

Marketing Presentation



1305 HARDY STREET, HATTIESBURG, MS 39401
16,700 SF RETAIL STORE
FOR SALE AT \$1,025,000

Presented By:

Mississippi Commercial Realty
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Description

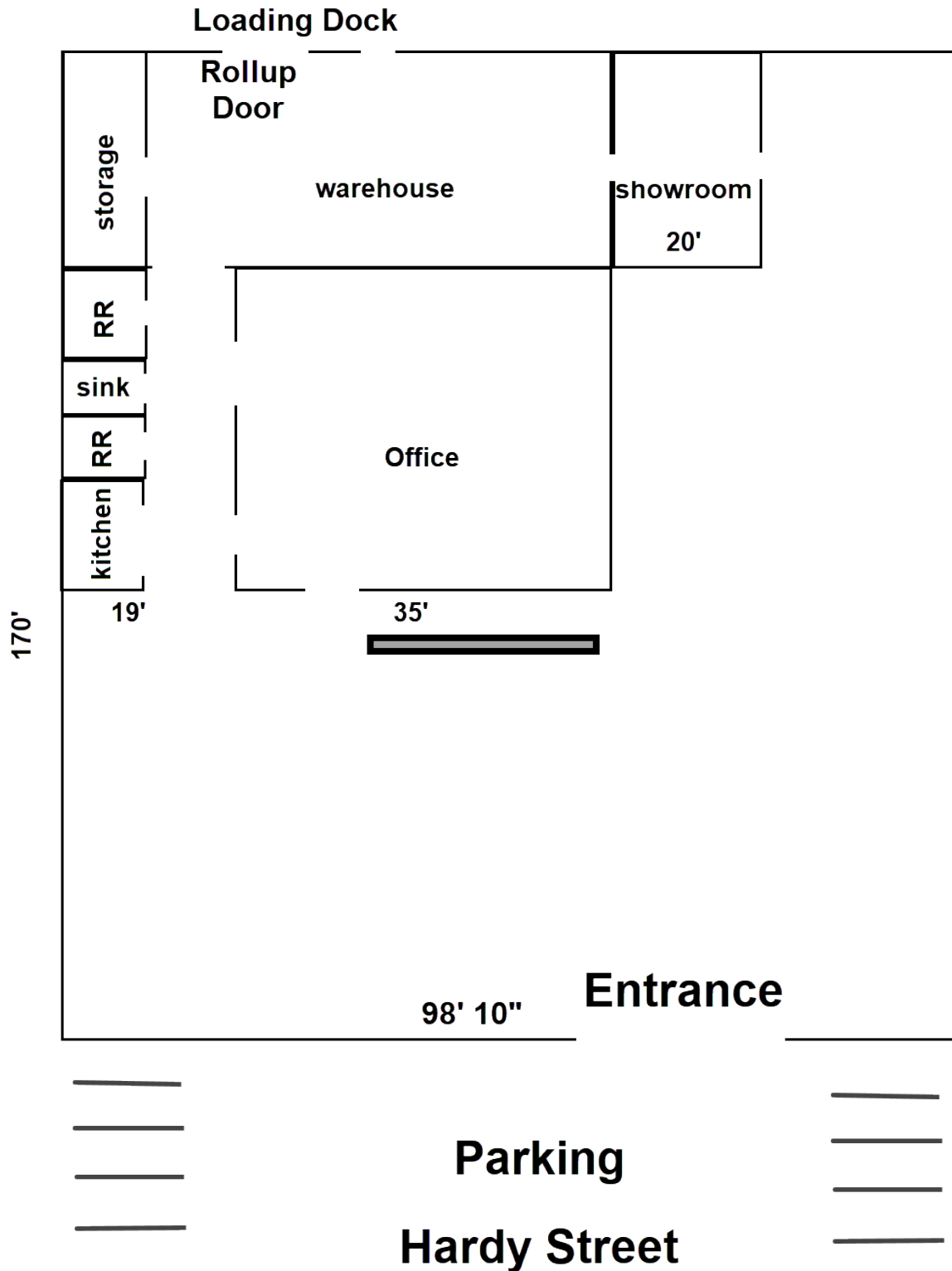
The property fronts Hardy Street which is the main artery of East/West traffic through Hattiesburg, and offers high visibility for businesses and also ease of access. Hardy Street is a part of U.S. Highway 98 which runs west from Palm Beach, Florida, through Hattiesburg and ends at Interstate 55 in central Mississippi.

