

CUMMINS SALES AND SERVICE

7815 CAMP PHILLIPS RD, WESTON, WI 54476
OFFERING MEMORANDUM

CORPORATE GUARANTEE
PUBLIC COMPANY (NYSE: CMI)

LONG TERM TENANCY

BUILDING & SITE HAS BEEN OCCUPIED SINCE 2000 (OVER 24 YEARS)



CUMMINS SALES AND SERVICE

7815 CAMP PHILLIPS RD, WESTON, WI 54476



OFFERING PRICE:
\$2,000,000



CAP RATE:
6.51%



NET OPERATING INCOME:
\$130,201



PRICE PER SQUARE FOOT:
\$114.00

GROSS LEASABLE AREA: +/- 17,544 SF

YEAR BUILT: 2000

LOT SIZE: +/- 3.58 AC

TYPE OF OWNERSHIP: Fee Simple

PROPOSED FINANCING: 3 YR TERM / 6.10% RATE / 25 YR AMORT / 65% LTV

CASH ON CASH RETURN: \$28,735 / 4.10%

TOTAL RETURN: (PRINCIPAL REDUCTION) \$51,532 / 7.36%



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RENT SCHEDULE

YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current – 12/31/2026	\$130,201	\$10,850	\$7.42	6.51%
1/1/2027 – 12/31/2027	\$132,780	\$11,065	\$7.57	6.64%
1/1/2028 – 12/31/2028	\$135,436	\$11,286	\$7.72	6.77%
1/1/2029 – 12/31/2029	\$138,144	\$11,512	\$7.87	6.91%
Option 1		2% Annual Increases		
Option 2		2% Annual Increases		

LEASE SUMMARY

LEASE TYPE:	Triple-Net
LEASE GUARANTEE:	Corporate
OPTION TO PURCHASE / ROFR:	Yes / Yes
SALES / FINANCIAL REPORTING:	Public Company
RENT COMMENCEMENT:	2/1/2000
LEASE EXPIRATION:	12/31/2029
RENT INCREASES:	Annually – Starting In Year 3 (2027)
OPTIONS:	Two – Three Year Options

INVESTMENT HIGHLIGHTS

BUILDING OVERVIEW

- +/- 17,544 SQUARE FEET
- +/- 3.58 AC PARCEL
- BUILT IN 2000
- FIVE DRIVE-IN DOORS (BOTH SIDES OF THE BUILDING)

CUMMINS SALES AND SERVICE

- CORPORATE GUARANTEE
- PUBLIC COMPANY (NYSE: CMI)
- HEADQUARTERS: COLUMBUS, IN
- FOUNDED IN 1919
- EMPLOYS OVER 75,000 PEOPLE
- OVER 34 BILLION IN REVENUE IN 2023

LEASE OVERVIEW

- ORIGINAL 15 YEAR LEASE IN 2000
- BUILDING & SITE HAS BEEN OCCUPIED SINCE 2000 (OVER 24 YEARS)
- EXTENDED 5 YEARS IN 2014
- EXTENDED 5 YEARS IN 2019
- EXTENDED 5 YEARS IN 2024
- JUST OVER 5 YEARS REMAIN THROUGH 12/31/2029

TRIPLE-NET LEASE

- TENANT RESPONSIBLE FOR REAL ESTATE TAXES
- TENANT RESPONSIBLE FOR CAM
- TENANT RESPONSIBLE FOR INSURANCE
- TENANT RESPONSIBLE FOR PARKING LOT
- TENANT RESPONSIBLE FOR ROOF & STRUCTURE

LOCATION

- LOCATED JUST SOUTH OF ROUTE 29
- CENTRAL LOCATION IN WISCONSIN
- MULTIPLE POINTS OF INGRESS & EGRESS

DEMOGRAPHICS

- OVER 40,000 RESIDENTS WITHIN FIVE MILES
- AVERAGE HOUSEHOLD INCOME OF \$93,465 WITHIN FIVE MILES

LONG TERM TENANCY

BUILDING & SITE HAS BEEN OCCUPIED SINCE 2000 (OVER 24 YEARS)







