



O'REILLY AUTO PARTS

455 W State Rd 436 • Altamonte Springs, FL 32714

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O'REILLY AUTO PARTS
Altamonte Springs, FL
ACT ID ZAB0310084

Marcus & Millichap

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Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

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Marcus & Millichap

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FINANCIAL ANALYSIS



PROPERTY SUMMARY

THE OFFERING	
Property	O'Reilly Auto Parts
Property Address	455 West State Road 436 Altamonte Springs, Florida 32714
Price	\$2,326,000
Capitalization Rate	5.25%
Price/SF	\$255.72

PROPERTY DESCRIPTION	
Year Built / Renovated	1988/2019
Gross Leasable Area	9,096 SF
Zoning	1100-Retail Store
Type of Ownership	Fee Simple
Lot Size	0.89 Acres

LEASE SUMMARY	
Property Subtype	Net Leased Auto Parts
Tenant	O'Reilly Auto Parts
Rent Increases	10% each Five Year Period
Guarantor	Corporate Guarantee
Lease Type	NN
Lease Commencement	November 18, 2012
Lease Expiration	November 17, 2027
Lease Term	15
Term Remaining on Lease (Years)	7.3
Renewal Options	Two Five-Year Options
Landlord Responsibility	Roof, Structure and Parking Lot
Tenant Responsibility	RE Taxes, Insurance, CAM
Right of First Refusal/Offer	No

ANNUALIZED OPERATING INFORMATION

INCOME	
Net Operating Income	\$122,061

RENT SCHEDULE				
YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current	\$122,061	\$10,172	\$13.42	5.25%
2022	\$133,068	\$11,089	\$14.63	5.72%
2027	\$143,175	\$11,931	\$15.74	6.16%
2032	\$158,492	\$13,208	\$17.42	6.81%

INCOME FROM SOURCES			
TIME FRAME	O'REILLY'S	BILLBOARD	TOTAL
Base Rent	\$110,061	\$12,000	\$122,061
2022 - Increase	\$121,068	\$12,000	\$133,068
2027 - Option 1	\$131,175	\$12,000	\$143,175
2032 - Option 2	\$146,492	\$12,000	\$158,492



NOTES

- ☐ Property Summary Sections of The Offering, Lease Summary, Annualized Operating Information, and Rent Schedule include Rent from O'Reilly's Auto Parts and Billboard.
- ☐ Income From Sources detail the Rent from O'Reilly's Auto Parts and the Billboard.

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MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources providing the most competitive rates and terms.

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Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues to the benefit of our clients.



**Closed 1,678
debt and equity
financings
in 2018**



**National platform
operating
within the firm's
brokerage
offices**



**\$6.24 billion
total national
volume in 2018**



**Access to
more capital
sources than
any other firm
in the industry**

WHY MMCC?

**Optimum financing solutions
to enhance value**

**Our ability to enhance
buyer pool by expanding
finance options**

**Our ability to enhance
seller control**

- **Through buyer qualification support**
- **Our ability to manage buyers finance expectations**
- **Ability to monitor and manage buyer/lender progress, insuring timely, predictable closings**
- **By relying on a world class set of debt/equity sources and presenting a tightly underwritten credit file**

INVESTMENT OVERVIEW



EXECUTIVE SUMMARY

OFFERING SUMMARY

Price	\$2,326,000
Net Operating Income	\$122,061
Capitalization Rate – Current	5.25%
Price / SF	\$255.72
Rent / SF	\$13.42
Lease Type	NN
Gross Leasable Area	9,096 SF
Year Built / Renovated	1988/2020
Lot Size	0.89 acre(s)

FINANCING

Loan Amount	\$1,395,600
Loan Type	Financed - New Loan
Loan to Value	60.00%
Down Payment	40% / \$930,400
Interest Rate / Amortization	4% / 25 Years
Annual Loan Payment	\$88,398
Net Cash Flow After Debt Service	3.62% / \$33,663
Cash on Cash Return	3.62%
Total Return	7.18% / \$66,841



MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES*
Careers Usa Inc	5,007
Keiser University	1,628
Consulate Management Co LLC	1,213
Florida Hospital	1,020
Orlando Health Inc	1,004
Arriva Medical LLC	837
Envision Healthcare Corp	770
United Healthcare	753
Pointe At Canyon Lake LP	750
Grosvenor Building Svcs LLC	700
Honeywell Authorized Dealer	641
Collis Roofing Inc	635

