



# O'REILLY AUTO PARTS

RETAIL; AUTO PARTS • SIDNEY, OH

B+E DISCLOSURE

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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants, and governmental agencies. All properties and services are marketed by B Plus E LLC in compliance with all applicable fair housing and equal opportunity laws.



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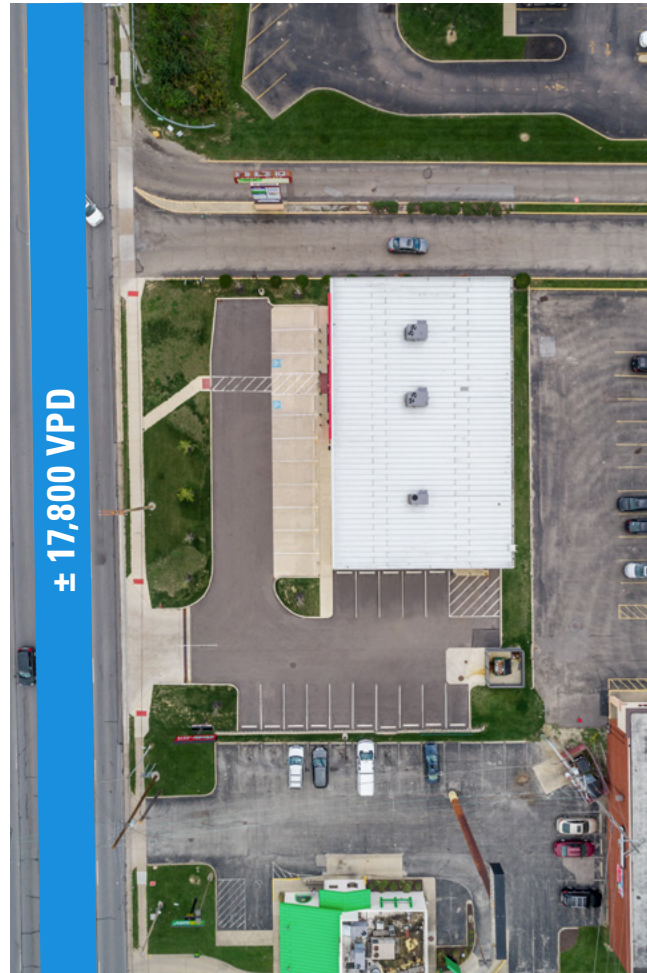
EXECUTIVE SUMMARY — O'REILLY AUTO PARTS; SIDNEY, OH

|                  |                                   |  |
|------------------|-----------------------------------|--|
| PRICE            | OFFERING PRICE                    | \$2,208,000                            |
|                  | OFFERING CAP RATE                 | 5.00%                                  |
| LEASE            | NOI                               | \$110,400                              |
|                  | LEASE TYPE                        | NN                                     |
|                  | RENT INCREASES                    | 6% in Year 11*                         |
|                  | REMAINING LEASE TERM              | ± 12 Years                             |
| PROPERTY DETAILS | *Year 11 commences on 10/01/2029. |  |
|                  | TENANT NAME                       | O'Reilly Auto Parts                    |
|                  | ADDRESS                           | 1536 Michigan Street, Sidney, OH 45365 |
|                  | CREDIT RATING                     | BBB (S&P)                              |
|                  | BUILDING SIZE                     | ± 6,825 SF                             |
|                  | LAND AC                           | ± 0.54 AC                              |
|                  | PARKING                           | ± 25 Spaces                            |
|                  | PROPERTY TYPE                     | Retail; Auto Parts                     |
|                  | YEAR BUILT                        | 2019                                   |





## INVESTMENT HIGHLIGHTS — O'REILLY AUTO PARTS; SIDNEY, OH



### LONG-TERM LEASE | ± 12 YEARS

This investment features ± 12 years remaining on a NN lease, with the landlord responsible for the roof and structure of the building.

### AGING & PRE-OWNED VEHICLES DRIVE AUTO PARTS MARKET

As ongoing supply chain issues decrease the production of new cars, consumers are keeping their vehicles longer than in previous years. The average age of cars on the road today is over 12 years, up from 9.6 years in the early 2000s. As these vehicles age, auto parts stores like O'Reilly's play a vital role in keeping consumers mobile.

