



NEW 5 YEAR LEASE



**\$417,647.00**  
LIST PRICE



**8.50%**  
CAP RATE



**±4.7 YEARS**  
LEASE TERM



**100%**  
OCCUPANCY

# WINES 'TIL SOLD OUT

3102 NEW BOSTON RD | TEXARKANA, TX

OFFERING MEMORANDUM

# WINES 'TIL SOLD OUT

3102 NEW BOSTON RD TEXARKANA TX | TEXARKANA, TX 75501

## BROKERAGE TEAM



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**±4,202 SF**  
GLA



**1995**  
Year Built



**±16,916**  
Vehicles Per Day



**Gross**  
Lease Type

## PROPERTY OVERVIEW

- **BRAND NEW 5 YEAR LEASE** – The tenant has just renewed their lease for another 5 years with an additional 5-year option, with a 6.25% increase in the option period.
- **ATTRACTIVE 8.25% CAP RATE** – A competitive cap rate provides investors with a solid return on investment in a high-demand market.
- **STABLE NATIONAL TENANT** – Wines ‘Til Sold Out, a well-established national brand, has been operating at this property since 2016, demonstrating commitment to the location.
- **PRIME LOCATION**– The subject property is located within a few blocks of the Texarkana College, a top community college in Texas. Major surrounding tenants include Walmart Supercenter, Lowes, Home Depot, Exxon, Family Dollar, Dollar Tree, Academy Sports and Outdoors, Target, Kohl’s and many more.





## PROPERTY SUMMARY

|                                 |           |
|---------------------------------|-----------|
| SQUARE FEET                     | ±4,202 SF |
| LAND AREA                       | ±0.80 AC  |
| YEAR BUILT                      | 1995      |
| PARCEL ID                       | 42018     |
| MEDIAN HOME VALUE (5 MI RADIUS) | \$142,462 |



# FINANCIAL SUMMARY



**\$417,647**  
LIST PRICE



**8.50%**  
CAP RATE



**\$99.39**  
PRICE PER SF

## TENANT SUMMARY

**Tenant Trade Name** Wines 'Til Sold Out

**Type of Ownership** Fee Simple

**Lease Guarantor** Corporate

**Lease Type** Gross

**Rent Commencement Date** 12/1/2016

**Lease Expiration Date** 5/31/2029

**Term Remaining on Lease** ±4.76 Years

**Increases** 6.25% Increase in Option Period

**Options** One, 5-Year

## ANNUALIZED OPERATING DATA

|                | MONTHLY RENT   | ANNUAL RENT     | RENT PSF       | CAP RATE     |
|----------------|----------------|-----------------|----------------|--------------|
| <b>Current</b> | <b>\$4,000</b> | <b>\$48,000</b> | <b>\$11.42</b> | <b>8.25%</b> |
| Option 1       | \$4,250        | \$51,000        | \$12.13        | 8.95%        |

## ANNUAL FINANCIAL OVERVIEW

Base Rent \$48,000

Insurance \$3,500

Taxes \$7,000

CAM Reserve \$2,000

NOI \$35,500

# PROPERTY PHOTOS





## TENANT PROFILE

Wines 'Til Sold Out (WTSO) is a leading online retailer in the wine industry, specializing in offering premium wines at competitive prices. Since its inception, WTSO has built a loyal customer base by providing limited-time, deep-discount deals on a wide variety of wines. The company operates with a unique flash-sale model, offering customers exceptional value and exclusive access to high-quality wines.

### Key Highlights:

- **Strong Market Position:** WTSO has established itself as a go-to platform for wine enthusiasts looking for premium wines at discounted prices.
- **Customer Loyalty:** The company enjoys a large and loyal customer base due to its excellent customer service, fast shipping, and consistently great deals.
- **Growing Demand:** The online wine market has been experiencing significant growth, and WTSO continues to expand its reach and offerings.
- **Operational Efficiency:** As an e-commerce business, WTSO requires minimal in-person traffic, making it a low-impact tenant for the building while ensuring steady business activity.

