

ACTUAL SITE



ACTUAL SITE



12260 SEMINOLE BLVD  
LARGO, FL 33778

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



ACTUAL SITE



3

EXECUTIVE OVERVIEW

4

FINANCIAL OVERVIEW

6

TENANT OVERVIEW

9

AREA OVERVIEW

## LISTING AGENTS

**CHAD KURZ**

EVP & MANAGING DIRECTOR

DIR (949) 662-2252

MOB (562) 480-2937

CHAD.KURZ@MATTHEWS.COM

LIC # 01911198 (CA)

**KYLE MATTHEWS**

BROKER OF RECORD

LIC # CQ1052263 (FL)

# INVESTMENT HIGHLIGHTS



## LIST PRICE

\$1,600,000



## CAP RATE

5.00%



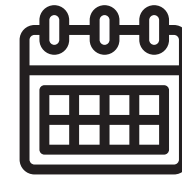
## AVG BASE TERM CAP RATE

5.56%



## NOI

\$80,000



## YEAR BUILT/ REMODELED

1991/2016

### LONG-TERM, PASSIVE, SECURE INVESTMENT:

- Tenant signed a new, 20-year lease in 2016; There are 15.5 years remaining on the base term
- Absolute NNN lease with rare, 1.5% annual rent increases, providing a superb hedge against inflation
- Lease guaranteed by one of the largest Arby's operators in the country
- Tenant has exclusivity throughout the Tampa MSA and Raleigh MSA
- Successful operator with sub 7.50% rent-to-sales ratio
- Property was fully remodeled in December 2016

### STRONG LOCATION, INCOME TAX FREE STATE:

- Site is located in Florida, which is an income tax free state
- ½ mile from the Regal Largo Mall, consisting of +/-68 stores and anchored by national tenants such as Target, Kohl's, Bed Bath & Beyond, Bealls, Lulu Lemon, PetSmart, Marshalls, Michael's, Staples, and more
- Directly off Seminole Blvd with great visibility to +/-35,000 VPD
- Dense population: over 113,000 residents within the 3-mile radius; over 258,000 within the 5-mile
- 10 miles north of St. Petersburg and less than 20 miles west of Tampa



## INVESTMENT OVERVIEW

Address	12260 Seminole Blvd Largo, FL 33778
Price	\$1,600,000
Tenant Trade Name	Arby's
Type of Ownership	Fee Simple
Lease Guarantor	Mosaic Red Hat Inc.
Lease Type	NNN
Roof and Structure	Tenant
Original Lease Term	20 Years
Lease Commencement Date	6/1/16
Lease Expiration Date	5/31/36
Term Remaining on Lease	15.5 Years
Increase	1.5% Annually in Base Term & 2% Annually in Options
Options	Four, 5-Year Options

For more information on a Barrington Loan Quote, Please Contact:



Kevin.Puder  
kevin.puder@barringtoncapcorp.com

## ANNUALIZED OPERATING DATA

Lease Commencement	Monthly Rent	Annual Rent	Cap Rate
Year 1	\$6,666.67	\$80,000.00	5.00%
Year 2	\$6,766.67	\$81,200.00	5.08%
Year 3	\$6,868.17	\$82,418.00	5.15%
Year 4	\$6,971.19	\$83,654.27	5.23%
Year 5	\$7,075.76	\$84,909.08	5.31%
Year 6	\$7,181.89	\$86,182.72	5.39%
Year 7	\$7,289.62	\$87,475.46	5.47%
Year 8	\$7,398.97	\$88,787.59	5.55%
Year 9	\$7,509.95	\$90,119.41	5.63%
Year 10	\$7,622.60	\$91,471.20	5.72%
Year 11	\$7,736.94	\$92,843.27	5.80%
Year 12	\$7,852.99	\$94,235.91	5.89%
Year 13	\$7,970.79	\$95,649.45	5.98%
Year 14	\$8,090.35	\$97,084.20	6.07%
Year 15	\$8,211.70	\$98,540.46	6.16%
Option 1 (Avg)	\$8,717.74	\$104,612.93	6.54%
Option 2 (Avg)	\$9,625.09	\$115,501.13	7.22%
Option 3 (Avg)	\$10,626.88	\$127,522.58	7.97%
Option 4 (Avg)	\$11,732.94	\$140,795.24	8.80%



ACTUAL SITE







## TENANT OVERVIEW

### ARBY'S

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, GA. Arby's Restaurant Group (ARG) operates the Arby's fast-food chain popular for its hot roast beef sandwiches. Food & Wine called Arby's "America's second-largest sandwich chain. 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.

