



SINGLE-TENANT NET LEASED TRACTOR SUPPLY COMPANY
8.3 Years of Firm Term Remaining | Dominant Retail Trade Area | TX Location



NEWMARK

Offering Memorandum

2001 W. PANOLA STREET, CARTHAGE, TX 75633



Single-Tenant Net Leased Tractor Supply Co.

The Offering

Newmark, as an exclusive advisor, is pleased to present the opportunity to acquire a single-tenant NN leased Tractor Supply Company in Carthage, TX.

\$3,592,696

ASKING PRICE

5.75%

CAP RATE

NN

LEASE STRUCTURE

8.3 Years

LEASE TERM REMAINING

Fee Simple

OWNERSHIP INTEREST



Net Lease Capital Markets

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Broker of Record: Lispah Hogan, CCIM, MCR | Executive Managing Director | TX RE Lic. #342405

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Investment Highlights

Standalone Single-Tenant Tractor Supply Co. (NASDAQ: TSCO - \$14.2 Billion in Annual Revenue FY 2022) | 2,164 Stores in 49 States | S&P: BBB / Outlook: Stable

Headquartered in Brentwood, TN, Tractor Supply Co. (NASDAQ: TSCO) operates a chain of 2,164 retail stores offering a broad assortment of quality farming, ranching equipment, and animal / pet products and feed. The Company operates under the Tractor Supply Co., Orscheln Farm and Home (which will be re-branded by the end of 2023), and Petsense by Tractor Supply in 49 states across the US. For the fiscal year ending Jan-2023, Tractor Supply Co. generated revenues of \$14.2 billion and its market cap increased substantially to \$23.68 billion (Sep-2023). The company also reported EBIT (Earnings Before Interest and Tax) of \$1.4 billion and received a rating increase to BBB from S&P and currently has a stable outlook.

Long-Term Commitment | 8.3 Years of Primary Term Remaining | Scheduled Rental Increases Every 5 Years | 4 (5-Year) Options Remaining | Passive NN Lease

The property was built-to-suit for Tractor Supply Co. in 2006 with the tenant originally signing a 15-year lease. Tractor Supply Co. extended for an additional ten (10) years in 2021, approximately 8.3 years of firm term remain, plus four (4) five-year options to extend. The lease calls for a 5.77% increase January 1, 2027 during the primary and variable increases during the option term(s) (refer to the lease abstract on pg. 9), providing a secure long-term income stream and a hedge against inflation. The lease is NN with landlord responsibilities limited to roof, paved areas, foundation, floors, walls, all exterior utility lines and pipes, and all other structural portions of the premises.

High Traffic Location along W Panola St (8,735 VPD) with On/Off Ramp Access from Highway 149 (11,636 VPD) | Adjacent to Carthage High School (1,516 Students) | National Retailers Nearby

The subject property is highly visible from Hwy 149 and easily accessible for surrounding customers by way of a curb cut entrance/exits along W Panola St. Tractor Supply Co. is in the retail epicenter of Carthage, TX with national retailers such as Dollar Tree, H-E-B, Gifts of Grace, Dollar General, Panda Express, Taco Bell, McDonald's, O'Reilly Auto Parts, Chicken Express, Ace Hardware, CVS, AutoZone, Sonic, Family Dollar, Whataburger all present in the immediate trade area. The subject property sits across the street from Carthage High School (1,516 Students) and is located a half-mile from Panola College (2,675 students).

Carthage, TX Location | Stable Demographics | Close Proximity to Major Employers, Housing & Entertainment Complexes

Located on the western side of Carthage, TX, Tractor Supply Co. is convenient and accessible for residents that commute into the city center via W Panola St and is easily accessible for Hwy 149 traffic traveling North/South. There are 10,113 people with an average household income of \$71,983 within 5 miles of the subject property. The subject property is centrally located within the Hwy 149 ring road, benefiting all Carthage residents and positioning Tractor Supply close to major employers: Carthage High School, Panola College, Tyson Foods, Carthage Hardwoods, GenPak, Pinnergy Limited, Stallion Oilfield Services, Baker Hughes, and Absolute Pipeline Integrity.



