

NNN INVESTMENT
6.25% CAP (1 YR)
NOI \$148,086 (1 YR)
10% RENT INCREASES
*2019 (MOE'S)
*2020 (STARBUCKS)

PREMIER LOCATION IN MOBILE, AL
LOW VACANCY CORRIDOR

390 SCHILLINGER RD S
MOBILE, AL 36695

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NNN - Starbucks & Moe's Southwest Grill - 6.25% CAP

Complete Highlights

Asset Evaluation

Cash Flow [1 Yr]

CAP Rate Projection - 2019

Rental Increases

Arial Map

Retailer Map

Regional Map

Location Maps

Regional Map

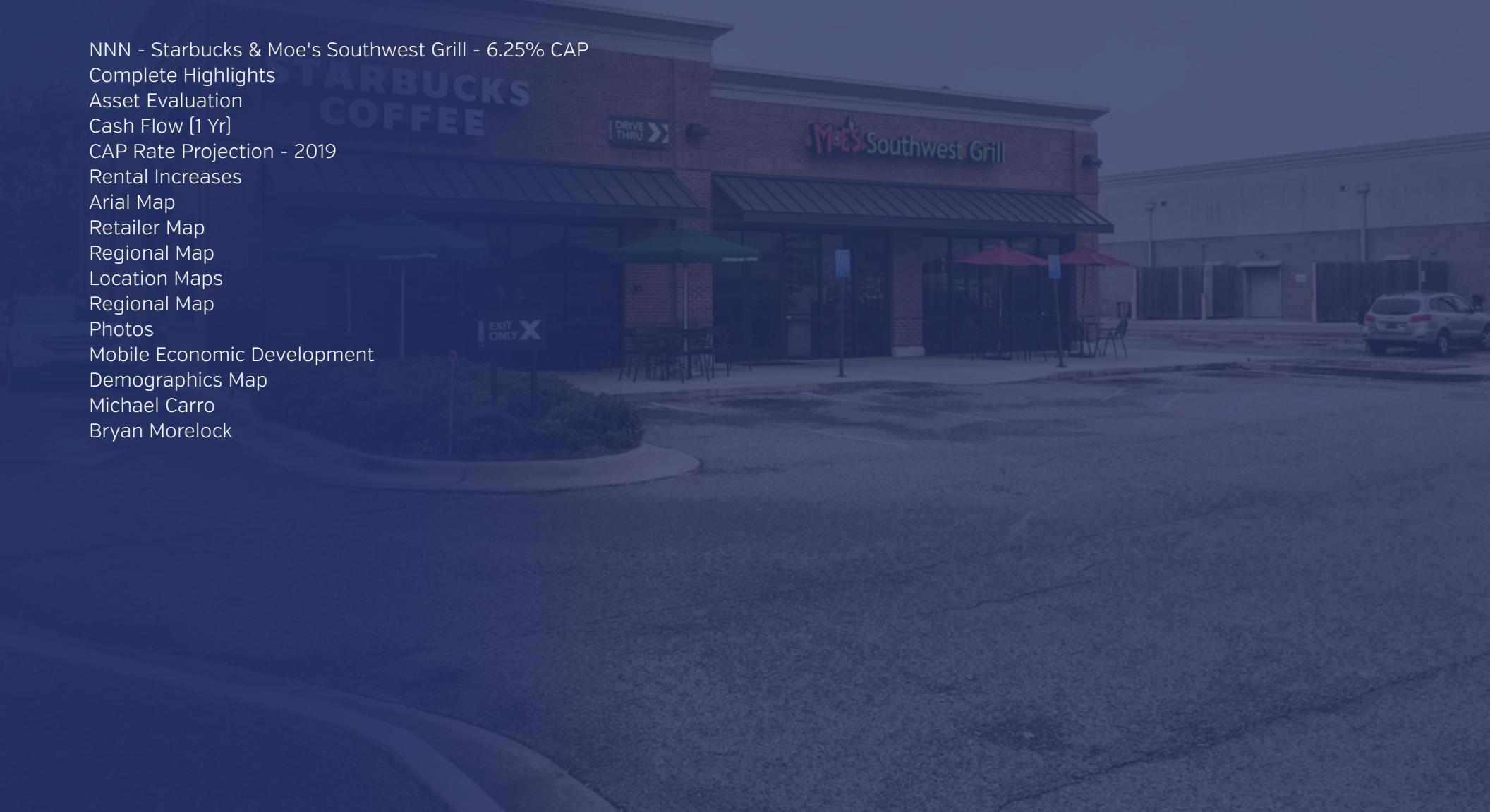
Photos

Mobile Economic Development

Demographics Map

Michael Carro

Bryan Morelock



Multi-Tenant Net Leased Investment - 6.25% CAP Rate



OFFERING SUMMARY

Sale Price:	\$2,369,376
CAP Rate	6.25%
NOI	\$148,086
2019 Rent Increase - Moe's	10%
2020 Rent Increase - Starbucks	10%
Year Built:	2005
Building Size:	4,245 SF
Zoning:	Commercial

PROPERTY OVERVIEW

STARBUCKS - Starbucks Corporation is an international coffee and coffeehouse chain based in Seattle, Washington, United States. Starbucks is the largest coffeehouse company in the world, with over 19,000 stores globally, including around 13,000 in the United States, followed by nearly 1,000 in Canada and more than 900 in Japan. Starbucks sells drip brewed coffee, espresso-based hot drinks, other hot and cold drinks, snacks, and items such as mugs and coffee beans. Through the Starbucks Entertainment division and Hear Music brand, the company also markets books, music, and film. Many of the company's products are seasonal or specific to the locality of the store. Starbucks-brand ice cream and coffee are also offered at grocery stores. Starbucks retail stores are located in high-traffic, high-visibility locations. Its stores are located in or near a variety of settings, including downtown and suburban retail centers, office buildings and university campuses.

