

Marcus & Millichap  
TAG INDUSTRIAL GROUP

The background image shows a commercial building with a sign that reads "DJS TRANSMISSIONS". The sign also lists services: "FOREIGN DOMESTIC", "TRANS", "REPAIR", "INSTALL", and "2 YEAR WARRANTY". The building is a single-story structure with a flat roof and large windows. There is a parking lot in front of the building with several cars parked. A street lamp is visible on the left side of the image. The overall scene is a typical commercial property in an urban or suburban setting.

# DJS TRANSMISSIONS

7325 WEST FOND DU LAC AVENUE  
MILWAUKEE, WI 53218

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**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

OFFICES THROUGHOUT THE U.S. AND CANADA  
[www.marcusmillichap.com](http://www.marcusmillichap.com)

# DJS TRANSMISSIONS

7325 WEST FOND DU LAC AVENUE  
MILWAUKEE, WI 53218

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**Marcus & Millichap**  
TAG INDUSTRIAL GROUP



Grantosa Drive  
Elementary School

Milwaukee Northwest  
Seventh-day Adventist...







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Market Analysis • Demographic Analysis

Marcus & Millichap

The background of the slide is a dark, blue-toned photograph of an industrial interior. It shows a large, multi-level structure with metal beams, pipes, and several hanging industrial lights. The lighting is dim, creating a moody atmosphere. The structure appears to be part of a factory or a large warehouse.

## SECTION 1

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### INVESTMENT OVERVIEW

Marcus & Millichap

## OFFERING SUMMARY

- 15,000-Square-Foot Industrial / Auto-Repair Shop with Six Drive-In Doors
- Three-Year Sale-Leaseback with DJ's Transmissions and Milwaukee Muscle Cars and Restoration
  - Well Below Replacement Cost Per-Square-Foot Offering
- Located Along High Trafficked Fond Du Lac Avenue and Less Than Five Miles from I-43
- High Barrier-to-Entry Milwaukee Northwest Submarket with 2.2% Vacancy and 7.3% Rent Growth

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 7325 West Fond Du Lac Avenue in Milwaukee, Wisconsin, occupied by the current owner. The subject property consists of approximately 15,000 square feet of automotive repair space and is situated on 0.91 acres of land. The multi-tenant asset features six drive-in doors, brick construction, 30 parking spaces, and clear heights ranging from 14' to 18'. The current owner operates both the anchoring tenant, DJ's Transmissions, and the company's subsidiary, Milwaukee Muscle Cars & Restoration. Upon the sale of the property, both tenants plan to execute a three-year leaseback at \$6.75 per square foot with 3.0 percent annual escalations. On sale for \$75.33 per square foot, investors have the opportunity to acquire an in-demand asset at below replacement costs.

Located on a high-traffic count street, the property sits within five miles of Interstate 43 in the Milwaukee Northwest submarket. Containing 35.4 million square feet of industrial space, Milwaukee Northwest is a relatively large submarket. Like the overall market, availability has remained tight for much of the last decade, and in Q3 2023, the vacancy rate stood at just 2.2 percent. The historically low vacancy rate has allowed rent growth to remain near record highs, up 7.3 percent year-over-year in Q3. After experiencing the lowest quarter on record with net absorption contracting by over 580,000 square feet in Q2, demand rebounded with one of the best quarters of the last decade in Q3, rising over 300,000 square feet. With only about 420,000 square feet of industrial space under construction (representing just 1.2 percent of inventory), vacancies and rent growth in Milwaukee Northwest will be unaffected by new supply for the foreseeable future (CoStar).

