



Corporate Guaranty (600+ Locations) | New 10-Year Leases | 99,000+ AHHI in 1-Mile



OFFERING MEMORANDUM  
HARVARD, ILLINOIS (OUTSIDE CHICAGO)

Marcus & Millichap  
THE SULO GROUP

# CONFIDENTIALITY & DISCLAIMER

## Exclusively Listed by:

### Dominic Sulo

Senior Managing Director  
CHICAGO OAKBROOK  
Tel: (630) 570-2171  
DSulo@marcusmillichap.com  
License: IL 475.134920

### Drew Antoniou

Senior Associate  
CHICAGO OAKBROOK  
Tel: (630) 570-2185  
AAntoniou@marcusmillichap.com  
License: IL 478.005376

### Scott Skuteris

Associate  
CHICAGO OAKBROOK  
Tel: (630) 570-2245  
SSkuteris@marcusmillichap.com  
License: IL 475.208175

## Broker of Record:

Steven Weinstock  
Regional Manager  
Chicago Oak Brook  
Tel: (630) 570-2200  
sweinstock@marcusmillichap.com  
License: 471.011175

## Marcus & Millichap

Oakbrook, IL  
1 Mid America Plaza #200  
Oakbrook Terrace, IL 60181  
P: +1 630-570-2200

Information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

### NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. 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 Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

### ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

### SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.)

### MARCUS & MILLICHAP HEREBY ADVISES ALL PROSPECTIVE PURCHASERS OF SINGLE TENANT NET LEASED PROPERTY AS FOLLOWS:

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a single tenant property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this prop-erty. The value of a single tenant property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors. 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.**

# OFFERING SUMMARY

## PROPERTY ADDRESS

### Crash Champions

1520 N Division Street

Harvard, IL 60033

## OFFERING SUMMARY

Price:	\$1,312,000
Cap Rate:	7.50%
Net Operating Income:	\$98,400
Building Square Footage:	5,394 Sq Ft
Year Built   Renovated   Addition:	1965   1990   2000
Lot Size:	+/- 0.94 Acres

## LEASE SUMMARY

Tenant:	Crash Champions, LLC
Guaranty:	Corporate
Rent Commencement:	12/8/2023
Lease Expiration:	11/30/2033
Lease Term:	10 Years
Lease Type:	Double Net
Roof and Structure:	Landlord Responsible
Rental Increases:	10.00% Increases Every 5 Years
Renewal Options:	Three, Five-Year
Right of First Refusal:	None

## OPERATING DATA

Year	Start Date	End Date	Annual Rent	Cap Rate
1-5	12/8/2023	12/7/2028	\$98,400	7.50%
6-10	12/8/2028	11/30/2033	\$108,240	8.25%
11-15 <b>(Option 1)</b>	12/1/2033	11/30/2038	\$119,064	9.08%
16-20 <b>(Option 2)</b>	12/1/2038	11/30/2043	\$130,970	9.98%
21-25 <b>(Option 3)</b>	12/1/2043	11/30/2048	\$144,067	10.98%

