



FOR SALE

# SHERWIN WILLIAMS + ENTERPRISE

14450 60TH STREET NORTH • STILLWATER, MN 55082

**CBRE**



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# INVESTMENT SUMMARY

## SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN

### PRICE

**\$1,262,000**

**6.00% CAP Rate**

### ADDRESS

14450 60th Street North  
Stillwater, MN 55082

### APN

33-030-20-34-0003

### NET OPERATING INCOME

\$75,709

### BUILDING/LOT SIZE

5,625 SF / 0.52 Acres

### YEAR BUILT/RENOVATED

1972 / 1995

### OCCUPANCY

100%

### TYPE OF OWNERSHIP

Fee Simple

### SUMMARY



#### Early Lease Renewal

Sherwin Williams recently executed a 10-year lease extension nearly two years early, showing their continued commitment to the market and this location.



#### Corporate Tenants

**Sherwin Williams** (#177 on Fortune 500 and S&P Rated “BBB”) occupies 80% of the building. **Enterprise Rent-A-Car**, (parent company Enterprise Holdings, Inc., is S&P Rated “A-”) takes the remaining space.



#### Excellent History of Occupancy

Both Sherwin Williams and Enterprise have occupied their respective spaces for nearly 25 years.



#### Attractive Leases

Both tenants are on net leases with minimal landlord responsibilities. Additionally, the average rent at the building is far below market at only \$13.46 per square foot.



#### High Traffic Location

Property has **excellent visibility from Highway 36**, carrying over 30,000 vehicles daily.



#### Growing Community

Stillwater (and neighboring Oak Park Heights) continue to expand, posting 30% growth over the last 20 years. **Stillwater is the county seat of Washington county**, one of the fastest growing counties in the state of Minnesota.



#### Affluent Submarket

Stillwater and the surrounding area carry an above average annual household income of nearly \$125,000.

# TENANT SUMMARY

## SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN

TENANT SUMMARY										
Tenant	Size (SF)	% of GLA	Lease Commencement	Lease Expiration	Annual Rents	Rent/SF	Changes On	Changes To	Options	Lease Type
Sherwin Williams	4,500	80%	12/20/1995	9/30/2029	\$53,209.20	\$11.82	10/1/2014	\$58,530.12	2 ( 5 )	Net
							Option 1 (5 Years)	\$64,395.00		
							Option 2 (5 Years)	\$70,830.00		
Enterprise Rent-A-Car	1,125	20%	10/16/1995	12/31/2020	\$22,500.00	\$20.00	1/1/2021	\$23,625.00	1 ( 5 )	Net
							Option 1 - 1/1/2024	\$24,750.00		
Totals	5,625				\$75,709.20	\$13.46				





# TENANT PROFILE

## SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN

### TENANT SUMMARY

Ownership	Public ("SHW", NYSE)
Tenant	Sherwin-Williams
Credit Rating	"BBB", Standard & Poor's
Lease Commencement	December 20, 1995
Rent Commencement	March 1, 1996
Lease Expiration	September 30, 2029
Share of Center	80%
Lease Type	Net
Lease Guarantor	Corporate
No. of Locations	Approx. 4,620
Headquartered (Corporate)	Cleveland, OH
Website	<a href="http://www.sherwin-williams.com">www.sherwin-williams.com</a>

### LEASE SUMMARY

Lease Term Remaining	10 Years
Renewal Options	2 ( 5 )
Early Termination Option	None
Right of First Refusal	Tenant has right to lease Enterprise occupied space if it becomes available

### SHERWIN WILLIAMS

The Sherwin-Williams Company is a Fortune 500 company in the general building materials industry, primarily engaging in the manufacturing, distribution, and sales of paints, coatings, and related products. Sherwin-Williams caters to a wide variety of customers, including professional, industrial, commercial, and retail, primarily in North and South America and Europe.

Sherwin-Williams acquired Minneapolis-based Valspar for \$9 billion in 2017. Today the company is ranked 177th on the Fortune 500 list of largest United States corporations by revenue. The company operates four divisions: retail stores, diversified brands, automotive finishes, and chemical coatings.



**SHERWIN  
WILLIAMS®**

"The Sherwin-Williams Company's shares have rallied around 34% year-to-date."

- Sherwin William's (SHW) shares rise 34% YTD: here's why.  
<https://finance.yahoo.com>, August 20, 2019.

