



# STARBUCKS™

68 CRYSTAL AVE  
DERRY, NH



CONFIDENTIAL  
OFFERING MEMORANDUM



**OFFERED FOR SALE**  
\$2,478,632 | 5.85% CAP



## EXECUTIVE SUMMARY

Atlantic Capital Partners has been exclusively engaged to solicit offers for the sale of a newly constructed Starbucks | Derry, New Hampshire. This 2,093 SF asset has been 100% occupied by Starbucks since 2022 with unmatched visibility along Crystal Ave in a retail market servicing the suburban communities south of Manchester.

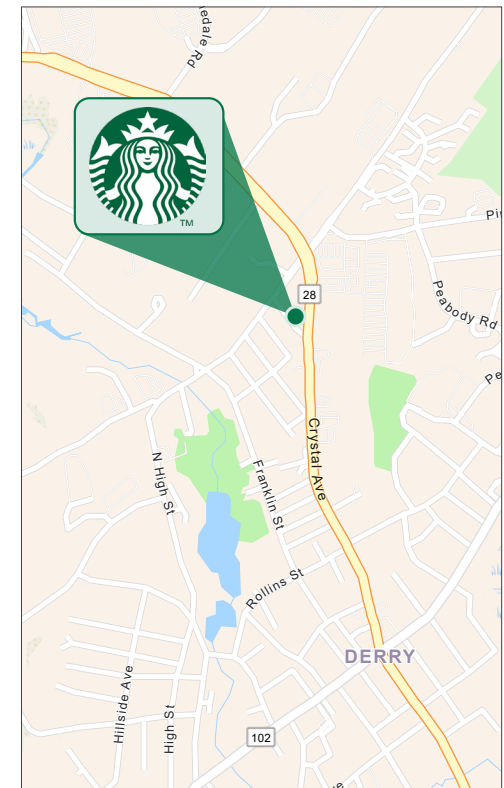
Situated at 68 Crystal Avenue, the 2,093 square foot building was recently completed as a built-to-suit for Starbucks. The 10-year lease with Starbucks was signed in 2022 and the rent commenced on 12/1/2022. The lease includes four (4) five (5) year options. Starbucks is currently paying \$145,000 which increases in December 2027 to \$159,500. Starbucks would pay \$175,450 in their first option (December 2032) and \$192,995 in their second option (December 2037).

LEASE YEARS	TERM	ANNUAL RENT
Current Term	12/1/2022 - 11/30/2027	\$145,000
Rental Increase (10%)	12/1/2027 - 11/30/2032	\$159,500
1st Extension Term	12/1/2032 - 11/30/2037	\$175,450
2nd Extension Term	12/1/2037 - 11/30/2042	\$192,995
3rd Extension Term	12/1/2042 - 11/30/2047	\$212,294
4th Extension Term	12/1/2047 - 11/30/2052	\$233,524

<b>NOI</b>	<b>\$145,000</b>
<b>CAP</b>	<b>5.85%</b>
<b>PRICE</b>	<b>\$2,478,632</b>

### ASSET SNAPSHOT

Tenant Name	Starbucks
Address	68 Crystal Ave, Derry, NH
Building Size (GLA)	2,093
Land Size	1.06 Acres
Year Built	2022
Signator/Guarantor	Starbucks (Corporate)
Lease Type	NN
Landlord Responsibilities	Roof, Structure, Parking
Rent Commencement Date	12/1/2022
Remaining Term	8 Years, 8 Months
Current Annual Rent	\$145,000



<p><b>32,371</b> PEOPLE IN 3 MILE RADIUS</p>	<p><b>\$110,298</b> AHHI 3 MILE RADIUS</p>	<p><b>23,782</b> VPD ON CRYSTAL AVE</p>
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# STARBUCKS® INVESTMENT HIGHLIGHTS



### ATTRACTIVE RENTAL INCREASES

10% rent increase every 5 years including option periods with no early termination



### MINIMAL LANDLORD RESPONSIBILITIES

NN lease leaves minimal Landlord Responsibilities (Roof, Structure, Parking)



### ROBUST DEMOGRAPHICS

Densely Populated Trade Area with 5-mile population of 58,245 people earning over \$95,000



### LOCATED IN HIGH TRAFFIC RETAIL CORRIDOR

The property is surrounded by popular tenants including Walmart (128k/mo visitors), Hannafords (48.7k/mo visitors), and Shaw's (39.9k/mo visitors)



### CORPORATE GUARANTY FROM INVESTMENT GRADE TENANT

Starbucks has a Market Cap of \$105.8B (NASDAQ: SBUX) with over 15,000 locations across the country (S&P: BBB+)



### RECENTLY CONSTRUCTED

Newer construction limiting exposure to capital repairs during the hold period. Asset is also the only Starbucks in Derry, NH



SITE PLAN

LACONIA AVE - 510 VPD

CRYSTAL AVE - 23,782 VPD



DERRY MEADOWS SHOPPES  
Hannaford  
ups  
DOLLAR TREE

DUNKIN'  
jiffylube  
Panera

Applebee's  
7-ELEVEN

Walmart  
Supercenter

SUNVIEW CONDOS

fireeye

Domino's  
AutoZone  
FIVE GUYS

Citizens Bank

shaws  
BIG LOTS  
planet fitness

DERRY POLICE DEPT

MONSTER GAS

FOLSOM RD - 14,708 VPD

M&T Bank



CRYSTAL AVE - 23,782 VPD

Enterprise Bank





HOOD COMMONS  
 planet shaws  
 fitness  
 GNC  
 Citizens Bank  
 TRACTOR SUPPLY CO  
 BIG LOTS!

Evolve  
 saion systems

ORCHARD VILLAGE  
 Family Center

Wendy's



Enterprise Bank

M&T Bank



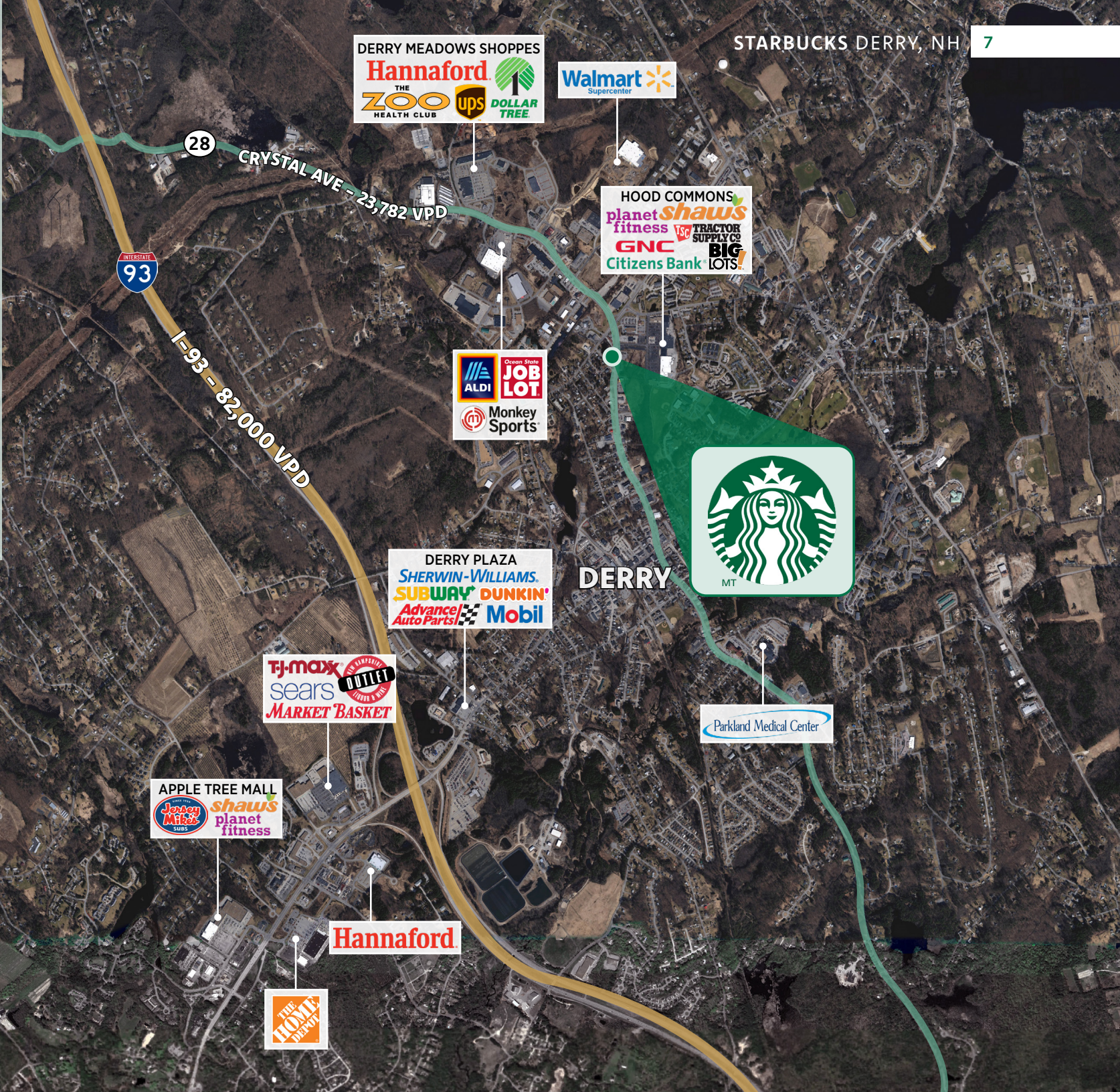
CRYSTAL AVE - 23,782 VPD

MONSTER GAS

FOLSOM RD - 14,708 VPD



DEMOGRAPHICS



# DERRY NEW HAMPSHIRE

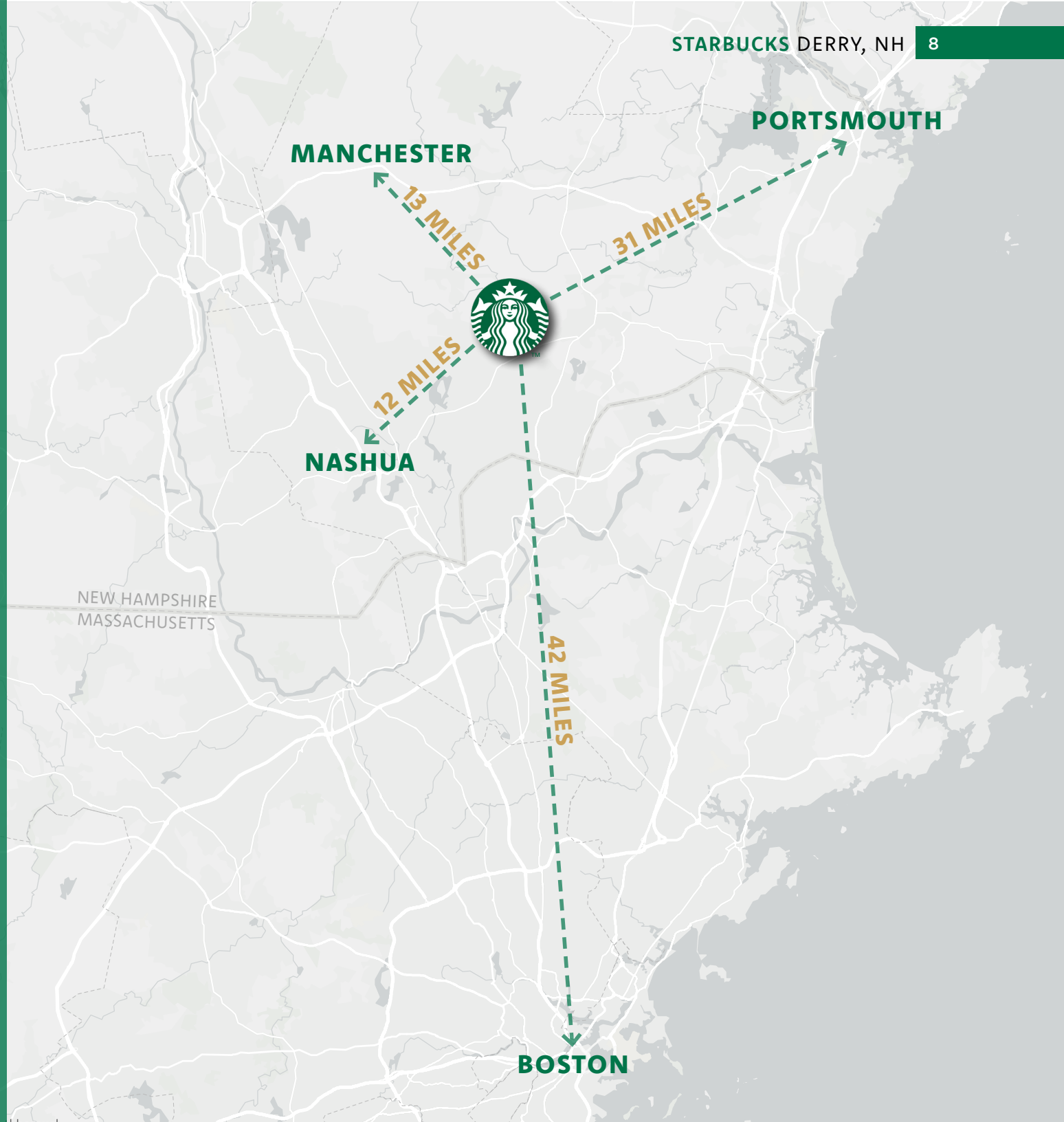
Derry, New Hampshire, has a population of around 34,000 residents. The town has experienced measured economic growth, maintaining a balance between its historical charm and modern development. Key industries in Derry include healthcare, education, and manufacturing, with various businesses contributing to the local economy. Derry's strategic location along major transportation routes has influenced its economic activity, providing accessibility to nearby urban centers.

Commercial real estate development in Derry has likely been shaped by the town's commitment to preserving its New England character while fostering economic vitality. Retail spaces, local businesses, and community-oriented developments contribute to the town's dynamic landscape. Derry's blend of historical richness and contemporary development makes it an appealing location for both residents and businesses.

  
**34,000**  
RESIDENTS

  
**MIX OF**  
INDUSTRIES

  
**STRATEGIC**  
LOCATION







## TENANT SUMMARY

Starbucks, founded in 1971 in Seattle, Washington, is a globally renowned coffeehouse chain and is the largest provider of coffee in the world. It began as a single store focused on providing high-quality coffee beans and equipment. The company's expansion took off when Howard Schultz joined in 1982, envisioning Starbucks as a place for people to enjoy freshly brewed coffee in a cozy, community-oriented atmosphere. Starbucks has since grown into one of the world's largest coffeehouse chains, with over 35,000 locations in over 80 countries. The brand is known for its commitment to ethical sourcing and environmental sustainability, reflected in initiatives like the Coffee and Farmer Equity (C.A.F.E.) Practices and the use of recyclable materials. Starbucks also offers an assortment of pastries, sandwiches, and snacks to complement its beverages, making it a popular spot for breakfast and quick meals. With its mobile app and rewards program, Starbucks has embraced technology to enhance customer convenience. The company's financial performance has remained robust, benefiting from its global presence and loyal customer base. Overall, Starbucks has become an integral part of the coffee culture and continues to evolve to meet the demands of modern consumers.



### STARBUCKS QUICK FACTS

Founded	1971
Ownership	Public
# of Locations	15,873
Headquarters	Seattle, WA
Guaranty	Corporate





# STARBUCKS<sup>®</sup>

## LEASE ABSTRACT

<b>LESSEE</b>	<b>Starbucks</b>			
<b>LAND</b>	1.06 Acres (46,173 SF)			
<b>LEASE TERM</b>	Ten (10) Years			
<b>RENT COMMENCEMENT DATE</b>	December 1, 2022			
<b>EXPIRATION DATE</b>	November 30, 2032			
<b>BASE RENT</b>	<b>PERIOD (LEASE YEARS)</b>	<b>ANNUAL</b>	<b>MONTHLY</b>	<b>\$/SF/YEAR</b>
<b>CURRENT TERM</b>	12/1/2022 - 11/30/2027	\$145,000	\$12,083	\$69.28
<b>RENTAL INCREASE (10%)</b>	12/1/2027 - 11/30/2032	\$159,500	\$13,292	\$76.21
<b>1ST EXTENSION TERM</b>	12/1/2032 - 11/30/2037	\$175,450	\$14,621	\$83.83
<b>2ND EXTENSION TERM</b>	12/1/2037 - 11/30/2042	\$192,995	\$16,083	\$92.21
<b>3RD EXTENSION TERM</b>	12/1/2042 - 11/30/2047	\$212,294	\$17,691	\$101.43
<b>4TH EXTENSION TERM</b>	12/1/2047 - 11/30/2052	\$233,524	\$19,460	\$111.57
<b>SECURITY DEPOSIT</b>	None.			
<b>SIGNATOR/GUARANTOR</b>	Starbucks Corporation			
<b>RENEWAL TERM(S)</b>	Four (4), Five (5) Year Options.			
<b>REQUIRED PARKING</b>	Fourty (40) Spaces.			
<b>USE RESTRICTIONS</b>	Tenant may use and occupy the Premises and Drive-Through Facility and Outdoor Seating Area for any lawful retail or restaurant use, including, without limitation, the sale of beer, wine, and spirits which does not conflict with any written exclusive use granted to another tenant in the Property as of May 12, 2021, or prohibited uses applicable to the Property.			
<b>TERMINATION OPTION(S)</b>	None.			
<b>REAL ESTATE TAXES</b>	Tenant shall pay Landlord, as additional rent, Tenant's Pro Rata Share of Real Property Taxes.			
<b>COMMON AREA EXPENSES</b>	Tenant's Annual Additional Rent attributable to Operating Expenses (exclusive of Real Property Taxes, Landlord's Insurance, and snow and ice removal [including salt]) for any calendar year following the first full calendar year of the Term shall not exceed one hundred five percent (105%), on a non-cumulative basis, of the portion of Tenant's Annual Additional Rent attributable to Operating Expenses (exclusive of Real Property Taxes, Landlord's Insurance, and snow and ice removal [including salt]) payable by Tenant for the previous calendar year.			

