

# INVESTMENT OFFERING



# POPEYES

915 Concord Parkway South  
Concord (Charlotte), NC 28027



NEW PROTOTYPE LOCATION

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# POPEYES

✦ LOUISIANA KITCHEN ✦

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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.

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

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REAL ESTATE INVESTMENT SERVICES

# FINANCIAL OVERVIEW

## OFFERING SUMMARY

PRICE	\$2,500,000
DOWN PAYMENT	100% / \$2,500,000
RENTABLE SQUARE FEET	2,145 SF
CAP RATE	5.00%
YEAR BUILT	2021
LOT SIZE	33,236 SF
TYPE OF OWNERSHIP	Fee Simple

## TENANT SUMMARY

TENANT TRADE NAME	Popeyes
OWNERSHIP	Public
LEASE GUARANTOR	Franchisee
LEASE TYPE	Absolute NNN
ROOF & STRUCTURE	Tenant Responsible
ORIGINAL LEASE TERM	Twenty (20) Years
RENT COMMENCEMENT DATE	07/01/2021 (est.)
LEASE EXPIRATION DATE	06/30/2041 (est.)
TERM REMAINING ON LEASE	20-Years
INCREASES	1.5% Annually
OPTIONS TO RENEW	(4) 5-Year Options
RIGHT OF FIRST REFUSAL	No

## ANNUALIZED OPERATING DATA

RENT INCREASES	ANNUAL RENT	MONTHLY RENT
Year 1	\$125,000.00	\$10,416.67
Year 2	\$126,875.00	\$10,572.92
Year 3	\$128,778.13	\$10,731.51
Year 4	\$130,709.80	\$10,892.48
Year 5	\$132,670.44	\$11,055.87
Year 6	\$134,660.50	\$11,221.71
Year 7	\$136,680.41	\$11,390.03
Year 8	\$138,730.61	\$11,560.88
Year 9	\$140,811.57	\$11,734.30
Year 10	\$142,923.75	\$11,910.31
Year 11	\$145,067.60	\$12,088.97
Year 12	\$147,243.62	\$12,270.30
Year 13	\$149,452.27	\$12,454.36
Year 14	\$151,694.06	\$12,641.17
Year 15	\$153,969.47	\$12,830.79
Year 16	\$156,279.01	\$13,023.25
Year 17	\$158,623.19	\$13,218.60
Year 18	\$161,002.54	\$13,416.88
Year 19	\$163,417.58	\$13,618.13
Year 20	\$165,868.84	\$13,822.40

BASE RENT		\$125,000.00
NET OPERATING INCOME		\$125,000.00
TOTAL RETURN YR-1	5.00%	\$125,000.00

# TENANT OVERVIEW



## POPEYES LOUISIANA KITCHEN, INC.

Founded in New Orleans in 1972, Popeyes Louisiana Kitchen, Inc., (Nasdaq: PLKI), is one of the largest quick service restaurant chains in the world, with more than 2,600 restaurants in the U.S. and around the world. Popeyes distinguishes itself with a unique New Orleans style menu featuring spicy chicken, chicken tenders, fried shrimp, and other regional items. The chain's parent company, Restaurant Brands International Inc. ("RBI") (NYSE: QSR), operates over 24,000 restaurants in more than 100 countries with more than \$30 billion in system-wide sales. RBI owns three of the world's most prominent and iconic quick service restaurants brands - Tim Hortons, Burger King, and Popeyes.

## LEBLON FRANCHISING, LLC

Leblon Franchising Holdings holds the franchising rights for Popeyes in the Charlotte Region. This executive team consists of 65+ years of combined experience in the fields of Food and Beverage Management, Development, and Financing. With the operators having worked for Corporate Burger King in Latin America and Europe, they bring a unique expertise, background and industry understanding that not many franchisee operators possess. Their ability to successfully operate and expand has been proven not only through their continued growth and development, but the profitability of their current locations. Leblon currently has 18 Popeyes locations with Concord being their 19th. The company plans to continue their aggressive growth and open up additional locations in the years to come.

