



1212 Pinson St
Birmingham, AL 36217

Retail Investment
Opportunity
Offering Memorandum



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Exclusively Listed By



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Property Overview

Krystal

1212 Pinson St | Birmingham, AL 36217



Investment Highlights

Property Highlights

- **Long-Term Lease Commitment** – Approximately 9 years of lease term remaining, providing investors with durable contractual income, plus an additional 20 years of renewal options.
- **Annual Rent Increases** – Contractual annual rent increases provide built-in NOI growth and a hedge against inflation throughout the lease term.
- **Established Krystal Operating History** – Krystal has maintained a longstanding presence at the property, demonstrating an established operating history and consistent consumer demand.
- **24/7 Industrial Employment Base** – Located directly across from ABC Coke, a major foundry coke manufacturing facility operating around the clock. The continuous workforce creates recurring demand across morning, lunch, dinner and overnight shifts.
- **Experienced Franchisee** – WAC Enterprises – The property is operated by WAC Enterprises, Krystal's first and largest franchisee, providing an experienced and well-established operator behind the tenancy.
- **98+ Krystal Locations Across Six States** – WAC Enterprises has grown into a major multi-unit franchise operator with approximately 98 locations across six states, demonstrating significant operational scale and franchise experience.
- **Proven Track Record of Growth** – WAC Enterprises continues to expand its Krystal footprint throughout Alabama and Tennessee. Its 2024 Arab, Alabama opening set a new single-store sales record for Krystal, highlighting the operator's ability to successfully grow store-level performance.
- **Strategic Birmingham Location** – Positioned approximately 6 miles from Downtown Birmingham and Birmingham-Shuttlesworth International Airport, providing convenient access to major employment centers, transportation infrastructure and the surrounding consumer base.





Promenade Fultondale

JCPenney TARGET
ROSS SHOE DEPT. HIBBETT
DRESS FOR LESS ENCORE SPORTS
five BEL'W SALLY BEAUTY.
FIVE GUYS NOTHING BUT CAKES FIREHOUSE SUBS
BURGERS and FRIES FOUNDED BY FIREMEN



Chapel Creek Apartment
±248 Units

Fultondale Elementary
±889 Students

Tarrant Athletic Complex
Park & Sports Complex



ABC COKE
A DIVISION OF
DRUMMOND COMPANY, INC.
Industrial Manufacturer Plant
±385 Employees



Tarrant Intermediate School
±404 Students

Birmingham-Shuttlesworth
International Airport
±3.28 M Annual Passengers

Tarrant Elementary
±307 Students

±120,000 VPD
65

±38,000 VPD
79

±38,000 VPD

79



Krystal

Subject Property

Financial Overview

\$1,110,566

List Price

6.00%

Cap Rate

\$66,634

NOI

Property Details

Tenant	WAC Enterprises, Inc.
Rent Commencement	July 16, 2013
Lease Expiration	May 31, 2035
Original Lease Term	20 Years
Lease Term Remaining	9 Years
Options Remaining	Four (4), 5-Years
Lease Type	Absolute NNN
NOI	\$66,634
Rent Increases	1.50% Annually (June 1)

Annualized Operating Data

Term	Monthly Rent	Annual Rent	Increases	Cap Rate
Current	\$5,552	\$66,634	1.50%	6.00%
2027	\$5,636	\$67,634	1.50%	6.09%
2028	\$5,720	\$68,648	1.50%	6.18%
2029	\$5,806	\$69,678	1.50%	6.27%
2030	\$5,893	\$70,723	1.50%	6.37%
2031	\$5,982	\$71,784	1.50%	6.46%
2032	\$6,071	\$72,861	1.50%	6.56%
2033	\$6,162	\$73,954	1.50%	6.67%
2034	\$6,255	\$75,063	1.50%	6.76%
2035	\$6,349	\$76,189	1.50%	6.86%

