

SINGLE TENANT NNN

Investment Opportunity

verizon✓

NYSE: VZ S&P: BBB+

9+ Year Operating History | Guaranteed by 780+ Unit Operator | Tenant Exercised 1st Option Period Early



1180 North Suncoast Boulevard

CRYSTAL RIVER FLORIDA

ACTUAL SITE

 **SRS** | NATIONAL
NET LEASE
GROUP

EXCLUSIVELY MARKETING BY



WILLIAM WAMBLE

Senior Vice President

SRS National Net Lease Group

william.wamble@srsre.com

D: 813.371.1079 | M: 813.434.8278

4427 W. Kennedy Boulevard, Suite 260

Tampa, FL 33609

FL License No. SL3257920

PATRICK NUTT

EVP, NNLG & Market Leader

SRS National Net Lease Group

patrick.nutt@srsre.com

D: 954.302.7365 | M: 703.434.2599

200 SW First Avenue, Suite 970

Fort Lauderdale, FL 33301

FL License No. BK3120739



Qualifying Broker: Patrick Nutt, SRS Real Estate Partners-SOFLO LLC | FL License No. BK3120739

OFFERING SUMMARY



OFFERING

Pricing \$1,324,000

Net Operating Income* \$72,802

Cap Rate 5.50%

*NOI based off 10% increase on 2/1/2024, Tenant has exercised first option to renew

PROPERTY SPECIFICATIONS

Property Address 1180 North Suncoast Boulevard
Crystal River, Florida 34429

Rentable Area 2,250 SF

Land Area 0.81 AC

Year Built / Remodeled 1977 / 2014

Tenant Cellular Sales of Knoxville, Inc. dba Verizon

Guaranty Cellular Sales of Knoxville, Inc. (780+ Units)

Lease Type NNN

Landlord Responsibilities Roof & Structure*

Lease Term Remaining 5+ Years (Exercised First Option)

Increases 10% Increases in Remaining Option

Options 1 (5-Year)

Rent Commencement February 1, 2014

Lease Expiration January 31, 2029

*In the event that any cost associated with HVAC system constitutes a capital expenditure as defined below, Landlord shall reimburse Tenant, following the expiration of the term, an amount equal to the Excess Useful Life of the HVAC Capital Expenditure

Tenant Name	Square Feet	LEASE TERM		Term	Increase	RENTAL RATES		
		Lease Start	Lease End			Monthly	Annually	Options
Verizon	2,250	February 1, 2014	January 31, 2024	Base Term	-	\$5,515	\$66,184	1 (5-Year)
		February 1, 2024	January 31, 2029	*Option 1	10%	\$6,067	\$72,802	
		February 1, 2029	January 31, 2034	*Option 2	10%	\$6,674	\$80,082	

*Tenant has already agreed to exercise option 1 (Feb. 2024).

*1, 5-year option remains (Feb. 2029).

9+ Year Operating History | 1st Option Exercised | Rental Increases | Cellular Sales of Knoxville, Inc. | Verizon 1Q23 Earnings Report

- The tenant, Cellular Sales of Knoxville, Inc. dba Verizon, has successfully operated at this location for 9+ years and recently exercised their 1st 5-year option period
- The lease features a 10% rental increase at the beginning of each option period, generating additional NOI and hedging against inflation
- Guaranteed by Cellular Sales of Knoxville, LLC (780+ unit operator – the company has a valuation of \$2B+)
- Verizon had a solid Q1 2023 with cash flow from operations at \$8.3B compared to \$6.8B in the prior year

NNN Leased | Fee Simple Ownership | Limited Landlord Responsibilities

- Tenant pays for CAM, taxes, insurance and maintains most aspects of the premises
- Landlord responsible for roof & structure
- Ideal, low-management investment for a passive investor

Fronting Suncoast Boulevard | Surrounding Retailers | New Mixed-Use Developments | 2014 Renovations

