# **MAACO COLLISION REPAIR**

**EXCLUSIVE NET-LEASE OFFERING** 



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

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### **Table of Contents**

**Investment Highlights** 

**Financial Analysis** 

**Concept Overview** 

**Tenant Overview** 

**Surrounding Area** 

**Location Overview** 

**Local Map** 

**Regional Map** 

**Demographics** 

**Market Overview** 

4

5

6

7

8

9

10

11

12

13







# **Investment Highlights**

PRICE: \$2,265,136 | CAP: 6.75% | RENT: \$152,897



#### **About the Investment**

- ✓ 20-Year Absolute Triple Net (NNN) Lease; Passive Investment Offering a Long-Term Security of Cash Flow
- ✓ Growing Franchisee that Could Lead to a Credit Increase in the Future
- ✓ Approximately 17 Years Remaining on the Original Lease
- ✓ Strong Hedge Against Inflation | Attractive Annual Rental Increases of 1.40%

#### **About the Location**

- ✓ Dense Urban Infill | Numerous Local Auto Repair and Auto Sales Shops
- ✓ National Tenants Include: Big Lots, Save A Lot, O'Reilly Auto Parts, Advanced Auto Parts, AutoZone, Caliber Collision, Sherwin Williams, McDonald's, Dunkin' Donuts
- ✓ Extremely Densely Populated Area | 70,000 Individuals Within Three-Mile Radius | 186,000 Individuals Within Five-Mile Radius
- ✓ Highly Trafficked Area | N US Highway 17-92 and State Road 434 | Average of 38,500 and 36,500 Vehicles Per Day Respectively
- ✓ Compelling Location Fundamentals | Approximately 15 Miles North of Orlando | Fourth Largest City in Florida
- ✓ Located Approximately Two Miles from Orlando Health Seminole Hospital | 206-Bed Medical Center

#### **About the Tenant / Brand**

- ✓ Atticus Franchise Group | Owns and Operates 20 Maaco Locations Across Georgia, Florida, and Tennessee | Largest Maaco Franchisee in the Business
- ✓ Maaco Auto Paint and Collision Repair | 500+ Locations Across the U.S. & Canada
- √ Has Serviced 20 Million+ Cars Since 1972
- √ Named the #1 Automotive Franchise Numerous Times by Entrepreneur in its Annual Franchise 500 Ranking
- ✓ Constantly Expanding and Looking to Grow







# **Financial Analysis**



PRICE: \$2,265,136 | CAP: 6.75% | RENT: \$152,897

PROPERTY DESCRIPTION				
Property	Maaco Collision Repair & Auto Painting			
Property Address	505 N Highway 17-92			
City, State ZIP	Longwood, FL 32750			
Year Built / Renovated	2000			
Building Size (SF)	15,976			
Lot Size (Acres)	+/- 1.96			
Type of Ownership	Fee Simple			
THE OFFERING				
Purchase Price	\$2,265,136			
CAP Rate	6.75%			
Annual Rent	\$152,897			
Rent Per SF	\$9.57			
Price Per SF	\$142			
LEASE SUMMARY				
Property Type	Net-Leased Automotive			
Tenant / Guarantor	AFG MBS, LLC			
Original Lease Term	20 Years			
Lease Commencement	July 21, 2017			
Lease Expiration	July 31, 2037			
Lease Term Remaining	17 Years			
Lease Type	Triple Net (NNN)			
Roof & Structure	Tenant Responsible			
Rental Increases	1.40% annually			
Options to Renew	Four (4), Five (5)-Year Options			

RENT SCHEDULE						
Lease Year	Annual Rent	<b>Monthly Rent</b>	Rent Escalation			
Current	\$152,897	\$12,741	1.40%			
Year 5	\$155,038	\$12,920	1.40%			
Year 6	\$157,208	\$13,101	1.40%			
Year 7	\$159,409	\$13,284	1.40%			
Year 8	\$161,641	\$13,470	1.40%			
Year 9	\$163,904	\$13,659	1.40%			
Year 10	\$166,198	\$13,850	1.40%			
Year 11	\$168,525	\$14,044	1.40%			
Year 12	\$170,884	\$14,240	1.40%			
Year 13	\$173,277	\$14,440	1.40%			
Year 14	\$175,703	\$14,642	1.40%			
Year 15	\$178,163	\$14,847	1.40%			
Year 16	\$180,657	\$15,055	1.40%			
Year 17	\$183,186	\$15,266	1.40%			
Year 18	\$185,751	\$15,479	1.40%			
Year 19	\$188,351	\$15,696	1.40%			
Year 20	\$190,988	\$15,916	1.40%			

