

OFFERING MEMORANDUM

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES



ARBY'S

100 SPEEDWAY DR | NEWARK, OH 43023



EXCLUSIVELY LISTED BY



JON PRATER

Associate

Jon.Prater@matthews.com
DIR (949) 432-4516
MOB (626) 483-0780
LIC # 02013987 (CA)



ARON CLINE

SVP & Sr. Director

Aron.Cline@matthews.com
DIR (949) 432-4509
MOB (818) 632-0233
LIC # 01904371 (CA)

LAURENCE BERGMAN

BROKER OF RECORD

Lic. #000348029

CONTENTS

- 4 INVESTMENT OVERVIEW
- 5 FINANCIAL ANALYSIS
- 6 TENANT OVERVIEW
- 7 PROPERTY OVERVIEW
- 10 AREA OVERVIEW



EXECUTIVE SUMMARY

INVESTMENT HIGHLIGHTS

- 10 Years Remaining on a Corporate Lease with Arby's Restaurant Group
- Absolute NNN Lease - Zero Landlord Responsibilities
- Growing Cash Flow - High 1.7% Annual Rental Increases
- Top Performing QSR - 26 Consecutive Quarters Same Store Sales Growth
- Located in Columbus MSA - Ohio's Largest City



FINANCIAL ANALYSIS



ARBY'S

100 Speedway Dr
Newark, OH 43023

List Price \$2,027,166
CAP Rate - Current..... 6.00%
Gross Leasable Area ± 3,320 SF
Lot Size ± 1.21 Acres (52,751 SF)
Year Built..... 2007

Annualized Operating Data

	Monthly Rent	Annual Rent	Increases	Cap Rate
Year 10	\$10,135.85	\$121,630.25	1.7%	6.00%
Year 11	\$10,308.16	\$123,697.97	1.7%	6.10%
Year 12	\$10,483.40	\$125,800.83	1.7%	6.21%
Year 13	\$10,661.62	\$127,939.44	1.7%	6.31%
Year 14	\$10,842.87	\$130,114.42	1.7%	6.42%
Year 15	\$11,027.20	\$132,326.36	1.7%	6.53%
Year 16	\$11,214.66	\$134,575.91	1.7%	6.64%
Year 17	\$11,405.31	\$136,863.70	1.7%	6.75%
Year 18	\$11,599.20	\$139,190.38	1.7%	6.87%
Year 19	\$11,796.38	\$141,556.62	1.7%	6.98%
Year 20	\$11,996.92	\$143,963.08	1.7%	7.10%

Tenant Summary

Tenant Trade Name	Arby's
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NNN
Original Lease Term	20 Years
Rent Commencement Date	10/1/2007
Lease Expiration Date	9/30/2027
Term Remaining on Lease	± 10 Years
Increases	1.7% Annual Increases
Options	Four, 5-Year

TENANT OVERVIEW



Company Name	Arby's
Parent Company Trade Name	Arby's Restaurant Group, Inc.
Ownership	Private
No. of Locations	± 3,500
No. of Employees	± 130,000
Headquartered	Atlanta, GA
Website	www.arbys.com
Year Found	1964

ARBY'S

Arby's Fast Crafted restaurant services feature a unique blend of quick-serve speed combined with the quality and made-for-you care of fast casual. Arby's Restaurant Group, Inc. is the franchiser of the Arby's Brand and is headquartered in Atlanta, GA. Arby's Restaurant Group (ARG) operates the Arby's fast food chain popular for its hot roast beef sandwiches. In addition to roast beef sandwiches, its menu features chicken sandwiches, salads, and some dessert items. More than 1,100 Arby's locations are company-owned, while the rest are franchised.

ARBY'S RECORD YEAR

Arby's had a record year in 2016 and pushed sales over \$3.6 billion according to QSR magazine. Arby's outperformed the quick service industry by 2.3 percentage points and marked 25 consecutive quarters of SSS growth. The fourth quarter of 2016, marked 11 consecutive quarters of transaction growth and 16 consecutive quarters of industry performance for the brand. Arby's plans to continue high volume sales by inking deals with new and exciting Arby's franchisees for the development of 167 new restaurants system wide.

RE-BRANDING AND REMODELING STRATEGY

Arby's is looking to revitalize its guest experience by remodeling 229 restaurant system-wide in the Inspire design. Arby's has re-engineered its restaurants to reduce development costs, expand site selection options, and deliver an upgraded guest experience. Arby's has improved ROI by stripping out some of the costs of opening or remodeling a restaurant. The Inspire design reduces development and remodeling costs, increases restaurant efficiency, and is highly adaptable to a wide range of site opportunities.

