

CONFIDENTIAL OFFERING MEMORANDUM

# JIFFY LUBE

648 S WHITNEY WAY, MADISON WI | SINGLE TENANT NET LEASED RETAIL INVESTMENT OPPORTUNITY



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**jiffy lube®**

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## CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of the Single Tenant Retail Investment Opportunity. It has been prepared by Colliers International. 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 Properties. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Colliers International. The material is based in part upon information supplied by the Seller and in part upon financial information obtained by sources the deemed 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, you agree:

- 1) The Offering Memorandum and its contents are confidential;
- 2) You will hold it and treat it in the strictest of confidence;
- 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; and
- 4) By accepting this material, you are not entering into a co-broker relationship with Colliers or Seller. Neither Colliers nor Seller has any obligation to pay a commission to outside brokers unless agreed to via a separate agreement
- 5) The Property and improvements described in this Offering Memorandum are being offered for sale on an "As Is, Where Is" basis without representations or warranties.

Owner and Colliers International expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Properties 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 Single Tenant Retail Investment Opportunity 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 Properties, or information provided herein or in connection with the sale of the Properties 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 Colliers International 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 Properties.



# EXECUTIVE SUMMARY

Colliers International | Wisconsin is pleased to present the opportunity to acquire a single tenant net leased Jiffy Lube in Madison, Wisconsin. Jiffy Lube has operated here since 1995 and has 2+ years remaining on its original 20 year lease term. The lease calls for four, five-year options at 10% increases every five years.

Jiffy Lube is well located along busy Whitney Way in Madison, the capital of Wisconsin, and just a half mile north of the Whitney Way and Beltline Highway interchange. The Beltline Highway is one of the major arterials in Madison, providing access to Interstate 90 and the affluent Madison suburbs. The building sits on an adjacent outlot of an Office Depot anchored shopping center alongside Walgreens and Applebee's. Additional tenants in this area include a newer construction Hy-Vee grocery store, T.J. Maxx, YMCA, Starbucks, Taco Bell, Vintage Brewing Company and more.

- › Operating Jiffy Lube for the past **24 years**
- › Absolute Net Lease with **zero landlord responsibilities**
- › Great **visibility and access** from Beltline Highway and Whitney Way
- › **Adjacent national retailers** include Hy-Vee, Office Depot and TJ Maxx
- › Traffic counts of **14,000** vehicles per day on Whitney Way and **79,900** vehicles per day on Beltline Highway
- › **Renewal options** totaling up to **25 additional years** with 10% rent increases with each option

