



**Advance
Auto Parts** 

**689 Wolcott St
Waterbury, CT 06705**

OFFERING MEMORANDUM

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INVESTMENT HIGHLIGHTS

- **EARLY EXTENSION** – AAP extended their lease early for over ten years indicated a strong performance at this location
- **RARE ABSOLUTE NNN LEASE** – Most AAPs have at least structure as a responsibility but this site has zero landlord responsibilities
- **MARKET CONFIDENCE** – AAP Stock has risen over 33% YTD due to growing revenue and stable outlook
- **STRONG CORPORATE BACKED LEASE** – Advance Auto Parts has investment-grade credit with an S&P credit rating of BBB- with over 5200 stores guaranteeing the lease
- **SURROUNDING RETAIL** – This site is surrounded by national tenants including Harbor Freight, Walmart, McDonald's, Arby's, Firestone, Wendy's, Panera Bread, and more





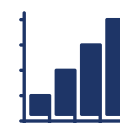
2006
YEAR BUILT



±6,784 SF
GLA



\$2,478,000
LIST PRICE



5.85%
CAP RATE



±1.00 AC
LOT SIZE

TENANT SUMMARY

Tenant Trade Name Advance Auto Parts

Type of Ownership Fee Simple

Lease Guarantor Corporate

Lease Type NNN

Roof and Structure Tenant Responsible

ANNUALIZED OPERATING DATA

LEASE COMMENCE	MONTHLY RENT	ANNUAL RENT	RPSF	CAP RATE	INCREASES
Current - 12/31/31	\$12,083.33	\$144,999.96	\$21.37	5.85%	
Option 1 1/1/32 - 12/31/36	\$12,687.50	\$152,249.96	\$22.44	6.14%	5.0%
Option 2 1/1/37 - 12/31/41	\$13,321.87	\$159,862.46	\$23.56	6.45%	5.0%
Option 3 1/1/42 - 12/31/46	\$13,987.96	\$167,855.58	\$24.74	6.77%	5.0%

DEBT QUOTE

LTV: 63%

RATE: 3.65% - 4.00%

AMORTIZATION: 30 Years

Loan quote provided by Matthews™ based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing. Please contact:

Patrick Flanagan

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**COMPANY NAME**

Advance Auto Parts

OWNERSHIP

Public

YEAR FOUNDED

1929

INDUSTRY

Auto Service

HEADQUARTERS

Roanoke, VA

NO. OF EMPLOYEES

±74,000

CREDIT RATING

BBB- (S&P)

TOTAL NET SALES

\$9.7 Billion (2019)

TENANT OVERVIEW

Headquartered in Roanoke, VA., Advance Auto Parts, Inc., the largest automotive aftermarket parts provider in North America, serves both the professional installer and do-it-yourself customers. Advance Auto Parts operates over 4,843 stores, over 168 Worldpac branches and 1,258 independently owned CARQUEST branded stores in the United States, Puerto Rico, the U.S. Virgin Islands and Canada. Employing approximately 74,000 Team Members, the company works hard to create an environment of honesty, integrity, mutual trust and dedication. These values have remained the same since Advance Auto Parts founding in 1929. Advance Auto Parts operates stores that primarily offer auto parts such as alternators, batteries, belts and hoses, chassis parts, clutches, engines and engine parts.

STRATEGY

AAP continues to expand its store network in both new and existing markets to grow its commercial and DIY customer base. In a move that created the largest automotive aftermarket parts provider in North America and surpassed rival AutoZone in sales, AAP acquired privately-held General Parts International, a distributor and supplier of original equipment and aftermarket replacement products for commercial markets operating under the CARQUEST and WORLDPAK brands. The company has also been moving into the commercial market in recent years. To better serve commercial customers, AAP has added more parts from key manufacturers to its inventory and expanded its workforce with parts professionals, delivery drivers, and sales representatives.

SALES & MARKETING

Advance Auto Parts builds its marketing and advertising campaigns around radio, television, direct marketing, mobile and social media, and local in-store marketing. Its "Speed Perks" customer loyalty campaign targets core DIY customers and emphasizes service. The company also employs Spanish-language television, radio, and outdoor ads to reach Latinos.

