



CAPTAIN D'S

695 US-31 | Hartselle, AL 35640

Retail
Investment Opportunity
Offering Memorandum



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Exclusively Listed By



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Captain D's

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Investment Highlights

Property Highlights

- **Strong Highway 31 Retail Corridor** – Strategically positioned along US Highway 31, Hartselle's primary commercial corridor seeing around 24,680 vehicles per day, providing excellent visibility and accessibility.
- **Strong Retail Synergy** – Positioned between a Walmart and Kroger, this property benefits from a strong concentration of national retailers. Recent additions to the Highway 31 corridor, including Starbucks and Express Oil Change & Tire Engineers, further reinforce the area's continued retail investment and drive consistent consumer traffic.
- **Absolute NNN Lease** – Zero landlord responsibilities, offering a truly passive investment with the tenant responsible for all property operating expenses.
- **Proximity to Huntsville MSA** – Located approximately 30 minutes from Huntsville, one of the fastest-growing metropolitan areas in the Southeast, benefiting from regional population and employment growth.
- **Long-Term Control Through Renewal Options** – Tenant has four (4), five-year renewal options, providing the potential for more than 22 additional years of occupancy beyond the current term, subject to tenant exercise.
- **Established National Tenant** – Long-standing Captain D's location serving the Hartselle community from a highly visible freestanding site with drive-thru functionality.
- **Excellent Regional Access** – Less than three miles from I-65, allowing the property to capture both local and interstate traffic throughout North Alabama.




± 44,830 VPD




Hartselle
Downtown


UNITED STATES
POSTAL SERVICE


SONIC


CITGO


TIDAL WAVE
AUTO SPA

± 24,680 VPD


31


CAPTAIN D'S
SEAFOOD KITCHEN

Subject Property


Drake
Eye Center


Arby's


TSC TRACTOR
SUPPLY CO.


MAVIS
DISCOUNT
TIRE


CVS pharmacy


Wendy's


planet
fitness


Pizza Hut




PNC


ZAXBY'S


Walgreens


cricket
wireless


ups

Crestwood Shopping Center
 KROGER  PET SUPPLIES PLUS
 MCDONALD'S  HARBOR FREIGHT
QUALITY TOOLS LOWEST PRICES 


JJ'S


TDI


BURGER
KING


Ford



695 US-31
Hartselle, AL 35640

±3,021 SF
GLA

2007
Year Built

±24,680
Vehicles Per Day

Absolute NNN
Lease Type



Financial Overview

Captain D's

695 US-31 | Hartselle, AL 35640



Financial Overview

\$1,521,142

List Price

7.00%

Cap Rate

±1.31 AC

Lot Size

Property Details

Tenant	Captain D's
Rent Commencement	01/08/2009
Lease Expiration	01/31/2029
Original Lease Term	20 Years
Lease Term Remaining	±2.5 Years
Options Remaining	Four, 5-Years
Lease Type	Absolute NNN
NOI	\$106,480
Rent Increases	10% Every 5 Years (Feb-2029)
Right of First Refusal (ROFR)	Yes - 10 Days

Annualized Operating Data

Term	Monthly Rent	Annual Rent	Increase	Cap Rate
Years 16 – 20	\$8,873	\$106,480	10%	7.00%
Option 1	\$9,760	\$117,128	10%	7.70%
Option 2	\$10,736	\$128,840	10%	8.47%
Option 3	\$11,810	\$141,724	10%	9.32%
Option 4	\$12,991	\$155,897	10%	10.25%



Tenant Overview

Year Founded
1969

Headquarters
Nashville, TN

Locations
535+

States
23



Tenant Overview

Captain D's is a Nashville-based fast-casual seafood restaurant chain founded in 1969. The brand operates and franchises more than 500 restaurants and is currently owned by middle-market private equity firm Centre Partners, which acquired the company in 2022. Captain D's specializes in affordable, made-to-order seafood and operates through a mix of corporate and franchised restaurants.

