

# Liquor Store and Property For Sale, Macon GA



OFFERING MEMORANDUM

LIQUOR STORE AND BUILDING

LIQUOR STORE AND BUILDING FOR SALE  
4151 MERCER UNIVERSITY DR, MCON GA 31204

# Liquor Store and Building

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**Listed by Judy Chin, VPR 770-864-4362**



01 Executive Summary

Investment Summary

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## OFFERING SUMMARY

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ADDRESS	4151 Mercer University Dr Mcon GA 31204
BUILDING SF	5,000 SF
LAND ACRES	0.41
YEAR BUILT	2001

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## FINANCIAL SUMMARY

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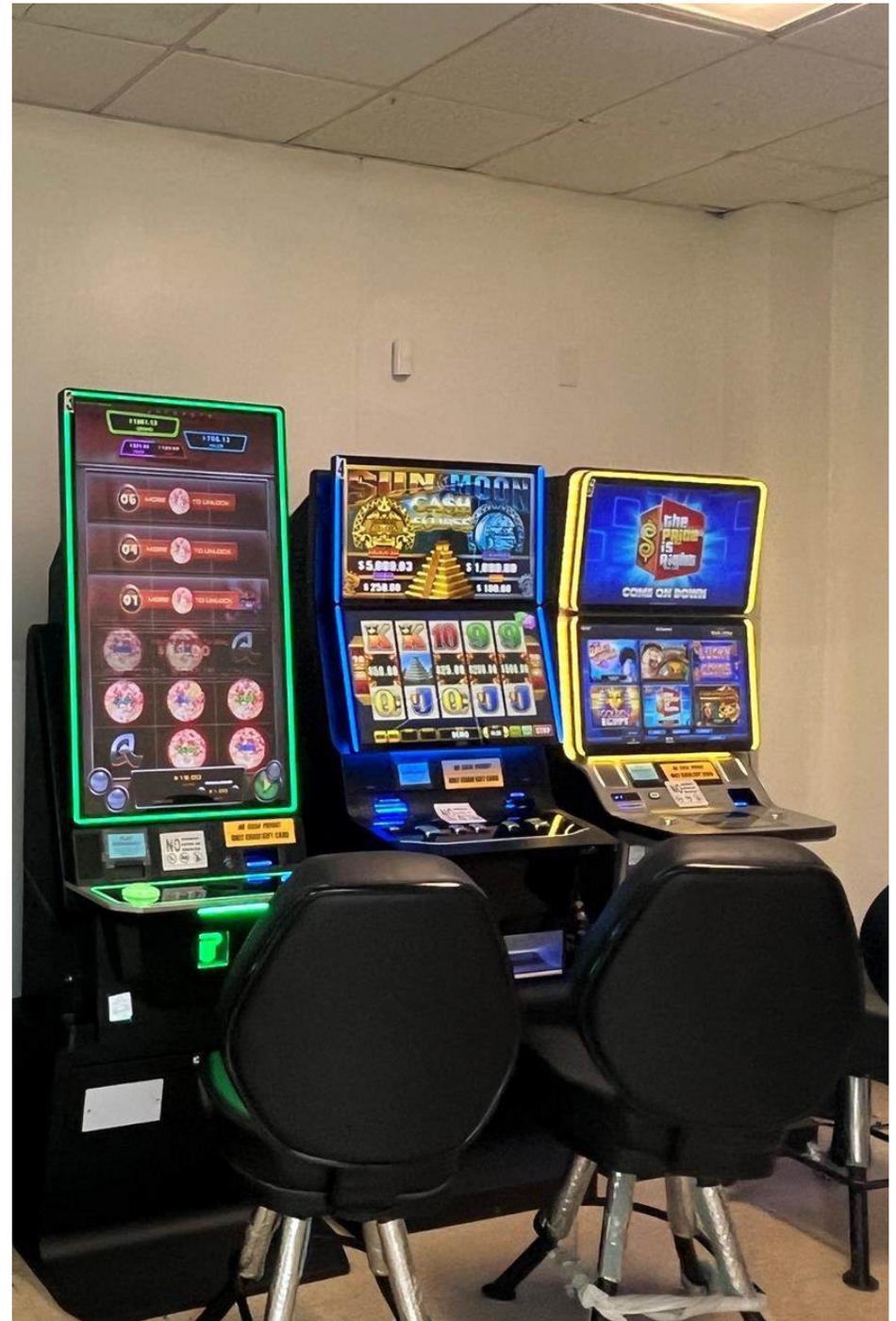
PRICE	\$2,500,000
PRICE PSF	\$500.00

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DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2026 Population	6,291	41,263	95,589
2026 Median HH Income	\$37,107	\$38,424	\$48,636
2026 Average HH Income	\$49,027	\$61,081	\$76,544

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- Liquor / Convenience Store for Sale — Business and Real Estate Offered Together.

The business reports annual gross sales of approximately \$1,929,401 with net income of approximately \$429,000. The property consists of a 5,000 SF freestanding building, constructed in 2001 per county records.

