



EQUITY RETAIL BROKERS

*\*Representative Photo*



## OFFERING MEMORANDUM

### MCDONALD'S

1 N Virginia Ave, Penns Grove, NJ 08069

Presented By:  
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# EQUITY RETAIL BROKERS

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# EXECUTIVE SUMMARY

## Executive Summary

Equity Retail Brokers is proud to offer for sale a newly constructed McDonald's in Penns Grove, NJ, scheduled to open in Spring 2025. The property will be secured by a 20-year corporate-guaranteed NNN ground lease, set to commence upon the completion of construction. With an S&P credit rating of "BBB+," McDonald's provides investors with a stable and secure investment opportunity, backed by its global reputation and financial strength.

Strategically located on North Virginia Avenue, this property benefits from exceptional visibility and accessibility, with two convenient points of ingress and egress. It is positioned adjacent to a newly constructed Wawa, which opened in August 2024, further enhancing the site's traffic and appeal.

## Pricing Highlights



Price  
**\$1,875,000**



NOI  
**\$75,000**

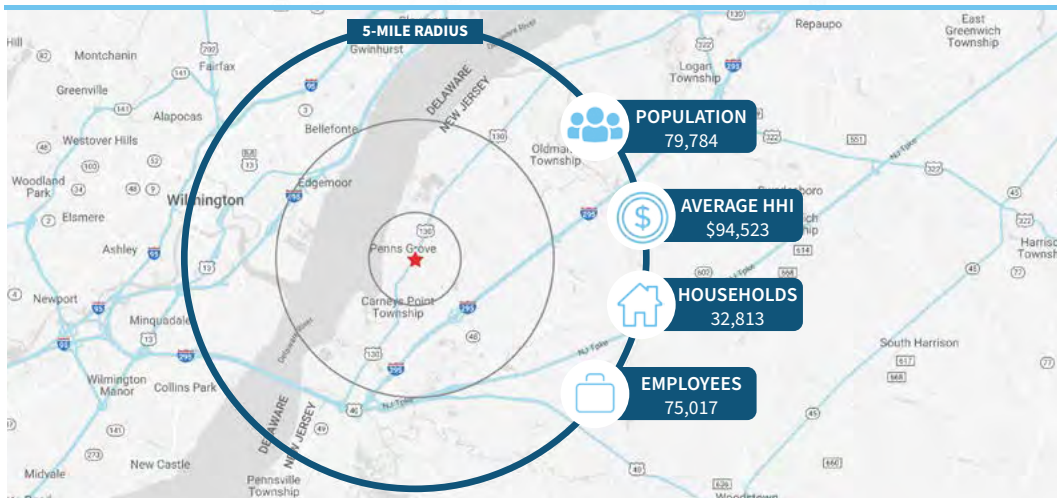


Cap Rate  
**4.00%**



Remaining Term  
**20 Years**

## Demographic Overview (5-mile radius)



## Investment Highlights



**Strong Corporate Tenant:** McDonald's is the world's largest fast-food chain, operating over 41,000 locations worldwide and generating more than \$23.2 billion in annual revenue. Backed by an S&P credit rating of BBB+, McDonald's offers investors a strong corporate guarantee, making it a reliable and secure investment option.



**Long-Term Leases:** This McDonald's location is currently under construction and is scheduled to open in Spring 2025. Upon completion, a brand-new 20-year lease will commence, providing long-term stability for investors.



**Strategic Location:** The property is positioned on North Virginia Avenue, with points of ingress and egress located on both North Virginia Avenue as well as Harding Highway. This location sees around 25,000 vehicles per day.



**Strong Demographics:** McDonald's benefits from the strong demographics surrounding this location, with 81,143 people within 5-mile of the site.



# PROPERTY OVERVIEW & FINANCIAL SUMMARY



## Property Information

ADDRESS	1 N Virginia Ave, Penns Grove, NJ 08069
BUILDING SIZE	3,838 SF
PARCEL SIZE	0.72 AC
PARKING SPACES	43 Spaces
ZONING	H-C/I - Highway Commercial / Industrial
YEAR BUILT	Under Construction
TYPE OF OWNERSHIP	Condominium

## Rent Roll

Term	Start	End	Annual Rent
Original Term	Year 1	Year 5	\$75,000
Original Term	Year 6	Year 10	\$82,500
Original Term	Year 11	Year 15	\$90,750
Original Term	Year 16	Year 20	\$99,825
Option #1	Year 21	Year 25	\$109,808
Option #2	Year 26	Year 30	\$120,788
Option #3	Year 31	Year 35	\$132,867
Option #4	Year 36	Year 40	\$146,154
Option #5	Year 41	Year 45	\$160,769
Option #6	Year 46	Year 50	\$176,846
Option #7	Year 51	Year 55	\$193,531
Option #8	Year 56	Year 60	\$213,984

## Lease Information

TENANT	McDonald's USA, LLC
GUARANTOR	Corporate Guaranty
LEASE COMMENCEMENT	Spring 2025
LEASE EXPIRATION	20 years after commencement
LEASE TERM	20 years, Plus (8), 5-Year Options to Extend
CURRENT NET OPERATING INCOME	\$75,000
RENTAL INCREASES	10% Every 5 years
LEASE TYPE	NNN Ground Lease
LANDLORD RESPONSIBILITIES	None
RIGHT OF FIRST REFUSAL	Yes - 30 days





# Property Overview







Aerial Source: Google Earth Pro & Traffic Count Source: Placer.ai ('22)



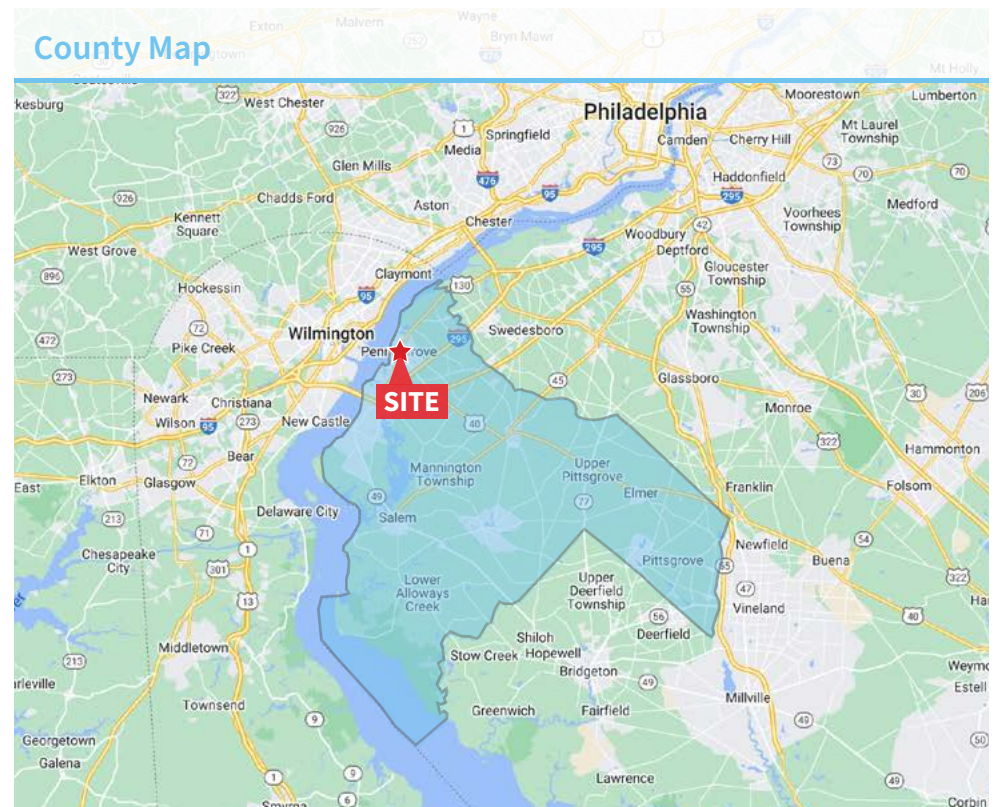
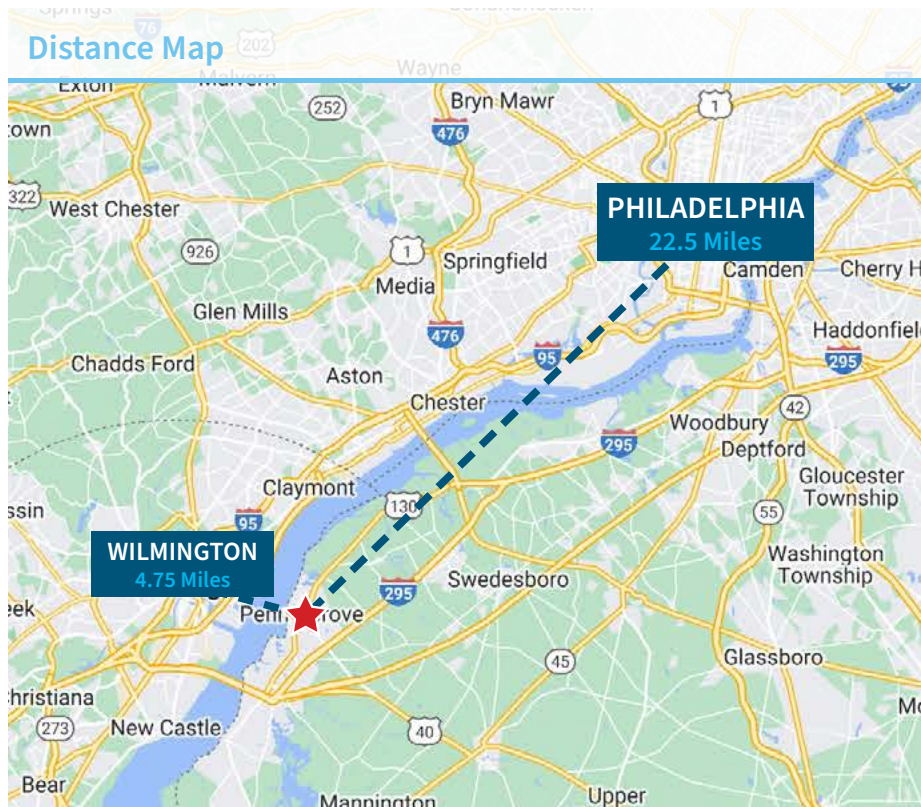
# MARKET OVERVIEW

## Location Overview

### Penns Grove, New Jersey

Penns Grove is a small borough located in Salem County, New Jersey, United States. Situated along the Delaware River, it occupies an area of about 0.8 square miles. With a population of approximately 4,000 residents, Penns Grove maintains a close-knit community atmosphere. Historically, Penns Grove was a thriving industrial town, with industries such as shipbuilding, glass manufacturing, and chemical production contributing to its growth. However, like many industrial towns, Penns Grove faced economic challenges with the decline of traditional manufacturing industries in the latter half of the 20th century. Today, Penns Grove is primarily a residential area with a mix of suburban and urban characteristics. The town offers various amenities for its residents, including parks, recreational facilities, and local businesses. It is also within commuting distance to larger cities such as Philadelphia, making it an attractive option for those seeking a quieter lifestyle while still having access to urban amenities.

Despite its smaller size, Penns Grove has a rich cultural heritage, evident in its diverse population and community events. The borough celebrates its history through initiatives like the Penns Grove Historical Society, which preserves and promotes the town's past. Education is provided by the Penns Grove-Carneys Point Regional School District, which serves students from pre-kindergarten through twelfth grade. The district aims to provide a quality education to its students while preparing them for future success. Overall, Penns Grove offers a tight-knit community, rich history, and convenient location, making it a desirable place to live for those seeking a blend of small-town charm and access to urban amenities.






# Property Photos

Retail Strip Center

**Wawa**  
Opened August 2024

**SITE**  
  
Set to Open  
Spring 2025

N Virginia Ave  
10,438 ADT

E Main St  
6,260 ADT



# Property Photos

Commodore Barry Bridge

Philadelphia Center City

**SITE**



Set to Open Spring 2025

Retail Strip Center

*Walgreens*

**Wawa**

Opened August 2024

N Virginia Ave  
10,438 ADT

E Main St  
6,260 ADT






# Property Photos



N Virginia Ave  
10,438 ADT

E Main St  
6,260 ADT

**SITE**



Set to Open  
Spring 2025

Retail Strip Center



Opened August 2024



# Property Photos





# TENANT PROFILE

## McDonald's

McDonald's Corporation is a global powerhouse in the fast-food industry, with a rich history dating back to its founding in 1955. The brand has become synonymous with consistent quality, affordability, and convenience, serving more than 69 million customers daily. With over 38,000 locations worldwide in more than 100 countries, McDonald's has established itself as a dominant presence in nearly every major market. The company's iconic Golden Arches are recognized globally, symbolizing reliability and widespread appeal across diverse demographics.

McDonald's strong financial foundation is reflected in its exceptional credit ratings, with an A rating from Standard & Poor's and A2 from Moody's. These high credit ratings are a testament to McDonald's ability to consistently generate robust revenues and maintain strong cash flow, even during economic downturns. As one of the world's largest restaurant chains, McDonald's has proven itself to be a resilient and dependable business partner, backed by solid financials and decades of industry leadership.

The company's success is further bolstered by its continuous focus on innovation and brand evolution. From embracing new technologies like mobile ordering and delivery to launching sustainability initiatives, McDonald's demonstrates a commitment to staying at the forefront of industry trends while maintaining its core values.



**Headquarters:** Chicago, IL



**Locations:** 38,000 (worldwide)

**Website:** <https://www.mcdonalds.com/>





# DEMOGRAPHICS

## Summary Profile

### 2010-2020 Census, 2023 Estimates with 2028 Projections

Calculated using weighted block centroid from block groups

1 N Virginia Ave, Penns Grove, NJ 08069		1 Mile Radius	3 Mile Radius	5 Mile Radius
Population	2023 Estimated Population	8,563	15,603	79,784
	2028 Projected Population	8,309	15,408	77,930
	2020 Census Population	8,333	15,343	79,311
	2010 Census Population	8,507	14,909	78,505
	Projected Annual Growth 2023 to 2028	-0.6%	-0.2%	-0.5%
	Historical Annual Growth 2010 to 2023	-	0.4%	0.1%
	2023 Median Age	33.9	36.8	39.0
Households	2023 Estimated Households	3,112	5,977	32,813
	2028 Projected Households	2,995	5,864	32,315
	2020 Census Households	3,065	5,883	32,481
	2010 Census Households	3,179	5,761	31,071
	Projected Annual Growth 2023 to 2028	-0.8%	-0.4%	-0.3%
	Historical Annual Growth 2010 to 2023	-0.2%	0.3%	0.4%
Race & Ethnicity	2023 Estimated White	45.2%	54.0%	40.5%
	2023 Estimated Black or African American	31.0%	27.3%	48.6%
	2023 Estimated Asian or Pacific Islander	0.7%	1.3%	2.3%
	2023 Estimated American Indian or Native Alaskan	0.9%	0.7%	0.3%
	2023 Estimated Other Races	22.1%	16.7%	8.2%
	2023 Estimated Hispanic	28.5%	21.2%	9.3%
Income	2023 Estimated Average Household Income	\$67,427	\$82,101	\$94,523
	2023 Estimated Median Household Income	\$48,487	\$64,226	\$67,386
	2023 Estimated Per Capita Income	\$24,591	\$31,583	\$39,296
Education ( Age 25+)	2023 Estimated Elementary (Grade Level 0 to 8)	4.3%	3.8%	2.4%
	2023 Estimated Some High School (Grade Level 9 to 11)	6.6%	6.2%	6.2%
	2023 Estimated High School Graduate	44.3%	41.6%	36.5%
	2023 Estimated Some College	18.4%	19.1%	18.0%
	2023 Estimated Associates Degree Only	8.4%	8.6%	8.6%
	2023 Estimated Bachelors Degree Only	14.2%	15.6%	16.9%
	2023 Estimated Graduate Degree	3.9%	5.1%	11.4%
Business	2023 Estimated Total Businesses	182	391	5,458
	2023 Estimated Total Employees	1,756	4,629	75,017
	2023 Estimated Employee Population per Business	9.7	11.8	13.7
	2023 Estimated Residential Population per Business	47.2	39.9	14.6



# CONFIDENTIALITY & DISCLAIMER

## McDONALD'S | 1 N Virginia Ave, Penns Grove, NJ 08069

The information contained in this Offering Memorandum is proprietary and strictly confidential. It is furnished solely for the purpose of review by a prospective purchaser of the subject property and is not to be used for any other purposes or made available to any person without the expressed written consent of the Seller or Equity Retail Brokers.

The information in this prospectus has been compiled from sources deemed to be reliable. However, neither the information nor the reliability of their sources are guaranteed by Equity Retail Brokers or the Seller. Neither Equity Retail Brokers nor the Seller have verified, and will not verify, any of the information contained herein, nor has Equity Retail Brokers or the Seller conducted any investigation regarding the information contained herein. Neither Equity Retail Brokers nor the Seller makes any representation or warranty whatsoever regarding the accuracy or completeness of the information provided herein.

A prospective purchaser must make its own independent investigations, projections, and conclusions regarding the acquisition of the property without reliance on this or any other confidential information, written or verbal, from Equity Retail Brokers or the Seller. This Confidential Offering Memorandum does not constitute an offer to accept any investment proposal but is merely a solicitation of interest with respect to the investment described herein. This Confidential Offering Memorandum does not constitute an offer of security.

Prospective purchasers are recommended to seek professional advice. This includes legal, tax, environmental, engineering and other as deemed necessary relative to a purchase of this property. All the information is also subject to market conditions, the state of the economy, especially the economy as it relates to real estate is subject to volatility.

The Owner expressly reserves the right, at its sole discretion, to reject any offer to purchase the property or to terminate any negotiations with any party, at any time, with or without written notice. The Seller and Equity Retail Brokers reserve the right to negotiate with one or more prospective purchasers at any time.

Only a fully-executed Real Estate Purchase Agreement, approved by Seller, shall bind the property. A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or the information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in a fully executed Real Estate Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against the Seller or Equity Retail Brokers or any of their affiliates, officers, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

Each prospective purchaser and/or broker proceeds at its own risk.

Equity Retail Brokers, Inc is licensed in PA, NJ, & DE.

## Agents

### BART DELFINER

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Maeve O'Reilly is a licensed real estate salesperson in PA





# CONSUMER NOTICE

## THIS IS NOT A CONTRACT

In an effort to enable consumers of real estate services to make informed decisions about the business relationships they may have with real estate brokers and salespersons (licensees), the Real Estate Licensing and Registration Act (RELRA) requires that consumers be provided with this Notice at the initial interview.

• **Licensees may enter into the following agency relationships with consumers:**

*Seller Agent*

As a seller agent, the licensee and the licensee's company works exclusively for the seller/landlord and must act in the seller's/landlord's best interest, including making a continuous and good faith effort to find a buyer/tenant except while the property is subject to an existing agreement. All confidential information relayed by the seller/landlord must be kept confidential except that a licensee must reveal known material defects about the property. A subagent has the same duties and obligations as the seller agent.

