



**UNIVERSITY LOCATION  
(INCOME-TAX FREE STATE)  
NACOGDOCHES, TEXAS**

**CIA** commercial  
investment  
advisors  
**OFFERING MEMORANDUM**



FILE PHOTO

**3720 NORTH STREET | NACOGDOCHES, TEXAS 75965**



# ADVISORY TEAM

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**BROKER OF RECORD**

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LIC # 376821



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# HIGHLIGHTS



PRICE	CAP RATE	NOI
\$3,391,000	5.75%	\$195,000

## POINTS OF INTEREST

**Retailers | Entertainment:** Nearby retailers include Walmart, Lowe's Home Improvement, Hobby Lobby, Ashley, Ivan Smith Furniture, Atwoods Ranch & Home, Ollie's Bargain Outlet, Dirt Cheap, Aaron's, Buddy's Home Furnishings, Kroger, Brookshire Brothers, Staples, Sally Beauty, Petsense, Maurices, Belk, Cato, CitiTrends, Boot Barn, Hibbett Sports, Dollar General, Dollar Tree, Family Dollar, Tractor Supply Co., Harbor Freight Tools, Walgreens, AutoZone, O'Reilly Auto Parts, Planet Fitness, Anytime Fitness, AMC Theatres

**Higher Education:** 1 mile from **Stephen F. Austin State University** - a public university offering 120+ majors & areas of study with total enrollment of research university with 11,327 (Fall 2022)

**Healthcare:** 1 mile from **Nacogdoches Medical Center** - a general medical & surgical hospital with 153 beds; 2 miles from **Nacogdoches Memorial Health Hospital** - a teaching, general medical & surgical hospital with 216 beds

## LONG TERM ABSOLUTE NNN LEASE

19 years remaining on initial 20-year Absolute NNN lease with attractive 7.00% rental escalations every 5 years with four 5-year options to renew.

## TENANT

**Ram-Z Custard, LLC** owns & operates **74** locations, which include **39 Freddy's restaurants**, making it the 6th largest Freddy's franchisee in the U.S., and **35 Schlotzsky's locations**, the largest Schlotzsky's franchisee in the country (including those currently under construction). **\*\*All units back the performance of the lease!\*\***

## BRAND NEW CONSTRUCTION | HIGH BARRIERS TO ENTRY UNIVERSITY LOCATION

Constructed to Freddy's latest prototype - opened in October 2023. Located in dominant retail corridor less than one mile from main entrance into Stephen F. Austin University!

## LARGE PARCEL | TRAFFIC COUNTS

Situated on a large ±2.17-acre lot (across the street from AMC Theatre Anchored Retail Center) with excellent drive-by visibility/access on North St where traffic counts exceeding 24,890 CPD!

## 2024 DEMOGRAPHICS (5-MI)

Population	37,196
Households	14,412
Average Household Income	\$78,092

TEXAS IS AN INCOME TAX FREE STATE

# PROPERTY OVERVIEW & RENT ROLL

SITE ADDRESS	3720 North Street Nacogdoches, Texas 75965
LESSEE	Ram-Z Custard, LLC
GUARANTOR	Ram-Z Restaurant Group, LLC
LESSEE ENTITY TYPE	Franchise
GROSS LEASABLE AREA	±3,148 SF
LOT SIZE	±2.17 acres
YEAR BUILT	October 2023
OWNERSHIP	Fee Simple (Building & Land)
EXPENSE REIMBURSEMENT	This is an <b>Absolute NNN lease</b> . Tenant is responsible for all expenses.
LEASE TERM	19 years remaining
RENTAL INCREASES	7.00% every 5 years
RENT COMMENCEMENT DATE	October 3, 2023
EXPIRATION DATE	October 31, 2043
OPTIONS	Four 5-Year Renewal Options



