



# RANDALL COMMERCIAL GROUP, LLC

INVESTMENT REAL ESTATE OPTIMIZED

## REPRESENTATIVE PHOTO



**BRICK DOLLAR GENERAL (UNDER CONSTRUCTION) | OLIVE BRANCH, MS (HWY 305)**

**FOR SALE // \$2,498,746 // 5.0% CAP RATE //**  
RETAIL PROPERTY

**PRESENTED BY //**

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# DISCLAIMER



## CONFIDENTIALITY & DISCLAIMER

The information provided within this Offering Memorandum has been obtained from sources that are believed to be reliable, but Randall Commercial Group, LLC has not verified the information and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. The information may be estimated or generalized and is prepared to provide a summary of highlights and only a preliminary level of information regarding the project. Any interested party must independently investigate the subject property, particularly from a physical, financial, tenant, and overall development standpoint. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. This information is not intended to provide full due diligence on the subject property, as it is the responsibility of the interested buyer to conduct full due diligence with their advisors. The data contained within this offering memorandum is for information purposes only and is not sufficient for evaluation of Property for potential purchase.

Randall Commercial Group, LLC has not performed due diligence pertaining to the physical state of the property nor the property's current or future financial performance. Furthermore, no due diligence has been performed regarding the financial condition or future plans for this location. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs. This information may have changed and there may be omissions of material data as this is not intended to provide complete due diligence.

Past, expected or projected performance does not guarantee future performance. Property owners and/or buyers bear the full risk and exposure of all business, events, tenant, credit, and liability associated with such properties. The acreage, size, and square footage of the property and improvements are estimated and should be independently verified. Inherent risk and concentrated exposure are associated with single tenant occupied properties and prospective buyer should fully investigate tenant, lease, market, and all relevant aspects of this property, tenant, and transaction. Unless a fully executed purchase and sale agreement has been executed, seller and Randall Commercial Group, LLC expressly reserves the right, at their sole discretion, to reject any and all expressions and/or interests or offers to purchase the property and to terminate negotiations and discussions with any person or entity reviewing this offering memorandum or making an offer on property unless a purchase and sale agreement of property has been executed and delivered.

In no event shall prospective purchaser or its agent have any claims against Seller or Randall Commercial Group, LLC or any of its affiliates, directors, offices, owners, agents, or licensees for any damages, liability, or any cause of action relating to this solicitation process, the marketing material, marketing process, or sale of property. By reviewing the material contained herein, you are agreeing to the terms and limitations of its use provided herein.

An owner/agency relationship exists with an Associate Broker of Randall Commercial Group, LLC, and the owner of the Subject Property located at 3950 Highway 305, Olive Branch, MS. The Associate Broker has an ownership interest in the Subject Property located at 3950 Highway 305, Olive Branch, MS, and other business with the Manager of the ownership entity.



# INVESTMENT SUMMARY



## INVESTMENT SUMMARY

OFFERING PRICE:	\$2,498,746
NET OPERATING INCOME:	\$124,937
YR1 CAP RATE:	5.0%
YEAR BUILT:	2022
BUILDING SIZE:	9,026 SF
LOT SIZE:	1.56 Acres
PROPERTY ADDRESS	3950 Highway 305
CITY, STATE, ZIP:	Olive Branch, MS 38654
3 MILE POPULATION:	6,796

## PROPERTY DESCRIPTION

Randall Commercial Group, LLC is pleased to exclusively offer for sale this free-standing Dollar General located in Olive Branch, MS. The subject property is located on Hwy 305 (12,000 AADT) just three miles from the center of Olive Branch and less than two miles from the FedEx Ground Olive Branch Hub. DeSoto county is recognized as one of the state's fastest-growing areas with top-rated schools and a significant industrial presence to take advantage of the major shipping hub in Memphis, TN. The property features a brand-new, 15-year NNN lease that is scheduled to commence in February 2022. Dollar General is an investment grade tenant with a Standard & Poor's "BBB" credit rating and is considered one of the strongest tenants in the nation.

## PROPERTY HIGHLIGHTS

- NNN Single Tenant Investment Opportunity
- Located in the Memphis, TN MSA
- 15 Year Lease with Five (5) Five (5) Year Options
- 10% Increases Per Option
- Corporate Guarantee by Dollar General Corporation

## LEASE SUMMARY

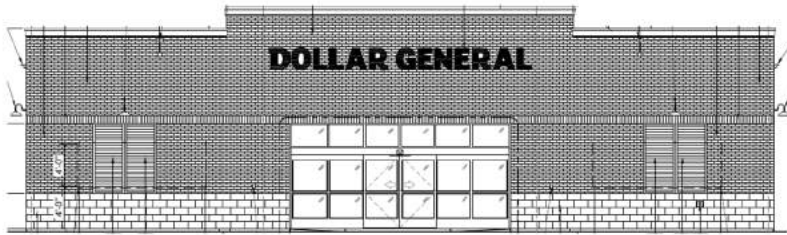
TENANT:	Dolgencorp, LLC d/b/a Dollar General
LEASE TYPE:	NNN
PRIMARY LEASE TERM:	15 Years
ANNUAL RENT:	\$124,937.28
RENT PSF:	13.84 PSF
BLDG. DELIVERY DATE:	Est. February 2022
RENT COMM. DATE:	TBD
RENEWAL OPTIONS:	Five (5) Five (5) Year Options
RENT BUMPS:	10% per Option
LEASE GUARANTOR:	Dollar General Corporation



# COMPLETE HIGHLIGHTS



Front Elevation



## LOCATION INFORMATION

BUILDING NAME	Brick Dollar General (Under Construction)   Olive Branch, MS (Hwy 305)
STREET ADDRESS	3950 Highway 305
CITY, STATE, ZIP	Olive Branch, MS 38654
COUNTY	Desoto
MARKET	Memphis
SIGNAL INTERSECTION	No

## BUILDING INFORMATION

NOI	\$124,937.28
CAP RATE	5.0
OCCUPANCY %	100.0%
TENANCY	Single
NUMBER OF FLOORS	1
YEAR BUILT	2022
FREE STANDING	Yes





# OLIVE BRANCH, MS



## MARKET INFORMATION

- ▶ Recognized for its big city conveniences, while maintaining its small town friendliness and charm - Located only 28.5 miles from the Memphis area
- ▶ Named one of the fastest growing cities in the United States
- ▶ Recognized as having the best public school schools in the state of Mississippi
- ▶ Home to the largest Bonsai nursery in the United States, Brussel's Bonsai
- ▶ Home to the busiest airport in Mississippi, The Metro Park Airport
- ▶ Home to the #1 aviation training facility in the Mid South, Air Venture Flight Center
- ▶ Recipient of numerous Keep Mississippi Beautiful awards
- ▶ Home to more than 80 manufacturing and distribution centers, located within our industrial parks
- ▶ FedEx Grounds has announce it intends to hire 400 new positions for its Olive Branch operation
- ▶ The Olive Branch household income is 21% above the national average

