

# UPLAND

REAL ESTATE GROUP, INC.



## SITEONE LANDSCAPE SUPPLY

8400 60th St | Stillwater (Minneapolis/St. Paul), MN | 55082

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*Look Upland. Where Properties & People Unite!*

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Upland Real Estate Group, Inc. hereby advises all prospective purchasers of Net Leased property as follows:

The information contained in this Marketing Package has been obtained from sources we believe to be reliable. However, Upland Real Estate Group, Inc. has not and will not verify any of this information, nor has Upland Real Estate Group, Inc. conducted any investigation regarding these matters. Upland Real Estate Group, Inc. makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Package is not a substitute for your thorough due diligence investigation of this investment opportunity. Upland Real Estate Group, Inc. expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Package are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial, legal and other advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased 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, financial and other advisors must request and carefully review all legal, financial and other documents related to the property and tenant. While 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.

All information, including price change and withdrawal from the market, is subject to change without notice.

**By accepting this Marketing Package you agree to release to Upland Real Estate Group, Inc. and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.**

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- SiteOne Landscape Supply has 6+ years remaining on a NN lease with 3% annual increases.
- This location has operated as a landscape supply & nursery store since 1974.
- Traffic counts on Highway 36 is 38,500 vehicles per day. Nearby tenants include Fleet Farm, Target, Walmart, Menards, and more.
- Population of 96,695 within a 5-mile radius and average household income of \$133,830.
- New shingled roof installed in 2020 with warranty.
- SiteOne Landscape Supply is the largest and only national wholesale distributor of landscaping products in the United States and Canada. SiteOne operates over 690 stores across 45 states and 6 Canadian provinces.
- Located in the Minneapolis/St. Paul metropolitan area, Stillwater is situated along the St. Croix River and is considered the historic birthplace of Minnesota.

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**INVESTMENT SUMMARY**

|                         |              |
|-------------------------|--------------|
| <b>PRICE</b>            | \$4,068,350  |
| <b>CAP</b>              | 6.35%        |
| <b>NOI</b>              | \$258,340.34 |
| <b>RENT/SF</b>          | \$25.24      |
| <b>RENT ADJUSTMENTS</b> |              |
| <b>YEARS 1-10:</b>      | 3% Annually  |
| <b>RENEWAL OPTIONS</b>  | 2% Annually  |

**LEASE INFORMATION**

|                             |            |
|-----------------------------|------------|
| <b>LEASE TYPE</b>           | NN         |
| <b>LEASE TERM REMAINING</b> | 6+ Years   |
| <b>RENT COMMENCEMENT</b>    | 10/5/2020  |
| <b>LEASE EXPIRATION</b>     | 10/5/2030  |
| <b>RENEWAL OPTIONS</b>      | Two 5-Year |



**LEASE NOTES:**

Net, Net. Landlord responsible to repair and replace roof and structure above \$10,000 in any single Lease Year. Landlord to maintain at its expense general public liability insurance. An additional 8.83 acres of pasture land is included in sale but encumbered by a non-incoming producing long term lease (please call for details).

**PROPERTY INFORMATION**

|                      |  |
|----------------------|--|
| <b>ADDRESS</b>       | 8400 60th St N<br>Stillwater, MN 55082 |
| <b>BUILDING SIZE</b> | 10,236 SQ. FT.                         |
| <b>LOT SIZE</b>      | 30.67 Acres                            |
| <b>COUNTY</b>        | Washington                             |
| <b>YEAR BUILT</b>    | 1960                                   |

**DEMOGRAPHIC INFORMATION**

|                                      | 1-MILE RADIUS | 3-MILE RADIUS | 5-MILE RADIUS |
|--------------------------------------|---------------|---------------|---------------|
| <b>2024 POPULATION</b>               | 974           | 27,010        | 96,695        |
| <b>2029 POPULATION</b>               | 997           | 27,726        | 100,334       |
| <b>2024 MEDIAN HOUSEHOLD INCOME</b>  | \$156,620     | \$114,725     | \$96,458      |
| <b>2024 AVERAGE HOUSEHOLD INCOME</b> | \$208,080     | \$164,135     | \$133,830     |

All demographic information is obtained from Site To Do Business, which compiles US Census Bureau data and Esri projections for 2024 and 2029.

