

**FOR SALE**



**87 YORKTOWN SHOPPING CENTER**  
Lombard, IL 60148

**THE CAPITAL GRILLE**

TROPHY PROPERTY  
GREAT 1031 PROPERTY

**COLONIAL  
COMMERCIAL  
REAL ESTATE  
LLC**

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**COLONIAL**  
COMMERCIAL REAL ESTATE LLC

# EXECUTIVE SUMMARY

Colonial Commercial Real Estate LLC is pleased to exclusively offer a 9,144-square foot freestanding Capital Grille restaurant on 1.85 acres in Lombard, Illinois, an affluent suburb located approximately 20 miles west from downtown Chicago. Capital Grille has been a tenant at this location for over 18 years and has shown a strong commitment to the site with an early extension and a 544-square-foot patio expansion. Capital Grille now has over 9+ years of base term remaining as well as two additional 5-year options and strong rent increases. Capital Grille is located at the most coveted retail intersection in the area, Butterfield Road and Highland Avenue (Combined Traffic Count: 59,100 VPD), and is easily accessible by Interstate 88 (172,200 VPD) and 355 (129,500 VPD), two major thoroughfares in the Chicago MSA. The Property is exceptionally located as an outparcel to Yorktown Center, which anchors the Butterfield Road retail corridor. **Yorktown Center, a 1.5 million square foot multi-level enclosed mall, attracts over 9 million visitors annually and creates a significant draw to the trade area.** Yorktown Center and surrounding developments offer a mix of shopping, an expansive selection of dining, exciting entertainment for all ages, a 4-star Westin Hotel, a new master-planned residential community, and a recently renovated 17-screen AMC Theater. **The mall and outparcel tenants generate \$266 million in combined sales.** This investment provides investors with the tremendous opportunity to acquire a high-quality ground lease located in the heart of a dominant retail corridor and an affluent community in one of the nation's premier **MSA's** and with Darden Restaurant Inc. (NYSE: DRI) backed credit.



# FINANCIAL OVERVIEW

<b>Offering Price</b>	\$7,990,000
<b>Cap Rate</b>	5.84%
Annual NOI:	\$466,786.68
Lease Structure:	Ground Lease
Lot Size:	±1.85 Acres / 54,885 Square Feet
Building Size:	9,144 Square Feet*
Parking:	69 spaces. In addition to the exclusive on-site parking, Tenant has the non-exclusive right to use adjacent shopping center parking field (Lease: Section 5.2).
Tenant:	The Capital Grille
Lease Expiration:	September 30, 2033
Renewal Options:	Two, 5-Year Options
Rental Increases:	10% in each option period.
Percentage Rent:	Tenant shall pay Landlord Percentage Rent based upon Tenant's Gross Sales in accordance with Schedule A of the Second Amendment based upon the varying Breakpoints and Percentage Rent Rates.
CAM:	Shopping Center Owner will continue to be responsible for the repair and maintenance of the parking areas, curbs, sidewalks, lighting and landscaping within the parking areas of the Premises. Tenant is responsible for all other maintenance on the Premises. Parcel buyer will collect the CAM and not be obligated to forward it to the Shopping Center Owner.
Utilities:	Tenant

Taxes:	Tenant shall pay all taxes allocable to the Premises to Landlord. Tenant is currently paying \$6,000 per month to Landlord for taxes.
Insurance:	Tenant agrees to maintain, (a) commercial general liability insurance, (b) contractual liability, (c) like coverage against loss or damage by boiler or compressor in the Premises, (d) plate glass insurance, (e) fire insurance with extended coverage endorsements, and (f) workers' compensation insurance.

## RENT SCHEDULE

Lease Year		Monthly Rent	Annual Rent
	to 9/30/2033	\$29,491.78	\$353,901.36
Option 2: 10/1/2033	to 9/30/2038	\$32,430.72	\$389,168.64
Option 3: 10/1/2034	to 1/31/2039	\$35,676.84	\$428,122.08

## PARCEL BUYER'S NOI

Minimum Rent	\$353,901.36
CAM**	\$112,885.32
Taxes**	\$65,400
<b>Total Revenue</b>	<b>\$532,186.68</b>
Tax Payment	-\$65,400
<b>NOI</b>	<b>\$466,786.68</b>