PROPERTY NAME	Popeyes
PROPERTY ADDRESS	915 Concord Parkway South Concord (Charlotte), NC 28027
PROPERTY TYPE	Net Lease Quick Service Restaurant
PARENT COMPANY	Restaurant Brands International, Inc.
OWNERSHIP	Public
LEASE GUARANTOR	Franchisee
STOCK SYMBOL	PLKI
BOARD	NASDAQ
TERM REMAINING ON LEASE	Twenty (20) Years
OPTIONS TO RENEW	(4) 5-Year Options
LEASE TYPE	Absolute NNN
LANDLORD RESPONSIBILITY	None
INCREASES	1.5% Annually
YEAR 1 NET OPERATING INCOME	\$125,000
NO. OF LOCATIONS	2,600+
HEADQUARTERED	Atlanta, GA
WEBSITE	www.popeyes.com
YEARS IN THE BUSINESS	Since 1972

# EXECUTIVE SUMMARY

## INVESTMENT OVERVIEW

The subject property is a newly constructed Popeyes drive-thru located in Concord (Charlotte), North Carolina. The brand new 20-year absolute NNN lease includes 1.5% annual rent increases in the primary term and throughout the (4) 5-year option periods. The property is strategically located in the heart of a dense retail trade area. The site benefits from its excellent visibility and frontage along one of the most heavily trafficked thoroughfares in Concord (Concord Parkway), which boasts over 42,000 vehicles per day. Additionally, within 5-miles of the subject property there are 105,000 residents with an average household income exceeding \$91,000 annually. The Concord population has been rapidly growing and is expected to grow another 7.0% over the next 5-years.

National retailers in the immediate vicinity include Chick-Fil-A, Wal-Mart, Burger King, Walgreens, KFC, Advance Auto Parts, Arby's, SunTrust Bank, Dunkin' Donuts, Bojangles, Caliber Collision, Tractor Supply Co, O'Reilly Auto Parts, Dollar Tree, Family Dollar, McDonalds, Pizza Hut, Big Lots, Jack in the Box, ALDI, Planet Fitness, GameStop, QuikTrip, T-Mobile, 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 2021 Construction (New Prototype Location)
- 20-Year Absolute NNN Lease with 1.5% Annual Rent Increases
- Traffic Counts Exceed 42,000 Vehicles Per Day on Concord Pkwy
- 105,000 Residents within 5-Miles of Subject Property
- Average Household Income Exceeds \$91,000
- 7.0% Expected Population Growth Over the Next 5-Years



