



**MATTRESS FIRM®**

New 10-Year Lease Extension

4404 National Rd E, Richmond, Indiana 47374

Marcus & Millichap  
SHARKO | WEISENBECK  
TEAM



**Dillard's**  
**OfficeMax**  
**Dunham's Sports**  
**HIBBETT SPORTS**  
**Kroger**  
**chili's**  
**Olive Garden**  
**Batteries Plus**  
**Save a Lot**  
**BIG LOTS!**  
**McAlister's Deli**  
**planet fitness**  
**TEXAS ROADHOUSE**  
**RAC**  
**maurices**  
**GNC**  
**Bath & Body Works**  
**LONG JOHN SILVER'S**

**Walmart Pharmacy**  
**MURPHY USA**  
**DOLLAR TREE**  
**TJ-maxx**  
**JO-ANN**  
**ESALLY**  
**GameStop**  
**rue21**  
**verizon**  
**golden corral**  
**first**  
**The UPS Store**

**Walgreens**  
**MENARDS**  
**KOHL'S**  
**DICK'S SPORTING GOODS**  
**TIRE PLU**  
**Firestone**  
**Starbucks**  
**KAY JEWELERS**  
**BEST BUY**  
**BK**  
**Aspen Dental**  
**Great Clips**

**Subject Property**

**9**  
**goodwill**  
**NAPA**  
**AUTO PARTS**  
**xfinity**  
**SUBWAY**  
**CHEVROLET**  
**Rally's**  
**Ford**  
**CHASE**

**ALDI**  
**AMC THEATRES**  
**HOBBY LOBBY**  
**KFC**  
**Party City**  
**Applebee's**  
**O'Charley's**  
**Aaron's**  
**at&t**  
**HARBOR FREIGHT TOOLS**  
**Quality Tools at Ridiculously Low Prices**

NATIONAL RDE | 14,122 VPD





Lowe's

NAPA CHEVROLET  
AUTO PARTS  
xfinity  
SUBWAY  
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Subject Property

CHASE

Speedway

ALDI  
AMC THEATRES  
Hobby Lobby  
KFC  
Party City  
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HARBOR FREIGHT TOOLS  
at&t  
BUFFALO WILD WINGS  
FAZZOLI'S

NATIONAL RD E | 14,122 VPD

HAYES ARBORETUM RD

GARWOOD RD







National  
Tenant



Corporate  
Guarantee

NN

Double-Net  
Lease



Abundance of  
Retailers

## INVESTMENT HIGHLIGHTS

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### Newer Construction | Built-to-Suit for Mattress Firm in 2016

### New 10-Year Extension on Double-Net, Corporately Guaranteed Lease

- Two, Five-Year Options Remaining with 10 Percent Rental Increases

### National Tenant | Mattress Firm

- Subsidiary of Steinhoff
- Over 2,500 Stores in 49 States and 7,100 Employees

### Excellent Visibility and Easy Access Along National Road East and Hayes Arboretum Road Through a Chase Bank Easement

### Situated Along the Main Retail Corridor in Richmond | Highway 40/National Road East with Over 15,000 Vehicles Passing per Day

- 1.25 Miles to Interstate 70 Interchange | 39,036 Vehicles Passing per Day
- Notable Major Retailers in the Area Include Walgreens, Menards, Kohl's, Dick's Sporting Goods, Kroger, Goodwill, T.J.Maxx, JoAnn Fabrics, Walmart, and Many More

### Adjacent to Richmond Mall and a Center Including Aldi, Hobby Lobby, Richmond DMV, AMC Theaters, Aaron's, Party City, Harbor Freight Tools, and Buffalo Wild Wings

- Richmond Mall is 392,572 Square Feet | 20 Specialty Retailers | Tenants Include Dillard's, Dunham's Sports, Hibbett Sports, Office Max and More

### 41,840 People Live Within Five Miles of the Subject Property | Average Household Income Within One Mile is \$78,300



FINANCIAL SUMMARY

Price	\$2,427,000
Cap Rate	7.25%
NOI	\$176,000
Price/SF	\$485.40
Gross Leasable Area	5,000 SF
Year Built	2016
Lot Size	0.46 Acres +/-
Parcel Number	89-16-35-430-107.000-030
Type of Ownership	Fee Simple
Parking	31 Surface Spaces +/-

