

# SWEET TOMATOES

PALM HARBOR (TAMPA MSA), FLORIDA

Sweet tomatoes.   
salads • soups • bakery



Marcus &  
Millichap



**LEDVORA**  
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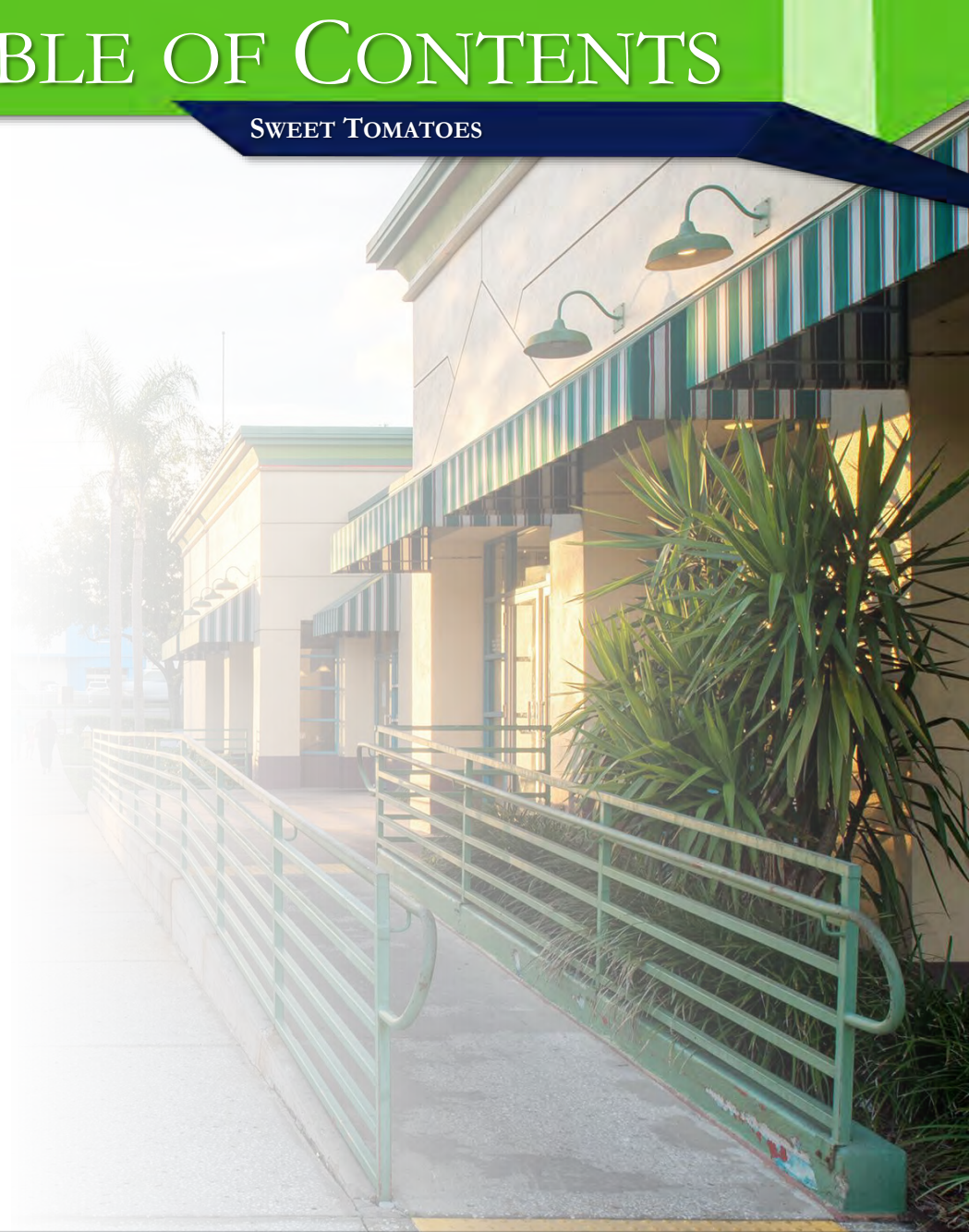
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## EXECUTIVE SUMMARY

# OPINION SUMMARY

SWEET TOMATOES

## SWEET TOMATOES

31151 US HWY 19 N, Palm Harbor (Tampa MSA), FL 34684

### PRICING SUMMARY

Subject List Price	\$3,050,000.00
Price/SF	\$354.69
Capitalization Rate	6.89%

### VITAL DATA

Adjusted NOI	\$210,000.00
Monthly Rent	\$17,500.00
Cash on Cash Return	7.55%
Total Return	12.79%
DSCR	1.49
Loan Constant	6.60%
Gross Leasable Area (GLA)	8,599 SF
Year Built	1990
Lot Size	1.59 Acres

