Fayetteville, NC

Boone Trail Center

Value-Add Neighborhood Shopping Center – Rare Opportunity to Acquire Legacy Asset With Immediate Upside Potential

CP PARTNERS
COMMERCIAL REAL ESTATE

In Association with ParaSell, Inc. | A Licensed North Carolina Broker #C32060

Disclaimer

This document and the information herein (the "Offering Memorandum") have been prepared by CP Partners, CP Partners Commercial Real Estate, Inc., and ParaSell, Inc. (collectively "CPP") to provide summary, unverified information to prospective purchasers and their representatives (the "Recipients") strictly for purposes of evaluating the subject property's initial suitability for purchase. This information has been obtained from sources believed to be reliable, however, CPP makes no warranty, representation, or guarantee whatsoever regarding the accuracy or completeness of the information provided. As examples, but not limited to the following, references to square footage or age may be approximate, references to terms and conditions of any lease agreement(s) may be paraphrased or inaccurate, and photographs and renderings may be enhanced and not fully representative of the subject property in its actual current condition. Any financial projections or analyses are provided strictly for evaluation purposes, could be in error, and are based on assumptions, factors, and conditions that may or may not exist now or in the future. All Recipients must take appropriate measures to understand the subject property independently from this Offering Memorandum and simultaneously recognize that there is an inherent level of risk and unpredictability that comes with owning assets such as the subject property. CPP does not intend for Recipients to make any decision to purchase based on the information contained herein and along with its employees, agents, officers, and owners explicitly disclaim any responsibility for inaccuracies or differences of opinion. CPP strongly encourages all Recipients to seek advice from real estate, tax, financial, and legal advisors before making any offers, entering a binding contract, or consummating a transaction of any kind. By accepting this Offering Memorandum you agree to release CPP and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation, purchase, and ownership of the subject property.

CP PARTNERS
COMMERCIAL REAL ESTATE

Contact the Team

Joe Caccamo
jcaccamo@cppcre.com
PH: 415.274.7394
CA DRE# 01191110

Lea Kuehnhackl
lea@cppcre.com
PH: 707.484.2284
CA DRE #01435080

Scott Reid
ParaSell, Inc.
scott@parasellinc.com
PH: 949.942.6585
NC LIC #316079

In Association with ParaSell, Inc.
PH: 949.942.6585
A Licensed North Carolina
Broker #C32060

Boone Trail Center

3035-3039, 3041 & 3057 Boone Trail, Fayetteville, NC 28304

$9,161,000	7.53%	7.74%
PRICE	CAP RATE	PROFORMA CAP RATE

NOI	$690,176
PROFORMA NOI	$709,122
PRICE/SF	$135.83
OCCUPANCY	93.94%
BUILDING SIZE	67,445 SF
LOT SIZE	11.06 AC (3 Parcels)

Priced well below replacement cost ($136 psf) – Developed and managed by the same family (seller) for over 30 years

This well-located property benefits from **excellent traffic counts** (55,381 VPD combined), convenient ingress and egress, and proximity to established residential neighborhoods and national retailers. The center is supported by the **powerful economic influence of Fort Bragg** (~10 miles from subject property) — one of the largest military installations in the world. Fort Bragg drives billions in annual economic activity and supports a dense population of 265,104.

Placer.ai

Top 6% ranked Jersey Mike's in North Carolina for visits

Daily Needs Value Add Center – Ideally Located

- Below market rents – priced well below replacement value ($136 psf)
- Staggered rents range from $6-$26 psf
- Possible development opportunities for new QSR and strip center outparcels
- 3 separate parcels on over 11 acres
- Located on Boone Trail and Owen Drive (55,381 VPD combined) in the heart of Fayetteville

Economic Strength & Military Presence

- Fort Bragg is the largest U.S. military base in the world and a mission critical hub for national defense operations
- Base-supported population of 265,104 has a massive economic impact on the Fayetteville region totaling $8.8 billion dollars annually, as well as a $66 billion annual impact at the state level
- Longtime home to the 82nd Airborne Division and XVIII Airborne Corps, Fort Bragg also hosts U.S. Army Special Operations Command and major training

Recession Proof Demographic Area

- A population of approximately 314,839 residents within a 10-mile radius provides a substantial and reliable consumer base
- Continued investment and growth around Fort Bragg support long-term retail expansion and demand
- The military community boasts significant discretionary income due to military benefits for healthcare and housing
- Higher education institutions—including Fayetteville Technical Community College, Methodist University, and Fayetteville State University (over 18,000 students)

		CURRENT	PROFORMA
Price		$9,161,000	$9,161,000
Capitalization Rate		7.53%	7.74%
Price Per Square Foot		**$135.83**	**$135.83**
Down Payment	35%	$3,206,350	$3,206,350
Loan Amount	65%	$5,954,650	$5,954,650
Total Leased (SF):	93.94%	63,355	67,445
Total Vacant (SF):	6.06%	4,090	0
Total Rentable Area (SF):	100.00%	67,445	67,445
Income	**$/SF**		
Scheduled Rent	$14.82	$938,655	$938,655
Vacant Space Market Rent	$1.18	$0	$74,550
Scheduled Recoveries*	$0.85	$54,137	$54,137
Effective Gross Income		**$992,792**	**$1,067,342**
Vacancy Factor (5% of EGI)			($53,367)
Adjusted Gross Income		**$992,792**	**$1,013,975**
Expenses (2025 P&L)*	**$/SF**		
CAM	($2.58)	(173,743.62)	(173,743.62)
Property Taxes	($1.25)	(84,293.26)	(84,293.26)
Insurance	($0.22)	(14,796.00)	(14,796.00)
Management Fee (3%)	($0.44)	(29,783.77)	(32,020.27)
Total Operating Expenses	**($4.49)**	**(302,616.65)**	**(304,853.15)**
Net Operating Income		**$690,176**	**$709,122**

