

# TRACTOR SUPPLY COMPANY

CLOVER/LAKE WYLIE (CHARLOTTE MSA), SC

BERKELEY  
CAPITAL ADVISORS



FILE PHOTO

# BERKELEY

CAPITAL ADVISORS

BERKELEYCAP.COM

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BCA FIRM SOUTH CAROLINA REAL

ESTATE LICENSE NO.: 16917



# LOCATION MAP



5825 Charlotte Highway  
Clover/Lake Wylie, SC 29710



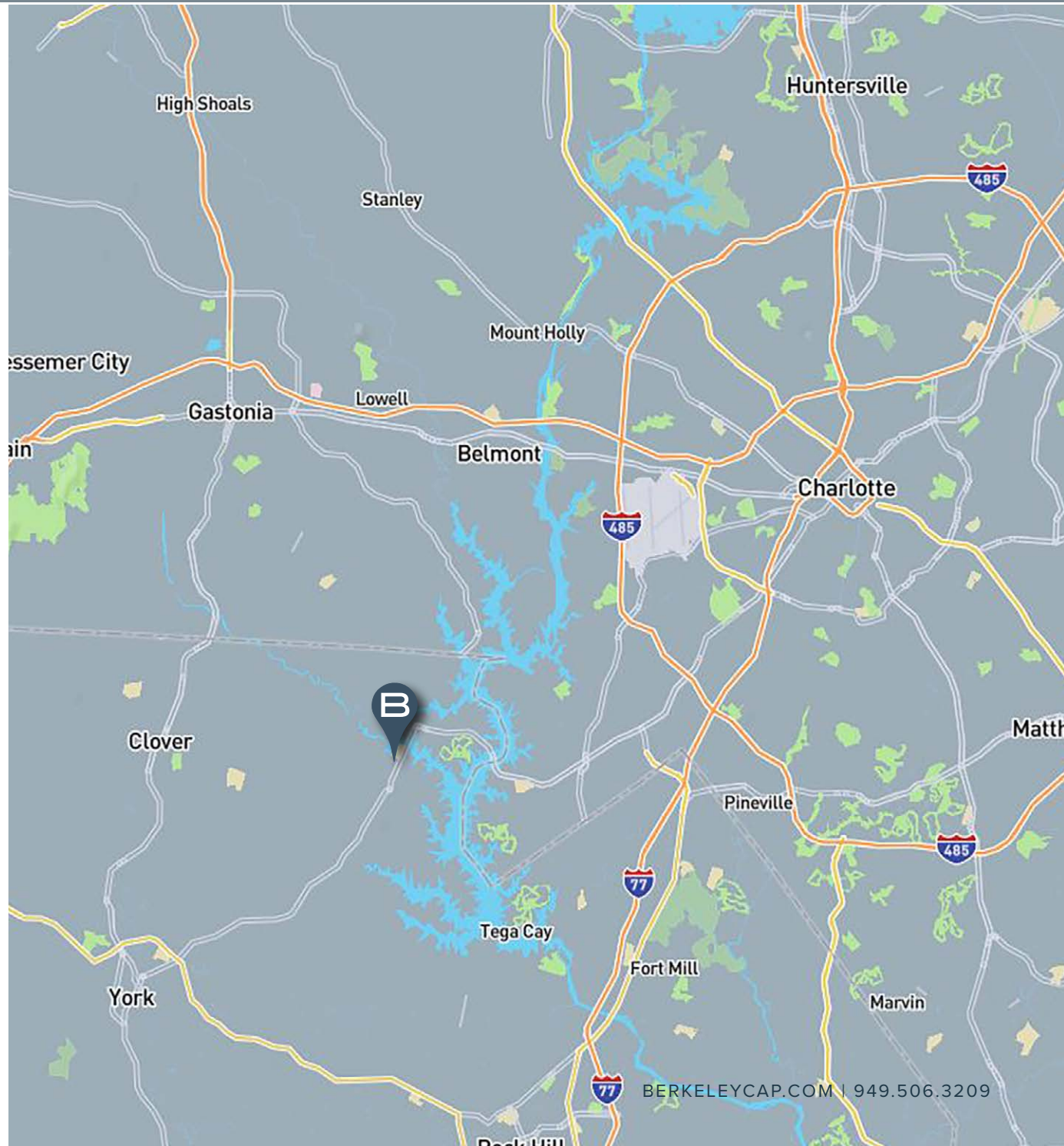
## 27K+

The site benefits from 27,200 VPD  
on Charlotte Highway.



## 112K+

The average household income  
within five minutes of the subject  
property is \$111,886.



# INVESTMENT OVERVIEW

TENANT	Tractor Supply Company
GUARANTOR	Corporate
ADDRESS	5825 Charlotte Highway Clover, SC 29710
NOI	\$342,000
RENT INCREASES	5% Every 5 Years
RENT COMMENCEMENT	Projected October 1, 2021
RENT EXPIRATION	15 Years from Rent Commencement
LEASE TYPE	*NN
ORIGINAL LEASE TERM	15 Years
LEASE TERM REMAINING	15 Years
OPTIONS	Three, 5-Year
RIGHT OF FIRST REFUSAL	Yes - 10 Business Days

\*There is a 15-year roof warranty in place that will be transferred to Buyer at Closing.

## PROPERTY DETAILS



**22,997**  
Square Feet



**4.65**  
Acres



**2021**  
Year Built



**93**  
Parking Spaces

## RENT SCHEDULE

LEASE YEAR	MONTHLY RENT	ANNUAL RENT	% INCREASE	RENT PSF	CAP
YEARS 1-5	\$28,500.00	\$342,000	–	\$14.87	4.90%
YEARS 6-10	\$29,925.00	\$359,100	5%	\$15.62	5.14%
YEARS 11-15	\$31,421.25	\$377,055	5%	\$16.40	5.40%
OPTION 1	\$32,992.31	\$395,908	5%	\$17.22	5.67%
OPTION 2	\$34,641.93	\$415,703	5%	\$18.08	5.96%
OPTION 3	\$36,374.02	\$436,488	5%	\$18.98	6.25%
OPTION 4	\$38,192.73	\$458,313	5%	\$19.93	6.57%

## ASKING PRICE

**\$6,980,000**  
**4.90% CAP RATE**

# PROPERTY OVERVIEW

## PROPERTY HIGHLIGHTS

- Brand-new, state-of-the-art construction (2021)
- New, 15-year lease with 5% rent increases every 5 years throughout the base term and options
- Strong, corporate guarantee from Tractor Supply Company | Incredibly healthy company with zero debt
- Tractor Supply's total revenue rose to ±\$10.62B in 2020, an 8% increase from 2019 | Net Income rose 32.5% to ±\$745MM
- Essential Retailer | Tractor Supply was one of the few retailers to thrive during the COVID pandemic
- Tractor Supply is the largest urban lifestyle retailer in the U.S. | 1,900+ locations in 49 states as of May 2021
- Just over 1.5 miles from the main retail corridor heading into Lake Wylie | National retailers include Walmart Supercenter, Lowe's, Publix, Food Lion, McDonald's, Starbucks, Wells Fargo, Wendy's, Taco Bell, Dunkin' Donuts, Zaxby's, United Bank, Bojangles', and 7-Eleven, to name a few
- Located a few parcels from the intersection of Charlotte Hwy & Lake Wylie Rd | 33,600 combined VPD
- ±3 miles North of Catawba Nuclear Station | 391-acre nuclear power plant with ±400 employees | Been in operation for 35+ years
- Ideal demographics | Nearly 31,000 residents with an Avg HH Income of ±\$107,000 within a 10 minute drive of the site
- Less than 9 miles West of the Carowinds amusement park | 2MM annual visitors
- ±17 miles Southwest from downtown Charlotte

## DEMOGRAPHIC SNAPSHOT

FOR DETAILED DEMOGRAPHICS, PLEASE CLICK [HERE](#)

