

KIRBY WHITTEN SHOPS



3135 Kirby Whitten Road
Bartlett, TN 38134



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Table of Contents

Property Highlights	4
Property Positioning	11
Market Overview	15



THE OFFERING

OFFERING SUMMARY

NOI	\$123,149
SUBMARKET	Northeast
NUMBER OF TENANTS	6
OCCUPANCY	88%
HISTORICAL WALT	13.57 Years
WALT Mark-to-Market Opportunity	1.45 Years*

Kirby Whitten Shops, located at 3135 Kirby Whitten Road, is a well-maintained 11,960 SF retail property that has been owned and cared for by a long-term, highly engaged owner, resulting in a stable asset with consistent performance. The property offers durable in-place income with an attractive value-add opportunity through existing vacancy, allowing a buyer to drive additional upside. Strategically located along a high-traffic corridor with strong visibility and easy ingress and egress, the center benefits from active tenant demand and solid leasing fundamentals.

**As of March 1, 2026*



KIRBY WHITTEN SHOPS

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PROPERTY HIGHLIGHTS



CUSHMAN &
WAKEFIELD



COMMERCIAL
ADVISORS

THE PROPERTY

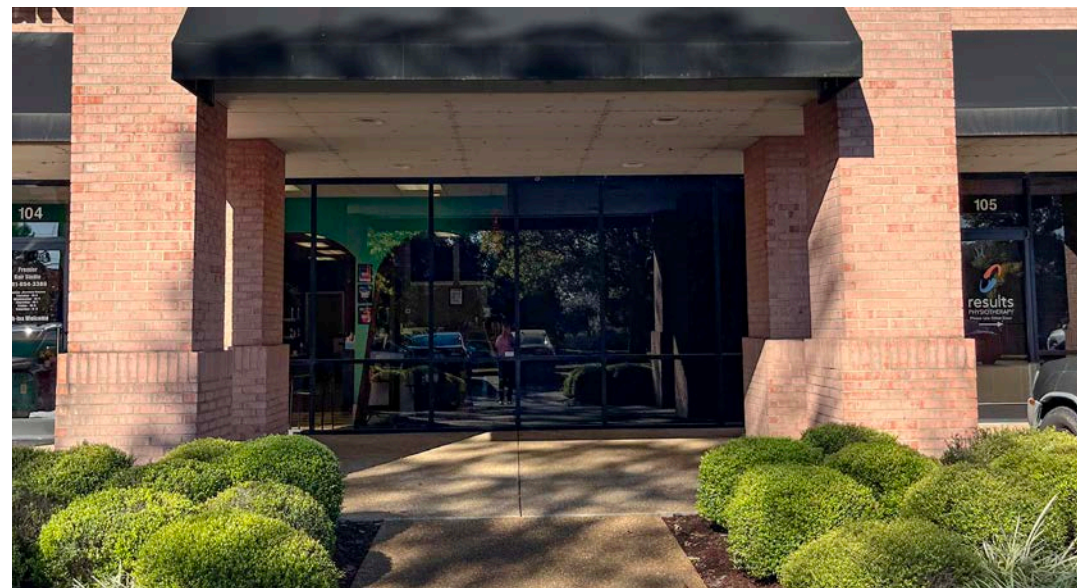


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THE PROPERTY



KEY PROPERTY HIGHLIGHTS

- Very well-maintained property
- Well-located in terms of demographics and traffic count
- Good signage and visibility
- Diverse tenancy and strong tenant concepts
- Stabilized with value-add opportunity
- Attractive vacancy



PARCEL OUTLINE



PROPERTY SPECS

KIRBY WHITTEN SHOPS

The Northeast retail submarket is one of Memphis’s strongest retail corridors, anchored by Wolfchase Galleria and Germantown Parkway. It benefits from excellent visibility, strong traffic counts, and immediate access to I-40 and US-64, drawing shoppers from across the metro. Solid demographics, a diverse mix of national retailers, dining, and entertainment, and tight vacancy levels support consistent performance and long-term stability.

