



DRIVETIME
8801 KINGSTON PIKE
KNOXVILLE, TN

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INVESTMENT OVERVIEW



INVESTMENT HIGHLIGHTS

Market Street Retail Advisors is pleased to exclusively offer 8801 Kingston Pike, Knoxville, Tennessee. The property consists of 1.38 acres and a 9,707 square foot building at the signalized intersection of Kingston Pike and Kings Way. The property is currently leased to DriveTime Car Sales Company, LLC, a used-car retailer and finance company based in Tempe, AZ with 126 dealerships across the United States. The current lease expires in October 2025. The population within a 5-mile radius of the site is 84,901 and the average household income is \$89,590. Kroger Marketplace, Academy Sports + Outdoors, Dick's Sporting Goods, Lowe's Home Improvement, Panera Bread, Chipotle, Chuy's, Carolina Ale House are just a few of the nearby retailers and restaurants.



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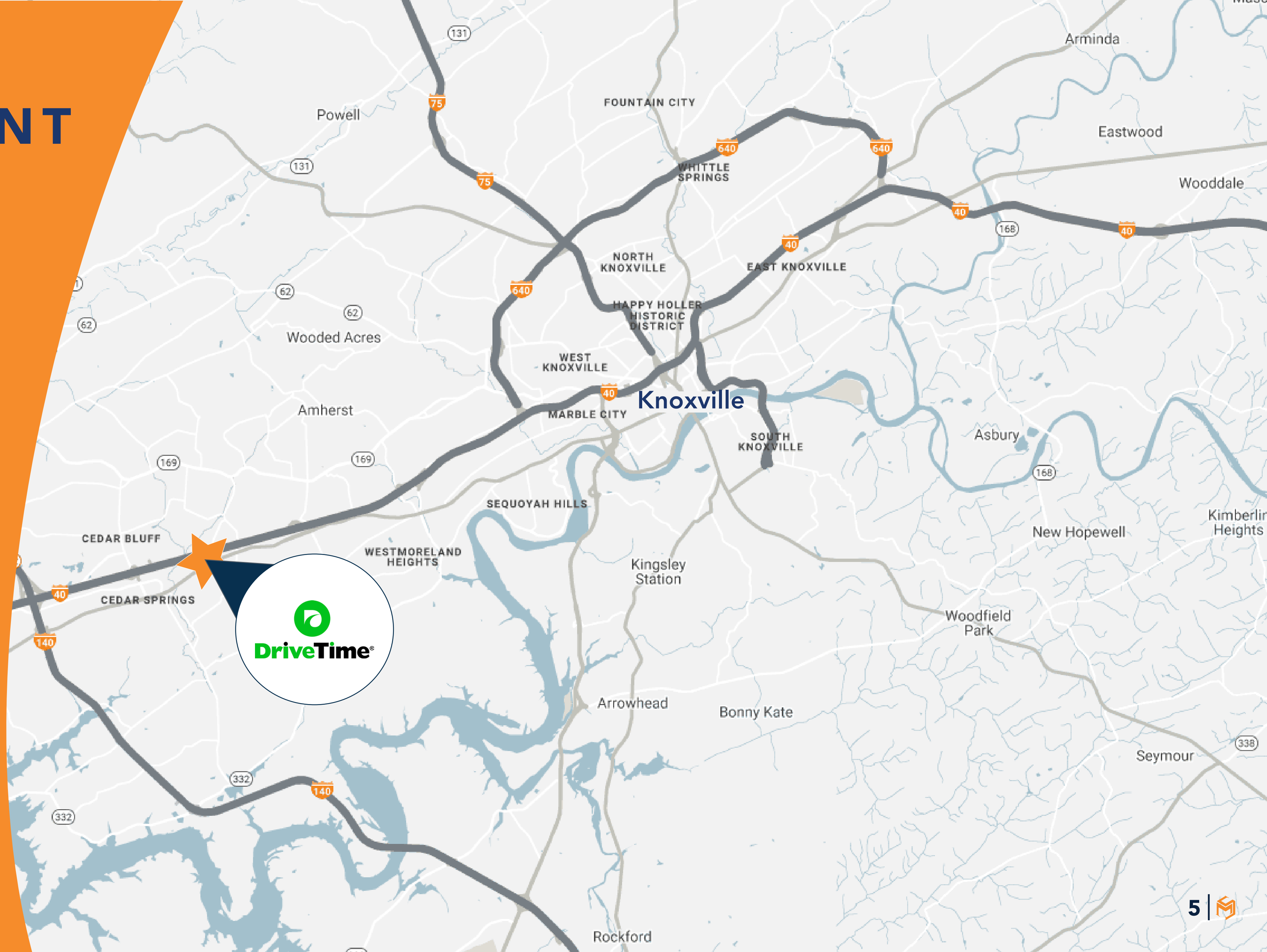
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INVESTMENT LOCATION



