

For Sale

New 7-Year NN+ Lease

Across from Walmart

# American Freight | Strong Performer

133 E. PARSONS AVE. | WARRENSBURG, MO



HaagBrown  
COMMERCIAL  
Real Estate & Development

BANG  
REALTY



INVESTMENT HIGHLIGHTS

- Strong Performer:** American Freight has identified this store as one of its highest-performing locations nationwide, underscoring the long-term strength of this site.
- New 7-Year NN+ Lease:** Recently executed lease extension provides durable, predictable cash flow with zero landlord responsibilities.
- Outstanding Retail Synergy:** Directly across from a high-volume Walmart Supercenter with a new Tractor Supply Co. constructed next door, further strengthening the regional draw.
- Signalized Intersection Access:** Prime frontage along a major retail corridor with signalized access, ensuring maximum visibility and ease of entry.
- Carve-Out / Redevelopment Upside:** Significant opportunity to unlock additional value through a carve-out of excess parking field for a potential ground lease or pad development. \*Subject to city approval
- Exceptional Real Estate Fundamentals:** Core retail location with high barriers to entry; arguably the best site in the Warrensburg market.
- Attractive Return Metrics:** Strong in-place yield with built-in upside opportunities.

MARKET OVERVIEW- WARRENSBURG, MO

- Home to the University of Central Missouri. In the Spring 2024, the total student enrollment was 13,734. [Source](#)
- Close proximity to Whiteman Air Force Base. 2023 Total Base Employment was 7,576. [Source](#)
- Positioned along HWY 50, the city serves as a major regional hub east of Kansas City, with steady population growth & robust retail demand. [Demographics](#)



SALE PRICE	\$2,536,000
LEASE TERM REMAINING	7 YEARS
BUILDING SIZE	20,560
NOI	\$215,556
CAP RATE	8.5%
YEAR BUILT	2001
PRICE / SF	\$123.35



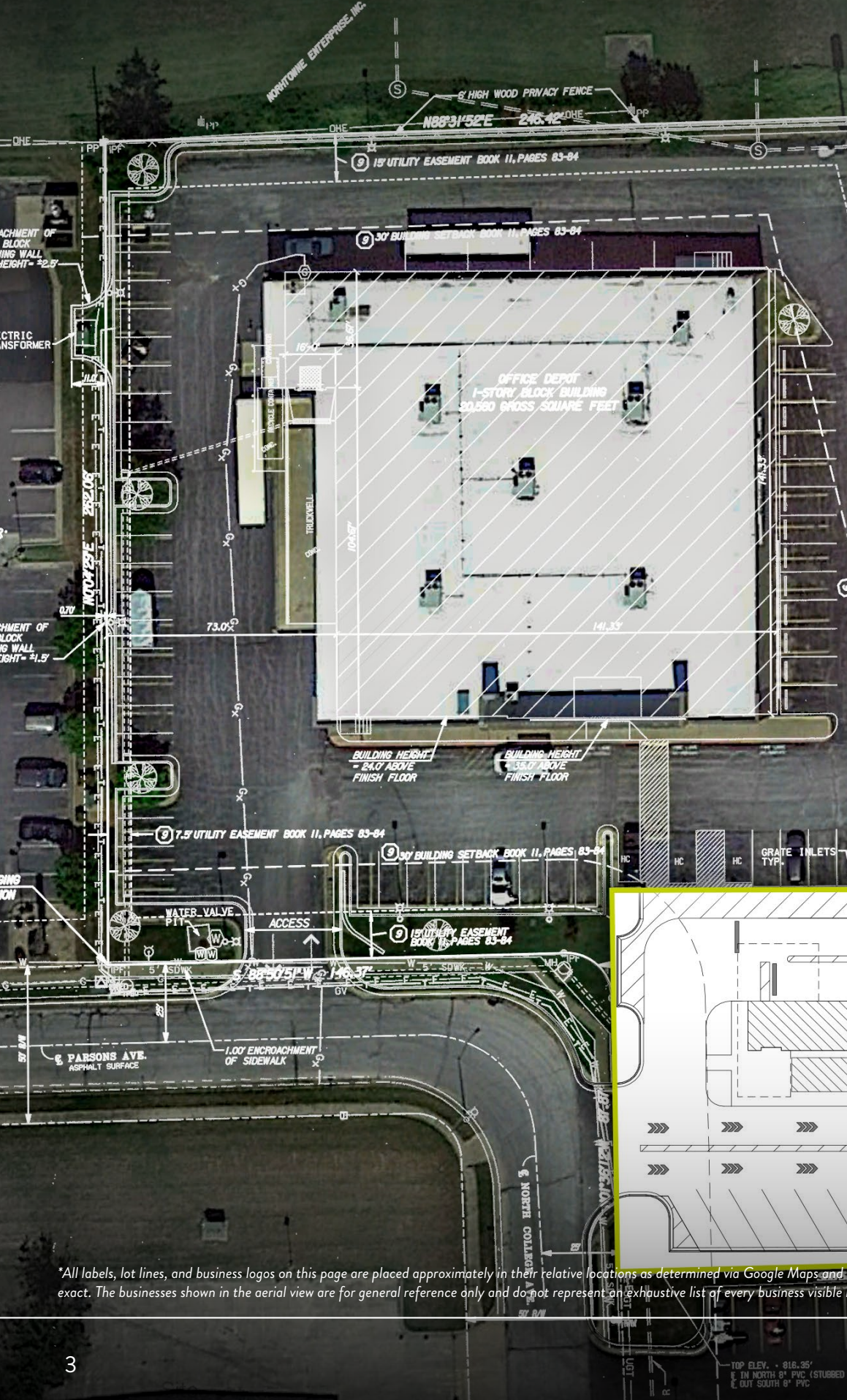
\*All labels, lot lines, and business logos on this page are placed approximately in their relative locations as determined via Google Maps and may not be exact. The businesses shown in the aerial view are for general reference only and do not represent an exhaustive list of every business visible in the image.

CONTACTS

PRIMARY CONTACTS  
NATHAN ELLER | NATHAN@HAAGBROWN.COM | 870.336.8000  
ZAC QUALLS | ZAC@HAAGBROWN.COM | 870.336.8000

BROKER OF RECORD  
BANG REALTY  
BRIAN BROCKMAN | BOR@BANGREALTY.COM





RENT ROLL

LEASE COMMENCE	ANNUAL RENT
04/04/25	\$215,556
RENT COMMENCE	RENT/SF
08/02/25	\$10.48
LEASE EXPIRATION	OPTIONS
04/30/32	TWO, 5-YEAR
LEASE TYPE	CHANGES
NN+	2% ANNUAL RENT BUMPS IN BOTH OPTIONS

LEASE SUMMARY

Landlord Responsibilities	Landlord shall be responsible for keeping the roof, foundation and exterior walls of the Premises in proper repair.
Tenant Responsibilities	Tenant shall be responsible for cost associated with all maintenance, replacement and repairs necessary to keep the premises in a good state.
Common Area Maintenance	Tenant's Responsibility.
Taxes	Tenant's Responsibility.
Insurance	Tenant's Responsibility.
Utilities	Tenant shall be responsible for all utility services within the premises, including gas, electric, telephone, water, sewer, cable and trash removal.
Assignment & Subletting	Tenant shall have the right at any time to sublease or assign all or any portion of Tenant's Premises with Landlord's prior approval or consent, which shall not be unreasonably withheld or delayed. However, Tenant shall remain guarantor on lease.

OPTION RENTAL SCHEDULE

YEAR 8	\$219,867.12 PER YEAR   \$18,322.26 PER MONTH
YEAR 9	\$224,264.46 PER YEAR   \$18,688.71 PER MONTH
YEAR 10	\$228,749.75 PER YEAR   \$19,062.48 PER MONTH
YEAR 11	\$233,324.75 PER YEAR   \$19,443.73 PER MONTH
YEAR 12	\$237,991.24 PER YEAR   \$19,832.60 PER MONTH
YEAR 13	\$242,751.07 PER YEAR   \$20,229.26 PER MONTH
YEAR 14	\$247,606.09 PER YEAR   \$20,633.84 PER MONTH
YEAR 15	\$252,558.21 PER YEAR   \$21,046.52 PER MONTH
YEAR 16	\$257,609.37 PER YEAR   \$21,467.45 PER MONTH
YEAR 17	\$262,761.56 PER YEAR   \$21,896.80 PER MONTH

PROPOSED CARVE-OUT FOR POTENTIAL ADDITIONAL REVENUE  
\*Subject to city approval

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REALTY

**BRAND NEW TACTOR SUPPLY CO., BUILT IN 2024**

[CLICK HERE FOR MORE INFO](#)

**TSC TRACTOR  
SUPPLY CO.**

**REDEVELOPMENT UNDERWAY**

**Applebee's  
GRILL + BAR**

**13**

**N MAGUIRE ST**

**COOPER BLVD**

**CONTACTS**

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BROKER OF RECORD



**BRIAN BROCKMAN** | [BOR@BANGREALTY.COM](mailto:BOR@BANGREALTY.COM)

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**Walmart**

13



**Applebee's**  
GRILL + BAR

REDEVELOPMENT UNDERWAY

PARSONS AVE

Fairfield  
 Fazoli's  
 Dollar Tree  
 IHOP  
 McDonald's  
 Walgreens  
 Starbucks  
 Country Kitchen  
 Swisher's  
 Culver's  
 Alevi's  
 Pizza Hut  
 Great Clips  
 Buffalo Wild Wings  
 Lowe's

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BROKER OF RECORD	BRIAN BROCKMAN   BOR@BANGREALTY.COM





CONTACT

**NATHAN ELLER** (BROKER)

870.336.8000  
NATHAN@HAAGBROWN.COM



CONTACT

**ZAC QUALLS** (BROKER)

870.336.8000  
ZAC@HAAGBROWN.COM



CONTACT

**BRIAN BROCKMAN** (BROKER OF RECORD)

LICENSE #: 177814  
BANG REALTY-OKLAHOMA INC  
BOR@BANGREALTY.COM



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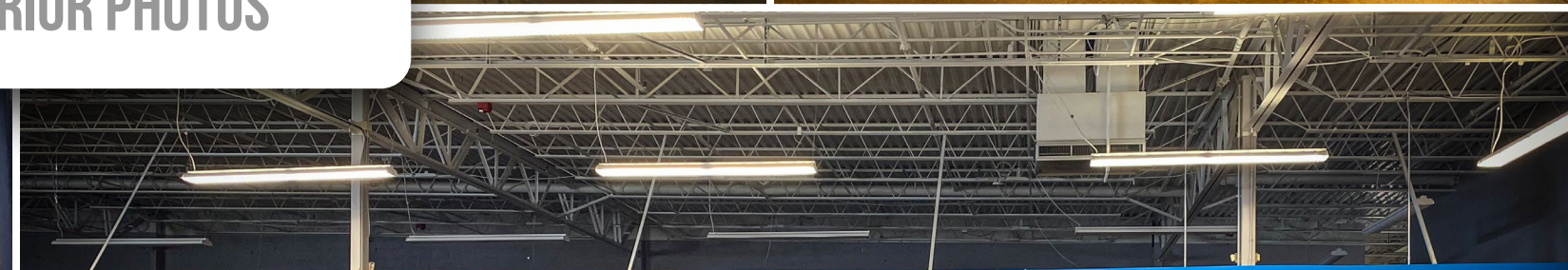


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## INTERIOR PHOTOS



## CONTACTS

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**BANG**  
REALTY

WARRENSBURG



#### UCM 2023 ENROLLMENT INCREASED BY 10%

"Citing factors that include an overall increase of approximately 10% in fall student enrollment, an operating budget that is 5.25% larger than the previous fiscal year, and a strategic plan that guides the institution, the University of Central Missouri is in a position of strength. That is the message President Roger Best shared with faculty and staff when he presented his annual State of the University remarks on Sept. 14. The president's sixth consecutive SOU address since his 2018 appointment by the Board of Governors took place in the James L. Highlander Theatre."

"UCM's official headcount is 12,788 students, which is not only 1,150 students higher than fall 2022, but the highest enrollment in more than six years. This includes a 3.2% increase in first-time, full-time students versus last fall, a 13% increase in domestic graduate students, and 40.3% increase in international students. More importantly, the credit hours generated by stronger enrollment are up by about 5% compared to last fall, contributing to a stronger revenue outlook for this fiscal year."

[Click to Read Full Article](#)



#### WHITEMAN ESTIMATED POPULATION

Active duty - 3,841

Family members - 3,396

Retirees in local area - 4,234

Civilian employees - 2,027

Reserve and Guard - 2,320

Whiteman Air Force Base is located in Knob Noster, Missouri which is approximately 60 miles southeast of Kansas City, Missouri in rural Johnson County.

Knob Noster has a population of 2,785 people. Nearby Warrensburg has a population of 19,638. Warrensburg is also home to University of Central Missouri. Sedalia, Missouri is approximately 20 miles east of Whiteman AFB and the home of The Missouri State Fair. The population of Sedalia is 21,809.

[Click to Learn More](#)



WHITEMAN AFB

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“Our mission at Haag Brown Commercial is to be the best commercial real estate brokerage and development company while leading our clients to success. Our mission is to put our client’s needs ahead of our own while striving to excel in quality, innovation, and value of services we provide.”

Haag Brown Commercial is the region’s authority on listing & selling commercial real estate in Jonesboro and Northeast Arkansas. HB remains one of the top options in the region for Retail Project Development, Tenant Representation, & Investment Advising. We have experience and the expertise needed to develop and/or advise on large retail development projects. We have the ability to facilitate the expansion of national tenants who want to grow their presence in Arkansas, Oklahoma, Missouri, Mississippi, Tennessee, Alabama & Texas. Information to make the most informed decision on location is of upmost value to our clients. We have the ability to perform tenant site selection and/or build-to-suit through a revolutionary, technologically advanced build-to-suit program, which has pleased our clients immensely. All we need to know is the markets you want to be in, and we can get you there. We have the character, experience & education needed to be the best commercial brokerage firm in our region for advising on commercial real estate investments.

2221 HILL PARK CV.  
JONESBORO, AR



OFFICE 870.336.8000  
EFAX 888.561.4917  
HAAGBROWN.COM





# NATHAN ELLER

Executive Broker - Net Leased Investments & Ag Division



Nathan Eller is an executive broker at Haag Brown, specializing in representing buyers and sellers of commercial and ag investments. Nathan's focus is to advise investors, many times 1031 tax exchange clients, on portfolio diversification strategies as they move through the process of buying and/or selling income-producing ag or commercial property. He enjoys assisting buyers in making the best investment decisions for themselves, their company, and their family.

Nathan takes every deal personally, having a passion for finding ways to add value to clients and build their real estate portfolio. He enjoys finding ways to list and sell properties through investor relationships, networking and the unique marketing strategies at Haag Brown. Nathan has settled into his role having closed on more than \$240,000,000 of transactions since 2015.

Nathan loves Jesus and enjoys being with his beautiful wife and children, spending time with family and friends, fishing, hunting, the outdoors, baseball, and traveling.

[nathan@haagbrown.com](mailto:nathan@haagbrown.com)

870.336.8000



## SIGNIFICANT TRANSACTIONS

### STARBUCKS :

Bentonville, AR  
Conway, AR  
Jonesboro, AR

### ROCK DENTAL BRANDS :

North Little Rock, AR  
Little Rock, AR  
Jonesboro, AR  
Paragould, AR

### SLIM CHICKENS :

Little Rock, AR : Russellville, AR

### TOMMY'S EXPRESS CARWASH :

Jonesboro, AR

### TACOS 4 LIFE :

Jackson, TN  
Little Rock, AR  
Jonesboro, AR  
Benton, AR

### BENJAMIN EDWARDS :

Jonesboro, AR

### FREDDY'S :

Siloam Springs, AR

### PETSMART CENTER :

Jonesboro, AR

### SKETCHERS CENTER :

Jonesboro, AR

### AT&T :

Fayetteville, AR  
Malvern, AR  
Stuttgart, AR

### FEDEX :

Fayetteville, AR

### ASPEN DENTAL :

Russellville, AR

## CLIENT TESTIMONIALS

My experience with Nathan Eller was the best I have had in 45 years of buying commercial real estate. Nathan is the perfect gentleman. He is tenacious, and he carried out my wishes - even when it cost him money." — Roland Whatcott (Seller)

"We approached Haag Brown to list our property because of their reputation. Nathan helped us through the entire process from start to finish. He quickly had 5 offers for us to consider. One thing that impressed me was how personal he took the assignment of listing and selling the property. I found the experience seamless and enjoyable. I would recommend Nathan and Haag Brown to people who have a need or interest in selling an investment property." — Randal Caldwell (Seller)

