



REPRESENTATIVE PHOTO



REPRESENTATIVE PHOTO

OFFERING MEMORANDUM

JIFFY LUBE

2 UNIT PORTFOLIO | LOUISIANA



REPRESENTATIVE PHOTO

CONTENTS

03 EXECUTIVE SUMMARY

04 FINANCIAL OVERVIEW

09 TENANT OVERVIEW

11 AREA OVERVIEW

EXCLUSIVELY LISTED BY



AUSTIN WALSH
Associate

austin.walsh@matthews.com
DIR (214) 692-2298
MOB (817) 658-3100
LIC # 689818 (TX)



DALTON BARNES
Senior Associate

dalton.barnes@matthews.com
DIR (214) 692-2930
MOB (925) 234-1772
LIC # 01984625 (CA)

BROKER OF RECORD

DONNIE JARREAU
BROKER OF RECORD
LIC # 995685215 (LA)

EXECUTIVE SUMMARY

INVESTMENT HIGHLIGHTS

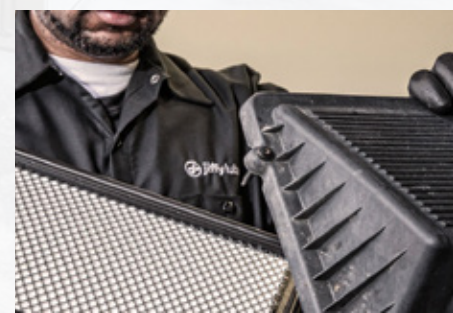
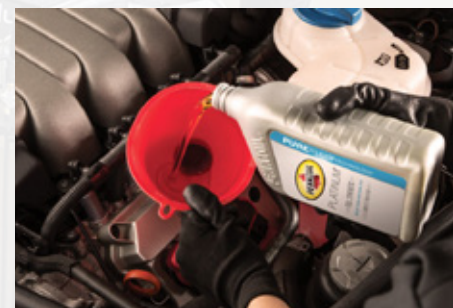
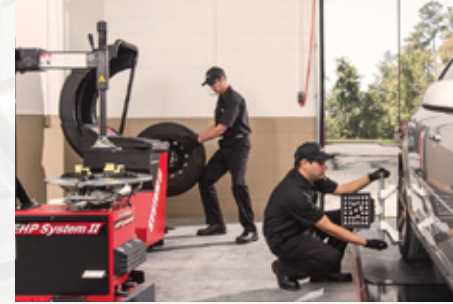
- Additional rent received on top of the base rent brings the effective cap rate to +13%
- Diversification of investment between two separate locations, which hedges against location-specific risks of either individual location
- Attractive double-digit day 1 return on investment
- Leased to Team Car Care, LLC - the largest franchisee in the Jiffy Lube system with +530 units nationally
- Preventative Auto Service properties present a rare e-commerce resistant class of asset.
- Attractive Potential Tax Benefits - Auto service based assets may be eligible for an accelerated depreciation schedule *Consult your tax or accounting professional to see how this will apply to you.

916 N. Trenton St., Ruston, LA 71270

- Located immediately off of the I-20 between N Vienna St & N Trenton St which is the primary route between downtown Ruston and the retail district see a combined 41,000 VPD
- Positioned less than 1-mile from the primary retail area which has major tenants such as Walmart, Lowe's, Chick-fil-A, Logan's Roadhouse and Raising Cane's
- This property is less than 1-mile from Louisiana Tech University's main campus, which has an annual enrollment of over 12,000 students - providing for a continually steady consumer base

2602 Ferrand St., Monroe, LA 34518

- Located just off of HWY 165, which sees 38,000 VPD passing by this location
- This location is in the immediate vicinity of other tenants such as Circle K and Oasis Super Wash that have great synergy with the subject property
- This property is less than 1-mile from University of Louisiana at Monroe's main campus, which has an annual enrollment of over 8,500 students - providing for a continually steady consumer base



PORTFOLIO FINANCIALS

Tenant Summary

Tenant Trade Name	Jiffy Lube
Type of Ownership	Fee Simple
Lease Guarantor	Team Car Care East, LLC
Lease Type	NNN
Roof and Structure	Landlord Responsible
Original Lease Term	11.5 Years
Lease Commencement	7/14/10
Rent Commencement	7/14/10
Lease Expiration Date	2/28/22
Term Remaining	±3 Years
Increases	10% Every 5 Years
Options	Four (4) Five (5) Year Options



