

# LONG JOHN SILVER'S

EXCLUSIVE NET-LEASE OFFERING



# OFFERING MEMORANDUM

**LONG JOHN  
SILVER'S®**

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Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some

properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

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**LONG JOHN  
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3446 Central Avenue – Lake Station, IN 46405



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Representative Photo





# Investment Highlights

PRICE: \$868,221 | CAP: 6.00% | RENT: \$52,093

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## About the Investment

- ✓ Long-Term, 15-Year Absolute Triple Net (NNN) Lease
- ✓ Attractive Rental Increases of 10% Every Five (5)-Years
- ✓ Corporate Tenant | Corporate Guarantee
- ✓ Two (2), Five (5)-Year Tenant Renewal Options

## About the Location

- ✓ Located within Main Retail Corridor | Walgreens, Dollar General, Family Dollar, Ace Hardware, Wendy's, Burger King, Chase Bank, and More
- ✓ Freestanding Property | Benefits from Excellent Frontage along Central Avenue
- ✓ Compelling Location Fundamentals | Just 30-Miles outside of downtown Chicago
- ✓ Strong Demographics | Population of 101,240 Within a 5-Mile Radius

## About the Tenant / Brand

- ✓ Nations Largest Quick-Service Seafood Restaurant Chain
- ✓ Classic American Brand with 1,000+ Locations Nationwide
- ✓ LJS Partners LLC Includes Original Founder Jim Patterson Sr.
- ✓ Products are Sustainably Harvested, Ocean Grown, and Fished





# Financial Analysis

PRICE: \$868,221 | CAP: 6.00% | RENT: \$52,093

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## Property Description

Property	Long John Silver's
Property Address	3446 Central Avenue
City, State, ZIP	Lake Station, IN 46405
Year Built / Renovated	1977
Building Size	2,525
Lot Size	+/- 0.71 Acres
Type of Ownership	Fee Simple

## The Offering

Purchase Price	\$868,221
CAP Rate	6.00%
Annual Rent	\$52,093
Price / SF	\$344
Rent / SF	\$20.63

## Lease Summary

Property Type	Net Leased Restaurant
Original Lease Term	15.0 Years
Lease Commencement	5/17/2018
Lease Expiration	5/31/2033
Lease Term Remaining	14.0 Years
Lease Type	Triple Net (NNN)
Roof & Structure	Tenant Responsible
Rental Increases	10% Every 5 Years

## RENT SCHEDULE

Lease Year(s)	Annual Rent	Monthly Rent	Rent Escalation (%)
Year 1	\$52,093	\$4,341	-
Year 2	\$52,093	\$4,341	-
Year 3	\$52,093	\$4,341	-
Year 4	\$52,093	\$4,341	-
Year 5	\$52,093	\$4,341	-
Year 6	\$57,303	\$4,775	10.00%
Year 7	\$57,303	\$4,775	-
Year 8	\$57,303	\$4,775	-
Year 9	\$57,303	\$4,775	-
Year 10	\$57,303	\$4,775	-
Year 11	\$63,033	\$5,253	10.00%
Year 12	\$63,033	\$5,253	-
Year 13	\$63,033	\$5,253	-
Year 14	\$63,033	\$5,253	-
Year 15	\$63,033	\$5,253	-

## INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for a Long John Silver's located at 3446 Central Avenue in Lake Station, Indiana. The site constructed in 1977, consists of roughly 2,525 rentable square feet of building space on estimated 0.71 acre parcel of land.

This Long John Silver's is subject to a long term, 15-year triple-net (NNN) lease, which commenced on May 17, 2018. The annual rent is \$52,093. There are two (2), five (5)-year tenant renewal options.



# Concept Overview: Long John Silver's

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## Lexington, KY. 1969:

An enterprising businessman and restaurateur named Jim Patterson returns from a vacation on the coast where he'd experienced a truly exceptional Fish and Chips meal. His vision was simple: Bring this unique seafood experience from the coast to the rest of America so they can enjoy it, too.

The next several decades saw Long John Silver's expand across the country. With our iconic steeple-roofed Cape Cod restaurants and one-of-a-kind menu, Long John Silver's introduced more and more guests to great-tasting fish, chicken, shrimp and more.

Our new journey began six years ago when Long John Silver's was purchased by a newly formed group of owners and operators—people who had been part of the Long John Silver's family for decades, including the founder himself and his son.

Together we're charting a new course forward. It's more than great-tasting, sustainably harvested seafood. We strive for better restaurant and guest experiences, fun and innovative new meal options and, of course, great value.