\*Includes insurance with 3% annual increases

\*\*Estimated. Reconciled Each Year



# INVESTMENT HIGHLIGHTS

**RENEWED 7 YEAR TERM EARLY AND SHORTLY AFTER EXERCISED FIRST 5 YEAR OPTION:** Capital Grille has been a tenant at this location for over 19 years and reports strong sales and an extremely healthy occupancy cost/rent-to-sales ratio. Capital Grille is a subsidiary of Darden Restaurants which has a BBB/Stable rating by Standard & Poor's. The restaurant has shown a strong commitment to the site and trade area with an early seven-year extension and 544-square-foot patio expansion. The lease has over 9+ years of term remaining and two additional five-year options to extend. Please contact brokers for more information on reported sales.

**PRIME LOCATION IN DOMINANT RETAIL CORRIDOR:** Capital Grille is located at the most coveted retail intersection in DuPage County and is in the heart of the Butterfield Road retail corridor that stretches two miles from Route 355 at the west to Meyers Road to the east. Prominent national box retailers nearby include Best Buy, Dick's Sporting Goods, The Dump, HHgregg, Bed Bath & Beyond, PetSmart, BuyBuy Baby, Duluth Trading Company, Kohl's, PGA Tour Superstore, Art Van Furniture, and The Home Depot.

**EXCEPTIONAL VISIBILITY AND HIGH TRAFFIC COUNTS:** Capital Grille is situated with excellent access and visibility at the hard corner of Butterfield Road and Highland Avenue (Combined Traffic Count: 59,100 VPD). Furthermore, the restaurant is located proximate to the ingress/egress of Interstate 88 (172,200 VPD) and 355 (129,500 VPD).

**IRREPLACEABLE LOCATION:** Capital Grille is an outparcel to Yorktown Center. Yorktown Center is a 1.5 million square foot multi-level enclosed mall which anchors the retail corridor and attracts over 9 million visitors annually. The mall features over 150 retailers and 20 restaurants and is anchored by Von Maur, Carson's, and JCPenney. Additional retailers at the mall include H&M, Gap, Forever 21, Francesca's, LOFT, Victoria's Secret, Last Chance (Nordstrom Brand), Marshalls, and HomeGoods. Also, a 50,000-square foot tenant is scheduled to open in late 2018. The mall and outparcel tenants generate \$266 million in combined sales.

**HUGE DAYTIME POPULATION:** Capital Grill is situated in the in the East-West Tollway office corridor (41 million square feet of office space) that creates a surge in its daytime population with over 217,000 workers within a five-mile radius of the Property. This dominant office corridor creates a surge in the area's daytime population that greatly benefits the restaurants traffic.

**INCREASING DENSIFICATION:** The trade area's daytime population is also strengthened by residential growth in the area. There are currently two multi-family projects recently developed by Greystar adjacent to Yorktown Center's ring road brought 470 new units to the market.

**INFILL UPSCALE DEMOGRAPHICS:** The primary three-mile trade area has an excellent, dense, and affluent demographic profile, with a population of 87,524 residents. The trade area includes the communities of Downers Grove, Elmhurst, Hinsdale, Lombard, Oak Brook, Oakbrook Terrace, Villa Park, and Westmont. This affluent area has an average household income of \$108,820 – 28% higher than the U.S. national average.

**DUPAGE COUNTY SUBMARKET:** Capital Grille is situated at the border of two affluent communities – Lombard and Downers Grove – approximately 20 miles west of downtown Chicago, 11 miles southwest of O'Hare International Airport, and 15 miles northwest of Midway International Airport. DuPage County is the second largest county in the Chicago MSA with a total population of 940,072 and has the second highest income in the state of Illinois.







# MARKET OVERVIEW





# TENANT PROFILE



The Capital Grille is a fine dining restaurant known for its dry aged steaks, award-winning wine list, and professional service. Capital Grille's first location opened in 1990. Currently, there are 58 locations in major metropolitan cities throughout 25 states, the District of Columbia, and Mexico. Each restaurant is carefully designed and features African mahogany paneling and Art Deco chandeliers to provide a warm and stately setting. Capital Grille has an on-site butcher who dry ages steaks between 18 and 24 days to maximize quality. Capital Grille serves lunch and dinner with menu items consisting of appetizers, soups and salad, fresh seafood flown in daily, sides to share, and dessert. The restaurants wine list encompasses over 250 selections including some of the most highly allocated and sought-after wines in the world.



