

# DAVID'S BRIDAL

HENRICO, VIRGINIA



CONFIDENTIAL OFFERING MEMORANDUM

THE  
SHOPPING  
CENTER  
GROUP®

Only RETAIL  
everything RETAIL™

**EXCLUSIVE LISTING  
PRESENTED BY:**

**David Andrews**

804.673.1100

david.andrews@tscg.com

**Loretta Cataldi**

804.673.1100

loretta.cataldi@tscg.com



Only RETAIL  
everything RETAIL<sup>SM</sup>

7130 Glen Forest Drive  
Suite 405  
Richmond, VA 23226  
804.673.1100





# TABLE OF CONTENTS

## EXECUTIVE SUMMARY

- 4 Introduction
- 5 Investment Highlights
- 6 Site Plan

## LOCATION OVERVIEW

- 7 Location Map
- 8 Retail Competition Map
- 9 Demographics – Radii

INTRODUCTION

**The Shopping Center Group, LLC ("TSCG")**, acting as exclusive agent, is proud to offer for sale a 100% fee simple interest in a two-tenant, freestanding building at 9101 West Broad Street in Richmond, VA (the "Property"). The offering consists of ±14,040 square feet ("SF") building on a 1.56 acres land parcel leased to David's Bridal, Inc and The Men's Wearhouse, Inc.

The Property is ideally situated in the center of the West Broad Street retail corridor, which is one of the most heavily traveled corridors within Richmond, Virginia. The Property is also located at the signalized cross street of Tuckernuck Drive. Tuckernuck is a highly recognized feeder to the dense residential population to the south of Broad Street. The property is located with access via Tuckernuck Drive to The Shoppes at TJ Maxx and West Broad Commons shopping centers.

David's Bridal ("Tenant") has been an owner of this Property since 1997. The Tenant will reaffirm their commitment to the property with a new lease. Deal terms to be further negotiated. As part of the newly executed lease, the Tenant will be renovating the Property and making interior upgrades. Additionally, the Men's Wearhouse leases 1,200 SF within the building since 2000.

Address	9101 West Broad Street Richmond, Virginia 23294
Intersection	West Broad Street & Tucknuck Drive
Zoned	B-2
Land Area	1.56
Building Size	14,040 square feet
Parking	85
Primary Tenant	David Bridal's, Inc.
Premises	12,840 square feet
Lease Terms	To be negotiated
Secondary Tenant	The Men's Warehouse
Premises	1,200 square feet
Lease Expiration	November 30, 2019
Base Rent	\$23.76 psf, plus \$7.20 nnn (fixed charges)
Asking Price	Unpriced

Deal terms are not currently defined for David's Bridal. Buyer to submit terms with non-binding offer.



