

**T Mobile**

**READY  
GOLF**  
GOLF SIMULATOR AND BAR



- ✓ Price            \$1,289,804
- ✓ Cap Rate        9.00%
- ✓ NOI              \$116,082

## Linden Drive Centre - Stabilized Multi-Tenant Retail Strip Investment

Linden Place – 3177 Linden Drive, Bristol, VA 24202



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## Investment Contacts:

### Spencer O'Donnell

Managing Director  
Charter Realty  
(714) 400-6267 | spencer@charterrealty.com

### William Crane

Director  
Charter Realty  
(404) 538-8091 | williamc@charterrealty.com

### Cormac O'Hagan

Associate  
Charter Realty  
(503) 830-8167 | cormac@charterrealty.com

## Cooperating Broker:

### J. Michael Nidiffer

Principal Broker  
Interstate Realty Advisors  
VA Broker License No. 0225 018202  
(423) 968-5971 | mike@ira-realty.com



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# Property Overview

We are pleased to present a stabilized, multi-tenant retail strip center located at 3177 Linden Dr, Bristol, VA 24202, immediately off the I-81 on/off ramps in a high-visibility, high-traffic retail corridor shared by national co-tenants including Walmart Supercenter, Sam's Club, Tractor Supply Co., Rural King, Ashley, Mattress Firm, Verizon, AT&T, Starbucks, Olive Garden, Chili's, IHOP, and others. With frontage exposure to Interstate 81 (55,000 VPD) and convenient access via Old Airport Road, the property benefits from robust daily traffic and strong destination draws that support consistent tenant performance.

The center totals 7,443 SF and is currently 100% leased to three complementary users. T-Mobile (Connectivity Source, LLC), THA Joint, and Ready Golf, creating a diversified rent roll with staggered expirations and a WALT of 4.3 years. Leasing momentum (including the early exercise by T-Mobile and new at THA Joint and Ready Golf) positions the asset for near-term rent growth through scheduled rent increases and multiple option-period escalations.

This offering provides investors with an attractive opportunity to acquire a cash-flowing strip in a prime, interstate-adjacent location within the Bristol metropolitan area, supported by solid household incomes and an expanding retail area.

## Parcel Details:



Parcel No. (APN)  
**228-5-4**



Building Size  
**7,443 Sq Ft**



Lot Size  
**0.78 Acres**



# Investment Highlights

- **High Profile Location – Busy Area – Interstate Frontage**
  - » Nearby National Retailers include Walmart Supercenter, Sam’s Club, Target, Home Depot, Lowe’s, Burlington, TJ Maxx, PetSmart, Bealls, Food City, Five Below, Ross Dress for Less, Rural King, Dollar Tree, Tractor Supply Co, Ashely Furniture, Mattress Firm, Dollar Tree, Dollar General, Cinemark, Olive Garden, Perkins, IHOP, Chili’s, Verizon, AT&T, Wendy’s and Starbucks
  - » Adjacent to the Two Largest Hotels in the Bristol Area (Delta Hotels & Courtyard by Marriott) – 10 Minutes to Hard Rock Hotel & Casino Bristol
- **Opportunity Zone Location – Community Driven Retail**
- **Ideal 1031 Exchange Opportunity – Ease of Management**
  - » Stable Cash Flow – Free and Clear of Debt
  - » Across from the Virginia Intermediate School – Opened 2024 Consolidating all Elementary Schools in Bristol, VA into one Campus – Huge Traffic Draw
- **Stabilized, Interstate-Fronting Strip Center (100% Leased)**
  - » 7,443 SF on Linden Dr at the I-81 on/off ramps (55,000 VPD)
  - » Strong daily traffic and national retail co-tenancy along the corridor.
  - » Average Household Income of \$84,196 within the Area
- **Attractive Tenant Mix**
  - » T-Mobile (Connectivity Source, LLC), strong regional operator (480+ units); exercised its lease extension early, underscoring location commitment.
  - » THA Joint, personal guarantor in place.
  - » Ready Golf, personal guarantor in place.
- **Built-In Rent Growth**
  - » Rent increases across the tenancy (including newly commenced/extended terms) drive near-term NOI growth.
  - » WALT 4.3 years with staggered expirations.
  - » Personal guarantors at The Joint and Ready Golf provide added landlord security.





