

# Goodwill

FORT MYERS, FL



**BERKELEY**  
CAPITAL ADVISORS

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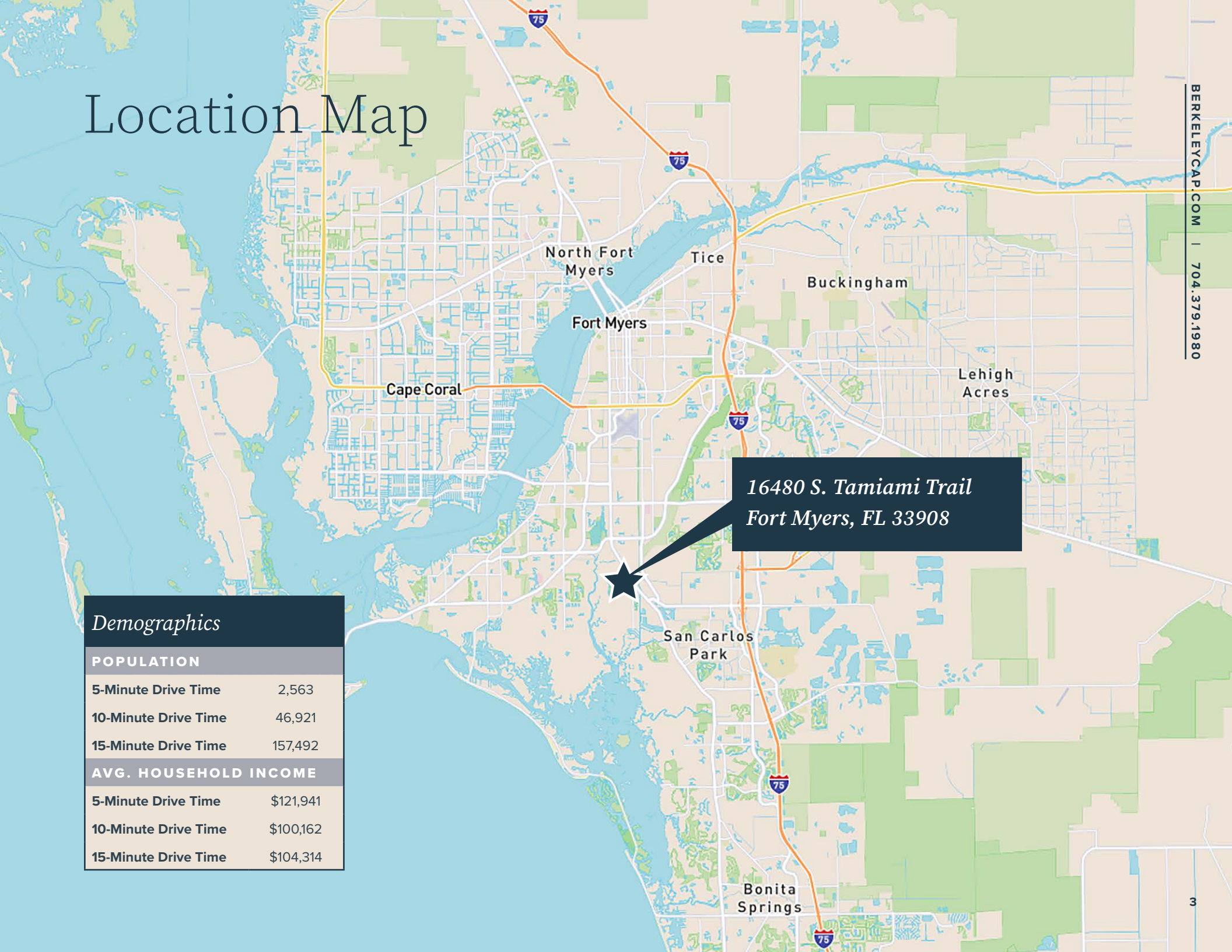
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**BCA FIRM FLORIDA REAL ESTATE**

**LICENSE NO.: CQ1061618**



# Location Map



*16480 S. Tamiami Trail  
Fort Myers, FL 33908*

*Demographics*

POPULATION	
5-Minute Drive Time	2,563
10-Minute Drive Time	46,921
15-Minute Drive Time	157,492
AVG. HOUSEHOLD INCOME	
5-Minute Drive Time	\$121,941
10-Minute Drive Time	\$100,162
15-Minute Drive Time	\$104,314

# Investment Overview

## PROPERTY

*Goodwill*

## ADDRESS

*16480 South Tamiami Trail  
Fort Myers, FL 33908*

## TENANT LEASE ENTITY

Goodwill Industries of Southwest Florida, Inc.

