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Tesla Sales, Service & Delivery
Orland Park, IL | Chicago MSA

This property is listed in conjunction with Illinois-licensed real estate broker Quantum Real Estate Advisors.

www.preservewestcapital.com



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Disclaimer

Michael Maffia (“Broker”) has been retained on an exclusive basis to market the property described herein (“Property”). Broker has been authorized by the Seller of the Property (“Seller”) to prepare and distribute the enclosed information (“Material”) for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

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Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

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PROPERTY HIGHLIGHTS

CHICAGO
(~30 Miles)



Mercedes-Benz



HONDA



VOLVO

HYUNDAI



159th St (38,900 AADT)

- Brand New Lease to Tesla (NASDAQ: TSLA)
- Tesla Has Been Profitable for 12 Straight Quarters
- Reported Net Income of \$2.26 Billion in Q2 of 2022
 - Total Revenue of \$16.93B & Market Capitalization of \$910.03B
 - Operating Margin Among Highest in Industry of 14.6%, Positive Free Cash Flow of \$621M
- Tesla Expecting Credit Upgrade by Ratings Agencies by End of Year
- Mission-Critical Location for Tesla Dealership in Chicagoland MSA
 - Larger Footprint "Sales, Service & Delivery (SSD)" Design is in Line with Tesla's Market Mandates Ensuring Long-Term Tenancy
 - Significant Parking Lot Capacity to Allow for Maximum Storage and Delivery
- Prominent Auto Row Location in Line with Tesla Real Estate Strategy Neighboring Numerous Other Luxury Car Dealerships
- 50,000 Square Foot Facility on 5.8 Acre Lot Allows for Servicing Operations and Additional Vehicle Storage as Tesla Expands within Chicago MSA
- In 2020, EV Sales Increased 26% Year-Over-Year in the State of Illinois with 2021 at a Similar Pace

- Illinois Legislators Aim to Put 1 Million EV's on the Road by 2030 as Part of the State's Newly Adopted Clean Energy Policy
- Excellent Access and Visibility Along W 159th Street (38,900 AADT)
 - 3.5 Miles from I-80 Arterial – 113,100 AADT
- Robust, Affluent Demographics in Surrounding Area
 - Population of 1.77 Million within 15 Miles of Site
 - Average Household Income of \$115,217 within 5 Mile Radius
- Strong Commercial Corridor – Numerous Retailers and Users in Top 10% of State by Performance
- Strategic Location with Costco, Sam's Club, Meijer, and Walmart Nearby
- Located within Chicagoland MSA
 - 3rd Largest MSA in U.S. with Population of 9.5 Million
 - Gross Regional Product of \$561 Billion
- Approximately 30 Miles from Downtown Chicago



Location

The property is located at 8601 W 159th Street in Orland Park, Illinois.

Lot Size

Approximately 5.8 acres or 252,648 square feet.

Improvements

A 50,000 square foot building for **Tesla**.

Parking

There is ample parking available on site.

PRICE

\$25,337,000

[CLICK HERE TO EXECUTE CA & ACCESS FULL OM](#)