The building is 16,700 square feet of open retail space on a 30,000 square foot lot. There is also office space, restrooms, storage and dock high access from High Street. Currently functioning as a furniture store, the building offers a wide variety of uses. Research shows these businesses would be successful in this location: clothing, medical and restaurant. There is parking for 12 vehicles in front and an additional 10 parking spots in the back with access through a rollup door and also a pedestrian door. Property taxes are \$9,363 annually and utilities are only approximately \$400 monthly. Shown by appointment only.





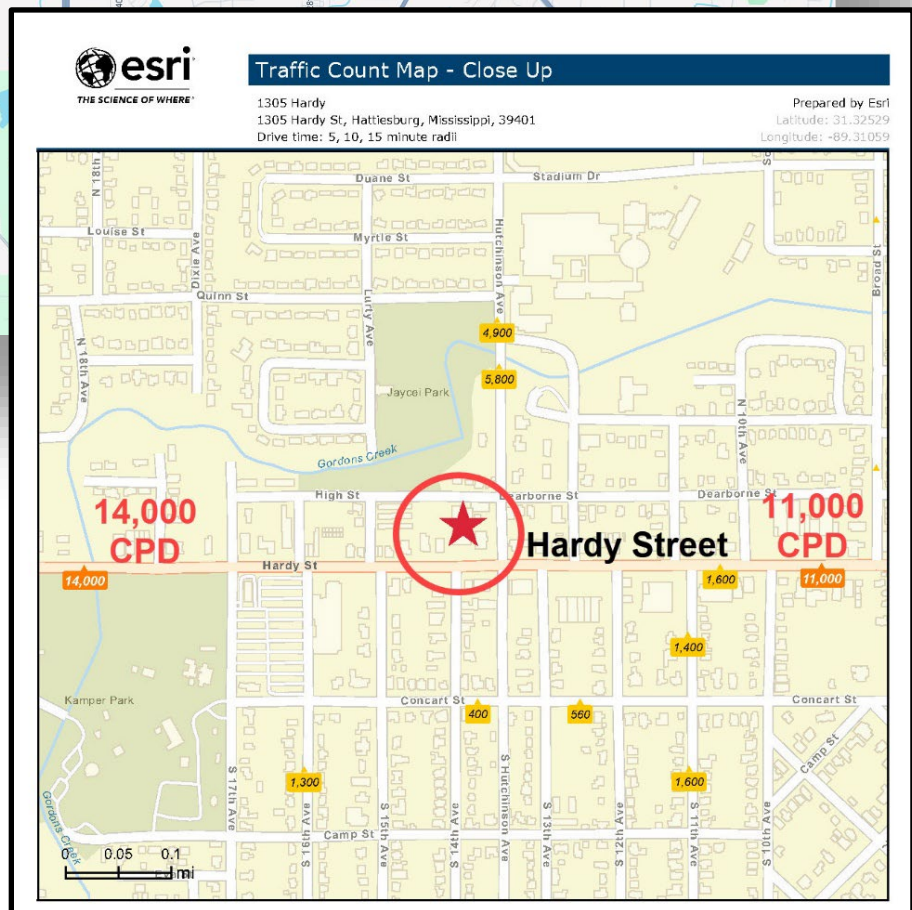
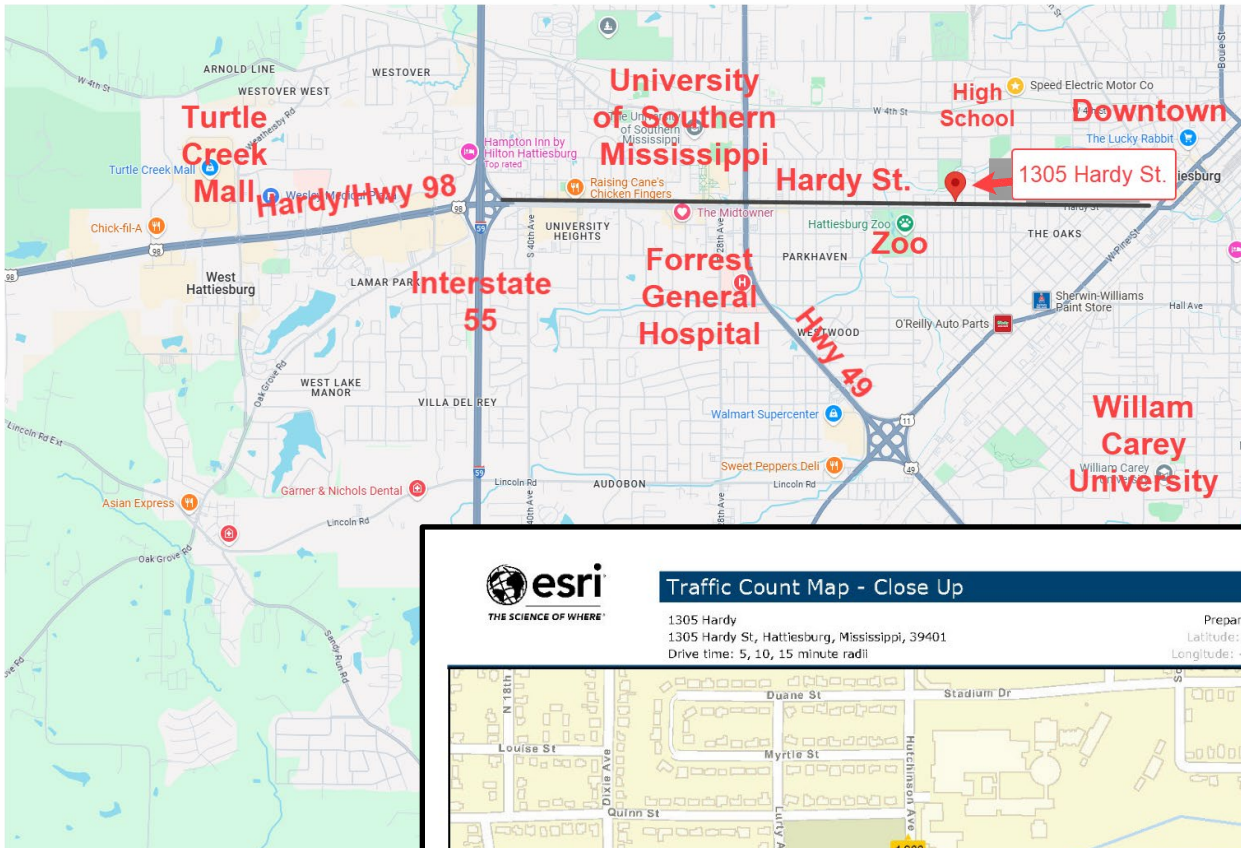
Floor Plan





