

OFFERING MEMORANDUM

WATKINS FUNERAL HOME

96 S Zack Hinton Pkwy, McDonough, GA 30253



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800 Mt. Vernon Highway NE Suite 425
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Executive Summary

Sale Price

\$827,333

Offering Summary

| | |
|----------------|------------|
| Cap Rate: | 8.35% |
| NOI: | \$69,114 |
| Building Size: | 6,750 SF |
| Lot Size: | 0.61 Acres |
| Year Built: | 1997 |

Property Highlights

- Well-established funeral home offering full-service arrangements, including traditional services, memorials, and cremation
- Purpose-built facility designed to support funeral operations, including visitation areas, service space, and administrative offices
- The property is set up to handle services on-site, with space for visitations, gatherings, and administrative functions
- The building is designed to provide a quiet, dignified setting appropriate for services and family gatherings
- Convenient access to Highway 20 and Interstate 75, making it easily accessible from across Henry County and surrounding areas
- On-site parking and site layout accommodate guest traffic and funeral processions efficiently
- Proximity to downtown McDonough, surrounding residential neighborhoods, churches, and medical facilities
- Longstanding, community-serving use with demand supported by local population growth and aging demographics



Property Description

Watkins Funeral Home is a purpose-built, full-service funeral home featuring a ±6,750 square foot facility designed to accommodate visitations, memorials, funeral services, and administrative operations. The building's functional layout and site configuration support efficient guest circulation, on-site parking, and organized funeral processions, allowing for smooth and dignified operations.

The property is located at 96 S Zack Hinton Parkway in McDonough, Georgia, along a prominent commercial corridor offering strong visibility and convenient access. The location provides excellent connectivity to Highway 20 and Interstate 75 and is situated near downtown McDonough, surrounding residential neighborhoods, churches, and medical facilities. This positioning supports continued funeral home operations and sustained long-term demand within the growing Henry County market.

Aerial Photo



Aerial Photo



NOI – Per The Lease Terms



Income Summary

| | |
|------------------------|-----------------|
| Gross Scheduled Income | \$69,550 |
| Other Income | \$11,595 |
| Total Scheduled Income | \$81,145 |
| Vacancy Cost | \$0 |
| Gross Income | \$81,145 |

Expense Summary

| | |
|-----------------------------|-----------------|
| Property Taxes | \$8,223 |
| Insurance | \$3,807 |
| Gross Expenses | \$12,030 |
| Net Operating Income | \$69,114 |

Lease Abstract



Watkins Funeral Home

| | |
|------------------------|------------|
| Square Feet: | 6,750 SF |
| Lease Start Date: | 08/01/2020 |
| Lease Expiration Date: | 07/31/2025 |
| Annual Base Rent: | \$69,550 |
| Current Reimbursement: | NNN |

| Lease Term | Annual Base Rent | Rent Per SF/YR |
|------------------------------------|------------------|----------------|
| Five-Year Option Lease Term | | |
| 08/01/2025-07/31/2026 | \$69,550 | \$10.30 |
| 08/01/2026-07/31/2027 | \$71,637 | \$10.61 |
| 08/01/2027-07/31/2028 | \$73,786 | \$10.93 |
| 08/01/2028-07/31/2029 | \$76,000 | \$11.26 |
| 08/01/2029-07/31/2030 | \$78,280 | \$11.60 |

Landlord is responsible for payment of real estate ad valorem taxes and maintaining insurance on the building, as well as structural components including the roof, foundations, exterior walls (excluding glass and exterior doors), and underground utility and sewer lines located outside the building. Landlord delivers the existing HVAC system in good working order at lease commencement and provides annual reconciliations of reimbursable expenses, issuing refunds or billing for any underpayments as applicable.