NOTE

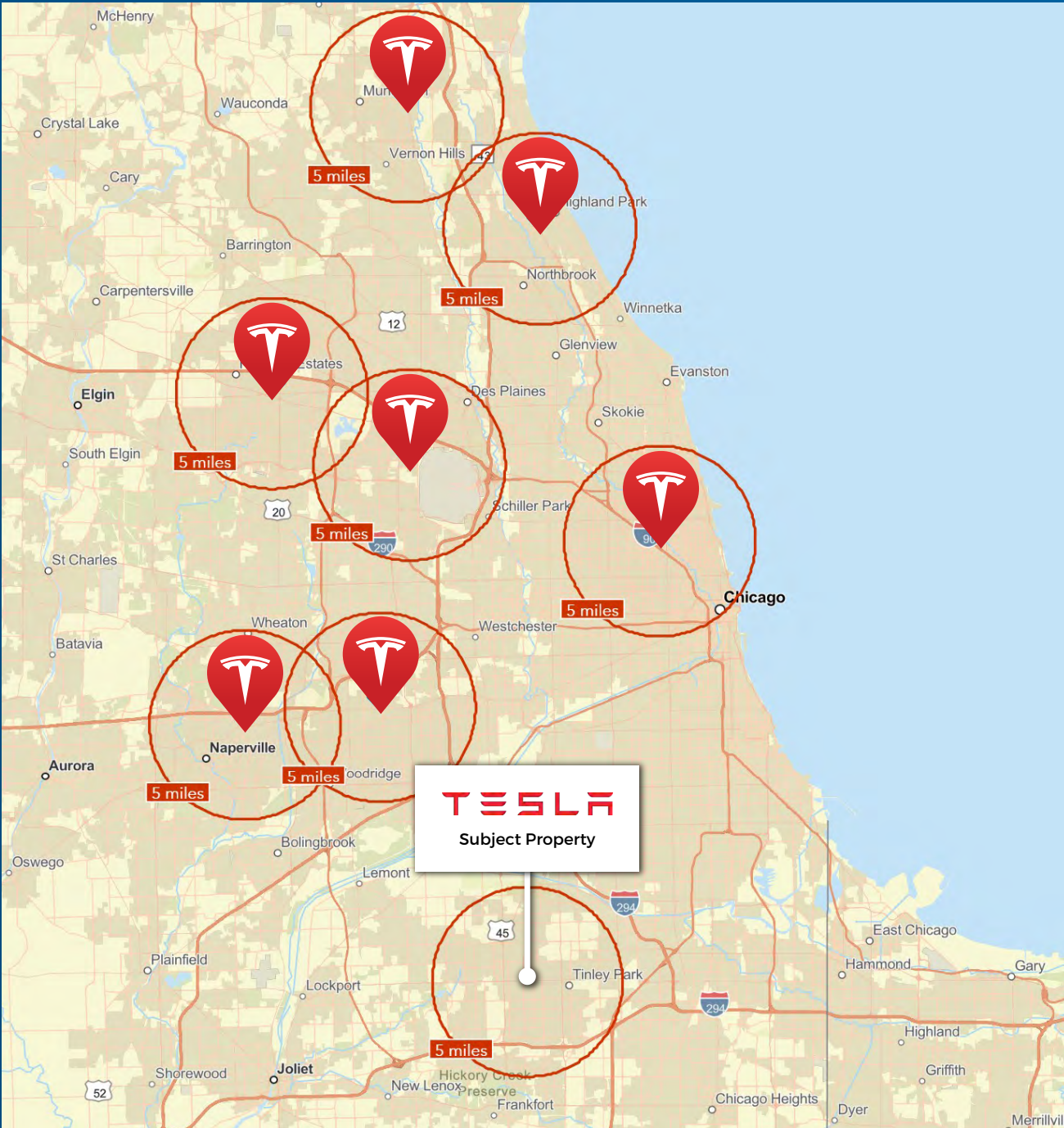
DUE TO THE CONFIDENTIALITY AGREEMENT WITH TESLA, WE ARE UNABLE TO DISCLOSE THE RENT, CAP RATE, OR LEASE INFORMATION. PLEASE EXECUTE THE **NDA** LINKED ABOVE TO ACCESS THE FULL OFFERING MEMORANDUM.



Strong Intrinsic In Line with Long-Term Tesla Strategy

The property is an ideal site for Tesla in line with the company's site selection criteria. The location benefits from strong intrinsic due both to its strategic Chicagoland location and its highly visible location within a heavily-trafficked primary "auto row" in proximity to numerous other luxury car dealerships. Tesla has found that such locations benefit from high visibility and increased customer traffic and drive increased demand in the markets in which they are located. Given the size of the Chicago MSA market, Tesla has been moving toward larger-footprint Sales, Service & Delivery (SSD) locations in order to fully meet demand; this location, at 50,000 square feet, is in line with that strategy. In addition, Tesla has observed a strong correlation between the addition of new service and SSD locations such as this property in a market and increased demand for Tesla vehicles.

