



Manheim
A COX AUTOMOTIVE BRAND

*as of 9/12/24



CONFIDENTIAL OFFERING MEMORANDUM

169 AUCTION DRIVE, ROCKY POINT, NC 28457

WILMINGTON, NC MSA - RANKED #1 SOUTH'S BEST CITIES ON THE RISE, SOUTHERN LIVING MARCH 2024

CONTACT



TYSON GLASSER, CCIM

Senior Brokerage Associate

404.435.6312 | tglasser@trinity-partners.com



LAKIN PARR

Partner, Investment Sales

864.421.4747 | 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 NC Rocky Point US 117, LLC (the “Owner”) regarding the sale of 169 Auction Drive Rocky Point, North Carolina 28457 (collectively, 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.

Index

OFFERING OVERVIEW 04

PROPERTY OVERVIEW 08

LOCATION OVERVIEW 11

TENANT OVERVIEW 19

An aerial photograph of a large, single-story industrial building under construction. The building has a flat roof and several large bay doors on the left side. In the foreground, there is a paved parking lot with several white pickup trucks parked. To the left of the building, there is a large green dumpster. The background shows a line of trees under a clear sky. The entire image is overlaid with a semi-transparent blue filter.

NO. 01

OFFERING OVERVIEW



*as of 9/12/24

Offering Summary

Trinity Partners is proud to serve as exclusive listing broker on behalf of ownership and present to the marketplace this absolute net lease investment opportunity in metro Wilmington, NC occupied by Manheim Auto, the nation's leading provider of end-to-end wholesale vehicle solutions ("Manheim" or the "Property").

The Property was developed in 2024 on approx. 37.8 acres of a 58.5-acre site that was overwhelmingly favored by Manheim (balance of acreage is wetlands). This new state of the art facility is a relocation from an existing facility on the auto stretch in Wilmington where Manheim has been operating for years.

Manheim is on a 10-year Absolute Net lease with a corporate guarantee that commences in November 2024. There are three 5-year renewal options with a whopping 3% rent bump every year throughout the term. Manheim is a Cox Automotive brand, the world's largest automotive services and technology provider.

The Property is located in south Pender County, the second fastest growing county in North Carolina, along US-117 just off I-40. It is less than a 30-minute commute to downtown Wilmington, the Port of Wilmington, and Wilmington International Airport.

Investment Specifics

Purchase Price	\$13,000,000
Purchase Cap Rate	6.0% (Year 1)
Average Cap Rate	6.88% (Years 1 - 10)
Base Rent / NOI	\$780,000 (Year 1, estimated)
Tenant Credit	Private
Lease Type	Corporate NNN
Lease Term	10 Years
Lease Commencement	November 2024
Lease Expiration	November 2034
Renewal Options	3 - 5 Years Each
Rent Increases	3% Annually
Building Age	2024 (Completed Q4)
Building Size	± 14,400 SF (room for expansion)
Land Size	± 58.51 Acres (±20.71 are wetlands)
Parking	879 Total Spaces
Zoning	GI (General Industrial)

Investment Highlights

- » Manheim is the **nation's leading provider of end-to-end wholesale vehicle solutions** with 115 physical, digital and mobile locations in 11 countries
- » In 2022, Manheim offered nearly **5 million vehicles** for sale to dealers through its marketplace representing approx. **\$75 billion in value**
- » Manheim is a Cox Automotive brand, the **world's largest automotive services and technology provider** with 29,000+ employees on 5 continents
- » 10-year **absolute NNN corporate lease** with three 5-year options and **3% annual rent bumps** throughout the term
- » **Relocation facility** from an existing location with an **already successful operation** and a **built-in client base**
- » **Tremendous future upside** with over 38 acres available to redevelop into a denser or higher and best use
- » **Immediate access** to I-40 via exit 408 connecting **Wilmington** (20 minutes south) to **Raleigh** (90 minutes north)
- » **Wilmington International Airport** (13 miles from Property) is the **fastest growing airport in NC** with 1.3 million travelers in 2023, a 21% increase from 2022
- » The **Port of Wilmington** (18 miles from Property) is **strategically located** on the East Coast within 700 miles of 70% of the U.S. industrial base
- » **UNC-Wilmington** (16 miles from Property) is a **top 10 public university** in the South and has over 14,000 students