* *Expenses/recoveries are based on 2025 P&L and projected 2026 budget*

PROPOSED FINANCING/CASH FLOW

	PROPOSED	PROFORMA
Proposed Loan Amount	$5,954,650	$5,954,650
Loan To Value	65%	65%
Interest Rate	6.25%	6.25%
Amortization (Years)	**30**	**30**
Term (Years)	**5**	**5**
Net Operating Income	**$690,176**	**$709,122**
Debt Service	**($439,966)**	**($439,966)**
Pre-Tax Cash Flow	**$250,210**	**$269,156**
Debt Coverage Ratio	**1.57**	**1.61**
Cash-on-cash Return	**7.80%**	**8.39%**
Principal Pay down (Year 1)	**$69,776**	**$69,776**
Total Return	**$319,986**	**$338,933**
Yield	**9.98%**	**10.57%**

Note: Proposed loan terms may fluctuate with market conditions and are for evaluation purposes only. CP Partners is not a lender or mortgage broker.

Tenant Info				Lease Terms		Rent Summary		
BLDG/SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
3035-A	**Finn's Physical Therapy**	**3,420**	**5.07%**	**02/01/25**	**06/30/27**	**$4,100.00**	**$49,200.00**	**$14.39**
				07/01/27	06/30/29	$4,264.00	$51,168.00	$14.96
				07/01/29	06/30/30	$4,435.00	$53,220.00	$15.56
			Option	*07/01/30*	*06/30/35*	*Rent Increases 4% every two years*		
3035-B	**Sacks 2.0 Consignment**	**2,711**	**4.02%**	**07/01/21**	**06/30/24**	**$2,700.00**	**$32,400.00**	**$11.95**
					Month to month			
3035-C	**Naturally Unleashed**	**6,125**	**9.08%**	**08/01/09**	**12/31/26**	**$6,839.58**	**$82,074.96**	**$13.40**
				01/01/27	12/31/29	$7,044.77	$84,537.24	$13.80
3035-E	**The Leading Edge**	**2,080**	**3.08%**	**10/01/11**	**09/30/14**	**$1,100.00**	**$13,200.00**	**$6.35**
					Month to month			
3035-G&O	**The Dream Center Inc.**	**3,522**	**5.22%**	**01/01/07**	**02/28/22**	**$3,200.00**	**$38,400.00**	**$10.90**
					Month to month			
3035-H&P	**Kids Peace**	**2,843**	**4.22%**	**07/01/17**	**06/30/29**	**$3,294.00**	**$39,528.00**	**$13.90**
					Increases	3% annual rent increases		
3035-I Ste 1	**Cape Fear Insurance**	**793**	**1.18%**	**02/01/22**	**01/31/27**	**$1,200.00**	**$14,400.00**	**$18.16**
3035-I Ste 2	**Sunny Days Child Development**	**675**	**1.00%**	**08/01/23**	**07/31/26**	**$1,300.00**	**$15,600.00**	**$23.11**
					Month to month			
3035-K	**Precision Ocular Network**	**629**	**0.93%**	**04/01/20**	**04/30/27**	**$1,000.00**	**$12,000.00**	**$19.08**
				05/01/27	04/30/29	$1,050.00	$12,600.00	$20.03
				05/01/29	04/30/30	$1,100.00	$13,200.00	$20.99
3035- J&L	**Reds of Fayetteville NC**	**3,263**	**4.84%**	**03/01/21**	**02/29/28**	**$3,600.00**	**$43,200.00**	**$13.24**

Tenant Info				Lease Terms		Rent Summary		
BLDG/SUITE	**TENANT NAME**	**SQ. FT.**	**% OF GLA**	**TERM**		**MONTHLY RENT**	**ANNUAL RENT**	**RENT/FT**
3035-M	**Reds of Fayetteville NC**	**1,235**	**1.83%**	**05/01/23**	**MTM**	**$1,000.00**	**$12,000.00**	**$9.72**
3035-N	**HomeVariety LLC**	**2,970**	**4.40%**	**01/01/22**	**12/31/26**	**$2,750.00**	**$33,000.00**	**$11.11**
3037-A	**United Healthcare**	**2,393**	**3.55%**	**Months**	**1-12**	**$4,985.42**	**$59,825.00**	**$25.00**
					13-24	$5,134.98	$61,619.76	$25.75
					25-36	$5,288.53	$63,462.36	$26.52
					37-48	$5,448.06	$65,376.72	$27.32
					49-60	$5,611.59	$67,339.08	$28.14
				Options	*Three (3), 3 Year*	*FMRV*		
	Early Termination Option after 36th month							
3037-B	**Perruque Boutique LLC**	**1,404**	**2.08%**	**04/01/20**	**10/31/26**	**$1,740.00**	**$20,880.00**	**$14.87**
				11/01/26	10/31/27	$1,840.00	$22,080.00	$15.73
				11/01/27	10/31/28	$1,940.00	$23,280.00	$16.58
3037-C	**On Pointe Dance Center**	**2,996**	**4.44%**	**07/01/26**	**08/31/33**	**$2,800.00**	**$33,600.00**	**$11.21**
					Increases	3% annual rent increases		
3037-D	**Vital Care**	**2,757**	**4.09%**	**02/01/22**	**08/31/26**	**$4,135.50**	**$49,626.00**	**$18.00**
				09/01/26	08/31/27	$4,261.86	$51,142.32	$18.55
			Option	*09/01/27*	*08/31/32*	*$4,432.33*	*$53,187.96*	*$19.29*
3037-E	**Vacant**	**1,890**	**2.80%**			**$2,362.50**	**$28,350.00**	**$15.00**
3037-F Ste 1	**Vacant**	**2,200**	**3.26%**			**$3,850.00**	**$46,200.00**	**$21.00**
	At Lease							

