

**Retail Investment
Offering Memorandum:**

CINEMARK

**106 Buckwalter Parkway
Bluffton, SC 29910**



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In Cooperation with Licensed SC Broker



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Investment Summary

Cinemark - Bluffton, SC

INVESTMENT HIGHLIGHTS

- **Corporately Backed Cinemark (NYSE: CNK) with Just Under 9 Years of Term Remaining with a Mid-Term Rental Increase in 2023**
- **2018 Renovations of Approx. \$4.8 MM (Tenant Self-Funded \$3.3MM) Included: New Luxury Loungers, Carpet and Paint**
- **Part of Upscale Berkeley Place Surrounded by Retailers/ Restaurants: TD Bank, Cheeburger Cheeburger, Outback Steakhouse, Butchers Market & Deli, Winning Orthodontic Smiles, The Eye Site of Bluffton, Cynergy Fitness, Cinco Mexican Bar and Grill and More**
- **Unbeatable Location Positioned Just Off Main Roadway, I-278 (47,003 VPD), the Direct Route Between I-95 and Hilton Head Island**
- **Cinemark is a Leader in the Motion Picture Industry (Moody's "B1"/S&P "BB") and Operates 547 Theatres and 6,051 Screens in the U.S. and Latin America**
- **Modern, Attractive Brick Construction with Excellent Curb Appeal and Prominent Signage**



ADDITIONAL HIGHLIGHTS

- **Dominant Theatre Growth Expectations: Bluffton is the Fastest Growing Municipality in South Carolina (882.7% Between the 2000 and 2010 Census)**
- **Bluffton: Now a Tourist Destination in its Own Right with a Large Number of Hotels, Restaurants and Shopping Areas, such as Tanger Outlets, Featuring 86 Stores, Including: Saks Fifth Avenue OFF 5th, H&M, Nike Factory Store, Columbia, Under Armour and Many Other High-Traffic Retailers**
- **High Population Density: Draws from Savannah, GA Suburbs, Tourists of Savannah and Hilton Head Island (2.74 Million People Each Year) and Students of University of South Carolina Beaufort (4.5 Miles, 2,100 Students) and Technical College of the Lowcountry (4.4 Miles, 2,630 Students)**
- **Significant Employment Base: Many of the Residents of Bluffton are Employed at a Tourist Destination on the Island or in Savannah, Along with HQ for eviCore Healthcare (Employs Over 400 People at the Bluffton Location, 1-Mile), Polytrace Systems, H&H Concrete, Bluffton Sign Company and Smith Electric (Also All Located Within 1-Mile)**



INVESTMENT OVERVIEW



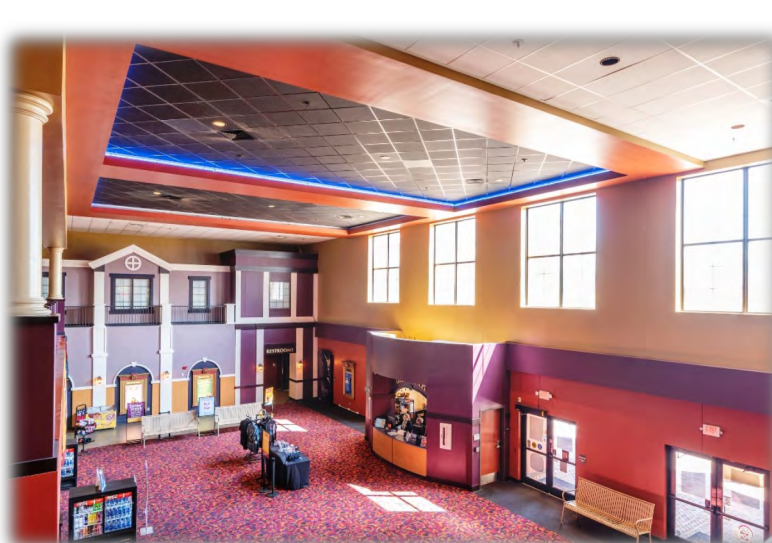
Investment Overview

The Cooper Commercial Investment Group has been exclusively retained by ownership to sell the 100% fee simple interest in the upscale, high-end designed single-tenant Cinemark (NYSE: CNK) location in the desirable and affluent community of Bluffton, South Carolina. An extreme tourist destination, Bluffton is a Lowcountry town primarily located along U.S. Route 278, between Hilton Head Island (11 miles) and Interstate 95 (10 miles), also being a major stopover between Hilton Head and Savannah, Georgia. Bluffton's growth is astonishing in both the residential and commercial sectors, growing 437% between the 2000-2019 census. The property is being offered for \$7,190,000, representing a 7.25% CAP Rate for the leader in the motion picture industry. Cinemark operates 547 theatres and 6,051 screens in the U.S. and Latin America. The company is consistently ranked either #1 or #2 by box office revenues in 20 of the top 25 U.S. markets and generated a total revenue of \$3.22 billion in 2018, up from \$2.99 billion in the previous year.