- Verizon is located along North Suncoast Boulevard which averages over 30,500 vehicles passing by daily
- The nearby trade area is supported by retailers such as The Home Depot, Winn-Dixie, Dollar Tree, Circle K, and more
- The old Crystal River Mall site will be demolished at the start of Q2 2023; the new mixed-use project will feature 28 acres on the north and east side making up 360 apartment homes, 11.3 acres on the south side for 80 townhomes, fitness centers, walking trails, and more (see page 14 for full article)
- Verizon reported \$32.6B of quarterly revenue and an adjusted EBITDA of \$12.0B in their 2Q 2023 earnings report

Local Demographics In 5-mile Trade Area | Excellent Visibility & Access

- More than 23,000 residents and 12,000 employees support the trade area
- \$73,559 average household income
- The site has excellent visibility via street signage as well as multiple points of access

BRAND PROFILE

ranked by RootMetrics



VERIZON WIRELESS

verizon.com

Company Type: Subsidiary

Parent: Verizon Communications

2022 Employees: 117,100

2022 Revenue: \$136.84 Billion

2022 Net Income: \$21.26 Billion

2022 Assets: \$379.68 Billion

2022 Equity: \$91.14 Billion

Credit Rating: S&P: BBB+

Verizon Wireless is the largest wireless communications provider in the U.S. with more than 27 million wireless voice and data customers. Serving nearly 137 million consumer, business, and government customers nationwide, the company offers both standard post-paid (about 95% of its customers) and prepaid subscription plans. It distributes new and pre-owned phones from manufacturers including Samsung Electronics, BlackBerry, LG, and Apple. The company also offers mobile data services, including text messaging, multimedia content (V CAST), and Web access. Verizon Wireless is wholly owned by Verizon Communications after Verizon bought the part that had been owned by UK-based global communications giant Vodafone in the companies' joint venture.

PROPERTY OVERVIEW



LOCATION



Crystal River, Florida
Citrus County
Homosassa Springs MSA

ACCESS



N. Suncoast Blvd/U.S. Highway 19 & 98: 1 Access Point
W. Sue Lane: 1 Access Point

TRAFFIC COUNTS



N. Suncoast Blvd: 30,500 VPD
State Highway 44: 30,500 VPD

IMPROVEMENTS



There is approximately 2,250 SF of existing building area

PARKING



There are approximately 19 parking spaces on the owned parcel.
The parking ratio is approximately 8.44 stalls per 1,000 SF of leasable area.

