

PIRATE'S POINTE

Irreplaceable Retail Location | Mark to Market Opportunity
Walking Distance from 30K+ Student University

37K SF SHOPPING CENTER FOR SALE | GREENVILLE, NC



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EXCLUSIVELY LISTED BY



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OFFERING SUMMARY

The Overton Group is pleased to present the exclusive listing of Pirate's Pointe Shopping Center, located at the bustling intersection of Greenville Blvd and Charles Blvd. The center's current tenant base provides a durable income stream, featuring regional and national credit tenants including McAlister's Deli and UPS Store amongst others. Pirate's Pointe is ideally located less than a mile from both ECU and ECU Health Medical Campus, providing a sustained customer base and economic stability.



740 Greenville Blvd SW, Greenville, NC 27834



\$11.5M
Sales Price



\$798K
Current NOI



3.07
Acres



37,209
Total SF



11
Retail Tenants



\$21.90
Avg. Rent PSF



81%
Rent Roll Below Market



CG
Zoning

INVESTMENT HIGHLIGHTS

1

IRREPLACEABLE LOCATION & STRONG CO-TENANCY

Highly visible, lighted hard corner of Greenville Blvd & Charles Blvd, one of Greenville's busiest intersections with 40K+ VPD, providing exceptional visibility and long-term positioning. Surrounded by major national retailers including Harris Teeter, Publix, JCPenney, Starbucks, Panera Bread, Chick-fil-A, Olive Garden, Office Depot, and many others.

2

MARK-TO-MARKET UPSIDE WITH ~\$130K NOI GROWTH IN 36 MONTHS

Immediate opportunity to bring Factory Mattress to market rate at closing at \$24PSF NNN. Additional NOI growth achievable by pushing upcoming expirations to market and improving expense reimbursements over the next 3–5 years.

3

DURABLE INCOME STREAM FROM REGIONAL & NATIONAL CREDIT TENANTS

Diverse tenant mix including McAlister's Deli, Daughtridge Gas & Oil, Heaven Foot Spa, Sweet Frog, GEICO, UPS Store, Batteries Plus, AAA Nails, The Garden, & U Break-i-Fix,

4

LESS THAN ONE MILE FROM EAST CAROLINA UNIVERSITY (ECU)

ECU enrolls 28,500+ students, draws 500,000+ annual athletic visitors, employs 5,600 staff, and generates \$2B+ in annual economic impact—providing a major demand driver for retail, services, and daily needs.

5

SERVED BY ECU HEALTH MEDICAL CAMPUS

Home to one of the largest hospital systems in the U.S., ECU Health serves 1.4M residents, with 1,712 licensed beds and 6,800 employees, offering sustained daytime population and economic stability.

6

COMPELLING DEMOGRAPHICS & SPENDING POWER

Within a 5-mile radius, the population exceeds 116,000 with \$70,000+ average household income. Population within 2 miles has grown 3% in the last 3 years, and consumer spending reached \$1.6B in 2024 within a 10-mile radius.

An aerial photograph of a commercial district. The scene features several large, rectangular industrial-style buildings with flat roofs. Extensive parking lots are filled with cars. A multi-lane road runs along the right side of the image, with traffic visible. The background is filled with a dense forest of trees, some showing autumn colors. The overall lighting suggests a bright, sunny day.

1

INVESTMENT HIGHLIGHTS

1. Irreplaceable location & Strong Co-Tenancy

Highly visible, lighted hard corner of Greenville Blvd & Charles Blvd, one of Greenville's busiest intersections with 40K+ VPD, providing exceptional visibility and long-term positioning. Surrounded by major national retailers including Harris Teeter, Publix, JCPenney, Starbucks, Panera Bread, Chick-fil-A, Olive Garden, Office Depot, and many others.



1. Irreplaceable location & Strong Co-Tenancy (Continued)



2. Mark-to-Market Upside with ~\$130K NOI Growth in 36 Months

Immediate opportunity to bring Factory Mattress to market rate at closing at \$24PSF NNN. Additional NOI growth achievable by pushing upcoming expirations to market and improving expense reimbursements over the next 3–5 years.

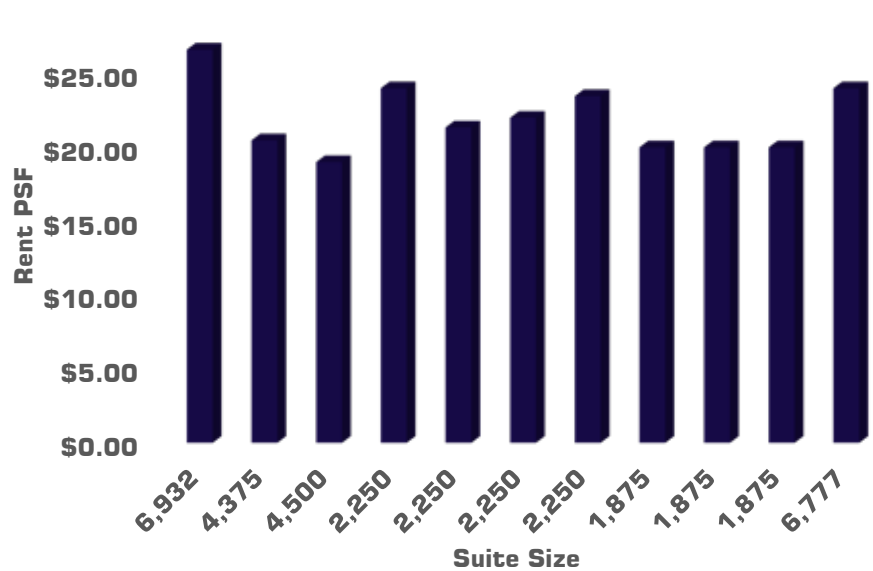
CURRENT INCOME

The average in-place rent is \$21.90 PSF, with 81% of the rent roll below market rates for comparable properties. The highest in-place rent at the center is \$26.62 PSF, attributed to the largest suite.



\$21.90
Avg. In-place Rent PSF

RENT PSF BY SUITE SIZE



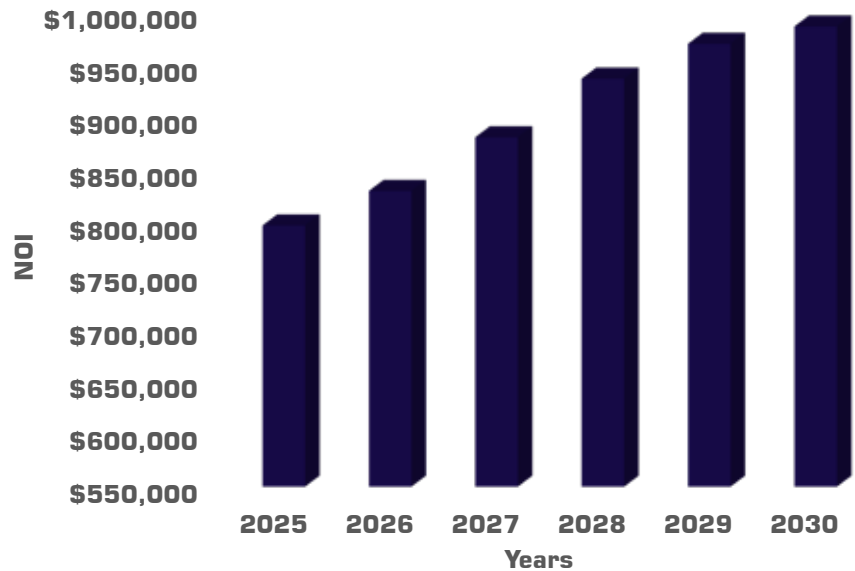
INCOME GROWTH STRATEGY

Aligning rents with market rates as leases expire over the next five years presents an opportunity for an investor to increase in-place NOI by over \$130,000.



\$130K
Avg. Household Income

6 YEAR NOI GROWTH PROJECTIONS



3. Durable Income Stream from Regional & National Credit Tenants

Diverse tenant mix including McAlister's Deli, Daughtridge Gas & Oil, Heaven Foot Spa, Sweet Frog, GEICO, UPS Store, Batteries Plus, AAA Nails, The Garden, & U Break-i-Fix,



McAlister's Deli is a popular fast-casual restaurant chain known for its delicious deli sandwiches, soups, salads, and famous sweet tea. Founded in 1989 in Oxford, Mississippi, by retired dentist Dr. Don Newcomb, McAlister's has grown to over 500 locations across 29 states.



Established in 1974, Factory Mattress is a locally owned and operated mattress and bedding retailer. They operate local furniture stores in the cities of Greenville, Jacksonville, Wilson and Shallotte.



Daughtridge Gas & Oil is a family-owned and operated company based in Rocky Mount, North Carolina. They've been in business since 1929 and offer a wide range of services, including propane gas delivery, home heating oil, diesel fuel, kerosene, and other petroleum products.



Tipp-Y-Toe offers manicure and pedicure services. They differentiate themselves with considerate service, where they prioritize even the smallest details to ensure that our customers receive what they desire and require.



sweetFrog has over 300 locations in the United States and several more internationally. In Fall 2018, sweetFrog was acquired by a wholly-owned subsidiary of MTY Food Group and is headquartered in Scottsdale, Arizona.



GEICO (Government Employees Insurance Company) is a well-known American auto insurance company headquartered in Chevy Chase, Maryland. GEICO offers a wide range of insurance products, including auto, motorcycle, RV, boat, travel, pet, and home insurance.

3. Durable Income Stream from Regional & National Credit Tenants (Continued)

Diverse tenant mix including McAlister's Deli, Daughtridge Gas & Oil, Heaven Foot Spa, Sweet Frog, GEICO, UPS Store, Batteries Plus, AAA Nails, The Garden, & U Break-i-Fix,



The UPS Store is a network of franchised locations that offer a variety of services, including shipping, packaging, printing, and mailbox rentals. They provide solutions for both personal and business needs, making it convenient to handle all your shipping and mailing tasks in one place.



Batteries Plus is a retail chain specializing in batteries and related products. They offer a wide range of batteries for various devices, including consumer electronics, watches, cell phones, digital cameras, automobiles, and more.



AAA Nail Spa is a nail salon that has been providing quality nail services for over a decade. They offer a variety of services, including pedicures, manicures, and nail art. Their experienced technicians and relaxing environment aim to make clients feel pampered and refreshed. They are known for using high-quality products and staying up-to-date with the latest trends in the nail salon industry.



The Hemp Garden is Greenville's #1 CBD store

Their CBD and Delta 8 products include CBD tinctures, CBD flower, CBD topicals, CBD pet products, CBD lotions, CBD cosmetics, CBD edibles, and more.

They also have a huge supply of Delta 8 products including gummies, chocolates, vapes, and disposables.



uBreakiFix by Asurion is a well-known tech repair service provider that specializes in same-day repairs for a wide range of electronic devices, including iPhones, Samsung phones, MacBooks, iPads, PCs, tablets, and gaming consoles. With over 700 locations, uBreakiFix offers fast, affordable repairs performed by certified technicians.

4. Less Than One Mile from East Carolina University (ECU)

ECU enrolls 28,500+ students, draws 500,000+ annual athletic visitors, employs 5,600 staff, and generates \$2B+ in annual economic impact—providing a major demand driver for retail, services, and daily needs.

Higher Education Drives Community Spirit

East Carolina University (ECU) is a cornerstone of eastern North Carolina, with a total enrollment of 28,798 students, including 23,056 undergraduates and 21,471 full-time students.

Known for its commitment to academic excellence and student success, ECU is the largest Division I university in the region and a critical engine of growth for Greenville and beyond.

With 91% of students hailing from within the state, ECU plays a vital role in serving North Carolina's educational needs. The university employs more than 5,600 faculty and staff, contributing significantly to the regional workforce and economic landscape.

ECU generates over \$2 billion annually for the local economy through education, research, innovation, and healthcare partnerships.

ECU's academic strengths are reflected in its most popular undergraduate majors: Nursing, Management, and Biology. As part of its mission, the university prioritizes not only teaching and learning but also meaningful research, creative exploration, and community engagement—fostering a culture of stewardship and innovation.

ECU Athletics play a major role in the university's identity and community spirit. With a vibrant Division I sports program, the ECU Athletic Complex draws more than 500,000 fans annually, reinforcing the university's presence as both a regional powerhouse and a unifying force for students, alumni, and supporters.



\$2B+
Annual Economic Impact

28,500
Total Students Enrolled



5. Served by ECU Health Medical Campus

Home to one of the largest hospital systems in the U.S., ECU Health serves 1.4M residents, with 1,712 licensed beds and 6,800 employees, offering sustained daytime population and economic stability.

Healthcare Hub of Eastern NC

Greenville, North Carolina is home to one of the most dynamic and growing healthcare hubs in the state—anchored by ECU Health Medical Center, the region's only Level I trauma center east of I-95. As the flagship hospital of the ECU Health system, this premier academic medical center serves as a critical provider of advanced care, education, and medical innovation for more than 1.4 million residents across eastern North Carolina.

Across its entire system, ECU Health operates 1,708 licensed beds, employs over 13,600 people, and partners with more than 500 providers across 100+ practice locations. With over 6,000 employees based in Greenville alone, the medical district is not only a hub of care delivery but a major economic and employment driver for the region.

With major investments such as the upcoming 144-bed behavioral health hospital in partnership with Acadia Health, the Greenville Medical District continues to evolve as a center of excellence for healthcare, education, and innovation in North Carolina.



The **Brody School of Medicine** has a well-established reputation for producing primary care physicians. The school admits 86 residents each year and is ranked #1 in North Carolina and #2 in the nation for primary care. Brody is also recognized for its commitment to student diversity, fostering a more inclusive and representative medical workforce.

1.4M	1,708	13,600
Reached Yearly	Licensed Beds	Total Employees



6. Compelling Demographics & Spending Power

Within a 5-mile radius, the population exceeds 116,000 with \$70,000+ average household income. Population within 2 miles has grown 3% in the last 3 years, and consumer spending reached \$1.6B in 2024 within a 10-mile radius.

Greenville, SC



10-Mile Demographics

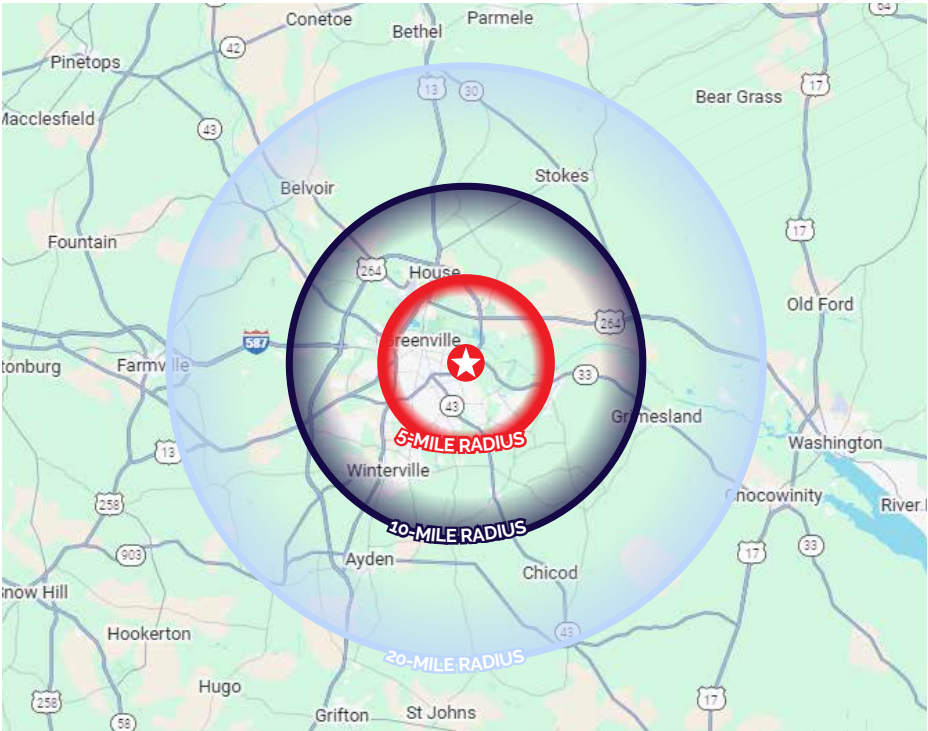
 **151K**
Total Population

 **35**
Median Age

 **63K**
Total Households

 **\$84K**
Avg. Household Income

 **\$258K**
Avg. Home Value



Population			
	5-Mile Radius	10-Mile Radius	20-Mile Radius
Total Population	113,567	151,465	222,530
Median Age	33.1	34.6	37.5
Households & Income			
Total Households	48,760	63,435	92,051
# of Persons per HH	2.24	2.31	2.33
Average HH Income	\$83,230	\$84,450	\$80,301
Average Home Value	\$279,787	\$280,131	\$257,871



