

VALUE-ADD RETAIL WITH RURAL KING SHADOW ANCHOR

Conover, North Carolina

OFFERING MEMORANDUM



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Goodman Real Estate Services Group is the Northern Ohio partner of ChainLinks Retail Advisors, the nation's leading retail-focused real estate services and commercial property brokerage organization.

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INVESTMENT SUMMARY



PROPERTY CANOVA SHOPPING CENTER

ADDRESS	508 10th Street NW Conover, North Carolina
REGIONAL MARKET	Hickory, NC MSA
POPULATION	368,347
PROPERTY TYPE	Retail Strip Center
INVESTMENT TYPE	Value-Add
OCCUPANCY	11%
AVAILABLE SPACE	Ranges 1,050 SF – 20,721 SF
SHADOW ANCHOR	86,000 SF Rural King
STOREFRONT CONDITION	Modern Storefronts with Double Pane Glass
ROOF CONDITION	± 5 Years Old
TRAFFIC COUNT	19,043 VPD
BUILDING SIZE	67,036 Square Feet
LAND SIZE	8.3 Acres (to be determined by final lot split prior to sale)
PROJECTED NOI YR 2-3	\$680,185

INVESTMENT HIGHLIGHTS

Extremely Rare 89% Pure Upside in High-Growth North Carolina Market

Significant Upside

Rural King Opened September 2024 in the Shadow Anchor Vacancy

New Shadow Anchor

Considerable Leasing Activity and Signed Lease AHEAD of Rural King Opening

Leasing Momentum

Attractive and Modern Storefronts with a Range of Vacant Space Sizes

Modern Storefronts

INVESTMENT HIGHLIGHTS

Direct Highway Access

Ideal Location at Interstate 40 Exit with over 19,000 VPD on 1st Street

Regional Location

I-40 Access and Rural King Shadow Anchor Provides up to 20 Mile Draw to Property

Dynamic Trade Area

Over 34,000 Daytime Employees, Surrounded by Manufacturing, Distribution, and Retail

Attractive Pricing

Below Replacement Cost, Call Broker to Discuss Pricing Expectations

PROPERTY DESCRIPTION



CONOVER, NORTH CAROLINA

The City of Conover began to develop in the mid-1800's as a "Y" intersection of the railroad traversing North Carolina. Although originally called Wye Town, legend says the name Canova was adopted, but transposed to Conover, over several years. The City of Conover was chartered in 1876 and incorporated in 1877. Conover is located in the western Piedmont area of North Carolina and is part of the Hickory MSA, the sixth-largest MSA in the state, with an estimated population of 368,347 as of 2022. Conover is located approximately 50 miles northwest of Charlotte; 60 miles west of Winston-Salem; and 80 miles east of Asheville, and is the geographic center of Catawba County. Interstate 40 traverses through the City along with other major roads including U.S. 70, U.S. 321, U.S. 70A, and NC 16. The area features multiple higher education institutions including Lenoir-Rhyne University, Catawba Valley Community College, and Appalachian Center at Hickory.

PROPERTY DESCRIPTION

For sale to qualified investors is a regional strip center opportunity offering an immediate 89% upside opportunity through lease-up of vacant space. Located at the 1st Street exit on Interstate 40 in Conover, North Carolina, the 67,036 square foot property, known as Canova Shopping Center, is adjacent to a brand new 86,000 SF Rural King Shadow anchored recently opened in September of 2024. Rural King is known to draw customers from 15-20 miles and beyond and has already boosted leasing momentum with one signed lease, one space at lease, and multiple LOI's pending just since announcing their new store. This offers the purchaser a rare opportunity to acquire the property and immediately benefit from recent leasing momentum and Rural King's store opening. The property has modern storefronts and facades, a newer roof, and spaces in various sizes ranging from 1,050 SF to a 20,721 SF junior anchor position available for immediate lease. Due to the freeway exit location, the property is surrounded by daytime generators, including retail, manufacturing and distribution, and the nearby Catawba Valley Medical Center. Over 19,000 vehicles per day pass the shopping center's entrance on 1st Street W, in addition to other I-40 traffic. The property is expected to sell for below its current replacement cost, offering the investor a very rare value add opportunity in this market.

PROPERTY PHOTOS



SPACE S - VACANT 3,000 SF

SPACE Q - VACANT 3,000 SF

SPACE P - VACANT 3,000 SF

SPACE O - VACANT 4,000 SF

SPACE N - DOMINO'S 2,310 SF

SPACE M - LEASE PENDING 1,400 SF

SPACE J - VACANT 1,050 SF

SPACE I - CV CLEANERS 1,400 SF

SPACE H - LOVELY NAILS 1,400 SF

SPACE G - PRO MAN STAFFING 1,050 SF

SPACE F - VACANT 1,400 SF

SPACE E - VACANT 1,050 SF

SPACE D - NO. 1 KITCHEN 1,050 SF

SPACE C - VACANT 1,400 SF

SPACE B VACANT 8,470 SF

SPACE A VACANT 10,145 SF

SPACE ANC VACANT 20,721 SF

EST'D 1960
RURAL KING
AMERICA'S FARM & HOME STORE

PROPERTY PHOTOS

SPACE ANC - VACANT 20,721 SF



SPACE A - VACANT 10,145 SF



SPACE B - VACANT 8,470 SF



SPACE C - VACANT 1,400 SF



SPACE D - NO. 1 KITCHEN 1,050 SF



SPACE E - VACANT 1,400 SF



SPACE F - VACANT 1,050 SF



SPACE G - PRO MAN STAFFING 1,050 SF



SPACE H - LOVELY NAILS 1,400 SF



PROPERTY PHOTOS

SPACE I - **CV CLEANERS** 1,400 SF



SPACE J - **VACANT** 1,050 SF



SPACE M - **LEASE PENDING** 1,190 SF



SPACE N - **DOMINO'S** 1,400 SF



SPACE O - **VACANT** 2,310 SF



SPACE P - **VACANT** 4,000 SF



SPACE Q - **VACANT** 3,000 SF



SPACE R - **VACANT** 3,000 SF



SPACE S - **VACANT** 3,000 SF



PARCEL MAP

PARCEL #
3732-16-83-7294



VALUATION SUMMARY | 2025 PROFORMA

INCOME

Occupancy (Actual): 11%

Occupancy (Proposed): 92.7%

BASE RENTAL INCOME

#	Tenant	Size (SF)	Current Annual Rent	Proforma Annual Rent	Current Expiration	Proposed Expiration	Current Rent PSF	Proposed Rent PSF
ANC		20,721		\$186,489.00				\$9.00
A		10,145		\$101,450.00				\$10.00
B		8,470		\$84,700.00				\$10.00
C		1,400		\$0.00				
D	No. 1 Kitchen	1,050	\$13,824.00	\$13,828.50	9-30-2026	9-30-2031	\$13.17	\$13.17
E		1,400		\$0.00				
F		1,050		\$0.00				
G	Pro Man Staffing	1,050	\$15,750.00	\$15,750.00	10-17-2029	10-17-2029	\$15.00	\$15.00
H	Lovely Nails	1,400	\$19,704.00	\$19,698.00	4-28-2025	4-28-2030	\$14.07	\$14.07
I	CV Cleaners	1,400	\$23,052.00	\$23,058.00	2-14-2025	2-14-2030	\$16.47	\$16.47
J		1,050		\$0.00				
M	Restaurant Lease Pending	1,190	\$17,850.00	\$17,850.00	2029	2029	\$15.00	\$15.00
N	Domino's Pizza	1,400	\$18,204.00	\$18,200.00	4-30-2026	4-30-2031	\$13.00	\$13.00
O		2,310		\$33,495.00				\$14.50
P		4,000		\$52,000.00				\$13.00
Q		3,000		\$45,000.00				\$15.00
R		3,000		\$45,000.00				\$15.00
S		3,000		\$45,000.00				\$15.00
Total		67,036	\$108,384.00	\$701,518.50			\$14.45	\$13.44

VALUATION SUMMARY | 2025 PROFORMA

INCOME

REIMBURSED EXPENSES

	Actual	Proforma
Property Taxes	\$3,606.68	\$28,842.18
Insurance	\$2,652.94	\$21,215.26
Utilities	\$1,145.80	\$9,162.84
Common Area Maintenance	\$5,281.41	\$42,234.85
Management/Admin	\$1,198.03	\$21,278.10
Total	\$13,884.87	\$122,733.24

OPERATING EXPENSES

	Actual	Proforma
CAM	\$47,269.00	\$47,269.00
Snow and Landscaping		
Parking Lot Sweeping		
Parking Lot Repairs		
General Maintenance & Repairs		
Fire Alarm		
Utilities	\$10,255.00	\$10,255.00
Insurance	\$23,744.00	\$23,744.00
Property Tax	\$32,280.00	\$32,280.00
Management 3%	\$3,632.12	\$23,814.32
Reserves (\$0.10 PSF)		\$6,703.60
Total	\$117,180.12	\$144,065.92

EFFECTIVE GROSS INCOME (ACTUAL) \$122,268.87
EFFECTIVE GROSS INCOME (PROPOSED) \$824,251.74

NOI ACTUAL \$5,088.74
PROJECTED NET OPERATING INCOME \$680,185.81
PROJECTED VALUE AT 8% CAP RATE \$8,502,322.66

RENT ROLL

TENANT NAME	SQUARE FEET	PRO RATA	LEASE TERM		RENTAL RATES		PSF	RECOVERY TYPE	COMMENTS/OPTIONS
			BEGIN	END	BEGIN	ANNUALLY			
Vacant - Space ANC	20,721	26.33%							
Vacant - Space A	10,145	17.99%							
Vacant - Space B	8,470								
Vacant - Space C	1,400								
No. 1 Kitchen	1,050		9-16-2016	9-30-2026	Current 10-1-2024 10-1-2025	\$13,824.00 \$14,244.00 \$14,676.00	\$13.17 \$13.56 \$13.97	NNN	Tenant reimburses Landlord for its share of common area maintenance, real estate taxes, insurance, management, and a 15% admin fee. Options: None
Vacant - Space E	1,400	8.51%							
Vacant - Space F	1,050	7.80%							
Pro Man Staffing	1,050		7-17-2024	10-17-2029	10-17-2024 10-17-2027 10-17-2028	\$15,750.00 \$16,222.56 \$16,709.16	\$15.00 \$15.45 \$15.91	NNN	Tenant reimburses Landlord for its share of common area maintenance, real estate taxes, insurance, management, and a 15% admin fee. Options: One 3-year option at \$17.50 NNN to be exercised with 180 days notice.
Lovely Nails	1,400		4-27-2015	4-28-2025	Current	\$19,704.00	\$14.07	NNN	Tenant reimburses Landlord for its share of common area maintenance, real estate taxes, insurance, management, and a 15% admin fee. Options: None
CV Cleaners	1,400		2-15-2016	2-14-2025	Current	\$23,052.00	\$16.46	NNN	Tenant reimburses Landlord for its share of common area maintenance, real estate taxes, insurance, management, and a 15% admin fee. Options: None

RENT ROLL

TENANT NAME	SQUARE FEET	PRO RATA	LEASE TERM		RENTAL RATES		PSF	RECOVERY TYPE	COMMENTS/OPTIONS
			BEGIN	END	BEGIN	ANNUALLY			
Vacant - Space J							\$15.00		
Restaurant Lease Pending	1,190		TBD	5 Years	TBD	\$17,850.00	\$15.00	NNN	Tenant reimburses Landlord for its share of common area maintenance, real estate taxes, insurance, management, and a 15% admin fee. Options: None
Domino's Pizza	1,400		10-21-2015	4-30-2026	Current	\$18,204.00		NNN	Tenant reimburses Landlord for its share of common area maintenance, real estate taxes, insurance, management, and a 15% admin fee. Options: Two 5-year options to be exercised with 180 days notice.
Vacant - Space O	2,310								
Vacant - Space P	4,000								
Vacant - Space Q	3,000								
Vacant - Space R	3,000								
Vacant - Space S	3,000								

PROPERTY AERIAL

LOOKING WEST 



ARHAUS

HSM

Elite
Comfort Solutions

LEATHERCRAFT

CAROLINA
CUSTOM
LEATHER

SHERRILL
FURNITURE

M & M BARK

PREMIUM CUSHION
CONOVER FIRE STATION

Jack
in the box

camfil

1ST ST NW 21,713 VPD (24)

EST'D 1960
RURAL KING
AMERICA'S FARM & HOME STORE

verizon

Domino's

CV CLEANERS

RESTAURANT
LEASE PENDING

THE FIELDS
Conover
Apartment Homes

160 UNITS

PROMAN

LOVELY NAILS
NO. 1 KITCHEN

10TH ST NW

10TH ST NW

PROPERTY AERIAL

LOOKING NORTH 



CANOVA SHOPPING CENTER

EST'D 1960
RURAL KING
 AMERICA'S FARM & HOME STORE

Domino's

PROMAN

LOVELY NAILS NO. 1 KITCHEN CV CLEANERS

RESTAURANT
 LEASE PENDING

Walmart

DOLLAR TREE **Advance Auto Parts**

VALLEY HILLS MALL

Dillard's **bek**
JCPenney **HIBBETT SPORTS**

ROSS
 DRESS FOR LESS

ASHLEY
HOBBY LOBBY

Michaels

Walmart

sam's club

LOWE'S **BARNES & NOBLE**

THE HOME DEPOT

ALDI

Conn's HomePlus
Gabe's

HICKORY RIDGE

TARGET **OLD NAVY**

HomeGoods **TJ-MAXX**

Burlington **KOHL'S**

DICK'S SPORTING GOODS **AMC** **BEST BUY**

VALLEY CROSSING

HARBOR FREIGHT
 QUALITY TOOLS LOWEST PRICES

JOANN

Academy
 SPORTS+OUTDOORS

AMERICAN FREIGHT
 FURNITURE - MATTRESS

OLLIE'S
 Bargain OUTLET

DOLLAR TREE

MARKETPLACE CENTER

BIG LOTS! **burkes OUTLET**

23,030 VPD (24)

goodwill

Walmart
 Neighborhood Market

SITE PLAN

KEY

	LEASED		NEGOTIATING
	AVAILABLE		NOT PART

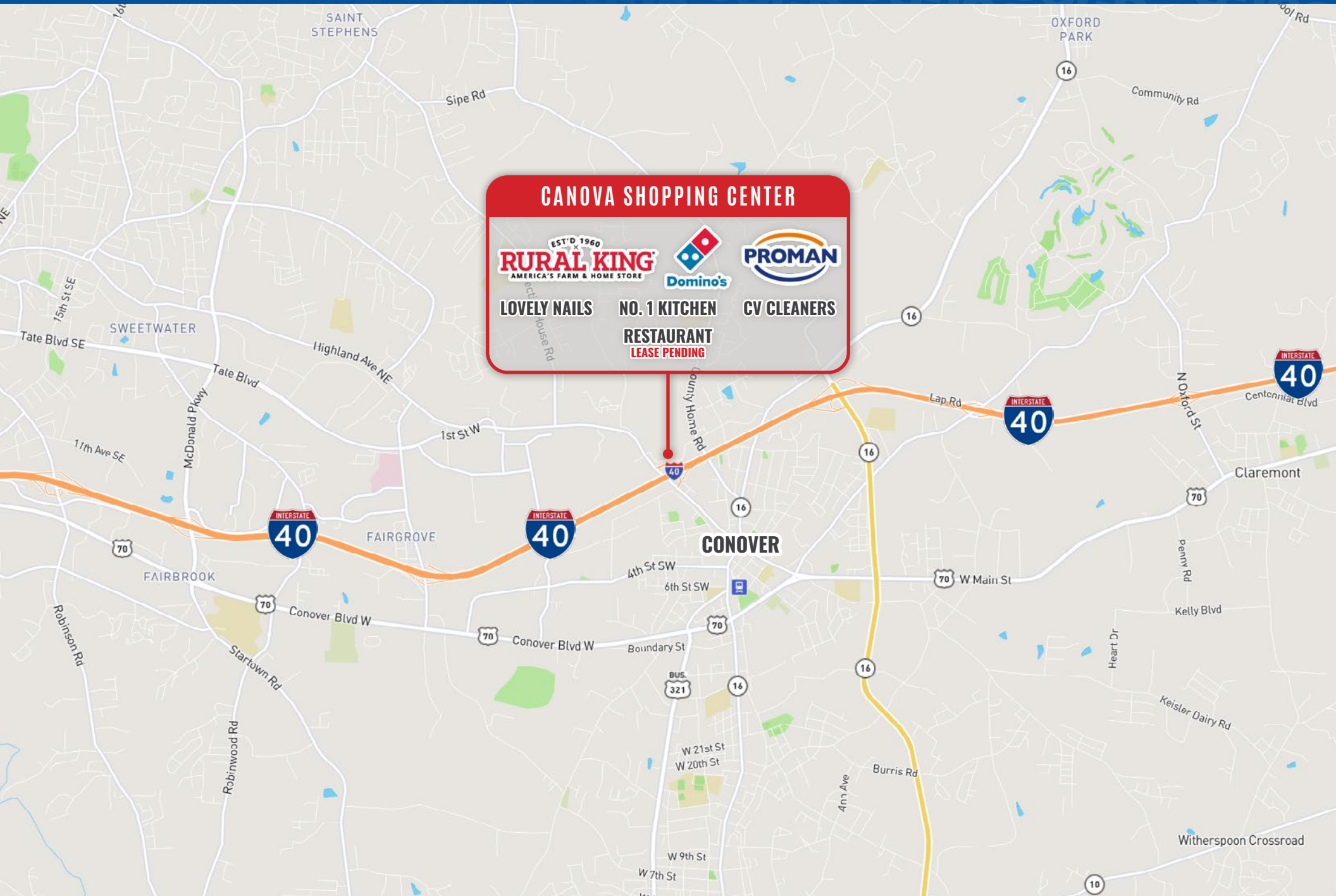
UNIT	TENANT	SIZE (SQ. FT.)
K	Rural King	86,479
S	Available	3,000
R	Available	3,000
Q	Available	3,000
P	Available	4,000
O	Available	2,310
N	Domino's Pizza	1,400
M	Available	1,190
J	Available	1,050
I	CV Cleaners	1,400
H	Lovely Nails	1,400
G	Proman Staffing	1,050
F	Available	1,050
E	Available	1,400
D	No. 1 Kitchen	1,050
C	Available	1,400
B	Available	8,470
A	Available	10,145
ANC	Available	20,721

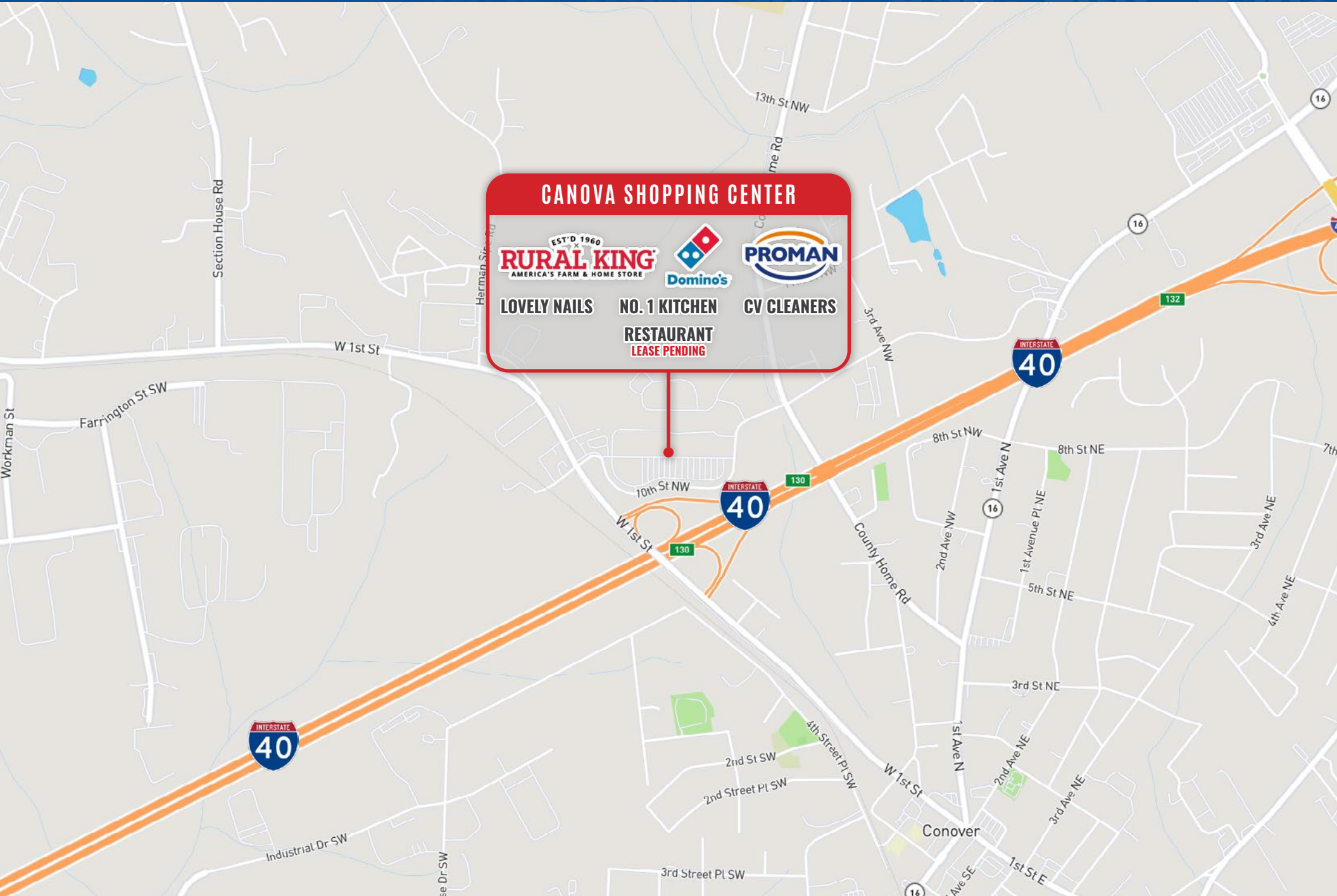
SITE SUMMARY 153,515



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REGIONAL MAP





CANOVA SHOPPING CENTER

EST'D 1960
RURAL KING
AMERICA'S FARM & HOME STORE

Domino's

PROMAN

LOVELY NAILS **NO. 1 KITCHEN** **CV CLEANERS**
RESTAURANT
LEASE PENDING

DEMOGRAPHICS

POPULATION	1 MILE	3 MILE	5 MILE	7 MILE
Current Year Estimated Population	2,385	18,524	54,599	99,804
5 Year Projected Population	2,324	18,209	53,900	98,949
2020 Census Population	2,339	17,478	53,261	97,725

HOUSEHOLDS	1 MILE	3 MILE	5 MILE	7 MILE
Current Year Estimated Households	934	7,402	21,810	40,238
5 Year Projected Households	912	7,272	21,543	39,915
2020 Census Households	881	7,036	21,234	39,310

AGE	1 MILE	3 MILE	5 MILE	7 MILE
Est. Population Under 10 Years	10.4%	10.8%	11.2%	10.8%
Est. Population 10-19	12.4%	13.6%	13.2%	12.8%
Est. Population 20-30	11.6%	12.0%	12.3%	12.6%
Est. Population 30-44	18.2%	17.7%	18.2%	17.8%
Est. Population 45-59	19.7%	20.0%	19.7%	19.5%
