

FULLY LEASED "IOS" OUTDOOR STORAGE AVAILABLE AT 10% CAP RATE

3105 N Glenn Ave, Winston-Salem, NC 27105



70,000+ VPD

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COMMERCIAL REAL ESTATE

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EXECUTIVE SUMMARY



- **INCOME-PRODUCING (\$240,000 NOI) ABSOLUTE NNN LEASE**
- **ADJACENT TO STRATEGIC TRANSPORTATION INFRASTRUCTURE**
- **IN SUPPLY-CONSTRAINED INDUSTRIAL SUBMARKET**
- **NEW 3-YEAR LEASE IN PLACE (WITH ONE-2 YEAR EXTENSION)**

3105 N GLENN AVE

Winston-Salem, NC 276105

CITYPLAT BROKERAGE IS PLEASED TO PRESENT THE RARE OPPORTUNITY TO ACQUIRE A STABILIZED INDUSTRIAL OUTDOOR STORAGE (IOS) ASSET LOCATED AT 3105 N GLENN AVENUE IN WINSTON-SALEM, NC. THIS 10.5-ACRE INFILL SITE IS FULLY SECURED, IMPROVED, AND INCOME-PRODUCING, LEASED TO AIMCO, AN EXPERIENCED MARITIME LOGISTICS OPERATOR SERVING THE SOUTHEASTERN U.S.

STRATEGICALLY POSITIONED JUST 1.4 MILES FROM US-52 WITH DIRECT ACCESS TO KEY TRANSPORTATION CORRIDORS AND PROXIMITY TO SMITH REYNOLDS AIRPORT, THIS SITE PROVIDES OPTIMAL FUNCTIONALITY FOR LOGISTICS, EQUIPMENT STORAGE, AND FLEET OPERATIONS. THE PROPERTY FEATURES A GATED ENTRANCE, PAVED YARD, AND FORMER RAIL SPUR CONNECTION, ENHANCING BOTH SECURITY AND LONG-TERM UTILITY.

THE TENANT CURRENTLY PAYS AN ANNUAL NET OPERATING INCOME (NOI) OF \$240,000 ON A 3-YEAR LEASE WITH A 2-YEAR RENEWAL OPTION. AIMCO HAS EXPRESSED INTENT TO EXTEND THEIR TENANCY, OFFERING BUYERS A STRONG INCOME STREAM FROM DAY ONE.

WITH DEMAND FOR IOS ASSETS SURGING AND LAND IN THIS INDUSTRIAL SUBMARKET BECOMING INCREASINGLY SCARCE, THIS OFFERING REPRESENTS A COMPELLING OPPORTUNITY TO ACQUIRE A STABILIZED, WELL-LOCATED ASSET BACKED BY A PROVEN OPERATOR.



INVESTMENT OVERVIEW

SALE PRICE:	\$2,400,000
CURRENT NOI:	\$240,000
CAP RATE:	10%
TOTAL ACREAGE:	+ -10.7
EXISTING ZONING:	GI (General Industrial)
LEASE TYPE:	NNN



KEY PROPERTY HIGHLIGHTS:

- **Prime Infill Location:** Located within minutes of Downtown
- **Tenant Profile:** **AIMCO** a national steel-pipe distributor serving energy and infrastructure clients across the Southeast
- **Strategic Piedmont Triad-Charlotte Positioning:** 30 miles from Greensboro's logistics hub (Fedex Ground & PTI Airport) and just 75 miles up I-85 from Charlotte's intermodal port, placing two major distribution markets-and more than 2 million residents-within a 90-minute haul window.
- railway bullet / airport bullet



TENANT OVERVIEW



WHY AIMCO ADDS VALUE

- **PROVEN OPERATOR:** DECADES OF INDUSTRY EXPERIENCE AND A LONGSTANDING REPUTATION IN MARITIME AND OVERLAND FREIGHT HANDLING
- **CREDITWORTHY PROFILE:** WHILE PRIVATELY HELD, AIMCO MAINTAINS CONSISTENT OPERATIONS AND LONG-TERM RELATIONSHIPS WITH MAJOR INDUSTRIAL CLIENTS
- **MISSION-CRITICAL USE:** THE TENANT'S OPERATIONS IS DEEPLY TIED TO THE SITE'S FEATURES AND LOCATION REDUCING TURNOVER RISK
- **GROWTH FOOTPRINT:** AIMCO CONTINUES TO EXPAND ITS PRESENCE ACROSS SOUTHEASTERN INDUSTRIAL MARKETS, PRIORITIZING KEY INFILL LOCATIONS LIKE THIS FOR LONG-TERM LOGISTICS SUPPORT

AMERICAN INTERNATIONAL MARITIME COMPANY (AIMCO)

Overview

AIMCO IS A HIGHLY EXPERIENCED MARITIME LOGISTICS AND FREIGHT MANAGEMENT COMPANY WITH DECADES OF OPERATIONAL EXPERTISE IN TRANSPORTING AND HANDLING INDUSTRIAL CARGO ACROSS NORTH AMERICA. SPECIALIZING IN STEEL, PIPE, AND OVERSIZED FREIGHT, AIMCO PROVIDES MULTIMODAL SHIPPING SOLUTIONS VIA BARGE, RAIL, AND TRUCK, AND OPERATES IN STRATEGIC PORT AND INLAND LOGISTICS LOCATIONS THROUGHOUT THE SOUTHEASTERN U.S.

AT THIS WINSTON-SALEM SITE, AIMCO MANAGES LARGE-SCALE PIPE AND STEEL STORAGE OPERATIONS, LEVERAGING THE SITE'S PROXIMITY TO MAJOR FREIGHT CORRIDORS AND HISTORIC RAIL ACCESS. THE PROPERTY'S 10.5-ACRE FOOTPRINT ENABLES AIMCO TO STAGE, LOAD, AND OFFLOAD INDUSTRIAL MATERIALS WITH EFFICIENCY AND SPEED, ENHANCING ITS VALUE AS A REGIONAL DISTRIBUTION AND STAGING HUB.

- **USE OF SITE:** PIPE & STEEL STORAGE, STAGING FOR MULTIMODAL FREIGHT
- **TENANCY:** 3-YEAR LEASE WITH 2-YEAR RENEWAL OPTION; TENANT HAS EXPRESSED INTENT TO RENEW
- **ANNUAL RENT:** \$240,000 NET OPERATING INCOME (NOI)
- **IMPROVEMENTS:** FENCED, CLEARED OF DEBRIS, WITH FUNCTIONAL LAYOUT IDEAL FOR LARGE MATERIAL HANDLING



LOCATION MAP



NORFOLK SOUTHERN INTERMODEL



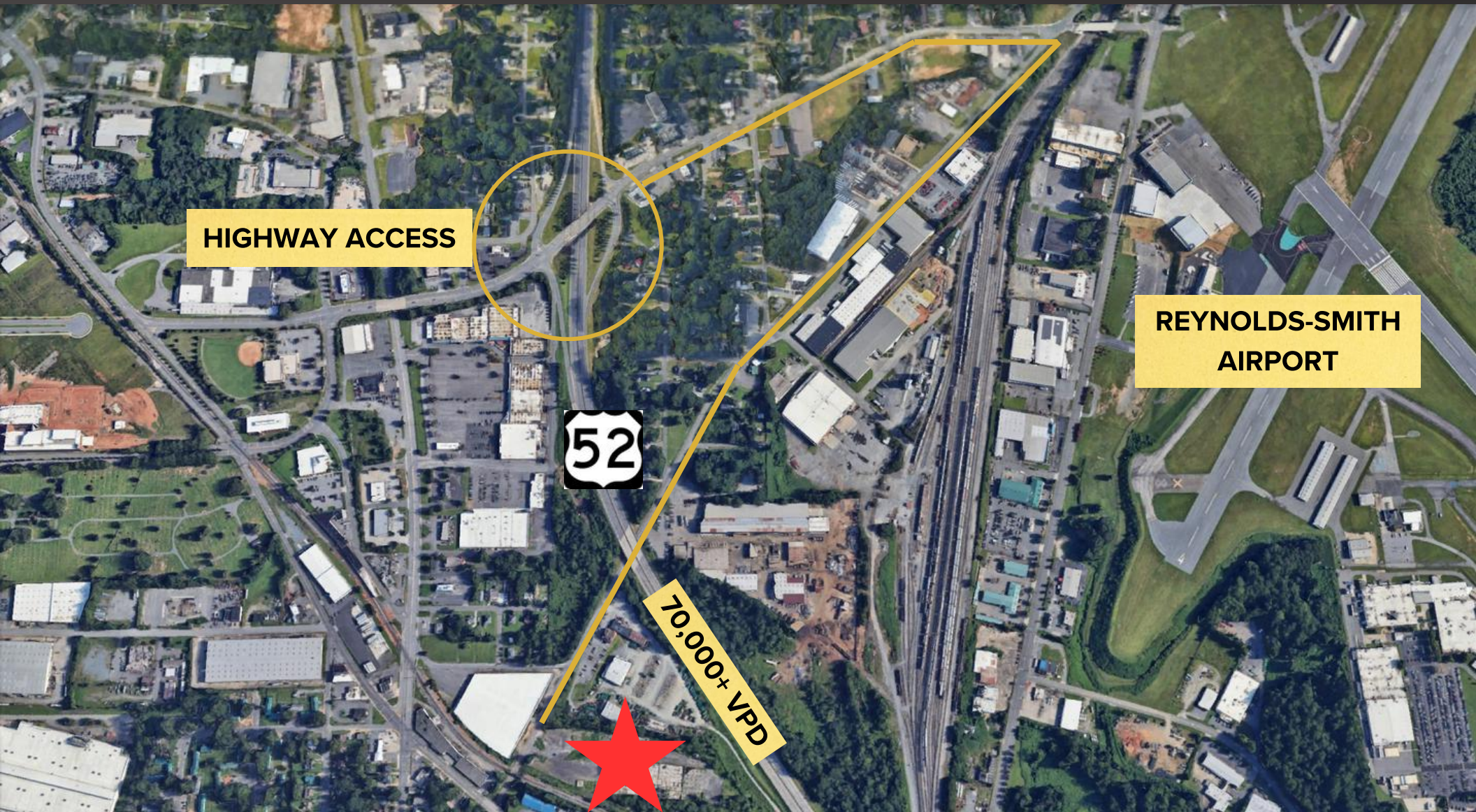
**POTENTIAL SPUR CONNECTION
NORFOLK SOUTHERN**



70,000+ VPD



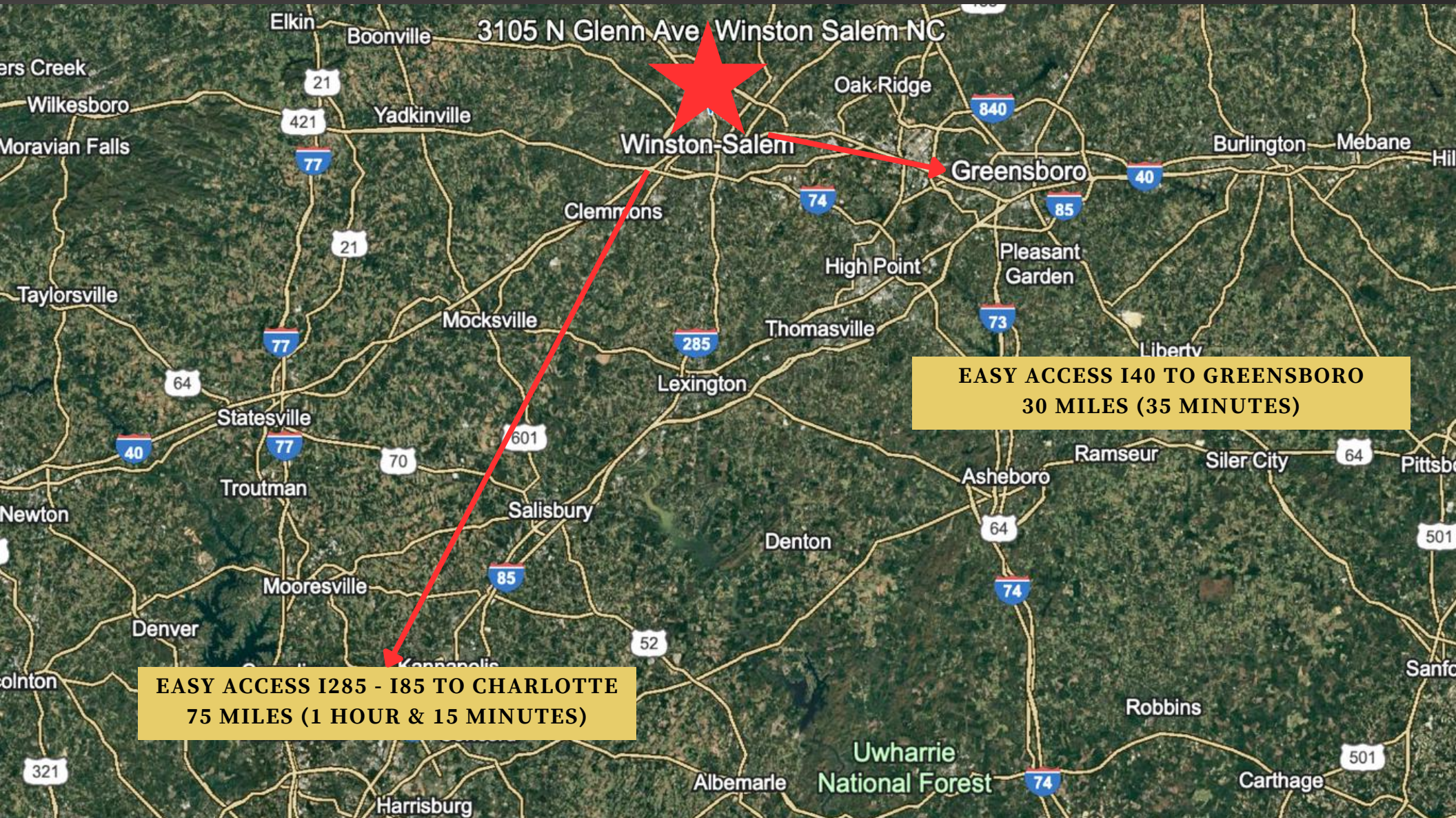
ACCESS MAP



The site offers easy connectivity to Highway 52, requiring just 2 turns from highway access to reach the property. The short 1.4-mile route ensures quick entry and exit for trucks, equipment, and daily operations, making it ideal for logistics, outdoor storage, or industrial use. This strategic positioning enhances operational efficiency and accessibility while maintaining proximity to major transportation corridors.



LOGISTICS MAP



AIRPORT MAP

Reynolds-Smith Airport

- Commercial-ready infrastructure. 6,655-ft primary runway with ILS and a separate 3,938-ft crosswind runway—sufficient for most narrow-body cargo aircraft.
- \$815M annual economic impact; 3,665 local jobs per NCDOT Aviation study.
- NC Senate Bill 241 allocates new State funding to refurbish the on-field 90,000 SF maintenance hangar (2025).
- FAA BIL grant announced January 2025 to modernize the tower, improving reliability for corporate and freight operations.
- Distance from site: 1.8 mi / 5-min drive—truck-to-tarmac times rival peer IOS sites in Charlotte & Greensboro.

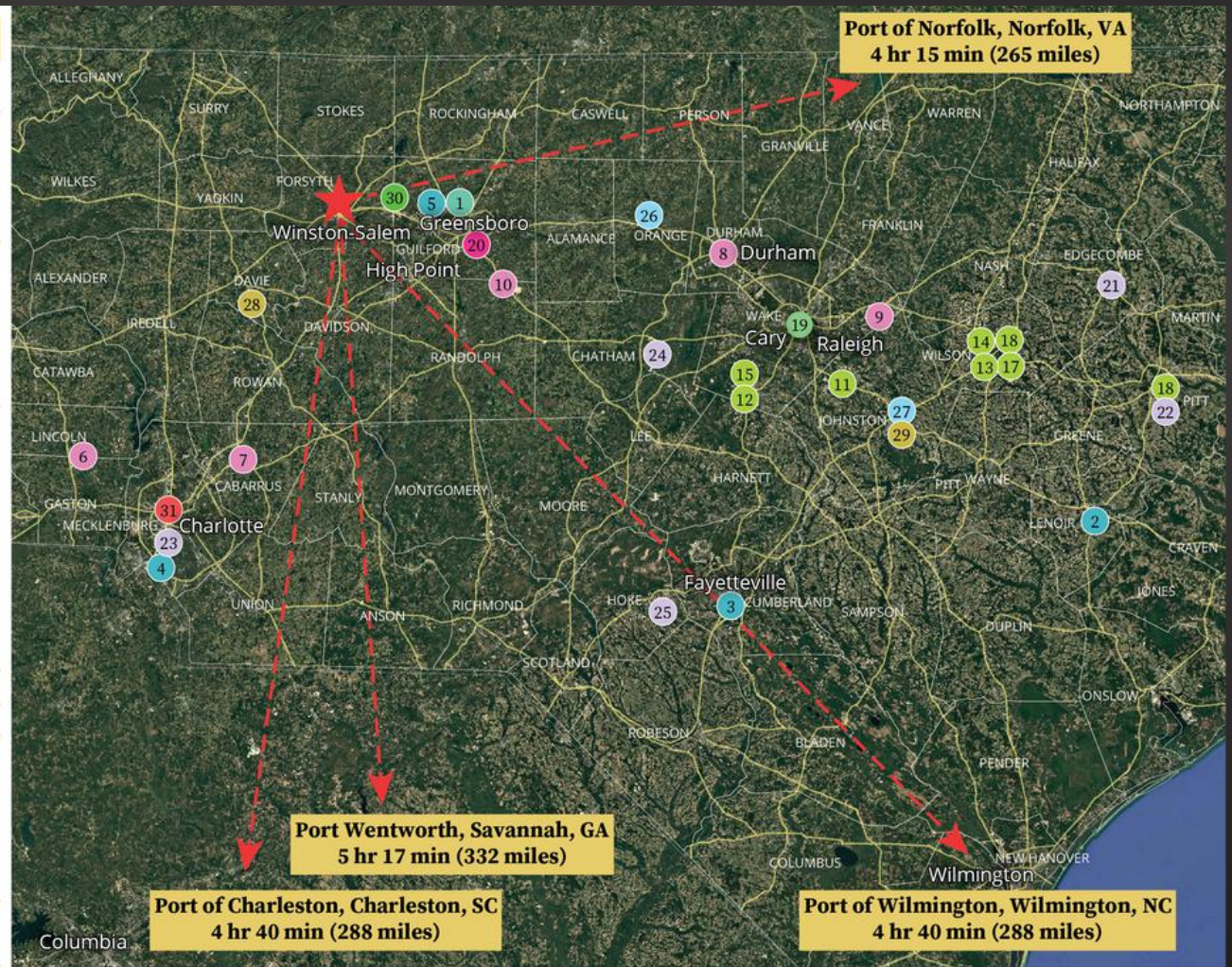


The tower and MRO upgrades push Smith Reynolds toward Part 139 certification, which historically lifts adjacent IOS land values 15-25 % as freight forwarders, ground-service firms, and e-commerce operators seek staging yards within a 2-mile ring.



MAJOR NC ECONOMIC DEVELOPMENTS

	Company	Announced Investment	Industry Cluster
1	PARTNER hero	\$7,000,000	Outsource and Custom AI Solutions
2	TITANIUM	\$435,000,000	Aerospace/Aviation
3	PSA AIRLINES	\$895,614,780	
4	JetZero	Relocation	
5	JetZero	\$4,700,000,000	
6	GNEM	\$140,000,000	
7	motorsportUSA.com	\$140,000,000	Automotive
8	IONNA	\$10,050,000	
9	SIEMENS	\$36,000,000	
10	TOYOTA	\$1,290,000,000	
11	Novo nordisk	\$4,100,000,000	Biotechnology, Pharmaceuticals and Life Sciences
12	FUJIFILM	\$1,200,000,000	
13	Johnson & Johnson	\$1,008,245,735	
14	SCHOTT PHARMA	\$381,000,000	
15	AMGEN	\$1,018,000,000	
16	reckitt	\$145,593,000	Business and Financial Services
17	IDEXX LABORATORIES	\$147,000,000	
18	NIPRO	\$397,808,000	
19	Jewelers Mutual	\$5,800,000	
20	CLEARLY CLEAN	\$24,900,000	
21	Natron Energy	\$1,400,000,000	Energy
22	BOVIET SOLAR	\$294,000,000	
23	SIEMENS	\$149,800,000	
24	metox.com	\$193,750,000	
25	Pennsylvania Transformer Technologies, Inc.	\$102,500,000	
26	AGROBIOLOGIA	\$136,000,000	Food, Beverage and Agriculture
27	VEETEE	\$35,700,000	
28	sba	\$50,800,000	Furniture and Home Furnishings
29	Crystal	\$93,000,000	Textiles, Apparel and Sporting Goods
30	Indo Count Industries Limited	\$14,400,000	Transportation and Logistics
31	RXO	\$13,723,847	



