



INVESTMENT OPPORTUNITY
3250 Duke Street, Alexandria, VA 22314

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COMMERCIAL

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INVESTMENT SUMMARY

Address: 3250 Duke Street

City: Alexandria

State: Virginia

Zip: 22314

Submarket: Eisenhower Ave Corridor

Submarket Cluster: Alexandria/I395 Area

List Price: \$1,200,000

Cap Rate: 5.5 %

Tenant: Smoking Kow BBQ

Rent Per Month: \$5,304.00

RETAIL BUILDING	
Tenant Name	Smoking Kow BBQ
Gross Building Area	1,400 SF
Net Leasable Area	1,400 SF
City ALX	
Tenancy	Single
Building Type	Restaurant
Primary Property Class	Restaurant/Fast Food (474)
Class	C
Year Built	1952
Renovated	Several Renovations done in the last 5 years
Stories	Split level with a Banquet Room downstairs
HVAC	AC Replaced 2020
Roof	Replaced 2019
Exterior Walls	Masonry
Parking Type	Surface Spaces
Taxes 2020	\$6,158.26

LAND	
Land SF	5,255 SF
Map No.	061.03-01-06
Legal Description	Lots 12 & 13 Cameron Park
Building FAR	0.29
Zoning	CG
ACCESSIBILITY	
Walk Score	Very Walkable (71)
Transit Score	Some Transit (42)
Public Transport	Bus Alexandria Commuter Rail
2021 DEMOGRAPHICS 1 Mile	
Population	13,706
Avg HH Income	\$199,549
Total Businesses	627
Total Employees	11,564
Total Housing Units	6,036
TRAFFIC COUNTS	
Duke St & N Quaker Ln NE	31,303 - 35,262 VPD
Duke St & N Quaker Ln SE	31,303 - 36,113 VPD

TENANT: SMOKING KOW BBQ

Locally owned & operated, Smoking Kow BBQ currently has a two 5-year renewal option.

What is Smoking Kow?

They are the RESTAURANT, black and white food trucks, and catering company rolling around Washington D.C. with a Kow head plastered all over everything. Established in 2015 as a BBQ Taco Food truck, they have since expanded into 2 trucks and 2 brick and mortar locations. Their pork, brisket, and chicken are hand rubbed using their signature spice blend and slow cooked using real Hickory smoke for hours. All of their sides are made in house. They do not own or have access to any freezer. You simply cannot rush good BBQ.

NAMED ONE OF TOP 13 BBQ SPOTS IN WASHINGTON

“Smoking Kow’s food trucks are relatively traditional in the way they make their Kansas City-style barbecue—but less so when it comes to how it’s served. One truck offers chicken, pork, or brisket folded into tacos; both vehicles serve meats over a mound of super-creamy cheddar-and-Parmesan mac and cheese amped with jalapeño. Owner Dylan Kough recently expanded to a brick-and-mortar location in Alexandria. The home base means a bigger menu as well as an upgraded smoker fed by hickory and cherry logs. 3250 Duke St., Alexandria.”

- Washingtonian.com/May 2018

YELP

“I walked in it was great hospitality I was greeted and made to feel at home! The food is amazing and very fresh and you could taste the great bbq! I recommend this place if you’re looking for bbq. Great service and great eats.” - Kofi B.

“We ordered from Smoking Kow for a large outdoor party and they did a fantastic job! Everything was ready on time and was delicious; they even helped me load everything up in the car. We definitely had enough food even with everyone enjoying very generous portions -- plenty of sauce and buns, too! Overall a great experience: tasty food, easy communication, reliable service. I would definitely do this again!” - Rebecca W

NEIGHBORHOOD FAVORITE 2020

WASHINGTONIAN CHEAP EATS 2019

COUPLES’ CHOICE AWARDS 2021

TENANT: SMOKING KOW BBQ



THE OWNER:

Dylan is a University of Maryland - College Park graduate with degrees in Finance and Accounting, and a doctorate in Barbeque from Smoker's U. Dylan also has an active Certified Public Accountant license in Maryland. His education and business experience allow him to run the business side of things smoothly, so the food side of things never has to suffer.

Since having success launching Smoking Kow BBQ, Dylan has begun a food truck consulting business to help other dreamers in the area to launch a truck of their own and began franchising Smoking Kow to other cities to spread the goodness!