# AERIAL PHOTO

**105,000 Residents  
Within 5-Miles of  
Subject Property**

**42,000 VPD**

**7% Expected  
Population  
Growth Over  
the Next 5-Yrs**

**Concord Parkway South**

**Interstate 601**

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



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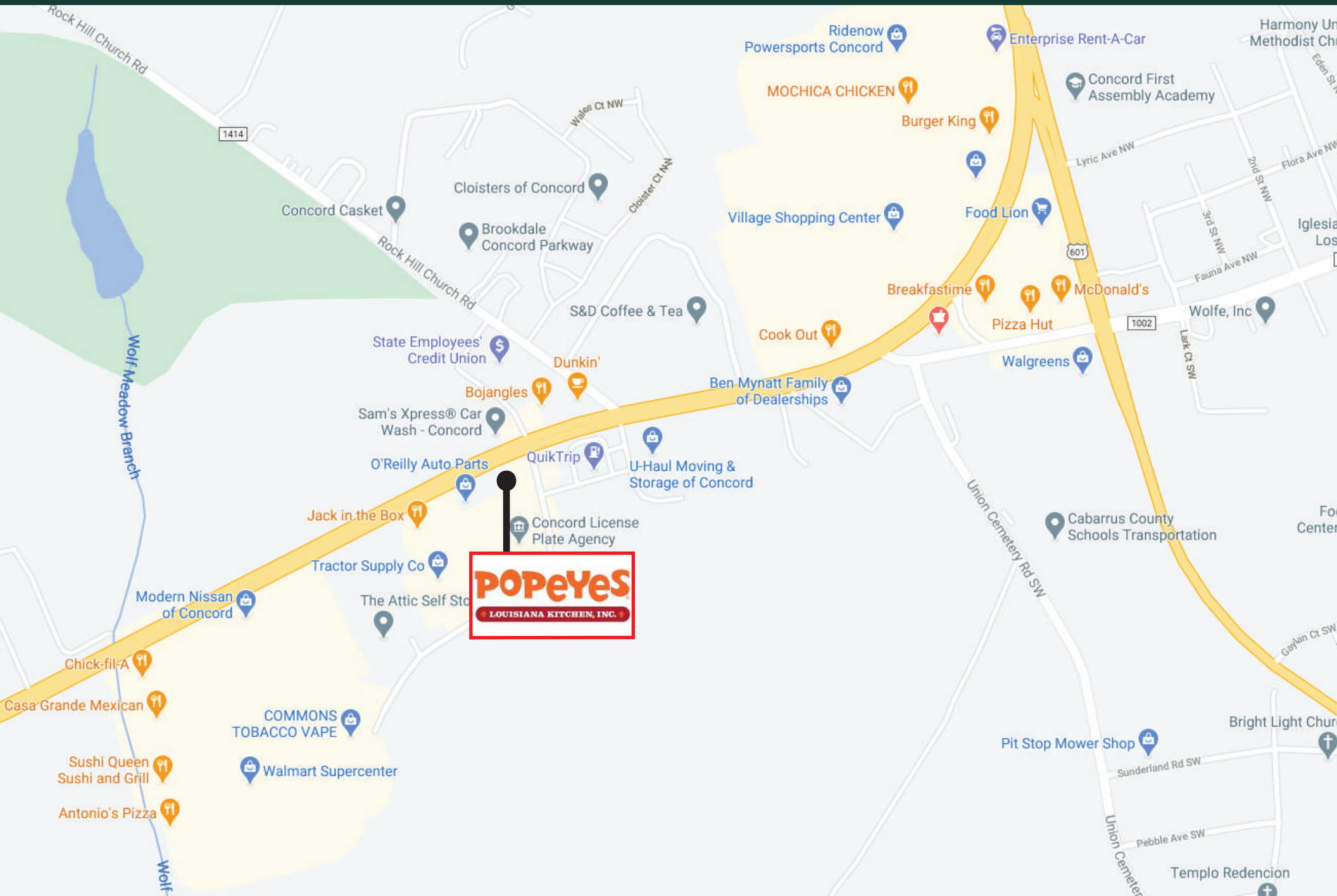
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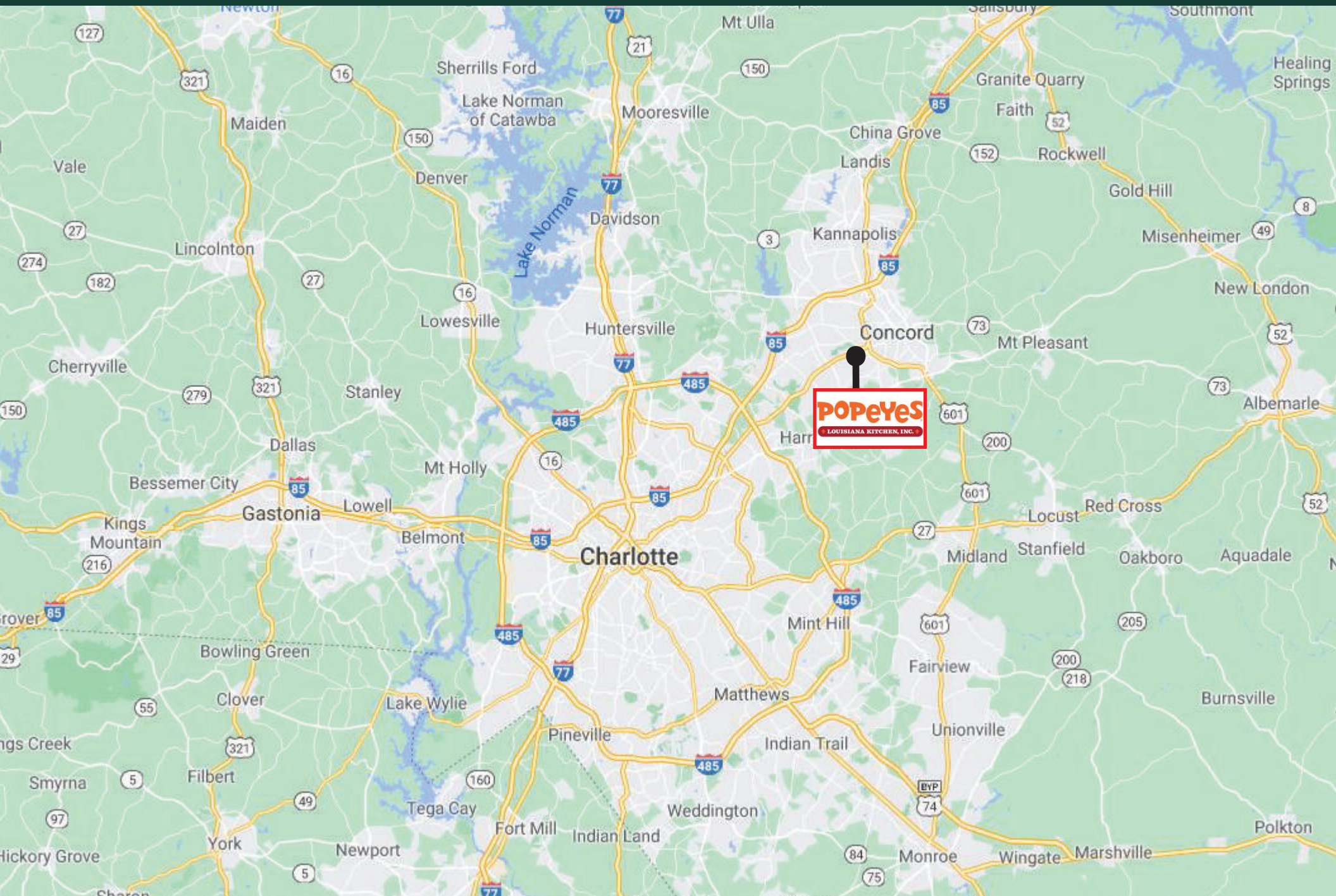


