

# FLEETPRIDE

Marcus & Millichap  
DUONG INVESTMENT GROUP



32 CENTURY STREET, AGAWAM, MA 01001

OFFERING MEMORANDUM

# FLEETPRIDE



## Exclusively Listed By

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# INVESTMENT OVERVIEW

## Investment Highlights



**FleetPride: A Highly Reputable, B- Rated Industrial Tenant With Over 300 Locations Across the U.S.**



**Mission-Critical Location: FleetPride Has Operated at This Site for Over 20 Years and Recently Committed to a 10-Year Lease Extension, Proving the Tenant's Commitment to the Site**



**Prime Location: Strategically Positioned Off the Intersection of I-91 Freeway and the I-57 Highway with Combined Traffic Counts Exceeding 145,000 Cars Per Day**

## High Credit Tenant

- ▶ **Strong Corporate Guarantee: Backed by a Tenant with Over \$6 Billion in Annual Revenue**
- ▶ **Market Leadership: FleetPride Is the Largest U.S. Distributor of Heavy-Duty Truck and Trailer Parts and Services**
- ▶ **Fair Market Value Renewals: Lease Renewal Options are at Fair Market Value, Providing a Great Hedge Against Inflation**
- ▶ **E-Commerce & Recession-Resilient: FleetPride's Business Model Is Well-Suited to Thrive in Various Economic Condition**

## Strong Real Estate Fundamentals

- ▶ **Highly Desirable IOS Site: The Property Boasts a Large 2.91-Acre Lot, a Key Feature in Today's Market**
- ▶ **Long-Term Occupancy: FleetPride Has Consistently Renewed Its Lease and Operated Successfully at This Location Since 2005**
- ▶ **Excellent Condition: Both Tenant and Landlord Have Invested in Significant Capital Improvements, Maintaining the Property in Top Condition**
- ▶ **Investor-Friendly: This NN Industrial Property Offers Minimal Landlord Responsibilities, Ideal for Investors Who Are Not Local to the Market**
- ▶ **Located in a Dense Industrial Area with other National Brands such as Pepsi Bottling Group, FedEx Ground, Amazon, Old Dominion Freight, Thermo King, H&E Equipment Services, ABF Freight, Motion Industries, Epiroc, Culligan, and Many More within Close Proximity to the Subject Property**



# INVESTMENT OVERVIEW

## Tenant Spotlight

From FleetPride's Website - [www.fleetpride.com](http://www.fleetpride.com)

### About FleetPride

FleetPride keeps heavy duty fleets operating faster and more reliably. We are THE largest independent heavy duty distributor in the nation.

By combining our local expertise with our national footprint, we provide customers with the solutions, parts, and services they need to keep them Ready for the Road Ahead™.

In 300+ locations across 46 states, our 4,000+ associates are heavy duty truck and trailer experts that do what they say they'll do, value our customers and have the knowledge and skill to troubleshoot issues and find the part you need faster than anyone else in heavy duty. We keep America's trucks moving.



Website [www.fleetpride.com](http://www.fleetpride.com)

# of Locations **300+ in 46 States**

### Rapid Growth & Market Leadership

Expanding from 37 locations in 1999 to 300+ today, FleetPride has grown rapidly. As we celebrated our 20th anniversary in 2020, we look back on each milestone as a critical part of becoming the Heavy Duty truck industry leader we are today.

We're proud of our progress, which was made possible by our team members, customers, and suppliers. With their partnerships, we have redefined the modern Heavy Duty Truck Parts Aftermarket.

2024 Revenue **\$6.7 Billion**

Ownership **Private (Owned by American Securities and Platinum Equity) | A strategic merger with TruckPro was announced in October 2025**

# STRONGER TOGETHER



FleetPride and TruckPro Announce Strategic Partnership

### Heavy Duty Parts and Services

FleetPride specializes in selling parts and providing services for heavy duty trucks and trailers, primarily Class 6-8. We serve all vocations and sell to multiple industries, including agriculture, construction, energy, freight and shipping, food and beverage, leasing, long- and short-haul, mining, transit and school bus, waste management, intermodal, and work trucks.

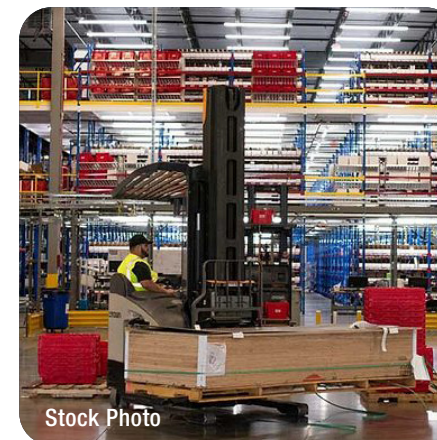
**Parts** - We sell more than 1 million heavy duty truck and trailer parts from the most recognized, quality-built brands. For all vocations, we also offer late-model and hard-to-find from refuse parts. With our 5 Distribution Centers and Dedicated Delivery 5 days per week to most branches, we have Faster Deliveries, Better Availability, the Best Selection, and All The Parts You Need to keep your trucks on or off-road.