CENTRAL NORTH CAROLINA ANNOUNCEMENTS

TOYOTA

\$13.9B Investment
6,100 New Jobs

WOLF SPEED

\$4.8B Investment
1,800 New Jobs

BOOM

\$500M Investment
1,760 New Jobs

ECOLAB

\$93M Investment
20 New Jobs

FUJITSU & TOYOTSU BATTERY COMPONENTS

\$60M Investment
133 New Jobs

HondaJet

\$65.7M Investment
280 New Jobs

MARSHALL

\$50M Investment
240 New Jobs

WOLF SPEED

\$4.8B Investment
1,800 New Jobs

FUJIFILM

\$3.25B Investment
825 New Jobs

Lee

\$92M Investment
560 New Jobs

Thermo SCIENTIFIC

\$192M Investment
200 New Jobs

FORGE NANO

\$165M Investment
200 New Jobs

VINFAST

\$44M Investment
7500 New Jobs

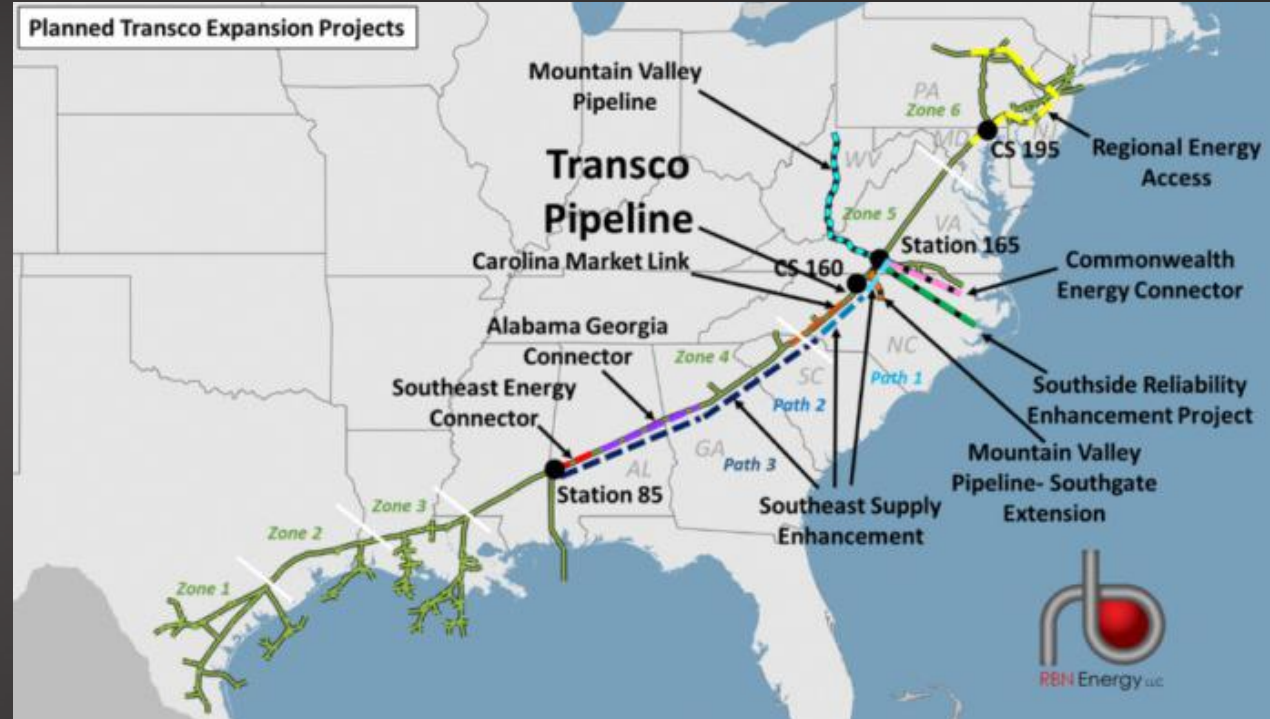
KEMPOWER

\$41M Investment
601 New Jobs

TRANSCO PIPELINE PROJECT

The Transcontinental Gas Pipe Line Company (Transco) is proposing a major expansion project in the Southeast, known as the Southeast Supply Enhancement Project (SSEP), which includes several pipeline loops and compressor station expansions in North Carolina.

