



SINGLE TENANT RETAIL INVESTMENT OPPORTUNITY
10 MINUTES FROM WINSTAR WORLD CASINO



Applebee's - Gainesville

4323 Interstate 35, Gainesville, Texas 76240



Applebee's

4323 Interstate 35
Gainesville, Texas 76240

CONFIDENTIAL OFFERING MEMORANDUM

EXCLUSIVE LISTING BROKERS

Bill Pyle

Principal, Capital Markets
bpyle@edge-cm.com
214.545.6977

Brandon Beeson

Principal, Capital Markets
bbeeson@edge-cm.com
214.545.6916

Nicolas Elwood

Senior Associate, Capital Markets
nelwood@edge-cm.com
214.545.6957

FOR DEBT RELATED QUESTIONS

Ian Coutts

Managing Director, National Note Sales
iancoutts@edge-cm.com
305.458.7580

Edge Realty Partners

5950 Berkshire Lane, Suite 700, Dallas, Texas 75225
214.545.6900 | edge-re.com

EXECUTIVE SUMMARY	5
WINSTAR WORLD CASINO	6
BRAND PROFILE	7
THE PROPERTY	8
PROPERTY DETAILS	9
LOCATION MAP	10
AERIALS	11
THE FINANCIALS	12
FINANCIAL SUMMARY	13
LEASE SUMMARY	14
THE MARKET	15
MARKET OVERVIEW	16
DEMOGRAPHICS	19
DISCLAIMER	20

PROPERTY	Applebee's	PRICE	\$4,545,455
LOCATION	4323 Interstate 35, Gainesville, Texas 76240	CAP RATE	5.50%



- OVERVIEW**
- Close Proximity to Texas, Oklahoma Border Crossing
 - Over 40,000 cars pass daily on North Interstate 35
 - Excellent Visibility Along North Interstate 35

PRICE **\$4,545,455**

CAP RATE **5.50%**



Dallas-Fort Worth-Arlington 4th largest metropolitan area in the nation



60 miles north of Dallas-Fort Worth International Airport



1,954,598 population within 50 miles



5 miles from WinStar Casino - largest casino in the world

INVESTMENT OVERVIEW

The Applebee's (the "Property") is a 3,931 square foot retail property located at 4323 N Interstate 35, in Gainesville, Texas. The Property is a pad site to a multi-tenant retail center. The Property was constructed in 2001 and is currently in operation.

TOP INVESTOR MARKET

Gainesville, Texas is a small town just south of the Texas, Oklahoma border. The town is nearly 60 miles north of the Dallas—Fort Worth metropolitan area and is situated along N Interstate 35. By being in such a strategic position near the border, commercial businesses see continuous foot traffic from people crossing between Texas and Oklahoma. Additionally, as a part of the DFW Metro, statistics show that DFW is one of the largest metro areas in the United States based on population, ranking 4th among all Metros in the US, according to 2020 Census data. The DFW Metro has added more than 1.2 million residents in the last 10 years, growing the population by 20%. With the increase in population, DFW is seeing substantial growth in consumer spending and business development year over year. The Dallas—Fort Worth metroplex boasted a GDP of just over \$620.6 billion in 2020. If the Metroplex were a sovereign state,

it would have the twentieth largest economy in the world as of 2019. In 2015, the metropolitan area would rank as the ninth-largest economy if it were a U.S. state. The US Census Bureau also estimates that the DFW metroplex gains another person every four minutes. These factors have contributed to the local economy adding jobs at one of the fastest rates in the nation, averaging more than 100,000 per year since 2012, outpacing the national economy and resetting the bar for market performance. Given that Dallas-Fort Worth has one of the best economies in the country, consumer spending has steadily increased along with job growth and in-migration. Additionally, Texas is a favorable state for retail investment as there is no individual state income tax.

WinStar World Casino & Resort is a 1,495-bed resort property located in Thackerville, OK. Built in 2004 and owned by the Chickasaw Nation, WinStar is positioned on the Texas-Oklahoma border and is the largest casino in the United States. The property is ideally positioned just a 1-hour drive north of DFW and 2-hours south of Oklahoma City. The resort provides market defining amenities such as a 500,000 square foot gaming floor, three hotel towers, two 18-hole golf courses, concert hall, RV park, and numerous bars and restaurants. The casino employs over 3,500 people, making it the largest employer in southern Oklahoma.

WinStar World Casino & Resort has become a magnet for vacationers and gamblers from the State of Texas. Over the last 12 months, the casino has brought in 7.84 million visitors, making it the #1 most visited casino property outside of Las Vegas and 18th most visited in the country. WinStar has shown a commitment to expanding and upgrading their amenities and gaming floor space which will allow them to continue to see customer traffic growth as North Texas's population experiences nation leading growth.





