



Brand New 2024 Construction | Investment Grade Tenant (NYSE: SHW; S&P BBB)



REPRESENTATIVE PHOTO

OFFERING MEMORANDUM
JANESVILLE, WISCONSIN (MADISON MSA)

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THE SULO GROUP

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Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a single tenant property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors. Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any single tenant property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this single tenant property.

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WISCONSIN REALTORS® ASSOCIATION
4801 Forest Run Road, Madison, WI 53704

Marcus & Millichap Real Estate
Effective July 1, 2016

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Drafted by Attorney Debra Peterson Conrad

Marcus & Millichap Real Estate Services
13890 Bishop's Drive Suite 300
Brookfield, WI 53005

1 Prior to negotiating on your behalf the brokerage firm, or an agent associated with the firm, must provide you the
2 following disclosure statement:
3 **DISCLOSURE TO CUSTOMERS** You are a customer of the brokerage firm (hereinafter Firm). The Firm is either an agent
4 of another party in the transaction or a subagent of another firm that is the agent of another party in the transaction. A
5 broker or a salesperson acting on behalf of the Firm may provide brokerage services to you. Whenever the Firm is
6 providing brokerage services to you, the Firm and its brokers and salespersons (hereinafter Agents) owe you, the
7 customer, the following duties:

- 8 (a) The duty to provide brokerage services to you fairly and honestly.
- 9 (b) The duty to exercise reasonable skill and care in providing brokerage services to you.
- 10 (c) The duty to provide you with accurate information about market conditions within a reasonable time if you request
11 it, unless disclosure of the information is prohibited by law.
- 12 (d) The duty to disclose to you in writing certain Material Adverse Facts about a property, unless disclosure of the
13 information is prohibited by law (see lines 42-51).
- 14 (e) The duty to protect your confidentiality. Unless the law requires it, the Firm and its Agents will not disclose your
15 confidential information or the confidential information of other parties (see lines 23-41).
- 16 (f) The duty to safeguard trust funds and other property held by the Firm or its Agents.
- 17 (g) The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the
18 advantages and disadvantages of the proposals.

19 Please review this information carefully. An Agent of the Firm can answer your questions about brokerage services,
20 but if you need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home
21 inspector. This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a
22 plain-language summary of the duties owed to a customer under section 452.133(1) of the Wisconsin statutes.

23 **CONFIDENTIALITY NOTICE TO CUSTOMERS** The Firm and its Agents will keep confidential any information given to the
24 Firm or its Agents in confidence, or any information obtained by the Firm and its Agents that a reasonable person
25 would want to be kept confidential, unless the information must be disclosed by law or you authorize the Firm to
26 disclose particular information. The Firm and its Agents shall continue to keep the information confidential after the
27 Firm is no longer providing brokerage services to you.

28 The following information is required to be disclosed by law:

- 29 1. Material Adverse Facts, as defined in Wis. Stat. § 452.01(5g) (see lines 42-51).
- 30 2. Any facts known by the Firm or its Agents that contradict any information included in a written inspection
31 report on the property or real estate that is the subject of the transaction.

32 To ensure that the Firm and its Agents are aware of what specific information you consider confidential, you may
33 list that information below (see lines 35-41) or provide that information to the Firm or its Agents by other means. At a
34 later time, you may also provide the Firm or its Agents with other Information you consider to be confidential.

35 **CONFIDENTIAL INFORMATION:** _____
36 _____
37 _____

38 **NON-CONFIDENTIAL INFORMATION** (The following information may be disclosed by the Firm and its Agents): _____
39 _____
40 _____

41 _____ (Insert information you authorize to be disclosed, such as financial qualification information.)

42 **DEFINITION OF MATERIAL ADVERSE FACTS**

43 A "Material Adverse Fact" is defined in Wis. Stat. § 452.01(5g) as an Adverse Fact that a party indicates is of such
44 significance, or that is generally recognized by a competent licensee as being of such significance to a reasonable
45 party, that it affects or would affect the party's decision to enter into a contract or agreement concerning a transaction
46 or affects or would affect the party's decision about the terms of such a contract or agreement.

47 An "Adverse Fact" is defined in Wis. Stat. § 452.01(1e) as a condition or occurrence that a competent licensee
48 generally recognizes will significantly and adversely affect the value of the property, significantly reduce the structural
49 integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information
50 that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a
51 contract or agreement made concerning the transaction.

