



THE JONNA GROUP
MARCUS & MILLICHAP

WALMART

1903 S Cedar St • Pecos, TX 79772



Representative Photo

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WALMART
Pecos, TX
ACT ID Y0290539

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EXECUTIVE SUMMARY

OFFERING SUMMARY

Price	\$3,571,000
Net Operating Income	\$250,000
Capitalization Rate – Current	7.00%
Price / SF	\$85.20
Rent / SF	\$5.96
Lease Type	NNN
Gross Leasable Area	41,914 SF
Year Built / Renovated	1986
Lot Size	8.57 acre(s)

FINANCING

Down Payment	All Cash
Net Cash Flow	7.00% / \$250,000
Cash on Cash Return	7.00%



INVESTMENT OVERVIEW

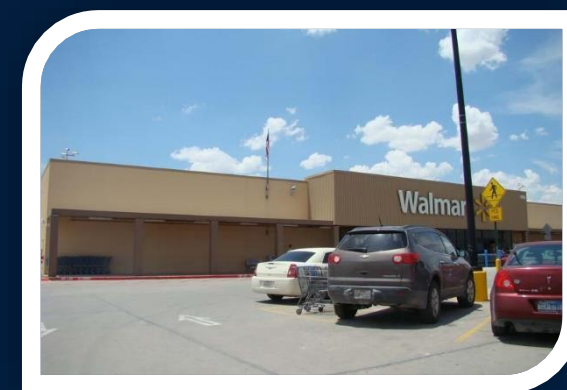
Marcus & Millichap is pleased to present the exclusive listing for a 41,914-square foot corporate Walmart located in Pecos, Texas on approximately 8.6 acres. The incoming investor has the opportunity to acquire a shorter-term fee-simple Walmart asset that has been operating on a triple-net lease at this location since 1986. Walmart recently exercised yet another five-year option in July 2016, displaying strong conviction for this specific site.

The subject property benefits from strong frontage on S. Cedar St., with daily traffic counts of over 9,100 vehicles per day and is adjacent to Interstate 20, a major east-west Interstate Highway running from a junction with Interstate 10 east of Kent, Texas through the Dallas-Forth Worth Metroplex to the border with Louisiana.

Pecos is the largest city and the county seat of Reeves County, Texas. It is situated in the river valley on the west bank of the Pecos River at the eastern edge of the Chihuahuan Desert and the Trans-Pecos region of west Texas near the southern border of New Mexico. With the introduction of irrigation from underground aquifers, the city became a center of commerce for extensive local agricultural production of cotton, onions and cantaloupes. The introduction of large-scale sulfur mining in adjacent Culberson County during the 1960s led to significant economic and population growth. Today the city continues to have huge increases in population with currently over 9,000 residents and growth projections of over 7% for the next 5 years. Due to this growth, Pecos previously earned a place on Forbes 400 as the 2nd fastest-growing small town in the country.

INVESTMENT HIGHLIGHTS

- Exceptional Rent to Sales Ratio | Under 1% | Latest Sales Reported
- Corporate Guarantee | Walmart Stores, Inc. | NNN Lease
- Booming Oil Town | Thousands of Oil Field Workers Flooding to Pecos
- Strong Frontage on S. Cedar St | Adjacent to I-20 Freeway
- Minutes From Pecos Municipal Airport | 771-Acre Airport
- Pecos, TX Located Within the Permian Basin Oil and Gas Production Area
- Permian Basin Produces Approximately 17 Percent of the United States' Crude Oil
- Retailers in the Immediate Vicinity Include AutoZone, O'Reilly Auto Parts, Sonic Drive-In, Pizza Hut, Aaron's, Subway, and many more.



PROPERTY SUMMARY

OFFERING SUMMARY

THE OFFERING

Property	Walmart
Property Address	1903 S Cedar St Pecos, TX 79772
Price	\$3,571,000
Cap Rate	7.00%
Price / Square Foot	\$85.20

PROPERTY DESCRIPTION

Year Built / Renovated	1986
Gross Leasable Area (GLA)	41,914
Lot Size	Approx. 8.6 Acres
Type of Ownership	Fee Simple

LEASE SUMMARY

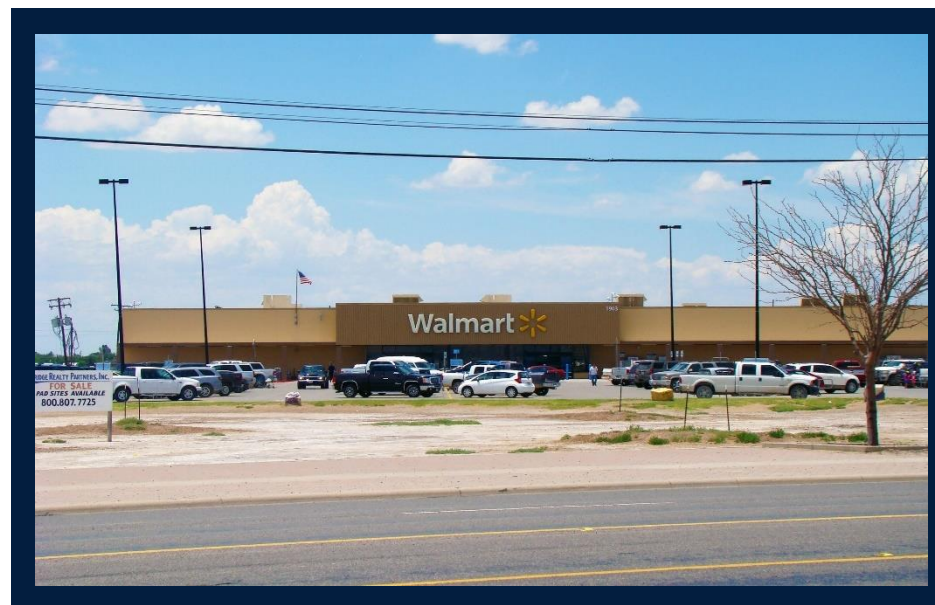
Property Subtype	Net Leased Discount
Tenant	Walmart Stores, Inc.
Guarantor	Corporate Guarantee
Lease Type	NNN
Lease Commencement	6/25/1986
Lease Expiration	1/31/2022
Lease Term	20
Term Remaining on Lease	3.0
Renewal Options	3– 5 Year Options
Landlord Responsibility	Zero
Tenant Responsibility	NNN

ANNUALIZED OPERATING INFORMATION

Net Operating Income	\$250,000
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RENT SCHEDULE

YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF
Current	\$250,000	\$20,833	\$5.96
O1: 2/1/22 – 1/31/27	\$250,000	\$20,833	\$5.96
O2: 2/1/27 – 1/31/32	\$250,000	\$20,833	\$5.96
O3: 2/1/32 – 1/31/37	\$250,000	\$20,833	\$5.96



