

Net Lease Investment Team

The Restaurant Experts

Information is pulled directly from the May 25, 2018 Hardee's FDD



Visit Our Website

Colliers INTERNATIONAL

Company-Operated FY 2018 Gross Sales

	Sales > \$1.35M 34 Restaurants	#/% At or Above Average	Sales \$1.35M to \$1.05M 36 Restaurants	#/% At or Above Average	Sales < \$1.05M 42 Restaurants	#/% At or Above Average	All Restaurants 112 Restaurants	#/% At or Above Average
GROSS SALES	\$1,552,841	15 (44%)	\$1,197,759	17 (47%)	\$869,185	22 (52%)	\$1,182,337	55 (49%)
Materials	\$419,719	13 (38%)	\$331,764	15 (42%)	\$245,133	21 (50%)	\$325,978	60 (54%)
Labor & Benefits	\$456,323	18 (53%)	\$368,962	15 (42%)	\$301,061	22 (52%)	\$370,019	63 (56%)
Operating Expenses *Excludes Rent, D&A and Retirement	\$188,641	16 (47%)	\$161,076	19 (53%)	\$146,615	21 (50%)	\$164,021	58 (52%)
Advertising	\$83,862	16 (47%)	\$63,271	17 (47%)	\$47,313	21 (50%)	\$65,538	61 (54%)
Restaurant EBITDAR	\$404,296	14 (41%)	\$272,687	13 (36%)	\$129,064	22 (52%)	\$258,781	53 (47%)
High Gross Sales	\$1,858,885		\$1,347,168		\$1,043,611		\$1,858,885	
Low Gross Sales	\$1,352,332		\$1,051,983		\$490,136		\$490,136	
Median Gross Sales	\$1,539,281		\$1,195,380		\$882,027		\$1,176,140	
Royalties (4%)	\$61,571		\$47,815		\$35,281		\$47,046	

Contact Our Team:

PETER BLOCK
Executive Vice President
peter.block@colliers.com

JOSEPH AUSTIN
Vice President
joseph.austin@colliers.com

MARSHALL BURKE
Senior Director
marshall.burke@colliers.com

CHRISTIAN PERA
Associate
christian.pera@colliers.com

SETH GILFORD
Associate
seth.gilford@colliers.com

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Franchise Restaurant FY 2018 Gross Sales

	Sales > \$1.25M 497 Restaurants	Sales \$1M to \$1.25M 497 Restaurants	Sales < \$1M 499 Restaurants	All Restaurants 1493 Restaurants
Gross Sales (Number (%) of Restaurants Attained or Surpassed Average)	\$1,483,424 192 (39%)	\$1,123,757 248 (50%)	\$841,460 284 (57%)	\$1,149,134 691 (46%)
High Gross Sales	\$2,679,513	\$1,249,913	\$998,017	\$2,679,513
Low Gross Sales	\$1,250,627	\$1,000,853	\$512,742	\$512,742
Median Gross Sales	\$1,427,649	\$1,123,746	\$863,292	\$1,123,674

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