



415 Broad St | Elizabethton, TN 37643

**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)

Hutt Cooke

Broker of Record

Broker Lic. No. 356505 (TN)

Firm Lic. No. 263667 (TN)

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PROPERTY OVERVIEW

Wendy's

415 Broad St | Elizabethton, TN 37643



INVESTMENT HIGHLIGHTS

Property Highlights

- **Top-Performing Wendy's in a Growing East Tennessee Market** – The property ranks in the 86th percentile of all Wendy's locations nationwide and benefits from Elizabethton's position within the rapidly growing Tri-Cities region, which experienced 17.4% population growth from 2010–2025 and is projected to continue expanding as retirees and relocating residents are drawn to Tennessee's affordability and tax advantages.
- **Strong Consumer Base Driven by ETSU and Regional Healthcare Employment** – Located near East Tennessee State University, home to nearly 14,000 students, the property benefits from a stable customer base supported by higher education and healthcare employment, including the nationally recognized Quillen College of Medicine, one of only three medical schools in Tennessee.
- **Strategic Location Along a Dominant Retail Corridor** – The restaurant is positioned on a primary retail thoroughfare with 25,220 vehicles per day, providing strong visibility and convenient access while being surrounded by major national and regional retailers including Walmart, Lowe's, Food City, Ingles Markets, and Chick-fil-A.
- **Gateway to One of the Southeast's Most Visited Outdoor Recreation Destinations** – Elizabethton serves as an entry point to Cherokee National Forest, which attracts more than 2 million visitors annually, and is also near Watauga Lake and the Appalachian Trail, supporting tourism-driven traffic throughout the year.
- **Operated by an Experienced Wendy's Franchisee** – The property is operated by M&J Restaurants, a long-standing Wendy's affiliate with a proven operating history, contributing to the location's strong performance and national ranking within the Wendy's system.
- **Recently Renovated Asset with Limited Near-Term Capital Requirements** – Following a comprehensive renovation completed in 2018, the property features modern restaurant improvements that are expected to minimize near-term capital expenditures for ownership.
- **Large Freestanding Restaurant on a 0.79-Acre Parcel** – The property consists of a 2,431-square-foot building situated on approximately 0.79 acres, providing ample site size and parking within a well-established commercial corridor.
- **Long-Term Absolute NNN Lease with Contractual Rent Growth** – Investors benefit from approximately 15 years of remaining lease term through August 2041, guaranteed by M&J Restaurants, Inc., with 8% rent increases every five years and no landlord responsibilities under the Absolute NNN structure.



FINANCIAL OVERVIEW

Wendy's

415 Broad St | Elizabethton, TN 37643



FINANCIAL SUMMARY

Investment Overview

Rent Commencement	March 10, 2004
Lease Expiration	August 31, 2041
Original Lease Term	20 Years
Lease Term Remaining	15 Years
Options Remaining	Two (2), 5 Years
Lease Type	Absolute NNN
NOI	\$141,368
Rent Increases	8% Every 5 Years
Right of First Refusal (ROFR)	Yes

Property Details

±2,431 SF
GLA

±0.79 AC
Lot Size

1991/2018
Year Built

±15 Years
Term Remaining

\$2,356,000

List Price

6.00%

Cap Rate

Annualized Operating Data

Lease Year	Start Date	Annual Rent	Increase	Cap Rate
Years 6 - 10	9/1/2026	\$141,368	8%	6.00%
Years 11 - 15	9/1/2031	\$152,677	8%	6.48%
Years 16 - 20	9/1/2036	\$164,891	8%	7.00%
Option 1	9/1/2041	\$178,083	8%	7.56%
Option 2	9/1/2046	\$192,329	8%	8.16%



