



Absolute NNN Lease | Corporate Guarantee (600+ Locations) | 267,000+ People in 5-Miles



OFFERING MEMORANDUM  
SAN ANTONIO, TEXAS

Marcus & Millichap  
THE SULO GROUP

# CONFIDENTIALITY & DISCLAIMER

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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.

**By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this single tenant property.**

# INFORMATION ABOUT BROKERAGE SERVICES



## Information About Brokerage Services

11-2-2015

*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:
  - o that the owner will accept a price less than the written asking price;
  - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - o 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.

Marcus & Millichap	9002994	tim.speck@marcusmillichap.com	972-755-5200
Licensed Broker/Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Tim A. Speck	432723	tim.speck@marcusmillichap.com	972-755-5200
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

Regulated by the Texas Real Estate Commission

Buyer/Tenant/Seller/Landlord's Initials

Date

Information available at [www.trec.texas.gov](http://www.trec.texas.gov)  
IABS 1-0

# OFFERING SUMMARY

## PROPERTY ADDRESS

### Crash Champions

11814 Perrin Beitel

San Antonio, TX 78217

## OFFERING SUMMARY

Price:	\$2,667,000
Cap Rate:	6.75%
Net Operating Income:	\$180,000
Building Square Footage:	13,560 Sq Ft
Year Built   Renovated:	1983   2018
Lot Size:	+/- 1.02 Acres

## LEASE SUMMARY

Tenant:	Service King Paint & Body, LLC
Guaranty:	Corporate
Rent Commencement:	8/1/2018
Lease Expiration:	7/31/2038
Lease Term:	20 Years
Lease Type:	Absolute Net
Roof and Structure:	Tenant Responsible
Rental Increases:	5.00% Every 5 Years in Base Term; 10.00% Every 5 Years in Options
Renewal Options:	Two, Five-Year
Right of First Refusal:	None

## OPERATING DATA

Year	Start Date	End Date	Annual Rent	Cap Rate
6-10	8/1/2023	7/31/2028	\$180,000	6.75%
11-15	8/1/2028	7/31/2033	\$189,000	7.09%
16-20	8/1/2033	7/31/2038	\$198,450	7.44%
21-25 (Option 1)	8/1/2038	7/31/2043	\$218,295	8.19%
26-30 (Option 2)	8/1/2043	7/31/2048	\$240,124	9.00%

# INVESTMENT HIGHLIGHTS

- Corporate Guaranty from Crash Champions (600+ Locations)**

  - Crash Champions was founded in 1999 in Chicago, IL. Part of “The Big 5”, Crash Champions is the third largest collision repair provider with 600+ locations across the United States.
  - Today they are the nation’s largest founder-led automotive repair brand in the country. Backed by private equity firm Clearlake Capital, in 2022 Crash Champions merged with Service King and integrated 336 of their locations.
  - In an effort to adapt to the rapid innovation across the automotive industry, Crash Champions continues to expand their line of LUXE | EV Certified repair centers. LUXE | EV Certified is a premium line of service specializing in electric vehicle (EV) and luxury OEM factory-certified repairs.
- 13+ Years of Term Remaining | Absolute NNN Lease**

