



COLLISION REPAIR CENTERS

965 Riverside Ave  
ROSEVILLE, CA

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES





# TABLE OF CONTENTS

03 EXECUTIVE OVERVIEW

05 FINANCIAL OVERVIEW

06 TENANT OVERVIEW

07 AREA OVERVIEW

## LISTED BY

JACK CHANG  
SENIOR ASSOCIATE

D I R (949) 873-0509  
M O B (949) 413-9751  
[jack.chang@matthews.com](mailto:jack.chang@matthews.com)  
LIC # 01873010 (CA)

GARY CHOU  
SVP & SENIOR DIRECTOR

D I R (310) 919-5827  
M O B (714) 928-8016  
[gary.chou@matthews.com](mailto:gary.chou@matthews.com)  
LIC # 01911222 (CA)



## EXECUTIVE OVERVIEW



SERVICE KING  
**965 Riverside Ave**  
ROSEVILLE, CA 95678



**\$4,165,678**

LIST PRICE



**5.00%**

CAP RATE



**\$208,284**

ANNUAL RENT



### PROPERTY DETAILS

- » Brand new lease with Service King, ± 8 years on current lease
- » Above market 2% annual increases, great hedge against inflation
- » Low Rent/SF - Service King is currently only paying about \$7.43/foot/year, 40% below market for comparable spaces and substantially below area rent

### LOCATION

- » Strategically located on the busy corner of Riverside Ave and Cirby Way, combined of over 80,000 VPD
- » Located next to Starbucks, Public Storage, Kaiser Permanente and Chevron
- » High Income Market - Average Incomes Above \$80,000

### TENANTS

- » Service King is one of the largest Collision Repair companies in the United States with over 340 Locations in 24 Different States
- » Significant Private Equity Funding - Blackstone Group LP and Carlyle LP backed, with Blackstone Group LP with controlling shares
- » Service King is estimated to have over \$1 Billion in annual revenue and employs more than 6,000 people
- » Service King is capitalizing on the consolidation of the rapidly growing Collision Industry, a \$33+ billion industry in US and Canada
- » Great Hedge Against Ecommerce





Berco  
Redwood



Roller  
King

Just  
Better Cars



Riverside Ave ±38,000 ADT



Cirby Way ±28,000 ADT



# FINANCIAL ANALYSIS



SERVICE KING  
**965 Riverside Ave**  
 ROSEVILLE, CA 95678



**±26,960 SF**  
 GLA



**±2.04 AC**  
 LOT SIZE



**1999/2002**  
 YEAR BUILT/RENOVATED



**472-250-013 & 472-250-038**  
 APN

## SERVICE KING LEASE SUMMARY

<b>TENANT</b>	Service King
<b>LEASE TYPE</b>	NN+
<b>TYPE OF OWNERSHIP</b>	Fee Simple
<b>LEASE GUARANTOR</b>	Service King Paint & Body, LLC
<b>ROOF AND STRUCTURE</b>	Tenant Responsible
<b>ORIGINAL LEASE TERM (YEARS)</b>	10
<b>LEASE COMMENCEMENT DATE</b>	5/6/2017
<b>LEASE EXPIRATION DATE</b>	5/6/2027
<b>TERM REMAINING ON LEASE</b>	8 Years
<b>INCREASES</b>	2% Annually
<b>OPTIONS</b>	Three, 5-Year Options

## ANNUALIZED OPERATING DATA

LEASE COMMENCE	MONTHLY RENT	ANNUAL RENT	RENT/SF	CAP RATE
2019	\$17,357	\$208,284	\$7.73	5.00%
2020	\$17,704	\$212,450	\$7.88	5.10%
2021	\$18,058	\$216,699	\$8.04	5.20%
2022	\$18,419	\$221,033	\$8.20	5.31%
2023	\$18,788	\$225,453	\$8.36	5.41%
2024	\$19,164	\$229,962	\$8.53	5.52%
2025	\$19,547	\$234,562	\$8.70	5.63%
2026	\$19,938	\$239,253	\$8.87	5.74%
2027	\$20,336	\$244,038	\$9.05	5.86%



Service King Collision Repair Centers is a national leader in collision repair, operates in 24 states with over 330 locations and plans to continue growing. Service King Collision Repair Centers offers high-quality repairs with a lifetime warranty, free estimates, on-site rental cars and an overall superior customer service experience.

