

Visionworks®

klnb Capital
Markets

OFFERING MEMORANDUM



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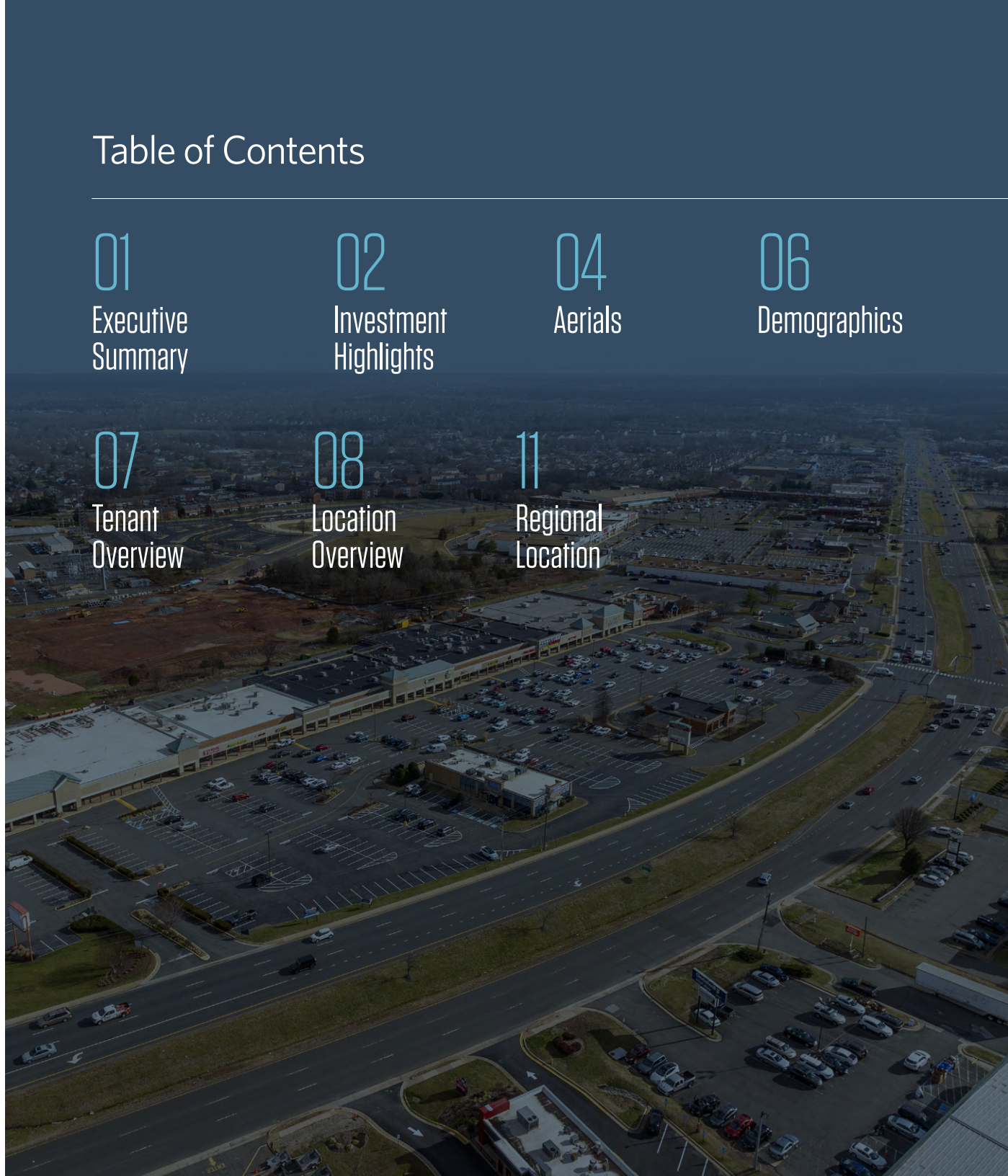
Regional
Location

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THE OFFERING

Tenant	Visionworks	Lease Type	NNN
Price	\$2,640,000	Lease Commencement	5/1/1999
Cap	6.25%	Lease Expiration	4/30/2029
GLA	3,000	Increases	Yes; See Below
Lot Size	0.64 Acres	Options	One ; 5 Year
Year Built	1968 / 1999		

*Pricing is on analysis year starting 05/01/2024. Seller agrees to credit the Buyer the delta in rent if closing occurs prior to 05/01/2024.

