

# MATTRESS FIRM - ABILENE

3526 CATCLAW, ABILENE, TX 79606



\$2,714,250 | 6.0% CAP

**TREK INVESTMENT GROUP**  
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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by TREK Investment Group in compliance with all applicable fair housing and equal opportunity laws.

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MATTRESSFIRM

PROPERTY INFORMATION





# MATTRESS FIRM - ABILENE

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## MATTRESS FIRM - ABILENE

## EXECUTIVE SUMMARY



### OFFERING SUMMARY

<b>SALE PRICE:</b>	\$2,714,250
<b>CAP RATE:</b>	6.0%
<b>NOI:</b>	\$162,855
<b>PRICE PER SF:</b>	\$493.50
<b>LEASE TYPE:</b>	NN
<b>GUARANTOR:</b>	Corporate
<b>BUILDING:</b>	5,500 SF
<b>LOT SIZE:</b>	0.71 Acres
<b>PARKING:</b>	26 + 2 handicap
<b>YEAR BUILT:</b>	2013

### PROPERTY OVERVIEW

Mattress Firm - Abilene is strategically located 3 minutes from the major thoroughfares of Southwest Drive and US Hwy 83 having traffic counts of 24,270+VPD and 56,000+VPD. It is strategically located in Abilene's major shopping corridor directly across from the Shops at Abilene Shopping Mall which includes National Retailers such as Michaels, Ross, PetSmart, T.J. Maxx, and Old Navy. Other surrounding retail traffic generators include Walmart Supercenter, Home Depot, Target, Chick-fil-A, Men's Wearhouse and more. It is a half mile to Park Central Shopping Center and approximately 1 mile to the Mall of Abilene, a local retail draw anchored by Dillard's and Best Buy. This prime location is also strategically set amongst densely populated neighborhoods and only six miles to Dyess Air Force Base having a total economic impact of nearly \$310M annually on the local community.

### PROPERTY HIGHLIGHTS

- Recent Mattress Firm Corporate Lease Renewal taking lease term to 10 years | NN (Landlord has roof and structure only) | 10% Rent Increase at year 6
- In Abilene's Main Retail Corridor with Shops at Abilene, Park Central Shopping Center, and Mall of Abilene anchored by Dillard's and Best Buy | Surrounded by other National Retailers such as Walmart, Home Depot, Target, Chick-fil-A, Men's Wearhouse and more.
- Major Thoroughfares of Southwest Drive and US Hwy 83 with Traffic Counts of 24,270+VPD and 56,000+VPD
- 6 miles to Dyess Air Force Base w/ 13,000 Population and \$310M Annual Economic Impact
- Home to 3 Universities with Population of 10,000+ Students



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[CLICK FOR VIDEO](#)

## MATTRESS FIRM - ABILENE

## SURROUNDING RETAIL



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## MATTRESS FIRM - ABILENE

## SITE PLAN



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## MATTRESS FIRM - ABILENE

## TENANT PROFILE



### MATTRESS FIRM

<b>PARENT ORGANIZATIONS:</b>	Steinhoff International (2016 - present) Mattress Firm Holding Corp.
<b>FOUNDED:</b>	1986
<b>HEADQUARTERS:</b>	Houston, TX
<b>EMPLOYEES:</b>	8,500+
<b>LOCATIONS:</b>	2,300+ across 49 States
<b>REVENUE:</b>	\$4.39 billion (2021)
<b>CREDIT RATING:</b>	B2 by Moody's
<b>WEBSITE:</b>	<a href="http://www.mattressfirm.com">www.mattressfirm.com</a>

### STEINHOFF

<b>COMPANY:</b>	Steinhoff International Holdings
<b>FOUNDED:</b>	1964 by Bruno Ewald Steinhoff
<b>HEADQUARTERS:</b>	Amsterdam, Netherlands
<b>EMPLOYEES:</b>	130,000+
<b>PUBLICLY TRADED:</b>	JSE: SNH    FWB: SNH
<b>REVENUE:</b>	EUR 12.9 BILLION
<b>SUBSIDIARIES:</b>	Mattress Firm, Conforama, Poundland
<b>WEBSITE:</b>	<a href="http://www.steinhoffinternational.com">www.steinhoffinternational.com</a>

"THE LEADING SPECIALITY BED RETAILER IN THE UNITED STATES"



