

Fastenal Anchored | Multi-Tenant Building

Elyria, Ohio



Offering Memorandum

Goodman Real Estate Services Group LLC
www.goodmanrealestate.com

SECTION I - The Property

Investment Summary	Pg. 1
Property Description	Pg. 2
Property Photo	Pg. 3

SECTION II - Performance and Tenancy

Pricing Analysis	Pg. 4
Rent Roll	Pg. 5
Anchor Tenant Information	Pg. 6

SECTION III - Market Overview

Regional Snapshot	Pg. 7
Retail Aerials	Pg. 8
Regional Map	Pg. 9
Local Map	Pg. 10
Demographics	Pg. 11

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The Property - Investment Summary

Property	Fastenal Anchored Multi-Tenant Building
Address	561 Cleveland Street Elyria, Ohio 44035
Major Market	Cleveland-Elyria MSA
Market Population	2,057,009
Building Size	14,800 Square Feet
Acreage	0.62 Acres
Anchor Tenant	Fastenal (NASDAQ: FAST) - Since 2008
Percent Leased	100%
Investment Type	Stabilized with Recent Lease Extensions
Traffic Counts	U.S 20 - 31,729 VPD (2020) Cleveland Street - 10,924 VPD (2020)
Average Rent	\$6.28 PSF
Price PSF	\$60.66
Net Operating Income	\$71,824
CAP Rate	9.27%
Price	\$775,000



Investment Highlights

- Fully Leased Multi-Tenant Building
- Strong Anchor Tenant (NASDAQ:FAST) with Recent 7-Year Extension: Showing Commitment to Site
- Metal Building & Roof
- Recent Interior Renovations to Fastenal Retail Showroom
- In-Place Rents Averaging Only \$6.28 Per Square Foot
- Cleveland-Elyria MSA - 2,057,009 People
- Strong Demographics (+109,554 People in 5-Miles) with Convenient Access to U.S 20 (31,729 VPD)

Property Description

For sale is the 100% fee-simple interest in the Fastenal anchored multi-tenant building (metal building and roof), a 14,800 square foot commercial building located in Elyria, Ohio and part of the larger Cleveland-Elyria MSA (2,057,009 people). The property is located at the heavily-trafficked intersection of U.S 20 (31,729 VPD) and Cleveland Street (10,924 VPD). Currently 100% leased, Fastenal has anchored the building for over 12-years and the property features average in-place rents of \$6.28 per square foot, providing the investor with a stable investment with a strong corporate guaranty from the long-term anchor tenant and upside potential through rental increases. Fastenal recently completed a 7-year extension, showing its long-term commitment to the site. Surrounding the property are national and regional companies including Riddell (market leader of football helmets for professional, college and high school sports teams) Big Lots, Dollar Tree, Wendy's, CubeSmart Self Storage, CVS, Huntington Bank, Dollar General, Walgreens, Save-A-Lot, University Hospitals Emergency Center, McDonalds, AutoZone, Taco Bell, Burger King, and many others.

Cleveland, Ohio

Cleveland is a major city in the U.S. state of Ohio and the county seat of Cuyahoga County. Greater Cleveland is ranked as the 32nd largest metropolitan area in the U.S., with 2,055,612 people. The city is located on the southern shore of Lake Erie and was founded in 1796 near the mouth of the Cuyahoga River. It became a manufacturing center due to its location on both the river and lake shore, as well as being connected to numerous canals and railroad lines. As Cleveland continues to evolve and grow, the economy relies on diversified sectors such as manufacturing, financial services, healthcare, entertainment and biotechnology. Over the last 5 years, Cleveland has added over \$5 billion worth of new construction, including 1,500 hotel rooms, converting 1 million square feet of commercial space into 3,300 residential units and added 350,000 square feet of prime office space. The city is home to some of the best hospitals in the U.S., including The Cleveland Clinic, University Hospital and MetroHealth. Additionally, the city is home to Playhouse Square, the second largest performing arts center in the U.S. behind New York City's Lincoln Center.



