



**Retail
Investment Opportunity**
Offering Memorandum

22211 State Hwy 181 Fairhope, AL 36532

Publix-Anchored Pad Site | 2026 Construction | Affluent Baldwin County Community



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Exclusively Listed By

Hutt Cooke | Broker of Record | Broker Lic. No. 000168807 - 0 (AL)
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In Conjunction With

Garrett Cox | Co-Listing Broker | B4 Properties, LLC | Associate
License Number: 000127146-0 | (251) 487-1752

Property Overview



\$3,674,400

List Price

±15 Years

Lease Term Remaining

NNN

Lease Type

6.00%

Cap Rate

±1.09 AC

Lot Size

2026

Year Built

Investment Highlights

Lease & Location Highlights

- 2026 built-to-suit for Advance Auto Parts
- 15 Year NNN lease with limited landlord responsibilities and a 10% bump in year 10
- 5-mile population in excess of 55,051 residents
- Extremely strong population growth of 5.36% annually over the past 5 years and projected 14.47% annual growth over the next 5 years
- Robust average household income of \$135,801 (5 mile)
- Subject property is a Publix outparcel with other new development including Express Oil Change, Culver's, and 7 Brew on the other pads
- Subject property is located in Baldwin County, one of the top 10 fastest growing counties in the country

Tenant Highlights

- Advance Auto Parts (NYSE: AAP) is one of the nation's largest automotive aftermarket parts providers, serving both professional installers and do-it yourself customers.
- Lease is corporate guaranteed by Advance Stores Company, Inc. (S&P Rated BB)
- Considered an essential retailer, Advance Auto Parts has maintained consistent operations and rent payments, including throughout the COVID-19 pandemic.

