



7.50% Cap Rate | NASDAQ: TSLA - \$838.8B Market Cap | AHFI Exceeds \$200,000+ in 3-Miles



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WEXFORD, PENNSYLVANIA (PITTSBURGH MSA)

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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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OFFERING SUMMARY

PROPERTY ADDRESS

Tesla Store & Service Center

14010 Perry Highway
Wexford, PA 15090

OFFERING SUMMARY

Price:	\$8,771,000
Cap Rate:	7.50%
Net Operating Income:	\$657,800
Building Square Footage:	18,400 Sq Ft
Year Built Renovated:	2001 2017
Lot Size:	+/- 2.48 Acres

LEASE SUMMARY

Tenant:	Tesla Motors, PA, Inc.
Guaranty:	Corporate
Lease Commencement:	11/18/2016
Rent Commencement:	6/17/2024
Lease Expiration:	6/30/2029
Lease Term Remaining:	4+ Years
Lease Type:	Double Net
Roof and Structure:	Landlord Responsible
Rental Increases:	10.00% Every 5 Years
Renewal Options:	Two, Five-Year
Right of First Refusal:	15 Business Days

OPERATING DATA

Year	Start Date	End Date	Annual Rent	Cap Rate
8-12 (Option 1)	7/1/2024	6/30/2029	\$657,800	7.50%
13-17 (Option 2)	7/1/2029	6/30/2034	\$723,580	8.25%
18-22 (Option 3)	7/1/2034	6/30/2039	\$795,938	9.07%

