



# 1325 DUTCH FORK ROAD

COLUMBIA MSA | IRMO, SOUTH CAROLINA 29063

FOOD LION CENTER OUTPARCEL • \$160,000 AVERAGE HOUSEHOLD INCOME IN A 1-MILE RADIUS

2024 GROUND UP CONSTRUCTION • 20-YEAR ABSOLUTE NNN LEASE



CONFIDENTIAL OFFERING MEMORANDUM

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SOUTHEAST VIEW



A photograph of a Zaxby's restaurant at dusk or night. The building is a single-story structure with a metal roof and a white exterior. The Zaxby's logo is visible on the side. A drive-thru lane is visible in the foreground, with several cars lined up. The parking lot is mostly empty. The background shows some trees and other buildings.

# NO. 01

## INVESTMENT OVERVIEW

# Offering Introduction

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Trinity Partners is proud to serve as exclusive sales advisor to ownership and offer this net lease QSR investment opportunity in the Columbia MSA to the marketplace. Zaxbys is a leader in the QSR industry and is projected to surpass 1,000 locations across 19 states by the end of 2025 ("Property"). Zaxbys is a top 3 chicken chain in the country by AUV, with 2024 systemwide sales exceeding \$2.63 billion, and ranked #27 in QSR Top 50 in 2024.

The Property sits on a 1+ acre outparcel to a 100% leased Food Lion center, which was carefully identified and reviewed by Zaxbys, that was redeveloped in 2024 with a 2,900 SF drive-thru/dine-in building, 31 parking spaces, and 3 separate access points. The 20-year NNN lease commenced in April 2024 with 8% rent bumps every 5 years and multiple 5-year renewal options. The lease includes a full-term personal guaranty from the franchise owner.

The Property is located in the growing and affluent Ballentine community 5 minutes off I-26 and 15 miles from downtown Columbia (state capital). Positioned at a busy signalized intersection on Dutch Fork Road (28,200 VPD), the Property sits just off the shores of popular Lake Murray. With 50,000+ acres and 650+ miles of shoreline, Lake Murray was named the "#1 Best Lake for Water Sports" by the USA Today 10Best Readers' Choice Awards 2025.



# Offering Specifics

<b>Purchase Price</b>	\$3,165,350
<b>Purchase Cap Rate</b>	6.35% (Years 1-5)
<b>Average Cap Rate</b>	7.24% (Years 3-20)
<b>Base Rent/NOI</b>	\$201,000.00 (Years 1-5) See Lease Summary for full schedule
<b>Tenant Credit</b>	Private / Franchisee
<b>Lease Type</b>	Triple Net / Fee Simple
<b>Base Lease Term</b>	20 Years
<b>Commencement Date</b>	April 1, 2024
<b>Expiration Date</b>	March 31, 2044
<b>Renewal Options</b>	4 – 5 Years each
<b>Rent Increases</b>	8% every 5 years
<b>Building Age</b>	Completed Q1 2024
<b>Building Size</b>	± 2,900 SF
<b>Land Size</b>	± 1.01 AC
<b>Parking Spaces</b>	31 total (2 handicap)
<b>Zoning</b>	GC



# Investment Highlights

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- » NEW CONSTRUCTION: 2024 ground-up development with a new prototype building that includes a double drive thru
- » LONG-TERM NET LEASE: 20-year absolute NNN lease with 4 renewal options and ZERO landlord responsibilities (full-term PG)
- » RENTAL UPSIDE: 8% rent bump every 5 years beginning in 2029 throughout the option periods
- » NATIONAL BRAND: Zaxby's has 990+ locations in 19 states and projected to have 1,000+ by year-end 2025
- » GROCERY ANCHOR: Outparcel to Ballentine Market, a 51,000 SF and 100% occupied Food Lion center serving the community for 35+ years
- » HIGH PROFILE CORNER: Busy signalized intersection that has traffic counts of +/- 28,200 cars per day on Dutch Fork Rd
- » POPULATION EXPLOSION: Over 73% growth since 2010 and over 13% growth since 2020 within a 1-mile radius
- » DENSE RESIDENTIAL: Over 2,000 homes within a 5-minute drive and nearly 90,000 residents within a 15-minute drive
- » HIGH INCOMES: Median HH income of \$108,000 and average HH income of \$160,000 within a 1-mile radius
- » STRONG RETAIL REGION: The Columbia MSA has approximately 55.3 million SF of retail with vacancy rate of 3.5%



