# SINGLE TENANT ABSOLUTE NNN INVESTMENT OPPORTUNITY



Col.

ORIGI

anders

ECIPE

HE HA

SRS

NATIONAL NET LEASE GROUP

# NASHVILLE ARKANSAS



#### **EXCLUSIVELY MARKETED BY**

#### MATTHEW MOUSAVI | MANAGING PRINCIPAL SRS NATIONAL NET LEASE GROUP

610 Newport Center Drive, Suite 1500 | Newport Beach, CA 92660 DL: 949.698.1116 | M: 714.404.8849 Matthew.Mousavi@srsre.com | CA License No. 01732226

#### PATRICK R. LUTHER, CCIM | MANAGING PRINCIPAL SRS NATIONAL NET LEASE GROUP

610 Newport Center Drive, Suite 1500 | Newport Beach, CA 92660 DL: 949.698.1115 | M: 480.221.4221 Patrick.Luther@srsre.com | CA License No. 01912215

#### MORGAN CREECH | FIRST VICE PRESIDENT SRS NATIONAL NET LEASE GROUP

9850 Von Allmen Court | Louisville, KY 40241 DL: 502.442.7074 | M: 270.748.0132 Morgan.Creech@srsre.com | KY License No. 243177

#### SARAH SHANKS | FIRST VICE PRESIDENT SRS NATIONAL NET LEASE GROUP

9850 Von Allmen Court | Louisville, KY 40241 DL: 502.442.7079 | M: 502.417.6773 Sarah.Shanks@srsre.com | KY License No. 243176

Broker of Record: T.J. Lefler - Sage Partners | AR License No. SA00062336





### **INVESTMENT SUMMARY**

#### KFC - NASHVILLE, ARKANSAS

SRS National Net Lease Group is pleased to offer the opportunity to acquire the fee simple interest (land & building ownership) in an absolute NNN leased, franchisee and personal guaranteed, drive-thru equipped, Kentucky Fried Chicken, investment property located in Nashville, AR. The tenant, Southwest Arkansas Foods, Inc. (4-unit entity), will sign a brand new 20-year lease at the close of escrow with 4 (5-year) option periods to extend. The lease will feature 8% rental increases every 5 years throughout the initial term and at the beginning of each option period, growing NOI and hedging against inflation. The lease is franchisee guaranteed for the entire term and is also personally guaranteed by the operator for 5 years. The offering is absolute NNN with zero landlord responsibilities.

KFC is strategically located along S Main St., a primary north/south retail and commuter thoroughfare traveling through the city of Nashville, averaging 8,600 vehicles passing by daily. The building is equipped with a drive-thru, providing ease and convenience to customers. On average, stores with drive-thrus experience higher sales than those without. The site is positioned within a dense retail corridor, with nearby national/credit tenants including Fred's Super Dollar, O'Reilly Auto Parts, Regions Bank, and more, increasing consumer draw and promoting crossover traffic to the site. The 5-mile trade area is supported by more than 7,500 residents with an average household income of \$53,000.

OFFERING	
Pricing:	\$964,000
Net Operating Income:	\$54,459
Cap Rate:	5.65%
Guaranty:	Personal (5-Year) & Franchisee
Tenant:	Southwest Arkansas Foods, Inc. (4-Unit Entity)
Lease Type:	Absolute NNN
Landlord Responsibilities:	None

PROPERTY SPECIFICATIONS					
Rentable Area:	2,484 SF				
Land Area: 0.47 Acres (Parcel: 750-00873-000C)					
Property Address: 320 S. Main Street, Nashville, AR 71852					
Year Built:	1970				
Ownership:	Fee Simple (Land and Building)				



#### **INVESTMENT HIGHLIGHTS**

#### Brand New 20-Year Lease | Personal & Franchisee Guaranty | Rental Increases

- The tenant will execute a brand new 20-year sale leaseback at the close of escrow with 4 (5-year) options to extend
- 8% rental increases every 5 years throughout the initial term and at the beginning of each option period
- The lease is franchisee guaranteed (4-unit entity) for the entire term and also personally guaranteed by the operator for 5 years