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Elyria, Ohio

The Property - Property Photo



INCOME

Occupancy: 100%

Base Rental Income

Tenant	Size (SF)	Annual Rent	PSF
Fastenal, Inc.	9,700	\$69,000.00	\$7.11
Mike Stevens Real Estate LLC	5,100	\$24,000.00	\$4.71
Total	14,800	\$93,000.00	\$6.28

Reimbursed Expenses

Property Taxes	\$0.00	
CAM - Snow Removal	\$1,250.00	
Insurance	\$0.00	
Total	\$1,250.00	
	Gross Rent	\$93,000.00
	Gross Income	\$94,250.00

OPERATING EXPENSES

Property Taxes	\$13,496.00	
Landscaping	\$500.00	
CAM - Snow Removal	\$2,500.00	
General Maintenance and Repairs	\$750.00	
Insurance \$0.25 PSF	\$3,700.00	
Reserves (\$0.10 psf)	\$1,480.00	
Total	\$22,426.00	
	Total Operating Expenses	\$22,426.00
	Net Operating Income (NOI)	\$71,824.00
	Value at 9.27% Cap Rate	\$775,000.00

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Elyria, Ohio

Performance & Tenancy - Rent Roll

Tenant Name	Square	Lease Term		Begin	Rental Rates		Recovery	
	Feet	Begin	End		Annually	Monthly	Type	Comments/Options
Fastenal	9,700	2-1-2009	1-31-2026	Current	\$69,000	\$5,750	Gross	ADDITIONAL: Tenant shall pay 75% of monthly charges for shared utilities, upon receipt of invoice from Landlord
Mike Stevens Real Estate LLC	5,100	1-1-2021	12-31-2025	Current	\$24,000	\$2,000	Gross	ADDITIONAL: Tenant is required to pay 25% of utilities including electricity, gas, sewer and water



FASTENAL®

Fastenal (NASDAQ: FAST) was founded in 1967 by Bob Kierlin and is based in Winona, Minnesota. Today, Fastenal is an industry leader in the wholesale distribution of industrial and construction supplies and offers services including inventory management, manufacturing, and tool repair. With over 2,227 locations, Fastenal has retail branches in every state in the U.S. with additional locations in Canada, Mexico, Puerto Rico and Europe. Since going public in 1987, customers of Fastenal span a wide range of industries, sizes, and profiles, from local fabricators, contractors, schools, global manufactures, national construction companies, retail and e-commerce giants, hospitals and universities. The common themes are collaboration and customization at the local level to execute programs that align with each customer's unique goals and needs. At the end of the day, Fastenal has perfected a way to deliver products faster and more cost-effectively than the competition.

FASTENAL	NASDAQ: FAST
OWNERSHIP	PUBLIC
FOUNDED	1967
HQ	WINONA, MN
LOCATIONS	+/- 2,227
STATES	50
EMPLOYEES	+ /- 20,565
REVENUE	\$5.647 BILLION
WEBSITE	https://www.fastenal.com/

Cleveland Regional Highlights

- The Cleveland Clinic consistently ranks in the Top 5 for Best Hospitals in the U.S., with 5.1 million patient visits per year.
- In the 2018 Fortune 500 ranking of the largest U.S. corporations, 8 companies are based in Northeast Ohio.
- According to the 2019 Census Estimate, the Cleveland-Akron-Canton CSA has a population of 3,515,646 people. The area is also home to NBA, NFL, and MLB professional franchises.
- The RNC (Republican National Convention) was held in Cleveland at the end of July 2016, and was estimated to have generated over \$200 Million in direct spending.



- Case Western Reserve University & Cleveland State University reside in the heart of downtown Cleveland. Combined enrollment is over 28,000 students.
- Developers have rolled out an average of 1,000 new apartment units per year, over the past 5 years in Cleveland. According to a recent National Rent Report by *Zumper*, Cleveland also ranked #1 of the top 100 Cities in terms of one-bedroom rent growth, showing the continuing demand.