This business is already generating \$1.9–\$2.1 million in annual sales under absentee ownership. A hands-

Inventory is excluded from the purchase price and is estimated at approximately \$500,000. The building is divided into two operating sections: one functioning as a liquor store, and the other as a convenience store featuring COAM machines.

The business demonstrates consistent historical performance, including:

- Annual gross sales of approximately \$1.9M–\$2.1M
- 78,000–89,000 transactions per year
- Average ticket size of \$24–\$26
- Credit card sales of approximately \$1.1M–\$1.2M annually

The store is currently operated by absentee ownership, creating meaningful opportunity for improvement.

- On annual sales of approximately \$1.9 million, a hands-on buyer can materially increase profitability through operational efficiencies:
  - 3% margin improvement = approximately \$57,000 annually
  - Payroll optimization = approximately \$50,000–\$80,000 annually
  - Improved inventory control and shrink reduction = approximately \$20,000–\$30,000 annually

Additional upside exists through active COAM management, including renegotiating revenue splits, optimizing machine mix, improving placement, and increasing foot-traffic conversion. These initiatives can realistically generate an additional \$30,000–\$70,000 in annual net income without increasing sales volume.

With operational improvements, net income can reasonably be increased to \$280,000–\$320,000, which materially enhances cash flow and positions the business for a potential exit valuation exceeding \$1.0 million above current levels.

Key investment highlights include absentee operation, proven sales volume, strong credit-card penetratio

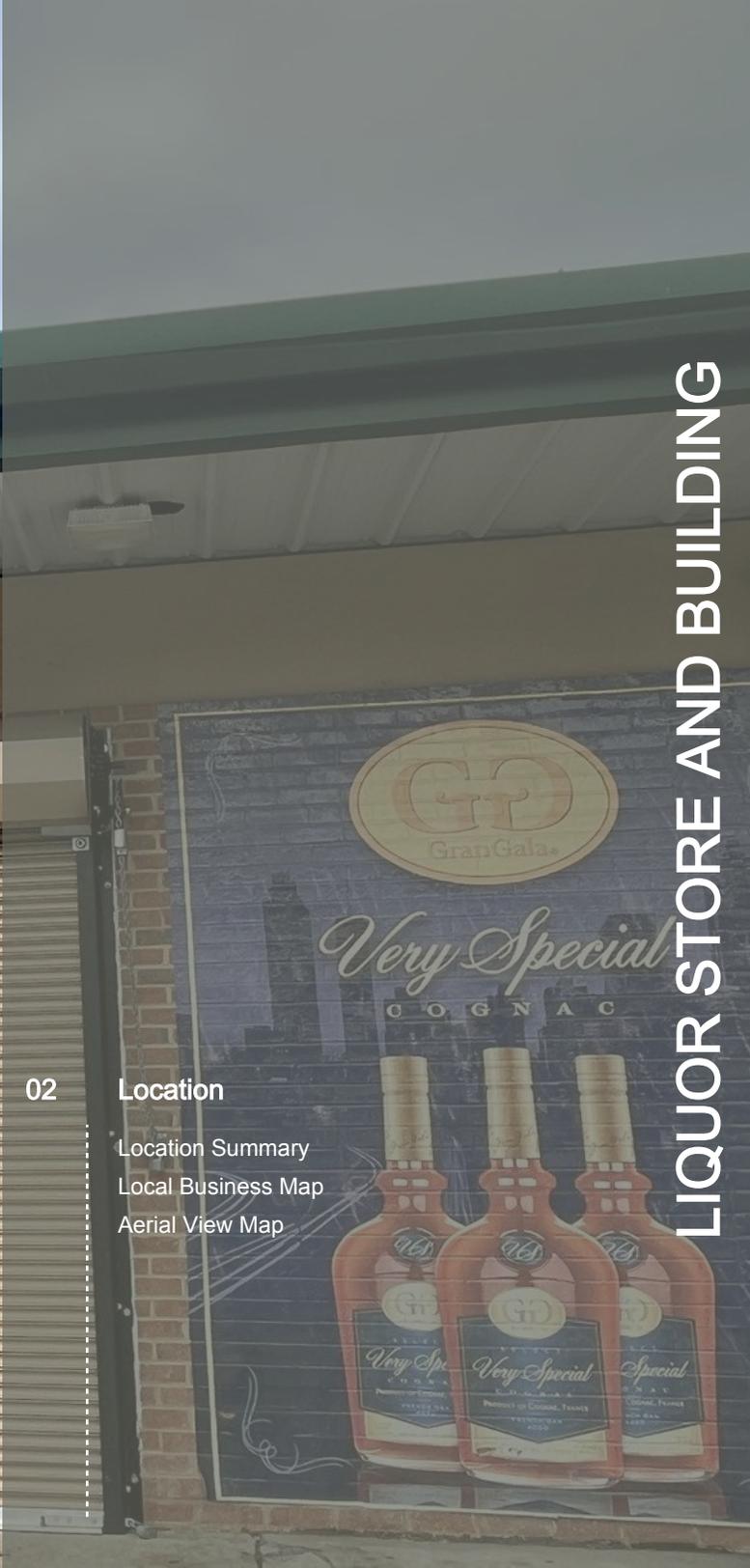




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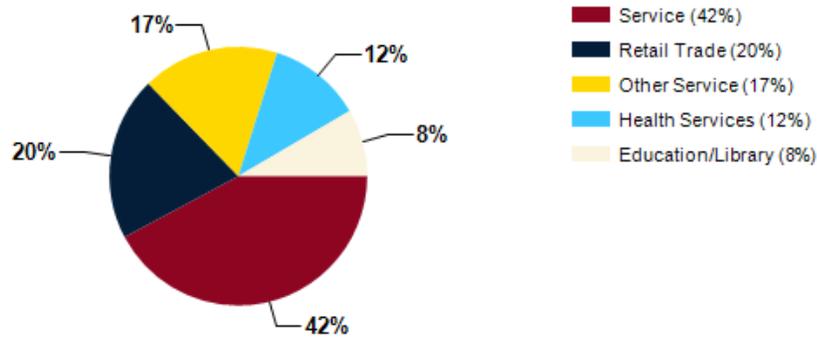
Location

- Location Summary
- Local Business Map
- Aerial View Map



- Mercer University Drive is a busy retail area.

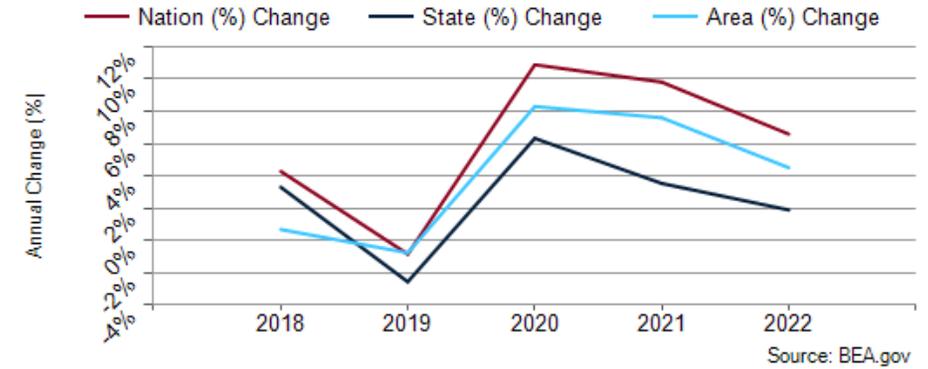
### Major Industries by Employee Count

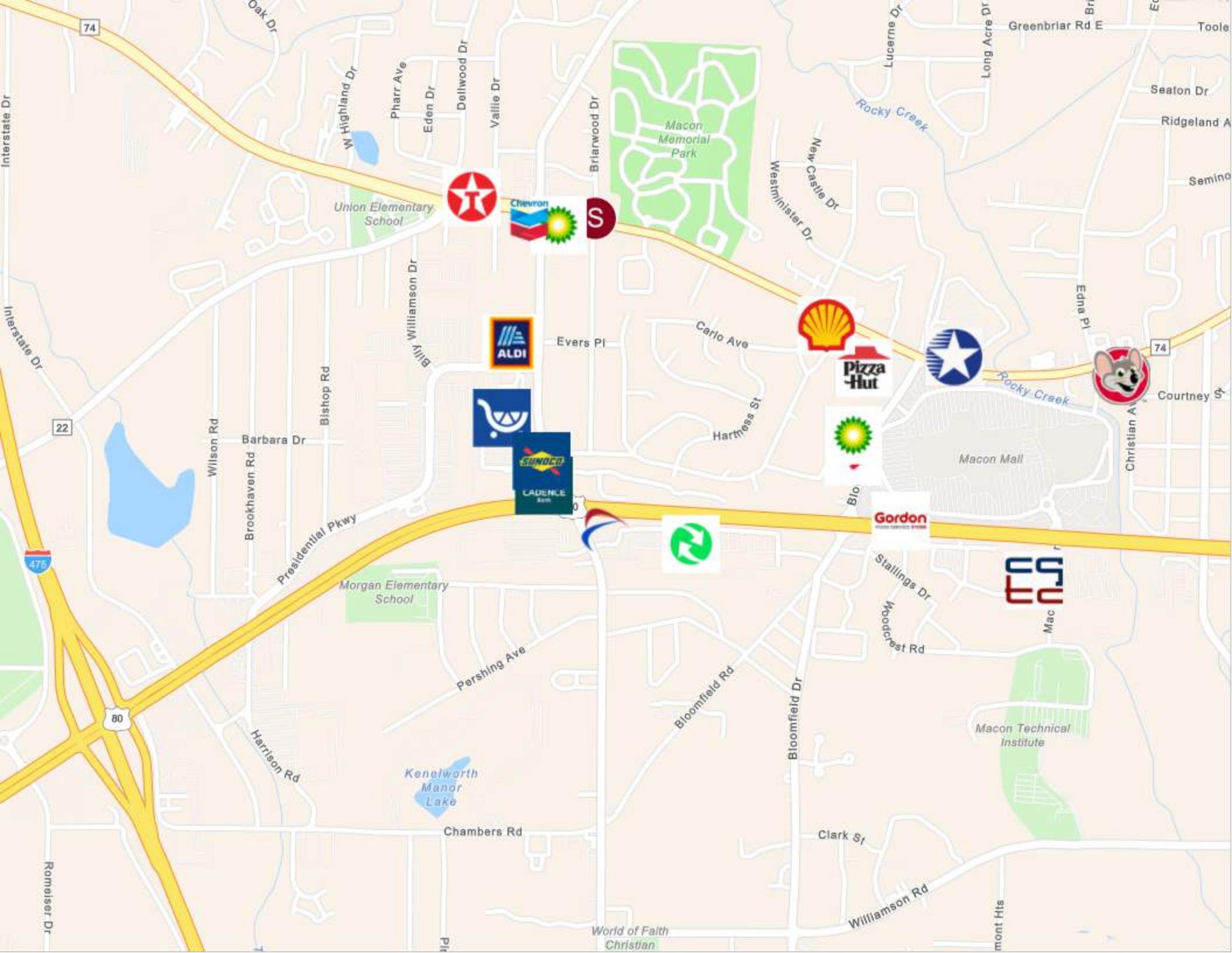


### Largest Employers

GEICO	5,500
Navicent Health Medical Center	4,800
Bibb County School District	3,332
Mercer University	2,267
Coliseum Medical Centers	1,805
YKK (USA), Inc.	790
Walmart Supercenter	740
Middle Georgia State University	680

### Bibb County GDP Trend





74

22

475

80

74



Union Elementary School

Macon Memorial Park

Morgan Elementary School

Kenelworth Manor Lake

Macon Mall

Macon Technical Institute

Pharr Ave

Eden Dr

Dellwood Dr

Vallie Dr

Briarwood Dr

Lucerne Dr

Long Acre Dr

Greenbriar Rd E

Toole

Seaton Dr

Ridgeland A

Seminol

Westminster Dr

New Castle Dr

Edna Pl

Courtney St

Christian A

Wilson Rd

Barbara Dr

Brookhaven Rd

Bishop Rd

Williamson Dr

Presidential Pkwy

Evers Pl

Carlo Ave

Hartness St

Pershing Ave

Bloomfield Rd

Bloomfield Dr

Stallings Dr

Woodcrest Rd

Harrison Rd

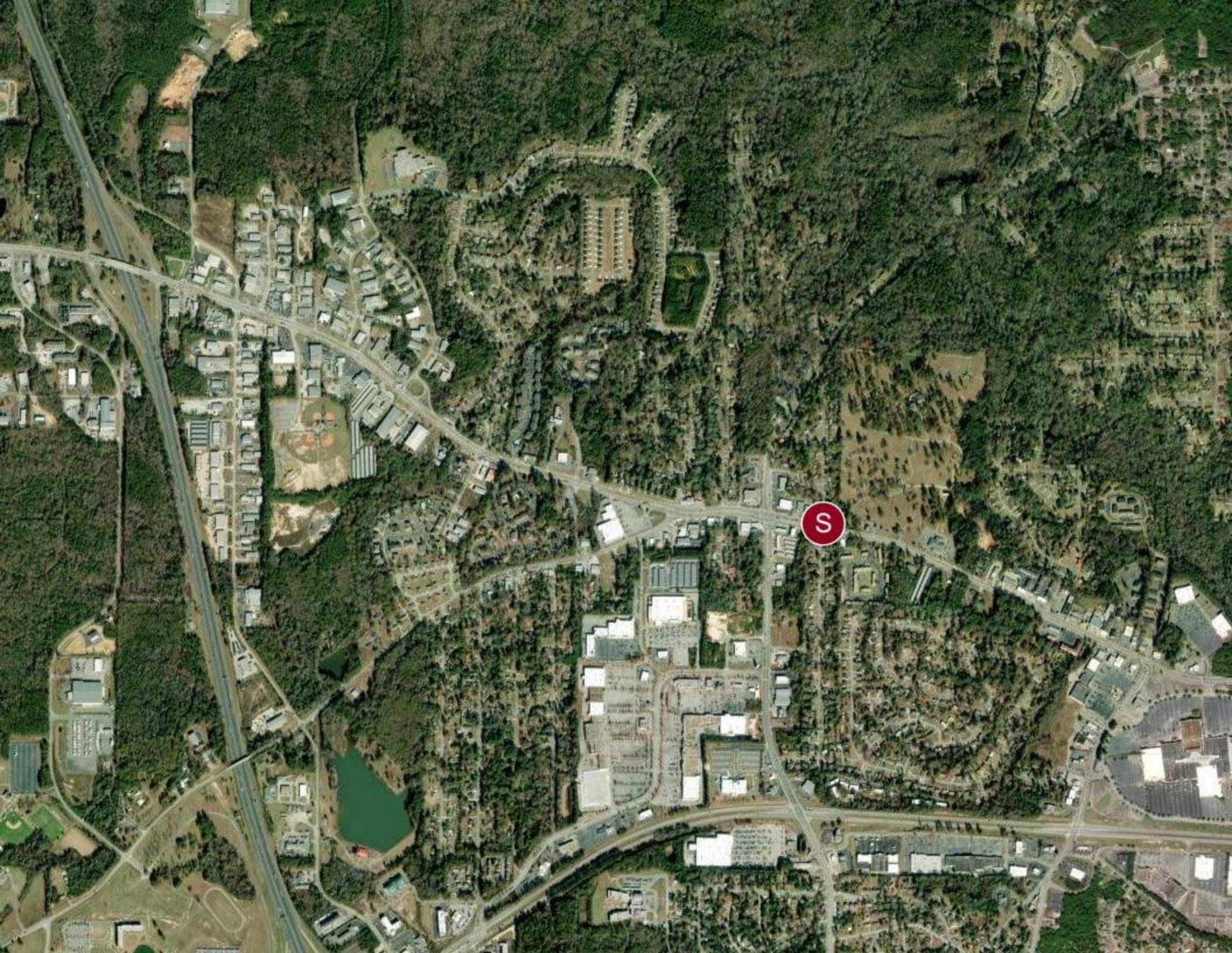
Chambers Rd

Clark St

Williamson Rd

mont Hts

World of Faith Christian



03 **Property Description**

- Property Features
- Local Business Map
- Property Images

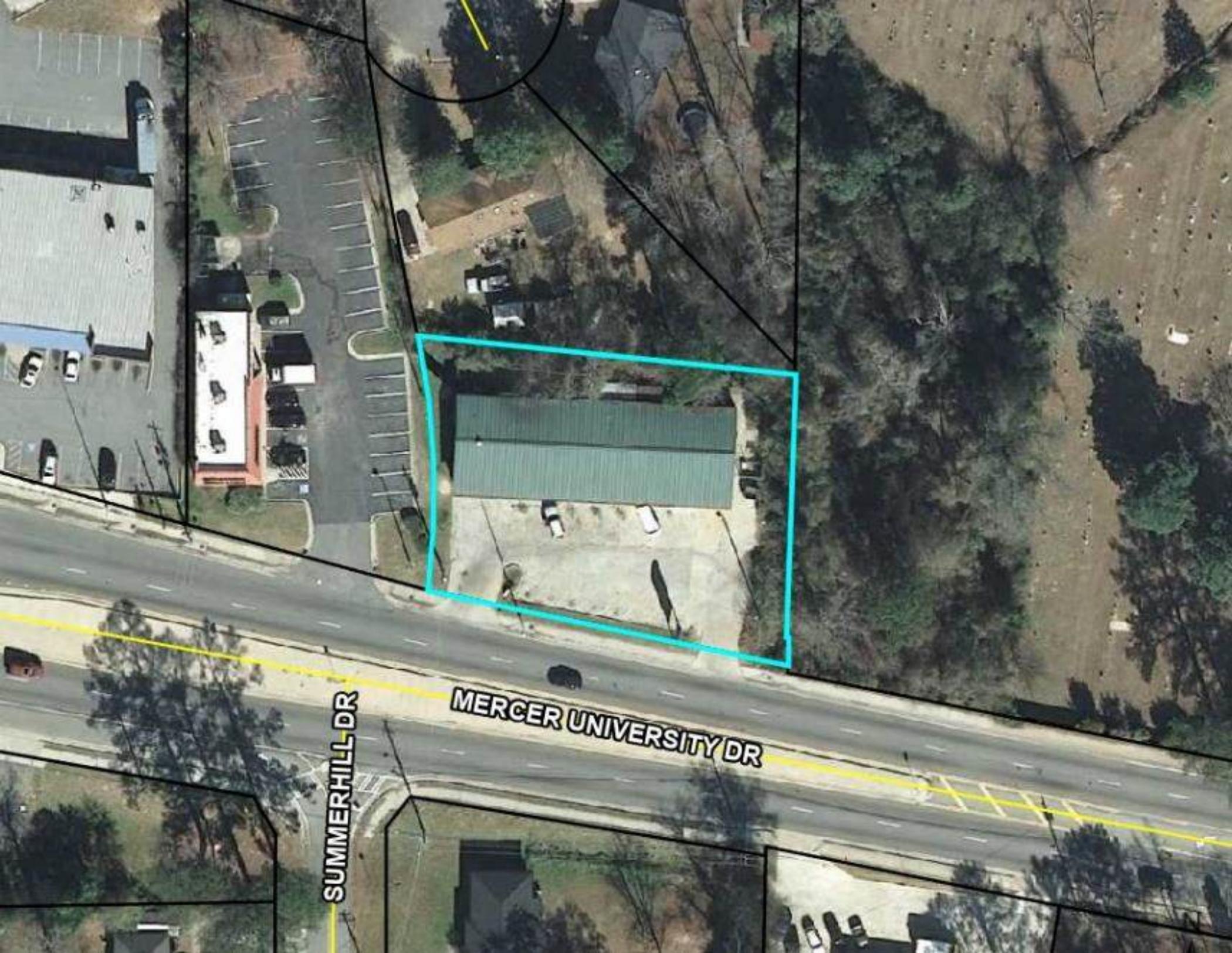
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## PROPERTY FEATURES

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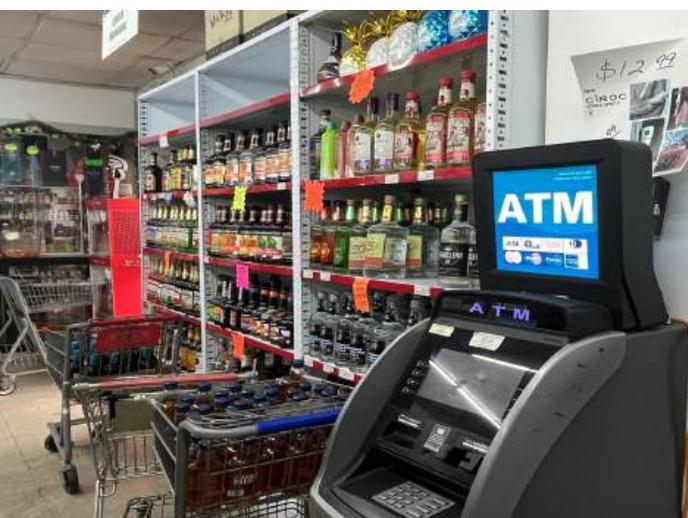
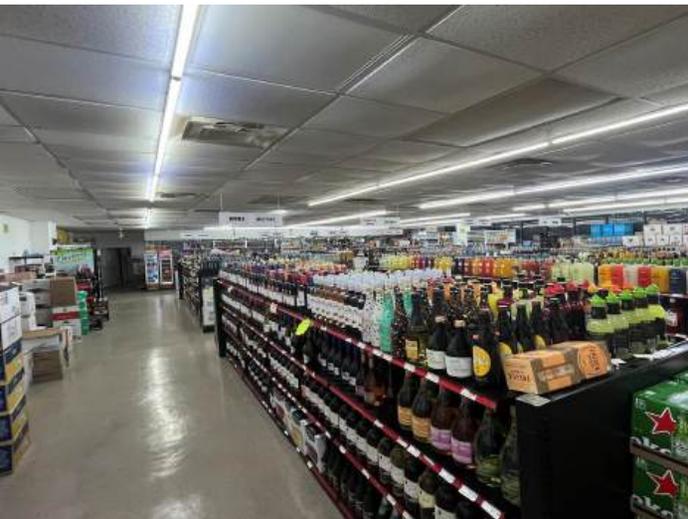
BUILDING SF	5,000
LAND ACRES	0.41
YEAR BUILT	2001

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SUMMERHILL DR

MERCER UNIVERSITY DR



04

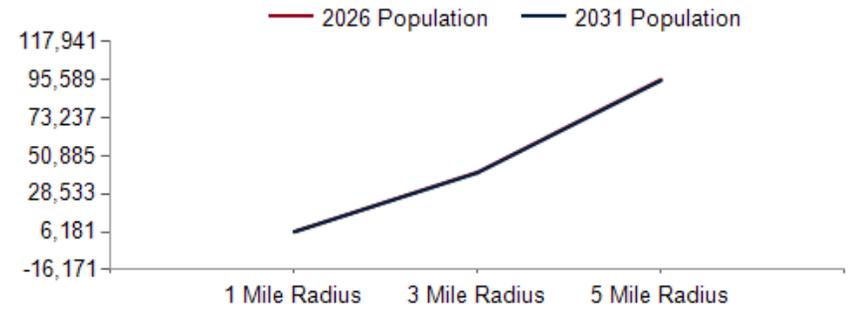
**Demographics**

General Demographics

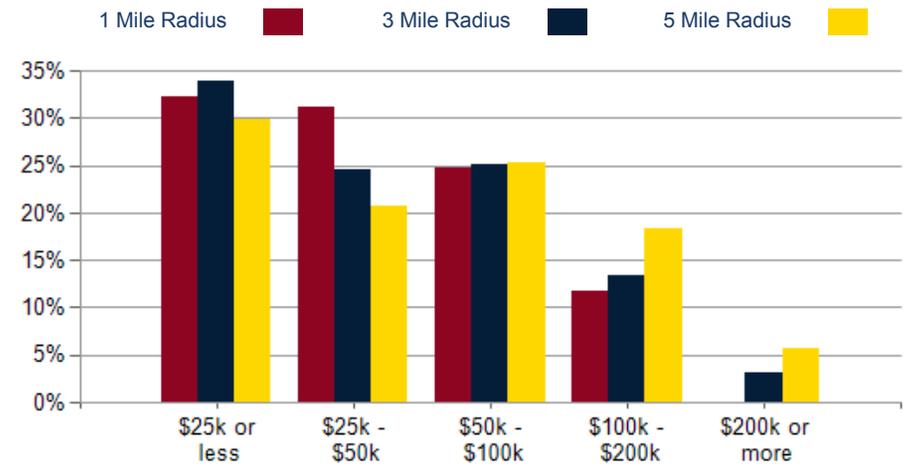
Race Demographics

POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	6,799	44,806	101,950
2010 Population	7,173	43,427	98,489
2026 Population	6,291	41,263	95,589
2031 Population	6,181	40,885	95,028
2026 African American	5,343	31,611	58,316
2026 American Indian	8	123	260
2026 Asian	58	372	1,385
2026 Hispanic	257	1,832	4,969
2026 Other Race	156	1,102	2,982
2026 White	528	6,541	28,606
2026 Multiracial	197	1,508	4,016
2026-2031: Population: Growth Rate	-1.75%	-0.90%	-0.60%

