

Ruby Tuesday

2239 Madison St | Clarksville, TN 37043

Retail
Investment Opportunity
Offering Memorandum



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EXCLUSIVELY LISTED BY



Tanner Sanford

Associate Vice President

(865) 419-0016

tanner.sanford@matthews.com

License No. 370826 (TN)



Clay Smith

SVP & Director

(615) 412 1630

clay.smith@matthews.com

License No. 361676 (TN)

Broker Of Record

Hutt Cooke

Broker Lic. No.: 356505 (TN)

Firm Lic. No.: 263667 (TN)

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Table of Contents

- 01 Property Overview
- 02 Financial Overview
- 03 Tenant Overview
- 04 Market Overview

PROPERTY OVERVIEW

Ruby Tuesday

2239 Madison St, Clarksville, TN 37043



INVESTMENT HIGHLIGHTS

Property Highlights

- **Below Market Rent | Prime Position Across from Walmart | Outparcel Location at Signalized Intersection** – Current rent is equal to \$22.38 Per SF. Positioned at the intersection of Madison St & MLK Jr Pkwy with a combined 50,210 vehicles per day (VPD), offering immense visibility & access; prime outparcel location on a signalized corner across from Walmart, benefiting from strong daily consumer traffic.
- **Booming Population Growth in One of TN's Fastest Growing Counties | Nashville MSA** – Located in Middle Tennessee, one of the most desirable & exponentially growing areas in the Nashville MSA with strong long-term real estate fundamentals.
 - **Montgomery County 5-Year Population Growth: 14.6%**
 - **Montgomery Average Household Income: \$78,956**
- **Surrounded by Major National Retailers** – including Walmart, Lowe's, Publix, Marshalls, Chick-fil-A, Chipotle, Taco Bell, & more, driving consistent consumer activity & foot traffic.
- **College Town | Austin Peay State University** – located in Clarksville, TN and home to over 11,185 students with notable growth in the Business school & strong military-affiliated enrollment at the Fort Campbell Center.
- **Nearby Fort Campbell Army Base** – one of the largest military bases in the Continental United States. Fort Campbell is home to over 240,000 active military & family members, including the 101st Airborne Division.
- **Long-Term Absolute NNN Lease** – Fourteen (14) years remaining in the initial term with an investor friendly lease structure.
- **Attractive Future Uses Due to the Large Building & Lot Size** – an existing 5,500 SF building positioned on over 1.43 acres creates future flexibility & various future uses for investors.

Part of a Larger Portfolio of Ruby Tuesday Assets | Available Individually or as a Package

Demographic Overview

74,840

Population Current Year Estimate
Within 5 Mile Radius

\$106,795

Median Household Income
Within 5 Mile Radius

16%

2030 Population Growth
Since 2020



Abode Townhomes
±36 Townhome Units

Meadow Hill Townhomes
±25 Townhome Units



New Commercial Retail Center
Spec Retail Coming 2026

Madison St ± 23,650 VPD

Ruby Tuesday
Subject Property



± 26,560 VPD

76



Walmart Supercenter
Top 6% of National Locations
Source: AlphaMap



Ruby Tuesday
SIMPLE FRESH AMERICAN DINING



FINANCIAL OVERVIEW

Ruby Tuesday

2239 Madison St, Clarksville, TN 37043



FINANCIAL SUMMARY

Annualized Operating Data

Tenant	Ruby Tuesday, Inc.
Lease Expiration	June 30, 2040
Lease Term Remaining	±14 Years
Options Remaining	Four, 5-Years
Lease Type	Absolute NNN
NOI	\$123,063
Increases	1.50% Annually (Jan. 1)
Right of First Refusal (ROFR)	No
Corporate Financial Reporting	Yes

Property Details

±5,500 SF
GLA

±1.43 AC
Lot Size

2003
Year Built

±14 Years
Lease Term

\$1,823,169

List Price

6.75%

Cap Rate

Annualized Operating Data

Term	Annual Rent	Rent Per SF	Cap Rate
Current	\$123,064	\$22.38	6.75%
Year 2	\$124,910	\$22.71	6.85%
Year 3	\$126,784	\$23.05	6.95%
Year 4	\$128,685	\$23.40	7.06%
Year 5	\$130,616	\$23.75	7.16%
Year 6	\$132,575	\$24.10	7.27%
Year 7	\$134,563	\$24.47	7.38%
Year 8	\$136,582	\$24.83	7.49%
Year 9	\$138,631	\$25.21	7.60%
Year 10	\$140,710	\$25.58	7.72%
Year 11	\$142,821	\$25.97	7.83%
Year 12	\$144,963	\$26.36	7.95%
Year 13	\$147,137	\$26.75	8.07%
Year 14	\$149,345	\$27.15	8.19%

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.

