

# MATTHEWS™



Walmart/Lowes Anchored Outparcel | Early 5-Year Renewal | 1.32 AC Lot | Corporate Guarantee

## Ruby Tuesday

145 Commonwealth Avenue, Wytheville, VA 24382

Retail Investment Opportunity

Offering Memorandum

# EXCLUSIVELY LISTED BY

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## **Nathan Roberto**

Associate Vice President

**(214) 295-8753**

**Nathan.Roberto@matthews.com**

License No. 368703 (TN)

## **Kyle Matthews**

Broker of Record

Broker Lic No. 225225982 (VA)

Firm Lic No. 226035518 (VA)



**MATTHEWS™**



# Ruby Tuesday

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# PROPERTY PHOTOS

**RubyTuesday**

145 Commonwealth Avenue, Wytheville, VA



# EXECUTIVE SUMMARY

# RubyTuesday

Matthews™ is pleased to present the opportunity to acquire a fee simple, single-tenant, net-leased Ruby Tuesday located in Wytheville, Virginia. The property is strategically positioned at the convergence of Interstate 77 and Interstate 81 – one of the most heavily trafficked and significant highway intersections along the East Coast – providing exceptional visibility and access to both local and transient consumers.

This offering represents a compelling opportunity to acquire a well-located, highway-oriented asset that benefits from consistent daily traffic driven by regional commuters, long-distance travelers, and commercial logistics activity. The ±4,696 square foot building is situated on a well-sized 1.32 AC parcel within Wytheville's primary retail corridor, offering strong accessibility and prominent frontage.

The immediate trade area is characterized by a dense concentration of national retailers, restaurants, and hospitality operators that cater to both residents and travelers. Wytheville serves as a critical stopover destination for motorists traveling between the Northeast, Midwest, and Southeast, supporting steady consumer demand and reinforcing the property's long-term viability.

Surrounding national brands include Walmart Supercenter, Lowe's, Food Lion, PetCo, and Walgreens, along with multiple nationally flagged hotels such as Holiday Inn, Hampton Inn, and Comfort Suites. The combination of premier interstate access, strong retail and hospitality synergy, and sustained tourism and logistics-driven traffic positions this asset as an attractive long-term net-leased investment opportunity.



# INVESTMENT HIGHLIGHTS

# Ruby Tuesday

## Property Highlights

- **Premier Interstate Location | I-77 & I-81 Convergence:** The Property is strategically positioned at the convergence of Interstates 77 and 81, two major transportation corridors with a combined traffic count exceeding 30,000+ vehicles per day. This prime location offers outstanding visibility and consistent exposure to a high volume of travelers throughout the year.
- **Recent Lease Extension | Commitment to the Site:** Tenant recently executed an early 5 year lease renewal ahead of schedule, leaving approximately 6 years remaining on their lease and demonstrating long-term commitment to the site.
- **Absolute NNN Lease | Corporate Guarantee:** The Property is secured by an absolute triple-net (NNN) lease, eliminating landlord responsibilities, and is backed by a corporate guarantee from Ruby Tuesday Operations LLC. This structure provides a truly passive investment with dependable, predictable cash flow.
- **Attractive Rent Growth | 2% Annual Increases:** The lease includes fixed 2% annual rent escalations, ensuring steady income growth and offering a built-in hedge against inflation over the lease term.
- **Outparcel to Wytheville Commons | Dominant Regional Retail Hub:** The Property is an outparcel to Wytheville Commons, a leading regional shopping destination anchored by Walmart Supercenter and Lowe's, and shadow-anchored by prominent national retailers including Petco, Bealls, and First Community Bank. This high-performing retail hub generates substantial daily traffic and solidifies the Property's position within Wytheville's primary commercial corridor.
- **Stable, Highway-Driven Demand:** Wytheville's location along key interstate routes makes it a natural stopping point for regional and long-distance travelers. This dynamic supports consistent restaurant demand fueled by tourism, trucking activity, and commuter traffic, independent of local population size.
- **Strong Retail & Hospitality Synergy:** The Property benefits from a dense cluster of national retailers and nearby hotels, creating a built-in and recurring customer base while reinforcing the area as a dominant dining and service destination within the market.
- **High Barrier-to-Entry Interstate Corridor:** The limited supply of developable land near the interstate interchange, combined with established retail density, creates significant barriers to entry for new competitors—helping protect long-term asset value and occupancy stability.