NO. 02

TENANT OVERVIEW

# Tenant Summary

Founded in 1990 in Statesboro, Georgia, Zaxby's is a privately held, fast-casual restaurant chain specializing in chicken fingers, wings, and signature sauces. Headquartered in Athens, Georgia, the company operates under Zaxby's Operating Company L.P. As of March 2025, Zaxby's has expanded to over 990 locations across 19 states, with a strong presence in the Southeastern United States.

The brand's market position is bolstered by its distinctive menu offerings and regional appeal. In 2024, Zaxby's began retail distribution of its signature sauces, including Zax Sauce, Spicy Zax Sauce, and Tongue Torch Sauce, through major retailers like Walmart, Kroger, and Amazon. This move signifies the company's efforts to diversify revenue streams and enhance brand visibility.

Looking ahead, Zaxby's has outlined ambitious expansion plans aimed at reaching 1,200 locations by 2027. The company is focusing on both franchised and corporate-owned growth, with particular emphasis on penetrating new markets in the Midwest and Mid-Atlantic regions. Strategic site selection, enhanced drive-thru technology, and co-branded retail partnerships are key pillars of the expansion strategy. This growth initiative underscores Zaxby's long-term commitment to becoming a national competitor in the fast-casual chicken segment.

The operating franchisee, Mark Foster, learned the QSR trade from his father-in-law, another long-standing, top performing Zaxby's franchisee. Mark, alongside his father-in-law, operate 5 successful Zaxby's locations in the Carolinas.



# In the News



## QSR'S TRANSFORMATIONAL BRAND OF 2025: ZAXBY'S FINDS THE RIGHT SAUCE FOR SUCCESS

RALEIGH, N.C. — The fast casual has spent the past four years sharpening operations, branding, digital sales, and franchisee growth, and the results are paying off.

When Bernard Acoca was CEO of El Pollo Loco, his wife asked him what was next. In his head, the executive had a pretty clear idea. Acoca didn't want to go back to something big because he preferred a concept of a certain size—one with opportunities to scale rapidly and grow into a coast-to-coast or even international brand.

[CLICK TO READ THE FULL ARTICLE](#)



## ZAXBY'S OPENS NEW LOCATION IN BALLENTINE COMMUNITY

IRMO, S.C. — Zaxby's has officially opened its doors to the Irmo and Ballentine communities with a ribbon-cutting ceremony hosted by the Greater Irmo Chamber of Commerce. The event marked the grand opening of the new restaurant, which aims to bring delicious food and a strong sense of community engagement to the area. Owner Mark Foster expressed his excitement about the new location, stating, "We are excited about our new location and are eager to serve the Ballentine area with great food and customer service."

[CLICK TO READ THE FULL ARTICLE](#)



## ZAXBY'S SOUTHWESTERN GROWTH CONTINUES WITH PHOENIX STORE

PHOENIX, A.Z. — Saucy chicken chain Zaxbys® is excited to continue to expand its footprint out West with the opening of its first-ever Phoenix, Arizona location. Located at 37756 N Gantzel Rd., the new Zaxbys is owned and operated by Brian and Jessica Nelson of BOCKBOCK, LLC. It will be open for dine-in and drive-thru service starting on August 13, 2025. In celebration of opening, on August 19 from 10 a.m. – 2 p.m. local time, there will be a ribbon cutting ceremony.

[CLICK TO READ THE FULL ARTICLE](#)