PARCEL



Parcel Number: 17E-18S-27-33143
Acres: 0.81
Square Feet: 35,150

CONSTRUCTION



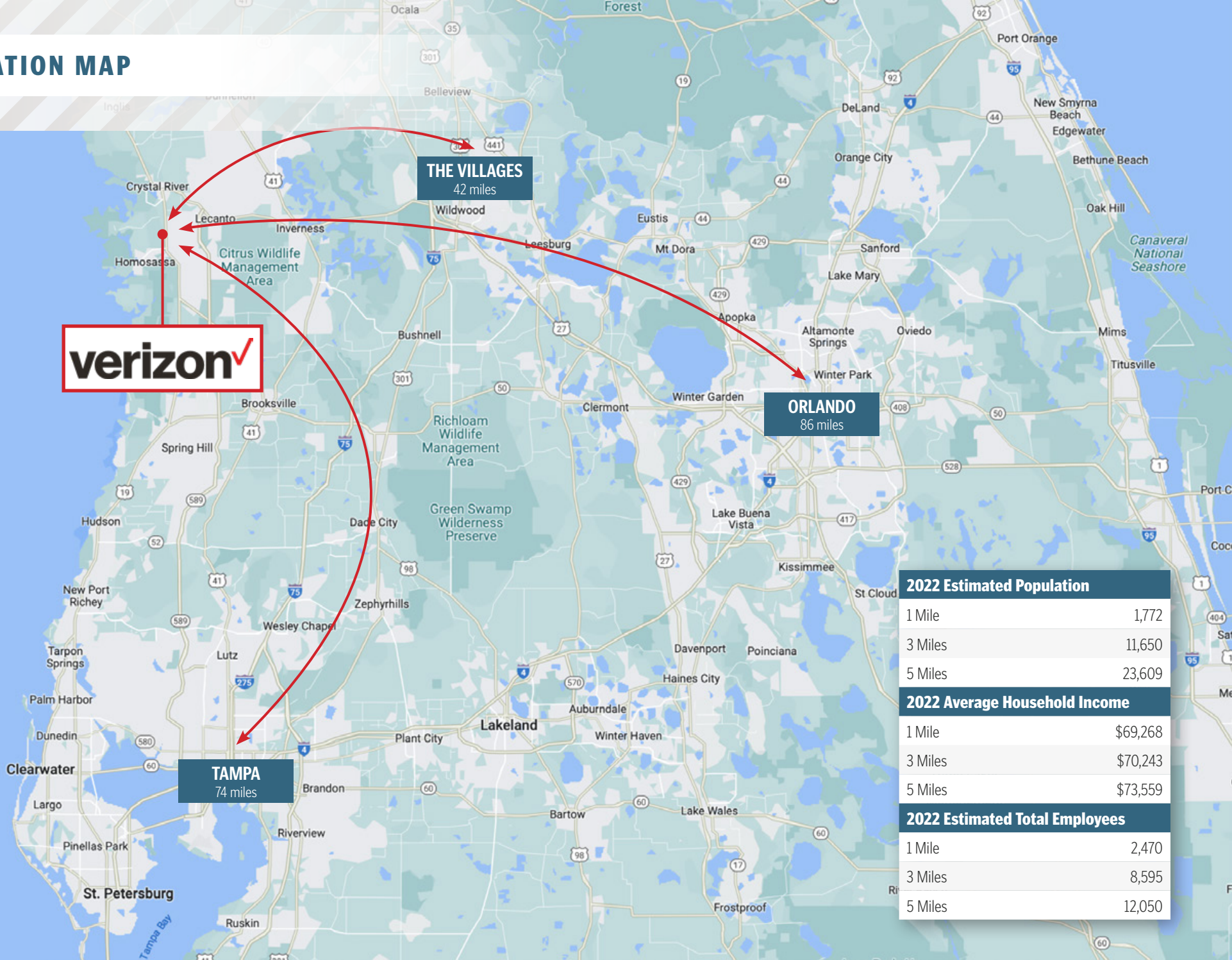
Year Built: 1977
Year Renovated: 2014

ZONING



Commercial

LOCATION MAP



2022 Estimated Population

1 Mile	1,772
3 Miles	11,650
5 Miles	23,609

2022 Average Household Income

1 Mile	\$69,268
3 Miles	\$70,243
5 Miles	\$73,559

2022 Estimated Total Employees

1 Mile	2,470
3 Miles	8,595
5 Miles	12,050







AREA DEMOGRAPHICS



	1 Mile	3 Miles	5 Miles
Population			
2022 Estimated Population	1,772	11,650	23,609
2027 Projected Population	1,854	11,783	23,900
Projected Annual Growth 2022 to 2027	0.91%	0.23%	0.25%
2022 Median Age	63.1	57.3	58.3
Households & Growth			
2022 Estimated Households	759	5,560	10,961
2027 Projected Households	804	5,646	11,151
Projected Annual Growth 2022 to 2027	1.16%	0.31%	0.34%
Race & Ethnicity			
2022 Estimated White	87.33%	90.18%	90.90%
2022 Estimated Black or African American	7.51%	3.42%	2.58%
2022 Estimated Asian or Pacific Islander	1.19%	1.18%	1.27%
2022 Estimated American Indian or Native Alaskan	0.56%	0.38%	0.45%
2022 Estimated Other Races	1.52%	1.24%	1.19%
2022 Estimated Hispanic	4.68%	4.57%	4.54%
Income			
2022 Estimated Average Household Income	\$69,268	\$70,243	\$73,559
2022 Estimated Median Household Income	\$36,111	\$45,143	\$50,999
Businesses & Employees			
2022 Estimated Total Businesses	267	1,037	1,470
2022 Estimated Total Employees	2,470	8,595	12,050



