



SCARBOROUGH
COMMERCIAL REAL ESTATE



FOR SALE

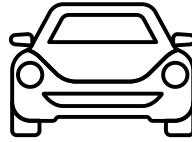
The Shops @ Cumberland Retail Center

7924 S. Broadway Ave. | Tyler, TX 75703

INVESTMENT SUMMARY



PROPERTY SIZE
17,035 SF



TRAFFIC COUNT
50,562 VPD



PRICING
\$4,300,000

INVESTMENT DETAILS:

Property Overview:

Presenting 7924 S Broadway Ave, a fully-leased, high-visibility retail center with location, exposure, and 100% occupancy – the ultimate investment opportunity.

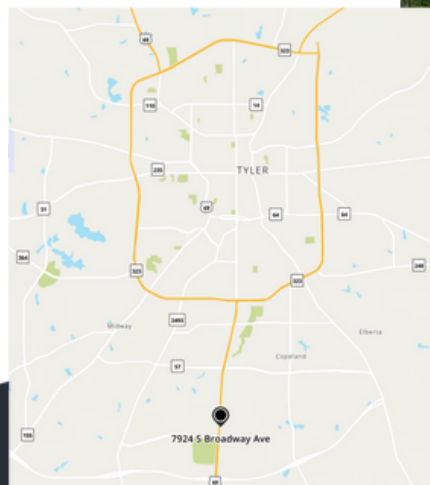
Positioned in the heart of Tyler's most desirable commercial corridor and strategically located just north of The Village at Cumberland Park, this property benefits from unmatched exposure on South Broadway Avenue, one of the city's most heavily trafficked thoroughfares.

Located between Loop 323 and Loop 49, the site is adjacent to the Wayfare Cumberland luxury residential community and a new city park, positioning the asset for long-term tenant demand and appreciation.

This is a rare opportunity to acquire a stabilized, income-producing retail asset with high visibility, strong tenants, and future upside in East Texas' hottest commercial zone.

Property Features:

- **Pricing:** \$4,300,000
- **Total square footage:** 17,035
- **Total acreage:** 2.01
- **Traffic count:** 50,562 vpd



INVESTMENT HIGHLIGHTS:

- **100% Occupied** – Turnkey investment with stable cash flow from a diversified tenant mix
- **Bonus Passive Income** – Additional \$1,200/month from parking lease to TechServ
- **Future Opportunities** – Additional Class-A developments planned in the Cumberland corridor, which is quickly becoming Tyler's most dynamic live-work-play district