Cinemark recently executed a 10-year extension leaving just under 9 years or term remaining (expires 2028) with a mid-term rental increase in 2023. The lease also offers 5% rental increases in each option period. In 2018, Cinemark self-funded approximately \$3.3 MM in renovations (total of approximately \$4.8 MM) to the theatre, which included new luxury loungers, carpet and paint. The Cinemark sits part of the Berkeley Place, which is a high-end destination that offers retail and other service providers. The theatre is positioned as the focal point of the extremely attractive development. Berkeley Place offers other complimentary users, such as TD Bank, Cheeburger Cheeburger, Outback Steakhouse, Butchers Market & Deli, Winning Orthodontic Smiles, The Eye Site of Bluffton, Cynergy Fitness, Cinco Mexican Bar and Grill, Scoops Café, along with being positioned across from Bojangles, Omlette Café and many more.

The asset is positioned just off Route 278 between I-95 and Hilton Head Island. The region boasts over 2.5 million visitors each year and most tourists travel Route 278 to access the vacation destination. Traffic Counts at Buckwalter Parkway and Route 278 are 60,920 VPD. Bluffton offers numerous golf clubs and golf communities just a short distance from the featured property. In fact, directly across Route 278 is the private golf club community of Berkeley Hall, which has 554 homes on its 36 holes. In addition to the golf mecca, Bluffton is known for being home to Tanger Outlets featuring 86 stores, including: Saks Fifth Avenue OFF 5th, H&M, Nike Factory Store, Columbia Factory Store, Under Armour and many other high-traffic retailers.

The center is surrounded by an economically strong residential community with average household incomes near \$95,000 within a 1-mile radius. The overall market has consistently been very stable within an occupancy rate of 96%+. The community offers a wide range of employment between the retail sector and Bluffton/Hilton Head's other major employers, along with being a short distance from Savannah for commuters. The region's largest employment sectors are leisure, hospitality and the retail trade making up nearly 40% of total employment. The famous Salty Dog Café, Tanger Outlets and the Sea Pines Resort are among the top employers. Additionally, the RBC Heritage golf tournament reportedly pumps over \$96 million into South Carolina's economy each year. Bundling all of the attributes, this Cinemark location will provide an investor the opportunity in today's market to purchase a superior location with an extremely stable user, quality high-end construction with excellent visibility and curb appeal; poised to be a solid investment well into the future.



... WELCOME TO ...

Bluffton

— South Carolina —




LOCATION OVERVIEW

Just minutes from Hilton Head Island and along the direct route to the extreme tourist destination, right on the banks of the May River, sits the quiet town of Bluffton, South Carolina. Bluffton is a Lowcountry town primarily located around U.S. Route 278, between Hilton Head Island (11 miles) and Interstate 95 (10 miles). Interstate 95 runs to the west of Bluffton and is connected to it by U.S. Route 278. Bluffton Parkway, currently under construction and is planned to run from the Hilton Head Island bridge to I-95 near Hardeeville when all phases are complete. The two sections are currently separated by Buckwalter Parkway but are scheduled to be joined by a future construction phase.

Bluffton is the fastest growing municipality in South Carolina, growing 882.7% between the 2000 and 2010 census. The town is a primary city within the Hilton Head-Bluffton-Beaufort, SC Metropolitan Statistical Area and is served by the Savannah, Georgia and Hilton Head International Airports. Bluffton is the home to the headquarters for eviCore Healthcare, provider of evidence-based healthcare solutions, which employs over 400 people at their Bluffton location, 1-mile from the featured property. Furthermore, Polytrace Systems, H&H Concrete, Bluffton Sign Company and Smith Electric are also Bluffton employers located within a 1-mile radius of the property. Higher education is an important sector in the local economy with institutions such as the University of South Carolina Beaufort (2,100 students) and Technical College of the Lowcountry (2,630 students), along with hundreds of faculty and staff to the region. Bluffton is home to South Carolina's last full-time oyster shucking business, Bluffton Oyster Co., which first opened in 1899. The Port of Savannah (20 miles), manufacturing, the military, and tourism have become Savannah's four major economic drivers and the Savannah Area Convention & Visitors Bureau reported that the number of visitors the city increased to 12.1 million. Lodging, dining, entertainment, and visitor-related transportation account for over \$2 billion in visitors' spending per year and employ over 17,000, many of which reside in Bluffton. Savannah is home to the world's largest paper mill. The plant is now owned by International Paper, and it remains one of Savannah's largest employers. Savannah is also home to the Gulfstream Aerospace company and TitleMax, along with Morris Multimedia, a news and television company. JCB, the third largest producer of construction equipment in the world and the leading manufacturer of backhoes and telescopic handlers, built its North American headquarters in Chatham County near Savannah.

