sq Ft	Q1 2021
Lot 5	1.08 Acres	Restaurant	3,756 Sq Ft	Q1 2021
Lot 6	1.24 Acres	Restaurant	4,380 Sq Ft	Q1 2021
Lot 7	1.41 Acres	Office	7,809 Sq Ft	Q1 2021
Lot 8	1.57 Acres	Restaurant	1,500 Sq Ft	Q1 2022
Lot 9	1.34 Acres	Gym/Rec.	15,000 Sq Ft	Q1 2022
Lot 10	4.85 Acres	Restaurant	2,205 Sq Ft	Q1 2022
		Restaurant	2,205 Sq Ft	Q1 2022
		Retail	25,900 Sq Ft	Q1 2022
Lot 11	4.61 Acres	Retail	45,000 Sq Ft	Q1 2022
Lot 12	9.51 Acres	Senior Living	160 Beds	Q1 2021
Lot 13 & 14	3.59 Acres	Multifamily	136 Units	Q1 2022
Right of Way & Open Space	8.87 Acres			N/A
Total Land Area	45.20 Acres			

Table 1 - Project Description

Table 4
 Projected Taxable Sales Volume
 Westbury Village
 Columbia, MO

Lot Number and Size			Proposed Uses and Size		Sales/Sq Ft	Date of Completion	Projected Sales Volume 2020	Projected Sales Volume 2021	Projected Sales Volume 2022	Projected Sales Volume 2023	Projected Sales Volume 2024	Projected Sales Volume 2025
Lot 1	1.39 Acres		Retail/Office*	5,500 Sq Ft	\$ 125	Q1 2021	\$ -	\$ 453,750	\$ 550,000	\$ 687,500	\$ 701,250	\$ 715,275
Lot 2	1.88 Acres		Retail/Office*	8,800 Sq Ft	\$ 125	Q1 2021	\$ -	\$ 726,000	\$ 880,000	\$ 1,100,000	\$ 1,122,000	\$ 1,144,440
Lot 3	2.47 Acres		Pharmacy**	17,000 Sq Ft	\$ 283	Q1 2021	\$ -	\$ 3,179,000	\$ 3,853,333	\$ 4,816,667	\$ 4,913,000	\$ 5,011,260
Lot 4	1.39 Acres		Retail	5,500 Sq Ft	\$ 436	Q1 2021	\$ -	\$ 1,584,000	\$ 1,920,000	\$ 2,400,000	\$ 2,448,000	\$ 2,496,960
Lot 5	1.08 Acres		Restaurant	3,756 Sq Ft	\$ 260	Q1 2021	\$ -	\$ 644,380	\$ 781,066	\$ 976,333	\$ 995,860	\$ 1,015,777
Lot 6	1.24 Acres		Restaurant	4,380 Sq Ft	\$ 248	Q1 2021	\$ -	\$ 716,826	\$ 868,880	\$ 1,086,100	\$ 1,107,822	\$ 1,129,978
Lot 7	1.41 Acres		Retail	7,809 Sq Ft	\$ 250	Q1 2021	\$ -	\$ 1,288,485	\$ 1,561,800	\$ 1,952,250	\$ 1,991,295	\$ 2,031,121
Lot 8	1.57 Acres		Restaurant	1,500 Sq Ft	\$ 530	Q1 2023	\$ -	\$ -	\$ -	\$ 525,030	\$ 636,400	\$ 795,500
Lot 9	1.34 Acres		Office/Gym*	15,000 Sq Ft	\$ 125	Q1 2023	\$ -	\$ -	\$ -	\$ 1,237,500	\$ 1,500,000	\$ 1,875,000
Lot 10	4.85 Acres		Restaurant	2,205 Sq Ft	\$ 250	Q1 2023	\$ -	\$ -	\$ -	\$ 363,825	\$ 441,000	\$ 551,250
			Restaurant	2,205 Sq Ft	\$ 454	Q1 2023	\$ -	\$ -	\$ -	\$ 660,000	\$ 800,000	\$ 1,000,000
			Retail	25,900 Sq Ft	\$ 250	Q1 2023	\$ -	\$ -	\$ -	\$ 4,273,500	\$ 5,180,000	\$ 6,475,000
Lot 11	4.61 Acres		Grocer	45,000 Sq Ft	\$ 450	Q1 2023	\$ -	\$ -	\$ -	\$ 13,365,000	\$ 16,200,000	\$ 20,250,000
Lot 12	9.51 Acres		Senior Living	160 Beds	\$ -	Q1 2021	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Lot 13 & 14	3.59 Acres		Multifamily	136 Units	\$ -	Q1 2022	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Right of Way/Other	8.87 Acres											
Total Land Area		45.20 Acres				Total New Sales	\$ -	\$ 8,592,441	\$ 10,415,080	\$ 33,443,705	\$ 38,036,627	\$ 44,491,561

* It is assumed that one half of the space in this building will be used for retail and the other half for other uses not subject to sales tax

** It is assumed that one third of the sales at the pharmacy are subject to sales tax and the other two thirds of sales are pharmaceutical sales not subject to sales tax

