

**CALIBER  
COLLISION**

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



**OFFERING MEMORANDUM**

**CALIBER COLLISION**  
SWANSEA, 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.

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## CALIBER COLLISION

8 Fullerton Road  
Swansea, IL 62226

### FINANCIAL SUMMARY

Price	\$3,288,000
Cap Rate	7.50%
Net Operating Income	\$246,588
Building Sq Ft	15,775
Year Built	1989   2019
Lot Size	1.34 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	\$246,588	7.50%
Options	Annual Rent	Cap Rate
16-20 (Option 2)	\$263,844	8.02%

<b>Base Rent</b>	<b>\$246,588</b>
<b>Net Operating Income</b>	<b>\$246,588</b>
<b>Total Return</b>	<b>7.50%   \$246,588</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.
- **Stop-Light Intersection with Multiple Access Points** - The location is situated at the stop-light intersection of Fullerton Rd and Belt W (IL-161), in which the intersection sees a daily traffic count exceeding 29,000 VPD. IL-161 feeds directly into downtown St. Louis. The site also has multiple points of ingress and egress, benefitting from traffic flow from both IL-161 and Fullerton Rd.
- **Densely Populated St. Louis Submarket** - Located just 13-miles from downtown St. Louis, roughly 118k people reside within a 5-mile radius and 241k people reside within a 10-mile radius of the subject property.