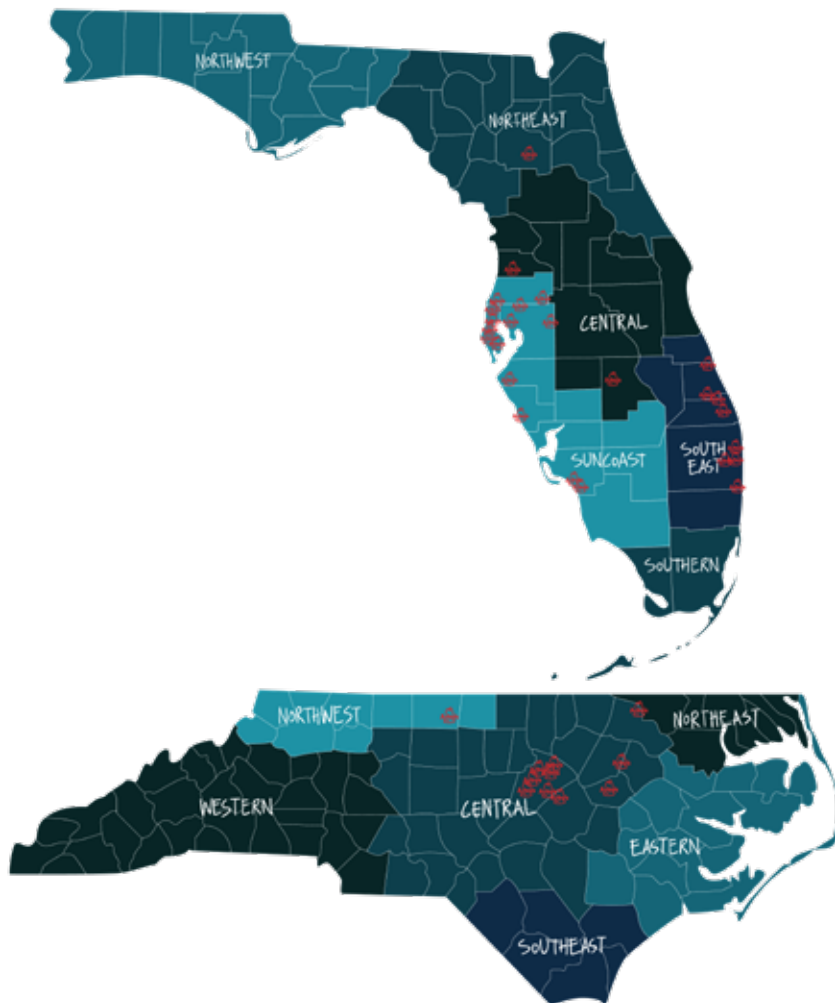
### INSPIRE BRANDS INC.

Inspire Brands Inc., formerly Arby's Restaurant Group Inc., is a holding company and the owner and franchisor of the Arby's, Buffalo Wild Wings, Sonic Drive-In, Jimmy John's, and Rusty Taco restaurant chains. Inspire operates Support Centers in Atlanta, Oklahoma City, Champaign, and Minneapolis. Inspire Brands is majority-owned by affiliates of Roark Capital Group. Inspire received Franchise Times' 2019 Dealmaker of the Year award for its acquisitions of Buffalo Wild Wings and Sonic Drive-In.

# MOSAIC RED HAT

Mosaic Red Hat is one of the largest Arby's operators in the country, operating 40 Arby's stores throughout the Southeast with 750 employees. Mosaic began its operations with Moe's Southwest Grill earning New Franchise Partner of the Year. More recently, they have earned High Franchisee Sales Growth in Florida for Arby's.

Over the last several years, revenue and EBITDA has seen significant increase. In addition, they continue to expand operations and open new stores. Currently, they have the exclusive territory for the 9-County Tampa MSA with exclusive rights to develop in this market. Overall, they have 18 new restaurant development agreements in North Carolina and Florida.



Currently operates 40 Arby's stores primarily in Florida and North Carolina.



Highest franchisee sales growth in Florida for Arby's



One of the 15 largest Arby's Franchisees in the country.



Mosaic Red Hat Group has territorial exclusivity in 7 of the 9-county Tampa MSA with exclusive rights to develop 13 new stores.



