

Marcus & Millichap
TAG INDUSTRIAL GROUP

QXO WAUKEGAN - 10-YEAR TRIPLE-NET LEASE
1445 11TH STREET
WAUKEGAN, IL 60085

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Marcus & Millichap
TAG INDUSTRIAL GROUP

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www.marcusmillichap.com

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PRESENTED BY

ZACH ORZEL

Associate Director Investments
Office & Industrial Division
Chicago Office
Office (312) 327-5401
Zachary.Orzel@MarcusMillichap.com
License: IL 475.198922

ALEXANDER ZLOTNIK

Associate Investments
Office & Industrial Division
Chicago Office
Office (312) 327-5499
Alexander.Zlotnik@MarcusMillichap.com
License: IL 475.212.760

TYLER SHARP

Senior Director Investments
Office & Industrial Division
Chicago Office
Office (312) 327-5446
Tyler.Sharp@MarcusMillichap.com
License: IL 475.177869

ADAM ABUSHAGUR

Senior Managing Director Investments
Office & Industrial Division
Dallas Office
Office (972) 755-5223
Adam.Abushagur@MarcusMillichap.com
License: TX 661916

BROKER OF RECORD

STEVEN WEINSTOCK

Illinois Broker of Record
One Mid America Plaza, Suite 200
Oakbrook Terrace, IL 60181
Office (630) 570-2200
Steven.Weinstock@MarcusMillichap.com
License: 471.011175

DEBT CONTACT

FRANK MONTALTO

Managing Director, Capital Markets
333 West Wacker Drive, Suite 200,
Chicago, IL 60606
Office: (312) 327-5421
Frank.Montalto@MarcusMillichap.com





TABLE OF CONTENTS

1

INVESTMENT OVERVIEW

SECTION 1

Offering Summary • Property Details • Offering Highlights • Rent Roll • Operating Statement
Lease Abstract • Regional Map • Aerial Map
Property Photos • Tenant Summary • Acquisition Financing

2

MARKET OVERVIEW

SECTION 2

Market Analysis • Demographic Analysis

The background of the slide is a dark, monochromatic photograph of an industrial interior. It features a complex network of steel beams, girders, and pipes. Several large, dome-shaped industrial lights are visible, hanging from the ceiling. The overall atmosphere is gritty and industrial.

SECTION 1

INVESTMENT OVERVIEW

Marcus & Millichap

OFFERING SUMMARY

- Single-Tenant 82,500-Square-Foot Industrial Facility on ±4.12 Acres
- Featuring Two Drive-In Doors, Three Docks, 12-18' Clear Height, 1.6 Acres of Fenced-In IOS, and Full Sprinkler System
- Located Near Great Lakes Naval Station with Proximity to I-94
- New 10-Year Lease with QXO, Largest Publicly-Traded (NYSE: QXO) Roofing Supplies Distributor
- Outperforming North Lake Submarket: 5.7% Vacancy vs. 7.7% National Average

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 1445 11th Street in Waukegan, Illinois, leased to QXO. The subject property consists of approximately 82,500 square feet of warehouse space and is situated on 4.12 acres of land. The single-tenant asset features a clear height ranging between 12' and 18', three dock-high doors, two drive-in doors, a full sprinkler system, and 1.6 acres of fenced-in industrial outdoor storage space (IOS). Situated between Illinois Routes 131 and 137, the property conveniently sits north of the Great Lakes Naval Station with proximity to Interstate 94. In November 2025, QXO initiated a new 10-year lease on a triple-net basis at \$3.56 per square foot with 3.0 percent annual escalations. QXO is the largest publicly traded distributor of roofing, waterproofing, and complementary building products in North America.

