

STEAK 'N SHAKE

4429 OLD UNION ROAD, TIFTON, GEORGIA



OFFERING MEMORANDUM

Marcus & Millichap



DOWNTOWN
TIFTON



HENRY TIFT MYERS
AIRPORT



82

319

75



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Executive Summary

4429 Old Union Road, Tifton, GA 31794

FINANCIAL SUMMARY

Price	\$1,435,000
Cap Rate	7.25%
Building Size	4,054 SF
Net Cash Flow	7.25% \$104,000*
Year Built / Renovated	1993
Lot Size	0.37 Acres

LEASE SUMMARY

Lease Type	Double-Net (NN) Lease
Tenant	Steak 'n Shake
Guarantor	Corporate
Lease Commencement Date	January 1, 2016
Lease Expiration Date	December 31, 2025
Lease Term Remaining	4 Years
Rental Increases	110k/Year on 1/1/2024, 1% Annually in Options
Renewal Options	4, 5 Year Options Remaining
Right of First Refusal	None

Base Rent	\$104,000
Net Operating Income	\$104,000
Total Return	7.25% \$104,000

FOOTNOTES:

*NOI based on Rent Increase on 1/1/2022

ANNUALIZED OPERATING DATA

Lease Years	Annual Rent	Cap Rate
Current – 12/31/2023	\$104,000.00	7.25%
01/01/2024 – 12/31/2025	\$110,000.00	7.67%
Option 1	Annual Rent	Cap Rate
01/01/2026 – 12/31/2026	\$111,100.00	7.74%
01/01/2027 – 12/31/2027	\$112,211.00	7.82%
01/01/2028 – 12/31/2028	\$113,333.11	7.90%
01/01/2029 – 12/31/2029	\$114,466.44	7.98%
01/01/2030 – 12/31/2030	\$115,611.11	8.06%
Option 2	Annual Rent	Cap Rate
01/01/2031 – 12/31/2031	\$116,767.22	8.14%
01/01/2032 – 12/31/2032	\$117,934.89	8.22%
01/01/2033 – 12/31/2033	\$119,114.24	8.30%
01/01/2034 – 12/31/2034	\$120,305.38	8.38%
01/01/2035 – 12/31/2035	\$121,508.43	8.47%
Option 3	Annual Rent	Cap Rate
01/01/2036 – 12/31/2036	\$122,723.52	8.55%
01/01/2037 – 12/31/2037	\$123,950.75	8.64%
01/01/2038 – 12/31/2038	\$125,190.26	8.72%
01/01/2039 – 12/31/2039	\$126,442.16	8.81%
01/01/2040 – 12/31/2040	\$127,706.59	8.90%
Option 4	Annual Rent	Cap Rate
01/01/2041 – 12/31/2041	\$128,983.65	8.99%
01/01/2042 – 12/31/2042	\$130,273.49	9.08%
01/01/2043 – 12/31/2043	\$131,576.22	9.17%
01/01/2044 – 12/31/2044	\$132,891.98	9.26%
01/01/2045 – 12/31/2045	\$134,220.90	9.35%



2,500+ TOTAL ANNUAL ENROLLMENT



Worldwide Distribution & Retail Services



TARGET

DISTRIBUTION CENTER



CENTERED. FOCUSED. FORWARD.



TRUCK WASH

50,900 CPD

I-75 / ROUTE 401



6,470 CPD

UNION ROAD



Publix BEALLS JOANN
 FIREHOUSE SUBS maurices STAPLES
 TJ-maxx RED LOBSTER AMC
 HARBOR FREIGHT TOOLS KFC Arby's ZAXBY'S
 Ashley's HOMESTORE ANYTIME FITNESS BIG LOTS!
 TSC TRACTOR SUPPLY CO. DOLLAR TREE golden corral
 DOLLAR GENERAL Buffet & Grill

TIFTON MALL SHOPPING CENTER

DOWNTOWN
TIFTON



50,900 CPD
I-75 / ROUTE 401



J.T. REDDICK SCHOOL
364 STUDENTS | GRADES PK - 5

6,470 CPD
UNION ROAD

LOWE'S Walmart Supercenter
 at&t HOBBY LOBBY
 GameStop SALLY BEAUTY
 Little Caesars MCDONALD'S
 BURGER KING cricket
 The UPS Store verizon
 Panera Olive Garden
 LONGHORN STEAKHOUSE Chick-fil- & Wendy's

