

national two-tenant retail

CONFIDENTIAL OFFERING MEMORANDUM





confidentiality agreement

model, or any other written or oral communication transmitted or made available to the recipient. The Investment Offering Memorandum does not constitute a representation that there has been no change in the business or affairs of the Property or Seller since the date or preparation of the Investment Offering Memorandum. Analysis and

Seller and Greenstone Partners each expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers regarding the Property and/or fully executed, delivered and approved by Seller and its legal counsel and any conditions to Seller's obligations thereunder have been satisfied or waived.

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offering procedure

THE INVESTMENT



Greenstone Partners is the exclusive listing agent of 960-968 East Dundee Road, Palatine, IL 60074 (the "Property"). The prospective Purchaser will be selected by the Seller by its sole discretion based on a variety of factors including, but not limited to:

- Offering Price
- Absence of contingencies
- Due Diligence and closing time
- Financial strength and track record
- Proof of funds for a financed or all-cash transaction
- Earnest money deposit(s) and timing to become nonrefundable
- Real Estate Taxes will be prorated on a Cash Basis at Closing
- Confirmation of full underwriting based on materials provided in the Due Diligence Vault

PROPERTY INQUIRIES & TOURS

All Property inquiries should be directed to Greenstone Partners. All property tours are by appointment only and are to be scheduled through Greenstone Partners.

PROSPECTIVE PURCHASERS

Ownership will be selling the property in an "As Is, Where Is" condition. Offers will be responded to on a "First Come, First Served" basis. No formal call for offers date is currently contemplated; however, this is subject to change based on ownership's discretion.





investment summary

THE INVESTMENT



Greenstone Partners, as the Exclusive Investment Advisor, is pleased to present the opportunity to acquire the 100% leased two-tenant property located at 960-968 E. Dundee Road, Palatine, IL 60074 (the "Property"). Prominently positioned at the high visibility intersection of Dundee and Rand Roads with nearly 55,000 vehicles per day, the Property is located in Chicago's desirable northwestern suburb of Palatine.

The brand-new ±5,250 square foot building situated on ±29,315 square feet of land, was delivered in 2019. The Property is occupied by two national tenants, Aspen Dental and T-Mobile, under 'NNN' lease structures with a weighted average remaining lease term of 9 years.

The Property is situated in a thriving and mature commercial corridor with national retailers including Walmart, Home Depot, Target, TJ Maxx, HomeGoods, Petco, Aldi, Jewel-Osco and more. The market offers superior density and demographics with a population of 252,000+ and an average household income of nearly \$120,000 within 5-miles.

Palatine is located 30 miles from the Chicago Central Business District 'Loop' and 14 miles from O'Hare International Airport. Convenient transportation options for commuters include Metra rail service and access to major expressways such as I-90, I-290, I-294, Illinois Route 53 and U.S. Highways 12 & 14.

PROPERTY SUMMARY	
OFFERING PRICE	\$3,300,000
CAP RATE	6.25%
NET OPERATING INCOME	\$206,500
GROSS LEASEABLE AREA	±5,250 Sq. Ft.
LAND AREA	±29,315 Sq. Ft.
OCCUPANCY	100%
TENANCY	Aspen Dental & T-Mobile
OWNERSHIP OFFERED	Fee Simple, Free & Clear of Debt
MARKET	Chicago MSA
CITY	Palatine
ADDRESS	960-968 E. Dundee Road, Palatine, IL 60074
DEMOGRAPHICS	Population 5-mile Radius: 252,045
	Average Household Income 5-mile Radius: \$119,594
VEHICLES PER DAY	54,400 (Dundee & Rand)
PUBLIC TRANSIT	Metra - Union Pacific Northwest Line





investment highlights

THE INVESTMENT







NATIONAL TENANTS Aspen Dental and T-Mobile are both strong national tenants with unmistakable brand recognition. Headquartered in Chicago, IL and East Syracuse, NY, Aspen Dental is a privately held company with 700+ nationwide locations. T-Mobile operates over 16,000 locations and is a publicly traded company (NASDAQ: TMUS, S&P: BB+). The franchisee at the Property, Wireless Vision, is T-Mobile's largest retail partner with 568 locations nationwide.