TENANT SUMMARY



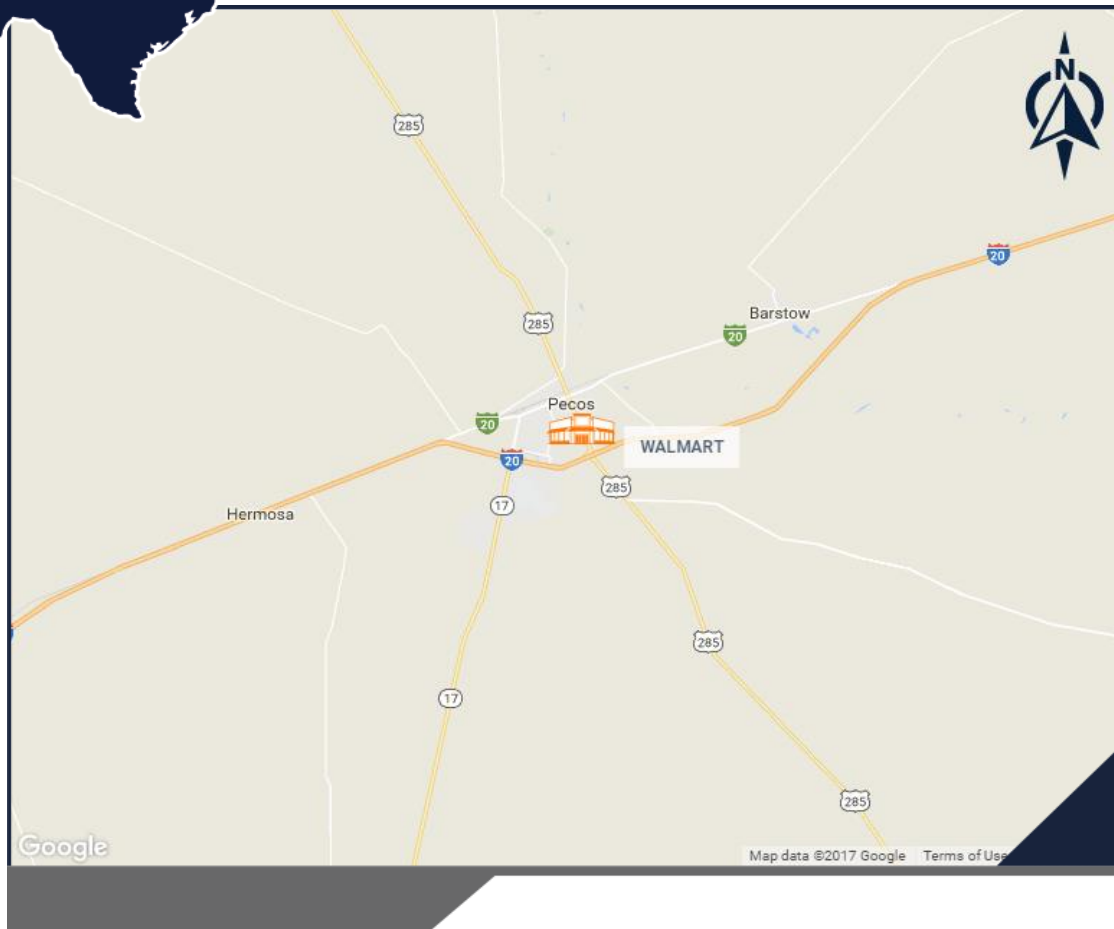
General Information

Tenant Info	Walmart, Stores, Inc.
Website	www.Walmart.com
Ownership	Public
Headquarters	Bentonville, Arkansas
Locations	11,695+
Employees	2.3 Million
Stock Symbol	NYSE: WMT
Credit Rating	S&P AA, Moody's Aa2
Sales Volume	\$485.5 Billion
EBITDA	\$35.88 Billion
Rank	#1 On Fortune 500