PRICE
\$2,640,000

CAP RATE
6.25%

LOT SIZE
0.64 Acres

YEAR BUILT
1968 / 1999

LEASE TYPE
NNN



RENT SCHEDULE

Lease Year	Date	Annual Rent	% Increase	Rent/SF
Base Rent	Current - 4/30/24	\$160,000	-	\$53.33
	05/1/2024 - 04/30/2029	\$165,000	-	\$55.00
Option Terms	<i>Five-Year Option</i>			
	5/1/29 - 4/30/2034	\$169,950	3.00% / 5 Yr.	\$56.65



DEMOGRAPHIC HIGHLIGHTS

3-MILE



90,921 RESIDENTS



\$124,475 AVERAGE HOUSEHOLD INCOME



0.32% POPULATION GROWTH/YR

ACCESSIBILITY



SUDLEY ROAD
39,000 VPD

Investment Highlights



Dominant Location for Growing Visionworks Brand

- » Strong corporate guarantee from Visionworks of America, Inc.; founded in 1988 with 711+ locations throughout 40 U.S. States. According to AMBEST Credit Rating Agency, Visionworks has a Financial Strength Rating of A- (Excellent) and Long-Term Issuer Credit Rating of "a-" (Excellent) – most recently upgraded in June-2023
- » Top Performing location with 25.7k visits in the last 12 months. This ranks 5th out of 13 locations in Virginia, according to Placer. Ai. Visionworks' visitation exceeded the nearest competition, America's Best Contacts, located 1/2 mile from this location, which only received 18k visits



Lengthy Operating History and Tenant Commitment

- » Visionworks has been operating onsite since 1999 with a recent option extension in Jan-2024, furthering their commitment to this location
- » Tenant has previously exercised three option periods since their original commencement and currently has term through Apr-2029 with one 5-year option remaining
- » Visionworks is responsible for all operating expenses for their parcel, offering a hands-off ownership approach and passive income stream



Street Facing Outparcel to Westgate Shopping Center

- » Visionworks is a well located outparcel to Westgate Shopping Center, with in-place junior anchors Inova Health Systems and Banfield Pet Hospital and recent anchor lease executions with Onelife Fitness, Goodwill, and KPOT Korean BBQ. The new retailers are set to open in 2024 and account for 88,247 SF or 52% GLA of the larger center
- » Excellent visibility and signalized access via Sudley Road (39,000 VPD) and Crestwood Drive (5,800 VPD). Visionworks has multiple points of access along Sudley Road with a primary direct right-in prior to intersection. There is additional access to the larger shopping center along the Lomond Drive (15,000 VPD) entrance at the northwest of the center, providing additional access to Visionworks

Investment Highlights



Accessibility to Major Economic Drivers

- » Adjacent to Lomond Village – a 13-acre development project under construction by Ryan Homes, delivering 154 condominium units directly northeast of Westgate Shopping Center
- » Insulated submarket with major economic drivers, including Micron Technology (2 miles away) which recently announced a \$3 billion expansion of their manufacturing facility – first phase of construction was completed in 2021
- » 1.5 Miles from I-66 (141,000 VPD) with direct access to Sudley Road via exit 47: I-66 is the primary highway connecting Washington DC to the Northern Virginia suburbs



Unbeatable Local Demographics

- » Extraordinarily dense residential base with 22,682 residents within 1-mile. The larger shopping center is proximate to the Westgate Apartments & Townhomes (795 Units), directly northeast of the property, which provides seamless walkability to Visionworks and the shopping center amenities
- » Wealthy demographic make-up in an expanded trade area, Avg HH income of \$124,991 within a three-mile radius, which is set to grow to \$140,432 by 2028



Established Submarket in Low Vacancy Corridor

- » High-residual pad site with proven leasing demand in the Submarket. Single tenant freestanding retail has a 98% occupancy rate within a three mile radius and only one available pad-site for lease, a 7,400 SF building located 1.4 miles away



Aerials

Birds Eye - North



BULL RUN PLAZA

Giant Marshalls®

DICK'S Sporting Goods

five BELOW

ROSS DRESS FOR LESS

PETSMART

PROMENADE AT MANASSAS

THE HOME DEPOT

planet fitness

ASHLEY

oh! Market

66

1 MILE

Lowe's

amazon fresh

SKY ZONE

AutoZone

SUDLEY MANOR SQUARE

WASHINGTON DC

BEST BUY

Burlington

BOB'S DISCOUNT FURNITURE

SUDLEY TOWNE PLAZA

WESTGATE SHOPPING CENTER

goodwill

Banfield PET HOSPITAL

Onelife FITNESS

Panera BREAD®

Public Storage

Inova

VIRGINIA NATIONAL BANK®

LOMOND VILLAGE

154 TOWNHOME CONDO UNITS UNDER CONSTRUCTION

SUDLEY ROAD


39,000 [2022 ADT]

Visionworks






PORTSMOUTH STATION



REGENCY
FURNITURE SHOWROOMS



my family, my family, dollar.

