

#### PRESENTED BY @ GOODMAN INVESTMENT GROUP

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Goodman Real Estate Services Group is the Northern Ohio partner of ChainLinks Retail Advisors, the nation's leading retail-focused real estate services and commercial property brokerage organization.

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## **INVESTMENT SUMMARY**



ADDRESS	6842-6860 Pearl Road Middleburg Heights, Ohio 44130					
PROPERTY TYPE	Nationally Anchored Strip Center					
TENANTS	Service: Chipotle, Citizens, Smoothie King, Potbelly, AT&T  Medical: SVS Vision, Health Express Urgent Care					
MARKET	Cleveland, Ohio MSA					
POPULATION	2,058,844					
YEAR BUILT	2023					
BUILDING SIZE	15,690 Square Feet					
LAND SIZE	2.34 Acres					
PERCENT LEASED	100%					
LEASE TERM REMAINING	8.5-10 Years (All Tenants)					
NET OPERATING INCOME	\$610,778.85					
CARRATE	<b>Years 1-4:</b> 6.25%					
CAP RATE	Years 5-9: 6.89%					

**PEARL PLAZA** 

**PROPERTY** 

## **INVESTMENT HIGHLIGHTS**



## **PROPERTY DESCRIPTION**



## **PROPERTY DESCRIPTION**

For sale to qualified investors is a brand-new, corporate-credit dominant, service-oriented strip center located in Middleburg Heights, Ohio. Featuring new construction and neighboring Aldi shadow-anchor, this two-building retail strip includes Chipotle (NYSE: CMG), Citizens Bank (NYSE: CFG), Potbelly (Nasdaq: PBPB), AT&T (TS Mobility, Inc.), SVS Vision, Inc., Health Express Urgent Care and Smoothie King. Citizens and Chipotle both include end-cap locations with newest drive-thru corporate prototypes. Opened in 2023, leases feature desired triple-net pass-through structure and have an average of 9.5 years of base term remaining, plus options. The property has multiple access points on Pearl Road (25,000+ VPD), including signalized access shared with Giant Eagle, BJ's Wholesale Club, Marshall's, Petco, Burlington, OfficeMax and more. The property is situated in the center of an extremely dense population base with over 84,000 people in just a 3 miles radius and corresponding incomes over \$73,000. Due to the high residential density, large retail development opportunities are scare, making the intersection of Pearl Road and West 130th the core of the retail market for this nearby population.

Lincoln Center.

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









# **PROPERTY PHOTOS** CHIPOTLE) SVSVISION T&TA

# PARCEL MAP



## **NOI BUDGET**

#### **VALUATION SUMMARY | 2025 NOI BUDGET**

INCOME		(	Occupancy: 100%	OPERATING EXPENSES	
BASE RENTAL INCOME					2025
Tenant	Size (SF)	Annual Rent	PSF	Landscaping	\$8,210.00
Citizens Bank	2,421	\$99,600.00	\$41.14	Snow Removal	\$25,050.07
Smoothie King	1,266	\$50,007.00	\$39.50	Parking Lot Cleaning	\$7,618.09
Urgent Care	3,210	\$134,820.00	\$42.00	Common Area Lighting	\$3,467.42
Potbelly	2,203	\$92,526.00	\$42.00	Rubbish	\$1,536.48
Chipotle	2,350	\$85,775.00	\$36.50	Backflow Test	\$256.00
SVS Vision	2,400	\$81,600.00	\$34.00	Real Estate Taxes	\$104,240.96
ATT	1,840	\$73,600.00	\$40.00	Insurance (\$0.30 psf)	\$4,707.00
Total	15,690	\$617,928.00		Management Fees (3%)	\$23,190.42
				Reserves (\$0.10 psf)	\$1,569.00
REIMBURSED EXPENSES	S			Total	\$179,845.44
CAM		\$46,138.06			
Real Estate Taxes		\$104,240.96		<b>Total Operating Expenses</b>	\$179,845.44
Insurance		\$4,707.00		Net Operating Income	\$610,778.85
Admin		\$3,868.95			
Management		\$13,741.32			
Total		\$172,696.29			
	GROSS A	NNUAL RENT	\$617,928.00	CAPRATE	PRICING
	GROSS ANN	UAL INCOME	\$790,624.29	6.25%	\$9,772,000

