



RANDALL COMMERCIAL GROUP, LLC

INVESTMENT REAL ESTATE OPTIMIZED

REPRESENTATIVE PHOTO



DOLLAR GENERAL (UNDER CONSTRUCTION) | SENATOBIA, MS

FOR SALE // \$2,113,798 // 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 3075 Hwy 51 S., Senatobia, MS. The Associate Broker has an ownership interest in the Subject Property located at 3075 Hwy 51 S., Senatobia, MS, and other business with the Manager of the ownership entity.

INVESTMENT SUMMARY



INVESTMENT SUMMARY

OFFERING PRICE:	\$2,113,798
NET OPERATING INCOME:	\$105,689
YR1 CAP RATE:	5.0%
YEAR BUILT:	2022
BUILDING SIZE:	10,566 SF
LOT SIZE:	1.32 Acres
PROPERTY ADDRESS	3075 Hwy 51 S
CITY, STATE, ZIP:	Senatobia, MS 38668
3 MILE POPULATION:	9,930

PROPERTY DESCRIPTION

Randall Commercial Group, LLC is pleased to exclusively offer for sale this brand new, free-standing Dollar General located in Senatobia, MS. The subject property has a 15-year, NNN with an estimated delivery date in July 2022. The property is strategically located along Hwy 51 next to Interstate 55, which experiences $\pm 32,000$ VPD, and is less than a mile from Northwest Mississippi Community College. 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.

LEASE SUMMARY

TENANT:	Dolgencorp, LLC d/b/a Dollar General
LEASE TYPE:	NNN
PRIMARY LEASE TERM:	15 Years
ANNUAL RENT:	\$105,689.88
RENT PSF:	\$10.00 PSF
BLDG. DELIVERY DATE:	July 2022
RENEWAL OPTIONS:	Five (5) Five (5) Year Options
RENT BUMPS:	10% per Option
LEASE GUARANTOR:	Dollar General Corporation

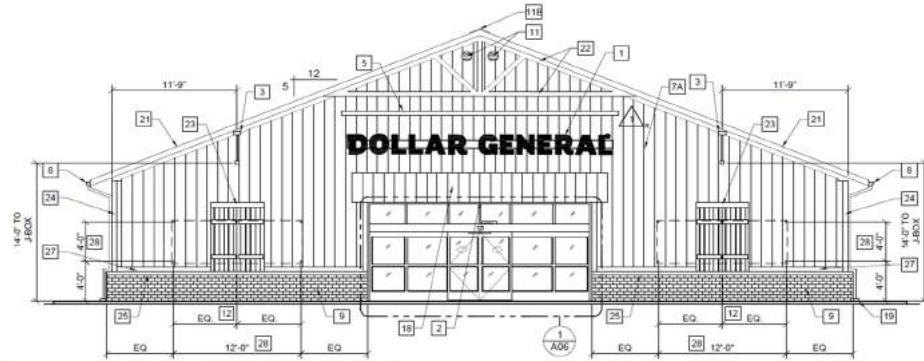
LOCATION DESCRIPTION

Senatobia, MS is part of the Memphis MSA and the 16th largest municipality in the Memphis Metropolitan Area. The city is home to the main campus of Northwest Mississippi Community College and an ABB center, a leading global technology company that creates \$27.98 billion in revenue. Senatobia is known as *The Five Star City* for its superb quality of life (Source: nwccrangers.com).

