

**CALIBER  
COLLISION**

Caliber Collision (1,700+ Locations) | Early 5-Year Lease Extension



OFFERING MEMORANDUM

**CALIBER COLLISION**  
GLEN CARBON, IL

Marcus & Millichap  
THE SULO GROUP

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Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any single tenant property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

**By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this single tenant property.**

**CALIBER COLLISION**  
 28 Kettle River Road  
 Glen Carbon, IL 62034

## FINANCIAL SUMMARY

Price	\$1,393,000
Cap Rate	7.50%
Net Operating Income	\$104,412
Building Sq Ft	9,950
Year Built	2008   2019
Lot Size	1.01 Acres

## LEASE SUMMARY

Lease Type	Double Net
Tenant	Caliber Collision
Guarantor	Corporate
Roof and Structure	Landlord Responsible
Primary Term	10 Year
Lease Commencement Date	1/1/13
Rent Commencement Date	1/1/23
Lease Expiration Date	12/31/27
Term Remaining	4+ Years
Rental Increases	No
Renewal Options	One, Five-Year

## OPERATING DATA

Lease Years	Annual Rent	Cap Rate
11-15	\$104,412	7.50%
Options	Annual Rent	Cap Rate
16-20 (Option 2)	\$111,720	8.02%

<b>Base Rent</b>	<b>\$104,412</b>
<b>Net Operating Income</b>	<b>\$104,412</b>
<b>Total Return</b>	<b>7.50%   \$104,412</b>

# HIGHLIGHTS

- **Corporate Guaranty from Caliber Collision (1,700+ Locations)** - Caliber Collision is the nation's largest collision repair provider with 1,700+ I-CAR Gold Class Professional certified collision repair centers across 41 states. With 2022 revenues exceeding \$5.7 Billion, Caliber Collision corporately guarantees this lease behind a strong private equity backing from majority owner, Hellman & Friedman (\$25 Billion of total assets under management). Caliber Collision was recently upgraded by Moody's Credit Rating to a "B2" rating and has a Standard & Poor's "B" Rating.
- **Early 5-Year Lease Extension** - Showing commitment to the site, Caliber just extended their lease early for an additional, 5-year term. Caliber had an original, 10-year lease and has one, five-year option remaining. The lease features 6.50% rental increases every five years, with the next to occur in the next option period.
- **Affluent St. Louis Submarket** - The location in Glen Carbon benefits from its proximity to St. Louis, which lies less than 15 miles outside of the city. The area also boasts a very strong average household income exceeding \$142k per household.
- **Strong Surrounding Retail** - The subject property is located less than a half-mile from the Edwardsville Marketplace and Edwardsville Crossing. There is a strong presence of national retailers including: Walmart Supercenter, Target, Sam's Club, Schnucks, Aldi, Home Depot, Lowe's, Office Max, Kohl's, TJ Maxx, Old Navy, Michael's, Ashley, Goodwill, Petco, PetSmart, Walgreens, CVS, McDonald's, Taco Bell, Panera, KFC, and more.





# SITE PLAN

## SITE PLAN KEY

Parcel Outline



Building Sq Ft

9,950 Sq Ft

Lot Size

1.01 Acres

Ingress/Egress







<b>No. of Locations:</b>	<b>No. of States:</b>	<b>Year Founded:</b>	<b>Headquarters:</b>	<b>Website:</b>
1500+	40	1997	Lewisville, TX	Website: <a href="http://calibercollision.com">calibercollision.com</a>

Caliber Collision centers are the nation's largest collision repair company. They have an unyielding commitment to their customers, their communities, our culture and only the highest-quality service. It's a commitment that began when the company was founded in 1997 and continues strong to this day. To continue improving, they not only set new standards in customer service, but also implement cutting edge technology at every turn.

