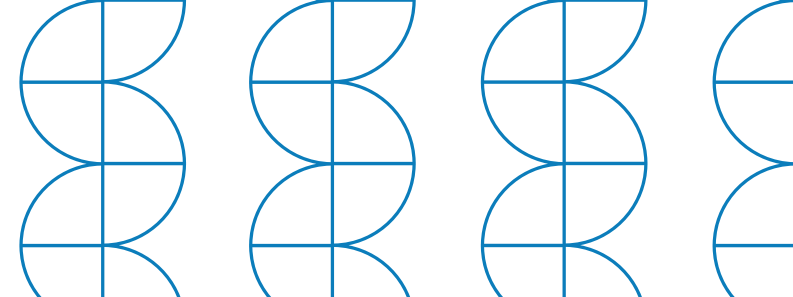




# McDonald's

California, Maryland

\$3,437,500 + 4.00%



**Michael Zimmerman, Principal**

Chapel Hill, NC + 919.391.9901

[michael@groundandspacepartners.com](mailto:michael@groundandspacepartners.com)

This property is listed in conjunction with Maryland broker Mark Mueller of Broad Reach Brokerage Services Mid-Atlantic, LLC (License 6248).



**Ground + Space is committed to driving sales proceeds in controlled, timely transactions via our cutting-edge marketing and transaction process.**

## Ground + Space Website

The easiest way to get to know us is by visiting our website. There you can find our current listings, sold properties, industry insights and more.

[CLICK HERE](#)

## Tenant Website

Interested in the strength of this property's tenant? Visit their website to learn more about the history of the company and the financial and stock information that make this property a stand-out asset.

[CLICK HERE](#)

## View The Site

Location is important where real estate is concerned. Take a look at the property's prominent positioning via Google Maps to see the benefits of investing this property.

[CLICK HERE](#)

## Submit an LOI

Interested in purchasing this property? We want to make the process easy. Click the link below to request a Ground + Space LOI form.

[CLICK HERE](#)



Average annual household incomes within five miles of the site exceed \$96,000.

1

### Quality Investment Opportunity

This McDonald's restaurant is a prominent outparcel within the larger Lauren Glen Shopping Center along Three Notch Road. This 20-year Ground lease has 11 years remaining on its Base Term, as well as four options to renew. There is an upcoming 10 percent rental increase that will take effect in 2021. The corporate guarantee is backed by the No. 1 fast food company in the world. There are no landlord responsibilities for ease of investment.

### Strategic Retail Location

The site benefits from its presence among the continually expanding shopping centers along Three Notch Road. Nearby retailers include Target, BJ's, Walmart, Harris Teeter, Ross Dress For Less, Lowe's and countless others. Businesses along this retail corridor benefit from the area's affluent consumer base. An estimated 56,287 residents living within five miles of this McDonald's location report average annual household incomes of more than \$96,000.

