



TRACTOR SUPPLY COMPANY
(RELOCATION STORE)

NEWMARK

706 E. NEW BERN RD. | KINSTON, NORTH CAROLINA



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Newmark's Net Lease Practice Group (the "Agent") has been engaged as the exclusive sales representative for the sale of (the "Property") by 'Ownership' (the "Seller").

The information contained herein has been obtained from sources deemed reliable but has not been verified and no guarantee, warranty or representation, either express or implied, is made with respect to such information. Terms of sale or lease and availability are subject to change or withdrawal without notice.

This Memorandum does not constitute a representation that the business or affairs of the Property or Seller since the date of preparation of this Memorandum have remained the same. Analysis and verification of the information contained in this Memorandum are solely the responsibility of the prospective purchaser.

Additional information and an opportunity to inspect the Property will be made available upon written request of interested and qualified prospective purchasers. Seller and Agent each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property, and/or terminate discussions with any party at any time with or without notice. Seller reserves the right to change the timing and procedures for the Offering process at any time in Seller's sole discretion. Seller shall have no legal commitment or obligations to any party reviewing this Memorandum, or making an offer to purchase the Property, unless and until such offer is approved by Seller, and a written agreement for the purchase of the Property has been fully executed and delivered by Seller and the Purchaser thereunder.

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Rep Photo



PRICE/CAP RATE

Purchase Price	\$7,874,000
Cap Rate	Inquire with Broker

EXECUTIVE SUMMARY

Address	Kinston, North Carolina
Tenant	Tractor Supply Company
Acreage	+/- 5.27 AC
Rentable Building Area	+/- 22,364 SF
Expense Structure	NN - Roof, Structure & Parking
Rent Increases	5% Every 5 Years
Estimated Rent Commencement Date	July 1, 2022
Lease Term	15 Years
Interest	Fee Simple
Year Built	2021/2022

INVESTMENT HIGHLIGHTS



CUTTING-EDGE TRACTOR SUPPLY PROTOTYPE DESIGN RETAIL STORE

The Property boasts Tractor Supply Company's cutting edge prototype retail store design, which includes their brand new state-of-the-art outdoor garden center, TSC's newly implemented "Buy-online-pickup-in-store (BOPIS)" drive through lane, along with the company's brand new "Project Fusion" store layout: which is a redesign of the in-store layout that is targeted at enhancing the customer's overall shopping experience.



RELOCATION STORE WITHIN KINSTON MARKET

Tractor Supply Company had a prior location in the local area, and recently recommitted to the Kinston market through leasing this 15 year build-to-suit Subject Property. The Subject Property provides Tractor Supply with their latest prototype design, including the outdoor garden center and drive through lane.



100% LEASED AND GUARANTEED BY TRACTOR SUPPLY COMPANY

The Property is fully leased and guaranteed by Tractor Supply Company (Standard & Poor's: BBB). Tractor Supply sits at #291 in the Fortune 500 and in the third quarter of 2021 saw its sixth consecutive quarter in which comparable store sales showed growth of more than 10%.



15 YEAR LEASE TERM WITH RENTAL INCREASES

Tractor Supply Company is operating under a long-term 15-year lease with minimal landlord obligations. There are 5% rental increases every 5 years throughout the primary term and at the beginning of each of the four option periods.



EXCEPTIONALLY WELL LOCATED WITHIN THE KINSTON MARKET

The Property is located in the heart of the Kinston NC market just off Hwy 70. The property is located directly across the street from Lenior Community College and within close proximity to other national retailers such as McDonalds, Hardees, Taco Bell, Advance Auto Parts, Walmart, Lowes, among others. Within 5-miles of the Property, the population is nearly 26,000 and an average household income of \$110,000.



NEW PROTOTYPE DESIGN



TSCO NEW DESIGN INITIATIVES

- 1** **PROJECT FUSION** - Tractor Supply's latest retail operations enhancement, which is focused on customer experience, brand protection and improve floor space productivity.
- 2** **FEED BARN** - Newly designed 3,336 SF "Feed Barn" incorporated into the main sales floor design.
- 3** **GARDEN CENTER** - TSCO's new outdoor garden center concept, leveraging the outdoor space to become the "Out Here" Lawn and Garden Authority.
- 4** **DRIVE-THRU PICKUP LANE** - Part of TSCO's new Side Lot Transformation initiative, the BOPIS Drive-Thru Pickup lane, provides a service friendly loading lane to the customer.



Kinston
Regional Jetport 

C. F. HARVEY PKWY

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UNC
HEALTH CARE

Kinston
High School

Northeast
Elementary
School

Grainger
Stadium

Rochelle
Middle School



Bethel
Christian
Academy



Vernon Park Mall



11

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Kinston



70

70



58



AERIAL MAP

← Raleigh, NC
80 miles

← Greenville, NC
34 miles



LEASE

Price	\$7,874,000
Cap Rate	Inquire with Broker
Address	Kinston, North Carolina
Tenant/Guarantor	Tractor Supply Company (Nasdaq: TSCO)
Lease Effective Date	2021
Primary Lease Term	15 Years
Est. Rent Commencement	July 1, 2022
Option Periods	Four (4), Five (5) Year Options
Rent Increases	5% Every 5 Years
Lease Type	NN - Roof, Structure & Parking
Utilities	Tenant
Taxes	Tenant
Insurance	Tenant
Acreage	+/- 5.27 AC
Estoppel	Yes - 30 Day Response
Right of First Refusal	Yes - 30 Day Response After Issuance of Tenant Acceptance Notice
Rentable Building Area	+/-22,364 SF
Outdoor Display Area	+/- 16,664 SF
Interest	Fee Simple - Land & Building
Year Built	2021/2022