### RECESSION-RESISTANT BUSINESS MODEL | ESSENTIAL RETAILER

Auto parts stores historically perform well in all phases of the market cycle due to unwavering demand credited to the 281.9 million vehicles on the roads in the United States. On average, Americans drive 12,000 miles each year and spend 1.5% of their household income on car repairs for two vehicles. In 2020, auto parts stores were deemed essential retailers primarily due to the importance of keeping emergency vehicles and cars for essential workers running properly.

### SURROUNDING NATIONAL RETAIL TENANTS | ACROSS FROM BRAND NEW SPEEDWAY

The property is surrounded by several national retail tenants, including Tractor Supply Co., Walmart, Advance Auto Parts, Walgreens, AutoZone Auto Parts, Wendy's, Arby's, Burger King, Taco Bell, Kroger, Culver's, CVS, Tim Hortons, Subway, Chipotle, KFC, and Pizza Hut, among others. Across from the site sits a brand new Speedway convenience store and gas station.

### NEWLY CONSTRUCTED | MODERN FACADE

This O'Reilly Auto Parts was constructed in 2019 and features O'Reilly Auto Parts' most modern facade.

### CORPORATE GUARANTEE FROM INVESTMENT GRADE TENANT | BBB (S&P)

The asset features an investment grade corporate guarantee from O'Reilly Automotive Inc. (NASDAQ: ORLY), a publicly traded and leading retailer in the automotive aftermarket industry that is rated BBB by Standard & Poor's. In 2020, O'Reilly Auto Parts generated approximately \$11.6B in revenue.

### O'REILLY EXPERIENCING RECORD-BREAKING FINANCIAL RESULTS

In Q2 2021, O'Reilly experienced a 9% increase in comparable sales, on top of a 16.2% increase from the prior year. Additionally, same-store sales rose 16.5% from 2020 into 2021, breaking the company's previous record, which was held the year prior.

### PRIME VISIBILITY ON MICHIGAN STREET | ± 17,800 VPD | DIRECT ACCESS TO I-75

The asset is ideally positioned with prime visibility along Michigan Street, which experiences ± 17,800 vehicles per day. Directly to the east, Michigan Street connects to the on/off ramp of I-75, which experiences ± 22,200 vehicles per day along this exit.

LEASE ANALYSIS — O'REILLY AUTO PARTS; SIDNEY, OH



|       |                           |                  |
|-------|---------------------------|------------------|
| LEASE | NOI                       | \$110,400        |
|       | RPSF                      | \$16.17          |
|       | LEASE COMMENCEMENT        | 09/30/2019       |
|       | ORIGINAL LEASE TERM       | 15 Years         |
|       | REMAINING LEASE TERM      | ± 12 Years       |
|       | RENT INCREASES            | 6% in Year 11*   |
|       | RENEWAL OPTIONS           | 4; 5-Year        |
|       | LEASE TYPE                | NN               |
|       | LANDLORD RESPONSIBILITIES | Roof & Structure |

\*Year 11 commences on 10/01/2029.



TENANT OVERVIEW — O'REILLY AUTOMOTIVE, INC.



**O'Reilly Automotive Inc.** is one of the largest specialty retailers of automotive aftermarket parts, tools, supplies, equipment, and accessories in the nation. Its product line includes new and remanufactured automotive hard parts such as alternators, fuel pumps, brake system components, and batteries. O'Reilly stores offer various services and programs to its customers, including battery diagnostic testing and battery/wiper/bulb replacement. O'Reilly serves both professional service providers and do-it-yourself customers. It is America's second-largest auto parts retailer, with 5,710 U.S. stores in 47 states, and it operates 22 ORMA Auto Parts stores in Mexico. 2020 was a record-breaking year for O'Reilly's operating performance, highlighted by full-year comparable-store sales growth of 10.9% and a 26% increase in operating profit.

BUY ONLINE, PICK UP IN-STORE (BOPIS) IMPLEMENTATION

Buy online and pick up in-store capabilities provide customers with another option to make shopping easier. O'Reilly's began offering BOPIS to customers in 2020, as they are now able to avoid shipping costs and wasted trips for out-of-stock items by scheduling ahead for the best pick-up time for them. From parts and accessories, chemicals, tools, and supplies, O'Reilly customers can now complete any project faster with the free curbside pickup. According to Harvard Business Review, companies that introduced BOPIS during the pandemic experienced a significant increase in overall sales compared to companies that did not introduce BOPIS.