**MATTRESS FIRM**

**DOLLAR TREE**

EST'D 1960  
**RURAL KING**  
AMERICA'S FARM & HOME STORE

**Sam's CLUB**

**Walmart**

**TARGET** **PETSMART** **bealls**  
**TJ-MAXX** **five BELOW** **ROSS**  
DRESS FOR LESS

**TSC TRACTOR SUPPLY CO**

**Ashley**  
FURNITURE HOMESTORE

**Advance Auto Parts**

**crumbl cookies**

**TACO BELL**

**COOK-OUT**

**Olive Garden**

**golden corral**

**Office DEPOT**

**Wendy's**

**GameStop**

**CosmeProf**

**Logan's ROADHOUSE**

**chili's**

**verizon**

**AT&T**

LINDEN DRIVE

**SUBJECT PROPERTY**

**INTERSTATE**  
**Bowl**

**READY GOLF**  
GOLF SIMULATOR AND BAR

**THE JOINT**

**T Mobile**

**Interstate 81 - 55,000 VDP**




**Virginia Intermediate School**

**SUBJECT PROPERTY**

**READY GOLF**  
GOLF SIMULATOR AND BAR  
**THE JOINT**  
EST. 1999

**T-Mobile**

**TARGET**    **PETSMART**    **bealls**  
**TJ-maxx**    **FIVE BELOW**    **ROSS**  
DRESS FOR LESS

# Financial Overview

## Income

Base Rent	\$116,942
Additional Rent	\$39,772
Admin Fees (15%)	\$2,782

## Operating Expenses

CAM	\$26,125
Property Tax	\$10,792
Insurance	\$1,712
Property Management Fees	\$4,973

**NET OPERATING INCOME** **\$116,082**



## Offering Summary

<b>Price</b>	<b>\$1,289,804</b>
<b>Price Per Sq. Ft.</b>	<b>\$173 PSF</b>
<b>NOI</b>	<b>\$116,082</b>
<b>Cap Rate</b>	<b>9.00%</b>

# Rent Roll

Tenant	Lease Type	Square Footage	Lease Start	Lease Expiration	Remaining Term	"Year 1 Base Rent (2026 Annual)"	Annual Rent PSF	Rental Increases	Extension Option Periods
<b>T-Mobile (Connectivity Source, LLC)<sup>1</sup></b>	NNN	2,155 SF	Jan-1-2001	Nov-30-2030	4.9 Years	\$35,396	\$16.43	2% Annual Increases (Dec 2026)	One Five-Year Option
<b>THA Joint, LLC<sup>2</sup></b>	NNN + 15% Admin Fee Reimbursement	1,400 SF	Jun-1-2024	May-16-2028	2.4 Years	\$28,420	\$20.30	3% Annual Increases (May 2026)	Two 3-Year Options
<b>Ready Golf, LLC<sup>2</sup></b>	NNN + 15% Admin Fee Reimbursement	3,888 SF	Aug-26-2025	Oct-26-2030	4.8 Years <sup>3</sup>	\$59,380*	\$15.27	-	Two 5-Year Options
<b>TOTALS</b>		<b>7,443 SF</b>			<b>WALT: 4.3 Years</b>	<b>\$123,196</b>			

<sup>1</sup> Connectivity Source, LLC is a Major Franchisee Corporation with 480+ Locations

<sup>2</sup> Personal Guarantors on Lease

<sup>3</sup> Ready Golf has a one-time Early Termination Option (Oct-2028). Exercising this option requires payment of a Termination Fee equal to one year of Base Rent, Additional Rent, and any Unamortized Landlord Cost.