OFFERING SUMMARY

THE OFFERING

TENANT	DRIVETIME CAR SALES COMPANY, LLC
ADDRESS	8801 KINGSTON PIKE, KNOXVILLE, TN
RENTABLE SQUARE FEET	9,707
YEAR BUILT	1980
ACREAGE	1.38
PARCEL #	119 03801

PRICING SUMMARY

OFFERING PRICE	\$1,550,000
NET OPERATING INCOME	\$110,400
CAPITALIZATION RATE	7.12%

LEASE DETAILS

CURRENT LEASE TERM	5 YEARS
LEASE COMMENCED	NOVEMBER 2020
LEASE EXPIRES	OCTOBER 2025
LEASE TYPE	NN
INCREASES	NOV. 2025
OPTIONS	ONE 5-YR OPTION

FINANCIAL ANALYSIS

BASE TERM

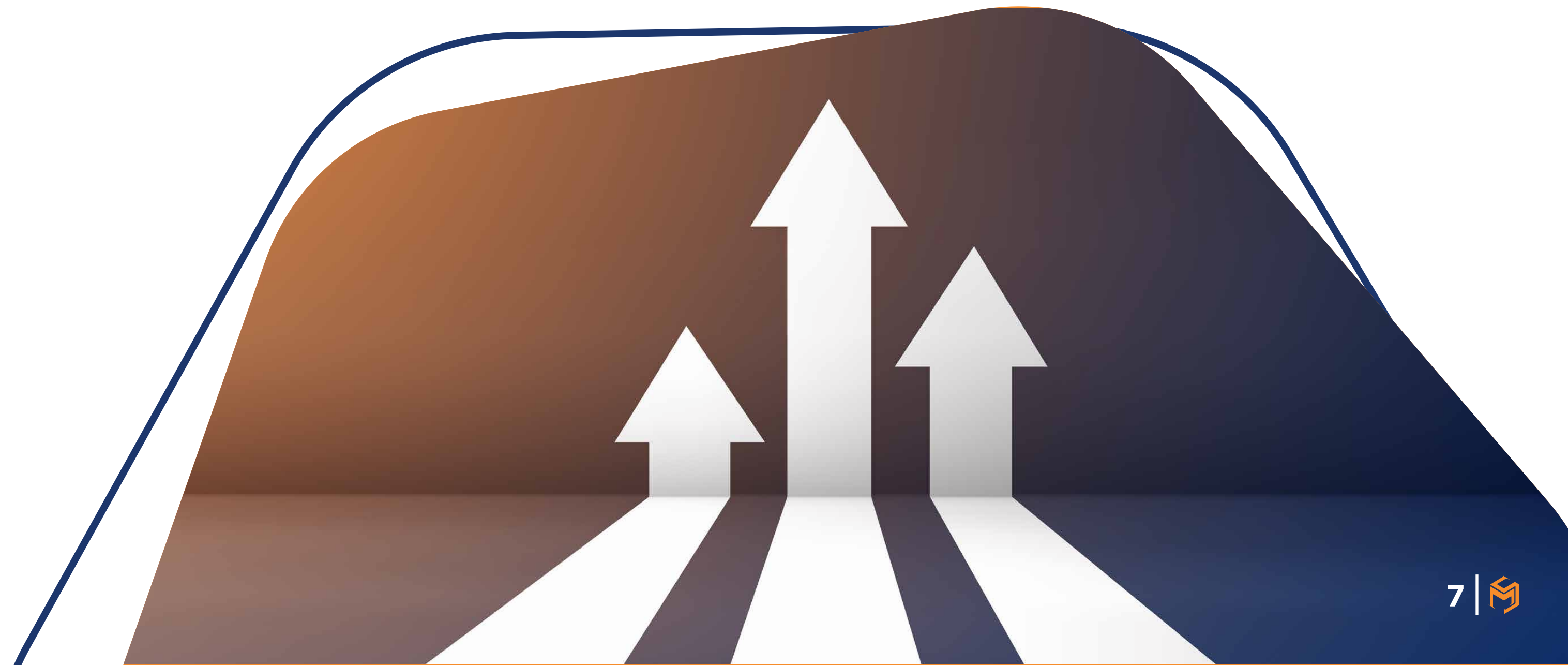
	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
FROM	NOV. 2020	NOV. 2021	NOV. 2022	NOV. 2023	NOV. 2024
TO	OCT. 2021	OCT. 2022	OCT. 2023	OCT. 2024	OCT. 2025
MONTHLY	\$9,200.00	\$9,200.00	\$9,200.00	\$9,200.00	\$9,200.00
YEARLY	\$110,400	\$110,400	\$110,400	\$110,400	\$110,400