Americans Moved to Low-Tax States in 2022

Posted January 10, 2023

Americans were on the move in 2022 and chose low-tax states over high-tax ones. That's the finding of recent U.S. Census Bureau population data and commercial datasets released this week by U-Haul and United Van Lines.

The U.S. population grew 0.4 percent between July 2021 and July 2022, an increase from the previous year's historically low rate of 0.1 percent. While international migration helped numbers on the national level, interstate migration was still a key driver of state population numbers. New York's population shrunk by 0.9 percent between July 2021 and July 2022, Illinois lost 0.8 percent of its population, and Louisiana (also 0.8 percent), West Virginia (0.6 percent), and Hawaii (0.5 percent) rounded out the top five jurisdictions for population loss. At the same time, Florida gained 1.9 percent, while Idaho, South Carolina, Texas, South Dakota, Montana, Delaware, Arizona, North Carolina, Utah, Tennessee, Georgia, and Nevada all saw population gains of 1 percent or more.

This population shift paints a clear picture: people left high-tax, high-cost states for lower-tax, lower-cost alternatives.

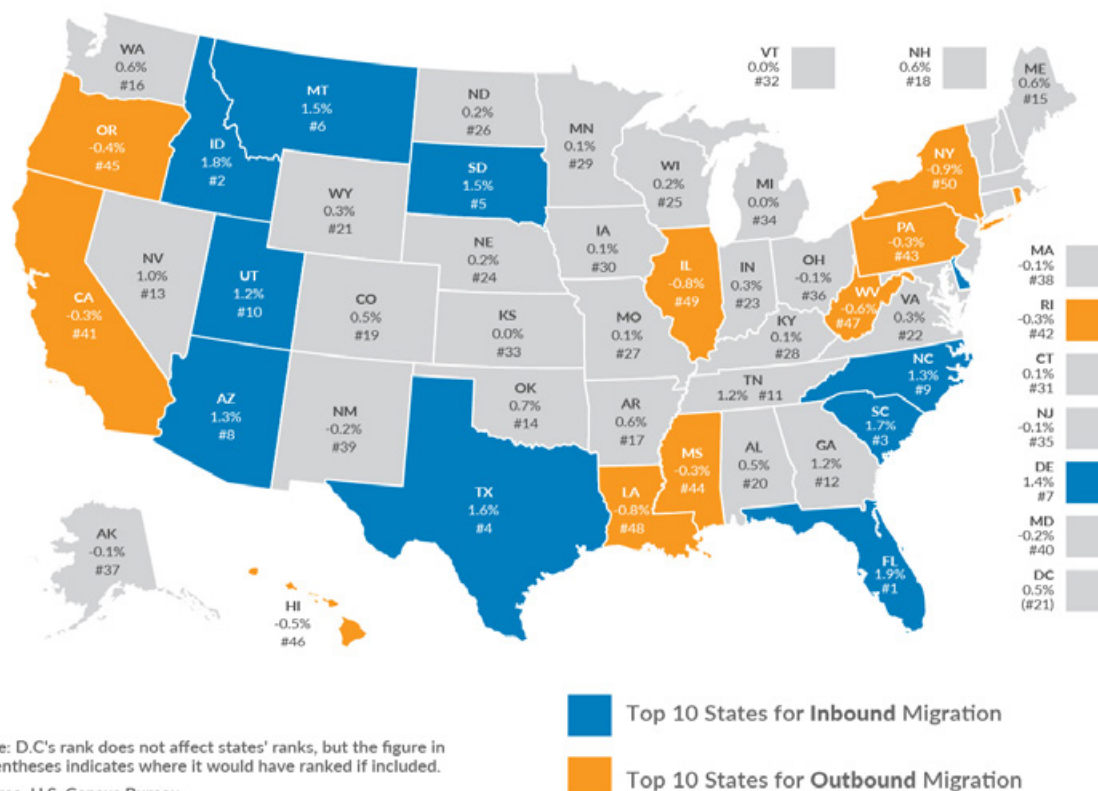
The individual income tax is illustrative here (though only one component of overall tax burdens, it is often highly salient). In the top third of states for population growth (including D.C.), the average combined top marginal state income tax rate is about 4.0 percent. In the bottom third, it's about 6.6 percent.

