



REPRESENTATIVE PHOTO



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585 Wayne Rd | Savannah, TN 38372

OFFERING MEMORANDUM

REPRESENTATIVE PHOTO

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EXECUTIVE OVERVIEW

INVESTMENT HIGHLIGHTS

- **Corporate Guarantee** – Lease is guaranteed by Arby's corporate, providing security of rent payments through the entirety of the lease.
 - RTM Operating Company – RTM Operating Company is Arby's corporate entity and operates over 1,200 Arby's restaurants nationwide.
- **Long Term Passive Investment** – 15 years of the base term and five (5), five (5) year renewal options, this property serves as an ideal asset for an investor looking for a passive income
- **Absolute NNN – Ground Lease – Zero Landlord Responsibilities**
- **Brand New Construction** – Property construction is expected to be completed in December 2021 and is Inspire Brand's new concept store
- **Bite-Size Deal** – This offering is a relatively low price point when compared to other long terms, corporately guaranteed net lease investments
- **Income Tax-Free State** – Tennessee is an income tax-free state
- **Excellent Visibility & Access** – This restaurant is strategically located in the core retail artery of Savannah and has multiple points of ingress and egress of the primary transportation route
- **Strong Hedge against Inflation** – 10% rental increases every 5 years through the primary term of the lease and at the commencement of each option period.
- **Pickwick Landing State Park** – Savannah, TN is home to the Pickwick Lake Landing State Park which is owned and operated by the Tennessee Valley Authority. The park is over 681 acres of natural land gives way for tourists from all over the country to enjoy the state park and views of the Tennessee River.



FINANCIAL OVERVIEW



\$1,444,000

LIST PRICE



\$65,000

NOI



4.50%

CAP RATE

BUILDING INFO

Address	585 Wayne Rd Savannah, TN 38372
Year Built	2021 (Under Construction)
Lot Size (AC)	±0.99 AC
Lot Size (SF)	±43,124 SF
Building Size (SF)	±2,800 SF

DEBT QUOTE

Loan quote provided by Matthews™ based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing.	
RATE: 3.50%- 3.90%	
AMORTIZATION: 25	
TERM: 10	
Patrick Flanagan patrick.flanagan@matthews.com	

TENANT SUMMARY

Tenant Trade Name	Arby's
Type of Ownership	Ground Lease
Lease Guarantor	RTM Operating Co (Corporate)
Lease Type	NNN
Roof and Structure	Tenant Responsible
Original Lease Term	±15 years
Lease Commencement	TBD
Lease Expiration	TBD
Estimated Delivery Date	12/1/2021
Rent Increases	10% every 5 years
Options	(5) five - (5) five year options

ANNUALIZED OPERATING DATA

Period	Monthly Rent	Annual Rent	Cap Rate
Year 1 - 5	\$5,416.67	\$65,000.04	4.50%
Year 5 - 10	\$5,958.00	\$71,496.00	4.95%
Year 10 - 15	\$6,554.00	\$78,650.00	5.45%
(Option 1)	\$7,209.00	\$86,515.00	5.99%
(Option 2)	\$7,930.54	\$95,166.50	6.59%
(Option 3)	\$8,723.60	\$104,683.00	7.25%
(Option 4)	\$9,595.96	\$115,151.47	7.97%
(Option 5)	\$10,555.56	\$126,666.68	8.77%

TENANT OVERVIEW



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±3,472
LOCATIONS

1964
YEAR FOUNDED

ATLANTA, GA
HEADQUARTERS

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. 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.

Roark Capital Group acquired 81.5% of Arby's Restaurant Group in July 2011 and now wholly owns Inspire Brands. The Wendy's Company held a minority stake of 18.5% in Arby's after the acquisition by Roark Capital; that share was reduced to 12.3% upon the purchase of Buffalo Wild Wings and was sold back to Inspire Brands on August 16, 2018, for 450 million dollars, a 38 percent premium.

