



Sherwin-Williams

\$2,828,000

4710 Bauer Farm Dr., Lawrence, KS 66049 (Kansas City)

- ✓ **New 10-year Net Lease**
- ✓ **Brand New 2021 Construction**
- ✓ **Investment Grade Corporate Tenant (S&P Rated "BBB")**
- ✓ **Pad Site to Sprouts Farmers Market**
- ✓ **Dense Retail Corridor and Heavily Trafficked Area**

The Sherwin-Williams Company is a **global leader** in the manufacture, development, distribution, and sale of paints, coatings, and **related products to professional, industrial, commercial, and retail customers**. Sherwin-Williams branded products are sold exclusively through a **chain of more than 4,800** company-operated stores and facilities.



INVESTMENT OVERVIEW

SHERWIN-WILLIAMS LAWRENCE, KS

FILE PHOTO



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AREA Real Estate Advisors

\$2,828,000

5.25% CAP

NOI

\$148,500

- ✓ **New 10-year corporate net lease with Sherwin-Williams**, with 10% rent increases every 5 years and during the option periods.

Building Area

±4,500 SF

- ✓ **Corporate Guaranteed by Sherwin-Williams**, the Sherwin-Williams Company (S&P rated BBB) operates more than 4,800 stores across the globe.

Land Area

±0.71 AC

- ✓ **Prominent Location just off W 6th St (22,000 VPD)**, near other large retailers, employers, and high quality tenants.

Year Built

2021

- ✓ **Easily accessible location in an affluent and growing area**, average household income of \$97,108 in 1 mile radius and a population of 94,241 in 5 mile radius

Lease Type

Corporate Modified NNN

- ✓ **New 2021 Construction**, the building features an attractive modern façade, constructed using the latest high quality materials and techniques.

Occupancy

100%

- ✓ **College Town**, Sherwin Williams is located less than three miles from the University of Kansas (30,000+ students and 2,500+ faculty).

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.

SECURE
NET LEASE

TENANT OVERVIEW

SHERWIN-WILLIAMS LAWRENCE, KS

Sherwin-Williams

Lessee: Sherwin-Williams

Guarantor: The Sherwin-Williams Company

REVENUE

\$17.9 B

CREDIT RATING

BBB

STOCK TICKER

SHW

TOTAL LOCATIONS

4,800



[sherwin-williams.com](https://www.sherwin-williams.com)

Sherwin-Williams manufactures products under well-known brands such as Sherwin-Williams®, Valspar®, HGTV HOME® by Sherwin-Williams, Dutch Boy®, Krylon®, Minwax®, Thompson's® Water Seal®, Cabot® and many more

Founded in 1866, The Sherwin-Williams Company is a **global leader** in the manufacture, development, distribution, and sale of paints, coatings and related products to professional, industrial, commercial, and retail customers. With **global headquarters** in Cleveland, Ohio, **Sherwin-Williams® branded products** are sold exclusively through a chain of **more than 4,900 company** operated stores and facilities, while the company's other brands are sold through leading mass merchandisers, **home centers, independent paint dealers**, hardware stores, automotive retailers, and industrial distributors.

The Sherwin-Williams Performance Coatings Group supplies a broad range of **highly-engineered solutions** for the construction, industrial, packaging and transportation markets in **more than 120 countries** around the world. Sherwin-Williams shares are traded on the **New York Stock Exchange (symbol: SHW)**.



IN THE NEWS

SHERWIN-WILLIAMS LAWRENCE, KS

Sherwin-Williams sets revenue records as DIY paint sales jump during pandemic

MARY VANAC, JANUARY 28, 2021 (CLEVELAND BUSINESS JOURNAL)

Sherwin-Williams is preparing to build a global headquarters in downtown Cleveland.

Full-year net **income rose 33.9% to \$22.08** per share compared to \$16.49 per share in 2019, while fourth-quarter net income rose 67% to **\$4.46** per share from **\$2.66 per share in the 2019 fourth quarter**.

Adjusting for one-time charges in both years, net income per share increased **16.4% to \$24.58 in 2020 versus \$21.12 in 2019**.

