

MATTHEWS™



Excellent Sales | Hard Corner Location | Recent Remodel | 7.54% Cap Rate



118 US-30 Business | Toledo, IA
52342

Single Tenant Absolute NNN Investment Opportunity

Offering Memorandum



Exclusively Listed By



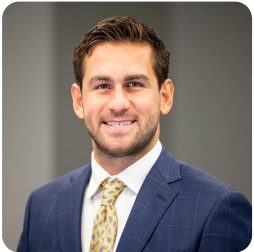
Ethan Huynh

Associate

(512) 692-7489

ethan.huynh@matthews.com

License No. 809509 (TX)



Andrew Ivankovich

FVP & Director

(214) 692-2037

andrew.ivankovich@matthews.com

License No. 678815 (TX)

ADAM MAREK

Broker of Record

Broker Lic. No.: S44830000 (IA)

Firm Lic. No.: F03991000 (IA)

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Hardee's

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PROPERTY OVERVIEW

Hardees

118 US-30 Business Toledo, IA 52342



INVESTMENT HIGHLIGHTS



Property Highlights

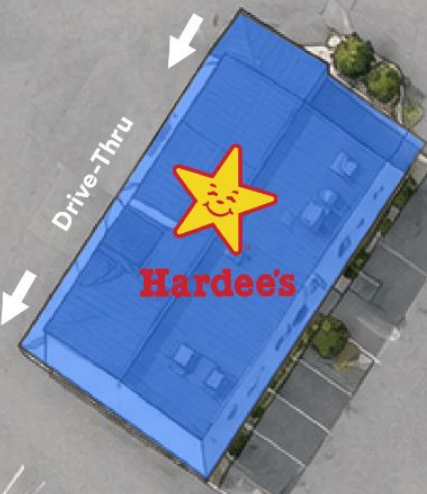
- **Absolute NNN Lease** – The absolute triple-net (NNN) lease structure provides investors with a truly passive ownership experience, as the tenant is responsible for all property-related expenses, including maintenance, insurance, taxes, and repairs.
- **Strong Store Sales | Above National Averages** – This location consistently generates sales well above the Hardee's national average, demonstrating strong unit-level performance and reinforcing the stability of the investment. Contact broker for additional details.
- **Percentage Rent Upside** – The property generated trailing 12-month percentage rent of \$26,048, resulting in an effective yield approaching 26.6% on total rental income.
- **Positioned on Hard Signalized Corner** – Located at the signalized intersection of U.S. Highway 30 and South County Road, the property benefits from excellent visibility and exposure to approximately 10,000 vehicles per day.
- **Long Operating History** – Hardee's has successfully operated at this location for more than 35 years, highlighting sustained customer demand, strong site performance, and long-term tenant commitment to the market.
- **Spacious Lot with Future Flexibility** – Situated on approximately ±1.78 acres, the property offers ample parking, efficient traffic circulation, and potential future expansion or redevelopment opportunities, enhancing long-term value.
- **Attractive Yield and NOI** – The asset offers a 7.54% cap rate and generates annual net operating income (NOI) of \$98,048, providing investors with a compelling income-producing opportunity.
- **Franchisee Guarantee** – The lease is guaranteed by A & J Enterprises, Inc., an experienced Hardee's franchisee that operates two Hardee's locations.
- **Minimal Market Competition** – As one of only two national quick-service restaurant brands in Toledo, the property benefits from limited direct competition. The lack of competing national QSR concepts allows the tenant to capture a larger share of local dining demand and maintain a strong market presence.





