

**CALIBER
COLLISION**

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



OFFERING MEMORANDUM

CALIBER COLLISION
O'FALLON, 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
 1274 Central Park Drive
 O'Fallon, IL 62269

FINANCIAL SUMMARY

Price	\$3,214,000
Cap Rate	7.50%
Net Operating Income	\$240,984
Building Sq Ft	17,500
Year Built	1999 2019
Lot Size	2.47 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	\$240,984	7.50%
Options	Annual Rent	Cap Rate
16-20 (Option 2)	\$257,856	8.02%

Base Rent	\$240,984
Net Operating Income	\$240,984
Total Return	7.50% \$240,984

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.
- **Dense and Highly Trafficked Corridor** - The property is positioned just off of the interstate, with Central Park Dr seeing daily traffic counts exceeding 24k VPD. The area is densely populated with 102k people residing within a 5-mile radius and 232k people residing within a 10-mile radius. The location sits between two of the area's largest shopping malls. Less than a mile to the north, is the Lincoln Crossing featuring a tenant lineup including: Walmart Supercenter, Home Depot, Sam's Club, Academy Sports, PetSmart, McDonald's and more. Less than a mile to the south, is the Green Mount Crossing with more national retailers including Target, Dierbergs Markets, Ashley's, Michael's, Panera, Starbucks, and more.
- **Strategically Positioned within Automotive Corridor** - The property is situated right in the middle of the market's largest automotive corridor, featuring many tenants and businesses that supplement the operations of Caliber Collision. Immediately surrounding the property are a number of automotive dealers including: Newbold BMW, Newbold Toyota, Sierra Honda, CarMax, Aufferberg Ford, Aufferberg Hyundai, Aufferberg Nissan, Gateway Classic Cars, Jack Schmitt Chevrolet, Jack Schmitt Auto World, etc. Outside of the heavy dealership presence, there are a handful of other automotive tenant's including: Discount Tire, Club Car Wash, Dobbs Tire, Schaefer's Auto, Sparkle Express Car Wash and more.



SITE PLAN KEY

Parcel Outline



Building Sq Ft

17,500 Sq Ft

Lot Size

2.47 Acres

Ingress/Egress





No. of Locations:	No. of States:	Year Founded:	Headquarters:	Website:
1500+	40	1997	Lewisville, TX	Website: calibercollision.com

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.

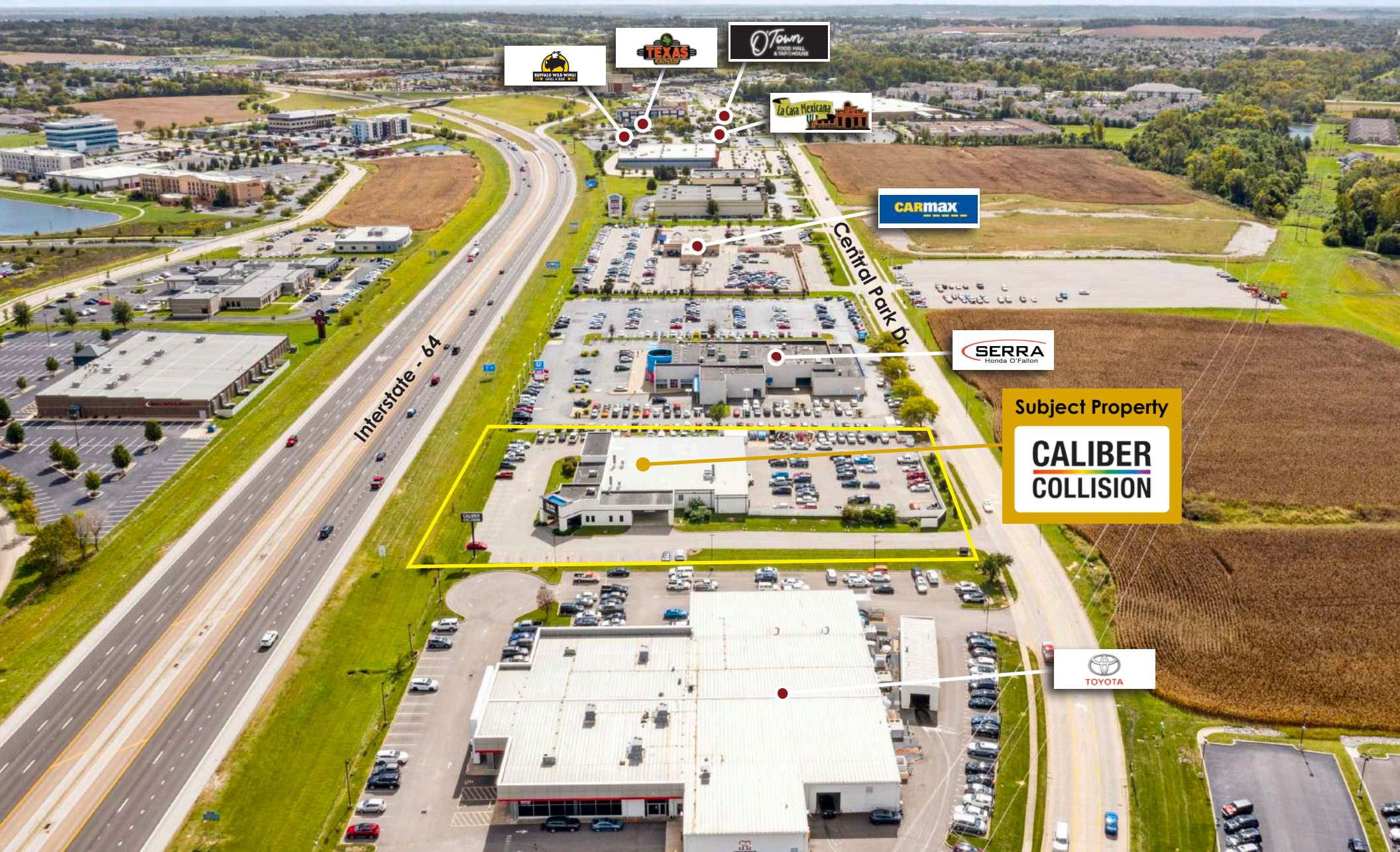
Caliber has recently acquired ABRA Auto Body. The combined company now boasts over 1,000 stores. The majority of ABRA's locations were in states in which Caliber previously had no presence. Caliber operated in only 10 of those states. They now have 18 additional states and now operate in 37 states. Caliber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