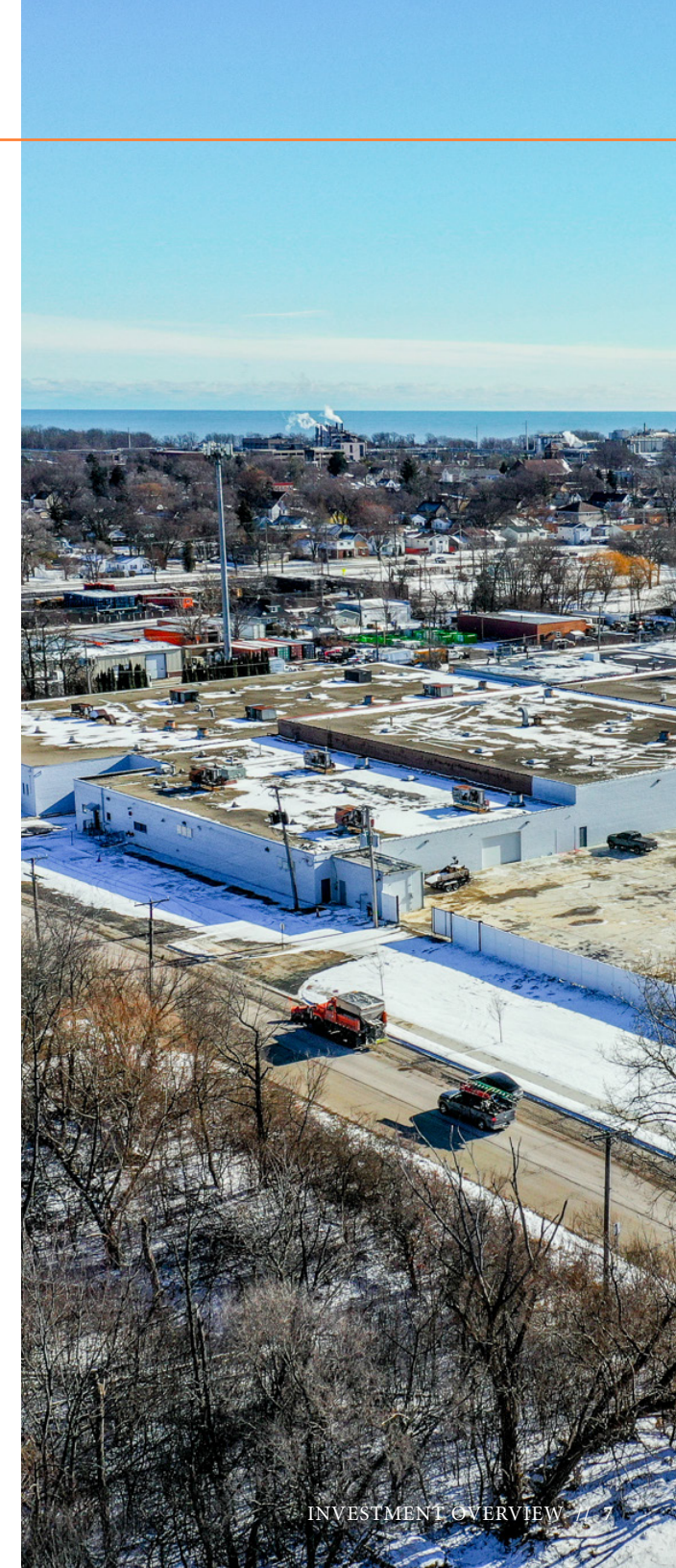
The subject property is well-positioned within the large North Lake County submarket, containing 44.2 million square feet of industrial space. In 2025, the submarket experienced a significant rebound in industrial demand as 1.1 million square feet were absorbed on net. With only 44,000 square feet of new deliveries on net, the vacancy rate in North Lake County contracted sharply by 230 basis points to 5.7 percent, comfortably below the 7.7 percent national average (based on the top 50 metros, classes A, B, & C, and minimum 10,000 square feet). The reduction in availability helped to support local rent growth as the average market rate grew by 4.2 percent annually (more than twice the level nationwide). With no construction projects underway in North Lake County, demand will continue to navigate vacancies and rents for the foreseeable future (CoStar).

Known as the Greater Chicagoland area, Chicago-Naperville-Elgin is the third-largest metro in the nation. The metro houses 9.3 million people, including 2.7 million residents within the city of Chicago. The number of corporate headquarters in Chicago is second only to New York City and is home to 30 Fortune 500 companies. Thanks to eight commercial and passenger rail lines, the Port of Chicago, three international airports, and a vast network of freeways, Chicago is a major distribution and logistics hub. The local economy and workforce are highly diverse, supported largely by distribution, finance, manufacturing, and high-tech industries. As a multicultural city that thrives on the harmony and diversity of its neighborhoods, Chicago boasts 100 neighborhoods, 77 community areas, 50 wards, and eight major league sports teams, including two MLB teams. Chicago is a leader in reforming public schools, enhancing public safety and security initiatives, providing affordable housing in attractive and economically sound communities, ensuring accessibility for all, and fostering, social, economic, and environmental sustainability (Chicago.gov).

PROPERTY DETAILS

1445 11TH STREET, WAUKEGAN, IL 60085

Number of Suites	1
Number of Buildings	1
Total Square Feet	82,500 SF
Warehouse Square Feet	79,500 SF
Office Square Feet	3,000 SF
Office Ratio	3.64%
Year Built	1953
Lot Size	4.12 Acres
Type of Ownership	Fee Simple
Clear Height	12-18'
Parking Surface	Asphalt
Tenancy	Single-Tenant
Dock-High Doors	3
Drive-In Doors	2
Construction	Brick
Type of Lighting	LED
Zoning	I (Light Industrial)
Roof Type	Tar & Gravel (BUR)
Age/Condition of Roofs	Good Condition
Sprinklers	Wet
Market	IL-Chicago MSA
Submarket	North Lake County
Submarket Vacancy	5.70%



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QXO WAUKEGAN - 10-YEAR TRIPLE-NET LEASE

