

RECESSION-PROOF RETAILER

Aaron's

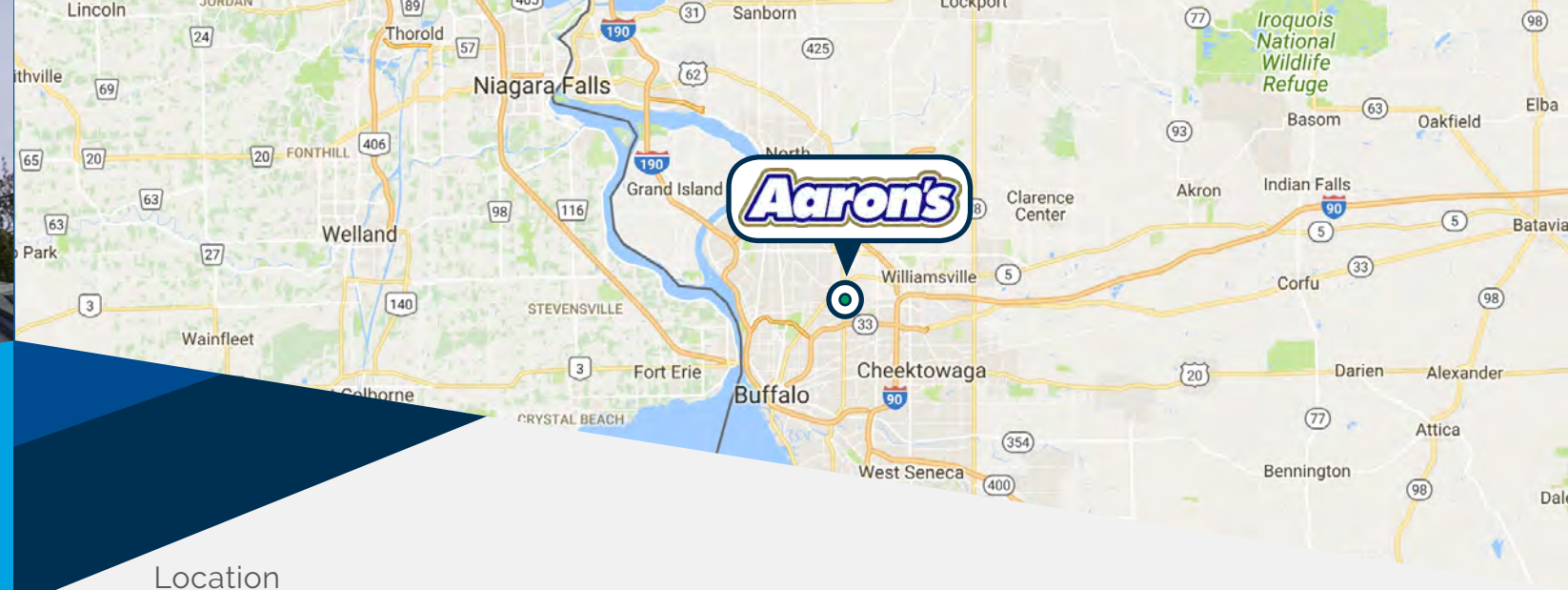
3411 BAILEY AVENUE
BUFFALO, NY

Offering Memorandum



Actual Locations





3411 Bailey Avenue | Buffalo, NY

PROPERTY SUMMARY	
TENANT	Aaron's, Inc.
PRICE	\$1,186,000
CAP	6.75%
NOI	\$80,040
RENT/SF	\$4.40
BUILDING SIZE (SF)	18,200
PARCEL SIZE (ACRES)	0.30
YEAR OPENED	2010



DEMOGRAPHICS	
1-MILE POPULATION	26,988
1-MILE AHI	\$55,527
3-MILE POPULATION	178,862
3-MILE AHI	\$64,676
5-MILE POPULATION	399,175
5-MILE AHI	\$63,067