### FINANCING DETAILS

Annual Debt Service	\$140,953.99
Debt Contribution (70% LTV)	\$2,135,000.00
Loan Term	5 Years
Amortization	25 Years
Interest Rate (Annual)	4.40%

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# OFFERING HIGHLIGHTS

SWEET TOMATOES

## INVESTMENT HIGHLIGHTS



Corporate Guaranteed – An Opportunity to Own a Corporate Credit Sweet Tomatoes with Seven Years Remaining



Absolute Net Lease (NNN) – Tenant is Responsible for all Expenses Including Roof, Structure, Taxes, Insurance and Common Area Maintenance



Rent Shall Increase 1.25 Percent Each Year During the Two Ten Year Option Periods

## LOCATION HIGHLIGHTS



Tampa Bay/ Saint Petersburg MSA has a Population of Just Over 3,000,000 People, Which Ranks it 18<sup>th</sup> in the Nation



Dense Market – With Over 95,000 Residents Within a Three Mile Radius



Excellent Traffic Exposure – With Over 76,500 AADT on US-19



## TENANT SUMMARY

# TENANT SUMMARY

## SWEET TOMATOES



In 1983, Garden Fresh Restaurant Corp. was founded through the acquisition of the first two Souplantation restaurants. As they continued to grow, they began expanding beyond their core Southern California markets. In order to enhance the brand and reflect their dedication to fresh, wholesome ingredients, they adopted the new name of Sweet Tomatoes.

With 97 company-owned restaurants in 15 states, Sweet Tomatoes has served over 300 million guests since 1978. The company prides itself in offering a unique dining experience where guests can create a meal tailored to meet their needs with fresh, high quality ingredients and daily made-from-scratch menu items.



### KEY DETAILS

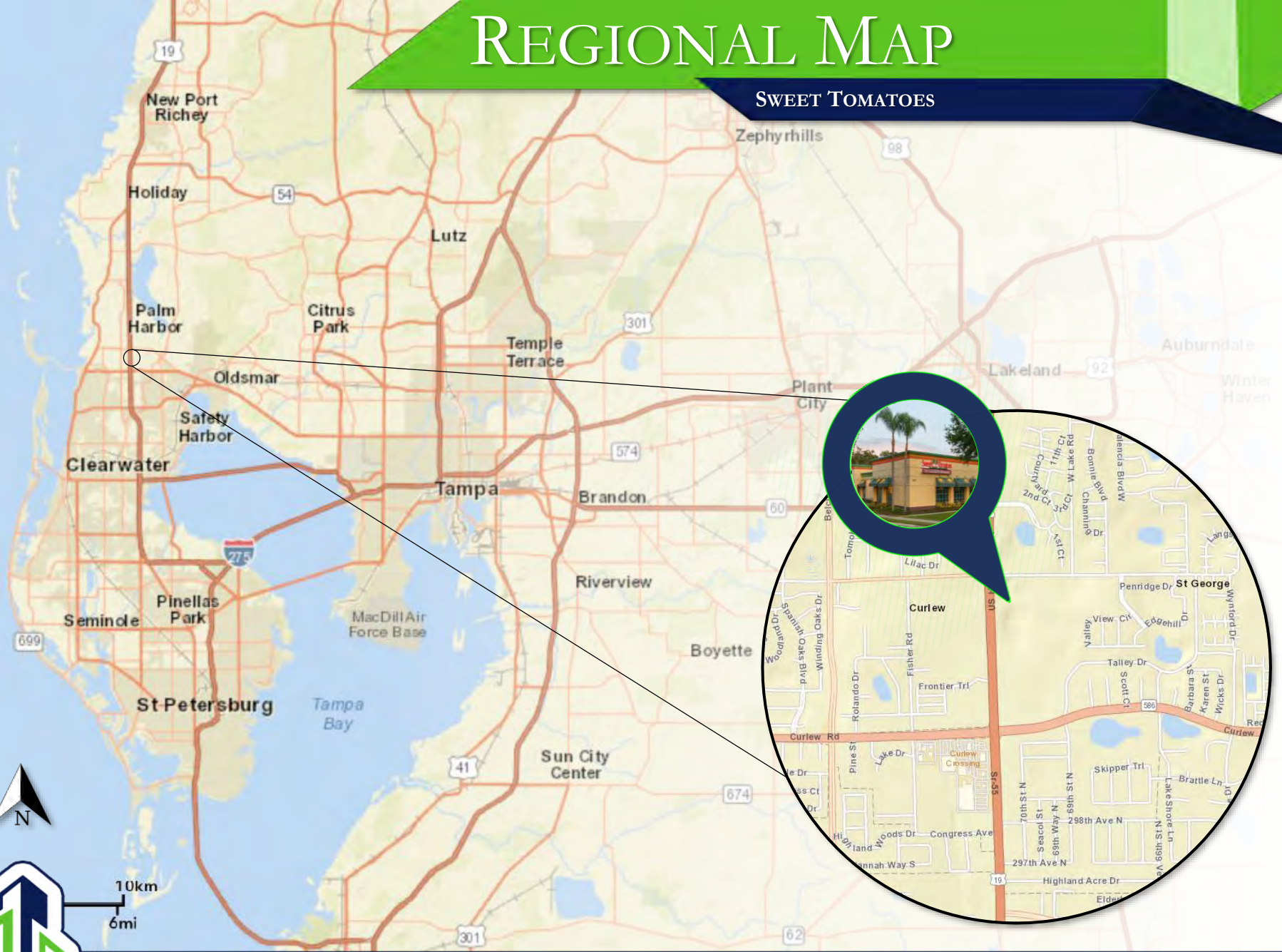
Franchisor	Garden Fresh Restaurant Corporation
Ownership	Private
Founded	1978
Franchisor Strength	Over 97 Restaurants
Franchisee	Not Applicable - Corporate
Franchisee Strength	Not Applicable - Corporate
Guarantor	Garden Fresh Restaurant Corporation
Lease Type	Absolute Net
Lease Term	20 Years
Lease Commencement Date	March 10, 2004
Lease Expiration Date	March 31, 2024
Rent Escalations	1.25% Annual (Renewals)
Options	Two, Ten Year Options
Roof & Structure Maintenance	Tenant Responsibility
Right of First Refusal	Yes, Tenant Must Respond Within 14 Days



