

SALE

Sale-Leaseback Strip Center

689-699 S MONROE ST

Lebanon, MO 65536

PRESENTED BY:

JEFF CHILDS, SIOR, CCIM

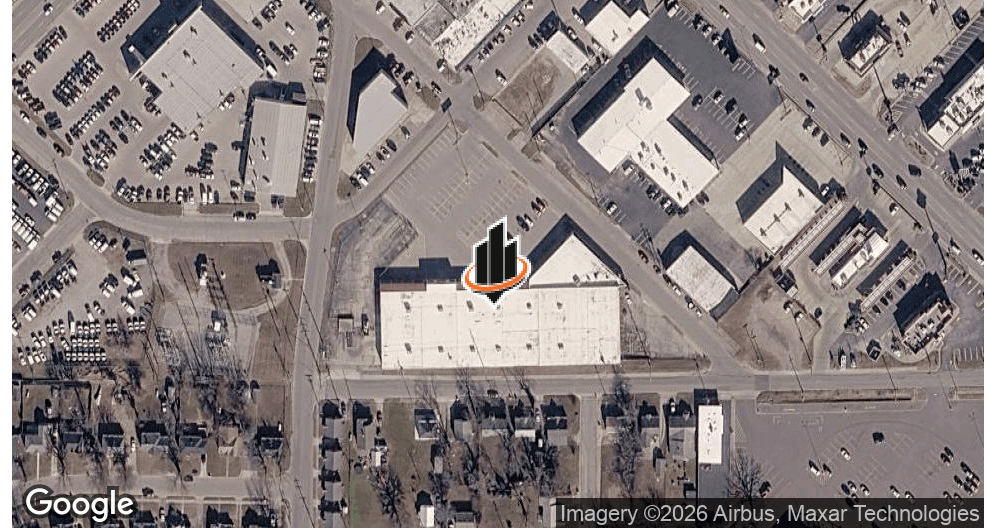
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PROPERTY SUMMARY



OFFERING SUMMARY

SALE PRICE:	\$2,850,000
BUILDING SIZE:	55,000 SF
PRICE / SF:	\$51.82
ANNUAL INCOME:	\$284,400
2025 RE TAXES:	\$23,860.24
YEAR BUILT:	1969
ZONING:	C-1

PROPERTY OVERVIEW

This 55,000 SF strip center is offered for sale at \$2,850,000 and provides stable in-place income with contractual growth. El Charro occupies 3,848 SF and will remain, while the seller intends to execute a sale-leaseback on the remaining space at \$20,500 per month base rent plus the income from the existing tenant, with a 3-year minimum term and 2% annual increases in base rent. Excluding El Charro, tenant is an entity of the building's current owner. The structure offers immediate cash flow with defined escalation and term stability.

PROPERTY HIGHLIGHTS

- El Charro restaurant occupying 3,848 SF.
- Seller leaseback at \$20,500/month base plus El Charro \$3,200/month. (\$246,000 annual plus El Charro \$38,400 annual; \$284,400, 10% cap)
- Positioned along established retail corridor.

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TENANT BIO



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MARKET STREET LIQUIDATION

Market Street is a prominent player in the reverse logistics sector, specializing in the management of product returns, overstock inventory, and end-of-life goods. The company provides comprehensive solutions that help retailers minimize losses, recover value from returned items through refurbishment, resale, or recycling, and streamline supply chain operations.

Founded in 2015, Market Street has been in business for 11 years, evolving from a startup focused on niche return processing to a full-service reverse logistics provider. Over the years, the company has expanded its operations by investing in technology, warehousing, and partnerships, adapting to the rapid growth of e-commerce. Key milestones include securing major contracts and scaling to handle high-volume returns amid rising online shopping trends post-pandemic.

As a long-standing vendor for Amazon and other major retailers Market Street manages millions in returned merchandise annually. Services include inspection, sorting, repackaging, and redistribution, ensuring compliance with environmental regulations and maximizing recovery rates. With facilities across the US, the company leverages data analytics and automation to optimize reverse supply chains.

Market Street generates over \$25 million in annual gross revenue, driven by steady contract renewals and expansion into new retail segments. The company's financial health is bolstered by high margins from value recovery processes, with consistent year-over-year growth. Operating in a market projected to exceed \$600 billion globally by 2030, Market Street maintains a strong balance sheet with minimal debt and reinvests profits into innovation.

