



OFFERING MEMORANDUM

JIFFY LUBE

309 AUBURN WAY S | AUBURN, WA 98002

TABLE OF CONTENTS

03 EXECUTIVE OVERVIEW

04 FINANCIAL OVERVIEW

08 TENANT OVERVIEW

09 AREA OVERVIEW

LISTED BY

AUSTIN WALSH
ASSOCIATE

DIR (214) 692-2298
MOB (817) 658-3100
austin.walsh@matthews.com
LIC # 689818 (TX)

BRADEN CROCKETT
VICE PRESIDENT & DIRECTOR

DIR (214) 692-2040
MOB (714) 345-6206
braden.crockett@matthews.com
LIC # 01984625 (CA)

BROKER OF RECORD
AMIA FROESE
LIC# 27664 (WA)



MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

EXECUTIVE OVERVIEW



JIFFY LUBE
309 Auburn Way S
AUBURN, WA 98002



1,428 SF
GLA



1980
YEAR BUILT



±6 Years
TERM REMAINING

INVESTMENT HIGHLIGHTS

- » Absolute Triple-Net Lease (NNN) – No Landlord Maintenance Investment
- » E-commerce and recession proof investment
- » Clean Environmental Report – Seller has clean environmental report for this property in hand
- » Phenomenal Escalation Structure – 3% Annual Increases provide rare hedge against inflation & enables compounding annual interest
- » Washington is an Income tax-free state
- » Outstanding Total Return – At List price the Cap Rate over the base term of the lease is 7.28% on absolute NNN property with a major tenant and large franchisee.
- » Attractive Tax Benefits – Auto service-based assets may be eligible for an accelerated depreciation schedule **Consult your tax or accounting professional to see how this will apply to you.

LOCATION

- » Excellent Retail Synergy – located in a premiere trade area with many national retailers in close proximity such as O'Reilly's, Safeway, T-Mobile, Chase Bank, Shell, etc.
- » Strategic Positioning & Strong Location Fundamentals – Located on the hard corner of Auburn Way S & Cross St SE that sees roughly 30,000 VPD .
- » Dense Population – Roughly 200,000 people in the 5-Mile Radius that has experienced growth of 12% in the last 10 years and projected growth of 7% in the next 5 years.
- » Strong Demographics – Average Household Income is over \$75,000 in the 3 and 5-Mile radius.

TENANT

- » Jiffy Lube is the largest and most well-known fast-lube company in North America with over 2,200 locations.
- » Operated by Team Car Care, LLC – the largest franchisee in the Jiffy Lube system with over 535 locations across the US.

FINANCIAL OVERVIEW

Financial Analysis



JIFFY LUBE
309 Auburn Way S
AUBURN, WA 98002



\$2,095,214
LIST PRICE



6.75%
CAP RATE



\$141,426.96
ANNUAL RENT

LEASE SUMMARY

TENANT TRADE NAME	Jiffy Lube
TYPE OF OWNERSHIP	Fee Simple
LEASE TYPE	NNN
ROOF AND STRUCTURE	Tenant Responsible
ORIGINAL LEASE TERM	20
LEASE COMMENCEMENT	5/1/06
RENT COMMENCEMENT	5/1/06
LEASE EXPIRATION DATE	4/30/26
TERM REMAINING	±6 Years
INCREASES	3% Annual
OPTIONS	Two (2), Five (5) Year Options



ANNUALIZED OPERATING DATA

YEAR	MONTHLY RENT	ANNUAL RENT	CAP
5/1/2020 - 4/30/2021	\$11,785.58	\$141,426.96	6.75%
5/1/2021 - 4/30/2022	\$12,139.15	\$145,669.77	6.95%
5/1/2022 - 4/30/2023	\$12,503.32	\$150,039.86	7.16%
5/1/2023 - 4/30/2024	\$12,878.42	\$154,541.06	7.38%
5/1/2024 - 4/30/2025	\$13,264.77	\$159,177.29	7.60%
5/1/2025 - 4/30/2026	\$13,662.72	\$163,952.61	7.83%
OPTION 1			
5/1/2026 - 4/30/2027	\$14,072.60	\$168,871.19	8.06%
5/1/2027 - 4/30/2028	\$14,494.78	\$173,937.32	8.30%
5/1/2028 - 4/30/2029	\$14,929.62	\$179,155.44	8.55%
5/1/2029 - 4/30/2030	\$15,377.51	\$184,530.10	8.81%
5/1/2030 - 4/30/2031	\$15,838.83	\$190,066.01	9.07%
OPTION 2			
5/1/2031 - 4/30/2032	\$16,314.00	\$195,767.99	9.34%
5/1/2032 - 4/30/2033	\$16,803.42	\$201,641.03	9.62%
5/1/2033 - 4/30/2034	\$17,307.52	\$207,690.26	9.91%
5/1/2034 - 4/30/2035	\$17,826.75	\$213,920.97	10.21%
5/1/2035 - 4/30/2036	\$18,361.55	\$220,338.60	10.52%

