



BACK ON THE MARKET

# DAIRY QUEEN

NNN LEASED INVESTMENT

1651 LOUETTA RD.  
SPRING, TX 77388



FOR SALE |  1/3 MILE FROM INTERSTATE 45

10077 GROGAN'S MILL RD  
STE 135 | THE WOODLANDS, TX 77380  
JBEARDCOMPANY.COM

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# INVESTMENT SUMMARY

## HIGHLIGHTS

**Long-Term Lease with Attractive NNN Structure:** Dairy Queen retail, single tenant NNN investment for sale located on the southeast corner of Louetta and Holzwarth in Spring, TX. The property is approximately 1/3 mile from the highly trafficked Interstate 45.

**New Construction:** The Property is a build-to-suit Dairy Queen/ "Grill and Chill Concept" 3,098 square foot building with operations commencing mid-June 2019, on ±0.95 acres parcel.

**Diverse Economic Drivers :** The site is located in the middle of an economically diverse area minutes from thousands of employees working in the new ExxonMobil Campus, Southwestern Energy and HP Headquarters in Springwoods Village and other oil and gas expansions in the region, Spring seems to be at the heart of another energy corridor in the northern Greater Houston area. Currently 49,000 employees work in the Spring/Woodlands area with such major employers as Anadarko, ExxonMobil Corp, CHI St. Luke's The Woodlands, Memorial Hermann The Woodlands, Huntsman Corp, Baker Hughes, Talisman Energy, Aon Hewitt, Nexeo Solutions, Chevron, McKesson and Repsol USA.

**Strong Demographics:** Demographics in the trade area are very strong: the 3-mile average household income is \$103,362, which is 30% higher than that of the Houston metro area

**Regional Corridor:** The site is located minutes from The Woodlands, a 28,000-acre master-planned community, with a population of more than 106,670 and consistently ranks among the top best selling, master planned communities in the nation. The Woodlands has emerged as a major healthcare hub in the Houston area, representing almost a quarter of the area's total employment. Memorial Hermann, St. Luke's, Houston Methodist and Texas Children's Hospitals represent four of the Woodlands' largest employers, accounting for nearly 6,000 employees combined. Additionally, M.D. Anderson is building a 20,000 SF outpatient clinic, expected to open in 2019. Acting as the Central Business District of the Woodlands is Town Center, a 1,000 acres master-planned development. Town Center attracts over 20 million visitors annually with popular destinations, such as The Woodlands Mall, Market Street, Woodlands Waterway and The Cynthia Woods Mitchel Pavilion.



# THE PROPERTY

## IDEAL LOCATION

The site is positioned in a regional trade area, which has undergone a new wave of retail growth. Approximately  $\pm$  400,000 SF of retail added over the last 5 years in the surrounding area.



## PROPERTY SUMMARY

ADDRESS:	1651 LOUETTA RD., SPRING, TX 77388
TENANT:	DAIRY QUEEN
BUILDING SIZE:	3,098 SF
LOT SIZE:	0.95 ACRES
LEASE EXP. DATE:	JUNE 16, 2039
LEASE TYPE:	NNN

## FINANCIAL SUMMARY

PURCHASE PRICE:	\$3,200,000
NOI:	\$192,000/YEAR
CAP RATE:	6.0%
REMAINING LEASE TERM:	YEARS
RENEWAL OPTIONS:	TWO(2), FIVE(5) YEAR OPTIONS

## RENT SCHEDULE

LEASE YEAR:	MONTHLY RENT:	ANNUAL RENT:	% INCREASE
1-5	\$16,000.00	\$192,000.00	
6-10	\$17,000.00	\$207,360.00	8%
11-15	\$18,662.00	\$223,994.00	8%
6-20	\$20,115.00	\$241,380.00	8%

# TENANT OVERVIEW

## DAIRY QUEEN | THE STORY

The Dairy Queen system is one of the largest fast food systems in the world, with more than 6,800 restaurants in the United States and ranked 6th in Entrepreneur Magazine's Franchise 500 for 2017 and have 95% consumer brand recognition.

Dairy Queen has locations in all major markets and are one of the most recognized QSR chains in the world. Dairy Queens are operated by franchisees as opposed to corporately owned.

