



TRACTOR SUPPLY
295 Old Route 209 | Napanoch, NY
OFFERING MEMORANDUM

LISTED BY

CHAD KURZ

SVP & NATIONAL DIRECTOR

DIR: 214.692.2927

MOB: 562.480.2937

CHAD.KURZ@MATTHEWS.COM

LIC # 01911198 (CA)

ROSS URBAHNS

ASSOCIATE

DIR: 214.692.2283

MOB: 317.670.0732

ROSS.URBAHNS@MATTHEWS.COM

LIC # 710683 (TX)

JEFFREY TERWILLIGER

BROKER OF RECORD

LICENSE NO. 30TE0892302 (NY)

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES





TABLE OF CONTENTS

3

EXECUTIVE OVERVIEW

6

FINANCIAL OVERVIEW

8

TENANT OVERVIEW

12

AREA OVERVIEW

295 Old Route 209 | Napanoch, NY
OFFERING MEMORANDUM

EXECUTIVE OVERVIEW

INVESTMENT HIGHLIGHTS



- **New Construction & Long-Term Lease** – The high-quality construction asset was completed at the end of 2018; Tractor Supply signed a new, 15-year lease with four, 5-year options.



- **Strong Fortune 500 Tenant** – Tractor Supply is a Fortune 500 Company with a market cap of ±\$10.8B and a solid increase in revenue over the past decade. In 2018, the total revenue was ±\$8B, an increase of 9% from 2017.



- **Debt Free Company** – Tractor Supply is an incredibly healthy company with zero debt. For example, their Net Income for 2018 was ±\$532MM, a 26% increase from 2017.



- **E-Commerce Proof** – As e-commerce continues to grow, Tractor Supply continues to thrive as 70% of online orders are fulfilled in-store. This remains an encouraging development as the company continues to invest in its brick-and-mortar properties and digital presence to further capture market share in rural communities.



- **Corporate Guaranty with Rent Increases** - The 15-year lease is corporately guaranteed by Tractor Supply Company and encompasses 5% rent increases every 5 years throughout the initial term and option periods.



- **Next to New Walmart Supercenter** - The subject property sits next to a new (2013) Walmart Supercenter that is owned by Walmart Real Estate Trust.



- **Primary Rural Lifestyle Retailer** – Tractor Supply is the only rural lifestyle and outfitter serving the market.



FINANCIAL OVERVIEW



\$4,500,000
LIST PRICE



\$279,000
NOI



6.20%
CAP RATE

BUILDING INFO

Address	295 Old Route 209 Napanoch, NY 12458
Year Built	2018
GLA of Building	±19,097 SF
Lot Size	±4.17 Acres (181,645 SF)

TENANT SUMMARY

Tenant Trade Name	Tractor Supply Company
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN
Roof and Structure	Landlord Responsible
Original Lease Term	15 Years
Rent Commencement	10/20/18
Lease Expiration Date	10/31/33
Term Remaining	±14 Years
Increases	5% Every Five Years
Options	Four (4), Five (5) Year Options

ANNUALIZED OPERATING DATA

Lease Commence	Monthly Rent	Annual Rent	Rent PSF	CAP
Current - 10/31/23	\$23,250.00	\$279,000	\$14.61	6.20%
11/1/23 - 10/31/28	\$24,412.50	\$292,950	\$15.34	6.51%
11/1/28 - 10/31/33	\$25,633.13	\$307,598	\$16.11	6.84%
Option 1	\$26,914.78	\$322,977	\$16.91	7.18%
Option 2	\$28,260.52	\$339,126	\$17.76	7.54%
Option 3	\$29,673.55	\$356,083	\$18.65	7.91%
Option 4	\$31,157.22	\$373,887	\$19.58	8.31%

TENANT OVERVIEW



“FOR LIFE OUT HERE”

1,800+

LOCATIONS (2019)

30,000+

EMPLOYEES (2019)

±7.91 B

REVENUE (2018)

Tractor Supply Company (also referred to as TSC) was founded in 1938 as a mail order tractor parts business based in Brentwood, Tennessee. Currently, they own and manage over 1,800 stores in 49 states. They are the largest operator of rural lifestyle retail stores in America and were recognized on the Forbes Top Regarded Companies List in 2018.

