



BIG LOTS MATTOON

204 Charleston Ave E • Mattoon, IL 61938

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BIG LOTS MATTOON
Mattoon, IL
ACT ID ZAA0010528

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The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

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Marcus & Millichap

EXECUTIVE SUMMARY

OFFERING SUMMARY

Price	\$1,700,000
Net Operating Income	\$107,462
Capitalization Rate – Current	6.32%
Price / SF	\$31.64
Rent / SF	\$2.00
Lease Type	Absolute Net
Gross Leasable Area	53,731 SF
Year Built / Renovated	1973
Lot Size	4.3 acre(s)

FINANCING

Down Payment	All Cash
Net Cash Flow	6.32% / \$107,462
Cash on Cash Return	6.32%
Total Return	6.32% / \$107,462

MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES *
Sarah Bush Lincoln Health Ctr	2,445
Manufacturing Division	960
Lake Land College	900
Cope Noelle Apr	611
Walmart	400
Lenders Bagels	350
Illinois Consolidated Tele Co	309
Consolidated Communications	248
City of Mattoon	240
Ameren	220
Home Depot The	200
Mars Petcare Us Inc	200

DEMOGRAPHICS

	1-Miles	3-Miles	5-Miles
2018 Estimate Pop	3,597	17,383	20,463
2010 Census Pop	3,764	18,225	21,414
2018 Estimate HH	1,798	7,892	9,079
2010 Census HH	1,830	8,083	9,292
Median HH Income	\$39,988	\$44,643	\$46,294
Per Capita Income	\$30,748	\$26,775	\$27,375
Average HH Income	\$60,790	\$58,341	\$61,134

* # of Employees based on 5 mile radius



INVESTMENT OVERVIEW

OFFERING: The Big Lots is a single-tenant retail building of approximately 53,731 square feet situated on a 4.314 lot at 204 Charleston Avenue East in Mattoon, IL. The property is for sale at a fraction of reproduction price due to a significantly below market lease.

ABSOLUTE NNN LEASE: The lease is absolute NNN with no landlord responsibilities, with the last option expiring 1/31/2034 and is corporately guaranteed by Big Lots Inc., a publicly traded retail company headquartered in Columbus, OH with over 1,400 stores.

THE OPPORTUNITY: The current Tenants lease rate is less than 17 percent of market rent. The worst case scenario is that Big Lots properly exercises all future lease options, the last of which expire on 1/31/2034. The current lease has a \$8,059.65 (7.5 percent) rent increase scheduled for 1/31/24 which brings the investment to a 6.80 CAP RATE, a \$8,059.65 (6.98 percent) rent increase scheduled for 1/31/29 which brings the investment to a 7.27 CAP RATE. The Best Case scenario would be Big Lots surrendering some, or all, of the space, which would allow the investor to achieve market rents in the \$12/ft+ range. Rents at \$12/ft NNN would amount to a 37+ CAP RATE. This creates security for the investor, who will be able to capture significant upside in case the tenant fails to exercise its remaining renewal options. Given these numbers one could only hope the current tenant defaults or fails to provide proper notice of future options.

PROPERTY: The building & property is 100 percent leased to Big Lots. The concrete tilt building structure constructed in 1973 is in excellent structural condition with a new TPO roof (replaced by Big Lots in 2015) and asphalt parking lot that was resurfaced by Big Lots within the last 5 years. Big Lots has been occupying it since 1998.

LOCATION: Big Lots is located on Charleston Avenue the main thoroughfare in Mattoon (16,700 cars per day) just west of Highway 57 with the major retail concentration in Mattoon IL. Major tenants nearby include Walgreens (across street), Wal-Mart, Home Depot, ALDIs, Staples, Goodwill, Dollar General, Dollar Tree McDonalds, Taco Bell, Cracker Barrel, Buffalo Wild Wings, etc, as well as four nationally flagged hotels. The Cross County Mall is located adjacent to the property and is anchored by JCPenney, Carsons and JoAnns Fabrics. With 100 percent occupancy, Mattoon Marketplace is a recent Thompson Thrift development anchored by PetSmart, Hibbett Sports, Cato Fashions, Buffalo Wild Wings, etc, that is currently achieving rents close to \$15/ft and the developer has plans for additional development of the outparcels.

