



SUBJECT PROPERTY



OFFERING MEMORANDUM

**ADVANCE AUTO PARTS**

Danville, VA

Marcus & Millichap



# OFFERING SUMMARY



1205 Piney Forest Rd. Danville, VA 24540

PRICE	\$1,756,000		
CAP Rate	6.00%		
NOI	\$105,348		
RENTABLE SQ FT.	7,000 SF		
YEAR BUILT	2005		
LOT SIZE	1.36 AC		
TENANT TRADE NAME	Advance Auto Parts		
LEASE GUARANTOR	Corporate		
LEASE TYPE	NN		
ROOF & STRUCTURE	Landlord		
RENT COMMENCEMENT DATE	November 2022		
LEASE EXPIRATION DATE	December 2033		
TERM REMAINING ON LEASE	10 Years		
INCREASES	10% in 1st Option 7% in the last 2 Options		
OPTIONS	3, Five-Year Options		
BASE RENT	Years 1-10	\$105,348	
OPTION RENT	Years 11-15	(Option 1)	\$115,882.80
	Years 16-20	(Option 2)	\$123,994.56
	Years 21-25	(Option 3)	\$132,674.16
TENANT RESPONSIBILITIES	Roof, Parking lot, HVAC, Taxes, Insurance, Utilities.		
LANDLORD RESPONSIBILITIES	Structure		





# INVESTMENT HIGHLIGHTS

## NEW 10 YEAR LEASE EXTENSION

- Advance Auto Parts recently exercised an early new 10 year lease extension that commenced in November of 2022 and expires in December 2033.
- The early extension speaks to the tenants dedication and confidence in this store and market.
- The tenant has been operating successfully at this location for nearly 20 Years.
- There are 3, Five year options remaining with a 10% increase in the first option period and 7% increases in the last two option periods.
- Tenant is responsible for Roof, Parking lot, HVAC, Taxes, Insurance, and Utilities.
- Landlord is only responsible for structure.

## INVESTMENT GRADE TENANT

- Advance Auto Parts is a publicly traded (NYSE:AAP) Fortune 500 company with an investment grade credit rating of BBB-.
- They currently have over 6,290 stores in the U.S., Puerto Rico, Virgin Islands, and Canada.
- Advance Auto Parts has been in business for 88 years and has a current net worth of \$3.7 Billion.

## ACROSS FROM 135,358 SF WALMART GROCERY ANCHORED CENTER

- The subject property is located on US-29 (26,000 VPD) in Danville, VA (Pittsylvania County)
- The store is well positioned directly across the street from a 135,358 SF Walmart Neighborhood Market & Big Lots Anchored Shopping Center and surrounded by numerous national retailers including Target, The Home Depot, Walmart, Lowe's Home Improvement, Hobby Lobby and more.
- The 5 Mile Population is nearly 50,000 with an average house hold income of \$67,419.

## DANVILLE

- Danville is located in south VA on the NC/VA state line and is only 45 minutes away from the Triad Region. The Triad is a region in NC that consists of Winston-Salem, Greensboro, and High Point.
- Home to multiple Colleges and Universities including Averett University (1,109 Students) and Danville Community College (2,813 Students).
- The Danville Regional Airport is an 800 acre airport that supports over 20,000 aircraft operations per year.
- National Retail in Danville includes Target, Walmart, Home Depot, Food Lion, Lowe's Home Improvement and many more.
- Virginia's economy has diverse sources of income, including local and federal government, military, farming and high-tech. The state's average earnings per job was \$63,281, the 11th-highest nationwide.

A photograph of an Advance Auto Parts store. The building has a red roof and white walls. The "Advance Auto Parts" logo is prominently displayed on the red roofline in yellow and white lettering. Large glass windows and doors are visible on the ground floor, showing various automotive parts and services inside. A blue car is parked in the lot in front of the store. The sky is blue with some white clouds.