Moe's Southwest Grille - Founded in December 2000 in Atlanta, GA, Moe's Southwest Grill® is a fun and engaging fast-casual restaurant franchise serving a wide variety of fresh, made-to-order Southwest fare in a welcoming environment that rocks. Moe's currently serves the most awesome Southwest fare at more than 600 locations in the United States and abroad. In August 2007, Moe's Southwest Grill joined FOCUS Brands Inc. Atlanta-based FOCUS Brands Inc. is the franchisor and operator of over 4,300 Carvel® Ice Cream, Cinnabon® Bakery, Schlotzsky's® Deli, Moe's Southwest Grill®, Auntie Anne's® Pretzels and McAlister's® Deli locations, as well as the franchisor of Seattle's Best Coffee® on certain military bases and in certain international markets

This Moe's Franchisee is a strong operator with 5 Locations in the Southeast. They have been in business since 2005 with strong sales numbers in the Mobile location.

Complete Highlights

SALE HIGHLIGHTS

- Attractive 10% Rental Increases 2019 [Moe's], 2020[Starbucks]
- Starbucks Equipped with Drive Thru
- TENANT S&P RATING: A [NASDAQ:SBUX]
- Moe's Franchisee - Strong Operator
- Moe's Operator has 5 Locations in the Southeast
- Moe's Operator has been with Franchise since 2006
- Adjacent to Mobile Regional Airport | Home to U.S. Coast Guard Aviation Training Center
- Airport Blvd and Schillinger Road Boasts Combined Traffic Counts of 56,000
- Average Household Income Within 1 Mile Radius Exceeds \$73,259
- 5 Mile Population Surrounding Investment Property Exceeds 105,000
- Near the University of South Alabama
- National Tenants Surrounding Property: Walmart, Lowe's, Target, Home Depot, Kohl's, Walgreens, McDonald's, Chick Fil A, PNC Bank, Advance Auto Parts, and more
- Amazon and Wal-Mart Distribution Center Under Construction in Mobile market



Asset Evaluation

TENANT NAME	UNIT SIZE (SF)	LEASE START	LEASE END	% OF GLA	PRICE PER SF/YR	LEASE TYPE	TAX/CAM/INSURANCE	ROOF/STRUCTURE/PARKING
Starbucks	1,775	10/04/2004	02/28/2025	41.81	\$38.23	NNN	Tenant Responsibility	Reimbursed through CAM
Moes	2,470	10/14/2004	10/31/2024	58.19	\$30.00	NNN	Tenant Responsibility	Reimbursed through CAM
Totals/Averages	4,245			100%	\$33.44			

