



Representative Photo.



Actual Location.

## OFFERING MEMORANDUM

TITLEMAX NET LEASE INVESTMENT | 6.9% CAP RATE

BATESBURG, SOUTH CAROLINA



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## TABLE OF CONTENTS

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EXECUTIVE SUMMARY	3
PROPERTY INFORMATION	4
RENT SCHEDULE	5
SURVEY & SITE MAP	6
TENANT PROFILE	7
ACTIVE COMPARABLES	8
ABOUT THE AREA	9
IN THE AREA	10
LOCATION MAP	11
DEMOGRAPHIC OVERVIEW	12
BROKER PROFILE	13
ABOUT BULL REALTY	14
CONFIDENTIALITY AGREEMENT	15
DISCLAIMER & LIMITING CONDITIONS	16

# EXECUTIVE SUMMARY

115 WEST CHURCH STREET, BATESBURG, SC 29006

## INVESTMENT OFFERING

This single tenant net lease investment property features a NNN, corporate guaranteed lease with Savannah, GA headquartered TitleMax. The term was recently extended through December 31, 2027 with additional renewal options showing a strong commitment to this location. Effective January 1, 2023, the NOI increased to \$44,400 annually with three 5 year options.

The all brick  $\pm$  2,800 SF building was renovated in 2013 for TitleMax. It sits on a  $\pm$  0.13 acre lot and is adjacent to a Walmart Supercenter. Nearby traffic counts average 10,200 VPD. Other neighboring retailers include Starbucks, O'Reilly Auto Parts, Sonic Drive-In, and Taco Bell.

Batesburg-Leesburg in Lexington County is part of the Columbia MSA. Downtown Columbia is 33 miles east of the Subject. The population within a 5 mile radius of is 10,852 with an average household income of \$61,283. The area has projected growth of over 7% in the next 5 years.

This is a great "bite-size" NNN offering with a corporate guaranty from TMX Finance, one of the largest personal financing and title loan companies in the US, operating over 900 locations title in 12 states. It is value priced at \$640,000 or a 6.9% cap rate.

## INVESTMENT HIGHLIGHTS



**\$640,000**

- "Bite size" NNN lease just renewed and added 3 additional 5-year options showing a strong commitment to this location
- Adjacent to Walmart Supercenter with 10,200 VPD on West Church Street
- Located in Columbia, SC MSA, just off Interstate 20 with continued growth of over 7% in a 5-mile radius in the next 5 years
- Many nearby national retailers including Starbucks, O'Reilly, Walgreens, Taco Bell, Arby's, and Sonic
- Corporate guaranteed by Savannah, GA based TMX Finance, with over 900 locations in 12 states



# PROPERTY INFORMATION

115 WEST CHURCH STREET, BATESBURG, SC 29006

COUNTY:	Lexington
PRICE:	\$640,000
CAP RATE:	6.9%
NOI:	\$44,400
PRICE/SF:	\$228.57/SF
RENT/SF:	\$15.86/SF
TYPE OF OWNERSHIP:	Fee Simple
LEASE TYPE:	NNN
LEASE COMMENCEMENT:	12/14/2012
LEASE EXPIRATION:	12/31/2027
RENEWAL OPTIONS:	Three 5-year remaining
RENT INCREASES:	\$3,600 in options
GUARANTOR:	TMX Finance LLC (Corporate Guaranty)
LANDLORD RESPONSIBILITIES:	Property Insurance (premium reimbursed by Tenant)
TENANT RESPONSIBILITIES:	All repairs & maintenance, taxes, liability insurance and reimbursement of Landlord's property insurance premium
RIGHT OF FIRST REFUSAL:	No