TEN SPEED TRUCK SERVICE
 AMBEST SERVICECENTERS

Pilot TRAVEL CENTERS LTD.
 WESTERN UNION WU

PJ FRESH Marketplace
 SUBWAY



Property Description



INVESTMENT HIGHLIGHTS

- » **Four Years Remaining on Double-Net (NN) Lease with Corporate Guarantee**
- » One Percent Annual Rental Increases in Four, Five-Year Renewal Options
- » **Direct Connection to Downtown Tifton via Union Road/ South Central Avenue**
- » Excellent Visibility to 50,900 Cars Per Day Along Interstate-75/Route 401 Freeway
- » **Immediate Proximity to Dense Retail Corridor - National Tenants Include Walmart Supercenter, Lowe's, Hobby Lobby, Panera Bread, Chick-fil-A and More**
- » Less than 10 Minute Commute/Five Mile Distance to Educational Institutions - The University of Georgia Tifton Campus and Abraham Baldwin Agricultural College
- » **Within 1 Mile of Major Distribution Centers and Supply Stores for Target, Orgill, Frito-Lay, Walmart Pharmacy, Grist Pallets, and Superior Distribution**
- » Average Household Income Exceeds \$66,700 within 10 Miles of Subject Property



DEMOGRAPHICS

3-miles

5-miles

10-miles

Population

2026 Projection	17,592	29,705	44,683
2021 Estimate	17,282	29,052	43,370
Growth 2021 - 2026	1.79%	5.69%	3.03%

Households

2026 Projection	6,697	11,159	16,663
2021 Estimate	6,524	10,819	16,061
Growth 2021 - 2026	2.65%	3.14%	3.75%

Income

2021 Est. Average Household Income	\$50,810	\$61,560	\$66,724
2021 Est. Median Household Income	\$34,297	\$43,515	\$48,141
2021 Est. Per Capita Income	\$19,465	\$23,602	\$25,202



Tenant Overview



Indianapolis, Indiana

Headquarters

Biglari Holdings Inc.