The Applebee's chain was founded by Bill and T. J. Palmer in 1980. The vision that they wanted was "to create a restaurant that had a neighborhood pub feel to it and could offer friendly service along with quality fare at a lower price than most of their competition." In 1986, the name of the concept was changed to Applebee's Neighborhood Grill & Bar. In the 1990s Applebee's became one of the largest sit-down restaurant chains in the United States and began trading publicly in November 1991. In 1998, Applebee's opened its 1000th restaurant. On July 16, 2007, IHOP Corp. announced that it agreed to buy Applebee's International for about \$2.1 billion. After the acquisition, IHOP Corp. changed its name to DineEquity, Inc. With their merger in November 2007, Applebee's and IHOP combined to make the largest full-service restaurant company in the world, with more than 3,250 locations. As of December 31, 2019, there were 1,787 restaurants operating system-wide in the United States and 15 other countries, including 69 that are company owned and 1,718 that are franchised.

BRAND NAME	Applebee's	OPERATOR/TENANT NAME	Apple Texas Restaurants, Inc.
OWNERSHIP	Public	OWNERSHIP	Private
SALES VOLUME	\$2.99 billion (2020)	# OF LOCATIONS	44
CREDIT RATING	BBB	HEADQUARTERED	Dallas, TX
RATING AGENCY	S&P	WEBSITE	www.sscpmanagement.com
STOCK SYMBOL	DIN (Dine Brands Global, Inc.)	YEARS IN BUSINESS	14 years
BOARD	NYSE		
# OF LOCATIONS	1,600+		
HEADQUARTERED	Glendale, CA		
WEBSITE	www.applebees.com		
YEARS IN BUSINESS	41 years		



The Property

ADDRESS	4323 North Interstate 35 Gainesville, Texas 76240
LAND AREA	1.48 ac
YEAR BUILT	2001
OCCUPANCY	100%
PARKING	146 spaces including 4 handicap 37.14 per 1,000 sf
ZONING	C3 - Outdoor commercial
TAX AUTHORITY / ID	Cooke County / 111725
BUILDING EXTERIOR	Brick exterior
ROOF	Flat
HVAC	Roof mounted
SITE LIGHTING	Pole and building mounted lights
PARKING LOT	Good condition. Asphalt

2021 DEMOGRAPHIC SNAPSHOT

	1 Mile	3 Mile	5 Mile
TOTAL POPULATION	103	3,774	18,950
POPULATION GROWTH 2021-2026	7.26%	5.86%	5.18%
AVERAGE HH INCOME	\$54,636	\$49,816	\$59,601





The Financials



Financial Summary

ANALYSIS SUMMARY

ANALYSIS START DATE	7/1/2022
HOLD PERIOD	5
LAND AREA	64,469
IN-PLACE OCCUPANCY	100.00%

PURCHASE SUMMARY

PRICE	\$4,545,455
PRICE PSF (IMPROVEMENTS)	\$1,156.31
PRICE PSF (LAND)	\$70.51
IN-PLACE NOI	\$250,000
IN-PLACE CAP RATE	5.50%
YEAR 1 NOI	\$264,583
YEAR 1 CAP RATE	5.82%

REVERSION ANALYSIS

YEAR 6 NOI	\$291,042
RESIDUAL CAP RATE	6.00%
SALES PRICE	\$4,850,700
PRICE PSF (IMPROVEMENTS)	\$1,233.96
PRICE PSF (LAND)	\$75.24

RETURNS

	ALL-CASH
AVERAGE CASH ON CASH / YIELD ON EQUITY	6.00%
IRR	6.80%
MULTIPLE	1.35x



Lease Summary

TENANT	SUITE	SF	% OF GLA	LEASE START	LEASE EXPIRATION	DATE	MONTHLY RENT	ANNUAL RENT	RENT PSF	EXPENSE REIMBURSEMENT METHOD	OPTIONS
Applebee's	100	3,931	100.00%	12/1/2017	11/30/2027	CURRENT	\$20,833.33	\$250,000	\$63.60	Absolute NNN	4x5 Year Renewal Options w/ 10% Base Rent Escalations Each Option Period.
						12/1/2022	\$22,916.67	\$275,000	\$69.96		
		OCCUPIED SF	3,931	100.00%							
		TOTAL AREA	3,931	100.00%			TOTAL IN-PLACE RENT	\$250,000			

