

MATTHEWS\*
REAL ESTATE INVESTMENT SERVICES













# INVESTMENT HIGHLIGHTS

- Essential business | Drive-thru open and operating
- Absolute NNN Lease with +10 Years Remaining
- Heartland Beef, Inc. is the 15th Largest Arby's Franchisee with 37 Units in Illinois, Indiana, Iowa, Ohio & Missouri
- 6.5% Rental Increases every 5 years
- Recent High-Quality Remodel to Arby's Newest "Inspire" Prototype
- Ideally positioned with Freeway Visibility & Access from I-70 with over 63,000 VPD
- High Traffic Location along South Limestone Street (18,000 VPD)
- Strong Retail Corridor
- Nearby national/credit tenants including: Big Lots, McDonald's, Cracker Barrel, Taco Bell, Popeyes', Kroger, Rite, Walgreens, Burger King, Goodwill,





## **INVESTMENT SUMMARY**

<b>»</b>	OFFERING PRICE	\$1,491,000
<b>»</b>	CAP RATE	6.00%
<b>»</b>	TOTAL BUILDING AREA	±3,366 SF
<b>»</b>	TOTAL LAND AREA	±1.16 AC
<b>»</b>	NOI	\$89,450

## ANNUALIZED OPERATING DATA

Lease Commence	Monthly Rent	Annual Rent	Cap Rate
1/1/2016 - 12/31/2020	\$7,000	\$84,000	5.63%
1/1/2021 - 12/31/2025*	\$7,455	\$89,460	6.00%
1/1/2026 - 12/31/2030	\$7,940	\$95,275	6.39%
Option 1	\$8,456	\$101,468	6.81%
Option 2	\$9,005	\$108,063	7.25%
Option 3	\$9,591	\$115,087	7.72%

<sup>\*</sup> Property is being sold based on upcoming rent increase on 1/1/2021

## TENANT SUMMARY

Tenant	Arby's
Lease Type	NNN
Type of Ownership	Fee Simple
Lease Guarantor	Franchisee
Franchisee	Heartland Beef, Inc.
Roof and Structure Responsible	Tenant Responsibility
Original Lease Term (Years)	15
Lease Commencement Date	1/1/16
Rent Commencement Date	1/1/16
Lease Expiration Date	12/31/30
Lease Term Remaining (Years)	±10.65
Options	3, 5 Year Options







### THE OFFERING

PROPERTY NAME	Arby's
Property Address	203 E Leffel Lane Springfield, OH
SITE DESCRIPTION	
Number of Stories	One
Year Built	1997/2015R
GLA	± 3,366 SF
Type of Ownership	Fee Simple

Arby's Fast Crafted restaurant services feature a unique blend of quick-serve speed combined with the quality and made-for-youu care of fast casual. Arby's Restaurant Group, Inc. is the franchisor of the Arby's Brand and is headquartered in Atlanta, GA. Arby's Restaurant Group (ARG) operates the Arby's fast-food chain popular for its hot roast beef sandwiches. In addition to roast beef sandwiches, its menu features chicken sandwiches, salads, and some dessert items. More than 1,100 Arby's locations are company-owned, while the rest are franchised.

#### **ARBY'S RECORD YEAR**

Arby's had a record year in 2016 and pushed sales over \$3.6 billion according to QSR magazine. Arby's outperformed the quick service industry by 2.3 percentage points and marked 25 consecutive quarters of SSS growth. The fourth quarter of 2016, marked 11 consecutive quarters of transaction growth and 16 consecutive quarters of industry performance for the brand. Arby's plans to continue high volume sales by inking deals with new and exciting Arby's franchisees for the development of 167 new restaurants system wide.

#### **REBRANDING AND REMODELING STRATEGY**

Arby's is looking to revitalize its guest experience by remodeling 229 restaurants systemwide in the Inspire design. Arby's has re-engineered its restaurants to reduce development costs, expand site selection options, and deliver an upgraded guest experience. Arby's has improved ROI by stripping out some of the costs of opening or remodeling a restaurant. The Inspire design reduces development and remodeling costs, increases restaurant efficiency, and is highly adaptable to a wide range of site opportunities.











#### POPULATION

#### HOUSEHOLDS

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		POPULATION			ЕПОГРЗ	INCOME	
		2020 ESTIMATE	2025 PROJECTION	2020 ESTIMATE	2025 PROJECTION	2020 AVG. HOUSEHOLD INCOME	
	1-MILE	5,255	5,190	2,074	2,059	\$56,599	
	3-MILE	41,521	40,975	15,814	15,653	\$49,509	d
	5-MILE	69,310	68,558	27,353	27,152	\$59,343	
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Springfield is a community somewhere between a town and city. It's a place that has cultural offering like theaters, a performing arts center and a summer music festival. It provides strong schools, community colleges and universities. It offers recreational facilities like an ice rink, minor league baseball, water park and whitewater kayaking. It is large enough to support abundant city amenities, but small enough that we can all work together and allow Springfield to be stronger than the sum of its parts.

The right location for easy access to work, home and fun. The very thing that makes the community easy to get around in for social, business and recreational purposes also makes it easy to get around in, period. Those who live and work in the Springfield/Clark County area have no commutes to speak of. Instead, they use their "drive time" to head to Columbus to see the Blue Jackets or Buckeyes, to Dayton to see a University of Dayton game or the minor league Reds affiliate, the Dayton Dragons. And, in just a few more minutes they can be at the Great American Ballpark or the zoo in Cincinnati, or slip across the river to the Newport Kentucky Aquarium.