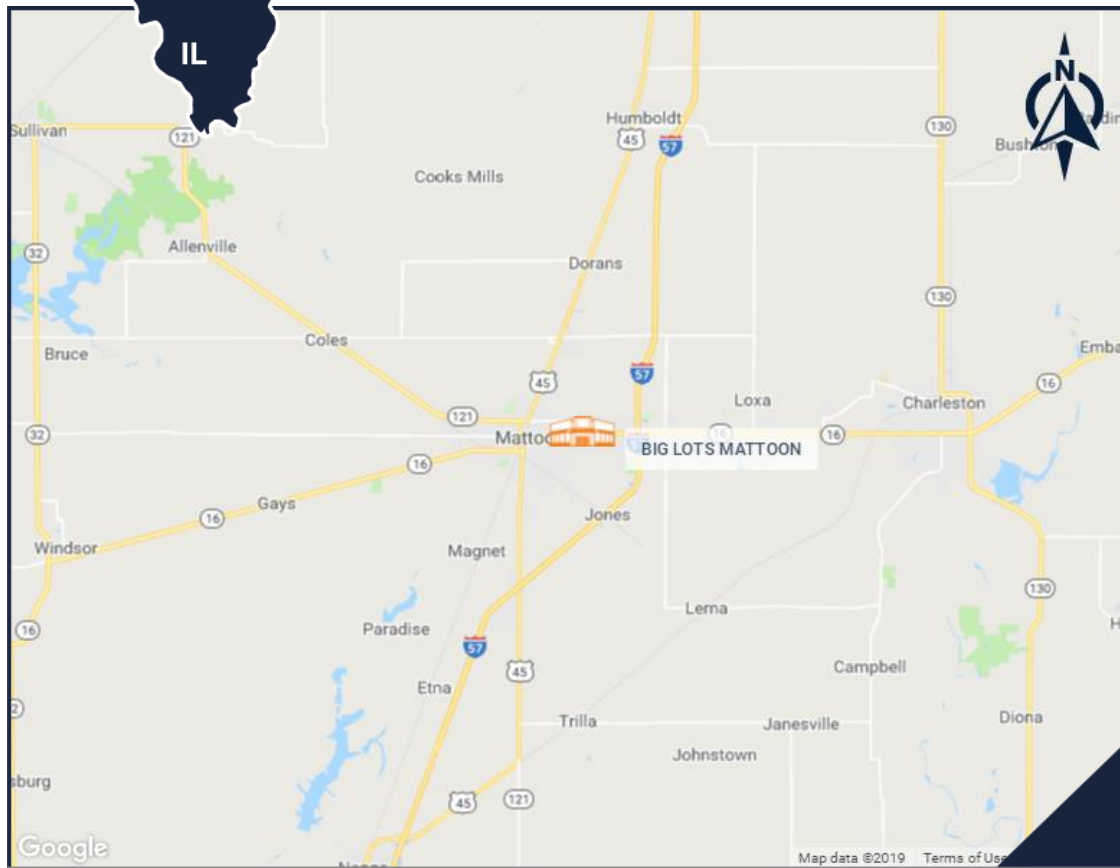
SHORT TERM OPPORTUNITY: There may be immediate upside in recapturing 12,500 feet of space that Big Lots pays rent on but does not currently occupy.

INVESTMENT HIGHLIGHTS

- Upside Potential: 37+ Percent Market Cap
- Absolute NNN Lease - No Landlord Responsibilities
- Corporate Guaranteed Lease
- Offered at a Price Significantly Below Replacement Cost
- Current Rent is 17 Percent of Market

