



## BIG O TIRES

1973 South Robert Street | West St. Paul, MN | 55118

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As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Package is not a substitute for your thorough due diligence investigation of this investment opportunity. Upland Real Estate Group, Inc. expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Package are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial, legal and other advisors.

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Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal, financial and other advisors must request and carefully review all legal, financial and other documents related to the property and tenant. While 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.

All information, including price change and withdrawal from the market, is subject to change without notice.

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## BIG O TIRES



This Big O Tires property is an Absolute Triple Net Lease property with 12% increases in each of the three 5-year renewal options.

Excellent demographics with a 5-mile population over 190,000 people and an average house-hold income of \$89,519.

The property is located on Robert Street only 5 miles from Downtown St. Paul which is the state capital of Minnesota.

Retailers in the surrounding area include: Cub Foods, The Home Depot, Aspen Dental, PetCo, Office Max, Walgreens, Dollar Tree, Chuck & Don's Pet Store and many more.

West St. Paul is a first ring suburb adjacent to St. Paul which offers the tranquility and beauty of the country as well as the diverse amenities of the city.



### INVESTMENT SUMMARY

PRICE	\$2,838,514
CAP	7.00%
NOI	\$198,696*
RENT/SF	\$26.30
PRICE/SF	\$375.76
RENT ADJUSTMENTS: 12% Increase in each option	
OPTION 1	\$222,540
OPTION 2	\$249,244
OPTION 3	\$279,154

### PROPERTY INFORMATION

ADDRESS	1973 South Robert Street, West St. Paul, MN 55118
BUILDING SIZE	7,554 SQ FT.
LOT SIZE	35,719 SQ FT.
COUNTY	Dakota
YEAR BUILT	2001

### LEASE INFORMATION

LEASE TYPE	NNN
LEASE TERM REMAINING	6 Years
RENEWAL OPTIONS	Three 5-year
LEASE COMMENCEMENT	
LEASE EXPIRATION	09/30/2025

#### LEASE NOTES:

Net, Net, Net. No landlord responsibilities. 10 service bays, brick construction.

\*Rent is based on October 2020 rent increase. Seller to credit rent differential upon closing.

Subleased to Western Automotive Ventures, Inc., Big O Tires largest franchisee.



### DEMOGRAPHIC INFORMATION

	1-MILE RADIUS	3-MILE RADIUS	5-MILE RADIUS
2019 POPULATION	7,391	73,493	190,971
2024 POPULATION	7,543	75,465	197,809
2019 MEDIAN HOUSEHOLD INCOME	\$46,256	\$61,038	\$62,272
2019 AVERAGE HOUSEHOLD INCOME	\$69,189	\$86,936	\$89,519

All demographic information is obtained from Site To Do Business, which compiles US Census Bureau data and Esri projections for 2019 and 2024.

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<b>PROPERTY</b>	Big O Tires
<b>GUARANTOR</b>	TBC Corporation
<b>REVENUES</b>	Est. \$4.10 Billion
<b>NET WORTH</b>	Private
<b>S&amp;P RATING</b>	Non-Rated

**BIG O TIRES**

### Big O Tires

Big O Tires is one of North America's largest retail tire franchisors, with more than 450 independently-owned and operated locations in 23 states, providing customers with a broad range of automotive services in addition to quality tires, wheels and accessories. Big O has become an industry role model admired for its innovative approach to franchising and unmatched customer loyalty ratings.

In 1996, Big O Tires joined forces with one of the largest and most respected tire marketers in the nation when it became part of the TBC Corporation, one of North America's largest marketers of automotive replacement tires. Through worldwide operations spanning wholesale, retail, and franchise, TBC provides customers best-in-class brands and automotive maintenance and repair services with the underlying mission to exceed customer expectations. Big O Tires carries brands including Big O Tires, Nitto, Nankang, Continental, General Tire, Dunlop, Sumitoma Tires, Goodyear, Coopertires, Hankook and many more.

### TBC Corporation [Guarantor]

Prior to April of 2018, TBC Corp. was a subsidiary of Sumitomo Corporation of America (SCOA). TBC operated 2,383 retail locations consisting of 728 Company operated units and 12,655 franchised units. In April of 2018, SCOA formed a joint venture with Michelin North America (MNA) whereby SCOA contributed TBC Corporation for a 50% interest in the new joint venture known as TBC Holdings, LLC. MNA contributed Tire Centers, LLC, its wholesale company, and cash for its 50% interest in the joint venture. Accordingly, TBC is now owned 50% by SCOA and 50% by MNA.



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DOWNTOWN ST. PAUL



This Big O Tires is located on south Robert Street which is just north of Interstate-65. Traffic counts along this interstate average 96,000 vehicles per day, while South Robert Street sees over 21,000 vehicles daily. Major retailers in the surrounding area include Cub Foods, ALDI Foods, The Home Depot, Target, Walmart Supercenter, McDonalds, Starbucks Coffee, Walgreens Pharmacy and many more. West St. Paul is a first ring suburb city in Dakota County, immediately south of St. Paul and west of South Saint Paul offering the tranquility and beauty of the county as well as the diverse amenities of the city.