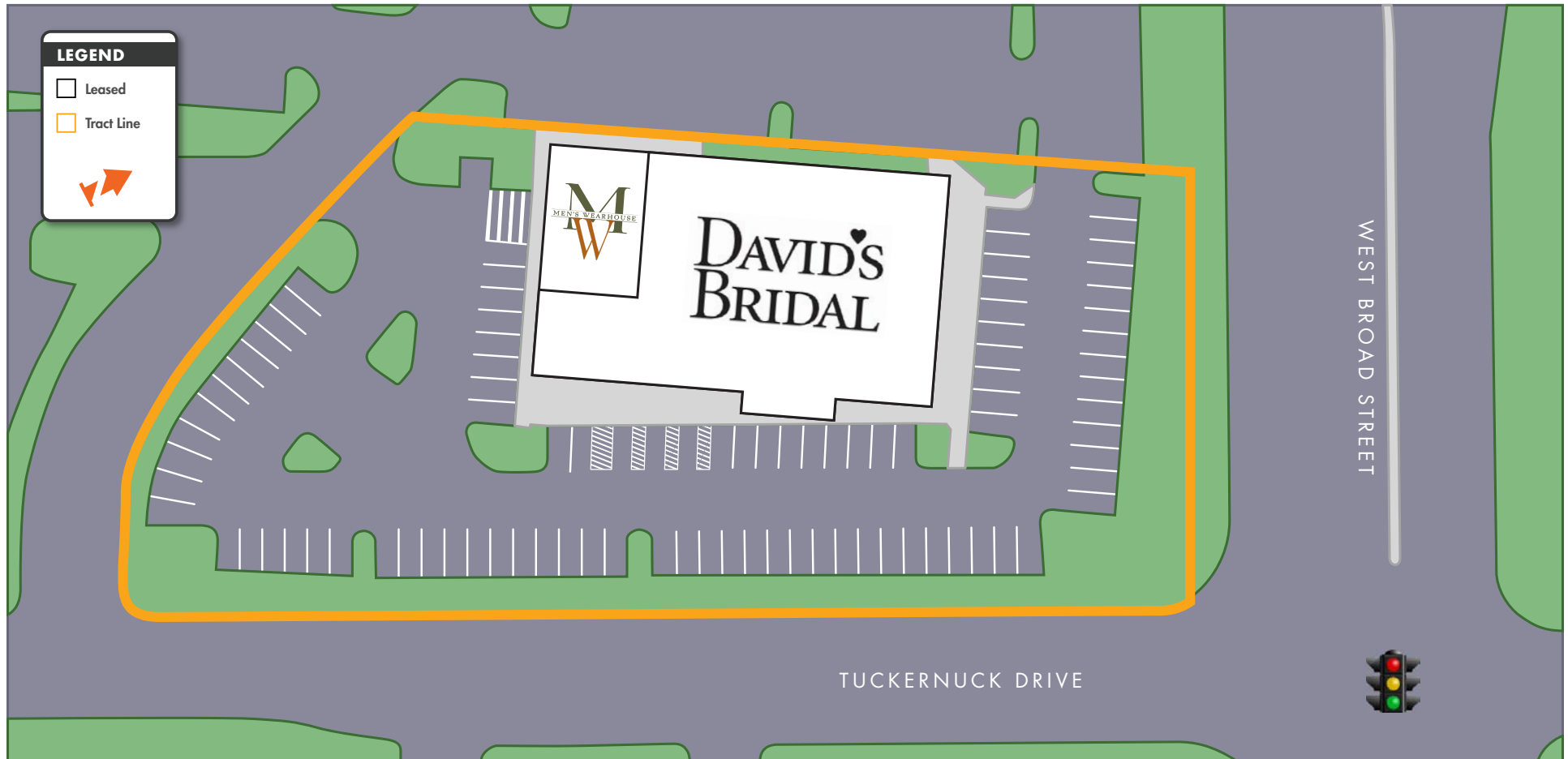
## INVESTMENT HIGHLIGHTS

- David's Bridal ("David's") is the largest United States based bridal and special occasion retailer. David's has been in business for over 60 years. David's currently operates over 300 stores located in 45 US states, Canada, UK, Puerto Rico and Mexico. David's designs, produces and sells a broad assortment of designer wedding gowns, special occasion dresses and accessories to approximately 60% of brides in the United States. David's offers future brides a place to shop for her and the bridal party with all shapes and sizes. The Men's Warehouse is a division of Tailored Brands. Tailored Brands trades on the NYSE under symbol "TLRB".
- The Property is located along West Broad Street on one of the markets main retail corridors and is contiguous to TJ Maxx, Tuesday Morning and Once Upon a Child.
- The Property features exceptional visibility along West Broad Street and has approximately 51,000 cars per day driving by the Property.
- The three mile area surrounding the Property in 2017 has 93,693 residents as well as 70,421 daytime employees. Average household income in the three mile area is \$80,047 and the median age is 32. Within a ten minute drive time from the Property there are 154,705 residents and 114,771 daytime employees.