Dylan Kough (pronounced like the bovine) had ambitions of being a mobile restaurant owner as early as summer of 2007. Before they were cool. And before he even had a Bachelor's Degree. He had every intention of importing housemade bratwurst from a country store in rural western Michigan to resell in Bethesda, MD for a pre-college summer job. However, when looking into the costs and regulations involved in mobile food sales, the red tape and regulation he had to step through was overwhelming for a kid with no money and no business acumen. He vowed to revisit the idea at some point in this life.

Fast forward six years, two Bachelor's degrees, three years financial consulting experience and a CPA certification later, and Dylan was ready to revisit his dream. Everyday he sat in the office, he watched all of the food Trucks assemble at Farragut Square, living out his longtime dream. He had had enough.

TENANT: SMOKING KOW BBQ

A longtime BBQ-eating enthusiast, Dylan visited Kansas City in 2011 to experience the pinnacle of the craft that he so enjoyed. When he came back to DC, post-BBQ blues immediately set in. He realized there were very few BBQ representatives in the DMV. The rest is history.

He purchased his smoker to begin learning more about barbecue in 2012, and had developed a rock solid dry rub after tirelessly experimenting all summer. Still searching for a concept, and completely fed up with the lack of accessible and delicious barbeque in Maryland, Dylan began searching DC and Virginia. The lack of barbeque restaurants was astonishing, and worse than the quantity was the quality. Enter Smoking Kow.

Dylan knew, however, that simply putting out a good product would not be enough. One day, between bites of a soggy pork sandwich in Bethesda the taco idea came to him. He knew there was a reason approximately all of the food truck scene in D.C. consisted of Korean gui - the tortilla is the perfect vessel for holding deliciously juicy and saucy meats!

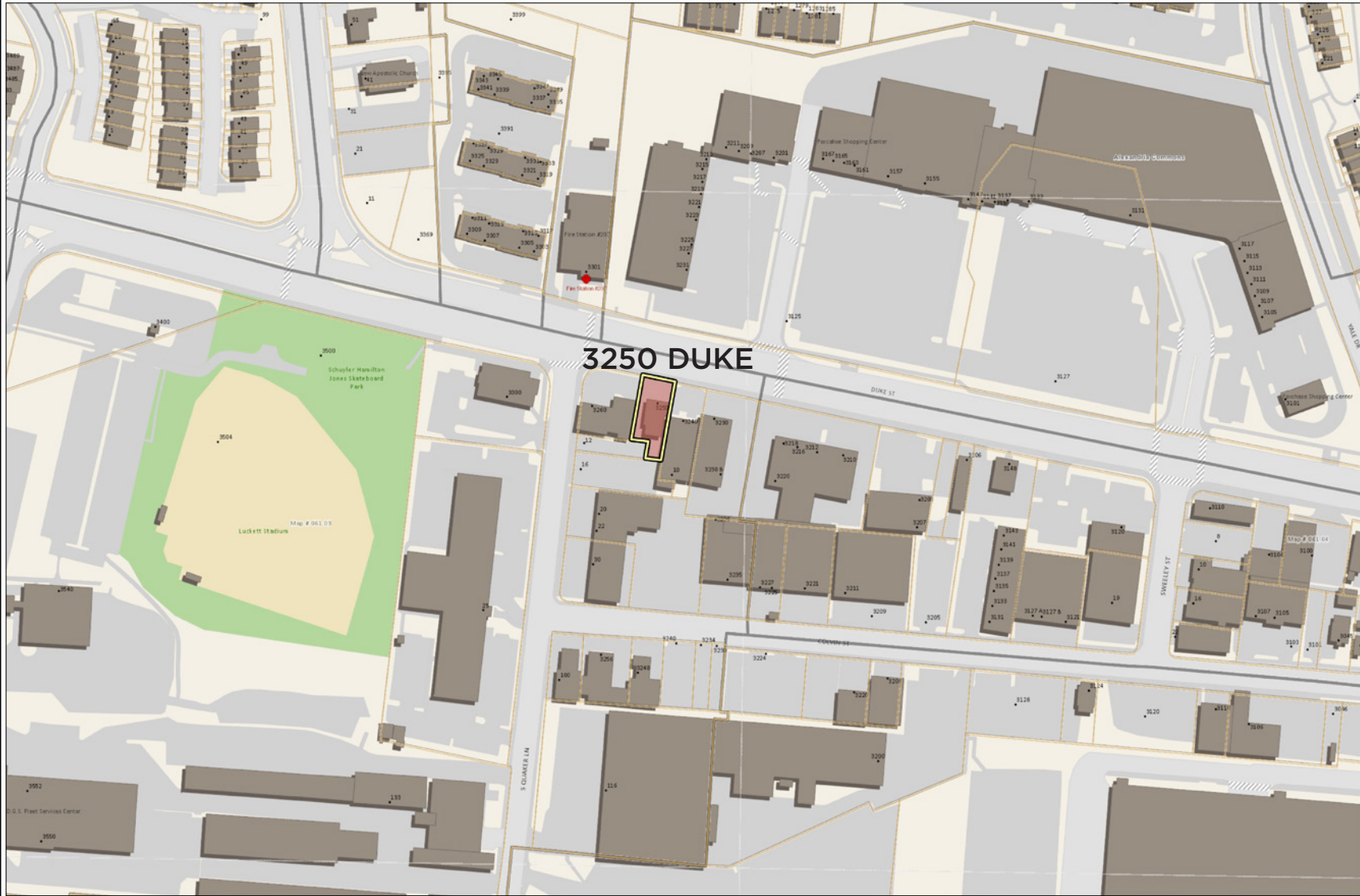
With the concept in place, Dylan spent his days working Federal Consulting, and his nights and weekends learning how to scratch make tortillas, perfecting sauce recipes, and experimenting with cooking techniques and rubs to produce the most succulent BBQ the DMV had ever seen.