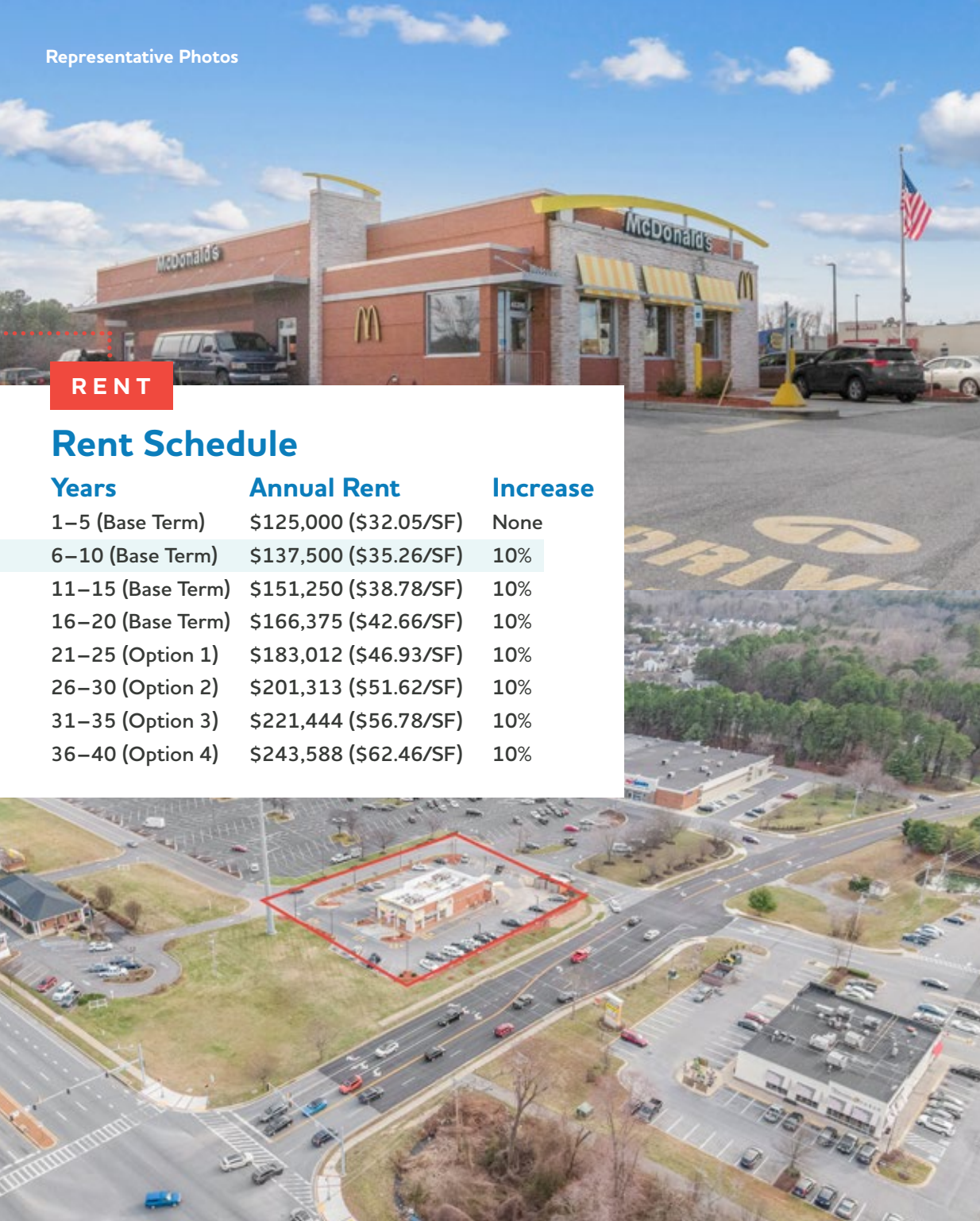
2

### Growing Micropolitan Area

Southern Maryland is one of the fastest-growing areas of the state of Maryland and is a popular area for residents working in the nation's capital. Residents of California and neighboring Lexington Park have easy access to Washington, D.C. and Baltimore, Maryland thanks to the many highways and international airports serving the area.

