

RITE AID, OHIO NET LEASE OFFERING \$2,850,000 9.44% CAP

1915 CENTRAL AVENUE, MIDDLETOWN, BUTLER COUNTY, OHIO



OFFERING MEMORANDUM

KW COMMERCIAL
3505 Columbia Parkway
Cincinnati, OH 45226

PRESENTED BY:

KATE NGUYEN, CCIM, MBA
Senior Advisor
O: 513.638.1723
kate.nguyen@kw.com

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MIDDLETOWN , OH

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RITE AID

PROPERTY INFORMATION

1

EXECUTIVE SUMMARY

TENANT PROFILES

Executive Summary



OFFERING SUMMARY

SALE PRICE:	\$2,850,000
CAP RATE:	9.44%
NET OPERATING INCOME:	\$268,950
LOT SIZE:	1.548 Acres
BUILDING SIZE:	10,996 SF
MARKET:	Cincinnati
SUBMARKET:	Butler County
PRICE / SF:	\$259.89

PROPERTY OVERVIEW

Kate Nguyen, CCIM, MBA is pleased to present this investment offer of this Rite Aid located in the city of Middletown, in Butler County, Ohio. Middletown is home to the manufacturing plant of AK Steel; AK Steel has 1,500 employees and was named supplier of the year in 2019 by General Motors. Priced at \$2,850,000, with an Annual Net Operating Income of \$268,950. This provides a cap rate return of 9.44%. The lease is an absolute NET Lease. In addition to the base rent, and additional rent, the tenant pays for all expenses, including property taxes, insurance, repair, and operations, utilities, roof, landscaping, walls, footings, foundations, etc. The property itself is comprised of 10,966 sf building, developed on 1.548 acres with 60 parking spaces. The average household income within (1) mile radius is \$45,535 and \$51,236 within a (3) mile radius. The buying power within (1) mile radius is \$199.4 million and \$746.4 million with a (3) mile radius. Annual sales in Butler County is \$70 million with a large amount of those sales is driven by 1 and 2 star freestanding retail spaces and neighborhood stores like Rite Aid. Butler County has the majority of retail space in the Cincinnati Metro at 21 million SF. The growth and sustainability of retail in the Butler county market can be attributed towards one of Cincinnati's more affluent submarkets. The property is surrounded by a population of 13,988 within a (1) mile radius and 48,588 within a (3) mile radius.

PROPERTY HIGHLIGHTS

- ABSOLUTE NET LEASE
- ZERO LANDLORD RESPONSIBILITIES
- NET OPERATING INCOME \$268,950, 8.97% CAP
- CORPORATE GUARANTY

Tenant Profiles



OVERVIEW

Company: Rite Aid Founded: 1962

Total Revenue: \$21.64 Billion

Net Worth: \$1.87 Billion

Total Employees: 53,200

Number Of Locations: 2,525 (Q2, 2021) Industry Competitors: =CVS, Walgreens

Website: <https://www.Riteaid.Com/>

TENANT HIGHLIGHTS

- 2019-2024 annual cash flow to investor: \$268,950
- Corporate Guaranty on Lease
- Zero Landlord Responsibilities

Rite Aid began in 1962, opening its first store in Scranton, Pennsylvania; it was called Thrift D Discount Center. After several years of growth, Rite Aid adopted its current name and debuted as a public company in 1968. As of 2019, Rite Aid is publicly traded on the New York Stock Exchange under the symbol RAD. Its major competitors are CVS and Walgreens. In late 2015, Walgreens announced that it would acquire Rite Aid for \$9.4 billion pending approval. However, on June 29, 2017, over fear of antitrust regulations, Walgreens Boots Alliance announced it would buy roughly half of Rite Aid's stores for \$5.18 billion.[7][8] On September 19, 2017, the Federal Trade Commission (FTC) approved a fourth deal agreement to purchase Rite Aid with 1,932 stores for \$4.38 billion total.[9] Alex Grass founded the Rite Aid chain in Scranton, Pennsylvania in September 1962,[10] after marrying into Harrisburg Pennsylvania's Lehrman family in the early 1950s.[11] The first store was called Thrift D Discount Center.[12] The store expanded into five additional states in 1965 and went public as Rite Aid in 1968.[13][14] It moved to the New York Stock Exchange in 1970. Rite Aid is one of Fortune 500's Largest U.S. Corporations.

RITE AID

FINANCIAL ANALYSIS

2

INVESTMENT SUMMARY

FINANCIAL SUMMARY

RENT ROLL

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LOCATION MAPS

SALES COMP 2.0.PDF (1)

SALES_MAP.PDF

SALES COMP 3.0.PDF (1)

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Investment Summary

LEASE ABSTRACT

TENANT	RITE AID
SALE CONDITION	INVESTMENT NET LEASE
LEASE COMMENCEMENT	December 15, 2004
LEASE EXPIRATION	December 14, 2024
RENEWAL OPTIONS	8 Consecutive 5 year renewals
RENT ESCALATION	Rent escalation of 10% every 10 years
TENANT RESPONSIBILITIES	Absolute net lease. All operating expenses, all taxes, insurance, all rep
NOI	\$268,950
RENT/MONTH	\$22,412.50
PRICE PSF	\$291.81
BUILDING	10,996 SF
LAND	1.55 ACRES
CREDIT RATING	S&P: B-
CAP RATE:	9.44%

RITE AID RENTAL INCOME STREAM

Term	Annual Rent	Monthly Rent
12/15/2004-12/14/2014	\$244,500.00	\$20,375.00
12/15/2014-12/14/2024	\$268,950.00	\$22,412.00
12/15/2024-12/14/2034*	\$295,845.00	\$24,653.75
12/15/2034-12/14/2044*	\$325,429.50	\$27,119.13
12/15/2044-12/14/2054*	\$357,972.45	\$29,831.04
12/15/2054-12/14/2059*	\$393,769.70	\$32,814.14

* Future Options

Financial Summary

INVESTMENT OVERVIEW

RITE AID, OHIO \$2,850,000 CAP 9.44% ABSOLUTE NNN LEASE

Price	\$2,850,000
Price per SF	\$259.89
CAP Rate	9.4%
Cash-on-Cash Return (yr 1)	39.04 %
Total Return (yr 1)	\$175,980
Debt Coverage Ratio	2.89

OPERATING DATA

RITE AID, OHIO \$2,850,000 CAP 9.44% ABSOLUTE NNN LEASE

Gross Scheduled Income	\$268,950
Other Income	\$0
Total Scheduled Income	\$268,950
Vacancy Cost	\$0
Gross Income	\$268,950
Operating Expenses	N/A
Net Operating Income	\$268,950
Pre-Tax Cash Flow	\$175,980

FINANCING DATA

RITE AID, OHIO \$2,850,000 CAP 9.44% ABSOLUTE NNN LEASE

Down Payment	\$450,800
Loan Amount	\$2,399,200
Debt Service Annual (3.875%, 25 year am)	\$92,970
Debt Service Monthly	\$7,747

Rent Roll

TENANT NAME	UNIT SIZE (SF)	LEASE START	LEASE END	MARKET RENT	ANNUAL RENT	% OF GLA	PRICE PER SF/YR
Rite Aid	10,966	12/15/2004	12/15/2024		\$268,950	100.0	\$24.53
Totals/Averages	10,966				\$268,950		\$24.53



All of **us** serving you™

U.S. Bank National Association
Letter of Interest to Provide Financing
For Discussion Purposes Only

U.S. Bank National Association would be pleased to consider a commercial mortgage for the property located at 1915 Central Avenue, Middletown, OH 45044. A summary of terms U.S. Bank could consider for this financing package is as follows:

	Details
Loan Amount	\$2,560,000 Assuming an 80% LTV based on a \$3,200,000 purchase price.
Loan Type	Commercial Mortgage
Purpose	To acquire the property located at 1915 Central Ave, Middletown, OH 45044
Interest Rate	Based on US Bank COF, TBD (speak with Dennis Tepe)
Term and Amortization	5 year term, 20-25 year amortization
Fees	Zero Bank Fees Borrower is responsible for 3 rd party out of pocket costs.
Repayment	Principal and Interest payments due monthly
Collateral	1 st mortgage on respective property
Guarantor(s)	All owners of 20% or more.
Closing Conditions	TBD by underwriting
Covenants	TBD by underwriting
Other Matters	N/A

As we obtain more information, additional substantive conditions will be required and terms may be changed or be supplemented. In addition, upon completion of our analysis and due diligence and if we obtain credit approval of this proposal, we will prepare loan documentation which will include

The Process

**The real estate transaction is complex -
and navigating you through every step of
the sale is my expertise.**



☐ Make preliminary pricing and offering memorandum

☐ Initial meeting

☐ Sign listing agreement .

