

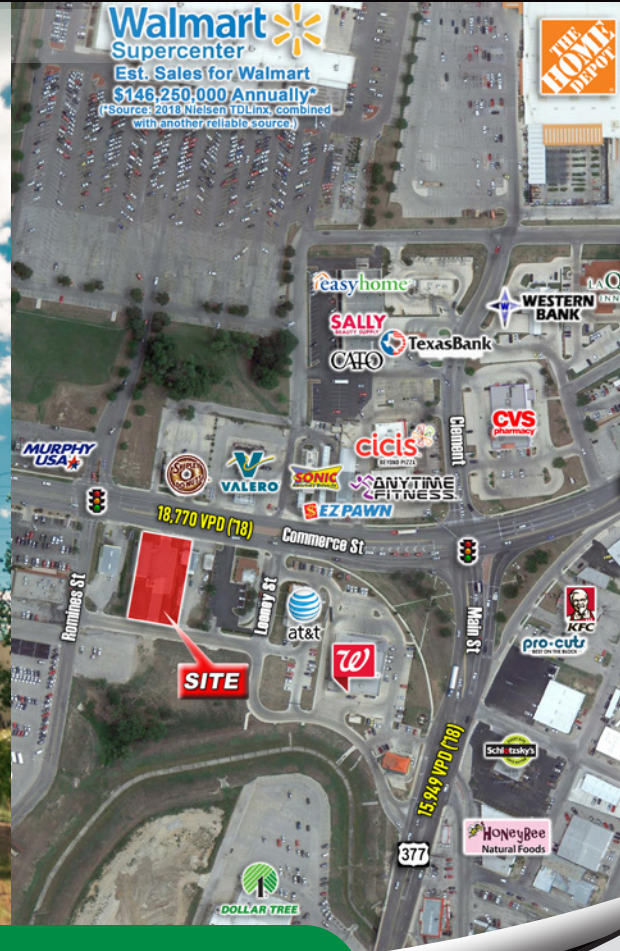
retail

solutions

FOR SALE: Single Tenant NNN Leased Investment

**TitleMax**

306 W. Commerce St., Brownwood, Texas 76801



## TitleMax NNN Investment

**Walmart**

**Walgreens**

**LAQUINTA**  
INNS & SUITES



**cicis**  
BEYOND PIZZA



**SALLY BEAUTY**

**CVS**

**AspenDental**

### AREA RETAILERS

**PRICE: \$833,335**  
**CAP RATE: 7.20%**  
**GLA: 2,690 SF**  
**LAND: 0.574 Acre**

- TitleMax was founded in 1998 and has over 1,000 locations in 16 states (Over 470 in Texas).
- New five (5) year corporate NNN lease with 10% base rent increases in each of two five year renewal options
- Located across the street from a Walmart Supercenter with over \$146m in 2018 estimated annual sales. This level of sales performance puts the Brownwood Walmart in the top 10% of the over 400 Walmart Supercenters in Texas. This Walmart is ranked 2nd in estimated sales of the 11 closest Walmart stores.
- The property enjoys excellent visibility and access to the signalized intersection Walmart entrance.
- Property includes prominent signage and a flat lot which may have potential for additional parking.

Alan Rust, CCIM - 512.373.2814

[alan@retailsolutionsre.com](mailto:alan@retailsolutionsre.com)

For More Information:

[www.retailsolutionsre.com](http://www.retailsolutionsre.com)

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## Confidential Memorandum and Disclaimer

Please note that the use of this Offering Memorandum and the Information ("Information") provided is subject to the terms, provisions and limitations of the confidentiality agreement which we have provided to you ("Buyer") and requested an executed copy.

**Brokerage Relationships:** By taking possession of and reviewing the information contained herein, Buyer acknowledges that the Listing Team of Retail Solutions ("Brokers") are acting as Seller's Agent in the disposition assignment for the property. Buyer acknowledges receipt of the form entitled Information About Brokerage Services.