The economy of West St. Paul employs 10.1K people. The largest industries in West St. Paul are Health Care & Social Assistance, Accommodation & Food Services, and Retail Trade. Median household income in West St. Paul is \$52,144. With such a close proximity to both downtown St. Paul and downtown Minneapolis, West St. Paul provides unbeatable accessibility, thriving commercial and industrial districts, great residential neighborhoods, an outstanding park system and

excellent schools. West St. Paul has 15 parks, an indoor ice arena, the Regional Athletics Center dome, and a community swimming pool. The city is also home to Dodge Nature Center, Southview Country Club, and Thompson County Park. There are over 600 businesses in West St. Paul, including a light industrial park. West Saint Paul has invested \$38.7 million in an overhaul of Robert Street South. It is the most expensive public works project in its history and was completed in 2016. This project spurred development in the area, such as the new LA Fitness and Payless at the intersection of Wentworth and Robert Street. The major routes through the city include Lafayette Freeway (US 52), Robert Street, and MN Highway 110, with Interstate-494 running just south of the city. The Twin Cities metro area has a population exceeding 3.4 million residents. Home to 19 Fortune 500 companies, including Target 3M, Medtronic, General Mills, Best Buy, Supervalu, Land O' Lakes, U.S. Bancorp, Xcel Energy, and Ameriprise Financial, the Twin Cities is a thriving hub of business and commerce. While the Central Business District is focused in Minneapolis, St. Paul contains all the state's political institutions, as it is the state capital, as well as popular attractions such as the Science Museum of Minnesota and the Xcel Energy Center. The metro area is also home to many institutions of higher education, most notably the University of Minnesota, which has a current enrollment over 51,000 students, making it the 6th largest university in the nation.

DODGE NATURE CENTER



DAKOTA COUNTY SERVICES CENTER

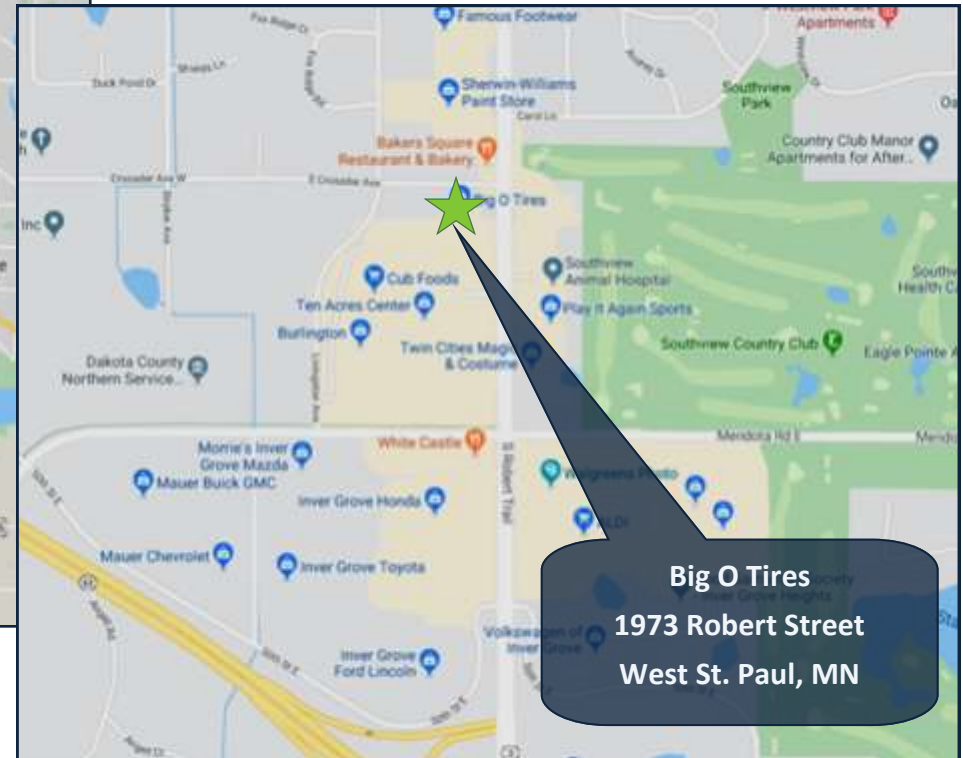
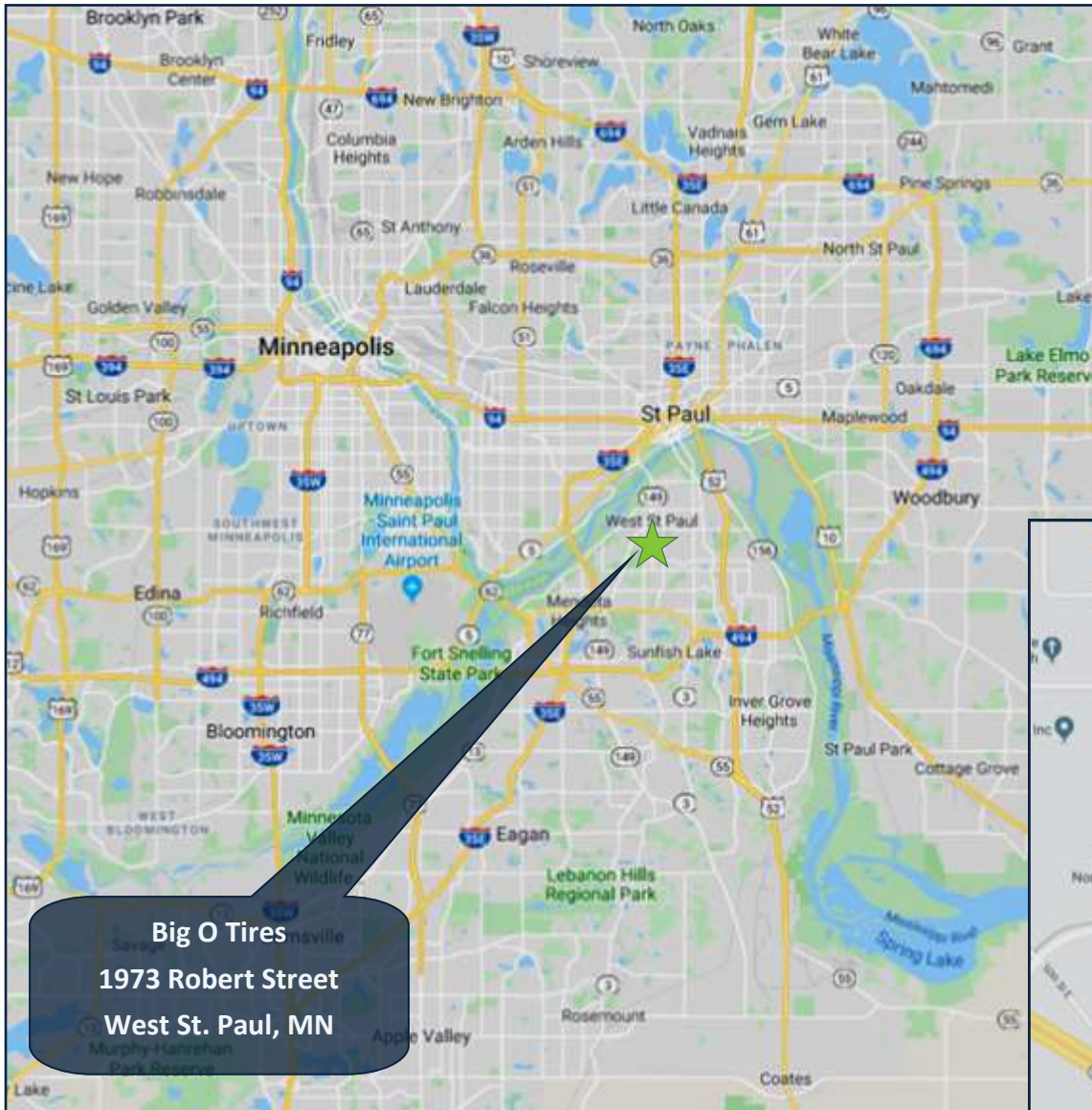