3





## RENT

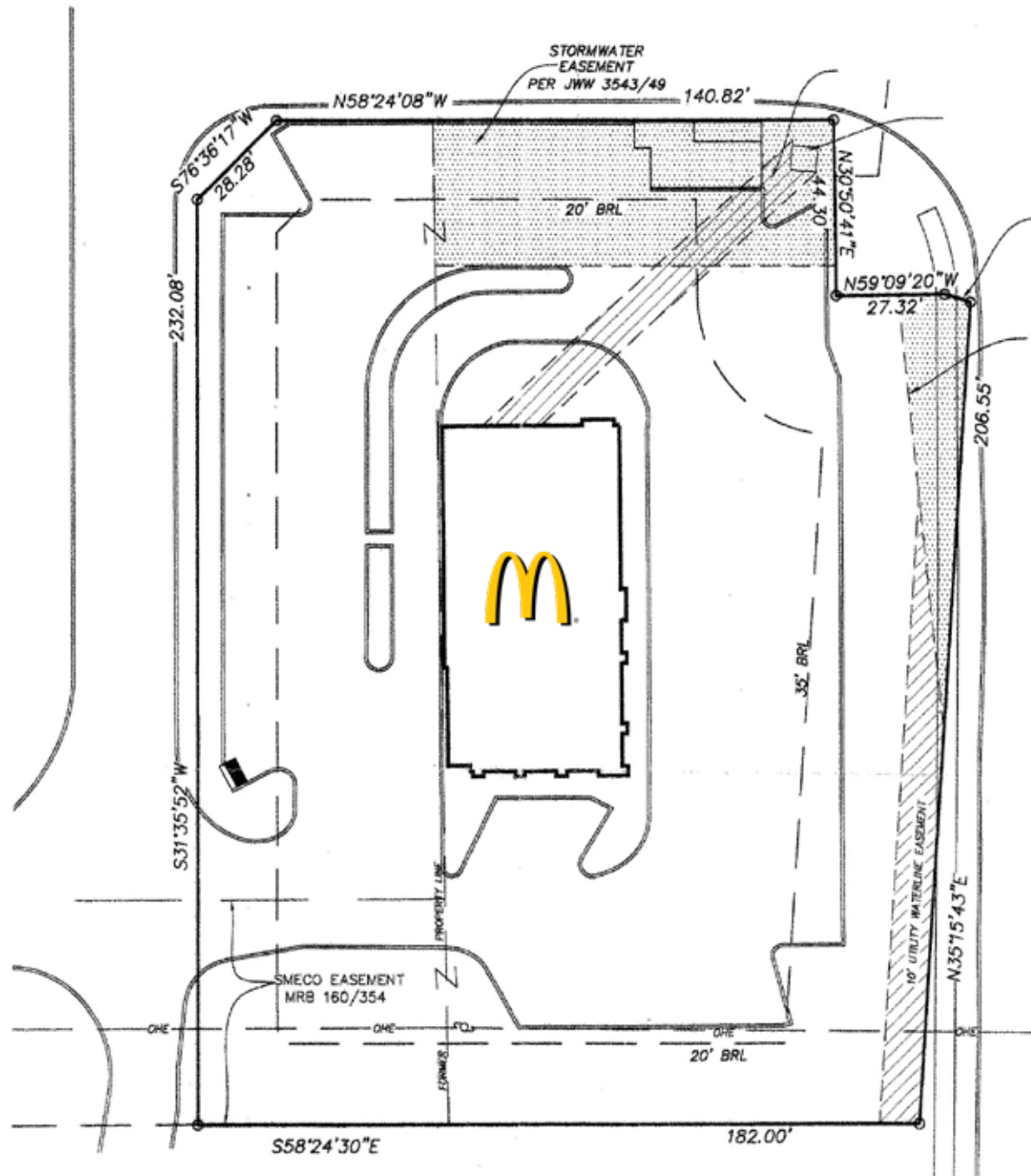
## Rent Schedule

Years	Annual Rent	Increase
1–5 (Base Term)	\$125,000 (\$32.05/SF)	None
6–10 (Base Term)	\$137,500 (\$35.26/SF)	10%
11–15 (Base Term)	\$151,250 (\$38.78/SF)	10%
16–20 (Base Term)	\$166,375 (\$42.66/SF)	10%
21–25 (Option 1)	\$183,012 (\$46.93/SF)	10%
26–30 (Option 2)	\$201,313 (\$51.62/SF)	10%
31–35 (Option 3)	\$221,444 (\$56.78/SF)	10%
36–40 (Option 4)	\$243,588 (\$62.46/SF)	10%