City of Alexandria, Virginia Map Title



- Legend**
- Tax Map Index
 - Parcels
 - Blocks
 - Metro Stations
 - Metro Lines**
 - Blue
 - Yellow
 - Yellow Blue
 - City Boundary
 - Rail Lines
 - Parcels
 - Buildings
 - Surface Water
 - Streams
 - Parks
 - City of Alexandria

1:2,257



376.2 0 188.08 376.2 Feet

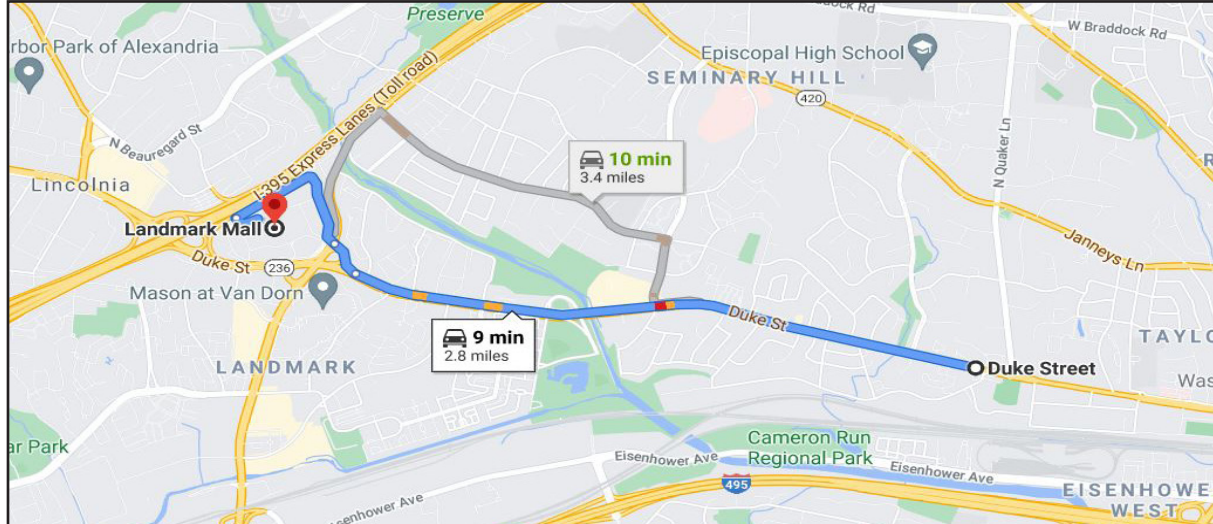
WGS_1984_Web_Mercator_Auxiliary_Sphere
City of Alexandria, VA

This map is a user generated static output from an Internet mapping site and is for reference only. Data layers that appear on this map may or may not be accurate, current, or otherwise reliable.
THIS MAP IS NOT TO BE USED FOR NAVIGATION

Notes
This map was automatically generated using Geocortex Essentials.