NATIONAL CO-TENANCY Aspen Dental and T-Mobile share vehicle ingress / egress and cross access with other national retailers including Panera Bread, Verizon, Car-X Tire & Auto, Mattress Firm and Cousin's Subs.



HIGH TRAFFIC INTERSECTION The Property is located just off the northeast corner of Rand and Dundee Roads. This intersection experiences ±55,000 vehicles per day.



LONG TERM 'NNN' LEASES Aspen Dental and T-Mobile have a weighted average remaining lease term of 9 years. The 'NNN' lease structure of both leases minimize ownership's exposure to expense leakage and safeguards against future expense growth.



2019 CONSTRUCTION, TRANSFERRABLE WARRANTIES Built by a reputable and experienced developer, the Property was completed in 2019. The new construction building features transferrable warranties and guarantees that protect ownership from capital expenditures.



SUPERIOR DEMOGRAPHICS The dense population of 252,000 people within a 5-mile radius has an average household income of nearly \$120,000.

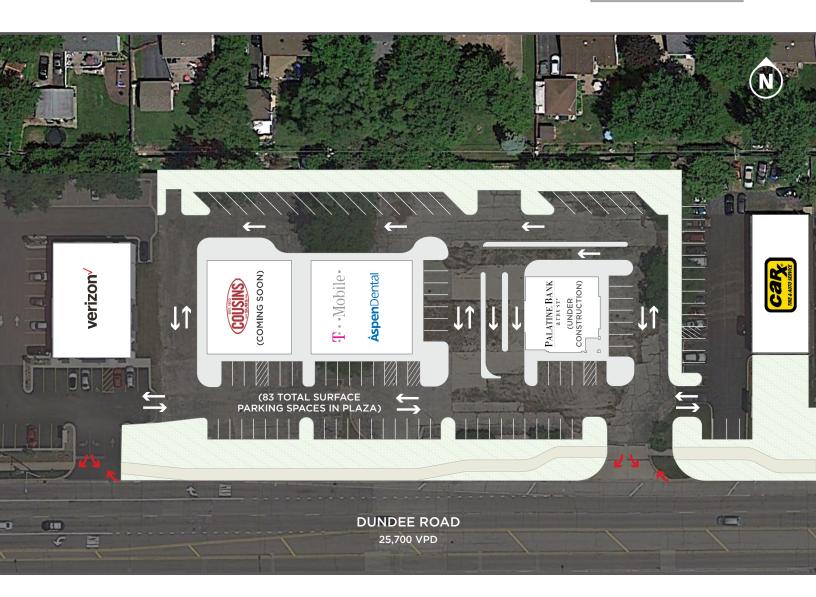


PREMIER RETAIL CORRIDOR The immediate area surrounding the Property is a historically proven commercial corridor with large national retailers including Walmart, Home Depot, TJ Maxx, Target, HomeGoods, Petco, Aldi, Jewel-Osco and more.