TSC is continuing to grow with new locations and improved products for home, land, pet, and animal owners. With these offerings, TSC targets a niche market including America’s farmers, horse owners, ranchers, part-time and hobby farmers, suburban and rural homeowners, contractors, and tradesmen.

Since 1938, Tractor Supply Company’s legendary service and dependable products have enabled both their employees and customers to be as self-sufficient as possible. With affordable pricing, customers can find anything they need at TSC to maintain their farms, ranches, homes, and animals.



SURROUNDING TENANTS





ALBANY, NY

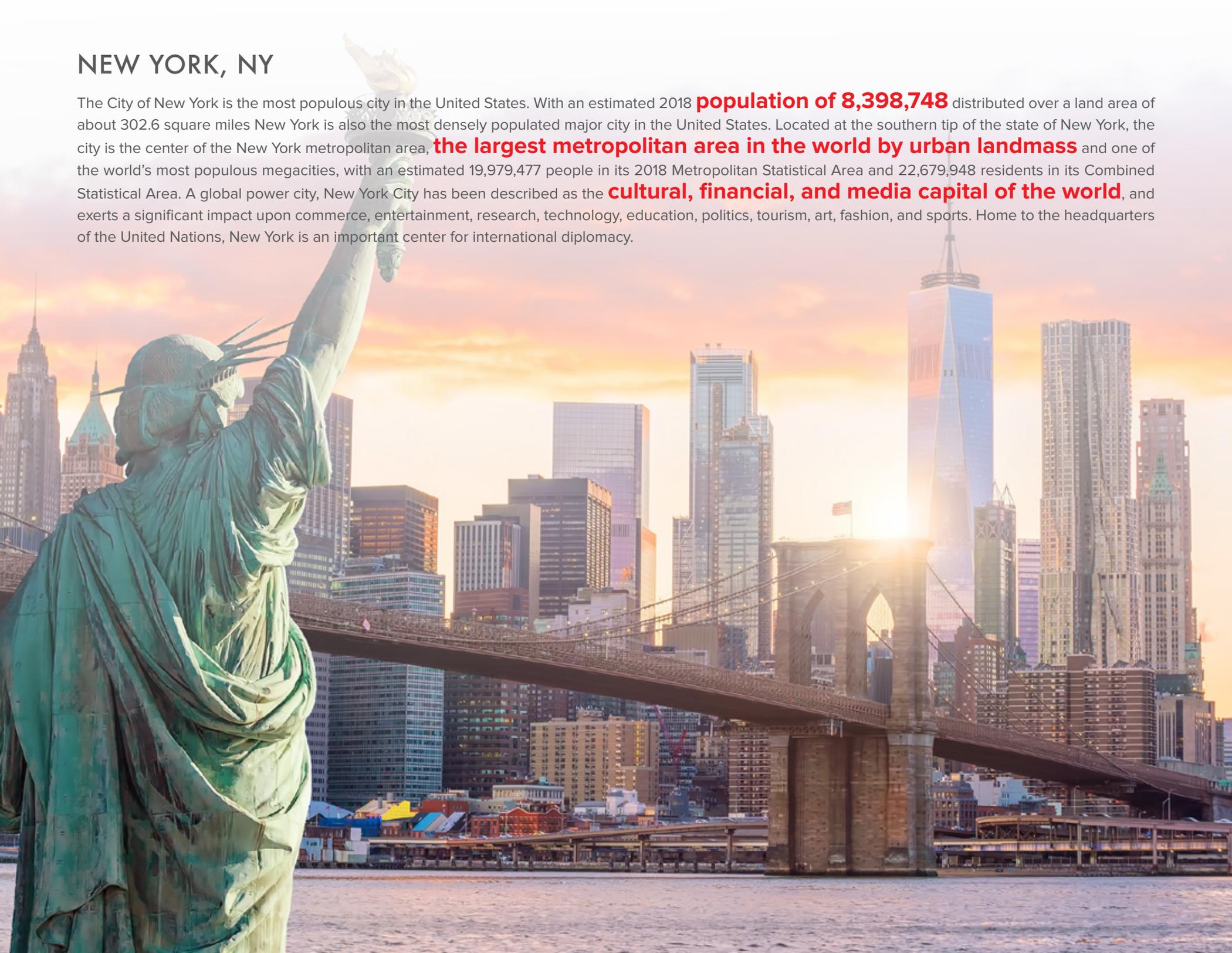
Albany is the capital of the U.S. state of New York and the seat of Albany County. Albany is located on the west bank of the Hudson River approximately 10 miles south of its confluence with the Mohawk River and approximately 135 miles north of New York City.

