

NNN Harps Grocery

201 US-412 | Siloam Springs, AR 72761

OFFERING MEMORANDUM

100% OCCUPIED
1 YEAR REMAINING



SAGEPARTNERS.COM



THE OFFERING

TOTAL PURCHASE PRICE	\$1,985,000	TENANT	Harps Food Stores, Inc. (92 locations)
LEASE TERM EXPIRATION	02/28/2022	ADDRESS	201 US-412 Siloam Springs, AR 72761
RENEWAL OPTIONS	3 (three) 1 (one) year options	FACILITY TYPE	Single Tenant
SITE AREA	±2.81 acres	LOCATION	Siloam Springs is located on the western edge of the Northwest Arkansas metropolitan area with a population of around 500,000. It is connected to the principal cities by US Highway 412 and is best known for its historic downtown.
BUILDING SIZE	±38,640 SF		
BUILDING REMODELED	2010		

Information deemed reliable but not guaranteed.



OCCUPANCY

100%

BUILDING SIZE

±38,640 SF

LAND AREA

±2.81 acres

Sale Price: \$1,985,000
\$53.00 per square foot

SITE OUTLINE



TENANT PROFILE

HARPSTM
HOMETOWN FRESH
harfsfood.com

Harvard and Floy Harp founded Harps in 1930. They started the first store with \$500 in cash that Harvard had saved while working in the citrus industry in California. The first store was Harps Cash Grocery and was located in Springdale, AR. Over the next 34 years they remodeled, expanded, and moved to bigger buildings as their business continued to grow.

By the early 1950's, Harvard and Floy's oldest son, Don, had joined them in the business. In 1964 Harps became a small chain when the second store was opened in North Springdale.

By the mid 1960's, Don's brothers, Gerald and Reland, were also very involved in managing the Company with Reland handling the accounting duties and Gerald the operations. Don became CEO and President in 1968 at the death of his father and continued to guide Harps with the help of his brothers. In the early 80's, Reland retired, and in 1995, Don retired, and Gerald Harp assumed the duties of CEO and President. In 2000, Gerald retired as Chairman and CEO and Roger Collins was named CEO. In 2016, Roger stepped down as CEO and was replaced by

INCORPORATED
1925

OF STORES
92

EMPLOYEES (ALL SITES)
4,500

Kim Eskew, the President, but continued to serve as Chairman of the Board. In 2018, Roger retired and Kim accepted the role as Chairman in addition to President and CEO.

Harps had 14 locations in 1985, 38 in 1995, 48 in 2005, 79 in 2015 and 92 locations today with stores in Arkansas, Oklahoma, Missouri and Kansas operating under the Harp's Food Stores, 10Box Cost-Plus and Price Cutter Food Warehouse banners.

In 2001, the Company did a leveraged buy-out with the Employee Stock Ownership Plan (ESOP) purchasing outstanding stock from the family and management. Since becoming employee-owned, the stock price has increased from \$27 per share in 2001 to \$445 per share at the end of fiscal 2018. Harps is the largest employee-owned company headquartered in Arkansas and the 30th largest in the United States.

Harp's has become one of the grocery industry's most recognized independent chains and is a national success story for grocery companies competing against Walmart.

ADDITIONAL PHOTOS



AERIAL



NORTHWEST ARKANSAS RANKINGS

National publications, economists and university researchers recognize Northwest Arkansas as one of the nation's most successful regions. They are consistent with their praise of Northwest Arkansas, its counties and cities, its economy and businesses, and its quality of life. It's worth saying many publications and researchers' lists show the city of Fayetteville as the place that's being ranked, but the statistics used to determine the rankings make clear that the ranking is based on the success of the Northwest Arkansas metropolitan statistical area (the Fayetteville-Springdale-Rogers MSA) rather than any one city. Here are some examples of the praise that's been heaped on Northwest Arkansas, its individual cities and its schools.

REGIONAL RANKINGS

BEST CITIES TO LAUNCH A CAREER

Realtor.com in mid-2017 created a list of the 10 Best Cities to Launch a Career. Northwest Arkansas joined far larger middle America regions on the list, including Dallas, Kansas City and Nashville. Among the places listed, only Kansas City had a lower median home price.

