

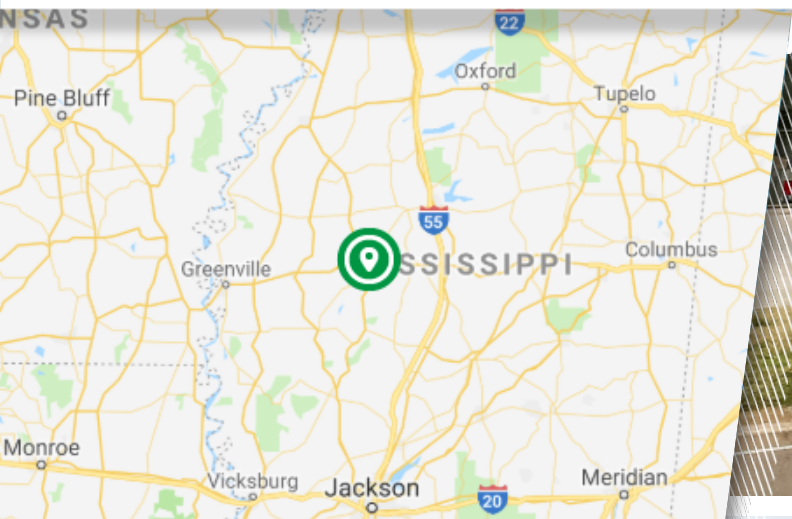
# ADVANCE AUTO PARTS

GREENWOOD, MS

Strong Corporate Guarantee | 6.4% Rent to Sales



NASDAQ: AAP - S&P: BBB- STORE #8028



972 US-82  
Greenwood, MS 38930

Offering Memorandum



FranklinStreet

Actual Site Photos Shown Throughout Package | [FranklinSt.com](http://FranklinSt.com)







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NASDAQ: AAP - S&P: BBB- STORE #8028

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## RETAILER MAP







## INVESTMENT HIGHLIGHTS

- Located along the main retail thoroughfare
- Corporate Guarantee (S&P BBB-)
- Advance Auto Parts partnered with Walmart
- Less than 1 mile from Greenwood's largest employer (Greenwood Leflore Hospital)
- Strong store sales (6.4% rent to sales ratio)
- Situated among national tenants including McDonalds, Walmart, Tractor Supply Co, and JC Penney
- Solid traffic counts (23,000 US-82)

## INVESTMENT SUMMARY

Franklin Street is pleased to present this Advance Auto Parts investment property located in Greenwood, MS.

Advance Auto Parts is publicly traded on NASDAQ (AAP) and part of the S&P 500 with a market cap of \$11.05 billion and net income of \$423 million with a credit rating of BBB- for S&P and Baa2 for Moody's. Advance Auto Parts operates over 5,200 stores and has recently partnered with the retail giant, Walmart to provide Walmart customers to access to Advance Auto Parts aftermarket products.

The lease is a 3 year NN lease with fixed rental increases in the renewal options and minimal landlord management obligations. Advance Auto Parts in Greenwood, MS out-positions its competitors in the market as it is located along the busy and dense retail corridor of US-82 with around a 23,000 traffic count. This could be a great asset to consider with the potential for long term income at a good price with fair rent with a strong publicly traded tenant.





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## OFFERING HIGHLIGHTS



972 US-82, Greenwood, MS 38930

PRICE: \$1,558,384

CAP RATE: 7.45%

NET OPERATING INCOME: \$116,148.00

LAND AREA: 0.94 ACRES / 40,946 SF

BUILDING SIZE: 6,972 SF

YEAR BUILT: 2007

PARCEL NUMBER: 8509031301000

GUARANTEE: CORPORATE

LANDLORD RESPONSIBILITIES: SLAB, FOUNDATION,  
STRUCTURE,  
PARKING LOT, ROOF, HVAC

OWNERSHIP: FEE SIMPLE

LEASE TYPE: NN

TENANCY: SINGLE

TERM REMAINING: 3 YEARS

RENT INCREASES: 5% IN EACH OPTION

RENT COMMENCEMENT: 3/15/2007

RENT EXPIRATION: 3/31/2022



**23,000 VPD**

Travel daily along US-82



**23,193+ RESIDENTS**

Within 5 miles of the property



## LEASE ABSTRACT

| Base Rent    | Lease Years | Lease Dates           | Per SF  |
|--------------|-------------|-----------------------|---------|
| Primary Term | 1 - 15      | 3/15/2007 - 3/31/2022 | \$16.66 |

