MATTHEWS™

Excellent Sales | Hard Corner Location | Recent Remodel | 8.00% Cap Rate

Hardee's

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)

MATTHEWS™

Hardee's

Table of Contents

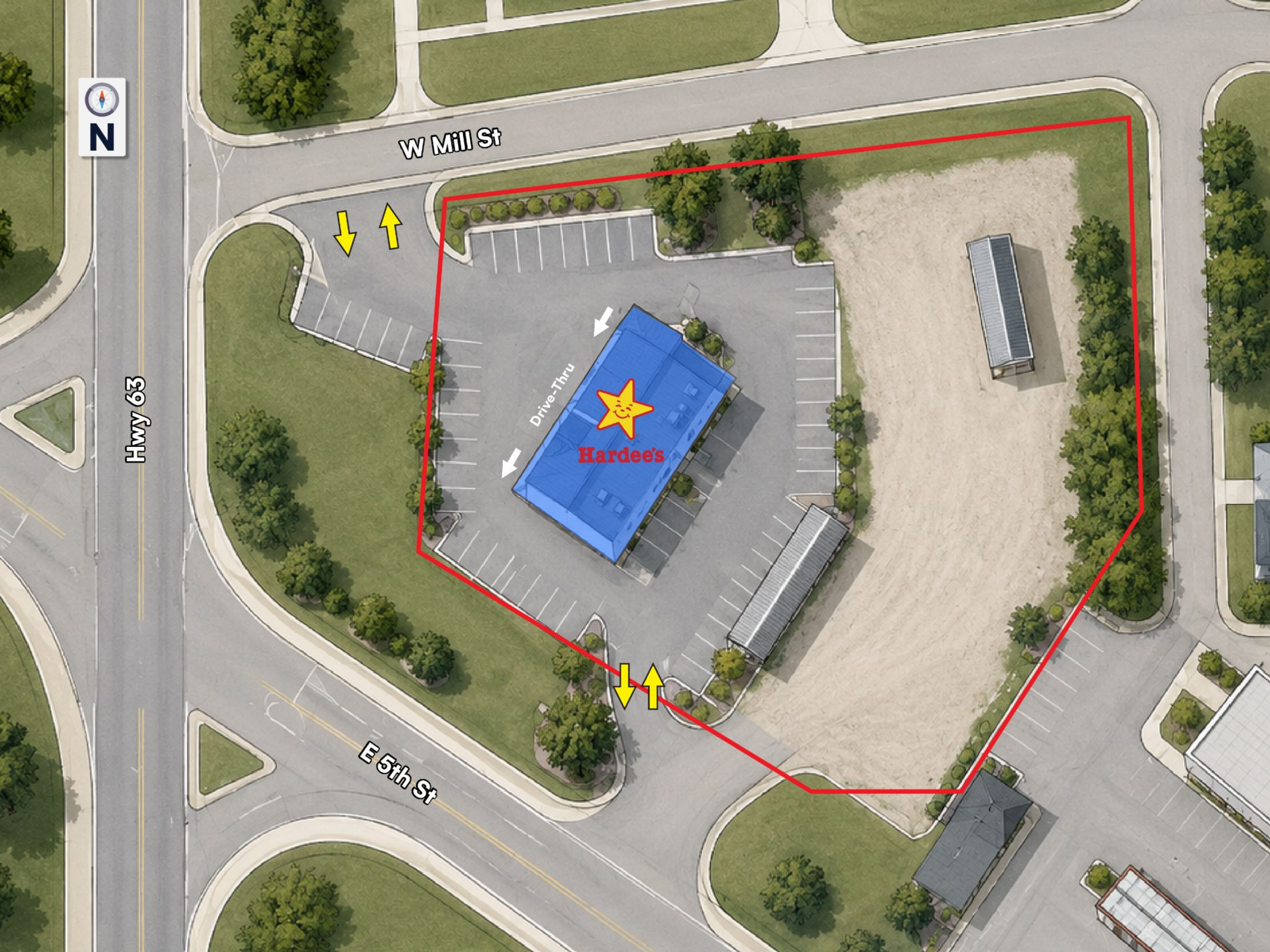
PROPERTY OVERVIEW

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 8.00% 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.