**Non-disclosure of Information:** By taking possession of and reviewing the Information contained herein, Buyer agrees not to disclose, permit the disclosure of, release, disseminate or transfer any of the Information obtained from Broker or the Property owner ("Owner") to any other person or entity except as permitted herein. Buyer shall take all appropriate precautions to limit the dissemination of the Information only to those persons within the firm who need to know the Information. The phrase "within the firm" shall be deemed to include outside attorneys, accountants and investors.

**Disclaimer and Waiver:** By taking possession of and reviewing the Information contained herein, Buyer understands and acknowledges that neither Brokers nor Owner make any representations or warranty, expressed or implied, as to the accuracy or completeness of any Information provided. Neither the Broker or the Owner shall have any liability whatsoever for the accuracy or completeness of the Information contained herein or any other written or oral communication or Information transmitted or made available or any action taken or decision made by the Buyer with respect to the Property. Buyer understands and acknowledges that they should make their own investigations, projections and conclusions without reliance upon the Information contained herein. Buyer assumes full and complete responsibility for confirmation and verification of all information received and expressly waives all rights of recourse against Owner, Brokers and Retail Solutions.



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## Investment Summary

**Tenant:** TitleMax  
**Lease Start:** 7/26/2019  
**Lease End:** 10/31/2024  
**Price:** \$833,335  
**Capitalization Rate:** 7.20%  
**Terms:** Cash to Seller

## Property Information

**Property Address:** 306 W. Commerce Street  
Brownwood, Texas 76801  
**Location:** SEC of Commerce St. &  
Romines St.  
**County:** Brown  
**Gross Leasable Area:** 2,690 SF  
**Lot Size:** 0.574 Acres  
**Year Built:** 1999 (Renovated by tenant  
at their cost in 2019)  
**Occupancy:** 100%  
**Lease Type:** NNN

## Property Highlights

- TitleMax was founded in 1998 and has over 1,000 locations in 16 states (Over 470 in Texas).
- New five (5) year corporate NNN lease with 10% base rent increases in each of two five year renewal options
- Located across the street from a Walmart Supercenter with over \$146m in 2018 estimated annual sales. This level of sales performance puts the Brownwood Walmart in the top 10% of the over 400 Walmart Supercenters in Texas. This Walmart is ranked 2nd in estimated sales of the 11 closest Walmart stores.
- The property enjoys excellent visibility and access to the signalized intersection Walmart entrance.
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## Photos





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TitleMax

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Investment Overview

NET OPERATING INCOME		
Income		
	Base rent	\$60,000
	Additional Rent (NNN reimburse)	\$10,500
	Total Income	\$70,500
Operating Expenses (reimbursed to owner)		
	Property Taxes & Insurance	\$10,500
Net Operating Income (NOI)		\$60,000

CURRENT ESTIMATED EXPENSES TENANT PAYS MONTHLY TO LANDLORD			Per month
	Annual		
Property Taxes	\$ 9,000		\$750
Insurance	\$ 1,500		\$125
Total:	\$ 10,500		\$ 875

DEMOGRAPHIC SNAPSHOT			
	3 Mile	5 Mile	10 Mile
2019 Population	16,162	23,692	32,602
2019 Average HH Income	\$53,044	\$57,647	\$58,260
2024 Average HH Income	\$61,235	\$68,362	\$68,448
2019-2024 Annual Rate	3.1%	3.7%	3.5%

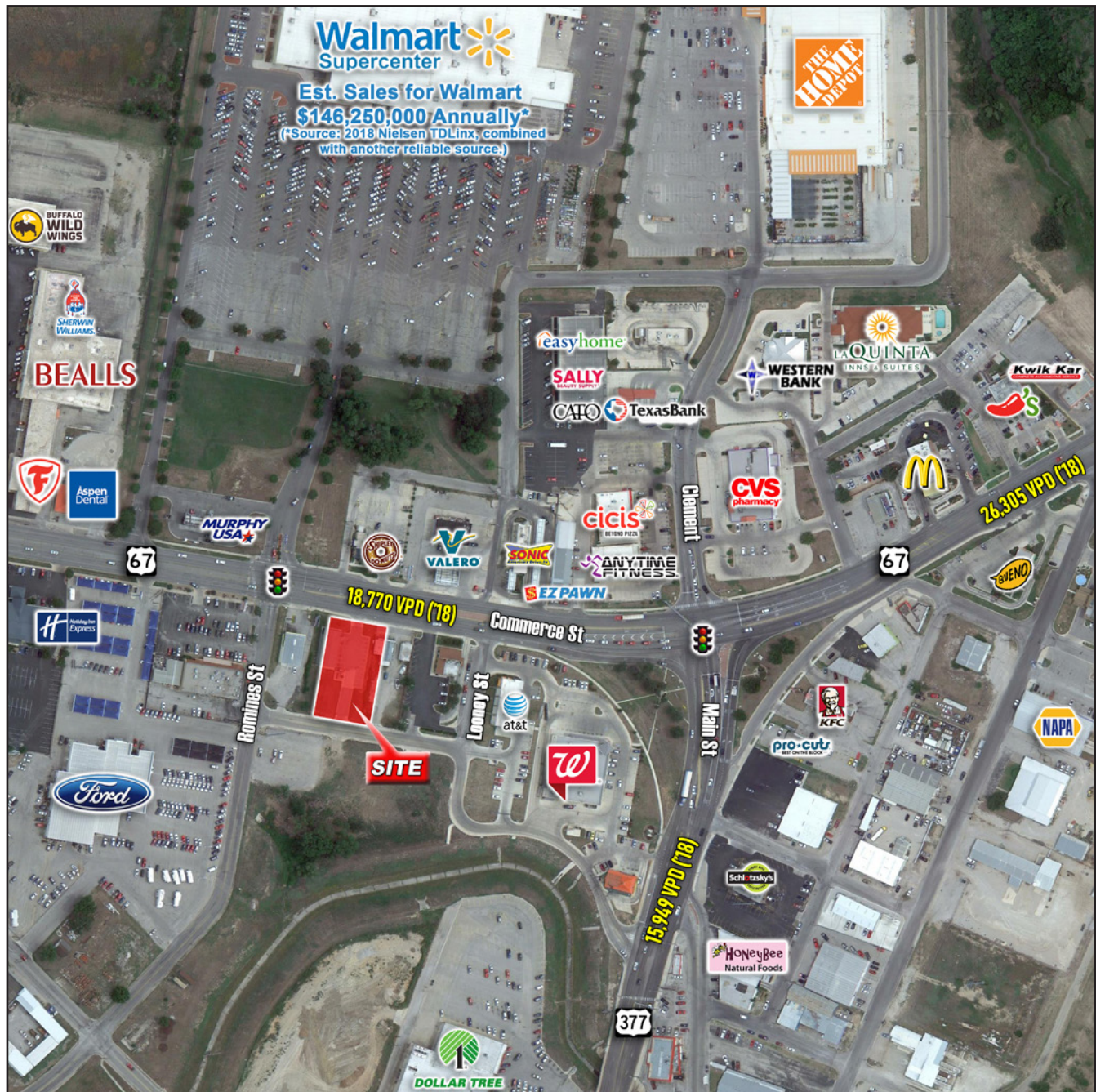
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## Intersection Aerial



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Rent Roll

	Start Date	End Date	Base Rent	Base Rent Annual	Base Rent Lease Rate	Notes
Base Rent	7/26/2019	10/31/2024	\$5,000	\$60,000	\$22.30	- Tenant has two 5 year renewal options each with a 10% base rent increase - 1/12th of insurance and property taxes paid to landlord monthly - Security deposit: \$5,875 - Tenant responsible repair & maintenance inside and outside the premises. - Landlord responsible to replace parking lot if needed. - In the event of a law change interfering with Tenant's ability to operate its business, tenant may terminate the lease with 180 days notice.

