

LONG JOHN SILVER'S | CORPORATE GUARANTEE



2903 BRISTOL HWY | JOHNSON CITY, TN



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ACTIVITY ID: Z0210110**

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MARKET SUMMARY

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01

EXECUTIVE SUMMARY



LONG JOHN SILVER'S

2903 BRISTOL HWY | JOHNSON CITY, TN

EXECUTIVE SUMMARY

PRICE

\$800,000

CAP RATE

6.38%

NET OPERATING INCOME	\$51,000	GUARANTOR	Long John Silver's LLC
LEASE TYPE	Absolute Net	INCREASES	10% Increases Every 5 Years
LEASE COMMENCEMENT	1/31/2018	OPTIONS	(4) Five Year Options with 10% Increases in Each Option
LEASE EXPIRATION DATE	1/30/2033	BUILDING SIZE	2,427 SF
YEAR BUILT/EXTENSIVE REMODEL	1976 / 2010	LOT SIZE	0.36 Acres

*** NEW 15 YEAR
ABSOLUTE NET LEASE**



RENT ROLL

TENANT INFO		LEASE TERMS		CURRENT RENT	RENT INCREASES		LEASE	
NAME	SQUARE FEET	COMMENCEMENT	EXPIRATION	ANNUAL BASE RENT	DATE	ANNUAL RENT	OPTIONS	TYPE
LONG JOHN SILVER'S	2,427 SF	1/31/2018	1/30/2033	\$51,000	1/31/2023 1/31/2028	\$56,100 \$61,710	(4) 5 year options with 10% rental increases	ABSOLUTE NET





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PROPERTY OVERVIEW



LOCATION OVERVIEW

◆ CENTRAL LOCATION

This location is centrally located in Johnson City at the intersection of two major highways with access and visibility from both N Roan St & Bristol Hwy (19W).

45 national retail brands are located within 2 miles of the property including Walmart, Target, Ross & Michaels.

◆ ABSOLUTE NET LEASE

The absolute net lease structure provides the owner with a passive investment and no landlord maintenance responsibilities.

◆ NEW 15 YEAR LEASE

The 15 year absolute net lease has 10% rental increases every 5 years and four, 5 year options to renew with 10% increases in each option.

◆ CORPORATE GUARANTEE

The lease is guaranteed by Long John Silver's LLC. The iconic brand was founded in 1969 in Lexington, KY. The brand is at a three-year high on customer satisfaction and brand awareness. With nearly 1,100 units in 43 states in the United States and two countries outside of the U.S., the brand has \$530 million in annual sales and 28,000 global employees.

**Subject parcel outline is not exact*

CLOSE-IN AERIAL



LONG JOHN SILVER'S JOHNSON CITY, TN



Grand Home Furnishings



N ROAN ST

BRISTOL HWY

E OAKLAND AVE

WALLACE IMPORTS



W OAKLAND AVE



WELL POSITIONED

The property benefits from access and visibility from both N Roan St & Bristol Hwy (19W)



Parcel outline is approximate. Buyer must verify during their due diligence review



AERIAL VIEW



N ROAN ST

E OAKLAND AVE

N STATE OF FRANKLIN RD

N ROAN ST



37,480 CARS DAILY*



33,050 CARS DAILY*



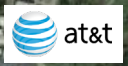
McDonald's



WALLACE IMPORTS



Little Caesars



jiffylube



chij's BARNES & NOBLE BOOKSELLERS

chico's



Michaels



SHOE CARNIVAL

Christopher Banks

Stein Mart



Gabe's



Office DEPOT
CVS pharmacy



Aaron's



* Costar 2016

PROPERTY PHOTOS



TENANT OVERVIEW

ABOUT LONG JOHN SILVER'S

An iconic American brand, Long John Silver's was founded in Lexington, KY in 1969. Since then it has grown into the largest seafood company in the U.S. The market is almost saturated with burger, pizza and chicken brands - seafood is the final frontier in QSR development.

The brand is at a three-year high on customer satisfaction and brand awareness. With nearly 1,100 units in 43 states in the United States and two countries outside of the U.S. the brand has \$530 million in annual sales and 28,000 global employees.

LONG JOHN SILVER'S POISED FOR GROWTH

"We are moving into a new era for Long John Silver's and enhancing the customer experience," said CEO James O'Reilly. "Since last year's kick off we have started to transform restaurants across the country with our new branding, introduced the drive-thru of the future, answered the call for grilled items, and updated our website."

Recently the company has seen big developments at corporate headquarters with an upgrade to larger and more contemporary space in Louisville. The company expects to open new units in the coming year including a flagship restaurant near headquarters. It will be the first restaurant to feature all the elements of the new vision.*

NAMED ON BEST PLACES TO WORK IN KENTUCKY

Long John Silver's was on the "Best Places to Work in Kentucky" list for the second consecutive year in 2017, according to the Kentucky Chamber of Commerce and the Kentucky Society for Human Resource Management. Long John Silver's employs approximately 200 employees in the Louisville-metro area and has nearly 1,000 stores across the country.

"Long John Silver's has built a family-first culture based on work/life balance, inclusivity, and recognition," said Krista Foster, Vice President of Human Resources in a press release.*

* source: www.ljsilvers.com

OF LOCATIONS:

1,100 ACROSS 43 STATES & 2 COUNTRIES 

OF EMPLOYEES:

28,000 GLOBALLY 

ANNUAL SALES:

\$530 MILLION 


86% brand awareness 

88% of the US population enjoys eating seafood 

Core menu items: fish, sandwiches, shrimp, chicken 

Three-year high on customer satisfaction 

Established training and support 

World-class marketing 





03

MARKET SUMMARY



LOCATION OVERVIEW

ABOUT JOHNSON CITY, TN

Johnson City is a city in Washington, Carter, and Sullivan counties in Tennessee, with most of the city being in Washington County. Johnson City is ranked #65 of "Best Small Place for Business and Careers" in USA by Forbes, and #5 in Kiplinger's list of "The 10 Least-Expensive Cities For Living in the U.S.A." stating the low cost of living is attributed to affordable homes and below-average utility, transportation and health-care costs.

GEOGRAPHY

Johnson City is in east Tennessee. It's known for outdoor activities at Winged Deer Park, which offers boating and disc golf, and Buffalo Mountain Park, with trails and sweeping views. Northwest of the city, Gray Fossil Site and Museum is an active Miocene-era excavation site with mastodon fossils. To the east, Sycamore Shoals State Historic Park is a former Cherokee site with a replica of 18th-century Fort Watauga.

OUTDOOR ATTRACTIONS

Hikers, bikers, and everyone in between travel from all over the country to experience the great outdoors and Johnson City's part of the Appalachian Mountains.

Buffalo Mountain Park is a 725-acre natural resource area located on the north slope of Buffalo Mountain and consists of steep topography and densely forested land. The park functions as a nature preserve primarily for hiking, picnicking, and nature programs.

The Tweetsie Trail is a rails-to-trails project traversing the former ET&WNC ("Tweetsie") railroad right-of-way between Johnson City and Elizabethton. The trail provides opportunities for walking, hiking, running, biking, etc. on a relatively flat grade in a beautiful, natural setting. When complete, the 10-mile trail will be the longest rails-to-trails project in Tennessee.



DEMOGRAPHICS

POPULATION	1 Miles	3 Miles	5 Miles
■ 2022 Projection			
Total Population	3,995	33,781	73,998
■ 2017 Estimate			
Total Population	3,715	32,003	70,776
■ 2010 Census			
Total Population	3,618	30,708	68,409
■ 2000 Census			
Total Population	3,225	28,270	61,837
■ Current Daytime Population			
2017 Estimate	10,646	49,831	104,044
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2022 Projection			
Total Households	1,932	15,337	32,250
■ 2017 Estimate			
Total Households	1,767	14,379	30,454
Average (Mean) Household Size	2.02	2.20	2.21
■ 2010 Census			
Total Households	1,713	13,750	29,196
■ 2000 Census			
Total Households	1,431	12,452	26,294
■ Occupied Units			
2022 Projection	1,932	15,337	32,250
2017 Estimate	2,196	16,414	34,445
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2017 Estimate			
\$150,000 or More	7.80%	8.84%	6.92%
\$100,000 - \$149,000	10.96%	12.53%	9.40%
\$75,000 - \$99,999	7.31%	10.20%	9.26%
\$50,000 - \$74,999	20.89%	19.40%	19.20%
\$35,000 - \$49,999	12.88%	12.90%	13.51%
Under \$35,000	40.17%	36.14%	41.72%
Average Household Income	\$68,623	\$74,280	\$65,688
Median Household Income	\$45,871	\$51,108	\$43,874
Per Capita Income	\$33,015	\$33,579	\$28,888



Population

In 2017, the population in a 5 miles radius of the subject property is 70,776. The population has changed by 14.46% since 2000. It is estimated that the population in the area will be 73,998.00 five years from now, which represents a change of 4.55% from the current year. The current population is 48.74% male and 51.26% female. The median age of the population in the area is 38.66, compare this to the US average which is 37.83. The population density in the area is 900.55 people per square mile.



Households

There are currently 30,454 households in 5 miles radius of the subject property. The number of households has changed by 15.82% since 2000. It is estimated that the number of households in the area will be 32,250 five years from now, which represents a change of 5.90% from the current year. The average household size in the area is 2.21 persons.



Income

In 2017, the median household income in the 5 miles radius of the subject property is \$43,874, compare this to the US average which is currently \$56,286. The median household income for the area has changed by 39.50% since 2000. It is estimated that the median household income in the area will be \$52,723 five years from now, which represents a change of 20.17% from the current year.

The current year per capita income in your area is \$28,888, compare this to the US average, which is \$30,982. The current year average household income in the area is \$65,688, compare this to the US average which is \$81,217.



