## **SHERWIN-WILLIAMS**

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SHERWIN-WILLIAMS

4914 RIDGE AVENUE, CINCINNATI, OH 45209 Offering memorandum



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#### AFFILIATED BUSINESS DISCLOSURE AND CONFIDENTIALITY AGREEMENT

Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property ("Owner") or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

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#### CONTACTS

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SHERWIN-WILLIAMS

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CBRE, Inc. is proud to present to qualified investors the opportunity to purchase this 6,000 SF freestanding Sherwin Williams (the "Property"). The Property is located in Cincinnati's Oakley submarket and is being offered free and clear of any debt. Ownership anticipates investors consider the strong property characteristics and Tenant creditworthiness when evaluating the Property.



#### **OFFERING SUMMARY:**

| Offering Price                 | \$2,400,000 |
|--------------------------------|-------------|
| Offering Cap Rate              | 5.75%       |
| Current Base Annual Rent (NOI) | \$138,000   |
| Lease Term                     | 10 Years    |
| Lease Structure                | NN          |

#### **INVESTMENT HIGHLIGHTS**

- Investor Grade Tenancy
- Easy Highway Access
- Excellent Visibility
- Strong in-fill market
- Burgeoning Location with nearly 500k SF of New Development Delivering 2019
- Tenant is responsible for parking lot maintenace and repair, landscaping and snow removal

#### **ASSET SUMMARY:**

| Tenant         | The Sherwin Williams Company               |  |
|----------------|--|--|
| Address        | 4914 RIDGE AVENUE,<br>CINCINNATI, OH 45209 |  |
| Stories        | 1  |  |
| Construction   | Brick                                      |  |
| Year Renovated | 2018                                       |  |
| GLA (SF)       | 6,000                                      |  |
| Site Size (AC) | 1  |  |
| Occupancy      | 100%                                       |  |
| Zoning         | CC-M                                       |  |
|                |  |  |

# SHERWIN-WILLIAMS ASHENDED! SHERWIN Nii i iams **ASSET OVERVIEW**

### LEASE ABSTRACT

| Tenant                    | The Sherwin Williams Company               |  |
|---------------------------|--|--|
| Address                   | 4914 RIDGE AVENUE, CINCINNATI, OH 45209    |  |
| Lease Type                | NN   |  |
| Building Size             | 6,000 SF                                   |  |
| Initial Lease Term        | 10 years with rent commencement 12/14/2018 |  |
| Lease Expiration          | 12/31/2028                                 |  |
| Remaining Options         | 2 (two) 5 (five) year options              |  |
| Landlord Responsibilities | Roof & Structure                           |  |
| Guaranty                  | Corporate                                  |  |
|                           |  |  |



## **RENT SCHEDULE**

| Term Annual Rent |              | <b>Monthly Rent</b> |  |  |
|------------------|--------------|---------------------|--|--|
| Year 1-5         | \$138,000.00 | \$11,500.00         |  |  |
| Year 6-10        | \$151,800.00 | \$12,650.00         |  |  |
| Option 1         | \$166,980.00 | \$13,915.00         |  |  |
| Option 2         | \$183,678.00 | \$15,306.50         |  |  |
|                  |              |                     |  |  |











## SHERWIN-WILLIAMS.

Sherwin-Williams and Valspar announced on March 20, 2016, that they entered into a definitive agreement under which Sherwin-Williams acquired Valspar for \$113.00 per share in an all-cash transaction valued at approximately \$11.3 billion, creating a premier global paints and coatings company.

Founded in 1866, The Sherwin-Williams Company is a global leader in the manufacture, development, distribution, and sale of paints, coatings and related products to professional, industrial, commercial, and retail customers. The company manufactures products under well-known brands such as Sherwin-Williams®, Valspar®, HGTV HOME® by Sherwin-Williams, Dutch Boy®, Krylon®, Minwax®, Thompson's® Water Seal®, Cabot® and many more. With global headquarters in Cleveland, Ohio, Sherwin-Williams® branded products are sold exclusively through a chain of more than 4,600 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. The Sherwin-Williams Performance Coatings Group supplies a broad range of highly-engineered solutions for the construction, industrial, packaging and transportation markets in more than 120 countries around the world. Sherwin-Williams shares are traded on the New York Stock Exchange (symbol: SHW).