## RENT COMMENCEMENT

January 1, 2019

## LEASE EXPIRATION

December 31, 2033

## ORIGINAL LEASE TERM

15 Years

## LEASE TERM REMAINING

10 Years

## OPTIONS REMAINING

Three, 5-Year

## LEASE TYPE

Absolute Net

## NOI

\$262,500

## RENT INCREASES

5% Every 5 Years

## RIGHT OF FIRST REFUSAL

No

## PROPERTY DETAILS

20,112

*Square Feet*

1.92

*Acres*

'80/'18

*Year Built/Remodeled*

±53

*Parking Spaces*

*Note: All lease provisions to be independently verified by Buyer during the Due Diligence Period.  
The information contained herein has been obtained from sources we deem reliable.*

# \$4,375,000

*Asking Price (6.00% Cap Rate)*

## RENT SCHEDULE

YEARS	START	END	ANNUAL RENT	% INCREASE
Years 6-10	1/1/2024	12/31/2028	\$262,500	5.00%
Years 11-15	1/1/2029	12/31/2033	\$275,625	5.00%
Option 1	1/1/2034	12/31/2038	\$289,406	5.00%
Option 2	1/1/2039	12/31/2043	\$303,877	5.00%
Option 3	1/1/2044	12/31/2048	\$319,070	5.00%





# Property Highlights

## PROPERTY HIGHLIGHTS

- Significant property renovation in 2018 | New 15-year lease signed upon renovation
- Nearby signalized corner intersection | S Tamiami Trl & Island Park Rd | 61,650 VPD combined
- Goodwill Industries of Southwest Florida, Inc. | 28 locations | Strong tenant financials: \$47.61M Revenue | \$2.91M Net Income in 2021
- Sustained tenant history at site | Operating at subject location since 1999
- Long lease term | 10 years remaining
- Attractive rent & price per square foot
- Absolute Net Lease | Zero landlord responsibilities
- Located inside of dense retail corridor | 1.7M SF within a 2-mile radius
- Attractive population density within a 5-mile radius | 114,877 residents
- Affluent surrounding area | \$134,792 average household income within a 1-mile radius
- Large industrial presence nearby bringing in a large amount of daytime workers to the area | 1.8M SF of space within a 2-mile radius
- Large parcel | 1.92 acres
- Nearly 10 minutes from Gulf Coast Medical Center | 699 beds
- Approx. 15 minutes from both Florida Southwestern State College & Florida Gulf Coast University | Nearly 30,000 students combined
- Approx. 10 minutes from both South Fort Meyers High School & Cypress Lake High School | 3,358 students
- 20 minutes from Southwest Florida International Airport | Top 25 busiest airports in the U.S.