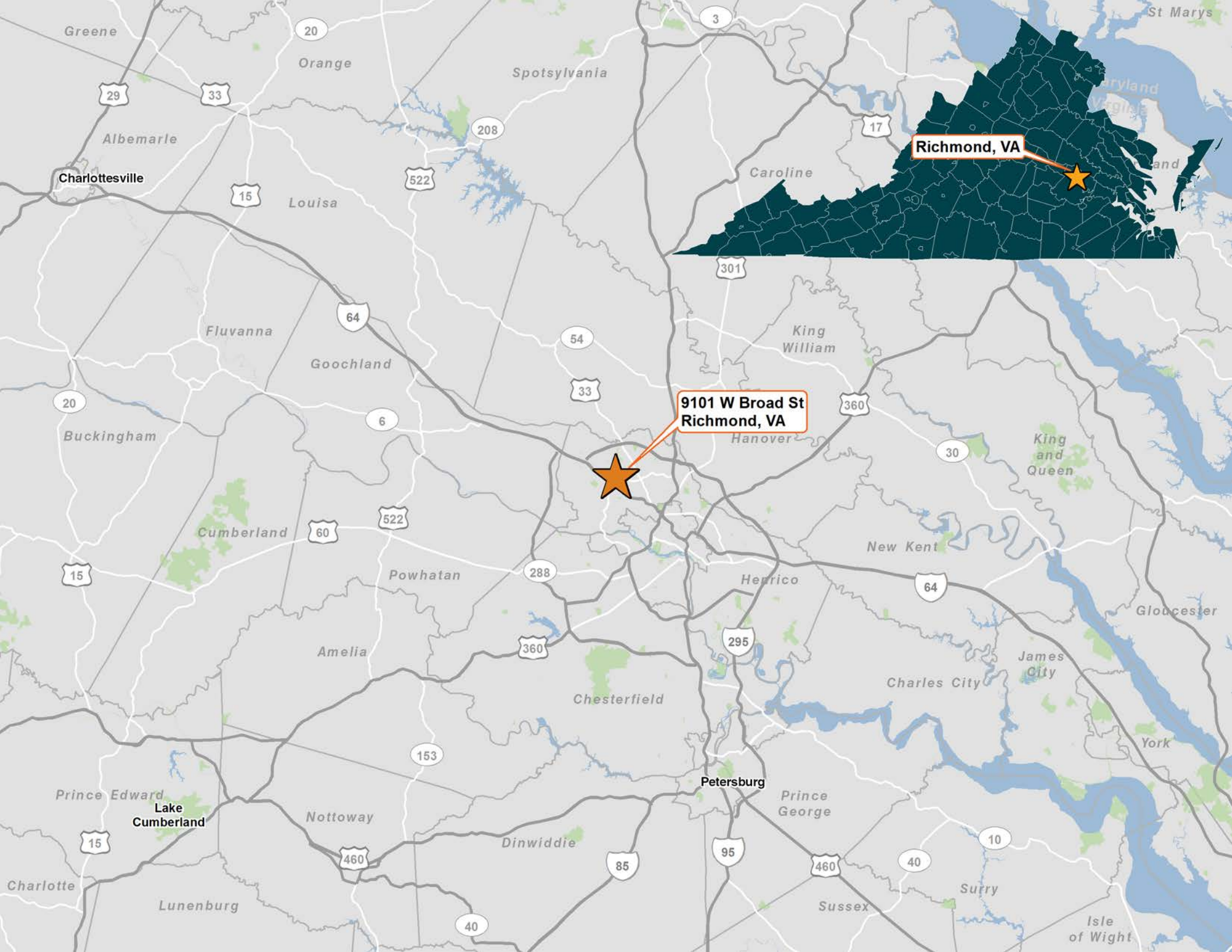
DEMOGRAPHIC OVERVIEW					
	1-MILE RADII	3-MILE RADII	5-MILE RADII	5-MINUTE DRIVE	10-MINUTE DRIVE
2017 Total Population	15,347	93,693	204,002	41,767	154,705
2022 Projected Population	15,781	97,297	212,735	43,147	161,112
Projected Annual Growth 2017 to 2022	0.56%	0.76%	0.84%	65.00%	0.81%
2017 Total Households	7,202	39,162	82,100	17,533	63,901
2022 Projected Total Households	7,380	40,574	85,381	18,071	66,395
2017 Average Household Income	\$64,852	\$80,047	\$94,752	\$73,011	\$86,718
2017 Median Household Income	\$54,796	\$62,480	\$70,149	\$58,284	\$66,335
2016 Number of Business	593	4,442	9,056	1,808	7,447
2016 Total Number of Employees	8,297	70,421	136,256	27,617	114,771