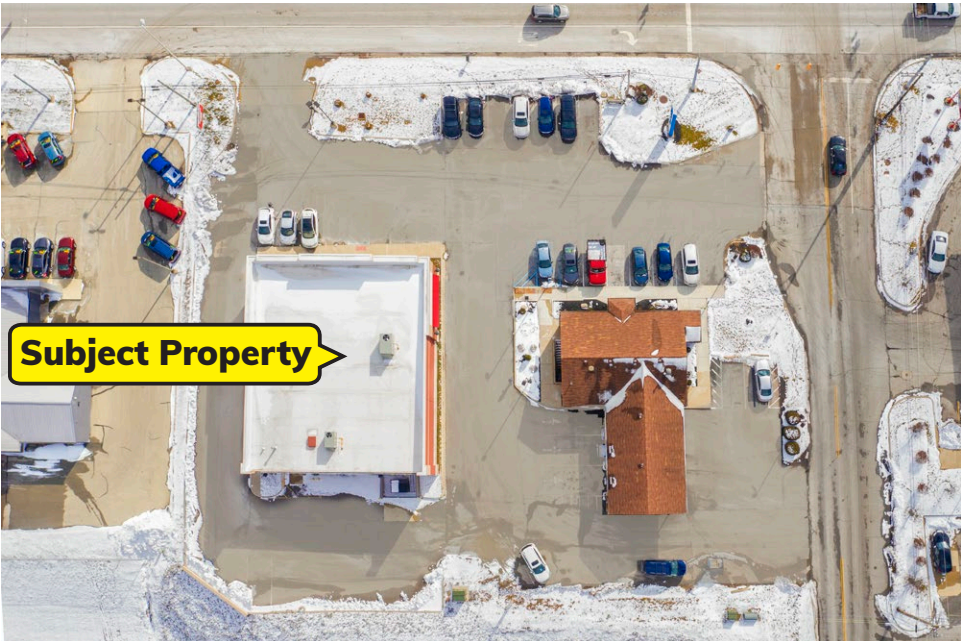
RENT SCHEDULE

Term	Period	Annual Rent	Rent/SF
Base	Current	\$176,000	\$35.20
Option 1	6/1/2030	\$193,600	\$38.72
Option 2	6/1/2035	\$212,960	\$42.59

Notes: Current base rent as of 6/1/2021. Seller will credit difference in rent between closing and increase.

LEASE SUMMARY

Lease Type	NN
Lease Guarantor	Mattress Firm, Inc.
Roof & Structure	Landlord
Lease Term Remaining	9 Years
Rent Commencement	5/1/2016
Lease Expiration	5/30/2030
Options	2, 5-Year
Option to Terminate	None
Option to Purchase	None



## TENANT PROFILE

# MATTRESSFIRM®

- Company-Operated and Franchised Stores Across 49 States
- \$3.4 Billion Revenue in 2018
- Largest Geographic Footprint in the U.S. for Multi-Brand Mattress Retailers
- Operates as a Subsidiary of Steinhoff International (Acquired in 2016)
- 40 Percent of Stores have Re-Branded Since Acquisition
- Help Over Three Million People a Year Find the Right Solution for Their Sleep Needs
- Over 2,500 Stores and More Than 7,100 Employees
- Founded in 1986 | Headquartered in Houston, Texas

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Tenant/Guarantor: Mattress Firm, Incorporated

**\$3.4 Billion**  
REVENUE (2018)

**1986**  
FOUNDED

**Steinhoff**  
SUBSIDIARY

**2,500+**  
STORES

**MATTRESSFIRM.COM**



## LEASE SUMMARY

TENANT	Mattress Firm, Incorporated
GUARANTOR	Mattress Firm, Incorporated
SQUARE FEET	5,000 SF
LEASE COMMENCEMENT	5/1/2016
LEASE EXPIRATION	5/30/2030
LEASE TYPE	NN
RENEWAL OPTIONS	Two, Five-Year
INSURANCE	Tenant Reimburses Landlord for Special Perils Property Coverage. All Other Insurance Paid Directly by Tenant.
COMMON AREA	Paid Directly by Tenant
TAXES	Paid Directly by Tenant
ROOF & STRUCTURE	Landlord
PARKING LOT	Tenant
HVAC	Tenant
RIGHT TO TERMINATE	None





# LOCATION HIGHLIGHTS | RICHMOND, IN

## Historic Tourist Destination

- Home of the Legendary Gennett Recording Studio
  - Richmond Made its Mark with Music Superstars Like Louis Armstrong, Duke Ellington and Jelly Roll Morton
- Multiple Historic Museums and the Historic National Road

