

# MATTHEWS™



## THE SHOPS AT ROGERSVILLE

4324 Hwy 66 S, Rogersville, TN 37857

Leasehold Interest Investment Opportunity

OFFERING MEMORANDUM

## EXCLUSIVELY LISTED BY



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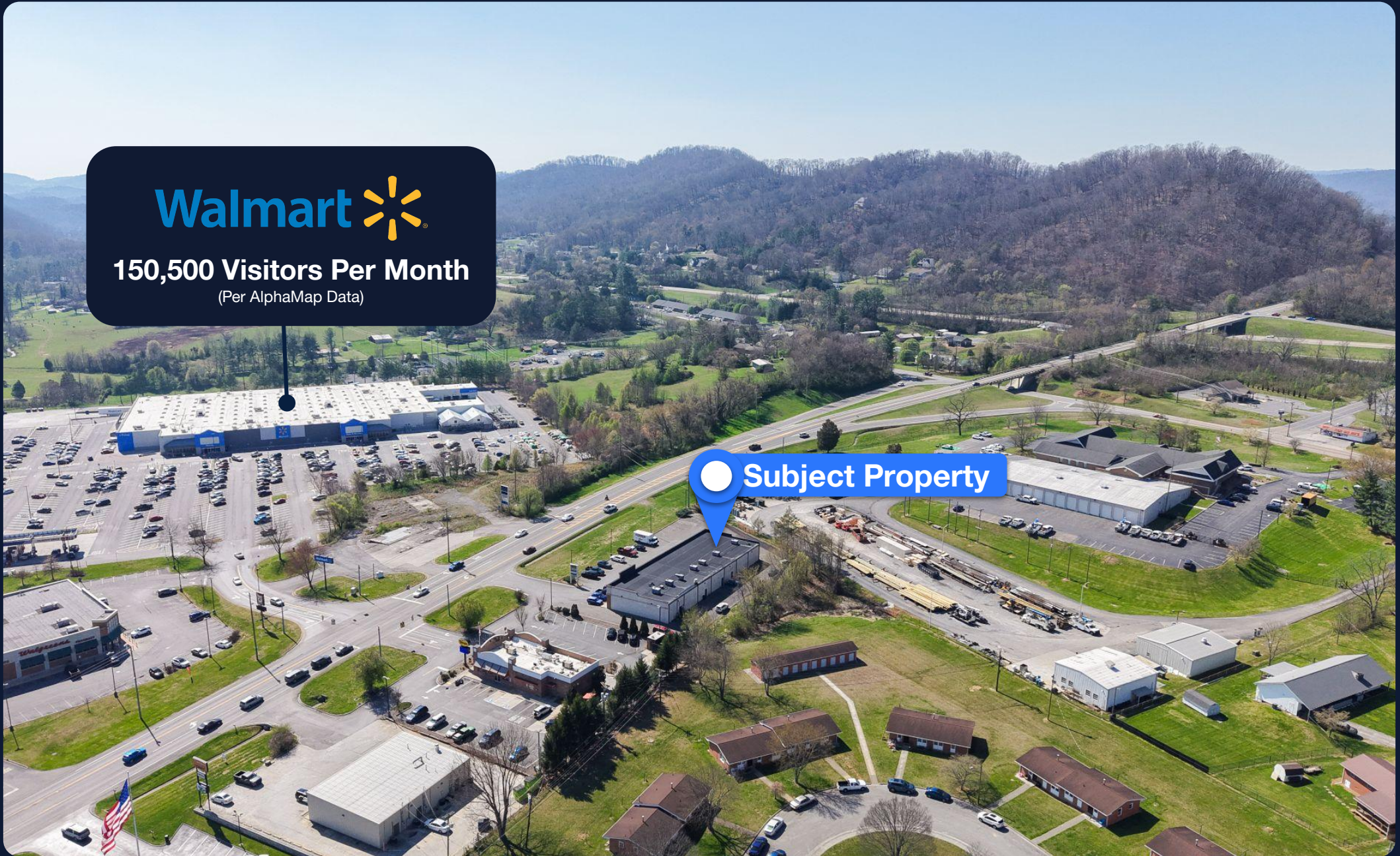
# EXECUTIVE OVERVIEW

**The Shops At Rogersville**  
4324 Hwy 66 S, | Rogersville, TN 37857

**Walmart** 

**150,500 Visitors Per Month**  
(Per AlphaMap Data)

 **Subject Property**



# EXECUTIVE SUMMARY

**\$743,380**

List Price

**10.00%**

Cap Rate

**\$74.24**

Price Per SF

**\$74,338**

NOI

**±10,013 SF**

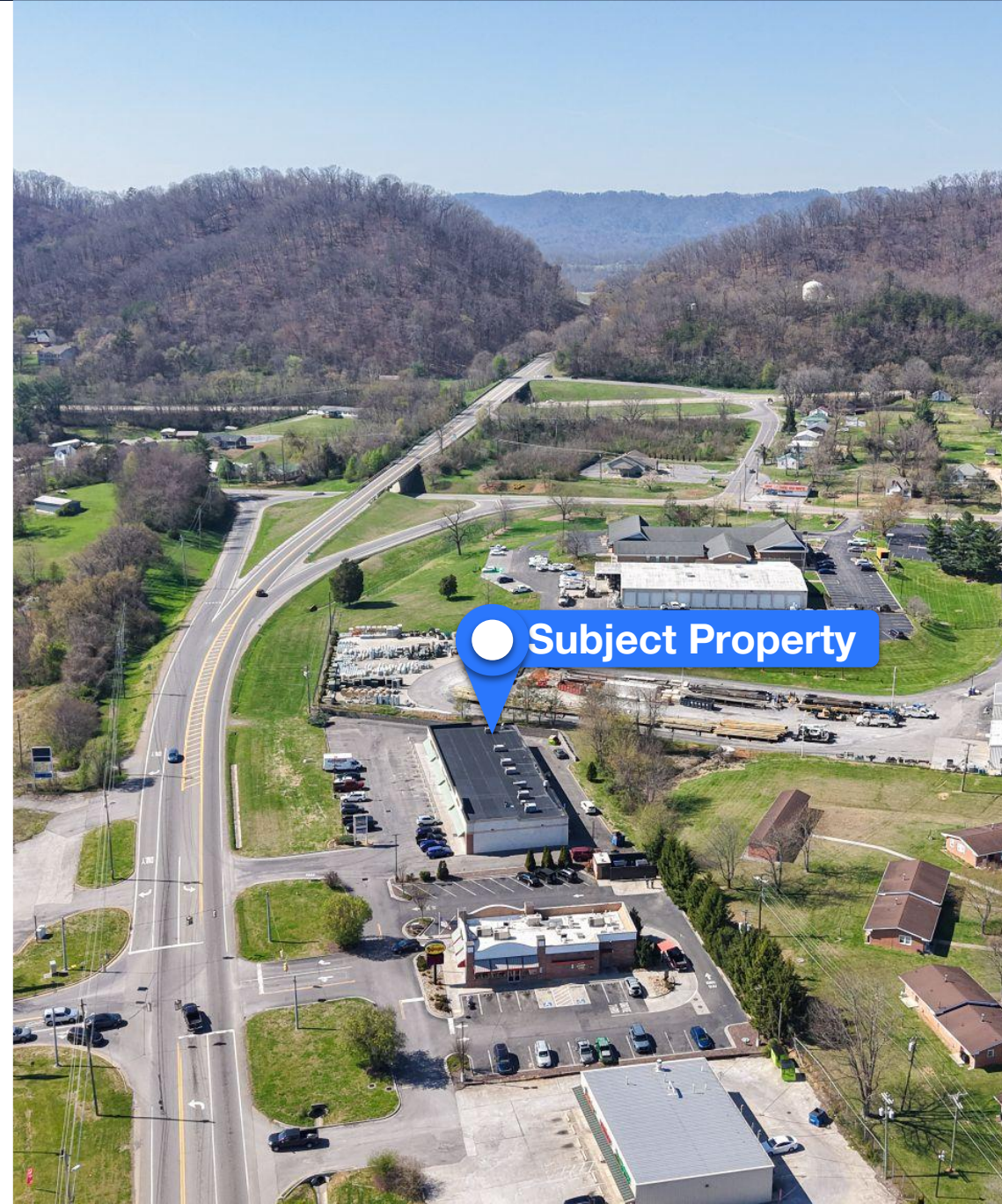
GLA



# EXECUTIVE SUMMARY

## Investment Highlights

- **100% Leased Investment Opportunity** - Fully leased asset providing immediate, in-place income with no lease-up risk.
- **Long-Term Ground Lease | 22 Years Remaining** - Approximately 22 years of remaining term, offering stable, predictable cash flow and reduced rollover risk.
- **Shadow-Anchored by Walmart** - Positioned directly across from Walmart, benefiting from a major national retailer that drives consistent traffic and anchors the surrounding retail corridor.
- **Strong Traffic Exposure** - Located along Highway 66 with  $\pm 15,000$  vehicles per day, providing steady visibility and accessibility.
- **Established Retail Node in Rogersville** - Situated in a primary commercial area serving the local community, with nearby national and regional retailers supporting long-term viability.
- **Stable Cash Flow with Existing Tenant** - Income supported by an operating tenant already in place, ensuring continuity and ease of ownership.
- **Attractive Entry Point for Investors** - Ideal for investors seeking a smaller, stable asset in a tertiary market with straightforward operations.
- **Long-Term Hold with Upside Potential** - Opportunity to maintain consistent income while exploring future upside through lease renewal or repositioning.