DEMOGRAPHICS

	1-Miles	3-Miles	5-Miles
2018 Estimate Pop	14,601	89,895	228,918
2010 Census Pop	13,995	84,538	213,911
2018 Estimate HH	6,818	39,240	94,641
2010 Census HH	6,626	37,149	88,750
Median HH Income	\$46,097	\$53,413	\$55,259
Per Capita Income	\$28,338	\$32,198	\$32,625
Average HH Income	\$60,411	\$73,462	\$78,559

* # of Employees based on 5 mile radius

INVESTMENT OVERVIEW

O'Reilly Auto Parts has three points of access on six lane State Road 436 with 48,500 AADT. State Road 436 is a major east-west corridor with major retail including Altamonte Mall. The entry to Interstate Highway I-4 with 169,500 AADT is 0.75 of a mile East.



INVESTMENT HIGHLIGHTS

- Located in a dense Retail Corridor 0.75 miles of I-4 interchange
- Six Lane State Road 436 has 48,500 AADT
- Overlay of Parking lot and Exterior Renovation 2020
- Two Right In/Right out provide ease access
- Just of Lighted Intersection with cross access easements
- Demographics Population is 224,190 with Annual Household Income of \$77,938



O'Reilly Automotive, Inc.


CREDIT RATING: B1
www.fdreports.com | www.creditintell.com | September 30, 2019

General Information

Address	233 South Patterson , Springfield, Missouri, 65802, United States
Phone	417-862-6708
Website	www.oreillyauto.com

Key Personnel

Chief Operating Officer & Co-President	Jeff M. Shaw
Chief Financial Officer & Executive Vice President	Thomas McFall
Co-President & Chief Executive Officer	Gregory Johnson

Store Base

Store Count	5,420
TTM Sales	\$9,981,967,000

Financial Markets

Stock Ticker	ORLY
Current Price	\$419.21 as of 2/6/20
52 Week High/Low	\$454.31 / \$349.71

O'Reilly Automotive has its foot on the gas. The company is the nation's #1 provider of automotive aftermarket parts (both new and remanufactured), maintenance supplies, professional service equipment, tools, and accessories. It also offers customers a range of services, including oil and battery recycling, battery testing, paint mixing, and tool rental. O'Reilly operates through a fast-growing network of some 5,200 stores across the US as well as online. The family-founded and -operated company wheels and deals with automotive professionals as well as DIY (do-it-yourself) customers.

Fiscal Year Ended December 31, 2018

Credit Rating Chart Comparison

Creditintell | F&D Reports

ⓘ Please note that our rating model is our own proprietary model and is not meant to align with other rating agency models. This comparison was compiled purely for informational purposes based on a representative sampling of ratings on various retailers.

RATING	CREDIT QUALITY	EST. S&P
A1	Excellent	AAA
A2	Excellent	AA (+/-)
B1	Good	A (+/-)
B2	Good	BBB (+/-)
C1	Satisfactory	BB(+/-)
C2	Satisfactory	B+
D1	Below Satisfactory	B
D2	Below Satisfactory	B-
E1	Poor	CCC+/CCC
E2	Poor	CC
F1	Critical	C
F2	Critical	D



