

MATTRESS FIRM

3803 Oleander Dr., Wilmington, NC 28403

OFFERING MEMORANDUM

**STORE RECENTLY REPORTED A 200% SALES
INCREASE YEAR-OVER-YEAR**



FOR MORE INFORMATION, PLEASE CONTACT:

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DISCLOSURE

This offering has been prepared solely for informational purposes. It is designed to assist a potential investor in determining whether it wishes to proceed with an in-depth investigation of the subject property. While the information contained herein is from sources deemed reliable, it has not been independently verified by S.L. Nusbaum Realty Co.

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The Seller reserves the right to withdraw the Property being marketed at any time without notice, to reject all offers, and to accept any offer without regard to the relative price and terms of any other offer.

Prospective Buyers shall be responsible for their costs and expenses of investigating the Property and all other expenses, professional or otherwise, incurred by them.

FINANCIAL OVERVIEW

TENANT SUMMARY

TENANT TRADE NAME	MATTRESS FIRM
OWNERSHIP	PUBLIC
TENANT	CORPORATE STORE
LEASE GUARANTOR	CORPORATE GUARANTEE
LEASE TYPE	DOUBLE NET
ROOF & STRUCTURE	LANDLORD RESPONSIBLE

PRICE

PRICE	\$2,050,000.00
SQUARE FEET	4,500
PRICE PER SQ FEET	\$455.55
CAP RATE	7%
YEAR BUILT	2013
LOT SIZE	± 0.71 ACRES
TYPE OF OWNERSHIP	FEE SIMPLE

ANNUALIZED OPERATING DATA

RENT INCREASES	ANNUAL RENT	MONTHLY RENT
CURRENT TERM: 10/1/18 – 7/31/25	\$144,000.00	\$12,000.00
OPTION 1: 8/1/25 – 7/31/30	\$165,600.00	\$13,800.00
OPTION 2: 8/1/30 – 7/31/35	\$190,440.00	\$15,870.00
NET OPERATING INCOME	144,000.00	N/A
6 YR LEVERAGED IRR	13.96%	SEE PG 6

3803 Oleander Dr., Wilmington, NC 28403

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LEASE SUMMARY

Repairs by Landlord

Landlord shall, at its sole cost and expense, repair all damage to the premises or exterior areas caused by subsidence or other structural or latent defects and maintain in good condition and repair the roofing (including the roof structure and all elements supports the floor or roof), gutters, downspouts, wiring, plumbing, pipes, conduits, and equipment which service the premises but are not located within the interior thereof, all structural portions of the premises and building (including without limitation the foundations, exterior walls, columns, and floor slab), and all repairs required by reason of any act or omission, whether intentional or negligent, or Landlord or its employees, agents, or contractors.

Repairs and Maintenance by Tenant

Tenant will keep the premises neat and clean and shall make and pay for all repairs to the interior non-structural portions of the premises and all equipment and systems located within and serving the premises exclusively. Landlord shall and does hereby assign to Tenant all assignable warranties and guarantees received in connection with the construction of the premises or any repair or reconstruction which Tenant is required to maintain or repair (including the HVAC). If (i) Tenant does not repair properly as required hereunder, (ii) Landlord, in the exercise of its reasonable discretion, determines that emergency repairs are necessary or (iii) repairs or replacements to the Premises are required by reason of any act or omission, whether intentional or negligent, then Landlord may make such repairs and upon completion thereof and within 30 Days of Tenant's receipt of written demand, Tenant shall reimburse Landlord for the reasonable, out-of-pocket costs of such repairs.

Insurance

Tenant, at its sole cost and expense, shall obtain and maintain in effect insurance policies for the following coverage: all-risk insurance, commercial general liability insurance (naming Landlord as additionally insured) and workers' compensation coverage. Landlord shall carry, at its expense, Special Perils property coverage covering all buildings and improvements on the property (including the premises) which shall include fire insurance and coverage for vandalism, burglary, malicious mischief, sprinkler damage, and water damage. Landlord shall also name tenant as additionally insured and the policy shall be primary, and not excess or contributory, to any other insurance. Tenant covenants to pay Landlord the reasonable actual costs for Landlord's insurance on an annual basis.

Real Estate Taxes

Tenant shall be responsible to pay to Landlord for any and all real estate taxes and assessments.

Utilities & HVAC

Tenant shall pay for all of its consumption of utilities at the premises, including but not limited to gas, water, electricity, sewer charges, and the like, including all utilities necessary for the HVAC. Landlord shall provide a trash container and recycling bins and Tenant shall obtain, at its sole cost and expense, a service for the removal of trash.

Parking Lot

Tenant will perform day to day maintenance of the exterior parking and landscaped areas. Landlord grants to Tenants, its officers, agents, employees, and invitees the exclusive right to use all of the parking and exterior areas of the property at no cost or expenses to such parties.

Assignment and Subletting

Tenant shall not assign this Lease or sublet any part of the premises without the prior written consent of the Landlord.

Estoppel

Tenant has 30 Days to provide an executed Estoppel.

THE OFFERING

Offered at \$2.05MM, this well located, 4500 SF retail building was constructed in 2013 on .71 acres in Wilmington, North Carolina. The property is located along Oleander Drive, a major arterial road with Average Daily Traffic of 35,209 cars per day. Mattress Firm is positioned within a dense retail trade area directly across the street from Whole Foods and a quarter mile from Trader Joes. Because these are the only locations of these two celebrated grocers, this trade area enjoys a super-regional draw.

In 2015 when Mattress Firm bought rival Sleepy's, Mattress Firm had 10 stores in the Wilmington MSA, after rebranding Sleepy's. Their stores were cannibalizing market share. As part of a corporate restructuring, Mattress Firm reduced their store count to 4. As a result of less competition and a superior location, this store recently reported a 200% increase in sales, the highest in their regional sales district. The close proximity of the store to the resort beaches of Wilmington results in regular "whole house" sales of mattresses to new resort area homeowners and to realtors staging these homes. This location also benefits from a Google review rating of 4.8 out of 5 stars. See: [Google Reviews Here](#)

Within walking distance is the 1-million square-foot Independence Mall, the only enclosed regional mall in a 60-mile radius, which is anchored by JC Penney, Belk, and Dillard's. The property is adjacent to Hanover Center, a 320,000 square-foot community shopping center anchored by Harris Teeter, Talbot's, Stein Mart, Office Depot, Pier One. The University of North Carolina Wilmington (UNCW) is less than 2 miles away, and has 16,487 students and 1,800 employees.

The historic city of Wilmington, North Carolina, also known as Port City, is located in the southeastern corner of North Carolina and is within 1.5 hours of Raleigh and 1 hour of Myrtle Beach, South Carolina. Just minutes from the ocean, Wilmington is the largest city in southeastern North Carolina, and the eighth largest in the state, featuring a thriving historic downtown area and unspoiled beaches. One of the biggest economic drivers is the Port of Wilmington. Directly or indirectly, the Port contributes \$13 billion to the state economy and supports over 59,000 jobs. Wilmington is also home to several global corporations including GE, Corning, Verizon and PPD and has also been named by Forbes as one of the best places for business and careers.