LOCATION OVERVIEW

O'FALLON

O'Fallon, IL, situated in St. Clair County, stands as a testament to the growth and prosperity of the Southern Illinois region. As the second-largest city in both the Metro-East region and Southern Illinois, it contributes significantly to the St. Louis Metropolitan Statistical Area. With a population of 32,289 as of 2020, O'Fallon has solidified its place in history with a rich tradition in trade and industry. This foundation offers a promising trajectory for the city's future endeavors.

Delving into O'Fallon's economic stature, several key metrics emerge that paint a vivid picture of its financial landscape. In terms of income, the median household and family incomes in 2021 stood at \$55,927 and \$66,262, respectively. Furthermore, the per capita income for O'Fallon residents was noted at \$24,821. While the city boasts these impressive figures, it is essential to note that approximately 4.1% of families and 5.0% of the total population reside below the poverty threshold.

A glance at the housing market in O'Fallon reveals an owner-occupied rate of 72.6%, with the median value of these homes being \$224,000. In 2017, the city witnessed substantial retail activity, recording per capita sales of \$31,385.

O'Fallon has strategically positioned itself as a hub for business and recreation through its "Destination O'Fallon" program. This initiative is geared towards bolstering the city's economy by luring visitors and commercial entities to its sports park, a significant economic powerhouse in the metro-east vicinity. This commitment to growth is further evidenced by the city's burgeoning food and beverage sector, which has witnessed a 49% growth since 2016. Similarly, the sales tax has seen an uptick of 26% within the same period, underscoring O'Fallon's economic vitality.



1.5 MILES
DOWNTOWN
O'FALLON, IL



7 MILES
MIDAMERICA
ST. LOUIS AIRPORT



1 MILE
LINCOLN
CROSSINGS



21 MILES
UNIVERSITY OF
MISSOURI-ST. LOUIS



ST. LOUIS CAPITAL



MIDAMERICA ST. LOUIS AIRPORT



UNIVERSITY OF MISSOURI-ST. LOUIS

O'FALLON

O'Fallon, IL is a prominent city located in St. Clair County, Illinois. As the second-largest city in the Metro-East region and Southern Illinois, it plays a significant role in the St. Louis Metropolitan Statistical Area. With a rich heritage in trade and industry, O'Fallon boasts a population of over 32,000 residents. The city is known for its solid economic foundation, with notable indicators like its median household income and a high owner-occupied housing rate. Furthermore, O'Fallon has invested in programs such as "Destination O'Fallon" to attract visitors and businesses, emphasizing its commitment to growth and prosperity in the region.



