



O'REILLY AUTO PARTS | HUB LOCATION

NEWMARK

5395 SCOTTSVILLE RD | BOWLING GREEN, KENTUCKY



D. ANDREW RAGSDALE, Esq.

Senior Managing Director
(918) 878-9535
andrew.ragsdale@ngkf.com

JERRY HOPKINS

Executive Managing Director
(918) 878-9536
jerry.hopkins@ngkf.com

KEN HEDRICK

Executive Managing Director
(918) 878-9540
ken.hedrick@ngkf.com

In association with
Joe Steffner
901-937-3980
jsteffner@ngkf.com
KY RE Lic. #79057

NEWMARK

AFFILIATED BUSINESS DISCLOSURE & CONFIDENTIALITY AGREEMENT

Newmark's Net Lease Practice Group (the "Agent") has been engaged as the exclusive sales representative for the sale of (the "Property") by 'Ownership' (the "Seller").

The information contained herein has been obtained from sources deemed reliable but has not been verified and no guarantee, warranty or representation, either express or implied, is made with respect to such information. Terms of sale or lease and availability are subject to change or withdrawal without notice.

This Memorandum does not constitute a representation that the business or affairs of the Property or Seller since the date of preparation of this Memorandum have remained the same. Analysis and verification of the information contained in this Memorandum are solely the responsibility of the prospective purchaser.

Additional information and an opportunity to inspect the Property will be made available upon written request of interested and qualified prospective purchasers. Seller and Agent each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property, and/or terminate discussions with any party at any time with or without notice. Seller reserves the right to change the timing and procedures for the Offering process at any time in Seller's sole discretion. Seller shall have no legal commitment or obligations to any party reviewing this Memorandum, or making an offer to purchase the Property, unless and until such offer is approved by Seller, and a written agreement for the purchase of the Property has been fully executed and delivered by Seller and the Purchaser thereunder.

This Memorandum and the contents, except such information which is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting this Memorandum, you agree that you will hold and treat it in the strictest confidence, that you will not forward, photocopy or duplicate it, that you will not disclose this Memorandum or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Seller or Agent, and that you will not use this Memorandum or any of the contents in any fashion or manner detrimental to the interest of Seller or Agent.



PRICE/CAP RATE

Purchase Price	\$2,880,000
Cap Rate	5.00%

EXECUTIVE SUMMARY

Address	5395 Scottsville Road Bowling Green, KY
Tenant/Guarantor	O'Reilly Automotive Stores, Inc.
Use	Retail
Acreage	+/- 1.34 Acres
Rentable Building Area	+/- 10,000 SF
Expense Structure	NN (Roof, Structure, and PL Replacement)
Rent Increases	6% in Year 11 and in each Option Period
Rent Commencement	March 2, 2020
Initial Term	15 Years
Interest	Fee Simple
Year Built	2020



INVESTMENT HIGHLIGHTS



100% LEASED AND GUARANTEED BY O'REILLY AUTOMOTIVE, INC.

The Subject Property is fully leased and guaranteed by O'Reilly Automotive, Inc. (S&P: BBB). O'Reilly is ranked #314 on the Fortune 500 list and has grown their store count by 132 over the past 12 months.



MISSION CRITICAL REGIONAL HUB LOCATION

The Subject Property was built as a designated Hub store and is one of 271 locations. Hub stores are larger buildings at 10,000 SF and serve as regional support for other retail stores in the area. A typical store carries 22,000 different SKU's (Stock Keeping Unit) and a Hub store carries 42,000 SKU's.



STRONG PERFORMANCE THROUGH THE COVID-19 PANDEMIC

O'Reilly was recognized as an Essential Retailer throughout the Covid-19 Pandemic; and recently released strong Q3 performance metrics compared to the previous year, including: Net Sales up 20.3%; Earnings Per Share up 39.2%; and Comparable Store Sales up 5.0%.



PROMINENT LOCATION IN BOWLING GREEN, KENTUCKY

The Subject Property is exceedingly well located directly off Scottsville Road (20K VPD), right next to Greenwood High School; 5A High School with 1,300 enrolled students. Bowling Green is approximately 60 miles north of Nashville and 100 miles south of Louisville.



NEW BUILD-TO-SUIT AND 15 YEAR PRIMARY LEASE TERM

The Subject Property was constructed as a build-to-suit in early 2020 and the tenant signed a 15-year lease with additional options to extend the lease. There are contractual 6% rental increases in the 11th year and every five years thereafter, including the option periods.