Long a stopover between Hilton Head and Savannah, Bluffton has become a tourist destination in its own right with a large number of hotels, restaurants and shopping areas, such as Tanger Outlets. The Tanger Outlets are an extremely popular attraction for tourists and residents. The outlet mall features 86 stores, including: Saks Fifth Avenue OFF 5th, H&M, Nike Factory Store, Columbia Factory Store, Under Armour and many other high-traffic retailers. The Inn at Palmetto Bluff has received a number of awards including Best Hotel in the Country by *U.S. News & World Report* and Condé Nast Traveler Gold List World's Best Places to Stay.

Filled with gorgeous antebellum homes, historic churches and all kinds of artisan shops and wonderful restaurants, Bluffton is anything but quiet. It was even named #1 for Amazing Non-Beach Getaways by Huffington Post, which is no surprise since the gorgeous oak trees draped in moss and the scenic views of the May River give Bluffton some the sweetest Southern charm in all of the Lowcountry. An eclectic art destination, Bluffton has several art galleries located along Calhoun Street and the vast amount of golf clubs/courses and golfing communities, makes Bluffton recognized as a "25 Best Places to Live" by *Forbes*.



The boom in Bluffton: How Buckwalter's extreme makeover is changing town

BY CAITLIN TURNER

MAY 10, 2019 07:51 AM, UPDATED JUNE 05, 2019 10:09 AM

BUCKWALTER PLACE'S FUTURE

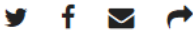
Here's what's planned for the Bluffton spot:

South of the Broad Healthcare: The medical facility is a joint venture between Beaufort Memorial Hospital and the Medical University of South Carolina, and the first of its kind in the state. The 65,000-square-foot facility will sit on about 12.5 acres near the intersection of Bluffton Parkway, Innovation Drive and Buckwalter Parkway, according to the plan submitted to the town's department of growth management. The facility would bring about 125 jobs to the area and include orthopedic and cardiology care, along with labs, imaging and general surgery on its list of treatments. It includes a 15-bed emergency room and 20 beds for acute care, ambulatory care, outpatient surgery and other ancillary visits to the hospital. A 4,000 square-foot pocket park is expected to be adjacent to wetlands next to the property, along with pedestrian pathways and a helipad on the building.

St. Joseph's/Candler: Work has already begun to build the 40,000 square-foot, \$22 million facility, which is expected to open in 2020. Patients will have access to an array of health services including primary care, physical therapy, wound care, X-ray and MRI imaging, as well as radiation and oncology treatment.



Expected to open in 2020, work continues on the 40,000 square-foot St. Joseph's/Candler medical facility. Drew Martin DMARTIN@ISLANDPACKET.COM



The Don Ryan Center for Innovation: Work began in November on a new building for the nonprofit, which helps start-up companies get off the ground. The new 3,000-square-foot facility, to be located next to Kroger, is scheduled to open later this year.

Technical College of the Lowcountry Culinary School: A new culinary school is to be constructed next to the new Kroger, according to the [Buckwalter Place Master Plan](#).

Kroger: Set to open May 15, the 113,00 square-foot facility will house the grocery store and other vendors in the future. Amenities include a beer and wine bar, sushi bar and a Starbucks. [The Kroger Fuel Center](#) just off Buckwalter Parkway on Innovation Drive, opened in November.



created by dji camera Drew Martin DMARTIN@ISLANDPACKET.COM

One Hot Mama's: The Hilton Head restaurant, known for its famous slow-cooked barbecue, is expected to open a 4,300 square-foot Buckwalter Place location in June adjacent to the Cinemark Bluffton movie theater. The spot used to be Hinchey's Chicago Bar and Grill.

Frankie Bones: Another SERG Group restaurant, Frankie Bones Restaurant & Lounge — which already has a location on Hilton Head Island — is scheduled to open near the new Kroger in 2020. Construction is underway on the 5,400-square-foot restaurant, known for its steaks, seafood and pasta and its 1960s Rat Pack vibe.

