



SHERWIN WILLIAMS/JIN'S CLEANERS

SOUTH BEND, IN

Offering Memorandum

Marcus & Millichap

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ACTIVITY ID NO: ZAA0940018

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Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.



McDonald's

Burger King



Ironwood Dr

CVS
pharmacy

Walgreens

Edison Rd

The
Original
PANCAKE
HOUSE

Ironwood Dr

 **SHERWIN
WILLIAMS**
JIN'S CLEANERS



FINANCIAL ANALYSIS

SHERWIN WILLIAMS/JIN'S CLEANERS

Marcus & Millichap

OFFERING HIGHLIGHTS

SHERWIN WILLIAMS/JIN'S CLEANERS

SOUTH BEND, IN

1421-1427 Ironwood Dr, South Bend, IN 46615

OFFERING PRICE

\$1,160,000

CAP RATE

6.75%

VITAL DATA

Price	\$1,160,000
Cap Price	6.75%
NOI	\$78,250
Gross Square Feet	6,400 SF*
Lot Size	.75 Acres*
Ownership	Fee Simple

*Building size and lot size information per Phase I. Buyer will need to verify the accuracy of this during the due diligence period.

OFFERING SUMMARY

SHERWIN WILLIAMS/JIN'S CLEANERS

SOUTH BEND, IN

1421-1427 Ironwood Dr, South Bend, IN 46615

SHERWIN WILLIAMS LEASE SUMMARY

Property Address	1427 Ironwood Dr, South Bend, IN
Lease Type	NN
Roof & Structure	Tenant Responsible
Tenant	The Sherwin-Williams Company
Initial Lease Term	6 years
Rent Commencement Date	July 1, 1990
Lease Expiration Date	November 30, 2028
Remaining Lease Term*	10 Years
Options	Two, 5-year
Increases	10% in Options
ROFR	No

***Tenant recently extended the lease term to November 30, 2028. The original rent commenced on July 1, 1990.**

JIN'S CLEANERS LEASE SUMMARY

Property Address	1421 Ironwood Dr, South Bend, IN
Lease Type	NN
Roof & Structure	Landlord Responsible
Tenant	Jin's Cleaners
Rent Commencement Date	January 1, 2014
Lease Expiration Date	December 31, 2023
Remaining Lease Term*	5 Years
Options	One, 5-year
Increases	1.5% Annually Commencing 1/1/2020
ROFR	No

***Tenant recently extended the lease term to December 31, 2023. The original rent commenced on January 1, 2014 .**

OFFERING SUMMARY

SHERWIN WILLIAMS/JIN'S CLEANERS

SOUTH BEND, IN

1421-1427 Ironwood Dr, South Bend, IN 46615

SUMMARY

Price	\$1,160,000
Cap Price	6.75%
NOI	\$78,250
Gross Square Feet	6,400
Ownership	Fee Simple

INCOME/EXPENSES

Base Rent	\$86,462
Insurance	\$2,101
Property Tax	\$4,743
Snow Plowing	\$1,368
Total	\$8,212
NOI	\$78,250

RENT ROLL

Tenant	Rentable SF	Percent Occupancy	Lease Commencement	Rent/SF	Reimbursements	Rent	Renewal Options
Jin's Cleaners	3,200	50%	1/1/2014	\$13.12	\$4,258	\$42,000	One, 5-year
Sherwin Williams	3,200	50%	7/1/1990	\$12.46	\$456	\$39,900	One, 5-year
Total	6,400	100%			\$4,714	\$81,900	