Location & Traffic Count

The property is centrally located in a vibrant retail area, with institutions including the Hattiesburg High School and Hattiesburg Zoo only a few blocks away. Within one mile are Forrest General Hospital and the University of Southern Mississippi. Within two miles are Home Depot, Lowes, Turtle Creek Mall and the Interstate 59/Highway 98 interchange. Traffic in front of the property is 11,000 to 14,000 cars per day, and 60,000 cars per day at the I-59/Hardy interchange.



Robert Hand, CCIM, SIOR | Hattiesburg, Mississippi

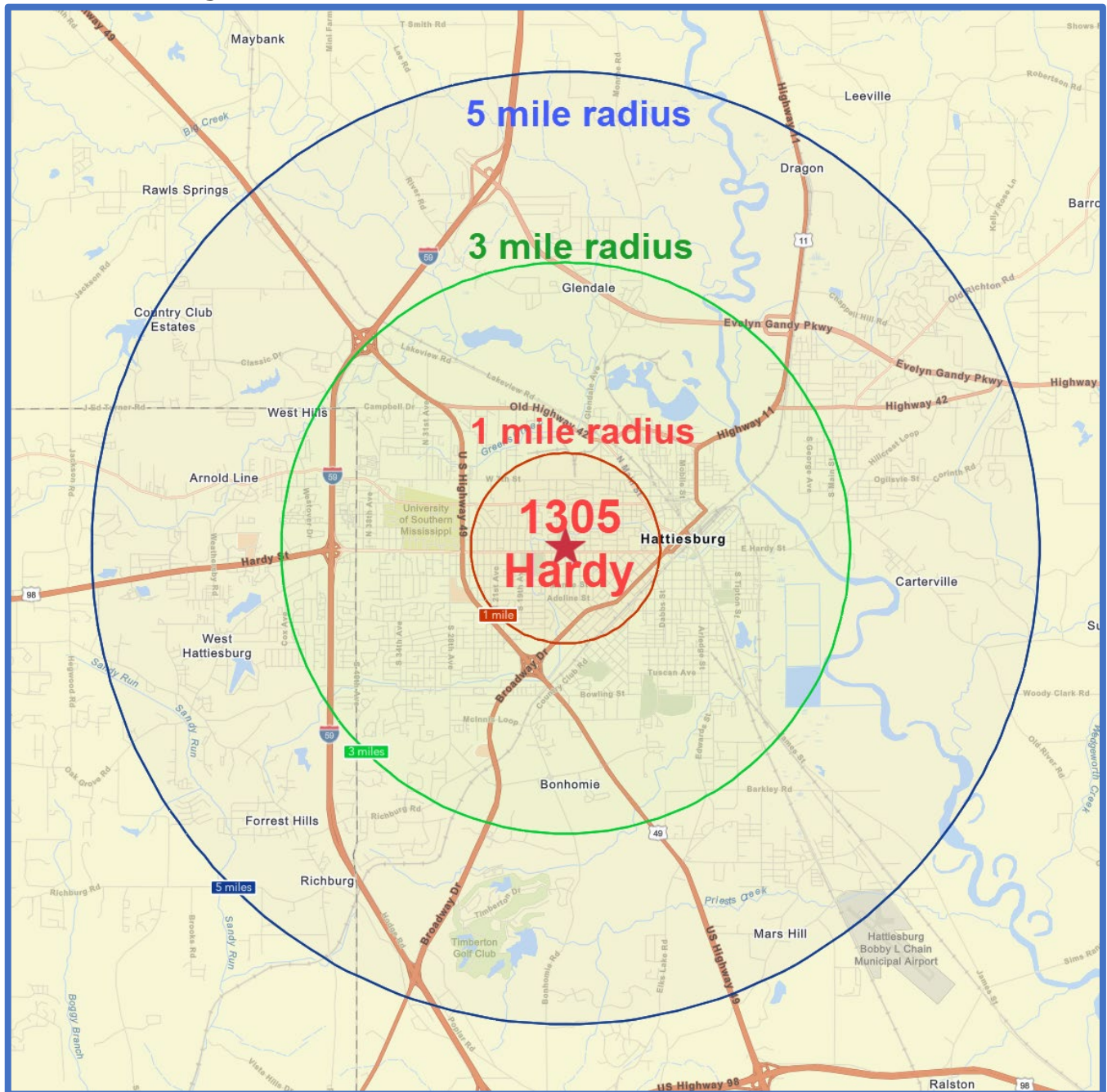
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Demographics-Map & Summary

Within a 3 mile radius:

- the population is 45,282
- average household income is \$61,387
- median age is 30.