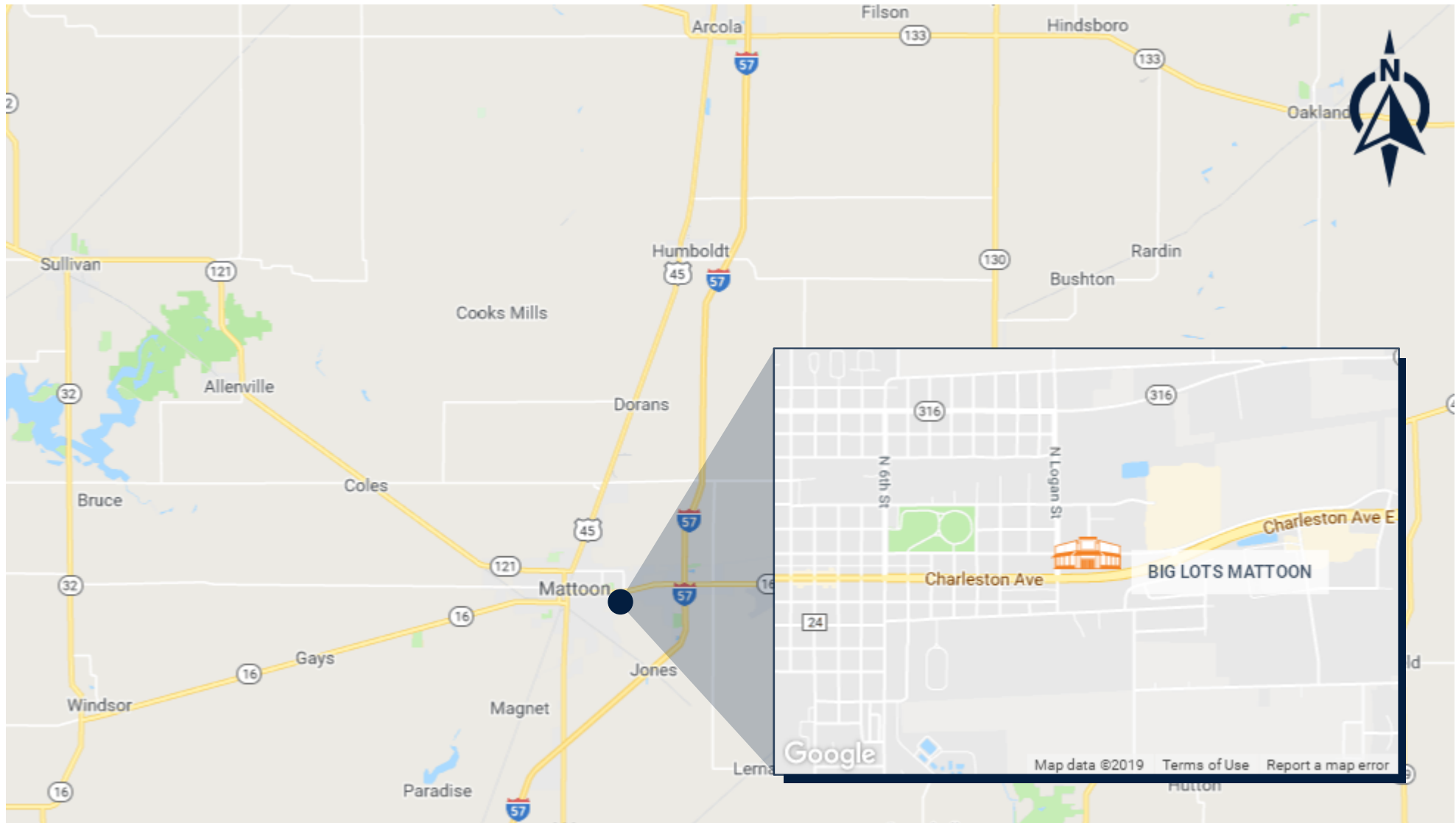


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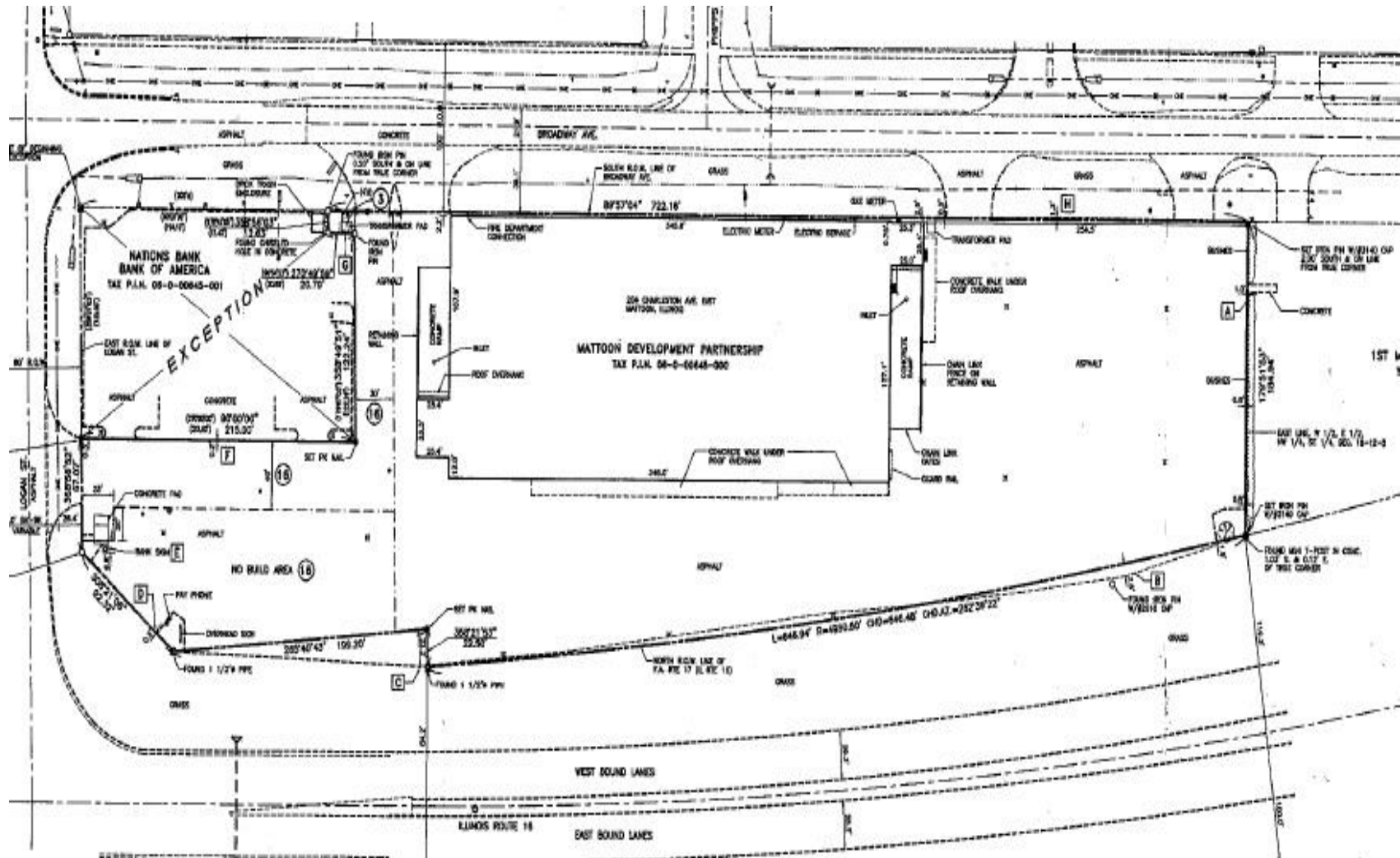


CLOSE PROXIMITY TO:

204 Charleston Ave E, Mattoon, IL 61938







PROPERTY SUMMARY

THE OFFERING	
Property	Big Lots
Property Address	204 Charleston Avenue East Mattoon, IL 61938
Price	\$1,700,000
Capitalization Rate	6.32%
Price/SF	\$31.64

PROPERTY DESCRIPTION	
Year Built / Renovated	1973
Gross Leasable Area	53,731 SF
Zoning	N/A
Type of Ownership	Fee Simple
Lot Size	4.30 Acres

LEASE SUMMARY	
Property Subtype	Net Leased Discount
Tenant	Big Lots
Rent Increases	Yes
Guarantor	Corporate Guarantee
Lease Type	Absolute Net
Lease Commencement	11/01/1998
Lease Expiration	1/31/2024
Lease Term	25
Term Remaining on Lease (Years)	14 years
Renewal Options	2.5 year options
Landlord Responsibility	None
Tenant Responsibility	N/A
Right of First Refusal/Offer	N/A

ANNUALIZED OPERATING INFORMATION

INCOME	
Net Operating Income	\$107,462

RENT SCHEDULE				
YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current	\$107,462	\$8,955	\$2.00	6.32%
Option 1	\$115,522	\$9,627	\$2.15	6.80%
Option 2	\$123,581	\$10,298	\$2.30	7.27%

