



FOR SALE

ARBY'S RESTAURANT

1702 MARKET BLVD • HASTINGS, MN 55033

CBRE

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INVESTMENT SUMMARY

ARBY'S | HASTINGS, MN

PRICE

\$2,250,000
7.70% Cap Rate

ADDRESS

1702 Market Blvd
Hastings, MN 55033

APN

19-32080-01-020

NET OPERATING INCOME

\$173,454

BUILDING/LOT SIZE

3,679 SF/1.61 Acres

YEAR BUILT

2003

YEARS REMAINING

3.7 Years

TYPE OF OWNERSHIP

Fee Simple

SUMMARY



Outparcel to Grocery-Anchored Center

The Subject sits directly in front of a 100,000 square foot Cub Foods-anchored shopping center. Cub Foods is the dominant grocer in the Twin Cities MSA. With the spike in demand for the grocery segment, despite the current economic climate, the Property will continue to see steady traffic.



Direct Visibility on Highway 55

Located on a signalized intersection, the Property enjoys easy access and great visibility from Highway 55, the major thoroughfare connecting the City of Hastings with downtown Saint Paul.



Close Proximity to Major Traffic Drivers

In addition to the Cub Foods-anchored center, there are other local destinations for employment and shopping that will provide ongoing traffic and visibility for the Property. Neighboring destinations include Walmart Supercenter, Hastings High School (enrollment of around 1,500 students), and the Dakota County law enforcement, judicial, and administrative offices with nearly one thousand employees.



Located in the County Seat

Hastings is the county seat for Dakota County. County seats are rarely moved, giving the city long-term stability as a destination for employment and residential growth. This will preserve the long-term need for well-located retail properties.



Corporately Operated Location

This location has been corporately operated since its construction in 2003.

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TENANT SUMMARY

ARBY'S | HASTINGS, MN

TENANT SUMMARY

Ownership	Private
Tenant	Franchise Associates Inc.
Tenant Trade Name	Arby's
Renewal Options	Two 5-Year
Notice for Options	6 Months
Right of First Refusal	So long as Tenant is not in default under this lease. If Landlord receives and desires to accept a bona fide offer to purchase the premises, Landlord shall deliver a notice to Tenant stating the name of such offeror and a copy of the terms and conditions of such offer. Within 20 days Tenant has the right to purchase the asset at the same price, terms and conditions if it so chooses.
Estoppel Request Time	7 Days After Written Request
Headquartered (Corporate)	Atlanta, GA
Website	www.arbys.com

LEASE SUMMARY

Tenant	Franchise Associates Inc.
Tenant Trade Name	Arby's
Lease Commencement	6/30/2003
Rent Commencement	1/1/2003
Real Estate Tax	Tenant is responsible
Property Insurance	Tenant is responsible
Utilities	Tenant is responsible
Roof & Structure	Tenant is responsible
Parking Lot	Tenant is responsible
HVAC	Tenant is responsible
Repairs & Maintenance (CAM)	Tenant is responsible



CORPORATE PROFILE

The Arby's brand purpose is Inspiring Smiles Through Delicious Experiences®. Arby's delivers on its purpose by celebrating the art of Meatcraft® with a variety of high-quality proteins and innovative, crave-able sides, such as Curly Fries and Jamocha shakes. Arby's Fast Crafted® restaurant services feature a unique blend of quick-serve speed combined with the quality and made-for-you care of fast casual. Arby's Restaurant Group, Inc. is the franchisor of the Arby's Brand and is headquartered in Atlanta, Georgia.

In October 2017 Arby's was called "America's second largest sandwich chain" by Food & Wine Magazine. Arby's Restaurant Group owns a number of other national chains, most recently including Buffalo Wild Wings with an acquisition that concluded on February 5, 2018.

RENT SCHEDULE

	Date Start	Date End	Annual Rent	Per SF
Current	1/1/2020	12/31/2020	\$173,454.48	\$47.15
	1/1/2021	12/31/2021	\$175,189.02	\$47.62
	1/1/2022	12/31/2022	\$176,940.91	\$48.09
	1/1/2023	12/31/2023	\$178,710.32	\$48.58
Option 1	1/1/2024	12/31/2028	1% Annual Increases	
Option 2	1/1/2029	12/31/2033	1% Annual Increases	

