

RECESSION-PROOF RETAILER

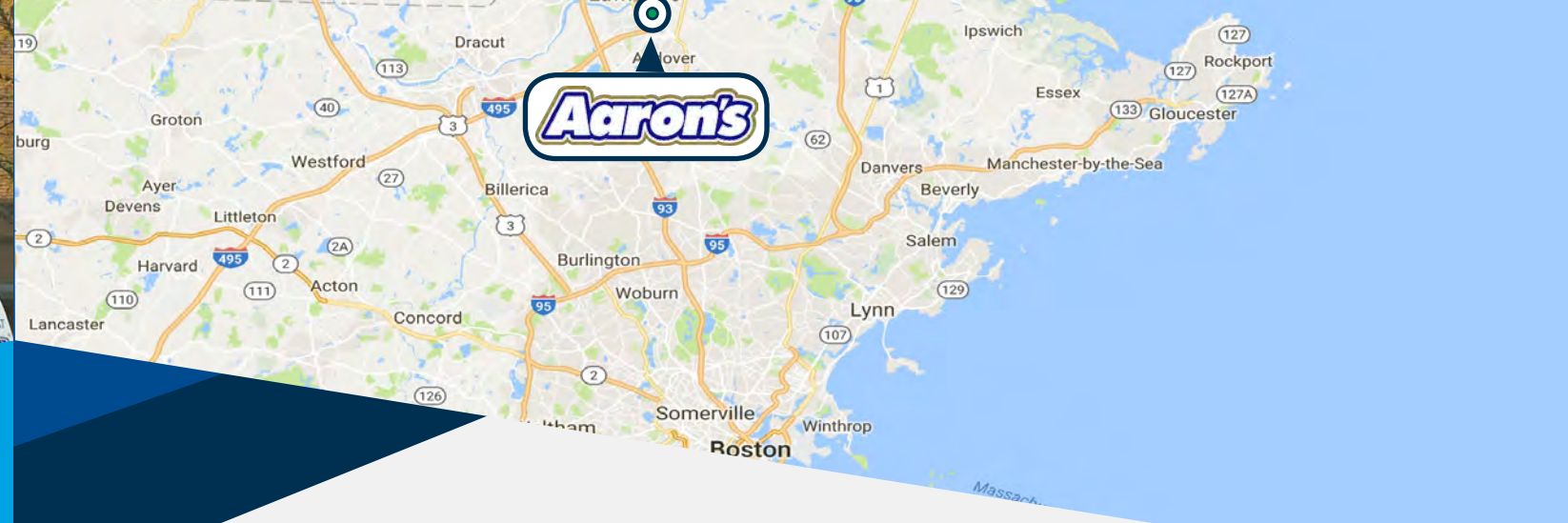
Aaron's

50 ESSEX STREET
LAWRENCE, MA

Offering Memorandum



Actual Locations



50 Essex Street | Lawrence, MA

PROPERTY SUMMARY	
TENANT	Aaron's, Inc.
PRICE	\$1,377,000
CAP	6.75%
NOI	\$92,928
RENT/SF	\$12.23
BUILDING SIZE (SF)	7,600
PARCEL SIZE (ACRES)	0.17
YEAR OPENED	2006



DEMOGRAPHICS	
1-MILE POPULATION	40,786
1-MILE AHI	\$47,937
3-MILE POPULATION	139,157
3-MILE AHI	\$73,920
5-MILE POPULATION	195,205
5-MILE AHI	\$92,697



*Actual Location Photos

Location

- Ideal access and visibility from Essex Street (Traffic Count: 8,617 VPD) in Downtown Lawrence.
- Well-positioned proximate to a myriad of retailers such as Firestone, Subway, Santander Bank, Rite Aid, Wendy's, TD Bank and 7-Eleven among others. In all, there is 6.9 MSF of retail, 7.7 MSF of office, 12.6 MSF of industrial space and 8,191 multifamily units within a 3-mile radius.
- The site is strategically located near the historic Everett Mills which have been converted into 700,000 square feet of modern office lofts, a large number of Lawrence government buildings, Lawrence Historic District, several schools, a New Balance manufacturing facility and the 189-bed Lawrence General Hospital.
- Nestled 29 miles north of Boston (MSA Population: 4.7 million), Lawrence is an urban center and a hub of textile, apparel and shoe companies such as Malden Mills, KGR Inc., Grieco Brothers, New Balance and Cardinal Shoe. With the affordable space and close proximity to routes 93 and 495, newer companies in technology, health care and manufacturing such as New England Affiliated Technology, the Robert Able Company and the Gem Group, have chosen to locate in Lawrence.



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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