

# INVESTMENT OFFERING



**SCOOTER'S COFFEE**

5331 US-231

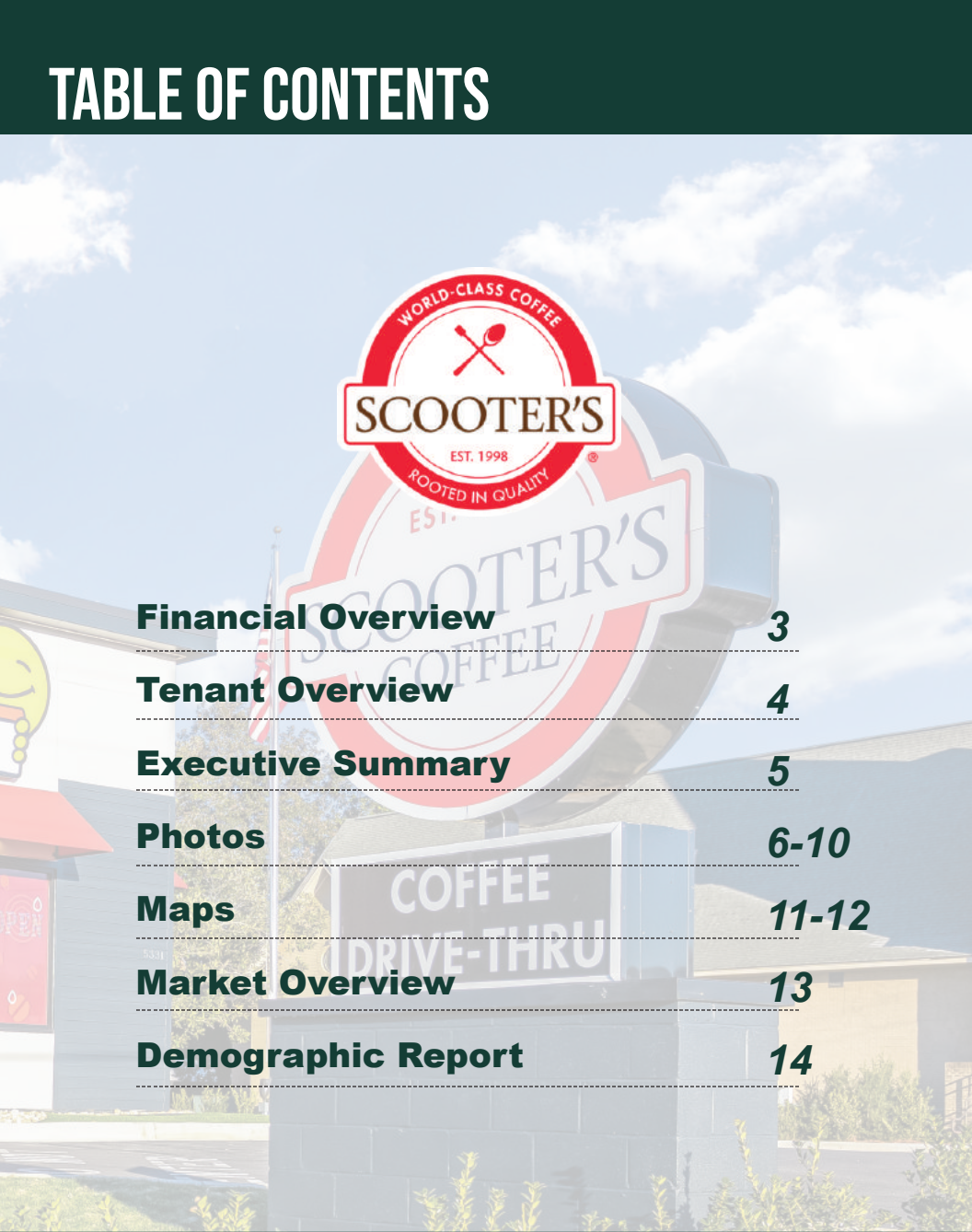
Wetumpka (Montgomery), AL 36092



ACTUAL SITE



# TABLE OF CONTENTS



|                           |              |
|---------------------------|--------------|
| <b>Financial Overview</b> | <b>3</b>     |
| <b>Tenant Overview</b>    | <b>4</b>     |
| <b>Executive Summary</b>  | <b>5</b>     |
| <b>Photos</b>             | <b>6-10</b>  |
| <b>Maps</b>               | <b>11-12</b> |
| <b>Market Overview</b>    | <b>13</b>    |
| <b>Demographic Report</b> | <b>14</b>    |

# DISCLAIMER

This Marketing Package was prepared by Wertz Real Estate Investment Services and DZ Net Lease Realty LLC ("Broker") solely for the use of prospective buyer considering the purchase of the Property within (the "Property") and is not to be used for any other purpose. Neither the Broker nor the Owner of the Property make any representation or warranty, expressed or implied, as to the completeness or accuracy of the material contained in the Marketing Package.