Sherwin-Williams Co. on Thursday reported record sales in the 2020 fourth quarter and year, boosted by pandemic-induced paint sales to homeowners and professional home remodelers and builders. The Cleveland-based paint and coatings maker said its net sales grew 2.6% to a record \$18.4 billion in 2020 and 9.1% in the fourth quarter to a record \$4.5 billion, Sherwin-Williams said in a statement.

The Cleveland company **beat analysts' earnings** expectations in each of the 2020 quarters, according to Zacks Equity Research.

"We finished the year strong in the **fourth quarter driven by 9%** U.S. and Canada same-store **sales growth**, continued North American DIY growth and growth in all industrial end markets," said CEO Morikis said in a statement.

Sherwin-Williams shares were trading **down less than 1% to \$711.62** in noontime trading Thursday.

EXPLORE ARTICLE



Sherwin Williams reports earnings beat, gives strong 2021 outlook

TONYA GARCIA, JANUARY 28, 2021 (MARKET WATCH)

Sherwin-Williams Co. SHW, +1.04% reported fourth-quarter net income of \$407.0 million, or \$4.46 per share, up from \$248.6 million, or \$2.66 per share, last year.

Adjusted EPS of **\$5.09** was ahead of the FactSet consensus of \$4.85. Sales of **\$4.49 billion** were up from **\$4.11 billion** and ahead of the FactSet consensus for **\$4.34 billion**. Fourth-quarter same-store sales in the U.S. and Canada were up **9%**. For the first quarter, Sherwin-Williams expects sales to increase in the high-single digits. The FactSet consensus is for sales of **\$4.34 billion**, suggesting **growth of 4.7%**.

For the year, Sherwin-Williams expects sales to increase in the mid-to-high single digits, EPS in the range of \$23.87 to \$24.67 per share and adjusted EPS in the range of \$26.40 to \$27.20 per share.

The FactSet consensus is for sales of **\$19.13 billion**, up from **\$18.36 billion** this year, or an increase of about **4.3%**. The FactSet EPS consensus is for **\$26.77**. Sherwin-Williams stock has gained **21.4%** over the last year while the benchmark S&P 500 index SPX, **+0.74% is up 14.5%** for the period.

EXPLORE ARTICLE



LEASE OVERVIEW

SHERWIN-WILLIAMS LAWRENCE, KS

Initial Lease Term	10-Years, Plus (4), 5-Years Options to Renew
Rent Commencement	July 2021
Lease Expiration	July 2031
Lease Type	Corporate Modified NNN
Rent Increases	10% Every 5 Years, In Primary Term & Options
Annual Rent Years 1-5	\$148,500
Annual Rent Years 6-10	\$163,350
Option 1	\$179,685
Option 2	\$197,654
Option 3	\$217,419
Option 4	\$239,161

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.





DOLLAR GENERAL

O'Reilly AUTO PARTS

N 2ND STREET
± 14,808 VPD

KANSAS RIVER

W 6TH STREET
± 26,599 VPD

40

IOWA STREET
± 32,797 VPD

59

SPROUTS DISCOUNT FARMERS MARKET TIRE
CVS pharmacy
PET SMART
Starbucks tru by Hilton
TACO BELL

Walmart Supercenter
EAT FIT GO HEALTHY FOODS
SPIN! PIZZA
OLD CHICAGO PIZZA

FREE STATE HIGH SCHOOL
(1,757 STUDENTS)

CHIPOTLE
ups
SUBWAY

APARTMENT ON SIXTH
(332 UNITS)

BAUER FARM DRIVE

Dillon's
Pizza Hut
McDonald's
Arbys
BIG TIRES

SUBJECT PROPERTY
4710 BAUER FARM DR.

