



# MATTRESS FIRM

8146 East Broad St • Reynoldsburg, OH (Columbus MSA)



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## **INVESTMENT HIGHLIGHTS // 8146 EAST BROAD STREET**

- 2+ Years Remaining | Two 5-Year Options Remaining With Rental Increases in Each
- Double Net (NN) Lease | Minimal Landlord Responsibilities
- Outparcel to Target Anchored Shopping Center | 1.2 Million Annual Visits & 5.29 Average Visits/Person -Placer.ai
- Located on a High Traffic Street with 31,400+ Vehicles Per Day | Adjacent to L Brands (Bath & Body Works) Corporate Headquarters Complex (10,000+ Employees with Three Major Distribution Warehouses)
- Growing Suburban Columbus | 139K+ Residents Within 5 Miles | \$103K+ Avg. Incomes within 1 Mile
- Located In a Dense Retail, Industrial and Residential Corridor | 8 Miles from John Glenn Columbus International Airport and 15 Minutes from Downtown Columbus
- Located Near Multiple National Tenants: Target, Meijer, Lowe's, Aldi, Hobby Lobby and More...



## TENANT OVERVIEW // MATTRESS FIRM



For the past 90 years, Mattress Firm has made it easy to get a great night's sleep by providing our customers an expertly curated collection of quality mattresses from the best brands. Today, with more than 2,500 neighborhood stores, we strive to be America's most trusted authority on sleep by placing our customer at the center of everything we do. Our sleep experts help more than 3 million people a year find the right solution for their sleep needs. Our selection of mattresses and bedding

accessories include leading brands such as Beautyrest®, Nectar®, Sealy®, Serta®, Simmons®, Sleepy's® Stearns & Foster®, Tempur-Pedic®, Tuft & Needle®, tulo®, and Purple®.

Our unbelievable Sleep Experts™ have allowed us to make a promise to you to help you rest assured when you shop with us. Fun fact: We call it our Rest Assured Promise! Simply put, it means you're getting the best prices, selection, comfort and experience. While we're committed to finding you your perfect mattress, we're also committed to serving the communities where we live and work.

### COMPANY SNAPSHOT:

Tenant Trade Name:	<b>Mattress Firm Inc.</b>
Ownership:	<b>Public (Subsidiary)</b>
Founded:	<b>1985</b>
Headquarters:	<b>Houston, TX</b>
Tenant Type / Guarantor:	<b>Corporate</b>
Credit Rating:	<b>S&amp;P: B+</b>
Parent Company:	<b>Steinhoff International Holdings</b>
Revenue:	<b>\$4.93 Billion (2021)</b>
Employees:	<b>10,000+ (2021)</b>
Locations:	<b>2,500 (2021)</b>
Website:	<a href="https://mattressfirm.com">mattressfirm.com</a>





# FINANCIAL SUMMARY // 8146 EAST BROAD STREET



THE OFFERING		Mattress Firm
PRICE:		\$1,730,000
CAP RATE:		7.24%
PRICE PER SF:		\$432.50

OFFERING SUMMARY	
Property Address:	8146 East Broad Street, Reynoldsburg, OH
Year Built	2013
Gross Leasable Area (GLA):	4,000 Sq.Ft.
Lot Size:	+/- 0.72 Acres
Parking:	22 Surface Spaces
Type of Ownership:	Fee Simple

LEASE ABSTRACT	
Tenant:	Mattress Firm
Lease Guarantor	Corporate Guarantee
Lease Type:	Double Net (NN)
Lease Commencement Date:	06/04/2013
Lease Expiration Date:	08/31/2024
Term Remaining:	2+ Years
Options:	Two, 5-Year Options Remaining
Rental Increases:	At the Start of Each Renewal Option
Landlord Responsibility:	Roof and Structure
Tenant Responsibility:	All Else

RENT SCHEDULE			
VERIZON RENT	ANNUAL RENT	MONTHLY RENT	PSF
Current - 8/31/24	\$125,400	\$10,450	\$31.35
Option 1	\$137,960	\$11,497	\$34.49
Option 2	\$151,720	\$12,643	\$37.94