**O'Reilly Automotive 2020 Annual Report**  
[Click Here to Read the Article »](#)



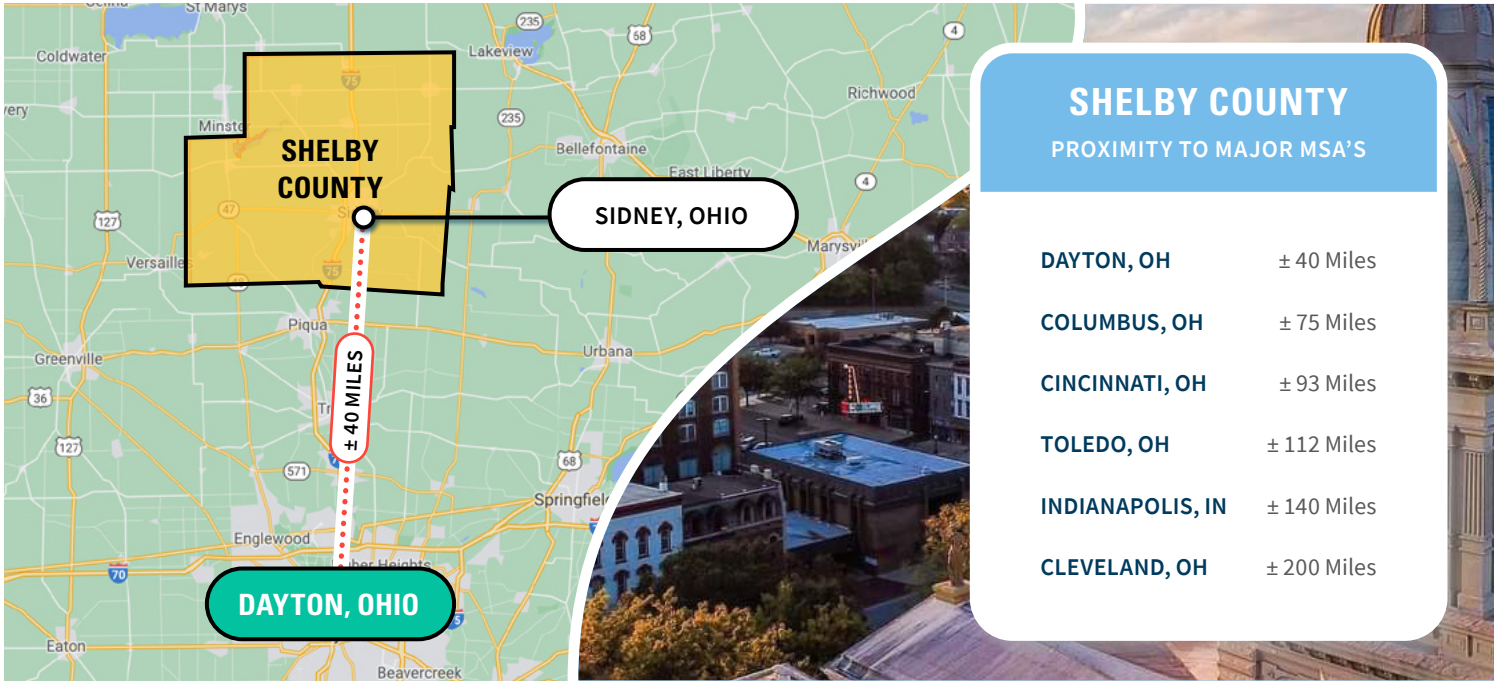
**O'Reilly Posts Record Q1 Sales Growth**  
[Click Here to Read the Article »](#)



LOCATION OVERVIEW — SIDNEY, OHIO

**Sidney, Ohio**, is a city in Shelby County, Ohio, with a population of ± 20,500. It lies along U.S. Route 75, which is among the most important interstates in the nation and spans from Miami to Canada. Sidney is positioned in a strategic location between several major MSAs: Columbus, Indianapolis, and Cincinnati. These have populations of ± 2.4 million, ± 2.1 million, ± and 2.2 million, respectively. Each of these MSAs can be reached within a 1.5-2.5-hour drive from Sidney. Sidney is a family-oriented community with strong educational opportunities, excellent health care, affordable housing, and many recreational and arts options. It prides itself on being an area filled with opportunity while remaining a haven from the hectic metropolitan pace. Sidney is a hub for manufacturing, with several major manufacturing plants being located in and around the city and employing thousands of its residents.

