



Offering Memorandum

Dark Sonic Drive-In

825 N Temple Ave | Starke, FL 32091

The Alvino Group of Marcus & Millichap



Dustin R. Alvino
Senior Vice President of Investments

(702) 215-7120
dustin.alvino@marcusmillichap.com
Licenses: NV BS.0143692, NJ 2294556

Lead Agent



Michael Merhi
Associate

(702) 215-7130
michael.merhi@marcusmillichap.com
License: NV S.0194520

Lead Agent



Andy Pasbakhsh
Senior Associate

(702) 215-7106
andy.pasbakhsh@marcusmillichap.com
License: NV S.0189780



Casey Kitagawa
Associate

(702) 215-7121
casey.kitagawa@marcusmillichap.com
License: NV S.0202682



Madelyn Rupprecht
Agent Assistant

(702) 215-7136
madelyn.rupprecht@marcusmillichap.com



Tamir Israeli
Marketing Coordinator

(702) 215-7127
tamir.israeli@marcusmillichap.com

About Us

We are a Las Vegas-based commercial real estate group specializing in the acquisition and disposition of net-leased and multi-tenant retail investment properties throughout the United States. Collectively, our team consists of the top producing agent in the Marcus & Millichap Las Vegas office, Dustin R. Alvino as well as Andy Pasbakhsh, Michael Merhi, Casey Kitagawa, Madelyn Rupprecht, and Tamir Israeli.

We have evaluated over one billion dollars worth of real estate across 25 states and growing. We pride ourselves on being client-focused and results-driven, which is why we have had tremendous success over the last decade.

#1

**Marcus & Millichap
Team in Nevada**

#1

**Net Leased Team
in Nevada**

#1

**Retail Team
in Nevada**

LAS VEGAS, NV

Table of Contents

Investment Highlights01

Property Overview & Information03

Lease Summary04

Demographics05

Property Photos & Surrounding Retail07



Investment Highlights

Florida Market

- Florida is a magnet for commercial real estate investors, consistently ranking in the top three states for commercial real estate transactions in the U.S.. In 2023, the state contributed to over 20% of national commercial real estate volume, with retail spaces leading the charge
- Florida’s zero state income tax and favorable corporate tax rates (5.5%) attract businesses and individuals, creating robust demand for retail and service-oriented properties
- Industries such as tourism, healthcare, technology, and logistics are driving Florida’s economic growth. With over 137 million visitors in 2022, Florida is a leader in consumer spending, boosting the success of retail properties statewide
- The state’s GDP growth of 4.7% annually (2024) surpasses the national average of 2.6%, ensuring long-term stability and consistent demand for commercial assets

Population Growth Driving Demand

- Florida’s population is expected to reach 26 million by 2030, making it the third most populous state in the U.S., behind California and Texas
- Domestic Migration | In 2022, Florida experienced a net gain of 318,000 residents, largely due to migration from high-tax states like New York, Illinois, and California
- International Immigration | Florida’s proximity to Latin America makes it a gateway for immigrants, adding to workforce availability and consumer spending
- Remote Work Trends | The rise of remote work has encouraged professionals to relocate to Florida for its quality of life and low living costs

Landlord Friendly State

- Florida’s pro-landlord policies are a major draw for investors. These include quick eviction processes for non-performing tenants, low property taxes relative to other states, and tenant accountability laws
- Triple Net Lease structures, like the one for this property, are common in Florida and make ownership simpler by shifting operational costs to the tenant

Strategic Location

- Starke is situated along U.S. Highway 301, a major corridor that connects Jacksonville, Gainesville, and Ocala, capturing consistent regional traffic. The highway sees an average daily traffic count of 20,000 - 30,000 vehicles, making the location highly visible for retail or service businesses.
- Its central location provides access to over 2.5 million residents within a 90-minute drive, a significant consumer base for potential redevelopment or repositioning.

Investment Highlights

Why Starke’s Population is Steadily Increasing

- Affordable Housing | The median home price in Starke is approximately \$210,000, significantly lower than Jacksonville (\$350,000) and Gainesville (\$340,000), making it attractive to families and first-time buyers
- Proximity to Universities | Starke is only 30 minutes from the University of Florida in Gainesville, which attracts students, faculty, and staff who contribute to the local economy
- Improving Infrastructure | Recent local investments in roadways, utilities, and small business grants signal a push to grow the city’s economic base
- Commuter Hub | Starke’s location makes it an ideal home base for those working in nearby urban centers but seeking a quieter, more affordable lifestyle. Increasing interest from commuters who work in Jacksonville or Gainesville but prefer living in a smaller, quieter community
- Low Competition Market | Starke’s smaller market size means less competition for retail and service-based businesses, offering a unique opportunity for entrepreneurs or investors to establish a dominant presence. The lack of large-scale competitors like Starbucks or Chick-fil-A within city limits leaves room for local businesses to thrive


Property Highlights

- Existing Lease Cash Flow | The franchisee remains obligated to pay rent for the next 16 years, ensuring a stable short-term income stream despite the property being dark. This cash flow mitigates immediate risk while offering flexibility to the new owner
- Rent Escalations | The lease includes 7% rent escalations every 5 years, which increases the property’s income potential over time
- Triple Net (NNN) Lease | The tenant covers all operational costs, including property taxes, insurance, and maintenance, leaving the landlord with no management responsibilities. This structure is ideal for investors seeking a hands-off ownership experience
- Prime Repositioning Opportunity | The site’s current configuration as a drive-in makes it an excellent candidate for repurposing into a drive-thru restaurant, automotive service center, or local retail hub
- Affordable Entry Point | The property’s pricing offers a low-cost entry into the Florida commercial real estate market, making it accessible to both seasoned investors and owner-operators. Comparable properties in nearby Jacksonville or Gainesville command significantly higher prices
- Highway Visibility | Situated on U.S. Highway 301, the property benefits from consistent exposure to regional and commuter traffic, enhancing its potential for attracting customers

Key Takeaway


- This dark Sonic Drive-In property in Starke, Florida, is more than just a lease-bound asset—it’s a strategic investment opportunity backed by Florida’s economic growth, Starke’s local market potential, and the property’s intrinsic value. It appeals to buyers looking for creative redevelopment opportunities, stable cash flow, or both.

Property Overview




List Price

\$1,100,000




Net Operating Income

\$109,229



Cap Rate

9.93%



Price/SF

\$775.19

Property Information

Property Name	Dark Sonic Drive-In
Address	825 N Temple Ave
City/State/Zip	Starke, FL 32091
Parcel ID	03646-0-00000
Rentable Area Total	1,419 SF
Lot Size	0.56 AC
Parking Spaces	19
Parking Ratio	13.38/1,000 SF
Access	Ingress / Egress on N Temple Ave
Year Built/Renovated	2005
Zoning	Commercial
Ownership	Fee Simple

Lease Summary

Tenant	Dark Sonic
Ownership	Fee-Simple
Tenant Trade Name	Sonic Drive-In
Lease Guarantee	Franchisee (Planet Franchise Group, LLC ± 21 units)
Lease Type	NNN
Roof & Structure	Tenant
Lease Term	20 years
Lease Commencement Date	12/29/21
Rent Commencement Date	12/29/21
Lease Expiration Date	12/29/41
Term Remaining on Lease	±16 Years
Increases	7% Every 5 Years
Options	2 X 5 Year Options
ROFR	None



Annualized Operating Data

Lease Year	Monthly NOI	Yearly NOI	Increases	Return (at list price)
Current - 12/29/2026	\$9,102.45	\$109,229.36	-	9.93%
12/29/2026 - 12/29/2031	\$9,739.62	\$116,875.41	7.00%	10.63%
12/29/2031 - 12/29/2036	\$10,421.39	\$125,056.69	7.00%	11.37%
12/29/2036 - 12/29/2041	\$11,150.89	\$133,810.66	7.00%	12.16%
Option 1 - 12/29/2046	\$11,931.45	\$143,177.40	7.00%	13.01%
Option 2 - 12/29/2051	\$12,766.65	\$153,199.82	7.00%	13.93%

Property Demographics

	1-Mile	3-Miles	5-Miles
Area Population (2023)	4,106	8,979	12,511
Total Households (2023)	1,564	3,338	4,682
Average Household Income (2023)	\$59,103	\$58,298	\$59,727



Property Demographics



Population

In 2023, the population in your selected geography is 12,511. The population has changed by 2.17 since 2010. It is estimated that the population in your area will be 12,746 five years from now, which represents a change of 1.9 percent from the current year. The current population is 49.0 percent male and 51.0 percent female. The median age of the population in your area is 39.2, compared with the U.S. average, which is 38.7. The population density in your area is 159 people per square mile.



Employment

In 2023, 6,424 people in your selected area were employed. The 2010 Census revealed that 50.2 percent of employees are in white-collar occupations in this geography, and 20.7 percent are in blue-collar occupations. In 2023, unemployment in this area was 4.0 percent. In 2010, the average time traveled to work was 25.00 minutes.



Households

There are currently 4,682 households in your selected geography. The number of households has changed by 1.58 since 2010. It is estimated that the number of households in your area will be 4,801 five years from now, which represents a change of 2.5 percent from the current year. The average household size in your area is 2.5 people.



Housing

The median housing value in your area was \$154,298 in 2023, compared with the U.S. median of \$268,796. In 2010, there were 3,252.00 owner-occupied housing units and 1,357.00 renter-occupied housing units in your area.



Income

In 2023, the median household income for your selected geography is \$46,233, compared with the U.S. average, which is currently \$68,480. The median household income for your area has changed by 27.20 since 2010. It is estimated that the median household income in your area will be \$56,031 five years from now, which represents a change of 21.2 percent from the current year. The current year per capita income in your area is \$23,216, compared with the U.S. average, which is \$39,249. The current year's average household income in your area is \$59,727, compared with the U.S. average, which is \$100,106.

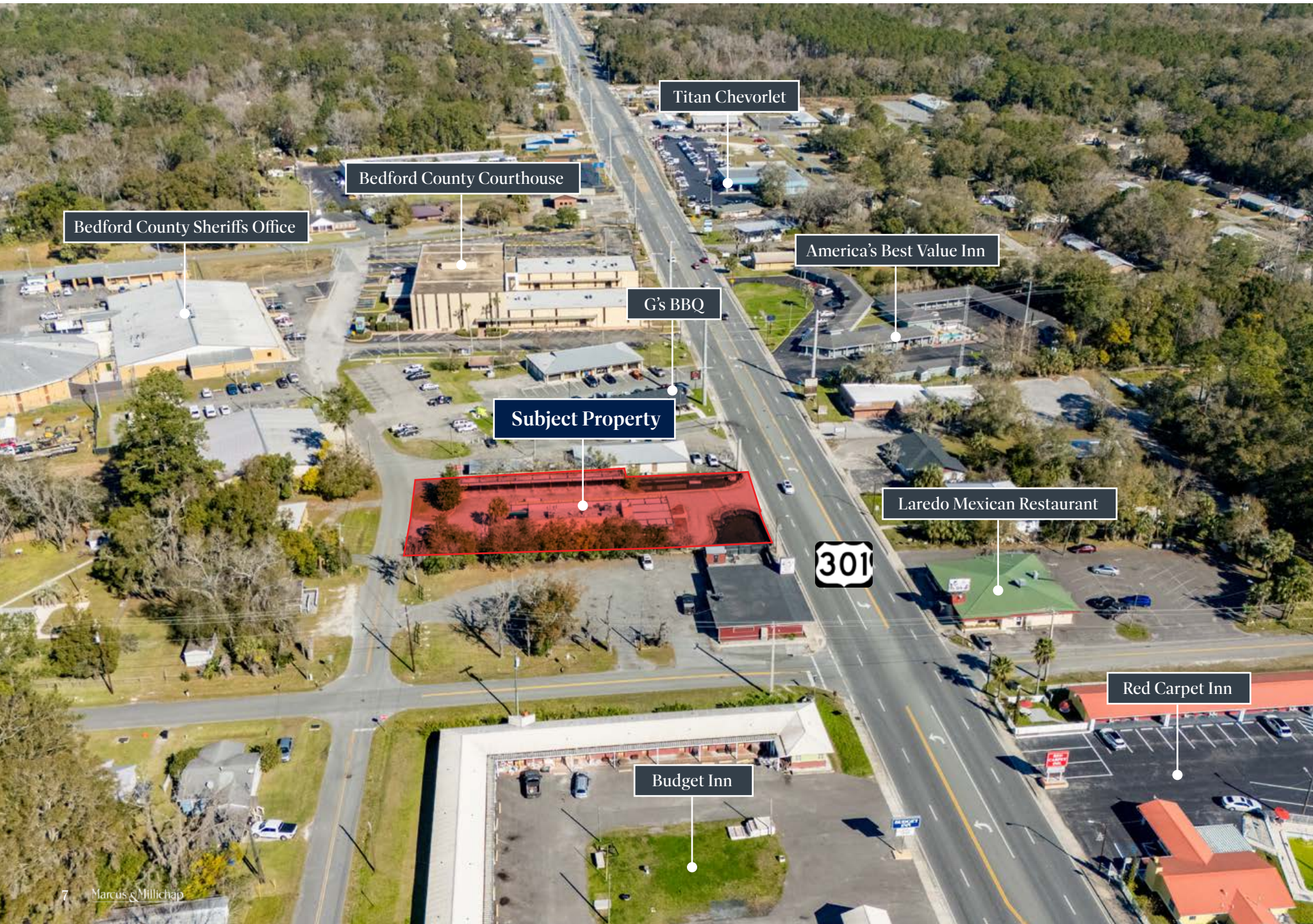


Education

The selected area in 2023 had a lower level of educational attainment when compared with the U.S. averages. Only 3.7 percent of the selected area's residents had earned a graduate degree compared with the national average of 12.7 percent, and 6.1 percent completed a bachelor's degree, compared with the national average of 20.2 percent.