LIST PRICE

\$1,225,946



CAP RATE

9.25%

Annualized Operating Data

	Base Annual Rent	Actual Cap Rate	Additional Rent	Total Income	Effective Cap Rate
Current - 6/30/2020	\$113,400	9.25%	\$50,160	\$163,560	13.34%
7/1/2020 - 2/28/2022	\$127,575	10.41%	\$50,160	\$177,735	14.50%
Option 1 (3/1/2022 - 2/28/2025)	\$143,522	11.71%	0	\$143,522	11.71%
Option 2 (3/1/2025 - 2/28/2030)	\$161,462	13.17%	0	\$161,462	13.17%
Option 3 (3/1/2030 - 2/28/2035)	\$181,645	14.82%	0	\$181,645	14.82%
Option 4 (3/1/2035 - 2/28/2040)	\$204,350	16.67%	0	\$204,350	16.67%

PROPERTY OVERVIEW

THE OFFERING

PROPERTY NAME

Property Name	Jiffy Lube
Property Address	916 N. Trenton St., Ruston, LA 71270
Assessor's Parcel Number	2370

SITE DESCRIPTION

Number of Stories	One
GLA	± 1,708 SF
Lot Size	± 0.41 Acres
Landscaping	Professional
Topography	Generally Level

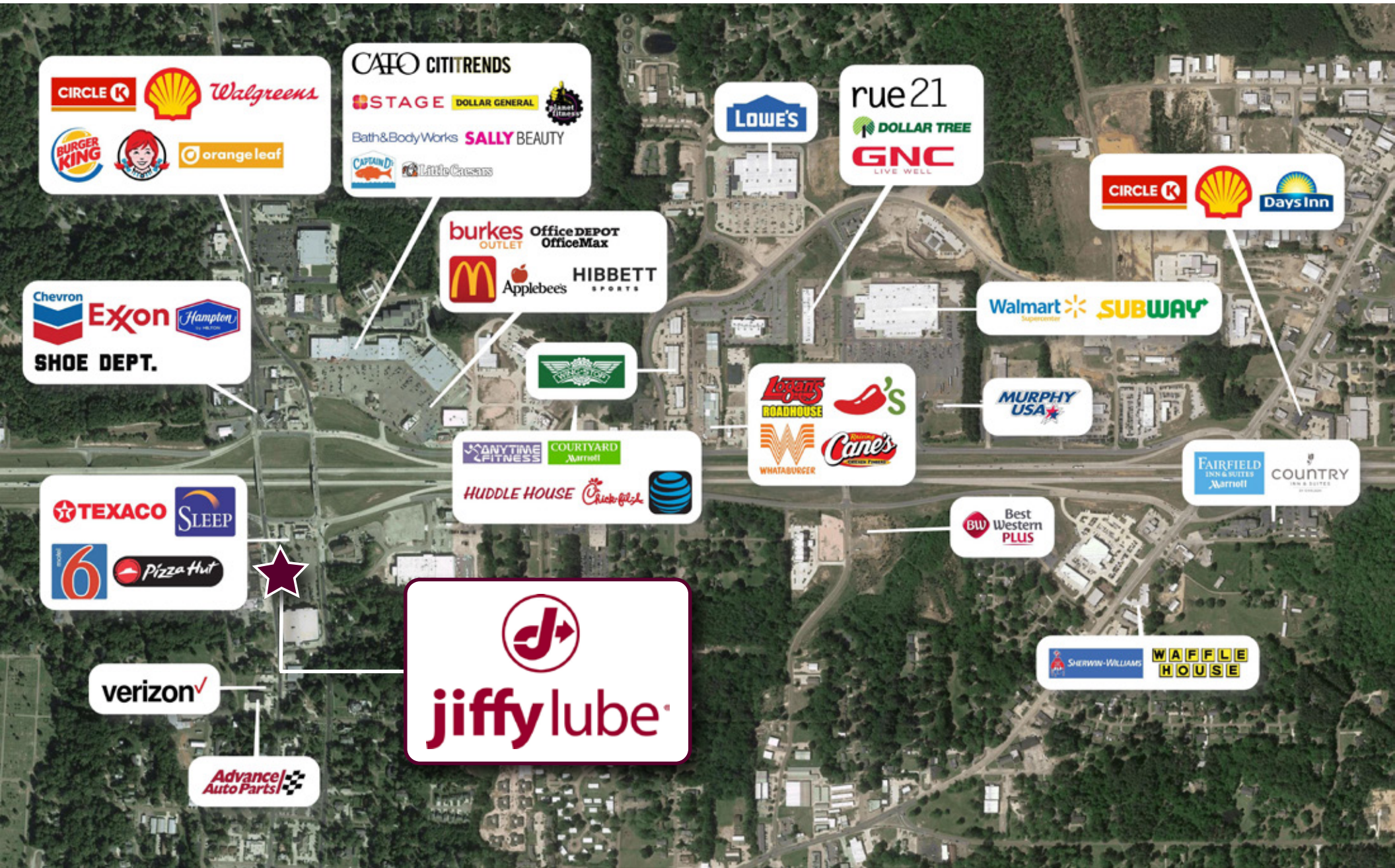
CONSTRUCTION

Foundation	Concrete Slab
Framing	Steel
Parking Surface	Asphalt
Roof	Flat

PARCEL MAP



SURROUNDING TENANTS - RUSTON, LA



PROPERTY OVERVIEW

THE OFFERING

PROPERTY NAME

Property Name	Jiffy Lube
Property Address	2602 Ferrand St., Monroe, LA 34518
Assessor's Parcel Number	34518

SITE DESCRIPTION

Number of Stories	One
GLA	± 2,975 SF
Lot Size	± 0.31 Acres
Landscaping	Professional
Topography	Generally Level

CONSTRUCTION

Foundation	Concrete Slab
Framing	Steel
Parking Surface	Asphalt
Roof	Flat

PARCEL MAP



SURROUNDING TENANTS - MONROE, LA



TENANT OVERVIEW



JIFFY LUBE

A leading provider of oil changes and a subsidiary of Shell Oil Company, Jiffy Lube boasts more than 2,100 outlets led throughout North America that are all independently owned by operators. Besides oil changes, Jiffy Lube facilities provide maintenance services for air conditioning, fuel systems and transmissions. At some of its locations it also performs inspections and emissions testing, repairs windshields and rotates tires. Serving about 22 million customers annually, Jiffy Lube caters to several fleet management firms such as Donlen, Emkay, Voyager and PHH. Heartland Automotive Services, Inc. is a franchisee company that operates over 530 Jiffy Lube locations in the United States.