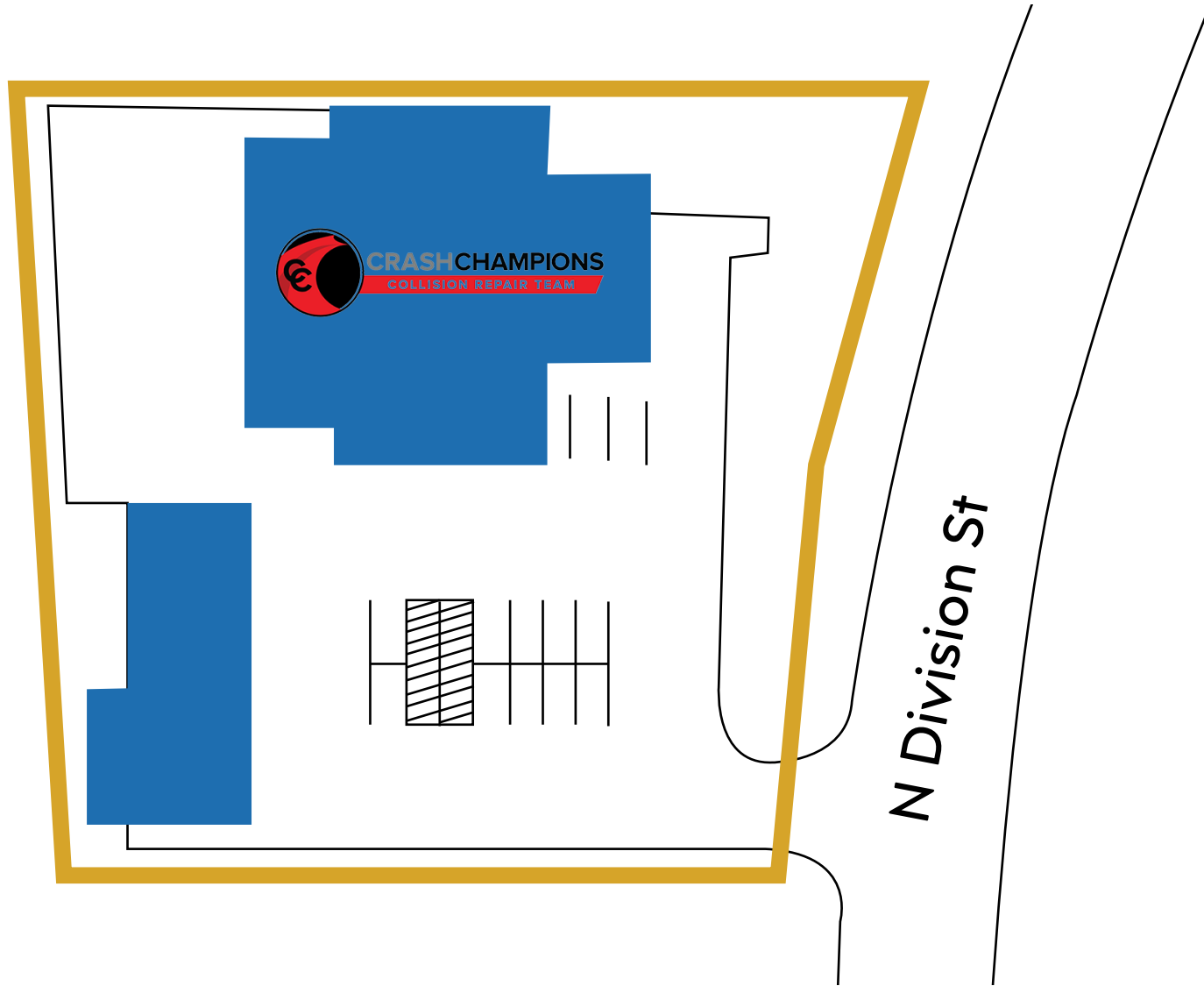


# INVESTMENT HIGHLIGHTS

- **Corporate Guaranty from Crash Champions (600+ Locations)**
  - Crash Champions was founded in 1999 in Chicago, IL. Part of “The Big 5”, Crash Champions is the third largest collision repair provider with 600+ locations across the United States.
  - Today they are the nation’s largest founder-led automotive repair brand in the country. Backed by private equity firm Clearlake Capital, in 2022 Crash Champions merged with Service King and integrated 336 of their locations.
- **Recent Acquisition of Adam Collision (4 Locations)**
  - All 4 Adams Collision locations were acquired by Crash Champions in December of 2023.
  - Adams Collision proudly served McHenry county (Northwest and Far Northwest parts of Chicago MSA) for more than 6 decades.
  - Each of the 4 repair centers is I-CAR Gold Class certified.
    - <https://crashchampions.com/company/press/crash-champions-expands-chicago-presence-acquires-mso-adams-collision>
- **New 10-Year Leases with 10% Increases Every 5 Years**
  - Over 9 years remaining on initial lease term with three, five-year options to extend, demonstrating long-term commitment to the site.
  - The lease features 10% rental increases every five years in the initial term and continuing into the option periods, growing NOI and hedging against inflation.
  - Limited landlord responsibilities, with landlord only responsible for roof and structure.
- **Recession and Internet Resistant Industry**
  - The U.S. automotive collision repair industry was valued at \$33.79 billion dollars in 2023 and has a projected compound annual growth rate of 2.80% through 2031.
  - Most U.S. households (91.7%) had at least 1 vehicle in 2022 (latest available data) and 22.1% of households had three or more vehicles.
  - The price of new vehicles in January 2024 is 19.6% higher than in January 2021. The price of used vehicles has gone through more volatile movements but, in January 2024, are 20.1% higher than in January 2021.
  - The growth in vehicle ownership, cost of vehicle ownership, and the growth of the collision repair industry itself suggests a strong and safe investment during any economic environment.