## College Town to Two Colleges

- Earlham College | Enrollment of 1,019 Students
- Indiana University East | Enrollment of 4,135 Students

## Midwest Industrial Park - 218.3 Acres

- Industries Include the Manufacture of Machinery, Automobile Parts, and Fabricated Metals
- A 400,000-Square Foot Blue Buffalo Facility | One of the Largest Designer Dog Food Brands in the United States
- Osborn International - Industry Leader in Metal Preparation, Polishing and Finishing

## Logistical Ease | Close Proximity to Multiple Modes of Transportation

- Nearby Interstate 70, Norfolk Southern Railway and Three International Airports Within 45 to 90 Minutes

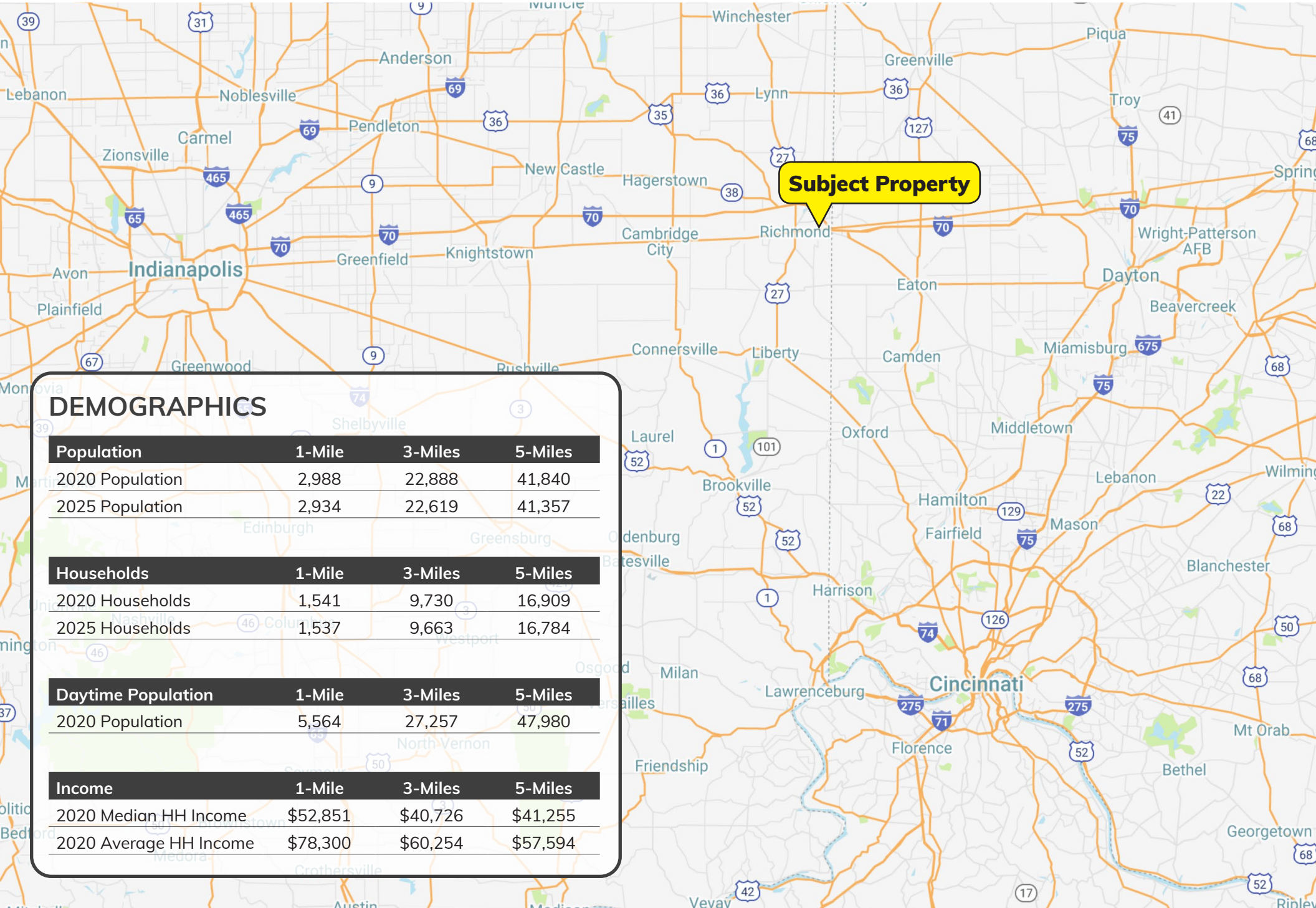
## Part of Wayne County

- Consistently Ranked in the Top 25 Micropolitans in Indiana
  - Diverse Industry Sectors and a Low Cost of Living
- Reputation as One of the Best Midwest Antiquing Destinations
  - Antique Alley offers more than 1,200 Antique Dealers Along Two Loop Trails
  - Recommended by Midwest Living Magazine
- Wayne County's Cost of Living is 20 Percent Cheaper Than the National Average