SOUTHVIEW COUNTRY CLUB



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## THE UPLAND ADVANTAGE

Upland Real Estate Group, Inc., which was founded in 1995, is a Minneapolis based commercial real estate, brokerage, and investment company, which focuses on passive real investments, 1031 solutions, real estate portfolio diversification, and wealth preservation. Upland offers "big business service" with the attentiveness you expect from a boutique shop.

Our ability to swiftly match buyers with sellers is one of the many reasons Upland Real Estate Group, Inc. is the nation's primary resource for the purchase or sale of net leased, credit investment properties. Many investors and 1031 tax deferred exchange buyers have benefited from the experience and expertise of our team of net leased investment sales specialists.

## BENEFITS OF WORKING WITH UPLAND

- Nationally recognized CCIM accredited sales team
- Comprehensive and searchable online database
- Excellent reputations and credibility
- Online Letter of Intent forms
- Access to confidential off-market properties
- Extensive referral network
- Prompt follow-up and attention to detail

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## PROVEN SUCCESS RECORD

- Completed in excess of 800 net leased sales transactions totaling over \$2.1 billion
- Combined sales experience of over 60 years
- Specialized in NNN investment market for more than 20 years

Upland's 1031 investment specialists have successfully completed net lease sales transactions with tenants including, but not limited to:

7-Eleven  
Advance Auto  
Applebee's  
Arby's  
BJ's Wholesale  
Bridgestone/Firestone  
Buffalo Wild Wings  
Burger King  
Camping World  
CVS Pharmacy

Dollar General  
Family Dollar  
Gander Mountain  
Goodwill  
Jack in the Box  
Jiffy Lube  
KinderCare Learning Center  
Kohl's  
McDonald's  
National Tire & Battery

O'Reilly Auto Parts  
Petco  
Sherwin Williams  
Starbucks  
Taco Bell  
Tires Plus  
Tractor Supply  
Trader Joe's  
Valvoline  
Walgreens



Front L to R: Amanda Leathers, Keith Sturm, Deb Vanneilli, Back L to R: Emily Marsh & Larissa Jackson