

VERIZON

5995 NORTH RIDGE ROAD, MADISON ,OHIO



OFFERING MEMORANDUM

Marcus & Millichap



Walmart
DOLLAR TREE

MADISON
COUNTRY CLUB

University Hospitals
GENEVA MEDICAL CENTER

PERRY NUCLEAR
POWER PLANT

verizon

PAINESVILLE
Speedway

PERRY ELEMENTARY,
MIDDLE, & HIGH SCHOOL
2,600 Total Students

LAKE ERIE
COLLEGE
1,200 STUDENTS

ALDI
Marc's
O'Reilly
AUTO PARTS
TRACTOR
SUPPLY CO
goodwill
VSC
giant eagle
RITE
AID
TACO
BELL
AutoZone
FAMILY
Farm & Home

POWDERHORN
Golf Course

SPIRE
INSTITUTE

TARGET KOHL'S
ALDI goodwill LOWE'S
five BELOW
BED BATH &
BEYOND ULTA
HomeGoods carter's

Lake Health
TRIPPOINT
MEDICAL
CENTER

CONSTRUCTION MATERIALS
sidley

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Executive Summary

5995 North Ridge Road, Madison, OH 44057

FINANCIAL SUMMARY

Price	\$2,117,000
Cap Rate	6.50%
Building SF	3,000 SF
Net Cash Flow	6.50% \$137,619*
Year Built	2020
Land/Lot Size	.57 Acres

LEASE SUMMARY

Lease Type	Double-Net (NN) Lease
Tenant	Cellular Sales of Ohio, LLC
Guarantor	Cellular Sales of Knoxville, Inc.
Roof & Structure	Landlord Responsible
Lease Commencement Date	December 20, 2020
Lease Expiration Date	December 31, 2030
Lease Term	10 Years
Rental Increases	10% Every 5 Years
Renewal Options	2, 5 Year Options

* Annual Rent is Estimated and subject to minor modification once final construction costs are reconciled. See Agent for further details.

ANNUALIZED OPERATING DATA

Lease Years	Annual Rent	Cap Rate
Current - 1/30/2025	\$137,619.00	6.50%
1/31/2025 - 1/30/2025	\$151,380.90	7.215%
Options	Annual Rent	Cap Rate
Option 1	\$166,518.99	7.87%
Option 2	\$183,170.89	8.65%

Base Rent	\$137,619
Net Operating Income	\$137,619
Total Return	6.50% \$137,619



Walmart

Mary's Diner

7,460 CPD
GREEN RD

Ford
CHEVROLET
BUICK GMC

MURPHY USA

DOLLAR TREE
SHOE DEPT.
ENCORE
petvalu
NUTRIFIT
Great Clips

K

verizon

ALDI
TSC
Walgreens
SNAP
RITE AID
goodwill
Gordmans

Marc's
BURGER KING
O'Reilly
giant eagle
Pizza Hut
Arby's
TACO BELL
SHERWIN WILLIAMS
SUBWAY
CHASE
Wendy's
FAMILY Farm & Home
AutoZone
MCDONALD'S

Lake Health
Madison Campus

Dean's Family Restaurant

14,140 CPD
N RIDGE RD

Property Description



INVESTMENT HIGHLIGHTS

- » **Brand New 10-Year Lease with Verizon - 2020 Construction**
- » 10% Rental Increases Every 5 Years
- » **60,205 Residents within a 10-Mile Radius - Cleveland MSA**
- » Tenant is the Largest Verizon Retailer in the United States - 780+ Locations
- » **Across from Walmart-Anchored Center**
- » 21,600+ Cars/Day at the Nearby Intersection of North Ridge Road and Green Road
- » **Situated Along North Ridge Road (U.S. Route 20), a Major Thoroughfare with Access to Nearby Cities Including Painesville, Geneva, Ashtabula, and Cleveland**
- » Close Proximity to Madison's Primary Retail Corridor - ALDI, Giant Eagle, Tractor Supply Co, Gordman's, Goodwill, and More
- » **Average Household Income Exceeds \$74,000 within a 5- and 10-Mile Radius**
- » Less Than 5 Miles Off Interstate 90



DEMOGRAPHICS

1-mile

5-miles

10-miles

Population

2025 Projection	1,294	24,375	59,849
2020 Estimate	1,322	24,521	60,205

Households

2025 Projection	534	9,281	23,034
2020 Estimate	543	9,270	23,034

Income

2020 Est. Average Household Income	\$70,316	\$74,716	\$74,006
2020 Est. Median Household Income	\$44,692	\$60,410	\$59,310
2020 Est. Per Capita Income	\$28,928	\$28,521	\$28,533



Tenant Overview



Basking Ridge, New Jersey

Headquarters

NASDAQ: VZ

Stock Symbol

2,330+

Locations

www.verizonwireless.com

Website

Verizon is the largest wireless telecommunications provider in the United States. The company offers the largest 4G LTE network in America and the nation's largest high-speed 3G network. For residential customers, Verizon FiOS is America's largest 100% fiber-optic network to the home, providing the nation's fastest, most consistent and most reliable Internet service, as well as TV with the best picture quality. For large businesses, Verizon is a global IP leader, operating one of the worlds' most connected public Internet backbone networks, delivering solutions that let customers securely connect, communicate and collaborate

around the globe. Verizon operates a national 4G LTE network covering 98% of the U.S. population and is currently developing a 5G network.

