



# SINGLE TENANT RETAIL INVESTMENT OFFERING



## T-MOBILE

1860 UNION AVENUE  
MEMPHIS, TN 38104



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Section 2.....	Property Description Location Overview Site Plan Location Maps Aerial Photo Demographics





T-Mobile  
Memphis, TN

# PRICING & FINANCIAL ANALYSIS

## SECTION 1



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1860 Union Avenue  
Memphis, TN 38104



## INVESTMENT HIGHLIGHTS

- Brand New Construction with Long-Term NNN Credit Lease
- Subsidiary of S&P Rated “BBB+” Deutsche Telekom and Rated #64 on “Fortune’s Global 500 List”
- Additional Billboard Income Included with Sale
- Adjacent to a #1 Sales Volume Store in Memphis
- Near Intersection of 2 Highly Traveled Roadways
- Rapidly Growing Tenant

The Cooper Commercial Investment Group has been exclusively retained by ownership to sell the 100% fee simple interest in the T-Mobile retail outlet located in Memphis, Tennessee. The 2,400 rentable square foot property is at the intersection of Union Avenue and Mclean Boulevard with a Triple Net (NNN) lease in place, with the tenant additionally reimbursing for Management Fees. The brick building was custom built in 2008 to accommodate its single tenant retailer, T-Mobile. T-Mobile is a subsidiary of Deutsche Telekom, S&P rated “BBB+” and rated #64 on the “Fortune’s Global 500 List of Corporations,” 2008. The building’s inviting appearance, popularity of its neighboring national retailers, and location at a major intersection are key assets to this property. In fact, Starbucks (directly west of T-Mobile) is said to be the top producing location for the retail chain in the greater Memphis Marketplace, and the Walgreens (directly across the street) is one of the top three sales locations in Memphis.

The lease also includes (3) 5-year renewal options at 115% of the previous term’s rental rate. The featured property offers an investor the opportunity to acquire a stable national tenant in one of Tennessee’s most populated and affluent markets. In addition to T-Mobile rent, the property receives an additional \$6,000 from a billboard lease that will automatically renew annually through 2022.

The building is situated in a residential community along a heavily traveled roadway. The young age of the building along with its corner location in a rapidly growing city, gives any investor the opportunity to acquire a hands-off asset with minimal responsibilities and oversight. Additionally, the featured property is located just east of a major interstate (I-240) which is a connection highway to I-40 and leads directly into downtown Memphis. Coupling all of the above attributes, the building provides an investor a rare opportunity in today’s market to purchase a building of high quality construction and craftsmanship, with ease of management and attractive curb appeal.



Property Name: T-Mobile  
Property Address: 1860 Union Avenue  
Memphis, TN 38104  
Property Type: Single Tenant Retail Building  
Rentable Area: 2,400 SF  
# of Employees: 241,426 Worldwide  
# of Customers: 32.8 Million in the U.S.  
Capability: Reaching over 268 Million Customers in U.S.  
Headquartered: 12920 SE 38th St, Bellevue, WA 98006  
Web Sites: [www.t-mobile.com](http://www.t-mobile.com)  
[www.telekom.de](http://www.telekom.de)



T-Mobile (NYSE: DT) (Deutsche Telekom AG ADS, S&P rated “BBB+” and #64 on “Fortune’s List of Top 500 Global Corporations,” 2008) is a mobile network operator, based internationally in Bonn, Germany and its US headquarters in Bellevue, WA. T-Mobile is a subsidiary of Deutsche Telekom and belongs to the FreeMove Business alliance. T-Mobile was previously known as VoiceStream Wireless or Powertel, which in July, 2001 was acquired by Deutsche Telekom and in September, 2002, the company nationally changed its name to T-Mobile. In September, 2007, T-Mobile announced the acquisition of SunCom Wireless. The acquisition expanded the network coverage to North Carolina, South Carolina, Tennessee, Georgia, Puerto Rico and the U.S. Virgin Islands. T-Mobile has nearly 128.3 million subscribers, making it the worlds eighth largest mobile phone service provider and nearly 32.8 million subscribers in the United States, making it the fourth largest wireless telecommunications network while employing over 40,000 employees within the U.S. T-Mobile reported earning 5.72 billion dollars in the fourth quarter of 2008 and has a strong forecast for 2009.

