



# Randall Commercial Group, LLC

*Investment Real Estate Optimized*

[www.randallcommercialgroup.com](http://www.randallcommercialgroup.com)



## M-D Medical Services | Sale Leaseback

1018 N. Flowood Drive | Flowood, Mississippi 39232 |

\$1,400,000 | 7.50% Cap Rate | Absolute NNN Lease

\*



# Disclaimer/Terms of Use for Offering Memorandum: 1018 N. Flowood Dr. | Flowood, MS 39232

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## Healthcare Practice Group

Exclusively Listed By:

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# INVESTMENT OVERVIEW



## INVESTMENT HIGHLIGHTS:

Offering Price:	\$1,400,000
Cap Rate:	7.50%
Annual Rent/NOI:	\$105,000   \$14 psf
Building Size:	± 7500 sq. ft.*
Lot Size:	± 0.44 acres*
Lease Type:	Absolute NNN

## RENT SCHEDULE:

Years	Annual Rent	Rent/SF	Start Date	Increase
1	\$105,000.00	\$14.00	2019	N/A
2	\$107,100.00	\$14.28	2020	2%
3	\$109,242.00	\$14.57	2021	2%
4	\$111,426.84	\$14.86	2022	2%
5	\$113,655.38	\$15.15	2023	2%
6	\$115,928.48	\$15.46	2024	2%
7	\$118,247.05	\$15.77	2025	2%
8	\$120,612.00	\$16.08	2026	2%
9	\$123,024.24	\$16.40	2027	2%
10	\$125,484.72	\$16.73	2028	2%

*\*Source: Appraisal*

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## LEASE SUMMARY:

- Tenant Entity: M-D Medical Services, LLC
- Absolute NNN Single Tenant Investment Opportunity
- 10-year lease, commencing at closing
- 2 % Annual Rental Increases
- Five (5), Five (5) year options
- Guarantor: Personal (full 10 year lease term)

## FINANCIAL SUMMARY:

Pro Forma	Annual (\$)	\$/SF
Projected Income:	\$105,000.00	\$14.00
(Less: Vacancy Factor)	(\$0.00)	(\$0.00)
Effective Gross Income	\$105,000.00	\$14.00
(Less: Operating Expenses)	(\$0.00)	(\$0.00)
Net Operating Income:	\$105,000.00	\$14.00

## DEMOGRAPHIC HIGHLIGHTS:



**± 9,958**

Population within  
Flowood City Limits



**± 4,377**

Households within  
Flowood City Limits



**± \$86,042**

Avg. Household Income  
within Flowood City Limits



## TENANT PROFILE

M-D Medical Services is a wholesale medical equipment and supplies provider headquartered in Flowood, MS. The company sells directly to healthcare providers and/or consumers. The company was established in 1998 and has experienced significant growth over the past 20 years.

## TENANT HIGHLIGHTS

- 32.70% Sales growth from 2015 to 2018
- 58.33% Employee growth from 2015 to 2018
- Specializes in durable medical equipment and home medical equipment, providing service and supplies to nursing homes, assisted living, rural hospitals, medical clinics, home health, Medicaid waiver and home patients
- Service over 2,000 patients per month
- Owners are directly involved in day-to-day business operations