Source: Olivebranchms.com & Desototimes.com



FOR SALE // RETAIL PROPERTY

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# DESOTO COUNTY



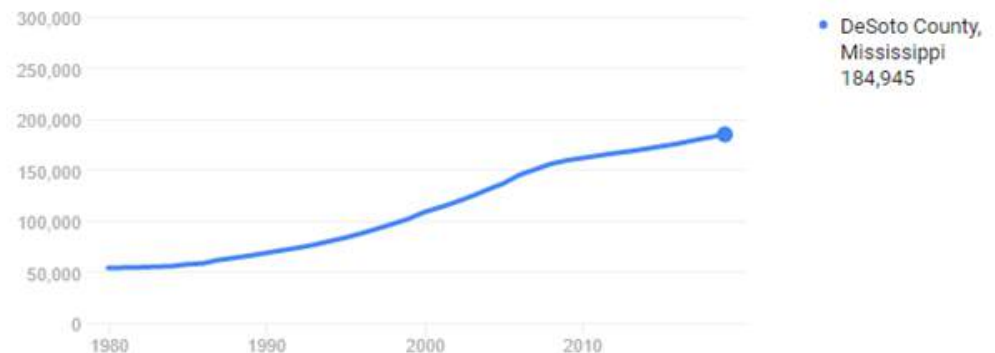
## DESOTO COUNTY MARKET DATA

- DeSoto County cost of living is 9% less than the national average, with capital investment this year up to \$590 million -desotocounty.com
  - The population has grown 16% since 1990 in Southaven and 243% in DeSoto County - census
  - Amazon, AT&T, McKesson, and Amerisource Bergen have major fulfillment centers in DeSoto County - DeSoto County Economic Development
  - Google is opening its first US operation Center in Southaven, MS, a 60,000 sq.ft. building that is scheduled for completing in 2021 -DeSoto County Economic Development
  - DeSoto County has two of the top five high schools in the State (Lewisburg High School ranked #1, DeSoto Central High ranked #5). The schools have consistently maintained an "A" ranking, one of only nine counties in the state to hold this rank - DeSoto Times Tribune
  - The County's top employers include the healthcare giants of Baptist Memorial Hospital and Methodist Olive Branch Hospital, and the numerous distribution and manufacturing businesses, including: FedEx, Williams-Sonoma, McKesson, Siemens, Milwaukee Electric, and SYNnex -DeSoto County Economic Development
- Source: Population data sourced from US Census Data

## CUSTOM TABLE HEADLINE

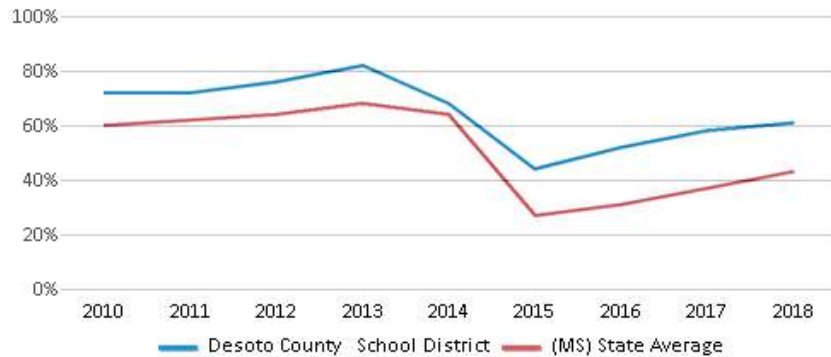
EMPLOYER	TABLE TITLE	PRODUCT/SERVICE
DESOTO COUNTY SCHOOLS	3,872	Public School System
BAPTIST MEMORIAL HOSPITAL	1,750	Healthcare
WILLIAMS-SONOMA	993	Distribution
MILWAUKEE ELECTRIC TOOL	800	Distribution
SYNNEX	600	Manufacturing & Distribution
FEDEX GROUND	433	Healthcare
MCKESSON	400	Pharmaceutical Products
FUTURE ELECTRONICS	357	Electrical Components
SIEMENS INDUSTRY INC.	300	Building Management Systems

184,945 (2019)





# DESOTO COUNTY HEALTHCARE & EDUCATION



## EDUCATION

- ▶ 24 Elementary, Intermediary, and Primary schools in DeSoto County School System
- ▶ 25 National Merit Semifinalists in 2020
- ▶ "A" Rated School District 4 years in a row (*MS Dept. of Education*)
- ▶ 2,101 Teachers (*MS Dept. of Education*)
- ▶ 89.4% Graduation Rate (*MS Dept. of Education*)
- ▶ Lewisburg High School ranked #1 in the state, Hernando High School ranked #2, DeSoto Central High ranked #5 (*DeSoto County Schools*)
- ▶ DeSoto County also hosts campuses for Northwest Community College (~7,500 students total), and The University of Mississippi DeSoto Center



