



**9500 SKOKIE BLVD | SKOKIE, IL 60077**





# MATTHEWS<sup>TM</sup>

REAL ESTATE INVESTMENT SERVICES



## EXCLUSIVELY LISTED BY

### KEEGAN MULCAHY

Associate

[keegan.mulcahy@matthews.com](mailto:keegan.mulcahy@matthews.com)

DIR 310.955.1782

MOB 415.847.5588

LIC # 02067187 (CA)

### CHUCK EVANS

Senior Associate

[chuck.evans@matthews.com](mailto:chuck.evans@matthews.com)

DIR 310.919.5841

MOB 925.323.2263

LIC # 01963473 (CA)

Kyle Matthews

Broker of Record

LIC # 471019766 (IL)



# INVESTMENT HIGHLIGHTS

## PRIME LOCATION

- High Traffic Corner – This IHOP is strategically located on the hard corner of Skokie Boulevard and Foster St, with over 22,000 VPD
- Affluent Chicago Suburb – Property benefits from an average household income of \$109,760, as well as a population exceeding 420,000 in a 5-mile radius
- Top 3 MSA in the country – Chicago MSA is the 3rd largest in the US with an estimated population of 9.5 million
- Close Proximity to Major University – Less than 5-miles from Northwestern University boasting nearly ±10,000 undergraduate students
- Strong Retail Synergy – Subject property is located on an extremely dense retail corridor with national name brand tenants including Nordstrom's, Macy's, Burlington, Bloomingdale, Ross Dress for Less, Chik-fil-A, The Cheesecake Factory, and many more

## ICONIC CASUAL DINING CONCEPT

- 100% leased to a franchisee for a national tenant, IHOP restaurant, a subsidiary of DineEquity, INC. which is the largest casual-dining restaurant chain in the world
- Absolute NNN Lease – ZERO Landlord responsibilities – Ideal for out of state investor
- Hedge Against Inflation – Annual increases based upon CPI index, providing healthy increase in cash flow throughout the base term and option period
- Long Operating History – Veteran franchisee has successfully operated at this location since 1996 – see broker for more details

# FINANCIAL OVERVIEW



**LIST PRICE**  
**\$2,333,126**



**CAP RATE**  
**7.25%**



**GLA**  
**± 3,986 SF**



**LOT SIZE**  
**± 0.43 AC**



**YEAR BUILT**  
**1990**



**9500 SKOKIE BLVD**  
**SKOKIE, IL 60077**





# IHOP

## FINANCIAL OVERVIEW CONT.

### Annualized Operating Data

	Current Annual Rent	Monthly Rent	Cap Rate
Current	\$169,151	\$14,095	7.25%

\*Annual CPI Increases

### Tenant Summary

Tenant Trade Name	IHOP
Type of Ownership	Fee Simple
Lease Guarantor	Franchisee
Lease Type	NNN
Roof and Structure	Tenant Responsibility
Original Lease Term	10 Years
Lease Commencement Date	10/1/2016
Lease Expiration Date	9/30/2026
Term Remaining on Lease	±7.5 Years
Increases	CPI Annual Increases
Options	One, 5-Year Option

### Loan Quote

Term:	5-7 years (coterminous with lease)
Rate:	4.85%-5.15% (check with broker for updated rates)
Loan Amount:	\$1,506,207 (65% LTV)
Amortization:	25 years

Loan quote provided by Barrington Capital based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing. Please contact Jesse Lillard at the information below:

Phone: (214) 530-9025  
Email: [jesse.lillard@barringtoncapcorp.com](mailto:jesse.lillard@barringtoncapcorp.com)



# TENANT OVERVIEW



Property Name	IHOP
Company Trade Name	International House of Pancakes, LLC
Parent Company Trade Name	DineEquity, Inc.
Ownership	Public
Credit Rating (S&P)	B
No. of Locations	± 1,700
No. of Employees	± 40,000
Headquartered	Glendale, California
Website	<a href="http://www.ihop.com">www.ihop.com</a>
Year Founded	1958