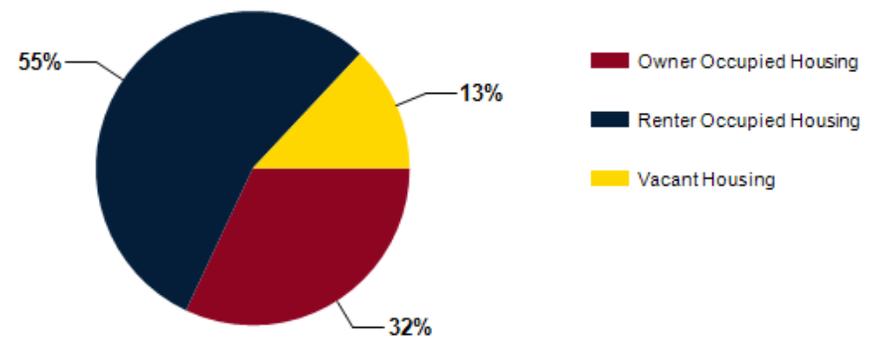
2026 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	498	3,474	7,682
\$15,000-\$24,999	334	2,068	3,789
\$25,000-\$34,999	353	1,792	3,526
\$35,000-\$49,999	449	2,199	4,408
\$50,000-\$74,999	316	2,493	5,597
\$75,000-\$99,999	320	1,595	4,125
\$100,000-\$149,999	226	1,458	4,493
\$150,000-\$199,999	77	709	2,552
\$200,000 or greater	0	510	2,171
Median HH Income	\$37,107	\$38,424	\$48,636
Average HH Income	\$49,027	\$61,081	\$76,544



### 2026 Household Income



### 2026 Own vs. Rent - 1 Mile Radius

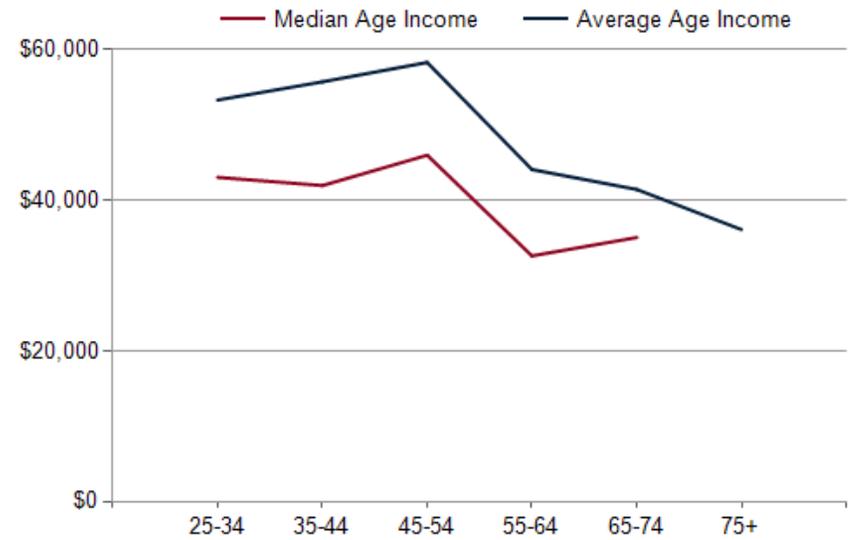
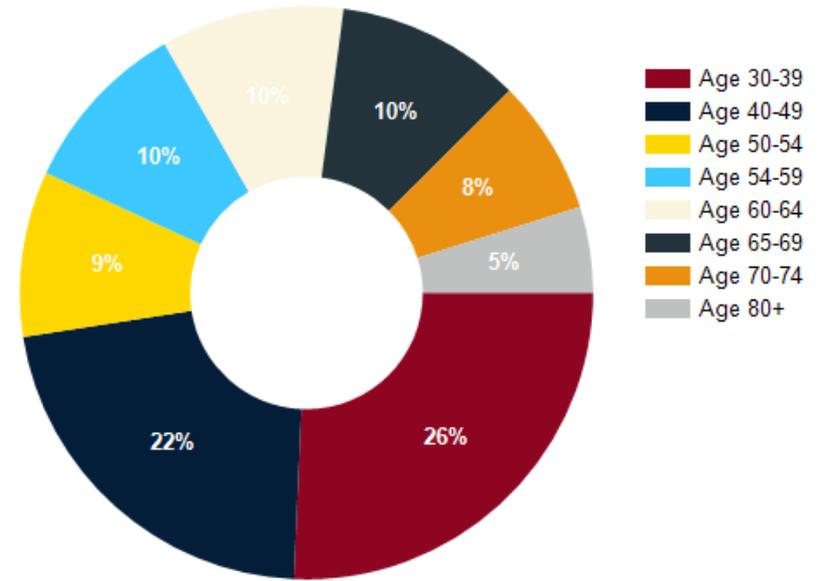