# Lease Summary

<b>Address</b>	1325 Dutch Fork Rd, Irmo, SC 29063
<b>Lot Premise</b>	± 1.01 AC
<b>Building Premise</b>	± 2,900 SF
<b>Tenant</b>	Ballentine Foods, Inc.
<b>Guarantor</b>	Ballentine Foods, Inc. and G. Mark Foster
<b>Base Lease Term</b>	20 Years
<b>Early Termination</b>	Year 15 with a 6-month notice and 6 months of base rent
<b>Commencement Date</b>	April 1, 2024
<b>Expiration Date</b>	March 31, 2044
<b>Base Annual Rent</b>	\$201,000.00 (Years 1-5) \$217,080.00 (Years 6-10) \$234,446.40 (Years 11-15) \$253,202.11 (Years 16-20)
<b>Option Periods</b>	4 – 5 Years each
<b>Option 1 Rent</b>	\$273,458.28 (Years 21-25)
<b>Option 2 Rent</b>	\$295,334.94 (Years 26-30)
<b>Option 3 Rent</b>	\$318,961.74 (Years 31-35)
<b>Option 4 Rent</b>	\$344,478.68 (Years 36-40)
<b>Landlord Responsibilities</b>	Nothing
<b>Tenant Responsibilities</b>	Everything
<b>Assignment/Subletting</b>	See Lease Section 14
<b>Financial Reporting</b>	Yes – Once per year within 15 days of written request by LL
<b>Right of First Offer</b>	No
<b>Right of First Refusal</b>	No

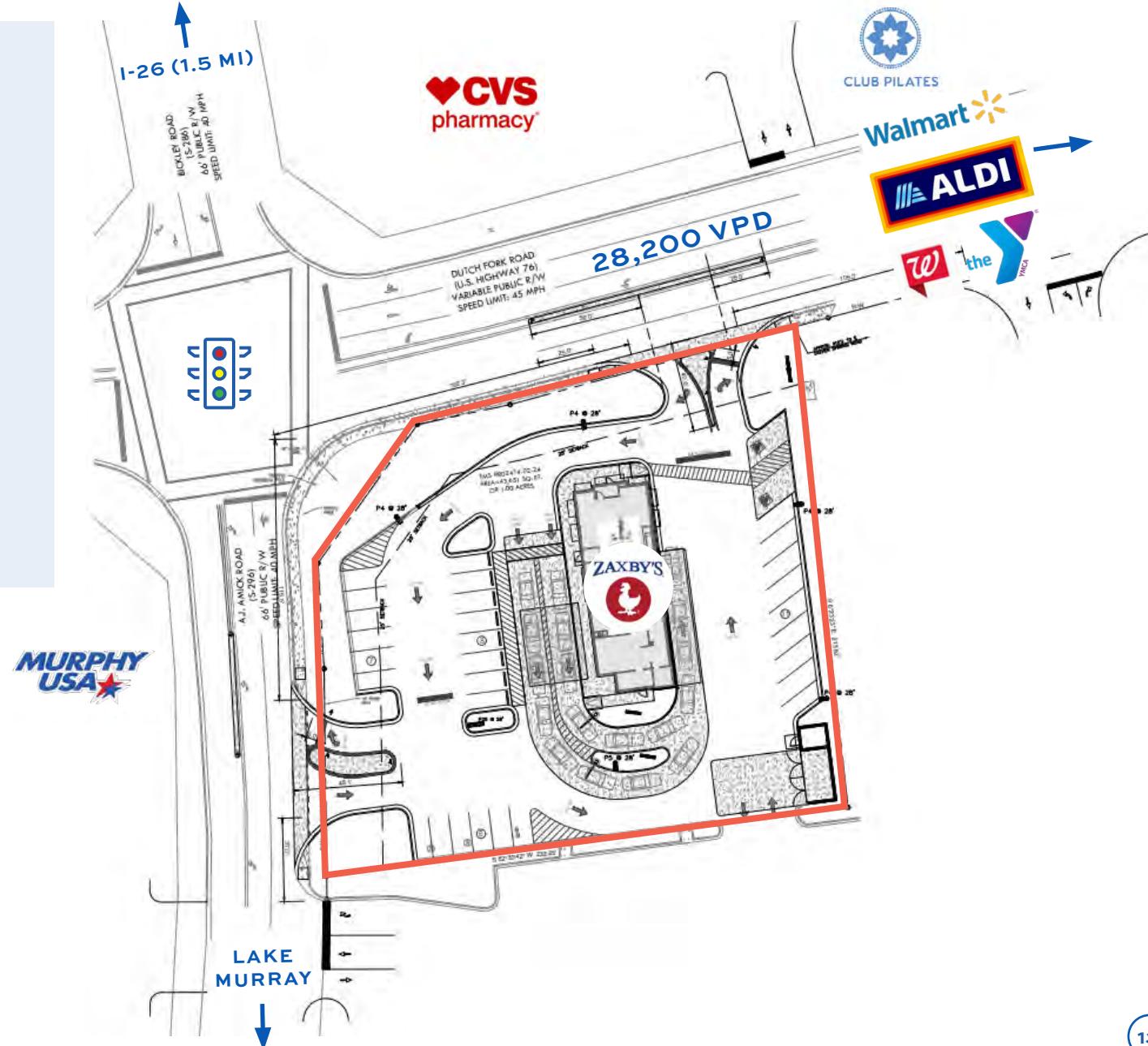
A photograph of a Zaxby's restaurant at dusk or night. The building is a single-story structure with a dark roof and light-colored siding. The Zaxby's logo is visible above the entrance. In front of the building is a drive-thru lane with a car in it, and a parking lot with several cars. The foreground is dark, suggesting it's nighttime.

