

DAIRY QUEEN

1105 COWBOY WAY, PLAINS, TX 79355



\$1,241,429 | 7.0% CAP

TREK INVESTMENT GROUP
11610 BEE CAVES ROAD,
SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM



Confidentiality & Disclaimer

All materials and information received or derived from TREK Investment Group its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness , veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither TREK Investment Group its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. TREK Investment Group will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. TREK Investment Group makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. TREK Investment Group does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions,vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by TREK Investment Group in compliance with all applicable fair housing and equal opportunity laws.

Contents

PROPERTY INFORMATION	3
LOCATION INFORMATION	7
DEMOGRAPHICS	13
ADVISOR BIOS	15



TREK INVESTMENT GROUP
11610 BEE CAVES ROAD, SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM

A photograph of a Dairy Queen (DQ) restaurant building. The building features a prominent stone pillar with the DQ logo and the word "Restaurant" below it. The roofline is accented with red panels. A dark blue banner with white text is overlaid on the image.

PROPERTY INFORMATION

DAIRY QUEEN

1105 COWBOY WAY, PLAINS, TX 79355

DAIRY QUEEN - PLAINS

EXECUTIVE SUMMARY



PROPERTY SUMMARY

Sale Price:	\$1,241,429
Cap Rate:	7.0%
NOI:	\$86,900
Building Size:	2,318 SF
Lot Size:	1.196 Acres
Renovated:	2014

PROPERTY OVERVIEW

TREK Investment Group is pleased to offer for sale Dairy Queen in Plains, Texas. Operated by Vasari, LLC, this Dairy Queen is part of Vasari's 45 units in operation. Vasari is one of the largest Dairy Queen franchisees in the United States and Texas. This property offers an investor a long-term net leased asset with a NNN lease with options to renew and rent increases throughout the primary lease as well as option periods.

The subject property is situated along Cowboy Way (Highway 380) which serves as the town's main east-west thoroughfare in the middle of the town. Dairy Queen is across the street from the Plains ISD building which houses the High School, Middle and Elementary Schools serving approximately 470 students Pre-K through grade 12.

There are 15+ years remaining in the primary lease term. The lease is Absolute NNN with the tenant directly responsible for all operating expenses including property taxes, common area maintenance and property insurance. A significant feature of the lease is the 10% rent increases every five (5) years, throughout the primary lease term as well as the lease options.

PROPERTY HIGHLIGHTS

- Absolute NNN Lease - Zero Landlord Responsibilities
- Less than half mile from the Plains High School, Middle & Elementary Schools
- 15+ years remaining on the original 20-year lease
- 10% rent increases every 5 years
- Four - (5) Year Options with 10% rent increases in each option
- 45 Unit Franchisee
- Located in an Income Tax Free State
- Only 1 hour west of Lubbock



TREK INVESTMENT GROUP
11610 BEE CAVES ROAD, SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM

DAIRY QUEEN

1105 COWBOY WAY, PLAINS, TX 79355

DAIRY QUEEN - PLAINS

INVESTMENT SUMMARY DQ

PROPERTY NAME:	Dairy Queen - Plains
PROPERTY ADDRESS:	1105 Cowboy Way, Plains, TX 79355
PROPERTY TYPE:	Absolute NNN Lease
SALE PRICE:	\$1,241,429
CAP RATE:	7.0%
NOI:	\$86,900 Based on rent increase at 7/1/2019. Rent difference credited at closing.
PRICE PER SF:	\$535.56
LEASE COMMENCEMENT:	6/16/2014
LEASE EXPIRATION:	6/30/2034
LEASE TERM REMAINING:	15+ years
RENT INCREASES:	10% every 5 years
OPTIONS:	Four - (5) year options with 10% rent increases in each option period
BUILDING SIZE:	2,318 SF
LOT SIZE:	1.196 acres
YEAR BUILT RENOVATED:	1977 2014 Renovated



TREK INVESTMENT GROUP
11610 BEE CAVES ROAD, SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM

DAIRY QUEEN

1105 COWBOY WAY, PLAINS, TX 79355

DAIRY QUEEN - PLAINS

RENT SCHEDULE

LEASE PERIOD	UNIT SIZE (SF)	RENT START	RENT END	LEASE YEARS	MONTHLY RENT	ANNUAL RENT	PRICE PER SF/YR	%RENT INCREASE
Initial Term	2,318	6/16/2014	6/30/2019	* 1-5	\$6,583	\$79,000	\$34.08	
		7/01/2019	6/30/2024	6-10	\$7,242	\$86,900	\$37.49	10%
		7/01/2024	6/30/2029	11-15	\$7,966	\$95,590	\$41.24	10%
		7/01/2029	6/30/2034	16-20	\$8,762	\$105,149	\$45.36	10%
Option 1		7/01/2034	6/30/2039	21-25	\$9,639	\$115,664	\$49.90	10%
Option 2		7/01/2039	6/30/2044	26-30	\$10,603	\$127,230	\$54.89	10%
Option 3		7/01/2044	6/30/2049	31-35	\$11,663	\$139,953	\$60.38	10%
Option 4		7/01/2049	6/30/2054	36-40	\$12,829	\$153,949	\$66.41	10%
Totals/Averages		2,318						

*CURRENT rent period. Price based on rent at 7/1/2019. Difference in rent to be credited at closing.

