

UPLAND

REAL ESTATE GROUP, INC.



ARBY'S

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Look Upland. Where Properties & People Unite!

NET LEASED DISCLAIMER

Upland Real Estate Group, Inc. hereby advises all prospective purchasers of Net Leased property as follows:

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

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Package is not a substitute for your thorough due diligence investigation of this investment opportunity. Upland Real Estate Group, Inc. 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 Package are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial, legal and other advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased 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, financial and other advisors must request and carefully review all legal, financial and other documents related to the property and tenant. While 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.

All information, including price change and withdrawal from the market, is subject to change without notice.

By accepting this Marketing Package you agree to release to Upland Real Estate Group, Inc. and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property. Property to be sold 'where is, as is.'

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DRM, INC.



- Excellent 5.00% Rent to Sales.
- This Arby's is on a 20 Year, NNN Lease with 5% rent increases every 5 years.
- Recent \$600,000 Full Inspire Store Remodel, completed September 2023.
- The tenant on the lease, DRM, Inc., is one of the largest Arby's franchisees and operates 121 Arby's in 7 Midwest states. DRM has been in business for 46 years, is a great credit tenant that keeps up on their facilities and has never missed a payment.
- Nearby retailers include Hobby Lobby, Target, Walmart, Runnings, Culver's, Caribou Coffee, O'Reilly Auto Parts, Menards, Family Dollar, and much more. Across the street from this Arby's is Avera St. Luke's Hospital which is a 60 bed hospital.
- This Arby's is well located on 6th Avenue Southeast where traffic counts average 31,935 vehicles per day.
- South Dakota is a no income tax state. Aberdeen was ranked #1 in education in South Dakota and is located in a county seat.
- Demographics of a 5-mile population of 30,615 and average household income of \$81,290.



South Dakota is well known for its business-friendly environment. Its business owners benefit from:

- No corporate income tax.
- No personal income tax.
- No personal property taxes.
- No business inventory tax; and
- No inheritance or estate taxes.

The State also benefits from its central location in the heart of the United States, providing businesses with easy access to national and international markets as well as major transportation hubs.

South Dakota is known for its pro-business legal climate and predictable and stable legal system. Its government also has a pro-business stance and provides a variety of programs and incentives to help businesses succeed.

Forbes ranked South Dakota #5 overall on its list of the best states to start a business in for 2023. Additionally, South Dakota was ranked #2 for State Business Tax Climate by the Tax Foundation and #2 Best State for Fiscal Stability by US News & World Report. Another notable statistic for South Dakota is that its cost of living is about 5% lower than the national average. However, its average per capita personal expenditures is just above the national average. This means that its residents have strong purchasing power on items people want versus items people need. South Dakota is also known for its superior quality of life with low crime rates, excellent schools and a variety of recreational activities and national landmarks, making it an attractive place for businesses to recruit and retain employees.

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INVESTMENT SUMMARY

| | |
|------------------------------------|--------------|
| PRICE | \$1,686,254 |
| CAP | 5.50% |
| NOI | \$92,744 |
| RENT/SF | \$26.96 |
| PRICE/SF | \$490.19 |
| RENT ADJUSTMENTS: 5% Every 5 Years | |
| YEARS 1-5: | \$92,744.00 |
| YEARS 6-10: | \$97,381.20 |
| YEARS 10-15: | \$102,250.26 |
| YEARS 16-20: | \$107,362.77 |

LEASE INFORMATION

| | |
|-------------------|---|
| LEASE TYPE | NNN |
| LEASE TERM | 20 Years |
| RENT COMMENCEMENT | 10/1/2023 |
| LEASE EXPIRATION | 9/30/2043 |
| RENEWAL OPTIONS | Four 5-Year starting with the 20th years base annual rent or 5% of sales, whichever is greater. |



LEASE NOTES:

This property recently had Full Inspire Remodel valued at \$600,000 in September 2023.

