



Offering Memorandum

DICKEY'S BARBECUE PIT

Grand Prairie, TX

Marcus & Millichap

CONFIDENTIALITY AND DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

NON-ENDORSEMENT NOTICE

Marcus & Millichap Real Estate Investment Services, Inc. ("M&M") is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of M&M, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of M&M, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

**ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR
MARCUS & MILLICHAP AGENT FOR MORE DETAILS.**

Marcus & Millichap

NET LEASED DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

Marcus & Millichap

Table of Contents

PROPERTY DESCRIPTION

Investment Overview 7

Regional Map. 8

Aerial Photo 9

FINANCIAL ANALYSIS

Financial Overview. 12

Tenant Overview 13

DEMOGRAPHIC OVERVIEW

Demographic Summary 16

General Motors Arlington Assembly Plant
-\$1.4 Billion Renovation in 2015



Arlington Logistics Center
(Former Site of the Six Flags Mall)

Subject Property

DICKEY'S
BARBECUE PIT

N Great SW Pkwy 15,372 VPD

Dalworth St

description

PROPERTY DESCRIPTION

Investment Overview

Marcus & Millichap is pleased to present the opportunity to acquire a triple-net leased Dickey's Barbecue Pit in Grand Prairie, Texas. The property consists of a 2,300-square foot, freestanding building that sits on approximately 0.64 acres of land.

The property is located at the hard corner of Dalworth Street and Northwest 25th Street, with proximity to West Main Street, where traffic counts exceed 30,189 vehicles per day. The area is extremely dense with more than 284,177 residents within a five-mile radius. Surrounding restoration and redevelopment projects include: the former site of the Six Flags Mall being redeveloped into Arlington Logistics Center (\$250 million investment; 1.25 million square feet of retail) and \$1.4 billion in renovations at General Motors Arlington Assembly.

Dickey's Barbecue Pit, the nation's largest barbecue chain, was founded in 1941 by Travis Dickey. At Dickey's, all meats are smoked low and slow on-site, every night in every location. The fast-casual concept has expanded worldwide and includes 500 locations in 44 states. In 2016, Dickey's won first place on Fast Casual's "Top 100 Movers and Shakers" list and in 2018 Dickey's Barbecue Pit made the Top 10. Dickey's Barbecue Pit has also been recognized by Entrepreneur Magazine, Franchise Times and Nation's Restaurant News.