### PROPERTY EXPENSE RESPONSIBILITIES

Real Estate Tax	Landlord pays and Tenant reimburses.
Property Insurance	Tenant responsible and pays direct. Landlord to maintain fire and extended coverage, which is reimbursed by Tenant
Utilities	Tenant Responsible - Pays direct
Roof & Structure	Landlord responsible for structural repairs and replacement
Parking Lot	Landlord responsible for maintaining parking area. Tenant reimburses for proportionate share of maintenance costs.
HVAC	Tenant responsible for maintaining, repairing, and replacing heating, ventilation, and air conditioning systems.
Repairs & Maintenance (CAM)	Landlord pays for all maintenance and custodial services of common areas. Tenant reimburses pro-rata share.
Management Fee	Not to exceed 10% of CAM

# TENANT PROFILE

## SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN

### TENANT SUMMARY

Tenant	Enterprise Leasing Company of Minnesota, LLC
Tenant Trade Name	Enterprise Rent-A-Car
Credit Rating (Corporate)	"A-", Standard & Poor's
Lease Commencement	October 16, 1995
Rent Commencement	December 31, 1995
Lease Expiration	December 31, 2020
Share of Center	20%
Lease Type	Net
Lease Guarantor	Corporate
No. of Enterprise Locations	6,400+ Domestically
Headquartered (Corporate)	St. Louis, MO
Website	<a href="http://www.enterpriseholdings.com">www.enterpriseholdings.com</a> <a href="http://www.enterprise.com">www.enterprise.com</a>

### PROPERTY EXPENSE RESPONSIBILITIES

Real Estate Tax	Landlord pays and tenant reimburses its proportionate share on a monthly basis.
Property Insurance	Tenant responsible and pays direct. Additionally, Tenant will name landlord as additional insured. Landlord to carry a liability and extended coverage policy, which is included as an Operating Expense. Tenant to reimburse for their proportionate share.
Utilities	Tenant is responsible for separately metered utilities and pays directly. Tenant additionally responsible for portion of non metered utilities and reimburses the landlord as additional rent.
Roof & Structure	Landlord responsible for structural repairs and replacements
Parking Lot	Tenant responsible
HVAC	Tenant responsible for repairs and replacement - pays direct.
Repairs & Maintenance (CAM)	Tenant pays landlord estimated proportionate share of expenses and then upon receipt of actual monthly expenses is either charged or credited.



"Enterprise Holdings helps organizations fulfill their duty of care promise through an unwavering commitment to vehicle safety and complete customer satisfaction."

- Enterprise Holdings focusing on duty of care, innovative technology, and customer experience.

<https://enterpriseholdings.com/en/news-room.html>,  
August 28, 2019.

### LEASE SUMMARY

Lease Term Remaining	1+ Years
Renewal Options	1(5)
Notice For Options	270 days notice to landlord
Early Termination Option	Tenant may terminate with 150 days notice. Tenant to pay 3 months rent with notice to terminate.
Estoppel Request Time	10 days

### ENTERPRISE HOLDINGS & ENTERPRISE RENT-A-CAR

Enterprise Holdings is a sprawling rental car empire spanning 100 countries and more than 10,000 locations. The parent company of tenant Enterprise Rent-A-Car was ranked by Forbes as one of America's Largest Private Companies. Other well known rental car brands under the umbrella of Enterprise Holdings include Alamo and National Car Rentals. It is the **largest car rental provider in the world** as measured by revenue and fleet.

Enterprise Rent-A-Car is an internationally recognized brand with more than 7.800 locations; there is a location within 15 miles of 90 percent of the U.S. population. Enterprise Rent-A-Car offers total transportation solutions through a comprehensive network of services including Enterprise Fleet Management, Enterprise Car Sales, Enterprise Truck Rental, Enterprise CarShare, Commute with Enterprise, and more.



# AERIAL - WEST FACING

SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN



DOWNTOWN ST. PAUL

DOWNTOWN MINNEAPOLIS

Lowe's



VALLEY RIDGE MALL

OAK PARK HEIGHTS  
POLICE DEPARTMENT

LAKE ELMO BANK  
A TRUST COMPANY OF MINN.

FRATERNAL ORDER  
OF EAGLES

ROSE FLORAL & GREENHOUSE

TIRES PLUS  
TOTAL CAR CARE

LUX AUTOWORKS

O'Reilly  
AUTO PARTS

PIZZA  
MAN

Good Times Tanning Co.