N
W Mill St
Hwy 63
Drive-Thru
Hardee's
E 5th St

South Tama County High
±470 Students
South Tama County Elementary
±540 Students
S
FAREWAY
MEAT & GROCERY
MEDICAP
PHARMACY
State Bank of Toledo
DOLLAR GENERAL
30
Dollar Fresh Market
MURPH'S
CREAMERY & GRILL
Casey's
EYECARE ASSOCIATES MARSHALLTOWN
A MEMBER OF Vision Source
Birkwood
VILLAGE
of Tama | Toledo
30
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

8.00%
Cap Rate

Property Photos

FINANCIAL SUMMARY

FINANCIAL SUMMARY

$1,225,600	8.00%	$364.45	±3,362 AC
List Price	Cap Rate	Price Per SF	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

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

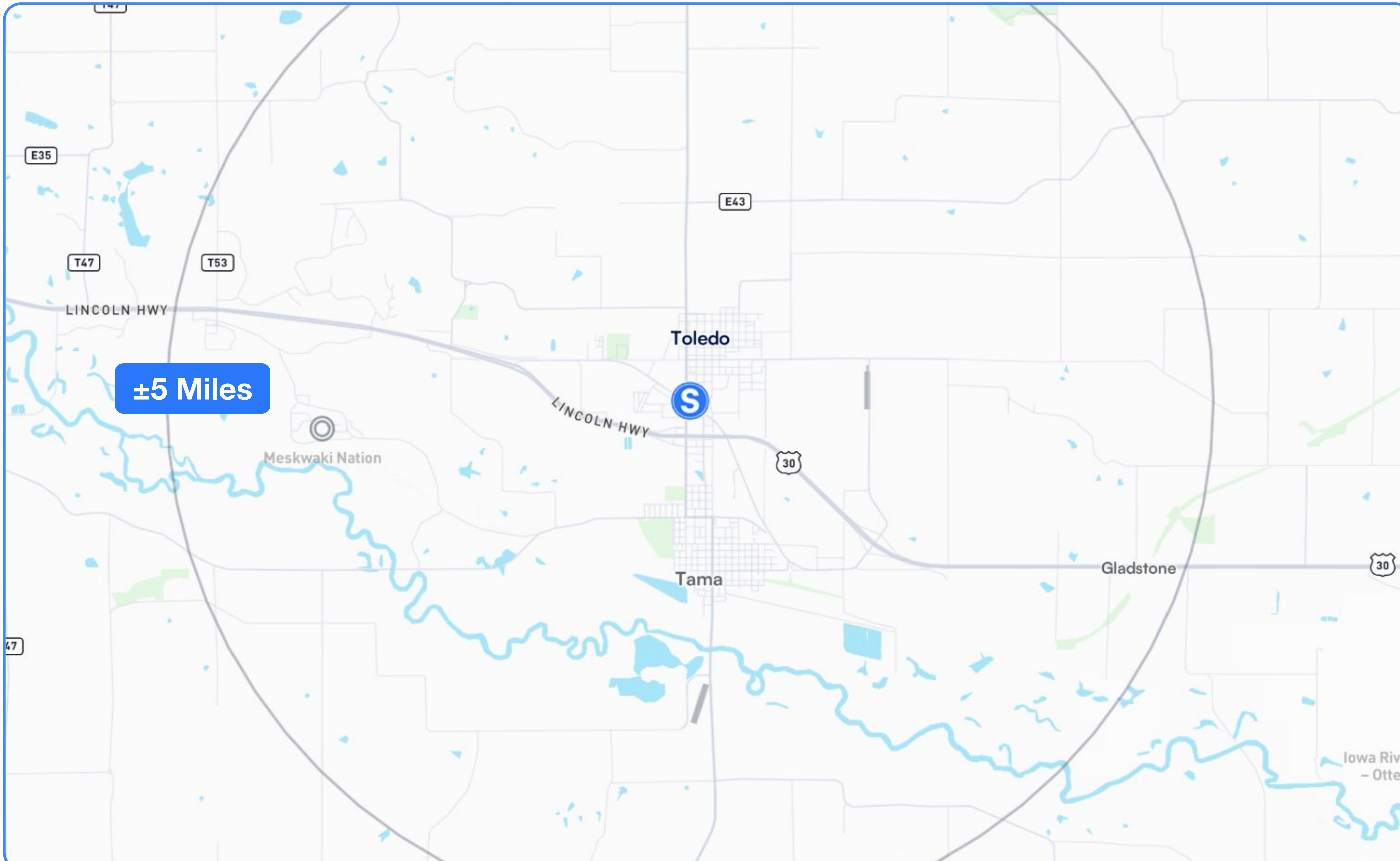
Hardee's is a well-known U.S. quick-service restaurant (QSR) brand, recognized for its charbroiled burgers, breakfast biscuit offerings and a strong presence in mid-sized and smaller markets, particularly across the Southern and Midwestern United States. Founded in 1960, Hardee's has evolved into a national 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 ?

