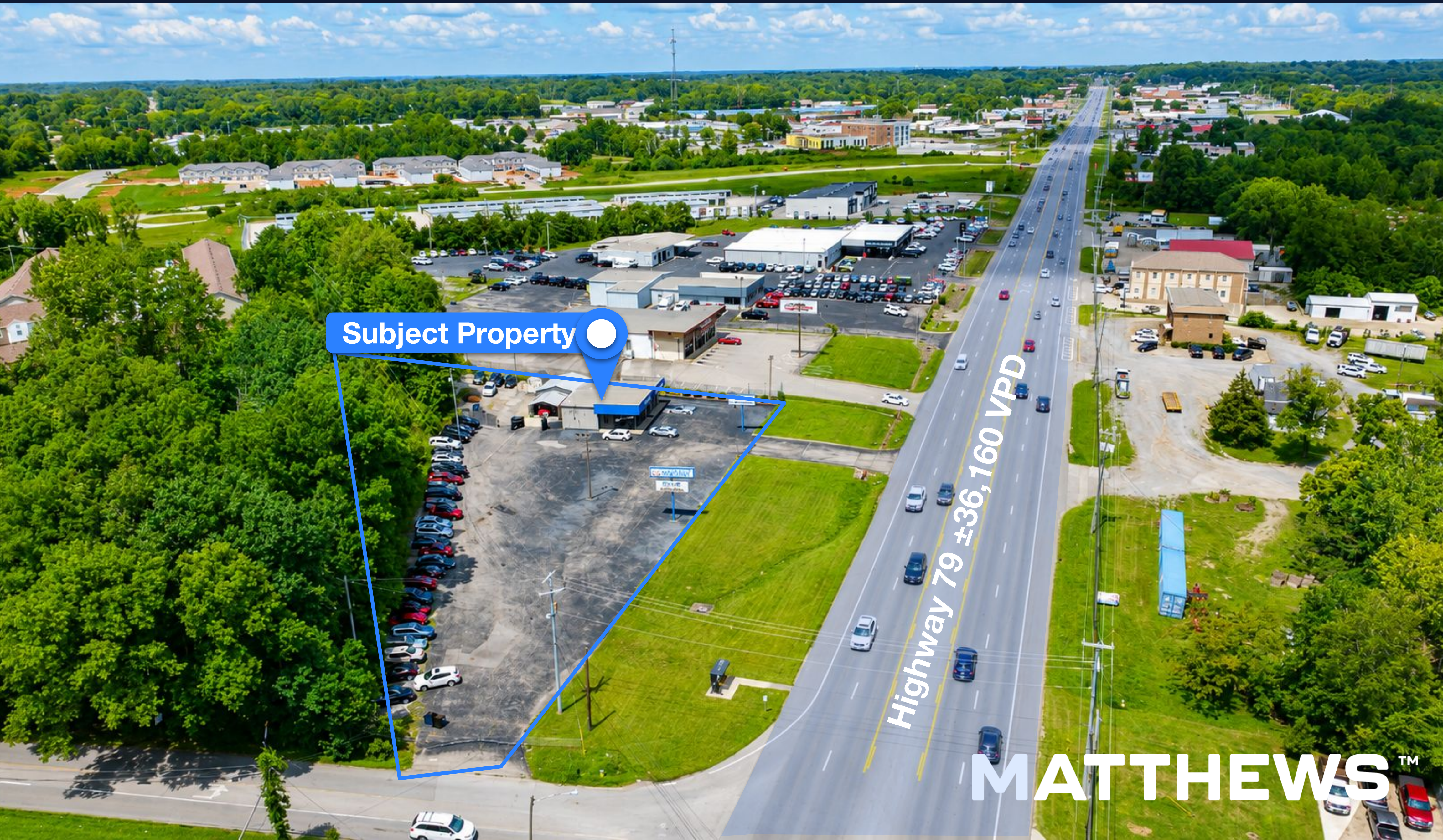
America's Car-Mart

1630 Wilma Rudolph Blvd, Clarksville, TN 37040

Retail
Investment Opportunity
Offering Memorandum



Exclusively Listed By

Ben Burnett
Associate Vice President
(615) 671-4431
ben.burnett@matthews.com
License No. 370061 (TN)

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

MATTHEWS™

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America's Cart-Mart
1630 Wilma Rudolph Blvd, Clarksville, TN 37040

Executive Summary

1630 Wilma Rudolph Blvd,
Clarksville, TN 37040

1997
Year Built

±2,204 SF
GLA

±1.49 AC
Lot Size

The Opportunity

Matthews™ is pleased to exclusively present the opportunity to acquire a fee simple interest in the Car-Mart of Clarksville located at 1630 Wilma Rudolph Blvd, Clarksville, TN (the "Property"). A 2,204 square-foot single tenant building on 1.49 acres located in one of the fastest growing submarkets in Tennessee.

This property is positioned along Wilma Rudolph Blvd seeing north of 36,000 VPD and is less than an hour from downtown Nashville. Car-Mart has been operating at this location since 2010. The site is adjacent to countless local and national retailers such as Tim Short Mitsubishi Dealership, Jimmy Johns, Sonic, Dollar General, RaceTrac, Pizza Hut, Circle K, and minutes from Austin Peay State University (11,161 enrolled students).