**Freddy's**<sup>®</sup>



## RENT ROLL

	TERM	ANNUAL RENT	CAP RATE
Years 1-5	<b>10/03/23</b> to 10/31/28	\$195,000	5.75%
Years 6-10	11/01/28 to 10/31/33	\$208,650	6.15%
Years 11-15	11/01/33 to 10/31/38	\$223,256	6.58%
Years 16-20	11/01/38 to <b>10/31/43</b>	\$238,883	7.04%
			<b>6.41% AVG ANNUAL RETURN</b>

### RENEWAL OPTIONS

1st Option	11/01/43 to 10/31/48	\$255,605
2nd Option	11/01/48 to 10/31/53	\$273,498
3rd Option	11/01/53 to 10/31/58	\$292,642
4th Option	11/01/58 to 10/31/63	\$313,127



# TENANT PROFILE



**Freddy's Frozen Custard & Steakburgers**, a fast-casual restaurant concept, is known for its cooked-to-order steakburgers made with lean 100 percent ground beef, all-beef hot dogs, crispy shoestring fries & frozen custard treats made with freshly churned chocolate or vanilla frozen custard.

**Freddy's** has become one of the fastest growing franchises in the U.S. starting in 2002 with a single restaurant in Wichita, Kansas to **521 locations today in 37 states.**

## ABOUT THE TENANT

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## ABOUT PARENT COMPANY



On March 3, 2021, **Thompson Street Capital Partners ("TSCP")** acquired Freddy's.

**TSCP** is a middle-market private equity firm that helps transform already-exceptional businesses into market leaders. Based in St. Louis, Missouri, they invest globally in the Life Sciences & Healthcare, Software & Technology, and Business & Consumer Services and Products sectors. They partner with management teams to increase value by accelerating growth, both organically and via complementary acquisitions.