STRATEGIC LOCATION



Tesla's Chicagoland Presence

This property's large footprint will enable Tesla to store vehicles as their footprint in the Chicago MSA grows. This property will be the largest Tesla facility within the greater Chicago market.



SALES, SERVICE & DELIVERY

Tesla in Illinois:

- 75** Destination Charging Sites
- 39** Superchargers
(9 of these are “coming soon”)
- 8** Service Centers
(subject property)
- 10** Stores & Galleries
(subject property)



Tesla, Inc. (NASDAQ: TSLA), is an American electric vehicle and clean energy company based in Austin, Texas. The company specializes in electric vehicle manufacturing, battery energy storage from home to grid scale, and solar panel and solar roof tile manufacturing. Tesla is one of the world's most valuable companies and remains the world's most valuable automaker with a market capitalization of more than US \$910.03 billion (as of August 8, 2022).

Its main vehicle manufacturing facility is at Tesla Factory in Fremont, California, with other major facilities including Giga Nevada, Giga New York, Giga Shanghai, Giga Berlin, and Giga Texas.

Tesla gained popularity with its first vehicle, the Tesla Roadster, which was the first fully electric sports car. Since then, the company's main products include the Model S, Model 3, Model X, and Model Y cars, and the Powerwall, Powerpack, and Megapack batteries. The company's latest vehicle is the Cybertruck, an all-electric pickup truck style vehicle. In addition, the company has announced plans to begin limited-scale production of their new Tesla Semi design in 2023.

Tesla is ranked as the world's best-selling plug-in and battery electric passenger car manufacturer. In March 2020, the company surpassed the 1 million mark of electric cars produced, becoming the first auto manufacturer to achieve such a milestone. Tesla is also one of the largest global suppliers of battery energy storage systems, with 3.99 GWh of battery storage supplied in 2021, and has installed some of the largest battery storage plants in the world.

Tesla markets and sells cars directly to consumers through an international network of company-owned stores and galleries. Its locations are highly visible, premium outlets in major metropolitan markets, some of which combine retail sales and service, operating as "Sales, Service & Delivery" (SSD) locations. The company now operates more than 673 store and service locations globally and operates a mobile service fleet of 1,372 units. Tesla has also established 3,724 supercharger stations and 33,657 supercharging connectors across the globe. 99% of the U.S. population now lives within 150 miles of a supercharger, with plans to continue adding locations, enabling the company to expand markets for its vehicles nationwide.

2020 & 2021

Tesla was able to overcome challenges brought forth by the COVID pandemic and achieved profitability throughout all of 2020 and 2021, even with its main production factory being closed for nearly half of Q2 2020.

On July 1, 2020, Tesla reached a market capitalization of \$206 billion, surpassing Toyota to become the world's most valuable automaker by market capitalization.

From July 2019 to June 2020, Tesla recorded four profitable quarters in a row for the first time, which made it eligible for inclusion in the S&P 500 and it was added to the



index on December 21, 2020. Tesla reported a record number of vehicles produced and delivered in 2020 of over half a million. Tesla cars accounted for 81% of the battery electric vehicles sold in the United States in the first half of 2020.

2021 was a breakthrough year for Tesla as deliveries were up 87% from the previous year. The company was able to achieve the highest quarterly operating margin among all volume OEMs, demonstrating that EVs can be more profitable than combustion engine vehicles. They also achieved their highest ever production and deliveries in Q4 2021, despite multiple challenges, including seasonality, global supply chain instability and the transition to the new Model S and Model X.

Tesla achieved record vehicle deliveries of 0.94 million in 2021 and an annualized vehicle production run-rate of over 1.22 million in Q4-2021. Cumulative sales totaled 2.3 million vehicles at the end of 2021.

As of October 2021, S&P upgraded Tesla's credit rating to BB+, indicating the company's credit is now close to investment grade.