## SUMMARY

<b>Tenant</b>	McDonald's
<b>Guarantor</b>	Corporate-Guaranteed Lease
<b>Address</b>	45310 Alton Lane California, MD 20619
<b>County</b>	St. Mary's County
<b>Asking Price</b>	\$3,437,500
<b>Cap Rate</b>	4.00%
<b>Rentable Area</b>	± 3,900 SF Single Drive-Thru Lane
<b>Land Size</b>	± 1.06 AC
<b>Year Built</b>	2011
<b>Annual Rent</b>	\$137,500 (\$35.26/SF)
<b>Commencement</b>	September 13, 2011
<b>Lease Expiration</b>	September 22, 2031
<b>Lease Term</b>	20 Years
<b>Lease Type</b>	Ground
<b>Options</b>	4 x 5-Year Options
<b>Increases</b>	10% Every 5 Years
<b>Landlord</b>	No Responsibilities

# SITE PLAN





## TENANT PROFILE

Founded in 1940, **McDonald's** (NYSE: MCD) is the world's largest restaurant chain by revenue, serving nearly 70 million customers daily at over 38,000 locations in 100 countries across the globe. McDonald's is one of the most highly-valued and recognizable brands in the world. Although McDonald's is best known for its hamburgers, cheeseburgers and French fries, McDonald's has added a number of healthy items to its menu in recent years, including salads, smoothies and fresh fruit.

The company is a Standard & Poor's A-rated, investment-grade tenant that has enjoyed steadily increasing gross revenues over the past decade. During the third fiscal quarter of 2019, McDonald's reported an increase in systemwide sales to \$26 billion. The company's revenues come from rent, royalties and fees paid by its network of franchisees, as well as sales in company-operated restaurants. As of 2018, McDonald's is the world's second-largest private employer with 1.7 million employees globally.



OVERVIEW

# McDonald's

California, Maryland  
*Market Overview*



LOCATION

Laurel Glen Shopping Center is situated along Route 235 in California, Maryland. The shopping center sees daily traffic counts of 61,411 and is anchored by PetSmart, Hobby Lobby and Advance Auto Parts. Shadow anchors include prominent national retailers like Walmart, Target, Lowe's, Staples, Michael's, Pier 1 Imports and this McDonald's property. The shopping center includes the potential for an additional 48,000 square feet of development.

Settler's Landing

Logos: Lowe's, B's, Michael's, Pier 1 Imports, B's GAS, Wawa, five BELOW, verizon, COUNTRY, MATTRESS Warehouse, BURGER KING, TIRE PLUS.

Logos: Harris Teeter, MOD, Batteries + Bulbs, Great Clips, Starbucks, Dunkin' Donuts.

Logos: LONGHORN, POTBELLY.

Logos: TEXAS, H, Olive Garden, RED ROBIN, SAIC.

Logos: Target.

Logos: BEST BUY, ROSS, Panera, petco, GameStop, MATTRESS FIVE GUYS, OLD NAVY.

Logos: Bath & Body Works, Giant, SUNTRUST, Hair cutters, Chick-fil-A, Hallmark.

Logos: McDonald's.

Logos: HOBBY LOBBY, PET SMART, DUNKIN', Advance Auto Parts, Popeyes.

Wilde Ridge Apartments

Logos: Walmart.