**20+ Years**

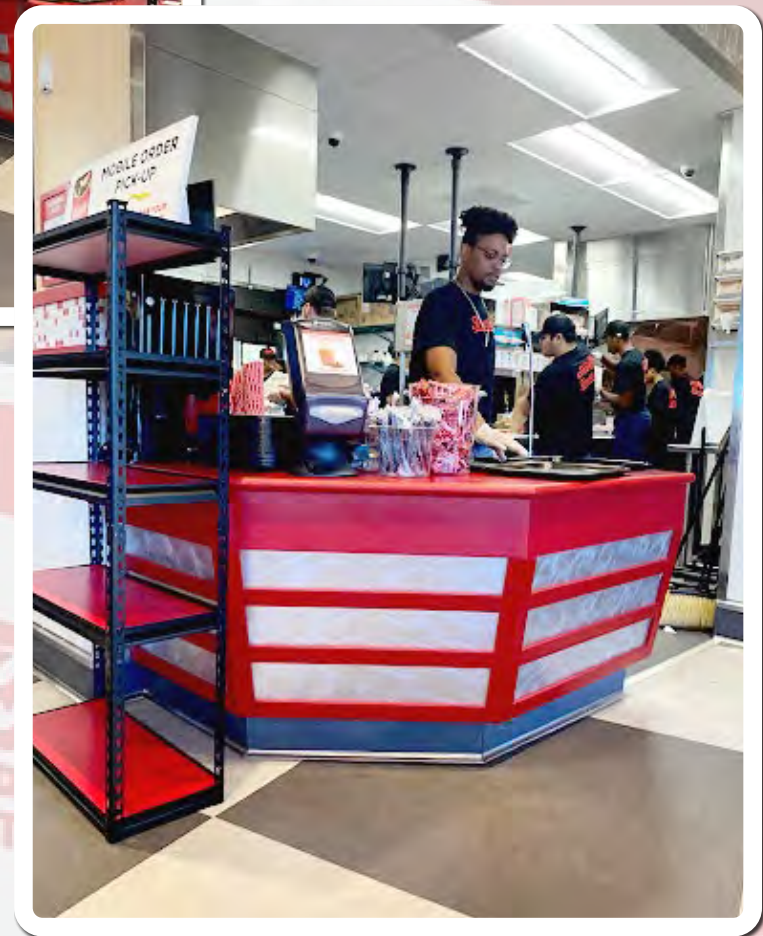
**250+ Investments**

**7 Funds**

**\$4.5 Billion Assets Under Management**



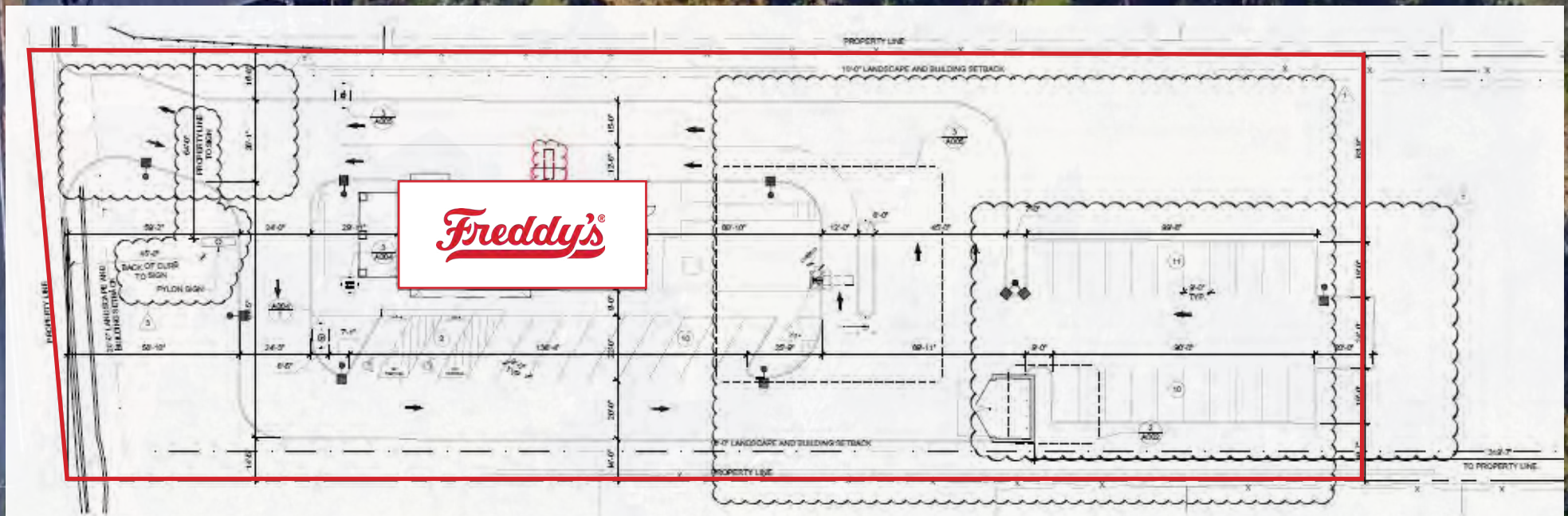
# ACTUAL SITE PHOTOS





# SITE PLAN

North St | 24,896 CPD



**LOT SIZE**      **±2.17 Acres**  
**GLA**              **±3,148 SF**



# NORTH



LOWE'S

BIG LOTS!  
Sport Clips  
petsense  
by Tractor Supply  
maurices  
verizon  
SHOE DEPT.  
Fuzzy's  
TACO SHOP