PROPERTY OVERVIEW



THE OFFERING

Property Name		Arby's
Property Address	100 Speedway Dr Newark, OH 43023	
Assessor's Parcel Number	020-042342-00.003	
Site Description		
Number of Stories	One	
Year Built	2007	
Gross Leasable Area (GLA)	± 3,320 SF	
Lot Size	± 1.21 Acres (52,751 SF)	
Type of Ownership	Fee Simple	
Parking	± 42 Surface Spaces	
Parking Ratio	12.65 : 1,000 SF	
Landscaping	Professional	
Topography	Generally Level	

PARCEL MAP

OH-16 ± 35,000 ADT

SUBJECT PROPERTY

Under Contract for development

Under Contract for development

*Contact broker for additional details

SURROUNDING TENANTS



AREA OVERVIEW

NEWARK, OH

Newark is the county seat of Licking County, Ohio. The city is just 35 miles east of Columbus, Ohio. 2016 brought an increase in commercial building and a decline in foreclosures. Being so close to a city like Columbus makes Newark a strategic location for those who work in the city but enjoy living in a less congested area. The cost of living in Newark is 15% below the national average making it not only convenient, but affordable as well.



DEMOGRAPHICS

POPULATION	1 Mile	3 Mile	5 Mile
2022 Projection	3,504	31,316	66,788
2017 Estimate	3,356	30,788	65,839
2010 Census	3,123	30,069	64,625
2000 Census	2,967	27,003	60,716
Growth 2017-2022	4.41%	1.72%	1.44%

HOUSEHOLDS	1 Mile	3 Mile	5 Mile
2022 Projection	1,389	12,015	27,098
2017 Estimate	1,333	11,755	26,556
Growth 2017-2022	4.20%	2.21%	2.04%

INCOME	1 Mile	3 Mile	5 Mile
2017 Est. Average Household Income	\$92,889	\$77,937	\$67,877

COLUMBUS, OH

As the capital of Ohio, Columbus is a well-blended mixture of government, industry and the enormous Ohio State University. There is a strong high tech presence in the city, in addition to other major industries of education, insurance, banking, fashion, defense, medical research, and hospitality, amongst others. The diverse economic base in Columbus brings it more economic stability and growth than many of its Rust Belt neighbors. Having been ranked as one of the best places in the country to operate a business in, Columbus is home to the headquarters of five Fortune 500 companies: Nationwide Mutual Insurance Company, American Electric Power, L Brands, Cardinal Health and Big Lots.

Efforts to revive the downtown area and inner neighborhoods have been underway with the emergence of sprawling and attractive residential suburbs just west of the university. These areas have excellent housing, shopping, schools, golf courses and civic amenities in a layout more spacious, wooded and appealing than many similar cities in the region. Plenty of employment opportunities in commercial centers are available in and near these suburbs and with the added low cost of living for the available amenities, Columbus continues to entice those looking to relocate to a more affordable city.



OHIO STATE UNIVERSITY

Columbus is home to one of the top colleges in the nation with over 45,000 undergraduate and 13,000 graduate students while being the third largest employer in the state with close to 30,000 employees. Ohio State University is known for educating successful individuals as they are ranked 10th for awarding degrees to Fortune 500 CEO's.

The University's football team has a massive economic impact on the city of Columbus and state as a whole. Competing in the NCAA Division, each football game brings in about \$7.15 million with the majority coming from their 108,000 seat stadium ticket sales, and the rest from concessions and parking. The popular team attracts tourists from around the country who spend additional money on hotels, food and attractions.





OHIO STATE FAIR

Ohio State Fair is one of the largest fairs in the United States. This event is held every summer for twelve days in Columbus with an estimated economic impact of \$68.6 million.

The fair boasts several rides and attractions for everyone to enjoy along with delicious food from local vendors and live music. The Ohio State Fair brings in people from all over the country and had a record breaking number of attendees in 2015 with over 950,000 fair goers.

COLUMBUS ZOO AND AQUARIUM

The Columbus Zoo and Aquarium is home to over 7,000 animals representing over 800 species. The zoo has a competitive advantage with their 140 acre 18-hole golf course known as the Safari Golf Club. The popular attraction brings in over 2.3 million visitors annually.

The Zoo operates its own conservation program as well, donating money to outside programs as well as participating in their own conservative efforts. Over the past five years the zoo has contributed over \$3.3 million to more than 40 projects in 30 countries.



OHIO THEATRE

The Ohio Theatre is a performing arts center in Columbus known as the “Official Theatre of the State of Ohio”. The famous architect, Thomas W. Lamb, who designed the well-known theatre has claimed it as one of his most successful projects.

The Ohio Theatre hosts a variety of artists from classical music to modern dance. The venue is one of the busiest performing arts facilities in the state.

CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of **ARBY'S** located at **100 Speedway Dr, Newark OH 43023**. It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

OFFERING MEMORANDUM

ARBY'S

100 SPEEDWAY DR | NEWARK, OH 43023

EXCLUSIVELY LISTED BY



JON PRATER

Associate

Jon.Prater@matthews.com
DIR (949) 432-4516
MOB (626) 483-0780
LIC # 02013987 (CA)



ARON CLINE

SVP & Sr. Director

Aron.Cline@matthews.com
DIR (949) 432-4509
MOB (818) 632-0233
LIC # 01904371 (CA)

LAURENCE BERGMAN

BROKER OF RECORD
Lic. #000348029

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES