



BERKELEY
CAPITAL ADVISORS

GOODWILL

SHELBYVILLE (INDIANAPOLIS MSA), IN

BERKELEY

CAPITAL ADVISORS

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IN COOPERATION WITH
THOMPSON THRIFT RETAIL GROUP (TTRG)
IN RE LICENSE NO.: CO10100113

LOCATION MAP

LOCATION




570 Saraina Road
Shelbyville (Indianapolis MSA),
IN 46176

HOUSEHOLD INCOME

\$\$\$
66K+

Average household income
within a 3-mile radius of the
site is \$66,310.

TRAFFIC COUNTS


69K+

The site benefits from a total
of 69,534 VPD on nearby and
surrounding roadways within
1.3 miles.

B



GOODWILL

570 SARAINA ROAD
SHELBYVILLE (INDIANAPOLIS MSA), IN 46176

INVESTMENT OVERVIEW

TENANT	GOODWILL INDUSTRIES*
NET OPERATING INCOME	\$142,313
RENT INCREASES	SEE RENT SCHEDULE BELOW
RENT COMMENCEMENT	FEBRUARY 1, 2009
RENT EXPIRATION	JUNE 30, 2031
LEASE TYPE	NN - ROOF & STRUCTURE
ORIGINAL LEASE TERM	10 YEARS
LEASE TERM REMAINING	12 YEARS
OPTIONS	FOUR, 5-YEAR**
RIGHT OF FIRST REFUSAL	YES - 10 DAYS

*Goodwill Industries of Central Indiana, Inc. - 67 retail stores, 4 outlets, 3 boutiques, and 3 donation centers

**Tenant has exercised two renewal options and received two additional renewal options

ASKING PRICE

\$2,277,008
6.25% CAP RATE

EXECUTIVE SUMMARY


Goodwill has been operating at the subject property for over 11 years and has exercised 2 renewal options, which has extending their lease expiration out until June 2031. Goodwill has been strongly positioned within this submarket for many years prior to relocating into this facility in 2009, and is backed by Goodwill Industries of Central Indiana, Inc. which has over 75 locations. The store greatly benefits from its positioning adjacent to a Kroger-anchored shopping center off Broadway St that sees over 25,000 VPD.

PROPERTY DETAILS


12,375
SQUARE FEET


1.90
ACRES


55
PARKING SPACES


2009
YEAR BUILT

RENT SCHEDULE

LEASE YEAR	START	END	ANNUAL RENT	% INCREASE
CURRENT TERM	-	6/30/2031	\$142,313	-
OPTION 1	7/1/2031	6/30/2036	\$145,475	2.2%
OPTION 2	7/1/2036	6/30/2041	\$151,800	4.3%
OPTION 3	7/1/2041	6/30/2046	\$158,125	4.2%
OPTION 4	7/1/2046	6/30/2051	\$164,486	4.0%

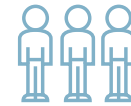
INVESTMENT HIGHLIGHTS

- LONG LEASE TERM | 12 YEARS REMAINING
- TENANT HAS BEEN OPERATING AT THIS LOCATION SINCE 2009
- RELOCATION FACILITY FROM PREVIOUS INLINE SPACE
- EXPERIENCED OPERATOR | GOODWILL INDUSTRIES OF CENTRAL & SOUTHERN INDIANA COMPRISED OF 67 RETAIL STORES, 4 OUTLETS, 3 BOUTIQUES, & 3 DONATION CENTERS | OVER 3,700 EMPLOYEES
- STRONG COMMITMENT TO THE PROPERTY | TENANT HAS EXERCISED TWO RENEWAL OPTIONS
- FULLY USABLE 1.90 ACRE PARCEL
- ADJACENT TO KROGER ANCHORED GROCERY CENTER
- LESS THAN 5 MINUTES FROM I-74 EXIT 116 | 39,117 VPD
- RENT INCREASES EACH OPTION
- DESTINATION RETAILERS IN THE AREA | WALMART SUPERCENTER, ALDI, KROGER, WALGREENS, MCDONALD'S, TACO BELL, ARBY'S, AND OTHERS
- REGIONAL TRADE DRAW



DEMOGRAPHIC SNAPSHOT* & TRAFFIC COUNTS

*FOR DETAILED DEMOGRAPHICS, PLEASE CLICK [HERE](#)



24,637

2023 POPULATION PROJECTION
WITHIN FIVE MILES



\$66,310

2018 AVERAGE HOUSEHOLD
INCOME WITHIN THREE MILES



25.30%

2000-2018 POPULATION
GROWTH WITHIN ONE MILES



2.12%

2018-2023 POP. PROJECTED
GROWTH WITHIN ONE MILE



69,534

TOTAL VPD ON NEARBY &
SURROUNDING ROADWAYS
WITHIN 1.3 MILES



9,747

2018 TOTAL HOUSEHOLDS
WITHIN FIVE MILES



LOOKING NORTHEAST



Walmart Supercenter

Dunkin' Donuts

Penn Station East Coast Subs

Starbucks Coffee

Aldi

at&t

Applebee's

Ford

Arby's

Rural King

CAFO

ANYTIME FITNESS

SHOE SHOW

I-74 - 39,117 VPD

74

White Castle

BIG LOTS!

