EST. 1998 SCOOTER'S COFFEE

923 W Main St

Carbondale, IL 62901

Retail
Investment Opportunity

Offering Memorandum

MATTHEWS™

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Property Overview

Scooters
923 W Main St. Carbondale, IL 62901

Investment Highlights

Property Highlights

- **BUSINESS + FEE-SIMPLE REAL ESTATE —** Rare opportunity to acquire both an established Scooter's Coffee operating business and the underlying fee-simple real estate in a single transaction. The purchaser acquires the business, land, building, and improvements, providing ownership of both the operating business and the real estate supporting it.
- **ESTABLISHED OPERATING LOCATION —** Operating as a Scooter's Coffee since 2021, the property provides a buyer with an established business and several years of operating history rather than the time, cost, and execution risk associated with ground-up development. Detailed operating and financial information is available to qualified buyers upon execution of a confidentiality agreement.
- **HIGH-TRAFFIC ROUTE 13 LOCATION —** Prominently positioned along W Main Street / Illinois Route 13, a major six-lane commercial arterial through Carbondale, the property benefits from exposure to over 25,200 vehicles per day. The location offers strong visibility and convenient access within one of the city's primary retail corridors.

Investment Highlights

Location Highlights

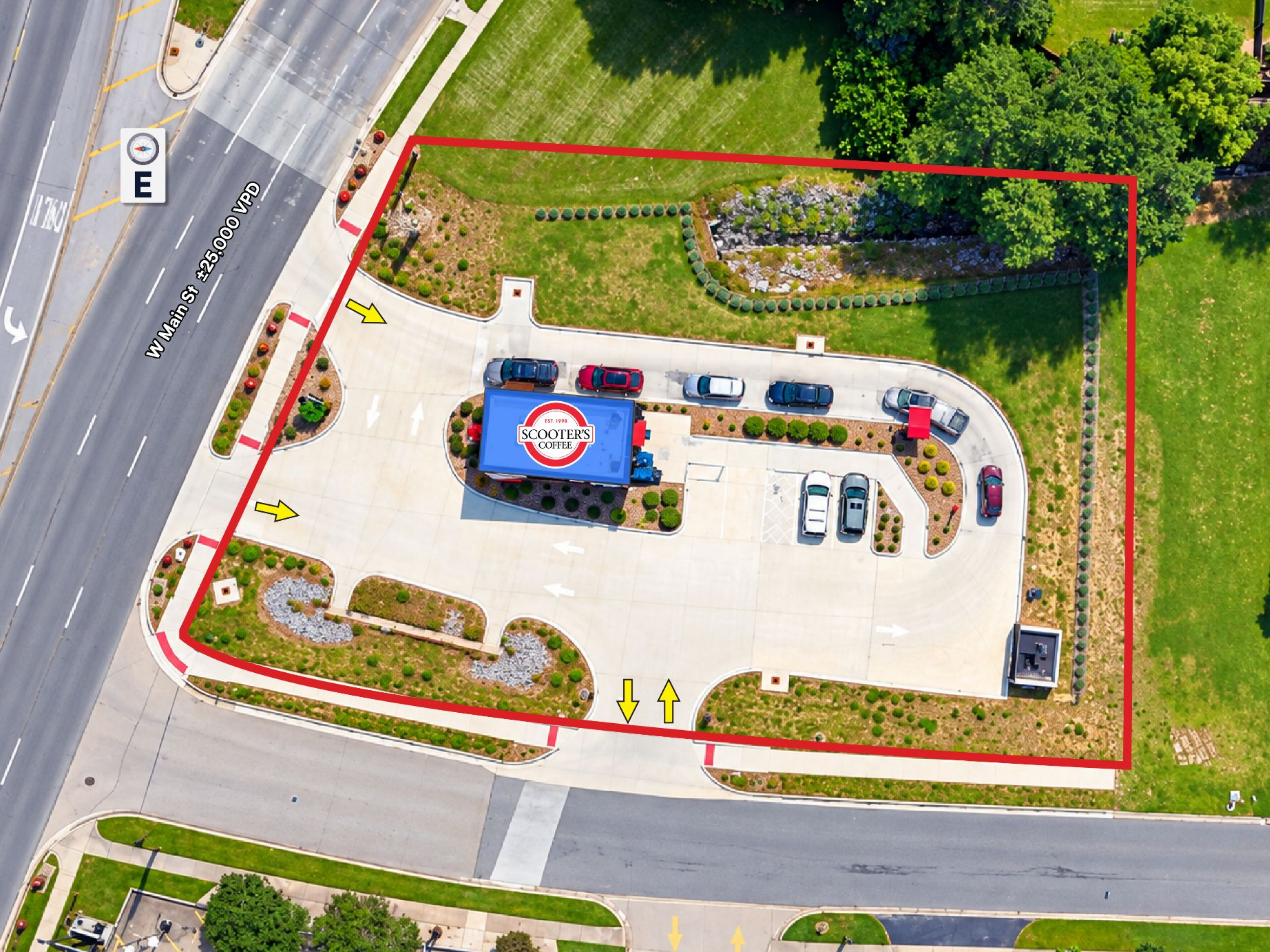
- **APPROXIMATELY EIGHT BLOCKS FROM SIU CARBONDALE —** The property is located approximately eight blocks from Southern Illinois University Carbondale, one of the market's primary economic and demand drivers. Fall 2026 enrollment reached 12,066 students, providing a substantial recurring customer base of students, faculty, employees, visitors, and university-related activity.