# 87,390

2020 Population  
Within Fifteen Minutes

# \$106,955

2020 Average Household  
Income Within Ten Minutes

# 51.72%

2000-2020 Population Growth  
Within Fifteen Minutes

# 11.24%

2020-2025 Projected Population  
Growth Within Fifteen Minutes



FILE PHOTO





Oakridge Elementary/  
Middle Schools  
1,598 students



Crowders Creek  
Elementary School  
940 students



Bethel Elementary  
School  
341 students

LAKE  
WYLIE

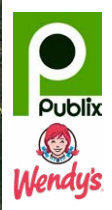




Charlotte Premium Outlets  
400k SF | 100 stores



SIEMENS



Lake Wylie  
Elementary School  
628 students

McDowell Nature  
Preserve  
1,108 acres



Crowders Creek  
Elementary School  
940 students





# TENANT OVERVIEW



Tractor Supply Company, the largest rural lifestyle retailer in the United States, has been passionate about serving its unique niche, targeting the needs of recreational farmers, ranchers and all those who enjoy living the rural lifestyle, for more than 80 years.

Tractor Supply offers an extensive mix of products necessary to care for home, land, pets and animals with a focus on product localization, exclusive brands and legendary customer service. With more than 42,000 Team Members, the Company's physical store assets, combined with its digital capabilities, offer customers the convenience of purchasing products they need anytime, anywhere and any way they choose at the everyday low prices they deserve. At March 27, 2021, the Company operated 1,944 Tractor Supply stores in 49 states and an e-commerce website at [www.TractorSupply.com](http://www.TractorSupply.com).

Tractor Supply Company also owns and operates Petsense, a small-box pet specialty supply retailer focused on meeting the needs of pet owners, primarily in small and mid-size communities, and offering a variety of pet products and services. At March 27, 2021, the Company operated 177 Petsense stores in 23 states

## BAA1

CREDIT RATING

## TSCO

NASDAQ TICKER SYMBOL

## \$10.62B

TOTAL REVENUE

## \$20.9B

MARKET CAP

## 2,105

TOTAL LOCATIONS

## 42,000

TOTAL EMPLOYEES

FILE PHOTO





# MARKET OVERVIEW - CHARLOTTE, NC



## CHARLOTTE TOP 5 EMPLOYERS

ATRIUM HEALTH	35,700 EMPLOYEES
WELLS FARGO	26,000 EMPLOYEES
WALMART	16,100 EMPLOYEES
BANK OF AMERICA	15,000 EMPLOYEES
NOVANT HEALTH	12,172 EMPLOYEES

**5TH** ↑

LARGEST POPULATION GROWTH  
IN REAL NUMBERS ACROSS THE  
US IN 2018.

**6TH** 

BUSIEST AIRPORT IN THE NATION,  
MEASURED BY TAKE OFF AND  
LANDINGS. 700 FLIGHTS PER DAY.

**2ND** \$\$

LARGEST BANKING CENTER IN THE  
UNITED STATES BY ASSETS HELD.

**9** FORTUNE  
500

FORTUNE 500 COMPANIES ARE  
HEADQUARTERED IN CHARLOTTE.

**\$2B** \$\$

IN REAL ESTATE PROJECTS WERE  
UNDER CONSTRUCTION.

**20%** ↑

EMPLOYMENT INCREASES  
PROJECTED OVER THE NEXT 5  
YEARS.