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# FINANCIAL ANALYSIS

# MATTRESS FIRM - ABILENE

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## MATTRESS FIRM - ABILENE

## LEASE ABSTRACT

<b>TENANT:</b>	Mattress Firm, Inc.
<b>DBA:</b>	Mattress Firm
<b>GUARANTOR:</b>	Corporate
<b>LEASE TYPE:</b>	NN
<b>RENT COMMENCEMENT:</b>	5/23/2013
<b>LEASE EXPIRATION:</b>	6/30/2032
<b>PRIMARY TERM REMAINING:</b>	10 yrs
<b>RENT:</b>	\$162,855 Annually
<b>RENT/SF:</b>	\$29.61
<b>RENT INCREASE:</b>	\$179,135 on 7/1/27   10% increase
<b>OPTIONS:</b>	1 - (5) yr Options at \$197,065
<b>GLA   LOT SIZE:</b>	5,500 SF   0.71 Acres
<b>YEAR BUILT:</b>	2013
<b>TAXES, UTILITIES:</b>	Tenant pays directly
<b>INSURANCE:</b>	Tenant reimburses Landlord
<b>TENANT MAINTENANCE:</b>	Repair and maintenance of non-structural portions of storefront, windows, glass, doors, HVAC, exterior painting, exterior parking, parking lot lights, and landscaped areas
<b>LANDLORD RESPONSIBILITY:</b>	Roof and Structure
<b>FINANCIAL REPORTING:</b>	NA
<b>ROFR:</b>	NA



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## RENT ROLL

UNIT SIZE (SF)		YEARS TERM	RENT START	RENT END	RENT PER SF/YR	MONTHLY RENT	ANNUAL RENT	RENT INCREASES
5,500 SF	PRIMARY	YRS 1-5	7/1/2022	6/30/2027	\$29.61	\$13,571.25	\$162,855	-
		YRS 6-10	7/1/2027	6/30/2032	\$32.57	\$14,927.92	\$179,135	10%
	OPTION 1:	YRS 1-5	7/1/2032	6/30/2037	\$35.83	\$16,422.08	\$197,065	10%



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## MATTRESS FIRM - ABILENE

## INCOME & EXPENSES

### INCOME SUMMARY

### PER SF

Gross Potential Rent	\$162,855	\$29.61
Operating Cost Recoveries	\$6,593	\$1.20
<b>Gross Income</b>	<b>\$169,448</b>	<b>\$30.81</b>

### EXPENSE SUMMARY

### PER SF

Property Insurance - Recoverable	\$6,593	\$1.20
<b>Gross Expenses</b>	<b>\$6,593</b>	<b>\$1.20</b>
<b>Net Operating Income</b>	<b>\$162,855</b>	<b>\$29.61</b>



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## FINANCIAL SUMMARY

### INVESTMENT OVERVIEW

Price	\$2,714,250
Price per SF	\$493.50
CAP Rate	6.0%

### OPERATING DATA

Gross Scheduled Income	\$162,855
Other Income	\$6,593
Total Scheduled Income	\$169,448
Gross Income	\$169,448
Operating Expenses	\$6,593
Net Operating Income	\$162,855
Pre-Tax Cash Flow	\$42,846

### FINANCING DATA

Down Payment (40%)	\$1,085,700
Loan Amount (60%)	\$1,628,550
Interest Rate	5.50%
Amortization Schedule	25 Years
Debt Service	\$120,009
Debt Service Monthly	\$10,000
Principal Reduction (yr 1)	\$31,217



