



Manassas, VA – Washington, DC MSA



OFFERING MEMORANDUM



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BIG LOTS!

NOW OPEN

NTB
NATIONAL TIRE & BATTERY



PRICE:
\$9,035,000

CAP RATE:
6.00%

PRICE/SF:
\$198.24

7743 & 7759 SUDLEY ROAD
MANASSAS, VA

i OFFERING

PRICE \$9,035,000

NOI \$542,011

CAP RATE 6.00%

LEASE EXPIRATIONS Big Lots: 1/31/2031
NTB: 1/14/2027

GROSS LEASABLE AREA 45,575 SF

LAND AREA 4.29 Acres

YEAR BUILT / RENOVATED 1983 / 2020

TRAFFIC COUNTS Sudley Rd: 50,000+ VPD
Sudley Manor Dr: 17,900+ VPD

- BRAND NEW 10-YEAR NNN LEASE & EXTENSIVE BIG LOTS RENOVATION

Big Lots signed a brand new 10-year NNN lease with rent increases every 5-years throughout the initial term and options. Big Lots occupies 35,375 square feet that has been fully renovated with new interior, electrical, plumbing, and HVAC.

- CORPORATE GUARANTEED LEASES

Big Lots is a publicly trade tenant with over 1,400 locations and reports sales of over \$5.2 Billion. NTB operates under the TBC corporation, one of the largest North American marketers and distributors of tires and other automotive services.

- LONG-TERM TENANCY WITH NTB

NTB has operated at this location for 30-years since 1990 with the most recent extension commencing in 2012 for a new 15 year term with an option. This further shows their long-term commitment to this location.

- ESSENTIAL TENANTS DURING PANDEMIC

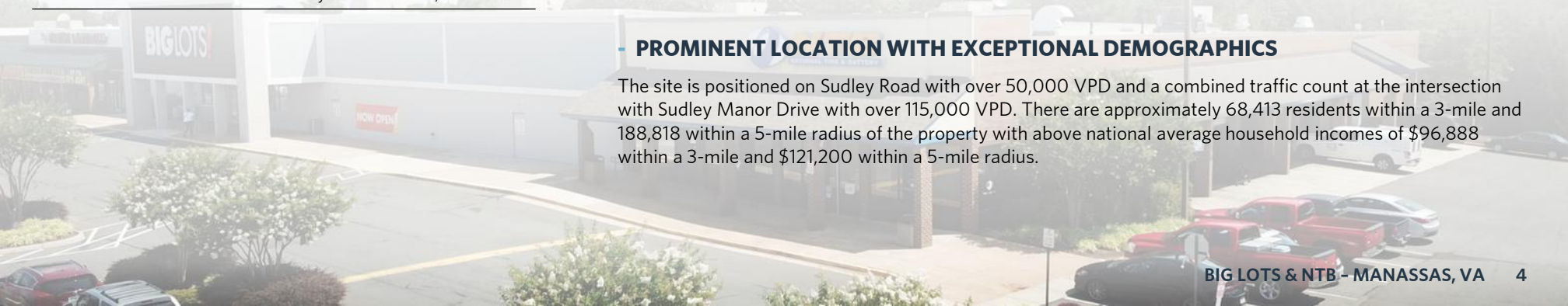
Both Big Lots and NTB are categorized as essential tenants providing goods and services during the COVID-19 pandemic.

- STRATEGIC LOCATION FOR BIG LOTS

The new Sudley Road Big Lots is a strategic Northern Virginia location for the discount retailer with the nearest Big Lots 20 miles away and other locations in Leesburg, Sterling, Alexandria, and Woodbridge.

- PROMINENT LOCATION WITH EXCEPTIONAL DEMOGRAPHICS

The site is positioned on Sudley Road with over 50,000 VPD and a combined traffic count at the intersection with Sudley Manor Drive with over 115,000 VPD. There are approximately 68,413 residents within a 3-mile and 188,818 within a 5-mile radius of the property with above national average household incomes of \$96,888 within a 3-mile and \$121,200 within a 5-mile radius.







LOCATION

7743 & 7759 Sudley Road
Manassas, VA



SITE

Big Lots & NTB



BUILDING AREA

Total Building Area: 46,987 SF
(Including utility room and mezzanine space)

Big Lots GLA: 35,375 SF
NTB GLA: 10,200 SF



LAND AREA

4.29 +/- Acres



YEAR BUILT

Built In: 1983
Big Lots Renovation: 2020



ZONING

Prince William County
APN: 7697-41-5579
Mixed Zoning



ACCESS

Sudley Road & Sudley Manor Drive
Two Signalized Intersections
Immediate access to I-66



