



HTEAO
655 SOUTH BIBB AVENUE, EAGLE PASS, TEXAS 78852

CONFIDENTIAL OFFERING MEMORANDUM

SHOP CO.

SHOP^{CO.}

OFFERING MEMORANDUM



LOCATION

**655 SOUTH BIBB AVENUE
EAGLE PASS, TEXAS 78852**

OFFERED BY

Tim Axilrod

TAXILROD@SHOPCOMPANIES.COM / 214-960-2835 / 4809 COLE AVE STE 330, DALLAS, TX 75205

Taylor Rose

TROSE@SHOPCOMPANIES.COM / 214-225-8541 / 4809 COLE AVE STE 330, DALLAS, TX 75205



SHOPCOMPANIES.COM

OFFERED BY

Tim Axilrod / **TAXILROD@SHOPCOMPANIES.COM** / **214-960-2835**

Taylor Rose / **TROSE@SHOPCOMPANIES.COM** / **214-225-8541**

TABLE OF CONTENTS

1 EXECUTIVE SUMMARY	Investment Overview 6
	Lease Abstract 7
	Tenant Profile 8
<hr/>	
2 PROPERTY OVERVIEW	Locator Map..... 11
	Aerials..... 12
	Site Plan 16
<hr/>	
3 TRADE AREA OVERVIEW	Eagle Pass/Maverick County Area Overview 18
	Demographics 19



DISCLAIMER: This confidential Offering Memorandum has been prepared by Shop Investment Sales, LLC ("SIS") for use by a limited number of parties and has been obtained from sources believed to be reliable. The material contained herein shall be used for the purposes of evaluating the Property for acquisition and shall not be used for any purpose or made available to any other person without the express written consent of SIS. SIS and Owner make no guarantee, warranty or representation about the information contained herein. It is your responsibility to confirm, independently, its accuracy and completeness. You should conduct your own independent investigation and assessment of the contents of this Offering Memorandum, make such additional inquiries as you deem necessary or appropriate and form your own projections without reliance upon the material contained herein. No representation is made by SIS or Owner as to the accuracy or completeness of the information, and nothing contained herein is or shall be relied on as a promise or representation as to the future performance of the Property. The information contained in this presentation is highly confidential and subject to change. By accepting and reviewing this Offering Memorandum, you agree to maintain the confidentiality of the information contained herein and agree that you will not reproduce or distribute such information to any other person or use such information for any purpose other than to evaluate your potential interest in the Property and will not use the presentation or any of the contents in any manner detrimental to the interest of the Owner or SIS. SIS expressly disclaims any and all liability for statements or representations, express or implied, contained herein or for omissions from the Offering Memorandum or for any other written, oral or other format of communication transmitted to any entity/prospective investor in the course of its evaluation of the proposed transaction. At their sole discretion Owner and SIS each expressly reserve the right to reject any or all expressions of interest or offers regarding the Property and/or terminate discussions with any entity/prospective investor at any time with or without notice. Owner shall have no legal commitment or obligations to any entity/prospective investor reviewing this Offering Memorandum or making an offer to purchase the Property unless and until such offer is approved by Owner, a written agreement for the purchase of the Property has been fully executed, delivered and approved by Owner and its legal counsel, and any obligations set by Owner thereunder have been satisfied or waived.



