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# DISCLAIMER & LIMITING CONDITIONS

SNOW STREET VILLAGE | 8.5% CAP RATE

Bull Realty has been retained as the exclusive listing broker to arrange the sale of the Subject Property.

This Offering Memorandum contains selected information pertaining to the Property but does not purport to be all-inclusive or to contain all of the information that a prospective purchaser may require. All financial projections are provided for general reference purposes only and are based upon assumptions relating to the general economy, competition and other factors, which therefore, are subject to material change or variation. Prospective purchasers may not rely upon the financial projections, as they are illustrative only. An opportunity to inspect the Property will be made available to qualified prospective purchasers.

In this Offering Memorandum, certain documents, including financial information, are described in summary form and do not purport to be complete or accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to review independently all documents.

This Offering Memorandum is subject to prior placement, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement or advice as to the value of the Property by Bull Realty Inc. or the current Owner/Seller. Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing the Property described herein.

Owner/Seller expressly reserve the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or to terminate discussions with any party at any time with or without notice. Owner/Seller shall have no legal commitment or obligation to any purchaser reviewing this Offering Memorandum or making an offer to purchase the Property unless a written agreement for the purchase of the Property has been fully executed, delivered and approved by the Owner/Seller and any conditions to the purchaser's obligations therein have been satisfied or waived. The Seller reserves the right to move forward with an acceptable offer prior to the call for offers deadline.

This Offering Memorandum may be used only by parties approved by the Owner. The Property is privately offered, and by accepting this Offering Memorandum, the party in possession hereof agrees (i) to return it if requested and (ii) that this Offering Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Offering Memorandum may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of Bull Realty, Inc. or Owner/Seller. The terms and conditions set forth above apply to this Offering Memorandum in its entirety and all documents, disks and other information provided in connection therewith.





# **EXECUTIVE SUMMARY**

#### SNOW STREET VILLAGE | 8.5% CAP RATE



Bull Realty is pleased to present the opportunity to acquire this multi-tenant retail investment located in the growing major retail corridor of Oxford, Alabama. The property is situated at the juncture of AL State Hwy 21 and Snow Street, approximately 0.5 miles from Interstate 20. The area exhibits high traffic flow with a busy intersection positioned nearby. Snow Street Village is a neighborhood shopping center, which draws over a third of its shoppers from up to 35 miles away and is situated on 2.73 acres with 30,150 SF of space. There are two out-parcels framing the newly renovated 9-unit complex. The facility boasts a 93% occupancy rate and a proven history as an excellent income producer since it was built in 1999. Over half of the tenants have occupied the center for more than 12 years.

Snow Street Village is anchored by corporate stores, including: HoneyBaked Ham, CiCi's Pizza, Check into Cash, H & R Block and multiple medical tenants. The consistent mix of both corporate and local tenants add to the appeal of this property. Due to the \$100,000+ spent on renovating this facility in 2015/2016 and parking lot striping in March of 2017, deferred maintenance is minimal.

The current population of Oxford is 21,348 representing an increase of 46.3% since 2000. Oxford is conveniently located at the halfway point between Atlanta, Georgia and Birmingham, Alabama with many commuters and travelers adding to the commerce in the area. The immediate and surrounding area boasts high visibility with many corporate facilities, including: Dillard's, Jack's, Rite Aid, Dollar General, Books-A-Million, Regions Bank, Wells Fargo, Red Lobster, and several branded hotels. The area continues to develop and gain new tenants due to the close proximity of Interstate 20.

PRICE | \$4,340,000







### PROPERTY HIGHLIGHTS

- 8.5% cap rate on year one income, with considerable escalations in years to follow
- 63% of the center has been occupied by the same tenants for more than 12 years
- Anchored by Honey Baked Ham, H&R Block, CiCi's Pizza, Family Health & Wellness Clinic
- Located along a major thru fare with close proximity to Interstate I-20
- Well-kept center with no deferred maintenance
- 93% occupied with long term & stable tenants
- May be purchased individually or with nearby center The Colonnade as part of portfolio





# PROPERTY DETAILS

Property Name:	Snow Street Village
County:	Calhoun
Property Address:	671 Snow Street Oxford, AL 36203
Property Type:	Retail
Assessor's Parcel ID:	2104203001054.000
Gross Leasable Area:	30,150 SF
Zoning:	Commercial
Year Built:	1999
Number Of Stories:	1
Number Of Units:	9
Outparcels:	2
Price:	\$4,340,000
NOI:	\$369,034
Cap Rate:	8.5%

