Parcel ID	B0157 00779C
Building Size (SF)	11,960
Acres	1.26
Zoning	C-L
Year Built	2006
# of Stories	1
Parking Spaces	50
Parking Ratio	7.20/1,000 SF
Construction	Masonry
Sprinklers	Yes
Roof	Seal coated in 2026 and new gutters

CURRENT TENANTS



1



1,400 SF

2



1,400 SF

3

VACANT

1,400 SF

4



2,040 SF

5



2,675 SF

6



1,645 SF

7



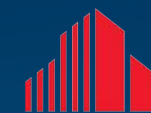
1,400 SF

KIRBY WHITTEN

SHOPS

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PROPERTY POSITIONING

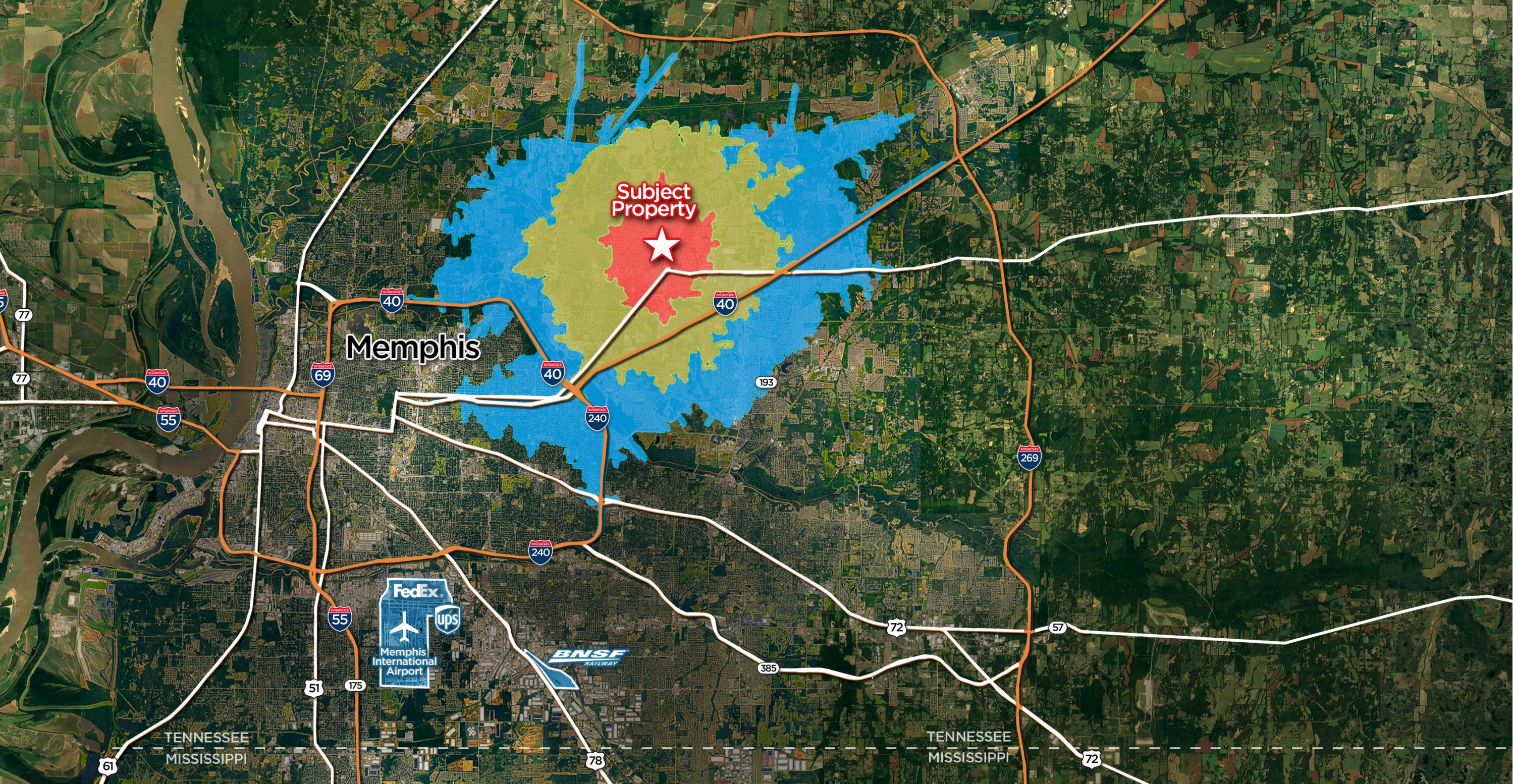


CUSHMAN &
WAKEFIELD



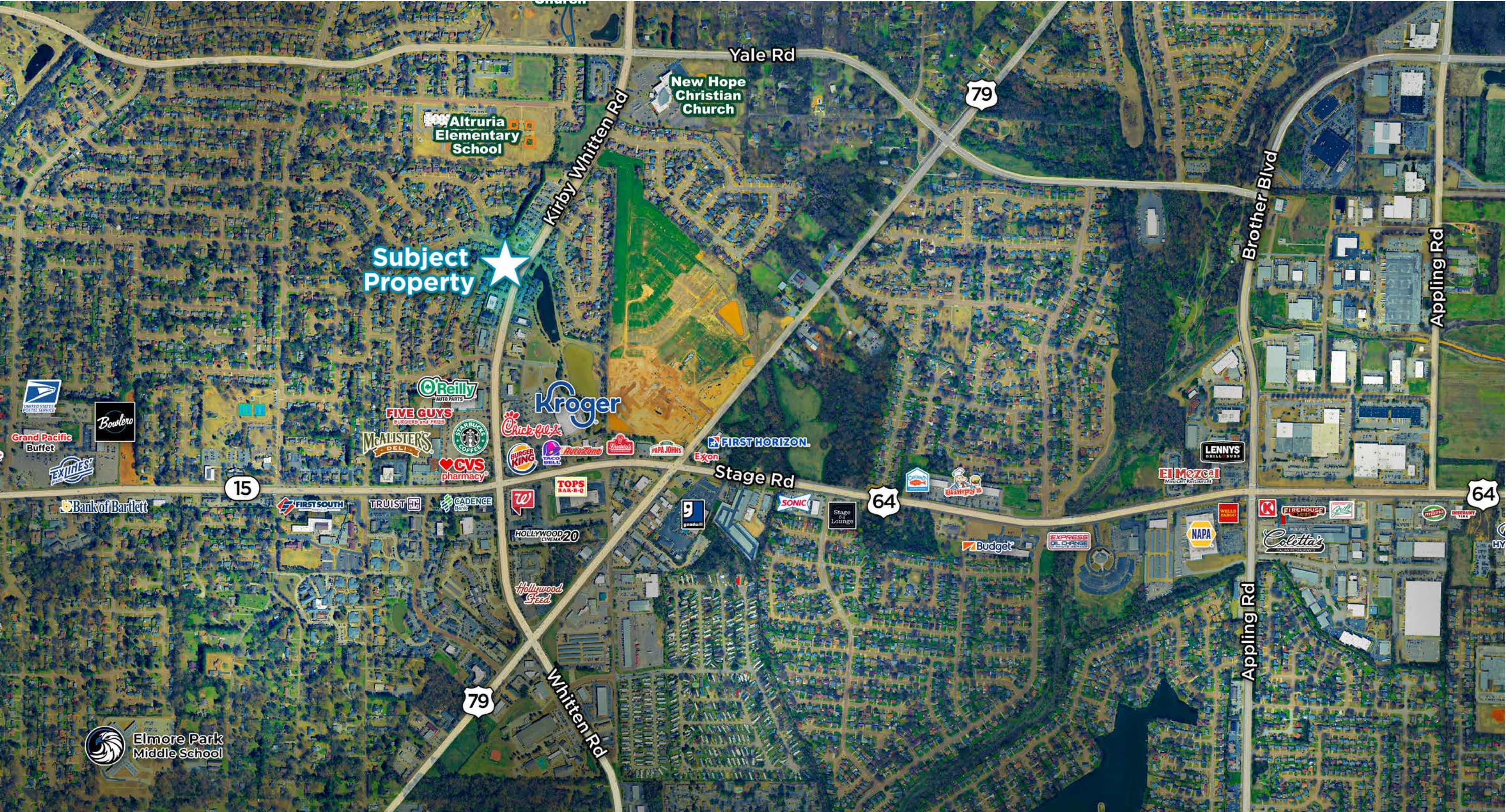
COMMERCIAL
ADVISORS

DRIVE TIME MAP



DRIVE TIME KEY: ■ 5 MINUTES ■ 10 MINUTES ■ 15 MINUTES

KEY AMENITIES



DEMOGRAPHICS

YEAR 2025	5 MINUTES	10 MINUTES	15 MINUTES
Population	22,939	72,337	122,341
Median Age	40.7	37.5	36.9
Average Household Income	\$82,823	\$90,448	\$122,730
Per Capita Income	\$38,540	\$43,979	\$49,070
Total Businesses	1,085	2,825	3,838
Total Employees	10,375	40,132	43,133
Employment (White Collar)	6,476	21,923	35,866
Employment (Blue Collar)	2,751	9,134	12,581
Employment (Services)	1,823	5,976	10,198
Unemployment Rate	2.8%	2.7%	2.1%