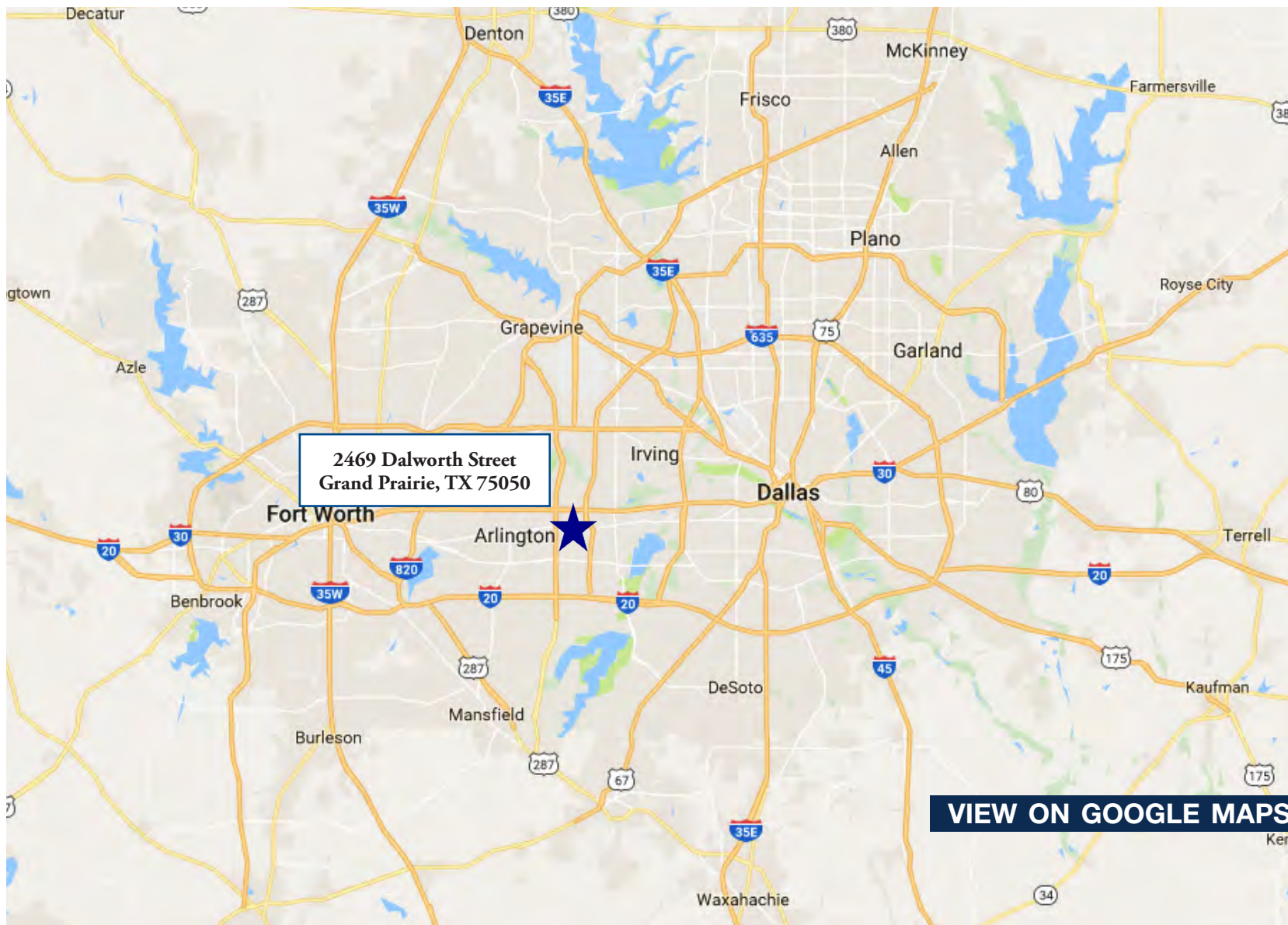
The Dallas-Fort Worth Metroplex is the largest metro area in Texas and the fourth largest in the United States. The Metroplex is home to more than 6.3 million residents and has one of the nation's strongest job markets. The Metroplex led the nation in population growth over the last decade, adding approximately 1.3 million residents. The Dallas-Fort Worth Metroplex added approximately 126,037 residents from July 2010 to July 2011 and continues to be one of the fastest-growing metropolitan locations in the United States.