INVESTMENT HIGHLIGHTS

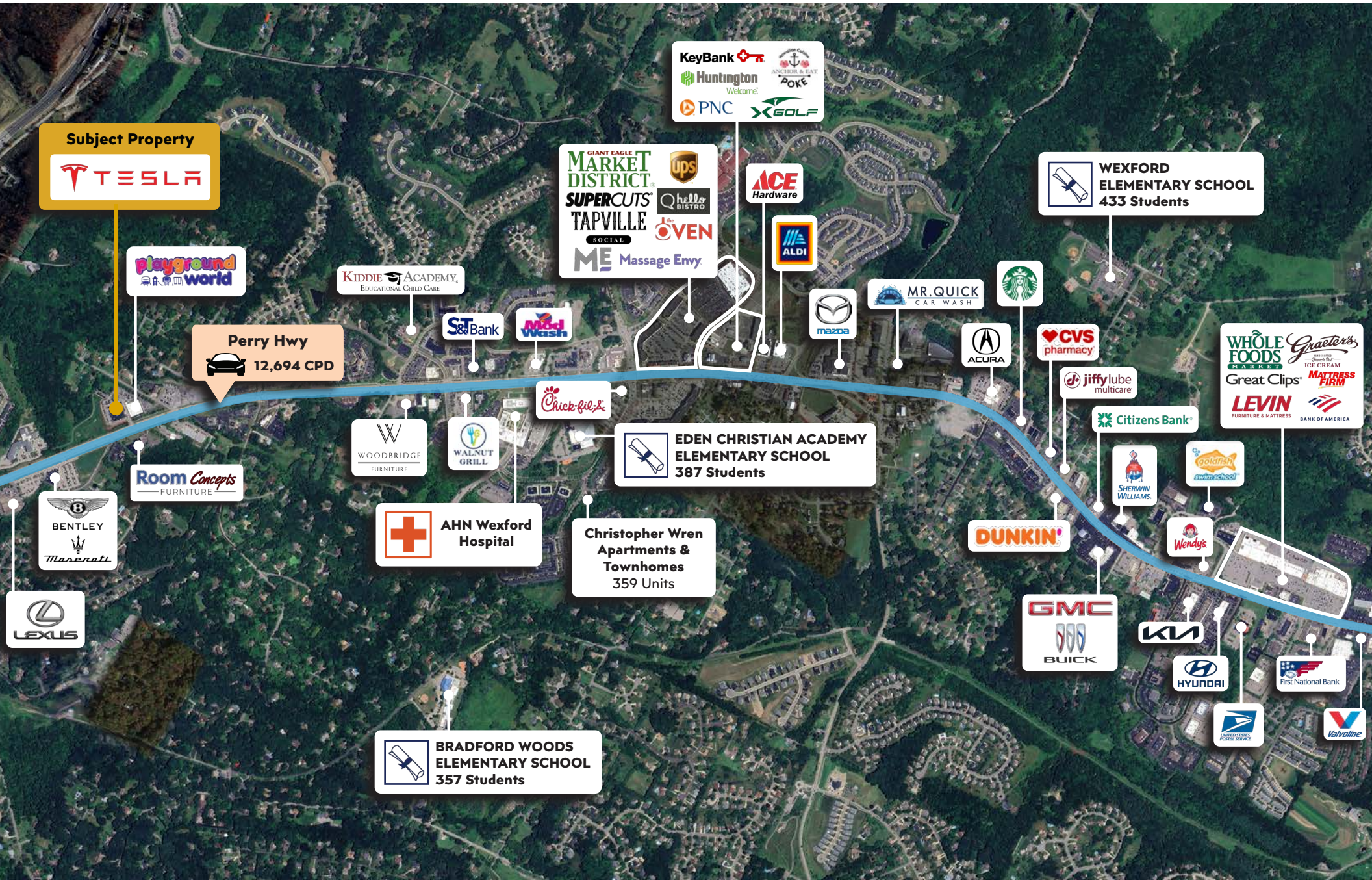
- Corporate Guarantee (NASDAQ: TSLA - \$838.8B Market Cap)**
 - Tesla, Inc. corporately guarantees this lease with a Moody's investment grade status of Baa3 and an S&P global investment grade rating of BBB.
 - Tesla is one of the world's most valuable companies and remains the world's most valuable auto-maker with a market capitalization of more than US \$838.8B (Oct 2024).
 - Tesla has ranked as the world's bestselling battery electric passenger car manufacturer, with an 18% market share globally and 44% market share within the U.S.
- Recent 5-Year Option Renewal with no Concessions**
 - Tesla recently exercised their first option period, now extending their lease for an additional 5-years and ending in 2029.
 - The lease features 10.00% rental increases every five years, providing an excellent hedge against inflation in the future.
 - There are two, five-year options remaining to renew the lease.
- One of Two Tesla Locations in the Pittsburgh Metropolitan Area**
 - The next closest Tesla facility is 26 miles away in Bridgeville, PA.
 - This facility serves as the sales and service hub for the entire northern Pittsburgh marketplace.
- Extremely Affluent Pittsburgh Sub-Market (\$204,000+ AHHI in 3-Mile)**
 - The subject property is just 17 miles from downtown Pittsburgh, which is the 2nd largest metro area in Pennsylvania with approximately 2,300,000+ residents.
 - The five mile area surrounding the property has seen excellent growth in the population and number of households of 19% and 21% since 2010, respectively.
 - Tesla is situated along Perry Hwy, which sees daily traffic counts exceeding 18k+ VPD.
- Dense Trade Area with Strong Traffic Drivers**
 - The area features many traffic drivers such as the Allegheny Health Network's Wexford Hospital (160-beds), The Keystone Summit Corporate Park (573k+ SF of office space) and Thorn Hill Industrial Park (925-acre business park with 100+ companies).
 - Strategically positioned along the area's "automotive row", Tesla sits on the same thoroughfare as other prominent car dealers like Bentley, Maserati, Land Rover, Lexus, Volvo, Mazda, Acura, Buick, GMC, Hyundai, Kia and more.
 - The property also benefits from traffic flow extending from the Cranberry Mall and Cranberry Commons which features an extensive lineup of national tenants including: Costco, Walmart Supercenter, Home Depot, Target, Lowe's, Kohl's, Dick's Sporting Goods, Giant Eagle, ALDI, Best Buy, and many more.



