

COOKIE’S ANTIQUE WORLD & HWY 160 RV PARK

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EXECUTIVE SUMMARY

Reduced \$50K now priced at \$499,525, Buyer Broker commission increased from 3% to 6%. Now offering an owner 2nd of 20% @ 6% interest with \$600 P&I. And with assumable \$275K 1st loan this offering is a compelling opportunity

Coldwell Banker Commercial Southwest Partners in a strategic collaboration with Coldwell Banker Vanguard in Springfield, MO have been retained as the exclusive advisors for the sale of "Cookie's Antique World & HWY 160 RV Park".

Cookie's includes: 2 profitable businesses; 8K SF commercial building plus home and 18 RV spaces on 11.6 acres; on US 160 with 1,190 est. frontage on US Highway 60 and 421' est. frontage on MO Highway HH.

There are opportunities for new income generation through expansion of existing product lines, adding new product lines as well as potential capital cost reduction by selling unused land.

Substantial unmet local retail demand. Annual potential revenues at 10-mi. radius: top 10 opportunities range from \$600K+ to \$36M+, top 3 avg \$26M, top 5 avg \$22M+ and top 10 avg \$12M+.

It is perfectly positioned to take advantage of tourist traffic generated by Branson, many area lakes and world-class attractions.

Cookie's is located just south of the highly regarded Nixa community of Christian County. It is very close to Branson and Springfield with outstanding area demographics and econometrics.

THE OWNER IS A REAL ESTATE BROKER

The owner is a licensed Missouri Real Estate Broker. The owner is NOT representing the property and is NOT receiving any commission payable under the listing agreement.

HIGHLIGHTS

- (1) Reduced \$50K, \$275K assumable 1st, \$99K possible 2nd, 6% BBC & 8.23% current CAP with owner management,
- (2) 100% current occupancy, consistent history of high occupancy and multiple opportunities to improve cash flow & reduce capital cost.

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- (3) 11.6 acres with 1,611' est. frontage, 8,000 SF commercial building built in 1999, 1,700 SF home, 3 outbuildings and 18 RV spaces.
- (4) In the highly regarded Spokane R-VII School District boasting high GreatSchools scores, very high GreatSchools ratings and outstanding parent reviews.
- (5) Unmet local retail demand at 10-mi. includes: \$36M Gen Merchandise, \$20M Food & Bev., \$16M Restaurant & \$7M Food & Drinking.
- (6) 17 mi. to Springfield, 22 to Branson, 86 to Joplin, 86 to Bentonville, 155 to Jefferson City, 194 to Tulsa, 189 to Kansas City and 195 to Little Rock.
- (7) Compared to ALL Benchmarks, Highlandville has lowest % (a) avg annual mortgage / avg home value (low leverage) and (b) homes values under \$20K.
- (8) Compared to ALL Benchmarks, 65754 zip code has highest annual % increase in: (a) avg and median home values and (b) median household income.
- (9) Compared to ALL Benchmarks, 65754 zip code has: (a) highest avg and med home values; (b) highest % \$1M+ home values; and (c) lowest % vacant homes for rent.
- (10) Compared to ALL Benchmarks, 65754 zip code has: (a) highest % couples married and living together and (b) lowest % couples separated or divorced.
- (11) Compared to ALL Benchmarks, Christian County has 2nd highest: (a) median disposable household income; (b) % \$1M+ household net worth; and (c) avg rents.
- (12) Compared to all adjacent Counties, the Springfield CBSA, MO and the US, Christian County has: (a) youngest average age; (b) highest annual % economic and population growth; and (c) lowest unemployment and poverty rates.
- (13) Compared to the 7 largest MO Counties, Christian County has highest annual % growth in: (a) population; (b) economy; and (c) household income.

"Benchmarks": 1, 3, 5 & 10-mi. radiuses, Census Tract, Highlandville, 65669 and 65754 zip codes, Christian County, Branson CBSA, Springfield CBSA, Springfield DMA, Missouri and the US.