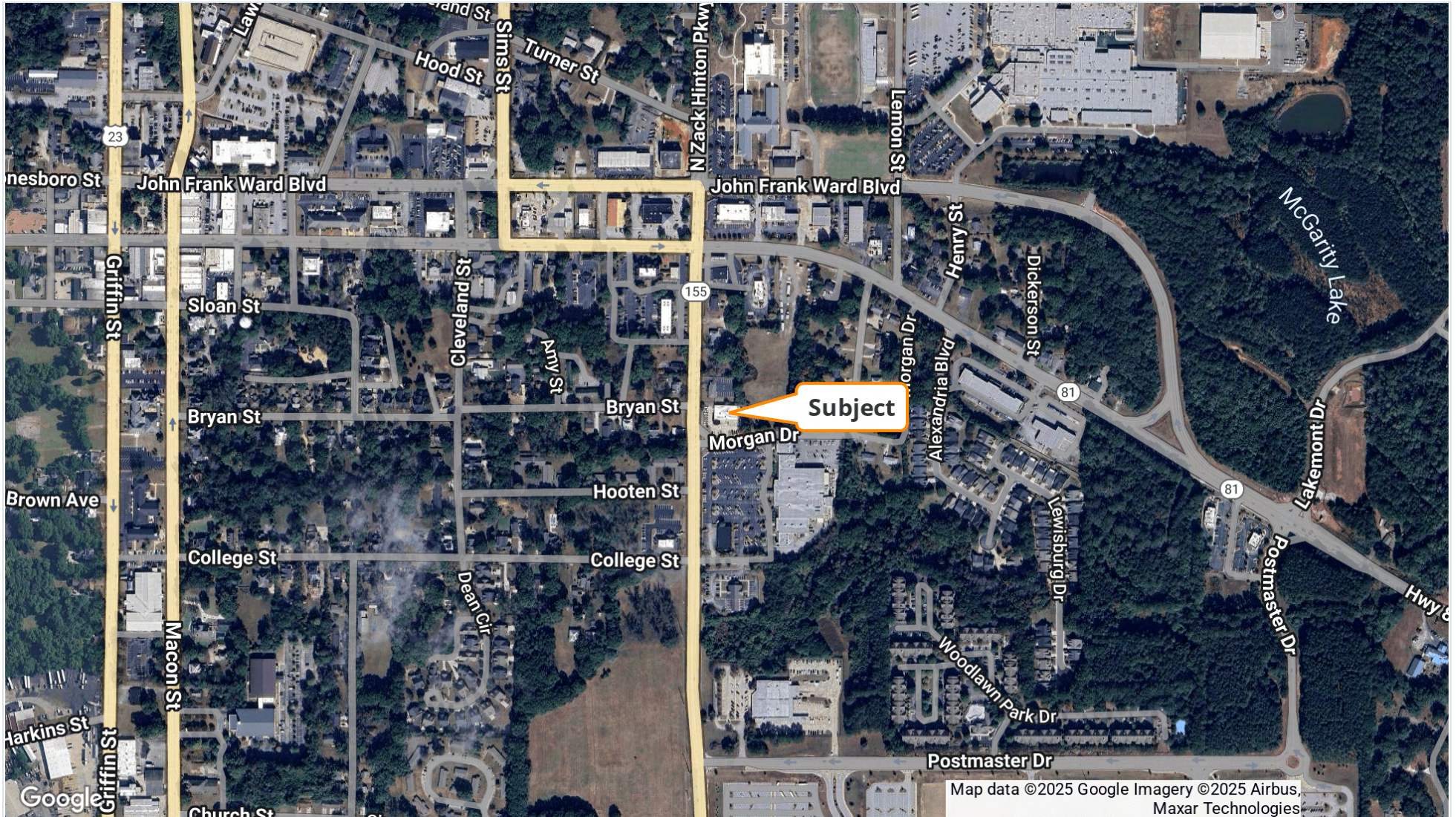
Tenant reimburses Landlord for its pro rata share of real estate taxes, hazard insurance, and common area maintenance, initially estimated at \$715 per month and subject to annual reconciliation. Tenant is responsible for all utilities, including trash service, and for all interior maintenance and repairs, including HVAC maintenance and replacement. Tenant also maintains the parking lot, sidewalks, landscaping, and grounds, and returns the premises in good condition at lease expiration, ordinary wear and casualty excepted.



