

ELEMENTIS
SPECIALTIES

RESIDENTIAL
NEIGHBORHOODS

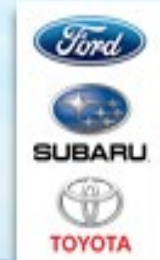
Westside
Mini-Storage

ASSOCIATED WINE & SPIRITS



RELIGIOUS SERVICES
CENTRAL
GLASS
COMPANY
JP AUTO REPAIR
REGIONAL TENANTS

PATRICK STREET PLAZA SHOPPING CENTER



Builders
FirstSource
CONTEMPORARY
GALLERIES

Kanawha Valley
Senior Services

Chris Dutch
Stained Glass
TUCKER



HOOTEN EQUIPMENT
COMPANY, LLC.

AUTOZONE | CHARLESTON, WV

(CORPORATE LEASE) Centralized Infill Location

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Shaded lot area is approximate and the actual property boundary may vary. Buyer will need to verify during their Due Diligence period.

Actual Location

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other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

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PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

AUTOZONE
977 VIRGINIA STREET WEST
CHARLESTON, WV 25302

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EXCLUSIVELY LISTED BY:

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6,218

THERE ARE 6,218 AUTOZONE PARTS STORES & 12 DISTRIBUTION CENTERS NATIONWIDE ACROSS 50 STATES AND PUERTO RICO, MEXICO & BRASIL⁽¹⁾

\$11.221 B

GENERATED A RECORD \$11.221 BILLION IN SALES IN FISCAL YEAR 2018, WITH DOMESTIC SAME STORE SALES UP 1.8% OVER FISCAL 2017⁽²⁾

TENANT OVERVIEW

AUTOZONE | CHARLESTON, WV
(CORPORATE LEASE)

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(1) Lease is guaranteed by AutoZone Parts, Inc.. The Tenant under the Lease is AutoZone Parts, Inc., a Nevada corporation.

(2) Source: www.investors.autozone.com

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AUTOZONE⁽¹⁾



AutoZone is the leading retailer and a leading distributor of automotive replacement parts and accessories in the United States. Each store carries an extensive product line for cars, sport utility vehicles, vans and light trucks, including new and remanufactured automotive hard parts, maintenance items, accessories, and non-automotive products. Many stores also have a commercial sales program that provides commercial credit and prompt delivery of parts and other products to local, regional and national repair garages, dealers, service stations, and public sector accounts. AutoZone also sells the ALLDATA brand diagnostic and repair software through www.alldata.com and www.alldatadiy.com. Additionally, we sell automotive hard parts, maintenance items, accessories, and non-automotive products through www.autozone.com and our commercial customers can make purchases through www.autozonepro.com. AutoZone does not derive revenue from automotive repair or installation. As of November 17, 2018, the Company had 5,631 stores in 50 states across the nation, the District of Columbia and Puerto Rico, 567 stores in Mexico, and 20 stores in Brasil for a total store count of 6,218.

- ▶ AUTOZONE IS A FORTUNE 300 COMPANY, RANKED #278
- ▶ INVESTMENT GRADE CREDIT RATING OF “BBB” FROM STANDARD & POOR’S AND “BAA1” FROM MOODY’S
- ▶ GENERATED A RECORD \$11.221 BILLION IN SALES IN FISCAL YEAR 2018, WITH DOMESTIC SAME STORE SALES UP 1.8% OVER FISCAL YEAR 2017
- ▶ THE DOMESTIC COMMERCIAL BUSINESS SEGMENT GREW 7.3% IN FISCAL 2018 VERSUS 5.7% IN FISCAL 2017. FOURTH QUARTER FISCAL 2018 COMMERCIAL SALES GREW 8.8%
- ▶ MORE THAN 5,631 AUTOZONE RETAIL STORES IN 50 STATES ACROSS THE UNITED STATES
- ▶ THE GLOBAL AUTOMOTIVE AFTERMARKET IS A \$200B INDUSTRY WITH 50% OF THE MARKET SHARE IN THE U.S.A.
- ▶ NEXT DAY HOME DELIVERY IS NOW AVAILABLE FOR UP TO 100,000 DIFFERENT PARTS AND ACCESSORIES IN 83 MARKETS, COVERING ROUGHLY 80% OF THE U.S. POPULATION

(1) Sources: www.investors.autozone.com, www.forbes.com, Standard & Poor’s, Moody’s

AUTOZONE 1ST QUARTER RESULTS⁽¹⁾



Press Release - Memphis, December 4th, 2018

AutoZone 1st Quarter Same Store Sales Increase 2.7%; EPS Increases 34.7% to \$13.47

AutoZone, Inc. (NYSE: AZO) today reported net sales of \$2.6 billion for its first quarter (12 weeks) ended November 17, 2018, an increase of 2.0% from the first quarter of fiscal 2018 (12 weeks). Domestic same store sales, or sales for stores open at least one year, increased 2.7% for the quarter.