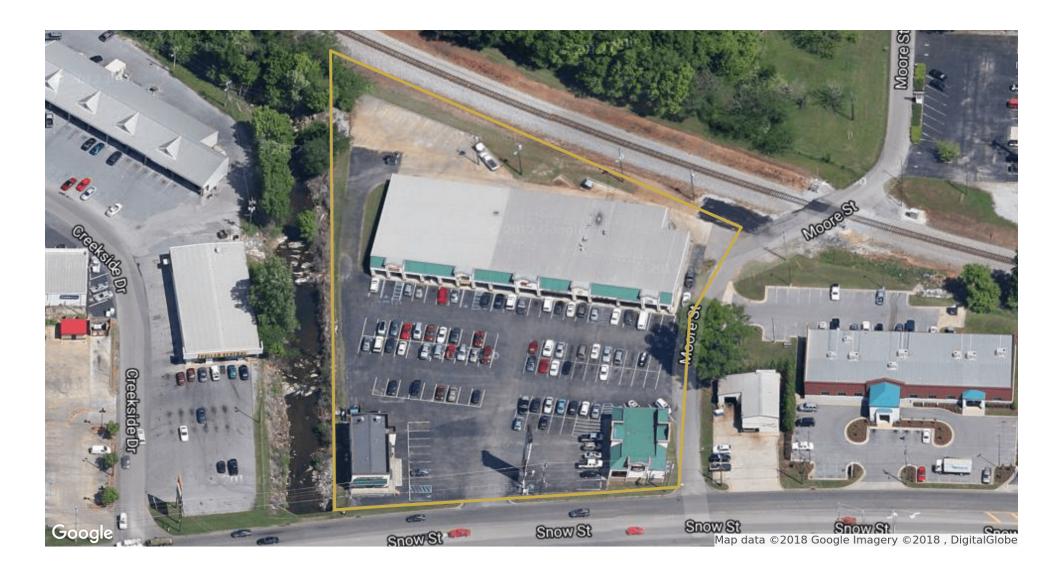
















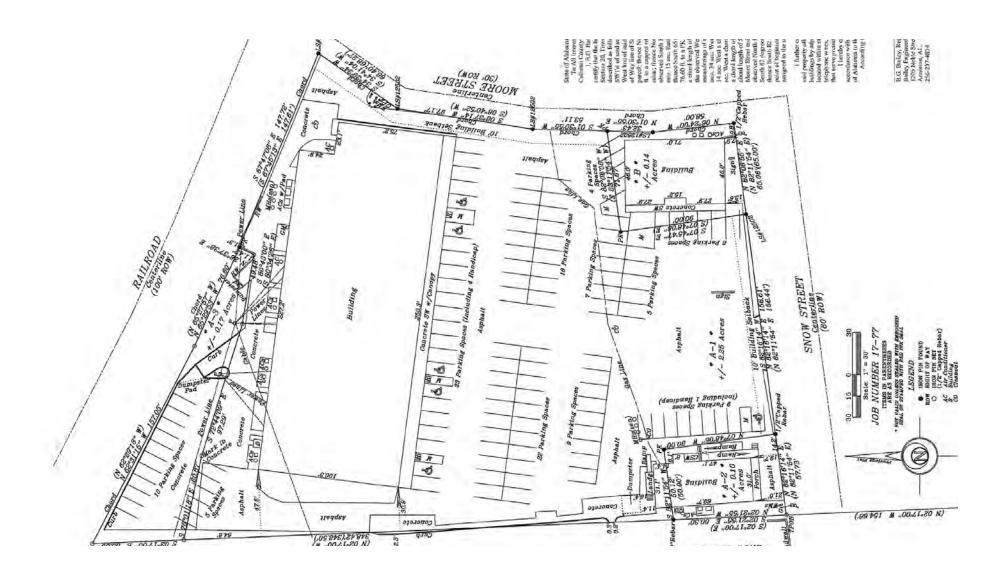
Suite 637 - 3,000 SF HoneyBaked Ham

Suite 671 - 3,150 SF Dr. Edmond Fomily Health & Wellness

Suite 641 - 4,000 SF Stringfellow Hospital Women's Health Suite 645 - 2,000 SF H&R Block Suite 647 - 2,000 SF Check Into Cosh Suite 651 - 2,200 SF Sister's Treasures Jewelry & Gifts Suite 653 - 2,000 SF Vacant Suite 655 - 3,800 SF Wilhoites & Associates Physical Therapy Suite 657 - 4,000 SF CiCi's Pizzo Suite 661- 2,500 SF Relax Spa Suite 663 - 1.500 SF CC Services/Finance = Vacant Space