In 2012, as one of the largest independent operator of collision repair centers in the U.S., global asset manager The Carlyle Group closes on its acquisition of majority ownership of Service King Collision Repair Centers. In 2014, after Service King triples its revenue over a two-year period, premier global investment and advisory firm Blackstone purchases majority ownership of the company. The Carlyle Group remains a minority investor as do Service King internal shareholders. In 2015, Service King surpasses \$1 billion in annual revenue

STRATEGY

Service King technicians are rigorously trained and certified to work with every make and model of vehicle on the road. No matter what type of car, the veteran team at Service King is up to the job. The collision repair specialists lead the industry in everything from fender repair to dent repair and everything in between. Many Service King collision repair centers are also certified to perform highly specialized repairs, such as aluminum repair and paintless dent repair.

±330  
LOCATIONS

±\$1 Billion  
REVENUE

NON-PUBLIC  
OWNERSHIP



# AREA OVERVIEW



## DEMOGRAPHICS

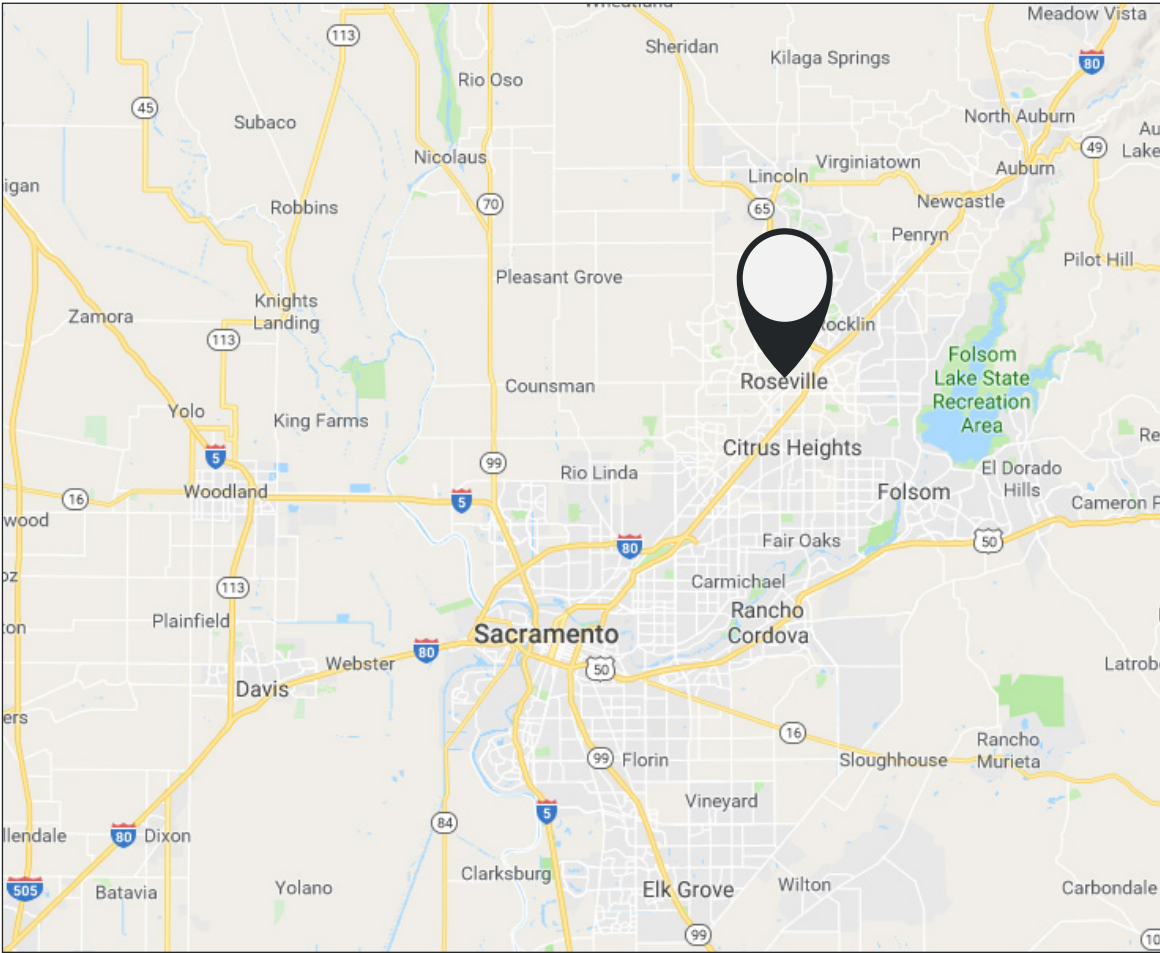
POPULATION	1-MILE	3-MILE	5-MILE
2010 Census	13,831	113,098	316,080
2019 Estimate	13,945	118,135	339,825
2024 Projection	14,213	121,953	354,309
2019-2024 % Change	1.92%	3.23%	4.26%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2010 Census	5,398	42,809	117,701
2019 Estimate	5,586	45,260	126,423
2024 Projection	5,749	46,929	131,762
2019-2024 % Change	2.92%	3.69%	4.22%
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$85,785	\$92,124	\$99,626