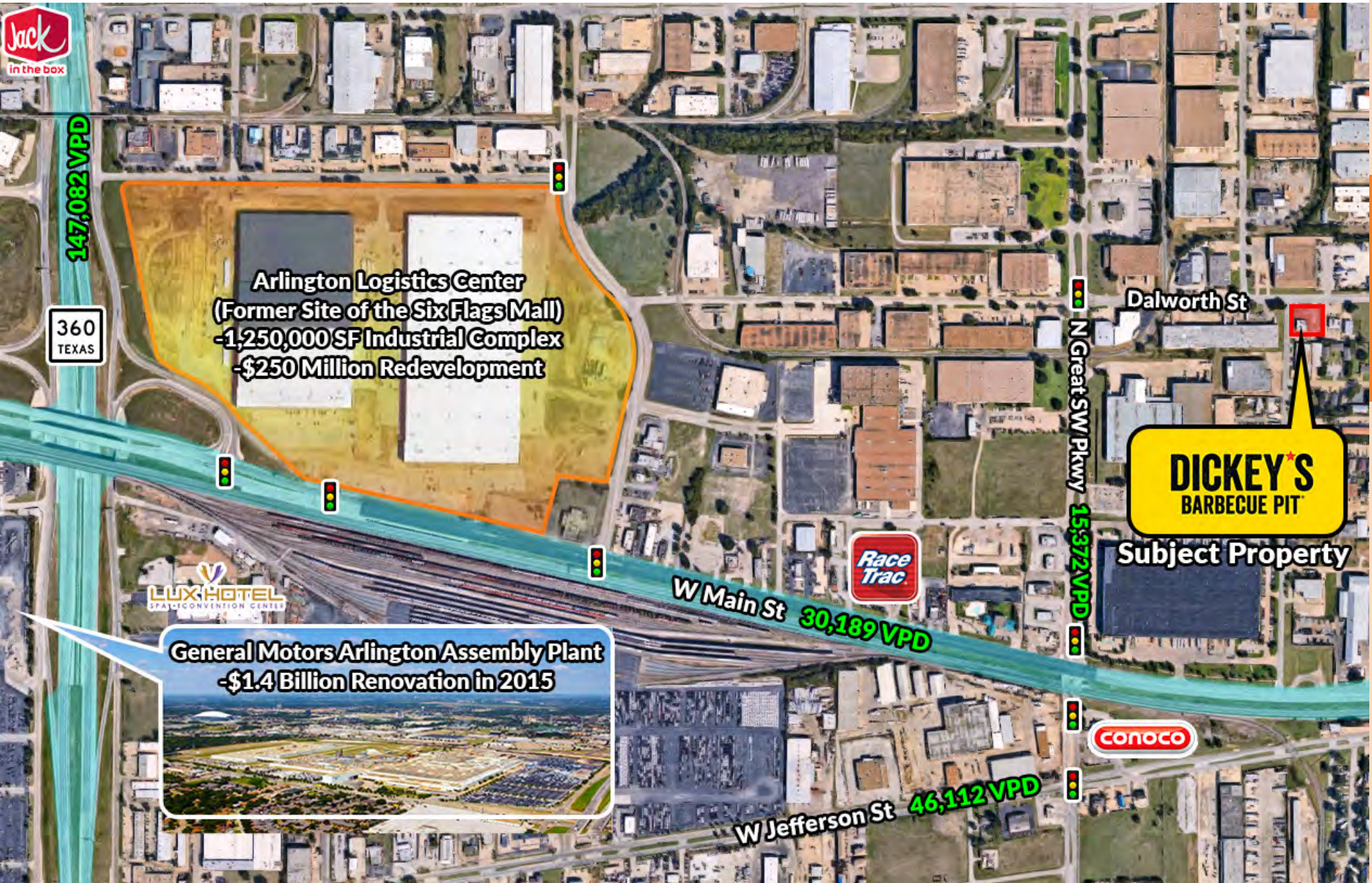
Investment Highlights

- Triple-Net Lease with Approximately 5 Years Remaining
- Hard Corner Location on Dalworth Street and Northwest 25th Street with Proximity to West Main Street, Where Traffic Counts Exceed 30,189 Vehicles per Day
- More than 284,177 Residents Within a Five-Mile Radius
- Nearby Former Site of the Six Flags Mall is Being Redeveloped into Arlington Logistics Center (\$250 Million Investment; 1.25 Million SF of Retail)

Regional Map



Aerial Photo



EXECUTIVE
SUMMARY

PROPERTY
DESCRIPTION

FINANCIAL
ANALYSIS

MARKET
OVERVIEW

**Downtown
Dallas**

Albertsons

Kroger

QT
QuikTrip

**Pizza
Patron**

Walgreens

O'Reilly
AUTO PARTS

**Race
Trac**

**Domino's
PIZZA**

**Auto
Zone**

**FAMILY
DOLLAR**

Bank of America

**WELLS
FARGO**

Subject Property

DICKEY'S
BARBECUE PIT

Dalworth St

N Great SW Pkwy 15,372 VPD

analysis

FINANCIAL ANALYSIS

Financial Overview

Location

2469 Dalworth Street
Grand Prairie, TX 75050

Price	\$450,000
Rentable Square Feet	2,300
Price/SF	\$195.65
CAP Rate	8.00%
Year Built	1971
Lot Size	0.64 Acres
Type of Ownership	Fee Simple

Tenant Summary

Tenant Name	Dickey's Barbecue Pit
Ownership	Private
Tenant	Franchisee
Lease Guarantor	Franchisee
Lease Type	Triple Net
Roof and Structure	Landlord
Lease Term	10 Years
Lease Commencement Date	12/06/2012
Rent Commencement Date	12/06/2012
Lease Expiration Date	12/31/2023
Term Remaining on Lease	4.8 Years
Options	None

Annualized Operating Data

Rent Increases	Annual Rent	Monthly Rent
Years 1-10	\$36,000.00	\$3,000.00
Base Rent (\$15.65/SF)		\$36,000.00
Net Operating Income		\$36,000.00
Total Return		8.00% / \$36,000.00



Tenant Overview



Tenant Name	Dickey's Barbecue Pit
Ownership	Private
Options to Terminate	No
Options to Purchase	No
First Right of Refusal	Yes
No. of Locations	500 locations in 44 states
Headquartered	Dallas, Texas
Web Site	www.dickeys.com
Years in the Business	78

