

OFFERING MEMORANDUM



**TITLEMAX**

7730 W BELLFORT AVE  
HOUSTON, TX

**MATTHEWS**  
REAL ESTATE INVESTMENT SERVICES



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## INVESTMENT HIGHLIGHTS

- » Outstanding Real Estate Fundamentals
- » Corporate Guaranteed lease
- » Over five years remaining on the lease
- » Explosive growth - over 14% population increase in the 1-mile since 2010. Additionally, the Houston is the 5th most populous MSA in the U.S. and was the fastest-growing in absolute terms during the 2013–2014 census year.
- » Dense Urban Infill – Over 34,000 people the 1-mile, 168,000 in 3-mile and 488,000 in 5-mile
- » Ideal demographics for tenant – Average household incomes in 1-mile \$54,895, \$68,018 in 3-mile and \$69,440 in 5-mile
- » High traffic counts – Off an intersection with over 50,000 VPD
- » Strong Retail Synergy – Nearby national retail tenants include Taco Bell, Whataburger, Burger King, Chase Bank, Planet Fitness, Hibbett Sports, Churches Chicken, BVBA Compass, Joe V's Smart Shop and many more
- » Excellent redevelopment potential should tenant ever vacate

### Strong Corporate 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







## INVESTMENT SUMMARY

» OFFERING PRICE	\$1,341,523
» NOI (YEAR 1)	\$87,199
» CAP RATE (YEAR 1)	6.50%
» TOTAL BUILDING AREA	±3,303 SF
» TOTAL LAND AREA	0.64 Acres

## ANNUALIZED OPERATING DATA

	Annual Rent	Monthly Rent	RPSF
3/1/18 - 3/31/23	\$87,199.00	\$7,266.58	\$26.40
Options	FMV	FMV	FMV

## TENANT SUMMARY

Tenant Trade Name	TitleMax of Texas, Inc.
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN
Roof and Structure	Landlord Responsible
Term Remaining on Lease	±5 Years
Original Lease Term	10 Years
Lease Effective Date	11/20/12
Rent Commencement	3/15/13
Lease Expiration Date	3/31/23
Increases	In options
Options	Two, 5-Year Options





## THE OFFERING

### PROPERTY NAME

Titlemax

Property Address 7730 West Belfort Ave  
Houston, TX 77071

### SITE DESCRIPTION

Number of Stories	One
Year Built / Renovated	1986 / 2005
GLA	±3,303 SF
Lot Size	±0.64 SF
Type of Ownership	Fee Simple
Parking	±41 Free Surface Spaces
Parking Ratio	12.41 : 1,000

