

# SLEEP NUMBER

1431 SEMINOLE TRAIL | CHARLOTTESVILLE, VA 2290

- » 10% Rent Escalation June 2027 - Yield Grows to 7.15%
- » High-Traffic Seminole Trail Corridor with 55,000 AADT
- » Premier University Market Adjacent to the University of Virginia
- » New Construction with Future Development
- » Price: \$2,630,000 | Cap: 6.50%



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# INVESTMENT SUMMARY



**\$2,630,000**  
**ASKING PRICE**



**6.50%**  
**CAP RATE**



**\$171,000**  
**ANNUAL BASE RENT**

Priced on the **current in-place Annual Base Rent of \$171,000**. The lease is currently in **Lease Year 4** (June 23, 2025 - June 22, 2026). A 10% contractual escalation to \$188,100 takes effect on June 23, 2027, growing the yield to 7.15% on the asking price and delivering built-in income growth shortly after acquisition.



Address	1431 Seminole Trail Charlottesville, VA 22901
Tenant	Select Comfort Retail Corp. d/b/a Sleep Number
Ticker	NASDAQ: SCSS
Lot Size	0.908 Acres (39,547 SF)
Building Size	3,000 SF (\$57.00 PSF)
Year Built	2022
Parking Spaces	10 (including 1 ADA)
Lease Type	NNN (Landlord Responsible for Roof/Structure)
Original Lease Term	10 Years
Lease Term Remaining	±6.3 Years (Initial Term); ±16.3 Years with Options
Rent Commencement	June 23, 2022
Lease Expiration	June 30, 2032
Renewal Options	Two (2) x Five (5) Year Options
Rent Increases	10% Every 5 Years (Including Options)
Next Rent Escalation	June 23, 2027 – \$188,100
Right of First Refusal	None
Dark Clause	90 Consecutive Days

# PROPERTY HIGHLIGHTS

- **Publicly Traded Corporate Tenant** — Select Comfort Retail Corporation, d/b/a Sleep Number (NASDAQ: SCSS), operates under a triple-net lease with 10% rent escalations every five years through the initial term and both renewal options. The Tenant is responsible for real estate taxes, property insurance, and all maintenance costs as additional rent. The Landlord retains responsibility for roof and structural components only. Sleep Number's publicly traded status provides financial transparency and corporate accountability that private tenants cannot offer.
- **High-Traffic Seminole Trail Corridor with 55,000 AADT** — The property is situated along Seminole Trail (U.S. Route 29), one of the primary commercial corridors in the Charlottesville market, carrying approximately 55,000 vehicles per day. The subject property is an outparcel to Charlottesville Fashion Square, a 572,000sf regional shopping center anchored by national retailers. Adjacent and nearby tenants include Walmart, Lowe's, Kroger, Costco, Trader Joe's, ALDI, Whole Foods, HomeGoods, DSW, TJ Maxx, and Red Lobster.
- **Premier University Market Adjacent to the University of Virginia** — The property is located approximately three miles from the University of Virginia, a top-ranked public university with 21,985 students, 28,000 employees, and a \$5.9 billion annual economic impact on the region. UVA's flagship medical center, UVA Health, is a Level I trauma center and one of the largest employers in the state. The Charlottesville MSA has a population of approximately 235,000, and the university's presence drives consistent demand for housing, retail, and services along the Seminole Trail corridor.
- **New Construction with Future Development Upside** — The building was constructed in 2022 on a 0.908-acre parcel zoned PD-SC (Planned Development Shopping Center). The site includes a future developable parcel, presenting a potential value-add opportunity for the investor to generate additional income through a complementary outparcel or pad site development. The property is located within Flood Zone X (minimal risk) and is approximately six miles from the Charlottesville-Albemarle Airport.



# BASE RENT SCHEDULE

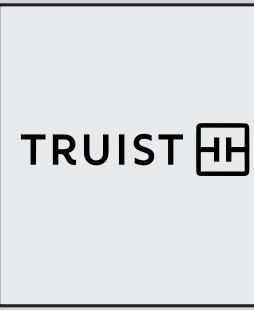
The following schedule reflects the full rent structure for the initial ten-year term and both five-year renewal options. Rent escalates 10% at the start of each five-year period. The current lease year (pricing basis) and the upcoming escalation period are highlighted.

Term	Lease Years	Start	End	Annual Base Rent	Monthly Base Rent	% Increase
Initial Term	1 – 5	6/23/2022	6/22/2027	\$171,000	\$14,250.00	—
Initial Term	6 – 10	6/23/2027	6/30/2032	\$188,100	\$15,675.00	10.0%
Option 1	11 – 15	7/1/2032	6/30/2037	\$206,910	\$17,242.50	10.0%
Option 2	16 – 20	7/1/2037	6/30/2042	\$227,601	\$18,966.75	10.0%

Yellow = Current In-Place Rent (Years 1–5, \$171,000 — pricing basis). The lease is currently in Year 4. Green = Upcoming Escalation Period (Year 6, \$188,100). Takes effect June 23, 2027. Rent Commencement Date: June 23, 2022. On the first day of each Extended Term, if exercised, Base Rent increases by 10% over the immediately preceding period's Base Rent.

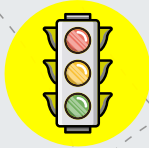
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SEMINOLE TRAIL

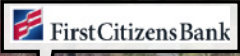
SEMINOLE TRAIL







**SUBJECT PROPERTY**  
sleep  number



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55,000 AADT

SEMINOLE TRAIL



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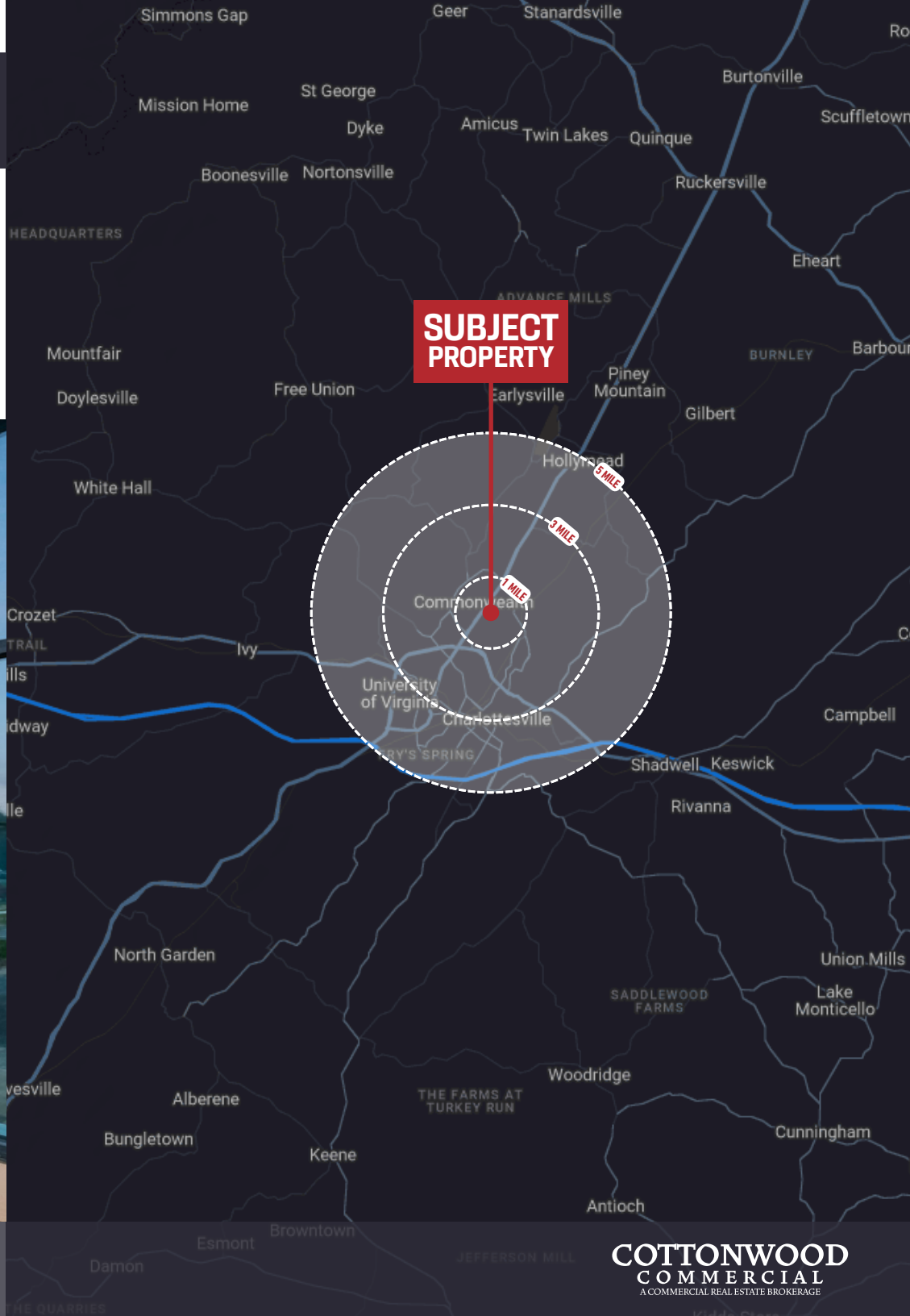




