



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



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Disclaimer

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Boone Trail Center

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

PRICE: **\$9,161,000**

CAP RATE: **7.53%**

PROFORMA CAP RATE: **7.74%**

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		
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

Tenant Info				Lease Terms		Rent Summary		
BLDG/SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
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
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

Tenant Info				Lease Terms		Rent Summary		
BLDG/SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
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
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								

Tenant Info				Lease Terms		Rent Summary		
BLDG/SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
3041 Ste 106	United Home Care Inc.	1,595	2.36%	05/01/24	07/31/26	\$2,924.17	\$35,090.04	\$22.00
	Termination Option							
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

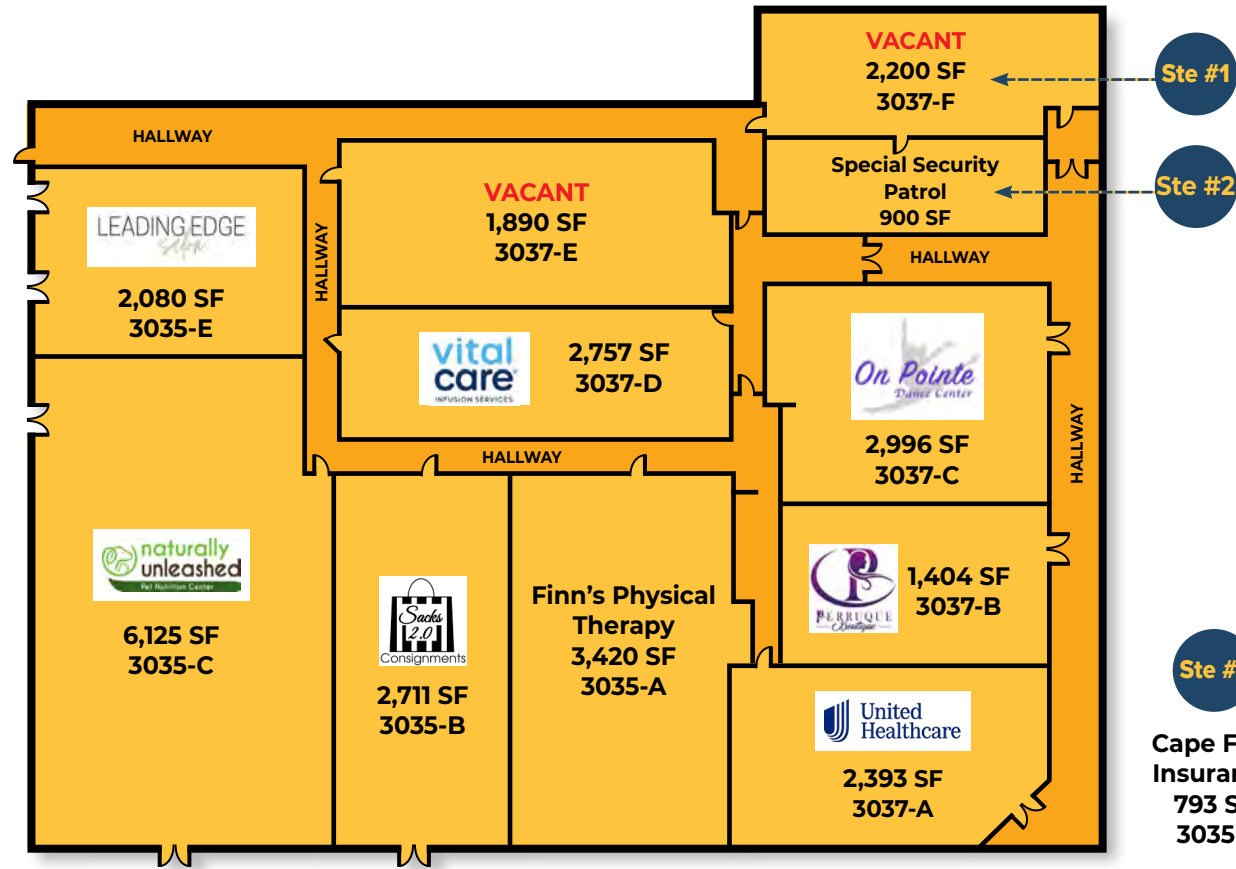
3
Parcels

Egress

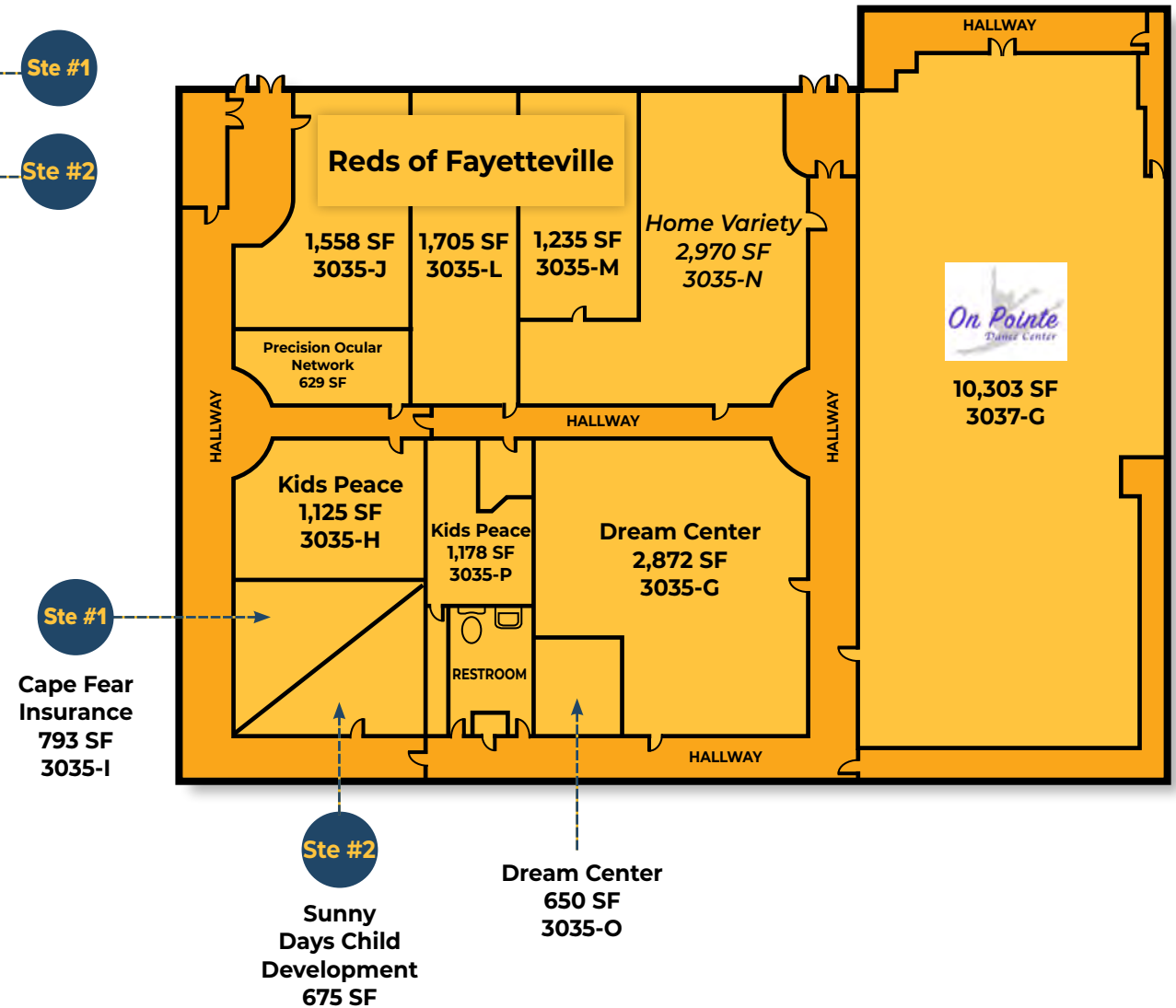




UPPER LEVEL

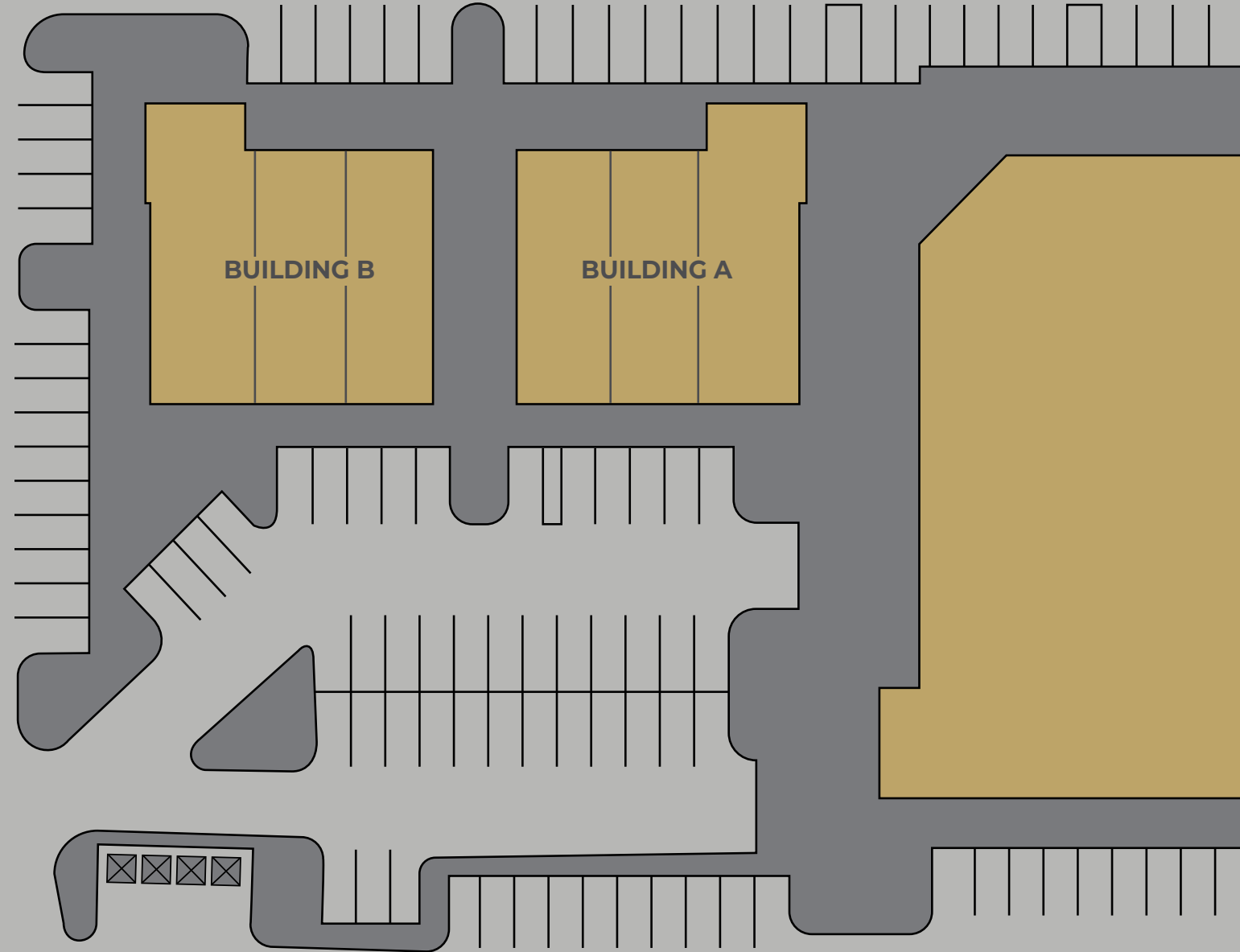
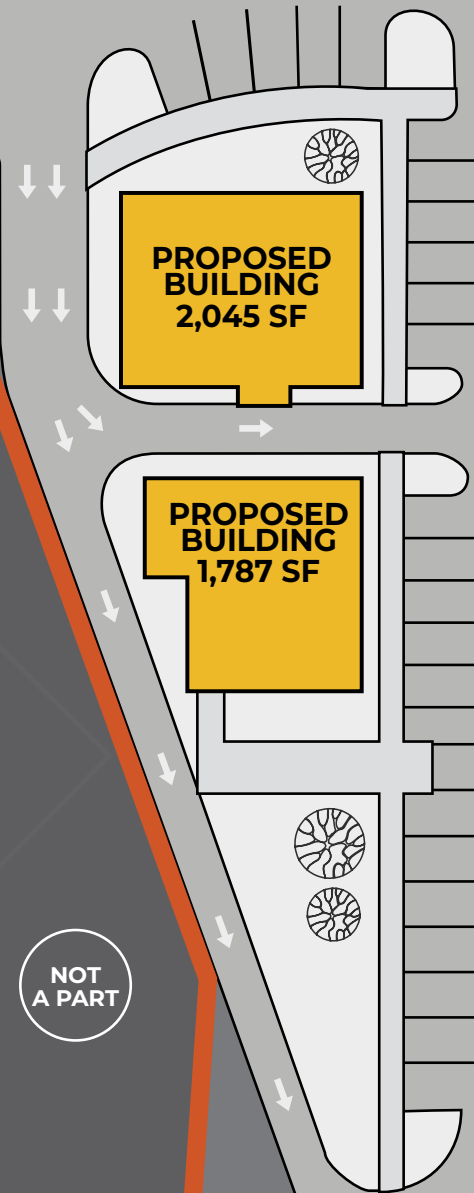