## TENANT OVERVIEW

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

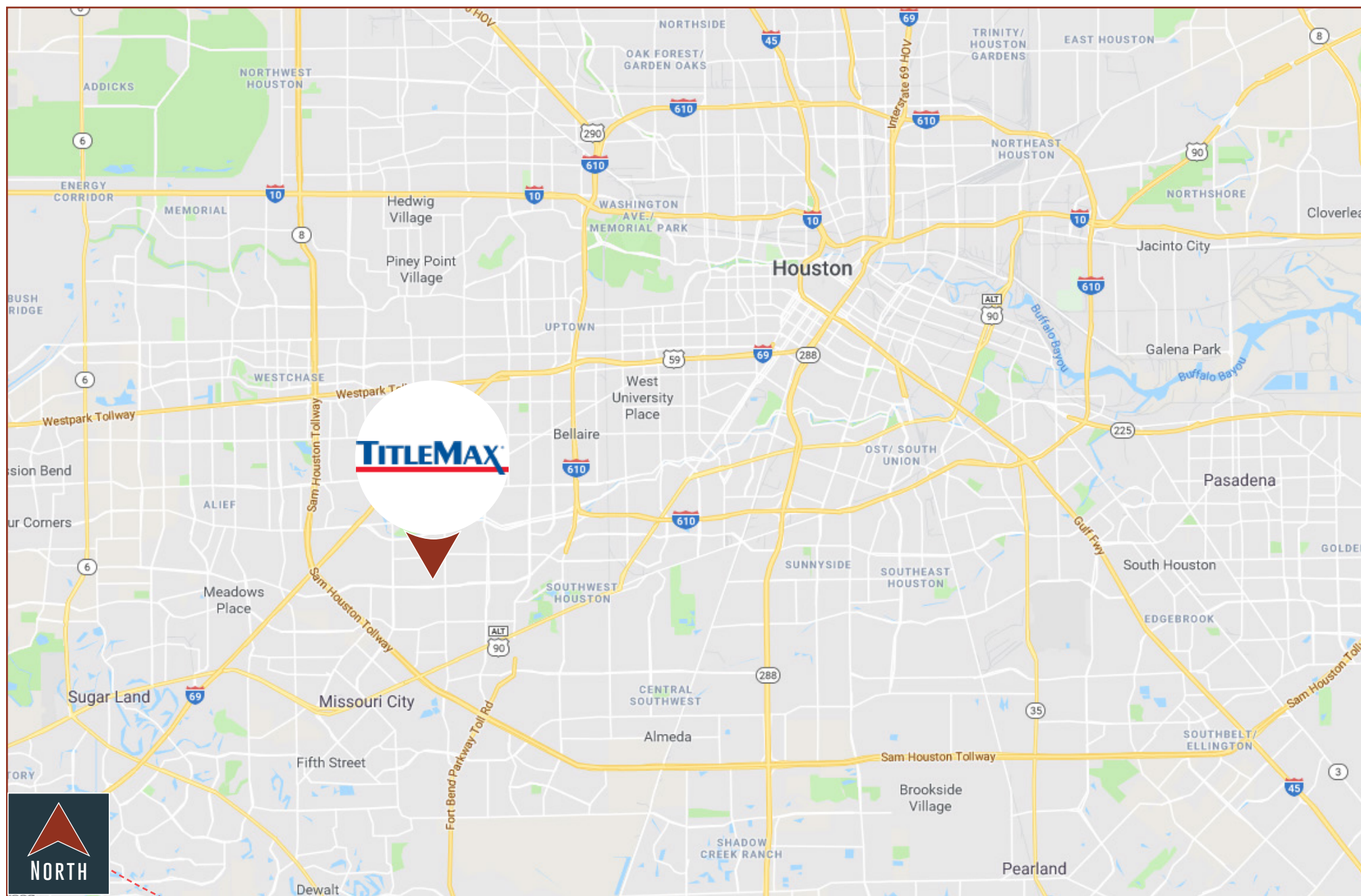
TitleMax is one of the largest title lending companies in the nation. They help thousands of individuals get title loan and title pawn products at rates they would not receive anywhere else. Their rates are competitive, and what separates them from their competitors is their high level of customer service. 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.







## LOCATION













## TITLEMAX LEASE ABSTRACT

Tenant:	TitleMax of Texas, Inc.
Tenant Address:	15 Bull Street, Suite 200, Savannah, Georgia 31401
Property Address:	7730 West Bellfort Street, Houston, Texas 77071
Guarantor	TMX Finance LLC, a Delaware limited liability company (Corporate)
Lease Effective Date:	November 20, 2012
Possession Date:	November 25, 2012
Base Rent Commencement:	March 15, 2013
Lease Expiration:	March 31, 2023
Original Lease Term:	The "Lease Term" shall commence on the Base Rent Commencement Date and shall continue for a period of ten (10) years, and shall expire on the last day of the one hundred twentieth (120th) calendar month of the Term
Termination of Lease:	March 15, 2023
Tenant Written Notice	Tenant may extend the Lease by giving Landlord written notice not less than sixty (60) days prior to the expiration of the Lease Term.
Current Rent:	\$7,266.60 (monthly)/\$87,199.20 (annual)
Option Rent:	TBD at market rate
Maintenance and Repairs by Tenant	Tenant shall maintain all interior non-structural walls, ceilings, doors, floor coverings, mechanical systems, storefront glass and the general cleanliness of the parking area including grassed and unpaved areas
Maintenance and Repairs by Landlord	Landlord shall maintain the roof, structure and surface of all paved areas (parking lot), and the foundation, exterior walls, all exterior utility lines
Real Estate Taxes:	Tenant reimburses Landlord for the Taxes levied against the Property
Insurance:	Landlord agrees to carry property insurance insuring the Building and other improvements to the Demised Premises for perils covered by the causes of loss. Tenant to reimburse Landlord for all insurance costs.
Utility Costs:	Tenant to pay for all utilities costs
Tenant Assignment and Subletting:	Tenant shall provide Landlord with a written notice if elects to assign the lease. Guarantor shall remain liable for the full and complete performance of the terms and conditions of the Lease
Right of First Refusal	None
Estoppel	Tenant to provide within ten (10) days of the request