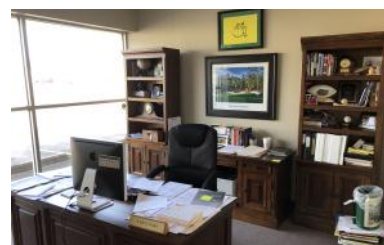
# PROPERTY OVERVIEW



# BUILDING INFORMATION

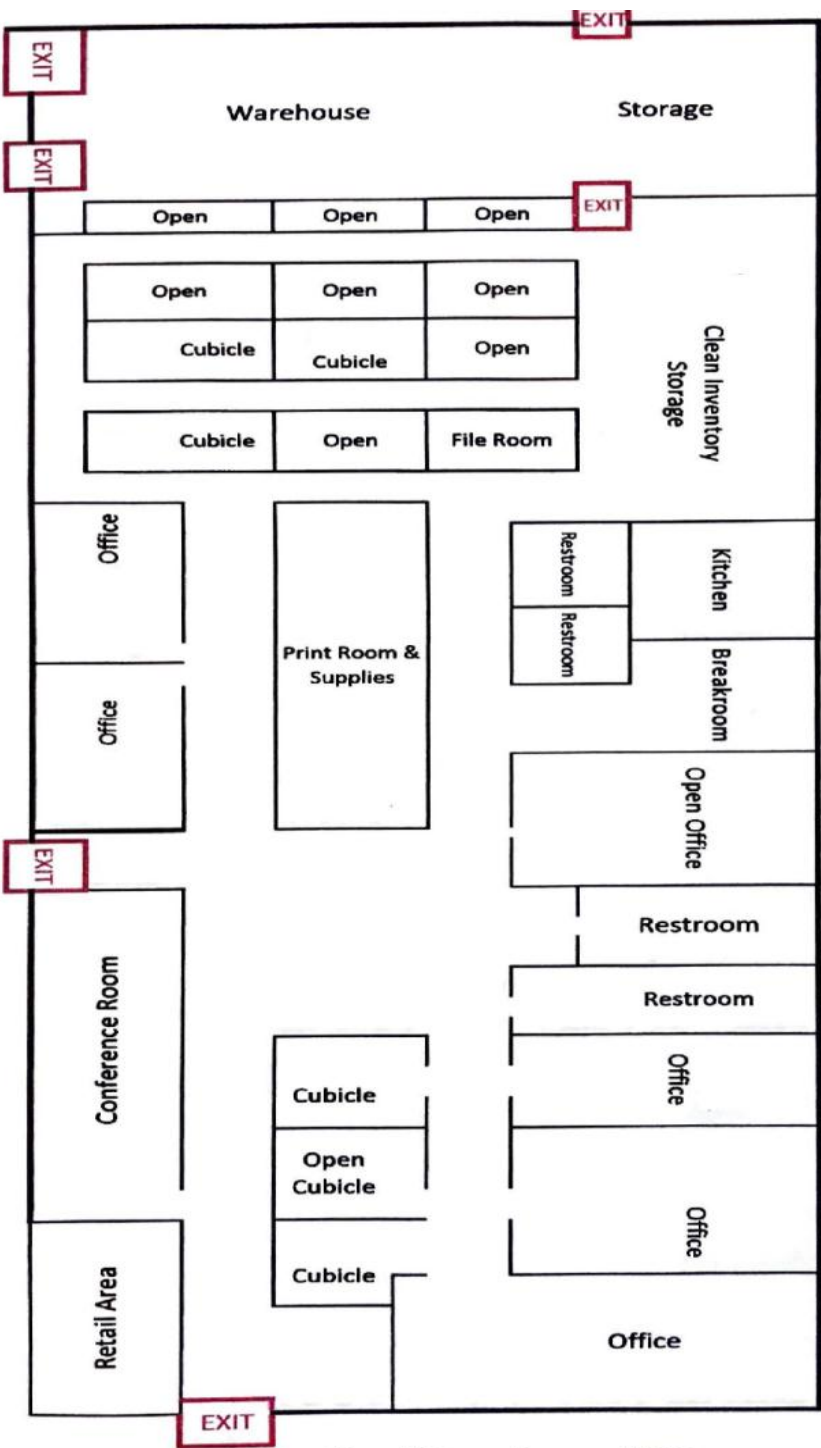
Building Size:	± 7,500 sq. ft.*
Lot Size:	± 0.44 acres*
Building Age	1975
No. of Stories:	One
Construction:	Brick veneer facility with a metal siding on a concrete slab foundation.