SITE PLAN



AERIAL OVERVIEW



AERIAL OVERVIEW



DEMOGRAPHICS

POPULATION (2023):

3-Mile Radius	31,270
5-Mile Radius	82,746
10-Mile Radius	289,661

HOUSEHOLD INCOME (AVERAGE):

3-Mile Radius	\$204,981
5-Mile Radius	\$181,146
10-Mile Radius	\$136,814

LAND-ROVER
VOLVO

MITCH'S
BBQ

LEXUS

BENTLEY Maserati

Subject Property
TESLA

Perry Hwy
12,694 CPD

Room Concepts
FURNITURE

playground
world

TENANT PROFILE

Tesla, Inc. (NASDAQ: TSLA), is an American multinational electric vehicle and clean energy company based in Austin, Texas. The company specializes in electric vehicle manufacturing, battery energy storage from home to grid scale, and solar panel and solar roof tile manufacturing. Tesla is one of the world's most valuable companies and remains the world's most valuable automaker with a market capitalization of more than US \$838.8B (Oct 2024). In 2022, Tesla ranked as the world's bestselling battery electric passenger car manufacturer, with a market share of 18%. In March 2023, Tesla produced its four millionth vehicle. Tesla operates seven major facilities around the world, including the Tesla Factory in Fremont, California; Giga Nevada; Giga New York; Giga Shanghai; Giga Berlin; Giga Texas; and Gigafactory Mexico. Tesla gained popularity with its first vehicle, the Tesla Roadster, which was the first fully electric sports car. Since then, the company's main products include the Model S, Model 3, Model X, and Model Y cars, and the Powerwall, Powerpack, and Megapack batteries. The company's latest vehicle is the Cybertruck, an all-electric pickup truck style vehicle. In addition, the company has announced plans to begin limited-scale production of their new Tesla Semi design in 2024. In March 2020, the company surpassed the 1 million mark of electric cars produced, becoming the first auto manufacturer to achieve such a milestone. Tesla is also one of the largest global suppliers of battery energy storage systems, with 14.7 GWh of battery storage supplied in 2023, more than double compared to the previous year, while Energy Generation and Storage business profits nearly quadrupled in 2023. Tesla markets and sells cars directly to consumers through an international network of company-owned stores and galleries. Its locations are highly visible, premium outlets in major metropolitan markets, some of which combine retail sales and service, operating as "Sales, Service & Delivery" (SSD) locations. The company now operates more than 1,306 store and service locations globally and operates a mobile service fleet of 1,933 units. Tesla has also established 6,706 supercharger stations and 62,421 supercharging connectors across the globe. 99% of the U.S. population now lives within 150 miles of a supercharger, with plans to continue adding locations, enabling the company to expand markets for its vehicles nationwide.

Investment Grade

Due to over three straight years of profitability, strong cash flow, minimal debt, and other positive factors, S&P Global announced it upgraded Tesla's credit rating to Investment Grade BBB on October 5, 2022. Moody's Investor Service became the second credit ratings firm to upgrade Tesla's credit score to Baa3 in March 2023.

S&P 500 Inclusion

From July 2019 to June 2020, Tesla recorded four profitable quarters in a row for the first time, which made it eligible for inclusion in the S&P 500 and it was added to the index on December 21, 2020. In 2020 Tesla produced and delivered over half a million vehicles. Tesla cars accounted for 81% of the battery electric vehicles sold in the United States in the first half of 2020.

Company Type:	Public (NASDAQ: TSLA)
Location:	Austin, Texas
Website:	https://www.tesla.com

\$25.2 B

Total Revenue
as of October
2024

\$838.8 B

Market Cap as of
October 2024

#40

Fortune 500
List 2024

TESLA RELEASES THIRD QUARTER RESULTS - 2024

Tesla Releases Third Quarter 2024 Financial Results

We delivered strong results in Q3 with growth in vehicle deliveries both sequentially and year-on-year, resulting in record third-quarter volumes. We also recognized our second-highest quarter of regulatory credit revenues as other OEMs are still behind on meeting emissions requirements.