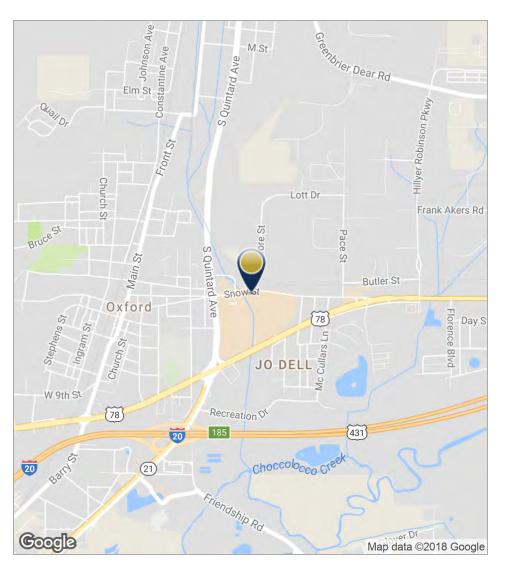


























# HoneyBaked Ham

HoneyBaked Ham is a food retailer founded in 1957. It sells hams, turkey breasts and other pre-cooked entrées, side dishes and desserts. Its headquarters are located in Alpharetta, GA today. Honeybaked Ham food and restaurant franchise opportunities operate more like a retail store than a restaurant. Better hours, fewer employees and no grills and no frying are just a few of the reasons owners franchise with Honeybaked. The Honeybaked Ham Company, LLC has grown to over 200 company owned retail stores and 200 franchise locations across the United States, as well as an ecommerce business. This is a corporate store, which has operated at this location since 2001.



#### Women's Care Of Oxford

The Health Care Authority of the City of Annistion acquired Stringfellow Memorial Hospital and its associated physician clinics. This Women's Care of Oxford Clinic is an out-patient clinic where physicians provide state of the art healthcare in a full range of specialties. String Fellow's Women Center has been at this site for over three years.



# Cici's Pizza

Cici's began in 1985 with a single restaurant in Plano, TX and today has over 450 restaurants in 32 states. Cici's invented the unlimited pizza buffet, and since the beginning pushed the limits of eating out by saying "yes" to individual tastes and empowering guests to find the flavors they love. Both Zagat and Parents magazines listed Cici's as a top family-friendly restaurant. G.I. Jobs recognized Cici's as a military friendly franchise, and Entrepreneur named Cici's to its Franchise 500 list. This location reports over \$1.2m in annual sales. Cici's Pizza has been at Snow Street since 2001.







#### Wilhoite Associates

Since 1979, physical therapists and support staff have provided individual treatment programs successfully returning people to pain-free, productive lifestyles. Therapist planned and supervised personal treatment programs for musculoskeletal dysfunction, sports related injuries and post-operative treatment. This spacious facility with modern physical therapy equipment and advanced treatment protocols has been in operation at this site since 1999 and serves more than six counties in Northeast Alabama.



# Family Health And Wellness Center

Since 2014, Family Health & Wellness Center is a friendly and professional practice offering a full range of family medicine, aesthetic and allergy treatments. From the first visit, to extensive procedures utilizing the latest in medical techniques, Family Health is committed to staying current with the continuing advances in medical science. Dr. Edmond and his staff are highly trained and focused on helping all patients reach a higher level of overall health.



### H&R Block

H&R Block is a global consumer tax services provider, having prepared more than 680 million tax returns since 1955. There are approximately 12,000 company-owned and franchise retail locations in all 50 states, Puerto Rico and other U.S. territories, and on U.S. military bases around the world. An H&R Block branded retail office is located within five miles of most Americans. Operating at this location since 1998.







# Check Into Cash

Check Into Cash is a financial services retailer with more than 1,100 stores in 30 states. The company was founded in 1993 by W. Allan Jones in Cleveland, Tennessee, where the headquarters are located today. Operating at this location since 2004.



# **Country Financial**

Country Financial is a group of U.S. insurance and financial services companies serving customers in 19 states. Its corporate headquarters are in Bloomington, Illinois. Operating at this location since 2011.



