



SUBJECT PROPERTY



OFFERING MEMORANDUM

WALMART

Fulton, MS

Marcus & Millichap

OFFERING SUMMARY



100 Interchange Drive, Fulton, MS 38843

PRICE \$6,286,000

CAP RATE 7.00%

NOI \$440,000

RENTABLE SQUARE FEET 109,450 SF

PRICE/SF \$57

YEAR BUILT 1999

LOT SIZE 14.78 AC

TENANT TRADE NAME Walmart

LEASE GUARANTOR Corporate

LEASE TYPE NNN

ROOF & STRUCTURE Tenant

LEASE TERM 10-Years

RENT COMMENCEMENT DATE March 2019

LEASE EXPIRATION DATE March 2029

TERM REMAINING ON LEASE 10-Years

INCREASES 13% Increase During Option 1

OPTIONS Four, 5-Year Option Periods

BASE RENT Years 1-10 \$440,000

| | | | |
|-------------|-------------|------------|-----------|
| OPTION RENT | Years 11-15 | (Option 1) | \$500,000 |
| | Years 16-20 | (Option 2) | \$500,000 |
| | Years 21-25 | (Option 3) | \$500,000 |
| | Years 26-30 | (Option 4) | \$500,000 |

TENANT RESPONSIBILITIES Taxes, Insurance, CAM, Roof & Structure

LANDLORD RESPONSIBILITIES 100% No Landlord Responsibilities



INVESTMENT HIGHLIGHTS

AA CREDIT RATED TENANT

- Walmart is a publicly traded company (NYSE: WMT) with an S&P rating of AA.
- Ranked #1 on the Fortune 500 list.
- Walmart is the largest retailer and employer worldwide with more than 11,700 stores and 2.3M employees.
- \$500.3B in total revenue in 2018 from eCommerce and store sales.

NEW 10-YEAR NNN LEASE WITH LOW RENT

- Walmart has occupied this location for 20 years and just recommitted with a new 10-year lease.
- The annual rent at this location is 17% lower than the national average.
- There is an attractive 13% rent increase during first option period.
- This is an absolute NNN Lease with Tenant 100% responsible for all taxes, CAM, insurance, roof and structure.

ATTRACTIVE INTERSTATE LOCATION

- Subject property is well located directly off I-22 and S. Adams St., the two busiest thoroughfares (Combined 39,000 VPD).
- 5 miles from Itawamba Community College (5,654 students and 550 employees).
- National adjacent retailers include Wendy's, McDonalds, AutoZone, KFC, Dollar General, O'Reilly, Goody's, and More.
- Subject property is located within 3 miles of largest employers in Fulton: Crane and Sons (462 employees), Mueller Copper Tube Co. (454 employees) and JESCO (728 employees).

DOMINANT RETAILER IN LOCAL MARKET

- Subject property is largest and dominant retailer in Fulton making up 27% of total retail SF.
- Distance from nearest competition: Target (112 mi.), Walmart (22 mi.), Kroger (23 mi.) and Sam's Club (22 mi.).
- Subject property is the only "one stop shop" in City of Fulton.

FULTON, MS

- Fulton is located halfway between Memphis, TN and Birmingham, AL and is the county seat for Itawamba County.



TENANT OVERVIEW



FORTUNE 500
#1 GLOBAL COMPANY

AA
INVESTMENT GRADE
CREDIT RATING
STANDARD & POORS

\$77.8 BILLION
TOTAL
NET WORTH
IN 2018

#1
RANKED
ON FORTUNE 500
GLOBAL COMPANY INDEX

11,700+
WALMART OPERATES
11,700 STORES IN 28
COUNTRIES

2.3 M
EMPLOYEES
THE LARGEST PRIVATE
EMPLOYER IN THE WORLD



Retail is changing – and so is Walmart.

Founded in 1962 in Bentonville, Arkansas, Wal-Mart is the quintessential American retail success story. With its strong global retail footprint supported by thousands of locations, a growing online presence built on innovation, and a dynamic supply chain, the future of retail belongs to Walmart. Walmart.com is now the #3 most visited retail web site in the United States and the company is accelerating e-commerce and technology advances globally, expanding Online Grocery shopping to new markets, and ramping up in-store and in-club pickup for an unrivaled shopping experience.

BUSINESS
INSIDER

Walmart is using its unmatched brick-and-mortar network to compete with Amazon.

[READ MORE](#)

FORTUNE

Walmart's Massive Tech Investments Drive Another Quarter of Big Sales Gains

[READ MORE](#)

ID Retail **DIVE**

Grocery Retailer of 2017: Walmart

[READ MORE](#)

**\$45-60
BILLION**
3-YEAR PROJECTED
SALES GROWTH*



**\$10.4
BILLION**
DIVIDENDS/SHARE REPURCHASES

Walmart

WALMART
SHADOW CENTER

CATO



SHOE SHOW
INCORPORATED

Advance
America



H&R BLOCK

Peking Palace Restaurant
Pretty Nails

I-22
25,000 VPD



MURPHY
USA

First American
National Bank

MedPlus
URGENT CLINIC

Los Compadres
Restaurant

KFC

Pizza
Hut

Wendy's

22 EXIT 104

S ADAMS ST
14,000 VPD

25



WALMART
SHADOW CENTER

CATO 
SHOE SHOW
INCORPORATED

 