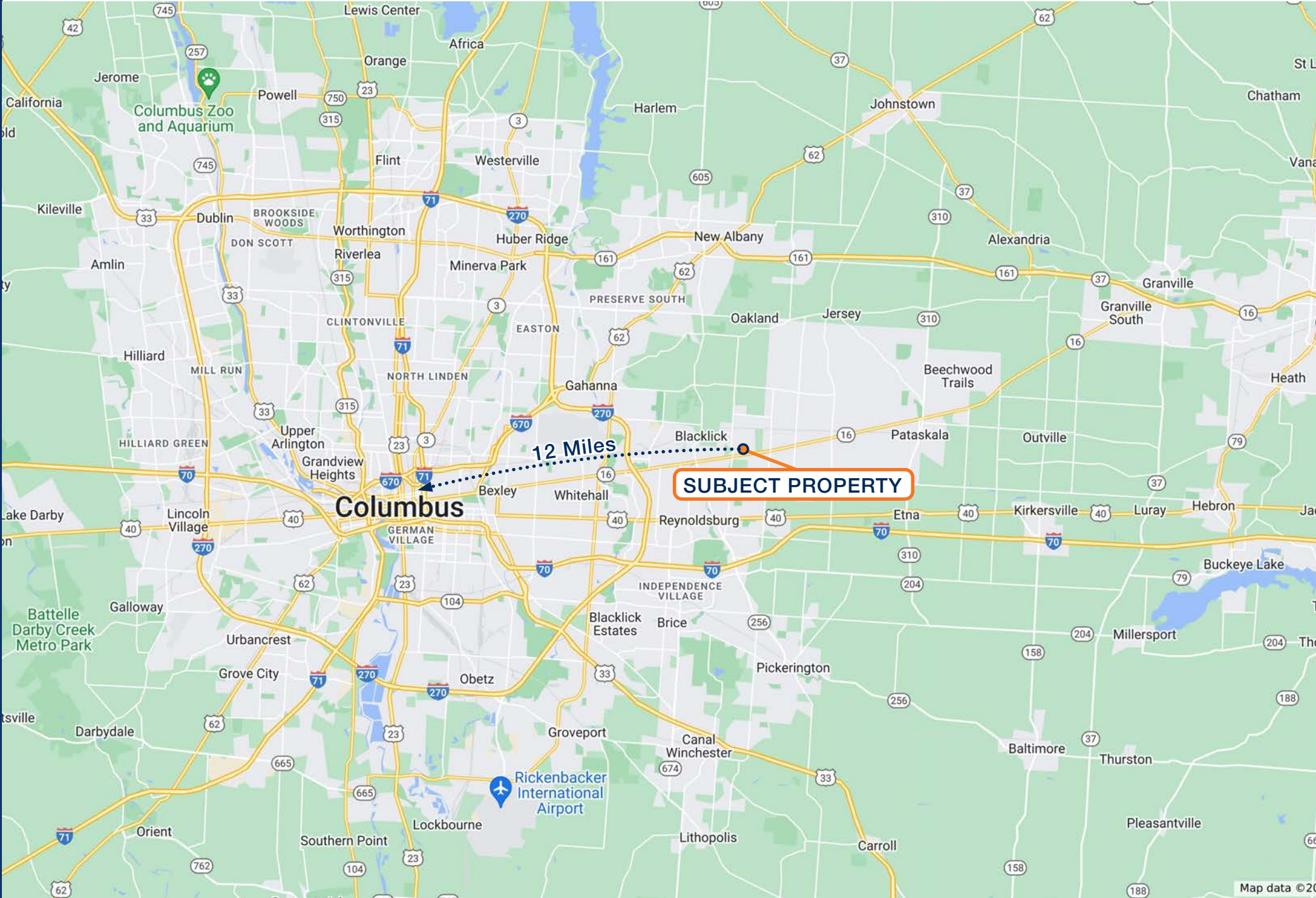


**AERIAL // 8146 EAST BROAD STREET**





# MAP VIEW // REYNOLDSBURG, OHIO





## LOCATION OVERVIEW // REYNOLDSBURG, OHIO

Reynoldsburg is a city in Fairfield, Franklin, and Licking counties in Ohio. It is a suburban community in the Columbus, Ohio metropolitan area. L Brands is the largest employer in Reynoldsburg. Subsequently, its subsidiaries Bath & Body Works and Victoria's Secret are headquartered in Reynoldsburg.