# NO. 03

## LOCATION OVERVIEW

# Site Summary

The site consists of a 1.01-acre site on the southeast signalized corner Dutch Fork Rd (28,200+ VPD) and AJ Amick Rd. The site is improved with a 2,900 SF drive-thru/dine-in building with 31 parking spaces (2 handicap). There's +/- 172 feet of frontage on Dutch Fork Rd, +/- 139 feet on AJ Amick Rd, and +/- 233 feet facing Food Lion. Neighboring retail businesses include Food Lion, CVS, Walgreens, First Citizens Bank, Murphy USA, BP, and more.



SOUTHWEST VIEW

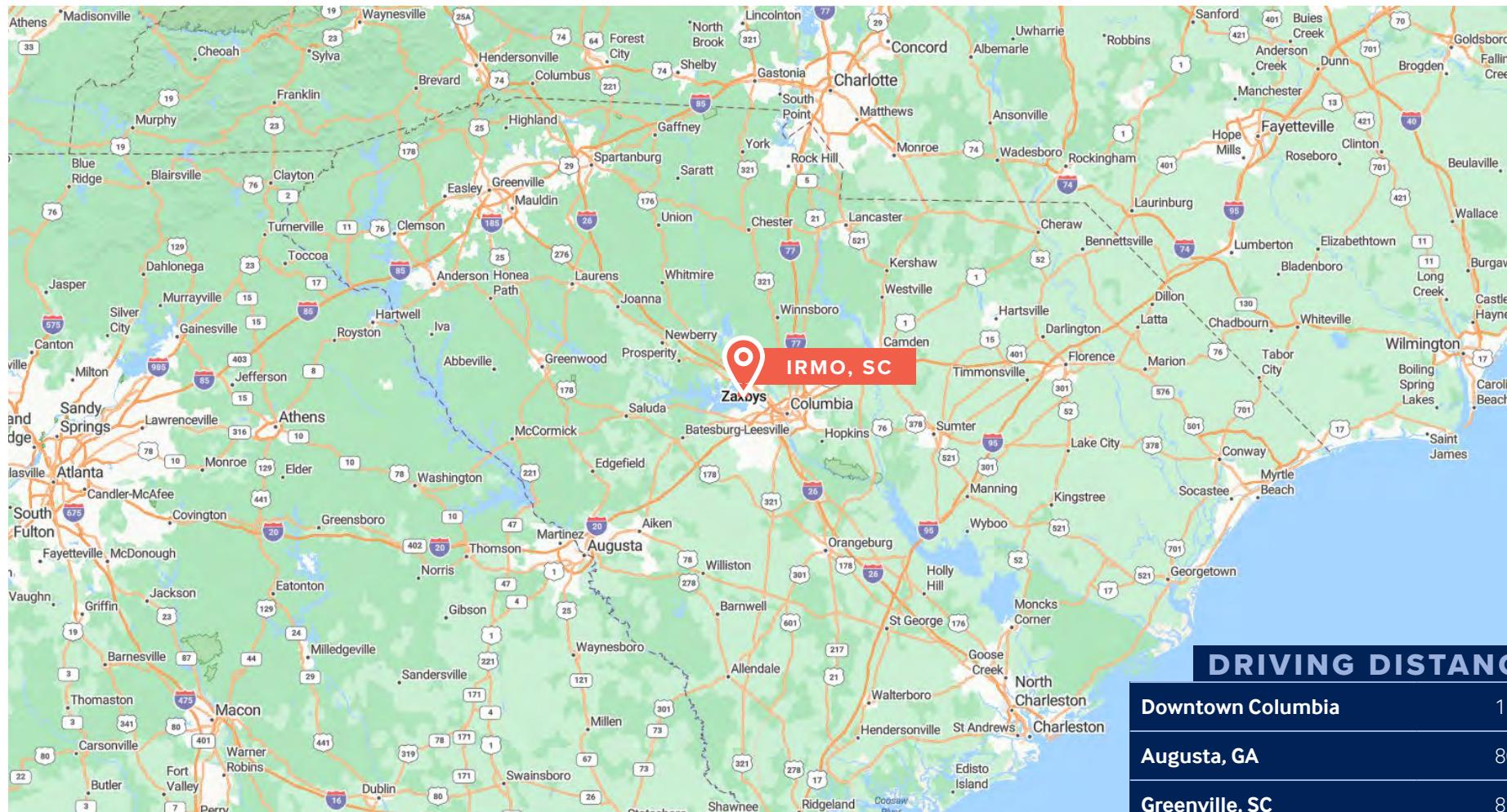




# Ballentine Map



# Region Map



## DRIVING DISTANCES

Downtown Columbia	15 miles
Augusta, GA	80 miles
Greenville, SC	89 miles
Charlotte, NC	97 miles
Charleston, SC	125 miles
Atlanta, GA	218 miles
Wilmington, NC	221 miles

A photograph of a Zaxby's restaurant at dusk or night. The building is a single-story structure with a metal roof and a prominent Zaxby's logo on the side. In the foreground, there is a drive-thru lane with a "DO NOT ENTER" sign and a "ONE WAY" arrow. Several cars are parked in the drive-thru lane. The background shows a parking lot and some trees.

# NO. 04

## MARKET OVERVIEW

# Columbia, SC

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Columbia, the capital city of South Carolina, is a dynamic hub for government, education, healthcare, and business. With a metro population of over 850,000, the city continues to experience steady growth fueled by a diverse economy and its central location in the state.

