



CONOCO

1008 FM 78
SCHERTZ, TX 78154

OFFERING MEMORANDUM

TABLE OF CONTENTS

03

EXECUTIVE OVERVIEW

04

PROPERTY OVERVIEW

06

TENANT OVERVIEW

08

AREA OVERVIEW

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INVESTMENT HIGHLIGHTS

OPPORTUNITY FOR DEVELOPER, PROFESSIONAL INVESTOR, OR OWNER OPERATOR

- » 2,429 sq. ft. for a convenience store operator to come in and develop their business on .80 AC lot
- » With an increasing population and over 20,000 VPD, the site is well-positioned for high brand visibility and growth

EXCELLENT LOCATION

- » Conveniently located on John E Peterson Blvd with multiple points of ingress and egress
- » 2.5 miles from Airforce Public Affairs Agency and 17 miles from downtown San Antonio
- » Less than four miles from I-35 and only six miles from I-10
- » Down the street from Samuel Clemens High school

STRONG DEMOGRAPHICS IN A HIGH GROWTH AREA

- » Over 175,000 people in a 5-mile radius and 88,000 people in a 3-mile radius with an average household income of over \$96,000
- » 63% population growth in a 1-mile radius over the past 10 years and 14% expected growth for the next 5 years
- » Retailers in the area include Walmart Supercenter, Wells Fargo Bank, Domino's Pizza, Sonic, Dairy Queen, Dollar General, Starbucks, Subway, Christian Brothers Automotive, Zaxby's, CVS, and Little Caesars Pizza

PLEASE CONTACT LISTING AGENTS FOR FINANCIAL STATEMENTS





» Company Name	» Year Founded	» Headquarters
Phillips 66	1917	Houston, TX
» Ownership	» Industry	» No. of Employees
Public	Oil and Gas	±14,000

Conoco is a major US brand of oil. it is currently owned by Phillips 66. The Phillips 66 Company is an American multinational energy company headquartered in Westchase, Houston, Texas. It debuted as an independent energy company when ConocoPhillips executed a spin-off of its downstream and midstream assets. Taking its name from the 1927 "Phillips 66" trademark of ConocoPhillips predecessor Phillips Petroleum Company, Phillips 66 began trading on the New York Stock Exchange on May 1, 2012, under the ticker PSX. The company is engaged in producing natural gas liquids (NGL) and petrochemicals. The company has approximately 14,000 employees worldwide and is active in more than 65 countries. Phillips 66 is ranked No. 23 on the Fortune 500 list and No. 67 on the Fortune Global 500 list as of 2018.





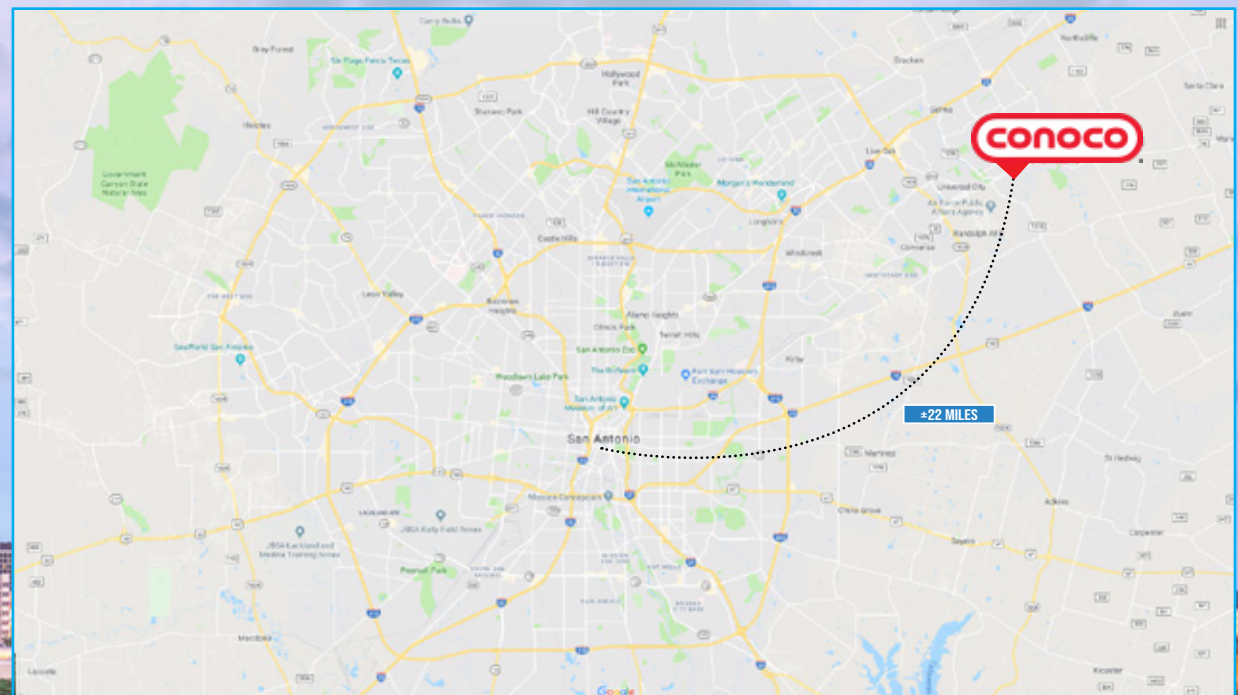
SAN ANTONIO, TX MSA

San Antonio is now the seventh (7th) largest city in the United States, second largest in the State of Texas, and boasts one of the fastest growing metropolitan areas in the country.

- The city added 31,200 new jobs over the last year
- Expanded employment by 3.0%, which is 3rd among the Top 50 Metros in America.
- San Antonio ranked 8th as Forbes' "America's Cities of the Future" this year.
- San Antonio titled "America's Friendliest City," by Travel + Leisure Magazine
- San Antonio ranked 2nd in the largest increase in millennials from 2010 to 2015 from a study from Bookings Institution.

DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	7-MILE
2024 Census	63,747	147,024	248,605
2019 Estimate	58,467	134,039	227,562
2010 Projection	47,979	103,277	180,781
Growth 2019-2024	9.03%	9.69%	9.25%
Growth 2010-2019	21.86%	29.79%	25.88%
HOUSEHOLDS	3-MILE	5-MILE	7-MILE
2024 Census	22,562	52,825	87,354
2019 Estimate	20,760	48,251	79,995
2010 Projection	17,247	37,589	63,834
Growth 2019-2024	8.68%	9.48%	9.20%
Growth 2010-2019	20.37%	28.36%	25.32%
INCOME	3-MILE	5-MILE	7-MILE
Average Household Income	\$101,880	\$95,387	\$90,258
Median Household Income	\$83,695	\$77,725	\$73,568



LIVING IN SAN ANTONIO

San Antonio is not shy to start-ups, especially in recent years. With concentrated efforts on the tech district, the city adopted a new nickname “Silicon San Antonio” due to the city’s embrace of the tech industry. Last year, large streaming service Hulu opened a viewer experience center in Alamo City. TaskUs, Google Fiber, and CaptureRX are opening local offices in San Antonio. Additionally, just up I-35, exciting new relocations are taking place, such as Amazon’s fulfillment center and Urban Mining Company. Thanks to this, the city’s rapid growth is matched with new career opportunities and more to come in the future.

A city rich in tradition and history meets a unique culture that welcomes growth and success. As the 7th largest metropolitan city in the U.S, and still growing, San Antonio is no stranger to new possibilities. Placed perfectly in the heart of the Texas Hill Country straddling South Texas and Central Texas, San Antonio is in the center of a booming corridor with many business-friendly elements. San Antonio’s historically steady population growth has established a local market of 2.3 million residents, one that is projected to increase by 28% in the coming future. Moreover, there is an increasing population of young professionals flocking to central San Antonio, enticed by areas such as Pearl Brewery, Alamo Heights, and downtown, which offer an urban lifestyle with endless shopping, nightlife, culture, fine dining, and employment opportunities.

