

MATTRESS FIRM AND ASPEN DENTAL

BRUNSWICK, GA

ADJACENT TO:

HomeGoods
five BELOW
HOBBY LOBBY



INVESTMENT OFFERING





MATTRESS FIRM AND ASPEN DENTAL

11455-11459 Canal Crossing, Brunswick, GA 31525

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STATEMENT OF CONFIDENTIALITY & DISCLAIMER

Faris Lee Investments ("FLI") has been engaged as the exclusive financial advisor to the Seller in connection with Seller's solicitation of offers for the purchase of the property known as Mattress Firm and Aspen Dental, City of Brunswick, County of Glynn, State of Georgia. Prospective purchasers are advised that as part of the solicitation process, Seller will be evaluating a number of factors including the current financial qualifications of the prospective purchaser. Seller expressly reserves the right in its sole and absolute discretion to evaluate the terms and conditions of any offer and to reject any offer without providing a reason therefore. Further, Seller reserves the right to terminate the solicitation process at any time prior to final execution of the Purchase Agreement.

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, and it is not to be used for any other purpose or made available to any other person without the express written consent of Seller or FLI. The material is based in part upon information supplied by the Seller and in part upon financial information obtained

by FLI from sources it deems reasonably reliable. Summaries of any documents are not intended to be comprehensive or all-inclusive, but rather only outline some of the provisions contained therein and qualified in their entirety by the actual document to which they relate.

No representation or warranty, expressed or implied, is made by the Seller, FLI, or any of their respective affiliates as to the accuracy or completeness of the information contained herein. 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, including engineering and environmental inspections, to determine the condition of the Property and the existence of any potentially hazardous material located at the Property site or used in the construction or maintenance of the building at the Property site.

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 FLI 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.

Prospective purchasers are not to construe the contents of this Offering Memorandum or any prior or subsequent communication from FLI or Seller or their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents as legal, tax, or other advice. Prior to submitting an offer, prospective purchasers should consult with their own legal counsel and personal and tax advisors to determine the consequences of an investment in the Property and arrive at an independent evaluation of such investment.



\$3,664,000

PRICING:

\$225,317

NOI:

6.15%

IN PLACE CAP RATE

Faris Lee Investments is pleased to present the unique opportunity to acquire the fee simple interest (land & building) in a dual tenant pad servicing Brunswick, GA. The tenants, Mattress Firm (2,500+ locations in 49 states) and Aspen Dental (700+ locations in 38 states) are industry leading tenants in their respective categories, providing an investor stable income from two nationally recognized retailers. Both tenants are operating under NNN leases, providing an investor limited maintenance and expense obligations with the tenants being responsible for taxes, insurance and common area maintenance expenses.

Mattress Firm and Aspen Dental are strategically positioned within the heart of Brunswick's primary retail corridor near the signalized, hard corner intersection of Golden Isles Parkway and Canal Road (34,700 VPD). The Asset boasts strong visibility and frontage to Brunswick's heavily trafficked transportation corridor with large monument signage. The Property benefits from its strong positioning adjacent to national retailers including Sam's Club, Hobby Lobby, HomeGoods, Michaels, Five Bellow, McDonald's, Panera Bread and many others further increasing consumer draw to the immediate area. Furthermore, the property benefits from over 83,200 consumers with an average household income in excess of \$73,000 within a 10-mile radius.

SPECIFICATIONS:

GLA: 7,700 SF

Land Area: 1.48 Acres

Occupancy: 64,469 SF

100%

TENANTS

Mattress Firm and Aspen Dental

ADDRESS:

11455-11459 Canal Crossing
Brunswick, GA 31525

PROPERTY SPECIFICATIONS

11455-11459 Canal Crossing, Brunswick, GA 31525



Land Area

1.48 Acres (64,469 SF)



Rentable Area

7,700 SF



Ownership

Fee Simple (Land & Building)



Access

There are three (3) access points, 2 (2) along Canal Crossing Road, and one (1) through an adjacent McDonald's.



Parking

There are approximately 40 dedicated parking stalls on the owned parcel. The parking ratio is approximately 5.20 parking stalls per 1,000 SF of leasable area.