site plan

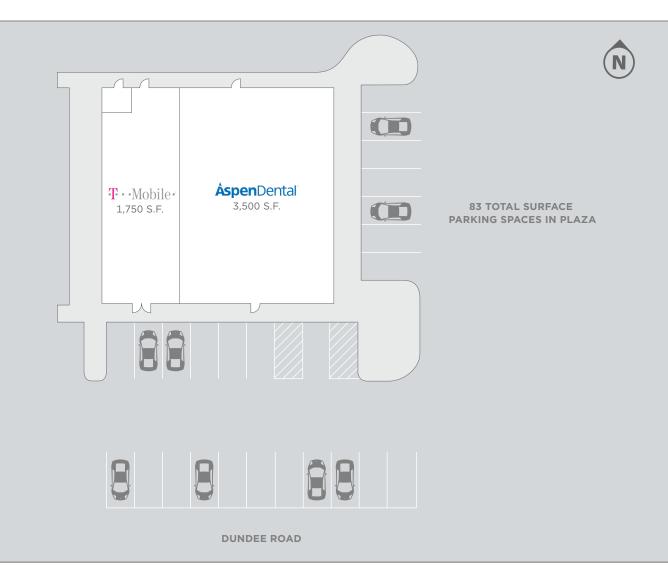
THE INVESTMENT





floor plan





site description

THE INVESTMENT



Address	960 - 968 E. Dundee Road, Palatine, IL 60074
Total Building Area:	± 5,250 Sq. Ft.
Total Land Area:	± 29,315 Sq. Ft.
Description:	Two Tenant Retail Center
Year Built:	2019
Construction Type:	Steel Structure, Brick Façade
Access:	Ingress: Full access from Dundee Road (dedicated left turn lane on Dundee Road) and a right-in from Rand Road Egress: Full access onto Dundee Road (dedicated left turn lane from Property) and a right-out onto Rand Road
Parking:	27 surface spaces, total of 83 surface spaces including cross-access agreement
PIN:	*Parcel in progress of receiving own tax PIN
Parcel Location:	Northeast Corner of Rand Road and Dundee Road
Frontage:	139 Feet on Dundee Road
Signage:	Building exterior and Dundee Road-facing pylon
Traffic Counts:	Dundee Road - 25,700 VPD Rand Road - 28,700 VPD Total: 54,400 VPD

THE OFFERING THE INVESTMENT THE LOCATION THE NUMBERS

tenant overview



AspenDental

ASPEN DENTAL

Type - Private

Industry - Dentistry

Lease Guarantor - Aspen Dental Management, Inc. (Corporate)

Lease Expiration - 5/31/2029*

Rentable Sq. Ft. - 3,500 SF

No. of Locations - 700+

HQ Location - Chicago, IL & East Syracuse, NY

Website - www.aspendental.com

Aspen Dental Management, Inc. provides dental and denture services for short and long-term oral health needs in the United States. Each Aspen Dental branded practice offers a full range of dental and denture services including comprehensive exams, cleanings, extractions, fillings, periodontal treatment, whitening, oral surgery, crown and bridge work and more. The company also provides emergency dental care that covers tooth ache relief, swollen jaw relief, cracked tooth, loose fillings, sore gums and root canals.

Dentists and staff at Aspen Dental offices believe in making quality and affordable oral health care available to everyone. In 2016, Aspen Dental-branded practices recorded more than 4.1 million patient visits and welcomed nearly 900,000 new patients. As one of the largest and fastest-growing networks of independent dental care providers in the U.S., there are more than 700 local Aspen Dental practices 38 states. These practices offer patients a safe, welcoming and judgment-free environment to address their dental needs.

^{*}To be determined based on rent commencement date

tenant overview



THE NUMBERS



T-MOBILE

Type - Public (NASDAQ: TMUS, S&P: BB+)