#### Absolute NNN Lease | Fee Simple Ownership | Zero Landlord Responsibilities

- Tenant pays for CAM, taxes, insurance and maintains all aspects of the premises
- No landlord responsibilities
- · Ideal, management-free investment for an out-of-state, passive investor

#### Primary Thoroughfare | Large Pylon Sign | Drive-Thru Equipped

- Located along S Main St. (8,600 VPD), a primary retail and commuter thoroughfare traveling through Nashville
- Site is complete with a large pylon sign, providing excellent visibility along S Main St.
- On average, stores with drive-thrus experience higher sales than those without

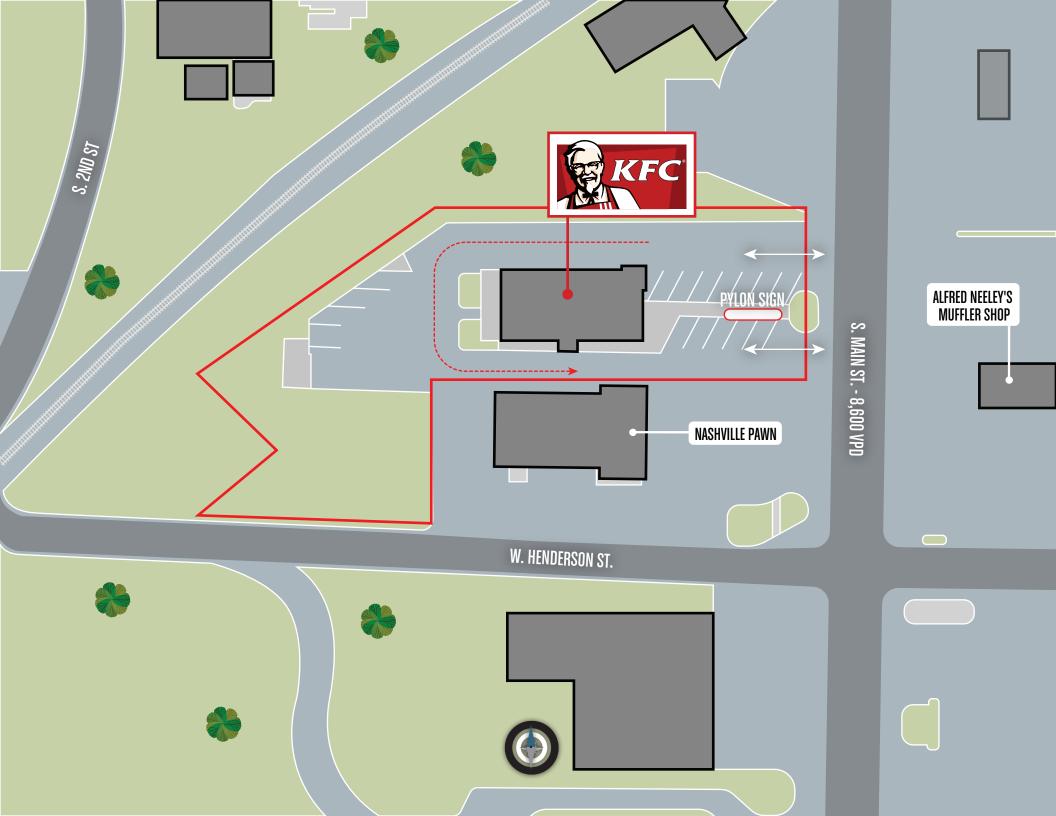
#### Nearby National/Credit Tenants | Crossover Synergy

