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West family marketing 122 acres in Southaven for mixed-use project

Memphis Business Journal - by [Jane Aldinger](#) Staff Writer

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A Memphis family is marketing a 122-acre parcel in Southaven for sale to commercial and industrial developers.

The West family has owned the property since 1964, when their mother purchased it as an investment. Brothers Tom West, William West and Robert West and sister Suzanne West DuBois hope to attract developers to the DeSoto County land. They have hired Fisher & Arnold, Inc., to conduct master planning and engineering for development and Steve Bowie, senior vice president with **Commercial Advisors LLC**, to market the property.

Infrastructure work is under way at the site and all of the zoning and planning has been conducted.

"They have done everything they could up to the point of development to make it ready for someone to come in and execute," Bowie says.

The land is located along Church Road in Southaven. It is bordered to the north by Church and to the east by Elmore Road. The extension of Airways Boulevard runs through the property.

Fisher & Arnold has divided the land into parcels zoned for commercial development and



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a planned business park or industrial development.

About 30 of the 105 acres could contain industrial buildings, says Jud Te Paske of Fisher & Arnold. The remaining land would support commercial construction including retail, hotels, restaurants, banks or flex office space.

"It's clearly going to be mixed use," Te Paske says. "You're not going to be attracting fast food businesses to the property at the southern end."

There is an 18-acre freestanding tract in the northeast corner of the overall parcel that has Church Road frontage and would make an "excellent site for a grocery-anchored center or stand alone site for a big-box retailer," Bowie says.

There are numerous sites in DeSoto County currently competing for a relatively small number of big-box retailers like Lowe's, **Home Depot** and **Wal-Mart**. Also, many of those big boxes already have locations along the congested retail corridor at Goodman Road.

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