The Columbus, Ohio Metropolitan Statistical Area includes 10 counties surrounding the city. The population of the MSA is 2,078,725 according to 2017 census estimates, making the Columbus metropolitan area the 32nd most populous in the United States and the second largest in Ohio behind the Cincinnati Metropolitan Statistical Area. The area, also known as Central Ohio or Greater Columbus, is one of the largest metropolitan areas in the Midwestern United States. It is part of the Great Lakes Megalopolis, containing an estimated 59 million people. The public sector dominates the Central Ohio employment landscape, with the State of Ohio, Ohio State University, and the United States Government accounting for an estimated 55,000 to 60,000 employees. When combined with Columbus City Schools, the City of Columbus, and Franklin County, the number swells to about 80,000 employees, making government jobs the area's largest employment sector. The retail sector's biggest employer is clothing company L Brands. Retail brands within the L Brands corporate umbrella include Victoria's Secret, Pink (Victoria's Secret), Bath & Body Works, La Senza, and Henri Bendel. Companies that have been spun off from L Brands that are still headquartered in Central Ohio include Abercrombie & Fitch, Lane Bryant, and Tween Brands, formerly Limited Too.

Another apparel and furniture company located in Columbus is Retail Ventures. Their operating stores include DSW, Filene's Basement, American Signature, Rooms Today and Value City. The department store holding company Federated Department Stores was once based in Columbus, and included the Lazarus department store chain, before being re-branded under the Macy's brand name in 2005.





## RETAIL

Columbus Metro Area

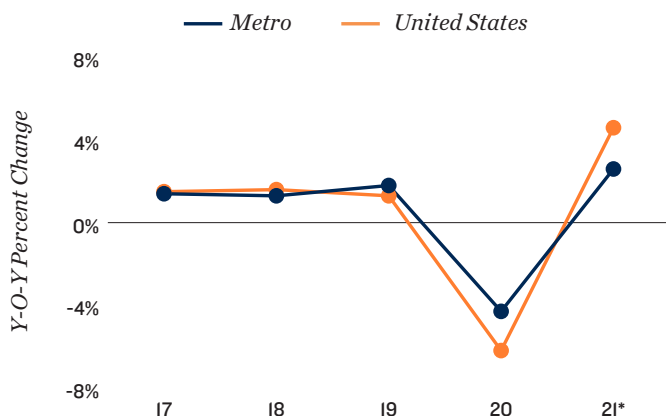
3Q/21

### Regional Standout for Retail Performance, Columbus Attracts More Out-of-State Investors

**Diverse hiring bolsters household count and local spending.** Backed by a local economy that has recaptured 80 percent of the jobs lost during the initial months of the health crisis, Columbus' retail sector continues to enjoy the lowest vacancy rate among Midwest markets. Recent hiring by government agencies and retail trade, transportation and utilities employers has pushed staff counts in these sectors beyond pre-pandemic levels. Additionally, the number of financial-related positions was at a near-record mark entering the second half of 2021. This job creation has held unemployment below 5 percent for most of the past year ended in June and supported the formation of 13,600 households. Consumer spending has improved as a result, fostering retailer expansions and lease renewals that have equated to three consecutive quarters of positive absorption.

**Major retail demand drivers re-established.** Businesses surrounding Ohio State University, the metro's largest employer, are poised to receive a jolt in sales this fall as students and staff return to campus. The resumption of in-person attendance at football games also looms large for nearby restaurants, bars and shops as the stadium's capacity exceeds 100,000 fans. For retailers that rely on midweek foot traffic, decisions by JPMorgan Chase and Nationwide Mutual Insurance Company to bring a portion of workers back to offices this summer may mark the first signs of patronage returning to pre-pandemic levels.

#### Employment Trends



\* Forecast

Sources: BLS; CoStar Group, Inc.

### Retail 2021 Outlook



28,000 JOBS  
will be created

#### EMPLOYMENT:

The metro is expected to recapture nearly two-thirds of the 48,700 jobs lost in 2020. Hiring by government agencies and an uptick in professional services-related job creation during the second half will keep the unemployment rate near the national level.