☐ Confirm Zoning

☐ Find actual comparisons, demographics, lease rates and sale price

☐ Begin attorney review

☐ Financials of property

☐ Find location traffic count

☐ Find neighborhood changes, evaluate credit risk and competition

☐ Evaluate supply and demand with average days on the market

☐ Lease evaluation

☐ Create marketing campaign and list property

☐ Receive and present offers

☐ Negotiate contract

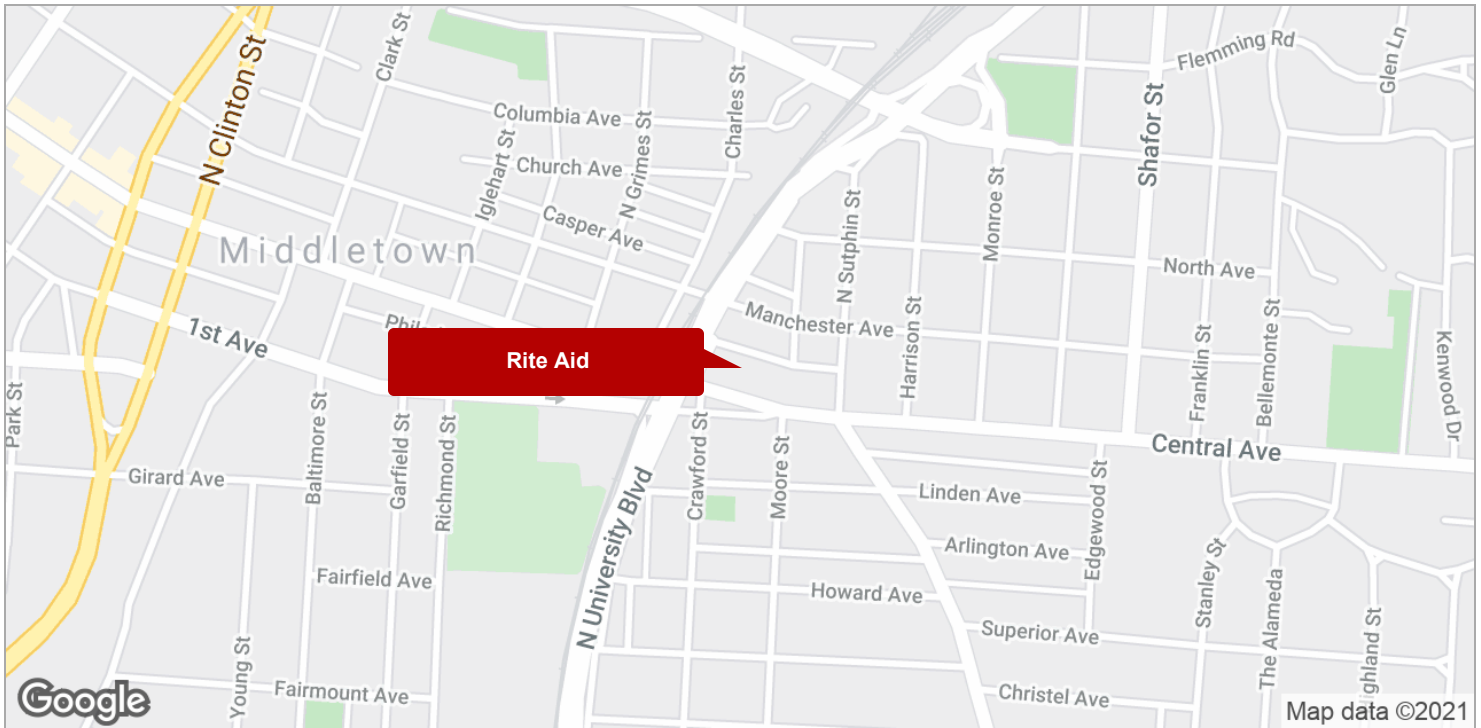
☐ Go under contract.

☐ Coordinate and prepare for further inspections

☐ Final walk-through

☐ Close!

