



PAD TO **HyVee.**

New 15-Year Corporate Lease / High Traffic Location / Strong Population Density; 121,460 People in a 5-Mile Radius



In Association with Ferguson Properties Inc. | A Licensed Missouri Broker #000007509

OFFERING MEMORANDUM
KANSAS CITY (RAYTOWN), MO



FERGUSON
PROPERTIES



HANLEY INVESTMENT GROUP
REAL ESTATE ADVISORS



OFFERING MEMORANDUM

RAYTOWN, MISSOURI

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EXCLUSIVELY LISTED BY:

Jeff Lefko

Executive Vice President
jlefk@hanleyinvestment.com
844.585.7682

Bill Asher

Executive Vice President
basher@hanleyinvestment.com
844.585.7684

Jay Ferguson

Ferguson Properties
jayferguson@fergprop.com
816.781.2520 | MO Lic #000007509



HANLEY INVESTMENT GROUP
REAL ESTATE ADVISORS



FERGUSON
PROPERTIES

OFFERING SUMMARY

VALVOLINE



HANLEY INVESTMENT GROUP
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LOCATION

Valvoline
9500 E 350 Highway
Kansas City (Raytown), MO



OFFERING SUMMARY

Price:	\$1,860,000
Current Net Operating Income (NOI):	\$93,000
Current Capitalization Rate:	5.00%
Net Rentable Area:	1,236
Year Built:	1996
Lot Size (Acres):	0.51

LEASE TERMS (1)

Guarantor:	Valvoline Inc.
Lease Commencement:	10/16/2020
Lease Expiration:	10/15/2035
Lease Type:	Absolute NNN
Roof & Structure:	Tenant Responsibility
Monthly Rent:	\$7,750
Annual Rent:	\$93,000
Rental Increases:	10% Every 5 Years
Renewal Options:	Three 5-Year @ 10% Every 5 Years

(1) All lease provisions to be independently verified by Buyer during the Due Diligence Period.



QUICK FACTS

#2

**LARGEST QUICK-LUBE
CHAIN IN THE U.S.**

9 Million

**CUSTOMERS
SERVED ANNUALLY**

1,462

**LOCATIONS
IN THE U.S.**



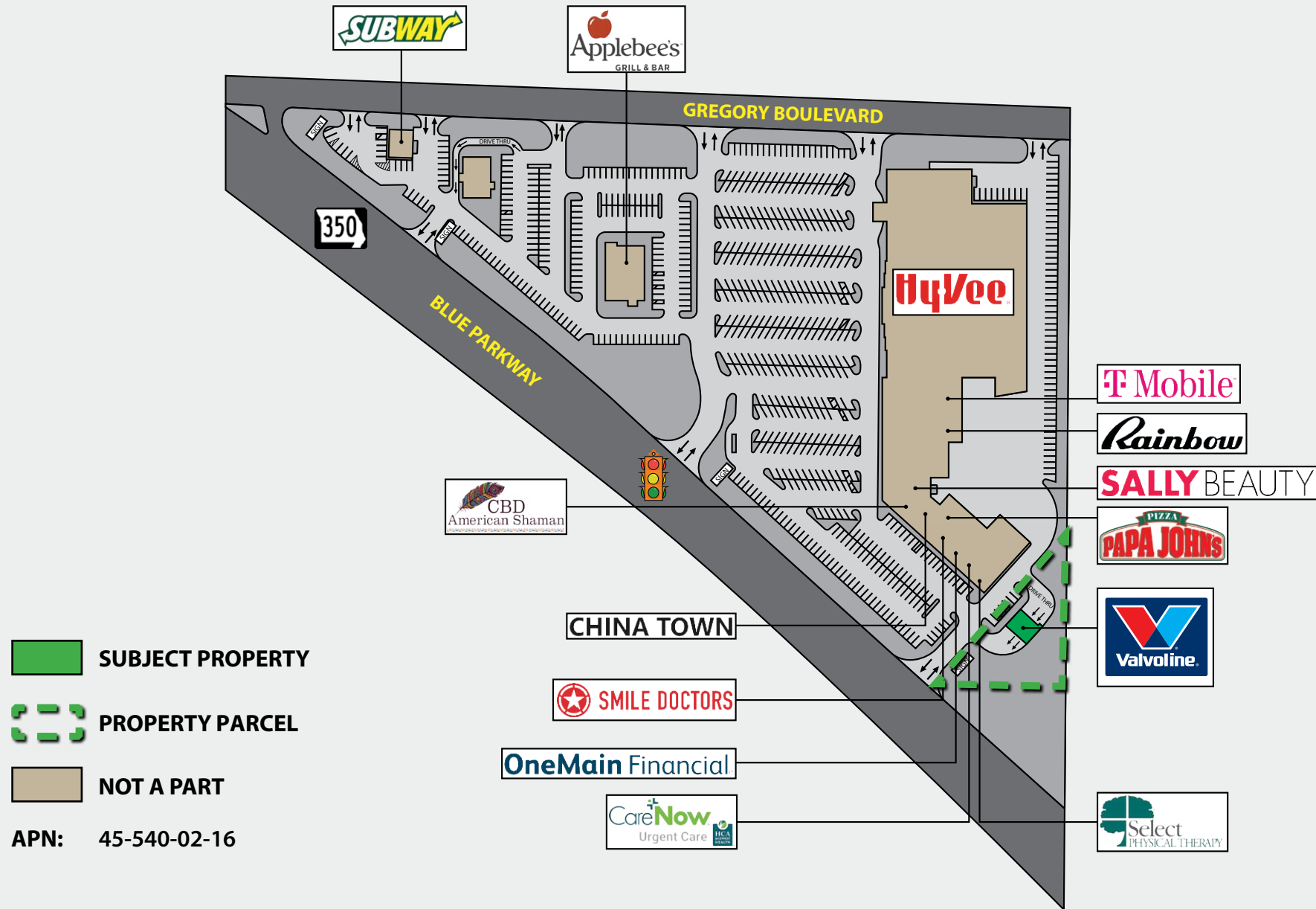
- **Single-Tenant Valvoline Instant Oil Change Corporate Lease:**