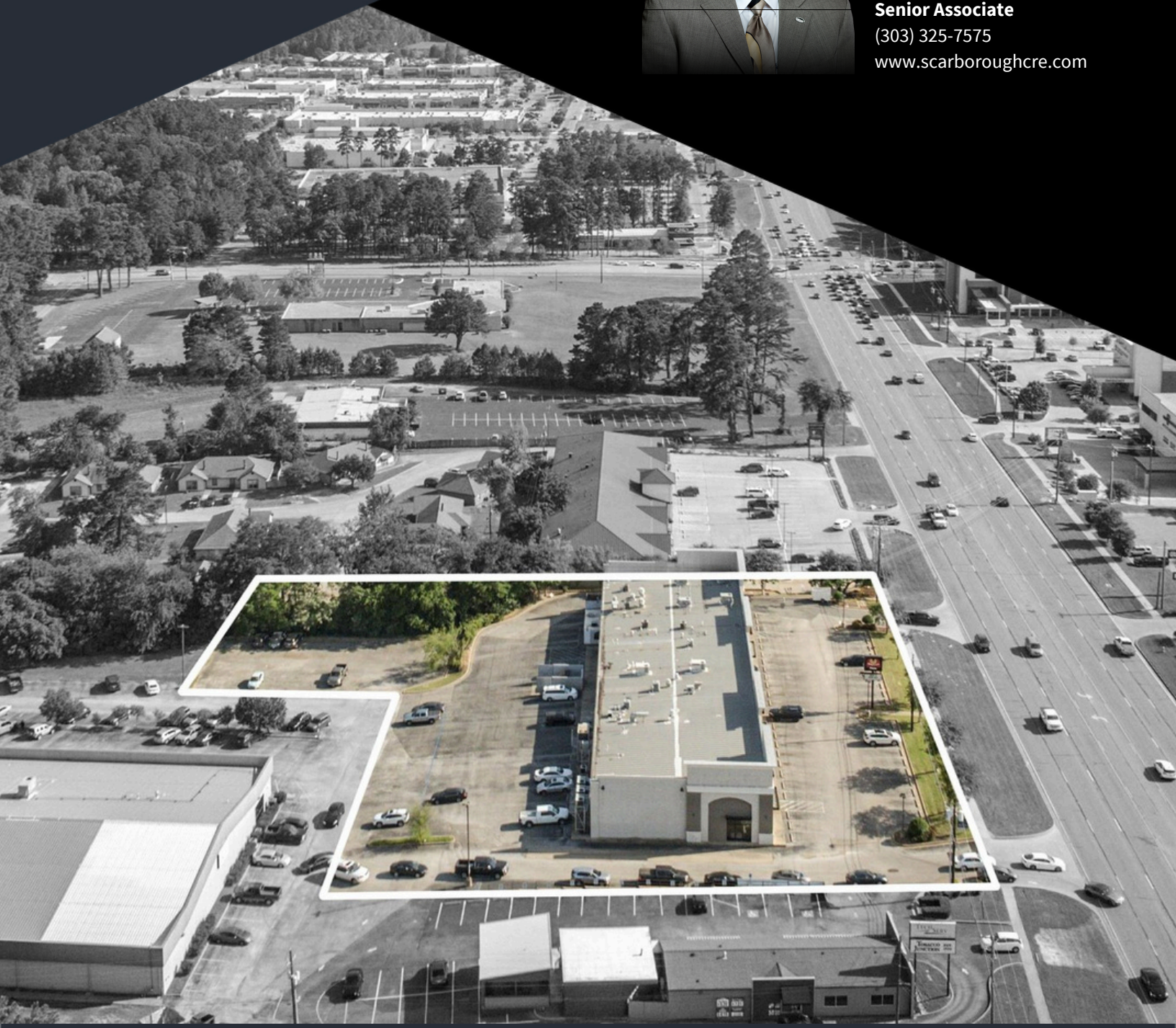


INVESTMENT CONTACT:

Stewart Garrett
Senior Associate

(303) 325-7575

www.scarboroughcre.com





KEY TENANTS



Marco's Pizza

The only location in Smith County for authentic Italian pizza is at the Shops @ Cumberland. Marco's Pizza makes pizza the authentic Italian way, including a sauce recipe that hasn't changed since 1978.



The Diner

This well-known local favorite anchors The Shops @ Cumberland. With a focus on breakfast, lunch, and catering, The Diner can easily satisfy any taste bud at any time of the day with fresh, flavorful food.



What About Kabob

Mediterranean food with a twist and fresh made to order defines What About Kabob (And His Gyros). Everything is made fresh daily, from slow-roasted gyro meat to homemade pita.



Lavender Spa

The path to pure relaxation can be found at Lavender Spa, which provides an exceptional experience focused on relaxation, and rejuvenation at an affordable price.



King Nail Spa

King Nail Spa delivers high-quality nail services while maintaining a safe and clean environment for every guest. Their team of trained professionals ensures each experience is an escape from the stress of daily life.



CBD Pros

CBD Pros focuses on not only CBD strains and the potential health benefits of CBD and other cannabinoids, but also on educating the public and raising the industry standards for quality control and fair pricing on great products.



Republic Finance

Republic Finance is committed to their customers by following responsible lending practices and providing products designed to meet their financial needs. They are also committed to the community through volunteer service.