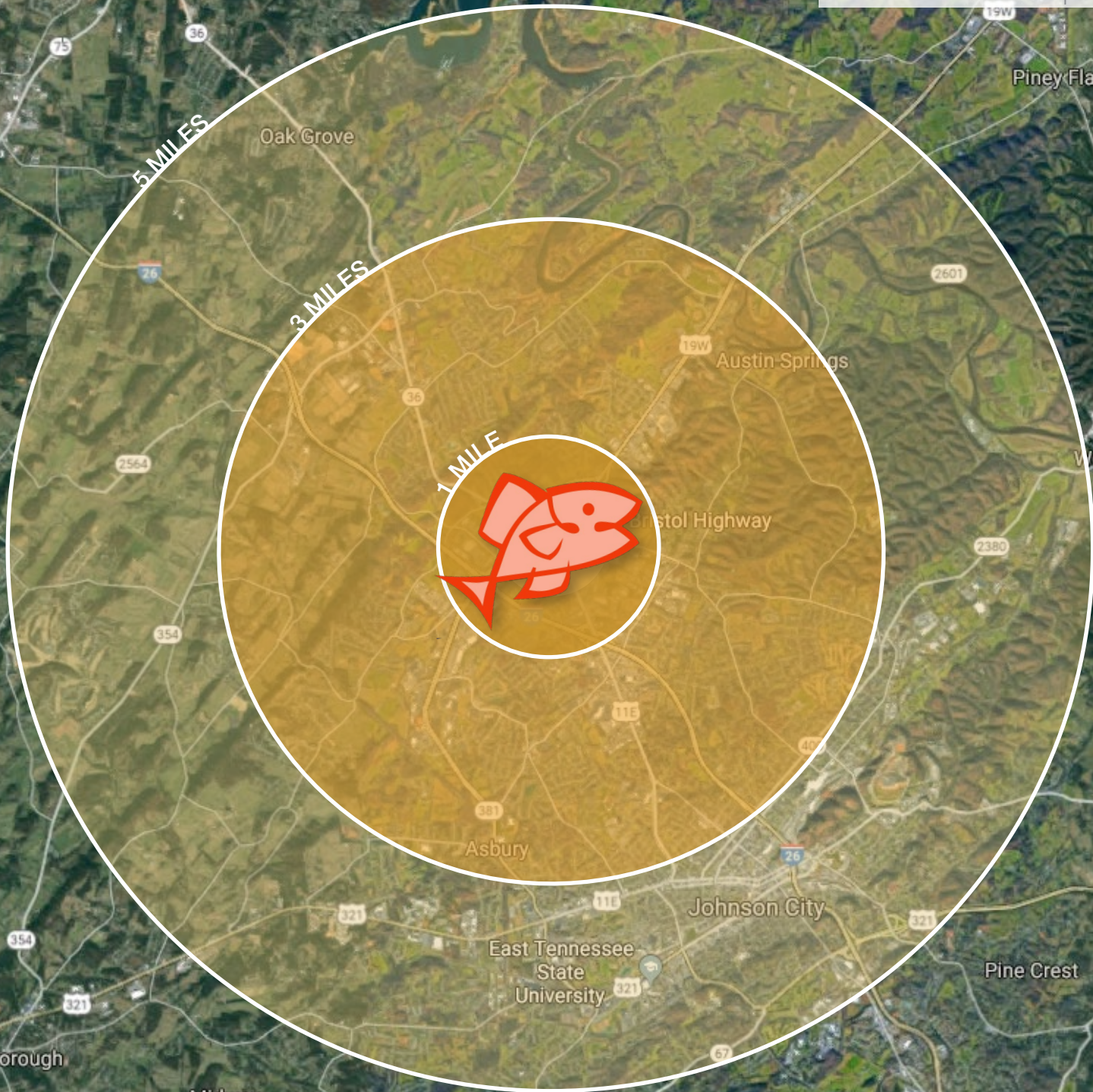
Housing

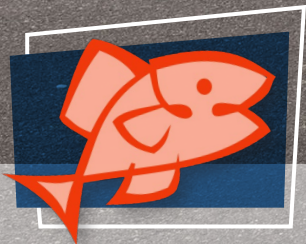
The median housing value in the radius was \$169,116 in 2017, compare this to the US average of \$193,953. In 2000, there were 15,814 owner occupied housing units in the area and there were 10,480 renter occupied housing units. The median rent at the time was \$372.



Employment

In 2017, there are 48,372 employees in the selected area, this is also known as the daytime population. The 2000 Census revealed that 62.27% of employees are employed in white-collar occupations in this geography, and 37.82% are employed in blue-collar occupations. In 2017, unemployment in this area is 5.64%. In 2000, the average time traveled to work was 19.00 minutes.





LONG JOHN SILVER'S

CORPORATE GUARANTEE

JOHNSON CITY, TN

NLR
NET LEASED RETAIL
OF MARCUS & MILLICHAP

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