OPTION TERM

	FINAL OPTION
FROM	NOV. 2025
TO	OCT. 2030
MONTHLY	\$10,200
YEARLY	\$122,400

LEASE NOTES

- Right of First Refusal: Yes
- Lease Cancellation Clause: Tenant may terminate this Lease at any time upon not less than three (3) months advance written notice to Landlord. If Tenant elects to terminate this Lease, Tenant shall pay to Landlord an amount equal to three (3) monthly installments of the then current Rent as consideration for the early termination.



TENANT OVERVIEW

DriveTime is a used car retailer and finance company with more than 126 dealerships across the United States. DriveTime offers in-house financing, providing flexible and personalized auto loan options to all. DriveTime's current inventory exceeds 14,000 vehicles. Customers are offered a 5-day return guarantee, 30-day/1,500-mile limited warranty and free auto check history report. DriveTime's financing model boasts 99.9% approval odds and has financed more than 4 million people across the country. DriveTime's car-buying and financing revolution is led by owner and chairman, Ernest Garcia II. Garcia's son, Ernest Garcia III, is the CEO of Carvana. The company is headquartered in Tempe, AZ and operates a collection center in Dallas, TX and an operations call center in Mesa, AZ.



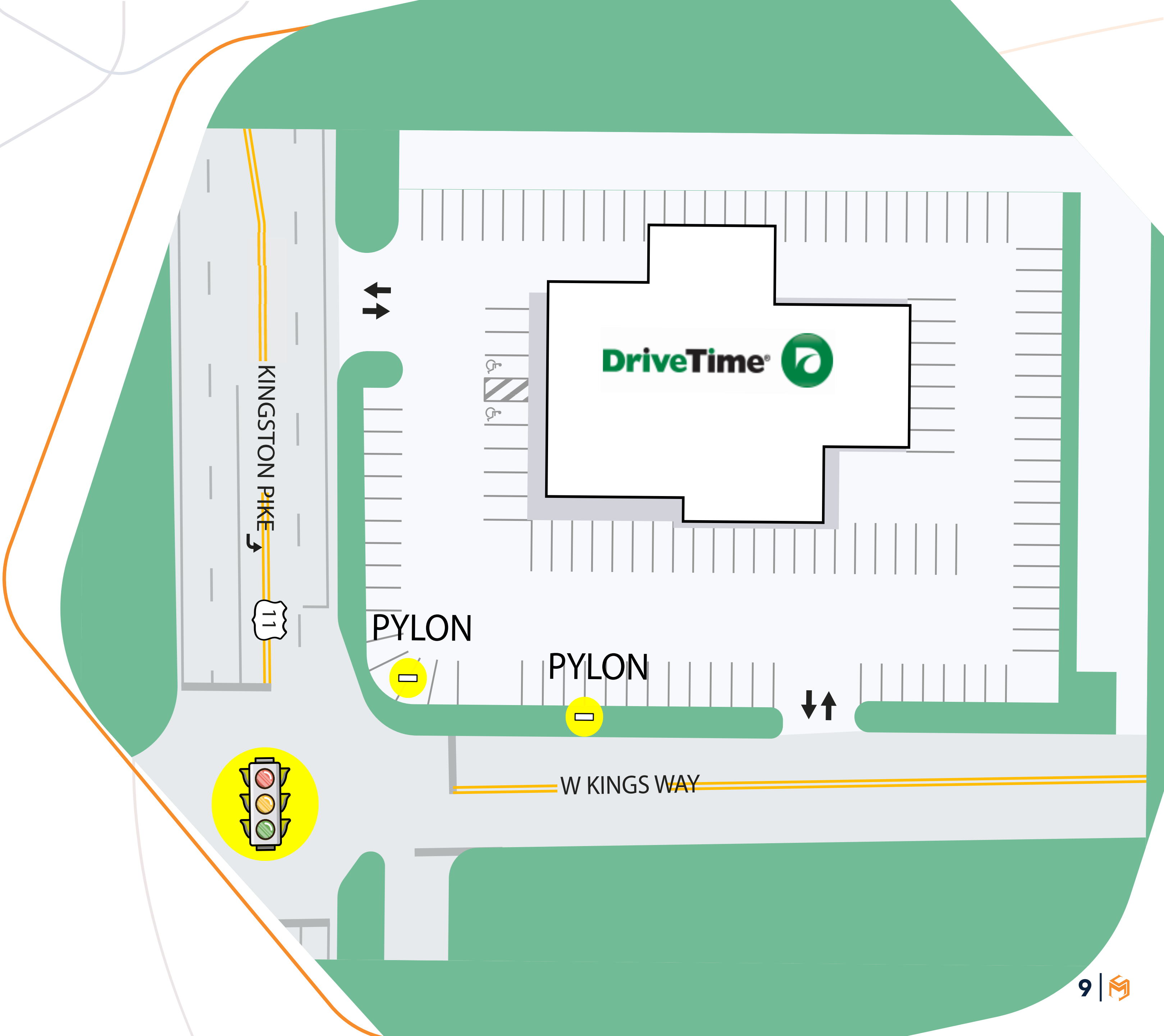
126
U.S. LOCATIONS

20+ STATES

14,000
VEHICLE INVENTORY

WWW.DRIVETIME.COM

SITE PLAN



DEMOGRAPHICS

POPULATION BY YEAR

3 MILES 5 MILES 7 MILES

	3 MILES	5 MILES	7 MILES
POPULATION » 4/1/1990	47,837	84,901	127,848
POPULATION » 4/1/2000	55,097	104,997	158,379
POPULATION » 4/1/2010	60,979	121,870	183,231
POPULATION » 1/1/2020	66,868	133,504	200,552
POPULATION » 1/1/2025	68,268	136,262	204,687
PERCENT GROWTH » (2020/2010)	9.66	9.55	9.45
PERCENT FORECAST » (2025/2020)	2.09	2.07	2.06