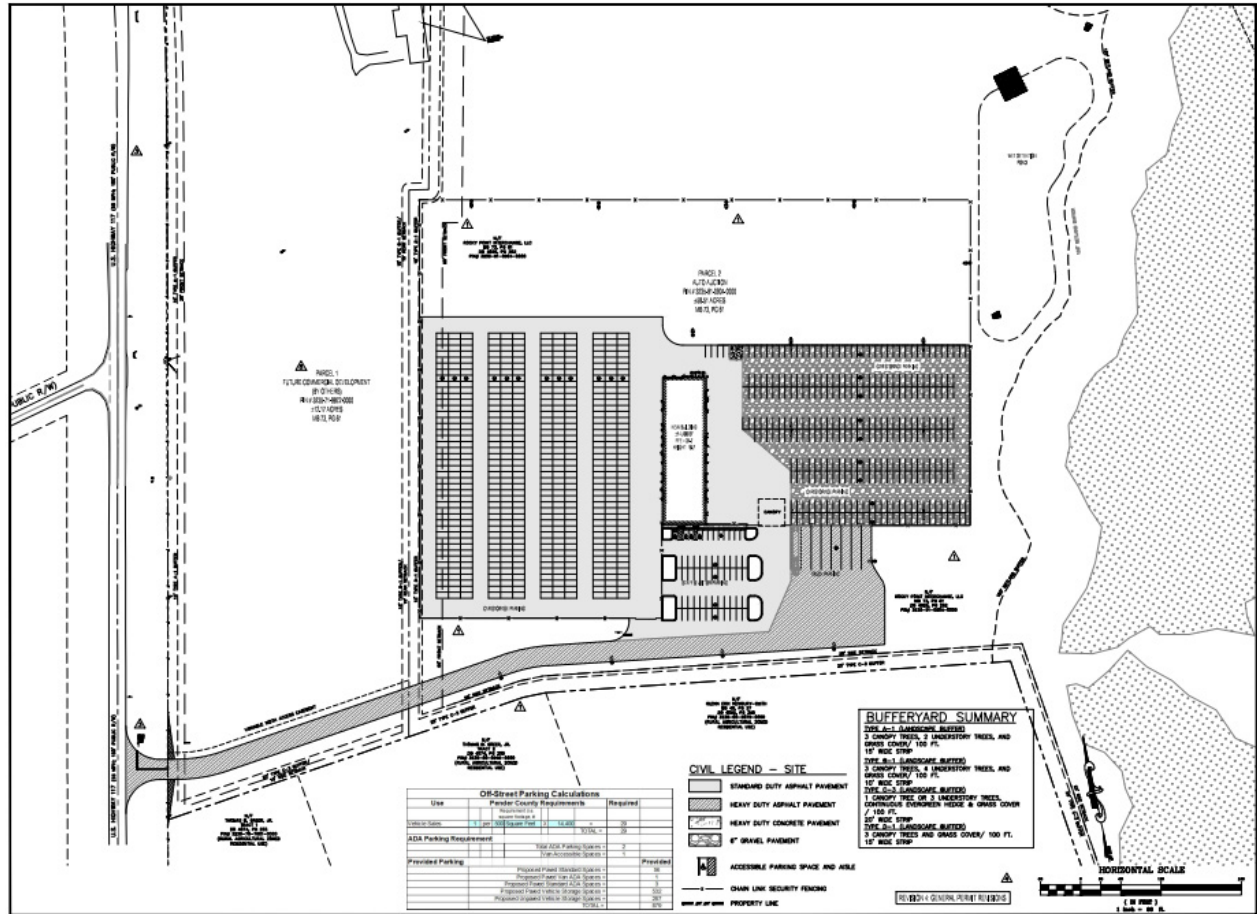


NO. 02

PROPERTY OVERVIEW

Site Description

Situated on approx. 58.5-acres along the east side of US-117 with approx. 20.7 acres that are wetlands. There is one main access point on US-117 allowing ingress and egress in all directions. The lot is improved with a ± 14,400 square foot single-story building with 4 drive-thru sales lanes, 879 parking spaces, and a monument sign on US-117.