PROPERTY INFORMATION

| | |
|---------------|---------------------------------------|
| ADDRESS | 1205 6th Ave SE Aberdeen, SD 57401 |
| BUILDING SIZE | 3,440 SQ. FT. |
| LOT SIZE | 0.98 Acres |
| COUNTY | Brown |
| YEAR BUILT | 2002 |

DEMOGRAPHIC INFORMATION

| | 1-MILE RADIUS | 3-MILE RADIUS | 5-MILE RADIUS |
|-------------------------------|---------------|---------------|---------------|
| 2023 POPULATION | 11,867 | 28,882 | 30,615 |
| 2028 POPULATION | 11,901 | 29,097 | 30,862 |
| 2023 MEDIAN HOUSEHOLD INCOME | \$46,216 | \$62,398 | \$63,597 |
| 2023 AVERAGE HOUSEHOLD INCOME | \$61,058 | \$79,746 | \$81,290 |

All demographic information is obtained from Site To Do Business, which compiles US Census Bureau data and Esri projections for 2023 and 2028.

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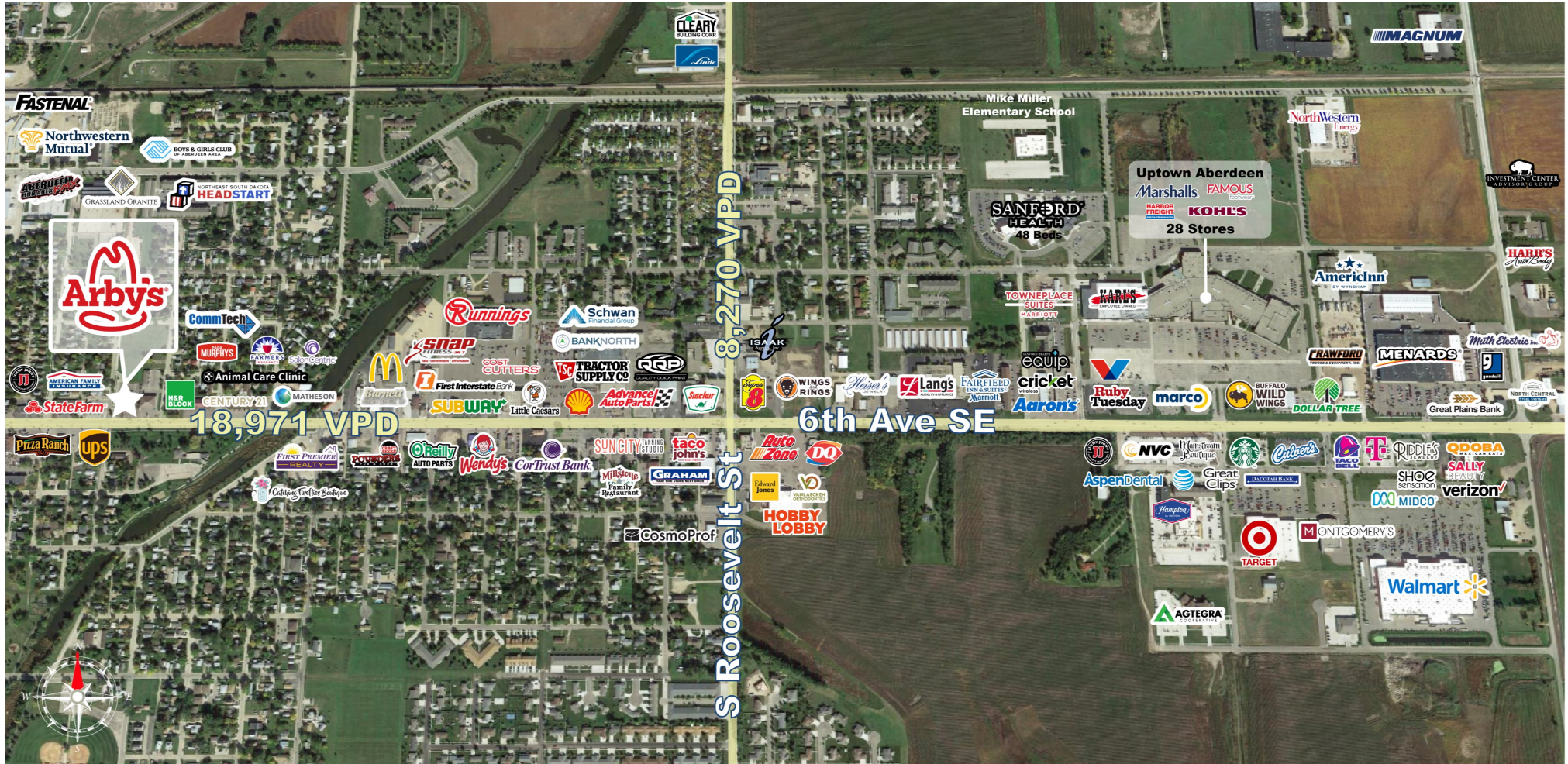
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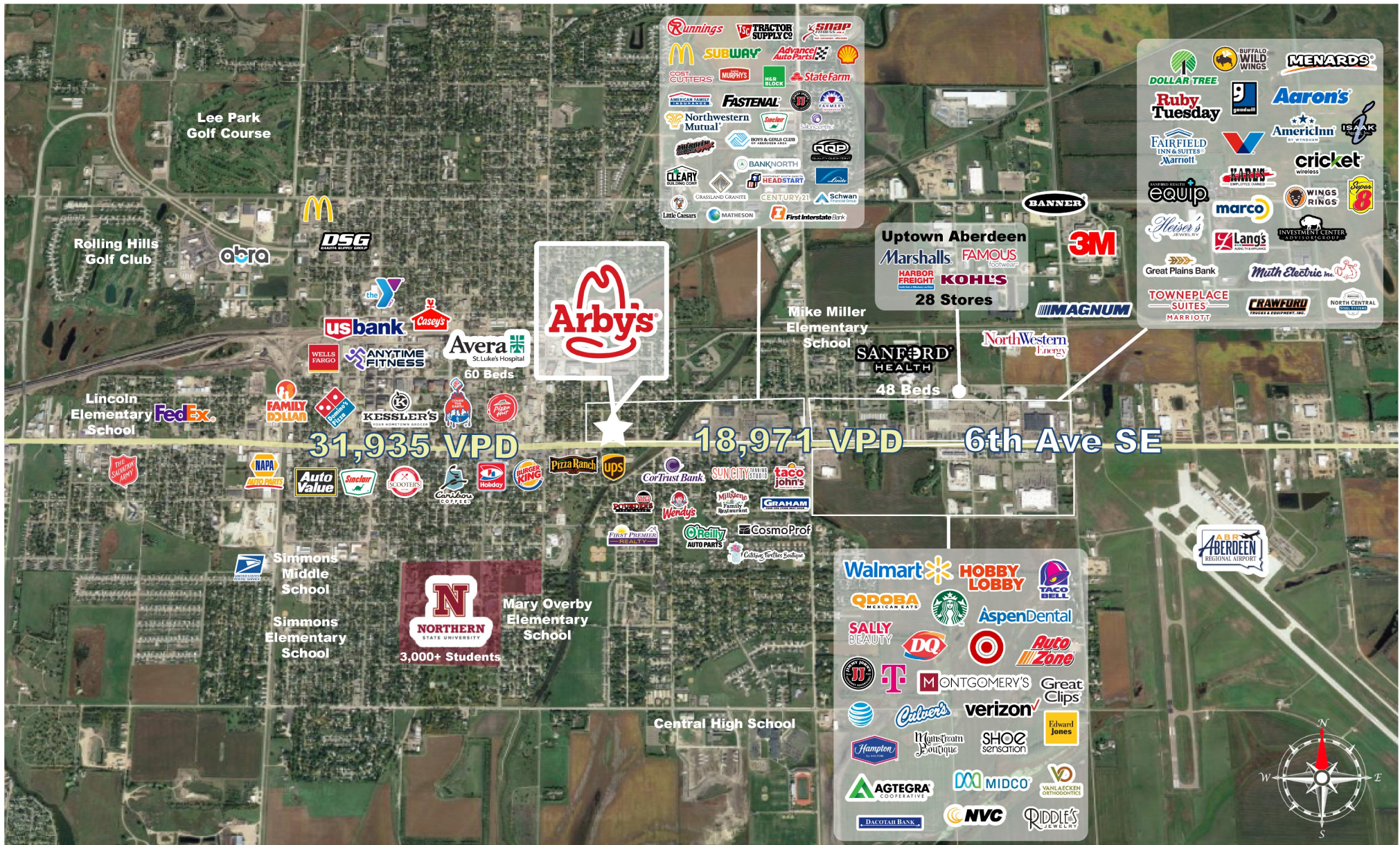
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| | |
|------------|---|
| PROPERTY | Arby's |
| TENANT | DRM, Inc. |
| REVENUES | Private |
| NET WORTH | Private |
| S&P RATING | Non-rated |
| WEBSITE | https://drmarbys.com/ |