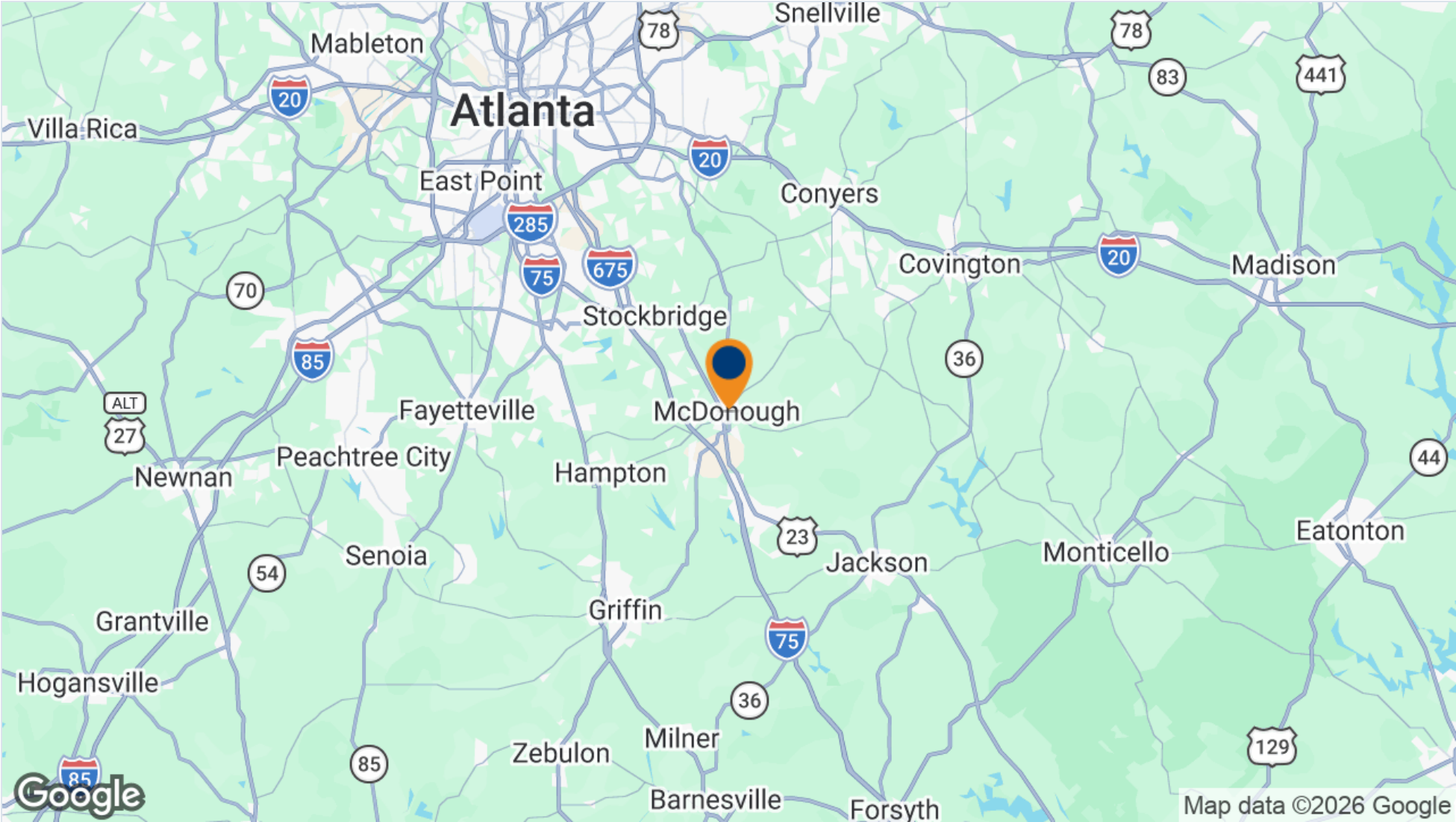
Retailer Map



Aerial Map

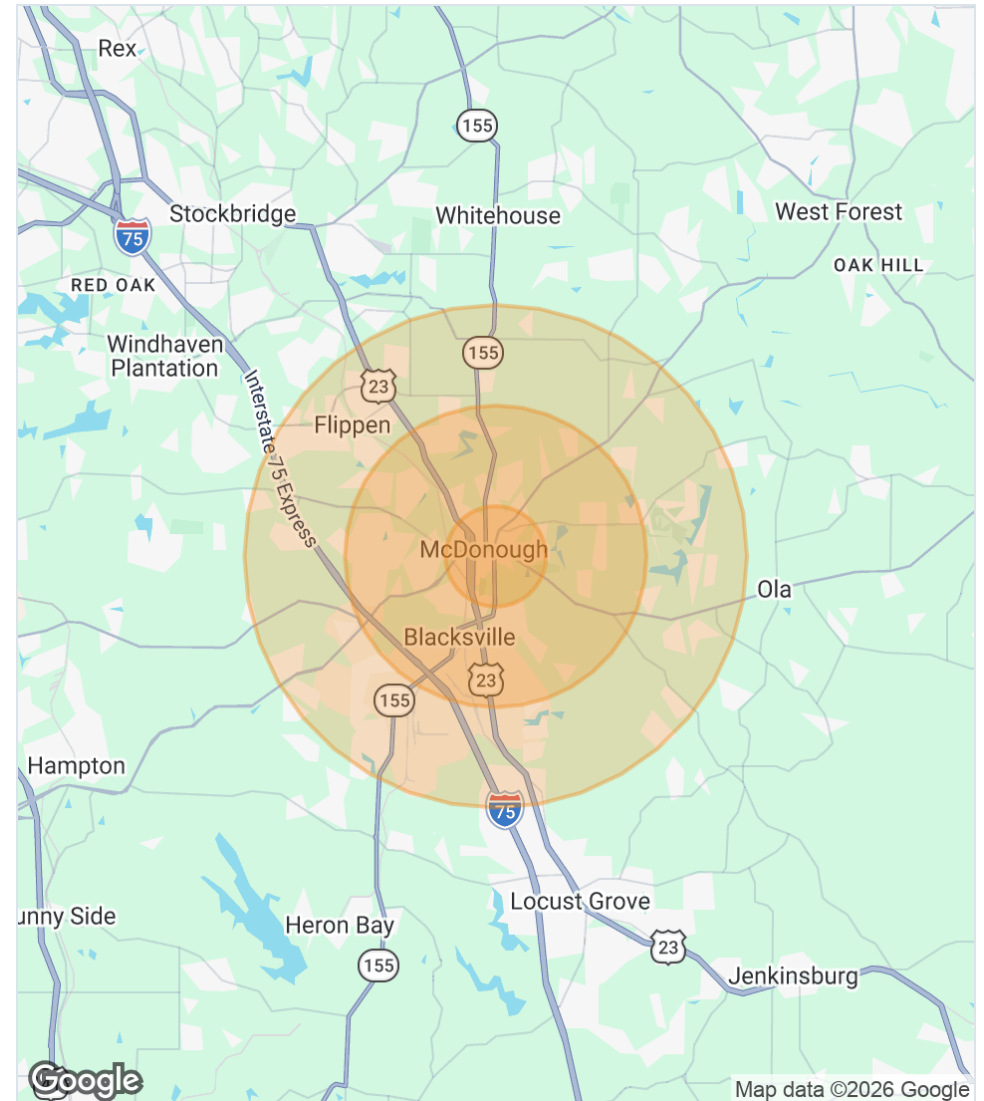


Location Map



Demographics

| Population | One-Mile | Three-Mile | Five-Mile |
|--------------------------------------|----------|------------|-----------|
| 2020 Population | 3,024 | 36,600 | 78,999 |
| 2024 Population | 4,489 | 45,112 | 94,106 |
| 5 Year Projected | 4,994 | 51,557 | 107,558 |
| Households | | | |
| 2020 Households | 1,337 | 11,790 | 25,448 |
| 2024 Households | 1,640 | 16,204 | 32,572 |
| 5 Year Projected | 1,829 | 18,554 | 37,282 |
| Income | | | |
| 2020 Average Household Income | \$39,334 | \$78,855 | \$94,796 |
| 2024 Average Household Income | \$56,472 | \$89,621 | \$101,865 |
| 5 Year Projected | \$61,520 | \$97,659 | \$111,092 |



