



18900 EAST 39TH ST S  
INDEPENDENCE, MO

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







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## SURROUNDING TENANT MAPS





# SURROUNDING TENANT MAPS





# EXECUTIVE OVERVIEW





## INVESTMENT HIGHLIGHTS

- Long Term 20 Year Lease which provides for generational cash flow as well as hands off ownership
- Absolute NNN Lease giving the owner a passive investment without any obligations for management or maintenance
- Large 10% Rental Escalations providing for a hedge against inflation
- Excellent Visibility of roughly  $\pm 23,000$  CPD passing by this site from East 39th St which is the main corridor through the retail market
- $\pm 5$  miles away from Arrowhead Stadium home to the Kansas City Chiefs and the epicenter of Kansas Football
- Sandwiched between some of the most heavily trafficked shopping areas in the state with Independence Center Mall, Walmart Supercenter, Sam's Club, AMC Movie Theater, JC Penny, Ross Dress for Less, Best Buy and Kohl's to name a few
- Operated and Guaranteed by a Top Chili's Franchisee with just under \$100 million in combined revenue





# FINANCIAL OVERVIEW





## FINANCIAL SUMMARY

Property Name:	Chili's
Address:	18900 East 39th St S Independence, MO 64057
Price:	\$3,507,618
Cap Rate:	5.50%
Rent:	\$192,919
Year Built:	1995
Lot Size:	0.99 AC

## ANNUALIZED OPERATING DATA

TERM REMAINING	ANNUAL RENT	CAP RATE
Years 1 - 5	\$192,919.00	5.50%
Years 6 - 10	\$212,210.90	6.05%
Years 11 - 15	\$233,431.99	6.66%
Years 16 - 20	\$256,775.19	7.32%
Option 1	\$282,452.71	8.05%
Option 2	\$310,697.98	8.86%
Option 3	\$341,767.78	9.74%

## LEASE SUMMARY

Lease Type	Absolute NNN
Tenant	Hielan Restaurant Group, LP
Lease Guarantor	Hielan Restaurant Group, LP
Roof & Structure	Tenant Responsible
Rent Commencement Date	Close of Escrow
Lease Expiration Date	20 Years from COE
Lease Term	20 Years
Rental Increases	10% Every 5 Year
Renewal Options	Three (3) Five (5) Year



## TENANT OVERVIEW

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## TENANT OVERVIEW

Chili's offers a fun, energetic and a distinct, flavorful mix of Southwestern Texas-inspired, classic American favorites and delicious appetizers. Chili's Grill & Bar restaurants can be found in an increasing number of countries outside the United States, and serves more than 1 million guests daily. Chili's is constantly looking for ways to grow and continue to serve communities.

Chili's Bar & Grill leads the industry when it comes to innovation in food, technology and the guest experience. Chili's provides a flexible business model including traditional and non-traditional restaurants with full or limited menus, operational excellence, and a new school attitude, look and feel.

Chili's believes in a people first approach because with 100,000+ Team Members nationwide who make Guests feel special every day in their restaurants. In 2015, Chili's was recognized by Great Place to Work® and Fortune as "100 Best Workplaces for Millennials," "100 Best Workplaces for Women" and "50 Best Workplaces for Camaraderie." Forbes also recognized Chili's as one of "America's Best Employers" in 2015.

Chili's is owned by Brinker International, Inc. (or simply Brinker). Brinker is an American multinational hospital industry that owns Chili's and Maggiano's Little Italy restaurant chains.

**TRADE NAME**  
CHILI'S

**YEAR FOUNDED**  
1975

**HEADQUARTERS**  
DALLAS, TX

**LOCATIONS**  
±1,606

**WEBSITE**  
[WWW.CHILIS.COM](http://WWW.CHILIS.COM)



## AREA OVERVIEW

### DEMOGRAPHICS

Population	1 Mile	3 Mile	5 Mile
2024 Projection	6,063	55,826	140,679
2019 Estimate	5,749	53,739	136,403
2010 Census	5,176	50,187	129,547
Growth 2019-2024	5.46%	3.88%	3.13%
Households	1 Mile	3 Mile	5 Mile
2024 Projection	2,667	23,188	57,087
2019 Estimate	2,542	22,392	55,439
2010 Census	2,324	21,122	52,893
Growth 2019-2024	4.92%	3.56%	2.97%
Income	1 Mile	3 Mile	5 Mile
Average Household Income	\$76,856	\$83,413	\$79,456

## INDEPENDENCE, MO

Independence is the fifth largest city in the state of Missouri and encompasses over 78 square miles. It is the county seat of Jackson County. Our current population is approximately 117,255.

Independence residents enjoy over 40 parks, excellent schools, and outstanding shopping facilities that offer a wide variety of choices ranging from the historic Independence Square to one of the finest malls in the surrounding area.

Independence is known as the "Queen City of the Trails" because it was a point of departure for the California, Oregon, and Santa Fe Trails. The city is also sacred to many Latter Day Saints, with Joseph Smith's 1831 Temple Lot being located here, as well as the headquarters of several Latter Day Saint factions.

