



LYNNWOOD PLACE



LOCATION:	Jackson, Tennessee
SALE PRICE:	\$6,365,000
GROSS LEASABLE AREA:	96,666 square feet
PRICE / SQUARE FOOT:	\$65.85
CAP RATE:	10.7%
OCCUPANCY:	84.99%
ZONING:	N/A
LAND AREA:	12.37 acres
PRICE / LAND SQUARE FOOT:	\$11.81
SELLER:	Mid-Atlantic Centers, L.P.
MAJOR TENANT:	Kroger
CLOSING ISSUES:	Grocery Competition Small Tenant Attrition Shifting Retail Hub

PROJECT SUMMARY:

First time under contract, purchaser discovered that four (4) tenants were either failing or not renewing their leases. This location is Kroger's 3rd newest out of four stores in the immediate trade area. The second contract purchaser was comfortable with the long-term viability of Lynnwood Place, despite Kroger's most recent location across town in what appeared to be the "new" retail hub. Cash flow was protected by over 44% of total in-place income coming from Kroger, a national credit tenant. Decreasing Kroger sales would put downward pressure on small tenant rents, increase vacancy, and reduce percentage rent potential. However, Kroger's stabilized sales trends at Lynnwood Place after the newer location opened indicated a positive outlook for the future.