The Market



POPULATION
29,346,468



**2nd FASTEST
GROWING
ECONOMY
IN THE U.S.**



**TOP STATE FOR
JOB GROWTH**
343,000 JOBS CREATED IN 2019

2nd

**LARGEST CIVILIAN
LABOR WORKFORCE:**
13.9+ MILLION WORKERS

50

**FORTUNE 500
COMPANIES
CALL TEXAS HOME**



BEST STATE FOR BUSINESS
FOR THE 17TH YEAR IN A ROW BY
CHIEF EXECUTIVE MAGAZINE



FORT WORTH

MORE THAN 8.8 MILLION VISITORS
ANNUALLY

DALLAS

#1 FASTEST GROWING HOUSING MARKET 2018
#1 TOP 20 BUSINESS-FRIENDLY CITY

HOUSTON

#2 FASTEST GROWING HOUSING MARKET 2018
#7 TOP 20 BUSINESS-FRIENDLY CITY

AUSTIN

#1 BEST PLACE TO LIVE 2018
#12 TOP 20 BUSINESS-FRIENDLY CITY

SAN ANTONIO

#14 BEST PLACE TO LIVE 2018



OVER 3,000 COMPANIES
HAVE LOCATED OR EXPANDED
FACILITIES IN TEXAS SINCE 2009



LARGEST MEDICAL CENTER
Texas Medical Center, Houston
2ND LARGEST CANCER CENTER
MD Anderson, Houston



AWARDED 2020 GOVERNOR'S CUP
FOR THE MOST TOTAL ECONOMIC
DEVELOPMENT PROJECTS: **781**



**NO STATE
INCOME TAX**

**4th LARGEST
METROPOLITAN
AREA IN THE U.S.**

**LARGEST
METROPOLITAN
AREA IN TEXAS**



**ECONOMIC & CULTURAL
HUB OF NORTH TEXAS**



±322 PEOPLE MOVE TO DFW DAILY
ALSO EMERGING AS A TOP MARKET FOR
CORPORATE EXPANSIONS & RELOCATIONS

#6 / FRISCO
#11 / MCKINNEY
**FASTEST-GROWING
CITIES IN THE U.S.**

3,562,743
NEW PEOPLE ESTIMATED
BY YEAR 2045



**#1 IN THE COUNTRY FOR
TOTAL JOB GROWTH**
322,200 JOBS ADDED FROM 2015-2020

24 FORTUNE 500 COMPANIES
BASED IN THE METROPLEX

DEMOGRAPHICS

POPULATION	7,687,257
TOTAL HOUSEHOLDS	2,783,552
AVERAGE HOUSEHOLD INCOME	\$82,264
MEDIAN AGE	36
BACHELOR DEGREE +	34%
TOTAL EMPLOYEES	3,722,644

LARGEST EMPLOYERS

WALMART STORES, INC.	52,700 Employees
AMERICAN AIRLINES GROUP, INC.	23,700 Employees
BAYLOR HEALTH CARE SYSTEM	22,000 Employees
DALLAS INDEPENDENT SCHOOL DISTRICT	20,793 Employees
TEXAS HEALTH RESOURCES	16,205 Employees
BANK OF AMERICA	15,400 Employees
CITY OF DALLAS	13,000 Employees
JPMORGAN CHASE BANK N.A.	13,000 Employees
TEXAS INSTRUMENTS, INC.	13,000 Employees
LOCKHEED MARTIN AERONAUTICS CO.	12,600 Employees

3RD LOWEST COST OF LIVING OF LARGEST U.S. METROPOLITAN AREAS



MEDIAN HOME VALUE IS THE **3RD**
LOWEST OF ALL LARGE U.S METROS



48,900,00 ANNUAL VISITORS

DALLAS/FORT WORTH INTERNATIONAL AIRPORT:
4TH BUSIEST AIRPORT IN THE WORLD

DALLAS LOVE FIELD AIRPORT:
HOME TO THE NATIONS LARGEST DOMESTIC AIRLINE



LARGEST URBAN ARTS DISTRICT IN THE U.S.
DALLAS ARTS DISTRICT



LARGEST HONKY TONK IN THE WORLD
BILLY BOB'S TEXAS



LARGEST STATE FAIR IN THE U.S.
STATE FAIR OF TEXAS

MAJOR UNIVERSITIES

UNIVERSITY OF NORTH TEXAS - DENTON	40,727 Students
THE UNIVERSITY OF TEXAS AT ARLINGTON	42,733 Students
THE UNIVERSITY OF TEXAS AT DALLAS	28,669 Students
TEXAS WOMEN'S UNIVERSITY	16,030 Students
TEXAS A&M UNIVERSITY - COMMERCE	12,245 Students
SOUTHERN METHODIST UNIVERSITY	12,373 Students
TEXAS CHRISTIAN UNIVERSITY	11,328 Students
DALLAS BAPTIST UNIVERSITY	4,247 Students
UNIVERSITY OF NORTH TEXAS - DALLAS	4,190 Students
UNIVERSITY OF DALLAS	2,489 Students
UNT HEALTH SCIENCE CENTER	2,330 Students
UT SOUTHWESTERN MEDICAL CENTER	2,299 Students
TEXAS WESLEYAN UNIVERSITY	2,495 Students