Our cost of goods sold (COGS) per vehicle⁵ came down to its lowest level ever at ~\$35,100. In order to continue accelerating the world's transition to sustainable energy, we need to make EVs affordable for everyone, including making total cost of ownership per mile competitive with all forms of transportation. Preparations remain underway for our offering of new vehicles – including more affordable models – which we will begin launching in the first half of 2025. At our “We, Robot” event on October 10, we detailed our long-term goal of offering autonomous transport with a cost per mile below rideshare, personal car ownership and even public transit.

The Energy business achieved another strong quarter with a record gross margin. Additionally, the Megafactory in Lathrop produced 200 Megapacks in a week, and Powerwall deployments reached a record for the second quarter in a row as we continue to ramp Powerwall 3.

Despite sustained macroeconomic headwinds and others pulling back on EV investments, we remain focused on expanding our vehicle and energy product lineup, reducing costs and making critical investments in AI projects and production capacity. We believe these efforts will allow us to capitalize on the ongoing transition in the transportation and energy sectors.

Revenue Total revenue increased 8% YoY in Q3 to \$25.2B. YoY, revenue was impacted by the following items:

- + growth in vehicle deliveries
- + growth in Energy Generation and Storage and Services and Other
- + higher FSD revenue recognition YoY for releases related to Cybertruck and certain features such as Actually Smart Summon
- + higher regulatory credit revenue
- reduced S3XY vehicle average selling price (ASP) (excl. FX impact), due to mix, pricing and attractive financing options

Profitability Our operating income increased YoY to \$2.7B in Q3, resulting in a 10.8% operating margin. YoY, operating income was primarily impacted by the following items:

- + lower cost per vehicle, including lower raw material costs, freight and duties and other one-time charges
- + growth in Energy Generation and Storage and Services and Other gross profit
- + higher FSD revenue recognition YoY for releases related to Cybertruck and certain features such as Actually Smart Summon
- + growth in vehicle deliveries
- + higher regulatory credit revenue
- + decrease in operating expenses including cost-reduction efforts
- reduced S3XY vehicle ASP

Cash Quarter-end cash, cash equivalents and investments in Q3 was \$33.6B. The sequential increase of \$2.9B was primarily the result of positive free cash flow of \$2.7B.

[For Full Q3 2024 Update Click Here](#)

(5) Calculated by dividing Cost of Automotive Sales Revenue by respective quarter's new deliveries (ex-operating leases)

EV MARKET SHARE

Electric Vehicle Sales and Market Share (US – Q3 2024 Updates)

As electric cars, trucks and SUVs continue to enter the mainstream in 2024, the tug-of-war between EV startups and legacy giants is heating up. Will Tesla hold its lead, or will Ford, General Motors and the rest catch up? Bookmark this page for the latest quarterly and monthly sales and market share updates for electric vehicles in the United States.