Wythe County Community Hospital  
±100 Beds



±25,000 VPD



N 4th St ± 15,200 VPD



Commonwealth Dr





spark  
by Hilton™



±25,000 VPD



Bojangles



Goodwill



SHEETZ

First Bank  
& Trust Company

CHIPOTLE



Ruby Tuesday  
Subject Property

First Community Bank

McDonald's

N 4th St ± 15,200 VPD

Wendy's

Commonwealth Dr

MATTRESS  
FIRM

Walmart  
Supercenter

LOWE'S

petco

HARBOR  
FREIGHT  
Quality Tools at Ridiculously Low Prices

Commonwealth Dr



**Ruby Tuesday**  
SIMPLE FRESH AMERICAN DINING

N 4th St ± 15,200 VPD



**145 Commonwealth Avenue**  
Wytheville, VA 24382

**±4,696 SF**  
GLA\*

**2001**  
Year Built

**±15,200**  
Vehicles Per Day (4th St)

**Absolute NNN**  
Lease Type

**±1.32 AC**  
Lot Size\*

\*Buyer to verify GLA and Lot Size with a new survey



# FINANCIAL OVERVIEW

**RubyTuesday**

145 Commonwealth Avenue, Wytheville, VA



# FINANCIAL SUMMARY

# Ruby Tuesday

**\$2,750,000**

List Price

**7.12%**

Cap Rate

**\$195,899**

NOI

**±1.32 AC**

Lot Size

## Property Details

Tenant Trade Name	Ruby Tuesday Operations, LLC
Lease Type	Absolute NNN
Type of Ownership	Fee Simple
Original Lease Commencement	3/31/2012
Original Lease Expiration	3/31/2027
Lease Extension Expiration	3/31/2032
Remaining Term	±6 Years
Options	Three, 5 Year Options
Lease Guarantor	Corporate
Rent Increases	2% Annual

## Annualized Operating Data

	Monthly Rent	Annual Rent	Cap Rate
4/1/26 - 3/31/27	\$16,324.91	\$195,898.92	7.12%
4/1/27 - 3/31/38	\$16,651.41	\$199,816.90	7.27%
4/1/28 - 3/31/39	\$16,984.44	\$203,813.24	7.41%
4/1/29 - 3/31/30	\$17,324.13	\$207,889.50	7.56%
4/1/30 - 3/31/31	\$17,670.61	\$212,047.29	7.71%
4/1/31 - 3/31/32	\$18,024.02	\$216,288.24	7.87%