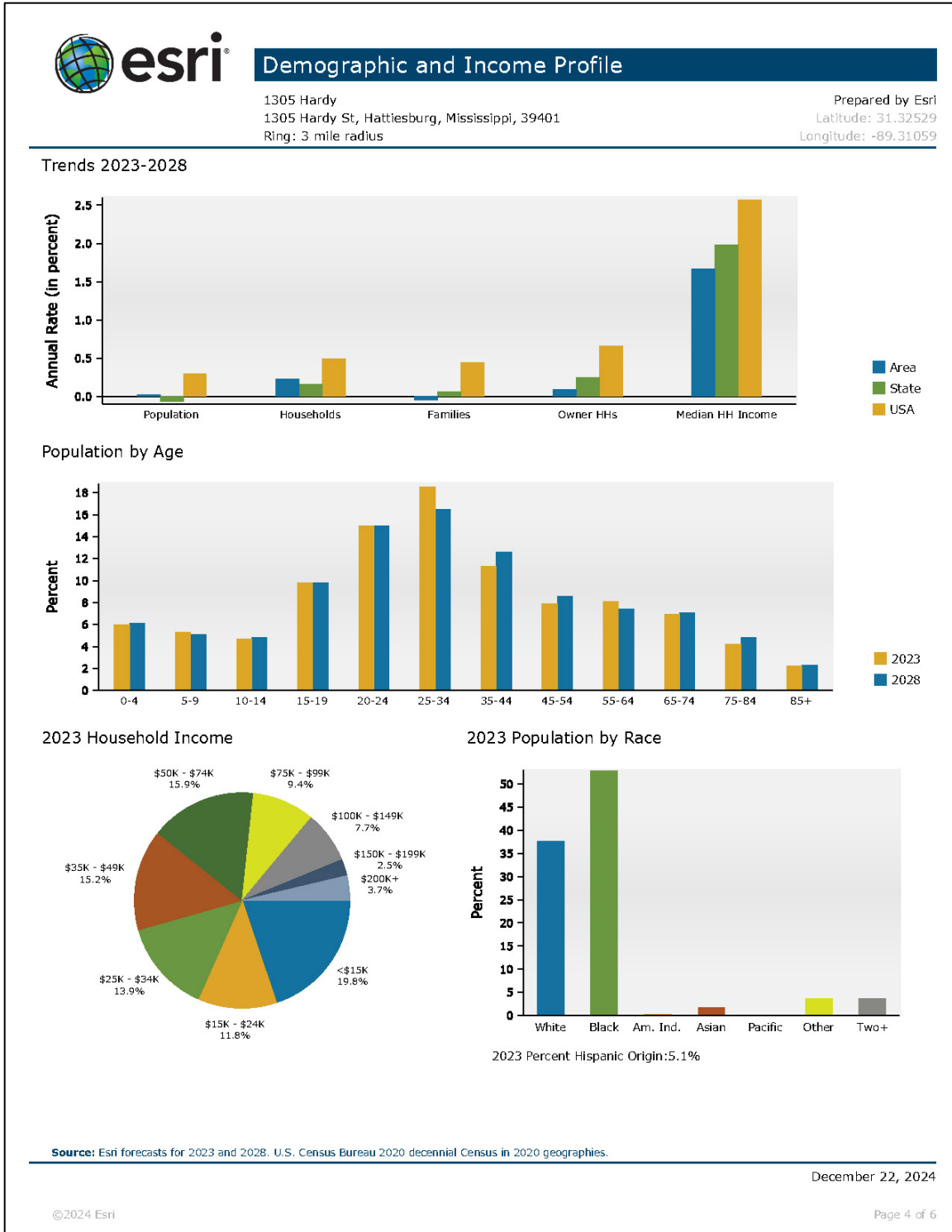




Demographics-Income Profile

The charts below show:

- The population growth rate within a 3 mile radius is higher than the state average.
- The Highest percent of population is age 25-34.





Consumer Spending By Category

Consumer spending within the 5 minute drive time can help determine what businesses will be successful in this location and help estimate potential revenues. These tables show how much residents spend according to various categories, within a 5 minute drive time.

Demographic Summary	2024	Estimated 2029
Population	14,223	14,135
Population 18+	12,000	11,943
Households	5,010	5,044
Median Household Income	\$45,719	\$52,291

Spending on apparel annually is over \$7,000,000:

Retail Category	Average Spent	Total
Apparel and Services	\$1,412.63	\$7,077,276
Men's	\$257.56	\$1,290,359
Women's	\$483.45	\$2,422,063
Children's	\$225.60	\$1,130,232
Footwear	\$293.44	\$1,470,126
Watches & Jewelry	\$123.91	\$620,785
Apparel Products and Services	\$28.69	\$143,712
Pets	\$528.22	\$2,646,397
Food at Home	\$4,224.66	\$21,165,560
Food Away from Home	\$2,206.72	\$11,055,653
Furniture	\$553.52	\$2,773,135

Restaurant Spending-5 Minute Drive Time

Visits to TGI Fridays are 46% higher than the national average:

Product/Consumer Behavior	# of	Percent	Market Index
Went for Dinner at Family Restaurant/Steak House/6 Mo	5,556	46.3%	99
Went to Family Restaurant/Steak House/6 Mo	8,312	69.3%	97
Went to Family Restaurant/Steak House 4+ Times/30 Days	2,741	22.8%	98
Went on Weekend to Family Restaurant/Steak House/6 Mo	4,686	39.0%	97
Went to Applebee's/6 Mo	2,329	19.4%	127
Went to Golden Corral/6 Mo	722	6.0%	143
Went to T.G.I. Friday's/6 Mo	434	3.6%	146
Spent \$1-30 at Family Restaurant/Steak House/30 Days	880	7.3%	123