Renewal Options	Base Rent per month
1st renewal option: 5 years	\$5,500
2nd renewal option: 5 years	\$6,050

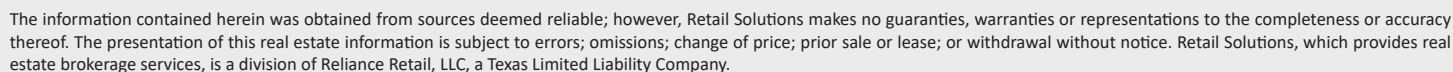
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## Site Aerial



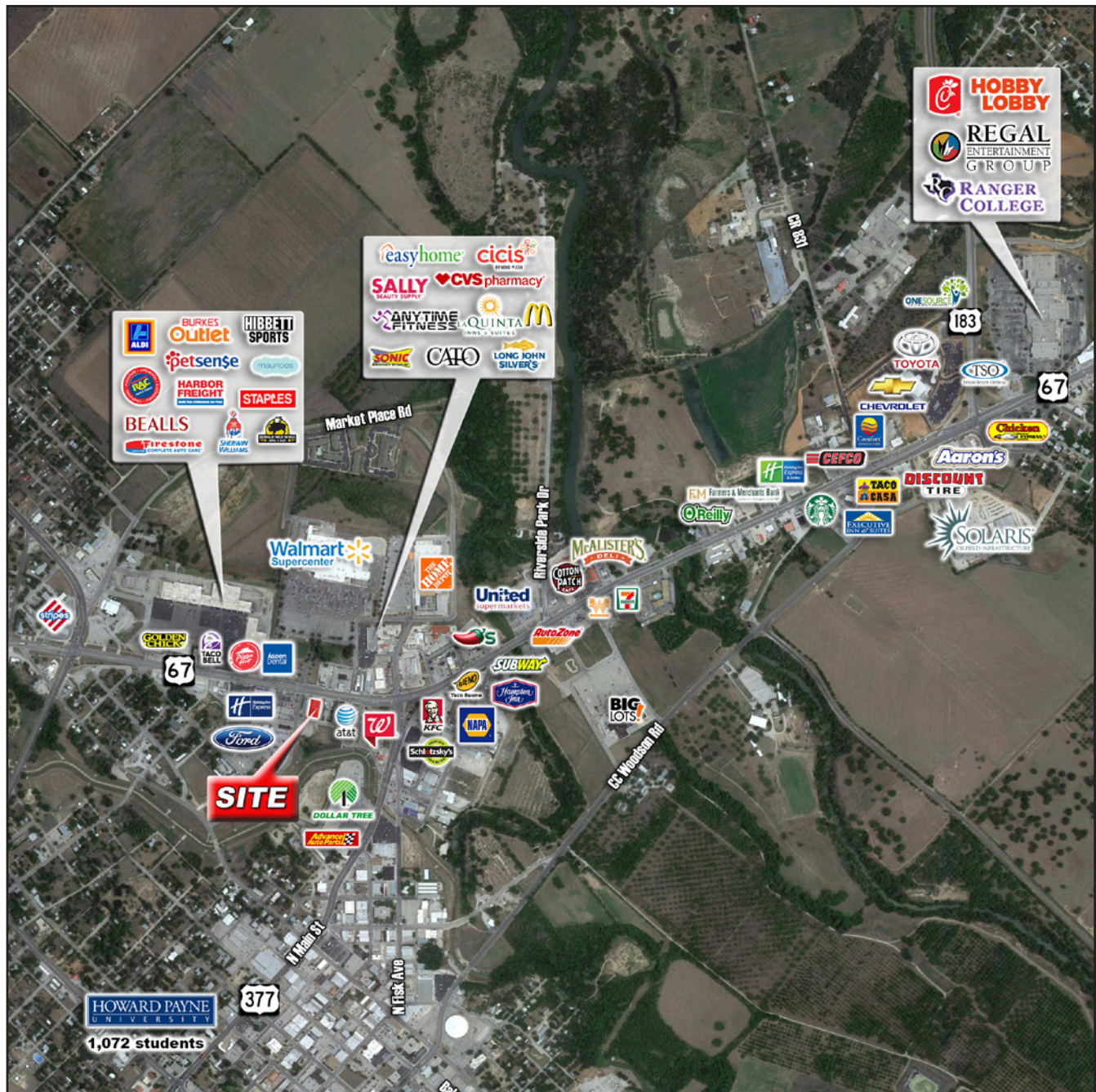
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## Retail Aerial