Its headquarters are in Sandy Springs, Georgia, a suburb of Atlanta which uses Atlanta mailing addresses. In 2019, there were 3,472 restaurants. There are locations in six countries outside the United States: Canada, Turkey, Qatar, Kuwait, Egypt, and South Korea.



±32,000
RESTAURANTS

65+
COUNTRIES

3,200
FRANCHISEES

650,000
EMPLOYEES

±27B
GLOBAL SALES

INSPIRE



Inspire Brands was founded in February 2018 with a vision to invigorate great brands and supercharge their long-term growth. In an industry facing increasing disruption, our leaders saw an opportunity to build a restaurant company unlike any other – one that brings together differentiated yet complementary brands and aims to make them stronger than they would be on their own.

Found inherently in the purposes of our family of brands, we identified a common thread between our restaurants – the capacity to inspire. From guest experience to career development to community well-being, Inspire plays a role in the lives of millions of people every day.



DUNKIN'

ARBY'S GROWTH

- Long history of growth driven by competitive differentiation and competitive differentiation through Arby's 50+ year history,
- With a renewed focus on innovation, operations, quality and affordability, Arby's has shown strong performance since 2010.
- Back by Inspire Brands, the 2nd largest restaurant company in the US, Arby's benefits from a strong management team who continues to make critical investments in the business.
- Through the COVID pandemic, Arby's has been a leader in SSS increase and has generally outperformed the broader QSR market.



SHOE SHOW

WAYNE RD.
± 15,000 VPD



PICKWICK ST.
± 11,000 VPD



AREA OVERVIEW



SAVANNAH, TN

Savannah is a city in and the county seat of Hardin County, Tennessee, United States. Savannah is located along the east side of the Tennessee River. Savannah hosted the NAIA college football national championship game from 1996 to 2007, and is home to several places of historical significance, including the Cherry Family Mansion. Hardin County, Tennessee, about 124 miles from Memphis, is home to towns filled with shops, restaurants and deep history as it was a substantial trade hub thanks to its location on the Tennessee River. One of those towns, Savannah, Tennessee, preserves that history through museums and historic homes while also providing great shopping and restaurants.

DEMOGRAPHICS

POPULATION	1 - MILE	3 - MILE	5 - MILE
2026 Estimate	3,915	9,623	12,706
2021 Estimate	3,924	9,632	12,722
2010 Population	3,965	9,653	12,795
HOUSEHOLDS	1 - MILE	3 - MILE	5 - MILE
2026 Estimate	1,574	3,951	5,177
2021 Estimate	1,588	3,982	5,218
2010 Population	1,575	3,911	5,144
HH INCOME	1 - MILE	3 - MILE	5 - MILE
2021 Est Avg HH Income	\$60,359	\$59,704	\$61,270
2021 Est Median HH Income	\$43,819	\$42,125	\$43,564



Memphis, Tennessee is the largest city on the Mississippi River. Located within Shelby County, Memphis is a vibrant and historic city. With a city population of over 650,000 people, it is the second-largest city in Tennessee. It brings in a large number of tourists because of its famous and historical landmarks. Being only 3 miles from West Memphis, Arkansas and 13 miles from Southaven, Mississippi it is only a hop, skip, and a jump from the Arkansas/Tennessee and Mississippi/Tennessee borders. Memphis has a strong economy. Three Fortune 500 companies, FedEx, AutoZone, and International Paper Co. call Memphis home. These significant businesses have grown the manufacturing industry in the city. Known as the “Birthplace of Rock and Roll,” the city holds a significant amount of history within its borders. This town has a variety of entertainment to offer. Points of interest include Beale Street, Graceland, Memphis Zoo, and Memphis in May, one of the city’s biggest annual events. The city is home to several institutions of higher education, including the University of Memphis, the third-largest university in Tennessee. The sports fans of the area love to cheer on the University of Memphis Tigers and the Memphis Grizzlies. Memphis is the ideal place to live, work, and play due to its high quality of life, strong economy, and variety of attractions.