#### **INVESTMENT SUMMARY**

Marcus & Millichap is pleased to present the exclusive listing for a Maaco Collision Repair and Auto Paining located at 505 N Highway 17-92 in Longwood, FL. The site consists of roughly 15,976 rentable square feet of building space on estimated 1.96-acre parcel of land. This Maaco is subject to a 20-year absolute triple-net (NNN) lease, which commenced July 21st, 2017. The current annual rent is \$152,897 and is scheduled to increase by 1.40% annually throughout the base term and in each of the four (4), five (5)-year renewal options.



# **Concept Overview**



#### **About Maaco Collision Repair & Auto Painting:**

As America's #1 Bodyshop, Maaco has serviced more than 20 million cars since 1972. Our 500 plus independently owned and operated franchises have restored the safety and beauty of vehicles for more than 40 years. Whether it's automotive paint or collision services that you need, Maaco is here to help you transform your car and help you turn the car you drive, back into the car you love. We work with all insurance companies and guarantee our work with nationwide warranties. Maaco has trademarked the term 'North America's Bodyshop.' The franchises provide auto paint and auto body repair services for over 500,000 vehicles a year, more than any other paint and body repairer. Maaco has been named the #1 automotive franchise numerous times by Entrepreneur in its Annual Franchise 500 ranking.

#### **Maaco History:**

Ten years before MAACO's founding, Martino had launched AAMCO Transmissions with partner Robert Morgan. He created both names by using the first letters from his name (Anthony A. Martino). In 1967, with close to 500 stores in operation, Martino sold AAMCO to Morgan. In 1972, Martino opened a pilot auto painting center in Wilmington, Delaware. He chose the name MAACO (Martino, Anthony A. and Co.) to instill confidence in potential franchisees who knew of AAMCO's success. The new company grew quickly, with close to 200 franchises open in less than five years.

#### **Driven Brands Acquisition of Maaco:**

In October, 2008, Driven Brands of Charlotte, N.C., a holding company which owns Meineke Car Care Centers, Inc. as well as Econo Lube and other auto service related concerns, purchased Maaco outright from Martino's family after his death in January 2008.



# General Information Founded 1972 Website <a href="https://www.maaco.com/">https://www.maaco.com/</a> Headquarters: Charlotte, NC Number of Locations 500+ Across U.S. & Canada



- North America's Body shop
- 500+ Locations
- Serviced 20 Million+ Cars Since 1972
- #1 Ranked Automotive Franchise Numerous
   Times by Entrepreneur in Annual Franchise 500
   Ranking

MAACO is North America's #1

Auto Painting & Collision Repair Shop
We help you turn the car you drive back into the car you love!



# **Tenant Overview**

# AMERICA'S BODYSHOP

#### **ABOUT ATTICUS FRANCHISE GROUP**

#### Who We Are

Atticus Franchise Group is an Atlanta-based private equity firm focused on investment opportunities in franchise companies in the Southeast, with a focus in multi-unit franchisee portfolio opportunities and providing growth capital to emerging brands in the Southeast. Atticus focuses on consumer and business service companies with a compelling value proposition, meaningful barriers-to-entry, predictable cash flows and identifiable growth. Through our industry relationships, advisory board, lending partners and previous experience of franchise operations, our team looks to create a competitive advantage to generate outsized risk adjusted returns to our investors.

#### **Our Name**

Atticus Franchise Group was named after Atticus Finch, in the novel "To Kill a Mockingbird". Atticus, who was a lawyer, was respected and admired by his peers for being fair, flexible and steadfastly honest. When faced with tough decisions, he exemplified penetrating intelligence, calm wisdom, exemplary behavior, and absolute consistency. Atticus represents morality, reason, positivity, and brings out the best in other people. Atticus Franchise Group's investment style, core values and business philosophy is meant to exemplify the traits and qualities that Atticus Finch embodied throughout the novel.

#### **Our Team**

Michael Drum Managing Partner Bill Gmaz Chief Administrative Officer Sadique Punja Analyst

Soloman Hossain Analyst

#### **Brand Partners**

Scott Mulvey
Maaco Brand President

Luis Barragan Wingstop Brand President

#### Focused

Franchisee Portfolio Investments & Emerging Brands in the Southeast:

 Restaurant, Consumer and Business Services



#### Value-Add

Leverage relationships with Advisory Board, lenders and strategic partners.