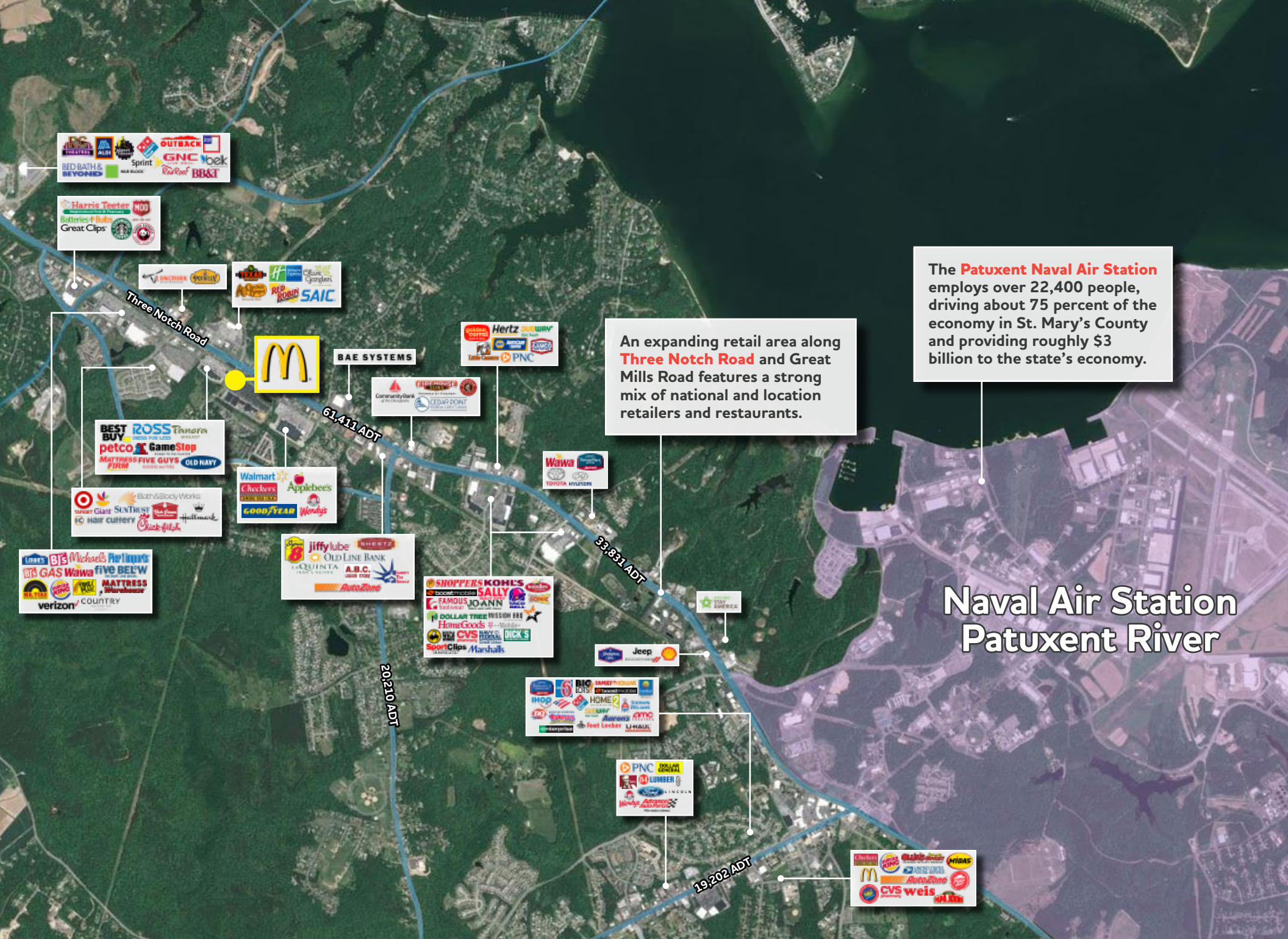
Logos: jiffy lube, LAQUINTA.

Logos: Checkers, Applebee's, GOODYEAR, Wendy's.

Hickory Hills Townhouses

Logos: BAE SYSTEMS, Community Bank of the Chesapeake, FIREHOUSE SUBS, CEDAR POINT.

Logos: SHEETZ, A.B.C. LIQUOR STORE, OLD LINE BANK, AutoZone.



The **Patuxent Naval Air Station** employs over 22,400 people, driving about 75 percent of the economy in St. Mary's County and providing roughly \$3 billion to the state's economy.

An expanding retail area along **Three Notch Road** and Great Mills Road features a strong mix of national and location retailers and restaurants.

# Naval Air Station Patuxent River



Baltimore



Washington, D.C.