Investment Overview

Price/Cap Rate

Price (PSF)	\$3,592,696 (\$188)
Cap Rate	5.75%
Annual Base Rent	\$206,580 (\$10.82 PSF)

Executive Summary

Address	2001 W. Panola Street Carthage, TX 75633
Tenant / Lease Entity	Tractor Supply Co. / Tractor Supply Co.
Use	Retail
Rentable Building Area (SF)	19,097
Acreage	3.85 Acres
Expense Structure	NN
Rent Increases	See Rent Schedule (pg. 7)
Lease Commencement	January 3, 2007
Primary Term Expiration	December 31, 2031
Lease Term Remaining	8.3 years remaining
Ownership Interest	Fee Simple (Land & Building)



The Investment



Site Aerial East



AutoZone

FAMILY DOLLAR

goodwill
SOUTHERN
NEW ENGLAND

EXXON

CVS
pharmacy

WHATABURGER

P
PANOLA COLLEGE

2,675 Students

SONIC

Pizza Hut

Pippen
Motor Company
GMC

ACE
Hardware

H&R BLOCK

ABC
AUTO

McDonald's

HIBBETT SPORTS
GAME TESTED. ATHLETE APPROVED.™

Carthage High School
Where Champions Are Educated
1,516 Students

VERABANK
GENUINE BANKING

PANDA EXPRESS
CHINESE KITCHEN

TACO BELL

East Texas Professional
A COMMUNITY CREDIT UNION

West Panola Street (8513 VPD)

Rock-N-Roll
Express-Low-Mile

TSC TRACTOR SUPPLY CO

Walmart

DOLLAR TREE

Citizens Bank

THE ROLLING

DOLLAR GENERAL

H-E-B

79

Site Aerial Northeast



Walmart

Carthage High School
Where Champions Are Educated
1,516 Students

**H&R
BLOCK**

**ACE
Hardware**

Pippen
Master Company
CIVIC

**Pizza
Hut**

VERABANK
GENUINE BANKING

**TACO
BELL**

McDonald's

PANDA EXPRESS
CHINESE KITCHEN

Rock-N-Roll
Express Fun Works

West Panola Street (8,513 VPD)
79

CS
Cotton Seed Oil

**TSC TRACTOR
SUPPLY CO.**

DOLLAR TREE

Citizens Bank

THE ROLLING

DOLLAR GENERAL

H-E-B

(11,636 VPD)

149

Site Aerial Southeast



149 (11,636 VPD)

West Panola Street (8,513 VPD)



Lease Abstract & Property Details

Property Overview

Rentable Building Area (SF)	19,097
Acreage	3.85
Year Built/Renovated	2006
Parcel(s)	37717

Lease Abstract

Address	2001 W. Panola Street Carthage, TX 75633
Tenant Trade Name	Tractor Supply Co.
Lease Entity	Tractor Supply Co.
Credit Rating	S&P: BBB
Lease Commencement	January 3, 2007
Lease Expiration	December 31, 2031
Lease Term Remaining	8.3 Years
Renewal Options	4 (5-Year)
Annual Rent (PSF)	\$206,580 (\$10.82 PSF)
Rent Increases	See Rent Schedule
Lease Structure	NN
Landlord Responsibilities	Roof, paved areas with the exception of the "Outdoor Display Area", foundation, floors, walls, all exterior utility lines and pipes, and all other structural portions of the premises
Utilities	Tenant Responsibility
Taxes	Tenant Responsibility
CAM	Tenant Responsibility
HVAC	Tenant Responsibility
Insurance	Tenant Responsibility
ROFR	Yes, Thirty (30) Days

Rent Schedule

Rent Period	Annual Rent	PSF	Monthly Rent	PSF	% Increase
1/1/2022 - 12/31/2026	\$206,580.00	\$10.82	\$17,215.00	\$0.90	-
1/1/2027 - 12/31/2031	\$218,496.00	\$11.44	\$18,208.00	\$0.95	5.77%
Option 1: 1/1/2032 - 12/31/2036	\$220,553.96	\$11.55	\$18,379.50	\$0.96	0.94%
Option 2: 1/1/2037 - 12/31/2041	\$234,963.04	\$12.30	\$19,580.25	\$1.03	6.53%
Option 3: 1/1/2042 - 12/31/2046	\$248,963.04	\$13.04	\$20,746.92	\$1.09	5.96%
Option 4: 1/1/2047 - 12/31/2051	\$264,522.96	\$13.85	\$22,043.58	\$1.15	6.25%



Property Photos





Market Overview - Carthage, TX

Population of Carthage, TX: 6,533

Carthage, TX

Carthage is a city and the county seat of Panola County, Texas, located in East Texas, 20 miles west of the Louisiana state line and only 37 miles from downtown Shreveport, Louisiana. Carthage, TX is known for housing the Texas Country Music Hall of Fame, which is also home to the Tex Ritter Museum. Carthage, TX is well known for their High School football team which has produced numerous NFL/MLB players including: John Booty, Jacke Davis, and Philip Humber.