Four - (5) year options with 10% rent increases in each option period



TREK INVESTMENT GROUP
11610 BEE CAVES ROAD, SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM

A photograph of a Dairy Queen (DQ) restaurant building. The building features a prominent stone pillar with the DQ logo and the word "Restaurant" below it. The roof is red, and the walls are a mix of stone and red panels. A white SUV is parked on the left, and a dark car is parked on the right. A blue semi-transparent box with white text is overlaid in the center.

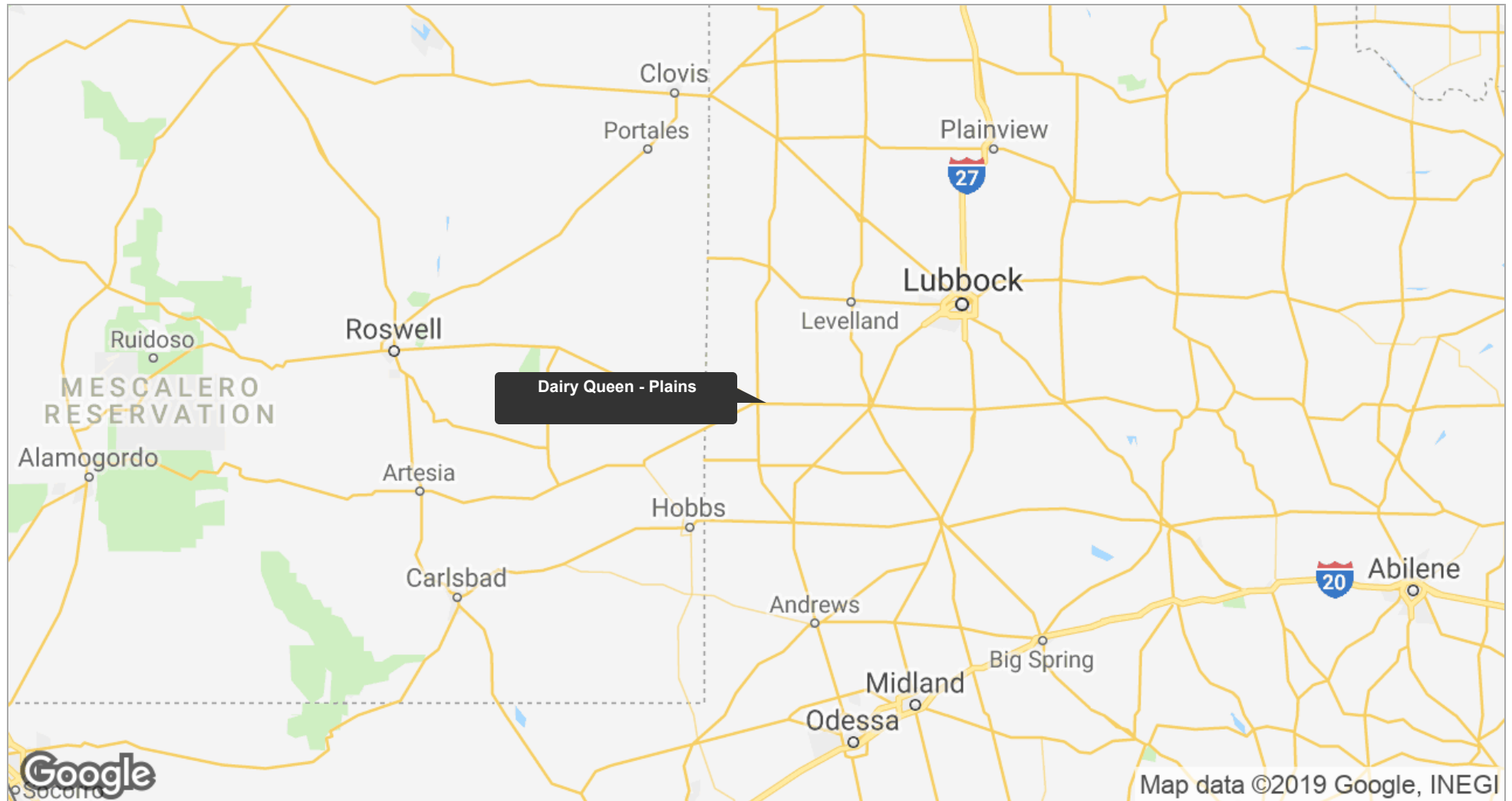
LOCATION INFORMATION

DAIRY QUEEN

1105 COWBOY WAY, PLAINS, TX 79355

DAIRY QUEEN - PLAINS

REGIONAL MAP



TREK INVESTMENT GROUP
11610 BEE CAVES ROAD, SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM

DAIRY QUEEN

1105 COWBOY WAY, PLAINS, TX 79355

DAIRY QUEEN - PLAINS

RETAILER MAP



TREK INVESTMENT GROUP
11610 BEE CAVES ROAD, SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM

DAIRY QUEEN

1105 COWBOY WAY, PLAINS, TX 79355

DAIRY QUEEN - PLAINS

ADDITIONAL PHOTOS



TREK INVESTMENT GROUP
11610 BEE CAVES ROAD, SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM

DAIRY QUEEN

1105 COWBOY WAY, PLAINS, TX 79355

DAIRY QUEEN - PLAINS

PROPERTY PHOTOS



TREK INVESTMENT GROUP
11610 BEE CAVES ROAD, SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM

DAIRY QUEEN

1105 COWBOY WAY, PLAINS, TX 79355

DAIRY QUEEN - PLAINS

TENANT PROFILES



Dairy Queen

Dairy Queen has been serving America's favorite soft serve ice cream and sweet treats for more than 70 years and currently has 6400 stores in more than 25 countries. The story of Dairy Queen began in 1938 when a father and son partnership in Green River, Illinois had been experimenting with a soft frozen dairy product. The product soon became a hit and evolved into a wide array of ice cream treats that continue to be a staple in owns across America. The famous DQ Blizzard is a favorite for many, however, DQ serves a wide variety of American food items such as hamburgers, hot dogs, chicken fingers, french fries, salads, and breakfast items that can satisfy just about every taste.

International Dairy Queen, Inc. is a wholly owned subsidiary of Warren Buffet's Berkshire Hathaway. Dairy Queen's commitment to communities in small towns in Texas has a rich history and their focus is unwavering, touting recent slogan's "Eat Like a Texan" and "DQ - The Texas Stop Sign".

Vasari, LLC (Franchisee)

Vasari, LLC is owned by Eagle Merchant Partners, an Atlanta, Georgia Private equity firm. Vasari serves as one of the largest Dairy Queen franchisees in Texas and the Dairy Queen system currently owning and operating over 45 Dairy Queen Restaurants in Texas, New Mexico, and Oklahoma employing roughly 700 workers. William Spae, their president and CEO has been in franchising for 40+ years, most recently serving as CEO of Mooyah Burgers and COO of CiCi's Pizza. In July of 2018 Vasari, LLC emerged from Chapter 11 bankruptcy after a significant hit to financials by the drop in oil prices for its Texas oil patch restaurants, and damages to southern stores caused by Hurricane Harvey. Vasari stated that by closing the less profitable stores, the business can actually strengthen its balance sheet and emerge from Chapter 11 in a much healthier state of affairs. In a statement from CEO Spae, "this decision was based solely on what's best to have a healthy company and ensure the long-term success of our core restaurants for our customers, employees, and other stakeholders." Lou Romanus, CEO of the Texas Dairy Queen Operators Council, issued a statement saying "Texas remains a key market for the Dairy Queen brand being home to 130+ Dairy Queen franchisees and more than 575 locations - more than any other state in the U.S."



TREK INVESTMENT GROUP
11610 BEE CAVES ROAD, SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM

A photograph of a Dairy Queen (DQ) restaurant building. The building features a prominent stone pillar with the DQ logo and the word "Restaurant" below it. The roofline is accented with red and white panels. A dark blue rectangular box is superimposed over the center of the image, containing the word "DEMOGRAPHICS" in white capital letters. In the foreground, a white SUV is parked on the left, and a dark car is parked on the right. A blue handicapped parking sign is visible near the dark car. The background shows trees and a clear sky.

