

CONFIDENTIAL OFFERING  
MEMORANDUM



**Valvoline**<sup>TM</sup>

TEXAS AND LOUISIANA PORTFOLIO



**STIRLING**  
INVESTMENT ADVISORS





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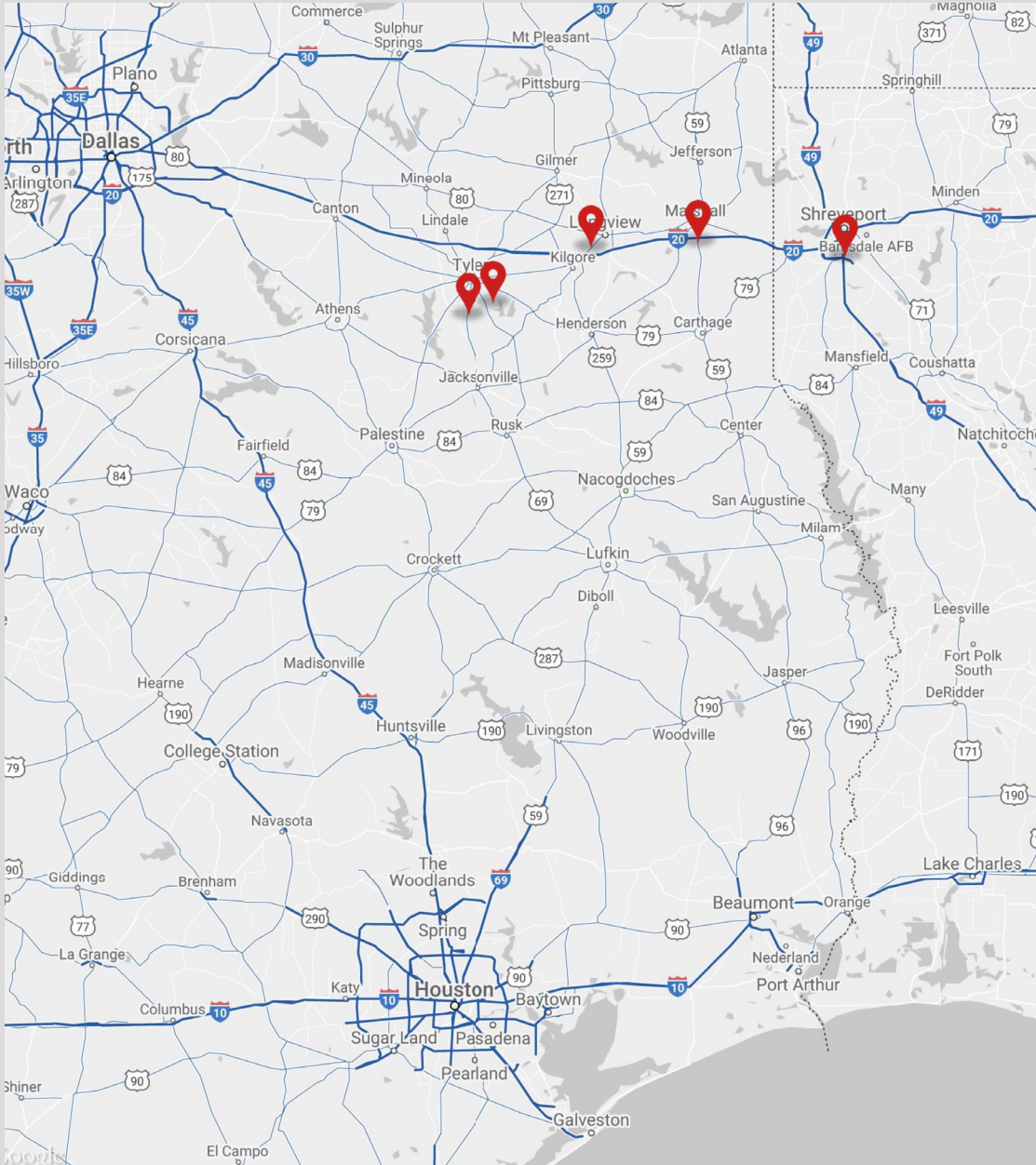
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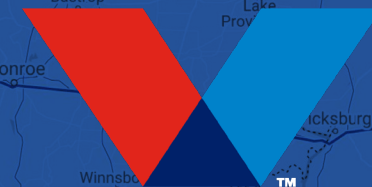
\*Representative Photo



# / EXECUTIVE SUMMARY /



## INVESTMENT HIGHLIGHTS



**Valvoline™**

- **Absolute Net Lease**
  - Tenant is responsible for the payment of all property taxes and insurance
  - Tenant is responsible for maintaining its own parcel including the parking lot
  - Tenant is responsible for the roof and structure of the building
- **Zero Landlord Responsibilities**
- **10 year primary term that commenced February 1, 2017 with four, 5-year renewal options**
- **1.5% annual rent increases throughout the remainder of the term including renewal options**
- **6.44% average return over remainder of primary term**
- **Can be purchased as a portfolio or individually**





### TENANT SUMMARY

Valvoline Inc. (NYSE: VVV) is a leading worldwide marketer and supplier of premium branded lubricants and automotive services, with sales in more than 140 countries. Established in 1866, the company's heritage spans more than 150 years, during which time it has developed powerful brand recognition across multiple product and service channels. Valvoline ranks as the No. 3 passenger car motor oil brand in the DIY market by volume.