TRAFFIC COUNTS

Sudley Road: 50,000+ VPD
Sudley Manor Drive: 18,000+ VPD



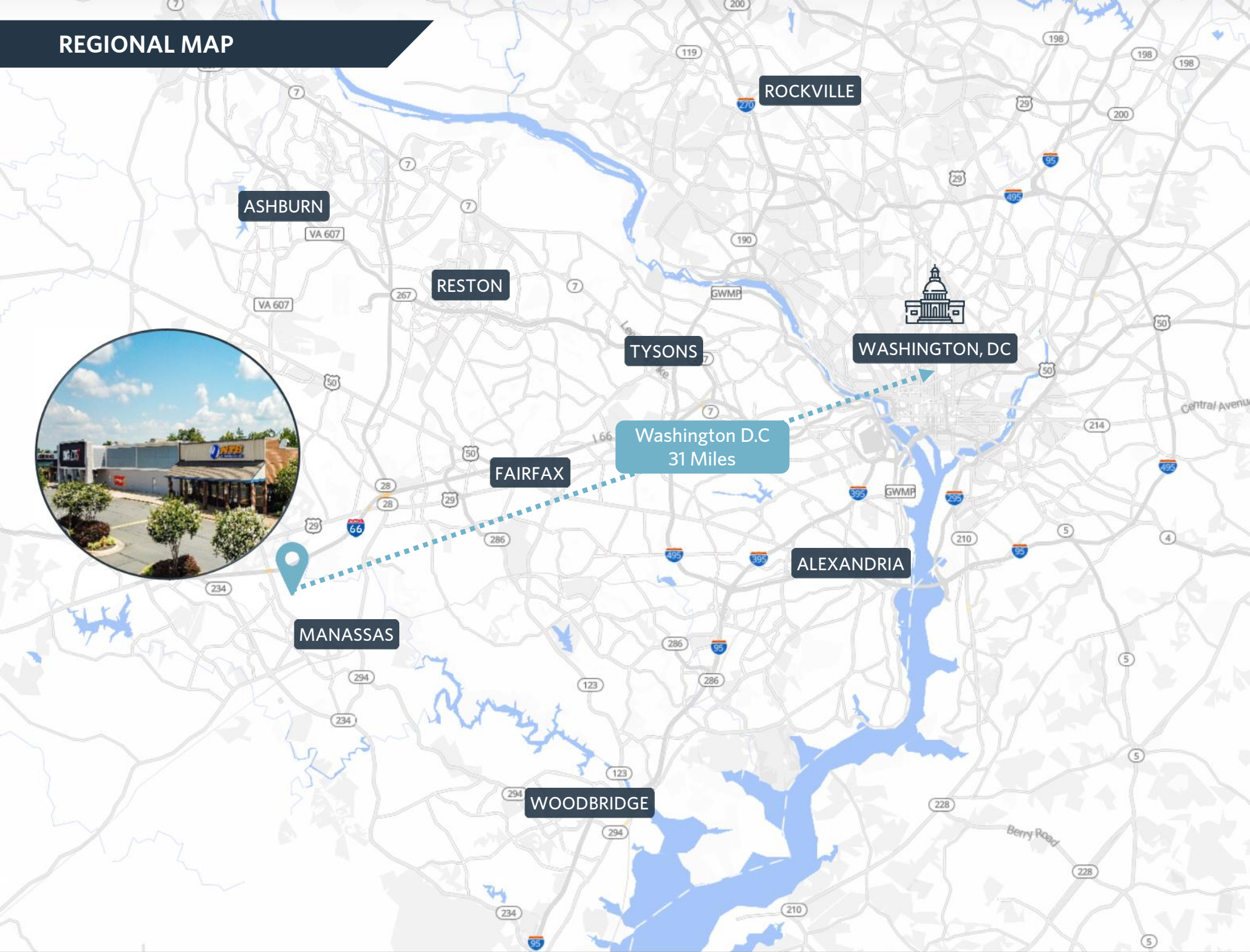
3-MILE DEMOGRAPHICS

Population: 68,413 Residents
Average Household Income: \$96,888

Big Lots & NTB (Subject Property) are part of a larger shopping center known as Sudley Towne Center. The center is comprised of five separate owners. Based on the center's ECR agreement, the owner that manages the entire center's CAM (labeled below) bills each of the property owners for CAM based on their pro rata share.



REGIONAL MAP



AERIAL MAP



Parkridge Center

REGAL CINEMAS OLD NAVY

KOHL'S Famous Footwear

Bath & Body Works The Vitamin Shopper Wendy's UNO

Promenade at Manassas

Planet Fitness Ashley HOMESTORE

The Tile Shop



SUDLEY ROAD - 50,000+ VPD

SUDLEY MANOR DRIVE - 17,900+ VPD

AERIAL MAP

GAINESVILLE, VA

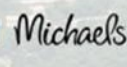
Promenade at Manassas



Parkridge Center



Bull Run Plaza



SUDLEY ROAD - 50,000+ VPD

SUDLEY MANOR DRIVE - 17,900+ VPD



AERIAL MAP

GAINESVILLE, VA

Bull Run Plaza

DICK'S SPORTING GOODS ROSS
Michael's PET SMART
Marshalls ULTA
Navy Federal Credit Union
chili's