DUKE STREET & LANDMARK MALL - ALEXANDRIA'S HEAVILY TRAVELLED ROAD



Dedicated Bus Lanes, Other Improvements Under Consideration for Duke Street.

Dedicated bus lanes are one of the possibilities for better traffic flow along miles of Duke Street between Landmark Mall and the King Street Metro Station, and a recently-awarded grant to the City will push the improvements forward in the coming years.

In July 2020, the Northern Virginia Transportation Authority (NVTA) gave the City of Alexandria \$75 million from the 2020-2025 Six-Year Program — funding that will be used to help plan and construct the first phase of improvements for Duke Street. This \$75 million was awarded specially for transit improvements and will not include additional lanes for cars, but the improvements are expected to make traffic flow for both cars and transit more efficient.

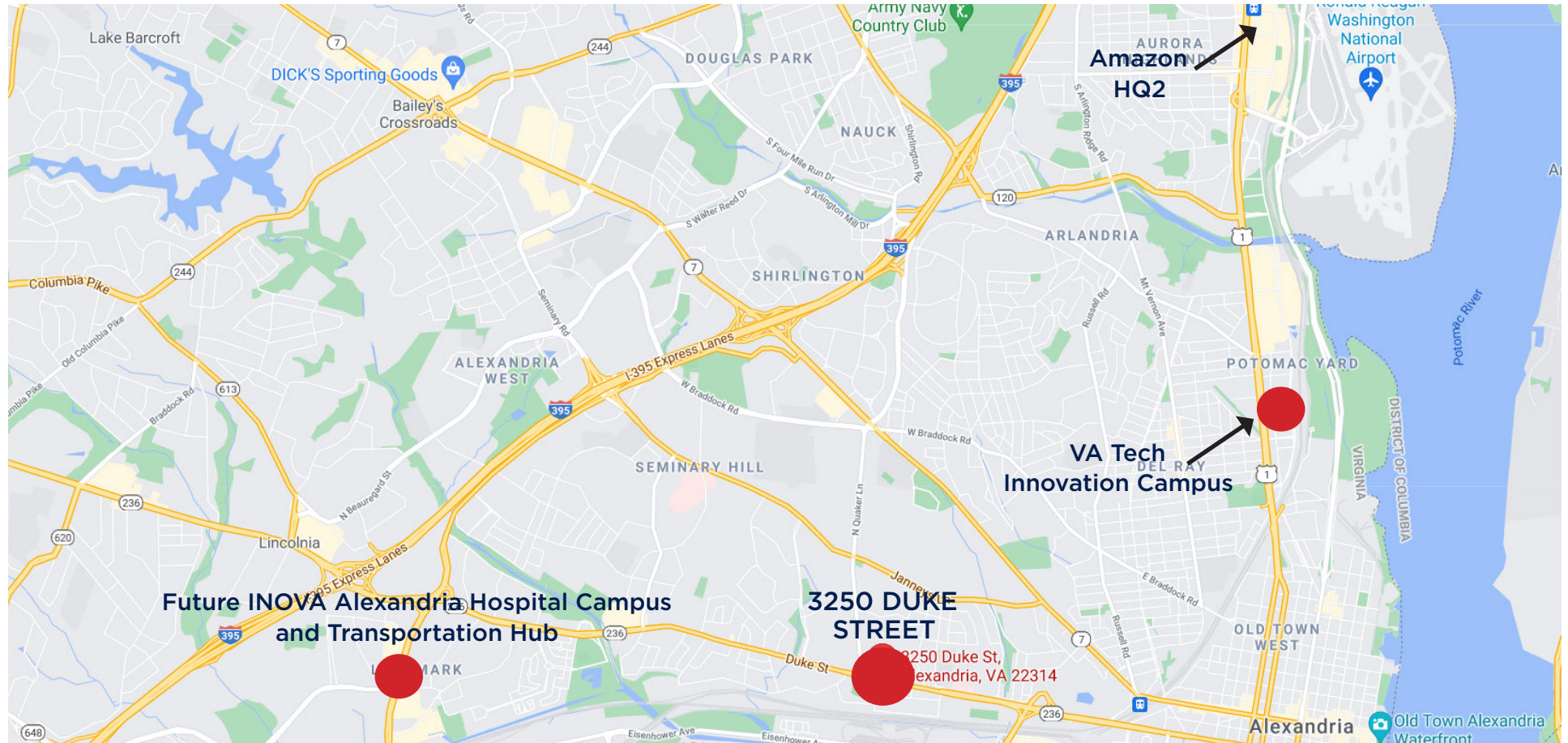
The Duke Street-Landmark Mall area covers the Duke Street corridor from Landmark Mall to the Foxchase Shopping Center. It is now served by four WMATA routes (8Z, 21A, 21D, 25B, 29K, 29N), and four DASH routes (AT-1, AT-5, AT-7, AT-8). Landmark Mall will be redeveloped over the next 3-5 years as a major mixed-use activity center with improved transit access.