Traffic Counts (Regis 2019)

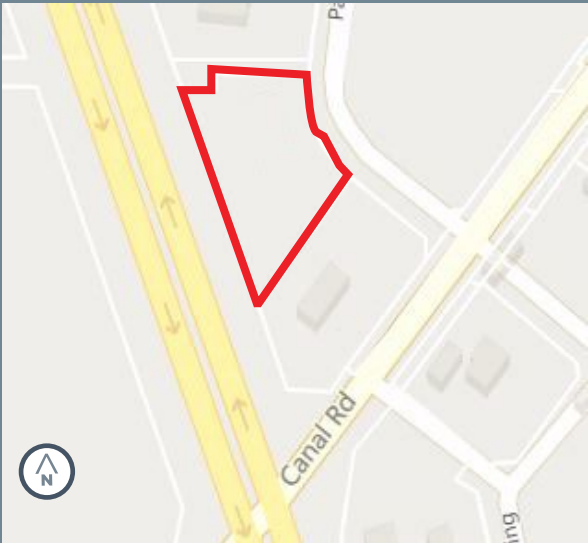
Golden Isles Pkwy: 28,000 VPD
Canal Rd: 6,700 VPD



Year Built

2016

Parcel Map



PARCEL	ACRES	SQ. FT
03-09725	1.48	64,469

PROPERTY HIGHLIGHTS

100% Leased Pad Buildings

- The property is 100% leased to the original tenants which demonstrates both the strength of the location and the success tenants are experiencing at the property
- Ensures a consistent income stream and enables the property to achieve the most-optimal financing available

National Tenants / Strong Brand Recognition

- Mattress Firm is the largest multi-brand mattress retailer in the country, operating more than 2,500 company-operated and franchised stores throughout 49 states
- Aspen Dental operates well over 700 dental offices throughout 38 states, which service in excess of 1.7 million patients
- Provides an investor a stable income stream from two “best in class” retailers within their respective categories

Anchored by Mattress Firm - Largest Mattress Retailer in the Country

- Estimated annual revenue of \$3.5 Billion
- Best-in-Class operator who has recently affirmed their commitment to the location by retaining the store as they exited bankruptcy in 2018.

Dominant Retail Corridor / Strong Consumer Draw / Adjacent to Sam's Club

- The property is situated within one of Brunswick's strongest retail corridors, with national / credit retailers including Sam's Club, Hobby Lobby, HomeGoods, Michaels, Five Bellow, McDonald's, Panera Bread and many others.
- Tenants at the property benefit from synergistic cross-over traffic from other nationally recognized retailers further ensuring the success of the tenants

Growing Income Stream with Scheduled Rental Increases in 2021 and 10% Increases Every 5 Years During Option Periods

- Provides an investor built-in upside with increasing NOI
- Potential value appreciation and increasing cash flow

Excellent Access & Visibility

- The Property is positioned near the signalized, hard corner intersection of Golden Isles Parkway and Canal Road, which experience over 34,700 vehicles per day
- Subject property features a 50 foot tall monument sign with Mattress Firm and Aspen Dental having placement at the top of the sign

Ease of Management / NNN Leases

- Tenant is responsible for taxes, insurance and common area maintenance expenses
- Lessor has minimal maintenance and expense obligations
- Ideal investment for a 1031 exchange or the passive investor

Affluent Demographics / Property Caters to Communities of Brunswick and Sea Island

- Sea Island is an affluent privately-owned community located adjacent to Brunswick with executive living and world-class resorts
- Residents of Sea Island and neighboring St. Simons patronize Brunswick for retail and service needs as those communities have limited retail and services

Open to New Financing At Historically Low Interest Rates

- An investor's long-term cash flow will be enhanced by acquiring the property with new financing at historically low interest rates
- A long-term fixed rate loan will translate into growing cash flow as net income increases



five BELOW
hot stuff. cool prices.

HomeGoods

Academy
SPORTS • OUTDOORS

HOBBY LOBBY
Super Savings. Super Selection.