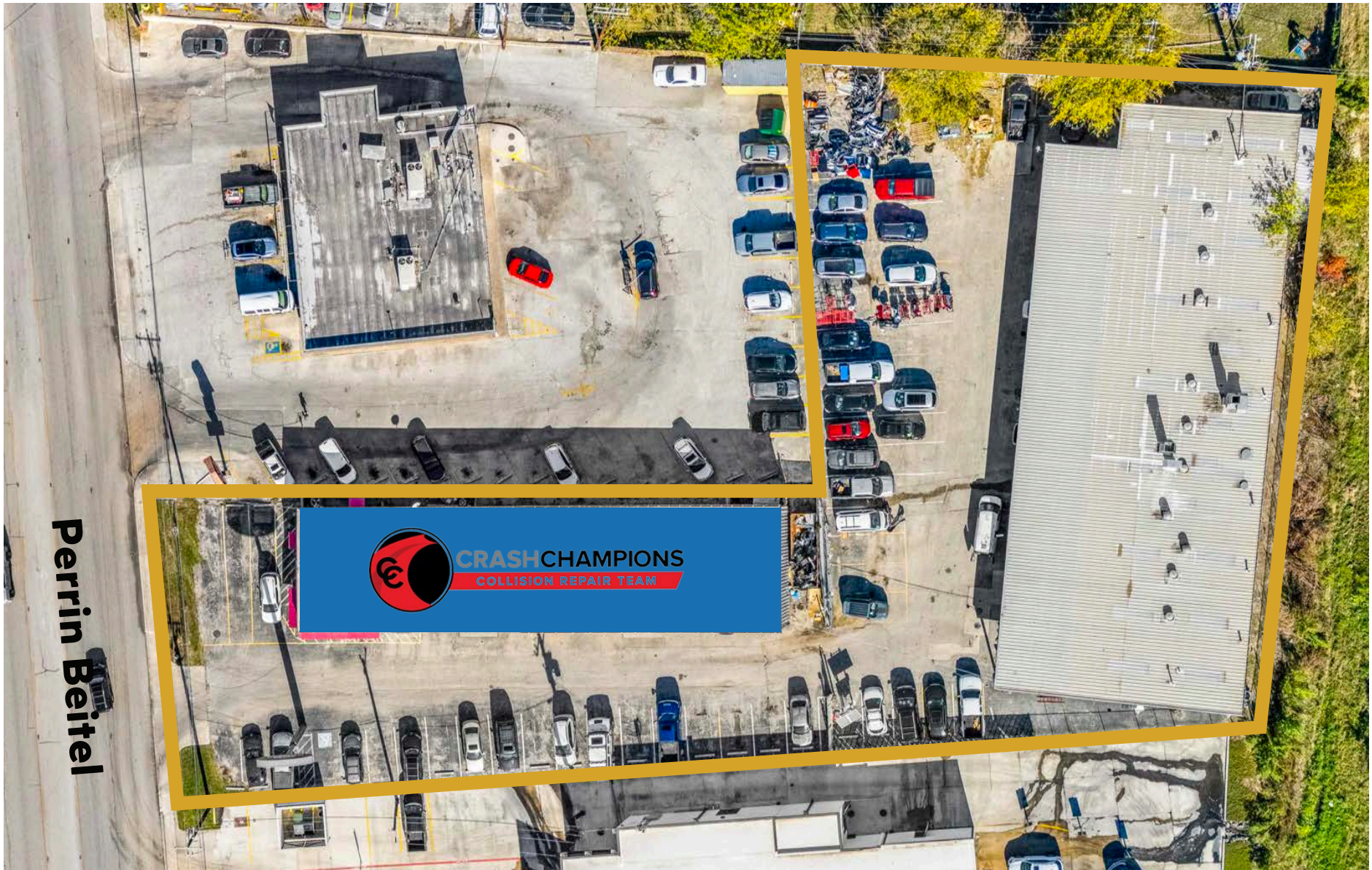
  - Over 13 years remaining on initial lease term with two, five-year options to extend, demonstrating long-term commitment to the site.
  - Zero landlord responsibilities, making this a completely passive ownership opportunity.
  - The lease offers rental increases of 5.00% every 5 years throughout the base term and 10.00% every 5 years in the option periods.
- San Antonio, TX – Income Tax Free State**

  - Robust Job Creation
    - Hiring across various industries will continue to advance as the metro expands. Some of these positions will likely be related to Eagle Ford, one of the largest oil and gas producing formations in the world.
  - Strong Population Growth
    - The metro maintains population growth and household formation above the national level, highlighting the need for additional housing options.
    - The metro is expected to add more than 153,000 people through 2028, resulting in the formation of roughly 62,000 households.
- Recession and Internet Resistant Industry**

  - The U.S automotive collision repair industry was valued at \$33.79 billion dollars in 2023 and has a projected compound annual growth rate of 2.80% through 2031.
  - Most U.S households (91.7%) had at least 1 vehicle in 2022 (latest available data) and 22.1% of households had three or more vehicles.
  - Historically high interest rates combined with strong inflation and fewer affordable new vehicle options make the market challenging for most car buyers.
  - The growth in vehicle ownership, affordability of new vehicle ownership, and the growth of the collision repair industry itself suggests a strong and safe investment during any economic environment.