HOUSEHOLDS BY YEAR

3 MILES 5 MILES 7 MILES

	3 MILES	5 MILES	7 MILES
HOUSEHOLDS » 4/1/1990	20,131	34,344	51,761
HOUSEHOLDS » 4/1/2000	24,229	43,799	66,292
HOUSEHOLDS » 4/1/2010	27,159	51,215	76,921
HOUSEHOLDS » 1/1/2020	29,805	56,165	84,323
HOUSEHOLDS » 1/1/2025	30,350	57,177	85,845
PERCENT GROWTH » (2020/2010)	9.74	9.67	9.62
PERCENT FORECAST » (2025/2020)	1.83	1.8	1.8

INCOME CHARACTERISTICS

3 MILES 5 MILES 7 MILES

	3 MILES	5 MILES	7 MILES
TOTAL PERSONAL INCOME	2,309,226,545	4,617,793,107	6,722,973,658
TOTAL HOUSEHOLD INCOME	2,300,487,216	4,588,350,160	6,657,175,552
MEDIAN HOUSEHOLD INCOME	65,110	68,184	64,645
AVG. HOUSEHOLD INCOME	84,704	89,590	86,546
PER CAPITA INCOME	37,869	37,891	36,691

HOUSEHOLD CHARACTERISTICS

3 MILES 5 MILES 7 MILES

	3 MILES	5 MILES	7 MILES
HOUSEHOLDS » 4/1/2010	27,159	51,215	76,921
FAMILY HOUSEHOLDS	15,649	32,406	49,001
NON-FAMILY HOUSEHOLDS	11,510	18,809	27,920
AVG. SIZE OF HOUSEHOLD	2.23	2.36	2.36
MEDIAN SIZE OF HOUSEHOLD	47.9	48.2	49
MEDIAN VALUE OWNER-OCCUPIED	196,210	197,124	194,130
MEDIAN RENT PER MONTH	717	712	689
MEDIAN VEHICLES PER HOUSEHOLD	2.2	2.3	2.3

AERIAL IMAGES





PROPERTY CLOSE UP



KINGSTON PIKE

23,320 VPD





RETAIL PROXIMITY

TURKEY CREEK



Great Clips
Gordon FOOD SERVICE STORE
SALSARITA'S FRESH MEXICAN GRILL
MAPLE STREET
STARBUCKS COFFEE

Bank of America
planet fitness
Gabes unbelievable!
THE HOME DEPOT
AMERICAN FREIGHT

Walmart
belk MODERN SOUTHERN STYLE
Marshalls
STARBUCKS COFFEE
target
KIRKLAND'S Home Decor, Gifts & More
Publix
PETSMART
at home The Home Decor Superstore
DSW DESIGNER SHOE WAREHOUSE
ULTA BEAUTY
ROSS DRESS FOR LESS
HOBBY LOBBY
Chick-fil-A
BED BATH & BEYOND Beyond any store of its kind.
Earth Fare the healthy supermarket
BEST BUY
Panera BREAD

Pizza Hut
HARBOR FREIGHT TOOLS Quality Tools at Ridiculously Low Prices
Pet Supermarket

Academy SPORTS+OUTDOORS
ALDI

DULUTH TRADING CO.

Walgreens

FAST-FIRE'D
BLAZE PIZZA
SportClips HAIRCUTS
Panera BREAD
DICK'S SPORTING GOODS
Conn's HomePlus

ups
Tuesday Morning
Bargain Hunt
JOANN

CEDAR BLUFF RD 21,059 VPD

MAIN EVENT

AVAILABLE PROPERTY

KINGSTON PIKE 23,320 VPD

INTERSTATE 40 207,545 VPD

DOLLAR GENERAL

BEST BUY
Guitar Center
DOLLAR TREE
staples

DOWNTOWN KNOXVILLE



RETAIL PROXIMITY



THE UNIVERSITY OF TENNESSEE MEDICAL CENTER
THE UNIVERSITY OF TENNESSEE KNOXVILLE

DEAN HILL SHOPPING CENTER

KIRKLAND'S Home Linen, Gifts & More
Stein Mart
PETSMART
OLD NAVY
FOOD CITY
BED BATH & BEYOND Beyond any store of its kind.
OFF BROADWAY SHOES
KOHL'S
DOLLAR TREE

