



# TITLEMAX TITLE LOANS

155 Hwy 31 SW | Hartselle, AL 35640





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## EXCLUSIVELY LISTED BY

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## BROKER OF RECORD

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# PROPERTY OVERVIEW



## LEASE HIGHLIGHTS

- **Minimal Landlord Obligations** – The tenant is on an NN+ fee simple lease allowing for a passive investment, while the landlord is responsible for the roof and structure of the building
- **Rental Increases to Combat Inflation** – TitleMax Title Loans rent increases by 2% annually for the remainder of the term and in the options
- **Two Options To Renew** – The current tenant has 4.58 years remaining on the lease and two options to renew the lease for five additional years

## LOCATION HIGHLIGHTS

- **Strong Retail Corridor** – Adjoining the entrance to the Crestwood Shopping Center, the location possesses suitable retail synergy
- **Affluent Surrounding Demographics** – The average household income in a 5-mile radius is \$85,165
- **High Traffic** – Located off Highway 31 SW, which sees 26,000 vehicles per day and is accessible from both sides of the road

## TENANT HIGHLIGHTS

- **Strong Corporate Guarantee** – TitleMax's parent company TMX Finance controls over 950 stores across sixteen different states and has been an established brand since 1998. TitleBucks and InstaLoan are the sister companies to TitleMax.
- **Long Operating History** – TitleMax Title Loans has over 15+ years of operating history at the site proving the business is well established, allowing for a yielding investment




# PROPERTY PHOTOS





# FINANCIAL OVERVIEW

  
**\$504,700**  
LIST PRICE

  
**\$40,376**  
NOI

  
**8.00%**  
CAP RATE

  
**±1,905 SF**  
GLA

  
**±0.13 AC**  
LOT SIZE

  
**1972**  
YEAR BUILT



## TENANT SUMMARY

Tenant Trade Name	TitleMax Title Loans
Type of Ownership	Fee Simple
Lease Guarantor	Corporate (950+ Units)
Lease Type	NN+
Landlords Responsibilities	Roof & Structure
Original Lease Term	15 Years
Rent Commencement Date	12/1/2007
Lease Expiration Date	12/1/2022
Term Remaining on Lease	±4.58 Years
Increases	2% Annually
Options	Two, 5-Year Options
Drive Thru	Yes



# FINANCIAL OVERVIEW

ANNUALIZED OPERATING DATA				
	MONTHLY RENT	ANNUAL RENT	RENT PSF	CAP RATE
Current - 11/30/2023	\$3,364.66	\$40,376.05	\$21.19	8.00%
12/1/2023 - 11/30/2024	\$3,431.95	\$41,183.57	\$21.61	8.16%
12/1/2024 - 11/30/2025	\$5,500.59	\$42,007.24	\$22.04	8.32%
12/1/2025 - 11/30/2026	\$3,570.60	\$42,847.38	\$22.04	8.49%
12/1/2026 - 11/30/2027	\$3,642.01	\$43,704.33	\$22.48	8.66%
Option 1 - 11/30/2028	\$3,714.85	\$44,578.42	\$22.93	8.83%
12/1/2028 - 11/30/2029	\$3,789.15	\$45,469.99	\$23.39	9.01%
12/1/2029 - 11/30/2030	\$3,864.93	\$46,379.39	\$23.86	9.19%
12/1/2030 - 11/30/2031	\$3,942.23	\$47,306.97	\$24.34	9.37%
12/1/2031 - 11/30/2032	\$4,021.08	\$47,306.97	\$24.82	9.56%
Option 2 - 11/30/2033	\$4,101.50	\$48,253.11	\$25.32	9.75%
12/1/2033 - 11/30/2034	\$4,183.53	\$49,218.17	\$25.83	9.95%
12/1/2034 - 11/30/2035	\$4,267.20	\$50,202.54	\$26.34	10.15%
12/1/2035 - 11/30/2036	\$4,352.54	\$51,206.59	\$26.87	10.35%
12/1/2036 - 11/30/2037	\$4,453.59	\$52,230.72	\$27.41	10.56%

FINANCING INQUIRIES
<p><i>For financing options reach out to:</i></p> <p><b>PRICE BUTCHER</b>  <b>+1 (615) 216-6223</b>  <a href="mailto:price.butcher@matthews.com">price.butcher@matthews.com</a></p>



# TENANT PROFILE



TitleMax is one of the nation’s largest title lending companies. Every day, TitleMax helps thousands of people get the cash they need with a title loan, title pawn or now in select states, with a personal loan. We offer rates that are very competitive, while providing a superior level of customer service. Since the first store’s opening in 1998 in Georgia, TitleMax has expanded to over 900 locations spanning 14 states. With more than 2,000 team members nationwide, we pride ourselves on providing customers with clarity and confidence. You’ll rest easy knowing that TitleMax is here to help.