Duke Street was prioritized as one of the first two corridors in the City to receive signal upgrades through the Adaptive Traffic Signal Control project, which will allow the network of signals to better detect vehicles and automatically adjust their timing to improve traffic flow.

Source: Alexandria Living, June 2021.

LOCATION & HIGHLIGHTS

FUTURE INOVA ALEXANDRIA HOSPITAL CAMPUS

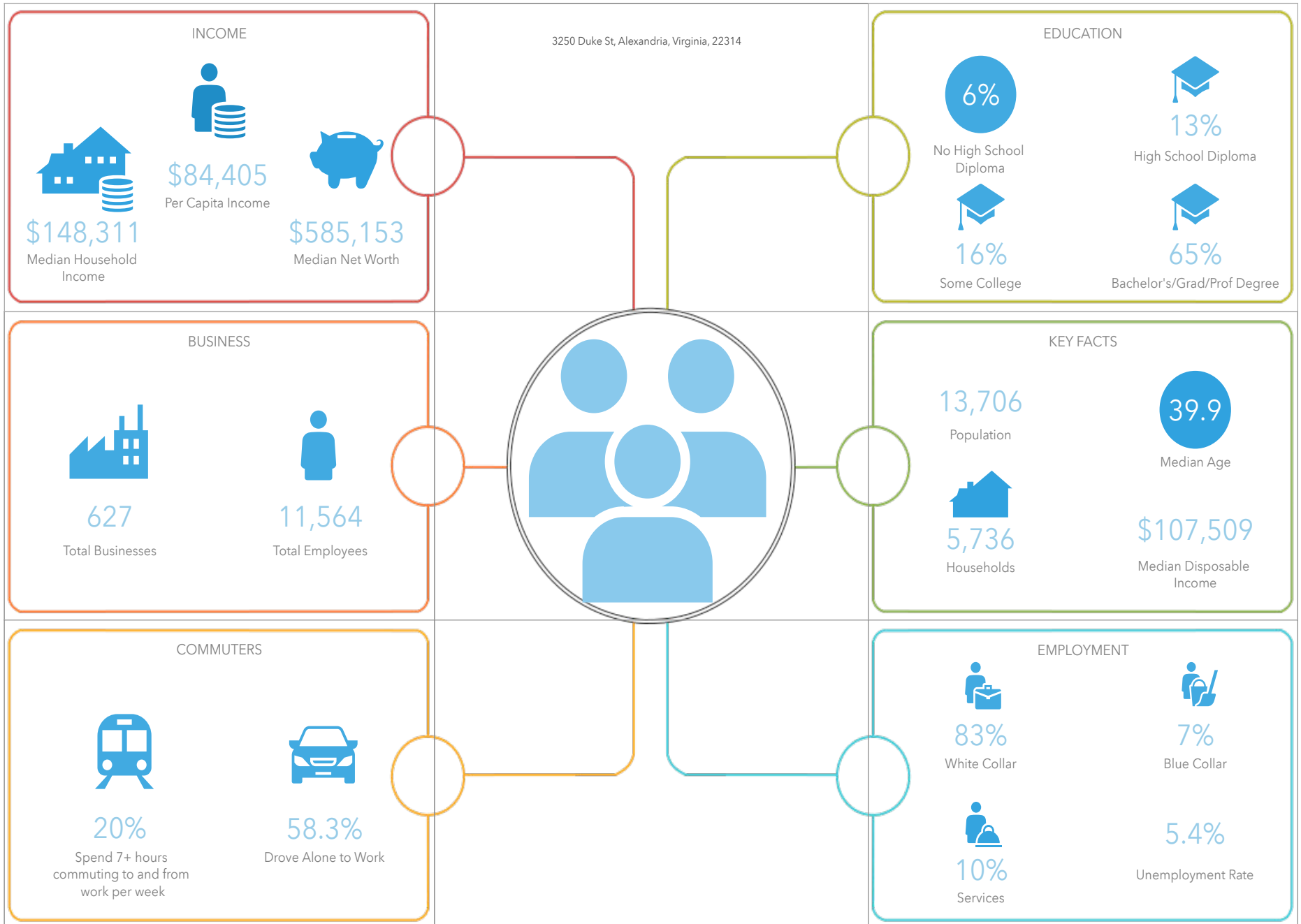


Inova plans to build a new hospital at the former **Landmark Mall**. The new hospital, trauma center and cancer center is part of