NMC  
Health Network  
NACOGDOCHES  
MEDICAL CTR  
153 BEDS

Walmart

DOLLAR  
TREE

HARBOR FREIGHT  
HIBBETT  
QUALITY TOOLS LOWEST PRICES

TSC  
TRACTOR  
SUPPLY CO

HOBBY  
LOBBY

ihop

ATWOODS  
RANCH & HOME GOODS

NORTHVIEW  
72 UNITS

Family Crisis Center  
of East Texas

NORTH STREET  
CHURCH OF CHRIST

cicis  
pizza

TITLEMAX

TIMBERCREEK  
CHURCH

FAMILY  
DOLLAR



Freddy's®

North St | 24,896 CPD

BOOT BARN

CADENCE  
Bank



# SOUTH

Walmart  
Neighborhood Market  
belk  
CITITRENDS  
OLLIE'S  
DOLLAR TREE

STEPHEN F AUSTIN  
STATE UNIVERSITY  
11,327 STUDENTS

NACOGDOCHES  
MEMORIAL  
HOSPITAL  
216 BEDS

Days Inn  
BY WYNDHAM  
Schlotzsky's  
CVS  
Dutch Bros  
PAPA JOHN'S  
Little Caesars  
PANDA EXPRESS  
CHINESE KITCHEN

Nacogdoches  
the oldest town in Texas

KFC  
BURGER KING  
CHIPOTLE  
SUBWAY  
SONIC  
DUNKIN'  
SMOOTHIE KING  
McALISTER'S  
DELICIOUS  
SHERWIN-WILLIAMS  
Taco Bueno  
Cane's  
MATTRESS FIRM  
AutoZone  
Starbucks  
McDonald's  
WHATABURGER  
Marble SLAB  
CREAMERY

SOCIAL HOUSE  
72 UNITS

Walgreens  
AUSTIN BANK

TIDAL WAVE  
AUTO SPA  
DQ

OTTON PATCH  
CAFE

O'Reilly  
AUTO PARTS

VICTORIAN  
INN & SUITES

COOK  
TIRE & SERVICE CENTER, INC.  
TIRE PROS

CADENCE  
Bank

BUFFALO  
WILD WINGS

Newk's  
CATERING

BOOT BARN

North St | 24,896 CPD

Freddy's



# WEST

NACOGDOCHES COUNTY  
EXPOSITION & CIVIC CENTER

Nacogdoches  
Livestock  
Exchange, Inc.

Ward  
Animal  
& Hospital

MCCOY'S  
BUILDING SUPPLY

BIG TEX  
- AGRIPLEX -

BUFFALO  
WILD  
WINGS

Newk's  
EATERY

Zheng's Ocean  
Buffet & Sushi

ANYTIME  
FITNESS

AFFORDABLE DENTURES & IMPLANTS

BOOT BARN

amc  
THEATRES

RENT-BOY  
It's That Easy!