## TENANT OVERVIEW

Since 1958, IHOP® has been the place where people connect over breakfast, enjoy study breaks, grab a bite before or after sporting events and so much more. The IHOP family restaurant chain continues to serve their world-famous pancakes and a wide variety of breakfast, lunch and dinner items that are loved by people of all ages. The casual dining restaurant offers pancakes, omelets, French toasts and waffles, crepes, burgers, sandwiches, soups, salads, hash brown stacks, desserts and beverages. International House of Pancakes, LLC also provides a line of syrups through retail stores, mass merchandisers and grocery outlets in the United States. Offering an affordable, everyday dining experience with warm and friendly service, IHOP restaurants are franchised and operated by Glendale, California-based International House of Pancakes, LLC, a wholly-owned subsidiary of DineEquity, Inc., and its affiliates. DineEquity, Inc. is one of the largest full-service restaurant companies in the world with more than 400 franchisee partners.

## STRATEGY

As the leader in Family Dining, IHOP's 99%-franchised system delivers strong free cash flow results that have been the hallmark of the brand's financial performance for more than half a century. IHOP relies primarily on discounted value pricing and limited-time offers, such as its Free Pancake Giveaway, to drive traffic to its restaurants. The company operates in four segments: franchise operations, company restaurant operations, rental operations, and financing operations. With mostly franchised locations, the IHOP chain includes a dozen corporate-run locations used mostly for testing and training.

Focused on providing strategic, visionary leadership for their franchisees, DineEquity successfully brought Applebee's and IHOP together in 2007 to revitalize the brands. The company's dedicated focus combined with an expertise in brand revitalization and franchising have been the basis of their financial success in recent years.

## GEOGRAPHIC REACH

DineEquity operates in more than 20 countries. International House of Pancakes, LLC operates and franchises a chain of restaurants in all 50 states, the District of Columbia, the U.S. Virgin Islands and Puerto Rico. Internationally, the company has locations in Canada, Bahrain, Dubai, Guam, Guatemala, Kuwait, Qatar, Saudi Arabia, The Philippines and Mexico. As of 2015, there were 1,650 IHOP restaurants in 50 states.