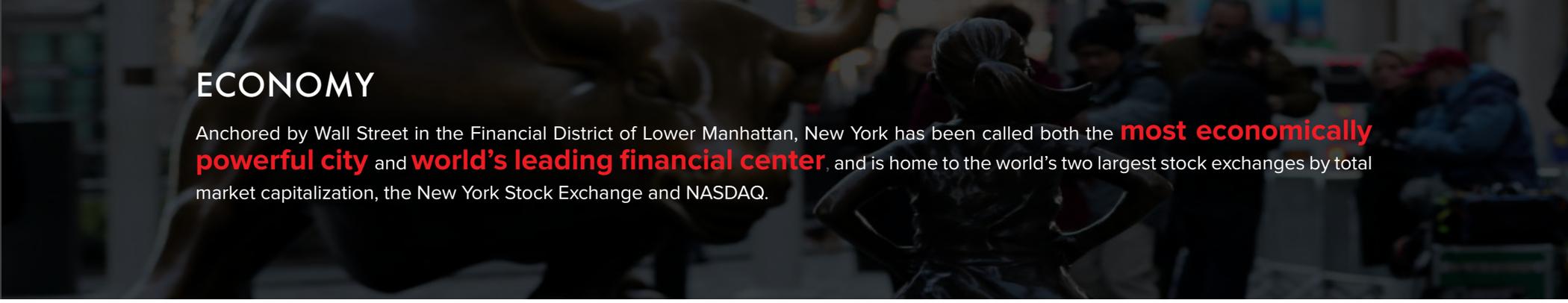
Albany is known for its rich history, commerce, culture, architecture, and institutions of higher education. Albany constitutes the economic and cultural core of the Capital District of New York State, which comprises the Albany–Schenectady–Troy, NY Metropolitan Statistical Area, including the nearby cities and suburbs of Troy, Schenectady, and Saratoga Springs. The Capital District is the third-most populous metropolitan region in the state. Albany is one of the oldest surviving settlements of the original British thirteen colonies, and is the longest continuously chartered city in the United States.

The New York State Legislature approved a \$234 million building and renovation plan for the City in the 1990s that spurred renovation and building projects around the downtown area. Albany has since experienced growth in the high-technology industry, with great strides in the nanotechnology sector.

NEW YORK, NY

The City of New York is the most populous city in the United States. With an estimated 2018 **population of 8,398,748** distributed over a land area of about 302.6 square miles New York is also the most densely populated major city in the United States. Located at the southern tip of the state of New York, the city is the center of the New York metropolitan area, **the largest metropolitan area in the world by urban landmass** and one of the world's most populous megacities, with an estimated 19,979,477 people in its 2018 Metropolitan Statistical Area and 22,679,948 residents in its Combined Statistical Area. A global power city, New York City has been described as the **cultural, financial, and media capital of the world**, and exerts a significant impact upon commerce, entertainment, research, technology, education, politics, tourism, art, fashion, and sports. Home to the headquarters of the United Nations, New York is an important center for international diplomacy.