Cash Flow [1 Yr]

LEASE REVENUE	TOTALS	JAN-18	FEB-18	MAR- 18	APR-18	MAY-18	JUN-18	JULY- 18	AUG- 18	SEP- 18	OCT-18	NOV-18	DEC-18	
Starbucks	\$67,858.20	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	
Moes	\$74,100	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	
Starbucks MGMT Fee [5% Base Rent]	\$3,392.88	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	
Moe's Opperiating Fee [EST]	\$883	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	
Moes Admin Fee [2.5% Base Rent]	\$1852.44	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	
Totals	\$148,086.52	\$12,340.50	\$12,973.48	\$12,973.48										

CAP Rate Projection - 2019

LEASE REVENUE	JAN-19	FEB-19	MAR- 19	APR-18	MAY-19	JUN-19	JULY- 18	AUG- 19	SEP- 19	OCT-19	NOV-19	DEC-19
Starbucks	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85	\$5,654.85
Moes	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,175.00	\$6,792.50	\$6,792.50
Starbucks	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74	\$282.74
MGMT Fee [5% Base Rent]												
Moe's Opperiating Fee [EST]	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58	\$73.58
Moes Admin Fee [2.5% Base Rent]	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$154.37	\$169.81	\$169.81
NOI [1YR]	\$149,352	149,985	\$150,618	\$151,251	\$151,884	\$152,517	\$153,150	\$153,782	\$154,415	\$155,048	\$155,681	\$155,681
CAP Rate	6.25%	6.33%	6.36%	6.38%	6.41%	6.44%	6.46%	6.49%	6.52%	6.54%	6.57%	6.57%

Rent Increases

TENANT NAME	MONTHLY RENT	ANNUAL RENT	ANNUAL RENT + FEE'S
Starbucks			
Current [Years 11-15]	\$5,654.85	\$67,858.25	\$71,251
10% Increase [Years 16-20]	\$6,22034	\$74,677.08	\$78,410
Option 1 - 10% Increase [Years 21-25]	\$6,842.37	\$82,108.48	\$86,214
Option 2 - 10% Increase [Years 26-30]	\$7,526.61	\$90,319.33	\$94,835
Option 3 - 10% Increase [Years 31 - 35]	\$8,279.27	\$99,351.26	\$104,319
Moe's Southwest Grill			
Current [Years 11-15]	\$6,175.00	\$74,100.00	\$76,026
10% Increase [Years 16 - 20]	\$6,792.50	\$81,510.00	\$83,621

