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EXECUTIVE SUMMARY

Due to family health issues, this is a once in a life-time opportunity to acquire a fully equipped restaurant and on-site home in the #1 rural County in Texas under \$500K.

Coldwell Banker Commercial Southwest Partners in a strategic collaboration with Heritage Texas Country Properties have been retained as the exclusive advisors for the sale of The Brisket & Brew fully equipped restaurant and The Ayers Log Cabin on 5+ acres on US HWY 77 N, 3 mi. north of the Bypass, in La Grange, in Fayette County, Texas.

\$6M+ unmet local retail demand for services historically provided by the Brisket & Brew excluding the Brisket & Brew revenues.

The property is offered three ways:

- (1) **Brisket & Brew fully equipped restaurant at \$224,500**. Custom building with metal roof built in 2005 in very good condition. 2,880 SF HVAC and 1,440 SF covered porches per FCAD. 1.4+ acres with 267' est. frontage on US HWY 77 N. The Sellers will provide transition management, convey all recipes, extensive collection of policies and procedures and existing menu and execute a non-compete at closing.
- (2) The Ayers Log Cabin on 5+ acres at \$199,000. 1,300 SF custom log cabin with 1,151 SF of covered porches built in 2008 in excellent condition. 167' est. US HWY 77 frontage. Set about 620' east of highway for privacy. Heavily treed east property line provides a great back yard setting and extraordinary privacy. This property cannot be closed until the Brisket & Brew closes in the same or separate transaction.
- (3) The BBQ & Brew and The Ayers Log Cabin on 6.4 acres at \$423,500. 4,180 total HVAC SF plus 2,991 covered porches. 434 est. US HWY 77 frontage. Excellent opportunity for a business and home for an owner operator, investment, rental home or home for restaurant management or employees.

3% buyer broker commission payable on any closed transaction.

This offering is for The BBQ & Brew and The Ayers Log Cabin on 6.4 acres at \$423,500.

HIGHLIGHTS

(1) Fully equipped restaurant and log cabin for owner, manager or rental on 6.4+ acres on US HWY 77.

- (2) Unmet annual local retail demand: \$1.7M+ drinking places in zip code and \$4.4M+Fayette County limited-service eating.
- (3) 4,180 SF HVAC improvements plus 2,601 SF covered porches adding over 62% of additional living/restaurant space.
- (4) Excellent rural school system. All 4 schools have very high Parent ratings. The elementary and intermediate are TEA "Recognized", all 4 avg 477 students with class sizes ranging from 17 to 21 students.
- (5) Fayette County is # 1 rural Texas County and # 7 rural US County to live in Progressive Farmer's annual poll.
- (6) In comparison to all adjacent Counties, affluent Fayette County has the highest annual % growth in average household income and in \$150K+ households and household consumer spending.
- (7) Compared to ALL Benchmarks, the 78945 zip code has highest %: \$250K-\$499K household net worth & \$3K+ monthly mortgages.
- (8) Excellent area access: about 30-miles or less to Bastrop, Brenham, Columbus (I10 eastbound, Round Top & Schulenburg (I10 westbound).
- (9) Superior regional access: about 60-miles or less to Austin, College Station, Kyle/Buda, Round Rock, San Marcos, Sugar Land and West Houston.
- (10) In the very affluent Austin DMA and one County removed from the extremely strong Houston DMA and the growing College Station-Waco DMA.

"AREA Benchmarks" include: La Grange, 78945 zip code, 30-minute drive-time, Sealy, Brenham, Sealy and Fayette County. "ALL Benchmarks" include AREA Benchmarks, Austin DMA, Houston DMA, Texas and the US.

