

# JAMESCAPITAL

A D V I S O R S



SONIC DRIVE-IN

1461 SPRINGHILL AVE, MOBILE, AL 36609



MARKETING PACKAGE

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## INVESTMENT SUMMARY

Tenant	Sonic Drive-In
Street Address	1461 Springhill Ave
City	Mobile
State	AL
Zip	36609
GLA	5,161 SF
Lot Size	0.58 AC
Year Built	1998

**\$1,466,093**  
LIST PRICE

**5.50%**  
CAP RATE

**\$80,635**  
NET OPERATING INCOME

Rent / SF \$15.62



**Absolute Triple-Net (NNN) Sale Leaseback** - At closing, this property will be operating under a brand new, 20-year Absolute Triple-Net (NNN) lease, under which the Tenant is responsible for all real estate taxes, insurance and property maintenance.

**Ample Rent Growth with 1.5% Annual Increases** - The lease will feature 1.5% annual rental increases , providing the landlord the benefit of compounding rent growth, and a strong hedge against inflation.

**Lease Backed by 62-Unit Operator** - The lease is fully backed by Quality Drive-In I, LLC, a 62-unit subsidiary of Quality Restaurant Group with locations across the states of Alabama and Florida.

**Strong Tenant Commitment** - The lease features an initial term of 20 Years with an additional four (4) 5-year options to extend the lease until 2060, indicating strong commitment to the site.

**Pandemic Proof Business Model** - While the COVID-19 pandemic has had a negative impact on most restaurant businesses, Sonic Drive-In has seen a surge in demand as customers enjoy their meals from the safety of their car with minimal exposure via the convenient drive-in and mobile order services using the Sonic app.



SONIC DRIVE-IN  
RETAIL AERIAL





## LEASE SUMMARY

Lease Type	Absolute Net (NNN)
Type of Ownership	Fee Simple
Original Lease Term	20 Years
Commencement Date	COE
Lease Expiration	20 Years After COE
Term Remaining	20 Years
Increases	1.5% Annually
Options	Four (4), 5-year

Real Estate Taxes	Tenant Responsible
Insurance	Tenant Responsible
Roof & Structure	Tenant Responsible
Lease Guarantor	Quality Drive-In I, LLC
Company Name	Sonic Drive-In
Ownership	Private
Years in Business	67
Number of Locations	3,500



**Excellent Site-Level Visibility and Traffic Counts** - Ideally positioned off of Hwy 98, this property has visibility from over 21,000 vehicles passing daily.

**Nearby USA Children's & Women's Hospital** - This site lies within half a mile radius from USA Children's & Women's Hospital, which delivers more babies annually than any other hospital in Mobile.

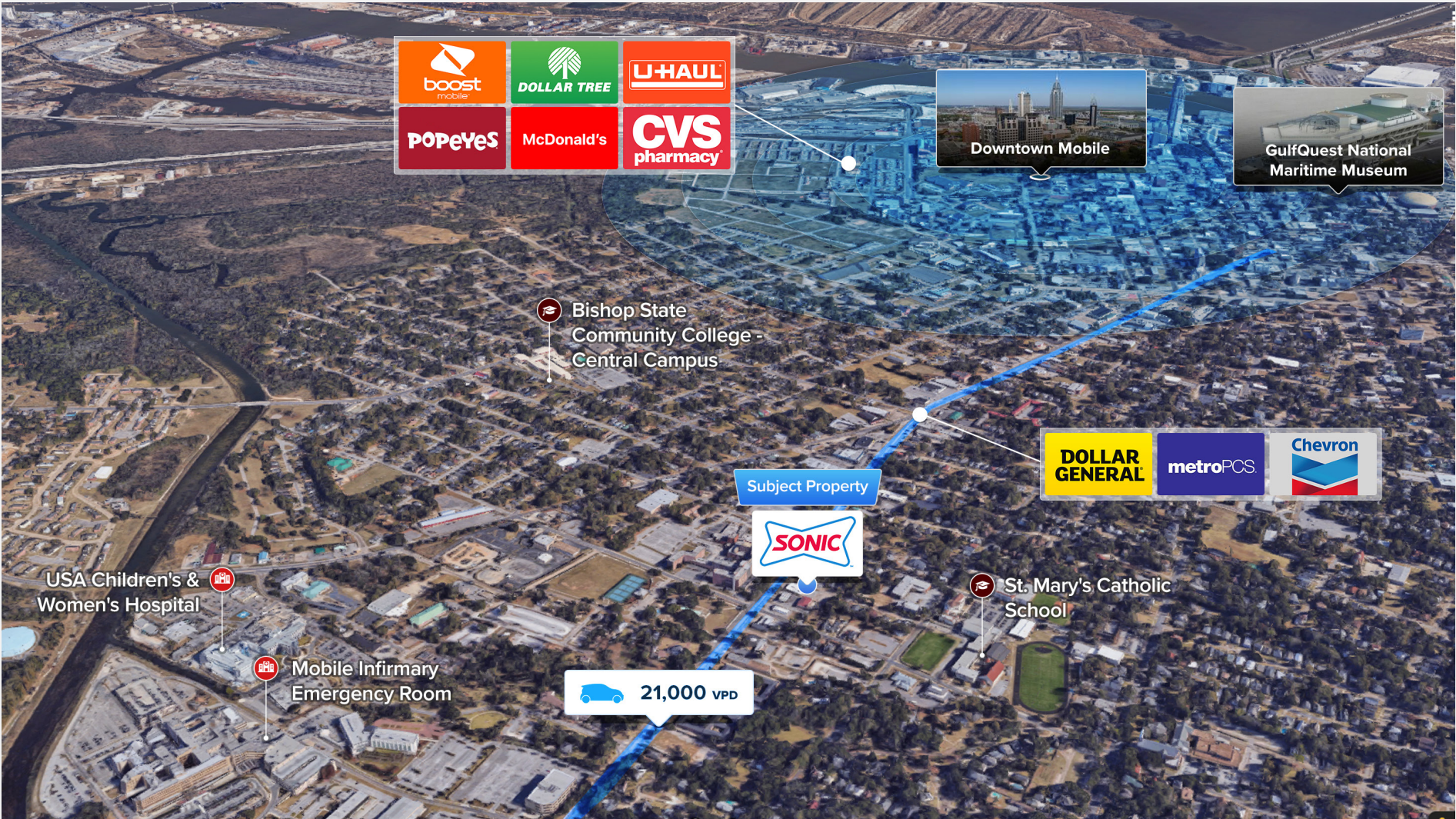
**Dense Demographics** - There is an estimated 115,396 residents within five miles of the subject property, driving further traffic to the sites and supporting sales.

**Nationally Recognized Brand** - Sonic was founded 1953 in Shawnee, OK and is today comprised of over 3,500 restaurants located in 44 of the 50 states. As of 2019 Sonic ranked #3 on Entrepreneur Magazine's Franchise 500 list, up from #6 in 2018, a trend which is expected to continue through 2020.

**High Performing Location** - This site is one of tenant's top performing locations, with sales remaining steady during the pandemic via their drive-in and take-out services. Please contact agent for further details.



SONIC DRIVE-IN  
RETAIL AERIAL





SONIC DRIVE-IN

RENT SCHEDULE

Period	Term	Annual Rent	Monthly Rent	Increase	CAP Rate
Year 1	Base Term	\$80,635.10	\$6,719.59	-	5.50%
Year 2	Base Term	\$81,844.63	\$6,820.39	1.50%	5.58%
Year 3	Base Term	\$83,072.30	\$6,922.69	1.50%	5.67%
Year 4	Base Term	\$84,318.38	\$7,026.53	1.50%	5.75%
Year 5	Base Term	\$85,583.16	\$7,131.93	1.50%	5.84%
Year 6	Base Term	\$86,866.90	\$7,238.91	1.50%	5.93%
Year 7	Base Term	\$88,169.91	\$7,347.49	1.50%	6.01%
Year 8	Base Term	\$89,492.46	\$7,457.70	1.50%	6.10%
Year 9	Base Term	\$90,834.84	\$7,569.57	1.50%	6.20%
Year 10	Base Term	\$92,197.37	\$7,683.11	1.50%	6.29%
Year 11	Base Term	\$93,580.33	\$7,798.36	1.50%	6.38%
Year 12	Base Term	\$94,984.03	\$7,915.34	1.50%	6.48%
Year 13	Base Term	\$96,408.79	\$8,034.07	1.50%	6.58%
Year 14	Base Term	\$97,854.92	\$8,154.58	1.50%	6.67%
Year 15	Base Term	\$99,322.75	\$8,276.90	1.50%	6.77%
Year 16	Base Term	\$100,812.59	\$8,401.05	1.50%	6.88%
Year 17	Base Term	\$102,324.78	\$8,527.06	1.50%	6.98%
Year 18	Base Term	\$103,859.65	\$8,654.97	1.50%	7.08%
Year 19	Base Term	\$105,417.54	\$8,784.80	1.50%	7.19%