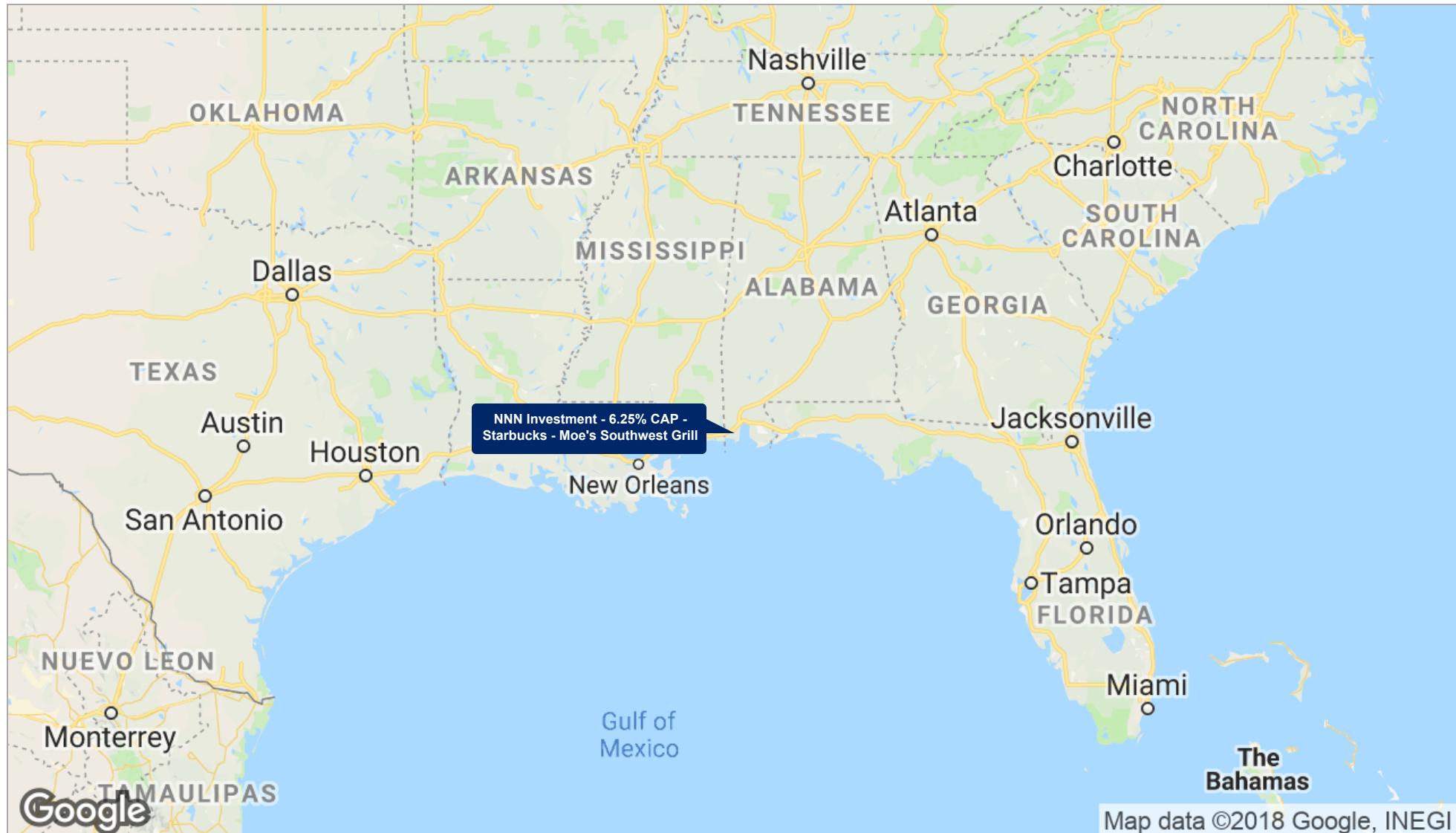
Aerial Map



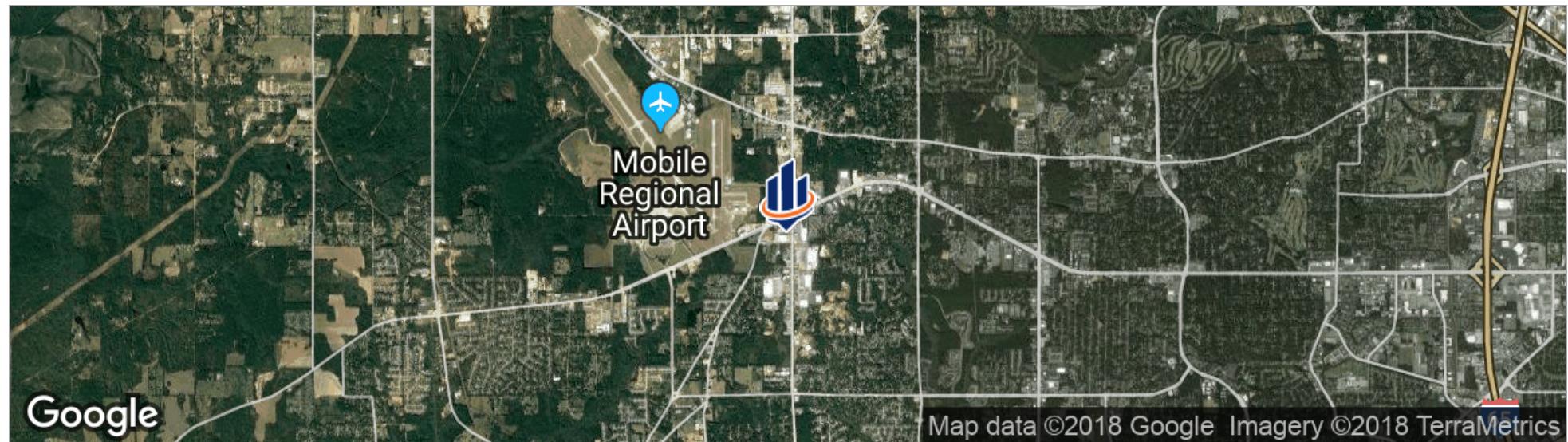