| Option Rent      | Lease Years | Lease Dates          | Per SF  |
|------------------|-------------|----------------------|---------|
| 1st Renewal Term | 16 - 20     | 4/1/2022 - 3/31/2027 | \$17.49 |
| 2nd Renewal Term | 21 - 25     | 4/1/2027 - 3/31/2032 | \$18.37 |
| 3rd Renewal Term | 26 - 30     | 4/1/2032 - 3/31/2037 | \$19.29 |

|                    |   |
|--------------------|---|
| OWNERSHIP:         | FEE SIMPLE  |
| LEASE TYPE:        | NN  |
| TENANT/GUARANTTEE: | CORPORATE   |
| # OF LOCATIONS:    | 4,380   |
| REVENUE:           | \$9B +  |
| WEBSITE            | <a href="https://shop.advanceautoparts.com/">HTTPS://SHOP.ADVANCEAUTOPARTS.COM/</a> |

### Lease Term

15 year Primary Term

### Remaining Renewal Option(s)

Three, 5-year Renewal Options

### Increases

5% at the Beginning of Each Renewal Option

### Advance Auto Parts (NYSE: AAP)

Advance Auto Parts is a leading automotive aftermarket parts provider in North America, serving both professional installers (“Professional”), and “do-it-yourself” (“DIY”), customers as well as independently owned operators. Their stores and branches offer a broad selection of brand name, original equipment manufacturer (“OEM”) and private label automotive replacement parts, accessories, batteries and maintenance items for domestic and imported cars, vans, sport utility vehicles and light and heavy duty trucks. As of December 29, 2018, they operated 4,966 total stores and 143 branches primarily under the trade names “Advance Auto Parts”, “Autopart International”, “Carquest” and “Worldpac”.

Advance Auto Parts was founded in 1929 as Advance Stores Company, Incorporated and operated as a retailer of general merchandise until the 1980s. During the 1980s, they began targeting the sale of automotive parts and accessories to DIY customers. Advance Auto Parts initiated our Professional delivery program in 1996 and have steadily increased our sales to Professional customers since 2000. They have grown significantly as a result of comparable store sales growth, new store openings and strategic acquisitions. Advance Auto Parts, Inc., a Delaware corporation, was incorporated in 2001 in conjunction with the acquisition of Discount Auto Parts, Inc. In 2014, we acquired General Parts International, Inc. (“GPI”), a privately held company that was a leading distributor and supplier of original equipment and aftermarket automotive replacement products for Professional markets operating under the Carquest and Worldpac names.



## ADDITIONAL PHOTOS







## LOCATION OVERVIEW

### GREENWOOD, MS

Greenwood, founded in 1844 is a city and the county seat of Leflore County, Mississippi. Once known as the Cotton Capital of the world, Greenwood is now known for its quality of life and small-town charm.

