



1303 Memorial Blvd | Springfield, TN 37172

OFFERING MEMORANDUM



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REAL ESTATE INVESTMENT SERVICES

TABLE OF CONTENTS

4

EXECUTIVE OVERVIEW

6

FINANCIAL OVERVIEW

9

TENANT OVERVIEW

12

AREA OVERVIEW



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EXECUTIVE OVERVIEW

INVESTMENT HIGHLIGHTS

- **Absolute NNN Lease** – The lease is absolute NNN with the Tenant being responsible for all expenses and maintenance related to the property.
- **Corporate Guarantee** – The lease is guaranteed by Arby's corporate entity, providing a substantial net worth backing the rent and lease obligations.
- **Proven Operating History** – Arby's has been operating at the location for over 20 years, recently remodeling the building and renewing an option period.
- **Recent Remodel** – The tenant recently remodeled the building at its expense, demonstrating commitment to the location.
- **Nashville, TN MSA** – Springfield is a suburb of Nashville, the capital of Tennessee, and home to almost 700,000 people.
- **Essential Business & E-Commerce Proof Concept** – The US government and the CDC identified quick-service restaurants as essential businesses and remained open throughout the Covid-19 pandemic. Quick service restaurants have also proven to be e-commerce proof, adopting new business strategies for online ordering.
- **Recession & Pandemic Resistant Tenant** – Historically, quick service restaurants maintain success in an economic recession and have seen an increase in sales growth throughout the Covid-19 pandemic.



FINANCIAL OVERVIEW



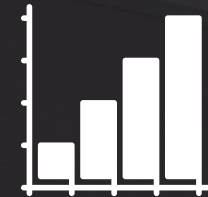
\$2,745,187

LIST PRICE



\$137,259

NOI



5.00%

CAP RATE

BUILDING INFO

Address	1303 Memorial Blvd, Springfield, TN 37172
Gross Leasable Area	±3,179 SF
Lot Size	±0.63 AC
Year Built / Renovated	1987 / 2019R

TENANT SUMMARY

Tenant	Arby's
Lease Guarantor	Corporate (RTM, Inc.)
Property Address	1303 Memorial Blvd, Springfield, TN 37172
Rent Commencement Date	1/1/2000
Lease Expiration Date	12/31/2024
Original Lease Term	±20 Years
Lease Term Remaining	±3 Years
Rent Increases	10% Every 5 years
Option Periods Remaining	One, 5-Year
Lease Type	Absolute NNN
Landlord Responsibilities	None
Tenant Responsibilities	All
ROFR	Yes; 20 Days After Receipt of Notice

ANNUALIZED OPERATING DATA

	Years	Monthly Rent	Annual Rent	Rent Increases
Base Term	Current - 12/31/2022	\$11,438.28	\$137,259.38	
	1/1/2023 - 12/31/2023	\$11,438.28	\$137,259.38	
	1/1/2024 - 12/31/2024	\$11,438.28	\$137,259.38	
Option Period	1/1/2025 - 12/31/2025	\$11,438.28	\$137,259.38	10%
	1/1/2026 - 12/31/2026	\$12,582.11	\$150,985.32	
	1/1/2027 - 12/31/2027	\$12,582.11	\$150,985.32	
	1/1/2028 - 12/31/2028	\$12,582.11	\$150,985.32	
	1/1/2029 - 12/31/2029	\$12,582.11	\$150,985.32	

LOAN 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.

Patrick Flanagan
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LTV

70%

Interest Rate

3.55% - 3.90%

Amortization

25

TENANT OVERVIEW



THE OFFERING

Property Name		Arby's
Property Address	1303 Memorial Blvd, Springfield, TN 37172	
Site Description		
Number of Stories	1	
GLA	±3,179 SF	
Lot Size	±0.63 AC	
Lease Type	NNN	

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.

