

# FULLY LEASED "IOS" OUTDOOR STORAGE AVAILABLE AT 10% CAP RATE

3105 N Glenn Ave, Winston-Salem, NC 27105



70,000+ VPD

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# EXECUTIVE SUMMARY

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- **INCOME-PRODUCING (\$240,000 NOI) ABSOLUTE NNN LEASE**
- **ADJACENT TO STRATEGIC TRANSPORTATION INFRASTRUCTURE**
- **IN SUPPLY-CONSTRAINED INDUSTRIAL SUBMARKET**
- **NEW 3-YEAR LEASE IN PLACE (WITH ONE-2 YEAR EXTENSION)**

## 3105 N GLENN AVE

Winston-Salem, NC 276105

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CITYPLAT BROKERAGE IS PLEASED TO PRESENT THE RARE OPPORTUNITY TO ACQUIRE A STABILIZED INDUSTRIAL OUTDOOR STORAGE (IOS) ASSET LOCATED AT 3105 N GLENN AVENUE IN WINSTON-SALEM, NC. THIS 10.5-ACRE INFILL SITE IS FULLY SECURED, IMPROVED, AND INCOME-PRODUCING, LEASED TO AIMCO, AN EXPERIENCED MARITIME LOGISTICS OPERATOR SERVING THE SOUTHEASTERN U.S.

STRATEGICALLY POSITIONED JUST 1.4 MILES FROM US-52 WITH DIRECT ACCESS TO KEY TRANSPORTATION CORRIDORS AND PROXIMITY TO SMITH REYNOLDS AIRPORT, THIS SITE PROVIDES OPTIMAL FUNCTIONALITY FOR LOGISTICS, EQUIPMENT STORAGE, AND FLEET OPERATIONS. THE PROPERTY FEATURES A GATED ENTRANCE, PAVED YARD, AND FORMER RAIL SPUR CONNECTION, ENHANCING BOTH SECURITY AND LONG-TERM UTILITY.

THE TENANT CURRENTLY PAYS AN ANNUAL NET OPERATING INCOME (NOI) OF \$240,000 ON A 3-YEAR LEASE WITH A 2-YEAR RENEWAL OPTION. AIMCO HAS EXPRESSED INTENT TO EXTEND THEIR TENANCY, OFFERING BUYERS A STRONG INCOME STREAM FROM DAY ONE.

WITH DEMAND FOR IOS ASSETS SURGING AND LAND IN THIS INDUSTRIAL SUBMARKET BECOMING INCREASINGLY SCARCE, THIS OFFERING REPRESENTS A COMPELLING OPPORTUNITY TO ACQUIRE A STABILIZED, WELL-LOCATED ASSET BACKED BY A PROVEN OPERATOR.



# INVESTMENT OVERVIEW

<b>SALE PRICE:</b>	\$2,400,000
<b>CURRENT NOI:</b>	\$240,000
<b>CAP RATE:</b>	10%
<b>TOTAL ACREAGE:</b>	+ -10.7
<b>EXISTING ZONING:</b>	GI (General Industrial)
<b>LEASE TYPE:</b>	NNN



## KEY PROPERTY HIGHLIGHTS:

- **Prime Infill Location:** Located within minutes of Downtown
- **Tenant Profile:** **AIMCO** a national steel-pipe distributor serving energy and infrastructure clients across the Southeast
- **Strategic Piedmont Triad-Charlotte Positioning:** 30 miles from Greensboro's logistics hub (Fedex Ground & PTI Airport) and just 75 miles up I-85 from Charlotte's intermodal port, placing two major distribution markets-and more than 2 million residents-within a 90-minute haul window.
- railway bullet / airport bullet