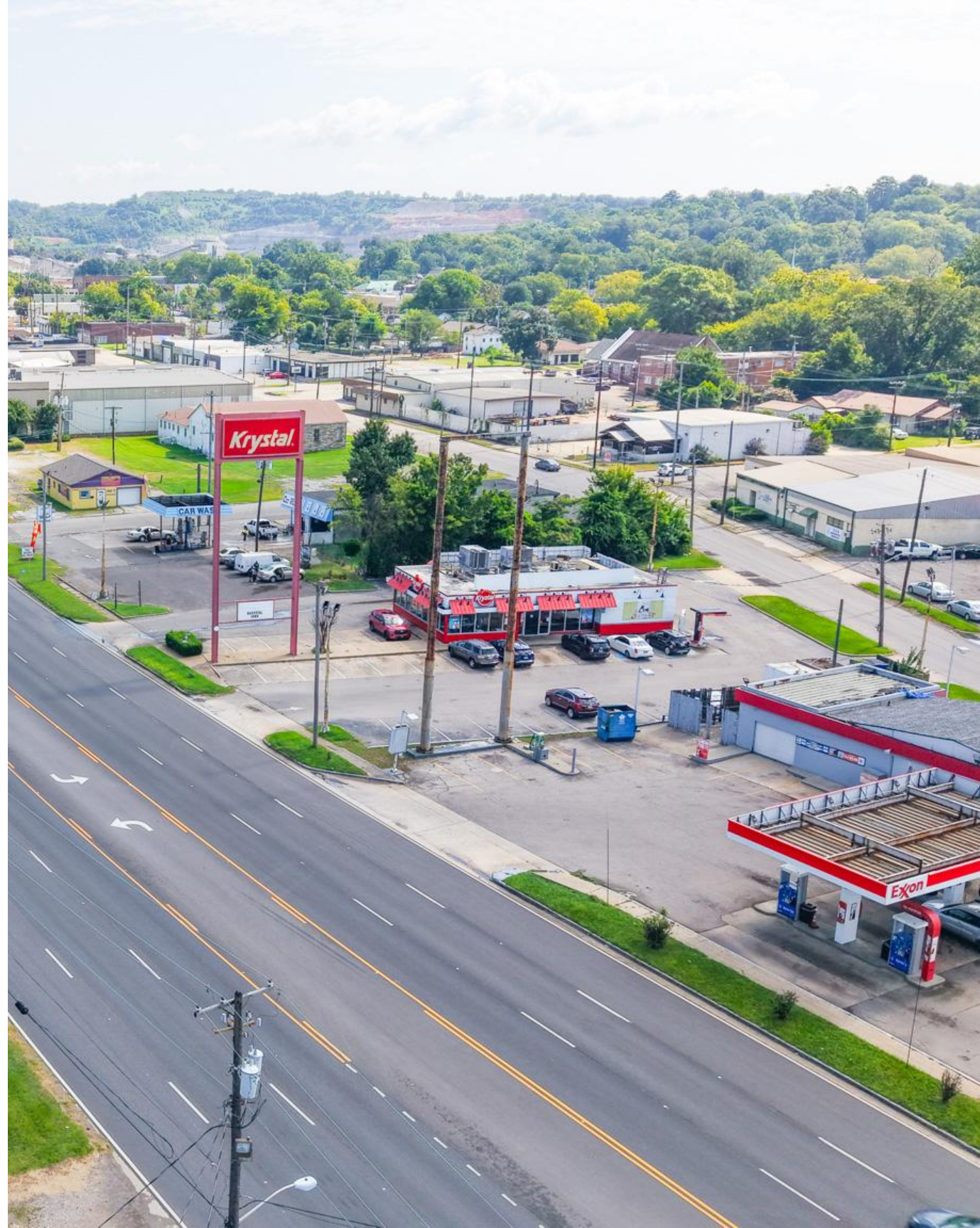
1212 Pinson St
Birmingham, AL 36217

±2,522 SF
GLA

1971 / 2016
Year Built / Renovated

±38,000
Vehicles Per Day

Absolute NNN
Lease Type



Tenant Overview

Year Founded
1932

Headquarters
Dunwoody, Georgia

Ownership Status
Privately Held

Locations
260+



Tenant Overview

Krystal was founded in 1932 and has grown into one of the South's most recognizable quick-service restaurant brands, best known for its signature square hamburgers and late-night dining. The privately held company operates more than 260 restaurants across a multi-state footprint, with a particularly strong presence throughout Georgia, Tennessee and Alabama. Krystal generated approximately \$294 million in U.S. systemwide sales in 2024, demonstrating the brand's established scale and enduring consumer recognition.

Why Invest in Krystal?

- 90+ Years of Brand History: Operating since 1932, Krystal has built long standing brand recognition throughout the Southeast.
- Established Restaurant Footprint: More than 260 locations provide meaningful scale across the Southern U.S.
- Strong Regional Presence: Krystal maintains particularly significant penetration in Georgia, Tennessee and Alabama.
- Nearly \$300M in Annual U.S. Sales: Krystal recorded approximately \$294 million in U.S. systemwide sales in 2024.
- Experienced Franchisee at Subject Property: WAC Enterprises, Krystal's first and largest franchisee, operates approximately 98 locations across six states, providing substantial operating experience behind the tenancy.