STRATEGY

Jiffy Lube focuses on its four key areas of preventative maintenance service: change, inspect, check/fill, and clean. The company's extensive technician training program has made Jiffy Lube an Automotive Service Excellence (ASE) Accredited Training Provider. With a focus on reuse, Jiffy Lube makes a point to collect more used oil than any of its competitors in North America. The oil is then refined and used for making concrete, generating electricity, and heating asphalt to pave roads.

GEOGRAPHIC OUTREACH

Jiffy Lube has an approximate 2,100 franchised service centers in North America and Canada.



PARENT COMPANY TRADE NAME

ROYAL DUTCH SHELL PLC (ADR)



NO. OF LOCATIONS

± 2,100



NO. OF EMPLOYEES

± 6,538



HEADQUARTERED

HOUSTON, TEXAS



WEBSITE

WWW.JIFFYLUBE.COM



YEAR FOUNDED

1979

AREA OVERVIEW

RUSTON, LA

Conveniently located just off Interstate-20 just between Shreveport and Monroe, Ruston is the parish seat of Lincoln Parish, Louisiana. It is the largest city in the Eastern Ark-La-Tex region and the principal city of the Ruston Metropolitan Statistical Area.

Home to Louisiana Tech University, much of Ruston's economy is based on the university. A plurality of Ruston residents are employed in Educational Services careers. Median home value in Ruston is also well above the state average, speaking to the city's strong economy.

Ruston has many outdoor trails, state parks, campsites, and lakes where students and residents can enjoy the great outdoors. Other popular attractions include the many public art murals scattered all over the city, as well as the Ruston Farmers Market and the Dixie Center for the Arts. The city also hosts the Louisiana Peach Festival each year.