Prospective purchasers of the Property are advised that changes may have occurred in the physical or financial condition of the Property since the time this Marketing Package or the financial statements herein were prepared. Prospective purchasers acknowledge that this Marketing Package and the financial statements herein were prepared by Broker, and not by Owner, and are based upon assumptions or events beyond the control of both Broker and Owner, and therefore may be subject to variation. Other than current and historical revenue and operating expense figures for the Property, Owner has not, and will not, provide Broker or any prospective purchaser with any projections regarding the Property. Prospective purchasers of the Property are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

The Marketing Package is a solicitation of interest only and is not an offer to sell the Property. The Owner and Broker expressly reserve the right, at their sole discretion, to reject any or all expression of interest or offers to purchase the Property and expressly reserve the right, at their sole discretion, to terminate discussions with any entity at any time with or without notice.

The Owner shall have no legal commitments or obligations to any entity reviewing the Marketing Package or making an offer to purchase the Property unless and until such offer is approved by Owner pursuant to its Governing Authorities and the signature of the Owner or Owner's representative is affixed to a Real Estate Purchase Agreement prepared by Owner.

This Marketing Package is confidential. By accepting the Marketing Package, you agree (i) that you will hold and treat the Marketing Package and its contents in the strictest confidence, (ii) that you will not photocopy or duplicate any part of the Marketing Package, (iii) that you will not disclose the Marketing Package or any of its contents to any entity without the prior authorization of the Owner, and (iv) that you will not use the Marketing Package in any fashion or manner detrimental to the Owner or Broker.

Broker has obtained the information contained in this Marketing Package from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, changes of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice. We include projections, opinions, assumptions, or estimates for example only, and they may not represent current or future performance of the Property. You and your tax and legal advisors should conduct your own investigations of the physical condition of the Property and of the financial performance of its future Ownerships.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT BROKER FOR MORE DETAILS.

For more information contact:

John R. Wertz  
Tel: (619) 218-6427  
jwertz@wertzrealestate.com  
CA Lic No. 01448585

Greg LaBarre  
Tel: (619) 997-1242  
glabarre@wertzrealestate.com  
CA Lic. No. 02069301

Listed with Alabama broker  
DZ Net Lease Realty, LLC  
Lic. No. 98934

**WERTZ**  
REAL ESTATE INVESTMENT SERVICES

# FINANCIAL OVERVIEW

## OFFERING SUMMARY

|                      |                  |
|----------------------|------------------|
| PRICE                | \$953,846        |
| DOWN PAYMENT         | 100% / \$953,846 |
| RENTABLE SQUARE FEET | 664 SF           |
| CAP RATE             | 6.50%            |
| YEAR BUILT           | 2023             |
| LOT SIZE             | 29,953 +/- SF    |

## TENANT SUMMARY

|                         |                           |
|-------------------------|---------------------------|
| TENANT TRADE NAME       | Scooter's Coffee          |
| OWNERSHIP               | Private                   |
| LEASE GUARANTOR         | Franchisee                |
| LEASE TYPE              | Absolute NNN Ground Lease |
| LANDLORD RESPONSIBILITY | None                      |
| ORIGINAL LEASE TERM     | Fifteen (15) Years        |
| RENT COMMENCEMENT DATE  | 01/01/2024                |
| LEASE EXPIRATION DATE   | 12/31/2038                |
| TERM REMAINING ON LEASE | Fifteen (15) Years        |
| INCREASES               | 10% Every 5-Years         |
| OPTIONS TO RENEW        | (3) 5-Year Options        |
| RIGHT OF FIRST REFUSAL  | No                        |



## ANNUALIZED OPERATING DATA

| RENT INCREASES         | ANNUAL RENT | MONTHLY RENT |
|------------------------|-------------|--------------|
| Years 1-5              | \$62,000.00 | \$5,166.67   |
| Years 6-10             | \$68,200.00 | \$5,683.33   |
| Years 11-15            | \$75,020.00 | \$6,251.67   |
| Years 16-20 (Option 1) | \$82,522.00 | \$6,876.83   |
| Years 21-25 (Option 2) | \$90,774.20 | \$7,564.52   |
| Years 26-30 (Option 3) | \$99,851.62 | \$8,320.97   |
| BASE RENT              |             | \$62,000.00  |
| NET OPERATING INCOME   |             | \$62,000.00  |
| TOTAL RETURN YR-1      | 6.50%       | \$62,000.00  |

The information contained herein has been obtained from the owners or from other sources deemed reliable. We have no reason to doubt its accuracy but regret we cannot guarantee it. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. All properties subject to change or withdrawal without notice. Wertz Real Estate Investment Services, Inc.



# TENANT OVERVIEW



## SCOOTER'S COFFEE

In 1998, Scooter's Coffee was born. Co-founders Don and Linda Eckles began an amazing journey when they opened their first drive-thru coffeehouse in Bellevue, Nebraska. Their keys to success: find a great location and stay committed to high-quality drink, speed of service, and a big smile. Scooter's Coffee is fortunate to have over two decades of success due to its commitment to the original business principles and company core values.

The name Scooter's came from sticking with their mission to keeping customers by helping them "scoot in and scoot out" with quick, quality service. Today there are over 740 Scooter's Coffee Cafe and Drive Thru restaurants across 30 states. Scooter's has plans to continue their growth and expansion across the United States while vowing to remain true to their original Brand Promise: Amazing People, Amazing Drinks... Amazingly Fast!



|                             |  |
|-----------------------------|--|
| PROPERTY NAME               | Scooter's Coffee   |
| PROPERTY ADDRESS            | 5331 US-231<br>Wetumpka (Montgomery), AL 36092                     |
| PROPERTY TYPE               | Net Lease Quick Service Restaurant                                 |
| OWNERSHIP                   | Private  |
| LEASE GUARANTOR             | Franchisee   |
| TERM REMAINING ON LEASE     | Fifteen (15) Years   |
| OPTIONS TO RENEW            | (3) 5-Year Options   |
| LEASE TYPE                  | Absolute NNN Ground Lease  |
| LANDLORD RESPONSIBILITY     | None   |
| INCREASES                   | 10% Every 5-Years  |
| YEAR 1 NET OPERATING INCOME | \$62,000.00  |
| NO. OF LOCATIONS            | 600+   |
| HEADQUARTERED               | Omaha, NE  |
| WEBSITE                     | <a href="http://www.scooterscoffee.com">www.scooterscoffee.com</a> |
| YEARS IN THE BUSINESS       | Since 1998   |



# EXECUTIVE SUMMARY

## INVESTMENT OVERVIEW

The subject property is a newly constructed, extremely busy Scooter's Coffee drive-thru located in Wetumpka (Montgomery), AL. The brand new 15-year absolute NNN ground lease includes 10% rental increases every 5-years in the primary term and in the (3) five-year option periods.

With a drive-thru that is consistently wrapped around the building, this brand new Scooter's Coffee is strategically located in a dense retail trade area between two signalized intersections and directly across from a grocery anchored shopping center. The site benefits from its excellent visibility and access along US-231, which boasts over 36,000 vehicles per day. US-231 is the major thoroughfare leading to downtown Montgomery. This Scooter's is located in a very affluent part of town with average household income exceeding \$98,000 in a 5-mile radius.

National retailers in the immediate vicinity include Walmart, Wendy's, O'Reilly Auto Parts, Popeyes, Dollar General, Murphy USA, Zaxby's, Lowe's, Dollar Tree, Hibbett Sports, ALDI, Wells Fargo, Regions Bank, KFC, McDonald's, AutoZone, Dunkin' Donuts, Pizza Hut, Burger King, and many more. This is an excellent opportunity for an investor to purchase a stable, long-term investment with zero landlord responsibility.



## INVESTMENT HIGHLIGHTS

- Brand New 2023 Construction w/ Drive-Thru (Now Open)
- 15-Year Absolute NNN Ground Lease (Zero LL Responsibilities)
- 10% Rent Increases Every 5-Years in Base Term & Options
- Traffic Counts Exceed 36,000 Vehicles Per Day on US-231
- Average Household Income Exceeds \$98,000 (5-Mile Radius)
- Directly Across from Grocery Anchored Shopping Center





# AERIAL PHOTO



The information contained herein has been obtained from the owners or from other sources deemed reliable. We have no reason to doubt its accuracy but regret we cannot guarantee it. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. All properties subject to change or withdrawal without notice. Wertz Real Estate Investment Services, Inc.



# SUBJECT PROPERTY



The information contained herein has been obtained from the owners or from other sources deemed reliable. We have no reason to doubt its accuracy but regret we cannot guarantee it. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. All properties subject to change or withdrawal without notice. Wertz Real Estate Investment Services, Inc.



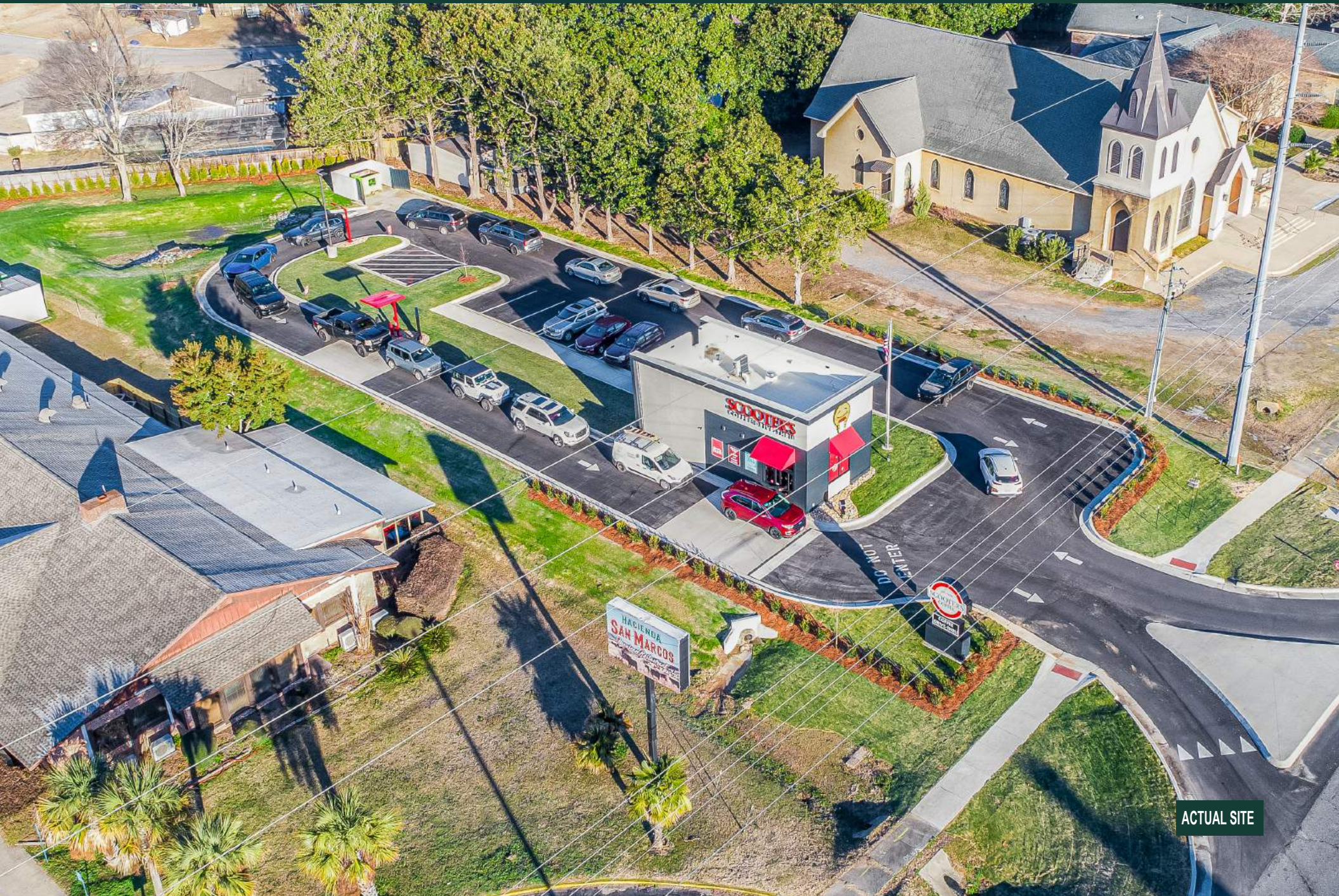
# SUBJECT PROPERTY



The information contained herein has been obtained from the owners or from other sources deemed reliable. We have no reason to doubt its accuracy but regret we cannot guarantee it. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. All properties subject to change or withdrawal without notice. Wertz Real Estate Investment Services, Inc.



# SUBJECT PROPERTY



ACTUAL SITE

The information contained herein has been obtained from the owners or from other sources deemed reliable. We have no reason to doubt its accuracy but regret we cannot guarantee it. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. All properties subject to change or withdrawal without notice. Wertz Real Estate Investment Services, Inc.



