



OFFERING MEMORANDUM

LOWE'S MERCADO

PHENOMENAL YEAR OVER YEAR SALES

3000 SANTA MARIA AVENUE, LAREDO, TEXAS

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OFFERING SUMMARY



Mercado

\$1,305,000

LIST PRICE

7.00%

CAP RATE

INVESTMENT SUMMARY

Address	3000 Santa Maria Ave., Laredo, TX
Price/SF	\$71.86
Building Size	18,160 SF
Lot Size	1.20 AC
Year Built	1965
Term Remaining	1+ Year
Lease Type	Absolute Net

INVESTMENT HIGHLIGHTS

Exceptionally Well Established Grocer in the Heart of Laredo
Subject Property has been a Grocer Since the 1970's
Absolute Triple Net Lease, Zero Landlord Responsibilities
Strong, Texas Based Operator with Corporate Guarantee
Fantastic Demographics and Population Counts Make this an Ideal Site for Operator
Low Rent and Carrying Costs for Tenant
Extremely Strong Sales

FINANCIAL OVERVIEW

LEASE SUMMARY

Tenant	Pay & Save, Inc.
Guarantor	Corporate Guarantee
Lease Type	Absolute Net
Lease Commencement	January 1, 2021
Lease Expiration	December 31, 2025
Renewal Options	Two (2), 5-Year Options
Term Remaining on Lease	1+ Year
Landlord Responsibility	None
Tenant Responsibility	All

RENT SCHEDULE

YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current	\$91,350	\$7,613	\$50.03	7.00%
Option 1 (1/1/25-12/31/30)	\$91,350	\$7,613	\$5.03	7.00%
Option 2 (1/1/31-12/31/35)	\$99,000	\$8,250	\$5.45	7.49%



TENANT OVERVIEW



Lowe's Mercado is a vibrant and bustling grocery store branch of Lowe's Market that offers a diverse array of fresh produce, pantry staples, and specialty items to cater to the varied tastes of its customers.

Lowe's Market was founded in 1964, it has since grown to serve numerous communities with a focus on providing fresh produce, quality meats, and a wide selection of grocery items at competitive prices.

Lowe's Market emphasizes customer service and community engagement, often tailoring its offerings to meet the specific needs and preferences of the neighborhoods it serves.

Lowe's Mercado stores are a celebration of Hispanic culture and work hard to make the community they are located in feel comfortable, happy, and completely taken care of.

In most locations, Lowe's Mercado has a Tortilleria, Taqueria, and a Mexican bakery for customers to enjoy.

Pay and Save, Inc. owns and operates 137 grocery stores in Texas, New Mexico, Colorado, Arizona, and Kansas. Store names include Lowe's Market, Lowe's Mercado, Lowe's Signature, Lowe's Shop and Save, Lowe's Corner Market, Lowe's La Tienda, Food King and Super Save.





DEL CY'S TAQUERIA Y LONCHERIA

TACOS LAS AMIGAS



SANTA MARIA AVE | VPD: 9,462

ST. FRANCES CABRINI CATHOLIC CHURCH

MARKET OVERVIEW

LAREDO, TEXAS

Laredo is the county seat of Webb County, Texas in South Texas on the north bank of the Rio Grande River. It was first founded in 1755 as the largest inland port on the Mexican border. Since it shares a large border with Mexico, the economy is primarily based on international trade with the country to the south. Laredo is also known as a transportation hub, with three areas of travel including land, rail, and air cargo.



HIGHLIGHTS

AGRICULTURE

Laredo is surrounded by lots of farm land which has allowed the area to be a major center for cattle ranching. It is also ranked second in United States for produce imports.