455 W State Rd 436, Altamonte Springs, FL 32714



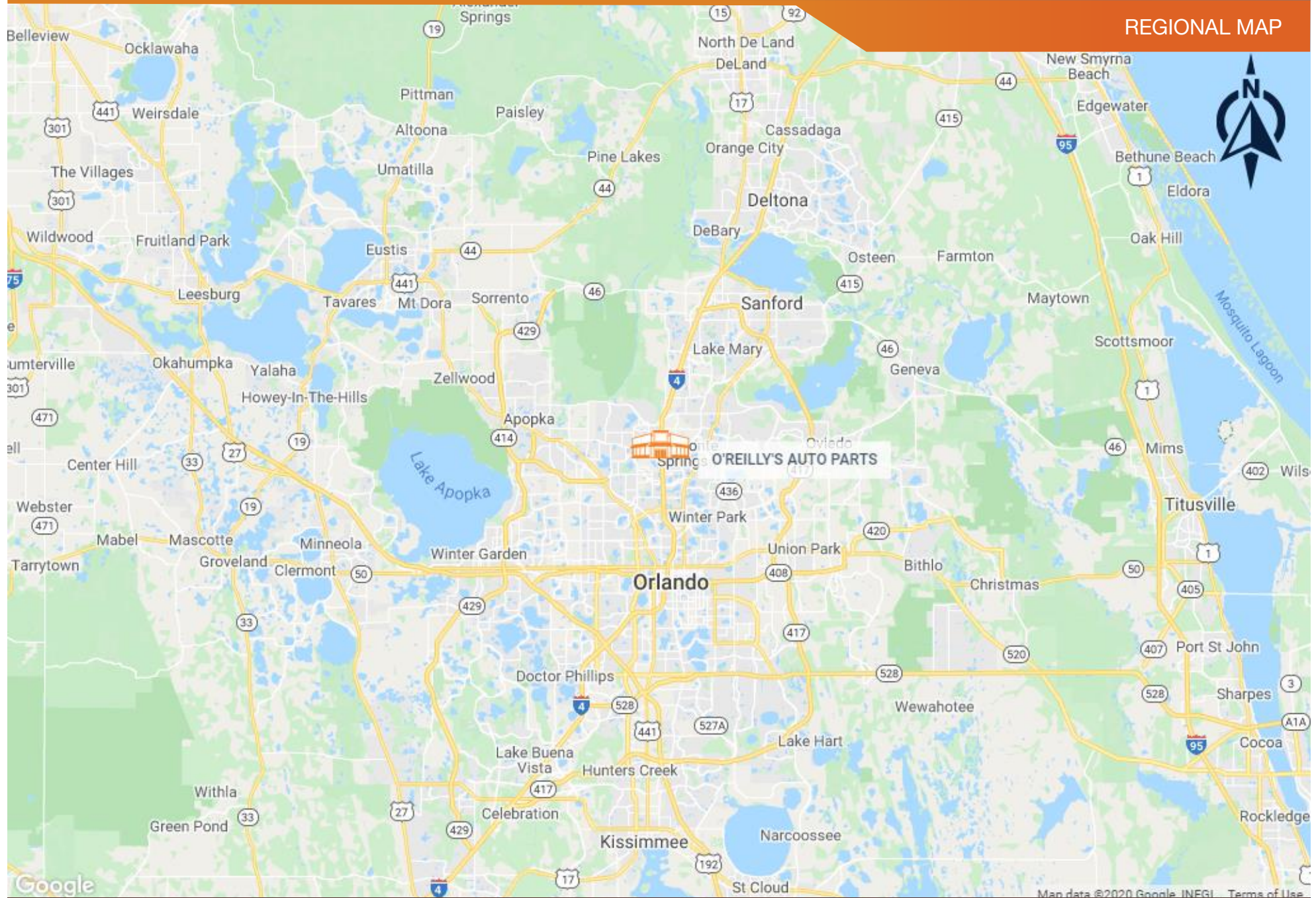
- Just off lighted intersection
- Semoran Six Lanes with 48,500 AADT
- Population within Five Mills is 224,190
- Five Mile AHI is \$77,938
- Renovation by Tenant in 2012
- Low Base Rent of \$12.10/SF
- The current Base Rent is \$5.00 to \$6.00/Sf below market
- Recent Renovation of Parking Lot and Exterior from 12/2019 to 2/2020

The Subject Property has three points of access on six lane State Road 436 with 48,500 AADT. State Road 436 is a major east-west corridor with major retail. The entry to Interstate Highway I-4 with 169,500 AADT is 0.75 of a mile East