| MAJOR LOCAL EMPLOYERS                |                             |           |
|--------------------------------------|-----------------------------|-----------|
| COMPANY                              | INDUSTRY                    | EMPLOYEES |
| Honda of America Manufacturing, Inc. | Automotive                  | ± 3,200   |
| Emerson Climate Technologies         | HVAC/Electrical Engineering | ± 1,714   |
| Airstream                            | RV                          | ± 1,074   |
| Plastipak Holdings, Inc.             | Plastics                    | ± 770     |
| Wilson Health                        | Healthcare                  | ± 793     |
| Continental Express, Inc.            | Logistics                   | ± 630     |
| NK Parts Industries                  | Logistics                   | ± 722     |
| Sidney City Schools                  | Education                   | ± 421     |





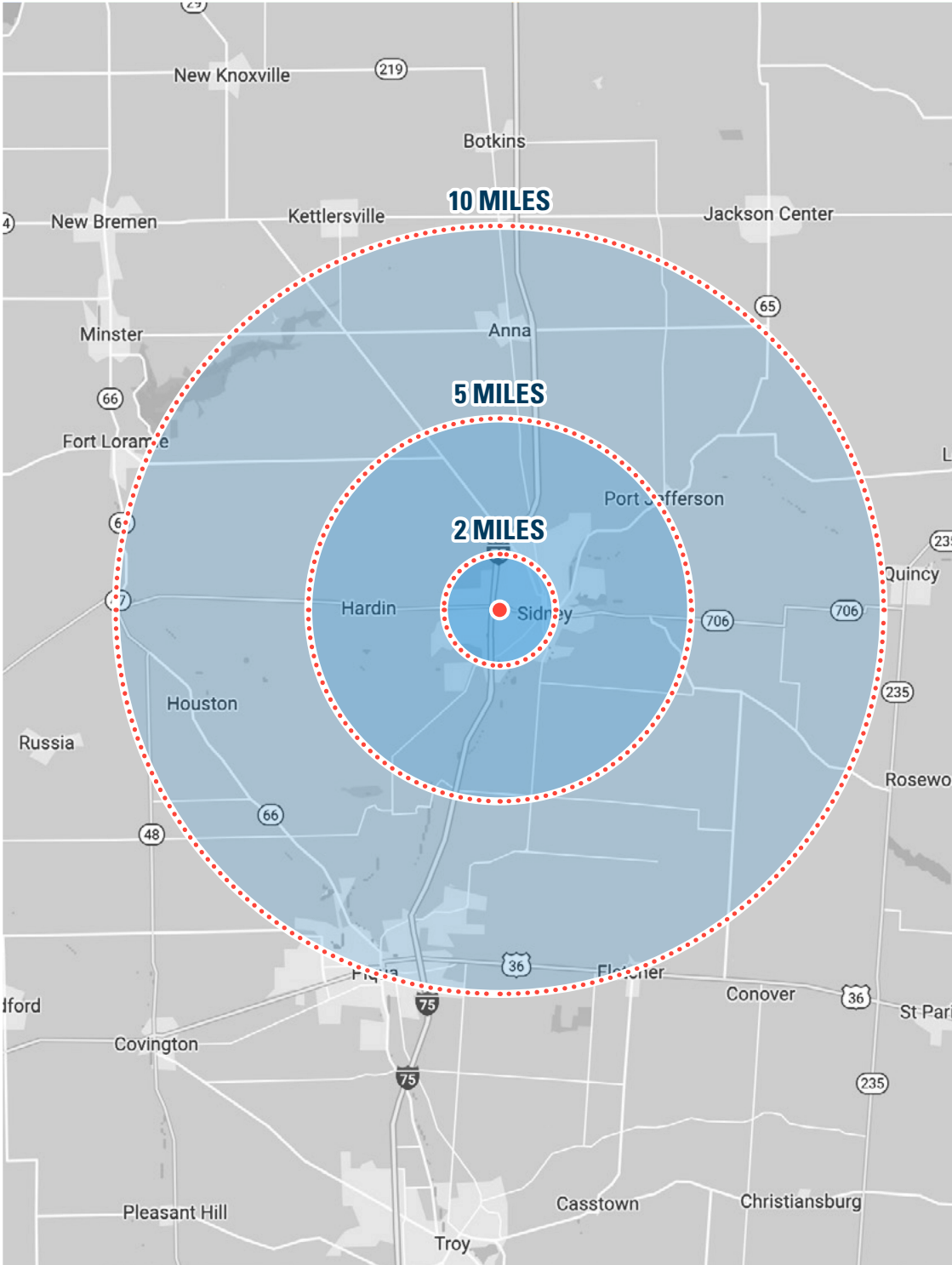
SURROUNDING TENANT MAP — O'REILLY AUTO PARTS; SIDNEY, OH





DEMOGRAPHICS — O'REILLY AUTO PARTS; SIDNEY, OH

| POPULATION |                            | 2 MILES   | 5 MILES   | 10 MILES  |
|------------|----------------------------|-----------|-----------|-----------|
|            | 2021 TOTAL POPULATION      | 16,472    | 26,693    | 45,687    |
|            | 2026 PROJECTED POPULATION  | 16,321    | 26,575    | 45,844    |
|            | ANNUAL POPULATION GROWTH   | -0.20%    | -0.10%    | 0.10%     |
|            | MEDIAN AGE                 | 37.60     | 39.80     | 40.10     |
| HOUSEHOLDS |                            | 2 MILES   | 5 MILES   | 10 MILES  |
|            | 2021 TOTAL HOUSEHOLDS      | 6,411     | 10,303    | 17,429    |
|            | MEDIAN HOUSEHOLD INCOME    | \$54,161  | \$60,327  | \$64,784  |
|            | AVERAGE HOUSEHOLD SIZE     | 2.50      | 2.50      | 2.60      |
|            | AVERAGE HOUSEHOLD VEHICLES | 2.00      | 2.00      | 2.00      |
| HOUSING    |                            | 2 MILES   | 5 MILES   | 10 MILES  |