- New 15-year absolute NNN lease; zero landlord responsibilities
- Corporate guaranty from Valvoline, Inc. (NYSE: VV)
- Long-term operating history at the subject property
- 10% increases every 5 years
- Valvoline Instant Oil Change is a division of Valvoline Inc., one of the leading worldwide marketer and suppliers of automotive lubricants and supplies
- Valvoline is the second largest quick lube chain in the United States (1,400+ locations) boasting revenues of \$2.35B in 2020
- #2 "Best Automotive Oil Change Franchises" by Franchise Chatter (2021)
- #3 "Top Oil Changing Service Franchise" by Entrepreneur Magazine (2019)
- #106 "Franchise 500" by Entrepreneur Magazine (2019)



- **Last October, Corporate Valvoline Purchased the Subject Property Due to its Highly Successful Operating History and Strategic Location within the Trade Area:** ([Click for Full PR Newswire Article](#))
- **Pad to Hy-Vee; Dense Retail Corridor:** Nearby tenants include Walmart Supercenter, ALDI, Applebee's, AutoZone, Burger King, Chipotle, CVS/pharmacy, Dollar General, IHOP, McDonald's, O'Reilly Auto Parts, Panda Express, Taco Bell, Walgreens, and WingStop
- **Ideally Located Along Highway 350 (20,233 Cars Per Day), The Area's Main Commercial Corridor and Primary Thoroughfare linking Robust Suburban Communities Immediately South of Kansas City Proper**
- **Strong Demographics, Established Residential Community:** 121,460 people and 49,046 households within a 5-mile radius
- **Kansas City MSA:** The subject property is located approximately 20 minutes from downtown Kansas City and 30 minutes from Kansas City International Airport
 - 31st largest MSA in the nation; 2.35 million population
 - "Nation's Best Places to Live" by U.S. News & World Report (2019)
 - Influx of tech and healthcare companies moving to the MSA
 - Named Wall Street Journal's #18 "2020 Hottest Job Market" out of 381 U.S. metro areas







LEE'S SUMMIT
MUNICIPAL AIRPORT



RAYTOWN SOUTH
HIGH SCHOOL
- 1,131 Students -

DEMOGRAPHICS

	Population	AHHI
1-Mile Radius	8,143	\$64,081
3-Mile Radius	54,195	\$67,438
5-Mile Radius	121,460	\$64,364