## METHODIST OLIVE BRANCH HOSPITAL

- ▶ 53 beds
- ▶ Short-Term Acute Care Facility
- ▶ Extensive Radiology, Nuclear Medicine, and Imaging Services
- ▶ Over 13,000 Discharges in 2018
- ▶ +\$368,000,000 Gross Patient Revenue (2018)
- ▶ Opened in 2013 as the first newly licensed hospital to open in the state in 25 years
- ▶ First LEED-certified hospital in Mississippi

Source: AHD



## BAPTIST MEMORIAL HOSPITAL - DESOTO

- ▶ 329 Beds
- ▶ Verified Level III Trauma Center
- ▶ Full-Service Joint Commission Accredited Facility since 7/2017
- ▶ Over 84,000 visits in 2018
- ▶ +\$1,500,000,000 Gross Patient Revenue (2018)
- ▶ + \$20,500,000 Net Income (2018)

Source: AHD



# AERIAL MAP



Map data ©2021 Imagery ©2021, CNES / Airbus, Landsat / Copernicus, Maxar Technologies, State of Arkansas, USDA Farm Service Agency



# REGIONAL MAP





# TENANT PROFILE



## Highlights of 2020

1. Net sales *increased* 21.6% to \$33.7 billion, and same-store sales increased 16.3%
2. Operating profit *increased* 54.4% to 3.6 billion
3. Net income *grew* to \$2.7 billion, and diluted earnings per share increased 59.9% to \$10.62
4. Cash flows from operations were \$3.9 billion, an *increase* of 73.2%



**Dollar General Corporation** has been delivering value to shoppers for 80 years. Headquartered in Goodlettsville, TN, the BBB S&P rated, company helps shoppers Save time. Save money. Every day!® by offering products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, basic apparel, housewares and seasonal items at everyday low prices in convenient neighborhood locations. Dollar General operates over 17,000+ stores as of January 2021. In addition to high-quality private brands, Dollar General sells products from America's most-trusted manufacturers such as Clorox, Energizer, Procter & Gamble, Hanes, Coca-Cola, Mars, Unilever, Nestle, Kimberly-Clark, Kellogg's, General Mills, and PepsiCo.

<https://www.dollargeneral.com/>



**12.2% Increase**  
Same Store Sales Q4



**\$33.7 Billion**  
In Sales



**1,050**  
Stores to Open in  
2021



**81**  
Years in Business



**32 Quarters**  
Same Store Growth



# DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	2,912	19,743	45,693
AVERAGE AGE	40.9	38.2	38.1
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
TOTAL HOUSEHOLDS	987	6,796	16,173
# OF PERSONS PER HH	2.95	2.91	2.83
AVERAGE HH INCOME	\$122,623	\$96,824	\$94,674