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|                                |   |
|--------------------------------|---|
| <b>TENANT</b>                  | SiteOne Landscape Supply LLC  |
| <b>PARENT</b>                  | SiteOne Landscape Supply Inc.   |
| <b>REVENUES (PARENT)</b>       | \$4.3 Billion   |
| <b>NET WORTH (PARENT)</b>      | \$1.5 Billion   |
| <b>S&amp;P RATING (PARENT)</b> | BB  |
| <b>WEBSITE</b>                 | <a href="https://www.siteone.com">https://www.siteone.com</a>                                 |
| <b>WEBSITE</b>                 | <a href="https://www.hedberglandscapesupply.com/">https://www.hedberglandscapesupply.com/</a> |



Hedberg Supply has operated at this location since 2000, helping their customers be more successful with their projects by providing the best selection, convenience and customer service in the industry. Hedberg Supply joined SiteOne Landscape Supply in 2020.

SiteOne is the Twin Cities’ #1 supplier of landscape supplies is the largest and only national wholesale distributor of landscaping products in the United States and Canada. SiteOne has a long history of serving residential and commercial landscape professionals who specialize in the design, installation and maintenance of lawns, gardens, golf courses and other outdoor spaces.

Through the network of over 690 stores across 45 states and six provinces, SiteOne offers a comprehensive selection of more than 10,000 products including irrigation supplies, fertilizer and control products, nursery goods, hardscapes, landscape lighting, drainage and erosion control products, tools, and other landscaping accessories and supplies. With a world– class team of over 2,700 industry experts, SiteOne also provides industry-leading complementary services to business assistance to support its product offering and to help its customers operate and grow their businesses; all tailored to meet each customer’s specific needs.



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This SiteOne Landscape Supply is located in Stillwater, MN, a county seat of Washington County. Located in the Minneapolis/St. Paul metropolitan area, Stillwater is situated along the St. Croix River and is considered the historic birthplace of Minnesota. The average traffic count on Highway 36 is 38,500 vehicles per day, while Interstate 649 averages 72,000 vehicles per day. Other major retailers in the area include Fleet Farm, Marcus Oakdale Cinema, Walmart, Target, Lowe’s, Menards, and more.

Located approximately 25 miles east of Minneapolis, Stillwater offers several attractions, food & dining, trails, events, and more. A popular attraction, The Stillwater Trolley, offers historic trolleys, storytime trolleys, and kayak tours. Both locals and visitors can experience the charm of Stillwater with a 45 minute trolley ride that showcases the St. Croix River, Historic Stillwater Lift Bridge, Lumber Baron’s Mansion, and more.

With more than 50 independent owner-operated stores—boutiques, art galleries, gift stores, antique shops, and more, downtown Stillwater has it all. Overlooking the St. Croix River, the downtown area is great for scenic views, food & dining, and shopping. Stillwater shopping was featured as Best Shopping Hoods by the Minneapolis / St. Paul Magazine.

The historic lift bridge goes over the St. Croix River between Stillwater and Houlton, WI. Built in 1931, the bridge is one of a few remaining operating lift bridges in the United States. Residents and visitors can also enjoy an authentic Paddlewheel Boat Cruise down the St. Croix River. The cruise offers both public lunch and dinner cruises, as well as private charters and wedding events.