KEY LINKS

- (14) **Property website:** <http://www.cbcmaster.com/cookies>
- (15) **E-book:** <http://www.bit.ly/cookies-e-book>

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- (16) **Flyer:** <http://www.bit.ly/cookies-flyer>
- (17) **Highlights:** <http://www.bit.ly/cookies-highlights>
- (18) **Offering narrative:** <http://www.bit.ly/cookies-offering>
- (19) **Street view:** <http://www.bit.ly/cookies-streetview>
- (20) **QR code:** <http://www.bit.ly/cookies-qrcode>



If any link does not directly connect, just copy and paste the link into your web browser. Feel free to call or email us for technical assistance.

PROPERTY

- (21) **Approximate size.** 11.6 acres*.
- (22) **Main Building.** 8,000 SF* metal construction on slab. Built in 1999*. Very good condition.
- (23) **Cookie's Home.** Currently used as a rental. 1,700 total SF as per owner. Frame on pier and beam built in 1965*. Good condition.
- (24) **Garage.** 952 SF* built in 1965*. Average condition.
- (25) **Two out buildings.** One is a covered RV parking area and the other is a shed. The build dates are unknown but assumed to be 1965. Average condition.
- (26) **Frontage.** 1,611.34' est. (0.30 mi.). Includes 1,190.02' est. on US Highway 160 and 421.32' est. on State Highway HH.
- (27) **In City Limits?** No
- (28) **Community.** Highlandville.
- (29) **Utilities.** 3-phase electric. Septic, City Highlandville Water. WIFI.

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- (30) **School district.** Spokane R-VII School District Spokane.
- (31) **Minerals.** None believed owned. Any owned minerals defined in deed will convey.
- (32) **Sold "as is-where is".** No known inspections since acquisition in 2004.

* Based on Christian County Tax Database.

POSSIBLE SUBORDINATED OWNER SECOND LOAN

- (33) **Subordinated owner second loan defined.** Owner loan is a loan to the buyer from the seller. A subordinated 2nd loan is a loan with debt which ranks after other debts should a buyer default on a 1st loan.
- (34) **Advantage to buyer.** Depending on qualifications and other factors, your primary lender will take the subordinated owner second loan into consideration when determining the amount of your down payment.
- (35) **Terms offered.** Depending on transaction terms, your qualifications and other factors, based on a sale price \$499,525, the owner may provide a \$99,905 owner subordinated 2nd loan at 6% interest. The loan would have a 30-year amortization with a 5-year balloon.
- (36) **Estimated payments and balloon.** We estimated the monthly principal and interest payment at \$600. We estimate the balloon balance in 5-years at \$92,966.
- (37) **Bank Rate calculations.** All calculations from www.bankrate.com

BUSINESSES AND FINANCIALS

- (38) **Current cap with owner management (no costs for management).** 8.23%.
- (39) **\$275K assumable 1st mortgage.** 7.25% interest rate.
- (40) **\$41K cash flow.** \$41,450 avg last 3 years.
- (41) **Cookie's Antique World.** Occupies main building. Positive cash flow with significant opportunities for revenue improvement.
- (42) **HWY 160 RV Park.** 18 current spaces with pads, full electric. Rentals on a daily, weekly, monthly, seasonal and annual basis. Routinely runs near 100% occupancy.

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- (43) **Sell of up to 6.88 acres to reduce capital cost.** The two businesses utilize about 4.72 acres of the 11.6 total acres. Up to 6.88 acres with extensive HWY 160 frontage could be sold to reduce your capital cost.
- (44) **Cookie's Home.** Currently used as a rental. 1,700 total SF as per owner. Frame on pier and beam built in 1965*. Good condition.
- (45) **Opportunities to improve cash flow.**
 - (a) **Add additional RV spaces.**
 - (b) **Add mobile home park.**
 - (c) **Expand products/services offered.** Consider a restaurant or limited service venue, sell beer and wine, add vending machines, sell ice, and/or add convenience store items.
 - (d) **Build to suit retail or service on excess land.**
- (2) **Unmet local retail demand at a 10-mi. radius summary.** Top 10 opportunities range from \$600K+ to \$36M+ in annual potential revenues (Total \$). Top 3 avg: \$26M+ Total \$, \$1,791 annually per HH & \$ 668 annually per person. Top 5 avg: \$22M+ Total \$, \$1,498 annually per HH & \$559 annually per person. Top 10 avg: \$12M+ Total \$, \$848 annually per HH & \$316 annually per person.
- (3) **Key top opportunities that appears compatible with current property improvements.**
 - (a) **General Merchandise \$36M+ Total \$.** \$2,491 annually per HH & \$929 annually per person.
 - (b) **Food & Beverage Store \$20M+ Total \$.** \$1,370 annually per HH & \$511 annually per person.
 - (c) **Full-Service Restaurant \$16M+ Total \$.** \$1,142 annually per HH. \$426 annually per person.
 - (d) **Food Services & Drinking \$7M+ Total \$.** \$537 annually per HH. \$200 annually per person.
 - (e) **Furniture & Home Furnishings \$3M+ Total \$.** \$216 annually per HH. \$80 annually per person.
- (46) **Available financials.** Tax returns, details on 1st loan and reported financials for 6 years.

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- (47) **Disclosure.** After executing a confidentiality agreement, we will provide all financials, tax and other documents. Link: <http://www.bit.ly/Cookies-Confidentiality-Agreement>

LOCATION

- (48) **Directly on US HWY 160.**
- (49) **Only 4 mi. to US HWY 65.** Easy access to and from US HWY 65, the primary corridor between Branson and Springfield.
- (50) **Convenient Springfield and Branson access.** 17 mi. to Springfield at US 65 & US 160, 22 mi. to Branson, 24 mi. to downtown Springfield, 26 mi. to I44 and James River FWY & 26 mi. to Republic.
- (51) **Excellent regional access.** 86 mi. to Joplin and Bentonville.
- (52) **Springfield highway and Interstate access.** 16 mi. to James River Freeway & 26 mi. to I44.
- (53) **Airport access.**
- (a) **17 mi. to Springfield-Branson National Airport ("KSGF").** Service available includes: American commuter service to Chicago and Dallas; Allegiant service to Los Angeles, Las Vegas, Orlando, Tampa and Phoenix; Delta commuter service to Atlanta, Minneapolis and Memphis; and United commuter service to Chicago and Denver.
 - (b) **33 mi. to Branson Airport ("BKG").** Service available includes: AirTrans non-stop flights to Atlanta, Orlando, Milwaukee; and Sun Country Airlines non-stop flights to Dallas-Fort Worth ("DFW") and Minneapolis-Saint Paul ("MSP").
- (54) **In the affluent Springfield CBSA & DMA.**

SCHOOLS AND SCHOOL DISTRICT REVIEW

We utilize GreatSchools for comparative analysis of school districts and schools across geographic areas. <http://www.greatschools.org>

- (55) **Summary.** All 3 schools have very high Parent ratings, high Greatschools ratings and low student-teacher ratios.

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(56) **Spokane R-VII School District.** 765 students. 3 schools.

- (a) **13 to 1 student-teacher ratio.**
- (b) **7 of 10 GreatSchools score.** It is among the few Missouri school systems to receive a Distinguished GreatSchools Rating.
- (c) **District site:** www.spokane.k12.mo.us/
- (d) **GreatSchools School District site:**
http://www.greatschools.org/missouri/highlandville/Spokane-R_VII/

(57) **Highlandville Elementary School.** PK-5.

- (a) **Students.** 376.
- (b) **GreatSchools ratings.**
 - **Overall score.** 6 out of 10.
 - **Community rating.** 5 of 5 stars.
 - **Principal leadership.** 5 of 5 stars.
 - **Teacher quality.** 4 of 5 stars.
 - **Parent Involvement.** 4 of 5 stars.
- (c) **Most recent parent review.** "We love our school because of the small class sizes. My first grader has 15 other kids in his class. The teachers are wonderful and know almost everyone by name. The principal is always in the hall interacting with children and parents and she is even the head coach of one of our Mighty Mites teams. Being a small town, Highlandville does not have the tax base of the larger surrounding towns, but our kids have some of the most caring, dedicated teachers around!"
- (d) **GreatSchools school site:**
<http://www.greatschools.org/missouri/highlandville/1867-Highlandville-Elementary-School/>

(58) **Spokane Middle School (6-8).**

- (a) **Students.** 162.
- (b) **GreatSchools ratings.**
 - **Overall score.** 7 out of 10.
 - **Community rating.** 4 of 5 stars.
 - **Principal leadership.** 4 of 5 stars.
 - **Teacher quality.** 4 of 5 stars.