Industry - Telecommunications

Franchisee - Wireless Vision, LLC

Lease Guarantor - Wireless Vision, LLC

Lease Expiration - 3/31/2026*

Rentable Sq. Ft. - 1,750 SF

No. of Locations - 16,000+; 568 Operated by Wireless Vision

T-Mobile HQ Location - Bellevue, WA

Corporate Website - www.t-mobile.com

Wireless Vision HQ Location -Bloomfield Hills, MI

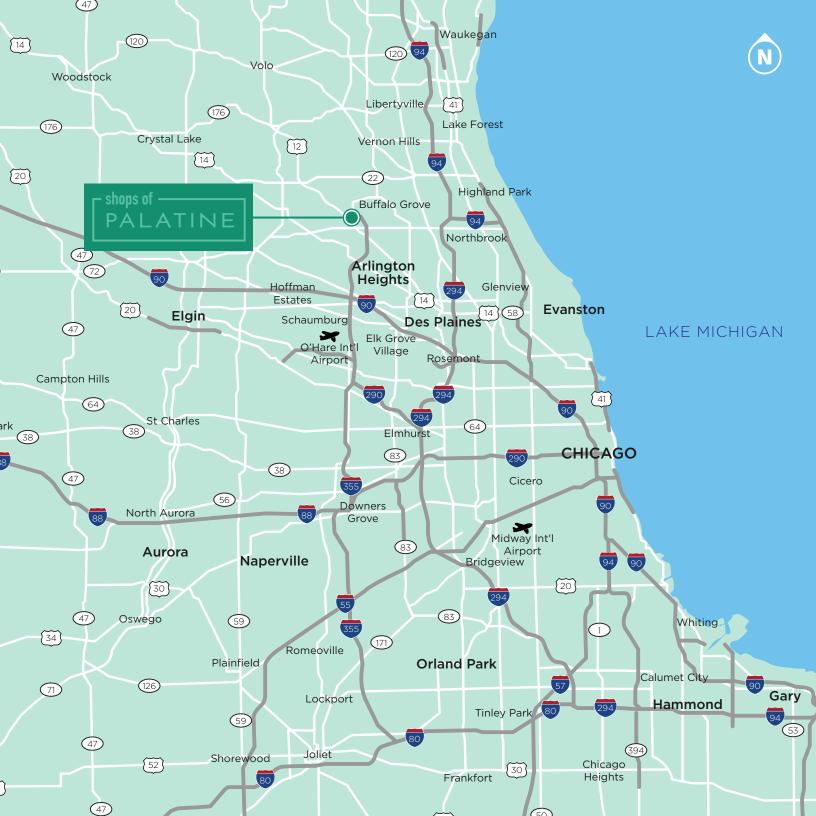
Franchisee Website - www.wirelessvision.com

T-Mobile is the third largest wireless carrier in the United States. T-Mobile supplies wireless telecommunication and data services in the United States, Puerto Rico and the U.S. Virgin Islands under their T-Mobile and MetroPCS brands. The company saw annual revenues of \$40.6 billion in 2017. In 2018, J. D. Power and Associates, a global marketing-information-services firm, ranked T-Mobile highest among major wireless carriers for retail-store satisfaction (four years in a row) and highest for wireless customer care (two years in a row).

Wireless Vision, LLC (franchisee) is T-Mobile's largest retail partner. In October 2018, Wireless Vision acquired one of T-Mobile's other retail partners, 2B Wireless, adding 64 T-Mobile stores to its operations in Arizona and bringing the company's total store count to 568 nationally. The company's leadership team credits its success to providing customers with the best sales and service in the industry. Wireless Vision is dedicated to cultivating and caring for employees and has been voted a Top 100 Workplace for the last 3 consecutive years by the Chicago Tribune.

^{*}To be determined based on rent commencement date





market overview

PALATINE

Palatine, Illinois is a diverse area that supports numerous different lifestyles with a family focus. The Village is situated in a favorable location, 30 miles from Chicago's CBD and 14 miles from O'Hare International Airport. Transportation options are abundant; including access to major expressways including I-90, I-290, I-294, Illinois Route 53 and U.S. Highways 12 & 14. Convenient public transportation for commuters is provided by the Metra Union Pacific Northwest line, which runs service from Harvard, IL to the Chicago CBD. The Metra station is located in downtown Palatine.

Palatine spans ±12 square miles and with an estimated population of nearly 70,000 people and over 27,000 households, making it one of the top 20 largest communities in Illinois. The average 2018 household income in Palatine was \$104,762 which is 20% higher than the entire state of Illinois and 25% higher than the national average. In addition, Palatine boasts an educated demographic with over 51% of the population age 25+ having attained a bachelor's or graduate/professional degree.

Palatine's downtown business district continues to prosper, with 30 shopping areas throughout the community. In addition, Palatine has a robust office population that includes approximately 800,000 square feet of office space. Over the past few years, Palatine has experienced a surge in building activity, including single-family, multi-family and commercial developments. The introduction of a new zoning classification for light manufacturing has also allowed light industrial to enter the Village. Almost 250 acres are zoned for manufacturing purposes, and the Village of Palatine is currently home to the headquarters of brand name manufacturers such as the Square D Corporation, manufacturer of electrical products, and Weber Stephens, manufacturer of barbecue grills.

Palatine is also full of recreational activities and venues for residents and visitors to enjoy. Palatine maintains 28 parks, including an 18-hole golf course, totaling 623 acres. Hundreds of fitness, sport, arts and crafts, and many more classes are

continually offered by the Park District, as well as numerous sports organizations and leagues. For nature lovers, a four-mile scenic bicycle trail travels through park and residential areas and enters the Deer Grove Forest Preserve immediately north of Palatine.