Source: esri

2026 POPULATION BY AGE	1 MILE	3 MILE	5 MILE
2026 Population Age 30-34	480	2,759	6,500
2026 Population Age 35-39	417	2,571	6,115
2026 Population Age 40-44	386	2,495	5,747
2026 Population Age 45-49	376	2,372	5,351
2026 Population Age 50-54	326	2,194	5,276
2026 Population Age 55-59	345	2,255	5,197
2026 Population Age 60-64	360	2,501	5,671
2026 Population Age 65-69	365	2,476	5,676
2026 Population Age 70-74	266	1,950	4,605
2026 Population Age 75-79	169	1,327	3,313
2026 Population Age 80-84	86	754	1,994
2026 Population Age 85+	54	664	1,818
2026 Population Age 18+	4,666	30,662	73,858
2026 Median Age	35	37	37
2031 Median Age	37	38	39

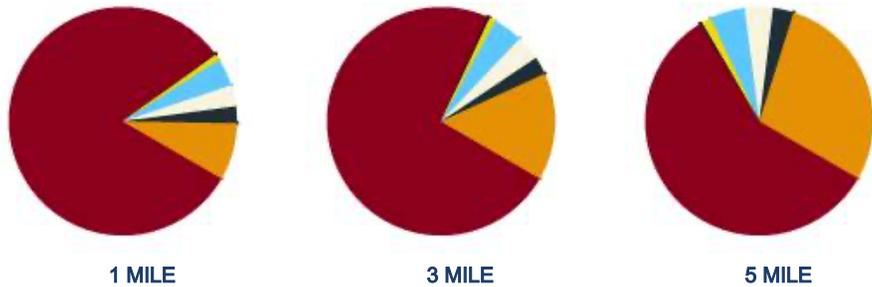
2026 INCOME BY AGE	1 MILE	3 MILE	5 MILE
Median Household Income 25-34	\$43,033	\$51,492	\$56,714
Average Household Income 25-34	\$53,294	\$64,673	\$78,553
Median Household Income 35-44	\$41,943	\$47,224	\$58,708
Average Household Income 35-44	\$55,718	\$68,343	\$88,664
Median Household Income 45-54	\$45,970	\$50,650	\$61,938
Average Household Income 45-54	\$58,291	\$72,895	\$92,012
Median Household Income 55-64	\$32,598	\$38,664	\$49,858
Average Household Income 55-64	\$44,069	\$62,908	\$80,582
Median Household Income 65-74	\$35,045	\$33,094	\$39,471
Average Household Income 65-74	\$41,425	\$52,134	\$66,198
Average Household Income 75+	\$36,094	\$47,206	\$59,589

Population By Age



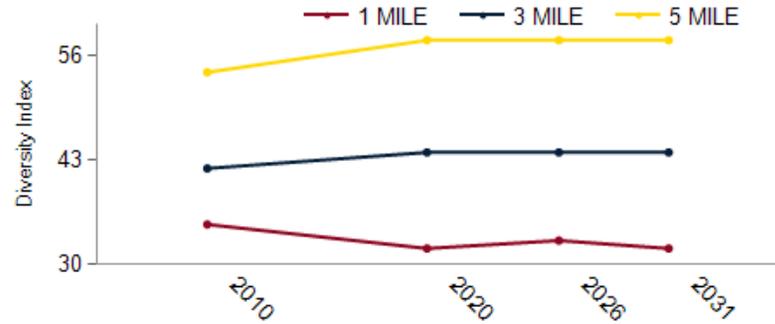
DIVERSITY INDEX	1 MILE	3 MILE	5 MILE
Diversity Index (+5 years)	33	44	58
Diversity Index (current year)	33	44	58
Diversity Index (2020)	32	44	58
Diversity Index (2010)	35	43	55

POPULATION BY RACE



2026 POPULATION BY RACE	1 MILE	3 MILE	5 MILE
African American	82%	73%	58%
American Indian	0%	0%	0%
Asian	1%	1%	1%
Hispanic	4%	4%	5%
Multiracial	3%	3%	4%
Other Race	2%	3%	3%
White	8%	15%	28%

POPULATION DIVERSITY



2026 MEDIAN AGE BY RACE

	1 MILE	3 MILE	5 MILE
Median American Indian/Alaska Native Age	51	38	36
Median Asian Age	49	43	40
Median Black Age	34	35	35
Median Hispanic Age	28	25	23
Median Multiple Races Age	30	28	28
Median Other Race Age	26	25	23
Median Pacific Islander Age	33	44	45
Median White Age	52	51	48

2026 MEDIAN AGE BY RACE