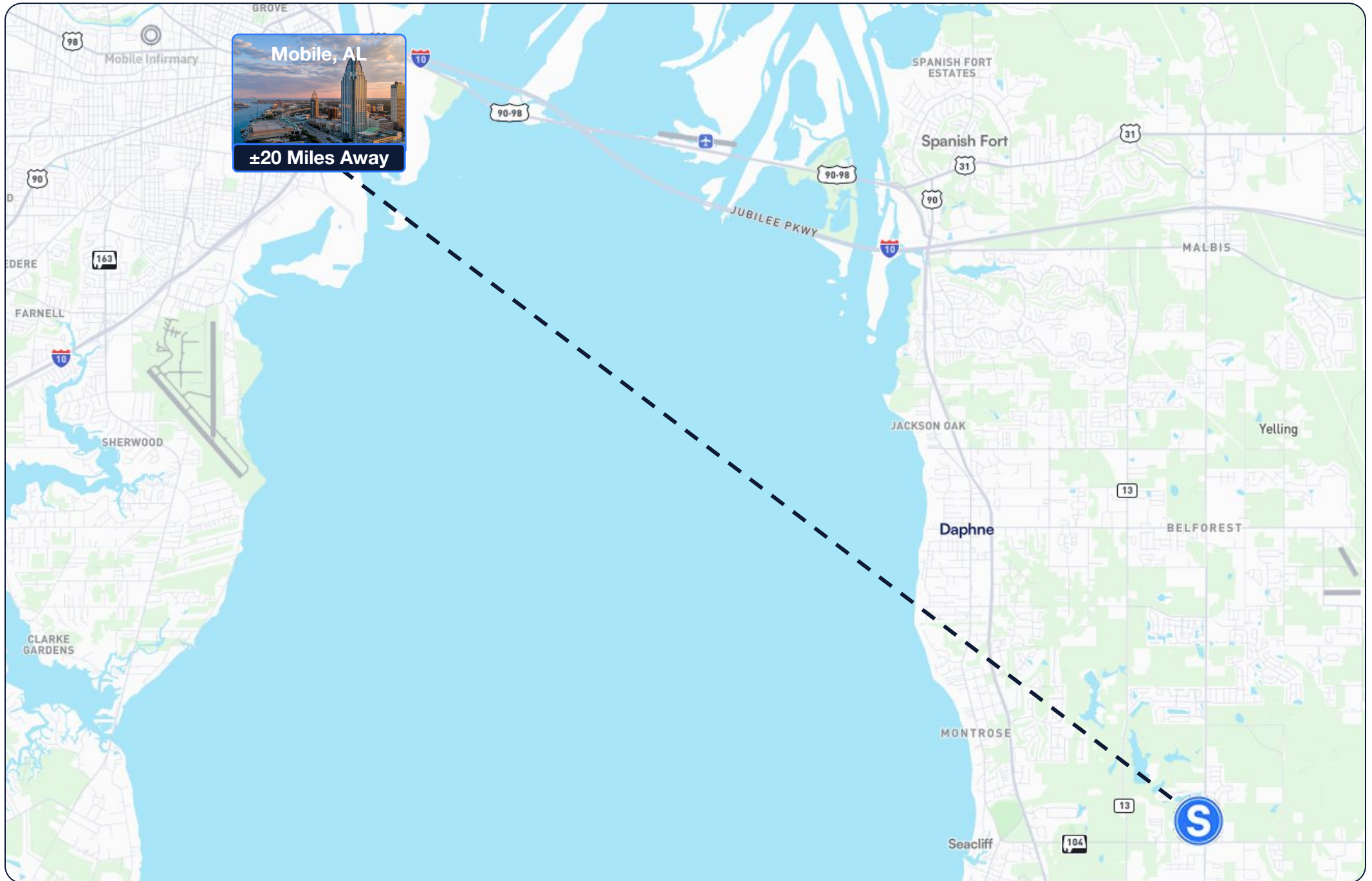
Aerial Map



Aerial Map



Aerial Map



Property Photos



Financial Summary



\$3,674,400

List Price

6.00%

Cap Rate

2026

Year Built

±28,000 VPD

Hwy 104 & Hwy 181

\$220,464

NOI

Tenant Summary

Tenant Trade Name	Advance Auto Parts
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NNN
Landlords Responsibilities	Slab and Structure
Original Lease Term	15 Years
Rent Commencement Date	8/15/2026
Lease Expiration Date	8/31/2041
Term Remaining on Lease	±15 Years
Increases	10% In Year 11 & In Options
Options	Five, 5-Year Options Remaining

Annualized Operating Data

Lease Year	Monthly Rent	Annual Rent	Cap Rate
Current	\$18,372.00	\$220,464.00	6.00%
Year 11-15	\$20,224.83	\$242,697.96	6.61%
Option 1	\$22,247.32	\$266,967.84	7.27%
Option 2	\$24,472.05	\$293,664.60	7.99%
Option 3	\$26,919.25	\$323,031.00	8.79%
Option 4	\$29,611.18	\$355,334.16	9.67%
Option 5	\$32,572.30	\$390,867.60	10.64%

Tenant Overview

Year Founded
1932

Headquarters
Raleigh, NC

Ownership Status
Publicly Traded

Employees
±62,800

Locations
±4,700

Credit Rating
S&P: BB+

Annual Revenue
\$9.09 Billion



Tenant Overview

Advance Auto Parts, Inc. is a leading automotive aftermarket parts retailer with a nationwide presence serving both professional installers and do-it-yourself consumers. As one of the largest operators in the auto parts retail segment, the company benefits from strong brand recognition, a diversified customer base, and a long operating history dating back to the early 20th century. Its scale, established supply chain, and dual-channel retail strategy position it as a key participant in a resilient industry driven by ongoing vehicle maintenance needs.

Founded in 1932 and headquartered in Raleigh, North Carolina, Advance Auto Parts is a publicly traded company listed on the New York Stock Exchange under the ticker AAP. The company operates approximately 4,300–4,800 locations across the United States, Canada, Puerto Rico, and the U.S. Virgin Islands, including both corporate stores and independently operated locations. Advance Auto Parts employs over 62,000 individuals and maintains a significant footprint through its Advance Auto Parts and Carquest brands. The company is generally rated below investment grade, with an approximate S&P credit rating of BB+ (non-investment grade), and does not maintain a widely published Moody's rating.

Why Invest in Advance Auto Parts?

- **Trusted National Brand:** A widely recognized name in the automotive aftermarket with over ±4,700 stores and an expansive network of Carquest and independent locations.
- **Stable Revenue and Market Demand:** Generates over \$9 billion in annual revenue, supported by resilient demand across DIY and professional customer segments
- **Operational Restructuring Underway:** A multi-year transformation plan—focused on store optimization, cost reduction, and supply chain consolidation—is expected to enhance margins and long-term profitability.
- **Strategic Refocus via Asset Sale:** The \$1.5 billion divestiture of its Worldpac unit strengthens the balance sheet and allows focus on core retail operations.
- **Credit Ratings with Upgrade Potential:** Currently rated BB+ (S&P) and Ba3 (Moody's) with stable liquidity and restructuring initiatives offering potential for future improvement.
- **Tailwinds from Aging Vehicle Fleet:** The increasing average vehicle age in the U.S. supports long-term demand for aftermarket parts and services.
- **Retail Adaptability:** Leveraging digital platforms, loyalty programs, and customer analytics to drive engagement and sales efficiency.