ingles **BEALLS**
— Live Life Local —

Walmart
Supercenter

LOWE'S

 **Elizabethton High School**
±879 Students

 **T A Dugger Junior High School**
±623 Students

W Weigel's

Elk Crossing

ROSS DRESS FOR LESS® **ZAXBY'S** **PAPA JOHN'S**

SHOP 101 **UNITED GROCERY OUTLET**

Aaron's **Chick-fil-A**



W Elk Ave ± 27,380 VPD



REGIONS BANK

Farm Bureau INSURANCE
Tennessee
Auto • Home • Life

Citizens

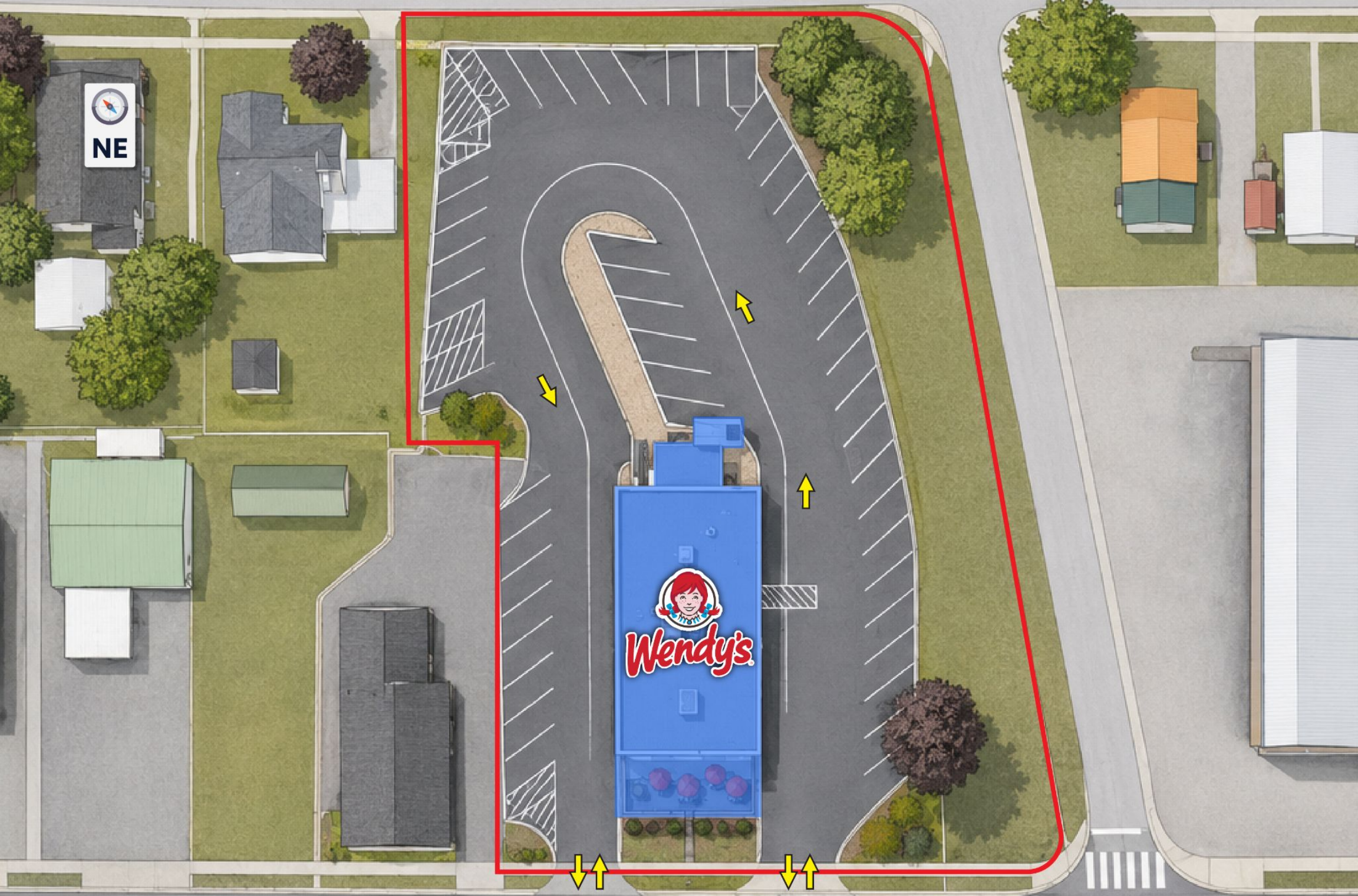
Pizza Hut

Walgreens

Advance Auto Parts

Broad St ± 26,800 VPD

Wendy's
Subject Property



NE

Wendy's

Broad St ± 26,800 VPD

TENANT OVERVIEW

Year Founded
1969

Headquarters
Dublin, Ohio

Ownership Status
Public

Employees
200,000

Locations
7,000

Credit Rating
BB+ (S&P)

Annual Revenue
\$2.2 Billion



Tenant Overview

Wendy's is one of the largest quick-service restaurant chains in the world, known for its made-to-order square hamburgers, fresh ingredients, and signature Frosty desserts. Headquartered in Dublin, Ohio, the company operates and franchises thousands of restaurants across the United States and internationally.

Wendy's focuses on quality, innovation, and customer satisfaction, maintaining a strong and consistent brand presence in the fast-food industry.

Why Invest in Wendy's?

- **Financial Resilience:** Steady revenue growth and strong profitability across company-owned and franchised restaurants, with annual systemwide sales exceeding \$12 billion.
- **Extensive Operational Scale:** Over 7,000 restaurants worldwide, supported by a proven franchise model that drives efficiency and expansion.
- **Credit Stability:** Solid BB+ S&P rating, reflecting consistent cash flow and improving leverage metrics.
- **Growth Through Innovation:** Expanding with new "Global Next Gen" restaurant designs focused on drive-thru and digital ordering efficiency.
- **Strong Brand Position:** A trusted quick-service leader known for quality, innovation, and value, strengthened by digital and delivery partnerships.