Location Maps





Sale Comps

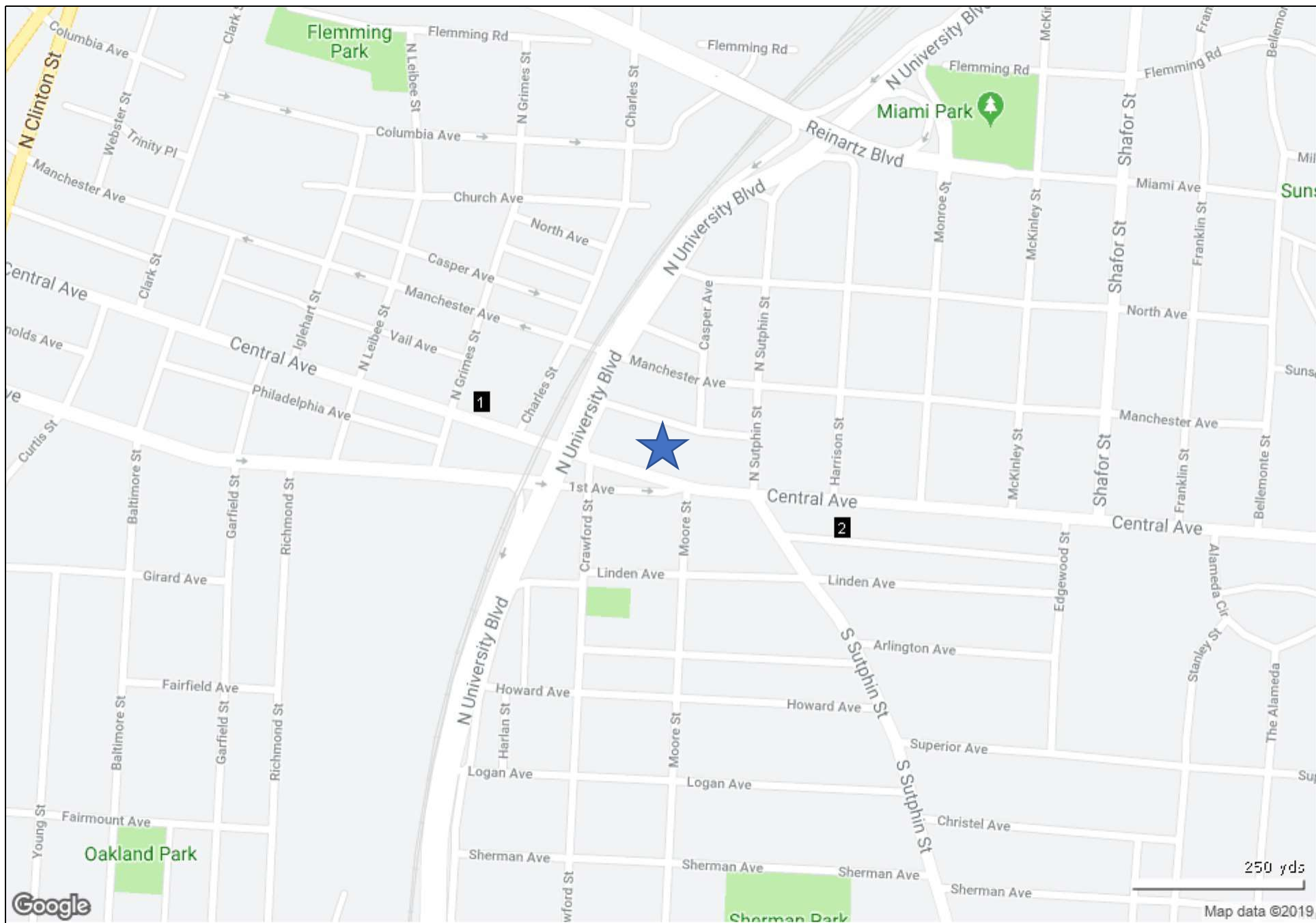
Rite Aid

1915 Central Ave 10,966 SF Retail Drug Store Middletown,
OH 45044 - Butler County Submarket

PREPARED BY



Kate Nguyen



1835 Central Ave

O'Reilly Auto Parts
Middletown, OH 45044

**Freestanding Building of 9,254 SF Sold on 6/6/2018 for
\$2,354,957 - Research Complete**

buyer

Agree Realty Corporation
70 E Long Lake Rd
Bloomfield Hills, MI 48304
(248) 737-4190

seller

SimonCRE
6900 E 2nd St
Scottsdale, AZ 85251
(480) 745-1956

vital data

Escrow/Contract: -
Sale Date: **6/6/2018**
Days on Market: **27 days**
Exchange: **No**
Conditions: -
Land Area SF: **55,757**
Acres: **1.28**
\$/SF Land Gross: **\$42.24**
Year Built, Age: **2018**
Parking Spaces: -
Parking Ratio: -
FAR: **0.17**
Lot Dimensions: -
Frontage: **253 feet on Central Ave 171 ...**
Tenancy: -
Comp ID: **4284617**

Sale Price: **\$2,354,957**
Status: **Confirmed**
Building SF: **9,254 SF**
Price/SF: **\$254.48**
Pro Forma Cap Rate: -
Actual Cap Rate: **5.85%**
Down Pmnt: -
Pct Down: -
Doc No: -
Trans Tax: -
Corner: **Yes**
Zoning: **Commercial**
No Tenants: **1**
Percent Improved: **34.8%**
Submarket: **Butler County**
Map Page: -
Parcel No: **Q6532-018-000-076**
Property Type: **Retail**



income expense data

Listing Broker

SRS National Net Lease Group
366 Madison Ave
New York, NY 10017
(212) 710-5250
Britt Raymond

Buyer Broker

financing

2106 Central Ave

Middletown, OH 45044

Freestanding Building of 11,628 SF Sold on 10/31/2014 for \$1,235,000 - Research Complete

buyer

Pavan Adusumalli
c/o Pavan Adusumalli
8238 Simpson Creek Way
Mason, OH 45040
(513) 746-6083

seller

Jeffrey Kimbell
c/o Jeffrey Kimbell
6402 Cornell Ave
Indianapolis, IN 46220
(317) 614-9400



vital data

Escrow/Contract:	60 days	Sale Price:	\$1,235,000
Sale Date:	10/31/2014	Status:	Confirmed
Days on Market:	157 days	Building SF:	11,628 SF
Exchange:	No	Price/SF:	\$106.21
Conditions:	-	Pro Forma Cap Rate:	-
Land Area SF:	35,719	Actual Cap Rate:	7.89%
Acres:	0.82	Down Pmnt:	\$247,000
\$/SF Land Gross:	\$34.58	Pct Down:	20.0%
Year Built, Age:	1963 Age: 51	Doc No:	8745-0162
Parking Spaces:	36	Trans Tax:	-
Parking Ratio:	3.1/1000 SF	Corner:	No
FAR:	0.33	Zoning:	-
Lot Dimensions:	-	No Tenants:	1
Frontage:	234 feet on Central Ave (with 2 ...	Percent Improved:	84.9%
Tenancy:	Single	Submarket:	Butler County
Comp ID:	3184844	Map Page:	-
		Parcel No:	Q6541-006-000-015
		Property Type:	Retail

income expense data

Expenses	- Taxes
	- Operating Expenses
Total Expenses	\$97,500

Listing Broker

Riser Retail Group
600 E 96th St
Indianapolis, IN 46240
(317) 844-0700
John Riser

Buyer Broker

Riser Retail Group
600 E 96th St
Indianapolis, IN 46240
(317) 844-0700
John Riser

financing

prior sale

1st Cheviot Savings Bank
 Bal/Pmt: **\$988,000**

Date/Doc No: **3/27/2014**
 Sale Price: **\$400,000**
 CompID: **3235452**

CINCINNATI INVESTMENT TRENDS

Volume on the year at the end of 19Q1 is close to \$37 million, with the purchase of 5661 Harrison Avenue as one the quarter's largest sales. This 17,000 SF 4 Star neighborhood sold for close to \$6 million with an 8% cap rate. The year's busiest buyers at the onset of 19Q2 are Cincinnati Center City Development Corp. and Crow Holdings.

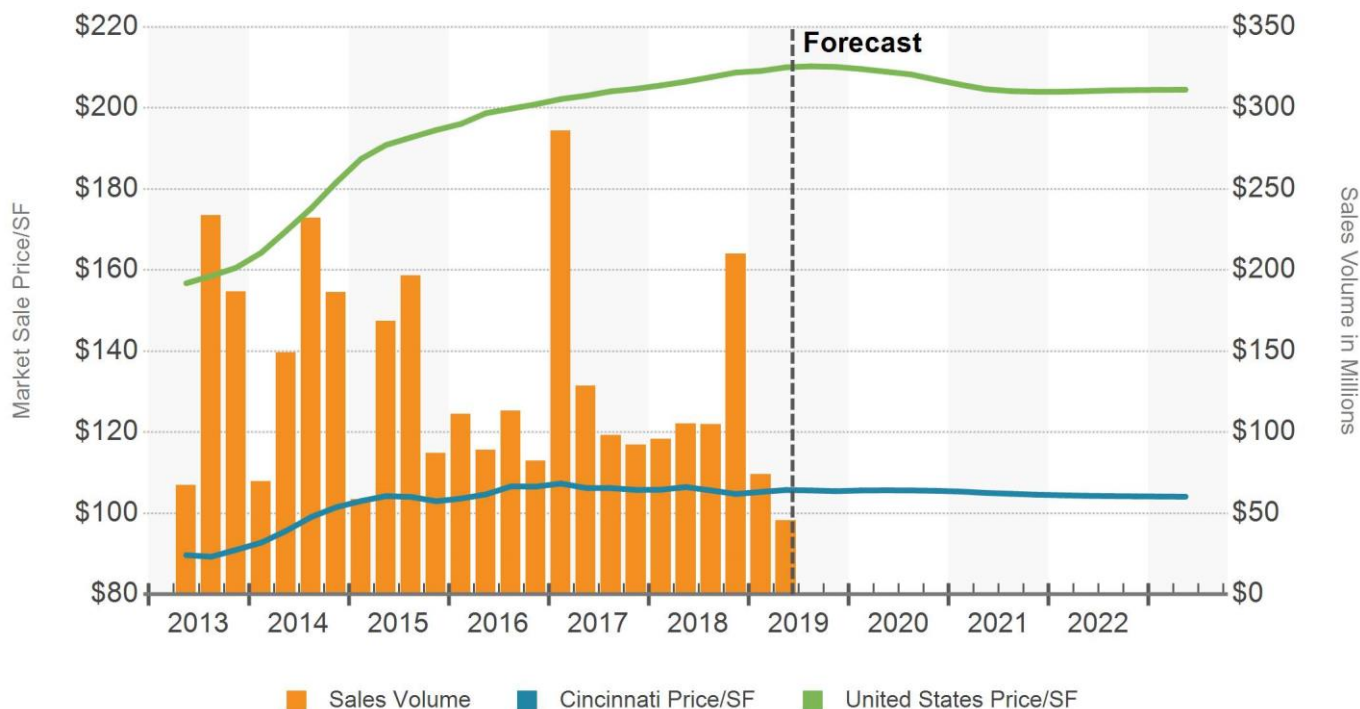
Last year saw close to \$515,800,000 trade hands, with the average property selling for \$100.00 /SF. One of the most notable deals of 2018 was the Life Time Fitness in Mason. The 152,196-SF property was purchased in August as part of a portfolio sale that included seven other Life Time Fitness properties across the United States. The portfolio was acquired by Dallas-based Spirit Realty Capital, and the properties are on a 20-year absolute NNN lease with just over 18 years of term remaining. The Mason property sold for just over \$25 million (\$165/SF). This year has already seen a notable deal finalize, when the Cincinnati Center Development