#### Flexible

Atticus remains flexible to look at compelling opportunistic transactions that leverage the team's capabilities and relationships.



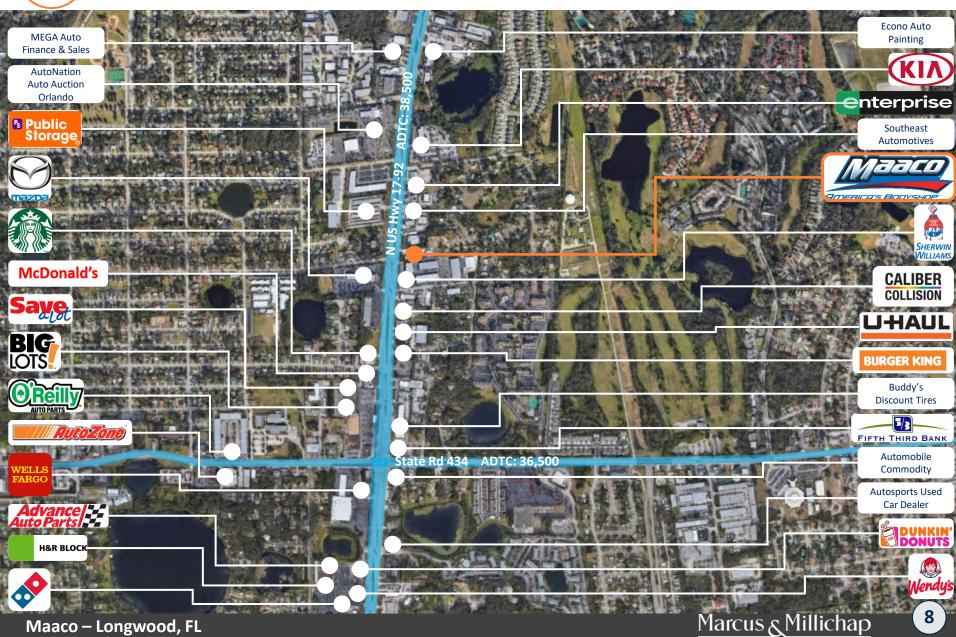
#### Growth Capital and Support to Drive Growth

Atticus prefers that growth capital goes towards add-on acquisitions, G&A growth, technology upgrades, and new store expansion. Atticus looks to professionalize, modernize and enhance all aspects of operations.



# **Surrounding Area**







# **Location Overview**

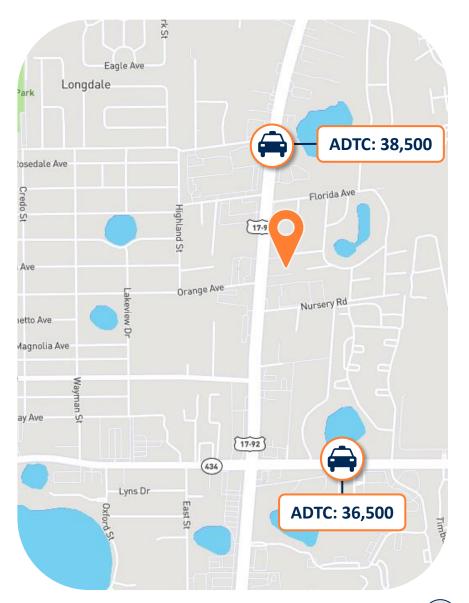
505 N Highway 17-92, Longwood, FL 32750



This Maaco Collision Repair and Auto Painting property is situated N Highway 17-92, which boasts an average daily traffic count of approximately 38,500 vehicles. N Highway 17-9 is intersected by State Rd 434, which bring an additional 36,500 vehicles into the immediate area daily. The subject property is located in an extremely densely populated area. There are approximately 70,000 individuals residing within a three-mile radius of the property and over 186,000 individuals within a five-mile radius.