REPRESENTATIVE PHOTO



COMPLETE HIGHLIGHTS



Representative Elevation



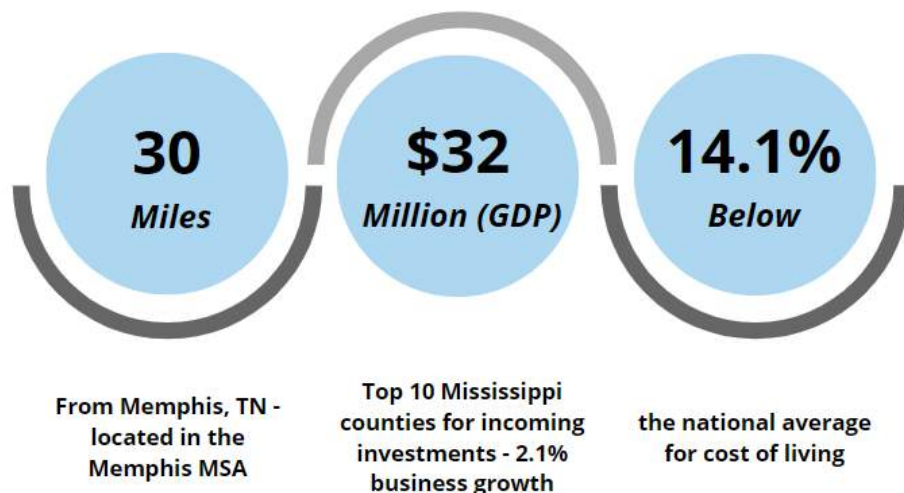
LOCATION INFORMATION

BUILDING NAME	Dollar General (Under Construction) Senatobia, MS
STREET ADDRESS	3075 Hwy 51 S
CITY, STATE, ZIP	Senatobia, MS 38668
COUNTY	Tate

BUILDING INFORMATION

NOI	\$105,689.90
CAP RATE	5.0%
OCCUPANCY %	100.0%
TENANCY	Single
NUMBER OF FLOORS	1
YEAR BUILT	2022
FRAMING	Wood
CONDITION	Excellent
FREE STANDING	Yes

SENATOBIA, MS ECONOMY (TATE COUNTY)



ECONOMY

- Senatobia spec building is distribution with 24-foot ceilings is in Senatobia Industrial Park within a mile of Interstate 55
- Tate County is once again in top 10 Mississippi counties for most incoming investment with **2.1%** in business growth, **\$32 million** GDP growth, 12.4 new building permits (per 1,000 homes) - with a 37.60 investment index
- ABB (Global Industrial Technology) created a **\$36 million** expansion manufacturing operation in Senatobia, MS, creating 200 jobs (2015)
- **\$52.5 million** project to construct new bridges in Tate County set for completion in 2022
- Pk USA, located in Senatobia industrial area, generates **\$1.97 million** in sales
- Tate County is undergoing renovating and construction for the courthouse, an estimated **\$3 million** project
- Source: bestplace.net, tatecountymiss.com, wikipedia.org, cityofsenatobia.com, fred.stlouisfed.org, proximityone.com, agrimarketing.com, dnb.com, taterecord.com

ECONOMY

- Senatobia is a city in the county seat of Tate County, MS - the **16th largest** municipality in the Memphis Metropolitan Area - with Tate county being home to 27,000 residents
- The City of Senatobia is located along Interstate 55 and only 30 minutes from Memphis, TN - a metro area of 77,274,523 (millions) total gross domestic product in 2020
- Baddour Center, located in Senatobia, MS, is a residential care facility creating 200 local jobs and generating as a company whole **\$10.41 million** in sales
- Senatobia Municipal School District had a total revenue of **\$17 million** in the 2016-17 year. 32.6% came from local sources, 55.7% from state sources, and 11.7% from federal sources
- Senatobia Municipal School District had a per-pupil revenue of \$9,562 per pupil in the 2016-2017 school year
- Senatobia has seen the job market increase by **1.5% over** the last year with the cost of living is **14.1% below** the national average



NORTHWEST MS COMMUNITY COLLEGE



NORTHWEST MISSISSIPPI COMMUNITY COLLEGE (NWMCC)

- NWCC Senatobia campus serves as the main campus service over **5,000** students with 12+ buildings on campus
- NWMCC ranked **#9** best nursing schools in Mississippi and **#3** largest Mississippi Community College
- NWMCC Senatobia campus broke ground on a new softball and soccer complex with a project estimate of **\$2,840,000**
- Northwest offers 28 distinct undergraduate degrees, concentrated into 23 majors within 12 broad fields of study
- Northwest announced as being among the first cohort of seven colleges nationwide in Achieving the Dream's (ATD) new Building Resiliency in Rural Communities for the Future of Work Initiative
- Northwest football in December 2020 wone the MACCC and National Community College Football Championship titles
- Source: collegefactual.com, deltabusinessjournal.com, mwccrangers.com, northwestms.edu, registerednursing.org, communitycollegereview.com