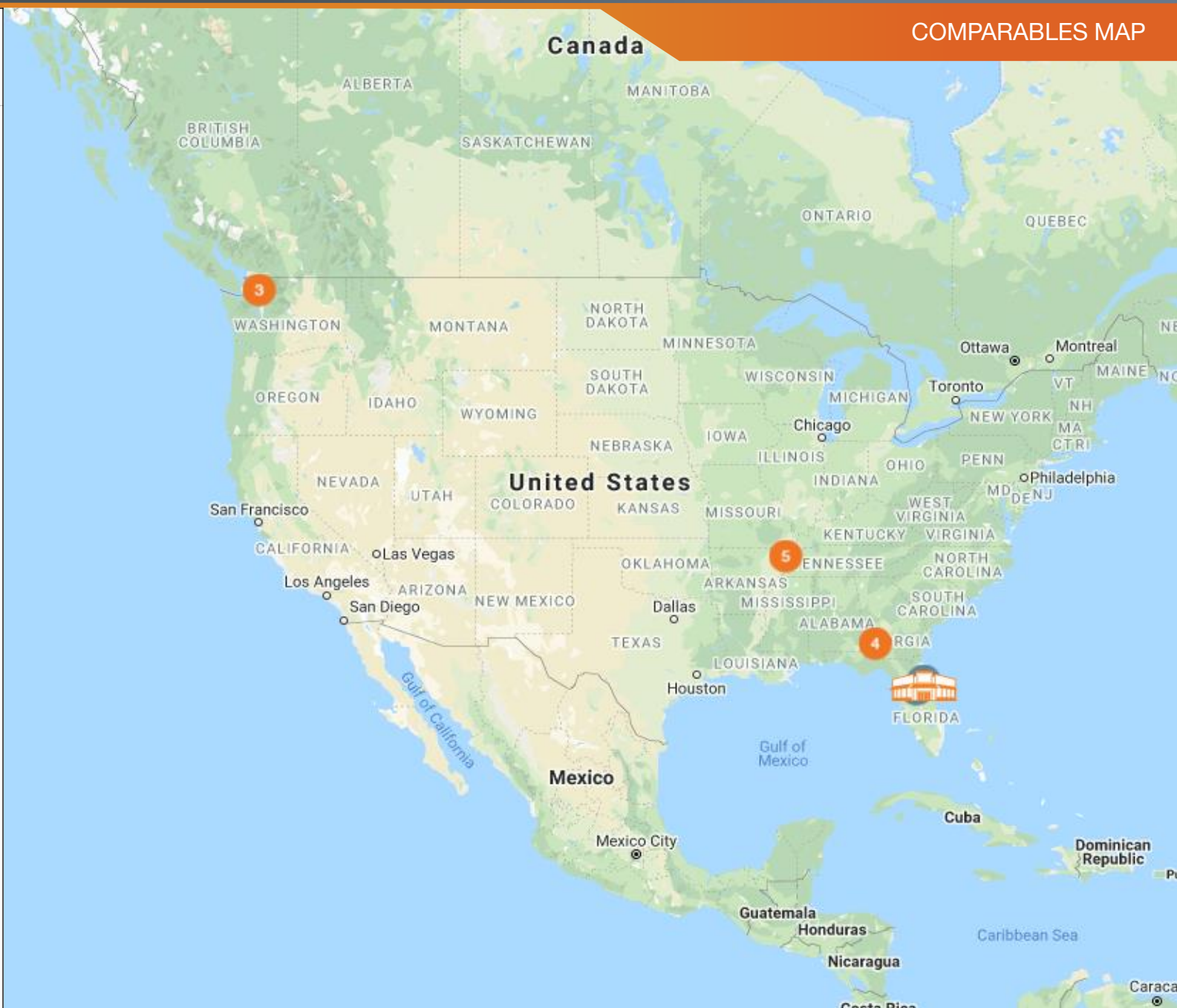



**O'REILLY'S AUTO PARTS
(SUBJECT)**

- 1 O'Reilly Auto Parts
- 2 O'Reilly's Auto Parts
- 3 O'Reilly Auto Parts - Hub Store
- 4 O'Reilly's Auto Parts
- 5 O'Reilly Auto Parts, Cordova