±3,472
LOCATIONS

1964
YEAR FOUNDED

ATLANTA, GA
HEADQUARTERS



CENTRAL AVE E
± 6,000 VPD



MEMORIAL BLVD
± 27,000 VPD



MEMORIAL BLVD
± 27,000 VPD

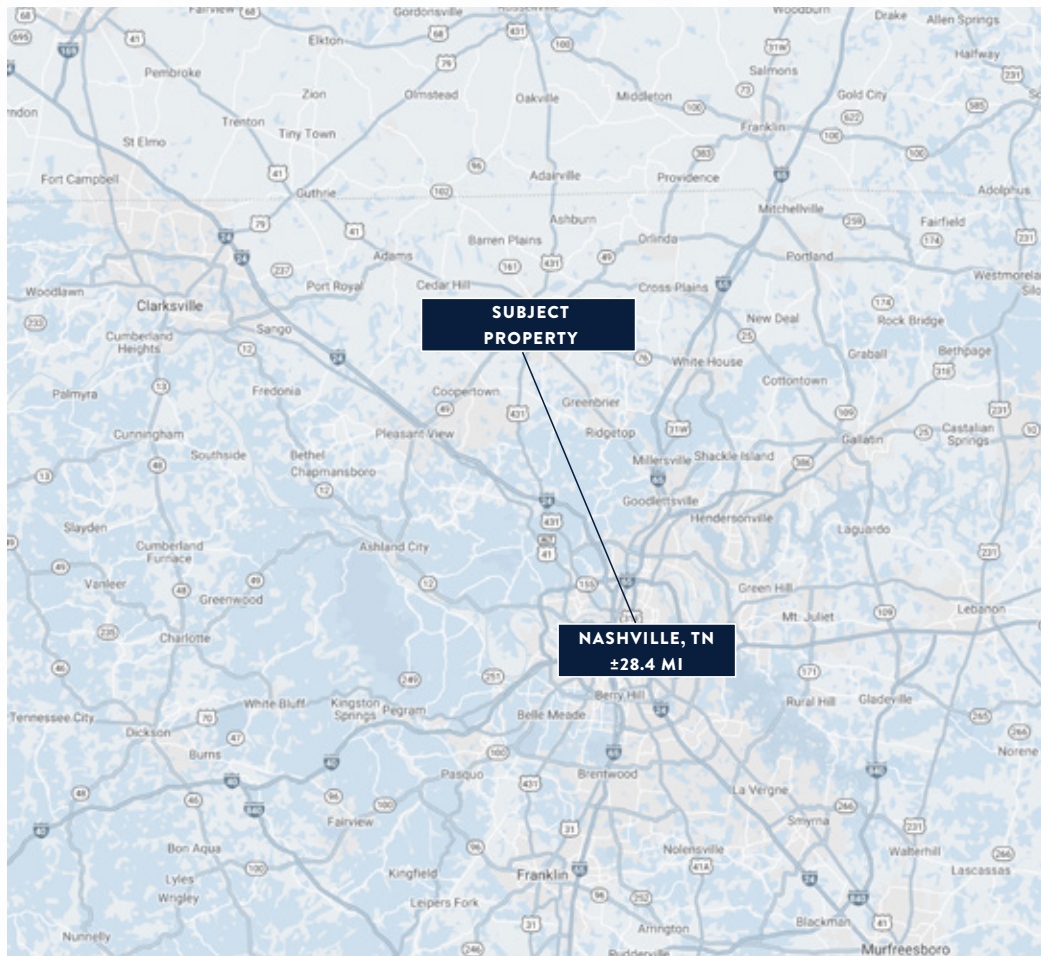


CENTRAL AVE E
± 6,000 VPD



SPRINGFIELD, TN

Located 30 minutes north of Nashville, Springfield is a city and the county seat of Robertson County in Tennessee. It is home to a variety of parks including Martin Luther King Jr. Park, American Legion Field, J. Travis Price Park, and Garner Street Park. The Greenway is a scenic three-mile hike and bike trail that connects J. Travis Price Park and Garner Street Park along Sulphur Fork Creek, and winds through the Historic Preservation District and The Square. The largest industries in Springfield are manufacturing, healthcare, and retail trade. Major manufacturers employ thousands of workers at their Springfield facilities including Bathfitter, Electrolux Home Products, Highland Graphics, and International Automotive Components. The city is also home to NorthCrest Medical Center, a 109-bed state of the art hospital and medical arts campus. Being in such close proximity to big-city amenities, Springfield provides an affordable lifestyle with convenient access to commute and travel.



DEMOGRAPHICS

POPULATION	1 - MILE	5 - MILE	10 - MILE
2026 Projection	8,285	26,020	56,163
2021 Estimate	7,961	24,936	53,790
2010 Census	7,533	23,208	49,707
Annual Growth 2021-2026	3.56%	4.59%	4.50%
Annual Growth 2010-2021	5.63%	9.51%	10.14%
HOUSEHOLDS	1 - MILE	5 - MILE	10 - MILE
2026 Projection	2,926	9,574	20,636
2021 Estimate	2,814	9,174	19,752
2010 Census	2,700	8,610	18,317
Annual Growth 2021-2026	3.60%	4.59%	4.45%
Annual Growth 2010-2021	6.52%	10.41%	11.15%
INCOME	1 - MILE	5 - MILE	10 - MILE
Avg HH Income	\$53,249	\$69,784	\$79,543



2.4 MILLION
2020 ESTIMATED



\$126.5 BILLION
GROSS METRO



3.2%
EMPLOYMENT

NASHVILLE, TN

With a population of over 690,000 residents in the city, Nashville is the most populated city in Tennessee. A major center for the music industry, especially country music, Nashville is commonly known as “Music City.” Nashville is also a major center for healthcare, publishing, private prison, banking, automotive, and transportation industries. It is also home to numerous colleges and universities, including Vanderbilt University, Belmont University, Fisk University, and Middle Tennessee State University. Nashville is sometimes referred to as “Athens of the South” due to its large number of educational institutions. With a vibrant economy and a variety of exciting entertainment options, Nashville is a growing city that exudes southern charm.

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ECONOMY

In recent times Nashville has been described as a “southern boomtown” by numerous publications, with it having the **fourth strongest economy in the United States as of 2021**. It has been stated by the US Census Bureau that Nashville “adds an average of 100 people a day to its net population increase”. Currently, over **40,000 businesses** are prospering in Nashville. According to Forbes, Nashville has a **gross metro product of \$126.5 billion with tourism, education, and health care as its major industries**.