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10-Year Cash Flow Analysis

Mattress Firm - Oleander

3803 Oleander

Fiscal Year Beginning February 2014

INITIAL INVESTMENT

Purchase Price	\$2,050,000
+ Acquisition Costs	\$41,000
- Mortgage(s)	\$1,350,000
+ Loan Fees & Points	\$13,500
Initial Investment	\$754,500

MORTGAGE DATA

1ST LIEN

Loan Amount	\$1,350,000
Interest Rate	3.980%
Amortization Period	25 Years
Periodic Payment	\$7,111
Annual Debt Service	\$85,331

CASH FLOW

For the Year Ending	Year 1 Jan-2015	Year 2 Jan-2016	Year 3 Jan-2017	Year 4 Jan-2018	Year 5 Jan-2019	Year 6 Jan-2020	Year 7 Jan-2021	Year 8 Jan-2022	Year 9 Jan-2023	Year 10 Jan-2024
POTENTIAL RENTAL INCOME (PRI)	\$144,000	\$144,000	\$144,000	\$144,000	\$144,000	\$165,600	\$165,600	\$165,600	\$165,600	\$165,600
- Vacancy / Credit Loss	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
EFFECTIVE RENTAL INCOME	\$144,000	\$144,000	\$144,000	\$144,000	\$144,000	\$165,600	\$165,600	\$165,600	\$165,600	\$165,600
+ Other Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
GROSS OPERATING INCOME (GOI)	\$144,000	\$144,000	\$144,000	\$144,000	\$144,000	\$165,600	\$165,600	\$165,600	\$165,600	\$165,600
- Operating Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NET OPERATING INCOME (NOI)	\$144,000	\$144,000	\$144,000	\$144,000	\$144,000	\$165,600	\$165,600	\$165,600	\$165,600	\$165,600
Net Operating Income (NOI)	\$144,000	\$144,000	\$144,000	\$144,000	\$144,000	\$165,600	\$165,600	\$165,600	\$165,600	\$165,600
- Capital Expenses / Replacement Reserves	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
- Annual Debt Service 1st Lien	\$85,331	\$85,331	\$85,331	\$85,331	\$85,331	\$85,331	\$85,331	\$85,331	\$85,331	\$85,331
CASH FLOW BEFORE TAXES	\$58,669	\$58,669	\$58,669	\$58,669	\$58,669	\$80,269	\$80,269	\$80,269	\$80,269	\$80,269
Sales Proceeds	1	2	3	4	5	6	7	8	9	10
Sales Price	\$2,048,000	\$2,048,000	\$2,048,000	\$2,048,000	\$2,356,000	\$2,356,000	\$2,356,000	\$2,356,000	\$2,356,000	\$2,356,000
- Sales Expenses	\$102,400	\$102,400	\$102,400	\$102,400	\$117,800	\$117,800	\$117,800	\$117,800	\$117,800	\$117,800
- Mortgage Balance 1st Lien	\$1,317,816	\$1,284,328	\$1,249,483	\$1,213,225	\$1,175,497	\$1,136,240	\$1,095,392	\$1,052,888	\$1,008,661	\$962,641
Sales Proceeds Before Tax	\$627,784	\$661,272	\$696,117	\$732,375	\$1,062,703	\$1,101,960	\$1,142,808	\$1,185,312	\$1,229,539	\$1,275,559
Investments Measures	1	2	3	4	5	6	7	8	9	10
Loan-to-Value (LTV) - 1st Lien	64.35%	62.71%	61.01%	59.24%	49.89%	48.23%	46.49%	44.69%	42.81%	40.86%
Debt Service Coverage Ratio (DSCR)	1.69	1.69	1.69	1.69	1.69	1.94	1.94	1.94	1.94	1.94
Before Tax Cash on Cash	7.78%	7.78%	7.78%	7.78%	7.78%	10.64%	10.64%	10.64%	10.64%	10.64%
Unleveraged Property Yield (IRR)	N/A	3.47%	4.67%	5.28%	8.08%	7.99%	7.92%	7.87%	7.83%	7.80%
Equity Yield (IRR)	N/A	1.65%	5.33%	7.12%	13.96%	13.57%	13.26%	13.01%	12.80%	12.61%



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10-Year Cash Flow Analysis

Mattress Firm - Oleander
3803 Oleander
Fiscal Year Beginning February 2014

ASSUMPTION / INPUTS

Purchase Price	\$2,050,000
Year 1 Potential Income	\$144,000
Vacancy & Credit Loss	0.00%
Year 1 Expenses	0.00%
Acquisition CAP Rate	7.02%
Sale Price - CAP Rate	7.03%

Acquisition Costs (% of Purchase Price)	2.00%
Annual Income Increase	Custom
Other Income Increase	0.00%
Annual Expense Increase	N/A
Loan Fees & Points	1.00%
Cost of Sale upon Disposition	5.00%

10-YEAR EQUITY YIELD & EFFECTIVE LOAN RATE

Unleveraged Investment		Financing Cash Flow		Equity Investment	
Cash Flow & 10-year Yield		& Effective Rate		Cash Flow & 10-year Yield	
N	\$	N	\$	N	\$
0	(\$2,091,000)	0	\$1,336,500	0	(\$754,500)
1	\$144,000	1	(\$85,331)	1	\$58,669
2	\$144,000	2	(\$85,331)	2	\$58,669
3	\$144,000	3	(\$85,331)	3	\$58,669
4	\$144,000	4	(\$85,331)	4	\$58,669
5	\$144,000	5	(\$85,331)	5	\$58,669
6	\$165,600	6	(\$85,331)	6	\$80,269
7	\$165,600	7	(\$85,331)	7	\$80,269
8	\$165,600	8	(\$85,331)	8	\$80,269
9	\$165,600	9	(\$85,331)	9	\$80,269
10	\$2,403,800	10	(\$1,047,972)	10	\$1,355,828