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## Tenant Information



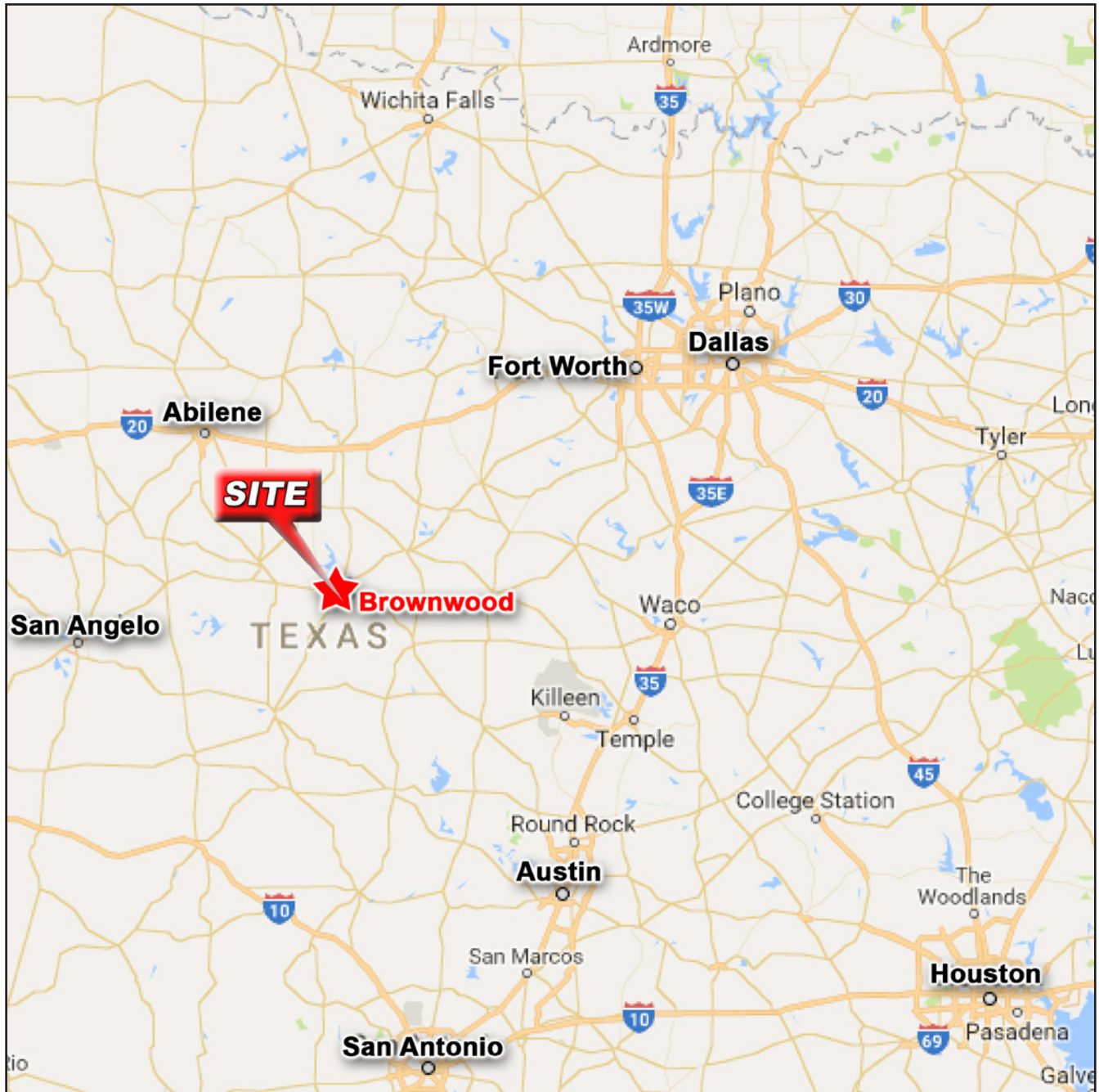
- Website: [www.titlemax.com](http://www.titlemax.com)
- Founded in 1998 in Georgia
- The company has:
  - o More than 1,000 locations in 16 states
  - o 473+ locations in Texas
  - o Over 2,000 employees
- Services include Personal Loans, Car & Motorcycle Title Loans and Car & Motorcycle Title Pawns
- Source: [www.titlemax.com](http://www.titlemax.com)