Combined offering narrative: http://www.bit.ly/Lagrange-Brisket-and-Brew -and-Ayers-Log-Cabin-offering

BRISKET & BREW KEY LINKS

- (11) Property website: http://www.cbcmaster.com/Lagrange-Brisket-and-Brew
- (12) **E-book**: http://www.bit.ly/Lagrange-Brisket-and-Brew-ebook
- (13) Flyer: http://www.bit.ly/Lagrange-Brisket-and-Brew-flyer
- (14) Highlights: http://www.bit.ly/Lagrange-Brisket-and-Brew-highlights

(15) Offering narrative: http://www.bit.ly/Lagrange-Brisket-and-Brew-offering

(16) Street view: http://www.bit.ly/Lagrange-Brisket-and-Brew-streetview

(17) **QR code**: http://www.bit.ly/Lagrange-Brisket-and-Brew-QR-code



AYERS LOG CABIN KEY LINKS

(18) Property website: http://www.cbcmaster.com/Lagrange-Ayers-Log-Cabin

(19) **E-book:** http://www.bit.ly/Lagrange-Ayers-Log-Cabin-ebook

(20) Flyer: http://www.bit.ly/Lagrange-Ayers-Log-Cabin-flyer

(21) Highlights: http://www.bit.ly/Lagrange-Ayers-Log-Cabin-highlights

(22) Offering narrative: http://www.bit.ly/Lagrange-Ayers-Log-Cabin-offering

(23) Street view: http://www.bit.ly/Lagrange-Ayers-Log-Cabin-streetview

(24) **QR code**: http://www.bit.ly/Lagrange-Ayers-Log-Cabin-QR-code



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

(25) Brisket & Brew Restaurant.

- (a) **SF improvements.** 2,880 SF* HVAC improvements.
- (b) **Outdoor living area**. 1,440 SF* covered porches spanning the front and rear of the building.
- (c) **Year built.** 2005.
- (d) **Land**. 61,028 SF* (1.401 acres).
- (e) Frontage. 267.69' est. on US HWY 77 by CBC Southwest Partners.
- (f) **Furniture, fixtures & equipment**. Extensive list. Replacement cost estimated at \$xx,XXX.
- (g) **Highway signage included**. Very nice signage easily visible from both directions on US HWY 77 included.
- (h) Legal. PIDN: 57229 GEO: 40-0086-13231102-020: ABS A086 RABB WM 3 LGS,1.401 ACRES,COMM F & H BRISKET -N- BREW, COMM F & H BRISKET -N- BREW.
- (i) **Taxes.** \$2,054* reported on FCAD for 2010. Consult your tax advisor for your expected taxes.
- (26) The Ayres Log Cabin.
 - (a) **SF improvements.** 1,300 SF* HVAC improvements.
 - (b) Outdoor living area. 1,151 SF* covered porches.
 - (c) Year built. 2008*.
 - (d) Land. 219,499 SF* (5.039 acres).
 - (e) Frontage. 107.28' est. on US HWY 77 by CBC Southwest Partners.
 - (f) Legal. PIDN: 33476 GEO: 40-0086-5650000-020: ABS A086 RABB WM 3 LGS,5.039 ACRES,HSE, STG, HSE, STG.
 - (g) **Taxes.** \$1,653* reported for 2010. Consult your tax advisor for your expected taxes.
- (27) Flood plain. None of the property is in a flood plain.
- (28) In City limits? No.

- (29) School district. La Grange ISD.
- (30) **Zoning**. None known.

THE BUSINESS AND FINANCIALS

- (31) The reason for sale. The family is dealing with a complex health issue and must focus their energies on treatment and care.
- (32) Owner investments in addition to property acquisition.
 - (a) **Furniture**. \$3,115.
 - (b) **Fixtures**. \$32,331.
 - (c) **Equipment**. \$11,503.
 - (d) Improvements. \$44,640
 - (e) **Serving items**. \$514.
- (33) **Transitional management assistance**. The owners will provide you with transition management assistance to facilitate your success.
- (34) Recipes, policies & procedures & menu convey with sale. The owners will convey proprietary recipes, extensive collection of policies and procedures and existing menu.
- (35) **Non-compete**. The owners will execute a non-compete at closing.
- (36) Unmet annual local retail demand in potential revenues.
 - (a) La Grange Special Food Services (NAICS 7223). \$970K+.
 - (b) 78945 zip code Drinking Places Alcoholic Beverages (NAICS 7224). \$1.7M+.
 - (c) Fayette County limited-service eating places (NAICS 7222). \$4.4M+.

NOTE: This demand does not include the increase demand from this restaurant not being active.

^{*}From Fayette County Appraisal District.

- (37) **Operational status**. Closed in December 2010 and reported as an interim decision but re-opening is uncertain.
- (38) Recent operating history. Due to family health issues, the restaurant was operating on a limited basis. Typically it was open Fridays, Saturdays and Sunday through lunch.
- (39) Immediate opportunities. Based on a preliminary analysis, we identified 5 immediate potential opportunities to grow revenues and increase profitability and cash flow:
 - (a) Open for breakfast through dinner 7-days per week. Breakfast is compatible with the Medical Center initiative below. We believe maximizing the use of a fixed cost asset is one of the easiest ways to increase profitability and cash flow.
 - (b) Extend evening hours on Friday & Saturday nights. Weekend venues are limited in the market and typically generates a higher sale per ticket than breakfast or lunch.
 - (c) **Open on weekdays and Sunday evenings for Sports.** There is no local Sports Bar venue to compete in this high profit margin segment.
 - (d) Establish an easy order and delivery system to serve the medical community located in and around the Medical Center. We believe this is a great opportunity to build a local, repeat, high income clientele. We suggest a telephone order and delivery capability.
 - (e) **Emphasize beer and wine sales.** Our preliminary review of the financials indicated a lower than expected as beverages are typically highest profit margins incorporating Happy Hours and other drink specials.
 - (f) **Develop catering business.** The owners experienced a high demand for catering but they did not take advantage of the opportunity as their limited staffing required shutting down the restaurant to perform catering.
- (40) **Disclosure of available financials and documentation**. Upon execution of a confidentiality agreement, we will provide you with all financials, tax rolls and other information provided by the owner. Confidentiality agreement URL: http://www.bit.ly/Lagrange-Brisket-and-Brew-Confidentiality

LOCATION

- (41) **2.6 mi. north of the La Grange loop**. 2.6 mi. north of the intersection of US HWY 77 and TX HWY 71, the La Grange loop.
- (42) **1.6 mi. north of the St. Marks Medical Center campus**. St. Marks Medical Center is the only hospital in Fayette County, one of the County's largest employers and the highest work area concentration of high incomes in the County. We believe establishing a strong clientele in the Medical Center campus is one of the best revenue improvement opportunities for the BBQ & Brew.
- (43) # 1 top TX rural & one of top US rural Counties to live. Located in Fayette County ranked # 1 rural Texas County and # 7 rural US County to live in Progressive Farmer's 2009 annual poll.
- (44) Fayette County outperforms all adjacent Counties in key demographic and econometric indicators. For example, in comparison to all adjacent Counties, affluent Fayette County has the highest annual % growth in average household income and in \$150K+ households and household consumer spending.
- (45) **Excellent area access:** about 30-miles or less to Bastrop, Brenham, Columbus (I10 eastbound, Round Top, Schulenburg (I10 westbound).
- (46) **Easy highway access**. 0.2 mi. north to US HWY 77, 16. Mil to I10, 20 mi. to US290 and 60 mi. to I35.
- (47) **Superior regional access:** about 60-miles or less to Austin, College Station, Kyle/Buda, Round Rock, San Marcos, Sugar Land and West Houston.
- (48) Excellent airport access. 52 mi. to Austin International Airport ("AUS"), 56 mi. to Easterwood Field (CLL) in College Station with commuter service to Houston and DFW; 98 mi. to Houston Hobby International Airport ("HOU"); and 82 mi. to Houston Intercontinental Airport ("IAH").
- (49) In the very affluent Austin DMA. In the very affluent Austin Designated Market Area one of the strongest regional economies in the US.
- (50) One County removed from the very affluent Houston DMA and the College Station-Waco DMA. Just one County away from the Houston DMA, considered the strongest regional US economy and one County away from the College Station-Waco DMA, one of the strongest regional Texas economies.