## DEMOGRAPHIC SNAPSHOT

157,492

2022 POPULATION WITHIN FIFTEEN MINUTES

\$134,792

2022 AVG HOUSEHOLD INCOME WITHIN ONE MILE

35.32%

2010-2022 POP GROWTH WITHIN FIVE MINUTES





NE



Gulf Coast Medical Center  
699 beds



INDUSTRIAL AREA



RV Repair



RV Superstore

Flooring Store



Pharmacy | Sporting Goods | Nail Salon

Boat Repair

Kitchen Store

Shipping Store | Tattoo | Bead Warehouse | Spa | FL Drone Supply



S TAMAMI TRAIL - 60,000 VPD

Furniture Store



Auto Care Center | Transmission Shop



ISLAND PARK RD





Downtown Fort Myers  
10 miles from site



Florida  
Southwestern  
State College  
14,714 students

Gulf Coast Medical  
Center 699 beds



The Club at  
Renaissance

Old Hickory Golf  
& Country Club

Lee County  
Sports Complex

Legends Golf  
& Country Club

SW Florida International  
Airport | 205 flights/day

Eagle Ridge  
Golf Club



Fiddlesticks  
Country Club



Forest  
Country Club

FUTURE  
INDUSTRIAL  
AREA



Fort Myers RV Resort  
|  
America Outdoor  
Residences

INDUSTRIAL AREA

ALICO RD - 25,000 VPD



San Carlos  
Golf Club

Florida Gulf Coast University  
14,673 students





# Property Photos





# Tenant Overview



Goodwill Industries International (GII), founded in 1902, is a network of 159 community-based, autonomous organizations in the United States, Canada, and 12 other countries. Local Goodwill organizations serve as social enterprises that focus on developing job training programs, employment placement, and other community-centered programs by selling donated clothing and household items. In addition to GII's 3,200+ stores, the company operates online through various e-commerce sites. Ultimately, Goodwill Industries International is committed to making a global impact through providing employment, education, and skill-building opportunities to people across the globe.

3,200+  
*Total Locations*

1902  
*Year Founded*





# Market Overview – Fort Myers, FL



756K+

*Fort Myers 2023  
Metro Population*

#3

*Safest Place to Live  
in the U.S.*

*- U.S. News & World Report*

#1

HIGHEST NUMBER OF SUNSHINE HOURS IN  
THE STATE OF FLORIDA

19K+

HEADQUARTERS TO CHICO'S FAS, INC. |  
±19,700 EMPLOYEES ACROSS THE U.S.

14K+

LEE HEALTH IN LEE COUNTY EMPLOYS MORE  
THAN 14,000 AND 4,500 VOLUNTEERS

#4

*Fastest Growing Places  
in the U.S.*

*- U.S. News & World Report*

10.3M

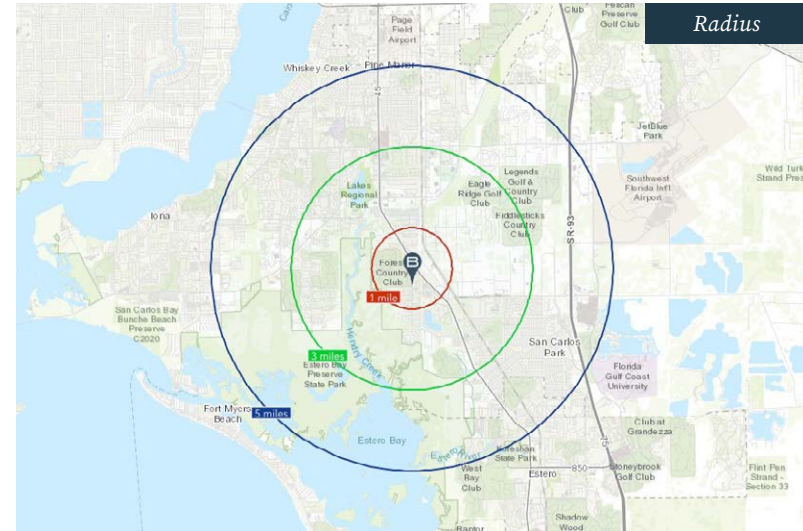
*Annual Passengers at  
Southwest FL International  
Airport in 2022*