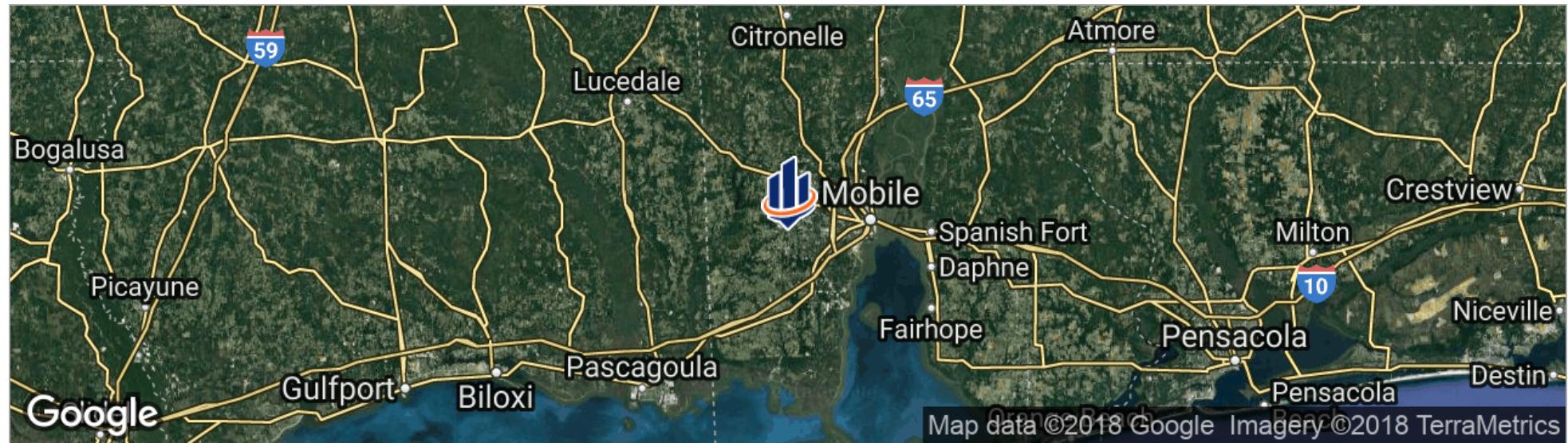
Retailer Map