To pair with the location, Car-Mart has just shy of 2 years remaining on their eighth renewal option, a corporately signed lease, and 1.00% annual rental escalations at a below-market rental rate. This investment allows qualified investors an opportunity to break into one of the fastest growing markets in Tennessee with a high-yield stabilized asset with incredible value-add potential in the near term.

Investment Highlights

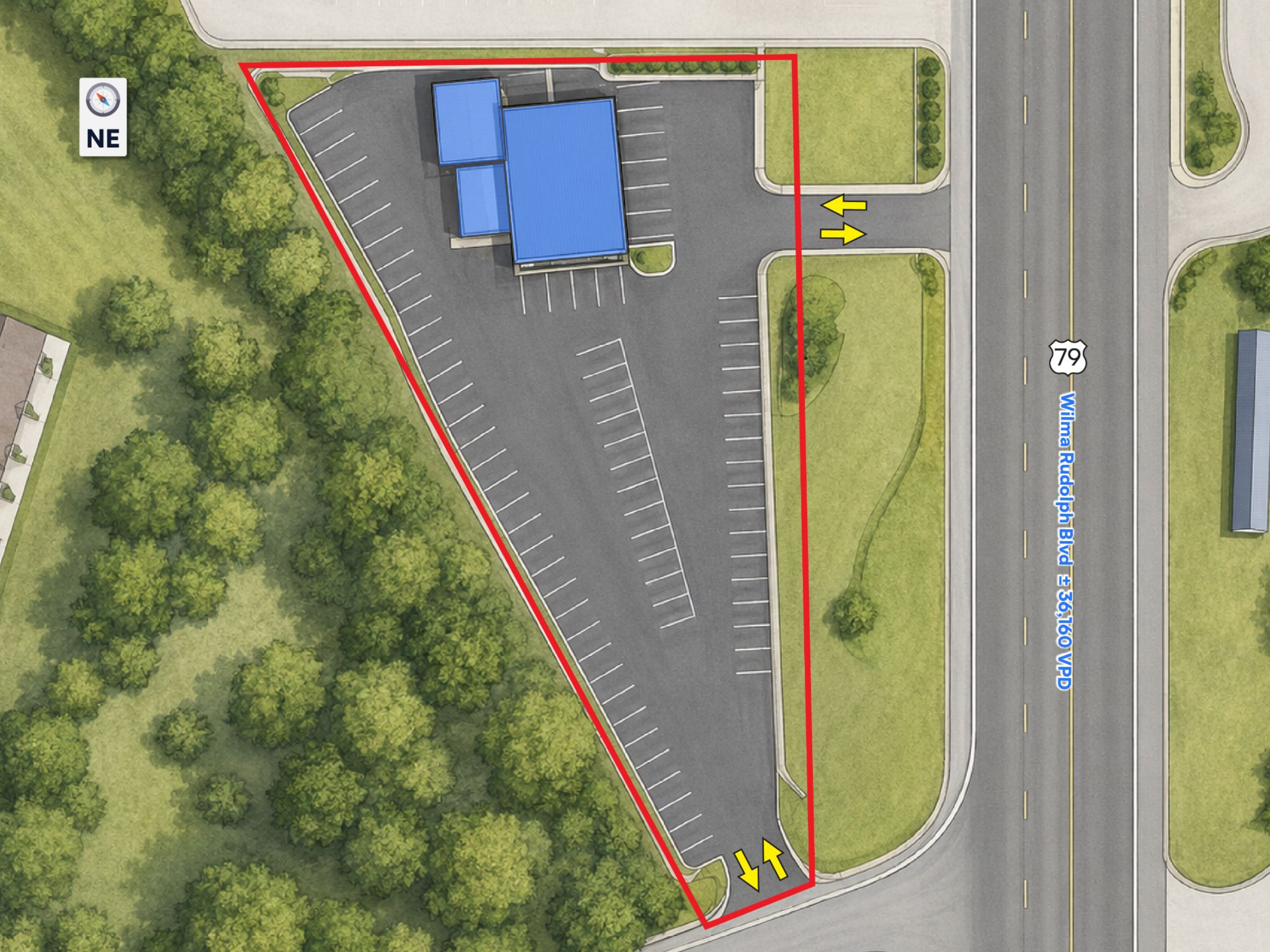
Lease & Asset Strength

- **Landlord Responsibilities:** The lease structure makes this a truly passive investment
- **Corporate Signed Lease:** Corporately signed by America's Car-Mart (NASDAQ: CRMT)
- **Rent Growth:** 1.00% annual rental escalations as a strong hedge against inflation Long-Term Operating History: Car-Mart of Clarksville has been operating at this for over 16-years and has continued to exercise renewal options showing commitment to this location.