Property IRR/Yield = 7.80%

Effective Loan Rate = 4.06%

Equity IRR/Yield = 12.61%

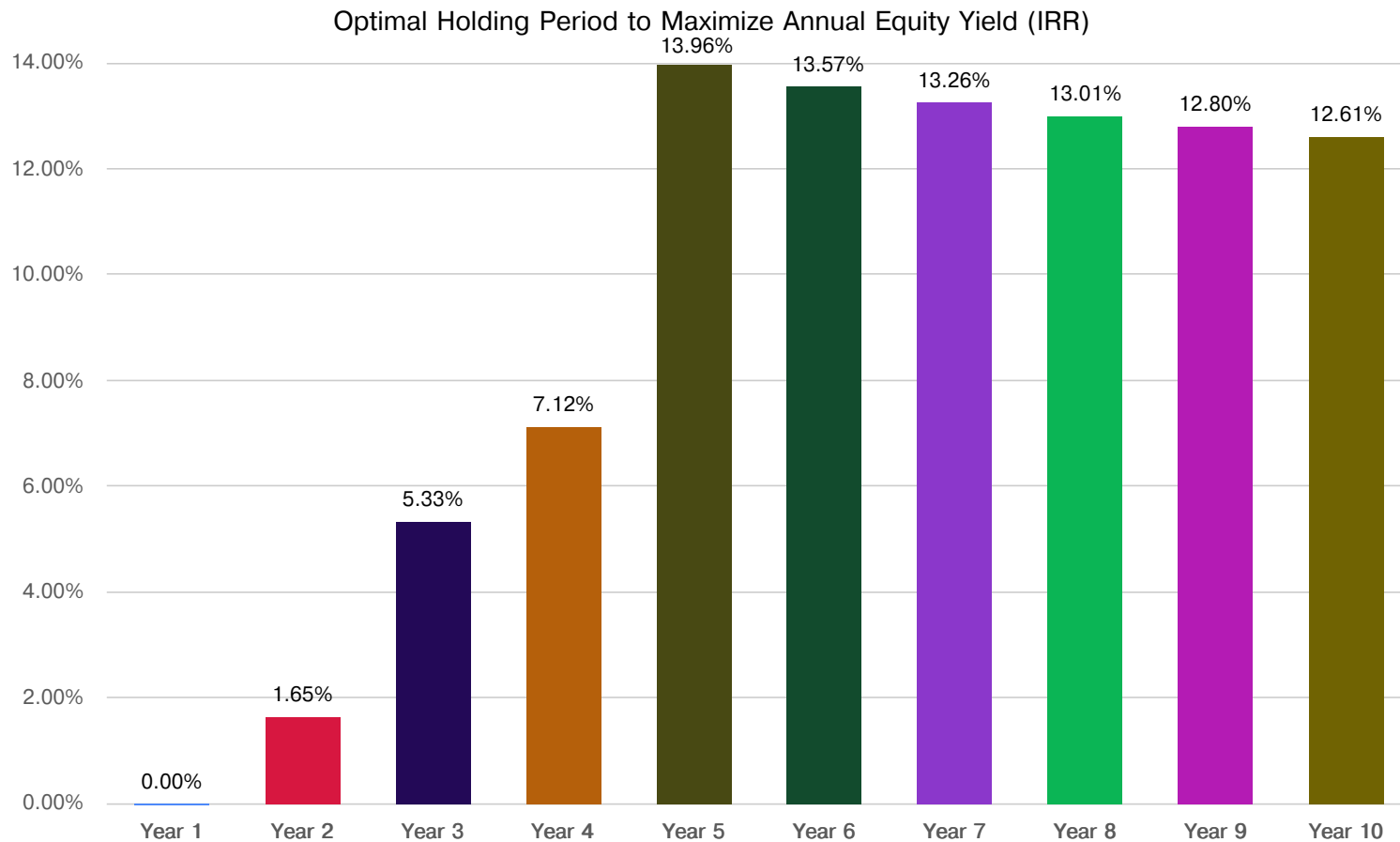
Positive Leverage! Leverage INCREASED the Yield by 4.82%



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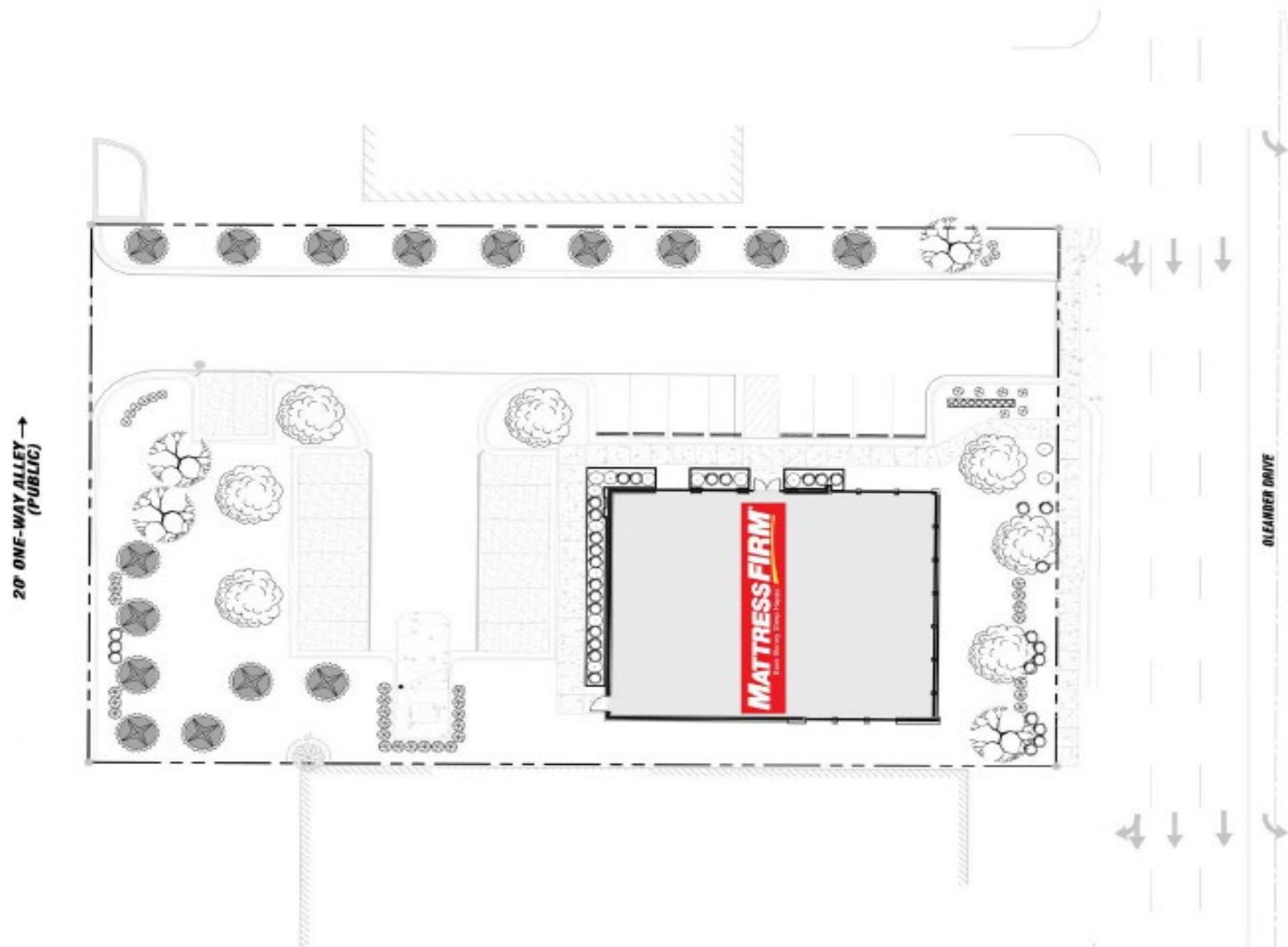
The Equity Yield by Year graph represents the total ANNUAL return based on the year of disposition of the property. This graph shows the optimal holding period for the investment in order to maximize the annual equity yield. For example, the Year 5 Equity Yield percentage represents the annual yield received for years 1-5, assuming you sell the property at the end of year 5.