2022 Second Quarter Financials

In the second quarter of 2022, Tesla reported revenue of \$16.93 billion, net income of 2.3 billion, and a total stockholder equity of 36.38 billion. As of August 8th, 2022, Tesla has a market capitalization of \$910.03 billion. Their operating margin was among the highest in the industry of 14.6%, positive free cash flow of \$621 million. They ended the quarter with their highest vehicle production month in their history. Tesla managed to increase its cash position by \$0.8B to \$18.3B during the quarter. Tesla overcame many challenges from supply-chain issues, to COVID-19 disruptions in Shanghai, and startup costs in Austin and Berlin, but managed to overcome them with an impressive quarter.

Investment Grade

Due to two straight years of profitability, strong cash flow, very little debt, and other positive factors, Tesla is expecting a credit upgrade by ratings companies by the end of 2022.

For more information, please visit www.tesla.com.

Asian Market & Gigafactory Shanghai

In April of 2018, China announced a plan to ease restrictions on foreign-owned businesses in China by the end of 2018, paving the way for Tesla to gain a foothold in the massive electric vehicles market in China, by far the largest market in the world. As of December 2019, China had the largest stock of highway legal plug-in passenger cars with 3.4 million units, 47% of the global fleet in use. This change has allowed Tesla to move forward with plans to open manufacturing facilities in China.

In July of 2018, the company announced plans to construct a new plant in Shanghai (its first Gigafactory outside of the United States), which will enable the company to bypass the 40% import tariff on the vehicles and offset current cost disadvantages in the Chinese market. By the fourth quarter of 2019, fewer than 12 months after breaking ground, the Shanghai Gigafactory had produced nearly 1,000 new vehicles. By fourth quarter of 2020, Tesla ramped Model 3 production in China to over 5,000 cars per week and started production of Model Y at Gigafactory Shanghai less than a year after breaking ground on the expansion.

As of the fourth quarter of 2021, Model 3 and Model Y production capacity at Giga Shanghai has grown to greater than 450,000 vehicles per year. The Model 3 has received a strong reception in China, becoming the best-selling electric vehicle in the country and making Giga Shanghai Tesla's main export hub. Model Y production began in late 2020 and is in the process of ramping to full capacity

Gigafactory Texas and Gigafactory Berlin-Brandenburg

Tesla first announced its plans for its first European Gigafactory named Gigafactory Berlin-Brandenburg in November 2019. On March 22, 2022, Gigafactory Berlin opened with planned capacity to produce 500,000 electric vehicles annually as well as batteries for its vehicles. Production and deliveries started from Gigafactory Berlin in March 2022.

On July 23, 2020, Tesla picked Austin, Texas as the site of its Gigafactory 5. Tesla's Gigafactory in Travis County spans over 2,000 acres and is roughly 15 minutes from downtown Austin. The facility is used to build the company's Cybertruck, its Semi and the Model 3 and Model Y for the eastern half of North America. Production and deliveries started from Gigafactory Texas in April 2022.





Model 3

The Model 3 is a compact luxury sedan aiming to reduce the entry price for electric vehicles with a price point starting around \$35,000. In January 2019, the Model 3 passed the Model S to become the top selling all-electric car in the U.S. ever, and in the following month it surpassed the Chevrolet Volt to become the all-time best-selling plug-in electric car in the U.S.

The Tesla Model 3 ended 2021 as the world's best-selling plug-in electric car for the fourth consecutive year and, in June 2021, became the first electric car to sell 1 million units globally. The Model 3 also ranked as the best-selling plug-in car in Europe in 2019, and the best-selling PEV in China in 2020

Model Y

In March 2019, Tesla announced plans for a new all-electric compact SUV with up to 300 miles of range priced at approximately \$48,000 – nearly \$20,000 less than comparable all-electric SUVs currently on the market. Given the performance, equipment, size, and increased range of the vehicle, the company anticipates the Model Y will become its most popular vehicle, with sales surpassing those of the Model S, Model X, and Model 3 combined.