source: Esri, Jan 2026

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MARKET OVERVIEW



CITY OF BARTLETT, TN

About Bartlett, TN



Located in the geographic center of Shelby County, Bartlett is adjacent to Memphis in southwest Tennessee. It is a great place to live, work and raise a family. There is easy access to and from Interstates 40 and 240, and U.S. Highways 64, 70, and 79. Enhancing the quality of life are eleven Bartlett City Schools, five private schools, nine day care centers, and numerous church denominations. The City of Bartlett maintains Singleton Community Center, Bartlett Recreation & Fitness Center, Bartlett Performing Arts and Conference Center, Bartlett Senior Citizens Center, and twenty-four city parks.

Bartlett is the 10th largest city in the state of Tennessee, and has a median household income of \$82,213. In the past four years, the Bartlett area has seen more than \$396.6 MM in capital investment, and more than 2,500 new jobs.

Business & Workforce

The Northeast Shelby County workforce is perhaps the best in the Memphis Metropolitan area and very likely one of the best overall labor markets in the Southeast United States. The region provides existing and prospective employers with a wide choice of skills and college degrees combined with a strong work ethic typical of this part of the country.

Primary industries serve a major role in the region's economic strength. Many of these businesses operate as regional, national and international headquarters and are located in the corporate and industrial parks along the I-40 Corridor. Many of these companies are home grown with multi-million dollar operations. There are four companies headquartered in the I-40 Corridor with sales in excess of \$1 billion. Numerous industry clusters have evolved within the corridor including medical device manufacturing, pharmaceuticals, healthcare, hospitality, agribusiness / food processing, IT service and general electronics.

The Bartlett area is well noted for its diverse labor force, strong work ethic and entrepreneurial spirit. Of a total workforce of 180,000, roughly 70% is white collar, 15% Blue Collar and 14% Service. 91% of the population has a high school education. 25% have some college and 30% have an Associate or Bachelor Degree. 14% have earned an Advance Degree.