## SITE PLAN



\*Not to Scale





HAVERTY'S  
BED BATH & BEYOND  
BB&T  
RUGGED  
DSM SHOP  
GOLF GALAXY  
MICHAELS  
DOLLAR TREE  
RUBY TUESDAY  
IHOP  
Bank of America  
COSTCO  
LOWE'S  
Kroger  
Sams Club  
Party City  
SLEEPY'S  
Sams Club  
VALUE CITY Furniture  
CHUCK E CHEESE'S  
Arby's  
KFC  
CVS pharmacy  
ACURA  
Jeep  
KIA  
Mercedes-Benz  
Citroen  
Westland Shopping Center

WILLIAMS PIERCE  
MCDONALD'S  
Publix  
Applebee's  
Haynes  
AutoZone  
TJ-maxx  
THE SHOPPES AT TJMAXX  
TOYOTA  
Cadillac  
SUNTRUST  
KING OF KINGS  
HYUNDAI  
Audi  
NAPA  
SHONEY'S  
BB&T

WEST PARK SHOPPING CENTER  
CHRISTMAS TREE SHOPS  
Gaskins Rd  
157  
Pemberton Rd  
8,800  
12,000  
78,000  
99,000  
I-64 W  
I-64 E

Springfield Rd  
20,000  
maza  
AutoZone  
TJ-maxx  
THE SHOPPES AT TJMAXX  
TOYOTA  
Cadillac  
SUNTRUST  
KING OF KINGS  
HYUNDAI  
Audi  
NAPA  
SHONEY'S  
BB&T

10,000  
TUCKERNUCK SQUARE  
UNITED ARTISTS  
CVS pharmacy  
ACURA  
Jeep  
KIA  
Mercedes-Benz  
Citroen  
Westland Shopping Center

10,000  
TUCKERNUCK SQUARE  
UNITED ARTISTS  
CVS pharmacy  
ACURA  
Jeep  
KIA  
Mercedes-Benz  
Citroen  
Westland Shopping Center

7,700  
WESTLAND SHOPPING CENTER



W Broad St



W Broad St



Waterside Ct

Sundance Way

Baseline Ct

## DEMOGRAPHICS – RADII

	1 mile	3 miles	5 miles
<b>Population</b>			
2017 Total Population	15,347	93,693	204,002
2022 Total Population	15,781	97,297	212,735
2010 Total Population	14,738	88,918	192,344
2017 Group Quarters Population	41	902	4,758
2010-2017 Population: Annual Growth Rate	0.56%	0.72%	0.81%
2017-2022 Population: Annual Growth Rate	0.56%	0.76%	0.84%
2017 Male Population	7,452	45,303	97,343
2017 Female Population	7,896	48,390	106,659
2017 Median Age	32.8	37.0	38.0