Potomac Mills Shopping Center

Quantico



Naval Air Station Patuxent River



U.S. Army Fort A.P. Hill



Richmond



LOCATION

## California, Maryland

California is a community in St. Mary's County that is adjacent to Lexington Park, one of the nation's fastest-growing "micropolitan" areas. The small community grew by over 27 percent between the years of 2000 and 2010 thanks in part to the growth of technology and defense-related jobs at nearby Patuxent River Naval Air Station.

### St. Mary's North County

The historic section of Charlotte Hall just off of Route 5 is home to the Charlotte Hall Veterans' Home. This site was once Maryland's oldest military academy. Here visitors will find Ye Coole Springs, the Three Notch Trail and the seasonal Amish market located at the Charlotte Hall Library. Route 236 winds through Amish Country to Budds Creek, home to three major motor sports venues and the Wicomico Golf Club with greens along the Potomac River.

### The Seventh District Area

St. Clement's Island is where colonists landed in 1634 proclaiming the land as "Terra Mariae," or "Maryland." The island is now a state park accessible by boat or seasonal water taxi. Visitors can tour Blackistone Lighthouse and view the cross commemorating the colonists' first landing. Several agri-tourism sites, Morris Point Restaurant and scenic back roads make a visit to the area a worthwhile adventure.

### Patuxent-Chesapeake Corridor

Situated on the east side of the St. Mary's Peninsula along the Patuxent River, this area is home to the Grande Dame of 18th-century Maryland, Sotterly Plantation and Greenwell State Park. The area boasts several water-side seafood restaurants, national hotels and major retailers along Route 235. The Patuxent River Naval Air Museum, the Monument to African American Contributions, the U.S. Colored Troops Memorial and the Three Notch Community Theater are nearby.

### Lower Potomac Area

This area features campgrounds, marinas, several restaurants and a boutique resort hotel. The Merchant Marines Paul Hall Center for Maritime Training is located in Piney Point, along with Piney Point Lighthouse—the oldest lighthouse on the Potomac, the site is now a museum. St. George Island sits at the mouth of the St. Mary's River and is home to a traditional fishing community with vacation homes set amidst beach grass.

### St. Mary's South County

Route 5 and Route 235 converge in "South County" at the tip of the St. Mary's Peninsula. St. Mary's College of Maryland and Historic St. Mary's City share a tranquil spot along the St. Mary's River. This area was Maryland's original settlement and is now an outdoor living history museum. The area offers seafood restaurants, marinas and charter fishing plus quaint bed-and-breakfast establishments. Woodlawn Farm-Slack Winery is the state's only bed-and-breakfast and winery.



# Southern Maryland

## Growing Micropolitan Area

The Lexington Park area of Maryland in St. Mary's County is home to more than 110,000 people and is one of the nation's fastest-growing "micropolitan" areas. This area has expanded by nearly 15 percent since 2000 due largely to the strength of military growth and expansion in the region. In recent years, several aerospace and high-tech companies have located to St. Mary's County, bringing with them additional jobs. St. Mary's County has emerged as a world-class center for maritime aviation research, development, testing and evaluation.