QUAIL RUN ELEMENTARY SCHOOL
(443 STUDENTS)

SUBWAY

THE JAYHAWK CLUB

Pinnacle Woods Apartments
(208 UNITS)

ABERDEEN APARTMENTS
(296 UNITS)

LEGENDS PLACE APARTMENTS
(200 UNITS)

THE GREENS AT ALVAMAR APARTMENTS
(152 UNITS)

HuVee

PEPPERTREE APARTMENTS
(233 UNITS)

PARKWAY COMMONS APARTMENTS
(124 UNITS)

DEERFIELD ELEMENTARY SCHOOL
(480 STUDENTS)

Comfort INN & SUITES

Hallmark

DOUBLE TREE by Hilton

LMH HEALTH HOSPITAL
(174 BED)

DUNKIN' DONUTS

PINCKNEY ELEMENTARY SCHOOL
(247 STUDENTS)

TUCKAWAY LAWRENCE
(192 UNITS)

usbank

U-HAUL
KwikShop

Dillon's

Hampton Inn by Hilton

DOLLAR GENERAL

Walgreens

ACE Hardware
Wendy's
O'Reilly AUTO PARTS

WEST MIDDLE SCHOOL
(631 STUDENTS)

The Merc coop

Advance Auto Parts

BURGER KING
TACO BELL
McDonald's

UNITED STATES POSTAL SERVICE

LAWRENCE

NAPA

HILLCREST ELEMENTARY SCHOOL
(306 STUDENTS)

Domino's

Chick-fil-A

MEADOWBROOK APARTMENTS
(627 UNITS)

KwikShop

UNIVERSITY OF KANSAS
(28,500 STUDENTS)

LIBERTY MEMORIAL MIDDLE SCHOOL
(476 STUDENTS)

Dillon's

HIGUCHI BIOMEDICAL RESEARCH AREA

Aaron's HARBOR FREIGHT TOOLS
Quality Tools at Radically Low Prices.

LAWRENCE HIGH SCHOOL
(1,614 STUDENTS)

