



EMBREE
CAPITAL MARKETS

Shell Gas Station

120 Center Place Way, St. Augustine, FL 32095

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Embree affiliates have an ownership interest in the subject property.

Exclusively Offered By



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EXECUTIVE VICE PRESIDENT

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01

EXECUTIVE SUMMARY

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PROPERTY & LEASE DETAILS

Offering Overview

Embree Capital Markets is pleased to offer for sale to qualified investors a unique freestanding Shell gas stations and convenience stores. This is an opportunity for an investor to acquire well-located gas stations in a personal income tax-free state. The subject property received various property renovations in 2020. The absolute NNN leases feature 2.00% annual increases during their 21-year primary term and features two, 10-year extension options.



PURCHASE PRICE
\$5,302,000



CAP RATE
5.75%



ESTIMATED NOI
\$304,858



LEASE TYPE
ABSOLUTE NNN

THE OFFERING

Address	120 Center Place Way St. Augustine, FL 32095
Tenant	Boca Gas Company Holdings 2, LLC
Guarantor	Pipeline Petroleum Banning LLC and Two High Net Worth Individuals*

SITE DESCRIPTION *

Year Built / Re-Imaged	1997 / 2020
Building SF	Approx. 4,284 SF
Lot Size	Approx. 1.14 Acres
Tank Year	1997
# of Tanks	2
Tank Size	15,000 Gallons
# of Pump Stations	10
Phase I Date	10.21.2019
Clean Phase I	Yes

INVESTMENT SUMMARY *

Annual Rent	\$304,858
Cap Rate	5.75%
Purchase Price	\$5,302,000
Rent Commencement	11.22.2019
Est. Lease Expiration	11.21.2040
Lease Term	21-Years
Lease Term Remaining	19.5+ Years
Lease Type	Absolute NNN
Renewal Options	Two, 10-Year
Lease Escalations	2.0% Annually

AREA OVERVIEW

St. Augustine, FL

St. Augustine, Florida is part of Jacksonville metropolitan area, located just 30 miles Southeast of Jacksonville, Florida and is the county seat of St Johns County. St Johns is the fastest growing county in the state of Florida and within the top 15 fastest growing in the United States with a 54% increase in population growth over the last 10 years. As of the 2010 United States Census, the county's population was 190,039, with a 2018 estimate of 254,261. St. Johns County is primarily made up of residential bedroom communities for those who commute to Jacksonville and contains the #1 school district in the state.

Tourism, primarily associated with St. Augustine and the many golf courses in the area, is the chief economic industry. According to the 2018 estimate census, the city's population was 14,576 residents.



COMPANY OVERVIEW



INVESTMENT SUMMARY

Company Type	Public (RDS.B)
2019 Net Sales	\$388.38 Billion+
2020 Q2 Net Income	\$23.91 Billion+
Store Count	25,000+
Employees	92,000+
S&P Credit Rating	Aa2
Website	www.Shell.com

Franchisee Overview

HANI BASKARON EXPERIENCE: Hani has over 35-years of experience as a business owner and a business consultant. In 1979 Hani worked closely with ARCO president and the rest of the executive team implementing a new strategy for ARCO to capture the retail gas market on the West Coast. During the implementation of the new strategy they increased the average gallons sold per month from 30-60 thousand to a minimum of 300 thousand, all while maintaining high margins. Hani quickly became the highest ARCO volume producer and most successful operator on the West Coast. After further supplementary operation changes he further increased the volumes so that each stores were averaging between 300 thousand and 1.2 million gallons a month. The same time that ARCO was changing their retail gas strategy, Hani approached ARCO with a vision of introducing refreshments, snacks, and food into the stations. ARCO utilized Hani's stations as a test pilot program and proved to be extremely successful. Because of the shared success, they started converting mechanic shops into convenient stores system wide and the AM/PM brand was born. Hani quickly became the number 1 operator in terms of sales, customer satisfaction, and cleanliness. Hani's corporation owned and operated over 150 gas stations and generated over 65 million a year in sales. During the tenure of ownership, Hani's company generated more profit than any other service station while maintaining the highest standard in each store to provide the best service experience for their customers.