COSTCO WHOLESALE

SHEETZ



Chick-fil-A

Walgreens

PNC

BB&T



SUDLEY MANOR DRIVE - 17,900+ VPD



SUDLEY ROAD - 50,000+ VPD

KEC

Bank of America

Logan's Roadhouse

AutoZone

NTB

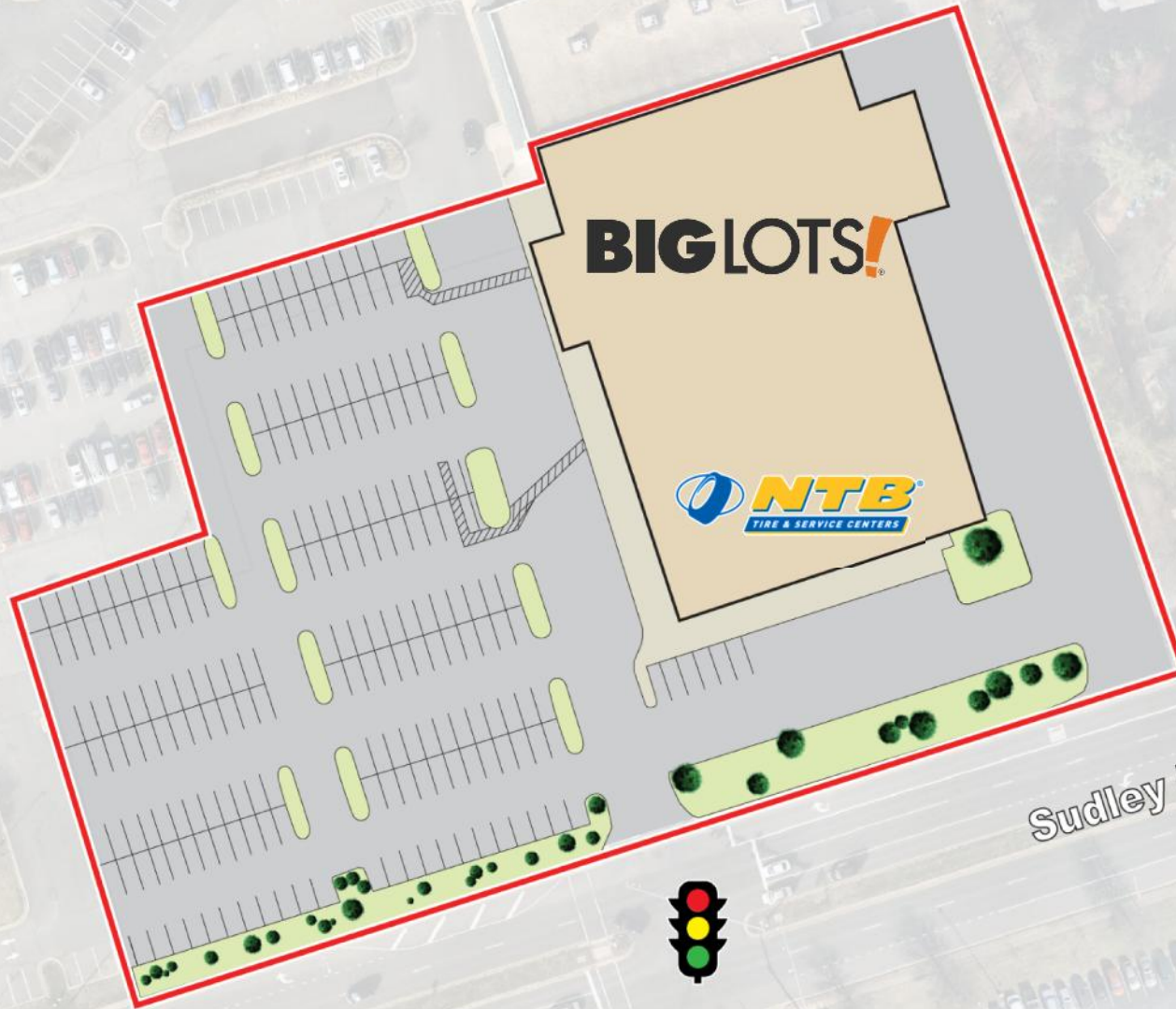
BIG LOTS!

Burlington
out factory

AERIAL MAP



SITE PLAN



Sudley Manor Dr





OFFERING

| | |
|--------------------------|-------------|
| Price | \$9,035,000 |
| CAP Rate | 6.00% |
| NOI | \$542,011 |
| Price/SF | \$198.24 |
| Gross Leasable Area | 45,575 SF |
| Year Built Renovations | 1983 2020 |
| Lot Size | 4.29 Acres |



PROPOSED FINANCING

| | |
|----------------------------------|------------------|
| LTV | 70% LTV |
| Interest Rate Amortization | 3.75% 25 Years |
| Debt Service | \$390,195 |
| DCR | 1.39x |
| Net Cash Flow After Debt Service | \$151,816 |
| Cash-on-Cash Return | 5.60% |

* Contact broker for details



OPERATING STATEMENT

INCOME

| | CURRENT | PER SF |
|-----------------------------|------------------|----------------|
| Base Rental Income | \$542,011 | \$11.89 |
| Vacant Space | - | - |
| Gross Potential Rent | \$542,011 | \$11.89 |

| | | |
|-------------------------------------|------------------|----------------|
| Total Expense Reimbursement Income* | \$135,486* | \$2.97 |
| Effective Gross Income | \$677,496 | \$14.86 |

OPERATING EXPENSES

| | | |
|---------------------------------|------------------|---------------|
| Real Estate Taxes | \$57,422 | \$1.26 |
| Insurance | \$24,404 | \$0.54 |
| CAM* | \$53,660* | \$1.18 |
| Total Operating Expenses | \$135,486 | \$2.97 |

| | | |
|-----------------------------|------------------|----------------|
| NET OPERATING INCOME | \$542,011 | \$11.89 |
|-----------------------------|------------------|----------------|