# DEMOGRAPHICS

METRIC	1 Mile	3 Miles	5 Miles
<b>2025 Total Population</b>	11,626	49,584	100,770
<b>2025 Daytime Population</b>	18,030	58,902	142,423
<b>2025-2030 Population Growth Rate</b>	0.8%	0.2%	0.2%
<b>2025-2030 Family Population Growth</b>	0.7%	0.2%	0.3%

Source: Esri, Esri-Data Axle. Report dated March 21, 2026.



# SLEEP NUMBER OVERVIEW

Sleep Number Corporation (NASDAQ: SCSS) is a consumer technology company headquartered in Minneapolis, Minnesota, that designs, manufactures, and markets smart beds and bedding accessories. Founded in 1987 as Select Comfort Corporation, the company rebranded to Sleep Number in 2017 to reflect its evolution from an air-mattress manufacturer into a technology-driven sleep wellness brand. Sleep Number beds feature proprietary SleepIQ technology, which tracks and adjusts firmness, comfort, and support using biometric sensors embedded in the mattress.

Sleep Number operates an omnichannel retail model anchored by approximately 650 company-owned retail stores across all 50 states, supported by an e-commerce platform and a network of service technicians. Unlike most mattress companies, Sleep Number sells exclusively through its own direct-to-consumer channels, maintaining full control over brand experience, pricing, and customer relationships. The company does not sell through third-party retailers.

The tenant at this location is Select Comfort Retail Corporation, a wholly owned subsidiary of Sleep Number Corporation that operates the company's retail store portfolio. The Charlottesville store is a 3,000-square-foot showroom constructed in 2022 as part of Sleep Number's ongoing store relocation and modernization program. The tenant executed a ten-year initial lease term with two five-year renewal options, reflecting a long-term commitment to the Charlottesville market.

For a passive NNN investor, Sleep Number's publicly traded status provides a level of financial transparency and credit visibility that privately held tenants cannot offer. The company's direct-to-consumer model, proprietary product technology, and national store footprint create a differentiated retail concept with limited direct competition. The NNN lease structure passes real estate taxes, insurance, and maintenance costs to the tenant, while the 10% rent escalations every five years protect purchasing power over the full lease term and renewal periods.



# CHARLOTTESVILLE OVERVIEW

Charlottesville is an independent city in the Commonwealth of Virginia, situated at the eastern base of the Blue Ridge Mountains in the heart of the Piedmont region. The city is the principal component of the Charlottesville Metropolitan Statistical Area, which includes Albemarle County, Fluvanna County, Greene County, Nelson County, and the City of Charlottesville, with a combined population of approximately 235,000. Interstate 64 provides east-west connectivity to Richmond (70 miles east) and Staunton (40 miles west), while U.S. Route 29 serves as the primary north-south corridor connecting Charlottesville to Washington, D.C. (115 miles north) and Lynchburg (65 miles south).

The local economy is anchored by the University of Virginia, a top-ranked public research university with 21,985 students, approximately 28,000 employees, and an estimated \$5.9 billion annual economic impact on the region. UVA Health, the university's academic medical center, is a Level I trauma center, a National Cancer Institute-designated cancer center, and one of the largest employers in the Commonwealth of Virginia. The university's presence drives consistent demand for housing, retail, and services, and creates a highly educated consumer base with above-average household incomes.

The Seminole Trail (U.S. Route 29) corridor is the primary retail spine of northern Charlottesville, carrying approximately 55,000 vehicles per day. The subject property is an outparcel to Charlottesville Fashion Square, a 572,000-square-foot regional shopping center that serves as the dominant enclosed mall for the Charlottesville trade area. The surrounding corridor features a concentration of national retailers including Walmart, Lowe's, Kroger, Costco, Trader Joe's, ALDI, Whole Foods, HomeGoods, DSW, TJ Maxx, and Red Lobster. U.S. Route 29 also intersects with U.S. Route 250 (26,000 AADT), further concentrating traffic at the northern gateway to the city. The Charlottesville-Albemarle Airport is located approximately six miles from the property, providing regional air service.



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