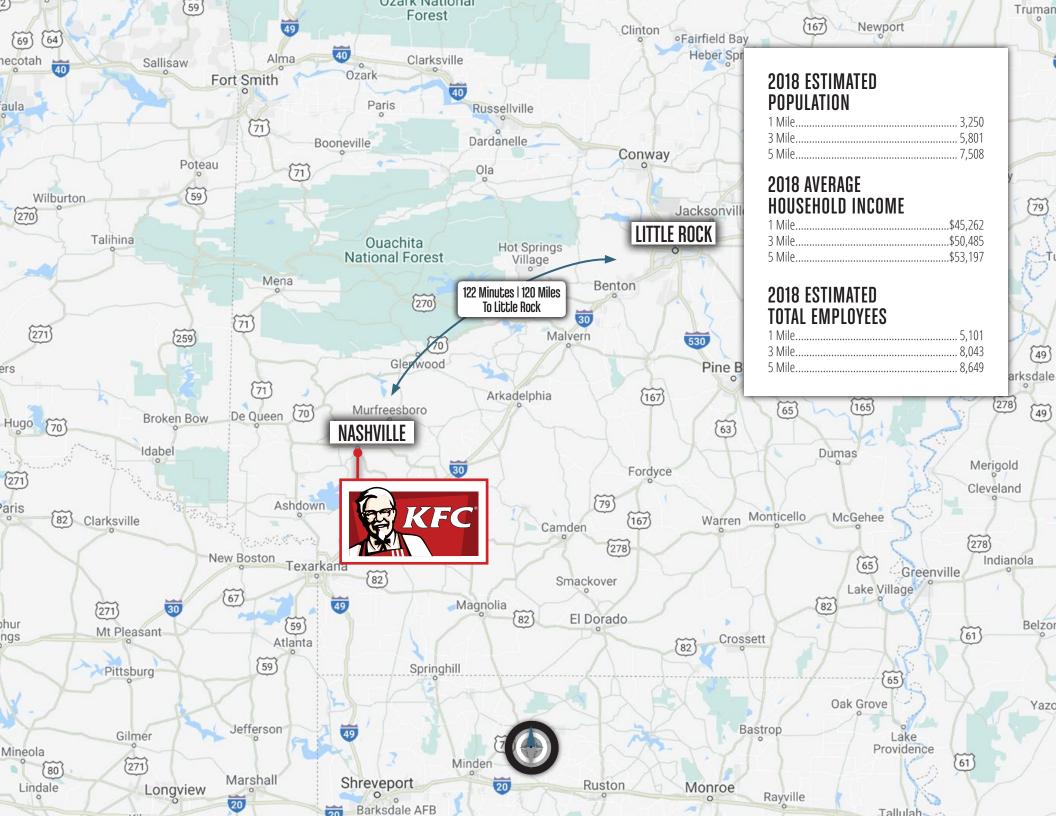
- KFC is positioned within a dense retail corridor, with nearby national/credit tenants including Fred's Super Dollar, O'Reilly Auto Parts, Regions Bank, and more
- Increases consumer draw and promotes crossover shopping to the subject trade area

#### Local Demographics In 5-Mile Trade Area

- More than 7,500 residents and nearly 8,700 employees support the trade area
- \$53,000 average household income







## **AREA DEMOGRAPHICS**







2018 Estimated Population   3,250   5,801   7,508     2023 Projected Population   3,135   5,631   7,304     2010 Census Population   3,460   6,067   7,789     2018 Estimated Households   1,254   2,227   2,893     2023 Projected Households   1,206   2,157   2,812     2010 Census Households   1,344   2,340   3,008     2018 Estimated White   58.81%   67.06%   70.37%     2018 Estimated Black or African American   28.52%   23.25%   21.51%     2018 Estimated Asian or Pacific Islander   0.83%   1.02%   0.93%     2018 Estimated American Indian or Native Alaskan   0.65%   0.53%   0.57%     2018 Estimated American Indian or Native Alaskan   0.65%   0.53%   0.57%     2018 Estimated Average Household Income   \$45,262   \$50,485   \$53,197     2018 Estimated Median Household Income   \$43,759   \$37,466   \$38,854     2018 Estimated Per Capita Income   \$17,946   \$19,966   \$20,994     2018 Estimated Total Businesses   215	DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
2010 Census Population 3,460 6,067 7,789   2018 Estimated Households 1,254 2,227 2,893   2023 Projected Households 1,206 2,157 2,812   2010 Census Households 1,344 2,340 3,008   2018 Estimated White 58.81% 67.06% 70.37%   2018 Estimated Black or African American 28.52% 23.25% 21.51%   2018 Estimated Asian or Pacific Islander 0.83% 1.02% 0.93%   2018 Estimated American Indian or Native Alaskan 0.65% 0.53% 0.57%   2018 Estimated Other Races 11.66% 10.89% 9.55%   2018 Estimated Hispanic 22.49% 20.36% 17.66%   2018 Estimated Average Household Income \$45,262 \$50,485 \$53,197   2018 Estimated Median Household Income \$45,262 \$50,485 \$53,197   2018 Estimated Per Capita Income \$45,262 \$50,485 \$23,994   2018 Estimated Total Businesses 215 341 366	2018 Estimated Population	3,250	5,801	7,508
2018 Estimated Households 1,254 2,227 2,893   2023 Projected Households 1,206 2,157 2,812   2010 Census Households 1,344 2,340 3,008   2018 Estimated White   2018 Estimated Black or African American 28.52% 23.25% 21.51%   2018 Estimated Asian or Pacific Islander 0.83% 1.02% 0.93%   2018 Estimated American Indian or Native Alaskan 0.65% 0.53% 0.57%   2018 Estimated Other Races 11.66% 10.89% 9.55%   2018 Estimated Average Household Income \$45,262 \$50,485 \$53,197   2018 Estimated Median Household Income \$45,262 \$50,485 \$53,197   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994	2023 Projected Population	3,135	5,631	7,304
2023 Projected Households1,2062,1572,8122010 Census Households1,3442,3403,0082018 Estimated White58.81%67.06%70.37%2018 Estimated Black or African American28.52%23.25%21.51%2018 Estimated Asian or Pacific Islander0.83%1.02%0.93%2018 Estimated American Indian or Native Alaskan0.65%0.53%0.57%2018 Estimated Other Races11.66%10.89%9.55%2018 Estimated Hispanic22.49%20.36%17.66%Z018 Estimated Average Household Income\$45,262\$50,485\$53,1972018 Estimated Median Household Income\$33,759\$37,466\$38,8542018 Estimated Per Capita Income\$17,946\$19,966\$20,994Z018 Estimated Total Businesses215341366	2010 Census Population	3,460	6,067	7,789
2023 Projected Households1,2062,1572,8122010 Census Households1,3442,3403,0082018 Estimated White58.81%67.06%70.37%2018 Estimated Black or African American28.52%23.25%21.51%2018 Estimated Asian or Pacific Islander0.83%1.02%0.93%2018 Estimated American Indian or Native Alaskan0.65%0.53%0.57%2018 Estimated Other Races11.66%10.89%9.55%2018 Estimated Hispanic22.49%20.36%17.66%Z018 Estimated Average Household Income\$45,262\$50,485\$53,1972018 Estimated Median Household Income\$33,759\$37,466\$38,8542018 Estimated Per Capita Income\$17,946\$19,966\$20,994Z018 Estimated Total Businesses215341366	Karananan anana			
2010 Census Households 1,344 2,340 3,008   2018 Estimated White 58.81% 67.06% 70.37%   2018 Estimated Black or African American 28.52% 23.25% 21.51%   2018 Estimated Asian or Pacific Islander 0.83% 1.02% 0.93%   2018 Estimated American Indian or Native Alaskan 0.65% 0.53% 0.57%   2018 Estimated Other Races 11.66% 10.89% 9.55%   2018 Estimated Hispanic 22.49% 20.36% 17.66%   2018 Estimated Average Household Income   \$45,262 \$50,485 \$53,197   2018 Estimated Median Household Income \$33,759 \$37,466 \$38,854   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994   2018 Estimated Total Businesses 215 341 366	2018 Estimated Households	1,254	2,227	2,893