Zil Money

Zil Money and OnlineCheckWriter provide a unified platform simplifying payments and banking for businesses everywhere. Customers can transform their business with this all-in-one modern payment service.

KEY DEMOGRAPHICS

	1 Mile	3 Mile	5 Mile
POPULATION			
2024 Estimated Population	4,376	35,085	79,482
2029 Projected Population	4,346	36,204	81,876
2020 Census Population	4,212	34,160	76,075
2010 Census Population	3,779	28,468	68,157
Projected Annual Growth 2024 to 2029 (Percent)	-0.14	0.64	0.6
Historical Annual Growth 2010 to 2024 (Percent)	1.13	1.66	1.19
Median Age	37.53	37.37	36.44
Population Density (/Square Mile)	1392.92	1240.88	1012
HOUSEHOLDS			
2024 Estimated Households	1,934	15,516	33,798
2029 Estimated Households	1,937	16,094	34,955
2020 Census Households	1,860	14,931	32,204
2010 Census Households	1,637	12,580	28,638
Projected Annual Growth 2024 to 2029 (Percent)	0.03	0.74	0.68
Historical Annual Growth 2010 to 2024 (Percent)	1.3	1.67	1.29
INCOME			
Average household Income	\$115,826	\$123,656	\$116,261
Median household income	\$86,823	\$82,461	\$75,470
Per capita income	\$51,201	\$54,795	\$49,527
EDUCATION			
High School Graduate (Percent)	19.33	17.62	19.93
Some College (Percent)	22.61	23.28	22.78
Associate Degree (Percent)	12.28	11.2	11.02
Bachelor's Degree (Percent)	33.94	28.34	26.48
Graduate or Professional Degree (Percent)	8.38	15.63	14.51
BUSINESS			
Total Establishments	296	2,459	5,350
Total Employees	2,171	17,323	40,698
Average Employees Per Business	7.34	7.05	7.61
Residential Population Per Business	14.79	14.27	14.86