Metro Milwaukee, which includes the counties of Milwaukee, Ozaukee, Washington, and Waukesha, is home to nearly 1.6 million residents, with approximately 590,000 living within city limits. The region is transforming from its manufacturing roots to a more diversified economy with a growing healthcare and technology sector. The lower cost of doing business compared to Chicago is attracting new employers to the metro, which already hosts six Fortune 500 firms. Major employers in the area include Northwestern Mutual Life Insurance Company, Aurora Health Care, Kroger Company, and Kohl's Corp. Thanks to the ten universities in close proximity to Milwaukee, the region benefits from a skilled labor pool, with two-thirds of residents ages 25 and older having some college education. With two major league teams, its position along Lake Michigan, and several museums and attractions, residents of metro Milwaukee enjoy a high quality of life (Marcus & Millichap).



## PROPERTY DETAILS

### DJS TRANSMISSIONS

7325 WEST FOND DU LAC AVENUE, MILWAUKEE, WI 53218

Number of Suites	2
Number of Buildings	1
Total Square Feet	± 15,000
Warehouse Square Feet	±13,500
Office Square Feet	± 1,500
Office Ratio	10%
Year Built	1986
Lot Size	0.91 Acres
Type of Ownership	Fee Simple
Clear Height	14'-18'
Parking Spaces	30
Parking Surface	Asphalt
Building Class	C
Tenancy	Multi
Grade Level Doors	6
Sprinklers	No Sprinklers, Fire Door Separating Suites
Construction	Brick
Power	440a/240v 3p
Type of Lighting	LED
Zoning	CS
Roof Type	Rubber Ballast Membrane
Age/Condition of Roofs	Fair Condition
HVAC Units	Three Waste Oil Heaters and Two Hanging Heaters
Age/Condition of HVAC	Fair Condition
Market	Milwaukee/Madison
Submarket	Milwaukee NW
Submarket Vacancy	1.40%



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## DJS TRANSMISSIONS

7325 WEST FOND DU LAC AVENUE, MILWAUKEE, WI 53218

OFFERING PRICE  
**\$1,130,000**

CAP RATE  
**8.96%**

PRO FORMA CAP RATE  
**9.23%**

Offering Price	\$1,130,000
Cap Rate	8.96%
Pro Forma Cap Rate	9.23%
Price/SF	\$75.33
Total Square Feet	15,000
Rental Rate	\$6.75
Lease Type	Triple-Net (NNN)
Lease Term	Three Years
Rental Increases	3%
Tenancy	Multi
Occupancy	100.00%

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## RENT ROLL

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type	Renewal Options and Option Year Rental Information
DJs Transmissions	1	7,500	50.0%	COE	3 Years	\$6.75	\$4,219	\$50,625	\$52,144	One-Year Following COE	3.00%	NNN	Three Three-Year Options to Extend with 3% Annual Increases
Milwaukee Muscle Cars	2	7,500	50.0%	COE	3 Years	\$6.75	\$4,219	\$50,625	\$52,144	One-Year Following COE	3.00%	NNN	Three Three-Year Options to Extend with 3% Annual Increases
Total		15,000				\$6.75	\$8,438	\$101,250	\$104,287				
Occupied Tenants: 2				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%					
Total Current Rents: \$8,438						Occupied Current Rents: \$8,438		Unoccupied Current Rents: \$0					