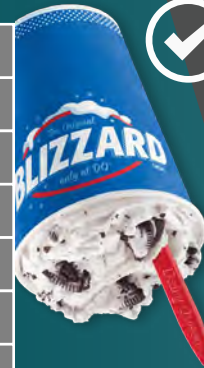
Dairy Queen dates back to John F. McCullough, his son Bradley and their soft-serve ice cream formula in 1938. They opened an ice cream store with a friend and customer, Sherb Noble, in Kankakee, Ill., and then their first Dairy Queen in Joliet, Ill., in 1940. American Dairy Queen Corporation is a subsidiary of Berkshire Hathaway, Inc.

Back then, food franchising was all but unheard of, but the new product's potential made it a natural for such a system. When the United States entered World War II in December 1941, there were fewer than 10 Dairy Queen stores. However, shortly after the war, the system took off at a pace virtually unrivaled before or since. With only 100 stores in 1947, it grew to 1,446 in 1950 and then to 2,600 in 1955. Today, Dairy Queen is a staple and leader of the QSR industry.

## TENANT OVERVIEW



TENANT:	DAIRY QUEEN
ENTITY TYPE:	PRIVATE PARTNERSHIP
INDUSTRY:	RESTAURANT
FOUNDED:	1938
TOTAL LOCATIONS:	6,800 + LOCATIONS
HEADQUARTERS:	MINNEAPOLIS, MN
WEBSITE:	<a href="https://dairyqueen.com/">HTTPS://DAIRYQUEEN.COM/</a>



## FRANCHISEE & OPERATOR OVERVIEW

- ✓ ZDR Holzwarth, LP is a Dairy Queen Franchisee with 8 other fast food operations including 4 other Dairy Queens and 4 Panera Breads.
- ✓ The Operators possess over 19 years of franchise operation expertise.
- ✓ The Lease is Personally Guaranteed for the full remaining term.

# LOCATION OVERVIEW

## SPRING, TX | AREA OVERVIEW

- **There are over 90,890 people living within three miles of the site;** however, given the regional nature of the trade area, the site will benefit from approximately 246,724 people that live within five miles.
- **Within one mile of the site, over 1.2 million sf of commercial real estate is either under construction has been built** within the last five years. The 1/3 mile stretch along Louetta has become a mini-restaurant row, containing nine fast food or fast casual restaurants.
- **Strong retail synergy, with over 2 million square feet of retail within 3/4 of a mile from the property.** Tremendous growth in the immediate area prompted Kroger to build two new stores within one mile of each other, one of which will be less than half-mile from this site.
- **Within one-mile of Spring High School, which enrolls over 3,200 students.** Less than 2 miles from large family entertainment centers like AMC Spring 10, Top Golf, Wet N Wild Splash Town.
- **Wet N Wild Splash Town is Houston's largest and most diverse water park; the park, is located just 1/2 mile from the property, and brings in over 1 million visitors annually.** Several other national fast food brands in the area, including: Potbelly Sandwich Shop, Schlotskys, Salata, Chipotle Mexican Grill, Panera Bread, Starbucks, and many others. Old Town Spring, a popular weekend destination for shopping, festivals, and events, is located less than a mile from the I-45/Louetta interchange.
- **This is the only fast food restaurant on the south side of Louetta west of I-45 for the first 2.5 miles**

## SITE ACCESSIBILITY

- **Highly trafficked signalized corner at Louetta and Holzwarth with an average of 57,000 cars passing daily and just 1/3 mile from I-45.**
- **I-45, which carries approximately 233,000 vehicles daily at the Louetta interchange, is the major north-south thoroughfare serving the Houston metropolitan area and one of the most important freeways in Texas, connecting its two largest metros areas: Houston and Dallas.**

### 1 MILE OVERVIEW



**12,572**  
2019 DAYTIME POPULATION



**8,932**  
2019 TOTAL POPULATION



AVERAGE  
HOUSEHOLD INCOME

**\$113,115**

### 3 MILE OVERVIEW



**81,733**  
2019 DAYTIME POPULATION



**90,890**  
2019 TOTAL POPULATION



AVERAGE  
HOUSEHOLD INCOME

**\$92,642**

### 5 MILE OVERVIEW



**209,144**  
2019 DAYTIME POPULATION



**246,724**  
2019 TOTAL POPULATION



AVERAGE  
HOUSEHOLD INCOME

**\$95,267**

# LOCATION OVERVIEW



 **SPRING CREEK VILLAGE**  
ASSISTED LIVING-MEMORY CARE

*Waterstone*  
Luxury Apartment Homes

**C & A**  
TRANSMISSION  
& AUTO REPAIR

**SITE**

**LOUETTA RD**  
**HOLZWARTH RD**

HIGHLY TRAFFICATED SIGNALIZED CORNER  
AT LOUETTA AND HOLZWARTH RD WITH AN  
AVERAGE OF **57,000 CARS** PASSING  
DAILY AND JUST 1/3 MILE FROM I-45.