Because of the production efficiencies developed during the Model 3 manufacturing process, Tesla was able to rapidly deploy production lines for the Model Y that offered both cost savings and faster production timelines. The Model Y was ahead of schedule with production having started at its Fremont plant in January 2020 and started deliveries in March 2020.

The Model Y production line was operating for only four months in the first half of 2020 due to COVID-19 related shutdowns but was still able to exit the second quarter with Model Y production running at installed capacity. This ramp-up was significantly faster than the initial Model 3 ramp up, which took more than nine months to reach the same weekly rate.

The Fremont Factory was able to increase total Model 3 and Model Y production capacity from 400,000 units per year to 500,000 units per year.

Tesla continues to build capacity for Model 3 and Model Y lines at Gigafactory Shanghai, Gigafactory Berlin-Brandenburg, and Gigafactory Texas, with production and deliveries now occurring across all of the company's Gigafactories as of the first quarter of 2022.



TESLA FILE PHOTO (MODEL 3)

Model 3 & Model Y Deliveries

Tesla delivered a record 936,222 Model 3 and Model Y vehicles in 2021, an 87% increase from 2020.

Although they had a major shutdown in the Shanghai Gigafactory, in the second quarter of 2022, Tesla produced 258,580 Model 3 and Model Y vehicles and delivered a total of 254,695 vehicles.

Tesla Profitability

Tesla has now been profitable for twelve consecutive quarters. For the second quarter of 2022, Tesla reported revenue of \$16.93 billion, net income of 2.3 billion, and a total stockholder equity of 36.38 billion.

In October 2021, Hertz ordered 100,000 Model 3 vehicles at approximately list price for \$4.2 billion. The cars will be delivered over the course of 14 months, and the order represents the largest-ever purchase of electric vehicles. The cars will be available to rent in major U.S. markets and parts of Europe beginning in November 2021.



Tesla Semi & Cybertruck

Tesla unveiled plans to develop an all-electric heavy-duty truck with a range of 300 to 500 miles, the Tesla Semi, in late 2017, drawing approximately 2,000 pre-orders by the end of Q1 2018. While the company's manufacturing efforts have largely been focused on Model 3 and Model Y production, the company plans to begin production of the Tesla Semi in 2023. Production of the Tesla Semi will take place at Giga Nevada and Giga Texas