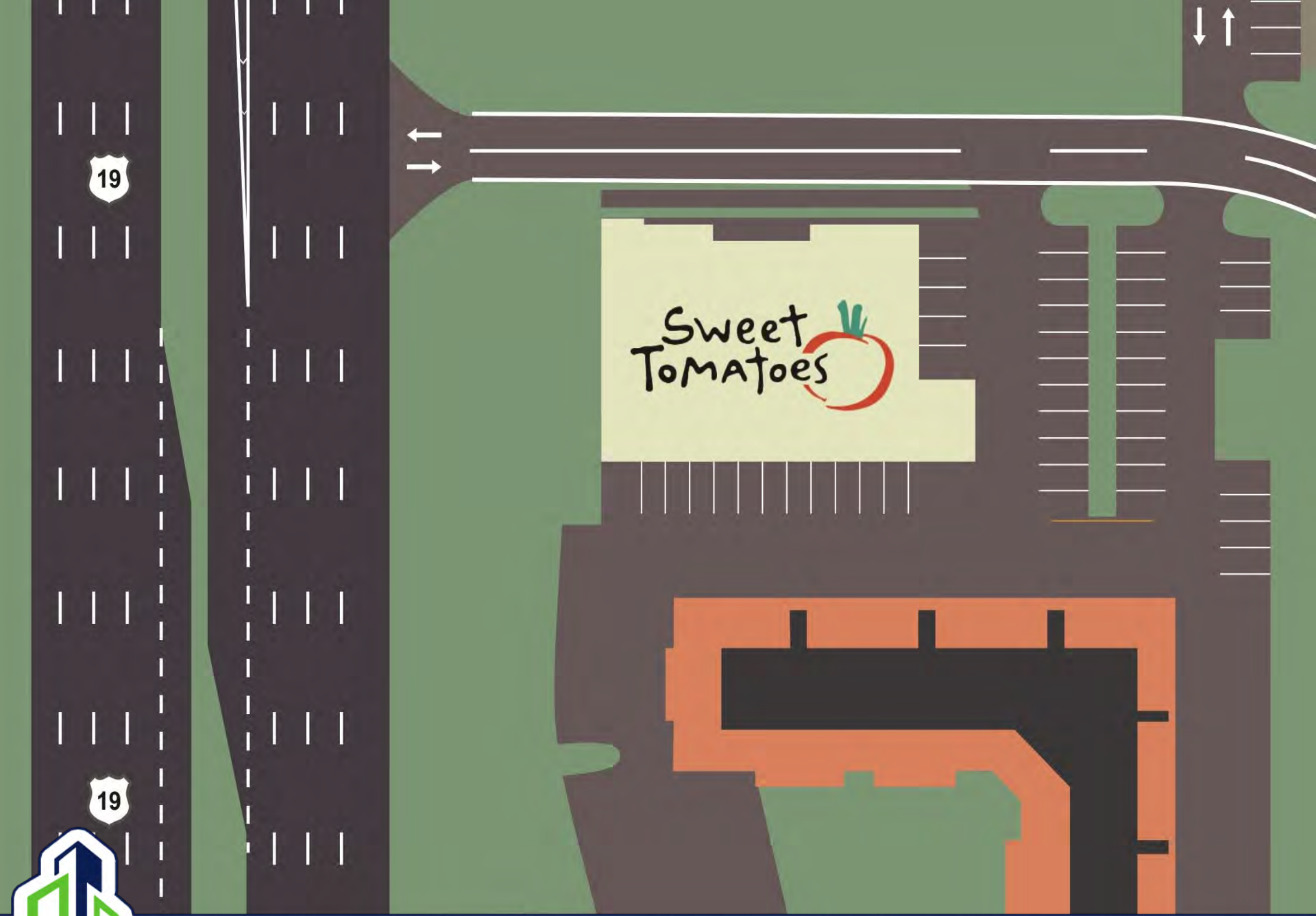
## LOCATION OVERVIEW

# REGIONAL MAP

SWEET TOMATOES



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**SUBJECT**



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16500± AADT



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Publix SUBWAY Starbucks  
 petco planet fitness ups  
 where the healthy pets go SalonCentric

DUNKIN' DONUTS arby's  
 CVS pharmacy



JOANN STAPLES  
 fabrics and crafts

TWO MEN AND A TRUCK  
 "Movers Who Care."  
 Godfather's Pizza  
**MATTRESS FIRM**  
 Save Money. Sleep Happy.

CHASE

Aaron's

TIRE CHOICE  
 & TOTAL CAR CARE

Sweet Tomatoes

LEADER'S CASUAL FURNITURE

HARBOR FREIGHT TOOLS

**SUBJECT**

US HWY 19  
 76,500±  
 AADT



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**MARKET ANALYSIS**

# PALM HARBOR

SWEET TOMATOES



Palm Harbor, Florida is located twenty one miles north of Downtown Saint Petersburg in northern Pinellas County. Palm harbor is only 26 square miles, but there are 65,000 residents who call Palm Harbor home. Tampa Bay/ Saint Petersburg MSA has a population of just over 3,000,000 people, which ranks it 18<sup>th</sup> in the nation.

This largely residential community has several concentrations of commerce, including historic downtown Palm Harbor which offers many small shops and eateries. A few miles east of downtown offers access to higher concentrations of commerce with an array of national chain restaurants and retailers.

Palm Harbor offers an array of beautiful beaches and championship golf. Each March, thousands of spectators arrive at The Innisbrook Resort and Golf Club to watch some of the worlds best PGA players face off at the Valspar Championship.



