



POTENTIAL QSR
OUTPARCEL

Boone Trail Center

VALUE-ADD NEIGHBORHOOD SHOPPING CENTER – RARE OPPORTUNITY TO
ACQUIRE LEGACY ASSET WITH IMMEDIATE UPSIDE POTENTIAL

FAYETTEVILLE, NC



CP PARTNERS
COMMERCIAL REAL ESTATE

In Association with ParaSell, Inc. | A Licensed North Carolina Broker #C32060



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Boone Trail Center

3035-3039, 3041 & 3057 Boone Trail, Fayetteville, NC 28304 [↗](#)

\$9,161,000 **7.53%** **7.99%**
 PRICE CAP RATE PROFORMA CAP RATE

NOI	\$690,176
PROFORMA NOI	\$731,846
PRICE/SF	\$135.83
OCCUPANCY	92.10%
# OF TENANTS	23
BUILDING SIZE	67,445 SF
LAND AREA	11.06 AC (3 Parcels)



Priced well below replacement cost (\$136 psf) – Developed and managed by the same family (seller) for over 30 years

Boone Trail Center is positioned along the busy Boone Trail & Owen Drive retail corridor. This well-located property benefits from **excellent traffic counts** (55,381 VPD combined), **convenient ingress and egress**, and proximity to established residential neighborhoods and national retailers. The center is supported by the **powerful economic influence of Fort Bragg** (~10 miles from subject property) – one of the largest military installations in the world. Fort Bragg drives billions in annual economic activity and supports a dense population of 265,104.

Daily Needs Value Add Center – Ideally Located

- Below market rents – priced well below replacement value (\$136 psf)
- Staggered rents range from \$6-\$26 psf
- Possible development opportunities for new QSR and strip center outparcels
- 3 separate parcels on over 11 acres
- Located on Boone Trail and Owen Drive (55,381 VPD combined) in the heart of Fayetteville

Economic Strength & Military Presence

- Fort Bragg is the largest U.S. military base in the world and a mission critical hub for national defense operations
- Base-supported population of 265,104 has a massive economic impact on the Fayetteville region totaling \$8.8 billion dollars annually, as well as a \$66 billion annual impact at the state level
- Longtime home to the 82nd Airborne Division and XVIII Airborne Corps, Fort Bragg also hosts U.S. Army Special Operations Command and major training programs
- Fayetteville has a new 1000-job Amazon fulfillment center which opened in the summer of 2024, and a recently announced \$867 million dollar aerospace manufacturing plant

Recession Proof Demographic Area

- A population of approximately 314,839 residents within a 10-mile radius provides a substantial and reliable consumer base
- Continued investment and growth around Fort Bragg support long-term retail expansion and demand
- The military community boasts significant discretionary income due to military benefits for healthcare and housing
- Higher education institutions—including Fayetteville Technical Community College, Methodist University, and Fayetteville State University (over 18,000 students)
- Cumberland County Schools serves nearly 49,000 students across 89 schools, supporting strong family-driven retail demand



Value-add potential
via outparcel



		CURRENT	PROFORMA
Price		\$9,161,000	\$9,161,000
Capitalization Rate		7.53%	7.99%
Price Per Square Foot		\$135.83	\$135.83
Down Payment	35%	\$3,206,350	\$3,206,350
Loan Amount	65%	\$5,954,650	\$5,954,650
Total Leased (SF):	92.10%	62,120	67,445
Total Vacant (SF):	7.90%	5,325	0
Total Rentable Area (SF):	100.00%	67,445	67,445
Income	\$/SF		
Scheduled Rent	\$15.11	\$938,655	\$938,655
Vacant Space Market Rent	\$1.60	\$0	\$99,250
Scheduled Recoveries*	\$0.87	\$54,137	\$54,137
Effective Gross Income		\$992,792	\$1,092,042
Vacancy Factor (5% of EGI)			(\$54,602)
Adjusted Gross Income		\$992,792	\$1,037,440
Expenses (2025 P&L)*	\$/SF		
CAM	(\$2.58)	(173,743.62)	(173,743.62)
Property Taxes	(\$1.25)	(84,293.26)	(84,293.26)
Insurance	(\$0.22)	(14,796.00)	(14,796.00)
Management Fee (3%)	(\$0.44)	(29,783.77)	(32,761.26)
Total Operating Expenses	(\$4.49)	(302,616.65)	(305,594.14)
Net Operating Income		\$690,176	\$731,846

* Expenses/recoveries are based on 2025 P&L and projected 2026 budget

PROPOSED FINANCING/CASH FLOW

	PROPOSED	PROFORMA
Proposed Loan Amount	\$5,954,650	\$5,954,650
Loan To Value	65%	65%
Interest Rate	6.25%	6.25%
Amortization (Years)	30	30
Term (Years)	5	5
Net Operating Income	\$690,176	\$731,846
Debt Service	(\$439,966)	(\$439,966)
Pre-Tax Cash Flow	\$250,210	\$291,880
Debt Coverage Ratio	1.57	1.66
Cash-on-cash Return	7.80%	9.10%
Principal Pay down (Year 1)	\$69,776	\$69,776
Total Return	\$319,986	\$361,657
Yield	9.98%	11.28%

Note: Proposed loan terms may fluctuate with market conditions and are for evaluation purposes only. CP Partners is not a lender or mortgage broker.

Tenant Info				Lease Terms		Rent Summary		
BLDG/SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
3035-A	Finn's Physical Therapy	3,420	5.07%	02/01/25	06/30/27	\$4,100.00	\$49,200.00	\$14.39
				07/01/27	06/30/29	\$4,264.00	\$51,168.00	\$14.96
				07/01/29	06/30/30	\$4,435.00	\$53,220.00	\$15.56
				<i>Option</i>	07/01/30	06/30/35	<i>Rent Increases 4% every two years</i>	
3035-B	Sacks 2.0 Consignment	2,711	4.02%	07/01/21	06/30/24	\$2,700.00	\$32,400.00	\$11.95
<i>Month to month</i>								
3035-C	Naturally Unleashed	6,125	9.08%	08/01/09	12/31/26	\$6,839.58	\$82,074.96	\$13.40
				01/01/27	12/31/29	\$7,044.77	\$84,537.24	\$13.80
3035-E	The Leading Edge	2,080	3.08%	10/01/11	09/30/14	\$1,100.00	\$13,200.00	\$6.35
<i>Month to month</i>								
3035-G&O	The Dream Center Inc.	3,522	5.22%	01/01/07	02/28/22	\$3,200.00	\$38,400.00	\$10.90
<i>Month to month</i>								
3035-H&P	Kids Peace	2,843	4.22%	07/01/17	06/30/29	\$3,294.00	\$39,528.00	\$13.90
						Increases	3% annual rent increases	
3035-I Ste 1	Cape Fear Insurance	793	1.18%	02/01/22	01/31/27	\$1,200.00	\$14,400.00	\$18.16
3035-I Ste 2	Sunny Days Child Development	675	1.00%	08/01/23	07/31/26	\$1,300.00	\$15,600.00	\$23.11
3035-K	Precision Ocular Network	629	0.93%	04/01/20	04/30/27	\$1,000.00	\$12,000.00	\$19.08
				05/01/27	04/30/29	\$1,050.00	\$12,600.00	\$20.03
				05/01/29	04/30/30	\$1,100.00	\$13,200.00	\$20.99

Tenant Info				Lease Terms		Rent Summary		
BLDG/SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
3035- J&L	Reds of Fayetteville NC	3,263	4.84%	03/01/21	02/29/28	\$3,600.00	\$43,200.00	\$13.24
3035-M	Vacant	1,235	1.83%			\$2,058.33	\$24,699.96	\$20.00
3035-N	HomeVariety LLC	2,970	4.40%	01/01/22	12/31/26	\$2,750.00	\$33,000.00	\$11.11
3037-A	United Healthcare	2,393	3.55%	Months	1-12	\$4,985.42	\$59,825.00	\$25.00
					13-24	\$5,134.98	\$61,619.76	\$25.75
					25-36	\$5,288.53	\$63,462.36	\$26.52
					37-48	\$5,448.06	\$65,376.72	\$27.32
					49-60	\$5,611.59	\$67,339.08	\$28.14
				Options	Three (3), 3 Year	FMRV		
	Early Termination Option after 36th							
3037-B	Perruque Boutique LLC	1,404	2.08%	04/01/20	10/31/26	\$1,740.00	\$20,880.00	\$14.87
					11/01/26	\$1,840.00	\$22,080.00	\$15.73
					11/01/27	\$1,940.00	\$23,280.00	\$16.58
3037-C	On Pointe Dance Center	2,996	4.44%	07/01/26	08/31/33	\$2,800.00	\$33,600.00	\$11.21
					Increases	3% annual rent increases		
3037-D	Vital Care	2,757	4.09%	02/01/22	08/31/26	\$4,135.50	\$49,626.00	\$18.00
					09/01/26	\$4,261.86	\$51,142.32	\$18.55
			Option		09/01/27	\$4,432.33	\$53,187.96	\$19.29
3037-E	Vacant	1,890	2.80%			\$2,362.50	\$28,350.00	\$15.00
3037-F Ste 1	Vacant	2,200	3.26%			\$3,850.00	\$46,200.00	\$21.00

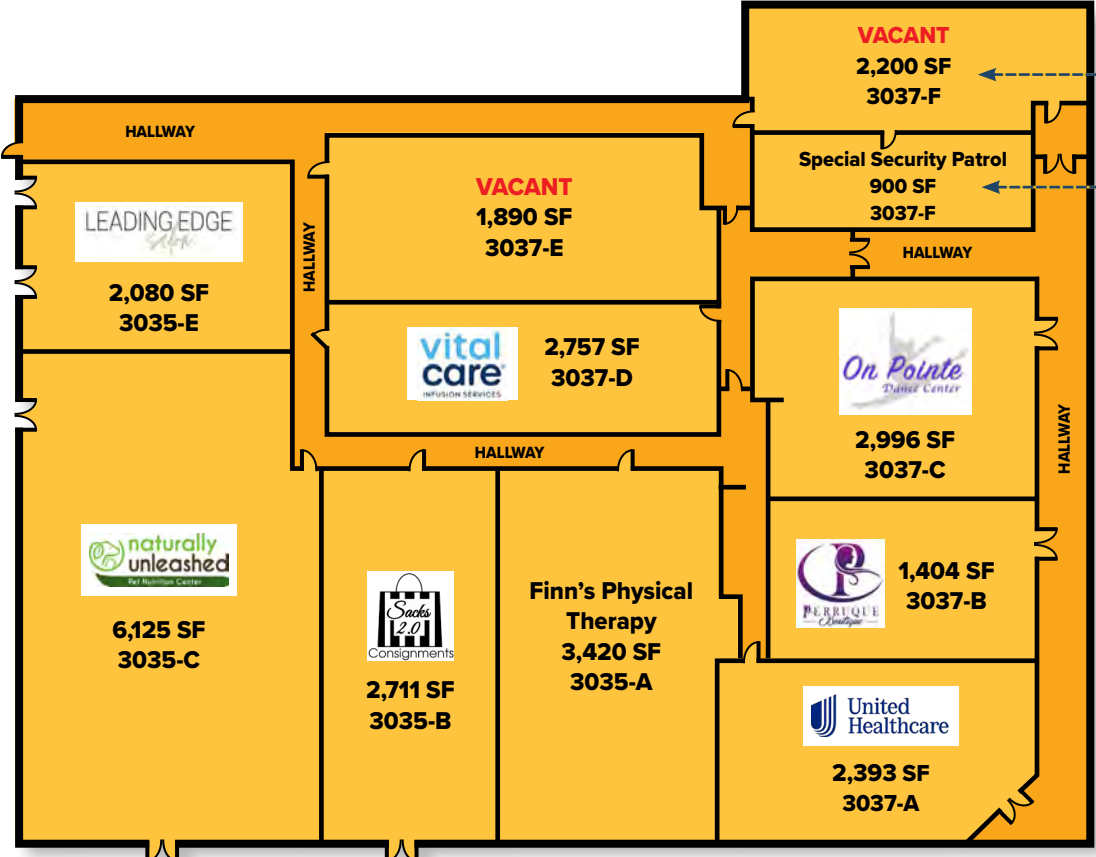
Tenant Info				Lease Terms		Rent Summary		
BLDG/SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
3037-F Ste 2	Special Security Patrol LLC	900	1.33%	05/01/26	04/30/27	\$1,875.00	\$22,500.00	\$25.00
				05/01/27	04/30/28	\$1,950.00	\$23,400.00	\$26.00
				05/01/28	04/30/29	\$2,050.00	\$24,600.00	\$27.33
3037-G	On Pointe Dance Center	10,303	15.28%	09/01/23	08/31/26	\$5,000.00	\$60,000.00	\$5.82
				09/01/26	08/31/27	\$5,800.00	\$69,600.00	\$6.76
				09/01/27	08/31/28	\$6,300.00	\$75,600.00	\$7.34
				09/01/28	08/31/29	\$6,500.00	\$78,000.00	\$7.57
				09/01/29	08/31/30	\$6,800.00	\$81,600.00	\$7.92
				09/01/30	08/31/31	\$7,000.00	\$84,000.00	\$8.15
				09/01/31	08/31/32	\$7,300.00	\$87,600.00	\$8.50
				09/01/32	08/31/33	\$7,500.00	\$90,000.00	\$8.74
3039 (Ste 100/102)	Buzz Fit Boot Camp	3,410	5.06%	07/01/19	09/30/26	\$6,258.57	\$75,102.84	\$22.02
				10/01/26	09/30/27	\$6,446.33	\$77,355.96	\$22.69
3039 Ste 104	Republic Finance	1,595	2.36%	06/01/22	10/31/27	\$3,006.58	\$36,078.96	\$22.62
				11/01/26	10/31/27	\$3,126.20	\$37,514.40	\$23.52
				Option 1	11/01/27	10/31/32	FMRV	
				Option 2	11/01/32	10/31/37	FMRV	
				Early Termination Option				
3041 Ste 106	United Home Care Inc.	1,595	2.36%	05/01/24	07/31/26	\$2,924.17	\$35,090.04	\$22.00
	Termination Option							