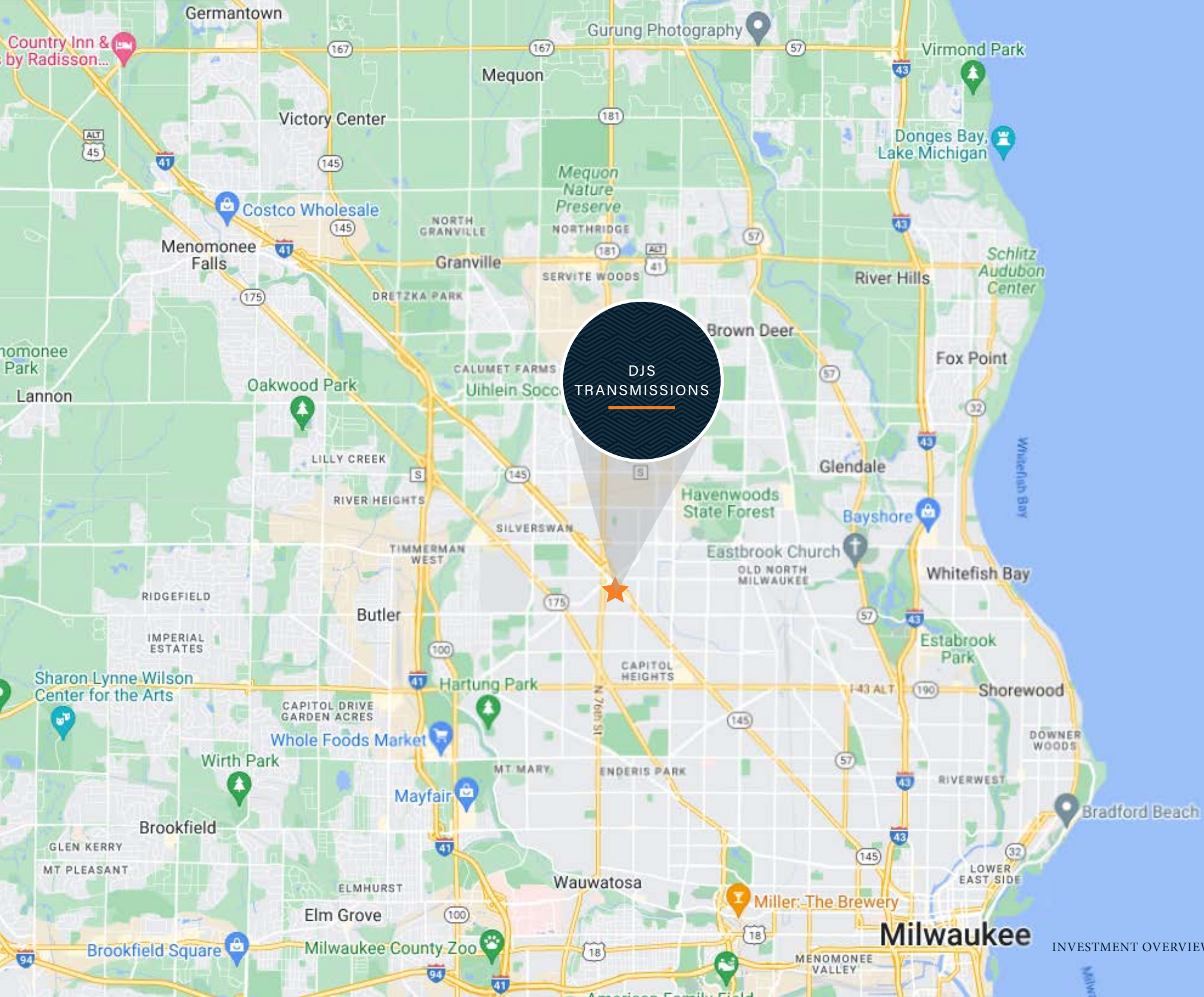


## OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	101,250	6.75	104,287	6.95
Expense Reimbursement Income				
Net Lease Reimbursement				
Insurance	4,500	0.30	4,636	0.31
Real Estate Taxes	8,200	0.55	9,020	0.60
Management Fees	3,524	0.23	3,648	0.24
Total Reimbursement Income	\$16,224 100.0%	\$1.08	\$17,304 100.0%	\$1.15
Effective Gross Revenue	\$117,474	\$7.83	\$121,591	\$8.11

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Insurance	4,500	0.30	4,635	0.31
Real Estate Taxes	8,200	0.55	9,020	0.60
Management Fee	3,524 3.0%	0.23	3,648 3.0%	0.24
Total Expenses	\$16,224	\$1.08	\$17,303	\$1.15
Expenses as % of EGR	13.8%		14.2%	
Net Operating Income	\$101,250	\$6.75	\$104,288	\$6.95





LONG VIEW

DJS  
TRANSMISSIONS

PMI Property Pros

DJ's Transmissions







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## TENANT SUMMARY

“Our goal is to satisfy the client’s automotive needs in a personalized, professional manner, creating a relationship of trust and confidence in our product.”