## PROPERTY HIGHLIGHTS

SIZE.....	1,531 SF
SITE AREA.....	0.49 Acres
YEAR BUILT.....	1995

## TENANCY HIGHLIGHTS

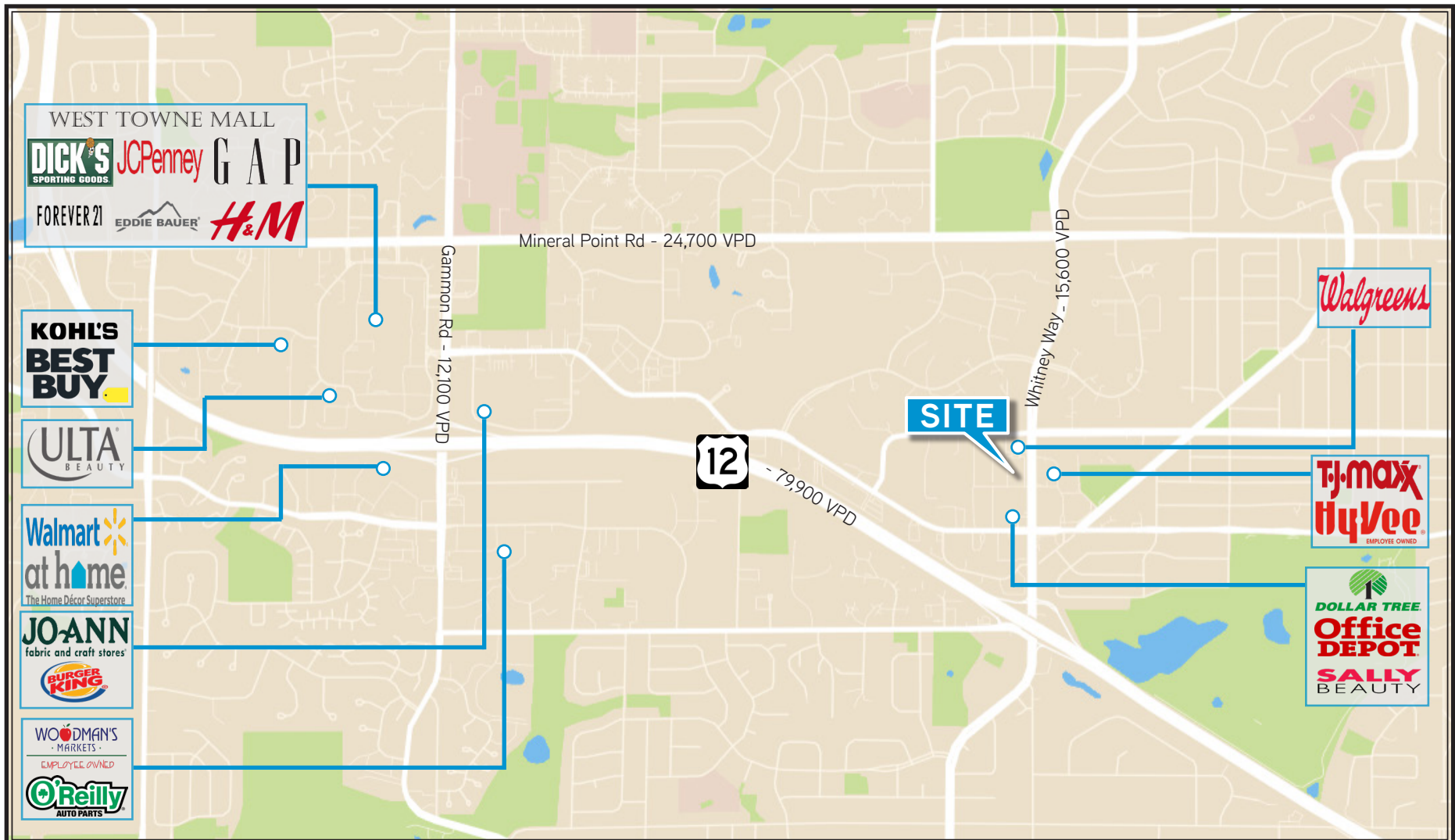
# TENANTS.....	One (1) Tenant
OCCUPANCY.....	100%
LEASE EXPIRATION.....	9/30/2021
RENEWAL OPTIONS.....	4-5 Year Options

## FINANCIAL HIGHLIGHTS

Y1 NOI .....	\$89,443
PRICE.....	\$1,005,000
PRICE PSF.....	\$656.43
CAP RATE.....	8.90%

# Location

This Single Tenant Retail Investment Opportunity is located in Madison, the capitol of Wisconsin with approximately 255,000 residents. The property sits on Whitney Way, along with both national and local tenants including, Office Depot, HyVee, T.J. Maxx and Walgreens. The area is served the Beltline Highway (Highway 12), which is traveled by 103,000 vehicles each day. Additionally, this property is located just to the east of the Mineral Point Rd and Gammon Rd retail corridor which includes West Towne Mall. West Towne Mall is a shopping mall which includes big box stores like Dick's Sporting Goods, Best Buy, Kohl's and H&M.



## Offering Procedures

ASKING PRICE	\$1,005,000 (8.90% cap rate, \$656.43 PSF)
TERMS	The property is being sold on an as-is, where-is basis, without structural, economic or environmental representations or warranties.
CAPITAL STRUCTURE	Buyer should be prepared to discuss capital sources and structure.
SALE COSTS	Real estate taxes and other closing costs will be prorated in accordance with customary practice for real estate transfers in Dane County.
DEBT SERVICE	The property is being offered free and clear of mortgage financing. Debt financing terms provided in this offering memorandum are for informational purposes only. Buyer should obtain personalized debt quotes for their own purposes

## CONTACT INFORMATION

The sale of this Single Tenant Investment Opportunity is being exclusively offered by Colliers International | Wisconsin. All inquiries and tours requests should be directed to the individuals below.

