

# Taco Cabana (DARK)

7105 I-30 FRONTAGE ROAD  
GREENVILLE, TX 75402

*17+ Years of Guaranteed Term Remaining*

*±1,875,000 in Guaranteed Income*



OFFERING MEMORANDUM

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES





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## EXCLUSIVELY LISTED BY

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# SECTION 1

## Executive Overview



### INVESTMENT HIGHLIGHTS

- **Long-Term, Corporate Guaranteed Rent** - The subject property has  $\pm 17$  years remaining on the lease, where Taco Cabana Inc. will pay  $\pm \$1,875,000$  of total rent over the life of the lease term. Taco Cabana is part of Fiesta Restaurant Group, a publicly traded company with 350+ locations.
- **10% Rent Increases Every 5 Years** - The original 20-year ground lease features 10% rental increases every 5 years, which hedges against inflation, increases overall return, and provides a great way to preserve equity.
- **New Construction** - This property was built in 2017 and is premium construction providing owners with a brand-new property.



# SECTION 1

## Executive Overview



### LOCATION HIGHLIGHTS

- **Great Location** - The subject property sits in from of a Home Depot and is shadow anchored by Walmart Supercenter, two of the largest retailers in the country. The property is in the heart of the retail trade area with numerous national and regional brands.
- **Ground Lease, Cheap Rent** - The property was originally built on a ground lease meaning the tenant paid for and built the improvements. Typically ground leases pay significantly cheaper rent than traditional fee simple deals providing unique upside for the buyer.
- **Great Visibility** - The property is in a highly visible location directly off Interstate 30, which connects the Dallas Fort-Worth MSA to the Eastern United States. The property is visible to over 54,000 vehicles per day via Interstate 30.
- **Growing Market of Dallas-Fort Worth** - Greenville is a quickly expanding market Northeast of Dallas with strong population growth and above average household incomes.





WESLEY ST  
± 30,400 VPD



± 54,200 VPD





## SECTION 2

# Financial Overview



### TENANT SUMMARY

<b>Tenant Trade Name</b>	Taco Cabana (Dark)
<b>Parking Spaces</b>	40
<b>Lease Type</b>	NNN
<b>Type of Ownership</b>	Ground Lease
<b>Lease Guarantor</b>	Corporate
<b>Roof and Structure</b>	Tenant Responsible
<b>Original Lease Term</b>	20
<b>Rent Commencement Date</b>	7/31/17
<b>Lease Expiration Date</b>	7/31/37
<b>Term Remaining on Lease</b>	±17.4 Years
<b>Increases:</b>	10% Every 5 Years
<b>Options:</b>	Five (5), Five (5) Year Options
<b>Cap Rate</b>	5.78%
<b>Annual Rent</b>	\$92,500

### EXECUTIVE SUMMARY

<b>List Price</b>	\$1,600,000
<b>Cap Rate</b>	5.78%
<b>Gross Leasable Area</b>	± 2,450
<b>Lot Size</b>	± 1.17 Acres (±50,965 SF)
<b>Year Built / Renovated</b>	2017

### ANNUALIZED OPERATING DATA

Term	Annual Rent
Current - 7/31/22	\$92,500
8/1/22 - 7/31/27	\$101,750
8/1/27 - 7/31/32	\$111,925
8/1/32 - 7/31/37	\$123,118