FESTIVAL AT MANASSAS



ALWAYS FRESH & LOW PRICES



LL Flooring

MANAPORT PLAZA



Gabe's

Advance! Auto Parts!



MCKAY USED BOOKS



OPENING 2024



OPENING 2024

Visionworks

LOMOND VILLAGE
154 TOWNHOME CONDO UNITS
UNDER CONSTRUCTION



PACIFIC DENTAL SERVICES
OPENING 2024



Banfield PET HOSPITAL



Panera BREAD



VIRGINIA NATIONAL BANK



Inova



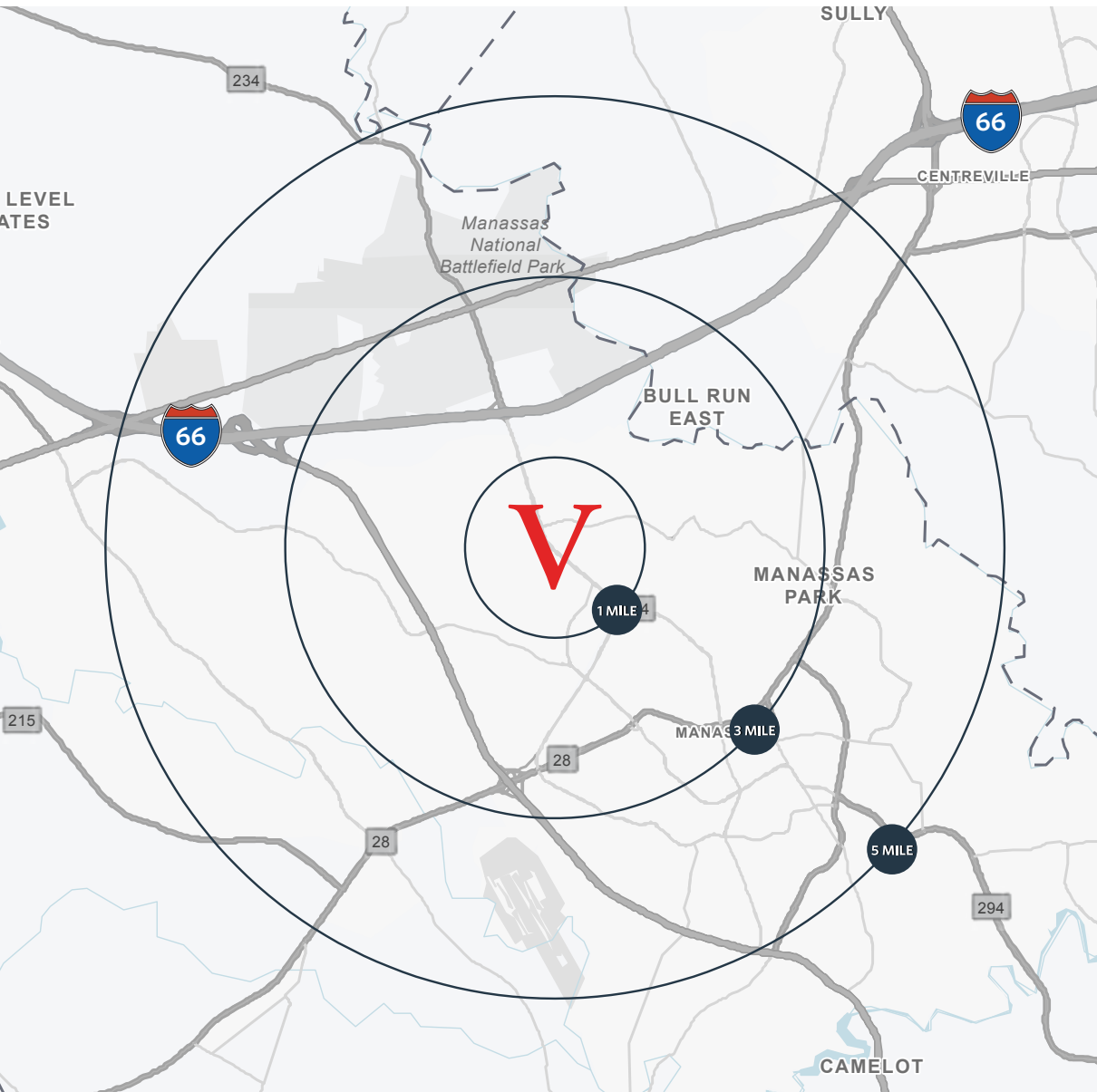
Onelife FITNESS
OPENING 2024

SUDLEY ROAD





39,000
[2022 ADT]





