



VALUED CLIENT CASE STUDY

**2265 WHISKEY RD
AIKEN, SC**



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CLIENT TESTIMONIAL

"I cannot emphasize enough how impressed I am with the exceptional expertise and professionalism of the Finem Group throughout the process of ground-leasing my previously vacant Golden Corral property. By leveraging its prime location in front of Aiken Mall and on the rapidly growing Whiskey Rd, they successfully secured the country's largest restaurant group, Darden, as a tenant, bringing the highly sought-after Olive Garden concept to the site. The team meticulously researched and understood the market to negotiate on my behalf, resulting in a deal that exceeded my expectations and brought in significantly more revenue than I could have imagined. Their invaluable contributions have completely transformed my investment, and without hesitation, I wholeheartedly recommend the Finem Group to anyone in need of exceptional real estate solutions. They truly know how to maximize your returns!"

- Qi Lin, Shui Lin LLC



CLIENT CHALLENGE

Our Client Owned a dark Golden Corral on 1.95 acres off Whiskey Rd and hired us to find the best way to maximize his value.

- We found that the value of the building would have been worth about \$900,000 and that it would not be in their best interest to sell it as a building.
- We then found that the value of the land was about \$1M an acre and that they could potentially get about \$2M for the land itself given that it was an out-parcel on Whiskey Rd anchored by Publix.
- Lastly, we determined that if we could secure a Triple-net ground lease from a large national retailer, then there was the potential for them to truly maximize their returns by selling the ground lease on a cap rate.



ACTION STEPS

- ✓ **Detailed Analysis:** For this property, as described to the left, we conducted a thorough analysis of the property coming at it from three different angles to arrive at the highest and best use.
- ✓ **Top-Of-Market Marketing Package:** Once we decided on attempting to get a ground lease, we put together a top-of-the-line marketing package that showcases everything this property has to offer and ended up getting an offer from Olive Garden.
- ✓ **Nation Wide Comp Analysis:** When we received the offer from Olive Garden (Darden Restaurant Group), our analyst gathered every Darden ground lease comp he could find in the last two years and we proceeded to do an analysis of each comp in order to determine how to counter back and what cap rate we could potentially sell the lease for.
- ✓ **Negotiation:** Due to our thorough analysis of Olive Gardens, we were able to give a counter back that was substantially above the original offer and Olive Garden accepted with no counter. Increasing the ground lease rate, also increased the overall value of the property when sold on a cap rate.



VALUE-ADDED RESULTS

We were able to secure and negotiate a NNN ground lease with a national restaurant group, putting the final value at ~\$3M. The end result is that the owner was able to maximize his returns and the City of Aiken got a much wanted Olive Garden.



JONATHAN ACEVES

Jonathan serves as a Commercial Sales and Leasing Advisor with Meybohm Commercial. Originally licensed in 2005, Jonathan specializes in downtown development, portfolio planning, multifamily brokerage, and land & site selection. Jonathan's portfolio planning has mostly centered around advising owners with portfolios of commercial properties regarding sales and 1031 exchanges, along with underwriting potential transactions. Jonathan has worked extensively in Site Selection and Commercial Land Brokerage.

Notable site selection clients include Domino's Pizza, SRP Federal Credit Union, Hardees, Popeyes, Whit's Frozen Custard, and many others. Jonathan's approach to site selection differs from that of many of his competitors in that he starts from a list of all potential sites, rather than simply on-market sites. This tends to be more work but has led to finding off-market ideal locations for his clients. Jonathan also focuses on Multifamily brokerage, with his track record including numerous downtown duplexes and quads, along with Cedar Pines Apartments and Ridgewood Apartments. His approach with multifamily is to reduce the work required by a buyer to underwrite—leading to faster sales and higher prices.

COMMERCIAL & LAND BROKER | VICE PRESIDENT | CCIM | MBA

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Consultative, client-focused and analytical, John is an industrial and commercial advisor for Finem Industrial at Meybohm Commercial, where his aim is to guide clients in accomplishing their greater collective business and financial goals, through diligent regional industrial property consultation, analysis and search.

John earned his MBA and civil engineering degrees from Clemson University and is in the final stages of pursuing his CCIM (Certified Commercial Investment Member) designation. John's extensive experience and training in solving real-world problems are what direct him in developing client strategies for real estate investments.

John's specialties include industrial warehouse and flex-space properties, sale-leasebacks and 1031 Exchanges, creative industrial property solutions for businesses that need space, land & site selection, and general commercial work.

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JOHN ECKLEY



DUSTIN WRIGHT

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