



RENDERING

# O'REILLY AUTO PARTS

WINDSOR (VIRGINIA BEACH-NORFOLK-HAMPTON ROADS MSA), VA



NEW 15-YR. NNN LEASE, MINIMAL  
LANDLORD RESPONSIBILITIES



47,734 RESIDENTS IN  
PRIMARY TRADE AREA



BRAND NEW 2020 CONSTRUCTION,  
UPGRADED DESIGN AND PROTOTYPE



# East Facing



**SUBJECT  
PROPERTY**

**WINDSOR BLVD.**



**RESIDENTIAL  
COMMUNITIES**  
47,734 RESIDENTS IN  
PRIMARY TRADE AREA



# West Facing



WINDSOR HIGH SCHOOL  
1,134 STUDENTS



18,000 CPD

**SUBJECT  
PROPERTY**



**DUNKIN'**



WINDSOR BLVD.



**RESIDENTIAL  
COMMUNITIES**

47,734 RESIDENTS IN  
PRIMARY TRADE AREA



HOLLAND MEADOWS HOMES PHASE II  
105 SINGLE FAMILY HOMES

**FAMILY DOLLAR**  
my family, my family dollar.





# Offering Summary



11409 WINDSOR BLVD.  
WINDSOR, VA 23487

**\$2,315,000**  
**5.50% CAP RATE**



GROSS LEASABLE AREA  
**7,600 SF**



LOT SIZE  
**1.40 Acres**



YEAR BUILT  
**2020**



NOI  
**\$127,211**

## LEASE SUMMARY

LEASE TYPE	NNN
ROOF & STRUCTURE	LANDLORD RESPONSIBLE
TENANT	O'REILLY AUTO PARTS
LEASE TERM	15 YEARS
RENT COMMENCEMENT	EST. 11/15/2020
RENT EXPIRATION	EST. 11/30/2035
INCREASES	6% IN YEAR 11 & EACH RENEWAL OPTION
OPTIONS	FOUR, 5-YEAR

## RENT SUMMARY

TERM	MONTHLY	ANNUAL
Year 1 - 10	\$10,600.92	\$127,211.04
Years 11 - 15	\$11,236.99	\$134,843.88
OPTION 1	\$11,911.21	\$142,934.52
OPTION 2	\$12,625.88	\$151,510.56
OPTION 3	\$13,383.44	\$160,601.28
OPTION 4	\$14,186.44	\$170,237.28



# Investment Highlights



## SECURE INCOME STREAM

- 15-Year Corporate Lease, 6% Increases in Year 11
- Investment Grade Tenant, Rated BBB by S&P
- Stock Price Increased 62% in Last 12 Months
- Government Declared Essential Retailer
- New 2020 Construction, Minimal Landlord Responsibilities



## STRONG MARKET FUNDAMENTALS

- 47,734 Residents in Trade Area, 10 Miles to Suffolk
- Excellent Access and Visibility to 18,000 Cars/Day
- Adjacent to Food Lion Anchored Center, Across from New Dunkin' and Hardee's
- Easily Accessible to Interstates 95, 85, 64, 264, & 664



## PROXIMITY

- Close Proximity to 1.1M SF Cost Plus World Market Distribution Center
- 24 Miles to Port of Virginia and Supported by a Regional Workforce of 830,000 Residents
- Strong Labor Market with 100,000+ Active Military Personnel, 6,800 Transition to Civilian Workforce Annually
- Surrounded by Several K-12 Schools with 1,545 Students







GEORGE D. TYLER MIDDLE SCHOOL  
411 STUDENTS

# Amenities Aerial

258

212-UNIT RESIDENTIAL DEVELOPMENT  
42-AC SITE AVAILABLE FOR SALE

5,700 CPD



DOLLAR GENERAL



WINDSOR HIGH SCHOOL  
1,134 STUDENTS

18,000 CPD

2,400 CPD

636

GRIFFIN ST.

HOLLAND MEADOWS HOMES PHASE II  
105 SINGLE FAMILY HOMES

**SUBJECT  
PROPERTY**



HRFT SITE 83-AC AVAILALBE  
FOR MIXED-USE COMMERCIAL  
& RESIDENTIAL DEVELOPMENT

603

CHURCH ST.

2,600 CPD



1,000 ACRE COUNTY OWNED  
INDUSTRIAL PARK



420 EMPLOYEES



1.1M SF  
DISTRIBUTION  
CENTER



RESIDENTIAL  
COMMUNITIES  
47,734 RESIDENTS IN  
PRIMARY TRADE AREA



## Drone Footage



CLICK TO WATCH

# Tenant Overview



O'Reilly Auto Parts is an American auto parts retailer that provides automotive aftermarket parts, tools, supplies, equipment, and accessories, serving both the professional service providers and do-it-yourself customers. O'Reilly's prides itself on being the dominant auto parts retailer in all of their market areas. From their roots as a single store in Springfield, Missouri in 1957, the company now operates 5,439 stores in 47 states and employs more than 82,484 team members.

On April 23, 1993, the company completed an initial public offering, and it now trades on the NASDAQ market under the symbol ORLY. O'Reilly's initial public stock offering was well received by investors and its success has continued to date. For the calendar year ended 12/31/2019, the company reported revenue of \$10.15 billion and net income of \$1.39 billion. In August 2019, O'Reilly Auto announced it would be acquiring Mayasa Auto Parts. This marks O'Reilly Auto Parts first venture into international markets. Mayasa has 5 distribution centers, 20 company stores, and more than 2,000 independent jobber locations throughout Mexico.

[WWW.OREILLYAUTOPARTS.COM](http://WWW.OREILLYAUTOPARTS.COM)

CREDIT RATING  
**BBB/BAA1**  
S&P / MOODY'S

LOCATIONS  
**5,439**

EMPLOYEES  
**82,484+**

FOUNDED  
**1957**

TOTAL REVENUE  
**\$10.15B**  
2019

NET INCOME  
**\$1.39B**  
2019

STOCK SYMBOL  
**ORLY**  
NASDAQ

## TENANT RESPONSIBILITIES

### MAINTENANCE & REPAIRS

Tenant shall maintain, repair and replace the entrances, exterior painting, all glass, all window molding and panes, all fixtures, partitions, ceilings, floor coverings and utility lines in the Demised Premises, all doors, door openers, equipment, machinery, appliances, signs and appurtenances thereof, including lighting, heating, air conditioning, and plumbing equipment and fixtures, fire suppression system and monitoring. Tenant shall maintain sidewalks and landscaped areas (excluding underground irrigation lines). If parking is constructed of concrete, Tenant shall be responsible for general maintenance and repair. If parking lot is constructed of asphalt, then the Landlord is responsible for all maintenance and repair including trash, snow and ice removal. Tenant shall be responsible of all janitorial and trash removal services, all routine maintenance of HVAC from Commencement Date and shall be responsible for all maintenance, repair and replacement of HVAC commencing 1 year after the Commencement Date. Landlord agrees to assign all applicable HVAC warranties to Tenant 1 year after the Commencement Date.

### INSURANCE

Tenant shall carry and maintain at its sole cost and expense Commercial General Liability and Property Insurance.

### TAXES

Tenant shall pay all taxes, assessments, levies and other charges levied by the State, City and County on the premises and improvements.

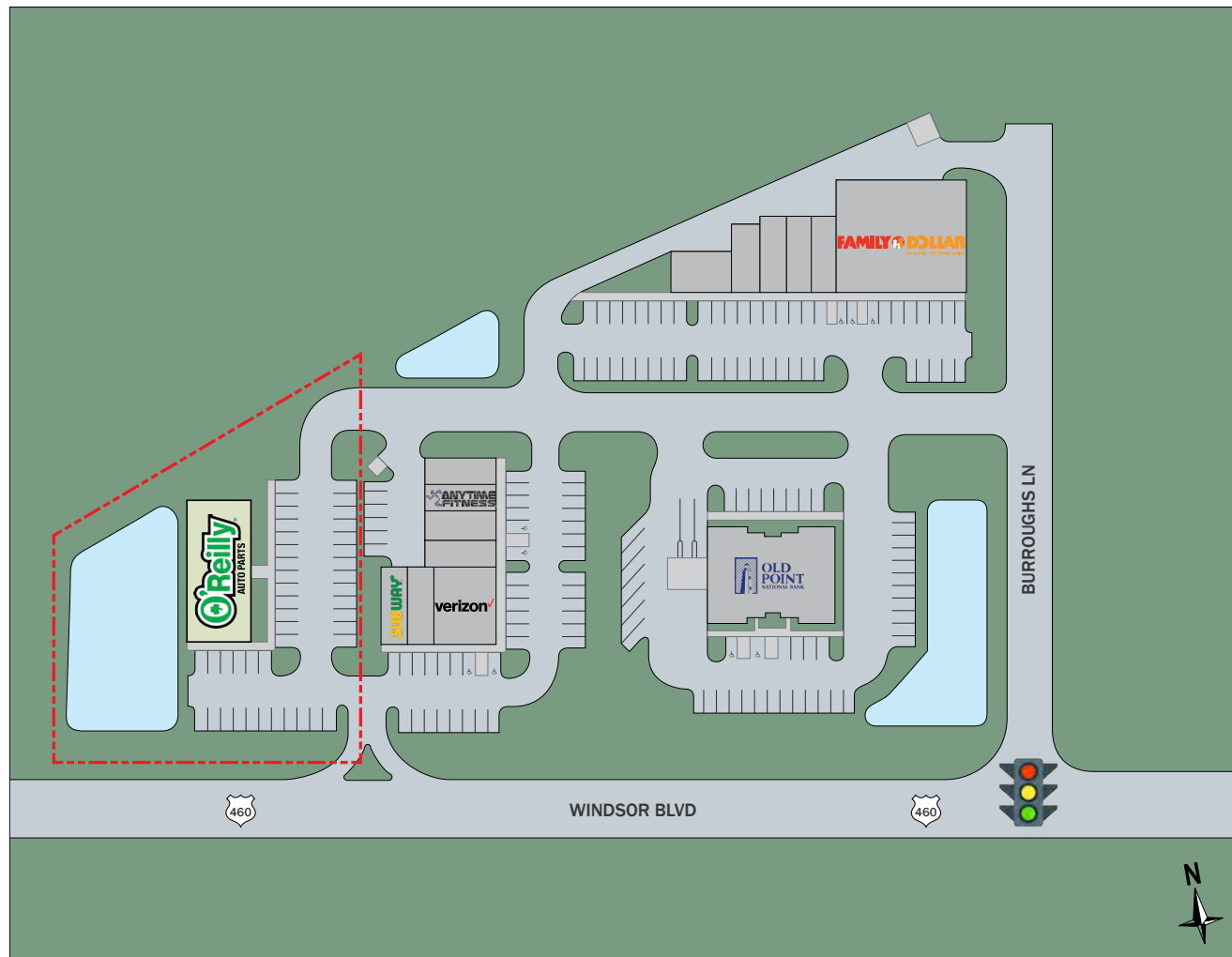
## LANDLORD RESPONSIBILITIES

### MAINTENANCE & REPAIRS

Landlord, shall be responsible for maintenance, repair, and replacements of, and keep in good condition the foundations, floors (except floor coverings), slabs, exterior walls (excluding exterior painting), structural systems of the building, load bearing walls, roof, the parking lot if constructed of asphalt. If constructed of concrete Landlord shall be responsible for maintenance, repair, replacement, and code compliance. Furthermore, sidewalks (repair, replacement, and code compliance), landscaping (underground irrigation lines only), and utility systems to the point of internal distribution to within the building portion of the Demised Premises.



# Site Plan



ADT  
**18,000**  
Along Windsor Blvd.

LOT SIZE  
**1.40**  
Acres

PARKING  
**30**  
Spaces



# Windsor, VA



## “THE HIDDEN JEWEL OF WESTERN TIDEWATER”

The Town of Windsor, located in southeast Virginia, with a population of 2600 has been called “the hidden jewel of Western Tidewater.” With its friendly, small town atmosphere, excellent schools, and location near larger metropolitan areas, Windsor offers the best of all worlds. At the intersection of routes 460 and 258, this Gateway to Hampton Roads offers a strategic location for businesses with transportation to all parts of the United States and the world using highway networks, the Norfolk and Southern railroad, and the port of Virginia. Windsor is able to maintain its small town charm and atmosphere, yet manage the growth pressures through the thoughtful planning of the Town Council and the Planning Commission. The Town of Windsor is governed by a seven member Town Council. All members of the Town Council are elected at large, to include the Mayor. The Council appoints a seven member Planning Commission to assist them in planning for the long term future of the Town.



### ECONOMY

The economy of Windsor is primarily driven by law, finance, and government, with federal, state, and local governmental agencies, as well as notable legal and banking firms. The Greater Richmond area was named the third-best city for business by MarketWatch in September 2007, ranking behind only the Minneapolis and Denver areas and just above Boston. The area is home to six Fortune 500 companies: electric utility Dominion Resources; CarMax; Owens & Minor; Genworth Financial, MeadWestvaco/ WestRock, and Altria Group.



### EDUCATION

Windsor Elementary School serves students in grades of Pre-K through 5. The school mascot is the hornet, and for the 2010 – 2011 school year had a total enrollment of 613 students. Georgie D. Tyler Middle School serves students in grades 6 through 8 and the Titan is the school mascot. The school colors are blue and silver. The school used to be called Windsor Middle School. During Windsor Middle School's 2010 – 2011 school year yielded a total enrollment of 328 students. Georgie D Tyler Middle School opened in late summer of 2014 .



### TRANSPORTATION

The Greater Richmond area is served by the Richmond International Airport (IATA: RIC, ICAO: KRIC), located in nearby Sandston, seven miles (11 km) southeast of Richmond and within an hour drive of historic Williamsburg, Virginia. Richmond International is now served by nine airlines with over 200 daily flights providing non-stop service to major destination markets and connecting flights to destinations worldwide. A record 3.3 million passengers used Richmond International Airport in 2006, a 13% increase over 2005.



### ATTRACTIONS

Auto racing is popular in the area. The Richmond Raceway (RR) has hosted Monster Energy NASCAR Cup races since 1953, as well as the Capital City 400 from 1962 – 1980. A significant sports venue is the 6,000-seat Arthur Ashe Athletic Center, a multi-purpose arena named for tennis great and Richmond resident Arthur Ashe. This facility hosts a variety of local sporting events, concerts, and other activities.



# Isle of Wright County, VA



## VIRGINIA'S "SWEET SPOT"

Isle of Wight County is a county located in the Hampton Roads region of the U.S. state of Virginia. It was named after the British Isle of Wight, south of the Solent, from where many of its early colonists had come. It is located in the southeastern portion of Virginia known as the Hampton Roads region and is included in the Virginia Beach Metropolitan Statistical Area (MSA) - the 37th largest MSA in the United States. Its northeastern boundary is on the coast of Hampton Roads waterway. As the county population developed, leaders thought they needed a county seat near the center of the area. They built a new courthouse near the center of the county in 1800. The 1800 brick courthouse and its associated tavern (Boykin's Tavern) are still standing, as are the 1822 clerk's offices nearby. Some additions have been made. The 1800 courthouse is used daily, serving as the government chambers for the Board of Supervisors, as well as the meeting hall for the School Board. The chambers are sometimes used as a court for civil trials if the new courthouse is fully in use. The new courthouse opened in 2010; it is across the street from the sheriff's office and county offices complex.



### ECONOMY

This MSA encompasses 15 other cities and counties and boasts a total workforce of nearly 850,000. The County's location on the western edge of this metropolitan area brings with it many economic advantages, such as easy access to major interstates (Interstates 64 and 664 as well as Highways 58 and 460), award-winning schools, post graduate technical training opportunities, low taxes, and a variety of lifestyle choices ranging from main street communities to working farms.



### TRANSPORTATION

Strategically located just minutes from one of the Country's busiest transportation hubs, including the Port of Virginia, interstates, airports, and railways, Isle of Wight County offers a unique opportunity to locate in Virginia's "Sweet Spot" for optimum access to domestic and global markets.



### EDUCATION

Isle of Wight County Schools consists of five elementary schools, two middle schools and two high schools. With just over 5,500 students and nine schools, the school division is small enough to provide personalized instruction centered on each child's educational needs while operating from a global perspective to offer an array of rigorous and diverse programs that few similarly sized school divisions can match. Windsor High School serves students in grades 9 through 12.



### ATTRACTIONS

Located right in the heart of Smithfield, with miles of walking trails and foot bridges, kayak/canoe launch, dog park and picnic areas, Windsor Castle Park will be the hub of your outdoor experience. The Pagan and Blackwater Rivers, and the Jones and Cypress Creeks provide boating opportunities from canoeing and kayaking to motorboats and sailing.



# Demographics

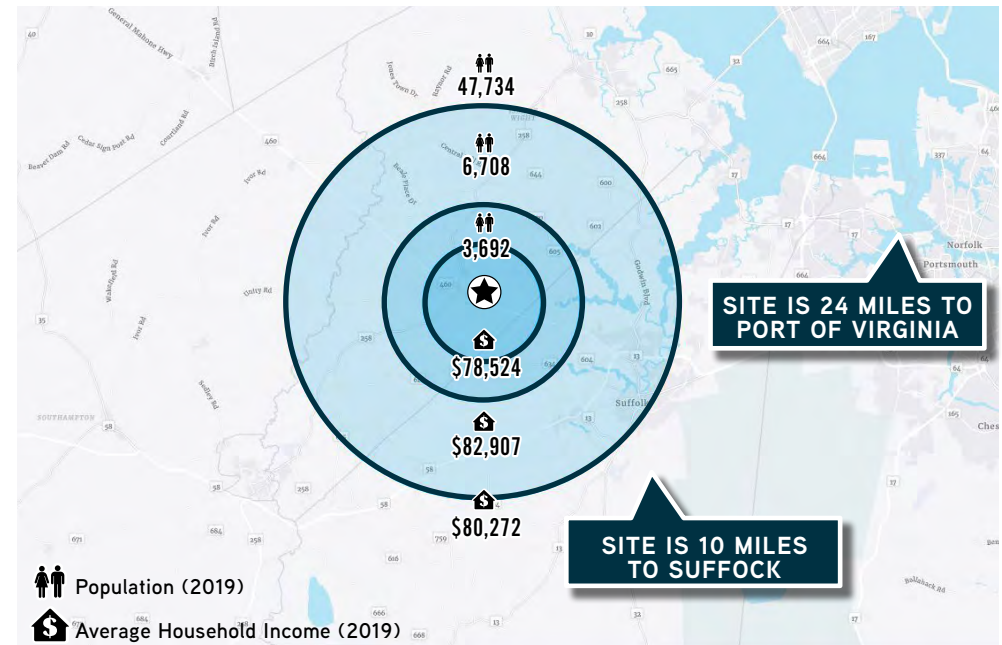
POPULATION	3 MI	5 MI	10 MI
2019 Total	3,692	6,708	47,734
2024 Projected	3,803	6,916	50,687
Total Daytime Population	3,203	4,852	44,454
Population Change 2019-2024	0.59%	0.61%	1.21%

HOUSEHOLDS	3 MI	5 MI	10 MI
2019 Total Households	1,432	2,593	17,919
2024 Total Households	1,473	2,670	19,005
Household Change 2019-24	2.70%	2.71%	2.76%

INCOME	3 MI	5 MI	10 MI
2019 Median Income	\$57,923	\$65,667	\$65,430
2019 Average Income	\$78,524	\$82,907	\$80,272
Median Income Change 2019-24	2.32%	2.35%	3.00%

AGE/HOME VALUE	3 MI	5 MI	10 MI
2019 Est. Median Age	45.7	46.7	41.2
18 and Older	80.3%	81.0%	78.4%
2019 Est. Median Home Value	\$237,410	\$255,380	\$243,007
2024 Est. Median Home Value	\$266,017	\$277,552	\$263,828

EDUCATION	3 MI	5 MI	10 MI
Bachelor's Degree or Higher	10.8%	10.8%	14.4%



**18,000**

ALONG WINDSOR BLVD.



**14.4%**

INDIVIDUALS WITH A BACHELOR'S DEGREE OR HIGHER WITHIN 5 MILES



**47,734**

2019 TOTAL POPULATION CONSENSUS WITHIN 10 MILES



**\$82,907**

2019 AVERAGE HOUSEHOLD INCOME WITHIN 5 MILES



**\$277,552**

2019 MEDIAN HOME VALUE WITHIN 5 MILES



**50,687**

2024 TOTAL POPULATION PROJECTION WITHIN 10 MILES



## CONFIDENTIALITY DISCLAIMER

The information contained herein, including an pro forma income and expense information (collectively, the “Information”) is based upon assumption and projections and has been compiled or modeled from sources we consider reliable and is based on the best available information at the time the brochure was issued. However, the Information is subject to change and is not guaranteed as to completeness or accuracy. While we have no reason to believe that the Information set forth in this brochure, underwriting, cash flows, valuation, and other financial information (or any Information that is subsequently provided or made available to you) contains any material inaccuracies, no representations or warranties, express or implied, are made with respect to the accuracy or completeness of the Information. Independent estimates of pro forma income and expenses should be developed before any decision is made on whether to invest in the Property. Summaries of any documents are not intended to be comprehensive or all-inclusive, but rather only outline some of the provisions contained therein and are qualified in their entirety by the actual document to which they relate. You understand that the Information is confidential and is furnished solely for the purpose of your review in connection with a potential investment in the Property. You further understand that the Information is not to be used for any purpose or made available to any other person without express written consent of Colliers International. This offering is subject to prior placement and withdrawal, cancellation, or modification without notice. This publication is the copyrighted property of Colliers International and/or its licensor(s). ©2020. All rights reserved.







RENDERING



Colliers International  
5901 Priestly Dr, Suite 100 Carlsbad, CA 92008

Thomas T. Ladit  
+1 760 930 7931  
thomas.ladt@colliers.com  
CA License No. 01803956

Broker of Record  
Joe Marchetti  
VA License No. 02250200