With core values such as safety, integrity, and service, it’s no surprise that San Antonio was ranked #1 in America’s Friendliest Cities by Travel + Leisure. Other notable mentions include National Geographic Traveler’s one of the “Best of the World” destination for 2018, #3 in the 5 most underrated cities in the U.S. by Conde Nast Traveler, and within the top 20 of the Milken Institute’s annual list of best-performing cities. While San Antonio is crowned as one of the largest American cities, it still remains affordable in regard to the cost of living compared to other cities among its rank.





EMPLOYERS

RACKSPACE

Rackspace is a managed cloud computing company that employs approximately 3,600 people at its headquarters in Northeast San Antonio. In August of 2016, it was confirmed that Apollo Global Management had reached an agreement to buy the company for \$4.3 billion. The sale was completed in November 2016 and Rackspace officially ended trading on the New York Stock Exchange on November 3, 2016.



Randolph-Brooks Federal Credit Union

Randolph-Brooks Federal Credit Union (RBFCU) is one of the largest credit unions in the United States, serving more than 500,000 members from a network of full-service branch locations located throughout Texas. RBFCU employs approximately 928 people in San Antonio, the majority of which are located at its headquarters, in Live Oak, TX



H-E-B

A supermarket chain, is one of the largest privately held companies in America, with 350 stores throughout Texas and headquartered in Downtown San Antonio. Home to approximately 20,000 employees and annual sales in excess of \$21 billion. Also known for their philanthropic culture, HEB donates five percent of pre-tax profits to charity



LACKLAND AIR FORCE BASE

Lackland Air Force Base is part of Joint Base San Antonio which includes US Fort Sam Houston and US Air Force Randolph Air Force Base. Lackland AFB is known for being the sole location for Basic Military Training for active duty Air Force, Air Force reserve and Air National guard. In all, Joint Base San Antonio is the largest single base in the Department of Defense and employs around 80,000 as of 2016.



San Antonio's powerhouse employers support a healthy and diverse economy – a blend of well-established financial services, rapidly growing biomedical and biotech sectors, a booming new energy sphere, a flourishing IT, and cybersecurity field and a robust manufacturing sector that produces everything from aircrafts to Toyota trucks. The city's central location has made it the hub for economies in the South Central Texas region and Mexico. San Antonio's employment in March 2018 was 1,186,154 compared to 1,160,544 in March 2017. The metro's unemployment rate was 3.5% compared to 4.1% in Texas and 4.1% in the U.S in the same time period.



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **CONOCO** located at **1008 FM 78, Schertz, TX 78154** ("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:

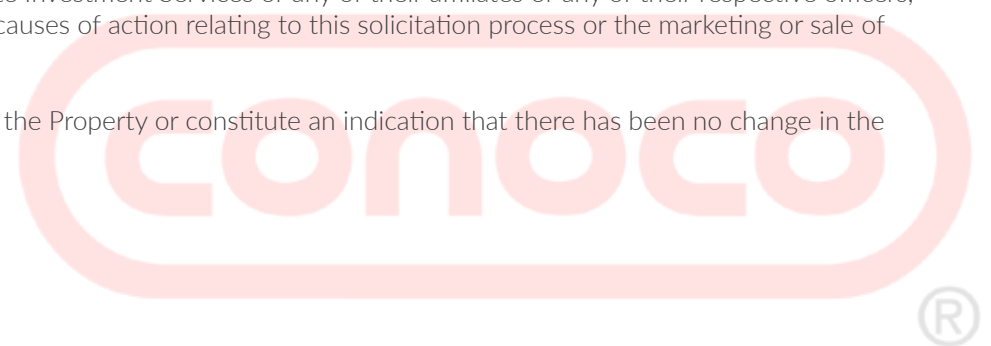
1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest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

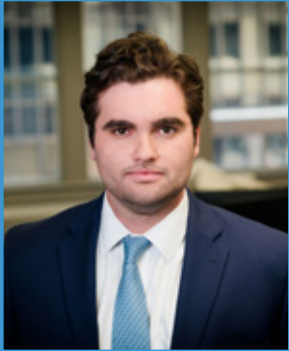
TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- 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.

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