The University of South Carolina anchors the region, drawing talent, research, and innovation that support a wide range of industries. Healthcare is another leading sector, with major hospital systems providing both employment and stability. Columbia also benefits from being the seat of state government, which contributes to a strong base of professional services and related industries.

From a logistics standpoint, Columbia is strategically positioned with direct access to three major interstates (I-20, I-26, and I-77), connecting the city to Atlanta, Charlotte, Charleston, and beyond. The Columbia Metropolitan Airport and proximity to the Port of Charleston further enhance the city's appeal as a regional distribution and business center.

In commercial real estate, Columbia offers a balanced mix of office, retail, and industrial opportunities. Demand is bolstered by continued population growth, rising investment interest, and revitalization efforts downtown and in surrounding submarkets. The cost of doing business and living remains competitive compared to regional peers, making Columbia an attractive choice for companies and investors alike.



## MAJOR EMPLOYERS



UNIVERSITY OF  
SOUTH CAROLINA

**PRISMA**  
HEALTH

 MUSC Health  
Medical University of South Carolina

 amazon

 LEXINGTON  
MEDICAL CENTER

 Dominion  
Energy®

 BlueCross BlueShield  
Association

**FORT  
JACKSON**

# Demographics

POPULATION			
	1 Mile	3 Miles	5 Miles
<b>2010 Population</b>	1,724	20,857	51,293
<b>2020 Population</b>	2,647	26,797	60,461
<b>2025 Population</b>	2,994	27,524	62,341
<b>2030 Population</b>	3,080	27,975	63,891
<b>2010-2020 Annual Rate</b>	4.38%	2.54%	1.66%
<b>2020-2025 Annual Rate</b>	2.37%	0.51%	0.58%
<b>2025-2030 Annual Rate</b>	0.57%	0.33%	0.49%
<b>2020 Median Age</b>	44.3	40.3	41.8
<b>2025 Median Age</b>	43.4	41.2	42.5

