AutoZone

3770 Goodman Rd W Horn Lake, MS 38637

Retail
Investment Opportunity
Offering Memorandum

EXCLUSIVELY LISTED BY

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IN CONJUNCTION WITH

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PROPERTY OVERVIEW

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INVESTMENT HIGHLIGHTS

Property Highlights

- **Early Renewal Execution** – AutoZone just exercised its first renewal option despite having 9 years still remaining on the base term, demonstrating strong commitment to this location. The lease now runs through 2039, providing one of the longest remaining terms available for a fee-simple AutoZone property.
- **Close to AutoZone HQ** - The subject AutoZone is located within a 25-minute drive of AutoZone's global headquarters in downtown Memphis, placing it squarely within the company's most closely monitored and strategically important home market. Stores in close proximity to corporate headquarters tend to benefit from stronger oversight, sustained investment, and long-term market commitment, supporting the durability of this location within AutoZone's broader Memphis-area footprint
- **Strong Rent Growth** - The renewed lease now includes two 10% rent increases in 2029 and 2034, providing predictable income growth over the remaining term.
- **Memphis MSA** - Although located just across the Mississippi–Tennessee border, Horn Lake is fully integrated into the Memphis MSA, benefiting from access to a metro population exceeding 600,000 residents.
- **Walmart and Kroger Anchored** – The trade area is anchored by a Kroger center directly adjacent to the property and a Walmart Supercenter one parcel to the west, driving consistent traffic and daily consumer demand.
- **Robust Trade Area** - The Horn Lake Rd & Goodman Rd intersection (38,000 VPD) is a proven retail node anchored by Walmart, Kroger, and ALDI, with other national brands including Walgreens, Circle K, Whataburger, Taco Bell, and Tidal Wave Carwash, and recently added Chick-fil-A and Chipotle developments—highlighting strong, ongoing retail demand in the immediate trade area.
- **Essential, Recession-Resistant Use** – AutoZone serves everyday vehicle repair needs that people can't put off, even during economic downturns. This makes auto parts retail especially reliable in commuter markets like Horn Lake, where residents depend on their cars for daily life.
- **Established Retail Corridor & Strong Area Commercial Base** – The property sits on Goodman Road (MS-302), Horn Lake's main commercial corridor, offering excellent visibility and traffic. The surrounding area features major retailers like Walmart and Sam's Club, grocery centers, restaurants, auto services, and strong employment driven by the nearby I-55 corridor (63,000 VPD) and the Greater Memphis market.
- **Major Capital Improvements Minimize Future Ownership Costs –** Two brand-new Carrier HVAC units were installed in early 2026, and the roof was recently upgraded with a new membrane backed by a transferable warranty through November 2038. Together, these improvements address two of the most common landlord capital obligations, helping reduce near-term maintenance exposure and support predictable cash flow throughout AutoZone's remaining lease term.


Shadow Oaks Elementary School
±433 Students
Horn Lake Intermediary School
±882 Students
Chick-fil-A
WHATABURGER
CHIPOTLE MEXICAN GRILL
Walmart Supercenter
W
TIDAL WAVE AUTO SPA
ALDI
Pizza Hut
Kroger
TACO BELL
CIRCLE K
DOLLAR TREE
REGIONS
Goodman Rd ± 27,000 VPD
CLUB 4 FITNESS
AutoZone
Subject Property
Memphis
±15 Miles Away

Memphis
±15 Miles Away
E
planet fitness
FAMILY DOLLAR
DOLLAR GENERAL
HORN LAKE
ANIMAL HOSPITAL & URGENT CARE
O'Reilly
AUTO PARTS
baskin robbins
AT&T
WAFFLE HOUSE
Goodman Rd ± 27,000 VPD
UNITED STATES POSTAL SERVICE
AutoZone
Subject Property

1115 S Dal Paso St
Hobbs, NM 88240

±5,358 SF
GLA

2004
Year Built

±0.495 AC
Lot Size

NN
Lease Type

$227.30
Price Per SF

FINANCIAL OVERVIEW

FINANCIAL SUMMARY

$1,776,835 List Price	**5.75%** Cap Rate	**$227.30** Price Per SF	**±0.94 AC** Lot Size