Fairhope, AL

Market Demographics

48,093

5-Mile Population

\$145,387

Average HH Income

4%

Retail Vacancy Rate

80%

Homeownership Rate



Local Market Overview

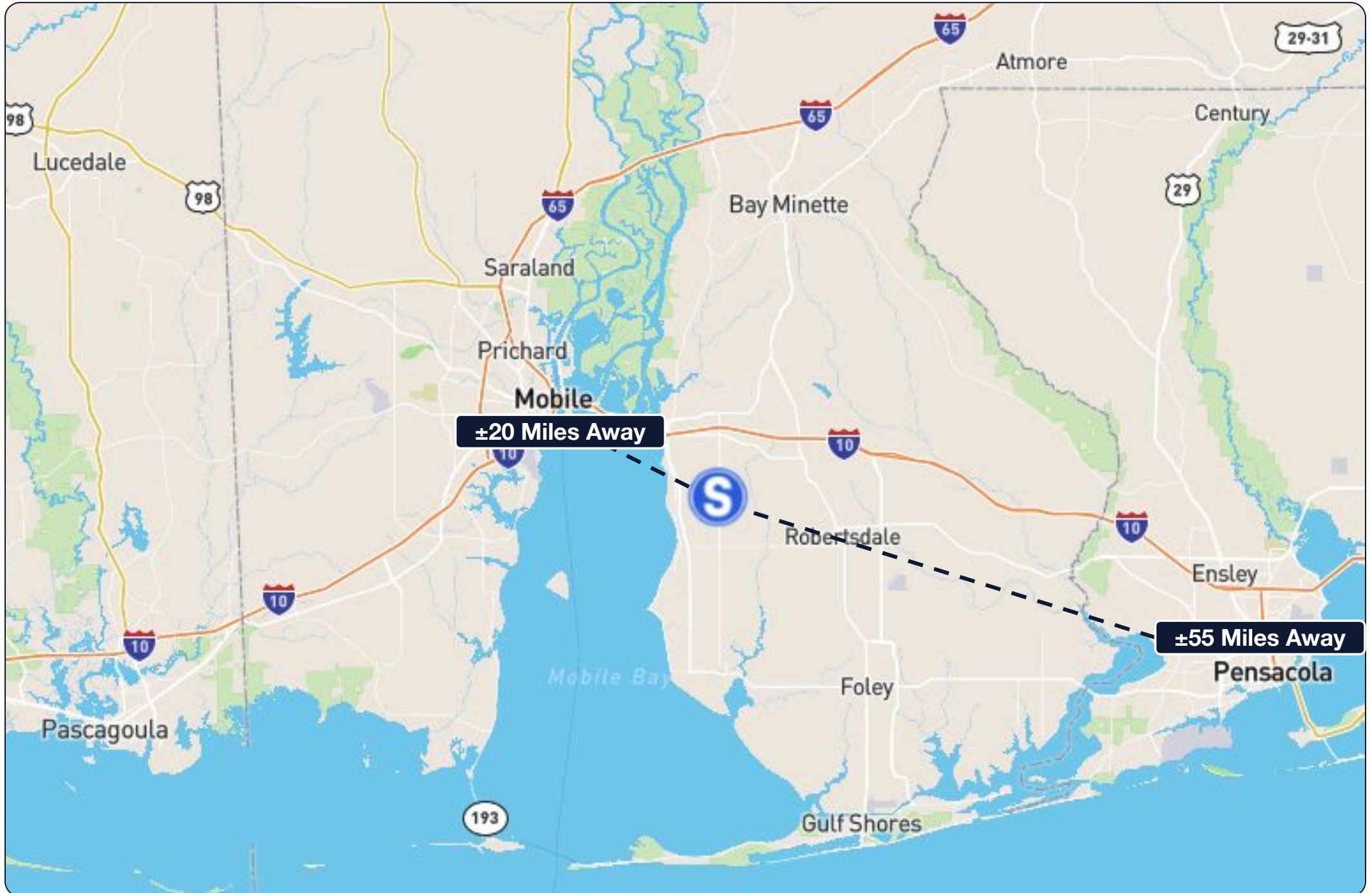
Fairhope, Alabama is one of the Gulf Coast's most desirable residential and lifestyle-oriented communities, positioned along the eastern shoreline of Mobile Bay within the rapidly expanding Baldwin County market. The city has experienced substantial population growth over the past decade as retirees, professionals, and remote workers continue relocating to the area for its coastal setting, high quality of life, and strong household incomes. Fairhope benefits from proximity to both Mobile, Alabama and Pensacola, Florida, while maintaining a smaller-scale environment known for walkability, local retail corridors, waterfront amenities, and established residential neighborhoods. Strong educational attainment levels, elevated homeownership rates, and continued residential development support long-term economic stability and consumer spending throughout the market.