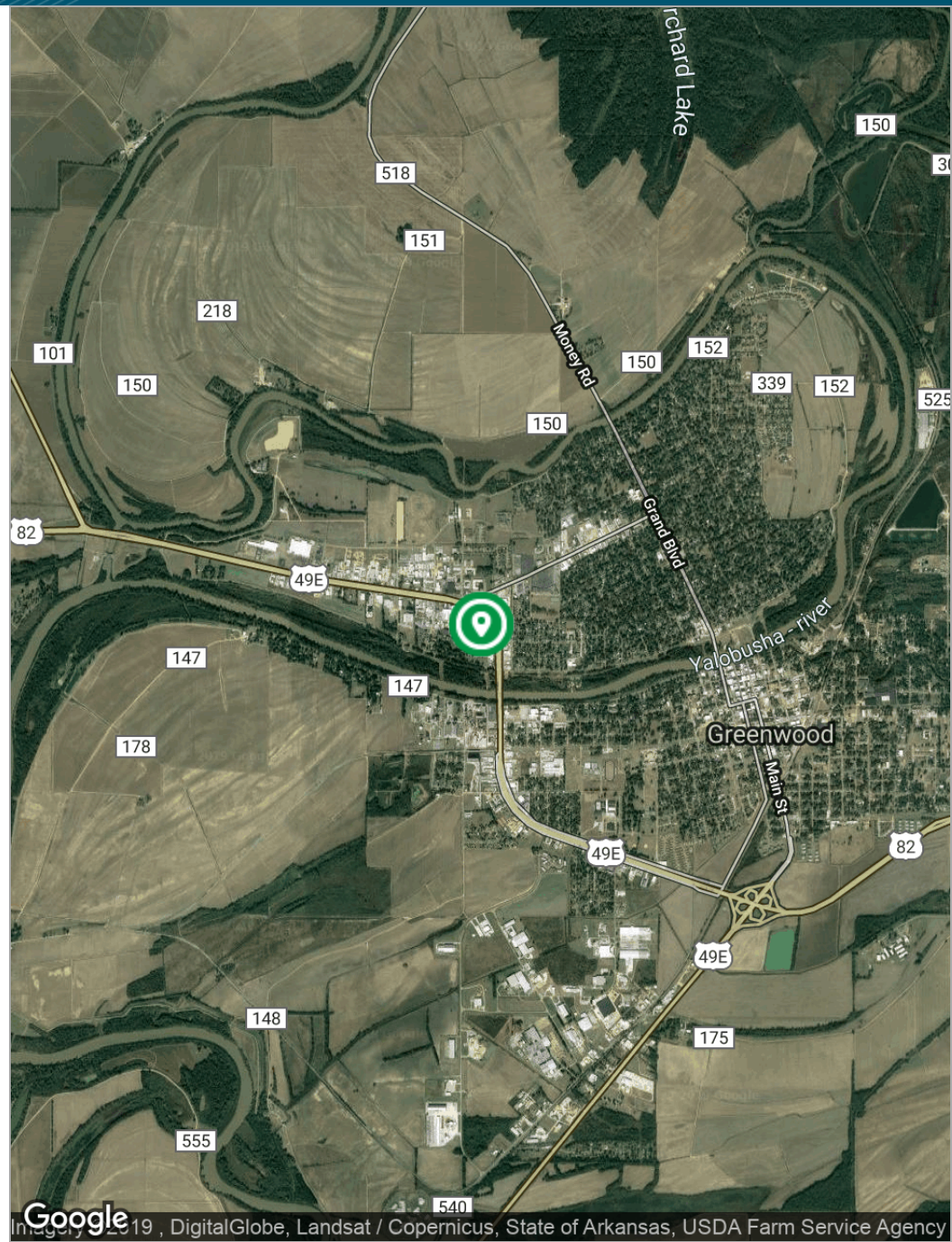
As of 2018, Greenwood had a population of 14,786 with an average household income of \$46,185. The racial and ethnic composition of Greenwood is 1.7% Hispanic, 29.5% White, 67.4% African American, 0.2% American Indian and Alaska Native.

Located just off its main thoroughfare Hwy 82, Greenwood boasts its large 208 bed hospital, Greenwood Leflore Hospital which employs over 1,000 people. Notable companies such as Viking Range corporation which employs 1,000 people are happy to call Greenwood home.