52 **NOTICE ABOUT SEX OFFENDER REGISTRY** You may obtain information about the sex offender registry and persons
53 registered with the registry by contacting the Wisconsin Department of Corrections on the Internet at
54 <http://www.doc.wi.gov> or by telephone at 608-240-583

OFFERING SUMMARY

PROPERTY ADDRESS

Sherwin-Williams
 3301 Deerfield Drive
 Janesville, WI 53546

OFFERING SUMMARY	
Price:	\$2,467,000
Cap Rate:	6.00%
Net Operating Income:	\$148,000
Building Square Footage:	3,500 Sq Ft
Year Built:	2024
Lot Size:	+/- 1.80 Acres

LEASE SUMMARY	
Tenant:	The Sherwin-Williams Company
Guaranty:	Corporate
Rent Commencement:	Est. 5/24/2024
Lease Expiration:	Est. 5/31/2034
Lease Term:	10 Years
Lease Type:	Double Net
Roof and Structure:	Landlord Responsible
Rental Increases:	10.00% Every 5 Years in the Options
Renewal Options:	Three, Five-Year
Right of First Refusal:	None

OPERATING DATA				
Year	Start Date	End Date	Annual Rent	Cap Rate
1-10	5/24/2024	5/31/2034	\$148,000	6.00%
11-15 (Option 1)	6/1/2034	5/31/2039	\$162,800	6.60%
16-20 (Option 2)	6/1/2039	5/31/2044	\$179,080	7.26%
21-25 (Option 3)	6/1/2044	5/31/2049	\$196,988	7.98%

INVESTMENT HIGHLIGHTS

- **Brand New 2024 Construction**
 - Brand new 10-year lease
 - Increases of 10% every 5 years commencing in the option periods
- **Investment Grade Tenant (NYSE: SHW | S&P BBB)**
 - Sherwin-Williams has over 5,000 locations and employs over 64K people. AZO; S&P BBB
 - Sherwin-Williams branded products are sold exclusively through a chain of more than 5,000 company operated stores and facilities in the United States, Canada, the Caribbean and Latin America.
 - Sherwin-Williams reported revenues of \$23.05B in 2023, an increase of 4.1%.
 - Sherwin-Williams ranks at number 175 on the Fortune 500 list.
- **Outparcel to Pine Tree Plaza and Home Depot**
 - Pine Tree Plaza is a 184,834 square foot shopping center anchored by TJ Maxx, HomeGoods, Michaels, Old Navy, and Petco.
 - Pine Tree Plaza is situated in the middle of the area's retail trade corridor, just minutes from Walmart Supercenter, Home Depot and Target, with excellent visibility from I-90.
- **Outside of Major Wisconsin Metro, Madison**
 - The Madison metro is situated in south-central Wisconsin, roughly 80 miles west of Milwaukee, 150 miles northwest of Chicago and 270 miles southeast of Minneapolis.
 - Madison is the state's capital city and comprises more than 60% of the metro's population, with 281,000 citizens.
 - The largest public university in the state is also located in the city of Madison, providing local employers with a stream of young and educated personnel.



SITE PLAN



AERIAL OVERVIEW



AERIAL OVERVIEW



PINE TREE PLAZA

Buckle

I-39 ALT
 25,654 CPD

Subject Property

Deerfield Dr

53,548 CPD

INTERSTATE
90

TENANT PROFILE

A Global Leader in Paints and Coatings

Founded in 1866 and headquartered in Cleveland, Ohio, our Company has spent the last 155+ years creating a legacy of growth, creativity and innovation to meet the needs of our dedicated workforce and our growing global customer base.

The Sherwin-Williams Company delivers the best in paint and coatings products to the world. Every day, our more than 64,000 employees provide the energy and experience to build on our track record of success – enabling us to innovate and grow in new and exciting ways. With our people as the foundation of our Company, we offer industry-leading innovation, value-added service and expertise, and differentiated distribution to our growing base of professional, industrial, commercial and consumer customers.

Sherwin-Williams has one of the industry’s most recognized portfolios of branded and private-label products. The Company’s Sherwin-Williams® branded products are sold exclusively through a chain of more than 5,000 company operated stores and facilities in the United States, Canada, the Caribbean and Latin America.

Additional brands are sold through leading mass merchandisers, home centers, independent paint dealers, hardware stores, automotive retailers, and industrial distributors across North America and in parts of Europe, China, Australia and New Zealand. We also supply a broad range of highly engineered solutions for the construction, industrial, packaging and transportation markets in more than 120 countries around the world.



- Company Type:** Public (NYSE: SHW | S&P BBB Investment Grade)
- Location:** 5,000 in United States, Canada, the Caribbean and Latin America
- Website:** <https://www.sherwin-williams.com/>