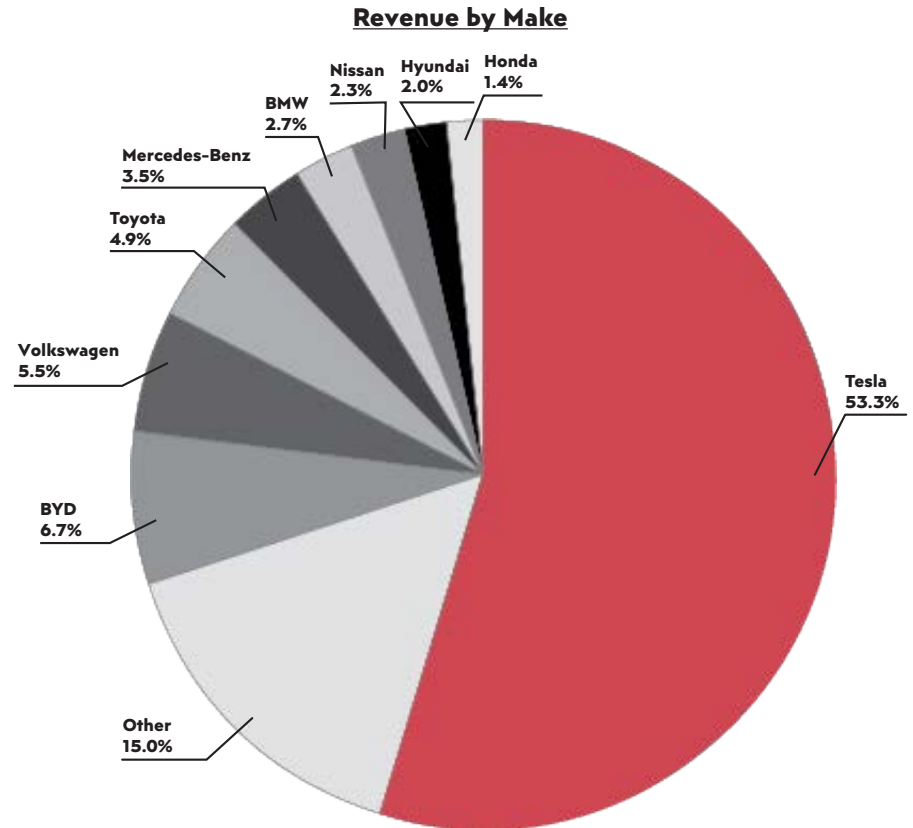
- U.S. EV market share reached a new high of 8.9% in Q3 2024.
- EV sales were up 11% year-over-year, totaling 346,309 sales in the third quarter.
- Tesla's U.S. EV market share is 48%.

The third quarter of 2024 was another record quarter for EV sales in America as more drivers give owning and leasing an electric vehicle a try. Propelled by big manufacturer incentives, EV market share is nearing 10% of all new car sales in America. Tesla still dominates with 48% market share in America, but continues to see rising competition.

The biggest winners in the third quarter were EVs from General Motors (Chevrolet Equinox and Blazer EVs, Cadillac Lyriq), Honda (the GM-built Honda Prologue), Ford's Mustang Mach-E, and electric SUVs from Hyundai and Kia.

Tesla remains the dominant player in an increasingly crowded field. According to analyses by Cox Automotive, Tesla sales accounted for 55% of all EVs sold in the US in 2023, down from 62% in 2022. At the start of the year in Q1 2022, Tesla had a 75% EV market share in America.