Medical Spending-5 Minute Drive Time

Within a 5 minute drive time, over \$21,000,000 is spent on health care:

Medical Category	Average Spent	Total
Health Care	\$4,305.84	\$21,572,268
Medical Care	\$1,502.95	\$7,529,766
Physician Services	\$180.93	\$906,442
Dental Services	\$263.37	\$1,319,500
Eyecare Services	\$50.28	\$251,894
Lab Tests, X-rays	\$48.18	\$241,374
Prescription Drugs	\$260.03	\$1,302,774



Summary of Consumer Spending By Drive Times

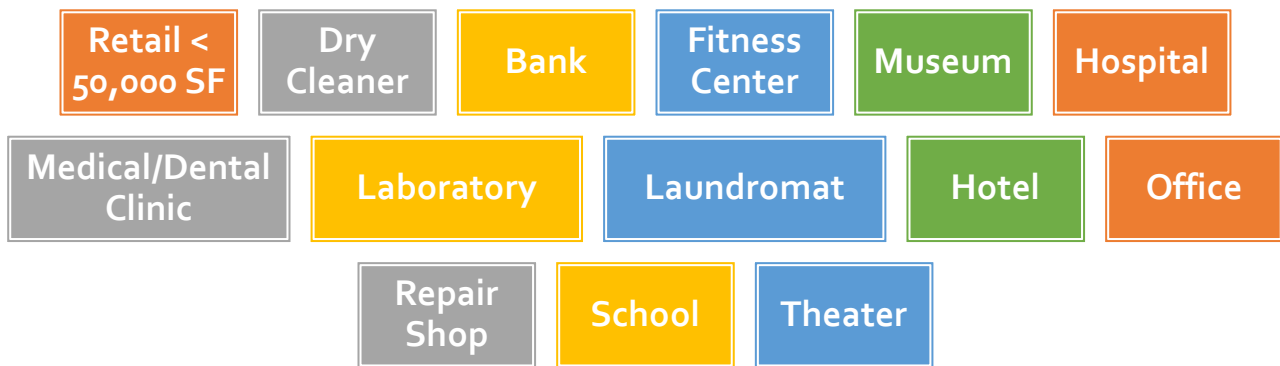
Spending within a 5 minute drive time shows these businesses can be successful:



2024 Consumer Spending	5 minutes	10 minutes	15 minutes
Apparel & Services: Total \$	\$7,077,276	\$26,303,271	\$46,199,282
Average Spent	\$1,412.63	\$1,435.53	\$1,580.49
Education: Total \$	\$4,754,687	\$17,519,499	\$30,909,362
Average Spent	\$949.04	\$956.15	\$1,057.42
Entertainment/Recreation: Total \$	\$11,067,301	\$40,675,863	\$72,965,242
Average Spent	\$2,209.04	\$2,219.93	\$2,496.16
Food at Home: Total \$	\$21,165,560	\$78,503,642	\$139,004,785
Average Spent	\$4,224.66	\$4,284.43	\$4,755.39
Food Away from Home: Total \$	\$11,055,653	\$41,449,939	\$73,369,162
Average Spent	\$2,206.72	\$2,262.18	\$2,509.98
Health Care: Total \$	\$21,572,268	\$79,152,347	\$142,683,386
Average Spent	\$4,305.84	\$4,319.84	\$4,881.24
HH Furnishings & Equipment: Total \$	\$8,729,024	\$32,463,517	\$58,031,486
Average Spent	\$1,742.32	\$1,771.74	\$1,985.27
Personal Care Products: Total \$	\$2,795,197	\$10,389,338	\$18,381,812
Average Spent	\$557.92	\$567.01	\$628.85
Travel: Total \$	\$7,775,364	\$28,525,156	\$51,436,559
Average Spent	\$1,551.97	\$1,556.80	\$1,759.66

Zoning & Permitted Uses

The property is within the Hattiesburg city limits who designates the zoning as B-3, Community Business District, which provides for retail, personal service, and offices in locations with convenient access to the community. These uses are permitted or permitted with conditions. Hattiesburg Planning Department confirms that a continued use as a retail store would not require city council approval.