\* Demographic data derived from 2021 ESRI



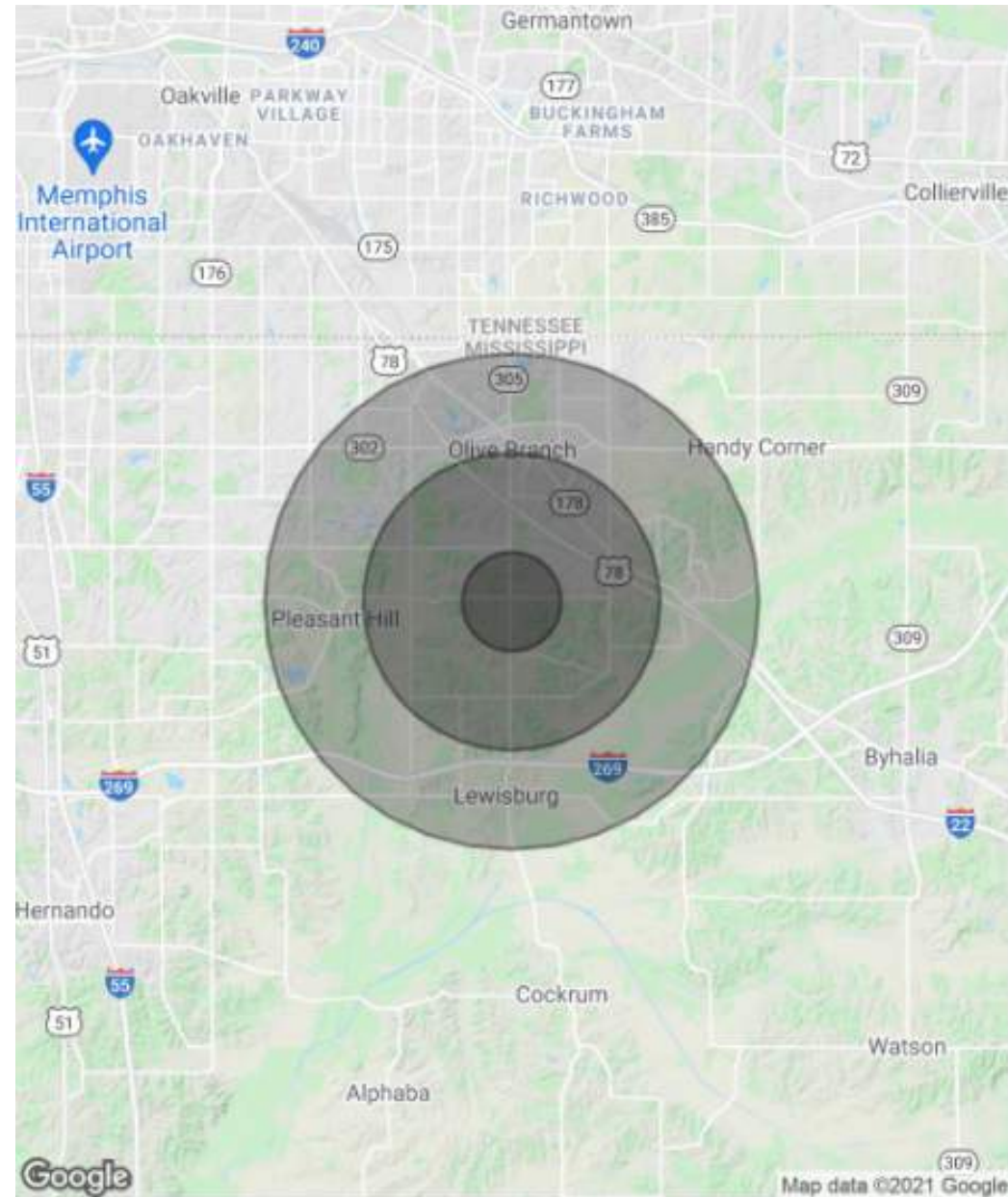
**45.6k**

population  
(5 miles)



**122.6k**

avg. HH income  
(1 mile)







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## ABOUT RANDALL COMMERCIAL GROUP, LLC

Randall Commercial Group, LLC is a boutique commercial real estate investment brokerage and consulting firm focused on properties and development opportunities in the southeastern United States for clients located throughout the country. Through a myriad of brokerage services, we serve institutional and individual investors as well as end users, tenant, and developers on deals ranging up to \$50 million in estimated market value.

Our proprietary research, continual education, creativity, and perseverance allow us to focus on creating client wealth by optimizing real estate strategies for businesses and investors while building meaningful, long-term relationships. The majority of our business results from expanding our client relationships and referrals from clients and peers. We believe the reward for hard work well done is the opportunity to do more of it; for this, we thank you for your trust and belief in our methodology.

Our corporate strategy is simple: client first. We do not desire to be all things to all clients, but we are singularly focused on being all things investment real estate.