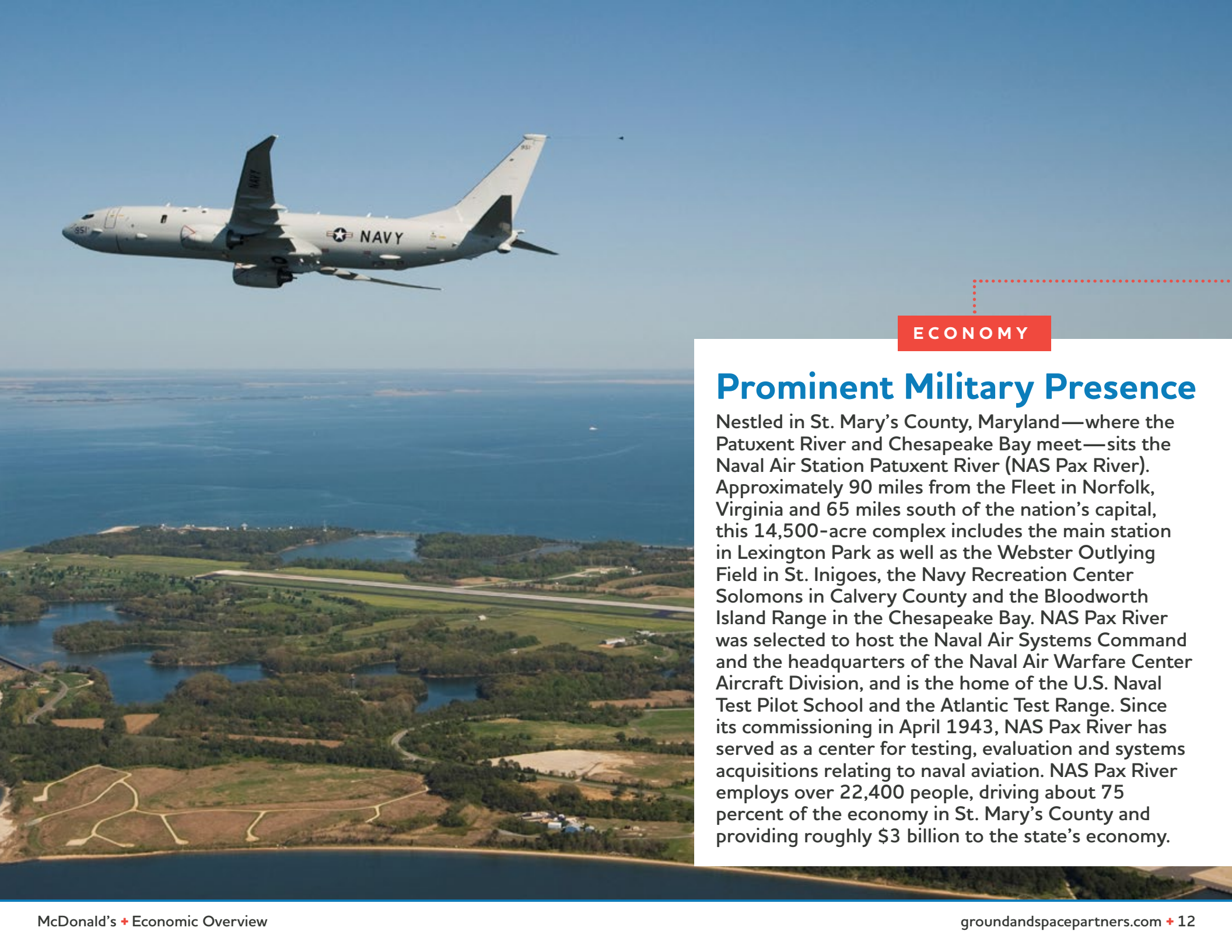
## Easily Accessible Location

Southern Maryland is one of the fastest-growing areas in the state, and is a highly popular and desirable bedroom community for residents working in the nation's capital an hour away. St. Mary's County is centrally located within the Mid-Atlantic Corridor and is easily accessible via various Interstate 95 connections and the four major airports serving the area. The entire peninsula can be traversed by following the loop made up of Routes 5 and 235.

## Varied Economic Opportunities

This area of Southern Maryland combines access to technology with a rich heritage and a myriad of outdoor sports and recreational opportunities. St. Mary's County's location allows for easy access to major metropolitan areas while offering residents a high quality of life and an affordable lifestyle. The more than 2,000 businesses that operate within the area employ over 29,000 workers. Prominent businesses include DynCorp International, BAE Systems, SAIC, Engility, Lockheed Martin and Northrop Grumman. Large non-defense employers include MedStar St. Mary's Hospital, St. Mary's College of Maryland, Burch Oil and the Paul Hall Center for Maritime Training and Education.