Property Details

Tenant Trade Name	AutoZone
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN
Landlords Responsibilities	Roof, Structure, HVAC (Replacement), Parking Lot
Original Lease Term	15 Years
Lease Commencement Date	5/01/2004
Lease Expiration Date	4/30/2039
Term Remaining on Lease	±13.36 Years
Increases	10% Every 5 Years
Options	(4) Five-Year Options

*New roof membrane, installed in 2023 with transferable warranty through 2038, plus new HVAC units installed in 2026

Annualized Operating Data

	Monthly Rent	Annual Rent	Rent PSF	Cap Rate
Current - 4/30/29	$8,514	$102,168	$13.07	5.75%
5/1/29 - 4/30/34	$9,365	$112,380	$14.38	6.32%
5/1/34 - 4/3/39	$10,302	$123,624	$15.81	6.96%
Option 1	$11,332	$135,984	$17.40	7.65%
Option 2	$12,465	$149,580	$19.14	8.42%
Option 3	$13,712	$164,544	$21.05	9.26%
Option 4	$15,083	$180,996	$23.15	10.19%

TENANT SUMMARY

Year Founded
1979

Headquarters
Memphis, TN

Ownership Status
Publicly Traded

Employees
±126,000

Locations
±7,500

Credit Rating
S&P: BBB

Annual Revenue
$18.9 Billion

Tenant Overview

AutoZone, Inc. is the largest retailer and distributor of aftermarket automotive parts and accessories in the U.S., with a growing international presence. Its scale, brand recognition, and resilient demand for vehicle maintenance and repair parts make it a highly attractive tenant for net lease and retail investors. Over time, AutoZone has demonstrated steady same-store sales growth, disciplined capital return via share repurchases, and strategic expansion into new markets, reinforcing its stature as a creditworthy, long-term tenant.

Why Invest in AutoZone?

- Resilient Business Model with Essential Demand: AutoZone operates in the non-discretionary automotive aftermarket sector, where demand for maintenance and repair parts remains steady regardless of economic cycles, offering investors a stable and recession-resistant revenue stream.
- Strong Financial Performance and Credit Profile: Backed by consistent same-store sales growth, disciplined capital management, and investment-grade credit ratings from S&P, Moody's, and Fitch, AutoZone demonstrates robust financial health and long-term tenant reliability.
- Extensive Store Network and Strategic Expansion: With over 7,500 stores across the U.S., Mexico, and Brazil—and a fully corporately owned model—AutoZone continues to grow its footprint through targeted store openings and a well-optimized distribution strategy, enhancing its competitive position and long-term value.
- Market Leadership and Brand Strength: As the largest U.S. retailer of aftermarket auto parts, AutoZone benefits from high brand recognition, customer loyalty, and operational scale, positioning it as a dominant and durable force in a fragmented industry.

MARKET OVERVIEW

AutoZone
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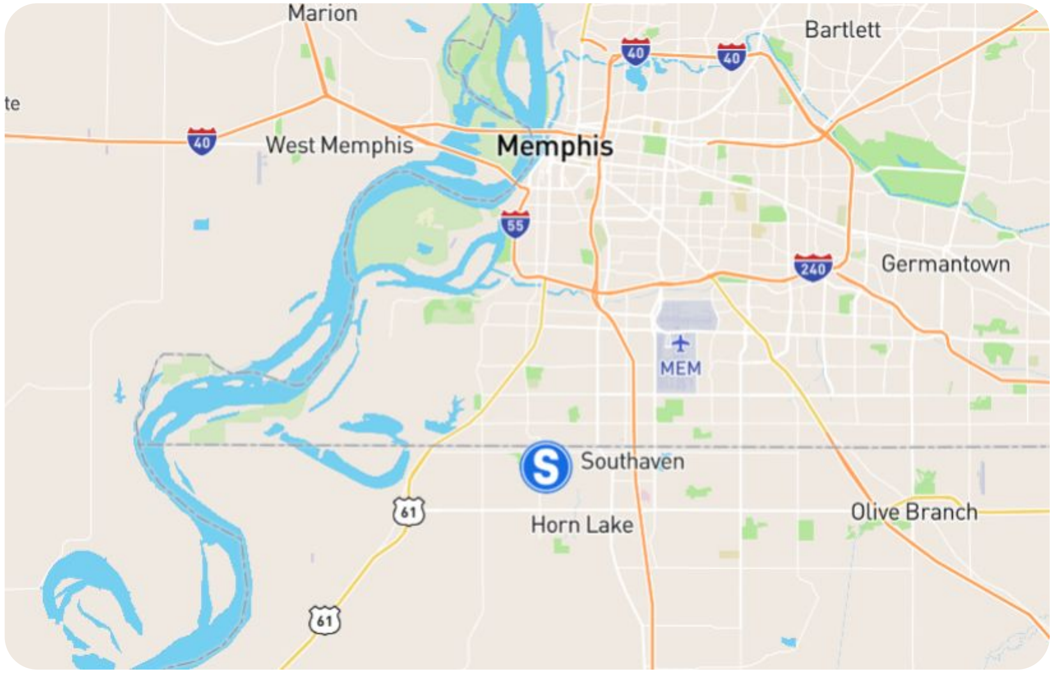
HORN LAKE, MS