**GREENVILLE  
HIGH SCHOOL**

**Staples**

**HIBBETT  
SPORTS  
rue21  
PETCO  
GNC  
BEALLS**

**ROSS  
DRESS FOR LESS  
Marshalls**

**Brookshire's  
food & pharmacy**

**cricket  
wireless**

**INTERSTATE  
23**

**Jack  
in the box**

**Big  
LOTS!**

**DQ**

**cicis  
BEYOND PIZZA**

**Wendy's**

**ALDI**

**belk**

**Applebee's  
GRILL & BAR**

**IHop  
RESTAURANT**

**EL FENIX  
MEXICAN RESTAURANT  
SINCE 1919**

**Hampton  
by HILTON**

**WESLEY ST  
± 19,000 VPD**

**AT&T  
Authorized Retailer**

**BUENO  
Taco Buena**

**TACO  
BELL**

**WHATABURGER**

**SUBWAY**

**Walgreens**

**BAKERY  
Schlotzsky's  
CAFE**

**BRAUM'S  
ICE CREAM AND DAIRY STORES**

**WING-STOP**

**INTERSTATE  
30**

**± 54,200 VPD**

**THE ORIGINAL  
TACO CABANA  
MEXICAN PATIO CAFE**

**DARK**

**chili's  
GRILL & BAR**





MAXIMUS



± 54,200 VPD



DARK



## SECTION 4 Area Overview



### GREENVILLE, TX

Located just 35 miles northeast of the Dallas/Ft. Worth metropolitan area, Greenville has all of the charm of a small East Texas town, but with a wonderful twist and some fun surprises! Nestled among the shabby-chic shops and down-home restaurants, visitors can find an award winning winery, vibrant public art, and numerous live entertainment venues. The music scene in Greenville ranges from a series of concerts by the Dallas Symphony, to the latest up and comer from Austin, Country music legends, and of course - a lot of home grown talent. Add to that the many annual festivals and events, and visitors will see that Greenville is a community that enjoys good fun, a great meal, and spending time with loved ones. So come and experience North Texas with a twist.

### DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2025 Projection	4,491	23,391	33,845
2020 Estimate	4,289	22,115	32,110
2010 Census	3,970	19,802	29,257
Growth % 2020-2025	4.71%	5.77%	5.40%
Growth % 2010-2020	8.04%	11.68%	9.75%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2025 Projection	1,889	9,025	12,710
2020 Estimate	1,808	8,538	12,051
2010 Census	1,692	7,801	11,096
Growth % 2020-2025	4.48%	5.70%	5.47%
Growth % 2010-2020	6.86%	9.45%	8.61%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Average Household Income	\$83,601	\$72,388	\$72,371



## DALLAS, TX

Dallas is a city where big ideas meet big opportunity. The city revolves around a bustling downtown area that expands through an assortment of neighborhoods and commercial centers, supported by a network of freeways that exceeds almost any other city. It boasts the largest urban arts district in the nation; where you'd be more likely to come across a world-class exhibit than a broken pair of chaps. Its past and present is rich in culture, an All-American city that was built on legends.

The central core of Dallas has experienced a steady and significant growth that speaks to its highly diversified economy. It has become a hub for real estate and business, establishing itself as one of the largest concentrations of corporate headquarters for publicly traded companies such as American Airlines, Neiman Marcus, Kimberly-Clark, JCPenney, ExxonMobil and many others. In 2015, Forbes reported that Dallas is “the best place for business and careers” in Texas. It’s the perfect blend of big city living and rustic southern charm.

The Dallas economy is expected to grow over the next couple of decades making it the perfect time to not only invest in Dallas real estate but also relocate. As the 9th largest city in the country, Dallas has something for everyone. It combines clashing images of the city skyline and cowboy vibes. Yet, the city of Dallas describes itself best with the motto: “Big Things Happen Here.”







### **EAST DALLAS**

East Dallas, also referred to as the Lake & Garden District, is an expansive area of numerous communities and neighborhoods in Dallas, Texas. White Rock Lake, located in the center of East Dallas, is considered “the crown jewel of the Dallas parks system”. The lake, along with the Dallas Arboretum and Botanical Garden located on the east side of the lake, has strongly influenced and shaped the identity of the East Dallas area.



### **KNOX/HENDERSON**

The Knox-Henderson neighborhood is a pedestrian-friendly area filled with shops, bars, and eateries that radiate out in all directions, the neighborhood manages to maintain a cozy vibe despite its central Dallas location. East Dallas’ popular Henderson Avenue corridor is headed for a major makeover with a new mixed-use project.