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### TENANT

**DJ’s Transmissions**

### HEADQUARTERS

**Milwaukee, WI**

### DATE FOUNDED

**1978**

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[www.djstransmissions.com](http://www.djstransmissions.com)



For 45 years, DJ's Transmissions has provided automotive repair services to the Milwaukee area, specializing in transmission rebuilding and servicing. All 16 of their technicians are ASE certified and are members in excellent standing with ATRA and ATSG national transmission guilds. By providing free diagnostic inspections, free road test estimates, and a two-year/24,000-mile warranty, DJ's separates itself from the competition. Their facility is equipped with 10 standard racks and one large heavy-duty rack for buses, dump trucks, and delivery vehicles. DJ's Transmissions also restores classic muscle cars under its subsidiary Milwaukee Muscle Cars & Restoration.

## CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources, providing the most competitive rates and terms.

We leverage out prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac, and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues for the benefit of our clients.



Closed 2,143 debt  
and equity  
financings in 2022



National platform operating  
within the firm's  
brokerage offices



\$12.8 billion total  
national volume  
in 2022



Access to more capital sources  
than any other firm in the  
industry

## WHY MMCC?

.....

Optimum financing solutions to  
enhance value

.....

Enhanced control through MMCC's  
ability to qualify investor finance  
contingencies

.....

Enhanced control through quickly  
identifying potential debt/equity sources,  
processing, and closing buyer's  
finance alternatives

.....

Enhanced control through MMCC's  
ability to monitor investor/due diligence  
and underwriting to ensure timely,  
predictable closings

.....



The background of the slide is a dark, blue-tinted photograph of an industrial interior. It shows a large, multi-level structure with metal beams, pipes, and several hanging industrial lights. The lighting is dim, creating a moody atmosphere. The structure appears to be part of a factory or a large warehouse.

## SECTION 2

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### MARKET OVERVIEW

Marcus & Millichap

# MILWAUKEE WISCONSIN

Once known primarily for its breweries and as the home of Harley-Davidson, the metro is diversifying from its manufacturing roots as the health care, business services and technology sectors expand. The transformation is especially evident in downtown Milwaukee, where major projects — including high-rise apartments, Northwestern Mutual's headquarters and the BMO Tower — have changed the skyline. Fiserv Forum, the new home of the Milwaukee Bucks, and the surrounding Deer District have also been a boon for hotel and multifamily development. The Greater Milwaukee Area is situated along the shore of Lake Michigan in the southeastern portion of Wisconsin, encompassing Milwaukee, Ozaukee, Washington and Waukesha counties. The market is home to nearly 1.6 million residents, with roughly 590,000 living within the city limits of Milwaukee.



DIVERSIFYING  
ECONOMY



PRESENCE OF  
LARGE-SCALE FIRMS



SKILLED  
LABOR POOL



## METROPLEX GROWTH

### ECONOMY

Local policies incentivize new high-growth industries, especially technology firms, sup-porting the diversification into data processing, insurance, mutual funds and printing. Milwaukee companies on the Fortune 500 list represent sectors from manufacturing to insurance and retail, including Northwestern Mutual, ManpowerGroup, Kohl's, Fiserv, WEC Energy Group and Rockwell Automation. Health services and technological growth have supported local health care companies, such as Aurora Health Care, Ascension Wisconsin and Froedtert Health.