Valuation

Retail Properties Sold In Hattiesburg

Address	Type	Sale Price	Sale Price / SF	Date Sold
1601 Hardy St, Hattiesburg, MS	Retail	\$1,073,975	\$120.35	11/1/2022
306 Katie Ave, Hattiesburg, MS	Retail	\$237,500	\$118.75	10/31/2017
6060 Highway 49, Hattiesburg, MS	Retail	\$290,000	\$116.00	3/28/2023
6068 US-98, Hattiesburg, MS	Retail	\$1,415,000	\$94.33	4/19/2018
510 Broadway Dr, Hattiesburg, MS	Retail	\$227,000	\$75.04	3/3/2023
213 Sullivan Kilrain Rd, Hattiesburg, MS	Retail	\$334,000	\$59.37	1/16/2018
6125 US 49, Hattiesburg, MS	Retail	\$129,000	\$54.78	1/25/2017
2118 - 2122 Oak Grove Rd	Retail	\$850,000	\$47.22	5/17/2024
215 Hall Ave, Hattiesburg, MS	Retail	\$62,318	\$44.90	3/28/2023
1300 N Main St, Hattiesburg, MS	Retail	\$55,000	\$44.32	3/21/2023
631 Main St, Hattiesburg, MS	Retail	\$165,000	\$44.00	9/2/2020
114 Patton Ave, Hattiesburg, MS	Retail	\$62,900	\$40.42	8/30/2017
1202 Hardy St, Hattiesburg, MS	Retail	\$700,000	\$37.41	6/22/2021
4906 Old Hwy 11, Hattiesburg, MS	Retail	\$800,000	\$33.10	7/29/2022
5180 Old Highway 11, Hattiesburg, MS	Retail	\$990,000	\$31.05	12/21/2022
AVERAGE		\$492,780	\$64.07	

1305 Hardy Size		16,700
Average Price Per Square Foot		\$64.07
Market Price		\$1,069,958



Retail Properties For Sale In Hattiesburg

On The Market



Property Name	Type	City	SqFt	Price/SqFt
6507 Highway 49 N	Retail	Hattiesburg	2,603	\$97.90
2561 Old Highway 24	Retail	Hattiesburg	6,095	\$45.12
103 Braswell Road	Retail, Industrial	Hattiesburg	10,000	\$110.00
Prime Commercial Site	Retail	Hattiesburg	10,500	\$100.00
Building 11,113 SF	Retail	Hattiesburg	11,113	\$44.99
600 Main Street	Retail, Mixed Use	Hattiesburg	14,204	\$47.92

Average Price/SF: \$74.32



About Mississippi Commercial Realty



Mississippi's only commercial real estate broker with the CCIM and SIOR designations, an MBA and the appraiser's practitioner license. We are known for using the latest technology to help landlords and tenants solve their real estate problems, bringing a high level of ethical conduct to the industry, with great attention to detail and professionalism.

We have expertise in every sector of commercial real estate, completing these landmark projects:

- The largest office space lease in Hattiesburg.
- One of the largest hotel acquisitions.
- The largest warehouse disposition in downtown.
- Several of the largest apartment developments.
- The largest land disposition.

Nationally recognized expertise with expedited results:

- Named Top 50 Financial Executive by CityBusiness Magazine.
- Named Top 100 Investment Executive in the U.S., 1994, by Financial Planning Magazine.
- Member National Association of Realtors.
- Past President, International Association of Financial Planners.
- Past President, New Orleans MSU Alumni Association.
- Past industry panel member for the NASD Board of Arbitrators.
- Eagle Scout.

More national publications than any other real estate broker in the state:

- *Commercial Investment Real Estate Magazine*- "Valuing Commercial Real Estate Using Regression Analysis".
- *Commercial Investment Real Estate Magazine*- "Visualizing Risk In a Lease Buyout Decision".
- *Commercial Investment Real Estate Magazine*- "Using Lifestyle Demographic Analysis To Make Better Commercial Real Estate Decisions".
- *Chief Executive Officer Magazine*- "Return of The AutoMat".
- *Registered Representative Magazine*- "Growing Your Business By Providing a Higher Level of Services".

What makes our firm different is that our clients never have to worry about conflicts of interest. We never accept work where clients compete. Our competitive advantage is that we use technology to solve problems and are dedicated to providing clients and colleagues with the knowledge to help make better real estate decisions.