The Village of Palatine is committed to providing the best to its citizens and is continuously improving, refusing to focus on past success. The Village government is focused on the future and through its various departments, strives to make Palatine the best Chicago suburb for its citizens.







IMAGES

- 1 Palatine Metra Station
- 2 Downtown Palatine
- 3 Twin Lakes Golf Course & Recreation Area

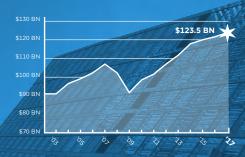
chicago metro the economy

THE INVESTMENT

Home to an unrivaled talent pool, Chicago features a strong, globally diverse economy - larger than that of many countries, has a uniquely friendly and welcoming business community, and boasts one of the best quality-of-life to cost-of-living ratios in the nation.

Chicago is located at the center of global trade, transit and data networks. The city is an economic powerhouse, home to more than 400 major corporate headquarters, including 36 in the Fortune 500. Among the most diversified economies/in the nation, Chicago is a key player in every sector from risk management innovation to manufacturing to information technology to health services. Chicago's industry possesses no single economic engine employing more than 12% of its workforce. The metro also hosts 1,800 foreign-based companies, with more than \$100 billion in foreign direct investments.

CHICAGO METRO RETAIL SALES



\$123.5 BN. the HIGHEST Retail Sales in Chicagoland History

DIVERSIFIED WORKFORCE

the largest portion of the workforce employed by any single industry

population - 3rd largest in the united states

gross metropolitan product exceeding \$680 BN

employees - 3rd largest labor pool in the united states



2 TOP BUSINESS SCHOOLS







714k 🛒

people with bachelor's degrees or greater live in the City of Chicago

Chicago provides easy access to the world with more than 1,400 daily departures (between O'Hare + Midway) to more than 230 cities worldwide.

The city serves as a hub for six of the nation's seven Class I North American railroads, as well as six major U.S. Interstates. Virtually every major data network in the world intersects in Chicago.

> WORLD'S BUSIEST AIRPORT: O'HARE INTERNATIONAL AIRPORT

- **79,828,183** passengers
- 903,000 flights

The CTA, one of three service boards within the Regional Transportation Authority, operates the second largest public transportation system in the United States. Metra trains provide service to and from downtown Chicago with 241 stations over 11 routes.



2,000 buses
8 TRAIN ROUTES
1.7 million rides per

1.7 million rides per weekday



riding their bikes to work

chicago metro culture + recreation

Chicago was the second most visited city in the United States with 57.6 million domestic and international visitors, behind the 62 million visitors to New York City in 2018.

Chicago is home to 2,720,546 residents (9,504,753 Chicago metro) in 50 wards, 77 community areas, and 100 neighborhoods.

FOODIE DESTINATION



26 MICHELIN-STARRED 40 JAMES BEARD AWARDS CRAFT BEER HAVEN

167+ breweries & distilleries

MORE THAN ANY OTHER CITY IN THE UNITED STATES



GARDEN 580+ parks 29 beaches 26 miles of open lakefront over 400 neighborhood festivals yearly

WORLD CLASS SPORTS



CHICAGO CUBS
3 World Series



CHICAGO WHITE SOX
3 World Series



CHICAGO BEARS 9 Championships



CHICAGO BLACKHAWKS
6 Stanley Cups



CHICAGO BULLS6 NBA Championships

Chicago has won championships in each of the four major professional leagues.