# SUBJECT PROPERTY

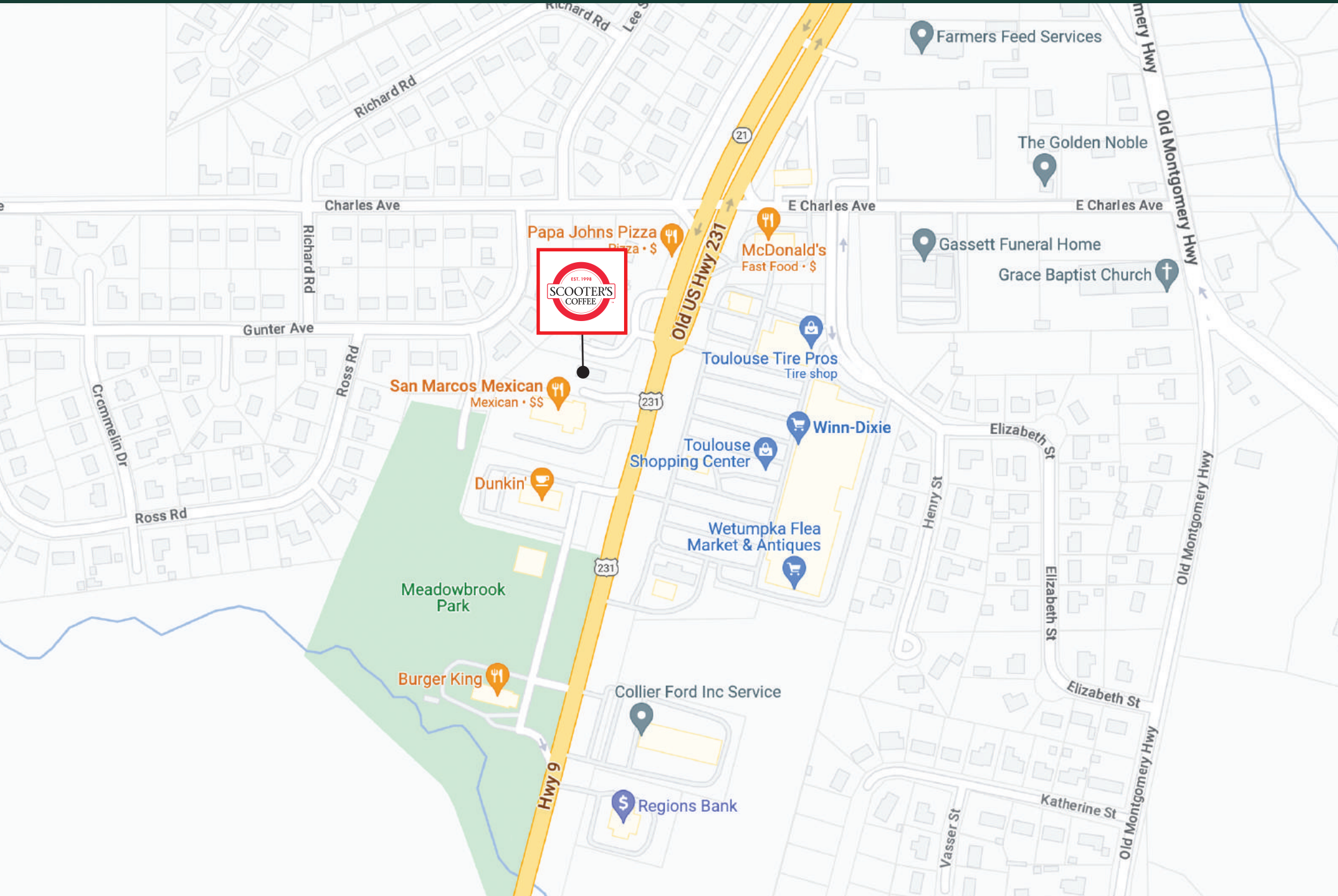
ACTUAL SITE



The information contained herein has been obtained from the owners or from other sources deemed reliable. We have no reason to doubt its accuracy but regret we cannot guarantee it. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. All properties subject to change or withdrawal without notice. Wertz Real Estate Investment Services, Inc.