Capital Grille is a subsidiary of Darden Restaurants (NYSE: DRI), the world's largest company-owned and operated full-service restaurant company. Darden's portfolio consists of the most recognizable and successful brands in full-service dining including Olive Garden, Longhorn Steakhouse, Cheddar's Scratch Kitchen, Yard House, The Capital Grille, Seasons 52, Bahama Breeze, and Eddie V's. Currently, the company owns and operates over 1,900 restaurants in the North America.

Darden Restaurants employs 190,000 people and serves 410,000 guests per year. Darden's portfolio continues to grow. In 2017, the company added 159 restaurants in the United States which includes the Cheddar's Scratch Kitchen acquisition. Darden Restaurants is headquartered in Orlando, Florida. **Darden Restaurants has a BBB/ Stable rating by Standard & Poor's, a market cap of \$10.72 billion, and have estimated sales for 2024 at \$11.4 billion.**





# SITE PLAN



# PROPERTY DESCRIPTION

Property Name	The Capital Grille
Location	87 Yorktown Shopping Center Lombard (DuPage County), Illinois 60148
GLA	9,144 Square Feet
Site Size	± 1.85 Acres / 54,885 Square Feet
Year Built	2006 and expanded 2018
Site Shape	Rectangular
Parking	69 spaces. In addition to the exclusive on-site parking, Tenant has the non-exclusive right to use adjacent shopping center parking field (Lease: Section 5.2).
PIN	06-29-301-015
Zoning	The parcel is zoned B3, Community Shopping District
Access	Direct ingress/egress to the Site is provided by the perimeter road to Yorktown Center. The perimeter road is easily accessible via Highland Avenue and Butterfield Road, two primary thoroughfares.
Frontage/Visibility	± 410 feet of frontage on Butterfield Road.
Flood Zone	According to the flood hazard maps published by the FEMA, the site is within Zone X as indicated on Community Map Panel No. 17043C0607H dated December 16, 2004. Zone X, an area that is determined to be outside the 100-and 500-year flood plains.
Surrounding Land Uses	A mix of retail and office buildings surround the property as well as multi-family developments and residential subdivisions.



# CAPITAL GRILLE TRADE AREA

**Capital Grille** is located at the most coveted retail intersection in DuPage County and is in the heart of the Butterfield Road retail corridor that stretches two miles from Route 355 at the west to Meyers Road to the east. Capital Grille is an outparcel to Yorktown Center which anchors the corridor. Yorktown Center is a 1.5 million square foot multi-level enclosed mall featuring over 150 retailers and 20 restaurants. The mall is anchored by Von Maur, Carson's, and JCPenney. Additional retailers at the mall include H&M, Gap, Forever 21, Francesca's, LOFT, Victoria's Secret, Last Chance (Nordstrom Brand), Marshalls, and HomeGoods. Also, a 50,000-square foot tenant is scheduled to open in late 2018. Yorktown Center has undergone a dramatic make-over in recent years which included both architectural/cosmetic improvements and a host of upgrades across its tenancy. The mall attracts an affluent and growing trade area with over 9 million visitors annually. Yorktown Center and surrounding developments offer a mix of shopping, an expansive selection of dining, exciting entertainment for all ages, a 4-star Westin Hotel, a new master-planned residential community, and a recently renovated 17-screen AMC Theater.

There are multiple additional significant retail developments, in community and single-tenant formats, located in proximity to Capital Grille plus a planned Sam's Club on the south side of Butterfield Road at Fairfield Avenue. Prominent national box retailers include Best Buy, Dick's Sporting Goods, The Dump, hhgregg, Bed Bath & Beyond, PetSmart, buybuy Baby, Duluth Trading Company, Kohl's, PGA Tour Superstore, Art Van Furniture, and The Home Depot. Capital Grille is easily accessible to Interstate 88 and 355 and its exceptional location benefits from a central location in this high shopper traffic retail corridor.