# ASSET OVERVIEW

The Shops At Rogersville  
4324 Hwy 66 S, | Rogersville, TN 37857



# ASSET OVERVIEW

[REDACTED]	
Year Built	2003
Property Type	Retail Strip Center (LEASEHOLD INTEREST)
Gross Leasable Real Area	±10,013 SF
Total Tenants	4
Current Occupancy	100.0%
WALT	±3.5 Years
Ground Lease Term	±1.9 Years
Ground Lease Options	Four, 5-Year options
Ground Lease Rent	\$41,675 / Year



# RENT ROLL

Tenant	Lease End	Square Feet	% of GLA	Contract Rental Rate Year	Rent \$ PSF Month	Rent Increases		Lease Structure
						\$ PSF/Yr.	\$ PSF/Mo.	
American Rental	May-31	4,000	39.9%	\$27,000	\$2,250	\$6.75	\$0.56	NNN
Mexican Restaurant	Apr-29	3,600	36.0%	\$46,800	\$3,900	\$13.00	\$1.08	NNN
Great Clips	Mar-30	1,200	12.0%	\$18,000	\$1,500	\$15.00	\$1.25	NNN
World Finance Corp.	Dec-28	1,213	12.1%	\$24,213	\$2,018	\$19.96	\$1.66	NNN
<b>Occupied Totals</b>		<b>10,013</b>	<b>100.0%</b>	<b>\$116,013</b>	<b>\$9,668</b>	<b>\$11.59</b>	<b>\$0.97</b>	
<b>Vacant Total</b>		<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	
<b>Total (100%)</b>		<b>10,013</b>	<b>100.0%</b>	<b>\$116,013</b>	<b>\$9,668</b>	<b>\$11.59</b>	<b>\$0.97</b>	



**Downtown Rogersville**  
±1.2 Miles Away

**Rogersville Terrace Apartments**  
±53 Units

**Hawkins County Memorial Hospital**  
±50 Beds

**Holston Electric Cooperative**  
A Tennessee Energy Corporation

**Subject Property**

**TACO BELL**

**LONG JOHN SILVERS**

**KFC**

**Village Plaza Shopping Center**  
**DOLLAR GENERAL** **usbank**

**SHELL**

**McDonald's**

**PAPA JOHN'S**

**Primary Health Services Customized, Inc.**  
Our primary Care Is Personal

**Little Caesars**

**Bojangles**

**W**

**MURPHY USA**

70

**70**  
**± 72,600 VPD**

**Walmart Supercenter**

# MARKET OVERVIEW

**The Shops At Rogersville**  
4324 Hwy 66 S, | Rogersville, TN 37857



## Market Demographics

4.19%

**Projected Annual Growth  
2026 - 2030**  
*Within 5 Mile Radius*

\$72,952

**Average Household Income**  
*Within 5 Mile Radius*

13,693

**Population  
Current Year Estimate**  
*Within 5 Mile Radius*

# ROGERSVILLE, TN

## Local Market Overview

Rogersville's local market is shaped by its small-town character, regional employment base, and affordable cost of living. As one of Tennessee's oldest towns, Rogersville benefits from a stable residential population and steady demand for essential services, healthcare, education, and locally owned businesses. Its location near Kingsport and Morristown allows residents to access larger employment centers while maintaining a quieter, community-focused lifestyle.

The housing market in Rogersville is generally more affordable than many parts of East Tennessee, attracting first-time homebuyers, retirees, and families seeking value. Demand is primarily driven by owner-occupied homes rather than short-term rentals, contributing to a relatively stable and less volatile real estate environment. New construction is limited but ongoing, helping balance inventory while preserving the town's historic character.

Overall, Rogersville's market outlook is steady and sustainable. With continued interest from buyers looking for affordability, space, and a slower pace of life, the area remains well-positioned for modest long-term growth supported by regional connectivity and local economic stability.

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	2,569	9,261	14,282
Current Year Estimate	2,522	8,992	13,693
2020 Census	2,390	8,715	13,142
Growth Current Year-Five-Year	1.86%	2.99%	4.31%
Growth 2020-Current Year	5.54%	3.17%	4.19%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	1,119	3,889	5,955
Current Year Estimate	1,099	3,785	5,725
2020 Census	1,041	3,591	5,360
Growth Current Year-Five-Year	1.84%	2.74%	4.02%
Growth 2020-Current Year	5.59%	5.42%	6.81%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$60,831	\$73,137	\$72,952

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 4324 Hwy 66 S, Rogersville, TN, Rogersville, TN, 37857 ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

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2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

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