Local Market Overview

Horn Lake, Mississippi is a city in DeSoto County with close ties to the Memphis metropolitan area. Its location just south of Tennessee provides convenient access to regional employment centers, transportation routes, and services while maintaining a strong local community presence. A cost of living below national averages supports attainable housing and everyday affordability.

The economy in Horn Lake is supported by a range of sectors including retail, healthcare, education, logistics, and professional services. Residents benefit from both local businesses and nearby regional employers, contributing to steady employment activity. Ongoing commercial development and access to major highways help support stable economic conditions and continued opportunity for business and workforce growth.



Population	1-Mile	3-Mile	5-Mile
Current Year Estimate	12,216	39,803	96,988
Households	**1-Mile**	**3-Mile**	**5-Mile**
Current Year Estimate	4,411	15,029	37,369
Income	**1-Mile**	**3-Mile**	**5-Mile**
Average Household Income	$71,539	$79,536	$79,098

MEMPHIS, TN MSA

Market Demographics

629,000
Total Population

$51,211
Median HH Income

292,290
# of Households

46%
Homeownership Rate

285,100
Employed Population

22-25%
% Bachelor's Degree

34.3
Median Age

$157,100
Median Property Value

Local Market Overview

The area around the property lies within a larger Memphis, TN retail market that remains relatively healthy for well-located retail properties. The metro benefits from a broad employment base — including logistics, distribution, healthcare, manufacturing and services — that supports local consumer spending. As consumers increasingly value convenience and accessibility over long commutes, demand for neighborhood and community-serving retail centers remains stable. Retail operations that serve daily needs or provide essential goods tend to perform well, especially in areas with solid population density and reasonable price points.

Moreover, with limited new large-scale retail deliveries entering the market and constrained construction activity, well-positioned existing retail assets enjoy lower risk of oversaturation. This supports value retention (and in some cases modest growth) in occupancy, rents, and investor demand — particularly for retail centers anchored by essential services, value-oriented tenants, or grocery/discount anchors.

$100B+
Regional Gross Domestic Product

3M+
Annual Passengers –
Memphis International Airport

MEMPHIS ECONOMY

Memphis is one of the largest metropolitan areas in the Southeast. Because Memphis has been such an important city for transportation and shipping, it is attractive to businesses, especially those producing goods shipped nationwide. The city has historically been one of the largest shipping hubs in the Mid-South, dating back to the Civil War. As transportation methods developed, Memphis has continued to hold significance as a transportation hub.

Now the city is home to the second- largest cargo airport in the world, Memphis International Airport, and the world's busiest domestic airport with 4.3 million metric tonnes. Memphis International Airport and Memphis have had huge significance in the railroad industry. The city has the 3rd largest rail center in the U.S. behind Chicago and St. Louis. It is also one of only four U.S. cities with five Class 1 railroads.

Many of Memphis's residents are blue-collar, hard workers. The most common industries within this area are Transportation and Warehousing, Construction, and Manufacturing. Within those, the most common occupations are Material Moving, Construction, and Extraction. The unemployment rate has started to decrease with the overall household income increasing since early 2000.

Top Employers

FedEx Corporation

Kroger

St. Jude Children's Research Hospital

BAPTIST MEMORIAL HEALTH CARE

Methodist Le Bonheur Healthcare

THE UNIVERSITY OF MEMPHIS

technicolor

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