NORTHWEST
MISSISSIPPI COMMUNITY COLLEGE



HIGHER EDUCATION



THE UNIVERSITY OF TN HEALTH AND SCIENCE CENTER

- **\$4 Billion** contributed to Tennessee Economy
- **32,000** Number of Jobs Statewide Supported by UTHSC and its Affiliated Organizations
- **\$309 million** sponsored program expenditures (all-source non-clinical grants and programs) the largest in the UT system
- **\$306 million** clinical revenue from partner practice plans
- Total of 3,293 employees, 3,188 enrollment, and a 95% First-attempt board pass rate
- UTHSC College of Pharmacy ranked **#20** in U.S. News and World Report among colleges of pharmacy
- UTHSC College of Nursing ranked **#26** in U.S. News and World Report among doctor of nursing programs in the Country
- The University has budgeted **\$578.9 million** in current, future, and completed projects
- *Source: UTHSC 200-21 Annual Report*

THE UNIVERSITY OF MEMPHIS

- The University contributes nearly **\$1.1 billion** in economic activity annually, supports nearly **\$500 million** in wage and salary payments for local workers and is directly or indirectly responsible for approximately **9,900** Memphis-area jobs
- There are roughly **6,600** employees with an average of **21,000** students
- University of Memphis is one of Tennessee's largest employers
- University of Memphis receives **\$2 million** critical infrastructure cybersecurity grant from the Department of Defense's National Center of Academic Excellence
- The campus boast 25 Chairs of Excellence and five state-approved Centers of Excellence
- The Princeton Review ranked University of Memphis **#23** for Best Online MBA
- University of Memphis plans for a **\$200 million** project for updating and expanding currently campus, including the nursing program
- *Source: Memphis.edu*



BAPTIST MEMORIAL HOSPITAL



BAPTIST MEMORIAL HOSPITAL - DESOTO

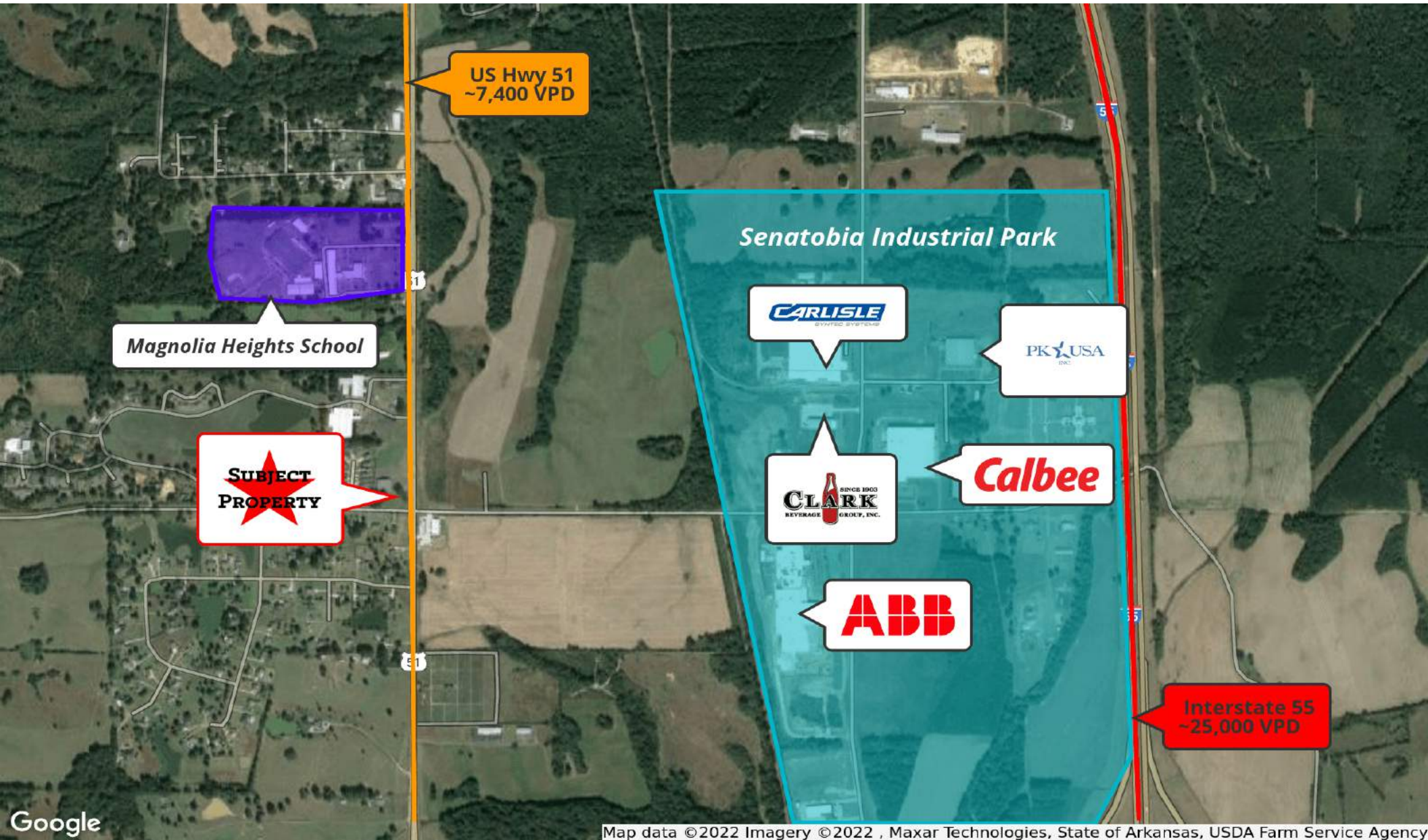
- Located 26 miles away *Baptist Memorial Health Care* is regarded as one of the premier health care systems in the nation with 21 hospitals throughout the Mid-South and access to over 4,500 affiliated physicians
- *Baptist Memorial Hospital - DeSoto* is a **339-bed** acute care hospital in Southaven, MS
- Baptist Memorial Hospital – DeSoto was designated a **“Top Performing Hospital”**
- Ranked **#1** in the State of Mississippi for Gastroenterology
- “Blue Distinction Center of Excellence for Cardiac Care” by BCBS of Mississippi
- Winner of Premier Inc.’s QUEST Hero Award, given for BMHD’s work to promote patient care and safety during the COVID-19 pandemic
- A recent **\$19 million** emergency department expansion and renovation project added 20,000 square feet to the facility including an urgent care center, an outpatient imaging center and a Baptist Medical Group-Memphis Lung Physicians office. Construction will begin in April and will be complete in early 2022.
- Source: *baptistonline.org, desotocountynews.com, U.S News and World Report*