demographic profile



Population Summary	1 Mile	3 Miles	5 Miles
2018 Total Population	28,564	101,681	252,045
2018 Total Daytime Population	19,051	89,041	215,482
Workers	5,312	43,717	102,202
Residents	13,739	45,324	113,280
Household Summary	1 Mile	3 Miles	5 Miles
2018 Households	10,078	40,210	97,375
2018 Average Household Size	2.83	2.52	2.57
2018 Families	6,646	26,436	67,272
2018 Average Family Size	3.45	3.13	3.14
2018 Households by Income	1 Mile	3 Miles	5 Miles
Average Household Income	\$77,507	\$106,921	\$119,594
2018 Owner Occupied Housing Units by Value	1 Mile	3 Miles	5 Miles
Average Home Value	\$239,079	\$342,267	\$387,155
2018 Population 25+ by Educational Attainment	1 Mile	3 Miles	5 Miles
Bachelor's Degree	28.0%	33.3%	34.3%
Graduate/Professional Degree	11.3%	18.9%	21.2%
2018 Employed Population 16+ by Occupation	1 Mile	3 Miles	5 Miles
Total	15,131	57,560	141,560
White Collar	58.5%	72.2%	74.3%
Blue Collar	21.5%	14.0%	13.0%
2018 Consumer Spending	1 Mile	3 Miles	5 Miles
Apparel & Services: Total \$	\$21,543,698	\$111,657,709	\$297,660,802
Education: Total \$	\$13,390,738	\$79,176,100	\$219,348,849
Entertainment/Recreation: Total \$	\$29,591,132	\$161,181,219	\$435,574,640
Food at Home: Total \$	\$48,662,033	\$248,804,272	\$659,375,917
Food Away from Home: Total \$	\$34,713,451	\$178,963,500	\$475,677,811
Health Care: Total \$	\$50,060,614	\$278,170,904	\$755,699,743
HH Furnishings & Equipment: Total \$	\$19,784,402	\$105,604,138	\$284,478,798
Personal Care Products & Services: Total \$	\$7,984,362	\$42,418,107	\$113,750,643
Shelter: Total \$	\$164,290,099	\$873,075,262	\$2,330,886,347
Support Payments/Cash Contributions/Gifts in Kind: Total \$	\$21,606,463	\$126,855,556	\$349,443,271
Travel: Total \$	\$19,725,665	\$113,780,959	\$312,112,864
Vehicle Maintenance & Repairs: Total \$	\$10,246,237	\$53,431,025	\$142,841,471

rent roll



Suite	Tenant	Lease Start	Lease Exp.	RSF	RSF (%)	Start Date	End Date	Rent PSF	Annual Rent	Change in Rent (%)	Est. Reimb.	Lease Type	Options
968	Aspen Dental	5/7/19	5/31/29	3,500	66.67%	5/7/19	5/6/24	\$39.00	\$136,500		\$35,423	NNN	Three (3) , Five (5) Year Term
						5/7/24	5/31/29	\$42.90	\$150,150	10.00%			180 Days Prior Notice
					Option 1	6/1/29	5/31/34	\$47.19	\$165,165	10.00%			
					Option 2	6/1/34	5/31/39	\$51.91	\$181,685	10.00%			
					Option 3	6/1/39	5/31/44	\$57.10	\$199,850	10.00%			
	start is earlier of ! nt's proportionate						\$) 27.53%						
960	T-Mobile	4/1/19	3/31/26	1,750	33.33%	4/1/19	3/31/26	\$40.00	\$70,000		\$17,712	NNN	Three (3) , Five (5) Year Term
													270 Days Prior Notice
					Option 1	4/1/26	3/31/31	\$44.00	\$77,000	10.00%			
					Option 2	4/1/31	3/31/36	\$48.40	\$84,700	10.00%			
^Lease	start is estimated	to be in Ma	arch or Apri	l 2019									

^{**}Tenant's proportionate share of total expenses for the Plaza (three total PINs) 13.77%

Totals / Weighted Average	5.250 100.00%	\$39.33 \$206.500	\$53,135	

proforma income + expenses

THE INVESTMENT



Tenant Rental Income	Suite	Lease Type	SF	Rent / SF	Annual Rent
Aspen Dental	968	NNN	3,500	\$39.00	\$136,500
T-Mobile	960	NNN	1,750	\$40.00	\$70,000
TOTAL INCOME			5,250	\$39.33	\$206,500

Reimbursements	Reimbursement / SF	Annual Reimbursements
Management Fee	\$0.62	\$3,278
Real Estate Taxes	\$5.14	\$27,000
CAM & Insurance	\$3.00	\$15,750
Total Reimbursements	\$8.77	\$46,028
Effective Gross Revenue	\$48.10	\$252,528