BBB
Investment
Grade Tenant

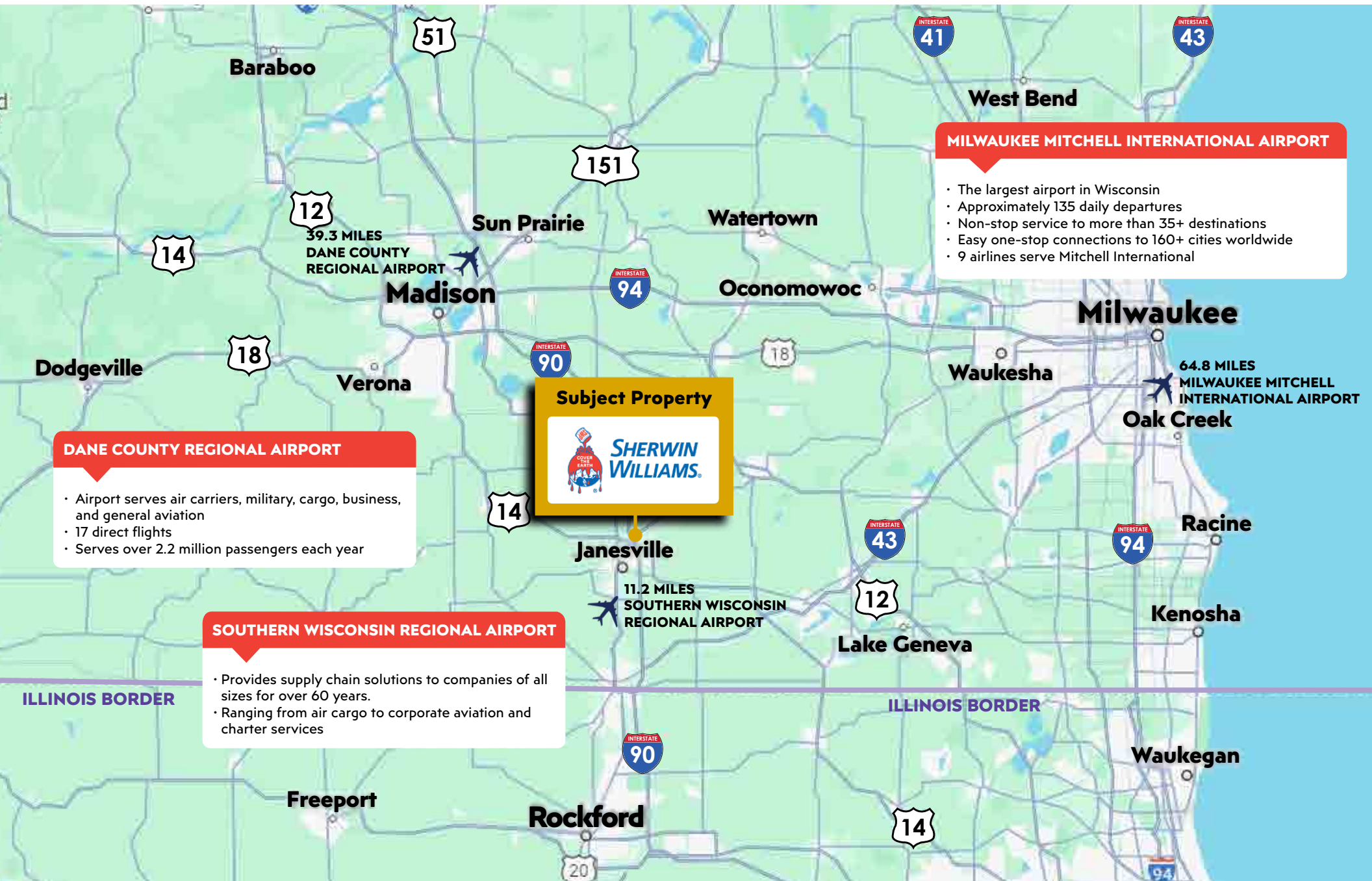
\$23.03B
2023 FYE
Revenue

5,000+
of
Locations

PROPERTY PHOTOS - CONSTRUCTION AS OF 4/5/2024



REGIONAL MAP



DANE COUNTY REGIONAL AIRPORT

- Airport serves air carriers, military, cargo, business, and general aviation
- 17 direct flights
- Serves over 2.2 million passengers each year

SOUTHERN WISCONSIN REGIONAL AIRPORT

- Provides supply chain solutions to companies of all sizes for over 60 years.
- Ranging from air cargo to corporate aviation and charter services

MILWAUKEE MITCHELL INTERNATIONAL AIRPORT

- The largest airport in Wisconsin
- Approximately 135 daily departures
- Non-stop service to more than 35+ destinations
- Easy one-stop connections to 160+ cities worldwide
- 9 airlines serve Mitchell International

