



 **jiffy lube**  
**20116 W CATAWBA AVE | CORNELIUS, NC 28031**





## OFFERING MEMORANDUM

# JIFFY LUBE

20116 W Catawba Ave | Cornelius, NC 28031

### BROKERAGE TEAM



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## TABLE OF CONTENTS

PROPERTY OVERVIEW .....	03
FINANCIAL SUMMARY .....	04
TENANT PROFILE .....	05
AREA OVERVIEW .....	07



**±2,661 SF**  
GLA



**1997**  
Year Built



**±29,000**  
Vehicles Per Day



**NNN**  
Lease Type

## PROPERTY OVERVIEW

- Strong Credit Tenant | Jiffy Lube | Subsidiary of Shell Oil Company (S&P A+ Rating)
- NNN | Fee Simple Ownership | No Landlord Responsibilities
- 20 Year Sale-Leaseback commencing at COE
- Strategically positioned directly across from a brand new construction Chick-Fil-A, ALDI, Andy's Frozen Custard, and Five Guys
- Location neighbors Tropical Smoothie Cafe, Goodyear, and Planet Fitness
- Great visibility with ±29,000 VPD passing by the site
- Cornelius is located ±19 miles from Charlotte and has an estimated 4-mile population of ±63,006
- Other tenants on W Catawba Ave include McDonald's, Starbucks, Bojangles, and Taco Bell





# FINANCIAL SUMMARY



**\$1,195,005**  
LIST PRICE



**6.40%**  
CAP RATE



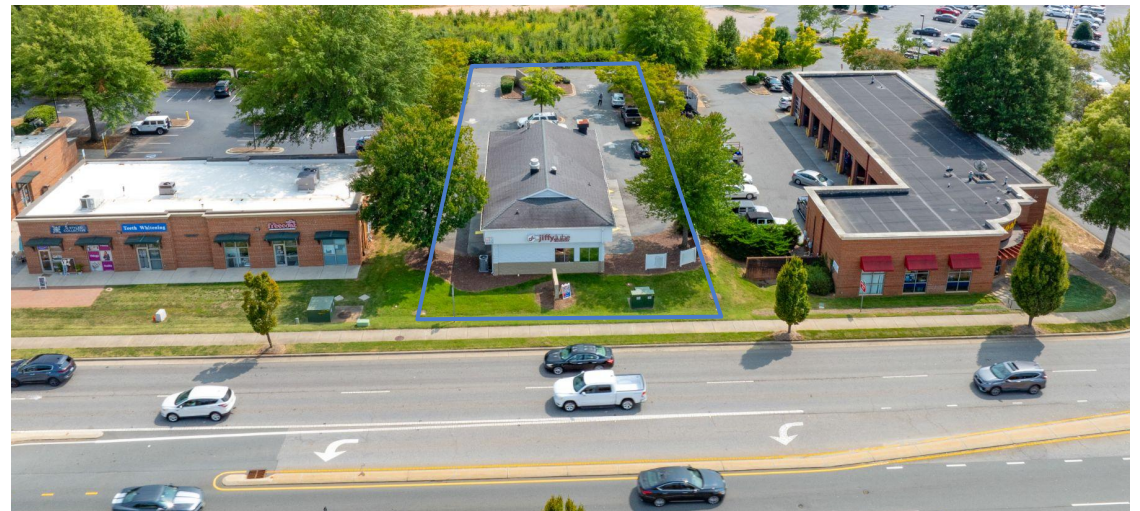
**\$76,480**  
NOI

## TENANT SUMMARY

Tenant Trade Name	Jiffy Lube
Type of Ownership	Fee Simple
Lease Guarantor	Franchisee (±22 units)
Lease Type	NNN
Landlords Responsibilities	None
Original Lease Term	20 Years
Rent Commencement Date	COE
Term Remaining on Lease	20 Years from COE
Increases	10% Every Five Years
Options	Four, 5-Year Options
NOI	\$76,480

## ANNUALIZED OPERATING DATA

	MONTHLY RENT	ANNUAL RENT
Year 1 - 5	\$6,373	\$76,480
Year 6 - 10	\$7,010	\$84,128
Year 11 - 15	\$7,711	\$92,541
Year 16 - 20	\$8,482	\$101,795
Option 1	\$9,331	\$111,974
Option 2	\$10,264	\$123,172
Option 3	\$11,290	\$135,489
Option 4	\$12,419	\$149,038