GEOGRAPHIC REACH

The auto parts chain has stores in all 50 states, as well as Puerto Rico, the US Virgin Islands, and Canada. Florida is the company's largest market with more than 500 stores. North Carolina, New York, Ohio, Pennsylvania, and Georgia are also major markets for Advance Auto Parts, each home to more than 250 stores.



apple cinemas

Stop&Shop[®]
amazon hub

PartyCity

Staples

Wendy's

Walmart

BIG LOTS! HARBOR FREIGHT
QUALITY TOOLS LOWEST PRICES
Rainbow
DOLLAR TREE

xfinity
SUPERCUTS

WELLS
FARGO

meineke

WOLCOTT ST
± 24,000 VPD

Arby's

Pep Boys

Advance
Auto Parts

RAC
Appliances • Electronics • Computers • Furniture • Lawn & Garden

Firestone

OLLIE'S OUTLET
Bargain
"GOOD STUFF CHEAP"

Aaron's
Easy. Beautiful. Affordable.



BIG LOTS! **HARBOR FREIGHT**
QUALITY TOOLS LOWEST PRICES
Rainbow
DOLLAR TREE

CAREER ACADEMY
WATERBURY

FAMILY DOLLAR

O'Reilly
AUTO PARTS

RAC
RADIO & COMPUTER
APPLIANCES • ELECTRONICS • COMPLETES

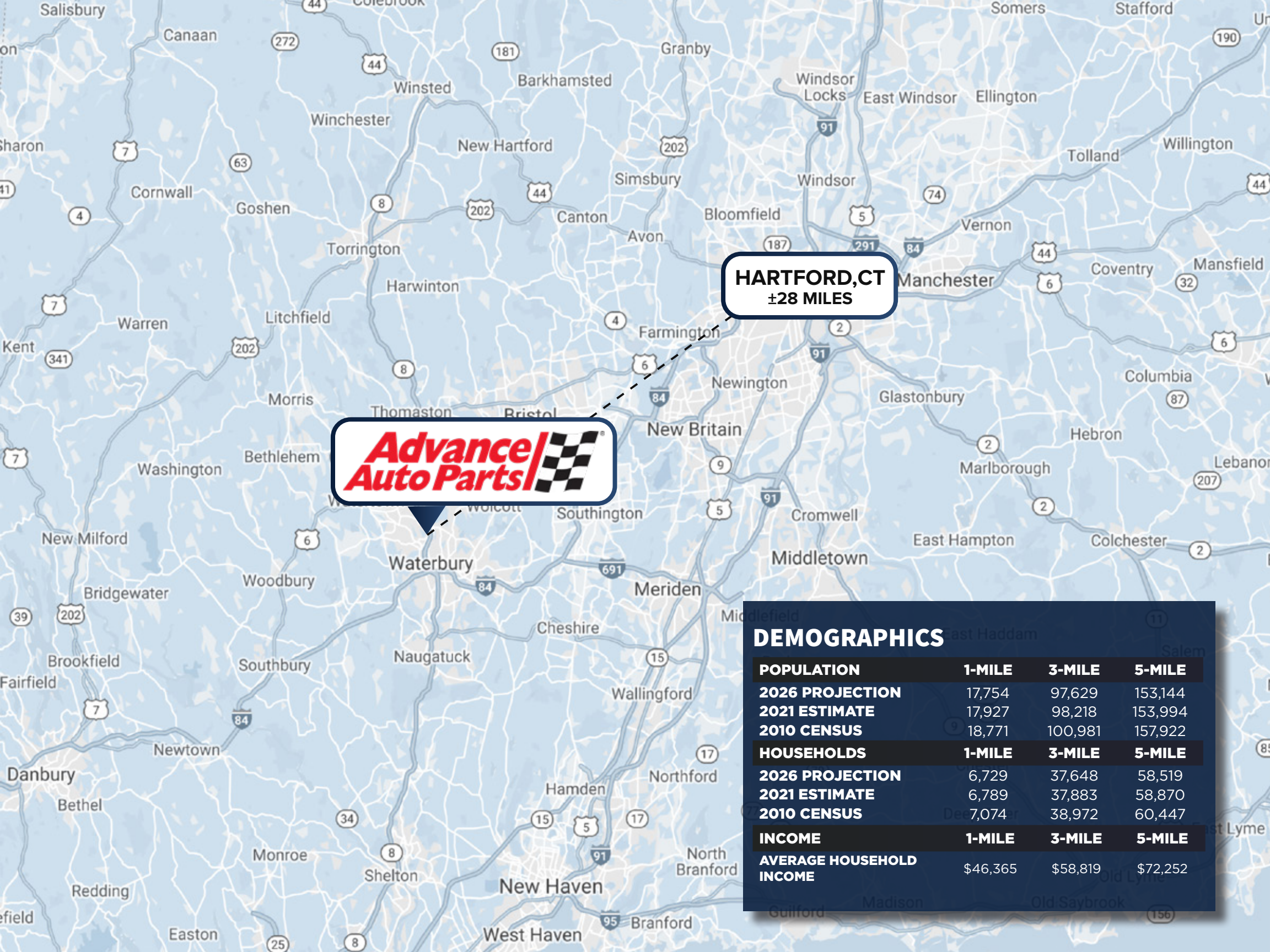
BRASS MILL CENTER
SHOPPING MALL
Burlington JCPenney
CHAMPS SPORTS
FINISH LINE
GNC
TORRID
ETC.