# SITE PLAN



Perrin Beitel

# AERIAL OVERVIEW



**BANK OF AMERICA**

**DUNKIN' BR**  
Great Clips BASKIN-ROBBINS

Avistar at the Crest  
200 Units

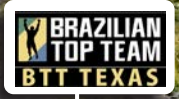


**Walmart**  
Supercenter



popshelf

Nacogdoches Rd  
29,146 CPD



Bright Kids Daycare & Learning Center

Thousand Oaks Dr  
19,300 CPD



Nacogdoches Rd

**Domino's**

metro  
by T-Mobile



Alamo Blanco St



The Little Engine Learning Center

Avenida Prima St  
1,706 CPD



**Subject Property**  
**CRASHCHAMPIONS**  
COLLISION REPAIR TEAM

Perrin Beitel Rd  
19,864 CPD



# AERIAL OVERVIEW



**OakRidge  
Apartment Homes**  
216 Units

**LONESTAR  
ELECTRIC  
SUPPLY**

**DOWNTOWN SAN ANTONIO**  
13.8 Miles South

**Advance  
Auto Parts**

**TACO  
BELL**

**boostmobile**

**MCDONALD'S**

**gerber  
COLLISION & GLASS**

**CALIBER  
COLLISION**

**The Shack**  
Burgers, Hotdogs And Eats!

**Firestone**

**DOLLAR TREE**

**Club  
CARWASH**

**Perrin Beitel Rd**  
19,864 CPD

**CHAGO'S**

**Subject Property**  
**CRASHCHAMPIONS**  
COLLISION REPAIR TEAM

**Bill Miller**  
EST. 1993

**DEMOGRAPHICS**

**POPULATION (2023):**

1-Mile Radius	11,748
3-Mile Radius	99,996
5-Mile Radius	267,439

**HOUSEHOLD INCOME (AVERAGE):**

1-Mile Radius	\$62,506
3-Mile Radius	\$79,693
5-Mile Radius	\$85,495



## TENANT PROFILE

The story of Crash Champions dates back to 1999 as a single body shop in New Lenox, IL. Since its inception by present-day founder and CEO Matt Ebert, the company has held to the conviction that there is a better and more personal way to deliver the automotive repair experience for customers and business partners.

In 2014, after more than 15 years of steadily honing our craft and establishing a reputation for operational excellence across our home market of Chicago, New Lenox Auto Body officially rebranded to a name that more effectively expressed our mission: The Crash Champions Collision Repair Team. By 2020, Crash Champions expanded to more than 40 locations and several new markets, including the transformational acquisition of Pacific Elite and its 20 Southern California locations to create the fifth-largest independent multi-shop collision repair operator (MSO) in the U.S.

Crash Champions completes a second industry-defying move with a strategic merger with Service King Collision, and its more than 330 locations. The strategic deal positions Crash Champions as a nationwide leader in high-quality, trusted collision repair service with locations in 30+ states.

Today, Crash Champions stands as the third-largest operator of high-quality collision repair service in the U.S., with more than 600 locations in 37 states and the District of Columbia – and is a trusted name with nearly all major automotive insurance providers.



<b>Company Type:</b>	Private
<b>Location:</b>	Westmont, Illinois (600+ including the District of Columbia)
<b>Website:</b>	<a href="https://crashchampions.com/">https://crashchampions.com/</a>