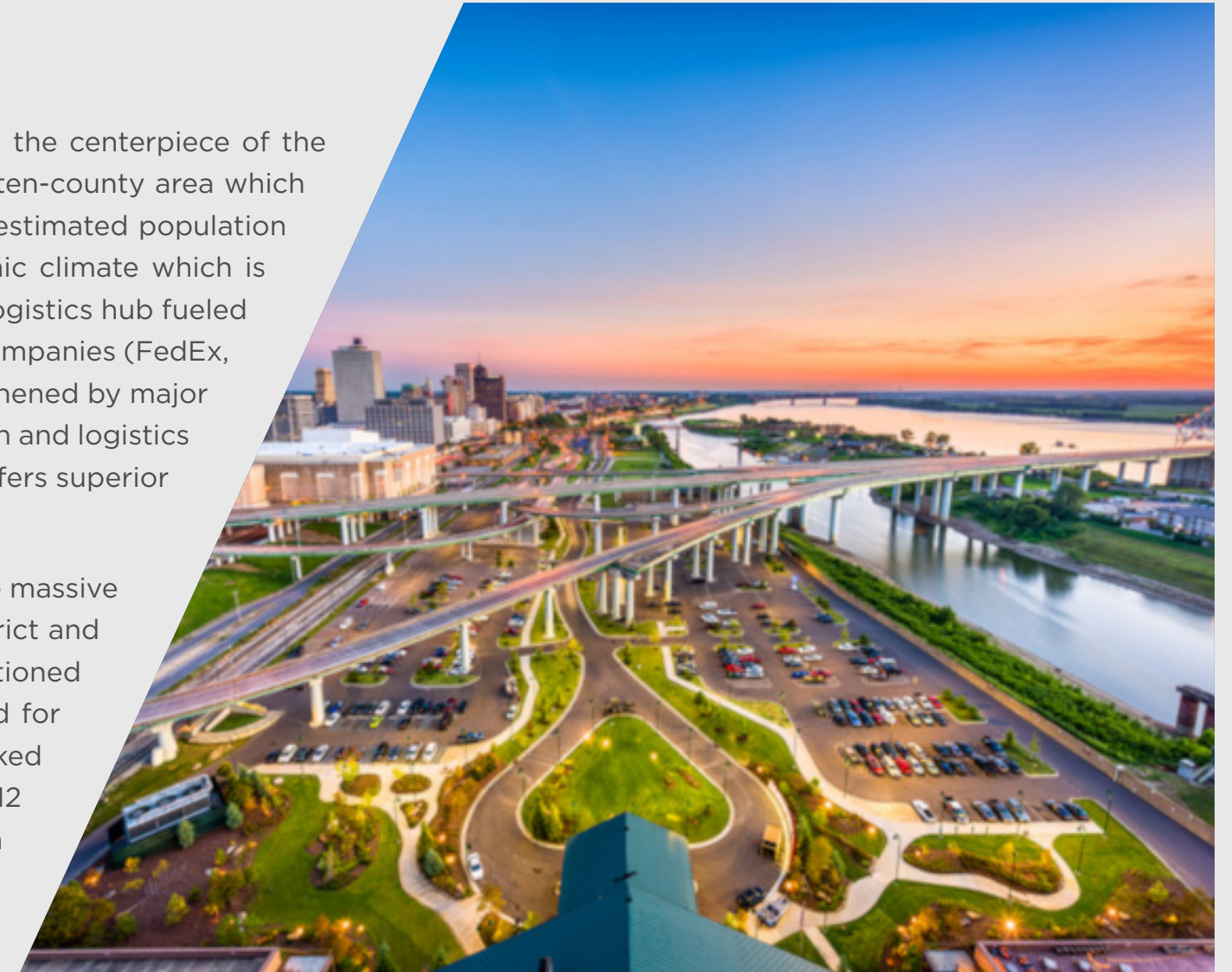
Source: business.bartlettchamber.org

MEMPHIS OVERVIEW

MEMPHIS: AMERICA'S DISTRIBUTION CENTER

Located on the banks of the Mississippi River in the southwestern corner of Tennessee, Memphis is the centerpiece of the "Mid-South", a region with exceptional logistical connectivity within the U.S. The Memphis MSA is a ten-county area which encompasses portions of southwest Tennessee, northern Mississippi, and eastern Arkansas. With an estimated population of 1,346,500 and a workforce of approximately 652,000, Memphis offers a diverse, robust economic climate which is extremely attractive to both corporations and employees alike. Memphis is a critical distribution and logistics hub fueled by the FedEx World HQ and Superhub (35,000 employed locally) and is home to three Fortune 500 companies (FedEx, AutoZone, International Paper). Memphis is often referred to as America's Distribution Center, strengthened by major operations for UPS and USPS, and is uniquely positioned to provide the most cost-effective distribution and logistics services in the country. This major river port and air/rail hub at the crossroads of I-40, I-55, and I-22 offers superior transportation advantages.