DOWNTOWN KNOXVILLE

WHOLE FOODS MARKET
KREI
ULTA BEAUTY

Chick-fil-A

WEST TOWN MALL

Apple
GAP
COACH
Dillard's
H&M
POTTERY BARN
JCPenney
belk MODERN SOUTHERN STYLE
Lilly Pulitzer
Eddie Bauer

BARNES & NOBLE
new balance
HOBBY LOBBY
TRADER JOE'S

CHICKEN SALAD CHICK

target

TJ-maxx
HomeGoods
Bargain Hunt
wf World Finance
O'Charley's

sam's club

Cheddar's SCRATCH & KITCHEN

ROOMS TO GO

Walmart

I-40 EXIT RAMP

INTERSTATE 40

207,545 VPD

BAM! BOOKS • TOYS • TECH • MORE
GOLDS GYM
SONIC
Party City

AVAILABLE PROPERTY

KINGSTON PIKE

23,320 VPD

An aerial photograph of a city skyline. The most prominent feature is a tall, green, lattice-structured tower topped with a large, golden, spherical structure. The tower is surrounded by various urban buildings, including a large, multi-story white building on the left and a modern building with a glass facade and a green roof in the foreground. The sky is a clear, vibrant blue with some light clouds. The overall scene is bright and sunny.

LOCATION OVERVIEW

MARKET SUMMARY

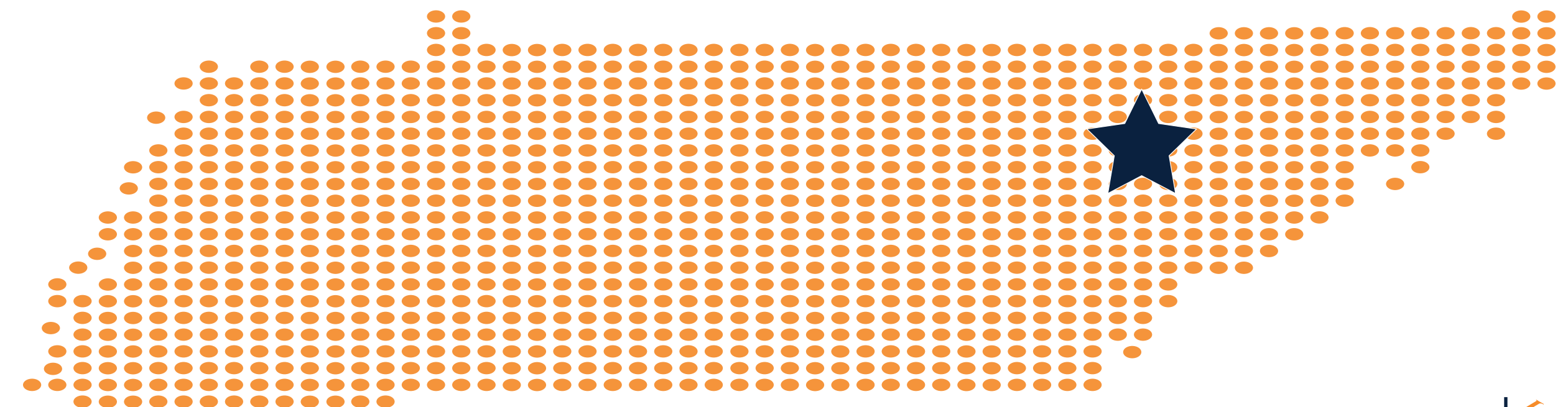
Knoxville, TN is a flourishing metro nestled in the heart of Tennessee's Great Appalachian Valley at the foot of the Smokey Mountains. Centrally located at the junction of three major interstates (I-40, I-75, and I-81), Knoxville is within a day's drive of 60% of the U.S. population.

Tennessee's flagship state university, the University of Tennessee, is located in the city center. Knoxville's strong economy is the core of a greater regional economy fueled by technology, energy, and logistics.