SALES VOLUME & MARKET SALE PRICE PER SF

Corporation acquired Fountain Place. This shopping center is located in the heart of downtown, and was previously occupied by Macy's, who recently announced they were closing up operations in the city. Developers have yet to announce their plans for their new property.

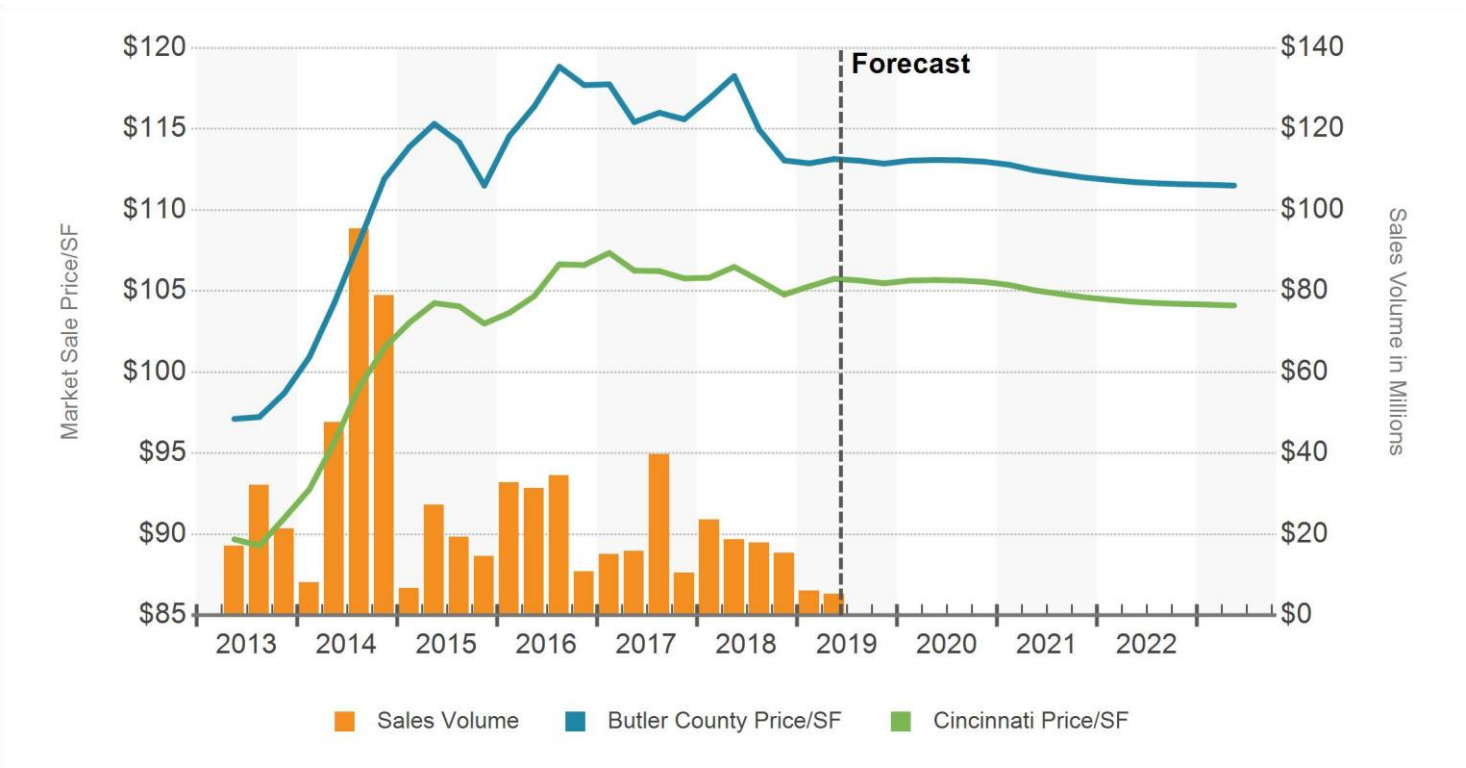
Activity has remained steady for much of the cycle, with just a bit over 50% of cyclical volume occurring post 2014. Sales has been heaviest in wealthy Butler County, where over \$325 million has been exchanged since 2010.

Private investors are involved in the majority of deals here, and an increase of out-of-state investors this cycle aided the boost in volume since 2013. Last year's transactions were heavily focused within the city of Cincinnati, and tended to involve smaller (less than 15,000 SF) 2 Star assets. But metro volume was notably lower than neighboring Columbus and Cleveland, though figures did outpace Indianapolis.



Investment Trends

Annual sales volume in Butler County averages around



Investment Trends

\$70 million, largely driven by deals involving 1 & 2 Star freestanding retail properties and neighborhood centers.

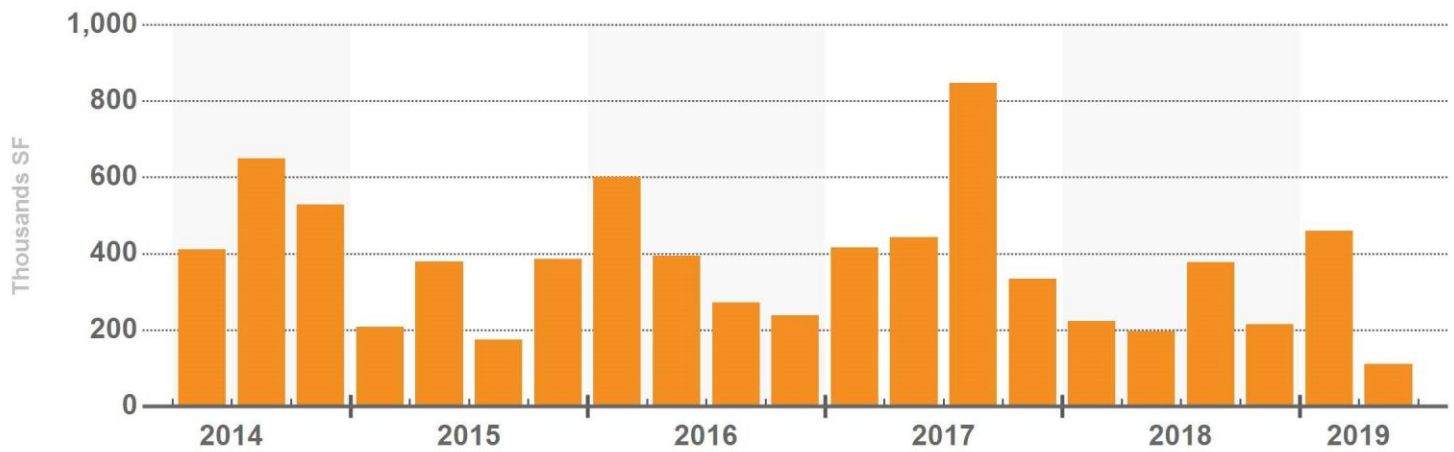
Last year, about \$68 million had changed hands, with the average property selling for around \$1.3 million (\$146/SF). One of the most notable deals of 2018