Central Location

The O'Fallon's location within 13 miles of St. Louis gives it excellent access to Missouri's second largest city.



Excellent Transportation System

O'Fallon has an impressive transportation system due to its proximity to St. Louis where Interstate 64 cuts east west right thru the center of O'Fallon on their way to St. Louis.



Affordable Cost-Of-Living

O'Fallon Housing prices are approx. 13% lower than the national average. Providing residents with good housing affordability.



QUALITY OF LIFE

O'Fallon, IL, nestled in St. Clair County, boasts a harmonious blend of small-town charm and metropolitan conveniences, offering its residents an unparalleled quality of life. The city is marked by its expansive parks, state-of-the-art sports facilities, and top-tier educational institutions. Coupled with a vibrant cultural scene, diverse shopping and dining options, and a steadfast commitment to safety, O'Fallon emerges as a community that celebrates both its rich history and a promising future, making it an ideal haven for families and individuals seeking a well-rounded and fulfilling lifestyle.

ECONOMY

Examining O'Fallon's economic framework, several indicators provide a comprehensive view of its fiscal health. The median household income in 2021 was \$55,927, while families earned a median of \$66,262. Additionally, the average income for an O'Fallon resident was pegged at \$24,821. It's worth noting, however, that about 4.1% of families and 5.0% of the general population live beneath the poverty line. In terms of real estate, 72.6% of homes in O'Fallon are owner-occupied, with a median home value of \$224,000. Reflecting on retail trends from 2017, the city reported per capita sales amounting to \$31,385.

DEMOGRAPHICS

The city is expected to add more than 1,369 people through 2027, which corresponds to a 6.6% increase in the population. O'Fallon Housing prices are approx. 4.6% lower than the national average. Providing residents with a more modest housing affordability. Roughly 26.05% of people ages 25 and older hold bachelor's degrees; 21.36% have also earned a graduate or professional degree.



SCOTT AIR FORCE BASE

TOP EMPLOYERS

EMPLOYER	INDUSTRY
Scott Air Force Base	Government
Amazon Inc.	Retail
Southern Illinois University Edwardsville	Education
Hospital Sisters Health System	Healthcare
Southwestern Illinois College	Healthcare
U.S. Steel	Manufacturing
Southwestern Illinois Health Facilities Inc.	Healthcare
Wieland Rolled Products (formerly Olin Brass)	Manufacturing
Phillips 66 Wood River Refinery	Energy
Alton Memorial Hospital	Healthcare

POPULATION	1-MILE	3-MILE	5-MILE
2010 Population	4,745	48,224	99,889
2022 Population	5,074	50,110	101,110
2027 Population	5,330	52,368	104,201

HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2010 Households	2,103	19,199	39,970
2022 Households	2,331	20,383	41,173
2027 Households	2,488	21,369	42,583

INCOME	1-MILE	3-MILE	5-MILE
Median Household Income	\$68,306	\$80,225	\$72,511
Per Capita Income	\$41,098	\$43,888	\$39,943
Average Household Income	\$89,453	\$107,856	\$97,865

POPULATION

O'Fallon stands out as a vibrant community, characterized by its rich tapestry of demographics. As of September 2023, O'Fallon's population was recorded at 29,228 residents. It's essential to consider that such numbers can be influenced by factors like births, deaths, migrations, and urban developments.

HOUSEHOLDS

O'Fallon is home to a broad spectrum of housing options tailored to fit diverse financial backgrounds. Whether it's affordable apartments or spacious standalone homes, the city's goal is to ensure every resident finds a home that aligns with their comfort and budget.

INCOME

Committed to elevating the quality of life for all, O'Fallon offers an array of facilities, from top-tier schools to recreational parks and cultural hubs, all aiming to enrich the community experience regardless of income brackets.

EDUCATION

Committed to elevating the quality of life for all, O'Fallon offers an array of facilities, from top-tier schools to recreational parks and cultural hubs, all aiming to enrich the community experience regardless of income brackets.

HOUSING

The city of O'Fallon showcases a wide range of housing choices, from bustling urban apartments to serene suburban residences and family-centric neighborhoods, catering to an array of preferences and financial capacities.

EMPLOYMENT

With a diverse and flourishing employment landscape, O'Fallon provides myriad career opportunities spanning sectors like healthcare, IT, manufacturing, education, and retail. This diverse landscape ensures residents have ample avenues for career progression and growth.