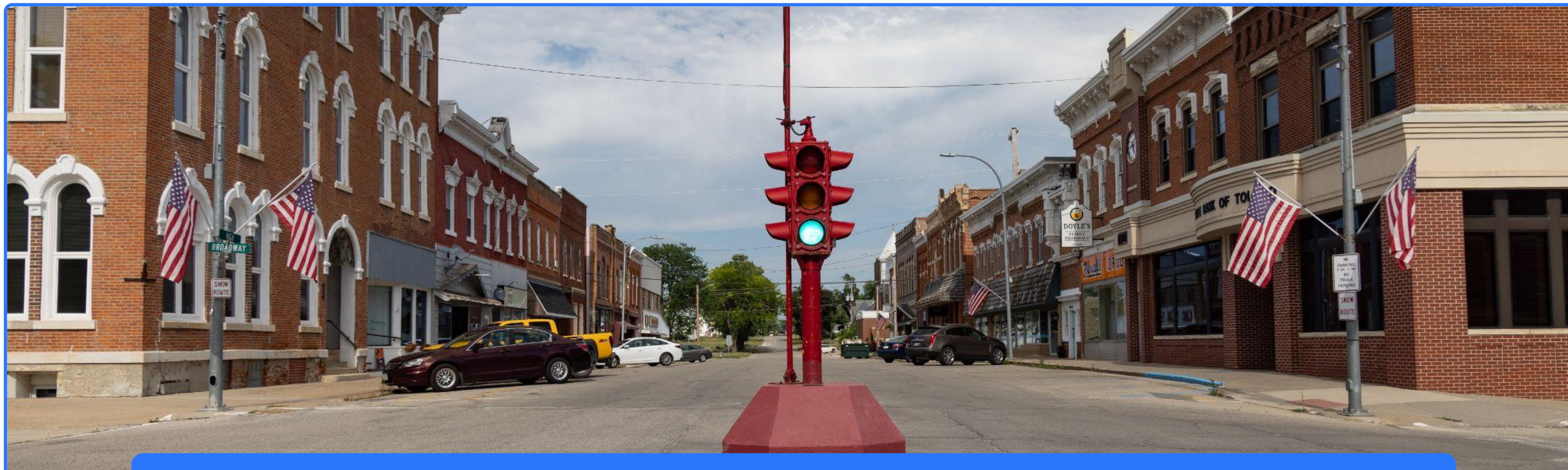
- **Long-standing brand:** Founded in 1960, Hardee's has over six decades of market presence and brand recognition across the U.S.
- **Proven scale:** Operating under the CKE umbrella, the Hardee's system benefits from shared operational, franchise and marketing infrastructure.
- **Net-lease compatibility:** 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
Total Population

$65,500
Median HH Income

41
Median Age

1,200
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

MATTHEWS™

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)

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.

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.

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.