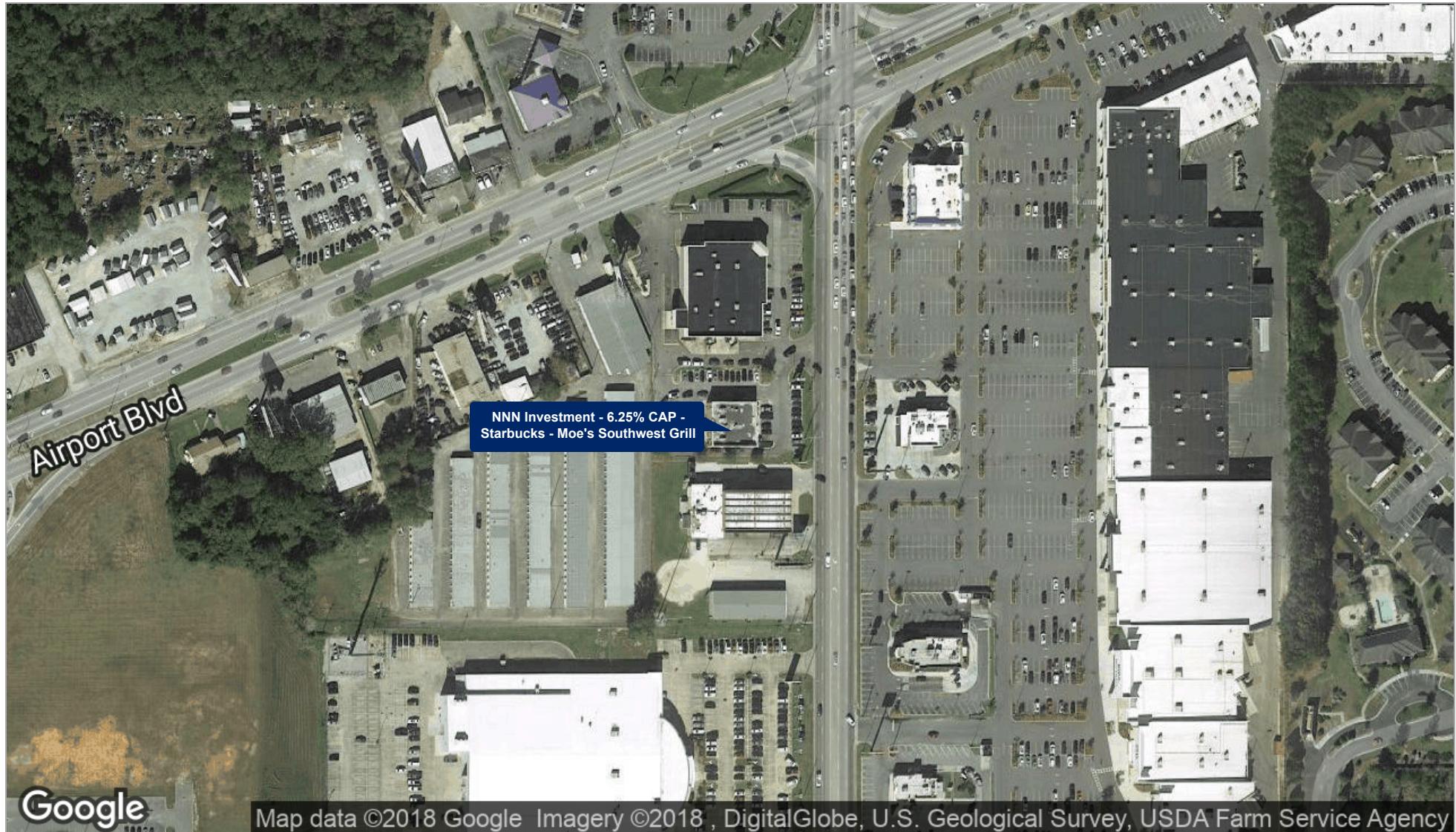
Regional Map



Location Maps



Regional Map



Photos



Mobile Economic Development

Economic Development

Some Recent Highlights

With domestic and global companies helping us grow, Mobile County has a thriving and diverse economy. Vast arrays of industries - such as Aviation, Chemical, Healthcare, IT/High-Tech, Logistics/Distribution, Maritime, Oil & Gas and Steel - are investing in our area. Here are a few of our amazing accomplishments:

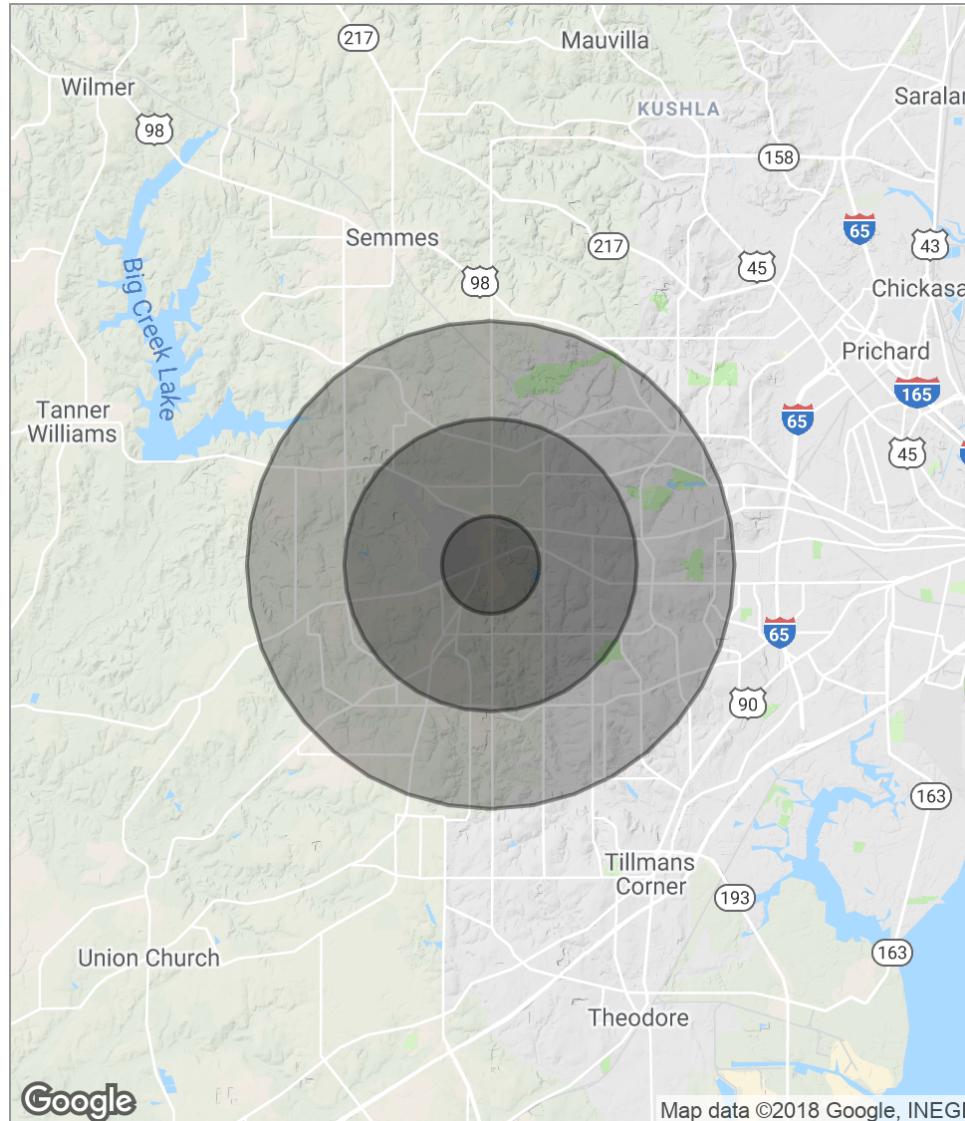
- Mobile Aeroplex at Brookley, an expanding aerospace industry hub, captured the global business spotlight when Airbus selected Mobile for its only assembly site in the western hemisphere. Construction is underway on this \$600 million project, and the first deliveries are expected in 2016. Industry companies including Airbus, Continental Motors and VT MAE continue to expand local operations.
- Austal USA is Mobile's largest manufacturing employer. The company now has more than 4,200 employees working on military contracts of up to \$5.1 billion. Austal will build up to 12 Littoral Combat Ships and 10 Joint High Speed Vessels for the U.S. Navy.
- The \$5.2 billion state-of-the-art stainless and carbon steel complex in north Mobile County was one of the largest private investments in U.S. history. The complex consists of AM/NS Calvert and Outokumpu Stainless. The development has spurred more than 300 local supplier jobs by companies doing business with the steel manufacturers.
- The USA Mitchell Cancer Institute is a world-class treatment and research center serving the central Gulf Coast. It is the only Stage II and III cancer center between Houston and Tampa. Providence Hospital's partnership with the M.D. Anderson Physicians Network also connects Mobile with many of the latest cancer treatment options.

What Are They Saying About Mobile County?

- **2015 - fDi magazine** ranked Mobile 5th in the Small American Cities of the Future 2015/2016 - Business Friendly
- **2015 - Forbes.com** ranked Mobile 1st among Mid-sized Cities for New Manufacturing Growth
- **2015 - CNN Money** ranked Mobile 5th nationwide for a "living wage"
- **2015 - nerdwallet** ranked Mobile 10th among Top 10 US Cities on the Rise and 11th among Cities with the Fastest Growing Incomes
- **2015 - ZipRecruiter** ranked Mobile 19th among Top Southern cities for jobs
- **2014 - MSN** ranked Mobile the 10th "hottest" city in America - calling Mobile "the "Southern Trading Hub of the US"
- **December 2014** - Recipient of the **Bloomberg Philanthropies** Innovation Team Grant
- **November 2014 - Business Insider Australia** ranked Mobile