Site Photos





No. 03

LOCATION OVERVIEW

Trade Area Summary



Pender County Summary

Pender County is the second fastest-growing county in North Carolina. The county is well positioned for growth and development with strategic priorities related to economic development, expansion of public infrastructure, growth management, quality of life, and education.

Pender County partners with Wilmington Business Development, Inc. to develop, expand, market, and recruit businesses and industries to the county. WBD is a private, non-profit organization designed to assist and make the company's expansion/relocation efforts seamless.

Pender County takes a progressive and business-friendly approach to assisting companies in creating jobs and investing in the county. Various local and state economic incentive programs are available. Pender County is well-positioned with its economic development partners and contacts to assist in business and industrial client expansions and locations.



Market Overview

WILMINGTON, NORTH CAROLINA MSA

The Greater Wilmington Region is a blend of urban and rural areas. The distinct personalities of our city and the quality of the region's down-home hospitality draw people here from across the nation. Wilmington, long known for its quiet beaches and busy port, has been discovered in recent years by business and industry, retirees and families. An architecturally unique historic district highlights the downtown area with a scenic riverfront park overlooking the Battleship North Carolina, one of the top tourist attractions in the state.

290,000 MSA population (2023)

Median household income: \$54,891

18,000 students at UNC-Wilmington

Median home price: \$375,000 (2023)

Over 8 million visitors annually

3 major beaches within 30 minutes



Market Overview

WILMINGTON, NORTH CAROLINA



TALENT ATTRACTION & RETENTION

The clean and beautiful beaches of the Carolina coast draw top talent, many of whom already have an affinity for the area as a tourist. Wilmington employers have a unique opportunity to marry the lure of life at the beach with the ability to scale a successful and balanced career.



SMALL BUSINESS COMMUNITY

Wilmington is recognized nationally as a top location for entrepreneurs who want to grow their businesses in a unique place. Wilmington has been being recognized as a top global emerging ecosystem for startups according to a report from research firm Startup Genome and Global Entrepreneurship Network.



TOP TIER EDUCATION

Becoming a top-tier destination for business on the east coast requires investments in education. Wilmington is home to several colleges and universities, including University of North Carolina-Wilmington. The area's school districts boast one of the best teacher satisfaction and retention rates in the nation.