Recognized as the largest Verizon wireless retailer in the United States, Cellular Sales was founded in Knoxville, TN in 1993 by University of Tennessee graduates, Dane and Meg Scism. The next decade of growth led to 400 more stores in 22 states. Today, Cellular Sales has over 780+ stores in 40 states with over 7,200 team members nationwide. Each new year has seen tremendous growth, but the family-like atmosphere and core values remain the same.

Lease Summary

LESSEE'S OBLIGATIONS

Lessee shall, at Lessee's expense and throughout the Term, keep in clean, sanitary and safe condition the Leased Premises, and except for the repairs Lessor is specifically obligated to make pursuant to the terms of this Lease, make all necessary repairs to the Building. Including, but not limited to, the exterior and interior doors, windows, ceiling tiles, fixtures, carpets and floor coverings, interior and exterior wall surfaces and coverings, plumbing systems and fixtures from the point of entry into the building and the monitoring of any fire suppression system in the Building. In addition, Lessee shall, at Lessee's expense, and throughout the term, be responsible for maintaining the Leased Premises, including, but not limited to, the landscaping, landscape irrigation system, grass mowing, site lighting, trash removal and cleaning of the sidewalks and parking lot, including trash, debris, ice and snow.

LESSOR'S OBLIGATIONS

Lessor shall, at Lessor's expense and throughout the Term, keep in good repair, maintain and replace, when and if necessary, all structural components of the Building including, but not limited to, the foundations, exterior walls, load bearing walls and columns, subfloors, floors (but not including carpet or tile or other floor covering), the roof, including roof membrane and any other interior damage caused by roof leaks, stairways, under slab and exterior plumbing, site utilities servicing the premises, and window and door frames and the inspections and repairs to any fire suppression system in the Building. Lessee will use reasonable efforts to report to Lessor any defective condition known to or discovered by Lessee that Lessor is required to repair. Lessor will commence any repair or replacement promptly after Lessor is aware of, by notice from Lessee or otherwise, the need for any such repair. Notwithstanding the foregoing, Lessee shall reimburse Lessor for repairs to, but not the replacement of, the roof membrane.

TAXES

Lessee shall pay, as additional rent, the Real Estate Taxes assessed against the Leased Premises for the period commencing on the Rent Commencement Date and ending on the last day of the Term. The term "Real Estate Taxes" shall mean any and all real property and/or ad valorem taxes, general, special or extraordinary assessments, maintenance fees, municipal utility district or other public, quasi-public or private fees, charges or assessments and any other taxes, now or hereafter applicable to the Leased Premises, but excluding any inheritance, estate, succession, transfer, gift, franchise, corporation, income, or profit tax, or capital levy that is or may be imposed on Lessor.

INSURANCE

Lessee agrees to procure and maintain during the Term, at its sole cost, the following insurance coverages; Commercial General Liability, Owned Property, Workers' Compensation and Employer's Liability.
Lessor agrees to procure and maintain during the Term, with Lessee reimbursing such costs as Additional Rent, the following insurance coverages: Building Insurance, Commercial General Liability (optional), Loss of Rents (optional), Earth movement, terrorism and flood insurance (optional).

UTILITIES

All utilities serving the Leased Premises shall be separately metered and Lessee shall pay directly to the utility service providers all costs for utilities consumed on the Leased Premises including without limitation electricity, water, gas and sewer.

ASSIGNMENT & SUBLET

Lessee may not sublease the Leased Premises or any portion thereof nor assign this Lease, nor transfer (by sale, assignment, operation of law or other disposition except for a guarantor hereof) any or all of the ownership interest of Lessee so as to result in a change in the effective voting control of Lessee by the person or persons owning a majority of said interest on the Signature Date of this Lease, without first obtaining Lessor's written consent. Consent to one Transfer shall not be construed as a consent to any subsequent Transfer. Notwithstanding a Transfer, Lessee shall not be relieved of liability hereunder nor shall the Guarantor be relieved of its liability under the Guaranty.



Location Overview



Madison is a village in Lake County, Ohio, originally incorporated in 1867 with an estimated population of 3,166 residents. It is situated within the Cleveland metropolitan area. Madison Township is one of five townships in Lake County, and is the largest township in Ohio by area. The township's estimated population is just under 19,000 people.

Greater Cleveland is ranked as the 32nd largest metropolitan area in the United States, with 2,055,612 people in 2016. Located on the southern shore of Lake Erie, Cleveland is approximately 60 miles west of the Pennsylvania border. Cleveland is home to the corporate headquarters of many large companies

such as Applied Industrial Technologies, Cliffs Natural Resources, Eaton Corp., KeyBank, The Progressive Corporation, Travel Centers of America, NACCO Industries, and Sherwin-Williams Company.

Cleveland's location on the Cuyahoga River and Lake Erie has been key to its growth. The Ohio and Erie Canal coupled with rail links helped establish the city as an important business center. Steel and many other manufactured goods emerged as leading industries. NASA maintains a facility in Cleveland, the Glenn Research Center. Jones Day, one of the largest law firms in the US, began in Cleveland. Cleveland is also home to the Rock and Roll Hall of Fame.

[exclusively listed by]

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This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this offering memorandum has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

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All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

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