Tenant Info				Lease Terms		Rent Summary		
BLDG/SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
3037-F Ste 2	**Special Security Patrol LLC**	**900**	**1.33%**	**05/01/26**	**04/30/27**	**$1,875.00**	**$22,500.00**	**$25.00**
				05/01/27	04/30/28	$1,950.00	$23,400.00	$26.00
				05/01/28	04/30/29	$2,050.00	$24,600.00	$27.33
3037-G	**On Pointe Dance Center**	**10,303**	**15.28%**	**09/01/23**	**08/31/26**	**$5,000.00**	**$60,000.00**	**$5.82**
				09/01/26	08/31/27	$5,800.00	$69,600.00	$6.76
				09/01/27	08/31/28	$6,300.00	$75,600.00	$7.34
				09/01/28	08/31/29	$6,500.00	$78,000.00	$7.57
				09/01/29	08/31/30	$6,800.00	$81,600.00	$7.92
				09/01/30	08/31/31	$7,000.00	$84,000.00	$8.15
				09/01/31	08/31/32	$7,300.00	$87,600.00	$8.50
				09/01/32	08/31/33	$7,500.00	$90,000.00	$8.74
3039 (Ste 100/102)	**Buzz Fit Boot Camp**	**3,410**	**5.06%**	**07/01/19**	**09/30/26**	**$6,258.57**	**$75,102.84**	**$22.02**
				10/01/26	09/30/27	$6,446.33	$77,355.96	$22.69
3039 Ste 104	**Republic Finance**	**1,595**	**2.36%**	**06/01/22**	**10/31/27**	**$3,006.58**	**$36,078.96**	**$22.62**
				11/01/26	10/31/27	$3,126.20	$37,514.40	$23.52
			Option 1	*11/01/27*	*10/31/32*	*FMRV*		
			Option 2	*11/01/32*	*10/31/37*	*FMRV*		
	Early Termination Option							
3041 Ste 106	**United Home Care Inc.**	**1,595**	**2.36%**	**05/01/24**	**07/31/27**	**$2,924.17**	**$35,090.04**	**$22.00**
				08/01/27	07/31/28	$3,011.89	$36,142.70	$22.66
				08/01/28	07/31/29	$3,102.28	$37,227.30	$23.34
	Termination Option							

Tenant Info				Lease Terms		Rent Summary		
BLDG/SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
3041 Ste 108	**Pizza Hut**	**1,595**	**2.36%**	**12/01/22**	**12/31/28**	**$2,658.00**	**$31,896.00**	**$20.00**
			Option 1	*01/01/29*	*12/31/32*	*$2,990.63*	*$35,887.56*	*$22.50*
			Option 2	*01/01/33*	*12/31/37*	*$3,364.45*	*$40,373.40*	*$25.31*
			Option 3	*01/01/38*	*12/31/42*	*$3,785.01*	*$45,420.12*	*$28.48*
3041 Ste 110	**Jersey Mike's**	**1,815**	**2.69%**	**11/01/18**	**01/31/31**	**$3,967.50**	**$47,610.00**	**$26.23**
				02/01/31	01/31/36	$4,364.25	$52,371.00	$28.85
			Option 1	*02/01/36*	*01/31/41*	*$4,800.68*	*$57,608.16*	*$31.74*
			Option 2	*02/01/41*	*01/31/46*	*$5,280.00*	*$63,360.00*	*$34.91*
			Option 3	*02/01/46*	*01/31/51*	*$5,808.00*	*$69,696.00*	*$38.40*
3057	**Simlo's Island Café**	**2,326**	**3.45%**	**04/01/22**	**12/31/26**	**$4,200.00**	**$50,400.00**	**$21.67**
	Outparcel			01/01/27	12/31/27	$4,400.00	$52,800.00	$22.70
Tower	**Crown Castle**	**0**	**0.00%**	**06/01/07**	**05/31/47**	**$3,586.97**	**$43,043.64**	**-**
	Cellular Tower							
	OCCUPIED	**63,355**	**93.94%**		**TOTAL CURRENT**	**$78,221.29**	**$938,655.44**	**$14.82**
	VACANT	**4,090**	**6.06%**		**TOTAL PROFORMA**		**$74,550.00**	**$18.23**
	CURRENT TOTALS	**67,445**	**100.00%**					

