

**MATTHEWS™**

**RUBY  
TUESDAY**

**Ruby  
Tuesday**

**1238 National Hwy**  
La Vale, MD 21502

**Retail  
Investment Opportunity**  
Offering Memorandum

# EXCLUSIVELY LISTED BY

**Kyle Matthews**

Broker of Record

Broker Lic. No.: 664913 (MD)

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**MATTHEWS**™





**±5,732 SF**  
GLA



**2000**  
Year Built



**±43,000**  
Vehicles Per Day



**Absolute NNN**  
Lease Type

# EXECUTIVE SUMMARY

Matthews™ is pleased to present a prime opportunity to acquire a single-tenant, absolute triple-net (NNN) Ruby Tuesday restaurant located in La Vale, Maryland, a key commercial corridor in Allegany County. The property is leased to Ruby Tuesday Operations LLC under a corporate-guaranteed lease with approximately ±15 years of remaining term, offering long-term income security and peace of mind for passive investors.

The lease features 10% rental increases every 5 years, providing significant income growth over the lease term. With zero landlord responsibilities, this investment is ideally suited for investors seeking a truly passive, inflation-protected income stream backed by a nationally recognized restaurant brand.

Strategically situated in a high-visibility retail corridor adjacent to national retailers such as McDonald's, Lowe's Home Improvement, KFC, Denny's, Taco Bell, Starbucks, AutoZone, Dairy Queen, CVS, Bob Evans, Wendy's, Arby's, Cracker Barrel, and near major roadways, the location benefits from strong consumer traffic and regional draw, bolstering tenant performance and site stability.

## PROPERTY OVERVIEW

### Absolute Triple Net Lease

- The property features an Abs NNN lease with zero landlord responsibilities, offering true passive ownership and ease of ownership.

### Corporate Guarantee

- The lease is corporately guaranteed by Ruby Tuesday, Inc., providing prospective investors with a secure backing behind the lease.

### Long-Term Lease With ±15 Years Remaining

- The tenant recently executed a lease extension to a 20 year base term, demonstrating their fondness and long-term commitment to this location and the La Vale market.

### Strategic Location In La Vale, Md

- Located in a thriving commercial hub with nearby national tenants including Walmart, Lowe's, and Chick-fil-A.

### Ideal For 1031 Exchange

- Low-maintenance, income-generating asset ideal for 1031 investors seeking a turnkey replacement property.

### Heavily Trafficked And High Visibility Location

- The subject property is strategically located on National Hwy and is exposed to over 43,000 cars per day, ensuring a steady flow of consumer traffic to a highly visible location

# FINANCIAL SUMMARY

**\$1,825,806**

List Price

**7.75%**

Cap Rate

**\$24.69**

Rent Per SF

**±1.25 AC**

Lot Size

## Tenant Summary

Tenant Trade Name	Ruby Tuesday
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	Absolute NNN
Roof and Structure	Tenant Responsibility
Lease Commencement Year	6/1/2018
Lease Expiration Date	12/31/2040
Term Remaining on Lease	±15 Years
Increases	10% Every 5 Years
Options	Four, 5-Year Options

## Annualized Operating Data

	Monthly Rent	Annual Rent	Rent PSF	Cap Rate
12/1/2025 - 12/31/2030	\$11,791.67	\$141,500.04	\$24.69	7.25%
1/1/2031 - 12/31/2035	\$12,970.84	\$155,650.08	\$27.15	7.98%
1/1/2036 - 12/31/2040	\$14,267.88	\$171,214.56	\$29.87	8.77%
Option 1	\$15,694.71	\$188,336.55	\$32.86	9.65%
Option 2	\$17,264.18	\$207,170.21	\$36.14	10.61%
Option 3	\$18,990.60	\$227,887.23	\$39.76	11.68%
Option 4	\$20,889.66	\$250,675.95	\$43.73	12.84%



Country Club Mall

Walmart Supercenter

FINISH LINE

GameStop

maurices

GOLDEN STAR THEATERS

GNC LIVE WELL

Applebee's GRILL + BAR

MARTIN'S

Gabe's unbelievable!