Net income for the quarter increased 25.1% over the same period last year to \$351.4 million, while diluted earnings per share increased 34.7% to \$13.47 per share from \$10.00 per share in the year-ago quarter. Net income and diluted earnings per share benefitted from a lower effective income tax rate, primarily due to Tax Reform.

For the quarter, gross profit, as a percentage of sales, was 53.7% (versus 52.8% for the same period last year). The increase in gross margin was primarily attributable to the impact of the sale of two businesses completed in the prior year (65 bps) and higher merchandise margins. Operating expenses, as a percentage of sales, were 35.2% (versus 34.6% the same period last year), with deleverage primarily driven by domestic store payroll (56 bps).

Under its share repurchase program, AutoZone repurchased 654 thousand shares of its common stock for \$497.1 million during the first quarter, at an average price of \$760 per share. At the end of the first quarter, the Company had \$985 million remaining under its current share repurchase authorization.

The Company’s inventory increased 2.0% over the same period last year, driven by new stores and increased product placement, partially offset by the impact of the sale of two businesses completed in the prior year. Inventory per location was \$658 thousand versus \$663 thousand last year and \$636 thousand last quarter. Net inventory, defined as merchandise inventories less accounts payable, on a per location basis, was a negative \$59 thousand versus negative \$52 thousand last year and negative \$75 thousand last quarter.

“I want to thank all AutoZoners across the company for their tremendous efforts during our first fiscal quarter. Their dedication and commitment to superior service resulted in a strong start to our new year. As we entered the quarter, we knew we had difficult comparisons to last year’s first quarter due to the prior year’s sales benefit from three major hurricanes. Our team delivered very solid performance in DIY and our Commercial growth accelerated again reaching our highest growth since 2015. Our industry fundamentals remain strong and we continue to be excited about the initiatives we have underway to further enhance our inventory availability, to continue to accelerate commercial and to meet our customers how, when and where they want to be met with our omni-channel initiatives. As we continue to invest in our business, we remain committed to our disciplined approach of increasing operating earnings and cash flow, and utilizing our balance sheet and capital effectively,” said Bill Rhodes, Chairman, President and Chief Executive Officer.

During the quarter ended November 17, 2018, AutoZone opened 13 new stores and relocated one store in the U.S. and opened three new stores in Mexico. As of November 17, 2018, the Company had 5,631 stores in 50 states in the U.S., the District of Columbia and Puerto Rico, 567 stores in Mexico, and 20 stores in Brazil for a total store count of 6,218.

(1) Source: <https://investors.autozone.com/news-releases/news-release-details/autozone-1st-quarter-same-store-sales-increase-27-eps-increases>

NNN
GROUND LEASE

NO LANDLORD MAINTENANCE OR
MANAGEMENT RESPONSIBILITIES

5.00%
RENT INCREASES

RENT INCREASES
IN EACH OPTION⁽¹⁾

INVESTMENT
OVERVIEW

AUTOZONE | CHARLESTON, WV
(CORPORATE LEASE)



Marcus & Millichap

(1) Buyer will need to verify the accuracy of these estimates during their Due Diligence process.

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INVESTMENT OVERVIEW

ABSOLUTE NNN GROUND LEASE

The subject property operates under an Absolute NNN Ground Lease, with approximately 10-years remaining and no Landlord management or maintenance responsibilities whatsoever.

CORPORATELY GUARANTEED LEASE

The Lease is corporately guaranteed by AutoZone Inc., and offers rent increases every 5-Years throughout the primary term and 2, 5-Year Renewal Option Periods.

ANNUALLY RANKED AS A FORTUNE 300 COMPANY

AutoZone, Inc. (NYSE: AZO) is comprised of three business segments. The Automotive Parts Locations is the largest division of the company, which is the retail segment that distributes automotive replacement parts and accessories through the company's stores in the United States, Puerto Rico, Mexico and Brasil. As the nation's leading retailer and leading distributor, AutoZone generated a record \$11.221 billion in sales in fiscal year 2018, with domestic same store sales up 1.8% over fiscal 2017. There are a total of 6,218 AutoZone retail stores and 12 Distribution Centers across 50 states, Puerto Rico, Mexico and Brasil.