**55K+**

55,975 STUDENTS  
ARE ENROLLED  
AT 6 COLLEGES &  
UNIVERSITIES

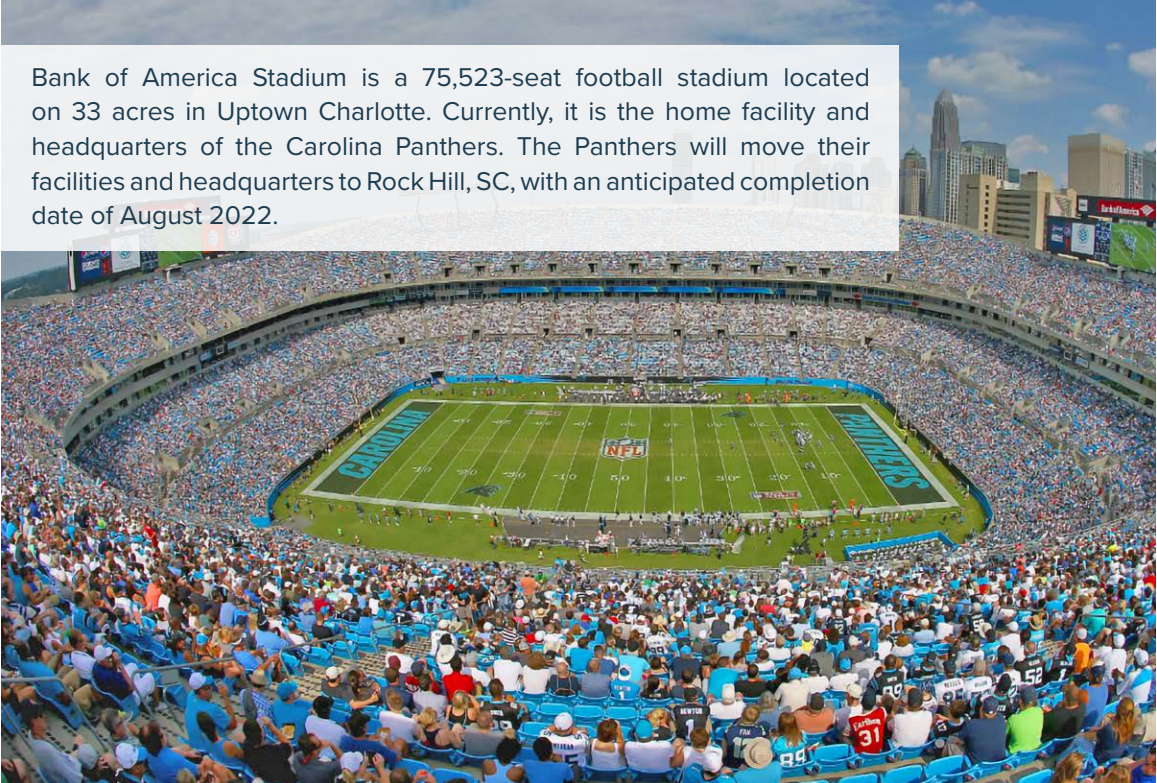


UNC CHARLOTTE

30,146 STUDENTS  
ATTEND UNC  
CHARLOTTE



Bank of America Stadium is a 75,523-seat football stadium located on 33 acres in Uptown Charlotte. Currently, it is the home facility and headquarters of the Carolina Panthers. The Panthers will move their facilities and headquarters to Rock Hill, SC, with an anticipated completion date of August 2022.



UNC Charlotte is a public research university located in Charlotte with about 30,146 students enrolled.



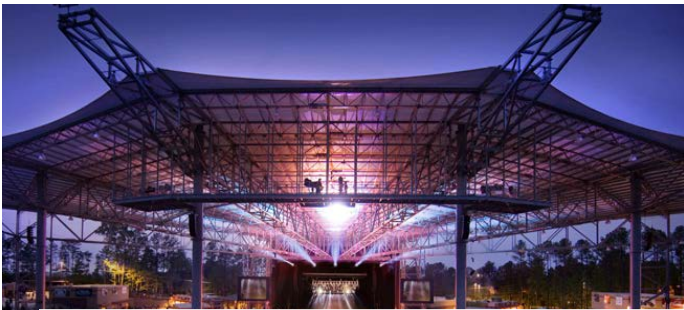
The Charlotte Motor Speedway has set the standard for motorsports entertainment and evolved into “The Greatest Place to See the Race.” The Nascar All-Star Race and the Coca-Cola 600 are held here annually.



Announced in December 2019, Bank of America Stadium will also be the home to the newest Major League Soccer expansion team, Charlotte FC, and is set to begin play in 2022. Practice facilities will be located in East Charlotte.

