

OFFERING MEMORANDUM

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES



TITLEMAX

1687 FORT CAMPBELL BLVD
CLARKSVILLE, TN

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CODY SCHOOLEY

ASSOCIATE

DIRECT (214) 692-2129
MOBILE (954) 461-9767
cody.schooley@matthews.com
 LIC # 712657 (TX)



ANDREW GROSS

SENIOR ASSOCIATE

DIRECT (214) 295-4511
MOBILE (435) 659-1404
andrew.gross@matthews.com
 LIC # 01987860 (CA)

KYLE MATTHEWS

BROKER OF RECORD
 LIC # 263667 (TN)

LEASE

- » **Value Add Opportunity** – TitleMax has 3.50 Yrs remaining on the lease with no options to extend providing huge potential upside
- » **Proven Location** – TitleMax has occupied the building for six years and recently extended out showing commitment to the location
- » Versatile 2,400 SF building sitting on an acre of land across from a Walmart Supercenter with great ingress and egress

LOCATION

- » **Explosive Growth** – Clarksville was the second fastest-growing city in Tennessee in 2018 with over 6.50% growth projected in the 1,3, and 5 mile over the next 5 years
- » **Strong Retail Synergy** – Located directly across from a Walmart Supercenter in a strong retail corridor with nearby tenants including Starbucks, Zaxby's, Wendy's, Taco Bell, McDonald's, Bank of America, Jiffy Lube, Popeyes, Hardee's, ALDI and many more.
- » **High Traffic Counts** – The subject property is located directly off Hwy 374 and Fort Campbell Blvd that sees a combined $\pm 60,000$ VPD
- » The property is located 3.50 miles away from Clarksville Regional Airport that sees more than **40,000 private and corporate flights annually**
- » Clarksville is home to **Austin Peay State University** (located less than 5 miles away) which has nearly 11,000 students and expected to reach 15,000 students by the year 2025
- » **Tax-Free State** - Tennessee is one of nine states that has no state income taxes increasing a potential investor's after-tax cash flow
- » **New Development** – multiple new development properties in the immediate area including a brand-new T-Mobile strip center, Jimmy John's strip center, ALDI, and Urgent Care.

TENANT

- » TitleMax, Inc. is a privately-owned title lending business with corporate headquarters in Savannah, GA with more than 1,100 stores in sixteen states.
- » TitleMax serves individuals who generally have limited access to consumer credit from banks, thrift institutions, credit card lenders and other traditional sources of consumer credit
- » TitleMax offers title loan and title pawn products which allows customers to meet their liquidity needs by borrowing against the value of their vehicles while retaining use of their vehicle during the term of the loan

FINANCIAL OVERVIEW

TITLEMAX

TITLEMAX

INVESTMENT SUMMARY

» OFFERING PRICE	\$490,286
» CAP RATE (YEAR 1)	7.00%
» RENT (MONTH/YEAR)	\$2,860/\$34,320
» TOTAL BUILDING AREA	±2,471 SF
» TOTAL LAND AREA	±0.96 Acres

TENANT SUMMARY

Tenant Trade Name	TMX Finance LLC
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN
Original Lease Term	5 Years
Lease Effective Date	3/31/2013
Lease Expiration Date	4/1/2023
Term Remaining	±3.75 Years





THE OFFERING

PROPERTY NAME

TitleMax

Property Address 1687 Fort Campbell Blvd
Clarksville, TN 37042

SITE DESCRIPTION

Number of Stories	One
Year Built	2005
GLA	±2,471 SF
Lot Size	±0.96 SF
Type of Ownership	Fee Simple
Parking	±34 Free Surface Spaces
Parking Ratio	13.76 : 1,000

TENANT OVERVIEW

» Company Name	» Year Founded	» Revenue
Titlemax	1998	± \$2B
» Ownership	» No. of Locations	» No. of Employees
Private	± 1,100	± 4,000

TitleMax is one of the largest title lending companies in the nation. They help thousands of individuals get title loan and title pawn products at rates they would not receive anywhere else. Their rates are competitive, and what separates them from their competitors is their high level of customer service. TitleMax understands that this could be a complex process, and make it their mission to always put the customer first. They offer car title loans, car title pawns, motorcycle title loans, and motorcycle title pawns. The TitleMax specialists make sure that each loan or pawn works in the best interest of their customer. The first store opened in 1998 in Georgia, and over the years, TitleMax has expanded to over 1,100 locations spreading across 16 states.