|            | MEDIAN HOME VALUE          | \$106,589 | \$137,784 | \$153,149 |
|            | MEDIAN YEAR BUILT          | 1958      | 1968      | 1968      |





## **B+E HOW B+E WORKS**



# OUR STORY

B+E is a modern investment brokerage firm, specializing in net lease real estate and 1031 exchanges. We help clients buy and sell single tenant real estate. Founded by deeply experienced brokers, B+E redefines trading through an intuitive end-to-end transaction platform comprising of user-friendly dashboards and an AI-driven exchange — all leveraging the largest data set in the net lease industry.

## B+E ALLOWS VIRTUALLY ANYONE TO CONFIDENTLY TRADE NET LEASE REAL ESTATE.

- ✓ 8+ Offices Across the Nation (New York City, Atlanta, Chicago, San Francisco, Orange County, Charlotte, Tampa, & Dallas)
- ✓ Real-Time Database of 5,000+ NNN On-Market Properties
- ✓ +\$32B in Combined Trades & 125 Days to Closing on Average

**B+E IN THE PRESS** — FOR MORE INSIGHTS VISIT US AT [TRADENETLEASE.COM](https://www.tradenetlease.com)

“Convenience Stores A Top Performing Asset Class” Says Camille Renshaw, CEO & Co-Founder of B+E

BUSINESS OBSERVER 01/29/2021 — [Click Here To Read The Article](#)

CRE Tech Platforms Provide Greater Transactional Efficiencies & Transparency — Key To Dealmaking

PROPTech WEEKLY 04/14/2021 — [Click Here To Read The Article](#)





## BRINGING THE NATIONAL MARKET TO TIME-SENSITIVE BUYERS

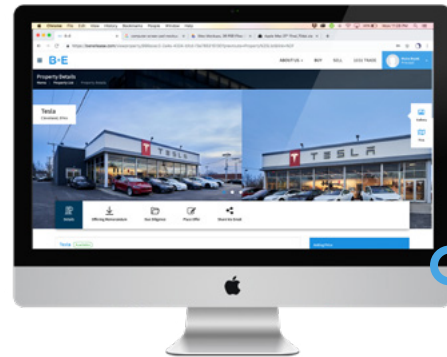
B+E's brokers use new technologies like artificial intelligence to track all active net lease listings on the U.S. market in real-time.

Currently, there are roughly 3,000 to 4,000 NNN listings on the market. The B+E platform enables buyers to review the entire net lease market in real-time and compare properties, deal terms, and overall value of a trade. B+E's seasoned brokers help high net-worth individuals, families, and institutions to build portfolios that satisfy their acquisition criteria and long-term investment objectives.