2

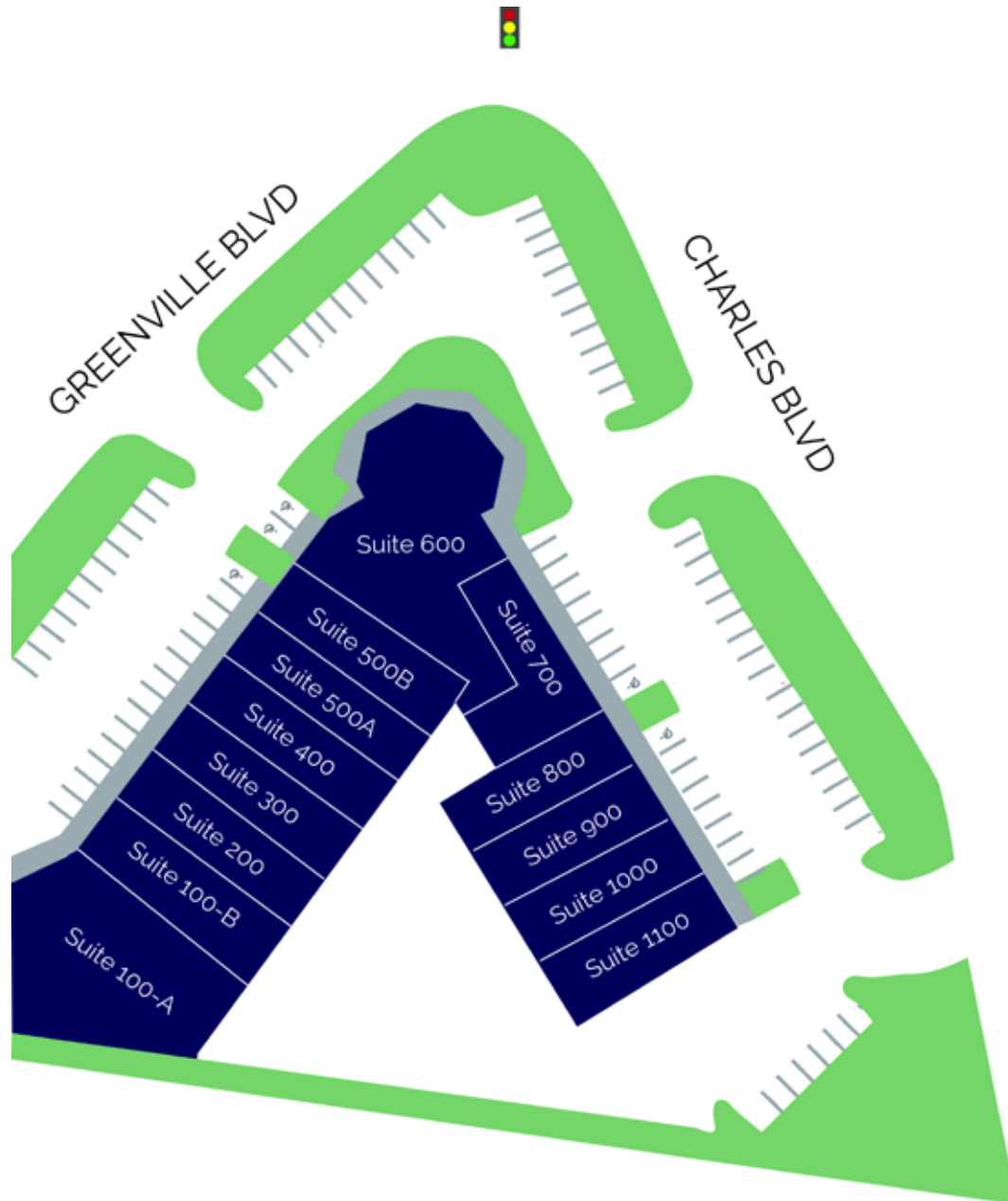
PROPERTY SUMMARY

PROPERTY DETAILS

Address	740 Greenville Blvd SW
Market	Greenville
County	Pitt
Lot Size	3.07 acres
Type	Retail
Zoning	CG
Total Building Size	37,209 SF
Tenants	11



Site Plan & Tenant Breakdown



SUITE #	TENANT	SF
100-A & B	Factory Mattress	6,777
200	Geico (DKL Services)	2,250
300	Sweet Frogs	2,250
400	UPS Store	2,250
500A	Batteries Plus	2,250
500B	Tipp-Y-Toe	4,500
600	McAlister's Deli	6,932
700 & 800	Daughtridge Gas & Patio	4,375
900	U Break-i-fix	1,875
1000	The Hemp Garden	1,875
1100	AAA Nails	1,857





3 MARKET OVERVIEW

Market Overview | Greenville, NC

MSA HIGHLIGHTS

180K
Residents

94K
Total Workforce

6,800
Jobs at
ECU Health

29K
Students at ECU

10th Largest City in NC

Greenville is energized by the presence of ECU, which enrolls over 28,500 students and employs 5,600 staff. ECU is home to the Brody School of Medicine and over 100 undergrad and 100 graduate programs. The school competes in the Division 1 FBS American Conference. The ECU Health Medical Campus, formerly Vidant Medical Center, further solidifies Greenville's reputation as a regional healthcare leader. As the only Level 1 trauma center east of I-95, it boasts 1,712 licensed beds, serves a population of 1.4 million, and employs 6,800 individuals.



Greenville's dynamic industrial sector includes prominent employers like Thermo Fisher Scientific, providing high-paying opportunities and fostering economic stability.



Additionally, the city has recently experienced a surge in retail development, welcoming big-box retailers such as Trader Joe's and Lowe's Foods,



This retail boom has further enhanced Greenville's economic vitality and enriched its expanding commercial landscape.

Recent Economic Announcements

Investments & Expansions in the Greenville Market



Boviet Solar, a global renewable energy company, will create 908 new jobs in Pitt County. The company will invest more than \$294 million to locate its first North American solar panel manufacturing facility in the City of Greenville.

908
New Jobs

\$294M
Investment



Nipro Medical Corporation, a leader in the global healthcare and medical device industry, has selected Pitt County for its first North American manufacturing center of excellence, creating 232 jobs with a massive \$398M capital investment.

232
New Jobs

\$398M
Investment



UNX-Christeyns, a detergent and cleaning product manufacturer headquartered in Greenville, announces an expansion project bringing 21 new jobs with an average wage of \$59,857 and \$10.5M in new capital investment to Greenville-Pitt County.

21
New Jobs

\$10.5M
Investment



Attindas, which designs and manufactures high-quality absorbent hygiene products, announces an expansion project bringing 25 new jobs with an average wage of \$56,746 and \$26.2M in new capital investment to Greenville-Pitt County.