AREA OVERVIEW



CLARKSVILLE, TN

Also known as "The Queen City," Clarksville, Tennessee is the fifth-largest city in the state. It is located in Montgomery county, just an hour outside of Nashville. The town has a long history and has grown steadily throughout the years. What was once a nameless settlement area has grown into a thriving city.

The Clarksville area was founded as settlement ground in 1779, by James Robertson. The land was used as a home base during the American Revolutionary War. As the war ended, many soldiers and settlers stayed and created a small town. Clarksville was a fully functional town before Tennessee was founded as a state in 1796.

ECONOMY

The population kept growing throughout the years. The town had to be rebuilt several times during the 20th century, and each time, they built the town even bigger than before. By 1980, the population had more than doubled.

Today, the most popular industries are still within manufacturing and retail trade. Most residents' occupations within these fields are in production and administrative support. There are several stable industrial employers in Clarksville. Fort Campbell is the largest public employer while Tran is the largest private employer within the region. Other major employers include American Standard and Google.

POINTS OF INTEREST

Roxy Theatre:

Located in downtown Clarksville, the Roxy Theatre has been a main attraction in the town since 1947. It was built after the 1913 Lilian Theatre burned down in 1945. The iconic theatre has been a backdrop for many different films, music videos, and photo shoots. The theatre is still active today, producing live shows. The Roxy Regional School of the Arts was created in 1995 and offers teens training by professionals in modern theatre.

McGregor Park Riverwalk:

If you want to catch a glimpse of Clarksville's natural side, head down to McGregor Park Riverwalk. Take a stroll along the Cumberland River and explore the beautiful scenery. You can also take a steam boat ride up the river or slowly paddle with paddle boats. It is a great way to watch the sun come up or relax at the end of the day.

DEMOGRAPHICS

POPULATION	1 - MILE	3 - MILE	5 - MILE
2024 Projection	8,567	50,350	104,443
2019 Estimate	8,041	47,340	97,410
2010 Census	7,184	41,831	82,688
Growth 2019-2024	6.54%	6.36%	7.22%

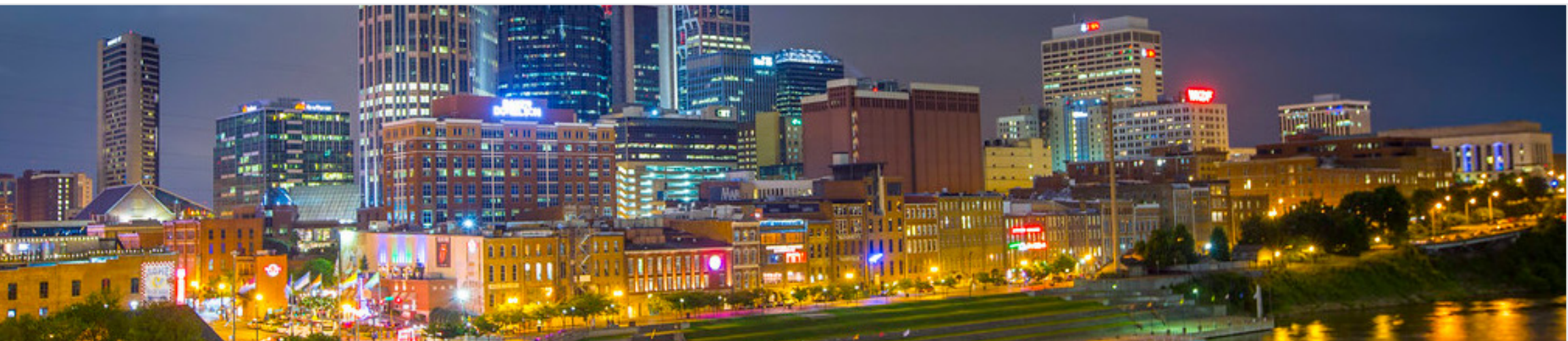
HOUSEHOLDS	1 - MILE	3 - MILE	5 - MILE
2024 Projection	3,346	18,848	37,327
2019 Estimate	3,111	17,594	34,649
2010 Census	2,701	15,217	29,031
Growth 2019-2024	7.55%	7.13%	7.73%

INCOME	1 - MILE	3 - MILE	5 - MILE
2019 Est. Average Household Income	\$54,644	\$58,293	\$59,340

NASHVILLE, TN

Located along the Cumberland River, Nashville is not only Tennessee's capital, but also the largest city in the state. It is the center for many different industries including music, healthcare, banking, publishing, and transportation. Nashville is particularly known as the center for country music and has been nicknamed, "Music City, U.S.A."