Corner Perk Cafe: The popular Old Town Bluffton coffee house is expected to open next to Ace Hardware in a 2,500 square-foot space with a mezzanine, according to owner Josh Cooke. The new location will provide seating for 80 to 100 guests and have outdoor seating as well. Construction is expected to start this summer.

Hilton Head Christian Academy: The private school is relocating to a nearly 28-acre site next to Masters Way and Pinecrest Way.

Vineyard Bluffton: The senior assisted living community plans to build at 25 Cassidy Road right off U.S. 278. The facility plans to offer up to two bedroom floorplans. It will open this fall, according to its website. Residents will have amenity options including an indoor fitness center, movie theater, outdoor trails, game rooms and complimentary transportation.



OFFERING SUMMARY

Price:	\$7,190,000
Gross Leasable Area:	45,000 S.F.
NOI:	\$521,389
CAP Rate:	7.25%
Year Built:	2005/2006
Lot Size:	Approx. 7.09 Acres
Newly Formed Parcel #:	R614 022 000 1119 0000
Foundation:	Concrete
Exterior:	Brick
Roof:	2005/2006

		Pro Forma 2019-2020	
		2019-2020	\$/SF
INCOME:			
Rental Income		\$ 422,200	\$ 9.38
Tenant Reimbursements:			
Real Estate Tax		114,264	2.54
CAM/Insurance/Mgmt.		153,711	3.42
Amortization Rent		115,000	2.56
Gross Potential Rental Income		\$ 805,175	\$ 17.89
Vacancy (Actual)	0.00%	-	-
Effective Gross Income		\$ 805,175	\$ 17.89
OPERATING EXPENSES:			
Management Fee		\$ 17,964	\$ 0.40
Real Estate Taxes		114,264	2.54
Insurance		15,373	0.34
CAM/INS		136,184	3.03
Total Expenses		\$ 283,786	\$ 6.31
Net Operating Income		\$ 521,389	\$ 11.59
Loan Analysis			
Cash Flow Available Before Debt Service		\$ 521,389	\$ 11.59
Capitalization Rate		7.25%	7.25%
Valuation		\$ 7,190,000	\$ 159.78
Loan to Value		70.00%	70.00%
Loan Amount		\$ 5,033,000	\$ 111.84
Rate		4.00%	4.00%
Term		10	10
Amortization		25	25
Annual Debt Service		\$ 318,792	\$ 7.08
Debt Service Coverage Ratio		1.64	1.64

TENANT SUMMARY

Tenant Name:	Cinemark
Lease Type:	NNN (Caps)*
Remaining Lease Term:	Just Under 9 Years
Tenant Since:	2005/2006
Commencement Date:	07/01/2018
Lease Expiration Date:	06/30/2028
Option to Extend:	(4) 5-Yr. Options
Rental Increase (s):	Yes, 7/1/2023
Options to Terminate:	None
Roof/Structure:	Landlord Responsibility
Common Area Maintenance*:	First Yr. Cap \$149,234
Real Estate Taxes**:	First Yr. Cap \$114,624
Insurance*:	Included in CAM

* Cap on CAM reimbursement of 103% of the actual amount owed by Tenant for the immediately preceding year. Tenant is currently looking into the Option to Self-Maintain and Self-Insure.

** Parcel has recently been split from the development but has not been given a current tax value or assessment. Assessor stated that they should have values in early fall.

Tenant Base Rent Schedule

	Monthly	Annual	PSF
Current:	\$35,183.33	\$422,200.00	\$9.38
Bump (2023):	\$36,942.50	\$443,310.00	\$9.85
Option 1:	\$38,789.63	\$465,475.56	\$10.34
Option 2:	\$40,729.11	\$488,749.32	\$10.86
Option 3:	\$42,765.56	\$513,186.72	\$11.40
Option 4:	\$44,903.84	\$538,846.08	\$11.97

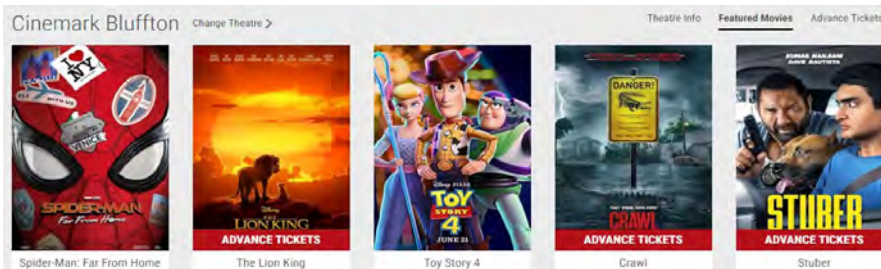
Financial Data

Rental Income:	\$422,200
Reimbursements:	\$382,975
Effective Gross Income	\$805,175
Expenses:	(\$283,786)
NOI:	\$521,389



