



Information is pulled directly from the April 3, 2018 Dunkin' Donuts FDD

Single Branded Average Sales						
Regions	Drive-Thru Restaurants			Non Drive-Thru Restaurants		
	# of Restaurants in Sample	Average Sales	% Restaurants at or Above Average	# of Restaurants in Sample	Average Sales	% Restaurants at or Above Average
Free-Standing Site Type						
Northeast	1,449	\$1,400,932	45%	454	\$1,050,016	46%
Midwest	220	\$1,100,903	45%	16	\$894,916	44%
South	431	\$1,088,475	45%	51	\$1,013,624	47%
West	52	\$1,079,840	46%	N/A	N/A	N/A
Total U.S.	2,152	\$1,299,922	45%	527	\$1,041,001	45%
Shopping Center/Storefront Site Type						
Northeast	383	\$1,250,067	44%	1034	\$864,049	44%
Midwest	155	\$893,471	45%	115	\$689,858	41%
South	330	\$962,016	46%	221	\$767,973	47%
West	70	\$971,085	44%	17	\$995,218	47%
Total U.S.	938	\$1,068,982	46%	1,387	\$835,906	44%
Gas & Convenience Site Type						
Northeast	383	\$993,787	44%	349	\$656,577	43%
Midwest	87	\$803,951	41%	44	\$545,367	41%
South	122	\$830,601	44%	54	\$469,908	46%
West	N/A	N/A	N/A	N/A	N/A	N/A
Total U.S.	593	\$932,175	44%	452	\$620,159	42%

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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Dunkin' Donuts/Baskin Robbins Co-Branded Average Sales

Regions	Drive-Thru Restaurants					Non-Drive Thru Restaurants				
	Total Number of Restaurants in Sample	Average Sales	Average Sales - DD	Average Sales - BR	% Restaurants at or Above Average	Total Number of Restaurants in Sample	Average Sales	Average Sales - DD	Average Sales - BR	% Restaurants at or Above Average
Free-Standing Site Type										
Northeast	87	\$1,632,985	\$1,494,903	\$138,081	49%	79	\$1,230,995	\$1,086,887	\$144,107	49%
Midwest	175	\$1,390,849	\$1,210,909	\$179,939	46%	21	\$852,471	\$719,711	\$132,759	48%
South	226	\$1,228,720	\$1,091,622	\$137,097	50%	20	\$984,085	\$843,142	\$140,944	45%
West	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Total U.S.	491	\$1,358,907	\$1,205,315	\$153,592	48%	121	\$1,122,979	\$980,579	\$142,399	44%
Shopping Center/Storefront Site Type										
Northeast	20	\$1,414,859	\$1,311,681	\$103,178	45%	272	\$1,081,135	\$957,985	\$123,150	44%
Midwest	62	\$1,178,270	\$1,056,870	\$121,400	48%	52	\$958,585	\$836,432	\$122,153	46%
South	89	\$1,177,825	\$1,033,135	\$144,690	38%	56	\$911,957	\$781,706	\$130,251	48%
West	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Total U.S.	175	\$1,200,013	\$1,066,634	\$133,379	43%	381	\$1,038,245	\$914,196	\$124,049	45%

Contact Our Team:

PETER BLOCK
Executive Vice President
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