# LOCATION MAP



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# AREA MAP



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# MARKET OVERVIEW

## CHARLOTTE, NORTH CAROLINA

Charlotte is the most populous city in the U.S. state of North Carolina. Between 2004 and 2014, Charlotte was ranked as the country's fastest-growing metro area, with 888,000 new residents. Based on U.S. Census data from 2005 to 2015, Charlotte tops the U.S. in millennial population growth. It is the third-fastest-growing major city in the United States and the second-largest city in the southeastern United States.

Charlotte is home to the corporate headquarters of Bank of America, Truist Financial Corp., and the east coast operations of Wells Fargo, which along with other financial institutions has made it the second-largest banking center in the United States behind New York City. As of 2019, Charlotte has seven Fortune 500 companies in its metropolitan area.

Among Charlotte's many notable attractions, some of the most popular include the Carolina Panthers (NFL), the Charlotte Hornets (NBA), and the NASCAR All-Star Race. Charlotte is home to the US's only Formula One team, Haas F1, multiple teams and offices of NASCAR, the NASCAR Hall of Fame, and Charlotte Motor Speedway in Concord. Approximately 75% of the NASCAR industry's race teams, employees and drivers are based nearby. The large presence of the racing technology industry and the newly built NHRA dragstrip, zMAX Dragway at Concord, are influencing other top professional drag racers to move their shops to Charlotte as well. In addition to the Charlotte MSA's fast growing population, the Charlotte Douglas International Airport is the sixth busiest airport in both the U.S. and the world overall.



*3rd Fastest Growing Major City  
in the U.S. and 2nd Largest  
City in the Southeastern U.S.*



*Ranked as the Country's Fastest  
Growing Metro Area with 888K  
New Residents (2004 to 2014)*



*2nd Largest Banking  
Center in the United States  
behind New York City*



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# DEMOGRAPHIC REPORT

NEW PROTOTYPE LOCATION



POPULATION	1 MILE	3 MILES	5 MILES
2026 Projection	2,974	51,560	112,839
2021 Estimate	2,788	48,694	105,608
2010 Census	2,394	41,754	86,730
Percent Change 2010-2021	16.46%	16.62%	21.77%
Percent Change 2021-2026	6.67%	5.89%	6.85%
Median Age	37.39	37.10	37.72

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2021 Est. Avg. HH Income	\$60,371	\$83,509	\$91,781
2026 Projection	1,160	19,187	41,447
2021 Est. Households	1,099	18,153	38,936
2010 Census	982	15,728	32,505
Percent Change 2010-2021	11.91%	15.42%	19.79%
Percent Change 2021-2026	5.55%	5.70%	6.45%

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# WERTZ

REAL ESTATE INVESTMENT SERVICES

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Limited Nonresident Commercial Real Estate Broker

Listed with North Carolina broker  
David B Zacharia license 299302

## WORKING WITH REAL ESTATE AGENTS

When buying or selling real estate, you may

find it helpful to have a real estate agent assist you.