LOWER LEVEL





**POTENTIAL QSR
DRIVE-THRU**



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

POTENTIAL 5-10K SF



BOONE TRAIL

OWEN DRIVE

NOT
A PART

BUILDING
B

BUILDING
A

2-STORY
10,000 SF

2-STORY
10,000 SF

2-STORY
10,000 SF

2-STORY
10,000 SF

2-STORY
10,000 SF

24' AISLE

24' AISLE

24' AISLE

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

POTENTIAL
4-20K SF
BUILDINGS



BOONE TRAIL

OWEN DRIVE

NOT
A PART

BUILDING
B

BUILDING
A

2
STORY
20,000
SF

2-STORY
20,000 SF

2-STORY
20,000 SF

2-STORY
20,000 SF

24' AISLE

24' AISLE

24' AISLE

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

 DOWNTOWN
FAYETTEVILLE
3.7 MILES



45,674 VPD

POTENTIAL
DEVELOPMENT
OPTIONS

CELL TOWER
INCLUDED



9,707 VPD



POTENTIAL QSR
OUTPARCEL



Located in
a thriving
Fayetteville
submarket

55,381

COMBINED VEHICLES PER DAY
ALONG OWEN DRIVE & BOONE
TRAIL

3.7 miles

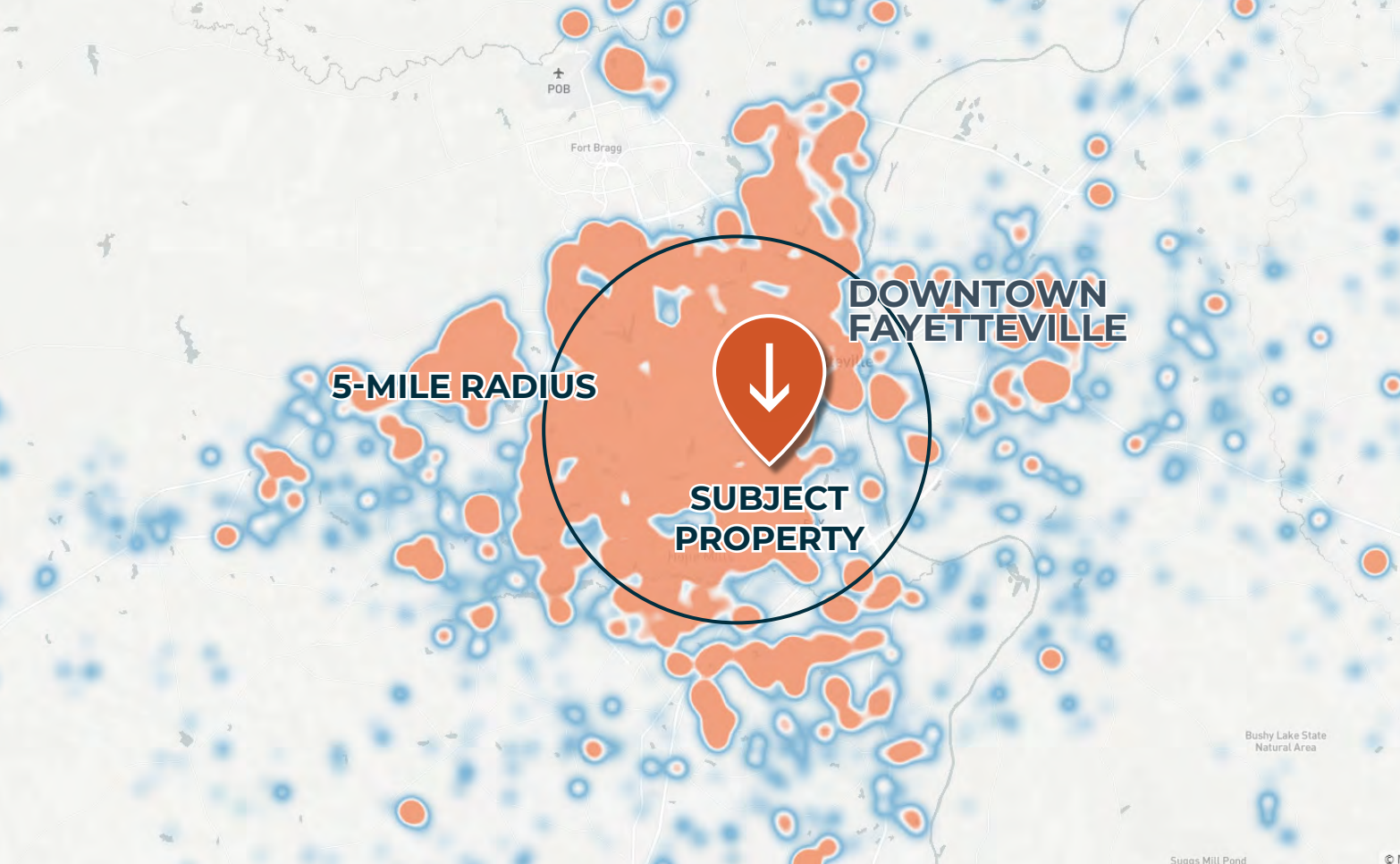
TO DOWNTOWN FAYETTEVILLE

10 miles

TO FORT BRAGG

Immediate Trade Area | 16





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

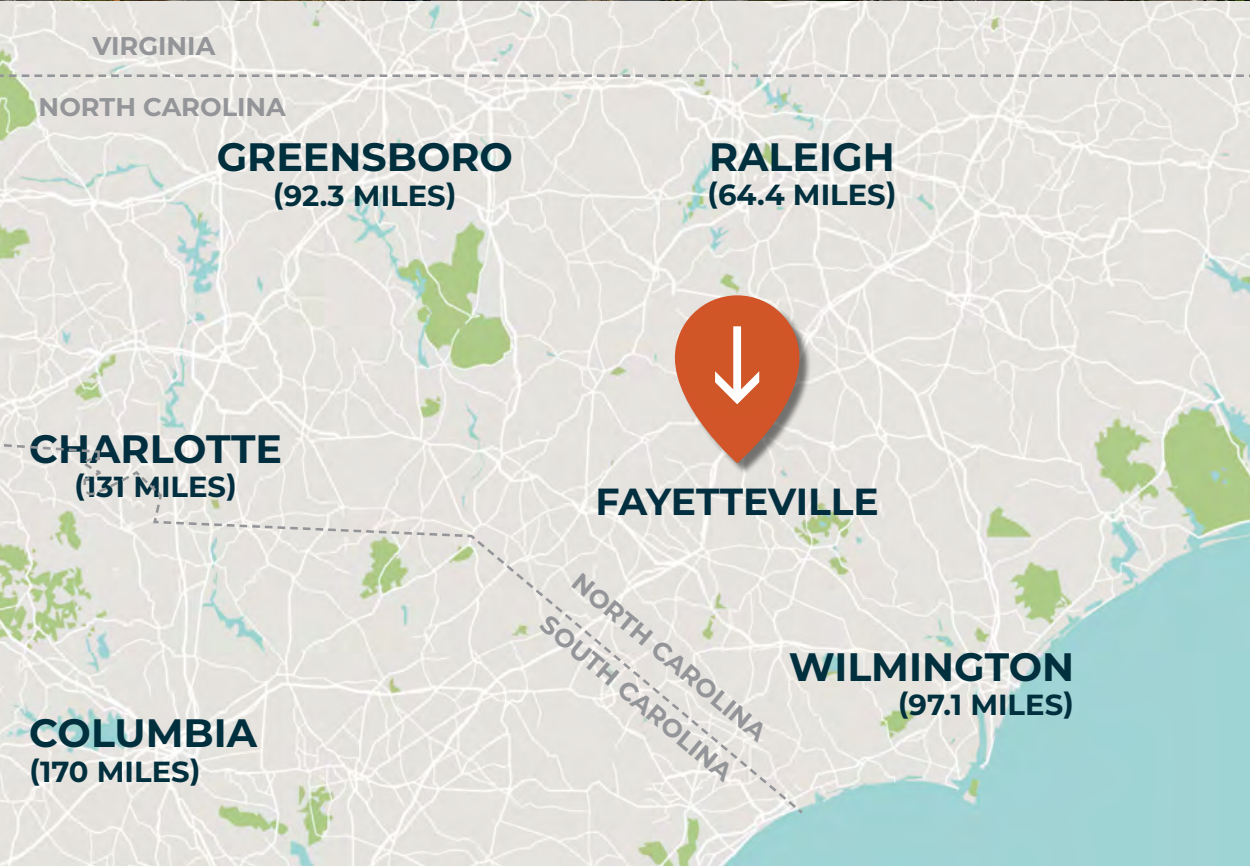
	1-Mile	3-Mile	5-Mile
2025	6,371	55,584	137,069
2030 PROJ.	18,983	154,329	377,516



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

Location Overview | 19



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



Nearby Military Overview | 20



SUBJECT PROPERTY



CELL TOWER INCLUDED

VALUE-ADD POTENTIAL WITH OUTPARCEL

Contact the Team

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