*Actual Location Photos

Location

- Well-positioned on Bailey Avenue (Traffic Count: 19,213 VPD) just 6 miles north of Buffalo's CBD.
- Aaron's is proximate to several national retailers such as Aldi, Family Dollar, Subway, Wendy's, Walgreens, T-Mobile, Tim Horton's, 7-Eleven, Sunoco and H&R Block. In all, there is 9.4 MSF of retail, 3.8 MSF of office, 4.5 MSF of industrial space and 8,746 multifamily units within a 3-mile radius.
- The site is just south of the University of Buffalo which boasts a combined graduate and undergraduate enrollment in excess of 30,000 students, providing Aaron's with a substantial built-in customer base.
- Located in the Western part of New York State, along the shores of Lake Erie and Lake Ontario, Buffalo has a prime location on the Canadian-American border, less than 100 miles from Toronto. The Buffalo MSA (Population: 1.1 million) is undergoing over \$1 billion in redevelopment, which includes a revitalized waterfront and neighborhoods along with new attractions, restaurants and hotels. Buffalo has a highly-skilled work force with more than 20 public and private colleges and Universities making Buffalo the 7th strongest job market in the U.S.



Tenant Overview



Aaron's, Inc., (NYSE: AAN, Dun & Bradstreet Credit Rating: 11AA - highest credit rating), which was established in 1955, is a leading omnichannel provider of lease-purchase solutions. The Atlanta, GA-based company engages in the sales and lease ownership and specialty retailing of furniture, consumer electronics, home appliances and accessories through its 1,689 company-owned and franchised stores in 47 states and Canada as well as its e-commerce platform, Progressive Leasing. Aaron's offers its products to consumers primarily on a month-to-month, lease-to-own basis with no credit needed. Its stores carry well-known brands such as Samsung, Frigidaire, Hewlett-Packard, LG, Whirlpool, Simmons, Philips, Ashley and Magnavox.

The retailer's prototypical store is approximately 6,100 SF and boasts sales of \$318 PSF. Aaron's produced TTM 3/31/2019 sales of \$3.9 billion, EBITDA of \$593 million, and net income of \$200 million. Additionally, the company boasts a net worth of \$1.8 billion.

COMPANY OVERVIEW		FINANCIAL HIGHLIGHTS	
DUN & BRADSTREET CREDIT RATING	11AA	SALES	\$3.9 Billion
NUMBER OF LOCATIONS	1,689	EBITDA	\$593 Million
HEADQUARTERS	Atlanta, GA	NET INCOME	\$200 Million
TICKER SYMBOL	NYSE: AAN	CASH & CASH EQUIVALENTS	\$124 Million
		TOTAL ASSETS	\$369 Million



Lease Summary

TENANT	Aaron's, Inc
INITIAL LEASE TERM:	10 Years
LEASE COMMENCEMENT:	7/27/2017
LEASE EXPIRATION:	7/27/2027
TERM REMAINING:	8 Years
LEASE TYPE:	NNN
INITIAL TERM RENT:	\$1,177,027 (Total of 16 Properties)
RENT ESCALATIONS:	Flat During Initial Term
REMAINING OPTIONS:	Three 5-year Options
OPTION RENT INCREASES:	15% in Each Option
TAXES:	Landlord shall pay when due all real estate taxes and assessments levied and assessed against the Demised Premises. Tenant shall reimburse Landlord for its proportionate share (100%) of the net amount of all real estate taxes and assessments levied and assessed against the Demised Premises.
INSURANCE:	Landlord shall insure the Demised Premises against damage or destruction by fire and other casualties insurable under a "superior form", "all risk" extended coverage endorsement. Such insurance shall be in an amount equal to not less than 100% of the replacement cost, without depreciation, of the Demised Premises. Tenant shall reimburse Landlord for its proportionate share (100%) of Landlord's insurance cost. Tenant shall keep in force a policy of comprehensive public liability insurance, including property damage, with respect to the Building and the business operate by Tenant on the Demised Premises, in which the limits of coverage shall not be less than \$1,000,000 (combined single limit bodily injury and property damage).
REPAIRS & MAINTENANCE:	Tenant shall at all times during the term of this Lease, at its sole expense, keep, maintain and repair (including replacements, if necessary) the Demised Premises (including roof, foundation, exterior walls, floors, driveways, parking areas, sidewalks, utility lines serving the Demised Premises, improvements and replacements of each of the foregoing, heating, ventilating, and air conditioning systems, plumbing and electrical systems, downspouts, fire sprinkler system, if any, and any and all other repairs or maintenance necessary for any portion or part of the interior or the exterior of the Demised Premises) in good order, condition and repair.



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

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