1445 11TH STREET, WAUKEGAN, IL 60085

OFFERING PRICE
\$4,050,000CAP RATE
7.24%PRO FORMA CAP RATE
7.46%

Offering Price	\$4,050,000
Cap Rate	7.24%
Pro Forma Cap Rate	7.46%
Price/SF	\$49.09
Total Square Feet	82,500
Rental Rate	\$3.56
Lease Type	Triple-Net (NNN)
Lease Term	9.76
Rental Increases	3% Annually
Tenancy	Single
Occupancy	100.00%

DEBT QUOTE

LTV	70%
Interest Rate	6.00%
Term	5 Years
Amortization Period	25 Years

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RENT ROLL

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates Comm. Exp.		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type	Renewal Options and Option Year Rental Information
QXO	A	82,500	100.0%	11/1/25	10/31/35	\$3.56	\$24,450	\$293,400	\$302,202	Nov-2026	3.00%	NNN	(2) 5-Year Options 10% Increase in Base Extension Year + 3% Annual Increases During Option Periods
Total		82,500				\$3.56	\$24,450	\$293,400	\$302,202				
Occupied Tenants: 1				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%					
				Total Current Rents: \$24,450		Occupied Current Rents: \$24,450		Unoccupied Current Rents: \$0					

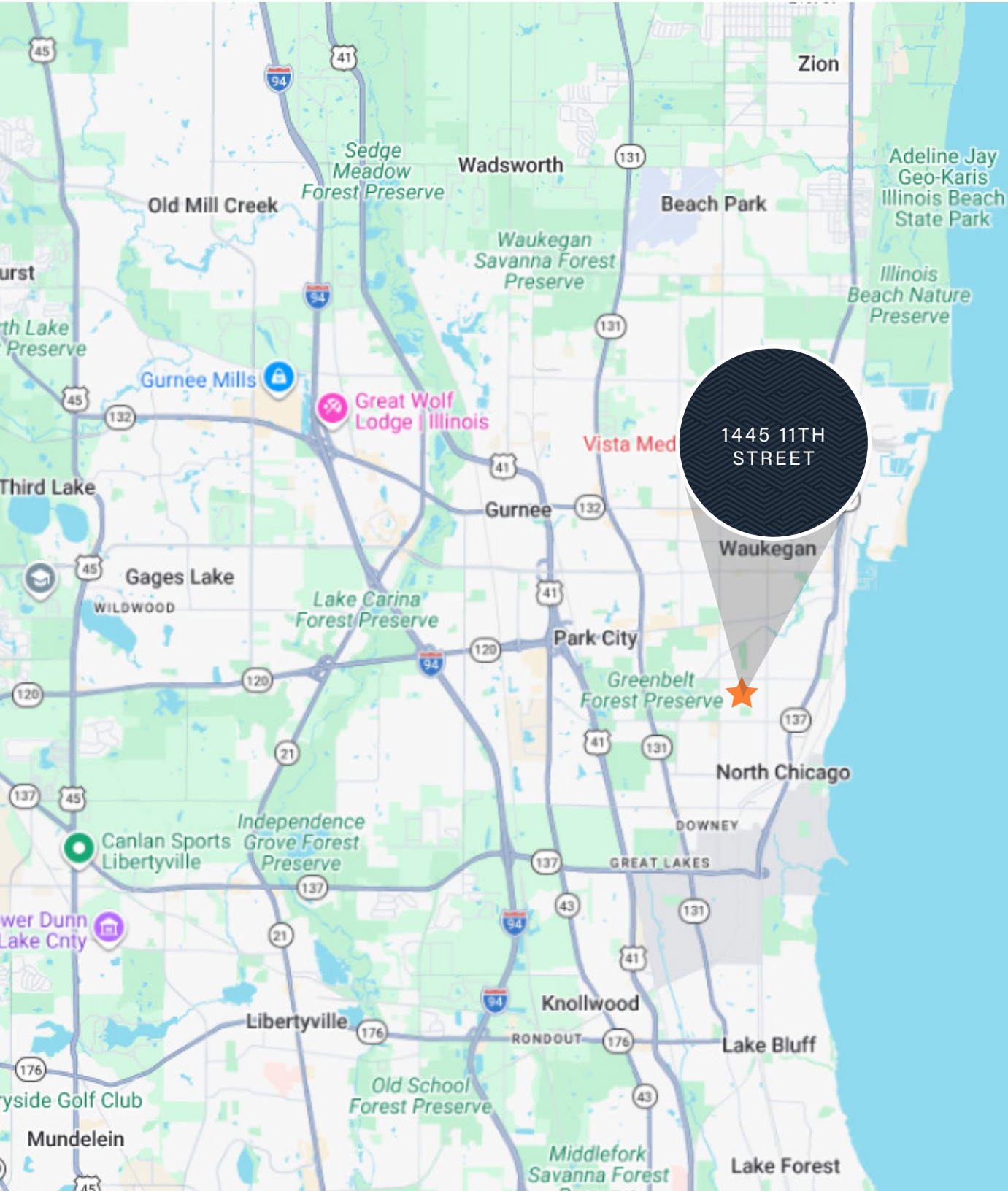
OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF	Notes
Scheduled Base Rental Income	293,400	3.56	302,202	3.66	
Expense Reimbursement Income					
Net Lease Reimbursement					
Insurance	33,000	0.40	33,990	0.41	\$0.4/SQFT - Broker Estimate - Pro-Forma Grossed 103% Broker Estimate - Pro-Forma Grossed to Tax Rate Upon List Price
Real Estate Taxes	111,590	1.35	114,800	1.39	
Management Fees	0	0.00	0	0.00	
Total Reimbursement Income	\$144,590	100.0%	\$148,790	100.0%	\$1.80
Effective Gross Revenue	\$437,990	\$5.31	\$450,992	\$5.47	