There are currently 3 new restaurant development agreements in North Carolina and Florida.



Strong same store sales growth and EBITDA growth



±750 employees



# PARADISE SHOPS OF LARGO

SHOPPING CENTER



STARKEY RD  
± 30,000 VPD



ULMERTON RD  
± 41,000 VPD

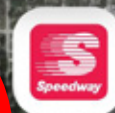


## LARGO MALL

SHOPPING CENTER



113TH ST  
± 15,600 VPD



SEMINOLE BLVD  
± 35,000 VPD





# AREA OVERVIEW



## LARGO, FL

Conveniently located near beautiful beaches and surrounded by Pinellas County's natural settings, Largo boasts being the fourth largest city in Tampa Bay and the third largest city in Pinellas County. Largo offers a great quality of life for residents with affordable living and its central location to just about everywhere. Valued green spaces, an engaged and active community along with safe and attractive streets have all contributed to Largo's desirability. Largo's central location, attractive community, and superior parks and leisure services make Largo the easy and most natural choice for home, business, and recreational needs.

## ECONOMY

Largo has a growing economy. Largo's unemployment rate is 3.2%, which is less than the U.S. average. Over the last year, Largo has seen an increase of 2.3% in its job market. In the next decade, Largo's job growth is expected to be at 43.7%. In addition to an increase in the job market in Largo, the city's 7% sales tax rate is lower than the U.S. average. To add, Largo does not have an income tax rate.



## PROPERTY DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2025 Projection	15,243	117,209	268,300
2020 Population	14,627	113,078	258,287
2010 Population	13,446	107,390	242,161
Annual Growth 2020-2025	0.8%	0.7%	0.8%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2025 Projection	7,339	53,776	122,594
2020 Households	7,060	51,973	118,211
2010 Households	6,539	49,559	111,194
Annual Growth 2020-2025	0.8%	0.7%	0.7%
INCOME	1-MILE	3-MILE	5-MILE
2020 Avg. Household Income	\$58,370	\$67,165	\$70,371





**CLEARWATER**

± 3.7 MILES



**TAMPA**

± 19.4 MILES

**Arby's**



**ST. PETERSBURG**

± 10 MILES



## TAMPA, FLORIDA

The City of Tampa is the largest city in Hillsborough County, is the county seat and is the third most populous city in Florida. It is located on the west coast of Florida, approximately 200 miles northwest of Miami, 180 southwest of Jacksonville, and 20 miles northeast of St. Petersburg. The population of the city represents approximately one-third of the total population of Hillsborough County. Tampa's economy is founded on a diverse base that includes tourism, agriculture, construction, finance, healthcare, government, technology, and the port of Tampa.

Tampa is part of the metropolitan area most commonly referred to as the "Tampa Bay Area". Tampa is part of the Tampa-St. Petersburg-Clearwater, Florida Metropolitan Statistical Area. The four-county area is composed of roughly 2.9 million residents, making it the second largest metropolitan statistical area in the state, and the fourth largest in the Southeastern United States, behind Miami, Washington, D.C., and Atlanta. The Greater Tampa Bay area has over 4 million residents and generally includes the Tampa and Sarasota metro areas.

In the next **FIVE YEARS**, Hillsborough County's population is projected to grow **SIGNIFICANTLY FASTER** than the state of Florida