# Sister's Treasures Fine Jewelry And Gifts

Since 1991, Sisters' Treasures is a gift shop providing jewelry in Oxford. Sisters' Treasures has been a tenant at this site for 18 years.







- SUBJECT PROPERTY
  671 Snow Street | Oxford, AL 36203
- DOUGLASVILLE CROSSROADS 7003 Concourse Parkway Douglasville, GA 30134
- 5 INVERNESS PLAZA 110-195 Inverness Plaza Birmingham, AL 35242

- 3718 DALLAS HIGHWAY Marietta, GA 30064
- ROCKMART CROSSROADS 1735 Nathan Dean Bypass Rockmart, GA 30153
- RIVER POINTE COMMONS
  49 Hosiery Mill Road
  Dallas, GA 30157
- STREET SIDE AT THOMAS CROSSROADS 3219 Highway 34 East Newnan, GA 30265





# SALE COMPS -

# SNOW STREET VILLAGE | 8.5% CAP RATE

# SALE COMPS

	Address	City	Sold Date	Size (SF)	Sold Price	Price/SF	Cap Rate
	7003 Concourse Parkway	Douglasville	11/25/2015	28,730 SF	\$7,500,000	\$175.81	7.5%
	3718 Dallas Highway	Marietta	05/31/2016	42,660 SF	\$2,900,000	\$181.25	8.5%
3	49 Hosiery Mill Road	Dallas	03/25/2015	16,000 SF	\$2,580,000	\$206.40	8.4%
4	3219 Highway 34 East	Newnan	04/21/2017	12,500 SF	\$2,000,000	\$158.73	8.0%
5	110-195 Inverness Plaza	Birmingham	08/16/2016	12,600 SF	\$12,698,500	\$169.62	-
6 Walm	1735 Nathan Dean Bypass	Rockmart	06/23/2016	74,865 SF	\$3,227,000	\$146.68	8.95%
		City	Sold Date	Size (SF)	Sold Price	Price/SF	Cap Rate
	Totals/Averages	-	-	29,908 SF	\$5,150,917	\$171.10	8.27%







#### SUBJECT PROPERTY

671 Snow Street | Oxford, AL 36203

 Sale Price:
 \$4,340,000
 Year Built:
 1999

 Building SF:
 30,150 SF
 Cap:
 8.5%

Price PSF: \$143.95





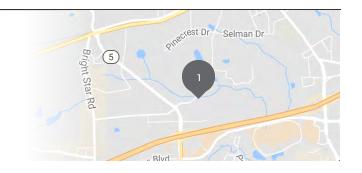
#### DOUGLASVILLE CROSSROADS

7003 Concourse Parkway | Douglasville, GA 30134

 Sale Price:
 \$7,500,000
 Year Built:
 1999

 Building SF:
 42,660 SF
 Cap:
 7.5%

Price PSF: \$175.81 Closed: 11/25/2015





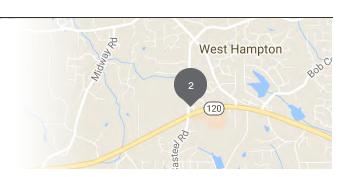
#### 3718 DALLAS HIGHWAY

Marietta, GA 30064

 Sale Price:
 \$2,900,000
 Year Built:
 2003

 Building SF:
 16,000 SF
 Cap:
 8.5%

Price PSF: \$181.25 Closed: 05/31/2016









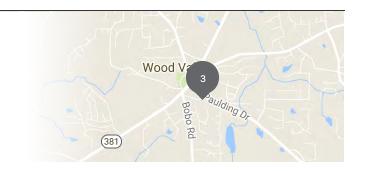
#### RIVER POINTE COMMONS

49 Hosiery Mill Road | Dallas, GA 30157

 Sale Price:
 \$2,580,000
 Year Built:
 2006

 Building SF:
 12,500 SF
 Cap:
 8.4%

Price PSF: \$206.40 Closed: 03/25/2015





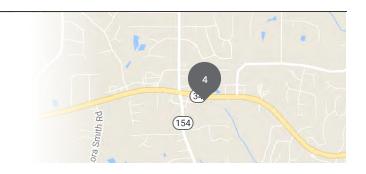
#### STREET SIDE AT THOMAS CROSSROADS

3219 Highway 34 East | Newnan, GA 30265

 Sale Price:
 \$2,000,000
 Year Built:
 2000

 Building SF:
 12,600 SF
 Cap:
 8%

Price PSF: \$158.73 Closed: 04/21/2017





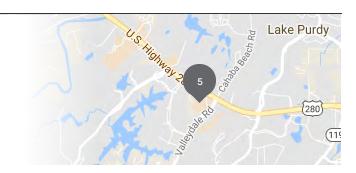
#### **INVERNESS PLAZA**

110-195 Inverness Plaza | Birmingham, AL 35242

 Sale Price:
 \$12,698,500
 Year Built:
 1985

 Building SF:
 74,865 SF
 Cap:

Price PSF: \$169.62 Closed: 08/16/2016







# SALE COMPS

# SNOW STREET VILLAGE | 8.5% CAP RATE



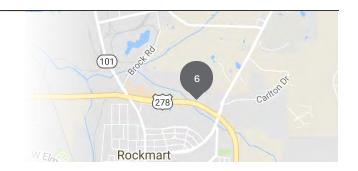
### **ROCKMART CROSSROADS**

1735 Nathan Dean Bypass | Rockmart, GA 30153

 Sale Price:
 \$3,227,000
 Year Built:
 2007

 Building SF:
 22,000 SF
 Cap:
 8.95%

Price PSF: \$146.68 Closed: 06/23/2016







	SUBJECT PROPERTY						
	Address	City	Bldg SF	Space Size	Lease Date	Lease Rate	Lease Type
	671 Snow Street	Oxford	29,888 SF	-	-	\$15.07/SF	NNN
	RENT COMPS						
	Address	City	Bldg SF	Space Size	Lease Date	Lease Rate	Lease Type
1	2200 Quintard Avenue	Anniston	3,618 SF	1,000 SF	01/03/2017	\$21.60/SF	NNN
2	140-160 Magnolia St	Lincoln	2,500 SF	2,500 SF	07/01/2016	\$22.00/SF	NNN
3	135 Plaza Lane	Oxford	16,400 SF	760 SF	02/01/2015	\$17.06/SF	NNN
4	1225 Snow Street	Oxford	33,708 SF	1,200 SF	06/01/2017	\$18.75/SF	FS







#### SUBJECT PROPERTY

671 Snow Street | Oxford, AL 36203

Rent/SF/Year: \$0.00 SF Lease Type:

Space Size: 29,888 SF Bldg Size: 30,150 SF

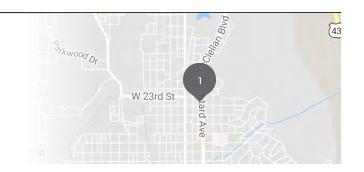




#### T-MOBILE

2200 Quintard Avenue | Anniston, AL 36201

Rent/SF/Year: \$21.60 SF Lease Type: NNN
Space Size: 1,000 SF Bldg Size: 3,618 SF
Year Built: 1992 Site Size: 0.43 AC

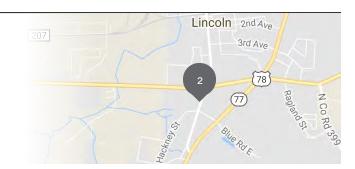




#### TACO MAMA

140-160 Magnolia St | Lincoln, AL 35096

Rent/SF/Year:\$22.00 SFLease Type:NNNSpace Size:2,500 SFBldg Size:2,500 SFYear Built:1976Site Size:1.61 AC





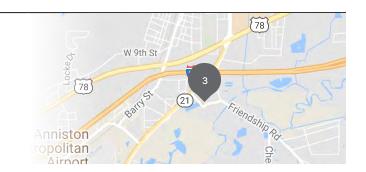




### **OXFORD RETAIL CENTER**

135 Plaza Lane | Oxford, AL 36203

Rent/SF/Year:\$17.06 SFLease Type:NNNSpace Size:760 SFBldg Size:16,400 SFYear Built:1999Site Size:1.78 AC