SURROUNDING AREA



SURROUNDING AREA





TENANT OVERVIEW

A leading provider of oil changes and a subsidiary of Shell Oil Company, Jiffy Lube boasts more than 2,200 outlets led throughout North America that are all independently owned by operators. Besides oil changes, Jiffy Lube facilities provide maintenance services for air conditioning, fuel systems, and transmissions. At some of its locations it also performs inspections and emissions testing, repairs windshields and rotates tires. Serving about 22 million customers, annually, Jiffy Lube caters to several fleet management firms such as Donlen, Emkay, Voyager and PHH. Heartland Automotive Services, Inc. is a franchisee company that operates over 530 Jiffy Lube locations in the United States.

Jiffy Lube focuses on its four key areas of preventative maintenance service: change, inspect, check/fill, and clean. The company's extensive technician training program has made Jiffy Lube an Automotive Service Excellence (ASE) Accredited Training Provider. With a focus on reuse, Jiffy Lube makes a point to collect more used oil than any of its competitors in North America. The oil is then refined and used for making concrete, generating electricity, and heating asphalt to pave roads.

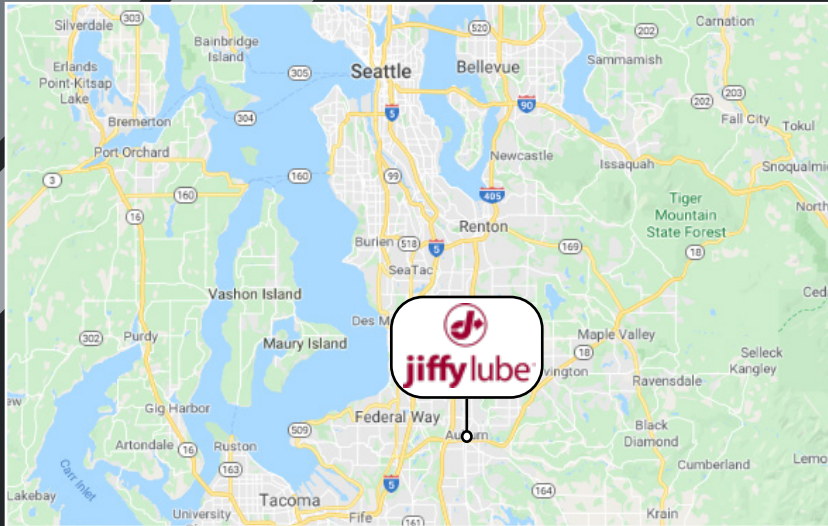
±2,200
LOCATIONS

±6,538
EMPLOYEES

Houston, TX
HEADQUARTERED

WWW.JIFFYLUBE.COM

AREA OVERVIEW



AUBURN, WA



Distance to:
Seattle - 26.8 Miles



Distance to:
Auburn Municipal Airport- 1.5 Miles



Distance to:
Green River College - 3.6 Miles

AUBURN, WA

Auburn is a city in King County, with a small portion in Pierce County, Washington. It is a suburb in the Seattle metropolitan area, currently ranked the fifteenth largest city in the state of Washington. Auburn is bordered by the cities of Federal Way, Pacific, and Algonia to the west, Sumner to the south, Kent to the north, and unincorporated King County to the east. The Muckleshoot Indian Reservation is in or near the southern city limits.

Auburn is known for its beautiful landscapes and amazing parks for hiking, biking, and fishing. The Soos Creek Botanical Gardens is a serene area that shows the true beauty of Washington. Auburn Environmental Park is a great place for biking trails and seeing nature in action!

DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2025 Projection	12,974	88,755	220,456
2020 Estimate	12,267	82,772	205,099
2010 Census	11,044	70,097	171,391
Growth 2020-2025	5.76%	7.23%	7.49%
Growth 2010-2020	11.07%	18.08%	19.67%

HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2025 Projection	5,381	31,932	77,865
2020 Estimate	5,072	29,892	72,753
2010 Census	4,535	25,791	62,098
Growth 2020-2025	6.09%	6.83%	7.03%
Growth 2010-2020	11.84%	15.90%	17.16%

INCOME	1-MILE	3-MILE	5-MILE
2020 Average Household Income	\$66,563	\$91,964	\$99,914

SEATTLE, WA

The Seattle Metropolitan area includes the three most populous counties- King, Snohomish, and Pierce - within the greater Puget Sound region. The Seattle Metropolitan Statistical Area has an estimated population of 3.7 Million. The Seattle MSA has a well-diversified local economy, strong demographic profile and significant long-term population growth, as well as a highly-educated employment base. The unemployment rate is below the national average with the job growth being above. And while sales tax is higher than average, there is no income tax. As some may know, Bill Gates started Microsoft in the state of Washington. In one year, Microsoft contributed \$9.16 billion to the Washington state economy and provided 267,611 jobs to Washington residents. The well-known aerospace company Boeing also has quite an impact on the city. Also headquartered in Seattle, the jet-maker directly and indirectly contributed \$70 billion to the local economy and generated \$3.2 billion in wages in one year alone.



POINTS OF INTEREST



SPACE NEEDLE

An icon of Seattle, the Space Needle stands at 605-ft-tall, at the Seattle Center, with an observation deck and a floating restaurant. Visitors can see everything from the snow-capped Cascade Mountains to the east and the Majestic Olympic mountain range.



PIKE PLACE MARKET

On the two floors of picturesque Pike Place Market, vendors offer a wide range of wares for sale. Fish, fruit, vegetables, and all sorts of odds and ends tantalize the taste buds and camera lenses. Market tours are an ideal way to tour Pike Place.



MUSEUM OF POP CULTURE

The metallic, multihued, architectural undulation is a leading-edge, nonprofit museum, dedicated to the ideas and risk-taking that fuel contemporary popular culture. MoPOP serves as a gateway museum, reaching multi-generational audiences.



WOODLAND PARK ZOO

A 92-acre facility with many threatened and endangered species from around the globe. The zoo was the first to create naturalistic exhibits, and its 300 different species range from Asian and African elephants to snow leopards, and grizzly bears.



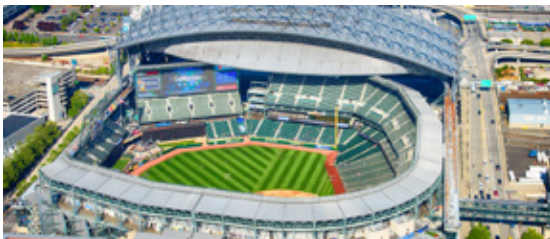
PACIFIC SCIENCE CENTER

The Pacific Science Center features five building of interactive science exhibits, a tropical Butterfly House, two IMAX theatres, a planetarium and laser light shows. The interactive programs reach more than 1.1 million people each year.



CHIHULY GARDEN AND GLASS

There is force and unbelievable magic in Chihuly Garden and Glass located next to Seattle's Space Needle. This is a display of rare pieces in Exhibition Hall, a glasshouse that showcases a suspended 100-foot long sculpture and an outside garden.



SAFECO FIELD

Pristine and nostalgic are two characteristics that describe the home of the Seattle Mariners, Safeco Field. Safeco Field offers a number of exciting areas for fans. The Bullpen Market features interactive games and activities for fans.



SEATTLE GREAT WHEEL

Aboard the iconic Seattle Great Wheel on Pier 57, visitors can see the city like never before. Each gondola can fit 8 people and provide an amazing ride that lights up the sky at night. With a height of 175 feet, it is the tallest Ferris Wheel on the West Coast.



GAS WORKS PARK

An unusual public park located on the site of a former coal gasification plant, Gas Works Park is the most popular park in Seattle. On the shores of Lake Union the 19-acre site houses an open-air play barn, and a maze of brightly painted machinery for children.

CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Jiffy Lube** located in **309 Auburn Way S | Auburn, WA 98002** ("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.

LISTED BY

AUSTIN WALSH
ASSOCIATE

DIR (214) 692-2298
MOB (817) 658-3100
austin.walsh@matthews.com
LIC # 689818 (TX)

BRADEN CROCKETT
VICE PRESIDENT & DIRECTOR

DIR (214) 692-2040
MOB (714) 345-6206
braden.crockett@matthews.com
LIC # 01984625 (CA)

BROKER OF RECORD
AMIA FROESE
LIC# 27664 (WA)

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

OFFERING MEMORANDUM

JIFFY LUBE

309 AUBURN WAY S | AUBURN, WA 98002