Property Name: Cinemark
Property Address: 106 Buckwalter Parkway
Bluffton, SC 29910
Rentable Area: 45,000 S.F.
of Total Locations: 547 Worldwide
of Screens: 6,051
Ticker Symbol: NYSE: CNK
Moody's Credit Rating: B1
S&P Credit Rating: BB
Corp. Headquarter: Plano, TX
Websites: cinemark.com

Cinemark Holdings, Inc. is a leader in the motion picture exhibition industry with 547 theatres and 6,051 screens in the U.S. and Latin America. The company is consistently ranked either #1 or #2 by box office revenues in 20 of the top 25 U.S. markets. Cinemark offers luxury lounging to take in all featured movies only available in theatres. The theatre has electric-powered reclining seats with extendable footrests, a full-service concession with dinner options, snacks and drinks.

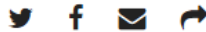


BUSINESS

Bluffton movie theater updates its seating and gets ready for an even bigger change

BY TERESA MOSS

MAY 15, 2018 03:38 PM, UPDATED MAY 15, 2018 03:38 PM



Cinemark Bluffton 12 employee Brianna Whittsett relaxes in one of the plush, reclining Luxury Loungers that were recently installed at the Bluffton multiplex. JAY KARR JKARR@ISLANDPACKET.COM

Cinemark has replaced all its theater seats in Bluffton with new reclining Luxury Loungers with footrests and a built-in seat heater. Here, employee Brianna Whittsett demonstrates the plush new seats. BY [JAY KARR](#) | JAY INTERNET MEDIA KARR

Renovations are complete at the Cinemark Bluffton 12 movie theater, which means moviegoers are now able to relax while catching their favorite flick in "luxury loungers."

The loungers — which electronically recline — have been installed in each theater room. The plush seats also have two heating options.

Theater manager Fawn Kelley said it was time for the revamp.

The theater was built in 2005.

The seats bring changes to the way a ticket is purchased, Kelley said. Customers now must reserve the seat they want. Seats are numbered, making it easy for customers to find their reserved spot.

Reserved seating will help the theater advance its food options, Kelley said. She said the theater plans to add cooked-to-order menu options.

"We now will know which seat you are sitting and can bring your food to you," Kelley said.

Kelley said other renovations are also underway at the theater. This includes new carpeting, which has already been installed, and new paint.