HEADQUARTERS  
**New Jersey**

YEAR FOUNDED  
**2006**

# OF EMPLOYEES  
**±150**



**Walmart**  
Supercenter

**TEXARKANA PAVILION**  
SHOE CARNIVAL  
**TJ-maxx**  
burkes  
OUTLET. CINEMARK.  
**BEST BUY** chico's ON THE BORDER  
**COLD STONE** CREAMERY MEXICAN GRILL & CANTINA

Super 1 Foods  
sam's club  
DOLLAR TREE  
SEVEN BROS. STORE THRU CONVENIENCE  
BURGER KING  
DQ  
Jason's deli

**CENTRAL MALL**  
Dillard's JCPenney  
Bath & Body Works SHOE DEPT.  
maurices CHAMPS  
Auntie Anne's HIBBETT Michaels Durlington  
ULTA B.A.M. Olive Garden  
BOOKS-A-MILLION

**LOCKAWAY**  
STORAGE

**LOWE'S**

**RICHARDSON FENCE & PATIO**  
TEXARKANA TX

**RICHMOND RANCH SHOPPING CENTER**  
**BOOT BARN** **TARGET**  
KIRKLAND'S SALLY BEAUTY Office DEPOT PET SMART  
verizon DISCOUNT TIRE LONGHORN STEAKHOUSE

**ALDI** **HOBBY LOBBY**  
**PLATO'S** CLOSET  
Pizza Hut VALERO WELLS FARGO

**Exxon**

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**NEW BOSTON RD ± 11,038 VPD**

**SUBJECT PROPERTY**

Chick-fil-a  
Raising Cane's CHICKEN FINGERS  
cicis  
TACO BELL  
Starbucks  
Residence Inn Marriott

**Sparklight**



# AREA OVERVIEW

Texarkana, Texas, is a unique city straddling the border between Texas and Arkansas, offering a blend of southern charm and regional culture. Known for its distinctive geographic position, Texarkana serves as a significant cultural and economic hub for the area. The city features a historic downtown with a mix of local shops, restaurants, and cultural attractions. Notable landmarks include the Texarkana Post Office and Courthouse, a dual-state facility that highlights the city's unique position straddling two states. Texarkana's economy benefits from its strategic location along major transportation routes, including Interstate 30 and U.S. Highway 59, which facilitate regional trade and travel.

Texarkana's community is known for its welcoming atmosphere and vibrant local events, including festivals and fairs that draw visitors from surrounding areas. The city offers a range of recreational activities, from parks and sports facilities to nearby lakes and nature reserves. Educational institutions like Texarkana College provide local residents with educational opportunities and contribute to the city's development. Overall, Texarkana balances a rich historical heritage with modern amenities, making it a notable place to live and visit in the region.

## ECONOMY

Texarkana has a diverse economy that serves as a regional center for employment, healthcare, and education. The area's economy is bolstered by several key sectors, including manufacturing, defense, medical services, and retail trade. The defense sector is particularly significant, with the Red River Army Depot and various defense contractors providing numerous jobs. Additionally, the city's robust healthcare system attracts patients from a broad 17-county area, while its educational institutions support workforce development. Retail trade also plays a crucial role, driven by the city's strategic location at the crossroads of major highways and railroads, including I-30 and I-49, as well as the Texarkana Regional Airport, facilitating robust commercial activities.



## DEMOGRAPHICS

| POPULATION               | 1-MILE   | 3-MILE   | 5-MILE   |
|--------------------------|----------|----------|----------|
| Current Year Estimate    | 5,025    | 39,643   | 64,502   |
| HOUSEHOLDS               | 1-MILE   | 3-MILE   | 5-MILE   |
| Current Year Estimate    | 2,100    | 16,313   | 25,970   |
| INCOME                   | 1-MILE   | 3-MILE   | 5-MILE   |
| Average Household Income | \$71,728 | \$78,738 | \$79,619 |

# EDUCATION

Located in the heart of the thriving Texarkana city, Texas A&M University-Texarkana and Texarkana College provide a wealth of educational opportunities that benefit the local economy as well as the students. With more than 2,000 students enrolled, Texas A&M University-Texarkana offers a diversified academic environment with an emphasis on student success. This university enables students to succeed in disciplines like business, education, and health sciences by providing an amazing array of degree programs. It has a significant yearly economic influence on the area, bringing in millions of dollars for the local economy.