\* Ready Golf's Current Rent is \$37,526/yr and increasing 42% to the reflected rate on December 1, 2026. The seller will credit the buyer the difference in rent at closing.

# Site Plan



# Demographics

## 5 MILE RADIUS:



Total Population: **40,135**

Households: **17,780**

Daytime Population: **32,724**

Median Age: **43.3**



Average Household Income: **\$79,342**

Median Household Income: **\$58,303**

## 10 MILE RADIUS:



Total Population: **80,509**

Households: **35,835**

Daytime Population: **63,991**

Median Age: **44.6**



Average Household Income: **\$83,263**

Median Household Income: **\$59,456**

## 20 MILE RADIUS:



Total Population: **185,157**

Households: **80,310**

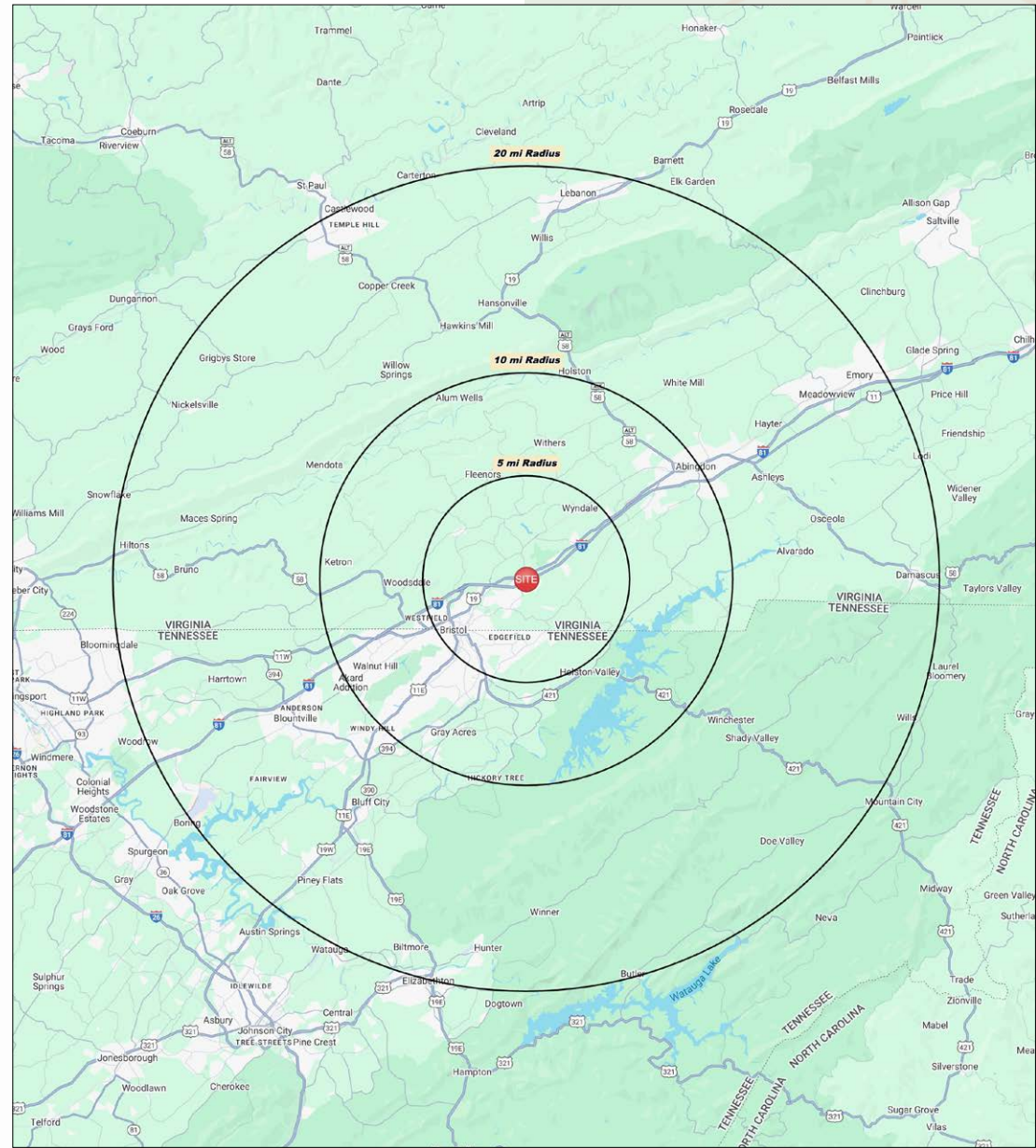
Daytime Population: **132,912**

Median Age: **45.2**

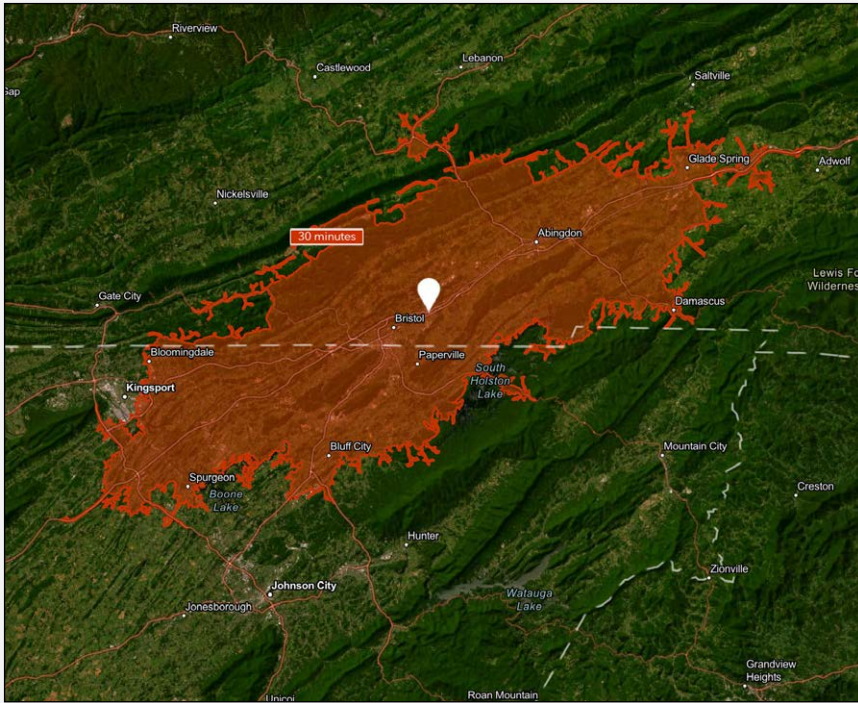


Average Household Income: **\$84,916**

Median Household Income: **\$60,844**



# Demographics - 30 Minutes Drive



## KEY FACTS

174,951

Population

46.7

Median Age

\$53,686

Median Household Income

177,872

Daytime Population

## TAPESTRY SEGMENTS

Midlife Constants <i>12,797 Households</i>	Small Town Sincerity <i>10,002 Households</i>	Comfortable Empty Nesters <i>9,711 Households</i>
<p><b>Socioeconomic Traits</b></p> <p>Residents are seniors, at or approaching retirement, with below-average labor force participation and below average net worth.</p>	<p><b>Socioeconomic Traits</b></p> <p>Young families &amp; senior householders that are bound by community ties. Labor force participation lower at 52%, which could result from lack of jobs or retirement.</p>	<p><b>Socioeconomic Traits</b></p> <p>Nearly half of all householders aged 55 or older. Average labor force participation at 61%. Residents are professionals working in government, health care, or manufacturing.</p>
<p><b>Household Types</b></p> <p>Married couples, with a growing share of singles.</p>	<p><b>Household Types</b></p> <p>Half of the householders aged 55 years or older and predominantly single-person households.</p>	<p><b>Household Types</b></p> <p>Married couples, some with children, but most without.</p>
<p><b>Typical Housing</b></p> <p>Single Family</p>	<p><b>Typical Housing</b></p> <p>Single Family</p>	<p><b>Typical Housing</b></p> <p>Single Family</p>