WELL-ESTABLISHED LOCATION WITH STRONG DEMOGRAPHICS

The subject property has an 18-year operational history at this location, with direct street frontage along West Washington Street, the main east-west thoroughfare in North Charleston. Located near Walgreens, Kroger, KFC, Advance Auto Parts, NAPA Auto Parts, Wendy's and Family Dollar. There are strong demographics in Charleston with average household incomes of \$71,799 within a 5-mile radius.

AUTOZONE, INC.⁽¹⁾

- AutoZone is the nation's leading retailer and leading distributor of automotive replacement parts and accessories in the United States
- Investment Grade Credit Rating of "BBB" from Standard & Poor's and "Baa1" from Moody's
- 6,218 AutoZone retail stores and 12 Distribution Centers nationwide across 50 states and 3 countries
- Generated a record \$11.221 billion in sales in fiscal year 2018, with domestic same store sales up 1.8% over fiscal 2017
- AutoZone is a Fortune 300 Company, ranked #278
- Next day home delivery is now available for up to 100,000 different products in 83 markets, covering roughly 80% of the U.S. population

(1) Source: www.investors.autozone.com



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OFFERING HIGHLIGHTS

AUTOZONE - CHARLESTON, WEST VIRGINIA

977 Virginia Street West, Charleston, West Virginia 25302

OFFERING PRICE

\$1,042,000

CAP RATE

6.00%

Net Operating Income	\$62,508
Lease Type	Absolute NNN Ground Lease
Lease Commencement	3/21/2001
Lease Expiration Date	12/31/2028
Year Built	2001 ⁽¹⁾
Rentable Area	6,116 SF ⁽¹⁾
Lot Size	0.48 Acres ⁽¹⁾
Increases	5% in Option Periods ⁽¹⁾
Options	(2) Five-Year Options
Guarantee	Corporate Guarantee ⁽¹⁾

(1) Year Built, Rentable Area, Lot Size, Lease Terms and Guarantee are approximate. Buyer will need to verify the accuracy of these estimates during their Due Diligence process.

RENT ROLL

SUBJECT PROPERTY INFO		LEASE TERMS		CURRENT	RENT INCREASES		LEASE
TENANT TRADE NAME	RENTABLE AREA	COMMENCEMENT	EXPIRATION	NOI	INCREASES	OPTIONS	NEXT ESCALATION
AUTOZONE, INC. (NYSE: AZO)	6,116 SF ⁽¹⁾	3/21/2001	12/31/2028	\$62,508	RENT INCREASES OF 5% EACH OPTION ⁽¹⁾	2, 5-YEAR RENEWAL OPTIONS	1ST OPTION
							ABSOLUTE NNN GROUND LEASE



Actual Location

#2 COAL PRODUCER

WEST VIRGINIA WAS THE 2ND LARGEST COAL PRODUCER IN THE NATION,
ACCOUNTING FOR 11% OF U.S. TOTAL COAL PRODUCTION IN 2017 ⁽¹⁾

\$371 MILLION

WEST VIRGINIA SITS ATOP THE MARCELLUS SHALE FORMATION, CONTRIBUTING \$371 MILLION
IN GROSS ECONOMIC OUTPUT, \$68 MILLION IN TAXES AND \$189 MILLION IN VALUE ADDED ⁽¹⁾

LOCATION OVERVIEW

AUTOZONE | CHARLESTON, WV
(CORPORATE LEASE)

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(1) Sources: www.eia.gov, www.redp.org

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LOCATION OVERVIEW



\$371 MILLION IN GROSS ECONOMIC OUTPUT & \$68 MILLION IN TAXES FROM THE MARCELLUS SHALE FORMATION WELL ACTIVITY

\$71,799 AVERAGE HHI WITHIN 5 MILES OF SUBJECT PROPERTY

WEST VIRGINIA IS THE SECOND LARGEST COAL PRODUCER IN THE NATION

HOME TO THE MARCELLUS SHALE FORMATION⁽¹⁾

With Big Oil as the driving economic force of the Northern Panhandle, West Virginia is home to many of the active oil rigs and mineral owners of the Marcellus Shale Formation. This petroleum rich region is comparable to the Ghawar Oil Field of Saudi Arabia, both in output and basinal area. Interest in the Marcellus Shale in West Virginia has drawn companies from other parts of the United States and the world to lease land and elevate the gas potential of the Marcellus by drilling both vertical and horizontal wells. Maintaining its rank as the second largest coal producer in the nation, coal production in West Virginia accounts for 11% of U.S. total production in 2017. Evidence of this prolific activity is the significant increase in exploration permits since 2005. Shale permits issued in the state have exceeded those of any other Marcellus shale states. These wells have contributed \$371 million in gross economic output, \$189 million in value added, \$86 million in direct payments to households, over 2200 jobs and \$68 million in taxes. West Virginia ranks 11th for natural gas production and is the only net exporter of natural gas east of the Mississippi River. The subject property is strategically positioned at the center of this oil boom, with the city of Charleston serving as a retail hub midway between Columbus and Charlotte, and Washington, D.C. and Louisville. Recognizing its role in this historic era, Charleston is proactively widening and restructuring roadways to alleviate congestion, accommodate the significant growth, and improve the flow of local traffic and the commercial transport of equipment and supplies to the area.