Location & Market

- **Nashville MSA Growth:** One of the fastest-growing metro areas in the U.S.
- **Strong Demographics:** Over 241,701 residents in a 10-mile radius seeing a 2.80% annual population growth
- **Affluent Suburb:** The average household income in the 5-mile radius exceeds $80,438
- **High Visibility & Access:** Positioned along a well-trafficked corridor with strong daily vehicle counts
- **Proximity to Major Retail & Residential:** Surrounded by dense neighborhoods and national retailers
- **Income Tax-Free state**

NE
Publix
PAPA JOHN'S
TACO BELL
Hardee's
Hampton Plaza
Walmart Supercenter
KOHL'S
BAM! BOOKS-A-MILLION
Red Lobster
Chick-fil-A
ULTA BEAUTY
White Castle
SLIM CHICKENS
Applebee's
crumbl cookies
Michaels
Governor's Square Mall
Dillard's
JCPenney
target
AMERICAN EAGLE OUTFITTERS
DAVE & BUSTER'S
Firestone
Gordon FOOD SERVICE STORE
DICK'S SPORTING GOODS
petco
planet fitness
HomeGoods
BEST BUY
Pizza Hut
SHIPLEY DO-NUTS
UNITED STATES POSTAL SERVICE
CIRCLE K
Marco's
BONFIRE Mongolian Grill
SORA Sushi & Thai
DOLLAR GENERAL
BURGER KING
Freddy's STEAKBURGERS
SONIC
JIMMY JOHN'S
TACO SHOP
Safelite AutoGlass
KOHANA SUSHI & RAMEN
New Construction
Clearsky Townhomes Phase 2
±72 Homes
FAT SHACK
HOOVER PAINT STORE
ANYTIME STORAGE
MITSUBISHI MOTORS
79
Clearsky Townhomes
±72 Units
Wilma Rudolph Blvd ± 36,160 VPD
Subject Property



NE
79
Wilma Rudolph Blvd ± 36,160 VPD

Financial Overview

Cart-Mart
1630 Wilma Rudolph Blvd, Clarksville, TN 37040

Financial Summary

$1,004,544
List Price

8.00%
Cap Rate

$80,363.52
NOI

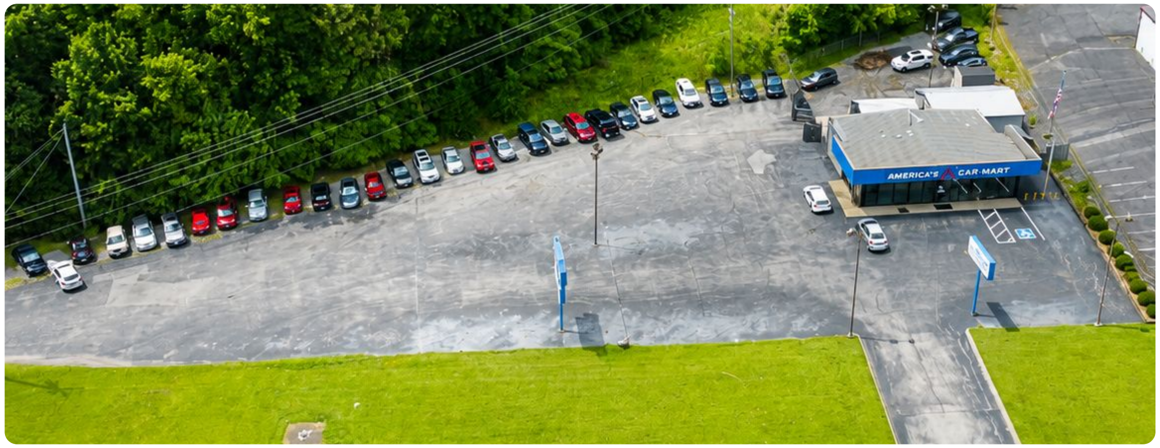
±1.49 AC
Lot Size

Property Details

Tenant Trade Name	Car-Mart of Clarksville TN
Type of Ownership	Fee Simple
Lease Type	NN
Roof, Structure, HVAC	Landlord Responsible
Original Lease Term	4 years
Lease Expiration Date	5/31/2028
Rent Commencement Date	6/1/2024
Term Remaining on lease	±2 years
Increases	1.00% Annually
Renewal Options	One, 2-Year Renewal
ROFR	Yes - 21 days

Annualized Operating Data

Date	Monthly Rent	Annual Rent	Rent PSF	Cap Rate
6/1/2026 - 5/31/2027	**$6,696.96**	**$80,363.52**	**$36.46**	**8.00%**
6/1/2027 - 5/31/2028	$6,763.93	$81,167.16	$36.83	8.08%
Ninth Renewal: 6/1/28 - 5/31/29	$6,831.57	$81,978.84	$37.20	8.16%
6/1/2029 - 5/31/2030	$6,899.88	$82,798.56	$37.57	8.24%