## TENANT PROFILE

Jiffy Lube® is a leading provider of automotive preventive maintenance. With a national footprint of more than 2,000 franchisee owned service centers across the country, Jiffy Lube offers a range of services from oil changes and tire rotations, to everything in between. Jiffy Lube technicians are not just highly trained in preventive maintenance, they are also highly trained in customer service. So if you have any questions about vehicle maintenance or the services performed at any Jiffy Lube service center, your technician will help you find the resources and information you need, whether it's in-store, online or by accessing your vehicle manufacturer's recommendations.

Jiffy Lube® pioneered the fast oil change industry more than 35 years ago. Today, more than 20 million customers every year rely on Jiffy Lube to keep their vehicles running the way your vehicle manufacturer intended. It's the mission of everyone at Jiffy Lube to go beyond oil changes alone, to help alleviate the anxiety that routine vehicle maintenance can bring. Jiffy Lube is committed to keeping your vehicle running right for the long haul, so you can Leave Worry Behind®.

HEADQUARTERS  
**Houston, TX**

YEAR FOUNDED  
**1979**

# OF LOCATIONS  
**2,000+**





THE SHOPS AT THE FRESH MARKET  
YOGASIX SportClips  
Sola SALONS Orangetheory®  
ULTA Beauty Total Wine & More  
CYCLES BAR Domino's  
FRESH CHEF Restaurant UPS  
POKE LAKES THE HONEY BAKED Ham

THE FRESH MARKET  
Hollywood Feed

MICROTEL  
BY WYNDHAM

SWEET DREAMS  
FURNITURE & MATTRESS  
Love Where You Live

State Employees' Credit Union



TACO BELL

blo HANDEL'S  
HOMEMADE ICE CREAM SINCE 1945



ALDI

FIVE GUYS  
BURGERS and FRIES  
GoHealth URGENT CARE  
Le Royale

carolinastelco  
federal credit union

LAKE NORMAN  
REALTY, INC.