*Buyer Agent*

As a buyer agent, the licensee and the licensee's company work exclusively for the buyer/tenant even if paid by the seller/landlord. The buyer agent must act in the buyer/tenant's best interest, including making a continuous and good faith effort to find a property for the buyer/tenant, except while the buyer is subject to an existing contract, and must keep all confidential information, other than known material defects about the property, confidential.

*Dual Agent*

As a dual agent, the licensee works for both the seller/landlord and the buyer/tenant. A dual agent may not take any action that is adverse or detrimental to either party but must disclose known material defects about the property. A licensee must have the written consent of both parties before acting as a dual agent.

*Designated Agent*

As a designated agent, the broker of the selected real estate company designates certain licensees within the company to act exclusively as the seller/landlord agent and other licensees within the company to act exclusively as the buyer/tenant agent in the transaction. Because the broker supervises all of the licensees, the broker automatically serves as a dual agent. Each of the designated licensees are required to act in the applicable capacity explained previously. Additionally, the broker has the duty to take reasonable steps to assure that confidential information is not disclosed within the company.

• **In addition, a licensee may serve as a Transaction Licensee.**

A transaction licensee provides real estate services without having any agency relationship with a consumer. Although a transaction licensee has no duty of loyalty or confidentiality, a transaction licensee is prohibited from disclosing that:

- The seller will accept a price less than the asking/listing price,
- The buyer will pay a price greater than the price submitted in the written offer, and
- The seller or buyer will agree to financing terms other than those offered.

**Like licensees in agency relationships, transaction licensees must disclose known material defects about the property.**

• **Regardless of the business relationship selected, all licensees owe consumers the duty to:**

- Exercise reasonable professional skill and care which meets the practice standards required by the RELRA.
- Deal honestly and in good faith.
- Present, as soon as practicable, all written offers, counteroffers, notices and communications to and from the parties. This duty may be waived by the seller where the seller's property is under contract and the waiver is in writing.
- Comply with Real Estate Seller Disclosure Law.
- Account for escrow and deposit funds.
- Disclose, as soon as practicable, all conflicts of interest and financial interests.
- Provide assistance with document preparation and advise the consumer regarding compliance with laws pertaining to real estate transactions.
- Advise the consumer to seek expert advice on matters about the transaction that are beyond the licensee's expertise.
- Keep the consumer informed about the transaction and the tasks to be completed.
- Disclose financial interest in a service, such as financial, title transfer and



# CONSUMER NOTICE

## CONTINUED-

preparation services, insurance, construction, repair or inspection, at the time service is recommended or the first time the licensee learns that the service will be used.

- **The following contractual terms are negotiable between the licensee and the consumer and must be addressed in an agreement/disclosure statement:**
  - The duration of the licensee’s employment, listing agreement or contract.
  - The licensee’s fees or commission.
  - The scope of the licensee’s activities or practices.
  - The broker’s cooperation with and sharing of fees with other brokers.
- **All sales agreements must contain the property’s zoning classification except where the property is zoned solely or primarily to permit single family dwellings.**
- **The Real Estate Recovery Fund exists to reimburse any person who has obtained a final civil judgment against a Pennsylvania real estate licensee owing to fraud, misrepresentation, or deceit in a real estate transaction and who has been unable to collect the judgment after exhausting all legal and equitable remedies. For complete details about the Fund, call (717) 783-3658.**

*Before you disclose any financial information to a licensee, be advised that unless you select a business relationship by signing a written agreement, the licensee is NOT representing you. A business relationship is NOT presumed.*

## ACKNOWLEDGMENT

*I acknowledge that I have received this disclosure.*

DATE: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_

DATE: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_

*I certify that I have provided this document to the above consumer during the initial interview.*

DATE: 07/09/2024

Edward Ginn

Edward Ginn

RM050201A

(Licensee’s PRINTED NAME)

(Licensee’s SIGNATURE)

(LICENSE #)

*Adopted by the State Real Estate Commission at 49 Pa. Code §35.336.*