It operates and franchises approximately 1,400 quick-lube locations, and it is the No. 2 chain by number of stores in the United States under the Valvoline Instant Oil ChangeSM brand and the No. 3 chain by number of stores in Canada under the Valvoline Great Canadian Oil Change brand. It also markets Valvoline lubricants and automotive chemicals, including the Valvoline High Mileage with MaxLife technology motor oil for engines over 75,000 miles; Valvoline Advanced Full Synthetic motor oil; Valvoline Premium Blue™ heavy-duty motor oil; Valvoline Multi-Vehicle Automatic Transmission Fluid; and Zerex™ antifreeze.

**\$2.390 Billion**  
2019 REVENUE

**1,400**  
QUICK - LUBE LOCATIONS

**No. 2**  
CHAIN IN THE US

**No. 3**  
CHAIN IN CANADA



# / LEASE SUMMARY /



## VALVOLINE PORTFOLIO - LOUISIANA & TEXAS

ADDRESS	LOCATION	LAND SIZE (ACRES)	BUILDING SIZE (SF)	* NET OPERATING INCOME	CAP RATE	PURCHASE PRICE
401 KINGS HWY	SHREVEPORT, LA	0.381	1,505	\$70,947	6.2%	\$1,144,314
1506 EAST END	MARSHALL, TX	0.407	1,925	\$62,773	6.2%	\$1,012,463
2457 W LOOP 281	LONGVIEW, TX	0.536	2,024	\$51,419	6.2%	\$829,337
6715 S. BROADWAY	TYLER, TX	0.283	1,713	\$68,342	6.2%	\$1,102,290
12409 STATE HWY 64 E	NEW CHAPEL HILL (TYLER, TX)	0.660	2,173	\$55,082	6.2%	\$888,420
						<b>\$4,976,823</b>