MARKET OVERVIEW

Wendy's

415 Broad St | Elizabethton, TN 37643



ELIZABETHTON, TENNESSEE

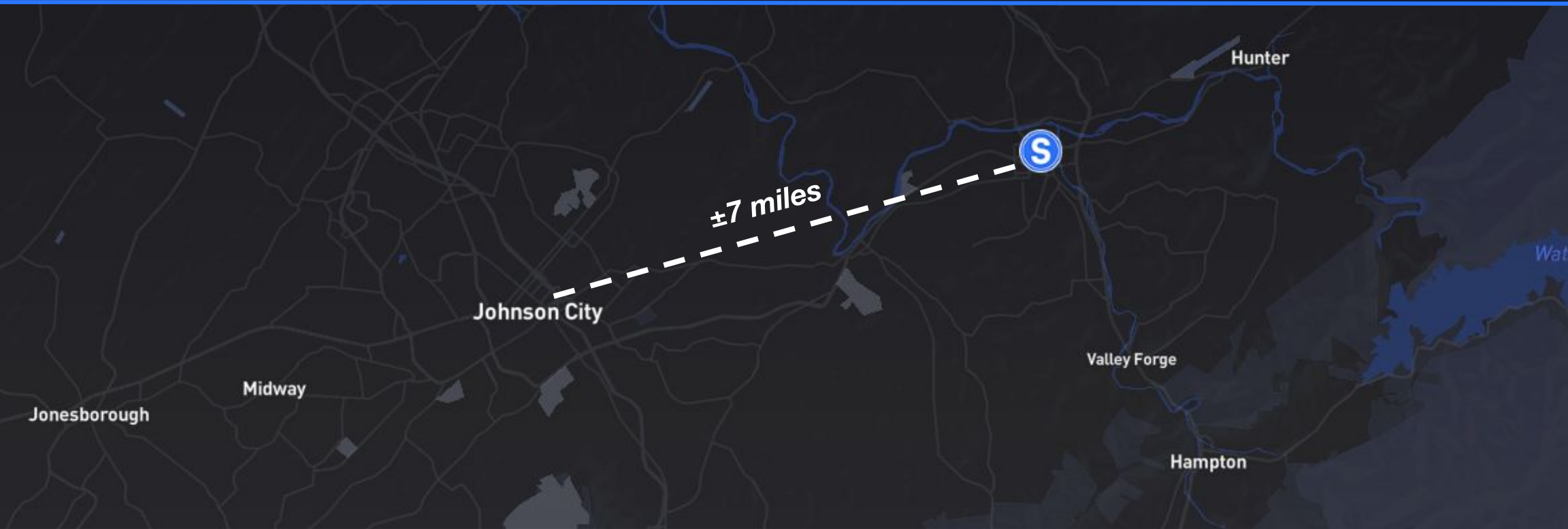
Local Market Overview

Elizabethton, Tennessee, is the county seat of Carter County and part of the Tri-Cities region of Northeast Tennessee. The city is located near Johnson City and offers access to major transportation routes, regional healthcare providers, and higher education institutions. Local attractions such as Sycamore Shoals State Historic Park, the Covered Bridge, and nearby outdoor recreation areas contribute to a steady tourism sector that supports local businesses and services.

The local economy is supported by manufacturing, healthcare, education, retail, and tourism. Major employers in the region include healthcare systems, educational institutions, and manufacturing companies, providing a diverse employment base. Residents benefit from a cost of living below the national average, a stable housing market, and access to regional economic opportunities throughout the Tri-Cities area. Elizabethton continues to attract residents and businesses seeking affordability, workforce availability, and proximity to Northeast Tennessee's commercial centers.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Current Year Estimate	2,768	12,622	28,362
Households	1-Mile	3-Mile	5-Mile
Current Year Estimate	1,172	4,902	9,693
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$94,079	\$90,772	\$90,160



JOHNSON CITY, TN MSA



East Tennessee State University

East Tennessee State University (ETSU) serves as a major educational and economic anchor for Johnson City and the broader Tri-Cities region. The university enrolls more than 14,000 students across undergraduate, graduate, and professional programs, generating consistent demand for housing, retail, dining, and service-oriented businesses throughout the city. ETSU's presence contributes to a steady flow of students, faculty, healthcare professionals, and visitors, supporting the local economy and reinforcing Johnson City's role as a regional hub for education and healthcare.

The university is particularly recognized for its programs in medicine, pharmacy, business, and health sciences, which are closely integrated with the region's healthcare system. ETSU's Quillen College of Medicine and Gatton College of Pharmacy help supply skilled medical professionals to the Appalachian Highlands region, strengthening the area's healthcare infrastructure. Through research initiatives, workforce development programs, and partnerships with regional employers, East Tennessee State University continues to play a critical role in attracting talent, supporting innovation, and sustaining long-term economic growth in Johnson City.

Economic Drivers

Strategically located along Interstate 26 in Northeast Tennessee, Johnson City serves as a primary commercial and healthcare hub for the Appalachian Highlands region. The city benefits from its position within the Tri-Cities metropolitan area and provides access to a large regional workforce and consumer base spanning Northeast Tennessee, Southwest Virginia, and Western North Carolina.

Healthcare and higher education are the city's largest economic pillars, led by Ballad Health and East Tennessee State University. In addition, Johnson City maintains a strong manufacturing presence and benefits from regional tourism and outdoor recreation tied to the nearby Appalachian Mountains and Cherokee National Forest.

Infrastructure & Economic Development

- Continued expansion of Ballad Health medical facilities serving the Tri-Cities region
- Ongoing investment and program growth at East Tennessee State University
- Commercial and residential development along the Interstate 26 corridor
- Regional tourism growth supported by access to the Appalachian Mountains and outdoor recreation assets



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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.

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