Nearby Oak Ridge National Laboratory is the U.S. Department of Energy's largest science and energy research and development center. The laboratory employs more than 12,000 scientific researchers, computer scientists, engineers, and more. Researchers come from all over the world to take advantage of Summit Systems, America's largest and fastest super computer.

The city's setting near the Smokey Mountains offers residents easy access to a wide variety of outdoor activities. Sporting events at the University of Tennessee are popular destinations for locals and people from across the state with Neyland Stadium seating 102,455 spectators. University students and the diverse, global population drawn to the region's national research institutions, create a rich and diverse cultural environment.

High-paying jobs in science, technology, engineering and research have driven Knox County's average household income to \$72,613, exceeding the statewide average by nearly \$20,000. Despite these high household incomes, expenditures on housing and other cost of living indicators remain quite low. According to a report from the Council for Community and Economic Research, Knoxville's composite Cost of Living Index is 86.4, compared to the national average of 100. Housing expenses are the city's lowest-ranking indicator at 80.6. High average wages, combined with currently-low housing costs mean massive opportunity for investors in Knoxville's business community.



EMPLOYMENT & ECONOMY

The Knoxville economy is anchored in its major industry sectors—energy, research, healthcare, education, and logistics. However, as the population of the city and region grows, the economy is diversifying to include new, emerging industries. Knoxville and the surrounding region are also home to a large number of corporate headquarters. Unemployment rates are considerably lower than national averages. Additionally, the good economy has seen a rise in entrepreneurial spirit as members of the business community feel confident to strike out on their own.

By far the region's largest employer, The Oak Ridge National Laboratory (ORNL) employs over 15,862 staff members from 84 countries with 3,000 guest researchers. ORNL has an annual budget of approximately \$1.4 billion. Tennessee Valley Authority, an electric power distributor with operations in seven states, is headquartered in Knoxville, employing 1,296.

A regional center for healthcare, several large healthcare systems have major operations in Knoxville, Covenant Health (9,792 employees), UT Medical Center (5,458 employees), and Tennova Healthcare (2,900 employees), to name a few.

Employment in Knoxville's education sector is also high, both in K-12 education and post-secondary. Knox County Schools employ 7,949, and the University of Tennessee another 9,384.

The national headquarters for Pilot Flying J Gas Stations is located in Knoxville, and employs 1,836 locally, and more than 20,000 nation-wide.

POPULATION STATISTICS

While 188,895 live within the core city, Knoxville has a broad footprint, with a county population of 454,652 and an MSA population of 865,193. The Knox County population grew 4.9% between 2016 and 2021.

Despite having a university student population of over 45,000, the average age is 39.1, slightly older than the national average. In the City of Knoxville, 49.26% of the population lives in renter-occupied housing.



EDUCATION

Knoxville is a regional center for research and higher education, and Knoxville residents on average hold more college-level and advanced degrees than the state average. With an abundance of post-secondary education options, 34% of Knoxville's population hold a bachelor's degree or higher, compared with 25% state-wide.

More than 45,000 students attend one of the ten higher education institutions in Knoxville. The University of Tennessee has the largest student population, with more than 30,559 students and offering 300 degree programs. A major research institution, the university attracts more than \$160 million in research awards annually boasting a \$714 million endowment. Nationally ranked programs include supply chain management/logistics, nuclear engineering, printmaking, accounting, the master of business administration, law, and social work. The university also partners with the Oak Ridge National Laboratory on several joint educational/research institutes, including Biological Sciences, Computational Sciences, Neutron Sciences, Heavy Ion Research, and the National Transportation Center.

In addition to four-year education, local community colleges and technical schools contribute to a diversified workforce, prepared for skilled trades, high-tech manufacturing jobs, and other in-demand occupations. Pellissippi State Community College has more than 10,000 students in 49 available degree programs, and Knoxville's campus of the Tennessee College of Applied Technology has 1,300 students.



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