EXECUTIVE SUMMARY

INVESTMENT OVERVIEW

- 10-Year Absolute NNN Single-Tenant Drive-Thru Asset in the Emerging South Texas Submarket of Eagle Pass, TX
- Primary Lease Term Through March 2034; 10% Escalations Every 5 Years Including Each of the Four, 5-Year Renewal Options
- HTeaO is America's Largest Iced Tea Franchise & Ranked #59 on Inc. Magazine's 500 Regionals Southwest; 140+ Existing Brick & Mortar Locations in 8 States, 300 in Development, 530+ Active Franchise Licenses
- Well-Positioned Just Off Intersection at U.S. Highway 281 & U.S. Highway 57 (S. Bibb Ave); 47,677+ Combined VPD & Located Between Discount Tire, Blue Wave Express Car Wash & Chick-fil-A
- Neighboring National Tenant Retailers Include Walmart Supercenter, H-E-B Grocery Store, Lowe's Home Improvement, Chick-fil-A, Academy Sports and Outdoors, Dollar General, & Family Dollar Amongst Others
- Positioned 0.7 miles from San Luis Elementary School, of Eagle Pass Independent School District which has 14,000+ Students Enrolled
- Nearby Developments Include 12-Lane Expansion of Camino Real International Bridge, 2024-Build \$9.6MM Hyatt Place Hotel, & 80-Acre National Guard Base to Support 2,300+ Soldiers as a Part of Operation Lone Star, a \$10B Border Security Initiative

HTeaO is an absolute-NNN, single-tenant drive-thru asset located in the emerging South Texas submarket of Eagle Pass. The Tenant has a recent 10-year lease through March 2034, personally guaranteed. Built in 2024, HTeaO is a 2,500 square feet asset with a drive-thru, providing long-term residual value. The lease offers passive ownership with zero landlord responsibilities and 10% rent escalations every 5 years, including each of the four 5-year renewal options. The Property benefits from strong access and visibility, situated on +/- 1.09 acres along South Bibb Avenue, which feeds into key transportation corridors, U.S. Highway 277 and U.S. Highway 57. Neighboring national credit retailers include Walmart Super Center, Lowe's Home Improvement, Ross Dress for Less, Chick-fil-A, and Dollar General amongst others.

Strategically positioned along the frontage of South Bibb Avenue, minutes from its intersection with U.S. Highways 277 and 57, critical arteries in the South Texas transportation network facilitating the international movement of goods between Mexico, South Texas and the interior U.S., the Property experiences combined traffics volumes in excess of 47,677 vehicles per day. HTeaO benefits from its prime retail location in Eagle Pass' major commercial corridor, located between Dicosunt Tire, and BlueWave Car Wash and Chic-fil-a and with proximity to Walmart Super Center (estimated \$152,100,000 yearly sales at this location per Placer.Ai), H-E-B Grocery Store (estimated \$74,100,000 yearly sales at this location per Placer.Ai), Tractor Supply Co., and Academy Sports and Outdoors amongst others. The dense trade area is supported by over 2,100,000 SF of restaurant, retail, and entertainment GLA in a 2-mile radius (CoStar). The Property is located less than 10 minutes from the Eagle Pass Port of Entry, one of the most active U.S. and Mexico border crossings in Texas, facilitating daily commercial and

passenger traffic. Additionally, HTeaO is situated less than a mile from San Luis Elementary School, a part of the Eagle Pass Independent School District, serving over 14,000 students. Less than 3 miles from the Property are Fort Duncan Regional Medical Center, a 101-bed facility with 60,000+ outpatient visits as the only hospital in Maverick County, the Maverick County Courthouse, and the \$9.6MM, new construction Hyatt Place Hotel. 2 miles from HTeaO is the Camino Real International Bridge, undergoing a 12-lane expansion to accommodate cross-border freight volumes. The city of Eagle Pass, home to the National Guard Base anticipated to support 2,300+ soldiers, is among numerous Texas Submarkets experiencing compelling growth due to public and private investment, and convenient access to a network of major freeways. The Property benefits from favorable demographics with average household income exceeding \$67,603 in a 5-mile radius. Overall, HTeaO offers an investor the opportunity to acquire a well-located, drive-thru asset along a primary thoroughfare in the emerging South Texas submarket of Eagle Pass.