Advance Auto Parts



**Advance Auto Parts** 



**AAP:NYSE**

PUBLICALLY  
TRADED

**\$11.84 B**

NET  
WORTH

**90**

YEARS IN  
BUSINESS

**6,290+**

STORES IN  
47 STATES

**RALEIGH, NC**

HEADQUARTERS  
LOCATION

REPRESENTATIVE

Headquartered in Raleigh, NC., **Advance Auto Parts, Inc.**, the largest automotive aftermarket parts provider in North America, serves both the professional installer and do-it-yourself customers. Advance Auto Parts operates over 6,290 stores, over 127 Worldpac branches and serves approximately 1,250 independently owned CARQUEST branded stores in the United States, Puerto Rico, the U.S. Virgin Islands, and Canada. Employing approximately 74,000 Team Members, the company works hard to create an environment of honesty, integrity, mutual trust, and dedication. These values have remained the same since Advance Auto Parts founding in 1929. Advance Auto Parts operates stores that primarily offer auto parts such as alternators, batteries, belts and hoses, chassis parts, clutches, engines, and engine parts.



# Danville

VIRGINIA

**CVS** pharmacy  
**Wendy's**  
**FOX** Pizza & Subs  
**RED CARPET** INN & SUITES  
**BB&T**  
McDonald's  
Walgreens

**CIRO'S**  
PIZZA

**B&D**  
BARS AND CONES

**Walmart**  
Neighborhood Market

AMERICAN NATIONAL  
BANK & TRUST COMPANY

**BIG LOTS!**  
**ABC**  
America's Best WINGS

**it'sfashionmetro**  
Virginia Employment Commission  
Aurora Beauty Luxury Hair

**Budget Inn**

**TACO BELL**

**COLORS**  
EDGE

**Hardee's**

**US-29**  
26,000 VPD

**Mary's Diner**

Ombre Nail Spa

The Music Post



**Advance Auto Parts**

**boost** mobile  
**SUBWAY**  
**TEKA3YTE**  
Business Computing Solutions

**Little Caesars**

**GOODYEAR**



# Danville

VIRGINIA

## DANVILLE MALL

carter's FINISH LINE rue21 AÉROPOSTALE  
HIBBETT SPORTS belk CATO HOT TOPIC  
planet fitness BATH & BODY WORKS GNC LIVE WELL SINCE 1925

Walmart LOWE'S  
TARGET HOBBY LOBBY  
ALDI THE HOME DEPOT BIG LOTS! Badcock HOME FURNITURE & more  
TRACTOR SUPPLY CO. PET SMART Marshalls  
planet fitness ROSS DRESS FOR LESS SHERWIN WILLIAMS CVS pharmacy

