



10 CLINTON PLAZA
CLINTON, IL 61727

MATTHEWS
REAL ESTATE INVESTMENT SERVICES

TSC TRACTOR SUPPLY CO.

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INVESTMENT HIGHLIGHTS

- **Diversified Investment** - The subject property offers two, long-term leases with strong national tenants. This provides an investor with passive income at a great return while diversifying their portfolio.
- **Strong Tenants** - Tractor Supply is a Fortune 500 Company with a market cap of ±\$10.8B and has experienced a solid increase in revenue over the past decade. In 2018, total revenue was ±\$8B, which represents an increase of 9% from 2017; during the same period, their net income also increased 26% to ±\$532MM. Tractor Supply is also a very healthy company with zero debt. Goodwill has over 2,800 stores throughout the US and Canada with revenue in excess of \$5B.
- **Corporate Guaranty with Rent Increases** - The 10-year leases are signed by Tractor Supply Company and Goodwill. There are 5% rent increases every 5 years throughout the initial term of the lease as well as the options.
- **Newly Renovated in Heart of City** - Tractor Supply and Goodwill recently backfilled an old Walmart in the heart of Clinton, IL - a strong, rural market for both tenants. The property sits along the main thoroughfare, directly across the street from Clinton High School and nearby retailers such as CVS, McDonald's, and KFC.
- **Strong Return, Cheap Price Point** - The property offers a 6.85% initial cap rate with rent increases throughout the base term and options. The average rent per square foot is just ±\$5.50 annually, and the cheap, \$2.9MM sales price represents a price per square foot of only ±\$83. This is significantly cheaper than most new-construction, single-tenant Tractor Supply or Goodwill properties despite the fact this asset is nearly double the size.

INVESTMENT OVERVIEW

Price	\$2,885,000
Cap Rate	6.85%
Gross Leasable Area	±34,749 SF
Lot Size	±188,615 SF (4.33 Acres)
Lease Term	10 Years
Increases	5% Every Five Years
Year Built/Remodeled	2007/2019



COMBINED ANNUALIZED OPERATING DATA

Lease Commence	Monthly Rent	Annual Rent	Rent PSF	CAP
Years 1-5	\$16,468.50	\$197,622	\$5.69	6.85%
Years 6-10	\$17,291.93	\$207,503	\$5.97	7.19%
Option 1	\$18,156.52	\$217,878	\$6.27	7.55%
Option 2	\$19,064.35	\$228,772	\$6.58	7.93%
Option 3	\$20,017.56	\$240,211	\$6.91	8.33%
Option 4	\$21,018.44	\$252,221	\$7.26	8.74%

SURROUNDING TENANT MAP



SURROUNDING TENANT MAP







“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 wide 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.



INVESTMENT SUMMARY

» TENANT TRADE NAME	Tractor Supply Company Inc.
» TYPE OF OWNERSHIP	Fee Simple
» LEASE GUARANTOR	Corporate
» LEASE TYPE	NN
» ROOF AND STRUCTURE	Landlord Responsible
» ORIGINAL LEASE TERM	10 Years
» RENT COMMENCEMENT	6/22/19
» LEASE EXPIRATION DATE	6/30/29
» TERM REMAINING	± 9.75 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
Years 1-5	\$10,000.00	\$120,000	\$5.47	6.85%
Years 6-10	\$10,500.00	\$126,000	\$5.74	7.19%
Option 1	\$11,025.00	\$132,300	\$6.03	7.55%
Option 2	\$11,576.25	\$138,915	\$6.33	7.93%
Option 3	\$12,155.06	\$145,861	\$6.65	8.33%
Option 4	\$12,762.82	\$153,154	\$6.98	8.74%



2,800+
LOCATIONS (2019)

105,000+
EMPLOYEES (2019)

±5.9 B
REVENUE (2018)

Goodwill or Goodwill Industries International Inc. is an American nonprofit organization that provides job training, employment placement services, and other community-based programs for people who have barriers preventing them from otherwise obtaining a job. In addition, Goodwill Industries may hire veterans and individuals who lack education or job experience or face employment challenges. Goodwill is funded by a massive network of retail thrift stores which operate as nonprofits as well. Goodwill's answer to its profit status is "As a unique hybrid called a social enterprise, we defy traditional distinctions. Instead of a single bottom line of profit, we hold ourselves accountable to a triple bottom line of people, planet, and performance."