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AERIAL



AERIAL



HANOVER CENTER

HOBBY LOBBY Office DEPOT

Harris Teeter Pier 1 imports

Talbots RITE AID Chick-fil-ee

BB&T Stein Mart



SITE

INDEPENDENCE MALL

Belk JCPenney Dillard's

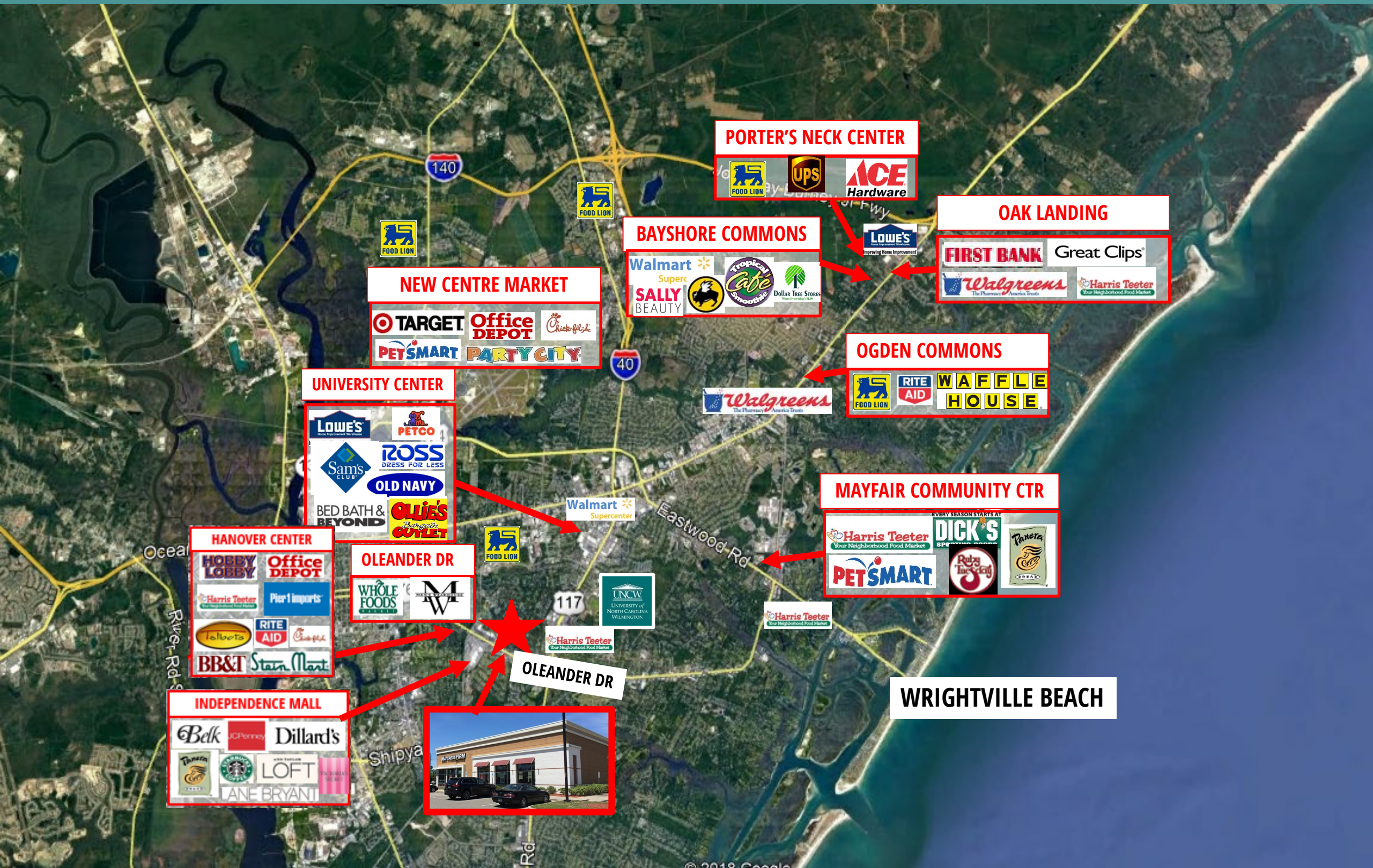
Panera STARBUCKS COFFEE ANN TAYLOR LOFT VICTORIA'S SECRET

LANE BRYANT



SITE IS 2 MILES FROM
THE UNIVERSITY OF
NORTH CAROLINA WILMINGTON
WITH 16,487 STUDENTS AND
1,800 EMPLOYEES

AERIAL



PROPERTY PHOTOS



3803 Oleander Dr., Wilmington, NC 28403

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STREET VIEW



IMMEDIATE PROXIMITY TO WHOLE FOODS, THE ONLY LOCATION IN THE REGION

3803 Oleander Dr., Wilmington, NC 28403

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Demographic and Income Profile