## ECONOMY

### Prominent Military Presence

Nestled in St. Mary's County, Maryland—where the Patuxent River and Chesapeake Bay meet—sits the Naval Air Station Patuxent River (NAS Pax River). Approximately 90 miles from the Fleet in Norfolk, Virginia and 65 miles south of the nation's capital, this 14,500-acre complex includes the main station in Lexington Park as well as the Webster Outlying Field in St. Inigoes, the Navy Recreation Center Solomons in Calvery County and the Bloodworth Island Range in the Chesapeake Bay. NAS Pax River was selected to host the Naval Air Systems Command and the headquarters of the Naval Air Warfare Center Aircraft Division, and is the home of the U.S. Naval Test Pilot School and the Atlantic Test Range. Since its commissioning in April 1943, NAS Pax River has served as a center for testing, evaluation and systems acquisitions relating to naval aviation. NAS Pax River employs over 22,400 people, driving about 75 percent of the economy in St. Mary's County and providing roughly \$3 billion to the state's economy.



## DEMOGRAPHICS

	Demographics	1 Mile	3 Miles	5 Miles
Population	<b>Estimated Population</b>	4,103	21,191	53,793
	<b>2024 Projected Population</b>	4,240	22,173	56,287
	<b>2010 Census Population</b>	3,819	18,206	45,937
	<b>Projected Annual Growth (2019–2024)</b>	3.34%	4.63%	4.64%
	<b>Historical Annual Growth (2010–2019)</b>	7.44%	16.40%	17.10%
	<b>Estimated Households</b>	1,554	7,965	20,181
	<b>2024 Projected Households</b>	1,609	8,325	21,071
	<b>2010 Census Households</b>	1,430	6,915	17,521
	<b>Projected Annual Growth (2019–2024)</b>	3.54%	4.52%	4.41%
	<b>Historical Annual Growth (2010–2019)</b>	8.67%	15.18%	15.18%
Household Income	<b>Est. HH Income \$200,000+</b>	3.60%	5.07%	7.00%
	<b>Est. HH Income \$150,000–\$200,000</b>	8.62%	10.37%	9.77%
	<b>Est. HH Income \$125,000–\$150,000</b>	7.98%	7.14%	6.85%
	<b>Est. HH Income \$100,000–\$125,000</b>	16.15%	17.12%	15.16%
	<b>Est. HH Income \$75,000–\$100,000</b>	17.25%	14.80%	13.60%
	<b>Est. HH Income \$50,000–\$75,000</b>	22.07%	17.19%	16.27%
	<b>Est. HH Income \$25,000–\$50,000</b>	17.95%	16.65%	19.42%
	<b>Est. HH Income Under \$25,000</b>	6.37%	11.65%	11.94%
	<b>Est. Average Household Income</b>	\$90,820	\$94,361	\$96,100
	<b>Est. Median Household Income</b>	\$80,224	\$82,623	\$79,371
Race/Ethnicity	<b>Est. White</b>	71.48%	73.17%	73.08%
	<b>Est. Black</b>	18.77%	17.34%	18.39%
	<b>Est. American Indian or Alaska Native</b>	0.41%	0.45%	0.48%
	<b>Est. Asian</b>	5.29%	4.55%	3.84%
	<b>Est. Hawaiian or Pacific Islander</b>	0.07%	0.12%	0.10%
	<b>Est. Other</b>	3.97%	4.37%	4.12%

# Contact Us



---

## **Michael Zimmerman**

**Principal**

**Chapel Hill, NC**

**919.391.9901**

**[michael@groundandspacepartners.com](mailto:michael@groundandspacepartners.com)**

**NC RE License #282596**

**FL RE License #BK3088542**

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Ground + Space and should not be made available to any other person or entity without the written consent of Ground + Space. This Marketing Brochure 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. Ground + Space has not made any 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, PCBs 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 Marketing Brochure has been obtained from sources we believe to be reliable; however, Ground + Space has not verified, and will not verify, any of the information contained herein, nor has Ground + Space 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.