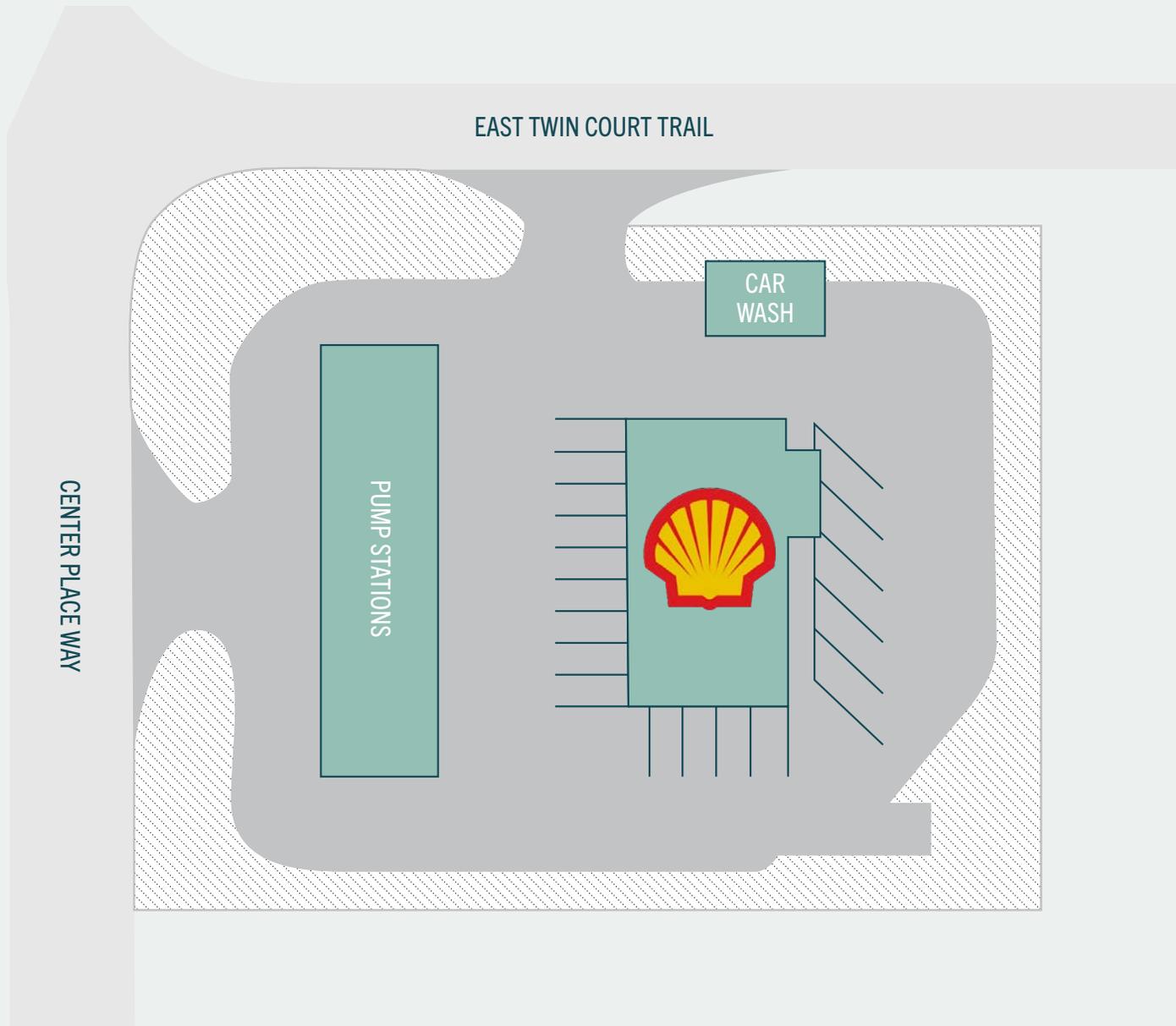
ABBAS M JAFERI EXPERIENCE: Abbas has a background in finance from his studies at the University of Miami. In 2013 Abbas acquired 21 Chevron gas stations throughout South Florida and established the Mr. Mart C-Store brand. Since 2013, Mr. Mart brand expanded to 39 locations in Florida, Mississippi, and Tennessee. At the beginning of 2014, the brand further expanded by acquiring 15 stores in Florida. In the same year Abbas expanded Mr. Mart's scope to include many quick service restaurants throughout the portfolio, the tenants include: Subway, Dunkin' Donuts, Krispy Chicken, and Billoti's Pizza. This business model created a one-stop shop in one convenient location. Abbas' leadership and operation implementations earned him the recognition by Chevron and Exxon as operating top-ranking sites.