TIMBERCREEK  
CHURCH

ATWOODS  
RANCH & HOME GOODS

cicis  
pizza

Family Crisis Center  
of East Texas

TITLEMAX

North St | 24,896 CPD

VICTORIAN  
INN & SUITES

COOK  
TIRE & SERVICE CENTER, INC.  
TIRE PROS

CADENCE  
Bank

FAMILY  
DOLLAR

Freddy's



# NACOGDOCHES





# Freddy's®















**ATWOODS**  
RANCH & HOME GOODS

**TRACTOR SUPPLY CO**

**HOBBY LOBBY**

**ihop**

**North St | 24,896 CPD**

**GameStop**

**MURPHY USA**

**HIBBETT**

**HARBOR FREIGHT**  
QUALITY TOOLS LOWEST PRICES

**Walmart**

**DGI** Dialysis Clinic, Inc.  
A Sun-Edco Corporation

**ASHLEY**

**LOWE'S**

**CATO**

**DOLLAR TREE**



**NACOGDOCHES MEDICAL CTR**  
153 BEDS

**Stallings Dr N | 15,960 CPD**

**COMMONWEALTH APARTMENTS**  
54 UNITS

**DOGWOOD VILLAGE**  
36 UNITS

**SOCIAL HOUSE**  
72 UNITS

**NORTHVIEW**  
72 UNITS

**FAMILY DOLLAR**

**BUS 59**

**LOOP 224**



# CITY VIEW



**FREDONIA ELEMENTARY**  
337 STUDENTS



**BROOKS-QUINN-JONES ELEMENTARY**  
690 STUDENTS



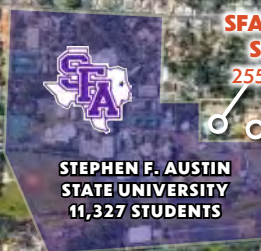
Ivan Smith FURNITURE



**City of NACOGDOCHES**



**THOMAS J RUSK ELEMENTARY**  
537 STUDENTS



**SFA CHARTER SCHOOL**  
255 STUDENTS

**RAGUET ELEMENTARY**  
293 STUDENTS



**MIKE MOSES ELEMENTARY**  
679 STUDENTS

**EMELINE CARPENTER ELEMENTARY**  
364 STUDENTS



**MCMICHAEL MIDDLE SCHOOL**  
729 STUDENTS

**NACOGDOCHES HIGH SCHOOL**  
1,739 STUDENTS



# NACOGDOCHES SYNOPSIS

**Nacogdoches** is a small city in East Texas and the county seat of Nacogdoches County. The city has a total area of 25.3 square miles. It's located in the heart of Deep East Texas almost equidistant between Dallas/Fort Worth, Houston and Shreveport, Louisiana. Nestled between three national forests and only a short drive from two of the largest lakes in Texas. The economy of Nacogdoches is heavily dependent on **Stephen F. Austin State University**. Like many college towns, Nacogdoches businesses heavily depend on university students as customers and regularly employ them. Other large sectors of the local economy is healthcare, manufacturing, agriculture, and lumber.

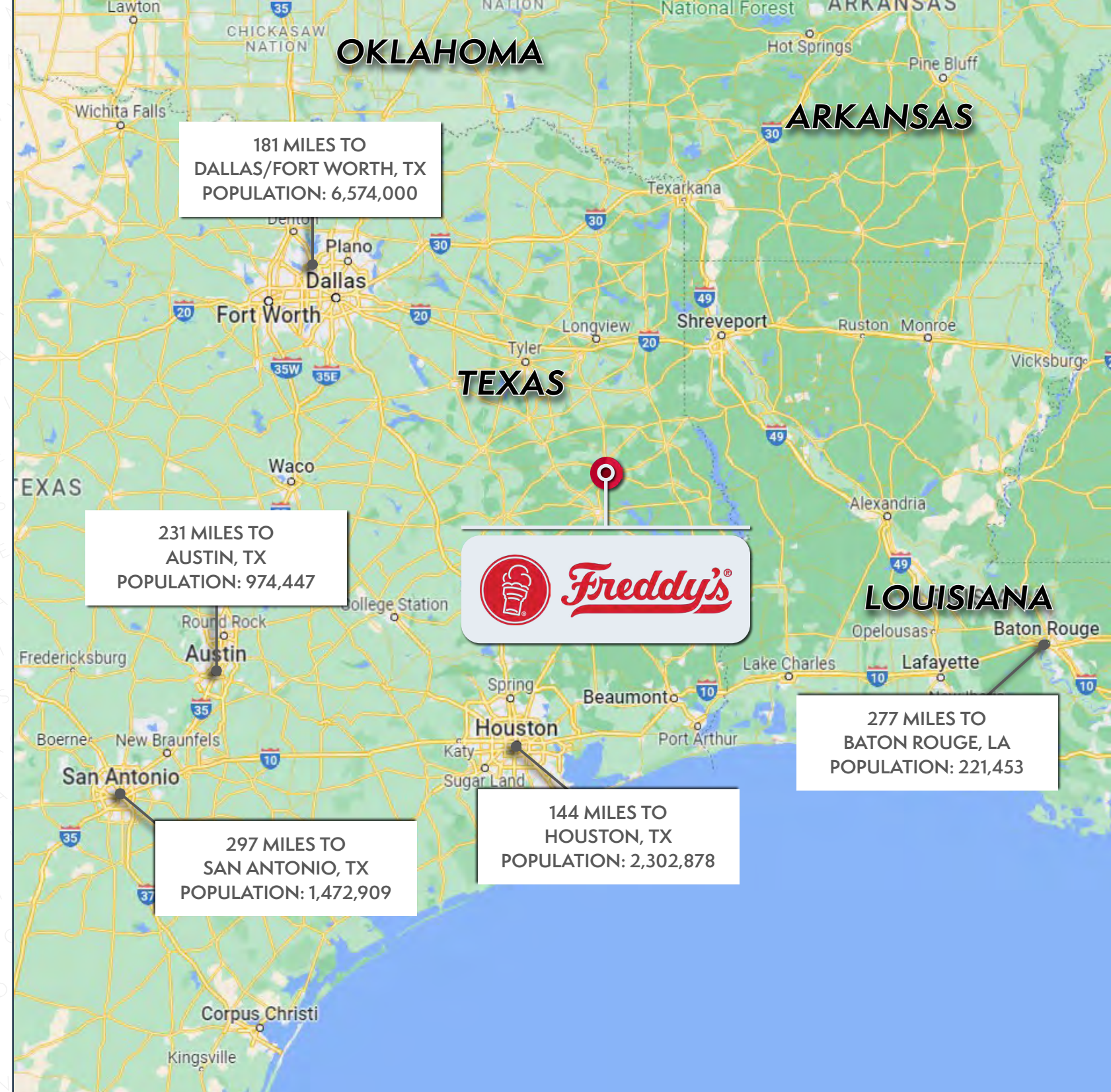
<b>Nacogdoches County Top Employers</b>	<b># of Employees</b>
1 Stephen F. Austin State University	1,571
2 Pilgrim's Pride	1,477
3 Nacogdoches Independent School District	1,047
4 Nacogdoches Memorial Hospital	616
5 Etech, Inc.	550

