



REPRESENTATIVE PHOTO

7-ELEVEN & BARBERSHOP

5357-5359 EAST PRINCESS ANNE RD, NORFOLK, VA

OFFERING MEMORANDUM

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REPRESENTATIVE PHOTO

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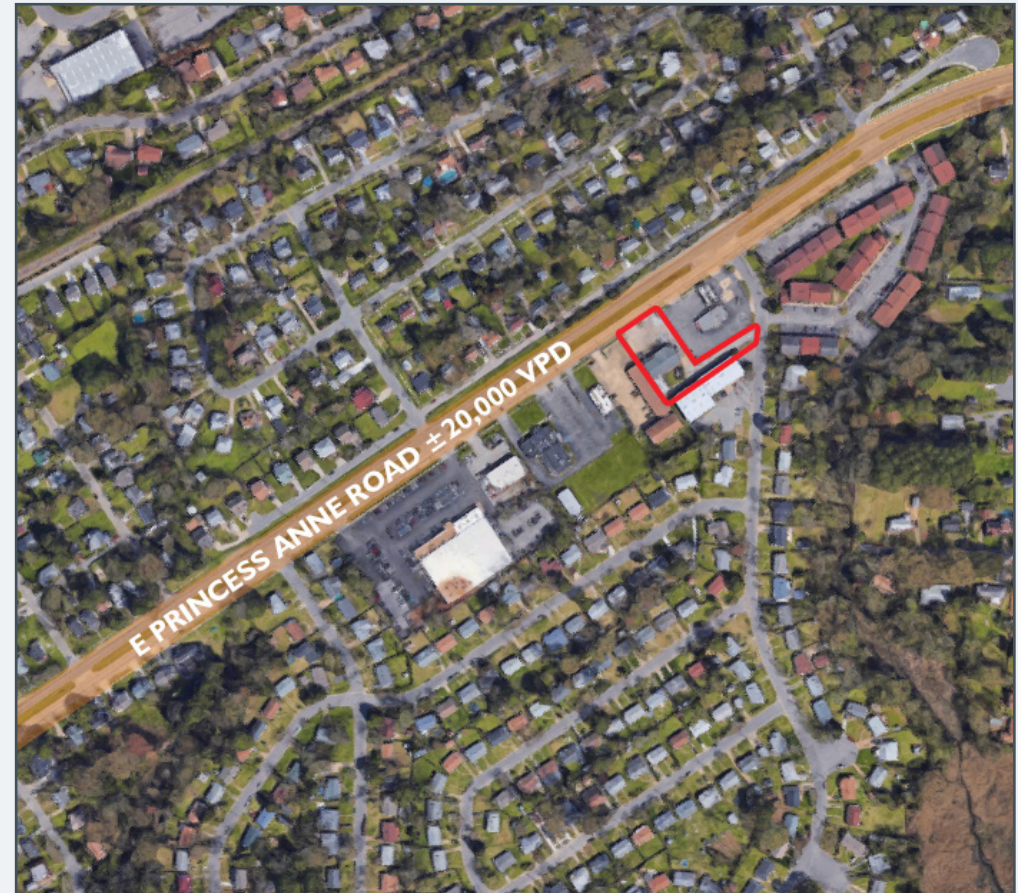
INVESTMENT HIGHLIGHTS

- » 7-Eleven has operated at the location for 50 years and has a history of superb sales at the site (last reported in 2016)
- » 7-Eleven recently extended its lease for ten (10) years, showing long-term commitment to the location
- » 7-Eleven also increased its rent by almost 50%, which speaks to the strength of the location
- » The barbershop tenant recently extended its lease for five (5) years, also showing long-term commitment to the location
- » Stable rental increases throughout initial terms and options to create a hedge against inflation. 7-Eleven has 10% rental increases every five (5) years while the barbershop has 2% annual increases
- » Dense area: over 104,000 people located within a 3-mile radius of the location
- » East Princess Anne Road boasts $\pm 20,000$ vehicles per day
- » The subject property is located:
 - » About one (1) mile from Norfolk International Airport which accommodates over 3,200,000 passengers annually, making it the fourth-busiest airport in the state of Virginia
 - » About one (1) mile from the newly constructed Norfolk Premium Outlets which is a 332,000 square foot outlet center in the heart of the Coastal Virginia region. The center currently has over 65 tenants and will eventually feature 90 designer and name-brand stores
 - » About two (2) miles from the Military Circle Mall which contains 68 shop spaces across nearly 1,000,000 square feet of retail floor area
- » National tenants located within a 1.5-mile radius, including: Home Depot, Walmart Supercenter, Target, PetSmart, IHOP, Chick-fil-A, Wendy's, KFC, Wells Fargo, Pep Boys, Farm Fresh, Party City, The UPS Store, Ruby Tuesday, Lowe's Home Improvement, Walgreens, Hooters, Starbucks, Taco Bell, Panera Bread, Burger King, Sonic, Tropical Smoothie Cafe, Uptown Buffet, Chipotle, Logan's Roadhouse, and more