# DEMOGRAPHICS

## SWEET TOMATOES

	1 mile	3 miles	5 miles	Florida	USA
<b>Census 2010 Summary</b>					
Population	11,812	94,140	191,713	18,801,310	308,745,538
Households	4,944	44,282	88,399	7,420,802	116,716,292
Families	3,212	26,327	52,630	4,835,475	77,538,296
Average Household Size	2.38	2.11	2.15	2.48	2.58
Owner Occupied Housing Units	3,777	33,384	65,605	4,998,979	75,986,074
Renter Occupied Housing Units	1,167	10,898	22,794	2,421,823	40,730,218
Median Age	45.1	50.2	48.8	40.8	37.1
<b>2016 Summary</b>					
Population	11,929	95,912	196,902	20,108,440	323,580,626
Households	4,947	44,740	90,026	7,858,449	121,786,233
Families	3,192	26,403	53,163	5,083,223	80,307,260
Average Household Size	2.40	2.13	2.17	2.50	2.59
Owner Occupied Housing Units	3,568	31,902	63,104	4,936,146	76,427,142
Renter Occupied Housing Units	1,379	12,837	26,923	2,922,303	45,359,091
Median Age	46.8	52.6	51.1	41.9	38.0
Median Household Income	58,473	52,916	52,080	48,377	54,149
Average Household Income	82,910	73,537	74,657	69,330	77,008
<b>2021 Summary</b>					
Population	12,247	98,795	203,697	21,436,087	337,326,118
Households	5,053	45,873	92,759	8,344,165	126,694,268
Families	3,249	26,968	54,542	5,377,530	83,243,260
Average Household Size	2.41	2.14	2.18	2.52	2.60
Owner Occupied Housing Units	3,610	32,509	64,698	5,210,167	79,275,904
Renter Occupied Housing Units	1,443	13,364	28,060	3,133,998	47,418,364
Median Age	47.4	54.6	52.8	42.5	38.7
Median Household Income	67,548	59,826	58,505	54,799	59,476
Average Household Income	91,292	80,652	81,684	76,369	84,021
<b>Trends: 2016-2021 Annual Rate</b>					
Population	0.53%	0.59%	0.68%	1.29%	0.84%
Households	0.42%	0.50%	0.60%	1.21%	0.79%
Families	0.35%	0.42%	0.51%	1.13%	0.72%
Owner Households	0.23%	0.38%	0.50%	1.09%	0.73%
Median Household Income	2.93%	2.49%	2.35%	2.52%	1.89%

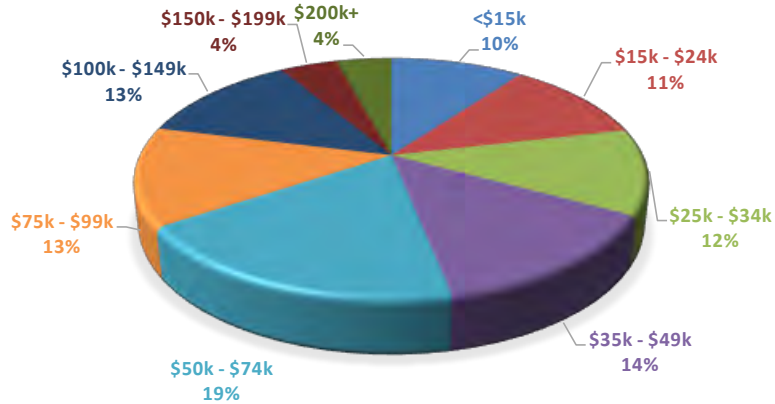
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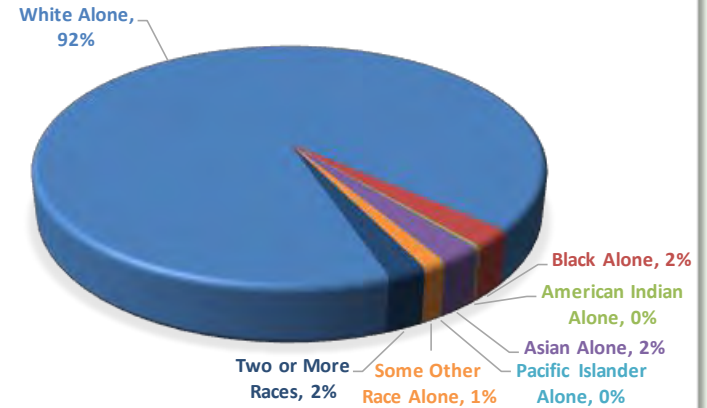
# DEMOGRAPHICS