<b>REPAIRS &amp; MAINTENANCE</b>	Tenant, at Tenant's expense, shall keep the Premises in good order and repair, including repairing, replacing and maintaining all plumbing, HVAC, electrical and lighting facilities and equipment within the Premises and exclusively serving the Premises, and the store front, doors, and plate glass of the Premises. Such repairs, replacements and maintenance shall include (without limitation): (a) the upkeep of the roof, roof membrane and roof systems (gutters, downspouts and the like), foundation, exterior walls, interior structural walls, and all structural components of the Premises, the Building, and Property; and (b) the maintenance and repair of all parking areas, sidewalks, Outdoor Seating Area (other than items installed in the Outdoor Seating Area by Tenant), Drive-Through Facility (other than items installed in the Drive Through Facility by Tenant), landscaping and drainage systems on the Property and all utility systems (including mechanical, plumbing, electrical, lighting, and HVAC systems) and plumbing systems which serve the Building and/or the Property as a whole and not a particular tenant's premises. Landlord may allocate the cost of such maintenance and repairs equitably among all tenants, if and to the extent provided in Article 12.
<b>UTILITIES</b>	Subsequent to the Commencement Date, Tenant shall pay directly to the applicable utility provider the utility charges for all water, sewer, gas and electricity used by Tenant during the Term.
<b>INSURANCE</b>	Tenant shall pay Landlord, as additional rent, Tenant's Pro Rata Share of Landlord's Insurance.
<b>ASSIGNMENT, SUBLETTING &amp; GO DARK</b>	Tenant may sublet all or any portion of the Premises or assign this Lease without Landlord's consent.
<b>ESTOPPEL CERTIFICATE</b>	Tenant shall, no more than twice in any Lease Year and upon not less than thirty (30) days' prior written notice from Landlord (addressed to Tenant as set forth in Article 25), execute, acknowledge, and deliver to any prospective purchaser or mortgagee, or to Landlord on such party's behalf, a statement in writing on Tenant's standard form or on such other form as is acceptable to Tenant, (a) certifying that this Lease is unmodified and in full force and effect (or, if modified, stating the nature of such modification and certifying that this Lease, as so modified, is in full force and effect); (b) stating the date to which the Base Rent and other charges are paid and the amount of any security deposit held by Landlord, if any; and (c) acknowledging that there are not, to the actual knowledge of the person executing such certificate, any uncured defaults on the part of Landlord hereunder, or specifying such defaults, if any, which are claimed.
<b>HOLDING OVER</b>	If Tenant remains in possession of the Premises or any part thereof after the expiration of the Term, with or without the consent of Landlord, such occupancy shall be a tenancy from month-to-month at a rental in the amount of one hundred twenty-five percent (125%) of the Base Rent payable in the last month of the Term, plus all other charges payable hereunder, and upon the terms hereof applicable to month-to-month tenancies.

# OFFERED FOR SALE



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Exclusively Offered By



## PRIMARY DEAL CONTACTS

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## BROKER OF RECORD

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