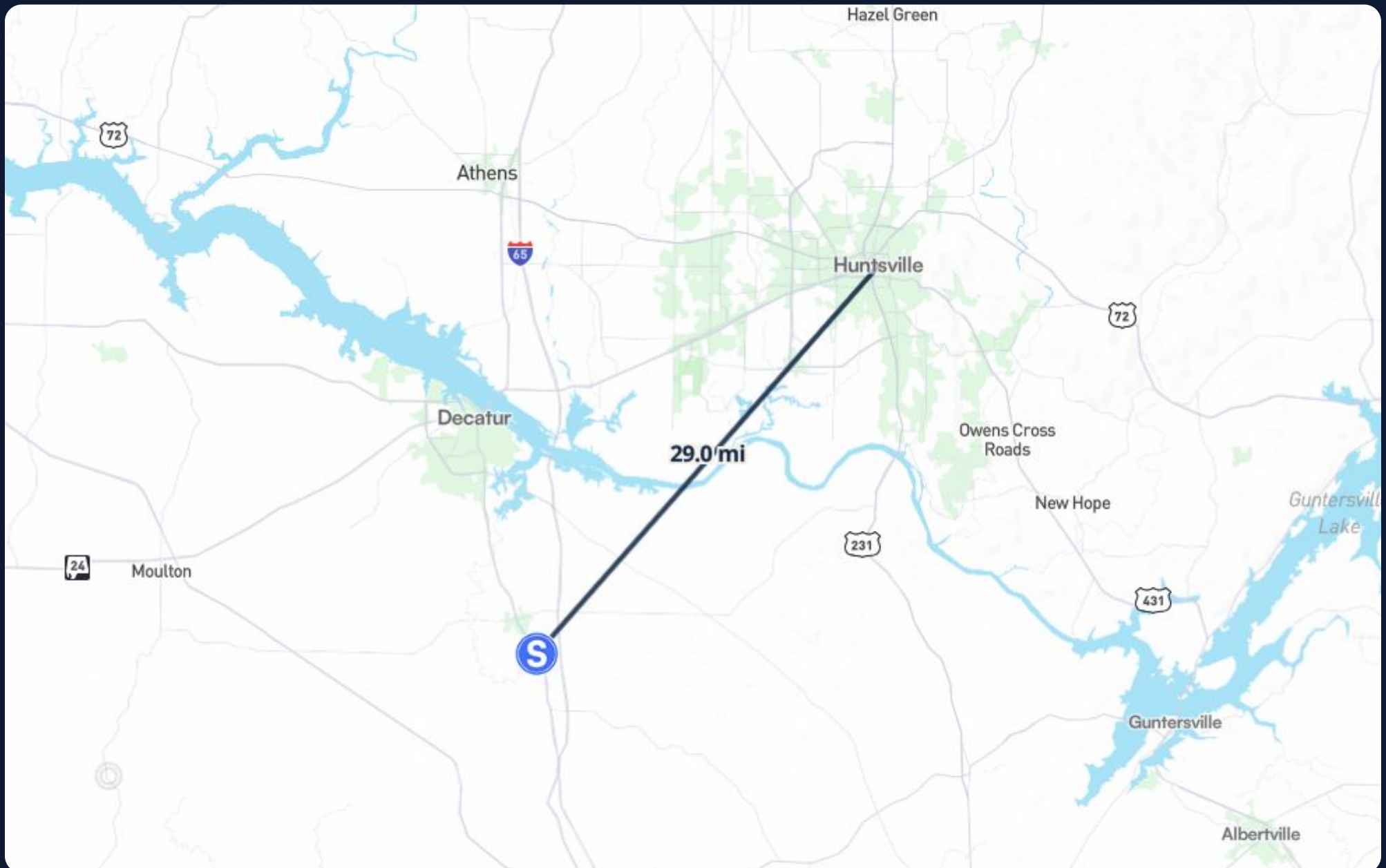
Why Invest in Captain D's?

- Established National Brand: More than 55 years of operating history and 500+ locations provide meaningful brand recognition and operating scale.
- Experienced Institutional Ownership: Backed by Centre Partners, which previously owned Captain D's from 2013–2017 and reacquired the company in 2022, providing familiarity with the business and restaurant sector.
- Significant Systemwide Sales: Captain D's generated an estimated \$548 million of U.S. systemwide sales in 2024 across approximately 530 units.
- Franchise & Corporate Operating Model: The network includes both franchised and company-operated restaurants, providing diversified operating participation and supporting continued expansion.
- Continued Expansion: The company continues to open restaurants and target new markets, including recent expansion in Texas and Florida.

Market Overview

Captain D's

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Hartselle, AL

Local Market Overview

Hartselle, Alabama, is a charming small city located in Morgan County in the heart of North Alabama. Founded in the late 19th century as a railroad town, Hartselle has grown into a thriving community while maintaining its strong sense of Southern hospitality and historic character. The city is often recognized for its beautiful downtown district, which features locally owned shops, restaurants, and historic buildings that reflect its rich heritage. With a population of just over 15,000 residents, Hartselle offers a welcoming atmosphere that combines the benefits of small-town living with convenient access to larger cities such as Huntsville, Decatur, and Birmingham.