**LOUETTA RD**



## HOUSTON METRO | AREA OVERVIEW →

With a population of 6.9 million people in the metro area, Houston is the largest city in Texas, the 4th largest city in the US, and the 5th largest metro area. Houston is consistently a leader in population growth among major metro areas. From 2010 to 2017 the Houston metro added 972,000 people, which is a 16.4% increase. Houston saw the fastest population growth rate amongst the 10 most popular metro areas.

Houston is labeled as the most diverse city in the U.S. with a business friendly environment, which includes a low cost to do business compared to other metro areas. Additionally, Houston has the highest number of STEM professionals, many of which are young in age with higher education degrees.

Houston has a diverse economy, positioning itself as a global leader in energy, medicine, international businesses, distribution, and technology. The Houston MSA is home to 26 Fortune 500 headquarters, ranking third among metro areas. Many other Fortune 500 companies maintain U.S. administrative headquarters in Houston. In the real estate industry, Houston has the 5th largest office market and the 6th largest Industrial market in the U.S.

Houston is known as the "Energy Capital of the World". More than 4,800 energy-related companies are located within the Houston MSA, including more than 700 exploration and production firms, more than 80 pipeline transportation establishments and hundreds of manufacturers and wholesalers of energy-sector products. Houston is home to 40 of the nation's 134 publicly traded oil and gas exploration and production firms, including 10 of the top 25; another nine among the top 25 have subsidiaries, major divisions or other significant operations in the Houston area.



# MARKET OVERVIEW

## HOUSTON MEDICAL CENTER

Houston is also a world leader in the medical industry. The Texas Medical Center is the largest medical complex in the world and is located in Houston. Collectively, the 56 medical, academic and research institutions of the 1,300 acre, 50 million square foot Texas Medical center are Houston's largest employer with over 106,000 medical professionals employed. The Medical Center receives over 10 million patient visits annually. The Medical center is currently under going a \$3 billion expansion, with another \$1.5 billion planned.



## PORT OF HOUSTON

The Port of Houston is a 25-mile long complex which is ranked first in the US in foreign waterborne commerce and ranked second in total tonnage. The Port is responsible for over \$240 billion in annual trade value



## NASA SPACE CENTER

Houston is home to NASA's Johnson Space Center, which employs over 10,000 engineers, scientists and administrative personnel as well as thousands of outside contractors.



## HOUSTON RATINGS & RANKING

Top Metro for Construction Job Growth (July, 2017-June, 2018)  
Top Metro for Economic Growth Potential  
Industrial Construction in the Past Decade  
U-Haul Destination Cities  
Highest Annual Median Wage for STEM Workers  
World's Most Competitive Cities in Five Industries (Transportation & Logistics, Metals, Machinery & Equipment, Energy, Chemicals & Plastics)

Least Expensive Real Estate Markets  
Cost of Living in Top 10 US Cities Hiring for Jobs  
Top Housing Markets for New Homes  
Top Metros for Population Increase (July, 2016-July, 2017)  
Top Metros in the Nation for New and Expanded Corporate Facilities  
Cost of Living - Cities Where Paychecks Go Far  
Global Affordability  
Top Metro Area Exporters

Best Markets to Purchase Retail Property  
Top 100 Cities to Conduct Business In  
Top US Metros for Job Growth (Sept, 2006-Sept, 2016)