2018 Estimated White 58.81% 67.06% 70.37%   2018 Estimated Black or African American 28.52% 23.25% 21.51%   2018 Estimated Asian or Pacific Islander 0.83% 1.02% 0.93%   2018 Estimated American Indian or Native Alaskan 0.65% 0.53% 0.57%   2018 Estimated Other Races 11.66% 10.89% 9.55%   2018 Estimated Hispanic 22.49% 20.36% 17.66%   2018 Estimated Average Household Income \$45,262 \$50,485 \$53,197   2018 Estimated Median Household Income \$33,759 \$37,466 \$38,854   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994	2023 Projected Households	1,206	2,157	2,812
2018 Estimated Black or African American 28.52% 23.25% 21.51%   2018 Estimated Asian or Pacific Islander 0.83% 1.02% 0.93%   2018 Estimated American Indian or Native Alaskan 0.65% 0.53% 0.57%   2018 Estimated Other Races 11.66% 10.89% 9.55%   2018 Estimated Hispanic 22.49% 20.36% 17.66%   2018 Estimated Average Household Income \$45,262 \$50,485 \$53,197   2018 Estimated Median Household Income \$33,759 \$37,466 \$38,854   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994	2010 Census Households	1,344	2,340	3,008
2018 Estimated Black or African American 28.52% 23.25% 21.51%   2018 Estimated Asian or Pacific Islander 0.83% 1.02% 0.93%   2018 Estimated American Indian or Native Alaskan 0.65% 0.53% 0.57%   2018 Estimated Other Races 11.66% 10.89% 9.55%   2018 Estimated Hispanic 22.49% 20.36% 17.66%   2018 Estimated Average Household Income   \$45,262 \$50,485 \$53,197   2018 Estimated Median Household Income \$33,759 \$37,466 \$38,854   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994				
2018 Estimated Asian or Pacific Islander 0.83% 1.02% 0.93%   2018 Estimated American Indian or Native Alaskan 0.65% 0.53% 0.57%   2018 Estimated Other Races 11.66% 10.89% 9.55%   2018 Estimated Hispanic 22.49% 20.36% 17.66%   2018 Estimated Average Household Income \$45,262 \$50,485 \$53,197   2018 Estimated Median Household Income \$33,759 \$37,466 \$38,854   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994	2018 Estimated White	58.81%	67.06%	70.37%
2018 Estimated American Indian or Native Alaskan 0.65% 0.53% 0.57%   2018 Estimated Other Races 11.66% 10.89% 9.55%   2018 Estimated Hispanic 22.49% 20.36% 17.66%   2018 Estimated Average Household Income \$45,262 \$50,485 \$53,197   2018 Estimated Median Household Income \$33,759 \$37,466 \$38,854   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994   2018 Estimated Total Businesses 215 341 366	2018 Estimated Black or African American	28.52%	23.25%	21.51%
2018 Estimated Other Races 11.66% 10.89% 9.55%   2018 Estimated Hispanic 22.49% 20.36% 17.66%   2018 Estimated Average Household Income \$45,262 \$50,485 \$53,197   2018 Estimated Median Household Income \$33,759 \$37,466 \$38,854   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994   2018 Estimated Total Businesses 215 341 366	2018 Estimated Asian or Pacific Islander	0.83%	1.02%	0.93%
2018 Estimated Hispanic 22.49% 20.36% 17.66%   2018 Estimated Average Household Income \$45,262 \$50,485 \$53,197   2018 Estimated Median Household Income \$33,759 \$37,466 \$38,854   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994   2018 Estimated Total Businesses 215 341 366	2018 Estimated American Indian or Native Alaskan	0.65%	0.53%	0.57%
2018 Estimated Average Household Income \$45,262 \$50,485 \$53,197   2018 Estimated Median Household Income \$33,759 \$37,466 \$38,854   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994   2018 Estimated Total Businesses 215 341 366	2018 Estimated Other Races	11.66%	10.89%	9.55%
2018 Estimated Median Household Income \$33,759 \$37,466 \$38,854   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994   2018 Estimated Total Businesses 215 341 366	2018 Estimated Hispanic	22.49%	20.36%	17.66%
2018 Estimated Median Household Income \$33,759 \$37,466 \$38,854   2018 Estimated Per Capita Income \$17,946 \$19,966 \$20,994   2018 Estimated Total Businesses 215 341 366				
2018 Estimated Per Capita Income   \$17,946   \$19,966   \$20,994     2018 Estimated Total Businesses   215   341   366	2018 Estimated Average Household Income	\$45,262	\$50,485	\$53,197
2018 Estimated Total Businesses 215 341 366	2018 Estimated Median Household Income	\$33,759	\$37,466	\$38,854
	2018 Estimated Per Capita Income	\$17,946	\$19,966	\$20,994
2018 Estimated Total Employees 5,101 8,043 8,649	2018 Estimated Total Businesses	215	341	366
	2018 Estimated Total Employees	5,101	8,043	8,649