BEST AFFORDABLE PLACES TO LIVE

U.S. News & World Report put Northwest Arkansas at No. 8 on its April 2018 ranking of the 25 Best Affordable Places to Live in the U.S.

BEST IN THE U.S.

Lonely Planet, the world's largest publisher of travel-related books and guides, in February 2016 ranked Northwest Arkansas at No. 7 in its list of "Best in the U.S."

BEST CITIES FOR WHITE-COLLAR JOB GROWTH

Forbes and NewGeography.com ranked Northwest Arkansas at No. 3 among the nation's medium-sized cities for white-collar job growth in July 2016. The region ranked 16th among all U.S. metropolitan statistical areas.

BEST MIDSIZE CITIES FOR JOBS

Forbes put the Fayetteville-Springdale-Rogers MSA at No. 2 on its list of Best Midsize Cities for Jobs. The ranking was published in May 2018. The publication noted the region's job count is up 20 percent since 2012.

BEST CITIES FOR JOBS

Northwest Arkansas in 2017 sat at No. 6 in a ranking of the nation's Best Cities for Jobs, according to NewGeography.com. The publication put Northwest Arkansas at No. 2 on its list of Best Medium-Sized Cities for Jobs. All the midsize cities had 150,000 to 450,000 nonfarm jobs in their metropolitan area.

BEST-PERFORMING CITIES

The Milken Institute, which published a new report in January 2018, put the Fayetteville-Springdale-Rogers Metropolitan Statistical Area's economy at No. 25 among large metropolitan areas. The region was especially strong in job growth.

BEST PLACES TO LIVE

U.S. News & World Report put the Fayetteville-Springdale-Rogers (Northwest Arkansas) Metropolitan Statistical Area at No. 5 on its 2018 list of Best Places to Live. Northwest Arkansas has stayed in the Top 5 for three years in a row.

COMPANY OVERVIEW



A FIRM POWERED BY EXPERIENCE

Cushman & Wakefield | Sage Partners (“Sage Partners”) specializes in providing commercial real estate brokerage, management and development services in the state of Arkansas. Sage combines the technical, market, financial, and industry expertise of seasoned professionals to create a full-service commercial real estate company. The Sage team has many years of in-depth experience that provides solutions through a combination of services.

Diversified experience provides Sage Partners with a unique perspective combining an insight of national trends with unparalleled local knowledge. Additionally, Sage brings a unique database of brokers, clients, contacts, bankers, and investors from vast local, regional, and national experiences. This combination brings real solutions to clients’ needs and ensures thorough market penetration in all respects.

WHY USE SAGE PARTNERS

We are proud of the success the company has had because it is based on a very simple equation of “good people + hard work + intelligent, long term vision equals long term success.” What impresses people is consistent hard work, market knowledge, quality and the character of team members.

OUR MISSION

“Our team will work with faith and integrity, utilizing our experience and expertise to provide superior real estate services to the benefit of our clients, families, and community.”

CORE VALUES

Practice Integrity -

We always try to do what’s right... in all settings, no matter the cost

Clients are Supreme -

We want our clients to see that we are outstanding with our experience, knowledge, effort and results

Be Entrepreneurial -

We are proactive and creative in solving problems and seizing opportunities

Teamwork Wins -

We can achieve more with all of us than individually

Give Back -

We want to invest in our community with meaningful generosity

CONTACT INFORMATION

Cushman & Wakefield | Sage Partners



Tom Allen, CCIM

Executive Vice President, Principal
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- Began commercial real estate career in 1998 as a Real Estate Manager with Walmart
- Serves a broad spectrum clients from small businesses to Fortune 500 companies
- Experience in development, leasing, sales, acquisition and management office and retail properties
- B.S.B.A. Business, Major – Marketing, University of Arkansas
- Board Member, Rogers – Lowell Area Chamber of Commerce
- Benton County Quorum Court – Chairman Finance Committee (elected position)
- Former Rogers City Councilman



Matthew Allen

Associate
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- Focused on investment sales and tenant representation
- Bachelor of Science in Agricultural Business from University of Arkansas
- Served as intern for Congressman Steve Womack
- Experience in retail banking

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