**1999**

Year  
Founded

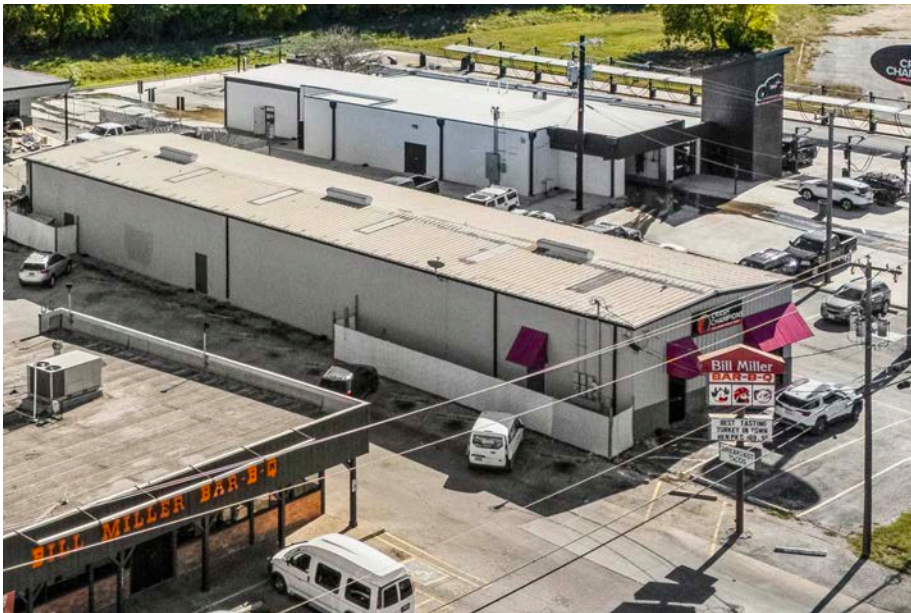
**10,000+**

# of  
Employees

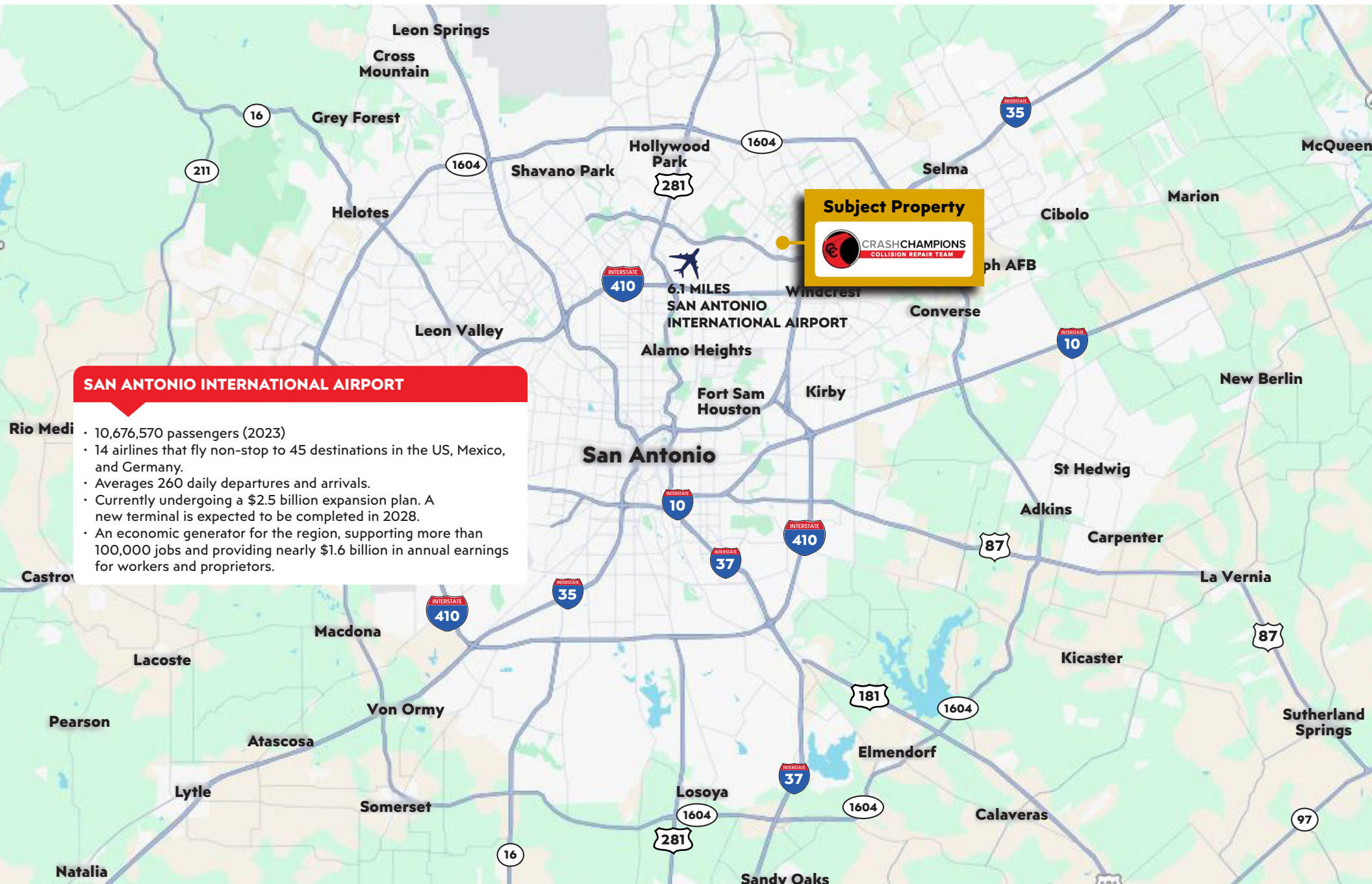
**600+**

Locations  
Nationally

# PROPERTY PHOTOS



# REGIONAL MAP



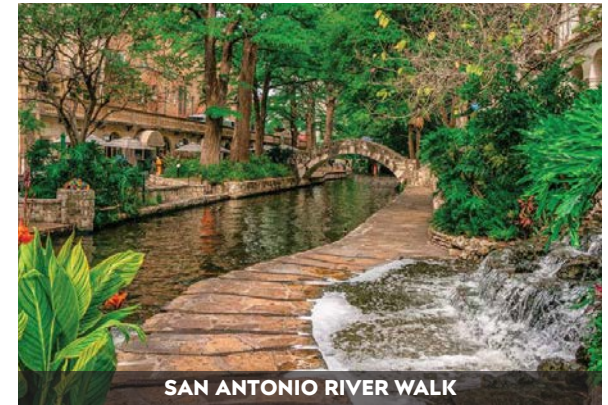
# AREA OVERVIEW

## SAN ANTONIO

- Home to the Alamo and famous River Walk, the San Antonio metro is located in the southern portion of central Texas and straddles the Interstate 35 corridor, one of the fastest-growing areas in the state.
- Situated only 160 miles from Nuevo Laredo, Mexico, San Antonio is an easy drive on I-35 from the border and serves as a major gateway between the United States and Mexico.
- The area is further enhanced by an extensive transportation network that provides shipping options to domestic and international markets, as well as the Eagle Ford Shale formation that runs through Atascosa and Wilson counties.
- San Antonio is the most populous city in the metro, housing nearly 1.5 million residents. New Braunfels also has a local population above 100,000 citizens.
- Culture and history abound in places like La Villita, the Spanish Governor’s Palace, San Fernando Cathedral, Casa Navarro State Historic Site and the Alamo.
- Tradition blends with more modern attractions, such as the River Walk, a 2.5 mile stretch of parks, cafes, night-clubs and hotels. Upscale apartments built along the walk have brought more residents into the city.
- The metro is also home to numerous sporting events and teams, including the NBA’s San Antonio Spurs, San Antonio FC Soccer and AA Baseball’s Missions. Also, the University of Texas at San Antonio Roadrunners play NCAA Division 1 football.
- Art enthusiasts can visit many museums and cultural centers in San Antonio.
- San Antonio is a city where food lovers can indulge in every type of cuisine imaginable. With endless options of incredible restaurants in every corner of the city, you’ll find everything from smoky BBQ joints and historic cafes to vibrant seafood spots and eateries with bold international flavors.