SCHOOLS AND SCHOOL DISTRICT REVIEW

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

- (51) Summary. All 4 schools have very high Parent ratings. The elementary and intermediate schools are TEA "Recognized" schools. The schools have small enrollments averaging 477 students per school. The schools have small class sizes ranging from 17 to 21 students.
- (52) La Grange Independent School District.
 - (a) **Students**. 1,905.
 - (b) Schools. 4.
 - (c) **GreatSchools rating**. 6 out of 10.
 - (d) La Grange ISD: http://www.lgisd.net
 - (e) La Grange ISD Improvement Plan 2010-2011: http://www.lgisd.net/Portal/LinkClick.aspx?fileticket=f5Qvrui3eys%3d&tabid=116&mid=381
 - (f) GreatSchools La Grange Independent School District: http://www.greatschools.org/texas/la-grange/La-Grange-Independent-School-District/
- (53) Hermes Elementary School (grades PK-3).
 - (a) **Students**. 597.
 - (b) **TEA Accountability Rating.** "Recognized".
 - (c) **2010 TAKS scores**.
 - Grade 3: Reading 91 & Math 84.
 - (d) **GreatSchools ratings**.
 - Overall score. 5 out of 10.
 - Community rating. 5 of 5 stars.
 - **Principal leadership.** 4 of 5 stars.
 - Teacher quality. 5 of 5 stars.

- Parent Involvement. 5 of 5 stars.
- (e) Most recent parent review. "I have 6 and 8 year old in Hermes. Great school, but I just wish all of the teachings would not be based around the TAKS test. Schools need to go back to the roots of teaching instead of focusing on this silly test. Teachers should unite and get back to the basics. Proud Parent!"
- (f) **GreatSchools school website:** http://www.greatschools.org/texas/la-grange/4083-Hermes-Elementary-School/
- (54) La Grange Intermediate School (grades 4-6).
 - (a) **Students**. 365.
 - (b) **TEA Accountability Rating**. "Recognized".
 - (c) **2010 TAKS scores**.
 - Grade 4: Reading 85, Writing 90 & Math 82.
 - Grade 5: Reading 89, Science 85 & Math 94.
 - Grade 6: Reading 89 & Math 88.
 - (d) **GreatSchools ratings**.
 - Overall score. 5 out of 10.
 - Community rating. 5 of 5 stars.
 - Principal leadership. 3 of 5 stars.
 - Teacher quality. 3 of 5 stars.
 - Parent Involvement. 3 of 5 stars.
 - (e) Most recent parent review. "LGISD is a great school. My children have been going to La Grange since Pre-K they have developed everlasting relationships with teachers and students. The teachers and staff have been very supportive and understandable. I love this school, and would hate to have to ever move."
 - (f) **GreatSchools school website**: http://www.greatschools.org/texas/la-grange/4086-La-Grange-Intermediate-School/
- (55) La Grange Middle School (grades 7-8).
 - (a) **Students**. **311**.
 - (b) **TEA Accountability Rating**. "Academically Acceptable".