NET OPERATING INCOME AS OF FEBRUARY 1, 2021 \*  
ALL LEASES EXPIRE 1/31/2027 \*



401 KINGS HWY  
SHREVEPORT, LA



1506 EAST END  
MARSHALL, TX





2457 W LOOP 281  
LONGVIEW, TX



6715 S. BROADWAY AVE  
TYLER, TX

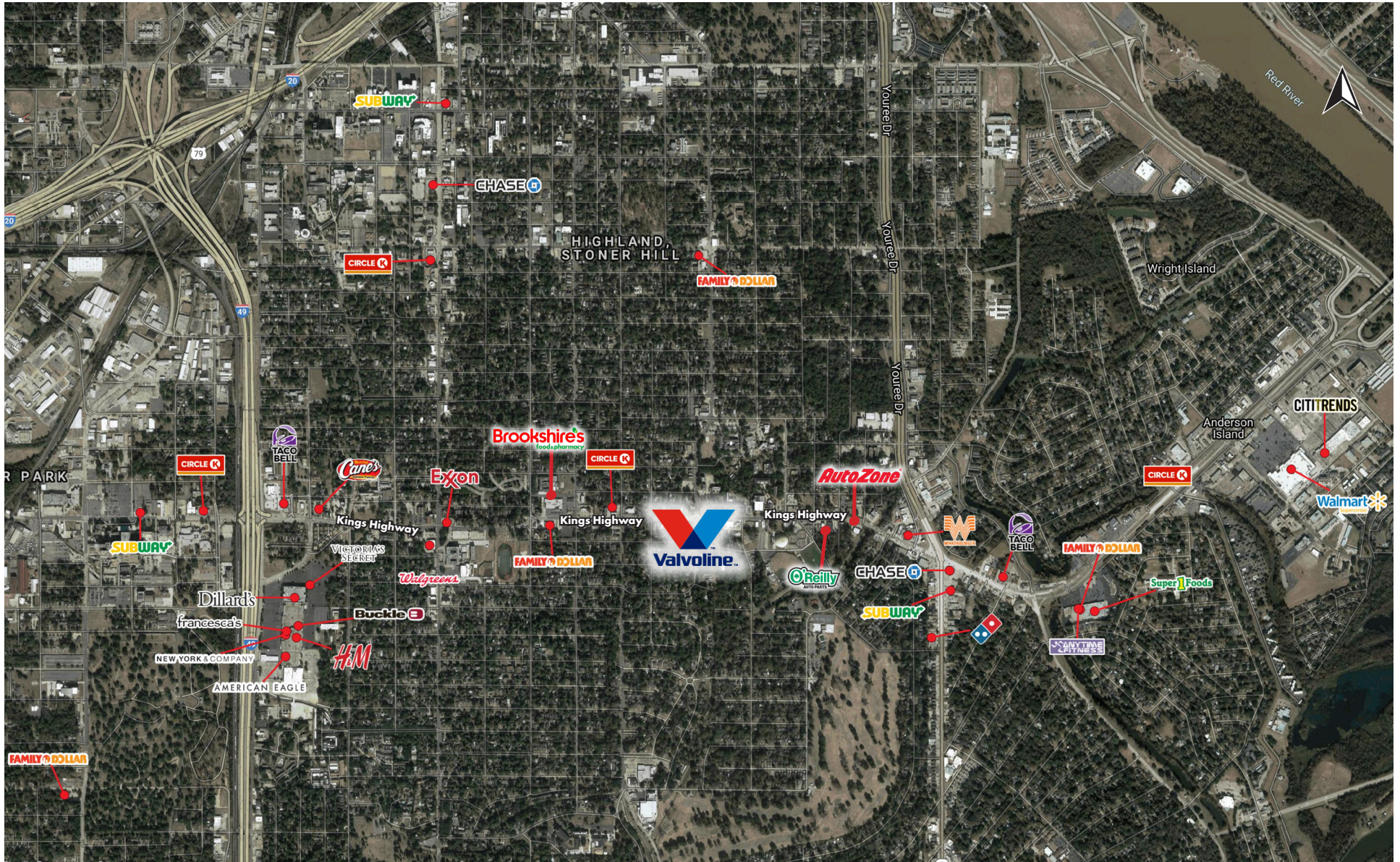


12409 STATE HWY 64  
TYLER, TX





# / RETAIL MAP / 401 KINGS HIGHWAY - SHREVEPORT, LA





# / AREA OVERVIEW / SHREVEPORT - BOSSIER CITY, LA

## SHREVEPORT - BOSSIER CITY MSA

The Shreveport–Bossier City MSA, has a population of approximately 395,000 residents. The MSA is part of the area called the Ark-La-Tex, a socio-economic region where Arkansas, Louisiana and Texas intersect. Shreveport-Bossier City is the largest economic and cultural center of North Louisiana and the wider Ark-La-Tex region. The diverse economy is primarily based on oil and gas, manufacturing, gaming, commerce, technology, and healthcare and medical research.

Shreveport–Bossier City is the medical hub of the Ark-La-Tex region. Along with LSU of Shreveport Medical School, the region has three other major healthcare providers. Major growth continues in the medical sector as the number of physicians, nurses and service providers moving into area increases. The development of new facilities is also furthering the economic growth.

The gaming industry is another attraction of the Shreveport-Bossier area. There are six riverboat casinos all situated along the Red River, including Jimmy Buffett's Margaritaville Casino Resort Hotel. Additionally, live horse racing can be enjoyed at Harrah's Louisiana Downs.

The Shreveport–Bossier City economy has a diversified economy and workforce. Continued economic success and growth is anticipated for the Shreveport-Bossier City MSA and the Ark-La-Tex Region.