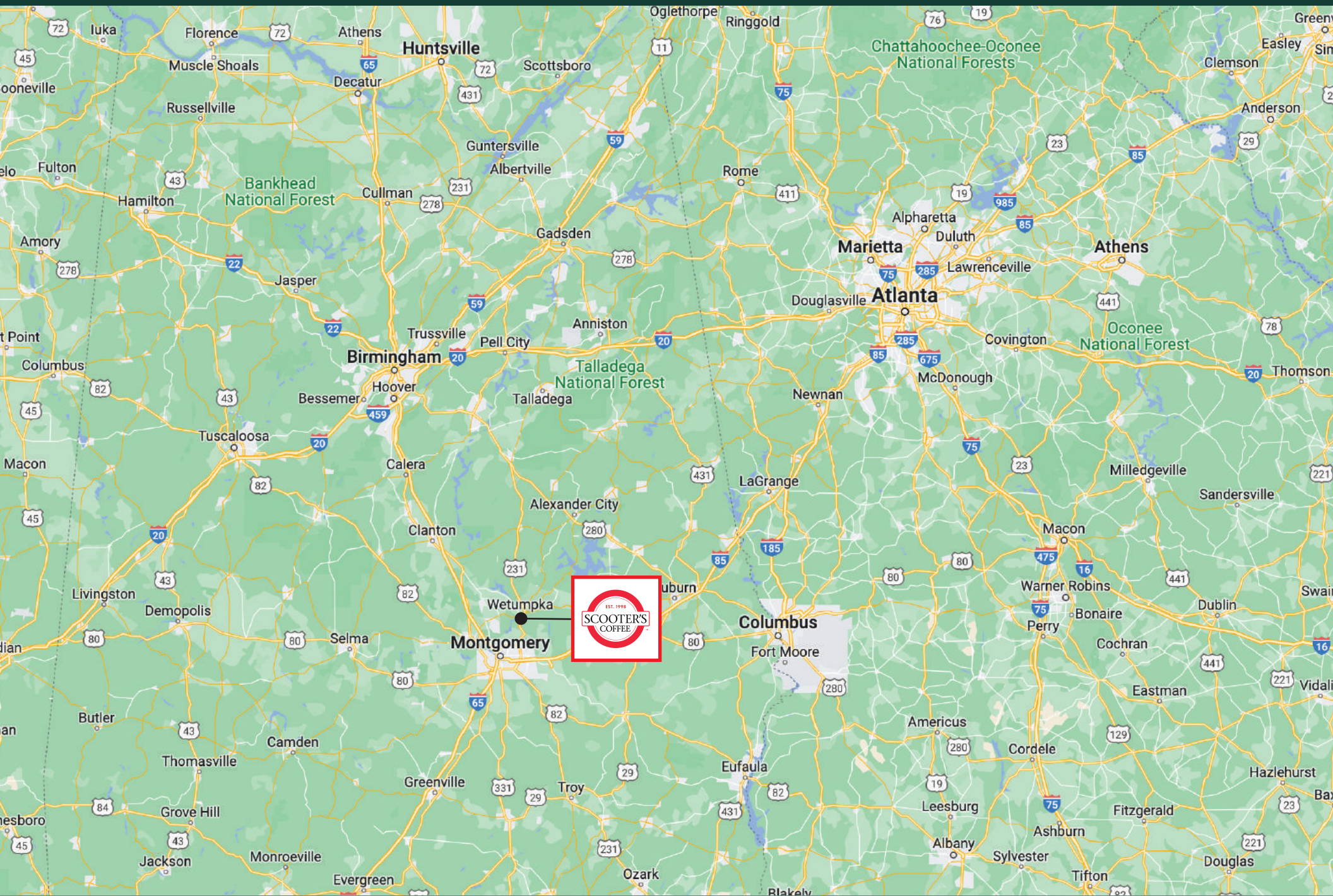
# LOCATION MAP



The information contained herein has been obtained from the owners or from other sources deemed reliable. We have no reason to doubt its accuracy but regret we cannot guarantee it. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. All properties subject to change or withdrawal without notice. Wertz Real Estate Investment Services, Inc.



# AREA MAP



The information contained herein has been obtained from the owners or from other sources deemed reliable. We have no reason to doubt its accuracy but regret we cannot guarantee it. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. All properties subject to change or withdrawal without notice. Wertz Real Estate Investment Services, Inc.



# MARKET OVERVIEW

## WETUMPKA (MONTGOMERY), ALABAMA

Wetumpka is a city located approximately 18 miles from downtown Montgomery, AL. Wetumpka identifies as "The City of Natural Beauty". Among the notable landmarks are the Wetumpka crater and the Jasmine Hill Gardens, with a full-sized replica of the Temple of Hera of Olympia, Greece. Historic downtown Wetumpka was developed on both sides of the Coosa River. Montgomery is the capital city of the U.S. state of Alabama and the county seat of Montgomery County. Named for Continental Army Major General Richard Montgomery, it stands beside the Alabama River, on the coastal Plain of the Gulf of Mexico. The Montgomery Metropolitan Statistical Area's population in 2020 was 386,047. Montgomery has been recognized nationally for its downtown revitalization and new urbanism projects. It was one of the first cities in the nation to implement SmartCode Zoning.

Due to its location along the Alabama River and extensive rail connections, Montgomery has been and continues to be a regional distribution hub for a wide range of industries. Since the late 20th century, it has diversified its economy, achieving increased employment in sectors such as healthcare, business, government, and manufacturing. Today, the city's Gross Metropolitan Product is \$12.15 billion, representing 8.7% of the gross state product of Alabama. In addition to housing many Alabama government agencies, Montgomery has a large military presence, due to Maxwell Air Force Base; public universities Alabama State University, Troy University (Montgomery campus), and Auburn University at Montgomery; two private post-secondary institutions, Faulkner University and Huntingdon College; high-tech manufacturing, including Hyundai Motor Manufacturing Alabama; and many cultural attractions, such as the Alabama Shakespeare Festival and the Montgomery Museum of Fine Arts. Two interstate highways run through Montgomery. Interstate 65 is the primary north-south freeway through the city leading between Birmingham and Huntsville to the north and Mobile to the south. Montgomery is the southern terminus of Interstate 85, another north-south freeway (though running east-west in the city), which leads northeast to Atlanta and Charlotte.



### *The Montgomery MSA*

Population Exceeds 380,000 Residents



### *Regional Distribution Hub for*

Healthcare, Business, Government, & Manufacturing Industries



### *Montgomery's Gross Metropolitan*

Product Exceeds \$12 Billion



The information contained herein has been obtained from the owners or from other sources deemed reliable. We have no reason to doubt its accuracy but regret we cannot guarantee it. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. All properties subject to change or withdrawal without notice. Wertz Real Estate Investment Services, Inc.



# DEMOGRAPHIC REPORT

ACTUAL SITE



| POPULATION               | 5 MILES | 10 MILES | 15 MILES |
|--------------------------|---------|----------|----------|
| 2028 Projection          | 13,769  | 105,221  | 312,126  |
| 2023 Estimate            | 13,363  | 103,753  | 308,331  |
| 2020 Census              | 13,093  | 103,160  | 307,564  |
| Percent Change 2020-2023 | 2.06%   | 0.57%    | 0.25%    |
| Percent Change 2023-2028 | 3.04%   | 1.42%    | 1.23%    |
| Median Age               | 41.89   | 38.65    | 37.73    |

| HOUSEHOLDS               | 5 MILES  | 10 MILES | 15 MILES |
|--------------------------|----------|----------|----------|
| 2023 Est. Avg. HH Income | \$98,240 | \$86,374 | \$86,446 |
| 2028 Projection          | 5,027    | 40,656   | 124,760  |
| 2023 Est. Households     | 4,852    | 39,860   | 122,489  |
| 2020 Census              | 4,728    | 39,418   | 121,504  |
| Percent Change 2020-2023 | 2.62%    | 1.12%    | 0.81%    |
| Percent Change 2023-2028 | 3.61%    | 2.00%    | 1.85%    |

The information contained herein has been obtained from the owners or from other sources deemed reliable. We have no reason to doubt its accuracy but regret we cannot guarantee it. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. All properties subject to change or withdrawal without notice. Wertz Real Estate Investment Services, Inc.