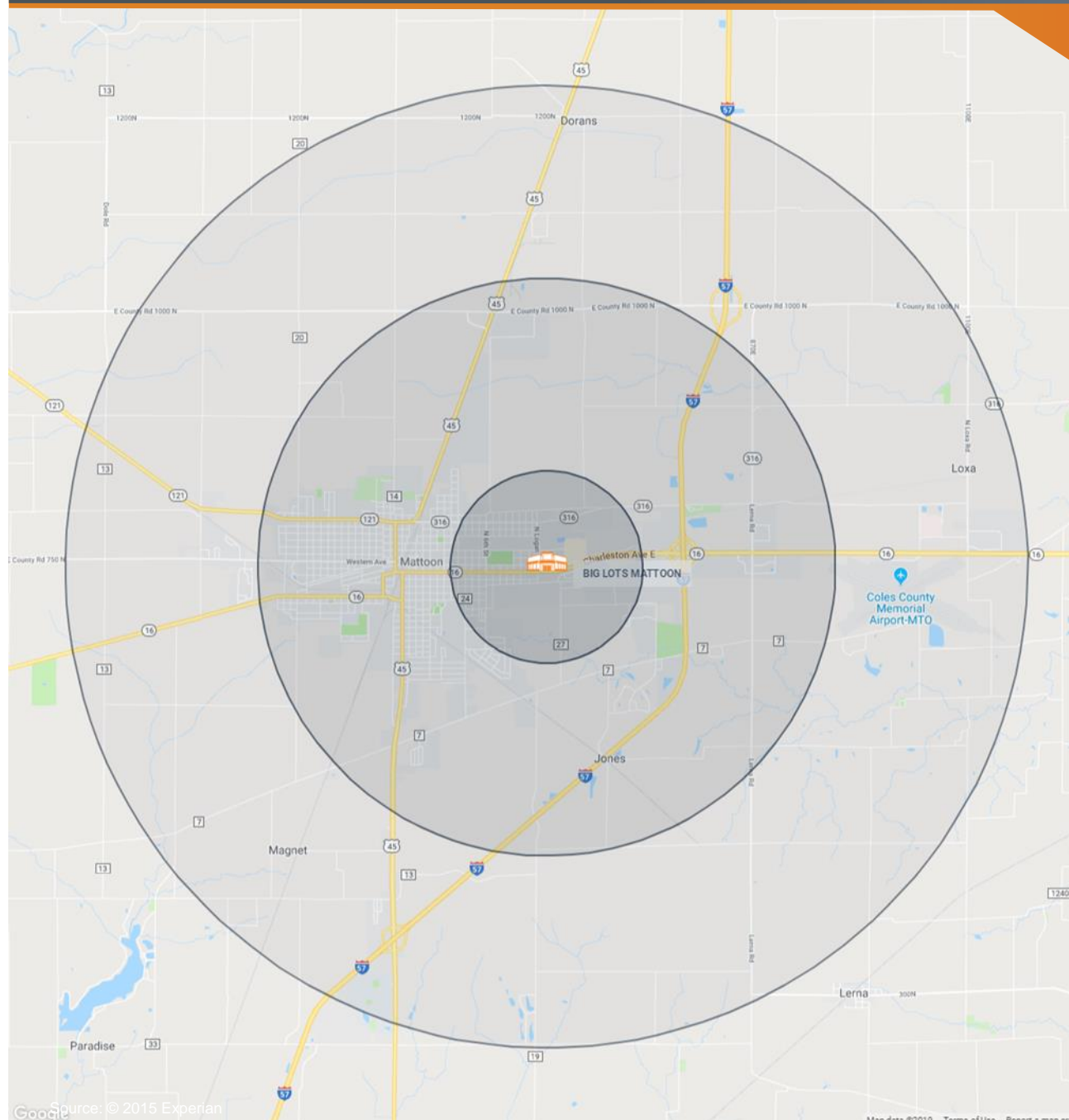


NOTES

DEMOGRAPHICS



CREATED ON JUNE 13, 2019



POPULATION

	1 Miles	3 Miles	5 Miles
2023 Projection	3,584	17,252	20,359
2018 Estimate	3,597	17,383	20,463
2010 Census	3,764	18,225	21,414
2000 Census	3,725	18,330	21,440

INCOME

Average	\$60,790	\$58,341	\$61,134
Median	\$39,988	\$44,643	\$46,294
Per Capita	\$30,748	\$26,775	\$27,375

HOUSEHOLDS

2023 Projection	1,802	7,897	9,105
2018 Estimate	1,798	7,892	9,079
2010 Census	1,830	8,083	9,292
2000 Census	1,805	8,102	9,248

HOUSING

2018	\$95,813	\$87,567	\$91,473
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EMPLOYMENT

2018 Daytime Population	6,391	21,191	24,157
2018 Unemployment	4.69%	5.61%	5.40%
2018 Median Time Traveled	16	17	18

RACE & ETHNICITY

White	93.73%	94.29%	94.37%
Native American	0.00%	0.05%	0.07%
African American	1.91%	2.29%	2.31%
Asian/Pacific Islander	0.93%	0.58%	0.58%

Source: © 2015 Experian

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