# TENANT OVERVIEW

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## WHY AIMCO ADDS VALUE

- **PROVEN OPERATOR:** DECADES OF INDUSTRY EXPERIENCE AND A LONGSTANDING REPUTATION IN MARITIME AND OVERLAND FREIGHT HANDLING
- **CREDITWORTHY PROFILE:** WHILE PRIVATELY HELD, AIMCO MAINTAINS CONSISTENT OPERATIONS AND LONG-TERM RELATIONSHIPS WITH MAJOR INDUSTRIAL CLIENTS
- **MISSION-CRITICAL USE:** THE TENANT'S OPERATIONS IS DEEPLY TIED TO THE SITE'S FEATURES AND LOCATION REDUCING TURNOVER RISK
- **GROWTH FOOTPRINT:** AIMCO CONTINUES TO EXPAND ITS PRESENCE ACROSS SOUTHEASTERN INDUSTRIAL MARKETS, PRIORITIZING KEY INFILL LOCATIONS LIKE THIS FOR LONG-TERM LOGISTICS SUPPORT

## AMERICAN INTERNATIONAL MARITIME COMPANY (AIMCO)

### Overview

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AIMCO IS A HIGHLY EXPERIENCED MARITIME LOGISTICS AND FREIGHT MANAGEMENT COMPANY WITH DECADES OF OPERATIONAL EXPERTISE IN TRANSPORTING AND HANDLING INDUSTRIAL CARGO ACROSS NORTH AMERICA. SPECIALIZING IN STEEL, PIPE, AND OVERSIZED FREIGHT, AIMCO PROVIDES MULTIMODAL SHIPPING SOLUTIONS VIA BARGE, RAIL, AND TRUCK, AND OPERATES IN STRATEGIC PORT AND INLAND LOGISTICS LOCATIONS THROUGHOUT THE SOUTHEASTERN U.S.

AT THIS WINSTON-SALEM SITE, AIMCO MANAGES LARGE-SCALE PIPE AND STEEL STORAGE OPERATIONS, LEVERAGING THE SITE'S PROXIMITY TO MAJOR FREIGHT CORRIDORS AND HISTORIC RAIL ACCESS. THE PROPERTY'S 10.5-ACRE FOOTPRINT ENABLES AIMCO TO STAGE, LOAD, AND OFFLOAD INDUSTRIAL MATERIALS WITH EFFICIENCY AND SPEED, ENHANCING ITS VALUE AS A REGIONAL DISTRIBUTION AND STAGING HUB.

- **USE OF SITE:** PIPE & STEEL STORAGE, STAGING FOR MULTIMODAL FREIGHT
- **TENANCY:** 3-YEAR LEASE WITH 2-YEAR RENEWAL OPTION; TENANT HAS EXPRESSED INTENT TO RENEW
- **ANNUAL RENT:** \$240,000 NET OPERATING INCOME (NOI)
- **IMPROVEMENTS:** FENCED, CLEARED OF DEBRIS, WITH FUNCTIONAL LAYOUT IDEAL FOR LARGE MATERIAL HANDLING