Six states in the top third forgo taxes on wage income (Florida, Texas, South Dakota, Tennessee, and Nevada, as well as Washington, which taxes capital gains income but not wage income), and the highest top rate in that cohort is Maine's 7.15 percent. Among the bottom third, five jurisdictions—California, Hawaii, New Jersey, New York, and

Oregon—have double-digit income tax rates, and—excepting Alaska, with no income tax—the lowest rate is in Pennsylvania, where a low state rate of 3.07 percent is paired with some of the highest local income tax rates in the country. Six states in the bottom third have local income taxes; only one in the top third does.

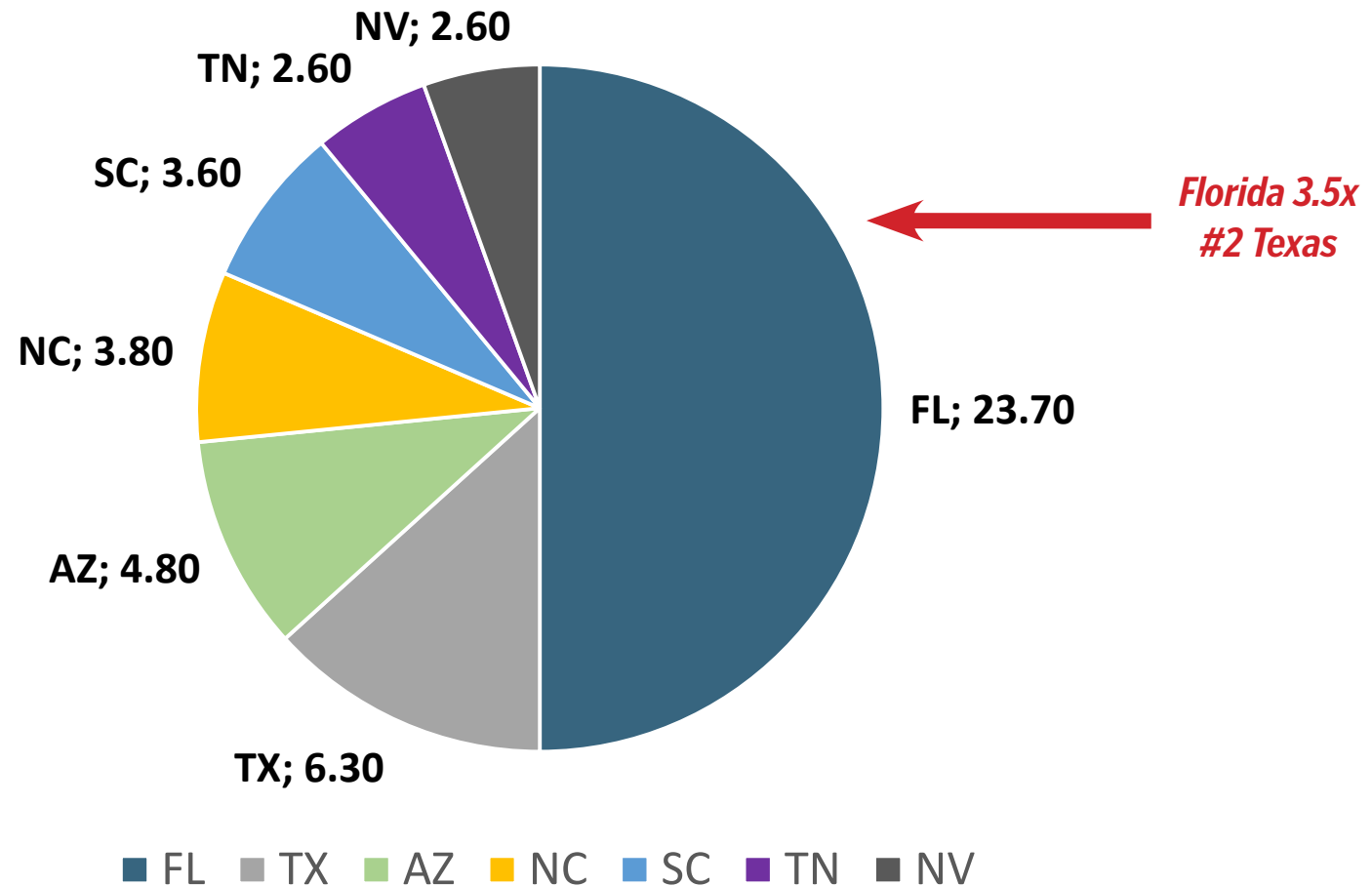
State Population Change in 2022

State Migration Patterns, from Most Inbound to Most Outbound, 2022



Source: Tax Foundation
Read Full Article [HERE](#)

NET INCOME MIGRATION (\$ BILLIONS): TOP 7



Florida has experienced the largest net income migration since the onset of the coronavirus pandemic. The latest available IRS data shows \$23.7 billion in net annual income migration and the Florida Chamber Foundation expects that figure to continue expanding as people from other states come to Florida. This figure is roughly 3.5 times higher than the Texas which saw the second highest net income growth.



Housing and retail plans for Crystal River old mall site provides more specifics

By Fred Hiers Chronicle Reporter Dec 15, 2022

The future for the site of the shuttered Crystal River Mall came a little more into focus when developers spelled out more specifics for their commercial and residential plans along with a tentative timeline.

Spencer Bartram, vice president of Miami-based Dorvidor Management Company, gave the Crystal River City Council an update Monday, Dec. 12, as to his plans for the former mall's site on U.S. 19.

Bartram said that during the past five months, his company has been doing mostly “behind the scenes” infrastructure work such as dozens of borings as part of the company’s geotechnical study and environmental impacts of the proposed