Goodwill operates as a network of independent, community-based organizations in South Korea, Venezuela, Brazil, Mexico, Panama, Uruguay, the United States, Canada, and 8 other countries. It slowly expanded from its founding in 1902. In 2015, the group served more than 37 million people, with more than 312,000 people placed into employment.



INVESTMENT SUMMARY

» TENANT TRADE NAME	Goodwill Industries Inc.
» TYPE OF OWNERSHIP	Fee Simple
» LEASE GUARANTOR	Corporate
» LEASE TYPE	NN
» ROOF AND STRUCTURE	Landlord Responsible
» ORIGINAL LEASE TERM	10 Years
» RENT COMMENCEMENT	7/12/19
» LEASE EXPIRATION DATE	12/31/29
» TERM REMAINING	10+ Years
» INCREASES	5% Every Five Years
» OPTIONS	Two (2), Five (5) Year Options



ANNUALIZED OPERATING DATA

Lease Commence	Monthly Rent	Annual Rent	Rent PSF	CAP
Years 1-5	\$6,468.50	\$77,622	\$6.06	6.85%
Years 6-10	\$6,791.93	\$81,503	\$6.36	7.19%
Option 1	\$7,131.52	\$85,578	\$6.68	7.55%
Option 2	\$7,488.10	\$89,857	\$7.01	7.93%