a larger redevelopment of 51-acres of prime real estate surrounding the closed Landmark Mall in Alexandria's West End. The current hospital in the Seminary Hill area of Alexandria will remain operational until about 2028, when the new hospital opens. Inova's Alexandria hospital campus is now zoned to allow for future residential development, after city council voted 7-0 to allow the rezoning to make it easier for Inova to sell the Seminary Hill hospital land to a developer.

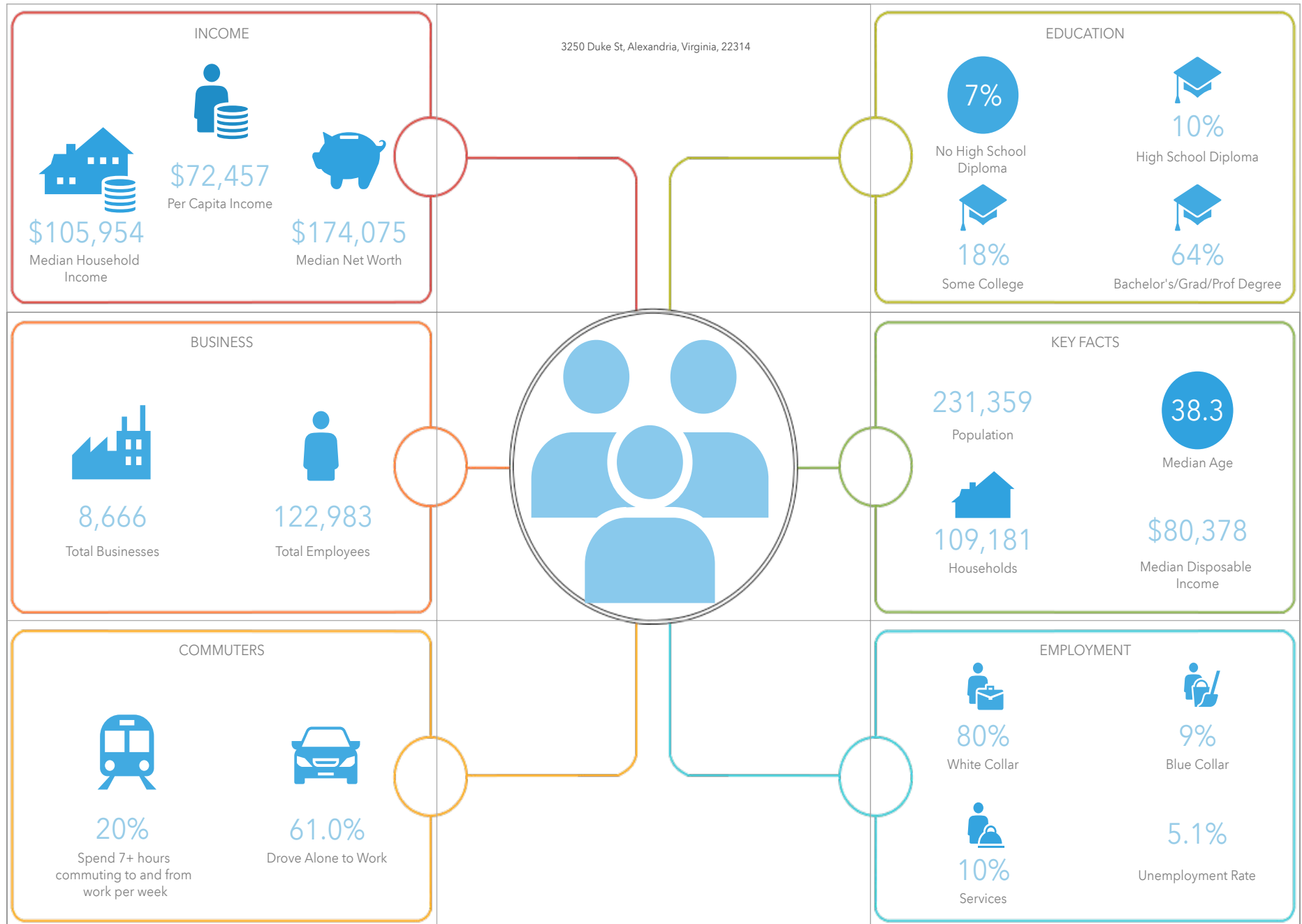
Source: Alexandria Living, June 2021.