development.

Bartram said the plan is to demolish the existing mall in May or June 2023 and during the next 12 months do grading and earth work along with building the pond in the center of the commercial and residential project.

Considering the preparation work and permitting requirements, Bartram said the construction for the first phase of the project would start in about 2 ½ years.

In describing the project for the council, Bartram said he typically draws a picture showing the maximum number of units allowed by land use and zoning, but usually the number is reduced as plans are finalized.

The project consists of three phases:

28 acres on the north and east side making up 360 apartment homes in three-story buildings.

11.3 acres on the south side for 80 townhomes, two stories.

In the center, the developer plans for retail space to include the current Rural King and vacant Office Max building.

The project will incorporate the existing pond along North Turkey Oak Drive and include a new pond dug between the retail area and phase one, made up of apartments.

The apartments are to include a fitness center, a pool, a public dog park, walking trails and community outdoor cooking areas.

Bartram said apartments will not be considered affordable housing but consistent with workforce housing, with anticipated rents from \$1,295 to \$2,160 per month.

The townhomes are slated to be two stories with three bedrooms and backyards. The townhomes will be the final phase of the project, with construction in about five years.

Bartram said he envisions the project as a full “live, work, and play” concept with a common children play area. residents able to utilize sidewalks from one end of the community to the other and visit shopping and eateries close to their homes. There will also be access to public mass transit.

Source: *Citrus County Chronicle*
Read Full Article [HERE](#)



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