The right location for business. Springfield's location on Interstate 70, just 30 minutes from the junction of Interstate 75 makes it a perfect place to do business. Sixty-one percent of the nation's population is within 600 miles. Springfield's Municipal Airport makes it more convenient for those whose business is done in aeronautical miles. A variety of industrial, corporate and technology parks also make Springfield a place where industries can easily locate for a promising future.



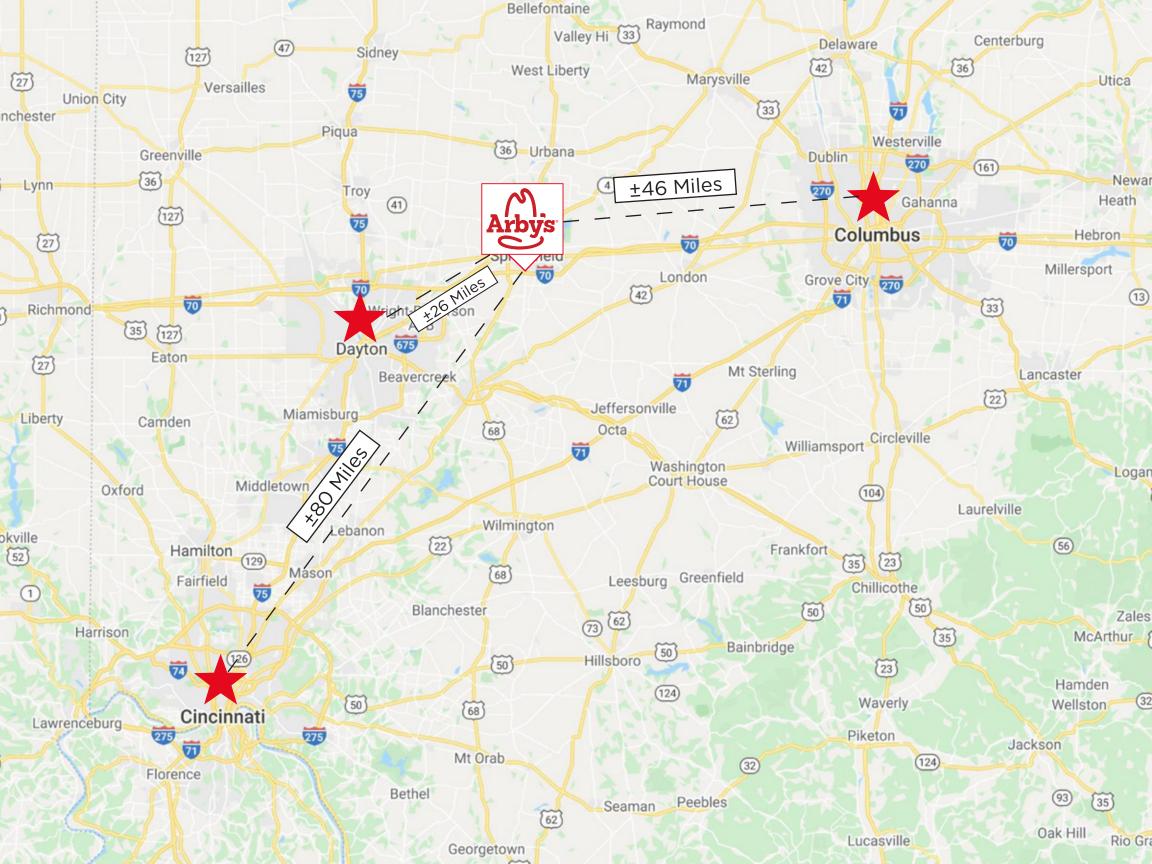
Located approxiately 25 minutes from the subject property, Dayton is the sixth-largest city in the state of Ohio. Ohio sits very close to roughly 60 percent of the country's population and manufacturing infrastructure, making the Dayton area a logistical centroid for manufacturers, suppliers, and shippers. With the decline of heavy manufacturing, Dayton's businesses have diversified into a service economy that includes insurance and legal sectors as well as healthcare and government sectors. Along with defense and aerospace, healthcare accounts for much of the Dayton area's economy. Hospitals in the Greater Dayton area have an estimated combined employment of nearly 32,000 and a yearly economic impact of \$6.8 billion.

Dayton's economy is relatively diversified and vital to the overall economy of the state of Ohio. Site Selection magazine ranked Dayton the #1 medium-sized metropolitan area in the U.S. for economic development. Dayton is also among the top 100 metropolitan areas in both exports and export-related jobs, ranked 16 and 14 respectively by the Brookings Institution. Bloomberg Businessweek ranked Dayton in 2010 as one of the best places in the U.S. for college graduates looking for a job. Companies such as Reynolds and Reynolds, CareSource, DPL, LexisNexis, Kettering Health Network, Premier Health Partners, and Standard Register have their headquarters in Dayton.

# UNIVERSITY OF DAYTON

The University of Dayton (UD) is a private Roman Catholic research university in Dayton, Ohio. It is one of three Marianist universities in the nation and the second-largest private university in Ohio. The university's campus is in the city's southern portion and spans 388 acres on both sides of the Great Miami River. The university has about 8,000 undergraduate and 2,200 post-graduate students from a variety of religious, ethnic and geographic backgrounds, drawn from across the United States and more than 40 countries.

UD offers more than 80 academic programs in arts and sciences, business administration, education and health sciences, engineering, law and, in 2009, was first in the country to offer an undergraduate degree program in human rights.



### CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Arby's** located at **203 E Leffel Lane, Springfield, OH 45505** ("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.