**TENANT**  
TitleMax



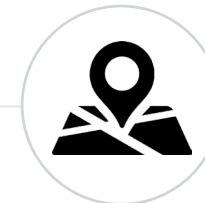
**SITE SIZE**  
±0.13 Acres



**BUILDING SIZE**  
±2,800 SF



**YEAR RENOVATED**  
2013



**ACCESS**  
Interstate 20



**TRAFFIC COUNT**  
Adjacent to Walmart  
with 10,200 VPD on  
West Church Street



# RENT SCHEDULE

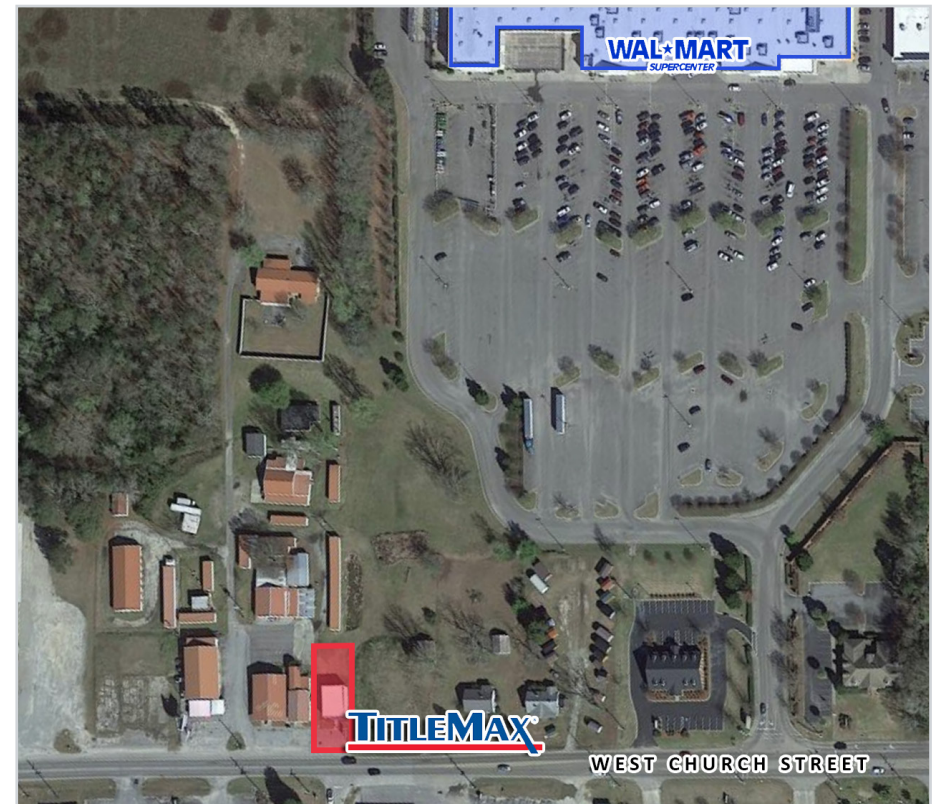
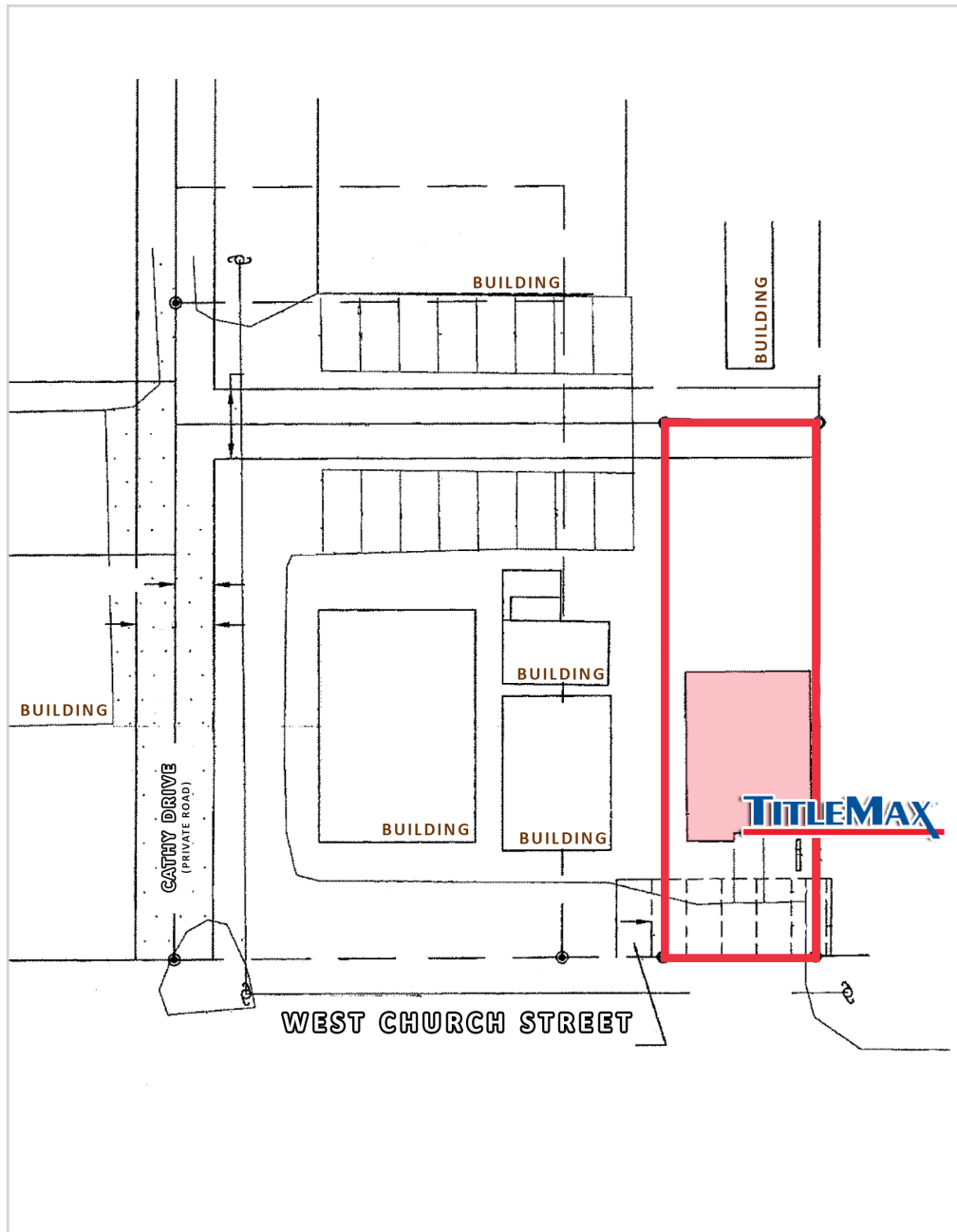
TERM	DATES	MONTHLY RENT	ANNUAL RENT	INCREASE	CAP RATE
INITIAL	12/14/2012 - 12/31/2022	\$3,400	\$40,800	-	-
FIRST OPTION (EXERCISED)	1/1/2023 - 12/31/2027	\$3,700	\$44,400	\$3,600	6.9%
SECOND OPTION	1/1/2028 - 12/31/2032	\$4,000	\$48,000	\$3,600	7.5%
THIRD OPTION	1/1/2033 - 12/31/2037	\$4,300	\$51,600	\$3,600	8%
FOURTH OPTION	1/1/2038 - 12/31/2042	\$4,600	\$55,200	\$3,600	8.6%