# ROSEVILLE, CA

Roseville is the largest city in Placer County, California located just 20 miles outside of Sacramento.

The former railroad town has spent tens of millions of dollars in the past two decades revitalizing its historic areas. Beginning in 1988, the city embarked on a plan for redeveloping the downtown core including the creation of a new Civic Center and the Vernon Street Town Square for public gatherings.

Roseville’s top sights include Folsom Lake, Golfland Sunsplash waterpark, and the First Transcontinental Railroads.



## SACRAMENTO MSA

As the capital of the world's 6th largest economy, Sacramento is undergoing a transition, with technological and cultural developments breathing new life into the city. Sacramento is seeing a growth in population, especially young professionals who are drawn to the reasonable cost of living, abundant sunshine and ethnic diversity. Sacramento beckons many visitors as well, due to its strategic location at the heart of the Central Valley, the metro area is at the forefront of the farm-to-fork movement. Residents have access to an abundance of fresh, locally sourced foods from nearby farms, wineries and breweries.

## ECONOMY



Sacramento has experienced economic growth in the last ten years. Unemployment has fallen below 6 percent and job growth is very evident in industries like technology, construction and healthcare. Healthcare is a major industry and Sutter Memorial Hospital and UC Davis Medical center employ a large number of residents. The government continues to be the region's largest employer and continues to remain stable.



Sacramento's economy has been fueled by recent job growth in leisure and hospitality, which saw a 12 percent increase in 2016 compared to 2015. This growth in tourism is largely due to Sacramento's ability to host large events and conventions. Recently these large events have been professional sporting events, like the yearly cycling competition, the Amgen Tour of California and the California International Marathon.





# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Service King** located in **965 Riverside Aveive, Roseville, CA 95678** ("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.



965 Riverside Ave  
ROSEVILLE, CA

JACK CHANG  
SENIOR ASSOCIATE

DIR (949) 873-0509  
MOB (949) 413-9751  
[jack.chang@matthews.com](mailto:jack.chang@matthews.com)  
LIC # 01873010 (CA)

GARY CHOU  
SVP & SENIOR DIRECTOR

DIR (310) 919-5827  
MOB (714) 928-8016  
[gary.chou@matthews.com](mailto:gary.chou@matthews.com)  
LIC # 01911222 (CA)