T-Mobile is committed to innovation and fostering an open platform for wireless services to meet the rapidly evolving and emerging needs of wireless customers. The company offers an industry leading mobile network but has also been recognized and awarded for their achievements. Some awards and achievements include J.D. Power and Associates 2009 Customer Care Performance Study which eight out of the last nine reporting periods were the highest ranked in overall customer care, the J.D. Power and Associates 2008 Wireless Retail Sales Satisfaction Performance Study in which T-Mobile earned the highest ranking based off 4 major components consisting of sales staff, store display, store facility and price/promotion, the Fortune 100 Best Companies to Work For, 2009 World’s Most Ethical Companies, and the 2008 Texas Instruments TI Supplier Excellence Award. T-Mobile offers a comprehensive range of wireless voice, messaging and data services which promotes its “Stick Together” program that encourages customers to stay close to those who are important to them.

\* Sources: [www.t-mobile.com](http://www.t-mobile.com), [www.wikipedia.com](http://www.wikipedia.com)





## Summary

Building Price:	\$1,095,000
Down Payment:	\$273,750
GLA:	2,400 Sq Ft
Price/SF:	\$456.25
NOI:	\$88,330
Cap Rate:	8.07%
Year Built:	2008
Lot Size:	0.338 Acres

**1860 Union Avenue  
Memphis, TN 38104**



## Proposed New Financing

Initial Loan Amount:	\$ 821,250
Loan Type:	Proposed New
Interest Rate:	6.25%
Amortization:	25 Years
Term:	5 Years
Loan-to-Value (LTV):	75%
Monthly Debt Payment:	\$ 5,417.50

## Operating Data

T-Mobile Rental Income:	\$ 84,000
Billboard Rental Income:	\$ 6,000
Tenant Reimbursements:	\$ 17,887
Effective Gross Income:	\$ 107,887
Expenses:	\$ 19,557
NOI:	\$ 88,330
Annual Debt Service:	\$ 65,010
Cash Flow:	<u>8.52%</u> <u>\$23,320</u>

\* Billboard Lease (5/4/1992 - 4/3/2022) at \$6,000 per year with automatic annual renewals.



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## T-Mobile Base Rent Schedule

	Annual	PSF
Current	\$84,000.00	\$35.00
Option 1	\$96,600.00	\$40.25
Option 2	\$111,096.00	\$46.29
Option 3	\$127,752.00	\$53.23

## TENANT SUMMARY

Tenant Name:	T-Mobile
Lease Type:	Triple Net (NNN)
Remaining Lease Term:	6 Years
Tenant Since:	2008
Term Commencement Date:	10/15/2008
Lease Expiration Date:	10/14/2015
Lease Guarantors:	T-Mobile
Remaining Options to Renew:	(3) 5-Yr Options
Options to Terminate:	None
Roof & Structure:	Landlord Responsibility
HVAC:	Tenant Responsibility





T-Mobile  
Memphis, TN

# PROPERTY DESCRIPTION

## SECTION 2



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## LOCATION HIGHLIGHTS



- Located 1.4 miles East of I-240
- Major National Retailers in Close Proximity
- Less than 6 Miles to the University of Memphis
- 3.1 Miles East of Downtown Memphis
- Prime Location with High Traffic Counts (36,000+ VPD)

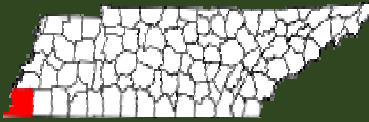
Memphis is a city in the southwest corner of Tennessee, and the county seat of Shelby County. As of 2007, Memphis had an estimated population of 677,272, making it the largest city in the state of Tennessee, the second largest in the Southeastern United States, and the 18th largest in the United States. The greater Memphis metropolitan area, includes adjacent counties in Mississippi and Arkansas, and has a population of 1,280,533. This makes Memphis the second largest metropolitan area in Tennessee, surpassed only by metropolitan Nashville, which overtook Memphis in recent years. Memphis is a regional hub for a tri-state area of Arkansas, Mississippi and Tennessee.