### Investment Contact:

**Adam Connor**

Senior Vice President | Wisconsin

(414) 278-6838

adam.connor@colliers.com

### Financial Analyst Contact:

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Colliers International | Wisconsin | 833 East Michigan Street | Suite 500 | Milwaukee, WI 53202



# PROPERTY DESCRIPTION

Address:	648 S Whitney Way Madison, WI 53711
Rentable Area:	1,531 SF
Site Area:	0.49 AC
Year Built:	1995
Zoning:	CC, Commercial Center District
Parcel ID:	070930305234













# TENANT OVERVIEW

## Jiffy Lube

www.jiffylube.com

Holdings: Wholly owned subsidiary

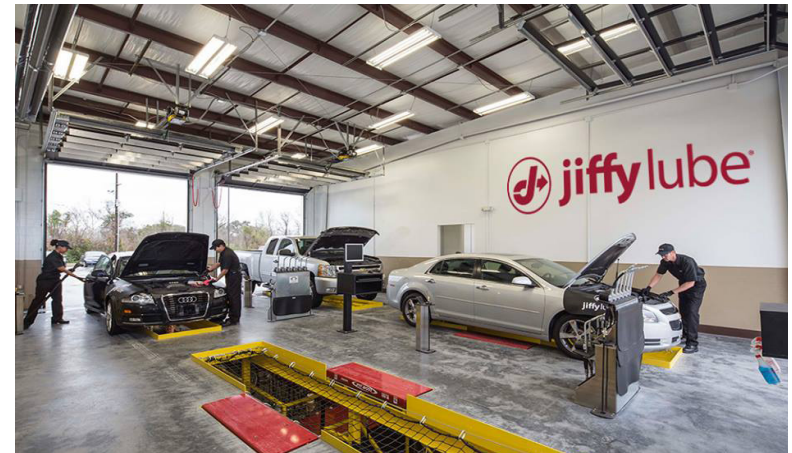
Headquarters: Houston, TX

Founded: 1971



Founded in Utah in 1971 by Edwin H. Washburn, Jiffy Lube, a subsidiary of Royal Dutch Shell, is an automotive oil change shop. After Washburn's franchises were sold to W. James Hindman, Jiffy Lube went public in 1987. There are roughly 2,000 Jiffy Lube franchises throughout North America, who are independently owned by 252 operators. They serve over 24 million customers each year.

In June of 2011, Jiffy Lube introduced and launch a new program, Oil Change Schedule (OSC). This new program allows customers to decide how often they would like their oil changed on a number of things. This includes, manufacturer recommendations, driving habits and road conditions. The OCS program moves away from the old model of changing oil every 3,000 miles and provides a schedule that is unique for each driver.



Tenant Name	SF	Pro Rata Share	Commence	Expire	\$/SF	Annual Rent	Rent Increases Date	\$/SF	Lease Type	Renewal Options
Jiffy Lube	1,531	100%	10/01/2001	09/30/2021	\$58.42	\$89,443	Option 1: 2021-2025	\$64.32	Net	> Four renewal options of five years each
							Option 2: 2026-2030	\$70.68		
							Option 3: 2031-2035	\$77.75		
							Option 4: 2036-2040	\$85.53		
<b>TOTAL</b>	<b>1,531</b>	<b>100%</b>			<b>\$58.42</b>	<b>\$89,443</b>				

# MADISON METROPOLITAN OVERVIEW

Madison is the state capital of Wisconsin with a population of about 255,000, making it the second largest city in the state. Madison is a medical and technology hub, home to companies such as Epic Systems, Google, Microsoft, Alliant Energy and more. The city consistently ranks near the top of best-places lists with its vibrant economy and low unemployment. Madison is also home to the University of Wisconsin—Madison, the state's flagship university. In recent years, Madison has boasted the highest number of PhDs per capita and third highest college graduates per capita, according to Forbes magazine, enhancing the already plentiful labor pool. The city is able to attract top-notch talent through a true live, work, play mantra. Downtown Madison is centered around the State Capitol building with the surrounding neighborhood home to upscale retailers, corporate offices, luxury apartments and condos, and some of the finest dining options in the state. The University of Wisconsin - Madison's main campus neighbors the Capitol building with its 43,000 student body. Within the campus sits Camp Randall Stadium, home to UW's football team. With a seating capacity of 80,321, Camp Randall ranks among the nation's largest school-owned stadiums.