AREA OVERVIEW



CLINTON, IL

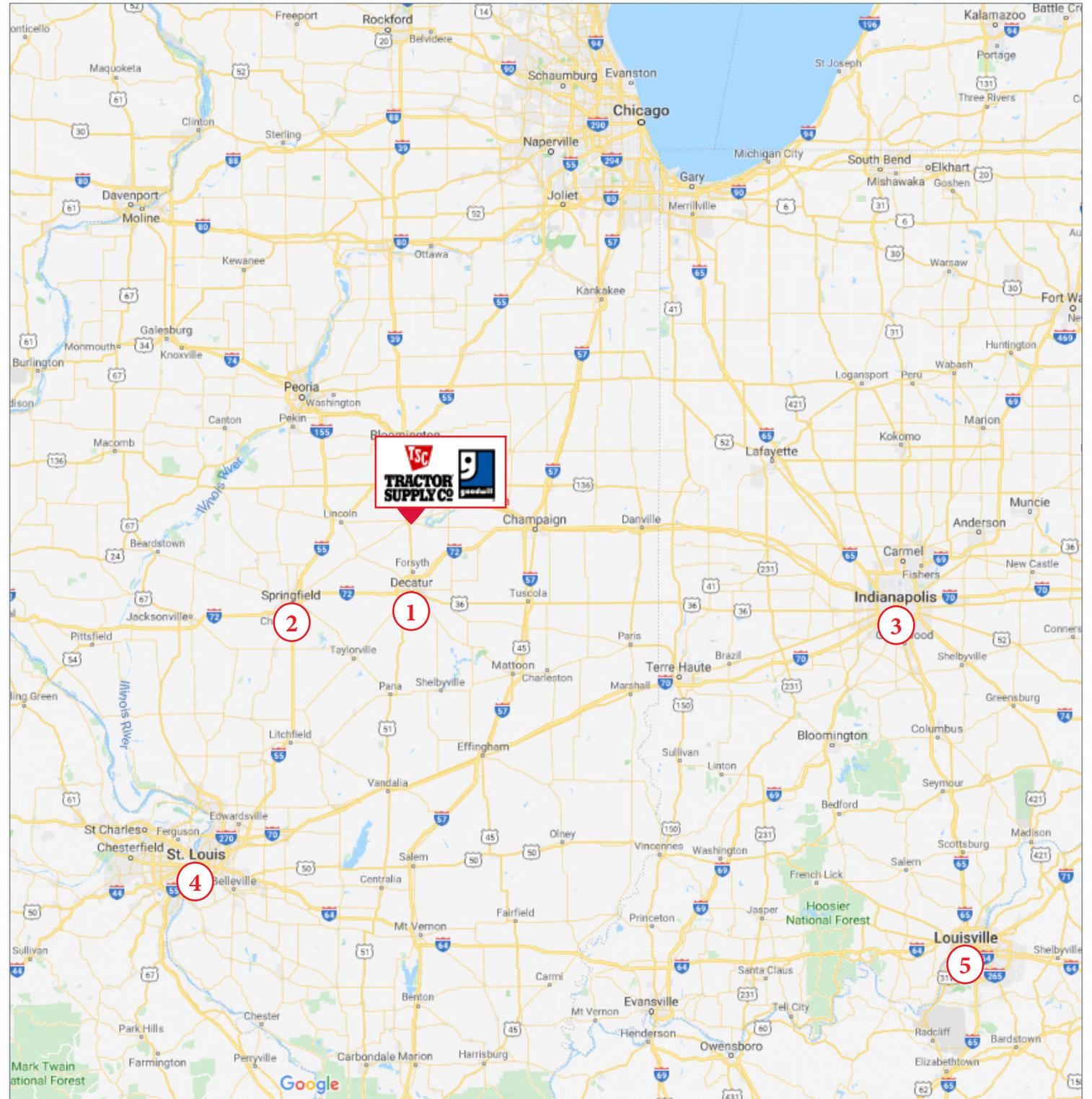
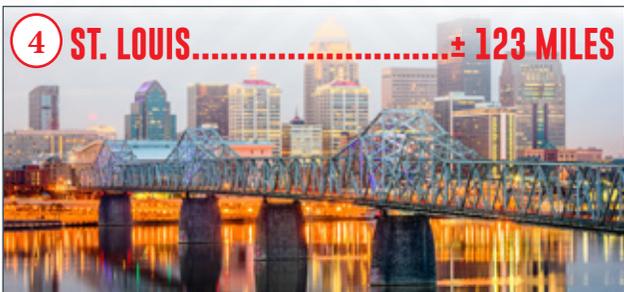
Clinton is the County Seat of DeWitt County and is located in the heart of Central Illinois at the intersection of State Routes 51, 54 & 10, 161 miles southwest of Chicago, 142 miles northeast of St. Louis, and 45 miles northeast of Springfield, the State Capital, 45 miles from west of Champaign-Urbana, 22 miles south of Bloomington/Normal, and 18 miles north of Decatur, which provides a great location for business, commercial and industrial interests.

Clinton is in one of the most productive agricultural areas in the nation. Excellent city services are delivered to the citizens all while maintaining one of the lower city property tax rates in downstate Illinois. With exceptional schools, a variety of housing options, growing businesses, fine dining, a thriving downtown, parks, a highly acclaimed hospital, a low crime rate, and plenty of small town charm and hospitality.

POPULATION	1-MILE	3-MILE	5-MILE
2024 PROJECTION	4,271	8,074	9,115
2019 ESTIMATE	4,368	8,243	9,306

HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2024 PROJECTION	1,802	3,436	3,864
2019 ESTIMATE	1,838	3,493	3,928

INCOME	1-MILE	3-MILE	5-MILE
AVERAGE HOUSEHOLD INCOME	\$70,474	\$69,711	\$71,769





CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Tractor Supply & Goodwill** located at **10 Clinton Plaza, Clinton, IL 61727** (“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.



**TRACTOR
SUPPLY CO.**



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