TSC TRACTOR SUPPLY CO

KOHL'S

Chick-fil-A

MDOT MARYLAND DEPARTMENT OF TRANSPORTATION

HARBOR FREIGHT

QUALITY TOOLS LOWEST PRICES

FedEx ups

Staples

INTERSTATE 68 ± 30,600 VPD

RubyTuesday Subject Property

McDonald's

National Hwy ± 13,200 VPD

Denny's

JM ELECTRONICS

KFC

LOWE'S





**La Vale Plaza**

**OLLIE'S OUTLET**  
Bargain  
"GOOD STUFF CHEAP"

**JOANN**

**Dunham's**  
SPORTS

**DUNKIN'**

**LONG JOHN SILVERS**

**Super 8**

**DOLLAR GENERAL**

**SHEETZ**  
FRESH FOOD  
MADE TO ORDER

**Starbucks**

**TACO BELL**

**Denny's**

**McDonald's**

**KFC**

**Ruby Tuesday**  
Subject Property

**verizon**

**AT&T**

**HARBOR FREIGHT**  
QUALITY TOOLS LOWEST PRICES

**FedEx**

**ups**

± 30,600 VPD



National Hwy ± 13,200 VPD



National Hwy  $\approx$  13,200 VPD

$\approx$  30,600 VPD



# PROPERTY PHOTOS



# TENANT SUMMARY

## Ruby Tuesday

Year Founded

1972

Headquarters

Maryville, TN

Locations

200

### Tenant Overview

Ruby Tuesday is a casual dining restaurant chain founded in 1972 by Samuel E. Beall III. The chain is named after the Rolling Stones' song of the same name and is known for offering a variety of American comfort foods, including burgers, ribs, pasta, and seafood. Its hallmark features include the famous Endless Garden Bar, which offers a wide selection of fresh vegetables, toppings, and dressings, catering to health-conscious diners. Ruby Tuesday emphasizes a warm, family-friendly dining environment, with locations primarily in the United States and a few international spots.

Over the years, Ruby Tuesday has undergone changes to adapt to shifting consumer preferences, including updates to its menu and dining experience. The company has faced challenges in the competitive restaurant industry but has worked to stay relevant through revamped marketing strategies, enhanced digital ordering options, and a focus on quality ingredients. Despite store closures and restructuring efforts in recent years, Ruby Tuesday continues to maintain a presence as a go-to spot for casual dining with a menu that balances traditional favorites and modern twists.

### Why Invest in Ruby Tuesday?

- **Established National Brand:** Over 50 years of brand recognition within the casual dining restaurant industry.
- **Diverse Casual Dining Offering:** Broad menu including burgers, steaks, seafood, and its signature garden bar, appealing to a wide consumer base.
- **Strategic Suburban Locations:** Many restaurants are located in established retail corridors with strong traffic and accessibility.
- **Private Equity Backing:** Ownership by NRD Capital provides strategic support and operational expertise in restaurant and franchise brands.
- **Recognized Dining Experience:** Known for its garden bar concept and consistent casual dining environment that attracts repeat customers.