3803 Oleander Dr, Wilmington, North Carolina, 28403
Drive Time: 5 minute radius

Prepared by Esri
Latitude: 34.21451
Longitude: -77.90089

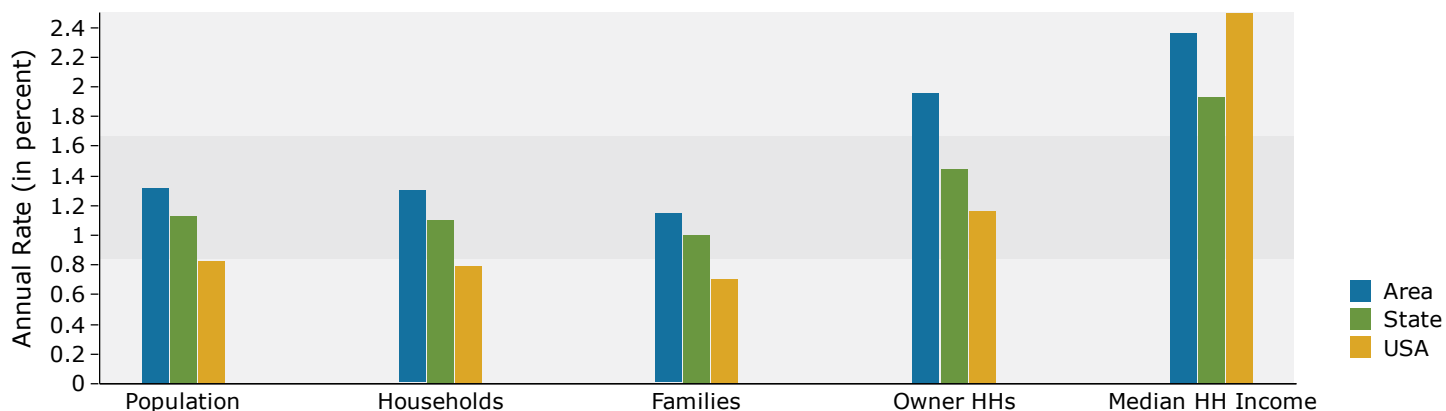
Summary	Census 2010	2018	2023				
Population	15,620	17,283	18,455				
Households	7,563	8,319	8,872				
Families	3,371	3,634	3,847				
Average Household Size	2.05	2.07	2.07				
Owner Occupied Housing Units	3,102	3,021	3,329				
Renter Occupied Housing Units	4,461	5,298	5,543				
Median Age	33.3	34.4	35.5				
Trends: 2018 - 2023 Annual Rate	Area	State	National				
Population	1.32%	1.13%	0.83%				
Households	1.30%	1.10%	0.79%				
Families	1.15%	1.00%	0.71%				
Owner HHs	1.96%	1.45%	1.16%				
Median Household Income	2.36%	1.93%	2.50%				
Households by Income	2018		2023				
	Number	Percent	Number	Percent			
	<\$15,000	1,646	19.8%	1,509	17.0%		
	\$15,000 - \$24,999	1,121	13.5%	1,041	11.7%		
	\$25,000 - \$34,999	1,065	12.8%	1,057	11.9%		
	\$35,000 - \$49,999	1,306	15.7%	1,416	16.0%		
	\$50,000 - \$74,999	1,432	17.2%	1,722	19.4%		
	\$75,000 - \$99,999	591	7.1%	734	8.3%		
	\$100,000 - \$149,999	582	7.0%	719	8.1%		
	\$150,000 - \$199,999	230	2.8%	261	2.9%		
	\$200,000+	346	4.2%	414	4.7%		
Median Household Income	\$37,861		\$42,544				
Average Household Income	\$59,635		\$66,917				
Per Capita Income	\$28,400		\$31,827				
Population by Age	Census 2010		2018		2023		
	Number	Percent	Number	Percent	Number	Percent	
	0 - 4	946	6.1%	970	5.6%	1,038	5.6%
	5 - 9	774	5.0%	829	4.8%	865	4.7%
	10 - 14	682	4.4%	746	4.3%	782	4.2%
	15 - 19	913	5.8%	901	5.2%	951	5.2%
	20 - 24	2,225	14.2%	2,240	13.0%	2,243	12.2%
	25 - 34	2,646	16.9%	3,112	18.0%	3,236	17.5%
	35 - 44	1,782	11.4%	1,913	11.1%	2,136	11.6%
	45 - 54	1,761	11.3%	1,771	10.2%	1,813	9.8%
	55 - 64	1,490	9.5%	1,717	9.9%	1,792	9.7%
	65 - 74	963	6.2%	1,407	8.1%	1,655	9.0%
	75 - 84	834	5.3%	945	5.5%	1,175	6.4%
	85+	604	3.9%	731	4.2%	769	4.2%
Race and Ethnicity	Census 2010		2018		2023		
	Number	Percent	Number	Percent	Number	Percent	
	White Alone	11,335	72.6%	12,608	73.0%	13,412	72.7%
	Black Alone	3,376	21.6%	3,494	20.2%	3,609	19.6%
	American Indian Alone	78	0.5%	78	0.5%	79	0.4%
	Asian Alone	163	1.0%	256	1.5%	344	1.9%
	Pacific Islander Alone	22	0.1%	26	0.2%	29	0.2%
	Some Other Race Alone	315	2.0%	376	2.2%	424	2.3%
	Two or More Races	331	2.1%	444	2.6%	558	3.0%
	Hispanic Origin (Any Race)	790	5.1%	936	5.4%	1,050	5.7%

Data Note: Income is expressed in current dollars.

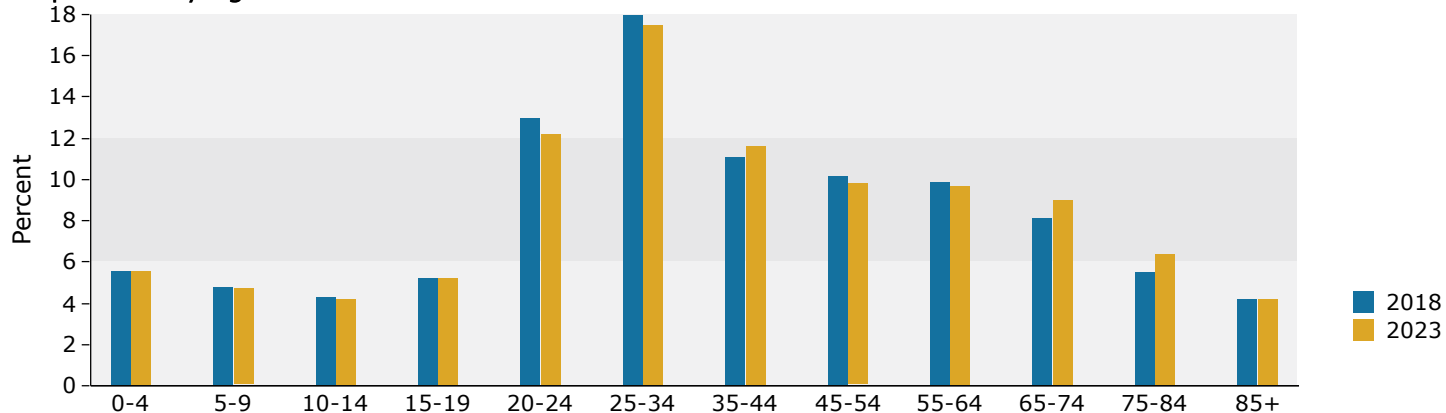
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023.