We're glad you're on the journey with us. If you haven't stopped by lately, we hope you will. We'll be happy to see you and hope you and your family will enjoy a seafood meal that will have you ringing the Captain's Bell on your way out!



## General Information

Address	Lexington, KY
Website	<a href="https://www.ljsilvers.com">https://www.ljsilvers.com</a>
Founded	August 18, 1969
CEO	James Patrick O'Reilly
Parent Organization	LJS Partners LLC







# Surrounding Area

Property Address: 3446 Central Avenue – Lake Station, IN 46405

# LONG JOHN SILVER'S®



Long John Silver's – Lake Station, IN

Marcus & Millichap





# Location Overview

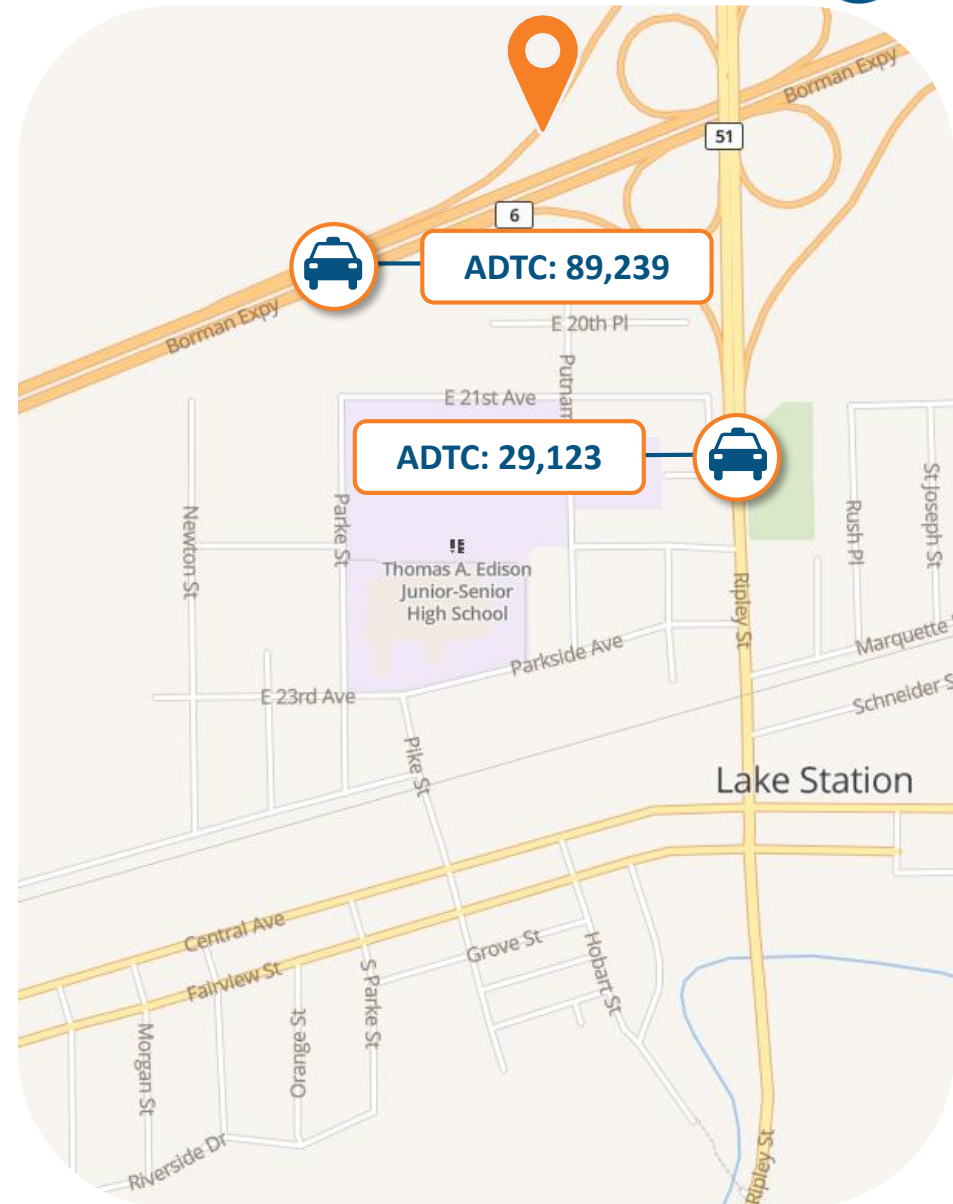
Property Address: 3446 Central Avenue – Lake Station, IN 46405

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The subject investment property is situated along Central Avenue, which serves as an access road to Ripley Street and runs parallel to Interstate-94. Ripley Street boasts average daily traffic counts exceeding 29,000 vehicles respectively, while Interstate-94 brings an additional 89,239 vehicles into the immediate area. There are more than 49,900 individuals residing within a three-mile radius of the property and more than 101,100 individuals within a five-mile radius.