25
New Jobs

\$26.2M
Investment

MAJOR EMPLOYERS





4

FINANCIAL INFORMATION

Rent Roll

Tenant	Unit #	% of SF	Lease Expiration	SF	Rent Rate /PSF	Monthly Rate	Annual Base Rent
McAlister's Deli	Suite 600	19%	Dec-27	6,932	\$26.62	\$15,375	\$184,500
Daughtridge Gas & Oil Company	Suite 700 & 800	12%	Jul-26	4,375	\$20.47	\$7,464	\$89,568
Heaven Foot Spa	Suite 500B	12%	Mar-26	4,500	\$19.00	\$7,125	\$85,500
Sweet Frogs	Suite 300	6%	Jul-27	2,250	\$24.00	\$4,500	\$54,000
DKL Services (Geico)	Suite 200	6%	Aug-30	2,250	\$21.34	\$4,002	\$48,024
UPS Store	Suite 400	6%	Jul-27	2,250	\$22.00	\$4,125	\$49,500
Batteries Plus	Suite 500A	6%	Dec-28	2,250	\$23.47	\$4,400	\$52,800
AAA Nails	Suite 1100	5%	Mar-27	1,875	\$20.00	\$3,125	\$37,500
The Garden	Suite 1000-1901	5%	Feb-28	1,875	\$20.00	\$3,125	\$37,500
U Break-i-fix	Suite 900	5%	Dec-27	1,875	\$20.00	\$3,125	\$37,500
Factory Mattress	Suite 1000	18%	Jan-31	6,777	\$24.00	\$13,554	\$162,648
Average				3,383	\$21.65	\$6,215	\$74,581
Total				37,209		\$68,366	\$839,040

Cash Flow Projections

CASH FLOW PROJECTIONS	2026 Year 1	2027 Year 2	2028 Year 3	2029 Year 4	2030 Year 5	2031 Year 6	2032 Year 7	2033 Year 8	2034 Year 9	2035 Year 10
Gross Rent Potential	839,040	897,842	951,209	1,009,708	1,036,667	1,054,299	1,092,967	1,143,058	1,201,462	1,229,066
Vacancy & Other Losses		(26,935)	(28,536)	(30,291)	(31,100)	(31,629)	(32,789)	(34,292)	(36,044)	(36,872)
EFFECTIVE RENTAL INCOME	839,040	870,906	922,672	979,417	1,005,567	1,022,670	1,060,178	1,108,766	1,165,418	1,192,194
Operating Expenses										
Common Area Maintenance (CAM)	(26,209)	(26,733)	(27,268)	(27,813)	(28,369)	(28,937)	(29,516)	(30,106)	(30,708)	(31,322)
Real Estate Taxes	(55,680)	(56,794)	(57,929)	(59,088)	(60,270)	(61,475)	(62,705)	(63,959)	(65,238)	(66,543)
Property Insurance	(17,072)	(17,413)	(17,762)	(18,117)	(18,479)	(18,849)	(19,226)	(19,610)	(20,003)	(20,403)
Management Fee		(17,418)	(18,453)	(19,588)	(20,111)	(20,453)	(21,204)	(22,175)	(23,308)	(23,844)
GROSS OPERATING EXPENSES	(98,961)	(118,358)	(121,412)	(124,607)	(127,230)	(129,714)	(132,650)	(135,850)	(139,257)	(142,111)
Cost Recovery (Expense Reimbursements)	57,586	68,873	70,650	72,272	81,427	83,017	84,896	110,039	112,798	115,110
% of Expenses Reimbursed	58%	58%	58%	58%	64%	64%	64%	81%	81%	81%
NET OPERATING EXPENSES	(41,375)	(49,485)	(50,762)	(52,335)	(45,803)	(46,697)	(47,754)	(25,812)	(26,459)	(27,001)
NET OPERATING INCOME	797,665	821,421	871,910	927,082	959,764	975,973	1,012,424	1,082,955	1,138,960	1,165,192