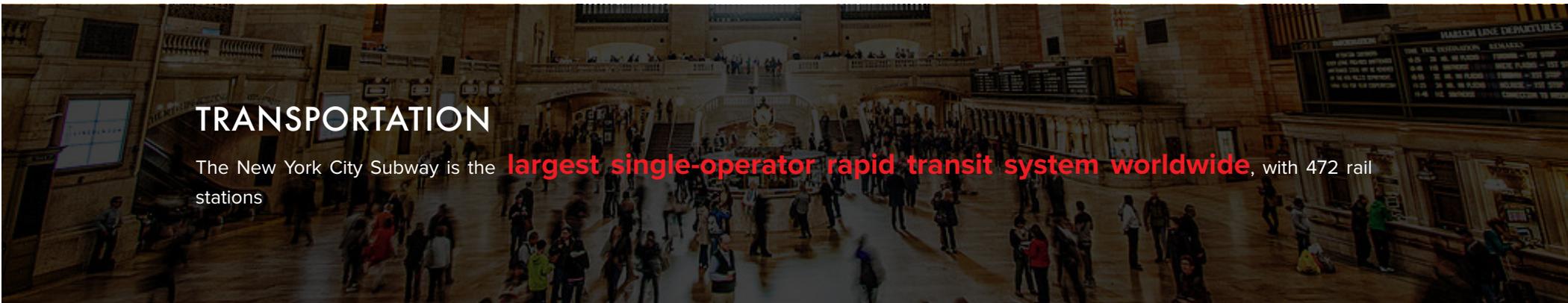
ECONOMY

Anchored by Wall Street in the Financial District of Lower Manhattan, New York has been called both the **most economically powerful city** and **world's leading financial center**, and is home to the world's two largest stock exchanges by total market capitalization, the New York Stock Exchange and NASDAQ.



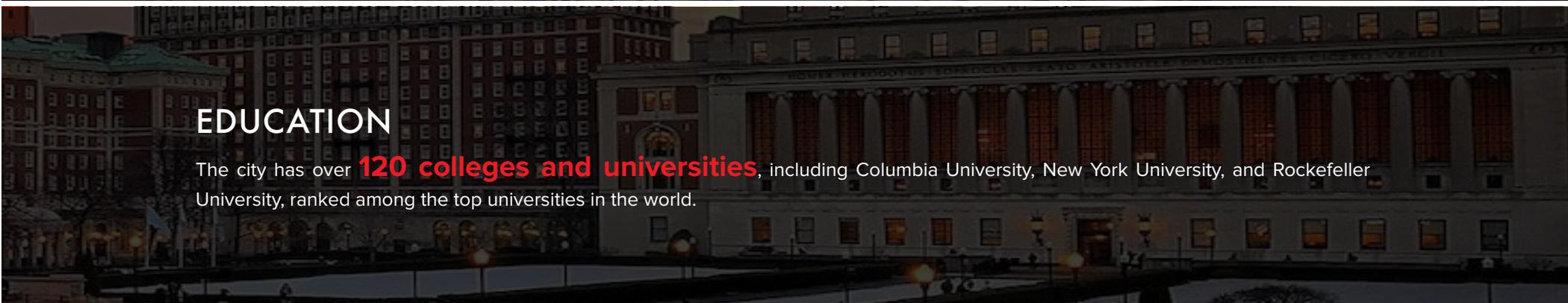
TOURISM

Many districts and landmarks in New York City are well known, including three of the world's ten most visited tourist attractions a record **62.8 million tourists** visited in the past year. Several sources have ranked New York the most photographed city in the world. Times Square, iconic as the world's "heart" and "crossroads", is the brightly illuminated hub of the Broadway Theater District, one of the world's busiest pedestrian intersections, and a major center of the world's entertainment industry. The names of many of the city's landmarks, skyscrapers, and parks are known internationally.



TRANSPORTATION

The New York City Subway is the **largest single-operator rapid transit system worldwide**, with 472 rail stations



EDUCATION

The city has over **120 colleges and universities**, including Columbia University, New York University, and Rockefeller University, ranked among the top universities in the world.

CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Tractor Supply Co.** located at **295 Old Route 209, Napanoch, NY 12458** (“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.



295 Old Route 209 | Napanoch, NY
OFFERING MEMORANDUM



LISTED BY

CHAD KURZ
SVP & NATIONAL DIRECTOR
DIR: 214.692.2927
MOB: 562.480.2937
CHAD.KURZ@MATTHEWS.COM
LIC # 01911198 (CA)

ROSS URBAHNS
ASSOCIATE
DIR: 214.692.2283
MOB: 317.670.0732
ROSS.URBAHNS@MATTHEWS.COM
LIC # 710683 (TX)

JEFFREY TERWILLIGER
BROKER OF RECORD
LICENSE NO. 30TE0892302 (NY)