Demographics



2023 Demographic Summary

	1 MILE	3 MILE	5 MILE
 Total Population	22,514	90,921	196,022
 Average Household Income	\$98,369	\$124,475	\$146,004
 Households	7,413	28,300	61,866
 Daytime Population	20,870	94,469	173,583

2023 - 2028 Projected Annual Growth Summary

 Population	0.45%	0.32%	0.31%
 Average Household Income	2.64%	2.38%	2.26%

Tenant Overview

Visionworks is a comprehensive eye care and eyewear retail chain that provides a wide range of vision-related services. Offering eye exams, prescription glasses, contact lenses, and a variety of eyewear accessories, Visionworks aims to meet the diverse eye care needs of its customers with a focus on providing quality eye care services. Visionworks employs skilled optometrists and offers a broad selection of eyeglass frames and lenses from popular brands.

In 2019, Visionworks was sold to VSP Vision Care, an international vision care health company with over 80 million members. The largest in the United States, VSP Vision Care has over 34,000 locations in the world – primarily serving The US, Australia, Canada, Ireland and UK markets. AMBEST global credit agency updated Visionworks' Financial Strength Rating to A- (Excellent) and Long-Term Issuer Credit Rating to "a-" (Excellent) as of June-2023.

The Westgate Shopping Center Visionworks is guaranteed by Visionworks of America, Inc.

Visionworks®

visionworks.com
vspvision.com

NO. OF LOCATIONS:

750+

NO. OF EMPLOYEES:

8,500+

YEAR FOUNDED:

1988

"VSP Vision has reported increasing profitability ratios with operating returns on equity outpacing the peer composites."

- AMBEST Credit Rating



Located approximately 25 miles from Washington D.C., Manassas operates as an independent city within the commonwealth of Virginia. Containing a population of 43,000 residents, Manassas is an appealing bedroom community which can be attributed to the low costs, high quality of living, and ease of access to Washington D.C. Manassas is connected through multiple highly trafficked roadways, including I-66 (130,000 VPD), I-95 (118,000 VPD), and the Virginia Railway Express, which is planning to double ridership by 2040. In addition, as an enticing location for business, Manassas is home to several Fortune 500 companies, such as Lockheed Martin, BAE Systems, and Micron Technology. **Micron, the largest employer in Manassas with 1,500+ associates, recently announced plans to start a \$3 billion project to expand their manufacturing facility and create over 1,100 jobs by 2030,**

which is supported by roughly \$70 million provided by the State of Virginia. Micron delivered their first phase of construction in December 2021 – creating over \$2 million in tax revenues. As one of Virginia’s quickest growing cities with a 13.1% growth since 2010, Manassas is experiencing a tremendous influx of new housing developments which will further densify the community. Notable recent developments include The Landing at Cannon Branch, which delivered 274 townhomes and a Tru Hotel by Hilton, The Village at Manassas Park, a 2-level, 1-car garage condominium neighborhood just off the VRE Station, delivering 300+ units, and Jefferson Square – an 84-unit townhome project – all of which are located within 3-miles of Westgate Shopping Center. Directly north of the property is the construction of Lomond Village – a 13-acre, 154 condominium community being constructed by Ryan Homes.



Prince William County

Totalling approximately 350 square miles, Prince William County is well positioned at the epicenter of Northern Virginia's 1.6-million-person workforce. The county is bounded by the Potomac River to the east, Fairfax and Loudoun Counties to the north, Fauquier County to the west and Stafford County to the south. Home to more than 465,000 residents, Prince William County has experienced 15%+ population growth since 2010, quickly becoming the community of choice for businesses and residents in the area. Many of these new residents are attracted to the county's superior location - where approximately 75% of northern Virginia's workforce lives within a 40-minute commute. Additionally, it is ranked within the 20 wealthiest counties in the United States, boasting a median household income of nearly \$113,000.