# AREA OVERVIEW



## HOUSTON

The city of Houston, Texas is located in the southeastern part of the state near the Gulf of Mexico. It is the most populous city in Texas and the fourth most populous city in the United States. Known as the Bayou City for its waterway system, Houston thrives because it is a great place to work and a great place to live. Alive with energy and rich in diversity, Houston is a dynamic mix of imagination, talent, and first-class attractions that make it a

world-class city. The city has a cosmopolitan and down-home vibe while being nicknamed the "Space City." With more than 2.2 million residents, Houston attracts visitors and transplants with a wonderful mix of world-class arts, booming business, pro sports, and award-winning cuisine.

### DEMOGRAPHICS

POPULATION	1 - MILE	3 - MILE	5 - MILE
2023 Projection	37,328	178,789	520,637
2018 Estimate	34,763	168,509	488,353
2010 Census	30,455	154,457	444,542
Growth 2010-2018	14.14%	9.10%	9.86%
Growth 2018-2023	7.38%	6.10%	6.61%
HOUSEHOLDS	1 - MILE	3 - MILE	5 - MILE
2023 Projection	14,173	64,654	180,990
2018 Estimate	13,132	60,859	169,631
2010 Census	11,364	55,767	154,378
Growth 2010-2018	15.56%	9.13%	9.88%
Growth 2018-2023	7.93%	6.24%	6.70%
INCOME	1 - MILE	3 - MILE	5 - MILE
2018 Est. Average Household Income	\$54,895.74	\$68,018.44	\$69,440.99



## BUSINESS CLIMATE

Houston is a city of endless possibilities: Its history has been marked with achievements from the first word heard from the moon to the first artificial heart transplant. A distinctly favorable business climate promotes trade, commerce, industry, and economic growth in the Houston region. Many businesses recognize the allure of all Houston has to offer; There are twenty-five Fortune 500 companies that call the Energy Capital of the World home. Once dominated by oil-related jobs, Houston's economy has diversified as new, core industries join energy in the regional employment mix.

With a strong infrastructure and a highly-trained workforce, Houston has the resources to support its growing industries, namely energy, health care, nanotechnology, aerospace, and information technology. The Port of Houston, one of the region's greatest assets, ranks as the nation's largest port in international tonnage and second in total tonnage. It is an economic engine that produces jobs and economic prosperity for the local Houston and state economy. Throughout its history, whenever the port has grown, Houston has also grown, showing that it has been instrumental in the city's development as a center of international trade.

Its richly-diverse pool of skilled, multilingual, multicultural workers is one of the city's key advantages that makes it an attractive city for relocating and expanding businesses. Nearly 25 percent of all adults have completed four years of college, surpassing the national average, while the median age is three years younger than the national average. This diverse workforce possesses a variety of skills and occupations ranging from medical professionals and engineers to production managers and accountants. Aeronautic research is unsurpassed at NASA headquarters and Texas Medical Center remains the largest in the world with 47 highly lauded research and treatment institutions.

## MAJOR EMPLOYERS



## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Titlemax** located at **7730 W Bellfort Ave, Houston, TX 77071** ("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.





## 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.*

### 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:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - 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.

Kyle Matthews/Matthews Retail Group Inc.	<b>678067</b>	<b>kyle.matthews@matthews.com</b>	<b>(310) 919-5757</b>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<b>Kyle Matthews</b>	<b>678067</b>	<b>kyle.matthews@matthews.com</b>	<b>(310) 919-5757</b>
Designated Broker of Firm	License No.	Email	Phone
_____ Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
_____ Sales Agent/Associate's Name	License No.	Email	Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date



# OFFERING MEMORANDUM

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