By **2022**, Hillsborough County's population will be nearly **1.5 MILLION**

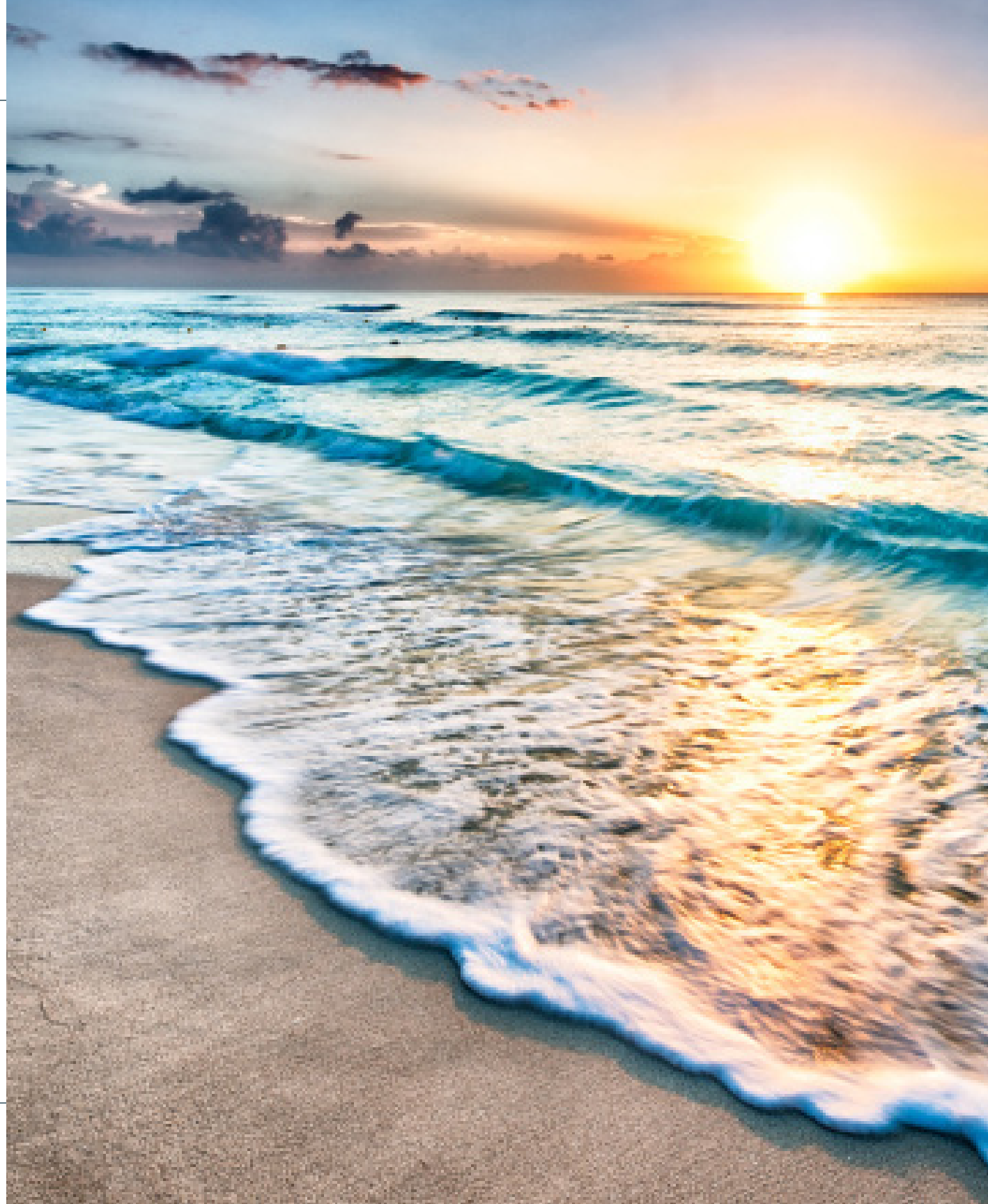




## EDUCATION

The Tampa MSA is a magnet for young, educated people. Hillsborough County's millennial population is growing 13 percent faster than the nation as a whole, according to U.S. Census data. Three public universities located within a short drive of Tampa Bay – University of South Florida, University of Central Florida, and University of Florida – are home to more than **150,000 STUDENTS**, over 60 percent of whom will stay in Florida upon graduation. Tampa Bay has more than 80 colleges, universities, and technical schools producing thousands of graduates for area employers each year. Approximately **92,000 VETERANS** are in the active labor force as well, offering employers an invaluable source of uniquely trained personnel.

The University of South Florida Muma College of Business boasts one of the nation's best accounting schools, a top-ranked entrepreneurship center, a nationally-ranked MBA program, and a world-class research faculty. **MORE THAN 2,200 STUDENTS ARE ENROLLED** in the Sykes College of Business at the University of Tampa, recognized by The Princeton Review as one of the top 300 business schools in the world for nine consecutive years. University of Tampa's Sykes College of Business has also been ranked the **7TH BEST FOR VALUE FOR THE PRICE**, beating out University of Notre Dame, Harvard University, and Duke University. Additionally, Hillsborough County Public Schools and Hillsborough Community College provide a variety of training programs for area employers, developing customized curriculum to meet specific business needs.