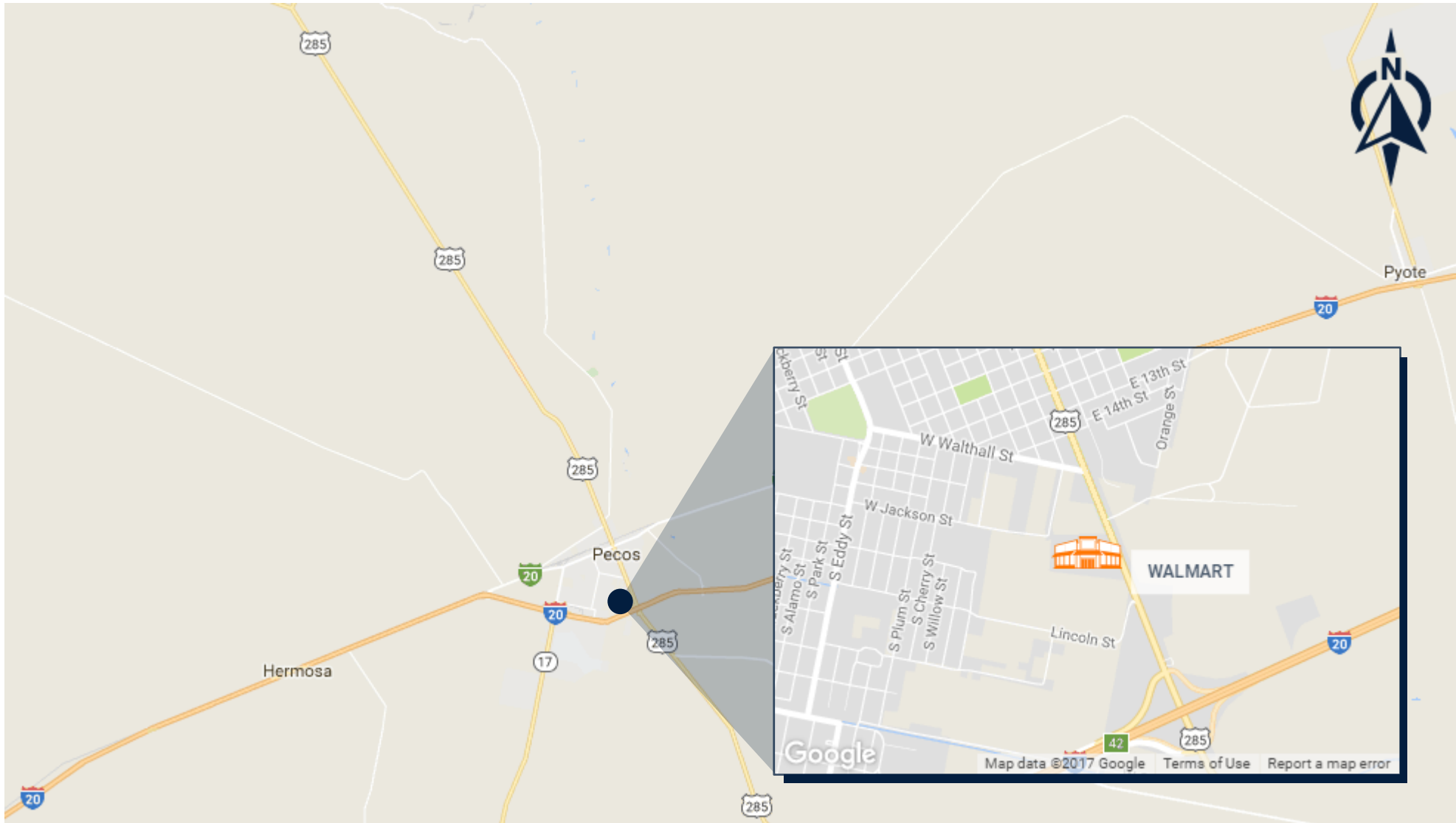
Walmart is the world's largest company by revenue – approximately \$480 billion according to the Fortune Global 500 list in 2016 – as well as the largest private employer in the world with 2.3 million employees. It is a family-owned business, as the company is controlled by the Walton family. Walmart is also one of the world's most valuable companies by market value, and is also the largest grocery retailer in the U.S. In 2016, 62.3 percent of Walmart's US\$478.614 billion sales came from its U.S. operations



1903 S Cedar St, Pecos, TX 79772



1903 S Cedar St, Pecos, TX 79772





Created on July 2017

POPULATION	1 Miles	3 Miles	5 Miles
■ 2021 Projection			
Total Population	3,472	9,287	12,801
■ 2016 Estimate			
Total Population	3,530	9,505	13,052
■ 2010 Census			
Total Population	3,395	9,103	12,497
■ 2000 Census			
Total Population	3,598	9,715	11,727
■ Current Daytime Population			
2016 Estimate	3,135	8,484	9,952
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2021 Projection			
Total Households	1,217	3,195	3,316
■ 2016 Estimate			
Total Households	1,229	3,246	3,370
Average (Mean) Household Size	2.81	2.83	2.83
■ 2010 Census			
Total Households	1,202	3,167	3,279
■ 2000 Census			
Total Households	1,217	3,317	3,437
■ Occupied Units			
2021 Projection	1,217	3,195	3,316
2016 Estimate	1,357	3,635	3,797
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2016 Estimate			
\$150,000 or More	0.82%	1.63%	1.60%
\$100,000 - \$149,000	8.07%	8.72%	8.43%
\$75,000 - \$99,999	13.97%	12.11%	11.84%
\$50,000 - \$74,999	19.40%	17.28%	17.16%
\$35,000 - \$49,999	15.16%	15.45%	15.91%
Under \$35,000	42.51%	44.68%	44.93%
Average Household Income	\$50,085	\$51,013	\$50,572
Median Household Income	\$40,758	\$39,687	\$39,299
Per Capita Income	\$18,272	\$18,940	\$14,820