DOWNTOWN SHREVEPORT



LOUISIANA BOARDWALK



BARKSDALE AIR FORCE BASE



LSU HEALTH OF SHREVEPORT MEDICAL CENTER



# / AREA OVERVIEW / SHREVEPORT - BOSSIER CITY, LA

## DEMOGRAPHICS

1 MILE

3 MILES

5 MILES

### KEY FACTS



13,054

POPULATION

34.7

MEDIAN AGE



73,456

POPULATION

36.7

MEDIAN AGE



163,867

POPULATION

35.5

MEDIAN AGE



5,735

HOUSEHOLDS

\$34,812

MEDIAN DISPOSABLE  
INCOME



31,181

HOUSEHOLDS

\$31,547

MEDIAN DISPOSABLE  
INCOME



66,380

HOUSEHOLDS

\$31,316

MEDIAN HOUSEHOLD  
INCOME

### EDUCATION



21%

HIGH SCHOOL  
GRADUATE



32%

SOME  
COLLEGE



35%

BACHELOR'S/GRAD/  
PROF DEGREE



29%

HIGH SCHOOL  
GRADUATE



29%

SOME  
COLLEGE



28%

BACHELOR'S/GRAD/  
PROF DEGREE



33%

HIGH SCHOOL  
GRADUATE



29%

SOME  
COLLEGE



24%

BACHELOR'S/GRAD/  
PROF DEGREE

### BUSINESS



708

TOTAL BUSINESSES



5,415

TOTAL EMPLOYEES



5,118

TOTAL BUSINESSES



74,391

TOTAL EMPLOYEES



9,604

TOTAL BUSINESSES

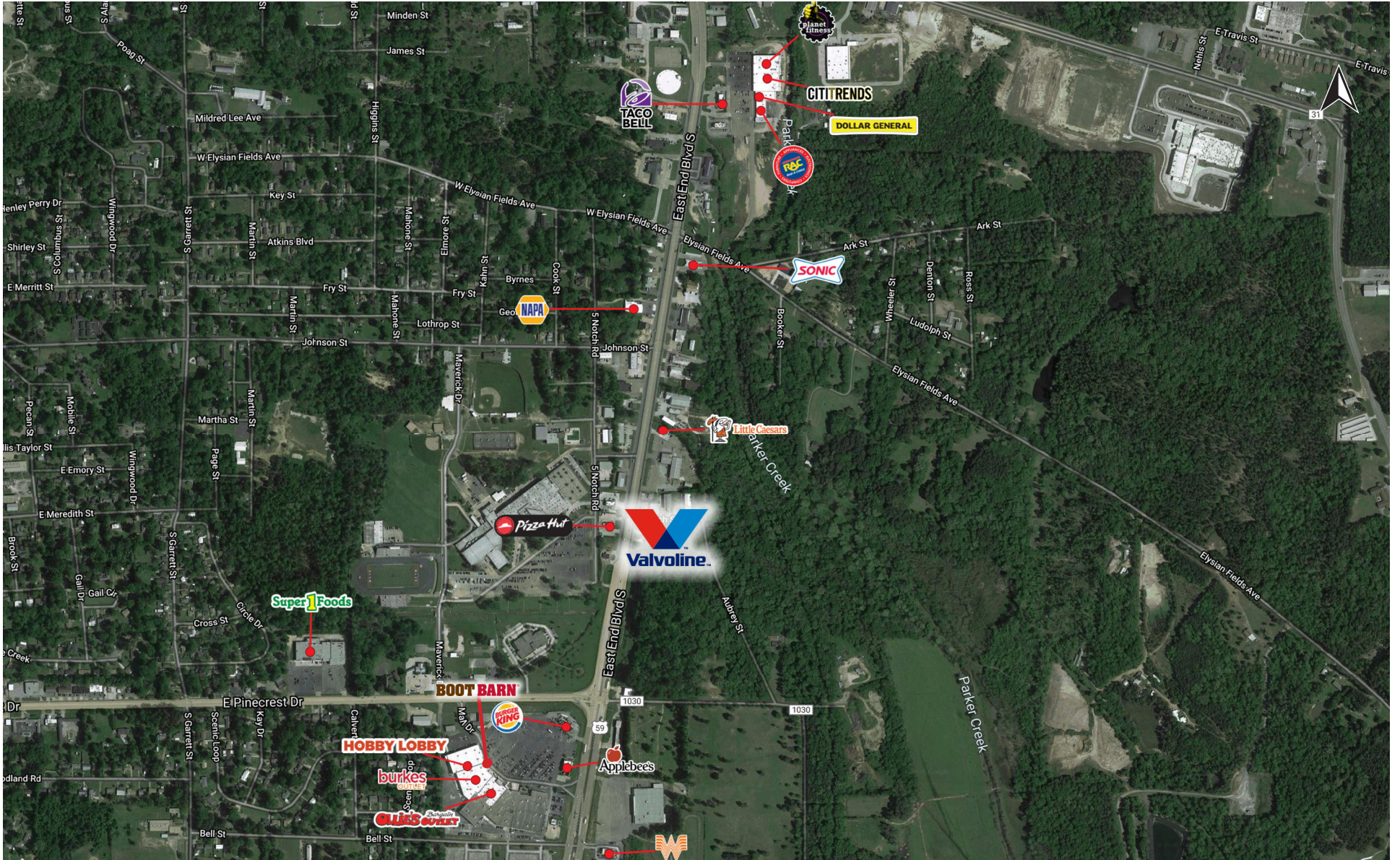


133,006

TOTAL EMPLOYEES



## / RETAIL MAP / 1506 EAST END - MARSHALL, TX





# / AREA OVERVIEW / MARSHALL, TX

## MARSHALL MSA

Marshall is an area rich in natural resources both above and below ground amid the rolling pine forests of East Texas. Abundant lignite and petroleum extraction have provided employment for decades. It's diverse economy also includes higher education, manufacturing, and tourism.

Situated near US Hwy 59 right of way, Marshall continues to see transportation growth out of Mexico, the Port of Houston, and other major markets across the country. US Hwy 59 intersects with I-20 and is one of the most traveled interstate systems running across the southern USA. Marshall's strategic location is enhanced, because of its central location to both I-20 & US Hwy 59.

The city of Marshall's higher learning institutions provides employers with a diverse workforce from which to choose. There are 2 four-year universities, a junior college, and a state technical college. Local workers are trained in a variety of specialized disciplines, ranging from cyber security to welding, and from business administration to biomedical research.

Sportsmen and outdoor enthusiasts from around the world visit Caddo Lake. Caddo Lake State Park offers a variety of outdoor activities, such as fishing, bird watching, hiking and canoeing. It's also been the scenic backdrop for many film productions.

With its easy access to major interstates, diverse workforce, economy, and natural beauty, Marshall remains a great place to work, live and raise a family.



