



# FALLS AT ARLINGTON VILLAGE

5291 Airline Road - Arlington, TN 38002



FALLS AT ARLINGTON VILLAGE - ARLINGTON, TN

# EXCLUSIVELY MARKETED BY



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SECTION 1

# INVESTMENT OVERVIEW



# EXECUTIVE SUMMARY

## PROPERTY OVERVIEW

Sands Investment Group is Pleased to Exclusively Offer For Sale the 18,000 SF Falls at Arlington Village Strip Center Located at 5291 Airline Road in Arlington, TN. This Deal is Situated on 3 Acres, With Gross Leasable Area of 18,000 Square Feet, the Center Benefits From Close Proximity to Major Retail Tenants Such as Kroger, Whataburger, Starbucks, AT&T, Chipotle and More, Providing For a Secure Investment.

Sale Price

\$7,500,000

## OFFERING SUMMARY

Cap Rate:	7.52%
NOI:	\$564,306
Price / SF:	\$416.67

## BUILDING INFORMATION

Street Address:	5291 Airline Rd
City, State, Zip:	Arlington, TN 38002
County:	Shelby
Building Size:	18,000 SF





# INVESTMENT HIGHLIGHTS



Actual Property Image



Actual Property Image

## PROPERTY HIGHLIGHTS

- Arlington is Situated in the Memphis MSA Within 30 Minutes of the City Center Providing Access to a Large and Diverse Consumer Base While Benefiting From Proximity to Major Employers and Transportation Hubs Such as I-40
- Arlington's Population Has Grown Over 34% Since 2010, Reaching Approximately 15,435 in 2024, Driven By Suburban Expansion
- The Area Boasts a Median Household Income of \$125,332, Significantly Higher Than State and National Averages
- Limited Retail Space in Arlington, Coupled With a Growing Population, Creates a High-Demand Environment With Low Vacancy Rates, Ensuring Stable Rental Income and Consistent Cash Flow
- Situated on 3 Acres, With a Gross Leasable Area of 18,000 Square Feet, the Center Benefits From Close Proximity to Major Retail Tenants Such as Kroger, Whataburger, Starbucks, AT&T, Chipotle and More
- With a 93% Occupancy Rate and Only 1,200 SF Vacant, the Center Offers Reliable Cash Flow With Opportunities For Growth Through Lease-up
- Strategically Positioned Less Than a Mile From I-40 (47,854 VPD), Offering Excellent Visibility and Dual Access From Milton Wilson Drive (7,378 VPD) and Airline Road (15,107 VPD)
- Built in 2022, the Property is a New, High-Quality Asset With Minimal Maintenance Requirements, Adding to Its Long-Term Value and Appeal





SECTION 2

# *FINANCIAL OVERVIEW*

## RENT ROLL

TENANT INFO					LEASE TERM		RENT SUMMARY		
SUITE #	TENANT NAME	SIZE( SF)	% of GLA	LEASE TYPE	LEASE START DATE	LEASE END DATE	RENT/SF	MONTHLY BASE	ANNUAL BASE
101	Chicken Salad Chick	2,700	15.00%	NNN	2/1/23	9/27/33	\$29.58	\$6,656	\$79,866
				Rent Increase	9/28/25	9/27/26	\$30.17	\$6,789	\$81,463
				Rent Increase	9/28/26	9/27/27	\$30.78	\$6,924	\$83,093
				Rent Increase	9/28/27	9/27/28	\$31.39	\$7,063	\$84,754
				Rent Increase	9/28/28	9/27/29	\$32.02	\$7,204	\$86,450
				Rent Increase	9/28/29	9/27/30	\$32.66	\$7,348	\$88,179
				Rent Increase	9/28/30	9/27/31	\$33.31	\$7,495	\$89,942
				Rent Increase	9/28/31	9/27/32	\$33.98	\$7,645	\$91,741
				Rent Increase	9/28/32	9/27/33	\$34.66	\$7,798	\$93,576
				Option 1	9/28/33	9/27/38	2% Annual Rent Increases		
				Option 2	9/28/38	9/27/43	2% Annual Rent Increases		
				Option 3	9/28/43	9/27/48	2% Annual Rent Increases		
104	Wingstop	2,100	11.67%	NNN	7/17/24	12/13/34	\$31.00	\$5,425	\$65,100
				Rent Increase	12/14/25	12/13/26	\$31.62	\$5,534	\$66,402
				Rent Increase	12/14/26	12/13/27	\$32.25	\$5,644	\$67,730
				Rent Increase	12/14/27	12/13/28	\$32.90	\$5,757	\$69,085
				Rent Increase	12/14/28	12/13/29	\$33.56	\$5,872	\$70,466
				Rent Increase	12/14/29	12/13/30	\$34.23	\$5,990	\$71,876
				Rent Increase	12/14/30	12/13/31	\$34.91	\$6,109	\$73,313
				Rent Increase	12/14/31	12/13/32	\$35.61	\$6,232	\$74,779
				Rent Increase	12/14/32	12/13/33	\$36.32	\$6,356	\$76,275
				Rent Increase	12/14/33	12/13/34	\$37.05	\$6,483	\$77,801
				Option 1	12/14/34	12/13/39	2% Annual Rent Increases		
				Option 2	12/14/39	12/13/44	2% Annual Rent Increases		
105	Camryn & Craig Boutique	1,200	6.67%	NNN	7/1/24	6/30/34	\$35.00	\$3,500	\$42,000
				Rent Increase	7/1/25	6/30/26	\$35.70	\$3,570	\$42,840
				Rent Increase	7/1/26	6/30/27	\$36.41	\$3,641	\$43,697
				Rent Increase	7/1/27	6/30/28	\$37.14	\$3,714	\$44,571
				Rent Increase	7/1/28	6/30/29	\$37.89	\$3,789	\$45,462
				Rent Increase	7/1/29	6/30/30	\$38.64	\$3,864	\$46,371
				Rent Increase	7/1/30	6/30/31	\$39.42	\$3,942	\$47,299



## RENT ROLL

				Rent Increase	7/1/31	6/30/32	\$40.20	\$4,020	\$48,245
				Rent Increase	7/1/32	6/30/33	\$41.01	\$4,101	\$49,210
				Rent Increase	7/1/33	6/30/34	\$41.83	\$4,183	\$50,194
				Option 1	7/1/34	6/30/39	2% Annual Rent Increases		
				Option 2	7/1/39	6/30/44	2% Annual Rent Increases		
106	Sport Clips	1,200	6.67%	NNN	3/1/23	2/28/28	\$22.00	\$2,200	\$26,400
				Option 1	3/1/28	2/28/33	\$24.20	\$2,420	\$29,040
				Option 2	3/1/33	2/28/38	\$26.62	\$2,662	\$31,944
107	Bot's Boxing Fitness	1,200	6.67%	NNN	12/1/23	2/28/34	\$35.00	\$3,500	\$42,000
				Rent Increase	3/1/25	2/28/26	\$36.05	\$3,605	\$43,260
				Rent Increase	3/1/26	2/28/27	\$37.13	\$3,713	\$44,558
				Rent Increase	3/1/27	2/29/28	\$38.25	\$3,825	\$45,895
				Rent Increase	3/1/28	2/28/29	\$39.39	\$3,939	\$47,271
				Rent Increase	3/1/29	2/28/30	\$40.57	\$4,057	\$48,690
				Rent Increase	3/1/30	2/28/31	\$41.79	\$4,179	\$50,150
				Rent Increase	3/1/31	2/29/32	\$43.05	\$4,305	\$51,655
				Rent Increase	3/1/32	2/28/33	\$44.34	\$4,434	\$53,204
				Rent Increase	3/1/33	2/28/34	\$45.67	\$4,567	\$54,800
				Option 1	3/1/34	2/28/39	3% Annual Rent Increases		
				Option 2	3/1/39	2/28/44	3% Annual Rent Increases		
108	Real Wellness & Aesthetics	1,200	6.67%	NNN	6/9/23	11/30/30	\$30.00	\$3,090	\$36,000
				Rent Increase	12/1/25	11/30/26	\$31.83	\$3,183	\$38,192
				Rent Increase	12/1/26	11/30/27	\$32.78	\$3,278	\$39,338
				Rent Increase	12/1/27	11/30/28	\$33.77	\$3,377	\$40,518
				Rent Increase	12/1/28	11/30/29	\$34.78	\$3,478	\$41,734
				Rent Increase	12/1/29	11/30/30	\$35.82	\$3,582	\$42,986
				Option 1	12/1/30	11/30/35	3% Annual Rent Increases		
				Option 2	12/1/35	11/30/40	3% Annual Rent Increases		
109	Playa Bowls	1,200	6.67%	NNN	8/16/24	1/17/35	\$30.00	\$3,000	\$36,000
				Rent Increase	1/18/26	1/17/27	\$30.60	\$3,060	\$36,720
				Rent Increase	1/18/27	1/17/28	\$31.21	\$3,121	\$37,454
				Rent Increase	1/18/28	1/17/29	\$31.84	\$3,184	\$38,203
				Rent Increase	1/18/29	1/17/30	\$32.47	\$3,247	\$38,968
				Rent Increase	1/18/30	1/17/31	\$33.12	\$3,312	\$39,747

## RENT ROLL

				Rent Increase	1/18/31	1/17/32	\$33.78	\$3,378	\$40,542
				Rent Increase	1/18/32	1/17/33	\$34.46	\$3,446	\$41,353
				Rent Increase	1/18/33	1/17/34	\$35.15	\$3,515	\$42,180
				Rent Increase	1/18/34	1/17/35	\$35.85	\$3,585	\$43,023
				Option 1	1/18/35	1/17/40	2% Annual Rent Increases		
				Option 2	1/18/40	1/17/45	2% Annual Rent Increases		
110	New Tenant	1,200	6.67%	NNN	7/1/25	6/30/35	\$32.50	\$3,250	\$39,000
111	Master Lease	1,200	6.67%	NNN	7/1/25	6/30/26	\$30.00	\$3,000	\$36,000
112	My Eye Doctor	2,400	13.33%	NNN	6/1/25	5/31/32	\$34.50	\$6,900	\$82,800
				Option 1	6/1/32	5/31/37	2% Annual Rent Increases		
115	Taziki's Café	2,400	13.33%	NNN	3/1/24	8/31/34	\$32.00	\$6,400	\$76,800
				Rent Increase	9/1/29	8/31/34	\$35.20	\$7,040	\$84,480
				Option 1	1/18/35	1/17/40	10% Rent Increase Every 5 Years		
				Option 2	1/18/40	1/17/45	10% Rent Increase Every 5 Years		
Total Leasable Area (SF)		18,000	Total Units	11	Total / Average		\$31.35	\$47,026	\$564,306
Occupancy		100.00%							
Vacancy		0.00%							



# INCOME & EXPENSE SUMMARY

INCOME & EXPENSE SUMMARY	CURRENT
<b>INCOME</b>	
Scheduled Base Rental Income	\$564,306
Total Reimbursement Income	\$114,522
<b>Effective Gross Revenue</b>	<b>\$678,828</b>
<b>OPERATING EXPENSES</b>	
Real Estate Taxes	\$52,941
Property Insurance	\$3,358
Management Fee	\$20,365
Fire Expense	\$1,125
Janitorial Services	\$7,200
Landscaping	\$8,350
Parking Lot	\$1,015
Repairs & Maintenance	\$1,003
Trash Expense	\$7,623
Utilities - Electricity	\$11,134
Utilities - Water & Sewer	\$(550)
Miscellaneous Expense	\$960
<b>Total Expenses</b>	<b>\$114,522</b>
<b>Expenses/SF</b>	<b>\$6.36</b>
<b>RETURNS</b>	
<b>Net Operating Income</b>	<b>\$564,306</b>



SECTION 3

# TENANT OVERVIEW



# TENANT PROFILE



## TENANT OVERVIEW

Company:	Private
Founded:	2008
Locations:	280+
Headquarters:	Atlanta, GA
Website:	chickensaladchick.com

### CHICKEN SALAD CHICK

Chicken Salad Chick serves full-flavored, Southern-style chicken salad made from scratch and served from the heart. With more than a dozen original chicken salad flavors as well as fresh side salads, gourmet soups, signature sandwiches and delicious desserts, Chicken Salad Chick's robust menu is a perfect fit for any guest. Founded in Auburn, Alabama, by Stacy and Kevin Brown, in 2008, Chicken Salad Chick has grown to more than 280 restaurants in 20 states. Today, under the leadership of Scott Deviney and the Chicken Salad Chick team, the brand is continuing its rapid expansion with both franchise and company locations. Chicken Salad Chick has received numerous accolades including rankings in the 2023 Entrepreneur Franchise 500, Franchise Times' Fast & Serious for the third consecutive year, Fast Casual.com's top Movers and Shakers from 2018 to 2023, QSR's Best Franchise Deals in 2019, 2020 and 2022, and Franchise Business Review's Top Food Franchises in 2020.



## TENANT OVERVIEW

Company:	Public (Nasdaq: WING)
Founded:	1994
Locations:	2,450+
Headquarters:	Addison, TX
Website:	wingstop.com

### WINGSTOP INC.

Founded in 1994 and headquartered in Dallas, TX, Wingstop Inc. (NASDAQ: WING) operates and franchises more than 2,450 locations worldwide. The Wing Experts are dedicated to Serving the World Flavor through an unparalleled guest experience and a best-in-class technology platform, all while offering classic and boneless wings, tenders, and chicken sandwiches, cooked to order and hand sauced-and-tossed in fans' choice of 12 bold, distinctive flavors. Wingstop's menu also features signature sides including fresh-cut, seasoned fries and freshly-made ranch and bleu cheese dips. In fiscal year 2023, Wingstop's system-wide sales increased 27.1% to approximately \$3.5 billion, marking the 20th consecutive year of same store sales growth. With a vision of becoming a Top 10 Global Restaurant Brand, Wingstop's system is comprised of corporate-owned restaurants and independent franchisees, or brand partners, who account for approximately 98% of Wingstop's total restaurant count of 2,458 as of September 28, 2024.

# TENANT PROFILE



## TENANT OVERVIEW

Company:	Private
Founded:	1993
Locations:	1,800+
Headquarters:	Georgetown, TX
Website:	sportclips.com

### SPORT CLIPS HAIRCUTS

Sport Clips Haircuts is headquartered in Georgetown, Texas. It was established in 1993 and began franchising in 1995. The sports-themed haircutting franchise, which specializes in haircuts for men and boys, offers online check in for clients, and ranks #44 in the Entrepreneur "Franchise 500" for 2024 and was named a 2024 Top Franchise by Franchise Business Review. There are almost 1,800 Sport Clips stores open in the U.S. and Canada. Sport Clips is the "Official Haircutter" of the Veterans of Foreign Wars (VFW), offers veterans preferential pricing on haircuts and franchises, and was named a 2021 Top Franchise for Veterans by Entrepreneur. Sport Clips provides "Haircuts with Heart" through its annual Help A Hero fundraiser that has contributed \$14 million to the VFW; national partnership with St. Baldrick's Foundation, the largest private funder of childhood cancer research grants; and other national and local philanthropic outreach. Sport Clips is a proud sponsor of NASCAR's Joe Gibbs Racing team, and partners with other NCAA and professional sports teams.



## TENANT OVERVIEW

Company:	Private
Founded:	2013
Locations:	3
Headquarters:	Memphis, TN
Website:	botsboxingfitnessmemphis.com

### BOT'S FITNESS BOXING

Bot's Fitness Boxing Memphis isn't just for boxing enthusiasts like Kevin. Boxing is about speed, balance, and hand-eye coordination. The only boxing class of its kind in the greater Memphis area, boxing can help you lower your golf handicap, hit more homeruns, get more sacks, have the energy for overtime, finish that marathon you've been wanting to run, all while building confidence, self-esteem, and learning self-defense. During our hour long classes, we have people from all walks of life with their own unique goals training together. Ultimately, this creates a team/family environment that is supportive and encouraging to your own personal improvement. Bot's Boxing Fitness Memphis and the coaches and staff at Memphis Judo & Jiu-Jitsu / Collierville Fitness Kickboxing welcome people of all ages, skill, and fitness levels, and we look forward to helping you see past your current potential, reach new levels of personal fitness success, build confidence, and get fit without getting hit!



# TENANT PROFILE



## TENANT OVERVIEW

Company:	Private
Founded:	2023
Locations:	1
Headquarters:	Arlington, TN
Website:	realwellnessandaesthetics.com

### REAL WELLNESS & AESTHETICS

At REAL Wellness and Aesthetics, we stand out from the rest. Our team of highly experienced doctors and nurses prioritize your health and wellbeing, ensuring you receive the personalized care you deserve. With advanced treatment options and a patient-first approach, we are committed to helping you achieve your wellness goals. We offer a range of services in aesthetics, wellness, and sexual performance, all meticulously designed to enhance your overall wellbeing and help you lead your most fulfilled life. Discover the REAL difference today.



## TENANT OVERVIEW

Company:	Private
Founded:	2014
Locations:	250+
Headquarters:	Belmar, NJ
Website:	playabowls.com

### PLAYA BOWLS

Known as New Jersey's original acai bowl shop, Playa Bowls is the nation's leading superfruit bowl shop serving up an extensive and unique menu of over 40 items including the bright flavors of acai, pitaya, mango, green, and coconut bowls alongside oatmeal bowls, juices, smoothies, and cold brew made with the freshest, high-quality ingredients. What began as a pair of blenders, a patio table, and a fridge in 2014 has flourished into more than 250 shops nationwide that operate in 22 states, thousands of employees, and a mission to lead communities in healthy, sustainable living. The rapidly growing franchise has received numerous accolades including Forbes 30 Under 30, Fast Casual's Top 100 Movers & Shakers, QSR Young Leaders to Watch, and finalist for Ernst & Young Entrepreneur of the Year Award.

# TENANT PROFILE



## TENANT OVERVIEW

Company:	Subsidiary
Founded:	2001
Locations:	850+
Headquarters:	Vienna, VA
Website:	myeyedr.com

### MYEYEDR.

MyEyeDr. is the nation's premier vision healthcare provider, delivering comprehensive eye care and eyewear solutions, meeting their patients' unique optical needs for over 20 years. Spanning across 31 states and the District of Columbia with over 850 locations nationwide, MyEyeDr. has been recognized by the American Optometric Association (AOA), among others, for its commitment to helping people have the clear vision they need to accomplish what they desire most in life. MyEyeDr. was honored as the #1 Eyewear retailer for "America's Best Customer Service for 2024" from Newsweek.



## TENANT OVERVIEW

Company:	Private
Founded:	1998
Locations:	100+
Headquarters:	Birmingham, AL
Website:	tazikis.com

### TAZIKI'S MEDITERRANEAN CAFE

Founded by Keith and Amy Richards in 1998, Taziki's Mediterranean Café is headquartered in Birmingham, Alabama. Taziki's is a fresh celebration of the Mediterranean diet with a colorful menu that offers handcrafted, elevated, affordable food the entire family enjoys. Much of the original menu is still the same, with added efficiency in the process and technology to make the brand a systems-driven, scalable operation. Taziki's continues to grow with nearly 100 locations operating today. With opportunities in every state, Taziki's has a wide network of resources for franchise partners that allows anyone to bring the Mediterranean lifestyle to their neighborhood.



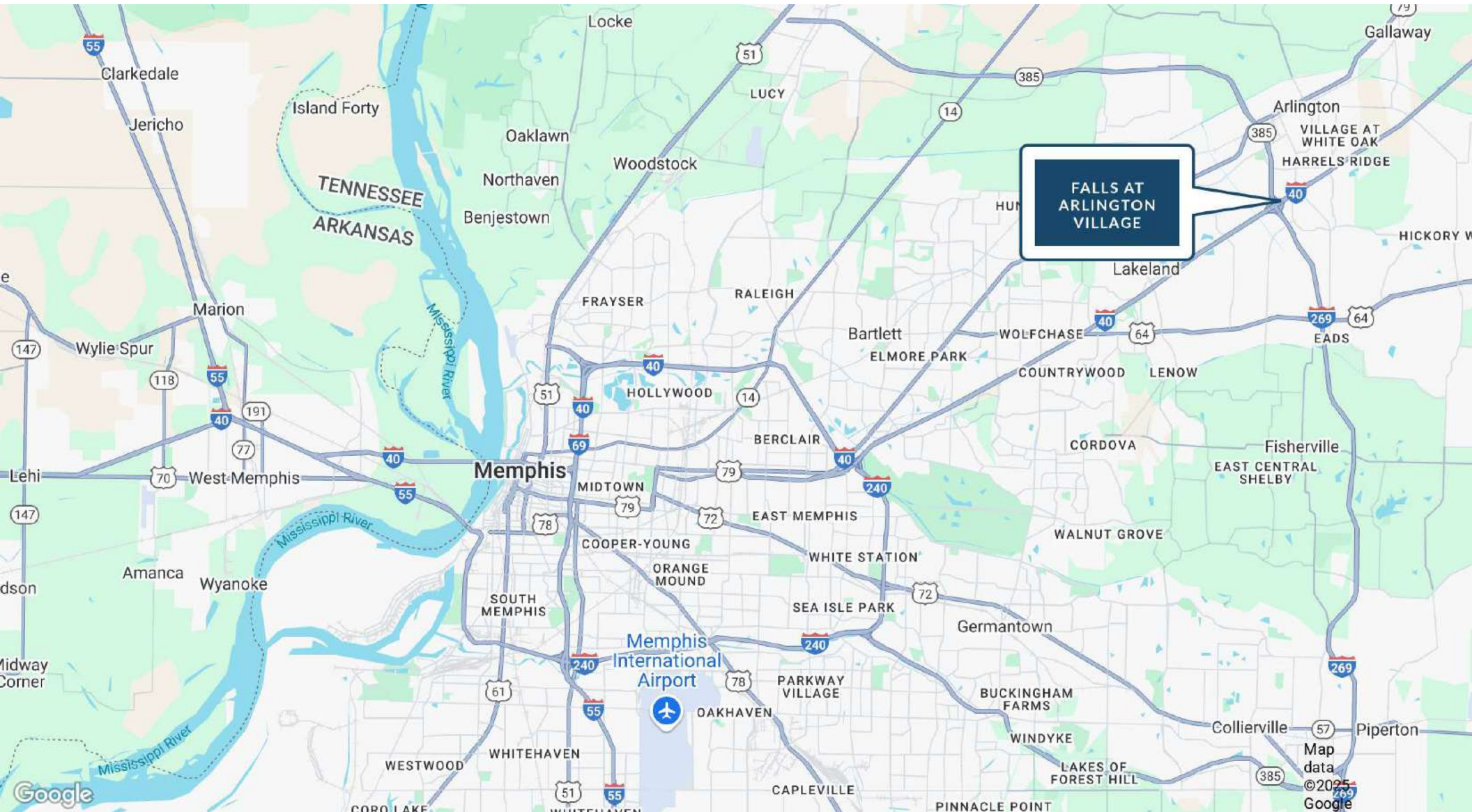


SECTION 4

# *PROPERTY INFORMATION*



# LOCATION MAP





# PROPERTY IMAGES



Actual Property Image



Actual Property Image



Actual Property Image



Actual Property Image



Actual Property Image



# AERIAL MAP





# AERIAL MAP





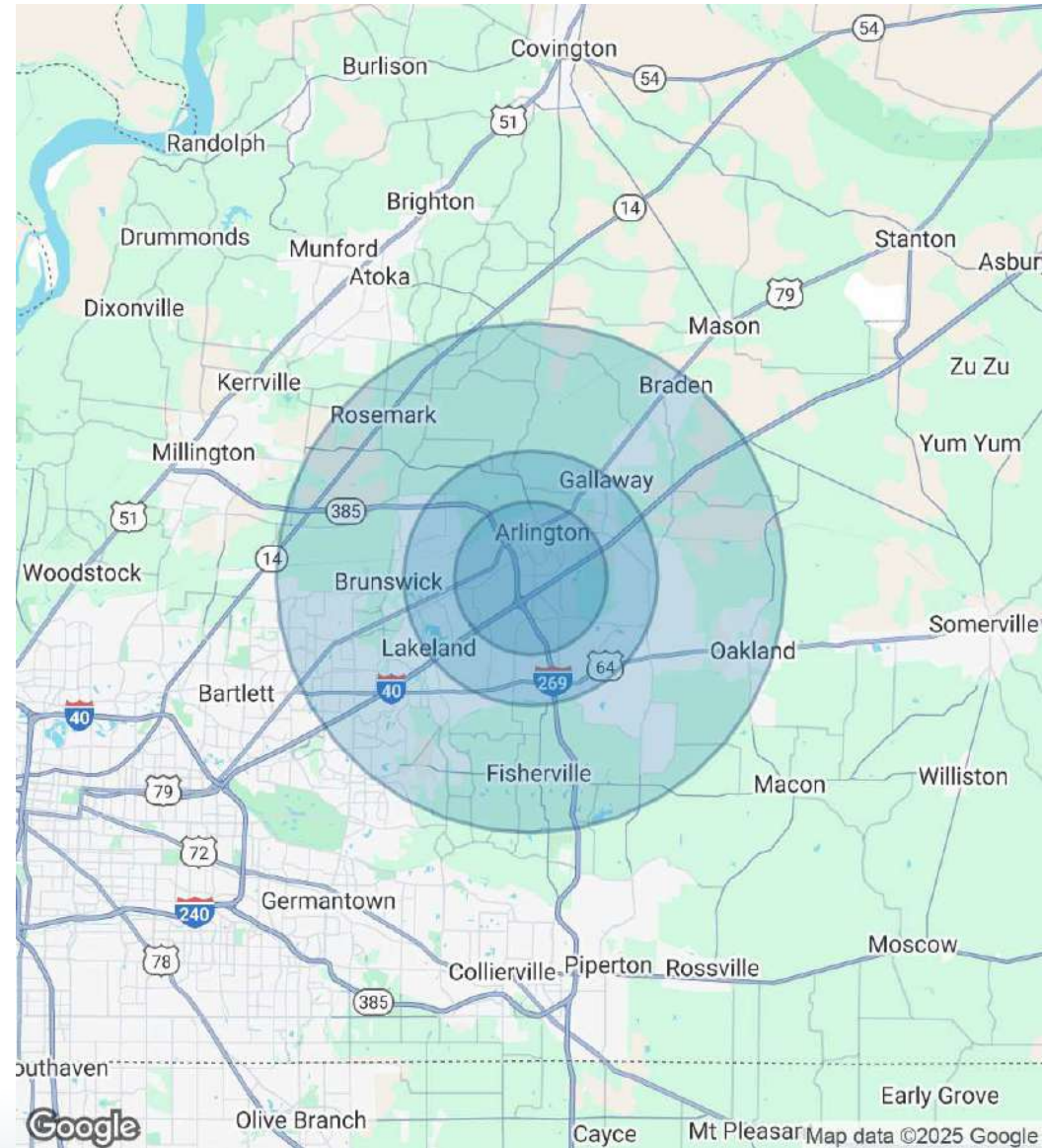
# DEMOGRAPHICS MAP & REPORT

POPULATION	3 MILES	5 MILES	10 MILES
Total Population	17,493	27,093	146,925
Average Age	35	38	40
Average Age (Male)	35	37	39
Average Age (Female)	36	38	41

HOUSEHOLDS & INCOME	3 MILES	5 MILES	10 MILES
Total Households	5,511	8,876	53,957
# of Persons per HH	3.2	3.1	2.7
Average HH Income	\$140,199	\$148,917	\$121,239
Average House Value	\$408,747	\$445,440	\$368,806

## TRAFFIC COUNTS

Airline Rd	15,107 VPD
State Hwy 385	16,119 VPD
I-40	47,854 VPD
Milton Wilson Rd	7,378 VPD







SECTION 5

# AREA OVERVIEW



# CITY OVERVIEW



Memphis, TN



Memphis International Airport

## ARLINGTON, TN

Arlington is a town in Shelby County, Tennessee. Arlington, TN is located just 25 miles from downtown Memphis in the southwest corner of the State of Tennessee. Arlington encompasses 15,251 acres (23.8 square miles) of land within the Town limits. An additional 6,978 acres (10.9 square miles) remain in the Town's reserve area. Located on the eastern boundary of Shelby County, Arlington is bisected by Interstate 40 and Highway 385 (future I-269) and bordered by US Highway 70 on the north and US Highway 64 to the south. The Town of Arlington had a population of 15,435 as of 2024. Arlington, Tennessee is a great place to live and to work – with a rich history deeply connected with the city of Memphis and our surrounding communities.

Arlington's location makes it a prime choice to locate a business. Thirty miles from the Memphis International Airport and from the Port of Memphis, it is easily accessible to multiple modes of transportation and shipping. The Town's diverse business community is comprised of global manufacturers/companies, chains, professional offices, and small businesses. Two major medical device companies have manufacturing facilities in Arlington. The Town is 17 miles from the TN Mega Site. Arlington is home to international medical device companies, global food manufacturing/distribution, and international sourcing/shipping/distribution. Arlington boasts a healthy assortment of small businesses and restaurants to meet residents' needs. MicroPort Orthopedics, Wright Medical, Rich Products, and HSaga/Port Alliance have facilities in Arlington.

Memphis, Tennessee, is a vibrant city located along the Mississippi River in the southwestern part of the state. Known for its rich cultural heritage, Memphis has made a lasting impact on music, civil rights, and American history. The city is famously associated with the birth of blues, soul, and rock 'n' roll, and is home to iconic landmarks like Graceland, the former home of Elvis Presley, and Beale Street, a historic district known for its live music venues and nightlife. Memphis is also a pivotal site in the civil rights movement. The National Civil Rights Museum, housed in the Lorraine Motel where Dr. Martin Luther King Jr. was assassinated in 1968, stands as a testament to the city's role in the struggle for racial equality. The city's economy is diverse, with key industries including transportation (Memphis is a major hub for FedEx), healthcare, education, and entertainment. It is home to the University of Memphis and has a growing tech sector. In addition to its musical and historical significance, Memphis is known for its distinctive food scene, particularly its barbecue, which is a beloved local specialty. Today, Memphis continues to embrace its cultural legacy while evolving into a modern, diverse city that celebrates its past while looking toward the future.



# GET FINANCING

The Capital Markets team at Sands Investment Group comprises experienced debt professionals who specialize in securing financing for commercial real estate assets. We collaborate closely with borrowers and their teams to smoothly navigate from the initial deal discussion to the closing table, freeing up valuable resources for all stakeholders involved. Our reliability, focus, and consistent execution showcase our expertise in the capital markets landscape.

## Contact SIG's Capital Markets Team Today



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# CONFIDENTIALITY AGREEMENT

## CONFIDENTIALITY AGREEMENT

The information contained in the following Offering Memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Sands Investment Group and should not be made available to any other person or entity without the written consent of Sands Investment Group.

This Offering Memorandum has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property.

The information contained herein is not a substitute for a thorough due diligence investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property.

The information contained in this Offering Memorandum has been obtained from sources we believe to be reliable; however, Sands Investment Group has not verified, and will not verify, any of the information contained herein, nor has Sands Investment Group conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose its contents in any manner detrimental to the interest of the Owner. You also agree that by accepting this Memorandum you agree to release Sands Investment Group and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this property.





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