1630 Wilma Rudolph Blvd,
Clarksville, TN 37040

±2,204 SF
GLA

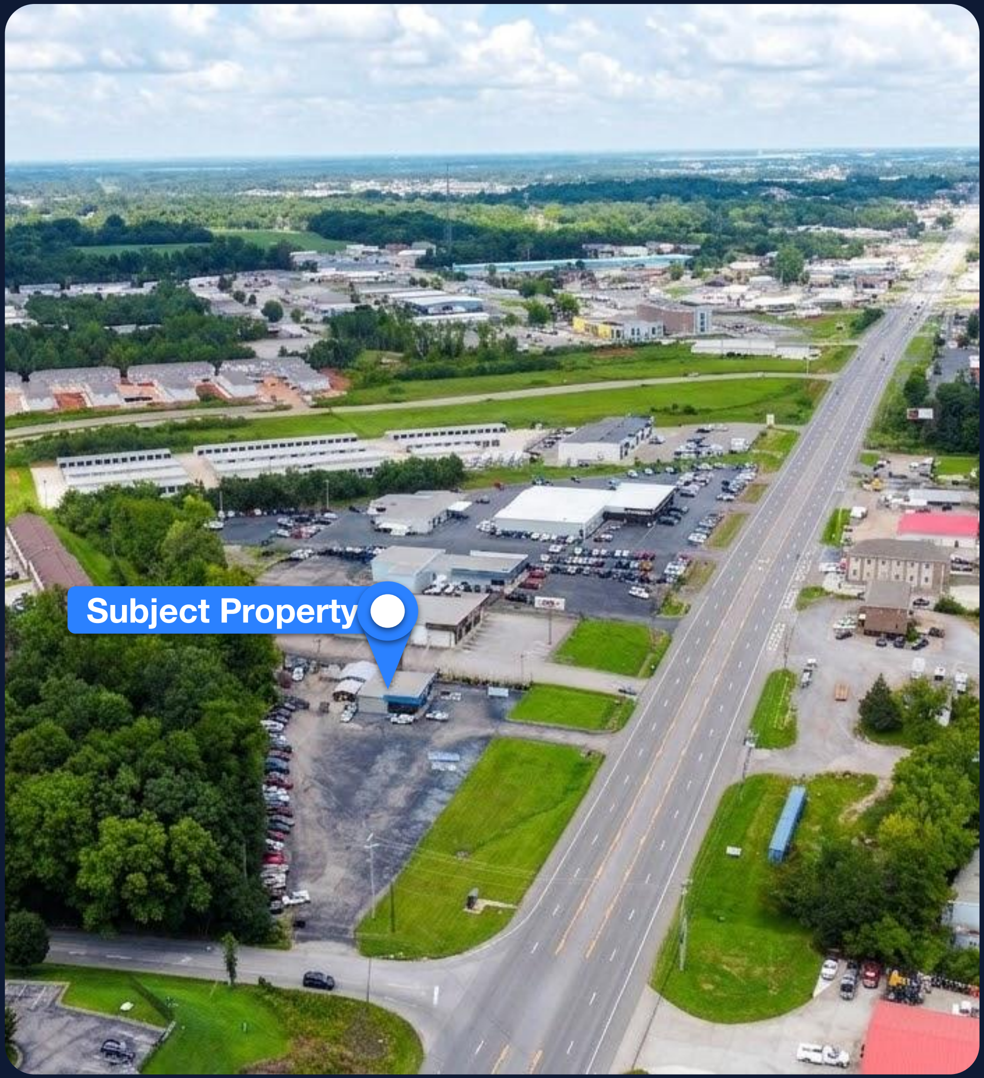
1997
Year Built

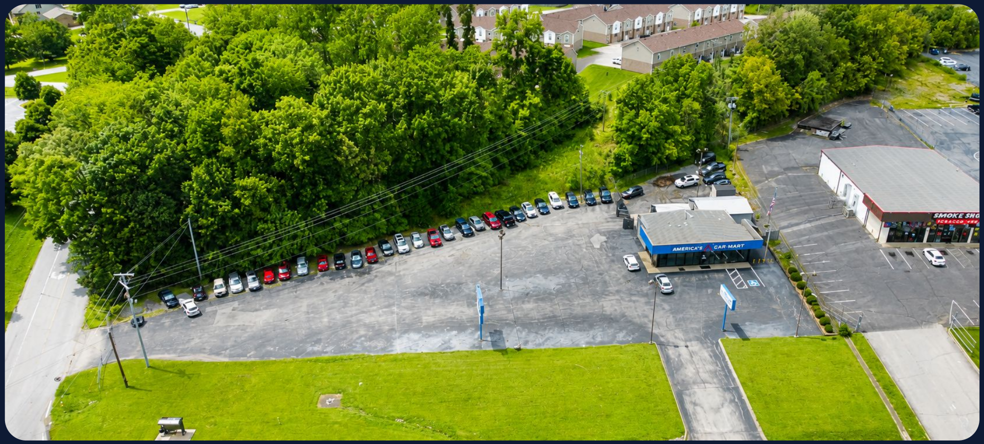
±36,160 VPD
Highway 79

NN
Lease Type

±292 SF
Road Frontage

Property Photos





Tenant Summary

Year Founded
1981

Headquarters
Rogers, Arkansas

Ownership Status
Public Company
(NASDAQ: CRMT)

Employees
2,300

Locations
154

Annual Revenue
$1.39B

Tenant Overview

America's Car-Mart, Inc. is one of the nation's largest publicly traded buy-here, pay-here automotive retailers, specializing in the sale and financing of quality used vehicles for credit-challenged consumers. Since its founding in 1981, the company has built a strong presence throughout the South-Central United States by combining vehicle sales with in-house financing and long-term customer relationships. Its vertically integrated business model, established regional footprint, and publicly traded status make Car-Mart a recognizable automotive retailer serving smaller and mid-sized communities.