Actual Location.



# AERIAL & SITE PLAN



# TENANT PROFILE

## TITLEMAX<sup>®</sup> TITLE PAWN



1998  
FOUNDED IN



2,000+  
EMPLOYEES



900+  
LOCATIONS



SAVANNAH, GA  
HEADQUARTERS

### OVERVIEW

TitleMax is one of the nation's largest and most reputable title lending companies. Since its inception in 1998, TitleMax has expanded to over 900 stores in 13 states. TitleMax provides title loans to over 3,000 people every day. They offer a title loan product which allows customers to meet their liquidity needs by borrowing against the value of their vehicles while retaining use of their vehicle during the term of the loan. The title loan process only takes about 30 minutes. As an industry leader, TitleMax strives to offer competitive interest rates to its customers and with almost 4,000 team members nationwide.

Their corporate mission and values include providing financial products to people without access to traditional credit through their operating brands, TitleMax, TitleBucks, and InstaLoan. Their further mission includes delivering:

- Excellence in service delivery
- Integrity in all facets of operations
- Respect for the customers, associates, and the Company
- Enthusiasm for personal and Company success

For more information, please visit: [TitleMax.com](https://www.TitleMax.com) and [TMXFinanceFamily.com](https://www.TMXFinanceFamily.com)



Representative Photo.