**14%**  
MANUFACTURING



**14%**  
PROFESSIONAL AND  
BUSINESS SERVICES



**10%**  
GOVERNMENT



**9%**  
LEISURE AND HOSPITALITY



**6%**  
FINANCIAL  
ACTIVITIES



**17%**  
TRADE, TRANSPORTATION,  
AND UTILITIES



**4%**  
CONSTRUCTION



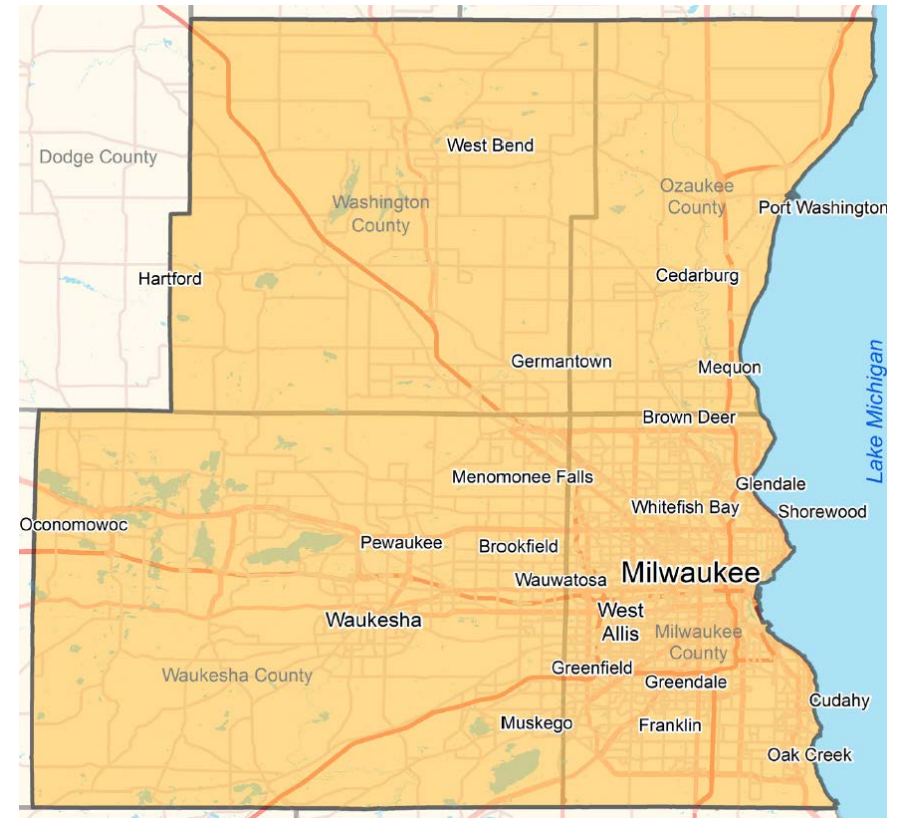
**20%**  
EDUCATION AND  
HEALTH SERVICES