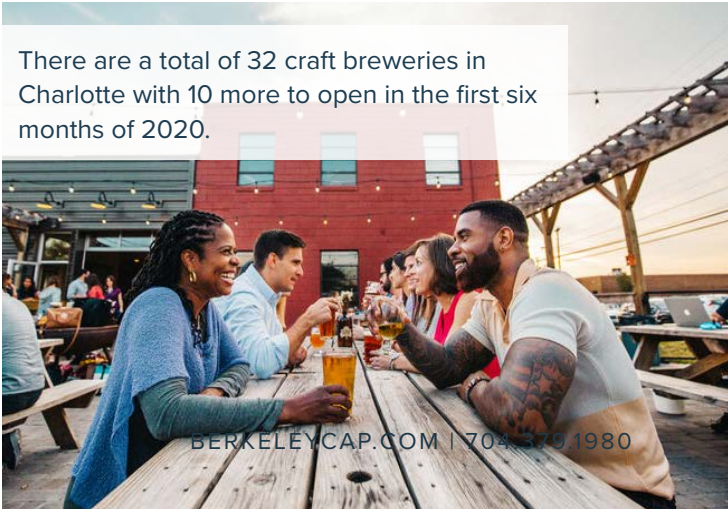


In 2018, the Charlotte Knights were ranked #1 out of all Minor League Baseball leagues in best ballpark, average attendance (8,980), and overall fan base (619,639).



PNC Music Pavilion is a fantastic outdoor music venue with a capacity of 19,500 people. Additionally, there are 30 other venues across Charlotte to experience live music.

There are a total of 32 craft breweries in Charlotte with 10 more to open in the first six months of 2020.





# DEMOGRAPHICS & TRAFFIC COUNTS

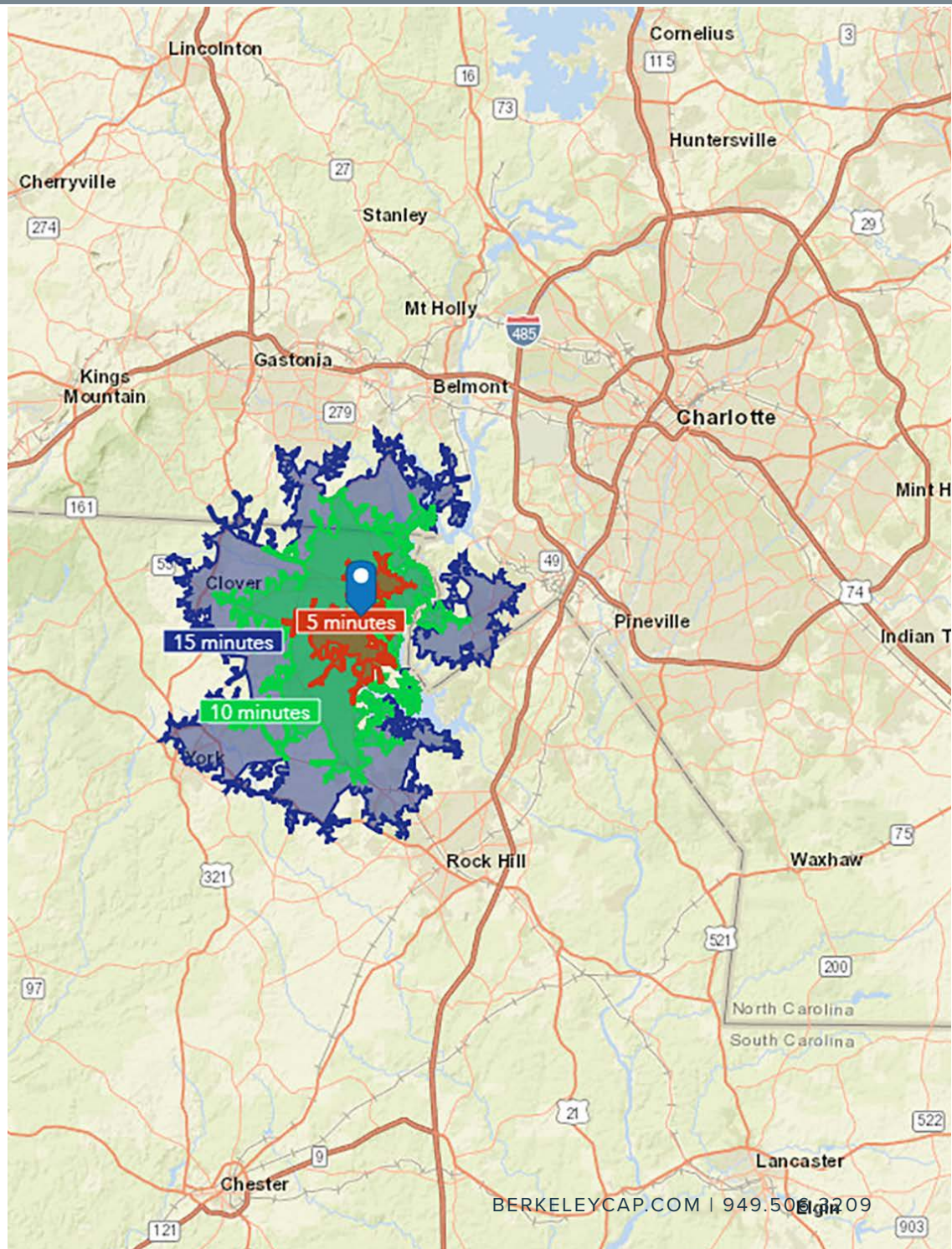
POPULATION	5-MINUTE	10-MINUTE	15-MINUTE
2025 Projection	11,505	33,999	97,210
<b>2020 Population</b>	<b>10,553</b>	<b>30,853</b>	<b>87,390</b>
2010 Census	6,082	21,689	65,556
2000 Census	2,666	13,580	42,190
2020-2025 Annual Rate	1.74%	1.96%	2.15%
2010-2020 Annual Rate	5.52%	3.50%	2.84%
2000-2010 Annual Rate	8.60%	4.79%	4.51%
HOUSEHOLDS			
2025 Total Households	4,031	12,776	36,648
2020 Total Households	3,710	11,608	32,989
2010 Households	2,194	8,256	24,821
2000 Households	1,058	5,282	15,784
2020-2025 Annual Rate	1.67%	1.94%	2.13%
2010-2020 Annual Rate	5.26%	3.38%	2.81%
2000-2010 Annual Rate	7.57%	4.57%	4.63%
<b>2020 AVG. HH INCOME</b>	<b>\$111,886</b>	<b>\$106,955</b>	<b>\$99,904</b>