The broader Eastern Shore region continues to attract investment tied to healthcare, aerospace, tourism, logistics, and professional services industries. Baldwin County ranks among the fastest-growing counties in Alabama, creating sustained demand for housing, retail services, and commercial development. Fairhope's appeal is further supported by waterfront recreation, boutique shopping districts, and access to regional transportation infrastructure including Interstate 10, the Port of Mobile, and Gulf Coast airports. The market's combination of affluent demographics, coastal accessibility, and diversified employment drivers continues positioning Fairhope as one of Alabama's premier residential and investment markets.

Property Demographics

Population	3-Mile	5-Mile	10-Mile
Five-Year Projection	23,302	55,051	125,867
Current Year Estimate	20,104	48,093	112,378
2020 Census	19,132	45,739	111,674
Growth Current Year-Five-Year	15.91%	14.47%	12.00%
Growth 2020-Current Year	5.08%	5.15%	0.63%
Households	3-Mile	5-Mile	10-Mile
Five-Year Projection	8,984	21,466	48,557
Current Year Estimate	7,890	19,006	43,879
2020 Census	7,471	18,040	43,582
Growth Current Year-Five-Year	13.86%	12.94%	10.66%
Growth 2020-Current Year	5.61%	5.36%	0.68%
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$145,387	\$135,801	\$125,973

Regional Map





4th Largest City In Alabama

2nd Most Populous County In The State

Baldwin County

Baldwin County, located along Alabama's Gulf Coast, is known for its rich history, scenic waterfront communities, and thriving tourism industry. Neighboring Mobile, home of the oldest Carnival celebration in the United States, the area shares deep historical roots dating back to the French colonial era. From Fort Morgan Historic Site and the Fairhope Museum of History to the many historic districts and cultural landmarks found throughout the county, there are plenty of opportunities for residents and visitors to explore the region's unique heritage and coastal character.

Entertainment abounds in Baldwin County. Residents can enjoy live performances at OWA Theater, coastal festivals, and community events held throughout Fairhope, Foley, Daphne, and Gulf Shores. Shoppers relish the variety of retail destinations available, including Tanger Outlets Foley, Eastern Shore Centre, and numerous locally owned boutiques. Outdoor enthusiasts savor access to Gulf State Park, Mobile Bay, and the white-sand beaches of Gulf Shores and Orange Beach. Foodies enjoy the expansive selection of fresh Gulf seafood, waterfront dining, and diverse culinary experiences found throughout the county.

Convenient to Interstate 10 and several major state highways, commuting throughout Baldwin County and the surrounding Gulf Coast region is simple. Residents enjoy easy access to Mobile Regional Airport, Pensacola International Airport, and the Port of Mobile. The county's location along the Gulf Coast provides convenient connections to major employment centers, regional attractions, and countless recreational opportunities.

Baldwin County is one of the fastest-growing counties in Alabama and has become a major economic engine for the Gulf Coast region. The area benefits from a diverse economy supported by tourism, healthcare, aerospace, manufacturing, logistics, and professional services. Continued residential and commercial development has fueled strong job growth and business investment, while expanding infrastructure projects support the county's long-term economic outlook. Economic development initiatives throughout Baldwin County continue to attract new businesses and encourage expansion among existing employers, helping strengthen the local economy, broaden the tax base, and enhance opportunities for residents throughout the region.

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 22211 State Hwy 181, Fairhope, AL, 36532 ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

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2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

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