

**NEW 13 YEAR ABSOLUTE NNN LEASE | RARE 5% RENT INCREASES EVERY 5 YEARS WALGREENS PHARMACY** Marcus & Millichap

**ROGERSVILLE, TENNESSEE** 

THE GLASS GROUP

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All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap Real Estate Services of Florida, Inc. has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap Real Estate Services of Florida, Inc's. principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap Real Estate Services of Florida, Inc. and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.)

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WALGREENS PHARMACY 4325 TN-66 ROGERSVILLE, TN 37857

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**WALGREENS PHARMACY** 

NEW 13-YEAR ABSOLUTE NNN LEASE | RARE 5% INCREASES EVERY 5-YEARS WELL-ESTABLISHED LOCATION

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### INVESTMENT OVERVIEW<sup>1</sup>

#### **NEW 13-YEAR ABSOLUTE NNN LEASE**

The subject property operates under a newly-signed 13-year Absolute NNN Lease with no landlord management or maintenance responsibilities whatsoever.

#### RARE 5% RENT INCREASES EVERY 5 YEARS

The lease offers 5% rent increases every 5 years during the original term and the 12, five-year renewal options (if exercised) providing exceedingly more cash flow than a traditional flat Walgreens lease.

#### **INVESTMENT GRADE TENANT<sup>2</sup>**

The Lease is guaranteed by Walgreen Co., a subsidiary of Walgreens Boots Alliance, Inc. and rated Baa2/ Stable by Moody's. Walgreens Boots Alliance, Inc., the Parent Company, carries an Investment Grade Credit Rating of BBB/Stable from S&P and Baa2/Stable from Moody's.

#### CRITICAL DRIVE-THROUGH LANE

According to the Wall Street Journal, more companies look for properties that will allow them to serve customers in their cars. Interest in drive-through real estate was growing even before Covid-19, but it exploded last year when total sales volume for restaurants, pharmacy and bank properties hit a record \$12 billion, according to data firm CoStar Group Inc. Finding drive-through real estate can be challenging, especially in densely built areas, because the properties need to have enough space to accommodate long lines of cars.

#### ESSENTIAL RETAILER OPERATING AND ASSISTING U.S. AUTHORITIES DURING THE COVID-19 PANDEMIC<sup>3</sup>

As a global, pharmacy-led health care company, Walgreens Boots Alliance has been working to ensure the safety and well-being of their colleagues, patients and customers during the pandemic of COVID-19. Their retail pharmacies have worked to provide up-to-date information and public health guidelines to customers, and their emergency response teams across the business are actively working to find ways play a greater role in what has become a global emergency – including working with the United States federal government to expand access to COVID-19 testing.

#### STRATEGICALLY LOCATED NEAR REGIONAL HOSPITAL

The subject property has direct street frontage along Trail of the Lonesome Pine (average daily traffic counts of 15,488 VPD) and is situated adjacent to a Walmart Supercenter. The property is also strategically located within one-third-of-a-mile from the Hawkins County Memorial Hospital and Emergency Center, which is part of the Ballad Health System (21 hospitals in the region). There are a number of national tenants in the immediate trade area including McDonald's, Taco Bell, Little Caesars Pizza, Verizon, Long John Silver's, Pizza Hut and more.







(1) Rentable Area, Lot Size, Guarantor, Lease Terms, Building Specifications, Year Built, Demographics and S&P/Moody's Ratings are estimates. Buyer is responsible for verifying during the Due Diligence process.
(2) All financial data shown above is for Walgreens Boots Alliance, Inc., the Parent Company. The Tenant under the Lease, Walgreen Co., is a subsidiary of Walgreens Boots Alliance, Inc., the parent company. Walgreens Boots Alliance, Inc. does not guarantee the lease.

## OFFERING HIGHLIGHTS<sup>1</sup>

# WALGREENS

4325 TN-66 ROGERSVILLE, TN 37857

Net Operating Income	\$222,300
Lease Type	Absolute NNN
Lease Term	13 Years
Lease Commencement	2/1/2022
Lease Expiration Date	2/28/2035
Year Built	20081
Rentable Area	14,820 SF <sup>1</sup>
Lot Size	2.03 Acres <sup>1</sup>
Primary Term Escalations	5% Every Five Years
Options	(12) Five-Year Options
Tenant / Guarantor	Walgreens Co.
Right of First Refusal	Yes, Twenty (20) Days

OFFERING PRICE

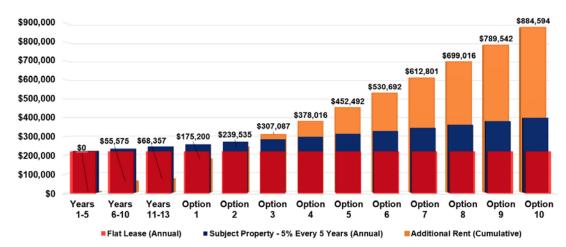
\$4,583,505

**CAP RATE** 

4.85%

# ADDITIONAL RENT COMPARISON SUBJECT PROPERTY VS. HISTORICAL FLAT LEASE<sup>3</sup>

**CUMULATIVE ADDITIONAL RENT OVER COMPARABLE LEASE AND OPTION PERIODS** 



### POTENTIAL FINANCING OPTIONS<sup>2</sup>

Program	10-Yr Fixed Rate	10-Yr Fixed Rate
Interest Rate	3.65%	4.04%
Down Payment / LTV	\$1,833,402 / 60%	\$2,062,577 / 55%
Amortization	30 Years	Interest Only

For questions on financing contact:

Chris Marks
Marcus & Millichap Capital Corporation
212.430.5173 direct
cmarks@marcusmillichap.com



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<sup>(2)</sup> Financing options shown are subject to market changes. See agent for details.

<sup>(3)</sup> For demonstration purposes only. This graph is not a guarantee of Subject Property's performance, additional rents, and/or Walgreens exercising any option(s) under the lease.



**WALGREENS PHARMACY** 

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## TENANT OVERVIEW<sup>1</sup>



### WALGREENS BOOTS ALLIANCE, INC.1

Walgreens is part of the Retail Pharmacy USA Division of Walgreens Boots Alliance, Inc. (NASDAQ: WBA), the first global, pharmacy-led health and wellbeing enterprise. As the largest retail pharmacy, health and daily living destination across the United States and Europe, Walgreens Boots Alliance has a presence in more than 25 countries and employs more than 450,000 people. The Company has over 21,000 stores in 11 countries as well as one of the largest global pharmaceutical wholesale and distribution networks, with over 425 distribution centers delivering to more than 250,000 pharmacies, doctors, health centers and hospitals each year in more than 20 countries. Operations are organized into three divisions: Retail Pharmacy USA, Retail Pharmacy International and Pharmaceutical Wholesale. By its sheer size, scale and expertise, Walgreens Boots Alliance is well-positioned to help expand the supply of, and address the rising cost of, prescription drugs in the U.S. and worldwide. They have more than 100 years of trusted health care heritage and innovation in community pharmacy and pharmaceutical wholesaling. Their purpose is to help people across the world lead healthier and happier lives.

The Retail Pharmacy USA division has pharmacy-led health and beauty retail offerings in 50 states, the District of Columbia, Puerto Rico and the U.S. Virgin Islands. The Company operated 9,021 retail stores in the division as of August 31, 2020. The principal retail pharmacy brands in the division are Walgreens and Duane Reade. The Company is a market leader in the United States and, as of August 31, 2020, approximately 78% of the population of the United States lived within five miles of a Walgreens, Duane Reade or acquired Rite Aid retail pharmacy. The Company is focused on creating a neighborhood health destination and a more modern pharmacy aligned to a wider range of healthcare services. The Company utilizes its retail network as a channel to provide health and wellness services to its customers and patients, as illustrated by the Company's ability to play a significant role in providing flu vaccines and other immunizations. Additionally, through their strategic partnership strategy, their key collaborations aim to develop new health care delivery models and to improve access to advanced healthcare technologies and solutions. They've taken further steps to develop our neighborhood health destinations, working with their strategic partners. The Company has more than 85,000 healthcare service providers, including pharmacy technicians, nurse practitioners and other health related professionals.

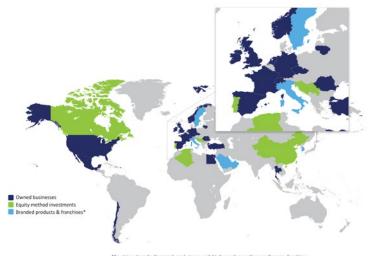
#### COMPANY HIGHLIGHTS<sup>1</sup>

- □ \$139.5 BILLION IN REVENUE / \$23.4 BILLION NET WORTH (FY 2020)
- INVESTMENT GRADE TENANT / WALGREENS CO. RECENTLY AFFIRMED (2021) MOODY'S RATED BAA2 / OUTLOOK STABLE
- SALES INCREASED 2.3% YEAR-OVER-YEAR TO \$34.7 BILLION IN Q4 2020
- 9,021 RETAIL PHARMACY STORES WITH PLANS FOR 1,000 IN-STORE CLINIC LOCATIONS ACROSS 50 STATES, THE DISTRICT OF COLUMBIA, PUERTO RICO & THE U.S. VIRGIN ISLANDS BY 2027
- 75% OF RETAIL PHARMACY USA DIVISION SALES ARE PHARMACY, WITH THE REMAINING 25% FROM RETAIL SALES
- 818.0 MILLION PRESCRIPTIONS, INCLUDING IMMUNIZATIONS, WERE FILLED IN FY 2020
- 78% OF THE POPULATION IN THE UNITED STATES LIVES WITHIN 5 MILES OF A WALGREENS, DUANE READE, OR ACQUIRED RITE AID PHARMACY

### FINANCIAL HIGHLIGHTS<sup>1</sup>



### A GLOBAL PRESENCE<sup>1</sup>



\*Countries where the Company's products are available for purchase or there are Company franchises (other than those countries where there are owned businesses, equity method investments or inint venture.)



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## LOCATION OVERVIEW<sup>1</sup>



SITUATED NEAR
HAWKINS COUNTY
MEMORIAL HOSPITAL

OUTPARCEL
TO A WALMART
SUPERCENTER WITH
EXCELLENT VISIBILITY
AND ACCESS

HISTORIC TOWN
SITUATED IN
NORTHEASTERN
TENNESSEE JUST
1-HOUR OF
KNOXVILLE, TN

#### HISTORIC NORTHEASTERN TENNESSEE TOWN OF ROGERSVILLE

Rogersville is a town in Northeastern Tennessee and the county seat of Hawkins County. Rogersville is located approximately one-hour northeast of Knoxville, Tennessee and approximately two hours north of Asheville, North Carolina. The town was originally settled in 1775 by the grandparents of Davy Crockett.

#### STRATEGICALLY LOCATED NEAR HAWKINS COUNTY MEMORIAL HOSPITAL

The subject property has direct street frontage along Trail of the Lonesome Pine (average daily traffic counts of 15,488 VPD) and is situated adjacent to a Walmart Supercenter. The property is also strategically located within one-third-of-a-mile from the Hawkins County Memorial Hospital and Emergency Center, which is part of the Ballad Health System (21 hospitals in the region). There are a number of national tenants in the immediate trade area including McDonald's, Taco Bell, Little Caesars Pizza, Verizon, Long John Silver's, Pizza Hut and more.



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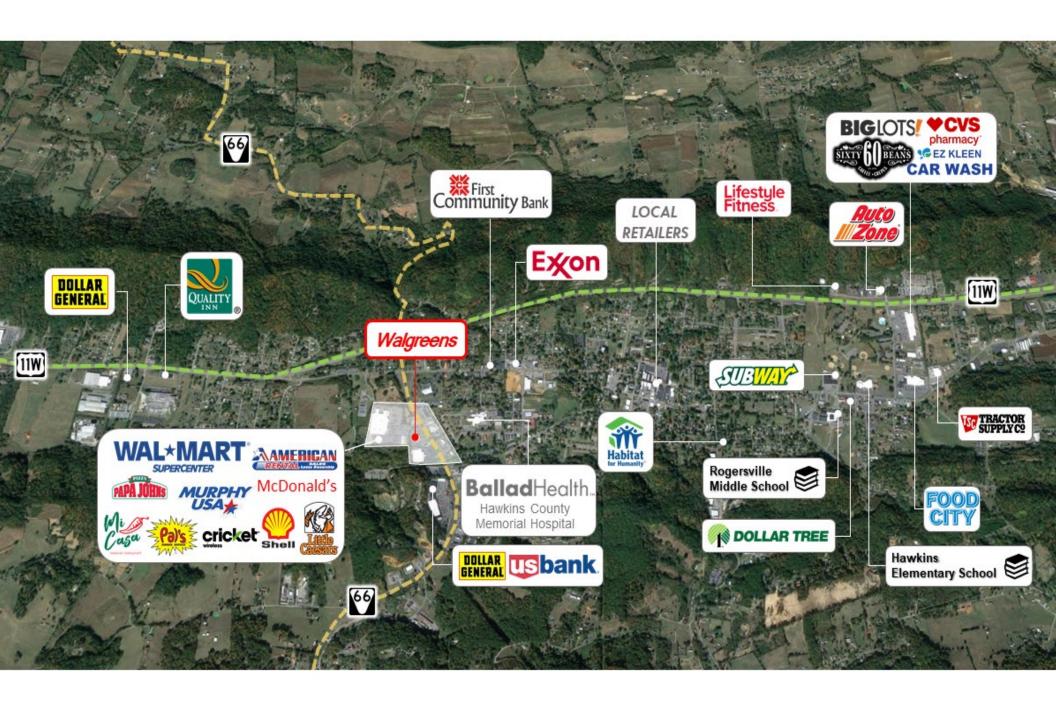
# AERIAL OVERVIEW



# **AERIAL OVERVIEW**



# **AERIAL OVERVIEW**



# DEMOGRAPHICS<sup>1</sup>

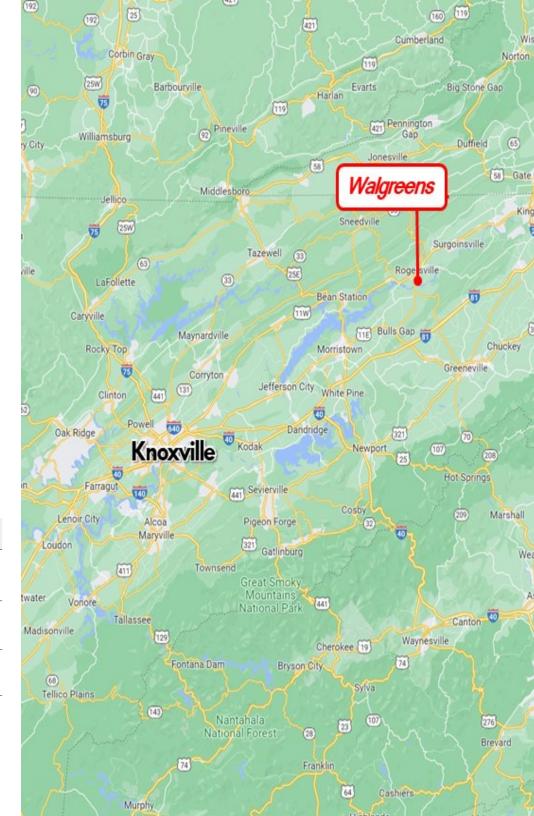


# HOUSEHOLD INCOME

YEAR 2021	1 MILE	3 MILES	5 MILES
AVERAGE	\$49,043	\$51,531	\$52,757
MEDIAN	\$37,992	\$40,154	\$41,283

# POPULATION

YEAR	1 MILE	3 MILES	5 MILES
2026 Projection Total Population	2,488	8,700	13,256
2021 Census Total Population	2,490	8,700	13,271
2010 Census Total Population	2,481	8,667	13,289





# WALGREENS PHARMACY ROGERSVILLE, TENNESSEE

EXCLUSIVELY LISTED BY

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