



**12933 Shelbyville Rd | Louisville, KY 40243**  
**OFFERING MEMORANDUM**



LISTED BY

**KYLE MATTHEWS**

BROKER OF RECORD

LICENSE NO. 221925 (KY)

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES

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# EXECUTIVE OVERVIEW

## INVESTMENT HIGHLIGHTS

- **Corporate Guarantee** – The lease is guaranteed by Arby's corporate entity, providing a substantial net worth backing the rent and lease obligations.
- **Strategically Positioned** – The property is ideally situated as an outparcel to a shopping center containing other national retailers such as Target, Walmart Supercenter, Academy Sports, Hobby Lobby, Five Below, Chick Fil A, Wendy's, and more.
- **High Income Area** – The median household income within a 2-mile radius is approximately \$120,000, almost double the national average. The Commonwealth Bank & Trust and BB&T next to the subject Arby's, combined, do over \$225,000,000 in annual deposits, emphasizing the high-income area
- **Louisville, KY** – The property is located in Louisville, KY, home to over 600,000 people, the Kentucky Derby's Churchill Grounds, The University of Louisville, and countless other attractions that make it Kentucky's largest City.
- **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



**\$1,909,901**

LIST PRICE



**\$97,405**

ANNUAL RENT



**5.10%**

CAP RATE

## BUILDING INFO

Address	12933 Shelbyville Rd, Louisville, KY 40243
Building Area	±3,164 SF
Land Area	±0.92 Acres



## TENANT SUMMARY

Tenant	Arby's
Lease Guarantor	Corporate (RTM, Inc.)
Lease Type	Ground Lease
Lease Commencement Date	3/1/01
Rent Commencement Date	9/15/01
Lease Expiration Date	9/30/26
Original Lease Term	±20 Years
Lease Term Remaining	5+ Years
Rent Increases	None remaining. Currently in last option.
Option Periods	None Remaining
Lease Type	NNN
ROFR	No

## ANNUALIZED OPERATING DATA

Years	Monthly Rent	Annual Rent
Current – 9/30/2021	\$7,764.16	\$93,170
10/1/2021 – 9/30/2026	\$8,117.08	\$97,405.00

## 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  
patrick.flanagan@matthews.com

LTV	70%
Interest Rate	3.5%-3.75%
Amortization	25

# LEASE ABSTRACT

<b>TENANT:</b>	Arby's
<b>LEASE GUARANTOR:</b>	Arby's Restaurant Group, Inc.
<b>ADDRESS:</b>	12933 Shelbyville Rd, Louisville, KY 40243
<b>SIZE (GLA):</b>	± 3,164 SF
<b>SIZE (LOT):</b>	± 0.92 AC
<b>RENT COMMENCEMENT:</b>	9/15/01
<b>LEASE EXPIRATION:</b>	9/30/2021 and extended thru 9/30/2026
<b>ORIGINAL LEASE TERM:</b>	Twenty (20) years
<b>RENEWAL OPTIONS:</b>	One (1) Period of Five (5) Years
<b>CURRENT ANNUAL RENT:</b>	\$97,405.00
<b>PERCENTAGE RENT</b>	Tenant pays 3% above the natural breakpoint
<b>SECURITY DEPOSIT</b>	\$5,000.00
<b>RENT INCREASES:</b>	None remaining. Currently in last option.
<b>REAL ESTATE TAXES:</b>	Tenant shall pay, before they become delinquent, all Real Estate Taxes, including any and all taxes and assessments.
<b>COMMON AREA MAINTENANCE</b>	Landlord shall operate and maintain the Common Areas in a manner consistent with good shopping center practices.
<b>MAINTENANCE AND REPAIRS (TENANT):</b>	Tenant shall maintain and repair the Premises, including all repairs structural and non-structural to the interior and exterior of the Improvements and the Premises.
<b>MAINTENANCE AND REPAIRS (LANDLORD):</b>	Landlord shall not be required to make any repairs to or replacements of the Improvements or the Premises during the Term.
<b>INSURANCE:</b>	Landlord shall obtain and maintain insurance with respect to the Common Areas of the Shopping Center and shall be reimbursed by the Tenant for such expenses. Tenant shall obtain and maintain all other insurance and name Landlord as additional insured.
<b>UTILITIES:</b>	Tenants pay all utilities
<b>TENANT ASSIGNMENT AND SUBLETTING:</b>	Tenant shall not assign, transfer, or sublease all or any part of the Premises or any interest without Landlord's consent
<b>RIGHT OF FIRST REFUSAL</b>	None.
<b>ESTOPPEL CERTIFICATES</b>	Prior to taking occupancy of the Premises and thereafter within ten (10) days following receipt of written request from Landlord
<b>FINANCIAL STATEMENTS</b>	Tenant shall prepare and keep, for a period of not fewer than three (3) years, full, complete and accurate books and records. Tenant shall provide such record to Landlord within seven (7) days of the Landlord's request.