TRAFFIC  
COUNTS

## 32,500 VPD

ON HWY 557





# CONFIDENTIALITY DISCLAIMER

Berkeley Capital Advisors, LLC ("BCA") has been authorized by the owner of the subject property (the "Seller") to present you with this marketing package. This is a confidential package intended solely for your own limited use and benefit, as a principal, in considering whether you desire to pursue negotiations to acquire the subject property.

Your receipt and acceptance of this package serves to acknowledge your agreement to: (1) hold the information and materials contained herein, and the offering they represent, in the strictest of confidence; (2) not disclose, directly or indirectly, the information and materials contained herein, or the offering they represent, to any other person, firm or entity without prior written authorization from BCA or the Seller; (3) not use the information and materials contained herein in any fashion or manner detrimental to the interest of BCA or the Seller; (4) not disturb any tenants in possession of the subject property nor reveal to them the offering this package represents.

This marketing package was prepared by BCA and it has been reviewed by representatives of the Seller. The information and materials contained herein are selective and limited in nature, and neither BCA nor the Seller purports this to be an all-inclusive report on the subject property. Within this package, certain leases, documents and other materials are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements involved, nor do they purport to constitute a legal analysis of the provisions of those documents. Interested and qualified prospective purchasers will be afforded an opportunity to review additional information and to inspect the subject property, and all such prospective purchasers should conduct their own independent due diligence. This information has been secured from sources we believe to be reliable, but we make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. BCA has not reviewed or verified this information. Buyer must verify the information and bears all risk for any inaccuracies.

This package is based in part upon information supplied by the Seller and in part upon information obtained by BCA from sources believed to be reliable. All income, expense and/or investment projections contained herein are provided for general reference purposes only, in that they are based on assumptions relating to the general economy, competition and other factors beyond the control of BCA and the Seller, and all such projections are therefore subject to variation. This package shall not be deemed an indication of the state of affairs of the subject property, nor constitute an indication that there has been no change in the business or affairs of the subject property since the date of preparation of this package.