- **NEAR SCHNUCKS-ANCHORED CARBONDALE CENTER —** The property is positioned immediately west of the Schnucks-anchored Carbondale Center within an established W Main Street retail corridor. Nearby national and regional retailers and restaurants include Schnucks, Walgreens, Rural King, Burger King, Subway, and Little Caesars, creating a concentrated commercial node that generates recurring daily-needs and restaurant traffic throughout the immediate trade area.

- **REGIONAL HEALTHCARE & EMPLOYMENT DEMAND —** Memorial Hospital of Carbondale is a 162-bed hospital and Level II Trauma Center, providing a significant year-round employment base and additional customer demand within the Carbondale trade area.

- **STRONG SCOOTER'S BRAND MOMENTUM —** Scooter's Coffee has expanded to more than 920 locations across 32 states. The brand generated approximately $859 million in U.S. systemwide sales in 2025, while franchised kiosk locations reported average gross sales of approximately $998,869 and same-store sales growth of approximately 8.9% during 2025.


SIH Memorial Hospital of Carbondale
±162 Beds
Regions Bank
ZX
Zephyr Xpress
Burger King
Little Caesars
Schnucks
E
Legence Bank
13
Oliver & Associates, LLC
Insurance Agency
Oakland Field
±0.4 Miles Away
W Walnut St
World-Class Coffee
Scooter's
Est. 1998
Rooted in Quality
Subject Property
W Main St ± 25,000 VPD
S Orchard Dr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W Main St ±25,000 VPD
EST. 1998
SCOOTER'S COFFEE

Financial Overview

Scooters
923 W Main St Carbondale, IL 62901

Financial Summary

$1,180,054 List Price	**Fee Simple** Ownership	**$1,967** Price Per SF	**±0.59 AC** Lot Size

Property Details

Property Street	923 W Main St
City, State, Zip	Carbondale, IL 62901
County	Jackson
List Price	$1,180,054
GLA (SF)	600 SF
Year Built	2021
Lot Size	±0.59 Acres (2 parcels)
Parcel Numbers	15-20-276-024 & 15-20-276-002
Ownership	Fee Simple
Use	Owner/User

Detailed operating and financial information is available to qualified buyers upon execution of a Confidentiality Agreement.