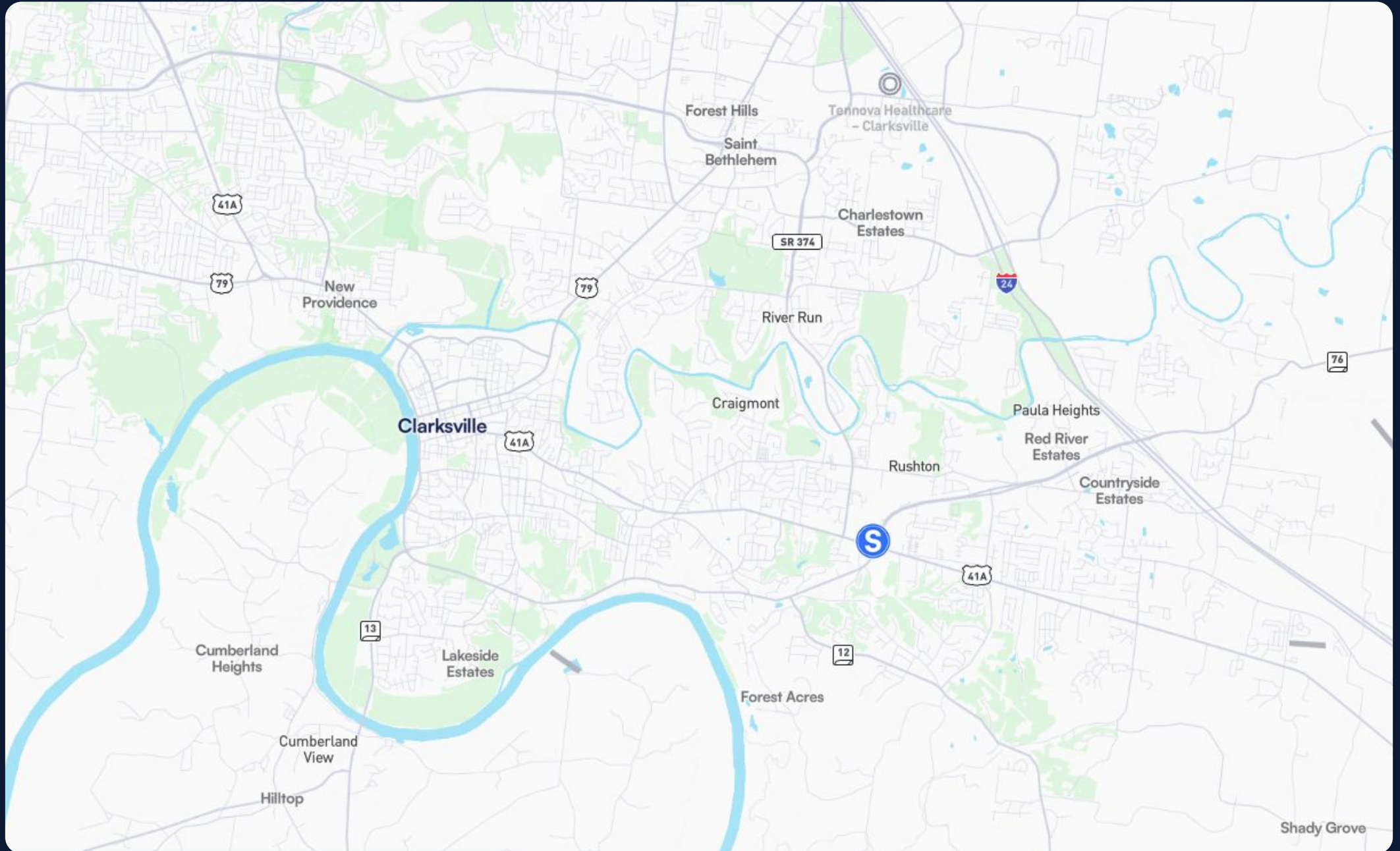
Why Invest in Ruby Tuesday?