## SWEET TOMATOES

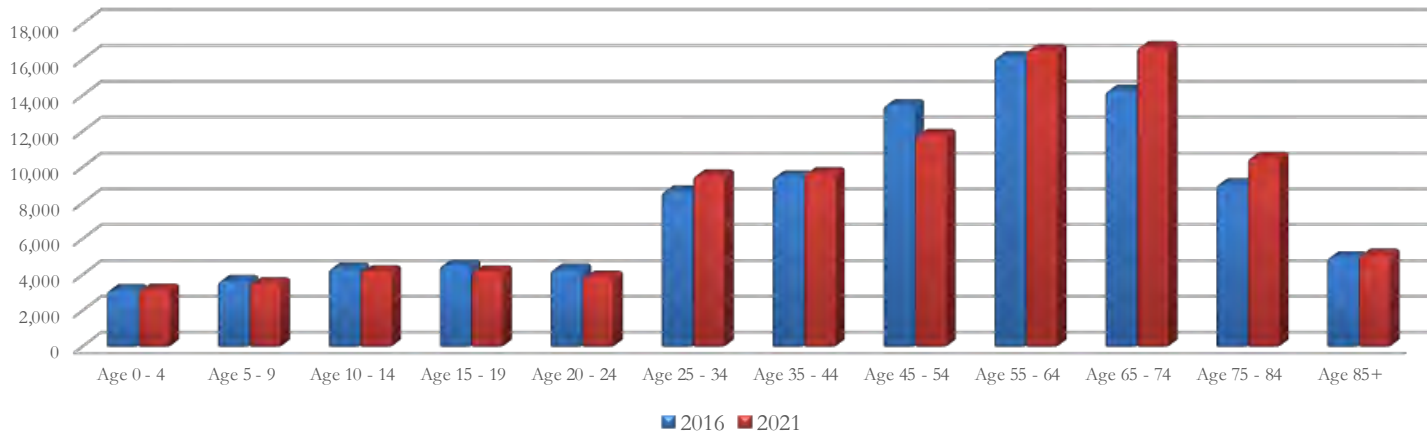
### 2016 HOUSEHOLDS BY INCOME



### 2016 RACE & ETHNICITY



### POPULATION