RETAIL SALES

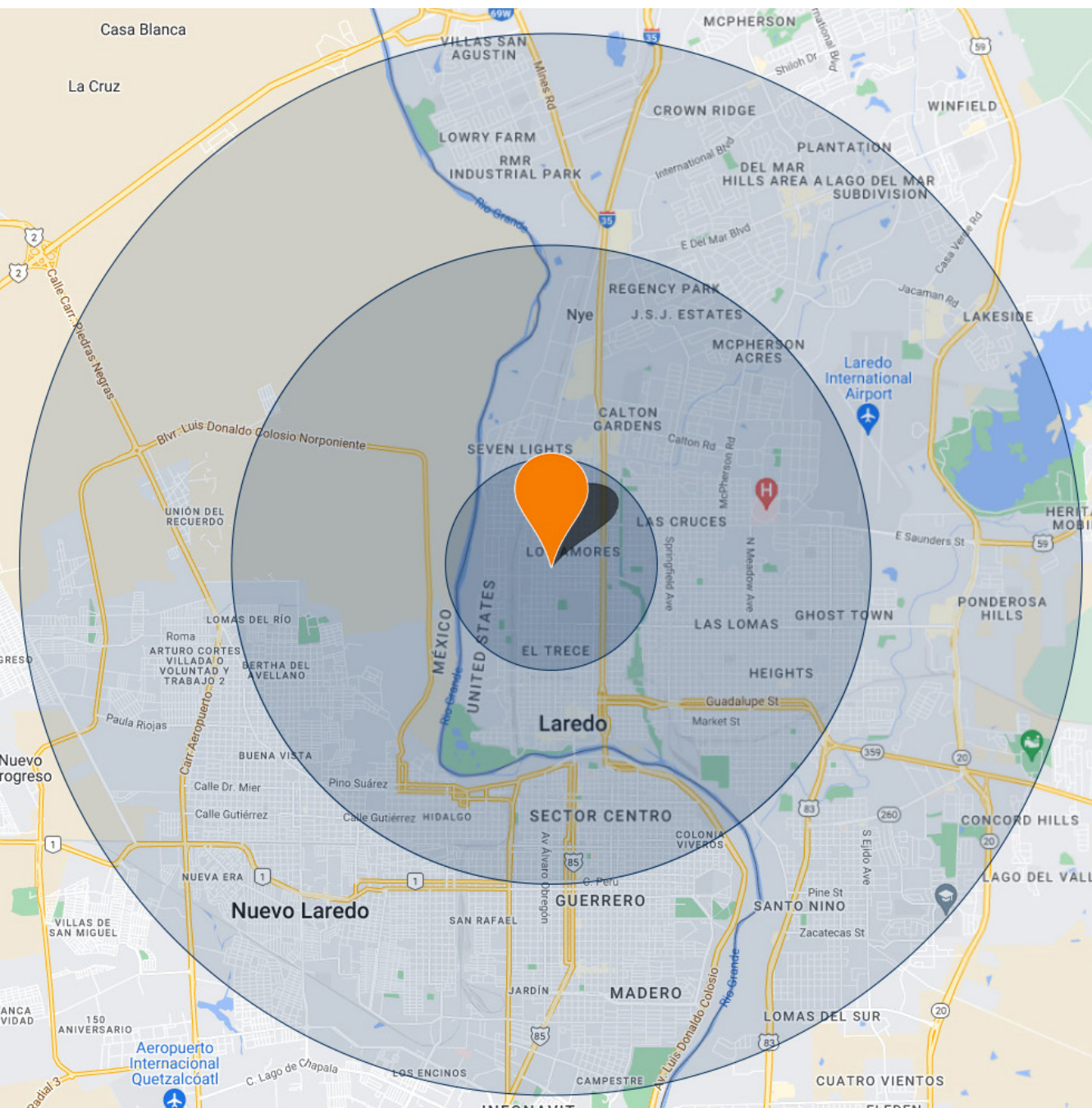
Situated at the end of the Mexican Federal Highway 85, Laredo attracts lots of northern Mexican shoppers. There are three major shopping centers located in Laredo; Mall Del Norte, The Outlet Shoppes at Laredo, and Streets of Laredo Urban Mall.

INTERNATIONAL TRADE

Laredo accounts for more than 47% of United States international trade headed for Mexico. Located at the southern end of Interstate Highway 35, it has the largest inland port border and consists of four international bridges connecting the two countries.