The subject property benefits from being well-positioned within Lake Station's main retail corridor. The immediate surrounding area consists of national and local tenants, outlets, and numerous banks, all within close proximity of this property. Major national tenants include: Walgreens, Dollar General, Family Dollar, Ace Hardware, Wendy's, Burger King, Chase Bank, and more. This Long John Silver's also benefits from being 35 miles from Chicago Midway International Airport. Chicago Midway International Airport is a major commercial airport on the southwest side of Chicago, Illinois. Today, Chicago Midway is the second-largest airport in Chicago metropolitan area and the state of Illinois, serving over 22 million passengers annually.

Lake Station is a city in Lake County, Indiana. Initially, the site of modern Lake Station was the starting point of two Amerind trails leading to Fort Dearborn. Later it became an early stagecoach depot stop, as the Fort Dearborn Stagecoach Route passed through the site during the wet season. Although Lake Station remains as a residential community, some major employers are the Sun Engineering Company and Pro-Chem-Co, Inc. However the area has a strong railroad industry. Lake Station's busiest rail line is CSX Transportation's Porter Subdivision. The Chicago, Fort Wayne and Eastern Railroad also runs through Lake Station, crossing at Liverpool Road. The Joliet Line of the Michigan Central Railroad once ran through Lake Station, along Fairview Road and through Liverpool near where the CF&E crosses Liverpool Road. The Fairview Walkway now occupies the right of way between Fayette Road and Grand Boulevard.