BY AGE



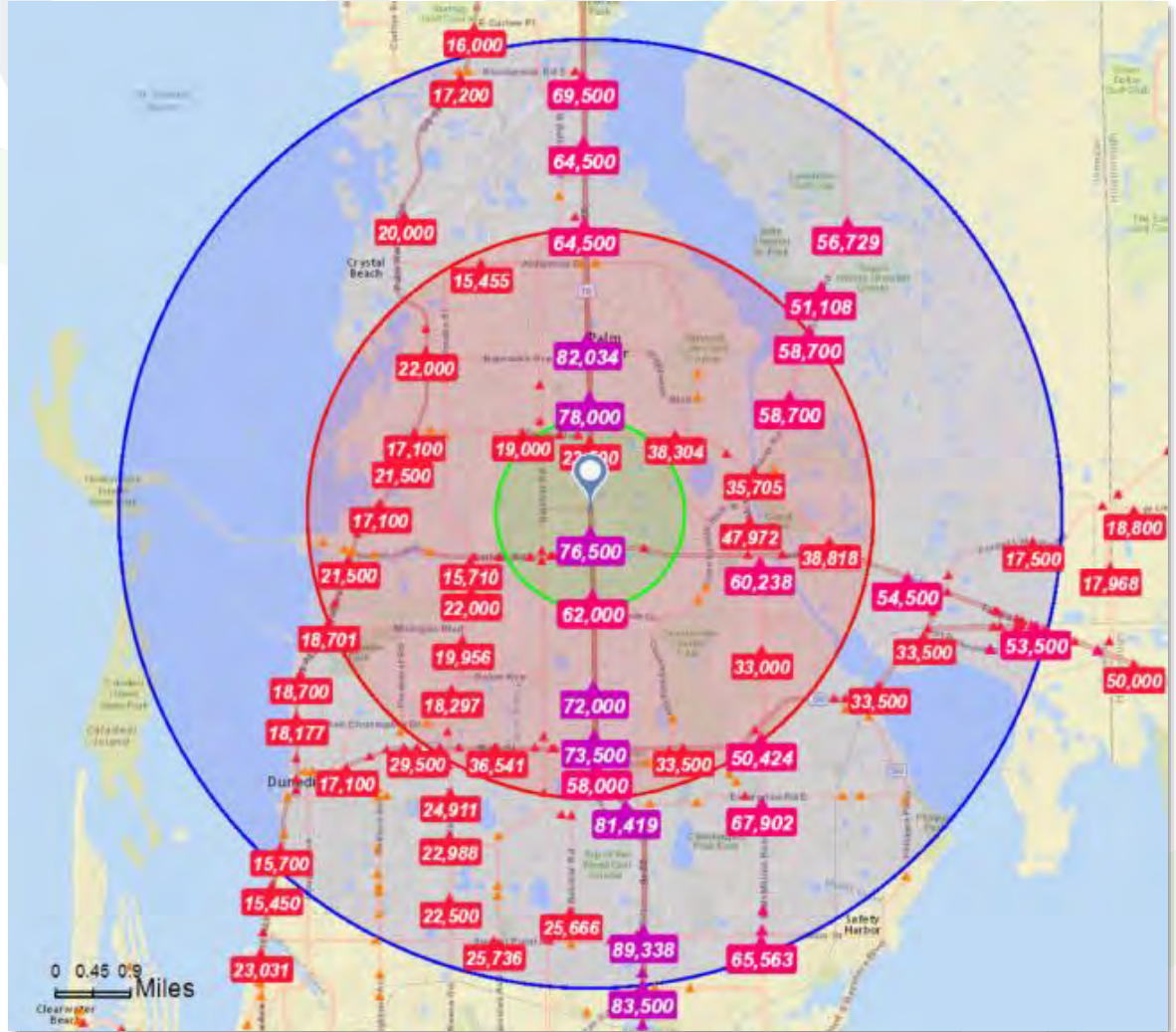
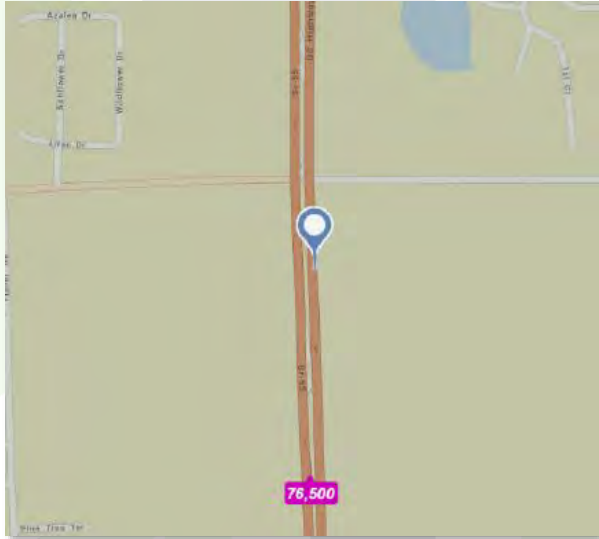
\*Charts are based on three mile radius data