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Insurance	33,000	0.40	33,990	0.41
Real Estate Taxes	111,590	1.35	114,800	1.39
Total Expenses	\$144,590	\$1.75	\$148,790	\$1.80
Expenses as % of EGR	33.0%		33.0%	
Net Operating Income	\$293,400	\$3.56	\$302,202	\$3.66

LEASE ABSTRACT

PROPERTY NAME:	QXO Waukegan				
PROPERTY ADDRESS:	1445 11th Street, Waukegan, IL				
TENANT:	BEACON SALES ACQUISITION, INC				
TENANT'S TRADE NAME	QXO Inc.				
CURRENT TERM:	LEASE COMMENCEMENT	RENT COMMENCEMENT	LEASE EXPIRATION	DURATION/TERM LENGTH	NOTES
	11/1/2025	11/1/2025	10/31/2035	10 Years	
SQUARE FEET - RENTABLE	82,500				
SQUARE FEET - USABLE	82,500				
BASE RENT SCHEDULE:	PERIOD		ANNUAL	MONTHLY	ANNUAL PSF
	11/1/2025	10/31/2026	\$293,400.00	\$24,450.00	\$3.56
	11/1/2026	10/31/2026	\$302,202.00	\$25,183.50	\$3.66
	11/1/2027	10/31/2027	\$311,268.06	\$25,939.01	\$3.77
	11/1/2028	10/31/2028	\$320,606.10	\$26,717.18	\$3.89
	11/1/2029	10/31/2029	\$330,224.28	\$27,518.69	\$4.00
	11/1/2030	10/31/2030	\$340,131.01	\$28,344.25	\$4.12
	11/1/2031	10/31/2031	\$350,334.94	\$29,194.58	\$4.25
	11/1/2032	10/31/2032	\$360,844.99	\$30,070.42	\$4.37
	11/1/2033	10/31/2033	\$371,670.34	\$30,972.53	\$4.51
	11/1/2034	10/31/2034	\$382,820.45	\$31,901.70	\$4.64
OPTIONS TO EXTEND:	(2) 5-Year Options - 180-Day Notice by Tenant Required to Exercise Option				
OPTION 1 - Year 1	PERIOD		ANNUAL	MONTHLY	ANNUAL PSF
	11/1/2034	10/31/2035	\$421,102.50	\$35,091.87	\$5.10
Year 2	PERIOD		ANNUAL	MONTHLY	ANNUAL PSF
	11/1/2035	10/31/2036	\$433,735.57	\$36,144.63	\$5.26
Year 3	PERIOD		ANNUAL	MONTHLY	ANNUAL PSF
	11/1/2036	10/31/2037	\$446,747.64	\$37,228.97	\$5.42
Year 4	PERIOD		ANNUAL	MONTHLY	ANNUAL PSF
	11/1/2037	10/31/2038	\$460,150.07	\$38,345.84	\$5.58
Year 5	PERIOD		ANNUAL	MONTHLY	ANNUAL PSF
	11/1/2038	10/31/2039	\$473,954.57	\$39,496.21	\$5.74
OPTION 2 - Year 1	PERIOD		ANNUAL	MONTHLY	ANNUAL PSF
	11/1/2039	10/31/2040	\$521,350.02	\$43,445.84	\$6.32
Year 2	PERIOD		ANNUAL	MONTHLY	ANNUAL PSF
	11/1/2040	10/31/2041	\$536,990.53	\$44,749.21	\$6.51
Year 3	PERIOD		ANNUAL	MONTHLY	ANNUAL PSF
	11/1/2041	10/31/2042	\$553,100.24	\$46,091.69	\$6.70
Year 4	PERIOD		ANNUAL	MONTHLY	ANNUAL PSF
	11/1/2042	10/31/2043	\$569,693.25	\$47,474.44	\$6.91
Year 5	PERIOD		ANNUAL	MONTHLY	ANNUAL PSF
	11/1/2043	10/31/2044	\$586,784.05	\$48,898.67	\$7.11
REAL ESTATE TAXES:	TENANT	4.4 Tenant shall reimburse Landlord, as Additional Rent, for all real estate taxes and assessments, general and special, water rates and all other impositions, ordinary and extraordinary, of every kind and nature whatsoever, which may be levied, assessed, charged or imposed during the Term, for the period of Tenant’s occupancy, upon the Premises or any part thereof (hereinafter referred to as “Property Taxes”).			
INSURANCE:	TENANT	9.1 a Tenant, at Tenant’s expense, shall at all times during the Term, keep the Building and any other improvements on the Premises insured against loss or damage by casualty.			
UTILITIES:	TENANT	6.1 Tenant shall pay to the appropriate utility company or other provider directly for all water, gas, heat, electricity, light, power, sweeping and other janitorial services, rubbish and trash disposal, pest and rodent control, sewer, steam, fire protection, alarm or other security services and any other utilities and services supplied to the Premises during the Term.			
REPAIRS & MAINTENANCE:	TENANT	7.2 All Else and Roof and Mechanicals After 12 Months			
	LANDLORD	7.1 Foundation, Slabs, Exterior Walls, Load-Bearing Walls			
TERMINATION RIGHTS:	None				
RIGHT OF FIRST REFUSAL:	ROFR to Lease Adjacent Space During Lease Term				
OFFER TO PURCHASE:	None				
ESTOPPEL:	Within 20 Days				