SONIC DRIVE-IN  
SITE PLAN





ABOUT THE BRAND

Sonic Drive-In

SONIC® is an American success story that continues to flourish with every new chapter. Founded in 1953, SONIC franchises have risen from humble origins to one of the most instantly recognizable brands in the nation, with over 3,500 locations across 46 states with over 9,200 employees. SONIC is the largest chain of drive-in franchises in America owned by Inspire Brands, a global multi-brand restaurant company.



3,500  
Number of Locations



9,200+  
Employees



\$423 Million  
Annual Revenue



46 States  
Geographical Footprint



SONIC Unveils Bold New Look

SONIC recently unveiled the first drive-in of the brand's new restaurant design.  
[Read More](#)



SONIC Aims for Further Growth

SONIC aims to open 1,000 new restaurants over the next ten years.  
[Read More](#)



Pandemic Impact on SONIC

SONIC's same-store sales perform in the area of 20-30 percent increases.  
[Read More](#)



Inspire Brands Named #2

With the acquisition of Dunkin', Inspire Brands becomes 2nd largest restaurant co.  
[Read More](#)



ABOUT THE OPERATOR

Quality Drive-In I, LLC

Quality Drive-In I, LLC is a 62-unit subsidiary of Quality Restaurant Group (QRG), one of the fastest growing and largest quick service restaurant and fast casual restaurant groups in the country. QRG owns and operates 350 quick service restaurants with over 9,000 employees across 14 states. QRG currently owns and operates Pizza Huts (Quality Huts ; Arby's (Quality Meats); and Moe's Southwest Grills (Quality Fresca) restaurants.

 **350**  
Unit Count

 **4**  
Major Chains

 **9,000+**  
Employees

 **14 States**  
Geographical Footprint



QRG Acquires 62 SONIC Locations

QRG announced the acquisition of 62 SONIC locations in Florida & Alabama.  
[Read More](#)



QRG Acquires 67 MOE'S Locations

QRG becomes the largest MOE'S Franchisee after acquiring 67 locations.  
[Read More](#)



New HQ Means QRG Growth

CEO Matt Slain believes it's time to build his company's infrastructure.  
[Read More](#)



QRG Featured in Franchisee Magazine

QRG leadership dives into how they grew to nearly 350 units in 2 years.  
[Read More](#)



## LOCATION OVERVIEW

### Mobile, AL

Mobile is the county seat of Mobile County, Alabama, United States. The population within the city limits was 188,720 as of the 2019 United States Census, making it the third most populous city in Alabama, the most populous in Mobile County, and the largest municipality on the Gulf Coast between New Orleans, Louisiana, and St. Petersburg, Florida. Alabama's only saltwater port, Mobile is located on the Mobile River at the head of the Mobile Bay and the north-central Gulf Coast. The Port of Mobile has always played a key role in the economic health of the city beginning with the settlement as an important trading center between the French colonists and Native Americans, down to its current role as the 12th-largest port in the United States.

Mobile is the principal municipality of the Mobile metropolitan area. This region of 412,992 residents is composed solely of Mobile County; it is the third-largest metropolitan statistical area in the state. Mobile is the largest city in the Mobile-Daphne-Fairhope CSA, with a total population of 604,726, the second largest in the state.



Being one of the oldest cities on the Gulf Coast, Mobile has always been able to offer visitors exciting, entertaining, and educational experiences year-round. Funky, feisty, and festive. Historic, hip, and happening. Or colorful, cool and cultured. You can call this coastal town a lot of things when you have a vibrant 300-year history with lots of stories to tell and long-standing traditions celebrated on a regular basis. Once called the Paris of the South, Mobile has long been the cultural center of the Gulf Coast and you'll find an authentic experience like nowhere else in the southern United States.