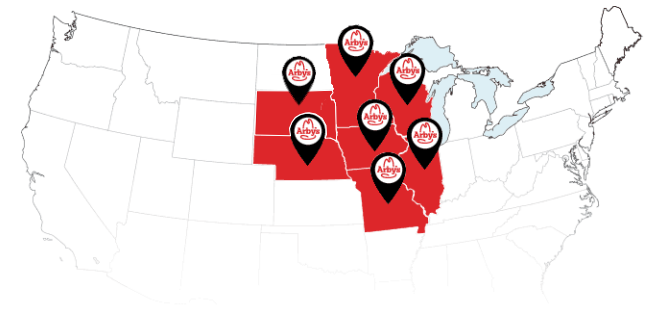
The tenant on the lease is DRM, Inc., one of the largest Arby's franchisees which operates 121 Arby's in 7 Midwest states. DRM has been in business for 46 years, is a great credit tenant that keeps up on their facilities and has never missed a payment.

DRM is a family-owned and operated company, founded in 1977. Matt and Marc both grew up in the fast food industry and brought their experiences and talent along to make DRM one of the most flexible and enjoyable places to work. DRM is one of the largest Arby's franchisees and operates 121 locations in Illinois, Iowa, Minnesota, Missouri, Nebraska, South Dakota, and Wisconsin.

DRM is the proud recipient of the 2018 Inspiring Smiles Franchisee of the Year Award, 2017 Silver A Award, 2016 Golden A Award, and the 2015 Serve, Refresh, Delight Award at the Arby's Worldwide Conventions.

According to drmarbys.com, DRM strongly believes investing in image enhancement, technology and equipment is necessary to protect our markets and bring alignment to the value perceptions of consumers with Arby's.

DRM desires to continue to develop within our markets to achieve maximum penetration and greater operational efficiency. The increased market share will increase sales and individual store profits due to economics of scale.





PURPOSE:

IGNITE & NOURISH
flavorful EXPERIENCES

WE ARE:

MAVERICKS

Doing what has never been done before

ALLIES

Collaborating to win

VISIONARIES

Having foresight and imagination

ACHIEVERS

Getting it done, and having fun doing it

GOOD CITIZENS

Elevating each other and the communities we serve

THE COMBINATION OF
ICONIC BRANDS
& *TIGHTLY INTEGRATED*

CAPABILITIES MAKES INSPIRE

A RESTAURANT COMPANY
unlike ANY OTHER,

DELIVERING **OUTSIZED** GROWTH AND RETURNS

FACTS



\$31B+
in Global
System Sales



\$8.2B
in Global
Digital Sales



32,000
Restaurants



2nd Largest
Restaurant Company
in the U.S.*



3,300+
Franchisees
& Licensees



650,000+
Company & Franchise
Team Members



3,500+
Restaurants

8
Global
Markets

\$4.6B
System
Sales

Largest Sandwich Drive-Thru Chain in the U.S.
Arby's satisfies your craving for bona fide goodness



7,600+
Restaurants

38
Global
Markets

\$2.3B
System
Sales

Largest Ice Cream Specialty Shop Chain in the World
Baskin-Robbins helps you discover your next smile



1,300+
Restaurants

8
Global
Markets

\$4.0B
System
Sales

Largest Sports Bar Chain in the U.S.
Buffalo Wild Wings turns game-time into stories worth telling



13,200+
Restaurants

38
Global
Markets

\$12.4B
System
Sales

Largest Coffee & Donuts Brand in the U.S.
Dunkin' gets America ready to get it done



2,600+
Restaurants

44
States

\$2.4B
System
Sales

Largest Owned Delivery Sandwich Brand in the U.S.
Jimmy John's fuels your life by serving kick-ass sandwiches on your terms



3,500+
Restaurants

47
States

\$5.5B
System
Sales

Largest Drive-In Chain in the U.S.
SONIC Drive-In sparks moments of delightful possibility

* Based on Q4 2022 US unit count
Unit Count and Global Market/State Count as of Q4 2022, System Sales as of FY2022

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This Arby's is well located on 6th Avenue Southeast where traffic counts average 31,935 vehicles per day. Nearby retailers include Hobby Lobby, Target, Walmart, Runnings, Culver's, Caribou Coffee, O'Reilly Auto Parts, Menards, Family Dollar, and much more. Across the street from this Arby's is Avera St. Luke's Hospital which is a 60 bed hospital. Also located in Aberdeen, Northern State University currently has over 3,000 students. This school is known for its affordability and has the largest guarantees scholarship in the Midwest. Aberdeen is the birthplace of many corporate headquarters including Super 8 Hotels.