PROPERTY PHOTO

ARBY'S | HASTINGS, MN



PROPERTY PHOTOS

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NORTHFACING AERIAL

ARBY'S | HASTINGS, MN



HASTINGS HIGH SCHOOL
1,440+ STUDENTS

Walmart
Supercenter

Allina Health



14,600 VEHICLES

Dakota
COUNTY
DAKOTA COUNTY:
ADMINISTRATION
JAIL
COURTHOUSE
DISTRICT COURT



11,200 VEHICLES

Cub
FOODS

Arby's

Culver's

LOCAL TRADE AREA

ARBY'S | HASTINGS, MN



MARKET SUMMARY

ARBY'S | HASTINGS, MN

HISTORIC MINNESOTAN CENTER OF COMMERCE

Located near the confluence of the Mississippi, Vermillion, and St. Croix Rivers, the City of Hastings is the county seat of Dakota County. Hastings is connected to the Minneapolis-St. Paul MSA via several major traffic arteries, including U.S. Highway 61 and Minnesota State Highway 55. The Hastings High Bridge is located along Highway 61 and it is currently the state's busiest two-lane bridge, carrying 32,000 vehicles per day.

INCOME

\$67,977 2019 Estimated Hastings Median Household Income

(\$61,372 2018 National Average, CNBC.com)

\$35,580 2019 Estimated Hastings Per Capita Income

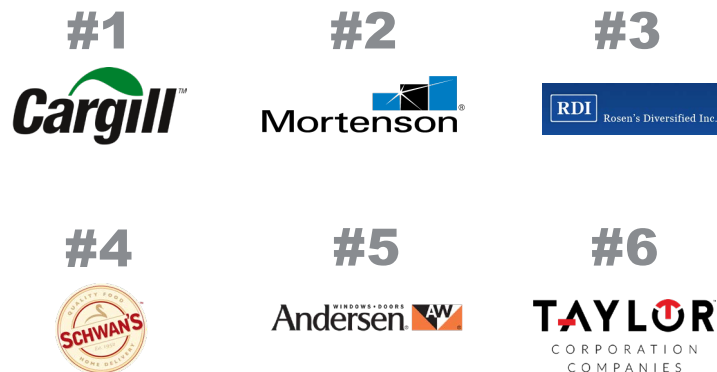
(\$31,177 2018 National Average, www.census.gov)



MSP MARKET SNAPSHOT

ARBY'S | HASTINGS, MN

TOP FORBES PRIVATE MINNESOTA COMPANIES



MINNESOTA FORTUNE 500



TOP TEN MAJOR EMPLOYERS

Minneapolis-St. Paul-Bloomington, MN-WI Metropolitan Statistical Area

#1 Allina Health System 27,635 Employees	#2 Target Corporation 26,694 Employees	#3 University of Minnesota 26,436 Employees	#4 HealthPartners 22,500 Employees	#5 Fairview Health System 22,000 Employees
#6 Wells Fargo & Co. 20,000 Employees	#7 UnitedHealth Group 15,750 Employees	#8 CHS Inc. 12,157 Employees	#9 U.S. Bancorp 12,010 Employees	#10 Land O'Lakes Inc. 10,000 Employees

MAJOR RETAIL BRAND HEADQUARTERS



MSP MARKET SNAPSHOT

ARBY'S | HASTINGS, MN

MSP AIRPORT TRAFFIC



- "About MSP - MSP by the Numbers", MSPairport.com/about-msp



163

Nonstop
Markets
Served



38M

Travelers



15

Commercial
Passenger
Airlines

HEALTHCARE & RESEARCH

Minnesota Has the
**2nd Highest
Total Number of
Medical Device
Patents**

In the Nation - "Compare Minnesota: Invention
Patents", MN.gov

Minneapolis - St. Paul MSA is a
Top Ten U.S. City
for Corporate Innovation



- "Top 10 Cities for Corporate Innovation",
Innovation Leader Magazine, May 2017

MSP DEMOGRAPHICS

3,628,856

Minneapolis-St. Paul, Bloomington Population
- U.S. Census Bureau, 2018

#2 in the Nation

#2 State in Percentage of the Population with Associate Degree or Higher
- MN Office of Higher Education, http://www.ohe.state.mn.us/sPages/educ_attain.cfm

93.6%

of Persons Age 25+ Hold High School Diploma or Higher | 88% National Average
- U.S. Census Bureau, 2018

3% Unemployment

3.8% National Average, January 2019
- U.S. Census Bureau, 2018

LIFE & RETAIL IN MSP

\$2 Billion

in Economic Activity
Generated for Minnesota by
Mall of America



"Mall of America: By the Numbers."
Mall of America, 2016,
[www.mallofamerica.com/upload/
FactSheets_2016.pdf](http://www.mallofamerica.com/upload/FactSheets_2016.pdf)