McDonald's

Burger King

Pizza Hut

SUBWAY

KeyBank

CHEVROLET

E. BROADWAY ST - 25,046 VPD

TACO BELL

DQ

MIDAS

SARADINA RD

E. MICHIGAN RD - 5,371 VPD

Kroger

BUFFALO WILD WINGS

Great Clips

goodwill



FAMILY DOLLAR
NAPA AUTO PARTS

CVS

O'Reilly AUTO PARTS
PAPA JOHN'S PIZZA
DOLLAR GENERAL
Domino's PIZZA
AutoZone

 **Knauf Insulation**
450 local employees
5,500 employees worldwide

Kroger
BUFFALO WILD WINGS
Great Clips®

Wendy's OLD FASHIONED HAMBURGERS
MARATHON

Walgreens DRUG STORES


CHEVROLET

KeyBank


goodwill

SARADINA RD

DQ **MIDAS**

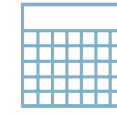
E. MICHIGAN RD - 5,371 VPD

E. BROADWAY ST - 25,046 VPD


TACO BELL


McDonald's

BIG LOTS!



1902
YEAR FOUNDED



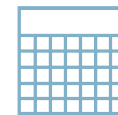
3,300+
LOCATIONS

ABOUT GOODWILL INDUSTRIES INTERNATIONAL

Goodwill Industries International (GII), founded in 1902, is a network of 159 community-based, autonomous organizations in the United States, Canada, and 12 other countries. Local Goodwill organizations serve as social enterprises that focus on developing job training programs, employment placement, and other community-centered programs by selling donated clothing and household items. In addition to GII's 3,300+ stores, the company operates online through various e-commerce sites. Ultimately, Goodwill Industries International is committed to making a global impact through providing employment, education, and skill-building opportunities to people across the globe.

ABOUT GOODWILL INDUSTRIES OF CENTRAL INDIANA, INC.

Originally founded in 1930, Goodwill Industries of Central Indiana merged with Goodwill Industries of Southern Indiana in January 2017 to form Goodwill Industries of Central & Southern Indiana. This new entity employs over 3,700 people in 67 retail locations, 4 outlets, 3 boutiques, and 3 attended donation centers. Goodwill Industries of Central & Southern Indiana currently serves residents in 39 counties.



1930
YEAR FOUNDED



77
LOCATIONS

INDIANAPOLIS, INDIANA



MARKET OVERVIEW - SHELBYVILLE, IN & INDIANAPOLIS, IN

SHELBYVILLE, IN

- Located in Shelby County on the forks of Little Blue River and Big Blue River
- 26 miles southeast of Indianapolis, the capital of Indiana
- Under 300 miles away from the densely populated cities of Cincinnati, Chicago, Detroit, and St. Louis
- City limits consist of approximately 11.3 square miles of Shelby County
- Total population: 19,034 (2017)

ECONOMY

- 9.15K people employed in Shelbyville, IN
 - Approximately 2,500 local residents commute to the city daily to work
- Largest industries are Manufacturing, Health Care & Social Assistance, Retail Trade, and Construction
 - Highest paying industries are Wholesale Trade, Public Administration, and Professional, Scientific, & Technical Services
 - Compared to other places, Shelbyville has an unusually high number of Manufacturing, Arts, Entertainment & Recreation, and Agriculture, Forestry, Fishing & Hunting
- Median household income: \$48,071
- Median property value: \$96,300
- Home ownership rate: 59.3%
- Median age: 36.7

INFRASTRUCTURE

- Interstate Highway 74 and US Highway 421 are the major highways in Shelbyville
- Shelbyville Municipal Airport is a public use airport located 4 miles northwest of the CBD. The airport is owned by the city of Shelbyville and is controlled by the mayor and an appointed Board of Commissioners.

EDUCATION

- Shelbyville Central Schools serves K-12th grade students in Shelbyville
 - According to US News and World Report, Shelbyville High School repeatedly ranks in the top 50 schools in Indiana
- Ivy Tech Community College, Indiana's community college system, has a location in Shelbyville
 - Advantage Shelby County is a partnership with Ivy Tech, Shelby County and the city of Shelbyville to make a college degree more attainable

HEALTHCARE

- Major Health Partners (MHP) is a community hospital in Shelbyville

located off of I-74.

- MHP offers small town customer service with big city resources
 - A leading healthcare provider for patients, not only in Shelby County, but also in southeastern Indiana
 - Ranked three times as a Top 100 Hospital in America by Thompson Reuters and Truven
 - Ranked three times in the Top 100 Most Wired Hospitals in America with the most advanced computer systems according to Hospitals and Health Networks Magazine (HHNM)
 - Secured a national reputation as one of the nation's leading hospitals in health informatics and patient satisfaction

INDIANAPOLIS, IN

- Located just 32 miles from Shelbyville
- Population: 867,125 (2018)
- Unemployment rate: 2.8% (April 2019)
- In 2019, the city will spend \$126M on infrastructure projects. Infrastructure funding is a key part of Hogsett's 2019 city budget, and these projects are part of the mayor's long-term plan to invest \$400M on infrastructure over a four-year period.
- Home of the Indianapolis Colts
- Indianapolis has a diversified economy with major contributions from education, health care and finance.
- Tourism is a vital part of the economy as the city plays host to numerous conventions and sporting events such as the Indianapolis 500.
 - According to officials at Indianapolis Motor Speedway, racing in Indiana drives over one billion dollars in annual economic impact to the state.
 - The Indy 500 alone makes up \$600-million which comes into Indiana each year from outside the state.
- Indianapolis International Airport (IND): 146 flights/day
 - On average, 10,170 people are working onsite at IND and 22,600 area jobs have a connection to IND, injecting a \$2 billion payroll into the economy each year.
 - IND makes an impressive \$5.4 billion total annual economic impact.
- Kindred Hospitals Indianapolis
 - \$17 million hospital
 - 60 beds; 55,000 SF
- Indiana University- Perdue University Indianapolis
 - NCAA Division 1; 29,791 students
 - Endowment: \$1.1 Billion (2017)

DEMOGRAPHICS & TRAFFIC COUNTS



TRAFFIC COUNTS

64,163 VPD

ON NEARBY ROADWAYS EAST BROADWAY STREET AND I-74 WITHIN 1.3 MILES

POPULATION	1-MILE	3-MILE	5-MILE
2023 Projection	6,944	21,798	24,637
2018 Population	6,800	21,663	24,446
2010 Census	6,453	21,433	24,116
2000 Census	5,427	20,683	23,189
2018-2023 Annual Rate	0.42%	0.12%	0.16%
2010-2018 Annual Rate	0.64%	0.13%	0.16%
2000-2010 Annual Rate	1.75%	0.36%	0.39%
HOUSEHOLDS			
2023 Total Households	2,807	8,664	9,822
2018 Total Households	2,752	8,612	9,747
2010 Households	2,645	8,551	9,635
2000 Households	2,295	8,326	9,292
2018-2023 Annual Rate	0.40%	0.12%	0.15%
2010-2018 Annual Rate	0.48%	0.09%	0.14%
2000-2010 Annual Rate	1.43%	0.27%	0.36%
2018 AVG. HH INCOME	\$62,996	\$63,859	\$66,310



CONFIDENTIALITY DISCLAIMER

Berkeley Capital Advisors, LLC (“BCA”) has been authorized by the owner of the subject property (the “Seller”) to present you with this marketing package. This is a confidential package intended solely for your own limited use and benefit, as a principal, in considering whether you desire to pursue negotiations to acquire the subject property.

Your receipt and acceptance of this package serves to acknowledge your agreement to: (1) hold the information and materials contained herein, and the offering they represent, in the strictest of confidence; (2) not disclose, directly or indirectly, the information and materials contained herein, or the offering they represent, to any other person, firm or entity without prior written authorization from BCA or the Seller; (3) not use the information and materials contained herein in any fashion or manner detrimental to the interest of BCA or the Seller; (4) not disturb any tenants in possession of the subject property nor reveal to them the offering this package represents.

This marketing package was prepared by BCA and it has been reviewed by representatives of the Seller. The information and materials contained herein are selective and limited in nature, and neither BCA nor the Seller purports this to be an all-inclusive report on the subject property. Within this package, certain leases, documents and other materials are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements involved, nor do they purport to constitute a legal analysis of the provisions of those documents. Interested and qualified prospective purchasers will be afforded an opportunity to review additional information and to inspect the subject property, and all such prospective purchasers should conduct their own independent due diligence.