CRUNCH

Dillon's

Walgreens

CVS pharmacy

NATURAL GROCERS good4u

Checkers LOW FOOD PRICES
Your Local Gig Magnet!
O'Reilly AUTO PARTS

SITE OVERVIEW

SHERWIN-WILLIAMS LAWRENCE, KS

	Year Built	2021
	Building Area	±4,500 SF
	Land Area	±0.71 AC



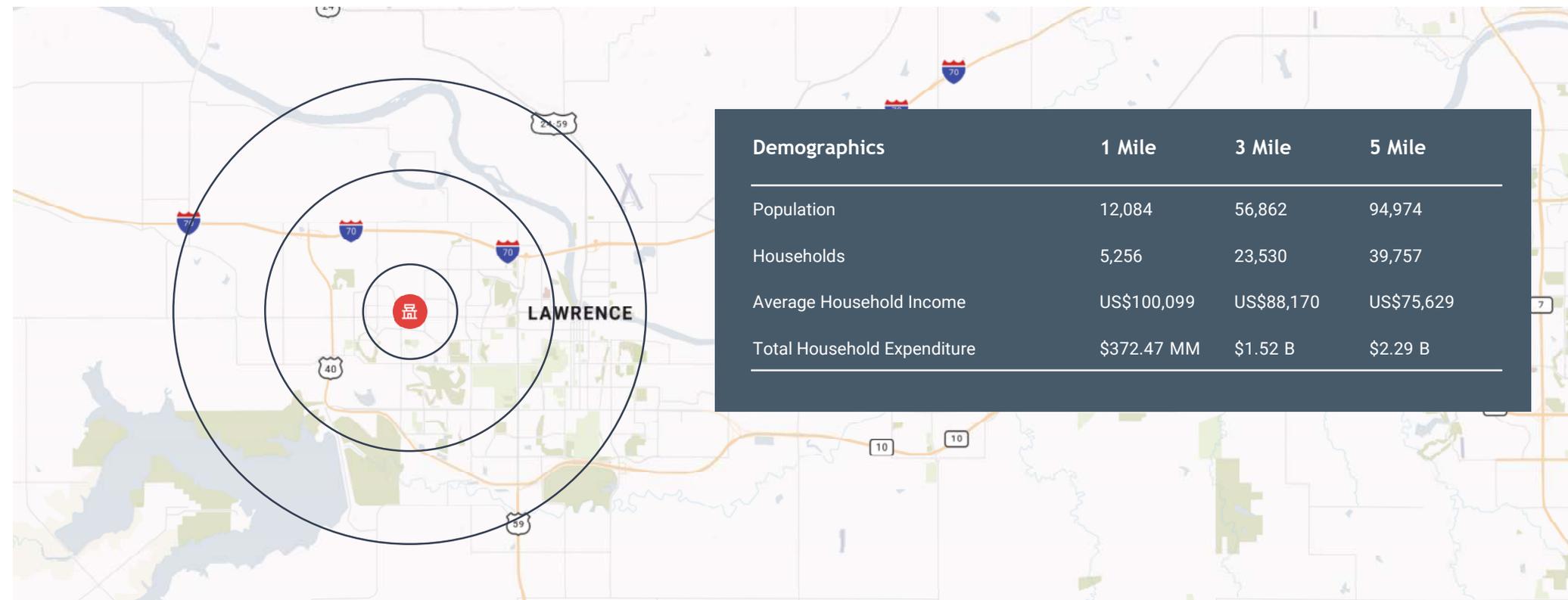
NEIGHBORING RETAILERS

- Walmart Supercenter
- PetSmart
- Dollar General
- Sprouts Farmers Market
- Walgreens
- CVS
- O'Reilly Auto Parts
- Advance Auto Parts
- Taco Bell
- Dillons



LOCATION OVERVIEW

SHERWIN-WILLIAMS LAWRENCE, KS



ECONOMIC DRIVERS (NUMBER OF EMPLOYEES)

1. University of Kansas (10,116)
2. Maximus (2,100)
3. LMH Health (1,450)
4. Hallmark Cards (900)
5. City of Lawrence (849)
6. Amarr Entrematic (800)
7. Berry Global (750)
8. Baker University (500)
9. SS&C Technologies (405)
10. Douglas County (384)
11. USA 800 (300)
12. DCCCA (295)
13. Allen Press (265)
14. Haskell Indian Nations University (250)
15. P1 Group, Inc. (242)

LOCATION OVERVIEW

SHERWIN-WILLIAMS LAWRENCE, KS

Lawrence

Kansas

 96,369
Population

 \$50,429
Median Household Income



The median age of residents in Lawrence is 27.

27

A vibrant college town, Lawrence's cost of living is 9% below the national average.

9%

Lawrence is the county seat of Douglas County and sixth-largest city in Kansas.

The city is located in the northeast section of Kansas, just 45 minutes west of Kansas City, and 30 minutes east of Topeka, the state capital.

The University of Kansas is a major public research and teaching institution, home to over 30,000 students and a faculty of 2,500.

Lawrence is home to both the University of Kansas (KU) and Haskell Indian Nations University. The University of Kansas is a major public research and teaching institution, home to over 30,000 students and a faculty of 2,500. The largest public university in the state, KU's main campus is considered one of the most beautiful in the nation.

Lawrence is situated along the banks of the Kansas and Wakarusa rivers, surrounded by lush, green rolling hills. Strategically located in the heart of the country, near major waterways, highways and airports, Lawrence's diverse economic base includes construction, engineering, biosciences and pharmaceutical research. Combined with young, vibrant and well-educated residents, Lawrence possesses the charm of a small town with all the sophistication and services of a larger city. Lawrence boasts a historic downtown area with many varieties of unique architecture. The National Trust for Historic Preservation ranked Lawrence among its "Dozen Most Distinctive Destinations," touting it as one of the best-preserved and unique communities in America. Cultural attractions abound, including the Lied Center of Kansas, the University of Kansas' multimillion dollar performing arts center. Lawrence's "Main Street" is lined with eclectic boutiques, galleries and eateries and was named one of the "brightest urban streetscapes" in the country by MSN.

IN THE NEWS

SHERWIN-WILLIAMS LAWRENCE, KS

Forbes: Lawrence is the Best Place to Retire in Kansas

(INGRAM'S)

Forbes has released its 2018 rankings of the best places to retire in each state. While Columbia takes the title in Missouri, Lawrence is ranked No. 1 in Kansas. Lindsey Slater, communications director for the Lawrence Chamber of Commerce, says in the past decade, the city has worked to specifically market itself to those reaching retirement age.

"We have seen a lot of **senior living options** pop up," Slater says. "We've got **independent living**, assisted living, any accommodation needed to live, but specifically geared to people over the age of 55."

The advanced medical care, civic engagement, volunteer opportunities and recreation activities the city provides create an oasis for those retiring. "

Lawrence also provides the opportunity for lifelong learning, which speaks to why Columbia was chosen in Missouri. "We have this **large presence of higher education**, and at KU, they have the Osher Lifelong Learning Institute," Slater says. "People can continue to take classes, continue to learn and **continue to meet people** for as long as they would like."

Slater isn't sure if it was Lawrence's efforts that **initially motivated** people began retiring there, or if after people began **showing interest in Lawrence**, the city began catering to their demands. However, she is confident that people feel a pull to go back to Lawrence if they've had **experience** with it in the past.

EXPLORE ARTICLE



Lawrence ranks #17 in 2020 Top 100 Best Places to Live

OCTOBER 12, 2020 (LAWRENCE BUSINESS BEAT)

Lawrence has been named one of the 2020 Top 100 Best Places to Live by Livability.com, outpacing more than 1,000 cities with populations between 20,000 and 1,000,000 in this data-driven ranking.

"The dust is still settling, but the chaos of this year made the things that have always mattered — **affordability, safety, community and opportunity** — matter even more. These 100 fantastic **cities offer** exactly what people are looking for right now."

"The pandemic and ensuing economic turbulence made people rethink their commitment to big, expensive cities, and the rise of remote work provided a unique opportunity to live anywhere."

This year's rankings were informed by each city's "**Opportunity Score**," which consists of several variables centered around the economy, job opportunities and growth. When combined, these points offer a snapshot of the opportunity landscape of each city, and the potential for **businesses and residents to thrive and grow**.

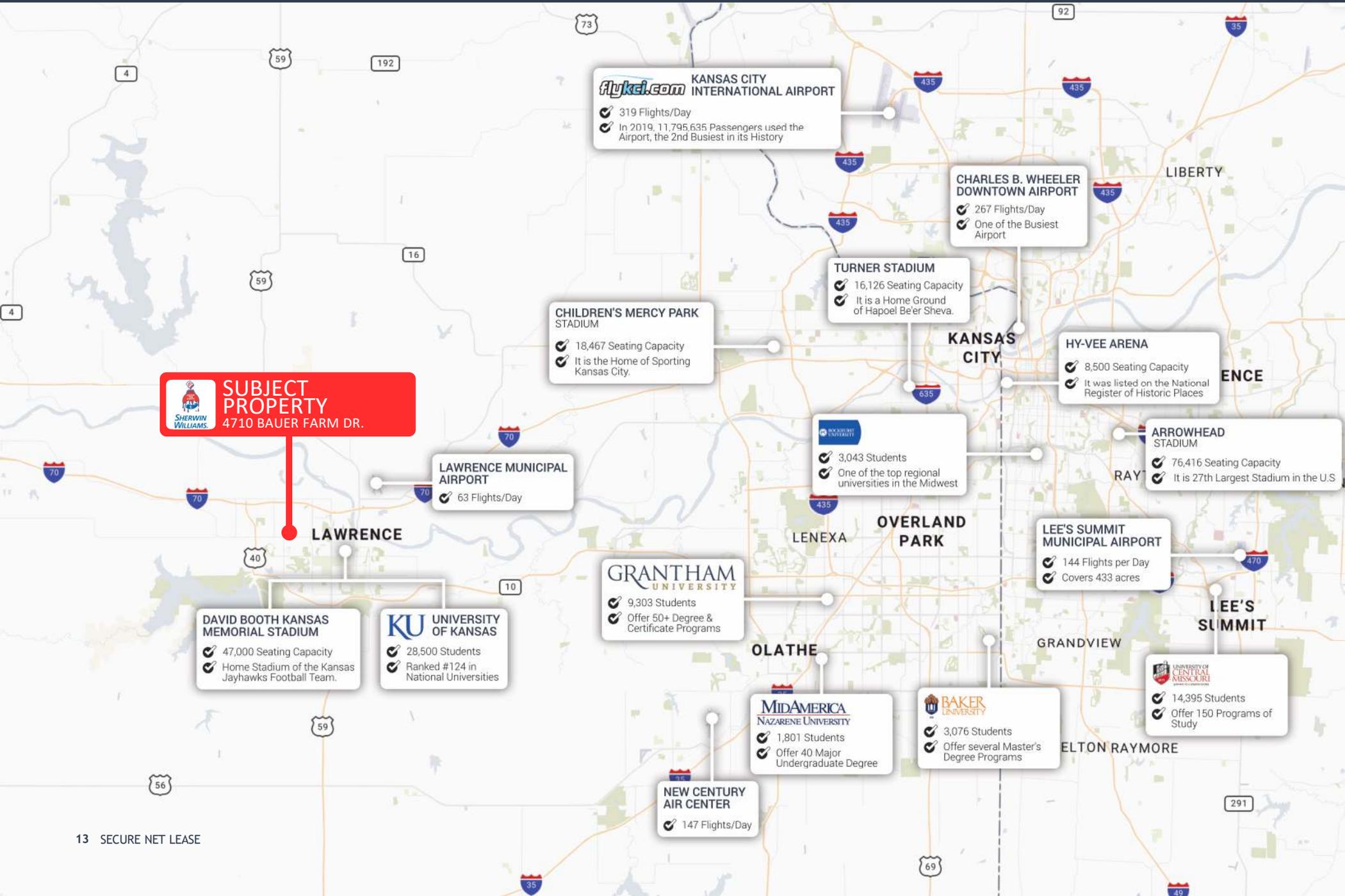
Lawrence has a city with a friendly, Midwestern vibe and plenty of room for families to stretch their wings. The **economy** is robust and jobs are plentiful, ranging from manufacturing to publishing to **data services**. Plus, Lawrence is **an affordable place to live**, so you'll have money to enjoy all the arts, entertainment, cultural and culinary wonders this city has to offer.