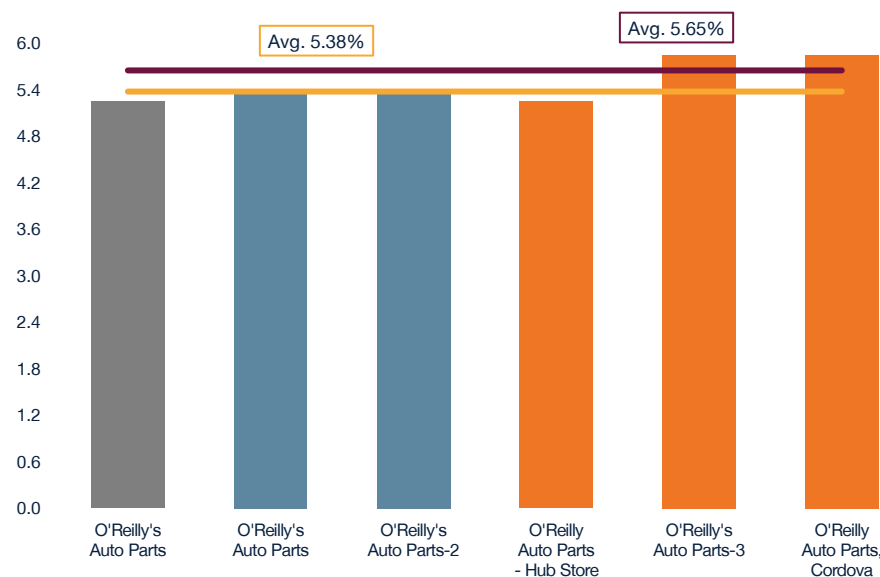
● IN ESCROW COMPARABLES
● ON MARKET COMPARABLES

COMPARABLES MAP

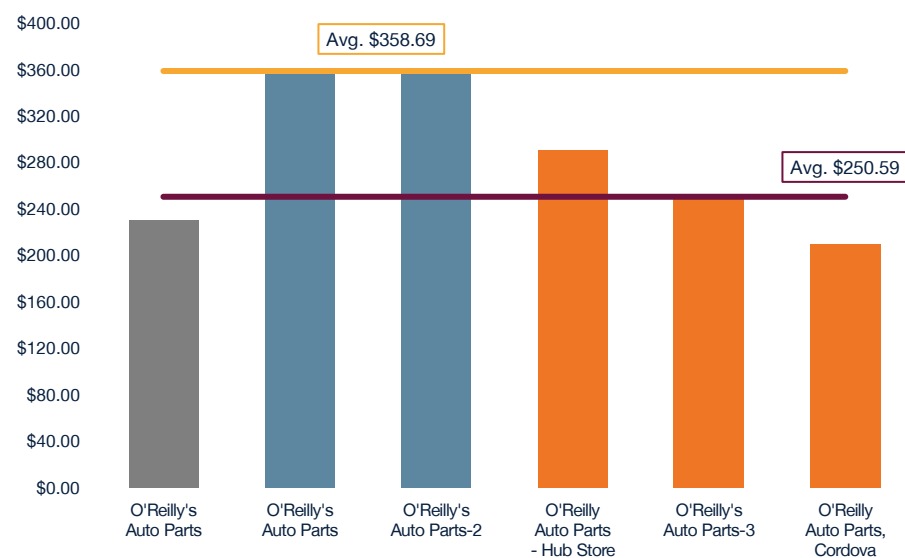




Average Cap Rate



Average Price Per Square Foot



NOTES

- ❑ The substantial difference in Average Price Per Square Foot between the Subject Property and recently sold properties is rent per square foot. Subject Property tenant spent approximately \$400,000 on tenant work and rent reflected their contribution. The demographics for the Subject Property are superior to those of the recently sold. The difference in rent is approximately \$7.00/Square Foot.

IN ESCROW
COMPARABLES

ON MARKET COMPARABLES

O'REILLY AUTO PARTS

455 W State Rd 436, Altamonte Springs, FL, 32714

**SUBJECT PROPERTY**

Asking Price	\$2,096,400
Price/SF	\$230.47
CAP Rate	5.25%
GLA	9,096 SF
Lot Size	0.89 acre(s)
Year Built	1988
Lease Term Remaining	7.3 Years

NOTES

This NN Lease consists of a 9,096 Square Feet building that is situated on a 0.89 acre parcel of land. This O'Reilly Auto Parts is situated one parcel west of the signalized intersection State Road 436 which experiences traffic counts exceeding 48,500 vehicles per day. Two additional Right in and Right out provide access to the site. The five mile population is 228,918 with an Annual Household Income of \$78,917.

The Asking Price does not include the Billboard income so that a current comparison can be made between the properties.