# ACTIVE COMPARABLES

ACTIVE COMPARABLES														
Property Name	Address	City	State	Cap Rate	NOI	Lease Expiration	Term Remaining (yrs)	Lease Type, Rent Increases and Options	Sq Ft	Year Built	Land (Acres)	Price	Price/SF	Rent/SF
TitleMax	11449 St Charles Rock Rd	Bridgeton	MO	6.51%	\$70,643	11/22/25	2.87	NN lease. 1x3 year option	4200	1976	0.54	\$1,085,000	\$258.33	\$16.82
TitleMax	125 Elbert St	Elberton	GA	6.75%	\$46,125	8/15/27	4.60	NNN lease. 2% annual escalations. Termination Option Every 5 Years through 8/15/2037.	2876	1977	0.64	\$683,333	\$237.60	\$16.04
TitleMax	2151 Pelham Pkwy	Pelham	AL	6.15%	\$62,400		4.90	NNN. 1x5 option with 20% rent increase.	5700	1971	0.62	\$1,015,000	\$178.07	\$10.95
TitleMax	3120 White Horse Rd	Greenville	SC	7.00%	\$44,992	9/30/23	0.72	NNN lease. 2% annual increases.	2100	1980 / 2010	0.70	\$642,738	\$306.07	\$21.42
Overall Average				6.60%	\$56,040		3.27		3719		0.63	\$856,518	\$245.02	\$16.31
SUBJECT PROPERTY														
Property Name	Address	City	State	Cap Rate	NOI	Lease Expiration	Term Remaining (yrs)	Lease Type, Rent Increases and Options	Sq Ft	Year Built	Land (Acres)	Price	Price/SF	Rent/SF
TitleMax	115 West Church St	Batesburg	SC	6.90%	\$44,400	12/31/2027	4.98	NNN lease. 3x5 options. Monthly rent increases \$300 at the beginning of each option.	2800	2013	0.13	\$640,000	\$228.57	\$15.86



# ABOUT THE AREA

## BATESBURG, SOUTH CAROLINA

Located in the western portion of Lexington county, Batesburg represents the half way point between the capital city of Columbia, South Carolina and Augusta, Georgia. It is within close proximity to Interstate-20 and less than a two hour drive from both the mountains and the beach.

Batesburg asserts small town charm alongside a diverse array of modern amenities. Residents of Batesburg describe this area as having a harmonious mix of suburban and rural living.

Conveniently located 15 minutes from Lake Murray, a 50,000 acre man-made lake, Batesburg is just down the road from fantastic family friendly outdoor entertainment. Batesburg also offers an extensive selection for those looking to dine and shop. In addition to hometown restaurants, establishments in the area serve an assortment of unique cuisines. Locally-owned small businesses also account for a percentage of the over 200 retail establishments in the area.