# SITE PLAN





# AERIAL OVERVIEW





## TENANT PROFILE

The story of Crash Champions dates back to 1999 as a single body shop in New Lenox, IL. Since its inception by present-day founder and CEO Matt Ebert, the company has held to the conviction that there is a better and more personal way to deliver the automotive repair experience for customers and business partners.

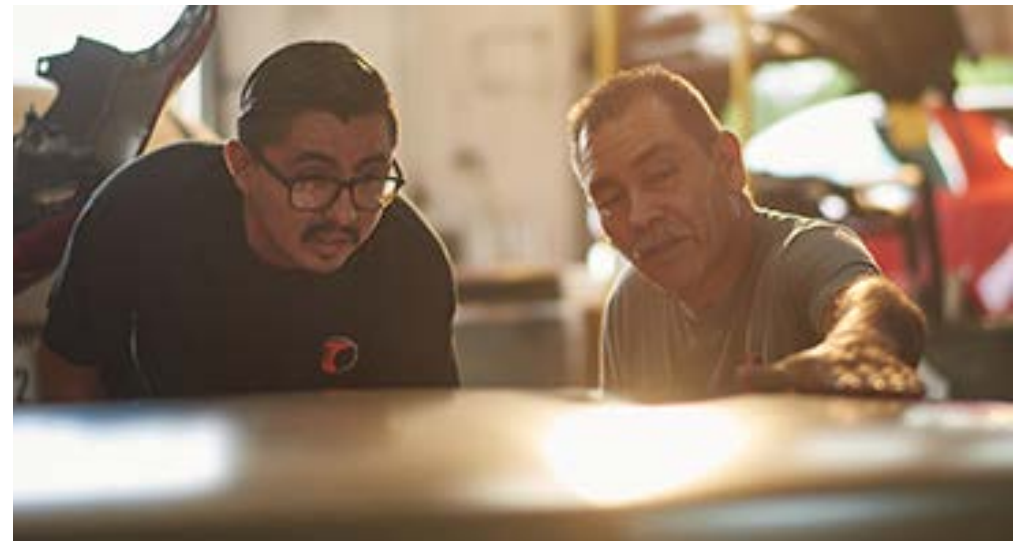
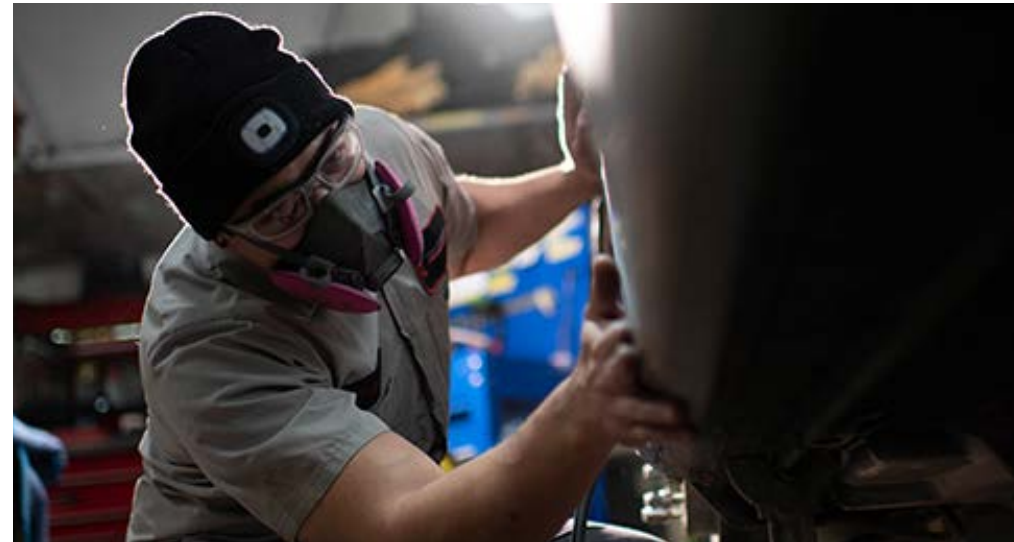
In 2014, after more than 15 years of steadily honing our craft and establishing a reputation for operational excellence across our home market of Chicago, New Lenox Auto Body officially rebranded to a name that more effectively expressed our mission: The Crash Champions Collision Repair Team. By 2020, Crash Champions expanded to more than 40 locations and several new markets, including the transformational acquisition of Pacific Elite and its 20 Southern California locations to create the fifth-largest independent multi-shop collision repair operator (MSO) in the U.S.