The number of area residents with an associate degree was higher than the nation's at 10.2 percent vs. 8.5 percent, respectively.

The area had more high-school graduates, 42.6 percent vs. 26.9 percent for the nation. The percentage of residents who completed some college is also higher than the average for the nation, at 21.8 percent in the selected area compared with the 20.1 percent in the U.S.

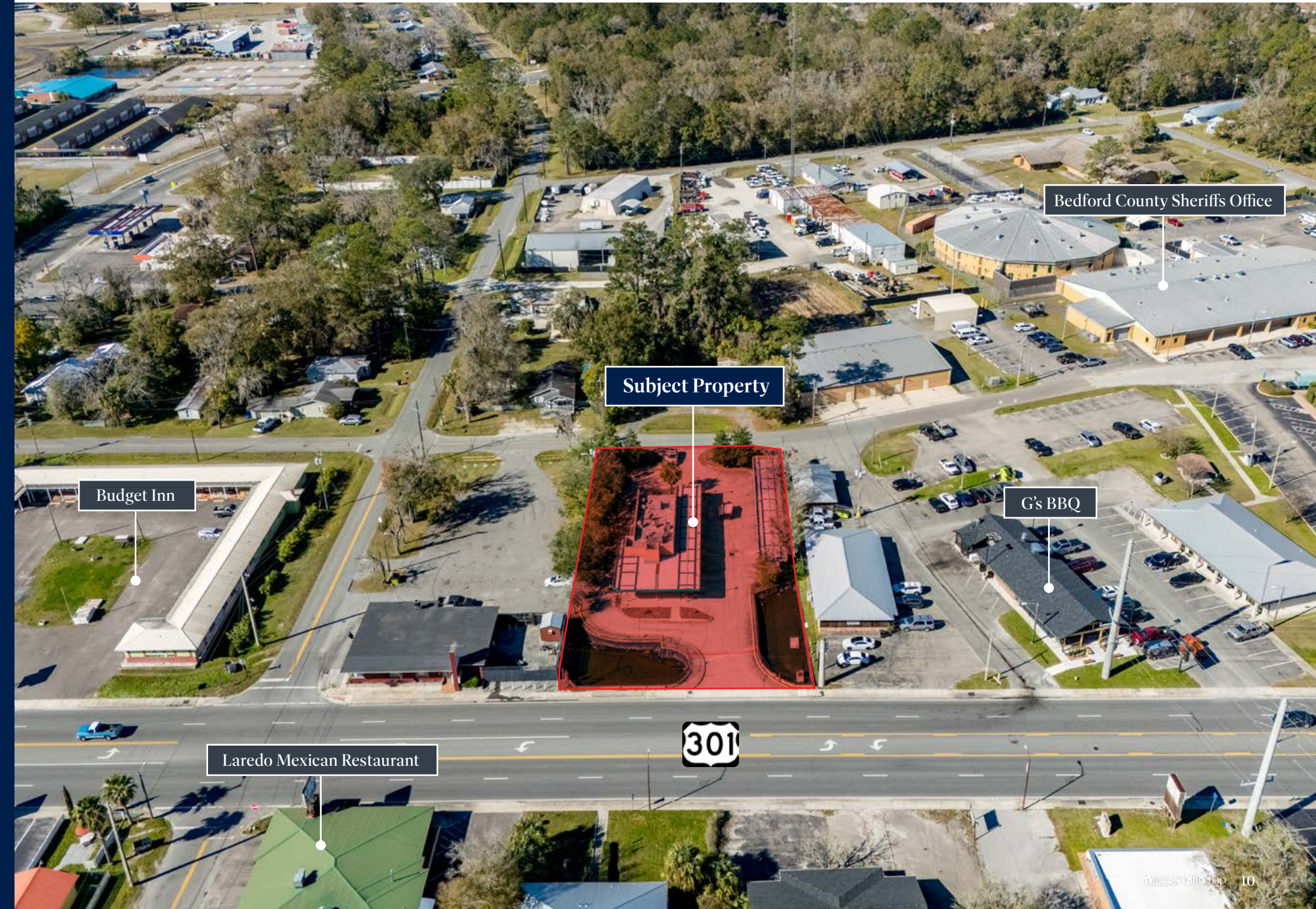


Property Photos





Property Photos





Property Photos



NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

CONFIDENTIALITY AND DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein, providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

SINGLE TENANT NET LEASE DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer. Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

Presented By

Dustin R. Alvino
Senior Vice President of Investments

(702) 215-7120
dustin.alvino@marcusmillichap.com
License: NV BS.0143692

Michael Merhi
Associate
(702) 215-7130
michael.merhi@marcusmillichap.com
License: NV S.0194520