HTeaO is America's largest iced tea franchise and ranked No. 59 on Inc. Magazine's fourth annual 5000 Regionals Southwest List. Additionally, HTeaO has ranked highly on the Entrepreneur Franchise 500 rankings for four years in a row and landed at number nine on the 2023 Top New and Emerging Franchises list. HTeaO is a drive-thru quick-serve iced tea concept with over 140 brick and mortar locations, 530 franchise licenses, and plans to have over 500 locations opened by 2026. The brand offers 26 tea flavors with more than 500 possible tea flavor combinations. Overall, HTeaO is an ideal asset for an investor looking for a zero-management, long-term corporate-leased drive-thru asset in the established West-Central Texas submarket of Abilene.

EXECUTIVE SUMMARY

LEASE ABSTRACT

Offering Price: \$1,914,000

Cap Rate: 6.40%

Tenant: HTeaO (Tea By Green Line, LLC)

Location: 655 South Bibb Avenue
Eagle Pass, Texas 78852

Guarantor: Personal

Building Square Feet: 2,500 SF

Land Area: +/-1.09 Acres

Rent Commencement: April 1, 2024

Lease Expiration: March 31, 2034

Base Lease Term: 10 Years

Renewal Options: Four, 5-Year Options

Rent Increases: 10% Every 5 Years

Lease Type: Absolute Net

Year Built: 2024

Roof & Structure: Tenant Responsibility

Right of First Refusal: No



Rent Schedule:

Years	Annual Rent	Monthly Rent
1 - 5	\$122,500	\$10,208.33
6 - 10	\$134,750	\$11,229.16
11 - 15 (Renewal Option #1)	\$148,225	\$12,352.08
16 - 20 (Renewal Option #2)	\$163,047	\$13,587.29
21 - 25 (Renewal Option #3)	\$179,352	\$14,946.02
26 - 30 (Renewal Option #4)	\$197,287	\$16,440.62

EXECUTIVE SUMMARY

TENANT PROFILE



HTeaO, established in 2009 in Amarillo, Texas, has quickly become a leader in the iced tea franchise space, setting new standards within the beverage industry. Renowned for their ultra-premium offerings, HTeaO serves an extensive menu of 26 handcrafted sweetened and unsweetened tea flavors, made with all-natural ingredients and a proprietary water filtration system to ensure the highest quality. The brand prides itself on quality and innovation, offering a unique combination of in-store and drive-thru service to enhance convenience for every customer.

HTeaO currently boasts 140+ locations across 8 states and continues its rapid expansion with over 300 additional stores in development and 530 total licenses. The brand's strategic partnerships, including a minority investment from Crux Capital and Trive Capital in 2023, will propel the company's growth, attract top talent, and drive the integration of innovative technology to further enhance service and customer satisfaction.