With more than 4,000 students enrolled, Texarkana College is an integral component of the region's higher education system. The college is well-known for its rigorous academic programs and technical instruction, which equips students for a range of professions like nursing, manufacturing, and the arts. Both organizations have received recognition for their dedication to providing top-notch education. The city is still dedicated to education beyond that point. The "Texarkana Razorbacks," a collegiate sports team, and the "Twice as Fine Texarkana Wine Festival," a celebration of the neighborhood that includes live music and the arts in addition to wine, are both proudly hosted by Texarkana. This dual-campus town is a center for education and culture thanks to Texas A&M University Texarkana and Texarkana College, which both have a substantial impact on the local economy and provide students with a plethora of knowledge and opportunities.



# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **3102 New Boston Rd Texarkana, TX, 75501** (“Property”). The 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 and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, 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.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
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.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services, the property, or the seller by such entity.

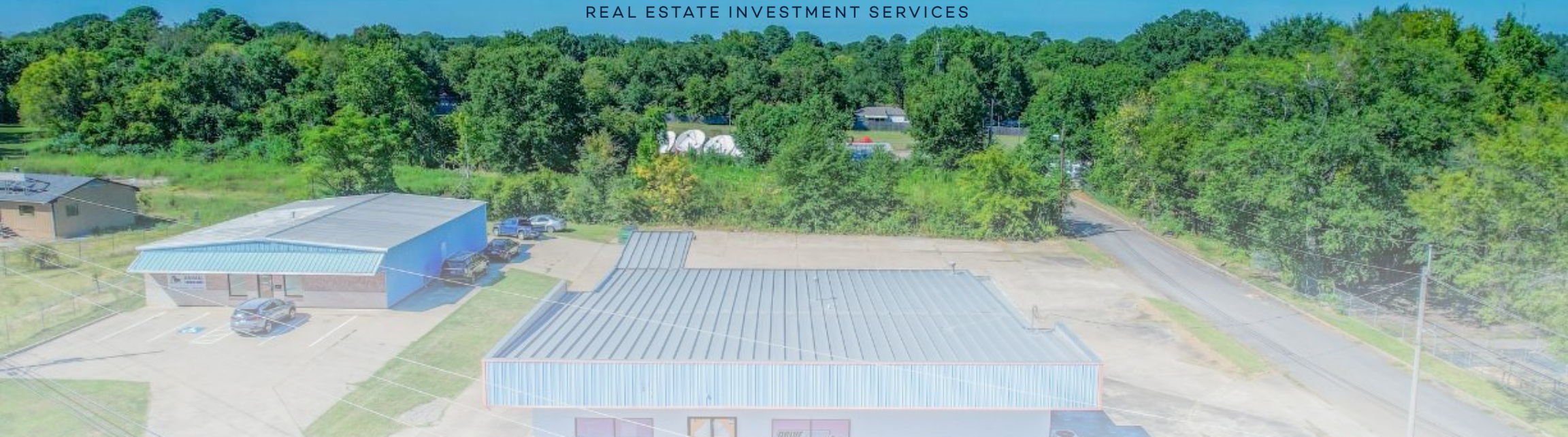
Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

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 Owner 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 of this Offering Memorandum.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net (“N”), double net (“NN”), and triple net (“NNN”) leases. The distinctions between different types of leases or within the same type of leases, such as “Bondable NNN,” “Absolute NNN,” “True NNN,” or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant’s respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers’ particular needs.



**EXCLUSIVELY LISTED BY**

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**Texarkana, TX 75501**



## 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:
  - 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.

|  |             |                           |              |
|--|-------------|---------------------------|--------------|
| Matthews Real Estate Investment Services, Inc.                     | 9005919     | transactions@matthews.com | 866-889-0050 |
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| Sales Agent/Associate's Name                                       | License No. | Email                     | Phone        |

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date