Great Clips
FIVE GUYS
BURGERS and FRIES

HOOTERS

PANDA EXPRESS
CHINESE KITCHEN

Mo's
southwest grill

Tanera
BREAD

Sams
CLUB

Cheddar's
SCRATCH KITCHEN

CANAL ROAD (6,700 VPD)

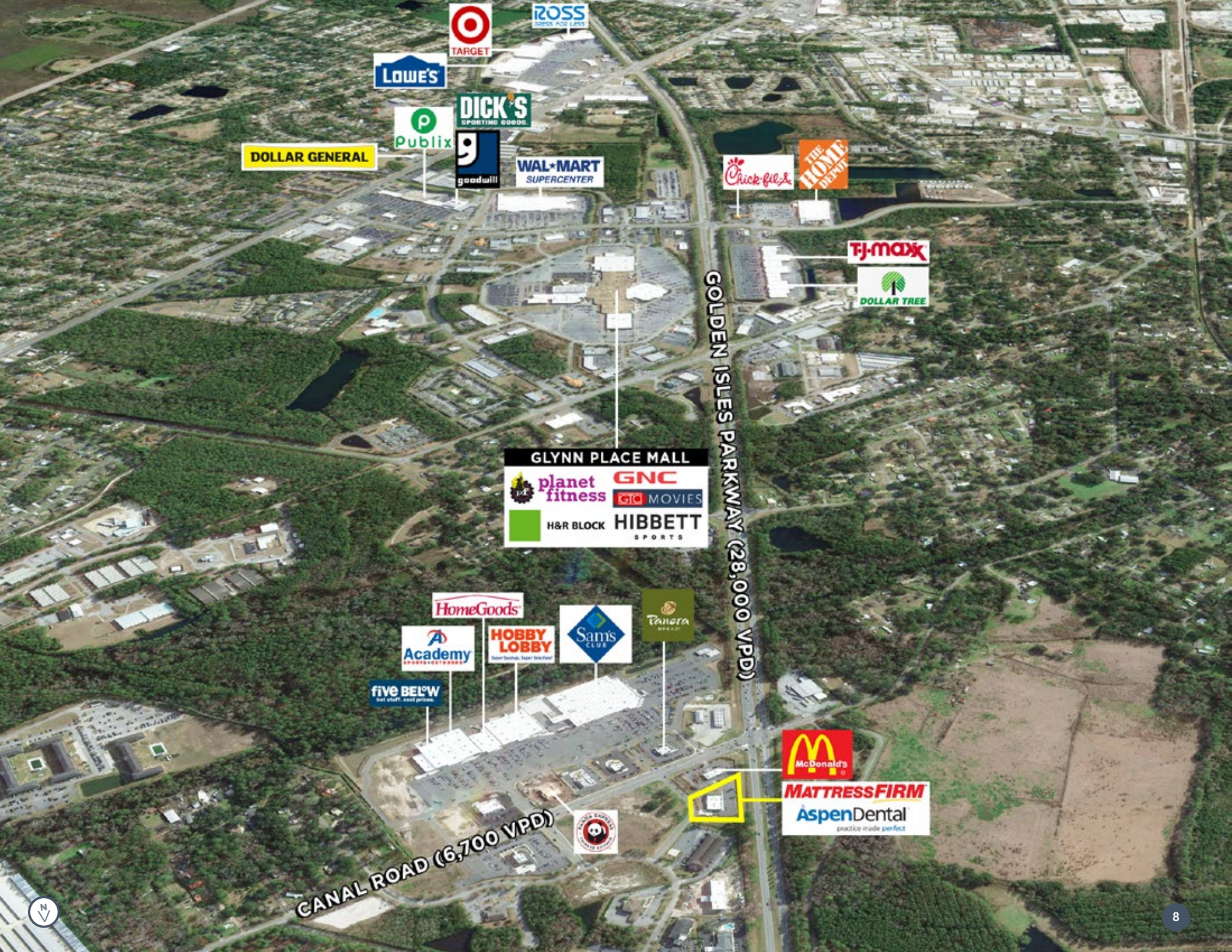
RaceTrac

McDonald's

GOLDEN ISLES PARKWAY (28,000 VPD)

MATTRESS FIRM
AspenDental
practice made perfect





GLYNN PLACE MALL

planet fitness GNC

AMC MOVIES

H&R BLOCK HIBBETT SPORTS



CANAL ROAD (6,700 VPD)

GOLDEN ISLES PARKWAY (28,000 VPD)