METHODIST HOSPITAL - OLIVE BRANCH

- Newest hospital in the Methodist system, costing **\$137 million**, designed to care for the community of north, MS
- 5-story, **100-bed** hospital, opened in 2013 that features an innovative, environmentally friendly design
- Ranked as **Level 3 Stroke** Ready Center that recently received the American Heart Association/American Stroke Association's Get With The Guidelines - Stroke Silver Plus Quality Achievement Award
- Ranked by Newsweek's Best Maternity Care Hospital 2021 and received Sound Physicians award for Emergency Care
- Methodist Olive Branch Hospital total revenue is **\$379 million**
- Methodist Olive Branch Hospital has 121 employees at this location and over 11,000 within Methodist hospital system
- Source: *methodisthealth.org, memphisdailynews.com, and wreg.com, dnb.com*

LOCATION MAP



AERIAL MAP



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%



17,000+ STORES ACROSS 46 STATES

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	1,158	9,930	12,392
AVERAGE AGE	37.8	32.4	34.2

 Household Income	1 Mile	3 Miles	5 Miles
TOTAL HOUSEHOLDS	398	3,242	4,141
TOTAL PERSONS PER HH	2.72	2.76	2.75
AVERAGE HH INCOME	\$82,285	\$74,713	\$75,933

**Demographic data derived from 2021 ESRI Data*





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PRESIDENT, BROKER

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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.

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WORKING WITH A REAL ESTATE BROKER

****THIS IS NOT A LEGALLY BINDING CONTRACT****

Approved 01/2003 By
MS Real Estate Commission
P.O. Box 12685
Jackson, MS 39232

GENERAL

Before you begin working with any real estate agent, you should know whom the agent represents in the transaction. Mississippi real estate licensees are required to disclose which party they represent in a transaction and to allow a party the right to choose or refuse among the various agency relationships.

There are several types of relationships that are possible and you should understand these at the time a broker or salesperson provides specific assistance to you in a real estate transaction.

The purpose of the Agency Disclosure is to document an acknowledgement that the consumer has been informed of various agency relationships, which are available in a real estate transaction.

For the purpose of this disclosure, the term seller and/or buyer will also include those other acts specified in Section 73-35-3 (1), of the Miss. Code, "...list, sell, purchase, exchange, rent, lease, manage, or auction any real estate, or the improvements thereon including options."