**1%**  
INFORMATION



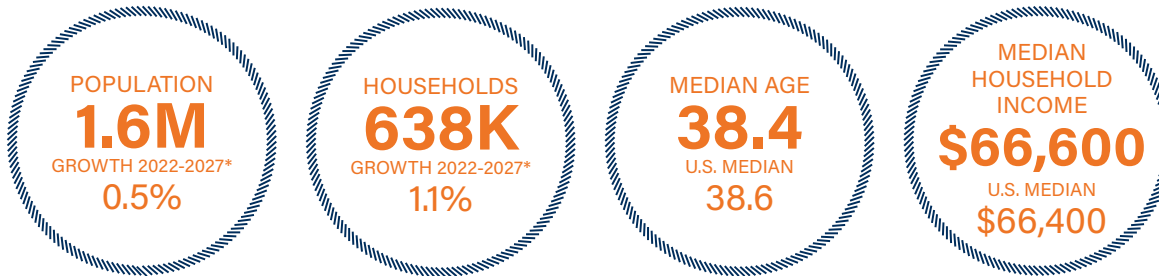
**5%**  
OTHER SERVICES



## METROPLEX GROWTH

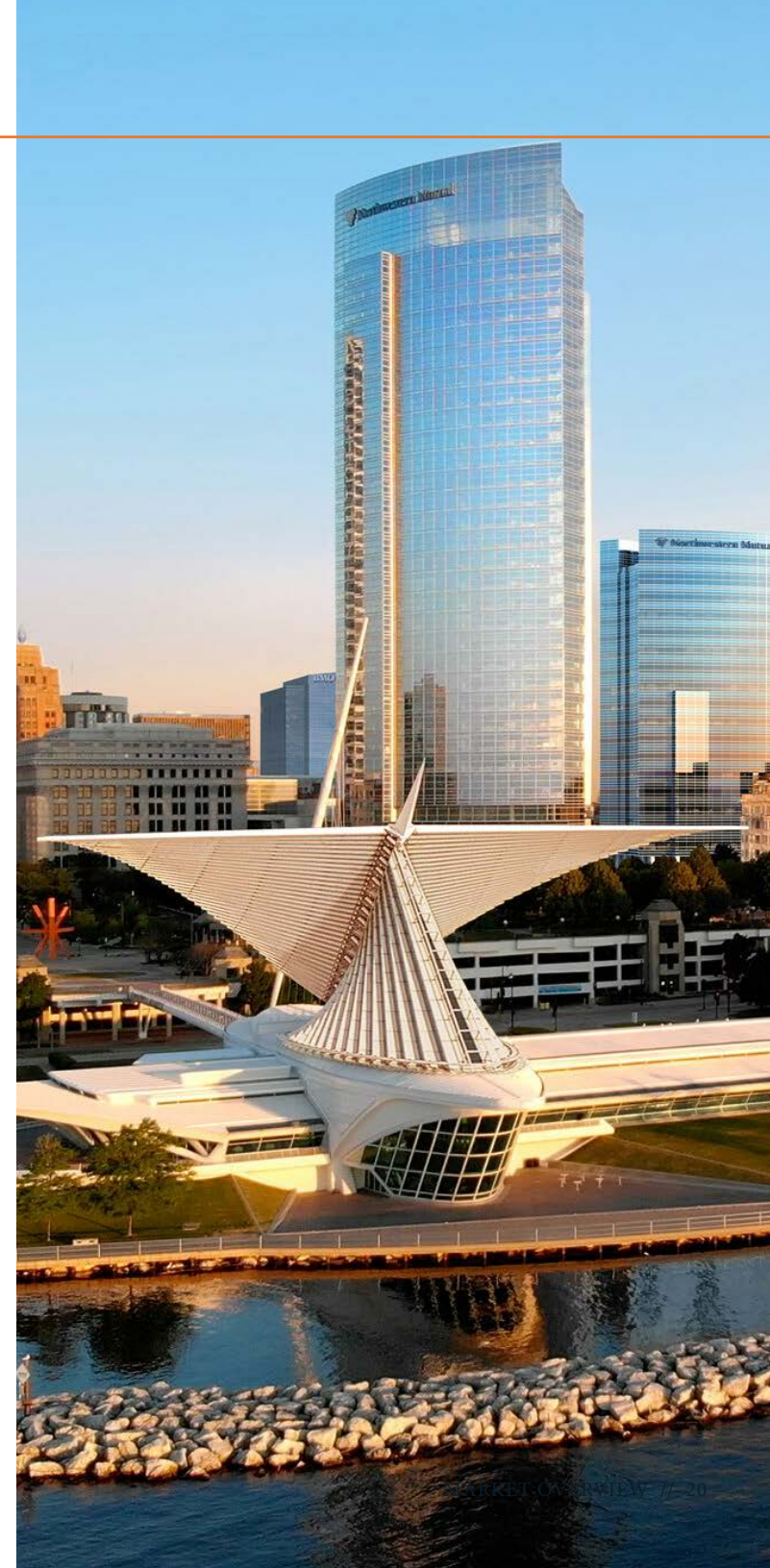
### DEMOGRAPHICS

The metro is expected to add roughly 8,000 people through 2027, producing approximately 6,350 households and generating demand for housing. The homeownership rate of 60 percent is slightly below the national rate of 64 percent, maintaining a strong rental market. Roughly 35 percent of residents ages 25 and over hold bachelor's degrees; of those citizens, 12 percent have also earned a graduate or professional degree.