Top Employers

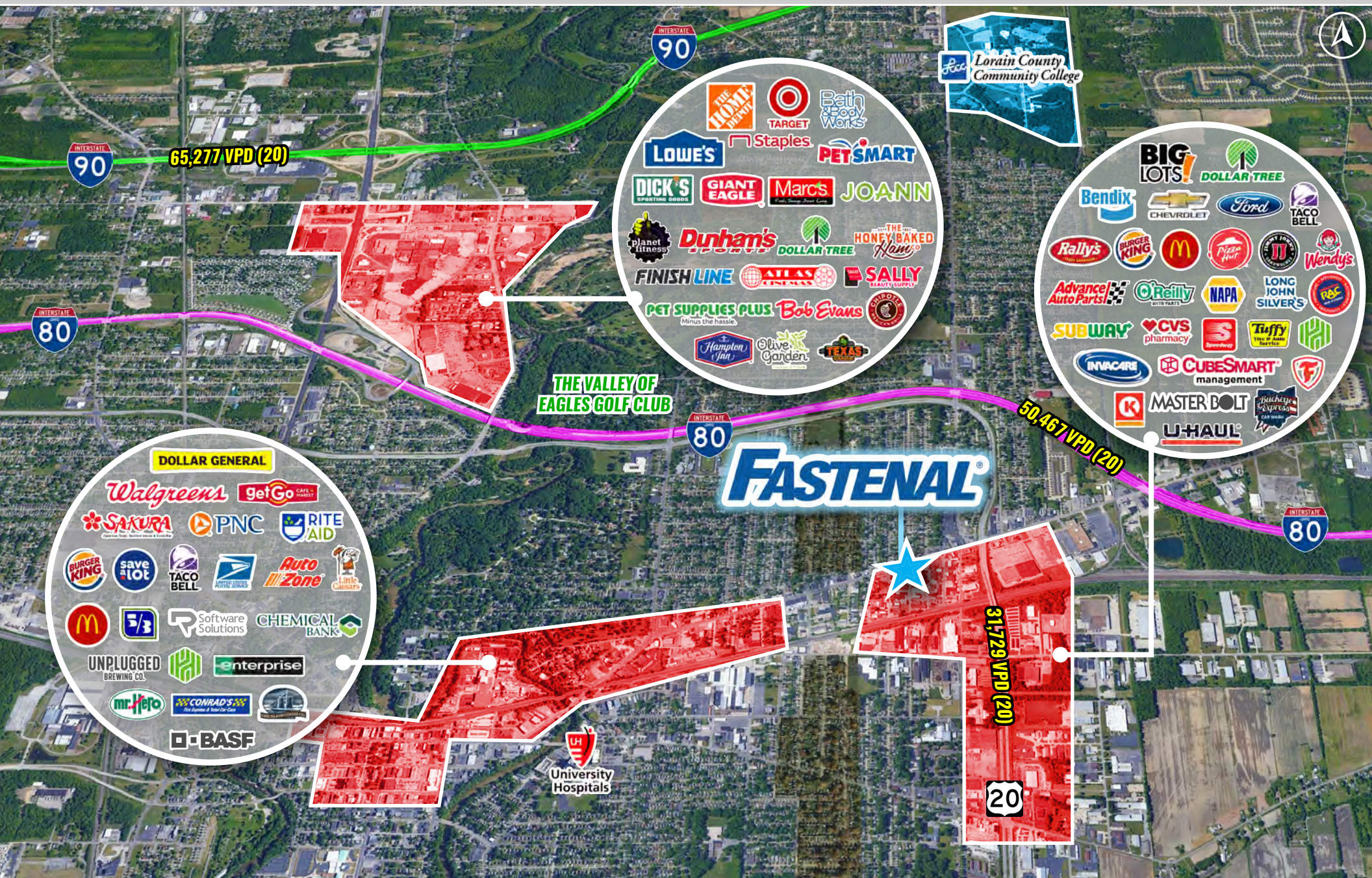
Company	# Of Employees
• Cleveland Clinic	32,251
• University Hospitals	14,518
• Progressive Insurance	8,379
• The MetroHealth System	5,823
• Key Corp	4,812
• Case Western Reserve University	4,512
• Swagelok Co	4,186
• Sherwin-Williams Co	3,430
• Lincoln Electric Co	2,800
• Nestle USA	2,298