Tenant Info				Lease Terms		Rent Summary		
BLDG/SUITE	TENANT NAME	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
3041 Ste 108	Pizza Hut	1,595	2.36%	12/01/22	12/31/28	\$2,658.00	\$31,896.00	\$20.00
			<i>Option 1</i>	<i>01/01/29</i>	<i>12/31/32</i>	<i>\$2,990.63</i>	<i>\$35,887.56</i>	<i>\$22.50</i>
			<i>Option 2</i>	<i>01/01/33</i>	<i>12/31/37</i>	<i>\$3,364.45</i>	<i>\$40,373.40</i>	<i>\$25.31</i>
			<i>Option 3</i>	<i>01/01/38</i>	<i>12/31/42</i>	<i>\$3,785.01</i>	<i>\$45,420.12</i>	<i>\$28.48</i>
3041 Ste 110	Jersey Mike's	1,815	2.69%	11/01/18	01/31/31	\$3,967.50	\$47,610.00	\$26.23
				02/01/31	01/31/36	\$4,364.25	\$52,371.00	\$28.85
			<i>Option 1</i>	<i>02/01/36</i>	<i>01/31/41</i>	<i>\$4,800.68</i>	<i>\$57,608.16</i>	<i>\$31.74</i>
			<i>Option 2</i>	<i>02/01/41</i>	<i>01/31/46</i>	<i>\$5,280.00</i>	<i>\$63,360.00</i>	<i>\$34.91</i>
			<i>Option 3</i>	<i>02/01/46</i>	<i>01/31/51</i>	<i>\$5,808.00</i>	<i>\$69,696.00</i>	<i>\$38.40</i>
3057	Simlo's Island Café	2,326	3.45%	04/01/22	12/31/26	\$4,200.00	\$50,400.00	\$21.67
	Outparcel			01/01/27	12/31/27	\$4,400.00	\$52,800.00	\$22.70
Tower	Crown Castle	0	0.00%	06/01/07	05/31/47	\$3,586.97	\$43,043.64	-
	Cellular Tower							
	OCCUPIED	62,120	92.10%		TOTAL CURRENT	\$78,221.29	\$938,655.44	\$15.11
	VACANT	5,325	7.90%		TOTAL PROFORMA		\$99,249.96	\$18.64
	CURRENT TOTALS	67,445	100.00%					



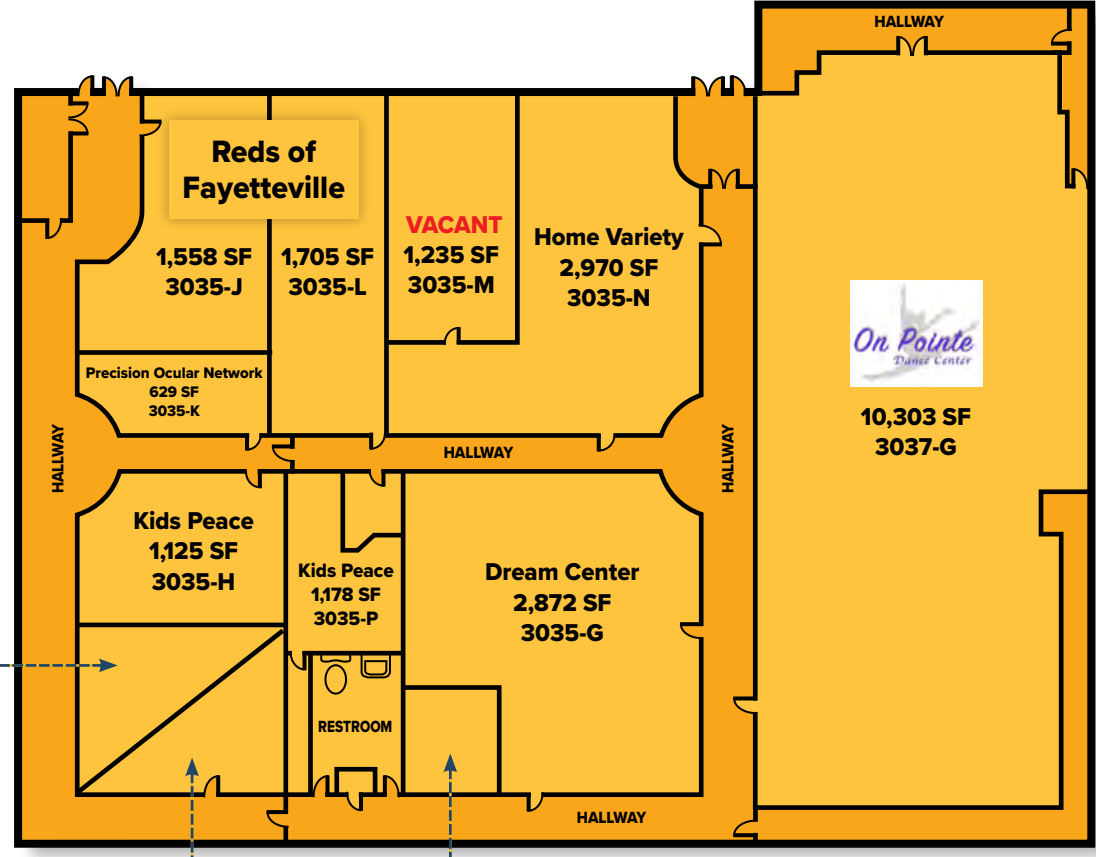
UPPER LEVEL

LOWER LEVEL



Ste #1

Ste #2



Ste #1

Ste #2

POTENTIAL QSR
DRIVE-THRU

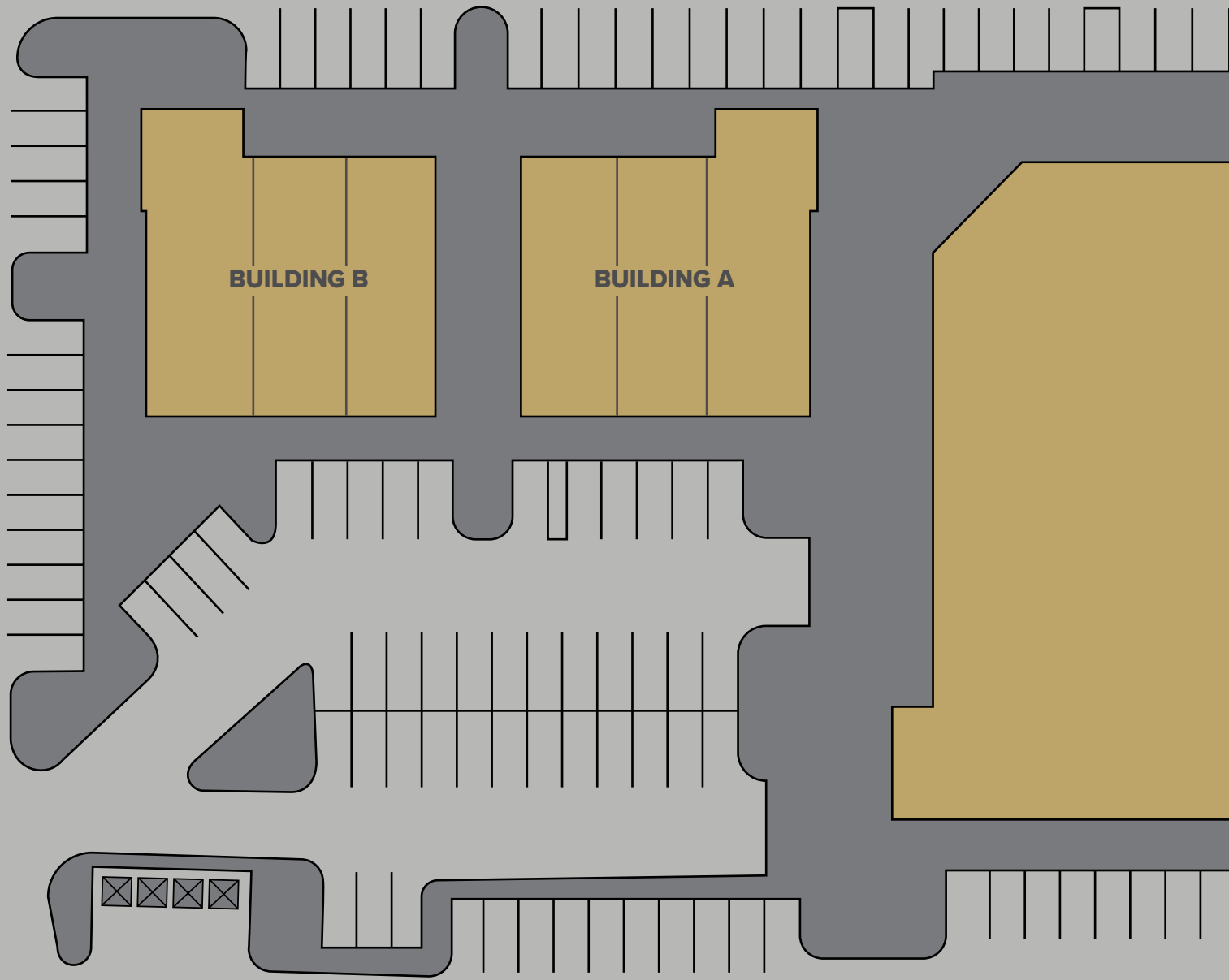
PROPOSED
BUILDING
2,045 SF

PROPOSED
BUILDING
1,787 SF

NOT
A PART



Note: These are proposed development opportunities but not guaranteed by the broker or city planning department.



POTENTIAL 5-10K SF BUILDINGS



BOONE TRAIL

OWEN DRIVE

NOT
A PART

BUILDING
B

BUILDING
A

2-STORY
10,000 SF

2-STORY
10,000 SF

2-STORY
10,000 SF

2-STORY
10,000 SF

2-STORY
10,000 SF

24' AISLE

24' AISLE

24' AISLE

Note: These are proposed development opportunities but not guaranteed by the broker or city planning department.

POTENTIAL 4-20K SF BUILDINGS



BOONE TRAIL

OWEN DRIVE

NOT
A PART

BUILDING
B

BUILDING
A

2-STORY
20,000 SF

2-STORY
20,000 SF

2-STORY
20,000 SF

2
STORY
20,000
SF

24' AISLE

24' AISLE

24' AISLE

Note: These are proposed development opportunities but not guaranteed by the broker or city planning department.

**DOWNTOWN
FAYETTEVILLE**
3.7 MILES



Located in
the thriving
Fayetteville
market

55,381

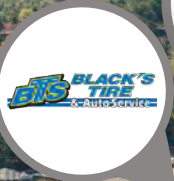
COMBINED VEHICLES
PER DAY ALONG OWEN
DRIVE & BOONE TRAIL

3.7 miles

TO DOWNTOWN
FAYETTEVILLE

10 miles

TO FORT BRAGG



**POTENTIAL
DEVELOPMENT OPTIONS**
SEE PAGES 12-14

**CELL TOWER
INCLUDED**

**POTENTIAL QSR
OUTPARCEL**

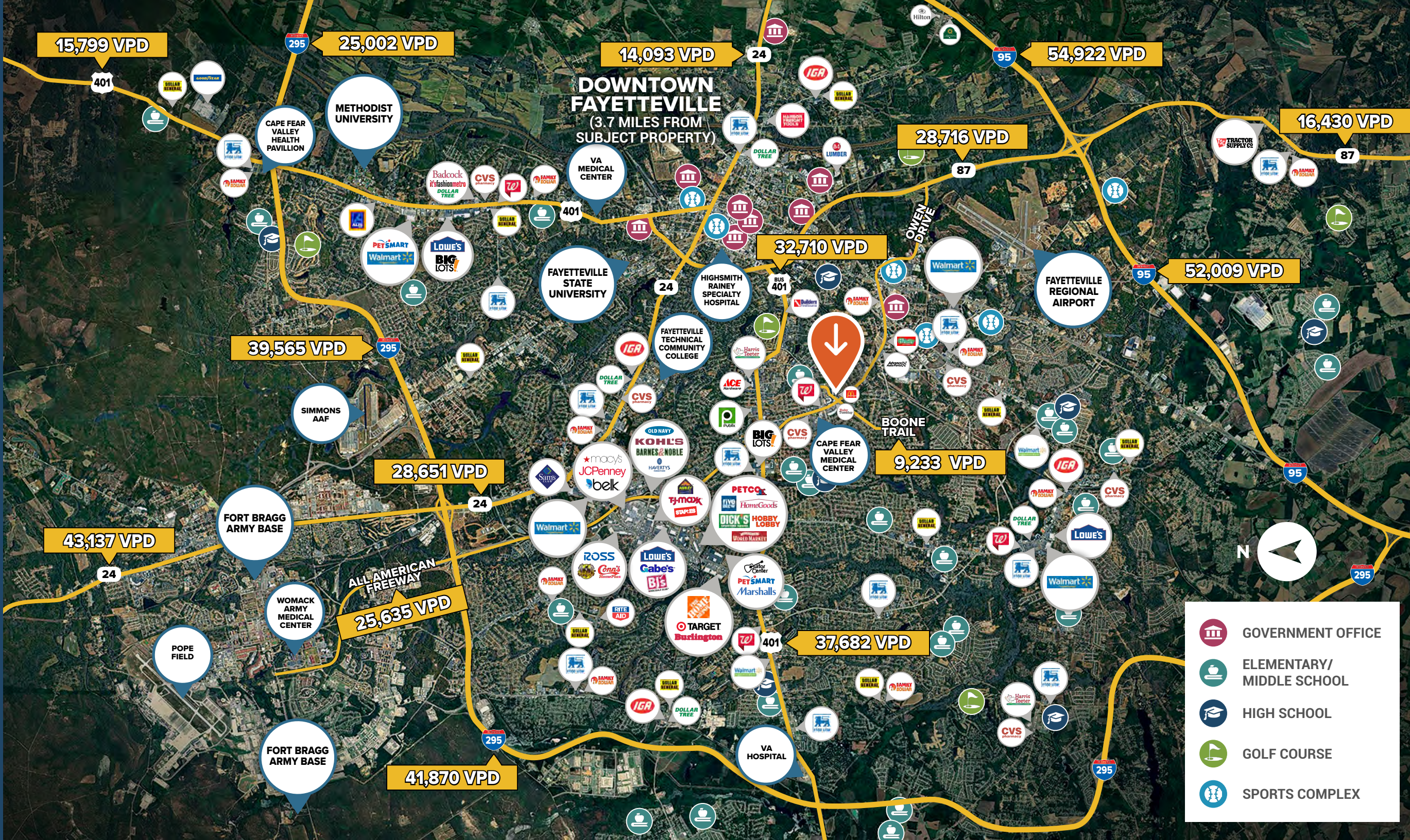
SUBJECT PROPERTY

45,674 VPD

9,707 VPD

OWEN DRIVE

BOONE TRAIL



- GOVERNMENT OFFICE
- ELEMENTARY/ MIDDLE SCHOOL
- HIGH SCHOOL
- GOLF COURSE
- SPORTS COMPLEX

Ring Radius Population Data

	3-MILES	5-MILES	10-MILES
2024	56,688	139,538	314,839
2029 Projection	56,733	139,650	316,252

Ring Radius Household Income Data

	3-MILES	5-MILES	10-MILES
Average	\$75,294	\$71,599	\$77,080
Median	\$54,714	\$53,183	\$58,990