SALES VOLUME & MARKET SALE PRICE PER SF

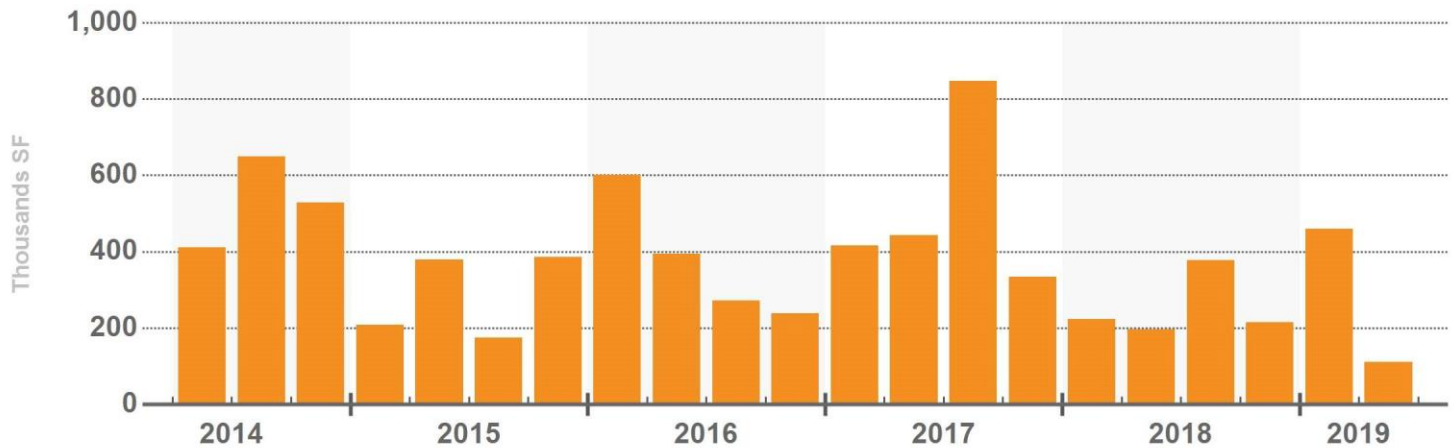
involved the Liberty Commons Shopping Centre. The 4 Star, 58,000-SF property sold in September for over \$10.7 million (\$185/SF). The property was near full occupancy at the time of sale and is shadow-anchored by a Kroger.