# LOCATION MAP



NORFOLK SOUTHERN INTERMODEL

POTENTIAL SPUR CONNECTION  
NORFOLK SOUTHERN

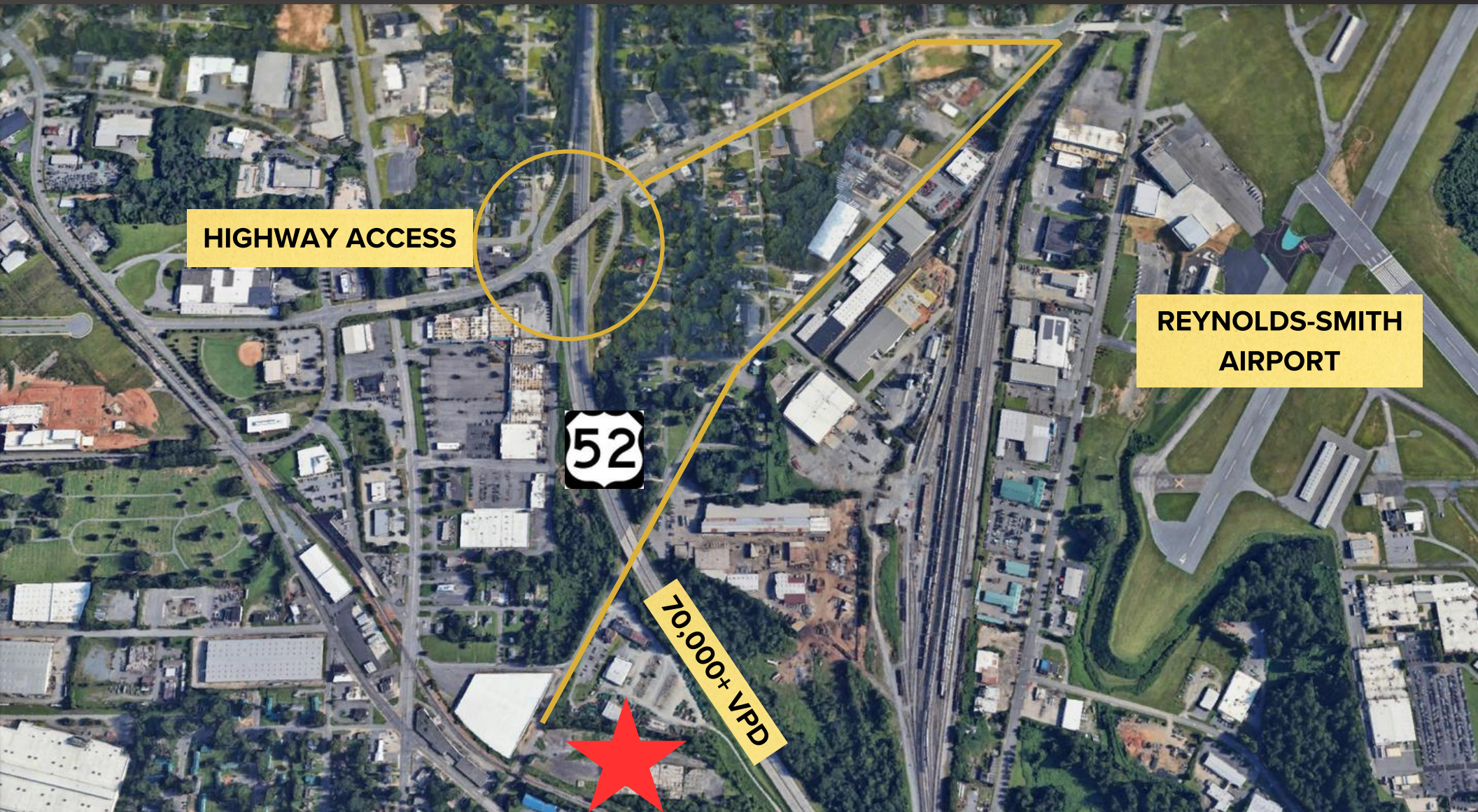


70,000+ VPD





# ACCESS MAP

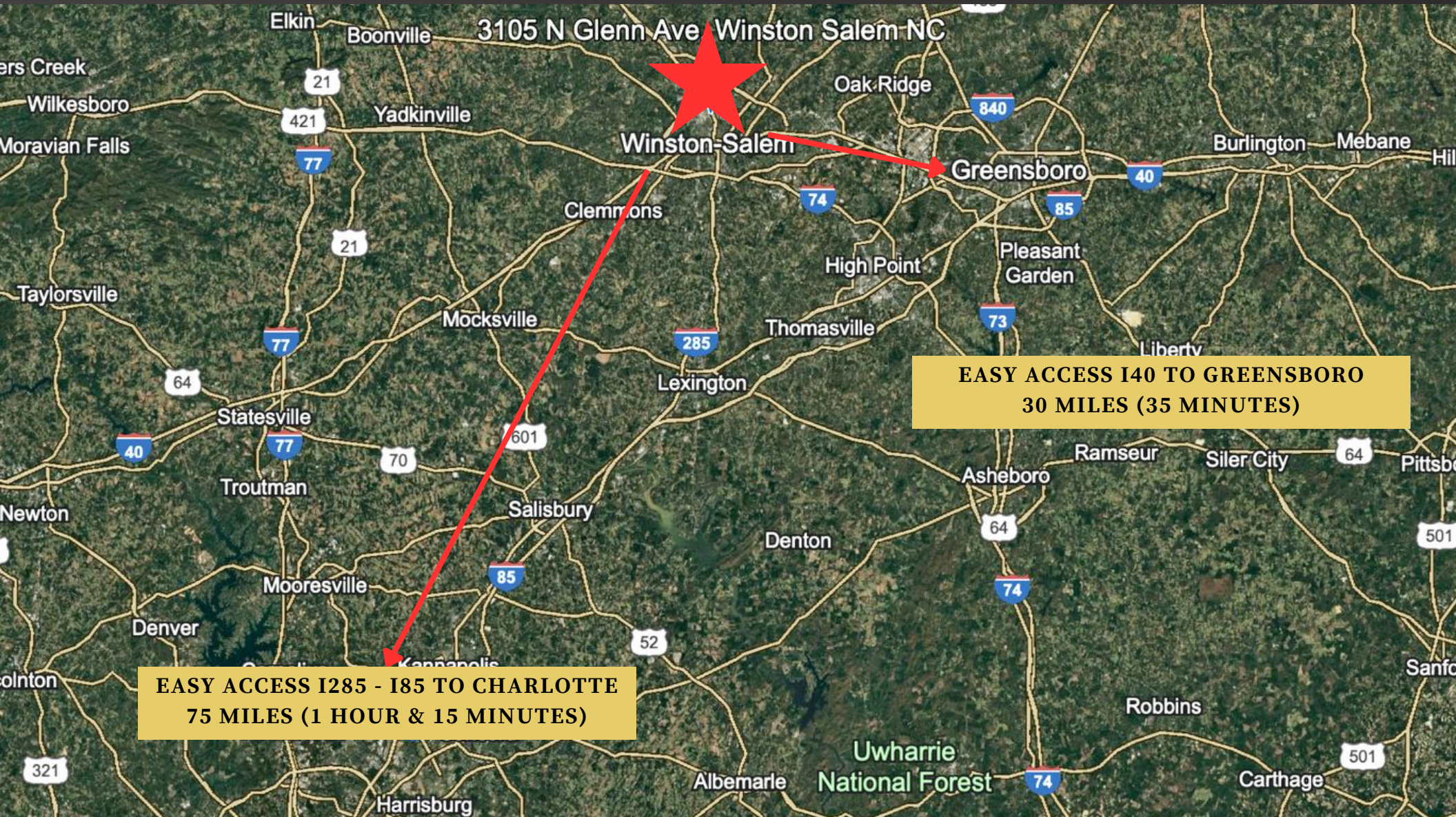


The site offers easy connectivity to Highway 52, requiring just 2 turns from highway access to reach the property. The short 1.4-mile route ensures quick entry and exit for trucks, equipment, and daily operations, making it ideal for logistics, outdoor storage, or industrial use. This strategic positioning enhances operational efficiency and accessibility while maintaining proximity to major transportation corridors.





# LOGISTICS MAP





# AIRPORT MAP

## Reynolds-Smith Airport

- Commercial-ready infrastructure. 6,655-ft primary runway with ILS and a separate 3,938-ft crosswind runway—sufficient for most narrow-body cargo aircraft.
- \$815M annual economic impact; 3,665 local jobs per NCDOT Aviation study.
- NC Senate Bill 241 allocates new State funding to refurbish the on-field 90,000 SF maintenance hangar (2025).
- FAA BIL grant announced January 2025 to modernize the tower, improving reliability for corporate and freight operations.
- Distance from site: 1.8 mi / 5-min drive—truck-to-tarmac times rival peer IOS sites in Charlotte & Greensboro.