# TENANT OVERVIEW



## THE OFFERING

<b>Property Name</b>	<b>Arby's</b>
Property Address	12933 Shelbyville Road, Louisville, KY
<b>Site Description</b>	
Number of Stories	1
GLA	±3,164 SF
Lot Size	±0.92 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.

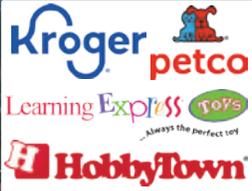
Its headquarters are in Sandy Springs, Georgia, a suburb of Atlanta which uses Atlanta mailing addresses. In 2019, there were 3,472 restaurants. There are locations in six countries outside the United States: Canada, Turkey, Qatar, Kuwait, Egypt, and South Korea.

**±3,472**  
**LOCATIONS**

**1964**  
**YEAR FOUNDED**

**ATLANTA, GA**  
**HEADQUARTERS**

DOWNTOWN LOUISVILLE  
± 16 MILES AWAY



SHELBYVILLE ROAD  
± 36,000 VPD



**HOBBY five**  
**LOBBY BELOW**  
**SALLY ROSS**  
BEAUTY DRESS FOR LESS  
**Orangetheory**  
**Academy**  
SPORTS+OUTDOORS  
**KIRKLAND'S**

**BLAZE PIZZA**

**AT&T**

**Chick-fil-A**

**TEXAS**  
GRILLERY

INTERSTATE  
**265**

**goodwill**

± 87,000 VPD

**DOUBLE DOGS**  
NEW ITALY PASTA

**PANDA EXPRESS**  
CHINESE KITCHEN

**THORNTONS**

**elements**  
massage  
**Spectrum**

**FIVE GUYS**  
BURGERS AND FRIES

**N ENGLISH STATION RD**  
± 17,000 VPD

**DEFY**  
**S**  
**planet fitness**

**NORTON**  
Children's  
Medical  
Associates

**SHELBYVILLE ROAD**  
± 36,000 VPD

**KORT**  
The Best In Rehab.  
**SLEEP OUTFITTERS**  
FURNITURE & MORE

**Visionworks**  
**verizon**

**WALMART**

**El Nopal**  
Mexican Cuisine

**TD TireDiscounters**

**Feeders Supply**  
**crumbl**  
cookies  
**Home Run**  
Burgers & Fries

**Arby's**

**CAPTAIN D'S**  
SEAFOOD KITCHEN

**Wendy's**

## LOUISVILLE, KY

Louisville is Kentucky’s largest metropolitan area and the 29th largest city in the United States. The city is on the border of Kentucky and Indiana, which is separated by a portion of the Ohio River. Louisville is located in Jefferson county, where neighborhoods are teeming with history and culture. Louisville has the largest collection of Victorian-style homes in the country. A variety of 19th-century homes can be spotted in the Louisville neighborhoods.