Tenant Overview

Year Founded
1998

Headquarters
Omaha, Nebraska

Ownership Status
Privately Held

Employees
±4,800

Locations
900+

Annual Revenue
$65.8M

Tenant Overview

Founded in 1998, Scooter's Coffee is a rapidly growing specialty coffee brand with a drive-thru-focused model built around speed, convenience, and customer experience. The company has expanded to more than 920 locations across 32 states, with nearly all locations operated by franchisees. Scooter's generated approximately $859 million in U.S. systemwide sales in 2025 and continues to expand through new store development, franchise growth, and investments in digital loyalty, menu innovation, and national marketing.

Why Invest in Scooters?

- Rapid Unit Growth: More than 920 locations across 32 states, with continued expansion toward 1,000 locations.
- Strong Systemwide Sales: Approximately $859 million in U.S. systemwide sales in 2025.
- Drive-Thru-Focused Model: Efficient, convenience-oriented format designed for high traffic and speed of service.
- Established Brand: Founded in 1998 with strong customer recognition and signature products such as Caramelicious®.
- Growth & Marketing Investment: Continued focus on franchise expansion, loyalty programs, digital engagement, menu innovation, and national brand development.

Market Overview

Scooters
923 W Main St Carbondale, IL 62901

Carbondale , IL

Market Demographics

21,811
Total Population

$57,649
Average HH Income

9,503
Employed Population

$237.4M
3-Mile Consumer Spending

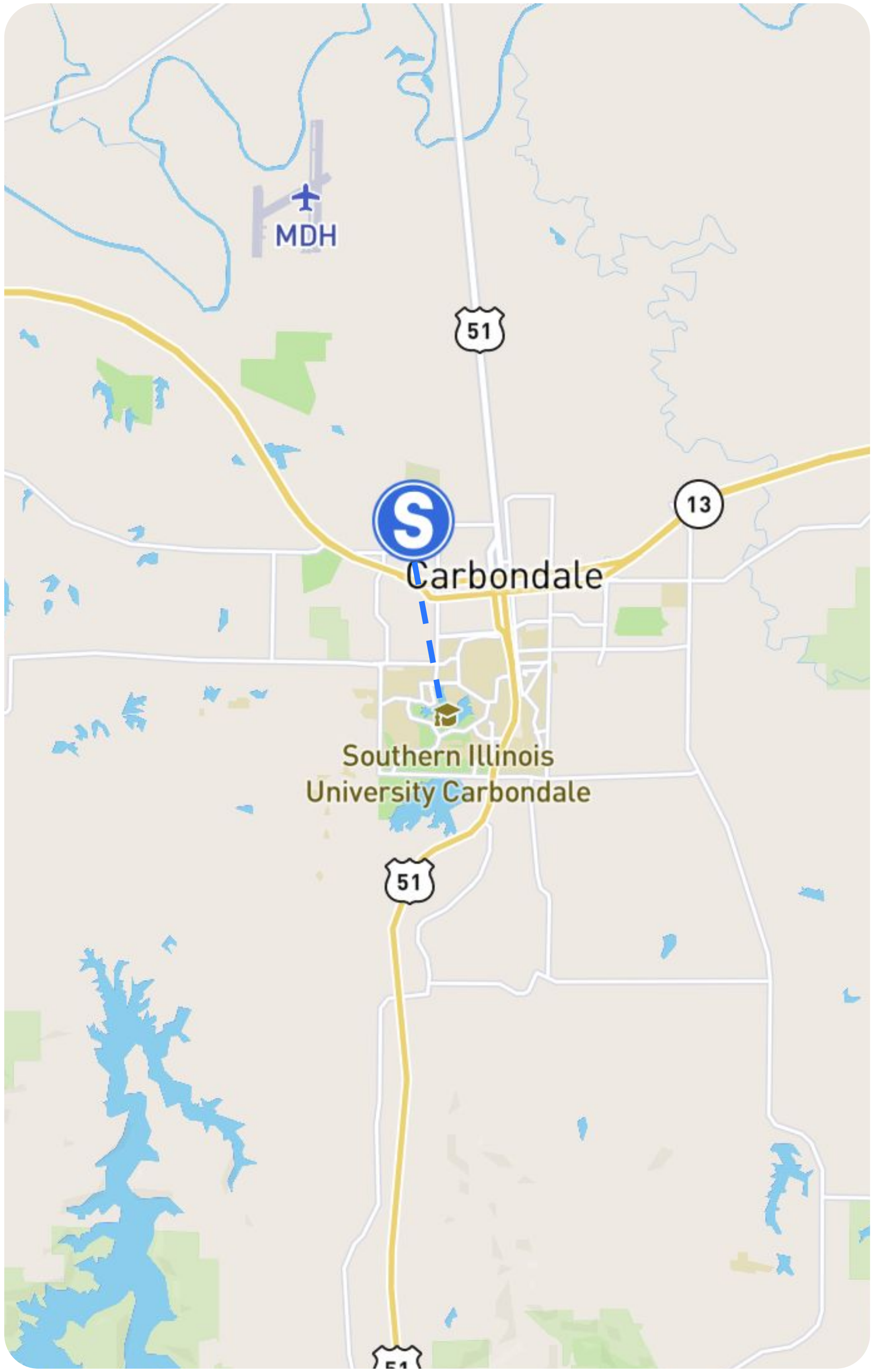
Local Market Overview

Carbondale serves as a regional center for education, healthcare, research, retail, and services throughout Southern Illinois. Anchored by Southern Illinois University Carbondale, the community benefits from a large student population, a strong academic and research base, and employment tied to education and healthcare. SIU reported enrollment of more than 12,000 students for fall 2026, supporting continued demand for housing, dining, retail, and consumer services.

The community's location approximately 100 miles southeast of St. Louis provides access to a broader regional market while maintaining proximity to Southern Illinois' recreational and natural assets. Carbondale is surrounded by destinations including the Shawnee National Forest, state parks, and recreational lakes, contributing to its appeal for residents, students, visitors, and outdoor-oriented consumers. The local economy is further supported by university research, entrepreneurship, healthcare, and professional services.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	8,173	25,558	31,322