TitleMax cares about the communities we are in. We want the communities where our stores are located to be a great place to work, live, grow and play. This is why TitleMax is involved with numerous organizations—locally and across the United States.

## HEADQUARTERS

Savannah, GA

## WEBSITE

[titlemax.com](http://titlemax.com)

## # OF LOCATIONS

900+

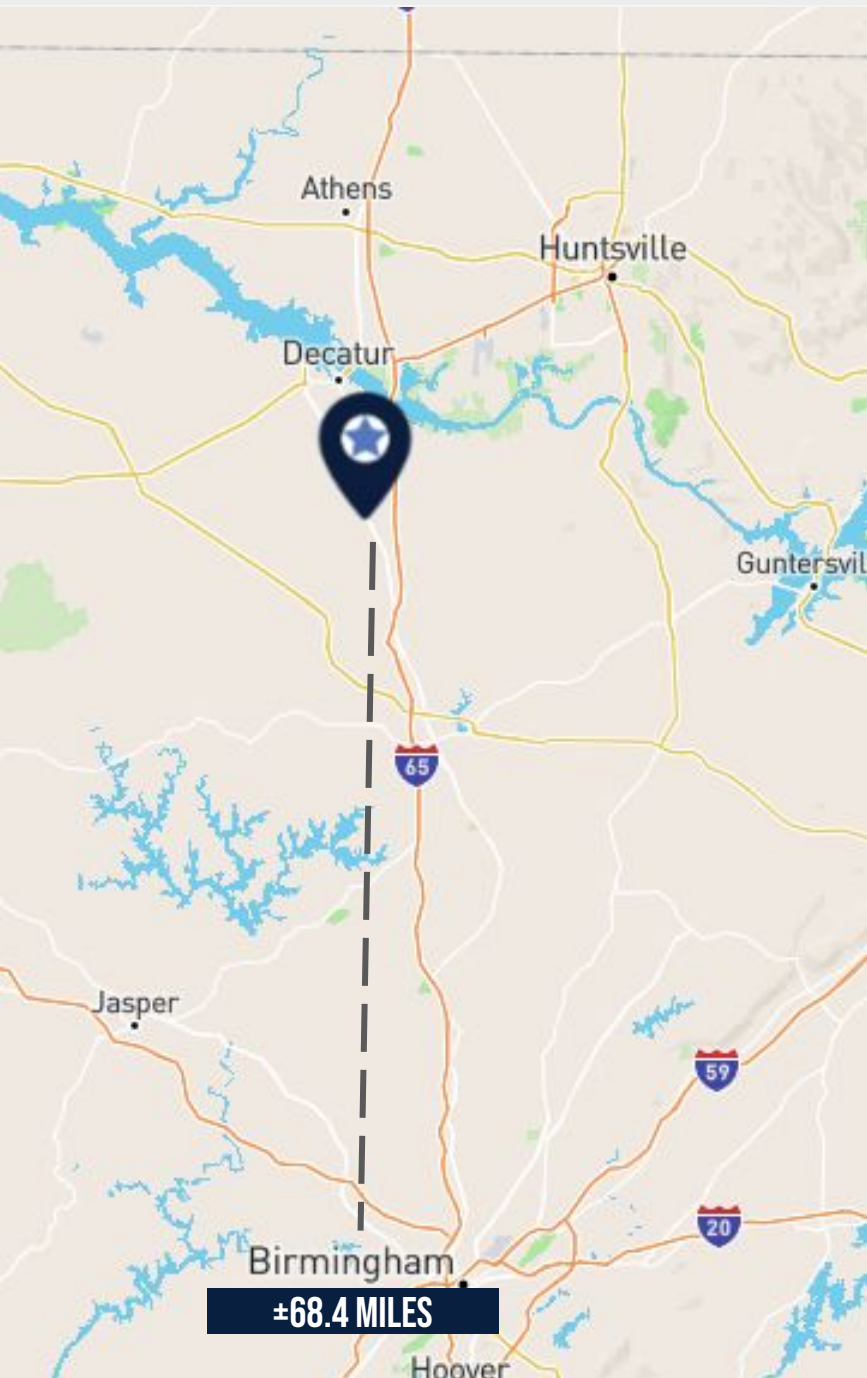
## YEAR FOUNDED

1998





# AREA OVERVIEW



## HARTSELLE, AL

Hartselle is a city located in Morgan County, Alabama. It is situated in the Northern part of the state, approximately ±10 miles South of Decatur, ±35 miles Southwest of Huntsville, and ±68 miles North of Birmingham. The city's economy is driven by a mix of manufacturing, retail, and service industries. The largest employers in the area include the Hartselle City Schools, the Walmart Distribution Center, and the Daikin America manufacturing plant.