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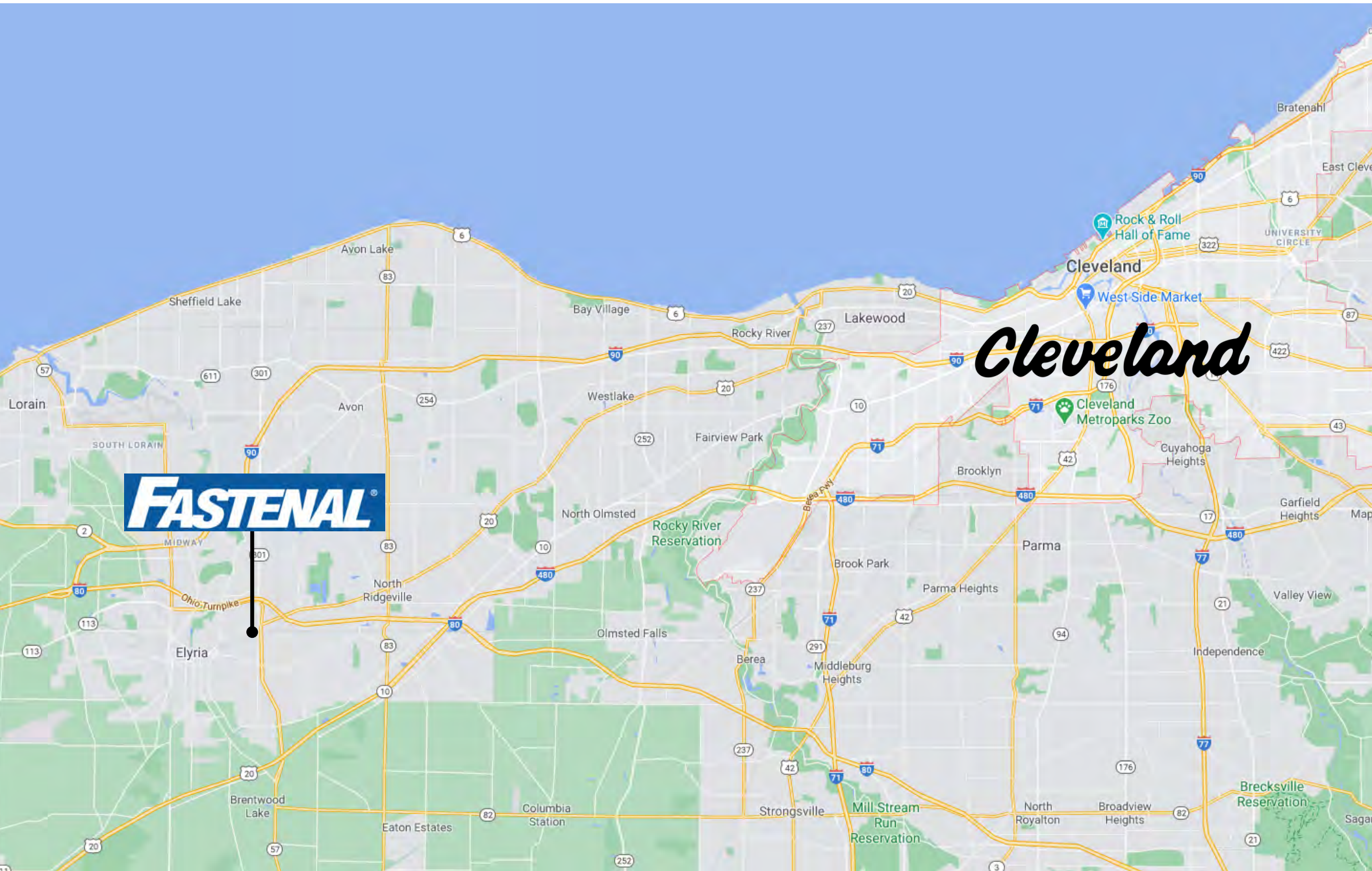
Market Overview - Retail Aerial