www.htea.com



ADDITIONAL INFORMATION



SHOPCOMPANIES.COM

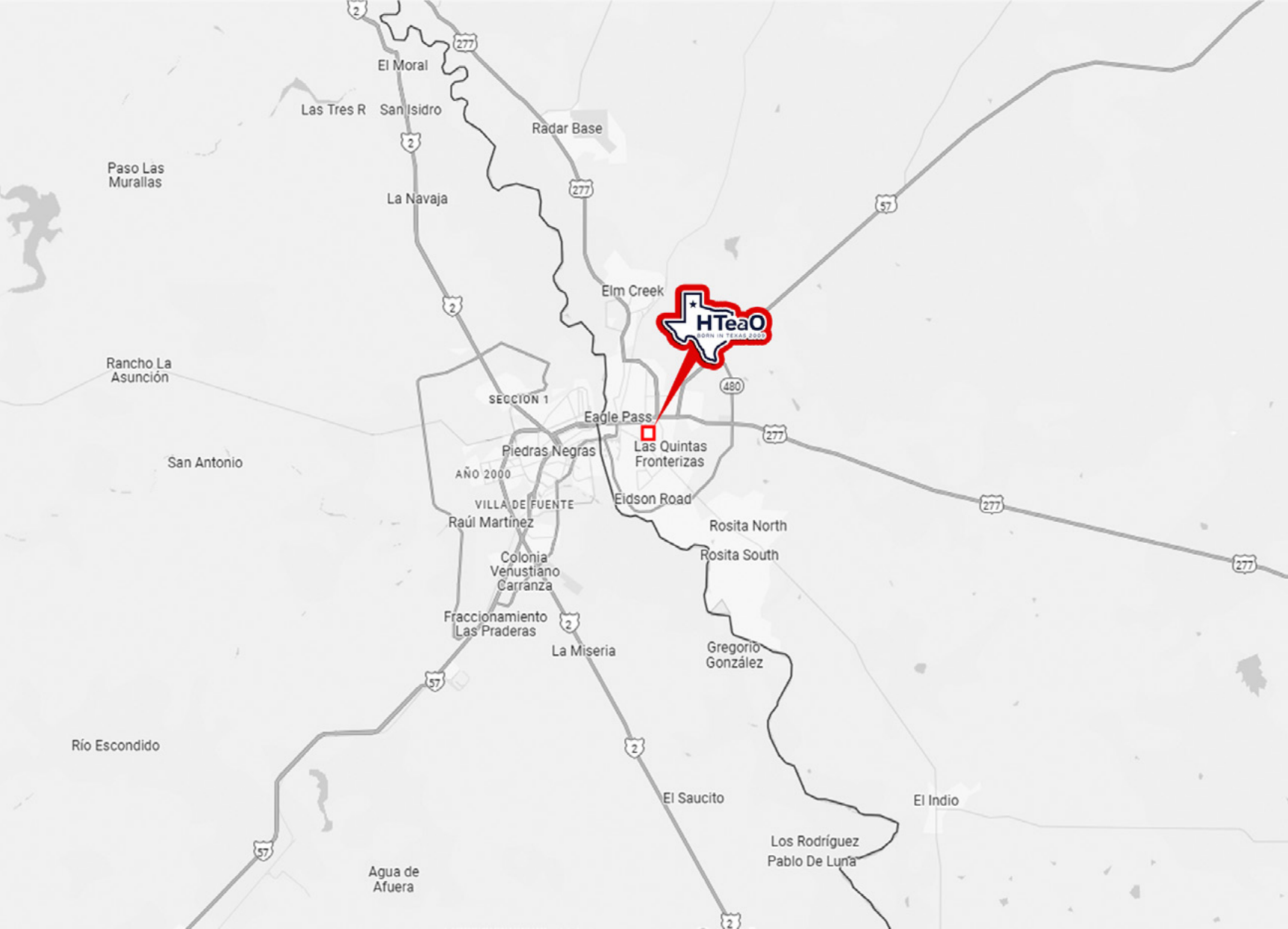
OFFERED BY

Tim Axilrod / **TAXILROD@SHOPCOMPANIES.COM** / **214-960-2835**

Taylor Rose / **TROSE@SHOPCOMPANIES.COM** / **214-225-8541**



PROPERTY OVERVIEW



SHOPCOMPANIES.COM

PROPERTY OVERVIEW



PROPERTY OVERVIEW



SHOPCOMPANIES.COM

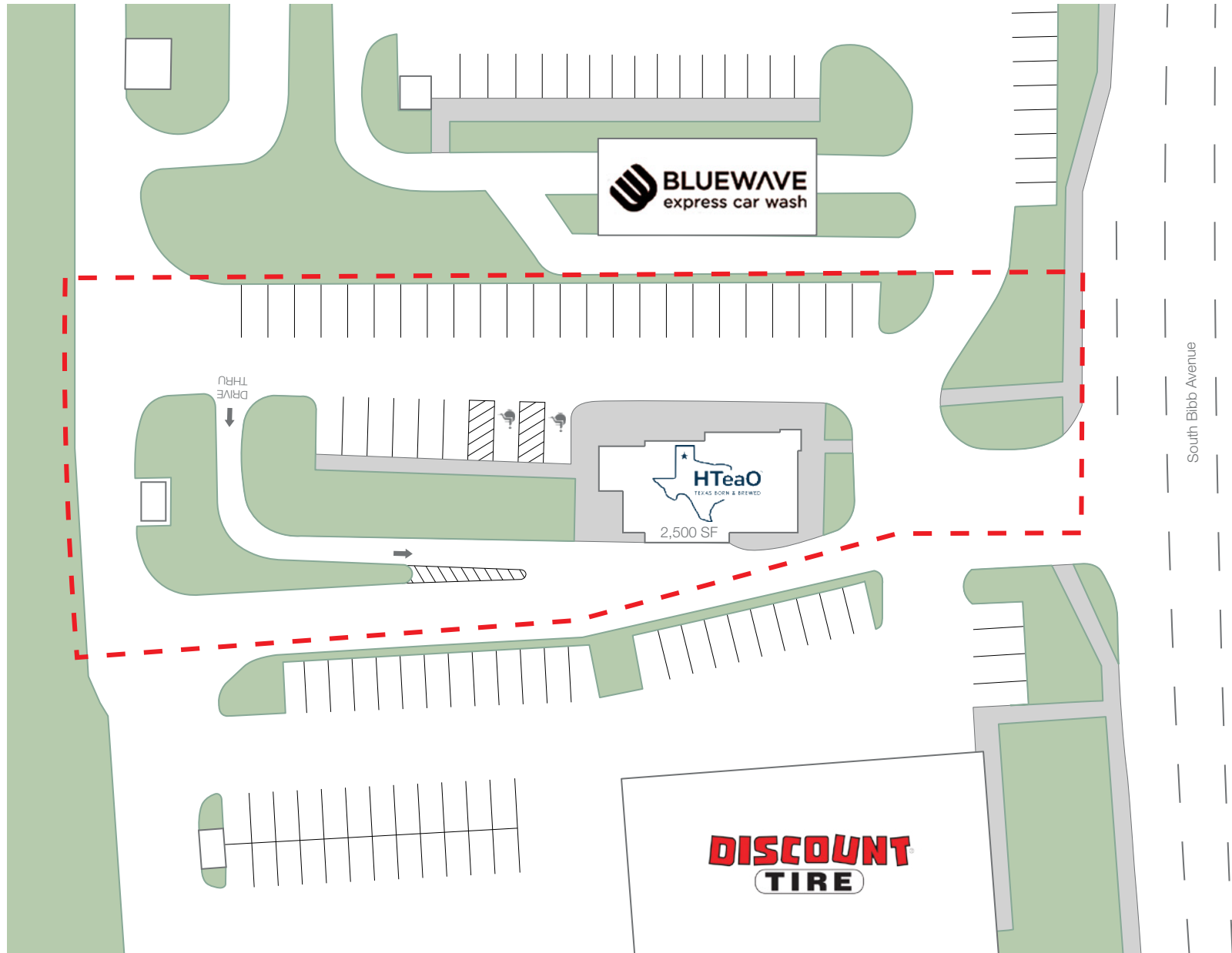
PROPERTY OVERVIEW



SHOPCOMPANIES.COM

PROPERTY OVERVIEW

SITE PLAN





TRADE AREA OVERVIEW

EAGLE PASS/MAVERICK COUNTY AREA OVERVIEW

EAGLE PASS/MAVERICK COUNTY, TX



Eagle Pass is the county seat of Maverick County, located in southwest Texas along the U.S.–Mexico border. The city and county have a combined population of approximately 58,000 and form part of a growing binational region directly across from Piedras Negras, Coahuila. Eagle Pass lies at the crossroads of U.S. Highway 277 and State Highway 57, about 145 miles southwest of San Antonio, 60 miles from Del Rio, and 250 miles from Laredo. The area benefits from its strategic location for trade, agriculture, and regional connectivity.

Maverick County spans over 1,280 square miles and is characterized by its flat plains, rich ranching and farming lands, and strong ties to cross-border commerce. Two international bridges in Eagle Pass facilitate major trade activity, with more than \$30 billion in goods moving through the port annually. The region is a designated Foreign Trade Zone and plays a vital role in U.S. and Mexico logistics, customs, and distribution.