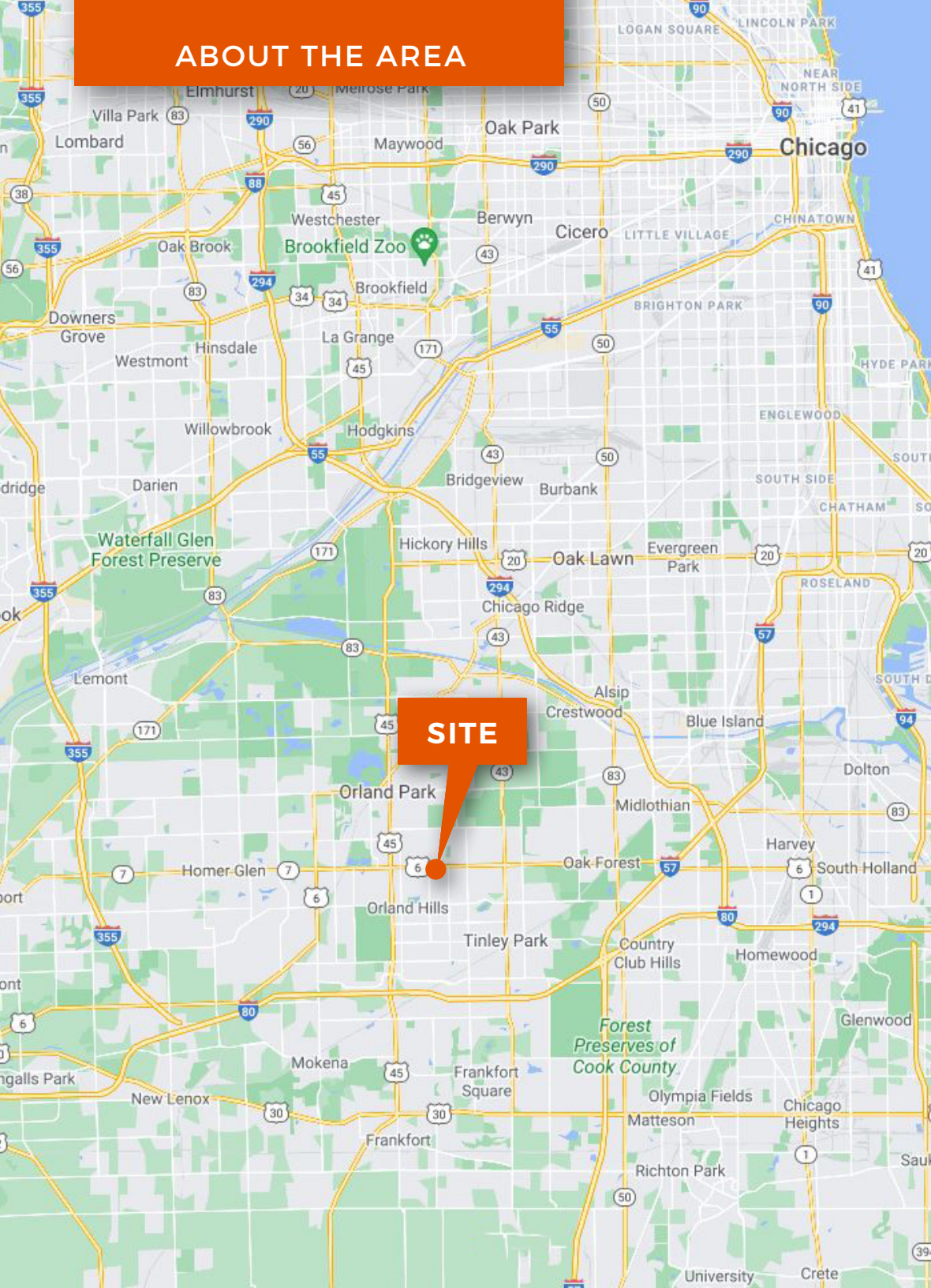
In addition, Tesla has developed an all-electric pickup truck style vehicle, known as the "Cybertruck", with a steel "exoskeleton" and 7,500+ lb towing capacity. Production of the Cybertruck is expected to begin in early 2023, and the company has already received substantial interest and preorders for the vehicle. Tesla received over 250,000 reservations within a week of unveiling the vehicle. On September 22, 2020, Elon Musk revealed that Tesla had received roughly 600,000 Cybertruck preorders. Production of the Cybertruck will begin at Gigafactory Texas subsequent to Model Y ramp.

New Tesla Roadster

Tesla has also announced plans to release a new generation of its original Roadster model, with 0-60 acceleration in 1.9 seconds, a top speed exceeding 250 miles per hour, and 620 miles of range. Additional alleged features including the "SpaceX package" of cold air thrusters installed on the vehicle, up to 3G of thrust, and possibly the ability to hover or fly. The company anticipates that production and delivery of the new Roadster model will begin in 2022.