# IN THE AREA

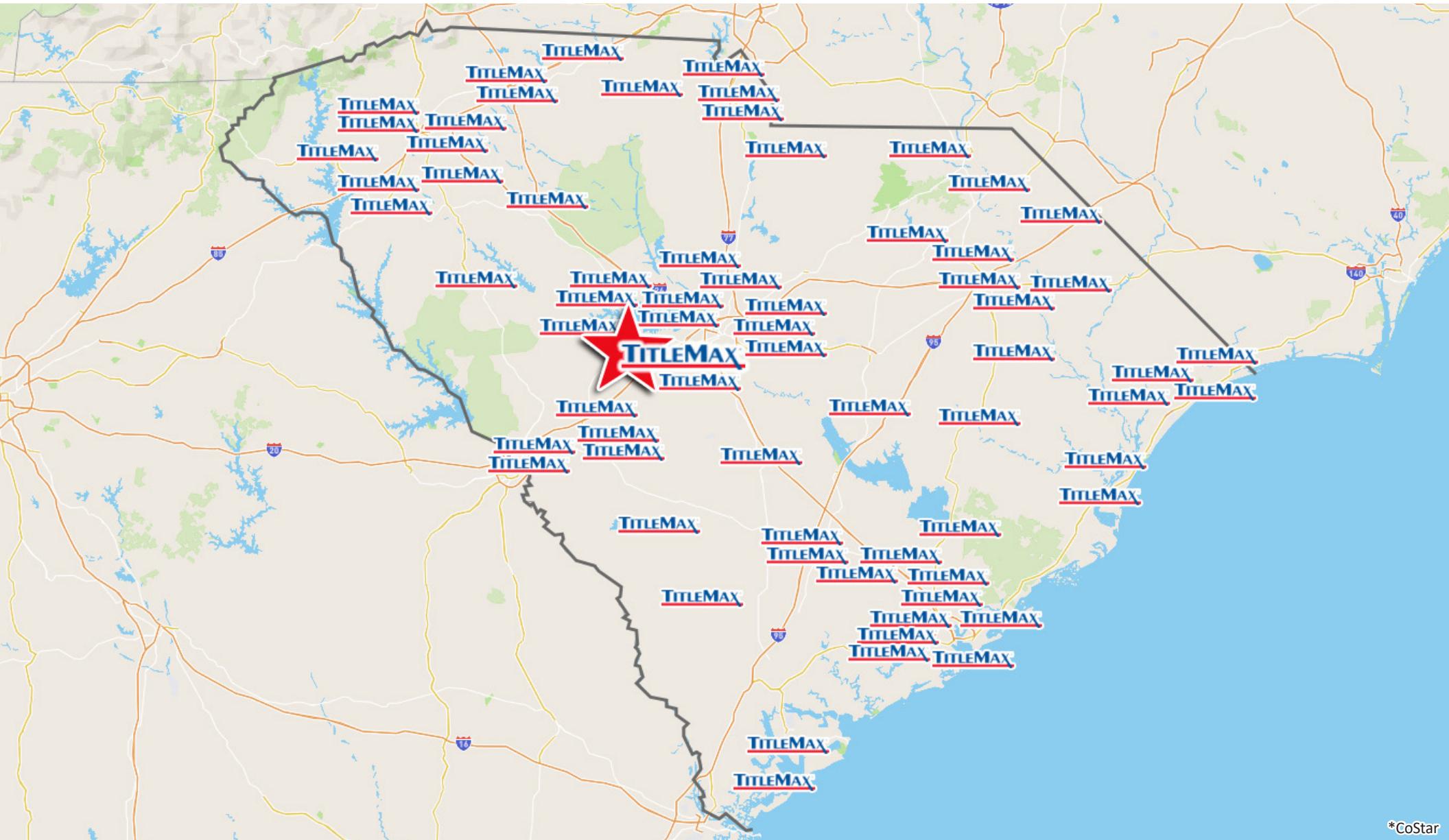
## RETAIL BATESBURG, SOUTH CAROLINA





# LOCATION MAP

## TITLEMAX LOCATIONS IN SOUTH CAROLINA

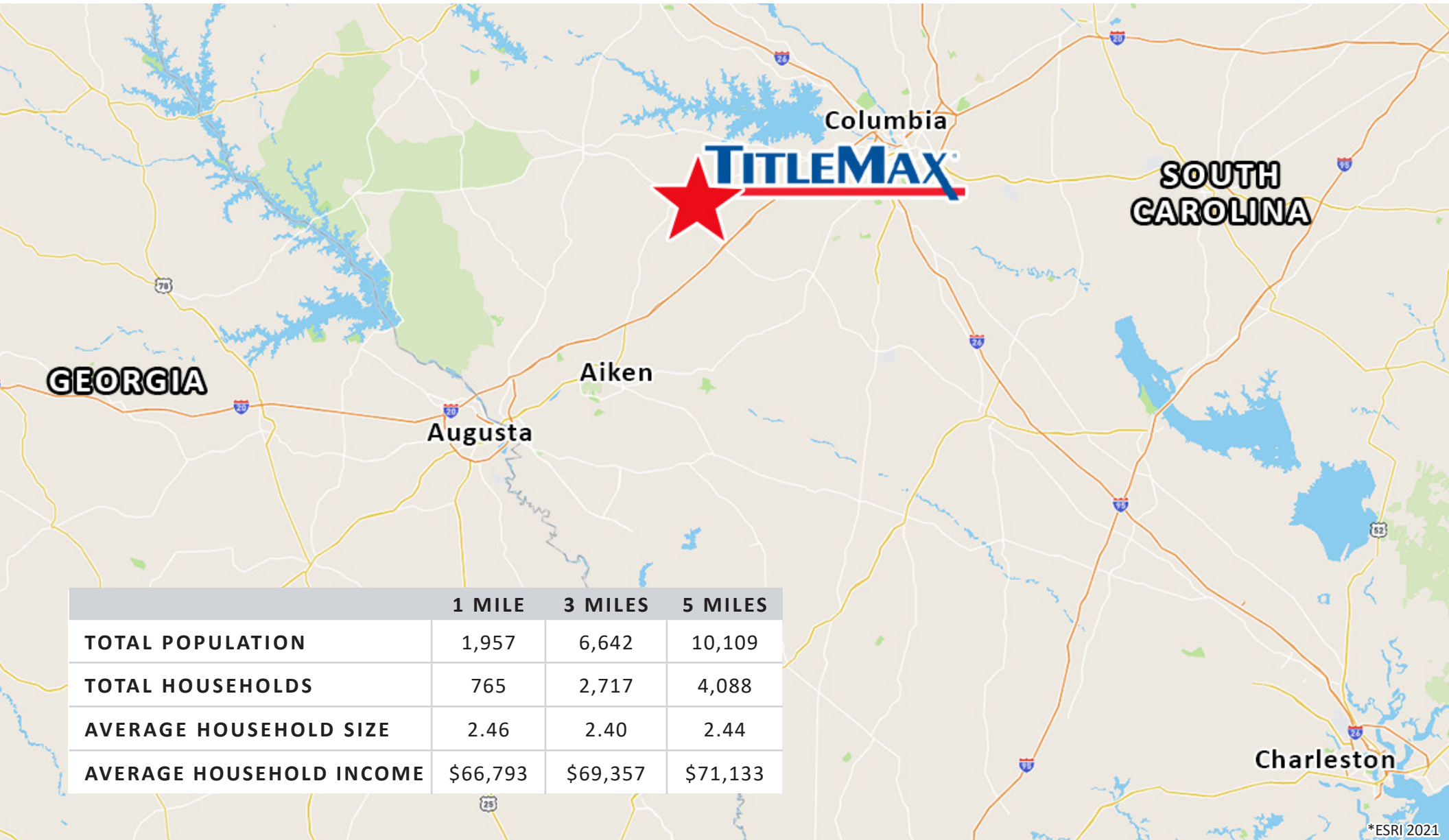


\*CoStar



# DEMOGRAPHIC OVERVIEW

## DEMOGRAPHICS IN BATESBURG, SOUTH CAROLINA



\*ESRI 2021

# B R O K E R   P R O F I L E



## **NANCY MILLER, CCIM, MBA**

President, Net Lease Investment Group

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South Carolina License #65151

Nancy Miller joined Bull Realty in 2001. Her brokerage practice focuses on single tenant net lease and multitenant retail investment properties. Nancy is a partner with the firm and heads the National Net Lease Investment Group. Her focus includes working with investors, 1031 exchange transactions and developers throughout the US. She is an industry recognized savvy and knowledgeable investment expert. In the last 5+ years, she has brokered over 125 single tenant transactions. Nancy also publishes an electronic investor newsletter, and participates in a quarterly national retail industry survey done by Morgan Stanley. Periodically, Nancy contributes to Bull Realty's retail blogs appears on the Commercial Real Estate Show, a national weekly commercial real estate radio show hosted and produced in Atlanta by Michael Bull, Bull Realty's founder and President.

Nancy has held a real estate license for over 25 years and is licensed in several states. She is a Life Member of the Atlanta Commercial Board of Realtors and a member of the International Council of Shopping Centers (ICSC). She also holds the prestigious CCIM designation and has a Bachelor of Arts degree from Tulane University and an MBA from Emory University's Goizueta Business School, where she is a guest lecturer.





## ABOUT BULL REALTY

Bull Realty is a commercial real estate sales, leasing, and advisory firm headquartered in Atlanta. The firm was founded in 1998 by Michael Bull on two primary missions: to provide a company of advisors known for integrity and to provide the best disposition marketing in the nation. Still guided by these philosophies, the firm's services have expanded to include disposition, acquisition, project leasing, tenant representation and consulting services. To add additional value and efficiency for clients, advisors focus on specific sectors and services in the government office, medical office, private sector office, retail, industrial, multifamily, land, healthcare, senior housing, self-storage, hospitality and single tenant net lease sectors.

Bull Realty has become known as an innovative leader in the industry, providing a powerful platform of services. The firm utilizes a productive team approach of well trained and well supported brokers, working together to provide unprecedented value for clients.

The firm produces the nation's leading show on commercial real estate topics, America's Commercial Real Estate Show. Industry economists, analysts and leading market participants including Bull Realty's founder Michael Bull share market intelligence, forecasts and strategies. The weekly show started as a radio show on one station in Atlanta in 2010 and grew to 60 stations around the country. The show is now available on-demand wherever you get your podcasts or on the show website [www.CREshow.com](http://www.CREshow.com).