EXPLORE ARTICLE



KANSAS CITY MSA

SHERWIN-WILLIAMS LAWRENCE, KS



SUBJECT PROPERTY
 4710 BAUER FARM DR.
 SHERWIN WILLIAMS

flykci.com KANSAS CITY INTERNATIONAL AIRPORT
 ✓ 319 Flights/Day
 ✓ In 2019, 11,795,635 Passengers used the Airport, the 2nd Busiest in its History

CHARLES B. WHEELER DOWNTOWN AIRPORT
 ✓ 267 Flights/Day
 ✓ One of the Busiest Airport

TURNER STADIUM
 ✓ 16,126 Seating Capacity
 ✓ It is a Home Ground of Hapoel Be'er Sheva.

CHILDREN'S MERCY PARK STADIUM
 ✓ 18,467 Seating Capacity
 ✓ It is the Home of Sporting Kansas City.

HY-VEE ARENA
 ✓ 8,500 Seating Capacity
 ✓ It was listed on the National Register of Historic Places

ARROWHEAD STADIUM
 ✓ 76,416 Seating Capacity
 ✓ It is 27th Largest Stadium in the U.S.

LAWRENCE MUNICIPAL AIRPORT
 ✓ 63 Flights/Day

UNIVERSITY OF MISSOURI
 ✓ 3,043 Students
 ✓ One of the top regional universities in the Midwest

LEE'S SUMMIT MUNICIPAL AIRPORT
 ✓ 144 Flights per Day
 ✓ Covers 433 acres

DAVID BOOTH KANSAS MEMORIAL STADIUM
 ✓ 47,000 Seating Capacity
 ✓ Home Stadium of the Kansas Jayhawks Football Team.

KU UNIVERSITY OF KANSAS
 ✓ 28,500 Students
 ✓ Ranked #124 in National Universities

GRANTHAM UNIVERSITY
 ✓ 9,303 Students
 ✓ Offer 50+ Degree & Certificate Programs

MIDAMERICA NAZARENE UNIVERSITY
 ✓ 1,801 Students
 ✓ Offer 40 Major Undergraduate Degree

BAKER UNIVERSITY
 ✓ 3,076 Students
 ✓ Offer several Master's Degree Programs

UNIVERSITY OF CENTRAL MISSOURI
 ✓ 14,395 Students
 ✓ Offer 150 Programs of Study

NEW CENTURY AIR CENTER
 ✓ 147 Flights/Day

CALL FOR ADDITIONAL INFORMATION

Dallas

Office

10000 N Central Expressway
Suite 200
Dallas, TX 75231
(214) 522-7200

Los Angeles

Office

123 Nevada Street
El Segundo, CA 90245
(424) 224-6430

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