## ECONOMY

Independence is an exciting pro-business community. Located just east of Kansas City, Missouri and positioned strategically at the crossroads of I-70 and I-470, where approximately 150,000 cars pass each day the City has become the regional retail, office and medical power center of Eastern Jackson County.

The development of the Little Blue Parkway, a new thoroughfare connecting the eastern portion of the City from I-70 to 24 Highway will open 38 miles of land for development. It is estimated that by the year 2020, the Little Blue Valley will be home to an additional 20,000 people and 5,000 new office, industrial and retail jobs.

In the heart of the City, Historic Independence Square is undergoing a renaissance with a substantial increase in private investment and a planned restoration of the Historic Jackson County Courthouse. The traditional town square offers unique shops, restaurants, loft-style apartments, and a newly renovated cinema and bowling alley.



# KANSAS CITY, MO

Kansas City, Missouri, lies on the western edge of Missouri. Among the 100 largest cities in the United States, it is the most centrally located in the lower 48 states. This central location makes it very competitive for employment involving transportation, communication, and distribution. Kansas City covers 319 square miles and is home to approximately 464,000 residents, making it the largest city in Missouri, both in area and in population. Its area is the 11th largest among United States cities that are not consolidated with counties. Its population is the 37th largest in the United States.

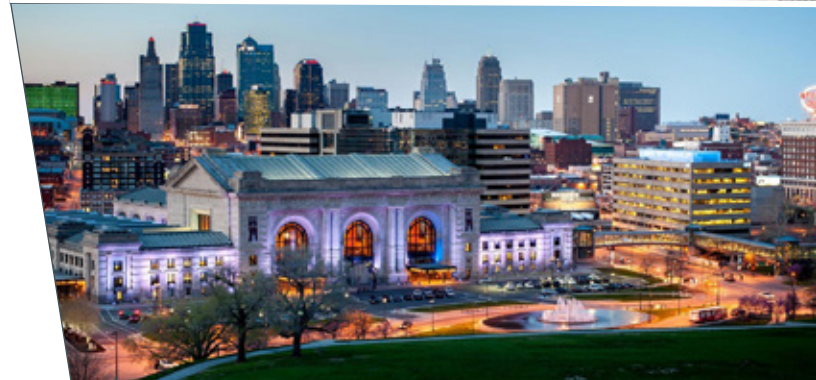
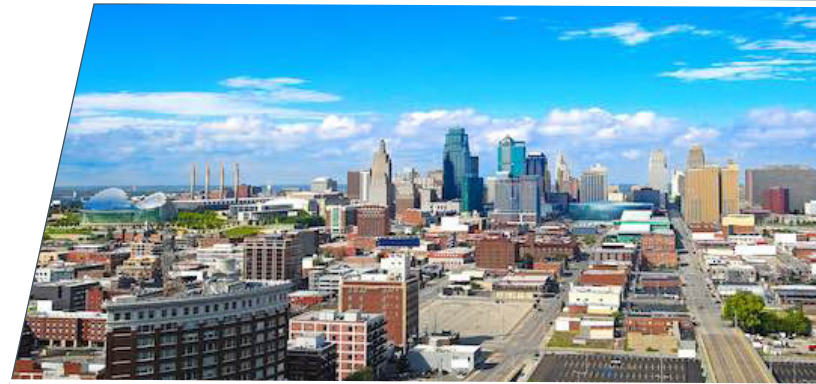
The attractive downtown boasts museums and architectural attractions, including modern buildings and restorations of older sites such as the 1914 Union Station. More recently, a major urban redevelopment and renewal effort have taken hold, anchored by a new Federal Reserve and IRS complex expected to employ 7,000 and a new headquarters for financial services giant H&R Block, plus a new entertainment district. These developments and more renovations of attractive older buildings are adding life to the area, and there is also a significant push towards residential units in the city.

## ECONOMY

Fast-growing entrepreneurial businesses and established organizations know they can attract and retain skilled talent because Kansas City, Missouri, delivers today's in-demand lifestyles - affordability, diverse housing options and a vast array of cultural attractions to accompany desirable career paths offering choice, challenge, and competitive compensation.

Unfettered access to talented employees - as well as to customers, suppliers and markets - is enjoyed by businesses in Kansas City's centrally located, diverse economy, which features industry sectors with particular strategic advantages -, advanced manufacturing, the arts, design and engineering, health sciences and services, nonprofit management and information technology.

Kansas City, Missouri, is at the center of the Kansas City, MO-KS Metropolitan Statistical Area (MSA) and has a steady local economy that historically weathers economic fluctuations because of its diverse industry segments. Headquarters, technology-based companies, entrepreneurs, freight-based companies and shared-service centers select Kansas City, Missouri, for its central location, educated workforce and access to a strong support network of public and private programs, civic-minded entrepreneurs, and competitive incentives.





## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Chili's** located in **18900 East 39th St S, Independence, MO** ("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.





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