DOWNTOWN MARSHALL



CADDO LAKE



HARRISON COUNTY HISTORICAL MUSEUM



EAST TEXAS BAPTIST UNIVERSITY



# / AREA OVERVIEW / MARSHALL, TX

## DEMOGRAPHICS

1 MILE

3 MILES

5 MILES

### KEY FACTS



3,174

POPULATION

36.6

MEDIAN AGE



22,655

POPULATION

35.5

MEDIAN AGE



26,067

POPULATION

35.9

MEDIAN AGE



1,214

HOUSEHOLDS

\$35,944

MEDIAN DISPOSABLE  
INCOME



8,216

HOUSEHOLDS

\$36,979

MEDIAN DISPOSABLE  
INCOME



9,463

HOUSEHOLDS

\$37,217

MEDIAN HOUSEHOLD  
INCOME

### EDUCATION



40%

HIGH SCHOOL  
GRADUATE



25%

SOME  
COLLEGE



16%

BACHELOR'S/GRAD/  
PROF DEGREE



35%

HIGH SCHOOL  
GRADUATE



29%

SOME  
COLLEGE



19%

BACHELOR'S/GRAD/  
PROF DEGREE



35%

HIGH SCHOOL  
GRADUATE



28%

SOME  
COLLEGE



19%

BACHELOR'S/GRAD/  
PROF DEGREE

### BUSINESS



210

TOTAL BUSINESSES



2,939

TOTAL EMPLOYEES



1,140

TOTAL BUSINESSES



13,435

TOTAL EMPLOYEES



1,240

TOTAL BUSINESSES

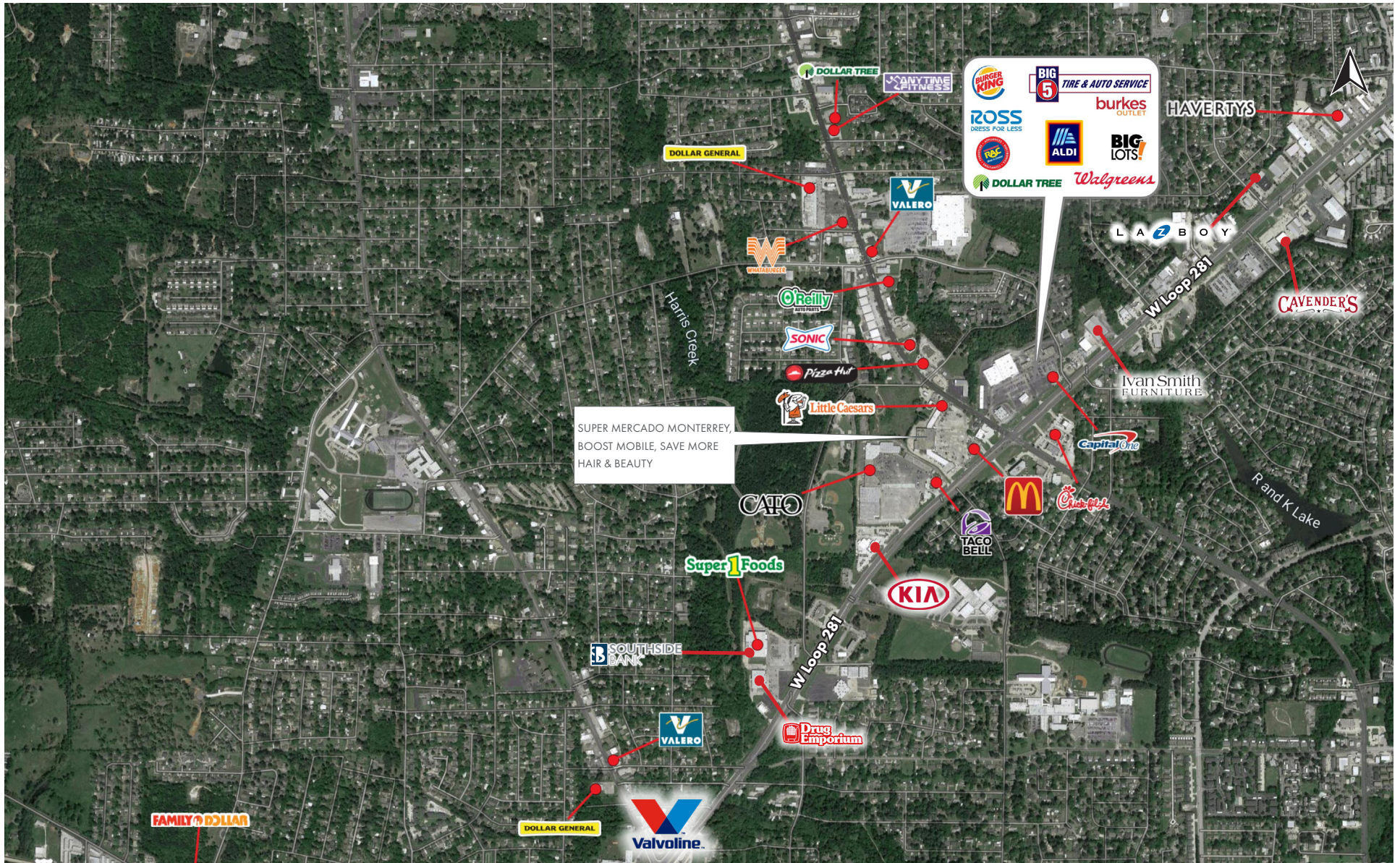


14,734

TOTAL EMPLOYEES



# / RETAIL MAP / 2457 W LOOP 281 - LONGVIEW, TX





# / AREA OVERVIEW / LONGVIEW, TX

## LONGVIEW MSA

Although forged from a rich history in the oil and gas industry, Longview has a strong health care industry, manufacturing, and technology sectors. The economy in Longview is healthy and the city continues to see growth in population and housing.

The Longview MSA has approximately 217,000 residents and Longview is the principal city and regional hub for retail. Many employers have been in the area for decades. New companies are moving into the Longview MSA attracted to the quality of life the area offers. Helping them retain and attract new employees.

Longview's higher education sector provides training and education to meet the needs of the diverse employment base. The area is home to three institutions of higher learning: LeTourneau University, Kilgore College, and The University of Texas at Tyler Longview University Center. LeTourneau University has the top aviation program in the country and offers degrees in a variety aeronautical science fields and traffic control management.

For people and businesses seeking the less expensive and hectic pace of larger cities, but still wanting quick access to those areas, Longview is a great option. Positioned on Interstate 20 between Shreveport, LA and Dallas, the amenities of a large metropolitan area are within a one to two-hour drive. Making Longview a great place to live, work and raise a family.