# ADDITIONAL LISTINGS

AVAILABLE INDIVIDUALLY OR AS A PORTFOLIO

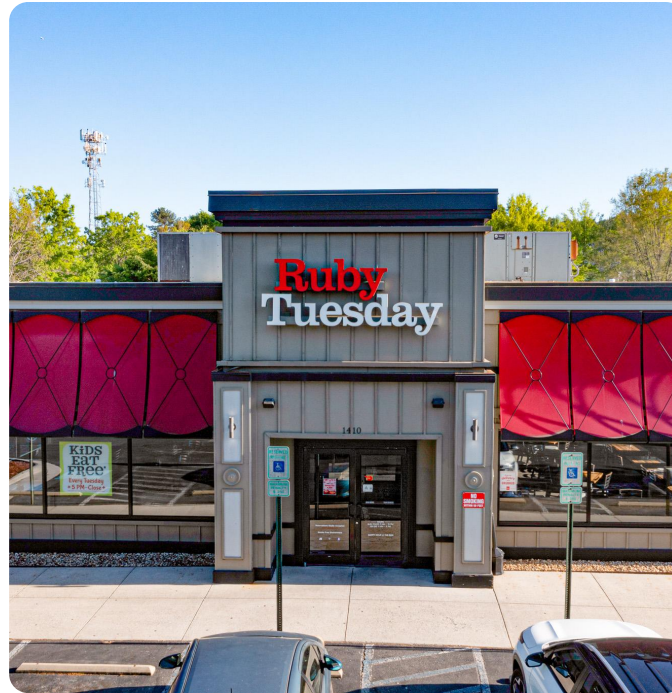
# Ruby Tuesday



65 Son-Lan Pkwy  
Garner, NC 27529

List Price: \$2,250,000  
Cap Rate: 6.73%  
NOI: \$151,345  
GLA: ±4,698 SF

Raleigh, NC MSA



1410 Old Springdale Road,  
Rock Hill, SC 29730

List Price: \$3,400,000  
Cap Rate: 5.98%  
NOI: \$203,622  
GLA: ±5,610 SF

Charlotte, NC MSA



145 Commonwealth Avenue,  
Wytheville, VA 24382

List Price: \$2,750,000  
Cap Rate: 7.12%  
NOI: \$195,899  
GLA: ±4,696 SF

Wytheville, VA



# TENANT SUMMARY

## Ruby Tuesday

Year Founded

1972

Headquarters

Maryville, TN

Ownership Status

Privately held

Employees

10,000+

Locations

204+

Annual Revenue

\$750 million

### Tenant Overview

**Ruby Tuesday** is a privately held American casual dining restaurant chain founded in the early 1970s and headquartered in Maryville, Tennessee. The company operates a network of restaurants primarily across the Eastern and Southeastern United States, along with a limited international presence. The brand is known for its approachable, bar-and-grill style menu that includes burgers, steaks, seafood, pasta, and its well-known Garden Bar, which has long been a key differentiator. Ruby Tuesday caters to a broad, middle-market customer base, appealing to families, casual diners, and value-oriented consumers seeking a relaxed dining experience.

Over time, the company has evolved from a high-growth national chain into a more focused and streamlined operator, concentrating on its strongest geographic markets and core customer segments. Ownership by private equity has supported efforts to refine operations, improve efficiency, and reposition the brand within the competitive casual dining sector. Ruby Tuesday continues to emphasize menu quality, hospitality, and a comfortable in-restaurant experience, while also adapting to changing consumer preferences through off-premise dining options such as takeout and delivery.

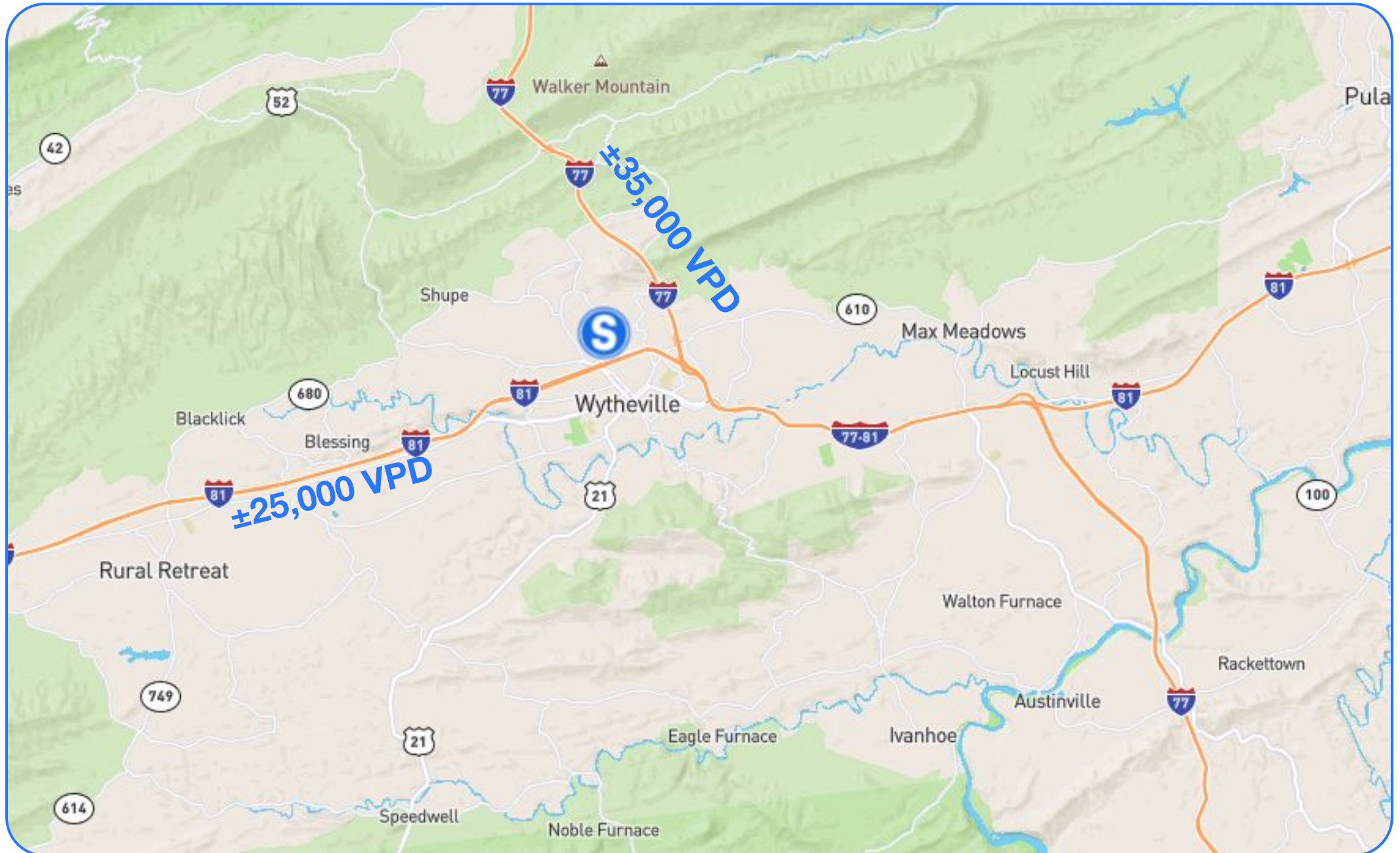
### Why Invest in Ruby Tuesday ?