HOUSEHOLDS			
	1 Mile	3 Miles	5 Miles
<b>2010 Households</b>	632	7,489	18,942
<b>2020 Households</b>	1,015	9,948	23,120
<b>2025 Households</b>	1,196	10,559	24,646
<b>2030 Households</b>	1,259	10,985	25,816
<b>2010-2020 Annual Rate</b>	4.85%	2.88%	2.01%
<b>2020-2025 Annual Rate</b>	3.17%	1.14%	1.22%
<b>2025-2030 Annual Rate</b>	1.03%	0.79%	0.93%
<b>2025 Average Household Size</b>	2.49	2.60	2.52
MEDIAN HOUSEHOLD INCOME			
<b>2025 Median Household Income</b>	\$108,182	\$110,786	\$106,544
<b>2030 Median Household</b>	\$141,255	\$129,712	\$122,963
<b>2025-2030 Annual Rate</b>	5.48%	3.20%	2.91%
AVERAGE HOUSEHOLD INCOME			
<b>2025 Average Household Income</b>	\$159,250	\$147,221	\$138,755
<b>2030 Average Household Income</b>	\$184,292	\$167,149	\$156,340
<b>2025-2030 Annual Rate</b>	2.96%	2.57%	2.42%
PER CAPITA INCOME			
<b>2025 Per Capita Income</b>	\$65,074	\$56,310	\$55,048
<b>2030 Per Capita Income</b>	\$76,908	\$65,425	\$63,379
<b>2025-2030 Annual Rate</b>	3.40%	3.05%	2.86%

**CONTACT****TYSON GLASSER, CCIM****Senior Associate**404.435.6312 | [tglasser@trinity-partners.com](mailto:tglasser@trinity-partners.com)**LAKIN PARR****Partner**864.421.4747 | [lparr@trinity-partners.com](mailto:lparr@trinity-partners.com)**DISCLAIMER**

Trinity Partners-Greenville, LLC, a South Carolina Limited Liability Company ("Trinity Partners"), has been retained as advisor and broker to IP Irmo, LLC (the "Owner") regarding the sale of 1325 Dutch Fork Rd, Irmo, SC 29063 (the "Property").

This Offering Memorandum has been prepared by Trinity Partners for use by a limited number of parties and does not purport to provide a necessarily accurate summary of the Property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all the information which prospective investors may need or desire. All projections have been developed by Trinity Partners, the Owner, and designated sources and are based upon assumptions relating to the general economy, competition, and other factors beyond the control of the Owner, and therefore are subject to variation. No representation or warranty, express or implied, is made by Trinity Partners or the Owner as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied on as a promise or representation as to the future performance of the Property. Although the information contained herein is believed to be correct, the Owner and its employees disclaim any responsibility for inaccuracies and expect prospective purchasers to exercise independent due diligence in verifying all such information. Further, Trinity Partners, the Owner and its employees disclaim any and all liability for representations and warranties, expressed and implied, contained in or omitted from the Offering Memorandum or any other written or oral communication transmitted or made available to the recipient. The Offering Memorandum does not constitute a representation that there has been no change in the business or affairs of the Property or the Owner since the date of preparation of the Offering Memorandum. Analysis and verification of the information contained in the Offering Memorandum is solely the responsibility of the prospective purchaser.

Additional information and an opportunity to inspect the Property will be made available upon written request by interested and qualified prospective purchasers. The Owner and Trinity Partners expressly reserve the right, in their sole discretion, to reject any and all expressions of interest or offers regarding the Property and/or terminate discussions with any entity at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase of the Property has been fully executed, delivered, and approved by the Owner and its legal counsel and any conditions to the Owner's obligations thereunder have been satisfied or waived. Trinity Partners is not authorized to make any representations or agreements on behalf of the Owner.

This Offering Memorandum and its contents, except such information which is a matter of public record or is provided in sources available to the public, (such contents as so limited herein called the "Contents") are of a confidential nature. By accepting the Offering Memorandum, you agree (i) to hold and treat it in the strictest confidence, (ii) not to photocopy or duplicate it, (iii) not to disclose the Offering Memorandum or any of its contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of the Owner or Trinity Partners, (iv) not to use the Offering Memorandum or any of the contents in any fashion or manner detrimental to the interest of the Owner or Trinity Partners, and (v) to return it to Trinity Partners immediately upon request of Trinity Partners or the Owner.