*"This is the first brokerage platform designed to help buyers sweep the national NNN market and match properties to their specific criteria," said B+E's CEO Camille Renshaw. "Using collaborative dashboards and AI-driven tools, a seasoned broker personally assists every buyer from search to close."*

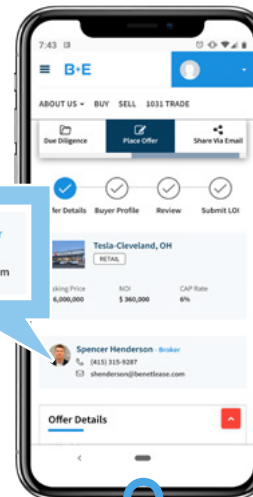




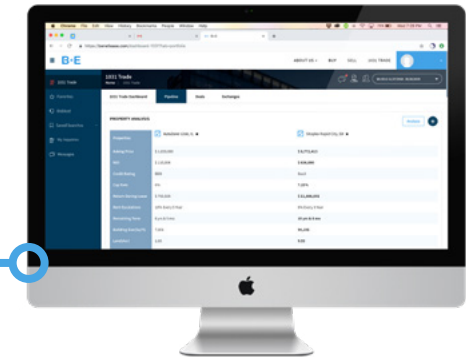


## TRADING PLATFORM

- End-to-End Trading Platform
- Buy + Sell NNN Real Estate
- Transaction Management Tools
- Seller Dashboards

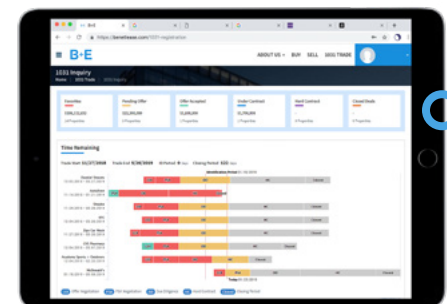


**INSTANT  
DEAL  
MAKING  
WITH A  
LIVE  
BROKER**



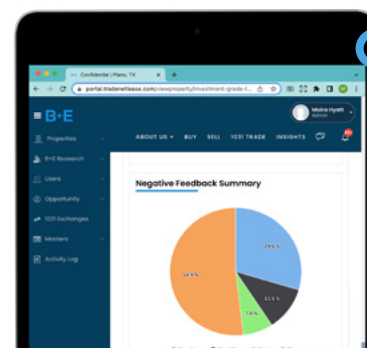
## LARGEST NNN DATA SET

- Entire U.S. NNN Market Online
- +/- 5,000 Real-Time Listings
- Robust Data Collection



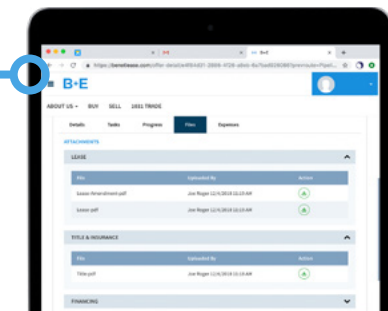
## BUYER 1031TRADE

- Only Platform Tailored to 1031Trade Process
- Instantly Search Entire Real-Time NNN Market
- Manage Acquisition Pipeline
- Collaborate With Broker and Team Members



## SELLER DASHBOARDS

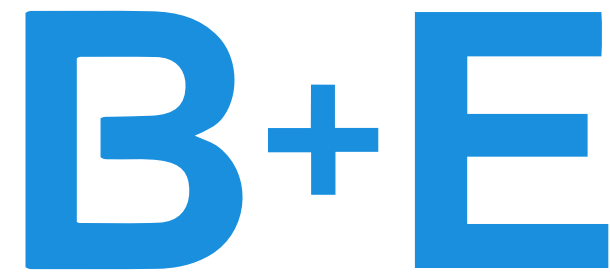
- Centralized Disposition Pipeline
- Real-Time Buyer Feedback
- Built-in Process Management Tools



## MYPORTFOLIO MANAGEMENT

- Only Online NNN Portfolio Management Platform
- Data Correlatives Similar to Online Stock Account
- Portfolio Analysis Tools
- Valuation Insights Leveraging B+E Data
- Credit and Financial News

**B+E**  
**THE NNN ECOSYSTEM**



## TRADE NET LEASE WITH CONFIDENCE

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