Est. Population 60-74	18.2%	17.4%	17.2%	17.7%
Est. Population 75 Years or Over	9.6%	8.5%	8.2%	8.8%

INCOME	1 MILE	3 MILE	5 MILE	7 MILE
Est. HH Inc \$200,000 or more	2.7%	2.8%	2.7%	3.2%
Est. HH Inc \$150,000 to \$199,999	3.8%	2.8%	3.0%	3.7%
Est. HH Inc \$100,000 to \$149,999	12.7%	12.3%	12.0%	12.7%
Est. HH Inc \$75,000 to \$99,999	12.0%	11.5%	13.1%	12.8%
Est. HH Inc \$50,000 to 74,999	20.9%	20.6%	21.4%	20.0%
Est. HH Inc \$35,000 to \$49,999	16.0%	14.6%	15.7%	15.2%
Est. HH Inc \$25,000 to \$34,999	13.4%	12.7%	10.4%	9.7%
Est. HH Inc \$15,000 to \$24,999	9.2%	12.5%	10.9%	11.5%
Est. HH Inc Under \$15,000	9.3%	10.1%	10.8%	11.2%
Est. Average Household Income	\$72,648	\$64,340	\$65,678	\$68,299
Est. Median Household Income	\$51,441	\$49,983	\$52,110	\$52,613
Est. Per Capita Income	\$28,457	\$25,709	\$26,236	\$27,536

5 MILE RADIUS DEMOGRAPHICS



54,599
Population



41
Median Age



2.47
Avg. HH Size

AVERAGE HOUSEHOLD INCOME



1 Mile **\$72,648**

3 Mile **\$64,340**

5 Mile **\$65,678**