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- **Parent Involvement.** 4 of 5 stars.
 - (c) **Most recent parent review.** "This is a great school of dedicated teachers and students. It has been nominated as a Blue Ribbon school for Missouri, One of two middle schools in the state."
 - (d) **GreatSchools school site:**
<http://www.greatschools.org/missouri/spokane/1866-Spokane-Middle-School/>
- (59) **Spokane High School (9-12).**
- (a) **Students.** 227.
 - (b) **GreatSchools ratings.**
 - **Overall score.** 7 out of 10.
 - **Community rating.** 4 of 5 stars.
 - **Principal leadership.** 5 of 5 stars.
 - **Teacher quality.** 4 of 5 stars.
 - **Parent Involvement.** 4 of 5 stars.
 - (c) **Most recent parent review.** "I have a son in this school, and they have been a great partner with us, in educating our son. Great Teachers and staff."
 - (d) **GreatSchools school site:**
<http://www.greatschools.org/missouri/spokane/1868-Spokane-High-School/>
- (60) **Area private schools.**
- (a) **Trinity Christian Academy.**
 - (b) **The Summit Preparatory School of Southwest Missouri.**
 - (c) **Faith Christian Academy.**
 - (d) **Riverview Bible Baptist Christian School.**
 - (e) **Apostolic Christian School.**
 - (f) **Faith Christian School.**
 - (g) **New Covenant Academy.**

DEMOGRAPHICS & ECONOMETRICS

- (61) **AREA Benchmarks.** 1, 3, 5 & 10-mi. radiuses, Census Tract, Highlandville, 65669 and 65754 zip codes and Christian County.

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(62) **ALL Benchmarks.** AREA Benchmarks, Branson CBSA, Springfield CBSA, Springfield DMA, Missouri and the US.

(63) **Key findings compared to ALL Benchmarks.**

- (a) Highlandville has lowest % avg annual mortgage / avg home value (low leverage) and homes values under \$20K.
- (b) 65754 zip code has highest annual % increase in avg and median home values and median household income.
- (c) 65754 zip code has highest avg and med home values, highest % \$1M+ home values and lowest % vacant homes for rent.
- (d) 65754 zip code has highest % couples married and living together and lowest % couples separated or divorced.
- (e) Christian County has 2nd highest: median disposable household income; % \$1M+ household net worth and avg rents.

(64) **Data baselines.** All data is 2010 and from CCIM unless otherwise defined. Annual % change calculations are proprietary to CBC Southwest Partners.

(65) **Highlandville vs. ALL Benchmarks.**

- (a) Highest % \$100K-\$249.9K household net worth
- (b) Lowest % avg annual mortgage / avg home value (low leverage)
- (c) Lowest % homes values less than \$20K
- (d) Highest % utility employees
- (e) Highest % female residents
- (f) Highest % 35-64 years old

(66) **65754 vs. ALL Benchmarks.**

- (a) Highest annual % increase in avg and median home values
- (b) Highest annual % increase in median household income
- (c) Highest avg and med home values 2010 and 2015
- (d) Highest % \$200K-\$499.9K home values
- (e) Highest % \$1M+ home values
- (f) Highest % couples married and living together
- (g) Lowest % couple married but separated
- (h) Lowest % divorced
- (i) Lowest % vacant homes for rent
- (j) Lowest % ag employees
- (k) Highest % service employees

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(67) **10-mi. radius vs. ALL Benchmarks.**

- (a) Highest % ag employees
- (b) Highest % government employees

(68) **10-mi radius vs. AREA Benchmarks.**

- (a) Highest % growth in avg household income
- (b) Highest % home values \$750K+
- (c) Highest avg household income
- (d) Highest % \$2.5K-\$2.99K mortgages
- (e) Highest % 18-34 years old

(69) **Christian County vs. ALL Benchmarks.**

- (a) Highest % single family detached homes
- (b) Lowest % avg mortgage / avg household income(low leverage)
- (c) 2nd highest median disposable household income
- (d) 2nd highest % \$1M+ household net worth
- (e) 2nd highest avg rents with and without utilities

(70) **Springfield CBSA compared to largest MO CBSAs by population.**

- (a) **Largest CBSAs ranked by population.** Saint Louis, Kansas City, Springfield, Joplin, Columbia, Jefferson City, Saint Joseph and Cape Girardeau.
- (b) **Versus above CBSAs, Springfield has highest annual % growth in:** population, economy, avg household income and after tax household income growth.