Although Nashville is renowned as a music recording center and tourist destination, its largest industry is health care. Over **16 publicly traded health care companies are headquartered in Nashville**. The city is also home to more than **500 healthcare companies**, including Hospital Corporation of America (HCA), the world’s largest private operator of hospitals and a Fortune 500 company with a total of 235,000 employees. The **Nashville health care industry contributes an overall economic benefit of \$46.7 billion and more than 270,000 jobs** to the local economy annually. Globally, Nashville’s health care industry generates more than \$92 billion in revenue and more than 570,000 jobs. In addition, Nashville is home to almost 400 professional service firms (e.g., accounting, architecture, finance, legal) that provide expertise in the health care industry.

#2 HOTTEST JOB MARKET IN THE COUNTRY

- Wall Street Journal, 2020

#3 IN THE SOUTH’S BEST CITIES

- Southern Living, 2020

#4 IN US BEST PERFORMING CITIES

- Miliken Institute, 2020

MAJOR EMPLOYERS

COMPANY	# OF EMPLOYEES
Vanderbilt University Medical Center	20,428
Nissan North America	10,750
HCA Healthcare Inc.	10,613
Vanderbilt University	6,912
Saint Thomas Health	6,243
Community Health Systems	4,700
Randstad	4,557
Asurion	3,600
The Kroger Co.	3,523
National HealthCare Corp.	3,250

Source: Nashville Chamber

ECONOMIC DEVELOPMENTS

THREE TWIN TOWER DEVELOPMENTS IN DOWNTOWN NASHVILLE

Three new developments in downtown Nashville have been proposed and are set to be reviewed in the next few months. One set of twin towers are going to be located at Nashville's famous "Sticks" roundabout off Korean Veterans Boulevard in SoBro. The towers are to be mixed-use developments and will feature a luxury hotel. Another set of twin towers is called the 2nd and Peabody. One of the towers is set to be an office building and the other tower is set to have hotel and residential space. Both towers will feature retail amenities on the main floors. The last set of twin towers will be located on 8th Avenue. It will be another mixed-use development with one tower standing at 16 stories high and another tower standing at 20 stories high.

ORACLE AMERICA CAMPUS

Oracle America just closed on its new riverfront site in Nashville where it will build a 65-acre campus complete with waterways, parks, and walking paths. The tech titan hopes to create 8,500 new jobs in Nashville by the end of 2031, with an average annual salary of \$110,000. The \$1.2 billion development will also bring 11,500 ancillary jobs and 10,000 temporary positions during construction.

2ND AND PEABODY RENDERING



#8 BEST BIG CITIES

- Conde Nast Traveler's Choice Awards, 2020

NASHVILLE TOURISM

Nashville is the capital and largest city in Tennessee. It is a genuine geographic bull's eye. Nashville is perfectly positioned to draw people together. In 2019, Nashville brought in 16.1 million visitors. With more than 51,300 hotel rooms total in the MSA, Nashville is accommodating for all travelers. In the past 5 years, Nashville's demand (hotel rooms sold) has grown faster than any other top 30 US city. In addition, over 100 new restaurants, bars, and cafes opened in Nashville in 2019. **Direct visitor spending was over \$7.52 billion in 2019, supporting over 74,000 jobs and generating \$566 million in state and local taxes.**



NASHVILLE SPORTS

Nashville is home to three major sports teams: Tennessee Titans, Nashville Predators, and Nashville SC. The NFL's Tennessee Titans plays at the Nissan Stadium and have an average fan attendance of 64,509 people. The Titans have achieved 2 league championships, 1 conference championship, and 10 division championships. The NHL's Nashville Predators plays at the Bridgestone Arena and have an average fan attendance of 17,407 people. The Predators have achieved 1 conference championship and 2 division championships. The MLS's Nashville SC plays at the Nissan Stadium and have an average fan attendance of 12,801 people. Nashville SC began playing in 2020.



TENNESSEE TITANS
(National Football League)



NASHVILLE PREDATORS
(National Hockey League)



NASHVILLE SC
(Major League Soccer)



GAYLORD OPRYLAND RESORT & CONVENTION CENTER

The largest non-gaming hotel property in the United States with 2,888 rooms and more than 700,000 square feet of meeting space, including 263,772 of contiguous exhibit space.



MUSIC CITY CENTER

Nashville's downtown convention facility, opened in May 2013. The 2.1 million-square-foot Music City Center features more than 375,000 square feet of exhibit space, 128,000 square feet of meeting space, two ballrooms, a business center, and a 2,500-seat theater.



NASHVILLE'S HONKY TONK HIGHWAY

Broadway is the busiest street in Nashville. The thriving downtown area is home to over 100 restaurants, bars, and music venues. Lower Broadway, also known as Nashville's Honky Tonk Highway, is the center of entertainment in Music City. A honky-tonk is an establishment that contains at least one stage and a bar. Lower Broadway is filled with honky-tonks giving it the popular tourist destination name.

CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Arby's** located at **1303 Memorial Blvd, Springfield, TN 37172** ("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.

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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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