Aberdeen is the county seat of Brown County and offers a thriving hub of shopping centers, service industries, manufacturing plants, professional facilities, and high-quality school systems. Aberdeen was ranked #1 in education in South Dakota. The State also benefits from its central location in the heart of the United States, providing businesses with easy access to national and international markets as well as major transportation hubs. Its government also has a pro-business stance and provides a variety of programs and incentives to help businesses succeed.

Forbes ranked South Dakota #5 overall on its list of the best states to start a business in for 2023. Additionally, South Dakota was ranked #2 for State Business Tax Climate by the Tax Foundation and #2 Best State for Fiscal Stability by US News & World Report. Another notable statistic for South Dakota is that its cost of living is about 5% lower than the national average. South Dakota is also known for its superior quality of life with low crime rates, excellent schools and a variety of recreational activities and national landmarks, making it an attractive place for businesses to recruit and retain employees. Brown County, South Dakota, is one of the most productive agricultural counties in South Dakota. In recent years, the area has been transformed from a trade center serving family farms to a regional agricultural center with ever-expanding grain terminals, processing facilities, and ethanol plants.



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[CLICK HERE FOR MORE INFORMATION ON ABERDEEN, SOUTH DAKOTA](#)

Aberdeen is home to the annual Brown County Fair which occurs in August. The fair includes a variety of activities such as carnival rides, rodeo, musical performances, excellent food, and much more.

Aberdeen hosts the annual South Dakota Film Festival and has attendees such as Kevin Costner, Adam Greenberg and more. The South Dakota Film Festival is a filmmaker-friendly festival that highlights films from the Great Plains region or films shot in the region.