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## LOCATION INFORMATION

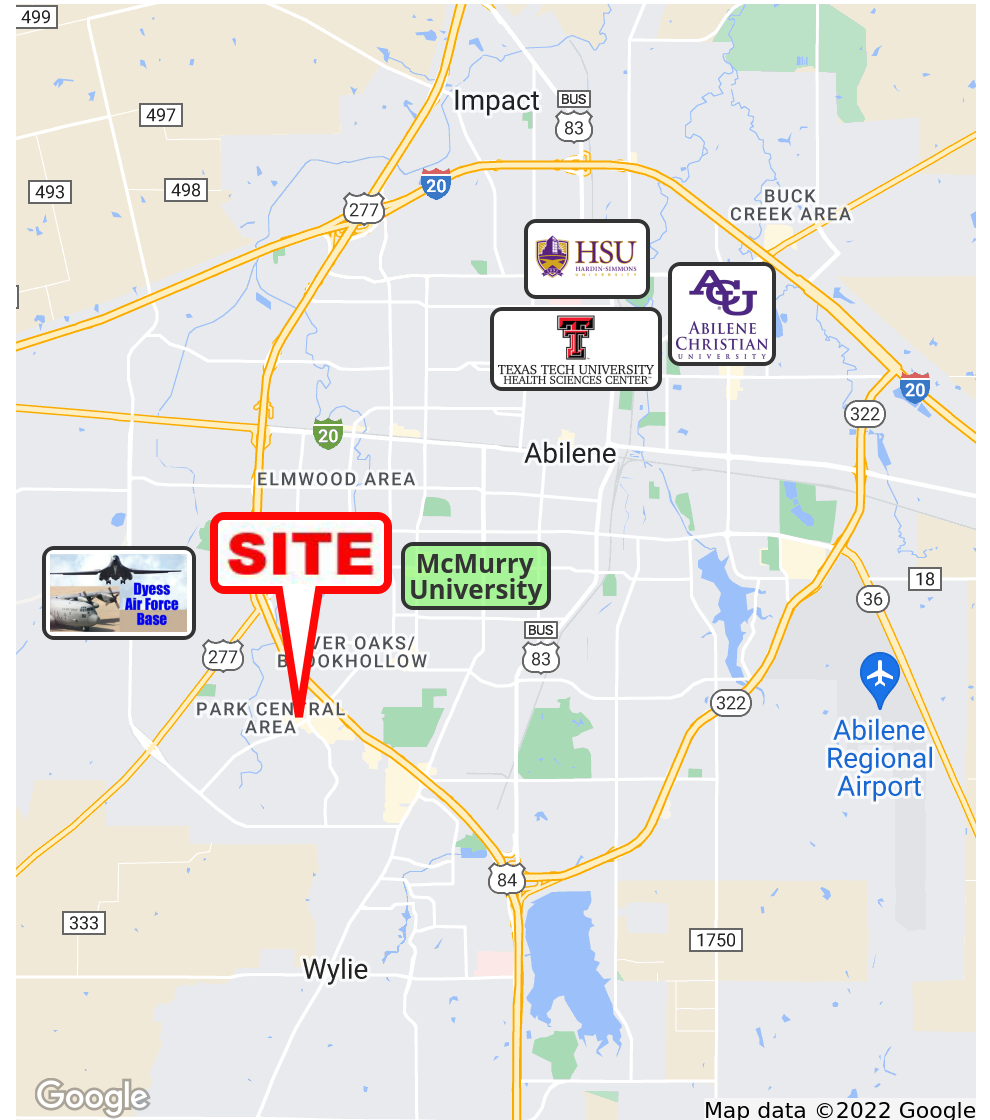
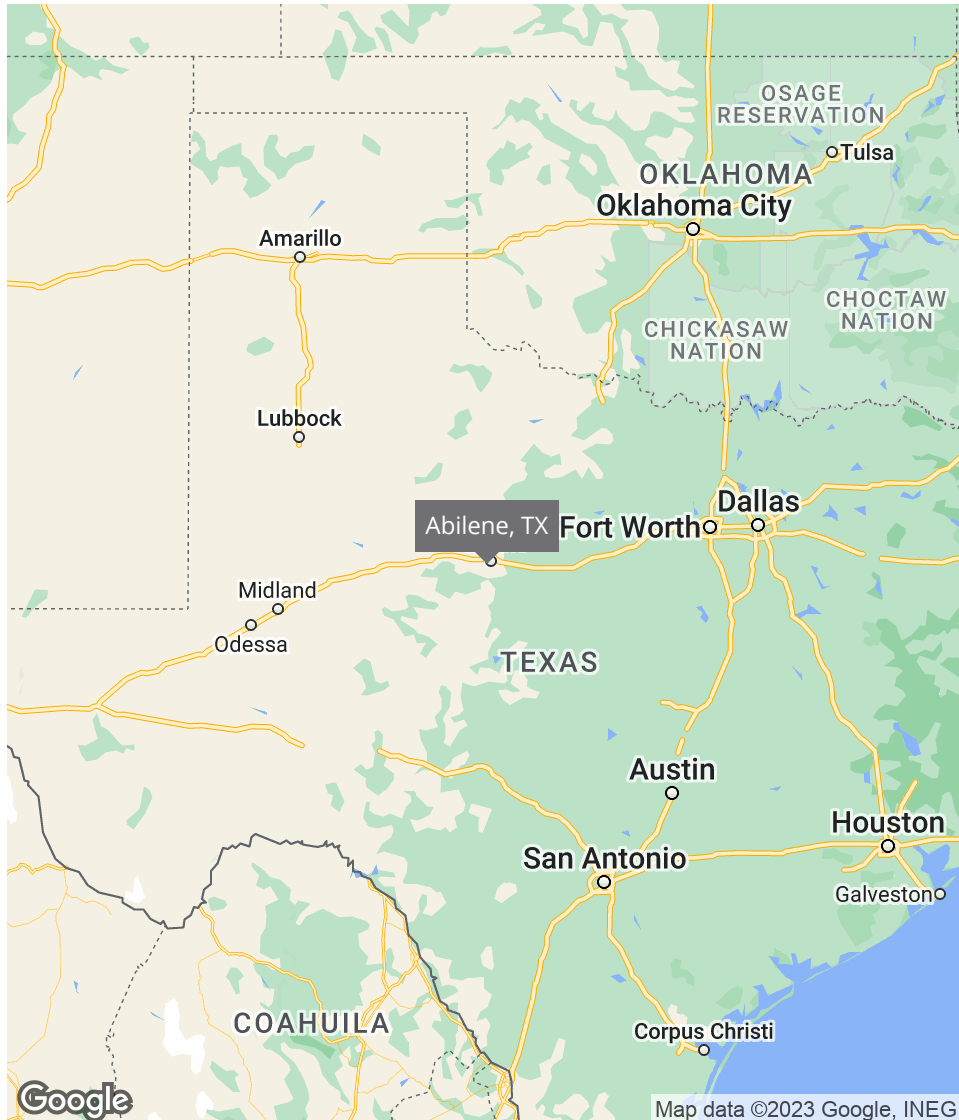