 H&R BLOCK

Peking Palace Restaurant
Pretty Nails

S ADAMS ST
14,000 VPD

I-22
25,000 VPD

 EXIT 104

Walmart 



Los Compadres
Restaurant



Tupelo Regional Airport

TUPELO

THE UNIVERSITY of
MISSISSIPPI
TUPELO
24,250 students

MOOREVILLE

Mooreville HS

Toyota Boshoku
Mississippi

SALTILLO



MANTACHIE

Mantachie HS

25,000



Walmart

WALMART
SHADOW CENTER



Peking Palace Restaurant
Pretty Nails

25,000

14,000

25



Itawamba
Attendance Center

Itawamba
Agricultural HS

FULTON

Fulton
Recreation Area

ICC ITAWAMBA
COMMUNITY COLLEGE
5,654 students



Fulton
Country Club



178

6,200

SITE PLAN





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Mickey Davis | Broker of Record | B-15586 | (901) 620-3622 | mickey.davis@marcusmillichap.com



Dated: _____

Don McMinn
Marcus & Millichap
1100 Abernathy Road, NE, Suite 600
Atlanta, GA 30328

Phone: (678) 808-2780
Fax: (815) 550-1286
don.mcminn@marcusmillichap.com

Re: 100 Interchange Drive, Fulton, MS 38843 (Walmart)

Dear Don:

Please accept this offer to purchase the above referenced Property. This letter expresses Purchaser's interest in purchasing the Property under the following terms and conditions:

Purchaser _____

**Purchaser's
Address** _____

**Purchaser's
Phone/Fax** _____

**Purchaser's
Email Address** _____

Offer Price _____

Earnest Money \$25,000 earnest money deposit due within forty-eight (48) hours of the Effective Date of the Contract. The Earnest Money shall be increased to \$50,000 at the expiration of the Inspection Period and shall become non-refundable barring any other listed contingencies.

Inspection Period 21 Calendar Days from the Effective Date, which shall mean the date on which the latter of the parties executes a Contract. All available Due Diligence Documents ("Documents") will be forwarded immediately upon the Effective Date of the Contract.

Purchaser's Initials _____ Seller's Initials _____

Financing Period
(Please Check One)

☐ **All Cash** (No Financing Period)

☐ **Financing:** Purchaser shall have ten (10) days from the Effective Date of the Contract to apply for and obtain a financing commitment. In addition, Purchaser shall have 30 days from the expiration of the effective date of the contract to complete loan processing. Purchaser shall use its best efforts to secure and obtain a new first mortgage loan in the amount of \$_____ on terms which are acceptable to Purchaser.

Closing Date
(Please Check One)

☐ **New Property:** Within 10 Calendar Days after rent commencement and receipt of tenant estoppel.

☐ **Existing Property** Within 10 Calendar Days after the expiration of the Inspection Period (or Financing Period if applicable).

Closing Costs

Seller shall pay for the transfer tax. Buyer shall pay for Title. Purchaser and Seller shall each bear its own attorneys expenses. All other Closing Costs shall be split 50-50 between Buyer and Seller.

Property Condition

Property is being sold "AS IS" with Seller making representations or warranties concerning the property.

**Contract within
10 days:**

Within Ten (10) Calendar Days of the Effective Date of this Letter of Intent, Purchaser and Seller shall enter into a binding Contract (the "Contract"). Seller will Draft the Contract and Failure to reach an agreement will allow the Seller to consider this agreement void and accept offers from other parties.

Broker Commission

☐ Purchaser acknowledges that Don McMinn of Marcus & Millichap will represent them in this transaction. Any commissions due to the Purchaser's broker (if applicable) shall be paid by the Seller directly.

☐ Purchaser acknowledges that _____ of _____ will represent them in this transaction. Any commissions due to the Purchaser's broker (if applicable) shall be paid by the Seller directly.

1031 Exchange

Purchaser ☐ is / ☐ is not (check one) completing an IRS 1031 Tax Deferred Exchange, to which the Seller agrees to cooperate providing there is no cost or expense to Seller. Purchaser has \$_____ in an exchange account from a transaction which closed escrow on _____. Purchaser will provide Seller, upon request, proof of such funds.

Purchaser's Initials _____ Seller's Initials _____

Confidentiality

Purchaser and Purchaser's agents and representatives hereby covenant with Seller that Purchaser and Purchaser's agents and representatives shall not, without the prior written consent of Seller (which consent may be withheld in Seller's sole and absolute discretion), disclose to any other person (other than Purchaser's accountants and attorneys) or entity by any means whatsoever: (i) any information pertaining to the Documents; (ii) any information pertaining to the Contract; or (iii) any information or documentation (written or oral) provided by Seller or Seller's agents and representatives concerning Seller, Seller's business, Tenant, Tenant's business or the Property.

This Letter of Intent is contingent upon the prospective Purchaser's willingness to execute Seller's standard Purchase Agreement as well as review and approval of the details of the transaction proposed above by the appropriate principal parties of the Seller.

It is understood and agreed that the foregoing constitutes a *Letter of Intent* setting forth the major business points from our discussions. It is further understood that neither party intends to create any contractual rights or obligations as a result of entering into this *Letter of Intent*. No binding agreement or rights or obligations shall arise as the result of executing this letter or with respect to the proposed transactions, unless and until we execute definitive documentation incorporating the above provisions and other appropriate terms.

If the foregoing accurately reflects our discussions, please acknowledge same by returning a signed copy of this letter. Execution of this Letter of Intent by the undersigned agent in no way binds or obligates the Seller or any of its principals.

Agreed and Accepted | Purchaser

By: _____

Printed: _____

Dated: _____

Agreed and Accepted | Seller

By: _____

Printed: _____

Dated: _____

Purchaser's Initials _____ Seller's Initials _____