REGIONAL & LOCAL MAP





## AREA DEMOGRAPHICS

|                                | 1 MILE   | 3 MILES   | 5 MILES   |
|--------------------------------|----------|-----------|-----------|
| <b>POPULATION</b>              |          |           |           |
| Total population               | 4,682    | 19,981    | 23,193    |
| Median age                     | 33.0     | 33.9      | 33.8      |
| Median age (Male)              | 32.7     | 31.9      | 31.8      |
| Median age (Female)            | 32.0     | 34.4      | 34.6      |
| <b>HOUSEHOLDS &amp; INCOME</b> |          |           |           |
| Total households               | 1,630    | 7,022     | 8,074     |
| # of persons per HH            | 2.9      | 2.8       | 2.9       |
| Average HH income              | \$30,704 | \$39,273  | \$39,041  |
| Average house value            | \$94,214 | \$123,550 | \$125,532 |

*\* Demographic data derived from 2010 US Census*



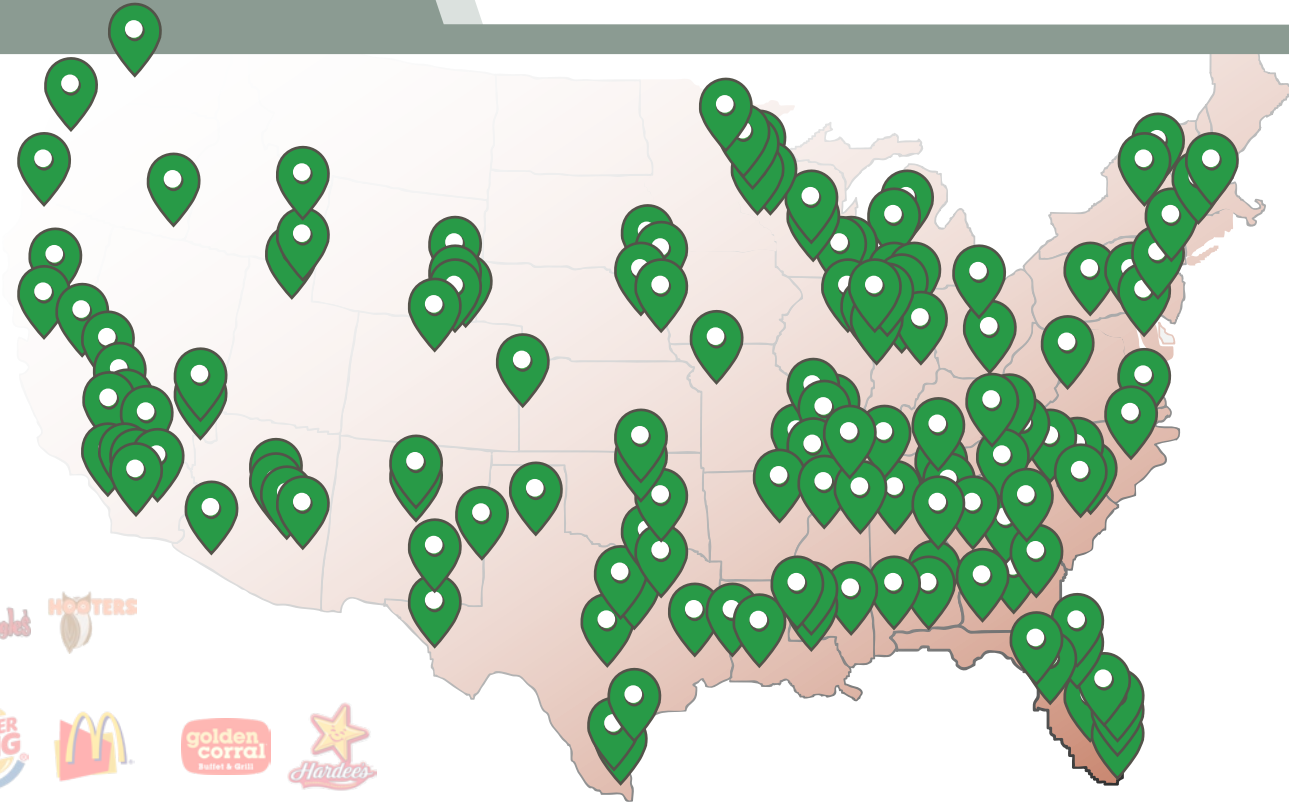


# CAPABILITIES FLYER

Net Lease Services - Franklin Street



COMBINED TEAM EXPERIENCE OF  
**20+ YEARS IN NET-LEASE  
TYPE PROPERTIES**



**OVER A BILLION  
DOLLARS OF NET  
LEASE DEALS DONE  
COAST TO COAST**

**BUYER & SELLER REPRESENTATION**

**SALE LEASEBACK ANALYSIS**

**LEASE NEGOTIATION**

**SECOND OPINION SERVICE**

**1031 EXCHANGES**

**SITE INSPECTIONS**

**VALUE OPTIONS**





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## MEET THE TEAM



**Two Decades of Real Estate and Capital Markets Experience.** We firmly believe both are equally important to your wealth creation and preservation! With real estate strength and capital weakness you can find the best investments but never successfully assemble the equity and or debt capital to invest. With capital strength and real estate weakness you can have what is needed to invest but make bad decisions that diminish your capital or even worse make it disappear. It is critical that you partner with those who have a handle on both key components that build and keep sound investments. Showing value for our clients is what we do best.

On the real estate side, we focus on single and multi-tenant net lease investment properties to include retail, industrial and medical office totaling over half a billion in sales in 39 of the 50 states nation-wide. We have had the pleasure of representing numerous private retail, family office, REITs and institutional investors aiding them in a full spectrum of income, growth, and or value oriented strategies.