Market Overview

Krystal

1212 Pinson St | Birmingham, AL 36217



Birmingham, AL

Jefferson County Market Demographics

665,742

Total Population

\$18.4B

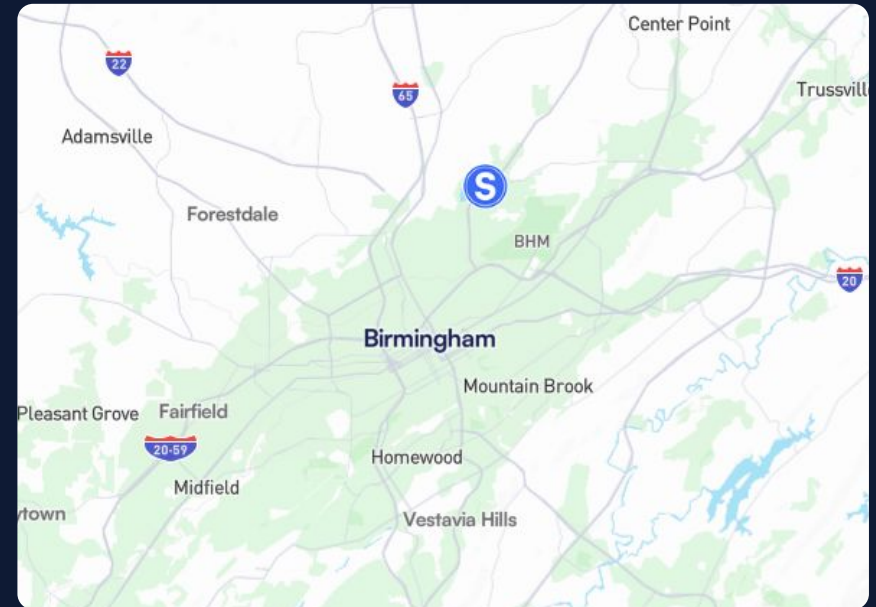
Annual Retail Sales

269,883

Households

\$65.5B

GDP



Local Market Overview

Tarrant, Alabama is located in Jefferson County within the Birmingham metropolitan area, providing direct access to one of the state's primary economic and employment centers. The city has long maintained an industrial and manufacturing presence, supported by rail infrastructure, available utilities, and proximity to major transportation corridors. Interstate 20/59 is within approximately one mile, Interstate 65 is just over four miles away, and State Highway 79 runs directly through the city.

Birmingham-Shuttlesworth International Airport is also adjacent to Tarrant, strengthening connectivity for businesses and regional commerce.

Tarrant benefits from its position within the broader Birmingham metropolitan economy, which encompasses approximately 1.19 million residents. Birmingham serves as a major regional center for healthcare, financial services, manufacturing, logistics, technology, and research, providing Tarrant with access to a substantial workforce and consumer base.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	4,538	25,628	91,372
Current Year Estimate	4,643	26,303	92,804
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	1,694	10,311	38,907
Current Year Estimate	1,747	10,661	39,470
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$56,759	\$60,779	\$82,741

BIRMINGHAM, AL

199,322
Total Population

88,527
of Households

\$158,800
Median Property Value



Local Market Overview

Birmingham enjoys the advantages of a mid-sized Southern city anchored by a robust regional economy. As the core of Alabama's largest metro region, the city supports a healthy inflow of employment, education, medical, and cultural activity. Population trends remain stable, with core neighborhoods and downtown undergoing revitalization—particularly in the Southside, Five Points, and Uptown areas—drawing interest from younger renters, professionals, and empty-nesters alike. Strong demand persists in multifamily and mixed-use developments as more households seek walkable locations close to amenities.

Traffic corridors such as 3rd Avenue North/South, Highway 31/280, and the I-20/I-59 corridor deliver consistent volume, supporting retail and service nodes near multifamily hubs. The cost of living and housing affordability remain relative strengths, allowing Birmingham to compete favorably with larger Southeastern markets. As income levels gradually rise and infrastructure investments continue, the city presents an appealing balance of growth, value, and market depth for residential and commercial real estate investors.

Economic Drivers

Birmingham's economy is supported by a strong healthcare and medical research sector, which includes major institutions such as UAB Hospital, Children's of Alabama, and the University of Alabama at Birmingham. These organizations play a large role in employment, scientific advancement, and specialized training, drawing talent from across the region. Financial and professional services also contribute meaningful activity, with several banking, insurance, and corporate operations based in the metro area. Together, these industries create consistent demand for skilled workers and ongoing investment.

Manufacturing and technology continue to influence Birmingham's economic landscape. The metro area maintains a long history with steel and metal production, now complemented by advanced manufacturing and automotive suppliers. Logistics and distribution benefit from Birmingham's position as a transportation crossroads, supporting warehousing, freight movement, and supply-chain operations. Growth in tech startups and innovation spaces adds another source of economic momentum, supported by business incubators and partnerships that encourage new companies to develop and expand in the region.

Attractions

Birmingham features a range of attractions tied to history, science, and the arts. The Birmingham Civil Rights Institute stands as a leading destination, offering exhibits that trace the city's role in the Civil Rights Movement. Nearby sites such as the 16th Street Baptist Church and Kelly Ingram Park give visitors additional context and reflect key moments in national history. The Barber Vintage Motorsports Museum, home to one of the world's largest motorcycle collections, provides another major draw along with access to events at Barber Motorsports Park.

The city also includes outdoor and cultural experiences that appeal to many interests. Vulcan Park and Museum offers views of the metro area and information about the city's industrial past. The Birmingham Museum of Art presents a wide range of works from different periods, while the McWane Science Center adds interactive exhibits for families and school groups. Railroad Park and Red Mountain Park offer walking trails, green space, and recreation, giving residents and visitors accessible options for time outdoors.



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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.

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[Retail OM Template](#)