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## Regional Map



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## About Brownwood



- 600 employees in Brownwood
- 910,000 Sq. Ft. plant on 160 acres
- Manufactures reflective material used on license plates in all 50 states
- 65-70% of product shipped overseas



- 1,145 employees in Brownwood
- Kohler has several large plants in Brownwood including
  - Main plant with 1.1M Sq. Ft facility on 186 acres
  - Tank plant with a 900,000 Sq. Ft. facility on 40 acres



- 1,072 students and 432 employees
- Founded in 1889
- US News and World Reports 2019 rankings
  - #14 Regional Colleges West
  - #9 Best Colleges for Veterans
  - #6 Best Value Schools

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## Brownwood Employers

Company	Employees	Industry
Kohler	1145	Vitreous Plumbing Fixtures
3M Company	600	Reflective Sheeting
BRMC	586	Healthcare
Brownwood ISD	505	Education
Superior Essex Corp.	490	Wire-drawing & Insulation
Howard Payne University	432	Education
Texas Youth Commission	411	Education/Rehabilitation
Walmart Super Center	350	Retail
City of Brownwood	297	City Services
Brown County	250	County Government
Texas Dept. of Transportation	206	Highway Maintenance
Center for Life Resources	205	Behavioral Health Care
Texas Dept. of Criminal Justice	181	In-Prison Therapeutic Community
United Supermarkets	160	Grocery
Nelson Wholesale	105	Agricultural Products Distributor
Texas Bank	94	Financial
Danhil Containers	85	Cardboard Containers
Diamond P Enterprises	76	Warehousing
Performance Pipe	74	Plastic Pipe
Bruner Auto Group	70	Auto Sales and Services
Barr Fabrication	64	Metal Fabricator

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## Demographics

### 308 W Commerce St

### Brownwood, TX 76801

1 mi radius

3 mi radius

5 mi radius

10 mi radius

#### Population

Estimated Population (2019)	2,398	16,162	23,692	32,602
Projected Population (2024)	2,472	16,152	23,510	32,490
Census Population (2010)	2,542	16,744	24,221	32,833
Census Population (2000)	2,941	16,830	24,234	32,718
Projected Annual Growth (2019-2024)	74 0.6%	-10 -	-182 -0.2%	-112 -
Historical Annual Growth (2010-2019)	-144 -0.7%	-582 -0.4%	-529 -0.2%	-231 -
Historical Annual Growth (2000-2010)	-399 -1.4%	-86 -	-13 -	115 -
Estimated Population Density (2019)	764 psm	572 psm	302 psm	104 psm
Trade Area Size	3.1 sq mi	28.3 sq mi	78.5 sq mi	314.0 sq mi

#### Households

Estimated Households (2019)	857	6,618	9,561	13,280
Projected Households (2024)	901	6,722	9,642	13,456
Census Households (2010)	864	6,465	9,210	12,609
Census Households (2000)	974	6,437	9,038	12,322
Projected Annual Growth (2019-2024)	44 1.0%	105 0.3%	81 0.2%	177 0.3%
Historical Annual Change (2000-2019)	-117 -0.6%	180 0.1%	522 0.3%	958 0.4%

#### Average Household Income

Estimated Average Household Income (2019)	\$30,705	\$53,044	\$57,647	\$58,260
Projected Average Household Income (2024)	\$33,917	\$61,235	\$68,362	\$68,448
Census Average Household Income (2010)	\$25,330	\$41,032	\$47,143	\$51,191
Census Average Household Income (2000)	\$21,208	\$36,002	\$38,208	\$39,072
Projected Annual Change (2019-2024)	\$3,211 2.1%	\$8,191 3.1%	\$10,716 3.7%	\$10,188 3.5%
Historical Annual Change (2000-2019)	\$9,498 2.4%	\$17,042 2.5%	\$19,439 2.7%	\$19,188 2.6%