W Mill St

Hwy 63



Drive-Thru

Hardee's



E 5th St

 **South Tama County High**
±470 Students

 **South Tama County Elementary**
±540 Students



FAREWAY
MEAT & GROCERY

DOLLAR GENERAL



Fresh Market

MEDICAP PHARMACY

STATE BANK OF TOLEDO

MURPH'S
CREAMERY & GRILL

Casey's

EYECARE ASSOCIATES MARSHALLTOWN
A MEMBER OF VISION SOURCE

Birkwood VILLAGE
of Tama / Toledo



E 5th St

KWIK STAR


Hardee's
Subject Property

ANYTIME FITNESS

AMOCO

SUBWAY

S Country Rd

118 US-30 Business
Toledo, IA 52342

\$98,048

NOI

±1.78 AC

Lot Size

±10,000

Vehicles Per Day

Abs. NNN

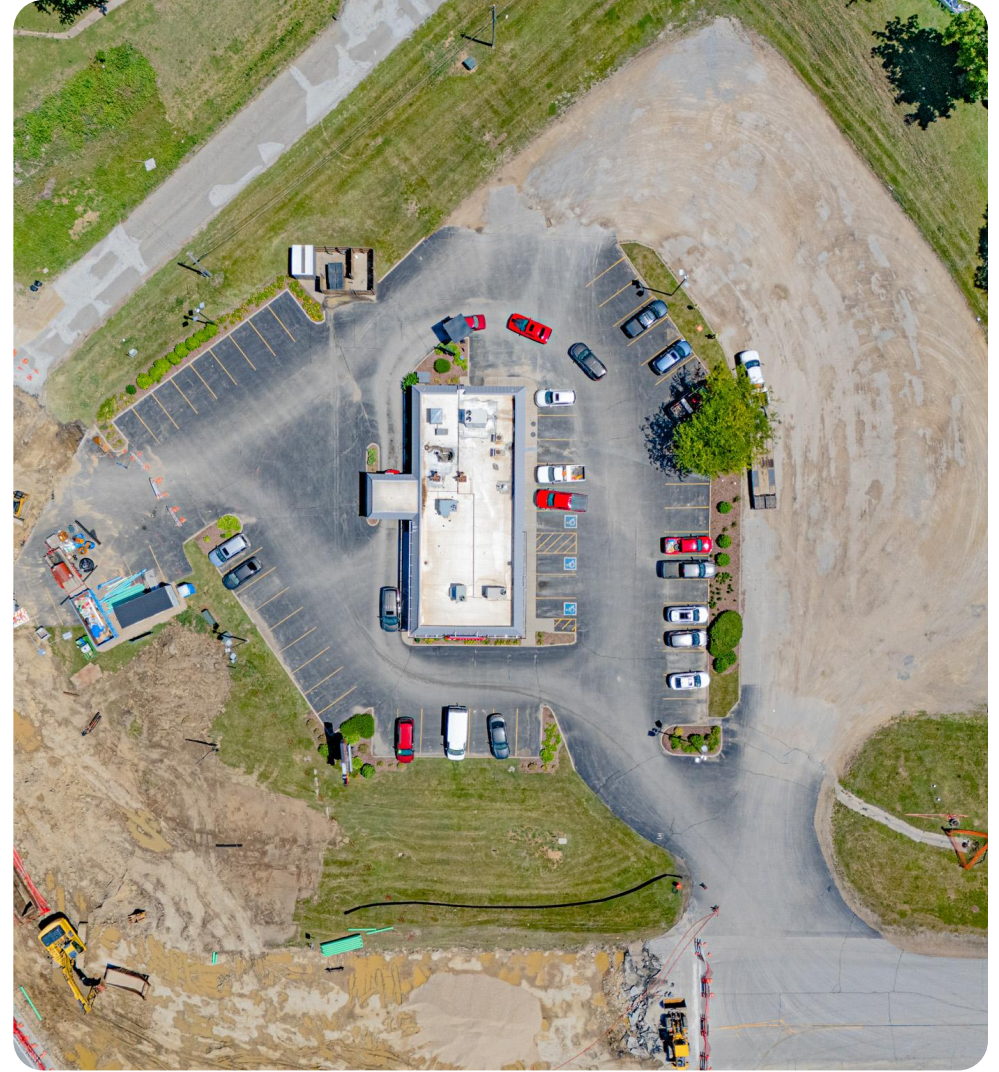
Lease Type

7.54%

Cap Rate



Property Photos



FINANCIAL SUMMARY



Hardee's



FINANCIAL SUMMARY



\$1,300,000

List Price

7.54%

Cap Rate

\$386.67

Price Per SF

±3,362 AC

Building Size

Property Details

| | |
|----------------------------|--|
| Tenant Trade Name | Hardee's |
| Type of Ownership | Fee Simple |
| Lease Guarantor | A&J Enterprises, Inc. |
| Lease Type | Absolute NNN |
| Landlords Responsibilities | None |
| Original Lease Term | 20 Years |
| Rent Commencement Date | 12/31/1989 |
| Lease Expiration Date | 12/31/2060 |
| Term Remaining on Lease | ±4.5 Years |
| Increases | Percentage Rent (3% +1.1M in Gross Sales) |
| Options | 5 Year Options through 12/31/2060 |

Annualized Operating Data

| | Base Rent | 2025 Sales | Percentage Rent | NOI |
|--------------|-------------|----------------|-----------------|-------------|
| Current Rent | \$72,000.00 | \$1,968,263.00 | \$26,048.00 | \$98,048.00 |



TENANT SUMMARY



Hardee's®

Year Founded
1960

Headquarters
Franklin, TN

Ownership Status
**Subsidiary of
CKE**

Employees
20,200+

Locations
1,800+

Credit Rating
Private

Annual Revenue
\$1.3 billion

Tenant Overview

Hardee's is a well-known U.S. quick-service restaurant (QSR) brand, recognized for its charbroiled burgers, breakfast biscuit offerings and a strong presence in mid-sized and smaller markets, particularly across the Southern and Midwestern United States. Founded in 1960, Hardee's has evolved into a national franchise system and is part of the portfolio of CKE Restaurants Holdings, Inc. ("CKE"), which provides operational scale, franchise system infrastructure and brand pedigree. This affiliation offers investors a tenant with an established brand identity, a differentiated day-part strength (notably breakfast), and a long history of franchise expansion.