"When faced with time constraints and a rapidly changing real estate landscape, Nathan was able to identify multiple high quality properties that met our investment goals, and help us navigate the decision process of narrowing it down to the best one. This property was an incredible opportunity that would not have been possible without the connections and knowledge Nathan has in this market." — Kolin Weaver (Buyer)

"Having the opportunity to work with you over the last three years, we can not tell you how impressed we have been with you and ownership (Josh & Greg) at Haag-Brown Commercial Real Estate & Development. The level of real estate depth-expertise and the willingness to work with us both as a buyer and partner in real estate transactions has cemented our long-term relationship. We are excited and look forward to working together on additional projects and acquisitions with you, Josh, Greg and your colleagues at Haag-Brown." — Meredith Bagby (Buyer)

"I recently sold some farmland and decided to invest some of the money in commercial property. I visited with the people at Haag Brown Real Estate and they paired me with Nathan. He did an outstanding job of presenting lots of options for me to look at. He was very thorough throughout the entire process and did a great job of following through and taking care of the details." — David Hodges (Buyer)

## ACHIEVEMENTS

CCIM : Certified Commercial Investment Member

Transaction Volume Exceeding : \$240,000,000

Triple Diamond Award : (\$21MM+ in Volume) - 2018, 2019, 2020, 2021, 2022

Double Diamond Award : (\$14MM+ in Volume) - 2016, 2017

Henderson State University : BBA in Management - Class of 2013



# ZACQUALLS

Executive Broker - Leasing & Brokerage



Zac Qualls is an executive broker with more than a decade of experience at Haag Brown Commercial. He excels in leasing, brokerage, and tenant representation, with particular expertise in client relationship management.

Zac's in-depth market knowledge allows him to identify prime locations for prospective tenants, ensuring optimal site selection. His robust network of industry contacts provides valuable connections for both landlords and tenants.

Zac consistently demonstrates integrity, dedication, hard work, reliability, and a personal commitment to every deal. He prioritizes your interests, ensuring a high level of professionalism and service in every collaboration.

Outside of work, Zac enjoys spending time with his wife Hilary, and two daughters, Campbell and Turner.

"Be careful how you think; your life is shaped by your thoughts." Proverbs 4:23

[zac@haagbrown.com](mailto:zac@haagbrown.com)

870.336.8000



## REPRESENTED CLIENTS

### CINTAS :

Jonesboro, AR

### THE SENSORY SHOP :

Jonesboro, AR

### PEOPLE SOURCE STAFFING PROFESSIONALS :

Jonesboro, AR

### CONTINENTAL COMPUTERS :

Jonesboro, AR

### STONEBRIDGE CONSTRUCTION, LLC :

Jonesboro, AR

### ONSITE OHS, INC :

Jonesboro, AR

### FAMILIES, INC :

Jonesboro, AR

### FOCUS, INC :

Jonesboro, AR

### KIDSPOT :

Jonesboro, AR

### ARKANSAS MUSCLE :

Jonesboro, AR

### ARKANSAS HOME HEALTH & HOSPICE :

Jonesboro, AR

### REMAX :

Jonesboro, AR

### JONESBORO TOTAL HEALTH :

Jonesboro, AR

### LONG ELECTRIC :

Jonesboro, AR

## SIGNIFICANT TRANSACTIONS

S. CARAWAY CENTER : Jonesboro, AR

ONSITE, OHS - JONESBORO VA CLINIC : Jonesboro, AR

6,300 +/- MEDICAL OFFICE BTS : THE RESERVE : Jonesboro, AR

5,000 +/- MEDICAL OFFICE BTS : THE RESERVE : Jonesboro, AR

PROPERTY MANAGER OF 60,000 SF RETAIL CENTER : Jonesboro, AR

PROPERTY MANAGER OF 50,000 SF OFFICE BUILDING : Jonesboro, AR

PROPERTY MANAGER OF 10,000 SF OFFICE BUILDING : Jonesboro, AR

## ACHIEVEMENTS

Acom Designee - Accredited Commercial Manager

CPM Designee - Certified Property Manager

Arkansas Money & Politics - Top 100 Professional

Triple Diamond Award : (\$21MM+ in Volume) - 2022, 2023

Double Diamond Award : (\$14MM+ in Volume) - 2021

Platinum Level Award : (\$5MM+ in Volume) - 2019

Arkansas State University - Bachelors of Science in Finance - 2007