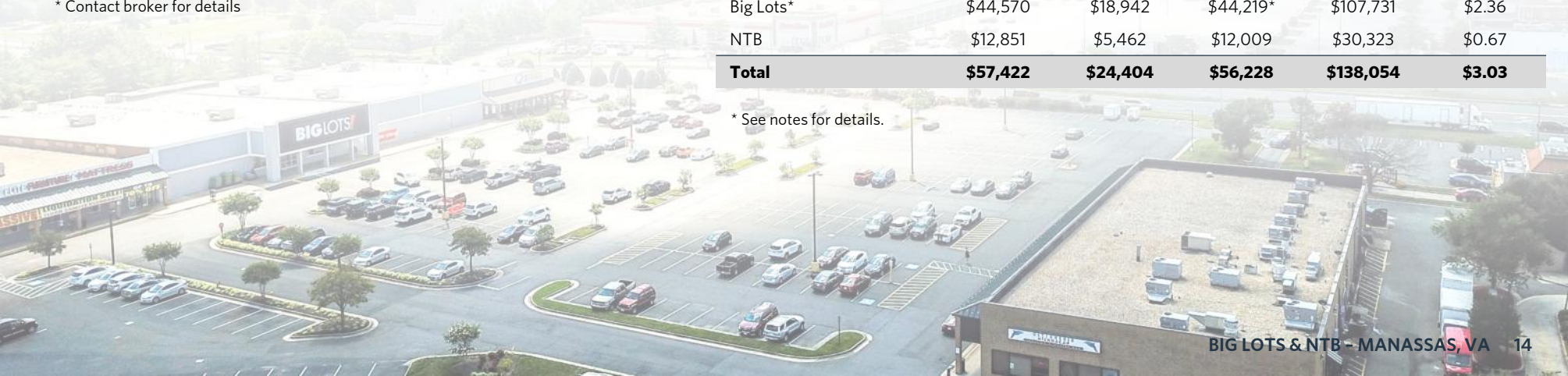
* See notes for details.





ANNUALIZED EXPENSE REIMBURSEMENTS

| TENANT | TAXES | INSURANCE | CAM | TOTAL | PSF |
|--------------|-----------------|-----------------|-----------------|------------------|---------------|
| Big Lots* | \$44,570 | \$18,942 | \$44,219* | \$107,731 | \$2.36 |
| NTB | \$12,851 | \$5,462 | \$12,009 | \$30,323 | \$0.67 |
| Total | \$57,422 | \$24,404 | \$56,228 | \$138,054 | \$3.03 |

* See notes for details.



| TENANT | SF | % OF GLA | LEASE START | LEASE EXPIRATION | RENTAL RATES BEGIN | ANNUAL | PSF | EXPENSE REIMBURSEMENT | |
|---|--------|----------|-------------|------------------|----------------------------|--------------------------|--------------|-----------------------|--|
| <div>Big Lots</div> <div></div> | 35,375 | 77.62% | 7/2/2020 | 1/31/2031 | CURRENT | \$302,387.50 | \$8.55 | TAX: PRS | |
| | | | | | 7/1/2025 | \$320,175.00 | \$9.05 | INS: PRS | |
| | | | | | | | | CAM: \$1.25/SF | |
| | | | | | OPTIONS Three / 5-Years | | | | |
| | | | | | Option 1 | \$337,962.50 | \$9.55 | | |
| | | | | | Option 2 | \$355,750.00 | \$10.06 | | |
| | | | | | Option 3 | \$373,537.50 | \$10.56 | | |
| NOTES: Tenant reimburses for pro rate share of taxes & insurance in addition to a fixed \$1.25/SF CAM reimbursement with an annual 3% increase. | | | | | | | | | |
| <div>NTB</div> <div></div> | 10,200 | 22.38% | 1/15/2012 | 1/14/2027 | CURRENT | \$239,623.08 | \$23.49 | TAX: PRS | |
| | | | | | | Annual CPI Increases | | INS: PRS | |
| | | | | | | | | CAM: PRS | |
| | | | | | | OPTIONS One / 5-Years | | | |
| | | | | | | Option 1 | Based on CPI | | |
| NOTES: Tenant reimburses for pro rate share of taxes, insurance, and CAM. Tenant has an annual rent increase based on CPI. Original lease commenced in 1990 | | | | | | | | | |

| | | |
|-----------------|-----------|---------|
| TOTAL GLA: | 45,575 SF | |
| TOTAL OCCUPIED: | 45,575 SF | 100.00% |
| TOTAL VACANT: | 0 SF | 0.00% |

FINANCIAL NOTES:

- CAM expense is based on a blended 5-year average from 2015-2019.
- Big Lots pays a \$1.25/SF in fixed CAM reimbursement. Based on GLA pro rata share, Big Lots CAM reimbursement is \$41,651. There is an additional \$2,568 in reimbursement income that is not included in the NOI.

| | |
|--|---|
| GUARANTOR | Big Lots Stores, Inc. |
| NOTIFICATION PERIOD OF EXERCISE OPTIONS | Six (6) Calendar Months |
| COMMON AREA MAINTENANCE | <p>Throughout the Term of this Lease, Landlord shall be responsible for the following:</p> <ul style="list-style-type: none"> i. Operating, maintaining, refurbishing, repairing, replacing, improving, and lighting the Common Areas and all other non-leasable areas and facilities located in the Shopping Center which are available for use in common by occupants of the Shopping Center and/or their customers. ii. Operating, maintaining, refurbishing, repairing, replacing, improving, and lighting the service areas, garbage and refuse disposal facilities, Shopping Center maintenance and storage room, loading area and all other areas and facilities location in the Shopping Center. iii. Operating, maintaining, refurbishing, repairing, replacing, improving, and lighting appropriate parking area entrances, exit and directional markers, Shopping Center signs, and other traffic control signs as are reasonably required to effect the site plan, as the same may change from time to time iv. Providing adequate exterior lighting. v. Maintaining all paved surfaces in a level and smooth condition, reasonably free of potholes, with the type of material as originally used or a substitute equal in quality; restriping and repairing as required to keep same clearly visible and appropriately marked. vi. Cleaning, sweeping, and snow and ice removal as needed. <p>Tenant's pro rata share of Common Area Charges shall be fixed at \$1.25 per square foot of the Demised Premises for the first Lease Year of the Original Term. Tenant's pro-rate share of Common Area Charges shall increase by three percent (3%) per year above the amount of Common Area Charges payable by Tenant for the previous Lease Year</p> |
| LANDLORD RESPONSIBILITIES | Landlord agrees, at Landlord's sole cost and expense, to make all repairs and replacements necessary to keep the exterior and structural portions of the Demised Premises in good order, repair and operation except those repairs and replacements the Tenant is required to make pursuant to this Section 7. The exterior and structural portions of the Demised Premises shall include (without limitations) each of the following: (i) exterior walls of the Demised Premises and exterior faces thereof, (ii) the roof, (iii) gutters, downspouts and roof drainage system, (iv) foundations and floor slabs, (v) all structural members of the building, (vi) canopy (if any), (vii) marquee lights or rear or side floodlights, (viii) electrical, plumbing, sprinkler and other mechanical systems and equipment located outside the Demised Premises. |
| TENANT RESPONSIBILITIES | Tenant agrees to make all repairs (including replacements as require in Tenant's reasonable judgment) necessary to keep the interior portions of the Demised Premises in good order, repair and operations, except those which the Landlord is required to make. The interior portions of the Demised Premises shall include (without limitation) each of the following: (i) interior faces of the exterior walls, (ii) ceilings, (iii) floor coverings, (iv) exterior doors, (v) non-structural portions of the storefront, (vi) HVAC exclusively serving the Demised Premises and (vii) the electrical, plumbing, sprinkler and other mechanical systems and equipment exclusively serving the Demised Premises. |
| REAL ESTATE TAXES | Landlord shall timely pay all real property taxes which may be levied or assessed by any lawful authority against the land and improvements in the Shopping Center or against Landlord in respect to the land and improvements in the Shopping Center. Tenant shall pay to Landlord its pro rata share of Real Estate Taxes paid by Landlord. |
| INSURANCE | <p>Tenant agrees to carry at its own expense, throughout this Lease, commercial general liability insurance covering the Demised Premises and Tenant's use thereof which insurance shall include Landlord as an additional insured.</p> <p>Landlord shall at all times carry insurance covering all improvement located in the Shopping Center, including the Demised Premises, except for Tenant's trade fixtures, furnishings, and inventory and carry general liability insurance covering the Common Areas. Tenant shall, after the Rent Commencement Date, on an annual basis, pay Tenant's pro rata share of the premiums paid by Landlord.</p> |
| ASSIGNMENT & SUBLETTING | Tenant shall have the right at any time to sublet the Demised Premises or any part thereof or to assign the lease without Landlord's consent; provided, that no such subletting or assignment shall relieve Tenant of any of its obligations hereunder. |
| ESTOPPEL CERTIFICATE | Within Thirty (30) days after Landlord written request. |

| | |
|--|---|
| GUARANTOR | NTW Incorporated |
| NOTIFICATION PERIOD OF EXERCISE OPTIONS | 120 days prior to the termination of the previous renewal period. |
| LANDLORD RESPONSIBILITIES | Lessor shall, at its own cost and expense, maintain in good order and condition any and all structural components including foundation of the leased premises, and the shopping center of which the lease premises are a part (including the roof, guttering, exterior walls, floors) common areas, except as required to be maintained by Lessee. Lessee and Lessor specifically agree that Lessor shall have no obligation in connection with the care, maintenance, operation, repair, or replacement of any equipment. Fixtures, or personal property placed in the lease premises by Lessee. |
| TENANT RESPONSIBILITIES | <p>Lessee agrees to pay as additional rent its pro rata share of the unreimbursed actual direct costs incurred by Lessor in the operation and maintenance of the common area, sidewalks, parking and driveway, lighting, painting, cleaning, policing, inspecting, landscaping, repairing, guarding, protecting, and managing the development of which the leased premises is a part, together with regular trash and garbage pickup and removal if Lessee uses such garbage service.</p> <p>Lessee shall, at its own cost and expense, maintain in good order and condition on the interior of the leased premise (including interior walls, lighting bulbs and tubes, and any plumbing, electrical and mechanical systems installed by Lessee), as well as the plate glass windows, exterior doors, HVAC, and exterior signage.</p> |
| REAL ESTATE TAXES | Lessee shall pay through the original term and any extension periods all taxes and assessments levied against or relating to the leased Premises. |
| INSURANCE | <p>Lessee agrees to maintain in effect during the term of this lease and any extension thereof, a public liability insurance policy on the Premises.</p> <p>Lessor will keep insured the buildings and improvements on the Premises from loss or damage by fire and other risks generally covered by extend coverage insurance. Lessee agrees to pay as additional rent its pro rata share as stated in section 23C, costs incurred by Lessor for hazard, fire and extended coverage, and public liability insurance.</p> |
| ASSIGNMENT & SUBLETTING | Lessee shall have the right to assign or sublet the Premises in whole or in part with Lessor's prior written consent. Less hereby agrees not to withhold unreasonably Lessor's consent to assignment or subletting in the event Lessee requests said consent. Lessee shall remain liable for all monetary obligations in the event of default by assignee, unless the assignee is of equal or greater net worth than tenant. |
| ESTOPPEL CERTIFICATE | 20 Days |


**OWNERSHIP****Big Lots, Inc.****REVENUE****\$5.2+ Billion****CREDIT RATING****S&P: BB+****FOUNDED IN****1967****HEADQUARTERS****Columbus, OH****# OF LOCATIONS****1400+ Stores****WEBSITE****www.biglots.com**


Headquartered in Columbus, OH, Big Lots, Inc. is a discount retailer dedicated to friendly service, trustworthy value, and affordable solutions in every category including furniture, food, décor, seasonal items, electronics, toys, accessories, and more. Founded by Sol Shenk in 1967, Big Lots was originally part of Consolidated International and one of several chains including Odd Lots, Mac Frugal's Bargain, and Pic 'N' Save. In 2001 Consolidated International, Inc converted to Big Lots as a single national brand. Today Big Lots operates more than 1,400 locations in 47 states and 5 distribution centers.

From its closeout store roots to its entrance into discount retailing, Big Lots' primary purpose of helping people save money on all kinds of products has stayed the same. The needs of customers have expanded and today, the company offers and extensive assortment of brand-name items and quality products with one mission "Helping people live BIG and save LOTS."



National Tire and Battery (NTB) is an American brand auto service centers operating under TBC Retail Group along with Tire Kingdom. Together there are more than 730 locations throughout the United States. Formerly owned by Sears, NTB was created in 1997 by consolidating the Tire America and National Tire Warehouse brands. In 2003, Sears sold NTB to the TBC Corporation where it operates under the TBC Retail Group. NTB and Tire Kingdom are automotive maintenance centers that specialize in fast, hassle-free car care and complete tire services and more.



Founded in 1956, TBC Corporation began as Cordovan Associates. Today TBC is one of North America's largest marketers and distributors of tires for the automotive replacement market. Through worldwide operations spanning wholesale, retail, and franchise, TBC provides customers best-in-class brands and automotive maintenance and repair services with the underlying mission to exceed customer expectations. In 2005, TBC was purchased by Sumitomo Corporation of America, one of Japan's major integrated trading and investment business enterprises. Today, TBC operates more than 3,200 franchised and company-operated services centers operating under NTB, Tire Kingdom, Big O Tires, Midas, Fleet America, and National Tire Wholesale (NTW).





MANASSAS, VA

Manassas is an independent city located in the Northern Virginia suburbs of the greater Washington, DC MSA. With a population of 42,000 residents, Manassas is an appealing community within Prince William County, conveniently located 25 miles west of downtown DC, and offers residents affordable living with high quality amenities, and proximity to transportation. Manassas benefits from highly trafficked roadways, including Sudley Road (50,000+ VPD), I-66 (130,000+ VPD) and the Virginia Railway Express which is planning to double ridership by 2040. An attractive location for business, Manassas is home to several Fortune 500 companies, including Lockheed Martin, BAE Systems, and Micron Technology. The largest employer in Manassas, Micron, recently announced plans to embark on a \$3 billion project to expand their manufacturing facility and create over 1,100 jobs by 2030.

PRINCE WILLIAM COUNTY

Totalling approximately 350 square miles, Prince William County – where Manassas is located – is well positioned at the epicenter of Northern Virginia's 1.6-million-person workforce. The county is bounded by the Potomac River to the east, Fairfax and Loudoun Counties to the north, Fauquier County to the west and Stafford County to the south. Home to more than 465,000 residents, Prince William County has recently experienced over a 12% population growth since 2010, quickly becoming the community of choice for businesses and residents in the area. Many of these new residents are attracted to the county's superior location – approximately 75% of Northern Virginia's workforce lives within a 40-minute commute. Additionally, it is ranked within the 20 wealthiest counties in the United States, boasting a median household income of over \$100,000. Consequently, the county has established a comprehensive strategy to continue growing as a vibrant, dynamic community while carefully targeting new developments and opportunities for luxury housing.