TENANT OVERVIEW

Rep Photo



TRACTOR SUPPLY COMPANY is the largest rural lifestyle retail store chain in the United States. As of September 2020, the Company operates 2,105 Tractor Supply stores in 49 states and an e-commerce website at tractorsupply.com. TSC stores are focused on supplying the lifestyle needs of recreational farmers and ranchers and others who enjoy the rural lifestyle, as well as tradesmen and small businesses. Stores are located primarily in towns outlying major metropolitan markets and in rural communities. The Company offers the following comprehensive selection of merchandise; equine, livestock, pet and small animal products, including items necessary for their health, care, growth and containment; hardware, truck, towing and tool products; seasonal products, including heating, lawn and garden items, power equipment, gifts and toys; work/recreational clothing and footwear; and maintenance products for agricultural and rural use.

Tractor Supply is continuing to grow with new stores and improved product offerings. The company's mission and values motivate and inspire team members and give the organization a unified focus for the future.

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. As of September 2020, the company operated 183 Petsense stores in 26 states.



STOCK SYMBOL: TSCO
NASDAQ Exchange



YEAR FOUNDED
1938



HEADQUARTERS
Brentwood, Tennessee



LOCATIONS
2,105



#291 on Fortune 500



TTM REVENUE
\$12.29 Billion

TTM EBITDA
\$1.45 Billion

NET WORTH
\$1.92 Billion



WEBSITE
www.tractorsupply.com

TSCO IN THE NEWS

As the nation's leading provider of livestock and pet food, Tractor Supply Company locations were deemed essential and therefore remained open and operating throughout the country during the Covid-19 epidemic. Tractor Supply provides critical goods and services to its various clients, and is now recognized by investors as one of the select few "essential" national retailers in the U.S.

Tractor Supply Company **Highlights**

- TSCO stock price has risen to \$227 per share as of December 2021, which is more than double the company's pre-covid share price of \$96 as of March 2020 - [TSCO Yahoo Finance](#)
- [TSCO Reports Record Q3 Results](#) - businesswire.com
- [Tractor Supply Company Declares \\$0.52 3Q Dividend](#) - Seeking Alpha
- [Tractor Supply, Porter-Cable Partnership](#) - AgriNews (agrinews-pubs.com)
- [Tractor Supply Co. Breaks Ground for New Distribution Center in Ohio](#) - WKSU



KINSTON, NC - LENOIR COUNTY

Kinston is located in eastern North Carolina and is the largest city in Lenoir County. Kinston is approximately 75 miles east of Raleigh the state capital, and 75 miles west of Morehead City, one of the beautiful crystal coastal cities. Kinston is the county seat for Lenoir County and supports many smaller communities including La Grange, which is approximately 10 miles west of Kinston, and Pink Hill which is 15 miles away. Kinston has a population of 20,896 and boasts a very low cost of living that is 8% lower than the average for all cities in North Carolina.

Kinston is a blend of agriculture and manufacturing and has a deep-rooted tobacco, mercantile, and farming history. Kinston has emerged into a resurgence featuring farm-fresh, award-winning dining, a vibrant arts scene, and nationally recognized music. Kinston also benefits from two universities located within the city accompanied with a vibrant tourism scene which includes Civil War battlefields and museums, gunboats, a Riverwalk, and is home to the minor league baseball team the Down East Wood Ducks.

Lenoir County offers a mild climate and proximity to beaches, mountains, metropolitan areas, universities, and other amenities that make Lenoir County ideal for living and working. With Lenoir County's close proximity to two large North Carolina ports, three major rail lines, and two airports, there is a reason many corporations have a presence in Lenoir-County such as: Bijur Delimon International, Dupont, MasterBrand Cabinets, Moen and Spirit Aerosystems -the world's largest independent supplier of commercial airplane assemblies and components.



DEMOGRAPHICS



	3 Mile	5 Mile	10 Mile
POPULATION SUMMARY:			
2021 Total Population	12,482	25,919	45,023
2026 Total Population	12,041	25,190	45,023
2021 Total Daytime Population	14,381	30,809	49,592
HOUSEHOLD SUMMARY:			
2000 Households	6,501	12,126	19,422
2010 Households	5,836	11,509	19,385
2021 Households	5,438	11,027	18,675
2026 Households	5,240	10,709	18,160
MEDIAN HOUSEHOLD INCOME:			
2021	\$27,369	\$36,375	\$40,979
2026	\$28,809	\$38,151	\$43,897
MEDIAN HOME VALUE:			
2021	\$80,379	\$110,256	\$113,088
2026	\$19,576	\$24,481	\$26,389
MEDIAN AGE:			
2021	42.1	42.9	43.5
2026	42.7	44.6	44.3
2021 POPULATION BY RACE/ETHNICITY:			
White Alone	21.8%	36.5%	48.2%
Black Alone	73.5%	58.2%	45.1%
American Indian Alone	0.3%	0.3%	0.4%
Asian Alone	0.4%	0.9%	0.7%
Pacific Islander Alone	0.1%	0.1%	0.1%
Some Other Race Alone	2.0%	2.2%	3.5%
Two or More Races	2.0%	1.9%	1.9%
Hispanic Origin	3.1%	3.5%	5.1%



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