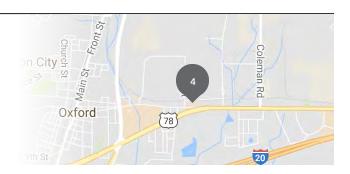




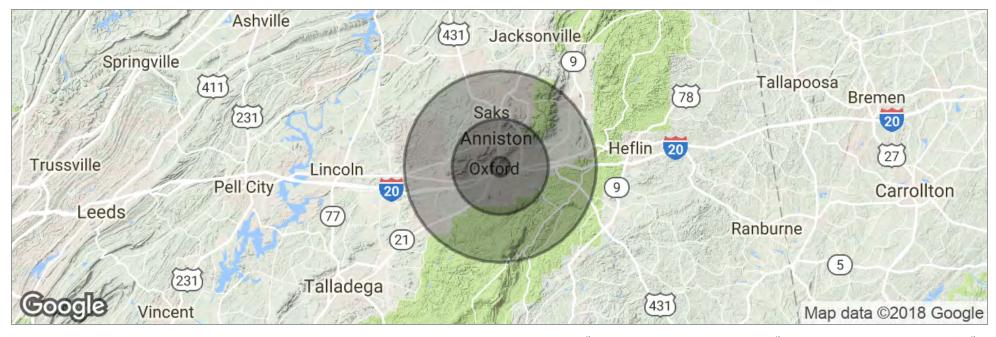
#### **GUILD MORTGAGE COMPANY**

1225 Snow Street | Oxford, AL 36203

Rent/SF/Year: \$18.75 SF Lease Type: Full Service
Space Size: 1,200 SF Bldg Size: 33,708 SF
Year Built: 1998 Site Size: 1.15 AC







	1 Mile	5 Miles	10 Miles
Total Population	2,306	45,359	83,391
Population Density	734	578	265
Median Age	40.2	39.1	39.2
Median Age (Male)	38.1	37.0	37.6
Median Age (Female)	43.2	41.6	41.0
Total Households	995	18,468	33,376
# of Persons Per HH	2.3	2.5	2.5
Average HH Income	\$55,962	\$50,382	\$51,157
Average House Value	\$160,131	\$122,527	\$115,018

<sup>\*</sup> Demographic data derived from 2010 US Census





# BROKER PROFILE

#### SNOW STREET VILLAGE | 8.5% CAP RATE









# MICHAEL BULL, CCIM President, National Office Group



### Bull Realty Inc.

50 Glenlake Parkway, Suite 600 Atlanta, GA 30328

404-876-1640 x101 Michael@BullRealty.com



# **Professional Background**

Michael Bull, CCIM, founder and CEO of Bull Realty, is an active commercial real estate advisor. He is a licensed broker in nine southeast states and has assisted clients with over 5 billion dollars of transactions over his 30 year career.

Mr. Bull founded Bull Realty in 1998 initially with two primary missions: to provide a company of brokers known for integrity, and to provide the best disposition marketing in the nation. Now Michael and his brokers provide disposition, acquisition, project leasing, tenant representation, and advisory services in all major property sectors.

You may know Michael as executive producer and host of America's Commercial Real Estate Show. The popular weekly show began broadcasting in 2010 and today is heard by millions of people around the country. Michael and other respected industry analysts, economists and leading market participants share market intelligence, forecasts and success strategies. The show is available on-demand on iTunes, YouTube, and the show website, www.CREshow.com.

If you get a chance, see Michael speak at commercial real estate events around the country. Michael is a national speaker and senior instructor with Commercial Agent Success Strategies. The company provides live and on-demand streaming video training for commercial agents. Preview videos at the website, www.CommercialAgentSuccess.com.

Mr. Bull's articles have been published nationwide including in the National Real Estate Investor, France Media Publications, Atlanta Journal Constitution, Atlanta Business Chronicle, Multi-Housing News, Shopping Center Business, The Broker List, and Nation's Restaurant News.

Michael's involvement with professional organizations include CCIM Member, National Association of REALTORS, the International Council of Shopping Centers, the Real Estate Brokerage Managers Council, Atlanta Leaders Group, Real Estate Group of Atlanta, the Georgia Bankers Association, the Atlanta Press Club, the Atlanta Chamber of Commerce, the Georgia Real Estate Educators Association, Urban Land Institute, and the National Association of Real Estate Editors.

Michael lives in the Chastain Park area of Atlanta and enjoys spending time with his family, off-road performance vehicles and performance boating.

Bull Realty is a commercial real estate sales, leasing and advisory firm headquartered in Atlanta and licensed in nine Southeast states. The firm was founded in 1998 with two primary missions: to provide a company of advisors known for their integrity and to provide the best disposition marketing in the nation. Client services include disposition, acquisition, project leasing, tenant representation, asset management and consulting services. Advisors focus on specific property types including office, retail, industrial, multifamily, land, healthcare, senior housing, self-storage, automotive, hospitality and single tenant net lease properties.