LEGEND

Property Boundary

67,445
Rentable SF

11.06
Acres

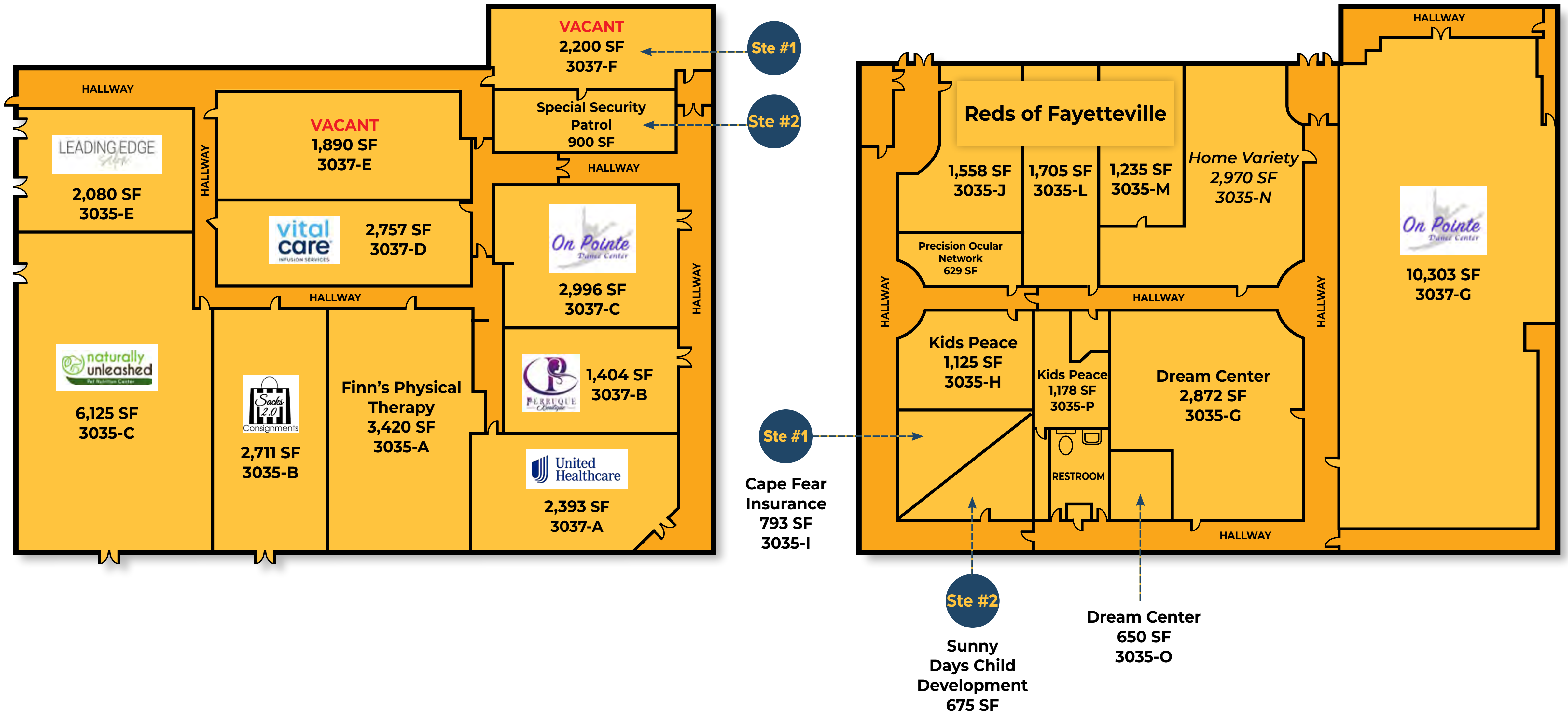
3
Parcels

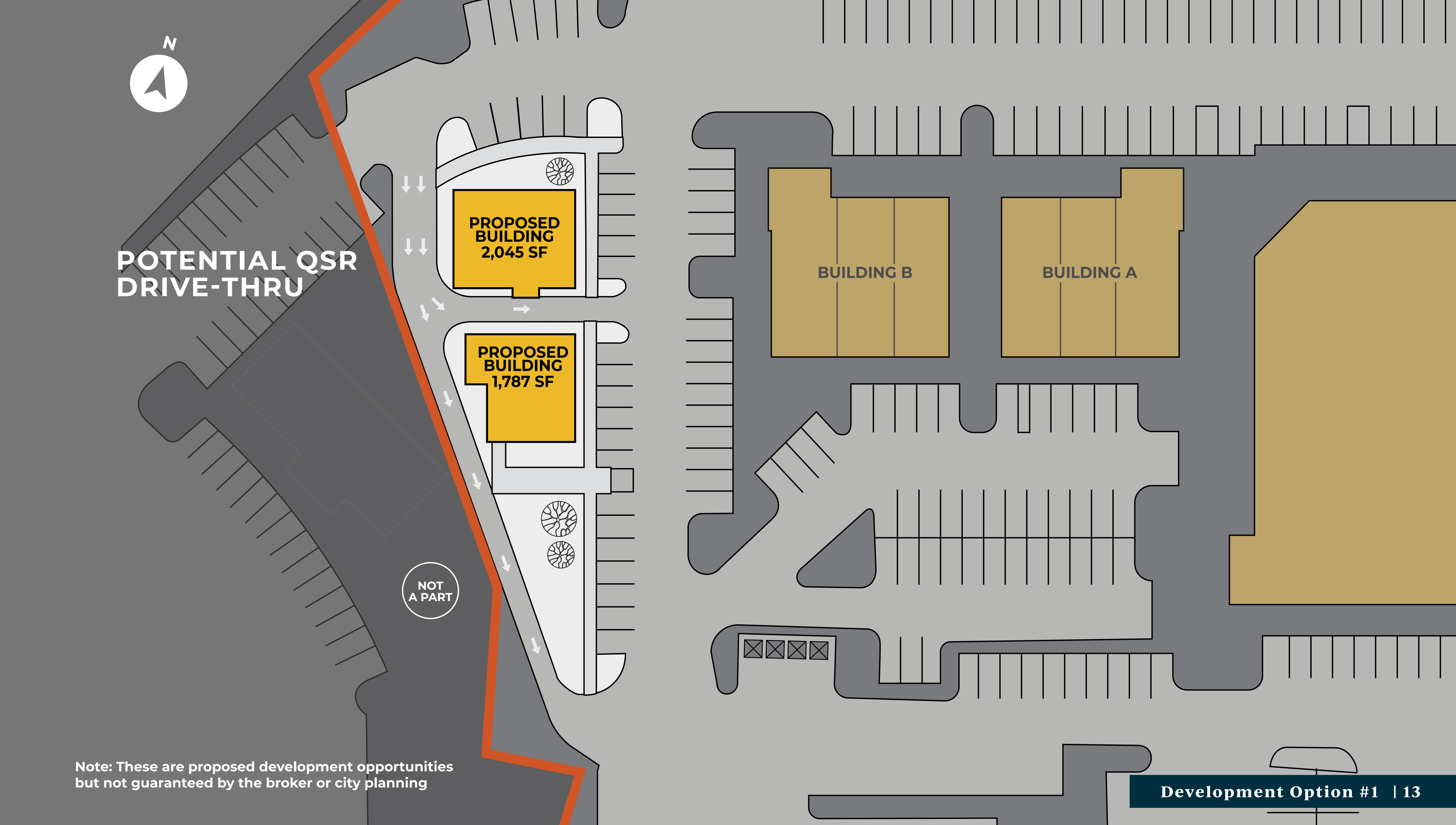
Egress

N

UPPER LEVEL

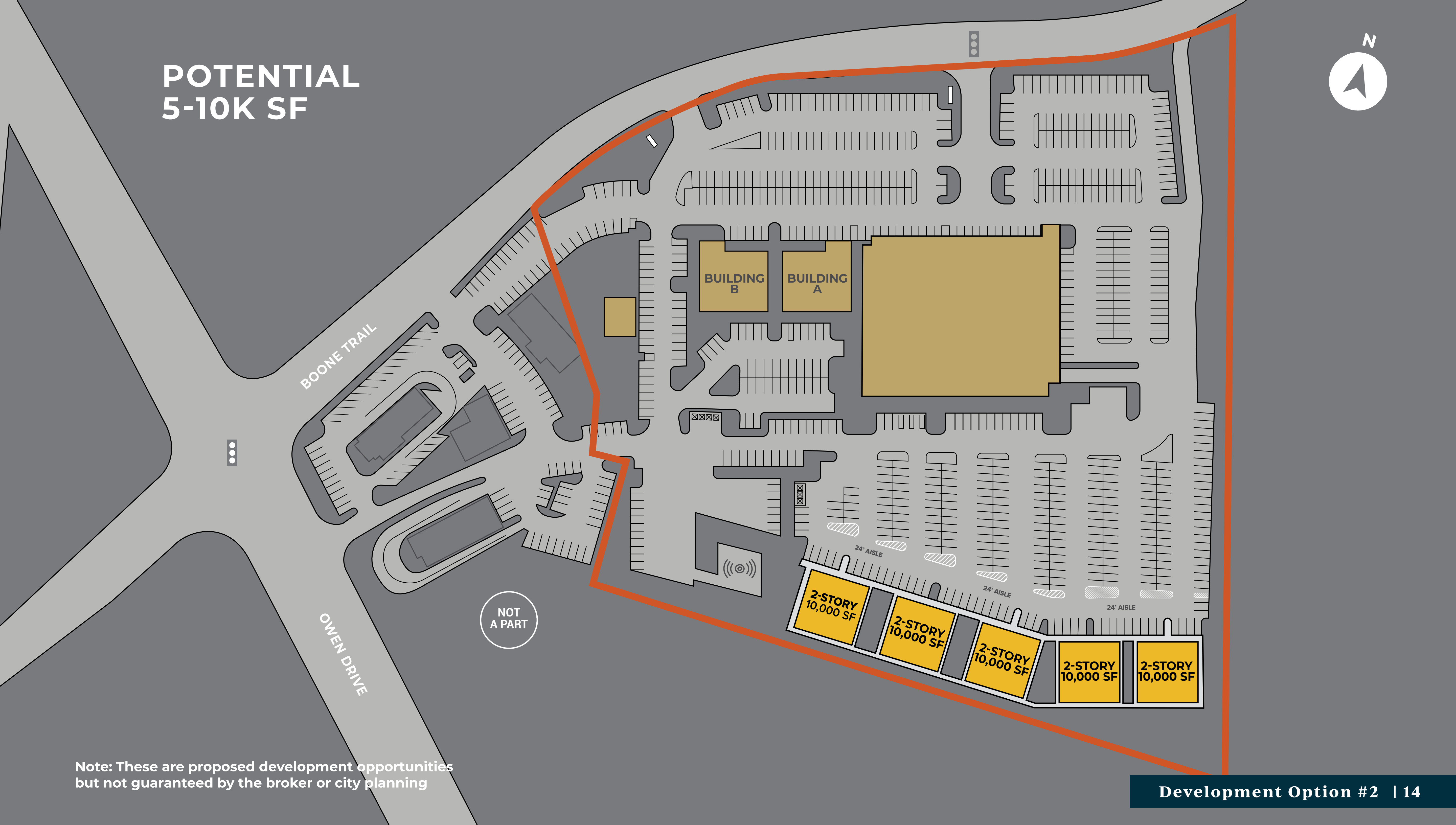