MARKET INSIGHT

DISTANCE FROM BRUNSWICK



2 Miles

Brunswick Airport



50 Miles

Jacksonville



60 Miles

Savannah



240 Miles

Atlanta



3%

Population growth since 2010



43%

Predicted job growth over the next 10 years



2%

Recent job growth



6%

Home appreciation in the last 10 years



83,250

Estimated population in 10-mile radius



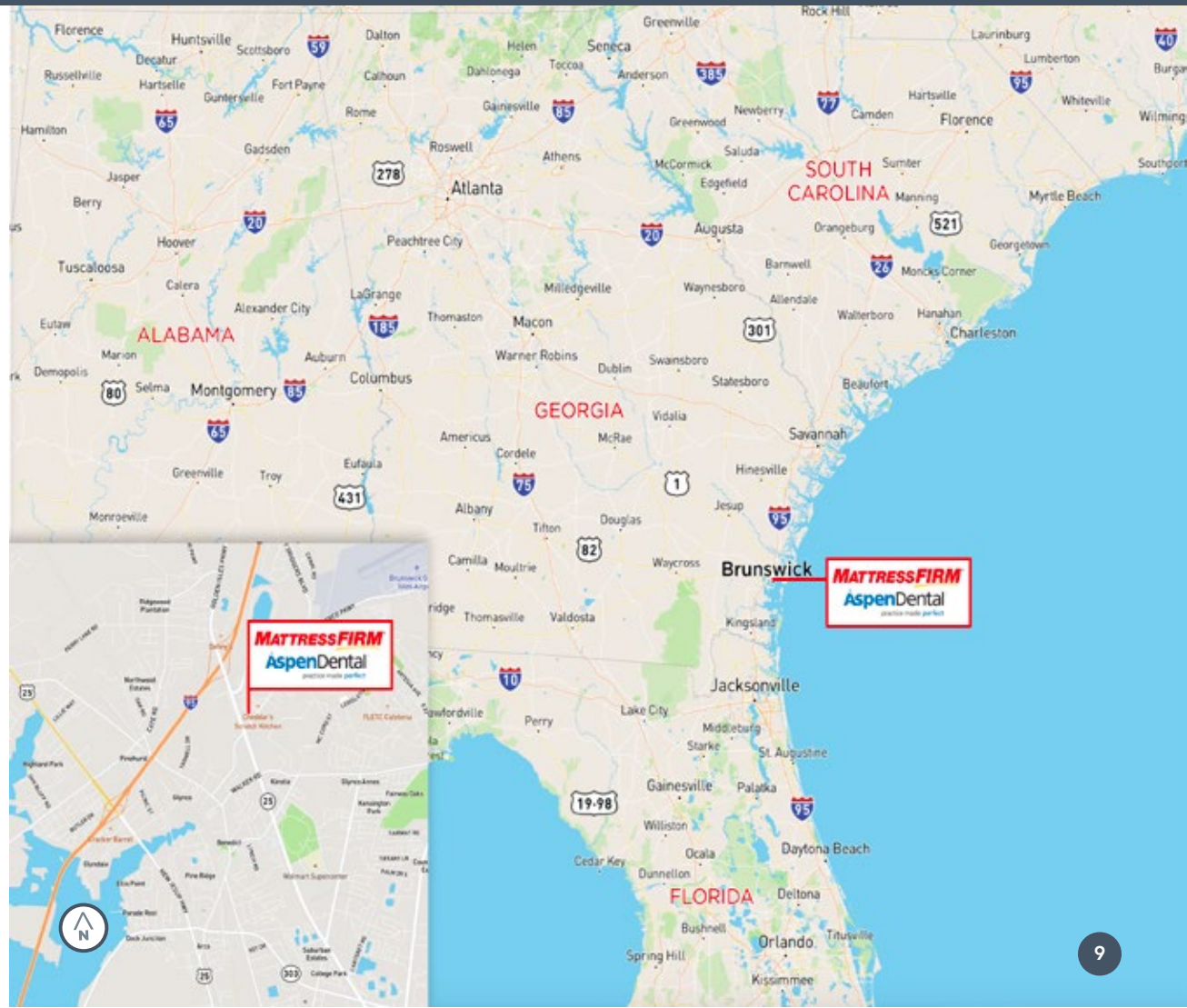
\$73,302

Average household income in 10-mile radius



19 Minutes

Average commute time





AREA OVERVIEW

THE CITY OF BRUNSWICK

Nestle along the Atlantic Ocean, city of Brunswick enjoys coastal living with beautiful scenery, an extensive history and a business friendly environment. The city of Brunswick is the county seat of Glynn County, Georgia, United States. As the primary economic and urban center of Georgia's southeast, it is the second-largest urban area on the Georgia coast after Savannah and is home to the historic Brunswick Old Town District. Brunswick's growing and increasingly strong economy is largely rooted in tourism and logistics, with a GDP that is well over \$3.9 billion. The city is home to the Port of Brunswick, which is the city's main economic driver and is responsible for an estimated 10% of all U.S. roll-on and roll-off trade. This port is ranked third for roll-on and roll-off trade behind the Port of Los Angeles and the Port of Newark. Brunswick is also home to the headquarters for the Federal Law Enforcement Training Center, located 5 miles north of the central business district of the city and adjacent to Brunswick Golden Isles Airport, which provides commercial air service throughout the region.

