



PROPERTY FACT SHEET

Upland Real Estate

Last Updated Tuesday, September 28, 2010

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TENANT/INVESTMENT INFORMATION

Tenant/Investment: ABRA Auto Body
Guarantor: ABRA, Inc.
Credit: Private
NetWorth: \$ Financials available upon request
Property Status: Available
Date Sold:

INVESTMENT SUMMARY

Sale Price: \$ 2,193,224
NOI: \$ 180,941.28
Cap Rate: 8.25%
Rent Adjustments: Years 2-6: \$180,941.28
 Years 7-11: \$189,988.32
Price/Sq. Foot: \$ 99.39
Rent/Sq. Foot: \$ 8.20



PROPERTY INFORMATION

Address: 5204 60th Street, Kenosha, WI 53144
County: Kenosha
Building Sq. Feet: 22,066
Lot Size: 77,101 Sq.Ft.
Percentage Rent: N/A
Yr. Built/Renovated: 1999 /

LEASE INFORMATION

Lease Commencement: April 2009
Rent Commencement: April 2009
Lease Expiration: October 2020
Lease Term (Years): 11.00
Lease Type: NN
Property Type: Retail Vehicle Related
Lease Renewal Options: One 5-Year Option

LEASE NOTES

Net, Net. Landlord shall maintain, replace and repair the structural portions of the Building, including roof (Partially replaced in 2008), exterior walls, floors and foundations. The tenant has occupied the building since 1999 and recently renewed the lease. There is a 5% rent increase in 2015. Lease available upon request.
 ABRA Auto Body subleases 100 sq ft of the building to Allstate Insurance. Allstate assigns a field appraiser to write estimates at this property.

DEBT NOTES

EXISTING FINANCING [\(Click here for Loan Tool\)](#)

Loan Amount:	Equity Required:	Interest Rate:	Term: Balloon:	Cash on Cash Return:
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TENANT INFORMATION

Ticker Symbol:

ABRA Auto Body & Glass, founded in 1984, is a recognized leader in the auto body, auto glass and paintless dent repair industry. With more than 97 company-owned and franchised shops in 11 states, the company provides collision repair services as well as paintless dent removal and glass repair. Almost all of the company's services are paid for by insurance companies. Insurance agents get continuing education credits for ABRA's classes on issues relating to car repair. Founded in 1984, ABRA Auto Body & Glass is owned by investors and employees.

GUARANTOR INFORMATION

Corporate Parent Guarantee (97 in 11 states)

See tenant information.

AREA INFORMATION

This ABRA is located in the west part of Kenosha off 60th Street (State Highway K). It is located south and northeast of two retail hubs with major tenants including: Target, Pier 1 Imports, Office Max, Kohl's, Jewel-Osco, Lowe's, Walgreens, Wal-Mart, Save a Lot, Big Kmart and Hobby Lobby.

Kenosha is conveniently located between Chicago and Milwaukee, on the shores of beautiful Lake Michigan. Kenosha is the fourth-largest city in Wisconsin. Kenosha is part of the U.S. Census Bureau's Chicago-Naperville-Joliet, IL-IN-WI Metropolitan Statistical Area. Kenosha is located in the Southeastern corner of Wisconsin. Kenosha's eastern boundary is Lake Michigan. It is bordered by the Town of Somers to the north, Bristol to the west and the village of Pleasant Prairie to the south.

Population: 121,032	Median Household Income: \$ 58,852	Average Household Income: \$ 67,156
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All information furnished to Upland Real Estate Group, Inc. is from sources judged to be reliable. However, no warranty or representation is made as to its accuracy or completeness. Property is subject to price change, prior sale or lease, and withdrawal from market, all without notice.