Stock Photo



Stock Photo



Stock Photo



Subject Property

# INVESTMENT OVERVIEW

## Aerial Photo



# FINANCIAL ANALYSIS

## Offering Summary

Property Name	FleetPride
Property Address	32 Century Street Agawam, MA 01001
Assessor's Parcel Numbers	AGAW M:0N13 B:0008 L:8/L:10
Year Built	1961
Gross Leasable Area (GLA)	±33,000 Square Feet
Lot Size	±2.90 Acres (±126,324 Square Feet)

## Pricing

Price	\$4,622,000
Cap Rate	6.25%
Price/SF	\$140.06

## Annualized Operating Data

Gross Potential Rent	\$288,915
Less Expenses	NNN
<b>Net Operating Income</b>	<b>\$288,915</b>

## Lease Information

Lease Commencement Date	April 11, 2005
Lease Expiration Date	June 30, 2035
Total Lease Term	±30 Years
Lease Term Remaining	±9 Years
Increases	3% Annual
Options	Two, Five-Year @ FMV
Lease Type	NNN
Lease Type Details	Landlord responsible for roof & structure only.



# INVESTMENT OVERVIEW

## Property Photos & Additional Information



### Lot Size

Lot Size (AC)	±2.90 Acres
Lot Size (SF)	±126,324 Square Feet

### Distance to Major Cities

Distance to Springfield, MA	±2 Miles
Distance to Hartford, CT	±25 Miles
Distance to Boston, MA	±92 Miles

### Nearby Traffic Counts

Highway 5 (North-South)	±57,000 Cars Per Day
Interstate 91 (North-South)	±102,000 Cars Per Day
Highway 57 (East-West)	±40,000 Cars Per Day

NOTE: Property boundaries are estimated and must be independently verified by potential purchasers.



# MARKET OVERVIEW

## Interstate 91 Overview

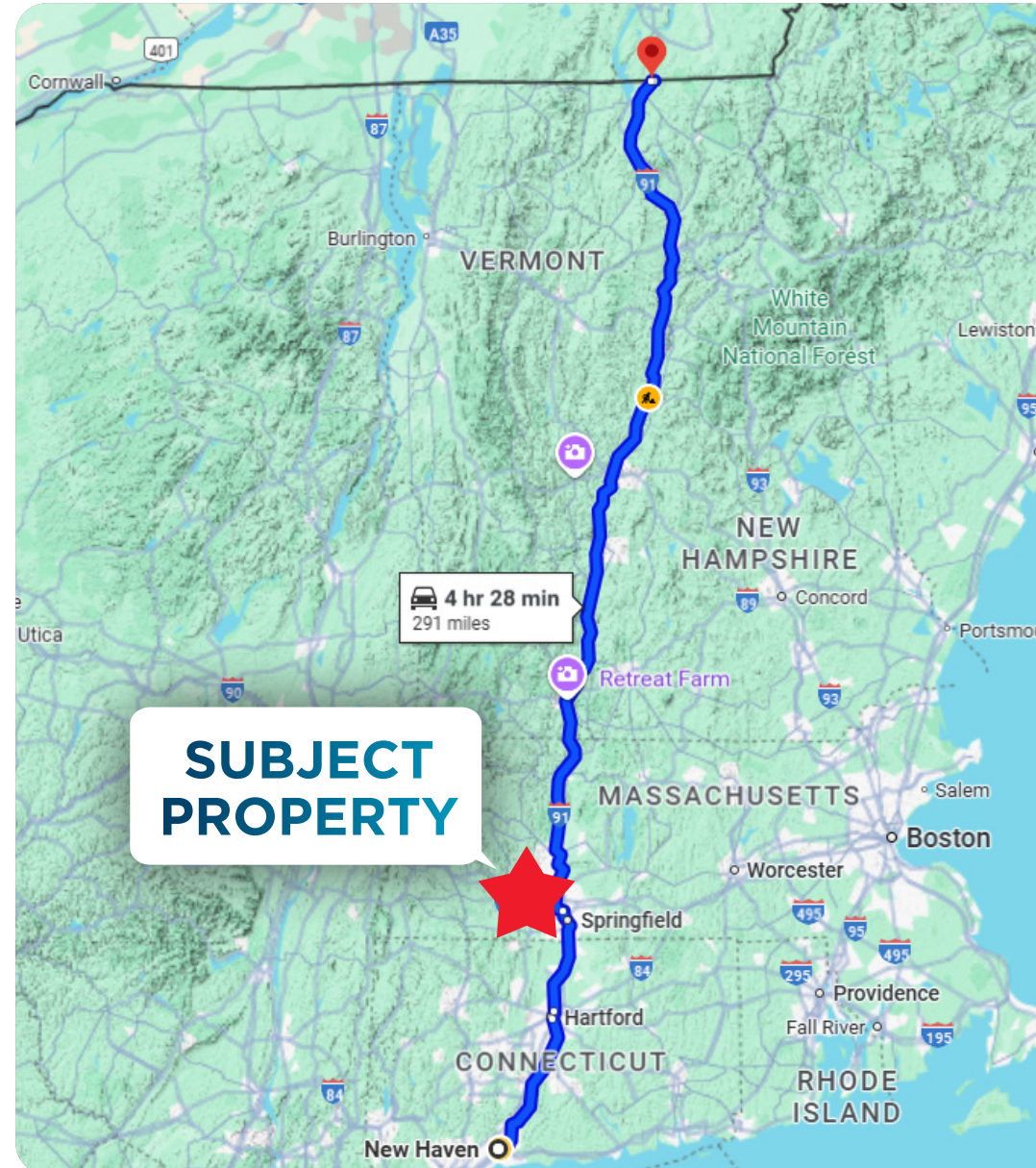
### The Importance of Freight and Trucking Traffic on I-91