# Property Photo

**LONG JOHN  
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Actual Property Photo







# Surrounding Area Photos

**LONG JOHN  
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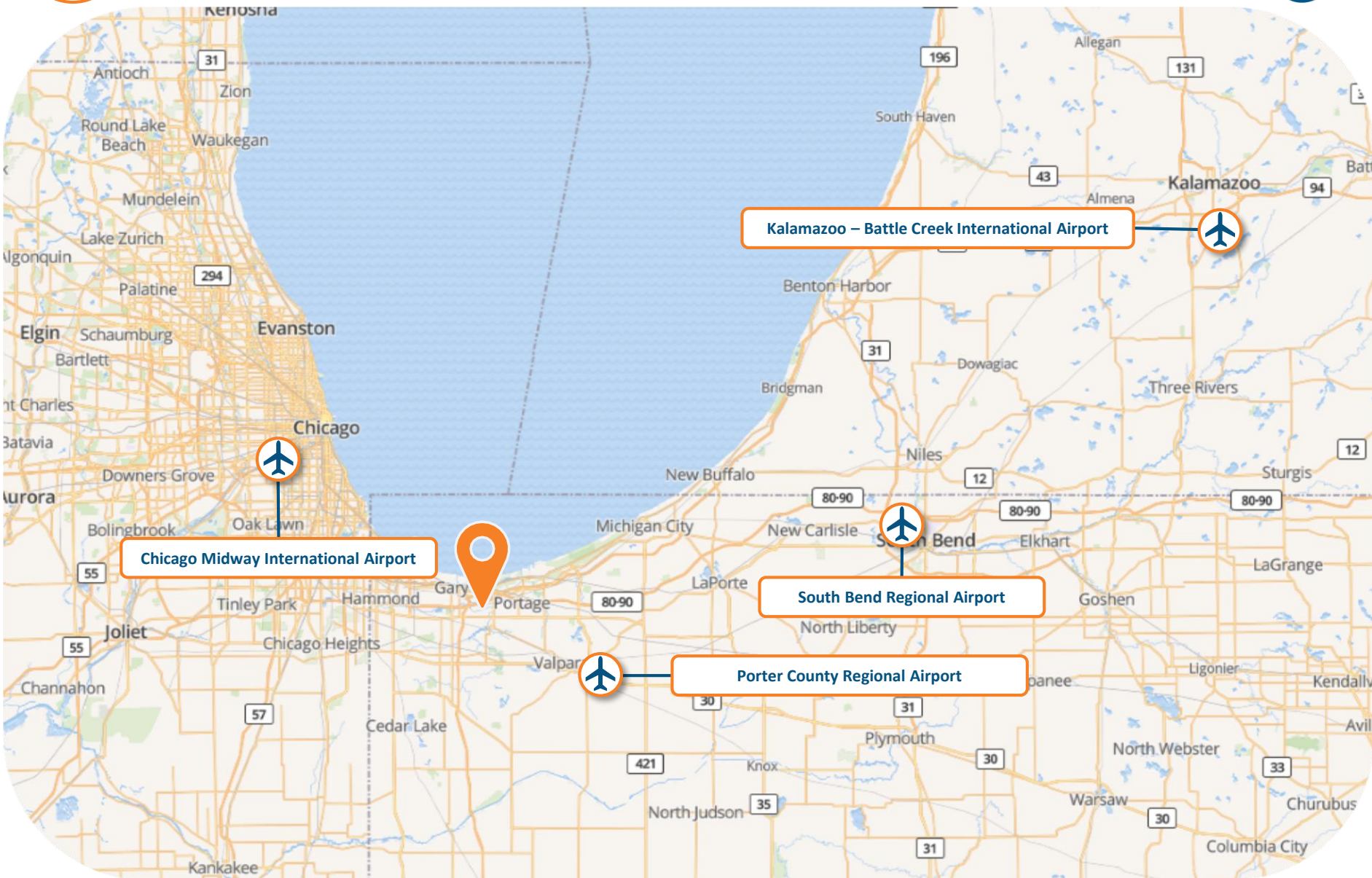




# Local Map

Property Address: 3446 Central Avenue – Lake Station, IN 46405

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# Regional Map

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Property Address: 3446 Central Avenue – Lake Station, IN 46405







# Demographics

Property Address: 3446 Central Avenue – Lake Station, IN 46405

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**3 Miles 5 Miles 10 Miles**



## POPULATION

2022 Projection	49,062	100,551	259,300
2017 Estimate	49,911	101,240	258,510
2010 Census	50,179	101,699	258,760
2000 Census	53,489	106,516	267,286

## INCOME

Average	\$56,829	\$59,333	\$61,643
Median	\$45,971	\$47,396	\$47,967
Per Capita	\$22,197	\$23,019	\$23,734

## HOUSEHOLDS

2022 Projection	19,382	39,422	100,946
2017 Estimate	19,428	39,146	99,187
2010 Census	19,451	39,176	98,962
2000 Census	20,299	40,290	99,991

## HOUSING

2017	\$108,887	\$122,744	\$124,293
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## EMPLOYMENT

2017 Daytime Population	38,024	83,118	234,162
2017 Unemployment	8.98%	8.78%	8.30%
2017 Median Time Traveled	29	29	29

## RACE & ETHNICITY

White	69.96%	64.81%	57.07%
Native American	0.02%	0.02%	0.02%
African American	18.56%	25.42%	34.56%
Asian/Pacific Islander	0.66%	0.76%	0.88%



# Market Overview

City: Lake Station | County: Lake | State: Indiana

*Chicago, Illinois*

**Chicago** is the third most populous city in the United States and the county seat of Cook County. Located where the Chicago River meets Lake Michigan, Chicago is known as the “Windy City” due to the weather caused by the nearby bodies of water. Chicago has the second largest business district in the nation as well as having its most balanced economy. Multiple Dow 30 companies are based in the Chicago Metropolitan Area, such as Boeing, Sears, Kraft, and McDonald’s. Every year, over 50 million people visit the city. With two-time World Series winners the Chicago Cubs, the six-time Stanley Cup winning Chicago Blackhawks, and six-time NBA championship winning Chicago Bulls, the city has a tradition of excellence in all sports. Chicago is also home to several universities such as Northwestern University, University of Chicago, the Art Institute of Chicago, Depaul University, and several others with a combined total enrollment of over 60,000 students.

Positioned along Lake Michigan, Chicago is an international hub for finance, commerce, industry, technology, telecommunications, and transportation. O’Hare International Airport is one of the busiest airports in the world, and the region also has the largest number of U.S. highways and railroad freight. In 2012, Chicago was listed as an alpha global city by the Globalization and World Cities Research Network, and it ranked seventh in the entire world in the 2017 Global Cities Index. Chicago has the fourth-largest gross metropolitan product in the world – about \$670.5 billion according to September 2017 estimates, ranking it after the metropolitan areas of Tokyo, New York City, and Los Angeles, and ranking ahead of London and Paris. The city has one of the world’s largest and most diversified and balanced economies; not dependent on any one industry, with no single industry employing more than 14 percent of the workforce.

## Major Employers

Employer	Estimated # of Employees
U S Steel	5,000
J C Penney Company Inc	1,929
Nisource	1,700
METHODIST HOSPITAL NORTHLAKE C	1,671
Citizens Service Desk	1,500
West Side High School	1,300
Celebration Station	1,000
Walmart	950
Ivy Tech Northwest	828
G D Leasing of Indiana Inc	800
St Mary Medical Center Inc	800





Marcus & Millichap

**Exclusive Net Lease Offering**

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