Why Invest in Car-Mart?

- **Established Public Company:** Listed on the NASDAQ (Ticker: CRMT) with more than four decades of operating history.
- **Essential Transportation Provider:** Serves an underserved customer segment by offering affordable transportation and flexible financing solutions.
- **Large Regional Footprint:** Operates approximately 154 dealerships across 12 states, creating strong regional brand recognition and recurring customer relationships.
- **Integrated Financing Platform:** In-house financing generates recurring interest income while strengthening customer retention and differentiating the company from traditional used car dealers.
- **Improving Financial Performance:** Reported approximately $1.39 billion in annual revenue for fiscal year 2025 and returned to profitability through improved margins and disciplined operations.
- **Strong Local Market Presence:** The Clarksville location benefits from high visibility along Wilma Rudolph Boulevard, one of the city's primary retail corridors.

Market Overview

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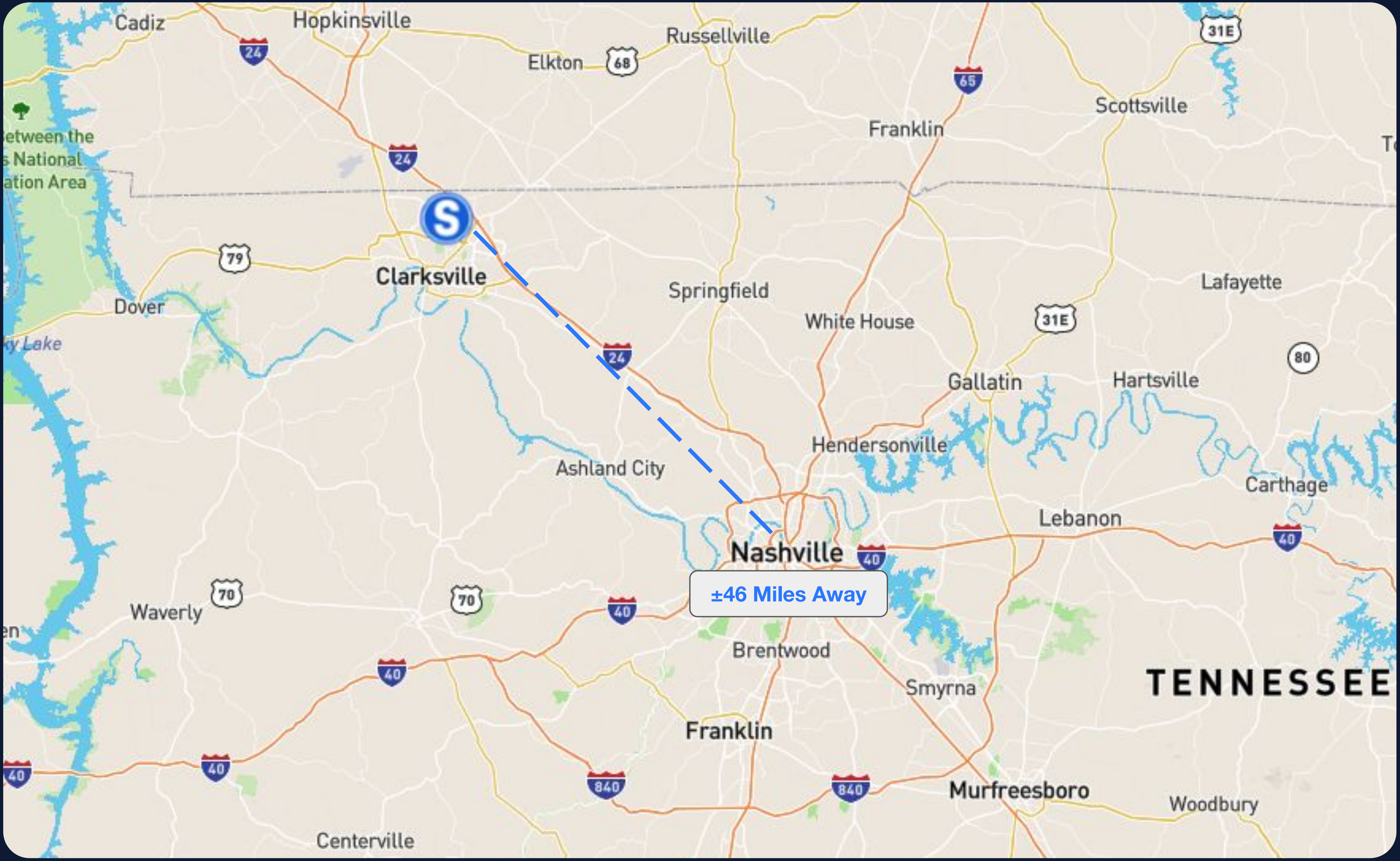


Clarksville , TN

Market Demographics

194,768
Total Population

3.9%
Retail Vacancy

137,700
Employed Population

$3.62B
Annual Retail Sales

Local Market Overview

Clarksville, Tennessee offers a rich blend of history, culture, and natural beauty. Founded in 1784 at the confluence of the Cumberland and Red Rivers, Clarksville boasts a well-preserved historical charm alongside modern attractions. The city's significant role in the tobacco trade during the 19th century laid the foundation for its economic development, which can be explored through various historic sites and museums, including the Customs House Museum & Cultural Center and Fort Defiance Civil War Park and Interpretive Center.