LEASE ABSTRACT

SHERWIN WILLIAMS - TENANT & LANDLORD RESPONSIBILITIES

CAM	Tenant agrees to reimburse landlord for all costs and expenses incurred by landlord in connection with the operation, maintenance, repair, improvement, replacement, and management of the demised premises. Landlord will aggregate together all CAM expenses which will be added an additional admin fee in the amount equal to 15% of such expenses.
MAINTENANCE & REPAIRS	<p>Tenant: Lessee, during the term of this lease or any extension or renewal of this lease shall, at its expense, make all repairs as shall be reasonably necessary to keep said leased premises in good condition and repair. All equipment, including heating plant, air conditioning, electric, gas, water and plumbing equipment, whether installed by Lessor or Lessee, shall be maintained and kept in proper working condition by Lessee. Lessee shall keep the foundations, exterior walls (including roof, downspouts and gutters) and all structural parts of the building in good repair. Lessee shall keep the demised premises, the walks, and the parking area.s adjacent thereto at all times in a neat, clean and sanitary condition, free from wastes or debris, and shall neither collit nor permit any waste or nuisance thereon.</p> <p>Landlord: Lessor shall provide snow removal services, lawncare and maintain the surface of the east parking lot and the north service drive at Lessor's expense.</p>
INSURANCE	Tenant Responsible
TAXES	Lessee shall, during the term of this lease, pay all real estate taxes and assessments in excess of \$3,900.00 per year as shall accrue by reason of the entire. parcel of real estate and all improvements thereon of which the demised premises form a part by virtue of any present or future law or ordinance of the united states, the state, county, city or of any other governmental authority.
UTILITIES	Tenant Responsible

JIN'S CLEANERS - TENANT & LANDLORD RESPONSIBILITIES

TENANT CAM	Tenant shall pay, as additional rent, and as its Pro Rata Share of the costs and expenses incurred by Landlord in maintaining the common areas, in monthly installments, payable with the rent, an amount estimated by Landlord to be the reasonable cost for the year
LANDLORD CAM	Landlord shall manage, repair, and maintain the common areas
MAINTENANCE & REPAIRS	<p>Tenant Responsible.</p> <p>Landlord covenants that it shall keep the foundation of Shopping Center and the Leased Premises, and the structural soundness of the floors and exterior walls thereof, in good order, repair, and condition, unless any necessary work is required because of damage caused by any act, omission, or negligence of Tenant or its employees, agents, or invitees.</p>
INSURANCE	Tenant Responsible
TAXES	Tenant Reimburses Landlord Pro Rata Share



PROPERTY DESCRIPTION

SHERWIN WILLIAMS/JIN'S CLEANERS

Marcus & Millichap



INVESTMENT HIGHLIGHTS

- ▶ Brand-new 10-year lease extension by Sherwin Williams
- ▶ Sherwin Williams has an operating history of 29 years at this location
- ▶ New 5-year extension by Jin's Cleaners

PROPERTY HIGHLIGHTS

- ▶ Less than one mile from the University of Notre Dame - Student enrollment approximately 8,600
- ▶ High Visibility along Ironwood Road
- ▶ Two miles from Indiana University South Bend - Student enrollment approximately 5,385
- ▶ Surrounding national tenants include McDonald's, Walgreens, CVS, Coldwell Banker, Martin's Super Market, Starbucks, Burger King, Chase Bank & Einstein Bagels
- ▶ 6 miles from the South Bend International Airport



LOCATION HIGHLIGHTS

SOUTH BEND, IN

- ▶ County seat of St. Joseph County with a population of approximately 270,000
- ▶ Home to the University of Notre Dame & Indiana University South Bend
- ▶ 30 miles from Lake Michigan
- ▶ Fourth largest city in Indiana
- ▶ South Bend serves as the economic and cultural hub of Northern Indiana



TENANT SUMMARY - SHERWIN WILLIAMS

The Sherwin-Williams Company was founded by Henry Sherwin and Edward Williams in 1866. Today, the Company is a global leader in the manufacture, development, distribution and sale of paint, coatings and related products to professional, industrial, commercial and retail customers.

The Company manufactures products under well-known brands such as Sherwin-Williams®, Dutch Boy®, HGTV HOME® by Sherwin-Williams, Krylon®, Minwax®, Thompson's® Water Seal® and many more. With global headquarters in Cleveland, Ohio, Sherwin-Williams® branded products are sold exclusively through more than 4,200 company-operated stores and facilities, while the Company's other brands are sold through leading mass merchandisers, home centers, independent paint dealers, hardware stores, automotive retailers and industrial distributors.