Two other significant developments in the area are the future **VA Tech Innovation Campus** and the **Amazon HQ2**.

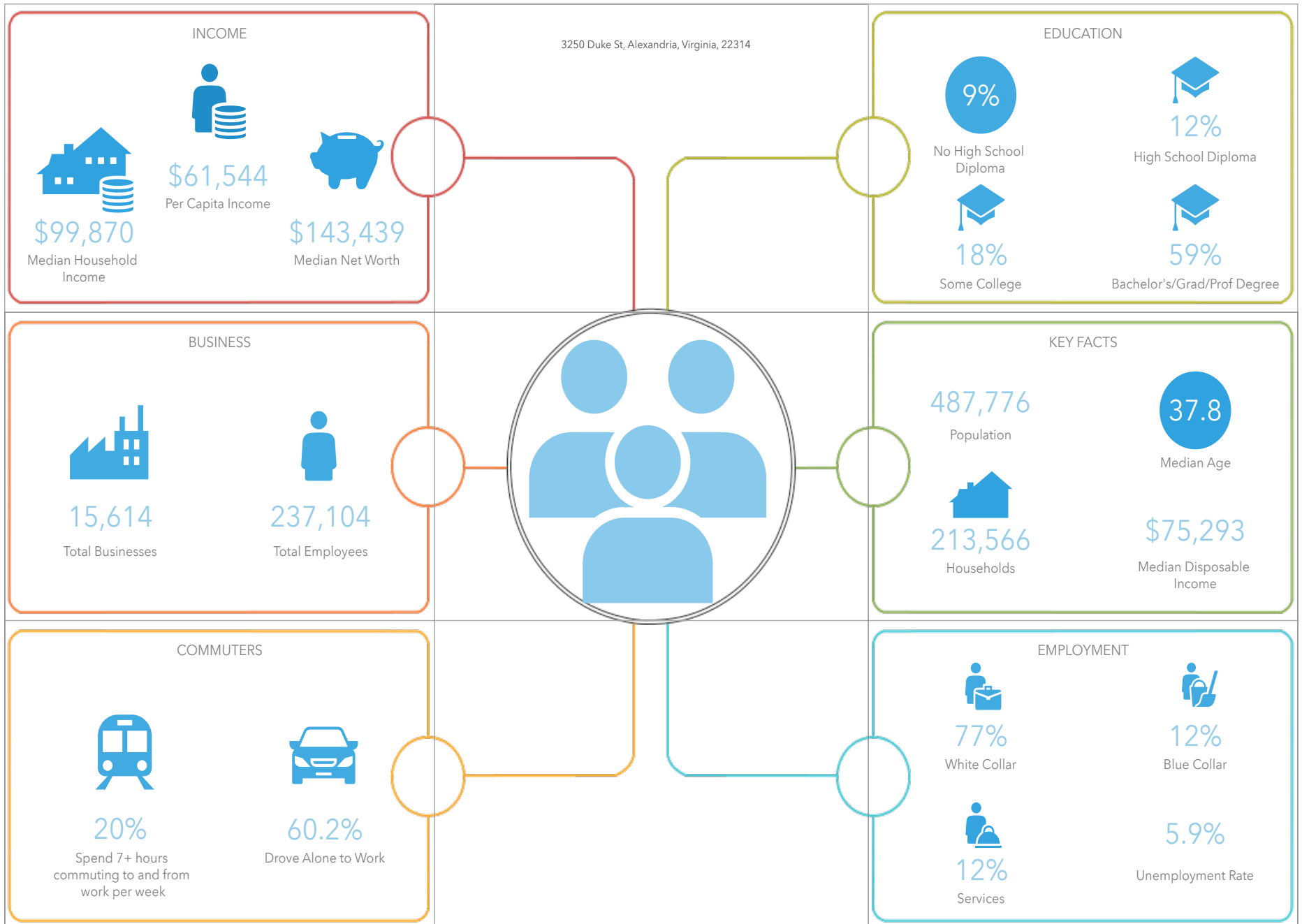
DEMOGRAPHICS & INCOME PROFILE (1MILE RADIUS)