1445 11TH
STREET



1445 11TH
STREET



TENANT SUMMARY



QXO is the largest publicly traded distributor of roofing, waterproofing, and complementary building products in North America. The company specializes in helping contractors, distributors, and suppliers streamline operations, improve efficiency, and grow their businesses with confidence. With deep roots in the building materials sector, QXO understands the fast-paced demands of commercial and residential roofing. Equipped with advanced technology, the company supports every step of the supply chain from product availability and inventory management to order tracking and customer service. With a network of over 8,000 professionals across North America, QXO is deeply committed to providing roofing contractors and distributors with the products and services they need to stay competitive.

In 2025, QXO acquired the much larger Beacon Roofing Supply company for \$11 billion. With this acquisition, QXO plans to become the tech-enabled leader in the \$800 billion building products distribution industry and generate outsized value for its shareholders. QXO is targeting \$50 billion in annual revenues within the next decade through accretive acquisitions and organic growth (QXO).

TENANT
QXO (NYSE:QXO)

HEADQUARTERS
Greenwich, CT

2024 REVENUE
\$10 Billion

www.qxo.com

MMCC — our fully integrated, dedicated financing arm — is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources, providing the most competitive rates and terms.

We leverage our prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac, and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues for the benefit of our clients.



1,249 Financing
Transactions
in 2024



National platform operating
within the firm's
brokerage offices



\$49.6 billion
total national
volume in 2024



Access to more capital
sources than any other
firm in the industry

WHY MMCC?

Optimum financing solutions
to enhance value

Enhanced control through
MMCC's ability to qualify
investor finance contingencies.

Enhanced control through quickly
identifying potential debt/equity
sources, processing, and closing
buyer's finance alternatives.

Enhanced control through MMCC's
ability to monitor investor/due
diligence and underwriting to
ensure timely, predictable closings.

The background of the slide is a dark, industrial interior. It features a complex network of steel beams and structural supports. Several large, dome-shaped industrial lights are visible, hanging from the ceiling. The overall atmosphere is gritty and modern, typical of a large-scale industrial or commercial building.

SECTION 2

MARKET OVERVIEW

Marcus & Millichap

CHICAGO ILLINOIS

Chicago-Naperville-Elgin is one of the largest metros in the nation. The Chicagoland area is bounded to the east by Lake Michigan and expands over a 5,000-square-mile region in northeastern Illinois, extending into Wisconsin and Indiana. The metro houses 9.4 million people and comprises 14 counties. The city of Chicago contains 2.6 million residents. During the past 20 years, the greatest growth occurred in the western portion of the region and was exemplified between 2020 and 2021. Since then, movement back into downtown Chicago is gaining headway as employers increasingly push for in-person work attendance, while progressing tourism levels support activity in the urban core.



SECOND-LARGEST
METROPOLITAN
AREA



WEALTH OF
INTELLECTUAL
CAPITAL



LARGE, DIVERSE
EMPLOYMENT
BASE

METROPLEX GROWTH

ECONOMY

The metro has one of the biggest economies in the nation and is buoyed by its distribution, finance, manufacturing operations and growing high-technology sectors. Fortune 500 companies headquartered in the metro include Walgreens, State Farm Insurance and McDonald's. The area is a major global tourist and convention destination. Typically, more than 50 million people visit the metro annually, supporting nearly 500,000 jobs in the leisure and hospitality sector. Although suppressed during the pandemic, visitations and employment have rebounded substantially. Large tech firms operating in the metro, such as Amazon and Google, attract a wide array of startup companies. Backed by some of the nation's more well-regarded universities, the workforce is considered one of the most diverse and well trained among major United States metros.