#3 Best State

Overall in the United States
Based on 70 Metrics, 2019



"Best States Rankings."
U.S. News, 2019,
<https://www.usnews.com/news/best-states/rankings>

\$59,736

Average Per Capita Personal
Income (2017), \$53,658 National
Average (2018)



"Per Capita Personal Income in Minneapolis-St. Paul Bloomington MSA", Federal
Reserve Bank of St. Louis, Economic
Research

Best Parks

System in the Nation
According to The Trust for
Public Land's ParkScore®
Index



"Minneapolis Repeats as
Nation's Best Park System."
Minneapolis Park & Recreation Board, May 23,
2018, www.MinneapolisParks.org

**#3 Fittest
City**

Ranked by the American
Fitness Index Summary
2019



"ACSM American Fitness Index", American
Fitness Index, May 2019,
www.americanfitnessindex.org

**#2 Ticket
Sales**

In the Nation, Theater Tickets
Sold Per Capita (NYC #1)



Meet Minneapolis - Things To Do, [https://
www.minneapolis.org/things-to-do/arts-cul-
ture/theaters/](https://www.minneapolis.org/things-to-do/arts-culture/theaters/)

DEMOGRAPHICS

ARBY'S | HASTINGS, MN



DEMOGRAPHICS

ARBY'S | HASTINGS, MN

	1 Mile	3 Miles	5 Miles
POPULATION			
2019 Population - Current Year Estimate	7,035	21,282	28,413
2024 Population - Five Year Projection	7,212	21,794	29,178
2019-2024 Annual Population Growth Rate Projection	0.50%	0.48%	0.53%
GENERATIONS			
Generation Z (Born 1999-2016)	20.9%	22.1%	22.2%
Millennials (Born 1981-1998)	24.3%	23.5%	23.2%
Generation X (Born 1965-1980)	19.1%	20.1%	20.5%
Baby Boomers (Born 1946-1964)	23.8%	22.6%	22.9%
HOUSEHOLD INCOME			
2019 Average Household Income	\$89,286	\$91,438	\$92,014
2024 Average Household Income	\$103,459	\$106,853	\$107,019
EDUCATION			
High School Diploma	24.7%	25.4%	26.6%
Some College - No Degree	18.3%	21.6%	21.7%
Associate's Degree	11.1%	11.3%	11.6%
Bachelor's Degree	26.5%	23.2%	22.1%
Graduate or Professional Degree	9.9%	9.9%	9.4%
EMPLOYMENT			
2019 Employed Civilian Population (16+)	96.9%	97.0%	97.1%
2019 Unemployed Population (16+)	3.0%	3.0%	2.9%

CONSUMER BASE - 5 MILE RADIUS

ARBY'S | HASTINGS, MN

DOMINANT LIFE SEGMENT

28.9% MIDDLEBURG

- Conservative, family-oriented consumers
- Rely on their smartphones and mobile devices and stay in touch
- Prefer to buy American and travel in the US
- Traditional values are the norm here: faith, family, and country
- Sports include hunting, fishing, bowling, and baseball

OTHER TOP SEGMENTS

18.4% PARKS & REC

- Many of these families are two-income married couples approaching retirement age
- Comfortable in their jobs and homes, budget wisely, but do not plan on retiring any time soon
- Appeal of these kid friendly neighborhoods is attracting a new generation of young couples

DOMINANT LIFEMODE GROUP

29.7% FAMILY LANDSCAPES

- Successful young families in their first homes
- Do-it-yourselfers, who work on home improvement projects as well as their lawns and gardens
- Eat out frequently at fast food or family restaurants to accommodate their busy lifestyle

DOMINANT URBANIZATION GROUP

34.7% SUBURBAN

- Well-educated two-income households, accept long commute times to raise their children in family-friendly neighborhoods
- Older householders have either retired in place, downsized, or purchased a seasonal home
- Residents invest for their future, insure themselves against unforeseen circumstances but also enjoy the fruits of their labor

14.0% BRIGHT YOUNG PROFESSIONALS

- Singles' lifestyle on a budget
- Neighborhoods in transition, populated by renters who are just beginning their careers or retiring
- Consumers are price aware and coupon clippers, but open to impulse buys
- Attentive to environmental concerns

CONTACT US

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