



BEAUFORT MARKETPLACE



4525 US 264 WEST OF WASHINGTON NC

OFFERING MEMORANDUM

Beaufort Marketplace

4525 US Highway 264 W, Washington, NC

This is a rare opportunity to acquire a **proven, income-generating retail ecosystem** rather than a traditional single-tenant asset. The property operates as a high-demand **vendor-based mini-mall and business incubator**, delivering diversified income, strong occupancy, and significant expansion upside.

KEY POINTS

- **100-120+ active tenants (highly diversified income)**
- **Proven revenue growth in first 9 months**
- **Built-in expansion to nearly \$500K gross income**
- **Strong community + institutional support**
- **High-traffic corridor location**

EXECUTIVE SUMMARY

Offering Price: \$3,500,000

Asset Type: Multi-Tenant Retail / Business Incubator

Total Building: 18,000 SF

Land: 4 Acres

INVESTMENT HIGHLIGHTS

- 100-120+ active tenants providing diversified income
 - Proven concept with strong early-stage growth
 - Expansion capacity to nearly double income
 - High-traffic highway location
 - Community-backed business incubator model
 - Ideal for value-add and 1031 exchange investors
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CURRENT PERFORMANCE (ACTUAL – FIRST 9 MONTHS)

Total Rental Income: \$134,527

Commission Income (10% sales): \$25,248

Total Gross Income: \$159,775

Average Monthly Gross: \$17,750

(See Attached Spread Sheet)

OPERATING EXPENSES

CAM & Operations: \$71,009 annually

Payroll: \$64,608 annually

Taxes & Insurance: \$28,927 annually

Total Expenses: \$164,544 annually

NET OPERATING INCOME (CURRENT)

Estimated NOI (Annualized): \$48,000

VALUE-ADD OPPORTUNITY

Phase 1 – Lease-Up (12,000 SF)

- Projected Rental Income: \$168,000
- Commission Income: \$40,000
- Estimated NOI: \$120,000

Phase 2 – Full Buildout

- Total Rental Income: \$420,000
- Commission Income: \$78,900
- Total Gross Income: \$498,900
- Estimated Expenses: \$205,000

Projected NOI: \$290,000

INVESTMENT METRICS

Scenario	NOI	Cap Rate
Current	\$48,000	1.4%
Stabilized	\$120,000	3.4%
Full Buildout	\$290,000	8.2%

PROPERTY OVERVIEW

- 18,000 SF total building
- 13,000 SF currently built out and leased
- Additional 6,000 SF ready for buildout
- 12,000 SF expansion pad
- 200 parking spaces
- High visibility and access from US Hwy 264

BUSINESS MODEL ADVANTAGE

The vendor-based model creates:

- Higher revenue per square foot
- Built-in tenant pipeline
- Reduced vacancy exposure
- Multiple income streams (rent + commission)

LOCATION ADVANTAGES

- Major highway corridor exposure
 - Strong regional growth trends
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- Expanding industrial and marine economy
 - Increasing population and retail demand
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INVESTMENT SUMMARY

CLEAR PATH TO \$290K NOI

This asset represents a **hybrid real estate + operating business opportunity** with immediate income and significant upside through expansion and lease-up.

Buyers are acquiring not just a building, but a **proven system positioned for scale**.

Phase 1 – Lease-Up (Short-Term)

- Finish leasing existing space (approx. 12,000 SF)
- Increase vendor density

Projected NOI: ~\$120,000

Phase 2 – Interior Expansion (6,000 SF)

- Build out existing conditioned space
 - Add additional vendors
-

Phase 3 – Pad Development (12,000 SF)

- Expand footprint
 - Increase tenant capacity significantly
-

Final Stabilized Performance

- Gross Income: ~\$498,900
- Expenses (scaled): ~\$205,000

 **Projected NOI: ~\$290,000**

CAP RATE JUSTIFICATION

Stage	NOI	Cap Rate
Current	\$48K	1.4%
Stabilized	\$120K	3.4%
Full Buildout	\$290K	8.2%

Investor Takeaway: Buy at today's income, priced on tomorrow's stabilized return.

WHY IS THIS MODEL BETTER THAN A STRIP MALL?

Traditional Strip Center

- 3–10 tenants
- Vacancy risk high
- Fixed lease structure

Beaufort Marketplace Model

- 100-120+ tenants
- Diversified income streams
- Built-in demand pipeline
- Rent + commission income
- Higher revenue per square foot + reduced risk

INFRASTRUCTURE (TURNKEY)

- Surveillance system
-

- Full Wi-Fi coverage
- Integrated accounting system
- Vendor connectivity platform

COMPETITIVE POSITIONING

Compared to:

- Strip malls
- Flex buildings
- Repurposed schools

None provide:

- This tenant density
- This income diversification
- This scalability

👉 This is a hybrid asset (real estate + operating business)

A scalable income system, not just real estate.

Buyers are acquiring:

- Existing income
- Proven growth model
- Expansion already engineered

👉 A rare opportunity to step into a growing retail ecosystem with significant upside.

AVERAGE CAM AND UPKEEP FOR 12 MONTHS	Projected income and growth	
	MONTHLY	ANNUAL
Laanscape Maintenance	500.00	6,000.00
Trash Pickup	50.00	600.00
Area Lighting with City	900.00	10,800.00
City Utilities	41.00	492.00
City Utilities	1,597.39	19,168.68
General Maintenance	500.00	6,000.00
Heat and AC Maintenance	500.00	6,000.00
Contegency for Parking lot and general repair	250.00	3,000.00
Upfitting and interior repair	1,000.00	12,000.00
Building Cleaning	225.00	2,700.00
Bathroom Supplies	50.00	600.00
Soft Ware	135.00	1,620.00
Internet	169.00	2,028.00
Total	5,917.39	71,008.68
Mini Mall Manager	1,624.00	19,488.00
Clerks	3,760.00	45,120.00
Total	5,384.00	64,608.00
Fixed Overheard		
Property Taxes		17,472.00
Insurance		11,455.00
Total		28,927.00
Rental Income		
June 2025	8,971.75	
July 2025	10,039.70	
Auguat 2025	14,687.81	
September 2025	14,930.60	
October 2025	18,804.48	
November 2025	16,985.75	
December 2025	19,641.14	

January 2026	13,848.33
Februeary 2026	16,617.57
	134,527.13
MARKET PLACE SALES	10 Months
June 2025	19,709.00
July 2025	29,062.00
August 2025	29,800.00
September 2025	24,903.00
October 2025	26,198.00
November 2025	31,367.00
December 2025	46,479.00
January 2026	24,559.00
February 2026	20,411.00
Total	252,488.00
10% Commission	25,248.80
9600 Sq Ft. Rented, Return per Sq. Ft.	14.00
9600 Sq.Ft. Rented	134,400.00
12000 Sq. Ft. Finished Projected return	168,000.00
Additional 6000 Sq. ft. ready to build out	84,000.00
12000 Sq. St Expansion pad ready to build	168,000.00
Total return with Expansion	
Potential with buildout	420,000.00
Sales Growth without increase	789,000.00
Current 10% Commission imcome	78,900.00
Total Gross income with buildout without growth in sales rate.	498,900.00

THIS IS NOT A BUILDING WE ARE SELLING-IT'S A CASH FLOWING RETAIL SYSTEM WITH EXPANSION ALREADY BUILT IN.



“This is a startup asset that reached over \$19,000/month within 6 months and continues trending upward.”

- June: \$8,971
- December: \$19,641

👉 **That's over 100% growth in 6 months**

“We are not offering it based on current income—we're selling it based on a proven ramp to stabilization.”

SUMMARY

Price: \$3,500,000

Type: Multi-Tenant Retail / Business Incubator

Size: 18,000 SF | 4 Acres

A rare opportunity to acquire a **high-density, multi-tenant retail ecosystem** with proven early-stage performance and significant expansion upside.