# MADISON METROPOLITAN OVERVIEW

## *#10 BEST CITIES FOR AN ACTIVE LIFESTYLE*

WALLETHUB.COM, JANUARY 2019

## *#5 AMERICA'S BEST CITIES FOR YOUNG PROFESSIONALS*

FORBES, AUGUST 2016

## *#3 TOP 100 BEST PLACES TO LIVE*

LIVEABILITY.COM, FEBRUARY 2019

## *MOST EDUCATED CITY IN WISCONSIN*

INSURIFY.COM, JULY 2018

## *#1 BEST CITIES TO RAISE A FAMILY*

AUGUST 2018



# DOING BUSINESS

## LEADING INDUSTRIES - MADISON REGION

### HEALTHCARE

- › Represents 12% of total employment in Madison region at 63,000 in the healthcare workforce.
- › 8,500 degrees conferred in healthcare-related fields in 2014-2015.
- › UW-Madison's School of Medicine and Public Health is one of the nation's top ten medical schools for primary care.

### LIFE SCIENCES

- › Madison region is a long-standing leader in world-class biotech research and development.
- › UW-Madison ranks 4th nationwide in federal research funds with over \$1 billion in expenditures, more than half of which is spent directly in life sciences.
- › Scientific R&D grew by nearly 190% between 2005 and 2015, and the bioscience industry supported 10,000+ regional jobs in 2015.

### INFORMATION TECHNOLOGY

- › Hotbed for entrepreneurial tech talent through UW-Madison, University Research Park and numerous organizations bringing together talent and firms.
- › Region's largest private sector employer is Epic Systems, the nation's leading developer of electronic medical records.
- › Ranked #5 on medium sized cities list of the 2015 Cities Winning the Battle For Information Jobs.

### ADVANCED MANUFACTURING

- › Comprises 12.8% of total regional non-farm employment - second only to healthcare and social services.
- › Strengths in food products machinery, tractors and trailers, household refrigerators and freezers, appliances, metal manufacturing, and plastics.
- › In 2015, over 1,400 manufacturing establishments employed more than 68,000 workers in the Madison Region

### AGRICULTURE

- › Madison region boasts some of the richest agricultural soils in the world.
- › 60,000 jobs directly related to agriculture, comprising 20% of Wisconsin's total.
- › Host to the World Dairy Expo for the past 50 years

## TOP EMPLOYERS

### Wisconsin Fortune 500 Companies

Company	Rank	Revenues	Employees
Northwestern Mutual	104	\$29.331 B	5,400
Manpower Group	143	\$21.034 B	29,000
Kohl's	157	\$19.095 B	85,000
American Family Insurance	311	\$9.545 B	11,307
WEC Energy Group	372	\$7.649 B	8,100
Johnson Controls	389	\$30.172 B	121,000
Oshkosh	414	\$6.830 B	14,000
Rockwell Automation	445	\$6.311 B	22,000
Fiserv	487	\$5.596 B	24,000
Harley-Davidson	488	\$5.647 B	5,800

### Top Madison Employers






# DEMOGRAPHICS

## Dane County Statistics

 **543,128**  
Population

 **228,478**  
Households

 **\$69,781**  
Avg. HH Income

 **411,977**  
Employees

 **\$11.6 Billion**  
Consumer Expenditure

	1 MILE RADIUS	3 MILE RADIUS	5 MILE RADIUS
POPULATION			
2000 Census Population	7,413	86,628	169,047
2010 Census Population	7,362	92,028	190,150
2018 Est. Total Population	7,783	98,447	212,556
2023 Projected Population	8,151	103,717	227,707
HOUSEHOLDS			
2000 Census Households	3,371	38,508	70,945
2010 Census Households	3,603	41,578	82,205
2018 Est. Total Households	3,813	44,653	92,558
2023 Projected Total Households	3,992	47,159	99,656
AVERAGE HOUSEHOLD INCOME			
2018 Est. Average Household Income	\$92,818	\$99,797	\$89,878
2018 Est. Median Household Income	\$77,207	\$72,853	\$60,583
2018 Est. Per Capita Income	\$44,465	\$45,378	\$39,338
EMPLOYMENT			
2018 Est. Total Employees	4,045	56,748	122,939
CONSUMER EXPENDITURE			
Total Household Expenditure	\$185 M	\$2.37 B	\$4.48 B

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**BROKER DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS**

1 Prior to negotiating on your behalf the Broker must provide you the following disclosure statement:

2 **BROKER DISCLOSURE TO CUSTOMERS**

3 You are a customer of the broker. The broker is either an agent of another party in the transaction or a subagent of another broker  
4 who is the agent of another party in the transaction. The broker, or a salesperson acting on behalf of the broker, may provide  
5 brokerage services to you. Whenever the broker is providing brokerage services to you, the broker owes you, the customer, the  
6 following duties:

- 7 ■ The duty to provide brokerage services to you fairly and honestly.
- 8 ■ The duty to exercise reasonable skill and care in providing brokerage services to you.
- 9 ■ The duty to provide you with accurate information about market conditions with a reasonable time if you request it, unless  
10 disclosure of the information is prohibited by law.
- 11 ■ The duty to disclose to you in writing certain material adverse facts about a property, unless disclosure of the information is  
12 prohibited by law (**See Lines 47-55**).
- 13 ■ The duty to protect your confidentiality. Unless the law requires it, the broker will not disclose your confidential information or the  
14 confidential information of other parties (**See Lines 22-39**).
- 15 ■ The duty to safeguard trust funds and other property the broker holds.
- 16 ■ The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the advantages and  
17 disadvantages of the proposals.

18 Please review this information carefully. A broker or salesperson can answer your questions about brokerage services, but if you  
19 need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home inspector.  
20 This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a plain-language summary of  
21 A broker's duties to a customer under section 452.133 (1) of the Wisconsin statutes.

22 **CONFIDENTIALITY NOTICE TO CUSTOMERS**

23 **BROKER WILL KEEP CONFIDENTIAL ANY INFORMATION GIVEN TO BROKER IN CONFIDENCE, OR ANY INFORMATION**  
24 **OBTAINED BY BROKER THAT HE OR SHE KNOWS A REASONABLE PERSON WOULD WANT TO BE KEPT CONFIDENTIAL,**  
25 **UNLESS THE INFORMATION MUST BE DISCLOSED BY LAW OR YOU AUTHORIZE THE BROKER TO DISCLOSE PARTICULAR**  
26 **INFORMATION. A BROKER SHALL CONTINUE TO KEEP THE INFORMATION CONFIDENTIAL AFTER BROKER IS NO LONGER**  
27 **PROVIDING BROKERAGE SERVICES TO YOU.**

28 THE FOLLOWING INFORMATION IS REQUIRED TO BE DISCLOSED BY LAW:

- 29 1. MATERIAL ADVERSE FACTS, AS DEFINED IN SECTION 452.01 (5g) OF THE WISCONSIN STATUTES (**SEE LINES 47-55**).
- 30 2. ANY FACTS KNOWN BY THE BROKER 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 BROKER IS AWARE OF WHAT SPECIFIC INFORMATION YOU CONSIDER CONFIDENTIAL, YOU MAY LIST  
33 THAT INFORMATION BELOW (**SEE LINES 35-36**). AT A LATER TIME, YOU MAY ALSO PROVIDE THE BROKER WITH OTHER  
34 INFORMATION YOU CONSIDER TO BE CONFIDENTIAL.

35 **CONFIDENTIAL INFORMATION:**

36 \_\_\_\_\_  
37 **NON-CONFIDENTIAL INFORMATION** (The following information may be disclosed by Broker):

38 \_\_\_\_\_  
39 (INSERT INFORMATION YOU AUTHORIZE THE BROKER TO DISCLOSE SUCH AS FINANCIAL QUALIFICATION INFORMATION.)

40 **CONSENT TO TELEPHONE SOLICITATION**

41 I/we agree that the Broker and any affiliated settlement service providers (for example, a mortgage company or title company) may  
42 call our/my home or cell phone numbers regarding issues, goods and services related to the real estate transaction until I/we  
43 withdraw this consent in writing. **List Home/Cell Numbers:** \_\_\_\_\_

44 **SEX OFFENDER REGISTRY**

45 *Notice:* You may obtain information about the sex offender registry and persons registered with the registry by contacting the  
46 Wisconsin Department of Corrections on the Internet at <http://offender.doc.state.wi.us/public/> or by phone at 608-240-5830.

47 **DEFINITION OF MATERIAL ADVERSE FACTS**

48 A "material adverse fact" is defined in Wis. Stat. § 452.01 (5g) as an adverse fact that a party indicates is of such significance, or that  
49 is generally recognized by a competent licensee as being of such significance to a reasonable party, that it affects or would affect  
50 the party's decision to enter into a contract or agreement concerning a transaction or affects or would affect the party's decision  
51 about the terms of such a contract or agreement. An "adverse fact" is defined in Wis. Stat. § 452.01 (1e) as a condition or occurrence  
52 that a competent licensee generally recognizes will significantly and adversely affect the value of the property, significantly reduce  
53 the structural integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information  
54 that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a contract or  
55 agreement made concerning the transaction.