ACCESSIBILITY

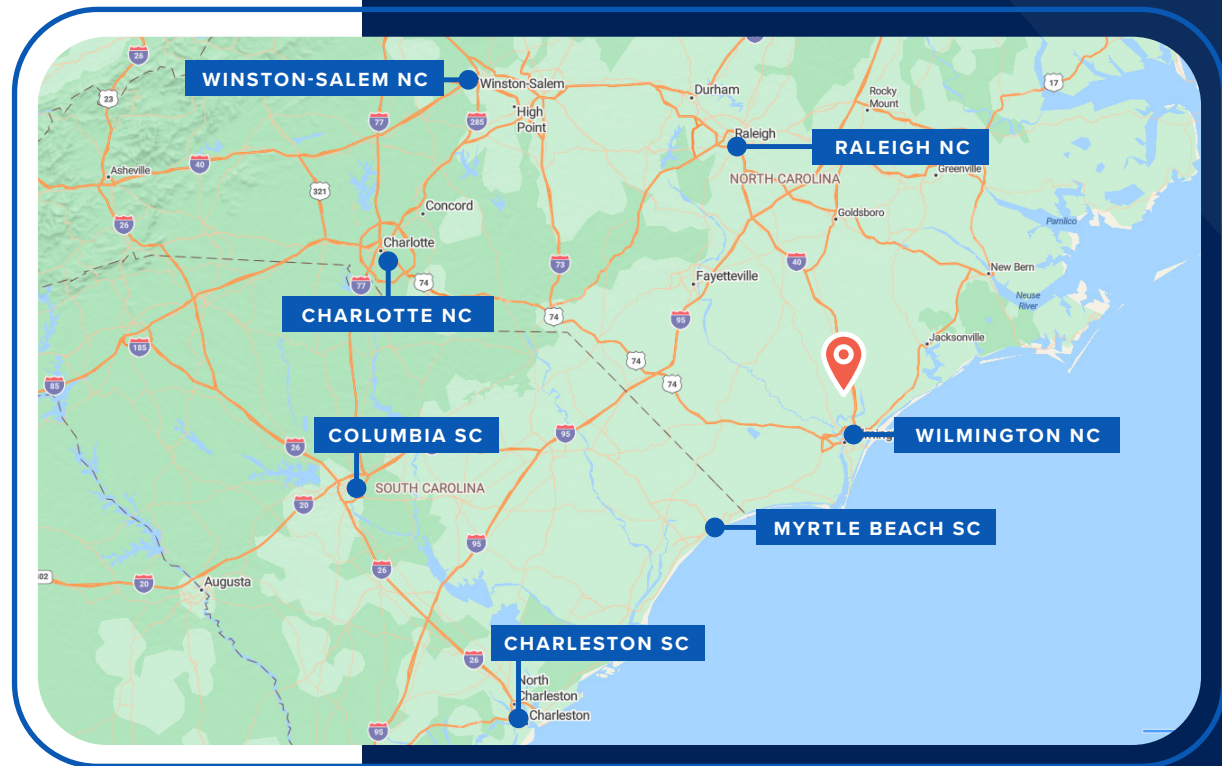
Wilmington is a highly accessible destination for tourists. Visitors travelling by air may utilize the well-connected Wilmington International Airport. By road, Wilmington is easily accessed by Interstate 40, US 17 and US 74/76. Wilmington boasts a major shipping port, making for quick distribution of goods.

Region Summary

Pender County, located in southeastern North Carolina, is part of the Wilmington Metropolitan Area and offers a blend of coastal and rural living. Only a few hours drive to Raleigh and Charlotte, the county also offers easy access to urban amenities. Pender County is also conveniently situated near some of the most popular coastal destinations in the country, such as the Outer Banks and Myrtle Beach.

DRIVING DISTANCES

Wilmington, NC	15 miles
Raleigh, NC	129 miles
Charlotte, NC	201 miles
Winston-Salem, NC	221 miles
Charleston, SC	176 miles
Columbia, SC	209 miles



Demographics

POPULATION

	5 Miles	10 Miles	15 Miles
2010 Population	9,236	33,178	149,059
2020 Population	9,956	35,591	165,879
2024 Population	10,454	37,718	179,020
2029 Population	11,327	40,603	191,177
2010-2020 Annual Rate	0.75%	0.70%	1.07%
2020-2024 Annual Rate	1.16%	1.38%	1.81%
2024-2029 Annual Rate	1.62%	1.49%	1.32%
2020 Median Age	39.6	41.0	39.1
2024 Median Age	40.3	41.5	39.6

HOUSEHOLDS

	5 Miles	10 Miles	15 Miles
2010 Households	3,361	12,353	60,674
2020 Households	3,655	13,561	68,927
2024 Households	3,890	14,535	75,111
2029 Households	4,243	15,895	81,658
2010-2020 Annual Rate	0.84%	0.94%	1.28%
2020-2024 Annual Rate	1.48%	1.65%	2.04%
2024-2029 Annual Rate	1.75%	1.80%	1.69%
2024 Average Household Size	2.69	2.50	2.30

MEDIAN HOUSEHOLD INCOME

2024 Median Household Income	\$60,437	\$63,143	\$70,446
2029 Median Household	\$73,347	\$74,601	\$84,106
2024-2029 Annual Rate	3.95%	3.39%	3.61%

AVERAGE HOUSEHOLD INCOME

2024 Average Household Income	\$77,362	\$80,500	\$96,989
2029 Average Household Income	\$91,495	\$94,763	\$113,415
2024-2029 Annual Rate	3.41%	3.32%	3.18%