Current Year Estimate	8,081	25,218	30,968
Growth Current Year-Five-Year	1.14%	1.35%	1.14%
Households	**1-Mile**	**3-Mile**	**5-Mile**
Five-Year Projection	3,949	11,326	13,841
Current Year Estimate	3,898	11,177	13,684
Growth Current Year-Five-Year	1.31%	1.33%	1.15%
Income	**1-Mile**	**3-Mile**	**5-Mile**
Average Household Income	$57,649	$56,341	$62,109



12,000+
SIU Enrollment

2.1 MI
To SIU Campus

$12.6M
Visitor Economic Impact

Economic Drivers

Southern Illinois University Carbondale is a major economic and population driver for the area, with more than 12,000 students enrolled and a significant presence in education, research, and employment. The university also contributes to local spending and supports demand for retail, dining, and services throughout Carbondale.

Carbondale's economy is further supported by healthcare, retail, professional services, and manufacturing, creating a diverse base of employment and consumer activity. Its position as a regional center for Southern Illinois, along with its access to major transportation routes, continues to support commercial growth and development.

CARBONDALE, IL

Economic Drivers

Carbondale serves as a regional economic and educational center for Southern Illinois, with Southern Illinois University Carbondale (SIU) playing a major role in employment, research, student spending, and regional economic activity. SIU’s 2023 economic impact was nearly $2.7 billion, supporting approximately 18,600 jobs statewide.

The local economy is further supported by healthcare, retail, professional services, and research-driven activity. Carbondale’s location within the Southern Illinois region, combined with its university population and transportation connections, supports continued demand for commercial and consumer-oriented businesses.

Primary Industries

- Education & Research
- Healthcare & Life Sciences
- Retail & Consumer Services
- Professional & Business Services

Top Employers

- Southern Illinois University Carbondale
- Southern Illinois Healthcare
- City of Carbondale

Key Infrastructure & Projects

- Interstate 57 – Major north-south corridor connecting Carbondale to regional markets.
- Southern Illinois Airport – Regional airport serving the Carbondale/Marion area.
- SIU–IDOT Partnership – $45 million partnership supporting transportation projects across Southern Illinois.

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