Sales Volume

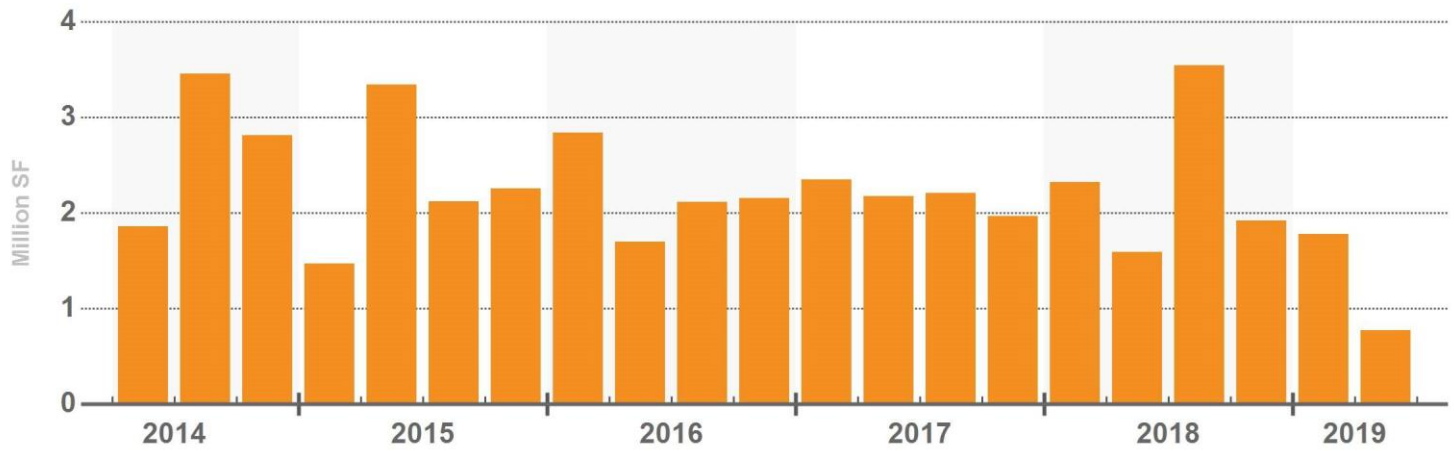
BUTLER COUNTY SUBMARKET SALES VOLUME IN SQUARE FEET



BUTLER COUNTY SUBMARKET CLUSTER SALES VOLUME IN SQUARE FEET

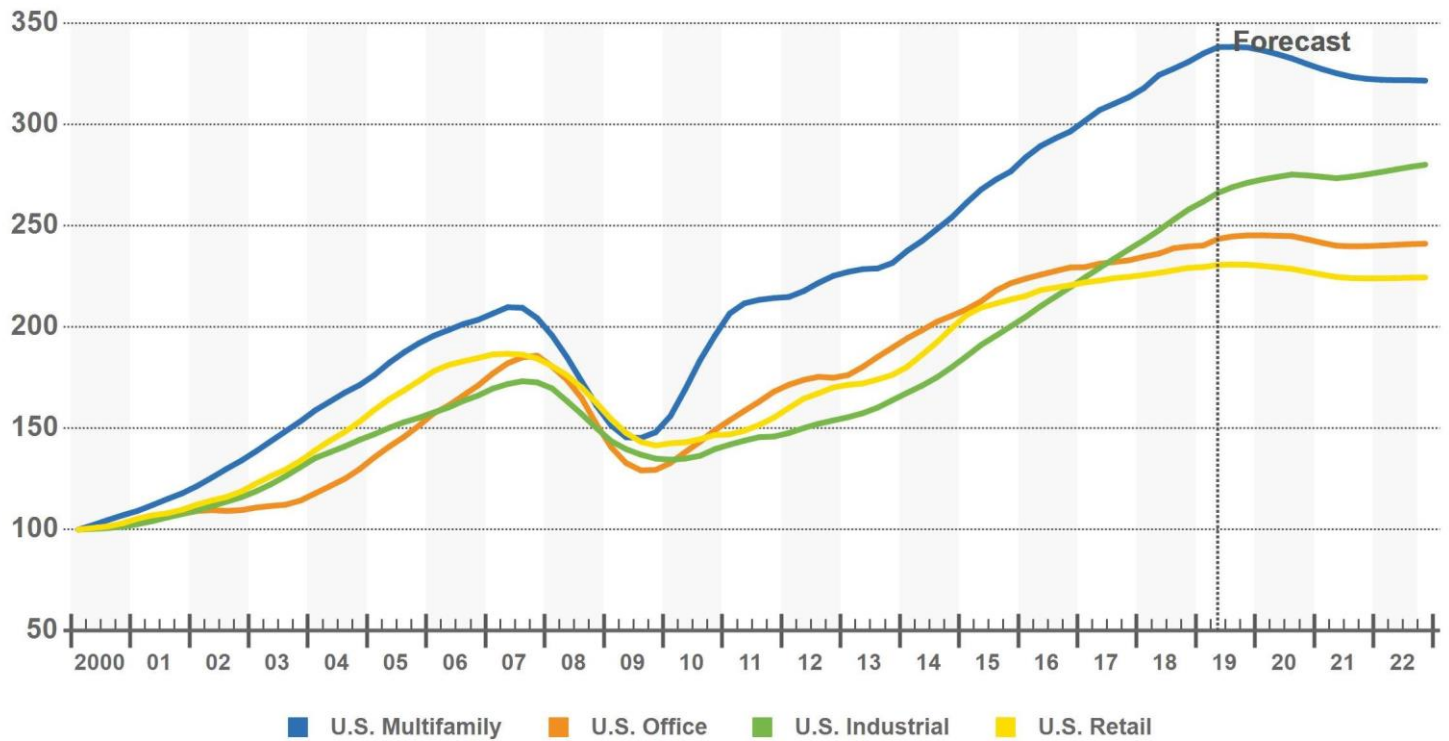


CINCINNATI METRO SALES VOLUME IN SQUARE FEET

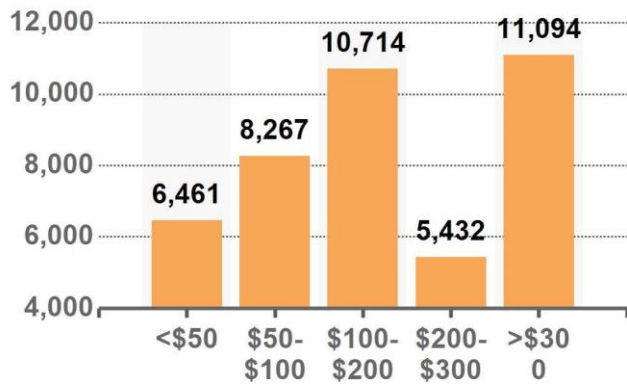


Sales Pricing

NATIONAL PRICE INDICES



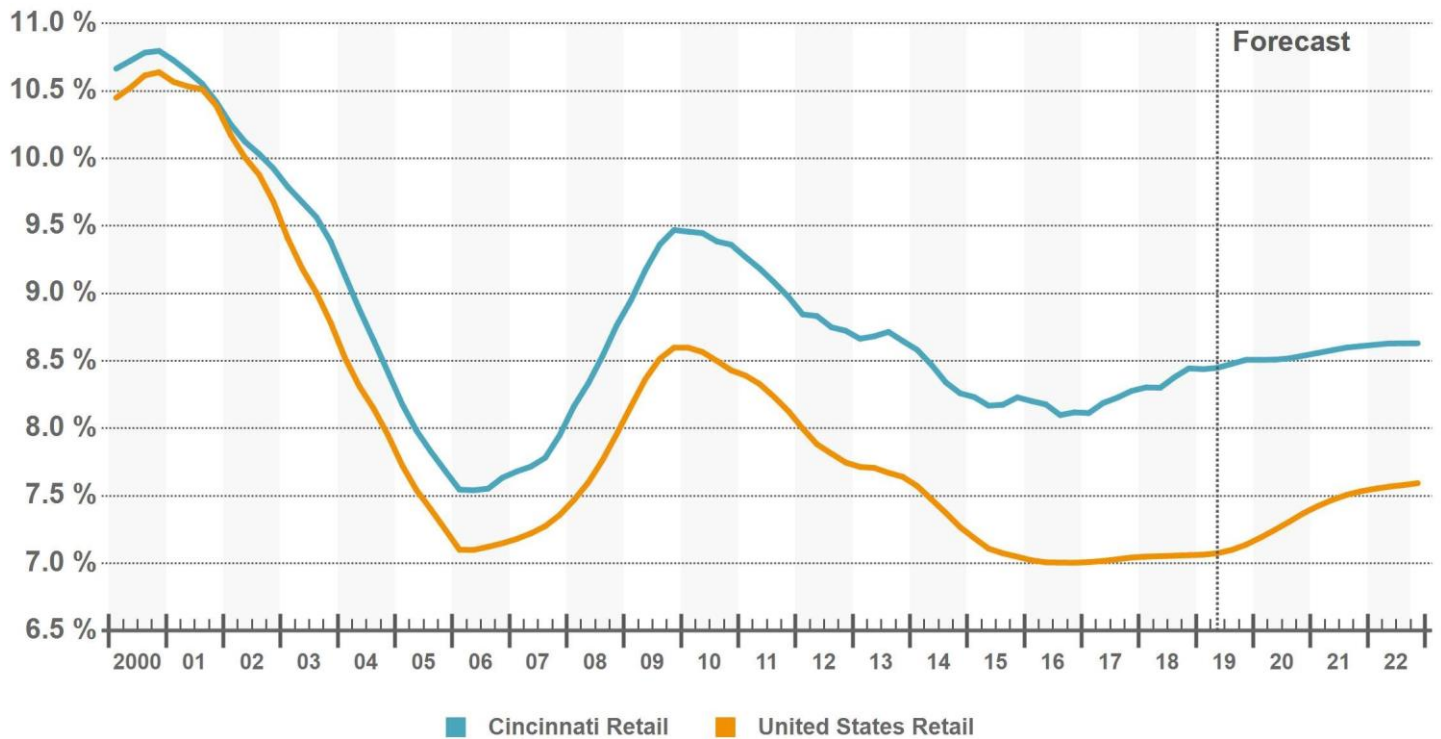
REGIONAL RETAIL PRICE INDICES



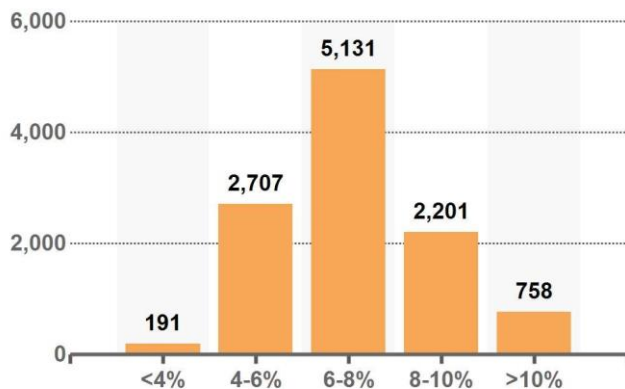
PRICE PER SF SUMMARY OF SALES IN PAST YEAR

Cap Rates

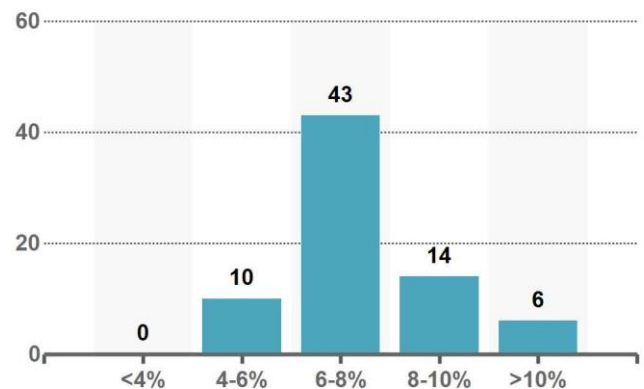
CAP RATE TRENDS



UNITED STATES RETAIL CAP RATES IN PAST YEAR



CINCINNATI RETAIL CAP RATES IN PAST YEAR



CAP RATE SUMMARY OF SALES IN PAST YEAR

Geography	Transactions	Low	Bottom 25%	Median	Average	Top 25%	High
United States	10,987	0.9%	5.1%	6.9%	7.1%	9.6%	25.0%
Cincinnati	73	4.6%	5.7%	7.4%	7.4%	9.3%	13.2%