O'REILLY AUTO PARTS

4400 Hoffner Avenue, Orlando , FL, 32812

**In Escrow**

Days On Market	82
List Price	\$2,597,233
Price/SF	\$360.73
CAP Rate	5.35%
GLA	7,200 SF
Lot Size	1.10 acre(s)
Year Built	2018
Lease Term Remaining	18 Years

NOTES

The subject property consists of a 7,200 Square Feet building that is situated on a 1.10 acre parcel of land. This O'Reilly Auto Parts is situated two parcels west of the signalized intersection of Hoffner Avenue and South Conway Road which experiences combined traffic counts exceeding 50,800 vehicles per day. The five mile population is 234,643 with an Annual Household Income of \$60,243

O'REILLY AUTO PARTS

940 Cypress Gardens Blvd, Winter Haven, FL, 33880

**In Escrow**

Days On Market	83
List Price	\$2,550,000
Price/SF	\$356.64
CAP Rate	5.41%
GLA	7,150 SF
Lot Size	1.6 acre(s)
Year Built	2018
Lease Term Remaining	18 Years

NOTES

The property has excellent access and visibility on Cypress Gardens Boulevard, where traffic counts exceed 38,500 vehicles per day. The five mile population is 98,041 with an Average Household Income of \$62,763

IN ESCROW
COMPARABLES

ON MARKET COMPARABLES

O'REILLY AUTO PARTS - HUB STORE

18021 Aurora Ave N, Shoreline, WA, 98133



On Market

Days On Market	133
List Price	\$4,725,943
Price/SF	\$290.56
CAP Rate	5.25%
GLA	16,265 SF
Lot Size	0.84 acre(s)
Year Built	1959
Lease Term Remaining	8 Years

NOTES

The lease is absolute NNN and was recently extended in 2016. The lease also features 8% increase throughout the base term and options. The five mile population is 285,253 with an Annual Household Income of \$104,765

O'REILLY AUTO PARTS

3201 Capital Circle NC, Tallahassee, FL, 32308



On Market

Days On Market	11
List Price	\$2,070,500
Price/SF	\$251.24
CAP Rate	5.85%
GLA	8,241 SF
Lot Size	1.11 acre(s)
Year Built	1988
Lease Term Remaining	9 Years

NOTES

This NN leased property has excellent access and visibility on Capital Circle which has traffic counts exceeding 47,000 Vehicles Per Day and is situated directly across the street from a Home Depot, PetSmart and Bealls Anchored Power Center. The five mile population is 126,726 with an Annual Household Income of \$85,349.

O'REILLY AUTO PARTS, CORDOVA

932 North Germantown Parkway, Cordova , TN, 38018



On Market

Days On Market	26
List Price	\$1,912,000
Price/SF	\$209.97
CAP Rate	5.85%
GLA	9,106 SF
Lot Size	0.86 acre(s)
Year Built	1993
Lease Term Remaining	10 Years

NOTES

The NN leased property has excellent access and visibility on Germantown Parkway which has traffic counts exceeding 54,000 Vehicles. The five mile population is 163,102 with an Annual Household Income of \$100,740.

MARKET OVERVIEW



ORLANDO

OVERVIEW

A warm climate and a favorable tax structure attract visitors, employers and residents to the region. The metro is among the largest and fastest growing in Florida, with a population of more than 2.4 million residents. It is also one of the nation's most popular tourist destinations with roughly 72 million visitors annually. The Orlando metro encompasses four counties: Osceola, Orange, Seminole and Lake, covering more than 4,000 square miles in central Florida. There are numerous lakes scattered across the region and the topography is generally flat with few impediments to development. Orlando is the area's largest city, approaching 282,000 residents, followed by Kissimmee and Sanford, each with less than 100,000 residents.

METRO HIGHLIGHTS



ECONOMIC DIVERSITY

While Orlando's economy has strong business and professional services as well as tourism components, distribution, high-tech, defense contracting and healthcare also are prevalent.



PRO-BUSINESS ENVIRONMENT

Florida has low state and local taxes in addition to no state personal income tax, attracting businesses to the region.



JOB AND POPULATION GROWTH

Orlando's population is expected to increase by 248,000 people over the next five years, as job gains outpace the national average.