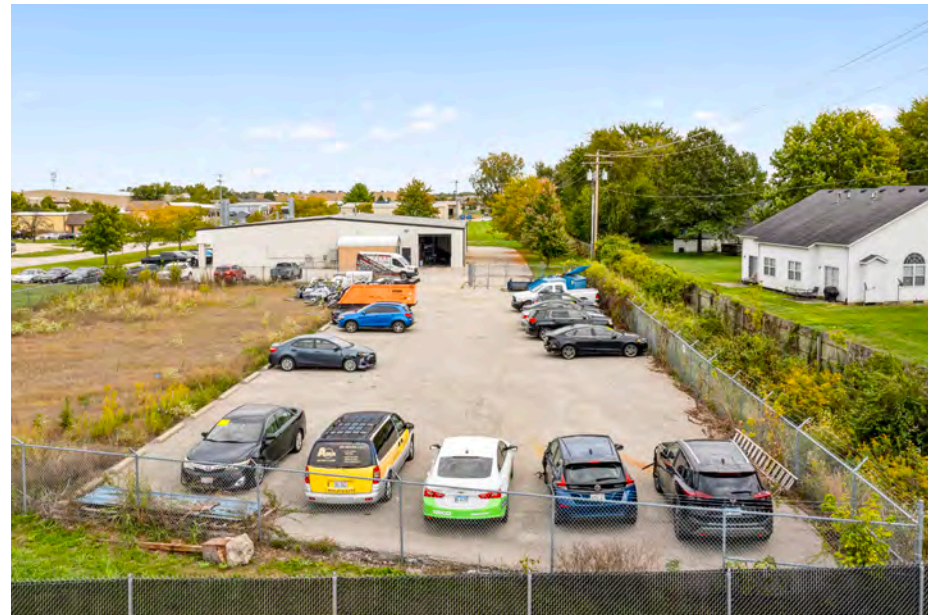
The company repairs more than 450,000 vehicles annually and has more than 580 convenient, state-of-the-art repair centers. They are growing throughout Arizona, California, Colorado, Delaware, Florida, Georgia, Maryland, Nevada, New Jersey, New Mexico, North Carolina, Oklahoma, Pennsylvania, South Carolina, Texas, Virginia, Wyoming, Washington DC, and West Virginia.

Caliber has recently acquired ABRA Auto Body. The combined company now boasts over 1,000 stores. The majority of ABRA's locations were in states in which Caliber previously had no presence. Caliber operated in only 10 of those states. They now have 18 additional states and now operate in 37 states. Caliber now has significant market presence in each of the primary markets of its main competitors.

Caliber has grown to 1,500 centers nationwide and features a full range of automotive services, including Caliber Collision, one of the nation's largest auto collision repair provider across 40 states; Caliber Auto Care for mechanical repair and quick oil change services and Caliber Auto Glass for glass repair and replacement.