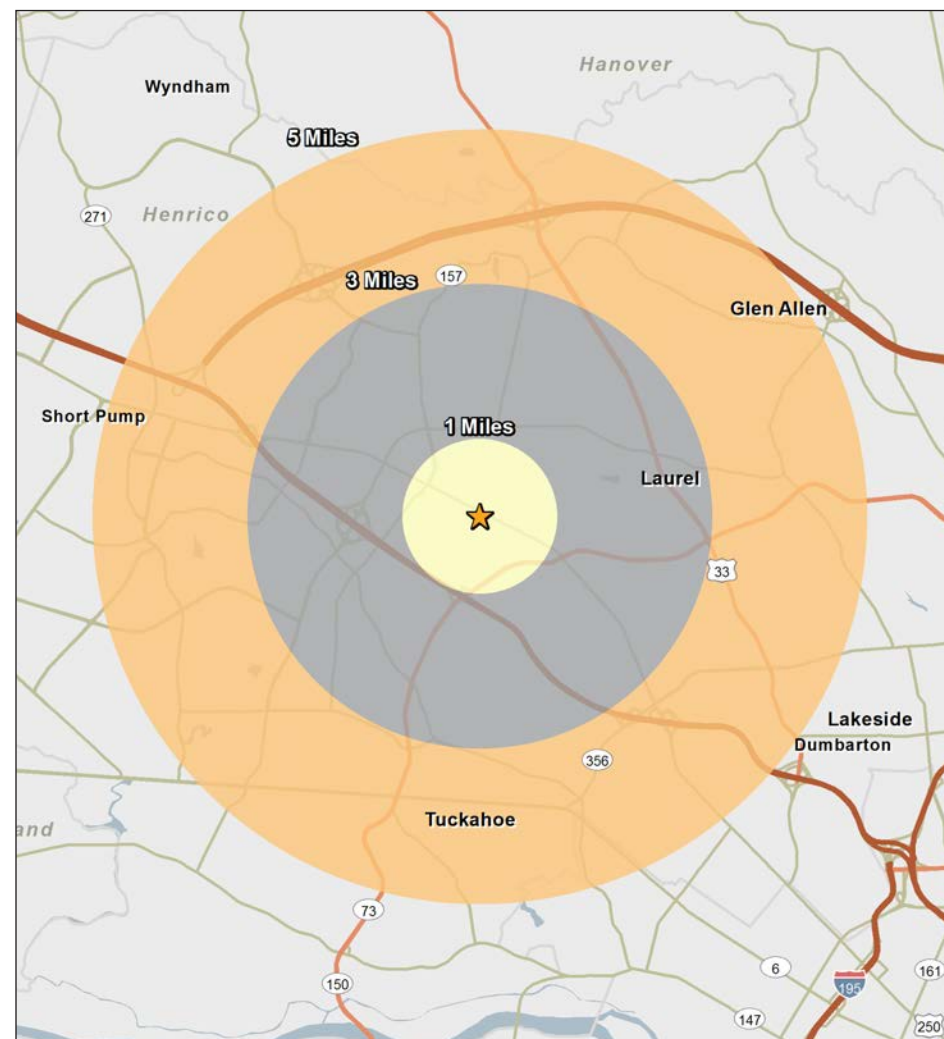
<b>Households</b>			
2017 Total Households	7,202	39,162	82,100
2022 Total Households	7,380	40,574	85,381
2017 Owner Occupied Housing Units	2,079	21,056	50,249
2017 Median Home Value	\$192,124	\$235,626	\$264,773

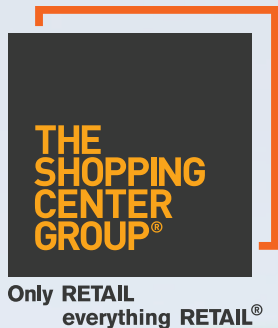
Population By Race						
2017 White Population	7,500	48.87%	58,316	62.24%	138,558	67.92%
2017 Black/African American Population	3,085	20.10%	15,278	16.31%	28,310	13.88%
2017 American Indian/Alaska Native Population	50	0.33%	265	0.28%	516	0.25%
2017 Asian Population	3,523	22.96%	13,095	13.98%	24,664	12.09%
2017 Pacific Islander Population	9	0.06%	45	0.05%	96	0.05%
2017 Other Race Population	533	3.47%	3,610	3.85%	5,891	2.89%
2017 Hispanic Population	1,230	8.01%	8,579	9.16%	14,532	7.12%