Considered one of the Gulf Coast's cultural centers, Mobile has several art museums, a symphony orchestra, professional opera, professional ballet company, and a large concentration of historic architecture. Mobile is known for having the oldest organized Carnival or Mardi Gras celebrations in the United States. Mobile has a certain magic that keeps you on your toes. Where a melting pot of people, flavors, cultures, and traditions become one voice to lead all of life's celebrations. Join the jubilee and welcome every day with an enduring passion and a little soulful hospitality, this is the spirit of Mobile, this is what Mobile is all about.



LOCATION OVERVIEW

1. USS Alabama Memorial Park

2703 Battleship Pkwy, Mobile, AL 36603  
4.5 MILES FROM SUBJECT PROPERTY

2. University of South Alabama

307 N. University Blvd, Mobile, AL 36688  
1.9 MILES FROM SUBJECT PROPERTY

3. Meaher State Park

5200 Battleship Pkwy, Spanish Fort, AL 36527  
9.1 MILES FROM SUBJECT PROPERTY

4. Mobile Museum of Art

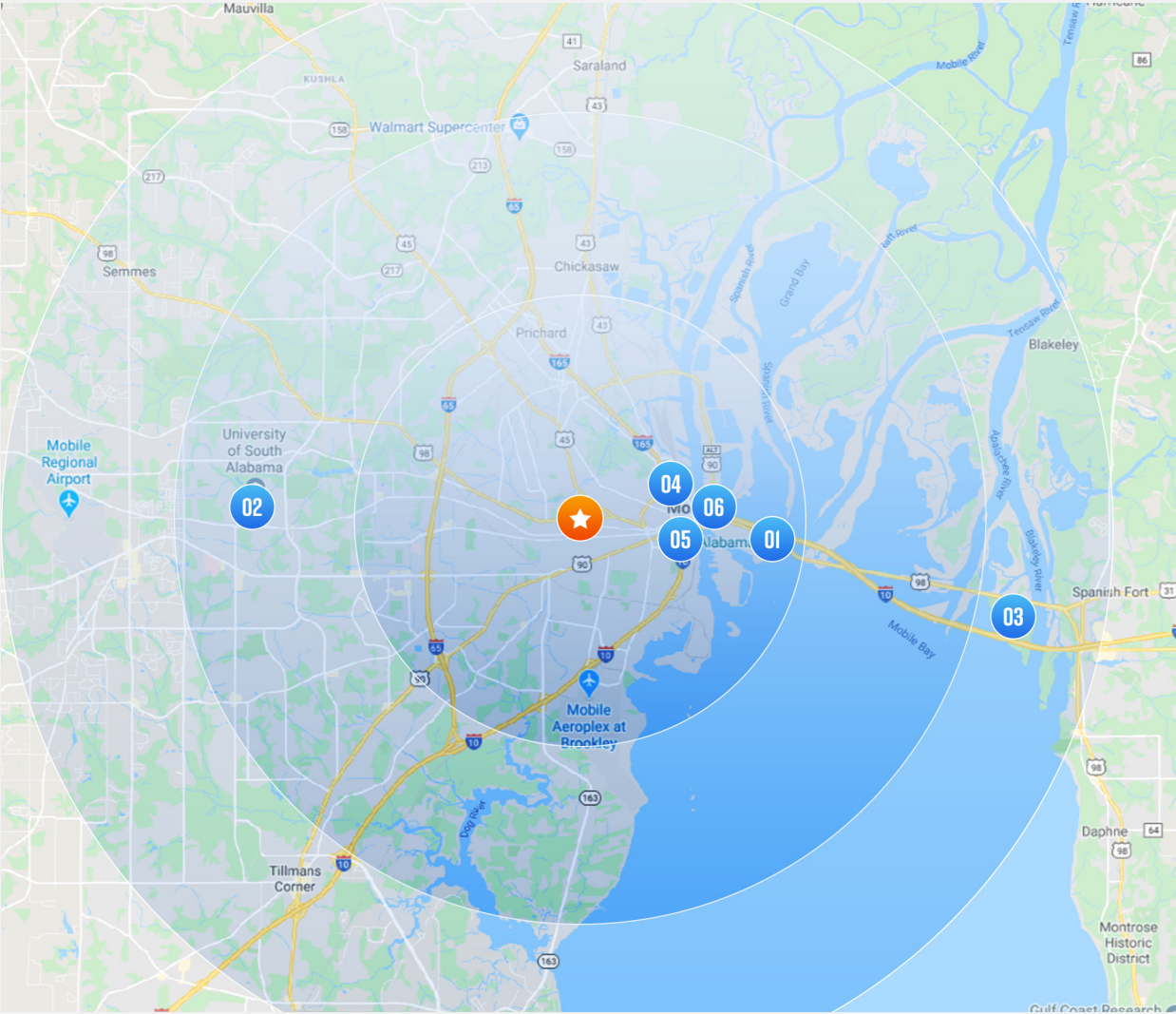
4850 Museum Dr, Mobile, AL 36608  
5.2 MILES FROM SUBJECT PROPERTY