Table 4 - Projected Taxable Sales Volume

Table 5
 Estimated Sales Tax Revenue
 Westbury Village
 Columbia, MO

Calendar Year	2020	2021	2022	2023	2024	2025
Project Year	1	2	3	4	5	6
Total Taxable Sales	\$ -	\$ 8,592,441	\$ 10,415,080	\$ 33,443,705	\$ 38,036,627	\$ 44,491,561
Applicable Tax Rate	7.975%	7.975%	7.975%	7.975%	7.975%	7.975%
Sales Tax Rate by Taxing Body						
State of Missouri	4.225%	4.225%	4.225%	4.225%	4.225%	4.225%
Boone County	1.750%	1.750%	1.750%	1.750%	1.750%	1.750%
Columbia City	2.000%	2.000%	2.000%	2.000%	2.000%	2.000%
Sales Tax Revenue by Taxing Body						
State of Missouri*	\$ -	\$ 352,140	\$ 426,836	\$ 1,370,607	\$ 1,558,836	\$ 1,823,375
Boone County*	\$ -	\$ 145,857	\$ 176,796	\$ 567,707	\$ 645,672	\$ 755,244
Columbia City*	\$ -	\$ 166,693	\$ 202,053	\$ 648,808	\$ 737,911	\$ 863,136
New Sales Tax Revenue*	\$ -	\$ 664,690	\$ 805,685	\$ 2,587,121	\$ 2,942,418	\$ 3,441,756
Calendar Year	2026	2027	2028	2029	2030	
Project Year	7	8	9	10	11	
Total Taxable Sales	\$ 45,381,392	\$ 46,289,020	\$ 46,289,020	\$ 47,214,801	\$ 47,214,801	
Applicable Tax Rate	7.975%	7.975%	7.975%	7.975%	7.975%	
Sales Tax Rate by Taxing Body						
State of Missouri	4.225%	4.225%	4.225%	4.225%	4.225%	
Boone County	1.750%	1.750%	1.750%	1.750%	1.750%	
Columbia City	2.000%	2.000%	2.000%	2.000%	2.000%	
Sales Tax Revenue by Taxing Body						
State of Missouri*	\$ 1,859,843	\$ 1,897,040	\$ 1,897,040	\$ 1,934,981	\$ 1,934,981	Cumulative Sales Tax Revenue
Boone County*	\$ 770,349	\$ 785,756	\$ 785,756	\$ 801,471	\$ 801,471	
Columbia City*	\$ 880,399	\$ 898,007	\$ 898,007	\$ 915,967	\$ 915,967	
New Sales Tax Revenue*	\$ 3,510,591	\$ 3,580,803	\$ 3,580,803	\$ 3,652,419	\$ 3,652,419	\$ 10,441,670

* Revenue figures account for 1% administrative fee collected by the Missouri Department of Revenue and 2% early payment discount

Table 5 - Estimated Sales Tax Revenue

Table 6
 Projected Jobs Housed in the Project
 Westbury Village
 Columbia, MO

Lot Number and Size			Anticipated Uses and Size				2020	2021	2022	2023	2024	
Construction Jobs							115	226	181	0	0	
Jobs associated with the Project			Anticipated Use	Area	Units	Employees Per	Unit					
Lot 1	1.39	Acres	Retail/Office	5,500	Sq Ft	600	Sq Ft	0	9	9	9	9
Lot 2	1.88	Acres	Retail/Office	8,800	Sq Ft	600	Sq Ft	0	15	15	15	15
Lot 3	2.47	Acres	Pharmacy	17,000	Sq Ft	700	Sq Ft	0	24	24	24	24
Lot 4	1.39	Acres	Retail	5,500	Sq Ft	600	Sq Ft	0	9	9	9	9
Lot 5	1.08	Acres	Restaurant	3,756	Sq Ft	200	Sq Ft	0	19	19	19	19
Lot 6	1.24	Acres	Restaurant	4,380	Sq Ft	200	Sq Ft	0	22	22	22	22
Lot 7	1.41	Acres	Retail	7,809	Sq Ft	700	Sq Ft	0	11	11	11	11
Lot 8	1.57	Acres	Restaurant	1,500	Sq Ft	200	Sq Ft	0	0	0	8	8
Lot 9	1.34	Acres	Office/Gym	15,000	Sq Ft	600	Sq Ft	0	0	0	25	25
Lot 10	4.85	Acres	Restaurant	2,205	Sq Ft	200	Sq Ft	0	0	0	11	11
			Restaurant	2,205	Sq Ft	200	Sq Ft	0	0	0	11	11
			Retail	25,900	Sq Ft	600	Sq Ft	0	0	0	43	43
Lot 11	4.61	Acres	Grocer	45,000	Sq Ft	700	Sq Ft	0	0	0	64	64
Lot 12	9.51	Acres	Senior Living	160	Beds	15	Beds	0	11	11	11	11
Lot 13 & 14	3.59	Acres	Multifamily	136	Units	20	Units	0	0	0	7	7
Right of Way/Other	8.87	Acres										
Total Land Area		45.20	Acres	Total New Jobs				0	120	120	289	289

* It is assumed that one half of the space in this building will be used for retail and the other half for other uses not subject to sales tax

** It is assumed that one half of the sales at the pharmacy are subject to sales tax

Table 6 - Projected Jobs Housed in the Project

WESTBURY VILLAGE PRICING SHEET

LOT	SIZE	PRICE	ZONING
LOT 1	1.39	SOLD	M-N
LOT 2	1.88	SOLD	M-N
LOT 3	2.47	SOLD	M-N
LOT 4	1.39	SOLD	M-C
LOT 5	1.08	SOLD	M-C
LOT 6	1.24	SOLD	M-C
LOT 7	1.41	SOLD	M-C
LOT 8	1.57	SOLD	M-C
LOT 9	1.34	SOLD	M-C
LOT 10	4.58	SOLD	M-C
LOT 11	4.61	SOLD	M-C
LOT 12	9.51	SOLD	R-MF
LOT 13	3.59	SOLD	R-MF
LOT 14	0.51	SOLD	NA
LOT 15	4.25	SOLD	R-MF

*All lots will be pad site ready with all infrastructure in place and permitted by city of Columbia. All utilities and storm water will be provided and in place.
 Lot buyer will only have to provide their water quality.



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VILLAGE



Columbia Senior Living



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WESTBURY VILLAGE

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