PROPERTY DEMOGRAPHICS

POPULATION	1 Mile	3 Mile	5 Mile
2018 Estimate	4,829	24,533	34,791
2010 Census	4,744	24,095	33,950
2000 Census	4,394	22,668	31,570

HOUSEHOLDS	1 Mile	3 Mile	5 Mile
2023 Projection	2,191	10,119	13,790
2018 Estimate	2,170	9,942	13,498
2010 Census	2,049	9,375	12,627
2000 Census	1,874	8,270	11,049
Growth 2018-2023	0.94%	1.78%	2.16%
Growth 2010-2018	5.93%	6.05%	6.90%
INCOME	1 Mile	3 Mile	5 Mile
2018 Est. Average Household Income	\$42,508	\$44,128	\$48,756

LOUISIANA TECH UNIVERSITY

Founded in 1894, Louisiana Tech University is a public research institution known for its great academics, athletics, and overall value. The university is growing very quickly, seeing an increase of 16.9% in total enrollment since 2013 and reaching record enrollment in 2017. Louisiana Tech is now home to nearly 13,000 students.

Well known for its STEM program, Mechanical Engineering and Biology are the most popular majors. The school also has an impressive athletic history. The men's baseball team has taken home 3 conference championships. The women's basketball team has won 3 national championships, and the football team has won 3 Division II national championships.



AREA OVERVIEW

MONROE, LA

Monroe is the eighth-largest city in the U.S. state of Louisiana, located a little less than 100 miles east of Shreveport. Monroe is an economic, educational, and medical hub for Northeast Louisiana, and a very diverse area. The Monroe metropolitan area is expected to see the largest percentage job growth over the next two years thanks to public-private partnerships and cooperation at the local, regional, state, and federal levels.

Monroe is the birthplace of Delta Airlines, and home to Louisiana Purchase Gardens and Zoo. There are three outstanding major universities and a community college within thirty minutes of the city - The University of Louisiana at Monroe, Grambling State University, Louisiana Tech University, and Delta Community College.

PROPERTY DEMOGRAPHICS

POPULATION	1 Mile	3 Mile	5 Mile
2018 Estimate	7,281	41,058	75,822
2010 Census	6,932	41,352	76,755

HOUSEHOLDS	1 Mile	3 Mile	5 Mile
2023 Projection	2,920	18,919	34,024
2018 Estimate	2,821	18,136	32,563
2010 Census	2,467	17,031	30,755
2000 Census	2,448	17,039	30,894
Growth 2018-2023	3.51%	4.32%	4.49%
Growth 2010-2018	14.32%	6.49%	5.88%
INCOME	1 Mile	3 Mile	5 Mile
2018 Est. Average Household Income	\$66,340	\$63,509	\$55,763

ENTERTAINMENT

The Monroe Civic Center has multiple facilities. The main complex is the Civic Center Arena, which provides 44,000 square feet of exhibit space along with 5,600 seats. The arena houses events such as banquets, circuses, and rodeos. The civic center also has the B. D. Robinson conference hall, Monroe Convention Center, equestrian pavilion, and the 2,200-seat W. L. Jack Howard Theatre, named for W. L. “Jack” Howard, the Union Parish native who served as the mayor of Monroe from 1956 to 1972 and again from 1976 to 1978.

Monroe is also the home of the Louisiana Purchase Gardens and Zoo, which collectively maintains over 500 animals. The zoo also offers boat rides and a catwalk, in addition to other seasonal activities.

A wide-angle photograph of the Monroe, Louisiana skyline at night. The city's lights are reflected in the calm water in the foreground. The skyline includes several large, multi-story buildings, some with distinctive architectural features like towers and domes. The lights are a mix of warm yellows and oranges, and some cooler blues and whites. The reflection in the water is very clear, creating a symmetrical effect.

TRANSPORTATION

Monroe Regional Airport serves the city. The airport has three main runways and is served by American Airlines, United Airlines, and Delta Air Lines. Greyhound Bus Lines provides transportation from Monroe to many cities across the nation.

The city of Monroe also has the oldest municipally owned transit system in the nation. Created in 1906 as a four-line street railroad, the Monroe Transit System now provides 13 fixed bus routes covering most areas of the city, and three demand-response buses serving the disabled.

CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of **Jiffy Lube** located at **2 Sites in Ruston, LA and Monroe, LA. (“Property”)**. 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

JIFFY LUBE

2 SITE PORTFOLIO | LOUISIANA

EXCLUSIVELY LISTED BY



AUSTIN WALSH

Associate

dalton.barnes@matthews.com

DIR (214) 692-2298

MOB (817) 658-3100

LIC # 689818 (TX)

BROKER OF RECORD

DONNIE JARREAU

BROKER OF RECORD

LIC # 995685215 (LA)



DALTON BARNES

Senior Associate

dalton.barnes@matthews.com

DIR (214) 692-2930

MOB (925) 234-1772

LIC # 01984625 (CA)

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES