



SANDS INVESTMENT GROUP
NET INVESTMENTS... NET RESULTS

REF Advisory, Inc.
VA Lic. # 02260228023



Applebee's
410 Old Mount Cross Rd
Danville, VA 24540

SELLER FINANCING

12% Cash Flow on Investment
Only \$920,000 Down Payment
100% of Initial Capital Investment Returned Within 7 Years
Double Guarantee From Tenant and Seller
Seller Carry Available

EXCLUSIVELY MARKETED BY:



ADAM SCHERR

CA Lic. # 01925644

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adam@SIGnnn.com

SIG Works With Non-Resident Prospective Buyers

In Cooperation With:

Michael R. Katz, VA Lic # 0225059347 and FL Lic # BK3366474 of
REF Advisory, Inc. VA Lic # 02260228023 and FL Lic # CQ1051983

REF Advisory, Inc. Works With
Prospective Virginia Resident Buyers

TABLE OF CONTENTS



04

06

08

14

16

INVESTMENT OVERVIEW

Investment Summary
Investment Highlights

LEASE ABSTRACT

Lease Summary
Rent Roll & Financing

PROPERTY OVERVIEW

Property Images
Location, Aerial & Retail Maps

AREA OVERVIEW

City Overview
Demographics

TENANT OVERVIEW

Tenant Profile
Franchisee Profile

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INVESTMENT SUMMARY

We Are Pleased to Present For Sale the 4,750 SF Applebee's at 410 Old Mount Cross Road in Danville, Virginia. This Opportunity Includes 16+ Years Remaining on a Long-Term Year Absolute Triple Net (NNN) Lease That is Strategically Situated Along a Heavy Retail Corridor, Providing For a Secure Investment.

OFFERING SUMMARY

PRICE	\$2,300,000
CAP	7.76%
NOI	\$178,526
PRICE PER SF	\$485.23
GUARANTOR	Apple Investor Group, LLC

PROPERTY SUMMARY

ADDRESS	410 Old Mount Cross Road Danville, VA 24540
COUNTY	Danville City
BUILDING AREA	4,750 SF
LAND AREA	1.42 AC
BUILT	1994



SELLER FINANCING

LOAN	\$1,380,000
EQUITY	\$920,000
LTV	60%
INTEREST	4.50%
TERM	10 Years Interest Only
MONTHLY MORTGAGE PAYMENT	\$5,175

CASH FLOW

12% Annual Return on Investment Day One
 12% Cash Flow Increases as Rents Increase
 100% of Initial Capital Investment of \$920,000 is Returned in Full Within 7 Years

SELLER GUARANTEE

NNN Rent is Guaranteed By Seller Through December 2021

HIGHLIGHTS

- 16+ Years Remaining on a Long-Term Triple Net (NNN) Lease With Zero Landlord Responsibilities
- Guarantee From Apple Investors Group, LLC, a 29-Unit Operator
- Increases Throughout the Primary Term
- Strategically Positioned Across the Street From the Danville Mall, With Tenants Such As: Sears, Belk, Red Lobster, Outback, Finishline
- Located at a 4-Way Signalized Corner
- Situated One Block From Coleman Marketplace Featuring Target, Home Depot, Dick's Sporting Goods, Old Navy and Ross
- Favorable Seller Financing Available Allowing a Potential Investor to Receive a Year 1 Cash on Cash Return of Nearly 13%
- Population of 48,896 Residents Making an Average Household Income of \$52,903 Within a 5-Mile Radius
- New Caesars Casino With a 300 Four-Star Hotel Rooms, 35,000 SF Conference Space and a 2,500 Seat Live Entrainment Venue Under Construction Less Than 2 Miles Away
- Danville is the Principal City of the Danville, Virginia Micropolitan Statistical Area - Population Approximately 105,000
- Danville is Among the Top "25 World Class Communities" - Recognized By the Industry Week Magazine
- Home to the Danville Braves a Minor League Baseball Team to the Atlanta Braves
- Easy Access to Interstate 40 & 85, Making Danville Extremely Well-Suited to Reach Mid-Atlantic Markets and International Shipping Facilities
- Located in South-Central Virginia Along the North Carolina Border
- Nearby Tenants Include: Walmart Supercenter, Lowe's, Sam's Club, Toys 'R Us, Olive Garden and Hobby Lobby

LEASE SUMMARY

TENANT	Apple Investors Group, LLC
PREMISES	A Building of Approximately 4,740 SF
LEASE COMMENCEMENT	May 1, 2017
LEASE EXPIRATION	April 30, 2037
LEASE TERM	16+ Years Remaining
RENEWAL OPTIONS	4 x 5 Years
RENT INCREASES	See Rent Schedule
LEASE TYPE	Absolute Triple Net (NNN)
PERMITTED USE	Restaurant
PROPERTY TAXES	Tenant's Responsibility
INSURANCE	Tenant's Responsibility
COMMON AREA	Tenant's Responsibility
ROOF & STRUCTURE	Tenant's Responsibility
REPAIRS & MAINTENANCE	Tenant's Responsibility
HVAC	Tenant's Responsibility
UTILITIES	Tenant's Responsibility
RIGHT OF FIRST REFUSAL	No

SQUARE
FOOTAGE

ANNUAL
BASE RENT

RENT
PER SF

4,740 SF

\$178,526

\$37.66

RENT SCHEDULE

TIME PERIOD	ANNUAL BASE RENT	ANNUALIZED BASE RENT
May 1, 2019 Through April 30, 2022	\$178,526	7.75%
May 1, 2022 Through April 30, 2027	\$198,526	8.63%
May 1, 2027 Through April 30, 2032	\$208,526	9.07%
May 1, 2032 Through April 30, 2037 (Expiration Date)	\$218,526	9.50%
Extended Term 1: May 1, 2037 Through April 30, 2042	\$228,526	9.94%
Extended Term 2: May 1, 2042 Through April 30, 2047	\$238,526	10.37%
Extended Term 3: May 1, 2047 Through April 30, 2052	\$248,526	10.81%
Extended Term 4: May 1, 2052 Through April 30, 2057	\$258,526	11.24%

SELLER FINANCING

Acquisition Inputs

Acquisition Price	\$2,300,000.00
Equity	\$920,000.00

Loan Inputs

Debt Service	\$1,380,000.00
Yearly Debt Service	\$62,100.00
Loan to Value	60%
Interest Rate (Interest Only)	4.50%

The Seller is Offering a Potential Buyer the Opportunity to Acquire the Property Using Seller Financing. This Investment Generates a 100% Return of Your Initial Equity Investment of \$920,000 Within 7 Years.

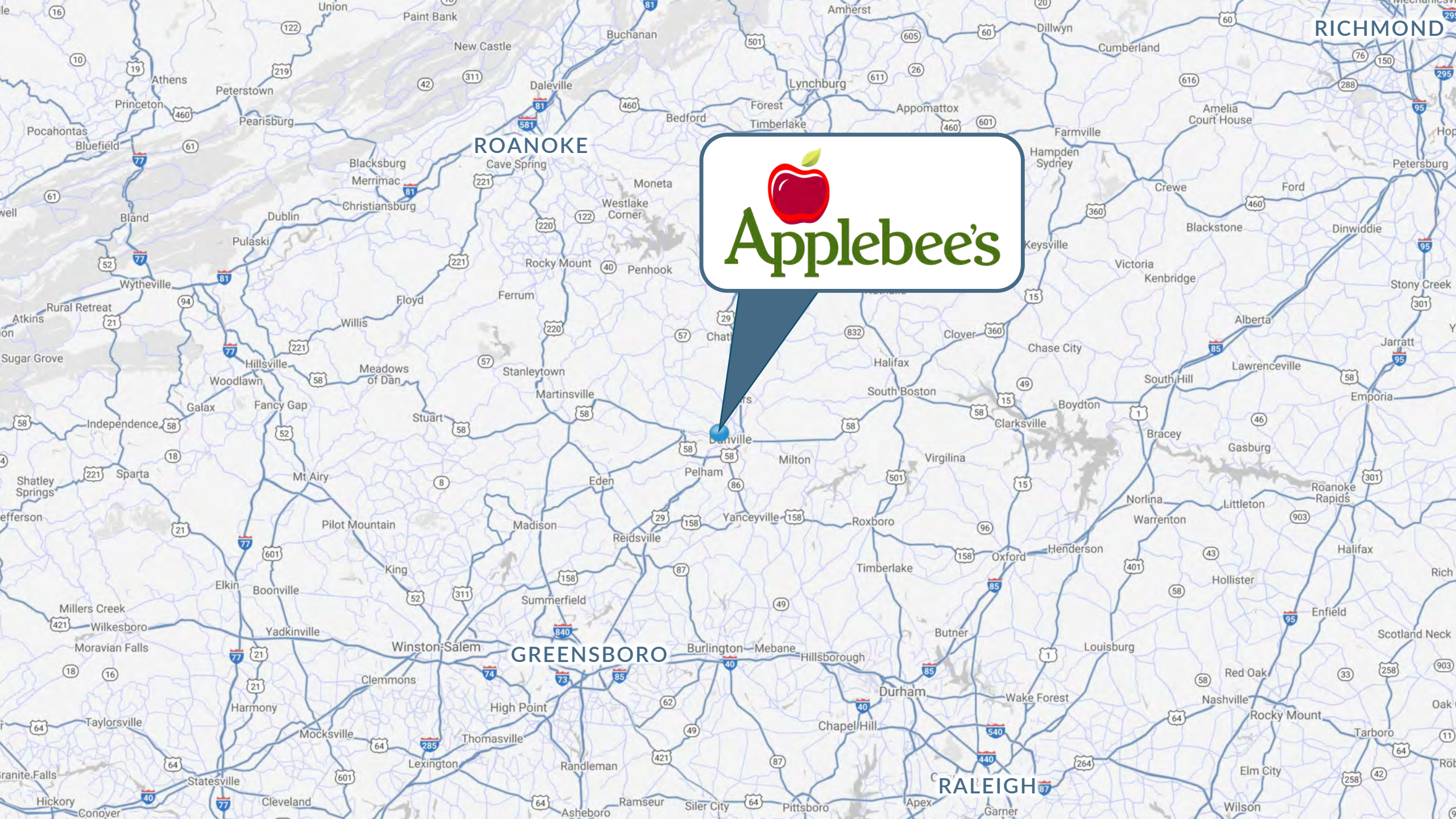
LOAN TERMS

- Interest Rate 4.50%
- Term 10 Years
- Loan to Value 60%
- Interest Only

		2020	2021	2022	2023	2024	2025	2026	INITIAL CAPITAL RETURNED	2027	2028	2029	TOTAL
Gross Revenue:		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	TOTAL	Year 8	Year 9	Year 10	
Gross Revenue		\$178,000.00	\$178,000.00	\$191,859.33	\$198,526.00	\$198,526.00	\$198,526.00	\$198,526.00	\$1,348,630.00	\$208,526.00	\$208,526.00	\$208,526.00	\$1,974,208.00
Net Revenue		\$178,000.00	\$178,000.00	\$191,859.33	\$198,526.00	\$198,526.00	\$198,526.00	\$198,526.00	\$1,348,630.00	\$208,526.00	\$208,526.00	\$208,526.00	\$1,974,208.00
Direct Costs:													
Debt Service		-\$62,100.00	-\$62,100.00	-\$62,100.00	-\$62,100.00	-\$62,100.00	-\$62,100.00	-\$62,100.00	-\$434,700.00	-\$62,100.00	-\$62,100.00	-\$62,100.00	-\$621,000.00
Net Income		\$115,900.00	\$119,350.00	\$136,426.00	\$136,426.00	\$136,426.00	\$136,426.00	\$136,426.00	\$920,000.00	\$146,426.00	\$146,426.00	\$146,426.00	
Net Operating Income:		\$115,900.00	\$119,350.00	\$136,426.00	\$136,426.00	\$136,426.00	\$136,426.00	\$136,426.00	\$920,000.00	\$146,426.00	\$146,426.00	\$146,426.00	\$1,353,208.00
Cashflow	100%	\$115,900.00	\$119,350.00	\$136,426.00	\$136,426.00	\$136,426.00	\$136,426.00	\$136,426.00	\$920,000.00	\$146,426.00	\$146,426.00	\$146,426.00	\$1,353,208.00
Investor Cash-on-Cash as a %		12.60%	12.60%	14.83%	14.83%	14.83%	14.83%	14.83%	100%	15.92%	15.92%	15.92%	147.09%

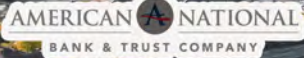
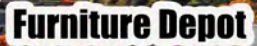


ACTUAL PROPERTY IMAGES





Carter Springs
Village Apartments



Old Mt. Cross Rd

Piedmont Dr





TARGET



Marshalls

ZAXBY'S



OLD NAVY



ROSS
DRESS FOR LESS

HOBBY LOBBY

PET SMART

BB&T

Central Blvd

O. T. Bonner
Middle School

Westwood
Middle School

genOa
healthcare



Jerry's Auto
Sales

DOLLAR
GENERAL

OLLIE'S Bargain
OUTLET
GOOD STUFF CHEAP

CHECK INTO
CASH

First
Citizens
Bank

RED LOBSTER
FRESH FISH - LIVE LOBSTER

Olive
Garden
ITALIAN KITCHEN

Piedmont Dr



Danville
MALL

731,500 SF Mall -
Includes Over 55
of the Finest Stores
& Restaurants

Old Mt Cross Rd

CHECKERED PIG
BBQ & RIBS

KICKBACK
JACK'S
GREAT FOOD - GREAT FUN

Applebee's

George Washington
High School



AMERICAN NATIONAL
BANK & TRUST COMPANY

Danville
MALL

731,500 SF Mall -
Includes Over 55
of the Finest Stores
& Restaurants



ME MedExpress



Piedmont Dr



Old Mt Cross Rd





Piedmont Dr

Riverside Dr

Central Blvd



DANVILLE | DANVILLE COUNTY | VIRGINIA

Danville is an independent city in the Commonwealth of Virginia in the United States, located on the fall line of the Dan River. It was a major center of Confederate activity during the Civil War, due to its strategic location on the Richmond and Danville Railroad, and today it is the principal city of the Danville, Virginia Micropolitan Statistical Area. As of the 2019 census, the population was estimated to be over 40,000 residents. It is bounded by Pittsylvania County, Virginia and Caswell County, North Carolina. It hosts the Danville Braves baseball club of the Appalachian League. Danville is located along the southern border of Virginia, 70 miles south of Roanoke, Virginia; and 45 miles northeast of Greensboro, North Carolina, via U.S. Route 29.

Danville's main sources of economy are the Danville Regional Medical Center, Goodyear, Nestlé, Averett University and Swedwood which is a subsidiary of IKEA. Swedwood opened its first factory in the U.S. in Danville in 2008 and it employs more than 300 people. Due to the city's close proximity, Roanoke's economy affects Danville's. Roanoke is the health care and retail hub of a large area, driving the expansion of Carilion Health System and Valley View Mall. Advanced Auto Parts is headquartered in Roanoke and has expanded through the acquisition to become one of the largest auto parts retailers in the country. Norfolk Southern remains a major employer, as well as Carilion Roanoke Memorial Hospital, with over 1,000 employees.

The city is home to the AAF Tank Museum which is a tank and Calvary museum that includes artifacts on display from 1509 to present day. The city includes the Danville Science Center which is a digital theater and displays rotating exhibits on the lower level and permanent exhibits on the upper level including a Science On a Sphere installation. The city is also home to the Danville of Fine Arts and History which is a house museum in the historic mansion of William T. Sutherlin featuring rotating art, Civil War exhibits, tours and events. The city includes the Riverwalk Trail which is a trail for walking, running, biking and for romantic strolls for people to enjoy the Dan River. The city is also home to the Anglers Park which is a leafy park on the Dan River with a boat ramp, walking and biking trails, and a picnic shelter for people to enjoy.

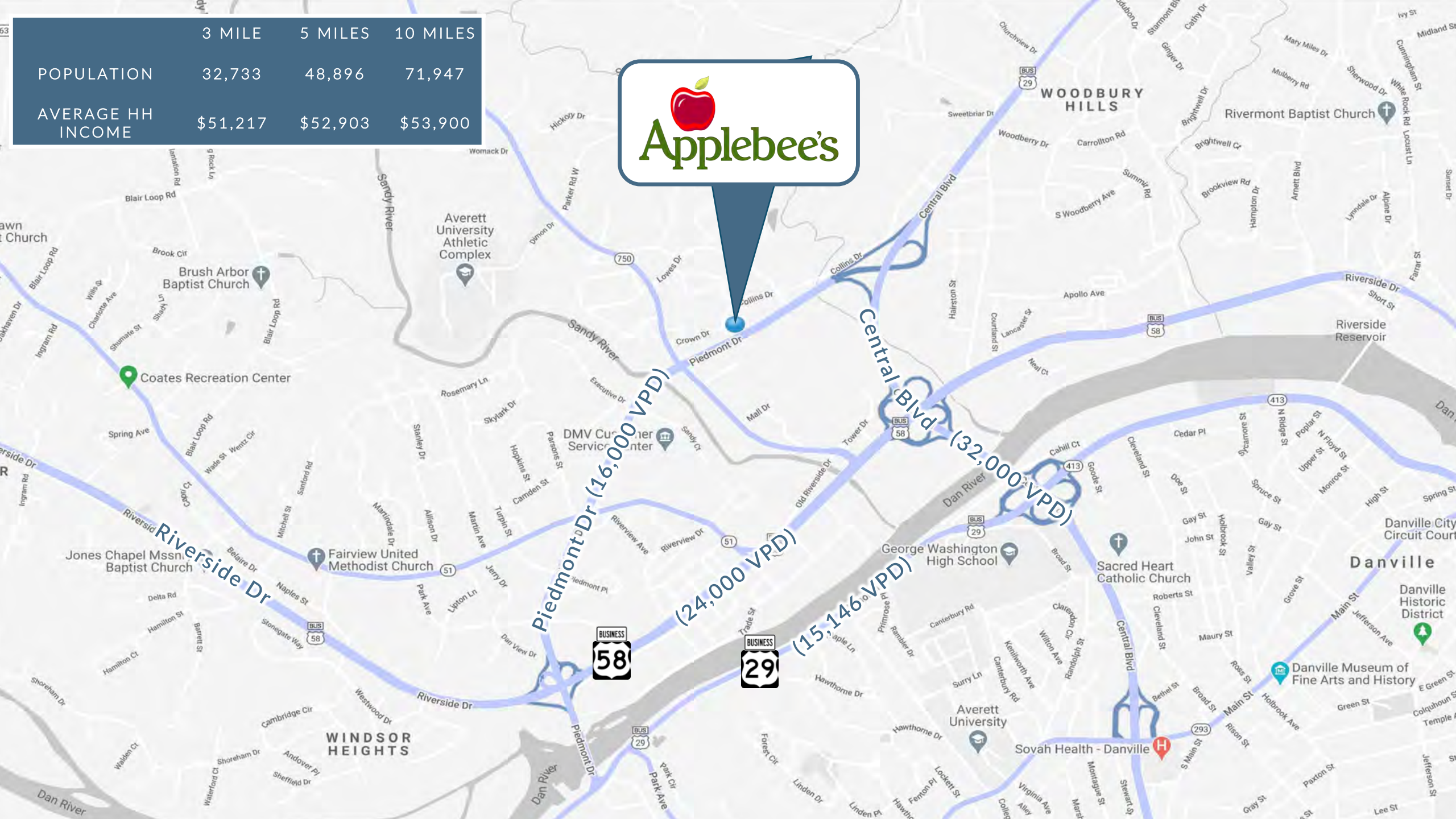


AVERETT UNIVERSITY



DANVILLE SCIENCE CENTER

	3 MILE	5 MILES	10 MILES
POPULATION	32,733	48,896	71,947
AVERAGE HH INCOME	\$51,217	\$52,903	\$53,900



TENANT PROFILE

Founded nearly three decades ago on the principles of exceptional value and family fun, Applebee's Services, Inc., operates what is today the largest casual-dining chain in the world. This prominent eatery draws people of all ages and lifestyles with its fun, family-friendly atmosphere and signature bar and grill menu. Applebee's is an American company which develops, franchises, and operates the Applebee's Neighborhood Grill + Bar restaurant chain.

The Applebee's concept focuses on casual dining, with mainstream American dishes such as salads, chicken, pasta, burgers, and "riblets", which is considered Applebee's signature dish. All Applebee's restaurants feature a bar area and serve alcoholic beverages. Applebee's parent company is DineEquity, which is also the parent company for IHOP. Applebee's continues to grow and prosper, and further differentiates itself with innovative attractions, like the popular Carside to Go service available at many of its restaurants. As one of the world's largest casual dining brands, Applebee's has 1,787 restaurants and a presence in all 50 states, Puerto Rico, Guam and 14 other countries as of the beginning of 2020. The Applebee's system employs approximately 28,000 employees company-wide.

Applebee's is a subsidiary of Dine Brands Global (NYSE: DIN) which is one of the world's largest full-service dining companies and franchisor of Applebee's Grill + Bar and IHOP, two of America's most iconic and enduring brands. With approximately 3,700 locations in 18 countries, DINE empowers, supports and grows the world's most-loved restaurant brands because they believe community happens when people eat together.



Apple Investors Group, LLC was founded in 2008 and is based in West Palm Beach, Florida. The founder and President of Apple Investor Group, Andy Patel has 20 years of experience. Today Apple Investors Group owns and operates over 150 restaurants, including Applebee's Neighborhood Grill and Bar restaurants, IHOPs, Burger Kings and Travelodges across the nation. Apple Investors Group, LLC restaurant and hotel destinations are centralized to deliver the ambiance, design elements and quality that can be enjoyed by the entire family at an affordable rate. The entity on this Lease, AIG Virginia, LLC, operates 20 Applebee's in Virginia. There are 9 additional Applebee's sites under Apple Investors Group, LLC, which is a guarantor of the Lease.



COMPANY TYPE
Subsidiary



FOUNDED
1980



OF LOCATIONS
1,787+



HEADQUARTERS
Glendale, CA



WEBSITE
applebees.com

CONFIDENTIALITY AGREEMENT

The information contained in the following Offering Memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from REF Advisory, Inc. (REF) in association with Sands Investment Group (SIG) and should not be made available to any other person or entity without the written consent of REF & SIG.

This Offering Memorandum has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property.

The information contained herein is not a substitute for a thorough due diligence investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property.

The information contained in this Offering Memorandum has been obtained from sources we believe to be reliable; however, REF & SIG has not verified, and will not verify, any of the information contained herein, nor has REF & SIG conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose its contents in any manner detrimental to the interest of the Owner. You also agree that by accepting this Memorandum you agree to release REF & SIG and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this property.



MARKETED BY:

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SANDS INVESTMENT GROUP
NET INVESTMENTS... NET RESULTS

VIRGINIA ASSOCIATION OF REALTORS REQUIRED DISCLOSURE OF BROKERAGE RELATIONSHIP

Real estate licensees in Virginia who have entered into brokerage relationship are required by law to make prompt written disclosures of those brokerage relationship to those they work with, but do not represent in the real estate transaction. Licensees must also make written disclosures and obtain timely written consents from their clients in order to enter into certain brokerage relationships. This disclosure form is provided to you to satisfy these requirements and to assure that you understand the nature of the brokerage relationships in which the licensee presenting this disclosure is involved. Regardless of whose interests a licensee represents, all licensees who are REALTORS® are required by the REALTORS® Code of Ethics to treat all parties with whom they deal honestly.

The duties of real estate licensees in Virginia are set forth in Section 54.1-2130 et seq. of the Code of Virginia and in the regulations of the Virginia Real Estate Board. You should be aware that in addition to the information contained in this disclosure pertaining to brokerage relationships, there may be other information relevant to the transaction which may be obtained from other sources.

On the back of this form is information about brokerage relationships and the responsibilities of both licensees and the parties they represent. If you have any questions about any of this information, please ask the licensee presenting this form for clarification.

DISCLOSURE OF BROKERAGE RELATIONSHIP TO NON-CLIENT

(This box is to be signed by any non-client with whom the Agent has had substantive discussion about a specific Property.)

The undersigned do hereby acknowledge disclosure that:

Name of Firm & Licensee: Sands Investment Group in cooperation with REF Advisory, Inc.

Represents the following party in a real estate transaction:

☒ Seller(s) or ☐ Buyer(s) ☐ Landlord(s) or ☐ Tenant(s)

Date: _____

Date: _____

Signature of
non-client:

Signature of
non-client:

DISCLOSURE OF DUAL REPRESENTATION

The undersigned do hereby acknowledge disclosure that:

Name of Firm & Licensee: _____

Represents the following party in a real estate transaction:

☐ Seller(s) or ☐ Buyer(s) ☐ Landlord(s) or ☐ Tenant(s)

The undersigned understand that the foregoing dual representative may not disclose to either client or such client's designated representative any information that has been given to the dual representative by the other client within the confidence and trust of

the brokerage relationship except for that information which is otherwise required or permitted by Article 3 (§54.1-2130 et seq.) of Chapter 21 of Title 54.1 of the Code of Virginia to be disclosed. The undersigned by signing this notice do hereby acknowledge their informed consent to the disclosed dual representation by the license name above.

Date: _____ Signature of Seller/Landlord _____	Date: _____ Signature of Buyer/Tenant _____
Date: _____ Signature of Seller/Landlord _____	Date: _____ Signature of Buyer/Tenant _____

VIRGINIA ASSOCIATION OF REALTORS REQUIRED DISCLOSURE OF BROKERAGE RELATIONSHIP

DISCLOSURE OF DUAL REPRESENTATION

The undersigned do hereby acknowledge disclosure that:

Name of Firm & Licensee: _____

Represents the following party in a real estate transaction:

☐ Seller(s) and Buyer(s)
 ☐ Landlord(s) and Tenant(s)

The undersigned understand that the foregoing dual representative may not disclose to either client or such client's designated representative any information that has been given to the dual representative by the other client within the confidence and trust of the brokerage relationship except for that information which is otherwise required or permitted by Article 3 (§54.1-2130 et seq.) of Chapter 21 of Title 54.1 of the Code of Virginia to be disclosed. The undersigned by signing this notice do hereby acknowledge their informed consent to the disclosed dual representation by the license name above.

The principal or broker has assigned _____ to act as Designated Representative for the one party indicated:

☐ Seller(s) or ☐ Landlord(s)

and _____ to act as Designated Representative for the other party as indicated:

☐ Buyer(s) or ☐ Tenant(s)

Date: _____ Signature of Seller/Landlord _____	Date: _____ Signature of Buyer/Tenant _____
Date: _____ Signature of Seller/Landlord _____	Date: _____ Signature of Buyer/Tenant _____

THE LICENSEE'S DUTIES

A licensee may have a contractual agreement to represent a client, who is commonly referred to as the "principal". A licensee owes certain duties to his principal, as defined in the duties of a standard agent as set out in Virginia law or as otherwise agreed to in writing by the parties. A licensee who is not representing you in a transaction can nonetheless provide you other valuable information and assistance. However, you should always keep in mind whom the licensee represents in your transaction, and thus to whom that licensee owes the duties described above.

WHOM DOES THE LICENSEE REPRESENT?

In any real estate transaction, a licensee may represent the seller, the buyer, or, under certain circumstances, both seller and buyer.

The Seller	A licensee may represent a seller under a listing agreement, in which case the licensee owes his primary responsibilities to the seller. The listing agreement may authorize the listing firm to list the property with a multiple listing service and to cooperate with other licensees. These cooperating licensees, who frequently work for other firms, may operate under an agreement of subagency with the listing firm, in which case they also owe their primary responsibilities to the seller. Buyers working with a licensee should be aware that the licensee may be a subagent of the listing firm and thus representative of the seller.
The Buyer	A licensee and a buyer may enter into an agreement by which the licensee agrees to represent the interests of the buyer. A buyer's representative must repudiate any subagency offered by a listing firm and must disclose his relationship with the buyer whenever dealing with the seller or seller's representative.
The Buyer & The Seller	A licensee, either acting directly or through one or more of the real estate company's other licensees, may be the representative of both the buyer and the seller in a particular transaction, but only with the informed written consent of both the buyer and the seller. A licensee representing both the buyer and seller will necessarily be limited in his ability to represent either buyer or seller fully and exclusively. The licensee must safeguard the confidentiality of any information obtained within the confidentiality and trust of the brokerage relationship, unless disclosure of such information is required by law. Specifically, the licensee must not tell the buyer that the seller will accept a price lower than the listing price, nor tell the seller that the buyer will pay a price higher than the price offered.
Designated Representatives	Virginia law also permits a principal or supervising broker to assign different licensees affiliated with the broker as designated representatives to represent different clients in the same transactions. Unlike the dual representative discussed in the previous paragraph, these designated representatives represent only the interest of their respective clients, and may therefore represent those interest more fully. The principal or supervising broker who is supervising the transaction will be considered dual representative of both seller and buyer. Designated representatives may not disclose, except to their broker, personal or financial information received from the clients during the brokerage relationship and any other information a client requests to be kept confidential, unless required by law to be disclosed or the client consents to its disclosure in writing.

THE PRINCIPAL'S RESPONSIBILITIES

Representation by a licensee in a real estate transaction does not relieve sellers and buyers from the fundamental responsibility to protect their own interest. A buyer should take all reasonable steps to determine the condition of the property the buyer is purchasing, and all parties should carefully read all agreements to assure that they adequately express their understanding of the transaction. A real estate licensee is qualified to advise about real estate, but if you need legal or tax advice, you should consult a competent professional.

A principal should ensure that any existing brokerage relationship is disclosed to other principals and their representatives. A buyer should also consult the buyer's representative before visiting any resale or new homes or contacting any other licensees to avoid the possibility of confusion over brokerage relationships.

You might receive more than one disclosure form, depending upon the number of licensees assisting in the transaction. The law may require a licensee with whom you have substantive discussions about specific property, and with whom you do not have a brokerage relationship, to present you with a written disclosure. You should read its contents each time it is presented to you and you should consider the relationship between you and the licensee in your specific transaction.