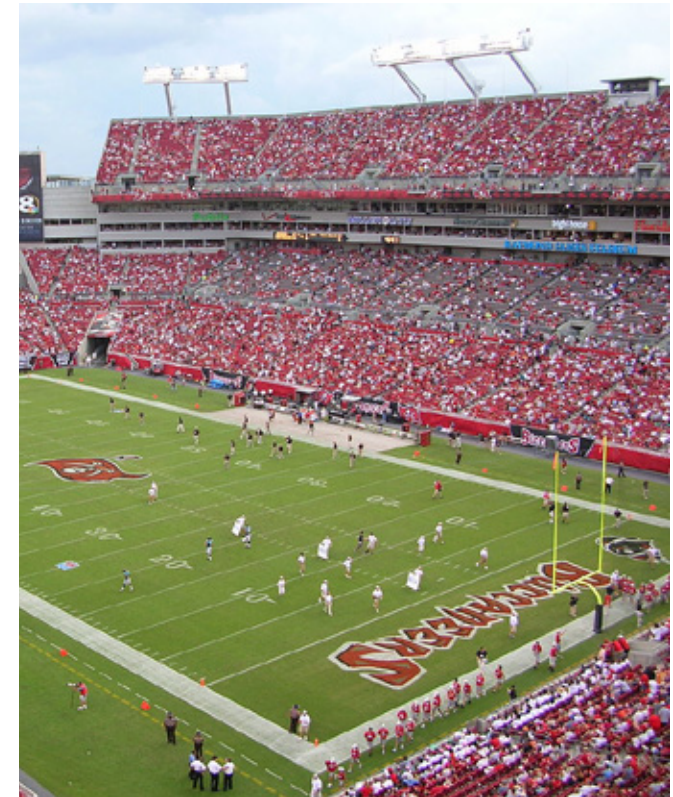
## CULTURE

Tampa is home to many different performing arts venues, theaters, and museums. Popular theaters include David A. Straz Jr. Center for the Performing Arts, Tampa Theatre, and Gorilla Theatre. Some popular Tampa organizations include the Florida Orchestra, Opera Tampa, and Stageworks Theatre. One of the most popular museums in the area is the Museum of Science and Industry. It has several floors of exhibits that relate to science, as well as, the only domed IMAX theater in Florida.



## EVENTS

One of the most well-known events in Tampa is the celebration of "Gasparilla," a mock pirate invasion held every year since 1904. Residents often refer to the event as Tampa's "Mardi Gras." The invasion is led by the pirate ship, "Jose Gasparilla," and is followed by numerous parades and city activities. This event brings in over 400,000 attendees and contributes tens of millions of dollars to Tampa's economy.



## SPORTS

Tampa has four professional sports teams: Tampa Bay Buccaneers (NFL), Tampa Bay Rays (MLB), Tampa Bay Lightning (NHL), and the Tampa Bay Rowdies (AFL). Each team has brought home victories and keep building a growing fan base, specifically in baseball. For decades, Major League Baseball has had spring training facilities and minor league baseball teams in the area. The New York Yankees hold their spring training in Tampa, which brings out a large crowd each year.





## TOURISM

The city of Tampa operates over 165 parks and beaches covering 2,286 acres within city limits; 42 more in surrounding suburbs covering 70,000 acres are maintained by Hillsborough County. These areas include Hillsborough River State Park, just northeast of the city. Tampa is home to a number of attractions and theme parks, including Busch Gardens Tampa, Adventure Island, the Lowry Park Zoo, and the Florida Aquarium.

The Lowry Park Zoo features over 2,000 animals, interactive exhibits, rides, educational shows and more. The zoo serves as an economic, cultural, environmental and educational anchor in Tampa. Well-known shopping areas include International Plaza and Bay Street, Westshore Plaza, the SoHo district, and Hyde Park Village. Palma Ceia is home to the Palma Ceia Design District.

The Tampa Port Authority currently operates three cruise ship terminals in Tampa's Channel District. The Port of Tampa is the year-round home port for Carnival Cruise Lines' MS Carnival Inspiration and MS Carnival Legend.





## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Arby's** located at **12260 Seminole Blvd | Largo, FL 33778** ("Property"). The 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 and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, 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.

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.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Matthews Real Estate Investment Services.

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.





## LISTING AGENTS

---

### CHAD KURZ

EVP & MANAGING DIRECTOR

DIR (949) 662-2252

MOB (562) 480-2937

CHAD.KURZ@MATTHEWS.COM

LIC # 01911198 (CA)

### KYLE MATTHEWS

BROKER OF RECORD

LIC # CQ1052263 (FL)

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES