



**2567 NORTH ROAD | ORANGEBURG, SC 29118**

OFFERING MEMORANDUM





## LISTED BY

### KEEGAN MULCAHY

Senior Associate

Direct +1 310 955 1782

Mobile +1 415 847 5588

[keegan.mulcahy@matthews.com](mailto:keegan.mulcahy@matthews.com)

License No. 02067187 (CA)

### CHUCK EVANS

Associate Vice President

Direct +1 925 319 4035

Mobile +1 925 323 2263

[chuck.evans@matthews.com](mailto:chuck.evans@matthews.com)

License No. 01963473 (CA)

### KYLE MATTHEWS

Broker of Record

License No. 22684 (SC)

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



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# INVESTMENT HIGHLIGHTS

- ◁ **LONG TERM, RECENT LEASE EXTENSION** - Tenant recently extended the original lease for an additional 15-Years
- ◁ **ABSOLUTE NNN LEASE** - ZERO Landlord Responsibilities - Ideal for out of state investor
- ◁ **SIGNALIZED CORNER** - This restaurant is strategically located on the corner of North Rd and State Road S-38-1637 with points of ingress and egress on both roads
- ◁ **EXCELLENT VISIBILITY** - North Road benefits from approximately ±26,300 VPD
- ◁ **EXTENSIVE IMPROVEMENTS** - Last year, the tenant renovated the building, illustrating a long-term commitment to the location
- ◁ **RECENT ACQUISITIONS OF OPERATIONS** - The current franchisee recently acquired the operations of this location (see broker for further details)
- ◁ **ORANGEBURG, SC** - The city is located approximately 37 miles southeast of Columbia and is positioned directly off multiple transportation routes
- ◁ **STRONG RETAIL SYNERGY** - This restaurant is located near various national retailers including Walmart Supercenter, Lowe's Home Improvement, Aldi, Belk, T.J. Maxx, Tractor Supply Co, Verizon, OfficeMax, and many more
- ◁ **ICONIC CONCEPT** - IHOP is an iconic, time tested brand that has been in business since 1969 and has successfully navigated numerous market cycles
- ◁ **EXPERIENCED OPERATOR** - Mohamed Makawi opened his first restaurant in 2000 and currently operates 20 IHOP Family Restaurants in North Carolina, South Carolina and Georgia. Mr. Makawi now employs over 1,000 full time employees and has won numerous IHOP Sales Achievement and operating Assessment awards





# FINANCIAL OVERVIEW



**\$2,432,432**  
LIST PRICE



**\$180,000**  
NOI



**7.40%**  
CAP RATE

## BUILDING INFO

Address	2567 North Road, Orangeburg, SC 29118
Lot Size	±1.10 AC (±47,916 SF)
GLA	±4,800 SF
Price/SF	\$506.76
Rent/SF	\$37.50

## DEBT QUOTE

Loan quote provided by Matthews™ based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing.

**LTV:** 65.00%  
**Rate:** 4.00%  
**Amortization:** 25

Jesse Lillard  
jesse.lillard@matthews.com

# FINANCIAL OVERVIEW

## TENANT SUMMARY

Tenant Trade Name	IHOP
Type of Ownership	Fee Simple
Lease Type	NNN
Guarantor	Franchisee
Roof & Structure	Tenant Responsible
Original Lease Term	20 Years
Original Lease Date	12/10/04
Current Term Commencement	11/1/2020
Lease Expiration Date	11/1/2035
Term Remaining	±14.6 Years
Increases	10% Every 5 Years
Options	Three, 5-Year Options

## ANNUALIZED OPERATING DATA

DATE	MONTHLY RENT	ANNUAL RENT	RENT PSF	CAP RATE
11/1/2020 - 11/1/2025	\$15,000	\$180,000	\$37.50	7.40%
11/1/2025 - 11/1/2030	\$16,500	\$198,000	\$36.02	8.14%
11/1/2030 - 11/1/2035	\$18,150	\$217,800	\$45.38	8.95%
(Option 1) 11/1/2035 - 11/1/2040	\$19,965	\$239,580	\$43.58	9.85%
(Option 2) 11/1/2040 - 11/1/2045	\$21,962	\$263,544	\$47.94	10.83%
(Option 3) 11/1/2045 - 11/1/2050	\$24,158	\$289,896	\$60.40	11.92%



# TENANT OVERVIEW



## The Offering

PROPERTY NAME	
IHOP	
Property Address	2567 North Road, Orangeburg, SC 29118
SITE DESCRIPTION	
Number of Stories	One
Lot Size	±1.10 AC (±47,916 SF)
GLA	±4,800 SF
Type of Ownership	Fee Simple
Landscaping	Professional
Topography	Generally Level