POPEYES

WOLCOTT ST
± 24,000 VPD

Advance
Auto Parts

Pep Boys



HARTFORD, CT
±28 MILES



DEMOGRAPHICS			
POPULATION	1-MILE	3-MILE	5-MILE
2026 PROJECTION	17,754	97,629	153,144
2021 ESTIMATE	17,927	98,218	153,994
2010 CENSUS	18,771	100,981	157,922
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2026 PROJECTION	6,729	37,648	58,519
2021 ESTIMATE	6,789	37,883	58,870
2010 CENSUS	7,074	38,972	60,447
INCOME	1-MILE	3-MILE	5-MILE
AVERAGE HOUSEHOLD INCOME	\$46,365	\$58,819	\$72,252

WATERBURY, CT

Situated about 30 miles southwest of Hartford, Waterbury is one of the largest cities in the state, touting a rich past as an industrial center. Waterbury was once the center of the American brass manufacturing industry, earning the city the nickname “the Brass City.”

Today, Waterbury is home to several colleges, including Post University and branch campuses for the University of Connecticut, University of Bridgeport, and Western Connecticut State University. The combined student population and collegiate resources contribute to the local culture, from ongoing lectures and events to numerous nightlife and entertainment venues scattered throughout town.

Waterbury also contains a slew of diverse art and history museums packed with fascinating exhibits. The city boasts beautiful historic architecture on a grand scale, particularly landmark structures like St. Anne’s Church, Union Station, and the buildings surrounding Waterbury Green.



HARTFORD, CT

Hartford is the capital city of Connecticut. It is the core city in the Greater Hartford metropolitan area. Hartford is the fourth-largest city in Connecticut. Nicknamed the “Insurance Capital of the World”, Hartford holds high sufficiency as a global city, as home to the headquarters of many insurance companies, the region’s major industry. Other prominent industries include the services, education and healthcare industries. Hartford is a center for medical care, research, and education. Within Hartford itself the city includes Hartford Hospital, The Institute of Living, Connecticut Children’s Medical Center, and Saint Francis Hospital & Medical Center. Hartford is also the historic international center of the insurance industry, with companies like Aetna, Conning & Company, The Hartford, Harvard Pilgrim Health Care, The Phoenix Companies, and Hartford Steam Boiler based in the city, and companies such as Prudential Financial, Lincoln National Corporation, Travelers, United Healthcare and Axa XL having major operations in the city. The city is also home to the corporate headquarters of U.S. Fire Arms, and Virtus Investment Partners.

HARTFORD ECONOMY

Sovereign Bank consolidated two bank branches as well as its regional headquarters in a nineteenth-century palazzo on Asylum Street. Northeast Utilities, a Fortune 500 company and New England’s largest energy utility, has established its corporate headquarters downtown. Other recent entrants into the downtown market include GlobeOp Financial Services and specialty insurance broker S.H. Smith. CareCentrix, a patient home healthcare management company, is moving downtown from East Hartford, where it will add over 200 jobs within the next few years. In March 2018, Infosys announced the opening of a new technology innovation hub in Hartford, creating up to 1,000 jobs by 2022. The Hartford technology innovation hub will focus on three key sectors- insurance, healthcare and manufacturing.



CONFIDENTIALITY AGREEMENT & DISCLAIMER

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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.

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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.



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REAL ESTATE INVESTMENT SERVICES