(1) Source: www.redp.org



AERIAL VIEW

The subject property is centrally located in Charleston, West Virginia, sitting atop the Marcellus Shale Formation. Wells in the region contribute 2200 jobs, \$371 million in gross economic output and \$68 million in taxes.



\$11.221 B || 100,000

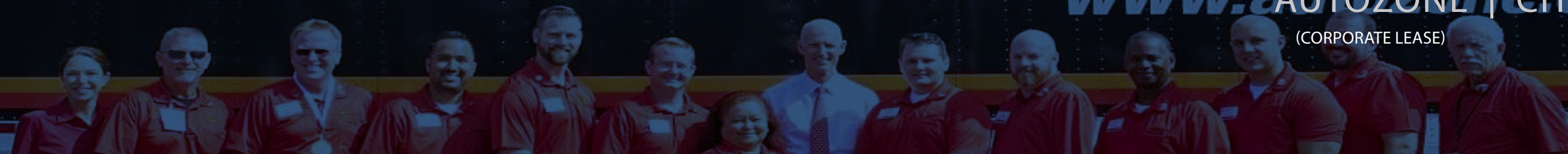
GENERATED A RECORD \$11.221 BILLION
IN SALES IN FISCAL YEAR 2018⁽¹⁾

NEXT DAY HOME DELIVERY IS AVAILABLE FOR
UP TO 100,000 PRODUCTS IN 83 MARKETS⁽¹⁾

MARKET OVERVIEW

To Last 10,000 Miles!

www.autozone.com
AUTOZONE | CHARLESTON, WV
(CORPORATE LEASE)



Marcus & Millichap

(1) Source: www.investors.autozone.com

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HOUSEHOLD INCOME

YEAR 2018	1 MILE	3 MILES	5 MILES
AVERAGE	\$52,102	\$68,805	\$71,799
MEDIAN	\$32,751	\$43,106	\$45,353

POPULATION

YEAR	1 MILE	3 MILES	5 MILES
2023 Projection Total Population	10,301	41,560	70,874
2018 Census Total Population	10,513	42,279	71,983
2010 Census Total Population	10,907	43,688	74,258

Source: Marcus & Millichap Research Services, CoStar



DOWNTOWN CHARLESTON, WV

With Big Oil as the driving economic force of the Northern Panhandle, West Virginia is home to many of the active oil rigs and mineral owners of the Marcellus Shale Formation. This petroleum rich region is comparable to the Ghawar Oil Field of Saudi Arabia, both in output and basinal area. Interest in the Marcellus Shale in West Virginia has drawn companies from other parts of the United States and the world to lease land and elevate the gas potential of the Marcellus by drilling both vertical and horizontal wells. Maintaining its rank as the second largest coal producer in the nation, coal production in West Virginia accounts for 11% of U.S. total production in 2017. Evidence of this prolific activity is the significant increase in exploration permits since 2005. Shale permits issued in the state have exceeded those of any other Marcellus shale states. These wells have contributed \$371 million in gross economic output, \$189 million in value added, \$86 million in direct payments to households, over 2200 jobs and \$68 million in taxes. West Virginia ranks 11th for natural gas production and is the only net exporter of natural gas east of the Mississippi River. The subject property is strategically positioned at the center of this oil boom, with the city of Charleston serving as a retail hub midway between Columbus and Charlotte, and Washington, D.C. and Louisville. Recognizing its role in this historic era, Charleston is proactively widening and restructuring roadways to alleviate congestion, accommodate the significant growth, and improve the flow of local traffic and the commercial transport of equipment and supplies to the area.

Rich in heritage and deep in culture, West Virginia is a must for history buffs and lovers of music. Well-known for its incredible outdoor adventures, residents and visitors alike can also escape to the luxurious spas, art galleries and delicious local eateries. A mix of multi-cultural musical roots such as bluegrass, gospel and blues draw crowds by the thousands to the unique venues and festivals held in Charleston. Travel the country roads and discover the legends of the Civil War battlefields and preserved mining shafts. The Mountain State is home to world-class adventure and exploration. Discover the beauty and unique style of Appalachian living today!





AUTOZONE | CHARLESTON, WV

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JANE SCOTT
WV Broker of Record