Clarksville's cultural and artistic scene is equally impressive. The Roxy Regional Theatre, located in the heart of downtown, hosts a variety of live performances. Art lovers can explore numerous galleries and public art installations scattered throughout the city. Historic Collinsville, a pioneer settlement museum, offers a glimpse into the 19th-century daily life with restored log homes and interactive exhibits.Whether visiting for a weekend getaway, a historical exploration, or a family vacation, Clarksville promises a memorable and enriching experience.

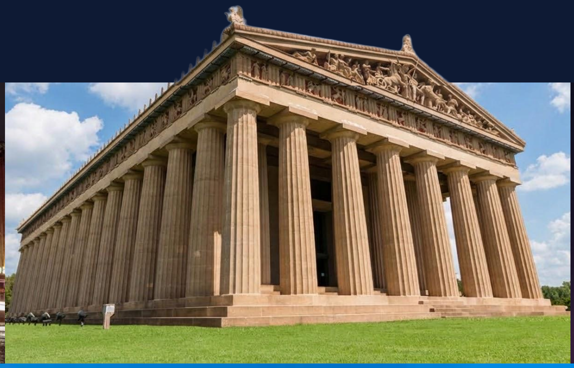
Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	4,917	50,933	124,107
Current Year Estimate	4,476	46,762	112,583
2020 Census	4,780	43,634	101,587
Growth Current Year-Five-Year	9.84%	8.92%	10.24%
Households	**1-Mile**	**3-Mile**	**5-Mile**
Five-Year Projection	2,054	20,940	50,453
Current Year Estimate	1,853	18,990	45,335
2020 Census	1,745	16,446	38,298
Growth Current Year-Five-Year	10.88%	10.27%	11.29%
Income	**1-Mile**	**3-Mile**	**5-Mile**
Average Household Income	$118,566	$82,551	$89,025

Nashville, TN

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	Annual Visitors	Tourism Economic Impact	GDP
1,008,485	17.1 Million	$10.84 Billion	$204.9 Billion

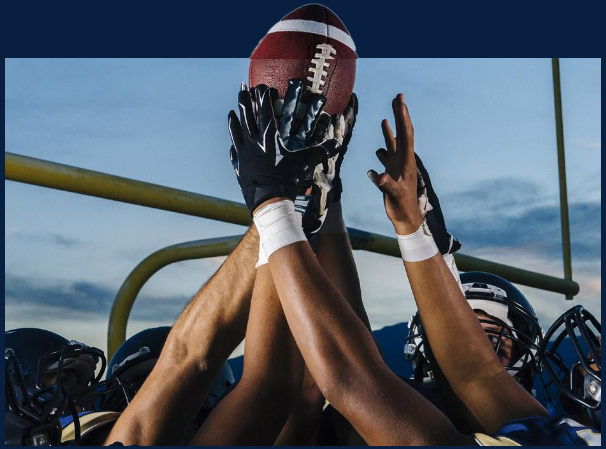


Tourism & Cultural Events

Nashville's vibrant calendar of festivals and events drives consistent seasonal tourism, boosting the local economy. Major events like CMA Fest, Let Freedom Sing! on July 4th, and the Nashville Film Festival draw hundreds of thousands of visitors and generate tens of millions in revenue. Smaller festivals like the Tomato Art Fest further sustain tourism throughout the year. These predictable surges in visitation support the city's hospitality, retail, and transportation sectors, making seasonal tourism a vital part of Nashville's economic engine.

CMA Fest

95,000+ Attendees in 2025



Tennessee Titans (NFL)