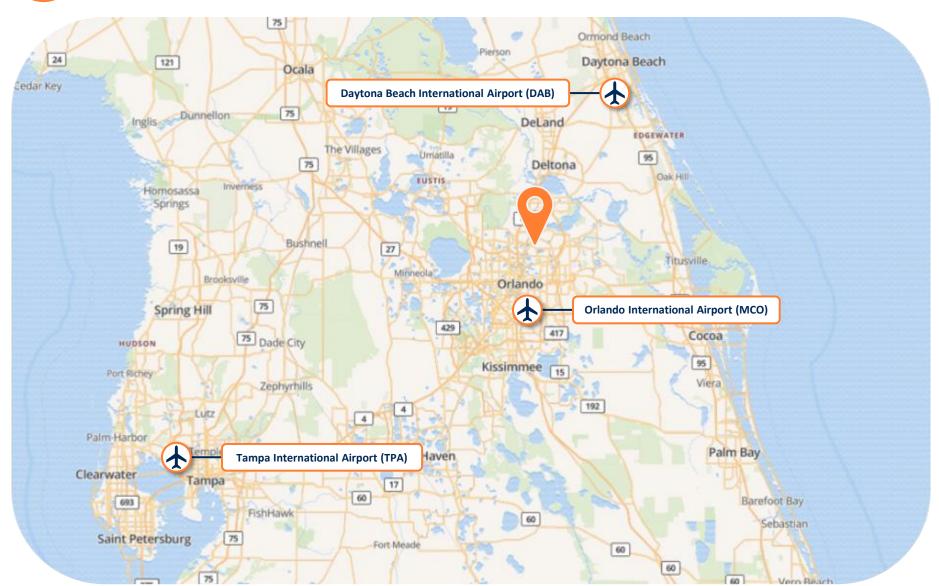
The subject property benefits from being well-positioned in a dense urban infill consisting of national and local tenants, auto repair and sales shops, and medical centers, all within close proximity of this property. Major national tenants include: Big Lots, Save A Lot, O'Reilly Auto Parts, Advanced Auto Parts, AutoZone, Caliber Collision, Sherwin Williams, McDonald's, Dunkin' Donuts and many more. There are multiple car dealerships within immediate proximity to this Maaco, including: Kia, Mazda, Autosports Used Car Dealer, Southeast Automotives, AutoNation Auto Auction Orlando, and more. Additionally, this subject property benefits from being located approximately two miles from South Seminole Hospital a 206-bed, full-service, medical/surgical community hospital.

Longwood, Florida is located less than 15 miles north of Orlando, FL. Orlando, the fourth-largest city in Florida, is known as "The Theme Park Capital of the World" and includes SeaWorld Orlando, Walt Disney World, Universal Studios Florida, Fun Spot America Orlando, and more. In 2016, its tourist attractions and events drew more than 68 million visitors. With the exception of Walt Disney World, most major attractions are located along International Drive. Orlando is also home to the University of Central Florida, which is the largest university campus in Florida and the second-largest in the United States in terms of enrollment. In 2017, the Orlando International Airport handled 44,611,265 passengers making it the busiest airport in the state of Florida and the 11th-busiest airport in the United States. Orlando is a major industrial and hi-tech center and is nationally recognized as a cluster of innovation in digital media, agricultural technology, aviation, aerospace and software design. More than 150 international companies have facilities in Metro Orlando.