EXPENSE SUMMARY

Expense*	Expense / SF	Annual Expense
Management Fee	\$0.62	\$3,278
Real Estate Taxes	\$5.14	\$27,000
CAM & Insurance	\$3.00	\$15,750
Total Operating Expenses	\$8.77	\$46,028

In-Place Net Operating Income	\$39.33	\$206,500

^{*}Real Estate Taxes are estimated



^{*}CAM & Insurance expenses are estimated - based on 41.3% prorata share (per REA) of total CAM expenses for the Plaza (3 total PINs)

lease comps



	ADDRESS	CITY, STATE	UNIT SIZE	LEASE START	ANNUAL BASE RENT	BASE RENT/SF	CURRENT ANNUAL RENT	CURRENT RENT/SF	ORIGINAL TERM	GUARANTOR
	968 E. Dundee Rd.	Palatine, IL	3,500	5/7/19	\$136,500	\$39.00	\$136,500	\$39.00	10	Corporate
	3125 N. Hwy 67	Florissant, MO	3,504	4/15/19	\$157,680	\$45.00	\$157,680	\$45.00	10	Corporate
	4101 E. Bluegrass Rd.	Mt. Pleasant, MI	4,000	4/1/19	\$144,000	\$36.00	\$144,000	\$36.00	10	Corporate
	1465 N Frontage Rd	Hastings, MN	3,513	11/1/18	\$128,156	\$36.48	\$128,156	\$36.48	10	N/A
<u>-</u>	623 Boll Weevil Circle	Enterprise, AL	3,500	8/1/18	\$126,000	\$36.00	\$126,000	\$36.00	10	Corporate
Àspen Dental	205 N Lincoln Rd	Escanaba, MI	3,500	8/1/18	\$131,400	\$37.54	\$131,400	\$37.54	10	N/A
	16473-16477 West 159th Street	Lockport, IL	3,520	5/1/18	\$130,240	\$37.00	\$130,240	\$37.00	10	N/A
Spe	5101 N Belt Hwy	St. Joseph, MO	3,500	3/3/18	\$133,000	\$38.00	\$133,000	\$38.00	10	Corporate
14	3900 N Main St	Roswell, NM	3,500	3/1/18	\$132,990	\$38.00	\$132,990	\$38.00	10	N/A
	1200 Big Bill Rd	Arnold, MO	3,500	1/1/18	\$157,500	\$45.00	\$157,500	\$45.00	10	Corporate
	627 S Truman Blvd	Festus, MO	3,500	1/1/18	\$129,500	\$37.00	\$129,500	\$37.00	10	N/A
	257 N. Plainfield Rd.	West Lebanon, NH	3,689	11/16/17	\$166,005	\$45.00	\$166,005	\$45.00	10	Corporate
	2600 Richmond Rd	Texarkana, TX	3,500	5/1/17	\$152,219	\$43.49	\$152,219	\$43.49	10	N/A
	3088 White Bear Ave.	Maplewood, MN	3,570	1/15/19	\$153,510	\$43.00	\$153,510	\$43.00	10	Corporate
	AVERAGES		3,561		\$141,708	\$39.81	\$141,708	\$39.81	10	
] 	960 E. Dundee Rd.	Palatine, IL	1,750	4/1/19	\$70,000	\$40.00	\$70,000	\$40.00	7	Franchisee
-Mobile	581 W 84th Ave	Thornton, CO	3,044	11/1/18	\$138,600	\$45.53	\$138,600	\$45.53	N/A	N/A
\geq	935 E Oak St	Conway, AR	3,600	2/1/18	\$163,800	\$45.50	\$163,800	\$45.50	10	N/A
\vdash	4019 167th Street	Country Club Hills, IL	3,469	4/1/17	\$132,402	\$38.17	\$132,402	\$38.17	7	Corporate
	4314 W McDowell Rd	Phoenix, AZ	3,000	3/1/17	\$108,000	\$36.00	\$108,000	\$36.00	10	Corporate
	AVERAGES		3,278		\$135,700	\$41.30	\$135,700	\$41.30	9	

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