SELLER'S AGENT

A seller can enter into a "listing agreement" with a real estate firm authorizing the firm and its agent(s) to represent the seller in finding a buyer for his property. A licensee who is engaged by and acts as the agent of the Seller only is known as a Seller's Agent. A Seller's agent has the following duties and obligations:

To the Seller:

- *The fiduciary duties of loyalty, confidentiality, obedience, disclosure, full accounting and the duty to use skill, care and diligence.

To the Buyer and Seller:

- *A duty of honesty and fair dealing.
- *A duty to disclose all facts known to the Seller's agent materially affecting the value of the property, which are not known to, or readily observable by, the parties in a transaction.

BUYER'S AGENT

A buyer may contract with an agent or firm to represent him/her. A licensee who is engaged by and acts as the agent of the Buyer only is known as the Buyer's Agent.

If a Buyer wants an agent to represent him in purchasing a property, the buyer can enter into a Buyer's Agency Agreement with the agent. A Buyer's Agent has the following duties and obligations:

To the Buyer:

- * The fiduciary duties of loyalty, confidentiality, obedience, disclosure, full accounting and the duty to use skill, care and diligence.

To the Seller and Buyer:

- * A duty of honesty and fair dealing.

DISCLOSED DUAL AGENT

A real estate agent or firm may represent more than one party in the same transaction. A Disclosed Dual Agent is a licensee who, with the informed written consent of the Seller and Buyer, is engaged as an agent for both Seller and Buyer.

As a disclosed dual agent, the licensee shall not represent the interests of one party to the exclusion or detriment of the interests of the other party. A disclosed dual agent has all the

fiduciary duties to the Seller and Buyer that a Seller's or Buyer's agent has except the duties of full disclosure and undivided loyalty.

A Disclosed Dual Agent may not disclose:

- (a) To the Buyer that the Seller will accept less than the asking or listed price, unless otherwise instructed in writing by the Seller.
- (b) To the Seller that the Buyer will pay a price greater than the price submitted in a written offer to the Seller, unless otherwise instructed in writing by the Buyer.
- (c) The motivation of any party for selling, buying, or leasing a property, unless otherwise instructed in writing by the respective party, or
- (d) That a Seller or Buyer will agree to financing terms other than those offered, unless otherwise instructed in writing by the respective party.

IMPORTANT NOTICE!

"Customer" shall mean that person not represented in a real estate transaction. It may be the buyer, seller, landlord or tenant.

A Buyer may decide to work with a firm that is acting as agent for the Seller (a Seller's Agent or subagent). If a Buyer does not enter into a Buyer Agency Agreement with the firm that shows him properties, that firm and its agents may show the buyer properties as an agent or subagent working on the seller's behalf. Such a firm represents the Seller (not the Buyer) and must disclose that fact to the Buyer.

When it comes to the price and terms of an offer, the Seller's Agent will ask you to decide how much to offer for any property and upon what terms and conditions. They can explain your options to you, but the final decision is yours, as they cannot give you legal or financial advice. They will attempt to show you property in the price range and category you desire so that you will have information on which to base your decision.

The Seller's Agent will present to the Seller any written offer that you ask them to present. You should keep to yourself any information that you do not want the Seller to know (i.e. the price you are willing to pay, other terms you are willing to accept, and your motivation for buying). The Seller's agent is required to tell all such information to the Seller. You should not furnish the Seller's agent anything you do not want the Seller to know. If you desire, you may obtain the representation of an attorney or another real estate agent, or both.

THIS IS NOT A CONTRACT. THIS IS AN ACKNOWLEDGEMENT OF DISCLOSURE

The below named Licensee has informed me that brokerage services are being provided me as a:

- ☐ Client (Seller's or Landlord's Agent)
- ☐ Client (Buyer's or Tenant's Agent)
- ☒ **Customer (not as my Agent)**
- ☐ Client (Disclosed Dual Agent)

By signing below, I acknowledge that I received this informative document and explanation prior to the exchange of confidential information which might affect the bargaining position in a real estate transaction involving me.

(Client)

(Licensee)

January 23, 2022
(Date)

X
(Customer)

(Client)

Randall Commercial Group, LLC
(Company)

(Customer)

LICENSEE -Provide a copy of disclosure acknowledgement to all parties and retain signed original for your files.