O'Reilly AUTO PARTS

State Farm

Auto Zone

enterprise

PLAYERS
Paradise
Indoor Baseball & Softball Training

PHILLIPS
66

350

POPEYE'S

Firestone
COMPLETE AUTO CARE

Electrical
Corporation
America

SUBJECT PROPERTY



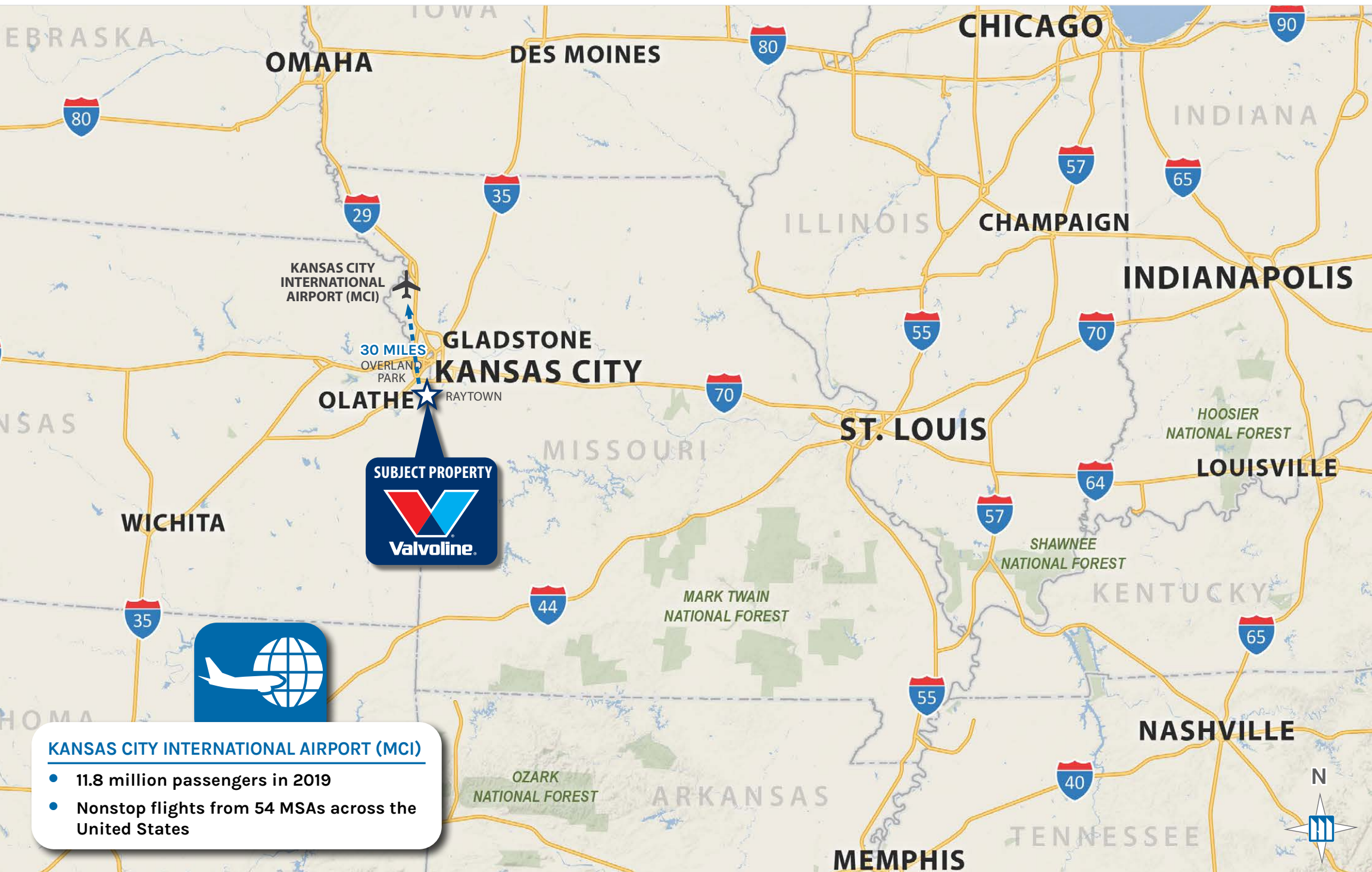
RAYTOWN SQUARE
SHOPPING CENTER

HyVee T-Mobile
PAPA JOHN'S SALLY BEAUTY

Ford

HyVee
GAS

20,233 CPD





Valvoline Instant Oil Change is the second-largest quick-lube chain in the U.S. and the 3rd largest quick-lube chain in Canada. The brand is popular for its drive-thru oil changes which are completed in about 15 minutes. Each location features Valvoline oils and products and provides a variety of maintenance services including oil changes, antifreeze changes, smog checks, and other car repair services.