Specific financial highlights from 2018\* include:

- Sales increased \$2.55 billion, or 17%, to a record \$17.53 billion.
  Keeping in mind that the Valspar transaction closed on June 1, 2017, incremental Valspar sales from January through May 2018 increased consolidated sales by 12.4% for the year. Organic growth for the full year was 4.7%.
- Net operating cash for the year increased \$60 million to a record \$1.94 billion.
- Organic growth increased 4.7% and adjusted diluted net income per share from continuing operations increased 23% compared to the prior year

#### **Coporate Profile:**

| Corporate Name            | Sherwin-Williams Company           |
|---------------------------|------------------------------------|
| Property Type             | Retail; Paint and Coating Supplier |
| Parent Company Trade Name | Sherwin-Williams                   |
| Ownership                 | Public                             |
| Credit Rating             | A                                  |
| Rating Agency             | Standard & Poor's                  |
| Revenue                   | \$17.610 B                         |
| Stock Symbol              | SHW                                |
| Board                     | NYSE                               |
| Number of Locations       | ±5,100                             |
| Number of Employees       | ±52,695                            |
| Headquartered             | Cleveland, OH                      |
| Website                   | www.sherwin-williams.com           |
| Year Founded              | 1866                               |



#### OAKLEY/CINCINNATI OVERVIEW

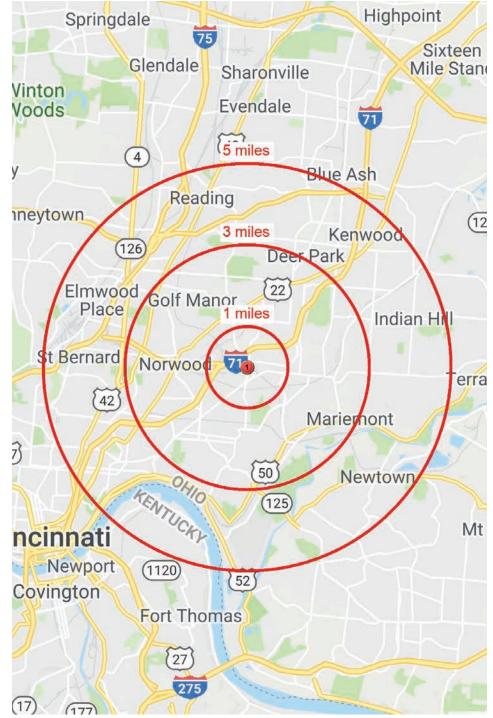
The Submarket boasts vacancies under 2.5% and has seen hundreds of thousands of new development over the past few years. That trend continues now with nearly 500,000 square feet of new development under way, set to deliver in 2019.

Fundamentals in the Cincinnati retail market are healthy and have greatly improved over the course of this cycle. As of second quarter 2019, vacancies were at the lowest point CoStar had tracked for the metro. More than 10 million SF has been absorbed this cycle, and some notable tenants have leased space in the metro including Jungle Jim's International Market, Lowe's, and Bass Pro.

Demand for retail space in Cincinnati is healthy, and absorption has outpaced supply for the majority of this cycle. This cycle has seen more than 10 million SF of absorption. The bulk of leasing continues to occur in the suburbs, where the prime spending cohort is concentrated. Most new retail projects involve smaller centers or build-to-suits, alleviating the risk of over-supply.

Like many rust-belt metros, Cincinnati deals with chronic out-migration caused by longstanding economic issues. However, a steadily diversifying economy and a revitalized downtown aided in the retention of educated workers and accelerated Cincinnati's economic growth. Unemployment is on par with the national average, and median household income exceeds the national average as a result of the tightened labor market.