DEMOGRAPHICS

DAIRY QUEEN

1105 COWBOY WAY, PLAINS, TX 79355

DAIRY QUEEN - PLAINS

DEMOGRAPHICS-PLAINS



Demographic and Income Comparison Profile

1105 Cowboy Way, Plains, Texas, 79355
Rings: 5, 10, 20 mile radii

Prepared by Esri
Latitude: 33.18678
Longitude: -102.82342

	5 miles	10 miles	20 miles
Census 2010 Summary			
Population	1,641	1,815	8,506
Households	562	627	2,852
Families	441	493	2,286
Average Household Size	2.92	2.89	2.96
Owner Occupied Housing Units	417	466	2,180
Renter Occupied Housing Units	145	161	672
Median Age	34.8	34.9	32.7
2018 Summary			
Population	1,764	1,952	9,369
Households	598	668	3,104
Families	468	522	2,479
Average Household Size	2.95	2.92	3.00
Owner Occupied Housing Units	412	460	2,228
Renter Occupied Housing Units	187	208	876
Median Age	36.1	36.1	33.9
Median Household Income	\$42,612	\$42,787	\$50,174
Average Household Income	\$64,387	\$64,442	\$65,799



TREK INVESTMENT GROUP
11610 BEE CAVES ROAD, SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM

A photograph of a Dairy Queen (DQ) restaurant building. The building features a prominent stone pillar with the DQ logo and the word "Restaurant" below it. The roofline is accented with red panels. A dark blue rectangular box is superimposed over the center of the image, containing the text "ADVISOR BIOS".

ADVISOR BIOS

DAIRY QUEEN

1105 COWBOY WAY, PLAINS, TX 79355

DAIRY QUEEN - PLAINS

ADVISOR BIO & CONTACT 1

PARKER CARROLL, CCIM Broker, CEO



11610 Bee Caves Road
Austin, TX 78738

T 512.433.6999
C 512.400.0458
parker@trekig.com
TX #574702

Professional Background

Parker is the CEO and Principal Broker for TREK Investment Group, a real estate investment brokerage company specializing in all aspects of leased investments and shopping center brokerage. In addition to maintaining one of the highest levels of production in the industry, he is also responsible for day to day operations, strategic planning, business development, recruiting and employee development for his team.

Prior to launching TREK Investment Group Parker pioneered the creation of the Net Leased Investment Group for Coldwell Banker Commercial and launched the first office in Austin, Texas before the age of 27. His extensive commercial real estate knowledge, standout marketing presence, specialized investment real estate experience coupled with his steadfast work ethic, make Parker one of the most sought after real estate professionals in the industry. Parker's mission is dedicated to the highest level of integrity, exemplary client service, innovative strategies and servant leadership.

Real Estate Forum's Emerging Leader in Retail Award – 2015
Real Estate Forum's Tomorrow's Retail Leaders Award – 2014
Number 1 Retail Broker of all Coldwell Banker Commercial Affiliates Internationally- 2014
Top 2% of all Coldwell Banker Commercial Affiliates Internationally – 2015, 2014, 2013, 2012, 2011, 2010
Top 20 Coldwell Banker Commercial Brokers in North America – 2015, 2014, 2013, 2012
Top 5 Coldwell Banker Commercial Brokers in Texas – 2015, 2014, 2013, 2012, 2011
Top Producer, Platinum Circle of Distinction, Coldwell Banker Commercial Affiliates – 2015, 2014, 2013
Top Producer, Gold Circle of Distinction, Coldwell Banker Commercial Affiliates – 2012
Top Producer, Silver Circle of Distinction, Coldwell Banker Commercial Affiliates – 2011
Top Producer, Bronze Circle of Distinction, Coldwell Banker Commercial Affiliates – 2010
Top Producer – Coldwell Banker Commercial, Capital Advisors 2011, 2010 and 2009

Parker was recently featured in bestselling author, Rod N. Santomassimo's new book Commercial Real Estate Teams Built to Dominate. This book outlines 10 real estate teams and describes how some of the most successful teams create their unique structures and systems to maximize their company's success.

Education

Rawls College of Business, Texas Tech University



TREK INVESTMENT GROUP
11610 BEE CAVES ROAD, SUITE 230
AUSTIN, TX 78738
512.433.6999
WWW.TREKIG.COM

For more information:
PARKER CARROLL, CCIM
BROKER, CEO
512.433.6999
PARKER@TREKIG.COM



Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - o that the owner will accept a price less than the written asking price;
 - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - o any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

<u>Parker Carroll</u> Licensed Broker /Broker Firm Name or Primary Assumed Business Name	<u>574702</u> License No.	<u>Parker@trekig.com</u> Email	<u>512.433.6999</u> Phone
<u>Designated Broker of Firm</u>	<u>License No.</u>	<u>Email</u>	<u>Phone</u>
<u>Barry Forrest</u> Sales Agent/Associate's Name	<u>421539</u> License No.	<u>Barry@trekig.com</u> Email	<u>512.433.6999</u> Phone
<u>Sales Agent/Associate's Name</u>	<u>License No.</u>	<u>Email</u>	<u>Phone</u>

Buyer/Tenant/Seller/Landlord Initials

Date