FINANCIALS

Youk Sun, LLC dba Shops @ Cumberland

Operating Statement

January - December 2024

	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024	JUN 2024	JUL 2024	AUG 2024	SEP 2024	OCT 2024	NOV 2024	DEC 2024	TOTAL
Income													
3500 Base Rent Income	19,800.50	19,800.50	19,800.50	19,800.50	21,934.75	21,934.75	21,934.75	22,556.25	23,201.39	24,401.46	24,401.46	24,401.46	\$263,968.27
3520 CAM + Tax + Ins Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	417.03	808.00	808.00	808.00	808.00	\$3,649.03
3525 (NNN) Common Area Maintenance	3,052.47	3,052.47	3,052.47	3,032.64	3,032.64	3,032.64	3,032.64	2,900.13	2,776.02	2,776.03	2,776.03	2,776.03	\$35,292.21
3530 (NNN) Property Insurance	1,055.16	1,055.16	1,055.16	1,090.13	1,090.13	1,090.13	1,090.13	1,042.47	997.77	997.77	997.77	997.77	\$12,559.55
3540 (NNN) Property Taxes	5,417.63	5,417.63	5,417.63	5,410.58	5,410.58	5,410.58	5,410.58	5,173.72	4,951.53	4,951.55	4,951.55	4,951.55	\$62,875.11
Total 3520 CAM + Tax + Ins Income	9,525.26	9,525.26	9,525.26	9,533.35	9,533.35	9,533.35	9,533.35	9,533.35	9,533.32	9,533.35	9,533.35	9,533.35	\$114,375.90
3600 Miscellaneous Income	275.00	275.00	275.00	275.00	275.00	275.00	275.00	275.00	3,400.00	0.00	0.00	0.00	\$5,600.00
49910 Returned Check Charges	0.00	20.00	19.90	20.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$59.90
Unapplied Cash Payment Income-1	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
Total Income	\$29,600.76	\$29,620.76	\$29,620.66	\$29,628.85	\$31,743.10	\$31,743.10	\$31,743.10	\$32,364.60	\$36,134.71	\$33,934.81	\$33,934.81	\$33,934.81	\$384,004.07
GROSS PROFIT	\$29,600.76	\$29,620.76	\$29,620.66	\$29,628.85	\$31,743.10	\$31,743.10	\$31,743.10	\$32,364.60	\$36,134.71	\$33,934.81	\$33,934.81	\$33,934.81	\$384,004.07
Expenses													
4000 (CAM) Common Area Maint Exp	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
4001 Common Electric Exp	160.64	292.90	215.84	142.75	122.53	157.43	142.44	139.19	473.37	133.87	146.21	163.69	\$2,290.86
4002 Landscaping Exp	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	350.00	\$4,200.00
4003 Trash Pickup Exp	450.68	450.68	450.68	450.68	901.36	0.00	450.68	450.68	450.68	450.68	450.68	450.68	\$5,408.16
4004 Water Exp	602.48	605.95	527.04	543.01	1,105.06	0.00	622.56	615.92	557.80	702.81	680.92	673.86	\$7,237.41
4005 Miscellaneous General Rep Exp	285.00	0.00	0.00	0.00	0.00	0.00	0.00	64.96	0.00	0.00	0.00	0.00	\$349.96
4006 Property Management Exp	1,097.40	1,097.40	1,098.20	1,152.83	1,238.20	1,237.40	1,252.40	1,293.94	1,365.37	1,372.39	1,372.39	1,372.39	\$14,950.31
Total 4000 (CAM) Common Area Maint Exp	2,946.20	2,796.93	2,641.76	2,639.27	3,717.15	1,744.83	2,818.08	2,914.69	3,197.22	3,009.75	3,000.20	3,010.62	\$34,436.70
4050 NNN-Property Insurance Exp	12,351.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$12,351.00
4060 NNN-Property Taxes Exp	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	60,248.14	\$60,248.14
4070 Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$0.00
4072 NSF Bank Charge	0.00	7.50	7.50	7.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$22.50
Total 4070 Bank Service Charges	0.00	7.50	7.50	7.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	\$22.50
4200 Owner - Repair & Maintenance	0.00	0.00	0.00	0.00	2,776.93	0.00	0.00	525.00	1,808.50	0.00	0.00	275.00	\$5,385.43
4220 Commissions for Leasing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	755.54	0.00	0.00	0.00	0.00	\$755.54
4221 Commissions to Real Estate Co	2,035.58	2,035.56	0.00	2,168.29	0.00	0.00	0.00	755.54	2,158.90	1,268.90	1,268.90	1,268.93	\$12,960.60
Total 4220 Commissions for Leasing	2,035.58	2,035.56	0.00	2,168.29	0.00	0.00	0.00	1,511.08	2,158.90	1,268.90	1,268.90	1,268.93	\$13,716.14
4610 NNN - Reconciliation Payments	0.00	0.00	0.00	0.00	11,776.81	0.00	0.00	0.00	1,915.59	0.00	0.00	0.00	\$13,692.40
Total Expenses	\$17,332.78	\$4,839.99	\$2,649.26	\$4,815.06	\$18,270.89	\$1,744.83	\$2,818.08	\$4,950.77	\$9,080.21	\$4,278.65	\$4,269.10	\$64,802.69	\$139,852.31
NET OPERATING INCOME	\$12,267.98	\$24,780.77	\$26,971.40	\$24,813.79	\$13,472.21	\$29,998.27	\$28,925.02	\$27,413.83	\$27,054.50	\$29,656.16	\$29,665.71	\$ -30,867.88	\$244,151.76
NET INCOME	\$12,267.98	\$24,780.77	\$26,971.40	\$24,813.79	\$13,472.21	\$29,998.27	\$28,925.02	\$27,413.83	\$27,054.50	\$29,656.16	\$29,665.71	\$ -30,867.88	\$244,151.76