## Tenant Overview

» Company Name	» Year Founded	» Headquarters
IHOP	1958	Glendale, CA
» Ownership	» Industry	» Website
Public	Restaurant	<a href="http://www.ihop.com">www.ihop.com</a>

Since 1958, IHOP® has been the place where people connect over breakfast, enjoy study breaks, grab a bite before or after sporting events and so much more. The IHOP family restaurant chain continues to serve their world-famous pancakes and a wide variety of breakfast, lunch and dinner items that are loved by people of all ages. The casual dining restaurant offers pancakes, omelets, French toasts and waffles, crepes, burgers, sandwiches, soups, salads, hash brown stacks, desserts and beverages. International House of Pancakes, LLC also provides a line of syrups through retail stores, mass merchandisers and grocery outlets in the United States. Offering an affordable, everyday dining experience with warm and friendly service, IHOP restaurants are franchised and operated by Glendale, California-based International House of Pancakes, LLC, a wholly-owned subsidiary of DineEquity, Inc., and its affiliates. DineEquity, Inc. is one of the largest full-service restaurant companies in the world with more than 400 franchisee partners.

**32,300+**  
Employees

**1,822 +**  
Locations Worldwide





Walmart  
Supercenter

Spectrum  
SALLY BEAUTY  
TJ-maxx  
GameStop  
POWER TO THE PLAYERS

TSC TRACTOR  
SUPPLY CO

Public  
Storage

LOWE'S

OfficeMax

MURPHY  
USA

TIRE CHOICE  
AUTO SERVICE CENTERS

CIRCLE K

verizon

ALDI

ORANGEBURG PREPARATORY  
SCHOOLS, INC.

ZAXBY'S

Ryan's  
Grill • Buffet • Bakery

L+DL

SONIC

DOLLAR TREE  
H&R BLOCK  
T-Mobile

ihop

NORTH ROAD  
± 26,300 VPD





NORTH ROAD  
± 26,300 VPD





# AREA OVERVIEW

## ORANGEBURG, SC

The city of Orangeburg is located 37 miles southeast of the South Carolina State Capitol Building in Columbia, in the south-central area of the state. Orangeburg is known as “the Garden City” and is an area of great natural beauty. Golfers, hunters, fishermen and nature lovers will enjoy exploring its many attractions. The city is home to Claflin University, South Carolina State University, Edisto Memorial Gardens, IP Stanback Museum and the Orangeburg Festival of Roses.

South Carolina State University, public, coeducational institution of higher learning in Orangeburg, South Carolina, U.S. A historically black university, South Carolina State offers numerous bachelor’s degree programs through schools of Applied Professional Sciences, Arts and Humanities, Business, Education, and Engineering Technology and Sciences. Master’s degree programs are offered in agribusiness, education, and human services. There is also a doctorate program in education. Total enrollment is about 4,500.

## DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2025 Projection	2,077	21,168	36,284
2020 Estimate	2,142	21,447	36,822
2010 Census	2,362	21,928	37,845
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2025 Projection	916	8,145	13,905
2020 Estimate	942	8,240	14,104
2010 Census	1,025	8,302	14,393
INCOME	1-MILE	3-MILE	5-MILE
2020 Avg Household Income	\$70,684	\$51,450	\$46,922
2020 Med Household Income	\$53,793	\$39,188	\$35,320



# COLUMBIA, SC

Serving as the state capital, Columbia is a city driven by fresh, innovative perspective intertwined with century-old traditions rooted in the capital city communities.

With the second largest population in South Carolina, Columbia is home to nearly 800,000 residents across the metropolitan region including six counties. The community embraces a vast array of tourist attractions that drive and empower economic growth. From historical monuments, museums, art galleries, convention halls, and performing arts centers to educational institutes, like the University of South Carolina.

The University of South Carolina is currently ranked as the number 1 largest university in the Carolinas with nearly 35,000 students enrolled in on-campus classes at the main campus in Columbia. Pursuing degrees in industries that continue to contribute to Columbia's economic growth like medicine, law, and engineering, to name a few.



