Atlantic Retail vs. the Single-Tenant Market: What 90 Days of Current Asking Data Reveals

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Powered by RetailSageAI – Daily Vetted Single-Tenant Listings Across the Entire U.S.

In the fast-moving world of single-tenant net-lease (NNN) retail, timing and transparency are everything. At **RetailSageAI**, our platform aggregates, cleans, and vets every active single-tenant listing nationwide in real time. This means users can compare brokers, brands, subtypes, cap rates, and NOI instantly — without weeks of manual hunting through public facing broker portals.

To illustrate the power of this daily research, we pulled a clean 90-day snapshot (December 2025 – March 2026) and compared **Atlantic Retail**'s single-tenant activity directly against the rest of the market. The results? Straightforward, data-driven insights that show how specialized brokers price assets in today's environment.

1. Subtype-Level View: Atlantic Retail's Overall Positioning

Atlantic Retail brought **127 single-tenant listings** to market totaling **$536.9 million**.

- Weighted average asking cap rate: **5.70%**
- Average list price: ~$4.23M
- Average asking NOI: ~$244,944

The broader market ("Rest of the Field") had **1,696 listings** totaling **$6.73 billion**.

- Weighted average asking cap rate: **6.45%**
- Average list price: ~$4.03M
- Average asking NOI: ~$250,150

Key delta: Atlantic's listings are priced at a **75 basis point tighter cap rate** overall. This is consistent with national single-tenant NNN trends in early 2026, where overall market caps have stabilized in the mid-to-high 6% range.

Atlantic shows particular strength (tighter caps) in high-volume defensive subtypes:

- **Medical** (40 listings, $155M) → 5.50% vs. market 7.07% (–157 bps)
- **Big Box** (6 listings, $65.6M) → 5.44% vs. 6.85% (–141 bps)
- **Grocer** (4 listings, $20M) → 4.88% vs. 5.98% (–111 bps)
- **General Retail** (22 listings, $78M) → 6.14% vs. 7.21% (–106 bps)
- **School / Education** (9 listings, $41M) → 5.88% vs. 6.78% (–90 bps)

The only notable exception was **C-Store**, where Atlantic's average was slightly higher (6.35% vs. market 5.40%).

These subtype differences aren't random — they reflect the specific inventory Atlantic is listing (often stronger locations, longer remaining terms, or higher-credit tenants). With RetailSageAI, you see these patterns as new listings drop.

2. Apples-to-Apples Brand Comparison: Five Major Tenants

We then narrowed to five brands where both Atlantic Retail and the rest of the market had meaningful volume — true head-to-head data on identical tenants over the exact same 90-day window.

Heartland Dental

- Atlantic: 28 listings | Avg NOI ≈ $199,500 | Asking cap **5.24%**
- Rest of Field: 22 listings | Avg NOI ≈ $235,800 | Asking cap **5.34%**
- Delta: Atlantic ~9 bps tighter Atlantic dominates volume here and still prices inside the market — a clear signal of repeatable tenant relationships in the dental/medical space.

  Note: Approximately 12 of the Atlantic Retail are duplicates as the price point was adjusted downward slightly.

Dollar General

- Atlantic: 11 listings | Avg NOI ≈ $241,300 | Asking cap **5.90%**
- Rest of Field: 246 listings | Avg NOI ≈ $131,100 | Asking cap **7.19%**
- Delta: Atlantic **130 bps tighter** (and nearly double the average NOI) This is one of the largest gaps. National Dollar General listings in 2026 typically price in the 7.0–7.3% range; Atlantic's tighter caps suggest premium site selection or lease structures.

Chipotle

- Atlantic: 5 listings | Avg NOI ≈ $182,100 | Asking cap **5.38%**
- Rest of Field: 17 listings | Avg NOI ≈ $189,900 | Asking cap **4.79%**
- Delta: Atlantic ~59 bps higher The only case where the broader market priced tighter. Current QSR/Chipotle listings nationally average around 4.7–4.8% for long-term assets; this may simply reflect differences in remaining lease term or market tier on Atlantic's specific five properties.

The Learning Experience (Childcare/Education)

- Atlantic: 5 listings | Avg NOI ≈ $354,900 | Asking cap **6.26%**
- Rest of Field: 14 listings | Avg NOI ≈ $409,500 | Asking cap **7.03%**
- Delta: Atlantic **77 bps tighter** Defensive essential-service assets like childcare continue to command strong pricing — and Atlantic captures a meaningful premium here.

Walgreens

- Atlantic: 5 listings | Avg NOI ≈ $274,000 | Asking cap **6.70%**
- Rest of Field: 74 listings | Asking cap **7.63%**

- Delta: Atlantic **93 bps tighter** Pharmacy cap rates have moved higher market-wide in 2025–2026 (often 7.8–7.9% for Walgreens), yet Atlantic's assets price noticeably inside that range.

The Bottom Line: Data That Drives Instant Decisions

Atlantic Retail is clearly executing at a premium level across most subtypes and brands — tighter caps in 4 of the 5 marquee examples and 75 bps inside overall. The one outlier (Chipotle) simply highlights how asset-specific factors matter. None of this is "good" or "bad" — it's market reality, visible only when you have every listing side-by-side.

That's exactly why **RetailSageAI** exists.

Our platform vets single-tenant listings every day, normalizes the data, flags duplicates, and delivers clean, comparable metrics in seconds. Whether you're an owner deciding who to list with, an investor hunting off-market deals, a broker benchmarking your pipeline, or a tenant rep analyzing competition — the insight is already done for you.

No more spreadsheets. No more waiting for broker summaries. Just instant clarity.

If you want this level of daily intelligence on your desk (or in your inbox), visit **RetailSageAI** and request a demo. Also, we are adding a new Investor Page to our analysis where the user can select their property type, and when the report is generated you can see all the brokerage companies that have similar brands listed and what they have priced that product at over the trailing 6 to 12 months. This should assist investors in selecting the best brokerage firm for their site.