LOOK UPLAND - WHERE PROPERTIES AND PEOPLE UNITE
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Voice: 612.332.6600 - Fax: 612.376.4489 - Email: teamnnn@upland.com

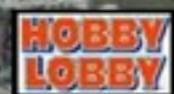
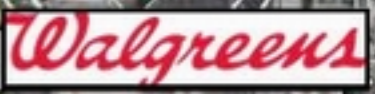
32,300 AADT

34,600 AADT

14,800 AADT

Carl's Pizza

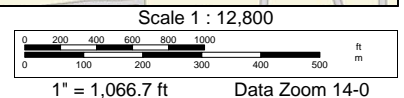
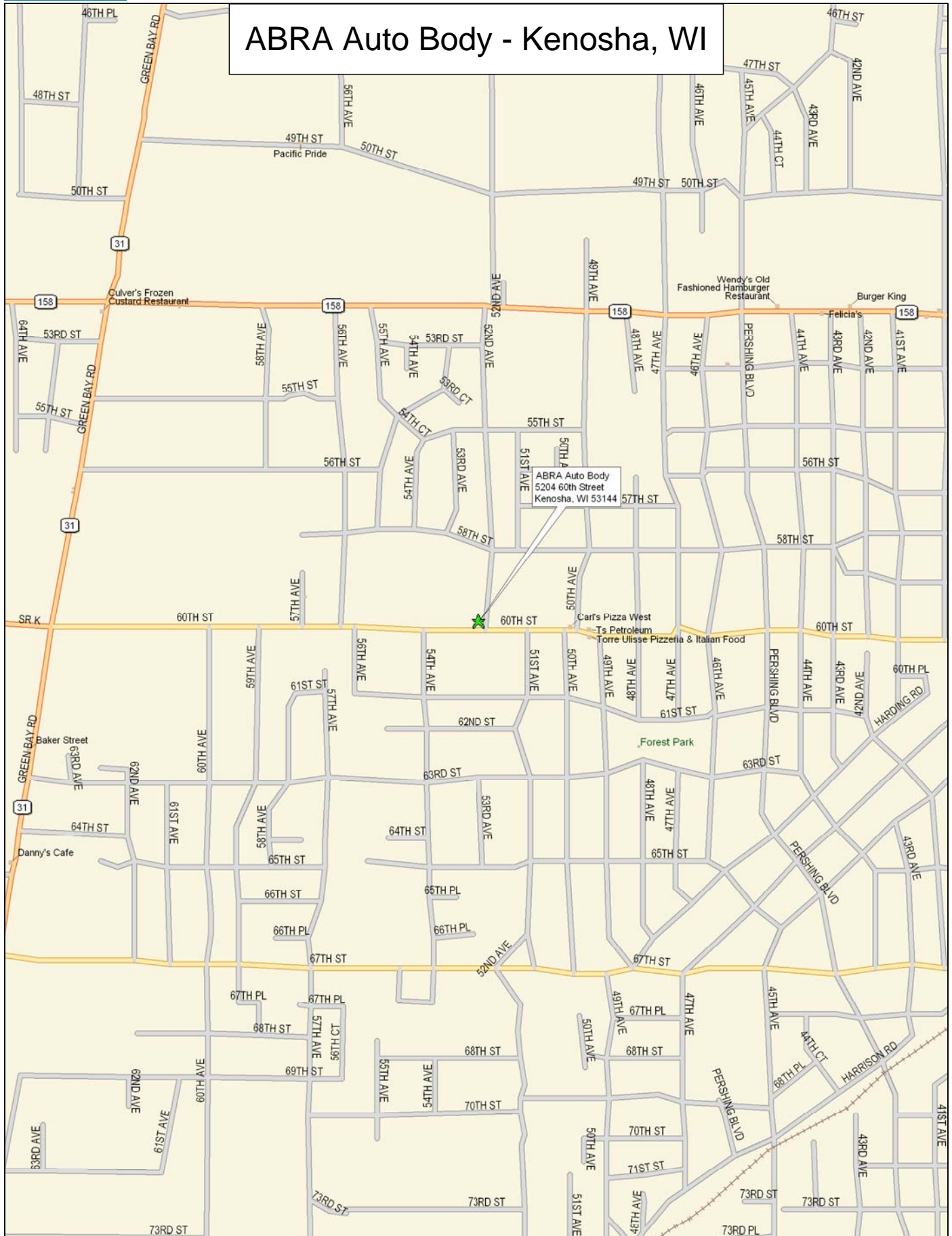
Don's Auto Funeral Home