# COMPANY OVERVIEW



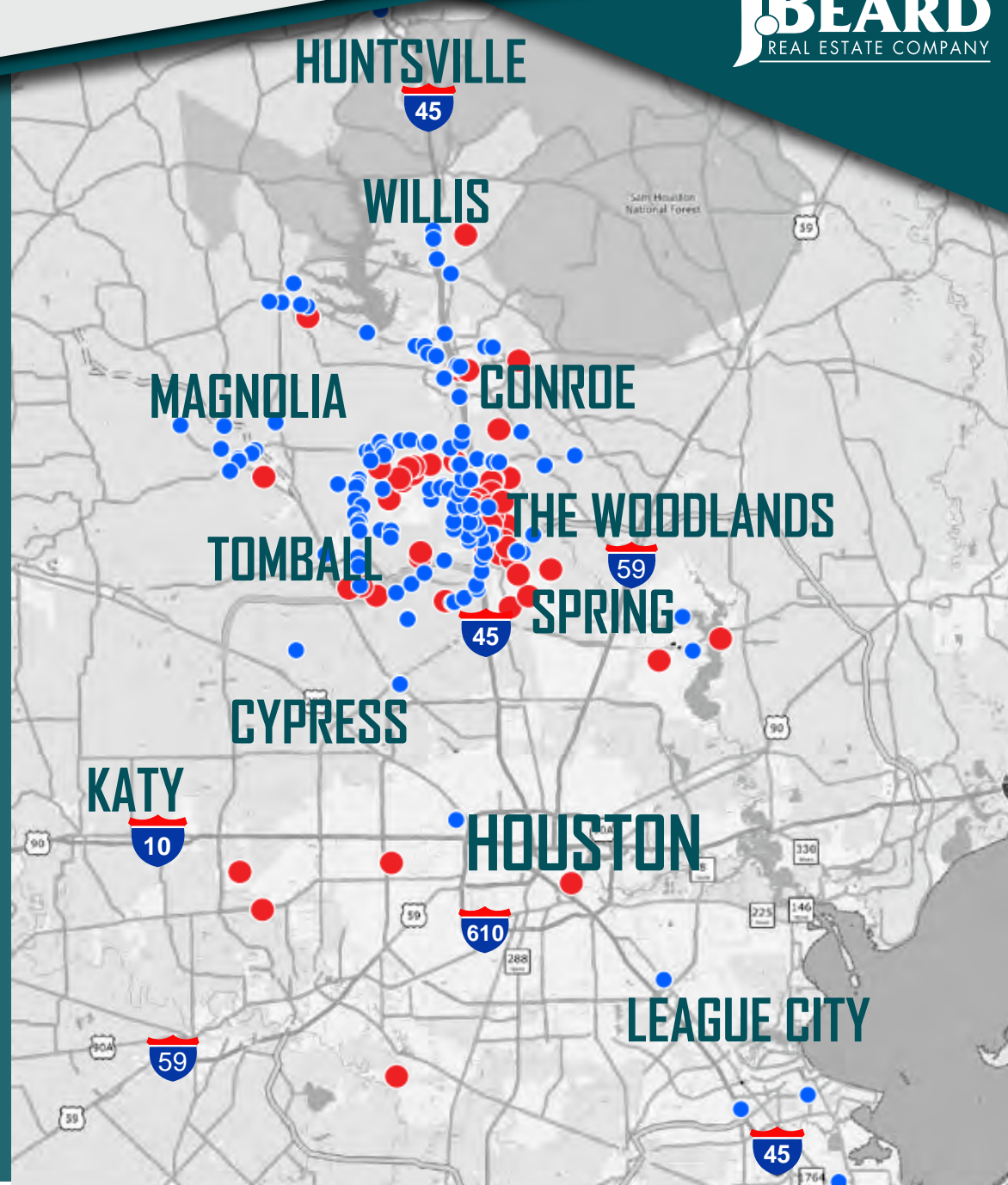
“Our main goal of creating and maximizing value for our clients is driven by the strong character of our individuals and our company’s primary mission.”

- Jeff Beard, CCIM

## INSIGHT. KNOWLEDGE. EXPERTISE

J. Beard Real Estate actively markets ±200 listings Across the Greater Houston area and facilitates 300+ transactions annually.

We provide our clients with unparalleled insight, market knowledge and, unique expertise.



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FOR MORE INFORMATION:

Jeff Beard, CCIM  
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jbeardcompany.com



**BOMBSHELLS!**  
RESTAURANT & BAR

**Panera**  
BREADS

**Cheddar's**  
SEALED STEAKHOUSE

**SPAMATOON**

**Arby's**  
Crickle

**W**

**Payless**  
**verizon**  
HOME CENTER

**Salute**

**CAULFIRE**  
RESTAURANT

**ZAXBY'S**  
**Krazy's**

**45**

**STARBUCKS**  
COFFEE

The Villages At  
**Louetta**  
APARTMENTS

**DICKEY'S**  
BARBECUE PIT

**SPEC'S**  
FINE GOURMET  
FINER FOODS

**MURPHY**  
USA

**Schlitzsky's**  
CATERING

**DQ**

**LOUETTA ROAD**

**SITE**





# 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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Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date