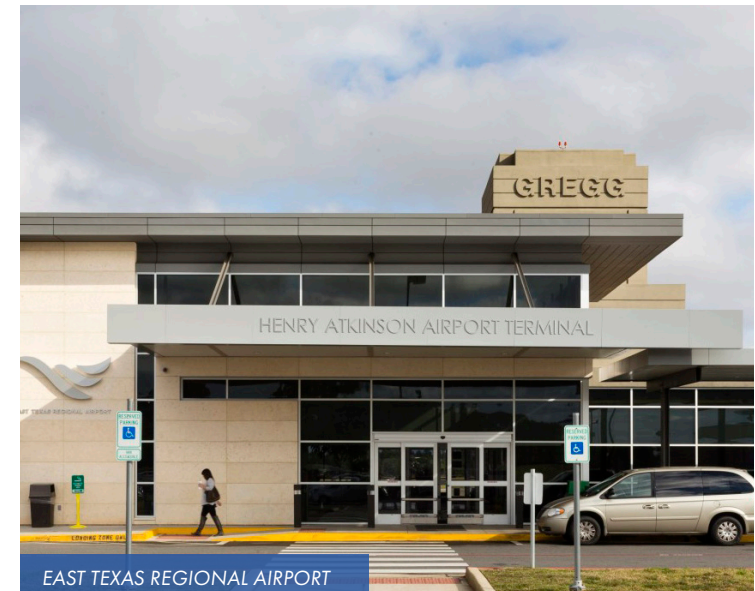
DOWNTOWN LONGVIEW



GREGG COUNTY HISTORICAL



LETOURNEAU UNIVERSITY



EAST TEXAS REGIONAL AIRPORT



# / AREA OVERVIEW / LONGVIEW, TX

## DEMOGRAPHICS

1 MILE

3 MILES

5 MILES

### KEY FACTS



**7,698**

POPULATION

**31.9**

MEDIAN AGE



**36,480**

POPULATION

**36.7**

MEDIAN AGE



**82,382**

POPULATION

**36.4**

MEDIAN AGE



**2,643**

HOUSEHOLDS

**\$42,660**

MEDIAN DISPOSABLE  
INCOME



**14,409**

HOUSEHOLDS

**\$46,804**

MEDIAN DISPOSABLE  
INCOME



**31,121**

HOUSEHOLDS

**\$43,867**

MEDIAN HOUSEHOLD  
INCOME

### EDUCATION



**34%**

HIGH SCHOOL  
GRADUATE



**33%**

SOME  
COLLEGE



**18%**

BACHELOR'S/GRAD/  
PROF DEGREE



**29%**

HIGH SCHOOL  
GRADUATE



**33%**

SOME  
COLLEGE



**26%**

BACHELOR'S/GRAD/  
PROF DEGREE



**29%**

HIGH SCHOOL  
GRADUATE



**34%**

SOME  
COLLEGE



**23%**

BACHELOR'S/GRAD/  
PROF DEGREE

### BUSINESS



**394**

TOTAL BUSINESSES



**4,120**

TOTAL EMPLOYEES



**1,667**

TOTAL BUSINESSES



**15,430**

TOTAL EMPLOYEES



**4,189**

TOTAL BUSINESSES



**47,388**

TOTAL EMPLOYEES



# / RETAIL MAP / 6715 S. BROADWAY AVENUE - TYLER, TX





## / RETAIL MAP / 12409 STATE HIGHWAY 64 - TYLER, TX





# / AREA OVERVIEW / TYLER, TX

## TYLER MSA

Tyler is the largest city in Northeast Texas. It's strategically located between Dallas, TX and Shreveport, LA. Tyler is a culturally and economically diverse area. It is the area's leader in health care, education, horticultural and recreational industries.

With a population of approximately 216,000, The Tyler MSA is hub for medical health care in Northeast Texas. Medical facilities include four hospitals (including a Level 1—trauma center), a variety of specialty clinics and support services. Support service providers include nursing agencies, in home health services, and medical equipment providers.

Fueling the growth of the economy, Tyler is home to several universities. The University of Texas at Tyler is one of the fastest growing campuses in The University of Texas system. There are currently 10,206 students enrolled. Tyler Junior College, which includes a new Nursing and Health Sciences building, has 12,585 students. Texas College has 1,044 students. These three colleges and universities continue to provide a diverse workforce for the region.

Known as the "The Rose Capital of America", Tyler exports over 60% of the nation's commercially grown roses. During the entire month of October, the area celebrates Rose Season with community events and is highlighted by the Texas Rose Festival.

Due to its central location along the I-20 corridor, advancements in the medical and education fields, Tyler is projected to have continued economic success and population growth.



DOWNTOWN TYLER



TYLER ROSE GARDEN



UT TYLER



ROSE FESTIVAL



# / AREA OVERVIEW / 6715 S. BROADWAY AVENUE - TYLER, TX

## DEMOGRAPHICS

1 MILE

3 MILES

5 MILES

### KEY FACTS



**7,996**

POPULATION

**36.9**

MEDIAN AGE



**46,458**

POPULATION

**38.6**

MEDIAN AGE



**92,355**

POPULATION

**36.8**

MEDIAN AGE



**3,743**

HOUSEHOLDS

**\$51,207**

MEDIAN DISPOSABLE  
INCOME



**20,220**

HOUSEHOLDS

**\$53,734**

MEDIAN DISPOSABLE  
INCOME



**38,025**

HOUSEHOLDS

**\$51,670**

MEDIAN HOUSEHOLD  
INCOME

### EDUCATION



**14%**

HIGH SCHOOL  
GRADUATE



**42%**

SOME  
COLLEGE



**40%**

BACHELOR'S/GRAD/  
PROF DEGREE



**17%**

HIGH SCHOOL  
GRADUATE



**37%**

SOME  
COLLEGE



**40%**

BACHELOR'S/GRAD/  
PROF DEGREE



**19%**

HIGH SCHOOL  
GRADUATE



**36%**

SOME  
COLLEGE



**36%**

BACHELOR'S/GRAD/  
PROF DEGREE

### BUSINESS



**354**

TOTAL BUSINESSES



**4,181**

TOTAL EMPLOYEES



**2,884**

TOTAL BUSINESSES



**30,676**

TOTAL EMPLOYEES



**5,279**

TOTAL BUSINESSES



**71,318**

TOTAL EMPLOYEES



# / AREA OVERVIEW / 12409 STATE HIGHWAY 64 - TYLER, TX

## DEMOGRAPHICS

1 MILE

3 MILES

5 MILES

### KEY FACTS



341

POPULATION

41.2

MEDIAN AGE



5,846

POPULATION

42.9

MEDIAN AGE



21,091

POPULATION

36.7

MEDIAN AGE



129

HOUSEHOLDS

\$56,529

MEDIAN DISPOSABLE  
INCOME



2,153

HOUSEHOLDS

\$56,136

MEDIAN DISPOSABLE  
INCOME



8,347

HOUSEHOLDS

\$52,474

MEDIAN HOUSEHOLD  
INCOME

### EDUCATION



26%

HIGH SCHOOL  
GRADUATE



39%

SOME  
COLLEGE



29%

BACHELOR'S/GRAD/  
PROF DEGREE



28%

HIGH SCHOOL  
GRADUATE



40%

SOME  
COLLEGE



26%

BACHELOR'S/GRAD/  
PROF DEGREE



24%

HIGH SCHOOL  
GRADUATE



37%

SOME  
COLLEGE



33%

BACHELOR'S/GRAD/  
PROF DEGREE

### BUSINESS



4

TOTAL BUSINESSES



37

TOTAL EMPLOYEES



134

TOTAL BUSINESSES



1,088

TOTAL EMPLOYEES



564

TOTAL BUSINESSES



10,214

TOTAL EMPLOYEES



# / COMPANY OVERVIEW /

## ABOUT STIRLING INVESTMENT ADVISORS

Evolution in the commercial real estate industry is creating rapid change, increasing the need for professional real estate guidance for investors and property owners. This new landscape is impacting real estate values—presenting both problems and opportunities in the market.

