



OFFERING MEMORANDUM

PRESERVE  
WEST  
CAPITAL



Walgreens  
Smyrna, GA | Atlanta MSA

This property is listed in conjunction with Georgia-licensed real estate broker Delta Commercial.

[www.preservewestcapital.com](http://www.preservewestcapital.com)



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## Disclaimer

MGM Capital Corp dba Preserve West Capital (“Broker”) has been retained on an exclusive basis to market the property described herein (“Property”). Broker has been authorized by the Seller of the Property (“Seller”) to prepare and distribute the enclosed information (“Material”) for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

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## Property Highlights

- Long-Term Corporate Net Lease to Walgreens (NYSE: WBA) with 10 Years Firm Term Remaining
  - “Essential Needs” Tenant Unaffected by COVID-19 Closures
  - Investment Grade Tenant Rated BBB by S&P
  - Ranked 17 in the Fortune 500
  - \$136.9 Billion in Revenue for 2019 Fiscal Year
- 1 Mile from Emory University Hospital Smyrna
  - Planned \$90M Renovation to Update and Modernize Prior to Reopening
  - Certificate of Need Recently Approved
- Functional Footprint Featuring Drive-Thru Pharmacy Component
- Tenant Extended Firm Term and Waived Early Termination Options through 2030
  - Walgreens Does not Extend Term on Locations Unless Profitable
- Robust, Affluent Demographics
  - Total Daytime Population of 223,799 within 5 Mile Radius
  - Average Household Income of \$145,387 within 1 Mile of Site
  - 60% of Households within 1 Mile Radius Earn \$100,000+ Annually
- Excellent Access and Visibility along South Cobb Drive Retail Corridor – 31,100 AADT
- Approximately 1 Mile from I-285 Arterial – 175,000 AADT
- Nearby Anchor Tenants Include Publix, Sprouts Farmers Market, CVS, Kroger, & More
- Approximately 10 Miles from Downtown Atlanta
- Large Hard Corner Lot Providing Excellent Long Term Value



### PRICE

**\$5,673,000**  
5.50% Return

### Location

The property is located at 4371 South Cobb Drive Southeast in Smyrna, Georgia.

### Lot Size

Approximately 1.84 acres or 80,009 square feet.

### Improvements

A 15,022 square foot retail building with a drive-thru component for **Walgreens**.

### Parking

There is ample parking available on site.

### Lease

Leased to **Walgreen Co.** for 60 years with a firm term of approximately 10 years remaining from February 1, 2000 through January 31, 2060 at a current annual rent of \$312,000. Walgreens has waived their first two options to terminate the lease, and shall have the option to terminate the lease as of April 30, 2030 and every five years thereafter. The lease is net with tenant responsible for all taxes, insurance, and maintenance, excluding roof and structure.

### Annual Rent

\$312,000

### Right of First Refusal

Walgreens shall have the right of first refusal to purchase the property on the same terms and conditions of those of any bona fide offer received by the landlord within ten (10) days of notice of such offer.

### Financing

This property will be delivered free and clear of permanent financing.





# Walgreens

**Walgreens (NYSE:WBA)** is the largest retail pharmacy, health, and drug store chain in the U.S. and Europe. The company operates 9,277 drugstores in fifty states, the District of Columbia, Puerto Rico, and the US Virgin Islands under the brands Walgreens and Duane Reade. Approximately 400 of these locations also provide in-store healthcare clinics or other provider retail healthcare clinic services. Walgreens and its parent companies together have a presence in more than 25 countries, employ more than 415,000 people, and operate more than 18,750 stores in 11 countries. Walgreens is a market leader in the U.S. retail pharmacy space, with approximately 78% of the country's population living within five miles of a Walgreens, Duane Reade, or acquired Rite Aid retail pharmacy. The company's retail pharmacies fill more than 800 million prescriptions annually in the U.S.

In 2014, the company agreed to purchase the remaining 55% of Switzerland-based Alliance Boots that it did not already own to form a global business. Under the terms of the purchase, the two companies merged to form a new holding company, **Walgreens Boots Alliance Inc.**, on December 31, 2014. Walgreens became a subsidiary of the new company, which retains its Deerfield headquarters and trades on the Nasdaq under the symbol "WBA". On October 27, 2015, Walgreens announced that it would acquire its rival Rite Aid for \$17.2 billion to widen its footprint in the United States and gain an advantage in negotiating for lower drug costs. However, following regulatory feedback, the companies terminated the merger agreement in June 2017, instead entering into a real estate purchase agreement by which Walgreens acquired 1,932 existing Rite Aid stores and three distribution centers for \$4.375 billion in cash and other consideration. These store transfers have allowed Walgreens to expand its U.S. footprint as desired.

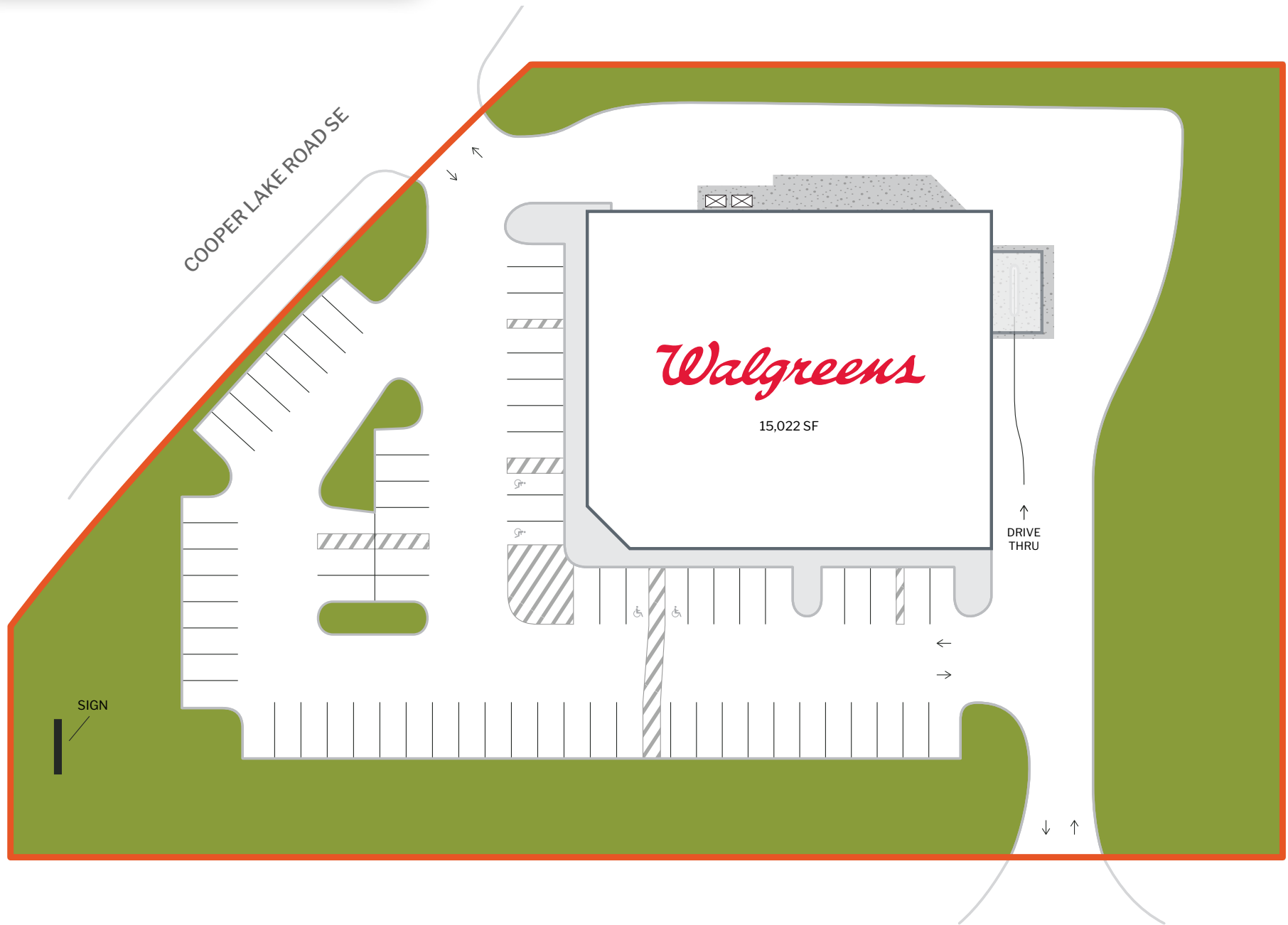
In March 2017, Walgreens Boots Alliance and pharmacy benefit manager Prime Therapeutics LLC closed a transaction to form a combined central specialty pharmacy and mail services company, AllianceRX Walgreens Prime. The merger was intended to promote greater efficiency, provide cost-saving opportunities for patients, and improve care coordination.

Walgreens Boots Alliance carries a credit rating of BBB by Standard and Poors and Baa2 from Moody's. For the 2019 fiscal year, the company reported revenue of \$136.9 billion, net income of \$3.99 billion, and total stockholder equity of \$23.5 billion. The company is ranked #17 in the Fortune 500.

**Walgreen Eastern Co.**, the lease entity is a wholly owned subsidiary of **Walgreens Boots Alliance, Inc.**

For additional information, see [www.walgreens.com](http://www.walgreens.com).