# RENT ROLL

	LEASE TERM			RENTAL RATES							
TENANT NAME	SQUARE FEET	LEASE START	LEASE END	BEGIN	INCREASE	MONTHLY	PSF	ANNUALLY	PSF	<b>RECOVERY TYPE</b>	OPTIONS
Southwest Arkansas	2,484	COE	20 Years	Year 1	-	\$4,538	\$1.83	\$54,459	\$21.92	Absolute NNN	4 (5-Year)
Foods, Inc. (dba KFC)				Year 6	8%	\$4,901	\$1.97	\$58,816	\$23.68		8% Incr. at beg.
(Franchisee Guaranty)				Year 11	8%	\$5,293	\$2.13	\$63,521	\$25.57		of each option
(Personal Guaranty)				Year 16	8%	\$5,717	\$2.30	\$68,603	\$27.62		

FINANCIAL INFORMATION	
Price:	
Net Operating Income:	\$54,459
Cap Rate:	
Lease Type:	Absolute NNN

PROPERTY SPECIFICATIONS	
Year Built:	
Rentable Area:	
Land Area:	
Address:	



REPRESENTATIVE PHOTO





## **BRAND PROFILE**

### **KFC CORPORATION**

KFC Corporation, also known as Kentucky Fried Chicken, operates a chain of chicken restaurants in the United States and internationally. The company provides sandwiches, sides, desserts, drinks, sauces, fill ups, buttermilk biscuits, and other products; big box meals, popcorn nuggets, and kid's meals; and chicken products, including chicken hot wings, chicken sandwiches, and fried chicken products. There are over 22,000 KFC outlets in more than 135 countries and territories around the world. The company also franchises its restaurants. KFC Corporation was founded in 1952 and is based in Louisville, Kentucky. KFC Corporation operates as a subsidiary of Yum! Brands.

Company Type:	Subsidiary
Parent:	
2017 Employees:	60,000
2017 Revenue:	\$5.88 Billion
2017 Net income:	\$1.34 Billion
2017 Assets:	\$5.31 Billion
Credit Rating:	S&P: BB







### **OPERATOR PROFILE**



Fowler Foods, Inc. started out as a single KFC store in 1965. Today it operates 73 KFC's, 1 Taco Bell, and 15 dual concept KFC/Taco Bell locations across 7 seven states. The company plans to build another 9 locations to their portfolio by the end of 2021.

Of their current portfolio, 86 locations are in the newest American Showmand esign, which modernizes KFC stores with a cleaner and bolder look that emphasizes its signature red and white stripes. The majority of these locations were remodeled by the operator in 2017. Since KFC U.S. rolled out the remodeling program or 're-colonelization' in 2015, the brand has experienced same-store sales growth.







### SRS GLOBAL STATS



600+ TLY CLIENTS REPRESENTED IN 2016 \$2.6B\* TRANSACTION VALUE 20+ offices

BROKERS

PROFESSIONALS,

AND STAFF



This Offering Memorandum has been prepared by SRS National Net Lease Group (SRS) and has been approved for distribution by the owner. Although effort has been made to provide accurate information, neither the owner nor SRS can warrant or represent accuracy or completeness of the materials presented herein or in any other written or oral communications transmitted or made available to the purchaser. Many documents have been referred to in summary form and these summaries do not purport to represent or constitute a legal analysis of the contents of the applicable documents. Neither owner nor SRS represents that this offering summary is all inclusive or contains all of the information a purchaser may require. All of the financial projections and/or conclusions presented herein are provided strictly for reference purposes and have been developed based upon assumptions and conditions in effect at the time the evaluations were undertaken. They do not purport to reflect changes in the economic performance of the property or the business activities of the owner since the date of preparation of this Offering Memorandum. The projected economic performance of the property, competitive submarket conditions, and selected economic and demographic statistics may have changed subsequent to the preparation of the package. Qualified purchasers are urged to inspect the property and undertake their own independent evaluation of the property, the market and the surrounding competitive environment.

**\*STATISTICS ARE FOR 2017.**