Specifically, the project involves approximately 55 miles of new 42-inch diameter pipeline in North Carolina and Virginia, impacting nearly 1,500 acres of land and requiring over 100 waterbody crossings. Additionally, compressor stations in Iredell and Davidson Counties will be expanded.



Key Components of the SSEP in North Carolina:

- Eden Loop: A 30.6-mile loop in Rockingham County, North Carolina.
- Loop in Guilford, Forsyth, and Davidson Counties: Approximately 24.1 miles of 42-inch diameter pipeline loop.
- **Compressor Station Expansions:** Increases at Compressor Stations 155 in Davidson County and 150 in Iredell County.
- **Other Modifications:** Includes valve control modifications, piping modifications at other compressor stations, and compressor unit replacements.



MARKET OVERVIEW

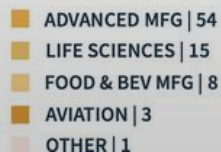


ECONOMIC DEVELOPMENT

Q1 2025

ACTIVE PROJECTS

PROJECT PIPELINE



+30%
QUARTERLY
INTAKE GROWTH

\$11B
POTENTIAL
INVESTMENT

18k
POTENTIAL
JOBS

Strategically positioned in Winston-Salem, NC, this industrial outdoor storage lot offers an excellent opportunity for businesses and investors seeking a prime logistics and storage location. The property benefits from direct access to major transportation routes, including Interstate 40 (I-40), U.S. Route 52, and U.S. Route 158, ensuring seamless connectivity to key industrial and distribution hubs throughout the region.

Winston-Salem is a growing economic center, supported by industries such as manufacturing, logistics, distribution, and construction. The Wake Forest Innovation Corridor, a leading hub for biotechnology and advanced manufacturing, is just minutes away, fostering opportunities for industrial expansion and supply chain support. Additionally, the Forsyth County Technology Incubator provides resources for industrial startups and emerging businesses.

The property is also near major freight corridors, rail access points, and industrial parks, making it an ideal site for fleet parking, equipment storage, or material laydown yards. With a strong labor pool, pro-business environment, and strategic location, this site is well-positioned for companies requiring outdoor storage, truck staging, or industrial operations with easy regional access.



Data courtesy of Greater Winston-Salem Inc

DEMOGRAPHICS OVERVIEW

2025 Summary	3 Miles	5 Miles
Population	63,736	140,142
Median Household Income	\$40,229	\$46,325
Average Household Income	\$61,488	\$70,116
Avg Household Size	2.2	2.2
Median Age	33.4	35.2
Owner Occupied Households	9,252	26,986
Renter Occupied Households	17,122	32,580

2030 Summary	3 Miles	5 Miles
Population	66,974	146,475
Median Household Income	\$48,261	\$60,651
Average Household Income	\$68,473	\$89,032
Avg Household Size	2.6	2.5
Median Age	35	39.1
Owner Occupied Households	9,728	28,336
Renter Occupied Households	17,979	34,209



PROFORMA

Year	Lease Status	Acres Leased	Rent per Acre	Monthly Rent	Annual Rent	NOI	Value @ 8% Cap
1	Lease in Place	10	\$2,000	\$20,000	\$240,000	\$240,000	\$3,000,000
2	Lease in Place	10	\$2,000	\$20,000	\$240,000	\$240,000	\$3,000,000
3	Lease in Place	10	\$2,000	\$20,000	\$240,000	\$240,000	\$3,000,000
4	Option Term Begins	10	\$2,500	\$25,000	\$300,000	\$300,000	\$3,750,000
5	Option Term	10	\$2,750	\$27,500	\$330,000	\$330,000	\$4,125,000

Note: The tenant has expressed interest in exercising the 2-year renewal option. Lease ends May 31, 2028 if not renewed.

Optional Term Rent Growth Potential

The current tenant has executed a 3-year lease with a 2-year renewal option commencing in Year 4. While the lease provides a fixed rental structure, future ownership may explore upward rent adjustments upon lease expiration or assignment.

Given the scarcity of improved IOS sites in the Winston-Salem region and regional comps trending above \$2,750/acre, the option term presents a strategic opportunity for a new operator to mark rents to market or re-tenant at a higher rental rate.

Potential Upside: At \$3,000 per acre, monthly rents could reach \$30,000 (\$360,000 annually), translating to a stabilized valuation of \$4.5M at an 8% cap rate.



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