Due to its proximity to Washington, DC and the federal government, Prince William County has historically outperformed the nation in terms of both economic and employment metrics. Prince William County, as recent as July 2023, had an unemployment rate of 2.5%, below the national average of 3.5%. Additionally, Prince William County is AAA rated by all three major credit agencies due to the stable financial outlook, healthy reserves, and sound fiscal management. Of the 3,100 counties in the United States, only 48 possess this distinction of receiving the highest quality credit ratings by all three agencies. Prince William County also enjoys extensive highway access via Interstate 95, Interstate 66 and Jefferson Davis Highway, allowing commuters to traverse the greater Washington, DC area with ease.

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Prince William County Fairgrounds. The Prince William County Fair is the largest County Fair in the state of Virginia. Photo: Jim Markham.



With a population of over six million, the Washington, D.C. MSA includes the District of Columbia, the seat of the United States Government, as well as 22 counties and jurisdictions within Maryland and Virginia. The region has remained one of the best performing economies in the US, with a median household income of \$100,000. This is largely helped by being one of the most dynamic economies in the US, driven by a highly educated workforce, with more than 50% possessing a bachelor's degree or higher. Within city lines are major educational institutions, such as Georgetown University, George Washington University, and Catholic University. The D.C. area is also a bustling business metropolis, playing host to numerous Fortune 500 companies spanning a wide array of industries, including Amazon, Lockheed Martin, General Dynamics, and Capital One. The Greater Washington region is also one of two metropolitan regions in the U.S. with three world-class airports: Washington Dulles International Airport (IAD), Baltimore/Washington International Thurgood Marshall Airport (BWI), and Ronald Reagan Washington National Airport (DCA).

The Greater Washington region has gained more than 300,000 jobs since 2000, one of the highest numbers of any metropolitan region in the country and has consistently maintained unemployment rates below the national average (3.9% in 2021) This large increase in employment is supported by the highly educated workforce employed in several prevalent industries, including government, biotechnology, science & engineering, defense contracting, and tourism.

The City of Washington D.C. has largely been characterized by its presence and influence on the national and international political sphere. Backed by one of the most resistant and stable economies globally, Washington D.C. has seen steady population growth of over 120,000 since 2010, totaling over 705,000 residents. Of this population, there has been a notable increase of young professionals calling the city home, as the number of residents ages 25-44 has increased from 55.4% to 61.5 % over the last 10 years.

#1

Largest Metropolitan Area in South Atlantic Division

#6

Largest Metropolitan Statistical Area in the Nation

17

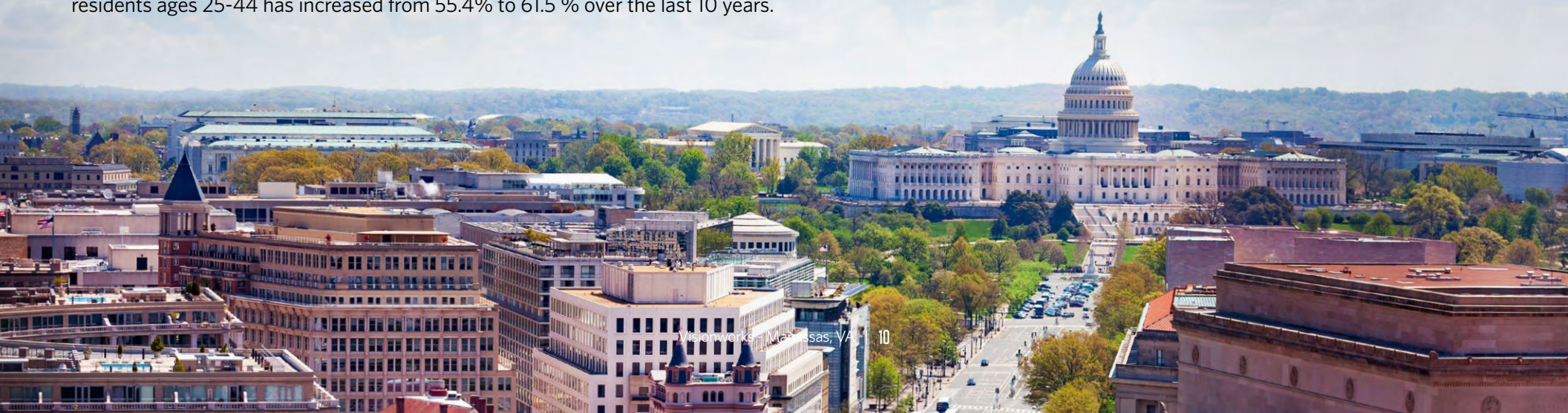
Fortune 500 Company HQs within 25 Miles of DC

3

World Class Airports (BWI, DCA & IAD)

705,000

New Residents Since 2010



Regional Location



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