Neither BCA, the Seller, nor any of their respective officers, employees or agents, has made or does make any representation or warranty, expressed or implied, as to the accuracy or completeness of this package or any of its contents, and no legal commitments or obligations shall arise by reason of this package or its contents.

BCA and the Seller expressly reserve the right, at their sole discretion, to alter or amend the terms of this offering, to reject any or all expressions of interest or offers to acquire the subject property and/or to terminate discussions with any entity at any time with or without notice. The Seller shall have no legal commitment or obligation to any entity reviewing this package or making an offer to acquire the subject property unless and until a written agreement for such acquisition has been fully executed, delivered and approved by the Seller and any conditions to the Seller's obligations thereunder have been satisfied or waived.

Parties seeking to act in a third-party brokerage capacity must register their client(s) with BCA prior to receiving or dispersing any marketing information. BCA will not recognize any third-party brokerage relationships without first receiving and approving such written client registration, nor will BCA or the Seller be obligated for any brokerage claims which may result, regardless of such broker's involvement in procuring a purchaser for the subject property.

This package is the property of BCA. Photocopying, re-typing or other duplication of the information and materials contained herein is expressly prohibited. The information contained within this package and the offering of the subject property may not be announced, posted or otherwise publicized in any electronic media (such as, by way of example only, any Internet or "broadcast facsimile" communications).

If, after reviewing this package, you have no further interest in acquiring the subject property at this time, please return this package in its entirety to BCA. Likewise, if the terms contained in this Confidentiality & Disclaimer section are not acceptable to you, please immediately return this package to BCA.

## AGENT'S DUTIES

When you contract with a real estate firm to act as your agent in a real estate transaction, the agent must help you obtain the best price and terms possible, whether you are the buyer or seller. The agent also owes you the duty to:

- Safeguard and account for any money handled for you
- Act with reasonable skill, care and diligence
- Be loyal and follow reasonable and lawful instructions
- Disclose to you any information which might influence your decision to buy or sell

Even if the agent does not represent you, the agent must still be fair and honest and disclose to you all "material facts" which the agent knows or reasonably should know. A fact is "material" if it relates to defects or other conditions affecting the property, or if it may influence your decision to buy or sell. This does not require a seller's agent to disclose to the buyer the minimum amount the seller will accept, nor does it require

## AGENTS WORKING WITH SELLERS

A seller can enter into a "listing agreement" with a real estate firm authorizing the firm and its agent(s) to represent the seller in finding a buyer for his property. The listing agreement should state what the seller will pay the firm no matter who finds the buyer.

The listing firm may belong to a listing service to expose the seller's property to other agents who are members of the service. Some of those agents may be working with buyers as buyers' agents; others will be working with buyers but still representing the sellers' interests as an agent or "subagent". When the buyer's agents and seller's subagents desire to share in the commission the seller pays to the listing firm, the listing agent may share the commission with the seller's permission.

## AGENTS WORKING WITH BUYERS

A buyer may contract with an agent or firm to represent him (as a buyer's agent), or may work with an agent or firm that represents the seller (as a seller's agent or subagent). All parties in the transaction should find out at the beginning who the agent working with the buyer represents.

If a buyer wants a buyer's agent to represent him in purchasing a property, the buyer should enter into a "buyer agency agreement" with the agent. The buyer agency agreement should state how the buyer's agent will be paid. Unless some other arrangement is made which is satisfactory to the parties, the buyer's agent will be paid by the buyer. Many buyer agency agreements will also obligate the buyer to pay the buyer's agent no matter who finds the property that the buyer purchases.

A buyer may decide to work with a firm that is acting as agent for the seller (a seller's agent or subagent). If a buyer does not enter into a buyer agency agreement with the firm that shows him properties, that firm and its agents will show the buyer properties as an agent or subagent working on the seller's behalf. Such a firm represents the seller (not the buyer) and must disclose that fact to the buyer.

The terms and conditions stated in this Confidentiality & Disclaimer section apply and relate to all of the sections of this package as if stated independently therein.

Prospective purchasers of the subject property are hereby notified that Berkeley Capital Advisors, and its agents, are acting in the capacity of a "Seller's Agent" during the course of this offering, and as such are solely representing the interests of the Seller.

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ESTATE LICENSE NO.: 16917



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