# **RENT ROLL**

TENANT NAME	SQUARE	PRO	LEASE	TERM	RENTA	L RATES	DOE	RECOVERY	
TENANT NAME	FEET	RATA	BEGIN	END	BEGIN	ANNUALLY	PSF	ТҮРЕ	COMMENTS/OPTIONS
Chipotle	2,350	14.98%	6-13-2023	6-30-2033	Current 7-1-2028 <b>Options:</b> 7-1-2033 7-1-2038 7-1-2043	\$85,775.04 \$94,352.50 \$103,400.00 \$114,186.48 \$125,607.48	\$36.50 \$40.15 \$44.17 \$48.59 \$53.45	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, and insurance, excluding management and administrative fees.  Options: Three 5-year options to extend, to be exercised 120 days prior to lease expiration.  HVAC Repairs and Replacement: Tenant responsibility
SVS Vision	2,400	15.3%	9-9-2023	9-30-2033	Current 10-1-2028 <b>Options:</b> 10-1-2033 10-1-2038	\$81,600.00 \$89,760.00 \$98,736.00 \$108,600.00	\$34.00 \$37.40 \$41.14 \$45.25	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, insurance, management and 10% admin on CAM.  Options: Two 5-year options to extend, to be exercised 180 days prior to lease expiration.  HVAC Repairs and Replacement: Tenant responsibility
AT&T	1,840	11.73%	7-5-2023	7-31-2033	Current 8-1-2028 <b>Options:</b> 8-1-2033 8-1-2038	\$73,600.00 \$82,800.00 \$92,000.00 \$101,200.00	\$40.00 \$45.00 \$50.00 \$55.00	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance (excluding management), taxes, insurance, and 10% admin on CAM.  Options: Two 5-year options to extend, to be exercised 8 months prior to lease expiration.  HVAC Repairs and Replacement: Tenant responsibility
Citizens Bank	2,421	15.43%	10-1-2023	9-30-2033	Current 10-1-2028 <b>Options:</b> 10-1-2033 10-1-2038	\$99,600.00 \$109,560.00 \$120,516.00 \$132,580.80	\$41.14 \$45.25 \$49.78 \$54.76	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, insurance, and management.  Options: Two 5-year options to extend, to be exercised 180 days prior to lease expiration.  HVAC Repairs and Replacement: Tenant responsibility
Smoothie King	1,266	8.07%	12-10-2023	12-31-2033	Current 1-1-2029 <b>Options:</b> 1-1-2034 1-1-2039	\$50,007.00 \$54,000.00 \$58,320.00 \$62,985.60	\$39.50 \$42.65 \$46.07 \$49.75	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, insurance, management and 15% admin on CAM.  Options: Two 5-year options to extend, to be exercised between 6 and 8 months prior to lease expiration.  HVAC Repairs and Replacement: Tenant responsibility

# **RENT ROLL**

TENANT NAME SQUAR		PRO	LEASE TERM		RENTAL RATES		PSF	RECOVERY	COMMENTS/OPTIONS	
IENANI NAME	FEET	RATA	BEGIN	END	BEGIN	ANNUALLY	гэг	TYPE	COMMENTS/OFTIONS	
Health Express Urgent Care Centers	3,210	20.46%	9-1-2024	8-31-2034	Current 9-1-2029 <b>Options:</b> 9-1-2034 9-1-2039	\$134,820.00 \$148,302.00 \$163,132.20 \$179,439.00	\$42.00 \$46.20 \$50.82 \$55.90	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance, taxes, insurance, management and 15% admin on CAM.  Options: Two 5-year options to extend, to be exercised between 6 and 8 months prior to lease expiration.  HVAC Repairs and Replacement: Tenant responsibility	
Potbelly	2,203	14.04%	2025	2035	Years 1-5 Years 6-10 Options: Years 11-15 Years 16-20	\$92,526.00 \$101,778.60 \$111,965.52 \$123,152.16	\$42.00 \$46.20 \$50.82 \$55.90	NNN	Tenant reimburses Landlord for its pro rata share of common area maintenance (excluding management), taxes, insurance, and 10% admin on CAM.  Options: Two 5-year options to extend, to be exercised 1 year prior to lease expiration.  HVAC Repairs and Replacement: Tenant responsibility	

#### TENANT INFORMATION



CHIPOTLE MEXICAN GRILL, INC., known simply as Chipotle, is an American chain of fast casual restaurants with locations in the United States, United Kingdom, Canada, Germany, and France, specializing in bowls, tacos and Mission burritos that are made to order in front of the customer. Its name derives from chipotle, the Nahuatl name for a smoked and dried jalapeño chili pepper. Chipotle is one of the first chains of fast casual dining establishments. Founded by Steve Ells on July 13, 1993, Chipotle had 16 restaurants (all in Colorado) when McDonald's Corporation became a major investor in 1998. By the time McDonald's fully divested itself from Chipotle in 2006, the chain had grown to over 500 locations. With more than 3,000 locations in 49 US states, Chipotle currently employs roughly 45,000 people and is one of the largest fast casual restaurant chains in the United States.



Founded in 1974, SVS VISION, INC., is a Michigan-based company with over 80+ locations in nine states. SVS Vision has one of the largest selections of the latest designer frames and contact lenses and utilizes the most advanced technology to offer the most experienced eye care in the industry. With their laboratory and corporate headquarters located in Mt. Clemens, Michigan, SVS Vision proudly supports the local economy, crafts quality lenses and is known for affordable prices. Over half of the 600+ employees who make up the SVS Vision team have been with the company for more than fifteen years – and many have been there for twenty and even thirty years – allowing them to better serve their communities. As a result, the company knows the unique eyecare needs of the neighborhoods they serve better than their competition. SVS is currently growing and seeking new retail locations.



TS Mobility, Inc., is a dominant AT&T Authorized Retailer and is headquartered in Marlton, New Jersey. The group owns and operates over 40 AT&T Stores throughout Ohio and the Mid-Atlantic including Long Island, and, according to their website, are the fastest growing AT&T Authorized Retailer. They offer all AT&T mobile, wireless, home and business solutions that are available through AT&T including 5G products and services and DirectTV.

AT&T Inc. is an American multinational telecommunications holding company headquartered in downtown Dallas, Texas. It is the world's fourth-largest telecommunications company by revenue and the largest wireless carrier in the United States. As of 2023, AT&T was ranked 13th on the Fortune 500 rankings of the largest United States corporations, with revenues of \$120.7 billion. The company is publicly traded on the New York Stock Exchange (T), and currently has over 5,300 stores throughout the United States.

#### TENANT INFORMATION



CITIZENS FINANCIAL GROUP, INC. is an American bank holding company, headquartered in Providence, Rhode Island. Citizens operates 1,078 branches and 4 wealth centers as of August 31, 2023, and over 3,200 ATMs across 11 states under the Citizens Bank brand. Citizens ranks 13th on the list of largest banks in the United States. The company owns the bank Citizens Bank, N.A., which operates in the states of Connecticut, Delaware, Florida, Maryland, Massachusetts, Michigan, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Vermont, and Virginia, as well as Washington, DC. Between 1988 and its 2014 initial public offering, Citizens was a wholly owned subsidiary of Royal Bank of Scotland, before the group sold its last 20.9% stake in the company in October 2015. The bank began trading on the New York Stock Exchange under the ticker symbol CFG in 2014, raising \$3 billion. In June 2016, it was announced that Citizens Financial Group had joined the Fortune 500, where they have remained to this date. In 2023, Citizens was named to FORTUNE's World's Most Admired Company List.



**SMOOTHIE KING FRANCHISES, INC.** is a privately held, New Orleans area-based franchise company and the premier Smoothie Bar and Nutritional Lifestyle Center in the industry. Smoothie King offers guests the original nutritional fresh-blended smoothie and healthy retail products, including sports beverages, energy bars, healthy snacks, vitamin supplements, herbs, minerals and other sports nutrition products. Smoothie King opened its first store in 1973 and started as the first franchised smoothie bar/health food store in the United States in 1989. Smoothie King was ranked the #1 Juice Bar Franchise on Entrepreneur Magazine's Annual Franchise 500 list through 2020, marking the 28th year the brand has occupied the top spot. The ranking is primarily based upon financial strength and stability, growth rate, and system size. The company is also the #1 ranked Smoothie brand focused on health and fitness with close to 1,400 stores with another 100+ opening in the next year.