LEASE RESPONSIBILITIES

REAL ESTATE TAXES

Tenant Pays Real Estate Taxes

INSURANCE

Tenant Pays Insurance Premiums

COMMON AREA MAINTENANCE

Tenant Responsible For Common Area Maintenance On The Property

MANAGEMENT/ADMIN

N/A

PARKING LOT

Tenant Responsible For Parking Lot

HVAC

Tenant Responsible for Replacement

Tenant Responsible For Maintenance & Repairs Of HVAC

ROOF / STRUCTURE

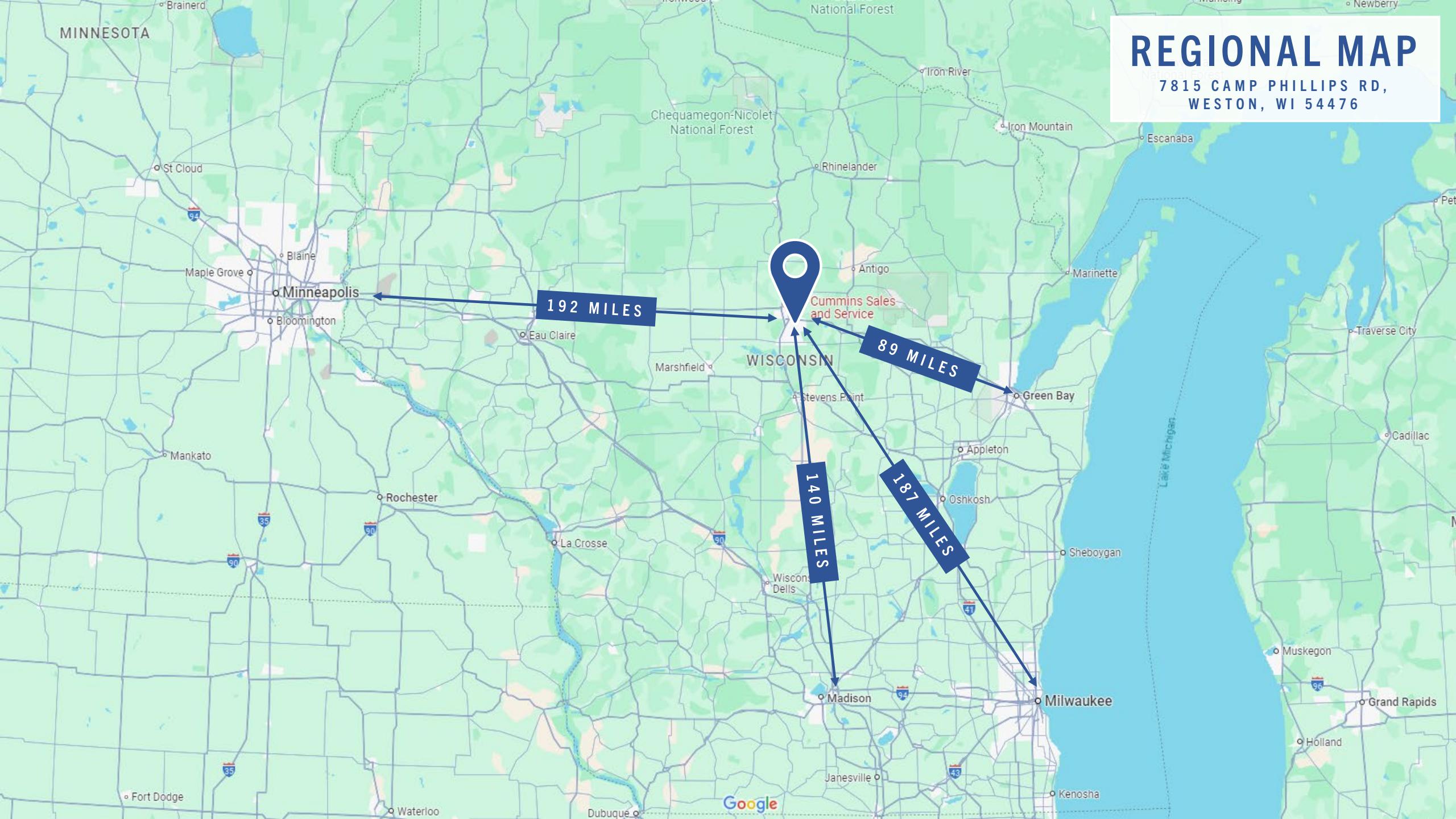
Tenant Responsible For Roof & Structure

UTILITIES

Tenant Pays Utilities Directly

REGIONAL MAP

7815 CAMP PHILLIPS RD,
WESTON, WI 54476





DEMOGRAPHICS SUMMARY

POPULATION	3 Miles	5 Miles	10 Miles
2029 Projection	21,774	40,351	92,341
2024 Population	21,729	40,277	92,063
2020 Population	21,782	40,443	91,886
Median Age	40.6	41.4	40.7

INCOME	3 Miles	5 Miles	10 Miles
Average	\$89,295	\$93,465	\$87,429
Median	\$77,880	\$80,214	\$72,323

HOUSEHOLDS	3 Miles	5 Miles	10 Miles
2029 Projection	9,085	16,482	38,681
2024 Population	9,061	16,450	38,565
2020 Population	9,058	16,493	38,469



AVERAGE HOUSEHOLD INCOME
FIVE MILE RADIUS

\$93,465



HOUSEHOLDS WITHIN FIVE MILE
RADIUS

16,450



POPULATION WITHIN FIVE MILE
RADIUS

40,277

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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 net leased property.

SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

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ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

ACTIVITY ID:

CUMMINS SALES AND SERVICE

7815 CAMP PHILLIPS RD,
WESTON, WI 54476
OFFERING MEMORANDUM

PRESENTED BY:

JEFF ROWLETT

SENIOR MANAGING DIRECTOR INVESTMENTS
SENIOR DIRECTOR - NATIONAL RETAIL GROUP
(262) 364-1924

JEFF.ROWLETT@MARCUSMILICHAP.COM
LICENSE: WI 74743-94

TODD LINDBLOM

BROKER OF RECORD
MILWAUKEE OFFICE
(262) 364-1964
TODD.LINDBLOM@MARCUSMILICHAP.COM
LICENSE: WI 56163-90

WISCONSIN REALTORS® ASSOCIATION

4801 Forest Run Road, Madison, WI 53704
Marcus & Millichap Real Estate
Effective July 1, 2016

DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

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:

1. Material Adverse Facts, as defined in Wis. Stat. § 452.01(5g) (see lines 42-51).
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 **39 NON-CONFIDENTIAL INFORMATION** (The following information may be disclosed by the Firm and its Agents):
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 608-240-5830.

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Drafted by Attorney Debra Peterson Conrad

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