LOWER LEVEL





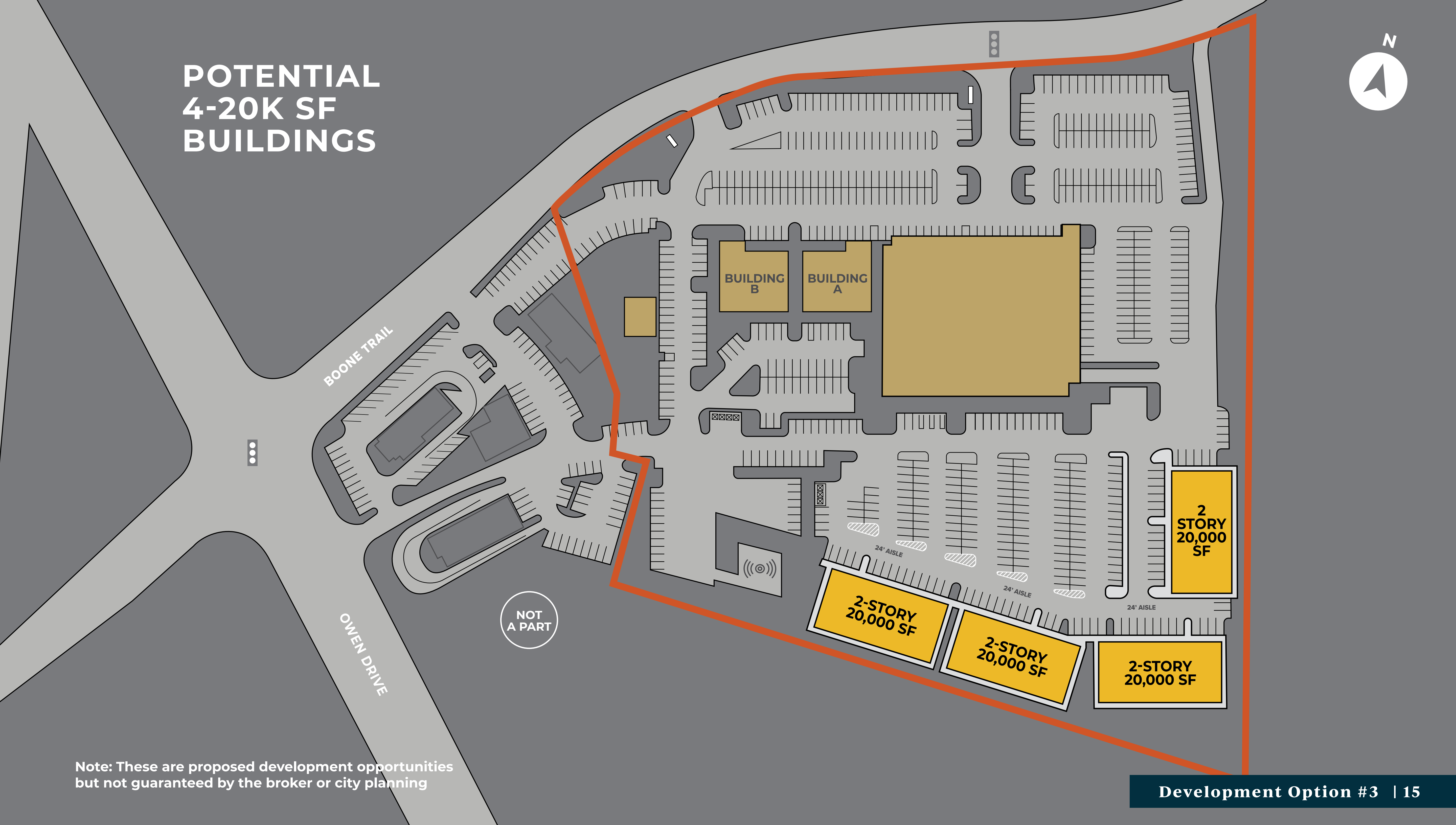
Note: These are proposed development opportunities
but not guaranteed by the broker or city planning

POTENTIAL 5-10K SF



Note: These are proposed development opportunities but not guaranteed by the broker or city planning

POTENTIAL 4-20K SF BUILDINGS



Note: These are proposed development opportunities but not guaranteed by the broker or city planning