INVESTMENT SUMMARY

» ADDRESS	5357-5359 East Princess Anne Rd Norfolk, VA 23502
» LIST PRICE	\$1,225,900
» NOI (YEAR 1)	\$85,486
» CAP RATE (YEAR 1)	7.00%
» GLA	± 4,203 SF
» YEAR BUILT	1968
» NO. OF STORIES	One
» NO. OF UNITS	Two
» LANDSCAPING	Professional
» TOPOGRAPHY	Generally Level

PARCEL MAP



ANCHOR TENANT SUMMARY

Tenant Trade Name	7-Eleven
Type of Ownership	Fee Simple
Lease Guarantor	7-Eleven Inc.
Lease Type	NN*
Roof and Structure	Landlord Responsible**
ROFR	Yes (20 Days)

YEAR 1 OPERATING DATA

	Monthly Rent	Annual Rent	Rent/SF
Revenue			
7-Eleven Rent	\$6,000	\$72,000	\$27.69
Barbershop	\$1,428	\$17,136	\$10.69
Total Revenue	\$7,428	\$89,136	\$21.21
Annual Slippage/Expenses			
Management Fee (3%)	\$2,674		
Estimated Maintenance	\$650 (\$0.25/SF for 7-Eleven portion)		
Total Slippage/Expenses	\$3,324		
Year 1 NOI	\$85,812		

TENANT SUMMARY

	Term Remaining	Original Lease Term	Lease Type	SF	Annual Rent	Rent Commencement Date	Lease Expiration Date	Increases	Options
7-Eleven	±8.50 Years	10 Years	NN*	±2,600 SF	\$72,000	9/1/1968	7/31/2027	10% every 5 Years	Three, 5-Year
Barbershop	±4.00 Years	5 Years	NNN	±1,603 SF	\$17,136	11/1/2010	4/30/2023	2% Annually	None

*For the 7-Eleven portion of the building, the Landlord is responsible to maintain and repair the exterior of the building including roof, structural soundness of the foundation, and exterior walls (excluding painting).

*7-Eleven reimburses the Landlord for the following expenses: real estate taxes, HVAC, parking lot, sidewalks, and additional CAM charges (stormwater, landscaping, sidewalks, etc)

*The Barbershop lease is NNN (pays 38% for its pro-rata share of real estate taxes, building repairs & maintenance, HVAC, and CAM)

****Landlord is willing to credit Buyer up to \$30,000 for roof replacement in the event a property inspection report shows there is minimal-to-no life remaining on the current roof; contact Selling agent(s) for more details**

TENANT OVERVIEW

» Company Name 7-Eleven, Inc.	» Year Founded 1927	» Headquarters Irving, TX
» Ownership Private	» Industry Convenience	» Website www.7-eleven.com

7-Eleven is the world's largest convenience store chain operating, franchising and licensing more than 70,000 stores in 18 countries and is also one of the nation's largest independent gasoline retailers. As the pioneer of the convenience store concept, 7-Eleven strives to meet the needs of convenience-oriented guests by providing a broad selection of fresh, high-quality products and services at everyday fair prices, speedy transactions, and a clean, friendly shopping environment. Each store maintains a selection of approximately 2,500 different products and services tailored to meet the needs and preferences of its local clientele. Stores typically vary in size from 2,400 to 3,000 square feet and are most often located on corners to maximize visibility and allow for easy access.

The company's iconic products have become a substantial part of American culture from its well-known Big Gulp® fountain soft drink and Big Bite® grill items to the Slurpee® beverage and its fresh-brewed coffee. 7-Eleven's food service offerings bring guests a proprietary line of prepared-fresh-daily and daily delivered deli sandwiches, wraps, breakfast sandwiches and a wide assortment fruits, salads and baked goods. Serving guests 24 hours a day is one of the cornerstones of 7-Eleven's business.