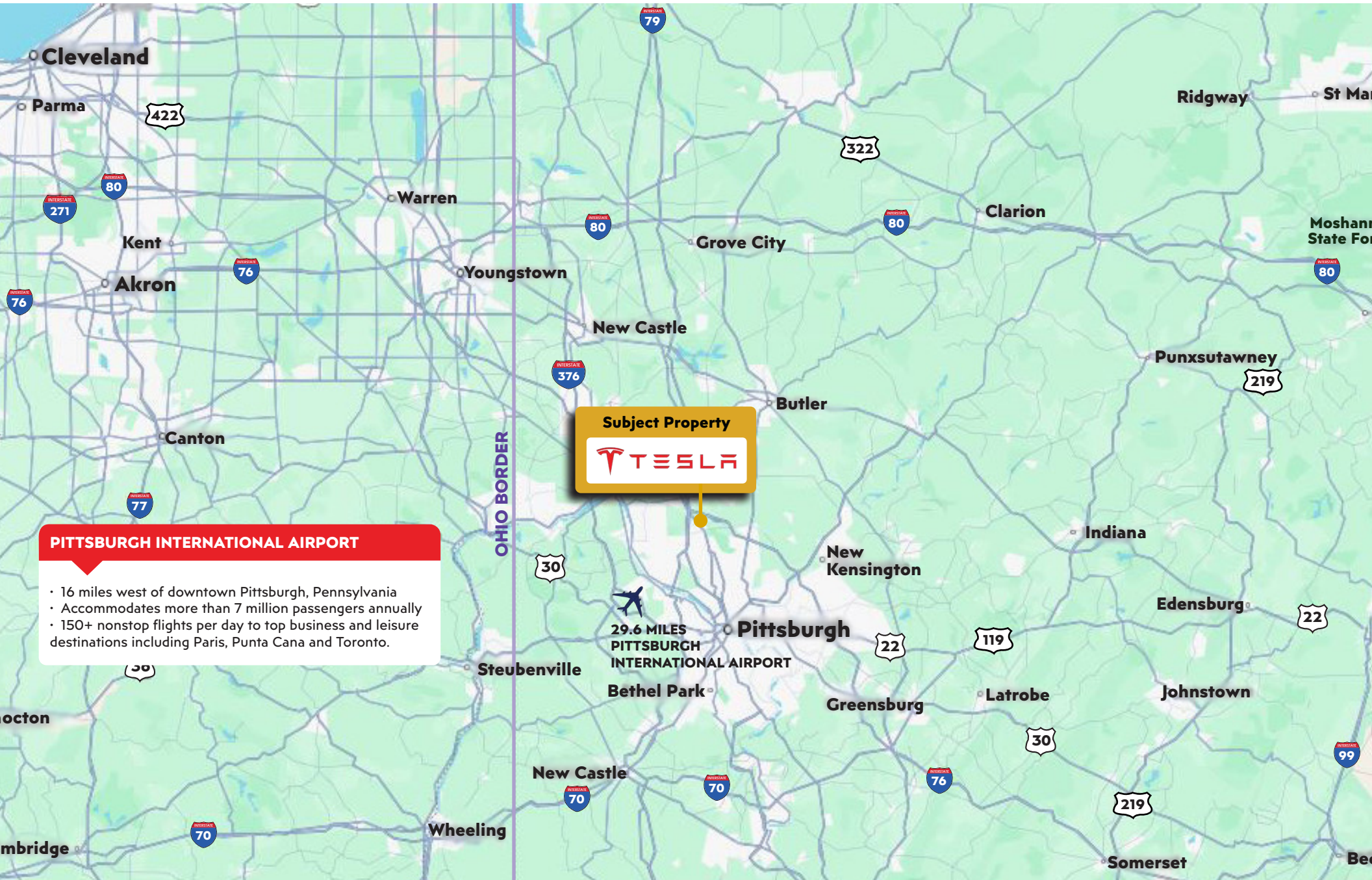
Full Article: <https://caredge.com/guides/electric-vehicle-market-share-and-sales>



PROPERTY PHOTOS



REGIONAL MAP



PITTSBURGH INTERNATIONAL AIRPORT

- 16 miles west of downtown Pittsburgh, Pennsylvania
- Accommodates more than 7 million passengers annually
- 150+ nonstop flights per day to top business and leisure destinations including Paris, Punta Cana and Toronto.

Subject Property

29.6 MILES
 PITTSBURGH
 INTERNATIONAL AIRPORT

AREA OVERVIEW

WEXFORD

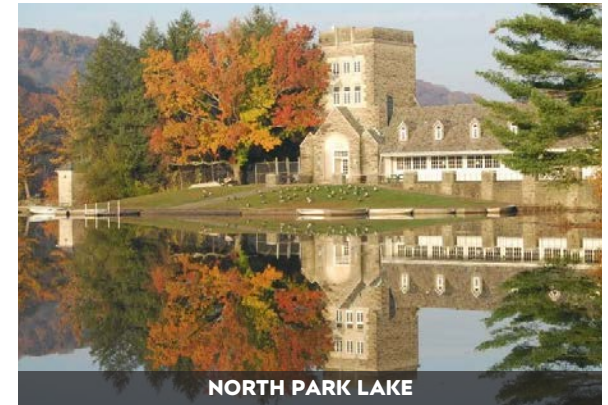
- A busy stretch of U.S. Route 19 dotted with fancy car dealerships and strip malls. The diverse range of establishments ensures that residents and visitors alike have a plethora of options to choose from.
- Wexford is close to downtown Pittsburgh (about 24-30 minutes away by car) and the airport (about 30 minutes away). Major highways running through Wexford include the Pennsylvania Turnpike (I-76), I-79, I-279, Route 19 (Perry Highway).
- North Park, Allegheny County's 3,075-acre recreational area that boasts a golf course, pool, ice rink, ballfields, nature center, off-leash dog areas, hiking trails and a 65-acre lake that's perfect for fishing and kayaking.
- According to Niche.com, North Allegheny School District is number one ranked in Western Pennsylvania. Its size and reputation have attracted many, including some Pittsburgh Steelers players, who have chosen to enroll their children here.
- The North Hills area, which encompasses Wexford, offers a direct route to the city, devoid of tunnels. This location ensures a smoother, more predictable commute, a boon for daily office-goers Downtown or elsewhere in the city.