  
AVERETT  
UNIVERSITY  
— SINCE 1859 —  
1,109 students

  
Johnson ES  
272 students

**BIG LOTS!**  
ABC  
America's Best WINGS

it'sfashionmetro  
Virginia Employment Commission  
Aurora Beauty Luxury Hair

Budget Inn

Walmart  
Neighborhood Market

TACO BELL

COLORS  
EDGE

Hardee's

MAGNUSON  
HOTELS

Biscuitville

Romi's Subs

Education More, LLC

Your Staff  
Captain Cook  
THE BRA LADY BOUTIQUE  
716 Wings  
GOLD SALT CANNON

Another Day  
Another Gain

Burger King

cricket  
wireless  
adapthealth  
OneMain  
Financial

Mary's Diner

 US-29  
26,000 VPD

The Music Post

Advance  
Auto Parts



Manufacturer

Manufacturer

Danville Community College  
2,813 students

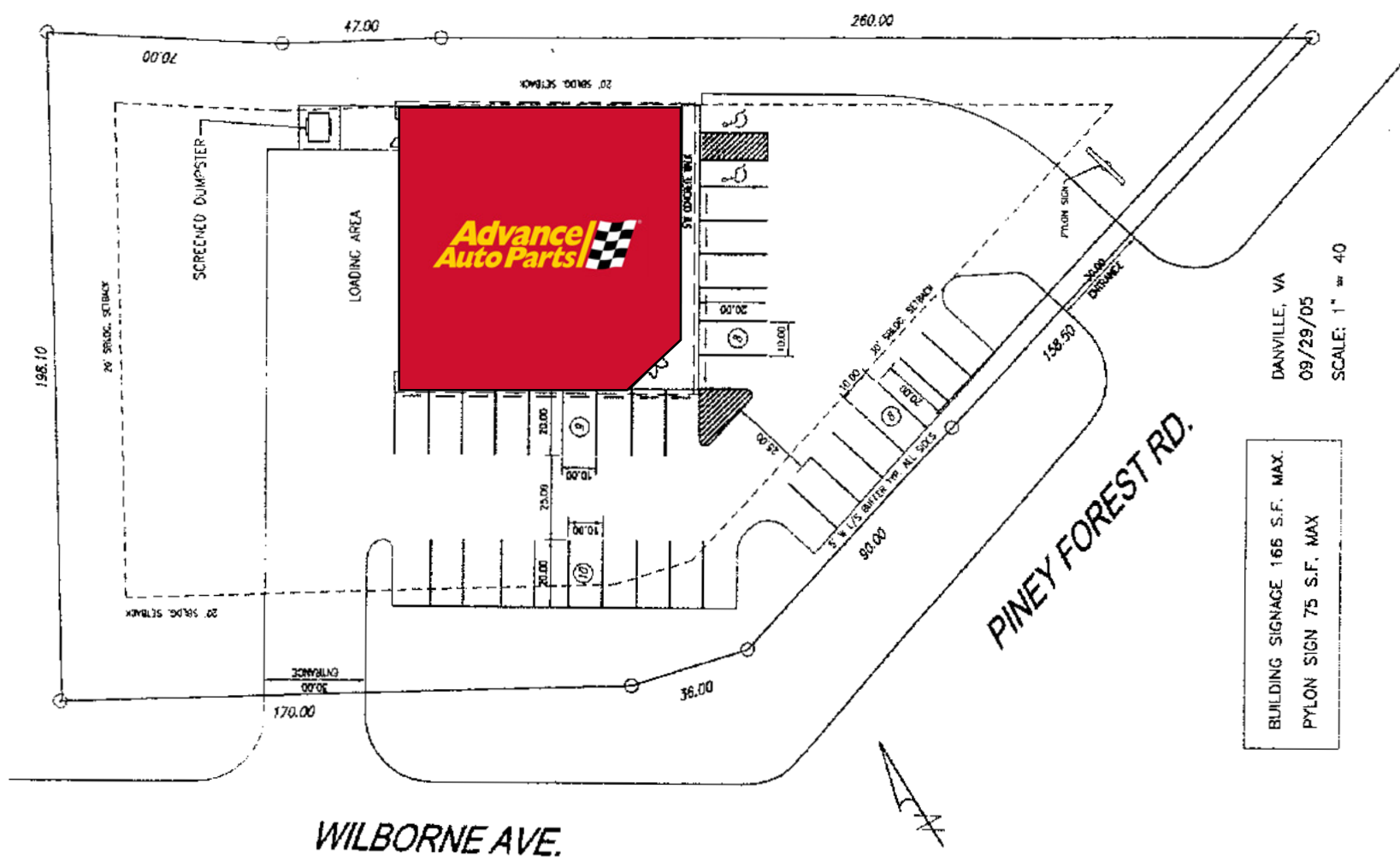
US-29  
26,000 VPD

AVERETT UNIVERSITY  
SINCE 1859  
1,109 students

DEMOGRAPHIC SUMMARY	1-Mile	3-Mile	5-Mile
POPULATION	5,762	24,275	47,795
AVG. HOUSEHOLD INCOME	\$64,514	\$57,555	\$67,419



# SITE PLAN





## CONFIDENTIALITY & DISCLAIMER NOTICE

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

## NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. 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 Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

## SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.)

**THIS IS A OFFERING MEMORANDUM OR COMPARATIVE MARKET ANALYSIS AND SHOULD NOT BE CONSIDERED AN APPRAISAL.  
ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.**

This information in this package has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc.

© 2021 Marcus & Millichap. All rights reserved.  
MARCUS & MILLICHAP REAL ESTATE INVESTMENT SERVICES, INC.  
BROKER OF RECORD · BRIAN HOSEY | LIC #: 0225247494 | (202) 536-3700



**Marcus & Millichap**  
**TAYLOR MCMINN**  
**RETAIL GROUP**

Dated:

Don McMinn  
Marcus & Millichap  
1100 Abernathy Road, NE, Suite 600  
Atlanta, GA 30328

Phone: (678) 808-2762  
Fax: (815) 550-1286  
don.mcminn@marcusmillichap.com

**Re: 1205 Piney Forest Rd – Danville, VA 24540 (Advance Auto Parts)**

Dear:

Please accept this offer to purchase the above referenced Property. This letter expresses Purchaser's interest in purchasing the Property under the following terms and conditions:

**Purchaser** \_\_\_\_\_

**Purchaser's  
Address** \_\_\_\_\_

**Purchaser's  
Phone/Fax** \_\_\_\_\_

**Purchaser's  
Email Address** \_\_\_\_\_

**Offer Price** \_\_\_\_\_

**Earnest Money** \$25,000 earnest money deposit due within forty-eight (48) hours of the Effective Date of the Contract with an additional \$25,000 deposited at the expiration of the Inspection Period (\$50,000 Total). The Earnest Money shall become non-refundable barring any other listed contingencies at the expiration of the Inspection Period.