9%
MANUFACTURING



20%
TRADE, TRANSPORTATION
AND UTILITIES



11%
GOVERNMENT



15%
EDUCATION AND
HEALTH SERVICES



7%
FINANCIAL
ACTIVITIES



18%
PROFESSIONAL AND
BUSINESS SERVICES



4%
CONSTRUCTION



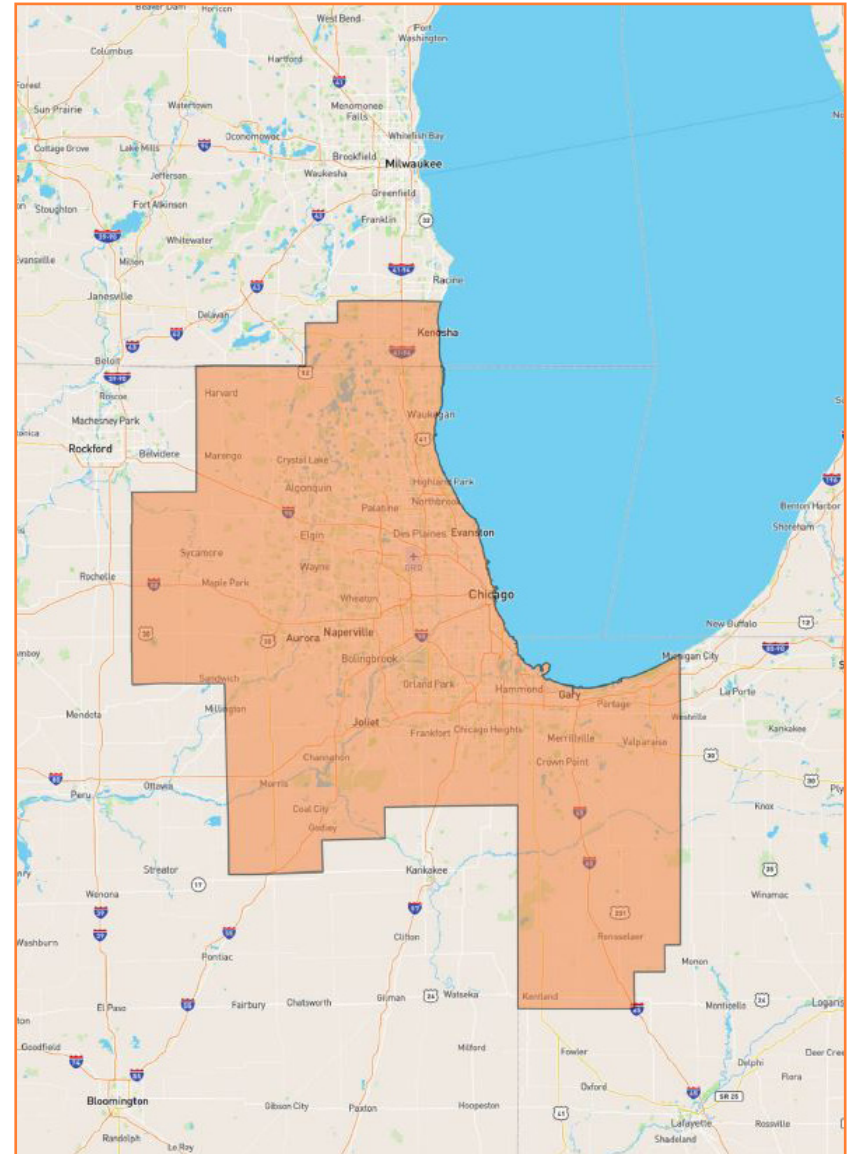
9%
LEISURE AND
HOSPITALITY



3%
INFORMATION



4%
OTHER SERVICES



METROPLEX GROWTH

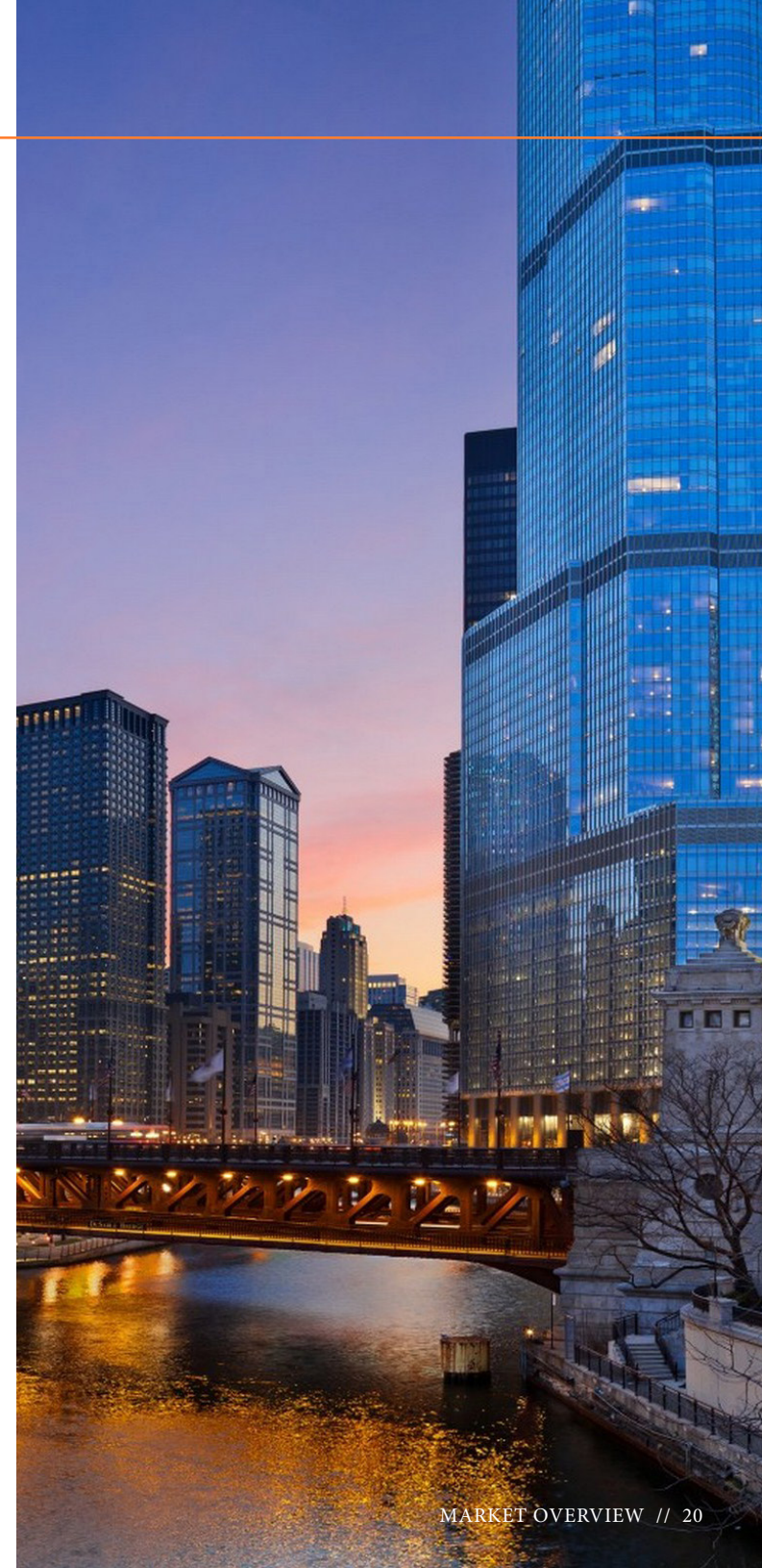
TRANSPORTATION

The region's transit network ranks among the largest and most efficient across the country, with the Chicago L spanning over 200 miles across the metro. The vast network of freeways, centralized location, a large rail-truck intermodal facility and the Port of Chicago contribute to the metro's position as a major distribution and logistics hub. Chicago is the nation's top freight rail hub, with major carriers BNSF, Union Pacific, CSX and Norfolk Southern servicing the region. Amtrak routes originate from Union Station, while the "L" serves the city of Chicago. The Metra commuter rail provides passenger service in the suburbs. International airports include O'Hare, Midway and Gary/Chicago. Sixteen smaller airports also provide air service for the region.



QUALITY OF LIFE

The Chicago metro has something to offer each of its residents and visitors, whether it is legendary blues and jazz music, cultural and educational venues, professional sports, dining, entertainment, shopping, or recreational amenities. The Chicago area's relative affordability is largely due to its lower housing costs. The median home price is significantly less than in other cities of its size and is below that of many smaller cities, including Seattle and Denver. Cultural activities and artistic venues underpin the metro's cosmopolitan lifestyle. The region is home to various well-known museums, including the world-class Field Museum, Shedd Aquarium, the Museum of Science and Industry, the Art Institute of Chicago, and Adler Planetarium. The theater scene rivals the world's best, and troupes, dance companies, symphony orchestras and music venues abound. Chicago is also home to the upcoming Obama Presidential Center, which is set to open in 2026.



METROPLEX GROWTH

DEMOGRAPHICS

Chicago is the second-most populous metro in the U.S. with 9.4 million residents. During the next five years, however, the population is expected to lower marginally. World-class education institutions, including Northwestern University and the University of Chicago, help provide the metro with a skilled labor pool. More than 40 percent of residents ages 25 and older hold a bachelor's degree, and of these, roughly 16 percent have also earned a graduate or professional degree, which is well above the national level. Younger professionals moving to the market for employment provide a skilled workforce and contribute to a median age that is roughly in line with the U.S. median, as well as a household income above the national level. More people are renting as thousands of new apartments are completed. Local homeownership is slightly below the national rate of 65 percent.