Potbelly Corporation, known as **POTBELLY SANDWICH SHOP** or Potbelly Sandwich Works, is a publicly traded fast-casual restaurant chain (Nasdaq: PBPB) that focuses on submarine sandwiches and milkshakes. Potbelly was founded in 1977 in Chicago, and its name refers to the potbelly stove. Potbelly's menu features a variety of sandwiches that are all served hot, and the menu includes soup, shakes, smoothies, potato chips and cookies. After only the second store was opened in 1997, Potbelly started a rapid growth to over 300 stores in several states and the District of Columbia in a few years. Potbelly had their IPO on Nasdaq in 2013 to raise \$75 million, and shortly thereafter, the market cap rose to \$650,000,000. Today, Potbelly operates 439 stores and recently reported company wide revenue of \$125 Million.

## TENANT INFORMATION



HEALTH EXPRESS URGENT CARE AND OCCUPATIONAL HEALTH CENTERS was founded in 2014 in Parma, Ohio. The founding partners created the company after observing a need for affordable, reliable and accessible health care in Northeast Ohio. They noticed if a patient was unable to see their primary doctor, their only choice was often the emergency room. There was a great need within the marker for a third option offering quicker, less costly urgent health care with excellent patient care.

As their patients noticed Health Express's commitment to serving outstanding, affordable, and top-rated medical care, Health Express became committed to serving more communities. As the owners are loyal to serving the Northeast Ohio community, they opened our Avon Lake, Ohio, facility in 2017 and facilities in Mayfield Heights and North Ridgeville in 2019. They most recently opened an office in a very underserved area of Cleveland on Pearl Road in 2022 and will open in Middleburg Heights in 2024. The company also began offering virtual care (telemedicine) visits, available daily from the convenience of customers' homes.

## **REGIONAL SNAPSHOT**



## **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 2024 Fortune 500 ranking of the largest U.S. corporations, 10 companies are based in Northeast Ohio.
- According to the 2021 Census Estimate, the Cleveland-Akron-Canton CSA has a population of 3,615,968 people. The area is also home to NBA, NFL, and MLB professional franchises.
- Cleveland hosted the Republican National Convention in 2016, the MLB All-Star Game in 2019, and the NBA All-Star Weekend in 2022. In 2024, all 3 Cleveland teams reached the playoffs for the first time since 1995.
- · 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.



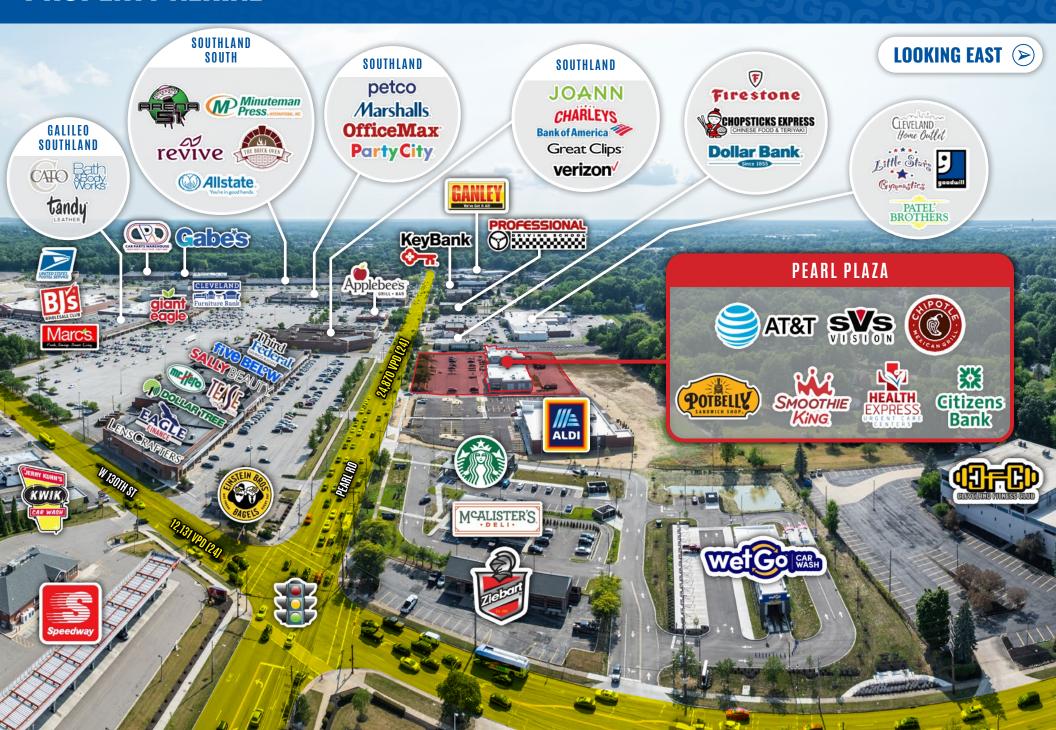
#### **TOP EMPLOYERS**

COMPANY	<b>EMPLOYEES</b>
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
Sherin-Williams Co	3,430
Lincoln Electric Co	2,800
Nestle USA	2,298