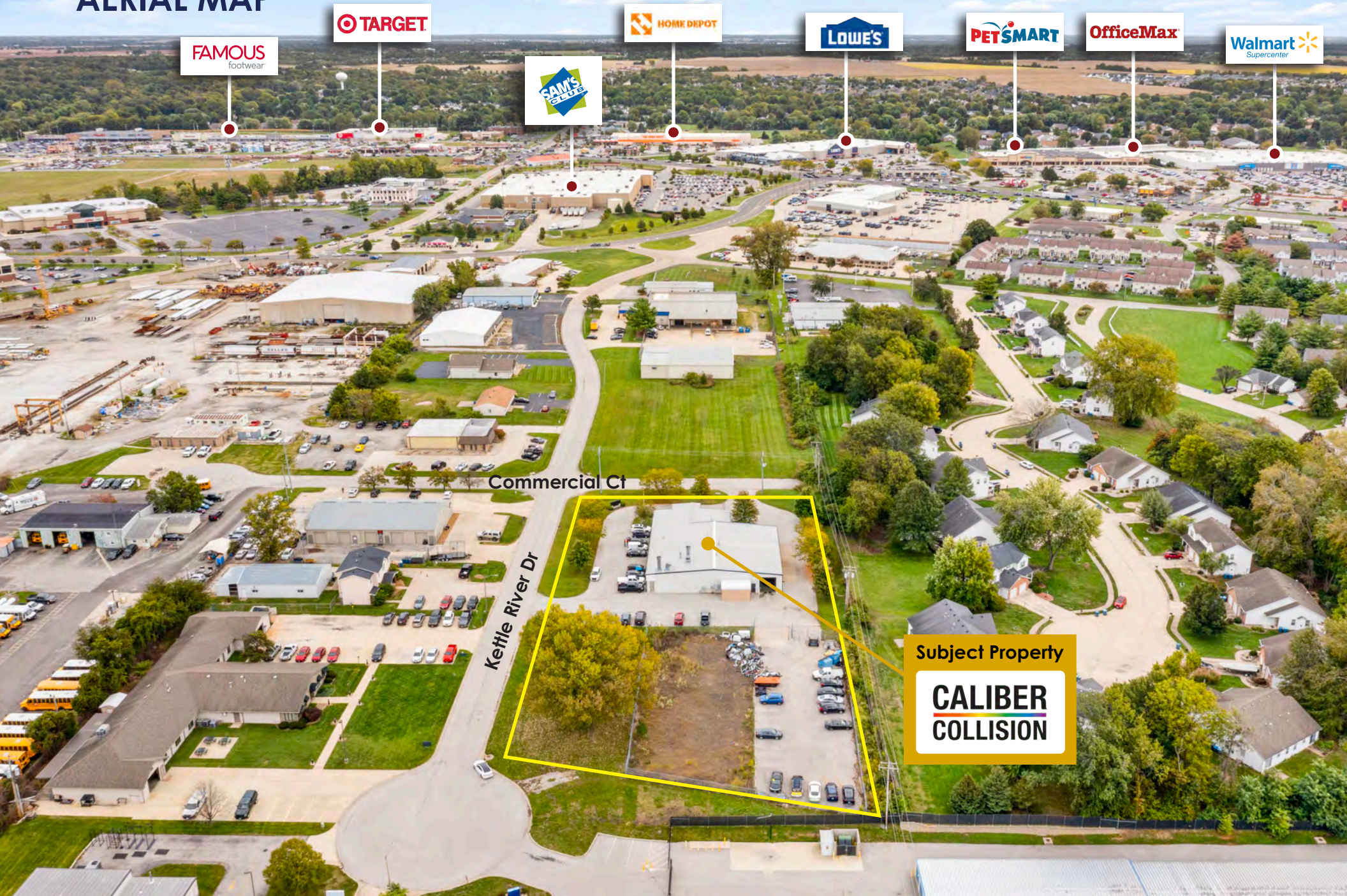
With the purpose of Restoring the Rhythm of Your Life®, Caliber's more than 24,000 teammates are committed to getting customers back on the road safely, and back to the rhythm of their lives, every day. Dedicated to providing an outstanding customer experience, Caliber continues to rank among the highest customer satisfaction scores in the industry.







# AERIAL MAP








12,045 Students Enrolled (Fall 2023)

NOTHING bundt CAKES  
 1818 CHOPHOUSE  
 Hi-Pointe  
 oaxaca  
 kloss FURNITURE  
 AMERICAN KOLACHE  
 Doc's Smokehouse

Trace on the Parkway  
 191 Units

KIRKLAND'S  
 TJ-MAXX  
 Dierbergs  
 Ashley HOMESTORE  
 BEST BUY  
 Starbucks  
 petco  
 SUPERCUTS  
 Red Robin GOURMET BURGERS & BEERS  
 Michael's  
 Orangetheory FITNESS  
 BUFFALO WILD WINGS  
 PAPA MURPHY'S TAKE 'N BAKE PIZZA  
 verizon

SMOOTHIE KING  
 cricket wireless  
 DOLLAR TREE

JIMMY JOHNS Ship Center  
 FedEx  
 Quiznos  
 Twisted Biscuit

Governous Pkwy  
 7,028 CPD

EDWARDSVILLE HIGH SCHOOL  
 2,367 Students

Pizza Hut  
 MCDONALD'S  
 Arby's  
 TACO BELL

Wendy's

The Social Edwardsville Apartments  
 120 Units

METRO-EAST LUTHERAN HIGH SCHOOL  
 174 Students

CRICKEN SLAD CHICK  
 Moe's

KOHL'S

EDWARDSVILLE SCHOOL DISTRICT SEVEN SPORTS COMPLEX

Subject Property  
**CALIBER COLLISION**

planet fitness

amc

Schnucks  
 TARGET  
 FIREHOUSE SUBS  
 HAWAIIAN BROS ISLAND GRILL  
 HIBBETT SPORTS  
 HomeGoods  
 maurices  
 Freddy's STEAKBURGERS