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# TRAFFIC COUNTS

SWEET TOMATOES



## Average Daily Traffic Volume

- ▲ Up to 6,000 vehicles per day
- ▲ 6,001 – 15,000
- ▲ 15,001 – 30,000
- ▲ 30,001 – 50,000
- ▲ 50,001 – 100,000
- ▲ More than 100,000 per day

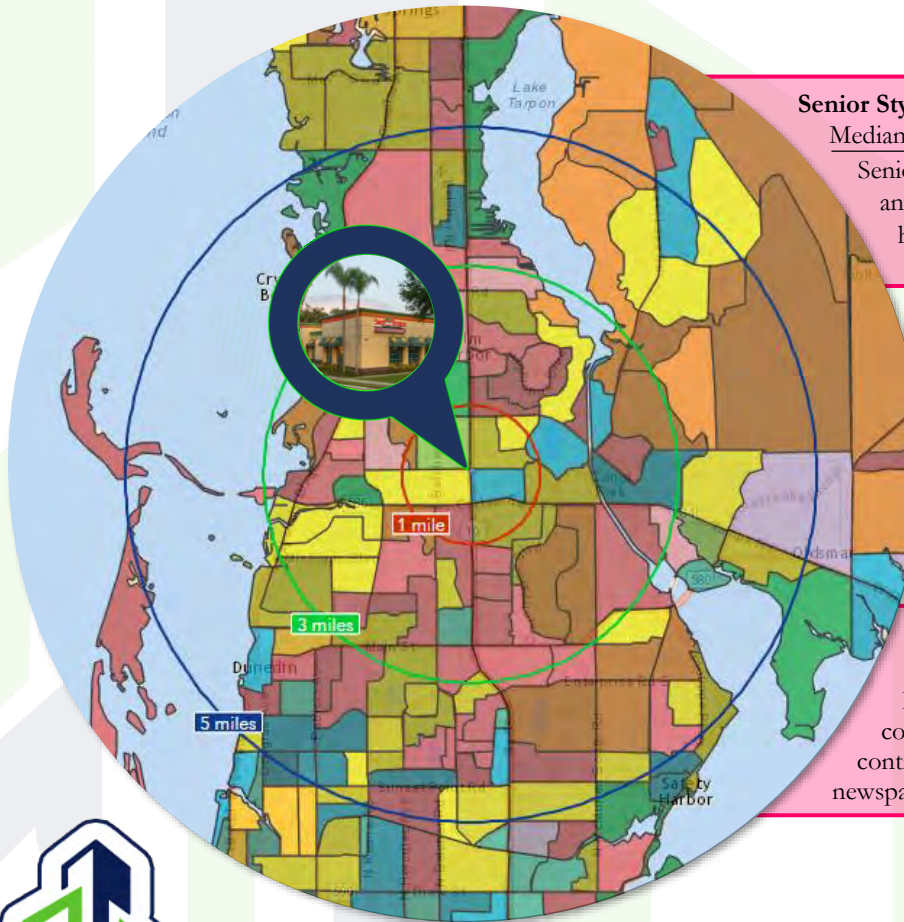
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# DEMOGRAPHIC PROFILES