ADDITIONAL PHOTOS



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LOCATION MAP & TRAFFIC COUNTS



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RETAILER MAP



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DEMOGRAPHICS MAP & REPORT

POPULATION

	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	3,525	15,821	20,349
AVERAGE AGE	35.7	37.9	38.5
AVERAGE AGE (MALE)	32.7	31.8	33.6
AVERAGE AGE (FEMALE)	33.4	39.7	39.7

HOUSEHOLDS & INCOME

	1 MILE	3 MILES	5 MILES
TOTAL HOUSEHOLDS	1,468	6,342	8,064
# OF PERSONS PER HH	2.4	2.5	2.5
AVERAGE HH INCOME	\$45,626	\$61,693	\$65,723
AVERAGE HOUSE VALUE	\$122,767	\$158,800	\$177,317

2023 American Community Survey (ACS)



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ADVISOR BIO



JEFF CHILDS, SIOR, CCIM

Senior Advisor

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PROFESSIONAL BACKGROUND

Jeff Childs, SIOR, CCIM, is a senior advisor with SVN/Rankin Company, specializing in the sale and leasing of office, industrial, and retail properties throughout Springfield and Southwest Missouri. With over 30 years of experience in commercial real estate, Jeff has built a reputation as a trusted advisor who consistently ranks among the top SVN advisors nationally.

Over the years, Jeff has represented a wide range of clients, from national corporations to local business owners and investors. His expertise extends beyond transactions, he has personally developed and advised on industrial, office, and retail properties, giving him a unique perspective on the full life cycle of commercial real estate.

As a committed professional, Jeff is an active member of the Society of Industrial and Office Realtors (SIOR), the Certified Commercial Investment Member Institute (CCIM), and local and national real estate associations. He combines deep market knowledge with a client-first approach to help property owners and investors maximize value and achieve their goals.

Jeff is also deeply invested in the Springfield community. He currently serves on the OTC Foundation Board, has held leadership roles including 2019 Springfield Area Chamber of Commerce Chairman, and has contributed to boards such as City Utilities of Springfield and the Springfield Convention & Visitors Bureau. His expertise has been sought on panels for the Springfield Chamber of Commerce Economic Development Conference and as a guest speaker for "Good Morning, Springfield!" He has also been recognized by the Springfield Business Journal with the 40 Under 40 award for outstanding professional and community service.

Whether advising clients on property sales, leases, or development projects, Jeff combines professionalism, integrity, and a deep understanding of the Springfield market. He is passionate about helping clients navigate complex real estate decisions while giving back to the community that has supported him throughout his career.

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EDUCATION

Childs earned a Bachelor of Science in Finance with an emphasis in Real Estate from Missouri State University, Springfield, Missouri.

MEMBERSHIPS

Society of Industrial and Office REALTORS (SIOR) / Certified Commercial Investment Member (CCIM) / 2018 Chairman Board of Public Utilities - City Utilities of Springfield / 2019 Chairman for Springfield Chamber of Commerce / Former Board Member Springfield Convention & Visitors Bureau, Inc / Local Issues Public Policy Task Force - Past Chairman / Development Issues Input Group - Past Chairman / Leadership Springfield - Past Board Member / Voice of Business Committee - Springfield Chamber of Commerce

DISCLAIMER

The material contained in this Offering Memorandum is furnished solely for the purpose of considering the purchase of the property within and is not to be used for any other purpose. This information should not, under any circumstances, be photocopied or disclosed to any third party without the written consent of the SVN® Advisor or Property Owner, or used for any purpose whatsoever other than to evaluate the possible purchase of the Property.

The only party authorized to represent the Owner in connection with the sale of the Property is the SVN Advisor listed in this proposal, and no other person is authorized by the Owner to provide any information or to make any representations other than contained in this Offering Memorandum. If the person receiving these materials does not choose to pursue a purchase of the Property, this Offering Memorandum must be returned to the SVN Advisor.

Neither the SVN Advisor nor the Owner make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied upon as a promise or representation as to the future representation of the Property. This Offering Memorandum may include certain statements and estimates with respect to the Property. These Assumptions may or may not be proven to be correct, and there can be no assurance that such estimates will be achieved. Further, the SVN Advisor and the Owner disclaim any and all liability for representations or warranties, expressed or implied, contained in or omitted from this Offering Memorandum, or any other written or oral communication transmitted or made available to the recipient. The recipient shall be entitled to rely solely on those representations and warranties that may be made to it in any final, fully executed and delivered Real Estate Purchase Agreement between it and Owner.

The information contained herein is subject to change without notice and the recipient of these materials shall not look to Owner or the SVN Advisor nor any of their officers, employees, representatives, independent contractors or affiliates, for the accuracy or completeness thereof. Recipients of this Offering Brochure are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

This Offering Memorandum is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Memorandum or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and the SVN Advisor from any liability with respect thereto.

To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.

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