Demographics Map



	1 MILE	3 MILES	5 MILES
POPULATION			
Total population	3,883	42,134	105,209
Median age	34.4	34.0	36.1
Median age [Male]	33.7	32.3	33.9
Median age [Female]	35.5	35.4	37.7
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total households	1,377	15,991	40,259
# of persons per HH	2.8	2.6	2.6
Average HH income	\$73,259	\$63,566	\$69,304
Average house value	\$138,662	\$165,449	\$181,343

* Demographic data derived from 2010 US Census

Michael Carro, CCIM

MICHAEL CARRO, CCIM

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PROFESSIONAL BACKGROUND

Michael Carro is a CCIM and Commercial Broker Licensed in Florida and Alabama. He is a Principal at SVN | SouthLand Commercial Real Estate with offices in Pensacola, Panama City and Tallahassee. Before starting SVN | SouthLand Commercial, he was the 2009, 2010, 2011 & 2012 Top Producer for NAI Halford. He received the NAIOP 2010 "Broker Deal of the Year" Award and the NAIOP "New Development of the Year" in 2014. He was the Top Producer for SVN | SouthLand Commercial in 2014. In 2016, he was the #1 Top Producer in the State of Florida, and the #3 Top Producer in the USA for SVN. He was also the recipient of the NAIOP Broker Deal of the Year Award in 2016.

2016 #1 Top Producer in the State of Florida for SVN

2016 #3 Top Producer in the USA for SVN

2016 NAIOP Broker Deal of the Year Award Winner

Restaurant Background

- Founded The Restaurant Realty Network and TheRestaurantRealty.com
- Hosts "The Restaurant Realty Show" weekly on News Radio 1620.
- In 1999 and 2000 oversaw the acquisition of 120 Hardee's Restaurant locations in Springfield, IL; Biloxi, MS; Pensacola, FL; Huntsville, Montgomery and Mobile, AL
- Was a member of the International Hardee's Franchise Association (IHFA) and on the purchasing committee 2002-2006

EDUCATION

- Graduated from the University of Arizona with a BS in Business Administration
- Member of the Alpha Tau Omega fraternity
- Cheerleader for the University of Arizona from 1987 to 1990.

MEMBERSHIPS & AFFILIATIONS

- President of Gallery Night Pensacola
- Board Member for the Downtown Improvement Board
- Former President of Pathways For Change, a faith based sentencing option for non-violent criminal offenders.
- Former President of the Northeast Pensacola Sertoma and "Sertoman of the Year" in 2012 and 2013.
- 2008 Received the National "President's Volunteer Service Award"

Bryan Morelock



BRYAN MORELOCK

Advisor

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PROFESSIONAL BACKGROUND

Bryan Morelock is a licensed Commercial Real Estate Advisor for SVN specializing in Hotel product types and Investment properties. Based in Northwest Florida, Bryan actively markets and sells properties throughout the entire Panhandle of Florida and South Alabama. Morelock has 6 years of real estate experience , specializing in Single and Multi Tenant Investment Acquisitions and Dispositions.

In 2014 Bryan joined the SVN Hospitality Product Council and became a part the SVN HOTELS - FLORIDA TEAM where he works in alignment hotel experts in the state and around the country. This transition has allowed Morelock to better serve the need for hotel buyers and sellers with the ability to present assets on a national level, reaching brokers/buyers from all around the U.S. In addition joining SVN HOTELS, Morelock is a member of the Florida Restaurant & Lodging Association [FRLA] and Asian American Hotel Owners Association [AAHOA].

Outside of Brokerage, Morelock is very active in the Northwest Florida community. He sits as a board member for Northeast Pensacola Sertoma and serves as the Director for Pensacola Dragon Boat Festival. During the 2017 fiscal year Northeast Pensacola Sertoma was able to give \$100,000 to local organizations such as, Gulf Coast Kid's House, Every Child a Reader [ECARE], Pathways for Change and ARC Gateway.

EDUCATION

The University of Alabama 2009
*Culverhouse College of Commerce and Business Administration

MEMBERSHIPS & AFFILIATIONS

Florida Restaurant & Lodging Association - FRLA
Asian American Hotel Owners Association - AAHOA
Pensacola Chamber of Commerce
Northeast Pensacola Sertoma
Director of Pensacola Dragon Boat Festival
Florida Association of Realtors
Pensacola Association of Realtors