5. Bienville Square

150 Dauphin St, Mobile, AL 36607  
1.9 MILES FROM SUBJECT PROPERTY

6. Colonial Fort Condé

150 S. Royal St, Mobile, AL 36602  
2.3 MILES FROM SUBJECT PROPERTY





## LOCATION OVERVIEW



01

### USS ALABAMA MEMORIAL PARK

**THIS RETIRED BATTLESHIP SERVES AS A MUSEUM WITH INTERACTIVE ACTIVITIES.**



02

### UNIVERSITY OF SOUTH ALABAMA

**THIS PUBLIC UNIVERSITY HAS 15,000+ ANNUALLY ENROLLED STUDENTS.**



03

### MEAHER STATE PARK

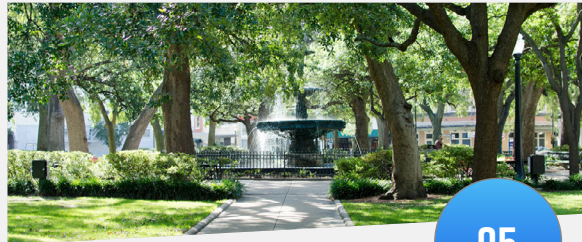
**THE STATE PARK OCCUPIES 1,327 ACRES ALONG THE SHORELINE OF DUCKER BAY.**



04

### MOBILE MUSEUM OF ART

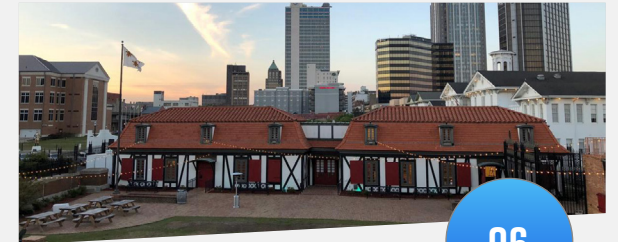
**EXTENSIVE ART COLLECTIONS FROM THE SOUTHERN USA, THE AMERICAS & EUROPE.**



05

### BIENVILLE SQUARE

**BIENVILLE SQUARE IS A HISTORIC CITY PARK IN THE CENTER OF DOWNTOWN.**



06

### COLONIAL FORT CONDÉ

**FORT CHARLOTTE, MOBILE IS A PARTIALLY-RECONSTRUCTED 18TH-CENTURY FORT.**



SONIC DRIVE-IN

DEMOGRAPHICS



POPULATION	1-Mile	3-Mile	5-Mile
2025 Projection	11,319	64,779	115,396
2020 Estimate	11,322	65,152	116,247
2010 Census	11,203	66,297	119,268

HOUSEHOLDS	1-Mile	3-Mile	5-Mile
2025 Projection	4,783	25,879	45,486
2020 Estimate	4,788	25,997	45,817
2010 Census	4,755	26,323	47,037
Average Income	\$56,052	\$44,842	\$46,814
Median Income	\$34,502	\$28,153	\$30,071

**Mobile, AL**

In Mobile, AL you'll find museums and attractions showcasing everything from fine art to Mardi Gras, history to science, the military to mums. How about dancing in the street with thousands of new friends at one of the region's many outdoor music festivals, catching Moon Pies thrown from fire-breathing dragon floats during Mardi Gras, or taking in millions of glittering holiday lights on a 65-acre historic garden estate? Mobile, AL has something suited for everyone, for all ages.



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SONIC DRIVE-IN

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