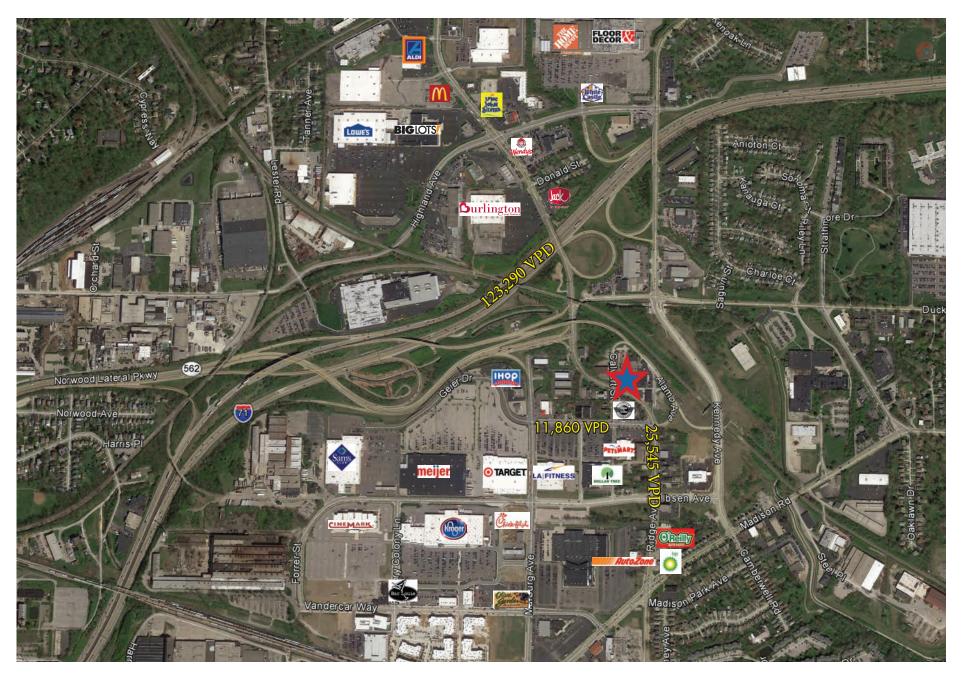
Approximately 32% of the population aged 25 or older holds a bachelor's degree or higher, compared to 25% for the rest of Ohio. This educated workforce is finding employment in places like corporate Kroger's 84.51 division, Procter & Gamble, and professional and business services companies throughout the metro. The opening of GE's U.S. Global Operations Center in June 2016 made a particularly big impact, bringing more than 2,000 new jobs in finance and information technology. In all, nine Fortune 500 companies call Cincinnati home, contributing to the metro's white-collar identity and acting as engines of economic growth. Additionally, employment in manufacturing, construction, and trade sectors, which hemorrhaged jobs after the recession, is growing again, largely due to numerous e-commerce and distribution facilities moving to the metro.



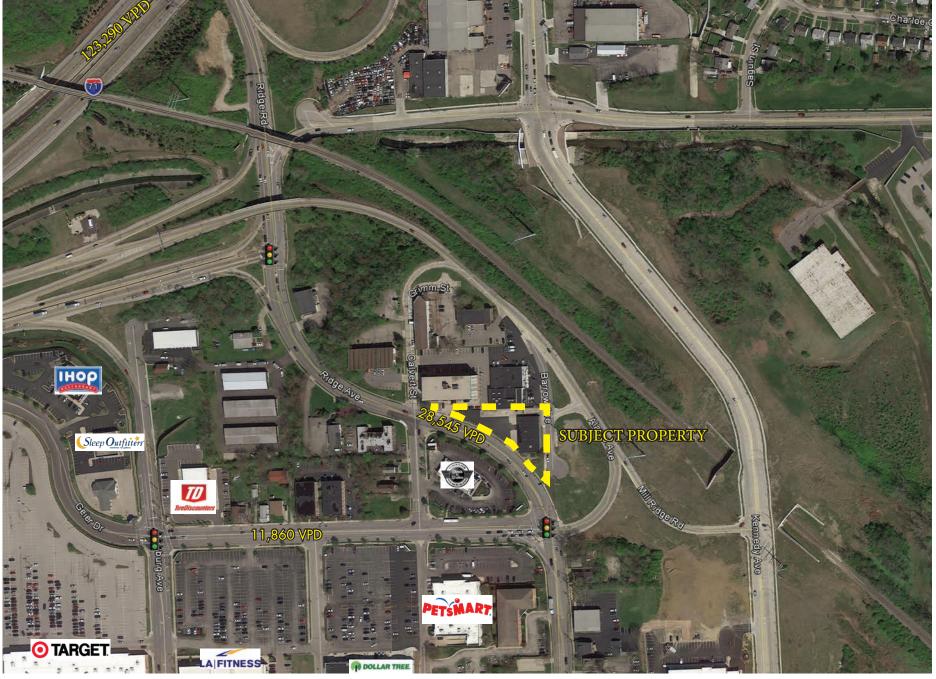
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# **MARKET OVERVIEW**

