



  
**Applebee's®**

**3607 Old Halifax Rd | South Boston, VA**

**OFFERING MEMORANDUM**



## LISTED BY

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REAL ESTATE INVESTMENT SERVICES







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# EXECUTIVE OVERVIEW

## INVESTMENT HIGHLIGHTS

### PROPERTY HIGHLIGHTS

- **Long-term Security** – ±17-Years remaining on primary lease term
- Absolute NNN Lease – **ZERO Landlord Responsibilities** – Ideal for out of state investor
- Strong performing store with **healthy rent-to-sales ratio**, see broker for details
- **Rare rent increase structure** with an increase of **13.41%** in 2022, 5.92% in 2027, and 5.58% in 2032. See annualized operating data for further details.
- Lowe's Outparcel – The subject property is strategically located in front of a **Lowe's Home Improvement, the second-largest hardware chain in the United States.**

### TENANT HIGHLIGHTS

- 100% leased to a franchisee for a national tenant, Applebee's International, a subsidiary of DineEquity, INC. which is the **largest casual-dining restaurant chain in the world** with over 2,016 stores across the US, Puerto Rico, and 15 other countries.
- **Experienced Applebee's Operator** – AIG is a wholly-owned subsidiary of Apple Investors Group LLC, which operates approximately 50 units and is led by well-known restaurateur Andy Patel.
  - Mr. Patel has operated multiple brands in the restaurant business for more than 20 years and was recognized by IHOP as the "Franchisee of the Year" in Florida three times. Mr. Patel oversees all of Apple Investors' Restaurant operations and manages over 1,000 employees.





HALIFAX RD  
± 18,000 VPD



OLD HALIFAX RD  
± 16,000 VPD





FRIGEMATES

TSC TRACTOR SUPPLY CO  
FOOD LION  
DOLLAR GENERAL  
Aaron's

Walgreens

ROSES EXPRESS

WELLS FARGO

HALIFAX RD  
± 18,000 VPD

CVS  
pharmacy

Huddle  
HOUSE

ABC

APPLE  
MARKET

SUBWAY

OLD HALIFAX RD  
± 16,000 VPD

Pizza  
Hut

Applebee's  
GRILL + BAR

AMERICAN NATIONAL  
BANK & TRUST COMPANY

Bojangles





STRICKLAND BROTHERS  
10 MINUTE OIL CHANGE



OLD HALIFAX RD  
± 16,000 VPD





# FINANCIAL OVERVIEW



**\$2,100,000**

LIST PRICE



**\$149,138**

NOI



**7.10%**

CAP RATE

## BUILDING INFO

Address	3607 Old Halifax Rd South Boston, VA
Lot Size (AC)	± 1.31 AC
Building Size (SF)	± 5,127 SF



## TENANT SUMMARY

Tenant Trade Name	Applebee's
Type of Ownership	Fee Simple
Tenant	Apple Investors Group (±50 Units)
Lease Type	NNN
Roof and Structure	Tenant Responsible
Original Lease Term	20 Years
Lease Commencement Date	7/1/10
Lease Expiration Date	4/1/37
Term Remaining	±17 Years
Options	Four (4), Five (5) Year

## ANNUALIZED OPERATING DATA

Date	Monthly Rent	Annual Rent	Cap Rate
Current - 4/1/2022	\$12,428.18	\$149,138.16	7.10%
3/1/2022 - 4/1/2027	\$14,094.18	\$169,130.16	8.05%
3/1/2027 - 4/1/2032	\$14,928.18	\$179,138.16	8.53%
3/1/2032 - 4/1/2037	\$15,761.51	\$189,138.12	9.01%
Option Rent	*The monthly base rent shall be equal to 95% of the market, but shall not be less than 110% of the base rent for the prior lease year.		

## DEBT QUOTE

LTV	65%
Rate	4.35%
Amortization	25

Loan quote provided by Barrington Capital based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing. Please contact:



Jesse Lillard  
jesse.lillard@barringtoncapcorp.com





**±2,016**  
LOCATIONS

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**±28,000**  
EMPLOYEES

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**1980**  
FOUNDED



Founded nearly three decades ago on the principles of exceptional value and family fun, the Applebee's concept focuses on casual dining, with mainstream American dishes such as salads, shrimp, chicken, pasta, and "riblets" (which is considered Applebee's signature dish). All Applebee's restaurants feature a bar area and serve alcoholic beverages (except where prohibited by law). This prominent eatery draws people of all ages and lifestyles with its fun, family-friendly atmosphere and signature bar and grill menu. Applebee's Services, Inc., operates what is today the largest casual-dining chain in the world.



## SOUTH BOSTON, VA

South Boston, Virginia is a thriving community that has maintained its southern charm through the years. Its 8,500 residents enjoy living in a small town with the convenience of being strategically located between Lynchburg, VA (59 miles), and Durham, NC (60 miles).

South Boston and Halifax County have a quality of life that includes a pace of country life reminiscent of bygone days. Living in South Boston/Halifax County is a rich and rewarding experience for people of all ages, backgrounds, and tastes. There are lush, green rolling hills with vast scenic vistas at nearly every turn. Recreation abounds with Buggs Island Lake nearby which offers world-class fishing and boating with miles of accessible shoreline including public access and state park facilities. Come enjoy the golfing, fishing, hunting, hiking, water sports, and camping that our area has to offer. This area is also home to one of only two areas on the East Coast that support a spawning of landlocked striped bass.

BRD Extraction, LLC, doing business as Blue Ribbon Extraction, will invest \$3.26 million to establish Virginia's first large-scale industrial hemp processing and cannabidiol (CBD) oil extraction facility in South Boston. The project will create 22 new jobs and will source over 90 percent of hemp purchases from Virginia growers, resulting in more than \$70 million in payments to Virginia farmers over the next three years.

## DEMOGRAPHICS

POPULATION	1 - MILE	3 - MILE	5 - MILE
2025 Projection	1,357	10,130	13,543
2020 Estimate	1,376	10,262	13,709
HOUSEHOLDS	1 - MILE	3 - MILE	5 - MILE
2025 Projection	554	4,250	5,710
2020 Estimate	560	4,285	5,754
HH INCOME	1 - MILE	3 - MILE	5 - MILE
2020 Est Avg HH Income	\$64,432	\$59,082	\$58,788





## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Applebee's** located at **3607 Old Halifax Rd, South Boston, VA** ("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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