Momentum Story (MOST IMPORTANT)

- June 2025: \$8,971
- December 2025: \$19,641

Growth: +118% in 6 months

9-Month Financial Snapshot

- Rental Income: \$134,527
- Commission Income: \$25,248
- Total Gross: \$159,775

Annualized Run Rate: ~\$213,000

EXPENSE STRUCTURE

- CAM / Operations: \$71,009
- Payroll: \$64,608
- Taxes & Insurance: \$28,927

Total Expenses: \$164,544

CURRENT NOI

\$48,000 (startup phase)

⚠ NOTE: This reflects early-stage ramp-up, not stabilized performance.

CLEAR PATH TO \$290K NOI

Phase 1 – Lease-Up (Short-Term)

- Finish leasing existing space (approx. 12,000 SF)
- Increase vendor density

Projected NOI: \$120,000

Phase 2 – Interior Expansion (6,000 SF)

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Final Stabilized Performance

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- Expenses (scaled): \$205,000

 **Projected NOI: \$290,000**

CAP RATE JUSTIFICATION

Stage NOI Cap Rate

Current \$48K 1.4%

Stabilized \$120K 3.4%

Full Buildout \$290K 8.2%

Buy at today's income, priced on tomorrow's stabilized return.

WHY THIS MODEL WINS (DIFFERENT FROM STRIP CENTERS)

Traditional Strip Center

- 3–10 tenants
- Vacancy risk high
- Fixed lease structure

Beaufort Marketplace Model

- 120+ tenants
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- Diversified income streams
- Built-in demand pipeline
- Rent + commission income

☛ Result: Higher revenue per square foot + reduced risk

9. COMPETITIVE POSITIONING

Compared to:

- Strip malls
- Flex buildings
- Repurposed schools

None provide:

- This tenant density
- This income diversification
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☛ This is a hybrid asset (real estate + operating business)

10. PROPERTY FEATURES

- 18,000 SF building
 - 13,000 SF active retail space
 - 6,000 SF ready for buildout
 - 12,000 SF expansion pad
 - 200 parking spaces
 - Highway frontage
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11. INFRASTRUCTURE (TURNKEY)

- Surveillance system
- Full Wi-Fi coverage
- Integrated accounting system
- Vendor connectivity platform

12. DEMAND DRIVERS

- Strong vendor demand (waiting list)
 - Local business partnerships
 - Regional economic growth
 - High traffic counts
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13. IDEAL BUYER PROFILE

- 1031 Exchange investor
- Value-add investor
- Entrepreneurial operator
- Portfolio investor seeking yield growth

14. THE REST OF THE STORY:

Beaufort Marketplace partners with Beaufort Community College Small Business Division to sponsor seminars and consultations for their vendors. They also teach them how to start their own business. The local Chamber of Commerce and the Economic Development Commission have become involved in helping their vendors.

This has created synergism in the community to make this location a business incubator for the area.

New areas of interest are under way now.

1. A Spaw section
2. Health food division with on site production of coconut water and other health items.
3. A gun Store.
4. A non-lethal division for self-defense.
5. Exotic coffee

70% of our vendors are promoting their spaces on social media. Beaufort Marketplace sponsors seminars on how to best use SM.

MORE THAN AN EMPTY BUILDING

Unique building location housing a growing number of businesses.
Building and business package.

Income-Producing Retail Mini-Mall & Business Incubator
4525 US Highway 264 W, Washington, NC 27889

- “Turnkey multi-tenant retail ecosystem”
- “Income-producing small business incubator”
- “Expandable high-traffic retail hub”

Offered as a Value-Add Investment. Ideal for Individual Investors or 1031 Exchange Buyers

PROPERTY OVERVIEW

This is not just a building it's a proven, income-generating retail concept with strong momentum and significant expansion upside. The property currently operates as 80% occupied Retail Mini-Mall featuring a unique vendor-based marketing model, attracting both established and start-up businesses.

Demand is strong, with a waiting list of vendors and room to grow both inside the existing structure and on-site.

KEY HIGHLIGHTS

- 4± Acres on a major US Highway corridor
- 18,000 SF total building (13,000 SF currently finished and leased)
- Planned expansion for an additional 12,000 SF pad-ready site
- 200 paved & lighted parking spaces
- 42,000 vehicles per day traffic count

Self-supporting beam construction allows easy reconfiguration