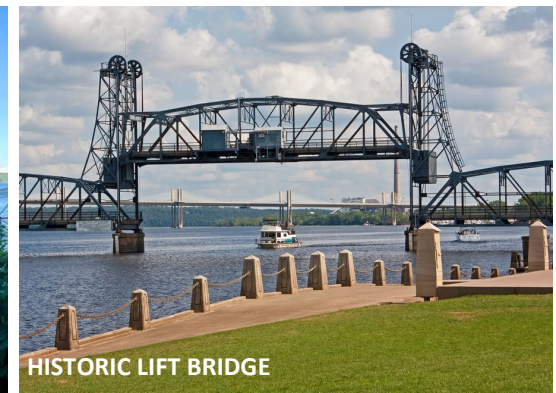
DOWNTOWN STILLWATER



STILLWATER TROLLEY

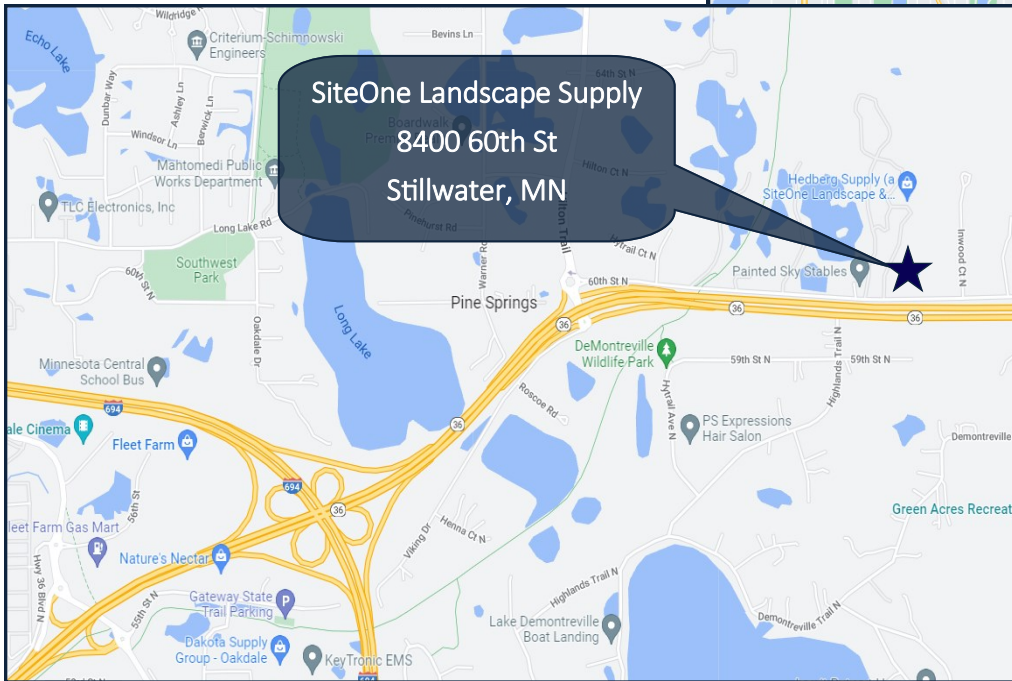


STILLWATER RIVER BOATS



HISTORIC LIFT BRIDGE

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**MINNESOTA MARKET HIGHLIGHTS**

|                      |  |                               |                                   |                                |
|----------------------|--|-------------------------------|-----------------------------------|--------------------------------|
| <b>5.7 Million</b>   | <b>3.6 Million</b>                         | <b>11,842</b>                 | <b>69,200</b>                     | <b>\$16.6 Billion</b>          |
| Minnesota Population | Minneapolis St. Paul Metro Area Population | Number of Lakes Over 10 Acres | Miles added up of River & Streams | Revenue generated from Tourism |

**HOME TO THE FOLLOWING 18 FORTUNE COMPANY HEADQUARTERS (2021 revenues shown)**

|  |   |   |  |   |                     |  |
|--|---|---|--|---|---------------------|--|
| <b>UNITEDHEALTH GROUP®</b>   |    |  | <b>3M</b>  |  | <b>usbancorp</b>    |   |
| \$257.1 Billion  | \$93.6 Billion  | \$47.3 Billion  | \$32.2 Billion   | \$28.4 Billion  | \$25.2 Billion      | \$17.6 Billion   |
|   | <b>LAND O LAKES®</b>  | <b>ECOLAB®</b>  | <b>Ameriprise Financial</b>  |  | <b>Xcel Energy™</b> |   |
| \$16.2 Billion   | \$13.9 Billion  | \$12.7 Billion  | \$11.9 Billion   | \$11.5 Billion  | \$11.5 Billion      | \$9.6 Billion  |
|  |  | <b>POLARIS®</b>   |  | <b>securian FINANCIAL</b>   | <b>FASTENAL®</b>    |  |
| \$8.2 Billion  | \$7.1 Billion   | \$7.1 Billion   | \$6.8 Billion  | \$6.8 Billion   | \$5.6 Billion       | \$5.4 Billion  |