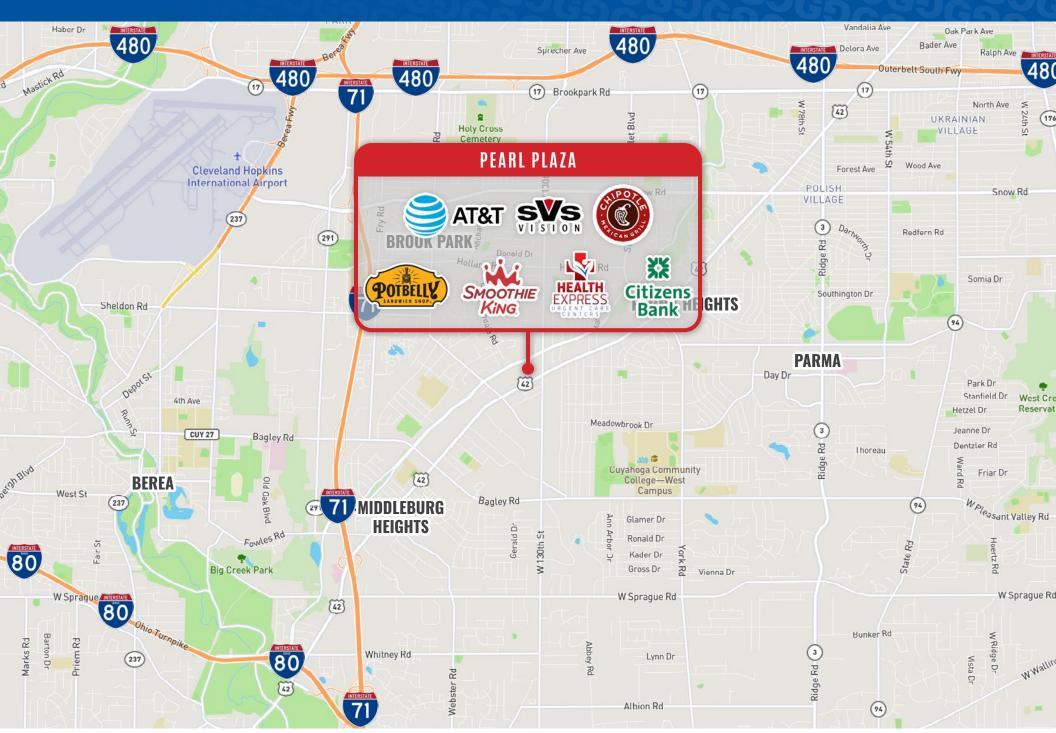
## **PROPERTY AERIAL**



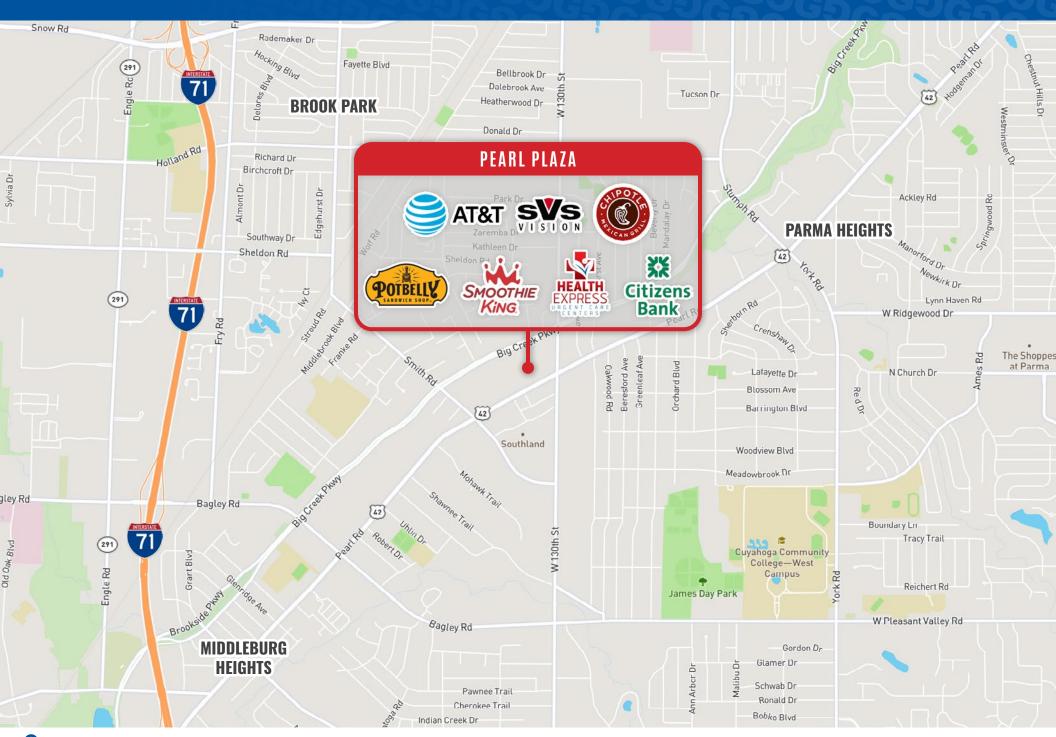
## **PROPERTY AERIAL**



## **REGIONAL MAP**



## **LOCAL MAP**



## **DEMOGRAPHICS**

POPULATION	1 MILE	3 MILE	5 MILE	7 MILE
Current Year Estimated Population	9,994	84,665	229,150	465,535
5 Year Projected Population	9,758	82,687	223,811	453,533
2020 Census Population	10,386	84,581	230,799	471,278

HOUSEHOLDS	1 MILE	3 MILE	5 MILE	7 MILE
Current Year Estimated Households	4,159	37,243	99,863	202,445
5 Year Projected Households	4,059	36,352	97,477	197,113
2020 Census Households	4,298	37,170	100,552	204,722

AGE	1 MILE	3 MILE	5 MILE	7 MILE
Est. Population Under 10 Years	9.3%	10.1%	10.4%	10.8%
Est. Population 10–19	10.1%	9.7%	10.6%	11.0%
Est. Population 20–30	11.0%	11.4%	11.9%	11.9%
Est. Population 30-44	17.3%	19.0%	19.7%	20.1%
Est. Population 45-59	18.9%	18.2%	18.3%	18.3%
Est. Population 60-74	21.8%	21.0%	20.0%	19.4%