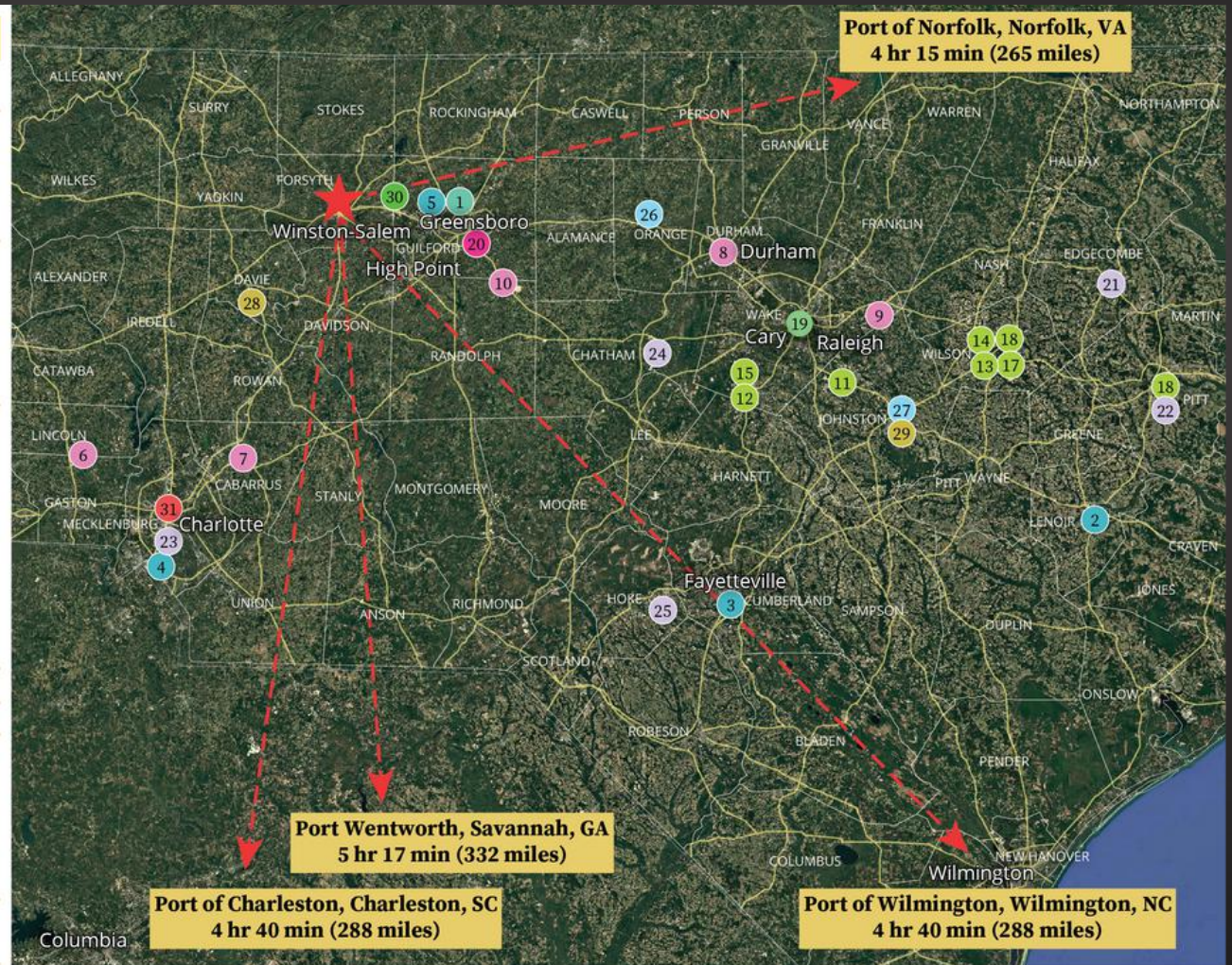
The tower and MRO upgrades push Smith Reynolds toward Part 139 certification, which historically lifts adjacent IOS land values 15-25 % as freight forwarders, ground-service firms, and e-commerce operators seek staging yards within a 2-mile ring.





# MAJOR NC ECONOMIC DEVELOPMENTS

	Company	Announced Investment	Industry Cluster
1	<b>PARTNER hero</b>	\$7,000,000	Outsource and Custom AI Solutions
2	<b>TITANIUM</b>	\$435,000,000	Aerospace/Aviation
3	<b>PSA AIRLINES</b>	\$895,614,780	
4	<b>JetZero</b>	Relocation	
5	<b>JetZero</b>	\$4,700,000,000	
6	<b>GNEM</b>	\$140,000,000	
7	<b>motorsportUSA.com</b>	\$140,000,000	Automotive
8	<b>IONNA</b>	\$10,050,000	
9	<b>SIEMENS</b>	\$36,000,000	
10	<b>TOYOTA</b>	\$1,290,000,000	
11	<b>Novo nordisk</b>	\$4,100,000,000	Biotechnology, Pharmaceuticals and Life Sciences
12	<b>FUJIFILM</b>	\$1,200,000,000	
13	<b>Johnson &amp; Johnson</b>	\$1,008,245,735	
14	<b>SCHOTT PHARMA</b>	\$381,000,000	
15	<b>AMGEN</b>	\$1,018,000,000	
16	<b>reckitt</b>	\$145,593,000	Business and Financial Services
17	<b>IDEXX LABORATORIES</b>	\$147,000,000	
18	<b>NIPRO</b>	\$397,808,000	
19	<b>Jewelers Mutual</b>	\$5,800,000	
20	<b>CLEARLY CLEAN</b>	\$24,900,000	
21	<b>Natron Energy</b>	\$1,400,000,000	Energy
22	<b>BOVIET SOLAR</b>	\$294,000,000	
23	<b>SIEMENS</b>	\$149,800,000	
24	<b>metox.com</b>	\$193,750,000	
25	<b>Pennsylvania Transformer Technology, Inc.</b>	\$102,500,000	
26	<b>AGROBIOLOGIA</b>	\$136,000,000	Food, Beverage and Agriculture
27	<b>VEETEE</b>	\$35,700,000	
28	<b>sba</b>	\$50,800,000	Furniture and Home Furnishings
29	<b>Crystal</b>	\$93,000,000	Textiles, Apparel and Sporting Goods
30	<b>Indo Count Industries Limited</b>	\$14,400,000	Transportation and Logistics
31	<b>RXO</b>	\$13,723,847	