## Nacogdoches Facts

- > Dubbed the #1 Small City in Texas by Cities Journal
- > The first official town in Texas, earning the nickname of "The Oldest Town in Texas"
- > Named one of the 100 Best Communities for Young People by Americas Promise Alliance
- > Largest Producer of blueberries in Texas
- > Nacogdoches County is ranked 9th in Texas Agricultural Production
- > Nacogdoches "Butcher Boys" has the #1 spot in Wide Open Eats "10 Best Burger Joints in Texas" list

## 2024 DEMOGRAPHICS

	<b>1-MI</b>	<b>3-MI</b>	<b>5-MI</b>
Population	4,529	24,754	37,196
Households	1,955	9,714	14,412
Daytime Demographics Age 16+	4,720	27,470	34,472
Median Age	27.5	29.2	30.6
Average Household Income	\$52,153	\$65,664	\$78,092





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By accepting this Marketing Brochure you agree to release Commercial Investment Advisors, Inc. | CIA Brokerage Company hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of any property.

## FOR MORE INFORMATION:

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**PAUL BLACKBURN**  
**Designated Broker**

Blackburn Properties  
LIC # 376821







# 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.



**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 an an intermediary. A broker who acts an 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 a 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 an 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.

<b>CIA Brokerage Company</b>	<b>9004841</b>	<b>jess@ciadvisor.com</b>	<b>602 770 7145</b>
Licensed Broker/Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<b>Paul K. Blackburn</b>	<b>376821</b>	<b>pkb@blackburnproperties.com</b>	<b>210 828 7654</b>
Designated Broker of Firm	License No.	Email	Phone
<b>Paul K. Blackburn</b>	<b>376821</b>	<b>pkb@blackburnproperties.com</b>	<b>210 828 7654</b>
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
_____	_____	_____	_____
Sales Agent/Associate’s Name	License No.	Email	Phone

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Buyer/Tenant/Seller/Landlord Initials

Date