# Demographics

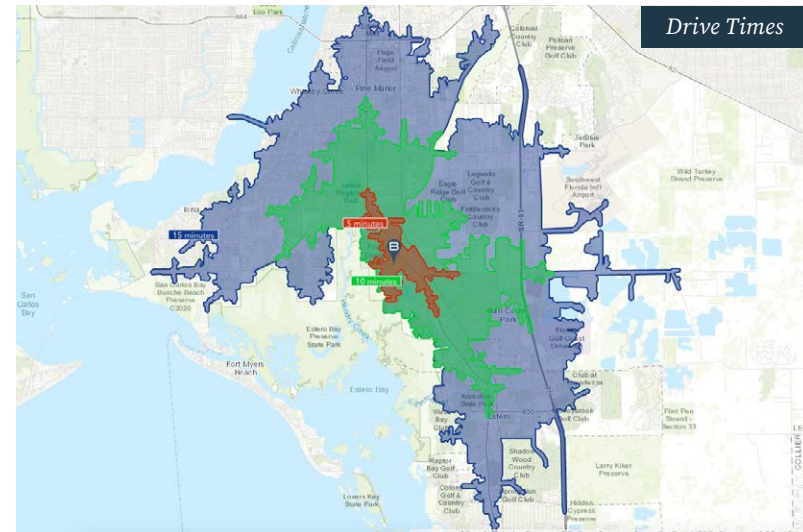
## Radius

POPULATION	1-MILE	3-MILE	5-MILE
2027 Projection	3,624	33,251	117,425
2022 Population	3,476	32,012	114,877
2020 Census	3,503	31,532	112,232
2010 Census	2,824	26,563	97,027
2022-2027 Annual Rate	0.84%	0.76%	0.44%
2020-2022 Annual Rate	-0.34%	0.67%	1.04%
2010-2020 Annual Rate	2.18%	1.73%	1.47%
HOUSEHOLDS			
2027 Total Households	1,833	15,775	53,354
2022 Total Households	1,744	15,129	52,039
2020 Households	1,752	14,883	50,938
2010 Households	1,397	12,416	44,017
2022-2027 Annual Rate	1.00%	0.84%	0.50%
2020-2022 Annual Rate	-0.20%	0.73%	0.95%
2010-2020 Annual Rate	2.29%	1.83%	1.47%
2022 AVG. HH INCOME	<b>\$134,792</b>	<b>\$118,590</b>	<b>\$103,433</b>



## Drive Times

POPULATION	5-MINUTE	10-MINUTE	15-MINUTE
2027 Projection	2,671	48,146	161,468
2022 Population	2,563	46,921	157,492
2020 Census	2,558	45,847	153,211
2010 Census	1,894	38,793	130,448
2022-2027 Annual Rate	0.83%	0.52%	0.50%
2020-2022 Annual Rate	0.09%	1.03%	1.23%
2010-2020 Annual Rate	3.05%	1.68%	1.62%
HOUSEHOLDS			
2027 Total Households	1,315	22,472	73,418
2022 Total Households	1,254	21,837	71,353
2020 Households	1,253	21,363	69,496
2010 Households	889	18,128	59,308
2022-2027 Annual Rate	0.95%	0.57%	0.57%
2020-2022 Annual Rate	0.04%	0.98%	1.18%
2010-2020 Annual Rate	3.49%	1.66%	1.60%
2022 AVG. HH INCOME	<b>\$121,941</b>	<b>\$100,162</b>	<b>\$104,314</b>





# Confidentiality Disclaimer

Berkeley Capital Advisors, LLC ("BCA") has been authorized by the owner of the subject property (the "Seller") to present you with this marketing package. This is a confidential package intended solely for your own limited use and benefit, as a principal, in considering whether you desire to pursue negotiations to acquire the subject property.

Your receipt and acceptance of this package serves to acknowledge your agreement to: (1) hold the information and materials contained herein, and the offering they represent, in the strictest of confidence; (2) not disclose, directly or indirectly, the information and materials contained herein, or the offering they represent, to any other person, firm or entity without prior written authorization from BCA or the Seller; (3) not use the information and materials contained herein in any fashion or manner detrimental to the interest of BCA or the Seller; (4) not disturb any tenants in possession of the subject property nor reveal to them the offering this package represents.

This marketing package was prepared by BCA and it has been reviewed by representatives of the Seller. The information and materials contained herein are selective and limited in nature, and neither BCA nor the Seller purports this to be an all-inclusive report on the subject property. Within this package, certain leases, documents and other materials are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements involved, nor do they purport to constitute a legal analysis of the provisions of those documents. Interested and qualified prospective purchasers will be afforded an opportunity to review additional information and to inspect the subject property, and all such prospective purchasers should conduct their own independent due diligence.

This package is based in part upon information supplied by the Seller and in part upon information obtained by BCA from sources believed to be reliable. All income, expense and/or investment projections contained herein are provided for general reference purposes only, in that they are based on assumptions relating to the general economy, competition and other factors beyond the control of BCA and the Seller, and all such projections are therefore subject to variation. This package shall not be deemed an indication of the state of affairs of the subject property, nor constitute an indication that there has been no change in the business or affairs of the subject property since the date of preparation of this package.