Due to its proximity to Washington, DC and the federal government, Prince William County has historically performed better than the nation in terms of both economic and employment metrics. In fact, Prince William County currently has an unemployment rate of 2.8%, below the national average of 3.6%. Notably, this figure also stands below the overall Virginia average of 2.9% and the Washington, DC average of 5.6%. Additionally, Prince William County is AAA rated by all three major credit agencies due to their stable financial outlook, healthy reserves, and sound fiscal management. Prince William County also enjoys extensive highway access via Interstate 95, Interstate 66 and Jefferson Davis Highway, allowing commuters to traverse the greater Washington, DC area with ease.



PRINCE WILLIAM COUNTY



TOTAL POPULATION
468,011



TOTAL AREA
223,040 Acres



NO. OF HOUSEHOLDS
148,121



POPULATION GROWTH
16.4% Since 2010



MEDIAN HH INCOME
\$101,059

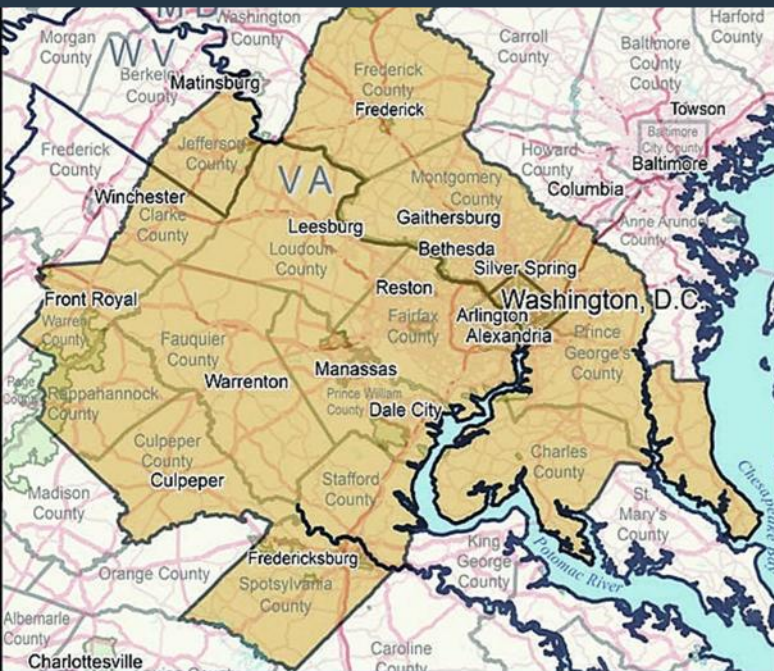


UNEMPLOYMENT RATE
2.7%

MAJOR EMPLOYERS

| <u>Employer</u> | <u>Sector</u> |
|-------------------------------|---------------|
| Prince William Co. Schools | Education |
| Prince William Co. Government | Local Gov't |
| U.S. Department of Defense | Federal Gov't |
| Sentara Healthcare | Healthcare |
| Walmart | Retail |

WASHINGTON D.C. MSA



MAJOR EMPLOYERS

| Employer | Sector |
|------------------------------|----------------------|
| Federal Government | Government |
| Fairfax Co. Public Schools | Education |
| Inova Health System | Healthcare |
| Marriott International, Inc. | Hospitality |
| University of Maryland | Education |
| General Dynamics Corp. | Aerospace & Defense |
| Deloitte LLP | Professional Service |
| Amazon | Online Retailer |
| Leidos Holdings, Inc. | Technology |
| Capital One Financial Corp. | Financial |

LOCAL UNIVERSITIES



Georgetown University



HOWARD UNIVERSITY



UNIVERSITY OF MARYLAND

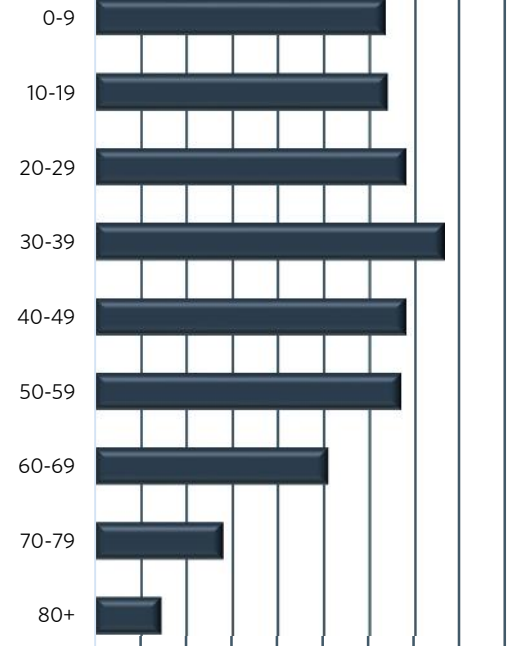


AMERICAN UNIVERSITY
WASHINGTON, D.C.