#### Median Household Income

Estimated Median Household Income (2019)	\$22,060	\$41,758	\$46,292	\$47,961
Projected Median Household Income (2024)	\$25,786	\$48,760	\$53,710	\$55,800
Census Median Household Income (2010)	\$17,864	\$33,894	\$38,342	\$39,852
Census Median Household Income (2000)	\$14,623	\$28,569	\$30,373	\$31,414
Projected Annual Change (2019-2024)	\$3,726 3.4%	\$7,002 3.4%	\$7,418 3.2%	\$7,839 3.3%
Historical Annual Change (2000-2019)	\$7,437 2.7%	\$13,189 2.4%	\$15,919 2.8%	\$16,548 2.8%

#### Per Capita Income

Estimated Per Capita Income (2019)	\$12,011	\$21,941	\$23,639	\$24,144
Projected Per Capita Income (2024)	\$13,373	\$25,706	\$28,417	\$28,763
Census Per Capita Income (2010)	\$8,608	\$15,844	\$17,925	\$19,659
Census Per Capita Income (2000)	\$6,807	\$13,856	\$14,278	\$14,752
Projected Annual Change (2019-2024)	\$1,362 2.3%	\$3,765 3.4%	\$4,777 4.0%	\$4,620 3.8%
Historical Annual Change (2000-2019)	\$5,204 4.0%	\$8,085 3.1%	\$9,362 3.5%	\$9,391 3.4%
Estimated Average Household Net Worth (2019)	\$135,218	\$279,692	\$312,800	\$336,310

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## Listing Agent

### Alan Rust, CCIM | Principal - Investment Sales

alan@retailsolutionsre.com

512.373.2814



Alan Rust, CCIM, Principal of Investment Sales, specializes in the sale and leasing of retail real estate. Mr. Rust has lead the charge for Retail Solutions with its investment sales program having assembled a long and diverse track record of success selling retail real estate across the state of Texas.

Mr. Rust has been a commercial broker since 2003 and earned the coveted Certified Commercial Investment Member (CCIM) designation in 2007. On multiple occasions Mr. Rust has earned recognition as a "Heavy Hitter" in retail property sales and leasing from the Austin Business Journal and he has been named a "Power Broker" as a top broker by the Costar group.

Prior to moving to Austin in 2007, Mr. Rust was a commercial broker in Colorado where he earned recognition as a "Heavy Hitter" in commercial investment sales from the Denver Business Journal. In addition, Mr. Rust founded and served as president of Snowshoe Ridge Properties, LLC, a successful real estate holding and development firm.

Mr. Rust is active in the industry as a long standing member of the International Council of Shopping Centers (ICSC), the Central Texas Commercial Association of Realtors (CTCAR) and the Real Estate Council of Austin (RECA).

Mr. Rust attended Binghamton University in Binghamton, New York where he earned a bachelor's degree in Mathematics/Computer Science and a minor in Business Administration.





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**TitleMax**

306 W. Commerce St., Brownwood, Texas 76801

## CONTACT US

### ALAN RUST, CCIM

Principal - Investment Sales

Office 512.474.5557

Direct 512.373.2814

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Austin, Texas 78731

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Dallas, TX 75254

### HOUSTON

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Suite 300  
Houston, Texas 77055

### MCALLEN

200 S 10th Street  
Suite 805  
McAllen, Texas 78501

### MIDLAND

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Suite 2  
Midland, Texas 79705

### EL PASO

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Suite 510  
El Paso, Texas 79912

### LOUISIANA

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Lafayette, Louisiana 70501

### ALBUQUERQUE

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[www.retailsolutionsre.com](http://www.retailsolutionsre.com)



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## Information About Brokerage Services

11-2-2015

*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.

Reliance Retail LLC OR Texas RS LLC dba "Retail Solutions"	603091 OR 9003193	leads@retailsolutionsre.com	512-474-5557
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
David J. Simmonds OR David Russell Burggraaf	459263 OR 518156	leads@retailsolutionsre.com	512-474-5557
Designated Broker of Firm	License No.	Email	Phone
David J. Simmonds OR David Russell Burggraaf	459263 OR 518156	leads@retailsolutionsre.com	512-474-5557
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

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