Memphis, perched above the Mississippi 200 miles west of Nashville and 300 south of St. Louis, is one of the great destinations of the South. Visitors come from all over the world to celebrate the city that virtually invented blues, soul and rock 'n' roll, as well as to chow down in the unrivaled barbecue capital of the nation. The well-known, Graceland, home to Elvis Presley memorabilia is within minutes, just south on I-240 from the building. Additionally, 50 unique Memphis attractions including music museums, art galleries, pro-sports arenas, Mississippi riverboat tours, and the Memphis Zoo are among the attractions that contribute to the heavy traffic that passes through the city.

The city's central location has led to much of its business development and being located at the Mississippi River and intersected by several freight railroads and two Interstate highways, Memphis is ideally located for commerce among the transportation and shipping industries. River barges are unloaded onto trucks and trains to be transported throughout the region. The city is home to Memphis International Airport, the world's busiest cargo airport, which serves as the primary hub for FedEx shipping. Memphis is the home of nine Fortune 1,000 companies. These include the corporate headquarters of FedEx Corporation, AutoZone Incorporated, International Paper, and Thomas & Betts. In addition, the city is home to the pharmaceutical/healthcare firm Schering-Plough Corporation, serving as the company's research and development center.



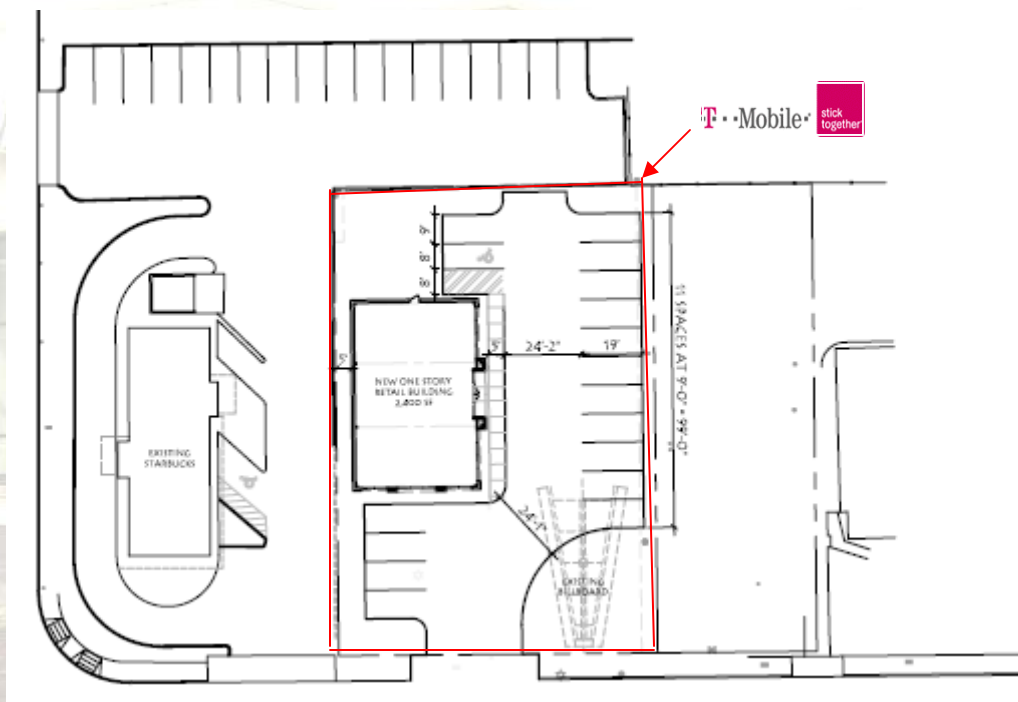
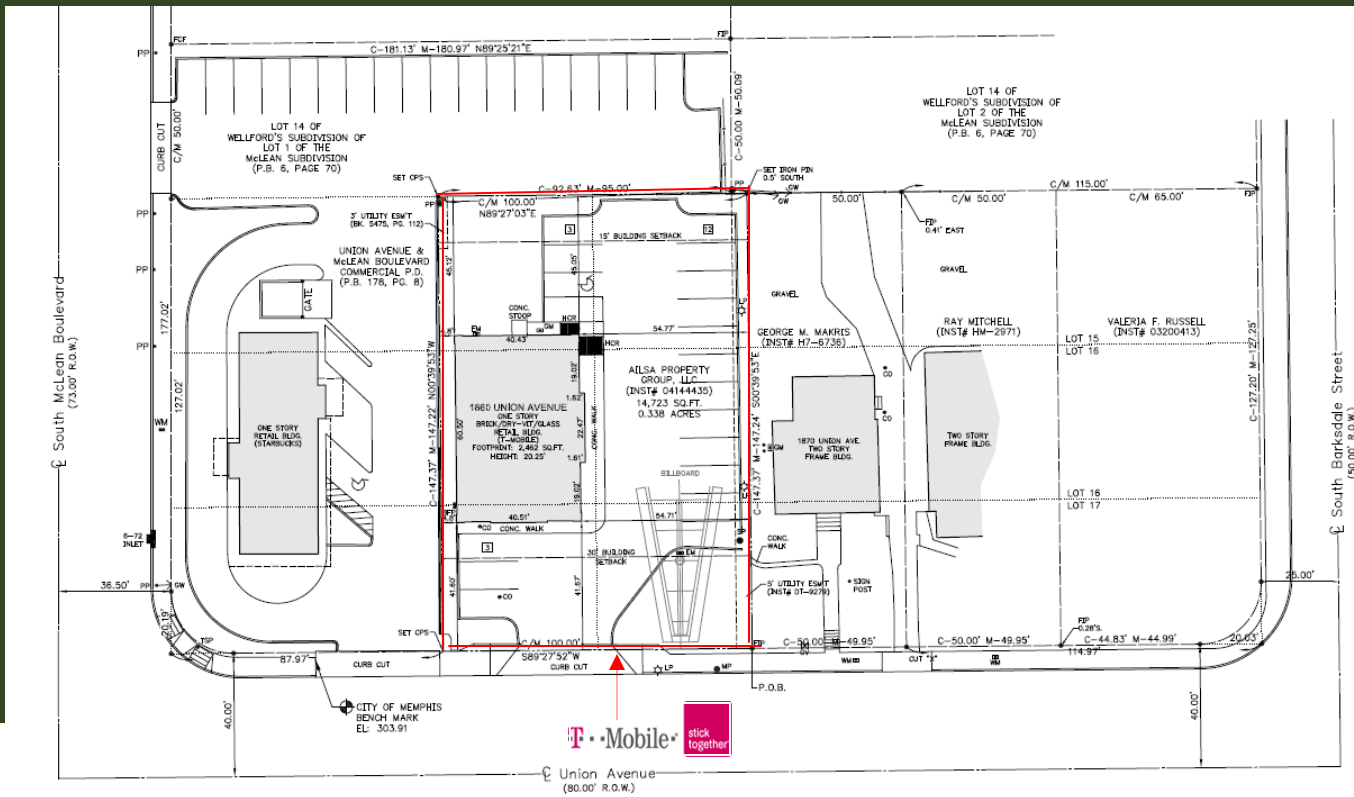