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THE PROPERTY

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SITE MAP



PROPERTY PHOTOS



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MAPS & AERIALS

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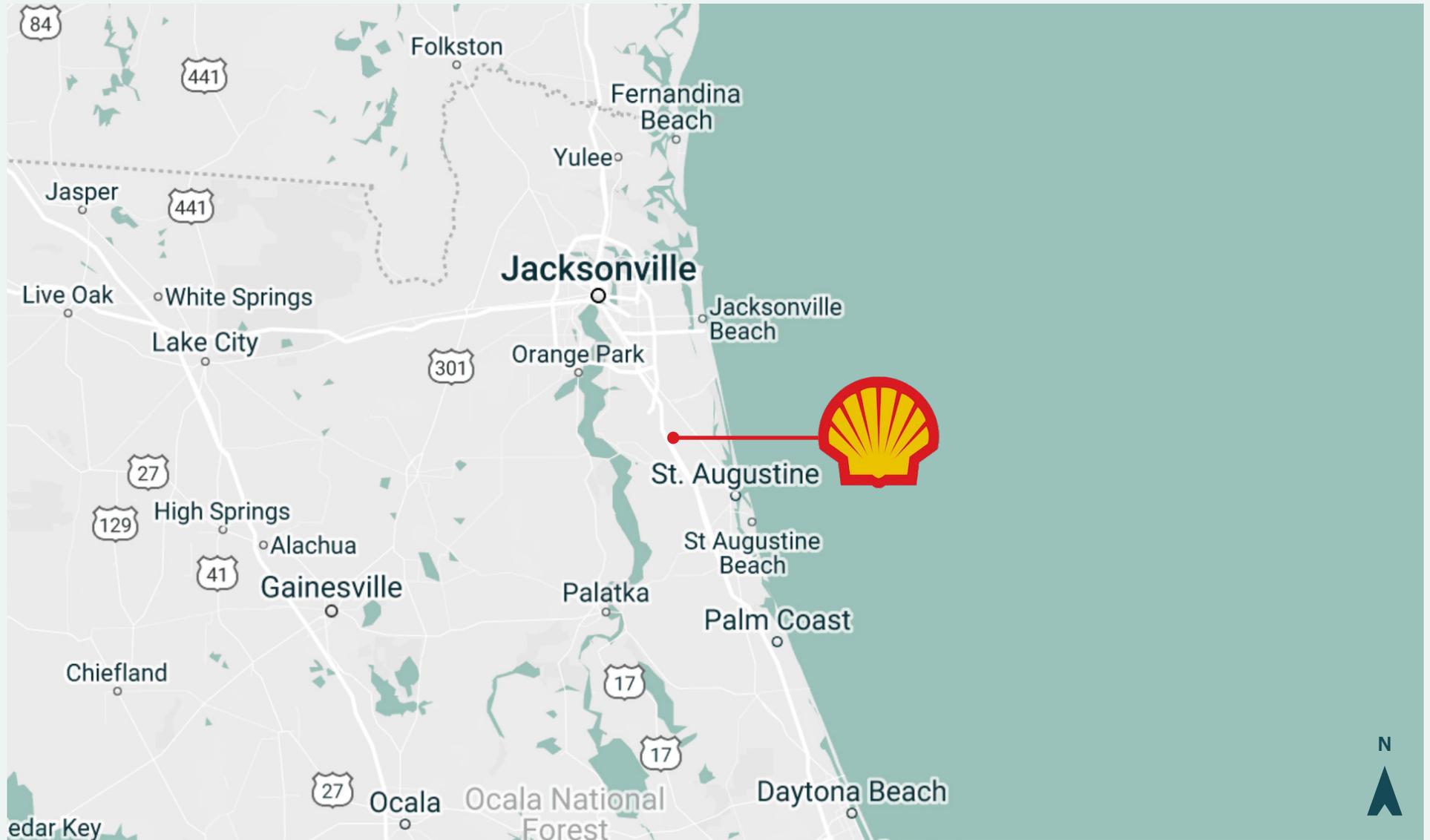
SITE AERIAL