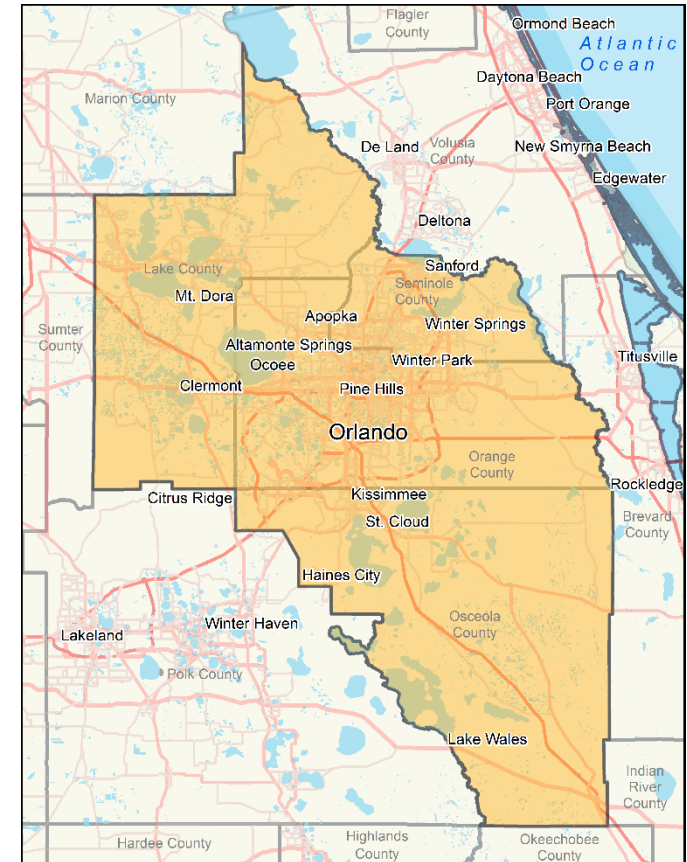


ECONOMY

- Key industries in the region include aerospace and defense systems, modeling, simulation and training, digital media, tourism and biotechnology.
- The metro is transforming into a digital media hub, housing hundreds of media companies.
- Orlando is a top vacation and business convention destination and is home to theme parks and tourist attractions, which support retail sales and a large hospitality sector.
- The local life sciences, biotech and medical technology industries are growing. Lake Nona Medical City is a 650-acre health and life sciences park located in the metro.

MAJOR AREA EMPLOYERS

Walt Disney World Co.
AdventHealth Orlando
Publix Super Markets Inc.
Universal Orlando
Orlando Health
Busch Entertainment Corp.
Lockheed Martin Corp.
Marriott International
Darden Restaurants Inc.
Starwood Hotels & Resorts Worldwide Inc.



SHARE OF 2018 TOTAL EMPLOYMENT





DEMOGRAPHICS

- The metro is expected to add nearly 248,000 people over the next five years and during this period roughly 102,000 households will be formed.
- A median age below the U.S. median contributes to a homeownership rate of 61 percent, which is slightly below the national rate.
- Millennials, those in the cohort of 20- to 34-year-olds, comprise 22 percent of the population, slightly above the U.S. level of 20 percent.

2018 Population by Age



QUALITY OF LIFE

Orlando residents enjoy a remarkable quality of life, highlighted by a sunny climate, professional sports teams, outdoor recreational activities, cultural venues, world-famous attractions and beaches nearby. The region offers healthcare facilities and exceptional community services such as Orlando Regional Medical Center and AdventHealth Orlando. Cultural opportunities are offered at the Dr. Phillips Center for the Performing Arts, Civic Theatre of Central Florida, the Orlando Opera Company, the Orlando Ballet Company and the Bach Festival Society. Amway Center in downtown is the Orlando Magic's arena. Large educational institutions in the area include the University of Central Florida and Valencia Community College.

* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau



SPORTS



EDUCATION



ARTS & ENTERTAINMENT



Created on February 2020

POPULATION	1 Miles	3 Miles	5 Miles
■ 2023 Projection			
Total Population	14,694	92,725	235,284
■ 2018 Estimate			
Total Population	14,601	89,895	228,918
■ 2010 Census			
Total Population	13,995	84,538	213,911
■ 2000 Census			
Total Population	12,957	82,270	215,444
■ Current Daytime Population			
2018 Estimate	17,557	127,216	274,705
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2023 Projection			
Total Households	7,010	40,844	98,352
■ 2018 Estimate			
Total Households	6,818	39,240	94,641
Average (Mean) Household Size	2.17	2.27	2.40
■ 2010 Census			
Total Households	6,626	37,149	88,750
■ 2000 Census			
Total Households	5,681	35,079	87,161
■ Occupied Units			
2023 Projection	7,010	40,844	98,352
2018 Estimate	7,826	43,242	102,771
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2018 Estimate			
\$150,000 or More	4.20%	7.81%	9.58%
\$100,000 - \$149,000	8.10%	11.46%	12.03%
\$75,000 - \$99,999	10.91%	12.41%	12.65%
\$50,000 - \$74,999	22.91%	21.54%	20.39%
\$35,000 - \$49,999	17.35%	15.52%	14.23%
Under \$35,000	36.51%	31.26%	31.13%
Average Household Income	\$60,411	\$73,462	\$78,559
Median Household Income	\$46,097	\$53,413	\$55,259
Per Capita Income	\$28,338	\$32,198	\$32,625

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$54,778	\$61,187	\$62,876
■ Consumer Expenditure Top 10 Categories			
Housing	\$15,475	\$17,209	\$17,756
Transportation	\$10,965	\$11,761	\$11,950
Shelter	\$9,266	\$10,160	\$10,434
Food	\$5,892	\$6,558	\$6,699
Personal Insurance and Pensions	\$4,286	\$5,099	\$5,409
Health Care	\$3,369	\$3,966	\$4,188
Utilities	\$3,333	\$3,638	\$3,730
Entertainment	\$1,994	\$2,350	\$2,469
Apparel	\$1,960	\$2,053	\$2,044
Household Furnishings and Equipment	\$1,234	\$1,482	\$1,570
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2018 Estimate Total Population	14,601	89,895	228,918
Under 20	20.40%	20.89%	21.99%
20 to 34 Years	27.49%	23.20%	20.86%
35 to 39 Years	8.46%	7.30%	6.74%
40 to 49 Years	12.39%	12.80%	13.13%
50 to 64 Years	16.44%	18.70%	20.45%
Age 65+	14.79%	17.09%	16.80%
Median Age	36.13	38.98	40.32
■ Population 25+ by Education Level			
2018 Estimate Population Age 25+	10,747	66,093	165,768
Elementary (0-8)	1.36%	1.27%	1.71%
Some High School (9-11)	4.28%	4.38%	4.86%
High School Graduate (12)	24.90%	22.67%	24.02%
Some College (13-15)	21.65%	21.45%	21.81%
Associate Degree Only	14.33%	12.85%	11.93%
Bachelors Degree Only	22.32%	23.99%	23.04%
Graduate Degree	9.72%	12.40%	11.75%

Source: © 2019 Experian



Population

In 2019, the population in your selected geography is 228,918. The population has changed by 6.25% since 2000. It is estimated that the population in your area will be 235,284.00 five years from now, which represents a change of 2.78% from the current year. The current population is 47.94% male and 52.06% female. The median age of the population in your area is 40.32, compare this to the US average which is 37.95. The population density in your area is 2,917.50 people per square mile.



Households

There are currently 94,641 households in your selected geography. The number of households has changed by 8.58% since 2000. It is estimated that the number of households in your area will be 98,352 five years from now, which represents a change of 3.92% from the current year. The average household size in your area is 2.40 persons.



Income

In 2019, the median household income for your selected geography is \$55,259, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 20.10% since 2000. It is estimated that the median household income in your area will be \$62,122 five years from now, which represents a change of 12.42% from the current year.

The current year per capita income in your area is \$32,625, compare this to the US average, which is \$32,356. The current year average household income in your area is \$78,559, compare this to the US average which is \$84,609.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 72.46% White, 15.07% Black, 0.06% Native American and 3.56% Asian/Pacific Islander. Compare these to US averages which are: 70.20% White, 12.89% Black, 0.19% Native American and 5.59% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 21.61% of the current year population in your selected area. Compare this to the US average of 18.01%.



Housing

The median housing value in your area was \$210,555 in 2019, compare this to the US average of \$201,842. In 2000, there were 54,569 owner occupied housing units in your area and there were 32,592 renter occupied housing units in your area. The median rent at the time was \$630.



Employment

In 2019, there are 155,525 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 70.16% of employees are employed in white-collar occupations in this geography, and 29.65% are employed in blue-collar occupations. In 2019, unemployment in this area is 3.37%. In 2000, the average time traveled to work was 27.00 minutes.