Wertz Real Estate Investment Services  
3138 Roosevelt Street, Suite L  
Carlsbad, CA 92008  
Tel: (619) 218-6427  
Fax: (858) 408-1830  
[www.wertzrealestate.com](http://www.wertzrealestate.com)

Listed with Alabama broker  
DZ Net Lease Realty, LLC license 98934



---

## Conclusion

After reading this consumer information booklet, you should sign a brokerage agreement that contains a statement of the services to be provided by the real estate professional. Remember, if you do not sign a brokerage agreement, by law, the licensee working with you will be considered a transaction broker. Ask your real estate licensee to clarify and explain anything in this booklet that you do not fully understand before signing a contract for real estate brokerage services. You are encouraged to sign the disclosure form and retain a copy for your records.

### Acknowledged and Accepted:

#### Seller/Landlord

By: \_\_\_\_\_ Date: \_\_\_\_\_

#### Buyer/Tenant

By: \_\_\_\_\_ Date: \_\_\_\_\_

---

# A Consumer Information Booklet

---

## What Consumers Need To Know When Working With A Real Estate Broker

Published as a public service by the Alabama Real Estate Commission and developed with the assistance of the Alabama Research and Education Center at the University of Alabama.



Revised September 8, 1998

As real estate transactions have become more complex and varied, the types of real estate brokerage arrangements available to the public have evolved to meet the changing needs of consumers entering this market. This booklet is intended to provide buyers and sellers with a description of the different types of brokerage arrangements so that consumers can choose the type of brokerage services best suited to their needs.

---

## Know Your Rights

At the initial contact between a licensee (both sales persons and brokers) and the public, the licensee shall be considered to be a transaction broker. As soon as reasonably possible and before the exchange of confidential information, Alabama law requires the licensee to provide you with a written disclosure form that describes different types of brokerage arrangements. You are encouraged to read and sign this disclosure form.

After disclosure you may then choose the type of brokerage agreement best suited to your needs. This brokerage agreement will contain a statement of the specific brokerage services the broker will provide. In the absence of a signed brokerage agreement, the transaction brokerage relationship will remain in effect. Make sure you talk to the real estate licensee with whom you are working to determine the type of services you need or will receive under alternative brokerage arrangements.

---

## Customer or Client?

The most important thing you need to know when working with a real estate licensee is whether you

are a client or a customer. A licensee owes certain duties to a client that are different from the services the licensee performs for a customer.

---

## Agent and Client

**An agent is a person who acts for or represents you in negotiations with other parties. The client or principal is the person the agent represents.** The licensee when acting as an agent must loyally represent the best interest of the client by placing the interests of the client ahead of the interests of any other party. In a real estate transaction, when a real estate salesperson is employed as an agent, the salesperson is obligated to negotiate the best price and terms for his or her client.

---

## What is a Customer?

**A customer is a person who is provided services by a real estate broker, but who is not a client of the broker.** In this case, the real estate licensee is not acting as an agent. The actual services you receive from a real estate broker depend on the arrangement that is established between you and the licensee. The different types of real estate agreements are described below.

There are basically three types of real estate brokerage relationships that can be established between the consumer and a real estate licensee: Single agency, limited consensual dual agency, and a transaction brokerage arrangement.





## Transaction Brokerage

**Transaction brokerage describes a brokerage arrangement whereby the real estate licensee assists one or more parties, who are customers, in a contemplated real estate transaction, without being the agent, fiduciary, or advocate of that party to the transaction.** This means that real

estate brokers and salespeople can act as intermediaries between buyers and sellers. With this type of brokerage arrangement, home buyers and sellers are customers and not clients of the licensees with whom they are working. The basic function of the licensee is to bring buyers and sellers together so that a real estate sale can be completed. Sellers will employ the licensee to help market their real estate by identifying qualified buyers and showing their properties to prospective purchasers. This will usually also involve advertising properties for sale in newspapers and other media. Sellers will commonly also rely on the expertise, experience, and advice of the real estate licensee to help make their property ready for sale and determine an appropriate asking price. Buyers, in turn, rely on the services of brokers to find and show them suitable real estate that they can afford and have the desired characteristics. Real estate professionals may also help consumers obtain mortgage financing as well as assist them with finalizing the real estate sale and recording the deed and other documents associated with the sale.

Transaction brokerage arrangements are usually best suited for consumers who are primarily interested in the marketing services and expertise that can be provided by real estate professionals, but who do not need an agent to represent them in the negotiations for the sale or purchase of real estate. Under transaction brokerage, the licensee must provide brokerage services to all parties honestly and in good faith and avoid showing favoritism to either buyer or seller. Alabama law also requires all licensees exercise reasonable care and skill when providing brokerage services, answer all questions completely and accurately, and present all written purchase offers to sellers promptly and in a truthful manner.