ABOUT THE AREA



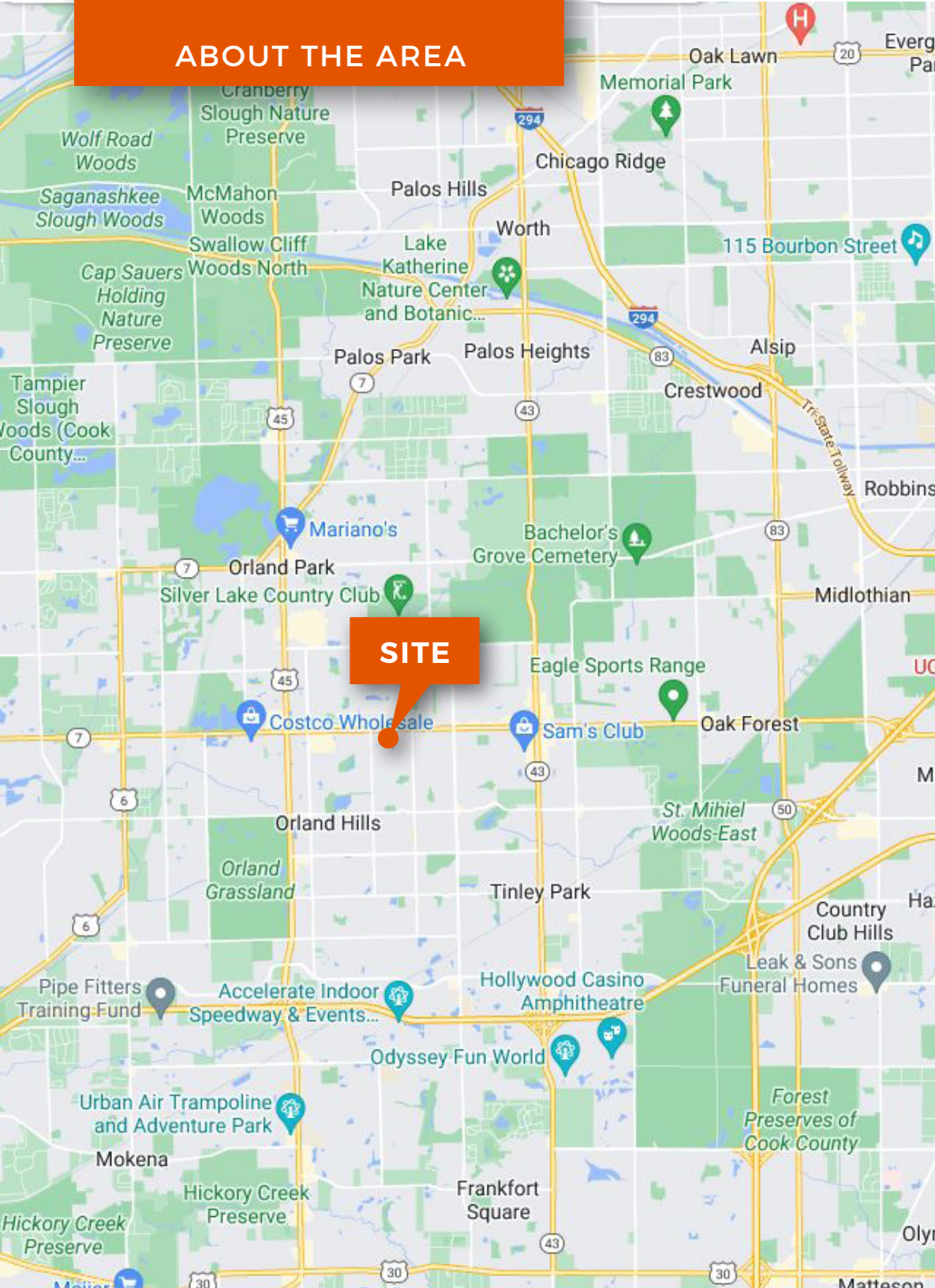
General Overview

Orland Park (population 58,703) is a village in Cook County located approximately 25 miles southwest of Chicago. The Orland trade area is known as one of the five dominant super regional trade areas in Chicago. The Chicago-Naperville-Elgin Metropolitan Statistical Area is the third largest MSA in the U.S., with a population of more than 9,500,000 and is more populous than 39 U.S. states.

The region boasts one of the world's largest and most diversified economies, with an annual gross regional product of more than \$561 billion and no single industry employing more than 20% of the population. The region is home to more than 400 major corporate headquarters and 31 Fortune 500 companies; notable businesses based in the region include Boeing, Kraft Heinz, McDonald's, Motorola, Discover Financial Services, United Continental Holdings (formerly United Airlines), Walgreens, Aon, J.P. Morgan Chase, Caterpillar Inc., Abbot Laboratories, and more. The area is additionally home to a significant concentration of high-tech startups. Chicago is a major global financial center and is home to the largest futures exchange in the world, operated by the Chicago-based CME Group, which owns the Chicago Board of Trade, Chicago Mercantile Exchange, New York Mercantile Exchange, the Commodities Exchange, Inc., and the Dow Jones Indexes. The region is also home to numerous major colleges and universities, including the University of Chicago, Northwestern, Concordia University, Dominican University, DePaul University, and many more.