## CENTRAL NORTH CAROLINA ANNOUNCEMENTS

**TOYOTA**  
\$13.9B Investment  
6,100 New Jobs

**Real Goods**  
\$4.1B Investment  
1,000 New Jobs

**BOOM**  
\$500M Investment  
1,700 New Jobs

**ECOLAB**  
\$93M Investment  
20 New Jobs

**FUJITSU & TOYOTSU BATTERY COMPONENTS**  
\$60M Investment  
133 New Jobs

**HondaJet**  
\$65.7M Investment  
280 New Jobs

**MARSHALL**  
\$50M Investment  
240 New Jobs

**WolfSpeed**  
\$4.8B Investment  
1,800 New Jobs

**FUJIFILM**  
\$3.2B Investment  
825 New Jobs

**Lee**  
\$92M Investment  
560 New Jobs

**Thermo Scientific**  
\$192M Investment  
200 New Jobs

**FORGE NANO**  
\$185M Investment  
200 New Jobs

**VINFAST**  
\$44M Investment  
7,500 New Jobs

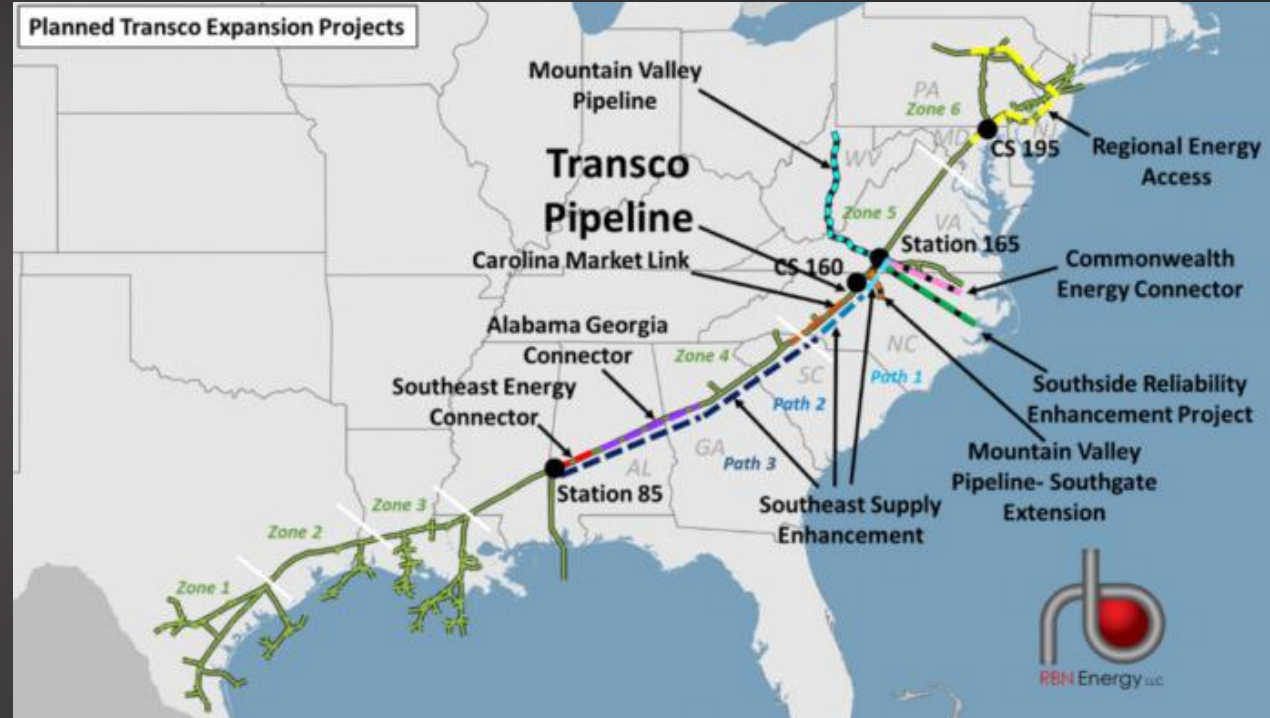
**KEMPOWER**  
\$41M Investment  
601 New Jobs



# TRANSCO PIPELINE PROJECT

The Transcontinental Gas Pipe Line Company (Transco) is proposing a major expansion project in the Southeast, known as the Southeast Supply Enhancement Project (SSEP), which includes several pipeline loops and compressor station expansions in North Carolina.

Specifically, the project involves approximately 55 miles of new 42-inch diameter pipeline in North Carolina and Virginia, impacting nearly 1,500 acres of land and requiring over 100 waterbody crossings. Additionally, compressor stations in Iredell and Davidson Counties will be expanded.



## Key Components of the SSEP in North Carolina:

- Eden Loop: A 30.6-mile loop in Rockingham County, North Carolina.
- Loop in Guilford, Forsyth, and Davidson Counties: Approximately 24.1 miles of 42-inch diameter pipeline loop.
- Compressor Station Expansions: Increases at Compressor Stations 155 in Davidson County and 150 in Iredell County.
- Other Modifications: Includes valve control modifications, piping modifications at other compressor stations, and compressor unit replacements.