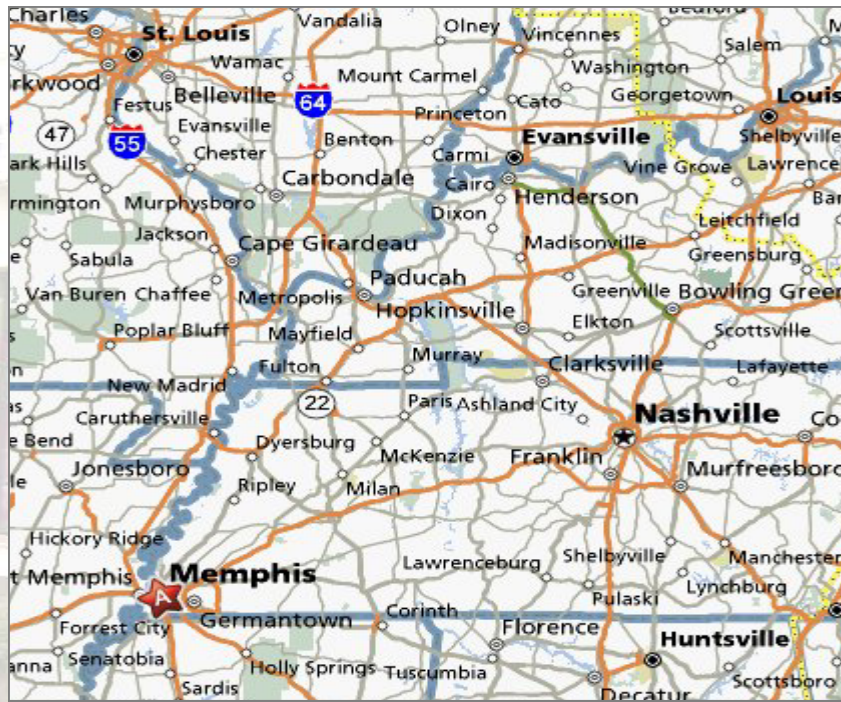
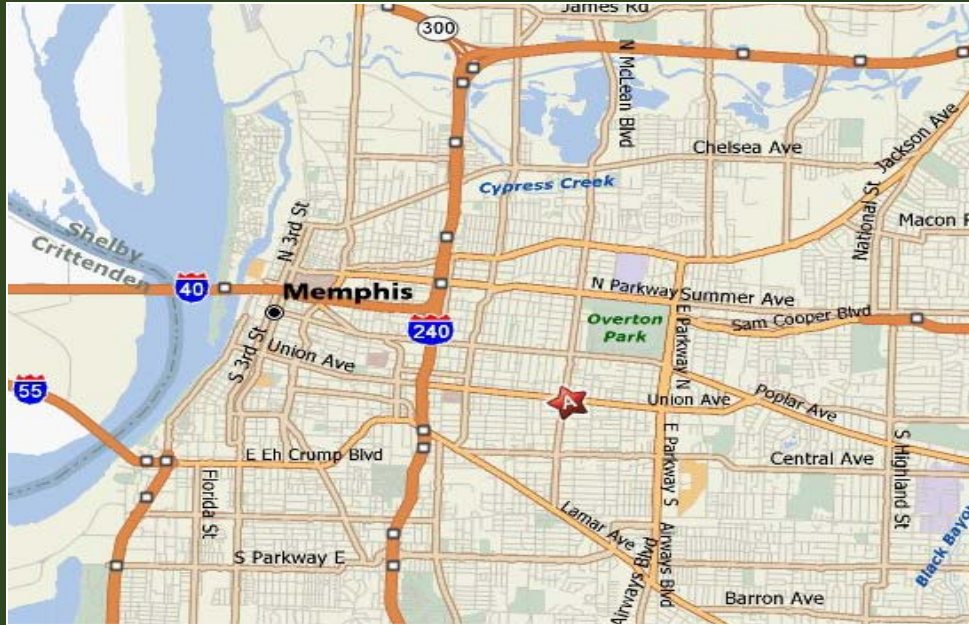



Memphis has developed into a major Mid-American commercial and transportation hub because of its location on the Mississippi River and a convergence of numerous rail and highway links. Four rail and highway bridges cross the Mississippi River at Memphis. In addition, Memphis International Airport has become the world's largest airfreight terminal (carrying more cargo than any other airport in the world). Interstate 240, only 1.4 miles east of the building, is a major highway serving the Memphis area and provides excellent access to the property. I-240 is a highway spur that carries traffic around the city. A large volume of railroad freight traffic moves through Memphis, thanks to Mississippi River railroad crossings and the convergence at Memphis of east-west with north-south rail routes. In addition, Memphis is the second busiest cargo port on the Mississippi River, and the 4th biggest inland port in the United States.