Founded in 1986, the quick-lube chain has grown steadily over the years as a result of the company's key business strategy which is to grow and strengthen Valvoline's quick-lube network through organic store expansion and high-quality acquisitions in both core and new markets. In 2012, the company acquired EZ Lube's 72 Southern California locations, one of the largest independent oil change chains in the U.S. In December 2018, Valvoline's franchisee, Henley Pacific, acquired 31 Synfast Oil Change locations in Southern California and converted them to the Valvoline brand. In fiscal year 2020, Valvoline Instant Oil Change achieved 14 straight years of same-store sales growth (SSS), ending the year with systemwide SSS growth of 2.3%. Overall, the Quick Lube businesses added 77 company-owned and franchised locations in fiscal year 2020 for a total of 1,462.

Valvoline Instant Oil Change is a division of Valvoline Inc., one of the leading worldwide marketer and supplier of automotive lubricants and supplies. The company products sell in over 140 countries and its motor oil is the 3rd highest selling car motor oil by volume in the DIY market.

TOP HONORS

- **#2 "Best Automotive Oil Change Franchises"** - Franchise Chatter (2020)
- **#57 "Franchise 500"** - Entrepreneur Magazine (2020)
- **#3 "Top Oil-Changing Services Franchise"** - Entrepreneur Magazine (2019)

Company Type: Public (NYSE: VV)
Locations: 1,462
Website: www.vioc.com | www.valvoline.com

CISION®



Valvoline Expands Company-Owned Quick-Lube Network with Acquisition of 33 Service Centers in Idaho, Missouri and Kansas

October 2, 2020

Valvoline Inc. (NYSE: VVV), a leading worldwide supplier of premium branded lubricants and automotive services, announced today that it plans to acquire 33 quick-lube service centers in Idaho, Missouri and Kansas in two separate acquisitions.

The company has signed a definitive agreement with L & F Enterprises (doing business as Einstein's Oilery) to purchase 12 quick-lube service centers in the Boise, Idaho area. The Einstein's Oilery service centers will be rebranded as Valvoline Instant Oil ChangeSM (VIOC) after closing of the transaction.

[CLICK FOR ARTICLE](#)

Franchising.com



Valvoline Premium Blue One Solution Gen2 Named Top 20 Product for 2021 by Leading Heavy Duty Industry Publication

April 5, 2021

Valvoline Inc. (NYSE: VVV) today announced that its Valvoline™ Premium Blue One Solution™ Gen2 - originally launched in August 2020 - was recently named a Top 20 Product for 2021 by industry trade publication Heavy Duty Trucking. As the only lubricant fluid on the coveted list, Premium Blue One Solution Gen2 was selected for its innovation, overall capabilities and potential to impact the bottom lines of fleets across the U.S.

"We are consistently working to develop innovative products that deliver strong under-the-hood results, and help reduce cost per mile for fleet owners," said David Young, Valvoline Heavy Duty vice president of sales.

[CLICK FOR ARTICLE](#)

Raytown, Missouri

- Suburb of Kansas City located in Jackson County and part of the Kansas City Metropolitan Area
- Access to Interstates 435, 470 and 70, and 350 Highway make the city an important economic development corridor
 - Highway 350 is currently undergoing a major redevelopment at Blue Parkway; a joint effort by the Cities of Raytown, Kansas City, and the Missouri Department of Transportation (MoDOT)
- Located minutes from downtown Kansas City, Country Club Plaza, Nelson Art Gallery, Union Station, Crown Center, and Kauffman Center for the Performing Arts
- 16.9% lower cost of living than the U.S. average