*\*Owner-provided data*





# FLOOR PLAN



# AREA OVERVIEW



**MD+**  
Medical Services

1018

MD+ Medical Services  
2000000  
Box 1018-1000 1018-1000

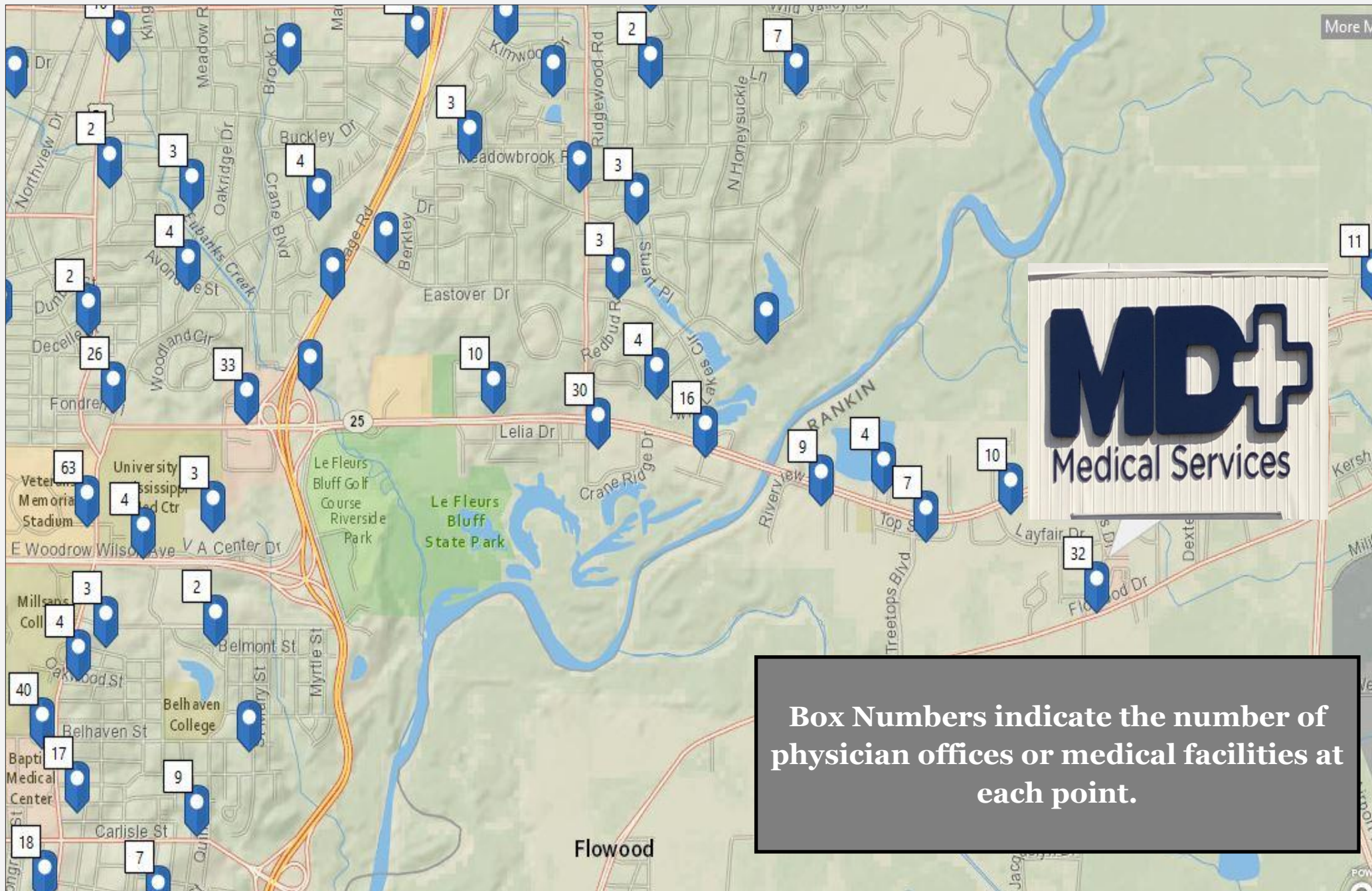


# Points of Interest





## Area Healthcare Properties










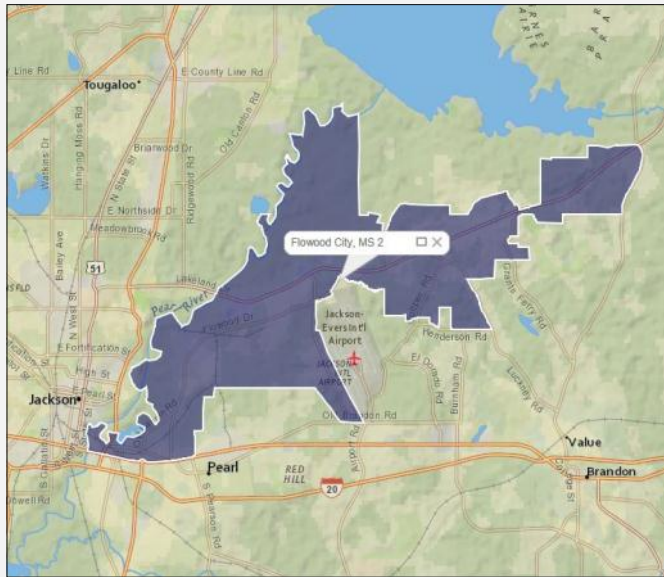
# Jackson MSA Healthcare Community

## Greater Jackson Area—Healthcare:

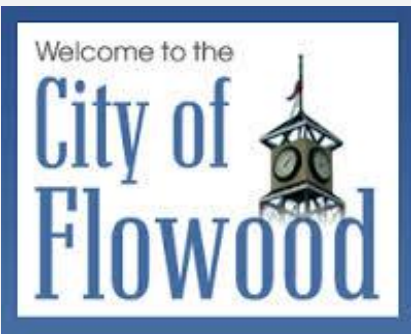
The Great Jackson Area's healthcare resources consists of 18 hospital facilities which include a major teaching and research center, a state psychiatric hospital, a large VA facility, and none other private non-profit and for-profit institutions with a combined total of approximately 5,500 beds. The Great Jackson Area's healthcare community includes 46,000 healthcare professionals and 1,200 related health services businesses. The University of Mississippi Medical Center serves as the flagship institution with its Schools of Medicine, Dentistry, Nursing and Health Related Professions. *Source: Greater Jackson Alliance.*

	Area Hospitals	Description	Beds
	Merit Health River Oaks	With comprehensive medical services, a quick-response emergency department, and a convenient location in Flowood near downtown Jackson, Merit Health River Oaks serves as a major healthcare resource for the Jackson Metropolitan Area and Central Mississippi	160
	The University of Mississippi Medical Center	The umbrella organization that combines the University Hospitals & Health Care System (UHHS) and University Physicians (UP), the medical faculty practice plan. UHHS is comprised of the teaching hospital for all UMMC educational programs and serves as a diagnostic and treatment referral center for the entire	722
	St. Dominic's	Considered one of the region's most comprehensive hospital's, St. Dominic's boasts outstanding facilities offering a variety of programs and services including cancer screenings and treatments, cardiovascular care, childbirth planning and delivery, and health and wellness.	477
	G.V. (Sonny) Montgomery VA Medical Center	Provides primary, second and tertiary medical, neurological and mental health inpatient care. Both primary and specialized outpatient services are available, including such specialized programs as: ambulatory surgery, spinal cord injury, neurology, infectious disease, substance abuse, PTSD, and metal health diag-	163
	Baptist Health Systems	Since 1911, Baptist has served Mississippi as a Christian-based, non-profit comprehensive medical center. Today, Baptist Medical Center is part of a growing network that makes comprehensive health care, health education, health risk assessments and wellness more accessible than ever before. Baptist is reaching out to people wherever they are as an active part of our mission: to pursue the highest quality healthcare, guided by our Christian faith.	638