Real estate agents can provide many useful services and

work with you in different ways. In some real estate

transactions, the agents work for the seller. In others,

the seller and buyer may each have agents. And some-

times the same agents work for both the buyer and the

seller. It is important for you to know whether an agent

is representing you as **your** agent or simply assisting

you while acting as an agent of the other party.

This brochure addresses the various types of

agency relationships that may be available to you.

It should help you decide which relationship you want

to have with a real estate agent. It will also give you

useful information about the various services real estate

agents can provide buyers and sellers, and it will help

explain how real estate agents are paid.



## SELLERS

### *Seller's Agent*

If you are selling real estate, you may want to “list” your property for sale with a real estate firm. If so, you will sign a “listing agreement” authorizing the firm and its agents to represent you in your dealings with buyers as your *seller's agent*. You may also be asked to allow agents from other firms to help find a buyer for your property.

Be sure to read and understand the listing agreement before you sign it. Your agent must give you a copy of the listing agreement after you sign it.

*Duties to Seller:* The listing firm and its agents must • promote your best interests • be loyal to you • follow your lawful instructions • provide you with all material facts that could influence your decisions • use reasonable skill, care and diligence, and • account for all monies they handle for you. Once you have signed the listing agreement, the firm and its agents may not give any confidential information about you to prospective buyers or their agents without your permission so long as they represent you. But **until you sign the listing agreement, you should avoid telling the listing agent anything you would *not* want a buyer to know.**

*Services and Compensation:* To help you sell your property, the listing firm and its agents will offer to perform a number of services for you. These may include • helping you price your property • advertising and marketing your property • giving you all required property disclosure forms for you to complete • negotiating for you the best possible price and terms • reviewing all written offers with you and • otherwise promoting your interests.

For representing you and helping you sell your property, you will pay the listing firm a sales commission or fee. The listing agreement must state the amount or method for determining the sales commission or fee and whether you will allow the firm to share its commission with agents representing the buyer.

### *Dual Agent*

You may even permit the listing firm and its agents to represent you **and** a buyer at the same time. This “dual agency relationship” is most likely to happen if an agent with your listing firm is working as a *buyer's agent* with someone who wants to purchase your property. If this occurs and you have not already agreed to a dual agency relationship in your listing agreement, your listing agent will ask you to amend your listing agreement to permit the agent to act as agent for both you and the buyer.

It may be difficult for a *dual agent* to advance the interests of both the buyer and seller. Nevertheless, a *dual agent* must treat buyers and sellers fairly and equally. Although the *dual agent* owes them the same duties, buyers and sellers can prohibit *dual agents* from divulging **certain** confidential information about them to the other party.

Some firms also offer a form of dual agency called “designated agency” where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each “designated agent” to more fully represent each party.

If you choose the “dual agency” option, remember that since a dual agent’s loyalty is divided between parties with competing interests, it is especially important that you have a clear understanding of • what your relationship is with the *dual agent* and • what the agent will be doing for you in the transaction.

## BUYERS

When buying real estate, you may have several choices as to how you want a real estate firm and its agents to work with you. For example, you may want them to

represent only you (as a **buyer's agent**). You may be willing for them to represent both you and the seller at the same time (as a **dual agent**). Or you may agree to let them represent only the seller (**seller's agent** or **subagent**). Some agents will offer you a choice of these services. Others may not.

### *Buyer's Agent*

*Duties to Buyer:* If the real estate firm and its agents represent you, they must • promote your best interests • be loyal to you • follow your lawful instructions • provide you with all material facts that could influence your decisions • use reasonable skill, care and diligence, and • account for all monies they handle for you. Once you have agreed (either orally or in writing) for the firm and its agents to be your *buyer's agent*, they may not give any confidential information about you to sellers or their agents without your permission so long as they represent you. But **until you make this agreement with your buyer's agent, you should avoid telling the agent anything you would *not* want a seller to know.**

*Unwritten Agreements:* To make sure that you and the real estate firm have a clear understanding of what your relationship will be and what the firm will do for you, you may want to have a written agreement. However, some firms may be willing to represent and assist you for a time

*Continued on the back*

## FOR BUYER/SELLER

David B Zacharia 299302

Agent Name License Number

David B Zacharia

Firm Name

03.08.21

Date

## WORKING WITH REAL ESTATE AGENTS

*Agents are required to review this with you and must retain this acknowledgment for their files.*

***This is not a contract***

By signing, I acknowledge that the agent named below furnished a copy of this brochure and reviewed it with me.