280,000 SQ. FT.  
will be completed

#### CONSTRUCTION:

Since the completion of nearly 1.7 million square feet in 2017, Columbus' retail sector has experienced a pullback in development. This trend continues in 2021 as supply additions expand inventory by just 0.3 percent.



30 BASIS POINT  
decrease in vacancy

#### VACANCY:

Expanding retailers will fill existing floor plans during 2021 amid a lack of deliveries, supporting positive absorption and a decline in availability. The metro's year-end vacancy rate of 4 percent will represent the fifth lowest among major U.S. markets.



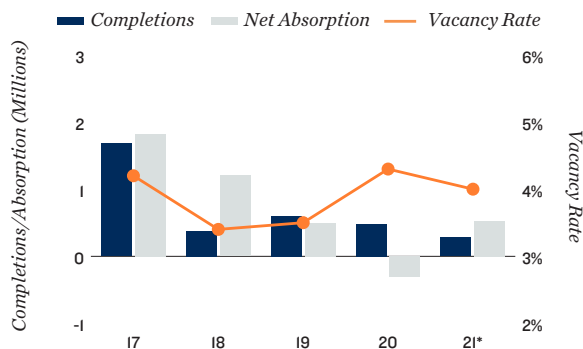
1.0% INCREASE  
in asking rent

#### RENT:

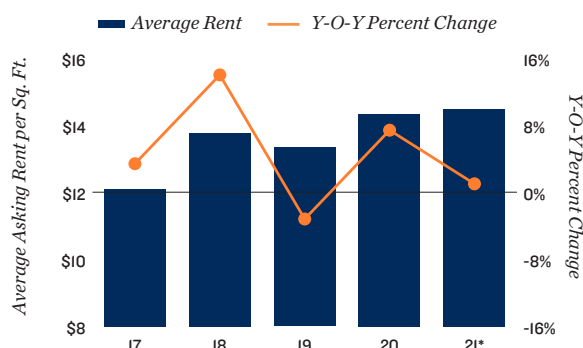
Relatively low vacancy allows the metro's average marketed rate to rise, albeit at a more moderate pace than last year's 7.4 percent gain. By year-end, the mean asking rent will reach a high of \$14.48 per square foot.



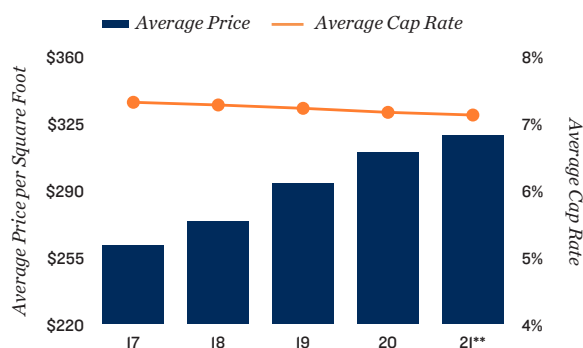
## Supply and Demand



## Rent Trends



## Sales Trends



\* Forecast; \*\* Through 2Q

Sources: CoStar Group, Inc.; Real Capital Analytics

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Price: \$250

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## 2Q21 — 12-Month Period



### CONSTRUCTION

**157,000** square feet completed

- Columbus' retail inventory expanded by just 0.2 percent over the past year ended in June, a marked reduction in supply additions following the completion of 946,000 square feet during the prior 12-month span.
- Entering September, construction was underway on 461,000 square feet, highlighted by the reuse of the Hoster Brewing Co. complex.



### VACANCY

**10** basis point decrease in vacancy Y-O-Y

- The volume of vacant space metrowide decreased by 82,000 square feet over the past four quarters. This leasing activity lowered vacancy to 4.0 percent, a rate that matches the prior five-year average.
- At 2.9 percent entering the second half, vacancy was tightest in Columbus North, the metro's largest submarket by inventory.



### RENT

**3.2%** increase in the average asking rent Y-O-Y

- Positive absorption over the past year allowed the average marketed rate to reach \$14.11 per square foot in June.
- Rent growth was recorded across all submarkets with more than 10 million square feet of inventory, with Columbus West notching the most pronounced increase at nearly 10 percent.