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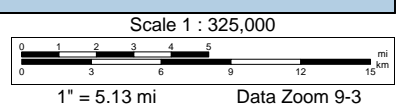
ABRA Auto Body - Kenosha, WI



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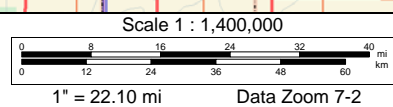
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5204 60th Street
Kenosha, WI 53144



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Executive Summary

Prepared By STDBOnline

5204 60th St, Kenosha, WI 53...

Latitude: 42.581462

Longitude: -87.871171

Ring: 1, 3, 5 Miles

	1 mile radius	3 miles radius	5 miles radius
2010 Population			
Total Population	14,410	87,863	121,032
Male Population	49.1%	49.4%	49.3%
Female Population	50.9%	50.6%	50.7%
Median Age	36.2	35.6	35.4
2010 Income			
Median HH Income	\$62,494	\$57,877	\$58,852
Per Capita Income	\$26,285	\$25,440	\$26,296
Average HH Income	\$67,305	\$65,242	\$67,156
2010 Households			
Total Households	5,641	33,934	46,443
Average Household Size	2.55	2.53	2.51
2010 Housing			
Owner Occupied Housing Units	67.9%	60.5%	60.2%
Renter Occupied Housing Units	29.0%	32.9%	33.4%
Vacant Housing Units	3.1%	6.6%	6.4%
Population			
1990 Population	13,678	75,195	95,994
2000 Population	14,087	81,555	109,807
2010 Population	14,410	87,863	121,032
2015 Population	14,489	89,632	124,400
1990-2000 Annual Rate	0.3%	0.82%	1.35%
2000-2010 Annual Rate	0.22%	0.73%	0.95%
2010-2015 Annual Rate	0.11%	0.4%	0.55%

In the identified market area, the current year population is 121,032. In 2000, the Census count in the market area was 109,807. The rate of change since 2000 was 0.95 percent annually. The five-year projection for the population in the market area is 124,400, representing a change of 0.55 percent annually from 2010 to 2015. Currently, the population is 49.3 percent male and 50.7 percent female.

Households			
1990 Households	4,997	27,892	35,521
2000 Households	5,388	30,908	41,522
2010 Households	5,641	33,934	46,443
2015 Households	5,712	34,823	48,004
1990-2000 Annual Rate	0.76%	1.03%	1.57%
2000-2010 Annual Rate	0.45%	0.92%	1.1%
2010-2015 Annual Rate	0.25%	0.52%	0.66%

The household count in this market area has changed from 41,522 in 2000 to 46,443 in the current year, a change of 1.1 percent annually. The five-year projection of households is 48,004, a change of 0.66 percent annually from the current year total. Average household size is currently 2.51, compared to 2.55 in the year 2000. The number of families in the current year is 30,653 in the market area.

Housing

Currently, 60.2 percent of the 49,612 housing units in the market area are owner occupied; 33.4 percent, renter occupied; and 6.4 percent are vacant. In 2000, there were 43,404 housing units - 61.7 percent owner occupied, 33.9 percent renter occupied and 4.4 percent vacant. The rate of change in housing units since 2000 is 1.31 percent. Median home value in the market area is \$147,126, compared to a median home value of \$157,913 for the U.S. In five years, median home value is projected to change by 2.63 percent annually to \$167,532. From 2000 to the current year, median home value changed by 2.76 percent annually.

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2010 and 2015. ESRI converted 1990 Census data into 2000 geography.



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5204 60th St, Kenosha, WI 53...