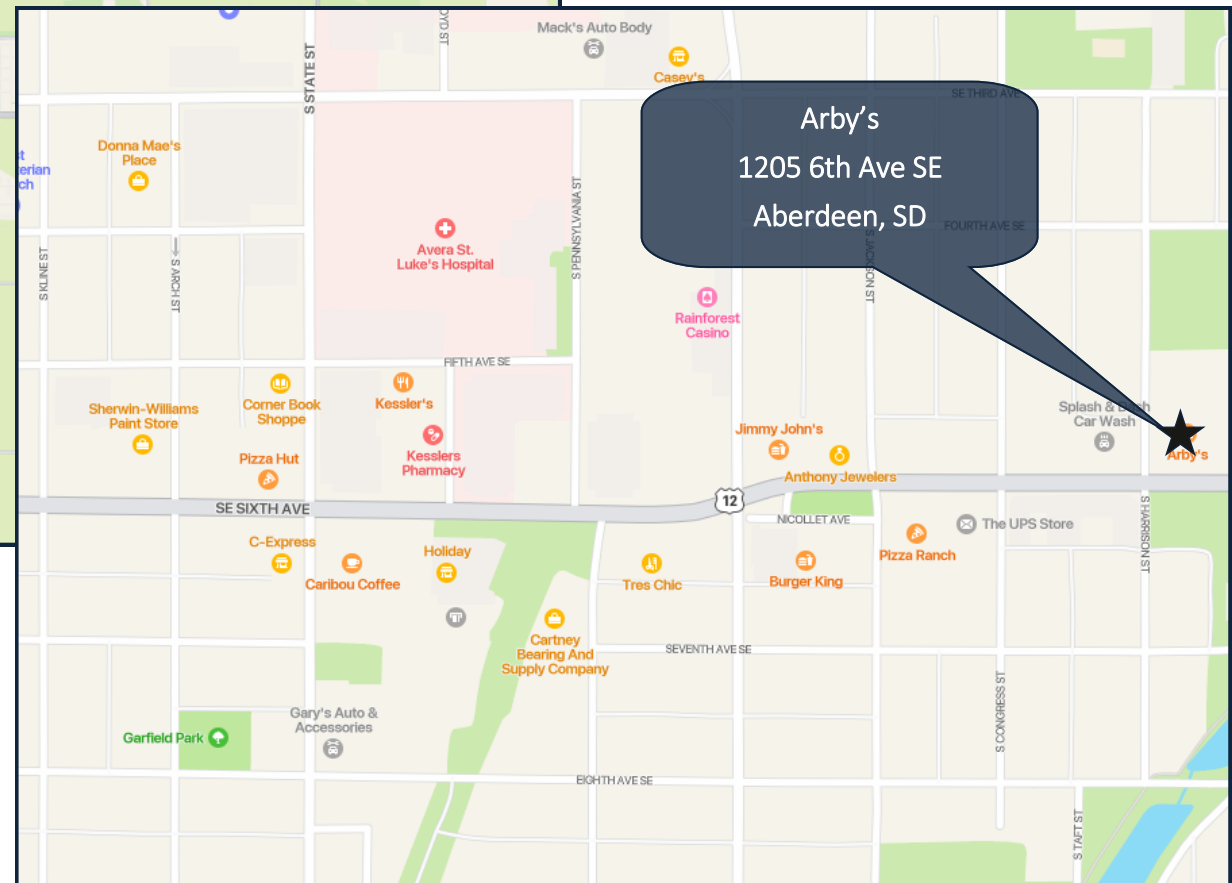
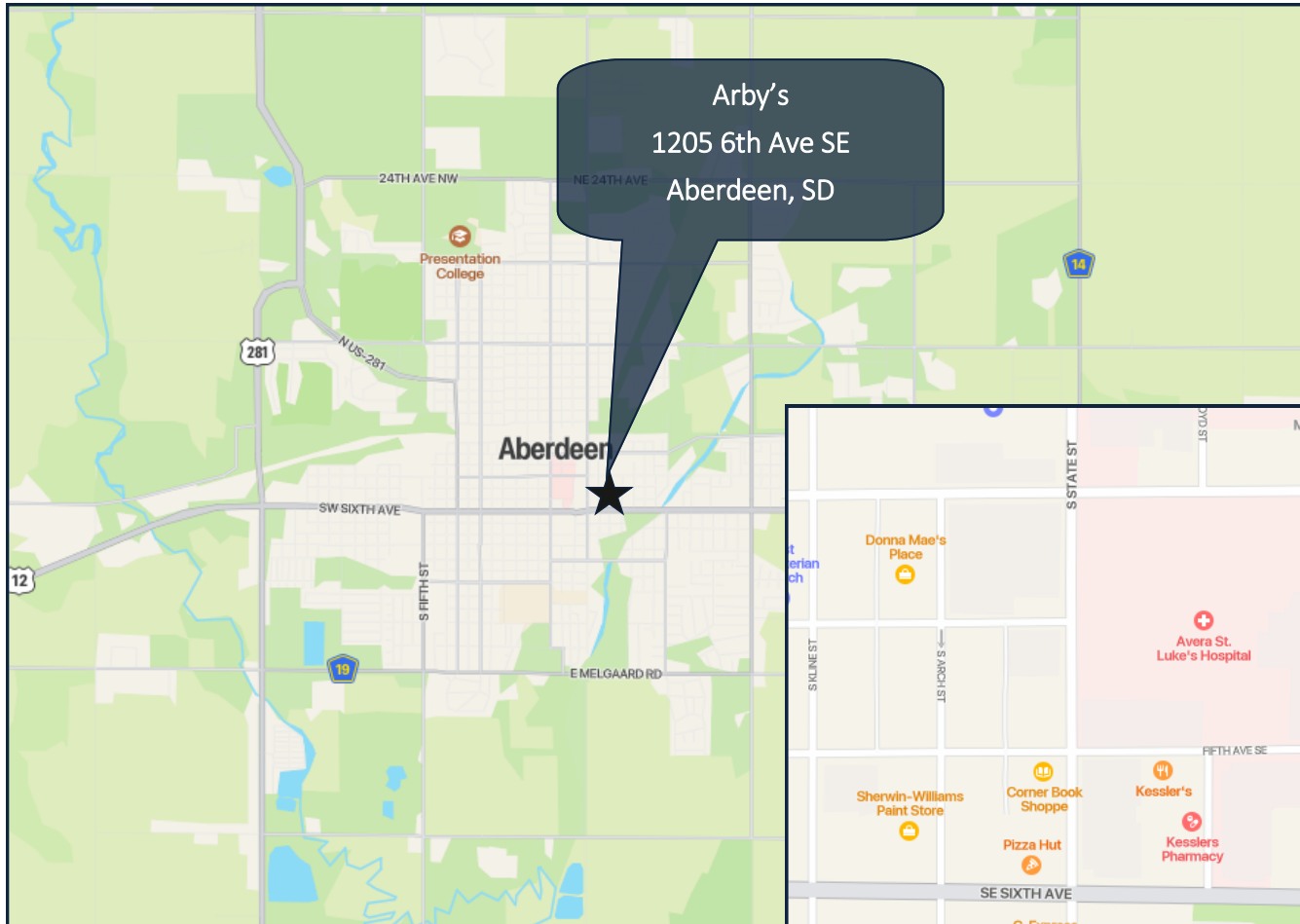
Wylie Park, located in Aberdeen, is the region's biggest and beautiful park made up of 200 acres of well-kept grounds. Wylie Park offers 110 campsites, luxury cabins, miles of trails, Lake Minne-Eho, the Storybook Land/Land of Oz, and much more. Wylie Park also has a wide variety of recreational facilities such as volleyball courts, softball field, running and bicycle trails. Visitors may also enjoy Go-Karts, Mini Golf, and Bike & Skate Rentals.