- **Brand Recognition:** Established casual dining brand with decades of market presence and strong consumer familiarity, particularly in the Eastern and Southeastern United States.
- **Focused Operating Model:** Streamlined restaurant footprint concentrated in core markets, allowing for improved operational efficiency and better alignment with local demand.
- **Private Equity Sponsorship:** Backed by NRD Capital, providing strategic oversight, operational expertise, and access to capital to support long-term performance and brand repositioning.
- **Menu Differentiation:** Known for its diverse, value-oriented menu and signature Garden Bar, offering broad appeal to families and casual diners seeking a relaxed dining experience.
- **Off-Premise Growth:** Continued investment in takeout and delivery channels to capture shifting consumer preferences and enhance revenue diversification.
- **Market Opportunity:** Positioned within the large and resilient casual dining sector, with opportunities to drive traffic through menu innovation, brand refresh initiatives, and targeted marketing efforts.

# MARKET OVERVIEW

**RubyTuesday**

145 Commonwealth Avenue, Wytheville, VA



# WYTHEVILLE, VA



**8,105**  
Total Population

**4,200**  
Employed Population

## Local Market Overview

Wytheville, Virginia offers a stable and steadily evolving local market shaped by its strategic location at the crossroads of Interstates 77 and 81. This positioning has long supported the area’s role as a regional hub for transportation, logistics, and small-scale manufacturing, contributing to a diversified economic base that remains resilient through broader market fluctuations. Tourism also contributes meaningfully to economic activity, with visitors drawn to the town’s historic downtown, cultural landmarks, and proximity to outdoor recreation in the Blue Ridge Mountains. This steady influx of travelers supports hospitality, retail, and dining sectors, creating additional layers of economic diversity.

The local retail landscape is a mix of national chains, regional brands, and independently owned businesses. Big-box retailers and grocery stores provide essential goods and anchor the market, while small boutiques, antique shops, and specialty stores—especially in the historic downtown district—cater to both residents and tourists. This blend helps maintain a balanced retail environment that meets everyday needs while also offering unique, locally driven experiences.

## Property Demographics

Population	1-Mile	3-Mile	5-Mile
Current Year Estimate	3,526	8,744	10,530
Households	1-Mile	3-Mile	5-Mile
Current Year Estimate	1,696	4,161	4,916
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$84,998	\$78,473	\$79,451

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**Associate Vice President**  
**(214) 295-8753**  
**Nathan.Roberto@matthews.com**  
**License No. 368703 (TN)**

**Kyle Matthews**  
**Broker of Record**  
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**Ruby**  
**Tuesday**

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at [145 Commonwealth Avenue, Wytheville, VA 24382](#) ("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.

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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.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.