PITTSBURGH

- The Pittsburgh metro rests at the foothills of the Allegheny Mountains in the southwestern corner of Pennsylvania, outside the congested East Coast corridor.
- The region's economy — which was once dominated by the steel industry — has diversified, with the help of the area's many colleges and universities, which provide a steady flow of educated personnel.
- The city limits of Pittsburgh are located where the Allegheny and Monongahela rivers join to form the Ohio River.
- Pittsburgh is the most populous city in the metro and the second largest in Pennsylvania.
- There are more than 500 organizations serving southwestern Pennsylvania, such as the Pittsburgh Cultural Trust, which has revitalized downtown.
- Regional amenities also include three professional sports teams: the Pittsburgh Steelers (NFL), Pirates (MLB) and Penguins (NHL).
- The University of Pittsburgh Medical Center (UPMC) is one of the busiest transplant centers in the world. In addition, UPMC Children's Hospital of Pittsburgh is one of the highest-ranked children's hospitals in the nation.

ECONOMY

- Once centered on the steel industry, Pittsburgh's economy has become much more diversified over the past 20 years and continues to evolve.
- Pittsburgh is home to 10 Fortune 500 companies, including PNC Financial Services, WESCO International, U.S. Steel, Alcoa, PPG Industries, Viatrix, Westinghouse Air Brake, Arconic, Dick's Sporting Goods, and EQT.
- The local high-tech sector is expanding, particularly in automation and manufacturing equipment, software, biotechnology, environmental services and pharmaceuticals.



NORTH PARK LAKE



PHIPPS CONSERVATORY AND BOTANICAL GARDENS




ACRISURE STADIUM

DEMOGRAPHICS


POPULATION	3-MILE	5-MILE	10-MILE
2010 Population	24,312	69,560	261,475
2020 Population	30,225	81,281	287,502
2023 Population	31,270	82,746	289,661
2028 Population	32,274	84,854	294,709
HOUSEHOLDS			
2010 Households	9,137	26,258	105,430
2020 Households	11,387	30,931	116,117
2023 Households	11,624	31,466	117,422
2028 Households	11,998	32,326	119,564
OWNER OCCUPIED HOUSING UNITS			
2010 Owner Occupied Housing Units	80.3%	78.8%	73.9%
2020 Owner Occupied Housing Units	76.1%	76.4%	73.5%
2023 Owner Occupied Housing Units	80.6%	79.0%	75.1%
2028 Owner Occupied Housing Units	80.5%	78.8%	75.2%
RENTER OCCUPIED HOUSING UNITS			
2010 Renter Occupied Housing Units	15.1%	16.4%	19.9%
2020 Renter Occupied Housing Units	19.1%	19.2%	20.9%
2023 Renter Occupied Housing Units	14.6%	16.6%	19.3%
2028 Renter Occupied Housing Units	14.6%	16.7%	19.3%
AVERAGE HOUSEHOLD INCOME	\$204,981	\$181,146	\$136,814

AREA SNAPSHOT




289,661

POPULATION (10-MILE)




275,989

DAYTIME POPULATION (10-MILE)



0.8%

POPULATION GROWTH (2023-2028)



\$204,981

AVERAGE HOUSEHOLD INCOME (3-MILE)