



SONIC

2010 E HIGHWAY 90 BY-PASS | MONTICELLO, KY



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INVESTMENT HIGHLIGHTS

LONG-TERM, STABILIZED DEAL

- Absolute NNN Lease - Tenant takes care of all responsibilities including property tax, insurance, maintenance, roof and structure.
- Long-term commitment to location - Tenant will sign a 15-Year lease at the close of escrow
- Growing Cash Flow - Lease has 10% Rental Increases scheduled every 5 years
- Steadily increasing store sales, with 2019 sales up 26% from 2018 sales

LOCATION

- Directly across the street a brand new Ford dealership just opened with several more acres being prepared for retail development, as well as a large furniture retail store that just opened their doors directly next door
- Lake Cumberland to the North brings in massive amounts of traffic to the town from vacationers, college kids, and water sport enthusiasts
- Strategically located 1-Mile from a WalMart Supercenter and Wayne County Airport

TENANT

- Sonic Drive-in is poised for massive growth after the recent acquisition by Inspire Brands. With intentions to take Sonic private, Corporate can now put more focus on expanding the brand



[SEE ARTICLE WRITTEN BY MY PARTNER AND I FOR FURTHER DETAILS](#)

- Sonic Corporation is the nation's largest drive-in restaurant chain serving approximately 3 million customers every day
- As of August 2017, 3,557 Sonic Drive-Ins were in operation from coast to coast in 45 states
- Sonic Drive-In was ranked in the top 15-most successful QSR companies

FINANCIAL OVERVIEW



SONIC

2010 E. Highway 90 By-Pass
Monticello, KY 42633

List Price \$999,999
CAP Rate - Current..... 6.24%
Gross Leasable Area ± 1,514 SF
Lot Size ± 0.98 Acres
Year Built..... 2003



Annualized Operating Data

Date	Monthly Rent	Annual Rent	Rate of Return
Current - 3/1/2024	\$5,200	\$62,400	6.24%
10/2/2024 - 10/1/2029	\$5,720	\$68,640	6.86%
10/2/2029 - 10/1/2034	\$6,292	\$75,504	7.55%

Tenant Summary

Tenant Trade Name	Sonic Drive In
Lease Guarantor	Franchisee
Lease Type	NNN
Roof and Structure	Tenant Responsible
Original Lease Term	15 Years
Rent Commencement Date	Close of Escrow
Lease Expiration Date	15-Years from Rent Commencement Date
Term Remaining on Lease	± 15 Years
Increases	10% Rental Increases Every 5 Years
Options	Three, 5-Year Options

TENANT OVERVIEW





Property Name	Sonic Drive-In
Ownership	Private
Revenue (2016)	\$606.320 million
Net Income (2016)	\$64.067 million
Year Founded	1953
No. of Locations	± 3,557
No. of Employees	±9,620
Headquartered	Oklahoma City, OK
Website	www.sonicdrivein.com

TENANT OVERVIEW

For more than 60 years, SONIC, America's Drive-In has built a dominant position in the drive-in restaurant business. They did so by sticking to what made drive-ins so popular in the first place: made-to-order American classics, signature menu items, speedy service from friendly Carhops and heaping helpings of fun and personality. The company operates 3,557 restaurants in 45 US states and was ranked in the top 15 most successful QSR chains in the country. With a dynamic history, SONIC surges forward while specializing in fresh, made-to-order meals that you can't get anywhere else. Today, SONIC is the largest chain of drive-in restaurants in America. As a business, they continue to thrive, maintaining strong real sales growth, industry-leading customer frequency and high returns for stockholders.

COMMUNITY INVOLVEMENT

For over 15 years, SONIC's community giving programs have been focused on advancing education and educational opportunities for youths. Each fall, SONIC conducts "Limeades for Learning", a large fundraising event supporting teacher's projects across the nation. Through Limeades for Learning® in partnership with DonorsChoose.org, SONIC and its franchise partners have donated more than \$5 million to public school classrooms in local communities across the country.

THE OFFERING

Property Name	Sonic
Property Address	2010 E. Highway 90 By-Pass Monticello, KY 42633
Assessor's Parcel Number	065-00-00-077.03
Site Description	
Number of Stories	One
Year Built/Renovated	2003
Gross Leasable Area (GLA)	± 1,514 SF
Lot Size	± 0.98 Acres (33,968 SF)

SURROUNDING TENANT MAP



PARCEL MAP



AREA OVERVIEW



MONTICELLO, KY

Monticello is a home rule-class city that sits near the center Wayne County and is known for its natural beauty because of its proximity to the Eastern Kentucky coal fields and Mississippian plateau. Many visitors come to Monticello for Lake Cumberland’s recreation such as marinas, fishing and boating. They also come for the hiking and biking opportunities that the forested hills provide.

TOP 3 WAYNE COUNTY OCCUPATIONS:

PRODUCTION — 17.9%



ADMINISTRATIVE — 15.3%



EDUCATION — 9.1%



DEMOGRAPHICS

POPULATION	1 Mile	3 Mile	5 Mile
2023 Projection	4,181	8,652	11,286
2018 Estimate	4,261	8,800	11,446
2010 Census	4,295	8,875	11,535
HOUSEHOLDS	1 Mile	3 Mile	5 Mile
2018 Estimate	1,890	3,777	4,875
2023 Projection	1,897	3,783	4,868
Percent Change: 2018 to 2023	1,871	3,733	4,800
INCOME	1 Mile	3 Mile	5 Mile
Average Household Income	\$34,529	\$35,272	\$36,363

CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of **Sonic** located at **2010 E. Highway 90 By-Pass Monticello, KY 42633 (“Property”)**. It has been prepared by Matthews Retail Advisors. This 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 Retail Advisors. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents 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 and conduct their own due diligence.

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 detrimental to the interest of the Seller.

Owner and Matthews Retail Advisors 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 Seller or Matthews Retail Advisors 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 this Offering Memorandum.

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