 **4,200+**
LOCATIONS

 HEADQUARTERED IN
Cleveland, OH

\$14.98
Billion
SALES VOLUME

STOCK SYMBOL
**NYSE:
SHW**

FOUNDED IN
1866

MORE THAN
52,000
EMPLOYEES



BBB
STANDARD & POOR'S
CREDIT RATING

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Regional Map

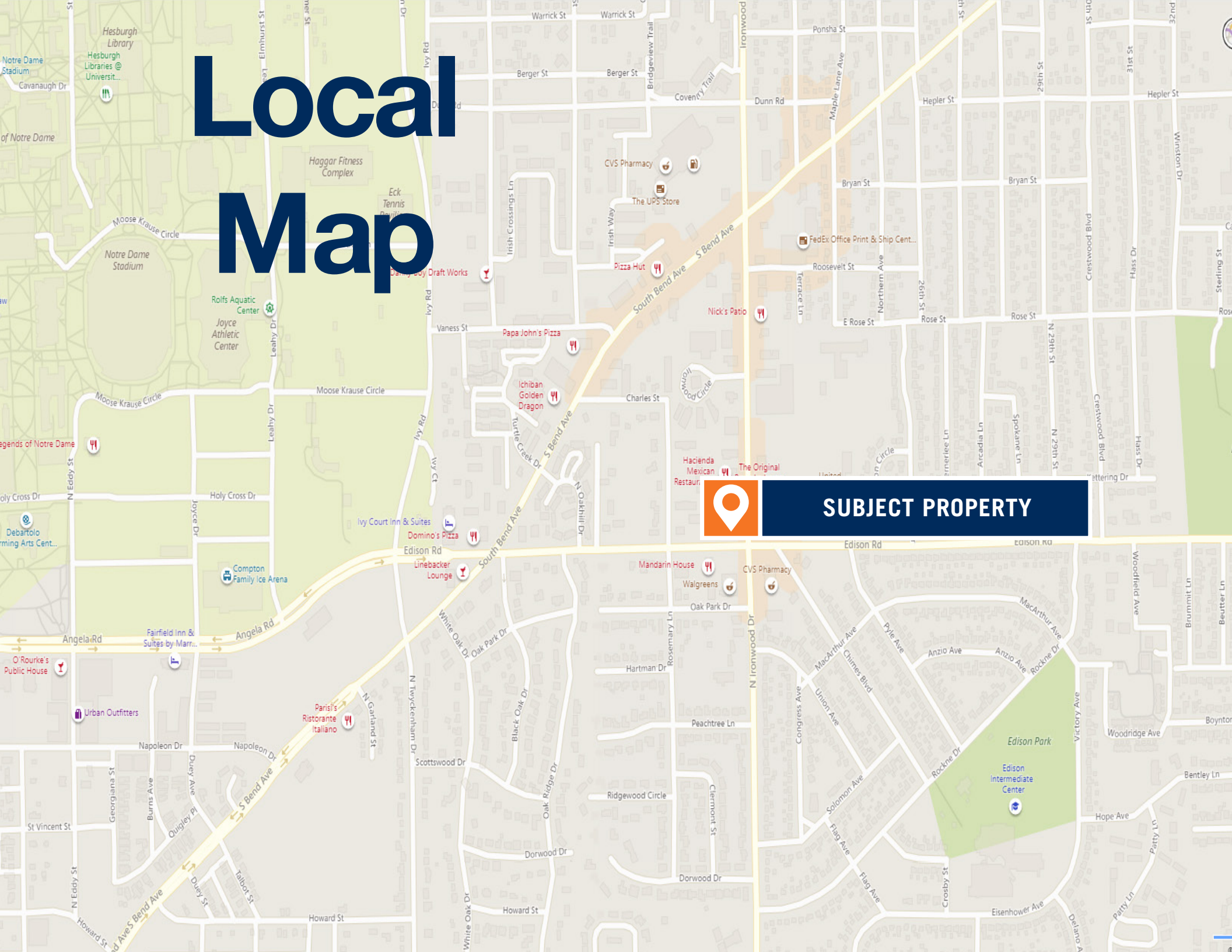
SUBJECT PROPERTY



Local Map



SUBJECT PROPERTY





MARKET OVERVIEW

SHERWIN WILLIAMS/JIN'S CLEANERS

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SOUTH BEND OVERVIEW

The South Bend metro is situated in northern Indiana/southern Michigan and consists of St. Joseph and Cass counties. The city of South Bend is well known as the home to the University of Notre Dame. It is also the most populous city in the metro with 102,000 people while neighboring Mishawaka's population stands at 49,000. Population growth of nearly 5,000 people is expected during the next five years. The metro is roughly 100 miles from Chicago and 200 miles from Detroit.