ECONOMY

- Largest industries are health care, social assistance, retail trade, and manufacturing
- Top employers are Raytown Quality Schools, Wal-Mart, Hy-Vee Food & Drug Store, USA 800, KCP&L, Stratford Development Corporation, and KC Chiefs Football Club
- **Raytown C-2 School District** - Serves 8,854 students; employs 1,200+ faculty and staff
- 8.7% increase in home appreciation over the last year
- Central location, low tax base, and strong workforce
 - Local, national, and international businesses such as KCP&L, USA 800, Inc., and Ken-A-Vision Manufacturing Co., Inc. are located here
- **Truman Sports Complex** - 10 minute drive; Arrowhead Stadium (home of the NFL's Kansas City Chiefs) and Kauffman Stadium (home of MLB's Kansas City Royals)
- **Herndon Career Center** - A career and technical high school recently opened the Institute of Culinary Arts and a student-run restaurant, Cinder; April 2021
- **Rock Island Trail** - 13.5-mile pedestrian and bicycle path spanning central Jackson County; northernmost point of the trail starts at Truman Sports Complex and runs southeast through Kansas City, Raytown, and into Lee's Summit
 - Planning is underway to connect the trail to Greenwood and Pleasant Hill which would provide connectivity to Katy Trail
- 3 locations on the National Historic Places registry: Rice-Tremonti House, Raytown Historical Museum, and Cave Springs Park
 - **William M. Klein Park** - Also known as Cave Springs Park is a 36-acre urban nature center and historic area;
 - ◆ Attractions include: water garden, bird sanctuary, nature center, butterfly garden, cave, rock climbing, and waterfall area, among others

City of Raytown HIGHLIGHTS

30,000

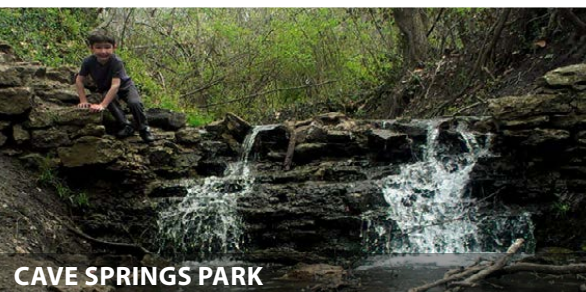
TOTAL
RESIDENTS

\$73,984

AVERAGE
HOUSEHOLD INCOME

#3

MOST DIVERSE SUBURBS
IN KANSAS CITY AREA



CAVE SPRINGS PARK



RAYTOWN HIGH SCHOOL



TRUMAN SPORTS COMPLEX

Kansas City MSA

- 15-county metropolitan area that straddles the border between Missouri and Kansas
- 38th largest MSA in the nation
- 2.16 million people; projected to grow to 2.25 million by 2024, adding nearly 35,000 new households
- #34 "Best Places to Buy a Home in America" by Niche (2020)

ECONOMY

- Business-friendly atmosphere and low cost of living translate into major growth in the region
- 1.1M in non-farm employment, up 16,100 (1.4%) from 2018
- Top employers include: Federal Government (18,744), Cerner Corporation (13,964), Children's Mercy Hospitals & Clinics (8,123), and Internal Revenue Service (4,600)
- Other notable companies: AT&T, BNSF Railway, Farmers Insurance Group, Garmin, Hallmark Cards, H&R Block, General Motors, Honeywell, Ford Motor Company, and Sprint Corporation
 - Seaboard and Lansing Trade Group, two Fortune 500 companies, headquartered here
- Tech industry is booming; 2nd only to healthcare as the fastest growing industry in the region
 - Computer and mathematical occupations are 41% more concentrated in this area than in the U.S. as a whole
- **Urban Outfitters** - \$350 million, largest-to-date, distribution center; creating 2,000 new jobs; breaking ground Fall 2020
- **Cerner Corporation Headquarters**- A global healthcare IT company; largest private employer with nearly 14,000 people in the area with a total workforce of nearly 20,000 people
 - \$4.4 billion Innovations Campus currently under construction
- Urban environment draws a large group of skilled young professionals
 - Home to one of the 20 largest concentrations of college graduates in the United States
 - Named on "Best Places for Business & Careers" numerous times by Forbes (2017)
- Kansas City Downtown has gone through one of the largest redevelopments in the country
 - Over \$4 billion in investments since 2000

Kansas City HIGHLIGHTS

2.1M
2020 ESTIMATED
TOTAL POPULATION



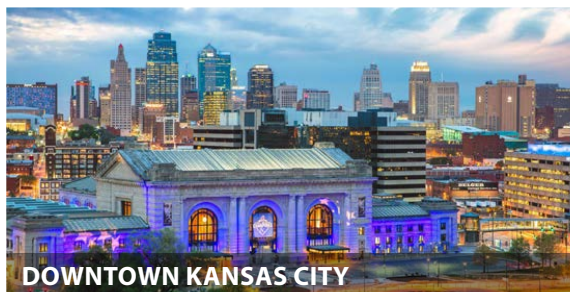
1.1M EMPLOYEES
(UP 16,100 FROM 2018)



HOME TO CERNER CORPORATION
(14,000 EMPLOYEES)