**#2 State**

*for workforce development of 2019*



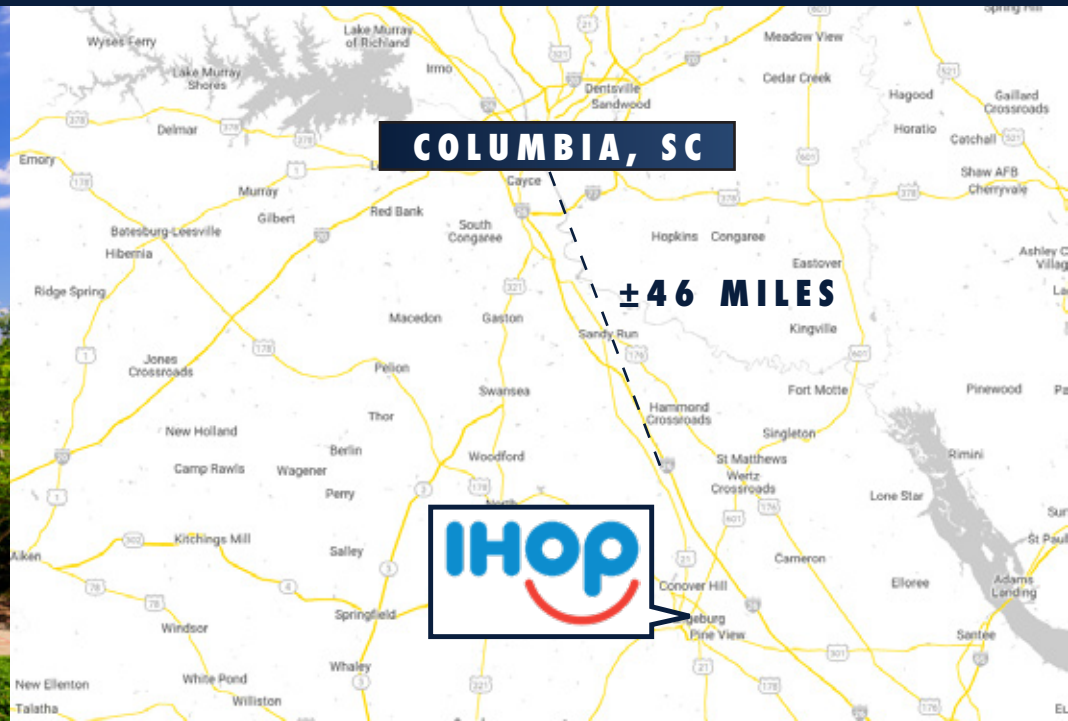
**Top 5**

*for high-tech employment growth*



**Top 50**

*best cities for starting a business in 2020*





## COLUMBIA CULTURE

There's more than one reason that Columbia, South Carolina, is known for being "Famously Hot." While this Midlands metropolis does experience 10 warm-weather months each year, the Capital City is turning up the heat on its own terms with outdoor adventures, culinary creations, and cultural hotspots from Main Street to Sesquicentennial State Park. The convergence of three rivers and beautiful Lake Murray makes Columbia the perfect place to enjoy the South Carolina sunshine.

### OUTDOORS

Outdoor adventures are part of the culture in Columbia. Locals love to walk and jog along the river, tee off at the wide variety of golf courses around town, zip-line at the Riverbanks Zoo and Garden and enjoy the natural beauty of the Midlands at numerous parks around the city-including the wondrous Congaree National Park.

### SPORTS

For sports fans, Columbia offers the chance to watch the University of South Carolina Gamecocks play at the storied Williams-Brice Stadium. Or, catch a foul ball and snack on boiled peanuts as you cheer on the Columbia Fireflies -South Carolina's newest minor league baseball team.



**\$2.3 BILLION**  
ECONOMIC IMPACT



**\$14.8 MILLION**  
ANNUAL VISITORS



**±24,000**  
JOBS SUPPORTED

# UNIVERSITY OF SOUTH CAROLINA

Among America's oldest and most comprehensive public universities, USC Columbia is the major research institution of the University of South Carolina system and its largest campus, enrolling approximately 21,000 undergraduate students and approximately 8,000 students in graduate and professional programs. At the heart of its mission lies the University's responsibility to state and society to promote the dissemination of knowledge, cultural enrichment, and an enhanced quality of life.

The University serves a diverse population of students with widely varying backgrounds, career goals, and levels of aspiration. USC Columbia offers over 320 degrees at the bachelor's, master's, doctoral, and professional program levels, affording students the most comprehensive array of educational programs in the state. Recognized by the Carnegie Foundation as a top research and service institution, nationally ranked in start-up businesses, and conferring over 30% of all bachelor's and graduate degrees awarded at public institutions in South Carolina, the University has a profound relevance, reach, and impact on the people of the state. As the flagship institution of the state system, USC Columbia leads the way in providing all students with the highest-quality education, including the knowledge, skills, and values necessary for success and responsible citizenship in a complex and changing world through engagement in nationally and internationally ranked research, scholarship, community outreach, and artistic creation.