Situated in the beautiful Wylie Park, the iconic Storybook Land is a must see for kids and adults. Visitors can enjoy a world of imagination by nursery rhymes and the Wizard of Oz with life-size characters and interactive scenes.

Another popular attraction, Wylie Thunder Road has been providing summer entertainment for families since 1994. The family entertainment center offers go-kart tracks, a bumper boat pool, mini golf course, a Laser Maze Challenge, and more.



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THE UPLAND ADVANTAGE

Upland Real Estate Group, Inc., which was founded in 1995, is a Minneapolis based commercial real estate investment sales and brokerage company, which focuses on passive real investments, 1031 solutions, real estate portfolio diversification, and wealth preservation. Upland offers "big business service" with the attentiveness you expect from a boutique shop.

Our ability to swiftly match buyers with sellers is one of the many reasons Upland Real Estate Group, Inc. is the nation's primary resource for the purchase or sale of net leased, credit investment properties. Many investors and 1031 tax deferred exchange buyers have benefited from the experience and expertise of our team of net leased investment sales specialists.

BENEFITS OF WORKING WITH UPLAND

- Nationally recognized CCIM accredited sales team
- Comprehensive and searchable online database
- Excellent reputations and credibility
- Online Letter of Intent forms
- Access to confidential off-market properties
- Extensive referral network
- Prompt follow-up and attention to detail

www.nnnsales.com



PROVEN SUCCESS RECORD

- Completed in excess of 900 net leased sales transactions totaling over \$2.8 billion
- Specialized in NNN investment market for more than 30 years

Upland's 1031 investment specialists have successfully completed net lease sales transactions with tenants including, but not limited to:

| | | | |
|---------------------|--------------------|---------------------------|-------------------|
| 7-Eleven | Chick-Fil-A | KinderCare | Sherwin Williams |
| Advance Auto | Chipotle | Kohl's | Starbucks |
| Aldi | Circle K | Kum & Go | Sunoco |
| Allina Health | CVS Pharmacy | LA Fitness | Super America |
| Applebee's | Dollar General | Mattress Firm | Taco Bell |
| Arby's | Dollar Tree | McDonald's | Tires Plus |
| Aspen Dental | Duluth Trading Co. | Michaels | Top Golf |
| Bank of America | Fairview Health | National Tire & Battery | Tractor Supply |
| BJ's Wholesale Club | Family Dollar | Northern Tool & Equipment | Trader Joe's |
| Buffalo Wild Wings | Fresenius | Office Depot | United Healthcare |
| Burger King | Gander Mountain | O'Reilly Auto Parts | US Bank |
| Caliber Collision | Goodwill | Perkins | Valvoline |
| Camping World | Grease Monkey | Petco | Walgreens |
| Caribou Coffee | Jack in the Box | Pizza Hut | Wawa |
| Chase Bank | Jiffy Lube | Royal Farms | Wells Fargo Bank |



L to R: Deb Vannelli, CCIM; Taylor McManemy; Keith Sturm, CCIM; Amanda Leathers & Gaby Goldman