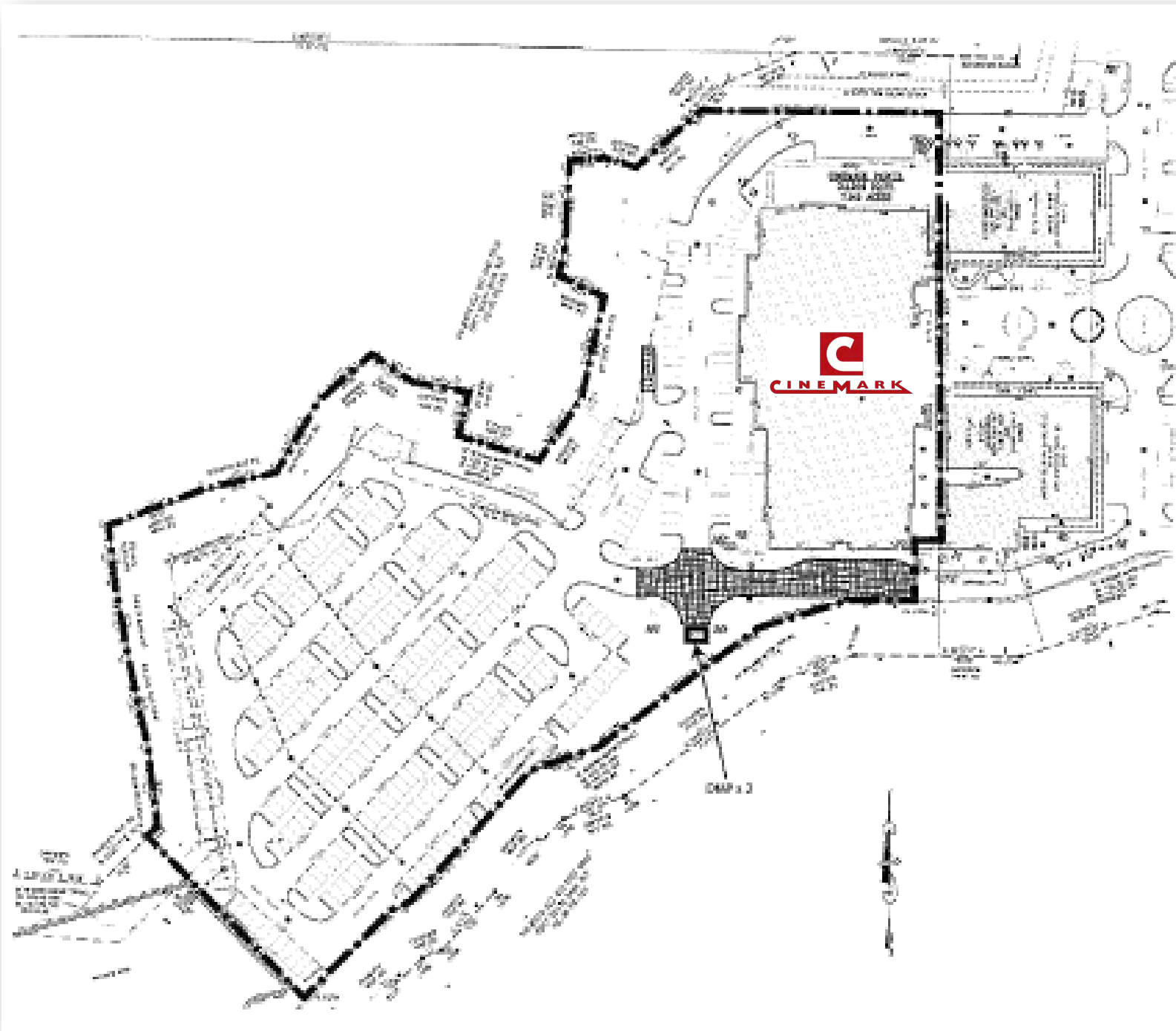




Property Analysis



Site Plan