Subject Property



AREA OVERVIEW

JANESVILLE

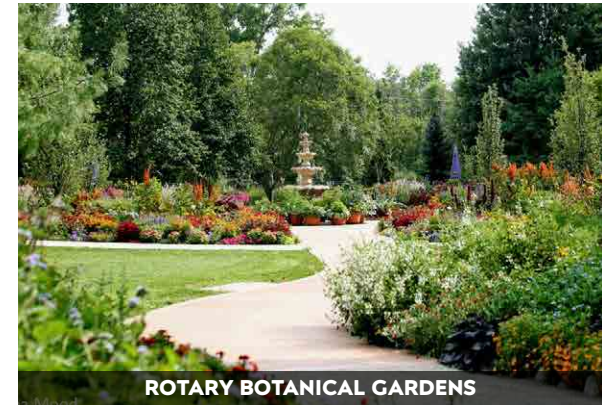
- Janesville, “Wisconsin’s Park Place,” has hundreds of acres of parks and trails to explore.
- Take in the blooming beauty of the award-winning botanical gardens and discover the charm of the 13 historic districts and quaint downtown.
- Savor local craft beer and wine with loved ones and dine at dozens of tasty restaurants.
- In summer, grab friends and family to watch the best water-ski show team in the world together in this south-central Wisconsin gem.
- From restaurants to shopping to overnight accommodations, we have it all. Plus, an array of year-round events offer a little bit of everything, no matter what your taste or style.
- The city is the seat of the two-year University of Wisconsin–Rock County (1966) and Blackhawk Technical College (1968).

MADISON

- The Madison metro is situated in south-central Wisconsin, roughly 80 miles west of Milwaukee, 150 miles northwest of Chicago and 270 miles southeast of Minneapolis.
- Madison is the state’s capital city and comprises more than 60% of the metro’s population, with 281,000 citizens.
- The largest public university in the state is also located in the city of Madison, providing local employers with a stream of young and educated personnel.
- 2nd largest city in Wisconsin and the 81st largest city in the U.S. Madison is one of only two major U.S. cities built on an isthmus. It’s nestled between lakes Mendota and Monona.
- Madison is home to the world’s largest Brat Fest, held annually on Memorial Day weekend. More than 4 million brats have been sold at the festival since 1983.
- The city is home to over 260 parks, 6,000 acres of parkland and more than 200 miles of off-road and multi-use paths and trails.

ECONOMY

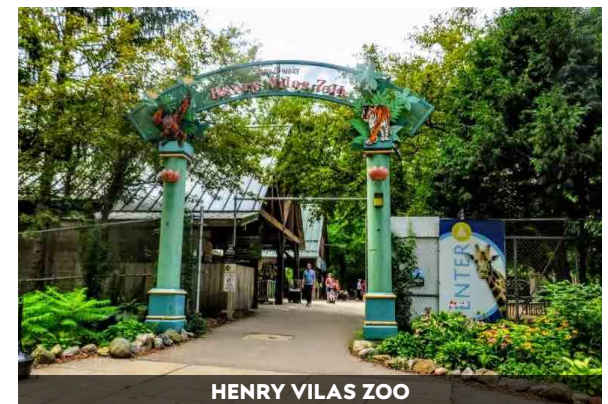
- The University of Wisconsin-Madison is a boon for startups and collaborative research endeavors.
- Madison’s deep pool of educated workers supports major software and insurance operations, such as Epic Systems, WPS Health Insurance and American Family Insurance.
- The headquarters and research and development center for Sub-Zero is in Madison, while the Lands’ End headquarters is located just south of Madison in Dodgeville.
- Many tourists pass through the Madison metro to vacation in the Wisconsin Dells to the northwest of the market.



ROTARY BOTANICAL GARDENS



UNIVERSITY OF WISCONSIN–ROCK COUNTY




HENRY VILAS ZOO


DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2000 Population	5,045	34,083	61,604
2010 Population	6,859	37,242	64,459
2022 Population	7,018	38,082	65,501
2027 Population	7,058	38,289	65,735
HOUSEHOLDS			
2000 Households	2,031	13,224	24,412
2010 Households	2,817	14,934	26,142
2022 Households	2,916	15,469	26,955
2027 Households	2,951	15,650	27,187
OWNER OCCUPIED HOUSING UNITS			
2000 Owner Occupied Housing Units	49.9%	66.9%	64.9%
2010 Owner Occupied Housing Units	54.8%	70.3%	67.9%
2022 Owner Occupied Housing Units	52.3%	68.1%	65.6%
2027 Owner Occupied Housing Units	52.3%	68.0%	65.5%
RENTER OCCUPIED HOUSING UNITS			
2000 Renter Occupied Housing Units	43.0%	28.7%	30.2%
2010 Renter Occupied Housing Units	45.2%	29.7%	32.1%
2022 Renter Occupied Housing Units	47.7%	31.9%	34.5%
2027 Renter Occupied Housing Units	47.7%	32.0%	34.5%
AVERAGE HOUSEHOLD INCOME	\$72,264	\$83,482	\$77,909


AREA SNAPSHOT




65,501
POPULATION (5-MILE)



66,815
DAYTIME POPULATION (5-MILE)



5.4%
POPULATION GROWTH (2022-2027)



\$72,264
AVERAGE HOUSEHOLD INCOME (1-MILE)