±48,000 **±70,000**

Employees

Locations



REPRESENTATIVE PHOTO

TENANT MAP



Norfolk International Airport

- » Accommodates over 3,200,000 passengers annually, making it the fourth-busiest airport in the state of Virginia

Norfolk Premium Outlets

- » A 332,000 square foot outlet center in the heart of the Coastal Virginia region with over 50 tenants and will eventually feature 90 designer and name-brand stores

Military Circle Mall

- » contains 68 shop spaces across nearly 1,000,000 square feet of retail floor area

NORFOLK, VA

Norfolk is located at the core of the Hampton Roads metropolitan area, named for the large natural harbor of the same name located at the mouth of Chesapeake Bay. It is one of nine cities and seven counties that constitute the Hampton Roads metro area, officially known as the Virginia Beach-Norfolk-Newport News, VA-NC MSA. The city is bordered to the west by the Elizabeth River and to the north by the Chesapeake Bay. It also shares land borders with the independent cities of Chesapeake to its south and Virginia Beach to its east. Norfolk is one of the oldest cities in Hampton Roads and is considered to be the historic, urban, financial, and cultural center of the region.

The city has a long history as a strategic military and transportation point. The largest Navy base in the world, Naval Station Norfolk, is located in Norfolk along with one of NATO's two Strategic Command headquarters. The city also has the corporate headquarters of Norfolk Southern Railway, one of North America's principal Class I railroads, and Maersk Line, Limited, which manages the world's largest fleet of US-flag vessels. As the city is bordered by multiple bodies of water, Norfolk has many miles of riverfront and bayfront property, including beaches on the Chesapeake Bay. It is linked to its neighbors by an extensive network of Interstate highways, bridges, tunnels, and three bridge-tunnel complexes, which are the only bridge-tunnels in the United States.

DEMOGRAPHICS

POPULATION	1 - MILE	3 - MILE	5 - MILE
2023 Projection	9,081	107,225	316,013
2018 Estimate	8,910	104,817	308,862
2010 Census	8,808	102,713	302,205
HOUSEHOLDS	1 - MILE	3 - MILE	5 - MILE
2023 Projection	3,439	41,266	125,481
2018 Estimate	3,360	40,098	121,832
2010 Census	3,285	38,751	117,387
INCOME	1 - MILE	3 - MILE	5 - MILE
Average Household Income	\$64,550	\$63,406	\$70,303



NORFOLK ECONOMY

Norfolk serves as the commercial and cultural center for the geographical region of Hampton Roads (and in its political structure of independent cities). The waterways which almost completely surround the Hampton Roads region also play an important part in the local economy. As a strategic location at the mouth of the Chesapeake Bay, its protected deep water channels serve as major arteries for the import and export of goods from across the Mid-Atlantic, Mid-West, and international destinations, as well as being the location of the world's largest naval base.

MILITARY

Hampton Roads is a major military center, particularly for the United States Navy, and Norfolk serves as the home for the most important of these regional installations, Naval Station Norfolk. Located on Sewell's Point Peninsula, in the northwest corner of the city, the installation is the current headquarters of the Atlantic Fleet, as well as being home port for the 2nd Fleet, which comprises approximately 62,000 active duty personnel, 75 ships, and 132 aircraft. The base also serves as the headquarters of the Allied Command Transformation (NATO) and the United States Joint Forces Command.

COMMERCIAL PORTS

After the military, the 2nd largest and most important industry for Hampton Roads and Norfolk based on economic impact is the region's cargo ports. Headquartered in Norfolk, the Virginia Port Authority (VPA) is a Commonwealth of Virginia owned-entity that, in turn, owns and operates three major port facilities in Hampton Roads for break-bulk and container type cargo. In Norfolk, Norfolk International Terminals (NIT) represents one of those three facilities and is the location of the world's largest and fastest container cranes. Most major shipping lines have a permanent presence in the region with some combination of sales, distribution, and/or logistical offices, many of which are located in Norfolk.

TOURISM

The rebirth of downtown Norfolk and the construction of a cruise ship pier at the foot of Nauticus in downtown has driven tourism to become an increasingly important part of the city's economy. Tourism and conventions employ nearly 7,000 workers in Norfolk, generates \$27.1 million in state taxes, and \$22.6 million in local tax revenue. Travelers to Norfolk spend nearly \$745 million annually.



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **7-Eleven & Barbershop** located at **5357-5359 East Princess Anne Road, Norfolk, VA 23502** (“Property”). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.



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