# SURROUNDING TENANTS





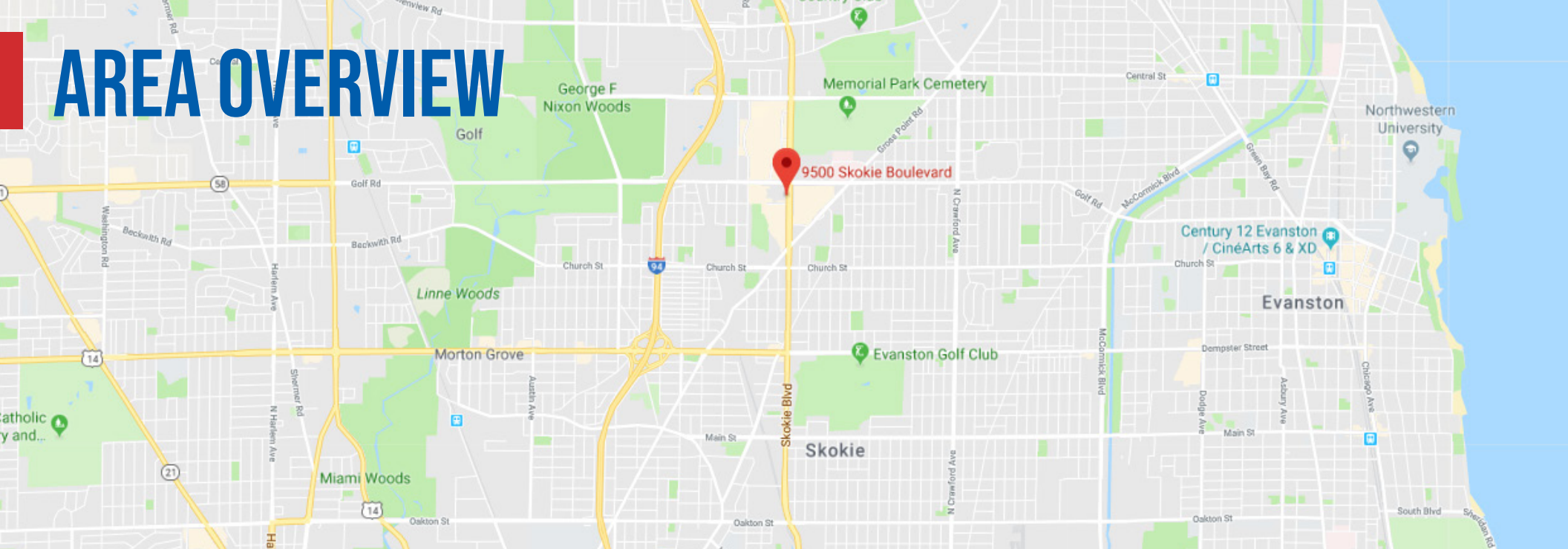


WEBER PARK  
GOLF COURSE





# AREA OVERVIEW



## SKOKIE, IL

Skokie is a village in Cook County, Illinois, United States, neighboring the City of Chicago's northern border. Skokie lies approximately 15 miles north of Chicago's downtown loop. Its name comes from a Potawatomi word for "marsh." For many years Skokie promoted itself as "The World's Largest Village." Skokie's streets, like that of many suburbs, are largely a continuation of the Chicago street grid, and the village is served by the Chicago Transit Authority, further cementing its connection to the city. Living in Skokie offers residents an urban feel and most residents own their homes. In Skokie there are a lot of restaurants, coffee shops, and parks.

## DEMOGRAPHICS

POPULATION	3 Mile	5 Mile	7 Mile
2010 Census	143,763	418,973	851,480
2019 Estimate	143,312	417,700	847,143
2024 Projection	142,855	416,590	844,503

HOUSEHOLDS	3 Mile	5 Mile	7 Mile
2010 Census	52,698	157,632	332,864
2019 Estimate	53,348	159,775	336,521
2024 Projection	53,470	160,304	337,420

2019 Est. Average Household Income	\$139,148	\$127,606	\$112,138
------------------------------------	-----------	-----------	-----------



## CHICAGO, IL

Situated on the southwestern shore of Lake Michigan, the City of Chicago covers an area of 60,000 hectares and sits 176 meters above sea level. Chicagoland is an informal name for the metropolitan area associated with the city of Chicago and its suburbs and has no official definition. The region is often considered to include areas beyond its corresponding MSA, as well as portions of the greater CSA.

## ECONOMY

The city is an efficient economic powerhouse, home to more than 400 major corporate headquarters, including 31 in the Fortune 500.

As a multicultural city that thrives on the harmony and diversity of its neighborhoods, Chicago embodies the values of America's heartland-integrity. It is this level of diversification that has resulted in Chicago being rated as having the most balanced economy in the United States. Additionally, its central location allows Chicago to be at the center of global trade, transit, and data networks.

## FORTUNE 500 COMPANIES BASED IN THE AREA



## HIGHER EDUCATION



THE UNIVERSITY OF  
**CHICAGO**



NORTHWESTERN  
UNIVERSITY

The city is an efficient economic powerhouse, home to more than 400 major corporate headquarters, including 31 in the Fortune 500.

As a multicultural city that thrives on the harmony and diversity of its neighborhoods, Chicago embodies the values of America's heartland-integrity. It is this level of diversification that has resulted in Chicago being rated as having the most balanced economy in the United States. Additionally, its central location allows Chicago to be at the center of global trade, transit, and data networks.



## CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of IHOP located at 9500 Skokie Blvd | Skokie, IL ("Property"). It has been prepared by Matthews Retail Advisors. 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 Retail Advisors. 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 Retail Advisors 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 Retail Advisors 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.



# IHOP

9500 SKOKIE BLVD | SKOKIE, IL

**MATTHEWS™**  
REAL ESTATE INVESTMENT SERVICES

**EXCLUSIVELY LISTED BY**

**KEEGAN MULCAHY**

Associate

keegan.mulcahy@matthews.com  
DIR 310.955.1782  
MOB 415.847.5588  
LIC # 02067187 (CA)

**CHUCK EVANS**

Senior Associate

chuck.evans@matthews.com  
DIR 310.919.5841  
MOB 925.323.2263  
LIC # 01963473 (CA)

Kyle Matthews  
Broker of Record  
LIC # 471019766 (IL)