### TOTAL RETAIL SALES

Includes F&B



\$1,444,238,311

### EDUCATION

Bachelor's Degree or Higher



29%

### OWNER OCCUPIED HOME VALUE

Average



\$263,539

## ANNUAL HOUSEHOLD SPENDING

\$2,788

Eating Out

\$1,620

Apparel & Services

\$5,409





Groceries





\$178


Computer & Hardware



\$6,390

Health Care



**SUBJECT PROPERTY**

**INTERSTATE 81 - 55,000 VDP**
























































**Downtown Bristol**  **BRISTOL**  
 6.1 Miles (10 Minutes)



# Tenant Overview

## T-Mobile (Connectivity Source, LLC)



- Leased Space: 2,155 SF

**T-Mobile (operated by Connectivity Source, LLC)** is a leading national wireless carrier supported by a strong regional operator with over 480 locations. The tenant exercised its extension early, signaling commitment to the location and ensuring stable cash flow. This site benefits from co-tenancy and interstate visibility, which drives consistent traffic and sales. Scheduled rent increases ensure consistent NOI growth, while the brand's scale and network reliability support long-term performance.

Using a proven retail model focused on 5G coverage, device financing, and trade-in programs, T-Mobile drives consistent, repeat visitation. Services include smartphones, tablets, wearables, and accessory sales.

### COMPANY OVERVIEW

<b>Headquarters</b>	Houston, TX
<b>Locations</b>	480+
<b>Website</b>	<a href="http://www.connectivitysource.net">www.connectivitysource.net</a>



# Tenant Overview



## THA Joint

- Leased Space: 1,400 SF

**THA Joint LLC** operates as a specialty smoke shop offering a wide variety of products including retail merchandise and smoking accessories. The tenant caters to a loyal and growing customer base seeking both convenience and specialty products in a comfortable retail setting. The Joint LLC provides personal guarantors on the lease, ensuring reliability of rental income.



# Tenant Overview



Ready GOLF

- Leased Space: 3,888 SF

**Ready Golf LLC** is a golf entertainment venue that combines state-of-the-art simulator technology with a full bar atmosphere. Guests can enjoy highly realistic play on world-class courses, and casual rounds with friends in a year-round indoor environment. The concept appeals to a wide demographic ranging from serious golfers looking to sharpen their skills to groups seeking a unique social and recreational experience.



# City Overview



## Bristol, VA

Nestled in the scenic Appalachian Highlands, **Bristol, Virginia**, is a vibrant city known for its unique blend of small-town charm, rich history, and a strong, growing economy. With a population of over 17,000, Bristol offers a close-knit community feel while strategically positioning itself within the broader Tri-Cities region, which includes **Kingsport** and **Johnson City, TN**. This central location ensures easy access to a variety of metro areas, enhancing its appeal for both residents and businesses alike.

## Cultural Heritage & Attractions

Bristol holds a special place in the hearts of music lovers worldwide, earning its reputation as the **“Birthplace of Country Music”**. In 1927, the famous **Bristol Sessions** were recorded in the downtown area, marking the beginning of modern country music. Visitors can explore this rich history through the **Birthplace of Country Music Museum**, and the city’s State Street is dotted with murals and monuments that celebrate this musical legacy.

The city is also home to the legendary **Bristol Motor Speedway (BMS)**, one of the world’s most iconic NASCAR tracks. With a **seating capacity of over 150,000**, BMS hosts major Sprint Cup events in April and August, drawing fans from across the nation and the globe. Additionally, **Bristol’s downtown** is a thriving cultural hub, offering a mix of entertainment, shopping, and dining. As a **Certified Main Street Community**, it continues to evolve with new businesses, restaurants, and offices, creating a lively atmosphere for both residents and visitors.