## ECONOMY

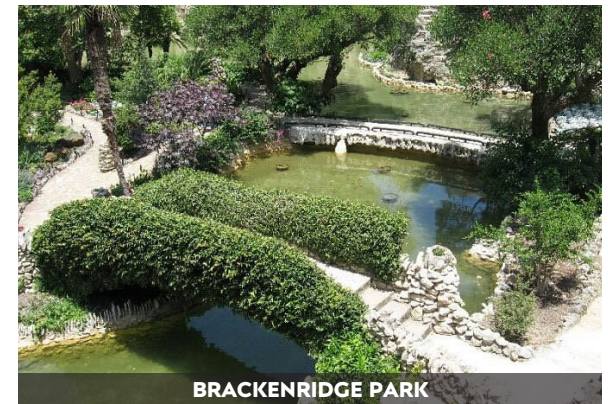
- The Eagle Ford Shale deposit has contributed to the diversification of jobs into the energy sector. Valero’s corporate headquarters are here, as well as firms like NuStar Energy.
- Lackland Air Force Base, Randolph Air Force Base, Fort Sam Houston and Camp Bullis are among the myriad military installations located in the metro.
- An important component of the health care industry is South Texas Medical Center — a conglomerate of hospitals, clinics and research, as well as higher education facilities.



**SAN ANTONIO RIVER WALK**



**SAN ANTONIO BOTANICAL GARDEN**




**BRACKENRIDGE PARK**

# DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2010 Population	11,494	95,975	244,473
2020 Population	11,682	99,466	266,442
2023 Population	11,748	99,996	267,439
2028 Population	11,992	102,124	273,524
HOUSEHOLDS			
2010 Households	4,988	38,547	96,212
2020 Households	5,124	40,335	105,819
2023 Households	5,194	40,995	107,732
2028 Households	5,325	42,118	110,804
OWNER OCCUPIED HOUSING UNITS			
2010 Owner Occupied Housing Units	35.0%	54.6%	57.1%
2020 Owner Occupied Housing Units	34.8%	52.9%	54.0%
2023 Owner Occupied Housing Units	35.5%	53.1%	55.1%
2028 Owner Occupied Housing Units	35.7%	53.0%	55.0%
RENTER OCCUPIED HOUSING UNITS			
2010 Renter Occupied Housing Units	56.0%	37.7%	35.3%
2020 Renter Occupied Housing Units	58.3%	40.8%	38.9%
2023 Renter Occupied Housing Units	57.6%	40.6%	37.8%
2028 Renter Occupied Housing Units	57.7%	40.8%	38.0%
AVERAGE HOUSEHOLD INCOME	<b>\$62,506</b>	<b>\$79,693</b>	<b>\$85,495</b>


AREA SNAPSHOT



267,439

POPULATION (5-MILE)


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306,122

DAYTIME POPULATION (5-MILE)


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5.9%

POPULATION GROWTH (2023-2028)

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\$62,506

AVERAGE HOUSEHOLD INCOME (1-MILE)