64,000+ Average Attendees in 2024

Tomato Arts Fest

70,000+ Attendees in 2025

MAJOR EMPLOYERS

Tech

Amazon ±5,000
Toast, Inc. ±5,700
Asurion ±4,260
Trinetix, Inc. ±1,200

Healthcare

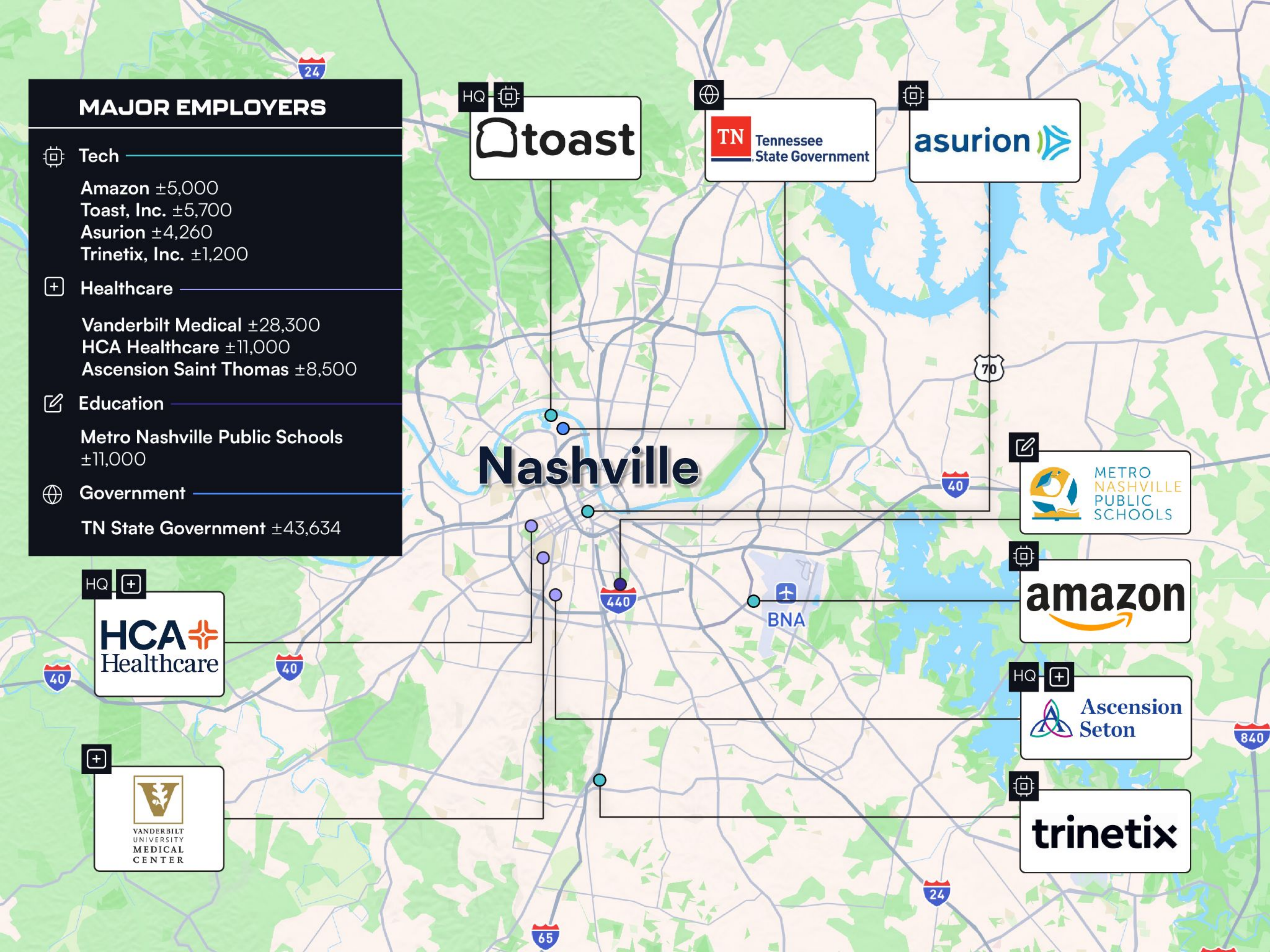
Vanderbilt Medical ±28,300
HCA Healthcare ±11,000
Ascension Saint Thomas ±8,500