Est. Population 75 Years or Over	11.6%	10.6%	9.0%	8.5%

#### **5 MILE RADIUS DEMOGRAPHICS**







43 Median Age



**2.25** Avg. HH Size

#### **AVERAGE HOUSEHOLD INCOME**



1 Mile	\$73,346
3 Mile	\$73,606
5 Mile	\$71,386

INCOME	1 MILE	3 MILE	5 MILE	7 MILE
Est. HH Inc \$200,000 or more	1.2%	2.1%	2.2%	3.0%
Est. HH Inc \$150,000 to \$199,999	5.5%	5.3%	5.0%	6.0%
Est. HH Inc \$100,000 to \$149,999	15.3%	15.3%	14.8%	14.8%
Est. HH Inc \$75,000 to \$99,999	16.1%	15.0%	14.6%	13.6%
Est. HH Inc \$50,000 to 74,999	22.3%	22.0%	20.7%	19.5%
Est. HH Inc \$35,000 to \$49,999	13.3%	12.6%	14.1%	13.6%
Est. HH Inc \$25,000 to \$34,999	10.8%	10.8%	10.3%	10.0%
Est. HH Inc \$15,000 to \$24,999	10.3%	9.4%	9.6%	9.8%
Est. HH Inc Under \$15,000	5.3%	7.5%	8.9%	9.7%
Est. Average Household Income	\$73,346	\$73,606	\$71,386	\$74,292
Est. Median Household Income	\$61,681	\$61,142	\$58,213	\$58,024
Est. Per Capita Income	\$30,523	\$32,378	\$31,110	\$32,307