Dickey's Barbecue Pit, the nation's largest barbecue chain, was founded in 1941 by Travis Dickey. At Dickey's, all meats are smoked low and slow on-site, every night in every location. The fast-casual concept has expanded worldwide and includes 500 locations in 44 states. In 2016, Dickey's won first place on Fast Casual's "Top 100 Movers and Shakers" list and in 2018 Dickey's Barbecue Pit made the Top 10. Dickey's Barbecue Pit has also been recognized by Entrepreneur Magazine, Franchise Times and Nation's Restaurant News.



overview

DEMOGRAPHIC OVERVIEW

Demographic Summary

Geography: 5 Miles

POPULATION	1-MILE	3-MILES	5-MILES
2000 Population	6,701	89,348	245,129
2010 Population	7,733	94,199	261,260
2018 Population	8,685	102,281	284,177
2023 Population	9,023	103,875	290,467
HOUSEHOLDS	1-MILE	3-MILES	5-MILES
2000 Households	2,400	33,287	91,543
2010 Households	2,650	33,397	92,775
2018 Households	3,004	36,330	101,176
2023 Households	3,166	37,594	104,787
2018 Average HH Size	3.03	2.78	2.77
2018 Daytime Population	13,815	131,684	314,839
INCOME	1-MILE	3-MILES	5-MILES
Median HH Income	\$40,067	\$41,835	\$46,112
Per Capita Income	\$17,842	\$20,211	\$21,909
Average HH Income	\$51,358	\$56,815	\$61,225

Population

In 2018, the population in your selected geography is 284,177. The population has changed by 15.93% since 2000. It is estimated that the population in your area will be 290,467 five years from now, which represents a change of 2.21% from the current year. The current population is 49.49% male and 50.51% female. The median age of the population in your area is 30.1, compare this to the entire US average which is 38.0. The population density in your area is 3,618.74 people per square mile.

Households

There are currently 101,176 households in your selected geography. The number of households has changed by 10.52% since 2000. It is estimated that the number of households in your area will be 104,787 five years from now, which represents a change of 3.57% from the current year. The average household size in your area is 2.77 persons.

Income

In 2018, the median household income for your selected geography is \$46,112, compare this to the entire US average which is currently \$58,754. The median household income for your area has changed by 19.91% since 2000. It is estimated that the median household income in your area will be \$51,652 five years from now, which represents a change of 12.01% from the current year.

The current year per capita income in your area is \$21,909, compare this to the entire US average, which is \$32,356. The current year average household income in your area is \$61,225, compare this to the entire US average which is \$84,609.

Race and Ethnicity

The current year racial makeup of your selected area is as follows: 47.30% White, 20.17% Black, 0.12% Native American and 6.94% Asian/Pacific Islander. Compare these to entire US averages which are: 70.20% White, 12.89% Black, 0.19% Native American and 5.59% Asian/Pacific Islander.

People of Hispanic origin are counted independently of race. People of Hispanic origin make up 49.20% of the current year population in your selected area. Compare this to the entire US average of 18.01%.

Housing

In 2000, there were 37,437 owner occupied housing units in your area and there were 54,106 renter occupied housing units in your area. The median rent at the time was \$530.

Employment

In 2018, there are 138,178 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 58.68% of employees are employed in white-collar occupations in this geography, and 41.39% are employed in blue-collar occupations. In 2018, unemployment in this area is 5.46%. In 2000, the average time traveled to work was 28.0 minutes.

Demographic data © 2018 by Experian.



Information About Brokerage Services

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

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 interest 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>Marcus & Millichap</u>
Licensed Broker/Broker Firm Name or Primary Assumed Business Name
<u>Tim Speck</u>
Designated Broker of Firm

<u>9002994</u>
License No.
<u>432723</u>
License No.

<u>tim.speck@marcusmillichap.com</u>
Email Address
<u>tim.speck@marcusmillichap.com</u>
Email Address

<u>972-755-5200</u>
Phone
<u>972-755-5200</u>
Phone

exclusively listed

Exclusively listed by:

Marcus & Millichap

OFFICES NATIONWIDE
www.marcusmillichap.com

Investment Sales:

Vincent Knipp

Senior Vice President Investments

DALLAS OFFICE

Tel: (972) 755-5205

Fax: (817) 484-0111

Vincent.Knipp@marcusmillichap.com

License: TX 0579633