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## MATTRESS FIRM - ABILENE

## REGIONAL MAP



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## MATTRESS FIRM - ABILENE

## CITY INFORMATION



### ABILENE, TEXAS

Abilene is located approximately 180 miles due west of the Dallas/Fort Worth Metroplex near the geographic center of the state. Situated adjacent to Interstate 20, Abilene is the center of a 22-county area commonly referred to as the Texas Midwest or the "Big Country". Abilene serves as the county seat for Taylor County which has a current population of about 120,000, most of which live within the Abilene city limits.

The city is home to three universities: Abilene Christian University, Hardin-Simmons University, and McMurry University. US News and World Report have recognized all three as top private liberal arts colleges. The city's 10,000+ student population is supplemented by Texas State Technical College and the Abilene Education Center of Cisco Junior College. Additionally, Texas Tech University opened its Health Sciences Center in Abilene in 2007.

Abilene is home to Dyess AFB, a 6,409-acre facility with over 13,000 military and civilian people. The base is located in the southwest corner of Abilene and employs more than 5,000 people, making it the single largest employer in the area. The base has a total economic impact of nearly \$310 million yearly on the local community.

The city of Abilene maintains a full-service regional airport with commuter flights to Dallas Fort Worth International Airport available from American Eagle Airlines

### 27TH MOST POPULOUS CITY IN TEXAS

### "STORYBOOK CAPITAL OF AMERICA"

**PHOTO 1:**  
**ABILENE CENTER - CITY STRATEGIC GROWTH & DEVELOPMENT PLAN**



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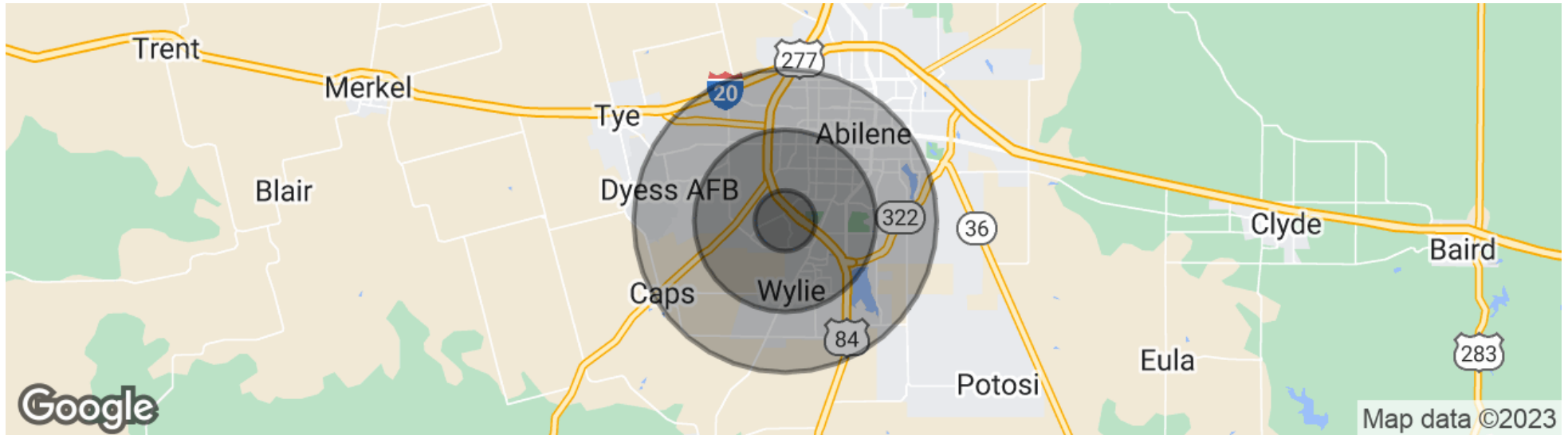
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## MATTRESS FIRM - ABILENE