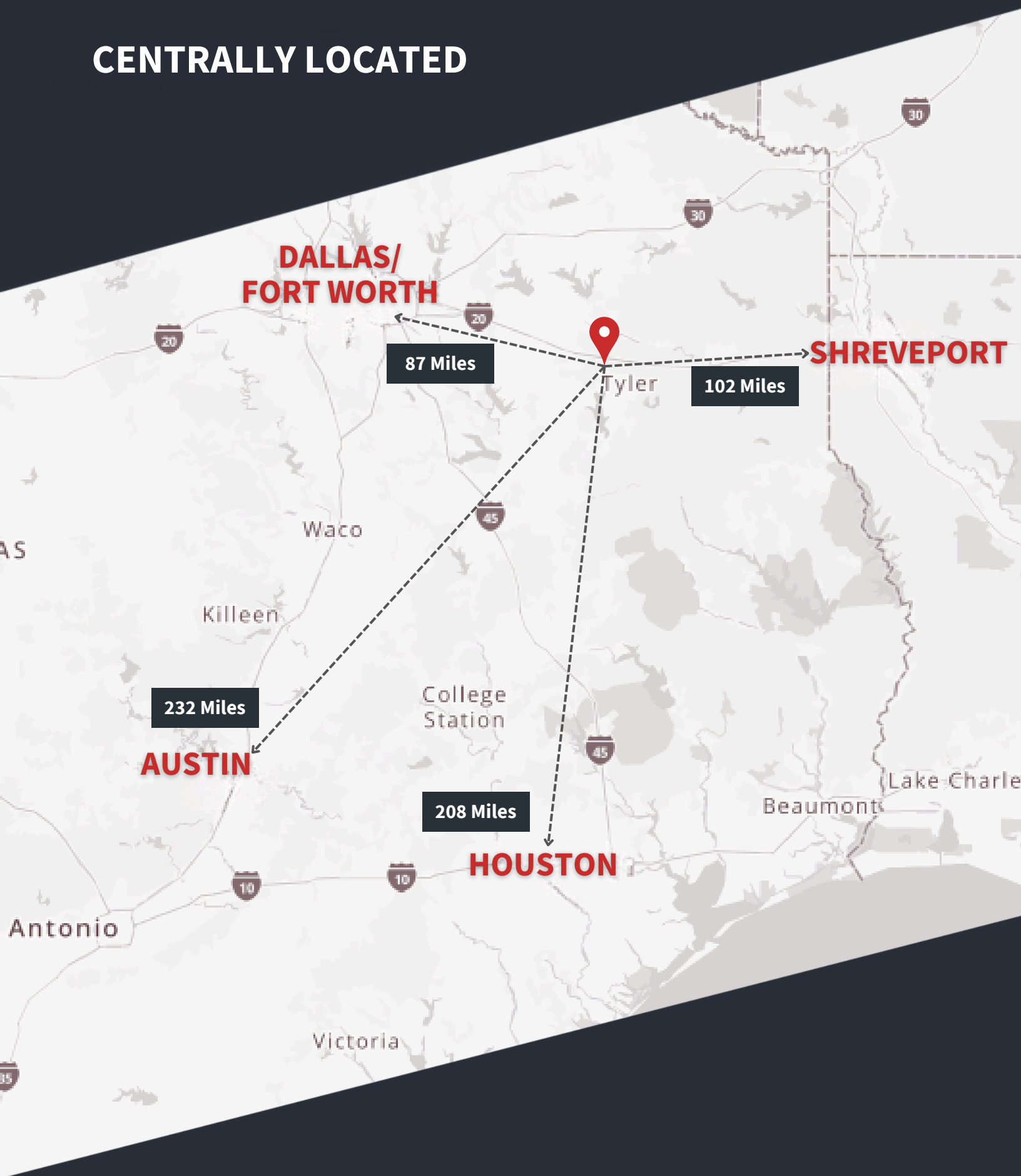
RENT ROLL

The Shops at Cumberland
7924 S Broadway Ave, Tyler TX 75703
Rent Roll
2025

as of
4/10/2025

Unit No.	Tenant Name	Rentable sq ft	Security Deposit	Current		pro rata share % of overall	Triple Net		Current Total Rent
				Base Rent	Rent/sq ft/yr		\$ rate/sq ft/yr	\$ / mth	
100	CBD PLUS USA	1773	\$ 4,200.00	\$ 3,250.50	\$ 22.00	10.408%	\$ 6.75	\$ 997.31	\$ 4,247.81
200	Natural Properties	1445	\$ 2,012.17	\$ 1,204.17	\$ 10.00	8.483%	\$ 6.71	\$ 808.00	\$ 2,012.17
300	Marco's Pizza	2550	\$ 5,046.88	\$ 3,400.00	\$ 16.00	14.969%	\$ 6.68	\$ 1,419.30	\$ 4,819.30
500	What About Kabob	1501	\$ 1,750.00	\$ 1,938.79	\$ 15.50	8.811%	\$ 6.71	\$ 839.31	\$ 2,778.10
600	Magic Nails & Spa	1757	\$ 3,000.00	\$ 2,533.33	\$ 17.30	10.314%	\$ 6.71	\$ 982.34	\$ 3,515.67
700	Republic Finance	1294	\$ 2,500.00	\$ 1,833.17	\$ 17.00	7.596%	\$ 6.71	\$ 723.56	\$ 2,556.73
900	Banner Gem, LLC	2428	\$ 3,500.00	\$ 2,134.25	\$ 10.55	14.253%	\$ 6.75	\$ 1,365.75	\$ 3,500.00
1000	The Diner	4287	\$ -	\$ 7,013.50	\$ 19.63	25.166%	\$ 6.71	\$ 2,397.78	\$ 9,411.28
	Tech Serv - 24 Parking Spaces			\$ 1,200.00					\$ 1,200.00
Totals		17035		Totals \$ 24,507.71		100.000%	Totals \$ 9,533.35		\$ 34,041.06
			(unoccupied)				(unoccupied)		
			(occupied)	\$ 24,507.71			(occupied)	\$ 9,533.35	\$ 34,041.06
				Additional Triple Net Needed each month from owner (shown in red)					\$ -
		\$ 22,009.05					Totals	\$ 9,533.35	\$ 34,041.06