You can find history throughout the city. Nashville has everything from the Johnny Cash Museum to sites that pertained to the Battle of Nashville during the Civil War. It has the perfect mix of southern charm and modern art.



ECONOMY

Today, Nashville is best known as the "home of country music," so it makes sense that much of its economy is based off recording and production of music. There are many different corporate and independent recording labels throughout the area. Nashville has also been the headquarters for Gibson, a major guitar company, since 1984.

Although Nashville is the second-largest music production area, the city's largest industry is in health care. It holds over 300 health care companies, including the largest private hospital operator, Hospital Corporation of America. The health care industry has brought 200,000 jobs to Nashville in recent years. Other company headquarters in Nashville include Nissan North America, Bridgestone, UBS, and Dollar General.

NASHVILLE BY THE NUMBERS

624,261

POPULATION

\$64,688

AVERAGE HOUSEHOLD INCOME

33.9

MEDIAN AGE

**GRAND OLE OPRY**

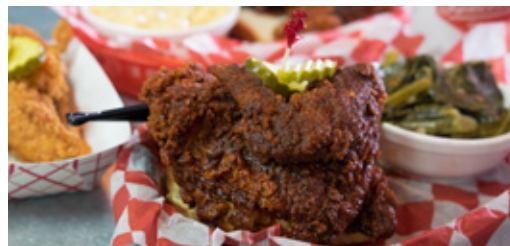
Founded in 1925, the Grand Ole Opry is a historical country music hall that has hosted the best of the best in music. The Opry showcases chart-topping country, bluegrass, folk, gospel, and comedic performances and skits. It is a staple in Nashville and brings in millions of guests each year.

**NATCHEZ TRACE PARKWAY**

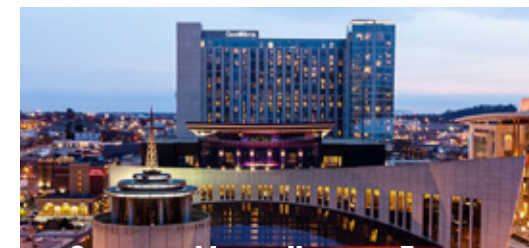
To escape the big city, head down to Natchez Trace Parkway. It has a beautiful scenic route with many different natural features and historical sites. Explore everything from the Double Arch Bridge, Jackson Falls, and Meriwether Lewis Gravesite.

**BELMONT MANSION**

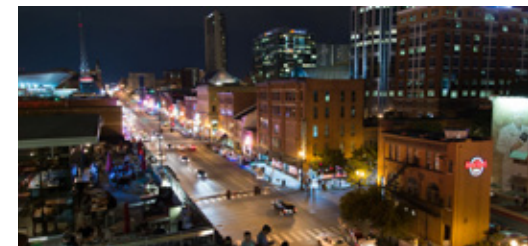
Take a tour of one of the last historic mansions in Tennessee. It will give you an idea of how the rich lived during the 1800's, and how they treated people during this time. Specifically, learn how the Acklen family lived in the house and how Adelia Hayes Franklin strived after the death of her husband.

**NASHVILLE FOOD TOUR**

Not only is Nashville known for its music, but also its food! There are many different tours that will take you around the city, trying all the different types of food Nashville has to offer. If you are craving great southern cooking, do not miss out.

**COUNTRY MUSIC HALL OF FAME AND MUSEUM**

The Country Music Hall of Fame and Museum holds over 2.5 million artifacts from country music legends. With permanent and temporary exhibits, there is always something new and exciting to see. If you love country music, this is a must-see.

**THE DISTRICT**

As for Nashville's night life, the District is the place to be. Bands and a variety of music echo's Broadway Street. With countless clubs and bars, there is something to do every night of the week.

CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Titlemax** located at **1687 Fort Campbell Blvd, Clarksville, TN 37042** (“Property”). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

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