ECONOMIC HIGHLIGHTS

The Port of Brunswick is the main economic driver for the city's economy. The port is a part of the Georgia Port Authority along with the Port of Savannah. Together, they are state's largest public employer. Both Ports employ 1,100 trained logistics professionals, generates in excess of 369,000 jobs statewide (private sector and port related operations), \$84.1 billion dollars in revenue, and income exceeding \$20.4 billion annually. They are also responsible for 11% of Georgia's total sales, 8% of Georgia's total GDP, 6% of Georgia's total personal income and 9% of Georgia's total employment. The Port of Brunswick alone is achieved a strong reputation for its productivity and efficiency as one of the fastest growing auto and heavy machinery port in North America. The port serves as the central import facility for Hyundai, Jaguar, Kia, Land Rover, Mitsubishi, Porsche, and Volvo, as well as Audi, BMW, and Volkswagen utilize the port as a facility for imports as well.

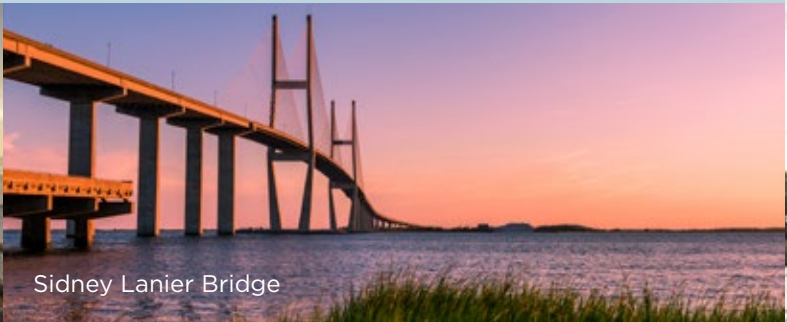


Company	Employment
Sea Island Company	1,760
Southeast Georgia Health	1,700
Brunswick Cellulose Inc	600
Wal-Mart Super Center	500
eBay Enterprise Inc	450
King & Prince Seafood Corp	345
College of Coastal Georgia	300
International Auto Processing	283
Rich Products Corp	251
Pinova Inc	247
King & Prince Resort	230

GLYNN COUNTY MAJOR EMPLOYERS



King and Prince Resort



Sidney Lanier Bridge



DEMOGRAPHICS



Population

Brunswick, GA (REGis 2019)	1 Mile	3 Mile	5 Mile	10 Mile
2019 Estimated Population	5,174	25,725	42,739	83,250
2024 Projected Population	5,489	26,967	44,229	85,358
2010 Census Population	4,914	24,293	41,157	77,342
2000 Census Population	4,808	23,207	36,790	65,572
Projected Annual Growth 2019 to 2024	1.2%	1.0%	0.7%	0.5%
Historical Annual Growth 2000 to 2019	0.4%	0.6%	0.9%	1.4%
2019 Median Age	34.5	35.4	36.5	41.0



Income

2019 Estimated Households	2,106	10,556	17,906	36,013
2024 Projected Households	2,254	11,179	18,714	37,311
2010 Census Households	1,849	9,217	15,910	30,763
2000 Census Households	1,882	9,132	14,568	26,305
Projected Annual Growth 2019 to 2024	1.4%	1.2%	0.9%	0.7%
Historical Annual Growth 2000 to 2019	0.6%	0.8%	1.2%	1.9%

Households



2019 Estimated Average Household Income	\$30,146	\$49,754	\$54,346	\$73,302
2019 Estimated White	23.5%	41.4%	50.0%	65.1%
2019 Estimated Black or African American	68.9%	48.0%	40.3%	27.6%
2019 Estimated Asian or Pacific Islander	0.8%	1.3%	1.9%	1.8%
2019 Estimated American Indian or Native Alaskan	0.2%	0.3%	0.3%	0.3%
2019 Estimated Other Races	6.7%	9.0%	7.5%	5.2%
2019 Estimated Hispanic	8.1%	11.6%	9.5%	6.8%