METRO HIGHLIGHTS



HIGHER EDUCATION

It is home to the iconic University of Notre Dame, St. Mary's College and Holy Cross College; they have a combined enrollment of roughly 15,000 students.



MANUFACTURING HEADQUARTERS

A deep-rooted manufacturing history carries on today with the headquarters of AM General in South Bend and Humvee manufacturing in Mishawaka.



CENTRAL LOCATION

With Interstate 80/90 running through South Bend, the region offers access to 80 percent of the nation's population within a one-day drive.



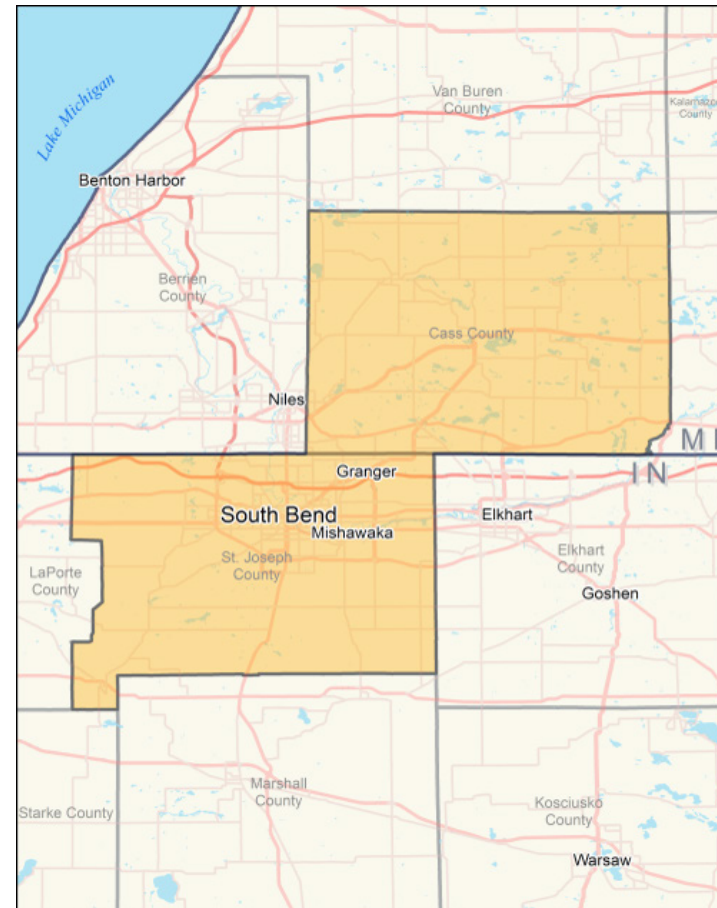
ECONOMY

- ▶ The University of Norte Dame anchors the region as the largest employer with almost 6,000 employees. Combined with a number of smaller schools, education employment offers the area a stable economic driver of growth and innovation.
- ▶ Excellent interstate access and the South Bend Airport have allowed the region to leverage its location as logistics hub for Tire Rack, UPS, FedEx and numerous other freight forwarders.
- ▶ The region's low cost of living and doing business offers significant upside growth potential to expand further high-tech manufacturing industries and logistics.

* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

DEMOGRAPHICS



SOUTH BEND, IN DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2022 Projection	10,160	88,501	177,546
2017 Estimate	10,363	89,353	178,794
2010 Census	10,006	88,268	177,070
2000 Census	9,767	94,138	184,950

INCOME	1 MILE	3 MILES	5 MILES
Average	\$55,817	\$57,576	\$63,054
Median	\$42,441	\$41,838	\$44,370
Per Capita	\$28,586	\$23,832	\$25,133

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2022 Projection	4,294	35,473	70,048
2017 Estimate	4,227	35,156	69,297
2010 Census	4,034	34,809	68,892
2000 Census	3,933	35,858	70,639

EMPLOYMENT	1 MILE	3 MILES	5 MILES
2017 Daytime Population	11,851	127,944	206,778
2017 Unemployment	6.29%	6.77%	6.38%
2017 Median Time Traveled	18	20	21

HOUSING			
2017	\$100,814	\$100,551	\$102,580



SHERWIN WILLIAMS/JIN'S CLEANERS