Parent Company

550+

Locations

1934

Founded

www.steaknshake.com

Website

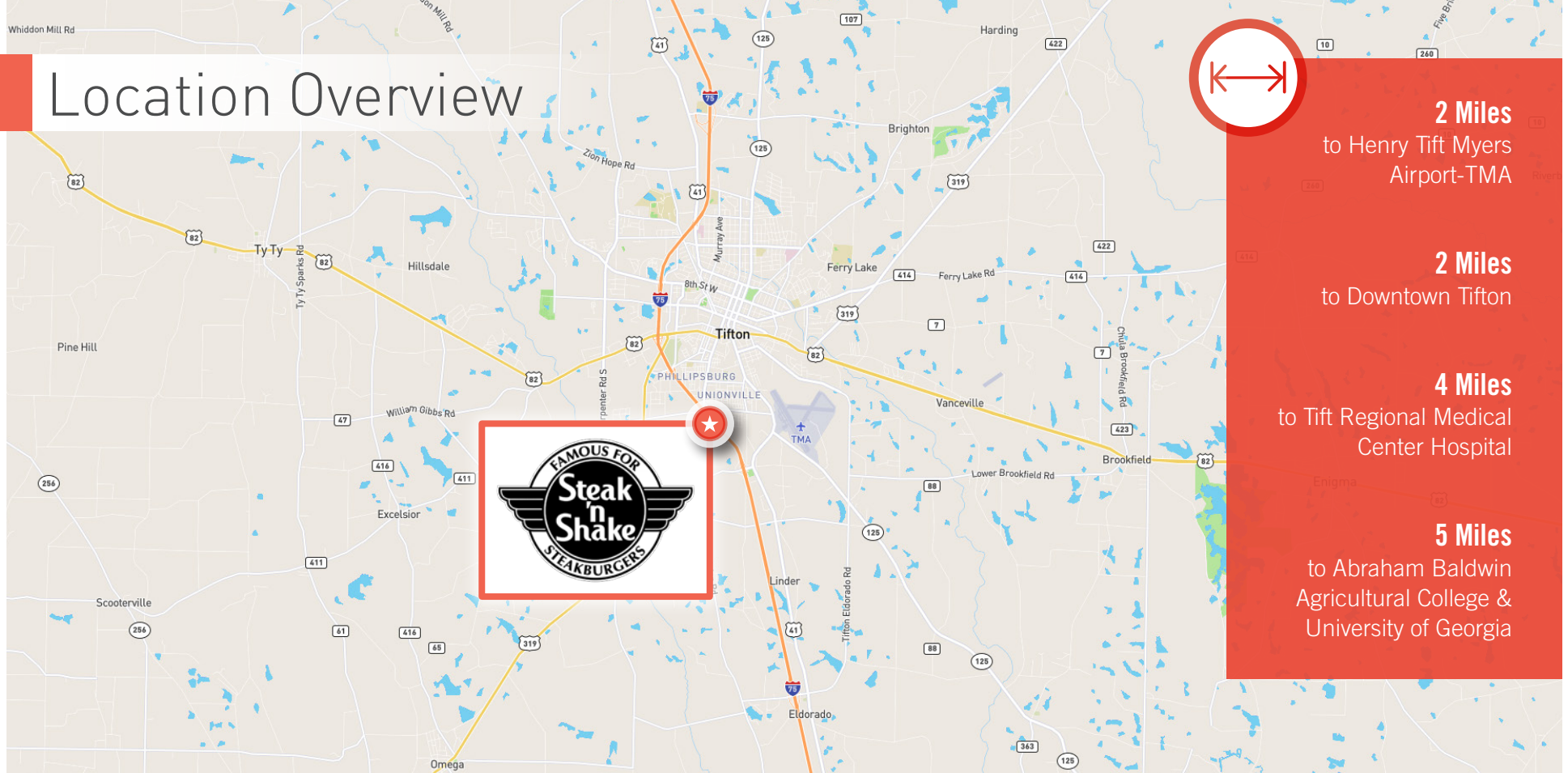
Steak 'n Shake, founded in February of 1934 in Normal, Illinois, is an American casual restaurant chain that offers customers sit-down, drive-thru and front-window service, resulting in a hybrid fast-food-to-go and diner-style experience. With a slogan based on their most famous menu item, the "Steakburger," Steak 'n Shake's Steakburgers are made from T-bone, sirloin, and round steaks. The founder, Gus Belt, used to wheel in a barrel of steaks and grind the meat into burgers in front of guests to prove that his burgers were exceptionally prime. This gave Steak 'n Shake the reputation for premium burgers and milk shakes that it continues to enjoy today.

Steak 'n Shake Operations, Inc. is a wholly owned subsidiary of Biglari Holdings Inc. By 2015, this San Antonio, Texas-based company helped Steak 'n Shake attain 24 consecutive quarters of same-store sales growth. Many Steak 'n Shake restaurants are open 24 hours a day, seven days per week. The menu features primarily burgers and hand-dipped milkshakes, though other entrees, side items, and drinks are also available. With success not only in the United States, Steak 'n Shake also has multiple international locations in Southwestern Europe and the Middle East. After 85 years, Steak 'n Shake continues its tradition of serving the best, freshest, and tastiest burgers and shakes around.

Property Photos



Location Overview



Known as “The Friendly City,” Tifton is the county seat of Georgia’s Tift County and home to a population of over 16,800 residents. Tifton is a progressive small city with plentiful entertainment and a well-established culture and spirit of southern hospitality. The city is notable for its globally recognized agricultural research contributions and facilities, including the Abraham Baldwin Agricultural College (ABAC) and University of Georgia Tifton Campus (UGA-Tifton).

The School of Agriculture and Natural Resources is the largest area of study offered at ABAC with an accredited Forestry track in their Natural Resources Management program by the Society of American Foresters. Other points of

interest that tie into Tifton’s history of agricultural innovation are the Coastal Plain Research Arboretum and Georgia Museum of Agriculture and Historic Village.

Founded in 1872, Tifton has multiple historic districts such as the Tifton Commercial Historic District and the Tifton Residential Historic District that are listed on the National Register of Historic Places. Downtown Tifton is an ideal location for all kinds of activities and is currently undergoing revitalization and redevelopment under the Tifton Downtown Development Authority. As part of the Georgia Main Street Program and National Main Street Program, Tifton is accredited as an elite Georgia Exceptional Main Street community.

[exclusively listed by]

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