Demographics

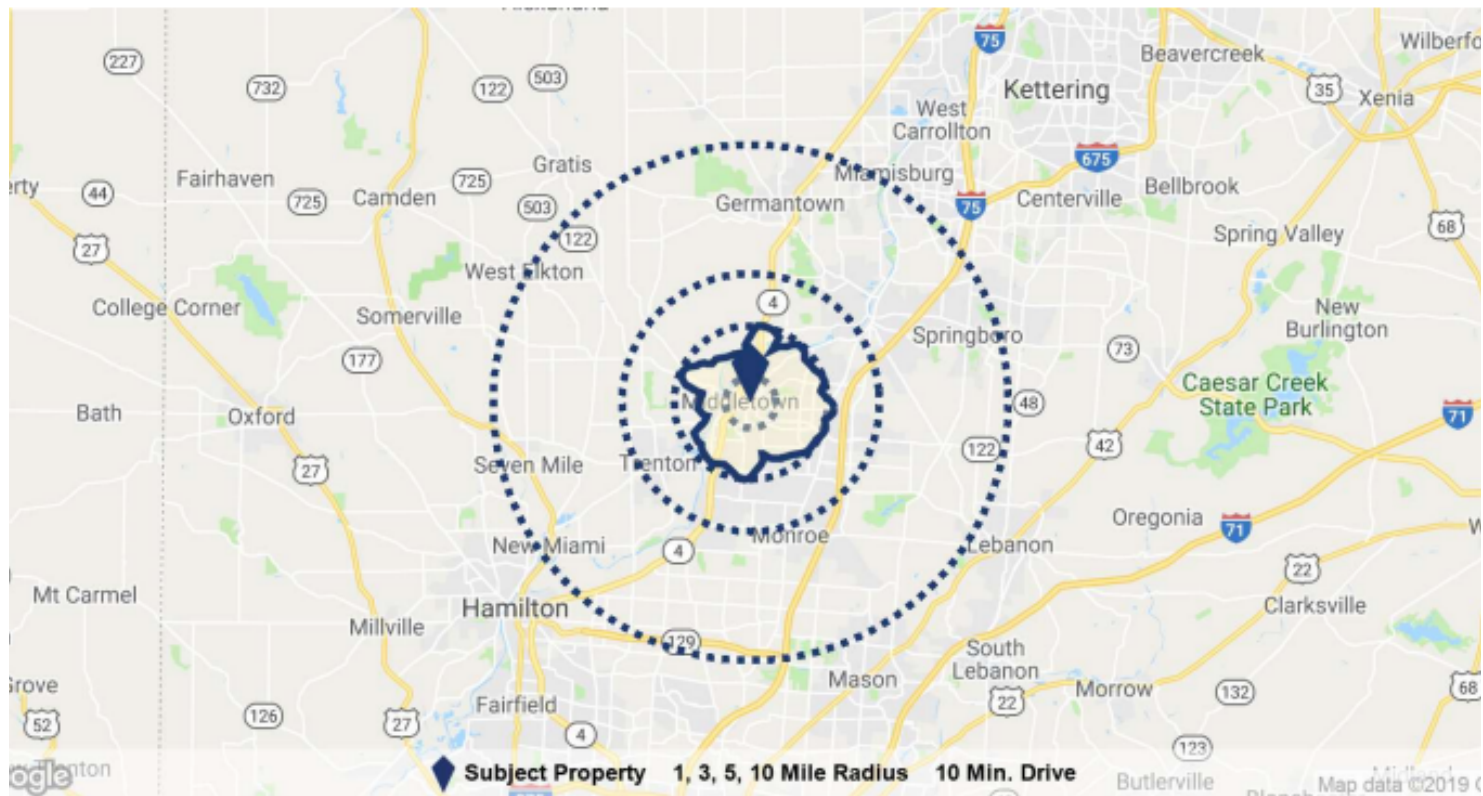
Rite Aid

1915 Central Ave 10,966 SF Retail Drug Store
Middletown, OH 45044 - Butler County
Submarket

PREPARED BY



Demographics Map



Population Demographics

Population	1 Mile	3 Miles	5 Miles	10 Miles	10 Min. Drive
Population	13,988	48,558	81,684	222,179	46,568
5 Yr Growth	2.3%	1.9%	2.3%	3.0%	2.1%
Median Age	36	38	39	39	38
5 Yr Forecast	37	39	39	39	38
White / Black / Hispanic	81% / 14% / 4%	83% / 13% / 4%	88% / 9% / 3%	89% / 7% / 3%	82% / 14% / 5%
5 Yr Forecast	79% / 15% / 4%	81% / 14% / 4%	87% / 10% / 3%	88% / 7% / 3%	81% / 15% / 5%
Employment	5,970	15,207	28,597	72,774	20,339
Buying Power	\$199.4M	\$746.4M	\$1.6B	\$5.4B	\$761.5M
5 Yr Growth	3.1%	1.9%	3.4%	5.0%	3.1%
College Graduates	12.5%	13.1%	14.5%	22.5%	18.2%

Housing Demographics

Household					
Households	5,689	20,067	32,255	80,255	19,354
5 Yr Growth	2.5%	1.9%	2.3%	3.1%	2.2%
Median Household Income	\$35,044	\$37,196	\$48,831	\$66,864	\$39,347
5 Yr Forecast	\$35,241	\$37,189	\$49,368	\$68,094	\$39,699
Average Household Income	\$45,535	\$51,236	\$62,290	\$85,784	\$50,180
5 Yr Forecast	\$45,902	\$51,758	\$63,228	\$87,539	\$50,670
% High Income (>\$75k)	17%	21%	30%	45%	21%
Housing					
Median Home Value	\$78,153	\$89,530	\$131,761	\$170,139	\$85,736
Median Year Built	1948	1958	1966	1977	1957
Owner / Renter Occupied	46% / 54%	54% / 46%	63% / 37%	74% / 26%	53% / 47%

Kate Nguyen
Senior Advisor

Income & Spending Demographics

1915 Central Ave - Rite Aid

	1 Mile		3 Miles		5 Miles		10 Min. Drive	
2019 Households by HH Income	5,690		20,071		32,254		19,354	
<\$25,000	2,249	39.53%	6,992	34.84%	8,618	26.72%	6,461	33.38%
\$25,000 - \$50,000	1,438	25.27%	5,335	26.58%	7,792	24.16%	5,330	27.54%
\$50,000 - \$75,000	1,064	18.70%	3,598	17.93%	6,034	18.71%	3,593	18.56%
\$75,000 - \$100,000	473	8.31%	1,772	8.83%	4,061	12.59%	1,906	9.85%
\$100,000 - \$125,000	278	4.89%	1,282	6.39%	2,888	8.95%	1,190	6.15%
\$125,000 - \$150,000	51	0.90%	420	2.09%	1,118	3.47%	365	1.89%
\$150,000 - \$200,000	87	1.53%	346	1.72%	1,043	3.23%	261	1.35%
\$200,000+	50	0.88%	326	1.62%	700	2.17%	248	1.28%
2019 Avg Household Income	\$45,535		\$51,236		\$62,290		\$50,180	
2019 Med Household Income	\$35,044		\$37,196		\$48,831		\$39,347	
	1 Mile		3 Miles		5 Miles		10 Min. Drive	
Total Specified Consumer Spending	\$107.4M		\$399.4M		\$730.1M		\$375.3M	
Total Apparel	\$7.0M	6.50%	\$25.1M	6.29%	\$44.3M	6.06%	\$23.7M	6.32%
Women's Apparel	\$2.6M	2.43%	\$9.6M	2.41%	\$17.2M	2.36%	\$9.0M	2.41%
Men's Apparel	\$1.4M	1.27%	\$5.0M	1.26%	\$9.1M	1.25%	\$4.7M	1.26%
Girl's Apparel	\$622.9K	0.58%	\$2.1M	0.53%	\$3.7M	0.50%	\$2.0M	0.53%
Boy's Apparel	\$415.1K	0.39%	\$1.4M	0.36%	\$2.5M	0.34%	\$1.4M	0.36%
Infant Apparel	\$361.1K	0.34%	\$1.2M	0.31%	\$2.1M	0.29%	\$1.2M	0.31%
Footwear	\$1.6M	1.50%	\$5.7M	1.42%	\$9.7M	1.33%	\$5.4M	1.44%
Total Entertainment & Hobbies	\$9.1M	8.48%	\$33.6M	8.40%	\$60.5M	8.28%	\$63.3M	16.86%
Entertainment	\$1.5M	1.36%	\$5.2M	1.31%	\$9.7M	1.33%	\$4.8M	1.29%
Audio & Visual Equipment/Service	\$4.3M	3.96%	\$15.7M	3.92%	\$27.6M	3.78%	\$15.0M	3.99%
Reading Materials	\$408.8K	0.38%	\$1.6M	0.40%	\$3.0M	0.41%	\$1.5M	0.39%

Pets, Toys, & Hobbies	\$3.0M	2.78%	\$11.1M	2.78%	\$20.2M	2.76%	\$10.4M	2.77%
Personal Items	\$8.9M	8.29%	\$33.2M	8.32%	\$58.8M	8.06%	\$31.6M	8.41%
Total Food and Alcohol	\$31.9M	29.67%	\$116.3M	29.12%	\$206.1M	28.23%	\$110.3M	29.39%
Food At Home	\$19.3M	18.00%	\$69.7M	17.46%	\$120.3M	16.48%	\$66.3M	17.67%
Food Away From Home	\$10.5M	9.79%	\$39.1M	9.79%	\$72.3M	9.90%	\$37.0M	9.85%
Alcoholic Beverages	\$2.0M	1.88%	\$7.5M	1.87%	\$13.5M	1.85%	\$7.0M	1.87%
Total Household	\$12.8M	11.95%	\$50.6M	12.66%	\$97.0M	13.29%	\$46.9M	12.50%
House Maintenance & Repair	\$2.6M	2.39%	\$10.8M	2.71%	\$20.8M	2.84%	\$10.0M	2.66%
Household Equip & Furnishings	\$5.5M	5.12%	\$21.1M	5.29%	\$40.2M	5.51%	\$19.7M	5.26%
Household Operations	\$3.9M	3.59%	\$14.8M	3.72%	\$28.2M	3.87%	\$13.8M	3.67%
Housing Costs	\$907.8K	0.85%	\$3.8M	0.95%	\$7.9M	1.08%	\$3.4M	0.91%



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Income & Spending Demographics

1915 Central Ave - Rite Aid

	1 Mile		3 Miles		5 Miles		10 Min. Drive	
Total Transportation/Maint.	\$25.7M	23.96%	\$94.9M	23.77%	\$178.8M	24.49%	\$88.4M	23.56%
Vehicle Purchases	\$11.2M	10.41%	\$40.8M	10.21%	\$80.1M	10.97%	\$37.3M	9.95%
Gasoline	\$9.6M	8.94%	\$35.2M	8.80%	\$63.0M	8.62%	\$33.4M	8.89%
Vehicle Expenses	\$534.2K	0.50%	\$2.0M	0.51%	\$4.1M	0.56%	\$1.9M	0.49%
Transportation	\$1.1M	1.06%	\$4.5M	1.13%	\$9.1M	1.25%	\$4.2M	1.11%
Automotive Repair & Maintenance	\$3.3M	3.05%	\$12.4M	3.11%	\$22.5M	3.08%	\$11.7M	3.13%
Total Health Care	\$6.7M	6.20%	\$25.4M	6.36%	\$45.1M	6.17%	\$24.0M	6.41%
Medical Services	\$3.6M	3.32%	\$13.6M	3.41%	\$24.7M	3.39%	\$12.9M	3.44%
Prescription Drugs	\$2.5M	2.35%	\$9.6M	2.39%	\$16.4M	2.25%	\$9.1M	2.41%
Medical Supplies	\$571.7K	0.53%	\$2.2M	0.55%	\$3.9M	0.53%	\$2.1M	0.55%
Total Education/Day Care	\$5.3M	4.95%	\$20.3M	5.08%	\$39.5M	5.41%	\$18.6M	4.96%
Education	\$3.7M	3.41%	\$13.8M	3.44%	\$26.3M	3.60%	\$12.6M	3.37%
Fees & Admissions	\$1.7M	1.54%	\$6.5M	1.64%	\$13.2M	1.81%	\$6.0M	1.59%



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Advisor Bio 1



KATE NGUYEN, CCIM, MBA

Senior Advisor

kate.nguyen@kw.com

Direct: 513.638.1723

PROFESSIONAL BACKGROUND

Kate's core competency is in the pricing and negotiation of income-producing commercial real estate investments. Kate's experience in commercial real estate banking & underwriting, engineering, and environmental remediation has enabled her to negotiate competitive pricing in the purchase or sale of commercial properties in the market. Prior to joining KW Commercial, Kate worked as a tenant and buyer representative, helping companies gain a competitive advantage in finding strategic real estate locations. Kate's success in saving companies on rent expense, and purchase price through her shrewd negotiation skills and experience, has allowed her clients to use the savings from real estate to invest in other areas of its business such as equipment, R&D, etc. and helped her to earn repeat business nationwide.

Through her underwriting experience in commercial real estate finance and knowledge of the market, she can provide consulting on the pricing of any commercial real estate investment, she primarily focuses on net lease office, retail and industrial investments. Companies that have retained Kate to negotiate on its behalf include Adena Utilities Engineering, Professions, Inc., manufacturers including Atmos 360, formerly Pak/Teem Inc. Foreign-owned entities include German-based Flexicon, Warsteiner Beer Importers, The Freudenberg's Group EagleBurgmann Industries LP, China parent company XY Powersports, Inc. Prime Logistics, Chany Trucking, Inc., and Korean owned Tri-State Beef, Inc., to the disposition of retail sites for KFC, Long John Silvers, and sales of redevelopments sites including Autozone, and Tim Horton's. Kate has an MBA in Commercial Real Estate & Finance, and a B.S. in Civil and Environmental Engineering from the University of Cincinnati. Kate received her CCIM designation in October 2017.

A Certified Commercial Investment Member (CCIM) is a recognized expert in the disciplines of commercial and investment real estate. The designation is awarded by CCIM Institute. A CCIM is a resource to the commercial real estate owner, investor, and user, and is among a corps of over 9,500 professionals around the globe who hold the CCIM designation. CCIM designees live and work in the U.S., Canada, Mexico, and more than 35 other nations. International membership includes more than 1,000 professionals. CCIMs must be proficient in the areas of investment analysis, market analysis, user decision analysis and financial analysis for commercial real estate.

EDUCATION

BS Civil Engineering

MBA Real Estate and Finance

MEMBERSHIPS

CCIM Certified Commercial Investment Member

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