- (c) 2010 TAKS scores.
 - Grade 7: Reading 82, Writing 94 & Math 81.
 - Grade 8: Reading 91, Social Studies 94, Science 77 & Math 84,
- (d) **GreatSchools ratings**.
 - Overall score. 5 out of 10.
 - Community rating. 4 of 5 stars.
 - Principal leadership. 4 of 5 stars.
 - Teacher quality. 4 of 5 stars.
 - Parent Involvement. 5 of 5 stars.
- (e) Most recent parent review. "We are very happy with our decision to send our son to LaGrange Middle School. We live out of district and felt that LG would offer our son more curriculum choices than our local school. He comes home almost every day telling us how much he loves school."
- (f) **GreatSchools school website**: http://www.greatschools.org/texas/la-grange/4085-La-Grange-Middle-School/
- (56) La Grange High School (grades 9-12).
 - (g) **Students**. 632.
 - (h) **TEA Accountability Rating**. "Academically Acceptable".
 - (i) **2010 TAKS** scores.
 - Grade 9: Reading 97 & Math 78.
 - Grade 10: Social Studies 94, Science 77, English/Language Arts 88
 & Math 82.
 - Grade 11: Social Studies 97 and Science 90, English Language/Arts 97 & Math 92.
 - (j) GreatSchools ratings.
 - Overall score. 7 out of 10.
 - Community rating. 5 of 5 stars.
 - Principal leadership. 4 of 5 stars.
 - Teacher quality. 4 of 5 stars.
 - Parent Involvement. 4 of 5 stars.
 - (k) Most recent parent review. "Great school that educated my sons."

(I) **GreatSchools school website**: http://www.greatschools.org/texas/la-grange/4084-La-Grange-High-School/

DEMOGRAPHICS & ECONOMETRICS

- (57) Summary. The greater La Grange area zip code outperforms Brenham (area rural market) & Sealy (area fringe urban market on I10) in many demographic and econometric Benchmarks. La Grange is located in affluent Fayette County with very low unemployment, high net worth and high home values compared to all adjacent Counties. Key findings:
 - (a) Compared to ALL Benchmarks, the 78945 zip code has highest %: \$250K-\$499K household net worth; \$3K+ monthly mortgage and utility employees
 - (b) Compared to AREA Benchmarks, the 78945 zip code has highest %: \$500K-\$999K household net worth; \$300K-\$749K home values; \$1.5K-\$2.49K monthly mortgages; and highest median household net worth & home values
 - (c) Compared to AREA Benchmarks (including Brenham and Sealy), Fayette County has highest %: single family detached homes; \$100K+ households, annual % growth in \$250K+ households; and lowest % unemployment, vacant homes for rent or sale and multi-family homes.
- (58) **AREA Benchmarks**. La Grange, 78945 zip code, 30-minute drive-time, Sealy, Brenham, Sealy and Fayette County.
- (59) **ALL Benchmarks**. AREA Benchmarks, Austin DMA, Houston DMA, Texas and the US.
- (60) Reference Benchmark to analyze this location. Because of the 4,722 estimated La Grange population, we used the 78945 zip code with 10,843 for comparative analysis.
- (61) **Data baselines**. All data is 2010 and from CCIM unless otherwise defined. Annual % change calculations are proprietary to CBC Southwest Partners.
- (62) Base demographics.
 - (a) **Population**.
 - La Grange 4,722
 - 78945 zip 10,845
 - 30-minute drive-time 21,386

- Fayette County 23,481
- Sealy 6,263
- Brenham 14,154.

(b) Annual % population growth.

- La Grange 0.6%
- 78945 zip 0.9%
- 30-minute drive-time 0.8%
- Fayette County 0.8%
- Sealy 1.1%
- Brenham 0.3%

(63) Base economics.

(a) Total estimated economy.

- La Grange\$144M+
- 78945 zip \$364M+
- 30-minute drive-time \$707M+
- Fayette County \$750M+
- Sealy \$194M+
- Brenham \$411M+

(b) Median household net worth.

- La Grange\$61,656
- 78945 zip \$95,600
- 30-minute drive-time \$91,736
- Fayette County \$89,370
- Sealy \$60,696
- Brenham \$46,844

(c) Avg disposable household income.

- La Grange\$41,998
- 78945 zip \$46,339
- 30-minute drive-time \$45,076
- **■** Fayette County \$43,145
- Sealy \$47,376
- Brenham \$42,732

(d) \$100K+ household income annual % growth.

- La Grange3.6%
- 78945 zip 2.9%

- 30-minute drive-time 3.2%
- Fayette County 3.3%
- Sealy 3.1%
- Brenham 3.2%

(64) 78945 zip code vs. ALL Benchmarks.

