
OFFERING
MEMORANDUM



APPLEBEE'S

1206 N MAIN ST, SUFFOLK, VA 23434

Marcus & Millichap

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BURGER KING

N Main Street



OFFERING SUMMARY

1206 N Main St, Suffolk, VA 23434

APPLEBEE'S

 <i>Total Price</i>	\$2,985,000	6.50%	<i>CAP RATE</i>
Base Rent		\$194,203	
Square Feet		5,008*	
Lot Size		1.96 Acres*	
Ownership		Fee Simple	
Year Built		1995	

*Building and lot size information per Survey. Buyer will need to verify the accuracy of this during the due diligence period.





DOLLAR GENERAL



BURGER KING

Walmart
Supercenter



BIG LOTS!



verizon

N Main Street



LEASE SUMMARY

Lease Type	Absolute NNN
Roof & Structure	Tenant Responsible
Tenant	Potomac Family Dining Group
Lease Commencement	June 1, 2010
Lease Expiration	June 12, 2038
Term Remaining	19 years
Increases	10% Every 5 Years
Options	Two, 5-year

*Tenant recently extended the lease term to June 12, 2038. The original rent commenced on June 1, 2010 .

ANNUAL RENT

7/1/2019 - 6/30-2022	\$194,203
7/1/2022 - 6/30/2027	\$213,623
7/1/2027 - 6/30/2032	\$234,986
7/1/2032 - 6/30/2038	\$258,484
Option 1	Market Rent
Option 2	Market Rent
Rent (\$41.62/SF)	\$194,203
NET OPERATING INCOME	6.25%/\$194,203
TOTAL RETURN	\$194,203



BURGER KING

Payless
SHOESOURCE

belk
MODERN. SOUTHERN. STYLE.

Kroger

BayPort
Credit Union




Applebee'sSM
GRILL + BAR



INVESTMENT HIGHLIGHTS

- 19 years remaining on Absolute NNN lease
 - 10% rent increase July 1, 2022
 - Nearly two acres of land
- Tenant recently extended lease an early additional 10 years
 - Pad site to Lowe's and Walmart Supercenter

PROPERTY HIGHLIGHTS

- Fronts N Main St, a main retail corridor in Suffolk
 - Situated in heart of premiere retail destination
- Across from the Suffolk Shopping Center anchored by Belk and Kroger
- Other surrounding tenants include IHOP, Starbucks, Chick-fil-A, Panera Bread, Dollar General, Big Lots and much more

TENANT OVERVIEW // *Potomac Family Dining Group*



 **65**
LOCATIONS



HEADQUARTERED IN
Herndon, VA

WEBSITE
www.potomacdining.com

FOUNDED IN
2010

Potomac Family Dining was founded in late 2010 with the acquisition of 30 Applebee's in Northern Virginia, Southern Maryland, and parts of Pennsylvania and West Virginia areas. Today, Potomac Family Dining operates 65 restaurants.

The founder's vision was to create a company that would make a long term commitment to becoming a major franchisee and leader in the Applebee's brand. He felt that being part of such a major brand (the largest in the casual dining segment) would allow him to leverage the advantages such a national relationship could provide, while understanding that the biggest opportunity was proudly contained in the name of the restaurant brand itself - Applebee's Neighborhood Grill and Bar. Neighborhood is the key. The company is a brand which takes total pride in being the neighborhood restaurant in every community of which they are a part.

True to the founder's vision, in October of 2012, Potomac Family Dining acquired additional Applebee's in Southern Virginia and part of Northern North Carolina. After this second acquisition the company became the sixth largest franchisee in the Applebee's system.

While the company is only nine years old, it has had a short and exciting history. They believe that the most exciting times and growth still lay ahead.



NEWPORT NEWS



NORFOLK

VIRGINIA BEACH

SUFFOLK



SUFFOLK VA

Population: 90,000

Suffolk, VA

OVERVIEW



The city of Suffolk is the largest city in Virginia by land boundary, and the 14th largest in the country by land as well. Its 2017 population census was approximately 90,000. Suffolk is split into separate boroughs including: Chuckatuck, Cypress, Holy Neck, Nansemond, Sleepy Hole, Suffolk, and Whaleyville. Suffolk is a railroad and highway transportation hub, and hosts a combination of industrial, distribution, manufacturing, retail, and hospitality businesses. Suffolk is an extremely active farming city, with peanuts being its driving processed good.

With Virginia being a dense military state, Suffolk experienced a boom in its tech economy after a US Joint Forces Command (JFCOM) facility was introduced in 1999. In 2011 JFCOM left Suffolk, along with their old facilities. The Naval Network Warfare Command, NNWC Global Network Operations Center Detachment, Navy Cyber Defense Operations Command and Navy Cyber Forces then occupied these previously empty facilities in 2013. These commands added many military personnel to the city, 1,000 more jobs, and an estimated payroll of \$88 million.

POPULATION	1 MILE	3 MILES	5 MILES
2023 Projection	3,622	37,189	47,537
2018 Estimate	3,364	35,434	44,864
2010 Census	3,278	33,518	42,535
2000 Census	3,287	25,908	33,605

INCOME	1 MILE	3 MILES	5 MILES
Average	\$79,600	\$65,160	\$68,893
Median	\$58,990	\$50,584	\$54,728
Per Capita	\$26,345	\$23,973	\$25,246

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2023 Projection	1,138	13,576	17,323
2018 Estimate	1,044	12,829	16,228
2010 Census	1,018	12,255	15,522
2000 Census	1,089	9,679	12,469

EMPLOYMENT	1 MILE	3 MILES	5 MILES
2018 Daytime Population	5,411	35,810	46,098
2018 Unemployment	4.34%	6.78%	6.12%
2018 Median Time Traveled	30	29	30

HOUSING

2018 \$234,462



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