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$63,147	\$62,593	\$62,256
■ Consumer Expenditure Top 10 Categories			
Housing	\$17,575	\$17,413	\$17,302
Transportation	\$11,445	\$11,327	\$11,303
Shelter	\$10,201	\$10,035	\$9,963
Food	\$6,788	\$6,792	\$6,783
Personal Insurance and Pensions	\$5,144	\$5,055	\$4,993
Health Care	\$4,438	\$4,434	\$4,409
Utilities	\$3,817	\$3,814	\$3,804
Entertainment	\$2,740	\$2,692	\$2,668
Cash Contributions	\$1,805	\$1,771	\$1,749
Apparel	\$1,747	\$1,723	\$1,717
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2016 Estimate Total Population	3,530	9,505	13,052
Under 20	31.36%	30.80%	25.11%
20 to 34 Years	19.88%	20.02%	26.35%
35 to 39 Years	5.50%	6.11%	8.48%
40 to 49 Years	10.97%	11.48%	13.43%
50 to 64 Years	17.22%	17.48%	15.17%
Age 65+	15.09%	14.10%	11.47%
Median Age	34.01	34.37	34.16
■ Population 25+ by Education Level			
2016 Estimate Population Age 25+	2,180	5,911	8,458
Elementary (0-8)	16.12%	16.02%	17.93%
Some High School (9-11)	16.83%	16.69%	17.82%
High School Graduate (12)	28.47%	28.96%	29.24%
Some College (13-15)	19.94%	17.99%	17.20%
Associate Degree Only	2.80%	3.26%	3.06%
Bachelors Degree Only	6.05%	6.63%	4.83%
Graduate Degree	1.41%	2.22%	1.65%

Source: © 2016 Experian



Population

In 2016, the population in your selected geography is 9,505. The population has changed by -2.16% since 2000. It is estimated that the population in your area will be 9,287.00 five years from now, which represents a change of -2.29% from the current year. The current population is 51.14% male and 48.86% female. The median age of the population in your area is 34.37, compare this to the US average which is 37.68. The population density in your area is 336.31 people per square mile.



Households

There are currently 3,246 households in your selected geography. The number of households has changed by -2.14% since 2000. It is estimated that the number of households in your area will be 3,195 five years from now, which represents a change of -1.57% from the current year. The average household size in your area is 2.83 persons.



Income

In 2016, the median household income for your selected geography is \$39,687, compare this to the US average which is currently \$54,505. The median household income for your area has changed by 60.54% since 2000. It is estimated that the median household income in your area will be \$46,741 five years from now, which represents a change of 17.77% from the current year.

The current year per capita income in your area is \$18,940, compare this to the US average, which is \$29,962. The current year average household income in your area is \$51,013, compare this to the US average which is \$78,425.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 76.26% White, 2.62% Black, 0.05% Native American and 1.19% Asian/Pacific Islander. Compare these to US averages which are: 70.77% White, 12.80% Black, 0.19% Native American and 5.36% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 81.32% of the current year population in your selected area. Compare this to the US average of 17.65%.



Housing

The median housing value in your area was \$39,341 in 2016, compare this to the US average of \$187,181. In 2000, there were 2,546 owner occupied housing units in your area and there were 770 renter occupied housing units in your area. The median rent at the time was \$261.



Employment

In 2016, there are 3,310 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 41.30% of employees are employed in white-collar occupations in this geography, and 58.59% are employed in blue-collar occupations. In 2016, unemployment in this area is 5.20%. In 2000, the average time traveled to work was 17.00 minutes.

Timothy Speck

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