**RANKINGS**

|  |   |   |   |  |
|--|---|---|---|--|
| <b>Ranked #2</b><br><b>Overall Best State</b><br>(2021 U.S. News & World Report) | <b>Ranked #5</b><br><b>Best States to Live In</b><br>(2021 WalletHub) | <b>Ranked #1</b><br><b>Friendliest State</b><br>(2021 Big 7 Travel) | <b>St. Paul(#2) &amp; Minneapolis (#3) Ranked</b><br><b>Best City Park System</b><br>(2021 The Trust For Public Land) | <b>Minneapolis Named Best</b><br><b>Place to Visit</b><br>(2018 Wall Street Journal) |
|--|---|---|---|--|

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- Home to the largest contiguous system of enclosed, second-level bridges in the world. The Minneapolis Skyway System is composed of 9.5 miles of pathways connecting 80 city blocks.
- Minnesota is home to 30 colleges and 7 universities with 54 campuses throughout the state and offers 3,885 academic programs.
- The University of Minnesota, University of St. Thomas, Bethel University, St. Catherine University, The College of St. Scholastica, and Metropolitan State University made the “2022 Best National University Rankings” list (U.S. News & World Report).
- Lake Superior is the world’s largest freshwater lake at the end of the St. Lawrence Seaway which brings 1,000+ boats from around the world to the Port of Duluth-Superior.
- Each year 40 million people from around the world visit the Mall of America, generating \$2 Billion in economic activity for Minnesota.
- Minneapolis-St. Paul International Airport has over 130 gates serving 163 nonstop markets (136 domestic and 27 international). The airport supports more than 86,000 jobs, \$15.9 billion in business revenue, \$3.7 billion in personal income, \$2.5 billion in local purchases, and \$546 million in state and local taxes



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**THE UPLAND ADVANTAGE**

Upland Real Estate Group, Inc., which was founded in 1995, is a Minneapolis based commercial real estate investment sales and brokerage company, which focuses on passive real investments, 1031 solutions, real estate portfolio diversification, and wealth preservation. Upland offers "big business service" with the attentiveness you expect from a boutique shop.

Our ability to swiftly match buyers with sellers is one of the many reasons Upland Real Estate Group, Inc. is the nation's primary resource for the purchase or sale of net leased, credit investment properties. Many investors and 1031 tax deferred exchange buyers have benefited from the experience and expertise of our team of net leased investment sales specialists.

**BENEFITS OF WORKING WITH UPLAND**

- Nationally recognized CCIM accredited sales team
- Comprehensive and searchable online database
- Excellent reputations and credibility
- Online Letter of Intent forms
- Access to confidential off-market properties
- Extensive referral network
- Prompt follow-up and attention to detail

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**PROVEN SUCCESS RECORD**

- Completed in excess of 900 net leased sales transactions totaling over \$2.8 billion
- Specialized in NNN investment market for more than 30 years

Upland's 1031 investment specialists have successfully completed net lease sales transactions with tenants including, but not limited to:

|                     |                    |                           |                   |
|---------------------|--------------------|---------------------------|-------------------|
| 7-Eleven            | Chick-Fil-A        | KinderCare                | Sherwin Williams  |
| Advance Auto        | Chipotle           | Kohl's                    | Starbucks         |
| Aldi                | Circle K           | Kum & Go                  | Sunoco            |
| Allina Health       | CVS Pharmacy       | LA Fitness                | Super America     |
| Applebee's          | Dollar General     | Mattress Firm             | Taco Bell         |
| Arby's              | Dollar Tree        | McDonald's                | Tires Plus        |
| Aspen Dental        | Duluth Trading Co. | Michaels                  | Top Golf          |
| Bank of America     | Fairview Health    | National Tire & Battery   | Tractor Supply    |
| BJ's Wholesale Club | Family Dollar      | Northern Tool & Equipment | Trader Joe's      |
| Buffalo Wild Wings  | Fresenius          | Office Depot              | United Healthcare |
| Burger King         | Gander Mountain    | O'Reilly Auto Parts       | US Bank           |
| Caliber Collision   | Goodwill           | Perkins                   | Valvoline         |
| Camping World       | Grease Monkey      | Petco                     | Walgreens         |
| Caribou Coffee      | Jack in the Box    | Pizza Hut                 | Wawa              |
| Chase Bank          | Jiffy Lube         | Royal Farms               | Wells Fargo Bank  |



L to R: Deb Vannelli, CCIM; Taylor McManemy; Keith Sturm, CCIM; Amanda Leathers; & Gaby Goldman