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Advisor Biographies Page



Elliott Kyle

**SVP
Partner**

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Elliott Kyle is responsible for Skyline Seven's Investment Sales Division and is one of Atlanta's top sale producers. Elliott offers a breath of brokerage experience having represented private investors, institutions and lenders/ special services. Over the last 16 years alone, Elliott closed real estate transactions in excess of \$750,000,000.

Previously, Elliott was Vice President for Shane Investment Property Group, an Atlanta-based investment sales brokerage firm. In his capacity at Shane, Elliott transacted various property types and was instrumental in the training of new agents. Elliott also held previous senior management positions with Rock-Tenn Company and Manhattan Associates, a multi-national firm. Elliott attended Tulane University and the University of Georgia, earning a degree in Economics. Following his undergraduate studies, Elliott attended Georgia State University, earning his MBA. Elliott lives in Atlanta with his wife, Mary, and son, Charles. Elliott, is a native of Atlanta, and enjoys a number of hobbies, one being an avid golfer and a member of Druid Hills Golf Club. In addition, Elliott has been involved in a number of not-for-profit organizations, such as Senior Warden of the Vestry at St. Luke's Episcopal Church, President of the Board of Trustees at Canterbury Court (CCRC), Vice President with the Druid Hills Civic Association, Courtland Street Mission, and more.



Chase Murphy

**SVP
Partner**

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Chase Murphy is a Senior Vice President of Investment Sales and Partner at Skyline Seven Real Estate. Chase represents buyers and sellers and has a vast knowledge of transactional real estate. With a tremendous breadth of experience and contacts, Chase successfully transacts single and multi-tenant retail and office assets throughout the United States. Whether representing developers, institutions or private investors, Chase is committed to profitable and seamless sales for his clients. In the last 10 years alone, Chase has sold in excess of \$750,000,000 of commercial property making him one of the most respected advisors within the capital markets.

Prior to joining Skyline Seven, Chase was an asset manager for Altisource and oversaw a real estate portfolio in excess of \$35,000,000. While under Chase's direction, the company impressively removed \$70,000,000 of distressed real estate assets from their client's balance sheets. Additionally, Chase specialized in building relationships with high touch clients while advising as well as executing loss-mitigation strategies for his client's real estate assets. Chase attended Valdosta State University, earning a degree in finance. A long-time Atlanta resident, Chase lives in Dunwoody with his wife, Kris, son, Patrick, and daughter Merritt. In his free time, he enjoys spending time with his family, playing golf, and attending sporting events whenever possible.



Evan Bauman

**Investment Sales
Associate**

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Evan is an Investment Sales Associate and specializes in buyer and seller representation. Evan brings forth his natural likeability and amicable personality to the commercial real estate world, applying his drive to single and multi-tenant retail properties throughout the Southeast. His clientele ranges from high net-worth individuals and large companies to local investors.

As an Atlanta native, Evan has a vast understanding of our region's continual growth as well as ever-changing market and economic conditions. Prior to joining Skyline Seven, Evan worked as a Commercial Real Estate Appraisal Analyst at Appalachian Commercial Real Estate in Boone, NC, a Geographic Information Systems (GIS) intern at The Shopping Center Group (TSCG) in Atlanta, GA, a Real Estate Intern at Waffle House's corporate headquarters, and a Visiting Team Batboy at the Atlanta Braves. Evan attended Appalachian State University and earned a Bachelor of Science degree in Geographic Information Systems which further heightened his interest and extensive knowledge of commercial real estate. He completed numerous real estate projects in his studies and held several leadership positions in his social organization. In his spare time, Evan enjoys exercising, traveling, cooking, and supporting the Atlanta Braves.

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