## Investment Highlights

- Since the fourth quarter of 2020, sales velocity has returned to a pre-pandemic pace, supporting a 45 percent rise in deal flow over the past year ended in June. During this span, the local buyer pool has diversified, with out-of-state parties accounting for half of all closings. These investors are active in the triple net segment, purchasing dining establishments and drugstores with long-term leases in place.
- Across both retail segments, Columbus offered buyers some of the highest first-year returns nationally over the past 12 months. The average single-tenant cap rate was unchanged at 6.6 percent despite a 5 percent increase in pricing, while the mean multi-tenant yield remained in the low-8 percent range for a fourth consecutive year.
- Shopping center trades accounted for one-fourth of recent deal flow. In Central Columbus and areas near Ohio State University, buyers are accepting high-6 percent minimum returns for these assets, with pricing often below the multi-tenant average of \$218 per square foot.
- Investors with experience owning multiple property types are pursuing mixed-use buildings throughout the city of Columbus, where 8 percent-plus cap rates are available.



# DEMOGRAPHICS // 8146 EAST BROAD STREET

POPULATION	1 Mile	3 Miles	5 Miles
<b>2026 Projection</b>			
Total Population	11,268	57,646	145,930
<b>2021 Estimate</b>			
Total Population	10,008	54,173	139,900
<b>2010 Census</b>			
Total Population	7,220	45,345	122,213
<b>2000 Census</b>			
Total Population	1,382	27,321	94,845
<b>Daytime Population</b>			
2021 Estimate	5,600	41,558	145,871
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2026 Projection</b>			
Total Households	4,176	22,662	61,054
<b>2021 Estimate</b>			
Total Households	3,669	21,096	58,056
Average (Mean) Household Size	2.8	2.5	2.4
<b>2010 Census</b>			
Total Households	2,644	17,512	50,318
<b>2000 Census</b>			
Total Households	556	10,593	38,611
<b>Occupied Units</b>			
2026 Projection	4,180	22,793	62,296
2021 Estimate	3,673	21,263	59,360
HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2021 Estimate</b>			
\$150,000 or More	14.8%	13.9%	14.6%
\$100,000-\$149,999	21.9%	20.8%	19.2%
\$75,000-\$99,999	18.7%	17.1%	15.1%
\$50,000-\$74,999	21.4%	20.3%	19.4%
\$35,000-\$49,999	9.3%	11.3%	12.1%
Under \$35,000	13.8%	16.4%	19.7%
Average Household Income	\$103,636	\$100,290	\$99,611
Median Household Income	\$81,751	\$77,503	\$73,375
Per Capita Income	\$37,992	\$39,057	\$41,406

HOUSEHOLDS BY EXPENDITURE	1 Mile	3 Miles	5 Miles
<b>Consumer Expenditure Top 10 Categories</b>			
Housing	\$23,185	\$22,113	\$21,280
Transportation	\$10,598	\$10,365	\$10,222
Food	\$10,027	\$9,453	\$8,989
Personal Insurance and Pensions	\$9,619	\$9,039	\$8,497
Healthcare	\$6,041	\$6,075	\$6,114
Entertainment	\$3,534	\$3,395	\$3,273
Apparel	\$2,043	\$2,012	\$1,937
Cash Contributions	\$1,782	\$1,834	\$1,870
Education	\$1,505	\$1,530	\$1,427
Gifts	\$1,378	\$1,569	\$1,576
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2021 Estimate Total Population	10,008	54,173	139,900
Under 20	36.8%	29.5%	26.1%
20 to 34 Years	20.6%	20.4%	19.7%
35 to 39 Years	10.0%	8.5%	7.3%
40 to 49 Years	12.9%	13.5%	12.9%
50 to 64 Years	12.5%	17.3%	19.1%
Age 65+	7.3%	10.8%	14.9%
Median Age	31.6	35.1	37.8
<b>Population 25+ by Education Level</b>			
2021 Estimate Population Age 25+	6,017	35,999	97,337
Elementary (0-8)	3.2%	2.2%	2.4%
Some High School (9-11)	1.9%	3.1%	3.8%
High School Graduate (12)	19.7%	23.3%	24.0%
Some College (13-15)	22.4%	21.6%	21.4%
Associate Degree Only	8.4%	8.1%	7.9%
Bachelor's Degree Only	31.3%	28.3%	26.1%
Graduate Degree	13.1%	13.5%	14.4%



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