Shreveport MSA

- 397,590 Population / 148,900 All Employees: (Total Private in Shreveport-Bossier City, LA (MSA))
- Shreveport MSA 2022 Operating Budget: \$539,255,146
- Median Age: 38.3
- 155,848 Number of Households
- \$175,200 Median value of owner-occupied housing units
- Attractive costs of living & doing business: LA offers compelling costs advantages for companies and workers relocating from other states
- Major Employers: Willis-Knighton Health System, Barksdale Air Force Base, Louisiana State University Shreveport, satellite offices: Walmart, FedEx Express, AT&T

Fortune 500 Companies in Texas

Company	Rank
McKesson	No. 7
Exxon Mobil	No. 10
AT&T	No. 11
Dell Technologies	No. 28
Phillips 66	No. 48
Valero Energy	No. 53
Sysco	No. 60
Oracle	No. 80
Energy Transfer	No. 81

Demographics



Shreveport Regional Airport

Demographics

	1 Mile	3 Mile	5 Mile
2023 Population	1,594	7,890	10,113
2028 Population	1,577	7,827	10,042
2023 Avg. Household Income	\$87,058	\$73,196	\$71,983

Nearest Major Airport



Shreveport Regional Airport (SHV)



37 Miles
from the subject property



1,625
acres



± 559,033 Passengers
served annually

Largest Universities in Texas

University	Number of Students
University of North Dallas	42,375
University of Texas at Arlington	39,714
University of Texas at Dallas	26,793
Texas Women's University	15,472
Texas A&M University- Commerce	12,385
Southern Methodist University	11,643
Texas Christian University	10,394
Dallas Baptist University	5,445
Texas Wesleyan University	3,378
University of North Texas at Dallas	3,030

Tenant Synopsis - Tractor Supply Co.

Tractor Supply Company (NASDAQ: TSCO) is the largest brick and mortar retailer serving recreational farmers, ranchers, homeowners, gardeners, and pet enthusiasts nationwide. With 2,164 stores and counting, Tractor Supply Co. offer a broad assortment of quality farming, ranching equipment, and animal / pet products and feed. Tractor Supply Co. was founded in 1938 and has grow is currently headquartered in Brentwood, TN.

As of 2023, the company operates 2,164 Tractor Supply stores in 49 states, including 81 stores acquired from Orscheln Farm and Home in 2022 that will be re-branded Tractor Supply Co. by the end of 2023. Tractor Supply Co. also operates Petsense by Tractor Supply, a small-box pet specialty retailer providing products and services for pet owners. As of 2023, TSCO operates 189 Petsense by Tractor Supply stores in 23 states.



YEAR FOUNDED
1938



COMPANY TYPE
Public (NASDAQ: TSCO)



HEADQUARTERS
Brentwood, TN



WEBSITE
tractorsupply.com



LOCATIONS
2,164



S&P CREDIT RATING
S&P: BBB

TENANT SYNOPSIS - TRACTOR SUPPLY Co.

Trade Name	Tractor Supply Co.
Company Type / Ticker Symbol	Public / NASDAQ: TSCO
Credit Rating / Outlook	S&P: BBB / Outlook: Stable
Number of Locations	2,164
Market Cap (September-2023)	\$23.68 Billion
Annual Revenue (Fiscal Year 2022)	\$14.2 Billion
EBIT (Fiscal Year 2022)	\$1.4 Billion
Total Assets (Fiscal Year 2022)	\$8.49 Billion
Free Cash Flow (Fical Year 2022)	\$583.6 Million



Single-Tenant Net Leased Tractor Supply Co.

Net Lease Capital Markets

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Broker of Record: Lispah Hogan, CCIM, MCR | Executive Managing Director | TX RE Lic. #342405

Corporate Lic. #01355491

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