# SITE PLAN



SOUTH COBB DRIVE







## A map of the Atlanta metropolitan area. An orange pin points to a location north of Atlanta, labeled "SITE". The map shows major highways like I-75, I-85, and US-20, as well as various cities and towns including Marietta, Smyrna, Decatur, and Roswell. A red banner at the top left contains the text "ABOUT THE AREA".

Smyrna (population 55,976) is an established inner-ring suburb of Atlanta located in Cobb County. Cobb County is the most educated county in Georgia and 12th most educated nationwide overall, is among the 100 highest-income counties nationwide, and has been dubbed the “least obese county in Georgia.” The county is also home to the headquarters of The Weather Channel, General Electric’s Energy Management Division, Home Depot’s Customer Support Headquarters, and the headquarters of InTown Suites. The region is also home to Dobbins Air Reserve Base, which is home to more than 2,000 personnel and has an economic impact of approximately \$172 million.

The city benefits from proximity to the robust Atlantic metropolitan economy, the 10th largest metropolitan economy in the U.S. with a GDP of approximately \$397 billion. The region benefits from a broad economic base in trade, transportation, logistics, utilities, professional services, finance, government, education, healthcare, manufacturing, construction and information technology. Major companies headquartered in the Atlanta metropolitan area include Coca-Cola, Home Depot, United Parcel Service (UPS), Delta Airlines, AT&T Mobility, Newell Rubbermaid, Arby's, Chick-Fil-A, Earthlink, Equifax, First Data, Foundation Financial Group, Gentiva Health Services, Georgia Pacific, NCR, Oxford Industries, RaceTrac Petroleum, Southern Company, SunTrust Banks, Mirant, and Waffle House. More than 75% of Fortune 1000 companies have a presence in the greater Atlanta region.



**ABOUT THE AREA**

The map shows the Atlanta metropolitan area. A red dot labeled **SITE** is located near Smyrna and Vinings, just north of the I-285 and I-75 interchange. The map includes labels for Marietta, Smyrna, Vinings, and Atlanta. Major highways shown include I-75, I-285, I-405, I-85, and US-41. Landmarks such as the Georgia Aquarium, Zoo Atlanta, and Six Flags Over Georgia are marked. The Chattahoochee River is visible flowing through the area.

The subject property is prominently located with excellent access and visibility at the signalized intersection of Cooper Lake Road Southeast and South Cobb Drive (31,100 AADT) approximately 1 mile from the I-285 Arterial (175,000 AADT). The site benefits from robust, affluent demographics with a total daytime population of 223,799 within a 5 mile radius. Average household income within one mile of the site is \$145,387, with approximately 60% of households earning more than \$100,000 annually.

The property benefits from a prominent retail location in close proximity to numerous shopping centers and major retail tenants approximately 10 miles from Downtown Atlanta. Nearby retail centers include Highland Station, anchored by Publix; Highlands of West Village, anchored by Goodness Grocery; Vinings Crossing Shopping Center, featuring Publix, Walgreens, and The Home Depot; Riverview Shopping Center, anchored by Kroger; Cumberland Mall, anchored by Costco & Macy's; Akers Mill Square, featuring Hobby Lobby, LA Fitness, Bed Bath & Beyond, and Office Max; Heritage Pavilion, featuring TJ Maxx, Homegoods, Dollar Tree, Best Buy, PetSmart, and Ross; Concord Village Shopping Center, featuring Food Depot and Sherwin Williams; and The Crossings Shopping Center, anchored by Kroger. Other major retail tenants in the surrounding area include CVS, Sprouts Farmer's Market, Walmart, and more.





## 4371 S Cobb Dr | Smyrna, GA 30080



2020 POPULATION  
**204,644**



AVG. HOME VALUE  
**\$438,557**



AVG. HOUSEHOLD INCOME  
**\$145,387**

Population Summary	1 Mile	3 Miles	5 Miles
2010 Total Population	9,159	68,936	176,986
2020 Total Population	10,883	78,251	204,644
2025 Total Population	11,750	83,734	219,964
2020-2025 Annual Rate	1.54%	1.36%	1.45%
Average Household Income			
2020	\$145,387	\$124,438	\$110,597
2025	\$161,171	\$137,950	\$122,028
Average Home Value			
2020	\$438,557	\$401,978	\$401,318
2025	\$462,178	\$431,698	\$433,730

### Major Employers in Smyrna

### # of Employees

IBM	775
United Distributorss	550
City of Smyrna	425
SP Richards	423
Ridgeview Institute	420
UCB	400
Glock	400
Bake One/Atlanta Bread Company	250
National Envelope	245
Archdiocese of Atlanta	225





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