# SITE PLAN

## SITE PLAN KEY

Parcel Outline



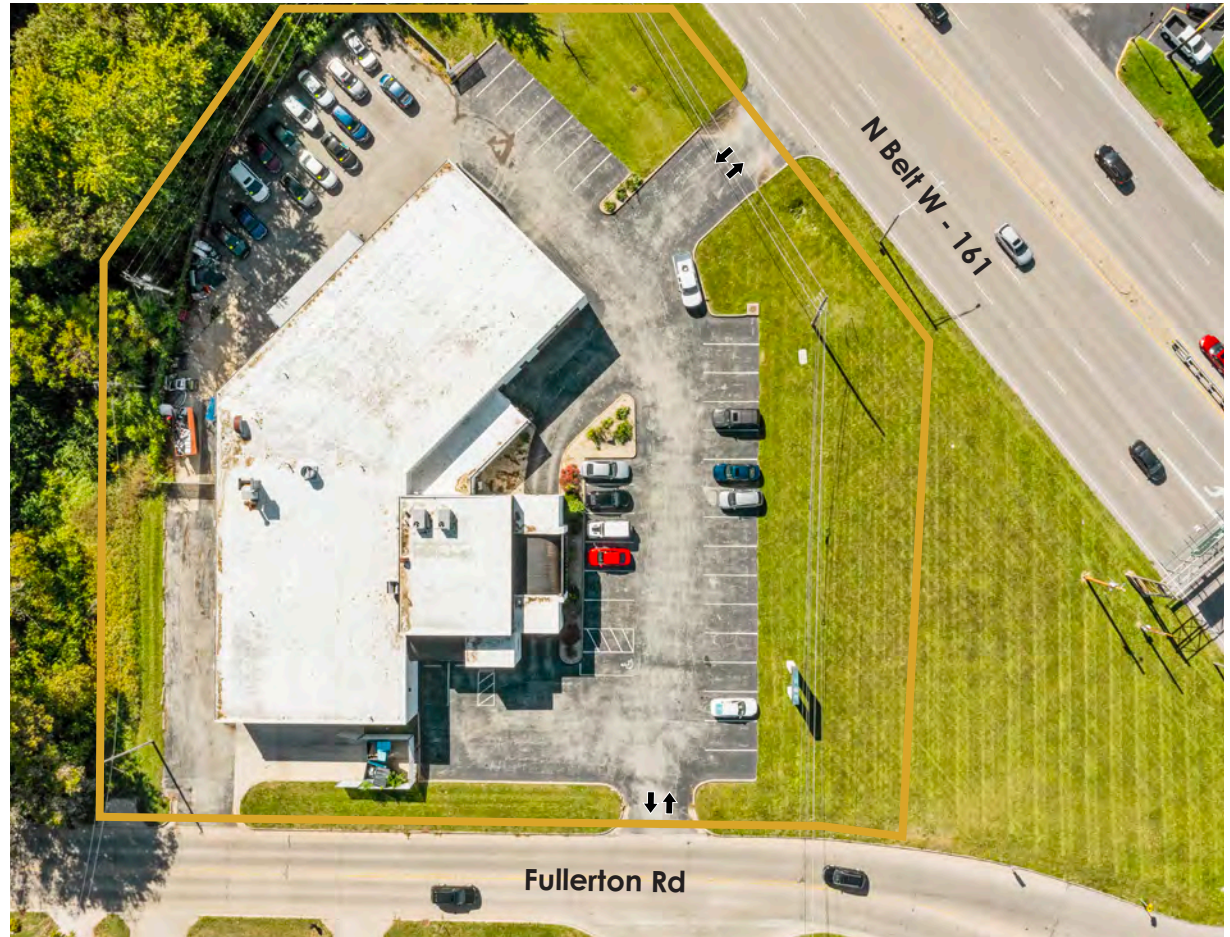
Building Sq Ft

15,775 Sq Ft

Lot Size

1.34 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







ALTHOFF CATHOLIC HIGH SCHOOL  
323 Students

Memorial Hospital  
Belleville

14,133 CPD

WOLF BRANCH MIDDLE SCHOOL  
312 Students

WOLF BRANCH ELEMENTARY SCHOOL  
433 Students

WEST JUNIOR HIGH SCHOOL  
412 Students

Storyboard on Wisteria  
54 Units

DOLLAR GENERAL  
DOLLAR TREE  
metro by F-Mobile

ABRAHAM LINCOLN ELEMENTARY SCHOOL  
545 Students

BIG R FARM & HOME  
EST. 1965

BURGER KING

Reiniger JEWELERS  
Wendys  
SCOOTERS  
Applebees GRILL + BAR

KFC

CVS pharmacy

PAPA JOHN'S

N Belt N  
12,005 CPD

Hardee's

Fullerton Rd  
11,077 CPD

Schnucks MCDONALD'S

FedEx Ship Center  
DOLLAR TREE  
SUBWAY

REGIONS

Save a lot Rally's GREAT COOK BUNS

Ryler FOODS by Village

Valvoline

MCDONALD'S

enterprise

Subject Property  
CALIBER COLLISION

Willow Park Apartments  
121 Units

wellnow URGENT CARE

WALGREENS

TERRASOURCE GLOBAL

O'Reilly AUTO PARTS

Dominos

W Main St  
9,990 CPD

Jack in the box

International Paper

HIGH MOUNT ELEMENTARY SCHOOL  
351 Students

ALDI



# LOCATION OVERVIEW

## SWANSEA

Located in St. Clair County, Illinois, Swansea is a village boasting a population of 15,037 as of 2020. This village is an integral part of the Metro-East segment of the expansive Greater St. Louis metropolitan area, spanning an area of 6.38 square miles.

Swansea's economy is multifaceted and on an upward trajectory. While its unemployment rate stands at 6.7%, slightly above the national average of 6.0%, job prospects have seen a 2.1% surge from 2020 to 2021. The median household income in Swansea is an impressive \$80,331, notably surpassing the national average, which rests at \$62,843. Further sweetening the deal for residents, Swansea's cost of living is more economical than the national average, scoring an index of 80.8 against the U.S.'s 100.

Key industry sectors shaping Swansea's economic landscape encompass health care, social assistance, retail trade, and educational services. The collective annual payroll for all Swansea's firms reached \$281,697,000 in 2021. For potential investors and developers, Swansea is ripe with opportunities spanning retail, commercial, office, and industrial sectors. The village provides an array of business incentives like tax increment financing districts, enterprise zones, business district sales tax, and property tax abatements. Noteworthy development hotspots include the Metro Landing of Swansea, the Wolf Branch Crossing, and the Illinois Route 159 Corridor. Scott Airforce Base is a major employer in the region with over 13,000 Employees.

Beyond its business-friendly environment, Swansea ensures a high standard of living for its denizens. With crime rates below national averages — a violent crime index of 11.8 and a property crime index of 32.9, in contrast to U.S. standards of 22.7 and 35.4 — residents can feel secure. Education is prioritized, with a high school graduation rate of 94.9% and 37.5% of the population holding a bachelor's degree or higher, both metrics outperforming national figures.

In essence, Swansea stands out as a thriving and forward-looking community that provides myriad advantages for both businesses and its residents.



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



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



**4 MILES**  
FAIRVIEW CITY CENTRE



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



ST. LOUIS CAPITAL



ST. LOUIS CAPITAL



UNIVERSITY OF MISSOURI-ST. LOUIS

## ST. LOUIS

Swansea is a village nestled in St. Clair County, Illinois. It forms a segment of the St. Louis metropolitan region and is situated in the southern part of Metro East, Illinois. Neighboring Swansea are communities like Fairview Heights, Belleville, O'Fallon, and Shiloh. The village's landscape is predominantly flat, stretching mainly north to south along the Illinois route 159. It shares its southern and western borders with Belleville, its northern border with Fairview Heights, and its eastern boundary with Shiloh. Just 16 miles westward lies the City of Saint Louis, Missouri.