Located in a thriving Fayetteville submarket

55,381

COMBINED VEHICLES PER DAY ALONG OWEN DRIVE & BOONE TRAIL

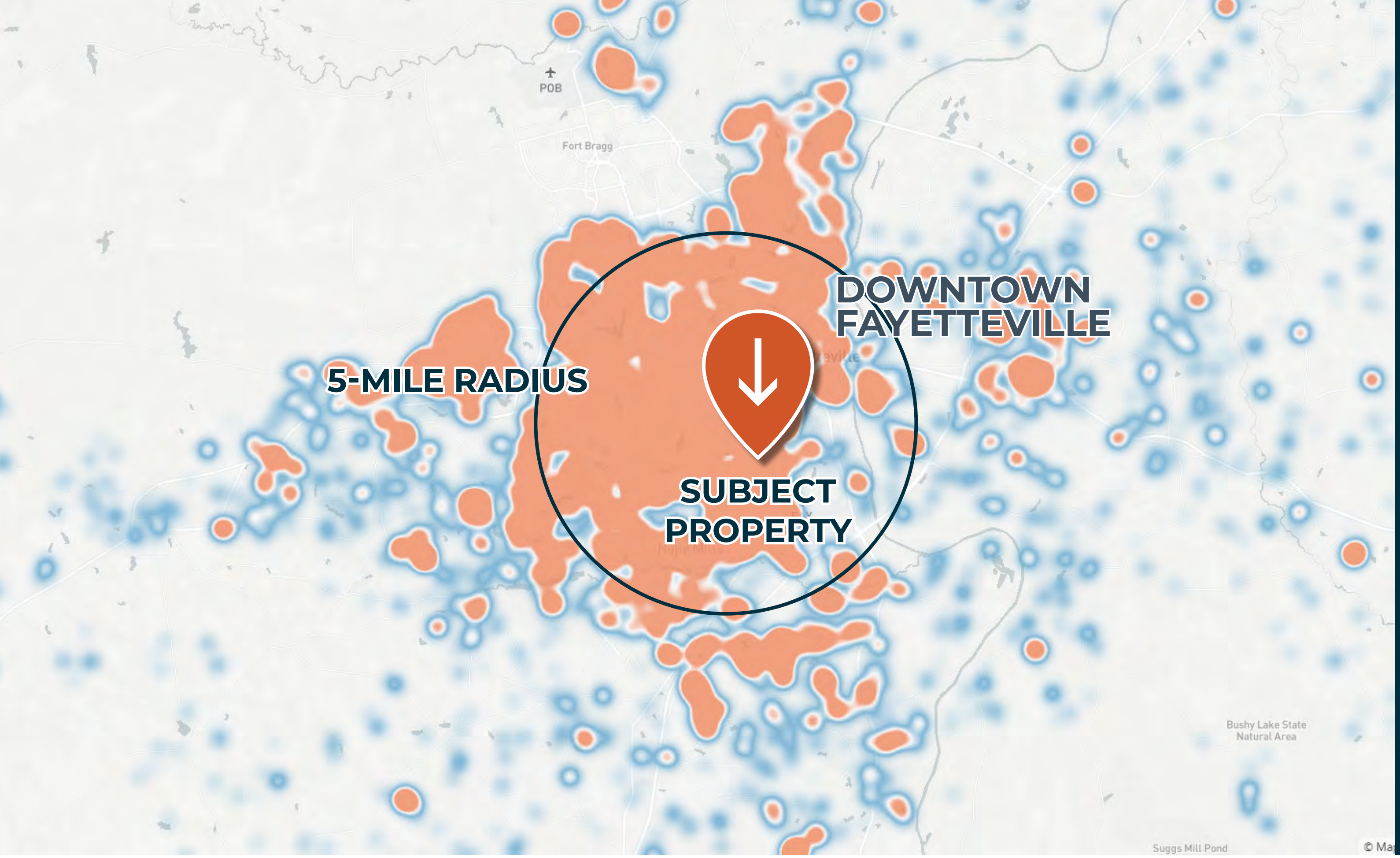
3.7 miles

TO DOWNTOWN FAYETTEVILLE

10 miles

TO FORT BRAGG

15,799 VPD
25,002 VPD
14,093 VPD
54,922 VPD
DOWNTOWN FAYETTEVILLE
(3.7 MILES FROM SUBJECT PROPERTY)
16,430 VPD
28,716 VPD
CAPE FEAR VALLEY HEALTH
METHODIST UNIVERSITY
VA MEDICAL CENTER
OWEN DRIVE
GOVERNMENT OFFICE
ELEMENTARY/ MIDDLE SCHOOL
HIGH SCHOOL
GOLF COURSE
SPORTS COMPLEX
32,710 VPD
52,009 VPD
FAYETTEVILLE STATE UNIVERSITY
HIGHSMITH RAINEY SPECIALTY HOSPITAL
SUBJECT PROPERTY
FAYETTEVILLE REGIONAL AIRPORT
39,565 VPD
FAYETTEVILLE TECHNICAL COMMUNITY COLLEGE
SIMMONS AAF
BOONE TRAIL
CAPE FEAR VALLEY MEDICAL CENTER
9,233 VPD
28,651 VPD
FORT BRAGG ARMY BASE
43,137 VPD
ALL AMERICAN FREEWAY
WOMACK ARMY MEDICAL CENTER
25,635 VPD
POPE FIELD
37,682 VPD
FORT BRAGG ARMY BASE
41,870 VPD
VA HOSPITAL
N



Visitation Heatmap

The shading on the map above shows the **home location of people who visited the subject property over the past 12 months**. Orange shading represents the highest concentration of visits.

Visitation Data

318.5K Visits

OVER THE PAST 12 MONTHS TO THE SUBJECT PROPERTY

39 Min

AVERAGE DWELL TIME AT THE SUBJECT PROPERTY

*Map and data on this page provided by Placer.ai. Placer.ai uses location data collected from mobile devices of consumers nationwide to model visitation and demographic trends at any physical location.