## DEMOGRAPHICS MAP & REPORT



POPULATION	1 MILE	3 MILES	5 MILES
Total Population	8,255	54,275	98,246
Average Age	32.2	34.9	34.9
Average Age (Male)	33.0	33.5	32.9
Average Age (Female)	33.0	38.3	37.3
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total Households	3,939	22,346	38,472
# of Persons per HH	2.06	2.38	2.49
Average HH Income	\$64,619	\$69,264	\$68,572
Average House Value	\$140,709	\$127,284	\$129,534

\* Demographic data derived from ESRI 2021 Forecast



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# ADVISOR BIOS



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**PARKER CARROLL, CCIM**

### PARKER CARROLL, CCIM

Broker, CEO



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### PROFESSIONAL BACKGROUND

Parker Carroll is the CEO and Principal Broker for TREK Investment Group where he leads the execution of the company's proven and effective strategy while maintaining one of the highest levels of production in the industry. Through his tenure in commercial real estate, Parker has led TREK Investment Group to complete over \$1 Billion in transactions on behalf of his clients.

Prior to launching TREK Investment Group, Parker pioneered the creation of the Net Leased Investment Group for Coldwell Banker Commercial, and launched their first office in Austin, Texas – all before the age of 27. His extensive commercial real estate knowledge, standout marketing presence, and steadfast work ethic make Parker one of the most sought-after real estate professionals in the industry. Parker's mission is to provide the highest level of integrity, exemplary client service, innovative strategies, and servant leadership.

Accolades/Awards:

- Launched TREK Investment Group in 2016
- TREK Investment Group completes \$1B in Transactions
- Real Estate Forum's Emerging Leader in Retail Award
- Real Estate Forum's Tomorrow's Retail Leaders Award
- Number 1 Retail Broker of all Coldwell Banker Commercial Affiliates globally
- Top 2% of all Coldwell Banker Commercial Affiliates globally every year for nearly a decade

Parker and his wife, Ashlee, have been married since 2011 and have two sons, Rhyder and Owen. The Carroll's are an active foster family and serve as the Foster Care Coordinators at Austin Ridge Bible Church. Parker is also an avid outdoorsman. On free weekends, you can find Parker and his family enjoying the outdoors at their ranch with family and friends.

### EDUCATION

Rawls College of Business, Texas Tech University

### MEMBERSHIPS & AFFILIATIONS

CCIM



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**CHRIS MATLOCK**

### CHRIS MATLOCK

Senior Associate



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### PROFESSIONAL BACKGROUND

As a Senior Associate at TREK Investment Group, Chris specializes in Net Leased Investment sales and acquisitions of single tenant retail properties, as well as shopping centers, office, and industrial properties. Chris is a dynamic, hands-on Operations Executive with a wealth of knowledge and experience expanding territories, driving unprecedented revenue growth, championing daily operations, and building talented teams of professionals. With extensive success as an operations leader, Chris offers a vision-driven approach to decision making, strategic planning, and tactical implementation.

Prior to joining TREK, Chris's career history demonstrates his outstanding communication and leadership skills as well as his reputation for being organized and dependable with a track record of leadership that has resulted in measurable benefit to several organizations. Chris has over 25 years of experience planning and overseeing regional sales efforts, day-to-day operations, and real estate transactions for multi-million-dollar companies.



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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.*

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:
  - o that the owner will accept a price less than the written asking price;
  - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - o 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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\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date