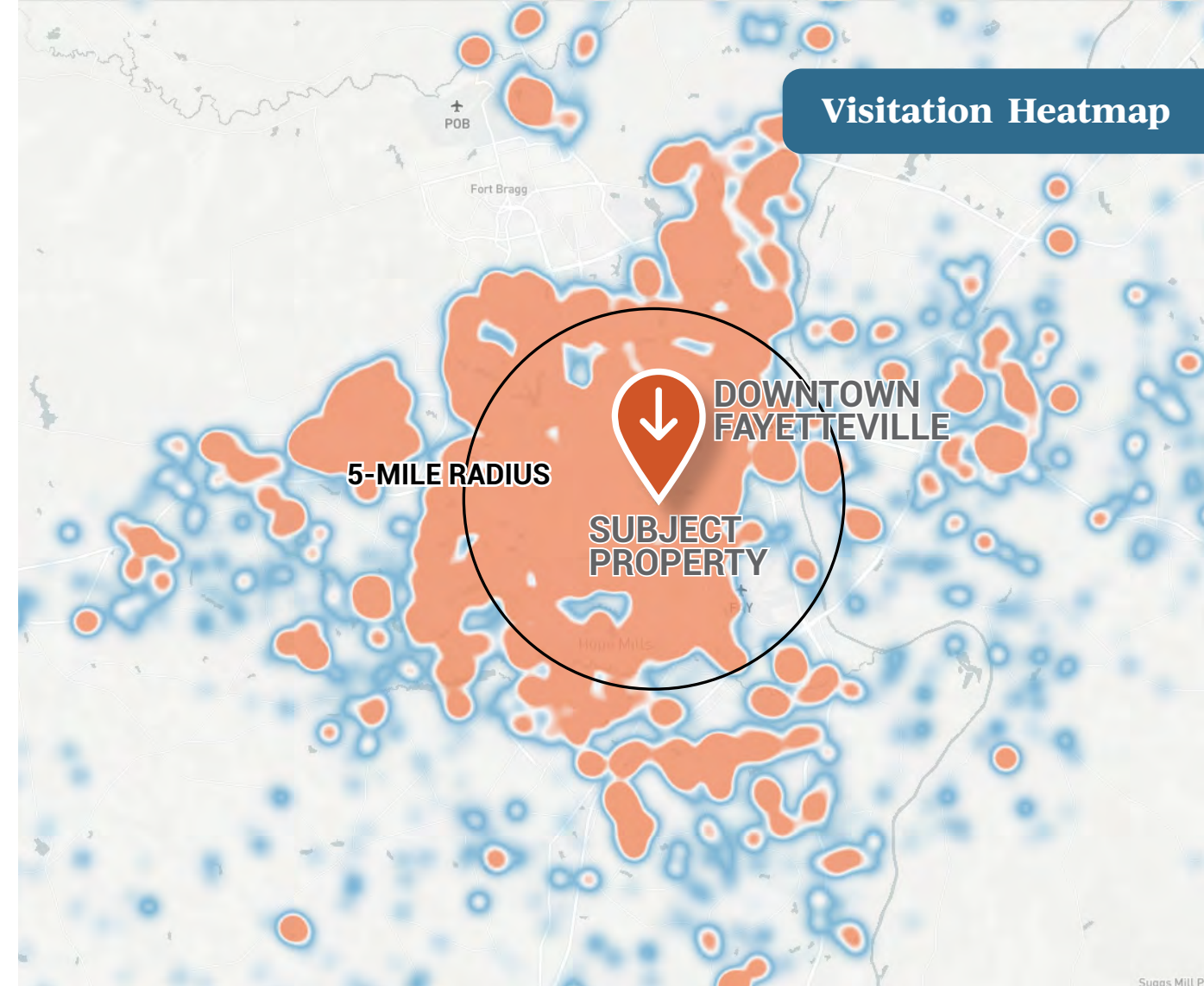
The Jersey Mike's in the Boone Trail Center is **ranked in the 94th percentile (top 6%) in North Carolina**, based on the number of visits in the last 12 months

318.5K Visits

OVER PAST 12 MONTHS AT THE SUBJECT PROPERTY

39 Minutes

AVERAGE DWELL TIME AT THE SUBJECT PROPERTY



The shading on the map above shows the **home location of people who visited the subject property over the past 12 months**. Orange shading represents the highest concentration of visits.

*Map and data on this page provided by Placer.ai. Placer.ai uses location data collected from mobile devices of consumers nationwide to model visitation and demographic trends at any physical location.

Fayetteville, NC

A CITY OF HEROES AND HERITAGE



Historic City in North Carolina's Sandhills Region

- Fayetteville is the county seat of Cumberland County with an estimated population of 209,496 residents
- Situated in the Sandhills region of southeastern North Carolina
- The city is located adjacent to Interstate Highway 95, approximately 65 miles north of Raleigh, the state's capital, and roughly 90 miles inland from the Atlantic coast
- Originally settled in 1739, Fayetteville has played key roles during defining moments in America's history, which is reflected in nine designated historic districts across the city

Home to Fayetteville State University (FSU)

- Located in the heart of Fayetteville, FSU is a public regional university offering over 60 programs with over 6,000 students enrolled
- The university generates approximately \$169 million in total economic impact for local and regional communities