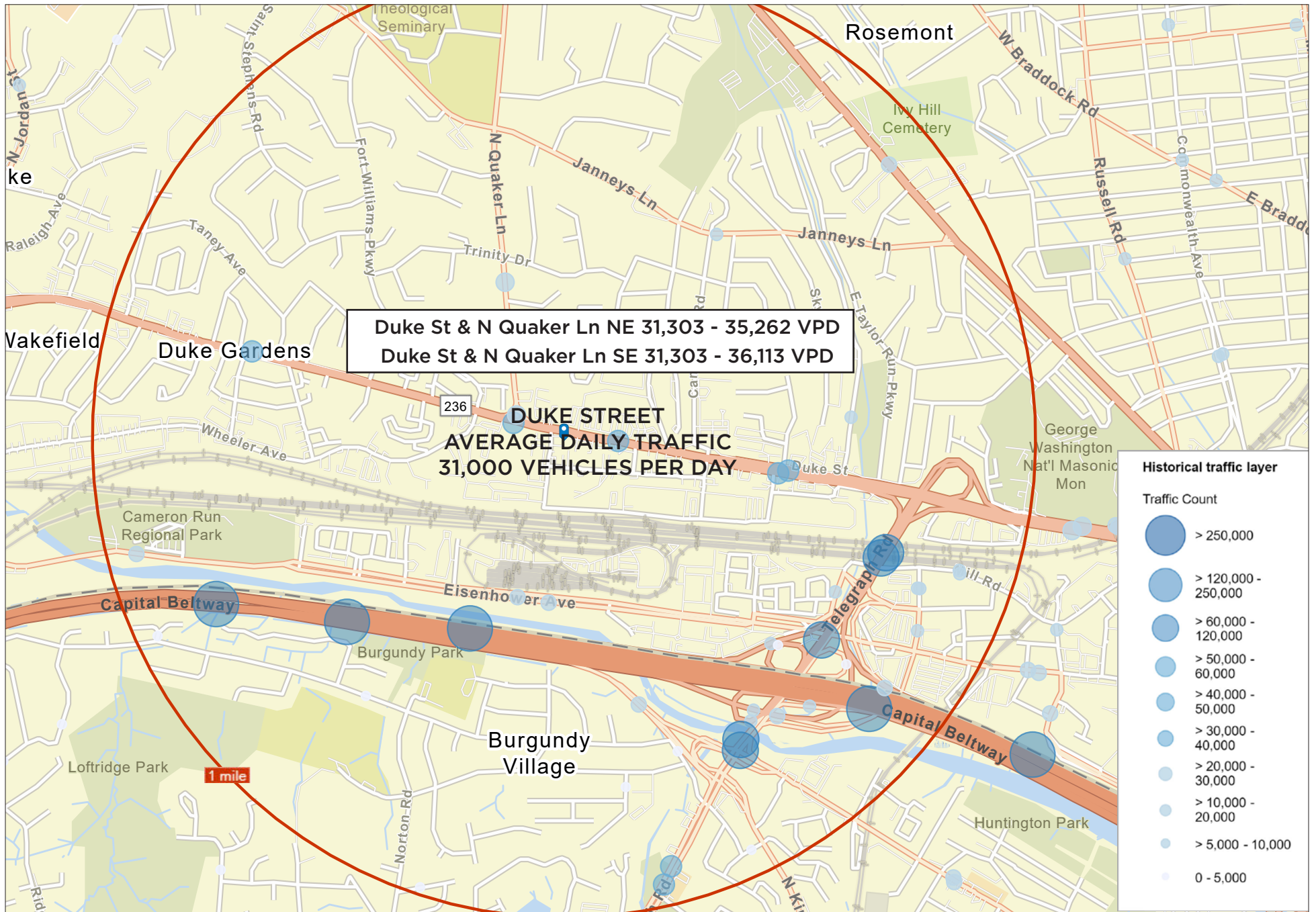


DEMOGRAPHICS & INCOME PROFILE (3 MILE RADIUS)



DEMOGRAPHICS & INCOME PROFILE (5 MILE RADIUS)





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Commercial Real Estate Services Since 1980



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