UNITED STATES POSTAL SERVICE

111 E Clifford Ave | Eustis, FL 32726-9998

Retail Investment Opportunity

Offering Memorandum

MATTHEWS™

Exclusively Listed By

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Property Overview

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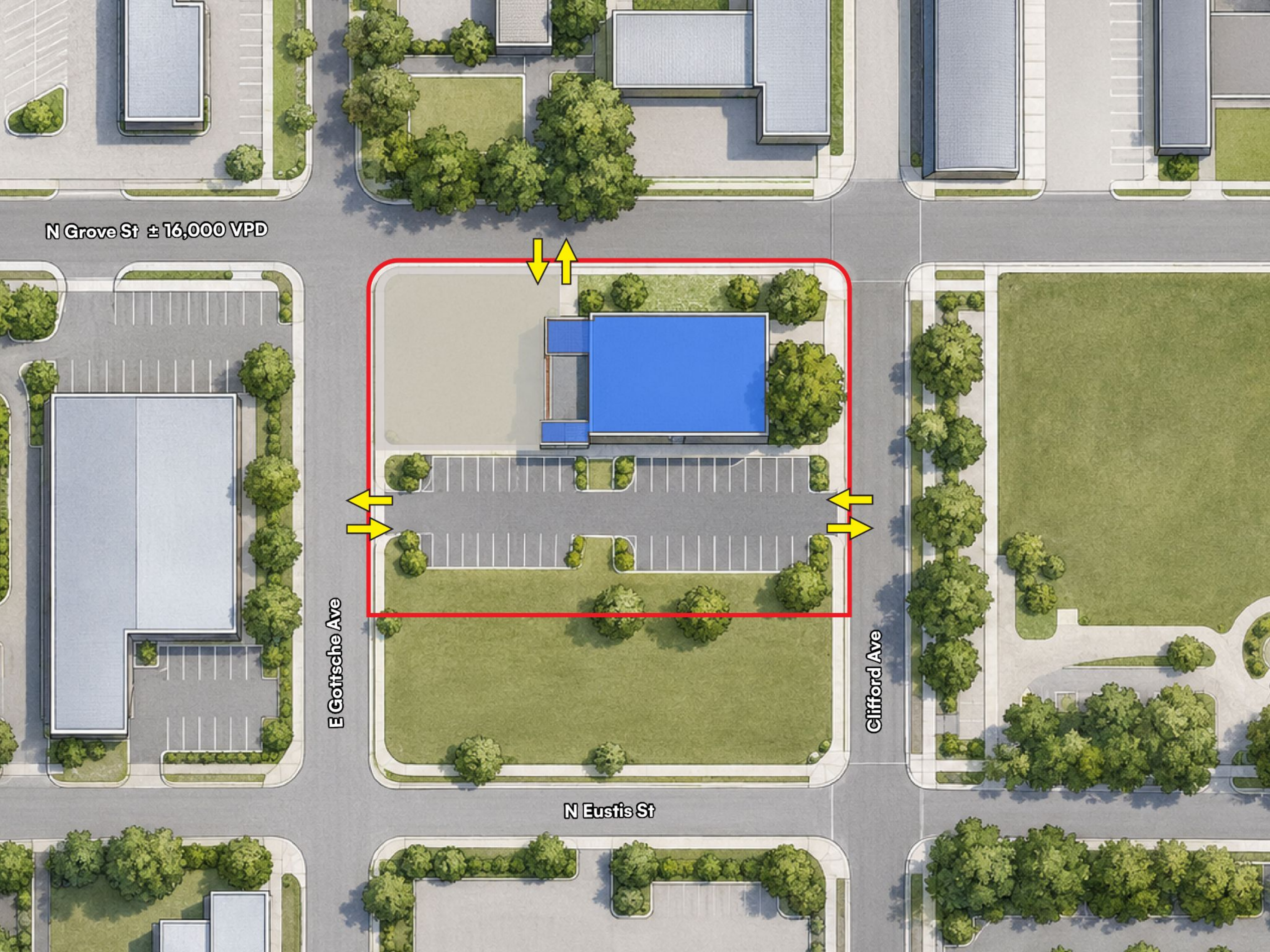
Investment Highlights

Property Highlights

- **Essential Infrastructure:** The USPS serves as a critical component of the nation's infrastructure, providing reliable mail and package delivery services to every corner of the United States. Its extensive network, spanning urban and rural areas, makes it an indispensable part of the country's logistics chain.
- **Strong Market Position:** With its unparalleled reach, the USPS maintains a dominant market position in mail and package delivery. It has a well-established brand and customer base, making it a preferred choice for businesses and consumers.
- **E-Commerce Boom:** The exponential growth of e-commerce has translated into increased demand for package delivery services. The United States Postal Service, with its expansive last-mile delivery capabilities, stands to benefit significantly from this trend, as more consumers turn to online shopping.
- **Diverse Revenue Streams:** The USPS derives revenue from various sources, including first-class mail, marketing mail, packages, and more. This diversity helps buffer against potential fluctuations in specific segments and provides a stable revenue foundation.
- **Financial Resilience:** USPS has historically displayed financial resilience. Its ability to adapt to changing market dynamics and implement cost-saving measures demonstrates its commitment to long-term durability.
- **Government Support and Oversight:** As a government agency, the United States Postal Service benefits from a level of support and oversight that ensures its stability and continuity. This protection can provide a degree of insulation from market volatility.
- **Investment Grade Tenant:** USPS is rated S&P: AA+.
- **Growing Central Florida Market:** Located in Lake County, Eustis has experienced approximately 10% population growth since 2020, benefiting from continued residential expansion and migration throughout the Orlando metropolitan region.


SE
Eustis Elementary School
±391 Students
Eustis High School
±31,271 Students
±3.9 Miles Away
Walmart Supercenter
TJ·maxx
HOBBY LOBBY
TARGET
Pet Supermarket
Eustis Memorial Library
Public Library
100 North Apartments
±20 Units
Happy Hippie Customs
PURE CYCLES
Eustis, Florida
Anthony's Auction
352-602-0723
Double Take Pizza
"The difference is in the sauce"
Subject Property
Clifford Ave
N Grove St ± 16,000 VPD
E Gottsche Ave
N Eustis St


N Grove St ± 16,000 VPD
E Gottsche Ave
Clifford Ave
N Eustis St

111 E Clifford Ave
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±6,307 SF
GLA

1960
Year Built

±16,000 VPD
N Grove St

USPS Partial
Lease Type

±1.12 AC
Lot Size

Financial Overview

111 E Clifford Ave
Eustis, FL 32726-9998

Financial Summary

$3,439,000	5.75%	$545	$197,723.25
List Price	Cap Rate	Price Per SF	NOI

Lease Summary

Tenant Trade Name	United States Postal Service
Type of Ownership	Fee Simple
Lease Guarantor	United States Postal Service
Lease Type	USPS Partial
Taxes	Reimbursed
Roof and Structure	Landlord
GLA	±6,307 SF
Land Area	±1.12 AC
Year Built	1960
Routes	17 (5-Mile EDDM)
Lease Term Remaining	±4.7 Years
Lease Expiration Date	3/31/2031
Options	None

Income & Expenses

	Total	Rent PSF
Income		
Rent	$202,000.00	$32.03
Effective Gross Income	$202,000.00	$32.03
Expenses		
Insurance	$2,700.00	$0.43
Maintenance Reserve	$1,576.75	$0.25
Total Operating Expenses	$4,276.75	$0.68
Net Operating Income	**$197,723.25**	**$31.35**

Tenant Overview

Year Founded
1775

Headquarters
Washington, D.C.

Ownership Status
Independent

Employees
±640,000

Locations
±33,641

Agency
U.S. Government

Tenant Overview
The United States Postal Service (USPS) is an independent establishment of the executive branch of the U.S. federal government and one of the nation's most recognizable and essential service providers. Established to fulfill a universal service obligation, USPS delivers mail and packages to virtually every address in the United States, making it an indispensable component of the country's communications and logistics infrastructure. With a trusted national brand, an unmatched delivery network, and a longstanding presence in communities nationwide, USPS remains one of the strongest and most durable occupants in the net lease investment market.

Why Invest in United States Postal Service?

- **Unrivaled Universal Access:** Operates with statutory authority across every U.S. address—an irreplaceable logistical platform.
- **Broad Infrastructure Base:** Massive workforce and expansive real estate footprint offer strategic avenues for asset-based investment and modernization partnerships.
- **Reform-Driven Turnaround Potential:** Active reform agenda with facility upgrades and service expansion could drive future operational improvements and cost efficiencies.
- **Stable Government Support:** Direct backing through legislation mitigates downside risk relative to pure-commercial enterprises—an appealing feature for institutional stakeholders aligned with public infrastructure mandates.
- **Environmental & Innovation Trajectory:** Electrification of delivery fleet and digital transformation in parcel services position USPS at the intersection of public interest and sustainable modernization.

Market Overview

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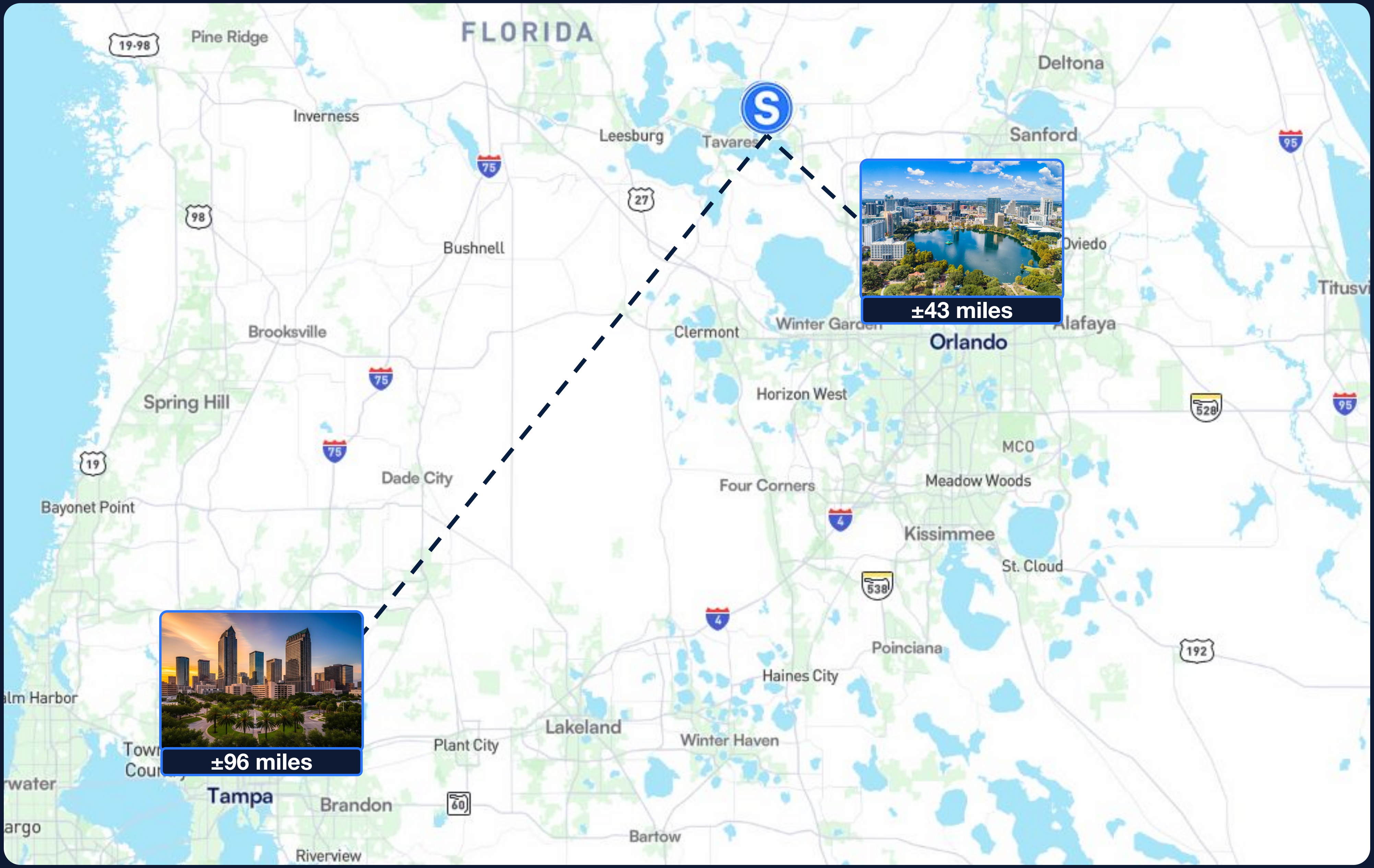

Eustis, FL

Orlando, FL MSA

Local Market Overview

Eustis is a growing community in Lake County, approximately 35 miles northwest of Orlando, known for its historic downtown, waterfront setting, and high quality of life. The city benefits from continued residential growth, convenient access to the Orlando metropolitan area, and a stable economic environment that supports ongoing demand for housing, retail, and community services.

The local economy is driven by healthcare, education, retail, manufacturing, and tourism, while U.S. Highway 441 and nearby Florida Turnpike provide excellent regional connectivity. Combined with its expanding residential base and strategic Central Florida location, Eustis is well positioned for continued long-term growth and investment.

Population	**1-Mile**	**3-Mile**	**5-Mile**
Five-Year Projection	7,557	39,817	88,380
Current Year Estimate	6,643	35,126	77,717
Growth Current Year-Five-Year	2.8%	2.7%	2.7%
Households	**1-Mile**	**3-Mile**	**5-Mile**
Five-Year Projection	2,974	16,670	37,894
Current Year Estimate	2,609	14,675	33,253
Growth Current Year-Five-Year	2.8%	2.7%	2.8%
Income	**1-Mile**	**3-Mile**	**5-Mile**
Average Household Income	$66,556	$80,650	$82,566

Regional Overview

One Of The Fastest-Growing Regions In The Southeast

Local Market Overview

Eustis benefits from its strategic location in Central Florida's Lake County, approximately 43 miles northwest of Orlando. The city offers access to one of the nation's fastest-growing regional economies while maintaining a more relaxed, suburban environment. Continued population growth, residential development, and business investment throughout Lake County have strengthened demand for housing, retail, and commercial real estate, making the area an increasingly attractive destination for residents and employers.

The regional economy is supported by a diverse mix of industries, including healthcare, education, manufacturing, logistics, retail, and tourism. Eustis benefits from its proximity to the Orlando metropolitan area while also drawing economic activity from neighboring communities such as Mount Dora, Tavares, and Leesburg. This diverse employment base and expanding residential population continue to support long-term economic growth and investment.

Economic Drivers

Eustis benefits from a diverse economy supported by healthcare, education, manufacturing, logistics, retail, and tourism. As part of the growing Lake County market, the city has experienced continued residential development and business investment, strengthening employment and consumer spending. Major employers, including AdventHealth Waterman, UF Health Leesburg Hospital, Lake-Sumter State College, and the Lake County School District, provide a stable foundation for long-term economic growth.

Strategically located along U.S. Highway 441 with convenient access to Florida's Turnpike and State Road 429, Eustis offers excellent connectivity to Orlando's employment centers, distribution hubs, and consumer markets. Continued investment in infrastructure, industrial development, and housing has diversified the local economy and supported increasing demand for commercial real estate. Combined with Central Florida's sustained population growth, Eustis is well positioned for continued economic expansion and long-term investment.

Orlando, FL | MSA

Local Market Overview

Orlando is a central economic engine for the state of Florida and serves as a major residential, business, and lifestyle hub for Orange County and the broader Central Florida region. The city supports a highly diversified economy anchored by tourism, healthcare, education, technology, aerospace, and professional services. Orlando International Airport—one of the busiest in the U.S.—along with robust highway and rail infrastructure, provides the connectivity needed to support both global visitation and sustained business growth.

The local economy benefits from rapid population growth, favorable migration trends, and continued relocation from high-cost markets across the Northeast, West Coast, and major metropolitan areas. Orlando attracts a young and educated workforce, bolstered by nearby universities, research institutions, and a growing base of knowledge-based employers. The presence of multiple Fortune 500 firms, healthcare networks, and expanding tech operations reinforces long-term demand for residential, office, and mixed-use real estate, particularly in transit-accessible and urban infill locations.

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