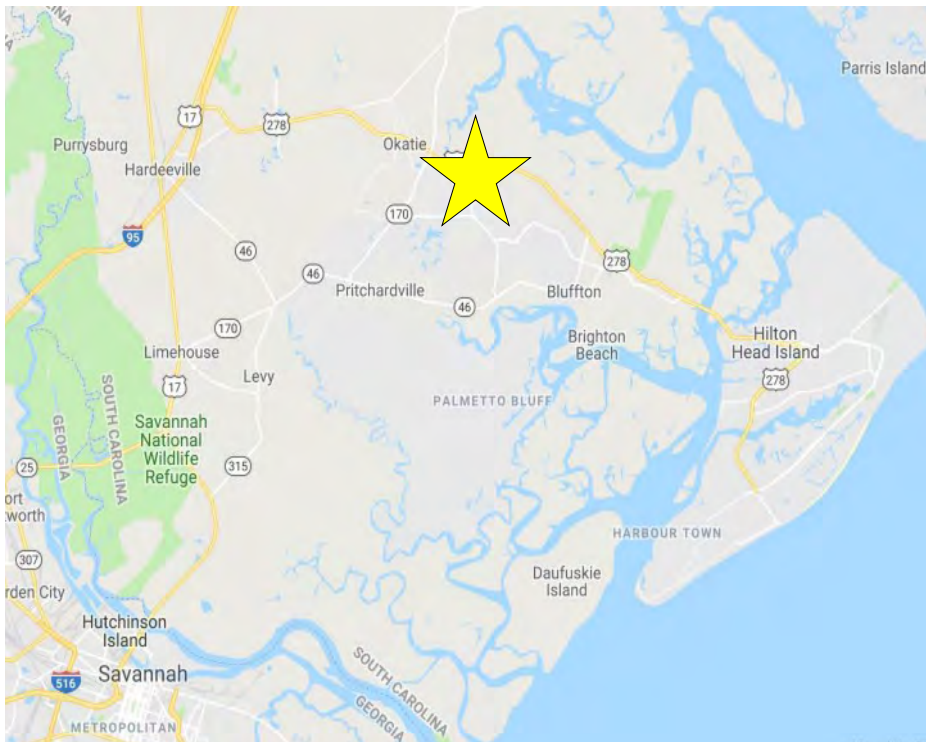
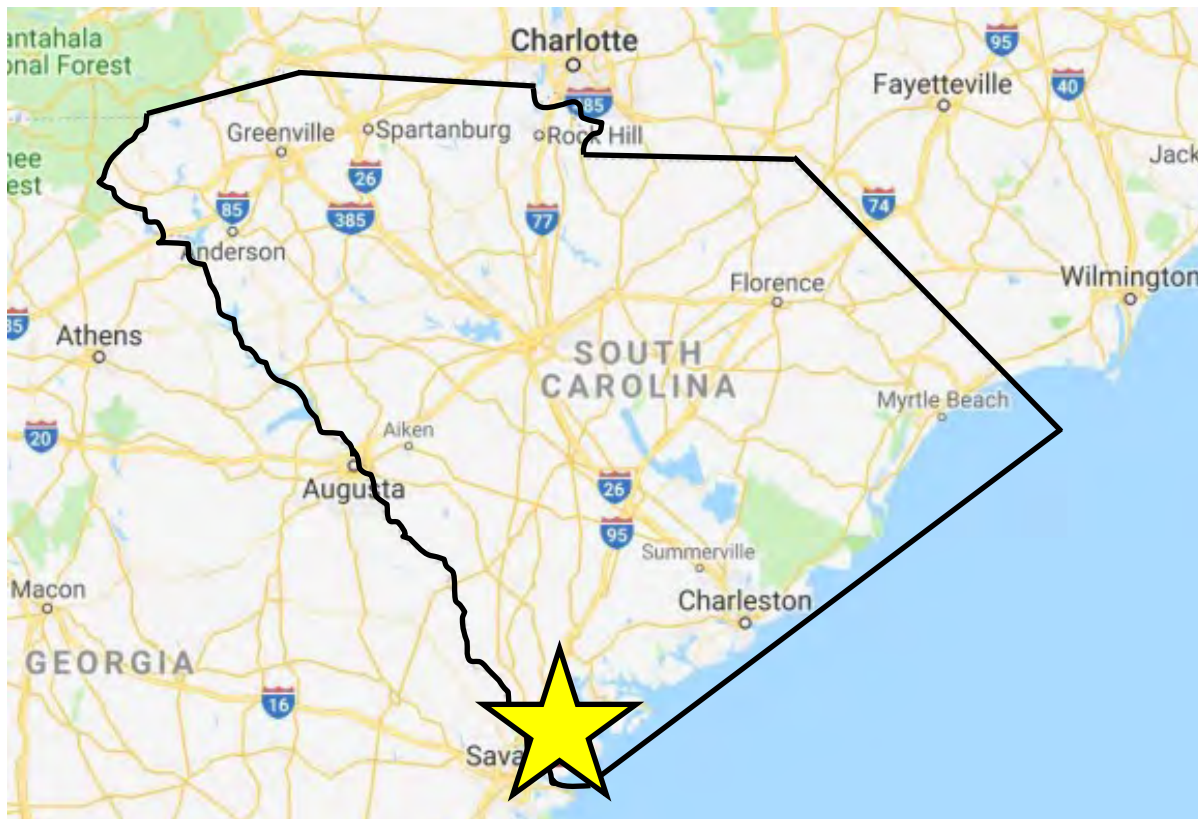