June 17, 2019

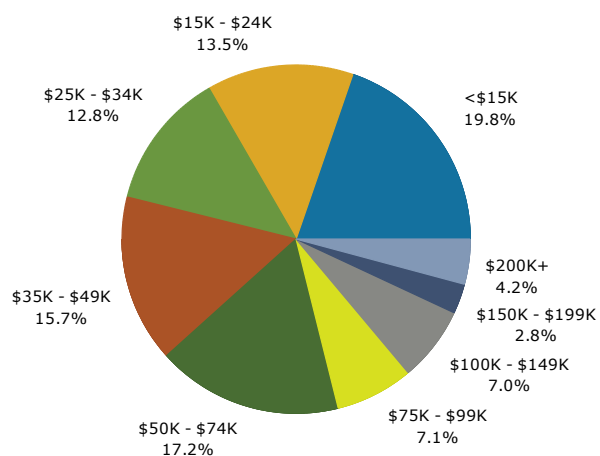
Trends 2018-2023



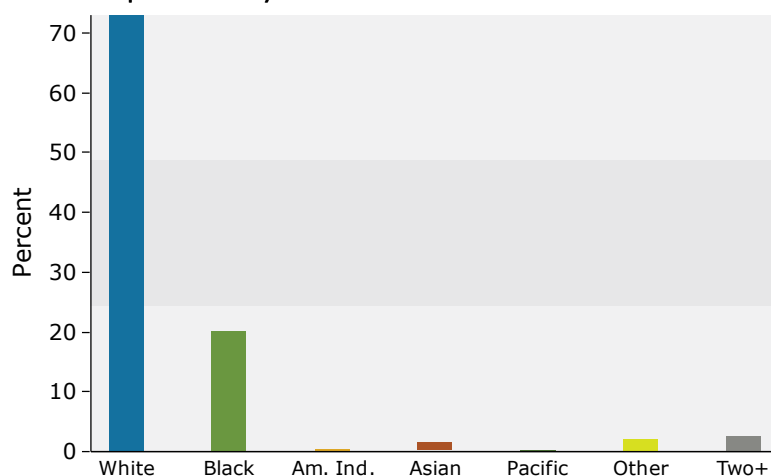
Population by Age



2018 Household Income



2018 Population by Race



2018 Percent Hispanic Origin: 5.4%



Demographic and Income Profile

3803 Oleander Dr, Wilmington, North Carolina, 28403
Drive Time: 10 minute radius

Prepared by Esri
Latitude: 34.21451
Longitude: -77.90089

Summary	Census 2010	2018	2023
Population	96,179	105,873	112,843
Households	42,271	46,664	49,875
Families	20,960	22,466	23,731
Average Household Size	2.16	2.16	2.16
Owner Occupied Housing Units	19,686	19,397	21,097
Renter Occupied Housing Units	22,585	27,267	28,778
Median Age	33.5	35.0	36.3
Trends: 2018 - 2023 Annual Rate	Area	State	National
Population	1.28%	1.13%	0.83%
Households	1.34%	1.10%	0.79%
Families	1.10%	1.00%	0.71%
Owner HHs	1.69%	1.45%	1.16%
Median Household Income	2.45%	1.93%	2.50%

Households by Income	2018		2023	
	Number	Percent	Number	Percent
<\$15,000	8,365	17.9%	7,691	15.4%
\$15,000 - \$24,999	5,828	12.5%	5,479	11.0%
\$25,000 - \$34,999	5,114	11.0%	5,139	10.3%
\$35,000 - \$49,999	6,583	14.1%	7,149	14.3%
\$50,000 - \$74,999	8,349	17.9%	9,703	19.5%
\$75,000 - \$99,999	4,353	9.3%	5,191	10.4%
\$100,000 - \$149,999	4,401	9.4%	5,269	10.6%
\$150,000 - \$199,999	1,649	3.5%	1,836	3.7%
\$200,000+	2,022	4.3%	2,417	4.8%

Median Household Income	\$43,015	\$48,555
Average Household Income	\$64,739	\$71,948
Per Capita Income	\$29,246	\$32,458

Population by Age	Census 2010		2018		2023	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	5,449	5.7%	5,503	5.2%	5,844	5.2%
5 - 9	4,889	5.1%	5,118	4.8%	5,312	4.7%
10 - 14	4,625	4.8%	4,972	4.7%	5,182	4.6%
15 - 19	7,791	8.1%	7,868	7.4%	8,180	7.2%
20 - 24	12,352	12.8%	12,619	11.9%	12,792	11.3%
25 - 34	14,901	15.5%	16,880	15.9%	17,216	15.3%
35 - 44	11,322	11.8%	12,174	11.5%	13,693	12.1%
45 - 54	11,817	12.3%	11,715	11.1%	11,995	10.6%
55 - 64	10,541	11.0%	12,277	11.6%	12,504	11.1%
65 - 74	6,151	6.4%	9,179	8.7%	10,993	9.7%
75 - 84	4,217	4.4%	4,938	4.7%	6,334	5.6%
85+	2,123	2.2%	2,629	2.5%	2,799	2.5%

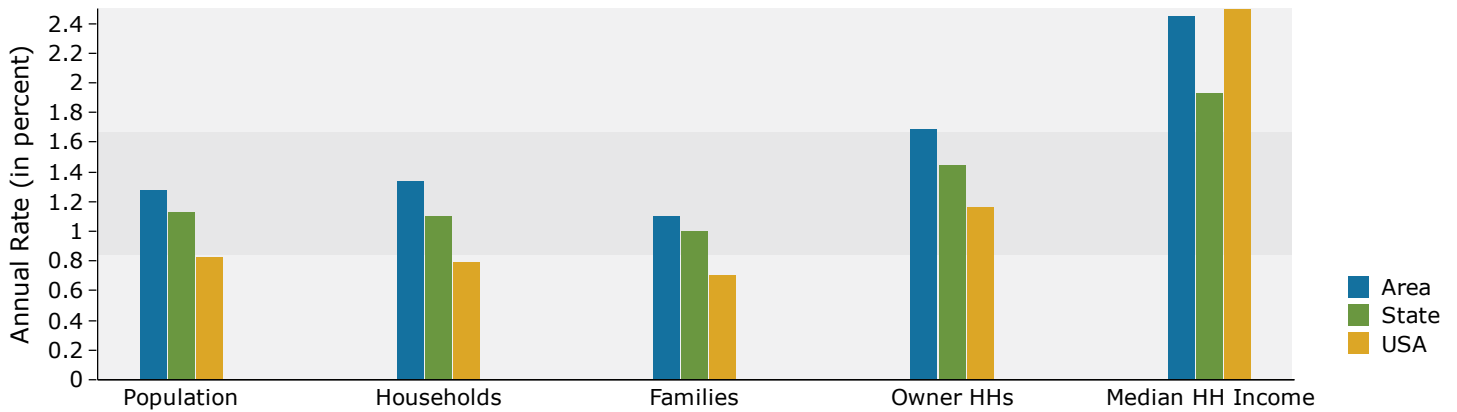
Race and Ethnicity	Census 2010		2018		2023	
	Number	Percent	Number	Percent	Number	Percent
White Alone	69,053	71.8%	75,982	71.8%	80,454	71.3%
Black Alone	20,648	21.5%	21,675	20.5%	22,511	19.9%
American Indian Alone	468	0.5%	471	0.4%	481	0.4%
Asian Alone	1,197	1.2%	1,818	1.7%	2,416	2.1%
Pacific Islander Alone	71	0.1%	83	0.1%	90	0.1%
Some Other Race Alone	2,579	2.7%	2,977	2.8%	3,301	2.9%
Two or More Races	2,163	2.2%	2,867	2.7%	3,590	3.2%
Hispanic Origin (Any Race)	5,846	6.1%	6,734	6.4%	7,476	6.6%

Data Note: Income is expressed in current dollars.