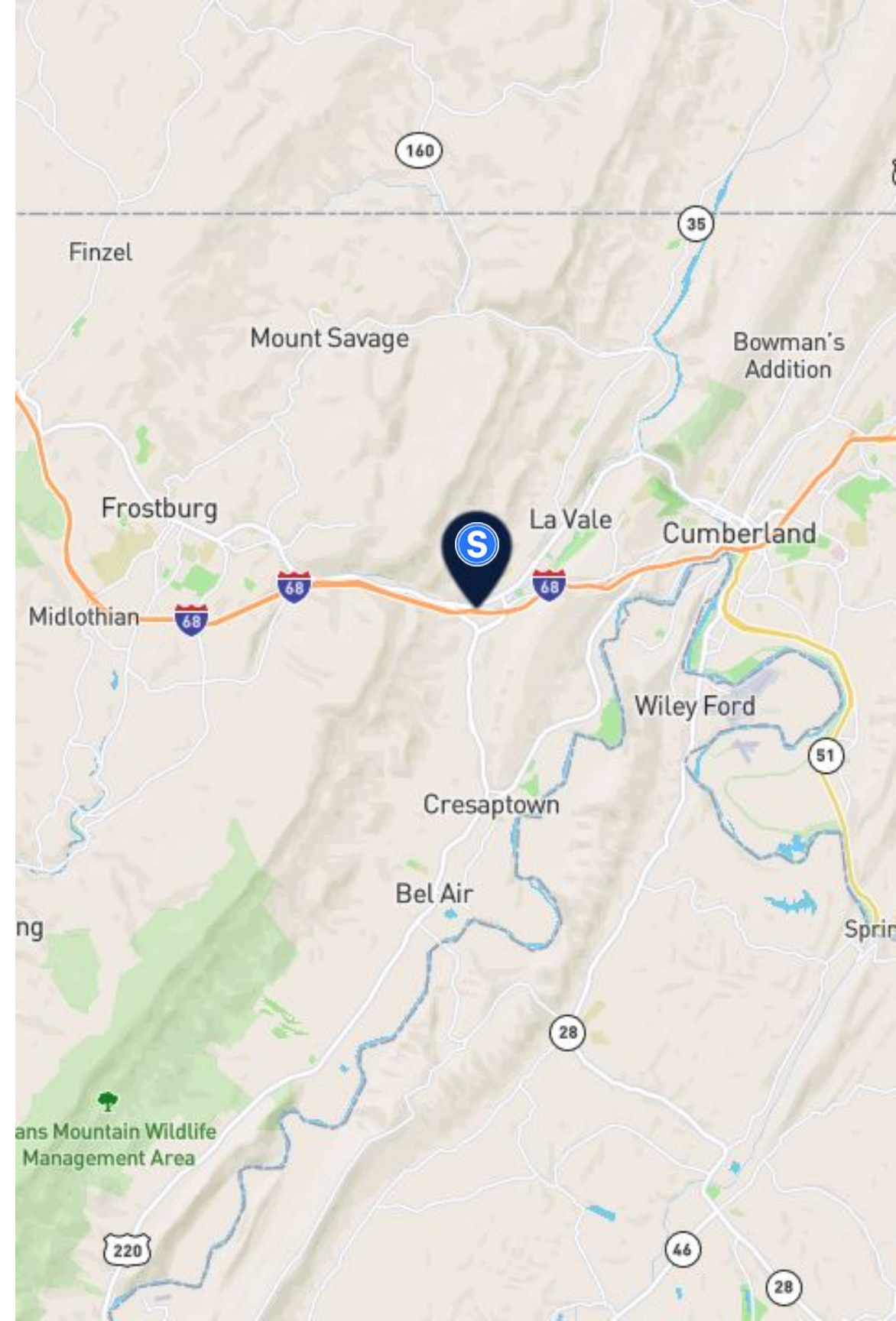
# MARKET OVERVIEW

La Vale, Maryland, located in Allegany County and part of the Cumberland metropolitan area, functions as a regional retail and service hub. The community features the Country Club Mall, the only enclosed shopping center in the region, anchored by national retailers such as Walmart Supercenter, TJ Maxx, and Ulta Beauty, alongside an eight-screen cinema. The area benefits from its location along the historic National Road (US Route 40) and proximity to Interstate 68, facilitating easy access for both local residents and travelers. Nearby attractions like Rocky Gap State Park and Green Ridge State Forest draw visitors year-round, supporting a steady flow of consumer traffic to local businesses.

La Vale's economy is supported by a stable population of approximately 13,672 residents, with a median household income of \$105,387. The cost of living is notably lower than both state and national averages, with housing costs approximately 44% below the national median. The local workforce is primarily employed in health care, education, and manufacturing sectors, providing a solid economic foundation. For a Ruby Tuesday asset, this setting offers exposure to consistent local patronage and transient traffic, bolstered by the area's retail concentration and accessibility.

## Demographics

Population	3-Mile	5-Mile	10-Mile
Current Year Estimate	13,672	43,961	69,397
Households	3-Mile	5-Mile	10-Mile
Current Year Estimate	4,531	17,476	27,791
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$105,387	\$79,860	\$83,960



# Confidentiality Agreement & Disclaimer

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **1238 National Hwy, La Vale, MD, 21502** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews™ is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™, the property, or the seller by such entity.

Owner and Matthews™ expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™ or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

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