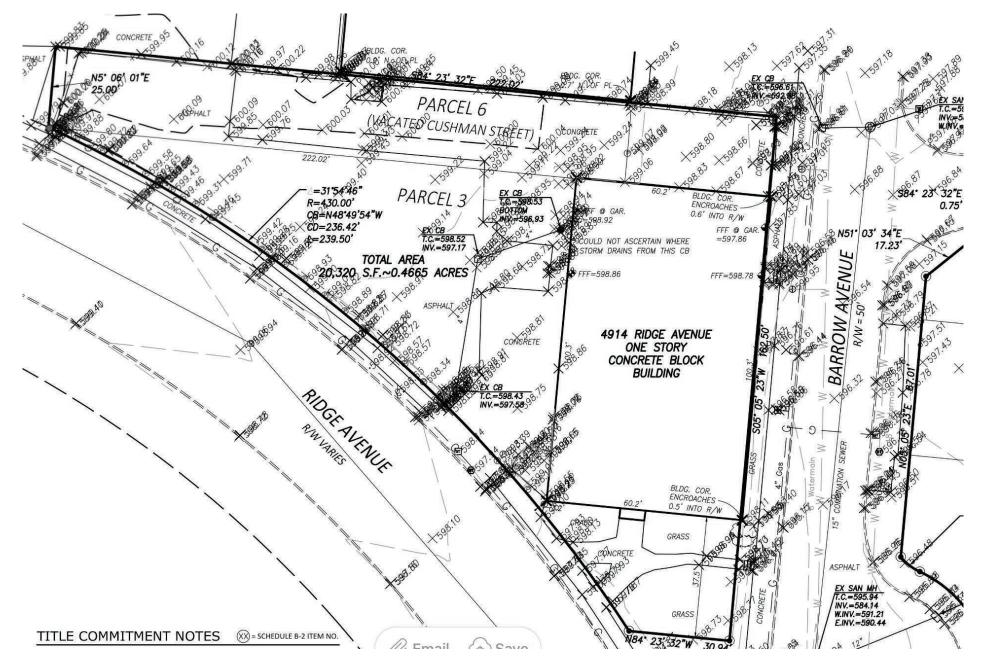
## **OAKLEY TRADE AREA**



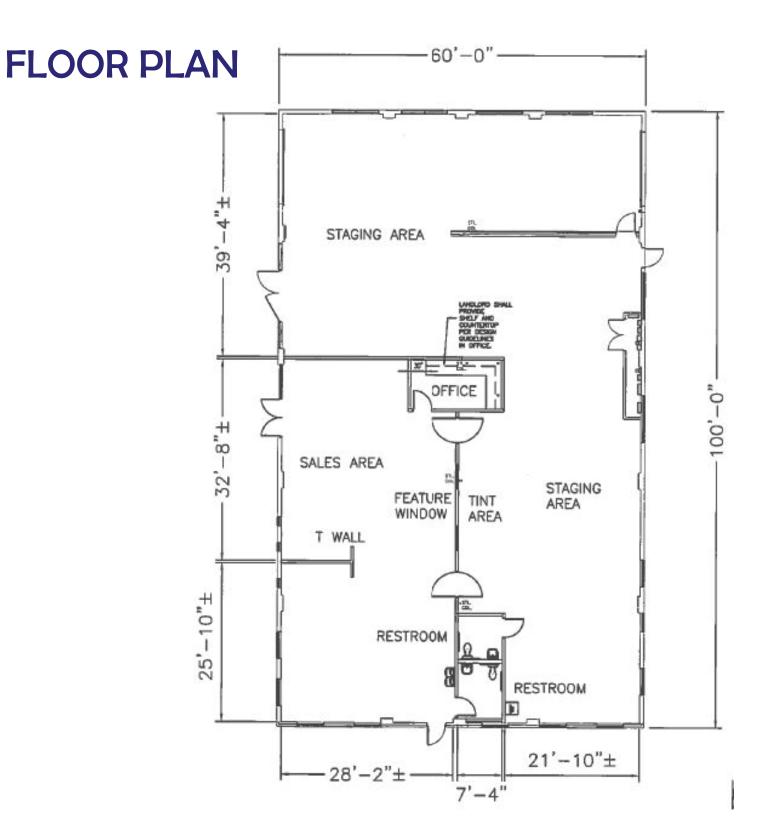
## **SITE AERIAL**



## SITE SURVEY







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## DEMOGRAPHICS

|            |  | ONE-MILE  | THREE-MILE | FIVE-MILE |
|------------|--|-----------|------------|-----------|
|            |  | RADIUS    | RADIUS     | RADIUS    |
| POPULATION | 2018 POPULATION - CURRENT YEAR ESTIMATE        | 8,918     | 111,734    | 232,727   |
|            | 2023 POPULATION - FIVE YEAR PROJECTION         | 9,519     | 113,404    | 235,270   |
|            | 2010 POPULATION - CENSUS                       | 7,677     | 108,136    | 227,348   |
|            | 2000 POPULATION - CENSUS                       | 8,582     | 118,902    | 250,553   |
| OPI        | 2010-2018 ANNUAL POPULATION GROWTH RATE        | 1.83%     | 0.40%      | 0.28%     |
| <u>a</u>   | 2018-2023 ANNUAL POPULATION GROWTH RATE        | 1.31%     | 0.30%      | 0.22%     |
|            | 2018 MEDIAN AGE                                | 34.70     | 38.20      | 38.90     |
|            | 2018 HOUSEHOLDS - CURRENT YEAR ESTIMATE        | 4,767     | 52,274     | 105,360   |
| S          | 2023 HOUSEHOLDS - FIVE YEAR PROJECTION         | 5,136     | 53,196     | 106,737   |
| HOUSEHOLDS | 2010 HOUSEHOLDS - CENSUS                       | 3,976     | 50,300     | 102,469   |