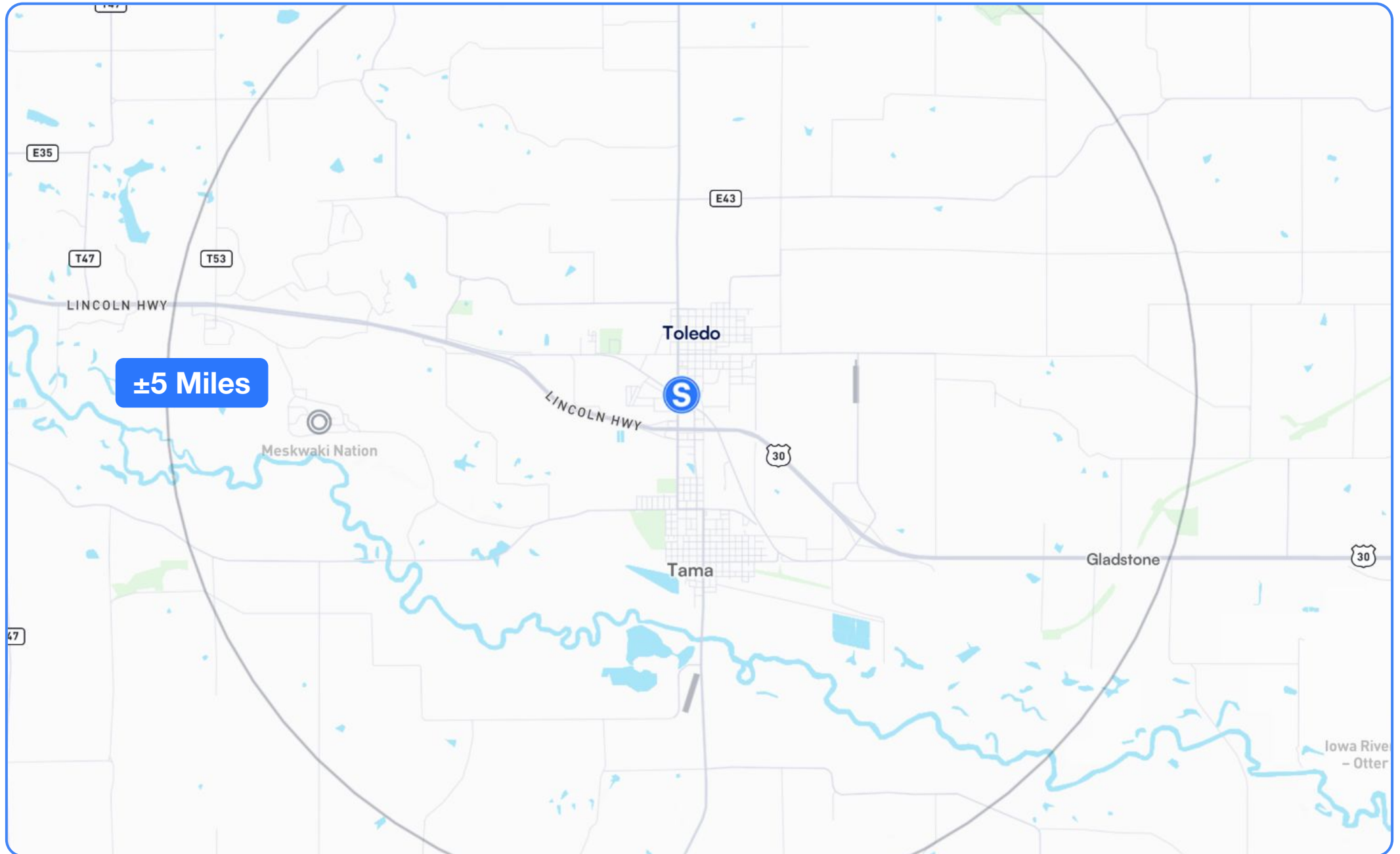
Why Invest in Hardee's ?

- **Long-standing brand:** Founded in 1960, Hardee's has over six decades of market presence and brand recognition across the U.S.
- **Proven scale:** Operating under the CKE umbrella, the Hardee's system benefits from shared operational, franchise and marketing infrastructure.
- **Net-lease compatibility:** Many Hardee's restaurant sites are freestanding, single-tenant, triple-net lease candidates — attractive for institutional investors seeking stable, passive real-estate cash flow.
- **Brand differentiation:** Hardee's unique focus on breakfast biscuits and char-broiled burgers provides a differentiated daypart and product offering compared with some competitors.
- **Growth via remodel & digital investment:** The parent company has announced substantial investments in restaurant refreshes, digital ordering enhancements and operational upgrades — supporting long-term viability.