Demographics

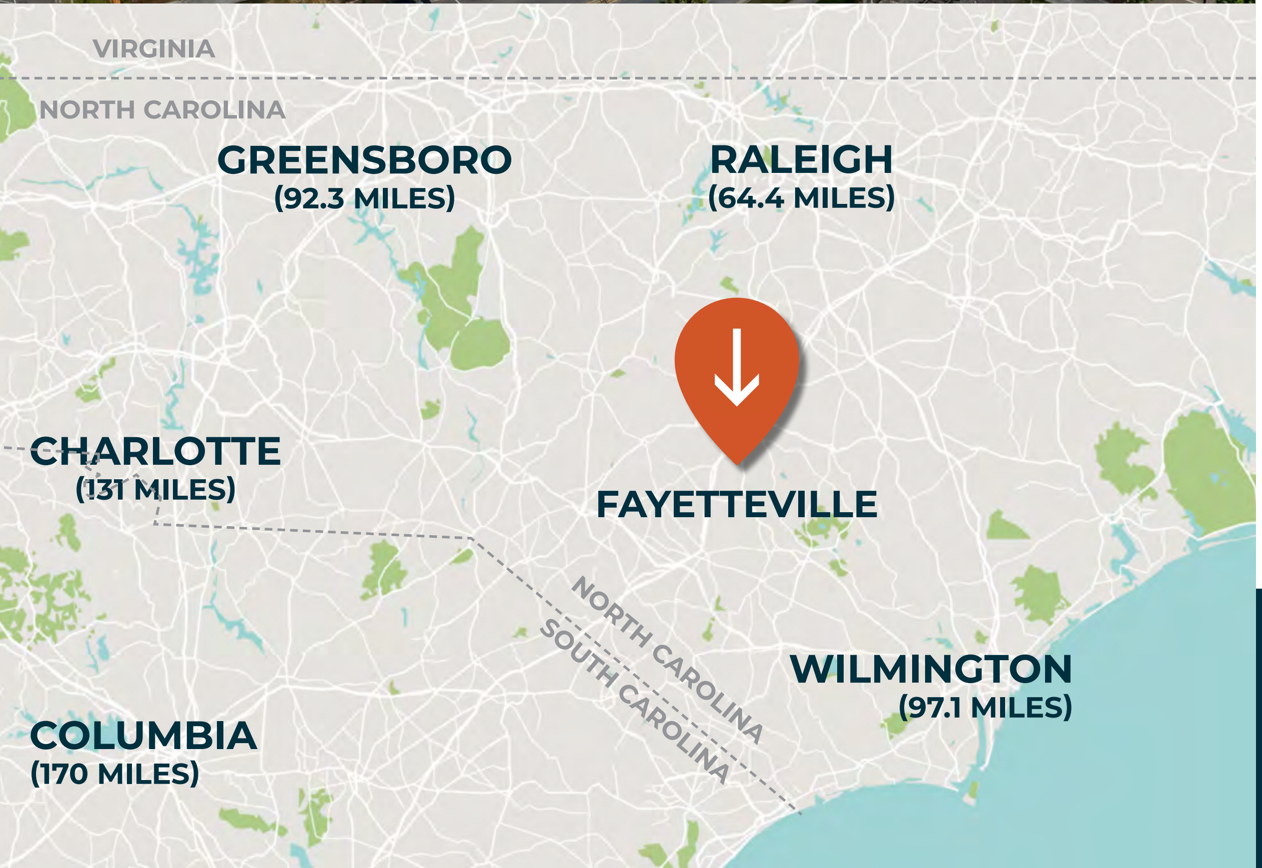
Ring Radius Population Data

	1-Mile	3-Mile	5-Mile
2025	6,371	55,584	137,069
2030 PROJ.	18,983	154,329	377,516

Ring Radius Household Income Data

	1-Mile	3-Mile	5-Mile
AVERAGE	$79,948	$82,794	$78,839
MEDIAN	$60,533	$60,354	$58,916

*Demographic Data on this page provided by Placer.ai, sourced from Popstats 2025 dataset.



Fayetteville, NC

A City of Heroes and Heritage

Historic City in North Carolina's Sandhills Region

- Fayetteville is the county seat of Cumberland County with an estimated population of 209,496 residents
- Situated in the Sandhills region of southeastern North Carolina
- The city is located adjacent to Interstate Highway 95, approximately 65 miles north of Raleigh, the state's capital, and roughly 90 miles inland from the Atlantic coast
- Originally settled in 1739, Fayetteville has played key roles during defining moments in America's history, which is reflected in nine designated historic districts across the city

Home to Fayetteville State University (FSU)

- Located in the heart of Fayetteville, FSU is a public regional university offering over 60 programs with over 6,000 students enrolled
- The university generates approximately $169 million in total economic impact for local and regional communities

393,812

FAYETTEVILLE MSA ESTIMATED POPULATION

28.2 Billion

FAYETTEVILLE MSA GDP

Fort Bragg

The largest military base in the world by population

Fort Bragg by the Numbers

- Fort Bragg in North Carolina is one of the U.S. Army's largest installations in the world, spanning over 172,000 acres of land
- Fort Bragg has approximately 48,775 active-duty Soldiers and 3,597 reserve components and temporary duty students, 17,345 civilian employees and contractors and 70,109 active-duty family members
- The post supports a total population of roughly 265,104 including the military, their Families, Department of Army civilians, and contractors
- The military base has almost 10% of all army forces assigned to the installation

Home to the Airborne and Special Operations Forces

- Major Units include the XVIII Airborne Corps, the 82nd Airborne Division, the United States Special Operations Command (USASOC), United States Forces Command and Army Reserve Command (FORSCOM), and 1st Special Forces Command

LEARN MORE

265,104
BASE SUPPORTED POPULATION

$8.8 Billion
ECONOMIC IMPACT ON THE LOCAL ECONOMY

172,000
ACRES OF LAND

CP PARTNERS
COMMERCIAL REAL ESTATE

Contact the Team

Joe Caccamo
jcaccamo@cppcre.com
PH: 415.274.7394
CA DRE# 01191110

Lea Kuehnhackl
lea@cppcre.com
PH: 707.484.2284
CA DRE #01435080

Scott Reid
ParaSell, Inc.
scott@parasellinc.com
PH: 949.942.6585
NC LIC #316079

In Association with
ParaSell, Inc.
PH: 949.942.6585
A Licensed North
Carolina Broker

Fayetteville, NC

Boone Trail Center

Value-Add Neighborhood Shopping Center – Rare Opportunity to Acquire Legacy Asset With

CP PARTNERS
COMMERCIAL REAL ESTATE

In Association with ParaSell, Inc. | A Licensed North Carolina Broker #C32060