Louisville has a booming art and food scene. It is a culinary destination as it is home to Restaurant Row where delicious eateries and a fun nightlife awaits locals and visitors. A variety of museums are all just blocks away from each other for people looking to discover Louisville’s history and admire classical and contemporary artworks from around the world. Louisville is also a college town as it is the home to the University of Louisville where it has 3 campuses spread out across the city. There are lots of cultural gems to discover in Louisville.

Due to the low cost of living and the high quality of life, more young professionals, families, and retirees are moving to Louisville to escape more populated and expensive states such as California and New York. Louisville is an amenity-rich location that is also close in proximity to major employers. It is an ideal location for people who are looking for an affordable and hip place to live.



## DEMOGRAPHICS

POPULATION	1 - MILE	3 - MILE	5 - MILE
2026 Projection	6,893	38,428	119,280
2021 Estimate	6,686	38,020	118,111
2010 Census	5,276	34,081	107,163
Annual Growth 2021-2026	0.6%	0.2%	0.2%
Annual Growth 2010-2021	2.4%	1.1%	0.9%
HOUSEHOLDS	1 - MILE	3 - MILE	5 - MILE
2026 Projection	2,751	15,745	48,468
2021 Estimate	2,668	15,563	47,994
2010 Census	2,108	13,935	43,722
Annual Growth 2021-2026	0.6%	0.2%	0.2%
Annual Growth 2010-2021	2.4%	1.1%	0.9%
INCOME	1 - MILE	3 - MILE	5 - MILE
Avg HH Income	\$113,118	\$119,404	\$112,898

## LOUISVILLE ENTERTAINMENT

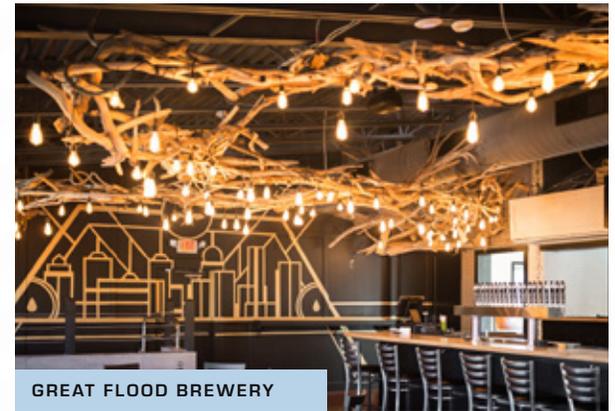
The Highlands neighborhood in Louisville is home to local boutiques, businesses, and Restaurant Row, which are all within walking distance from residential properties. Victorian-style homes can also be spotted in the Highlands neighborhood as it was built in 1774.

Restaurant Row is located in the neighborhood of the Highlands and is Louisville's most densely restaurant-populated spot. It is a 3-mile stretch of local and national restaurants, bars, and breweries that are all within walking distance of each other on Bardstown Road and Baxter Avenue. Bardstown Road and Baxter Avenue are the perfect places to discover the food and bar scene in Louisville.

Popular eateries include Jack Fry's and Seviche. Established in the 1930s, Jack Fry's is an upscale bistro where visitors can listen to live jazz music and taste Modern American dishes. Established in 2005, Seviche is a delicious Latin American restaurant where Chef Anthony Lamas gives guests an unforgettable dining experience. Popular breweries include Great Flood, Cumberland Brewery, and Holy Grale. Both Great Flood and Cumberland Brewery offer their own brews, while Holy Grale is the place to discover exotic beers from around the world.

The Kentucky Derby, presented by Woodford Reserve, is a top rank stakes race for 3-year-old Thoroughbreds. The event takes place annually at the Churchill Downs Racetrack on the first Saturday of May. Over 155,000 people come to spectate and bet at one of the most popular horse races in the globe each year. Legendary horses such as Secretariat, Barbaro, and American Pharaoh competed in the Kentucky Derby.

Fourth Street Live is a 25,000 square foot dining and entertainment center located on 4th Street in Downtown Louisville. It contains several bars, restaurants, and entertainment venues such as Guy Fieri's Smokehouse, Bourbon Raw, Hard Rock Café, and Jim Beam Urban Stillhouse. It is the place to visit for a fun-filled night in Louisville.