Stirling Properties' Investment Advisors has the depth and breadth of experience to help solve problems and maximize the potential of your investment assets. With a core focus on the Gulf South market, our team brings a myriad of services to the table along with an in-depth understanding of real estate cycles and complexities. We will assess the risk and rewards of any investment and guide our clients through difficult decisions.

Stirling Properties' Investment Advisors represent a wide range of client types, including private owners, institutional investors, and private equity firms, totaling more than \$1.64 billion in commercial volume in the last five years.

## SERVICES



Retail, Multifamily,  
Office, Medical,  
Industrial



Single Asset/  
Portfolio  
Dispositions



Net Lease  
Investments



1031 Tax Deferred  
Exchanges



Capital Markets  
Debt Placement



Financial &  
Investment  
Analysis



Market  
Research






Valuation  
Services

OFFERING UNPARALLELED MARKET  
KNOWLEDGE AND PRODUCT DIVERSITY,  
SIA IS COMMITTED TO PROVIDING THE  
BEST POSSIBLE SERVICE TO NAVIGATE  
CONSTANTLY CHANGING LOCAL MARKETS.



# / COMPANY OVERVIEW /

## SAMPLE GULF SOUTH TRANSACTIONS LIST

TENANT	LOCATION	PRICE	CAP RATE
	Gretna, LA	\$5,500,000	7.67%
	Lafayette, LA	\$13,000,000	8.78%
	Covington, LA	\$5,600,000	7.8%
	Greenwell Springs Rd Baton Rouge, LA	\$4,750,000	6.67%
	Coursey Boulevard Baton Rouge, LA	\$5,750,000	6.75%
	Youngsville, LA	\$3,175,000	5.35%
	New Iberia, LA	\$5,133,000	6.1%
	Amite, LA	\$3,102,438	8%
	Hammond, LA	\$14,700,000	9.23%
	Denham Springs, LA	\$6,243,000	6.25%
	Ruston, LA	\$5,125,000	6.25%
	Gretna, LA	\$11,409,909	5.55%
	West Monroe, LA	\$4,800,000	5.63%
	Covington, LA	\$4,768,593	5.825%
	Ponchatoula, LA	\$6,587,552	5.775%
	Crowley, LA	\$4,491,310	5.8%
	Abita Springs, LA	\$5,808,000	6.25%
	Gonzales, LA	\$5,557,440	6.25%
	Geismar, LA	\$5,413,664	6.25%
	Lafayette, LA	\$5,920,000	6.25%
	Broussard, LA	\$4,650,000	6.50%
	Slidell, LA	\$1,599,103	5.575%

TENANT	LOCATION	PRICE	CAP RATE
	Hammond, LA	\$2,064,931	5.84%
	Meraux, LA	\$2,294,620	7.25%
	Franklinton, LA	\$1,184,000	7.58%
	Slidell, LA	\$971,574	7.15%
	Amite, LA	\$1,250,000	6.87%
	Slidell, LA	\$1,235,000	4.6%
	Slidell, LA	\$900,000	5.2%
	Baton Rouge, LA	\$1,875,000	5.5%
	Covington, LA	\$4,100,000	5.75%
	Slidell, LA	\$1,860,250	6.00%
	D'Iberville, MS	\$11,395,000	6.42%
	Lake Charles, LA	\$10,751,100	6.50%
	McComb, MS	\$2,333,169	6.50%
	Slidell, LA	\$995,000	6.89%
	Slidell, LA	\$5,409,900	6.95%
	Mandeville, LA	\$2,559,000	5.78%
	McComb, MS	\$1,135,000	6.81%
	Lake Charles, LA	\$6,000,000	9.33%



# / COMPANY OVERVIEW /

## ABOUT THE TEAM



**STACY BANKHEAD ODOM**  
Senior Advisor / Broker Associate

Stacy Odom brings a wealth of knowledge of the Ark-La-Tex Market and has commercial real estate experience across a multitude of project types including retail, investment sales, office and industrial sectors. As an Associate Broker in sales and leasing, she is experienced with national and local tenant representation and landlord services. Additionally, she has provided consulting and analysis services in working with both REITs and private ownership groups in the acquisition and disposition of investment properties. Her capabilities have allowed her to work with a broad diversity of clients including national and regional retailers, developers, medical services and oil and gas companies.

Stacy is a licensed real estate broker in the states of Louisiana and Texas. As a Certified Commercial Investment (CCIM) candidate, she is a member of the Louisiana CCIM chapter. Since joining Stirling in 2012, she is an active member of the International Council of Shopping Centers (ICSC), Retail Broker's Network (RBN) and North Texas Commercial Association of Realtors. Community involvement includes being a graduate of the Greater Shreveport Chamber of Commerce Leadership program, Junior League of Shreveport-Bossier sustainer and former board member of Friends of the Meadows Museum and Samaritan Counseling Center.