### QUALITY OF LIFE

Milwaukee has a history steeped in middle-class values and ethnic diversity. The region's favorable quality of life is underpinned by its access to cultural, entertainment and outdoor recreational activities, as well as its location along the shores of Lake Michigan. Milwaukee's tourism and cultural infrastructure includes the Milwaukee Brewers (MLB), Milwaukee Bucks (NBA), River Walk, American Family Field, Fiserv Forum and the Wisconsin Center. Visitors and locals alike enjoy the Milwaukee Public Museum, Milwaukee Art Museum and Discovery World at Pier Wisconsin. Opportunities for advanced education are available at numerous colleges, universities and technical schools, including Marquette University and the University of Wisconsin-Milwaukee.





## DEMOGRAPHICS



342,358

Total Population  
Within 5 miles



46.2%



53.8%



\$68,947

Average Household Income  
Within 5 miles



140,059

Employees  
Within 1 Mile

## DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Population	24,883	158,458	341,404
<b>2022 Estimate</b>			
Total Population	25,264	158,692	342,358
<b>2010 Census</b>			
Total Population	26,143	160,256	344,821
<b>2000 Census</b>			
Total Population	26,004	162,429	358,682
<b>Daytime Population</b>			
2022 Estimate	15,047	119,676	328,657
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Households	8,959	61,803	133,907
<b>2022 Estimate</b>			
Total Households	9,082	61,714	133,641
Average (Mean) Household Size	2.8	2.5	2.5
<b>2010 Census</b>			
Total Households	9,294	61,044	132,015
<b>2000 Census</b>			
Total Households	9,601	62,847	135,967

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2022 Estimate</b>			
\$200,000 or More	0.8%	1.1%	3.2%
\$150,000-\$199,999	2.5%	2.5%	4.0%
\$100,000-\$149,999	8.3%	9.8%	12.1%
\$75,000-\$99,999	11.3%	11.9%	11.7%
\$50,000-\$74,999	22.7%	20.1%	18.6%
\$35,000-\$49,999	16.6%	16.4%	14.3%
\$25,000-\$34,999	11.3%	10.9%	10.0%
\$15,000-\$24,999	11.6%	12.6%	11.9%
Under \$15,000	14.9%	14.7%	14.2%
Average Household Income	\$55,558	\$57,261	\$68,947
Median Household Income	\$44,931	\$45,492	\$49,561
Per Capita Income	\$20,030	\$22,380	\$27,032
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2022 Estimate Total Population	25,264	158,692	342,358
Under 20	34.4%	31.8%	30.7%
20 to 34 Years	20.7%	20.6%	20.1%
35 to 39 Years	6.7%	6.8%	6.7%
40 to 49 Years	12.3%	12.1%	12.0%
50 to 64 Years	16.3%	17.1%	17.4%
Age 65+	9.7%	11.5%	13.1%
Median Age	31.2	33.3	34.4
<b>Population 25+ by Education Level</b>			
2022 Estimate Population Age 25+	14,848	98,473	216,956
Elementary (0-8)	4.6%	3.4%	3.0%
Some High School (9-11)	10.5%	9.5%	8.7%
High School Graduate (12)	36.3%	32.2%	29.0%
Some College (13-15)	27.3%	25.6%	23.1%
Associate Degree Only	7.0%	8.3%	7.7%
Bachelor's Degree Only	10.3%	14.1%	18.2%
Graduate Degree	4.0%	6.9%	10.4%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	24.0	25.0	24.0



## DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

WISCONSIN REALTORS® ASSOCIATION  
4801 Forest Run Road, Madison, WI 53704

Marcus & Millichap Real Estate  
Effective July 1, 2016

1 Prior to negotiating on your behalf the brokerage firm, or an agent associated with the firm, must provide you the  
2 following disclosure statement:  
3 DISCLOSURE TO CUSTOMERS You are a customer of the brokerage firm (hereinafter Firm). The Firm is either an agent  
4 of another party in the transaction or a subagent of another firm that is the agent of another party in the transaction. A  
5 broker or a salesperson acting on behalf of the Firm may provide brokerage services to you. Whenever the Firm is  
6 providing brokerage services to you, the Firm and its brokers and salespersons (hereinafter Agents) owe you, the  
7 customer, the following duties:  
8 (a) The duty to provide brokerage services to you fairly and honestly.  
9 (b) The duty to exercise reasonable skill and care in providing brokerage services to you.  
10 (c) The duty to provide you with accurate information about market conditions within a reasonable time if you request  
11 it, unless disclosure of the information is prohibited by law.  
12 (d) The duty to disclose to you in writing certain Material Adverse Facts about a property, unless disclosure of the  
13 information is prohibited by law (see lines 42-51).  
14 (e) The duty to protect your confidentiality. Unless the law requires it, the Firm and its Agents will not disclose your  
15 confidential information or the confidential information of other parties (see lines 23-41).  
16 (f) The duty to safeguard trust funds and other property held by the Firm or its Agents.  
17 (g) The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the  
18 advantages and disadvantages of the proposals.

19 Please review this information carefully. An Agent of the Firm can answer your questions about brokerage services,  
20 but if you need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home  
21 inspector. This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a  
22 plain-language summary of the duties owed to a customer under section 452.133(1) of the Wisconsin statutes.

23 CONFIDENTIALITY NOTICE TO CUSTOMERS The Firm and its Agents will keep confidential any information given to the  
24 Firm or its Agents in confidence, or any information obtained by the Firm and its Agents that a reasonable person  
25 would want to be kept confidential, unless the information must be disclosed by law or you authorize the Firm to  
26 disclose particular information. The Firm and its Agents shall continue to keep the information confidential after the  
27 Firm is no longer providing brokerage services to you.

28 The following information is required to be disclosed by law:

- 29 1. Material Adverse Facts, as defined in Wis. Stat. § 452.01(5g) (see lines 42-51).  
30 2. Any facts known by the Firm or its Agents that contradict any information included in a written inspection  
31 report on the property or real estate that is the subject of the transaction.

32 To ensure that the Firm and its Agents are aware of what specific information you consider confidential, you may  
33 list that information below (see lines 35-41) or provide that information to the Firm or its Agents by other means. At a  
34 later time, you may also provide the Firm or its Agents with other Information you consider to be confidential.

35 CONFIDENTIAL INFORMATION: \_\_\_\_\_  
36 \_\_\_\_\_  
37 \_\_\_\_\_

38 NON-CONFIDENTIAL INFORMATION (The following information may be disclosed by the Firm and its Agents): \_\_\_\_\_  
39 \_\_\_\_\_  
40 \_\_\_\_\_

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of any provision in any specific transaction.

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41 \_\_\_\_\_ (Insert information you authorize to be disclosed, such as financial qualification information.)

### 42 DEFINITION OF MATERIAL ADVERSE FACTS

43 A "Material Adverse Fact" is defined in Wis. Stat. § 452.01(5g) as an Adverse Fact that a party indicates is of such  
44 significance, or that is generally recognized by a competent licensee as being of such significance to a reasonable  
45 party, that it affects or would affect the party's decision to enter into a contract or agreement concerning a transaction  
46 or affects or would affect the party's decision about the terms of such a contract or agreement.

47 An "Adverse Fact" is defined in Wis. Stat. § 452.01(1e) as a condition or occurrence that a competent licensee  
48 generally recognizes will significantly and adversely affect the value of the property, significantly reduce the structural  
49 integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information  
50 that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a  
51 contract or agreement made concerning the transaction.

52 NOTICE ABOUT SEX OFFENDER REGISTRY You may obtain information about the sex offender registry and persons  
53 registered with the registry by contacting the Wisconsin Department of Corrections on the Internet at  
54 <http://www.doc.wi.gov> or by telephone at 608-240-5830.

# DJS TRANSMISSIONS

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