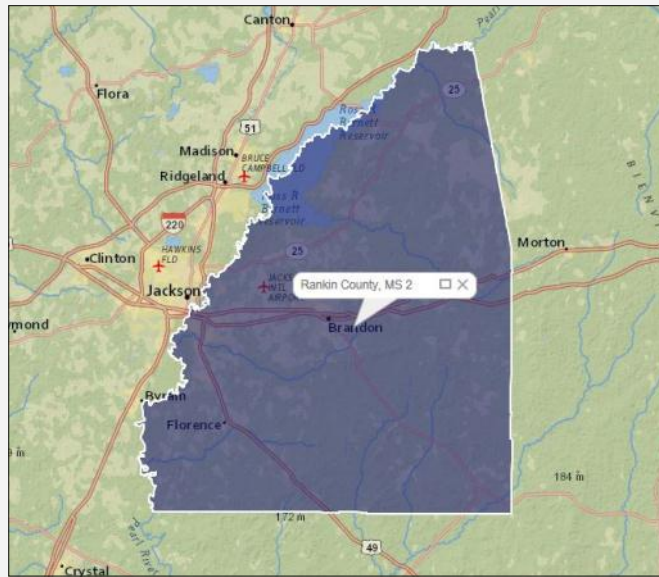
## Flowood, MS



Population (2018)	9,958
Households	4,377
Ave. HH Income	\$86,042

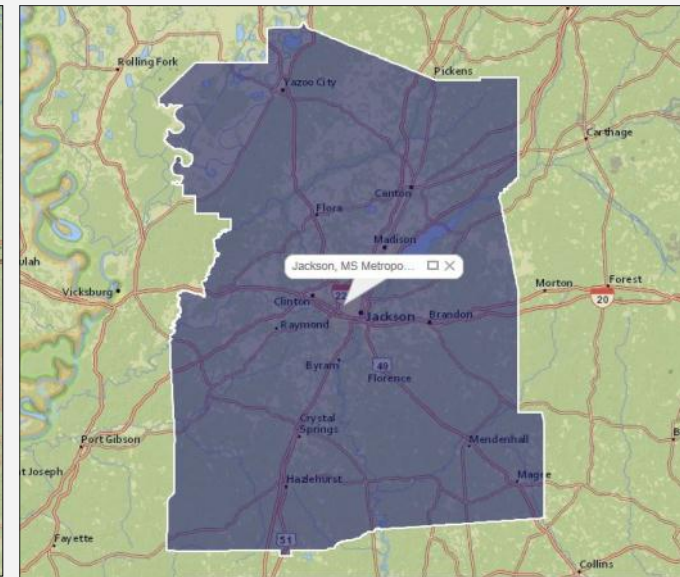


## Rankin County, MS



Population (2018)	152,523
Households	57,156
Ave. HH Income	\$79,349

## Jackson MSA



Population (2018)	588,506
Households	217,827
Ave. HH Income	\$70,568

### About Flowood > Rankin County > Jackson MSA

- Flowood's daytime population is estimated as high as 100,000 due to nearby hospitals and the high number of businesses in the area.
- Lakeland Drive is one of the fastest growing commercial areas in the State of Mississippi.
- Rankin County is one of the fastest growing counties in Mississippi.
- The Jackson MSA is the healthcare destination for people throughout the State.

- The Jackson MSA is the largest MSA in Mississippi



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Healthcare Real Estate

# HEALTHCARE PRACTICE GROUP

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## About Randall Commercial Group, LLC

Randall Commercial Group, LLC is a boutique commercial real estate investment brokerage and consulting firm focused on properties and development opportunities in the southeastern United States for clients located throughout the country. Through a myriad of brokerage services, we serve institutional and individual investors as well as end users, tenants, and developers on deals ranging up to \$50 million in estimated market value.

Our proprietary research, continual education, creativity, and perseverance allow us to focus on creating client wealth by optimizing real estate strategies for businesses and investors while building meaningful, long-term relationships. The majority of our business results from expanding our client relationships and referrals from clients and peers. We believe the reward for hard work well done is the opportunity to do more of it; for this, we thank you for your trust and belief in our methodology.

Our corporate strategy is simple: client first. We do not desire to be all things to all clients, but we are singularly focused on being all things investment real estate.