RETAIL MARKET

92.5% OCCUPANCY
RATE

3,977,827 SF
UNDER CONSTRUCTION

900,310 SF
COMPLETIONS

1,601,852 SF
NET ABSORPTION



\$120,943,919,400
GROSS ANNUAL RETAIL SALES

MULTIFAMILY MARKET

91.5% OCCUPANCY
RATE

30,777 UNITS
UNDER CONSTRUCTION

6,516 UNIT
COMPLETIONS

21,825 UNIT
NET ABSORPTION



\$1.37 PSF
AVERAGE RENTAL RATES

	1 MI RADIUS	3 MI RADIUS	5 MI RADIUS
POPULATION			
TOTAL POPULATION	103	3,774	18,950
TOTAL DAYTIME POPULATION	1,337	7,834	20,278
% PROJECTED ANNUAL GROWTH 2021 TO 2026	7.26%	5.86%	5.18%
2026 PROJECTED POPULATION	110	3,995	19,932
% FEMALE POPULATION	52%	53%	51%
% MALE POPULATION	48%	47%	49%
MEDIAN AGE	34.1	33.1	35.1
BUSINESS			
TOTAL EMPLOYEES	350	2,644	8,821
TOTAL BUSINESSES	24	195	704
% WHITE COLLAR EMPLOYEES	34%	30%	35%
HOUSEHOLD INCOME			
ESTIMATED AVERAGE HOUSEHOLD INCOME	\$54,636	\$49,816	\$59,601
ESTIMATED MEDIAN HOUSEHOLD INCOME	\$37,766	\$37,265	\$47,205
ESTIMATED PER CAPITA INCOME	\$24,780	\$22,761	\$24,165
HOUSEHOLD			
TOTAL HOUSING UNITS	46	1,734	7,899
% HOUSING UNITS OWNER-OCCUPIED	8.70%	9.92%	10.33%
% HOUSING UNITS RENTER-OCCUPIED	89.13%	90.08%	89.67%
RACE & ETHNICITY			
% WHITE	81.55%	80.15%	81.99%
% BLACK OR AFRICAN AMERICAN	3.88%	5.30%	4.79%
% ASIAN	2.91%	2.68%	1.29%
% OTHER	11.65%	11.84%	11.93%
% HISPANIC POPULATION	16.50%	23.29%	27.23%
% NOT HISPANIC POPULATION	83.50%	76.71%	72.77%



Edge Realty Capital Markets LLC exclusively presents the listing of Applebee's - Gainesville ("Property") for your acquisition. The owner is offering for sale the Property through its exclusive listing with the team.

Edge Realty Capital Markets LLC and owner provides the material presented herein without representation or warranty. A substantial portion of information must be obtained from sources other than actual knowledge and not all sources can be absolutely confirmed. Moreover, all information is subject to changes by the parties involved as to price or terms before sale, to withdrawal of the Property from the market, and to other events beyond the control of Edge Realty Capital Markets LLC or owner. No representation is made as to the

value of this possible investment other than hypothetical scenarios. It is encouraged that you or any of your affiliates consult your business, tax and legal advisors before making a final determination of value or suitability of the Property for acquisition.

As a condition of Edge Realty Capital Markets LLC's consent to communicate the information contained herein—as well as any information that may be communicated to you subsequently either verbally or in writing by Edge Realty Capital Markets LLC, owner or agents of either of these parties regarding the Property – it is required that you agree to treat all such information confidentially.



Applebee's

4323 Interstate 35
Gainesville, Texas 76240

CONFIDENTIAL OFFERING MEMORANDUM

EXCLUSIVE LISTING BROKERS

Bill Pyle

Principal, Capital Markets
bpyle@edge-cm.com
214.545.6977

Brandon Beeson

Principal, Capital Markets
bbeeson@edge-cm.com
214.545.6916

Nicolas Elwood

Senior Associate, Capital Markets
nelwood@edge-cm.com
214.545.6957

FOR DEBT RELATED QUESTIONS

Ian Coutts

Managing Director, National Note Sales
iancoutts@edge-cm.com
305.458.7580

Edge Realty Partners

5950 Berkshire Lane, Suite 700, Dallas, Texas 75225
214.545.6900 | edge-re.com