Educational Attainment						
2017 Population Age 25+: Less than 9th Grade	368	3.44%	2,491	3.79%	4,258	3.04%
2017 Population Age 25+: 9-12th Grade/No Diploma	414	3.87%	2,584	3.93%	5,045	3.60%
2017 Population Age 25+: High School Diploma	1,825	17.07%	11,121	16.92%	20,663	14.76%
2017 Population Age 25+: GED/Alternative Credential	318	2.97%	1,950	2.97%	3,574	2.55%
2017 Population Age 25+: Some College/No Degree	2,282	21.35%	13,916	21.18%	26,463	18.90%
2017 Population Age 25+: Associate's Degree	818	7.65%	4,907	7.47%	8,969	6.41%
2017 Population Age 25+: Bachelor's Degree	2,904	27.16%	18,179	27.67%	42,963	30.69%
2017 Population Age 25+: Graduate/Professional Degree	1,762	16.48%	10,562	16.07%	28,065	20.05%

<b>Income</b>			
2017 Average Household Income	\$64,852	\$80,047	\$94,752
2017 Median Household Income	\$54,796	\$62,480	\$70,149
2017 Per Capita Income	\$30,201	\$33,686	\$38,515

<b>Business</b>			
2017 Total (NAICS11-99) Businesses	593	4,442	9,056
2017 Total (NAICS11-99) Employees	8,297	70,421	136,256





## DISCLAIMER

This Offering Memorandum has been prepared by The Shopping Center Group LLC ("TSCG") for use by a limited number of parties to evaluate the potential acquisition of the David's Bridal, Henrico, Virginia (the "Property"). All projections have been developed by TSCG, Owner and designated sources, are based upon assumptions relating to the general economy, competition, and other factors beyond the control of TSCG and Owner, and therefore are subject to variation. No representation is made by TSCG or Owner as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied on as a promise or representation as to the future performance of the Property. Although the information contained herein has been obtained from sources deemed to be reliable and believed to be correct, TSCG, Owner and its employees disclaim any responsibility for inaccuracies and expect prospective purchasers to exercise independent due diligence in verifying all such information. Further, TSCG, Owner and its employees disclaim any and all liability for representations and warranties, expressed and implied, contained in, or for omissions from, the Offering Memorandum or any other written or oral communication transmitted or made available to the recipient.

The Offering Memorandum does not constitute a representation that there has been no change in the business or affairs of the Property or Owner since the date of preparation of the Offering Memorandum. Analysis and verification of the information contained in the Offering Memorandum is solely the responsibility of the prospective purchaser. Additional information and an opportunity to inspect the property will be made available to interested and qualified prospective investors upon written request. Owner and TSCG 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 entity at any time with or without notice. Owner shall have no legal commitment or obligations to any entity reviewing this Offering Memorandum or making an offer to purchase the property unless and until such offer is approved by Owner, a written agreement for the purchase of the property has been fully executed, delivered and approved by Owner and its legal counsel, and any obligations set by Owner thereunder have been satisfied or waived.

This Offering Memorandum and the contents, except such information which is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting this Offering Memorandum, you agree that you will hold and treat it in the strictest confidence, that you will not photocopy or duplicate it, that you will not disclose this Offering Memorandum or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Owner or TSCG and that you will use the information in this Offering Memorandum for the sole purpose of evaluating your interest in the property and you will not use the Offering Memorandum or any of the contents in any fashion or manner detrimental to the interest of Owner or TSCG. If you have no interest in the property, please return the Offering Memorandum to TSCG.



**THE  
SHOPPING  
CENTER  
GROUP®**

Only RETAIL  
everything RETAIL®

**David Andrews**

804.673.1100

david.andrews@tscg.com

**Loretta Cataldi**

804.673.1100

loretta.cataldi@tscg.com