### Central Location

Swansea benefits from its proximity to St. Louis, which lies only 10 miles north-west of the town.



### Excellent Transportation System

Swansea has an impressive transportation system in Missouri that is mainly from north to south along the Illinois route 159.



### Affordable Cost-Of-Living

Swansea Housing prices are approx. 8.8% lower than the national average. Providing residents with modest housing affordability.



ST. LOUIS CAPITOL BUILDING

## QUALITY OF LIFE

Swansea, IL, located in St. Clair County, is a charming village with roughly 15,000 residents. It appeals to those seeking a peaceful, welcoming environment complemented by an affordable cost of living. The village boasts a plethora of parks and recreational venues that ensure diverse activities for both locals and tourists. Among the notable attractions and activities in Swansea are:

**Melvin Price Memorial Park:** A haven for outdoor enthusiasts, it features three pavilions, a children's playground, basketball and volleyball courts, and a horseshoe pit. For event needs, the park offers two rentable structures: the Norman Lehr Community Center and the Thompson Center.

**Schranz Memorial Park:** This park is equipped with three pavilions, an engaging splash pad, a playground, a skateboarding area, a soccer pitch, and a tranquil walking trail. The TWM Center within the park is available for event bookings.

**Scuba World:** Dive enthusiasts can explore this scuba center, which provides training, equipment leasing, and excursion packages to various diving locales. It is a top attraction for underwater adventure aficionados in Swansea.

These highlights represent just a slice of the enriching experiences Swansea, IL, offers. For a deeper dive into what Swansea entails, one can explore its official online portal or glance through available real estate listings in the region.



## ECONOMY

Swansea's economic framework is diverse and exhibits positive growth. The unemployment rate in the village is 6.7%, a tad higher than the 6.0% national figure. However, the employment scene in Swansea is encouraging, with a 2.1% job growth observed from 2020 to 2021. Households in Swansea have a median income of \$80,331, which is significantly above the U.S. median of \$62,843. An added benefit for its residents is the relatively lower cost of living, with Swansea's index marked at 80.8, compared to the U.S. benchmark of 100.

## DEMOGRAPHICS

The metro is expected to add more than 184 people through 2027, which corresponds to a 1.3% increase in the population. Swansea Housing prices are approx. 8.8% lower than the national average. Providing residents with modest housing affordability. Roughly 19.24% of people ages 25 and older hold bachelor's degrees; 15.63% 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
Philips 66 Wood River Refinery	Energy
Alton Memorial Hospital	Healthcare

# DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2010 Population	7,997	65,412	113,460
2022 Population	7,715	62,939	111,047
2027 Population	7,714	62,973	112,256

HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2010 Households	3,504	27,688	47,300
2022 Households	3,409	26,959	47,044
2027 Households	3,427	27,095	47,797

INCOME	1-MILE	3-MILE	5-MILE
Median Household Income	\$55,727	\$57,929	\$62,772
Per Capita Income	\$34,281	\$33,207	\$35,354
Average Household Income	\$76,757	\$76,704	\$82,875

## POPULATION

Swansea boasts a vibrant community characterized by its varied and evolving demographic. As of September 2023, the city's populace stood at an estimated 13,455 individuals. It's important to recognize that population numbers may fluctuate due to aspects like births, deaths, relocations, and urban expansion.

## HOUSEHOLDS

Swansea offers a diverse range of housing options to meet various financial needs. Whether you're looking for an affordable apartment or a spacious standalone house, Swansea's objective is to make sure every inhabitant has a comfortable and cost-effective home.

## INCOME

Swansea is committed to ensuring a high quality of life for its residents, regardless of their income levels. The village boasts a plethora of amenities, from excellent schools to parks and cultural venues, all designed to enhance the overall well-being of the community.

## EDUCATION

Swansea places a strong emphasis on education, striving to provide excellent educational opportunities for residents of all ages. The village is home to a mix of public and private schools, ensuring every student receives a top-notch education.

## HOUSING

In Swansea, housing choices abound, from lively urban apartments to tranquil suburban homes and community-focused neighborhoods. The village takes pride in its wide variety of housing options that cater to different tastes and budgets.

## EMPLOYMENT

Swansea boasts a diverse and thriving job market, offering a multitude of opportunities across various fields such as healthcare, education, and retail. This ensures residents have ample avenues for career advancement and exploration.