- **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

Ruby Tuesday

2239 Madison St, Clarksville, TN 37043



CLARKSVILLE, TN

Local Market Overview

Clarksville, Tennessee, located about 40 miles northwest of Nashville, is one of the fastest-growing cities in the state, with a population exceeding 170,000. Growth is driven by continued residential development, a strong influx of military families from nearby Fort Campbell, and in-migration from the greater Nashville area. Retail demand has followed suit, with national and regional tenants expanding along key corridors like Wilma Rudolph Boulevard and Trenton Road, where high traffic volumes and new housing developments support sustained consumer activity. The city's affordable cost of living and ongoing infrastructure improvements further enhance its appeal to both retailers and investors.

Clarksville's economy is anchored by defense, manufacturing, healthcare, and education, with major employers including Fort Campbell, Hankook Tire, Google, and Trane Technologies. The city's business-friendly environment and investments in utilities and transportation infrastructure have supported a mix of retail, industrial, and multifamily development in recent years. As the Nashville metro continues to expand outward, Clarksville is increasingly viewed as a strategic growth market for retail, with strong fundamentals and long-term stability.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	4,083	32,776	82,132
Current Year Estimate	3,774	30,229	74,840
2020 Census	3,647	27,077	66,590
Growth Current Year-Five-Year	8.19%	8.43%	9.74%
Growth 2020-Current Year	3.50%	11.64%	12.39%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	1,837	13,957	33,561
Current Year Estimate	1,661	12,651	29,915
2020 Census	1,551	11,059	25,603
Growth Current Year-Five-Year	10.58%	10.33%	12.19%
Growth 2020-Current Year	7.12%	14.40%	16.84%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$104,594	\$116,046	\$106,795



NASHVILLE, TN MSA

Nashville is experiencing steady population growth, fueled by a strong economy, expanding job opportunities, and a thriving cultural scene. A growing tech sector, a resilient housing market, and a world-renowned music and tourism industry contribute to

the city's appeal. With its blend of economic strength and cultural vibrancy, Nashville has become a premier destination for both residents and investors, offering long-term potential for growth and development.

Total Population

1,008,485

Annual Visitors

17.1 Million

Tourism Economic Impact

\$10.84 Billion

GDP

\$204.9 Billion



NASHVILLE ECONOMY

Nashville's economy is thriving and diverse, with several key industries driving its growth. The city is often referred to as the "Healthcare Capital of the U.S.," boasting numerous healthcare companies and contributing significantly to job creation. Additionally, Nashville's iconic music and entertainment industry continues to flourish, encompassing not only musicians but also recording studios and music publishing companies. The city has also seen remarkable growth in its technology sector, attracting both established tech giants and innovative startups.

Tourism plays a crucial role in Nashville's economic landscape, with the city generating substantial direct visitor spending. This robust tourism industry supports numerous leisure and hospitality jobs in Davidson County and contributes substantially to local and state tax revenues. Other significant sectors contributing to Nashville's economic prosperity include automotive manufacturing, education, finance and insurance, and advanced manufacturing. The city's diverse economic base and strategic location have made it an attractive destination for businesses and talent alike, positioning Nashville as a major economic hub in the United States.



Major Employers

HCA  **amazon**
Healthcare

asurion

BRIDGESTONE

 **Ardent Health**

 **Ascension
Saint Thomas**

DOLLAR GENERAL®

**EY**


**FIRST
HORIZON
BANK**

PART OF LARGER PORTFOLIO

Address	Term	Cap Rate	List Price
2239 Madison St Clarksville, TN 37043	14 Years	6.75%	\$1,823,169
12037 Indian River Rd. D'Iberville, MS 39540	14 Years	7.25%	\$1,647,213
4097 US-280 Alexander, AL 35010	14 Years	9.50%	\$1,065,454
135 St Robert Blvd St Robert, MO 65584	14 Years	9.50%	\$1,134,439
Total	-	-	\$5,670,275

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SVP & Director

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License No. 361676 (TN)

Hutt Cooke | Broker of Record | Broker Lic. No.: 356505 (TN) Firm Lic. No.: 263667 (TN)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 2239 Madison St, Clarksville, TN, 37043 ("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.

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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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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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