The Chicago area benefits from a central location in the upper Midwest and is served by numerous airports, highways, rail lines, and ports. O'Hare International Airport is the second busiest airport in the world by aircraft traffic and is a hub for American Airlines and United. The region is also home to Midway International Airport, which serves primarily domestic flights, Chicago Rockford International Airport, and Gary/Chicago International Airport. In addition, Chicago is the main freight rail hub in North America, with six of the seven Class I railroads converging in the city. Seven mainline and four auxiliary interstate highways (55, 57, 65, 80, 94, 190, 290, 294, 355) serve the greater.

ABOUT THE AREA



Site Information

The subject property is strategically located with excellent access and visibility along West 159th street (38,900 AADT) within an established "Auto Row" corridor. The site benefits from excellent access approximately 3.5 miles from the I-80 arterial (113,100 AADT). The site benefits from robust demographics within the Chicagoland metropolitan area with a population of 1.77 million within a 15 mile radius. Average household income within 5 miles of the property is \$115,217, with nearly 50% of households earning more than \$100,000 annually.

The property benefits from a prominent "Auto Row" location in line with Tesla's long-term real estate strategy. Nearby car dealerships include Mazda of Orland Park, International Kia of Orland, Mercedes-Benz of Orland Park, Infiniti of Orland Park, Apple Chevrolet, Orland Toyota, Rizza Cadillac Buick GMC, Bettenhausen Chrysler Dodge Jeep RAM, Family Hyundai, Lexus of Orland, Community Honda, Joe Rizza Acura, Joe Rizza Alfa Romeo, Joe Rizza Ford, International Subaru, Bettenhausen Fiat, and Audi Orland Park. Tesla has found that "Auto Row" Sales, Service & Delivery (SSD) locations generate higher levels of sales, foot traffic, and service revenue.

The property also benefits from a strategic location within a dense retail corridor in close proximity to shopping centers and major retail tenants. Nearby retail centers include Park Center Plaza, anchored by ALDI; Tinley Park Plaza, featuring Hobby Lobby and Menards; The Commons Shopping Center, anchored by Meijer; Orland Towne Center, featuring Walmart, PetSmart, and Five Below; Lake View Plaza, featuring Best Buy, Bob's Discount Furniture, Petco, and Ulta; Orland Park Place, anchored by Kohls, Ashley Homestore, Nordstrom Rack, and Dick's Sporting Goods; and Orland Square Mall – the largest mall in Chicago's southern suburbs – anchored by Macy's, JC Penney, and Von Maur. Other major retail tenants in the surrounding area include Costco Wholesale, Sam's Club, Trader Joe's, Walgreens, and more.



8601 W 159th St | Orland Park, IL 60462



2021 POPULATION
1,769,891



AVG. HOME VALUE
\$291,388



AVG. HOUSEHOLD INCOME
\$107,734

Population Summary	7 Miles	10 Miles	15 Miles
2010 Total Population	325,841	695,864	1,818,211
2021 Total Population	316,640	677,597	1,769,891
2026 Total Population	313,569	670,680	1,749,653
Average Household Income			
2021	\$107,734	\$101,425	\$91,047
2026	\$120,514	\$113,795	\$101,917
Average Home Value			
2021	\$291,388	\$279,428	\$267,989
2026	\$320,343	\$313,668	\$305,856

Top Employers in Orland Park

of Employees

Orland School District	716
Village of Orland Park	542
Consolidated High School District 230	538
Jewel-Osco	500
Darvin Furniture	300
Lowe's	300
Panduit	300
Robert Morris University	300
Georgios Banquets and Hotel	275
Lifetime Fitness	250



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