SUNSET HILLS COUNTRY CLUB

N Bluff Rd  
 13,782 CPD

PLAY IT AGAIN SPORTS  
 SUBWAY

McALISTER'S DELI

AT&T

sam's club

AspenDental

usbank

LOWE'S

THE HOME DEPOT

Busey

Little Caesars  
 Valvoline  
 JIMMY JOHNS

Associated Bank

MIDAS

WALGREENS

ALDI

Walmart Supercenter  
 PET SMART  
 PAPA JOHN'S  
 OfficeMax  
 SportClips HAIRCUTS  
 Applebee's GRILL & BAR  
 goodwill  
 KFC  
 Jack in the box  
 Denny's

EDLEY'S BAR-B-QUE

Troy Rd  
 21,272 CPD

SCOOTERS



# LOCATION OVERVIEW

## GLEN CARBON

Located in Madison County, Illinois, Glen Carbon is a village with a rich history rooted in coal mining and brick making. As of 2020, it boasts a population of 13,842. While its early days were marked by industrial activities, today's Glen Carbon is primarily a residential hub complemented by a mix of retail and service businesses. Delving into the economic landscape, the village exhibits a median household income of \$55,841, with families earning a median of \$72,182. Individuals, on average, have an income of \$26,374. Despite this prosperity, a segment of the community, representing 5.9%, lives below the poverty line. The unemployment rate stands at a low 3.6%, with 65.3% of the population actively participating in the labor force.

Major industries that dominate the economic scene include health care and social assistance, retail trade, and educational services. Among the top employers are Southern Illinois University Edwardsville, Edwardsville School District 7, and Anderson Hospital. In 2017, Glen Carbon saw substantial retail activity, recording sales of \$334,055,000, which translates to \$25,714 per capita. Beyond its economic facets, the village is renowned for its recreational offerings, particularly the Ronald J. Foster Sr. Heritage Bike Trail and the Nickel Plate Bike Trail. These trails, beloved by both residents and visitors, enhance the village's appeal. Moreover, the presence of the heritage museum and a historic log cabin stands as a testament to Glen Carbon's cherished history and culture. In essence, Glen Carbon is a thriving village, offering its residents a harmonious blend of growth, prosperity, and an enriched quality of life.



**16 MILES**  
DOWNTOWN  
ST. LOUIS, MO



**22 MILES**  
ST. LOUIS LAMBERT  
INTERNATIONAL AIRPORT



**1.25 MILE**  
MONTCLAIRE  
SHOPPING CENTER



**19 MILES**  
UNIVERSITY OF  
MISSOURI-ST. LOUIS



ST. LOUIS CAPITAL



ST. LOUIS LAMBERT INTERNATIONAL AIRPORT



UNIVERSITY OF MISSOURI-ST. LOUIS

## GLEN CARBON

Glen Carbon is a village located in Madison County, Illinois. With its history rooted in coal mining and brick making, the village has transformed over the years into a predominantly residential community. As of 2020, Glen Carbon had a population of 13,842. While it boasts a mix of retail and service businesses, it's the village's rich history and cultural touchstones that make it stand out. The area is home to recreational amenities such as the Ronald J. Foster Sr. Heritage Bike Trail and the Nickel Plate Bike Trail, which attract both residents and visitors alike. Glen Carbon also preserves its heritage through a dedicated museum and a historic log cabin. The village's strong economic indicators, including its diverse industries and major employers like Southern Illinois University Edwardsville, contribute to a high quality of life for its residents. In summary, Glen Carbon is a blend of historical charm and modern amenities, offering a prosperous and fulfilling living environment.



### Central Location

Glen Carbon benefits from its proximity to St. Louis, which lies only 15 miles southwest of the town.



### Excellent Transportation System

Glen Carbon benefits from a transportation system in Illinois that is mainly from East to West along the Interstate 270.



### Affordable Cost-Of-Living

Glen Carbon Housing prices are approx. 9.4% lower than the national average. Providing residents with good housing affordability.