REGIONAL MAP



DEMOGRAPHICS

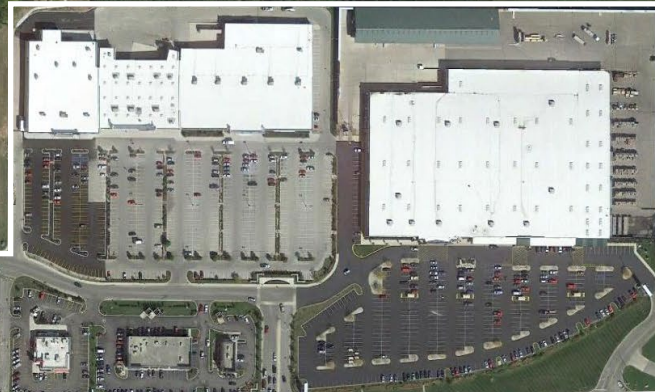
Population	1-Mile	3-Miles	5-Miles
2020 Population	2,988	22,888	41,840
2025 Population	2,934	22,619	41,357
Households	1-Mile	3-Miles	5-Miles
2020 Households	1,541	9,730	16,909
2025 Households	1,537	9,663	16,784
Daytime Population	1-Mile	3-Miles	5-Miles
2020 Population	5,564	27,257	47,980
Income	1-Mile	3-Miles	5-Miles
2020 Median HH Income	\$52,851	\$40,726	\$41,255
2020 Average HH Income	\$78,300	\$60,254	\$57,594





**Advance Auto Parts**  
boostmobile  
metroPCS  
First Care

S 37TH ST | 3,816 VPD

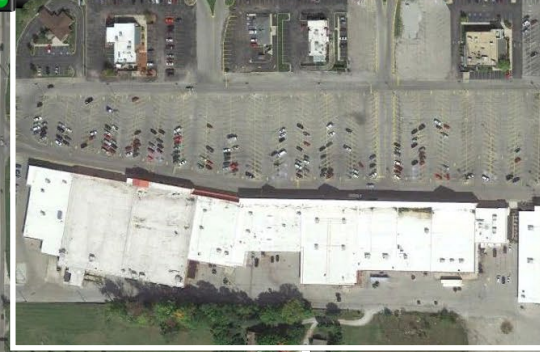


**Walgreens**  
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**DICK'S SPORTING GOODS**  
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**Subject Property**

NATIONAL ROAD EAST | 14,122 VPD



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**MURPHY USA**  
**DOLLAR TREE**  
**TJ-maxx**  
**JO-ANN**  
**SALLY BEAUTY SUPPLY**  
**GameStop**  
**The UPS Store**  
**golden corral**  
**FIRST**  
**verizon**  
**rue21**  
**ups**

**Dillard's**  
**OfficeMax**  
**Dunham's Sports**  
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**journeys**  
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**TEXAS ROADHOUSE**  
**Long John Silvers**  
**Bath & Body Works**

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**FAZOLI'S**





NATIONAL ROAD EAST | 14,122 VPD



GARWOOD ROAD



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# MATTRESSFIRM

EXCLUSIVELY LISTED BY  
**Marcus & Millichap**  
SHARKO | WEISENBECK  
TEAM

## SEAN SHARKO

SENIOR VICE PRESIDENT INVESTMENTS  
Chicago Oakbrook  
(630) 570-2238  
sean.sharko@marcusmillichap.com  
IL 471.010712

## AUSTIN WEISENBECK

SENIOR VICE PRESIDENT INVESTMENTS  
Chicago Oakbrook  
(630) 570-2169  
austin.weisenbeck@marcusmillichap.com  
IL 475.140200

## BROKER OF RECORD

### JOSH CARUANA

INDIANAPOLIS  
(317) 218-5350  
josh.caruana@marcusmillichap.com  
IN RB14034355