| SEH        | 2000 HOUSEHOLDS - CENSUS                       | 4,281     | 54,137     | 110,622   |
| no         | 2010-2018 ANNUAL HOUSEHOLD GROWTH RATE         | 2.22%     | 0.47%      | 0.34%     |
| Т          | 2018-2023 ANNUAL HOUSEHOLD GROWTH RATE         | 1.50%     | 0.35%      | 0.26%     |
|            | 2018 AVERAGE HOUSEHOLD SIZE                    | 1.84      | 2.09       | 2.16      |
| ٨E         | 2018 AVERAGE HOUSEHOLD INCOME                  | \$67,806  | \$83,643   | \$78,601  |
|            | 2023 AVERAGE HOUSEHOLD INCOME                  | \$80,348  | \$95,771   | \$89,852  |
| COME       | 2018 MEDIAN HOUSEHOLD INCOME                   | \$48,774  | \$53,961   | \$50,814  |
| ž          | 2023 MEDIAN HOUSEHOLD INCOME                   | \$56,560  | \$60,528   | \$56,715  |
|            | 2018 PER CAPITA INCOME                         | \$37,098  | \$39,510   | \$35,922  |
|            | 2018 OWNER OCCUPIED HOUSING UNITS              | 1,495     | 25,707     | 51,646    |
|            | 2018 MEDIAN VALUE OF OWNER OCC. HOUSING UNITS  | \$163,719 | \$176,172  | \$167,287 |
|            | 2018 AVERAGE VALUE OF OWNER OCC. HOUSING UNITS | \$205,899 | \$266,275  | \$265,628 |
| C          | 2018 HOUSEHOLDS - CURRENT YEAR ESTIMATE        | 4,767     | 52,274     | 105,360   |
| SIN        | 2023 HOUSEHOLDS - FIVE YEAR PROJECTION         | 5,136     | 53,196     | 106,737   |
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