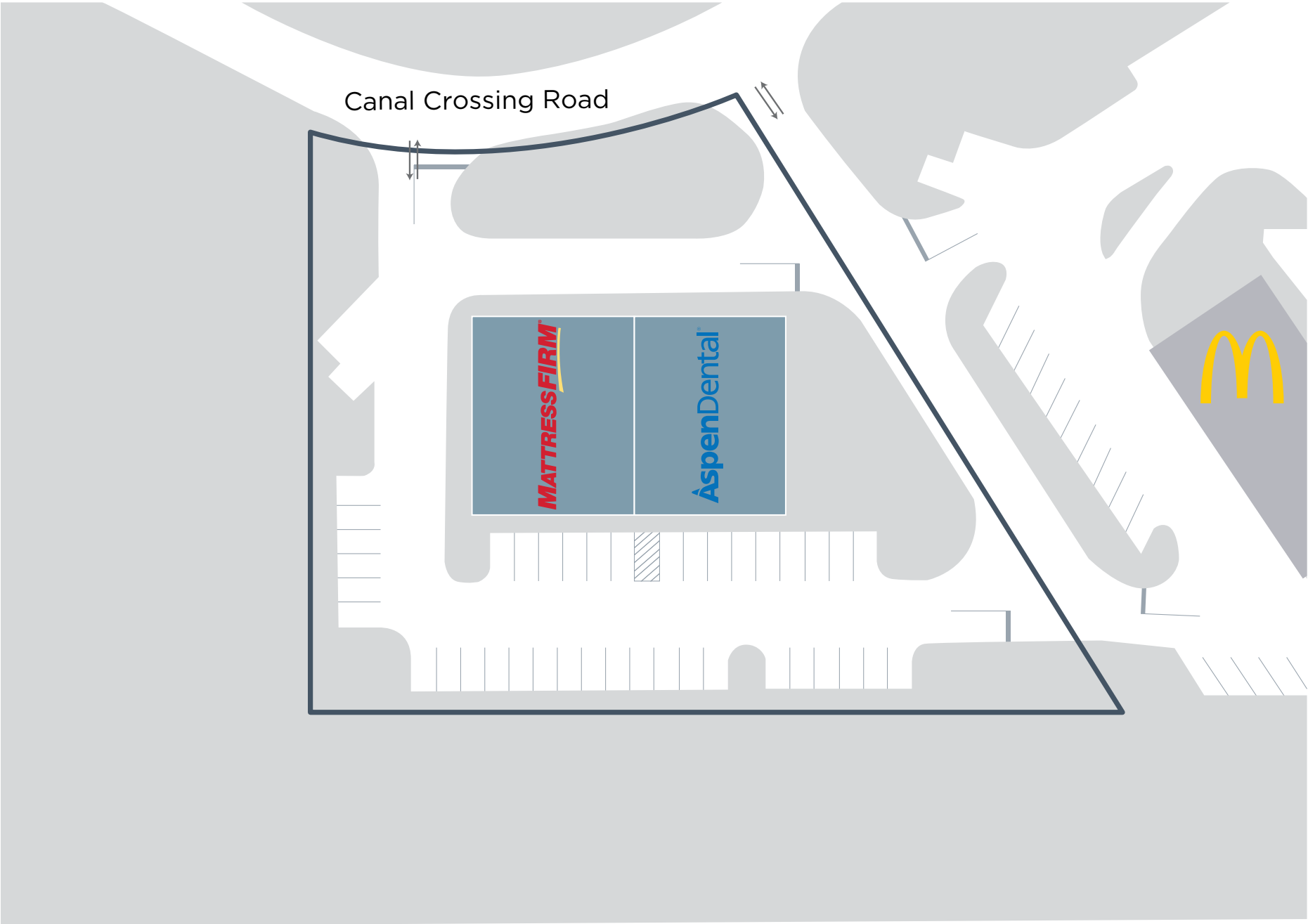
Ethnicity



Business

2019 Estimated Total Businesses	161	1,934	2,823	4,544
2019 Estimated Total Employees	966	19,929	28,626	50,301

S I T E P L A N



S I T E P L A N N O T T O S C A L E

Golden Isles Parkway

RENT ROLL

Suite #	Tenant	Size (SF)	% of Total (SF)	Date	Increase	Rental Rates		Annual Rent	Annual \$/SF	% of Total (Rent)	Recovery Type	Lease Start	Lease Expiration	Lease Options
1	Aspen Dental	3,500	45%	Current Nov-2021	10%	Monthly Rent \$9,917	Monthly \$/SF \$2.83	\$119,000	\$34.00	52%	NNN 5% Admin Fee for Mgmt	10/12/2016	10/31/2026	3 (5-Year) Opt 1: \$41.14/SF Opt 2: \$45.25/SF Opt 3: \$49.78/SF
2	Mattress Firm	4,200	55%	Current Oct-2021	5%	Monthly Rent \$9,100	Monthly \$/SF \$2.17	\$109,200	\$26.00	48%	NNN 8% Admin Fee for Mgmt	9/2/2016	9/30/2026	2 (5-Year) Opt 1: \$30.03/SF Opt 2: \$33.03/SF
Total Occupied		7,700	100%	Total Occupied		\$19,017	\$2.47	\$228,200	\$29.64	100%				
Total Vacant		0	0%	Total Vacant		\$0		\$0		0%				
Total / Wtd. Avg		7,700	100%	Total / Wtd. Avg:		\$19,017	\$2.47	\$228,200	\$29.64	100%				



TRANSACTION SUMMARY

Financial Information

Price: \$3,664,000

Price/SF: \$476

Property Specifications

Rentable Area: 7,700 SF

Land Area: 1.48 Acres

Year Built / Renov: 2016

Address: 11455-11459 Canal Crossing
Brunswick, GA 31525

APN: 03-09725

Tenants: Aspen Dental & Mattress Firm

Estimated Potential 1st Loan:

Loan Amount: \$2,382,000 65%

Down Payment: \$1,282,000 35%

Payment (Monthly): (\$11,372)

Interest Rate: 4.00%

Amortization: 30 Years

Maturity: 10 Years

Operating Information

In-Place

Gross Potential Rent \$228,200

Plus Recapture \$39,795

Effective Gross Income \$267,996

Less Expenses (\$42,679)

Net Operating Income \$225,317

Less Loan Pmt. (\$136,464)

Cash Flow \$88,852

Cap Rate 6.15%

Cash/Cash 6.93%

Operating Expenses

PSF/Yr

Taxes ⁽¹⁾ 1.04% (\$19,037) (\$2.47)

Insurance ⁽²⁾ (\$3,671) (\$0.48)

CAM ⁽³⁾ (\$14,610) (\$1.90)

Management ⁽⁴⁾ 2.00% (\$5,360) (\$0.70)

Total (\$42,679) (\$5.54)