Crash Champions completes a second industry-defying move with a strategic transaction of Service King Collision, and its more than 330 locations. The strategic deal positions Crash Champions as a nationwide leader in high-quality, trusted collision repair service with locations in 30+ states.

Today, Crash Champions stands as the third-largest operator of high-quality collision repair service in the U.S., with more than 600 locations in 37 states and the District of Columbia – and is a trusted name with nearly all major automotive insurance providers.

**Company Type:** Private  
**Location:** Westmont, Illinois (600+ including the District of Columbia)  
**Website:** <https://crashchampions.com/>

<p><b>1999</b></p> <p>Year Founded</p>	<p><b>10,000+</b></p> <p># of Employees</p>	<p><b>600+</b></p> <p>Locations Nationally</p>
--	---	--



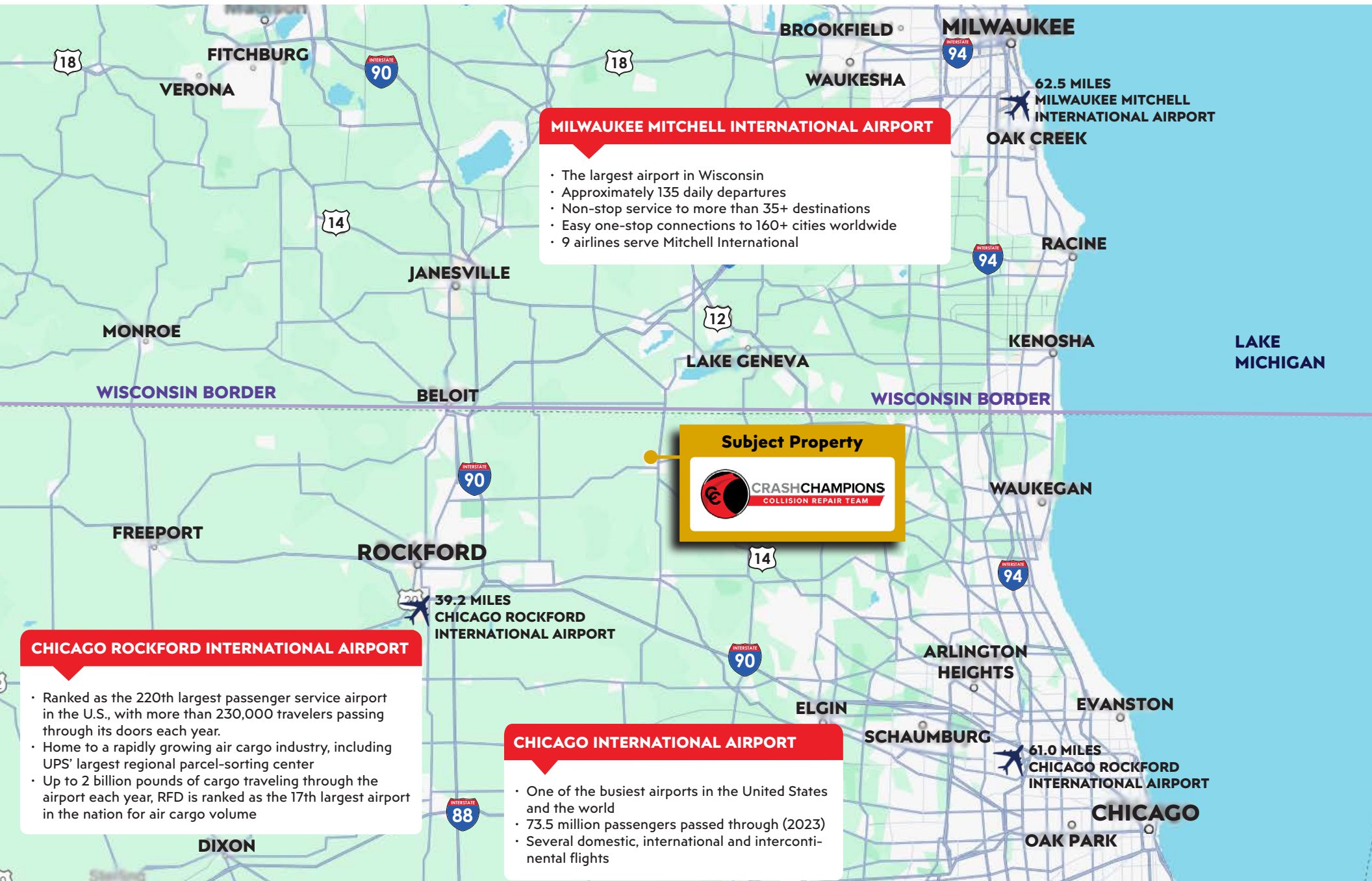


# PROPERTY PHOTOS





# REGIONAL MAP



## MILWAUKEE MITCHELL INTERNATIONAL AIRPORT

- The largest airport in Wisconsin
- Approximately 135 daily departures
- Non-stop service to more than 35+ destinations
- Easy one-stop connections to 160+ cities worldwide
- 9 airlines serve Mitchell International

62.5 MILES  
MILWAUKEE MITCHELL INTERNATIONAL AIRPORT

**Subject Property**



## CHICAGO ROCKFORD INTERNATIONAL AIRPORT

- Ranked as the 220th largest passenger service airport in the U.S., with more than 230,000 travelers passing through its doors each year.
- Home to a rapidly growing air cargo industry, including UPS' largest regional parcel-sorting center
- Up to 2 billion pounds of cargo traveling through the airport each year, RFD is ranked as the 17th largest airport in the nation for air cargo volume

39.2 MILES  
CHICAGO ROCKFORD INTERNATIONAL AIRPORT

## CHICAGO INTERNATIONAL AIRPORT

- One of the busiest airports in the United States and the world
- 73.5 million passengers passed through (2023)
- Several domestic, international and intercontinental flights