POPULATION BY AGE

0% 2% 4% 6% 8% 10% 12% 14% 16% 18%



37.1 MEDIAN AGE

WASHINGTON, D.C. MSA



6.2M
TOTAL POPULATION
10.8% Increase Since 2010



2.3M
NO. OF HOUSEHOLDS
64% Owner Occupied

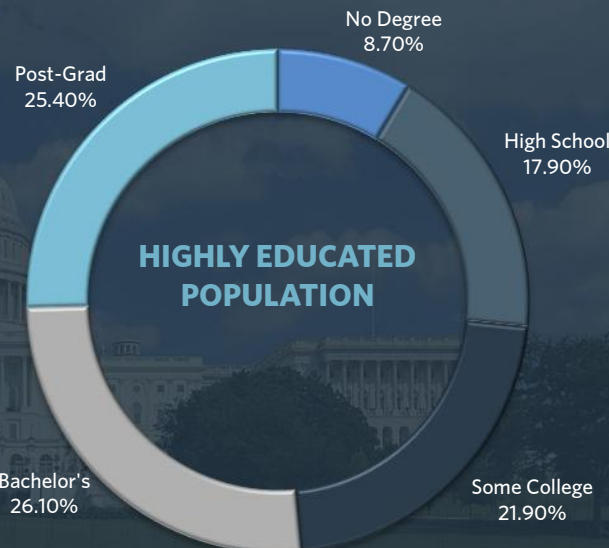


\$102K
MEDIAN HH INCOME
\$61.9K US Median HH Income



2.9%
UNEMPLOYMENT RATE
3.3% National Unemployment Rate

POPULATION BY EDUCATION LEVEL



HIGHLY EDUCATED POPULATION

Sources: U.S. Census Bureau, Bureau of Economic Analysis, Washington Business Journal



TOTAL POPULATION

| MILES | 2019 | 2024 |
|-------|---------|---------|
| 1 | 20,171 | 21,453 |
| 3 | 68,413 | 71,693 |
| 5 | 188,818 | 200,714 |



HOUSEHOLDS

| MILES | 2019 | 2024 |
|-------|--------|--------|
| 1 | 7,179 | 7,389 |
| 3 | 21,544 | 22,388 |
| 5 | 59,653 | 62,923 |



OWNER-OCCUPIED HOMES

| MILES | 2019 | 2024 |
|-------|--------|--------|
| 1 | 3,680 | 3,905 |
| 3 | 12,981 | 13,864 |
| 5 | 40,731 | 43,529 |



AVERAGE HOUSEHOLD INCOME

| MILES | 2019 | 2024 |
|-------|-----------|-----------|
| 1 | \$88,481 | \$99,731 |
| 3 | \$96,888 | \$109,285 |
| 5 | \$121,200 | \$134,778 |



MEDIAN HOUSEHOLD INCOME

| MILES | 2019 | 2024 |
|-------|----------|-----------|
| 1 | \$72,773 | \$79,526 |
| 3 | \$79,182 | \$85,497 |
| 5 | \$96,069 | \$104,024 |

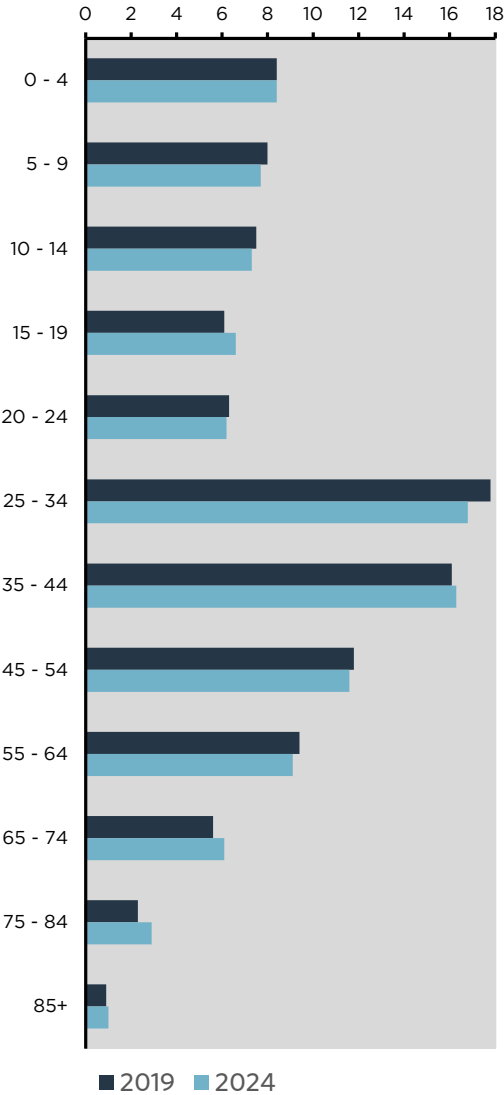


PER CAPITA INCOME

| MILES | 2019 | 2024 |
|-------|----------|----------|
| 1 | \$30,236 | \$33,880 |
| 3 | \$30,657 | \$34,306 |
| 5 | \$38,500 | \$42,504 |

POPULATION BY AGE
PERCENT (%)

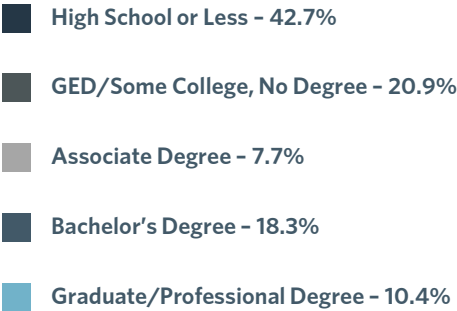
* BASED ON 3 MILE RADIUS



* BASED ON 3 MILE RADIUS



EDUCATIONAL
ATTAINMENT





BIG LOTS!

NOW OPEN

NTB
NATIONAL TIRE & BATTERY

BIG LOTS!



MANASSAS, VA

klnb

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