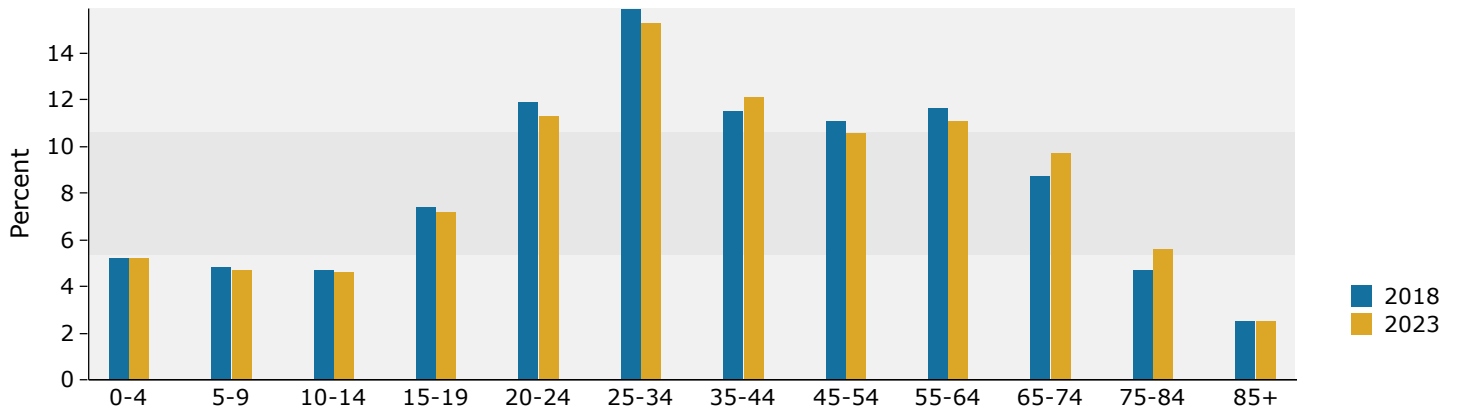
Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023.

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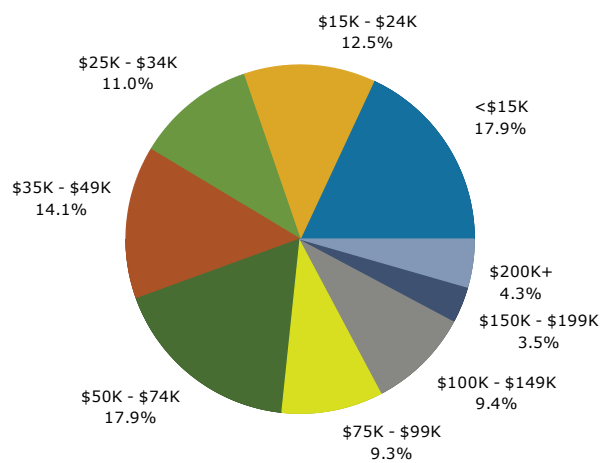
Trends 2018-2023



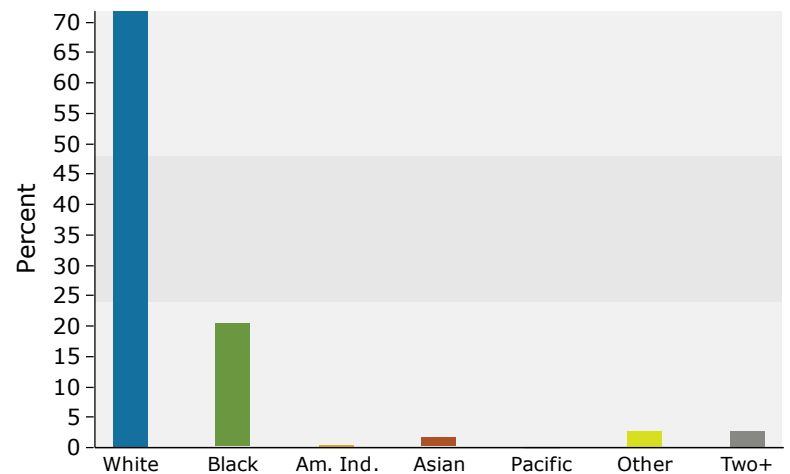
Population by Age



2018 Household Income



2018 Population by Race



2018 Percent Hispanic Origin: 6.4%



Demographic and Income Profile

3803 Oleander Dr, Wilmington, North Carolina, 28403
Drive Time: 15 minute radius

Prepared by Esri
Latitude: 34.21451
Longitude: -77.90089

Summary	Census 2010	2018	2023				
Population	147,933	166,599	179,776				
Households	63,784	71,868	77,624				
Families	34,696	38,302	41,068				
Average Household Size	2.23	2.24	2.24				
Owner Occupied Housing Units	34,430	35,296	38,778				
Renter Occupied Housing Units	29,354	36,571	38,846				
Median Age	35.2	37.2	38.5				
Trends: 2018 - 2023 Annual Rate	Area	State	National				
Population	1.53%	1.13%	0.83%				
Households	1.55%	1.10%	0.79%				
Families	1.40%	1.00%	0.71%				
Owner HHs	1.90%	1.45%	1.16%				
Median Household Income	1.56%	1.93%	2.50%				
Households by Income	2018		2023				
	Number	Percent	Number	Percent			
	<\$15,000	10,534	14.7%	9,657	12.4%		
	\$15,000 - \$24,999	8,047	11.2%	7,522	9.7%		
	\$25,000 - \$34,999	7,363	10.2%	7,296	9.4%		
	\$35,000 - \$49,999	9,778	13.6%	10,493	13.5%		
	\$50,000 - \$74,999	13,824	19.2%	15,882	20.5%		
	\$75,000 - \$99,999	8,009	11.1%	9,507	12.2%		
	\$100,000 - \$149,999	8,082	11.2%	9,845	12.7%		
	\$150,000 - \$199,999	2,733	3.8%	3,120	4.0%		
\$200,000+	3,496	4.9%	4,302	5.5%			
Median Household Income	\$50,247		\$54,285				
Average Household Income	\$70,741		\$78,869				
Per Capita Income	\$31,068		\$34,560				
Population by Age	Census 2010		2018		2023		
	Number	Percent	Number	Percent	Number	Percent	
	0 - 4	8,620	5.8%	8,798	5.3%	9,401	5.2%
	5 - 9	7,890	5.3%	8,654	5.2%	9,041	5.0%
	10 - 14	7,579	5.1%	8,570	5.1%	9,250	5.1%
	15 - 19	10,601	7.2%	10,933	6.6%	11,802	6.6%
	20 - 24	15,951	10.8%	15,867	9.5%	16,130	9.0%
	25 - 34	22,856	15.5%	25,610	15.4%	25,674	14.3%
	35 - 44	18,686	12.6%	21,046	12.6%	24,062	13.4%
	45 - 54	19,081	12.9%	19,706	11.8%	20,631	11.5%
	55 - 64	17,188	11.6%	20,172	12.1%	20,892	11.6%
	65 - 74	10,331	7.0%	15,559	9.3%	18,245	10.1%
	75 - 84	6,378	4.3%	7,980	4.8%	10,531	5.9%
	85+	2,772	1.9%	3,704	2.2%	4,115	2.3%
	Race and Ethnicity	Census 2010		2018		2023	
Number		Percent	Number	Percent	Number	Percent	
White Alone		112,062	75.8%	126,210	75.8%	135,263	75.2%
Black Alone		25,900	17.5%	27,551	16.5%	28,931	16.1%
American Indian Alone		739	0.5%	769	0.5%	811	0.5%
Asian Alone		1,817	1.2%	2,813	1.7%	3,769	2.1%
Pacific Islander Alone		107	0.1%	125	0.1%	138	0.1%
Some Other Race Alone		4,108	2.8%	4,816	2.9%	5,416	3.0%
Two or More Races		3,201	2.2%	4,315	2.6%	5,449	3.0%
Hispanic Origin (Any Race)		8,837	6.0%	10,354	6.2%	11,624	6.5%

Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023.