61.0 MILES  
CHICAGO ROCKFORD INTERNATIONAL AIRPORT

# AREA OVERVIEW

## HARVARD

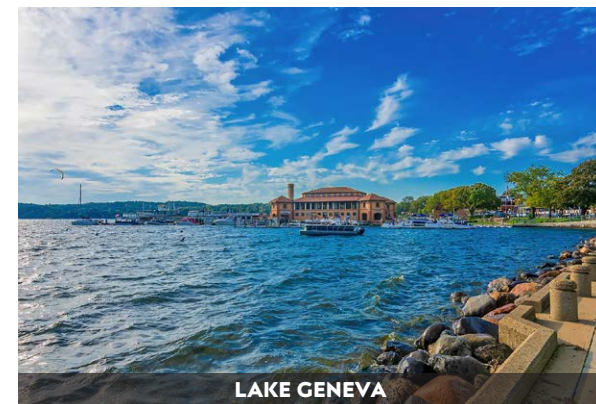
- Harvard is located in northeast Illinois in McHenry County approximately seven miles south of the Illinois/Wisconsin border.
- Harvard is centrally located within the Chicago/Rockford/Milwaukee triangle and is served by Routes 14, 23, and 173.
- There are advantages of being only one hour from Chicago and Milwaukee and only 30 minutes from Rockford.
- Harvard is in close proximity to the Lake Geneva/Fontana recreational and resort area that offers many fine restaurants, beaches, swimming, boating, fishing and fine hotels.
- There are three ski hills within minutes and one ski hill in historic Galena which is only 90 minutes from Harvard.
- The Harvard area has the largest number of dedicated conservation acres in the State of Illinois.
- The Union Pacific railroad also offers commuter train service to the Chicago Land area where you will find some of the best cultural activities in the world.

## CHICAGO

- Chicago-Naperville-Elgin is one of the largest metros in the nation. The Chicagoland area is bounded to the east by Lake Michigan, expands over a 5,000-square-mile region in northeastern Illinois and extends into Wisconsin and Indiana.
- The metro houses 9.6 million people and comprises 14 counties. The city of Chicago contains 2.7 million residents.
- During the past 20 years, the greatest growth occurred in the western portion of the region and was exemplified between 2020-2021.
- Since then, movement back into downtown Chicago is gaining headway as employers increasingly push for in-person work attendance, while progressing tourism levels support activity in the urban core.
- The metro population trails only Los Angeles in size. Slowing population growth, however, has been noted over the previous decade.
- Illinois trails only New York City, Texas and California in total corporate headquarters. There are over 30 Fortune 500 companies based locally.
- The region is home to various well-known museums, including the world-class Field Museum, Shedd Aquarium, the Museum of Science and Industry, the Art Institute of Chicago and Adler Planetarium.
- The theater scene rivals the world's best, and troupes, dance companies, symphony orchestras and music venues abound.



**OAK GROVE GOLF COURSE**



**LAKE GENEVA**




**ROYAL OAK FARM ORCHARD**



# DEMOGRAPHICS

<b>POPULATION</b>	<b>1-MILE</b>	<b>3-MILE</b>	<b>5-MILE</b>
2000 Population	5,539	10,073	12,170
2010 Population	6,029	10,912	12,954
2022 Population	5,976	10,873	12,961
2027 Population	5,951	10,816	12,922
<b>HOUSEHOLDS</b>			
2000 Households	1,903	3,304	4,059
2010 Households	2,025	3,592	4,387
2022 Households	2,021	3,593	4,412
2027 Households	2,018	3,591	4,423
<b>OWNER OCCUPIED HOUSING UNITS</b>			
2000 Owner Occupied Housing Units	58.7%	59.0%	61.4%
2010 Owner Occupied Housing Units	60.6%	64.3%	67.2%
2022 Owner Occupied Housing Units	57.4%	61.6%	64.9%
2027 Owner Occupied Housing Units	57.1%	61.4%	64.8%
<b>RENTER OCCUPIED HOUSING UNITS</b>			
2000 Renter Occupied Housing Units	36.1%	36.2%	33.5%
2010 Renter Occupied Housing Units	39.4%	35.7%	32.8%
2022 Renter Occupied Housing Units	42.6%	38.5%	35.1%
2027 Renter Occupied Housing Units	42.9%	38.6%	35.2%
<b>AVERAGE HOUSEHOLD INCOME</b>	<b>\$99,969</b>	<b>\$94,483</b>	<b>\$97,127</b>


AREA SNAPSHOT



12,961

POPULATION (5-MILE)


---



11,059

DAYTIME POPULATION (5-MILE)


---



4,412

HOUSEHOLDS (5-MILE)

---



\$99,969

AVERAGE HOUSEHOLD INCOME (1-MILE)