# CONFIDENTIALITY AGREEMENT

This Confidentiality Agreement ("Agreement") is made and agreed to for the benefit of the undersigned party ("Receiving Party"), the owner of the subject property (the "Seller") and undersigned broker Bull Realty Incorporated ("Broker").

Now therefore in consideration of the privileges granted to Receiving Party with respect to receiving certain confidential information, and other good and valuable consideration, the Receiving Party hereby agrees to the following:

I. Confidential Information:

Receiving Party will receive confidential information regarding property referred to as 115 West Church Street, Batesburg, South Carolina 29006. Prospect agrees to not disclose to any person that the property may be available for sale or lease, or that discussions or negotiations are taking place concerning the property, nor any terms, conditions, or other facts with respect to the property, including but not limited to tenant information, lease rates, lease expirations, income and expenses, and any such possible purchase, including the status thereof. The term "person" used in this agreement shall be interpreted broadly and shall include, without limitation, any corporation, company, partnership or individual other than parties to which Broker approves in writing. Receiving Party may share information with directors, officers, employees, agents, affiliates, counsel, lending sources, accountants or representatives of Receiving Party that Receiving Party notifies of the requirements of this Agreement. Receiving Party agrees to not contact the property owner, the management, the tenants, the lender, the vendors, the insurers, the employees or the customers of any business at the site.

II. Acting as a Principal:

Receiving Party hereby warrants that it is acting as a principal only, and not as a broker, regarding this contemplated transaction. Receiving Party acknowledges that Broker is working an agency capacity as representing the Seller only in this transaction and is the only Broker involved in this potential transaction. Receiving Party agrees to not be involved in any arrangement to lease or purchase the property, in whole or in part, as a lender, partner, buyer of the note, buy in foreclosure, buy from bankruptcy court, or in any other manner acquire an investment in, joint venture or control of the property, unless Broker is paid a commission at closing as per separate agreement with Seller.

This agreement will expire two years from the date hereof.

III. Governing Law

This Agreement shall be governed and construed in accordance with the laws of the State of South Carolina. If you are a broker, or a principal desiring to include an outside broker, contact the listing agent directly for a Buyer and Buyer's Broker Confidentiality & Commission Agreement.

Accepted and agreed to this \_\_\_\_\_ day \_\_\_\_\_ of , 20\_\_.

Receiving Party \_\_\_\_\_

Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

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BullRealty.com  
South Carolina License #13327

SIGN CONFIDENTIALITY  
AGREEMENT ONLINE



# DISCLAIMER & LIMITING CONDITIONS

Bull Realty has been retained as the exclusive listing broker to arrange the sale of the Subject Property.

This Offering Memorandum contains selected information pertaining to the Property but does not purport to be all-inclusive or to contain all of the information that a prospective purchaser may require. All financial projections are provided for general reference purposes only and are based upon assumptions relating to the general economy, competition and other factors, which therefore, are subject to material change or variation. Prospective purchasers may not rely upon the financial projections, as they are illustrative only. An opportunity to inspect the Property will be made available to qualified prospective purchasers.

In this Offering Memorandum, certain documents, including financial information, are described in summary form and do not purport to be complete or accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to review independently all documents.

This Offering Memorandum is subject to prior placement, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement or advice as to the value of the Property by Bull Realty Inc. or the current Owner/Seller. Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing the Property described herein.

Owner/Seller expressly reserve the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or to terminate discussions with any party at any time with or without notice. Owner/Seller shall have no legal commitment or obligation to any purchaser reviewing this Offering Memorandum or making an offer to purchase the Property unless a written agreement for the purchase of the Property has been fully executed, delivered and approved by the Owner/Seller and any conditions to the purchaser's obligations therein have been satisfied or waived. The Seller reserves the right to move forward with an acceptable offer prior to the call for offers deadline.

This Offering Memorandum may be used only by parties approved by the Owner. The Property is privately offered, and by accepting this Offering Memorandum, the party in possession hereof agrees (i) to return it if requested and (ii) that this Offering Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Offering Memorandum may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of Bull Realty, Inc. or Owner/Seller. The terms and conditions set forth above apply to this Offering Memorandum in its entirety and all documents, disks and other information provided in connection therewith.

\*Listing Broker is one of the owners of the Subject Property.