POPULATION

9.4M

2025-2029* Growth

0.0%



HOUSEHOLDS

3.7M

2025-2029* Growth

0.4%



MEDIAN AGE

39

U.S. Median

39



MEDIAN HOUSEHOLD INCOME

\$96,000

U.S. Median

\$76,000

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau.



DEMOGRAPHICS



143,982

Total Population
Within 5 Miles



52.4%



47.6%



\$94,848

Average Household Income
Within 5 Miles



64,358

Employees
Within 1 Mile

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Population	18,166	90,355	142,975
2025 Estimate			
Total Population	18,457	91,058	143,982
2020 Census			
Total Population	19,526	95,319	150,660
2010 Census			
Total Population	20,257	97,656	151,662
Daytime Population			
2025 Estimate	12,220	83,199	148,891
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Households	5,887	27,592	47,764
2025 Estimate			
Total Households	5,926	27,661	47,857
Average (Mean) Household Size	3.0	2.6	2.6
2020 Census			
Total Households	6,006	27,795	48,027
2010 Census			
Total Households	5,449	26,167	45,445

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2025 Estimate			
\$200,000 or More	2.7%	3.6%	10.0%
\$150,000-\$199,999	6.4%	6.0%	8.1%
\$100,000-\$149,999	13.6%	13.7%	15.3%
\$75,000-\$99,999	10.9%	12.4%	12.5%
\$50,000-\$74,999	17.6%	19.0%	17.9%
\$35,000-\$49,999	14.6%	13.8%	11.7%
\$25,000-\$34,999	10.6%	9.1%	7.5%
\$15,000-\$24,999	9.7%	10.4%	8.0%
Under \$15,000	13.9%	11.9%	9.2%
Average Household Income	\$70,779	\$73,726	\$94,848
Median Household Income	\$57,293	\$61,092	\$79,125
Per Capita Income	\$22,775	\$23,955	\$33,495
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2025 Estimate Total Population	18,457	91,058	143,982
Under 20	32.2%	30.9%	29.1%
20 to 34 Years	23.1%	28.8%	25.7%
35 to 39 Years	6.7%	6.5%	6.5%
40 to 49 Years	12.8%	11.3%	11.8%
50 to 64 Years	14.9%	13.5%	15.6%
Age 65+	10.2%	9.0%	11.4%
Median Age	31.0	31.0	33.0
Population 25+ by Education Level			
2025 Estimate Population Age 25+	10,912	51,247	86,687
Elementary (0-8)	20.9%	15.1%	11.5%
Some High School (9-11)	12.3%	11.4%	9.1%
High School Graduate (12)	38.2%	33.7%	29.1%
Some College (13-15)	16.7%	17.4%	17.6%
Associate Degree Only	4.0%	6.2%	6.4%
Bachelor's Degree Only	5.8%	11.0%	16.0%
Graduate Degree	2.1%	5.2%	10.3%
Travel Time to Work			
Average Travel Time to Work in Minutes	27.0	25.0	26.0

QXO WAUKEGAN - 10-YEAR TRIPLE NET LEASE

1445 11TH STREET

WAUKEGAN, IL 60085

PRESENTED BY

ZACH ORZEL

Associate Director Investments
Office & Industrial Division
Chicago Office
Office (312) 327-5401
Zachary.Orzel@MarcusMillichap.com
License: IL 475.198922

ALEXANDER ZLOTNIK

Associate Investments
Office & Industrial Division
Chicago Office
Office (312) 327-5499
Alexander.Zlotnik@MarcusMillichap.com
License: IL 475.212.760

TYLER SHARP

Senior Director Investments
Office & Industrial Division
Chicago Office
Office (312) 327-5446
Tyler.Sharp@MarcusMillichap.com
License: IL 475.177869

ADAM ABUSHAGUR

Senior Managing Director Investments
Office & Industrial Division
Dallas Office
Office (972) 755-5223
Adam.Abushagur@MarcusMillichap.com
License: TX 661916

BROKER OF RECORD

STEVEN WEINSTOCK

Illinois Broker of Record
One Mid America Plaza, Suite 200
Oakbrook Terrace, IL 60181
Office (630) 570-2200
Steven.Weinstock@MarcusMillichap.com
License: 471.011175

DEBT CONTACT

FRANK MONTALTO

Managing Director, Capital Markets
333 West Wacker Drive, Suite 200,
Chicago, IL 60606
Office: (312) 327-5421
Frank.Montalto@MarcusMillichap.com

Marcus & Millichap
TAG INDUSTRIAL GROUP