- (a) **Highest %**:
 - \$250K-\$499K household net worth
 - \$3K+ monthly mortgage
 - Utility employees
- (65) 78945 zip code vs. AREA Benchmarks.
 - (a) **Highest %**:
 - \$500K-\$999K household net worth
 - \$300K-\$399K home values
 - \$400K-\$499K home values
 - \$500K-\$749K home values
 - \$1.5K-\$1.99K monthly mortgage
 - \$2.0K-\$2.49K monthly mortgage
 - (b) **Highest**:
 - Median household net worth
 - Median avg home values 2010 and 2015
- (66) Fayette County vs. AREA Benchmarks.
 - (a) **Highest %**:
 - \$150K-\$199.9K home values
 - Single family detached homes
 - \$250K+ households % annual growth (tied for # 1)
 - \$100K+ households in 2010 and 2015
 - (b) Lowest %:
 - Unemployment
 - Avg annual mortgage / avg home value (low household income leverage)
 - Vacant homes for rent
 - Vacant homes for sale
 - Multi-family homes

(67) **DMA defined**. A Designated Market Area (DMA) in an area defined by the Nielsen Media Research Company as a group of counties that make up a particular television market. These counties comprise the major viewing audience for the television stations located in their particular metropolitan area. It is the broadest regional definition we utilize. Fayette County is in the Austin DMA.

DIRECTIONS

FROM THE INTERSECTION OF US HWY 77 N, US HWY 77 B AND TX SR 71 B (THE LA GRANGE LOOP), IT IS 2.6 MI NORTH.

- (1) Travel north on US HWY 77 N for 2.6 mi.
- (2) The property is on your right with a Coldwell Banker Commercial Southwest Partners sign and the Brisket & Brew highway sign.
- (3) If you reach Rabbs Prairie RD on your left (west) you have gone about ½-mi. too far.

3% 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.

There are 1,897 underlying PDF sets. All are available on the property website or on request.

There are 42 property and area links. All are available on the property website or on request.

ADDITIONAL LINKS

Tax links

- (1) Fayette County Appraisal District: http://fayettecad.org/
- (2) Tax file links:
 - (a) **366 Travis ST**:

http://www.taxnetusa.com/texas/fayette/detail.php?i_search_form_basket =&whereclause=&i_county_code=75&theKey=38428

(b) Travis & Water ST:

http://www.taxnetusa.com/texas/fayette/detail.php?i_search_form_basket =&whereclause=&i_county_code=75&theKey=38423

City & County links

- (3) La Grange Chamber of Commerce: http://www.lagrangetx.org/
- (4) City of La Grange: www.Cityoflg.com
- (5) City of La Grange zoning map:
 http://www.cityoflg.com/Downloads/La%20Grange%20Zoning%20Map%202006.p
- (6) La Grange City webcam:
 http://mainstreet.fais.net/new_main_street/citycam/citycam.htm
- (7) La Grange in Handbook of Texas Online: http://www.tshaonline.org/handbook/online/articles/hgl02
- (8) La Grange in Texas Escapes: http://texasescapes.com/TOWNS/LaGrange/LaGrange.htm
- (9) La Grange in Wikipedia: http://en.wikipedia.org/wiki/La_Grange, Texas
- (10) Fayette County: http://www.co.fayette.tx.us/
- (11) Fayette County local paper: http://www.fayettecountyrecord.com/

(12) Lower Colorado River Authority: http://www.lcra.org/

Data sources, definitions, methodologies and other reference documents

- (13) Site to Do Business: http://www.stdb.com
- (14) Commercial Investment Real Estate Institute (CCIM): http://www.ccim.com
- (15) ESRI: http://www.esri.com
- (16) Schools & districts/systems analysis: http://tinyurl.com/CBC-Southwest-PK-to-12-Schools
- (17) CBSAs: http://tinyurl.com/CBC-Southwest-CBSAs
- (18) DMAs: http://tinyurl.com/CBC-Southwest-DMAs
- (19) Bank Rate Monitor: http://www.bankrate.com

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