Buyer or Seller Name (Print or Type)

Buyer or Seller Signature

Buyer or Seller Name (Print or Type)

Buyer or Seller Signature

Date

David B Zacharia

Firm Name David B Zacharia 299302

Agent Name License Number

### ***Disclosure of Seller Subagency***

***(Complete, if applicable)***

*When showing you property and assisting you in the purchase of a property, the above agent and firm will represent the SELLER. For more information, see “Seller's Agent Working with a Buyer” in the brochure.*

Buyer's Initials Acknowledging Disclosure: \_\_\_\_\_

as a *buyer's agent* without a written agreement. But if you decide to make an offer to purchase a particular property, the agent must obtain a written agency agreement before writing the offer. If you do not sign it, the agent can no longer represent and assist you and is no longer required to keep information about you confidential.

Be sure to read and understand any agency agreement before you sign it. Once you sign it, the agent must give you a copy of it.

*Services and Compensation:* Whether you have a written or unwritten agreement, a *buyer's agent* will perform a number of services for you. These may include helping you • find a suitable property • arrange financing • learn more about the property and • otherwise promote your best interests. If you have a **written** agency agreement, the agent can also help you prepare and submit a written offer to the seller.

A *buyer's agent* can be compensated in different ways. For example, you can pay the agent out of your own pocket. Or the agent may seek compensation from the seller or listing agent first, but require you to pay if the listing agent refuses. Whatever the case, be sure your compensation arrangement with your *buyer's agent* is spelled out in a buyer agency agreement before you make an offer to purchase property and that you carefully read and understand the compensation provision.

#### **Dual Agent**

You may permit an agent or firm to represent you **and** the seller at the same time. This “dual agency relationship” is most likely to happen if you become interested in a property listed with your *buyer's agent* or the agent's firm. If this occurs and you have not already agreed to a dual agency relationship in your (written or oral) buyer agency agreement, your *buyer's agent* will ask you to amend the buyer agency agreement or sign a separate agreement or document permitting him or her to act as agent for both you and the seller. It may be difficult for a *dual agent* to advance the interests of both the buyer and seller. Nevertheless, a *dual agent* must treat buyers and sellers fairly and equally.

Although the *dual agent* owes them the same duties, buyers and sellers can prohibit *dual agents* from divulging **certain** confidential information about them to the other party.

Some firms also offer a form of dual agency called “designated dual agency” where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each “designated agent” to more fully represent each party.

If you choose the “dual agency” option, remember that since a *dual agent's* loyalty is divided between parties with competing interests, it is especially important that you have a clear understanding of • what your relationship is with the *dual agent* and • what the agent will be doing for you in the transaction. This can best be accomplished by putting the agreement in writing at the earliest possible time.



#### **Seller's Agent Working With a Buyer**

If the real estate agent or firm that you contact does not offer *buyer agency* or you do not want them to act as your *buyer agent*, you can still work with the firm and its agents. However, they will be acting as the *seller's agent* (or “subagent”). The agent can still help you find and purchase property and provide many of the same services as a *buyer's agent*. The agent must be fair with you and provide you with any “material facts” (such as a leaky roof) about properties.

But remember, the agent represents the seller—not you—and therefore must try to obtain for the seller the best possible price and terms for the seller's property.

Furthermore, a *seller's agent* is required to give the seller any information about you (even personal, financial or confidential information) that would help the seller in the sale of his or her property. Agents must tell you *in writing* if they are *seller's agents* before you say anything that can help the seller. But **until you are sure that an agent is not a seller's agent, you should avoid saying anything you do not want a seller to know.**

*Sellers' agents* are compensated by the sellers.

David B Zacharia

#### **Disclosure of Seller Subagency (Complete, if applicable)**

When showing you property and assisting you in the purchase of a property, the above agent and firm will represent the **SELLER**. For more information, see “Seller's Agent Working with a Buyer” in the brochure. Agent's Initials Acknowledging Disclosure: DBZ

(Note: This brochure is for informational purposes only and does not constitute a contract for service.)

The North Carolina Real Estate Commission  
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919/875-3700 • Web Site: [www.ncrec.gov](http://www.ncrec.gov)  
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