Hartselle is also home to several parks and recreational facilities, including Sparkman Park, which features baseball fields, tennis courts, and a swimming pool, and the Hartselle Aquatic Center, which offers a variety of water activities for all ages.

Hartselle is known for its small-town charm and family-friendly atmosphere. The city has a strong sense of community and is home to several annual events and festivals, such as the Hartselle Depot Days and the Hartselle Christmas Parade.

## DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
Current Year Estimate	6,254	16,792	22,639
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Current Year Estimate	2,625	6,757	9,047
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$61,593	\$68,939	\$69,859



## BIRMINGHAM, AL

Dawning the nicknames “Iron City” and “Magic City,” Birmingham is the most populous city in the state of Alabama with a population of approximately 201,000 people and the seat of Jefferson County. It is an economic and cultural center of the state, and bears a great deal of American history, especially pertaining to the American Civil Rights Movement. The Birmingham-Hoover Metropolitan Statistical Area is home to approximately 1.09 million people.

Originally settled as a steel and iron mining town, Birmingham is often called the “Pittsburgh of the South” due to its abundance of natural resources. Today, Birmingham ranks as one of the most important business centers in the Southeastern United States and one of the most significant banking centers in the nation. The seven-county Birmingham-Hoover Metropolitan Area is responsible for 31% of the state’s GDP. The MSA has a GMP of approximately \$60.7 billion.



## ECONOMY

Birmingham is home to approximately 750 technology companies. Centrally located in the southeast and easily accessible to major markets in the region, Birmingham is consistently rated as one of America’s best places to work and earn a living. Many young, educated workers and their families have been relocating to Birmingham in recent years. With its major industries being steel, financial services, and telecommunications, Birmingham serves as the national headquarters for many large companies, such as Regions Bank and the Southeastern Conference, as well as the regional headquarters for Belk, State Farm, and Wells Fargo, among others.





## THE UNIVERSITY OF ALABAMA AT BIRMINGHAM

The University of Alabama at Birmingham is an internationally renowned research university and academic health center, and the only R1 research institution in the state. The UAB Health System is one of the largest academic medical centers in the nation. UAB is the city's largest employer, with over 23,000 employees both in the university and the health system.

The university has an estimated annual economic impact of \$7.15 billion and supports more than 64,000 jobs throughout the state. The school has a total enrollment of over 22,000 and offers 55 master's programs and 40 doctoral programs. Students from all over the world come to UAB to pursue an excellent education, with over 110 countries represented in the student population.



## BIRMINGHAM SOUTHERN COLLEGE

Birmingham Southern is a private university founded in 1856 and the state's highest-ranked liberal arts college. It offers 29 undergraduate majors, 26 minors, 3 distinctions, and several special programs. Known for being very selective with an acceptance rate of 54%, BSC is currently home to approximately 1,200 undergraduate students.



## SAMFORD UNIVERSITY

Samford is a Christian university located in the Homewood suburb of Birmingham and is the state's top-ranked private university. Continually ranked amongst the Best Colleges in the South, Samford also has a well renowned School of Law.

The university has been nationally ranked for academic programs, value, and affordability as well. Samford offers 177 undergraduate majors, minors, and concentrations and 70 graduate majors, minors, and concentrations across 10 schools and colleges. It has a total enrollment of over 5,700 students. Overall, Samford has an annual fiscal and economic impact of \$424.8 million on Alabama.



# BIRDS EYE VIEW







Walmart



GameStop  
AT&T

HOLY SMOKE BBQ

EDDIE PREUITT FORD, INC.

TIDAL WAVE AUTO SPA



PIZZA  
PAPA JOHN'S



ZAXBY'S



T-Mobile



UNITED STATES  
POSTAL SERVICE

O'Reilly  
AUTO PARTS



Exxon

TANKERSLEY'S  
SERVICE CENTER, INC.