Graduating from the University of Texas at Austin, Stacy received her Bachelor of Arts degree in Real Estate.



**JUSTIN LANGLOIS, CCIM**  
Regional Vice President

Justin Langlois, CCIM serves as Regional Vice President with Stirling Properties in Baton Rouge, Louisiana. He specializes in investment sales, primarily in retail, office and healthcare. His skill set includes commercial real estate sales and leasing, landlord and tenant representation, sublease representation, REO and bank foreclosures, sale/leaseback, lease negotiation, real estate investment analysis and financial feasibility, as well as site selection.

Justin has been actively involved in the commercial real estate industry for over a decade. He earned the prestigious CCIM designation in 2010. He previously served as the managing director with SVN | Graham, Langlois & Legendre commercial real estate firm in Baton Rouge, which he founded with partners Ben Graham, and Steve Legendre.

Justin is a member of the board of directors for the Baton Rouge Growth Coalition and serves as secretary for the organization. He also supports various organizations including The Chapel on the Campus (LSU), Campus Crusade for Christ (CRU), Mary Bird Perkins – Investors Collective, and Volunteers of America.

Justin is married to Dodi Langlois. He is the proud father of three daughters, Harper, Eliza and Remy, and a son, Max. Justin was born and raised in Baton Rouge, graduated in 1999 from Louisiana State University Lab School and earned a B.A. in English from Millsaps College (2003) in Jackson, MS.



**BEEZIE LANDRY**  
Vice President of Investment Advisors

Beezie Landry was recently promoted to Vice President of Investment Advisors, where he oversees Stirling Properties newly created Investment Advisors Division. Over the last few years, he has been responsible for the acquisition and disposition of nearly \$500 million dollars' worth of investment assets in Louisiana and Mississippi, focusing on single and multi-tenant retail and medical office space. He has represented a wide range of client types including private and institutional investors. He has completed transactions with REITs such as Weingarten Realty Investors, General Growth, VEREIT, Realty Income and AEI Funds.

Beezie has also worked closely with the Stirling Properties Development Committee to coordinate the financing, refinancing, development, redevelopment and acquisition of retail and office properties. In addition, he has extensive experience in landlord representation in leasing new developments and existing shopping centers.



# / COMPANY OVERVIEW /

## ABOUT THE TEAM



GRIFFIN LENNOX

Investment Advisor / Sales Analyst

Griffin Lennox joined Stirling Properties in 2015 as a financial analyst on the Investment Sales & Acquisitions Team. Since then, Griffin has become a licensed member of Stirling's Investment Advisors group with experience in the acquisition and disposition of commercial real estate assets across multiple product types.

Griffin is also responsible for identifying and underwriting investment opportunities for clients of Stirling's Investment Advisor group. He is certified in ARGUS Enterprise, a real estate evaluation software used in the global real estate market. He also works closely with Stirling's development team, assisting with financing and refinancing efforts. He is a member of the Urban Land Institute (ULI), Louisiana Management Team, and the International Council of Shopping Centers (ICSC), where he serves on the Next Gen Planning Committee for New Orleans.

A native of North Carolina, Griffin graduated from Louisiana State University (LSU) E J Ourso College of Business with a bachelor's degree in Business Administration and Management with concentrations in real estate finance and communications.



STEADMAN BETHEA

Advisor

Steadman Bethea serves as an Advisor with Stirling Properties' commercial real estate team, working from the company's Mobile, Alabama, office.

Before joining Stirling Properties, Steadman worked as a Real Estate Advisor with 30A Realty located on the Gulf Coast of the Florida Panhandle, where he was a member of one of the top-performing teams in the market.

He has also held the roles of analyst and account executive with Walton Funding, a private mortgage company. Here he garnered knowledge and experience with lending on investment properties and commercial loans, a skill set he uses to help guide his clients in making smart real estate decisions.

A native of Montgomery, AL, Steadman graduated from Samford University with a Bachelor of Science degree in Business Administration and Finance. He holds commercial real estate licenses in both Florida and Alabama.

He and his wife reside in Fairhope, AL, where he is a member of the Baldwin Commercial Exchange Club and an active volunteer as a YoungLife Leader.



# / DISCLAIMER & CONFIDENTIALITY /

## DISCLAIMER

The information provided in this Offering Memorandum has been derived from sources deemed reliable. However, it is subject to errors, omissions, price change and/or withdrawal, and no warranty is made as to the accuracy. Further, no warranties or representation shall be made by Stirling Properties or its agents, representatives or affiliates regarding oral statements that have been made in the discussion of the property. This presentation prepared by Stirling Properties was sent to the recipient under the assumption that s/he is a buying principal. Any potential purchaser is advised that s/he should either have the abstract covering the real estate which is the subject of the contract examined by an attorney of his/her selection or be furnished a policy of title insurance.

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 Stirling Properties, LLC or any of the affiliates or any of their respective officers. Directors, shareholders, owners, employees, or agents for any damages, liability, or cause of action relating to this solicitation process or the marketing or sale of the Property.

## CONFIDENTIALITY

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 purchase or made available to any other person without the written consent of Seller or Stirling Properties, LLC.

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

1. The Offering Memorandum and its contents are confidential.
2. The information contained herein shall be held and treated with the strictest of confidence.
3. Whether directly or indirectly, you will not disclose this Offering Memorandum in a manner detrimental to the interest of the Seller.

Should you elect to not pursue negotiations in the acquisition of the Property or in the future you discontinue such negotiations, you then agree to purge all materials relating to this Property including 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.*

11-2-2015



### 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.

Stacy Bankhead Odom	240620	stacybodom@gmail.com	318.560.6487
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
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





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