(71) **Definitions.**

- (a) **Census Tract.** A Census Tract, census area, or census district is a geographic region defined for the purpose of taking a census. Usually these coincide with the limits of cities, towns or other administrative areas and several tracts commonly exist within a county. In unincorporated areas of the United States these are often arbitrary, except for coinciding with political lines.
- (b) **CBSA.** A Core Based Statistical Area ("CBSA") is a an area containing the core urban area, as well as any adjacent counties that have a high degree of social and economic integration (as measured by commuting to work) with the urban core. CBSA is a US Census Bureau definition.
- (c) **DMA.** Simply a Designated Market Area ("DMA") is a TV market. Defined by Nielsen they are groups of counties that make up a particular TV market. These counties comprise the major viewing audience for the TV stations in their metropolitan area. It is the broadest regional definition we utilize.

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6% BUYER BROKER COMMISSION

A buyer broker does NOT have to accompany their buyer to any showings.

CONTACT INFORMATION

Call 1.979.421.9996 to set up an appointment, request additional information or answer any questions.

GRAPHIC ANALYSIS

All analysis is based on defined and published sources. Unless otherwise noted, all demographic and econometric data is from Site to do Business, the demographic & econometric arm of the Certified Commercial Investment Member (CCIM) Commercial Investment Real Estate Institute. This CCIM service is in collaboration with ESRI.

Most annual % change estimates and traffic projections are based on Coldwell Banker Commercial Southwest Partners proprietary models.

2,473 underlying PDF sets and 37 related links available on the property website or on request.

ADDITIONAL LINKS

Property

- (71) Tax file: <http://tinyurl.com/Cookies-Tax-File>
- (72) Google street view: <http://tinyurl.com/Cookies-Google-Street-View>
- (73) Bing satellite: <http://tinyurl.com/Cookies-Bing-Map>

Community

- (74) City of Nixa: <http://www.nixa.com/>
- (75) Nixa Express: <http://www.nixapress.com/>
- (76) Nixa Area Chamber of Commerce: <http://www.nixa.net/>
- (77) Christian County: <http://christiancountymo.gov/>
- (78) Christian County area businesses:
<http://christiancounty.lib.mo.us/county/cbusiness.html>
- (79) Christian County Headliner: <http://ccheadliner.com/>
- (80) Springfield Area Chamber of Commerce: <http://www.springfieldchamber.com/>

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Data sources, definitions & references

- (3) Site to Do Business: <http://www.stdb.com>
- (4) Commercial Investment Real Estate Institute (CCIM): <http://www.ccim.com>
- (5) ESRI: <http://www.esri.com>
- (6) Schools & districts/systems analysis: <http://tinyurl.com/CBC-Southwest-PK-to-12-Schools>
- (7) CBSAs: <http://tinyurl.com/CBC-Southwest-CBSAs>
- (8) DMAs: <http://tinyurl.com/CBC-Southwest-DMAs>
- (9) Bank Rate Monitor: <http://www.bankrate.com>

DIRECTIONS

FROM SPRINGFIELD AT US HWY 60 & US HWY 160, IT IS 16.7 MI.

- (1) Travel South on US HWY160 for 14.7 mi.
- (2) Continue through Highlandville on US HWY 160 for 2 mi.
- (3) Immediately past the intersection with SR HH the property is on your left.

FROM BRANSON, IT IS 21.5 MI.

- (1) Travel North on US HWY 65 for 11.1 mi.
- (2) Turn left (west) on SR 176 for 7.0 mi.
- (3) Turn right on Spokane RD for 1.0 mi.
- (4) Turn right (north) on US HWY 160/SR 13 for 2.2 mi.
- (5) Immediately before the intersection with SR HH the property is on your right.
- (6) If you reach Highlandville, you have gone 2 mi. too far North.

DISCLOSURES & COPYRIGHTS

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