Aerial Map





Location Maps





106 Buckwalter Pkwy Bluffton, SC 29910		1 mi radius	3 mi radius	5 mi radius	10 mi radius
POPULATION	2019 Estimated Population	2,679	27,359	61,843	80,216
	2024 Projected Population	2,839	29,261	66,316	85,971
	2010 Census Population	2,440	20,785	45,319	59,658
	2000 Census Population	32	6,115	13,750	24,527
	Projected Annual Growth 2019 to 2024	1.2%	1.4%	1.4%	1.4%
	Historical Annual Growth 2000 to 2019	437.7%	18.3%	18.4%	12.0%
	2019 Median Age	36.6	44.3	46.3	45.4
HOUSEHOLDS	2019 Estimated Households	1,052	11,436	26,738	34,462
	2024 Projected Households	1,075	11,864	27,850	35,961
	2010 Census Households	907	8,096	18,453	23,946
	2000 Census Households	16	2,567	5,639	9,906
	Projected Annual Growth 2019 to 2024	0.4%	0.7%	0.8%	0.9%
	Historical Annual Growth 2000 to 2019	351.6%	18.2%	19.7%	13.0%
RACE AND ETHNICITY	2019 Estimated White	81.5%	78.8%	79.6%	77.4%
	2019 Estimated Black or African American	11.6%	11.0%	11.0%	12.4%
	2019 Estimated Asian or Pacific Islander	1.6%	1.7%	1.6%	1.6%
	2019 Estimated American Indian or Native Alaskan	0.1%	0.2%	0.2%	0.2%
	2019 Estimated Other Races	5.2%	8.4%	7.5%	8.4%
INCOME	2019 Estimated Average Household Income	\$94,358	\$83,031	\$76,912	\$78,529
	2019 Estimated Median Household Income	\$90,054	\$74,074	\$71,825	\$71,235
	2019 Estimated Per Capita Income	\$37,045	\$34,743	\$33,278	\$33,756
EDUCATION (AGE 25+)	2019 Estimated Elementary (Grade Level 0 to 8)	3.0%	2.6%	2.6%	3.0%
	2019 Estimated Some High School (Grade Level 9 to 11)	1.2%	3.1%	3.6%	4.5%
	2019 Estimated High School Graduate	17.0%	19.8%	20.8%	21.4%
	2019 Estimated Some College	30.3%	22.6%	22.1%	21.4%
	2019 Estimated Associates Degree Only	9.6%	8.3%	8.1%	8.1%
	2019 Estimated Bachelors Degree Only	23.2%	25.7%	25.4%	24.8%
	2019 Estimated Graduate Degree	15.8%	17.9%	17.4%	16.7%
BUSINESS	2019 Estimated Total Businesses	98	897	2,374	3,059
	2019 Estimated Total Employees	953	13,825	25,648	33,041
	2019 Estimated Employee Population per Business	9.7	15.4	10.8	10.8
	2019 Estimated Residential Population per Business	27.2	30.5	26.1	26.2



DISCLOSURE, CONFIDENTIALITY & DISCLAIMER

CONFIDENTIALITY AGREEMENT

The information within this Offering Memorandum will set forth an understanding regarding the relationship between the Recipient of this package (the "Recipient") and The Cooper Group and the confidentiality of the investment information to be supplied to you and your organization for use in considering, evaluating and/or purchasing this property (the "Property"). The recipient acknowledges that all financial, contractual, marketing, and informational materials including but not limited to lease information, occupancy information, financial information, projections, data information and any other similar information provided by The Cooper Group which relates to the Property (collectively, the Confidential Information), whether said information was transmitted orally, in print, in writing or by electronic media is confidential in nature and is not to be copied or distributed to any party without the prior consent of The Cooper Group. The Recipient acknowledges and agrees that the Confidential Information is of such a confidential nature that severe monetary damage could result from dissemination of that information to unauthorized individuals. The Recipient shall limit access to the Confidential Information to those individuals in the Recipient's organization with a "need to know" and shall take all precautions reasonably necessary to protect the confidentiality of the Confidential Information. The Recipient acknowledges and agrees that the Confidential Information and any copies thereof are the property of The Cooper Group and that all such information will be returned to The Cooper Group upon written request. Any offers or inquiries from Recipient in connection with this investment proposal shall be forwarded, confidentiality, to The Cooper Group. Other than The Cooper Group, recipient agrees that neither Recipient nor The Cooper Group shall be obligated to pay any procuring broker fees in connection with this investment unless a separate written Brokerage Agreement is entered into and written acknowledgement of any procuring Brokerage Agreement is received from all parties to the investment transaction. Procuring brokers must provide written introductions of potential investors and receive written acknowledgment from The Cooper Group for representation to be recognized. This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property.

DISCLOSURE & DISCLAIMER

The Memorandum contains selected information pertaining to the property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property, to be all-inclusive or to contain all or part of the information which perspective Recipients may require to evaluate the purchase of real property. All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the economy, market conditions, competition and other factors beyond the control of the owner or The Cooper Group. All references disclosed herein related to acreage, square footages and/or other measurements may be approximations and the best information available. The summaries of information included herein do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Photos herein are the Property and respective owners and use of these images without the express written consent of the owner is prohibited.

The owner and the Cooper Group expressly reserve the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or terminate discussions with any entity and any time with or without notice which may arise as a result of review of this Memorandum.

Neither the owner or the Cooper Group, nor any of their respective directors, officers, affiliates or representatives make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or its contents; and you are to rely solely on your investigators and inspections of the property in evaluating a possible purchase of the Property. The information contained in this document has been obtained from sources to be reliable. While the Cooper Group does not doubt its accuracy, the Cooper Group has not verified it and makes no guarantee, warranty or representation about it. It is your responsibility to independently confirm the accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the Property. The value of this transaction to you depends on tax and other factors which should be evaluated by your tax, financial and legal advisors.



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