## **OAKBROOK CENTER CORRIDOR**

The next nearest retail corridor surrounds the intersection of 22nd Street and Route 83. The corridor is anchored by Oakbrook Center regional mall and is located approximately three and a half miles east of Buca di Beppo. Oakbrook Center is anchored by Nordstrom, Macy's, Neiman Marcus, Lord & Taylor and Sears as well as a AMC Theater. Other national retailers in this corridor along 22nd Street include Costco, DSW, Nordstrom Rack, Ulta, Old Navy, TJ Maxx, Home Depot, Party City, and REI. Including the mall, the sub-corridor encompasses over 4.1 million square feet of retail GLA.

## **DANADA CORRIDOR**

Five miles to the west of Capital Grille at the intersection of Naperville Road and Butterfield Road is the Danada retail corridor. This corridor has approximately one million square feet of retail GLA and is anchored by four major shopping centers: Rice Lake Square, Danada Square East, Danada Square West, and Town Square Wheaton. Anchor tenants in this corridor feature Whole Foods, Jewel-Osco, TJ Maxx, HomeGoods, Party City, PetSmart, Stein Mart, and Studio Movie Grill. Other national retailers include Tuesday Morning, Gap, Chico's, Ulta Beauty, Banana Republic, Jo-Ann Fabrics, Walgreens, and Aldi.

Collectively, the three retail corridors that straddle Butterfield Road and 22nd Street form the most prominent and dominant shopping destination in Chicago's western suburbs and, with its two regional malls, attract shoppers from the entire Chicago MSA and northwest Indiana.



# CAPITAL GRILLE TRADE AREA

## SIGNIFICANT DAYTIME POPULATION

Capital Grille is situated in the in the East-West Tollway office corridor that creates a surge in its daytime population with over 113,000 workers within just a three-mile radius of the property and over 217,000 employees within its five-mile extended trade area. The corridor straddles Interstate 88 (I-88) that runs parallel to and just south of Butterfield Road. The corridor includes approximately 41 million square feet of corporate office space and runs from Oak Brook at the east to Naperville at the west. Prominent employers based in the corridor include BMO Harris Bank, Met Life, JPMorgan Chase, Advocate Health Care, Blue Cross & Blue Shield of Illinois, and the Hub Group.

The corridor was a primary impetus for the residential development that occurred in all of the surrounding west suburban communities in the 1980–2000 time frame. The trade area continues to experience strong growth and development. Currently, there are two multi-family projects being developed by Greystar just north of Yorktown Center. The developments are scheduled to open in Fall 2018 and will bring 470 new units to the market. The Elan is a four-story 295-unit building which will contain studio, 1, 2, and 3-bedroom floor plans and feature over 8,000 square feet of community amenities. The Overture is a seven-story 175-unit building that will contain 1 and 2-bedroom floor plans as well as 12,000 square feet of amenity space. **The residential densification, along with the aforementioned retail developments located in the Butterfield Road Retail Corridor, creates a surge in the area's daytime population that greatly benefits the restaurants traffic.**

## PRIMARY TRADE AREA

The Capital Grille is located in Lombard, Illinois, an affluent western suburb approximately 20 miles west of downtown Chicago. Lombard is located in the heart of DuPage County which has the second highest income in the state of Illinois. Capital Grille will draw the majority of its customer base from what we have identified as the asset's primary trade area, defined as a three-mile radius from the Property. The boundaries of this trade area are defined primarily by the surrounding population concentrations and major thoroughfares. Additionally, the prominence Property's location within the corridor and the substantial shopper traffic that it generates greatly benefits Capital Grille allowing it to also draw its patrons from an expanded trade area.

- Within the 3-mile trade area is an estimated population of 87,524, with population growth from 2000 at 3.3%. This steady growth is projected to continue over the next five years.
- Residents within 3-miles of the center are affluent with an average household income of \$108,820, which 1.35 times the national average of just over \$80,675.
- Residents in the area are well educated. Within a 3-mile radius, 50% have a Bachelor's Degree or higher, 21% have a Graduate or Professional Degree.
- The average home value within the 3-mile trade area is \$390,207, median home value is \$303,314. Both figures are substantially higher than the national average and median home value of \$286,484 and \$207,344 respectively.



# AERIAL VIEW - WEST





# AERIAL VIEW - EAST





# AERIAL VIEW - NORTH





## Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

### TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Colonial Commercial Real Estate, LLC	9001810	mberkowitz@colonialcre.com	817-632-6200
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
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Designated Broker of Firm	License No.	Email	Phone
<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
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Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials \_\_\_\_\_ Date \_\_\_\_\_