### **LAKEWOOD**

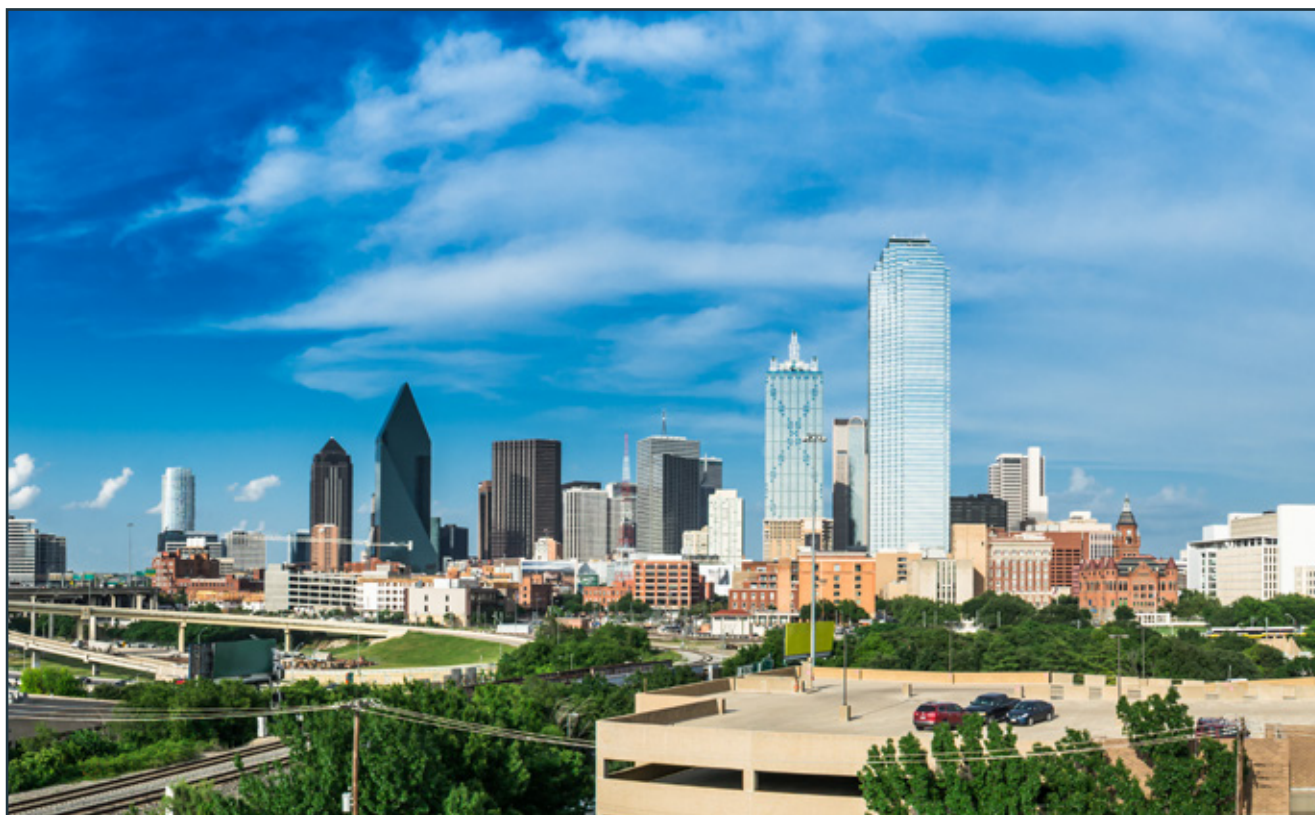
Nestled beside the shores of White Rock Lake, the neighborhood of Lakewood is an idyllic place for families and professionals alike. Boasting year-wide seasonal exhibits, including a huge autumn festival that features life-sized fairy tales houses made out of pumpkins, this neighborhood has a laid-back atmosphere, along with beautiful green spaces and parks.



### **LOWER GREENVILLE**

Lower Greenville is a major entertainment district in Dallas containing many popular bars, restaurants, boutique stores and live music venues. Thanks to a recent face-lift, Lower Greenville has evolved from being to a casually hip ‘hood boasting an ever-growing crop of eclectic shops, laid-back watering holes, and delicious dining gems.





## DALLAS-FORT WORTH MSA

The Dallas-Fort Worth Metroplex is the largest metropolitan area in the South, and fourth largest in the United States. It is a center for sporting events, tourism, and manufacturing. Dallas and its suburbs have one of the highest concentrations of corporate headquarters in the United States. Dallas is a center for corporate America. Because of its central location relative to the rest of the United States, Dallas is a popular convention site and site for many corporate headquarters and home to 21 Fortune 500 companies. Business management and operations is a major part of the economy. The Metroplex also contains the largest Information Technology industry base in the state. On the other end of the business spectrum, and on the other side of the Metroplex, the Texas farming and ranching industry is based in Fort Worth.





## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Taco Cabana (DARK)** located at **7105 I-30 Frontage Road, Greenville, TX 75402** (“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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## 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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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