



WHATEVER IT TAKES

TRANSMISSION PARTS, INC

6400 County Road 200, Florence, AL 35633

Industrial Investment Opportunity
Offering Memorandum



MATTHEWS™

100% Leased Single-Tenant Industrial | 8.51% Cap Rate | Leased Through 2033



Exclusively Listed By

Hutt Cooke

Broker of Record

Broker Lic. No. 000168807 - 0 (AL)

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6400 County Road 200 presents the opportunity to acquire a $\pm 325,000$ SF single-tenant industrial facility situated on ± 27 acres in Florence, AL, fully leased to Whatever It Takes Transmission Parts, Inc. (“WIT”) through December 31, 2033. Since leasing $\pm 108,430$ SF in May 2021, WIT has executed four lease expansions, most recently signing an amendment on March 1, 2026 to occupy the remaining $\pm 116,574$ SF, bringing its total footprint to the full $\pm 325,000$ SF building beginning August 1, 2026. The lease features consistent annual rent increases averaging approximately 2.8%, providing embedded NOI growth, while the tenant’s continued expansion demonstrates long-term operational commitment to the location.



Property Highlights

- **Proven Tenant Expansion Story:** WIT leased $\pm 108,430$ SF in May 2021 and has since executed four lease amendments to expand within the building, culminating in full $\pm 325,000$ SF occupancy beginning August 1, 2026 — demonstrating sustained operational growth and commitment to the asset.
- **100% Occupied Single-Tenant Facility:** Following the most recent amendment (signed March 1, 2026), the tenant will operate throughout the entire building and create stabilized single-tenant cash flow.
- **Long-Term Lease Through 2033:** The lease runs through December 31, 2033, providing income visibility with meaningful remaining term following full-building occupancy.
- **Contractual Annual Rent Increases:** The lease structure includes scheduled annual rent escalations averaging approximately 2.7%–2.8%, creating organic NOI growth throughout the remainder of the lease.
- **Established National Operator:** Founded in 1999, WIT operates 40+ locations and branches nationwide, serves over 12,000 customers, and employs 450+ team members. As an employee-owned (ESOP) company, the structure promotes operational continuity and long-term alignment. https://www.wittrans.com/New_about.php
- **Strategic Northwest Alabama Industrial Market:** Located in Florence, AL within the Florence—Muscle Shoals MSA, the property benefits from access to US-72, SR-20, and regional interstate connectivity supporting manufacturing and logistics demand across Northern Alabama and Southern Tennessee.



Property Overview



List Price	\$8,200,000
NOI	\$698,094.60
Cap Rate	8.51%

Address	6400 County Road 200
City	Florence
State	AL
Zip Code	35633
Total Building Area	±325,000 SF
Land Area	±27 AC
Coverage	27.63%



Year Founded

1999

Headquarters

Shepherdsville, KY

Ownership Status

Private: (ESOP)

Customers

12,000+

Team members

450+

Locations

40+

Website

wittrans.com

https://www.wittrans.com/New_about.php



Tenant Overview

Whatever It Takes Transmission, Inc. is a privately held automotive transmission parts supplier and distributor with a long-standing presence in the U.S. aftermarket automotive industry. Founded in 1999 and headquartered in Shepherdsville, Kentucky, WIT has developed a strong foothold in the transmission parts market by combining broad product availability with service-oriented customer engagement, positioning itself as a reliable partner to independent repair shops and service providers nationwide. The company operates as an employee-owned ESOP (Employee Stock Ownership Plan) business, which aligns workforce incentives with customer satisfaction and long-term operational stability.

Why Invest in Whatever It Takes Transmission, Inc.

- Established National Platform with Diversified Footprint — Operating 40+ branch locations nationwide, WIT maintains broad geographic reach and diversified revenue streams serving independent transmission repair shops and automotive service providers across the U.S.
- Defensive Automotive Aftermarket Business Model — As a supplier of essential transmission components, WIT benefits from steady demand tied to vehicle maintenance and repair cycles, positioning the company within a resilient segment of the automotive aftermarket industry.
- Employee-Owned Structure Promoting Operational Stability — As an ESOP company, employee ownership fosters accountability, customer service alignment, and long-term operational continuity—attributes that support tenant durability and site-level performance.
- Strong Industry Reputation and Specialized Market Focus — Since its founding in 1999, WIT has built a recognized brand within the transmission rebuilding niche, supported by deep product inventory, technical expertise, and relationship-driven sales practices.

Market Overview - Florence, AL



Market Demographics

40,184
Total Population

22,101
Employed Population

\$58,049
Median HH Income

\$175,800
Median Property Value

Local Market Overview

Florence, Alabama, located within the Florence-Muscle Shoals metropolitan area in northwest Alabama, offers a strategic industrial market anchored by steady regional economic fundamentals and diversified employment sectors. The city benefits from central access to major transportation corridors including US-72, SR-20, and Interstate connections nearby, serving logistics, manufacturing, and distribution tenants seeking mid-sized industrial footprints in a cost-competitive Southeast location. The broader market supports industrial users with a stable labor force and proximity to rail service, regional distribution hubs, and consumer bases in northern Alabama and Tennessee.

Economic growth in the region has been supported by a mix of manufacturing, healthcare, retail trade, and services, with manufacturers and industrial service providers contributing to employment and real estate demand. Local population and household income trends reflect gradual growth and regional resilience, which supports long-term occupancy for industrial facilities. Occupiers benefit from operating cost advantages relative to larger metros, while investors see potential in re-positioning value-add industrial assets to meet niche logistics and light manufacturing space needs.

Property Demographics

POPULATION	3-MILE	5-MILE	10-MILE
2020 Population	3,652	20,298	82,341
2025 Population	3,650	19,926	84,602
2030 Population Projection	3,833	20,857	88,712
HOUSEHOLDS	3-MILE	5-MILE	10-MILE
2020 Households	1,499	8,768	35,694
2025 Households	1,503	8,553	36,170
2030 Household Projection	1,581	8,952	37,897
INCOME	3-MILE	5-MILE	10-MILE
Avg Household Income	\$72,425	\$66,047	\$62,363



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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 **6400 County Road 200, Florence, AL 35633** ("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:

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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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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.