**Inspection Period** 21 Calendar Days from the Effective Date, which shall mean the date on which the latter of the parties executes a Contract. All available Due Diligence Documents ("Documents") will be forwarded immediately upon the Effective Date of the Contract.

Purchaser's Initials \_\_\_\_\_ Seller's Initials \_\_\_\_\_



**Financing Period**  
(Please Check One)

☐ **All Cash** (No Financing Period)

☐ **Financing:** Purchaser shall have ten (10) days from the Effective Date of the Contract to apply for and obtain a financing commitment. In addition, Purchaser shall have 30 days from the effective date of the contract to complete loan processing. Purchaser shall use its best efforts to secure and obtain a new first mortgage loan in the amount of \$\_\_\_\_\_ on terms which are acceptable to Purchaser.

**Closing Date**

**Existing Property** Within 10 Calendar Days after the expiration of the Inspection Period (or Financing Period if applicable).

**Closing Costs**

Seller shall pay for the transfer tax. Buyer shall pay for Title. Purchaser and Seller shall each bear its own attorneys expenses. All other Closing Costs shall be split 50-50 between Buyer and Seller.

**Property Condition**

Property is being sold "AS IS" with Seller making representations or warranties concerning the property.

**Contract within  
10 days:**

Within Ten (10) Calendar Days of the Effective Date of this Letter of Intent, Purchaser and Seller shall enter into a binding Contract (the "Contract"). Seller will Draft the Contract and Failure to reach an agreement will allow the Seller to consider this agreement void and accept offers from other parties.

**Broker Commission**

Purchaser acknowledges that Purchaser has employed \_\_\_\_\_, ("Purchaser's Brokers") to represent them in this transaction. Any commissions due the Purchaser's broker (if applicable) shall be paid by the Seller directly.

**1031 Exchange**

Purchaser ☐ is / ☐ is not (check one) completing an IRS 1031 Tax Deferred Exchange, to which the Seller agrees to cooperate providing there is no cost or expense to Seller. Purchaser has \$\_\_\_\_\_ in an exchange account from a transaction which closed escrow on \_\_\_\_\_. Purchaser will provide Seller, upon request, proof of such funds.

**Confidentiality**

Purchaser and Purchaser's agents and representatives hereby covenant with Seller that Purchaser and Purchaser's agents and representatives shall not, without the prior written consent of Seller (which consent may be withheld in Seller's sole and absolute discretion), disclose to any other person (other than Purchaser's accountants and attorneys) or entity by any means whatsoever: (i) any information pertaining to the Documents; (ii) any information pertaining to the Contract; or (iii) any information or documentation

Purchaser's Initials \_\_\_\_\_ Seller's Initials \_\_\_\_\_



(written or oral) provided by Seller or Seller's agents and representatives concerning Seller, Seller's business, Tenant, Tenant's business or the Property.

This Letter of Intent is contingent upon the prospective Purchaser's willingness to execute Seller's standard Purchase Agreement as well as review and approval of the details of the transaction proposed above by the appropriate principal parties of the Seller.

It is understood and agreed that the foregoing constitutes a *Letter of Intent* setting forth the major business points from our discussions. It is further understood that neither party intends to create any contractual rights or obligations as a result of entering into this *Letter of Intent*. No binding agreement or rights or obligations shall arise as the result of executing this letter or with respect to the proposed transactions, unless and until we execute definitive documentation incorporating the above provisions and other appropriate terms.

If the foregoing accurately reflects our discussions, please acknowledge same by returning a signed copy of this letter. Execution of this Letter of Intent by the undersigned agent in no way binds or obligates the Seller or any of its principals.

**Agreed and Accepted | Purchaser**

By: \_\_\_\_\_

Printed: \_\_\_\_\_

Dated: \_\_\_\_\_

**Agreed and Accepted | Seller**

By: \_\_\_\_\_

Printed: \_\_\_\_\_

Dated: \_\_\_\_\_