

# Cadiz Road Commercial Development

Prime Hopkinsville Corridor | 33.68 Acres

**\$3,031,200**

\$90,000 per acre | 33.68 acres | Subdividable

Strategically positioned commercial corridor land in Hopkinsville's fastest-growing retail market. Validated pricing at \$90k/acre, with recent comparable transaction establishing \$117k/acre on adjacent parcels.

# Market-Validated Pricing

## Comparable Sale Validation: \$117,000/acre

Recent commercial transaction on adjacent parcel from the same tract sold at \$117,000 per acre, establishing clear market precedent for commercial corridor pricing in this location. Our \$90,000/acre pricing represents a 23% discount to this validated comparable, providing immediate equity opportunity.

**\$90k**

Per Acre Pricing

**23%**

Below Comparable

**\$944k**

Instant Equity @ \$117k/acre

# Commercial Development Overview

## Optimal Commercial Uses

- **Retail Centers:** Strip centers, neighborhood shopping centers (15,000-50,000 SF)
- **Quick Service Restaurants:** Drive-thru concepts with pad site potential
- **Professional Office:** Medical, dental, professional services (2-3 story buildings)
- **Automotive Services:** Quick lube, car wash, tire centers
- **Convenience/Fuel:** C-store with fuel (subject to deed restrictions)
- **Financial Services:** Banks, credit unions with drive-thru

## Development Scenarios

### Scenario 1: Retail Strip Center

- Building Size: 25,000-30,000 SF

- Parking: 150+ spaces (6/1,000 SF ratio)
- Anchor Tenant: Grocery, fitness, or medical (10,000-15,000 SF)
- In-line Tenants: 8-12 units (1,200-2,500 SF each)
- Development Cost: \$4.5M-\$6M (\$150-200/SF)
- Stabilized NOI: \$450k-\$600k (10% cap rate)

### **Scenario 2: Multi-Pad Site Development**

- Pad Sites: 4-6 outparcels (0.75-1.5 acres each)
- QSR Pads: Chick-fil-A, Raising Cane's, Starbucks type concepts
- Fast Casual: Chipotle, Panera, Five Guys type tenants
- Financial: Bank with drive-thru (1-1.5 acres)
- Land Sale Revenue: \$2.5M-\$4M (\$75k-\$120k per pad)
- Timeline: 12-24 months for full absorption

### **Scenario 3: Mixed-Use Development**

- Ground Floor Retail: 15,000-20,000 SF
- Upper Floor Office: 15,000-25,000 SF (medical preferred)
- Total Development: 30,000-45,000 SF
- Parking Structure: May be required (3.5/1,000 SF)
- Development Cost: \$7M-\$10M (\$175-\$225/SF)
- Stabilized NOI: \$700k-\$900k

# Hopkinsville Market Fundamentals

## Demographics (3-Mile Radius)

<b>Population</b>	35,000+
-------------------	---------

<b>Median HH Income</b>	\$52,000+
-------------------------	-----------

<b>Avg HH Income</b>	\$68,000+
----------------------	-----------

<b>Daytime Population</b>	42,000+
---------------------------	---------

## Traffic & Access

- **Cadiz Road (US-68):** Primary commercial corridor
- **Daily Traffic:** 15,000-20,000 VPD
- **I-24 Access:** 12 miles to Exit 86
- **Fort Campbell:** 20 miles (major employment center)

# Competitive Advantages

## **Limited Supply**

Few remaining large commercial parcels on Cadiz Road corridor available for development

## **Growing Market**

Hopkinsville population growth + Fort Campbell's 30,000 military/civilian workforce

## **Retail Demand**

Established retail corridor with proven tenant demand and limited new construction

# Financial Projections

## Retail Strip Center Pro Forma (Conservative)

Line Item	Amount	Notes
Land Acquisition	\$3,031,200	33.68 acres @ \$90k/acre
Site Development	\$800,000	Grading, utilities, parking
Building Construction	\$4,500,000	25,000 SF @ \$180/SF
Soft Costs (15%)	\$1,250,000	Architecture, engineering, legal
<b>Total Development Cost</b>	<b>\$9,581,200</b>	
<b>Gross Rental Income</b>	<b>\$500,000</b>	\$20/SF NNN

Vacancy & Credit Loss (5%)	(\$25,000)
-------------------------------	------------

Management (3%)	(\$15,000)
-----------------	------------

<b>Net Operating Income</b>	<b>\$460,000</b>
-----------------------------	------------------

<b>Stabilized Value (7% cap)</b>	<b>\$6,571,429</b>
--------------------------------------	--------------------

<b>Profit on Cost</b>	<b>\$990,229</b>	10.3% ROI
-----------------------	------------------	-----------

## Deed Restrictions & Opportunities

**Key Restriction:** Dollar-type discount stores are prohibited

While this eliminates one potential tenant category, it actually **enhances property value** by preventing low-quality discount retail that could negatively impact surrounding development and reduce the site's attractiveness to premium tenants.



## Competitive Advantages from Restrictions

- **Premium Tenant Appeal:** National QSR and retail brands prefer locations without discount stores
- **Higher Rents:** Absence of value retailers supports premium rental rates (\$20-25/SF vs \$12-15/SF)
- **Better Positioning:** Property attracts quality-focused developers and institutional buyers
- **Long-term Value:** Premium tenant mix maintains property values and prevents corridor degradation

## Permitted High-Value Uses

### Premium QSR

Chick-fil-A, Raising Cane's, Chipotle

### Grocery

Kroger, Publix (not discount)

## Medical

Clinics, urgent care, dental

## Professional

Office, banks, services

# Subdivision Flexibility

The 33.68-acre parcel can be subdivided to accommodate various development strategies and buyer needs.

## Subdivision Options

- **10-Acre Commercial Campus:** \$900k - Retail center with multiple tenants
- **5-Acre Retail Development:** \$450k - Single anchor tenant or small center
- **2-Acre QSR Pad:** \$180k - Premium drive-thru restaurant site
- **1-Acre End Cap:** \$90k - Bank, coffee shop, or fast casual
- **Mixed Strategy:** Develop portion, sell remainder for immediate capital recovery

**Strategic Advantage:** Buy entire 33.68 acres at \$90k/acre (\$3.03M), subdivide and sell premium frontage pads at \$110k-\$130k/acre, recoup 50-75% of land cost while retaining development-ready acreage for long-term hold or build-to-suit opportunities.

## Timeline & Next Steps

Due Diligence (60-90 Days)

Development Phase (12-18 Months)

- Boundary survey & topographic survey
- Phase I Environmental Assessment
- Geotechnical investigation
- Utility capacity verification
- Traffic impact study
- Zoning/entitlement confirmation

- Site plan approval (3-4 months)
- Building permit (2-3 months)
- Site work & utilities (3-4 months)
- Vertical construction (6-9 months)
- Tenant improvements (2-3 months)
- Certificate of occupancy

## Schedule Your Site Visit

Contact us to arrange a property tour, review detailed due diligence materials, and discuss your commercial development vision for this prime Hopkinsville corridor location.

## Contact Listing Agent

### CCIM Due Diligence Analysis Complete

Professional commercial investment analysis following CCIM Institute standards

---

#### James Church

Commercial Realtor® | NMLSR#678483 | TN#367369 | KY#282357

Keller Williams Commercial

2271 Wilma Rudolph Blvd., Clarksville, TN 37040

C: 707.592.2777 | O: 931.648.8500

[email protected]

---

James Church is an Advocate for the CCIM Institute and is a member of Kentucky CCIM Chapter and Middle Tennessee CCIM Chapter, currently serving on the Programs Subc