## City Overview (Continued)

### Cultural Heritage & Attractions

Near Downtown, the **Hard Rock Café & Casino Bristol** recently opened to widespread acclaim attracting headliner musical country stars from across the country. There are only 5 casinos currently allowed in Virginia and this one that just launched in 2024 is the first one to open.



### Outdoor Recreation & Scenic Beauty

Surrounded by the majestic **Appalachian Mountains** and **South Holston Lake**, Bristol provides abundant opportunities for outdoor recreation. Whether it's fishing, boating, hiking, or camping, the area's natural beauty is a significant draw for outdoor enthusiasts. Numerous parks, **golf courses**, and **spectacular caverns** further enhance Bristol's appeal as a prime destination for nature lovers.

### Economic Growth & Business Opportunities

Bristol's economy is diverse and expanding, with a focus on key industries such as healthcare, manufacturing, retail, and tourism. The city is home to notable employers, including the Wellmont Health System, Bristol Compressors, and Alpha Natural Resources, creating a solid job market in the region.

- **Affordable Cost of Living:** One of Bristol's biggest attractions is its affordability. The city boasts a cost of living 14.6% lower than the national average, making it an appealing place for families and businesses to thrive.
- **Business Climate:** Virginia offers a favorable business environment with competitive tax rates and incentives, encouraging growth and innovation.

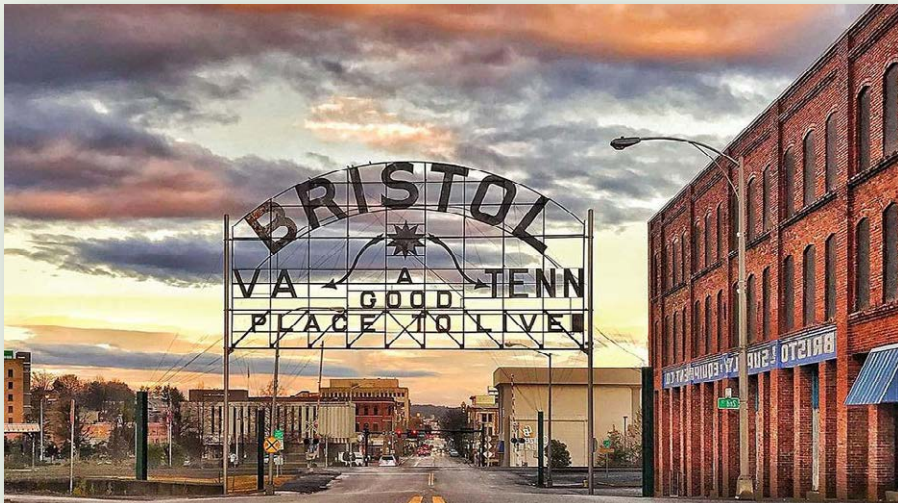
Bristol's central location within the **Tri-Cities region** ensures easy access to major highways like **Interstate 81** and **U.S. Route 11**, making travel to surrounding cities seamless. The **Bristol Municipal Airport** and nearby **Tri-Cities Regional Airport** further enhance the city's connectivity, offering regional flights and access to global markets.

## City Overview (Continued)

### Community & Quality of Life

Bristol offers a welcoming atmosphere that balances a rich cultural heritage with modern amenities and a thriving economy. The city is home to a variety of parks, golf courses, theatres, and cultural institutions like the **Paramount Center for the Arts**. It also hosts popular events such as the **Bristol Rhythm & Roots Reunion** and **Border Bash**, which attract visitors from across the region.

The **local job market** continues to expand, fueled by Bristol's growing industries in healthcare, manufacturing, and tourism. The city's unique blend of affordable living, a strong sense of community, and access to major metro areas makes it an increasingly attractive place to live, work, and invest.



### Top Employers

Company	Employees
City of Bristol	676
Electro-Mechanical Corp.	600
OfficeMax	500
Sprint PCS	428
US Solutions	367
Strongwell	350
Commonwealth of Virginia	250
Sheare's Foods	225
Ball	218
Aerus	201

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**CHARTER  
REALTY**



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Managing Director  
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