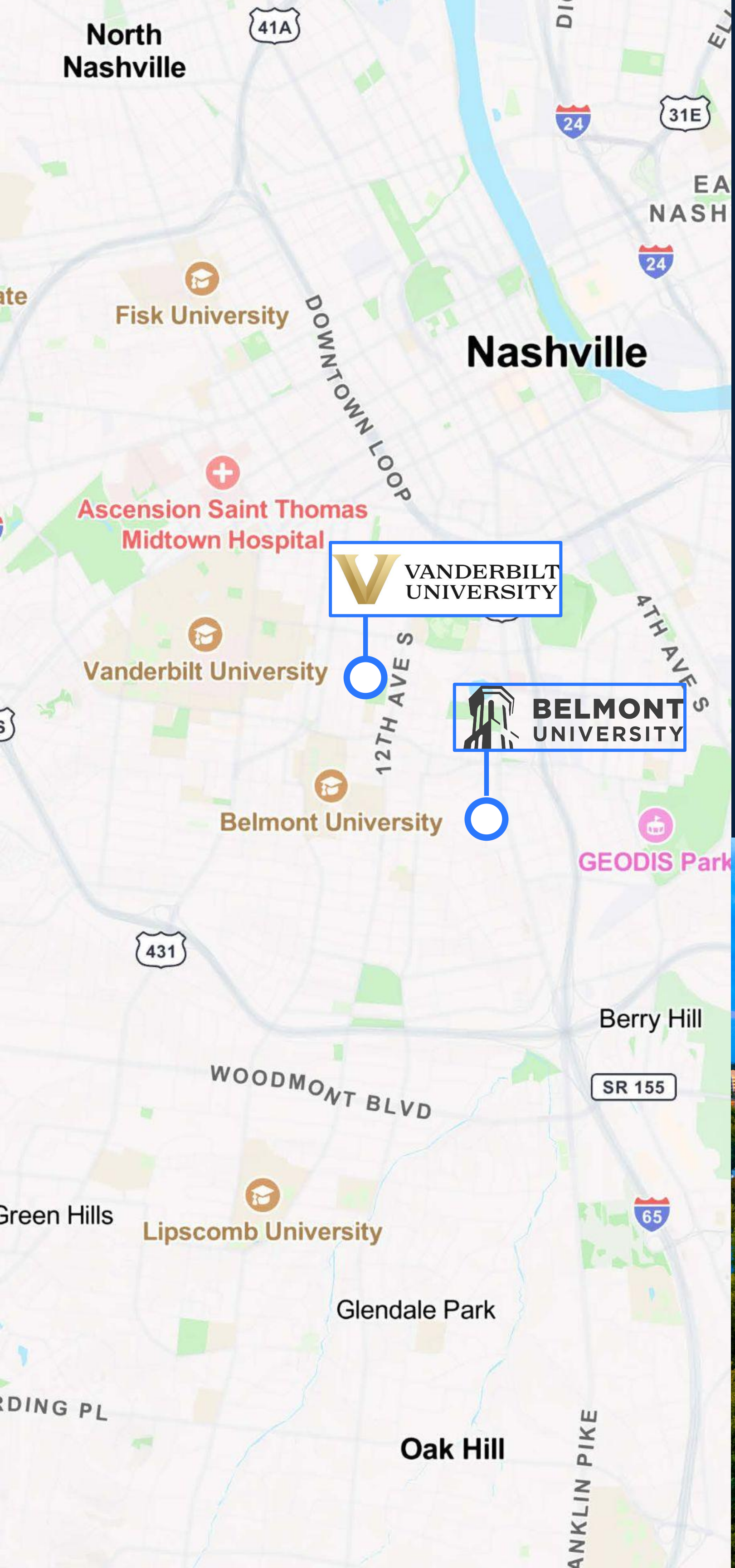
Education

Metro Nashville Public Schools ±11,000

Government

TN State Government ±43,634





HIGHER EDUCATION

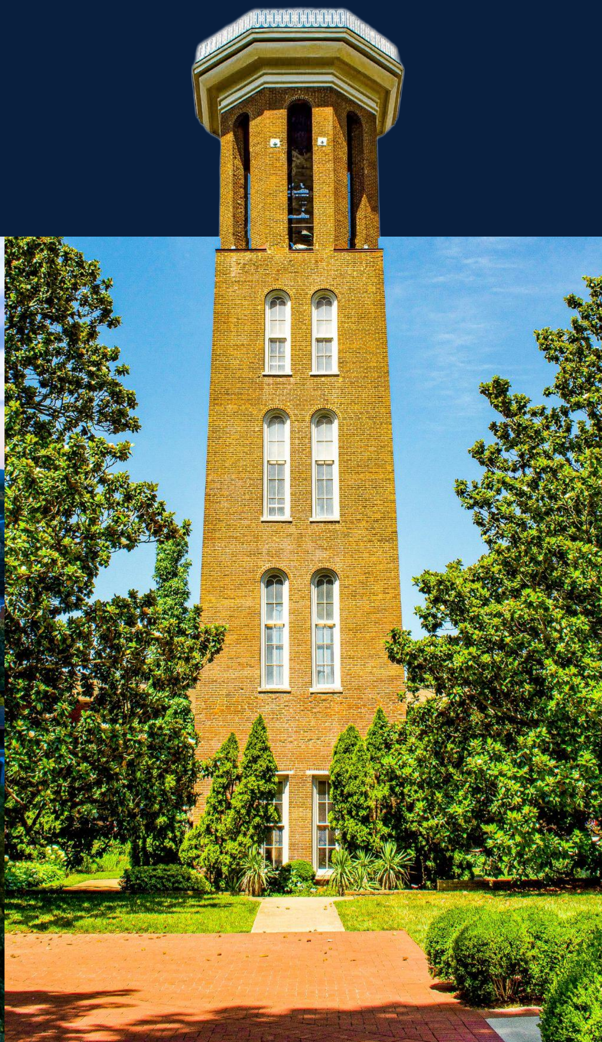
Nashville's higher education institutions are key drivers of talent and innovation. Prestigious universities like Vanderbilt, Belmont, and Tennessee State attract over 29,000 students combined, contributing to a diverse, educated workforce. These institutions support the local economy through research, development, and by supplying skilled graduates to growing industries, strengthening the city's long-term economic competitiveness.

Vanderbilt University

Enrollment (2024-2025)
13,456 Students
Graduation Rate: 92%

Belmont University

Enrollment (2023-2024)
8,862 students
Graduation Rate: 72%



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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **1630 Wilma Rudolph Blvd,, Clarksville, TN, 37040** ("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.