GREAT FLOOD BREWERY



THE KENTUCKY DERBY



FOURTH STREET LIVE

## OHIO RIVER

*± 2.0 miles from Subject Property*

The Ohio River flows from Pennsylvania to Illinois. Part of the 981-mile-long river flows in between Kentucky and Indiana. Various parks and golf courses in Louisville are located by the Ohio River. Visitors are also able to cruise on the Ohio River using the Belle of Louisville. The Belle of Louisville is over 100 years old, making it the oldest operating Mississippi-style steamboat in Louisville.

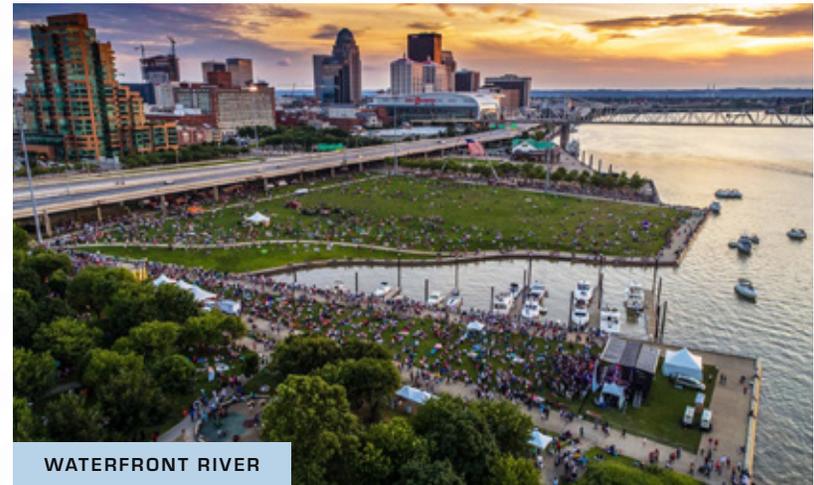


OHIO RIVER

## WATERFRONT PARK

*± 2.0 miles from Subject Property*

The Waterfront Park is an 85-acre urban park that holds several events such as the Forecastle Festival, Fourth of July at the Waterfront Park, and WFPK Waterfront Wednesdays. Visitors can get a breathtaking view of the Big Four Bridge that connects Louisville, Kentucky to Jeffersonville, Indiana at the park. Over 2.2 million people visit the park each year for the annual events or just to get away from the hustle and bustle of the city.

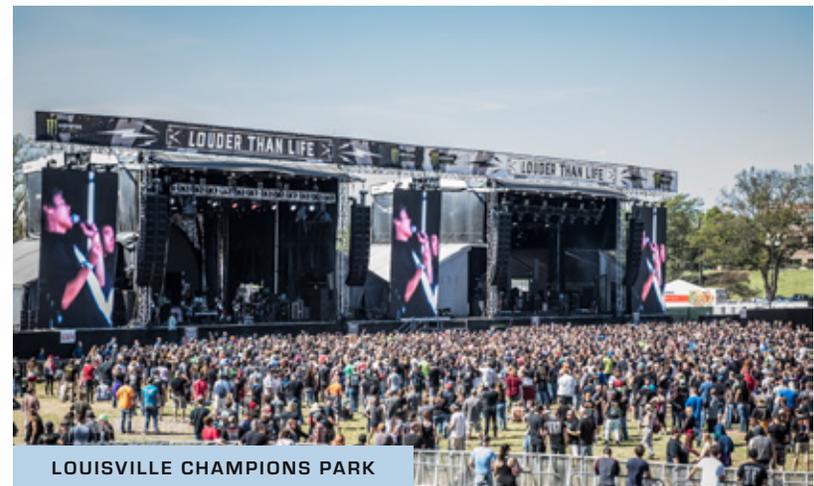


WATERFRONT RIVER

## LOUISVILLE CHAMPIONS PARK

*± 3.0 miles from Subject Property*

The Louisville Champions Park is a 222-acre park that features 11 multi-use lawns where field sports, events, and outdoor concerts are held annually.