The T-Mobile Retail Building is located approximately 3.1 miles southeast of Downtown and the featured building sits on .338 acres of land directly off of Union Avenue – one of Memphis' most heavily traveled roadways. Just off the corner of Union Avenue and Mclean Boulevard, the building is positioned near a high traffic Starbucks and a Walgreens, making the corner a prominent retail location in the area. Along Union Avenue, daily traffic counts average in upwards of 36,000 VPD (traffic count conducted 2004). The on-going growth and expansion of the retailers in the immediate vicinity illustrate the local demand for such commerce in a location that optimally suits the area's residents and businesses. T-Mobile is just minutes from Home Depot, Office Max, Kroger's, and numerous other retail plazas with stores including: Rite Aid, Pizza Hut, Subway, IHOP, Hollywood Video, McDonald's, SunTrust, Smoothie King, Chick-fil-A, Chase Bank, Burger King, Starbucks, Blockbuster and many more.





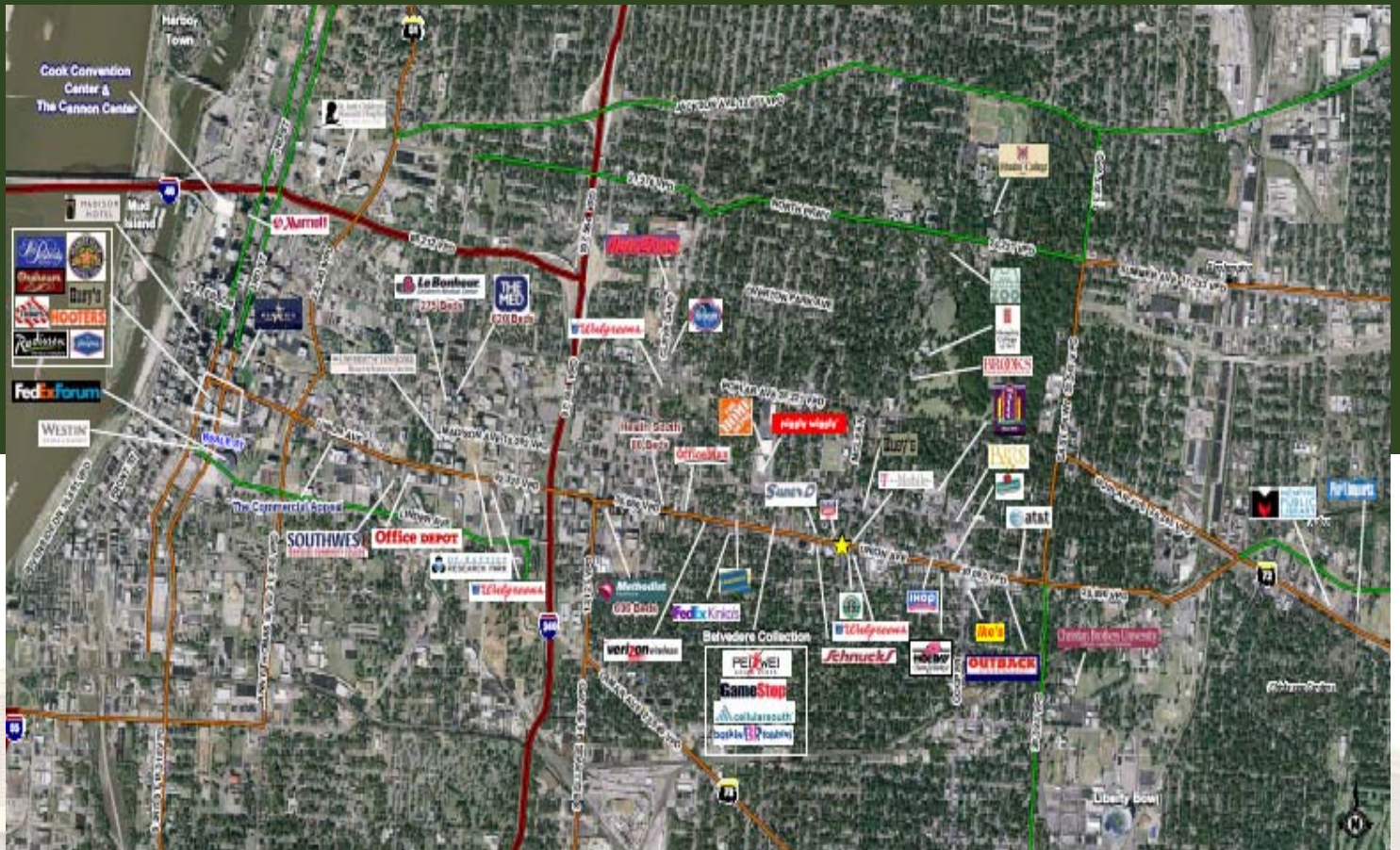