ROYALS KAUFFMAN STADIUM



DOWNTOWN KANSAS CITY



GARMIN HEADQUARTERS

Kansas City MSA

- #3 "Most Diverse Places to Live in Missouri" by Niche (2020)
- \$132.7 billion Gross Metro Product (GPD) in 2018
- Known as "City of Fountains" with over 200 fountains, the second most in the world just behind Rome
- Leawood, a suburb located in South Kansas City, was voted "Best Small Cities to Live in America" by WalletHub (2019)

TRANSPORTATION

- Important logistics and distribution hub due to its central location at the intersection of 3 major interstates: I-70, I-35, and I-29
 - 27% more interstate transportation distribution miles per capita than any other metropolitan area
 - 2nd busiest rail hub by tonnage;
 - ◆ Nearly half of all eastbound intermodal freight entering the country through West Coast ports passes through the area
- **Kansas City International Airport (MCI)** - 15 miles northwest of downtown Kansas City; 11.5 million passengers annually
 - \$1.5 billion remodel currently underway; planned completion in 2023
 - ◆ 1 million square foot single terminal; 39 gates with the ability to expand to 50; 6,300-space parking structure along landside and airside improvements

LANDMARKS

- **Country Club Plaza** - 55-acre site in the historic upscale Country Club District; upscale apartments and mansions surround the plaza
 - 804,000 square feet of retail space and 468,000 square feet of office space
- **The Truman Sports Complex** - Houses 2 major sports and entertainment venues (Arrowhead and Kauffman Stadium)
 - Home to NFL's Kansas City Chiefs and Major League Baseball's Kansas City Royals
- **Kansas Speedway and Hollywood Casino:**
 - Kansas Speedway is one of the premier racing facilities in the Midwest that hosts multiple NASCAR races and the ARCA Racing Series championship race
 - Hollywood Casino is a joint venture between Kansas Speedway and Penn National Gaming; initial phase includes a 100,000 square foot gaming floor
 - ◆ Additional phases include a hotel, convention center, and an entertainment district

Kansas City HIGHLIGHTS

#3

**MOST DIVERSE PLACES
TO LIVE IN MISSOURI**

\$132.7B

**GROSS METRO
PRODUCT**

#2

**BUSIEST LOGISTICS
RAIL HUB BY TONNAGE**



KANSAS CITY INTERNATIONAL AIRPORT



KANSAS SPEEDWAY



COUNTRY CLUB PLAZA

	<u>1-Mile</u>	<u>3-Mile</u>	<u>5-Mile</u>
Population			
2025 Projection	8,108	53,879	121,240
2020 Estimate	8,143	54,195	121,460
2010 Census	8,023	53,624	119,440
2000 Census	8,255	54,387	122,332
Households			
2025 Projection	3,472	21,672	49,234
2020 Estimate	3,477	21,696	49,046
2010 Census	3,486	21,751	48,786
2000 Census	3,684	22,520	49,798
2020 Est. Population by Single-Classification Race			
White Alone	5,635	30,935	60,305
Black or African American Alone	1,840	18,399	51,001
American Indian and Alaska Native Alone	36	233	510
Asian Alone	90	775	1,458
Native Hawaiian and Other Pacific Islander Alone	19	108	219
Some Other Race Alone	157	1,458	3,207
Two or More Races	360	2,263	4,682
2020 Est. Population by Ethnicity (Hispanic or Latino)			
Hispanic or Latino	459	3,364	7,396
Not Hispanic or Latino	7,684	50,831	114,064
2020 Est. Average Household Income	\$64,081	\$67,438	\$64,364

CONFIDENTIALITY AGREEMENT

VALVOLINE



The information contained herein does not purport to provide a complete or fully accurate summary of the Property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information which prospective buyers may need or desire. All financial projections are based on assumptions relating to the general economy, competition, and other factors beyond the control of the Owner and Broker and, therefore, are subject to material variation. This Marketing Package does not constitute an indication that there has been no change in the business or affairs of the Property or the Owner since the date of preparation of the information herein. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective buyers.

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Jeff Lefko

Executive Vice President
jlefk@hanleyinvestment.com
844.585.7682

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\$8.8 BILLION
retail sales nationwide



SHARED DATABASE
collaborative proprietary database



GLOBEST. INFLUENCERS
in retail & net lease sales



NATIONWIDE REACH
retail & investors across the U.S.



\$3.1 BILLION IN RETAIL SOLD
over 500 transactions in last 36 mos.