



SULLY STATION



LOCATION:	Centreville, Virginia
SALE PRICE:	\$14,100,000
GROSS LEASABLE AREA:	138,786 square feet
PRICE / SQUARE FOOT:	\$101.60
CAP RATE:	9.27%
OCCUPANCY:	100%
LAND AREA:	14.3535 acres
PRICE / LAND SQUARE FOOT:	\$22.55
SELLER:	Lowe Enterprises
MAJOR TENANTS:	Safeway Food & Drug Frank's Nursery & Crafts G-Street Fabric
CLOSING ISSUES:	Location, Cap Rate Creditworthiness of tenants Grocery competition

PROJECT SUMMARY:

While the center was 100% leased and additional retail development was restricted in Centreville, there were eight (8) competing grocery stores within three (3) miles. A ninth one closed down shortly prior to this property hitting the market. The Safeway anchor tenant sales were much lower than the competition. This would indicate the potential for lower traffic to the center and a downward pressure on rental rates for the specialty tenants. However, the construction of the contiguous but separately owned Post Office was a major benefit to the center.