NAILS R US  
SALON

NAPA  
AUTO PARTS

TIRE PROS

MINNESOTA  
36

30,500 VEHICLES



Edina Realty

SHERWIN  
WILLIAMS

+ enterprise

Smart Start  
CHILDCARE & LEARNING CENTER



# AERIAL - SOUTHEAST FACING

SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN



**Xcel Energy**  
ALLEN S. KING  
POWER PLANT

**Andersen** **AW**  
MANUFACTURING PLANT

**Holiday**

**Metro  
Dentalcare**

**Xcave**

**Carhona's  
izzeria**

LIQUOR TIME

**Central Automobile  
SUBWAY**

GOLDEN CROWN  
CHINESE



**Andersen** **AW**  
HEADQUARTERS



**SHERWIN  
WILLIAMS.**

**enterprise**





# AERIAL - NORTHEAST FACING

SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN



HISTORIC DOWNTOWN STILLWATER

WASHINGTON COUNTY:  
SHERIFF'S OFFICE  
COUNTY JAIL  
GOVERNMENT CENTER



JOSEPH'S  
RESTAURANT



SHERWIN WILLIAMS + enterprise





# MARKET SUMMARY

SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN

## ON THE BANKS OF THE ST. CROIX

Historic, charming, and economically thriving, Stillwater, Minnesota is a local and regional tourist destination thanks to its bucolic location on the shores of the St. Croix River. It is conveniently located just minutes away from Minneapolis-St. Paul and just across the river from the neighboring state of Wisconsin.

Stillwater has garnered a variety of awards in preceding years, including Best Twin Cities Day Trips, America's Prettiest Painted Places, and Most Romantic Cities. The **St. Croix Crossing Bridge** and **Loop Trail** opened in 2017 to great acclaim for its facilitation of transportation and attractive architectural design.

## INCOME

**\$87,449** 2019 Estimated Stillwater Median Household Income  
(*\$61,372 2018 National Average, CNBC.com*)

**\$46,394** 2019 Estimated Stillwater Per Capita Income  
(*\$31,177 2018 National Average, www.census.gov*)





# MSP MARKET SNAPSHOT

SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN

## TOP FORBES PRIVATE MINNESOTA COMPANIES



## MINNESOTA FORTUNE 500



## TOP TEN MAJOR EMPLOYERS

Minneapolis-St. Paul-Bloomington, MN-WI Metropolitan Statistical Area

<b>#1</b> Allina Health System 27,635 Employees	<b>#2</b> Target Corporation 26,694 Employees	<b>#3</b> University of Minnesota 26,436 Employees	<b>#4</b> HealthPartners 22,500 Employees	<b>#5</b> Fairview Health System 22,000 Employees
<b>#6</b> Wells Fargo & Co. 20,000 Employees	<b>#7</b> UnitedHealth Group 15,750 Employees	<b>#8</b> CHS Inc. 12,157 Employees	<b>#9</b> U.S. Bancorp 12,010 Employees	<b>#10</b> Land O'Lakes Inc. 10,000 Employees

## MAJOR RETAIL BRAND HEADQUARTERS





# MSP MARKET SNAPSHOT

SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN

## MSP AIRPORT TRAFFIC



- "About MSP - MSP by the Numbers", MSPairport.com/about-msp



**163**  
Nonstop  
Markets  
Served



**38M**  
Travelers



**15**  
Commercial  
Passenger  
Airlines

## HEALTHCARE & RESEARCH

Minnesota Has the  
**2nd Highest  
Total Number of  
Medical Device  
Patents**

In the Nation - "Compare Minnesota: Invention  
Patents", MN.gov

Minneapolis - St. Paul MSA is a  
**Top Ten U.S. City**  
for Corporate Innovation



- "Top 10 Cities for Corporate Innovation",  
Innovation Leader Magazine, May 2017

## MSP DEMOGRAPHICS

**3,628,856**

Minneapolis-St. Paul, Bloomington Population  
- U.S. Census Bureau, 2018

**#2 in the Nation**

#2 State in Percentage of the Population with Associate Degree or Higher  
- MN Office of Higher Education, [http://www.ohe.state.mn.us/sPages/educ\\_attain.cfm](http://www.ohe.state.mn.us/sPages/educ_attain.cfm)

**93.6%**

of Persons Age 25+ Hold High School Diploma or Higher | 88% National Average  
- U.S. Census Bureau, 2018

**3% Unemployment**

3.8% National Average, January 2019  
- U.S. Census Bureau, 2018

## LIFE & RETAIL IN MSP

**\$2 Billion**

in Economic Activity  
Generated for Minnesota by  
Mall of America



"Mall of America: By the Numbers."  
Mall of America, 2016,  
[www.mallofamerica.com/upload/  
FactSheets\\_2016.pdf](http://www.mallofamerica.com/upload/FactSheets_2016.pdf)

**#3 Best State**

Overall in the United States  
Based on 70 Metrics, 2019



"Best States Rankings."  
U.S. News, 2019,  
<https://www.usnews.com/news/best-states/rankings>