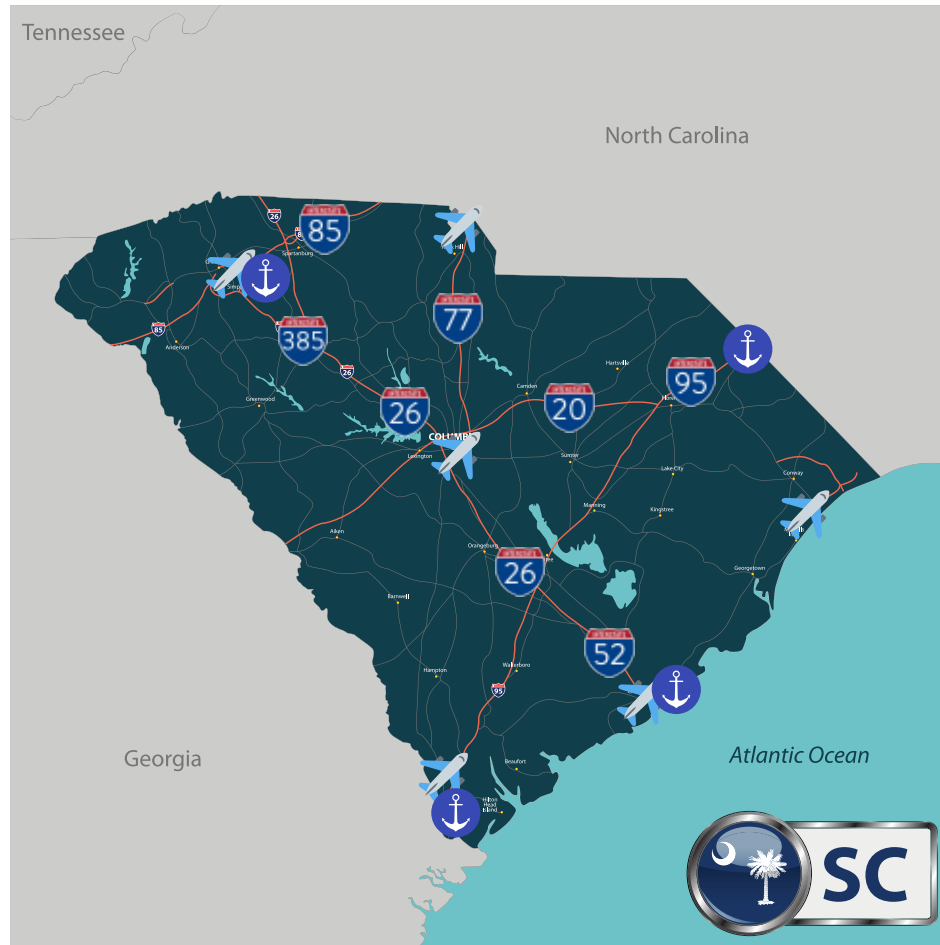


UNIVERSITY OF  
**SOUTH CAROLINA**





# SOUTH CAROLINA IS CONNECTED.



## AIR:

- Greenville-Spartanburg International Airport (GSP)
- Columbia Metropolitan Airport (CAE)
- Charleston International Airport (CHS)
- Myrtle Beach International Airport (MYR)
- Charlotte Douglas International Airport (CLT)



## PORTS:

- Port of Charleston
- SC Inland Port (Green)
- Inland Port Dillon

## COLUMBIA ECONOMY

Columbia is home to a variety of manufacturers that focus on high tech products. Manufacturing plays a key role in Columbia economy and overall growth of the area. Key players in the Columbia Manufacturing industry include Westinghouse Electric, FN manufacturing, and Intertape Polymer Group.

Healthcare is another major contributor to the Columbia economy. The Medical University of South Carolina is a major influencer in research and advancing the health science field in the area. There are three major hospitals that are also just short distances from downtown Columbia and all contribute to health being a top employer in the Capital City of South Carolina. Other major employers and industries in the area include Information Technology: Blue Cross Blue Shield, USC Technology Incubator, and IT-ology.



## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of IHOP located at **2567 North Road | Orangeburg, SC 29118** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any corporation’s logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Matthews Real Estate Investment Services.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.





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Senior Associate

Direct +1 310 955 1782

Mobile +1 415 847 5588

keegan.mulcahy@matthews.com

License No. 02067187 (CA)

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Associate Vice President

Direct +1 925 319 4035

Mobile +1 925 323 2263

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