ECONOMY

Located on the Mississippi River, Memphis is one of the largest metropolitan areas in the Southeast. Because Memphis has been such an important city for transportation and shipping, it is attractive to businesses, especially those producing goods shipped nationwide. The city has historically been one of the largest shipping hubs in the Mid-South, dating back to the Civil War. As transportation methods developed, Memphis has continued to hold significance as a transportation hub. Now the city is home to the second-largest cargo airport in the world, Memphis International Airport, and the world's busiest domestic airport with 4.3 million metric tonnes. Memphis International Airport and Memphis have had huge significance in the railroad industry. The city has the 3rd largest rail center in the U.S. behind Chicago and St. Louis. It is also one of only four U.S. cities with five Class 1 railroads.

Many of Memphis's residents are blue-collar, hard workers. The most common industries within this area are Transportation and Warehousing, Construction, and Manufacturing. Within those, the most common occupations are Material Moving, Construction, and Extraction. The unemployment rate has started to decrease with the overall household income increasing since early 2000.

TOP EMPLOYERS



MEMPHIS TOURISM

Memphis, Home of the blues and Birthplace of Rock ‘n’ Roll has many must-see music-themed attractions including Beale Street Historic District, Blues Music hall of Fame, Center for Southern Folklore, Graceland (home of Elvis Presley and one of the most visited homes), Gibson Guitar Factory, Memphis Music Hall of Fame, Memphis Rock ‘n’ Soul Museum, St. Blues Guitar Workshop, Stax Museum of American Soul Music, Sun Studio, and the W.C. Handy Home and Museum.

With approximately 100 barbecue restaurants alone, Memphis is also home to world-famous fine dining, rich soul food, and eclectic dining.

Memphis offers multiple choices when it comes to live entertainment, dance classical concerts, and performance art. Of special note is the Orpheum Theatre, Playhouse on the Square, Circuit Playhouse, Theatre Memphis, Hattiloo Theatre, and FedExForum.

Finally, Memphis is rich with arts, sculpture, and painting exhibits offering pieces from Rodin to Renoir. Memphis also offers the Dixon Gallery and Gardens, Memphis Botanic Garden, Memphis Brooks Museum of Art, Metal Museum, Belz Museum of Asian and Judaic Art, and the Cotton Museum at the Memphis Cotton Exchange.



BEALE STREET HISTORIC DISTRICT



PLAYHOUSE ON THE SQUARE



DIXON GALLERY & GARDENS

BEALE STREET

Located near the Mississippi River, Beale Street is the heart and soul of Memphis culture. Beale Street is known to be the birthplace of blues. It is always buzzing with commotion as it is teeming with music venues, clubs, bars, street performers, and shops. Major tourist attractions on Beale Street include the Orpheum Theatre, the W.C. Handy House Museum, and the New Daisy Theatre. Musicians such as B.B. King, Alberta Hunter, and Isaac Hayes all performed on Beale Street before becoming popular musicians.



GRACELAND

Situated 10 miles south of downtown Memphis, Graceland is the second most-visited private home in the country as it was once home to the King of Rock and Roll, Elvis Presley. Visitors can tour the property and see the iconic belongings of Elvis such as the pink Cadillac, the famous jungle room, a record collection, and gifts sent by fans. Visitors can also stop by Meditation Garden to visit the graves of Elvis and his family. Over 650,000 people visit Graceland each year.



MEMPHIS ZOO

Located in Overton Park in Midtown Memphis, the Memphis Zoo is home to over 4,500 animals. Featured animals include giant pandas, polar bears, timber wolves, and many more for animal lovers to enjoy. Memphis has been the zoo's home for over 100 years.



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Arby's** located at **585 Wayne Rd, Savannah, TN 38372** ("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.

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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.



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