Military Presence and Economic Powerhouse

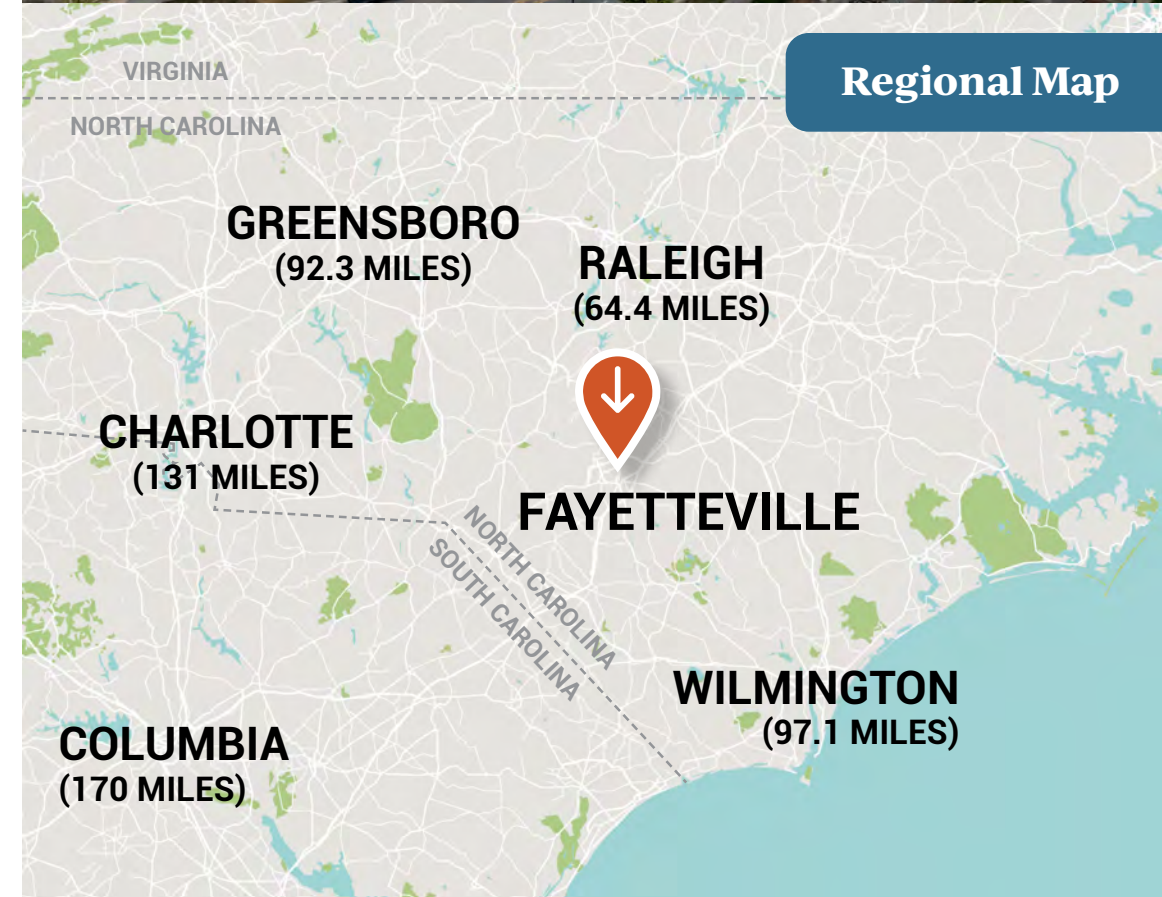
- The city is directly adjacent to Fort Bragg, one of the largest military installations in the world and Fayetteville's top employer
- Eight of the top ten American defense contractors have operations located in the area, including Lockheed Martin, Boeing, Northrop Grumman, General Dynamics, and L-3 Communications
- Fayetteville serves as the region's hub for shops, restaurants, services, lodging, health care and entertainment

393,812

FAYETTEVILLE MSA
ESTIMATED POPULATION

\$28.2 B

FAYETTEVILLE MSA GDP





Largest
military
base in the
world by
population

265,104

BASE SUPPORTED
POPULATION

\$8.8 Billion

ECONOMIC IMPACT TO THE
LOCAL ECONOMY

172,000

ACRES OF LAND

Fort Bragg by the Numbers

- Fort Bragg in North Carolina is one of the U.S. Army's largest installations in the world, spanning over 172,000 acres of land
- Fort Bragg has approximately 48,775 active-duty Soldiers and 3,597 reserve components and temporary duty students, 17,345 civilian employees and contractors and 70,109 active-duty family members
- The post supports a total population of roughly 265,104 including the military, their Families, Department of Army civilians, and contractors
- The military base has almost 10% of all army forces assigned to the installation

Home to the Airborne and Special Operations Forces

- Major Units include the XVIII Airborne Corps, the 82nd Airborne Division, the United States Special Operations Command (USASOC), United States Forces Command and Army Reserve Command (FORSCOM), and 1st Special Forces



[Learn More](#) 



SUBJECT PROPERTY



CELL TOWER INCLUDED

VALUE-ADD POTENTIAL WITH OUTPARCEL

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