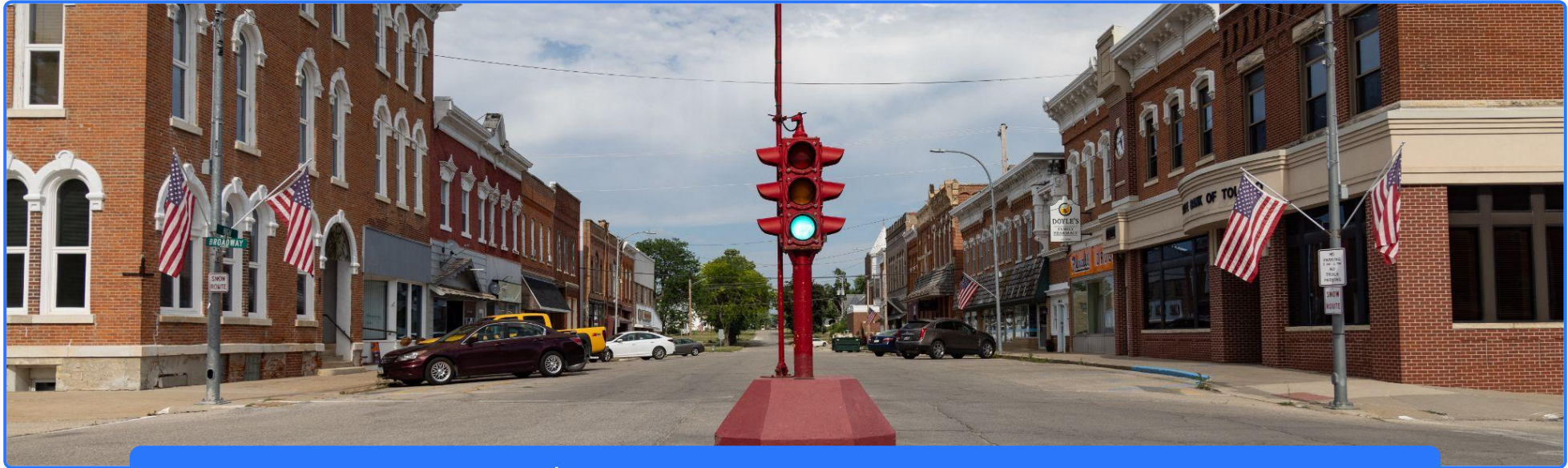
Market Overview

Hardees

118 US-30 Business Toledo, IA 52342



Toledo, IA



| | | | |
|------------------|------------------|------------|---------------------|
| 2,400 | \$65,500 | 41 | 1,200 |
| Total Population | Median HH Income | Median Age | Employed Population |

Local Market Overview

Toledo serves as the county seat of Tama County and functions as a stable regional hub for government services, healthcare, education, and local commerce. The community benefits from its strategic location along U.S. Highway 30, providing convenient access to larger employment centers throughout Eastern Iowa while maintaining a strong local consumer base.

The market is supported by a diverse mix of agricultural, manufacturing, healthcare, and public-sector employment, contributing to consistent economic activity and household spending. Retail demand is driven by both local residents and visitors from surrounding rural communities who rely on Toledo for everyday goods and services. Ongoing investment in infrastructure, community development initiatives, and regional employers continues to support long-term economic stability and commercial real estate demand within the market.

Property Demographics

| Population | 3-Mile | 5-Mile | 10-Mile |
|--------------------------|----------|----------|----------|
| Five-Year Projection | 5,587 | 6,932 | 9,765 |
| Current Year Estimate | 5,797 | 7,172 | 10,035 |
| 2020 Census | 5,925 | 7,228 | 10,046 |
| Households | 3-Mile | 5-Mile | 10-Mile |
| Five-Year Projection | 2,063 | 2,553 | 3,713 |
| Current Year Estimate | 2,163 | 2,670 | 3,847 |
| 2020 Census | 2,186 | 2,668 | 3,812 |
| Income | 3-Mile | 5-Mile | 10-Mile |
| Average Household Income | \$85,039 | \$84,195 | \$86,609 |

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Associate

(512) 692-7489

ethan.huynh@matthews.com

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Andrew Ivankovich

FVP & Director

(214) 692-2037

andrew.ivankovich@matthews.com

License No. 678815 (TX)

Adam Marek | Broker of Record | Broker Lic. No.: S44830000 (IA) | Firm Lic. No.: F03991000 (IA)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 118 US-30 Business, Toledo, IA, 52342 ("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.