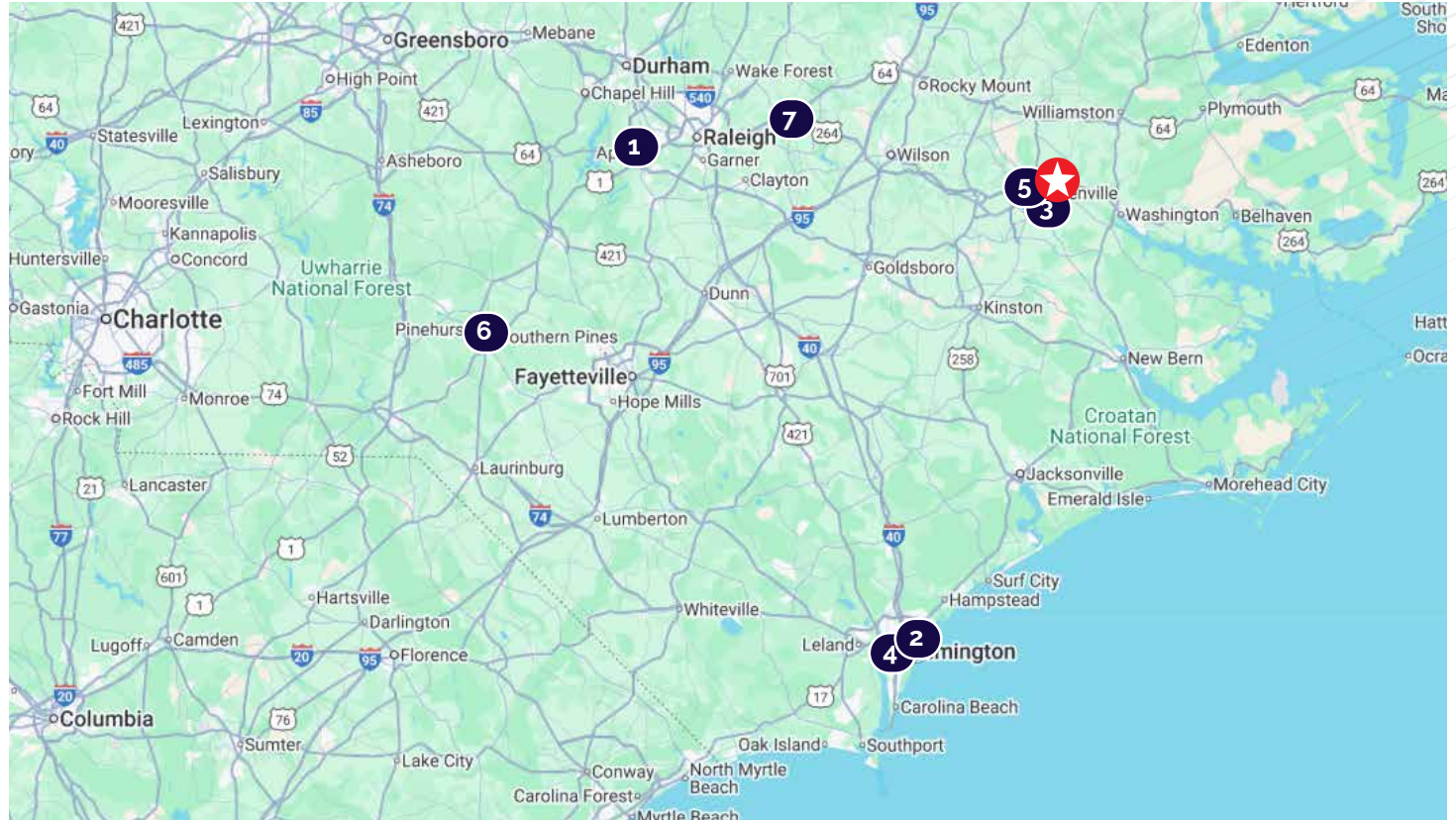
5 COMPARABLE SUMMARY



Sales Comparables



Pirate's Pointe

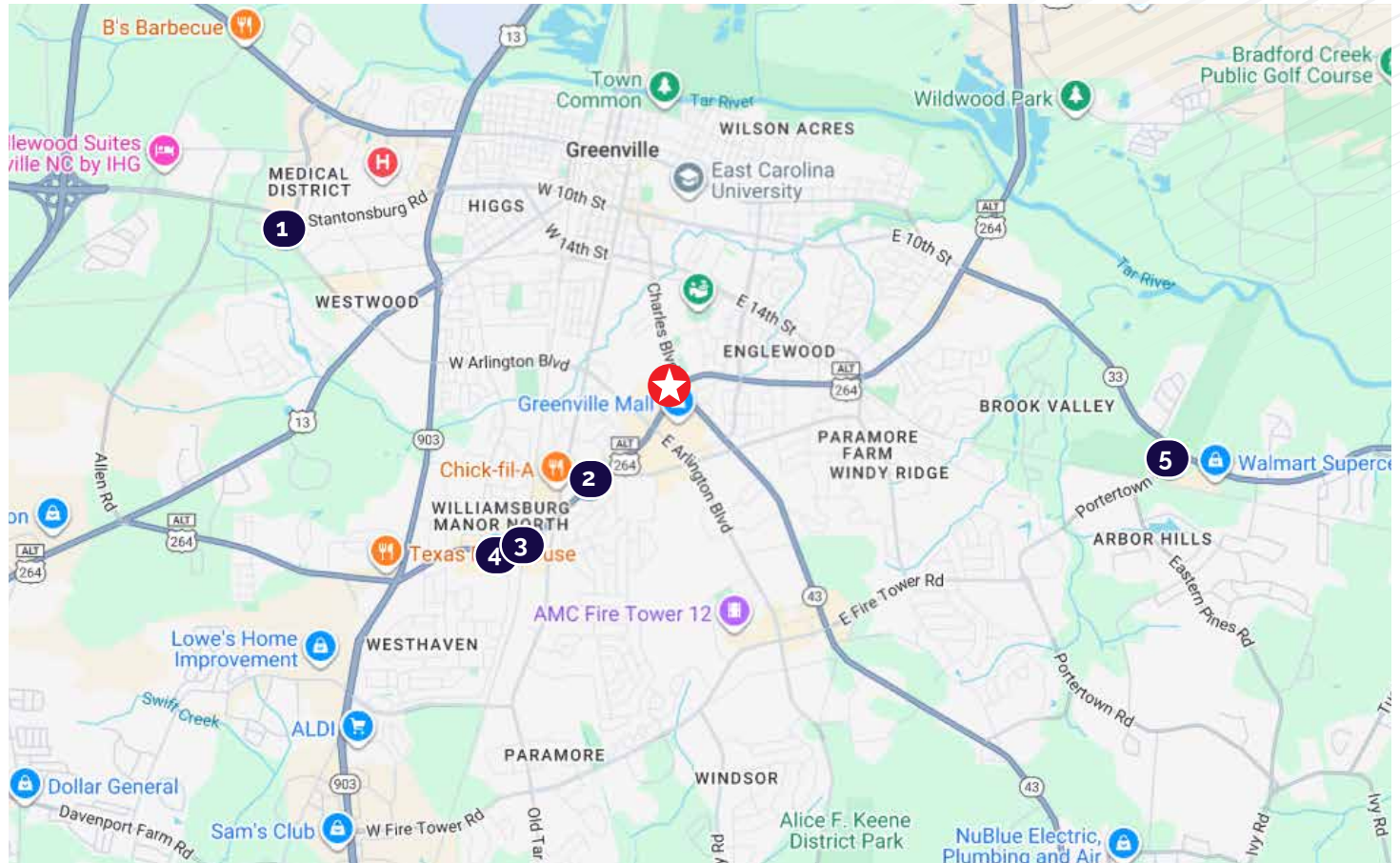



Property Address	Year Built	SF	Sale Price	PSF	Cap Rate	Sale Date
★ Pirate's Pointe						
1 1280-1284 W Williams St. Apex, NC	2020	17,416	\$9,375,000	\$ 538	6.71%	Nov-23
2 1121 Military Cutoff Rd. Wilmington, NC	2001	16,220	\$7,056,576	\$ 435	-	Sep-23
3 915 Greenville Blvd SE Greenville, NC	2023	20,004	\$7,100,000	\$ 354	6.83%	Jun-24
4 1437 S College Road Wilmington, NC	2012	12,065	\$6,501,500	\$ 538	7.10%	Mar-23
5 671 Memorial Drive Greenville, NC	2001	14,490	\$3,715,000	\$ 256	5.85%	Oct-22
6 9735 US 15-501 Hwy. Pinehurst, NC	2009	20,565	\$6,300,000	\$ 306	-	Jun-24
7 877 E Gannon Ave. Zebulon, NC	2007	30,475	\$8,800,000	\$ 289	7.23%	Oct-22
Averages		18,748	\$ 6,978,297	\$ 388	6.74%	

Leasing Comparables



Pirate's Point



Property Address	Size (SF)	Lease Rate PSF	Lease Type	Sign Date
 Pirate's Point				
1 2111 W Arlington Blvd. Greenville, NC	1,750	\$27.96	NNN	Jun-24
2 305 Greenville Blvd. SE Greenville, NC	1,904-2,500	\$28-\$33	NNN	Mar-24
3 205 Greenville Blvd SW Greenville, NC	1,300	\$23.04	MG	Jun-23
4 205 Greenville Blvd SW Greenville, NC	1,300	\$23.04	MG	Apr-23
5 1221 Portertown Rd. Greenville, NC	3,874	\$23.04	NNN	Oct-23
Averages	2,301	\$24.93		

An aerial photograph of a suburban neighborhood. In the foreground, a large church with a prominent steeple and a large parking lot filled with cars is visible. The church is surrounded by trees and other buildings. A road runs diagonally through the middle of the image, with more houses and trees on either side. The background shows a dense line of trees under a blue sky with scattered clouds. The overall scene is a typical suburban landscape.

6

THE OVERTON GROUP CAPITAL ADVISORS

The Overton Group **Capital Advisors**



100+
Years of Experience



8
States



1
Team

North Carolina's Most Active **Middle Market Sales Team**



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Sally Owens

Marketing Manager



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Financial Analyst



Matthew Kornegay | MBA

Financial Analyst



\$1B+
in Assets Valued YTD

14M
Total SF Analyzed YTD

45
Investment Sales Closed & Under Contract YTD

Disclosure

All materials and information received or derived from The Overton Group, LLC its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

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EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third-party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. The Overton Group, LLC makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. The Overton Group, LLC does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by The Overton Group, LLC in compliance with all applicable fair housing and equal opportunity laws.



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