Chick-fil-A

W CATAWBA ± 29,000 VPD

COOK OUT

Andy's  
Frozen Custard

SUBJECT PROPERTY

tropical CAFE  
SMOOTHIE

Bojangles

GOODYEAR



# AREA OVERVIEW

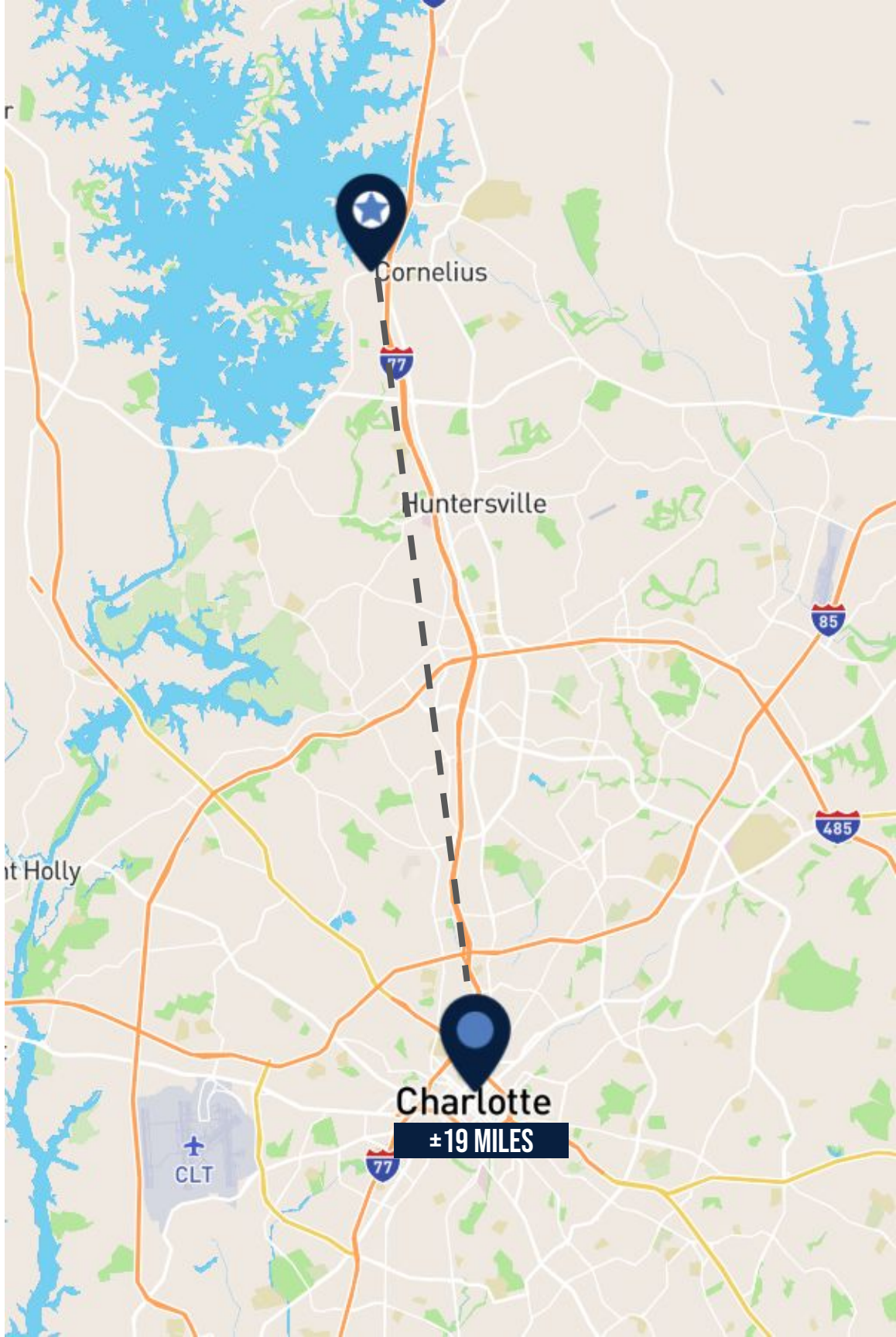
## CORNELIUS, NC

Cornelius, North Carolina, is a town located in the northeastern part of Mecklenburg County along the western shore of Lake Norman. About ±20 miles north of Charlotte, it features a scenic setting that combines historic and modern elements. Established in the late 1800s, the town was named after Cornelius Vanderbilt and grew around the arrival of the railroad. Over time, Cornelius transitioned from a small farming community to a suburban area as Charlotte expanded.

The local culture reflects a mix of historical influences and contemporary suburban life, with community events celebrating its heritage. Residents enjoy the cultural and entertainment offerings of nearby Charlotte while benefiting from a quieter environment in Cornelius. Attractions in the area include Lake Norman which provides opportunities for boating, fishing, and water sports, and parks such as Jetton Park and Ramsey Creek Park which offer beautiful lakefront views and outdoor activities.

The town’s economy is influenced by its residential appeal and proximity to Charlotte. It features a variety of local businesses, retail shops, and restaurants, and is experiencing growth in real estate development. Commuting to downtown Charlotte generally takes about 30 minutes, making Cornelius a popular choice for those who work in the city but prefer a more tranquil living environment.

DEMOGRAPHICS			
POPULATION	2-MILE	4-MILE	6-MILE
Five-Year Projection	27,952	67,236	134,401
Current Year Estimate	26,493	63,006	123,510
2020 Census	26,003	61,599	118,166
Growth Current Year-Five-Year	5.51%	6.71%	8.82%
Growth 2020-Current Year	1.88%	2.28%	4.52%
HOUSEHOLDS	2-MILE	4-MILE	6-MILE
Five-Year Projection	12,604	28,432	54,273
Current Year Estimate	11,964	26,618	49,850
2020 Census	11,514	25,104	46,528
Growth Current Year-Five-Year	5.35%	6.82%	8.87%
Growth 2020-Current Year	3.90%	6.03%	7.14%
INCOME	2-MILE	4-MILE	6-MILE
Average Household Income	\$172,877	\$184,830	\$185,337





# CHARLOTTE, NC MSA



## UPTOWN CHARLOTTE

Uptown Charlotte, the city's central business district, is a vibrant hub of economic, cultural, and social activity. Home to major corporations like Bank of America and Duke Energy, it features a skyline of modern skyscrapers. The area boasts cultural landmarks such as the Levine Center for the Arts, Spectrum Center, and Bank of America Stadium. Known for its walkability, Uptown offers a blend of restaurants, bars, shops, and green spaces like Romare Bearden Park. The LYNX Blue Line light rail connects Uptown with surrounding areas, enhancing its accessibility and appeal.