The local economy is diverse and anchored by government, education, healthcare, retail, and hospitality. Major employers include Eagle Pass ISD, the City of Eagle Pass, Maverick County Hospital District, U.S. Customs and Border Protection, and the Kickapoo Lucky Eagle Casino Hotel, one of the region’s largest private employers. The casino also contributes significantly to tourism and entertainment, drawing visitors from across Texas and northern Mexico.

Maverick County offers a range of natural and cultural attractions. Fort Duncan Park and Museum, Maverick County Lake, and Shelby Park along the Rio Grande provide outdoor recreation and historical interest. Events such as the International Friendship Festival highlight the area’s binational heritage. Education is supported by the Eagle Pass Independent School District and Southwest Texas Junior College, with additional opportunities available through regional universities like Sul Ross State and Texas A&M International.

SHOPCOMPANIES.COM

TRADE AREA OVERVIEW
DEMOGRAPHICS

Variable	1 mile	3 miles	5 miles
2024 Total Population	10,802	40,531	50,588
2029 Total Population (Esri)	10,670	40,446	51,054
2010 Total Population (U.S. Census)	11,938	39,045	46,649
2000 Total Population (U.S. Census)	12,217	34,738	41,196
2000-2020 Population: Compound Annual Growth Rate (U.S. Census)	-0.56%	0.73%	0.94%
2023-2028 Population: Compound Annual Growth Rate (Esri)	-0.25%	-0.04%	0.18%
2024 Total Daytime Population (Esri)	12,538	41,522	48,554
2024 Median Age (Esri)	40.4	36.1	35.3
2024 Total Households (Esri)	3,828	13,285	16,317
2029 Total Households (Esri)	3,886	13,637	16,940
2010 Total Households (U.S. Census)	3,784	11,674	13,726
2000 Total Households (U.S. Census)	3,612	9,881	11,516
2023-2028 Families: Compound Annual Growth Rate (Esri)	0.20%	0.43%	0.67%
2024 Average Household Income (Esri)	\$54,777	\$63,011	\$67,603
2024 Median Household Income (Esri)	\$42,648	\$46,536	\$48,575
2024 Per Capita Income (Esri)	\$19,018	\$20,654	\$21,761
2024 Population Age 25+: Less than 9th Grade (Esri) (%)	16%	15%	16%
2024 Population Age 25+: 9-12th Grade/No Diploma (Esri) (%)	14%	13%	13%
2024 Population Age 25+: High School Diploma (Esri) (%)	23%	20%	21%
2024 Population Age 25+: Some College/No Degree (Esri) (%)	17%	15%	15%
2024 Population Age 25+: Associate's Degree (Esri) (%)	7%	7%	7%
2024 Population Age 25+: Bachelor's Degree (Esri) (%)	13%	16%	15%
2024 Population Age 25+: Graduate/Professional Degree (Esri) (%)	3%	6%	5%
2024 Total (SIC01-99) Businesses	453	1,130	1,218
2024 Total (SIC01-99) Employees	4,886	13,691	14,566

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. 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 informational 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.

SHOP Investment Sales, LLC	9003219		214-960-4545
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Thomas Tucker	543816	ttucker@shopcompanies.com	214-960-2887
Designated Broker of Firm	License No.	Email	Phone
Tim Axilrod	617806	taxilrod@shopcompanies.com	214-960-2835
Sales Agent/Associate’s Name	License No.	Email	Phone
Buyer/Tenant/Seller/Landlord Initials		Date	

Information available at www.trec.texas.gov

Regulated by the Texas Real Estate Commission



Tim Axilrod

4809 COLE AVE STE 330, DALLAS, TX 75205

TAXILROD@SHOPCOMPANIES.COM

214-960-2835

Taylor Rose

4809 COLE AVE STE 330, DALLAS, TX 75205

TROSE@SHOPCOMPANIES.COM

214-225-8541

SHOP ^{COS.}