## SWEET TOMATOES

Tapestry segmentation (as seen below) provides an accurate, detailed description of America's neighborhoods – U.S. residential areas are divided into 67 distinctive segments based on their socioeconomic and demographic composition, then further classified into LifeMode and Urbanization Groups. The result is a detailed picture of the socioeconomics and demographics as well as attitudes and brand preferences of people in a given area. As you can see from this illustration, the immediate area consists of retired or soon to retire individuals. Residents in this area focus heavily on health, leisure activities and dining out.

### Dominant Profiles within a 3-Mile Radius



#### Senior Styles: Senior Escapes

9D

Median Age: 52.6

Senior Escapes neighborhoods are heavily concentrated in the warmer states of Florida, California, and Arizona. These areas are highly seasonal, yet owner occupied. Forty percent are mobile homes; half are single-family dwellings. Residents enjoy watching TV, going on cruises, playing Bingo, golfing, boating, and fishing. They are very conscious of their health.

#### GenXurban: Midlife Constants

5E

Median Age: 45.9

Midlife Constants residents are seniors, at or approaching retirement, with below average labor force participation and above average net worth. Although located in predominantly metropolitan areas, they live outside the central cities, in smaller communities. Their lifestyle is more country than urban. They are generous, but not spendthrifts.

#### Senior Styles: Retirement Communities

9E

Median Age: 52.0

Retirement Communities neighborhoods are evenly distributed across the country. They combine single-family homes and independent living with apartments, assisted living, and continuous care nursing facilities. This group enjoys watching cable TV and stays up-to-date with newspapers and magazines. While some residents enjoy cooking, many would rather dine out.





**PRICING ANALYSIS**

# PRICING ANALYSIS

SWEET TOMATOES

## PROPERTY RENT DATA

Rent Increases	Monthly	Annual	Cap Rate
<b>Apr 2017 - Mar 2024</b>	\$ 17,500.00	\$ 210,000.00	6.89%
<b>Option 1 (10 Years)</b>	17,718.75	212,625.00	6.97%
Apr 2025 - Mar 2026	17,940.23	215,282.81	7.06%
Apr 2026 - Mar 2027	18,164.49	217,973.85	7.15%
Apr 2027 - Mar 2028	18,391.54	220,698.52	7.24%
Apr 2028 - Mar 2029	18,621.44	223,457.25	7.33%
Apr 2029 - Mar 2030	18,854.21	226,250.47	7.42%
Apr 2030 - Mar 2031	19,089.88	229,078.60	7.51%
Apr 2031 - Mar 2032	19,328.51	231,942.08	7.60%
Apr 2032 - Mar 2033	19,570.11	234,841.36	7.70%
Apr 2033 - Mar 2034	19,814.74	237,776.87	7.80%
<b>Option 2 (10 Years)</b>	20,062.42	240,749.09	7.89%
Apr 2035 - Mar 2036	20,313.20	243,758.45	7.99%
Apr 2036 - Mar 2037	20,567.12	246,805.43	8.09%
Current NOI	\$ 210,000.00		
Capitalization Rate			6.89%
<b>Property Value</b>	<b>\$ 3,050,000.00</b>		
Price Per SF			354.69

## VITAL DATA

Adjusted NOI	\$210,000.00
Monthly Rent	\$17,500.00
Cash on Cash Return	7.55%
Total Return	12.79%
DSCR	1.49
Loan Constant	6.60%
Gross Leasable Area (GLA)	8,599 SF
Year Built	1990
Lot Size	1.59 Acres

## BASIC LEASE INFORMATION

Lease Commencement	3/10/2004
Lease Expiration	3/31/2024
Rent Escalations	1.25% Annual Inc. Upon Renewal
Options	2 (10 Year)
Lease Type	Absolute Net

## FINANCIAL ASSUMPTIONS

Annual Debt Service	\$140,953.99
Debt (70% LTV)	\$2,135,000.00
Loan Term	5 Years
Amortization	25 Years
Interest Rate (Annual)	4.40%

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