PER CAPITA INCOME

2024 Per Capita Income	\$28,725	\$31,100	\$40,757
2029 Per Capita Income	\$34,234	\$37,170	\$48,460
2024-2029 Annual Rate	3.57%	3.63%	3.52%

Building Photo



*as of 9/12/24



No. 04
TENANT OVERVIEW

Tenant Summary



**WATCH VIDEO
TO LEARN MORE
ABOUT MANHEIM**

Snapshot



Tenant Summary

Reach

Operating Network:

113 physical, digital and mobile auction locations with 600+ digital lanes.



75+ Year Legacy:

For 78 years, Manheim has been driving innovation in the remarketing industry.



Used Vehicles Offered:

Last year, Manheim offered nearly 5 million vehicles for sale to dealers through its marketplace.

The Manheim Marketplace

Online

- Simulcast Live Sales
- OVE Timed Sales
 - All Access
 - Exclusive Access
- Manheim.com
- Manheim Mobile App

In Person

- Physical Auction Sales
 - Open Sales
 - Closed Sales
 - Mobile Sales

Features and Capabilities

- Vehicle Information
 - Condition Reports
 - AI-Driven Vehicle Imaging
 - Undercarriage Imaging
- Electric Vehicle Offerings
 - Battery Health
 - Charging
 - Battery Lifecycle Management
 - Exercise Programs

Additional Tools & Resources

- Manheim Express Concierge Service
- Manheim Market Report (MMR)
- Manheim Used Vehicle Value Index

Supporting Solutions

- Logistics
 - Ready Logistics
 - Central Dispatch
- Floor Planning
 - NextGear Capital
- Assurance
 - DealShield
 - Pre-Sale Certifications
 - Post-Sale Inspections (PSI)
- Vehicle Services
 - Wholesale Reconditioning
 - Retail Reconditioning
 - Fleet Servicing

Tenant Summary

Established as a wholesale vehicle auction operation in 1945, Manheim has been setting the industry standard for buying and selling used vehicles for almost 80 years. As the nation's leading provider of end-to-end wholesale vehicle solutions, they help their clients, which include automotive dealerships to banks, car rental agencies and auto manufacturer, to increase their profits and efficiencies in their used vehicle operations.

Through their network of more than 100 physical, digital and mobile auctions, they provide their clients with choices to connect and transact business how and when they want. Each year, they offer nearly 6 million used vehicles for sale and facilitate transactions representing nearly \$60 billion in value. They are focused on transforming the wholesale vehicle buying and selling experience through facility investments, technology and other innovative products and services.

They offer their clients a range of wholesale services, including decisioning, buying and selling, floor planning, logistics, assurance and reconditioning. They market Manheim.com, Simulcast, Manheim Express, OVE.com, Manheim Digital Blocks™, Ready Logistics, Central Dispatch and other respected brands to the remarketing industry in 11 countries, including Australia, Turkey and the United Kingdom.

Beyond the physical and digital auction lanes, they offer retail-ready services that prepare vehicles to arrive at the dealership ready to be placed on the sale lot.

At their core, they value safety, their team members, the environment and the communities they serve. From fundraising drives to tutoring kids after school to supporting long-term conservation efforts, the company and team members are dedicated to conservation and giving back to their communities.

Headquartered in Atlanta, Manheim is a Cox Automotive™ brand. For more information, visit <https://site.manheim.com/en/about-manheim.html>

Cox Automotive is the world's largest automotive services and technology provider. Fueled by the largest breadth of first-party data fed by 2.3 billion online interactions a year, Cox Automotive tailors leading solutions for car shoppers, auto manufacturers, dealers, lenders and fleets. The company has 29,000+ employees on five continents and a portfolio of industry-leading brands that include Autotrader®, Kelley Blue Book®, Manheim®, vAuto®, Dealertrack®, NextGear Capital™, CentralDispatch® and FleetNet America®.