The firm produces America's Commercial Real Estate Show, a national video show and podcast enjoyed by millions of people around the country. Industry analysts, leading market participants and the firm's founder Michael Bull share market intelligence, forecasts and success strategies. The show has aired every week since 2010 on iTunes, YouTube and www.CREshow.com. The firm also produces Atlanta's Commercial Real Estate Show available on AtlCREshow.com



# BROKER PROFILE

#### SNOW STREET VILLAGE | 8.5% CAP RATE









# WILL YOUNG V.P. National Retail Group



## Bull Realty Inc.

50 Glenlake Parkway, Suite 600 Atlanta, GA 30328

404-876-1640 x141 WYoung@BullRealty.com

# **Professional Background**

Will Young delivers over 11 years of commercial real estate sales and valuation experience. While he is experienced in various types of commercial properties, his primary brokerage focus is in retail investment acquisitions and dispositions throughout the Southeast.

The Rome, Georgia native graduated with a Bachelors of Business Administration in Real Estate from the University of Mississippi. Prior to working in commercial real estate sales, Mr. Young gained experience in Atlanta as a commercial real estate appraiser at Grubb & Ellis Landauer and G. Randall Hammond & Company.

Licensed as an appraiser and broker by the State of Georgia, Will has extensive knowledge with metro Atlanta's real estate market, trends and growth opportunities. He will enhance his value proposition for his clients by leveraging on the proven marketing platform and systems delivered by Bull Realty.

Will is a member of the International Council of Shopping Centers (ICSC), Atlanta Commercial Board of Realtors (ACBR) and Young Council of Realtors (YCR).

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# TEAM PROFILE -











Michael Bull, CCIM Broker Michael@BullRealty.com 404-876-1640 x101



Carine Davis
Marketing



Will Young
V.P. National Retail Group
WYoung@BullRealty.com
404-876-1640 x141



Scott Jackson Analyst





# CONFIDENTIALITY AGREEMENT

#### SNOW STREET VILLAGE | 8.5% CAP RATE

This Confidentiality Agreement ("Agreement") is made and agreed to for the benefit of the undersigned party ("Receiving Party"), the owner of the subject property (the "Seller") and undersigned broker Bull Realty Incorporated ("Broker"). Now therefore in consideration of the privileges granted to Receiving Party with respect to receiving certain confidential information, and other good and valuable consideration, the Receiving Party hereby agrees to the following:

#### I. Confidential Information:

Receiving Party will receive confidential information regarding property referred to as 671 Snow Street. Prospect agrees to not disclose to any person that the property may be available for sale or lease, or that discussions or negotiations are taking place concerning the property, nor any terms, conditions, or other facts with respect to the property, including but not limited to tenant information, lease rates, lease expirations, income and expenses, and any such possible purchase, including the status thereof. The term "person" used in this agreement shall be interpreted broadly and shall include, without limitation, any corporation, company, partnership or individual other than parties to which Broker approves in writing. Receiving Party may share information with directors, officers, employees, agents, affiliates, counsel, lending sources, accountants or representatives of Receiving Party that Receiving Party notifies of the requirements of this Agreement. Receiving Party agrees to not contact the property owner, the management, the tenants, the lender, the vendors, the insurers, the employees or the customers of any business at the site.

#### II. Acting as a Principal:

Receiving Party hereby warrants that it is acting as a principal only, and not as a broker, regarding this contemplated transaction. Receiving Party acknowledges that Broker is working an agency capacity as representing the Seller only in this transaction and is the only Broker involved in this potential transaction. Receiving Party agrees to not be involved in any arrangement to lease or purchase the property, in whole or in part, as a lender, partner, buyer of the note, buy in foreclosure, buy from bankruptcy court, or in any other manner acquire an investment in, joint venture or control of the property, unless Bull Realty, Incorporated is paid a commission at closing as per separate agreement with Seller.

This agreement will expire two years from the date hereof.

#### III. Governing Law

This Agreement shall be governed and construed in accordance with the laws of the State of Alabama.

Accepted and agreed to / /				
Receiving Party				
Signature				
Printed Name				
Title				
Company Name				
Address				
Email				
Phone				

Michael Bull, CCIM 404-876-1640 x101 Michael@BullRealty.com Will Young 404-876-1640 x141 WYoung@BullRealty.com



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