This package is based in part upon information supplied by the Seller and in part upon information obtained by BCA from sources believed to be reliable. All income, expense and/or investment projections contained herein are provided for general reference purposes only, in that they are based on assumptions relating to the general economy, competition and other factors beyond the control of BCA and the Seller, and all such projections are therefore subject to variation. This package shall not be deemed an indication of the state of affairs of the subject property, nor constitute an indication that there has been no change in the business or affairs of the subject property since the date of preparation of this package.

Neither BCA, the Seller, nor any of their respective officers, employees or agents, has made or does make any representation or warranty, expressed or implied, as to the accuracy or completeness of this package or any of its contents, and no legal commitments or obligations shall arise by reason of this package or its contents.

BCA and the Seller expressly reserve the right, at their sole discretion, to alter or amend the terms of this offering, to reject any or all expressions of interest or offers to acquire the subject property and/or to terminate discussions with any entity at any time with or without notice. The Seller shall have no legal commitment or obligation to any entity reviewing this package or making an offer to acquire the subject property unless and until a written agreement for such acquisition has been fully executed, delivered and approved by the Seller and any conditions to the Seller's obligations thereunder have been satisfied or waived.

Parties seeking to act in a third-party brokerage capacity must register their client(s) with BCA prior to receiving or dispersing any marketing information. BCA will not recognize any third-party brokerage relationships without first receiving and approving such written client registration, nor will BCA or the Seller be obligated for any brokerage claims which may result, regardless of such broker's involvement in procuring a purchaser for the subject property.

This package is the property of BCA. Photocopying, re-typing or other duplication of the information and materials contained herein is expressly prohibited. The information contained within this package and the offering of the subject property may not be announced, posted or otherwise publicized in any electronic media (such as, by way of example only, any Internet or “broadcast facsimile” communications).

If, after reviewing this package, you have no further interest in acquiring the subject property at this time, please return this package in its entirety to BCA. Likewise, if the terms contained in this Confidentiality & Disclaimer section are not acceptable to you, please immediately return this package to BCA.

AGENT'S DUTIES

When you contract with a real estate firm to act as your agent in a real estate transaction, the agent must help you obtain the best price and terms possible, whether you are the buyer or seller. The agent also owes you the duty to:

- Safeguard and account for any money handled for you
- Act with reasonable skill, care and diligence
- Be loyal and follow reasonable and lawful instructions
- Disclose to you any information which might influence your decision to buy or sell

Even if the agent does not represent you, the agent must still be fair and honest and disclose to you all “material facts” which the agent knows or reasonably should know. A fact is “material” if it relates to defects or other conditions affecting the property, or if it may influence your decision to buy or sell. This does not require a seller's agent to disclose to the buyer the minimum amount the seller will accept, nor does it require

AGENTS WORKING WITH SELLERS

A seller can enter into a “listing agreement” with a real estate firm authorizing the firm and its agent(s) to represent the seller in finding a buyer for his property. The listing agreement should state what the seller will pay the firm no matter who finds the buyer.

The listing firm may belong to a listing service to expose the seller's property to other agents who are members of the service. Some of those agents may be working with buyers as buyers' agents; others will be working with buyers but still representing the sellers' interests as an agent or “subagent”. When the buyer's agents and seller's subagents desire to share in the commission the seller pays to the listing firm, the listing agent may share the commission with the seller's permission.

AGENTS WORKING WITH BUYERS

A buyer may contract with an agent or firm to represent him (as a buyer's agent), or may work with an agent or firm that represents the seller (as a seller's agent or subagent). All parties in the transaction should find out at the beginning who the agent working with the buyer represents.

If a buyer wants a buyer's agent to represent him in purchasing a property, the buyer should enter into a “buyer agency agreement” with the agent. The buyer agency agreement should state how the buyer's agent will be paid. Unless some other arrangement is made which is satisfactory to the parties, the buyer's agent will be paid by the buyer. Many buyer agency agreements will also obligate the buyer to pay the buyer's agent no matter who finds the property that the buyer purchases.

A buyer may decide to work with a firm that is acting as agent for the seller (a seller's agent or sub-agent). If a buyer does not enter into a buyer agency agreement with the firm that shows him properties, that firm and its agents will show the buyer properties as an agent or subagent working on the seller's behalf. Such a firm represents the seller (not the buyer) and must disclose that fact to the buyer.

The terms and conditions stated in this Confidentiality & Disclaimer section apply and relate to all of the sections of this package as if stated independently therein. Prospective purchasers of the subject property are hereby notified that Berkeley Capital Advisors, and its agents, are acting in the capacity of a “Seller's Agent” during the course of this offering, and as such are solely representing the interests of the Seller.

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