

# FOR SALE

OFFERING MEMORANDUM



S.L. NUSBAUM  
REALTY CO.



- Value-Add Shopping Center.
- Prime Visibility Along Route 13 (Ocean Hwy).
- Below Market Rents.
- 50 new homes proposed within 1.5 miles.
- National and Local Tenants.

**Actual Location**

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## OFFERING PROCEDURE

Offers should be submitted in the form of a standard non-binding Letter of Intent and must specify the following:

- Price
- Length of Inspection Period
- Length of Closing Period
- Amount of earnest money deposit at execution of a Purchase and Sale Contract
- Amount of additional deposit upon expiration of Inspection Period



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# ABOUT THE ASSET

## POCOMOKE CROSSING



**PRICE: \$3,915,770\***

**\*See page 7 for details**

Pocomoke Crossing is a 10.24ac neighborhood shopping center in the heart of the city's retail corridor along Route 13 in Pocomoke City, MD. It is located on Maryland's Eastern Shore, at the gateway corner leading to Salisbury (35 minutes north) and Ocean City (45 minutes northeast).

The entire center contains approximately 59,816SF. Of that, approximately 48% is leased to national and local tenants including Advance Auto Parts, Dollar General and Rent-A-Center, all three of whom have been in the shopping center for more than 20 years. There is approximately 19,967SF of vacant space inline, along with a former Rite Aid outparcel containing approximately 11,219SF.

There is approximately 1.3ac of vacant land on the far north end of the parcel that is ready for development. That portion of the center once housed a Roses department store.

The property is well positioned for a buyer looking for value-add opportunities. The Pocomoke City Economic Development Director tells SLN Capital Markets that the area is growing with new residential housing starts in the downtown area as well as near the city's high school.



# INVESTMENT SUMMARY

<b>Address</b>	511 Linden Ave Pocomoke City, MD 21851
<b>Account Identifier</b>	01030787
<b>Building Size</b>	59,816 SF (including outparcels)
<b>Land Area</b>	10.24 AC
<b>Year Built</b>	1973
<b>Lease Type</b>	Modified NNN
<b>Ownership</b>	Fee Simple



## INVESTMENT HIGHLIGHTS

- Value-Add with Below Market Rents.
- Short-Term Leases with Upcoming Rent Bumps in 2026 and 2027.
- Prime Visibility on U.S. Route 13 on Maryland's Eastern Shore.
- 47% of inline GLA is Leased to National Tenants (Dollar General, Advance Auto Parts, Rent-A-Center) with 13-28 Year Operating History.
- Highly Visible Two-Sided Pylon Sign.
- Recent Capital Improvements (roof, parking lot, HVAC, vacant tenant spaces).
- Abundant Parking.
- 1.3ac Pad-Ready Site and Outparcels Ripe for Redevelopment.
- Strong Worcester County Public School System.
- Proximity to NASA's Wallops Island (1400 employees).



# RECENT CAPITAL IMPROVEMENTS

CAPITAL IMPROVEMENTS	YEAR	AMOUNT
REPLACED ROOF	2023/2024	\$560,000
RENOVATION OF TENANT SUITES	2025	\$20,000
HVAC REPLACEMENT (DOLLAR GENERAL)	2025	\$27,000
PARKING LOT STRIPING	2025	\$5,350



# FINANCIAL SUMMARY

(Projected for 12/31/2026 @ 75% Occupancy)

**PRICE: \$3,915,770**  
**Cap Rate: 9.00%\***

ESTIMATED GROSS INCOME	TOTAL
Base Rental Income	\$430,384.33
Taxes	\$25,675.50
Insurance	\$37,500.00
CAM	\$42,150.00
<b>Potential Gross Income</b>	<b>\$535,709.83</b>
Management Fee (3%)	\$16,071.29
Vacancy Factor (5%)	\$26,785.49
<b>EFFECTIVE GROSS INCOME</b>	<b>\$492,853.05</b>

EST. OPERATING EXPENSES	TOTAL
Real Estate Taxes	\$34,234.00
Insurance	\$50,000.00
Utilities	\$15,000.00
Repairs & Maintenance	\$40,000.00
After Hours Security Call System	\$1,200.00
<b>TOTAL EXPENSES</b>	<b>\$140,434.00</b>

**\*Assumptions:**

Current base rent: \$258,279.27







Remaining inline space leased at \$8.50/sf NNN: \$169,719.50

Fmr Rite Aid leased at \$13.00/sf NNN: \$145,847

SUMMARY	TOTAL
Total Gross Income	\$492,853.05
Total Operating Expenses	\$140,434.00
<b>TOTAL NET OPERATING INCOME</b>	<b>\$352,419.05</b>



# RENT SCHEDULE

TENANTS	SF	ANNUAL RENT	MO. RENT	RENT PSF	START DATE	END DATE	NEXT INCREASE	OPTIONS
 Advance Auto Parts	8,646	\$79,889.04* Effective 1/1/26	\$6,657.42	\$9.24	6/19/1998	12/31/2028	10% on 1/1/26	One, 5-year
POCOMOKE LAUNDROMAT	2,932	\$32,244	\$2,687	\$10.50	11/1/2012	4/30/2027	2% on 5/1/26	Two, 5-year
 DOLLAR GENERAL	7,474	\$53,579.64	\$4,464.97	\$7.17	11/1/1997	10/31/2031	9% on 11/1/26	One, 5-year
 RENT-A-CENTER	5,458	\$44,414.47	\$3,701.21	\$8.14	4/1/2005	3/31/2030	3% on 4/1/27	None
 MERCADO LATINO	1,600	\$17,600	\$1,467	\$11.00	9/2/2023	9/30/2026	N/A	N/A
 RED ROOF FAMILY RESTAURANT (outparcel)	2,520	\$26,602.32	\$2,216.86	\$10.56	4/1/2019	5/31/2026	N/A	N/A
 RITE AID CLOSED (Outparcel)	11,219	-	-	-	-	-	-	-
VACANT INLINE	19,967	-	-	-	-	-	-	-



# TENANT OVERVIEW

## DOLLAR GENERAL

Dollar General is an American discount retailer with over 19,000 stores across 47 states, primarily serving small towns and rural communities. Founded in 1939, it offers low-cost household goods, groceries, and essentials, focusing on convenience and affordability for budget-conscious shoppers.



Rent-A-Center is an American rent-to-own retailer operating across the United States, with thousands of locations primarily in working-class and rural communities. Founded in 1986, the company offers flexible leasing options on furniture, appliances, electronics, and computers, catering to customers who prefer affordable payments over upfront costs.



Advance Auto Parts is an American automotive parts retailer with thousands of stores across the United States, Puerto Rico, and the U.S. Virgin Islands. Founded in 1932, the company provides aftermarket parts, accessories, batteries, and tools for both professional installers and DIY customers, with a strong presence in suburban and rural markets.

## POCOMOKE LAUNDROMAT

Pocomoke Laundromat is a locally owned, convenient self-service laundry facility offering a variety of washer and dryer sizes. It features vending machines for detergent and change.



Red Roof Family Restaurant is a cozy, family-friendly diner known for its home-cooked style meals and classic recipes. The menu offers a wide variety of options including all-day breakfast, gourmet pizzas, hearty sandwiches, seafood entrees, and kid-friendly dishes. It's a popular local spot for casual dining with generous portions and a welcoming atmosphere.



Mercado Latino Grocery is a locally owned market offering a wide selection of fresh produce, authentic Latin ingredients, and everyday essentials in a convenient neighborhood setting. With its welcoming atmosphere and friendly staff, Mercado Latino provides an authentic taste and feeling of Latin culture.

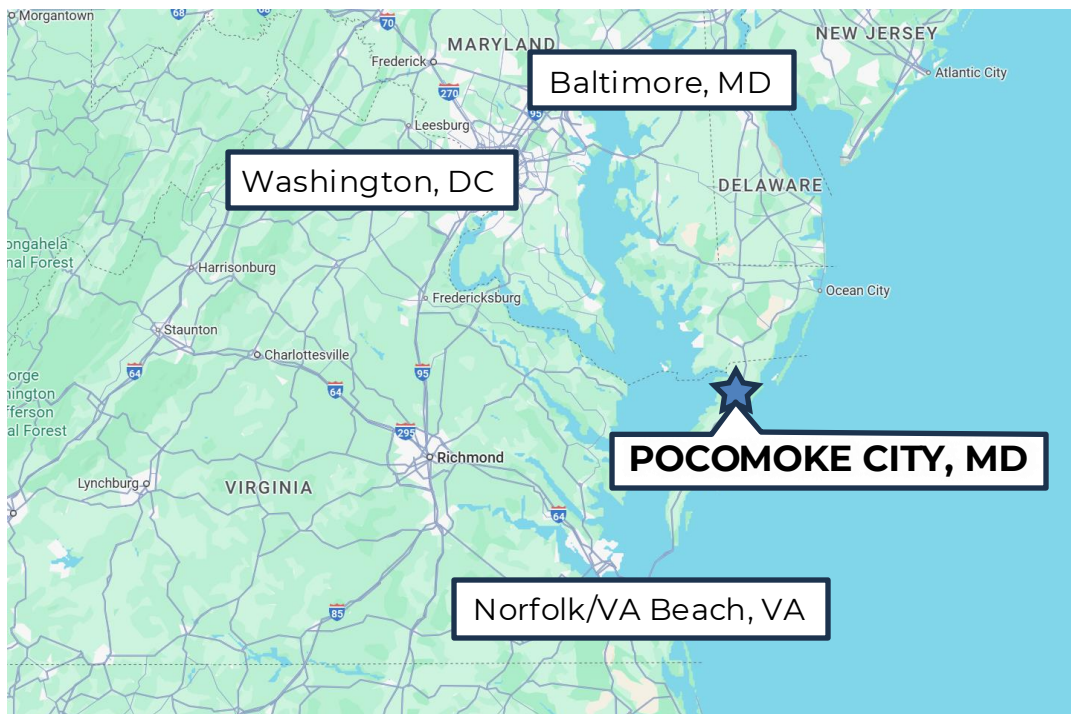


# PROPERTY LOCATION

## POCOMOKE CITY, MD

Pocomoke City, Maryland is known as “The Friendliest Town on the Eastern Shore”. The city sits along the Route 13 corridor, a major highway carrying 18,000 to 20,000 vehicles through town each day, including commuters, commercial trucks, and beach-bound travelers. Pocomoke City is approximately 37 miles to Ocean City, MD and 26 miles to Salisbury.

Due in part to its reputation for top public schools, the city is in growth mode with new residential projects in downtown as well as on the town’s outskirts.



LOCATION	DISTANCE	DRIVING TIME
Washington, D.C.	149 Miles	3 hours
Baltimore, MD	148 Miles	3 hours
Norfolk/Virginia Beach, VA	105 Miles	2 hours



# AERIAL MAP



**POCOMOKE CROSSING**  
**DOLLAR GENERAL** **Advance Auto Parts**

**Walmart**  
Supercenter

**SUNOCO**

**HSB**

**McDonald's**

**RITE AID**

**ACE**  
Hardware

**13** 16,271 VPD

**LOWE'S**

**Taylor Bank**

**Auto Zone**

**TACO BELL**

**Best Western.**

**Ruby Tuesday**

**STARBUCKS COFFEE**

**HARBOR FREIGHT**

**H&R BLOCK**

**verizon** **DOLLAR TREE**  
**SUBWAY** **CAIO**

# ADDITIONAL PHOTOS



**FORMER RITE AID  
OUTPARCEL**



**RED ROOF FAMILY  
RESTAURANT OUTPARCEL**



**PYLON SIGN VISIBLE IN BOTH  
DIRECTIONS FROM U.S. ROUTE 13**



**1.3 AC PAD-READY PARCEL**

**ABUNDANT PARKING**



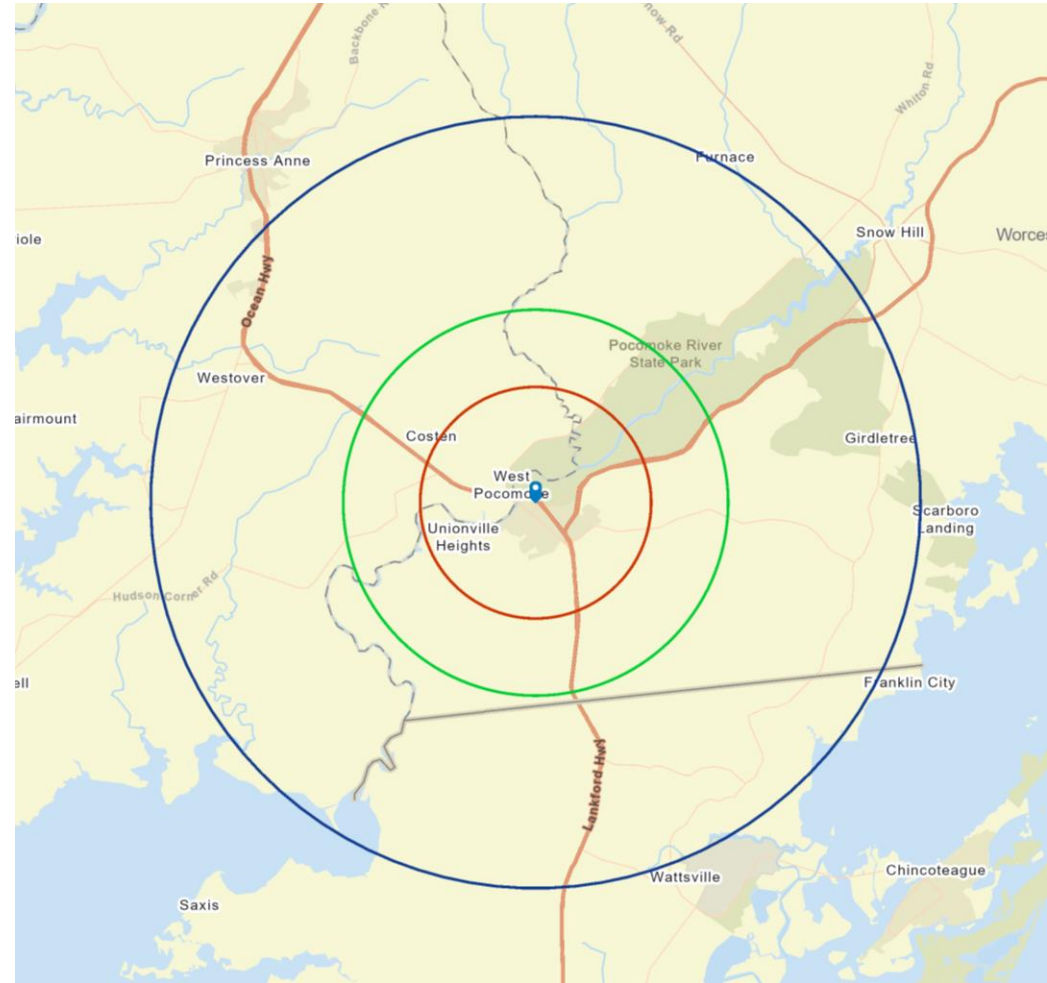
**IMPROVED TENANT SPACES**



# DEMOGRAPHICS

## 3, 5, 10 MILES

POPULATION	3 MILE	5 MILES	10 MILES
2025 Population	5,738	6,843	17,939
2030 Population	5,668	6,790	17,818
2025 Median Age	41.6	43.0	41.9
2030 Median Age	43.0	44.2	42.6
HOUSEHOLDS			
2025 Total Households	2,363	2,836	6,175
2030 Total Households	2,354	2,836	6,171
2025 Average Household Size	2.39	2.38	2.32
2030 Average Household Size	2.37	2.36	2.30
AVERAGE HOUSEHOLD INCOME			
2025 Average Household Income	\$72,042	\$74,132	\$77,474
2030 Average Household Income	\$77,789	\$80,355	\$84,063
OWNER OCCUPIED HOUSING UNITS			
2025 Owner Occupied Housing Units	1,444	1,842	4,415
2030 Owner Occupied Housing Units	1,473	1,884	4,488
RENTER OCCUPIED HOUSING UNITS			
2025 Renter Occupied Housing Units	919	994	1,760
2030 Renter Occupied Housing Units	881	952	1,683
FAMILIES			
2025 Families	1,481	1,784	3,958
2030 Families	1,462	1,769	3,927



# THE TEAM



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