**\$59,736**

Average Per Capita Personal  
Income (2017), \$53,658 National  
Average (2018)



"Per Capita Personal Income in Minneapolis-St. Paul Bloomington MSA", Federal  
Reserve Bank of St. Louis, Economic  
Research

**Best Parks**

System in the Nation  
According to The Trust for  
Public Land's ParkScore®  
Index



"Minneapolis Repeats as  
Nation's Best Park System."  
Minneapolis Park & Recreation Board, May 23,  
2018, [www.MinneapolisParks.org](http://www.MinneapolisParks.org)

**#3 Fittest  
City**

Ranked by the American  
Fitness Index Summary  
2019



"ACSM American Fitness Index", American  
Fitness Index, May 2019,  
[www.americanfitnessindex.org](http://www.americanfitnessindex.org)

**#2 Ticket  
Sales**

In the Nation, Theater Tickets  
Sold Per Capita (NYC #1)



Meet Minneapolis - Things To Do, [https://  
www.minneapolis.org/things-to-do/arts-cul-  
ture/theaters/](https://www.minneapolis.org/things-to-do/arts-culture/theaters/)

# DEMOGRAPHICS

## SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN

	1 Mile	3 Miles	5 Miles
POPULATION			
2019 Population - Estimate	7,580	30,448	48,492
2024 Population - Five Year Projection	7,774	31,620	50,715
2019-2024 Annual Population Growth Rate Projection	0.51%	0.76%	0.90%
GENERATIONS			
Generation Z (Born 1999-2016)	18.4%	20.7%	21.7%
Millennials (Born 1981-1998)	23.9%	21.9%	20.7%
Generation X (Born 1965-1980)	19.8%	21.5%	21.8%
Baby Boomers (Born 1946-1964)	24.9%	24.2%	25.2%
HOUSEHOLD INCOME			
2019 Average Household Income	\$97,912	\$118,005	\$124,550
2024 Average Household Income	\$114,523	\$133,355	\$138,838
EDUCATION			
High School Diploma	20.9%	17.8%	17.5%
Some College - No Degree	23.5%	20.5%	19.6%
Associate's Degree	9.7%	9.6%	10.1%
Bachelor's Degree	23.5%	27.9%	29.1%
Graduate or Professional Degree	12.3%	15.9%	17.1%
EMPLOYMENT			
2019 Employed Civilian Population (16+)	98.4%	97.8%	97.8%
2019 Unemployed Population (16+)	1.6%	2.2%	2.2%



# DEMOGRAPHICS

SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN





# TRADE AREA

SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN





# CONSUMER BASE

SHERWIN WILLIAMS + ENTERPRISE | STILLWATER, MN

## 26.1% SAVVY SUBURBANITES

- Well educated, well read, well capitalized
- Established neighborhoods (mostly built between 1970 and 1990)
- Lifestyles include home remodeling and gardening plus active pursuit of sports and exercise
- Informed shoppers that do their research prior to purchasing and focus on quality

## DOMINANT LIFEMODE GROUP

## 38.5% AFFLUENT ESTATES

- Established wealth - educated, well-traveled married couples
- Expect quality invest in time-saving services
- Homeowners with mortgages
- Participate actively in their communities

## DOMINANT URBANIZATION GROUP

## 73.0% SUBURBAN

- Urban expansion: affluence in the suburbs or city-by-commute
- Commuters value low density living but demand proximity to jobs, entertainment and amenities of an urban center
- Well-educated, two-income households, many heavily mortgaged

## OTHER TOP SEGMENTS

## 18.3% PARKS & REC

- Homes are older, town homes and duplexes are not uncommon
- Many families are two-income married couples approaching retirement age, but don't plan on retiring any time soon
- Neighborhoods are well established
- Appeal of these kid-friendly neighborhoods is now attracting a new generation of young couples

## 10.1% PROFESSIONAL PRIDE

- Highly qualified in science, technology, law, or finance fields
- Homes are valued at more than twice the US median home value
- Take pride in newer homes and spend valuable time and energy upgrading
- Financially savvy
- Most households own three or more vehicles; long commutes are the norm

## CONTACT US

### SEAN DOYLE

First Vice President  
+1 612 336 4324  
sean.doyle2@cbre.com  
Lic. 20588764

### MATT HAZELTON

First Vice President  
+1 612 336 4328  
matt.hazelton@cbre.com  
Lic. 40449423

### AJ PRINS

First Vice President  
+1 612 336 4322  
aj.prins@cbre.com  
Lic. 20395954

### CORY VILLAUME

First Vice President  
+1 612 336 4323  
cory.villaume@cbre.com  
Lic. 20591922

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