(1) Taxes based on latest title report and county records

(2) Insurance based on owner's 2018 CAM reconciliation & leases with 2% annual inflation

(3) CAM based on owner's 2018 CAM reconciliation & leases with 2% annual inflation

(4) Management estimated at 2% of EGI based on market rate



Mattress Firm
www.mattressfirm.com

Mattress Firm Inc. is an American mattress store chain founded by Harry Roberts, Paul Stork, and Steve Fendrich on July 4, 1986. With over 2,600 company-operated and franchised stores across 49 states, Mattress Firm has the largest geographic footprint in the United States among multi-brand mattress retailers. The company assist more than 3 million customers a year to aid in finding the correct solution to their sleep needs at affordable prices. The Houston-based Mattress Firm is the nation’s leading specialty bedding retailer with over \$3.5 billion in pro forma sales in 2015. In September 2016, the company was acquired by Steinhoff International for \$3.8 billion, and Mattress Firm now operates as a subsidiary of Steinhoff. The company, through its brands including Mattress Firm, Sleepy’s and Sleep Train, offers a broad selection of both traditional and specialty mattresses, bedding accessories and other related products from leading manufacturers, including Serta, Simmons and Hampton & Rhodes.

Company Type: Subsidiary
Locations: 2,600+
2019 Employees: 10,000+
2018 Revenue: \$3.4 Billion



Aspen Dental
www.aspendental.com

Aspen Dental Management, Inc. is a dental support organization, a dental practice management corporation that provides business support and administrative services in the US. Its headquarters is in DeWitt, New York. Aspen’s services are aimed at individuals who do not have an established dental routine or regular dental provider. There were more than 50 Aspen Dental offices within five years of ADMI’s establishment. By 2015, Aspen Dental offered services to about 550 franchised dental facilities.

Company Type: Private
Locations: 700+



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