SURROUNDING AERIAL

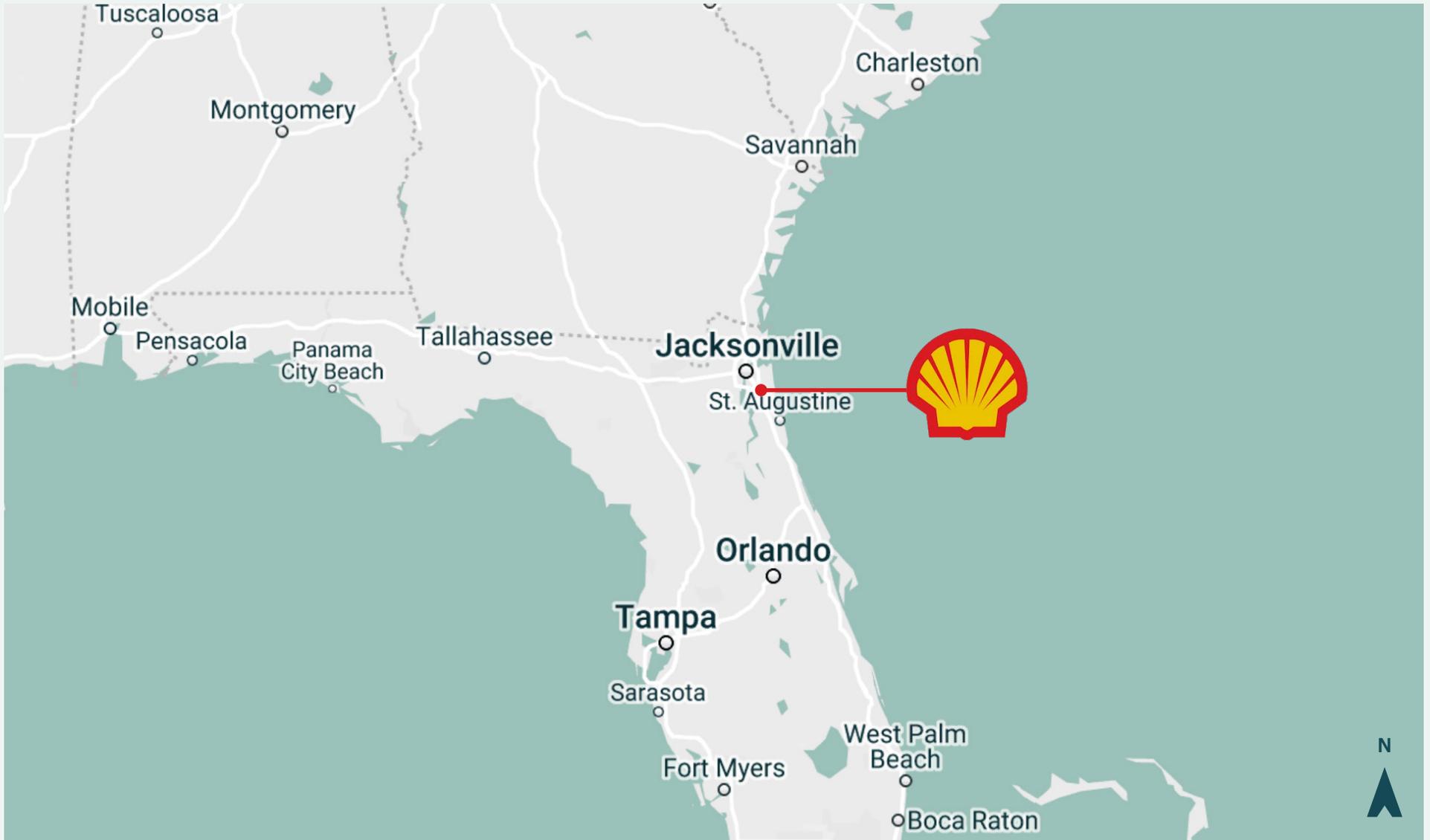


LOCAL CONTEXT



SUBJECT PROPERTY IS APPROXIMATELY 28 MILES FROM DOWNTOWN JACKSONVILLE.

REGIONAL CONTEXT



SUBJECT PROPERTY IS APPROXIMATELY 112 MILES FROM ORLANDO, 187 MILES FROM TAMPA, AND 190 MILES FROM TALLAHASSEE.

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ANALYTICS

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DEMOGRAPHIC ANALYSIS



POPULATION	1 MILE	3 MILES	5 MILES
2025 Projection	1,268	9,978	32,955
2020 Estimate	1,063	8,491	28,004
Growth 2020-25	19.29%	17.51%	17.68%



HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2025 Projection	496	3,482	11,335
2020 Estimate	416	2,975	9,671
Growth 2020-25	19.23%	17.04%	17.21%



AVG. HOUSEHOLD INCOME	1 MILE	3 MILES	5 MILES
Average Household Income	\$69,337	\$118,505	\$124,343
Less than \$25,000	69	135	408
\$25,000 - 50,000	139	570	1,387
\$50,000 - 75,000	75	541	1,716
\$75,000 - 100,000	54	306	1,100
\$100,000 - 125,000	29	389	1,395
\$125,000 - 150,000	17	282	979
\$150,000 - 200,000	22	340	1,353
More than \$200,000	12	411	1,333

ABOUT EMBREE GROUP

Embree Group provides nationwide turnkey real estate services, specializing in build-to-suit development, design/build, general construction, program management, and capital markets for specialty retail, financial, automotive, restaurant, healthcare and senior living facilities. Embree's fully integrated, in-house services allow us to become an extension of the client's organization. Since 1979, Embree's foundation has been built on developing tailored programs for 300+ national clients. The firm is headquartered near Austin, Texas, with regional offices located in Phoenix and the Dallas-Fort Worth area. Over the past 41 years, Embree's executive team has developed, built, or transacted more than 14,000 assets in all 50 states, Puerto Rico, and Canada with a total market value in excess of \$10 billion.

Contact Details

For more information about this listing, please contact:

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