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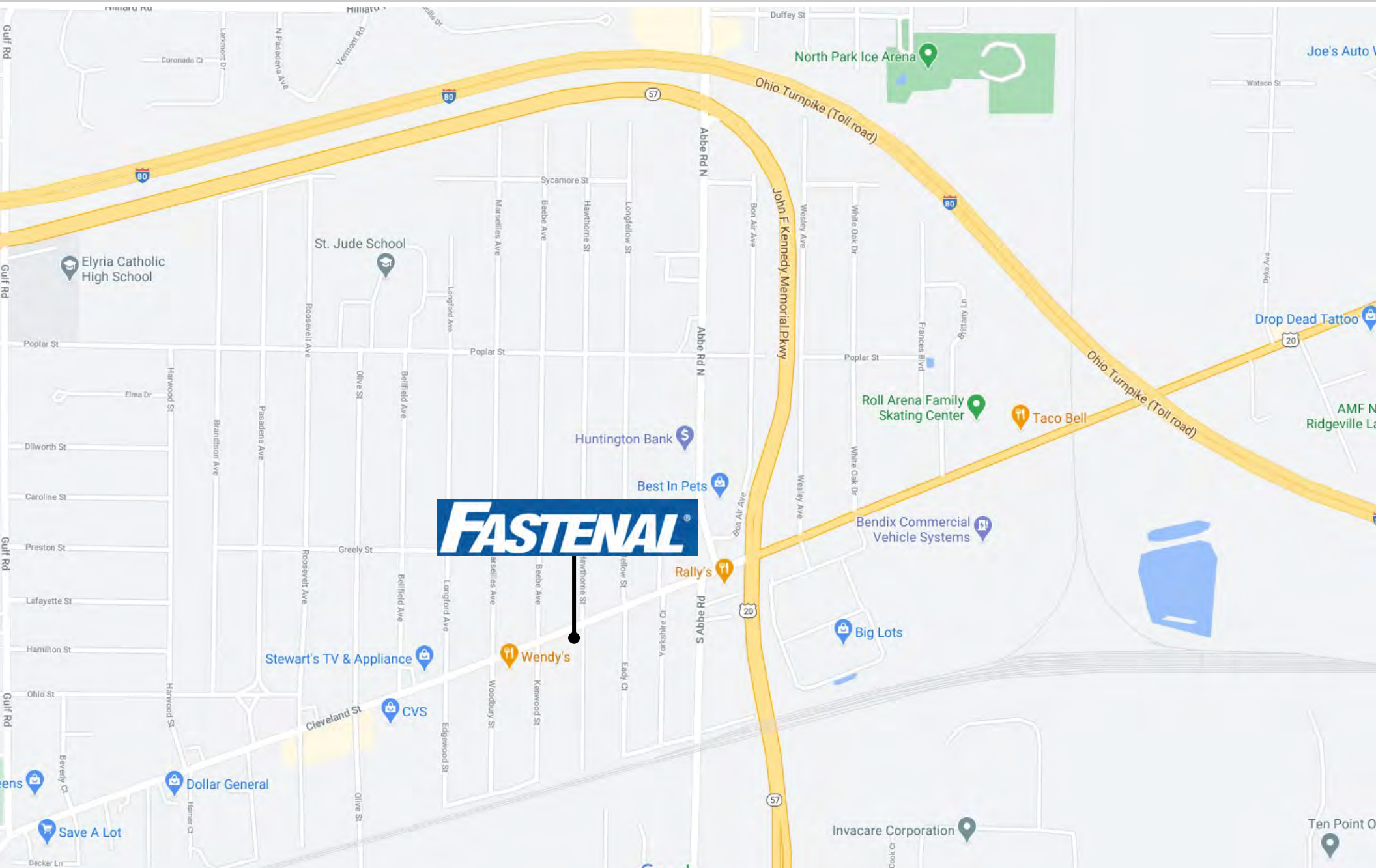
Market Overview - Regional Map



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Market Overview - Local Map



	1 mi	3 mi	5 mi	7 mi
Population				
2020 Estimated Population	9,254	61,632	109,554	176,123
2025 Projected Population	9,128	62,066	111,553	179,296
2010 Census Population	9,267	59,956	103,685	168,196
2000 Census Population	9,467	57,089	96,743	156,913
Households				
2020 Estimated Households	3,912	24,771	43,632	69,453
2025 Projected Households	3,860	24,907	44,364	70,629
2010 Census Households	3,891	24,202	41,449	66,382
2000 Census Households	3,944	22,509	37,670	59,501
Age (2020)				
Est. Population Under 10 Years	12.3%	12.6%	11.9%	11.4%
Est. Population 10-19	12.7%	13.2%	13.1%	13.3%
Est. Population 20-30	11.9%	12.2%	12.6%	13.0%
Est. Population 30-44	19.0%	17.8%	16.9%	16.1%
Est. Population 45-59	19.9%	19.2%	20.0%	20.3%
Est. Population 60-74	17.3%	17.9%	18.2%	18.6%
Est. Population 75 Years or Over	6.9%	7.2%	7.2%	7.2%
Income (2020)				
Est. HH Inc \$200,000 or more	0.1%	0.9%	1.6%	2.6%
Est. HH Inc \$150,000 to \$199,999	1.0%	4.1%	5.0%	6.5%
Est. HH Inc \$100,000 to \$149,999	10.1%	13.0%	13.4%	14.2%
Est. HH Inc \$75,000 to \$99,999	13.1%	12.6%	13.4%	13.6%
Est. HH Inc \$50,000 to \$74,999	25.6%	19.9%	19.7%	18.6%
Est. HH Inc \$35,000 to \$49,999	15.9%	14.6%	15.0%	14.0%
Est. HH Inc \$25,000 to \$34,999	11.3%	9.9%	10.2%	9.5%
Est. HH Inc \$15,000 to \$24,999	10.6%	11.4%	10.3%	9.8%
Est. HH Inc Under \$15,000	12.3%	13.8%	11.3%	11.0%
Est. Average Household Income	\$ 58,357	\$ 64,784	\$ 68,927	\$ 74,325
Est. Median Household Income	\$ 49,848	\$ 50,387	\$ 53,644	\$ 56,814
Est. Per Capita Income	\$ 24,673	\$ 26,038	\$ 27,451	\$ 29,310