Latitude: 42.581462

Longitude: -87.871171

Ring: 1, 3, 5 Miles

	1 mile radius	3 miles radius	5 miles radius
Median Household Income			
1990 Median HH Income	\$34,750	\$28,234	\$29,017
2000 Median HH Income	\$48,055	\$43,866	\$44,293
2010 Median HH Income	\$62,494	\$57,877	\$58,852
2015 Median HH Income	\$72,047	\$66,479	\$68,103
1990-2000 Annual Rate	3.29%	4.5%	4.32%
2000-2010 Annual Rate	2.6%	2.74%	2.81%
2010-2015 Annual Rate	2.89%	2.81%	2.96%
Per Capita Income			
1990 Per Capita Income	\$14,278	\$12,541	\$12,879
2000 Per Capita Income	\$20,099	\$19,986	\$20,558
2010 Per Capita Income	\$26,285	\$25,440	\$26,296
2015 Per Capita Income	\$30,390	\$29,408	\$30,498
1990-2000 Annual Rate	3.48%	4.77%	4.79%
2000-2010 Annual Rate	2.65%	2.38%	2.43%
2010-2015 Annual Rate	2.94%	2.94%	3.01%
Average Household Income			
1990 Average Household Income	\$39,348	\$33,615	\$34,210
2000 Average Household Income	\$52,978	\$52,364	\$53,493
2010 Average HH Income	\$67,305	\$65,242	\$67,156
2015 Average HH Income	\$77,251	\$75,009	\$77,520
1990-2000 Annual Rate	3.02%	4.53%	4.57%
2000-2010 Annual Rate	2.36%	2.17%	2.24%
2010-2015 Annual Rate	2.79%	2.83%	2.91%

Households by Income

Current median household income is \$58,852 in the market area, compared to \$54,442 for all U.S. households. Median household income is projected to be \$68,103 in five years. In 2000, median household income was \$44,293, compared to \$29,017 in 1990.

Current average household income is \$67,156 in this market area, compared to \$70,173 for all U.S. households. Average household income is projected to be \$77,520 in five years. In 2000, average household income was \$53,493, compared to \$34,210 in 1990.

Current per capita income is \$26,296 in the market area, compared to the U.S. per capita income of \$26,739. The per capita income is projected to be \$30,498 in five years. In 2000, the per capita income was \$20,558, compared to \$12,879 in 1990.

Population by Employment

Currently, 86.6 percent of the civilian labor force in the identified market area is employed and 13.4 percent are unemployed. In comparison, 89.2 percent of the U.S. civilian labor force is employed, and 10.8 percent are unemployed. In five years the rate of employment in the market area will be 88.8 percent of the civilian labor force, and unemployment will be 11.2 percent. The percentage of the U.S. civilian labor force that will be employed in five years is 91.2 percent, and 8.8 percent will be unemployed. In 2000, 67.9 percent of the population aged 16 years or older in the market area participated in the labor force, and 0.3 percent were in the Armed Forces.

In the current year, the occupational distribution of the employed population is:

- 58.8 percent in white collar jobs (compared to 61.6 percent of U.S. employment)
- 17.9 percent in service jobs (compared to 17.3 percent of U.S. employment)
- 23.2 percent in blue collar jobs (compared to 21.1 percent of U.S. employment)

In 2000, 81.6 percent of the market area population drove alone to work, and 2.0 percent worked at home. The average travel time to work in 2000 was 23.5 minutes in the market area, compared to the U.S. average of 25.5 minutes.

Population by Education

In 2010, the educational attainment of the population aged 25 years or older in the market area was distributed as follows:

- 11.7 percent had not earned a high school diploma (14.8 percent in the U.S.)
- 31.5 percent were high school graduates only (29.6 percent in the U.S.)
- 10.3 percent had completed an Associate degree (7.7 percent in the U.S.)
- 15.0 percent had a Bachelor's degree (17.7 percent in the U.S.)
- 8.8 percent had earned a Master's/Professional/Doctorate Degree (10.4 percent in the U.S.)

Source: U.S. Bureau of the Census, 2000 Census of Population and Housing. ESRI forecasts for 2010 and 2015. ESRI converted 1990 Census data into 2000 geography.