On the capital market side of real estate, our team is experienced in raising capital for REITs and private placements for one of the largest privately held real estate funds in the nation in lodging, leisure, multi-family, senior housing & healthcare, and other non-core investment asset classes. This understanding of the REIT industry makes us uniquely qualified to skillfully assist clients in understanding and negotiating through the impact broader markets have on the properties they plan to buy, sell, or re-lease.

We have a concentration in restaurant investment sales spanning nationwide franchisor and or franchisee sites with the following concepts: **McDonald's, Chick-fil-A, Panera Bread, Burger King, Taco Bell, Wendy's, Chipotle, Starbucks, Jack in the Box, Whataburger, KFC, Pizza Hut, Hardee's, Sonic, Arby's, Bojangles', MOD Pizza, Jersey Mike's, Jimmy John's, Marco's Pizza, Domino's, Hooters, Church's, Krystal, Zaxby's, Checkers, Rally's, Backyard Burgers, Captain D's, Ruth's Chris, Chili's, Applebee's, TGI Fridays, Perkins, Cracker Barrel, Golden Corral, IHOP, Denny's, Village Inn, Cici's Pizza, Roadhouse Grill, Home-town Buffet, Old Country Buffet, Jack's Hamburgers, Tumbleweeds, and the former the Steak & Ale, & Bennigans.**

Additionally, our net lease advisory services to our valued clients include successful purchase and sales with branded tenants like: **Dollar General, Dollar Tree, RaceTrac, WaWa, 7-Eleven, Tractor Supply, KinderCare, K-Mart, AT&T, T-Mobile, U.S Bank, Aspen Dental, DaVita Dialysis, PetsMart, Mattress Firm and FedEx.** We have also represented non-branded healthcare net lease for radiology, chiropractic, orthopedic, oncology, and dental care practices. Some of the real estate professional services we are honored to provide our clients with are market pricing analysis, sale lease-back analysis, site inspection, lease negotiation, and second opinion services.

Know that we take your trust and the honor to serve your individual investment needs very seriously; and our fiduciary responsibility to put your best interest first and foremost is our sole focus. That also means we conduct business with the strictest of confidentiality and without self-promotion that may cause attention from others that is not welcomed. Speaking of confidentiality, referrals are welcomed and treated with the utmost of care. We will never forget to honor the client who referred us new business by continuing to always put them first. Thank you in advance for allowing us the opportunity to be a part of your wealth creation and preservation!