Known as the “City of Southern Hospitality,” Hartselle places a strong emphasis on community, education, and quality of life. The city is home to highly regarded public schools, numerous parks, and recreational facilities that support family-friendly activities throughout the year. Annual events, festivals, and local traditions help foster a close-knit community spirit, while ongoing economic development has attracted new businesses and industries to the area. Its strategic location along Interstate 65 and its blend of historic charm, modern amenities, and affordable living continue to make Hartselle an attractive place to live, work, and visit in North Alabama.



Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	4,777	75,130	172,453
Current Year Estimate	4,670	70,249	153,695
2020 Census	4,423	59,514	112,549
Growth Current Year-Five-Year	2.29%	6.95%	12.20%
Growth 2020-Current Year	5.58%	18.04%	36.56%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	1,666	30,972	68,850
Current Year Estimate	1,567	28,157	59,878
2020 Census	1,558	23,281	43,389
Growth Current Year-Five-Year	6.29%	10.00%	14.98%
Growth 2020-Current Year	0.61%	20.94%	38.00%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$55,674	\$62,500	\$81,317

Huntsville, AL MSA

Market Demographics



218,814

Total Population

\$70,778

Median HH Income

92,000

of Households

50%

% Bachelor's Degree

38.4

Median Age

\$265,000

Median Property Value

Local Market Overview

Huntsville, Alabama, often hailed as "Rocket City," is a unique blend of Southern charm and high-tech sophistication, nestled in the Appalachian region of northern Alabama. Its roots stretch back to 1805, predating Alabama's statehood, and it has since evolved from a quiet cotton town to a bustling metropolis that plays a pivotal role in the fields of aerospace and technology. The city's dramatic transformation began in the mid-20th century, largely due to its selection as the site for the U.S. Army's rocket and missile programs.

The heart of Huntsville's modern identity is the U.S. Space & Rocket Center, a Smithsonian Affiliate and the earth's largest space museum. This iconic facility not only serves as an educational cornerstone, offering visitors a glimpse into the past, present, and future of space exploration, but it is also home to Space Camp, where aspiring astronauts of all ages come to learn and dream. The city's commitment to space and science is mirrored in the high concentration of engineers and PhD holders residing here, contributing to its reputation as a smart city where innovation thrives.

Beyond its achievements in aerospace, Huntsville boasts a vibrant cultural and economic landscape that continues to attract new residents and businesses from across the nation. The city features a thriving downtown district, a growing arts community, and numerous parks and outdoor recreation areas, including Monte Sano State Park and the scenic Tennessee River. Huntsville's strong economy is supported by major employers such as NASA's Marshall Space Flight Center, Redstone Arsenal, and a wide range of technology and defense contractors. Combined with its highly rated schools, affordable cost of living, and diverse population, Huntsville has become one of the fastest-growing cities in the southeastern United States, successfully balancing its rich historical heritage with a forward-looking vision centered on innovation, education, and opportunity.

New Development: Mazda Toyota Manufacturing Plant

A notable new development that underscores Huntsville, Alabama's dynamic growth trajectory is the construction of the Mazda Toyota Manufacturing plant, a joint venture that marks a significant expansion in the automotive industry within the region. This sprawling facility, situated in the western part of Huntsville, is poised to significantly boost the local economy by providing up to 4,000 jobs and producing up to 300,000 vehicles annually once it reaches full production capacity. The establishment of this plant not only diversifies Huntsville's industrial base beyond its traditional aerospace and defense sectors but also signals the city's growing appeal to international investors and its capacity to support large-scale manufacturing operations. This development is expected to have a ripple effect on the local economy, spurring growth in ancillary industries, including auto parts suppliers, and enhancing the overall economic vitality of the region. It exemplifies Huntsville's forward-looking economic development strategy and its readiness to embrace the future of manufacturing and technology.



Economic Development

The economic development of Huntsville, Alabama, has been characterized by strategic diversification and proactive investment in industries of the future. In recent years, Huntsville has emerged as a magnet for investment, attracting a plethora of companies within the aerospace, defense, and technology sectors, further solidifying its status as a key hub for innovation in the United States. The city has successfully leveraged its historical ties to space exploration and missile defense to build an economy that's not just reliant on government contracts but is also increasingly home to startups and established firms in cyber security, biotechnology, and software development. Huntsville's economic strategy has been inclusive, focusing on creating a highly skilled workforce through its educational institutions and training programs, which in turn has contributed to its low unemployment rates and high job growth.

The expansion of the FBI's presence at the Redstone Arsenal and the construction of new facilities by blue-chip companies like Facebook and Toyota have also signaled strong confidence in Huntsville's economic future. This diverse economic base not only enhances the city's resilience against economic downturns but also positions it as a model for other cities aiming for sustainable growth in the 21st century.

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