 = T-Mobile Retail Store



Midtown/Downtown Trade Area

Memphis, TN



★ T-Mobile - 1860 Union Avenue, Memphis, TN 38104



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1 Mile:

3 Miles:

5 Miles:

## Population

Total Population	15,469	118,535	231,269
Male Population	49.9%	48.0%	47.4%
Female Population	50.1%	52.0%	52.6%
Median Age	37.1	35.6	35.2
Population Density (per sq. mi.)	4,924.0	4,192.3	2,944.6
Employees	17,566	107,445	180,040
Establishments	1,255	6,594	12,066

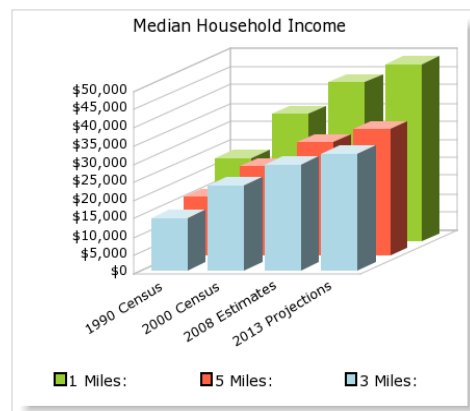
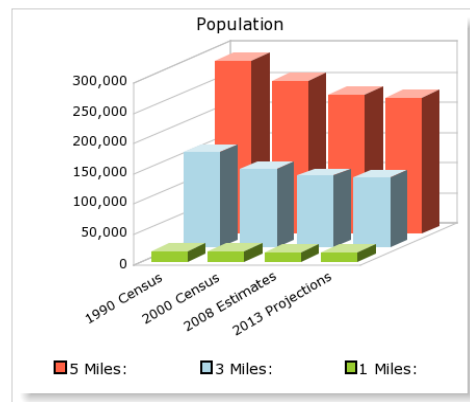
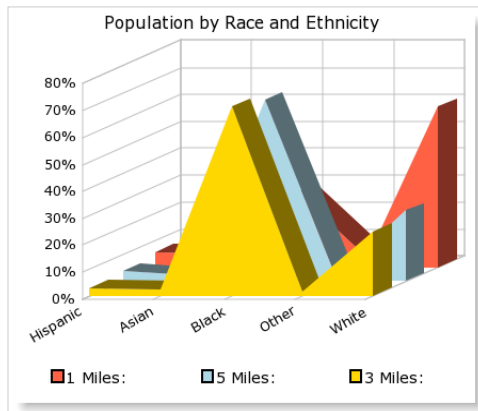
## Income

Median Household Income	\$44,037	\$29,113	\$31,333
Per Capita Income	\$36,092	\$19,727	\$20,274
Average Household Income	\$66,042	\$44,633	\$47,065

## Race

White	59.7%	23.9%	26.4%
Black	27.9%	70.2%	67.4%
American Indian, Eskimo, Aleut	0.4%	0.2%	0.2%
Asian	5.2%	2.2%	2.1%
Other	3.3%	1.4%	1.9%
Multirace	3.5%	2.0%	2.1%

\* Current year data is for the year 2008



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