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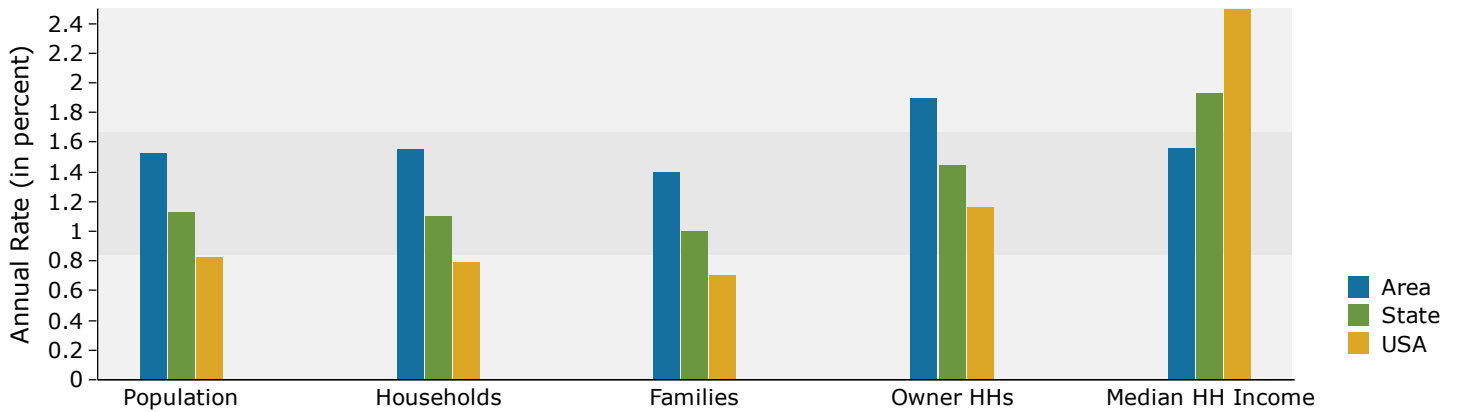


Demographic and Income Profile

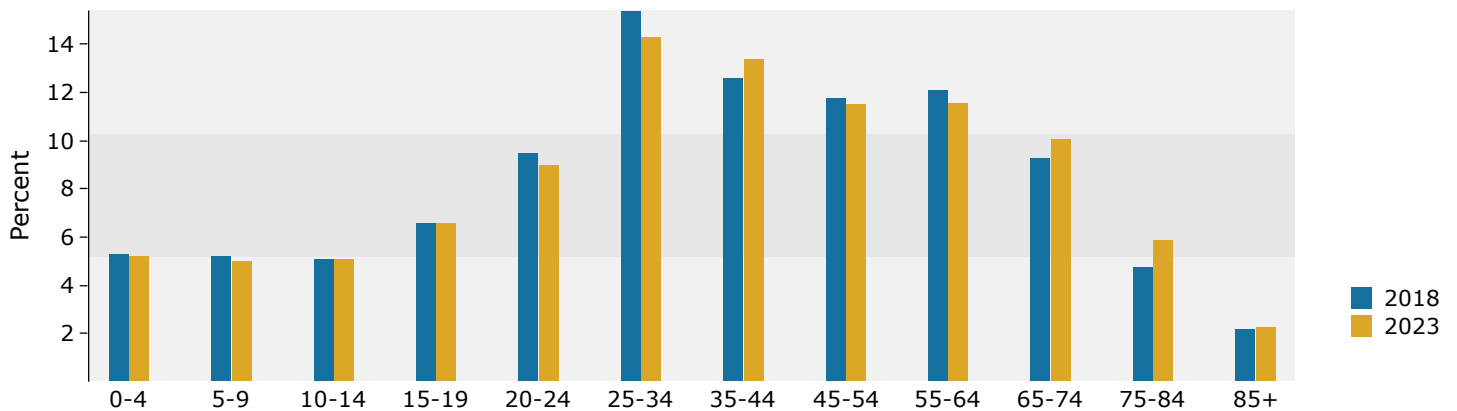
3803 Oleander Dr, Wilmington, North Carolina, 28403
Drive Time: 15 minute radius

Prepared by Esri
Latitude: 34.21451
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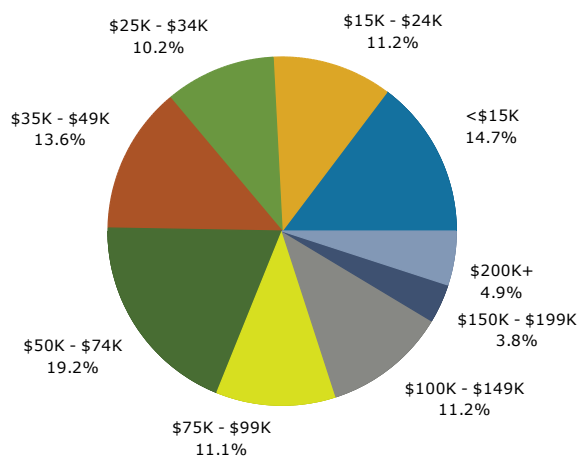
Trends 2018-2023



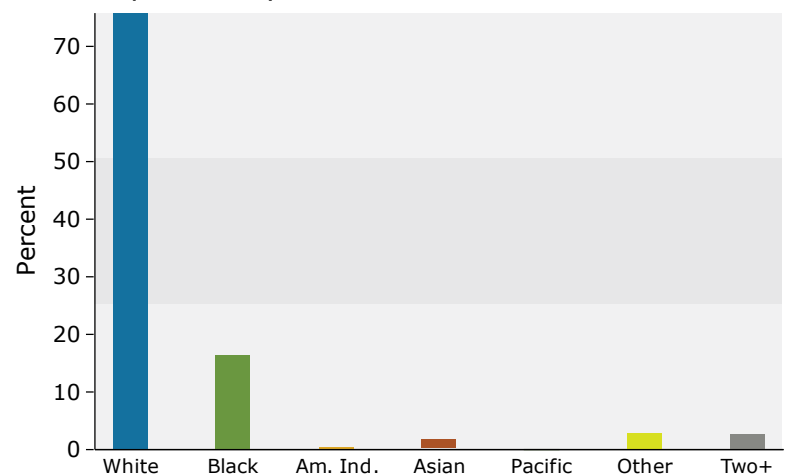
Population by Age



2018 Household Income



2018 Population by Race



2018 Percent Hispanic Origin: 6.2%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2018 and 2023.

June 17, 2019