# MARKET OVERVIEW



## ECONOMIC DEVELOPMENT Q1 2025

### ACTIVE PROJECTS

### PROJECT PIPELINE



**+30%**  
QUARTERLY  
INTAKE GROWTH

**\$11B**  
POTENTIAL  
INVESTMENT

**18k**  
POTENTIAL  
JOBS

- ADVANCED MFG | 54
- LIFE SCIENCES | 15
- FOOD & BEV MFG | 8
- AVIATION | 3
- OTHER | 1

Strategically positioned in Winston-Salem, NC, this industrial outdoor storage lot offers an excellent opportunity for businesses and investors seeking a prime logistics and storage location. The property benefits from direct access to major transportation routes, including Interstate 40 (I-40), U.S. Route 52, and U.S. Route 158, ensuring seamless connectivity to key industrial and distribution hubs throughout the region.

Winston-Salem is a growing economic center, supported by industries such as manufacturing, logistics, distribution, and construction. The Wake Forest Innovation Corridor, a leading hub for biotechnology and advanced manufacturing, is just minutes away, fostering opportunities for industrial expansion and supply chain support. Additionally, the Forsyth County Technology Incubator provides resources for industrial startups and emerging businesses.

The property is also near major freight corridors, rail access points, and industrial parks, making it an ideal site for fleet parking, equipment storage, or material laydown yards. With a strong labor pool, pro-business environment, and strategic location, this site is well-positioned for companies requiring outdoor storage, truck staging, or industrial operations with easy regional access.



# DEMOGRAPHICS OVERVIEW

2025 Summary	3 Miles	5 Miles
Population	63,736	140,142
Median Household Income	\$40,229	\$46,325
Average Household Income	\$61,488	\$70,116
Avg Household Size	2.2	2.2
Median Age	33.4	35.2
Owner Occupied Households	9,252	26,986
Renter Occupied Households	17,122	32,580

2030 Summary	3 Miles	5 Miles
Population	66,974	146,475
Median Household Income	\$48,261	\$60,651
Average Household Income	\$68,473	\$89,032
Avg Household Size	2.6	2.5
Median Age	35	39.1
Owner Occupied Households	9,728	28,336
Renter Occupied Households	17,979	34,209





# PROFORMA

Year	Lease Status	Acres Leased	Rent per Acre	Monthly Rent	Annual Rent	NOI	Value @ 8% Cap
1	Lease in Place	10	\$2,000	\$20,000	\$240,000	\$240,000	\$3,000,000
2	Lease in Place	10	\$2,000	\$20,000	\$240,000	\$240,000	\$3,000,000
3	Lease in Place	10	\$2,000	\$20,000	\$240,000	\$240,000	\$3,000,000
4	Option Term Begins	10	\$2,500	\$25,000	\$300,000	\$300,000	\$3,750,000
5	Option Term	10	\$2,750	\$27,500	\$330,000	\$330,000	\$4,125,000

**Note:** The tenant has expressed interest in exercising the 2-year renewal option. Lease ends May 31, 2028 if not renewed.

## Optional Term Rent Growth Potential

The current tenant has executed a 3-year lease with a 2-year renewal option commencing in Year 4. While the lease provides a fixed rental structure, future ownership may explore upward rent adjustments upon lease expiration or assignment.

Given the scarcity of improved IOS sites in the Winston-Salem region and regional comps trending above \$2,750/acre, the option term presents a strategic opportunity for a new operator to mark rents to market or re-tenant at a higher rental rate.

Potential Upside: At \$3,000 per acre, monthly rents could reach \$30,000 (\$360,000 annually), translating to a stabilized valuation of \$4.5M at an 8% cap rate.



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