							Triple NNN Held on deposit		\$ 9,533.35
							Total to Owner		\$ 24,507.71

CENTRALLY LOCATED



Tyler, Texas MSA



POPULATION

245,209



MEDIAN HOUSEHOLD INCOME

\$72,313



UNEMPLOYMENT

3.9%

#1 Best City in Texas to Move To
(*USA Today*, 2024)

#1 Best U.S. City to Retire To
(*USA Today*, 2024)

- Median Age: **33.4**
- GDP per Capita: **\$51,000**
- State Income Tax: **\$0**
- Education:
 - **24,000 college students**
 - **1st School of Medicine in East Texas**



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.

2-10-2025



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. **An owner's agent fees are not set by law and are fully negotiable.**

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. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

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.

Scarborough Commercial Real Estate LLC	9010976	sam@scarboroughcre.com	(903)707-8560
Licensed Broker /Broker Firm Name or	License No.	Email	Phone
Primary Assumed Business Name			
Sam Scarborough	687976	sam@scarboroughcre.com	(903)570-7366
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/	License No.	Email	Phone
Associate			
Stewart Garrett	688920	stewart@scarboroughcre.com	(303)325-7575
Sales Agent/Associate's Name	License No.	Email	Phone
Buyer/Tenant/Seller/Landlord Initials		Date	

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

IABS 1-1

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Forms