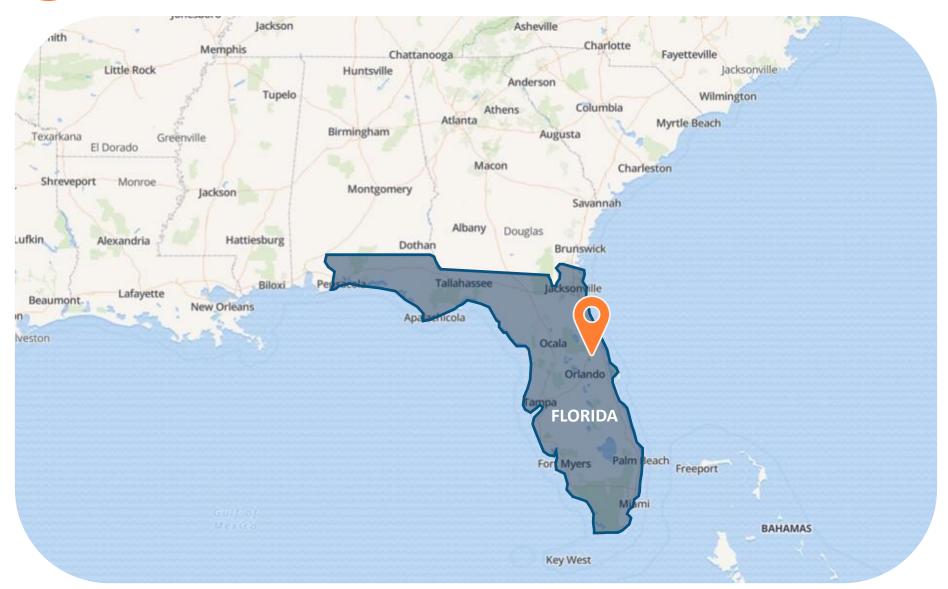






# **Regional Map**

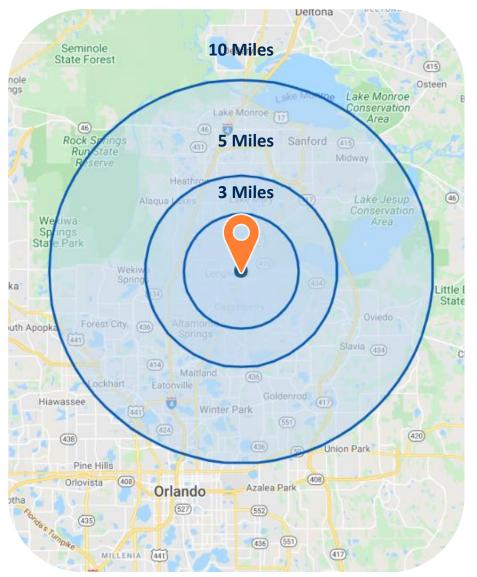






# **Demographics**





	3 Miles	5 Miles	10 Miles
POPULATION			
2024 Projection	70,438	192,053	652,400
2019 Estimate	67,636	186,004	627,890
2010 Census	61,783	171,374	570,296
2000 Census	60,712	169,031	515,761
INCOME			
Average	\$76,757	\$83,547	\$86,604
Median	\$59,561	\$62,124	\$60,667
Per Capita	\$29,505	\$33,732	\$34,964
HOUSEHOLDS			
2024 Projection	27,169	77,704	264,195
2019 Estimate	25,937	74,791	252,281
2010 Census	23,738	69,144	228,455
2000 Census	22,333	65,708	202,155
HOUSING			
2019	\$189,385	\$208,951	\$237,184
EMPLOYMENT			
2019 Daytime Population	76,837	200,016	710,805
2019 Unemployment	3.39%	3.01%	3.10%
2019 Median Time Traveled	28 Mins	28 Mins	28 Mins
RACE & ETHNICITY			
White	79.05%	78.76%	73.09%
Native American	0.06%	0.06%	0.07%
African American	9.39%	9.23%	13.89%
Asian/Pacific Islander	4.16%	3.97%	4.33%



# **Market Overview**

505 N Highway 17-92, Longwood, FL 32750





**Orlando** is the county seat of Orange County, Florida and is the center of the Orlando metropolitan area, which had a population of 2,387,138, according to U.S. Census Bureau figures released in 2016. Orlando is one of the world's most visited tourist destinations, with over 68 million visitors in 2016. The two most significant tourist attractions include Walt Disney World and Universal Orlando Resort. Walt Disney World is the area's largest attraction with its many facets such as the Magic Kingdom, Epcot, Disney's Hollywood Studios, Disney's Animal Kingdom, Typhoon Lagoon, Blizzard Beach and Disney Springs. There are also many more tourist attractions located along International Drive, with one of these being the famous Orlando Eye. The city is one of the busiest American cities for conferences and conventions, containing the Orange County Convention Center, the second-largest convention facility in the United States. According to a 2009 Pew Research Center study, Orlando ranks as the fourth-most popular American city based on where people want to live.

Orlando is also a prominent location for film, television and electronic gaming industries, aided by the presence of Universal Studios, Disney's Hollywood Studios, Full Sail University, UCF College of Arts and Humanities, the Florida Interactive Entertainment Academy, and other entertainment companies and schools. The U.S. modeling, simulation and training industry is also centered on the Orlando region, with a particularly strong presence in the Central Florida Research Park adjacent to University of Central Florida. There are also many golf courses that can be found throughout Orlando, including the Bay Hill Club and Lodge, which is home to the Arnold Palmer Invitational. Two major league professional sports teams reside in Orlando, including the Orlando Magic of the National Basketball Association, and the Orlando City Soccer Club of Major League Soccer. Orlando is home to two non-profit hospital systems including Orlando Health and Florida Hospital. Orlando Health's Orlando Regional Medical Center is home to Central Florida's only Level 1 trauma center, and Winnie Palmer Hospital for Women and Babies and Florida Hospital Orlando have the area's only Level III neonatal intensive care units.

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# Marcus & Millichap

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