Neither BCA, the Seller, nor any of their respective officers, employees or agents, has made or does make any representation or warranty, expressed or implied, as to the accuracy or completeness of this package or any of its contents, and no legal commitments or obligations shall arise by reason of this package or its contents.

BCA and the Seller expressly reserve the right, at their sole discretion, to alter or amend the terms of this offering, to reject any or all expressions of interest or offers to acquire the subject property and/ or to terminate discussions with any entity at any time with or without notice. The Seller shall have no legal commitment or obligation to any entity reviewing this package or making an offer to acquire the subject property unless and until a written agreement for such acquisition has been fully executed, delivered and approved by the Seller and any conditions to the Seller's obligations thereunder have been satisfied or waived.

Parties seeking to act in a third-party brokerage capacity must register their client(s) with BCA prior to receiving or dispersing any marketing information. BCA will not recognize any third-party brokerage relationships without first receiving and approving such written client registration, nor will BCA or the Seller be obligated for any brokerage claims which may result, regardless of such broker's involvement in procuring a purchaser for the subject property.

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If, after reviewing this package, you have no further interest in acquiring the subject property at this time, please return this package in its entirety to BCA. Likewise, if the terms contained in this Confidentiality & Disclaimer section are not acceptable to you, please immediately return this package to BCA.

## AGENT'S DUTIES

When you contract with a real estate firm to act as your agent in a real estate transaction, the agent must help you obtain the best price and terms possible, whether you are the buyer or seller. The agent also owes you the duty to:

- Safeguard and account for any money handled for you
- Act with reasonable skill, care and diligence
- Be loyal and follow reasonable and lawful instructions
- Disclose to you any information which might influence your decision to buy or sell

Even if the agent does not represent you, the agent must still be fair and honest and disclose to you all "material facts" which the agent knows or reasonably should know. A fact is "material" if it relates to defects or other conditions affecting the property, or if it may influence your decision to buy or sell.

## AGENTS WORKING WITH SELLERS

A seller can enter into a "listing agreement" with a real estate firm authorizing the firm and its agent(s) to represent the seller in finding a buyer for his property. The listing agreement should state what the seller will pay the firm no matter who finds the buyer.

The listing firm may belong to a listing service to expose the seller's property to other agents who are members of the service. Some of those agents may be working with buyers as buyers' agents; others will be working with buyers but still representing the sellers' interests as an agent or "subagent". When the buyer's agents and seller's subagents desire to share in the commission the seller pays to the listing firm, the listing agent may share the commission with the seller's permission.

## AGENTS WORKING WITH BUYERS

A buyer may contract with an agent or firm to represent him (as a buyer's agent), or may work with an agent or firm that represents the seller (as a seller's agent or subagent). All parties in the transaction should find out at the beginning who the agent working with the buyer represents.

If a buyer wants a buyer's agent to represent him in purchasing a property, the buyer should enter into a "buyer agency agreement" with the agent. The buyer agency agreement should state how the buyer's agent will be paid. Unless some other arrangement is made which is satisfactory to the parties, the buyer's agent will be paid by the buyer. Many buyer agency agreements will also obligate the buyer to pay the buyer's agent no matter who finds the property that the buyer purchases.

A buyer may decide to work with a firm that is acting as agent for the seller (a seller's agent or subagent). If a buyer does not enter into a buyer agency agreement with the firm that shows him properties, that firm and its agents will show the buyer properties as an agent or subagent working on the seller's behalf. Such a firm represents the seller (not the buyer) and must disclose that fact to the buyer.

The terms and conditions stated in this Confidentiality & Disclaimer section apply and relate to all of the sections of this package as if stated independently therein. Prospective purchasers of the subject property are hereby notified that Berkeley Capital Advisors, and its agents, are acting in the capacity of a "Seller's Agent" during the course of this offering, and as such are solely representing the interests of the Seller

**BCA FIRM FLORIDA REAL ESTATE**  
**LICENSE NO.: CQ1061618**

**[PLEASE CLICK HERE TO VIEW WORKING WITH REAL ESTATE AGENTS BROCHURE](#)**



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