Cox Automotive is a subsidiary of Cox Enterprises Inc., a privately-owned, Atlanta-based company with \$22 billion in annual revenue. Visit www.coxautoinc.com or connect via @CoxAutomotive on X, CoxAutoInc on Facebook or Cox-Automotive-Inc on LinkedIn.

Cox Automotive Brands

Autotrader 

 **Dealer.com**
by Cox Automotive

 **EV Battery Solutions**

 **FleetNet America**
by Cox Automotive

 **Manheim**
by Cox Automotive

 **vAuto**
by Cox Automotive

 **xtime**
by Cox Automotive

 **CentralDispatch**
by Cox Automotive

 **Dealertrack**
by Cox Automotive

 **Fleet Services**
by Cox Automotive

 **Kelley Blue Book**

 **NextGear Capital**
by Cox Automotive

 **VinSolutions**
by Cox Automotive



COX AUTOMOTIVE LAUNCHES BIGGEST ENHANCEMENT TO MMR YET WITH AUTOMATIC ADJUSTMENTS FOR FACTORY-INSTALLED OPTIONS AND PACKAGES

ATLANTA, G.A. — Cox Automotive today announced that its leading wholesale vehicle valuation tool, Manheim Market Report (MMR), now includes automatic adjustments for factory-installed options and packages, an industry first. This enhancement is made possible through the integration of OEM build data with Cox Automotive's extensive first-party transaction data and proprietary modeling.

CLICK TO READ THE FULL ARTICLE



COX AUTOMOTIVE NAMES JOE KICHLER SENIOR VP OF DIGITAL INVENTORY AND SUPPLY CHAIN SOLUTIONS

ATLANTA, G.A. — Cox Automotive announced today that it has promoted Joe Kichler to senior vice president of Digital Inventory and Supply Chain Solutions. In this new and expanded leadership position, Kichler will assume responsibility for all Manheim digital tools—including the Manheim Digital Marketplace—while continuing to guide Cox Automotive's leading logistics businesses, Central Dispatch and Ready Logistics.

CLICK TO READ THE FULL ARTICLE



MANHEIM PENNSYLVANIA HOSTS ITS ANNUAL XTREME SPRING SALE EVENT AND FUNDRAISER

ATLANTA, G.A. — Manheim Pennsylvania hosted its annual Xtreme Spring Sale event from March 19-22, bringing its legendary excitement and energy to the lanes and raising money for Aaron's Acres. The local nonprofit organization provides opportunities for children and young adults with disabilities to participate in innovative social and recreational programs.

CLICK TO READ THE FULL ARTICLE



Lease Summary

Address	169 Auction Drive, Rocky Point, North Carolina 28457		
Lot Premise	± 58.51 acres		
Building Premise	± 14,400 SF		
Tenant	Manheim Remarketing, Inc.		
Guarantor	Manheim Remarketing, Inc.		
Lease Term	10 Years		
Commencement Date	November 2024		
Expiration Date	November 2034		
Annual Rent	\$780,000.00 (Year 1)	\$877,896.87 (Year 5)	\$959,301.62 (Year 8)
	\$803,400.00 (Year 2)	\$904,233.78 (Year 6)	\$988,080.66 (Year 9)
	\$827,502.00 (Year 3)	\$931,360.79 (Year 7)	\$1,017,723.08 (Year 10)
	\$852,327.06 (Year 4)		
Option Periods	3 - 5 Years each (180-days written notice)		
Option 1 Starting Rent	\$1,048,254.78 (Year 11)		
Option 2 Starting Rent	\$1,079,702.42 (Year 16)		
Option 3 Starting Rent	\$1,112,093.49 (Year 21)		
Landlord Responsibilities	None		
Tenant Responsibilities	Everything		
Right of First Refusal	N/A		
Financial Information	Once per year, Tenant shall provide non-proprietary information within 15 days of Landlord's written request		

Building Photo



*as of 9/12/24



TYSON GLASSER, CCIM
Senior Brokerage Associate

tglasser@trinity-partners.com
404.435.6312



LAKIN PARR
Partner, Investment Sales

lparr@trinity-partners.com
864.421.4747