GREENWOOD MALL



Warren County Regional Airport



I-65 | 62K VPD

Greenwood High School

Scottsville Road | 20K VPD



5395 Scottsville Rd.
Bowling Green, KY

AERIAL MAP

LEASE

PROPERTY DETAILS

Address	5395 Scottsville Road Bowling Green, KY
Tenant/Guarantor	O'Reilly Automotive Stores, Inc.
Rent Commencement	March 2, 2020
Remaining Term	Approximately 14 Years
Option Periods	Five (5), Five (5) Year Options
Annual Rent	\$144,000
Rent Increases	6% in Year 11 and in each Option Period
Lease Type	NN (Roof, Structure, and PL Replacement)
Utilities	Tenant Responsibility
Taxes	Tenant Responsibility
Insurance	Tenant and Landlord. LL to carry Commercial General Liability
Acreage	+/- 1.34 Acres
Estoppel	Yes; 10 Day Response
Right of First Refusal	Yes; 30 Day Response



O'REILLY AUTOMOTIVE, INC is one of the largest specialty retailers of automotive aftermarket parts, tools, supplies, equipment, and accessories in the United States. Serving both professional service providers and do-it-yourself customers, O'Reilly Auto Parts stores carry an extensive product line consisting of new and remanufactured automotive hard parts, maintenance items, accessories, auto body paint, related painting materials, automotive tools, and professional service equipment. Their extensive product line includes an assortment of products that are differentiated by quality and price. O'Reilly Auto Parts stores also offer enhanced services and programs to their customers including used oil, oil filter recycling, battery recycling, battery replacement, wiper replacement, bulb replacement, battery diagnostic testing, electrical testing, module testing, and check engine light code extraction. O'Reilly conducts ongoing initiatives focused on marketing and training to educate customers on the advantages of ongoing vehicle maintenance.

O'Reilly Auto Parts has consistently shown year-over-year growth in regards to store counts, employees and revenues. They have maintained an investment grade credit rating with Standard & Poor's of BBB since May 2018 with a Stable outlook.



Stock Symbol: ORLY
NASDAQ Exchange



Headquarters
Springfield, MO

Founded
1957



#314 on
Fortune 500



Employees
82,000



TTM Revenue
\$11.3B

TTM EBITDA
\$2.6B

Net Worth
\$709M



Website
oreillyauto.com

BOWLING GREEN, KY

Bowling Green is the 3rd largest city in Kentucky and the dining and shopping mecca for a dozen surrounding counties. Bowling Green is located just 60 miles north of Nashville and 110 miles south of Louisville. The city is bustling with a diverse economy, award-winning schools, affordable housing, and a low crime rate. It is home to many world-renowned businesses, industries and attractions including GM Corvette Assembly Plant, Fruit of the Loom World Headquarters, The National Corvette Museum, Mammoth Cave National Park, Lost River Cave and Valley, Bowling Green Ballpark - Home of the Bowling Green Hot Rods and more.

Bowling Green is one of only two cities in Kentucky to be named a Dozen Distinctive Destination by the National Trust for Historic Preservation, and the city shows off its past through numerous historic districts and restored landmarks. The city benefits from the state's third largest public university, Western Kentucky University (Enrollment: 14,500 Students), which keeps Bowling Green young and lively. Bowling Green's largest attraction is The National Corvette Museum which attracts more than 230,000 visitors annually.



DEMOGRAPHICS

	3 Mile	5 Mile	10 Mile
POPULATION SUMMARY:			
2010 Total Population	1,701	20,557	53,223
2020 Total Population	2,433	27,449	65,006
2025 Total Population	2,973	30,506	70,676
2020-2025 Annual Rate	4.09%	2.13%	1.69%
2020 Total Daytime Population	3,655	30,983	70,857
HOUSEHOLD SUMMARY:			
2000 Households	479	5,611	15,849
2010 Households	576	8,231	20,924
2020 Households	848	10,926	25,480
2025 Households	1,040	12,148	27,751
MEDIAN HOUSEHOLD INCOME:			
2020	\$76,406	\$66,630	\$64,941
2025	\$78,939	\$73,707	\$68,879
MEDIAN HOME VALUE:			
2020	\$199,161	\$213,582	\$205,357
2025	\$235,484	\$235,870	\$229,207
MEDIAN AGE:			
2020	43.0	37.1	34.7
2025	44.1	37.5	36.1
2020 POPULATION BY RACE/ETHNICITY			
White Alone	86.3%	78.8%	81.5%
Black Alone	4.3%	6.6%	7.2%
American Indian Alone	0.7%	0.3%	0.2%
Asian Alone	4.8%	9.9%	7.0%
Pacific Islander Alone	0.0%	0.1%	0.1%
Some Other Race Alone	2.6%	1.8%	1.4%
Two or More Races	1.3%	2.5%	2.5%
Hispanic Origin	6.3%	4.6%	3.9%



For more information, please contact:

D. ANDREW RAGSDALE, ESQ.
Senior Managing Director
(918) 878-9535
andrew.ragsdale@ngkf.com

JERRY HOPKINS
Executive Managing Director
(918) 878-9536
jerry.hopkins@ngkf.com

KEN HEDRICK
Executive Managing Director
(918) 878-9540
ken.hedrick@ngkf.com

In association with
Joe Steffner
901-937-3980
jsteffner@ngkf.com
KY RE Lic. #79057

NEWMARK