Advanced healthcare and educational facilities also drive the local economy. Both are anchored by the massive 14,000-acre downtown Memphis Medical Center district. More than 40,000 are employed in this district and 10,000 students attend universities in the area. Rapid advancements in biomedical research have positioned the medical center for growth. Expansions to its existing facilities are generating additional demand for housing and amenities. Memphis was ranked as the #1 "Logistics Leader" in the country and was ranked 2nd globally by Business Facilities magazine in 2017. In November 2021, St. Jude completed a historic \$412 million, 625,000 SF expansion to their Downtown campus, bringing together a "powerful combination of talent and technology in a space designed to propel discovery."



MAJOR ECONOMIC GROWTH

FedEx Corporation moved their global headquarters to Memphis in 1973, and has drawn several top logistics and distribution operations to the area. The proximity of the company's Superhub at Memphis International Airport guarantees some of the latest drop-off times for overnight delivery in the county.

St. Jude Children's Research Hospital was founded in 1962 and continues a \$7 billion expansion project. This includes \$1 billion in construction costs along with the addition of more than 1,000 new jobs. St. Jude's expansions are not set to end anytime soon; the hospital has plans for further expansions.

The FedEx logo, featuring the word "FedEx" in a bold, sans-serif font. The "Fed" is in blue and the "Ex" is in orange.



St. Jude Children's
Research Hospital

MEMPHIS OVERVIEW



TRANSPORTATION INFRASTRUCTURE

- » Seven federal highways and three interstates (I-55, I-40 and I-69) traverse Memphis, while I-240 encircles the city. I-22 stretches south, connecting Memphis to northern Mississippi and serving as an expressway down to Birmingham. Highway 78 (Lamar Ave) is currently undergoing Phase One to widen from four lanes to six and upgrade existing intersections into new interchanges. The \$250 million project will revolutionize the primary corridor of the Memphis industrial market.
- » The Port of Memphis is the largest still-water harbor on the Mississippi River. The Port is the national leader in inland foreign import tonnage and the 4th largest inland port in the U.S. overall.
- » Memphis is one of only four U.S. cities served by over 80% of Class I rail systems. Canadian National Railroad recently completed a \$100 million expansion to its Memphis classification yard, making it the second largest classification yard in the U.S.
- » Phase One of the Regional Rail Program (MATATRAC) has commenced, and Amtrak serves national rail travelers.



MEMPHIS INTERNATIONAL AIRPORT

- » Memphis International Airport (MEM) again has ranked as the world's second busiest cargo airport behind Hong Kong International (HKG) after regaining the title as worlds busiest in 2020. MEM's cargo throughput remained steady at 4.5 million tons in 2021, according to preliminary figures released by Airports Council International.
- » The presence of FedEx makes MEM and FedEx major drivers of the local economy, and, thanks to the massive domestic and international operations of FedEx, Memphis is the largest air-cargo airport in the U.S. The airport generates over \$28 billion for the region's economy and more than 200,000 local jobs are airport-related.
- » FedEx's \$1.5 billion dollar hub modernization and expansion and UPS's \$216 million hub expansion should continue to propel MEM forward.



CRITICAL RAIL NETWORK CONNECTION

- » Memphis is one of four U.S. cities served by over 80% of the nation's Class 1 rail systems. It handles over \$550 billion of domestic and international freight annually and is ranked third in total freight value and fourth in tonnage (1.6 million total container capacity).
- » The recent \$200 million BNSF intermodal expansion will allow for over 1 million lifts annually, doubling lift capacity and greatly improving efficiency.



O F F E R I N G S U M M A R Y

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KEY PEOPLE

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