MAIN ST ± 11,000 VPD

DAYLIGHT DONUTS



REGIONS

SUBJECT PROPERTY



± 21,000 VPD



Pizza Hut





Advance  
Auto Parts



Hardee's

DARI DELITE

Kroger

Wendy's

PEOPLES BANK  
of ALABAMA  
IN GOD WE TRUST

ASIAN BUFFET

PET DEPOT

US NAILS

CVS  
pharmacy

McDonald's



HARBOR  
FREIGHT  
Quality Tools at Radically Low Prices



Pizza Hut

31  
± 21,000 VPD

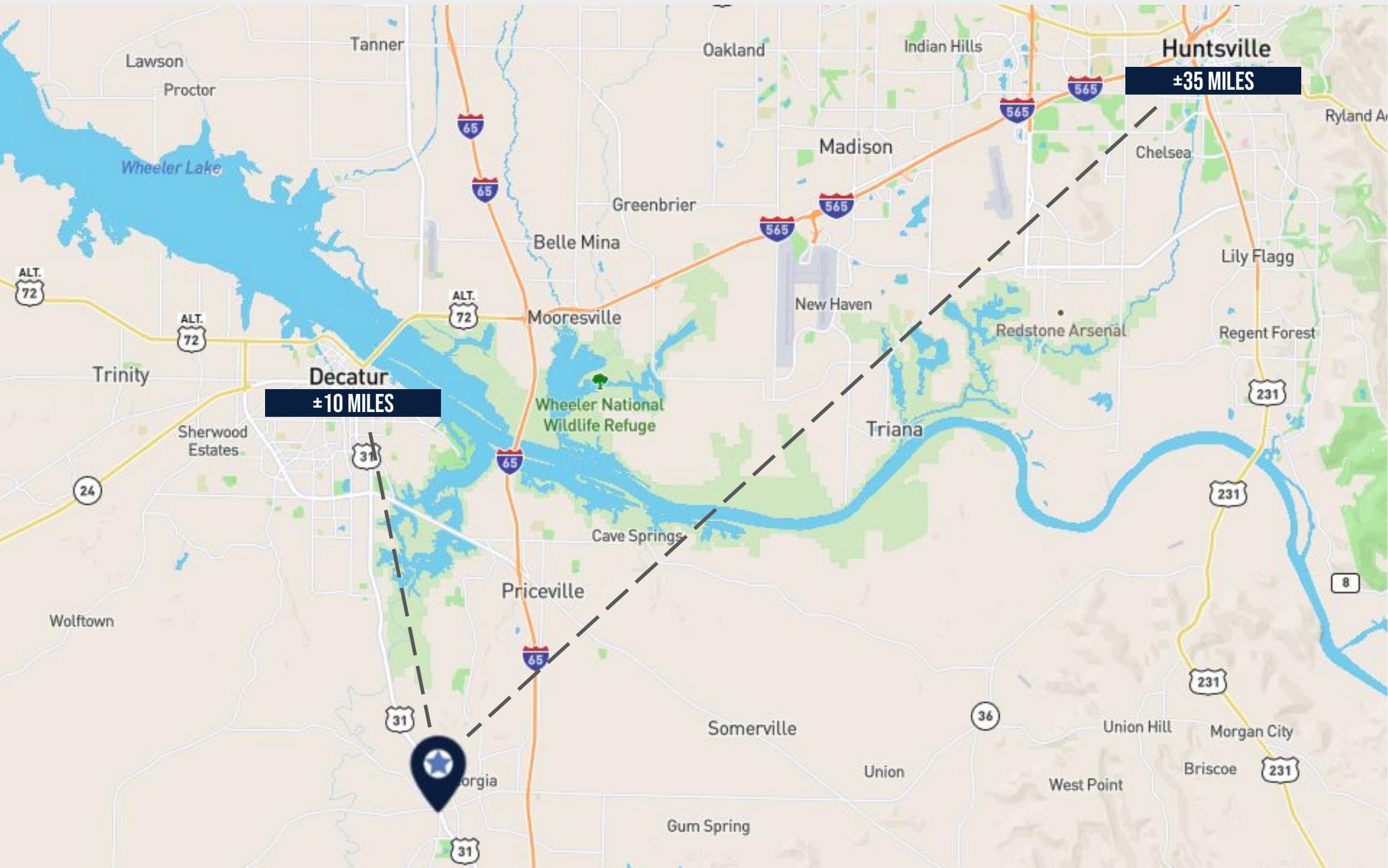
SUBJECT PROPERTY

DAYLIGHT DONUTS

Exxon



## AREA MAP





# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **TitleMax Title Loans** located at **155 Hwy 31 SW, Hartselle, AL, 35640** ("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 and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner Seller and in part upon financial information obtained from sources the Owner it deems reliable. Owner, nor their officers, employees, or real estate 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.

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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.

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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. 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.

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REAL ESTATE INVESTMENT SERVICES