DEMOGRAPHICS



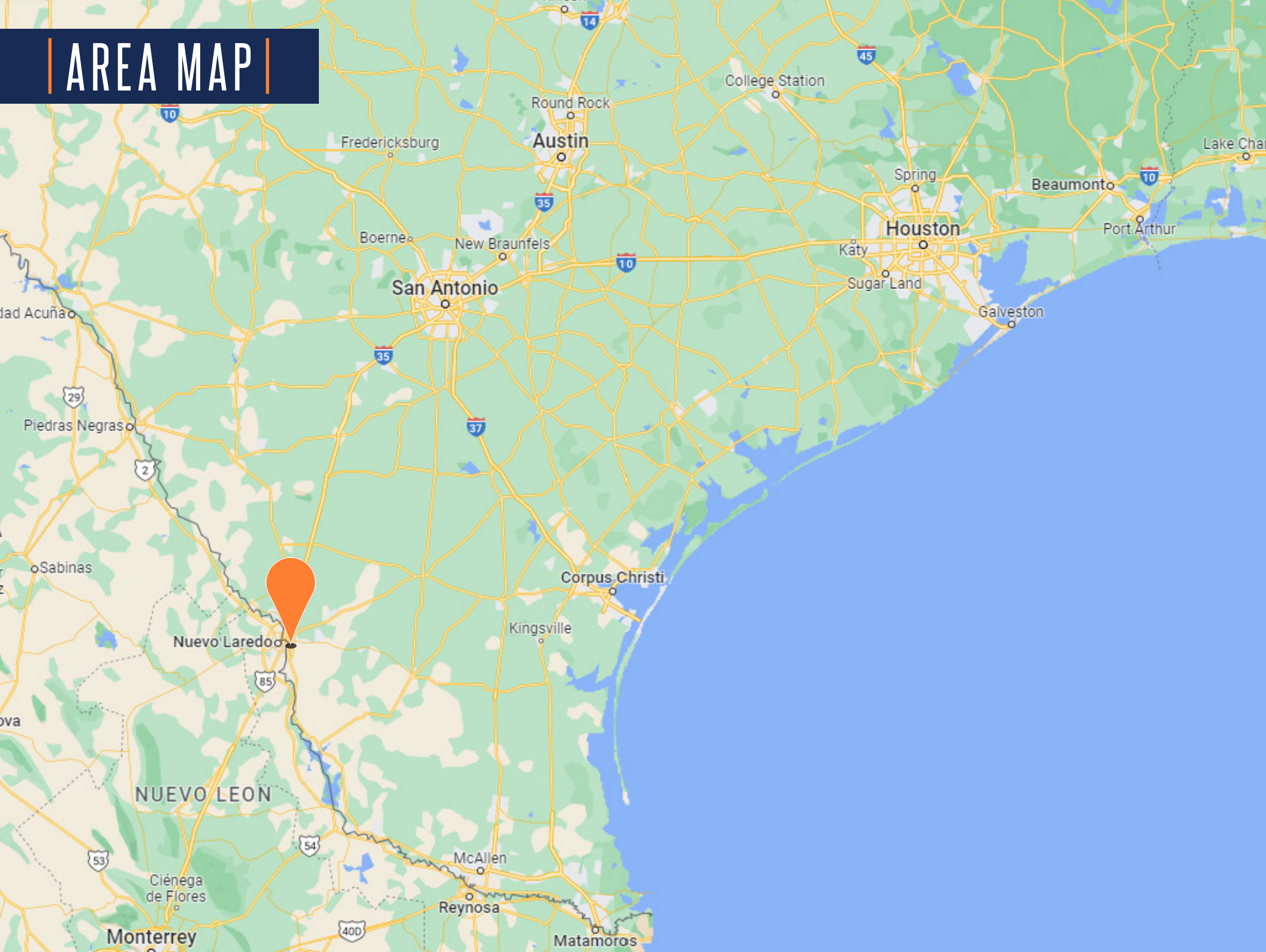
POPULATION		1 MILE	3 MILE	5 MILE
	2027 Projection	23,600	93,591	193,299
	2022 Estimate	23,600	92,086	183,424
	2010 Census	24,515	92,782	171,163

HOUSEHOLDS		1 MILE	3 MILE	5 MILE
	2027 Projection	6,649	28,649	55,397
	2022 Estimate	6,599	27,969	52,251
	2010 Census	6,714	27,524	47,820

HH INCOME		1 MILE	3 MILE	5 MILE
	Average	\$40,422	\$54,707	\$65,766
	Median	\$27,806	\$36,609	\$48,801
	Per Capita	\$11,366	\$16,772	\$18,872

TRANSPORTATION		1 MILE	3 MILE	5 MILE
	2022 Daytime Projections	22,369	107,417	184,342
	2022 Unemployment	7.76%	6.28%	5.37%
	Average Time Traveled (min)	21	20	21

AREA MAP



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Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a Net Lease property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any Net Lease property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

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Marcus & Millichap
DIFFIE RETAIL TEAM



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 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.

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