## NASCAR HALL OF FAME

The NASCAR Hall of Fame in Charlotte, North Carolina, celebrates the rich history and heritage of stock car racing. Situated in Uptown Charlotte, the museum features interactive exhibits, iconic cars, and memorabilia that honor the sport's legends and evolution. Visitors can enjoy immersive displays, a state-of-the-art theater, and racing simulators. As a major attraction in a city known for its motorsports legacy, the Hall of Fame offers an engaging experience for both racing fans and newcomers.



## EDUCATION

Education in Charlotte, North Carolina, is supported by a mix of public, private, and higher education institutions. The Charlotte-Mecklenburg Schools (CMS) district offers comprehensive programs from early childhood through high school. Higher education is represented by institutions like the University of North Carolina at Charlotte, which provides diverse academic programs and research opportunities. The city also features a variety of private and charter schools, alongside community initiatives and partnerships aimed at preparing students for academic and career success.

## TRANSPORTATION

Charlotte, North Carolina, boasts a diverse transportation network designed to facilitate easy movement within the city and beyond. The city is served by the LYNX light rail system, which provides a convenient and efficient way to travel between key areas, including Uptown Charlotte and the surrounding suburbs. The extensive bus network, operated by CATS (Charlotte Area Transit System), complements the rail system, offering comprehensive coverage across the metropolitan area. For drivers, Charlotte's well-maintained roadways and major highways, such as I-77 and I-85, ensure smooth travel both within the city and to neighboring regions. Additionally, Charlotte Douglas International Airport, one of the busiest airports in the country, connects the city to a multitude of domestic and international destinations, further enhancing its accessibility. With ongoing investments in transportation infrastructure, Charlotte continues to improve its connectivity and mobility for residents and visitors alike.



# ECONOMY

Charlotte, North Carolina, has established itself as a major economic hub in the southeastern United States, driven primarily by its robust financial services sector. Often referred to as the second-largest banking center in the U.S. after New York City, Charlotte is home to the headquarters of Bank of America and the East Coast operations of Wells Fargo. The city's strong banking and finance sector has attracted numerous other financial institutions, insurance companies, and professional services firms, contributing to a highly skilled workforce and a stable economic base. In addition, the city's strategic location and well-developed infrastructure have made it a vital logistics and distribution center, further diversifying its economy.

Beyond finance, Charlotte's economy is supported by a growing technology sector, healthcare industry, and a burgeoning energy sector, particularly in renewable energy. The city has also seen a rise in advanced manufacturing, particularly in industries like aerospace and automotive components. With its diverse economic base, Charlotte has continued to attract new businesses and residents, leading to steady population growth and a dynamic real estate market. The city's commitment to economic development, along with its relatively low cost of living, makes it an appealing destination for companies and individuals alike, fueling ongoing economic expansion.



#5 IN BEST PLACES TO LIVE  
(U.S. NEWS & WORLD REPORT)



#16 LARGEST CITY IN U.S.  
(U.S. NEWS & WORLD REPORT)

## LARGEST CHARLOTTE AREA EMPLOYERS (CHARLOTTE BUSINESS JOURNAL)

EMPLOYERS	TOTAL LOCAL EMPLOYMENT
Atrium Health	39,000
Wells Fargo & Co.	27,000
Bank of America Corp.	15,000
American Airlines Group Inc.	14,923
Novant Health Inc.	14,762



# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **20116 W Catawba Ave, Cornelius, NC, 28031** (“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. Neither 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.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services, the property, or the seller by such entity.

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 Owner 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 of this Offering Memorandum.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net (“N”), double net (“NN”), and triple net (“NNN”) leases. The distinctions between different types of leases or within the same type of leases, such as “Bondable NNN,” “Absolute NNN,” “True NNN,” or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant’s respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers’ particular needs.





## EXCLUSIVELY LISTED BY

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