LOUISVILLE CHAMPIONS PARK



## UNIVERSITY OF LOUISVILLE

*±20,000 students*

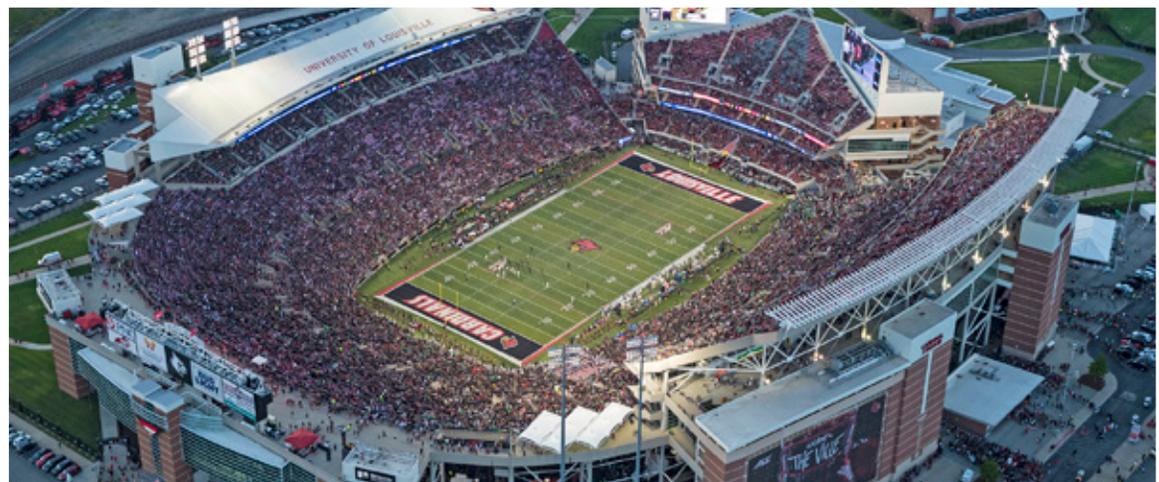
Established in 1798, the University of Louisville is a public research university with 3 campuses spread out in Jefferson County. The Belknap Campus, which is the main campus, is made up of 287 acres where 8 of the university's schools are located. The Health Sciences Center is home to the University of Louisville Hospital, the School of Medicine, the School of Nursing, the School of Public Health and Information Services, and the School of Dentistry. The ShelbyHurst Campus is made up of 230 acres where business and technology offices such as the Center for Predictive Medicine and the Information Technology Resources Center for the US Department of Homeland Security are located. The University of Louisville has more than 200 degree programs across all 12 schools.

## UNIVERSITY OF LOUISVILLE HOSPITAL

The University of Louisville Hospital is located in downtown Louisville. It is a teaching hospital that performs general medical and surgical procedures. The hospital is known for its cancer, trauma, and stroke center that all contain innovative technology.

## ATHLETICS

The University of Louisville is known for its Louisville Cardinals athletics. The Louisville Cardinals participate in 9 men's sports and 12 women's sports. In 2019, the football team won the Music City Bowl against the Mississippi State Bulldogs. The field hockey team currently ranks fifth in the nation and won the university's first NCAA Tournament game during the 2019-2020 school year. The volleyball team advanced to the final 8 teams of the NCAA championship, which was the university's highest finish in school history, during the 2019-2020 school year. The Louisville Cardinals ranked No. 20 in ESPN's 2020 preseason FPI. The men's basketball team has ranked in the top 7 nationally in home attendance for the last 39 consecutive years. Additionally, the men's basketball team have officially won two NCAA championships in 1980 and 1986; and have officially been to 8 Final Fours in 38 official NCAA tournament appearances while compiling 61 tournament wins.



## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Arby's** located at **12933 Shelbyville Road, Louisville, KY** ("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.

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 corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Matthews Real Estate Investment Services.

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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