## QUALITY OF LIFE

Glen Carbon enjoys a temperate climate characterized by four unique seasons and boasts commendably clean air. The village offers a plethora of attractions and facilities, including parks, nature reserves, trails, shopping venues, eateries, and cultural events. As a member of the St. Louis metropolitan region, residents benefit from enhanced transportation, medical services, and entertainment choices. Through initiatives like the Cool Cities Committee, Glen Carbon actively pursues environmental conservation and sustainable practices, aiming to minimize its carbon footprint and counteract global warming. The village represents an ideal locale for those seeking the charm of a small town combined with the conveniences of urban living.



## ECONOMY

Situated in Madison County, Illinois, Glen Carbon has transitioned from its historical roots in coal mining and brick making to a contemporary economic hub. With a 2020 population of 13,842, the village now thrives as a nexus for retail and service sectors while maintaining its residential charm. The economic health of Glen Carbon is evident with a robust median household income of \$55,841 and a median family income of \$72,182. On a per capita basis, earnings stand at \$26,374. The village benefits from a low unemployment rate of 3.6%, and an active labor force participation rate of 65.3%. The backbone of Glen Carbon's economy comprises health care, social assistance, retail trade, and educational services, with significant employment contributions from entities like Southern Illinois University Edwardsville, Edwardsville School District 7, and Anderson Hospital. Retail remains a dynamic sector, with 2017 figures showcasing sales of \$334,055,000, amounting to per capita sales of \$25,714.



## DEMOGRAPHICS

The village is expected to add more than 204 people through 2027, which corresponds to a 1.5% increase in the population. Glen Carbon Housing prices are approx. 9.4% lower than the national average. Providing residents with good housing affordability. Roughly 31.24% of people ages 25 and older hold bachelor's degrees; 24.09% have also earned a graduate or professional degree.

## TOP EMPLOYERS

EMPLOYER	INDUSTRY
Southern Illinois University Edwardsville	Education
Madison County Government	Government
Edwardsville Community School	Education
TheBank of Edwardsville	Finance
YMCA	Fitness
Walmart of Glen Carbon	Retail
Meridian Village Senior Living	Healthcare
Eden Village Retirement Community	Healthcare
Lowe's	Home Improvement

POPULATION	1-MILE	3-MILE	5-MILE
2010 Population	5,438	37,355	57,340
2022 Population	5,619	39,694	60,361
2027 Population	5,725	40,702	61,711

HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2010 Households	2,025	14,359	22,209
2022 Households	2,070	14,806	22,914
2027 Households	2,120	15,227	23,567

INCOME	1-MILE	3-MILE	5-MILE
Median Household Income	\$101,855	\$92,797	\$92,672
Per Capita Income	\$53,093	\$49,596	\$49,030
Average Household Income	\$142,924	\$130,407	\$127,335

## POPULATION

Glen Carbon, IL flourishes as a community marked by its diverse and continuously evolving demographic tapestry. As of the latest count, Glen Carbon proudly hosts 13,842 residents. It's essential to acknowledge that these figures can vary due to events like births, deaths, relocations, and village developments.

## HOUSEHOLDS

Glen Carbon offers a wide array of housing options designed to meet different financial needs. Whether one is seeking an affordable apartment or a roomy standalone home, Glen Carbon's goal is to ensure every resident secures a dwelling that aligns with their comfort and budgetary considerations.

## INCOME

Dedicated to upholding a superior quality of life, Glen Carbon boasts numerous facilities, from exemplary schools to recreational parks and cultural venues, all designed to enhance the overall community experience, irrespective of income levels.

## EDUCATION

With a strong emphasis on academic excellence, Glen Carbon is devoted to providing top-notch educational opportunities for all its residents. The village features a mix of both public and private educational establishments, guaranteeing that every student is accorded a high-caliber learning experience.

## HOUSING

Glen Carbon is distinguished by its broad housing spectrum. Options range from lively village apartments to tranquil suburban homes and community-oriented neighborhoods. The village takes immense pride in its extensive housing repertoire that caters to varied tastes and financial thresholds.

## EMPLOYMENT

Glen Carbon's employment arena is diverse and vibrant, offering a multitude of job avenues across domains like healthcare, education, and retail. This rich tapestry ensures that residents have abundant opportunities for career development and diversification.