Licensees must also keep confidential any information given to them in confidence, unless disclosure of this information is required by law. For sellers, this means that licensees must answer a buyer's questions about the condition of the property completely and honestly. In addition, the buyer must be told about any hidden defects known to the licensee that could affect the health or safety of occupants.

## Single Agency

**A single agency arrangement describes a relationship whereby the real estate licensee represents only one party in a real estate sales transaction.** In the case of a single agency brokerage arrangement, the real estate licensee represents either the buyer or the seller, but not both parties to the real estate transaction. This type of brokerage arrangement is most appropriate for consumers who need the advice and negotiating skills of real estate professionals in addition to their marketing services. If a seller enters into a single agency agreement with a real estate broker, the broker is referred to as a seller's agent. Under this arrangement the broker must represent only the seller in the negotiations with buyers. Here the broker will seek the highest possible price and best possible sale terms for the seller. This type of brokerage arrangement can involve the use of subagents, especially in situations where properties are marketed through a multiple listing service.

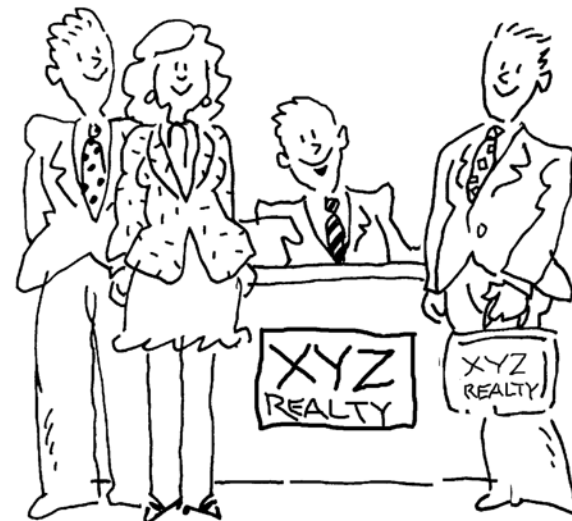
**Subagents are empowered to act for another broker in performing real estate services for that broker.** The subagent owes the same duties to the broker's client as the broker. If a broker is an agent of the seller, then the subagent is also the seller's agent. When examining properties advertised through a multiple listing service it is important for buyers to determine whether the licensee that is showing them properties is acting in the capacity of a transaction broker, seller's agent, or as a subagent of the seller.

Buyers should exercise care with respect to the information they reveal to licensees working as seller agents. For example, if you are the customer it would not be wise to tell a licensee the maximum price you would be willing to pay for a particular property when considering making

a formal purchase offer. If you are the customer, the broker's primary responsibility is to the seller. In this case, the licensee, as the seller's agent, must convey such information to the seller.

**A buyer's agent describes a real estate licensee who is employed by and represents only the buyer in a real estate transaction.** This relationship is created by a written transaction. This transaction should clearly state the service the agent will perform for the buyer as well as specify how the licensee is paid for services rendered in connection with the real estate sale. In this case, the buyer is the client or principal and the real estate broker is the agent of and represents the buyer in dealings with sellers.

This type of real estate brokerage agreement should be used when the buyer needs guidance and representation when negotiating with sellers to purchase real estate. Buyers moving to a new location and who are unfamiliar with local market conditions would be those consumers most likely to benefit from this type of agency arrangement. It is becoming increasingly common in multiple listing situations for the selling broker (a licensee working with and showing properties to the buyer) to be an agent of the buyer and the listing broker to represent the owner-seller. Here, both the buyer and seller, working through their respective agents, could negotiate at arm's length with the benefit of professional help.



## Limited Consensual Dual Agent

**Limited consensual dual agency is an agency relationship where the real estate brokerage company represents both the buyer and the seller in the same real estate transaction.** Consensual dual agency requires the licensee to obtain the written consent of both the buyer and the seller to act as their agent. The two most common circumstances where dual agency is encountered are (1) when two or more salespersons licensed under the same broker each represent a different party to the transaction, and (2) when one licensee represents both the buyer and seller in the same sales transaction.

**One major advantage of limited consensual dual agency is that it allows broader marketing opportunities than single agency arrangements.** With this type of transaction, salespeople can show houses of owners that they represent as agents to their buyer clients. Consensual dual agency is common in the larger real estate markets where real estate companies often have a large number of properties listed for sale. Many of these properties may be desirable to their buyers. With a dual agency agreement, these properties can be shown to their buyer clients.

**In the case of dual agency, the principle function of the licensee is to help both parties reach mutually satisfactory outcome to their negotiations.** The dual agent must avoid showing favoritism to either party and refrain from revealing confidential information that could prove detrimental to one side or the other. Although buyers and sellers may not benefit from the full range of services or agent loyalty that could otherwise be provided with a single agency arrangement, consensual dual agency does offer consumers more assistance and guidance than would be possible under a transaction brokerage agreement.

When considering signing a dual agency agreement, it is very important that you talk with the broker to determine the types of service that will be provided, and what types of information you will share with the broker and broker's other clients.