**Primary Freight Corridor:** Along with Route 2 (east-west), I-91 is one of the main trucking routes for Franklin County and western Massachusetts. The region relies heavily on trucking for “last-mile” delivery to smaller, more rural communities.

**Lifeline for Communities:** Across Massachusetts, 86.9% of cities and towns depend exclusively on trucks for the delivery of food, fuel, clothing, and other goods. In western Massachusetts, I-91 is the lifeline that connects these communities to the larger national supply chain.

**Essential for Businesses:** Companies in the region depend on the reliable transport of goods via I-91. This enables manufacturers to receive raw materials and helps retailers and other businesses get products to market.

**Part of a Larger System:** I-91 is part of a larger, regional interstate system that links Massachusetts with Connecticut to the south and Vermont to the north, extending to the Canadian border. This makes the highway a vital thoroughfare for interstate and international freight movement.





# MARKET OVERVIEW

## The City Of Agawam, MA / Springfield, MA-CT MSA



The Springfield, Massachusetts MSA serves as a key logistics and manufacturing hub for Western New England, benefiting from its position between the Boston, Albany, and Hartford markets.

The region has maintained consistent industrial demand due to its strategic highway access and well-established distribution networks serving both New England and the Mid-Atlantic. With a workforce skilled in production and logistics, the Springfield MSA continues to attract corporate users seeking cost-effective operations within reach of major population centers.

Industrial fundamentals remain steady, supported by the presence of national distributors, food processors, and e-commerce tenants. The area's strong connectivity via Interstate 91 and the Massachusetts Turnpike (I-90) has made it an attractive base for last-mile and regional distribution. Recent investment in warehouse modernization and infrastructure has further strengthened the market's competitive position within the Northeast corridor.

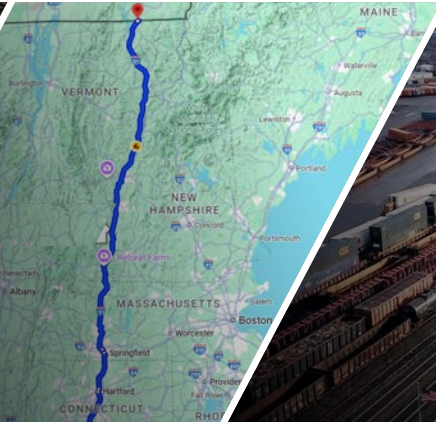
Agawam, positioned directly across the Connecticut River from Springfield, benefits from immediate access to the regional highway grid and a concentration of light industrial and distribution facilities. Industrial vacancy rates remain tight, reflecting continued demand from users seeking affordable space near Springfield's labor pool and regional freight routes. The area's connectivity to Bradley International Airport and the CSX intermodal terminal in West Springfield enhances its suitability for logistics operations and long-term tenant stability.

## Nearby Major Infrastructure

### SPRINGFIELD, MA



### INTERSTATE 91



### CSX SPRINGFIELD



### CONNECTICUT RIVER



### BRADLEY INT'L (BDL)



## Demographics

Income & Economics	3-Mile	5-Mile	7-Mile
Average Household Income	\$73,962	\$84,691	\$89,392
Average Household Income: \$100,000+	23.7%	29.3%	31.2%
2024 Daytime Population	137,363	237,726	322,907

## Population

2029 Population	119,622	223,213	317,271
2024 Population	119,912	223,687	317,727
2010 Population	121,657	225,985	322,442

## Households

2029 Households	47,209	89,550	126,636
2024 Households	47,182	89,402	126,397
2010 Households	45,725	86,635	122,965

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